



IIFL SECURITIES

January 21, 2021

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.
Tel No.: 2659 8235
NSE Symbol: IIFLSEC

The Manager,
Listing Department,
BSE Limited,
Phiroze Jeejeebhoy Tower,
Dalal Street,
Mumbai 400 001.
Tel no.: 22721233
BSE Scrip Code: 542773

Dear Sir/Madam,

Sub: Press Release on the Unaudited Financial Results for the quarter and nine months ended December 31, 2020

We enclose herewith the press release on the Unaudited Financial Results of the Company for the quarter and nine months ended December 31, 2020

Kindly take the above on records and oblige.

Thanking You,

Yours faithfully,

For IIFL Securities Limited



Meghal Shah
Company Secretary



IIFL Securities Limited

Corporate Identity Number: **L99999MH1996PLC132983**

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IIFL Securities Limited

Press Release

For immediate publication

Mumbai, India

January 21, 2021

Results update

-Total Income for Q3FY21 at Rs 215 Cr (up 2% y-o-y) and 9MFY21 at Rs 611 Cr (up 5% y-o-y)

-Profit after tax (TCI before exceptional items) for Q3FY21 at Rs 51 Cr (up 10% y-o-y) and 9MFY21 at Rs 143 Cr (up 33% y-o-y)

For the quarter and nine months ended December 31, 2020 (Q3FY21, 9MFY21), Consolidated Results as per IndAS are:

- Total Income stood at Rs 215 Cr for the quarter (up 2% y-o-y) and Rs 611 Cr for the nine months period (up 5% y-o-y)
- Profit after tax (TCI) (before exceptional items) stood at Rs 51 Cr for the quarter (up 10% y-o-y) and Rs. 143 Cr for the nine months period (up 33% y-o-y)
- Assets under management stood at Rs. 38,746 Cr.

Summary: Consolidated – Q3FY21

₹Crore	Quarter ended December 31, 2020	Quarter ended December 31, 2019	Y-O-Y	Quarter ended September 30, 2020	Q-O-Q
Total Income	215.0	210.2	2%	218.2	(1%)
Profit Before Tax	68.4	63.0	9%	69.3	(1%)
Total Comprehensive Income before exceptional items	50.6	45.8	10%	51.3	(1%)
Total Comprehensive Income after exceptional items	50.6	45.8	10%	51.3	(1%)

Summary: Consolidated – 9MFY21

₹Crore	Nine months ended December 31, 2020	Nine months ended December 31, 2019	Y-O-Y
Total Income	611.5	580.1	5%
Profit Before Tax	193.2	148.8	30%
Total Comprehensive Income before exceptional items	143.4	107.7	33%
Total Comprehensive Income after exceptional items	143.4	194.9	(26%)

Mr. R. Venkataraman, Managing Director, commented on the financial results: “Investment banking business continues to gain traction. We are uniquely placed as we have strong distribution capabilities across retail, HNI and institutional segments. With the lockdown getting lifted and the macroeconomic environment gradually improving, the outlook for the sector continues to remain sanguine.”

Retail and Institutional Broking

IIFL Securities is a key player in both retail and institutional segments of the capital market. We have over 2,500 points of presence across India and provide unparalleled research coverage on 225+ companies.

During the quarter, the average daily market turnover (including F&O) for the broking business was Rs 33,012 Cr (BSE + NSE), up 38% q-o-q.

Retail broking revenue was Rs 73 Cr for the quarter ended December 31, 2020, up 40% y-o-y.

Our mobile trading app, 'IIFL Markets' continues to be among the highest rated with over 55 lakh downloads.

IIFL's Institutional broking segment has over 700 domestic and foreign clients. It provides comprehensive research coverage, covering over 225 stocks across 20+ sectors accounting for over 80% of India's market capitalization.

Financial Products Distribution (FPD)

IIFL Securities offers a wide range of products such as mutual funds, insurance, IPOs, bonds, AIF and others, targeting retail clients. Insurance premium for the quarter has grown by 29% y-o-y to Rs 35.9 Cr. FPD AUM stood at Rs. 11,215 Cr. Mutual Fund AUM grew by 27% y-o-y and 19% q-o-q to Rs 4,506 Cr as at December 31, 2020. SIP AUM grew by 28% y-o-y and 14% q-o-q to Rs 902.2 Cr.

Investment Banking

The previous quarter has been a strong quarter for IIFL's Investment banking segment. It completed 13 transactions consisting of 3 IPOs, 4 QIPs, 1 OFS and 5 private equity transactions. Major deals completed include IPOs for Mrs. Bectors Food, Antony Waste Handling and Equitas SFB, QIPs for PNB and Embassy Office Parks and 1 OFS for IRCTC. We have filed 3 DRHPs over the previous quarter- a number of IPOs are in various stages of execution. Our deal pipeline remains robust for the coming quarters.

Buy Back Update

The shareholders of the Company vide postal ballot resolution dated December 22, 2020 accorded its consent for the buy-back of its fully paid-up equity shares of face value of Rs. 2/- (Rupee Two) each, from the members of the Company (except promoters, promoter group and persons in control of the Company) at a price not exceeding Rs. 54 (Rupees Fifty Four Only) per equity Share.

The total amount earmarked for Buyback is Rs. 90 Cr. The Cumulative amount utilized for Buyback is Rs. 60.7 Cr. and total number of shares bought back are 1.2 cr. as on January 20, 2021.

Change in Independent Directors

Appointment

Mr. Vishwanathan Krishnan has been appointed as Independent Director on our Board. Mr. Krishnan is a Cost Accountant and a seasoned Financial Services professional, with over three decades of diverse experience in technology, operational risk, information security, compliance and internal control. He has held senior positions in domestic majors like L&T, MCX and SHCIL apart from MNC organizations like ABN, AMRO, Alliance Capital,

Barclays etc. Mr. Krishnan now leads Kris Consulting, a unique boutique Advisory & Assurance firm.

Resignation

Mr. Mohan Radhakrishnan has ceased to remain as the independent director of the Company, post requisite regulatory approvals w.e.f. January 2, 2021

About IIFL Securities

IIFL Securities Ltd (NSE: IIFLSEC, BSE: 542773) is one of the key capital market players in the Indian financial services space. IIFL Securities along with its subsidiaries offers advisory and broking services, financial products distribution, institutional research and investment banking services.

IIFL Securities has established itself through a combination of leading-edge technology, diverse product offerings, management expertise, and a wide network of branches across India. The Company has developed long-term relationships with its customers with sustained high quality performance and continues to be their preferred investment partner.

This document may contain certain forward looking statements based on management expectations. Actual results may vary significantly from these forward looking statements. This document does not constitute an offer to buy or sell IIFL products, services or securities. The press release, results and presentation for analysts/press for the quarter and nine months ended December 31, 2020, are available under the [Investor Relations](#) section on our website www.iiflsecurities.com.

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