



IIFL Holdings Limited  
 Press Release  
 For immediate publication

Mumbai, India  
 October 24, 2015

**IIFL Consolidated Q2FY16 Profit after Tax at INR 140.3 Cr, up 28% y-o-y;  
 Income at INR 1,031.9 Cr, up 15% y-o-y**

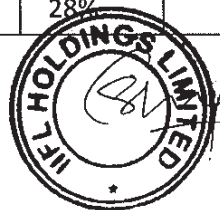
- For the quarter ended September 30, 2015, consolidated income stood at INR 1,031.9 Cr, up 15% year-on-year (y-o-y) and Profit after Tax (PAT) at INR 140.3 Cr, up 28% y-o-y
- For the first half-year ended September 30, 2015, consolidated income at INR 1,995.8 Cr up 18% y-o-y and PAT at INR 248.0 Cr, up 22% y-o-y

**Summary - Consolidated half-yearly financials**

Crores	Half-year ended September 30, 2015	Half-year ended September 30, 2014	Y-O-Y
	(INR)	(INR)	
Income	1,995.8	1,685.2	18%
Profit Before Tax	404.0	318.4	27%
Profit After Tax	248.0	203.3	22%

**Summary - Consolidated quarterly financials**

Crores	Quarter ended Sep 30, 2015	Quarter ended Sep 30, 2014	Y-O-Y	Quarter ended Jun 30, 2015	Q-O-Q
	(INR)	(INR)		(INR)	
Income	1,031.9	893.8	15%	963.9	7%
Profit Before Tax	216.3	173.9	24%	187.7	15%
Profit After Tax	140.3	109.5	28%	107.7	30%





### Segmental Breakup – Revenue

Crores	Quarter ended Sep 30, 2015 (INR)	Quarter ended Sep 30, 2014 (INR)	Y-O-Y	Quarter ended Jun 30, 2015 (INR)	Q-O-Q
Fund Based Activities	766.2	649.1	18%	729.1	5%
Financial Products Distribution	151.8	131.3	16%	126.0	20%
Capital Market Activities	110.8	111.7	(1%)	106.0	4%
Others	3.1	1.7	82%	2.8	11%
<b>Total</b>	<b>1,031.9</b>	<b>893.8</b>	<b>15%</b>	<b>963.9</b>	<b>7%</b>

### Segmental Breakup – Profit before Tax (PBT)

Crores	Quarter ended Sep 30, 2015 (INR)	Quarter ended Sep 30, 2014 (INR)	Y-O-Y	Quarter ended Jun 30, 2015 (INR)	Q-O-Q
Fund Based Activities	134.2	111.8	20%	127.6	5%
Financial Products Distribution	44.1	24.2	82%	22.2	99%
Capital Market Activities	37.7	37.8	(0.3 %)	37.7	0%
Others	0.3	0.1	200 %	0.2	50%
<b>Total</b>	<b>216.3</b>	<b>173.9</b>	<b>24%</b>	<b>187.7</b>	<b>15%</b>

Mr Nirmal Jain, Chairman, IIFL Holdings Ltd., commented on the financial results, "During the quarter, the company on a consolidated basis reported a healthy 28% y-o-y growth in post-tax profits despite a flattish capital market performance. In our fund based business, we are aggressively investing to enhance housing finance capacity, which will yield results over the next two-three years."





### **Fund based activities**

In Q2FY16, the income from this segment was INR 766.2 Cr, up 18% y-o-y and 5% q-o-q, while, PBT was INR 134.2 Cr, up 20% y-o-y and 5% q-o-q.

**Our loan book** is predominantly retail and secured with adequate collaterals. The loan portfolio stood at INR 15,472 Cr as on September 30, 2015 which registered a growth of 19% y-o-y. The share of mortgage loan has increased to 51% of the loan book in Q2FY16 from 48% in Q1FY16, while share of gold loan has fallen to 18% this quarter from 24% in the previous quarter. The other products in the loan portfolio also include capital market products, commercial vehicle finance and medical equipment finance.

**Asset quality:** Our Gross NPAs and Net NPAs have fallen to 1.4% and 0.5% respectively as on September 30, 2015 against 1.6% and 0.8% in the previous quarter. Against gross NPA of INR 219.3 Cr, the non standard asset provision stands at INR 140.2 Cr. Besides this, a provision of INR 66 Cr for standard assets is also there as per statutory requirements. Total provision coverage (including standard asset provision) as a % of Gross NPA stands at 94%. NIM for the quarter stood at 7.4%.

**Capital adequacy:** 19.7% including Tier I capital of 13.3%.

**ROE<sup>1</sup> (annualised) for NBFC – Q2FY16:** 15.86% versus 14.87% in the previous quarter

### **Financial products distribution**

During the quarter, the income from this segment was INR 151.8 Cr, up 16% y-o-y and 20% q-o-q, while PBT was INR 44.1 Cr, up 82% y-o-y and 99% q-o-q. Total assets under advice, distribution and management stood at INR 77,615 Cr for the period ended September 30, 2015, compared with INR 75,521 Cr in the previous quarter.

### **Capital market activities**

Capital market income was INR 110.8 Cr in Q2FY16, marginally down 1% y-o-y and up 4% q-o-q. The average daily equity total turnover was at INR 7,007 Cr in Q2FY16, down 4% y-o-y, 9% q-o-q, while exchange turnover was down 9% y-o-y and up 2% q-o-q. IIFL Markets, a proprietary mobile trading platform, has received overwhelming response with 250,000 downloads since February 2015. It is the only app to have real time price updates in equities, currencies & commodities, ability to execute trades and apply for IPO/OFS. During the quarter, IIFL's investment banking

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<sup>1</sup> Excludes preference share capital





franchise closed INR 273.2 cr IPO of Power Mech Projects Ltd. This was the second successfully completed IPO in the current fiscal year after the IPO of Manpasand Beverages Ltd.

#### **Fairfax Open Offer**

As per the information received from ICICI Securities Limited (Manager to the Offer), the Letter of Offer for the Open Offer with reference to acquiring 26% of the post offer Equity Share Capital of the Company from the public shareholders made by Fairfax Group, after due SEBI approval, has been dispatched by ICICI Securities Limited (Manager to the offer) to the shareholders of the Company. The Open Offer tendering period is scheduled to commence on October 29, 2015 and will expire on November 13, 2015.

#### **Events - Enterprising India Investors' Conference at London**

IIFL conducted Enterprising India Investors' Conference at London which saw participation from top bureaucrats, journalists, economic commentators and top managements of India's fastest-growing corporations. Eminent speakers at the conference included Dr. Shashi Tharoor, Member of Parliament, Mr. Adesh Sharma, Managing Director, DFCC, Mr. R.V. Shahi, Former Power secretary and Member of advisory committee, Government of India and Dr. K.C. Chakrabarty, Former Deputy Governor, RBI.



*Dr. Shashi Tharoor with Mr. Ayon Mukhopadhyay, Director, Institutional Sales, UK and Europe and Mr. Prabodh Agarwal, Head - Research*



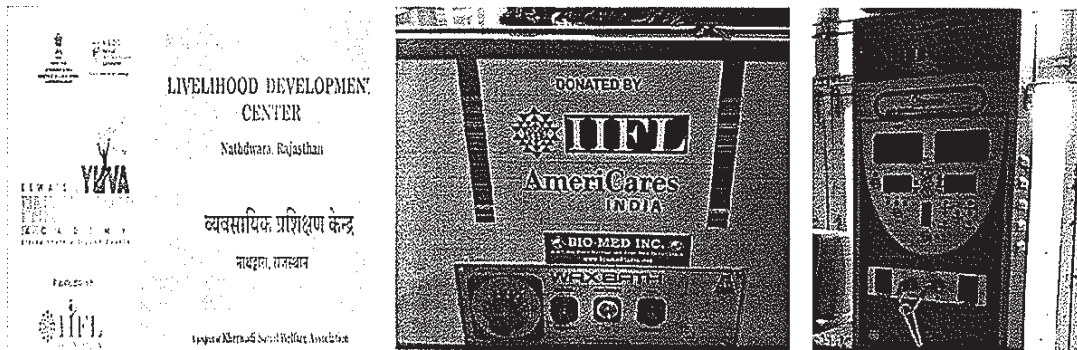


#### Awards received during the quarter

- IIFL received the Mumbai Hot 50 brands award in the B2C category as part of the Mumbai Brand Summit instituted by One India and Paul Writer
- IIFL Wealth bagged Best Private Bank in India - The Asset Triple A Private Banking, Wealth Management and Investment Awards, 2015
- Also, IIFL Wealth received Outstanding Private Bank , South Asia (Highly Commended) - Private Banker International Global Wealth Awards, 2015
- And, Best Wealth Management Advisory Firm and Best Private Bank for Innovation in Technology – India at the International Finance Magazine (IFM) Awards at London.

#### Corporate Social Responsibility – Activities undertaken during Q2FY16

- IIFL Foundation has started a Vocational Training Centre at Nathdwara, Rajsamand District of Rajasthan with which would train and place over 1,200 youths each year.



- Rehabilitation work in J&K - After floods, Srinagar and other parts of the valley were in shambles. IIFL supported the rehabilitation work by donating MRIs, Incubators, Baby Warmers, Nebulisers and Dental Chairs to different hospitals in the valley. Special Schools were also supported.
- Pandharpur Medical Camp - IIFL Foundation supports a medical check-up camp every year for these devotees. Over 75,000 devotees took advantage of the medical camp this year.
- Bio Toilets for Nashik Kumbha Mela - IIFL put up environmentally friendly block consisting of 6 toilets at the site of Kumbha Mela. Over 1,200 people used the block per day.
- Micro-entrepreneurship batch at Jawhar - IIFL Foundation has adopted villages in Jawhar





for Holistic Development. 30 women from micro entrepreneurship batch started food stalls on the highway. The women intend to earn between INR 4,000 and INR 6,000 per stall each month.

- Supporting a program on training 30 youths as “Krishi Mitra” for facilitating scientific agricultural development at Jawhar - The youth would start working with the farmers closely and support them in their second and third crop farming. These krishi mitra have also been trained as pashu mitra to help farmers take care of their cattle and birds.



*Krishi mitra – practical demonstration*



*Pandharpur medical camp*



*Environment friendly toilets, Nashik*



*Women micro-entrepreneurship*





## About IIFL

IIFL Holdings Ltd (NSE: IIFL, BSE: IIFL) is one of the leading players in the Indian financial services space. IIFL is engaged in the business of financing, asset and wealth management, capital markets and financial products distribution, investment banking, institutional equities and realty services through its various subsidiaries. IIFL Holdings with a consolidated net-worth of INR 2,825 crores as of September 30, 2015, has global offices in London, New York, Houston, Geneva, Hong Kong, Dubai, Singapore and Mauritius. IIFL has presence in close to 2,500 business locations in India spread over 850+ towns and cities. We have a strong customer base of over 2.9 million customers and 13,000+ employees as of financial year ended March 31, 2015.

**IIFL has been listed as the top securities trading firm in India in Fortune 500 India list 2014. IIFL received the 'Best Broker of the year Award' (for contribution to broking in India) at India's Best Market Analyst Awards 2014 organized by Zee Business. IIFL Wealth is the winner of 'Best Domestic Private Bank in India – Overall' by Asiamoney Private Banking Poll, 2015. IIFL Wealth won the 'Best Private Bank for HNI Clients' and 'Best Private Bank for Research and Asset Allocation' by Euromoney Private Banking Survey, 2015. IIFL Group bagged 'Best HR Strategy in Line With Business' and 'Best Use of Technology for Recruiting' at Global Talent Acquisition & 9TH RASBIC Awards 2014-2015 organized by World HRD Congress. IIFL received India's Most Promising Brand 2013-14 award at WCRC Global India Excellence Summit in London.**

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 ended September 30, 2015, is available under the 'Investor Relations' section on our website [www.indiainfoline.com](http://www.indiainfoline.com).

*IIFL/ India Infoline refer to IIFL Holdings Ltd and its group companies.*

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