

IIFL Holdings Limited

Press Release
For immediate publication

Mumbai, India
January 29, 2015

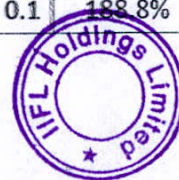
IIFL Consolidated Q3FY15 Net Profit at ₹112.3Cr, up 67.4% yoy; Income at ₹924.5 Cr, up 34% yoy

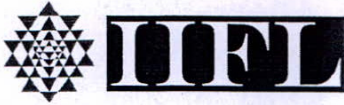
- Consolidated income for the quarter at ₹924.5 Cr up 34% yoy and up 3.4% qoq
- Consolidated profit after tax at ₹112.3 Cr, up 67% yoy and up 2.6% qoq
- Quarter witnessed strong uptrend in financial products distribution and steady growth in fund based activities

Summary consolidated financials

| ₹ Crores | Quarter ended Dec 31, 2014 | Quarter ended Dec 31, 2013 | % Year-on-Year | Quarter ended Sep 30, 2014 | % Quarter-on-Quarter |
|-------------------|----------------------------|----------------------------|----------------|----------------------------|----------------------|
| Income | 924.5 | 689.7 | 34.0% | 893.9 | 3.4% |
| Profit Before Tax | 179.1 | 101.1 | 77.2% | 173.8 | 3.0% |
| Profit After Tax | 112.3 | 67.1 | 67.4% | 109.5 | 2.6% |

| Segmental Profit Before Tax (₹ Crores) | Quarter ended Dec 31, 2014 | Quarter ended Dec 31, 2013 | % Year-on-Year | Quarter ended Sep 30, 2014 | % Quarter-on-Quarter |
|--|----------------------------|----------------------------|----------------|----------------------------|----------------------|
| Fund Based Activities | 119.1 | 79.4 | 50.0% | 111.8 | 6.5% |
| Financial Products Distribution | 28.6 | 13.1 | 118.4% | 24.2 | 18.4% |
| Capital Market Activities | 31.1 | 6.4 | 387.3% | 37.8 | (17.8%) |
| Others | 0.4 | 2.1 | (83.6%) | 0.1 | 188.8% |





Awards & Accolades



IIFL is India's top securities trading firm as per Fortune's list of 500 largest corporations in India – Dec 14' edition



IIFL received the 'Best Broker' award at the hands of Amit Shah, President, BJP and Piyush Goyal, Minister of State with independent charge for power, coal, new and renewable energy at Zee Business Award in Dec 2014'

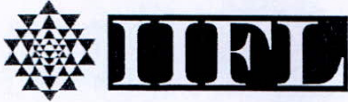


The Euromoney's Awards for Excellence covers the best-in-class awards in all regions and the best banks in close to 100 countries around the world. IIFL Private Wealth was recently named **Asia's Most Technologically Innovative Private Bank** by the Euromoney Innovations in Wealth Management Technology Awards 2014 in November.



IIFL Private Wealth has been recognized as the 'Best Wealth Manager - India' for the fourth consecutive year, as well as, 'Best Wealth Management Specialist - Asia' (being the only Indian origin Private bank to win a Regional Award) at The Asset Triple A Private Banking, Wealth Management and Investment Awards 2014. These awards recognize the best financial advisors across countries and regions on the basis of their growth and management practices. It acknowledges their contribution towards creating, preserving and generating wealth for HNI / UHNI Clients in their respective categories.





A network of over 2,700 business locations spread across India facilitates the smooth acquisition and servicing of a large customer base. All our offices are connected with the corporate office in Mumbai with cutting edge networking technology. The group caters to a customer base of over a million customers, over a variety of mediums viz. online, over the phone and at our branches.

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

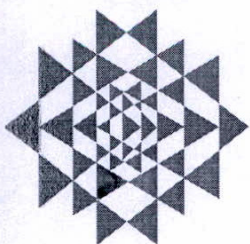
This document may contain certain forward looking statements based on management expectations. Actual results may vary significantly from these forward looking statements. This document does not constitute an offer to buy or sell IIFL products, services or securities.

The press release, results and presentation for analysts/press for the quarter ended December 31, 2014, is available under the 'Investor Relations' section on our website www.indiainfoline.com.

For further details please contact:

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|---|
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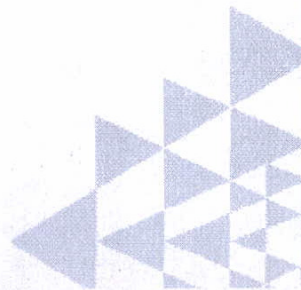




India Infoline Group

Results Oct-Dec 2014 (Q3FY15)

January, 2015



I: IIFL Group performance review

II: Business review

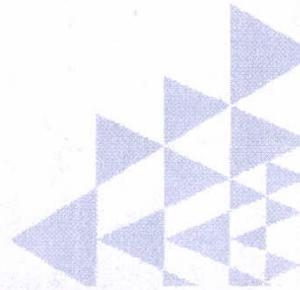
NBFC operations

Wealth management operations

Capital market & other activities

Annexure I: Corporate overview

Annexure II: Industry update





IIFL Q3FY15 performance summary

Consolidated quarterly performance

- Q3FY15 Net Profit at ₹112.3Cr, up 67.4% yoy; Income at ₹924.5 Cr, up 34% yoy
- 9MFY15 PAT at ₹315.6 Cr, up 60.5% yoy; income at ₹2609.6 Cr, up 27.3% yoy
- ROE (annualized) is 19.2% based on Q3FY15 performance

Fund based activities

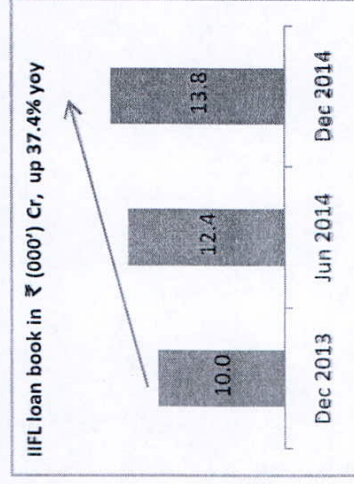
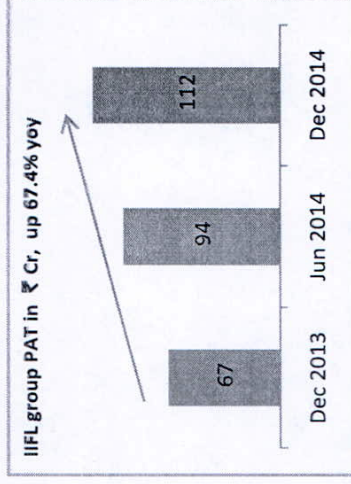
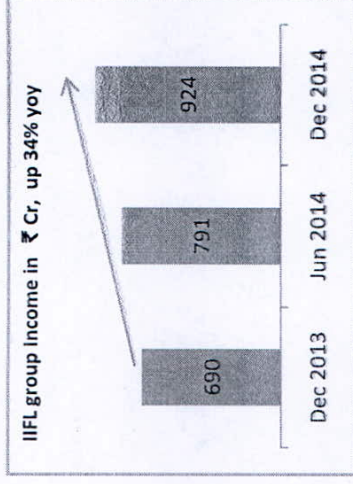
- NBFC's Q3FY15 loan book at ₹13,795 Cr, up 37.4% yoy
- Gross and Net NPAs were 1.11% and 0.41% in the quarter

Financial products distribution

- Q3FY15 income at ₹143.5 Cr, up 48.4% yoy and 9MFY15 income at ₹374 Cr, up 35.5% yoy
- Total assets under advice, distribution and management were ₹67,500 Cr

Capital market activities

- Q3FY15 income at ₹98.8 Cr, up 21.2% yoy and 9MFY15 income at ₹317.9 Cr, up 17.0% yoy





IIFL Group consolidated results Quarter ended Dec'14

| ₹ Cr | Q3FY15 | Q3FY14 | YoY | Q2FY15 | QoQ |
|--|--------------|--------------|--------------|--------------|-------------|
| Fund Based activities | 680.2 | 509.3 | 33.6% | 649.2 | 4.8% |
| Financial Products distribution | 143.5 | 96.7 | 48.4% | 131.3 | 9.2% |
| Capital Market activities | 98.8 | 81.5 | 21.2% | 111.7 | (11.6%) |
| Other income | 2.0 | 2.2 | (9.7%) | 1.7 | 22.3% |
| Total Income | 924.5 | 689.7 | 34.0% | 893.9 | 3.4% |
| A. Operating cost | 103.3 | 63.8 | 62.0% | 93.0 | 11.1% |
| B. Employee cost | 152.8 | 117.3 | 30.3% | 161.2 | (5.2%) |
| C. Other expenses | 101.6 | 91.1 | 11.6% | 101.9 | (0.2%) |
| EBITDA | 566.6 | 417.5 | 35.7% | 537.8 | 5.4% |
| Interest | 373.8 | 299.8 | 24.7% | 349.2 | 7.1% |
| Depreciation and amortization | 13.7 | 16.6 | (17.7%) | 14.8 | (7.6%) |
| Profit / (Loss) before tax | 179.1 | 101.1 | 77.2% | 173.8 | 3.0% |
| Provision for taxation | 58.5 | 30.4 | 92.1% | 57.7 | 1.3% |
| Profit/(Loss) after tax before minority | 120.6 | 70.6 | 70.8% | 116.1 | 3.9% |
| Minority Interest | 8.31 | 3.5 | 135.0% | 6.6 | 25.7% |
| Profit/(Loss) after tax | 112.3 | 67.1 | 67.4% | 109.5 | 2.6% |



IIFL Group consolidated results Nine months ended Dec'14

| ₹ Cr | 9MFY15 | 9MFY14 | YoY |
|--|----------------|----------------|--------------|
| Fund Based activities | 1,912.4 | 1,493.6 | 28.0% |
| Financial Products distribution | 374.0 | 276.1 | 35.5% |
| Capital Market activities | 317.9 | 271.6 | 17.0% |
| Other income | 5.3 | 8.1 | (34.6%) |
| Total Income | 2,609.6 | 2,049.6 | 27.3% |
| A. Operating cost | 273.2 | 226.6 | 20.6% |
| B. Employee cost | 449.6 | 364.1 | 23.5% |
| C. Other expenses | 296.7 | 263.1 | 12.8% |
| EBITDA | 1,590.0 | 1,195.7 | 33.0% |
| Interest | 1,049.1 | 848.9 | 23.6% |
| Depreciation and amortization | 43.4 | 52.3 | (16.9%) |
| Profit / (Loss) before tax | 497.5 | 294.6 | 68.9% |
| Provision for taxation | 163.4 | 90.2 | 81.2% |
| Profit/(Loss) after tax before minority | 334.1 | 204.4 | 63.5% |
| Minority Interest | 18.5 | 7.68 | 140.7% |
| Profit/(Loss) after tax | 315.6 | 196.7 | 60.5% |



Segmental breakup

| Segment Result (Revenue) ₹ Cr | Q3FY15 | Q3FY14 | YoY | Q2FY15 | QoQ |
|---------------------------------|--------------|--------------|--------------|--------------|-------------|
| Fund based activities | 680.2 | 509.3 | 33.6% | 649.2 | 4.8% |
| Financial products distribution | 143.5 | 96.7 | 48.4% | 131.3 | 9.2% |
| Capital market activities | 98.8 | 81.5 | 21.2% | 111.7 | (11.6%) |
| Other income | 2.0 | 2.2 | (9.7%) | 1.7 | 22.3% |
| Total | 924.4 | 689.7 | 34.0% | 893.9 | 3.4% |

| Segment Result (Profit before Tax) ₹ Cr | Q3FY15 | Q3FY14 | YoY | Q2FY15 | QoQ |
|---|--------------|--------------|--------------|--------------|-------------|
| Fund based activities | 119.1 | 79.4 | 50.0% | 111.8 | 6.5% |
| Financial products distribution | 28.6 | 13.1 | 118.4% | 24.2 | 18.4% |
| Capital market activities | 31.1 | 6.4 | 387.3% | 37.8 | (17.8%) |
| Other income | 0.4 | 2.2 | (83.6%) | 0.1 | 188.8% |
| Total | 179.1 | 101.1 | 77.2% | 173.9 | 3.0% |

- Fund based activities comprises, predominantly, operating income of NBFC. This, however, excludes non operating income of NBFC and includes treasury income of other companies in the Group
- Financial products distribution comprises significant part of Wealth Management income, besides income from distribution of insurance and mutual fund products and online marketing activity
- Capital market activities comprises mainly of income from broking of equity, derivative, commodity and currency

I: IIFL Group Performance review

II: Business review

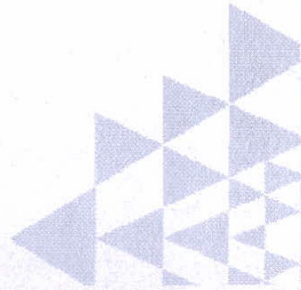
NBFC operations

Wealth management operations

Capital market & other activities

Annexure I: Corporate overview

Annexure II: Industry update





NBFC's performance highlights

Quarter ended Dec'14 – Income up 30.1% yoy; PAT up 39.6% yoy

NBFC consolidated quarterly performance

- Q3FY15 PAT at ₹ 77.6 Cr, up 39.6% yoy; Income at ₹ 647.0 Cr, up 30.1% yoy
- 9MFY15 PAT at ₹ 220.9 Cr, up 47.8% yoy; Income at ₹ 1817.5 Cr, up 25.8% yoy
- ROE (annualized) is 16.3% based on Q3FY15 performance

Overall loan book

- Overall loan book was ₹13,795 Cr, up 37.4% yoy
- Loan book comprised 44% of mortgages up 15.3% yoy
- Gold loans comprised 28% up 22.1% yoy

NPAs - Gross and Net NPAs were 1.11% and 0.41% in the quarter

Margins - NIM and spread were 7.6% and 6.6% respectively

Capital adequacy – 16.8% as at quarter end including Tier I capital of 11.6%

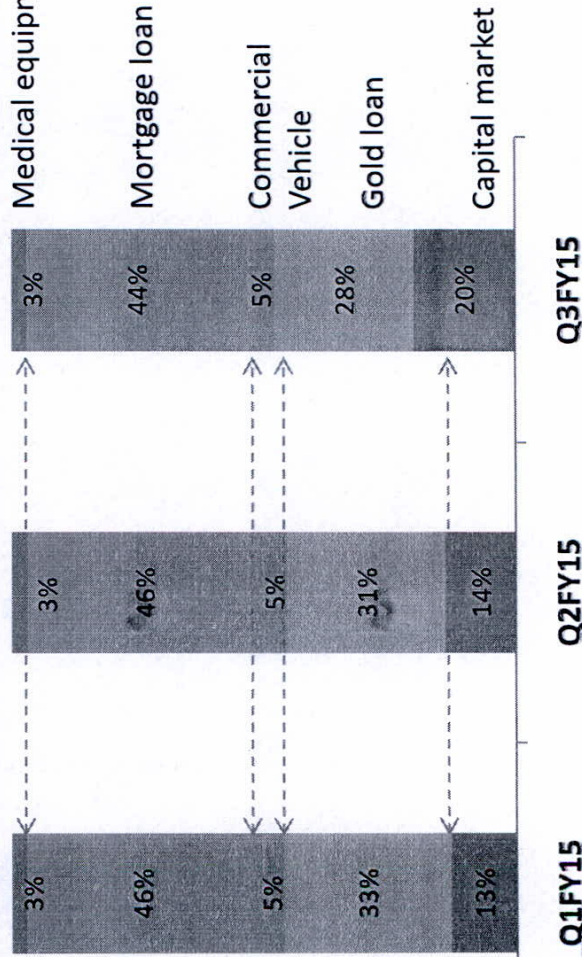




Loan book growing steadily

- Loan portfolio in Q3FY15 steadily increased to ₹13,795 Cr as against ₹12,993 Cr in Q2FY15
- Entire loan book is secured against tangible collaterals
- Mortgage accounted for 44% of loan book, down from 46% in Q2FY15
- Gold loan constituted 28% of loan book, down from 31% in Q2FY15

Changing mix of loan book



Financial assets as on Dec 31, 2014

| | ₹ Cr |
|-----------------------------------|--------|
| A Loan Book | 13,795 |
| B Securitised /assigned portfolio | 998 |
| C Other Financial Assets | 1,651 |
| D AUM (A+B) | 14,793 |
| E Total Financial Assets (A+C) | 15,446 |

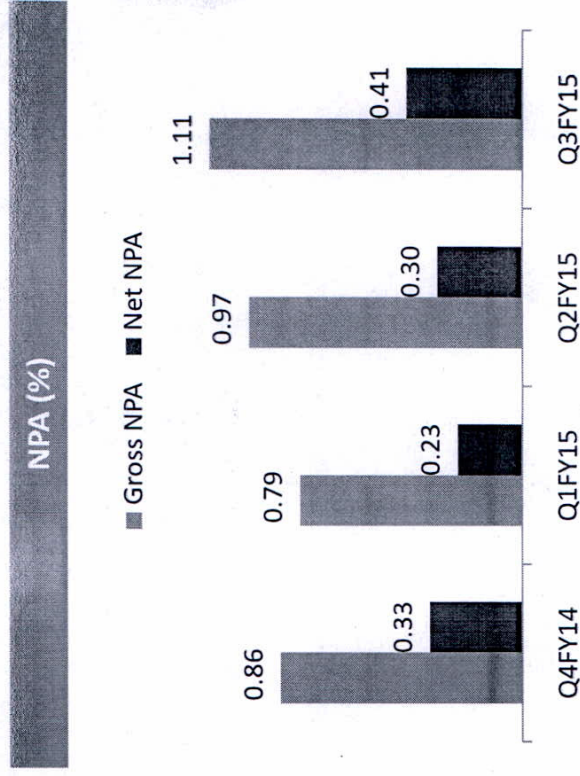
Other financial assets comprise cash, bank, fixed deposits, bonds, mutual funds investments etc



IIFL's high asset quality is reflected in low NPAs

- NPAs have increased marginally from last quarter. Gross and Net NPA are at 1.11% and 0.41% respectively.
- We are taking steps against delinquent cases and have adequate collaterals for the same
- Total provision coverage (including standard asset provision) as a percentage of Gross NPA was 91.5%

| NPA and Provision | | ₹ Cr | % |
|-------------------|------------------------------|------|-------|
| A | Gross NPA | 153 | 1.11% |
| B | Non Standard Asset Provision | 96 | 0.70% |
| C | Net NPA (A-B) | 57 | 0.41% |
| D | Standard Asset Provision | 44 | 0.32% |
| E | Total Provision (B+D) | 140 | |

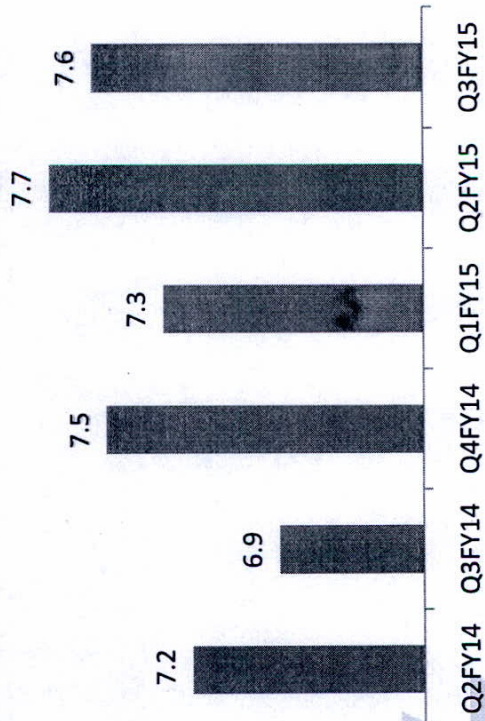




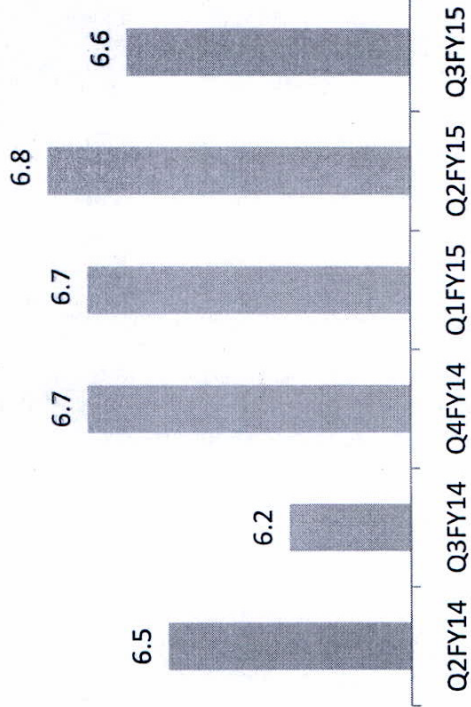
NIM and spread stable

- NIM and spread at 7.6% and 6.6% respectively
- Margins have stabilised over the last few quarters
- During the quarter, spread has stabilized with lower cost of funds

NIM (%)



Spread (%)

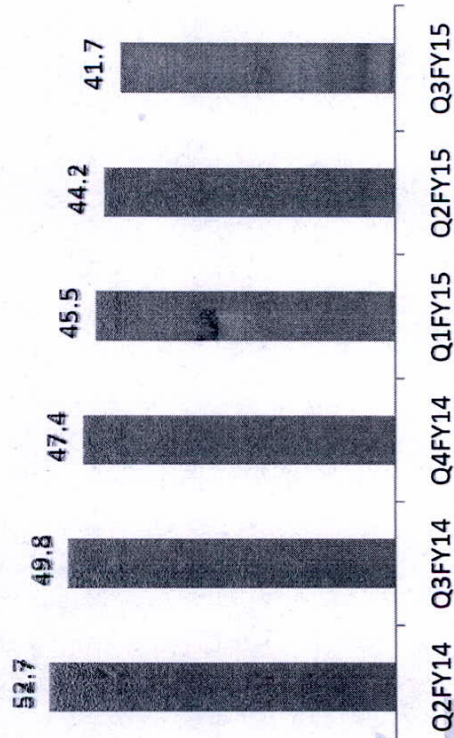




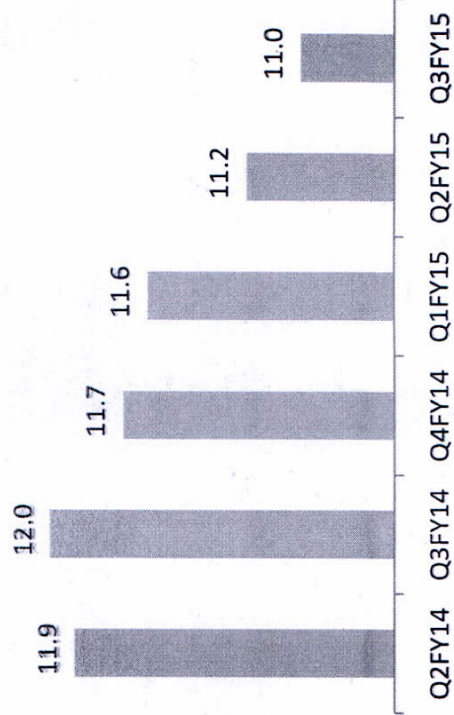
Cost of funds and cost to income on decline

- Cost to income and cost of fund trending down; expected to fall further
- Long term rating of **ICRA AA /stable outlook** and **CARE AA / stable outlook** and short term rating of **CRISIL A1+** and **ICRA(A1+)**, indicating a high degree of safety regarding timely servicing of financial obligations
- Falling cost to income ratio as branch network gets optimally utilized

Cost to Income (%)



Cost of Fund (%)

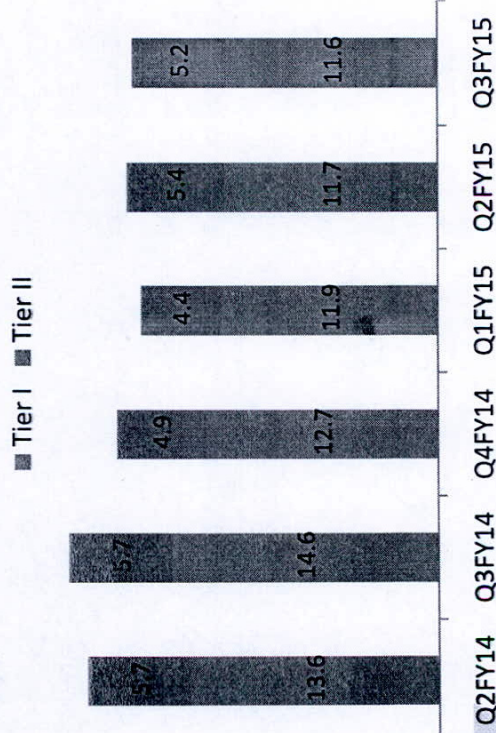




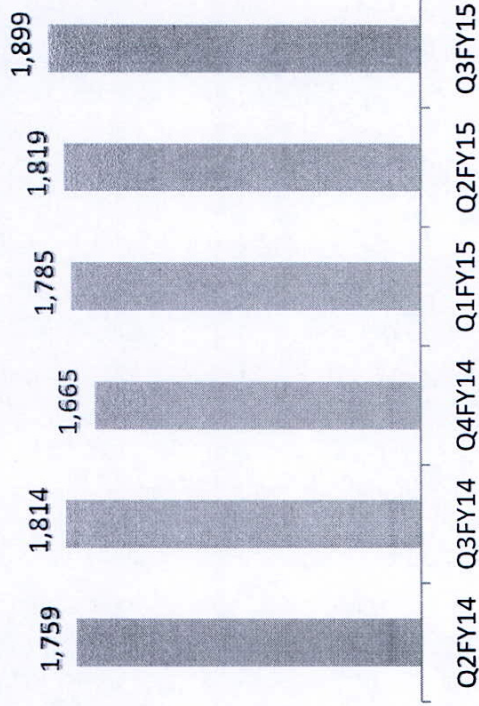
Robust network

- Well capitalized with a networth of ₹1,899 Cr (NBFC and its HFC subsidiary consolidated)
- During the quarter return on asset was 2.06% (annualized)
- Consistently maintained capital adequacy level higher than statutory requirement of 15%
- Significant margin of safety in Tier I at 11.6% and total capital adequacy at 16.8%

Capital Adequacy (%)



Networth (₹ Cr)

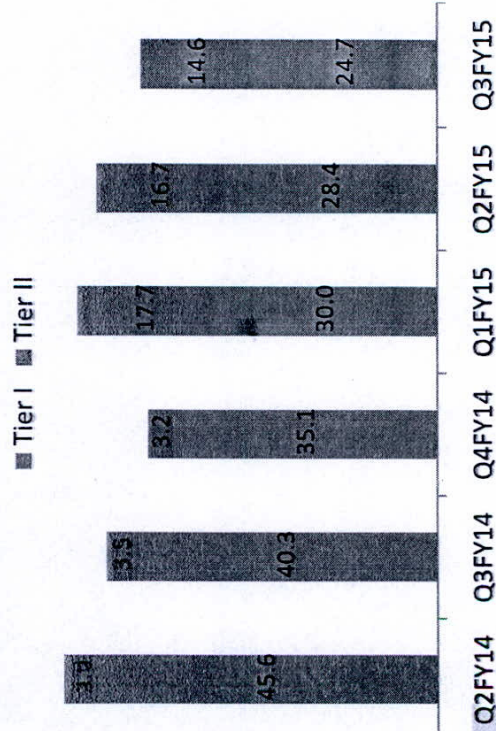




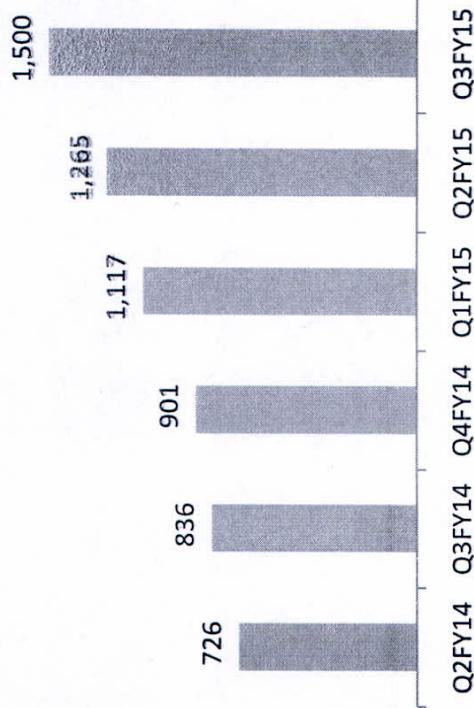
Healthy growth of mortgage loan book in HFC

- Loan book of ₹1,500 Cr in the housing finance company at Q3FY15
- Income for the quarter ₹58.6 Cr up 73% yoy
- Profit after tax for the quarter ₹13.3 Cr up 98% yoy
- Capital adequacy at 39.3%, adequate room for growth

Capital Adequacy (%)



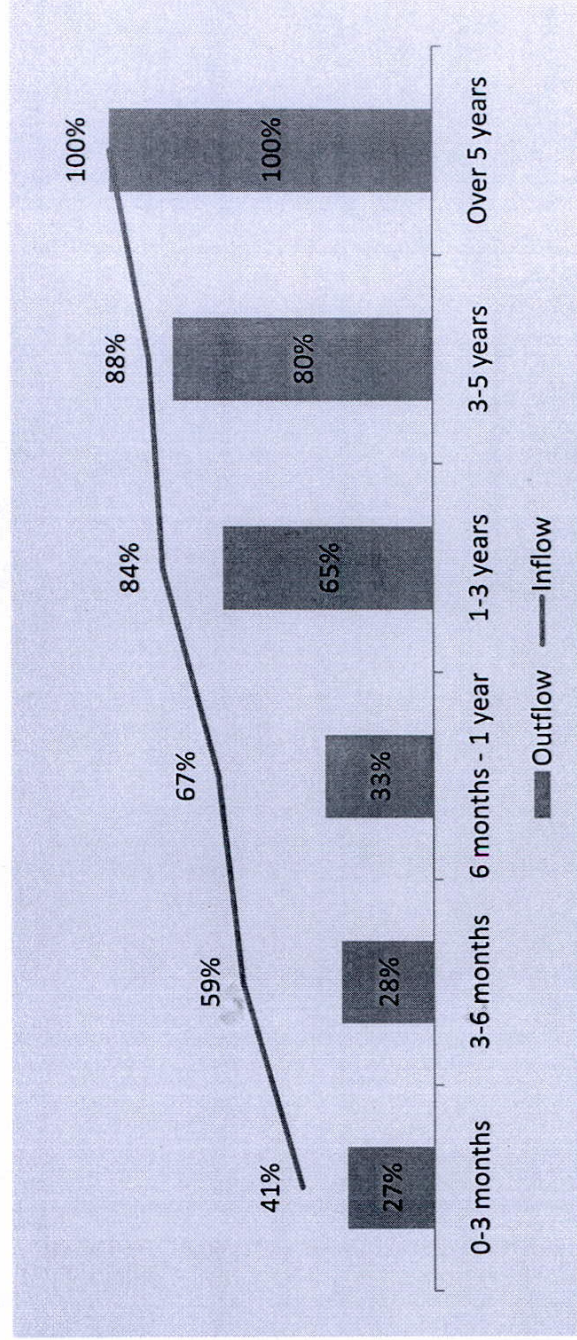
Loan Book (₹ Cr)





Asset liability profile for IFL Finance*

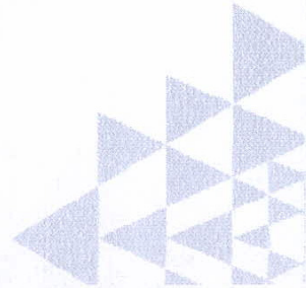
- Asset-Liability maturity review is done regularly by Board level committee
- Committee ensures asset liability maturity is always comfortable
- Long term resources have been added during the quarter yielding to a comfortable ALM position
- Assets and liabilities are optimally matched, with adequate margin of safety





IIFL Finance consolidated results Quarter ended Dec'14

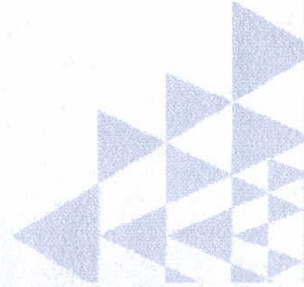
| ₹ Cr | Q3FY15 | Q3FY14 | YoY | Q2FY15 | QoQ |
|--------------------------------|-----------------|-----------------|--------------|-----------------|-------------|
| Loan book | 13,795.2 | 10,042.2 | 37.4% | 12,993.5 | 6.2% |
| Securitized assets | 997.5 | 368.8 | 170.5% | 748.9 | 33.2% |
| Assets under management | 14,792.7 | 10,411.0 | 42.1% | 13,742.5 | 7.6% |
| Total interest income | 619.7 | 460.0 | 34.7% | 582.3 | 6.4% |
| Interest expense | 361.2 | 289.4 | 24.8% | 338.2 | 6.8% |
| Net Interest Income | 258.5 | 170.6 | 51.5% | 244.1 | 5.9% |
| Other income | 27.3 | 37.2 | (26.5%) | 30.4 | (10.3%) |
| Operating expense | 147.2 | 115.4 | 27.5% | 138.9 | 6.0% |
| Loan losses & Provision | 21.4 | 13.0 | 65.0% | 25.3 | (15.3%) |
| Profit before tax | 117.1 | 79.3 | 47.6% | 110.4 | 6.1% |
| Profit after tax | 77.4 | 55.6 | 39.6% | 75.3 | 3.1% |





IIFL Finance consolidated results 9 months ended Dec'14

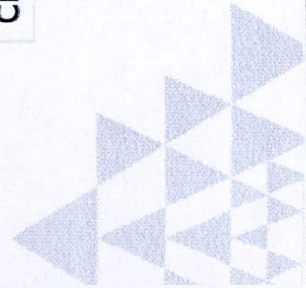
| ₹ Cr | 9MFY15 | 9MFY14 | YoY |
|--------------------------------|-----------------|-----------------|--------------|
| Loan book | 13,795.2 | 10,042.2 | 37.4% |
| Securitized assets | 997.5 | 368.8 | 170.5% |
| Assets under management | 14,792.7 | 10,411.0 | 42.1% |
| Total interest income | 1,726.3 | 1,330.2 | 29.8% |
| Interest expense | 1,015.9 | 822.0 | 23.6% |
| Net Interest Income | 710.4 | 508.2 | 39.8% |
| Other Income | 91.2 | 114.9 | (20.7%) |
| Operating Expense | 409.1 | 383.6 | 6.7% |
| Loan losses & Provision | 63.7 | 22.5 | 183.3% |
| Profit before tax | 328.8 | 217.1 | 51.5% |
| Profit after tax | 221.0 | 149.5 | 47.8% |





IIFL Finance key business indicators

| Key indicators | 9MFY15 | FY14 | FY13 | FY12 |
|----------------------|--------|--------|-------|-------|
| Loan book (₹ Cr) | 13,795 | 10,890 | 9,375 | 6,745 |
| Cost to Income (%) | 43.7% | 50.7% | 52.5% | 64.7% |
| RoE (%) (annualized) | 15.5% | 12.4% | 12.1% | 7.3% |
| RoA (%) (annualized) | 2.0% | 1.7% | 2.0% | 1.7% |
| Gross NPA (%) | 1.11% | 0.86% | 0.49% | 0.56% |
| Net NPA (%) | 0.41% | 0.33% | 0.17% | 0.40% |
| NIM (%) | 7.5% | 7.2% | 9.5% | 7.4% |
| Spread (%) | 6.7% | 6.3% | 8.2% | 4.9% |
| Yield (%) | 17.9% | 18.3% | 20.2% | 16.2% |
| Cost of Fund (%) | 11.2% | 12.0% | 12.0% | 11.3% |
| CRAR (%) | 16.8% | 17.6% | 21.6% | 17.9% |



I: IIFL Group Performance review

II: Business review

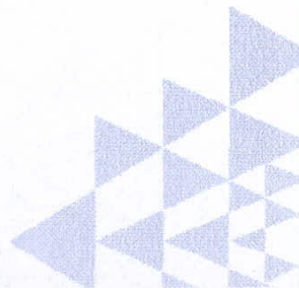
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Annexure I: Corporate overview

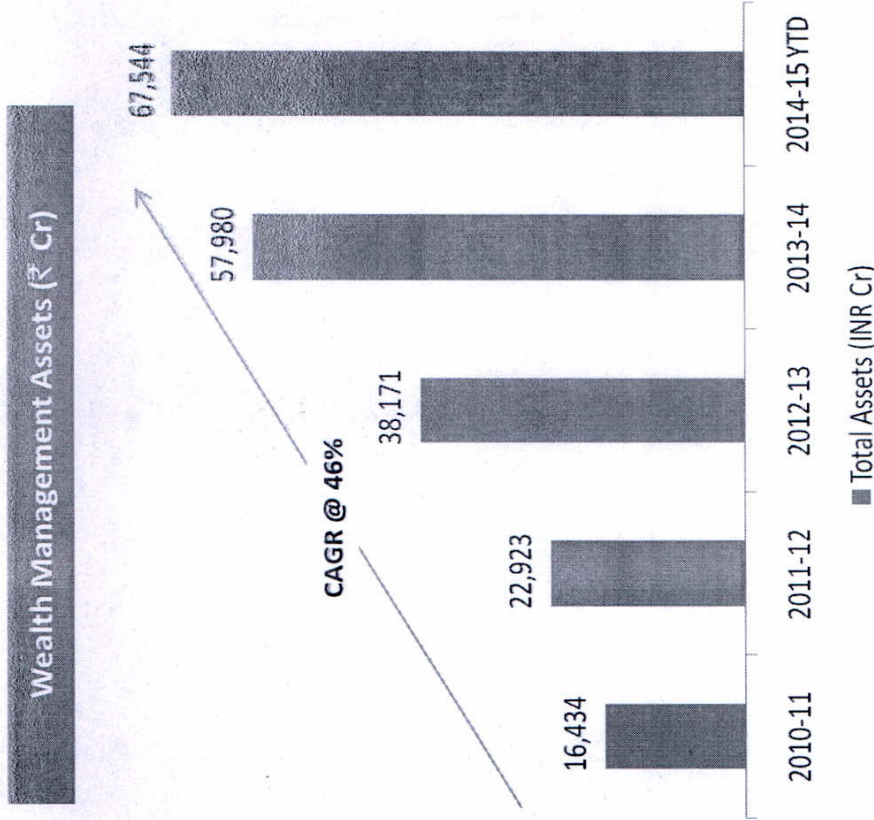
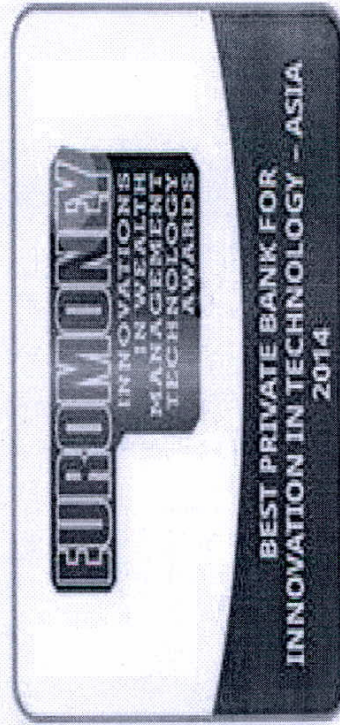
Annexure II: Industry update





Wealth management continues to show strong growth

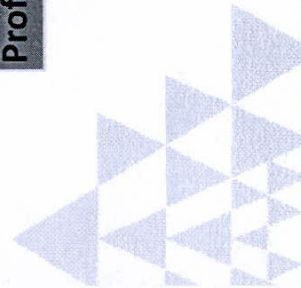
- IIFL Wealth has ₹675 Bn of assets under advice, distribution and management
- IIFL is amongst the top 4 MF distributors in the country
- Bagged the award of "Best Private Bank For Innovation In Technology" in Asia - Euromoney Innovations in Wealth Management Technology Awards, 2014





IIFL Wealth consolidated results Quarter ended Dec'14

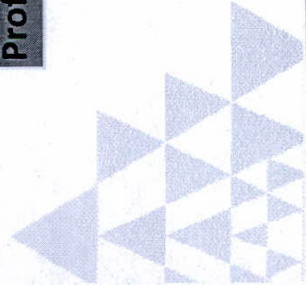
| ₹ Cr | Q3FY15 | Q3FY14 | YoY | Q2FY15 | QoQ |
|-----------------------------------|--------------|-------------|---------------|--------------|--------------|
| Income from operations | 119.5 | 57.4 | 108.2% | 104.3 | 14.6% |
| Other income | 1.3 | 0.1 | 1200.0% | 1.7 | (23.5%) |
| Total Income | 120.8 | 57.6 | 109.7% | 106.0 | 14.0% |
| Employee cost | 30.2 | 18.1 | 66.9% | 30.1 | 0.3% |
| Admin expenses and other expenses | 36.4 | 20.2 | 80.2% | 31.9 | 14.1% |
| EBITDA | 54.1 | 19.3 | 180.3% | 44.0 | 23.0% |
| Interest | 3.3 | 1.0 | 230.0% | 2.6 | 26.9% |
| Depreciation and amortization | 0.3 | 0.3 | 0.0% | 0.2 | 50.0% |
| Profit / (Loss) before tax | 50.4 | 18.0 | 180.0% | 41.2 | 22.3% |
| Provision for taxation | 16.1 | 6.8 | 136.8% | 14.6 | 10.3% |
| Profit/(Loss) after tax | 34.3 | 11.3 | 203.5% | 26.6 | 28.9% |





IIFL Wealth consolidated results 9 Months ended Dec '14

| ₹ Cr | 9MFY15 | 9MFY14 | YoY |
|-----------------------------------|--------------|--------------|---------------|
| Income from operations | 296.0 | 151.0 | 96.0% |
| Other income | 3.9 | 0.2 | 1850.0% |
| Total Income | 299.9 | 151.3 | 98.2% |
| Employee cost | 85.5 | 53.5 | 59.8% |
| Admin expenses and other expenses | 95.4 | 48.6 | 96.3% |
| EBITDA | 118.9 | 49.1 | 142.2% |
| Interest | 6.4 | 3.4 | 88.2% |
| Depreciation and amortization | 0.8 | 0.6 | 33.3% |
| Profit / (Loss) before tax | 111.7 | 45.0 | 148.2% |
| Provision for taxation | 36.5 | 15.7 | 132.5% |
| Profit/(Loss) after tax | 75.2 | 29.2 | 157.5% |



I: IIFL Group Performance review

II: Business review

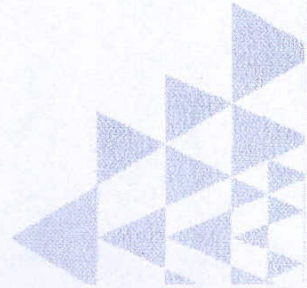
NBFC operations

Wealth management operations

Capital market & other activities

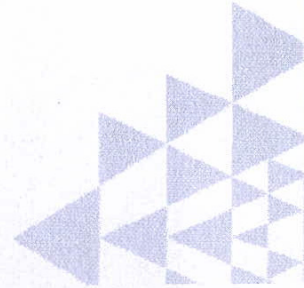
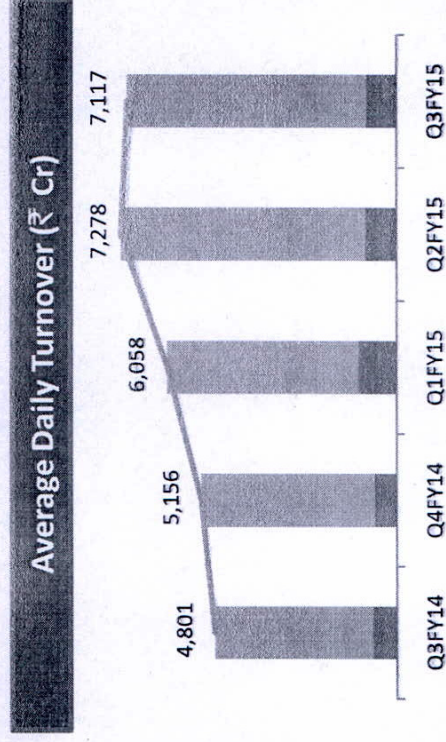
Annexure I: Corporate overview

Annexure II: Industry update



Capital market – potential for growth

- Income for the quarter was ₹98.8 Cr, up 21% yoy
- IIFL's average daily equities turnover was at ₹ 7117 Cr in Q3FY15 up 48% yoy
- IIFL's average daily commodities turnover was at ₹731 Cr in Q3FY15
- Investment banking pipeline grew during the quarter. IIFL completed the Rs200 cr QIP of Tree House.



I: IIFL Group Performance review

II: Business review

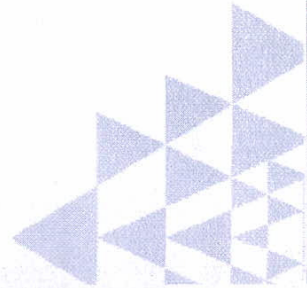
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Vision and Strategy

Vision

"To become the Most Respected Company in the financial services space"

1

Business Strategy

- Continuously assimilate, analyse and apply knowledge to power superior financial decisions
- Focus on core competence in financial services
- Ensure de-risked business through multiple products and diverse revenue streams

2

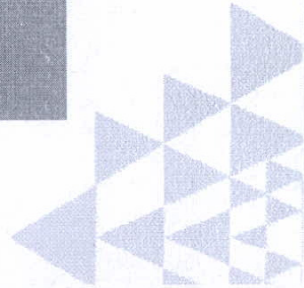
Customer Strategy

- Drive stickiness through high quality research & service
- Maintain cutting-edge proprietary technology
- Wide, multi-modal network serving as one-stop shop to customers

3

People Strategy

- Attract exceptionally talented and driven people
- Ensure conducive meritorious environment
- Liberal ownership-sharing





Management Team

- Team with impeccable academic and professional credentials
- Open door, transparent and performance oriented culture
- Liberal employee ownership

Management Team

| Chairman | Nirmal Jain | Managing Director | R. Venkataraman |
|---------------------------------|----------------------|-------------------------------|--------------------|
| Wealth Management | Karan Bhagat | Finance | Amit Mehendale |
| International Operations | Bharat Parajia | Compliance | R. Mohan |
| Offshore Asset Management | Amit Shah | Operations & customer Service | Narendra Jain |
| Institutional Equities | H. Nemkumar | Audit | Upendra Jaiswal |
| Investment Banking | Nipun Goel | Risk | Kaushik Chatterjee |
| Consumer Finance | Rajashree Nambiar | Technology | Sushil Tolani |
| Housing Finance | Monu Ratra | Infrastructure | Tejas Mehta |
| PMS & Retail Broking | Prasanth Prabhakaran | Human Resources | Pallab Mukherji |
| Financial Products Distribution | Mukesh Singh | Treasury | B.S Amarnath |

Verticals

Corporate Functions



IIFL Group Board members (other than IIFL Holdings)

| | | | |
|--|--|--|---|
| | V K Chopra <i>Chairman, IIFL Finance</i> Former Chairman & Managing Director of Corporation Bank | | S Sridhar <i>Chairman, IIFL HFC</i> Former Chairman & MD of National Housing Bank |
| | A K Shukla <i>Independent Director</i> Former Chairman of LIC | | M N Singh <i>Independent Director</i> IPS (Retd), Former Commissioner of Police, Mumbai |
| | J H Mehta <i>Independent Director</i> Management Consultant, former Executive Director of Hindustan Lever | | P Pattanayak <i>Independent Director</i> Former Managing Director of State Bank of Mysore |
| | R S Loona <i>Independent Director</i> Former Executive Director (Law) of SEBI | | Homai Daruwala <i>Independent Director</i> Former Chairperson & Managing Director of Central Bank of India |

IIFL Holdings- Board members

| | | | |
|--|--|--|--|
| | Nirmal Jain <i>Executive Director</i> Chairman, IIFL Holdings Ltd | | Nilesh Vikamsey <i>Independent Director</i> Partner of M/s Khimji Kunverji & Co. |
| | Venkataraman <i>Executive Director</i> Managing Director, IIFL Holdings Ltd | | Geeta Mathur <i>Independent Director</i> CFO, Helpage India |
| | A K Purwar <i>Independent Director</i> Former Chairman, State Bank of India | | Dr S Narayan <i>Independent Director</i> IAS (Retd), Former Finance Secretary |
| | Sunil Kaul <i>Non Executive Director</i> Operating Partner, Carlyle Group | | C Ratnaswami <i>Non Executive Director</i> MD, Hamblin Watsa (Fairfax) Group, Canada) |
| | Kranti Sinha <i>Independent Director</i> Former CEO of LIC Housing Finance | | |

IIFL's Advisory Board *Comprises stalwarts to guide the management*



Ashok Jha
IAS (Retd), Former Finance
Secretary



Keki Dadiseth
Former Chairman of Hindustan
Unilever Limited & former
Director Unilever Plc.



Keki Mistry
Vice Chairman and Chief
Executive Officer of HDFC



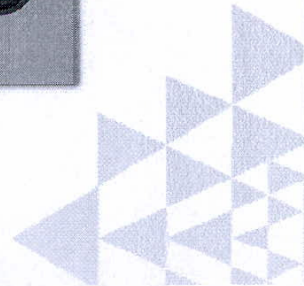
S Sundaresan
An eminent Corporate
Lawyer, Partner, M/s J
Sagar Associates



Sat Pal Khattar
Singapore based eminent Lawyer
and Investor

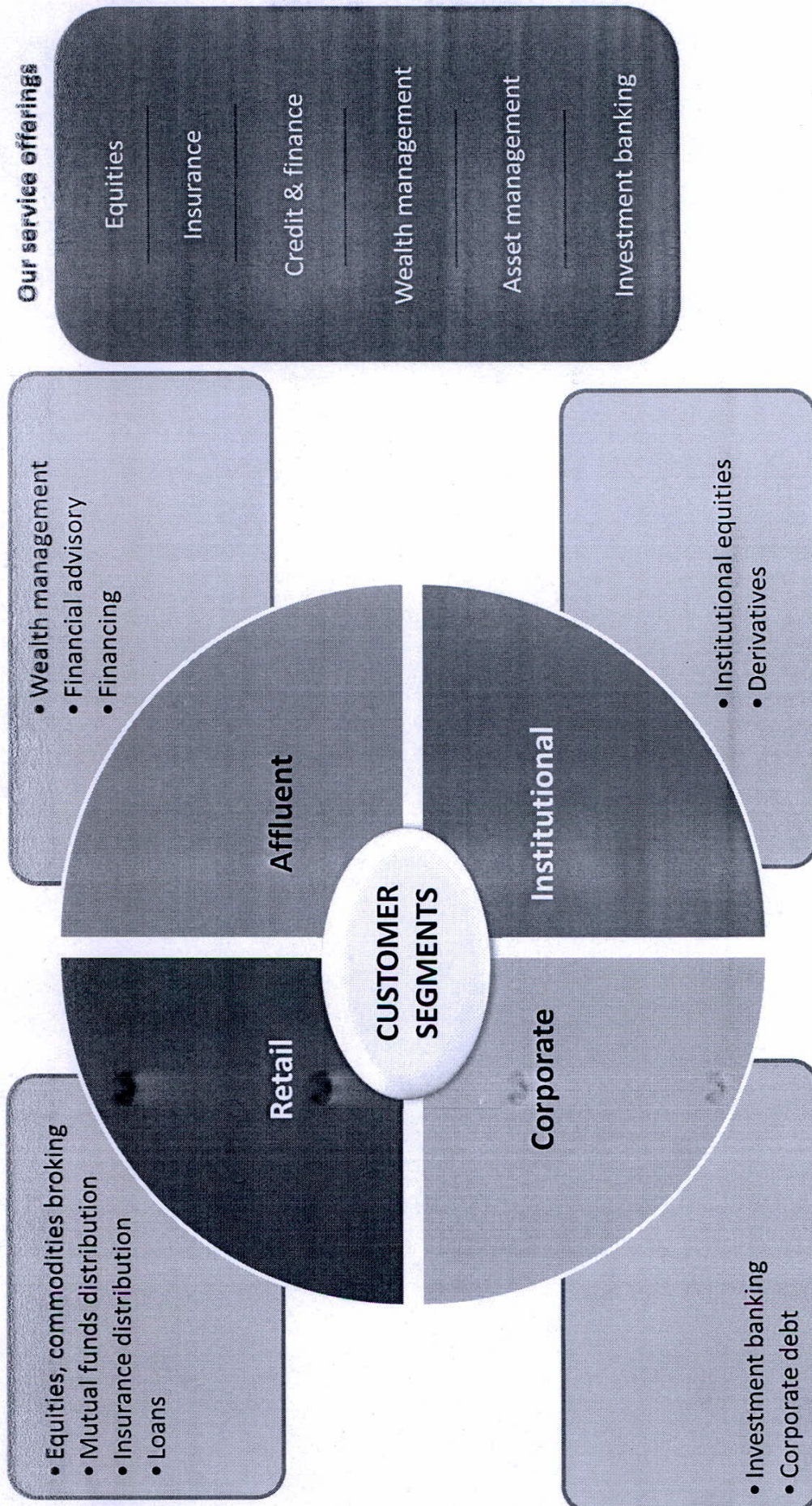


S Venkatachalam
Non Executive Chairman Oracle
Financial Services and Director on
Central Board of SBI





Business model





How we differentiate ourselves

Managerial depth

- Promoted by first generation professional entrepreneurs
- Highly qualified and experienced Management team

Well-capitalized

- Group networth of ₹2,411 Cr
- Significant unutilized capacity to leverage

Distribution reach

- Present at almost 2,700 business locations across India
- Global footprint covers Dubai, New York, Mauritius, Singapore, Hong Kong, London and Geneva

Owner-mindset

- The top management is driven by pride and reward of ownership
- To think and work like an owner is part of organization's DNA

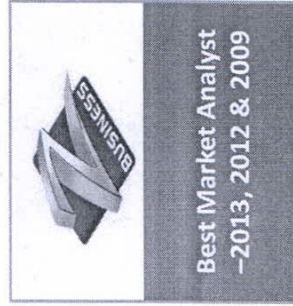
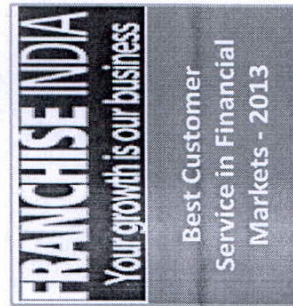
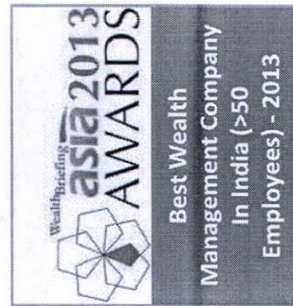
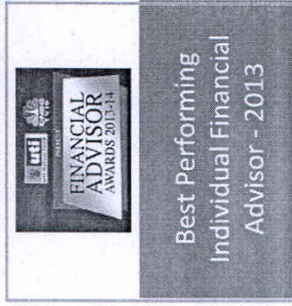
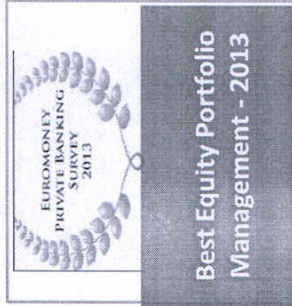
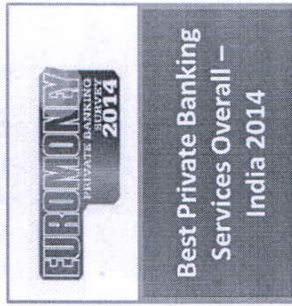
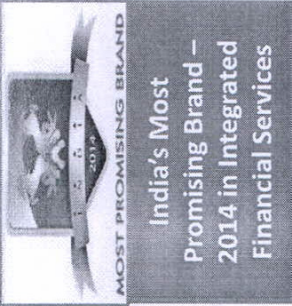
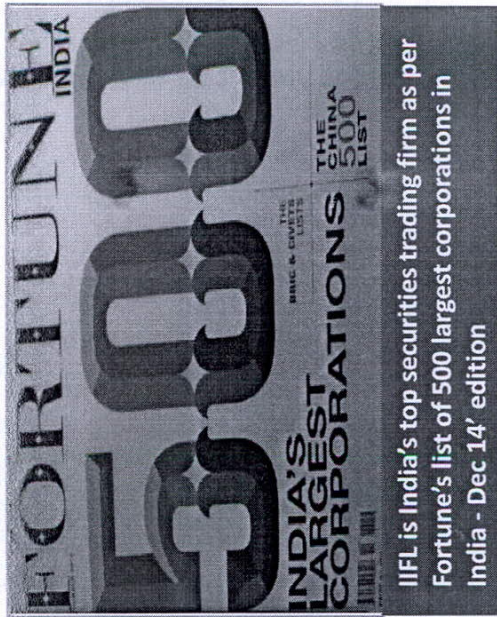
Technology edge

- Uniquely placed with proprietary front, mid and back office software
- Effectively harnessed technology to provide superior customer experience

De-risked

- De-risked and diversified business model across multiple revenue streams
- Multiple products across all segments of financial services

Awards and accolades received by IIFL



IIFL Foundation – to drive social responsibilities



Diwali Dhamaka Sale by Women from Slums of Mumbai at IIFL office. Children's Day Fund Raiser for Indian Association for Promotion of Adoption which works with abandoned street children



- Cancer Awareness and Treatment Initiative
- Rehabilitation of Militancy Affected Girls by providing shelter and livelihood skills
- Swachhta Abhiyaan by students of TIMSR



Livelihood Project in the Tribal Area of Jawhar/ Mokhada with 500 marginalised women. In this year long project these women would be trained in the nuances of micro business creation



- Over 1 lakh school students from more than 390 schools have participated in our financial literacy drive.
- Pre livelihood training and counselling program with 3000 tribal kids studying in Ashram Shalals in Jawhar/ Mokhada

I: IIFL Group Performance review

II: Business review

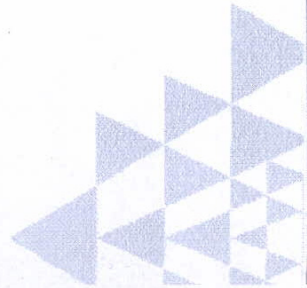
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Annexure I: Corporate overview

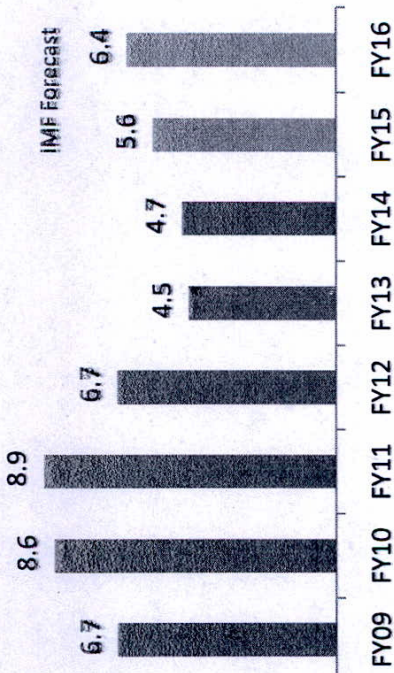
Annexure II: Industry update





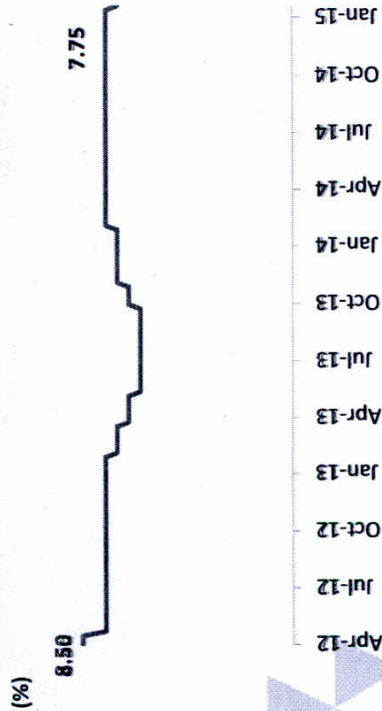
Macro economy

Positive growth outlook



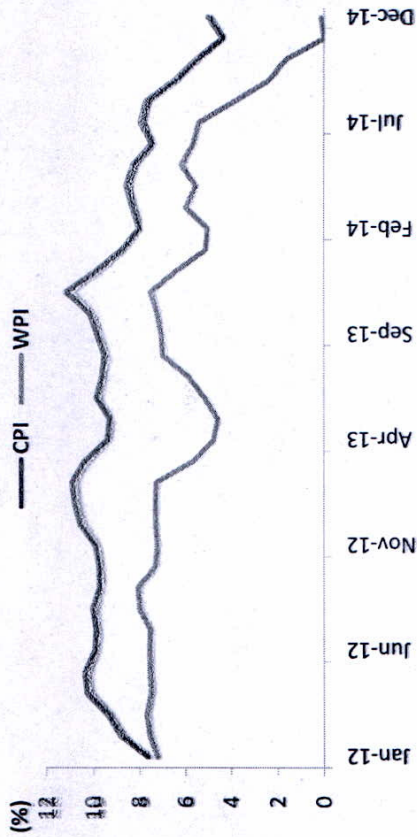
Source: CMIE, IIFL Research, IMF

Policy rate near peak

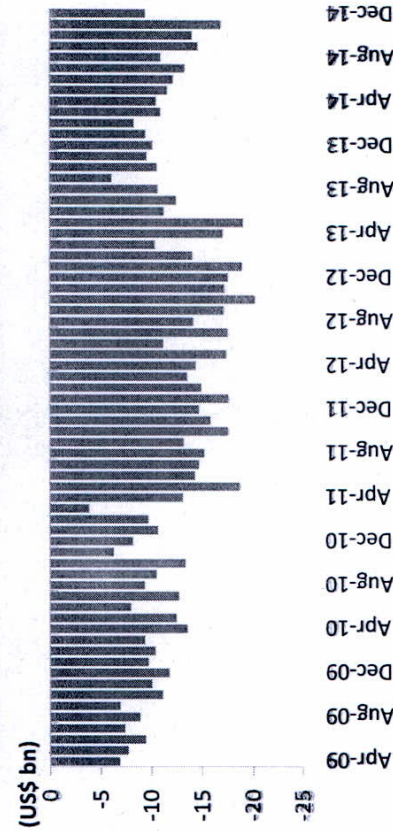


Source: Bloomberg, IIFL Research

Declining inflation



Trade deficit narrowed in recent months

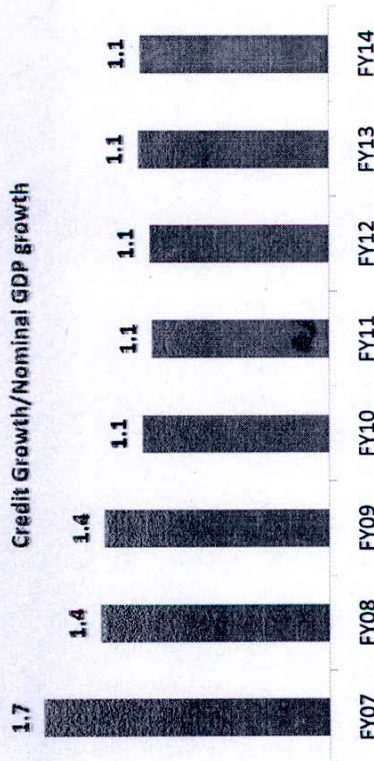


Source: CMIE, FAO, Govt of India, NDDB, IMD, IIFL Research

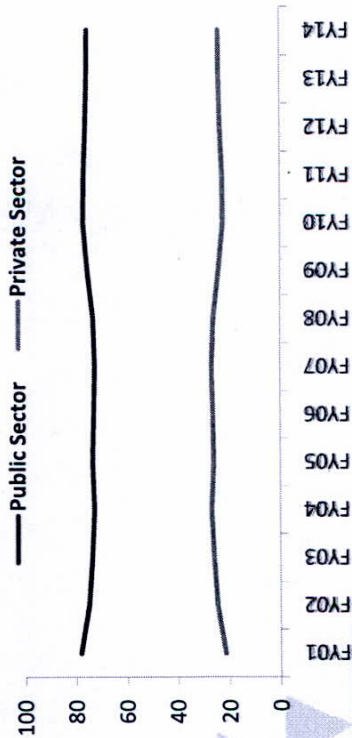


Credit and Finance

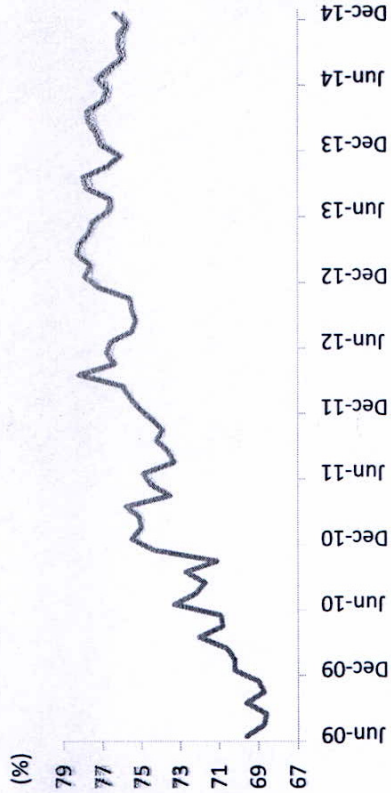
Credit growth/Nominal GDP growth stands at modest level



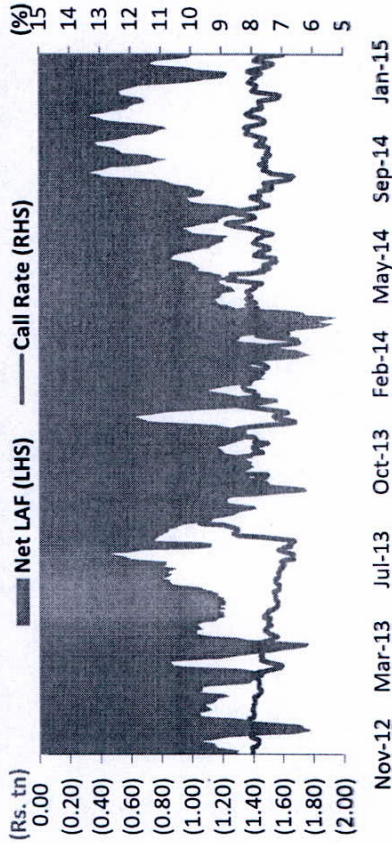
PSU Banks steadily losing market share to Private Banks



Loan/Deposit ratio growing at steady rate



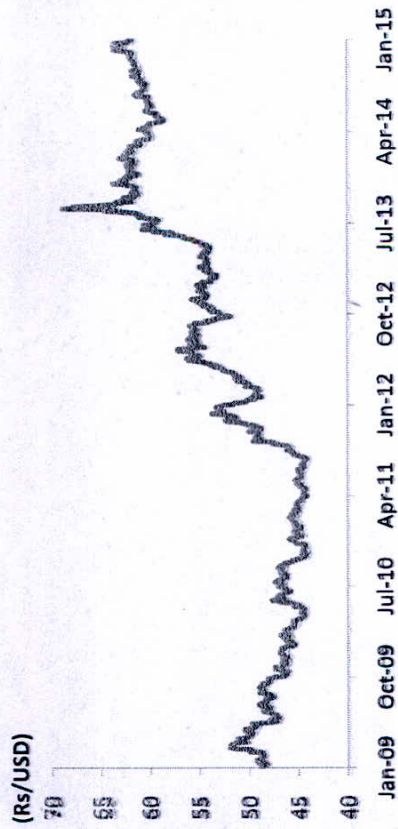
Banking system liquidity eased considerably



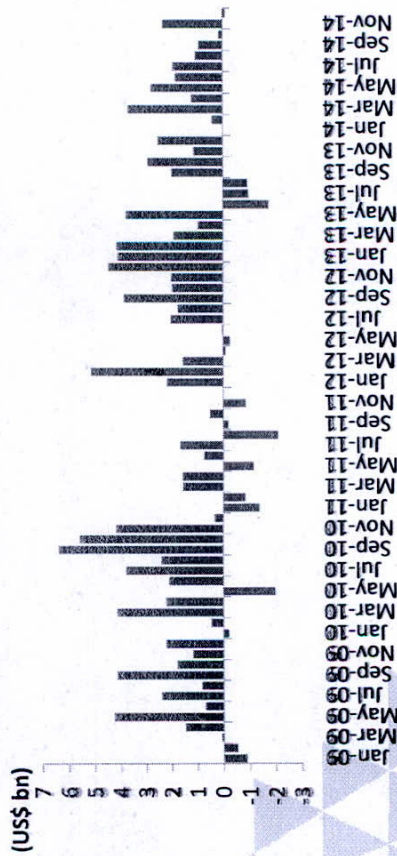


Capital raising and fund flows

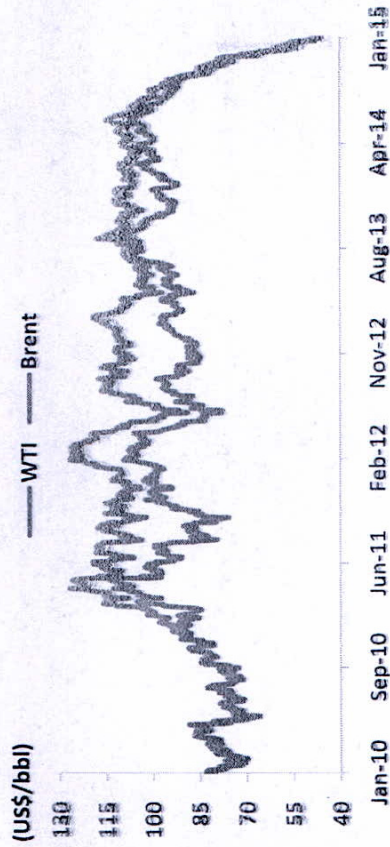
Rupee range bound at 61-63



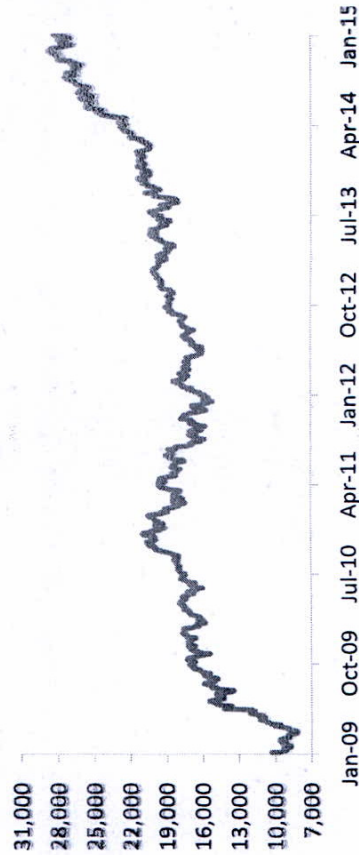
Global inflows negative in Dec



Crude prices crashed steeply



Sensex surges on hopes of better FY15





Thank you

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