

January 20, 2020

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 January 20, 2020

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

Pursuant to Regulation 30 read with Schedule III and Regulation 33 of the Securities and Exchange Board of India (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.* January 20, 2020, *inter-alia*, approved the audited financial results of the Company for the quarter and nine months ended December 31, 2019.

Accordingly, we enclose herewith the following:

1. Audited (Standalone and Consolidated) financial results of the Company for the quarter and nine months ended December 31, 2019;
2. Auditors' Reports on the audited (Standalone and Consolidated) financial results; and
3. A copy of the press release.

The Board Meeting commenced at 11:35 a.m. and concluded at 4:00 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**

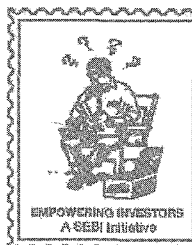
Encl.: As above

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 Centre, H. T. Parekh Marg,  
Churchgate, Mumbai 400 020, India.  
Tel (91 22) 2288 2460/70  
Fax (91 22) 2288 2455

**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) 4070 1000  
Fax (91 22) 4070 1022

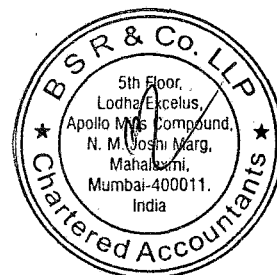
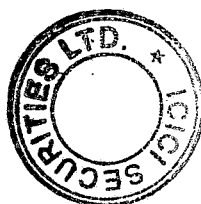
**Name of Compliance Officer (Broking Operations) : Mr. Anoop Goyal**  
**Email Address:** complianceofficer@icicisecurities.com / Tel (91 22) 4070 1000  
**Website Address:** www.icicisecurities.com / www.icicidirect.com



**ICICI SECURITIES LIMITED**
**Statement of audited standalone financial results for the quarter and nine months ended December 31, 2019**
**(₹ million)**

	Particulars	Quarter ended			Nine months ended		Year ended
		December 31, 2019	September 30, 2019	December 31, 2018	December 31, 2019	December 31, 2018	March 31, 2019
	<b>Revenue from operations</b>						
(i)	Interest income	600.4	534.0	431.6	1,635.2	1,335.1	1,791.4
(ii)	Dividend income	-	0.4	1.2	0.4	3.8	4.9
(iii)	Fees and commission income						
	- Brokerage income	2,245.1	2,158.1	2,269.2	6,602.1	7,040.3	9,325.2
	- Income from services	1,287.5	1,451.7	1,340.7	3,900.1	4,477.6	5,732.8
(iv)	Net gain on fair value changes	82.3	19.7	2.3	102.0	91.4	166.0
(v)	Others	4.4	5.2	9.3	13.6	16.4	21.7
<b>(II)</b>	<b>Total revenue from operations</b>	<b>4,219.7</b>	<b>4,169.1</b>	<b>4,054.3</b>	<b>12,253.4</b>	<b>12,964.6</b>	<b>17,042.0</b>
(III)	Other income	1.5	8.1	4.1	165.5	9.1	216.0
<b>(III)</b>	<b>Total income (I+II)</b>	<b>4,221.2</b>	<b>4,177.2</b>	<b>4,058.4</b>	<b>12,418.9</b>	<b>12,973.7</b>	<b>17,258.0</b>
	<b>Expenses</b>						
(i)	Finance costs	218.2	177.6	84.0	573.1	320.8	419.7
(ii)	Fees and commission expense	163.2	162.3	166.4	458.7	477.9	572.8
(iii)	Net loss on fair value changes	-	(1.8)	-	-	-	-
(iv)	Impairment on financial instruments	0.2	(17.3)	29.0	15.0	3.6	26.9
(v)	Operating expense	156.5	151.0	209.3	440.0	625.5	849.6
(vi)	Employee benefits expenses	1,295.8	1,305.3	1,376.5	3,849.7	4,107.8	5,413.0
(vii)	Depreciation, amortization and impairment	148.4	146.7	38.7	451.4	110.9	149.3
(viii)	Other expenses	399.4	424.5	562.1	1,213.5	1,664.3	2,275.7
<b>(IV)</b>	<b>Total expenses (IV)</b>	<b>2,381.7</b>	<b>2,348.3</b>	<b>2,466.0</b>	<b>7,001.4</b>	<b>7,310.8</b>	<b>9,707.0</b>
(V)	Profit/(loss) before tax (III - IV)	1,839.5	1,828.9	1,592.4	5,417.5	5,662.9	7,551.0
(VI)	Tax expense:						
	(1) Current tax	485.2	396.6	610.7	1,427.7	2,004.0	2,721.5
	(2) Deferred tax	(6.9)	93.3	(41.5)	162.4	3.5	(39.7)
		<b>478.3</b>	<b>489.9</b>	<b>569.2</b>	<b>1,590.1</b>	<b>2,007.5</b>	<b>2,681.8</b>
<b>(VII)</b>	<b>Profit/(loss) for the period/ year (V-VI)</b>	<b>1,361.2</b>	<b>1,339.0</b>	<b>1,023.2</b>	<b>3,827.4</b>	<b>3,655.4</b>	<b>4,869.2</b>
<b>(VIII)</b>	<b>Other comprehensive income</b>						
A	(i) Items that will not be reclassified to profit or loss						
	(a) Remeasurement of defined employee benefit plans	15.5	0.1	(8.1)	(38.4)	(33.2)	(40.2)
	(ii) Income tax relating to items that will not be reclassified to profit or loss	(3.9)	(16.7)	2.8	(1.7)	11.8	14.3
	<b>Subtotal (A)</b>	<b>11.6</b>	<b>(16.6)</b>	<b>(5.3)</b>	<b>(40.1)</b>	<b>(21.4)</b>	<b>(25.9)</b>
B	(i) Items that will be reclassified to profit or loss	-	-	-	-	-	-
	(ii) Income tax relating to items that will be reclassified to profit or loss	-	-	-	-	-	-
	<b>Subtotal (B)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
	<b>Other comprehensive income (A + B)</b>	<b>11.6</b>	<b>(16.6)</b>	<b>(5.3)</b>	<b>(40.1)</b>	<b>(21.4)</b>	<b>(25.9)</b>
<b>(IX)</b>	<b>Total comprehensive income for the period/ year (VII+VIII) (comprising profit/(loss) and other comprehensive income for the period/ year)</b>	<b>1,372.8</b>	<b>1,322.4</b>	<b>1,017.9</b>	<b>3,787.3</b>	<b>3,634.0</b>	<b>4,843.3</b>
<b>(X)</b>	<b>Earnings per equity share:</b>						
	<b>(Face value ₹ 5/- per share) *</b>						
	Basic (in ₹)	4.22	4.16	3.18	11.88	11.35	15.12
	Diluted (in ₹)	4.22	4.15	3.18	11.87	11.35	15.11
	(See accompanying notes to the financial results)						

\* EPS is not annualised for interim periods

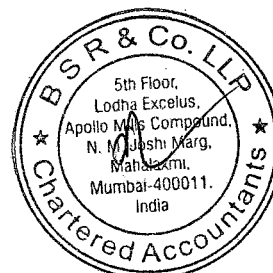


**ICICI SECURITIES LIMITED**
**Statement of audited consolidated financial results for the quarter and nine months ended December 31, 2019**

(₹ million)

	Particulars	Quarter ended			Nine months ended		Year ended
		December 31, 2019	September 30, 2019	December 31, 2018	December 31, 2019	December 31, 2018	March 31, 2019
	<b>Revenue from operations</b>						
(i)	Interest income	601.6	535.1	431.9	1,638.1	1,335.2	1,792.0
(ii)	Dividend income	-	0.4	1.2	0.4	3.8	4.9
(iii)	Fees and commission income						
	- Brokerage income	2,245.1	2,158.1	2,269.2	6,602.1	7,040.3	9,328.3
	- Income from services	1,289.0	1,451.7	1,340.7	3,901.6	4,477.6	5,732.8
(iv)	Net gain on fair value changes	82.3	19.7	2.3	102.0	91.4	166.0
(v)	Others	4.4	5.2	9.2	13.6	16.4	21.7
<b>(I)</b>	<b>Total revenue from operations</b>	<b>4,222.4</b>	<b>4,170.2</b>	<b>4,054.5</b>	<b>12,257.8</b>	<b>12,964.7</b>	<b>17,045.7</b>
(II)	Other income	4.3	12.0	(7.0)	172.2	22.4	224.5
<b>(III)</b>	<b>Total Income (I+II)</b>	<b>4,226.7</b>	<b>4,182.2</b>	<b>4,047.5</b>	<b>12,430.0</b>	<b>12,987.1</b>	<b>17,270.2</b>
	<b>Expenses</b>						
(i)	Finance costs	219.2	178.7	84.9	576.1	323.5	423.4
(ii)	Fees and commission expense	112.8	111.9	115.4	302.8	316.2	375.0
(iii)	Net loss on fair value changes	-	(1.8)	-	-	-	-
(iv)	Impairment on financial instruments	0.2	(17.3)	28.9	15.0	3.6	26.9
(v)	Operating expense	156.7	151.3	209.8	441.2	626.6	850.9
(vi)	Employee benefits expenses	1,328.1	1,338.8	1,415.7	3,940.7	4,217.1	5,544.9
(vii)	Depreciation, amortization and impairment	148.4	146.8	38.7	451.5	111.0	149.5
(viii)	Others expenses	410.3	432.8	573.4	1,250.7	1,705.7	2,327.3
<b>(IV)</b>	<b>Total expenses (IV)</b>	<b>2,375.7</b>	<b>2,341.2</b>	<b>2,466.8</b>	<b>6,978.0</b>	<b>7,303.7</b>	<b>9,697.9</b>
(V)	Profit/(loss) before tax (III - IV)	1,851.0	1,841.0	1,580.7	5,452.0	5,683.4	7,572.3
(VI)	Tax expense:						
	(1) Current tax	485.6	396.5	610.8	1,428.4	2,004.6	2,722.2
	(2) Deferred tax	(6.9)	93.3	(41.8)	162.4	(13.2)	(57.2)
		<b>478.7</b>	<b>489.8</b>	<b>569.0</b>	<b>1,590.8</b>	<b>1,991.4</b>	<b>2,665.0</b>
<b>(VII)</b>	<b>Profit/(loss) for the period/ year (V-VI)</b>	<b>1,372.3</b>	<b>1,351.2</b>	<b>1,011.7</b>	<b>3,861.2</b>	<b>3,692.0</b>	<b>4,907.3</b>
<b>(VIII)</b>	<b>Other comprehensive income</b>						
A	(i) Items that will not be reclassified to profit or loss						
	(a) Remeasurement of defined employee benefit plans	15.5	0.1	(8.1)	(38.4)	(33.2)	(40.2)
	(ii) Income tax relating to items that will not be reclassified to profit or loss	(3.9)	(16.7)	2.8	(1.7)	11.8	14.3
	<b>Subtotal (A)</b>	<b>11.6</b>	<b>(16.6)</b>	<b>(5.3)</b>	<b>(40.1)</b>	<b>(21.4)</b>	<b>(25.9)</b>
B	(i) Items that will be reclassified to profit or loss	-	-	-	-	-	-
	(ii) Income tax relating to items that will be reclassified to profit or loss	-	-	-	-	-	-
	<b>Subtotal (B)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
	<b>Other comprehensive income (A + B)</b>	<b>11.6</b>	<b>(16.6)</b>	<b>(5.3)</b>	<b>(40.1)</b>	<b>(21.4)</b>	<b>(25.9)</b>
<b>(IX)</b>	<b>Total comprehensive income for the period/ year (VII+VIII) (comprising profit/(loss) and other comprehensive income for the period/ year)</b>	<b>1,383.9</b>	<b>1,334.6</b>	<b>1,006.4</b>	<b>3,821.1</b>	<b>3,670.6</b>	<b>4,881.4</b>
<b>(X)</b>	<b>Earnings per equity share:</b>						
	<b>(Face value ₹ 5/- per share)*</b>						
	Basic (in ₹)	4.27	4.19	3.14	11.99	11.46	15.23
	Diluted (in ₹)	4.26	4.19	3.14	11.98	11.46	15.23

\* EPS is not annualised for interim periods



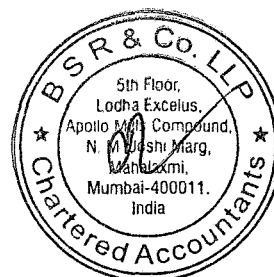
**Consolidated Segment Information for the quarter and Nine months ended December 31, 2019**

(₹ million)

Sr. No.	Particulars	Quarter Ended			Nine months Ended		Year ended
		December 31, 2019	September 30, 2019	December 31, 2018	December 31, 2019	December 31, 2018	March 31, 2019
<b>1</b>	<b>Segment Revenue:</b>						
(a)	Investment & trading	175.8	48.8	26.6	293.7	152.8	265.1
(b)	Broking & commission	3,874.7	3,810.9	3,764.5	11,323.5	11,972.5	15,807.4
(c)	Advisory services	176.2	322.5	256.4	665.3	861.8	990.6
(d)	Unallocated	-	-	-	147.5	-	207.1
	<b>Total [ Items (a) to (d) ]</b>	<b>4,226.7</b>	<b>4,182.2</b>	<b>4,047.5</b>	<b>12,430.0</b>	<b>12,987.1</b>	<b>17,270.2</b>
	Less: Inter Segment Revenue	-	-	-	-	-	-
	<b>Income From Operations</b>	<b>4,226.7</b>	<b>4,182.2</b>	<b>4,047.5</b>	<b>12,430.0</b>	<b>12,987.1</b>	<b>17,270.2</b>
<b>2</b>	<b>Segment Results (Profit)(+)/ Loss (-) before tax):</b>						
(a)	Investment & trading	72.2	(5.7)	5.4	15.8	89.7	136.7
(b)	Broking & commission	1,752.3	1,671.7	1,515.6	5,071.4	5,219.5	6,976.0
(c)	Advisory services	26.5	175.0	59.7	217.3	374.2	252.5
(d)	Unallocated	-	-	-	147.5	-	207.1
	<b>Total [ Items (a) to (d) ]</b>	<b>1,851.0</b>	<b>1,841.0</b>	<b>1,580.7</b>	<b>5,452.0</b>	<b>5,683.4</b>	<b>7,572.3</b>
	Add: Unallocated Revenue	-	-	-	-	-	-
	Less: Unallocated Expenses	-	-	-	-	-	-
	<b>Net Profit before tax</b>	<b>1,851.0</b>	<b>1,841.0</b>	<b>1,580.7</b>	<b>5,452.0</b>	<b>5,683.4</b>	<b>7,572.3</b>
<b>3</b>	<b>Segment Assets</b>						
(a)	Investment & trading	6,193.9	7,063.1	1,409.2	6,193.9	1,409.2	3,665.4
(b)	Broking & commission	30,878.1	26,443.8	20,836.5	30,878.1	20,836.5	40,703.1
(c)	Advisory services	242.0	263.8	347.3	242.0	347.3	233.4
(d)	Unallocated assets	2,035.6	2,245.4	1,759.1	2,035.6	1,759.1	2,044.0
	<b>Total Assets</b>	<b>39,349.6</b>	<b>36,016.1</b>	<b>24,352.1</b>	<b>39,349.6</b>	<b>24,352.1</b>	<b>46,645.9</b>
<b>4</b>	<b>Segment Liabilities</b>						
(a)	Investment & trading	5,024.6	6,237.6	975.6	5,024.6	975.6	2,541.8
(b)	Broking & commission	23,322.6	18,667.5	13,486.2	23,322.6	13,486.2	32,996.9
(c)	Advisory services	466.9	353.4	538.8	466.9	538.8	593.0
(d)	Unallocated	10.5	-	106.8	10.5	106.8	41.5
	<b>Total Liabilities</b>	<b>28,824.6</b>	<b>25,258.5</b>	<b>15,107.4</b>	<b>28,824.6</b>	<b>15,107.4</b>	<b>36,173.2</b>
<b>5</b>	<b>Capital employed [Segment assets - Segment liabilities]</b>						
(a)	Investment & trading	1,169.3	825.5	433.6	1,169.3	433.6	1,123.6
(b)	Broking & commission	7,555.5	7,776.3	7,350.3	7,555.5	7,350.3	7,706.2
(c)	Advisory services	(224.9)	(99.6)	(191.5)	(224.9)	(191.5)	(359.6)
(d)	Unallocated	2,025.1	2,245.4	1,652.3	2,025.1	1,652.3	2,002.5
	<b>Total Capital employed</b>	<b>10,525.0</b>	<b>10,757.6</b>	<b>9,244.7</b>	<b>10,525.0</b>	<b>9,244.7</b>	<b>10,472.7</b>

**Notes**

- (i) 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 three reportable segments namely i) Investment & trading ii) Broking & commission iii) Advisory services.
- (ii) Investment & trading consists of income from treasury, investment income; Broking & commission 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 ; Advisory services 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

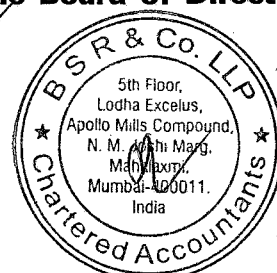
1. The above financial results have been prepared in accordance with the recognition and measurement principles of Ind AS prescribed under Section 133 of the Companies Act, 2013 read with relevant Rules issued there under and other accounting principles generally accepted in India.
2. The Ministry of Corporate Affairs (MCA), vide its notification dated October 11, 2018 issued Division III of Schedule III, which provides the format for financial statements of Non-Banking Financial Companies, as defined in the Companies (Indian Accounting Standards) (Amendments) Rules 2016. These Financial Results have been prepared in accordance with the same. The corresponding figures for the quarter and period ended December 30, 2018 have also undergone a reclassification to comply with the requirements of the Division III.
3. Effective April 1, 2019, the Company has adopted Ind AS 116 'Leases' and applied the same to all eligible lease contracts existing on April 1, 2019 using the modified retrospective approach with right-of-use asset recognised at an amount equal to the adjusted lease liability. Accordingly, comparative figures for the corresponding periods, for the year ended and as at March 31, 2019 have not been retrospectively adjusted.
4. The Board of Directors at its meeting held on March 30, 2019, approved the appointment of Mr. Vijay Chandok as an Additional Director of the Company with effect from May 7, 2019. The Board also approved his appointment as the Managing Director & CEO with effect from May 7, 2019 till May 6, 2024, subject to the approval of the Members and other regulatory approvals, if any. Subsequently, the Members of the Company, at the 24th Annual General Meeting of the Company held on August 2, 2019, approved the appointment of Mr. Vijay Chandok as the Director and also as the Managing Director & CEO with effect from May 7, 2019 till May 6, 2024.
5. The Company has elected to exercise the option permitted under section 115BAA of the Income Tax Act, 1961 as introduced by the Taxation Laws (Amendment) Ordinance, 2019. Accordingly, the Company has recognised Provision for Income Tax for the period ended September 30, 2019 and re-measured its Deferred Tax Assets. The full impact of this change arising out of revaluation of its Deferred Tax Assets as at March 31, 2019, aggregating to ₹ 201.4 million was recognised in the quarter ended September 30, 2019.
6. 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 January 20, 2020. The statutory auditors have issued unmodified opinion on the standalone and consolidated financial results.
7. During the period ended December 31, 2019, the Company has paid a final dividend for the year ended March 31, 2019 of ₹ 5.7 per equity share as approved by its members at the Annual General Meeting held on August 2, 2019. The Board of Directors at its meeting held on October 22, 2019 had approved and paid an interim dividend of ₹ 4.25 per equity share.
8. The Company's Commercial Papers are listed on the Stock Exchange on January 8, 2020.
9. Pursuant to SEBI circular SEBI/HO/DDHS/CIR/P/2019/115 dated October 22, 2019, on "Framework for listing of Commercial Paper", information as required under Regulation 52(4) of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015 is attached herewith as annexure 'A'.

Mumbai, January 20, 2020



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

Vijay Chandok  
Managing Director & CEO



## Annexure A

Pursuant to SEBI circular SEBI/HO/DDHS/CIR/P/2019/115 dated October 22, 2019, on "Framework for listing of Commercial Paper", information as required under Regulation 52(4) of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015 for the nine months ended December 31, 2019 is as mentioned below:

### a) Details of Credit Rating:

Instrument Category	CRISIL	ICRA
i) Non-Convertible Debenture Programme		
Ratings	CRISIL AAA/Stable	ICRA AAA/Stable
Amount in ₹ Million	₹ 500.0	₹ 500.0
ii) Commercial Paper Programme		
Ratings	CRISIL A1+	ICRA A1+
Amount in ₹ Million	₹ 25,000.0	₹ 25,000.0

### b) Key Financial Information

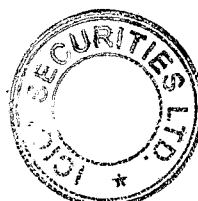
Particulars	Nine Months Ended December 31, 2019	Year Ended March 31, 2019
Debt Equity Ratio *	1.42 Times	0.43 Times
Debt Service Coverage Ratio **	0.38 Times	1.63 Times
Interest Services Coverage Ratio ***	12.63 Times	18.88 Times
Net Worth ****	₹ 10,525.0 Million	₹ 10,472.7 Million
Net Profit after tax	₹ 3,861.2 Million	₹ 4,907.3 Million
Earnings per share (Diluted) (Face Value ₹ 5/- per share)	₹ 11.98	₹ 15.23
Asset cover available, in case of non-convertible debt securities	Not Applicable	Not Applicable
Outstanding redeemable preference shares (quantity and value)	Not Applicable	Not Applicable
Capital redemption reserve / Debenture redemption reserve	Not Applicable	Not Applicable

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

\*\* 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)

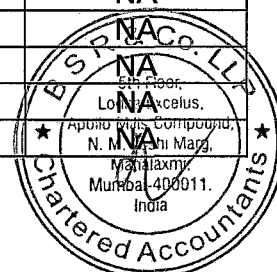
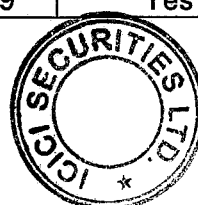
\*\*\* Interest Service Coverage Ratio = Profit before interest and tax / Interest expenses (excludes interest costs on leases as per Ind AS 116 on Leases)

\*\*\*\* Net Worth = Equity share capital + Other Equity



**c) Details of previous due date, next due date for the payment of interest and repayment of commercial papers:**

Sr. No.	Commercial Paper – Date of Issue	Redemption Amount	Previous due date (from April 01, 2019 to December 31, 2019)	Whether paid or not	Next due date
		(₹ Million)	Principal & Interest		Principal & Interest
1	01-Feb-19	500.0	30-Apr-19	Yes	NA
2	01-Feb-19	1,000.0	30-Apr-19	Yes	NA
3	12-Feb-19	500.0	12-Apr-19	Yes	NA
4	20-Feb-19	500.0	23-Apr-19	Yes	NA
5	20-Feb-19	1,000.0	23-Apr-19	Yes	NA
6	18-Mar-19	500.0	17-May-19	Yes	NA
7	18-Mar-19	500.0	17-May-19	Yes	NA
8	04-Apr-19	500.0	03-Jun-19	Yes	NA
9	04-Apr-19	1,000.0	03-Jun-19	Yes	NA
10	12-Apr-19	1,000.0	11-Jun-19	Yes	NA
11	18-Apr-19	1,000.0	17-Jun-19	Yes	NA
12	18-Apr-19	1,500.0	17-Jun-19	Yes	NA
13	30-Apr-19	750.0	28-Jun-19	Yes	NA
14	30-Apr-19	750.0	28-Jun-19	Yes	NA
15	13-May-19	500.0	28-Jun-19	Yes	NA
16	27-May-19	500.0	19-Jul-19	Yes	NA
17	27-May-19	500.0	19-Jul-19	Yes	NA
18	31-May-19	1,000.0	30-Jul-19	Yes	NA
19	13-Jun-19	3,000.0	02-Aug-19	Yes	NA
20	13-Jun-19	500.0	02-Aug-19	Yes	NA
21	13-Jun-19	500.0	02-Aug-19	Yes	NA
22	14-Jun-19	1,000.0	02-Aug-19	Yes	NA
23	27-Jun-19	500.0	25-Sep-19	Yes	NA
24	15-Jul-19	500.0	25-Sep-19	Yes	NA
25	15-Jul-19	500.0	25-Sep-19	Yes	NA
26	29-Jul-19	1,000.0	27-Sep-19	Yes	NA
27	29-Jul-19	1,000.0	27-Sep-19	Yes	NA
28	02-Aug-19	2,000.0	03-Oct-19	Yes	NA
29	02-Aug-19	2,000.0	17-Sep-19	Yes	NA
30	06-Aug-19	1,000.0	31-Oct-19	Yes	NA
31	29-Aug-19	1,000.0	25-Oct-19	Yes	NA
32	29-Aug-19	250.0	25-Oct-19	Yes	NA
33	17-Sep-19	1,500.0	15-Nov-19	Yes	NA
34	17-Sep-19	500.0	15-Nov-19	Yes	NA
35	17-Sep-19	500.0	15-Nov-19	Yes	NA
36	19-Sep-19	2,500.0	19-Nov-19	Yes	NA
37	27-Sep-19	450.0	28-Nov-19	Yes	NA
38	27-Sep-19	500.0	28-Nov-19	Yes	NA
39	03-Oct-19	1,500.0	03-Dec-19	Yes	NA
40	14-Oct-19	1,000.0	13-Dec-19	Yes	NA



Sr. No.	Commercial Paper – Date of Issue	Redemption Amount	Previous due date (from April 01, 2019 to December 31, 2019)	Whether paid or not	Next due date
		(₹ Million)	Principal & Interest		Principal & Interest
41	25-Oct-19	2,000.0	19-Dec-19	Yes	NA
42	29-Oct-19	2,000.0	27-Dec-19	Yes	NA
43	04-Dec-19	400.0	13-Dec-19	Yes	NA
44	04-Dec-19	500.0	13-Dec-19	Yes	NA
45	04-Dec-19	100.0	13-Dec-19	Yes	NA
46	04-Dec-19	250.0	13-Dec-19	Yes	NA
47	04-Dec-19	250.0	13-Dec-19	Yes	NA
48	15-Nov-19	1,500.0	NA	Yes*	14-Jan-20
49	15-Nov-19	1,000.0	NA	Yes*	14-Jan-20
50	15-Nov-19	750.0	NA	Yes*	14-Jan-20
51	19-Nov-19	1,000.0	NA	Yes*	17-Jan-20
52	19-Nov-19	1,500.0	NA	Yes*	17-Jan-20
53	19-Nov-19	500.0	NA	Yes*	17-Jan-20
54	19-Nov-19	500.0	NA	Yes*	17-Jan-20
55	28-Nov-19	1,750.0	NA	-	28-Jan-20
56	13-Dec-19	1,000.0	NA	-	12-Mar-20
57	13-Dec-19	500.0	NA	-	12-Mar-20
58	19-Dec-19	2,000.0	NA	-	17-Feb-20
59	26-Dec-19	2,500.0	NA	-	24-Feb-20
60	26-Dec-19	500.0	NA	-	24-Feb-20

\*Commercial papers stands redeemed on respective next due date as mentioned in the aforesaid table.



# B S R & Co. LLP

Chartered Accountants

5th Floor, Lodha Excelus,  
Apollo Mills Compound  
N. M. Joshi Marg, Mahalaxmi  
Mumbai - 400 011  
India

Telephone +91 (22) 4345 5300  
Fax +91 (22) 4345 5399

## 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 quarterly financial results of ICICI Securities Limited ("the Company") for the quarter ended 31 December 2019 and the year to date results for the period from 1 April 2019 to 31 December 2019, 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 SEBI Circular SEBI/HO/DDHS/DDHS/CIR/P/2019/115 dated 22 October 2019.

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

- i. are presented in accordance with the requirements of Regulation 33 of the Listing Regulations in this regard and SEBI Circular SEBI/HO/DDHS/DDHS/CIR/P/2019/115 dated 22 October 2019; 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/loss as applicable for the respective periods and other financial information for the quarter ended 31 December 2019 as well as the year to date results for the period from 1 April 2019 to 31 December 2019.

##### 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.



## **Independent Auditors' Report (Continued)**

### **ICICI Securities Limited**

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

These quarterly financial results as well as the year to date 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 SEBI Circular SEBI/HO/DDHS/DDHS/CIR/P/2019/115 dated 22 October 2019. 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.
- 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.



## Independent Auditors' Report (*Continued*)

### ICICI Securities Limited

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

- 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.

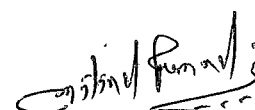
We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

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.

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

*Chartered Accountants*

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



**Milind Ranade**

*Partner*

Mumbai  
20 January 2020

Membership No: 100564  
UDIN: 20100564AAAACY9607

# B S R & Co. LLP

Chartered Accountants

5th Floor, Lodha Excelus,  
Apollo Mills Compound  
N. M. Joshi Marg, Mahalaxmi  
Mumbai - 400 011  
India

Telephone +91 (22) 4345 5300  
Fax +91 (22) 4345 5399

## 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 Statement of 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 31 December 2019 and for the period from 1 April 2019 to 31 December 2019 ("the Statement"), 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 SEBI Circular SEBI/HO/DDHS/DDHS/CIR/P/2019/115 dated 22 October 2019.

In our opinion and to the best of our information and according to the explanations given to us the Statement:

- 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, as amended and SEBI Circular SEBI/HO/DDHS/DDHS/CIR/P/2019/115 dated 22 October 2019; 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/loss as applicable for the respective periods) and other financial information of the Group for the quarter ended 31 December 2019 and for the period from 1 April 2019 to 31 December 2019.

##### 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.



## **Independent Auditors' Report (Continued)**

### **ICICI Securities Limited**

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

These quarterly consolidated financial results as well as the year to date 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 SEBI Circular SEBI/HO/DDHS/DDHS/CIR/P/2019/115 dated 22 October 2019. 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, we are responsible for the direction, supervision and performance of the audit of financial information of such entities included in the consolidated financial results.

We communicate with those charged with governance of the Holding Company 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.

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

*Chartered Accountants*

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



**Milind Ranade**

*Partner*

Mumbai  
20 January 2020

Membership No: 100564  
UDIN: 20100564AAAACW5745

NSE Code: ISEC

BSE Code: 541179

**Press Release****Q3FY20 Performance Highlights**

- Revenue at ₹ 423 crore, up 4% YoY
- PAT at ₹ 137 crore, up 36% YoY
- Retail equities and allied revenue up 5% YoY at ₹ 228 crore
- Blended equity broking market share up 80 bps YoY to 8.9%
- 1.4 million active clients; ~94,000 new clients added during the quarter

**Mumbai, January 20, 2020** – ICICI Securities (I-Sec), a part of the ICICI Group and India's leading retail led equity franchise, distributor of financial products, and investment banker, today announced its financial results for the nine month (9MFY20) and quarter ending December 31, 2020 (Q3FY20).

The company reported consolidated revenue of ₹ 423 crore in Q3FY20, against ₹ 405 crore in Q3FY19, up 4%, aided by growth in retail equities & allied business. Consolidated Profit after tax (PAT) for Q3FY20 stood at ₹ 137 crore, Vs ₹101 crore in Q3FY19, up 36%, on account of growth in revenue, reduction in expenses, and changes in statutory tax rates.

Return on Equity (RoE) remained robust at ~ 51%.

For the 9MFY20 period, revenue stood at ₹ 1,243 crore, down 4% YoY, and PAT stood at ₹ 386 crore, up 5%.

**Business Highlights**

I-Sec has 4.7 million operational accounts, of which about 94,000 were added during the quarter. The company has 1.4 million active clients (those having traded in the last 12 months) and ~1 million NSE active clients (those having traded on the NSE in the last 12 months). During the quarter, I-Sec's blended equity market share grew 80 basis points on-year to 8.9%.

The ICICI Bank-led customer acquisition arrangement continues to ramp up well with client activation rates further increasing to 58% vs 44% sequentially, and almost double from the same quarter last year. Pace of tab-based account opening (T20) has also picked up with monthly run rate of ~11,500 in Q3FY20 vs ~9,500 in Q2FY20.

In Q3FY20, the Indian equity markets were buoyant and headline indices ended the calendar year on a high note. The small-cap and mid-cap indices rose 8% and 9% respectively in Q3FY20.

During the quarter, our **Retail Equities and Allied Business** revenue rose 5% to ₹ 228 crore vs ₹ 216 crore in Q3FY19. The allied business comprises lending towards ESOP & MTF, and Prime subscription fees. Our ESOP & Margin Trade Funding book has grown to ₹ 1,153 crore, with interest income rising 43% year on-year to ₹ 26 crore in Q3FY20. Prime subscription income has grown 37% sequentially to ~₹ 6 crore in Q3FY20.

The company continues 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 over 2.3 lakh Prime subscribers.

Institutional equities business during the quarter declined by 2% on-year to ₹ 28 crore due to reduced traction in block deals.

**Distribution** revenue stood at ₹ 103 crore in Q3FY20 down 4% against Q3FY19 due to the anticipated reduction arising due to changes in regulations pertaining to Mutual Fund distribution. Sequentially, distribution revenue was down 3%.

I-Sec is India’s second largest non-bank MF distributor by revenue with a 4% revenue market share (based on FY19 revenue). Average AUM of the mutual funds distributed by the company increased by 9% on-year to ₹ 37,500 crore in Q3FY20. It earned ₹ 58 crore of revenue through MF distribution during the quarter, vs ₹ 60 crore in Q3FY19.

With increased focus on other products like home loans, fixed income products, corporate bonds and deposits, insurance, AIF, PMS, SGBs, NPS, etc., **non-MF distribution revenue rose 6%** in Q3FY20 vs Q3FY19, to ₹ 41 crore.

During the quarter, the company expanded its distribution business by launching new products like SIP Protect (free term insurance with MF SIP investments on over 70 MF schemes by 4 leading AMCs) and EIP (ETF Intelligent Portfolios, a unique investment product that invests in multi asset basket of low cost ETFs based on clients’ risk profile).

The company has a network of 178 ICICIdirect branches (vs 198 in Q3FY19) and a nationwide network of business partners, consisting of sub-brokers, authorized persons, IFAs & IAs, which grew by a third to 8,600+.

Our **Investment Banking** revenue stood at ₹ 18 crore in Q3FY20, down 31% on-year, primarily due to lower number of high value deals. **I-Sec is ranked 1st in the IPO (incl. InvIT, REIT, FPOs) league by value and 1st among domestic financial advisors by number of deals.** The company handled 7 investment banking deals in Q3FY20 and has an IPO pipeline (as per SEBI filing) of seven deals amounting to over ₹ 8,600 crore.

Our **Treasury** income, surged to ₹ 18 crore in Q3FY20 from ₹ 3 crore in Q3FY19, aided by higher interest income earned arising from debt positions that we have built.

### **Management Commentary**

**Mr. Vijay Chandok, Managing Director and Chief Executive Officer**, said, “We continued to focus on executing our strategy of offering appropriate products and solutions to varied clientele across a spectrum of needs. We are continuously working towards building for the future with client interest at the center and a keen focus on using digitization to contain cost, enhance productivity and efficiency.

“During the quarter, we saw an uptick in retail participation due to large, mid, and small caps participating in the rally, and If the momentum in the broader market sustains, it will be beneficial for a franchise like ours.

“In the current environment, where investors are looking for trust, transparency, and safety especially in the light of recent market developments, we believe we are well positioned to capitalize on it. At I-Sec, clients’ funds and securities remain theirs and accessible by them at all points in time.

“In light of demand for comprehensive solutions by customers, we have been and would continue to invent in new product and services, thereby, broad-basing our revenue pool. Many of our recent initiatives have been towards this objective and will be unveiled in the coming months.

“As a virtual financial supermarket, our continuing endeavor is to meet all the three need sets of our customers - wealth management and investments, protection of life & assets, and their

borrowing needs. Digital is the centre piece to this strategy and we are working with fintechs and startups to launch winning solutions. ”

### **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](http://www.icicidirect.com), India’s leading virtual financial supermarket, meeting the three need sets of its clients- investments, protection, and borrowing. Through its three lines of businesses -- broking, distribution of financial products, 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](http://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.*

For further details, contact:

ICICI Securities Ltd.  Rabin Ghosh  <a href="mailto:rabin.ghosh@icicisecurities.com">rabin.ghosh@icicisecurities.com</a>  +91 98 205 30306	Adfactors PR Ltd.  Rasika Badshah  <a href="mailto:rasika.badshah@adfactorspr.com">rasika.badshah@adfactorspr.com</a>  +98 216 31379
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January 20, 2020

## ANALYSIS OF FINANCIAL PERFORMANCE FOR THE QUARTER ENDED DECEMBER 31, 2019 (Q3-FY2020)

Consolidated revenues for Q3-FY2020 increase by 4.4% Y-o-Y from ₹ 4,047.5 million to ₹ 4,226.7 million.

Consolidated profit after tax increased by 35.6% from ₹ 1,011.7 million in Q3-FY2019 to ₹ 1,372.3 million in Q3-FY2020

(₹ in million)

Consolidated Profit & Loss Account	Q3-FY2019	Q3-FY2020	% Change
<b>Revenue From Operations:</b>			
(i) Interest income	431.9	601.6	39.3
(ii) Dividend income	1.2	-	(100)
(iii) Fees and Commission Income			
Brokerage income	2,269.2	2,245.1	(1.1)
Income from services	1,340.7	1,289.0	(3.9)
(iv) Net gain on fair value changes	2.3	82.3	> 100
(v) Others	9.2	4.4	(52.2)
<b>(I) Total revenue from Operations</b>	<b>4,054.5</b>	<b>4,222.4</b>	<b>4.1</b>
<b>(II) Other Income</b>	<b>(7.0)</b>	<b>4.3</b>	<b>&gt; 100</b>
<b>(III) Total Income (I+II)</b>	<b>4,047.5</b>	<b>4,226.7</b>	<b>4.4</b>
<b>Expenses:</b>			
(i) Finance costs	84.9	219.2	> 100
(ii) Fees and Commission expense	115.4	112.8	(2.3)
(iii) Impairment on financial instruments	28.9	0.2	(99.3)
(iv) Operating expenses	209.8	156.7	(25.3)
(v) Employee benefits expenses	1,415.7	1,328.1	(6.2)
(vi) Depreciation, amortization and impairment	38.7	148.4	> 100
(vii) Other expenses	573.4	410.3	(28.4)
<b>(IV) Total expenses</b>	<b>2,466.8</b>	<b>2,375.7</b>	<b>(3.7)</b>
<b>(V) Profit before tax (III-IV)</b>	<b>1,580.7</b>	<b>1,851.0</b>	<b>17.1</b>
(VI) Tax expense	569.0	478.7	(15.9)
<b>(VII) Profit after tax</b>	<b>1,011.7</b>	<b>1,372.3</b>	<b>35.6</b>
(VIII) Other comprehensive income/(Losses), net of taxes	(5.3)	11.6	> 100
<b>(IX) Total comprehensive income for the period</b>	<b>1,006.4</b>	<b>1,383.9</b>	<b>37.5</b>

(₹ in million)

Balance Sheet	As at March 31,2019	As at December 31, 2019	% Change
Financial assets	43,696.8	34,697.3	(20.6)
Non-financial assets	2,949.1	4,652.3	57.8
<b>Total assets</b>	<b>46,645.9</b>	<b>39,349.6</b>	<b>(15.6)</b>
Financial liabilities	30,182.2	23,163.5	(23.3)
Non-financial liabilities	5,991.0	5,661.1	(5.5)
Equity	10,472.7	10,525.0	0.5
<b>Total liabilities</b>	<b>46,645.9</b>	<b>39,349.6</b>	<b>(15.6)</b>

#### Explanatory notes for Q3-FY2020:

- Interest income increased from ₹ 431.9 million for Q3-FY2019 to ₹ 601.6 million in Q3-FY2020, an increase of 39.3%. This was primarily due to increase in interest on retail fund based products and interest income on investments made by treasury segment.
- 1.1% decrease in brokerage income from ₹ 2,269.2 million for Q3-FY2019 to ₹ 2,245.1 million in Q3-FY2020 due to decrease in revenue from institutional broking.
- Income from services decreased from ₹ 1,340.7 million for Q3-FY2019 to ₹ 1,289.0 million in Q3-FY2020 due to decrease in corporate finance fee income and partly offset by subscription based prime fee and distribution of fixed deposit income.
  - Decrease in corporate finance income was due to decrease in equity capital market activities.
- Net gain on fair value changes increase from ₹ 2.3 million for Q3-FY2019 to ₹ 82.3 million in Q3-FY2020 primarily on account of net gain on Securities held for trade.
- Finance costs increased from ₹ 84.9 million for Q3-FY2019 to ₹ 219.2 million in Q3-FY2020. This increase was primarily on account of increase in loan assets as well as due to transition to accounting standard Ind AS 116.
- Fees and commission expense decreased from ₹ 115.4 million Q3-FY2019 to ₹ 112.8 million for Q3-FY2020, a decrease of 2.3%. This decrease was due to lower passout related to corporate finance business.
- Impairment on financial instruments was ₹ 0.2 million in Q3-FY2020 compared to ₹ 28.9 million in Q3-FY2019. Company creates a provision on loans and receivables based on ageing criteria. There was a lower provision in Q3-FY2020 compared to Q3-FY2019.
- Operating expenses decreased from ₹ 209.8 million for Q3-FY2019 to ₹ 156.7 million in Q3-FY2020, a decrease of 25.3%. This decrease was primarily due to a decrease in custodian and depository charges.

- Employee benefits expenses decreased from ₹ 1,415.7 million for Q3-FY2019 to ₹ 1,328.1 million in Q3-FY2020. This was primarily due to lower provision of variable payout.
- Depreciation and amortisation expense increased from ₹ 38.7 million for Q3-FY2019 to ₹ 148.4 million for the Q3-FY2020, primarily on account of depreciation on right of use asset recognised as per Ind AS 116 for Leases.
- Other expenses decreased from ₹ 573.4 million in Q3-FY2019 to ₹ 410.3 million in Q3-FY2020, a decrease of 28.4%. This decrease was primarily on account new accounting standard (Ind AS 116) for Leases which resulted in increase of finance cost and depreciation and reduction in lease expense. Additionally, reduction in Travel & conveyance expenses, business promotion and recruitment expense have contributed in reduction during the quarter under consideration.
- Total assets decreased from ₹ 46,645.9 million as at March 31, 2019 to ₹ 39,349.6 million as at December 31, 2019, a decrease of 15.6%. This decrease was primarily due to decrease in cash and cash equivalents and trade receivables partly offset by increases in other financial assets comprises loans increases from ₹ 4,032.7 million to ₹ 11,530.0 million and securities for trade from ₹ 2,563.1 million to ₹ 5,546.6 million as at December 31, 2019. The cash and cash equivalents as on March 31, 2019 includes funds of approx. ₹ 17 billion lying in the bank account of the company pursuant to a large value secondary market transaction that was remitted to client subsequently.
- Total liabilities decreased from ₹ 46,645.9 million as at March 31, 2019 to ₹ 39,349.6 million as at December 31, 2019 decrease of 15.6%. This decrease was primarily due to decrease in trade payables and other non-financial liabilities partly offset by increases in debt securities comprises borrowings from ₹ 4,473.0 million to ₹ 14,923.6 million and other financial liabilities as at December 31, 2019. The decreases in trade payables was due to open trade positions of customers at the period end March 31, 2019 including a client payable of approx. ₹ 17 billion lying in the bank account of the company pursuant to a large value secondary market transaction that was remitted to client subsequently.

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1 billion/million = 100 crore / 10 Lakhs