

REF: CIL/CC/18/2022-23

May 24, 2022

To, The Department of Corporate Services, The BSE Limited, P. J. Towers, Dalal Street, Mumbai- 400 001  Scrip Code: 531358	To, The Department of Corporate Services, The NSE Limited 5 <sup>th</sup> Floor, Exchange Plaza Plot No. C/ 1, G Block, Bandra – Kurla Complex, Bandra (East), Mumbai – 400 051  Scrip Code: CHOICEIN
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**Sub: Press Release for the Quarter and Financial Year ended March 31, 2022**

Dear Sir/Madam,

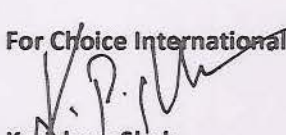
Please find enclosed the Press Release for the Quarter and Financial Year ended March 31, 2022.

Kindly take the above document on your record.

Thanking You,

Yours Truly,

For Choice International Limited

  
Karishma Shah  
(Company Secretary & Compliance Officer)



Choice International Limited  
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## **FY22 Revenue and PAT Growth of 61% and 221%, respectively** **Active customers growth of 3.75x with doubling of demat accounts**

**Mumbai, India, May 25, 2022:** Choice International Limited (BSE: 531358, NSE: CHOICEIN), one of the leading financial conglomerate providing technology led financial solution across India ("CIL", "Choice" or the "Company"), announces its results for quarter and period ending March 31st, 2022.

### **Consolidated FY22 Financial Highlights**

- Revenue Growth of 61% YOY to Rs. 2,860 Mn
- EBITDA growth of 123% YOY to Rs 923 Mn; Margins expanded to 32.3% from 23.5%
- Net Profit growth of 221% YOY to Rs. 536 mn; Margins improved to 18.7% from 9.5%
- Revenue share of 63% from Broking & Distribution services, 14 % from NBFC, 23% from Advisory Services

### **Consolidated Q4 FY22 Financial Highlights**

- Revenue Growth of 79% YOY to Rs. 934 Mn
- EBITDA growth of 244% YOY to Rs. 274 mn; Margins expanded to 29.3% from 15.3%
- Net Profit growth of 545% YOY to Rs. 154 Mn; Margins improved to 16.5% from 4.6%

Commenting on the initiative, **Mr. Kamal Poddar, Managing Director** said:

"Our Performance across business remained robust during the year with top line growth of 61% and PAT growth of 221% during FY22. This was driven by our efforts towards financial inclusion by reaching and expanding our presence across tier 3 and tier 4 cities.

We moved to 16th position on NSE as per NSE active users list with 3.75x increase in our active customers during the year supported by almost doubling of our demat accounts to 4,63,000. AUM for mutual funds also increased by 2.8x to Rs. 326.3 Mn during the year. We have expanded our NBFC team by 93 employees and loan book size by 32% YoY to 3.26Bn from Rs. 2.46 bn in FY22.

Our Advisory business won multiple contracts worth over Rs. 1 bn, further validating our expertise in executing and delivering projects over time.

Going forward we will be focused on our goal of financial inclusion and reaching further towards villages, tier 4 and tier 5 cities along with improving service quality and effectiveness. We have been consistent in delivering superior results over the years and will continue to do so by leading and catering to the underserved market. "

## Key Business Highlights

- 3.75x increase in Active customers as per NSE during the year bringing Choice's ranking to No 16 as per NSE's active UCC list
- Doubled the number of Demat Accounts to 463,000 during the year FY22
- Stock Broking client assets stood at Rs. 163 Bn, 129% increase YoY resulted in high rise in the Revenues
- NBFC Loan book grew by 32.52% YoY to Rs. 3.26 Bn from Rs. 2.46 Bn as reported on March 31 2021
- NBFC Business PAT increased by 59.38% on Y-o-Y basis to 152.2 Mn
- Won multiple contracts worth over Rs. 1 Bn Revenues during the year under Jal Jeevan Mission
- Advisory segment revenue increased by 91% on YoY to Rs. 686 Mn from Rs. 359 Mn
- The board approved the ESOP Policy of the company (ESOP 2022 ) with a pool size of 40,00,000 {Forty Lakhs} equity shares of face value of Rs. 10/- each fully paid-up. Under this ESOP Scheme, the eligible employees shall be granted employee stock options subject to approval from Members and other regulatory requirements.

### About Choice International

Headquartered in Mumbai, Choice Group is a decade old organization, engaged in providing financial services. Choice has its membership and registration with SEBI, RBI, NSE, BSE, MCX, NCDEX, AMFI and depository participant with CDSL & NSDL. An end-to-end financial conglomerate, the group has over the past decade expanded massively to become a holistic financial services firm with ground breaking technologies and innovative methodologies to serve its clients. Choice is among top 20 brokers with pan India presence with over 3 lakh clients and approximately 21,000 trained business associates. *For more information, please visit <https://choiceindia.com/>*

**For further information, kindly contact:**

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### Disclaimer

*Certain statements in this communication may be 'forward looking statements' within the meaning of applicable laws and regulations. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. Important developments that could affect the Company's operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labour relations. Choice International Limited (CIL) will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.*

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