

October 28, 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 October 28, 2020

**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 28, 2020, *inter alia*, approved the following:

1. Audited financial results of the Company for the quarter and half year ended September 30, 2020.
2. Payment of interim dividend of ₹ 8/- (Rupees Eight 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.* November 6, 2020 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 26, 2020.

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, 2020;
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 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





The Board Meeting commenced at 1.00 p.m and concluded at 4.10 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

**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 30 September 2020 and the year to date results for the period from 1 April 2020 to 30 September 2020, 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 loss and other financial information for the quarter ended 30 September 2020 as well as the year to date results for the period from 1 April 2020 to 30 September 2020.

**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.

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

These quarterly standalone 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.

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

### **ICICI Securities Limited**

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

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

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**Milind Ranade**

*Partner*

Membership No: 100564

UDIN: 20100564AAAAPW6943

Mumbai

28 October 2020

**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 30 September 2020 and for the period from 1 April 2020 to 30 September 2020 ("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 loss) and other financial information of the Group for the quarter ended 30 September 2020 and for the period from 1 April 2020 to 30 September 2020.

**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, 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 Matter**

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 231.6 million as at September 30, 2020, Group's share of total revenue of Rs. 2.3 million and Rs 4.4 million and Group's share of total net profit/(loss) after tax of Rs. 1.6 million and Rs (2.7) million for the quarter ended 30 September 2020 and for the period from 1 April 2020 to 30 September 2020 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.



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

### **ICICI Securities Limited**

#### **Other Matter (*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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Mumbai  
28 October 2020

**Milind Ranade**  
*Partner*  
Membership No: 100564  
UDIN: 20100564AAAAPX1562

**ICICI SECURITIES LIMITED**
**Statement of audited standalone financial results for the quarter and six months ended September 30, 2020**

(₹ million)

	Particulars	Quarter ended			Six months ended		Year ended
		September 30, 2020	June 30, 2020	September 30, 2019	September 30, 2020	September 30, 2019	March 31, 2020
	<b>Revenue from operations</b>						
(i)	Interest income	897.3	622.8	534.0	1,520.1	1,034.8	2,346.1
(ii)	Dividend income	0.2	-	0.4	0.2	0.4	0.4
(iii)	Fees and commission income						
	- Brokerage income	3,920.0	3,557.1	2,158.1	7,477.1	4,357.0	9,475.6
	- Income from services	1,898.2	1,124.1	1,451.7	3,022.3	2,612.6	5,214.3
(iv)	Net gain on fair value changes	84.6	149.4	19.7	234.0	19.7	-
(v)	Net gain on derecognition of financial instruments under amortised cost category	-	-	-	-	-	3.0
(vi)	Others	4.2	4.9	5.2	9.1	9.2	15.7
<b>(II)</b>	<b>Total revenue from operations</b>	<b>6,804.5</b>	<b>5,458.3</b>	<b>4,169.1</b>	<b>12,262.8</b>	<b>8,033.7</b>	<b>17,055.1</b>
(III)	Other income	(2.2)	3.6	8.1	1.4	164.0	165.5
<b>(III)</b>	<b>Total income (I+II)</b>	<b>6,802.3</b>	<b>5,461.9</b>	<b>4,177.2</b>	<b>12,264.2</b>	<b>8,197.7</b>	<b>17,220.6</b>
	<b>Expenses</b>						
(i)	Finance costs	283.6	227.7	177.6	511.3	354.9	859.5
(ii)	Fees and commission expense	316.9	218.2	162.3	535.1	295.5	628.8
(iii)	Net loss on fair value changes	-	-	(1.8)	-	-	36.1
(iv)	Impairment on financial instruments	21.9	29.9	(17.3)	51.8	14.8	106.7
(v)	Operating expense	126.9	100.9	151.0	227.8	283.5	585.5
(vi)	Employee benefits expenses	1,762.1	1,695.6	1,305.3	3,457.7	2,553.9	5,224.4
(vii)	Depreciation, amortization and impairment	130.6	134.4	146.7	265.0	303.0	611.7
(viii)	Other expenses	437.1	457.0	424.5	894.1	814.1	1,691.6
<b>(IV)</b>	<b>Total expenses (IV)</b>	<b>3,079.1</b>	<b>2,863.7</b>	<b>2,348.3</b>	<b>5,942.8</b>	<b>4,619.7</b>	<b>9,744.3</b>
(V)	Profit/(loss) before tax (III - IV)	3,723.2	2,598.2	1,828.9	6,321.4	3,578.0	7,476.3
(VI)	Tax expense:						
	(1) Current tax	998.6	693.8	396.6	1,692.4	942.5	1,961.5
	(2) Deferred tax	(55.3)	(30.7)	93.3	(86.0)	169.3	147.7
		<b>943.3</b>	<b>663.1</b>	<b>489.9</b>	<b>1,606.4</b>	<b>1,111.8</b>	<b>2,109.2</b>
<b>(VII)</b>	<b>Profit/(loss) for the period/ year (V-VI)</b>	<b>2,779.9</b>	<b>1,935.1</b>	<b>1,339.0</b>	<b>4,715.0</b>	<b>2,466.2</b>	<b>5,367.1</b>
<b>(VIII)</b>	<b>Other comprehensive income</b>						
(i)	Items that will not be reclassified to profit or loss						
	(a) Remeasurement of defined employee benefit plans	(7.9)	3.2	0.1	(4.7)	(53.9)	(63.8)
(ii)	Income tax relating to items that will not be reclassified to profit or loss	2.6	(1.0)	(16.7)	1.6	2.2	4.7
	<b>Other comprehensive income</b>	<b>(5.3)</b>	<b>2.2</b>	<b>(16.6)</b>	<b>(3.1)</b>	<b>(51.7)</b>	<b>(59.1)</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>2,774.6</b>	<b>1,937.3</b>	<b>1,322.4</b>	<b>4,711.9</b>	<b>2,414.5</b>	<b>5,308.0</b>
<b>(X)</b>	<b>Earnings per equity share: (Face value ₹ 5/- per share)*</b>						
	Basic (in ₹)	8.63	6.01	4.16	14.64	7.66	16.66
	Diluted (in ₹)	8.60	6.00	4.15	14.60	7.65	16.65

\* EPS is not annualised for interim periods



**ICICI SECURITIES LIMITED**  
**STANDALONE BALANCE SHEET**

(₹ million)

**As at**  
**September 30, 2020**

**As at**  
**March 31, 2020**

**ASSETS**

**1 Financial Assets**

(a) Cash and cash equivalents	2,074.2	5,240.2
(b) Bank balance other than (a) above	27,788.5	18,537.9
(c) Securities for trade	4,439.2	8,351.1
(d) Receivables		
(i) Trade receivables	1,212.5	886.2
(e) Loans	18,626.9	5,708.7
(f) Investments	150.3	147.4
(g) Other financial assets	787.1	768.0
	<b>55,078.7</b>	<b>39,639.5</b>

**2 Non-financial Assets**

(a) Current tax assets (net)	1,188.2	1,503.3
(b) Deferred tax assets (net)	664.8	577.1
(c) Property, plant and equipment	303.6	294.8
(d) Right-of-use assets	1,123.7	1,528.1
(e) Capital work-in-progress	26.7	32.9
(f) Intangible assets under development	44.7	48.4
(g) Other intangible assets	186.9	155.4
(h) Other non-financial assets	460.6	405.5
	<b>3,999.2</b>	<b>4,545.5</b>

**Total Assets** **59,077.9** **44,185.0**

**LIABILITIES AND EQUITY**

**LIABILITIES**

**1 Financial liabilities**

(a) Derivative financial instruments	2.8	-
(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	5,671.5	6,931.5
(c) Debt securities	23,723.6	14,975.3
(d) Borrowings (Other than debt securities)	270.4	-
(e) Deposits	24.6	22.3
(f) Lease liabilities	1,199.0	1,573.6
(g) Other financial liabilities	6,369.0	2,694.6
	<b>37,260.9</b>	<b>26,197.3</b>

**2 Non-financial Liabilities**

(a) Current tax liabilities (net)	613.7	-
(b) Provisions	908.6	828.7
(c) Other non-financial liabilities	5,752.5	5,245.1
	<b>7,274.8</b>	<b>6,073.8</b>

**3 EQUITY**

(a) Equity share capital	1,610.9	1,610.7
(b) Other equity	12,931.3	10,303.2
	<b>14,542.2</b>	<b>11,913.9</b>

**Total Liabilities and Equity** **59,077.9** **44,185.0**



**ICICI SECURITIES LIMITED**  
**STANDALONE CASH FLOW STATEMENT**

(₹ million)

	For the six months ended September 30, 2020	For the six months ended September 30, 2019
<b>A Cash flow (used in) / generated from operating activities</b>		
Profit before tax	6,321.4	3,578.0
Add /(less): Adjustments		
- Net (gain)/loss on derecognition of property, plant and equipment	(1.4)	-
- Depreciation and amortisation	265.0	303.0
- (Reversal of) /impairment loss on financial assets measured at FVTPL	0.3	0.7
- Net (gain)/loss arising on financial assets measured at FVTPL	(22.0)	0.5
- Interest expense	502.3	351.7
- Dividend income on equity securities	(0.2)	(0.3)
- Share based payments to employees	78.0	61.6
- Bad and doubtful debts	51.8	14.9
- Unrealised foreign exchange (gain)/loss	0.5	-
Operating profit before working capital changes	7,195.7	4,310.1
Adjustments for changes in working capital:		
- (Increase) / decrease in other bank balances	(9,250.6)	(24.6)
- Increase / (decrease) in derivative financial instruments	-	(1.7)
- (Increase) / decrease in securities for trade	3,931.1	(3,077.4)
- (Increase) / decrease in receivables	(378.3)	2,295.2
- (Increase) / decrease in loans	(12,918.5)	(2,764.5)
- (Increase) / decrease other financial assets	(19.1)	31.7
- (Increase) / decrease other non- financial assets	(50.4)	(196.0)
- Increase / (decrease) in derivative financial instruments	2.8	(17.0)
- Increase / (decrease) in trade payables	(1,260.0)	(17,724.8)
- Increase / (decrease) in deposits	2.3	(1.1)
- Increase / (decrease) in other financial liabilities	3,674.4	99.7
- Increase / (decrease) in provisions	75.2	22.4
- Increase / (decrease) in other non-financial liabilities	507.4	(625.1)
Cash generated from operations	(15,683.7)	(21,983.2)
Income tax paid (net)	(8,488.0)	(17,673.1)
	(763.6)	(1,352.0)
<b>Net cash used in operating activities (A)</b>	<b>(9,251.6)</b>	<b>(19,025.1)</b>
<b>B Cash flow (used in) / generated from investing activities</b>		
- Dividend income received	0.2	0.3
- Purchase of property, plant and equipment	(124.9)	(126.7)
- Proceeds from sale of property, plant and equipment	1.9	4.7
<b>Net cash used in investing activities (B)</b>	<b>(122.8)</b>	<b>(121.7)</b>
<b>C Cash flow generated from / (used in) financing activities</b>		
- Proceeds from commercial paper borrowings	54,850.0	29,700.0
- Repayment of commercial paper borrowings	(46,062.3)	(24,037.2)
- Proceeds from Repo borrowings	270.4	-
- Interest paid on borrowings	(488.7)	(270.5)
- Dividend and dividend tax paid	(2,174.5)	(2,213.7)
- Interest paid on lease liabilities	(53.0)	(73.7)
- Repayment of lease liabilities	(146.0)	(164.3)
- Issue of shares on exercise of options	9.5	-
- Share application money pending allotment	3.0	-
<b>Net cash generated from financing activities (C)</b>	<b>6,208.4</b>	<b>2,940.6</b>
Net decrease in cash and cash equivalents (A+B+C)	(3,166.0)	(16,206.2)
Cash and cash equivalents at the beginning of the year	5,240.2	18,632.5
<b>Cash and cash equivalents at the end of the period</b>	<b>2,074.2</b>	<b>2,426.3</b>



**ICICI SECURITIES LIMITED**  
**STANDALONE CASH FLOW STATEMENT**

(₹ million)

	<b>For the six months ended September 30, 2020</b>	<i>For the six months ended September 30, 2019</i>
<b>Components of cash and cash equivalents</b>		
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		
- In India with scheduled banks	<b>1,982.7</b>	<i>2,402.0</i>
- Outside India	<b>5.3</b>	<i>6.8</i>
(c) Cheques, drafts on hand	-	-
(d) Others		
- Fixed Deposit with original maturity of less than three months	<b>86.1</b>	<i>17.5</i>
- Interest accrued on fixed deposits	<b>0.1</b>	<i>0.0</i>
<b>Total cash and cash equivalents</b>	<b>2,074.2</b>	<i>2,426.3</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, 2020**

(₹ million)

	Particulars	Quarter ended			Six months ended		Year ended
		September 30, 2020	June 30, 2020	September 30, 2019	September 30, 2020	September 30, 2019	March 31, 2020
	<b>Revenue from operations</b>						
(i)	Interest income	898.4	624.0	535.1	1,522.4	1,036.5	2,350.0
(ii)	Dividend income	0.2	-	0.4	0.2	0.4	0.4
(iii)	Fees and commission income						
	- Brokerage income	3,920.0	3,557.1	2,158.1	7,477.1	4,357.0	9,475.6
	- Income from services	1,898.2	1,124.1	1,451.7	3,022.3	2,612.6	5,217.5
(iv)	Net gain on fair value changes	84.6	149.4	19.7	234.0	19.7	-
(v)	Net gain on derecognition of financial instruments under amortised cost category	-	-	-	-	-	3.0
(vi)	Others	5.4	5.8	5.2	11.2	9.2	15.7
<b>(I)</b>	<b>Total revenue from operations</b>	<b>6,806.8</b>	<b>5,460.4</b>	<b>4,170.2</b>	<b>12,267.2</b>	<b>8,035.4</b>	<b>17,062.2</b>
(II)	Other income	(2.2)	3.6	12.0	1.4	167.9	187.2
<b>(III)</b>	<b>Total Income (I+II)</b>	<b>6,804.6</b>	<b>5,464.0</b>	<b>4,182.2</b>	<b>12,268.6</b>	<b>8,203.3</b>	<b>17,249.4</b>
	<b>Expenses</b>						
(i)	Finance costs	284.9	229.0	178.7	513.9	356.9	863.9
(ii)	Fees and commission expense	276.1	173.4	111.9	449.5	190.0	437.0
(iii)	Net loss on fair value changes	-	-	(1.8)	-	-	36.1
(iv)	Impairment on financial instruments	21.9	29.9	(17.3)	51.8	14.8	106.7
(v)	Operating expense	127.1	101.5	151.3	228.6	284.5	586.8
(vi)	Employee benefits expenses	1,795.6	1,727.5	1,338.8	3,523.1	2,612.6	5,337.7
(vii)	Depreciation, amortization and impairment	130.7	134.4	146.8	265.1	303.1	614.0
(viii)	Others expenses	445.3	474.4	432.8	919.7	840.4	1,737.9
<b>(IV)</b>	<b>Total expenses (IV)</b>	<b>3,081.6</b>	<b>2,870.1</b>	<b>2,341.2</b>	<b>5,951.7</b>	<b>4,602.3</b>	<b>9,720.1</b>
(V)	Profit/(loss) before tax (III -IV )	3,723.0	2,593.9	1,841.0	6,316.9	3,601.0	7,529.3
(VI)	Tax expense:						
	(1) Current tax	996.8	693.8	396.5	1,690.6	942.8	1,961.0
	(2) Deferred tax	(55.3)	(30.7)	93.3	(86.0)	169.3	148.3
		<b>941.5</b>	<b>663.1</b>	<b>489.8</b>	<b>1,604.6</b>	<b>1,112.1</b>	<b>2,109.3</b>
<b>(VII)</b>	<b>Profit/(loss) for the period/ year (V-VI)</b>	<b>2,781.5</b>	<b>1,930.8</b>	<b>1,351.2</b>	<b>4,712.3</b>	<b>2,488.9</b>	<b>5,420.0</b>
<b>(VIII)</b>	<b>Other comprehensive income</b>						
(i)	Items that will not be reclassified to profit or loss						
	(a) Remeasurement of defined employee benefit plans	(7.9)	3.2	0.1	(4.7)	(53.9)	(63.8)
(ii)	Income tax relating to items that will not be reclassified to profit or loss	2.6	(1.0)	(16.7)	1.6	2.2	4.7
	<b>Other comprehensive income</b>	<b>(5.3)</b>	<b>2.2</b>	<b>(16.6)</b>	<b>(3.1)</b>	<b>(51.7)</b>	<b>(59.1)</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>2,776.2</b>	<b>1,933.0</b>	<b>1,334.6</b>	<b>4,709.2</b>	<b>2,437.2</b>	<b>5,360.9</b>
<b>(X)</b>	<b>Earnings per equity share:</b>						
	<b>(Face value ₹ 5/- per share) *</b>						
	Basic (in ₹)	8.64	5.99	4.19	14.63	7.73	16.83
	Diluted (in ₹)	8.61	5.98	4.19	14.59	7.72	16.81
	(See accompanying notes to the financial results)						

\* EPS is not annualised for interim periods



**ICICI SECURITIES LIMITED**  
**CONSOLIDATED BALANCE SHEET**

(₹ million)

	As at September 30, 2020	As at March 31, 2020
<b>ASSETS</b>		
<b>1 Financial assets</b>		
(a) Cash and cash equivalents	2,245.1	5,420.0
(b) Bank balance other than (a) above	27,943.0	18,694.0
(c) Securities for trade	4,439.2	8,351.1
(d) Receivables		
(I) Trade receivables	1,212.5	887.9
(e) Loans	18,626.9	5,708.7
(f) Investments	27.2	24.7
(g) Other financial assets	794.1	774.9
	<b>55,288.0</b>	<b>39,861.3</b>
<b>2 Non-financial assets</b>		
(a) Current tax assets (net)	1,187.9	1,502.8
(b) Deferred tax assets (net)	682.7	595.5
(c) Property, plant and equipment	304.0	295.2
(d) Right-of-use assets	1,123.7	1,529.1
(e) Capital work-in-progress	26.7	32.9
(f) Intangible assets under development	44.7	48.4
(g) Other intangible assets	186.9	155.4
(h) Other non-financial assets	464.9	407.6
	<b>4,021.5</b>	<b>4,566.9</b>
<b>Total Assets</b>	<b>59,309.5</b>	<b>44,428.2</b>
<b>LIABILITIES AND EQUITY</b>		
<b>LIABILITIES</b>		
<b>1 Financial liabilities</b>		
(a) Derivative financial instruments	2.8	-
(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	5,667.9	6,926.4
(c) Debt securities	23,723.6	14,975.3
(d) Borrowings (Other than debt securities)	270.4	-
(e) Deposits	24.6	22.3
(f) Lease liabilities	1,199.0	1,574.4
(g) Other financial liabilities	6,369.0	2,694.6
	<b>37,257.3</b>	<b>26,193.0</b>
<b>2 Non-financial liabilities</b>		
(a) Current tax liabilities (net)	613.7	-
(b) Provisions	908.6	828.7
(c) Other non-financial liabilities	5,808.9	5,311.1
	<b>7,331.2</b>	<b>6,139.8</b>
<b>3 EQUITY</b>		
(a) Equity share capital	1,610.9	1,610.7
(b) Other equity	13,110.1	10,484.7
	<b>14,721.0</b>	<b>12,095.4</b>
<b>Total Liabilities and Equity</b>	<b>59,309.5</b>	<b>44,428.2</b>





**ICICI SECURITIES LIMITED**  
**CONSOLIDATED CASH FLOW STATEMENT**

(₹ million)

	For the six months ended September 30, 2020	For the six months ended September 30, 2019
<b>A Cash flow (used in) / generated from operating activities</b>		
Profit before tax	6,316.9	3,601.0
Add /(less): Adjustments		
- Net (gain)/loss on derecognition of property, plant and equipment	(1.4)	-
- Depreciation and amortisation	265.1	303.1
- (Reversal of) /impairment loss on financial assets measured at FVTPL	0.3	0.7
- Net (gain)/loss arising on financial assets measured at FVTPL	(22.0)	0.5
- Interest expense	502.3	351.7
- Dividend income on equity securities	(0.2)	(0.3)
- Share based payments to employees	78.4	61.6
- Bad and doubtful debts	51.8	14.8
- Unrealised foreign exchange (gain)/loss	7.2	-
Operating profit before working capital changes	7,198.4	4,333.1
Adjustments for changes in working capital:		
- (Increase) / decrease in bank balance	(9,249.0)	(98.8)
- Increase / (decrease) in derivative financial instruments	-	(1.7)
- (Increase) / decrease in securities for trade	3,931.1	(3,077.4)
- (Increase) / decrease in receivables	(376.6)	2,298.4
- (Increase) / decrease in loans	(12,918.5)	(2,764.5)
- (Increase) / decrease other financial assets	(25.9)	31.8
- (Increase) / decrease other non- financial assets	(52.4)	(198.1)
- Increase / (decrease) in derivative financial instruments	2.8	(17.0)
- Increase / (decrease) in trade payables	(1,258.5)	(17,712.4)
- Increase / (decrease) in deposits	2.3	(1.1)
- Increase / (decrease) in other financial liabilities	3,674.4	115.9
- (Increase) / decrease in provisions	75.2	22.4
- (Increase) / decrease in other non-financial liabilities	498.3	(659.7)
	(15,696.8)	(22,062.2)
Cash generated from operations	(8,498.4)	(17,729.1)
Income tax paid (net)	(762.0)	(1,352.4)
<b>Net cash used in operating activities (A)</b>	(9,260.4)	(19,081.5)
<b>B Cash flow (used in) / generated from investing activities</b>		
- Dividend income received	0.2	0.3
- Purchase of property, plant and equipment	(125.0)	(127.4)
- Proceeds from sale of property, plant and equipment	1.9	4.7
<b>Net cash used in investing activities (B)</b>	(122.9)	(122.4)
<b>C Cash flow generated from / (used in) financing activities</b>		
- Proceeds from commercial paper borrowings (net)	54,850.0	29,700.0
- Repayment of commercial paper borrowings (net)	(46,062.3)	(24,037.2)
- Proceeds from Repo borrowings	270.4	-
- Interest paid on borrowings	(488.7)	(270.5)
- Dividend and dividend tax paid	(2,174.5)	(2,213.7)
- Interest paid on lease liabilities	(53.0)	(73.7)
- Repayment of lease liabilities	(146.0)	(164.3)
- Issue of shares on exercise of options	9.5	-
- Share application money pending allotment	3.0	-
<b>Net cash generated from financing activities (C)</b>	6,208.4	2,940.6
Net decrease in cash and cash equivalents (A+B+C)	(3,174.9)	(16,263.3)
Cash and cash equivalents at the beginning of the year	5,420.0	18,841.1
<b>Cash and cash equivalents at the end of the year</b>	<b>2,245.1</b>	<b>2,577.8</b>



**ICICI SECURITIES LIMITED**  
**CONSOLIDATED CASH FLOW STATEMENT**

(₹ million)

	<b>For the six months ended September 30, 2020</b>	<i>For the six months ended September 30, 2019</i>
<b>Components of cash and cash equivalents</b>		
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		
- In India with scheduled banks	<b>1,982.7</b>	2,402.0
- Outside India	<b>176.2</b>	158.3
(c) Cheques, drafts on hand	-	-
(d) Others		
- Fixed Deposit with original maturity of less than three months	<b>86.1</b>	17.5
- Interest accrued on fixed deposits	<b>0.1</b>	0.0
<b>Total cash and cash equivalents</b>	<b>2,245.1</b>	2,577.8

₹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, 2020

(₹ million)

Sr. No.	Particulars	Quarter Ended			Six months Ended		Year ended
		September 30, 2020	June 30, 2020	September 30, 2019	September 30, 2020	September 30, 2019	March 31, 2020
1	<b>Segment Revenue:</b>						
(a)	Treasury	149.3	210.3	48.8	359.6	117.9	398.5
(b)	Broking & distribution	6,032.2	5,031.1	3,810.9	11,063.3	7,448.8	15,939.5
(c)	Issuer services & advisory	623.1	222.6	322.5	845.7	489.1	763.9
(d)	Unallocated	-	-	-	-	147.5	147.5
	<b>Total [ Items (a) to (d) ]</b>	<b>6,804.6</b>	<b>5,464.0</b>	<b>4,182.2</b>	<b>12,268.6</b>	<b>8,203.3</b>	<b>17,249.4</b>
	Less: Inter Segment Revenue	-	-	-	-	-	-
	<b>Income From Operations</b>	<b>6,804.6</b>	<b>5,464.0</b>	<b>4,182.2</b>	<b>12,268.6</b>	<b>8,203.3</b>	<b>17,249.4</b>
2	<b>Segment Results (Profit)(+)/ Loss (-) before tax:</b>						
(a)	Treasury	87.2	123.1	(5.7)	210.3	(56.4)	(149.6)
(b)	Broking & distribution	3,242.8	2,463.1	1,671.7	5,705.9	3,319.1	7,354.8
(c)	Issuer services & advisory	393.0	7.7	175.0	400.7	190.8	176.6
(d)	Unallocated	-	-	-	-	147.5	147.5
	<b>Total [ Items (a) to (d) ]</b>	<b>3,723.0</b>	<b>2,593.9</b>	<b>1,841.0</b>	<b>6,316.9</b>	<b>3,601.0</b>	<b>7,529.3</b>
	Add: Unallocated Revenue	-	-	-	-	-	-
	Less: Unallocated Expenses	-	-	-	-	-	-
	<b>Net Profit before tax</b>	<b>3,723.0</b>	<b>2,593.9</b>	<b>1,841.0</b>	<b>6,316.9</b>	<b>3,601.0</b>	<b>7,529.3</b>
3	<b>Segment Assets</b>						
(a)	Treasury	6,985.0	6,423.5	7,063.1	6,985.0	7,063.1	6,527.2
(b)	Broking & distribution	49,913.5	47,319.6	26,443.8	49,913.5	26,443.8	35,598.5
(c)	Issuer services & advisory	540.4	122.0	263.8	540.4	263.8	204.2
(d)	Unallocated assets	1,870.6	2,128.8	2,245.4	1,870.6	2,245.4	2,098.3
	<b>Total Assets</b>	<b>59,309.5</b>	<b>55,993.9</b>	<b>36,016.1</b>	<b>59,309.5</b>	<b>36,016.1</b>	<b>44,428.2</b>
4	<b>Segment Liabilities</b>						
(a)	Treasury	5,772.6	4,999.9	6,237.6	5,772.6	6,237.6	2,582.0
(b)	Broking & distribution	37,605.1	36,162.5	18,667.5	37,605.1	18,667.5	29,239.2
(c)	Issuer services & advisory	597.1	405.5	353.4	597.1	353.4	511.6
(d)	Unallocated	613.7	358.6	-	613.7	-	-
	<b>Total Liabilities</b>	<b>44,588.5</b>	<b>41,926.5</b>	<b>25,258.5</b>	<b>44,588.5</b>	<b>25,258.5</b>	<b>32,332.8</b>
5	<b>Capital employed [Segment assets - Segment liabilities]</b>						
(a)	Treasury	1,212.4	1,423.6	825.5	1,212.4	825.5	3,945.2
(b)	Broking & distribution	12,308.4	11,157.1	7,776.3	12,308.4	7,776.3	6,359.3
(c)	Issuer services & advisory	(56.7)	(283.5)	(89.6)	(56.7)	(89.6)	(307.4)
(d)	Unallocated	1,256.9	1,770.2	2,245.4	1,256.9	2,245.4	2,098.3
	<b>Total Capital employed</b>	<b>14,721.0</b>	<b>14,067.4</b>	<b>10,757.6</b>	<b>14,721.0</b>	<b>10,757.6</b>	<b>12,095.4</b>

**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 three reportable segments namely i) Treasury ii) Broking & distribution iii) Issuer services & advisory.
- Treasury consists of income from treasury, investment income; Broking & distribution 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 ; Issuer services & advisory consists of financial advisory services such as equity-debt issue management services, merger and acquisition advice and other related activities.
- The Group Operating Segment's nomenclature has been changed for better representation to the stakeholders, the classification of segment allocation has remain unchanged. Nomenclature's of the segment's has been changed to 'Treasury' from erstwhile 'Investment & trading', 'Broking & distribution' from erstwhile 'Broking & commission' and 'Issuer services & advisory' from erstwhile 'Advisory services'.





## 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 28, 2020. 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 of September 30, 2020, 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 ability to continue as a going concern.
4. During the quarter ended September 30, 2020, the Company has allotted 36,400 equity shares of face value of ₹ 5 each to its employees pursuant to exercise of employee stock options.
5. During the period ended September 30, 2020, the Company has paid a final dividend for the year ended March 31, 2020 of ₹ 6.75 per equity share as approved by its members at the Annual General Meeting held on August 11, 2020. The Board of Directors at its meeting held on October 28, 2020 has declared an interim dividend of ₹ 8.00 per equity share.
6. 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'.
7. These financial results will be available on the Company's website – [www.icicisecurities.com](http://www.icicisecurities.com)

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

*AK*

Vijay Chandok  
Managing Director & CEO

Mumbai, October 28, 2020



## 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 half year ended September 30, 2020 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	₹ 35,000.0	₹ 35,000.0

^ During the quarter, Company's Commercial paper programme was enhanced from ₹ 25,000.0 million to ₹ 35,000.0 million. Rating agencies CRISIL and ICRA has assigned a rating of CRISIL A1+ and ICRA A1+ respectively, to the additional ₹ 1,000.0 million Commercial paper programme of the company.

### b) Key Financial Information

Particulars	Six Months Ended September 30, 2020	Year Ended March 31, 2020
Debt Equity Ratio *	1.63 Times	1.24 Times
Debt Service Coverage Ratio **	0.28 Times	0.53 Times
Interest Services Coverage Ratio ***	14.71 Times	11.42 Times
Net Worth ****	₹ 14,721.0 Million	₹ 12,095.4 Million
Net Profit after tax	₹ 4,712.3 Million	₹ 5,420.0 Million
Earnings per share (Diluted) (Face Value ₹ 5/- per share)	₹ 14.59	₹ 16.81
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, 2020 to September 30, 2020)	Whether paid or not	Next due date
		(₹ Million)	Principal & Interest		Principal & Interest
1	14-Jan-20	1,000.0	03-Apr-20	Yes	NA
2	14-Jan-20	2,000.0	03-Apr-20	Yes	NA
3	17-Jan-20	50.0	09-Apr-20	Yes	NA
4	27-Jan-20	2,000.0	16-Apr-20	Yes	NA
5	29-Jan-20	1,500.0	15-Apr-20	Yes	NA
6	17-Feb-20	1,750.0	15-May-20	Yes	NA
7	17-Feb-20	250.0	15-May-20	Yes	NA
8	24-Feb-20	2,500.0	22-May-20	Yes	NA
9	26-Feb-20	500.0	26-May-20	Yes	NA
10	05-Mar-20	3,000.0	15-May-20	Yes	NA
11	05-Mar-20	500.0	15-May-20	Yes	NA
12	09-Apr-20	2,500.0	09-Jun-20	Yes	NA
13	21-Apr-20	500.0	19-Jun-20	Yes	NA
14	21-Apr-20	500.0	19-Jun-20	Yes	NA
15	21-Apr-20	500.0	19-Jun-20	Yes	NA
16	15-May-20	2,000.0	26-Jun-20	Yes	NA
17	15-May-20	500.0	26-Jun-20	Yes	NA
18	15-May-20	2,500.0	13-Aug-20	Yes	NA
19	19-May-20	250.0	17-Jul-20	Yes	NA
20	19-May-20	250.0	17-Jul-20	Yes	NA
21	19-May-20	1,000.0	17-Jul-20	Yes	NA
22	21-May-20	2,500.0	19-Aug-20	Yes	NA
23	26-May-20	1,500.0	21-Aug-20	Yes	NA
24	03-Jun-20	1,000.0	01-Sep-20	Yes	NA
25	09-Jun-20	2,500.0	04-Sep-20	Yes	NA
26	12-Jun-20	1,000.0	21-Aug-20	Yes	NA
27	19-Jun-20	750.0	17-Sep-20	Yes	NA
28	19-Jun-20	750.0	17-Sep-20	Yes	NA
29	19-Jun-20	1,000.0	10-Sep-20	Yes	NA
30	19-Jun-20	500.0	10-Sep-20	Yes	NA
31	24-Jun-20	2,000.0	22-Sep-20	Yes	NA
32	26-Jun-20	2,000.0	24-Sep-20	Yes	NA
33	26-Jun-20	1,000.0	24-Sep-20	Yes	NA



Sr. No.	Commercial Paper - Date of Issue	Redemption Amount	Previous due date (from April 01, 2020 to September 30, 2020)	Whether paid or not	Next due date
		(₹ Million)	Principal & Interest		Principal & Interest
34	17-Jul-20	750.0	11-Sep-20	Yes	NA
35	29-Jul-20	1,500.0	28-Aug-20	Yes	NA
36	30-Jul-20	1,000.0	10-Aug-20	Yes	NA
37	23-Sep-20	750.0	30-Sep-20	Yes	NA
38	24-Jul-20	350.0	NA	Yes*	22-Oct-20
39	24-Jul-20	500.0	NA	Yes*	22-Oct-20
40	24-Jul-20	250.0	NA	Yes*	22-Oct-20
41	30-Jul-20	1,500.0	NA	Yes*	28-Oct-20
42	14-Aug-20	1,000.0	NA	-	12-Nov-20
43	14-Aug-20	750.0	NA	-	12-Nov-20
44	14-Aug-20	500.0	NA	-	12-Nov-20
45	19-Aug-20	3,000.0	NA	-	17-Nov-20
46	20-Aug-20	3,500.0	NA	-	18-Nov-20
47	27-Aug-20	1,500.0	NA	-	25-Nov-20
48	27-Aug-20	3,000.0	NA	-	25-Nov-20
49	27-Aug-20	500.0	NA	-	25-Nov-20
50	04-Sep-20	1,000.0	NA	-	03-Dec-20
51	10-Sep-20	2,000.0	NA	-	27-Nov-20
52	10-Sep-20	500.0	NA	-	27-Nov-20
53	24-Sep-20	1,250.0	NA	-	23-Dec-20
54	24-Sep-20	750.0	NA	-	23-Dec-20
55	29-Sep-20	1,000.0	NA	-	15-Dec-20
56	30-Sep-20	500.0	NA	-	24-Dec-20
57	30-Sep-20	500.0	NA	-	24-Dec-20

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





**Press Release****Q2FY21 Performance Highlights**

- Revenue at ₹ 680 crore, up 63% YoY
- PAT at ₹ 278 crore, up 106% YoY; Cost to income ratio at 45%, down 11 percentage points YoY
- Return on Equity stood at robust 76%, vs 48% in Q2FY20
- Equities and allied revenue at ₹ 450 crore, up 88% YoY; highest ever
- 1.56 million active clients, up 17% YoY; highest ever
- Equity market share up 240 bps YoY to 11.1%; Derivative market share up 150 bps YoY to 8.8%
- Private Wealth Management revenue up 86% YoY to ₹ 101 crore; AUM at ₹ 1.15L crore<sup>#</sup>, up 15% YoY
- Total client asset at ₹ 2.9L crore<sup>#</sup>
- Issuer Services & Advisory\* revenue up 93% YoY to ₹ 62 crore
- Interim dividend of ₹ 8 / share announced, vs ₹ 4.25 in Q2FY20

\* Our investment banking business

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

**Mumbai, Wednesday Oct 28, 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 bank, today announced the financial results for the quarter ending 30<sup>th</sup> September 2020 quarter (Q2 FY21).

**Q2FY21 Performance**

The company reported consolidated revenue of ₹ 680 crore in Q2FY21, against ₹ 418 crore in Q2FY20, up 63%, aided by strong growth in equities & allied business, private wealth management business, as well as investment banking business.

Consolidated Profit After Tax (PAT) for Q2FY21 stood at ₹ 278 crore, Vs ₹ 135 crore in Q2FY20, up 106%, on account of growth in revenue and improvement in margins.

Cost to income ratio stood at 45% in Q2FY21, against 56% in Q2FY20. Return on Equity during the period was at robust 76%, vs 48% in Q2FY20.

The company announced an interim dividend of ₹ 8 per equity share (face value ₹ 5). It was ₹ 4.25 per share in Q2FY20.

### **Business Highlights**

I-Sec has a client base of ~5 million, of which over 113,000 were added during the quarter, the most in last 6 quarters.

The company has over 1.56 million active clients (those having traded in the last 12 months) and over 1.20 million NSE active clients (those having traded on the NSE in the last 12 months), up 17% and 32% YoY respectively. In Q2FY2021, I-Sec expanded its equity market share by 240 bps YoY to 11.1% and derivatives market share by 150 bps YoY to 8.8%.

Total client assets stood at ₹ 2.9L crore<sup>#</sup>.

During the quarter, I-Sec launched commodity trading, allowing customers to diversify their portfolio. I-Sec also launched global investments by enabling domestic investors to seamlessly trade in US markets across stocks, ETFs, and fixed income products. With no minimum ticket size and fractional ownership of shares permitted, even small retail investors can build a portfolio effectively.

In Q2 FY21, **Equities and Allied Business**, which comprises of retail equity, institutional equity, lending towards ESOP (Employee Stock Option Plans) & MTF (Margin Trade Funding), and Prime subscription fees, rose 88% on-year to ₹ 450 crore. The Retail Equities and Allied Business reported highest ever quarterly revenues at ₹ 411 crore, up 98% vs ₹ 207 crore in Q2FY20. ESOP & MTF interest income rose 124% year-on-year to ₹ 45 crore in Q2FY21 and the lending book size stood at ~ ₹1,870 crore as on 30<sup>th</sup> September 2020, against ~ ₹ 680 crore last year. Prime subscription income grew 221% YoY to ₹ 13 crore.

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 4.25 lakh Prime subscribers.

Institutional equities revenue during the quarter increased by 18% on-year to ₹ 39 crore.

**Distribution** revenue stood at ₹ 99 crore in Q2FY21 down 7% against Q2FY20.

I-Sec is India's second largest non-bank MF distributor by revenue and assets with a 4.5% revenue market share (based on FY20 AMFI data). In spite of the mutual funds industry witnessing a decline of 29% YoY in gross equity flows along with net outflows in the equity segment, I-Sec MF revenues grew by 3% YoY to ₹ 57 crore.

Income from distribution of non-MF products like loans, fixed income products, corporate bonds and deposits, insurance, bank FDs, AIF, PMS, SGBs, NPS, etc., were impacted during the quarter as a significant portion of these business are contract based and the ongoing COVID-19 related environment has effected closure of their sales. Non-MF revenue declined 13% YoY in Q2FY21 to ₹ 38 crore. However, with business environment rapidly improving, sequentially there is a strong bounce back with non-MF distribution revenue up 32%, and within it, life insurance revenue is up 99%.

The company has a network of 156 ICICIdirect branches (vs 187 in Q2FY20) and a nationwide network of business partners, consisting of sub-brokers, authorized persons, IFAs & IAs, which grew by 70% YoY to 13,600+. New customer acquisition through the business partner network during the quarter rose 251% year-on-year.

I-Sec's **Private Wealth Management** (PWM) business reported ₹ 101 crore of revenue in Q2FY21 up 86% on-year. The PWM business is a home-grown franchise set up to service affluent customers. It serves over 36,000 clients, with an asset base of ₹ 1.15 L crore<sup>#</sup>, up 15% year-on-year.

I-Sec's proprietary Portfolio Management Scheme (PMS) AUM stood at ~₹ 155 crore as on 30<sup>th</sup> September 2020, against ~₹ 45 crore same period last year.

Our **Issuer Services and Advisory business** (Investment Banking) revenue stood at ₹ 62 crore in Q2FY21, up 93% on-year. I-Sec executed 24 investment banking deals during the quarter, against 11 in the corresponding quarter last year. I-sec is ranked #1 in IPO/ FPO/ InvIT/ ReIT issuance with a 98% market share, and #2 in Merger Market league table (amongst domestic financial advisors) for H1 FY21. The company has strong IPO pipeline (as per SEBI filing) of 7 deals amounting to over ₹ 8,500 crore.

## **Management Commentary**

**Mr. Vijay Chandok, Managing Director and Chief Executive Officer**, said, "We are happy to report strong financial and operational performance during the quarter. Most of our businesses have performed well, with the equity and allied business leading the way. We also witnessed recovery in other segments as business sentiment is improving with economic activities picking up.

"Our customer acquisition engine has picked up pace and we added a record number of new clients during the quarter, led by our fully digital on-boarding process, open architecture model, and improved activation and penetration by the ICICI Bank and business partner network.

"Our distribution business is turning around and we delivered a growth in our MF distribution business after seven quarters and I am confident that going forward all parts of our distribution business will contribute positively.

"We are committed to remain the digital financial supermarket of choice for our customers by meeting all their financial lifecycle needs in investments, protection, and borrowing. We are laying the foundations for a strong and future-ready business and towards this we remain focused on key areas of strategy with special attention to investment in technology, digitisation of products and processes, cost, and fortifying our talent pool."

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

## **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 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](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.*

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## ANALYSIS OF FINANCIAL PERFORMANCE FOR THE QUARTER ENDED SEPT 30, 2020 (Q2-FY2021)

Consolidated revenues for Q2-FY2021 increase by 62.7% Y-o-Y from ₹ 4,182.2 million to ₹ 6,804.6 million.

Consolidated profit after tax increased by >100% from ₹ 1,351.2 million in Q2-FY2020 to ₹ 2,781.5 million in Q2-FY2021

(₹ in million)

Consolidated Profit & Loss Account	Q2-FY2020	Q2-FY2021	% Change
<b>Revenue From Operations:</b>			
(i) Interest income	535.1	898.4	67.9
(ii) Dividend income	0.4	0.2	-
(iii) Fees and Commission Income			
Brokerage income	2,158.1	3,920.0	81.6
Income from services	1,451.7	1,898.2	30.8
(iv) Net gain on fair value changes	19.7	84.6	> 100
(v) Others	5.2	5.4	3.8
<b>(I) Total revenue from Operations</b>	<b>4,170.2</b>	<b>6,806.8</b>	<b>63.2</b>
<b>(II) Other Income</b>	<b>12.0</b>	<b>(2.2)</b>	<b>&gt; (100)</b>
<b>(III) Total Income (I+II)</b>	<b>4,182.2</b>	<b>6,804.6</b>	<b>62.7</b>
<b>Expenses:</b>			
(i) Finance costs	178.7	284.9	59.4
(ii) Fees and Commission expense	111.9	276.1	> 100
(iii) Net loss on fair value changes	(1.8)	-	-
(iv) Impairment on financial instruments	(17.3)	21.9	> (100)
(v) Operating expenses	151.3	127.1	(16.0)
(vi) Employee benefits expenses	1,338.8	1,795.6	34.1
(vii) Depreciation, amortization and impairment	146.8	130.7	(11.0)
(viii) Other expenses	432.8	445.3	2.9
<b>(IV) Total expenses</b>	<b>2,341.2</b>	<b>3,081.6</b>	<b>31.6</b>
<b>(V) Profit before tax (III-IV)</b>	<b>1,841.0</b>	<b>3,723.0</b>	<b>&gt; 100</b>
(VI) Tax expense	489.8	941.5	92.2
<b>(VII) Profit after tax (V-VI)</b>	<b>1,351.2</b>	<b>2,781.5</b>	<b>&gt; 100</b>
(VIII) Other comprehensive income/(Losses), net of taxes	(16.6)	(5.3)	-
<b>(IX) Total comprehensive income for the period (VII+ VIII)</b>	<b>1,334.6</b>	<b>2,776.2</b>	<b>&gt; 100</b>

(₹ in million)

Balance Sheet	As at March 31, 2020	As at Sep 30, 2020	% Change
Financial assets	39,861.3	55,288.0	38.7
Non-financial assets	4,566.9	4,021.5	(11.9)
<b>Total assets</b>	<b>44,428.2</b>	<b>59,309.5</b>	<b>33.5</b>
Financial liabilities	26,193.0	37,257.3	42.2
Non-financial liabilities	6,139.8	7,331.2	19.4
Equity	12,095.4	14,721.0	21.7
<b>Total liabilities</b>	<b>44,428.2</b>	<b>59,309.5</b>	<b>33.5</b>

### Explanatory notes for Q2-FY2021:

- Interest income increased from ₹ 535.1 million for Q2-FY2020 to ₹ 898.4 million in Q2-FY2021, an increase of 67.9%. This was primarily due to increase in interest on MTF and ESOP funding book and increase in fixed deposits.
- 81.6% increase in brokerage income from ₹ 2,158.1 million for Q2-FY2020 to ₹ 3,920.0 million in Q2-FY2021 due to increases in volume during the quarter.
- 30.8% increase in Income from services from ₹ 1,451.7 million for Q2-FY2020 to ₹ 1,898.2 million in Q2-FY2021, Income from services comprising income earned from distribution and issuer services & advisory business (earlier referred to as Advisory services) increased because of:
  - Increase in issuer services & advisory fee income by 93.2% from ₹ 322.5 million for Q2-FY2020 to ₹ 623.1 million in Q2-FY2021. This increase on account of better traction in ECM & Advisory deals during Q2-FY2021.
  - Increase in fixed income distribution revenue and partly offset by decrease in revenue from distribution of contact based products like life insurance, PMS and AIF.
- Net gain on fair value changes increased from ₹ 19.7 million in Q2-FY2020 to ₹ 84.6 million in Q2-FY2021, due to fair value changes in our treasury segment and other investment portfolio held as our stock in trade.
- Finance costs increased from ₹ 178.7 million for Q2-FY2020 to ₹ 284.9 million in Q2-FY2021. This increase was primarily on account of increase in borrowing related to increase in the MTF and ESOP books.
- Fees and commission expenses increased from ₹ 111.9 million Q2-FY2020 to ₹ 276.1 million for Q2-FY2021, an increase by more than 100% primarily due to increases in revenue linked payout to business partners including ICICI Bank.



- Impairment on financial instruments was ₹ 21.9 million in Q2-FY2021 compared to ₹ (17.3) million in Q2-FY2020. Company creates a provision on receivables from clients and principals based on ageing criteria, in Q2-FY2021, there was a higher provision based on ageing criteria where as in Q2-FY2020 there was higher realization of receivables.
- Operating expenses decreased from ₹ 151.3 million for Q2-FY2020 to ₹ 127.1 million in Q2-FY2021, a decrease of 16.0%. This decrease was primarily due to decrease in custodian, depository charges and franking charges.
- Employee benefits expenses increased from ₹ 1,338.8 million for Q2-FY2020 to ₹ 1,795.6 million in Q2-FY2021 primarily on account of provision for variable pay commensurate with company's performance.
- Depreciation and amortisation expense decreased from ₹ 146.8 million for Q2-FY2020 to ₹ 130.7 million for the Q2-FY2021, primarily on account of decrease in depreciation on right of use asset recognised as per Ind AS 116 for Leases.
- Other expenses increased from ₹ 432.8 million in Q2-FY2020 to ₹ 445.3 million in Q2-FY2021, an increase of 2.9%. This increase was due to increases in advertisement and publicity expenses, legal and professional fees partly offset by reduction in travel & conveyance expenses and business promotion expenses.
- Total assets increased from ₹ 44,428.2 million as at March 31, 2020 to ₹ 59,309.5 million as at Sept 30, 2020, an increase of 33.5%. This increase was primarily due to increases in loans from ₹ 5,708.7 million to ₹ 18,626.9 million as well as increase in cash and cash equivalents and trade receivables in line with increase in volume.
- Total liabilities increased from ₹ 44,428.2 million as at March 31, 2020 to ₹ 59,309.5 million as at Sept 30, 2020, an increase of 33.5%. This increase was primarily due to increase in debt securities (borrowings) from ₹ 14,975.3 million to ₹ 23,723.6 million and increase in other financial liabilities from ₹ 2,694.6 million to ₹ 6,369.0 million, partly offset by decrease in trade payables and lease liabilities as at Sept 30, 2020.

**Disclaimer**

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This release does not constitute an offer of securities.

For investor queries please email at [IR@icicisecurities.com](mailto:IR@icicisecurities.com)

1 billion/million = 100 crore / 10 Lakhs