

October 20, 2022

National Stock Exchange of India Limited
Listing Department
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai - 400 051

BSE Limited
Listing Department
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001

Dear Sir/Madam,

Sub: Investor Presentation for the Earnings Call

Ref: NSE Symbol - ISEC and BSE Scrip Code - 541179

This is further to our letter dated October 19, 2022 regarding the earnings call scheduled to be held on October 20, 2022.

Please find enclosed herewith the investor presentation for the quarter and half year ended September 30, 2022.

Kindly note that the audio recording and transcript of the earnings call will be uploaded on the Company's website at www.icicisecurities.com within the prescribed regulatory timelines.

Thanking you,

Yours faithfully,

For ICICI Securities Limited

RUPESH
LAXMAN
JADHAV

Digitally signed by
RUPESH LAXMAN
JADHAV
Date: 2022.10.20
18:55:08 +05'30'

Rupesh Jadhav
Chief Manager

Encl.: As above

Member of National Stock Exchange of India Ltd, BSE Ltd and Multi Commodity Exchange of India Ltd.
SEBI Registration: INZ000183631
CIN No.: L67120MH1995PLC086241

ICICI Securities Limited

Registered Office:
ICICI Venture House
Appasaheb Marathe Marg,
Prabhadevi, Mumbai - 400025, India
Tel. (91 22) 6807 7100
Fax (91 22) 6807 7803

Corporate Office :

Shree Sawan Knowledge Park, Plot No. D-507,
T.T.C. Ind. Area, M.I.D.C, Turbhe, Navi Mumbai - 400 705
Tel.: (91 22) 6807 7100
Fax: (91 22) 6807 7801

Name of Compliance Officer (Broking Operations) : Mr. Anoop Goyal
Email Address: complianceofficer@icicisecurities.com / Tel. (91 22) 4070 1000
Website Address: www.icicisecurities.com / www.icicidirect.com





Performance update

Q2-FY2023

October 20, 2022

Agenda

- ISEC Quarterly Update
- Business Performance
- ISEC Franchise

Being there never
mattered more



Q2FY23 Performance Snapshot



Total Assets
₹ 5.8 tn¹
+13% YoY / +9% QoQ



Wealth Assets
₹ 3.1 tn²
+25% YoY / +12% QoQ



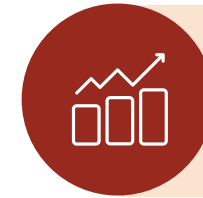
NPS Score
42.4%³
v/s 35.9% in Q2-22



Client Base
8.4 mn⁴
+33% YoY / 5% QoQ



Inc. Demat Market Share
7.6% v/s 7.2% YoY / 6.5% QoQ
NCA at 0.46 mn



Retail ADTO
₹ 2,032 bn³
+104% YoY / 31% QoQ



Revenue
₹ 8,656 mn³
+1% YoY / +9% QoQ



Profit After Tax
₹ 3,004 mn³
-14% YoY / +10% QoQ



Interim Dividend
₹ 9.75⁵
Over 50% consistent payout



1. Assets of our clients including equity demat assets maintained with ICICI Bank and excluding promoter holding, as on Sep,30 2022
2. Assets of our clients with more than INR 10 mnAUM at individual level including equity demat assets maintained with ICICI Bank and excluding promoter holding, as on Sep, 30 2022
3. For Q2 FY23
4. As on Sep, 30 2022
5. For H1FY23

Q2FY23: Key Highlights

Market Share gain across various segments on sequential basis

	Q1FY23		Q2FY23
Incremental demat market share	6.5%	↑	7.6%
Retail derivative market share	3.5%	↑	3.7%
Retail equity market share	9.7%	↑	10.6%
Leadership position in MTF	22.4%	↑	23.0%
Commodity market share	4.4%	↑	5.5%



Q2FY23: Key Highlights

Diversification as theme continues to play out

- Texturization of Retail equities and allied revenue to reduce proportion of cyclical components

	Q2FY22		Q2FY23
Cash Broking as % of Retail Equities	54%	↓	37%
Derivative Broking as % of Retail Equities	16%	↑	20%
Allied Revenue as % of Retail Equities	30%	↑	43%
Derivative Broking as % of Retail Broking	23%	↑	34%

- Retail Equities and allied revenue flat on YoY basis, in a period when cash ADTOs fell substantially by more than 20%
- Consistent increase in derivative income in absolute terms since 5 quarters despite market volatility

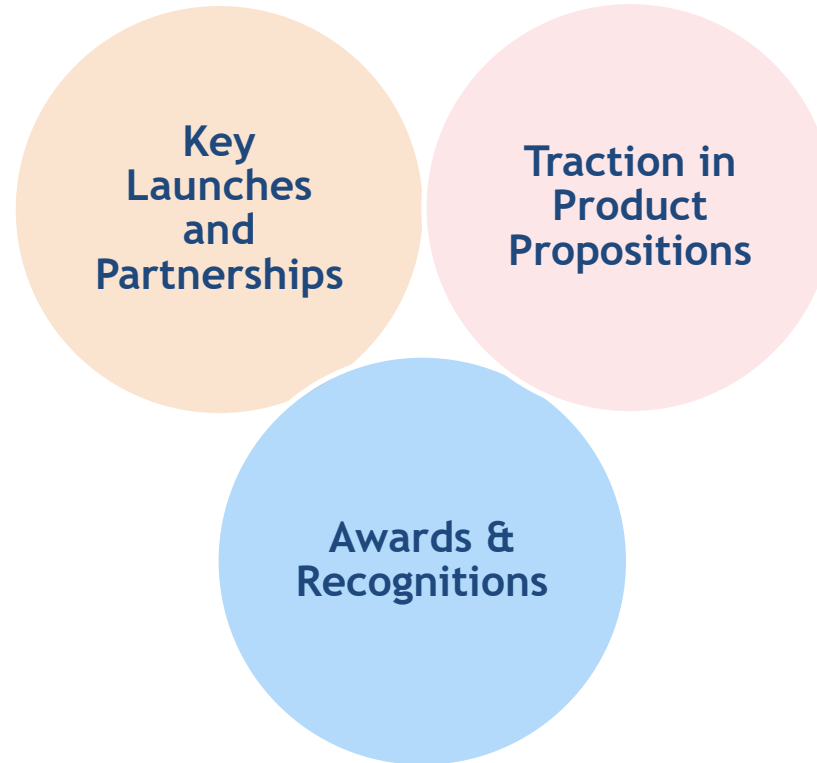
- Distribution revenue now contributed 18% to total revenue as compared to 17% in Q2FY22.



Q2FY23: Key Highlights

Product Proposition and Other key Highlights

- Introduction of tools to improve customer engagement
 - Flash Trade (1st of its kind in Indian industry), Single Screen Trading experience, Research ideas on App
- Soft Launch of Super App; all offerings at one place
- Partnership with IDFC Bank to offer 3-in-1 broking services to their clients



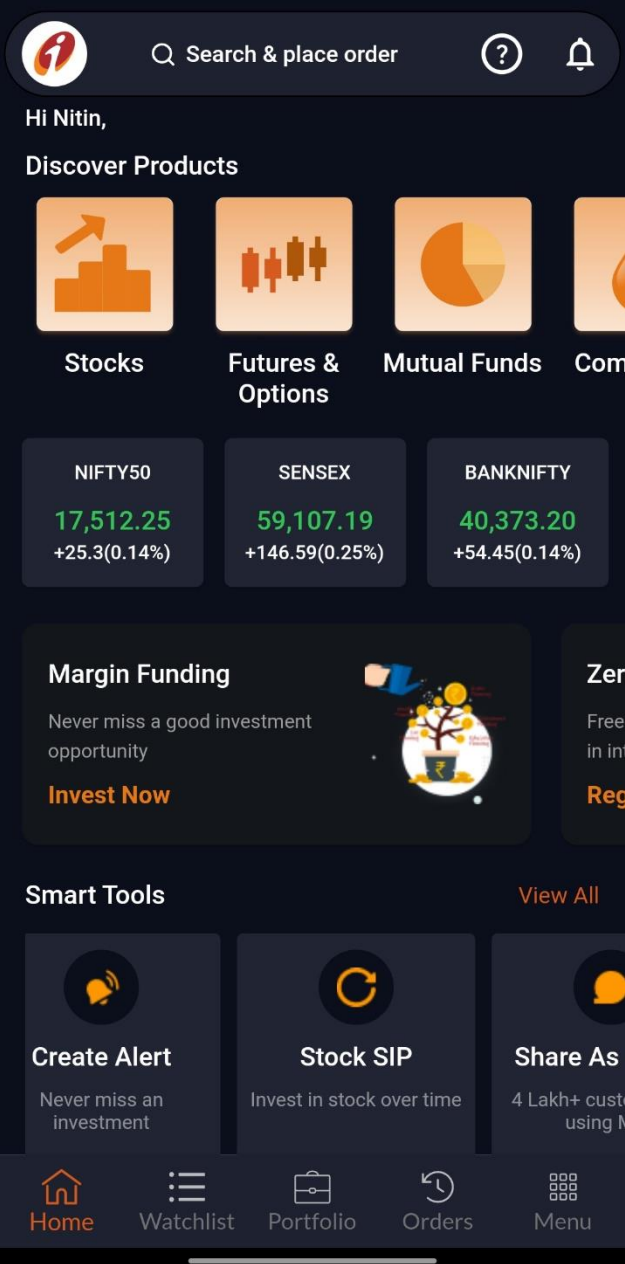
- Average MTF Book grew by 38% on YoY basis despite weakness in markets
- Own PMS crossed ₹ 11 billion*
- 10,000+ customers in Global Investing platform

- Awarded “Most Innovative Solution for COVID-19 and Best Overall Excellence in CSR” in ET Ascent National Awards for Excellence in CSR & Sustainability



* As on 20th Oct 2022

Soft launch of Super App



One App to fulfil all your financial needs with superior customer experience and simplified user journey



Soft launch of Super App

Portfolio

Current Value
₹ 1,074.45

Amount Invested: 1,035.59
Total Gain/Loss: 38.86 (3.75%)

Today's P&L: ₹ -23.20 (-2.11%)
Total P&L: ₹ 38.86 (3.75%)

Stocks P&L: ₹ 38.86

Current Value	Invested
₹ 1,074.45	₹ 1,035.59

Mutual Funds Unrealized P&L: ₹ 0.00

Current Value	Amount Invested
₹ 0.00	₹ 0.00

FD & Bonds P&L: ₹ 0.00

Home Watchlist **Portfolio** Orders Menu

Dark Mode Scan for Web Login

Stocks Futures & Options Mutual Funds

Commodity Currency FD & Bonds

Insurance IPO Markets in Action

Research Global Invest At Your Service

More

Version 1.0.2(9)

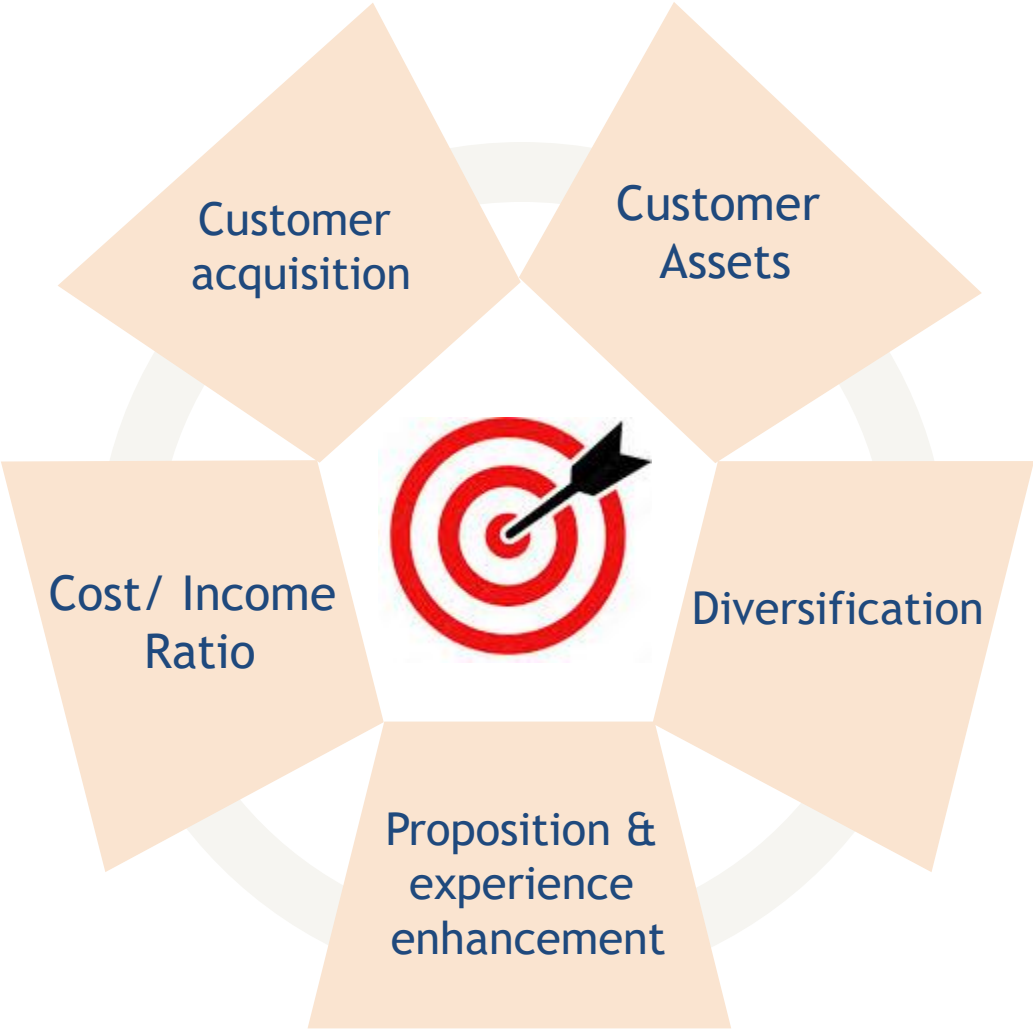
ICICI direct.com
Investments at Your Fingertips

Limits Allocate funds

Home Watchlist Portfolio Orders Menu

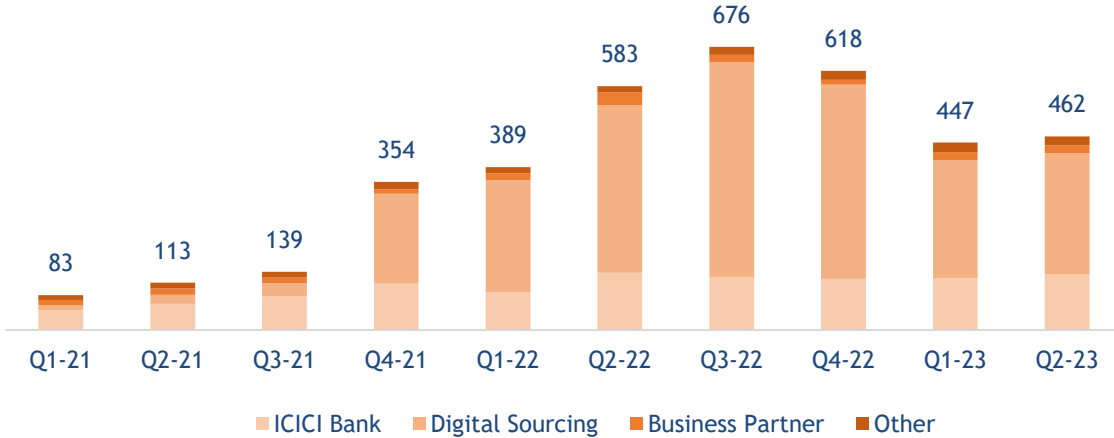


Tracking our Execution Markers



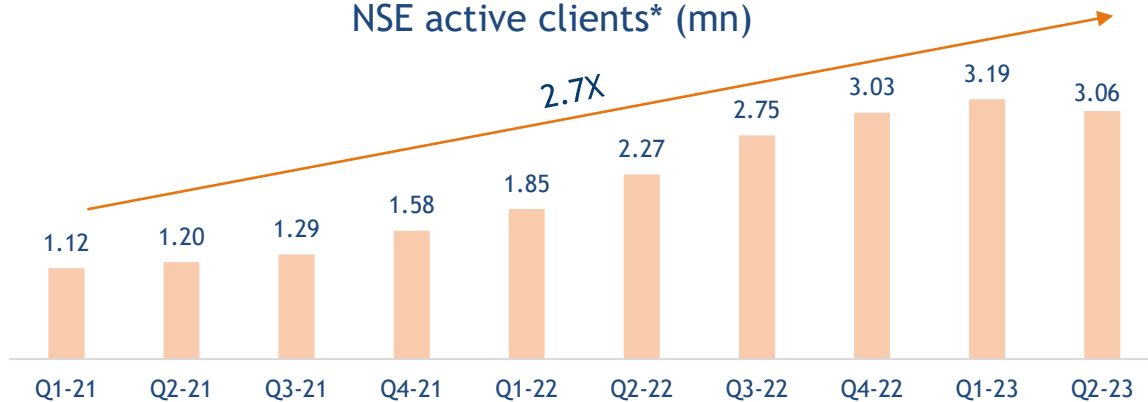
Key outcomes: Customer Acquisition

New clients acquired ('000)

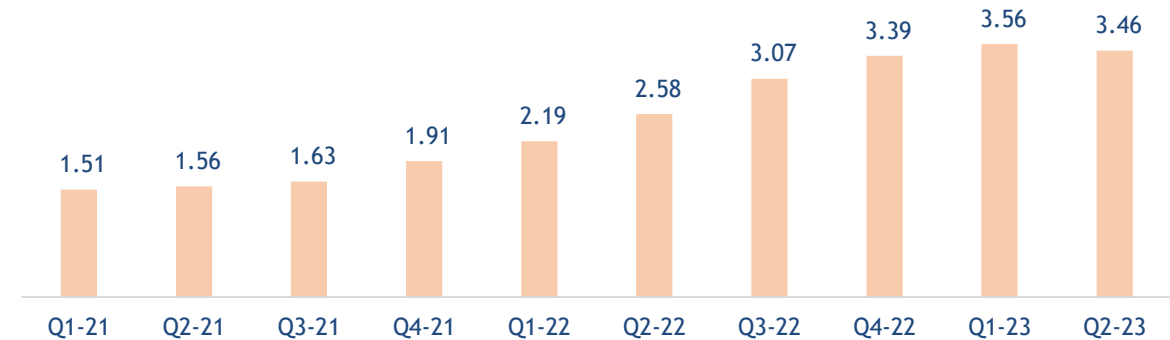


- NSE Active increased by 2.7X since Q1 FY21;
- NSE Active Market share at 8.2%
- Sequential decline in active clients in line with industry

NSE active clients* (mn)



Overall Active Clients* (mn)



~ 7.6% market share in incremental demat accounts, up from 6.5% sequentially

* Active in trailing 12 months

Key outcomes: Customer Acquisition

Digital prowess enabling acquisition of customers with varied demographics

	Q2-FY22	Q1-FY23	Q2-FY23
Prime Customer	0.87mn	1.06mn	1.16mn
Non-ICICI bank%	77%	72%	71%
Clients <30yrs age	65%	62%	66%
Clients from tier II & III	84%	85%	84%
NPS Score - Sourcing	53%	56%	58%

- Demonstrated ability to attract and engage “high intent” customers with Prime and Prepaid plans
- Open architecture digital sourcing has enabled us to source customers at higher scale and from newer geographies
- Majority of new clients acquired are GenZ and Millennials; giving us opportunity to partner with them in their financial journey.
- Our NPS score continues to increase as a result of improvements made in our customer journeys

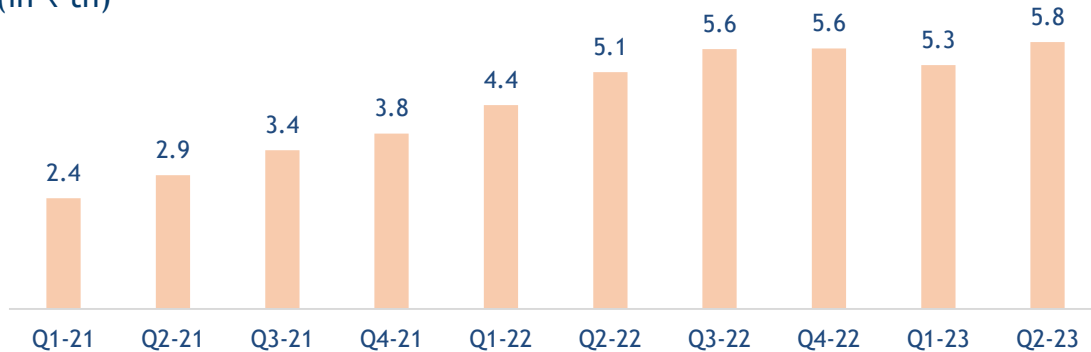


Diversification in Customer profile

Key outcomes: Customer Assets

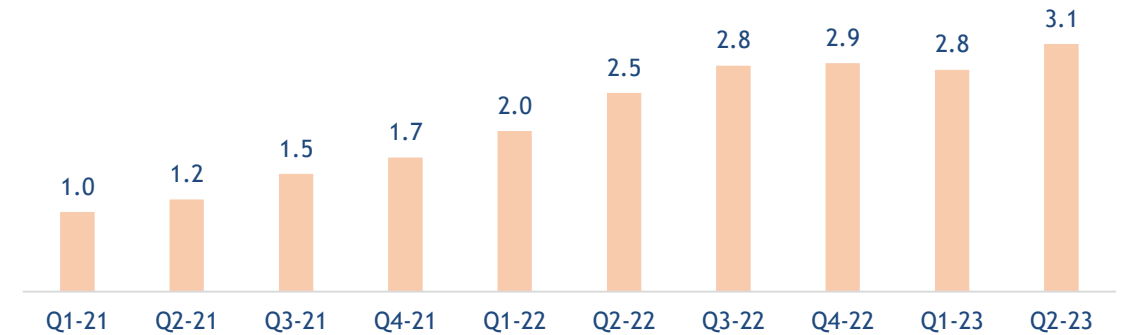
Consistent increase in Total Assets over long term ¹

(in ₹ tn)



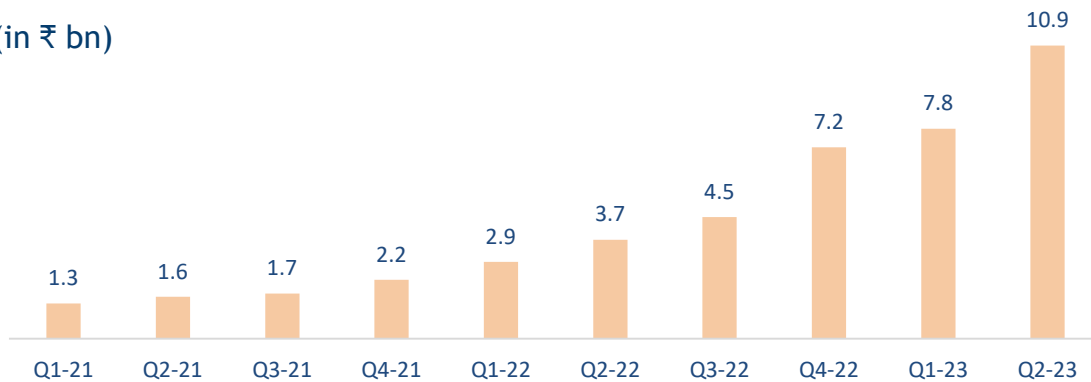
Leading wealth manager in the country with steady increase in Wealth AUM ²

(in ₹ tn)



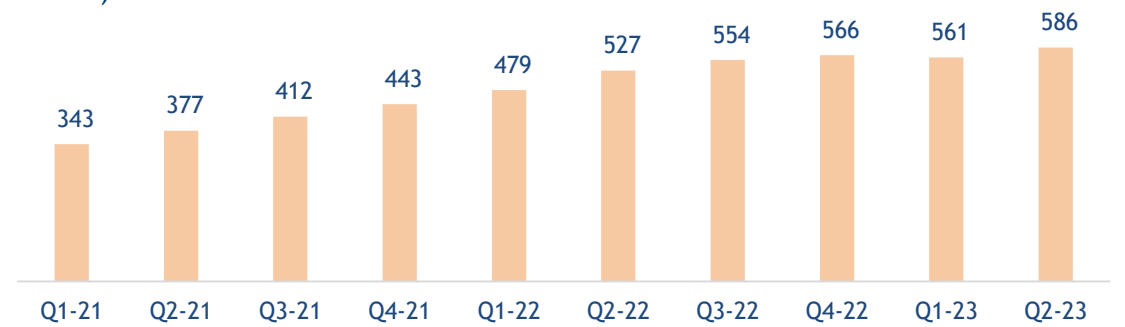
ISEC PMS Scaling up

(in ₹ bn)



Growing MF Assets demonstrating strong distribution franchise ³

(in ₹ bn)



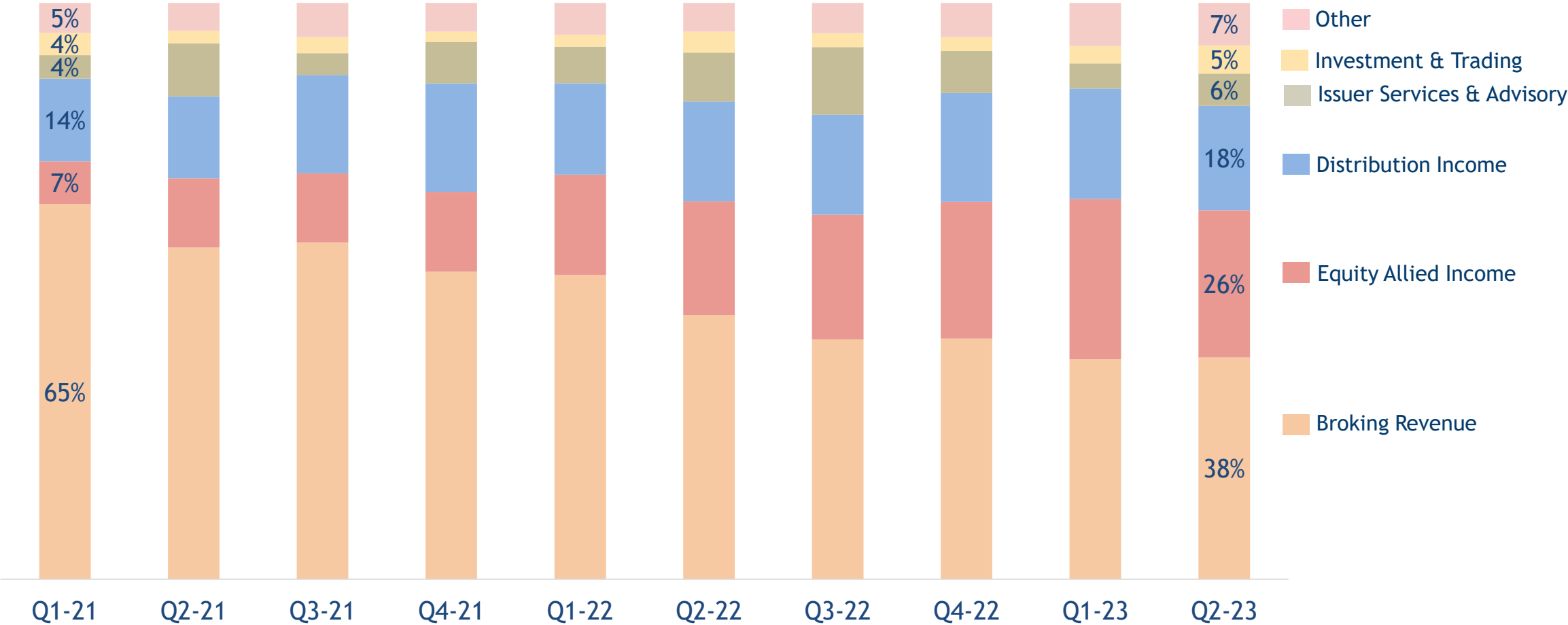
₹ 5.8 trillion Client Assets



1. Assets of our clients including equity demat assets maintained with ICICI Bank and excluding promoter holding
2. Assets of our clients with more than INR 10 mn AUM at individual level including equity demat assets maintained with ICICI Bank and excluding promoter holding, as on Sep, 30 2022
3. AUM including direct

Key outcomes: Diversification

Generating multiple source of revenue with meaningful contribution



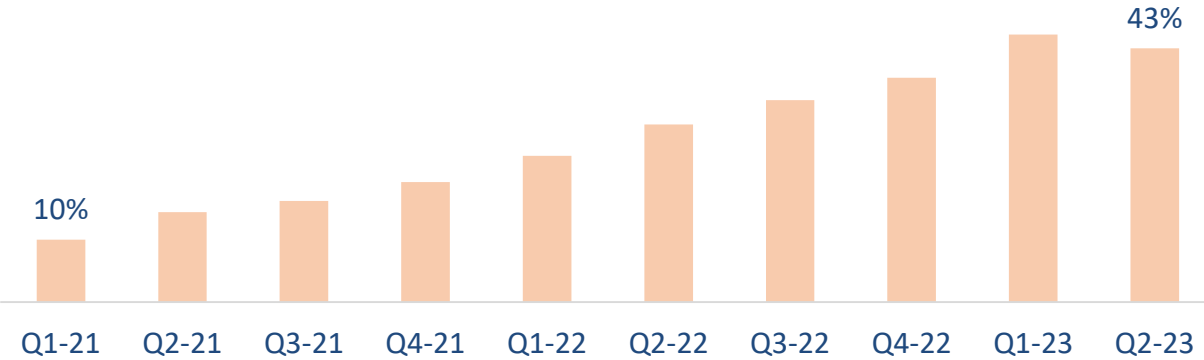
Increasing diversification along with revenue growing at ~22% CAGR

Revenue CAGR from Q1-21 to Q2-23

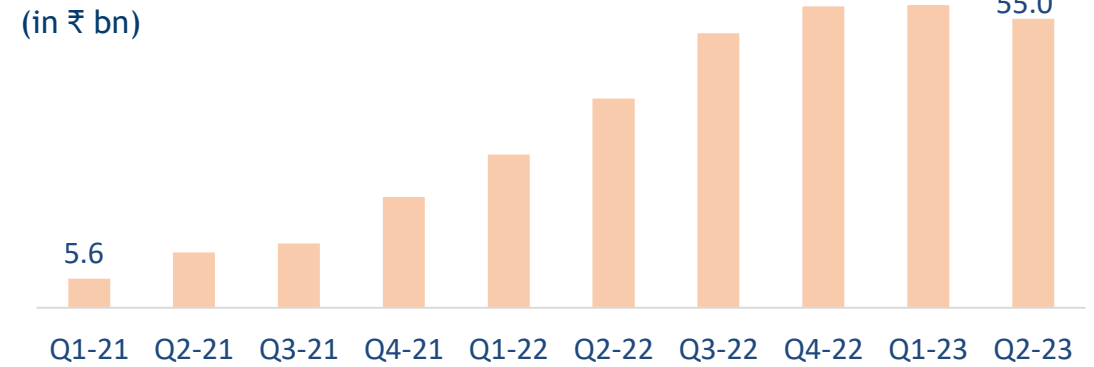
Key outcomes: Diversification

Scaling up of Allied Income with Customer centric Product Propositions like MTF and Prime

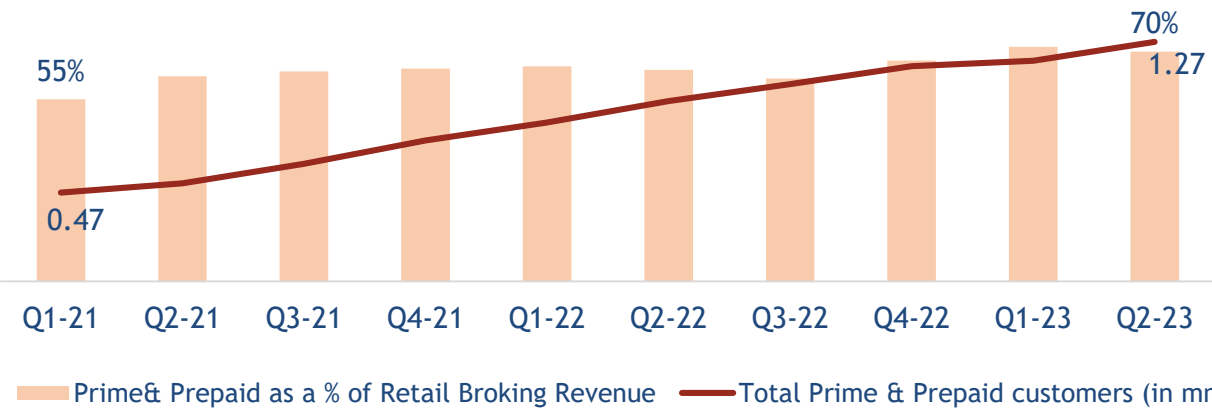
Increasing Proportion of Retail Allied Revenue as % of Retail Equity & Allied Revenue



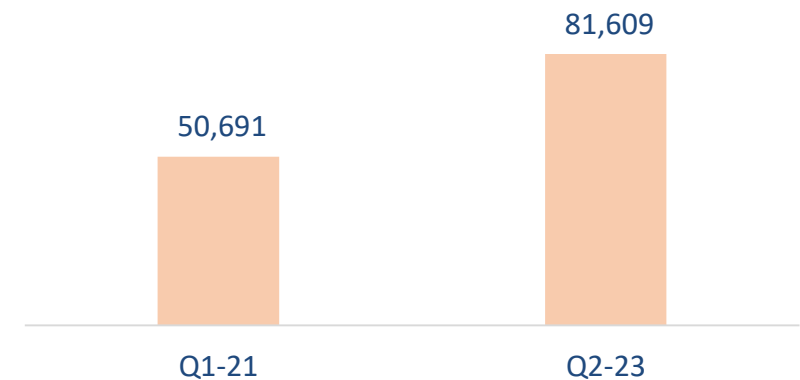
Scaling up of MTF Book leading to increase in Equity Allied Income



Prime & Prepaid as a % of Retail Broking Revenue



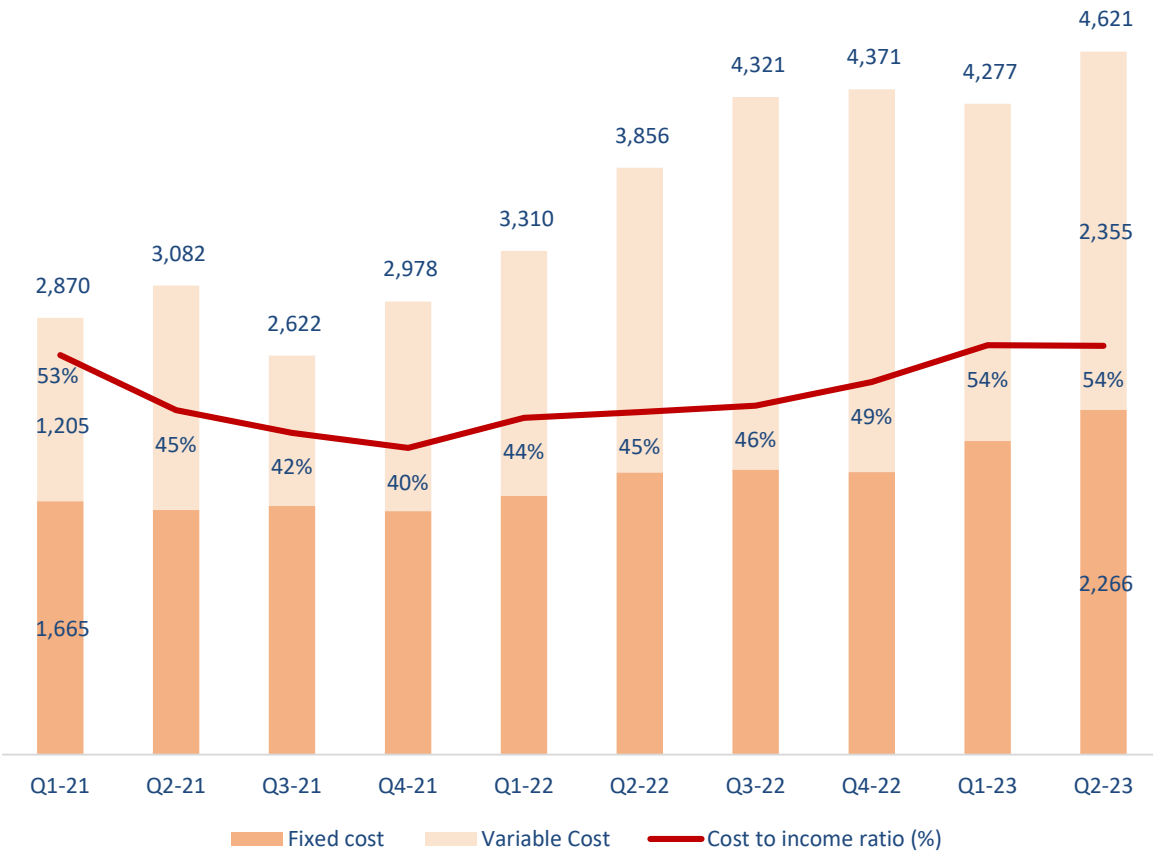
Increasing number of MTF customers, with immense scope of further penetration



Scalability and traction in lending products

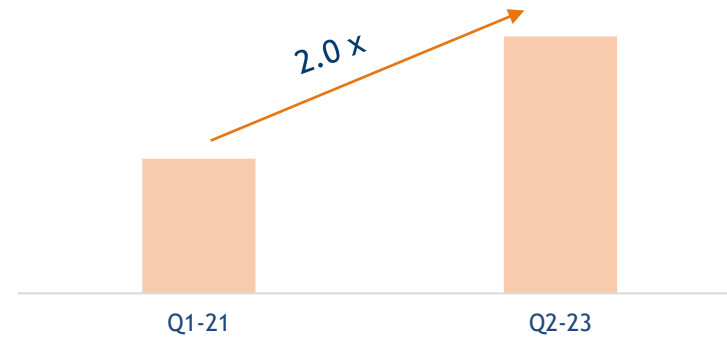
Key outcomes: Cost to Income Ratio

Increasing proportion of variable cost



- Cost increased sequentially by 8% and 20% on YoY basis
 - Company investing in technology to be “Future Ready”
 - Increase in Finance and Tech related cost (inc tech talent pool)
 - Marketing cost declined due focus on acquisition of quality customers
- Levers in place to contain costs, depending on market scenario
- Investment in technology expected to improve operating leverage, initial signs are encouraging:
 - Increasing app downloads
 - Traction in product proposition and newly launched tools

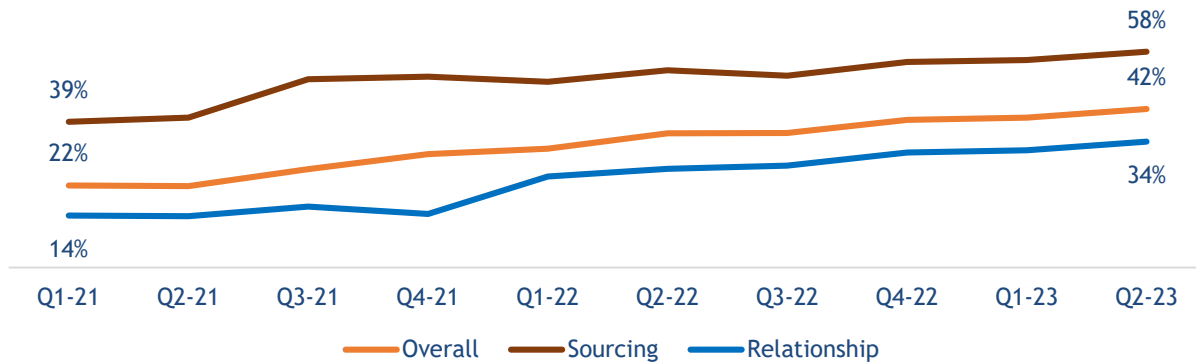
Build up of tech focused talent pool



Increasing % of variable cost and reducing cost of acquisition

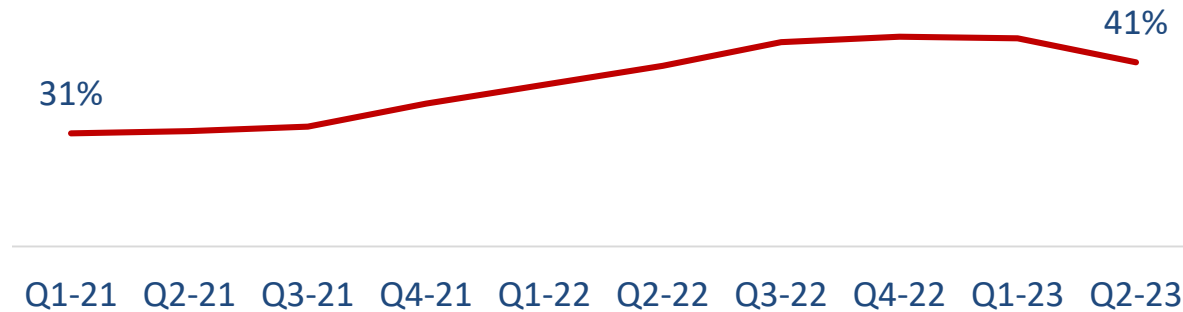
Key outcomes: Proposition & experience enhancement

Enhanced customer experience on the back of investments in customer journeys leading to improvement in NPS

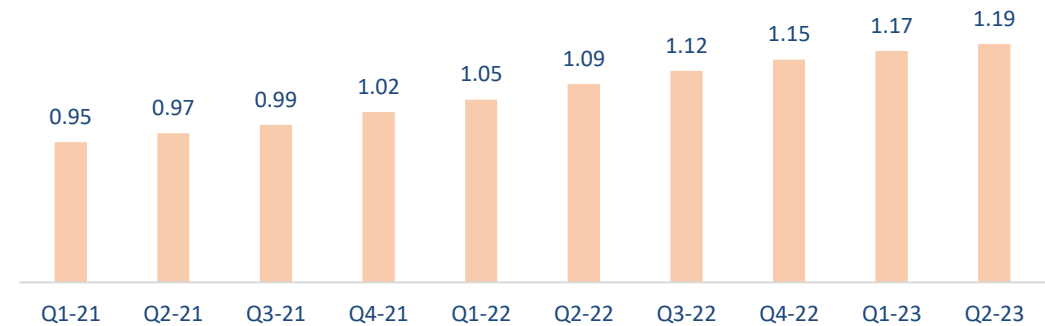


- Soft Launch of Super App, offering all products; providing simplified customer journey and superior experience
- Board and management oversight on customer experience and service

Improving client activation ratio despite a high CAGR of client acquisition



Sustained improvement in cross sell which is demonstrated from increasing number of client with 2 or more products



Technology investment leading to improved customer experience and active client ratio

1. Active client ratio is calculated as ISEC overall active clients active in the trailing 12 months divided by total operation client base

Key outcomes: Proposition & experience enhancement

Key features to capture trading ecosystem

Smart Orders Platform

← TWAP – Price Band
EQ, FUT, OPT

ITC 294.15

PRODUCT ⓘ INTRADAY DELIVERY

TOTAL QUANTITY

– **1000** +
Total Quantity

SLICING QUANTITY

– **100** +
Slicing Quantity

TIME INTERVAL **00:30**

START TIME **10:30** END TIME **14:00**

PRICE RANGE HIGH

– **292** +
Price Range High

PRICE RANGE LOW

– **290** +
Price Range Low

Help?

START

Easy Options

Where do you think NIFTY will go Up or Down?

Down Up

16128

15628 16628

Sentiment Indicator

45% 55%

By When?

- This Week**
07-Jul-2022 >
- Next Week**
14-Jul-2022 >
- This Month**
28-Jul-2022 >

Flash Trade - Mobile

Flash Trader P&L -4,418.80

NIFTY Current Month Futures

16925.00
16900.00
16875.00
16850.00
16825.00
16800.00
16775.00
16750.00
16725.00
16700.00
16675.00
16650.00

1D 5D 1M 3M 1Y 5Y 7Y Max

POSITIONS 2 **ORDERS 2**

Qty 10	Price 12345.00	P&L -100000.00	
BUY		24m 25s	
Qty 10	Price 12345.00	P&L -100000.00	
BUY		24m 25s	
Qty 10	Price 12345.00	P&L -100000.00	
BUY		24m 25s	

Total Qty. 12345678 Avg Price 12345678

NIFTY22JAN28CE18000 **LIM** Qty 107890 05 min

Add **Exit**



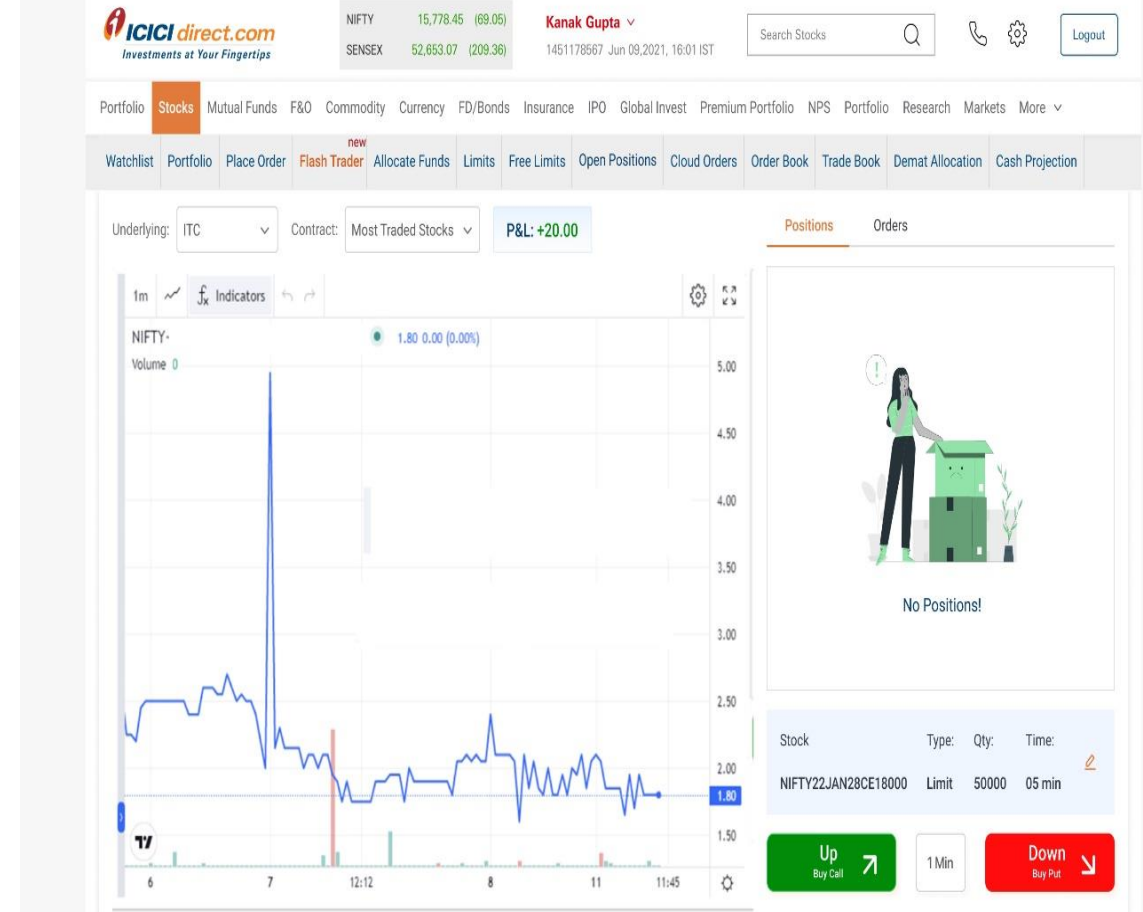
Key outcomes: Proposition & experience enhancement

Key features to capture trading ecosystem

Web Platform - EXE for High Volume Traders



Web Platform - Flash Trade



Agenda

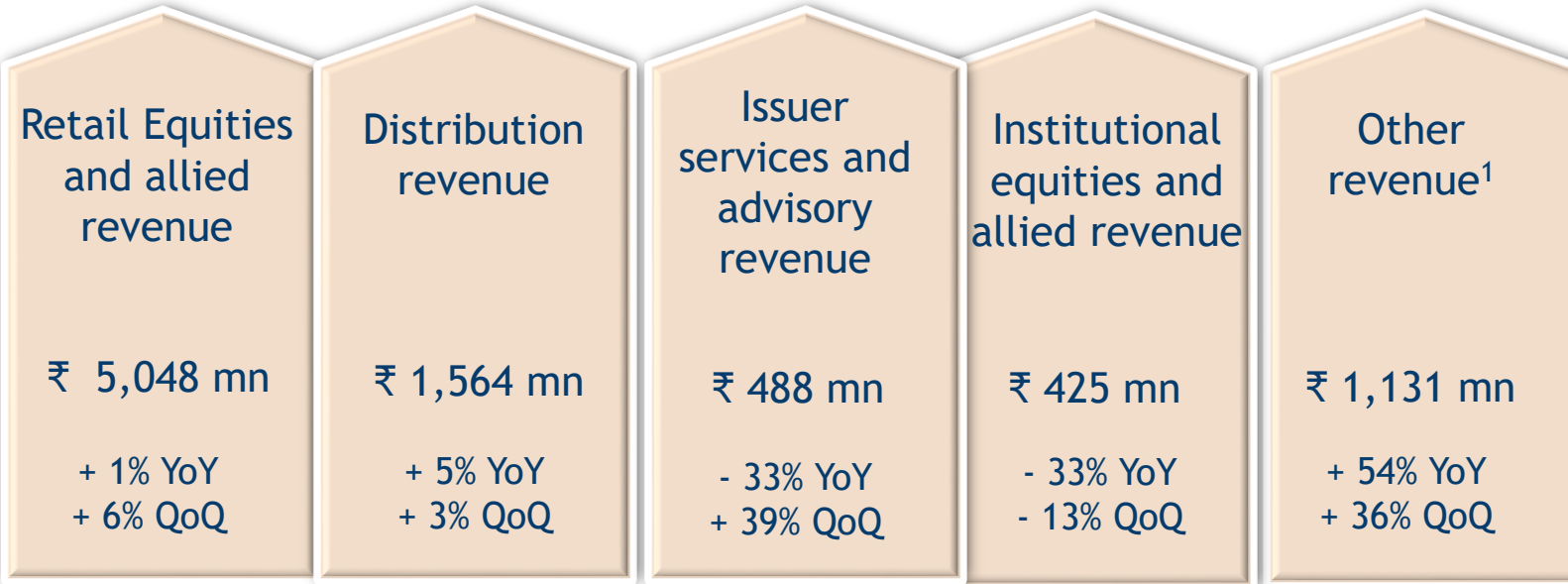
- ISEC Quarterly Update
- **Business Performance**
- ISEC Franchise

Being there never
mattered more



Financial Highlights Q2FY23

Business segment wise Revenue Breakup



Private Wealth Management

₹ 2,631 mn + 14% YoY
+ 15% QoQ



YoY: Q2-FY2023 vs Q2-FY2022; QoQ: Q2-FY2023 vs Q1-FY2023

1. Includes Investment & trading, interest revenue from FDs as margin with exchanges and other revenue

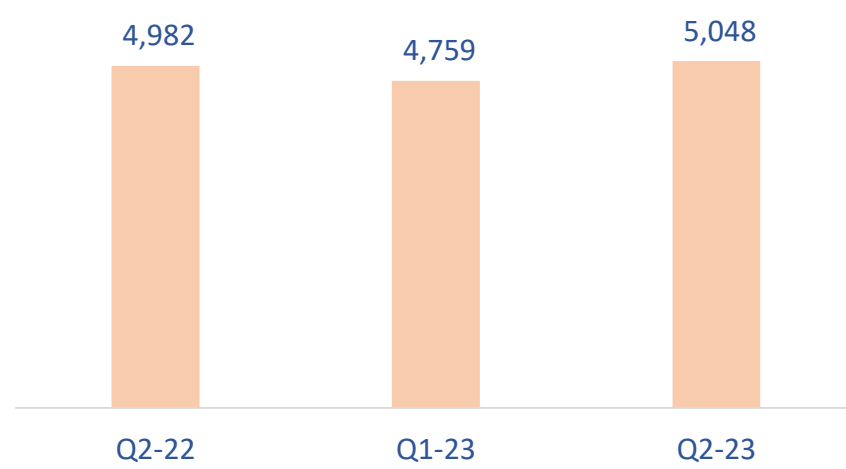
- Revenue up 9% QoQ to ₹ 8,656 mn led by growth in retail equities and issuer advisory services
 - Up 1% YoY despite decline in retail cash ADTO by 21% and muted capital markets; a result of our diversification strategy
- Retail equities & allied revenue up 1% YoY as impact of decline in cash volumes were offset by strong growth in retail allied and derivative revenue
- Distribution revenue scaled up led by MF and Life Insurance Revenue
- PAT up 10% QoQ; lower 14% YoY at INR 3,004 mn
 - YoY decline on account of higher spends on identified focus areas to be “Future Ready”

Business Performance : Equities Business

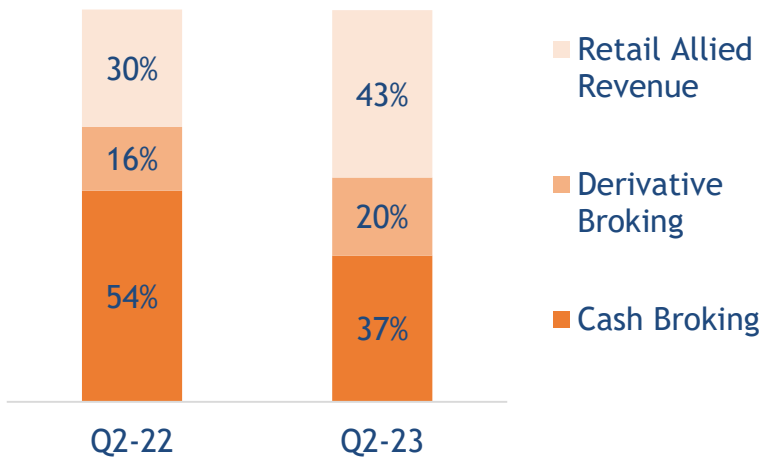
Retail equities and allied revenue up by 1% YoY and 6% QoQ

- Sequential increase on account of cash and derivative led revenues
- Up 1% YoY despite cash ADTOs declining by ~21%, a result of our strategy to diversify revenue and reduce proportion of cyclical components i.e. cash
- Consistent growth in derivative revenues for past 5 quarters; grew 16% QoQ and 24% YoY
- Strong performance in allied income as it grew by 45% YoY, led by MTF and Prime fees.
 - MTF & ESOP interest income, grew +27% YoY
 - MTF market share at 23%, up from 21.8% on YoY basis
 - Prime Fee grew 57% YoY
- Increasing proportion of derivative and retail allied revenue as a proportion of retail equities and allied revenue

Retail equities and allied Revenue(mn)



Diversification continued as a theme

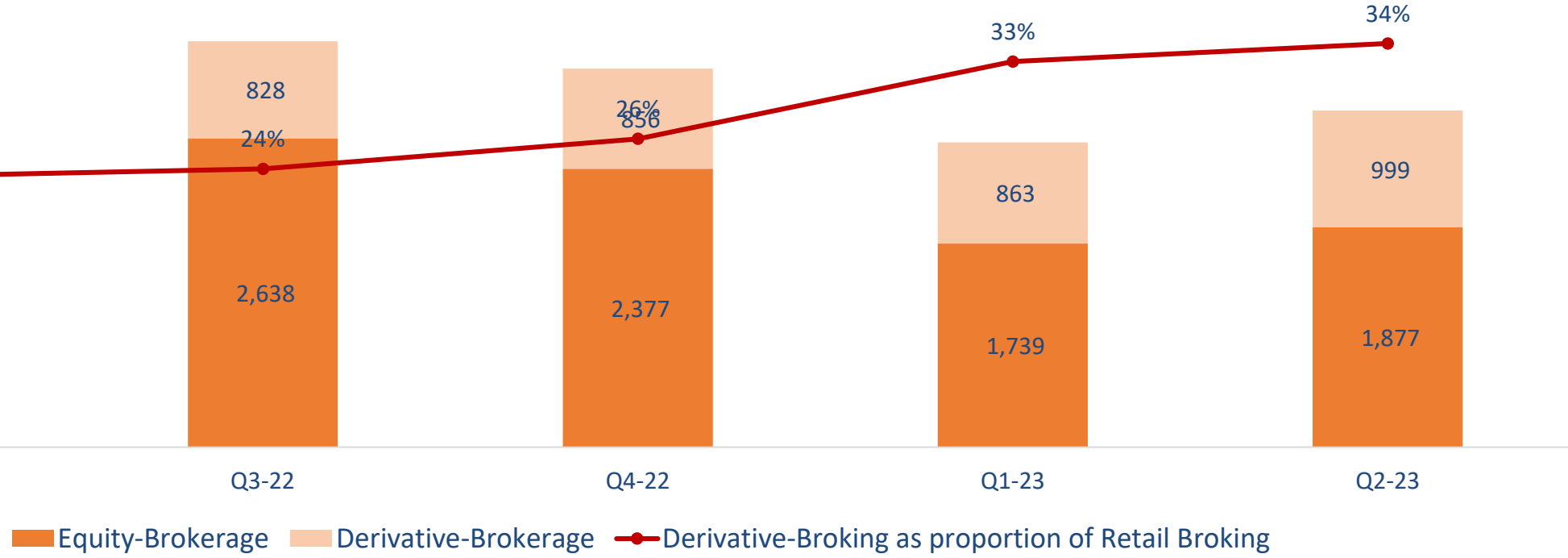
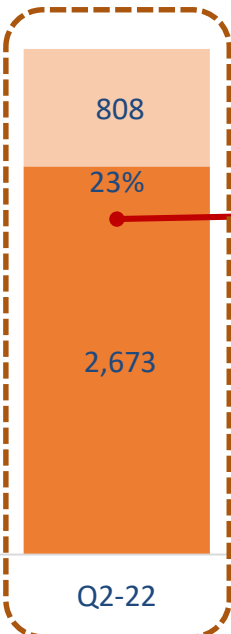


Continued focus on Texturization to reduce proportion of cyclical components

Business Performance : Equities Business

Sustained increase in Derivative revenue; increasing proportion to retail broking revenue post implementation of margin norms

Implementation of Phase 4 margin norms



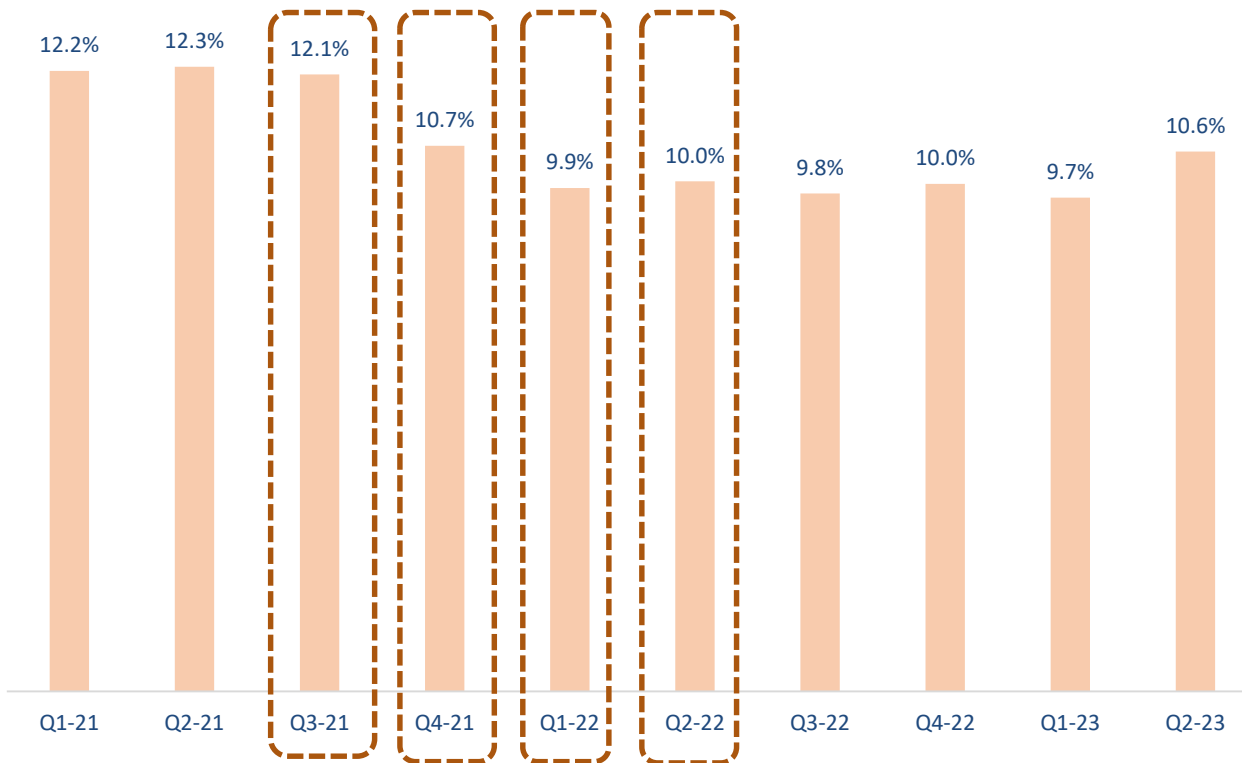
Gained market share in cash segment; stable derivative market share

Business Performance : Equities Business

Retail Equities Market Share

Implementation of new margin norms

Phase 1 Phase 2 Phase 3 Phase 4



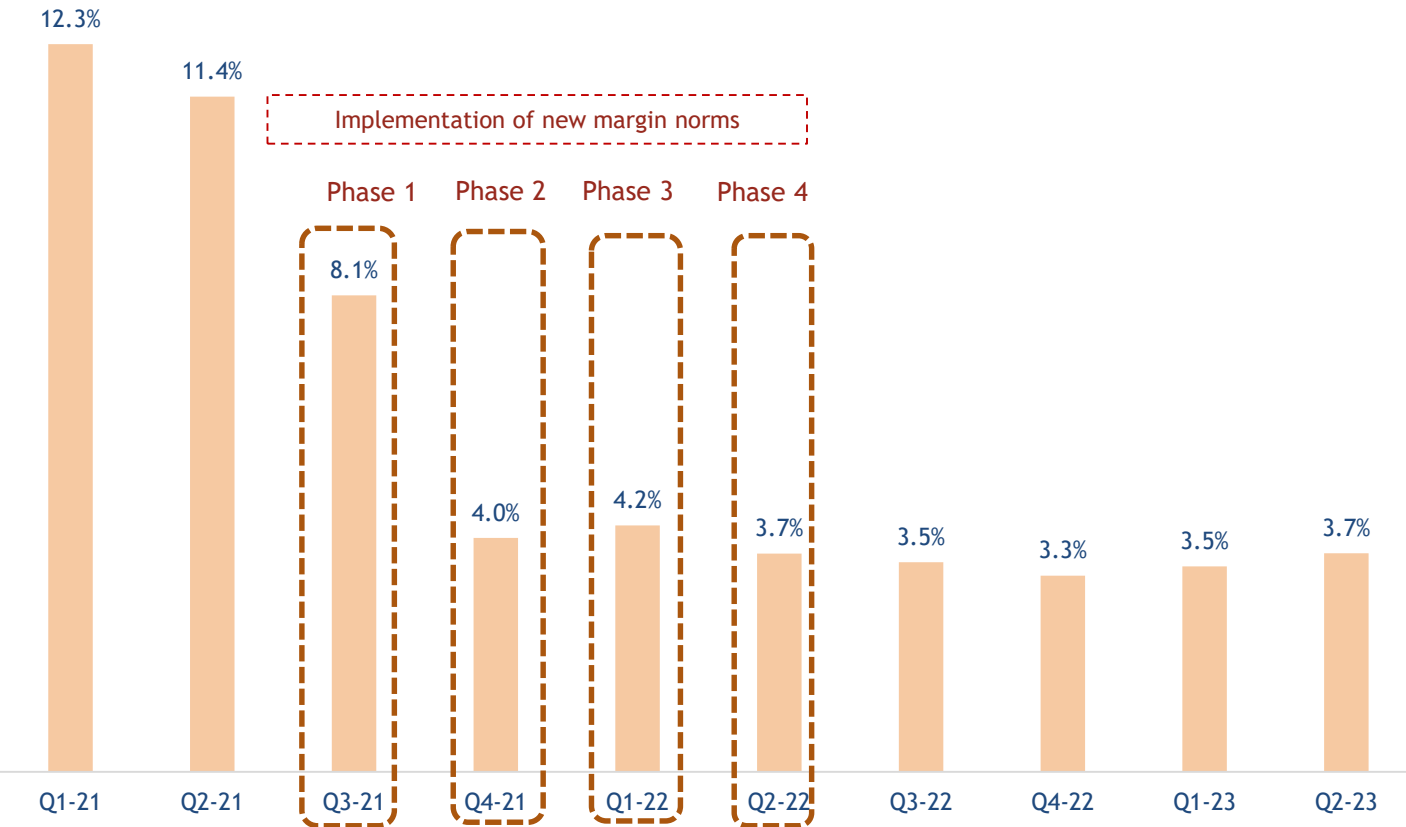
- Market share up by 90 bps on sequential basis
- Scaling up customer centric propositions such as MTF and Prime
- Customer focused approach as we continued to launch new propositions:
 - Lifetime High Value Prime plans for customers
 - Buy Now Pay Later facility embedded in customer journey
 - New Trading View Charting for faster & informed trading
- Seamless customer experience through our new age digital properties



1. Market Share is calculated by dividing ISEC Retail ADTO by 'Other' segment of NSE and BSE
Note: Market data not available for 26th May, 14th June and 27th June 2022.
We had disclosure Q4FY20 market share of 10.1%, as data was available only till 24th March, 2022

Business Performance : Equities Business

Retail Derivatives Market Share

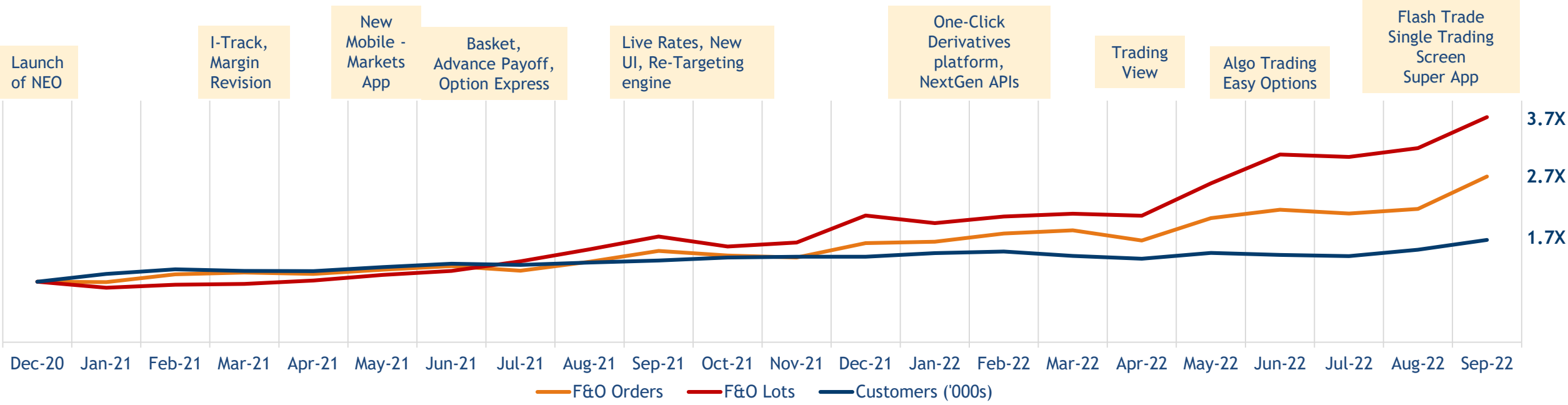


- Encouraging trends witnessed in Q1FY23, continued in Q2FY23 as market share increased from 3.5% to 3.7% sequentially
- Continue to invest in 4 key levers to gain market share:
 - Pricing
 - Experience
 - Analytical Tools
 - API Architecture
- Launched new tools in Q2FY23 like Smart Orders Trading Platform, Flash Options (which is 1st in industry feature)
- Open API Architecture: Launched Breeze API with several first to market features
- On the back of investment in these levers we continue to observe traction in parameters like number of orders, customers, number of lots and contracts.



Business Performance : Equities Business

Derivatives : Increase in underlying parameters



Upcoming new initiatives

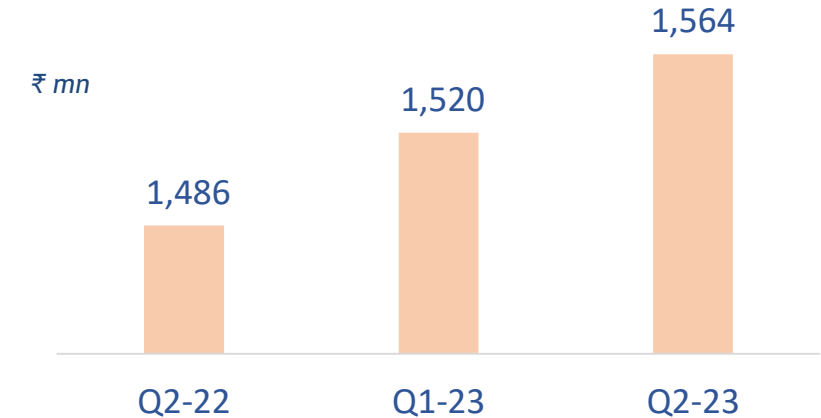
- Full fletched Smart Trading Platform
- Smart Scalping Platform
- New Meta Trading: Desktop application platform for power traders
- Multi-leg option strategy tool



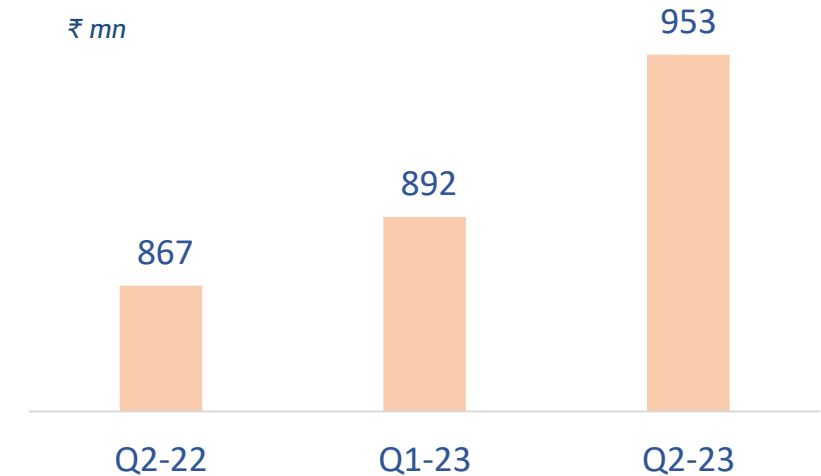
Business Performance: Distribution Business

- Distribution revenue at ₹ 1,548 mn, up 5% YoY and 3% QoQ on back of healthy growth across Mutual Funds and Life Insurance
- The growth was lower on account of decrease in Other Distribution revenue led by Private Equity Distribution products
- Mutual Fund revenue up by 10% YoY and 7% sequentially
 - ISEC Mutual Fund average AUM¹ up 8% YoY and 6% QoQ
 - ISEC Equity Mutual Fund average AUM¹ up 13% YoY and 7% QoQ
 - AUM market share² at 1.7%, up from 1.6% YoY
 - SIP count³ for Q2 FY23 is ~1.0 mn, up from 0.9 mn YoY
 - Market share in SIP flow at 3.2%

Distribution Revenue



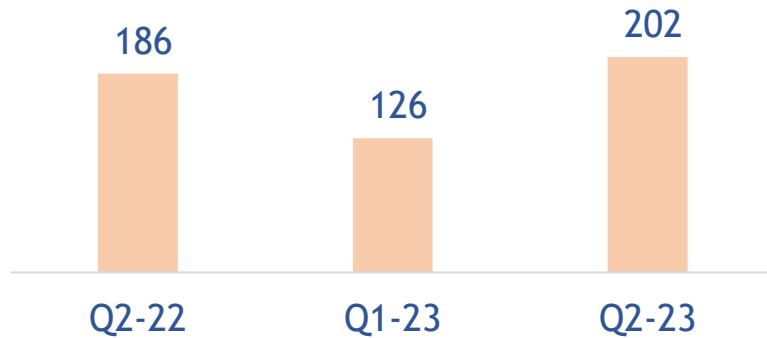
Mutual Fund Revenue



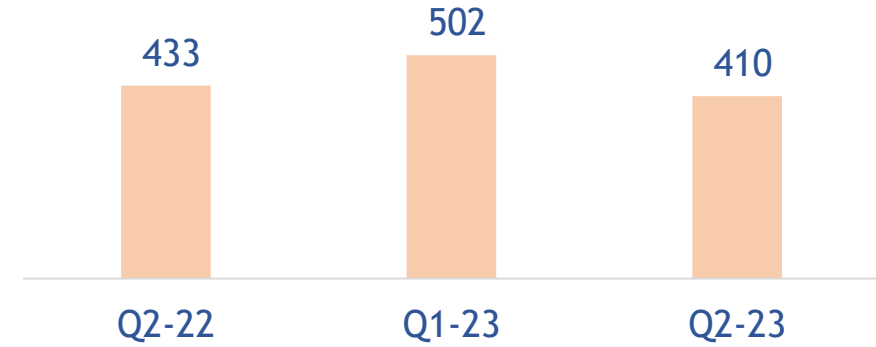
Business Performance: Distribution Business

- Life Insurance revenue up 8% YoY; sequentially up by 61%
- Other distribution products¹ revenue down 5% YoY and 18% QoQ on account of decrease in revenue from Private equity distribution
- Proprietary PMS book crossed ₹ 11* bn; up from ₹ 3.7 bn in Q2-FY22

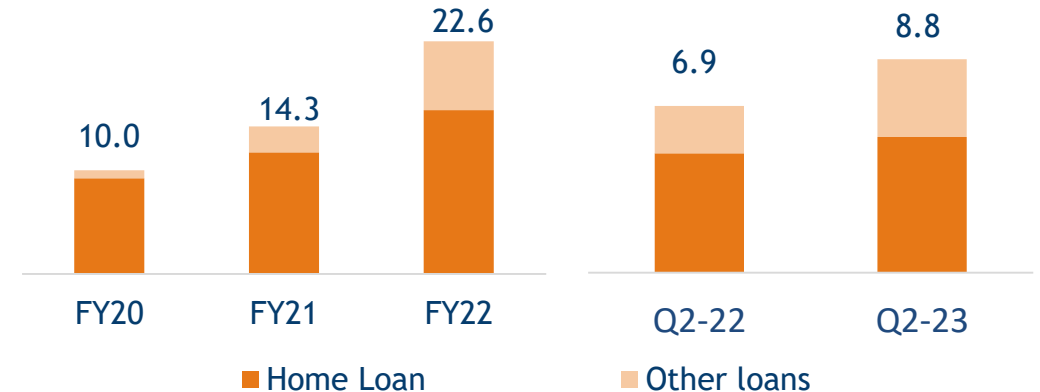
Life Insurance



Other distribution Revenue



Consistent growth in loan disbursement (₹ bn), with improving share of other loans



Deep integration to improve experiences in identified distribution products beyond mutual funds

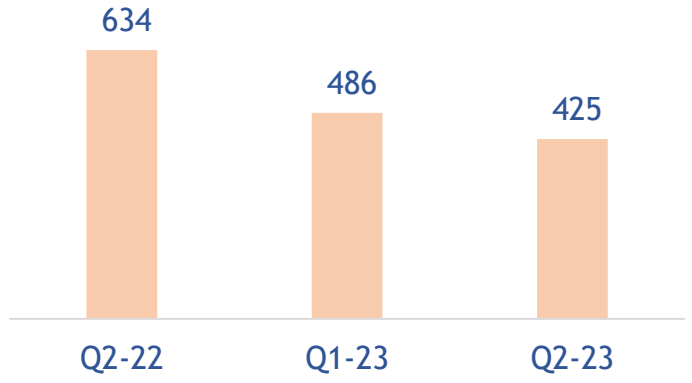


Business Performance : Institutional Business

Institutional equities¹ declined 33% YoY and 13% QoQ

- Decline attributable to muted market volumes and lower deal activity
- Franchise consolidated its position among the top domestic institutions
- Strengthening FII franchise by entering into partnerships
- Research team secured #1 position in 4 sectors in Asiamoney poll

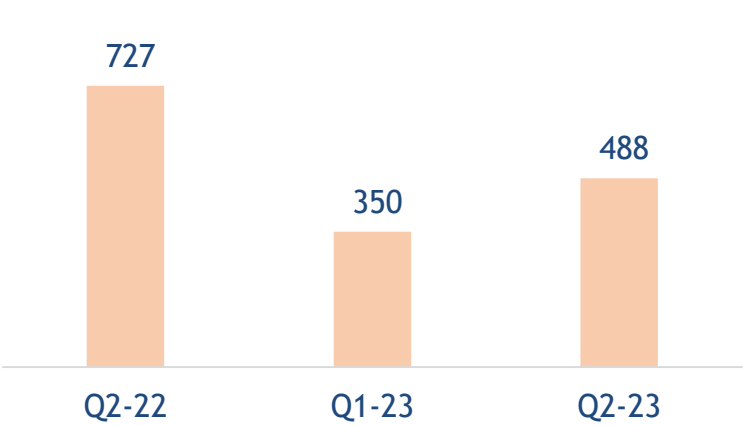
Institutional equities and allied Revenue (mn)



Issuer Services & Advisory revenue declined 33% YoY; up 39% on sequential basis

- YoY decline due to lack of deals considering unfavorable market environment.
- #1 in IPO/FPO/InvIT/REIT issuance², 66% mobilization market share
- Strong IPO³ pipeline, 28 deals amounting over ₹ 542 bn; in addition mandate of 16 deals where amount is yet to be decided
- Continued focus on building non-IPO revenue

Issuer services and advisory (mn)



² Source: Prime database for FY22 (By amount issued)
³ IPO:IPO/FPO/InvIT/REIT

ISEC Wealth Franchise : FY22 Snapshot

One of the leading Wealth Manager in the country

Total Assets
₹ 2.8 tn
Crossed ₹ 3 tn as of Q2FY23

Revenue
₹ 9,242 mn

Cost/Income
45%

Clients*
69,500+
Crossed 71,000 as of Q2FY23

Team Strength
500+

Partnering clients through their financial journey by offering holistic solutions

Investments

Protection

Borrowing

Estate Planning

Wealth Creation

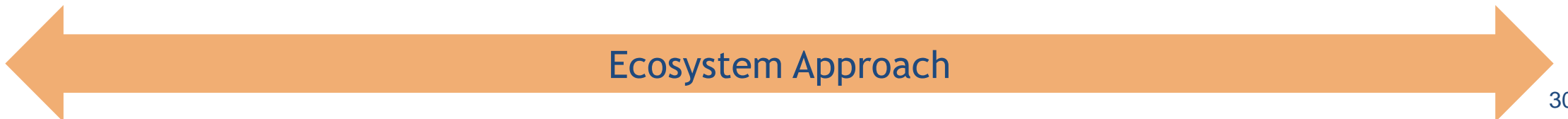
Wealth Preservation

Wealth Transfer



* With AUM of INR 10 mn+ with ISEC

Transformed into a customer 360 degree approach



Transformed into a customer 360 degree approach

Before FY20

- Plain vanilla Equity products
- Mutual Funds
- AIF, PE & PMS
- Fixed Income
- Insurance

- Relationship Manager
- Website
- Family office team

- Website

- Focused on reporting

FY 20 onwards

- Equity solutions
- Enhanced Mutual Fund offering - one-click, LIFEY
- AIF, PE & PMS - comprehensive offering
- Fixed Income
- Insurance - Life, Health & General
- Margin Trading Facility and ESOP Financing
- Loans - Business loan, mortgages, LAS, LAMF
- Innovative solutions such as Masters of the Street
- Global investments
- Value added services: online will drafting, estate planning

- Relationship Manager
- Wealth Partners
- Digital relationship team
- Family office team
- Digital engagement - mobile, website & digital content

- All offerings across website and mobile apps

- Personalization

Holistic Product Offering

Enhanced the entire product offering by rebooting the core products and bringing new solutions

Omni-channel engagement

Platform enhancement

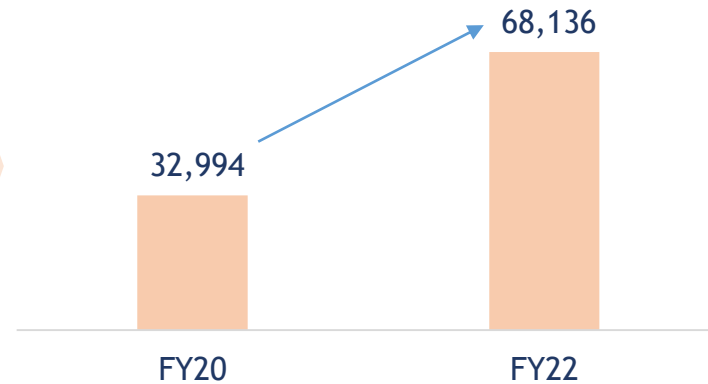
Data Analytics

Outcomes of Transformation: Progress FY20 - FY22

Strong Acquisition Machinery

- Deeper mining of existing clients with enhanced proposition to improve the wallet share
- New to ISEC clients

Leading to increase in clients

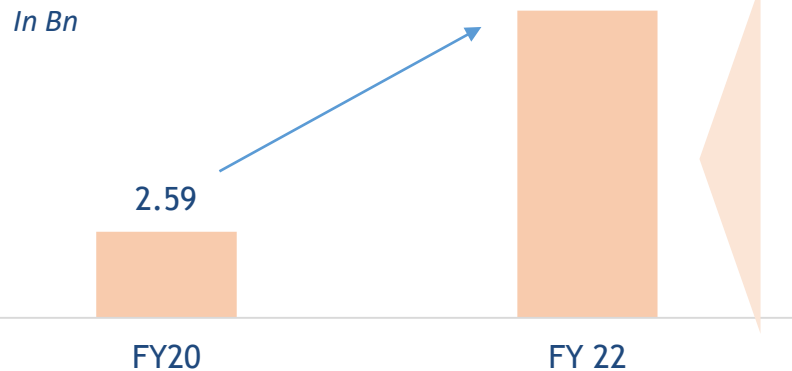


Stickiness in existing clients with Persistency in clients, AUM and Revenue

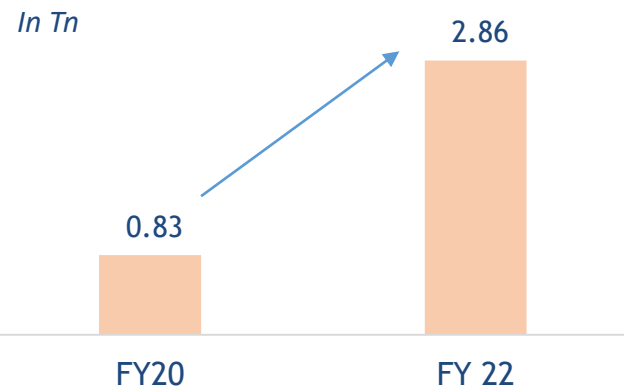
- > 98%* client retention
- Average AUM Persistency of ~120%*
- Average Revenue Persistency of ~110%*
- ARPU increases with vintage
- Customers >5 year vintage contributes:
 - 60% of revenue
 - 65% of AUM

COUPLED WITH

Resulting in consistent increase in Revenue



Leading to sustained improvement in AUM



New clients bring acquired (FY20 onwards) are demonstrating better characteristics

	Cust. Acquired before FY20		Cust. Acquired FY20 onwards
ARPU	~ INR 0.1 Mn	→ 2 X →	~ INR 0.2 Mn
AUM	~ INR 35 Mn	→ 1.7 X →	~ INR 60 Mn

* Calculated by taking average of 1 year retention across 7 periods (FY15-FY22)

Wealth franchise: Demonstrating consistent performance

INR Tn

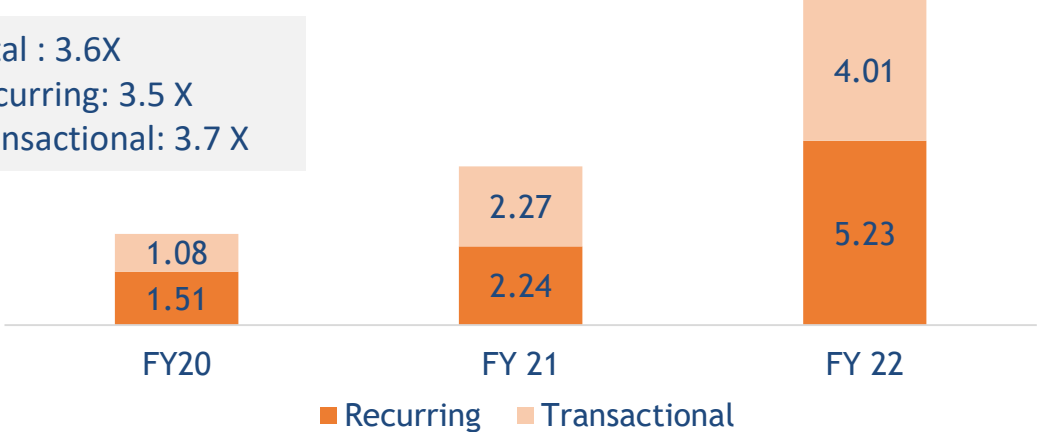
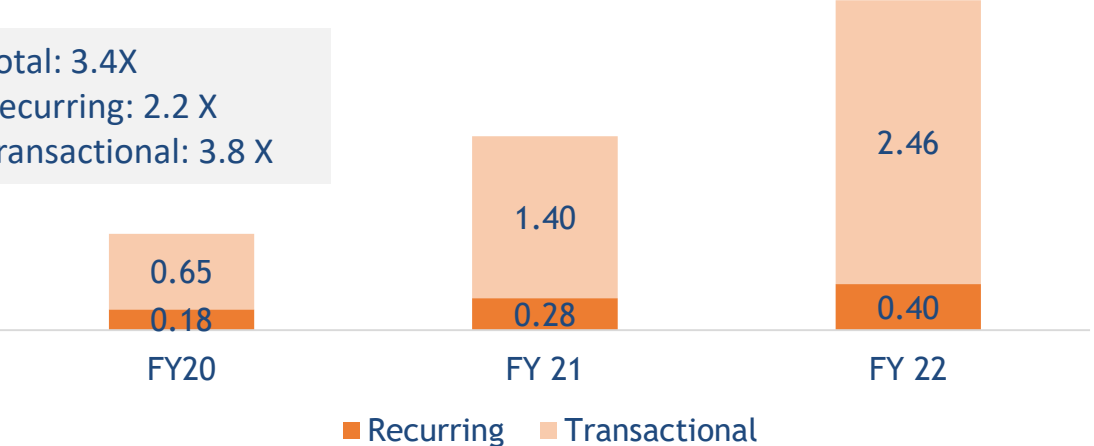
AUM

INR Bn

Revenue

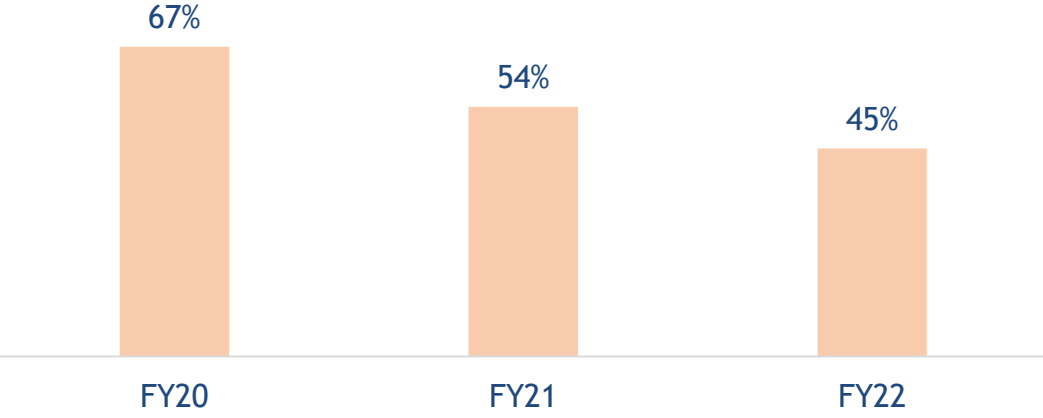
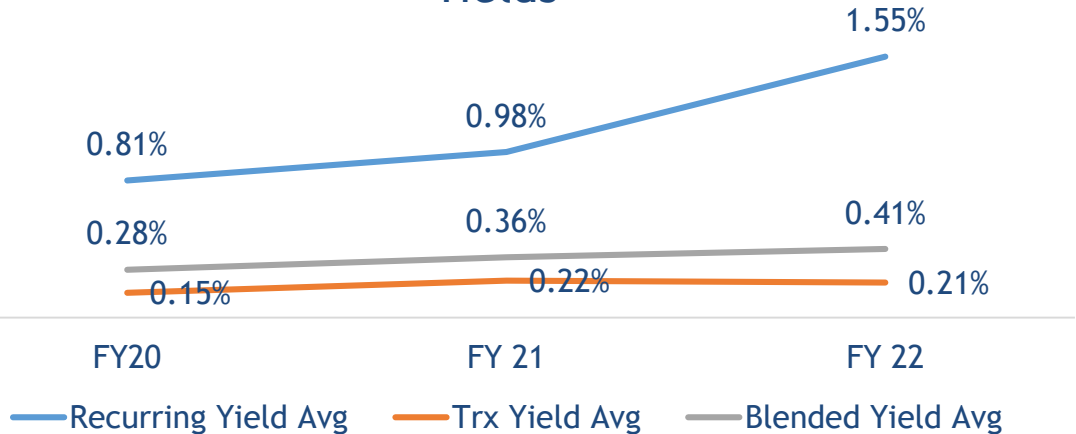
Total: 3.4X
Recurring: 2.2 X
Transactional: 3.8 X

Total : 3.6X
Recurring: 3.5 X
Transactional: 3.7 X



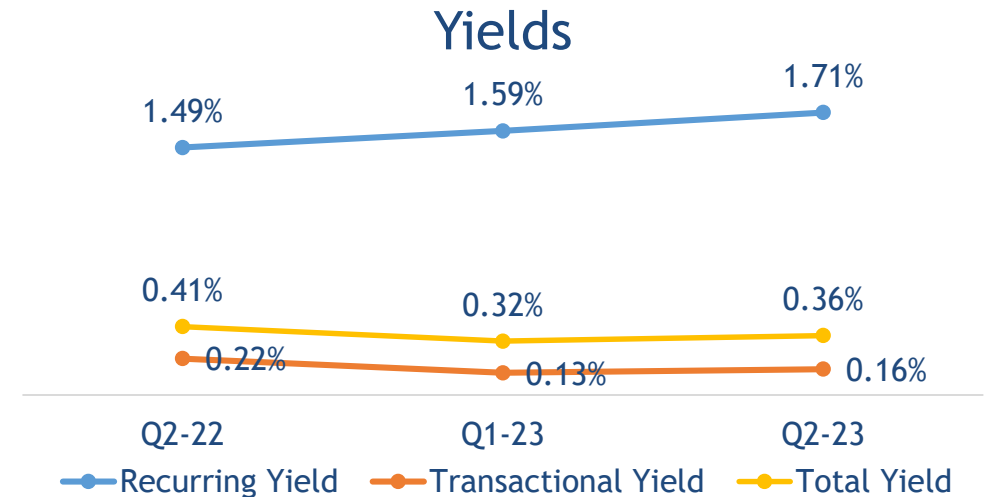
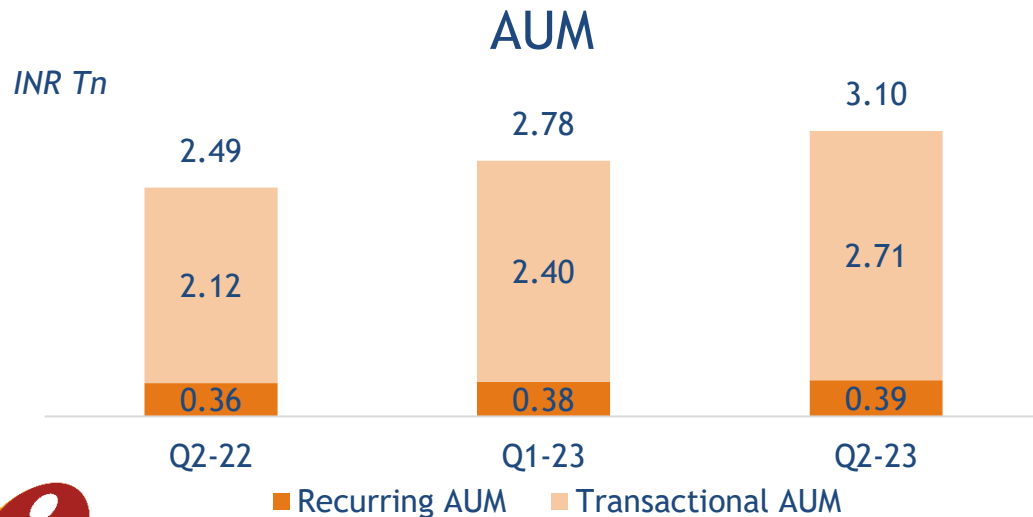
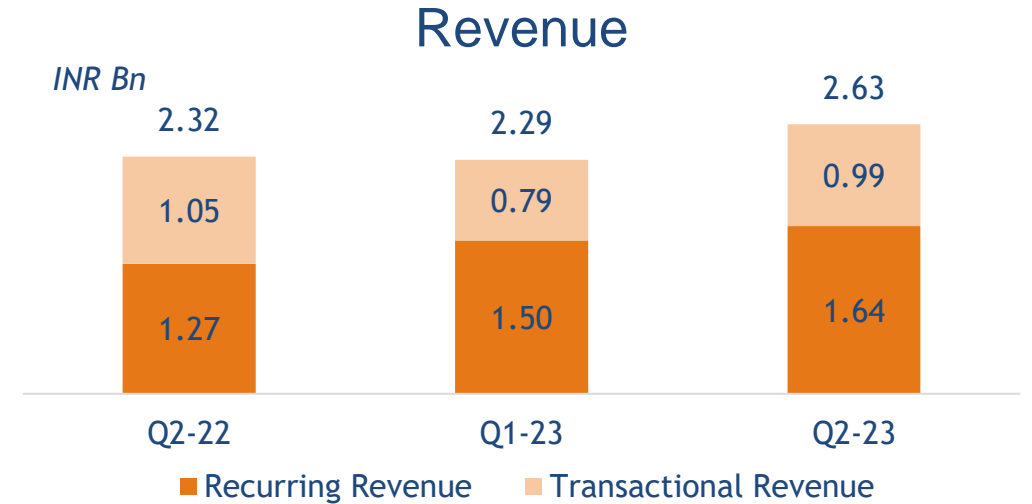
Yields

Cost/Income



Wealth Management- Quarterly Snapshot

- Total AUM at ~ ₹ 3.1 tn, up 12% sequentially and 25% on YoY basis
- Total Revenue at ~ ₹ 2.6 bn, up 15% sequentially and 14% on YoY basis
- Overall yield at 36 bps v/s 32 bps in Q1FY23
- C/I at 54%, v/s 53% in Q1FY23
- Total clients crossed 70,000 and stands at 71,217; added ~1,500 clients during the quarter



Agenda

- ISEC Quarterly Update
- Business Performance
- **ISEC Franchise**

Being there never
mattered more



ICICI Securities: At a Glance

Total Assets
₹ 5.64 tn¹
26% CAGR (FY17-22)

Wealth Assets
₹ 2.86 tn²
33% CAGR (FY17-22)

Client Base
7.56 mn³
16% CAGR (FY17-22)

NPS Score
39.5%⁴
v/s 31.7% in Q4FY21

Client Acquisition
2.27 mn⁵
Highest ever in a year

Revenue
₹ 34,385 mn⁵
20% CAGR (FY17-22)

Profit After Tax
₹ 13,826 mn⁵
32% CAGR (FY17-22)

ROE
65%⁵
For FY22

Dividend
₹ 24⁵
37% CAGR (FY19-22)
Over 50% Consistent Payout

- India's trusted brand for financial services from the house of ICICI
- Leading wealth tech business with meaningful market share in equities, derivatives, mutual funds, ETFs, bonds and deepening presence in distribution of insurance and loans
- Only listed wealth-tech company to be rated as AAA demonstrating strong financials
- Digital and scalable business model with high operating leverage
- Omni channel engagement model catering to wide cross section of needs
- Eminent and Experienced Board & Management
- Industry recognition through various awards

Sustained Financial Performance and Shareholding Returns



1. Assets of our clients including equity demat assets maintained with ICICI Bank and excluding promoter holding, as on Mar,31 2022

2. Assets of our clients with more than 1 cr AUM at individual level including equity demat assets maintained with ICICI Bank and excluding promoter holding, as on Mar, 31 2022

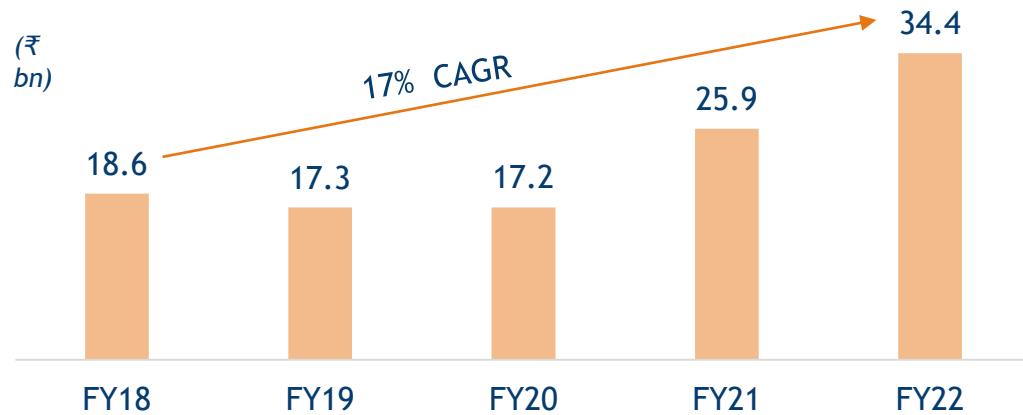
3. As on Mar, 31 2022

4. For Q4 FY22

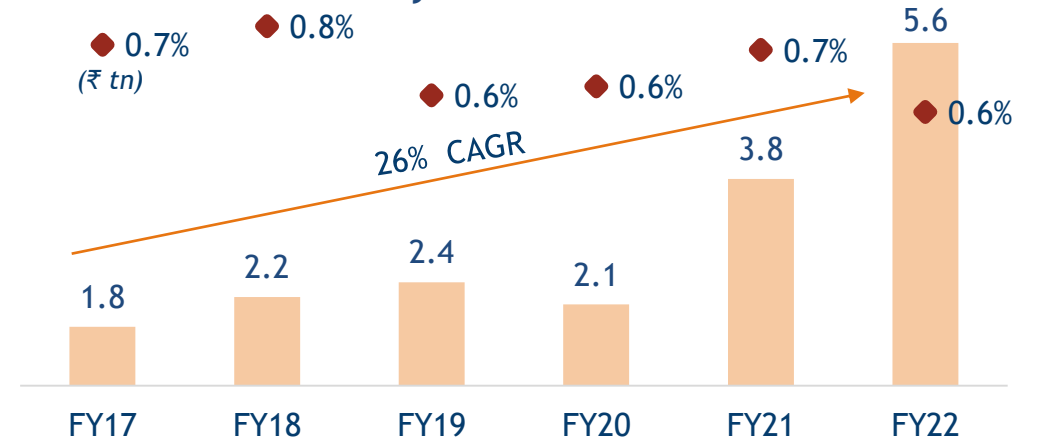
5. FY22

Business Model: Sustainable financial performance

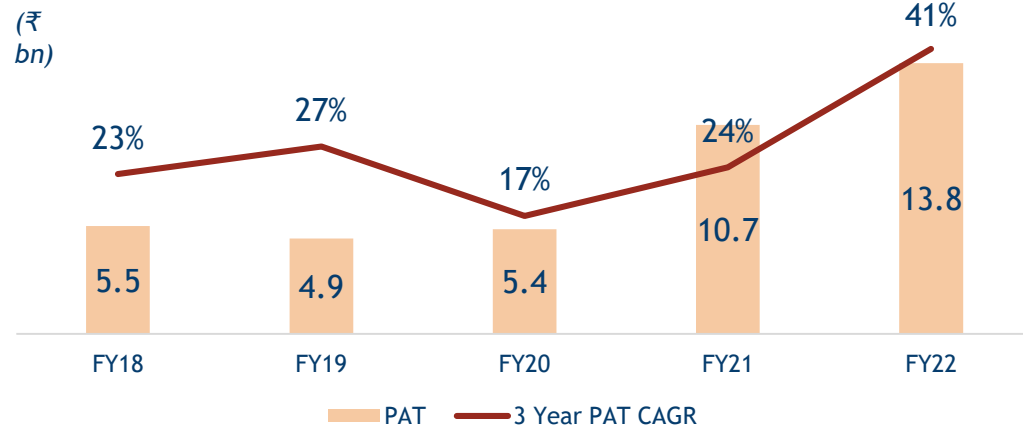
Secular trend of overall revenues



Consistent yield on client assets¹



Growth in PAT across cycles



- Business model has remained secular as seen by rolling 3 year periods with a minimum of 17% PAT CAGR
- The company has displayed capabilities to scale down cost and maximize profit during tough times

Free cashflow generating digital business model



1. Yield generated on all the assets of our clients (assets include their holding value across all product categories e.g. demat holding of equity shares, home loan, FD, mutual fund, PMS etc.)

Sticky, diverse & multifaceted client base

Diversified age group wise revenue mix; ~40% from millennials & Gen Z, 30% from 40-50 & 30% from 50+¹

>60% revenue in each of FY15 to FY22 was contributed by >5 year vintage customers²

In last 3 years, millennials and Gen Z form >80% of active customers³

66% of customers acquired in Q2-FY23 are < 30 years of age, 84% from tier II & III cities

1.19 mn clients⁴ with 2 or more products, up from 0.66 mn in FY17

Ability to attract millennials & Gen Z and retain vintage customers



1. As at FY22
2. Based on retail broking revenues
3. FY20 to FY22, Customers below 40 years of age
4. As at Q2-FY23

Journey towards our Aspiration

E-Broker Inception - FY17

- Significantly dependent on Retail and Institutional Equity
- Dependent on ICICI Bank for customer sourcing
- Product Focused Approach

Wealth-Tech Platform FY18 - FY21

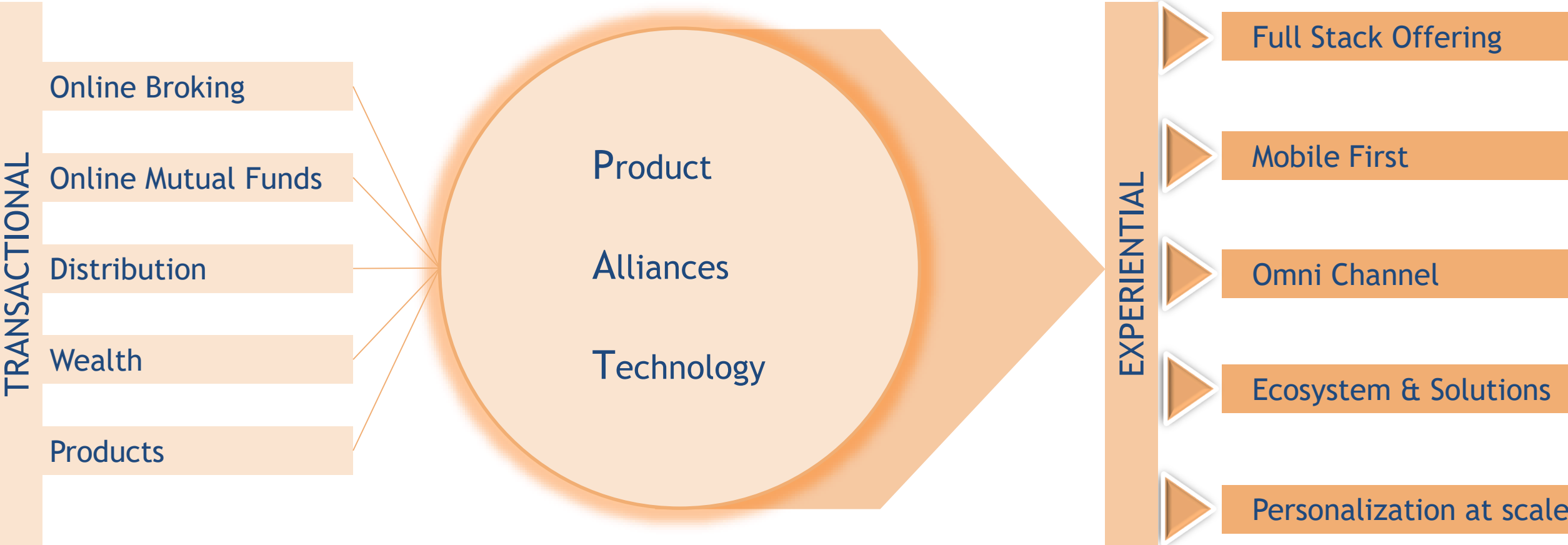
- Built inroads into non-broking business streams by texturizing equity and augmenting non-equity
- Adopted Open Architecture
- Customer Focused Approach
- Building blocks for Future: Growth led by Digitization

Digitally Integrated Financial Marketplace FY22- FY25

- Scaling up of non-broking business streams like MTF, PMS and Distribution of mutual funds, loans and insurance amongst others
- Products, Alliances and Technology to acquire customers and improve business performance
- Deepening Mindshare: Ecosystem Focused Approach



Transforming from Transactional to Experiential



Way forward

Diversification

- Diversify revenue and customer base
- Continue to scale relatively new business

Strengthen Product Proposition

- Attract, Onboard & Retain customers
- Capture Financial ecosystem
- Form Alliances & Partnerships

Invest in Marketing & Talent

- Brand building
- Proportion of new initiative
- Talent acquisition in focus areas



Focus on Operating leverage

- Reduce Cost of Acquisition
- Increase Profitability

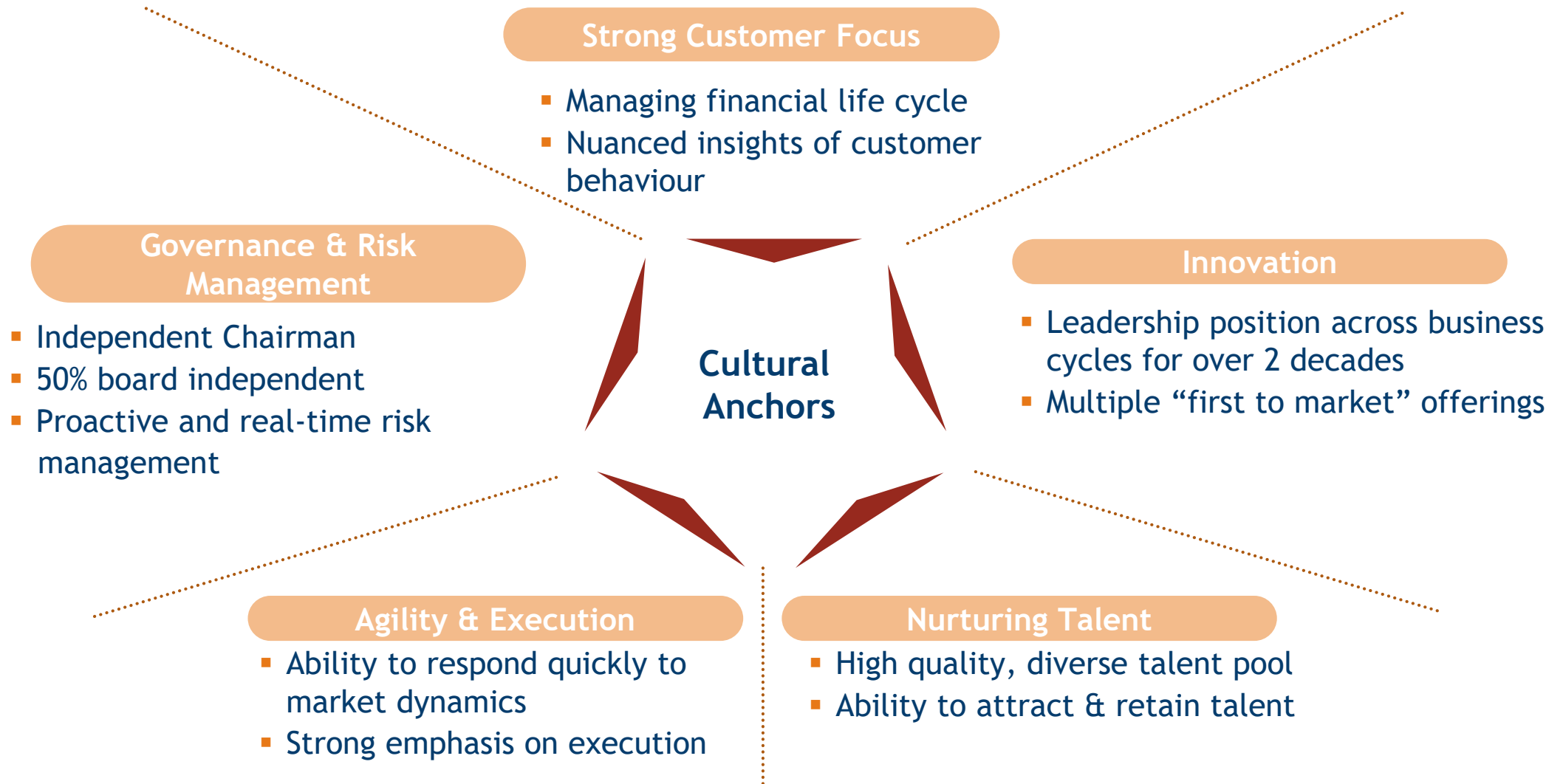
Invest in Next Gen Technology

- Architecture of FUTURE READY
- Agile and scalable platform
- Launch Digital layers
- Cloud Ready



Evolving into digital “NEO financial services’ marketplace”

Cultural Anchors & focus on earning trust



Responsible Franchise committed to a purposeful ESG Agenda

- Board approved ESG framework articulating our approach of conducting business sustainably managing ESG related aspects [\(link\)](#).
- Executive level ESG Forum comprising of cross functional heads
- Enhanced ESG disclosure in our ESG Report

BUSINESS ETHICS & GOVERNANCE

- Segregation of Board and Executive Management
- 50% independent directors on board, 100% independent directors in audit committee*
- Imbibing strong ethical culture in the organization through comprehensive policies on Code of Conduct and Business Ethics, AML, POSH amongst others

DATA PROTECTION

- Information Security Management Policy and Cyber Security & Cyber Resilience Policy in place to protect against cyber-attacks, threats & vulnerabilities
- Personal Data Protection Standard to increase employee awareness of data protection, acceptable data handling practices

POSITIVE IMPACT CSR & SUSTAINABLE DEVELOPMENT

- Sustainable livelihood
- Health Care Services
- Contribution to Incubators for support to Startups and R&D
- Towards a more inclusive society
- Environmental conservation

HUMAN CAPITAL

- Human rights policy
- Diversity, Equity and Inclusion Policy
- Training, Development and Mentoring



Committed to creating a meaningful and positive impact

*As on July 21, 2022 considering new Directors' appointment

ESG Framework link: https://www.icicisecurities.com/UPLOAD/ARTICLEIMAGES/ESG_Framework.pdf

ESG Snapshot

ENVIRONMENTAL FOOTPRINT

- Target to reduce energy consumption by 20%, Paper Consumption by 35% & Travel by 35% over FY25 over FY19 baseline
- Total of Scope 1, 2 & 3 emission reduced by 49% over FY19 baseline
- Gold Certification from the US Green Building Council for our new Prabhadevi location

HUMAN CAPITAL

- 4094 permanent employees
- 28% females in new hires
- Average training hours increased by 46% YoY to 60 per employee/annum
- Articulated formal value proposition 'PLEDGE' for employees



CORPORATE SOCIAL RESPONSIBILITY

- 2 Lac + Lives impacted
- 22 R&D start-ups incubated
- 5,00,000 litre drinking water treated daily
- 15,000 saplings planted across 30 villages
- National CSR Award in Financial Services Sector - '9th Edition Global Safety Summit Awards' partnered by Forbes India & UN Global Compact network India

RESPONSIBLE INVESTMENT

- Integrated ESG risks when making proprietary investments
 - Refrain from investing into certain sensitive sectors
- Sustainable development of Financial and Capital markets through ESG based MF offering



Awards

Best Wealth Management Provider - India - 2021
By World Finance, Wealth Management Awards 2021-22

The Best Securities House in India
By AsiaMoney Best Securities Houses Awards 2021

Best private bank - India
Finance Asia Country Awards, 2022

'National CSR Award in Financial Services Sector'
By 'Global Safety Summit Awards'

Best Wealth Management Platform Of The Year
Quantic Annual Bfsi Technology Excellence Awards 2022



'Best Content Digital Marketing Campaign'
By 'Investonomics at Digital Dragons Awards, 2021'

Best Domestic Private Bank - India
Asian Private Banker, Awards for Distinction 2021

'Digital Wealth Manager of the year- India'
By 'The Asset Triple A Digital Awards 2022'

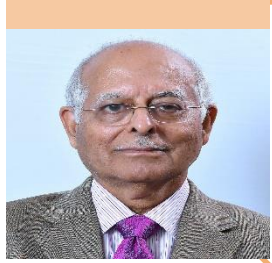
Research team secured #1 position in 4 sectors in
Asiamoney poll

Company Advisor of the Year'
By 'Franklin Templeton at Perspectives Awards, 2021'



1. Assets of our clients including equity demat assets maintained with ICICI Bank and excluding promoter holding
2. Yield generated on all the assets of our clients (assets include their holding value across all product categories e.g. demat holding of equity shares, home loan, FD, mutual fund, PMS etc.)

Eminent and Experienced Board



Mr. Vinod Kumar Dhall
Chairman
Independent Director



Mr. Ashvin Parekh
Independent Director



Mr. Subrata Mukherjee
Independent Director



Ms. Vijayalakshmi Iyer
Independent Director



Dr. Gopichand Katragadda
Independent Director



Mr. Prasanna
Balachander
Non-Executive Director



Mr. Rakesh Jha
Non-Executive Director



Mr. Vijay Chandok
MD & CEO



Mr. Ajay Saraf
Executive Director

- 9 eminent professionals as Directors with varied backgrounds, pioneers in respective fields
- Well structured performance evaluation process for its Directors including MD & CEO
- 5 Mandatory Committees and 14 Non-mandatory Committees with specialized functions including Risk Management Committee & CSR Committee
- Dr. Gopichand Katragadda has been appointed as an Independent Director w.e.f. August 26, 2022
- Mr. Rakesh Jha has been appointed as a Non-Executive Director w.e.f. September 26, 2022, subject to Regulatory approvals.



Safe harbor

Except for the historical information contained herein, statements in this release which contain words or phrases such as 'will', 'would', 'indicating', 'expected to', etc., and similar expressions or variations of such expressions may constitute 'forward-looking statements'. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results, opportunities and growth potential to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to, the actual growth in demand for broking and other financial products and services in the countries that we operate or where a material number of our customers reside, our ability to successfully implement our strategy, including our use of the Internet and other technology, our growth and expansion in domestic and overseas markets, technological changes, our ability to market new products, the outcome of any legal, tax or regulatory proceedings in India and in other jurisdictions we are or become a party to, the future impact of new accounting standards, our ability to implement our dividend policy, the impact of changes in broking regulations and other regulatory changes in India and other jurisdictions as well as other risk detailed in the reports filed by ICICI Bank Limited, our holding company with United States Securities and Exchange Commission . ICICI Bank and ICICI Securities Limited undertake no obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

This release does not constitute an offer of securities.





Thank you

Appendix

Consolidated P&L

(₹ million)

Particulars	Q2-FY22	Q1-FY23	Q2-FY23	Q-o-Q%	Y-o-Y%
Revenue	8,566	7,948	8,656	9%	1%
Operating Expenses	577	641	715	12%	24%
Employee benefits expenses	1,683	1,750	1,858	6%	10%
Other expenses	1,016	883	966	9%	(5%)
Total operational expenses	3,276	3,274	3,539	8%	8%
Finance Cost	581	1,004	1,082	8%	86%
Total expenses	3,857	4,278	4,621	8%	20%
Profit before tax	4,709	3,670	4,035	10%	(14%)
Tax	1,197	934	1,031	10%	(14%)
Profit after tax	3,512	2,736	3,004	10%	(14%)
Other Comprehensive Income (OCI)	23	(59)	37	-	60%
Total Comprehensive Income (TCI)	3,535	2,677	3,041	14%	(14%)



Segment performance

(₹ million)

Particulars	Q2-FY22	Q1-FY23	Q2-FY23	Q-o-Q%	Y-o-Y%
Segment Revenue					
Broking & Distribution	7,528	7,360	7,691	4%	2%
Issuer Services and Advisory	727	350	488	39%	(33%)
Treasury	310	238	419	77%	35%
Unallocated			58	-	-
Income from operations	8,566	7,948	8,656	9%	1%
Segment Profit before tax					
Broking & Distribution	3,982	3,423	3,513	3%	(12%)
Issuer Services and Advisory	521	105	206	97%	(60%)
Treasury	207	142	258	81%	25%
Unallocated			58	-	-
Total Result	4,709	3,670	4,035	10%	(14%)



Balance sheet : Assets

(₹ million)

ASSETS	At Sep 30, 2021	At Mar 31, 2022	At Sep 30, 2022
Financial assets (A)	114,370	1,32,255	1,36,616
Cash/Bank and cash equivalents	49,604	56,166	59,395
Securities for trade & Derivatives financial instrument	1,800	2,431	3,575
Receivables	2,863	3,848	2,437
Loans	59,107	68,567	70,240
Investments	36	107	96
Other financial assets	960	1,136	873
Non-financial assets (B)	4,262	4,207	4,553
Deferred tax assets (net)	574	424	452
Right-of-use assets	1,039	899	832
Fixed assets, CWIP & Intangible assets	861	1,079	1,279
Current tax assets & other non financial assets	1,788	1,805	1,990
Assets (A+B)	118,632	1,36,462	1,41,169



Balance sheet : Equity and Liabilities

(₹ million)

EQUITY AND LIABILITIES	At Sep 30, 2021	At Mar 31, 2022	At Sep 30, 2022
Financial liabilities (A)	91,899	1,05,753	1,09,455
Payables	12,571	10,776	8,840
Derivative financial instruments	5	-	1
Debt securities	58,626	77,392	80,971
Lease liabilities	1,157	1,019	952
Deposits & Other financial liabilities	19,540	16,566	18,691
Non-financial liabilities (B)	6,135	6,404	5,630
Equity (C)	20,598	24,305	26,084
Equity share capital	1,613	1,613	1,614
Other equity	18,985	22,692	24,470
Equity and Liabilities (A+B+C)	118,632	1,36,462	1,41,169

