

IIFL
WEALTH & ASSET
MANAGEMENT

January 23, 2020

<p>The Manager, Listing Department, BSE Limited, Phiroze Jeejeebhoy Tower, Dalal Street, Mumbai 400 001. BSE Scrip Code: 542772</p>	<p>The Manager, Listing Department, The National Stock Exchange of India Ltd., Exchange Plaza, 5 Floor, Plot C/1, G Block, Bandra - Kurla Complex, Bandra (E), Mumbai 400 051. NSE Symbol: IIFLWAM</p>
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Dear Sir/Madam.

Sub: - Financial Results for the period ended December 31, 2019

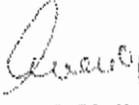
Please find enclosed the release issued by the Company, containing update on Financial Results of the Company for the quarter and nine months ended December 31, 2019.

Kindly take the same on record and acknowledge.

Thanking You,

Yours faithfully,

For IIFL Wealth Management Limited


Ashutosh Naik
Company Secretary & Compliance Officer

Email Id: secretary@iiflwm.com

Encl: a/a



IIFL WEALTH MANAGEMENT LIMITED

Corporate & Registered Office:
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(An IIFL Group Company)

www.iiflwealth.com

CIN: U74120KA1972ONPLC177954



Results Update - Q3 FY 20

IIFL Wealth Management Ltd reported a consolidated profit after tax of Rs 76 Cr, up 9% QoQ; and net revenue of Rs 244 Crs, up 15% QoQ.

Quarterly Trend					
Rs in Crs.	Q3 FY 20	Q2 FY 20	Q-o-Q %	Q3 FY 19	Y-o-Y %
Net Revenue	244	212	15%	232	5%
<i>Annual Recurring Revenue</i>	139	125	11%	116	20%
<i>Transactional / Brokerage Income</i>	82	107	-23%	103	-20%
<i>Other Income</i>	23	-19	-	13	77%
Total Expenses	144	130	11%	129	12%
Profit before Tax	100	82	22%	103	-3%
Profit After Tax including OCI	76	70	9%	75	1%

Mr. Karan Bhagat, MD & CEO, IIFL Wealth & Asset Management:

- The previous quarter has seen an uptick in AUM growth with sentiment becoming conservatively optimistic. However, larger domestic and international macro-economic factors are still an overhang to the emerging positive sentiment.
- We continue to focus on growing our recurring revenue generating assets – this quarter has seen 10% QoQ growth, with ARR AUM crossing Rs 70,000 Crs.
- Our Wealth Management business continues to see strong client acquisition. Specifically, AUM under IIFL ONE, our flagship proposition, has seen 42% QoQ growth to Rs 16,082 Crs.
- Overall AMC Assets have increased 15% QoQ to Rs 26,903 Crs while revenues have increased 26% QoQ to Rs 41 Crs.
- Overall PBT has grown at 22% QoQ to Rs 100 Crs and PAT has grown 9% QoQ to Rs 76 Crs.
- Our focus on maintaining industry leadership on technology adoption for seamless customer engagement as well driving internal efficiency continues.
- We remain confident of the growth potential of our Wealth and Asset Management businesses in India and continue with our leadership position in the same.