

REF: CIL/CC/13/2024-25

May 06, 2024

To, The Department of Corporate Services, The BSE Limited, P. J. Towers, Dalal Street, Mumbai- 400 001  Scrip Code: 531358	To, The Department of Corporate Services, The NSE Limited 5 <sup>th</sup> Floor, Exchange Plaza Plot No. C/ 1, G Block, Bandra – Kurla Complex, Bandra (East), Mumbai – 400 051  Scrip Code: CHOICEIN
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**Sub: Investor Presentation**

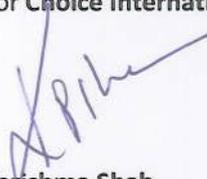
Please find enclosed a copy of Investor Presentation on the Audited Financial Results of the Company for the Quarter & Financial Year ended March 31, 2024.

Kindly take the above document on your record.

Thanking You,

Yours Truly,

For Choice International Limited

  
Karishma Shah  
(Company Secretary & Compliance Officer)



Connecting **PEOPLE**   
to **PROSPERITY**



Choice International Ltd.  
(BSE: 531358, NSE: CHOICEIN)

Q4 & FY24 Earnings Presentation

# Company Overview

One of the leading financial conglomerates with over a decade's expertise providing tech-led services

 Ranked 5th amongst top full service broking firms in India	 Strong Research Desk for both Institutional and Retail Investors	 MSME focused lending business with tech-led robust underwriting process	 Preferred advisor for various Mission Projects of the Government	 PAN India Presence	 Fintech ecosystem with a human touch
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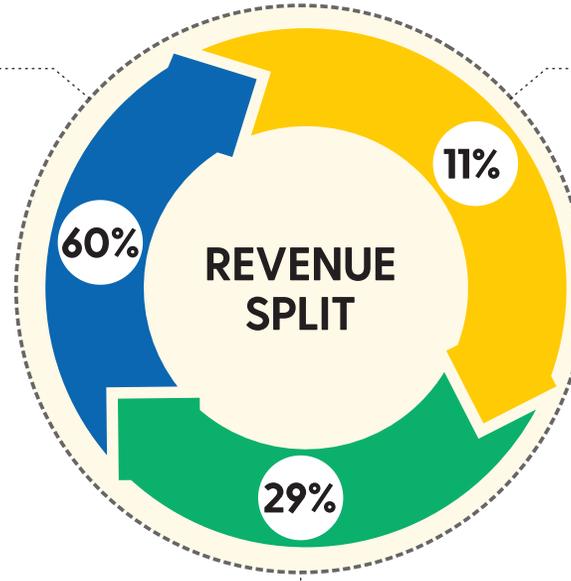
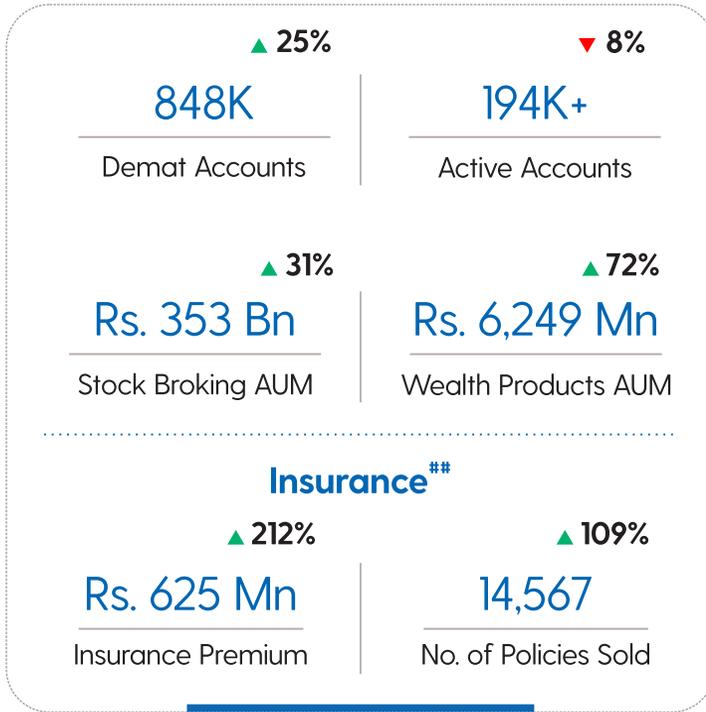
 <b>115</b> Offices	 <b>175+</b> Inhouse Tech Experts	 <b>38K+</b> Choice Business Associates	 <b>1 Mn+</b> Clientele	 <b>4.9K+</b> Team Strength
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\*After excluding discount brokers and bank brokers

# Key Highlights

A diversified mix for sustainable business

## Broking & Distribution Stock Broking, Wealth, Insurance

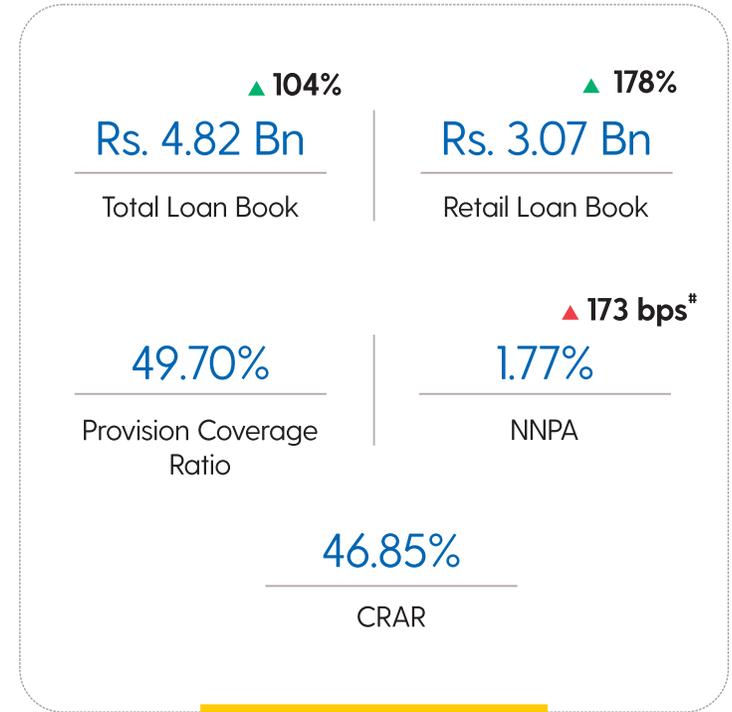


### Advisory

Govt. Infrastructure Consulting, Govt. Advisory, Investment Banking



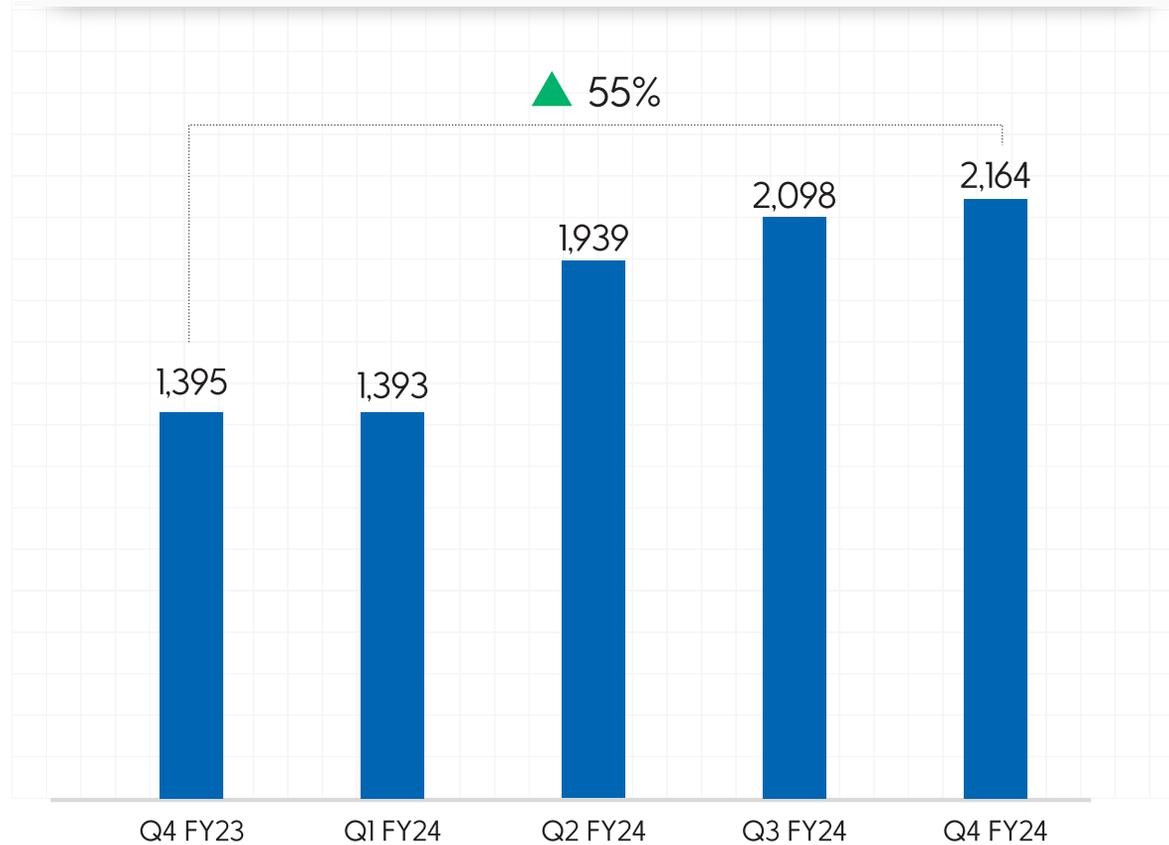
## NBFC



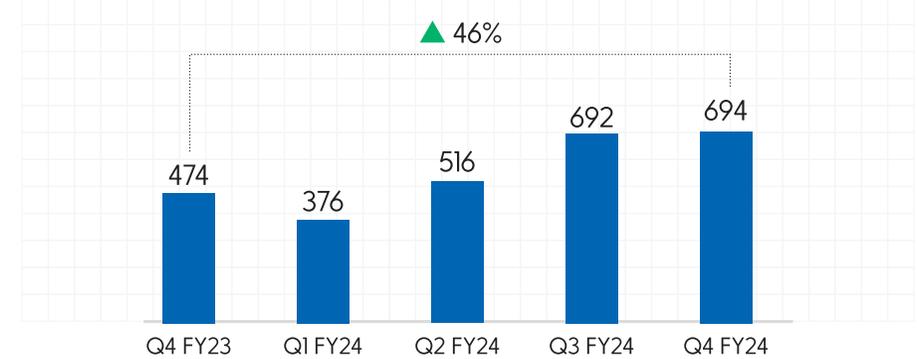
- NSE Active UCC List as on 31st Mar 2024
- Arrows and Figures indicate YoY change
- <sup>#</sup> Increase is due to seasoning of Retail Loan book (refer NBFC slide for details)
- <sup>##</sup> Numbers are for Q4 FY24

# Q4 FY24 Highlights

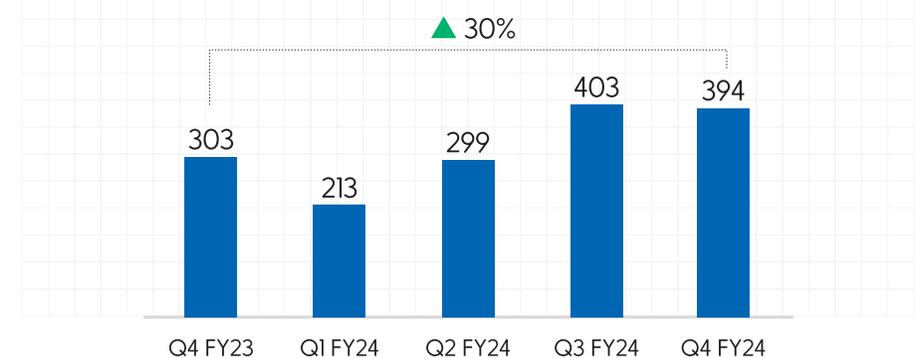
## Revenue (Rs. Mn)



## EBITDA (Rs. Mn)

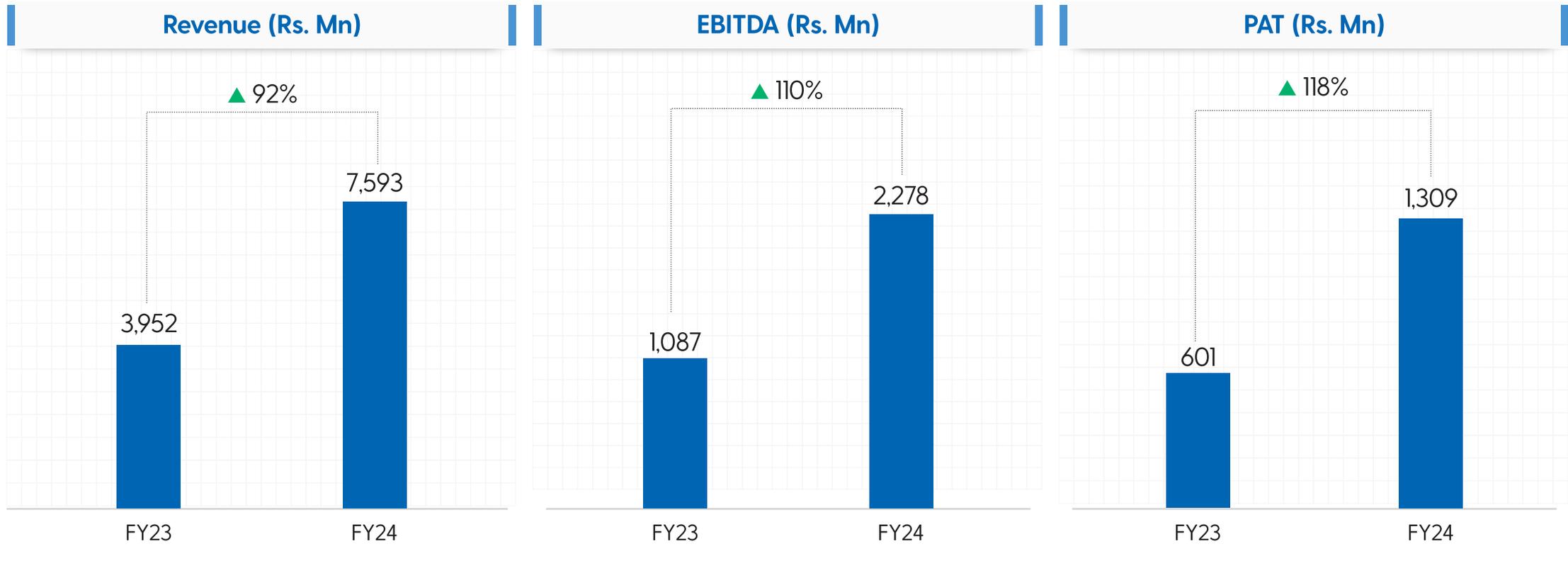


## PAT (Rs. Mn)



\*Figures indicate YoY Increase

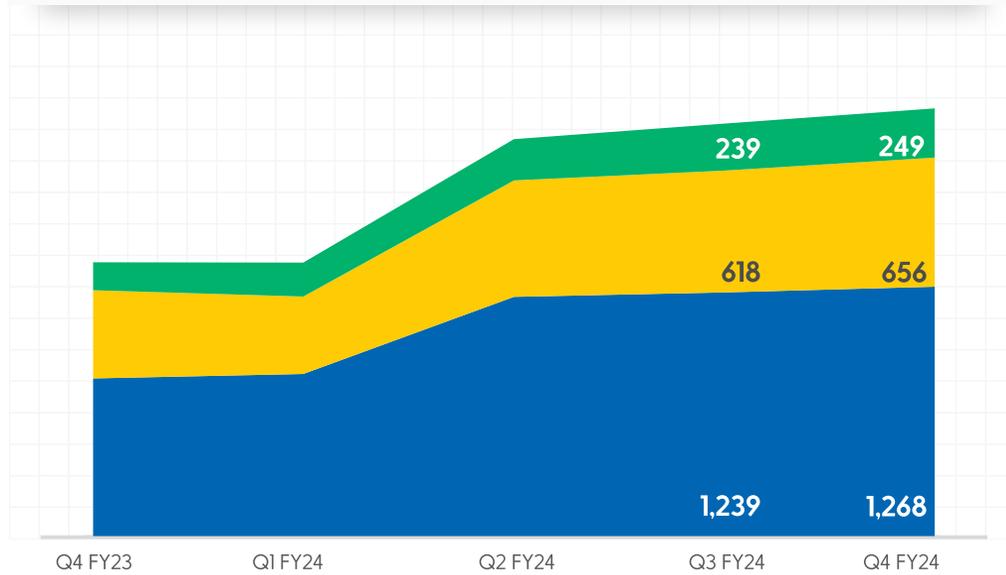
# FY24 Highlights



\*Figures indicate YoY Increase

# Q4 FY24 Highlights

## Segment Revenue (Rs. Mn)

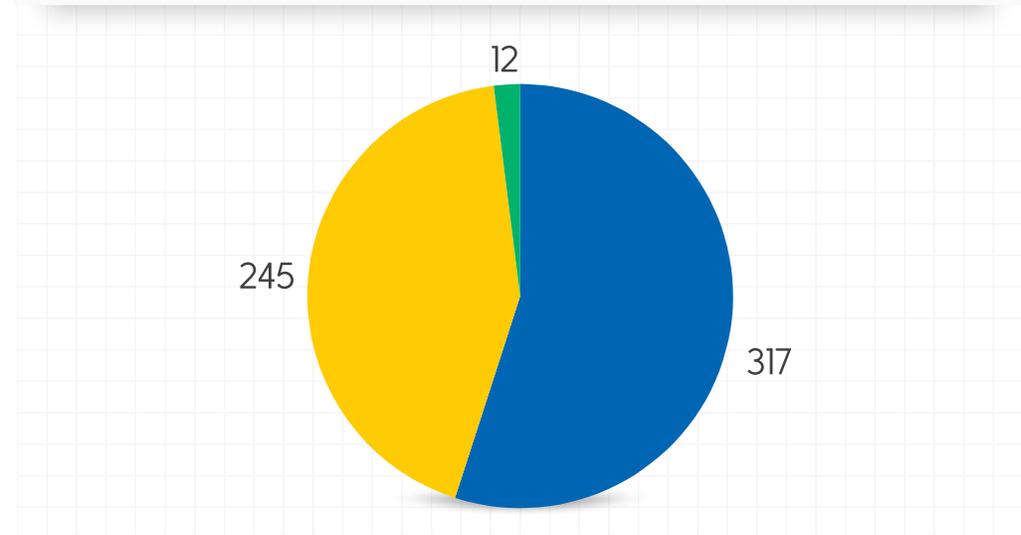


■ Broking Services ■ Advisory Services ■ NBFC Services

**Excludes:**

- Unallocable revenue: Q3 FY24 - 44, Q4 FY24 - 38
- Inter segment revenue elimination : Q3 FY24 - 41, Q4 FY24 - 47

## Segment PBT (Rs. Mn)

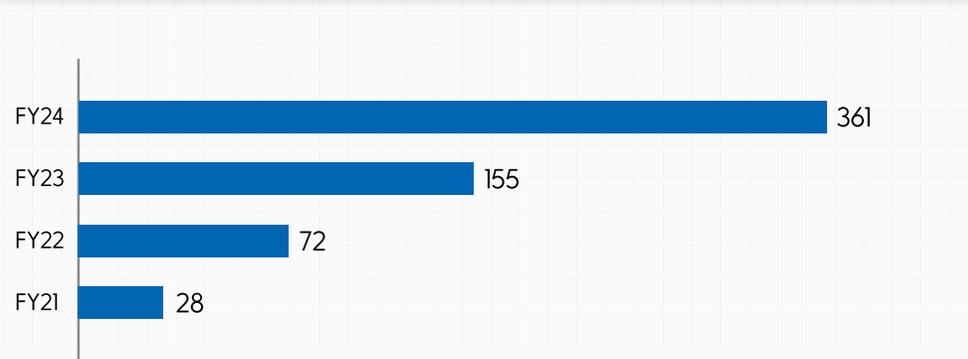


**Excludes:**

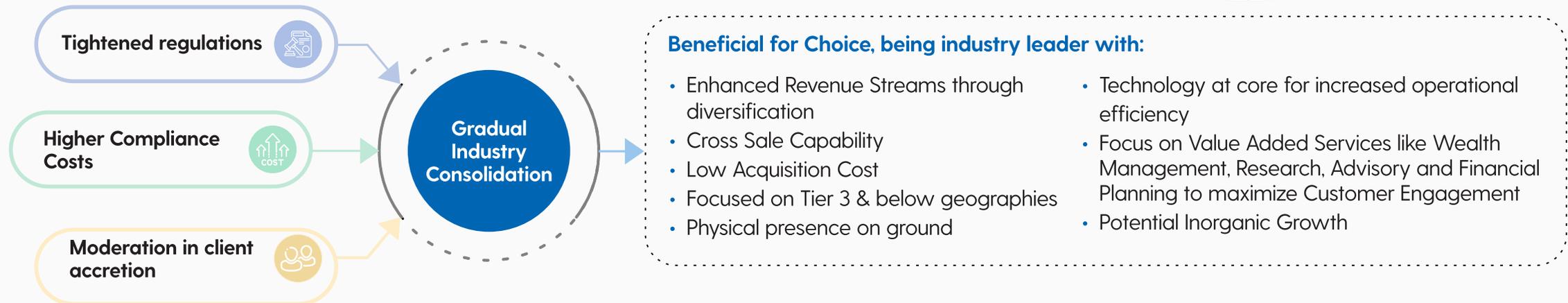
- Other Unallocable expenditure net off Unallocable income: 21

# Stock Broking - Industry Overview

## ADTO (Rs. Lacs Crores)



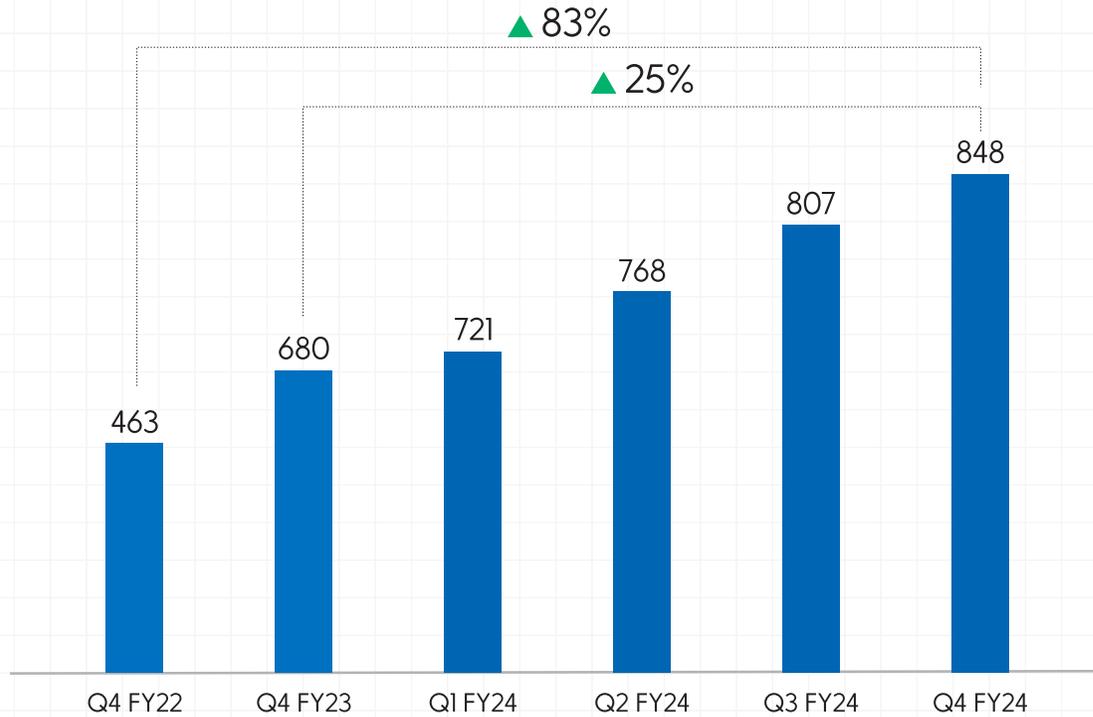
Growing Industry ADTO with increasing share from semi-urban geographies and steady growth of retail participation



# Stock Broking

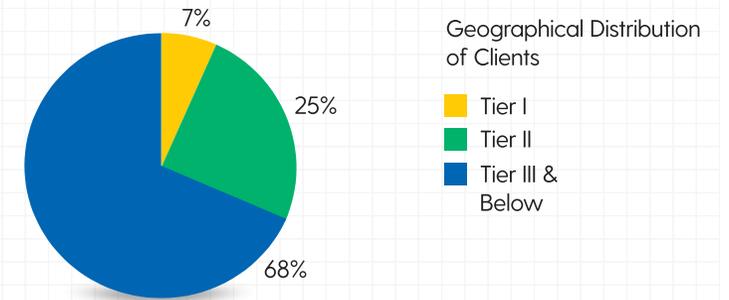
Expanding our PAN India reach and client demographic

## Steadily increasing client base

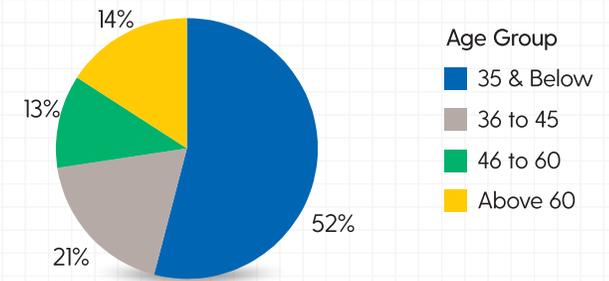


■ Demat Accounts (000)

## Increased penetration in unserved & underserved locations



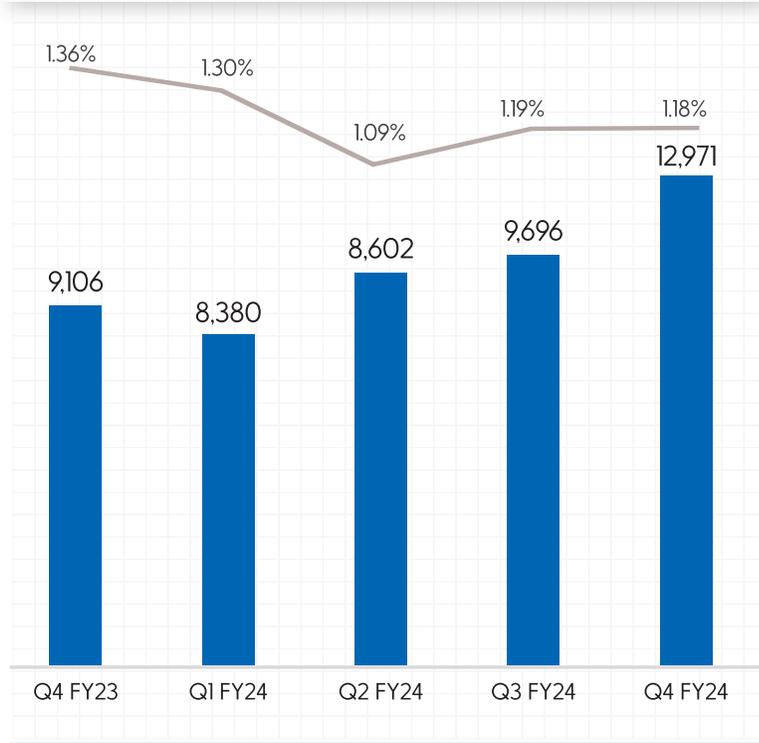
## Majority young clients with more disposable income



# Stock Broking

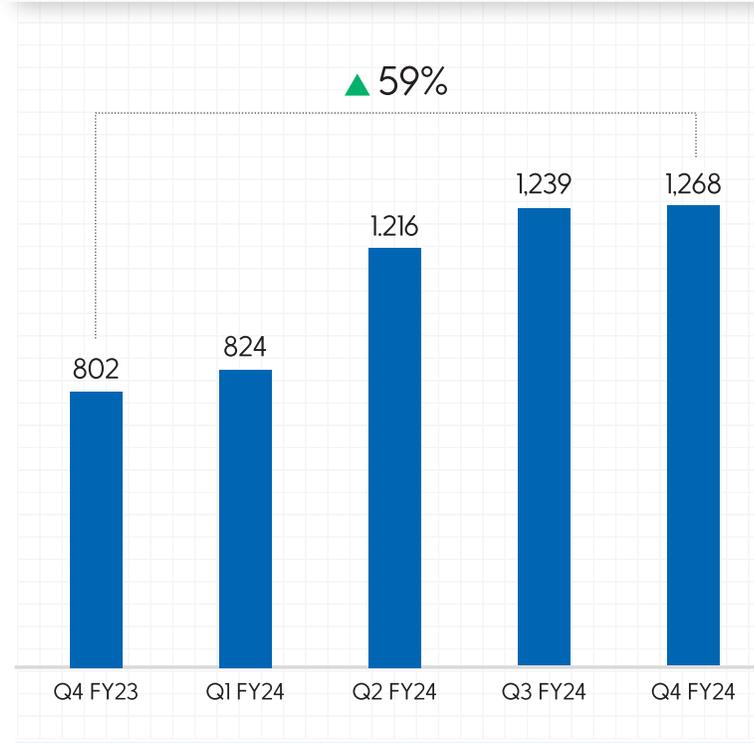
Expanding our PAN India reach and client demographic

## Consistently growing Market Share & ADTO (Rs. Mn)



■ ADTO (Equity) — Retail ADTO Market Share

## Broking & Distribution Segment Revenue (Rs. Mn) has peaked

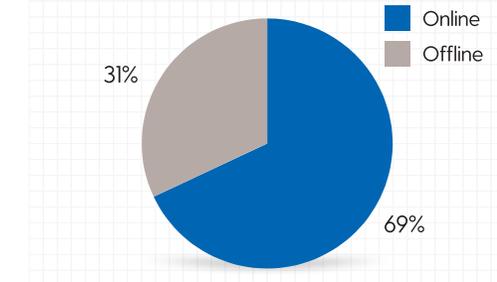


■ Segment revenue (including Mutual Funds & Insurance)

## Rank amongst full service broking firms\*



## Rising adoption of digital platforms

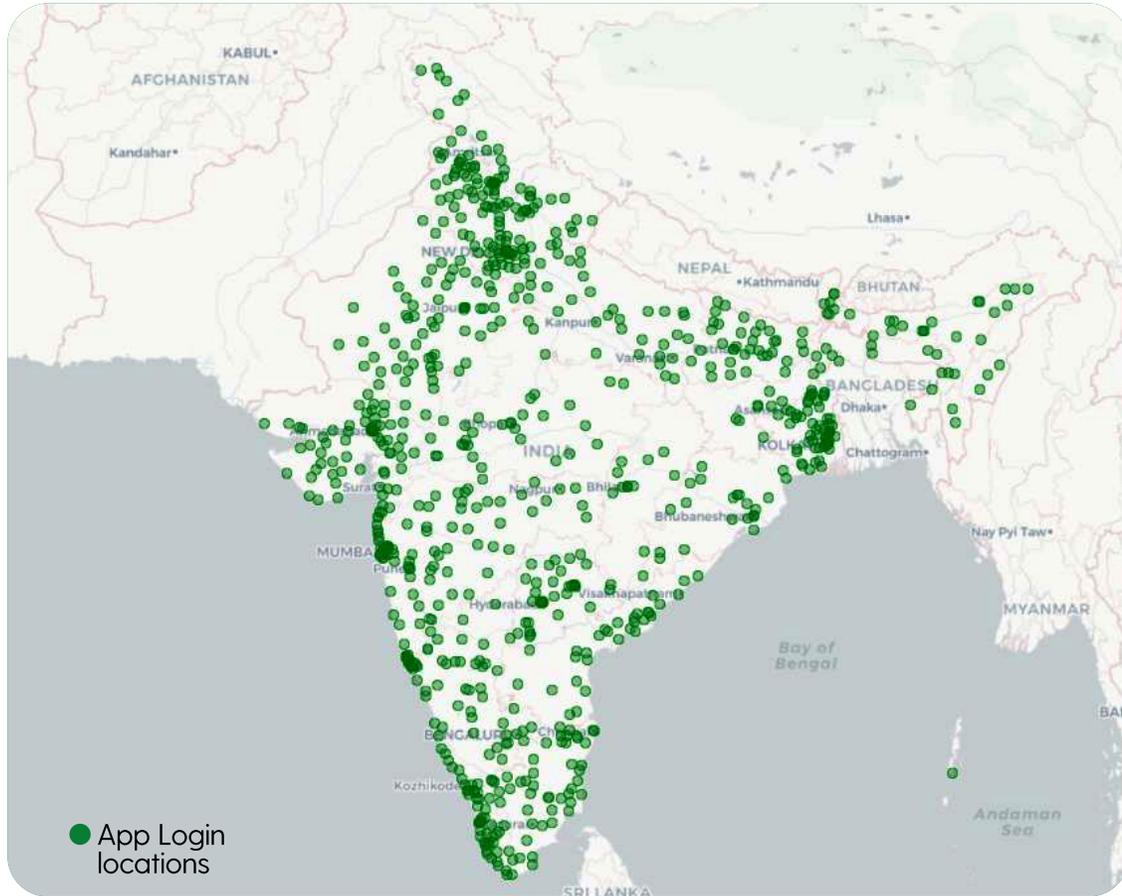


Revenue Split

\*After excluding discount brokers and bank brokers

# Stock Broking

Expanding our PAN India reach and client demographic

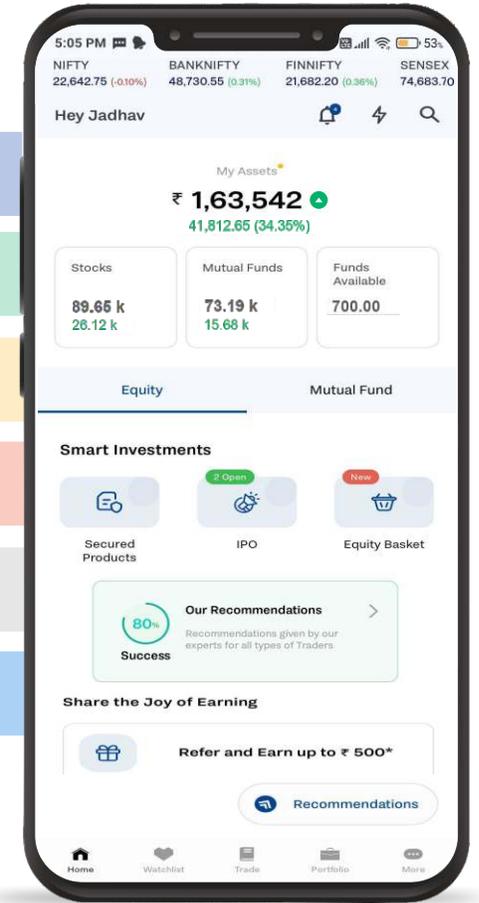


\*Some features are available only on Android

## Choice FinX

One Customer, One Platform - Financial Services Super App

-  Simple User Interface
-  Recommendation
-  In-app Curated Baskets
-  Diverse Investment Products
-  Multi-lingual App
-  Algo Trading



# Stock Broking

Simple User Interface, In-app Curated Baskets, Diverse Investment Products



## Margin Trading Funding (MTF) Order Type:

We've added the Margin Trading Funding order type, empowering users with more options for trading strategies



## Simplified Order Placement Journey:

We've revamped the order placement process across our App and Web platforms for a smoother experience. Additionally, on the Web platform, we've introduced a Draggable Order Window feature for traders' convenience.



## Auto Scalable Architecture:

Implemented an auto-scalable architecture that allowed us to increase our system's load capability from 5x to 10x, ensuring seamless service even during peak usage times.



**46 Mn+**

API requests served per day



**1.30 Mn+**

App Downloads

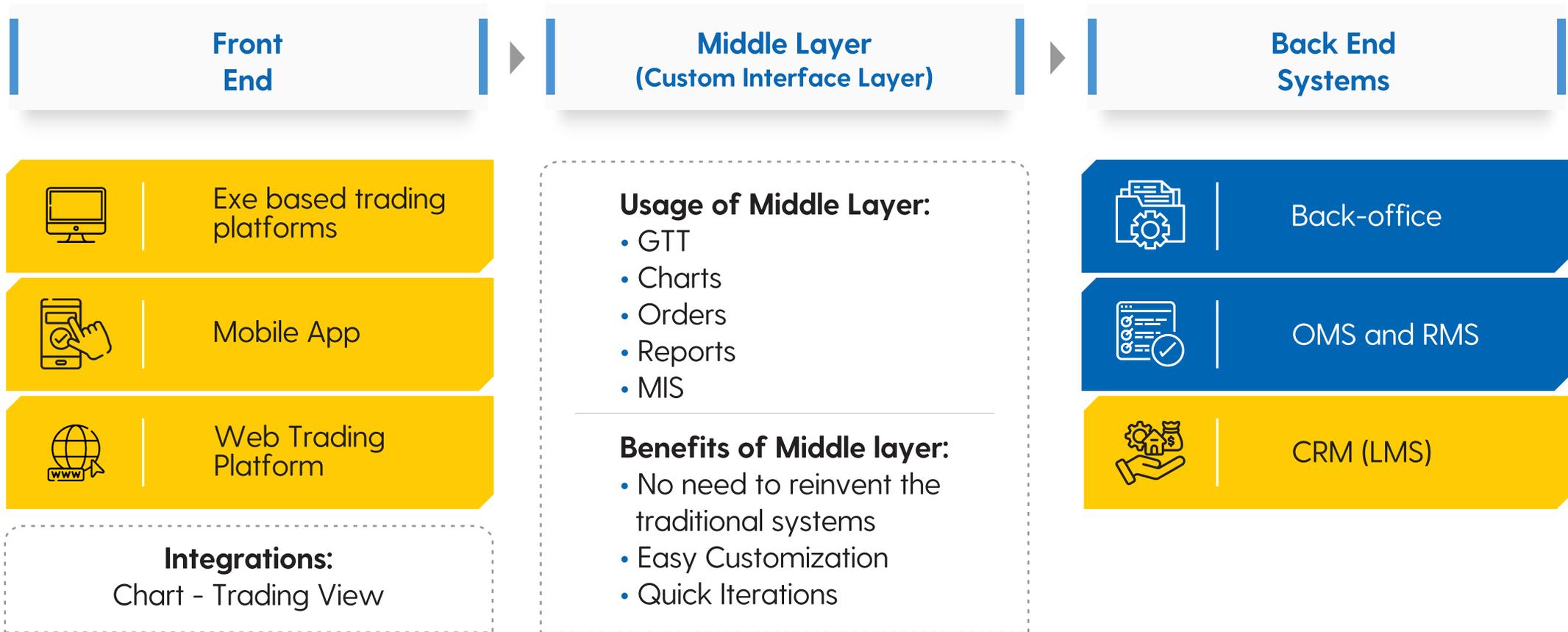
## UPCOMING ENHANCEMENTS:

Single Sign On (SSO) across all products

Advance Orders - Bracket Orders, GTT, Cover Orders and Icebergs

# Tech Insights

Seamless collaborations, Cutting-edge features

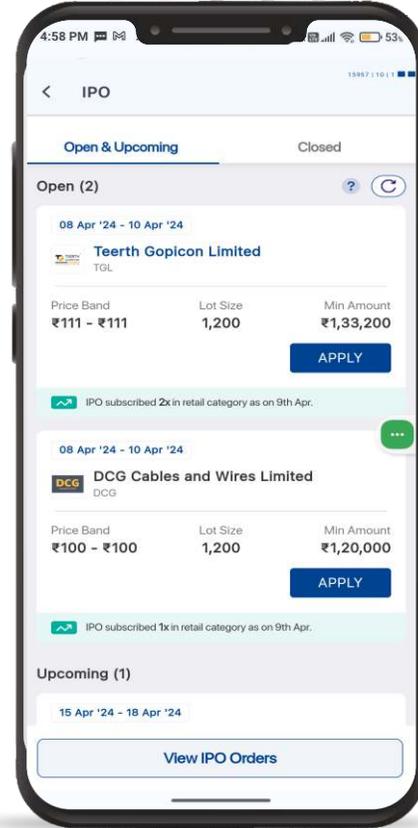


# Stock Broking

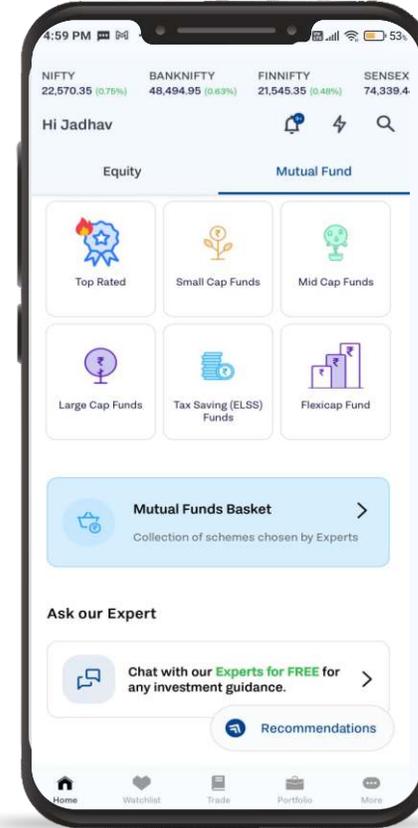
Simple User Interface, Recommendation, In-app Curated Baskets, Diverse Investment Products



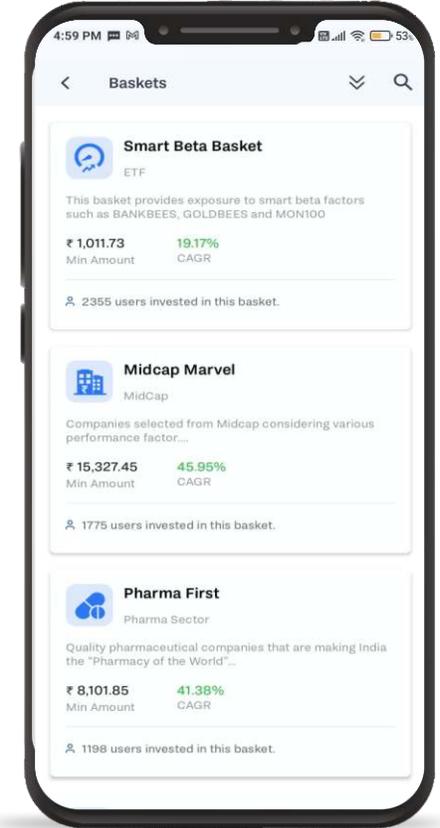
Users can trade BSE F&O SENSEX Contracts



Introduced our new IPO module



Enhancements in the Mutual Fund Section

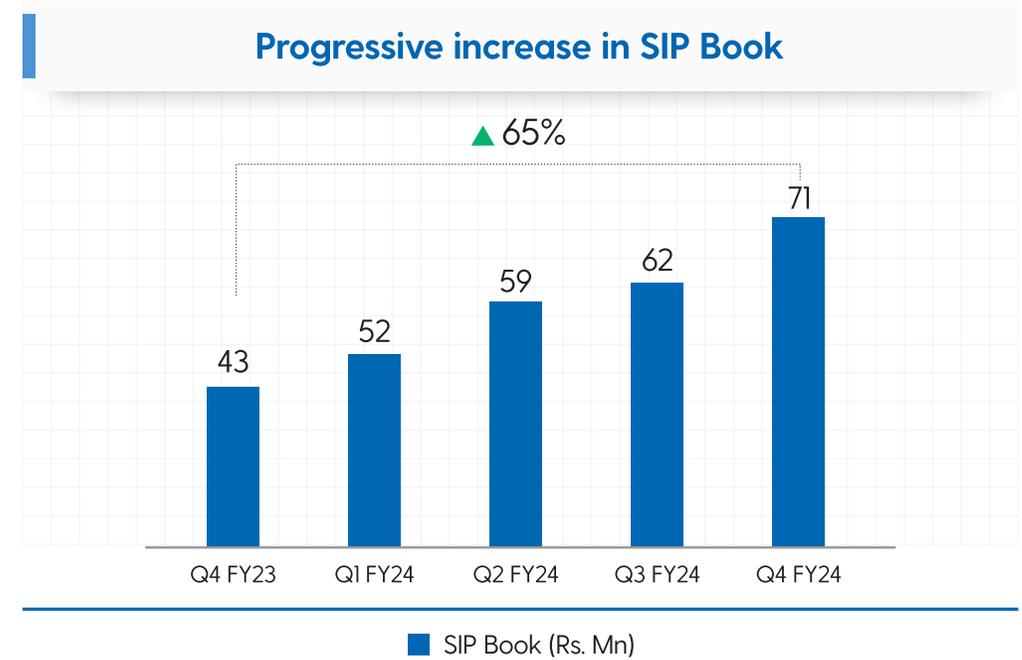
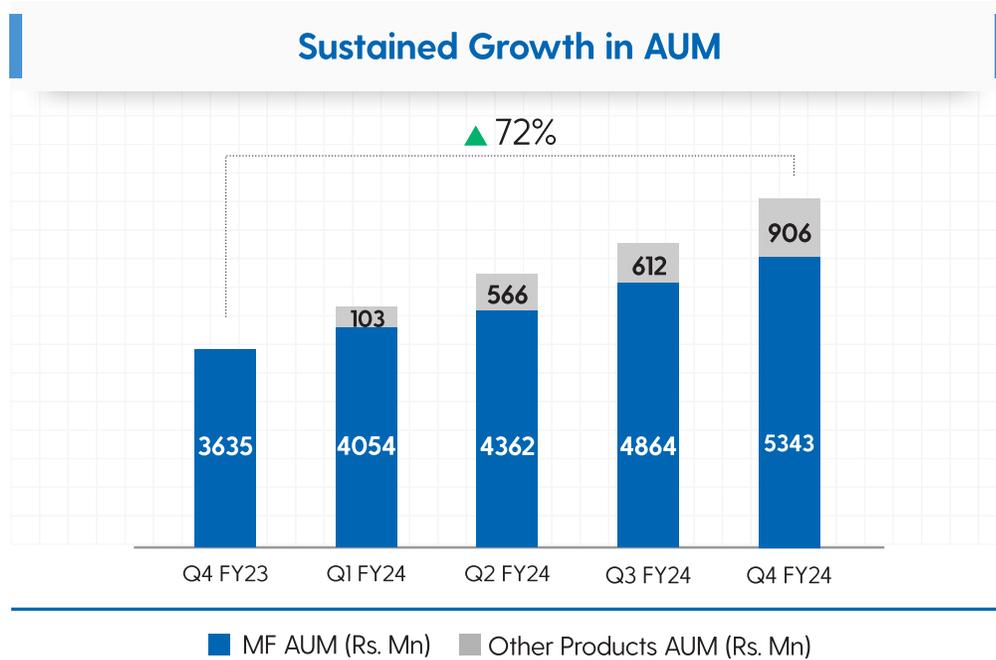


Customize your diversified investment portfolio

\*Some features are available only on Android

# Stock Broking - Allied Products

Maximizing growth of portfolio with a mix of products



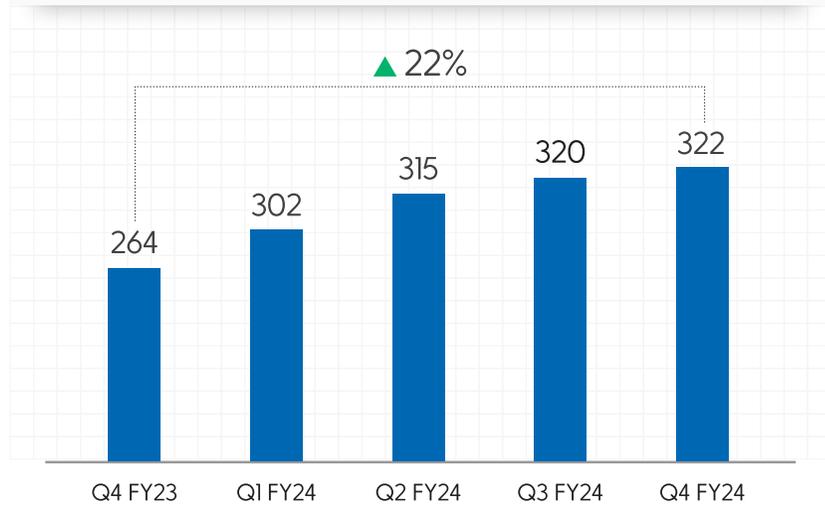
## • Fleet of Products •

- Treasury Bills
- Government Securities
- State Development Loans
- Sovereign Gold Bond
- Bonds
- Corporate Fixed Deposits
- Non-convertible Debentures
- Market Linked Debentures

# Stock Broking - Allied Products

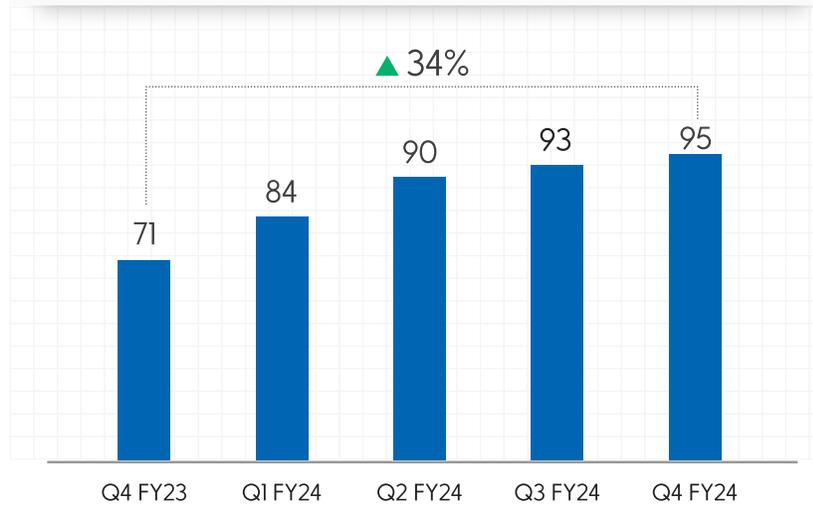
Maximizing growth of portfolio with a mix of products

## Folios expanded as investor participation surged



■ No. of Folio (000)

## Promising upward trend in clients



■ No. of Clients (000)

## Key Technology upgradations

### Chat with Expert:

Users can chat directly with financial experts for personalized advice based on your risk profile, investment horizon, and financial goals.

### Expert Ratings:

Access detailed mutual fund evaluations, considering performance, manager credibility, and key factors for informed investing.

## Key Services

Mutual Fund Distribution

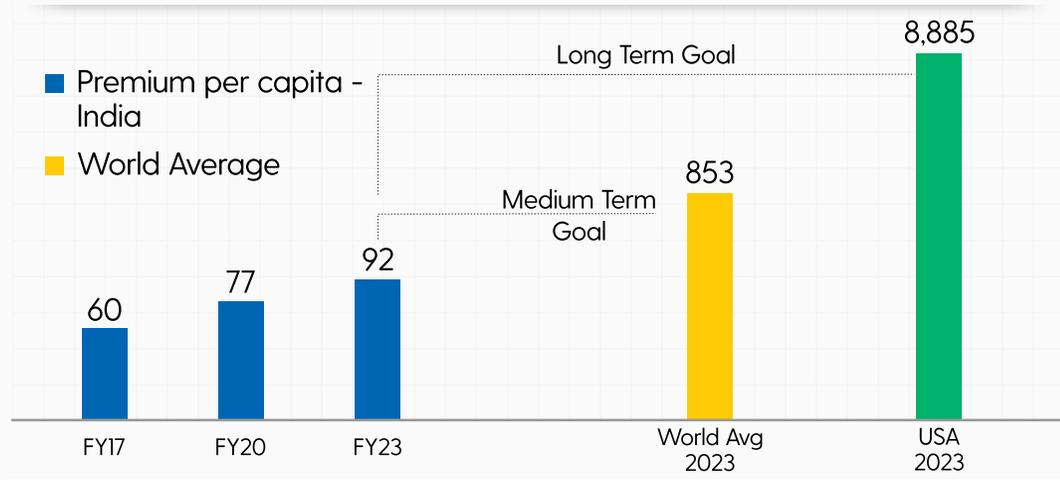
Financial Planning

Research and Analysis

Bond Distribution

# Insurance - Industry Overview

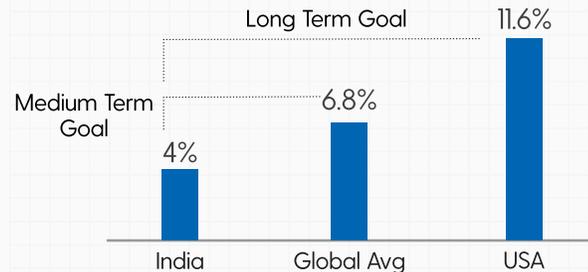
## Insurance Density (US\$)



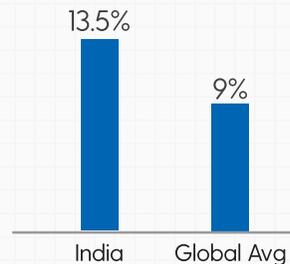
Insurance Premium Density is increasing driven by Insurance Brokers contribution yet a long way to go compared to Global Average and Leading Economies showing humongous opportunities in India in this sector



## Global Insurance Penetration (As on 2023)

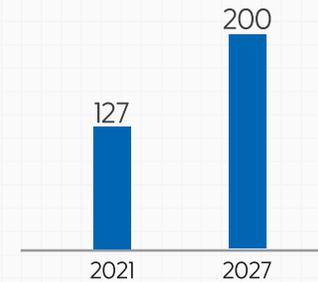


## Insurance Premium Growth (2021)



Out performing global average by 4.5%

## Insurance Premiums Written (Rs. Bn)



Premiums written to grow by 57% to Rs. 200Bn by 2027

Source: Statista, Invest India, IBEF

# Insurance - Industry Overview



## Key Growth Factors in the sector

- **Myriad of Initiatives**

IRDAI has also undertaken various initiatives towards boosting the insurance penetration, such as permitting insurers to conduct video-based KYC, launching standardized insurance products and allowing insurers to offer rewards for low-risk behaviour
- **Mission Insurance**

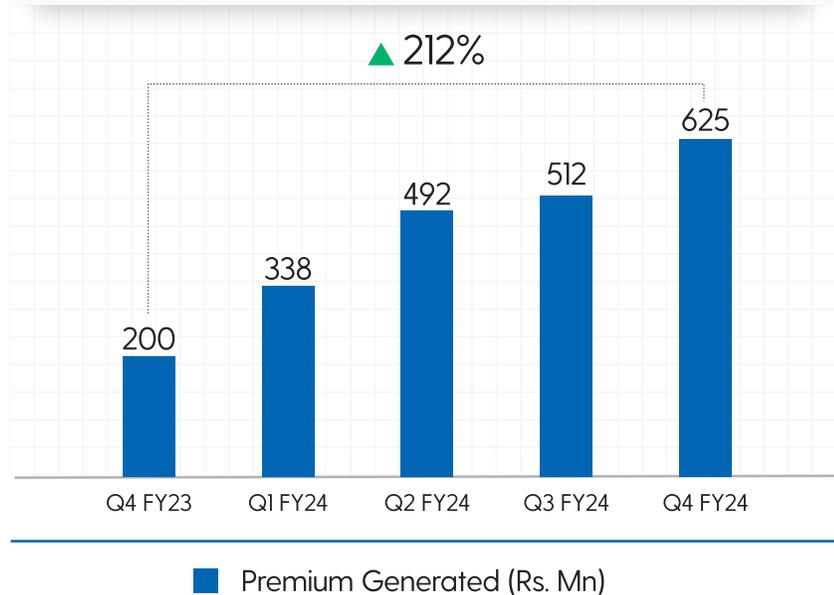
Mission of 'Insurance for All' by 2047 which is expected to lead to a significant increase in insurance penetration and would help in bolstering the ease of doing business and will aid in making the sector more investment-friendly
- **Commission Regulations 2023**

Payment of Commission Regulations 2023, the insurance regulator has replaced the earlier individual cap on commission payments on insurance products with an overall cap on expenses of management of insurers leading to higher Insurance Payouts to brokers.

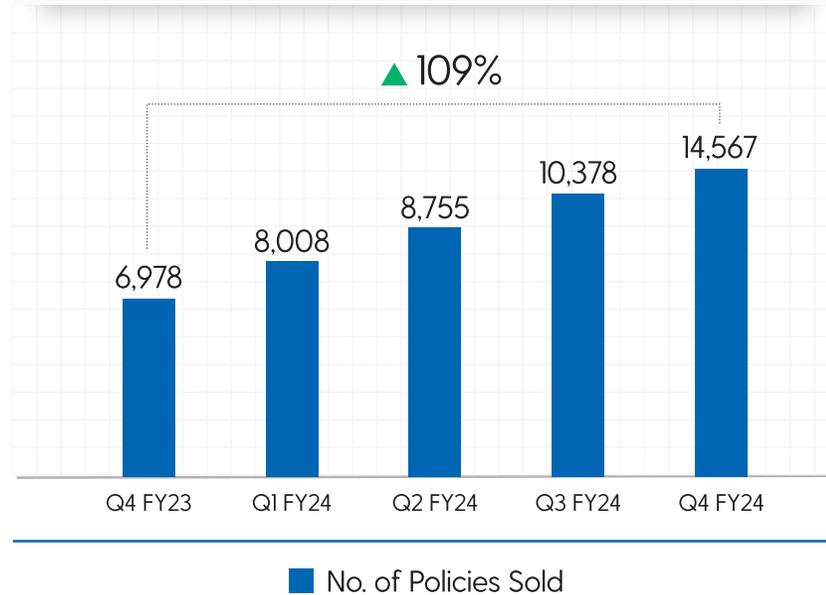
# Insurance Distribution

Tapping into new territories, Propelled by surge of marquee clients

## Exponential Growth in Insurance Premium



## Enroute Mass Coverage



**86%**

Premium from new business

**97%**

Claim Settlement Ratio

**62%**

Fresh Lead Conversion Rate

**25+**

Preferred Partner Insurance Companies

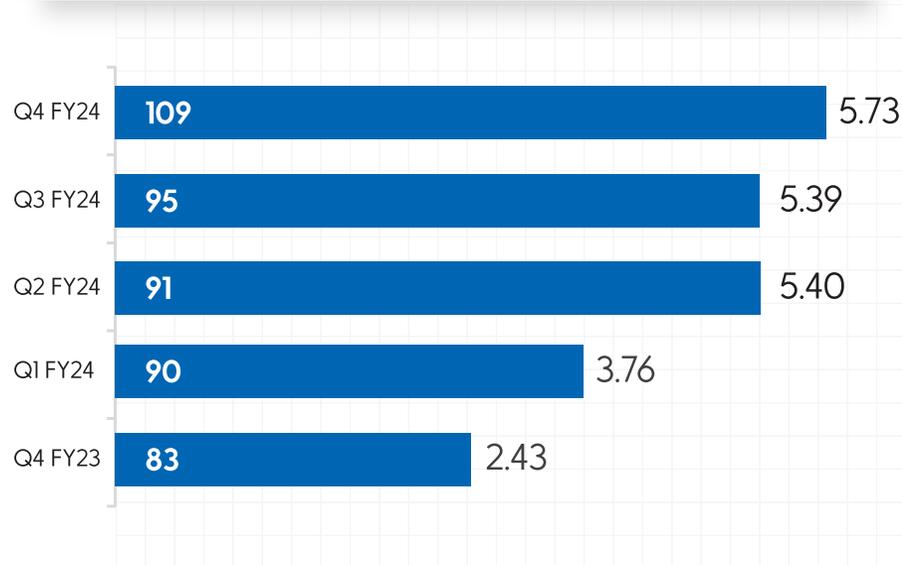
## Key Partners



# Insurance Distribution

Tapping into new territories, Propelled by surge of marquee clients

## Significant boost in employee productivity



■ Per Employee Productivity (Rs. Mn)

xx No. of Employees

**200+**

Project Insurance Policies placed

**154%**

YoY surge in inquiries generated

## Key Highlights



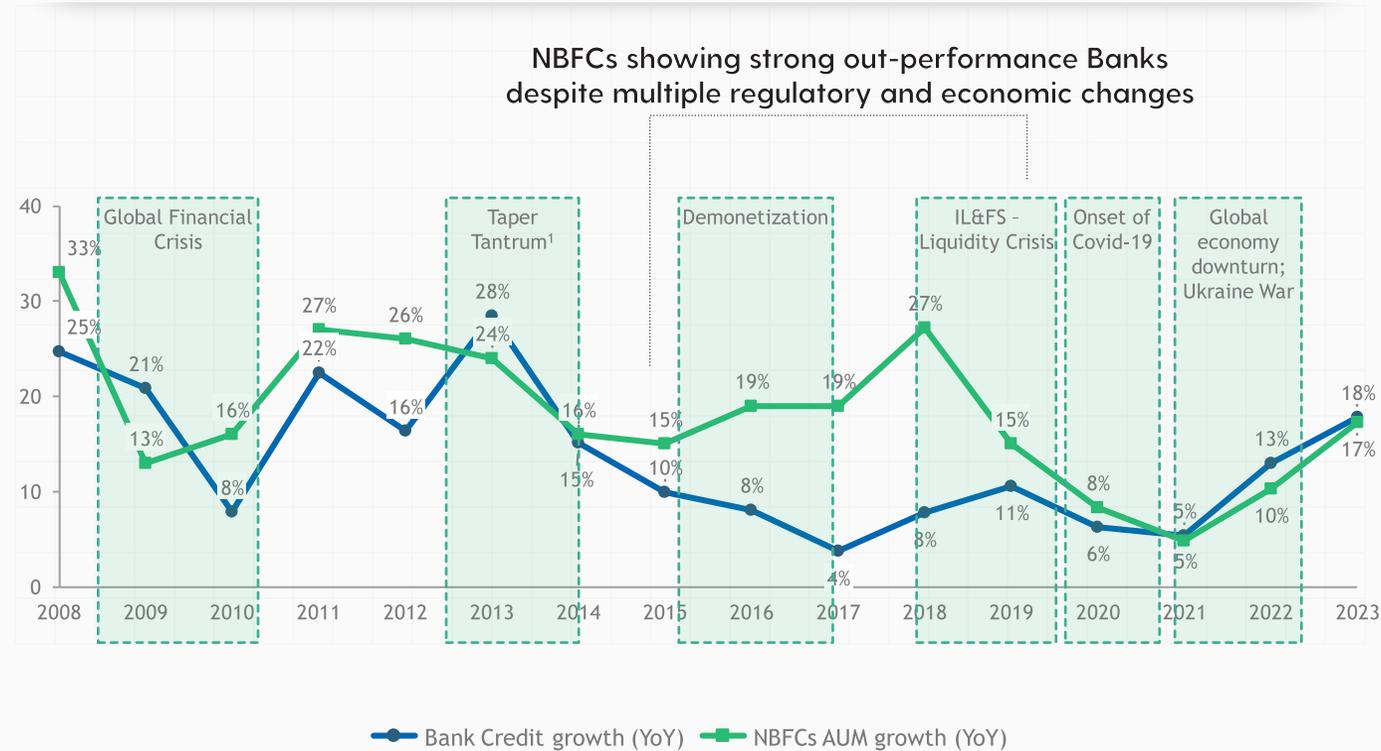
- During the quarter, we focussed on consolidating our institutional business and strengthening our collaborations.



- We have initiated in-house development of motor portal for a seamless online customer experience. We will be one of the few insurance brokers in the industry having an in-house portal.

# NBFC - Industry Overview

## Banks Vs NBFCs - YoY growth in Advances



### Growth Prospects for NBFCs

- Digital Transformation
- Regulatory Framework
- Wider & Effective reach
- Schemes by Government
- Robust Risk Management
- Innovative Products

# NBFC

Empowering MSMEs through retail lending tailored specifically for the dynamic semi-urban and rural landscapes

Total AUM

Rs. 4.82 Bn

Retail AUM

Rs. 3.07 Bn

## Our Offerings



MSME Business Loan



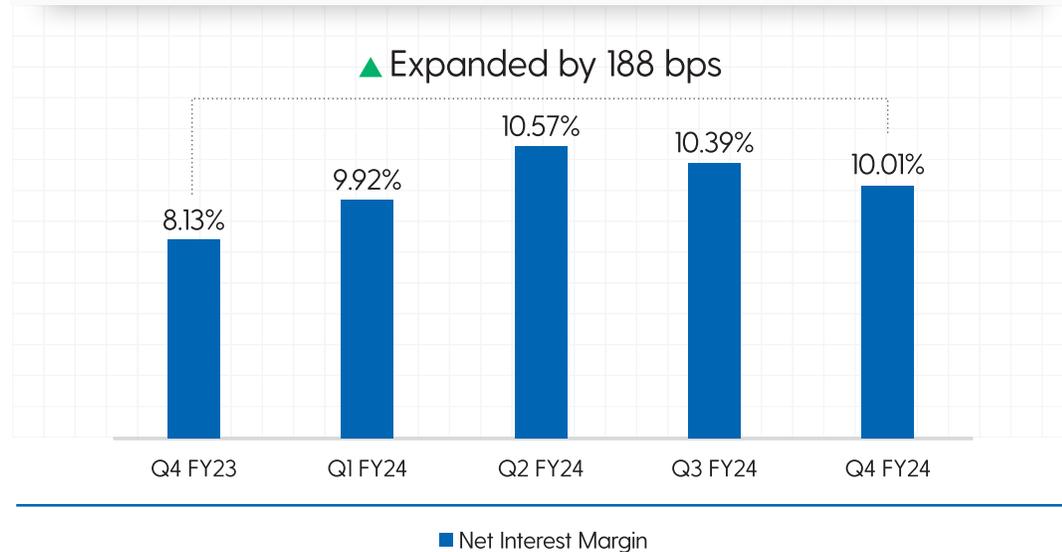
Solar Finance



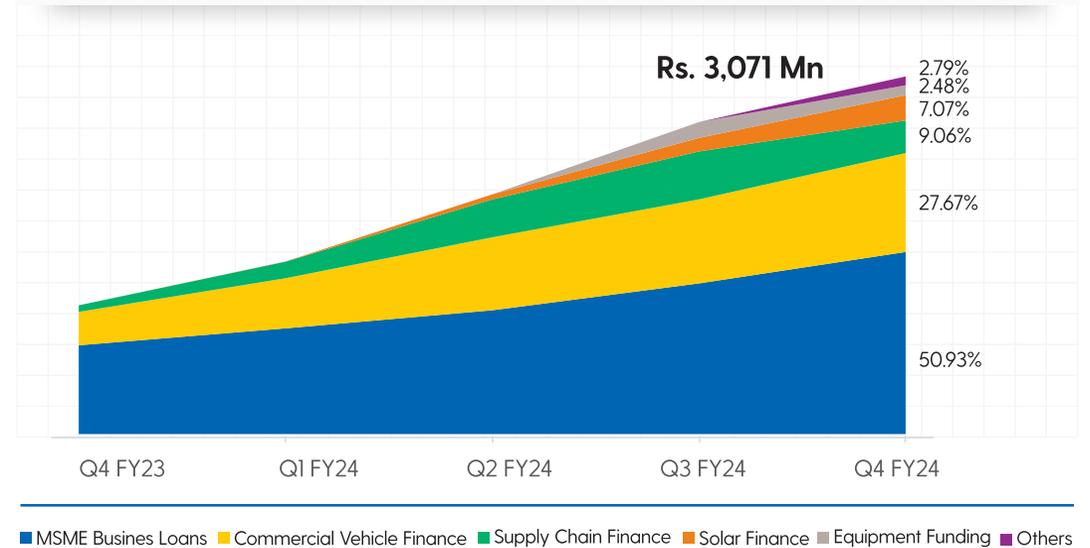
# NBFC

Empowering MSMEs through retail lending tailored specifically for the dynamic semi-urban and rural landscapes

## Growing Net Interest Margin



## Focused Retail Portfolio Mix



Net Worth	GNPA <sup>#</sup>	NNPA	PCR	CRAR	Borrowers	Coll. Eff.	States	Branches
Rs. 2.30 Bn	2%	1.77%	49.70%	46.85%	8,027	>90%	7	31

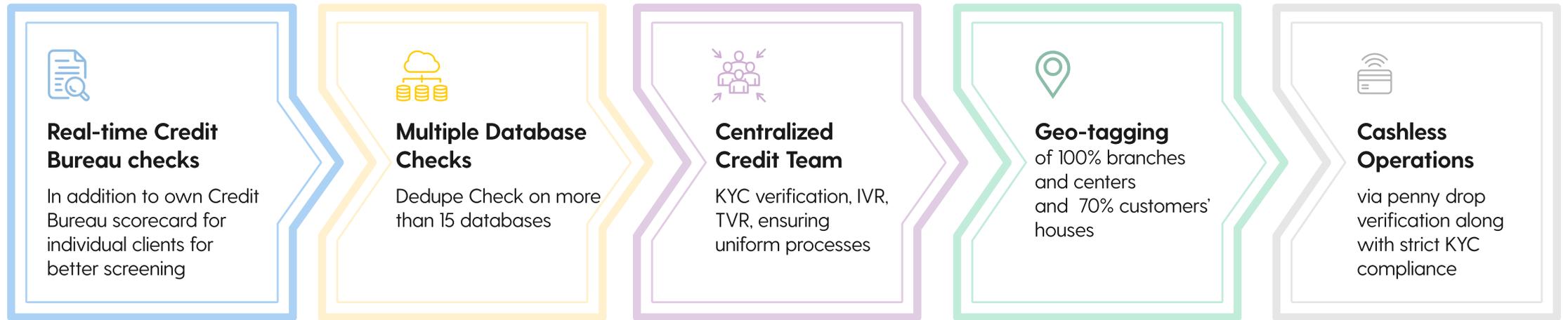
### Abbreviations

- GNPA - Gross Non Performing Assets
- NNPA - Net Non Performing Assets
- PCR - Provision Coverage Ratio
- CRAR - Capital Risk Adequacy Ratio
- Coll. Eff. - Collection Efficiency

<sup>#</sup>The increase in GNPA is due to seasoning of unsecured Retail Loan book. The delinquency is largely concentrated towards turmoil in the garments industry.

# NBFC

## Robust Underwriting Processes



## Well-diversified Liability Profile

### Banks



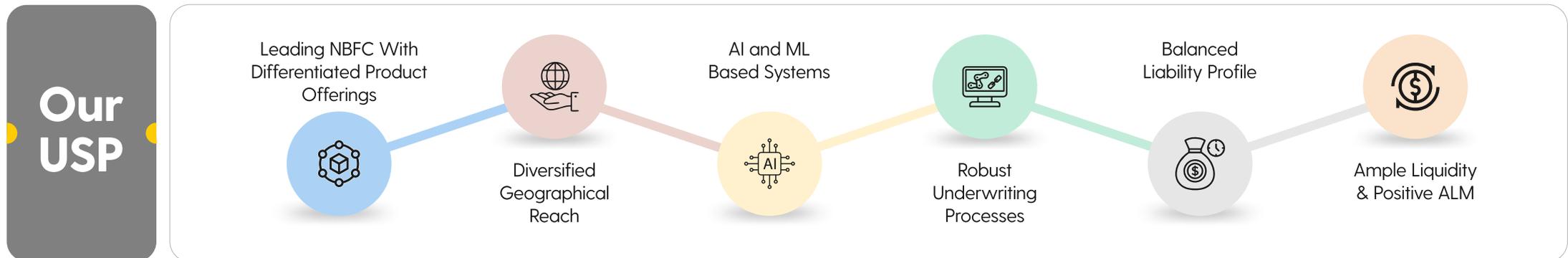
### Financial Institutions



# NBFC

Wide range of product offering to cater multiple customer segments in priority sector

Products Name	Business Loans (Unsecured)	Business Loans (Secured)	Solar Loan
Ticket Size	Upto Rs. 750K	Upto Rs. 5 Mn	Upto Rs. 2.5 Mn
Tenor (in Months)	Upto 60	Upto 120	Upto 60
ROI Range	18-28%	16-20%	18-24%
Security Coverage (%)	NA	60-70	100
Processing Fee	Upto 2%	Upto 2%	Upto 2%
Average Ticket Size	Rs. 350K	Rs. 750K	Rs. 800K
Repayment Frequency	Monthly	Monthly	Monthly



# Choice Matters: Impacting Tomorrow

## MSME Credit Gap:

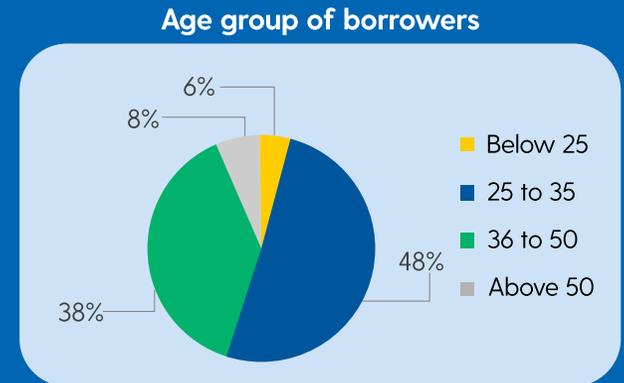
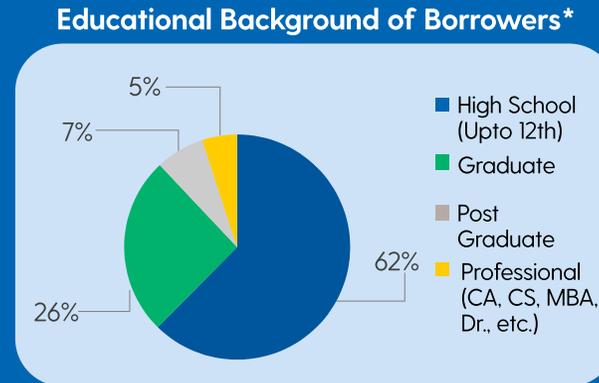
Out of over 640 lakh MSMEs in India, only 14% have access to credit & the overall credit gap in the MSME Sector is INR 25 lakh crores in India.

With our aim to serve the underserved, we have developed a robust and 100% digital process to eliminate challenges faced by MSMEs.

## Green Energy Credit Gap:

India's energy sector is experiencing a transition but the green energy sector is getting only 25% of the annual financing it needs to meet the energy transition goals. There is a funding gap of USD 170 Bn/year through 2030.

Further, the Indian EV market is also projected to USD 114 Bn by 2029.



\*Based on a sample study conducted internally on 31st Dec 2023

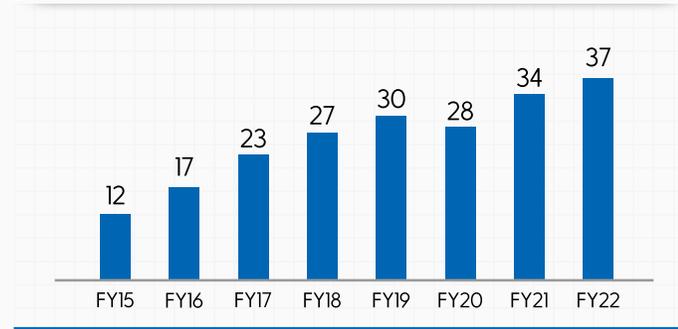
# Advisory Services - Industry Overview



Infrastructure is much more than cement and concrete. Infrastructure guarantees a better future. Infrastructure connects people.

**Shri. Narendra Modi**  
Hon'ble Prime Minister of India

Road construction per day (Kms)



## National Infrastructure Pipeline

**9,084**  
Projects

**US\$ 1,806.70 Bn**  
Total Project Cost

**1,997**  
Projects Under Development

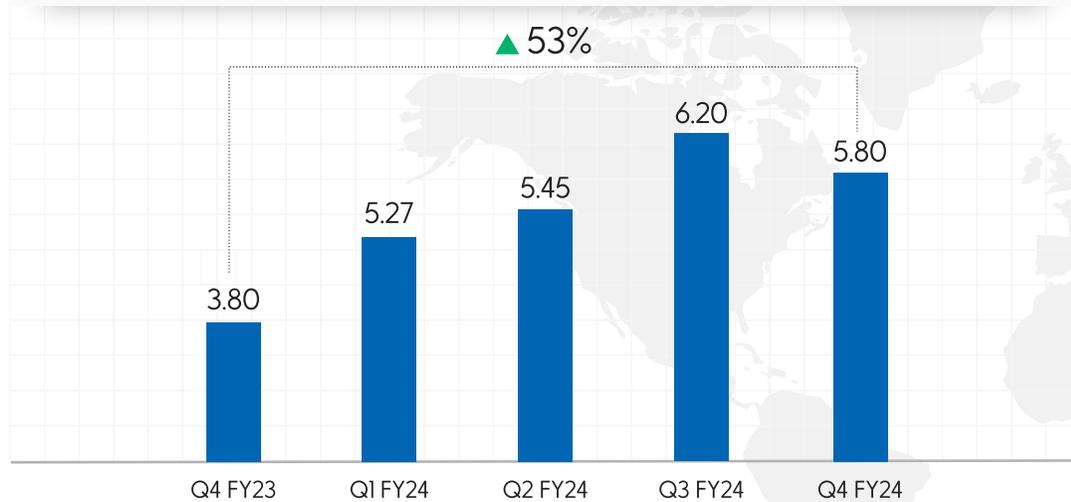
**57**  
Sub-sectors

	Road & Highways	Railways	Water Resources	Logistics Infrastructure	Electricity Generation	Transmission Distribution
<b>Projects</b>	3,758	756	635	272	926	424
<b>Value (US\$ Bn.)</b>	404.08	244.72	155.81	13	325.39	119.5

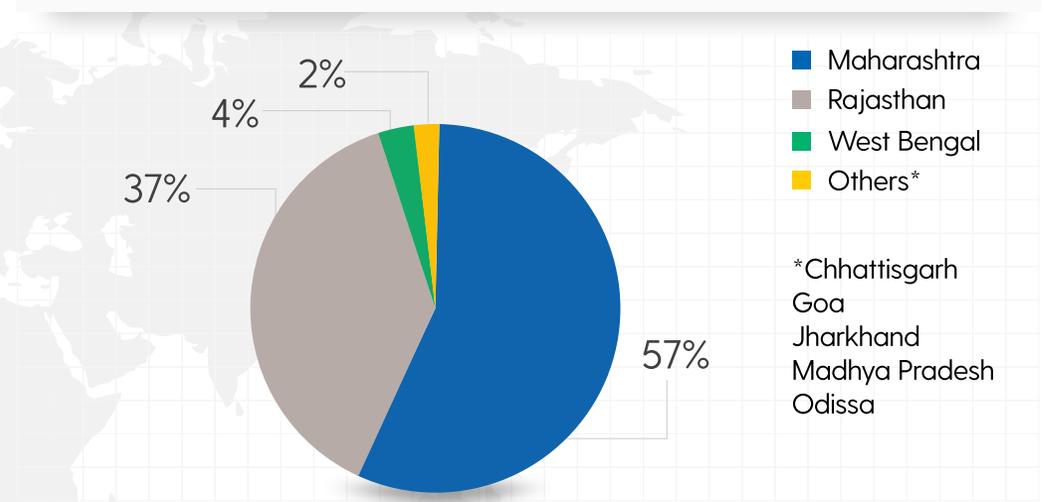
# Advisory Services

Government Infrastructure Consulting, Government Advisory, Investment Banking

**Order Book (Rs. Bn)**



**Statewise - Order Book**



**3K+ Km**

Road Design & Monitoring across India

**55+**

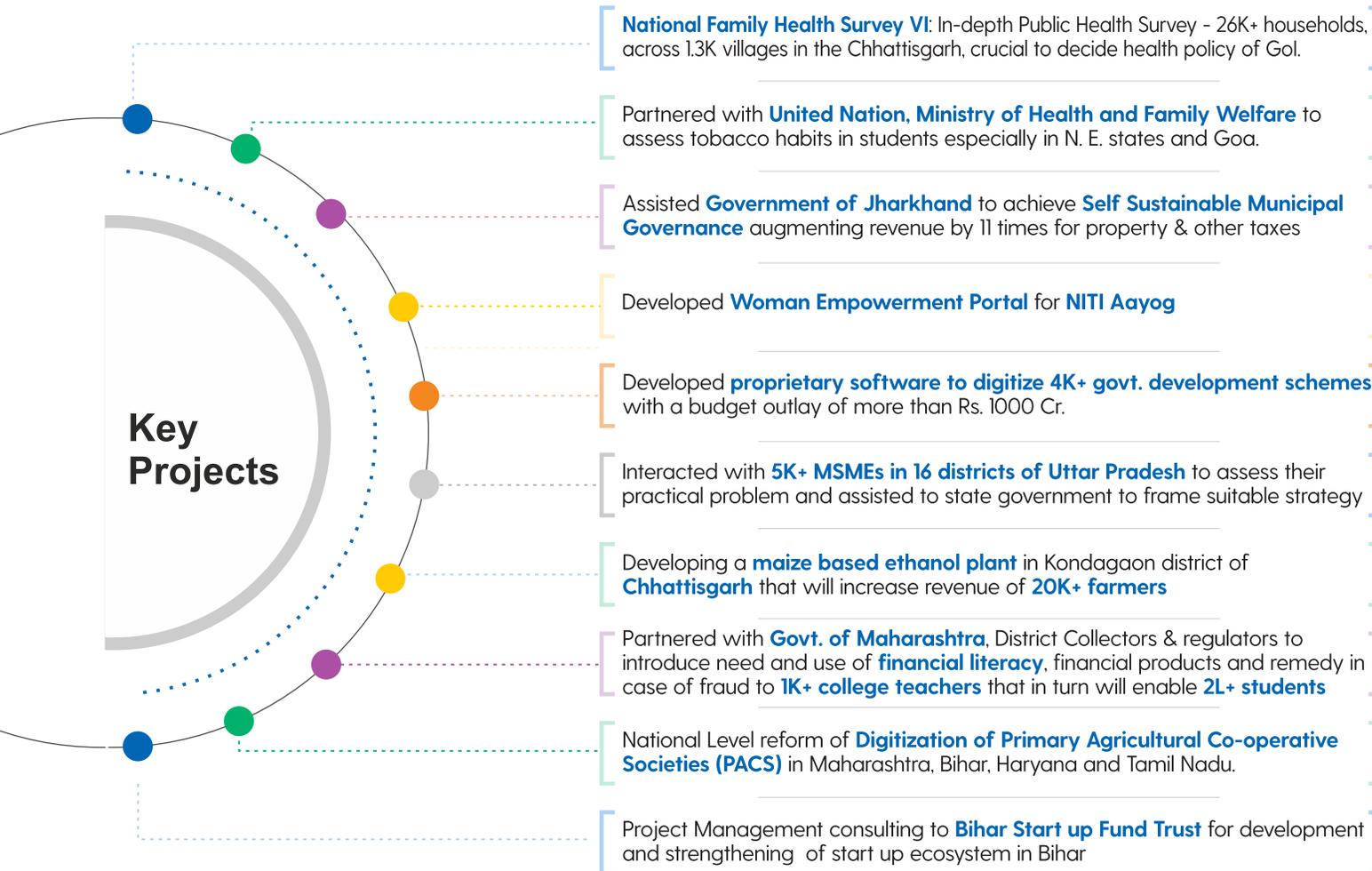
Project Offices

**200K+**

PMAY Beneficiary Served

# Advisory Services

Association with over 500 Urban Local Bodies, 25 State Departments and 10,000+ Panchayati Raj institutions.



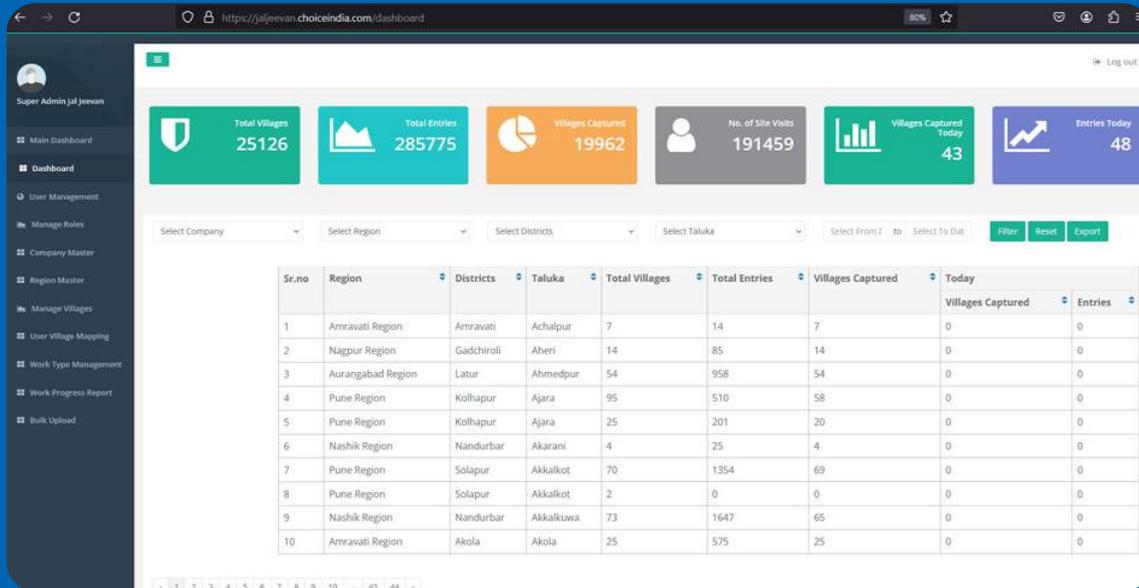
- Diverse talent pool of 1K+ professionals including Retired Beaucrats and professionals from fields like Agriculture, Health, Livelihood, Tribal, Social Sector, Public Policy, Treasury, Capacity Building and Scheme Administration area.

## Clients

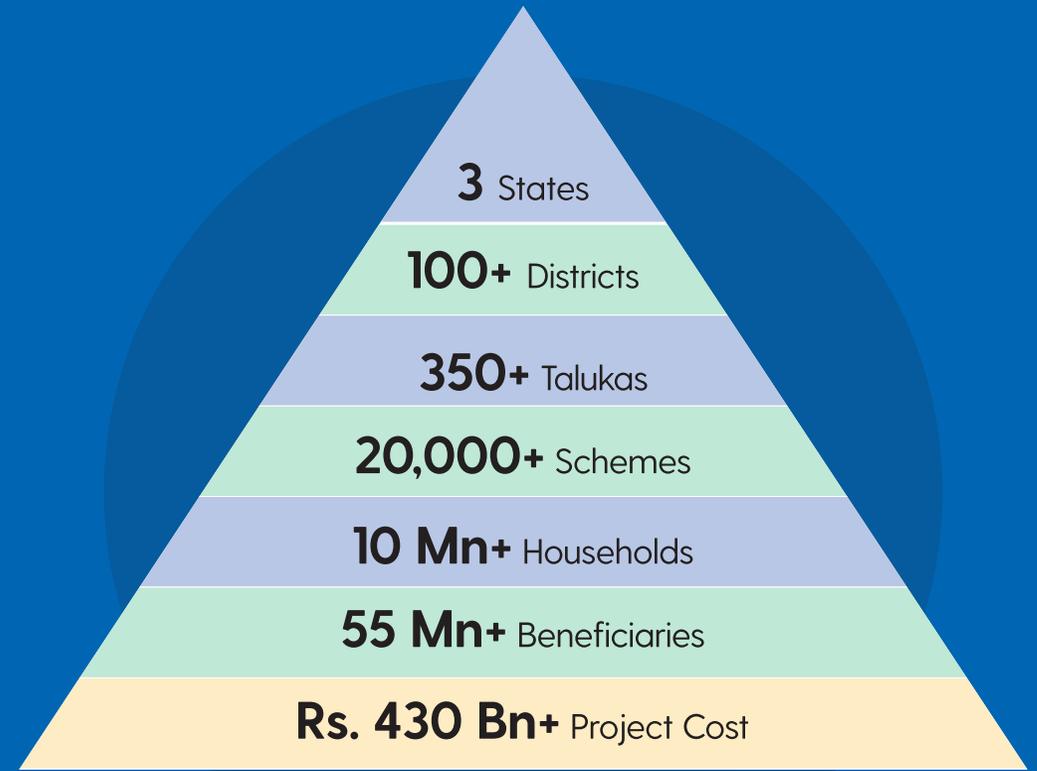


# Choice Matters: Impacting Tomorrow

Proprietary platform for real time monitoring and to ensure timely completion of projects



• Projects •



Impact of our  
Flagship Projects

# Choice Matters: Impacting Tomorrow

Choice is committed to actively participate in India's remarkable growth story and leveraging our resources, expertise, and innovative solutions to make a meaningful impact on various aspects of Indian life, from economic development and employment opportunities to social well-being and environmental sustainability.

We aim to be a catalyst for positive change, aligning our success with the progress and prosperity of the nation and its people.



## Key Initiatives:

### Partnership with Rajasthan State Govt.:

Developing and executing a comprehensive strategy to bolster the state's investment ecosystem, drive economic growth and foster social inclusivity.

### System Integration for computerization of PACS in Bihar, Maharashtra, Haryana & Tamil Nadu:

With our commitment to driving innovation and positive change in the rural financial landscape, we are set to digitize PACS (Primary Agricultural Credit Societies) in 70 Districts.

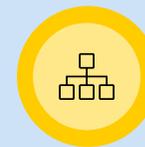
**7,500**

PACS to be computerized

### Advantages of PACS computerization



Increased Transparency



Nodal centre for Schemes



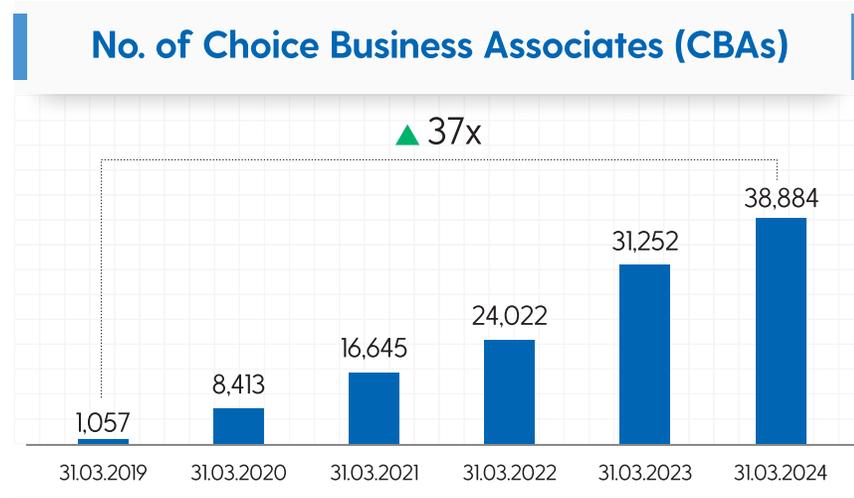
Employment Generation

# Advisory Services - Key Clientele

 Niti Aayog नीति आयोग	 एक्जिम बैंक India Exim Bank	 NAIDCL BUILDING INFRASTRUCTURE - BUILDING THE NATION	 PRADHAN MANTRI AWAS YOJANA HOUSING FOR ALL (URBAN) CHHATTISGARH	 Maharashtra Housing & Urban Development Corporation Government of Maharashtra	 नर्मदा गंगा	 Border Road Organisation	 Government of Maharashtra	 PMAY Scheme in Odisha प्रधानमंत्री आवास योजना	 State Urban Development Agency Chhattisgarh	 Bangalore Metro Rail Corporation Limited ಮೆಟ್ರೋ ಬೆಂಗಳೂರು	 BMRC
 Bids बुद्धी गांधी, सत्यम विहार	 URBAN DEVELOPMENT AND HOUSING DEVELOPMENT	 पटना नगरपालिका CITY OF PATNA	 सिवबदी, जि. दार्गह	 JUIDCO Visionary Urban Development	 Dedicated Freight Corridor	 NICS	 एसटीपीआई STPI	 रेलटेल RAILTEL	 UNFPA	 भारतीय राष्ट्रीय राजमार्ग प्राधिकरण National Highways Authority of India	 CIPET सि.पे.टि
 BSNL Connecting India Faster	 Indian Oil	 NTPC Limited	 पावर्दिस	 SECURITY PRINTING AND MINTING CORPORATION OF INDIA LIMITED	 ICICI Securities	 एन एच पी सी NHPC	 एन बी सी सी NBCC	 प्रसार भारती	 संयोजित आवास Ministry of Urban Development Government of India		
 अमृत Amit Your Mission for Rejuvenation and Urban Transformation	 HAL	 RELIGARE Health Insurance	 एडसिल EdCIL Education • Innovation • Transformation	 ADITYA BIRLA GROUP	 Liberty Videocon General Insurance	 MANAPPURAM FINANCE LIMITED	 SOHertz Creating Balance Manikaran Power Limited	 kaya	 ROHA A JIT Group company INNOVATING FOR YOU WITH YOU	 SHEKHAWATI Paving your Success	 SANMAR CHEMPLAST SANMAR LIMITED
 PURANIKS Ideas that stay with you	 FUTURE GENERALI TOTAL INSURANCE SOLUTIONS	 Fino Payments Bank रिजो सेवक बैंक	 Department for International Development	 WELSPUN	 POCRA	 HGIEL The Whole People Move...	 DINI & JONY	 HATSUN	 SYNERGY BizCon Ltd.	 TRANSASIA Member of EBSA Mannheim Group	
 CHL LIMITED	 Vakrangee	 BHADERI GROUP	 GKB Ophthalmics Ltd.	 Bhageria Industries Limited	 CHEMTECH INDUSTRIAL VALVES LTD.	 Navkar Corporation Ltd. Consumer Rights Defenders & Risk Removers	 Durahomes	 MARSHALL SONS (INDIA) LTD.	 NABCONS	 WAPCOS LIMITED Water & Power Corporation of India (a Government of India, (Ministry of Jal Shakti))	 एक्जिम बैंक EXIM BANK भारतीय निर्यात-आयात बैंक EXPORT-IMPORT BANK OF INDIA
 SHREE PUSHKAR CHEMICALS & FERTILISERS LTD.	 e-Zest	 Sulphur Mills Limited	 AADHAAR Unique Identification Authority of India Government of India	 CAPRI GLOBAL CAPITAL LIMITED	 Ford North Harbour Ford	 MAJOR BRANDS EXCEED EXPECTATIONS EVERYDAY	 ADB ASIAN DEVELOPMENT BANK	 بنك الدوحة DOHA BANK	 المشرق mashreq	 بنك أبوظبي التجاري ADCB	 Maybank
 happiest minds	 TVS Supply Chain Solutions	 TATWA TECHNOLOGIES An ISO 9001:2008 Company	 THE WORLD BANK	 Emirates NBD	 EASY HOME FINANCE	 LIC भारतीय जीवन बीमा निगम LIFE INSURANCE CORPORATION OF INDIA	 jica	 Mintifi	 Aadhar Housing Finance Ltd.	 AGVYS SAFNE AAPKE SAATH HAMARA	 Pramerica

# Choice Connect

To enable individual agents to become financial advisors with the help of proprietary engine, engaging trainings and digital execution of services



**85+** CBA Trainings Conducted during the Quarter

**6.5K+** CBAs received Payouts

**6K+** CBAs trained

**140K+** No. of Business Leads generated by CBAs

## Array of Financial Products for CBAs



Stock Broking



Mutual Fund



Retail Loan



Insurance



Government Securities



Credit Card



Corporate Fixed Deposits



Saving Bank Account



Market Linked Debentures

# Choice Connect

To enable individual agents to become financial advisors with the help of proprietary engine, engaging trainings and digital execution of services

## Helping Agents

- Web, Android and iOS platform to work from anywhere
- Wide range of product basket
- Both recurring and non-recurring revenue stream
- Start with zero investment
- Unlimited Earnings
- Subject Matter experts to support and guide
- Complete Digital process to do business
- Use of Proprietary algos to support CBAs and generate business opportunities

## Focus on CBA Experience

### Business Support

- Dedicated RM for each product helping them on each step
- Easy to use web and app platform helping them to track all the business on the go
- Regular product trainings with Industry experts and Subject matter experts
- Ready available MIS to understand business momentum

### Future Focus

- Technological enhancement focusing on reducing efforts on CBAs
- Development of Proprietary Algos for suggesting suitable products
- Adoption of Regulatory changes



### CBA Onboarding

- 100% Digital on-boarding process: Allowing them to start business on the fly
- Sarvashreshtha Aarambh Program: Providing detailed induction to CBAs to increase familiarity with the company

### Growth Support

- Research Reports on all the major products along with details of suitable clients: For better prospect identification and conversion
- Personalised marketing materials including whatsapp shares: To help in lead generation
- Regular Reward and recognition programs including Product contests: To increase motivation
- Zero Cost Web and App platform
- Regular reminders on Leads including renewals, SIP dues, Quarterly settlements, etc

# Way Forward

## Innovation in Technology

Attaining enhanced operational efficiency by placing a strong emphasis on automation and digitization



## Elevating Advisory Services Portfolio

Amplify the expanse of our advisory services portfolio to bolster its order book



## Focus on MSME Lending

Lending platform with average ticket size of < Rs.10 Lacs



## De-risking Strategy

Focus is centered on achieving equal contributions from all three business verticals reflecting our commitment to expand the services offered



## Expansion

Objective is to prioritize both organic expansion and inorganic expansion by acquisition of external assets



## Newer demographics

Targeting Tier III & below cities in India by leveraging our CBA network & scaling our branches

# Consolidated Financial Performance - Quarterly

Particulars (Rs. Lakhs)	Q4 FY24	Q4 FY23	Y-o-Y Growth (%)	Q3 FY24	Q-o-Q Growth (%)
Revenue from Operations	21,455	13,725	56%	20,728	4%
Other Income	187	230	(19%)	250	(25%)
<b>Total Income</b>	<b>21,642</b>	<b>13,955</b>	<b>55%</b>	<b>20,978</b>	<b>3%</b>
EBITDA	6,936	4,740	46%	6,923	0.18%
EBITDA Margin	32%	34%		33%	
EBIT	6,763	4,603	47%	6,758	0.08%
EBIT Margin	31%	33%		32%	
PBT	5,520	4,026	37%	5,621	(1.8%)
PBT Margin	26%	29%		27%	
<b>PAT</b>	<b>3,940</b>	<b>3,026</b>	<b>30%</b>	<b>4,028</b>	<b>(2.2%)</b>
<b>PAT Margin</b>	<b>18%</b>	<b>22%</b>		<b>19%</b>	

# Consolidated Financial Performance - Quarterly

Particulars (Rs. Lakhs)	Q4 FY24	Q4 FY23	Y-o-Y (%) Growth	Q3 FY24	Q-o-Q (%) Growth
Revenue from Operations	21,455	13,725		20,728	
Other Income	187	230		250	
<b>Total Income</b>	<b>21,642</b>	<b>13,955</b>	<b>55%</b>	<b>20,978</b>	<b>3%</b>
Employee Benefit Expenses	6,273	3,710		5,729	
Finance Costs	1,243	577		1,137	
Depreciation and Amortisation Expenses	173	137		165	
Administrative and Other Expenses	8,433	5,505		8,326	
<b>Total Expenses</b>	<b>16,122</b>	<b>9,929</b>	<b>62%</b>	<b>15,357</b>	<b>5%</b>
<b>PBT</b>	<b>5,520</b>	<b>4,026</b>	<b>37%</b>	<b>5,621</b>	<b>(1.8%)</b>
Tax Expenses	1,580	1,000		1,593	
<b>PAT</b>	<b>3,940</b>	<b>3,026</b>	<b>30%</b>	<b>4,028</b>	<b>(2.2%)</b>
Other Comprehensive Income	(47)	(45)		(8)	
<b>Total Comprehensive Income</b>	<b>3,893</b>	<b>2,981</b>		<b>4,020</b>	

# Consolidated Financial Performance

Particulars (Rs. Lakhs)	FY24	FY23	Y-o-Y (%) Growth
Revenue from Operations	75,069	38,919	
Other Income	865	598	
<b>Total Income</b>	<b>75,934</b>	<b>39,517</b>	<b>92%</b>
Employee Benefit Expenses	22,105	10,896	
Finance Costs	4,038	2,192	
Depreciation & Amortisation Expenses	660	480	
Administrative & Other Expenses	31,051	17,754	
<b>Total Expenses</b>	<b>57,854</b>	<b>31,322</b>	<b>85%</b>
<b>PBT</b>	<b>18,080</b>	<b>8,195</b>	<b>121%</b>
Tax Expenses	4,994	2,188	
<b>PAT</b>	<b>13,086</b>	<b>6,007</b>	<b>118%</b>
Other Comprehensive Income	(68)	(43)	
<b>Total Comprehensive Income</b>	<b>13,018</b>	<b>5,964</b>	

# Consolidated Balance Sheet

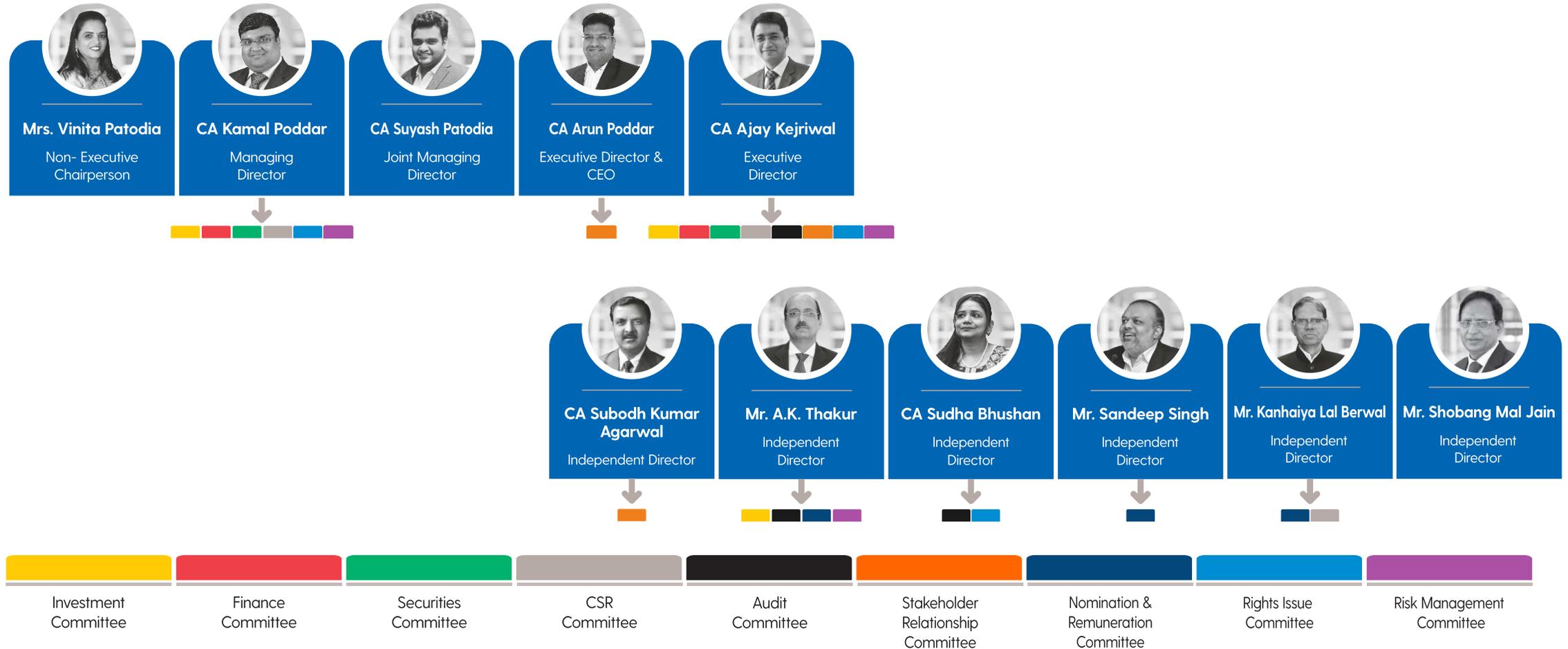
Particulars (Rs. Lakhs)	31.03.2024	31.03.2023
<b>ASSETS</b>		
<b>Non Current Assets</b>		
a) Property, Plant and Equipment	10,367	9,557
b) Capital Work-In Progress	-	18
c) Investment Property	159	159
d) Goodwill	825	825
e) Other Intangible Assets	2,015	2,089
f) Intangible Assets Under Development	689	484
g) Financial Assets		
i) Investments	2,170	1,055
ii) Loans	19,549	8,134
iii) Other Financial Assets	2,391	770
h) Current Tax Assets (net)	831	606
l) Deferred Tax Assets	112	133
j) Other Non Current Assets	254	244
k) Goodwill on Consolidation	-	-
<b>Total Non Current Assets</b>	<b>39,362</b>	<b>24,074</b>
<b>Current Assets</b>		
a) Financial Assets		
i) Securities Held for Trade	137	763
ii) Investments	150	54
iii) Trade Receivables	18,744	11,551
iv) Cash and Cash Equivalents	14,507	8,733
v) Bank Balances Other Than Above	24,100	16,466
vi) Loans	27,881	15,519
vii) Other Financial Assets	54,384	32,627
b) Other Current Assets	1,343	1,064
<b>Total Current Assets</b>	<b>1,41,246</b>	<b>86,777</b>
<b>Total Assets</b>	<b>1,80,608</b>	<b>1,10,851</b>

# Consolidated Balance Sheet

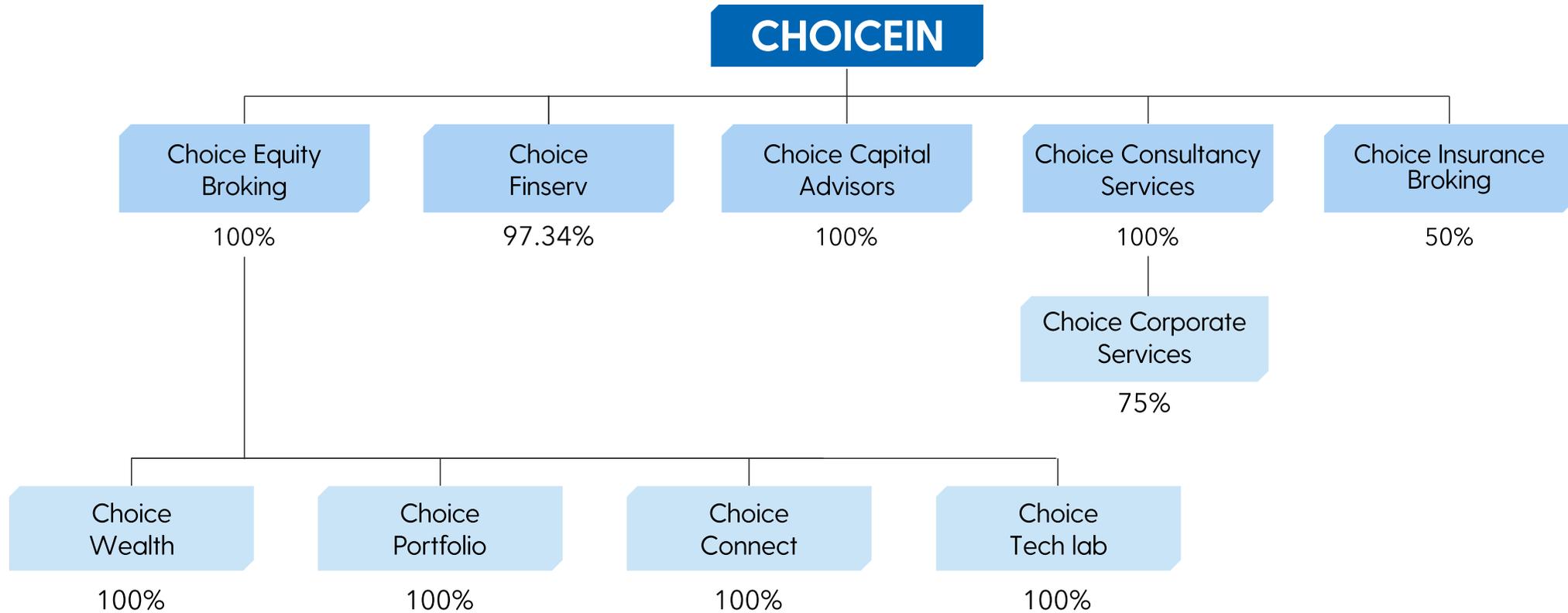
Particulars (Rs. Lakhs)	31.03.2024	31.03.2023
<b>EQUITIES AND LIABILITIES</b>		
<b>Equity</b>		
a) Equity Share Capital	19,938	9,951
b) Other Equity	43,204	37,779
c) Non Controlling Interest	880	478
<b>Total Equity</b>	<b>64,022</b>	<b>48,208</b>
<b>Liabilities</b>		
<b>Non Current Liabilities</b>		
a) Financial Liabilities		
i) Borrowings	22,436	8,936
ii) Other Financial Liabilities	2,389	2,173
b) Provisions	715	486
c) Deferred Tax Liabilities	438	397
d) Other Non Current Liabilities	-	-
<b>Total Non Current Liabilities</b>	<b>25,978</b>	<b>11,992</b>
<b>Current Liabilities</b>		
a) Financial Liabilities		
i) Borrowings	23,109	11,630
ii) Trade Payables		
- Total outstanding dues of micro enterprises and small enterprises	77	265
- Total outstanding dues of creditors other than micro enterprises and small enterprises	2,629	2,540
iii) Other Financial Liabilities	60,207	30,161
b) Other Current Liabilities	3,502	5,257
c) Provisions	632	505
d) Current Tax Liabilities (Net)	452	293
<b>Total Current Liabilities</b>	<b>90,608</b>	<b>50,651</b>
<b>Total Equity and Liabilities</b>	<b>1,80,608</b>	<b>1,10,851</b>

# Board Members

Board with extensive experience across businesses



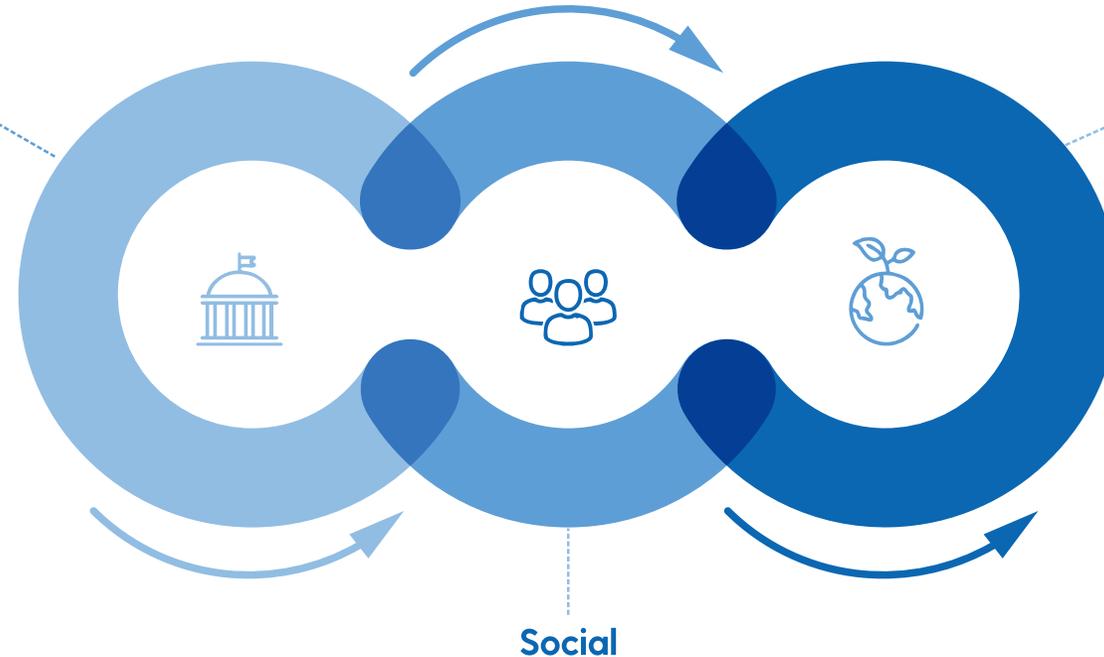
# Current Entity Structure



# Environmental, Social and Governance

## Governance

- Well-established Financial services business. Implementing anti-bribery management system.
- Improving equal opportunity practices by increasing participation of women & people with disabilities in its workforce.



## Environment

- Conducting operations in energy efficient manner by operating in green or environmentally friendly offices i.e., offices which are LEED or BREEAM certified among others.
- Adopting policies to mitigate the company's carbon emissions and to reduce overall energy usage and waste management.

## Social

- Providing and facilitating access to products and services for the visually impaired/physical disability customers.
- Disclosure of its environmental and social performance in the public domain and mapping it with UNSDG.

# Geographical Presence

Mumbai - (Head office)

- |               |                |                 |                |                 |
|---------------|----------------|-----------------|----------------|-----------------|
| • Agra        | • Cochin       | • Jamshedpur    | • Mangalore    | • Ranchi        |
| • Ahmedabad-1 | • Coimbatore   | • Jhalawar      | • Mehsana      | • Ratlam        |
| • Ahmedabad-2 | • Dehradun     | • Jhunjhunu-1   | • Morbi        | • Salem         |
| • Ahmedabad-3 | • Dhanbad      | • Jhunjhunu-2   | • Mumbai-Marol | • Secunderabad  |
| • Ahmednagar  | • Erode        | • Jodhpur       | • Mysore       | • Sehore        |
| • Ajmer       | • Faridabad    | • Kaloor        | • Nagpur       | • Sikar-1       |
| • Aluva       | • Fatehnagar   | • Kalyan        | • Nem ka thana | • Sikar-2       |
| • Ambala      | • Gandhinagar  | • Kanjirappally | • Neemuch      | • Salumbar      |
| • Angamaly    | • Ghaziabad    | • Kannur        | • New Delhi-1  | • Surat         |
| • Aurangabad  | • Gurugram     | • Kanpur        | • New Delhi-2  | • Thiruvalla    |
| • Bangalore   | • Gwalior      | • Kekri         | • New Delhi-3  | • Thrissur      |
| • Belgaum     | • Himmat Nagar | • Kochi         | • New Delhi-4  | • Tirunelveli   |
| • Bhagalpur   | • Hubli        | • Kolhapur      | • Noida        | • Trichy        |
| • Bhilai      | • Indore       | • Kolkata-1     | • Pala         | • Trivandrum    |
| • Bhilwara-1  | • Jabalpur     | • Kolkata-2     | • Palakkad     | • Udaipur       |
| • Bhilwara-2  | • Jaipur-1     | • Kota-1        | • Panaji       | • Ujjain        |
| • Bhopal      | • Jaipur-2     | • Kota-2        | • Panipat      | • Vadodara-1    |
| • Bhubaneswar | • Jaipur-3     | • Kottaramattom | • Patna-1      | • Vadodara-2    |
| • Bundi       | • Jaipur-4     | • Kottayam      | • Patna-2      | • Varanasi      |
| • Chandigarh  | • Jaipur-5     | • Kozhikode     | • Pune         | • Vijayawada    |
| • Chennai-1   | • Jalandhar    | • Lucknow       | • Rajpur       | • Visakhapatnam |
| • Chennai-2   | • Jalgaon      | • Madurai       | • Rajahmundry  | • Warangal      |
| • Chittorgarh | • Jammu        | • Mandsaur      | • Rajsamand    |                 |



**115**  
Offices

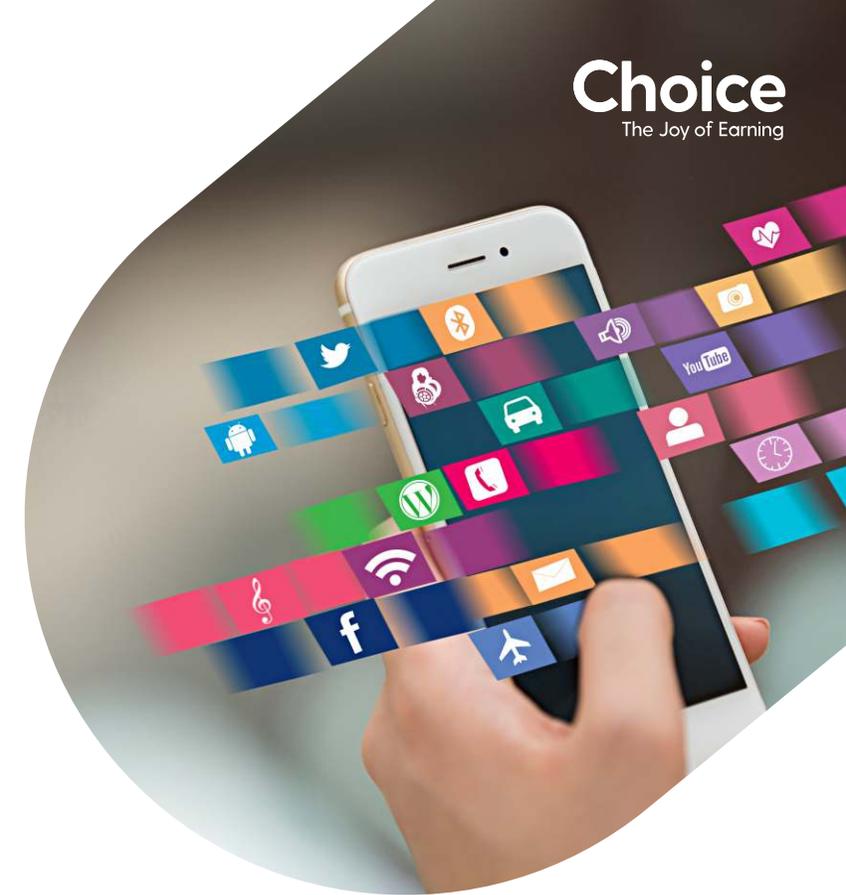
**22**  
States  
& UT

# Media Presence

Extensive coverage by Television, Digital, Print and Social Media

## News and Print Media



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choicehq\_social



Choice

Q4 FY24

**350**

Hours on various TV channels covering Choice & our Analyst

# Memberships and Certifications

Registered across exchanges in India

## Memberships And Registrations



## Certifications



## Auditors

### MSKA & Associates

Chartered Accountants

· A Member firm of BDO

## Disclaimer

Certain statements in this presentation concerning our future growth prospects are forward looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements.

The company's results may be affected by factors including, but not limited to, the risks and uncertainties in research and development; competitive developments; regulatory actions; the extent and duration of the effects of the COVID-19 pandemic; litigation and investigations; business development transactions; economic conditions; and changes in laws and regulations.

Choice International will not be responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

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**Thank you**