

REF: CIL/CC/BSE-58/2021-22

February 08, 2022

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,

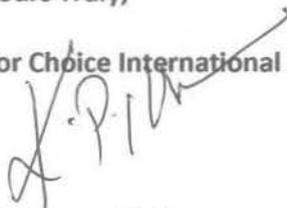
Please find enclosed a copy of Investor Presentation on the Un-Audited Financial Results of the Company for the Quarter and Nine months ended December 31, 2021.

Kindly take the above document on your record.

Thanking You,

Yours Truly,

For Choice International Limited



(Karishma Shah)

Company Secretary & Compliance Officer

Commitment to provide Financial Excellence

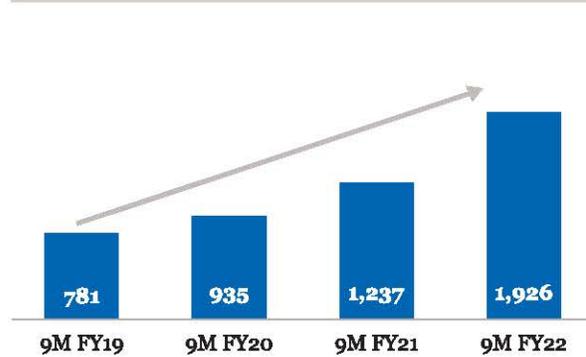
Choice International Ltd.
(BSE: 531358)

Q3 FY2022 Presentation
(Feb 2022)

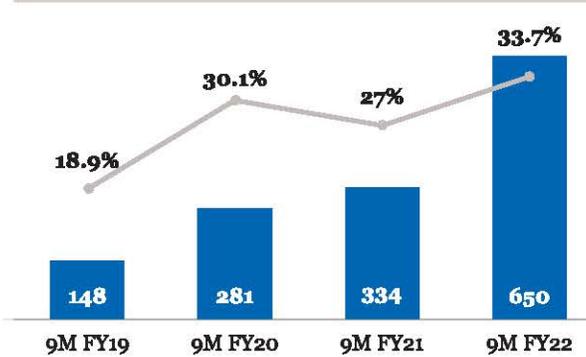


9M FY22 Highlights

Revenue (Rs. Mn)



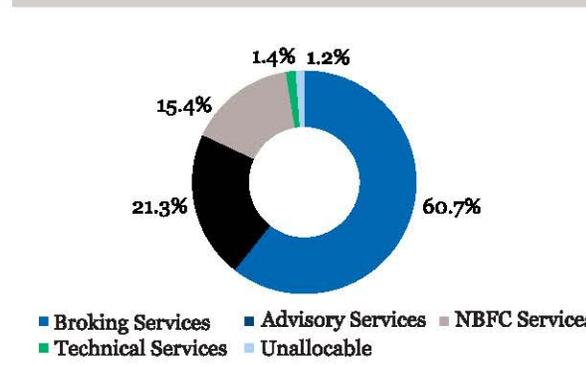
EBITDA (Rs. Mn) and Margin (%)



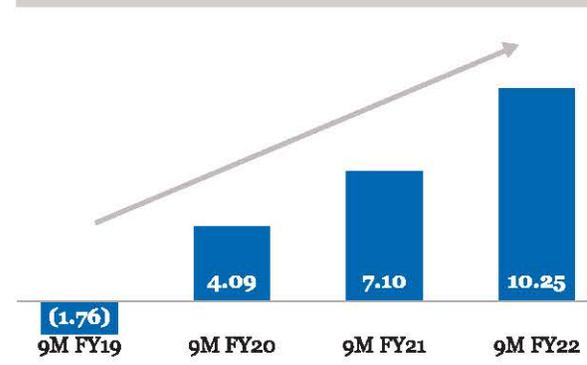
PAT (Rs. Mn) and Margin (%)



Revenue Share

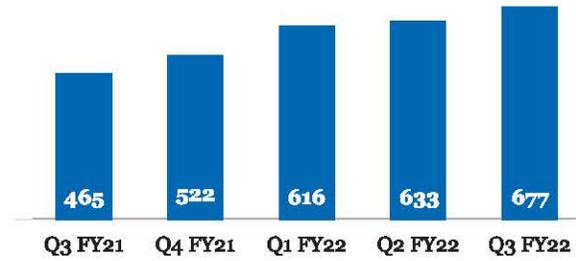


EPS (Rs.)

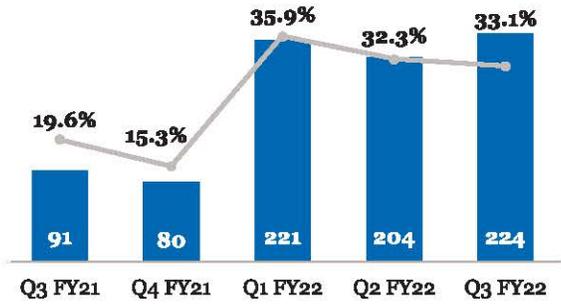


Q3 FY22 Highlights

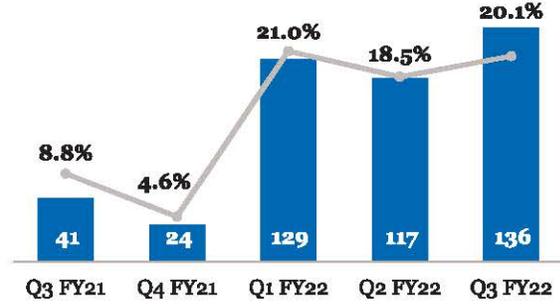
Revenue (Rs. Mn)



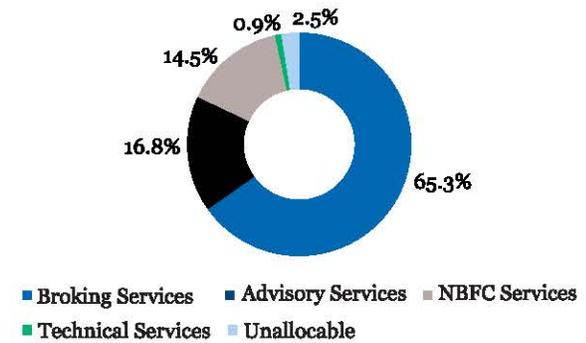
EBITDA (Rs. Mn) and Margin (%)



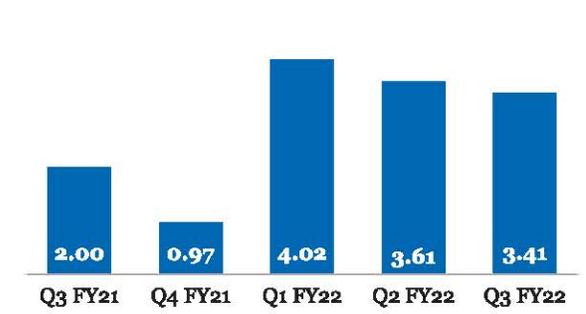
PAT (Rs. Mn) and Margin (%)



Revenue Share



EPS (Rs.)



Business Highlights

Key Business Highlights

- > Ranking amongst Top 20 Broking Firms in India as per NSE
- > Acquisition of New-Delhi based "Escorts Securities Limited" and Insurance + Mutual Funds distribution business of "CentCart"
- > Launched state of the art automated research engine "Jiffy Signal". Collaborated with Markets Mojo for an added feature of portfolio analysis
- > Launched Global Investing feature in Jiffy after integration with USA based Interactive Brokers
- > Trusted by 3,35,000 Demat account holders in India
- > Asset Under Management for Stock Broking services was INR 174 Billion as on December 31, 2021
- > Wealth Services marked a multi-fold growth. AUM increased from INR 1.55 Billion as on December 31, 2020 to INR 3.27 Billion as on December 31, 2021
- > INR 500 Million worth of Home loans disbursed as on December 31, 2021

Management Commentary

"We continued our stellar performance during the quarter with a topline growth of around 45% and more than tripling of PAT. This robust performance was broad based across our business segments with stock broking and insurance segments being the major drivers.

Our total demat accounts increased by 47% during the 9 months period since March 2021, this was supported by our customer acquisition through digital channels and network of choice business associates during the year. We expanded the network of our business associates by on-boarding over 5,000 new associates during the year. We have done reorganization in our NBFC entity and scheduled to launch our first digital lending products by April 2022.

Our B2B segment also continued to grow. During the last nine months, our Government advisory team has bagged projects worth more than INR 210 Million across various states including Rajasthan, West Bengal and Maharashtra.

Our strategic objectives are aligned with growth of financial sector in the under penetrated markets of India, and we are confident of contributing to the Country's goal of enhancing financial inclusion."

Mr. Kamal Poddar, Managing Director

Financial Performance

Continued growth momentum with strong margins

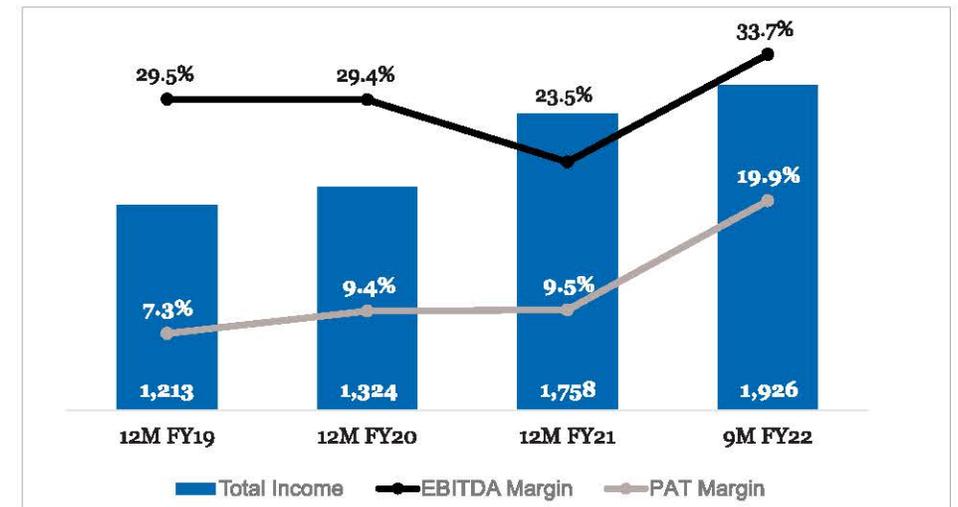
(Rs. Million)	Q3 FY22	Q3 FY21	Y-o-Y Growth (%)	Q2 FY22	Q-o-Q Growth (%)	9M FY22	9M FY21	Y-o-Y Growth (%)
Revenue from Operations	659	455	44.8%	611	7.9%	1,870	1,191	57.0%
Other Income	18	11	63.6%	22	(18.2%)	56	46	21.7%
Total Income	677	465	45.3%	633	7.0%	1,926	1,237	55.7%
EBITDA	224	91	146.2%	204	9.8%	650	334	94.6%
EBITDA Margin	33.1%	19.6%		32.3%		33.7%	27.0%	
EBIT	215	83	159.0%	197	9.1%	626	311	101.3%
EBIT Margin	31.7%	17.9%		31.1%		32.5%	25.1%	
PBT	181	46	293.5%	163	11.0%	525	195	169.2%
PBT Margin	26.7%	9.9%		25.8%		27.2%	15.7%	
PAT	136	41	231.7%	117	16.2%	382	143	167.1%
PAT Margin	20.1%	8.8%		18.5%		19.9%	11.6%	
Basis EPS	3.41	2.00	75.5%	3.61	(5.5%)	10.25	7.10	44.4%

Company Overview

One of the leading financial conglomerate providing tech-led financial services

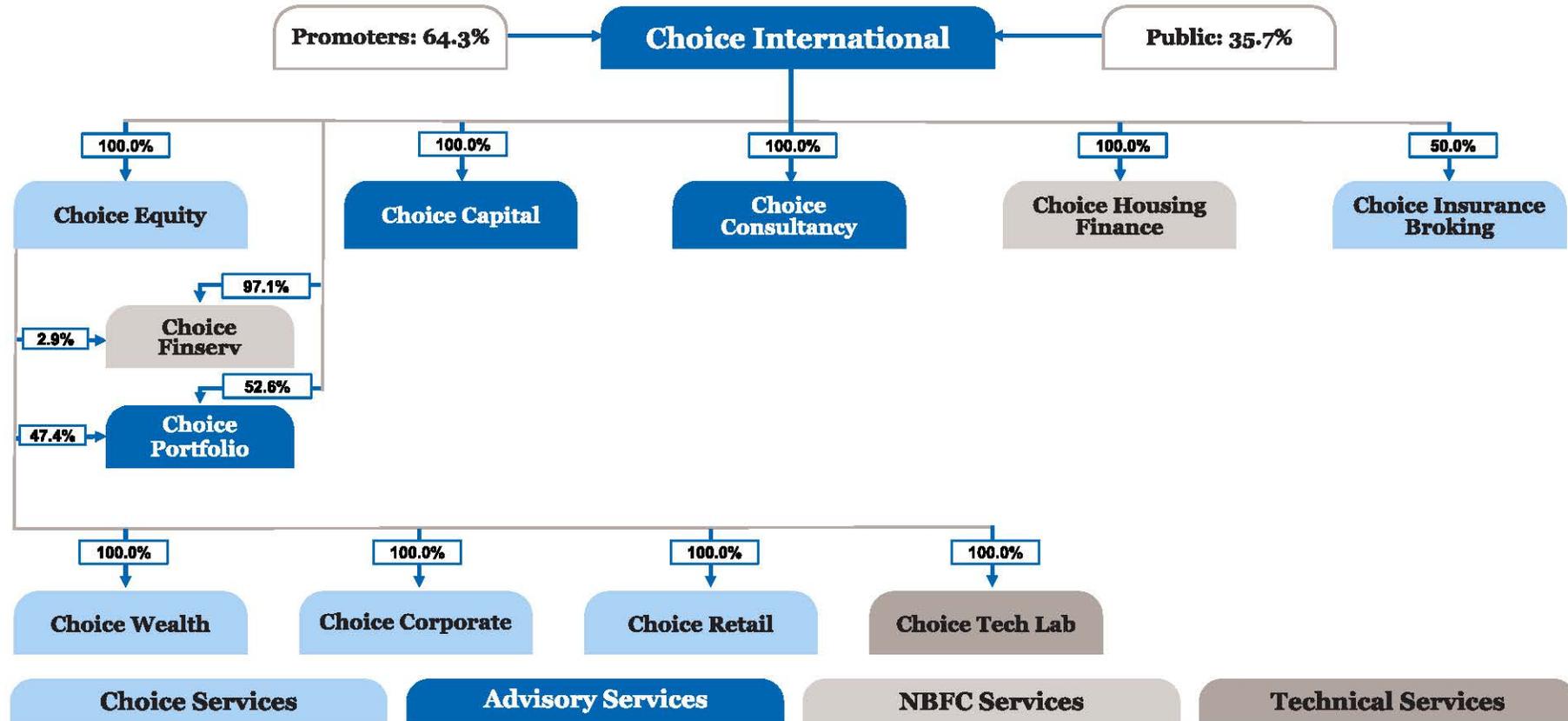


- > End-to-end financial services conglomerate with over a decade's expertise
- > Ranking in Top 20 broking firms in India
- > PAN India Presence
- > Strong Research Desk for both Institutional and Retail
- > Fintech ecosystems with a human touch
- > ESG compliant and strong Corporate Governance



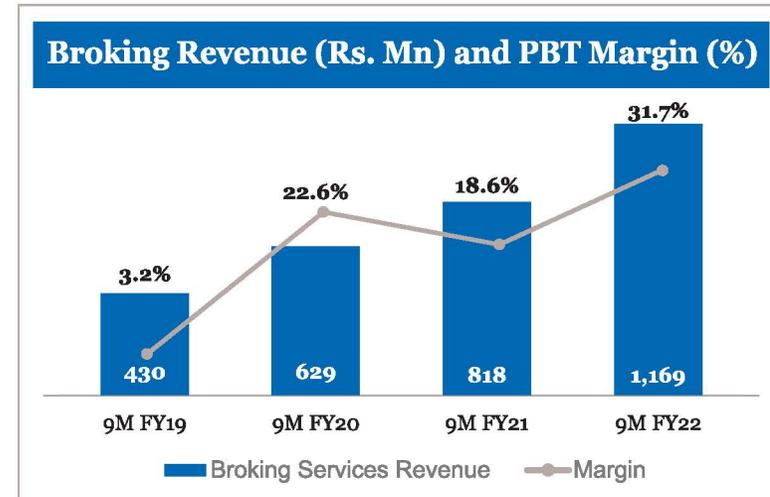
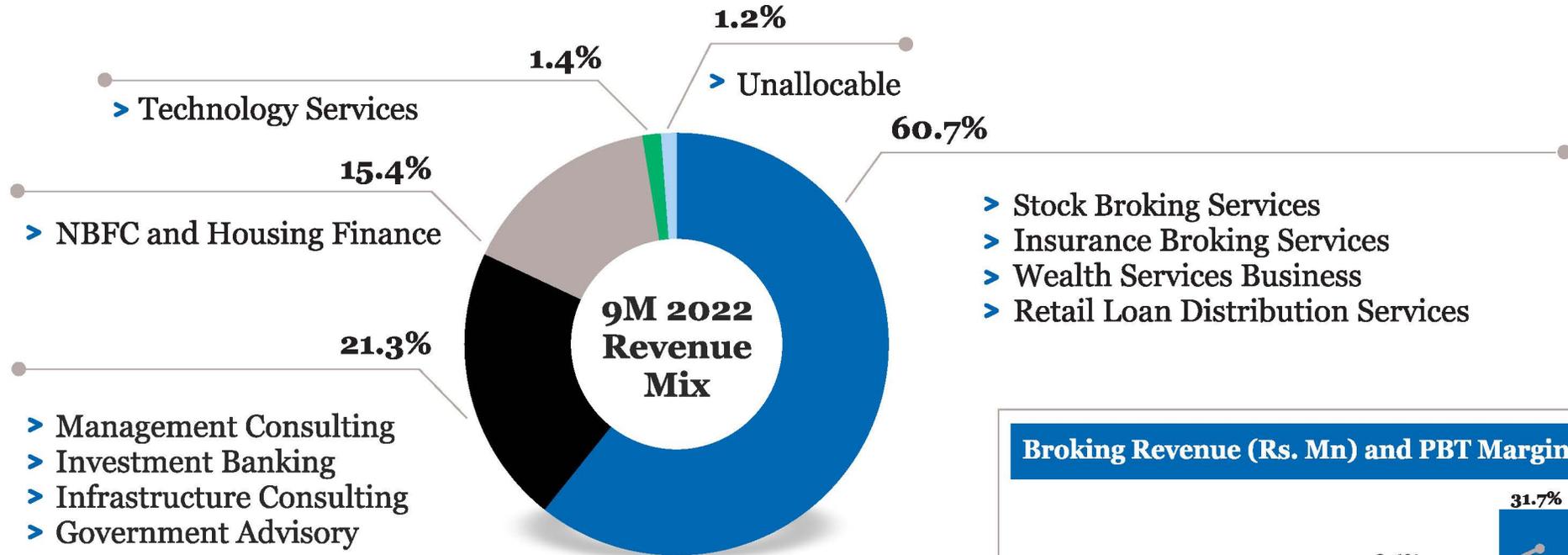
Corporate Structure

Turnkey services via multiple subsidiaries



Business Segment Overview

Diverse service portfolio ranging from consulting to customer specific financial needs



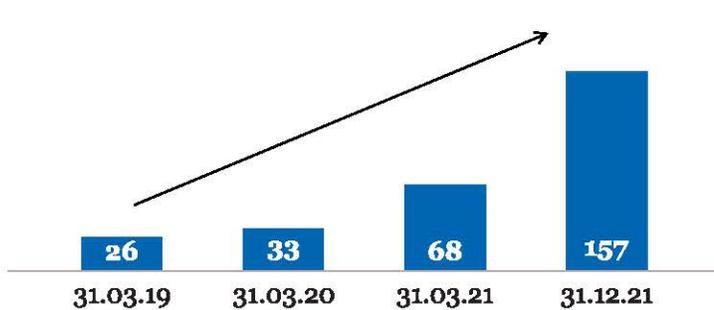
Stock Broking Services

An end-to-end broking ecosystem for capital markets access

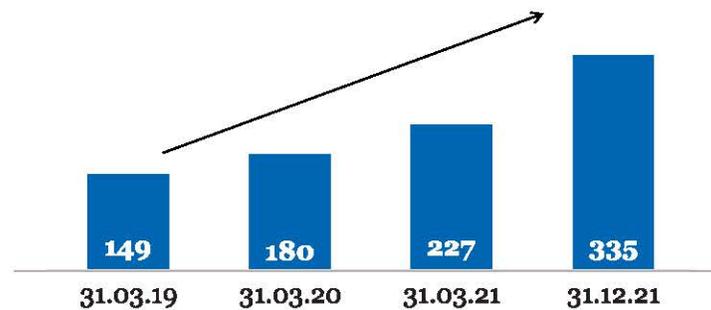
- > Amongst top 20 broking firms in India with over 150,000 active clients
- > Supported by dedicated technical and fundamental research team
- > Current broking AUM at INR 174 Billion
- > Increased Pan India reach by acquisition of Inditrade Capital (Kochi) and NG Rathi (Pune) in 2018 and Escorts Securities (Delhi) in 2021



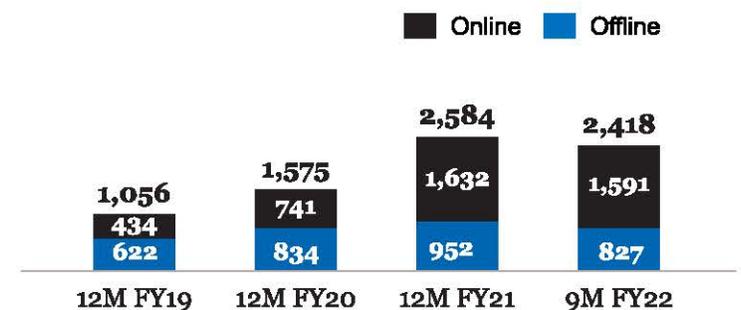
of Active Clients (000)



of Demat Accounts (000)



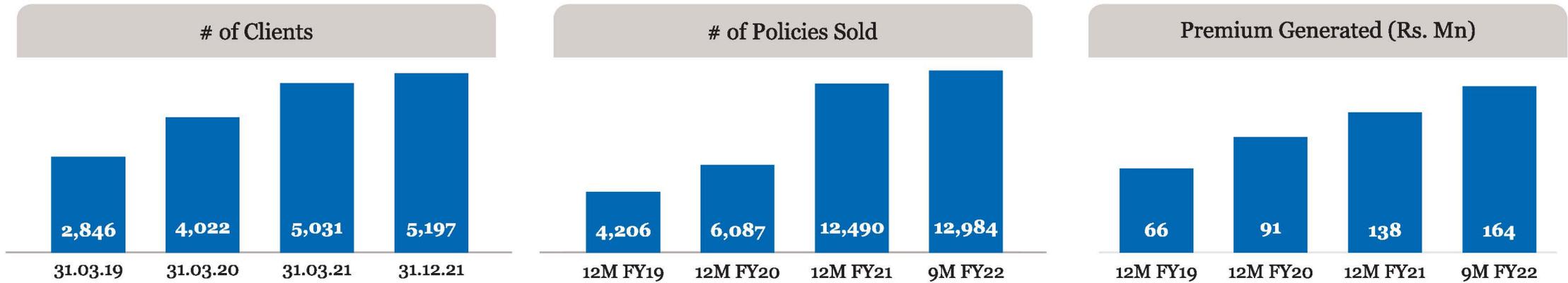
of Trades (0000)



Insurance Broking Services

Rapid expansion via new branches, Steadily increasing client base including marquee corporates

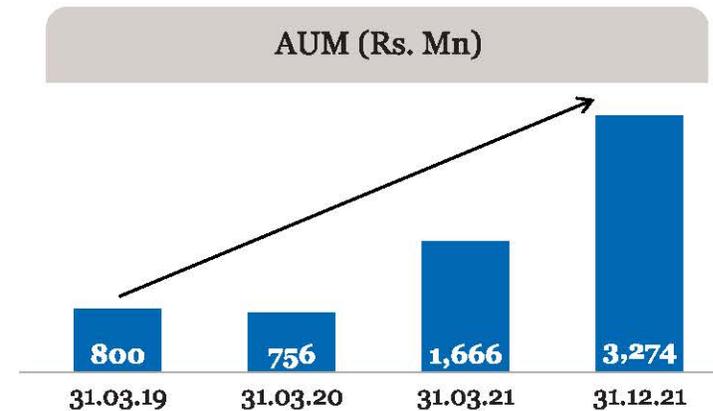
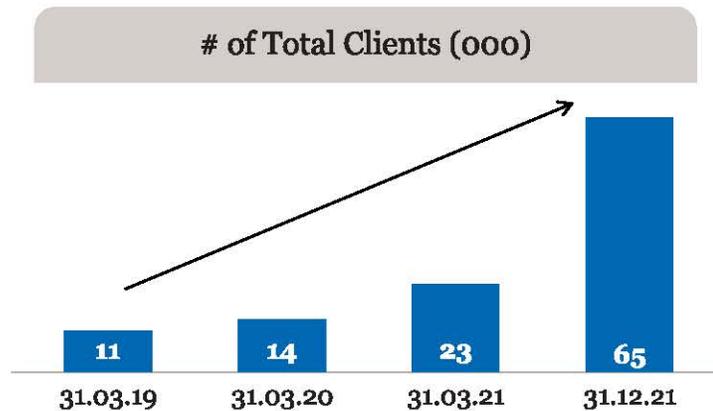
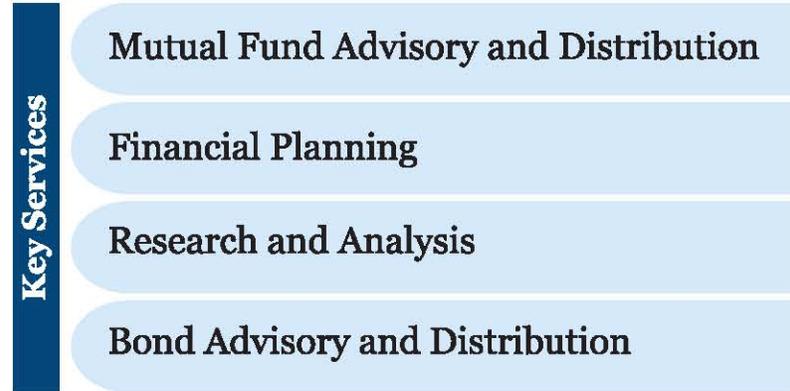
- > App “ISMOS” for motor and health insurance products for instant quotes, comparison and policy issuance
- > Focus on building Product Specific Specialized Teams to ensure suitable Advisory and Support throughout the policy period for both Corporate and Retail Clients
- > Robust infrastructure for business partners
- > In-House claims team to provide claim related assistance



Wealth Services

Diverse product mix for better investments

- > A trusted advisor and AMFI registered mutual fund distributor
- > Strong research team to support client advisory
- > State of Art App “Investica” provides end to end services for Wealth Management and investment in Mutual Funds



In-house Technology Expertise

In-house technological arm to build digital products for all our business divisions

- > Certified with ISO 9001:2008, ISO/IEC 27001:2013, CMMI Level 3
- > Indigenously built apps "Jiffy", "ISMOS", "Investica" and constant updates from the team to keep up with trends
- > Proactive identification of gaps and error (if any) with timely and effective resolution of the same to ensure a smooth user experience
- > Dedicated team of over 140 members focused on enhancing customer experiences

Brief milestone of the performance of our home-grown products

15 Million+

Requests
served per day

3,50,000+

Clients
Onboarded

150K+

Transactions
facilitated daily

INR 174 Billion

AUM Managed

INR 3 Billion+

Loans Disbursed

10K+

Insurance Policies Issued

Strengths

Software Development

Cloud Architecture

DevOps

IT security

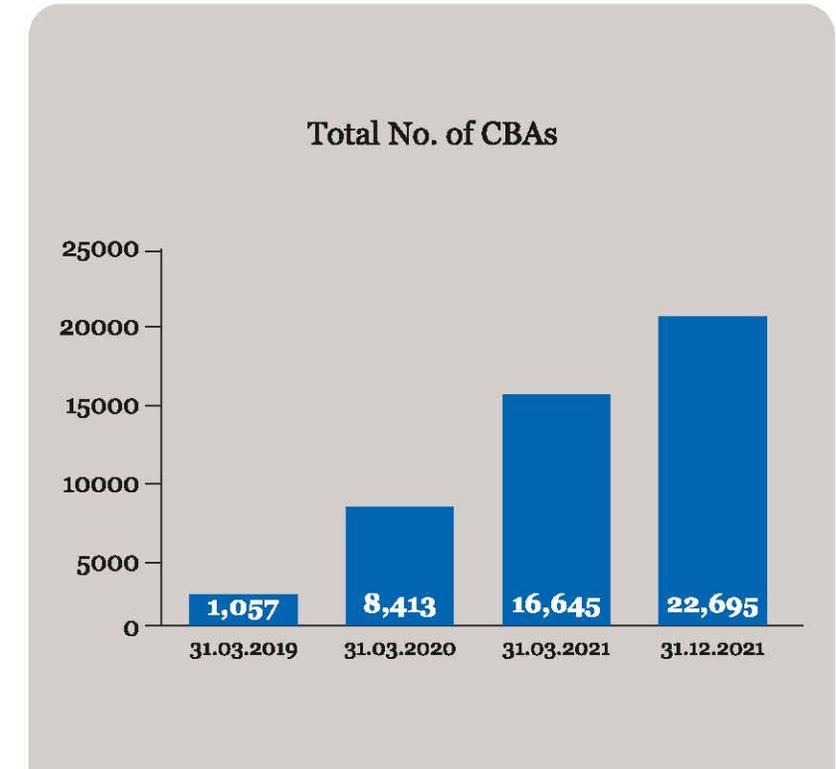
Data Analytics

Design Thinking

Choice Connect

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

- > Choice Connect is the cutting-edge proprietary platform, which enables our financial service representatives - Choice Business Associates (CBAs), to have the option to offer various monetary administrations (Stock Broking, mutual fund distribution, loan distribution, insurance broking etc.) to clients.
- > Empowers enthusiastic and experienced people to set up their circulation business easily with all round assistance provided.
- > First-mover benefit to Choice in gaining clients since it helps connect to clients who are usually outside the digital market place and are situated in Tier II and Tier III cities.
- > We have an asset-light business model with a reduced operating cost.
- > We even work on a performance fee with zero cost to the company.
- > Promotes cross-selling of products.



Advisory Services

Raised over INR 7,000 crores for various clients

Management Consulting

- > Includes business advisory, transaction advisory, taxation, business restructuring, overseas business set-up
- > Customized solutions to support various business requirements

Investment Banking

- > SEBI registered category-I merchant banker offering IPO advisory, valuations, corporate finance and pre-IPO support
- > Focus on providing need-based solution through innovative structures

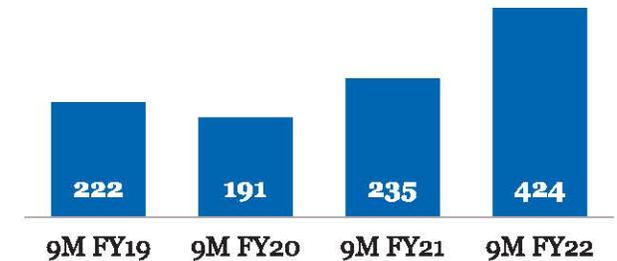
Infrastructure Consulting

- > Provides feasibility assessment and detailed project report for water management, road & highway, affordable housing and waste management
- > Also provides project management and monitoring services

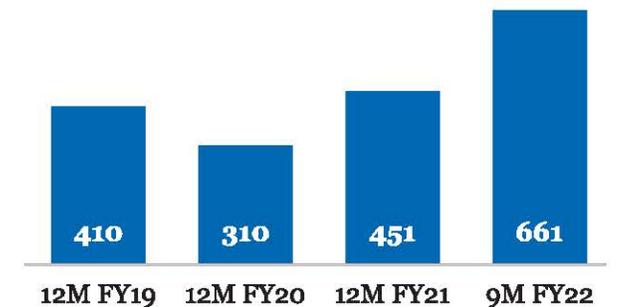
Government Advisory

- > Expert advisory services to government on various social initiatives
- > Association with over 500 Urban Local Bodies, 25 State Departments and 10,000+ Panchayati Raj institutions

Segment Revenue (Rs. Mn)



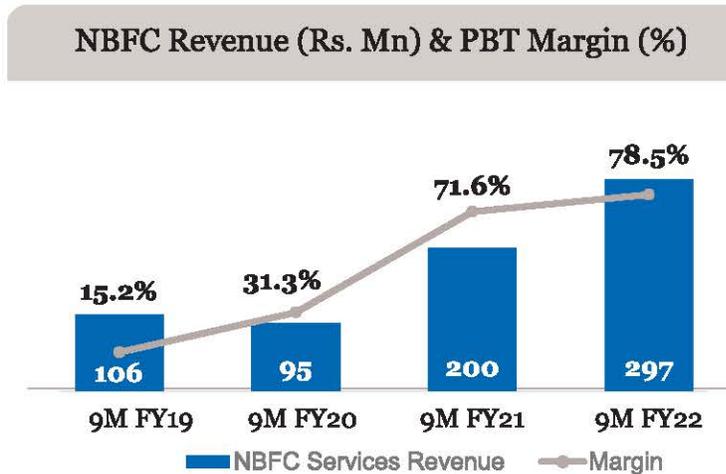
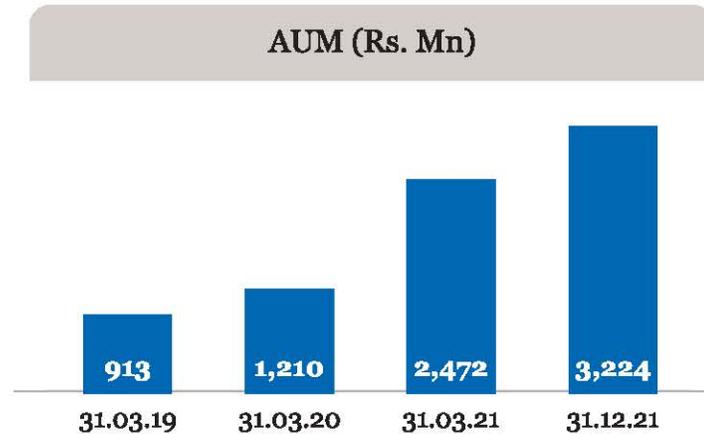
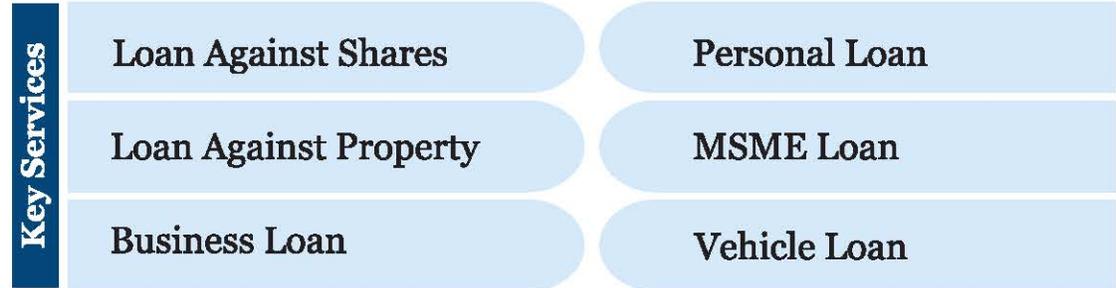
Govt. Projects in Hand (Rs. Mn)



NBFC Business

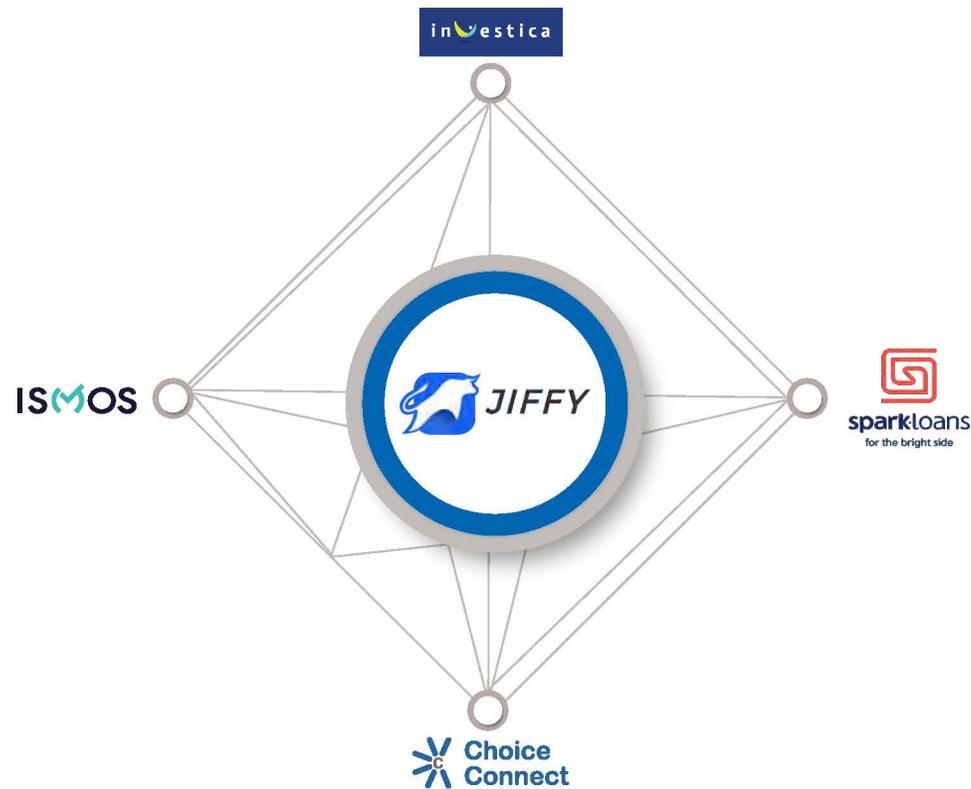
Launching Digital Lending Products by April 2022

- > Providing Loan against Property business and MSME financing
- > Funding small entrepreneurs for their business expansion
- > Strong channel partner network across India to fund under-served pockets in India
- > Working towards financial inclusion by facilitating access to credit for NTC customers



Jiffy Super App

One Customer, One Platform

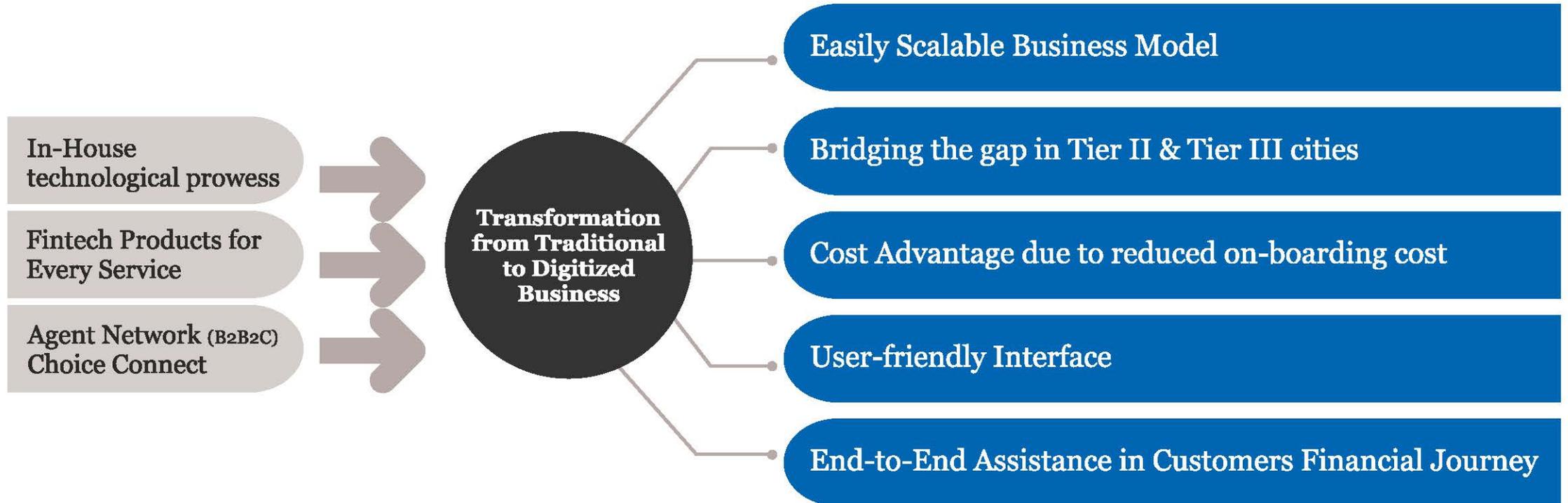


- > All Choice Group tech platforms are under integration into Jiffy making it a financial services "Super App"
- > Jiffy will have "one tap" access to all services
- > Complete financial services app which will cover the entire financial life cycle of the customer
- > Reduced cost of acquisition of new clients



Digitization Strategy

Building a digital ecosystem



Media Presence

Constant updates on Social Media platforms

Social Media

News and Print Media

	<p>Q3 Fy22</p> <p>51 Videos posted by Social Media Influencers about Choice</p> <hr/> <p>1,349,004 Views on the videos</p>		<p>Q3 Fy22</p> <p>310 Hours on various TV channels covering Choice & our Analyst</p>
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Follow Us on:-

41.5K Subscribers

Choice



108K Followers

Choice



13.4K Followers

ChoiceHQ_Social



5K Followers

choicehq_social



3.1K Followers

Choice



Memberships and Certifications

Registered across exchanges in India

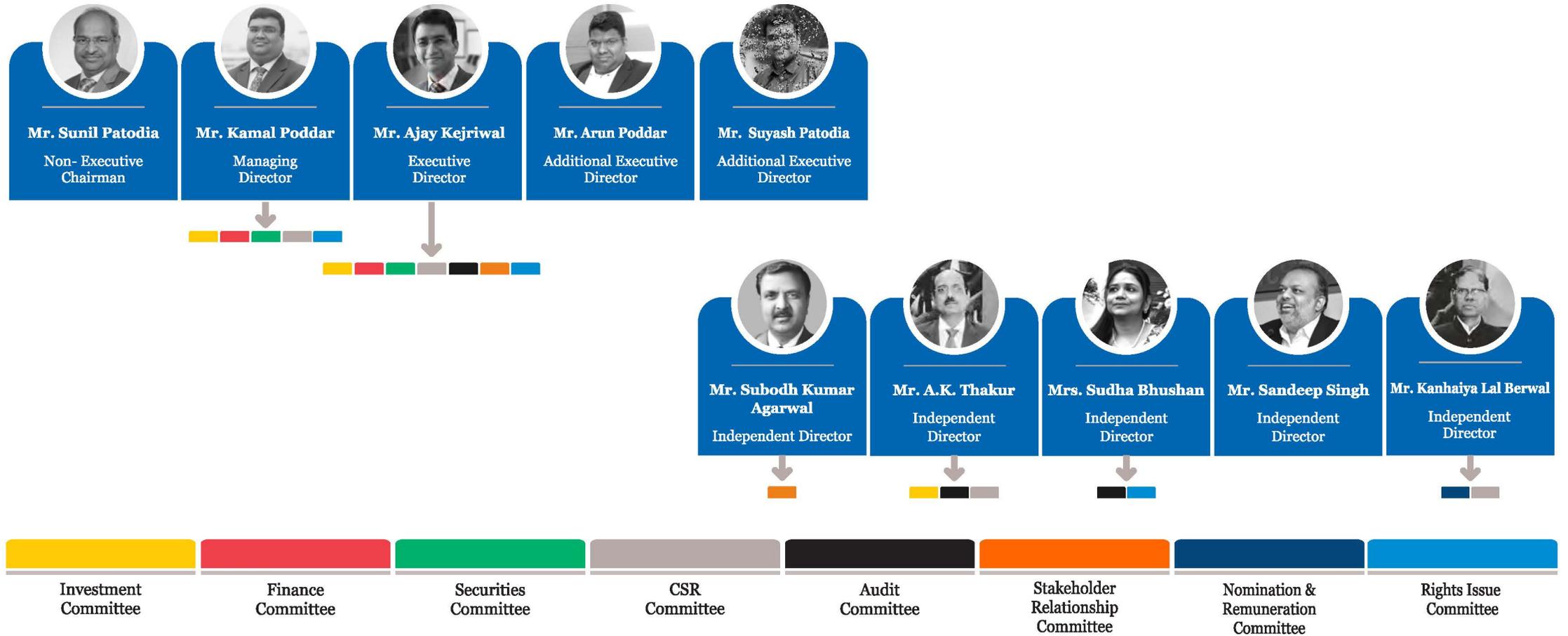
Memberships And Registrations

Certifications



Board Members

Board with extensive experience across business



Consolidated Financial Performance Quarterly

Particulars (Rs. Lakhs)	Q3 FY21	Q4 FY21	Q1 FY22	Q2 FY22	Q3 Fy22
Revenue from Operations	4,546	4,968	6,000	6,110	6,589
Other Income	105	247	156	219	183
Total Income	4,651	5,215	6,156	6,329	6,772
Operating Expenses	2,385	2,735	2,388	2,502	2,534
Employee Benefit Expenses	1,022	1,168	1,173	1,268	1,422
Finance Costs	371	386	332	338	339
Depreciation and Amortisation Expenses	76	76	74	74	95
Administrative and Other Expenses	334	517	385	516	571
Total Expenses	4,189	4,880	4,352	4,698	4,961
PBT	462	335	1,804	1,631	1,811
Tax Expenses	51	97	510	461	452
Share of Profit from Associate					
Loss on Disposal of Associate					
PAT	411	238	1,295	1,170	1,359
Other Comprehensive Income	2	32	8	4	4
Total Comprehensive Income	413	270	1,302	1,175	1,363

Consolidated Financial Performance Yearly

Particulars (Rs. Lakhs)	12M FY20	12M FY21	9M FY22
Revenue from Operations	12,696	16,874	18,699
Other Income	540	707	558
Total Income	13,236	17,582	19,257
Operating Expenses	2,697	7,648	7,424
Employee Benefit Expenses	4,746	4,194	3,863
Finance Costs	1,730	1,546	1,009
Depreciation and Amortisation Expenses	346	309	242
Administrative and Other Expenses	1,897	1,603	1,472
Total Expenses	11,415	15,300	14,011
PBT	1,820	2,282	5,246
Tax Expenses	577	611	1,422
Share of Profit from Associate			
Loss on Disposal of Associate			
PAT	1,243	1,671	3,824
Other Comprehensive Income	135	36	16
Total Comprehensive Income	1,378	1,707	3,840

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.

**For further information, please contact
Choice International Limited**

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Thank you