

October 19, 2021

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: Outcome of the Board Meeting held on October 19, 2021

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

Pursuant to Regulation 30 read with Schedule III and Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform that the Board of Directors of the Company at its Meeting held today *i.e.* October 19, 2021, *inter-alia*, approved the following:

1. Audited financial results of the Company for the quarter and half year ended September 30, 2021.
2. Payment of interim dividend of ₹ 11.25 (Rupees Eleven and Twenty Five Paise only) per equity share of face value of ₹ 5/- each to the shareholders of the Company whose names shall appear in the Company's Register of Members as at the close of business hours on the record date *i.e.* October 28, 2021 as well as to those beneficial holders as registered in the records of Depositories as at the close of business hours on the record date.

Please note that the interim dividend will be paid to the Shareholders on or before November 18, 2021.

Accordingly, we enclose herewith the following:

1. Audited (Standalone and Consolidated) financial results of the Company for the quarter and half year ended September 30, 2021;
2. Auditors' Reports on the audited (Standalone and Consolidated) financial results; and
3. A copy of the press release.

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

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

Corporate Office (Retail):
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





The Board Meeting commenced at 1:30 p.m. and concluded at 4:23 p.m.

Request you to please take the above information on records.

Thanking you,

Yours faithfully,

For ICICI Securities Limited



Raju Nanwani
Senior Vice President &
Company Secretary

Encl.: As above

B S R & Co. LLP

Chartered Accountants

14th Floor, Central Wing B Wing and North C Wing,
Nesco IT Park 4, Nesco Center,
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Independent Auditors' Report **To the Board of Directors of** **ICICI Securities Limited**

Report on the audit of the Standalone Financial Results

Opinion

We have audited the accompanying standalone financial results of ICICI Securities Limited (“the Company”) for the quarter ended 30 September 2021 and year to date results for the period from 1 April 2021 to 30 September 2021 (the “standalone financial results”), attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (“Listing Regulations”) and Operational circular SEBI/HO/DDHS/P/CIR/2021/613 dated 10 August 2021 to the extent applicable to Commercial Papers.

In our opinion and to the best of our information and according to the explanations given to us, these standalone financial results:

- i. is presented in accordance with the requirements of Regulation 33 of the Listing Regulations in this regard and Operational circular SEBI/HO/DDHS/P/CIR/2021/613 dated 10 August 2021 to the extent applicable to Commercial Papers, and
- ii. give a true and fair view in conformity with the recognition and measurement principles laid down in the applicable accounting standards and other accounting principles generally accepted in India of the net profit and other comprehensive income and other financial information for the quarter ended 30 September 2021 and year to date results for the period from 1 April 2021 to 30 September 2021.

Basis for Opinion

We conducted our audit in accordance with the Standards on Auditing (“SAs”) specified under section 143(10) of the Companies Act, 2013 (“the Act”). Our responsibilities under those SAs are further described in the *Auditor’s Responsibilities for the Audit of the Standalone Financial Results* section of our report. We are independent of the Company in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India together with the ethical requirements that are relevant to our audit of the financial results under the provisions of the Act and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

Registered Office:

Independent Auditors' Report (Continued)

ICICI Securities Limited

Management's and Board of Directors' Responsibilities for the Standalone Financial Results

These standalone financial results have been prepared on the basis of the interim financial statements.

The Company's Management and Board of Directors are responsible for the preparation of these financial results that give a true and fair view of the net profit/loss and other comprehensive income and other financial information in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, 'Interim Financial Reporting' prescribed under Section 133 of the Act and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations and Operational circular SEBI/HO/DDHS/P/CIR/2021/613 dated 10 August 2021 to the extent applicable to Commercial Papers.

This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and design, implementation and maintenance of adequate internal financial controls that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the standalone financial results that give a true and fair view and are free from material misstatement, whether due to fraud or error.

In preparing the standalone financial results, the Management and the Board of Directors are responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Board of Directors either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.

The Board of Directors is also responsible for overseeing the Company's financial reporting process.

Auditor's Responsibilities for the Audit of the Standalone Financial Results

Our objectives are to obtain reasonable assurance about whether the standalone financial results as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these standalone financial results.

As part of an audit in accordance with SAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the standalone financial results, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

Independent Auditors' Report (*Continued*)

ICICI Securities Limited

Auditor's Responsibilities for the Audit of the Standalone Financial Results (*Continued*)

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures in the standalone financial results made by the Management and Board of Directors.
- Conclude on the appropriateness of the Management and Board of Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial results or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the standalone financial results, including the disclosures, and whether the financial results represent the underlying transactions and events in a manner that achieves fair presentation.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

Mumbai
19 October 2021

For **B S R & Co. LLP**
Chartered Accountants
Firm's Registration No: 101248W/W-100022

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Milind Ranade
Partner

Membership No: 100564
UDIN: 21100564AAAAJY6915

B S R & Co. LLP

Chartered Accountants

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Independent Auditors' Report

To the Board of Directors of ICICI Securities Limited

Report on the audit of the Consolidated Financial Results

Opinion

We have audited the accompanying Consolidated Financial Results of ICICI Securities Limited (“Holding company”) and its subsidiaries (holding company and its subsidiaries together referred to as “the Group”), for the quarter ended 30 September 2021 and year to date results for the period from 1 April 2021 to 30 September 2021 (the “consolidated financial results”), attached herewith, being submitted by the Holding company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (“Listing Regulations”) and Operational circular SEBI/HO/DDHS/P/CIR/2021/613 dated 10 August 2021 to the extent applicable to Commercial Papers.

In our opinion and to the best of our information and according to the explanations given to us, the consolidated financial results:

- a. includes the results of the following entities:
 - ICICI Securities Limited – Holding Company
 - ICICI Securities Holding Inc. – Direct Subsidiary; and ICICI Securities Inc. – Step Down Subsidiary
- b. is presented in accordance with the requirements of Regulation 33 of the Listing Regulations in this regard and Operational circular SEBI/HO/DDHS/P/CIR/2021/613 dated 10 August 2021 to the extent applicable to Commercial Papers and
- c. gives a true and fair view, in conformity with the applicable accounting standards, and other accounting principles generally accepted in India, of consolidated total comprehensive income (comprising of net profit and other comprehensive income) and other financial information of the Group for the quarter ended 30 September 2021 and year to date results for the period from 1 April 2021 to 30 September 2021.

Basis for Opinion

We conducted our audit in accordance with the Standards on Auditing (“SAs”) specified under section 143(10) of the Companies Act, 2013 (“the Act”). Our responsibilities under those SAs are further described in the *Auditor's Responsibilities for the Audit of the Consolidated Financial Results* section of our report. We are independent of the Group in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India together with the ethical requirements that are relevant to our audit of the financial statements under the provisions of the Act and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence obtained by us is sufficient and appropriate to provide a basis for our opinion on the consolidated financial results.

Registered Office:

Independent Auditors' Report (*Continued*)

ICICI Securities Limited

Management's and Board of Directors' Responsibilities for the Consolidated Financial Results

These consolidated financial results have been prepared on the basis of the consolidated interim financial statements.

The Management and the Holding Company's Board of Directors are responsible for the preparation and presentation of these consolidated financial results that give a true and fair view of the consolidated net profit/loss and other comprehensive income and other financial information of the Group in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, 'Interim Financial Reporting' prescribed under Section 133 of the Act and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations and Operational circular SEBI/HO/DDHS/P/CIR/2021/613 dated 10 August 2021 to the extent applicable to Commercial Papers.

The respective Management and Board of Directors of the companies included in the Group are responsible for maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of each company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and the design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring accuracy and completeness of the accounting records, relevant to the preparation and presentation of the consolidated financial results that give a true and fair view and are free from material misstatement, whether due to fraud or error, which have been used for the purpose of preparation of the consolidated financial results by the Management and the Directors of the Holding Company, as aforesaid.

In preparing the consolidated financial results, the Management and the respective Board of Directors of the companies included in the Group are responsible for assessing the ability of each company to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the respective Board of Directors either intends to liquidate the company or to cease operations, or has no realistic alternative but to do so.

The respective Board of Directors of the companies included in the Group is responsible for overseeing the financial reporting process of each company.

Auditor's Responsibilities for the Audit of the Consolidated Financial Results

Our objectives are to obtain reasonable assurance about whether the consolidated financial results as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these consolidated financial results.

As part of an audit in accordance with SAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the consolidated financial results, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.

Independent Auditors' Report (*Continued*)

ICICI Securities Limited

Auditor's Responsibilities for the Audit of the Consolidated Financial Results (*Continued*)

- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures in the consolidated financial results made by the Management and Board of Directors.
- Conclude on the appropriateness of the Management and Board of Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the appropriateness of this assumption. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial results or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the consolidated financial results, including the disclosures, and whether the consolidated financial results represent the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities within the Group to express an opinion on the consolidated financial results, of which we are the independent auditors. We are responsible for the direction, supervision and performance of the audit of financial information of such entities. We remain solely responsible for our audit opinion.

We communicate with those charged with governance of the Holding Company regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33(8) of the Listing Regulations, as amended, to the extent applicable.

Other Matters

The consolidated financial results include the unaudited consolidated financial results of ICICI Securities Holding Inc – Direct Subsidiary, whose interim financial results reflect Group's share of total assets of Rs. 252 million as at 30 September 2021, total revenue of Rs. 0.4 million and Rs.6.3 million for the quarter and year to date results for the period from 1 April 2021 to 30 September 2021 respectively and Group's share of total net loss after tax of Rs. 2.3 million and total net profit after tax of Rs. 14.4 million for the quarter and year to date results for the period from 1 April 2021 to 30 September 2021 respectively, as considered in the consolidated financial results. These unaudited interim financial results have been furnished to us by the Board of Directors and our opinion on the consolidated financial results, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries is based solely on such unaudited interim financial results. In our opinion and according to the information and explanations given to us by the Board of Directors, these interim financial results are not material to the Group.

B S R & Co. LLP

Independent Auditors' Report (*Continued*)

ICICI Securities Limited

Other Matters (*Continued*)

Our opinion on the consolidated financial results is not modified in respect of the above matter with respect to the financial results certified by the Board of Directors.

For **B S R & Co. LLP**

Chartered Accountants

Firm's Registration No: 101248W/W-100022

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Milind Ranade

Partner

Membership No: 100564

UDIN: 21100564AAAAJZ1152

Mumbai
19 October 2021

ICICI SECURITIES LIMITED
Statement of audited standalone financial results for the quarter and six months ended September 30, 2021

(₹ million)

	Particulars	Quarter ended			Six months ended		Year ended
		September 30, 2021	June 30, 2021	September 30, 2020	September 30, 2021	September 30, 2020	March 31, 2021
	Revenue from operations						
(i)	Interest income	1,701.9	1,316.9	897.3	3,018.8	1,520.1	3,444.7
(ii)	Dividend income	0.2	-	0.2	0.2	0.2	0.2
(iii)	Fees and commission income						
	- Brokerage income	3,927.2	3,949.4	3,920.0	7,876.6	7,477.1	15,045.2
	- Income from services	2,730.2	2,107.8	1,898.2	4,838.0	3,022.3	6,957.4
(iv)	Net gain on fair value changes	199.2	74.6	84.6	273.8	234.0	386.4
(v)	Others	3.2	3.8	4.2	7.0	9.1	20.5
(I)	Total revenue from operations	8,561.9	7,452.5	6,804.5	16,014.4	12,262.8	25,854.4
(II)	Other income	3.3	18.6	(2.2)	21.9	1.4	-
(III)	Total income (I+II)	8,565.2	7,471.1	6,802.3	16,036.3	12,264.2	25,854.4
	Expenses						
(i)	Finance costs	579.5	416.6	283.6	996.1	511.3	1,067.6
(ii)	Fees and commission expense	349.8	410.3	316.9	760.1	535.1	1,397.2
(iii)	Impairment on financial instruments	(45.1)	(29.5)	21.9	(74.6)	51.8	(41.0)
(iv)	Operating expense	316.5	262.6	126.9	579.1	227.8	767.6
(v)	Employee benefits expenses	1,644.5	1,479.2	1,762.1	3,123.7	3,457.7	5,749.9
(vi)	Depreciation, amortization and impairment	147.5	144.2	130.6	291.7	265.0	541.6
(vii)	Other expenses	861.0	637.5	437.1	1,498.5	894.1	2,063.8
(IV)	Total expenses (IV)	3,853.7	3,320.9	3,079.1	7,174.6	5,942.8	11,546.7
(V)	Profit/(loss) before tax (III - IV)	4,711.5	4,150.2	3,723.2	8,861.7	6,321.4	14,307.7
(VI)	Tax expense:						
	(1) Current tax	1,188.6	1,075.4	998.6	2,264.0	1,692.4	3,605.4
	(2) Deferred tax	8.2	(15.7)	(55.3)	(7.5)	(86.0)	26.8
		1,196.8	1,059.7	943.3	2,256.5	1,606.4	3,632.2
(VII)	Profit/(loss) for the period/ year (V-VI)	3,514.7	3,090.5	2,779.9	6,605.2	4,715.0	10,675.5
(VIII)	Other comprehensive income						
(i)	Items that will not be reclassified to profit or loss						
	(a) Remeasurement of defined employee benefit plans	21.2	(63.8)	(7.9)	(42.6)	(4.7)	33.4
	(ii) Income tax relating to items that will not be reclassified to profit or loss	1.0	4.7	2.6	5.7	1.6	(8.3)
	Other comprehensive income	22.2	(59.1)	(5.3)	(36.9)	(3.1)	25.1
(IX)	Total comprehensive income for the period/ year (VII+VIII) [comprising profit/(loss) and other comprehensive income for the period/ year]	3,536.9	3,031.4	2,774.6	6,568.3	4,711.9	10,700.6
(X)	Earnings per equity share:						
	(Face value ₹ 5/- per share)*						
	Basic (in ₹)	10.89	9.59	8.63	20.48	14.64	33.14
	Diluted (in ₹)	10.85	9.56	8.60	20.41	14.60	33.07

* EPS is not annualised for interim periods



ICICI SECURITIES LIMITED
STANDALONE BALANCE SHEET

(₹ million)

	As at September 30, 2021	As at March 31, 2021
ASSETS		
1 Financial Assets		
(a) Cash and cash equivalents	4,651.2	2,903.3
(b) Bank balance other than (a) above	44,604.7	35,544.4
(c) Securities for trade	1,799.8	4,661.7
(d) Receivables		
(i) Trade receivables	2,861.7	4,584.5
(e) Loans	59,106.5	29,014.5
(f) Investments	160.7	152.4
(g) Other financial assets	953.5	758.6
	1,14,138.1	77,619.4
2 Non-financial Assets		
(a) Current tax assets (net)	1,092.1	1,190.0
(b) Deferred tax assets (net)	555.2	542.0
(c) Property, plant and equipment	467.8	419.4
(d) Right-of-use assets	1,038.7	962.0
(e) Capital work-in-progress	121.1	39.4
(f) Intangible assets under development	42.2	39.3
(g) Other intangible assets	229.7	227.4
(h) Other non-financial assets	694.6	518.4
	4,241.4	3,937.9
Total Assets	1,18,379.5	81,557.3
LIABILITIES AND EQUITY		
LIABILITIES		
1 Financial liabilities		
(a) Derivative financial instruments	4.6	4.5
(b) Payables		
(i) Trade payables		
(i) total outstanding dues of micro enterprises and small enterprises	-	-
(ii) total outstanding dues of creditors other than micro enterprises and small enterprises	12,568.3	10,263.6
(c) Debt securities	57,262.8	35,209.6
(d) Borrowings (Other than debt securities)	1,363.2	-
(e) Deposits	33.8	28.7
(f) Lease liabilities	1,157.2	1,060.8
(g) Other financial liabilities	19,505.4	10,440.5
	91,895.3	57,007.7
2 Non-financial Liabilities		
(a) Current tax liabilities (net)	239.7	5.7
(b) Provisions	471.0	606.1
(c) Other non-financial liabilities	5,373.0	5,899.9
	6,083.7	6,511.7
3 EQUITY		
(a) Equity share capital	1,613.0	1,611.1
(b) Other equity	18,787.5	16,426.8
	20,400.5	18,037.9
Total Liabilities and Equity	1,18,379.5	81,557.3



ICICI SECURITIES LIMITED
STANDALONE CASH FLOW STATEMENT

(₹ million)

	For the six months ended September 30, 2021	For the six months ended September 30, 2020
A Cash flow used in operating activities		
Profit before tax	8,861.7	6,321.4
Add /(less): Adjustments		
- Net (gain)/loss on derecognition of property, plant and equipment	(4.2)	(1.4)
- Depreciation and amortisation	291.7	265.0
- (Reversal of) /impairment loss on financial assets measured at FVTPL	0.1	0.3
- Net (gain)/loss arising on financial assets measured at FVTPL	(180.8)	(22.0)
- Interest expense	976.1	502.3
- Dividend income on equity securities	(0.2)	(0.2)
- Share based payments to employees	78.2	78.0
- Bad and doubtful debts	(62.8)	51.8
- Unrealised foreign exchange (gain)/loss	0.8	0.5
- Reversal of Foreign currency translation reserve	(18.5)	-
Operating profit before working capital changes	9,942.1	7,195.7
<u>Adjustments for changes in working capital:</u>		
- (Increase) / decrease in other bank balances	(9,060.3)	(9,250.6)
- (Increase) / decrease in securities for trade	3,042.6	3,931.1
- (Increase) / decrease in receivables	1,705.2	(378.3)
- (Increase) / decrease in loans	(30,012.4)	(12,918.5)
- (Increase) / decrease other financial assets	(202.3)	(19.1)
- (Increase) / decrease other non- financial assets	(177.2)	(50.4)
- Increase / (decrease) in derivative financial instruments	0.1	2.8
- Increase / (decrease) in trade payables	2,304.7	(1,260.0)
- Increase / (decrease) in deposits	5.1	2.3
- Increase / (decrease) in other financial liabilities	9,064.9	3,674.4
- Increase / (decrease) in provisions	(177.7)	75.2
- Increase / (decrease) in other non-financial liabilities	(526.5)	507.4
	(24,033.8)	(15,683.7)
Cash generated from operations	(14,091.7)	(8,488.0)
Income tax paid (net)	(1,932.1)	(763.6)
Net cash used in operating activities (A)	(16,023.8)	(9,251.6)
B Cash flow used in investing activities		
- Dividend income received	0.2	0.2
- Purchase of property, plant and equipment	(254.6)	(124.9)
- Proceeds from sale of property, plant and equipment	3.5	1.9
Net cash used in investing activities (B)	(250.9)	(122.8)
C Cash flow generated from financing activities		
- Proceeds from commercial paper borrowings	93,243.9	54,850.0
- Repayment of commercial paper borrowings	(71,353.6)	(46,062.3)
- Proceeds from working capital demand loan	1,363.2	-
- Interest paid on borrowings	(767.1)	(488.7)
- Dividend and dividend tax paid	(4,354.8)	(2,174.5)
- Interest paid on lease liabilities	(46.1)	(53.0)
- Repayment of lease liabilities	(151.2)	(146.0)
- Issue of shares on exercise of options	90.4	9.5
- Share application money pending allotment	(2.1)	3.0
- Proceeds from Repo borrowings	-	270.4
Net cash generated from financing activities (C)	18,022.6	6,208.4
Net increase / (decrease) in cash and cash equivalents (A+B+C)	1,747.9	(3,166.0)
Cash and cash equivalents at the beginning of the period	2,903.3	5,240.2
Cash and cash equivalents at the end of the period	4,651.2	2,074.2



ICICI SECURITIES LIMITED
STANDALONE CASH FLOW STATEMENT

(₹ million)

	For the six months ended September 30, 2021	<i>For the six months ended September 30, 2020</i>
Components of cash and cash equivalents		
Cash and Cash Equivalents comprises of :		
(a) Cash on hand	-	-
(b) Balances with Banks (of the nature of cash and cash equivalents) In current accounts with banks	3,766.0	<i>1,988.0</i>
(c) Cheques, drafts on hand	-	-
(d) Others		
- Fixed Deposit with original maturity of less than three months	885.0	<i>86.1</i>
- Interest accrued on fixed deposits	0.2	<i>0.1</i>
Total cash and cash equivalents	4,651.2	<i>2,074.2</i>

₹ 0.0 million indicates values are lower than ₹ 0.1 million, where applicable

Note :

- (i) The above Cash Flow Statement has been prepared under the "Indirect Method" as set out in the Indian Accounting Standard (Ind AS-7) - Statement of Cash Flow.



ICICI SECURITIES LIMITED
Statement of audited consolidated financial results for the quarter and six months ended September 30, 2021

(₹ million)

Particulars	Quarter ended			Six months ended		Year ended
	September 30, 2021	June 30, 2021	September 30, 2020	September 30, 2021	September 30, 2020	March 31, 2021
Revenue from operations						
(i) Interest income	1,702.0	1,317.4	898.4	3,019.4	1,522.4	3,448.7
(ii) Dividend income	0.2	-	0.2	0.2	0.2	0.2
(iii) Fees and commission income						
- Brokerage income	3,927.2	3,949.4	3,920.0	7,876.6	7,477.1	15,045.2
- Income from services	2,731.9	2,107.8	1,898.2	4,839.7	3,022.3	6,960.7
(iv) Net gain on fair value changes	199.2	74.6	84.6	273.8	234.0	386.4
(v) Others	3.2	3.8	5.4	7.0	11.2	20.5
(I) Total revenue from operations	8,563.7	7,453.0	6,806.8	16,016.7	12,267.2	25,861.7
(II) Other income	1.9	24.0	(2.2)	25.9	1.4	-
(III) Total Income (I+II)	8,565.6	7,477.0	6,804.6	16,042.6	12,268.6	25,861.7
Expenses						
(i) Finance costs	580.9	417.9	284.9	998.8	513.9	1,072.8
(ii) Fees and commission expense	304.9	358.6	276.1	663.5	449.5	1,221.6
(iii) Impairment on financial instruments	(45.1)	(29.5)	21.9	(74.6)	51.8	(41.0)
(iv) Operating expense	316.7	263.2	127.1	579.9	228.6	769.0
(v) Employee benefits expenses	1,682.5	1,509.1	1,795.6	3,191.6	3,523.1	5,879.6
(vi) Depreciation, amortization and impairment	147.6	144.2	130.7	291.8	265.1	541.8
(vii) Others expenses	868.9	646.6	445.3	1,515.5	919.7	2,110.1
(IV) Total expenses (IV)	3,856.4	3,310.1	3,081.6	7,166.5	5,951.7	11,553.9
(V) Profit/(loss) before tax (III -IV)	4,709.2	4,166.9	3,723.0	8,876.1	6,316.9	14,307.8
(VI) Tax expense:						
(1) Current tax	1,188.6	1,075.4	996.8	2,264.0	1,690.6	3,604.2
(2) Deferred tax	8.2	(15.7)	(55.3)	(7.5)	(86.0)	26.4
	1,196.8	1,059.7	941.5	2,256.5	1,604.6	3,630.6
(VII) Profit/(loss) for the period/ year (V-VI)	3,512.4	3,107.2	2,781.5	6,619.6	4,712.3	10,677.2
(VIII) Other comprehensive income						
(i) Items that will not be reclassified to profit or loss						
(a) Remeasurement of defined employee benefit plans	21.2	(63.8)	(7.9)	(42.6)	(4.7)	33.4
(ii) Income tax relating to items that will not be reclassified to profit or loss	1.0	4.7	2.6	5.7	1.6	(8.3)
Other comprehensive income	22.2	(59.1)	(5.3)	(36.9)	(3.1)	25.1
(IX) Total comprehensive income for the period/ year (VII+VIII) [comprising profit/(loss) and other comprehensive income for the period/ year]	3,534.6	3,048.1	2,776.2	6,582.7	4,709.2	10,702.3
(X) Earnings per equity share: (Face value ₹ 5/- per share)*						
Basic (in ₹)	10.89	9.64	8.64	20.53	14.63	33.14
Diluted (in ₹)	10.84	9.62	8.61	20.46	14.59	33.08

* EPS is not annualised for interim periods



ICICI SECURITIES LIMITED
CONSOLIDATED BALANCE SHEET

(₹ million)

	As at September 30, 2021	As at March 31, 2021
ASSETS		
1 Financial assets		
(a) Cash and cash equivalents	4,841.8	3,093.5
(b) Bank balance other than (a) above	44,762.4	35,699.2
(c) Securities for trade	1,799.8	4,661.7
(d) Receivables		
(i) Trade receivables	2,863.4	4,586.1
(e) Loans	59,106.5	29,014.5
(f) Investments	36.1	28.8
(g) Other financial assets	960.0	767.3
	1,14,370.0	77,851.1
2 Non-financial assets		
(a) Current tax assets (net)	1,091.8	1,189.3
(b) Deferred tax assets (net)	573.3	560.1
(c) Property, plant and equipment	468.2	420.0
(d) Right-of-use assets	1,038.7	962.0
(e) Capital work-in-progress	121.1	39.4
(f) Intangible assets under development	42.2	39.3
(g) Other intangible assets	229.7	227.4
(h) Other non-financial assets	696.5	520.5
	4,261.5	3,958.0
Total Assets	1,18,631.5	81,809.1
LIABILITIES AND EQUITY		
LIABILITIES		
1 Financial liabilities		
(a) Derivative financial instruments	4.6	4.5
(b) Payables		
(i) Trade payables		
(ii) total outstanding dues of micro enterprises and small enterprises	-	-
(ii) total outstanding dues of creditors other than micro enterprises and small enterprises	12,571.2	10,264.6
(c) Debt securities	57,262.8	35,209.6
(d) Borrowings (Other than debt securities)	1,363.2	-
(e) Deposits	33.8	28.7
(f) Lease liabilities	1,157.2	1,060.8
(g) Other financial liabilities	19,505.4	10,440.5
	91,898.2	57,008.7
2 Non-financial liabilities		
(a) Current tax liabilities (net)	239.7	5.7
(b) Provisions	471.0	606.1
(c) Other non-financial liabilities	5,424.5	5,967.5
	6,135.2	6,579.3
3 EQUITY		
(a) Equity share capital	1,613.0	1,611.1
(b) Other equity	18,985.1	16,610.0
	20,598.1	18,221.1
Total Liabilities and Equity	1,18,631.5	81,809.1



ICICI SECURITIES LIMITED
CONSOLIDATED CASH FLOW STATEMENT

(₹ million)

	For the six months ended September 30, 2021	For the six months ended September 30, 2020
A Cash flow used in operating activities		
Profit before tax	8,876.1	6,316.9
Add /(less): Adjustments		
- Net (gain)/loss on derecognition of property, plant and equipment	(4.2)	(1.4)
- Depreciation and amortisation	291.8	265.1
- (Reversal of) /impairment loss on financial assets measured at FVTPL	0.1	0.3
- Net (gain)/loss arising on financial assets measured at FVTPL	(180.8)	(22.0)
- Interest expense	976.1	502.3
- Dividend income on equity securities	(0.2)	(0.2)
- Share based payments to employees	79.2	78.4
- Bad and doubtful debts	(62.8)	51.8
- Unrealised foreign exchange (gain)/loss	(3.2)	7.2
- Reversal of Foreign currency translation reserve	(18.5)	-
Operating profit before working capital changes	9,953.6	7,198.4
<u>Adjustments for changes in working capital:</u>		
- (Increase) / decrease in bank balance	(9,063.2)	(9,249.0)
- (Increase) / decrease in securities for trade	3,042.6	3,931.1
- (Increase) / decrease in receivables	1,705.1	(376.6)
- (Increase) / decrease in loans	(30,012.4)	(12,918.5)
- (Increase) / decrease other financial assets	(196.1)	(25.9)
- (Increase) / decrease other non- financial assets	(176.8)	(52.4)
- Increase / (decrease) in derivative financial instruments	0.1	2.8
- Increase / (decrease) in trade payables	2,306.6	(1,258.5)
- Increase / (decrease) in deposits	5.1	2.3
- Increase / (decrease) in other financial liabilities	9,064.9	3,674.4
- (Increase) / decrease in provisions	(177.7)	75.2
- (Increase) / decrease in other non-financial liabilities	(542.8)	498.3
	(24,044.6)	(15,696.8)
Cash generated from operations	(14,091.0)	(8,498.4)
Income tax paid (net)	(1,932.5)	(762.0)
Net cash used in operating activities (A)	(16,023.5)	(9,260.4)
B Cash flow used in investing activities		
- Dividend income received	0.2	0.2
- Purchase of property, plant and equipment	(254.5)	(125.0)
- Proceeds from sale of property, plant and equipment	3.5	1.9
Net cash used in investing activities (B)	(250.8)	(122.9)
C Cash flow generated from financing activities		
- Proceeds from commercial paper borrowings (net)	93,243.9	54,850.0
- Repayment of commercial paper borrowings (net)	(71,353.6)	(46,062.3)
- Proceeds from working capital demand loan	1,363.2	-
- Interest paid on borrowings	(767.1)	(488.7)
- Dividend and dividend tax paid	(4,354.8)	(2,174.5)
- Interest paid on lease liabilities	(46.1)	(53.0)
- Repayment of lease liabilities	(151.2)	(146.0)
- Issue of shares on exercise of options	90.4	9.5
- Share application money pending allotment	(2.1)	3.0
- Proceeds from Repo borrowings	-	270.4
Net cash generated from financing activities (C)	18,022.6	6,208.4
Net increase/ (decrease) in cash and cash equivalents (A+B+C)	1,748.3	(3,174.9)
Cash and cash equivalents at the beginning of the period	3,093.5	5,420.0
Cash and cash equivalents at the end of the period	4,841.8	2,245.1



ICICI SECURITIES LIMITED
CONSOLIDATED CASH FLOW STATEMENT

(₹ million)

	For the six months ended September 30, 2021	<i>For the six months ended September 30, 2020</i>
Components of cash and cash equivalents		
Cash and Cash Equivalents comprises of :		
(a) Cash on hand	-	-
(b) Balances with Banks (of the nature of cash and cash equivalents)		
In current accounts with banks	3,956.6	2,158.9
(c) Cheques, drafts on hand	-	-
(d) Others		
- Fixed Deposit with original maturity of less than three months	885.0	86.1
- Interest accrued on fixed deposits	0.2	0.1
Total cash and cash equivalents	4,841.8	2,245.1

₹0.0 million indicates values are lower than ₹ 0.1 million, where applicable

Note :

- (i) The above Cash Flow Statement has been prepared under the "Indirect Method" as set out in the Indian Accounting Standard (Ind AS-7) - Statement of Cash Flow.



Consolidated Segment Information for the quarter and six months ended September 30, 2021

(₹ in million)

Sr. No.	Particulars	Quarter Ended			Six months Ended		Year Ended
		September 30, 2021	June 30, 2021	September 30, 2020	September 30, 2021	September 30, 2020	March 31, 2021
1	Segment Revenue:						
(a)	Treasury	309.8	151.3	149.3	461.1	359.6	664.4
(b)	Broking & distribution	7,528.4	6,851.5	6,032.2	14,379.9	11,063.3	23,584.6
(c)	Issuer services & advisory	727.4	474.2	623.1	1,201.6	845.7	1,612.7
(d)	Unallocated	-	-	-	-	-	-
	Total [Items (a) to (d)]	8,565.6	7,477.0	6,804.6	16,042.6	12,268.6	25,861.7
	Less: Inter Segment Revenue	-	-	-	-	-	-
	Income From Operations	8,565.6	7,477.0	6,804.6	16,042.6	12,268.6	25,861.7
2	Segment Results (Profit)(+/-) Loss (-) before tax):						
(a)	Treasury	206.5	58.5	87.2	265.0	210.3	371.9
(b)	Broking & distribution	3,982.0	3,847.2	3,242.8	7,829.2	5,705.9	13,124.0
(c)	Issuer services & advisory	520.7	261.2	393.0	781.9	400.7	811.9
(d)	Unallocated	-	-	-	-	-	-
	Total [Items (a) to (d)]	4,709.2	4,166.9	3,723.0	8,876.1	6,316.9	14,307.8
	Add: Unallocated Revenue	-	-	-	-	-	-
	Less: Unallocated Expenses	-	-	-	-	-	-
	Net Profit before tax	4,709.2	4,166.9	3,723.0	8,876.1	6,316.9	14,307.8
3	Segment Assets						
(a)	Treasury	8,587.1	10,284.6	6,985.0	8,587.1	6,985.0	7,526.7
(b)	Broking & distribution	1,07,634.2	91,544.0	49,913.5	1,07,634.2	49,913.5	72,072.9
(c)	Issuer services & advisory	744.8	440.7	540.4	744.8	540.4	460.1
(d)	Unallocated	1,665.4	1,672.9	1,870.6	1,665.4	1,870.6	1,749.4
	Total Assets	1,18,631.5	1,03,942.2	59,309.5	1,18,631.5	59,309.5	81,809.1
4	Segment Liabilities						
(a)	Treasury	6,915.5	8,847.5	5,772.6	6,915.5	5,772.6	5,992.4
(b)	Broking & distribution	90,383.1	72,797.6	37,605.1	90,383.1	37,605.1	57,385.0
(c)	Issuer services & advisory	495.1	464.6	597.1	495.1	597.1	204.9
(d)	Unallocated	239.7	456.6	613.7	239.7	613.7	5.7
	Total Liabilities	98,033.4	82,566.3	44,588.5	98,033.4	44,588.5	63,588.0
5	Capital Employed [Segment Assets - Segment Liabilities]						
(a)	Treasury	1,671.6	1,437.1	1,212.4	1,671.6	1,212.4	1,534.3
(b)	Broking & distribution	17,251.1	18,746.4	12,308.4	17,251.1	12,308.4	14,687.9
(c)	Issuer services & advisory	249.7	(23.9)	(56.7)	249.7	(56.7)	255.2
(d)	Unallocated	1,425.7	1,216.3	1,256.9	1,425.7	1,256.9	1,743.7
	Total Capital Employed	20,598.1	21,375.9	14,721.0	20,598.1	14,721.0	18,221.1

Notes:

The Group has reported segment information as per Indian Accounting Standard (Ind AS) 108 on 'Operating segments'. As per Ind AS 108, segments are identified based on management's evaluation of financial information for allocating resources and assessing performance. Accordingly, the Group has identified Following three reportable segments:

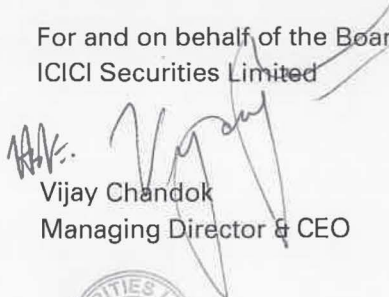
Business Segment	Principal Activities
1. Treasury	Treasury consists of income from treasury and investment income.
2. Broking & distribution	Broking & distribution consists of Broking and other related activities, Distribution of third party products like Mutual Fund, Life insurance, etc. and sales credit for referred business and interest earned on our funds used in brokerage business.
3. Issuer services & advisory	Issuer services & advisory consists of financial advisory services such as equity-debt issue management services, merger and acquisition advice and other related activities.



Notes to Standalone and Consolidated financial results

1. The above financial results have been prepared in accordance with the recognition and measurement principles of Ind AS prescribed under Section 133 of the Companies Act, 2013 read with relevant Rules issued there under and other accounting principles generally accepted in India.
2. The above financial results were reviewed by the Audit Committee and approved by the Board of Directors of the Company at its Meeting held on October 19, 2021. The statutory auditors have issued an unmodified audit opinion on the standalone and consolidated financial results.
3. Covid-19 outbreak was declared as a global pandemic by World Health Organisation. The Company being classified as an essential service has been in operation consistently with minimal staff. As at September 30, 2021, based on the facts and circumstances existing as of that date, the Company does not anticipate any material uncertainties which affects its liquidity position and also its ability to continue as a going concern.
4. During the quarter ended September 30, 2021, the Company has allotted 29,010 equity shares of face value of ₹ 5 each to its employees pursuant to exercise of employee stock options.
5. During the six months ended September 30, 2021, the Company has paid a final dividend for the year ended March 31, 2021 of ₹ 13.50 per equity share as approved by its members at the Annual General Meeting held on August 18, 2021. The Board of Directors at its meeting held on October 19, 2021 has declared an interim dividend of ₹ 11.25 per equity share.
6. Pursuant to SEBI's Operational circular SEBI/HO/DDHS/P/CIR/2021/613 dated August 10, 2021 to the extent applicable to Commercial Papers, information as required under Regulation 52(4) of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015 is attached herewith as Annexure 'A'.
7. These financial results will be available on the Company's website – www.icicisecurities.com

For and on behalf of the Board of Directors of
ICICI Securities Limited


Vijay Chandok
Managing Director & CEO

Mumbai, October 19, 2021



Annexure A

Pursuant to SEBI's Operational circular SEBI/HO/DDHS/P/CIR/2021/613 dated August 10, 2021 to the extent applicable to Commercial Papers, information as required under Regulation 52(4) of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015 for the six months ended September 30, 2021 is as mentioned below:

Key Financial Information

Particulars	Six months ended September 30, 2021	Year Ended March 31, 2021
Debt Equity Ratio ¹	2.85	1.93
Debt Service Coverage Ratio ²	0.16	0.42
Interest Services Coverage Ratio ³	10.32	15.67
Net Worth ⁴	₹ 20,598.1 Million	₹ 18,221.1 Million
Net Profit after tax	₹ 6,619.6 Million	₹ 10,677.2 Million
Earnings per share (Diluted)	₹ 20.46	₹ 33.08
Outstanding redeemable preference shares	Not Applicable	Not Applicable
Capital redemption / Debenture redemption reserve	Not Applicable	Not Applicable
Current Ratio	1.20	1.28
Long Term Debt to Working Capital Ratio ⁵	Nil	Nil
Bad Debts to Accounts Receivables Ratio	0.59%	0.97%
Current Liability Ratio	0.97	0.96
Total Debts to Total Assets	0.49	0.43
Debtors Turnover Ratio ⁶	4.44	4.80
Inventory Turnover Ratio	Not Applicable	Not Applicable
Operating Margin (%) ⁷	55.42%	55.32%
Net Profit Margin (%) ⁸	41.33%	41.29%

¹ Debt Equity Ratio = Debt (Borrowings + Accrued Interest) / Equity (Equity share capital + Other Equity)

² Debt Service Coverage Ratio = Profit before interest and tax / (Interest expenses (excludes interest costs on leases as per Ind AS 116 on Leases) + Principal Repayments)

³ Interest Service Coverage Ratio = Profit before interest and tax / Interest expenses (excludes interest costs on leases as per Ind AS 116 on Leases)

⁴ Net Worth = Equity + Other Equity

⁵ Company do not have any Long Term Debt and hence the ratio is Nil

⁶ Debtors Turnover Ratio = Fee and Commission Income / Trade Receivables

⁷ Operating Margin = Profit before tax / Total Revenue from operations

⁸ Net Profit Margin = Profit after tax / Total Revenue from operations



Press Release

Q2FY22 Performance Highlights

- Revenue at ₹ 857 crore, up 26% YoY; **strong growth across all businesses**
 - Equities and allied revenue at ₹ 541 crore, up 19% YoY
 - Distribution income at ₹ 151 crore, up 53% YoY
 - Private Wealth Management revenue at ₹ 232 crore up 129% YoY
 - Issuer Services & Advisory* revenue at ₹ 73 crore up 17% YoY
- PAT at ₹ 351 crore, up 26% YoY
- Interim dividend of ₹ 11.25 per share vs ₹ 8 in Q2FY21
- Cost to income ratio 45%; Return on Equity (annualized) at robust 66%
- Over 5.8 lakh clients added; up by over 400% YOY; **highest ever quarterly addition**
- Total client assets at ~₹ 5.1 Lakh crore[#], up 77% YoY
- Wealth AUM at ₹ 2.49 Lakh crore[#], up 115% YoY
- 2.58 million overall active clients, up 65% YoY

* Our investment banking business

Assets of our clients incl. equity demat assets maintained with ICICI Bank and excluding promoter holding

Mumbai, Tuesday, October 19, 2021 – ICICI Securities, a part of the ICICI Group and India's leading retail-led equity franchise, distributor of financial products, and investment bank, today declared all round improvement in financial and operational performance for the quarter ending 30th September 2021 (Q2FY22) as compared to the corresponding quarter last year (Q2FY21).

Q2FY22 Performance

The company reported consolidated revenue of ₹ 857 crore in Q2FY22, against ₹ 680 crore in Q2FY21, up 26%, aided by **strong all round performance across business segments**.

Consolidated Profit After Tax (PAT) for Q2FY22 stood at ₹ 351 crore, Vs ₹ 278 crore in Q2FY21, up 26%, on account of growth in revenue and improvement in margins.

Cost to income ratio stood at 45% in Q2FY22, while Return on Equity (annualized) was at robust 66%.

The board has declared an interim dividend of ₹ 11.25 per share vs ₹ 8 in Q2FY21.

Business Highlights

ICICI Securities has a client base of ~63 lakh, of which over 5.8 lakh were added during the quarter, which is **highest ever addition in a quarter**. Digital sourcing and open architecture approach continue to demonstrate strength with 77% of new customers coming from non ICICI Bank channels. With the signing up with HSBC Bank during the quarter -- second such partnership agreement after Federal Bank -- to provide a seamless 3-in-1 account services to the its customers, the company has further broad-based its acquisition engine.

The company has ~2.58 million active clients (those who have transacted across any product categories in the last 12 months) and ~2.27 million NSE active clients (those having traded on the NSE in the last 12 months), up 65% and 90% YoY respectively.

Total client assets stood at ₹ 5.1 Lakh crore[#] on 30th September, 2021, vs 2.9 Lakh crore a year ago, up 77%.

In Q2FY22, **Equities and Allied Business**, which comprises retail equity, institutional equity, lending towards ESOP (Employee Stock Option Plans) & MTF (Margin Trade Funding), Prime & NEO subscription fees and other charges, rose 19% on-year to ₹ 541 crore. The Retail Equities and Allied Business reported revenues at ₹ 498 crore, up 20%, vs ₹ 416 crore in Q2FY21.

ESOP & MTF interest income rose 160% year-on-year to ₹ 116 crore in Q2FY22 and the daily average book for these businesses stood at ~ ₹5,150 crore for Q2FY2022, against ~ ₹ 1,810 crore for Q2FY2021. Prime subscription income grew 33% YoY to ₹ 17 crore. The company continued to receive encouraging response to Prime, its annual subscription based plan that provides a package of privilege pricing, exclusive research, and higher eATM (payout within 30 mins of selling stocks) limits per day. Currently there are ~ 8.7 lakh Prime subscribers (vs 4.2 lakh a year ago) and Prime and Prepaid customers together contribute 64% of retail equities revenue.

During the quarter, the company launched ICICIdirect Markets app, a brand new trading app, providing a superior trading experience with its simple, fast and intuitive UI & UX (User Interface & User Experience) design. Within a short period of time, the app has seen over 1 lakh downloads. During the quarter, the company also introduced curated portfolios of US stocks and ETFs based on models constructed by renowned global fund managers.

Institutional equities revenue during the quarter increased by 12% year-on-year to ₹ 43 crore on the back of established traction with in DII (Domestic Institutional Investors) space and growing traction in the FII (Foreign Institutional Investors) space.

Distribution revenue stood at ₹ 151 crore in Q2FY22 up 53% against Q2FY21.

ICICI Securities is India's second largest non-bank MF distributor by revenue and assets. (based on FY21 AMFI data). ICICI Securities' MF revenues grew by 52% YoY to ₹ 87 crore in Q2FY22. On the back of SIP count rising 42% YoY to 0.92 million in September 2021, the company's market share in SIP flows has expanded to 4% in Q2FY22 from 3.4% in Q2FY21. ICICI Securities' MF AUM is up 37% YoY and is at an all-time high.

ICICI Securities is also a leading distribution of other financial products like loans, fixed income products, corporate bonds and deposits, insurance, bank Fixed Deposits (FD), Alternate Investment Funds (AIF), Portfolio Management Services (PMS), Sovereign Gold Bonds (SGB), and National Pension Scheme (NPS). This business grew by 62% YoY in Q2FY22 to ₹ 61 crore. The company's market share of SGB for Q2FY22 was 9%, and ETF (as on 30th June) was 13%. ICICIdirect disbursed ₹ 690 crore worth of loans during the quarter, against ₹ 360 crore in the same period last year. In the recent past, the company has added two new insurance principals on its platform - HDFC Life for Life Insurance and Max Bupa for Health Insurance.

I-Sec's **Private Wealth Management** (PWM) business reported ₹ 232 crore of revenue in Q2FY22 up 129% on-year. The PWM business is a home-grown franchise serving ~ 61,850 High Networth and Ultra High Networth (HNI/U-HNI) clients (~6,900 added during the quarter), with an asset base of ₹ 2.49 Lakh crore[#], up 115% year-on-year.

Assets of our clients incl. equity demat assets maintained with ICICI Bank and excluding promoter holding

Our **Issuer Services and Advisory business** (Investment Banking) revenue stood at ₹ 73 crore in Q2FY22, up 17% on-year. ICICI Securities is ranked #1 in IPO/ FPO/ InvIT/ ReIT issuance (in terms of deal count) with a deal volume market share of 52% (Q2FY22). The

company has strong IPO pipeline (as per SEBI filing) of 54 deals amounting to over ₹ 1.2 lakh crore.

Management Commentary

Mr. Vijay Chandok, Managing Director and Chief Executive Officer, said, “Our strategy of broad basing our customer acquisition engine is paying off and I am happy to report highest ever quarterly customer addition yet again this quarter. During the quarter, younger millennials and Gen Z accounted for 65% of new customers (vs 39% a year ago) and those from tier II and below cities are now 84% of new customers (67% last year). We see a long growth runway, given our country’s current position in the financialisation journey, expected secular long term GDP growth, large number of youth entering the job market annually and equally large number of retirees with both sets with differential needs.

From an e-broker we have evolved into a one-stop-shop for our customer’s financial lifecycle journey. We are now transitioning to a digitally integrated financial marketplace. For this we are acquiring and developing relevant skill sets and also doubling down on digital investments to automate processes and use new age tools like analytics and machine learning to provide customized solutions matching customer profile, risk appetite, and goals. “

About ICICI Securities

ICICI Securities Limited (I-Sec) is a subsidiary of ICICI Bank Ltd. The company began its operation in May 1995 and continues to grow its operation through expanding its client base and providing different type of services.

I-Sec operates www.icicidirect.com, India’s leading virtual financial supermarket, meeting the three need sets of its clients- investments, protection, and borrowing. Through its four lines of businesses -- broking, distribution of financial products, wealth management and investment banking-- I-Sec serves customers ranging from the retail and institutional investors to corporates to high net-worth individuals to government.

I-Sec is listed on National Stock Exchange (NSE) and the Bombay Stock Exchange (BSE). For details, visit: www.icicisecurities.com

Disclaimer

Except for the historical information contained herein, statements in this release which contain words or phrases such as 'will', '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 broking business and other financial 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 exploration of merger and acquisition opportunities, our ability to integrate mergers or acquisitions into our operations and manage the risks associated with such acquisitions to achieve our strategic and financial objectives, 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 insurance regulations and other regulatory changes in India and other jurisdictions on us. ICICI Securities Limited undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

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ANALYSIS OF FINANCIAL PERFORMANCE FOR THE QUARTER ENDED SEPTEMBER 30, 2021 (Q2-FY2022)

Consolidated revenue increased by 25.9% from ₹ 6,804.6 million in Q2-FY2021 to ₹ 8,565.6 million in Q2-FY2022.

Consolidated profit after tax increased by 26.3% from ₹ 2,781.5 million in Q2-FY2021 to ₹ 3,512.4 million in Q2-FY2022.

(₹ in million)

Consolidated Profit & Loss Account	Q2-FY 2021	Q2-FY 2022	% Change
Revenue From operations:			
(i) Interest income	898.4	1,702.0	89.4
(ii) Dividend Income	0.2	0.2	-
(iii) Fees and commission income			
Brokerage income	3,920.0	3,927.2	0.2
Income from services	1,898.2	2,731.9	43.9
(iv) Net gain on fair value changes	84.6	199.2	> 100.0
(v) Others	5.4	3.2	(40.7)
(I) Total revenue from operations	6,806.8	8,563.7	25.8
(II) Other Income	(2.2)	1.9	-
(III) Total Income (I+II)	6,804.6	8,565.6	25.9
Expenses:			
(i) Finance costs	284.9	580.9	> 100.0
(ii) Fees and commission expense	276.1	304.9	10.4
(iii) Impairment on financial instruments	21.9	(45.1)	-
(iv) Operating expenses	127.1	316.7	> 100.0
(v) Employee benefits expenses	1,795.6	1,682.5	(6.3)
(vi) Depreciation, amortization and impairment	130.7	147.6	12.9
(vii) Other expenses	445.3	868.9	95.1
(IV) Total expenses	3,081.6	3,856.4	25.1
(V) Profit before tax (III-IV)	3,723.0	4,709.2	26.5
(VI) Tax expense	941.5	1,196.8	27.1
(VII) Profit after tax (V-VI)	2,781.5	3,512.4	26.3
(VIII) Other comprehensive income/(Losses), net of taxes	(5.3)	22.2	-
(IX) Total comprehensive income for the period (VII+ VIII)	2,776.2	3,534.6	27.3

(₹ in million)

Balance Sheet	As at March 31, 2021	As at September 30, 2021	% Change
Financial assets	77,851.1	114,370.0	46.9
Non-financial assets	3,958.0	4,261.5	7.7
Total assets	81,809.1	1,18,631.5	45.0
Financial liabilities	57,008.7	91,898.2	61.2
Non-financial liabilities	6,579.3	6,135.2	(6.7)
Equity	18,221.1	20,598.1	13.0
Total liabilities	81,809.1	1,18,631.5	45.0

Explanatory notes for Q2-FY2022:

- Interest income increased from ₹ 898.4 million for Q2-FY2021 to ₹ 1,702.0 million in Q2-FY2022, an increase of 89.4%. This was primarily due to increase in average MTF & ESOP funding book and fixed deposits.
- Brokerage income marginally up to ₹ 3,927.2 million for Q2-FY2022 from ₹ 3,920.0 in Q2-FY2021.
- 43.9% increase in Income from services from ₹ 1,898.2 million for Q2-FY2021 to ₹ 2,731.9 million in Q2-FY2022. Income from services comprising income earned from distribution of financial products as well as issuer services & advisory business increased on account of:
 - Increase in issuer services & advisory fee income by 16.7% from ₹ 623.1 million for Q2-FY2021 to ₹ 727.4 million in Q2-FY2022 mainly on account of heightened level of fund raising activities during the quarter.
 - Increase in income from distribution business from ₹ 989.8 million in Q2-FY2021 to ₹ 1,512.3 million in Q2-FY2022 due to growth in revenue across major products.
- 135.5% increase in net gain on fair value from 84.6 million in Q2-FY2021 to ₹ 199.2 million in Q2-FY2022:
 - Due to gain on fair value changes in our treasury segment and other investment portfolio held as our stock in trade and;
 - Due to gain on account of receipt of settlement proceeds in the form of cash and NCD's of Piramal Capital and Housing Finance (PCHFL) in lieu of DHFL NCD's which was impaired earlier.
- Finance costs increased from ₹ 284.9 million for Q2-FY2021 to ₹ 580.9 million in Q2-FY2022. This increase was primarily due to increase in borrowing to fund requirements arising from various lines of businesses.

- Fees and commission expenses increased from ₹ 276.1 million for Q2-FY2021 to ₹ 304.9 million for Q2-FY2022, primarily due to increases in revenue linked payout to business partners including ICICI Bank and variable fees related to issuer and advisory services business.
- Impairment on financial instruments was a credit of ₹ 45.1 million in Q2-FY2022 compared to a charge of ₹ 21.9 million in Q2-FY2021 primarily on account of reversal of balance one time contingency provision because of no adverse experience. This provision was created during Q4-FY2020 to provide for any scenario that could have arisen on account of market volatility arising from Covid-19.
- Operating expenses increased from ₹ 127.1 million for Q2-FY2021 to ₹ 316.7 million in Q2-FY2022, mainly due to increase in operating expenses linked to volumes and acquisition.
- Employee benefits expenses decreased from ₹ 1,795.6 million for Q2-FY2021 to ₹ 1,682.5 million in Q2-FY2022 primarily on account of a level variable pay provision in the current quarter compared to higher variable pay provision in Q2-FY2021 and partly offset by annual increments in salaries.
- Depreciation and amortisation expense increased from ₹ 130.7 million for Q2-FY2021 to ₹ 147.6 million for the Q2-FY2022, primarily on account of depreciation on additions of technology related assets.
- Other expenses increased from ₹ 445.3 million in Q2-FY2021 to ₹ 868.9 million in Q2-FY2022, an increase of 95.1%, primarily due to increase in digital marketing initiatives, technology related expenses and expenses towards Corporate Social Responsibility in current quarter whereas it was preponed to Q1-FY2021, last year.
- Total assets increased from ₹ 81,809.1 million as at March 31, 2021 to ₹ 1,18,631.5 million as at September 30, 2021, an increase of 45.0%. This increase was primarily due to increases in loan book from ₹ 29,014.5 million as at March 31, 2021 to ₹ 59,106.5 million as at September 30, 2021, as well as increase in fixed deposits placed with exchanges, on account of increase in trading volumes.
- Total liabilities increased from ₹ 81,809.1 million as at March 31, 2021 to ₹ 1,18,631.5 million as at September 30, 2021, an increase of 45.0%. This increase was primarily due to increase in borrowings from ₹ 35,209.6 million as at March 31, 2021 to ₹ 57,262.8 million as at September 30, 2021, increase in other financial liabilities from ₹ 10,440.5 million to ₹ 19,505.4 million on account of margin money received from clients and increase in trade payables as at September 30, 2021.



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This release does not constitute an offer of securities.

For investor queries please email at IR@icicisecurities.com

1 billion/million = 100 crore / 10 Lakhs