

REF: CIL/CC/BSE-23/2021-22

August 13, 2021

To,
The Department of Corporate Services,
The BSE Limited,
P. J. Towers,
Dalal Street,
Mumbai- 400 001

Ref: Scrip Code No. 531358

Sub: Investor Presentation

Dear Sir/Madam,

Please find enclosed a copy of Investor Presentation on the Un-Audited Financial Results of the Company for the quarter ended June 30, 2021.

Kindly take the above document on your record.

Thanking You,

Yours Truly,

For Choice International Limited



(Karishma Shah)

Company Secretary & Compliance Officer





Choice International Ltd.

EARNINGS PRESENTATION

Q1-FY22



EXECUTIVE SUMMARY

Choice Group, listed on BSE as Choice International Ltd (Choice) is more than a decade old company under the leadership of CA Kamal Poddar. It is an end-to-end financial services conglomerate.

Choice Group has successfully created a fintech ecosystem which combines a suite of platforms under one roof for all financial services

The company, through its multiple subsidiaries, offers financial services across all platforms catering to retail and institutional clients, corporates and state and central governments

- Equity & Commodity Broking
- Insurance Broking
- Wealth Management
- Retail Loan Distribution
- Management Consulting
- Investment Banking
- Infrastructure Consulting
- Government Advisory

49

OUR
OFFICES

2k+

EMPLOYEE
STRENGTH

13K+

CHOICE BUSINESS
ASSOCIATE

3Lac+

OUR
CLIENTELE

FY 21 Financials

INR
1,758 Mn

REVENUE

INR
167 Mn

PAT

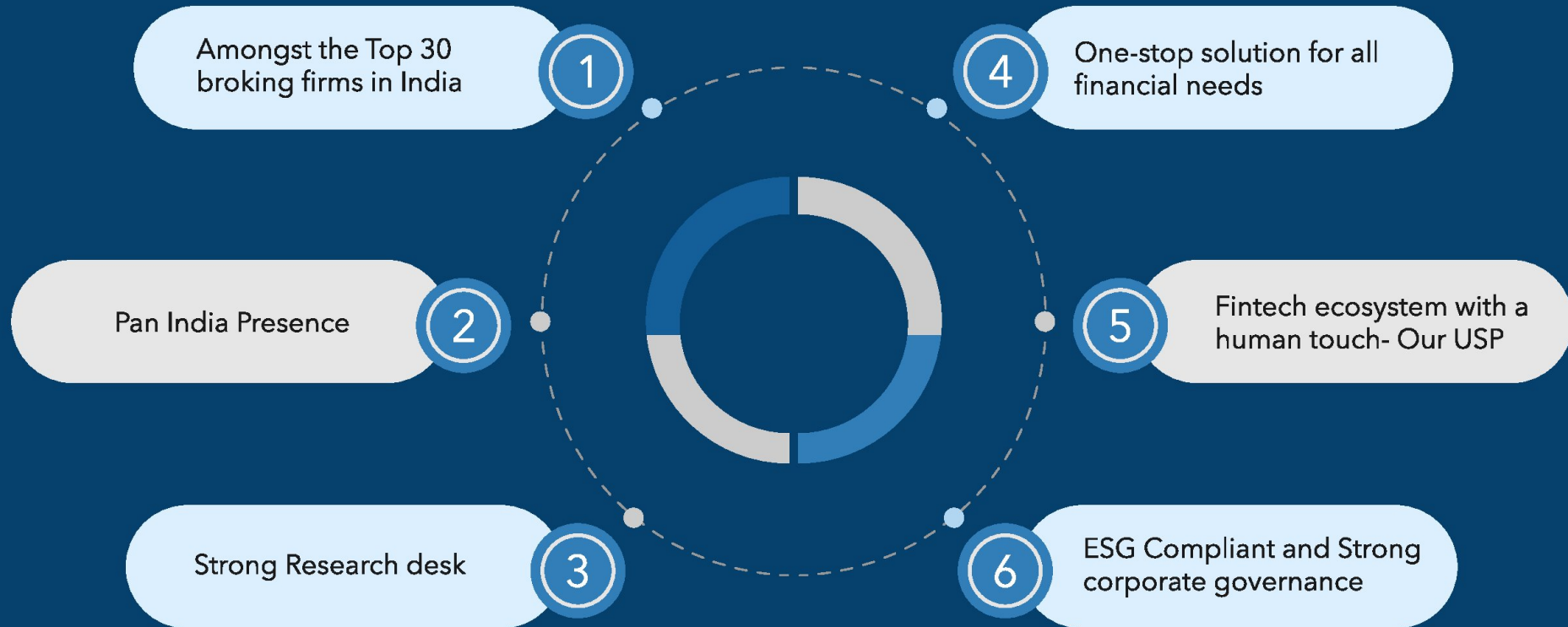
INR
5.11

DILUTED EPS

INR
2,630 Mn

NETWORTH

COMPANY SNAPSHOT





EARNINGS UPDATE

EARNINGS SNAPSHOT

Q1-FY22- Consolidated	(INR Mn)
Revenue from Operations	600
EBITDA	205
EBITDA Margin	34.2%
PAT	129
PAT (%)	22.0%
EPS	4.02



Q1-FY22 CONSOLIDATED INCOME STATEMENT (IND-AS)

PARTICULARS (INR Mn)	Q1-FY22	Q4-FY21	Q-o-Q	Q1-FY21	Y-o-Y
Operating Revenue	600	497	21.0%	424	42.0%
Total Expenses	395	442	11.0%	231	71.0%
EBITDA	205	55	NA	193	6.2%
<i>EBITDA Margin</i>	34.2%	11.1%	NA	46.0%	NA
Depreciation	7	8	(12.5)%	8	(12.5)%
Finance cost	33	38	(13.2)%	39	(15.4)%
Other Income	15	25	(40.0)%	16	(6.3)%
PBT	180	34	NA	162	11.1%
Tax	51	10	NA	51	NA
Profit After tax	129	24	NA	111	16.2%
<i>PAT Margin</i>	22.0%	5.0%	NA	26.2%	(420) Bps
Other comprehensive income	1	3	(67.0)%	-	NA
Total Comprehensive income	130	27	NA	111	17.1%
Diluted EPS (INR per share)	4.02	0.69	NA	4.45	(9.7)%

HISTORICAL CONSOLIDATED INCOME STATEMENT (IND-AS)

PARTICULARS (INR Mn)	FY21	FY20	FY19
Operating Revenue	1,687	1,288	1,166
Total Expenses	1,344	952	855
EBITDA	343	336	311
<i>EBITDA Margin</i>	20.3%	26.1%	27.0%
Depreciation	31	36	32
Finance cost	155	172	203
Other Income	71	54	47
PBT	228	182	123
Tax	61	58	35
Profit After tax	167	124	88
<i>PAT Margin</i>	10.0%	9.6%	8.0%
Share of profit/loss from associate	-	-	(1)
Loss on disposal of associate	-	-	(28)
Other comprehensive income	4	14	(101)
Total Comprehensive income	171	138	(42)
Diluted EPS (INR per share)	5.11	5.86	8.8

CONSOLIDATED BALANCE SHEET (IND-AS)

PARTICULARS (INR Mn)	FY20	FY21
Equity	2,132	2,630
Equity Share Capital	200	286
Other Equity	1,932	2,344
Non-current Liabilities	158	355
a) Financial Liabilities		
•Borrowings	38	262
(ii) Other Financial Liabilities	-	-
b) Deferred Tax Liability	79	46
c) Provisions	19	23
d) Other long term liabilities	22	24
Current Liabilities	2,738	3,571
a) Financial Liabilities		
(i) Trades payable- Total outstanding dues of micro and small enterprises	1	34
(ii) trade payables-other than micro & small enterprises	72	104
(iii) Other financial liabilities	1,110	2,019
(iv) Borrowings	1,386	1,215
b) Other current liabilities	156	118
c) Provisions	14	81
GRAND TOTAL- EQUITY & LIABILITIES	5,028	6,556

PARTICULARS	FY20	FY21
Non-current Assets	1,164	1,012
Property, plant & Equipment	722	712
Investment Property	12	12
Goodwill	83	83
Other Intangible Assets	58	48
Intangible Assets Under development	1	2
Financial Assets		
1) Investments	196	66
2) Loans	8	1
3) Other financial assets	40	49
Income Tax Assets	36	29
Deferred Tax Assets	8	10
Other Non-current Assets	-	-
Current Assets	3,864	5,544
a) Securities held for Trade	306	87
b) Financial Assets		
(i) Trade Receivables	910	761
(ii) Cash & Cash Equivalents	373	303
(iii) Bank balances other than above	137	179
(iv) Loans	1,178	2,465
(v) Other financial assets	906	1,704
c) Other Current Assets	54	45
GRAND TOTAL- ASSETS	5,028	6,556

Q1-FY22 Operational Highlights

- Operating Revenue for the quarter under review has shown a staggering growth of 42% on a YoY basis and 26% on a QoQ basis. This is contributed by strong growth in our Equity business where market sentiment has played a major role, as more and more people have entered the stock market to reap the benefits which has increased our active clientele for the quarter
- CEBPL has reported a staggering revenue of INR 38 Cr for the quarter which has given a boost to the company's profit. The company now ranks in the Top 25 broking firms in the country.
- The company has infused capital in the NBFC business in the last two quarters which has now started reaping benefits.
- The group has launched a new web-based platform called e-filex for individuals to file income tax returns. The platform is equipped with round-the-clock artificial intelligence enabled chatbot to reply to the user's query. E-filex covers the entire gamut of individual assesses having multiple sources of Income and has refined itself, compared to its peers by removing the clutter of unnecessary fields and filing it in four simple steps with an easy interface.
- Choice Consultancy Services Private Limited, has been successfully delivering as per the scopes and services of the Jal Jeevan Mission Projects of WSSO, Govt of Rajasthan; entrusted by NABCONS. In addition to the existing work allocation, we have furthermore secured and successfully completed the initial leg of work for even additional volumes of projects under Jal Jeevan Mission. The company has secured Consultancy Design work to the tunes of an additional figure of about 16 Crores and is anticipating additional incoming revenues from the Jal Jeevan Mission Project.

MD'S MESSAGE



KAMAL PODDAR
Managing Director



Dear Stakeholders,

The last financial year has been a turnaround for the world as most of the economies have witnessed the most difficult times in history due to COVID-19. But with utmost strength and our determination we have managed to not let these times hamper our lives.

I hope each and every stakeholder is doing well in these unprecedented times and I believe that we will all come out to be stronger from this crisis.

As we have managed to keep ourselves motivated during these hard times and have given the best services to all our stakeholders. We have handled all the key operations smoothly by working at 25-30% capacity and rest from home for almost the entire year without hampering the day to day operations. We expect the same to continue for the next financial year as well.

In this financial year 2020-21, the group has done really well in terms of business and financials. We have managed to clock in growth of 30% YoY in our revenue with a growth of 35% YoY in our bottom-line. This was possible only through our efficiency in business and managing our operations well.

As far as business is concerned, our equity broking business has fared well this year and we are hoping this bull run to continue for the next three years which will give us added fuel for growth. Our other businesses are picking up steadily and we hope to clock in a hundred percent growth in revenue in next financial year 2021-22.

We have launched a new Fintech product for our customers called Alphabee (for long term investors) and are in process of launching multiple products like ISMOS, e-filix, SPARK, Credue and Optimo in the coming financial year. Choice is at the foothold for a very strong year ahead and we hope to become a Fintech ecosystem for our customers assisting them in their end-to-end financial journey.

We believe our employees are our strength and we have made all efforts to provide the best working infrastructure and support to them. This year we have decided to provide financial security to all our employees in case any unfortunate incident happens with them. Under this, the Group shall bear the expenses of their children's education till graduation for children below 18 years of age. In addition to this, the family shall get the last drawn salary of the deceased employee till 12 months.

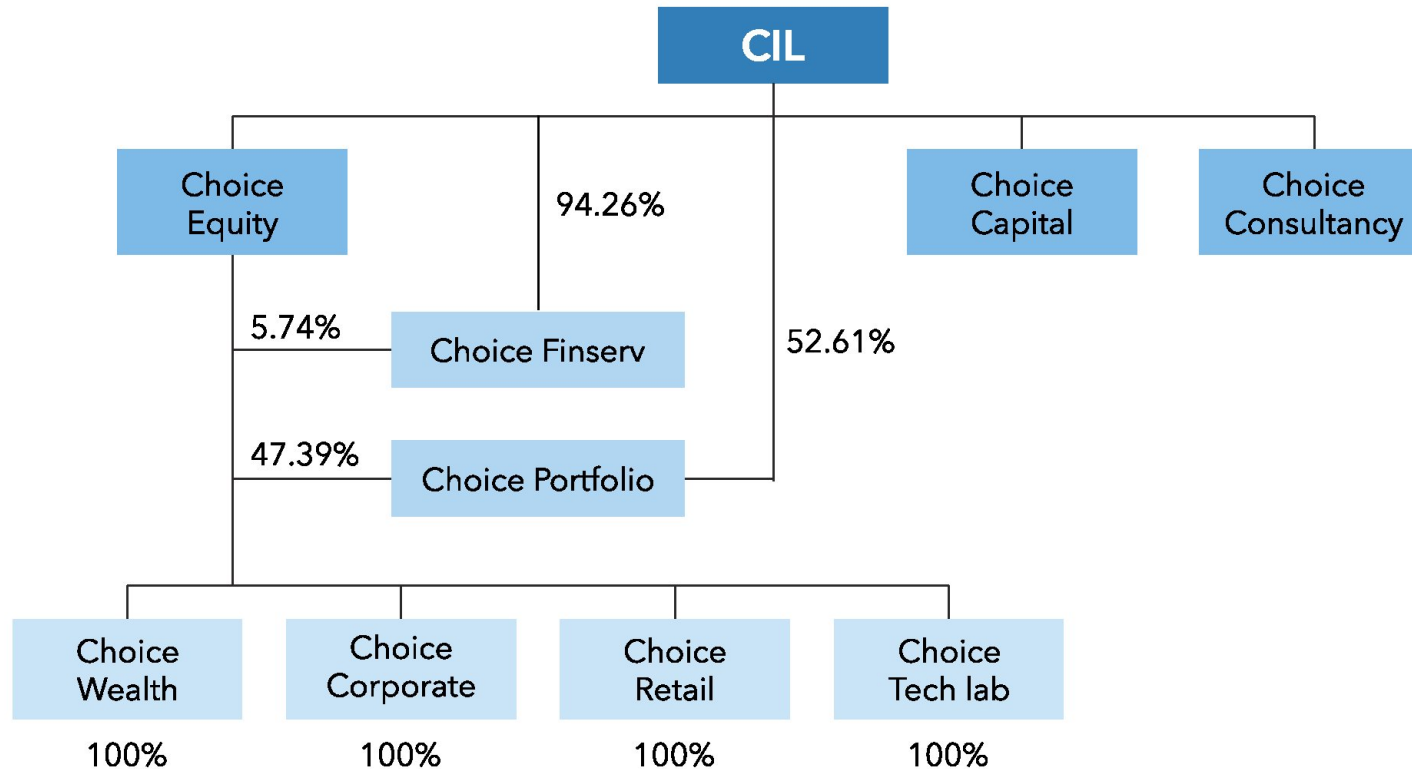
I take this opportunity to thank all our stakeholders for their faith in our Company and further appeal for their continued support in achieving our vision of being **"Sarvashreshtha"**





COMPANY OVERVIEW

CURRENT ENTITY STRUCTURE



Note: The Choice Group is also engaged in Insurance Broking activities through Choice Insurance Broking India Private Limited (CIBIPL). 99.99% shareholding is held by **Group's MD Mr. Kamal Poddar**.

Group Companies

S K Patodia & Associates

Founded by Patriarch, CA Sunil Patodia in 1992, S.K.Patodia & Associates is purely a firm with accounting as its DNA. It is a leading provider of the entire suite multidisciplinary expert services like accountancy, taxation, audit, financial analysis, business administration, corporate law services and many more. The team comprises of professionals having expansive domestic and international experience

BUSINESS MIX



B2C Retail Services

- Equity & Commodity Broking
- Insurance Broking
- Wealth Management
- Retail Loan Distribution



B2B Institutional Services

- Management Consulting
- Investment Banking
- Infrastructure Consulting
- Government Advisory

B2C BUSINESS



Equity & Commodity Broking

- One stop financial hub for your investment needs
- Stock trading, commodity & derivative trading, portfolio management services, bonds & debentures, offer for sale, public offer
- Backed by in-depth & dedicated technical & fundamental research teams that use modern set of tools & techniques to analyse the best equity investment for long-term & short-term goals.



Insurance Broking

- Acts as a "One stop shop for all insurance requirements
- Provides assistance in "Buying" the right insurance while representing the client(insured) and not the insurance company (insurer)
- Acts as an insurance aggregator covering multiple policies like: Life insurance, Personal insurance, insurance for employee benefit, Property Insurance, etc



Wealth Management

- A trusted advisor and AMFI registered Mutual Fund Distributor provides multiple services which include: Mutual fund advisory & distribution, financial planning, research & advisory, bonds advisory & distribution
- Provides analysis and advise based on the risk profile for every client



Retail Loans Distribution

- Covers a large gamut of loans under one umbrella: Housing Loan, Personal Loan, Loan against property, Business loan etc
- The group has a strong network across the country and has partnered with several large banks & NBFC's

B2B BUSINESS



Management Consulting

- Responsible to help companies navigate in turbulent business environment.
- Tailor-made, rational, complete and persistent solutions given to senior management of companies to solve various organizational and compliance issues.
- Cohesive regulatory support for fast-track & cost-effective approach to announce new products and services and comply with global regulations.



Investment Banking

- A SEBI registered category-I merchant banker, offers services such as IPO advisory, valuations, corporate finance etc.
- Since inception have raised over INR 7,000 cr for various clients

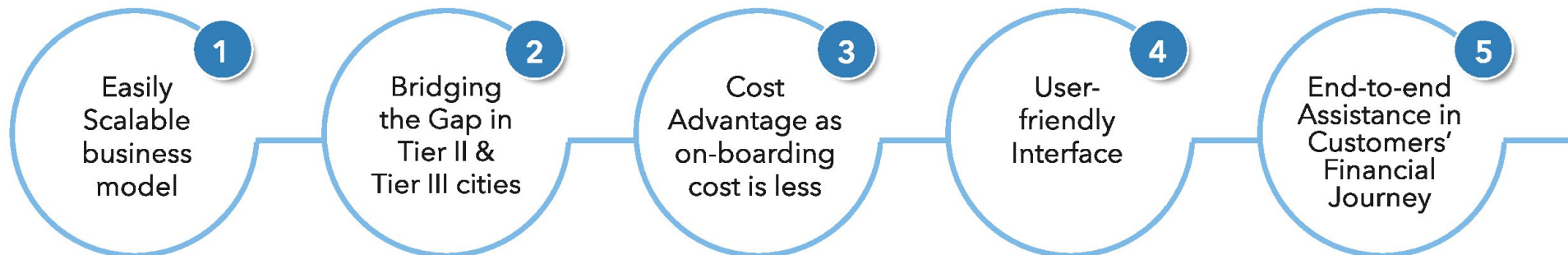
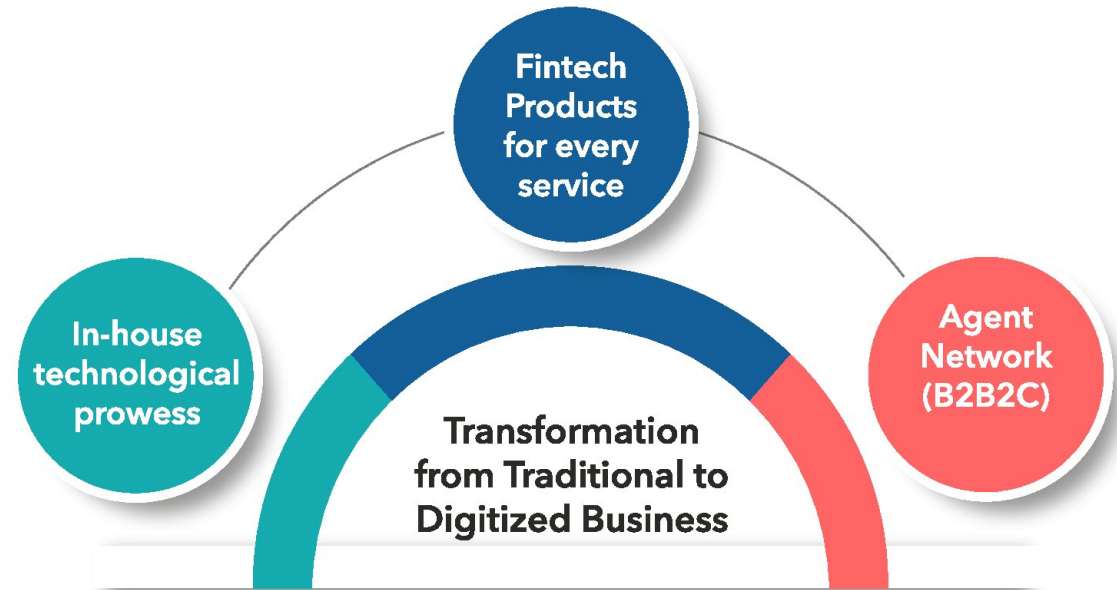


Infrastructure Consulting & Government Advisory

- Empowers governments by providing expert advisory services on planning new age cities
- Also provides assistance on financial services to the government'
- The company takes pride in empowering government for efficient governance and sustainable infrastructure. Being the frontrunners of this field, the company has completed many prestigious projects and schemes.
- On the backdrop of financial consultancy, Choice has first hand experience of being associated with more than 500 Urban Local Bodies, 25 state departments and more than 10,000 Panchayati Raj Institutions.

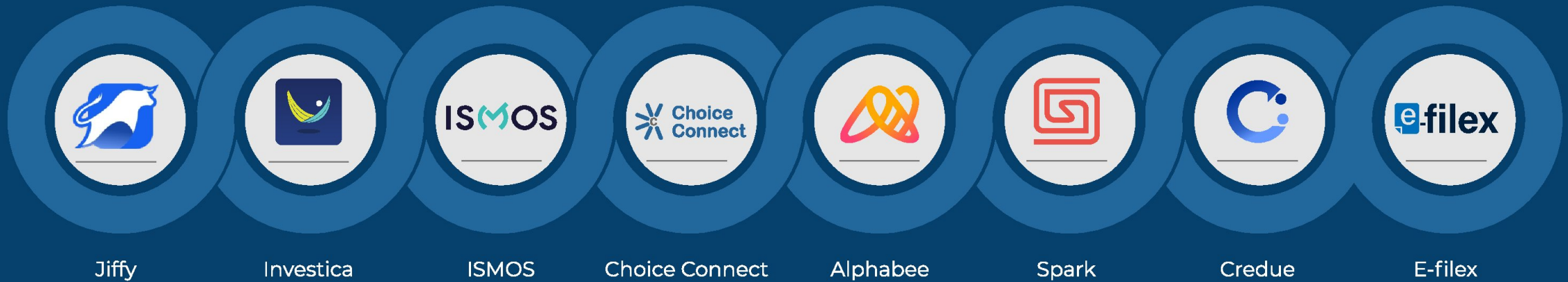
OUR DIGITAL TRANSFORMATION

We have leveraged our strengths, developed through our traditional business to transform into a Fintech ecosystem enabling us to serve our customers better



OUR DIGITAL PRODUCT ECOSYSTEM

- Choice has a complete suite of financial products focussed towards each product category (Equity & commodity broking, wealth management, insurance broking, retail loan distribution etc)
- Clients get access to all the products using single login credential via SSO
- Uses a common on boarding system, which helps us to enable a customer on multiple platforms with ease
- Use of advanced UI and UX concepts to keep products attractive to our customers



Jiffy

Investica

ISMOS

Choice Connect

Alphabee

Spark

Credue

E-filex

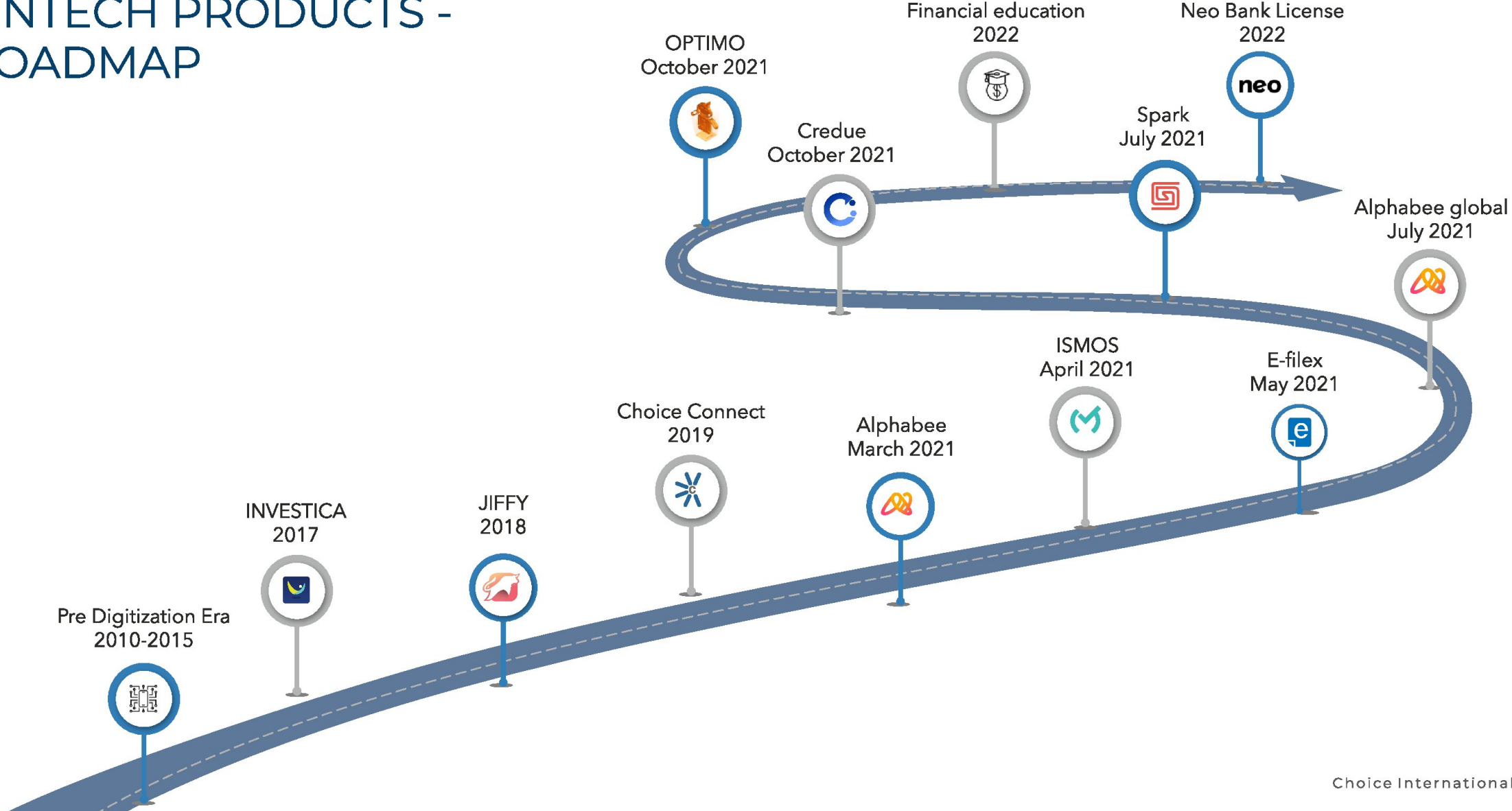
AI-Powered Advisory Engine

DIGITIZATION- ROADMAP FOR THE FUTURE

- Fintech stands to be one of the most upcoming industries in the country and Choice plans to stand at the forefront to capture this opportunity by bringing in revolutionary products for the investors. Our fintech ecosystem is going to be the roadmap for our future
- We are planning to build an AI Advisory engine which will direct our customers as per their requirements to our different platforms that will help them execute their needs.
- We aim to cover the entire financial lifecycle of an investor. We wish to give them easy and hassle-free experience fulfilling their financial needs.
- The main focus is to build a strong ecosystem under one roof that gives us benefits of reducing our cost of adding new clients and to be able to provide all services to our customers at affordable cost.



FINTECH PRODUCTS - ROADMAP



KEY PERSONNEL

B2C Services



Sunil Bagaria
Equity & Commodity Broking

Suyash Patodia
Insurance Broking



Sandeep Mandawewala
Retail Loans Distribution

Amit Singh
Wealth Management



B2B Services



Dhiraj Lalpuria
Management Consulting

Ratiraj Tibrewal
Investment Banking



B. C. Murarka
Infrastructure Consulting

Harsh Sarawagi
Government Advisory



Group Officers



Yogesh Jadhav
Chief Technology Officer

Nitesh Aggarwal
Group Relationship Officer



Manoj Singhania
Group CFO

Karishma Shah
Company Secretary and
Compliance Officer



THANK YOU