

August 15, 2020

The Manager, Listing Department, BSE Limited, Phiroze Jeejeebhoy Tower, Dalal Street, Mumbai 400 001. BSE Scrip Code: 542772	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
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Dear Sir/Madam,

Sub: - Results update of IIFL Wealth Management Limited (the Company) for the quarter ended June 30, 2020

Ref: Our letter dated August 14 2020.

We refer to our letter dated August 14, 2020 inter alia containing the Result Update, for quarter ended June 30, 2020.

The first line of the said Result Update containing words 'consolidated PAT for the year'' be read as "consolidated PAT for the quarter".

In this regard, we enclose herewith the updated Results Update, containing the above change.

Kindly take the same on record and oblige.

Thanking you,

Yours Faithfully,

For IIFL Wealth Management Limited

**Ashutosh Naik
Company Secretary**

Encl: as above

IIFL WEALTH MANAGEMENT LIMITED

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Results Update – Q1 FY 21

IIFL Wealth Management Ltd reported a consolidated PAT for the quarter at Rs 83 Crs, which is up 36% YoY. Operating Revenues for the quarter are at Rs 199 Crs down 6% YoY. PBT for the quarter stands at Rs 109 Crs, up 21% YoY

Quarterly Trend

Rs in Crs.	Q1 FY 21	Q4 FY 20	Q-o-Q %	Q1 FY 20	Y-o-Y %
Revenue from Operations	199	256	-22%	211	-6%
Annual Recurring Revenue	128	142	-10%	129	-1%
Transactional / Brokerage Income	71	115	-38%	82	-13%
Total Expenses	130	163	-20%	127	2%
Operating Profit Before Tax (OPBT)	69	94	-27%	84	-18%
Other Income	40	-79	-	6	567%
Profit before Tax	109	14	679%	90	21%
Profit After Tax including OCI (PAT)	83	0	-	61	36%

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

- Client sentiment remains cautious with an increasing bias towards high quality debt and structured opportunities. With markets stabilizing, low returns from fixed income instruments are resulting in clients being open to new ideas and opportunities
- The IIFL One proposition continues to grow, client feedback and acceptance continues to give us confidence to further expand our business model towards a more transparent and fee driven revenue stream. IIFL-One showed increased traction with 95% YoY, and 13% QoQ, increase in assets to Rs. 20,048 Crs.
- ARR Assets increased 15% YoY to Rs. 73,155 Crs and ARR Revenues decreased 1% YoY to 128 Crs. Our PBT is up 21% YoY to Rs 109 Crs, and a PAT of Rs 83 Crs was reported in Q1FY21, vs NIL in Q4FY20
- We are happy to complete the L&T Wealth integration and onboard their Clients and Employees with us. The numbers are reported in consolidation from this Quarter onwards
- While sentiment seems to be slowly turning, our overall outlook for the coming year remains cautious with many variables and their effects still unknown. Our focus therefore firmly remains on enhancing our digital platform to effectively combine our deep client relationships with a new age digital delivery model, reduction and optimization of costs; and effective rationalization of capital, along with continuous evaluation of inorganic growth opportunities

For further information, please contact:

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