

IIFL Holdings Limited

Press Release For immediate publication

Mumbai, India *May 7, 2015*

IIFL Consolidated Q4FY15 Net Profit at ₹131.7Cr, up 61.8% yoy;

Income at ₹1,056.7 Cr, up 34.1% yoy

- A For the Financial Year ended 2015, consolidated income at ₹3,666.4 Cr up 29.2% yoy and PAT at ₹447.3 Cr, up 60.9% yoy
- For the quarter ended March 2015, consolidated income at ₹1,056.7 Cr up 34.1% yoy and up 14.3% qoq and PAT at ₹131.7 Cr, up 61.8% yoy and up 17.3% qoq
- ↗ Quarter witnessed strong uptrend in capital market activities and financial product distribution as well as steady growth in fund based activities

| ₹ Crores | Financial Year ended Mar 31, 2015 | Financial Year ended Mar 31, 2014 | % Year- on- Year | Quarter ended Mar 31, 2015 | Quarter ended Mar 31, 2014 | % Year- on- Year | Quarter ended Dec 31, 2014 | % Quarter- on- Quarter |
|-------------------|---|---|---------------------------|-------------------------------------|-------------------------------------|---------------------------|-------------------------------------|---------------------------------|
| Income | 3666.4 | 2837.3 | 29% | 1056.7 | 787.7 | 34% | 924.5 | 14% |
| Profit Before Tax | 723.9 | 419.8 | 72% | 226.4 | 125.2 | 81% | 179.1 | 26% |
| Profit After Tax | 447.3 | 278.1 | 61% | 131.7 | 81.4 | 62% | 112.3 | 17% |

Summary consolidated financials

Segmental Profit Before Tax

| (₹ Crores) | Financial Year ended Mar 31, 2015 | Financial Year ended Mar 31, 2014 | % Year- on- Year | Quarter ended Mar 31, 2015 | Quarter ended Mar 31, 2014 | % Year- on- Year | Quarter ended Dec 31, 2014 | |
|---------------------------------------|---|--|---------------------------|-------------------------------------|-------------------------------------|---------------------------|----------------------------------|---|
| Fund Based Activities | 455.6 | 291.3 | 56% | 125.5 | 80.2 | 56% | 119.1 | ľ |
| Financial Products Distribution | 112.1 | 64.3 | 74% | 49.9 | 34.9 | 43% | 28.6 | |
| Capital Market Activities | 152.2 | 49.9 | 205% | 48.4 | 3.7 | 1207% | 31.1 | |



Mr Nirmal Jain, Chairman, IIFL, commented on the financial results, "We are pleased to report record income and profit in FY15. We look forward to sustained growth in performance, driven by acceleration in economic activity expected in the current financial year."

Fund based activities

In Q4FY15, our income from this segment was ₹711.0 Cr, up 33.3% yoy and up 4.5% qoq, PBT was ₹125.5 Cr, up 56.1% yoy and up 5.1% qoq.

Our loan book is predominantly retail and entirely secured with adequate collaterals. The loan portfolio stood at ₹14,668 Cr as on March 31, 2015 which registered a growth of 34.7% year on year. The portfolio comprises mortgages, property loans, capital market products, gold loans, commercial vehicle loans and medical equipment financing.

Superior asset quality: We continue to maintain high quality of assets. This is evident in low levels of NPAs. Our Gross NPAs and Net NPAs stood at 1.27% and 0.54% respectively as on March 31, 2015. Against gross NPA of ₹186 Cr we have non standard asset provision of ₹107 Cr and hence our net NPA stands at 0.54%. Besides this, we have a provision of ₹55 Cr, for standard assets, as per statutory requirement. Total provision coverage (including standard asset provision) as a percentage of Gross NPA was 87%.

Stable margins: NIM for the quarter was 7.4% and the spread was 6.8%, which have now stablilised.

Capital adequacy: 18.02% including Tier I capital of 11.26%

Financial products distribution

In Q4FY15, our income from this segment was ₹208.7 Cr, up 21.1% yoy and up 45.4% qoq, PBT was ₹49.8 Cr, up 42.6% yoy and up 74.0% qoq. Wealth management recorded strong growth, total assets under advice, distribution and management were ₹70,889 Cr.

Capital market activities

Capital market income was ₹129.7 Cr in Q4FY15, up 73.8% yoy and up 31.2% qoq. This segment has witnessed substantial growth from March 2014 onwards. IIFL's average daily equities turnover was at ₹7,938 Cr in Q4FY15 up 54% yoy.



Awards & Accolades



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'



IIFL is **No. 1 in Financial Services category** as per Brand Trust Report 2015 amongst All India Brand Trust Ranking



Best Private Bank for Research and Asset Allocation by Euromoney Private Banking Survey, 2015

Best Private Bank for High Net Worth Clients by Euromoney Private Banking Survey, 2015



IIFL Group bagged the following prestigious awards at the Global Talent Acquisition & 9TH RASBIC (Recruiting and Staffing Best in Class Awards) Awards 2014-2015 organized by the HR Development Management Committee of the World HRD Congress:

IIFL Wealth - 'Best HR Strategy in Line With Business' IIFL Retail - 'Best Use of Technology for Recruiting'



Institutional Investors' conference : Enterprising India VI

IIFL's sixth institutional investor conference in Feb 2015 saw participation from 94 companies and over 700 speakers including 20 specialist speakers including Dr Jim Walker, renowned economist, Chris Roberts, top market technical analyst, SS Mundra, Deputy Governor of RBI, Rajesh Bansal, Asst Director General, UIDAI and chess grandmaster Vishwanath Anand.

Foreign investors find India's macro story very encouraging and much more attractive than most other emerging and developed markets. Domestic funds are also in buoyant mood, as they continue to experience strong inflows and are constantly looking for investable ideas.

Corporate Social Responsibility

Education

- IIFL Foundation started a pre-livelihood training and counselling program with 3000 tribal kids studying in Ashram Shalas in Jawhar/ Mokhada since November. As a part of this program children are not only motivated but also provided with information on possible opportunities after class 10. The objective of this program is to arrest school drop-out rate which is at the moment around 48%.
- IIFL Foundation started a Financial Literacy Drive in Tribal areas of Maharashtra. Over 3000 tribal youths would be taught nuances of finances over a three month period.



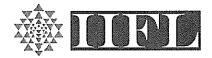
Program: Margadarshan Pre Livelihood - Career Counseling & Awareness Program for 5000 school children. Class VIII, IX & X students were provided with this counseling program

Livelihood

 Training for Girls in J&K - Over 100 girls from Terrorism affected families were trained in skills such as Tailoring, Beauty Parlour, Food and Mehendi. IIFL Foundation worked closely with Borderless Foundation which does an exemplary work in J&K and identified skills which can be used for sustainable income generation.



Training for Girls in J&K Over 100 girls from Terrorism affected families were trained in income generation skills such as Tailoring, Beauty Parlour, Food, closely with Borderless Foundation



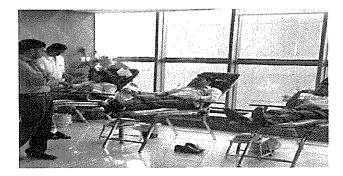
- IIFL Foundation started the Livelihood Project in the Tribal Area of Jawhar/ Mokhada with 500 marginalised women. In this project these women would be trained in the nuances of micro business creation. They would also be supported until these businesses become sustainable.
- 3. IIFL Foundation started a project of training 200 boys in vocational skills in the Tribal Belt of Jawhar/ Mokhada. They would be trained to become electricians, two wheeler mechanics and welders. These boys would also be placed in the nearby areas of Wada, Boisar & Palghar.
- 4. IIFL Employees' Trip to Jawhar on Feb 21st -Around 25 employees from Lower Parel, BKC & Thane office joined the trip. They got an opportunity to mingle with the women IIFL Foundation is training. They interacted with the women and understood the problems these women were facing in their everyday life. Possible solutions were also discussed. They also met with the boys of IIFL's Vocational Training Program. A Warli Painting workshop followed and IIFL employees were ready to leave with lots of ideas of how to chip in to support the work done by IIFL for these Jawhar Tribals.
- Blood donation drive IIFL employees made history on March 13, 2015. Employees from 8 offices across India donated blood on the same day. A total of over 400 bottles of Blood was collected from different offices.



Program – Badlav IIFL Foundation facilitated creation of over 150 micro enterprises, each started by a leader and employing other women.



Program: Prashikshan Vocational Skilling for youths in Jawhar. Over 200 young boys have been trained in skills/ trades such as welding, electrician and agripump maintenance & two wheeler maintenance.





<u>About IIFL</u>

IIFL (India Infoline group), comprising the holding company, IIFL Holdings Ltd (NSE: IIFL, BSE: IIFL) and its subsidiaries, is one of the leading players in the Indian financial services space. IIFL offers advice and execution platform for the entire range of financial services covering products ranging from Equities and derivatives, Commodities, Wealth management, Asset management, Insurance, Fixed deposits, Loans, Investment Banking, Gold bonds and other small savings instruments. It owns and manages the website, www.indiainfoline.com, which is one of India's leading online destinations for personal finance, stock markets, economy and business.

IIFL has been listed as the top securities trading firm in India in Fortune 500 India list 2014. IIFL Chairman Mr Nirmal Jain 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 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 (Recruiting and Staffing Best in Class Awards) Awards 2014-2015 organized by World HRD Congress. IIFL received India's Most Promising Brand 2013-14 award (under the category of integrated financial services) at WCRC Global India Excellence Summit in London. IIFL Wealth was awarded 'Best Wealth Management House – India' at The Asset Triple A Investment Awards, for four consecutive years from 2011 to 2014. IIFL Wealth has also won the Best private bank for innovation in technology – Asia 2014 organized by Euromoney. IIFL received 'Best Equity Broking House with Global Presence' at the D&B Equity Broking Awards 2012 as well as for 2011. IIFL has also been awarded as 'Best Broker in India, 2011', by Finance Asia, 'Best Equity Broker of the Year, 2011' by Bloomberg UTV.

A network of close to 2,500 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 March 31, 2015, is available under the 'Investor Relations' section on our website www.indiainfoline.com.

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Performance Review January - March 2015 (Q4 2015)

May, 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

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IIFL Q4FY15 performance summary

Consolidated quarterly performance

- Q4FY15 Net Profit at ₹131.7 Cr, rises 61.8% yoy; Income at ₹1056.7 Cr, up 34.1% yoy
- FY15 PAT at ₹447.3 Cr, up 60.9% yoy; Income at ₹3,666.4 Cr, up 29.2% yoy
- ROE is 21.2% based on Q4FY15 performance
- ROE is 19.0% for FY15

Fund based activities

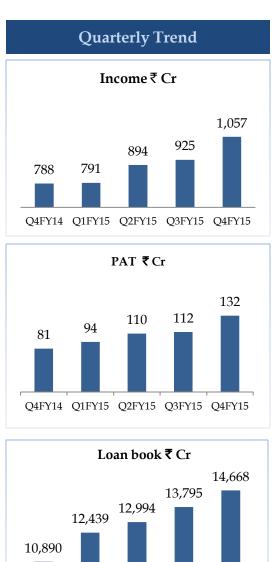
- NBFC's Q4FY15 loan book at ₹14,668 Cr, up 34.7% yoy
- Gross and Net NPAs were 1.27% and 0.54% in the quarter

Financial products distribution

- Q4FY15 income at ₹208.7 Cr, up 21.1% yoy and FY15 income at ₹582.7 Cr, up 29.9% yoy
- Total assets under advice, distribution and management were ₹70,889 Cr

Capital market activities

Q4FY15 income at ₹129.7 Cr, up 73.8% yoy and FY15 income at ₹447.6 Cr, up 29.2% yoy



Q4FY14 Q1FY15 Q2FY15 Q3FY15 Q4FY15

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IIFL Group consolidated results *Quarter ended March* 2015



| | Financi | Financial Year ended 2015 | | | | Quarter en | ded Ma | rch 2015 | |
|---|---------|---------------------------|-------|--|--------|------------|--------|----------|------|
| ₹ Cr | FY15 | FY14 | YoY | | Q4FY15 | Q4FY14 | YoY | Q3FY15 | QoQ |
| Fund Based activities | 2623.4 | 2,027.2 | 29% | | 711.0 | 533.6 | 33% | 680.2 | 5% |
| Financial Products distribution | 582.7 | 448.4 | 30% | | 208.7 | 172.3 | 21% | 143.5 | 45% |
| Capital Market activities | 447.6 | 346.3 | 29% | | 129.7 | 74.6 | 74% | 98.8 | 31% |
| Other income | 12.7 | 15.4 | (18%) | | 7.3 | 7.3 | 1% | 2 | 262% |
| Total Income | 3666.4 | 2,837.3 | 29% | | 1056.7 | 787.7 | 34% | 924.5 | 14% |
| A. Operating cost | 420.1 | 313.6 | 34% | | 146.8 | 98.5 | 49% | 103.4 | 42% |
| B. Employee cost | 604.9 | 493.8 | 23% | | 155.3 | 129.7 | 20% | 152.8 | 2% |
| C. Other expenses | 424.5 | 388.9 | 9% | | 127.8 | 114.3 | 12% | 101.7 | 26% |
| EBITDA | 2,216.8 | 1,640.9 | 35% | | 626.8 | 445.3 | 41% | 566.6 | 11% |
| Interest | 1,433.8 | 1,153.2 | 24% | | 384.7 | 304.4 | 26% | 373.8 | 3% |
| Depreciation and amortization | 59.2 | 67.9 | -13% | | 15.8 | 15.6 | 1% | 13.7 | 15% |
| Profit / (Loss) before tax | 723.9 | 419.8 | 72% | | 226.4 | 125.2 | 81% | 179.1 | 26% |
| Provision for taxation | 247.5 | 128.4 | 93% | | 84.1 | 38.3 | 120% | 58.5 | 44% |
| Profit/(Loss) after tax before minority | 476.4 | 291.4 | 63% | | 142.2 | 87 | 63% | 120.6 | 18% |
| Minority Interest | 29.0 | 13.3 | 118% | | 10.6 | 5.6 | 87% | 8.3 | 27% |
| Profit/(Loss) after tax | 447.3 | 278.1 | 61% | | 131.7 | 81.4 | 62% | 112.3 | 17% |



Segmental breakup

| Segment Result (Revenue) ₹ Cr | Q4FY15 | Q4FY14 | ΥοΥ | Q3FY15 | QoQ |
|---------------------------------|--------|--------|-----|--------|------|
| Fund based activities | 711.0 | 533.6 | 33% | 680.2 | 5% |
| Financial products distribution | 208.7 | 172.3 | 21% | 143.5 | 45% |
| Capital market activities | 129.7 | 74.6 | 74% | 98.8 | 31% |
| Other income | 7.338 | 7.3 | 1% | 2 | 262% |
| Total | 1056.7 | 787.7 | 34% | 924.5 | 14% |

| Segment Result (Profit before Tax) ₹ Cr | Q4FY15 | Q4FY14 | ΥοΥ | Q3FY15 | QoQ |
|---|--------|--------|-------|--------|------|
| Fund based activities | 125.2 | 80.2 | 56% | 119.1 | 5% |
| Financial products distribution | 49.8 | 34.9 | 43% | 28.6 | 74% |
| Capital market activities | 48.4 | 3.7 | 1207% | 31.1 | 56% |
| Other income | 3.0 | 6.4 | (52%) | 0.4 | 739% |
| Total | 226.4 | 125.2 | 81% | 179.1 | 26% |

- 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 March 2015 – Income up 33% yoy; PAT up 32% yoy

NBFC consolidated quarterly performance

- Q4FY15 PAT at ₹ 80.2 Cr, up 31.8% yoy; Income at ₹ 696.3 Cr, up 32.6% yoy
- FY15 PAT at ₹ 301.2 Cr, up 43.2% yoy; Income at ₹ 2513.8 Cr, up 27.6% yoy
- ROE* (annualized) is 17% based on Q4FY15 performance

Overall loan book

- Mortgage comprised 48% of loan book, up 36.6% yoy
- Gold loans comprised 26% down 3.1% yoy
- New product launched SME lending

For the financial year ended 2015 :

NPAs - Gross and Net NPAs were 1.27% and 0.54%, provision coverage of 87%

Margins - NIM and spread were 7.5% and 6.8% resp.

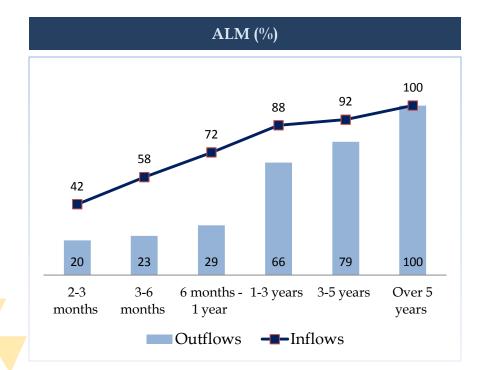
Capital adequacy – 18.02% including Tier I capital of 11.26%

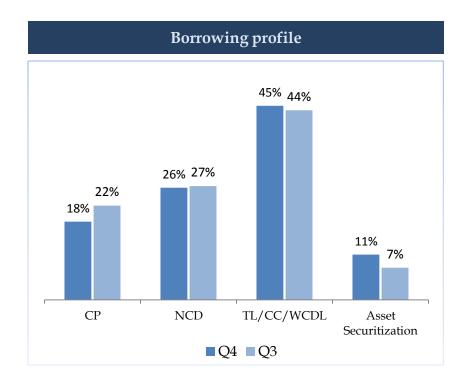
Networth - ₹2,218 Cr (NBFC and its HFC subsidiary consolidated)



Asset liability profile for IIFL 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



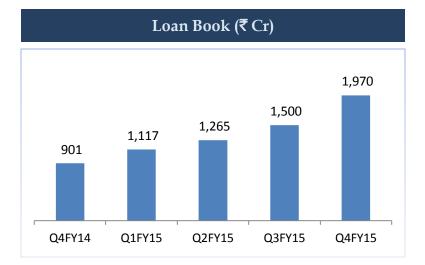


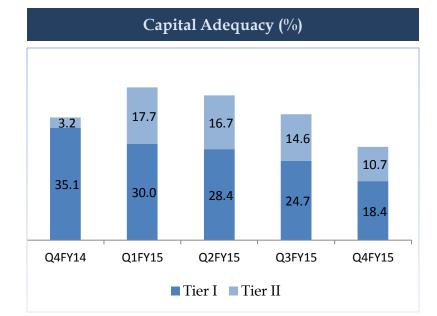


Housing Finance Company (subsidiary of IIFL Finance)

- Loan book of ₹1,970 Cr in the housing finance company at Q4FY15
- Income for the quarter ₹73.7 Cr up 82% yoy
- Profit after tax for the quarter ₹15.4 Cr up 23% yoy
- Capital adequacy at 29.1%, adequate room for growth

| ₹ Cr | Q4FY15 | Q4FY14 | YoY | Q3FY15 | QoQ |
|----------------------------|--------|--------|------|--------|------|
| Total interest income | 63.0 | 36.1 | 75% | 55.5 | 14% |
| Interest expense | 36.1 | 17.4 | 107% | 29.6 | 22% |
| Net Interest Income | 26.9 | 18.6 | 44% | 25.9 | 4% |
| Other income | 10.8 | 4.4 | 145% | 3.1 | 248% |
| Operating expense | 12.0 | 4.9 | 145% | 6.5 | 86% |
| Loan losses & Provision | 2.4 | 0.7 | 252% | 2.5 | (2%) |
| Profit before tax | 23.2 | 17.5 | 33% | 20.0 | 16% |
| Profit after tax | 15.4 | 12.5 | 23% | 13.3 | 16% |





IIFL Finance consolidated results



Quarter ended March 2015

| | Financial Year ended 2015 | | | Quarter end | ed March | 2015 | | |
|----------------------------|---------------------------|----------|------|-------------|----------|------|----------|--|
| ₹ Cr | FY15 | FY14 | YoY | Q4FY15 | Q4FY14 | YoY | Q3FY15 | |
| Loan book | 14,668.0 | 10,889.8 | 35% | 14,668.0 | 10,889.8 | 35% | 13,795.2 | |
| Securitised assets | 1,310.8 | 672.4 | 95% | 1,310.8 | 672.4 | 95% | 997.5 | |
| Assets under management | 15,978.8 | 11,562.3 | 38% | 15,978.8 | 11,562.3 | 38% | 14,792.7 | |
| Total interest income | 2,362.3 | 1813.8 | 30% | 636.0 | 483.5 | 32% | 619.7 | |
| Interest expense | 1385.6 | 1110.9 | 25% | 369.7 | 288.9 | 28% | 361.2 | |
| Net Interest Income | 976.7 | 702.9 | 39% | 266.3 | 194.6 | 37% | 258.5 | |
| Other income | 151.5 | 156.6 | (3%) | 60.3 | 41.7 | 45% | 27.3 | |
| Operating expense | 571.8 | 504.3 | 13% | 162.7 | 120.7 | 35% | 147.2 | |
| Loan losses & Provision | 104.9 | 44.0 | 138% | 41.3 | 21.5 | 92% | 21.4 | |
| Profit before tax | 451.5 | 311.2 | 45% | 122.6 | 94.1 | 30% | 117.1 | |
| Profit after tax | 301.2 | 210.4 | 43% | 80.2 | 60.9 | 32% | 77.6 | |
| NIM (%) | 7.5 | 7.2 | | 7.4 | 7.5 | | 7.6 | |
| Spread (%) | 6.7 | 6.3 | | 6.8 | 6.7 | | 6.6 | |
| Cost to Income (%) | 41.6 | 50.7 | | 36.4 | 47.4 | | 41.7 | |
| Cost of Fund (%) | 11.1 | 12.0 | | 10.6 | 11.7 | | 11.0 | |
| Yield (%) | 17.8 | 18.3 | | 17.5 | 18.5 | | 17.6 | |
| CRAR (%) | 18.0 | 17.7 | | 18.0 | 17.7 | | 16.8 | |



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II: Business review

NBFC operations

Wealth management operations

Capital market & other activities

Annexure I: Corporate overview

Annexure II: Industry update

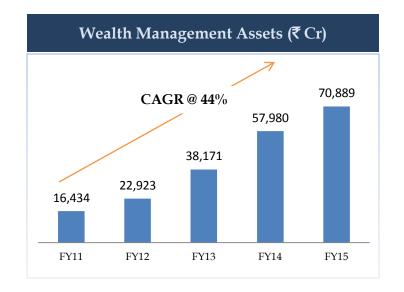
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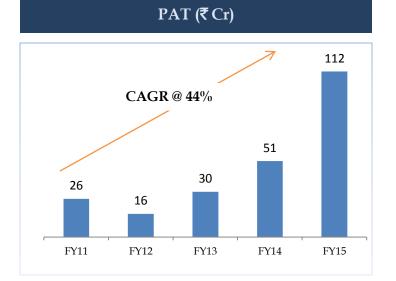


Wealth management continues to show strong growth

- Q4FY15 PAT at ₹ 36.3 Cr, up 66% yoy; Income at ₹ 157.4 Cr, up 73% yoy
- FY15 PAT at ₹ 111.5 Cr, up 118% yoy; Income at ₹ 457.3 Cr, up 89% yoy
- IIFL Wealth has ₹709 Bn of assets under advice, distribution and management
- IIFL is amongst the top 4 MF distributors in the country
- Winner of many prestigious awards including:
 - 'Best Private Bank for HNIs' by Euromoney Private Banking Survey, 2015









IIFL Wealth consolidated results

Quarter ended March 2015

| | Financia | l Year ende | d 2015 | | Quarter e | nded Ma | rch 2015 | |
|-----------------------------------|----------|-------------|--------|--------|-----------|---------|----------|------|
| ₹ Cr | FY15 | FY14 | YoY | Q4FY15 | Q4FY14 | YoY | Q3FY15 | QoQ |
| Income from operations | 451.82 | 239.80 | 88% | 155.8 | 90.8 | 72% | 119.5 | 30% |
| Other income | 5.5 | 2.49 | 121% | 1.6 | 0.2 | 700% | 1.3 | 23% |
| Total Income | 457.3 | 242.3 | 89% | 157.4 | 91 | 73% | 120.8 | 30% |
| Employee cost | 125.71 | 81.06 | 55% | 40.2 | 27.6 | 46% | 30.2 | 33% |
| Admin expenses and other expenses | 156.29 | 80.81 | 93% | 60.8 | 32.1 | 89% | 36.4 | 67% |
| EBITDA | 175.3 | 80.4 | 118% | 56.4 | 31.3 | 80% | 54.2 | 4% |
| Interest | 9.76 | 5.26 | 86% | 3.4 | 1.8 | 89% | 3.4 | 0% |
| Depreciation and amortization | 1.37 | 0.84 | 60% | 0.6 | 0.2 | 200% | 0.3 | 100% |
| Profit / (Loss) before tax | 164.2 | 74.3 | 121% | 52.4 | 29.3 | 79% | 50.5 | 4% |
| Provision for taxation | 52.65 | 23.10 | 128% | 16.1 | 7.4 | 118% | 16.2 | (1%) |
| Profit/(Loss) after tax | 111.5 | 51.2 | 118% | 36.3 | 21.9 | 66% | 34.3 | 6% |



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Annexure I: Corporate overview

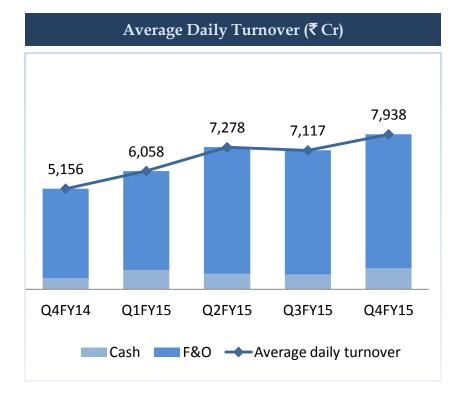
Annexure II: Industry update

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Capital market – potential for growth

- Income for the quarter was ₹129.7 cr, (up 73.8% y-o-y)
- Income for FY15 grows to ₹447.6 cr, up 29.2% y-o-y
- IFL's average daily equity turnover was at ₹ 7,938 cr in Q4FY15 up 54% y-o-y
- Participation in cash segment during the latest quarter was up 50%, y-o-y
- IIFL's average daily commodities turnover was at ₹574 cr in Q4FY15



Institutional Equities



- During the quarter, IIFL added 14 new institutional clients and 162 clients were active
- IIFL did a few large placements in mid-cap companies like

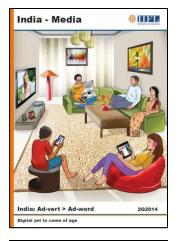


- IIFL Research produced the fifth addition of sizing up India and China (INCH) report, which is widely acclaimed by investors
- Investment Banking did a private placement of secondary block in National Stock Exchange for ~ Rs 182 crores (IIFL was the exclusive financial advisor on the trade).
- IIFL won mandate for IPOs' of Healthcare Company & Auto Component Company.
- IIFL also won a mandate for a QIP of a Cement company. A DRHP was filed with SEBI for a IPO of a auto ancillary company.



Research & Publications – FY15

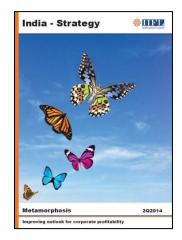
A detailed report on advertising that assess the threat of digital platform on traditional mediums and provides ad spend growth outlook.





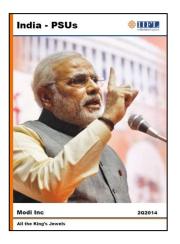
The report showcases the likely cement stars in the upcyle for the next 3-4 years

The report argues that a cyclical upturn in growth in the Indian economy will sharply improve corporate profitability.



| Institutional Equitie | Container | Corp | of I | ndia | | BUY |
|---|--|--|--|---|---|---|
| CMP Re126 | Who moved my | conte | iner? | | | |
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| Dil 6. Others 5. | Structural growth drivers falling in places Structural headwind such as capacity constraints in rail infra, idle capacity in surfac | | | | | advinds nudare |
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In depth assessment of benefits to Concor post completion of railway networks The report 'Modi Inc - All the King's Jewels lists key reform expectations for the16 PSUs covered. The report shows capex in core business will nearly double the earnings over the next 3 years



| institu | fonal Equities | Bajaj Finan | ce | | | - | 30 |
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| CMP | Rs2576 | Indulge yourself | | | | | |
| Target 12m | Rel 100 (20%) | | | | | | |
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| ni . | 12.2 | opportunity landscape a | | | | | |
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The report shows the sustainability of earnings growth over the next 3-4 years





A comprehensive comparison of two major Asian economies



I: IIFL Group Performance review

II: Business review

NBFC operations

Wealth management operations

Capital market & other activities

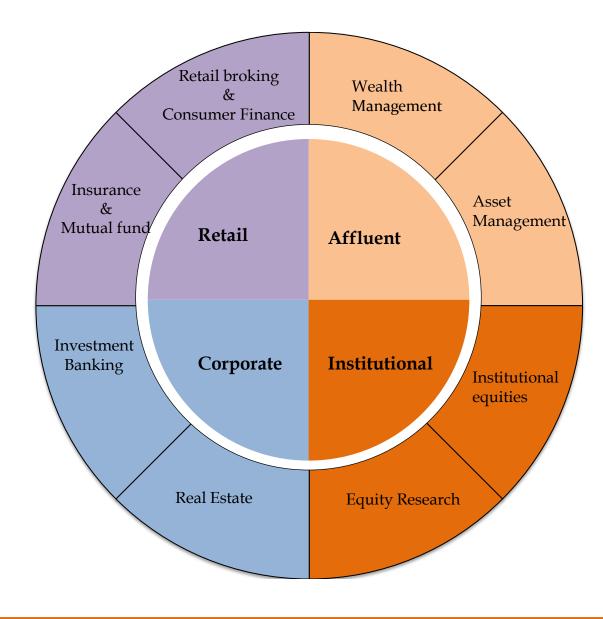
Annexure I: Corporate overview

Annexure II: Industry update





Our service offerings across customer segment





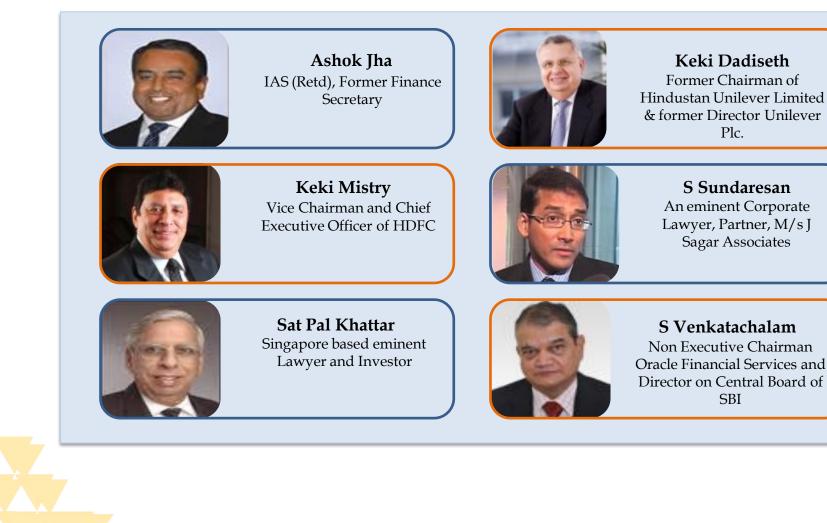
Vision

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

| 1) | 2 | ³ |
|---|--|---|
| Business Strategy | Customer Strategy | People 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 | Drive stickiness through high quality research & service Maintain cutting-edge proprietary technology Wide, multi-modal network serving as one- stop shop to customers | Attract exceptionally talented and driven people Ensure conducive meritorious environment Liberal ownership-sharing |



IIFL's advisory board comprises stalwarts to provide independent and informed perspective and oversight





IIFL Holdings – Board of Directors

Attracted luminaries from the Indian financial world to guide the management



Nirmal Jain



- MBA from IIM Ahmedabad, rankholder CA and Cost Accountant
- ➢ Founded and led IIFL since 1995



R Venkataraman

Managing Director

- MBA from IIM Bangalore, B-Tech from IIT Kanpur
- ≻ Co-promoted IIFL in 1999



A K Purwar

Independent Director

- M-Com and Diploma in Business Administration
- > Former Chairman, State Bank of India



Nilesh Vikamsey

Independent Director

- ➤ CA and DISA
- Senior Partner at Khimji Kunverji & Co



Sunil Kaul

Non-executive director

- MBA from IIM Bangalore, B-Tech from IIT Bombay
- > MD of Carlyle's Asia Buyout fund



S Narayan



- MSc, MBM, M Phil, PhD, IAS
- Former finance secretary, former economic advisor to Prime Minister



Kranti Sinha

Independent Director

MAFormer CEO of LIC Housing Finance



C Ratnaswami

Non-Executive Director

- MBA from University of Toronto
- MD of Hamblin Watsa, subsidiary of Fairfax



Geeta Mathur

Independent Director

CACFO of Helpage India



IIFL's promoters have built the business from scratch; all business leaders have equity ownership and led banks & NBFCs in the past

- Team with impeccable academic and professional credentials
- Average experience of 15-20 yrs in banks, NBFCs
- Liberal employee ownership

Verticals

Management Team

- Open door, transparent and performance oriented culture
- Significant management depth at tier 2, 3 level

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

Corporate Functions



IIFL's brand and credibility are substantiated by multiple awards in all lines of business



Nirmal Jain, Chairman, IIFL receiving the 'Best Broker' award at Zee Business Award, 2014



Nirmal Jain, Chairman and R Venkataraman, MD, IIFL receiving the 'India's Most Promising' brand 2014 from Lord Swaraj Paul held at London



list of 500 largest corporations Dec 14



Best Private Banking for HNIs by **Euromonev** Private Banking Survey 2015



Best Use of Technology for Recruiting And Best HR Strategy in Line With Business -2014-15



MOST PROMISING BRAND

India's Most Promising Brand - 2014 in **Integrated Financial** Services



No. 1 in Financial Services category as per "Brand Trust Report 2015"



Management Specialist (past 4 years)



Best internal magazine for Buzz - 2015



Best Performing Individual Financial Advisor - 2013



Best Market Analyst -2013, 2012 & 2009



How we differentiate ourselves

| Managerial depth | Promoted by first generation professional entrepreneursHighly qualified and experienced Management team | |
|--------------------|--|--|
| Well-capitalized | Group networth of ₹2,558 cr Significant unutilized capacity to leverage | |
| Distribution reach | Present at almost 2,500 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 ownershipTo 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 | |





Driving social responsibility



Program : Badlav - Microenterprise IIFL Foundation facilitated creation of over 150 micro enterprises, each started by a leader and employing other women.



Training for Girls in J&K Over 100 girls from Terrorism affected families were trained in income generation skills such as Tailoring, Beauty Parlour, Food, closely with Borderless Foundation



Program: Prashikshan - Vocation

Vocational Skilling for youths in Jawhar. Over 200 young boys have been trained in skills/ trades such as welding, electrician and agri-pump maintenance & two wheeler maintenance.





Program: Margadarshan - Livelihood Pre Livelihood - Career Counseling & Awareness Program for 5000 school children. Class VIII, IX & X students were provided with this counseling program.

FLAME (Financial Literacy Agenda & Mass Empowerment) for -

- 1. MCGM
- 2. Urban and Tribal Schools
- 3. Slum Women
- 4. Adults under Jan Dhan Yojana

CSR Themes

- 1. Preventive Healthcare
- 2. Eradicating Hunger, Poverty & Malnutrition
- 3. Education
- 4. Swatch Bharat Abhiyaan



I: IIFL Group Performance review

II: Business review

NBFC operations

Wealth management operations

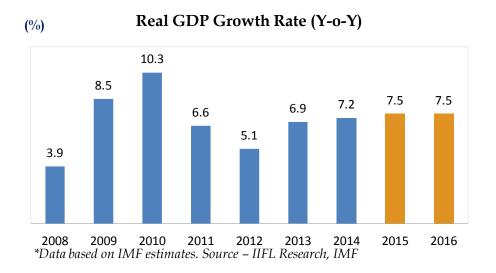
Capital market & other activities

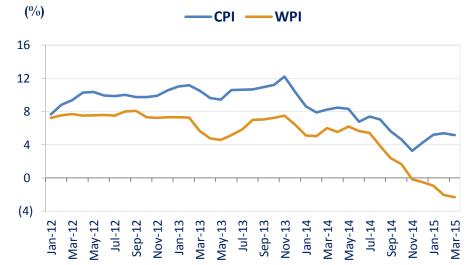
Annexure I: Corporate overview

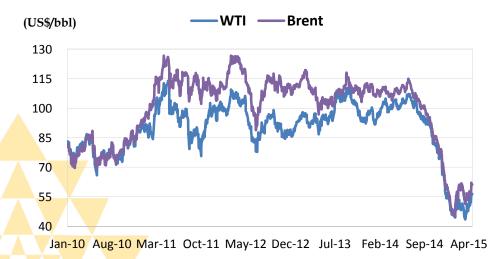
Annexure II: Industry update

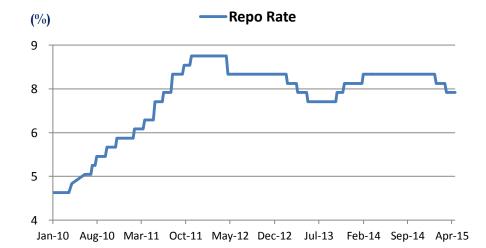


↗ Signs of recovery, inflation and policy rates on a decline





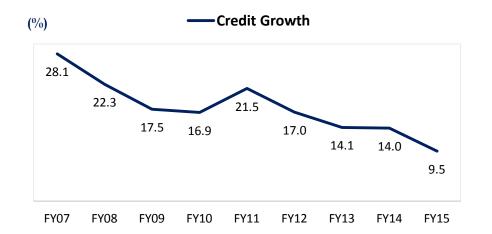




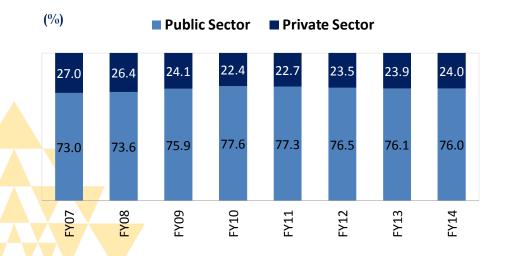
Credit and Finance



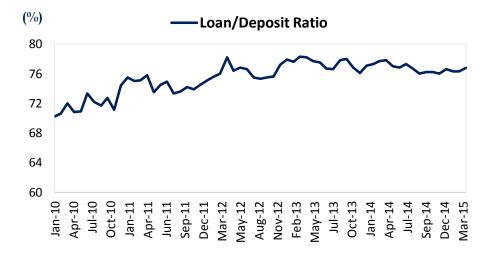
↗ Credit offtake has slowed



↗ Share of private sector banks improving



1.7 1.4 1.4 1.1 1.1 1.1 1.1 1.0 0.8 FY08 FY09 FY12 FY13 FY07 FY10 FY11 FY14 FY15

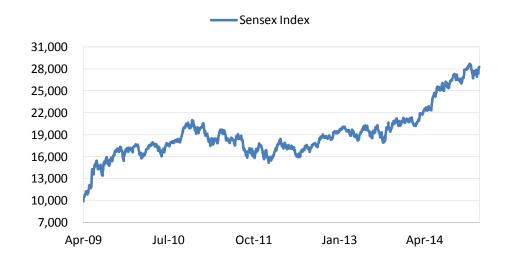


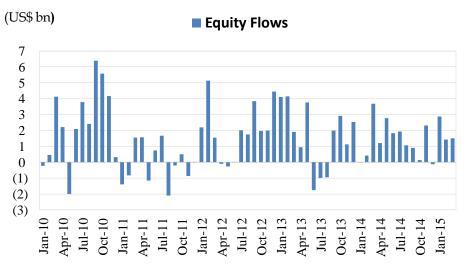
Credit Growth/Nominal GDP Growth

Markets



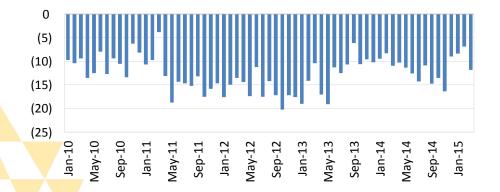
↗ Long term trend for equities positive





(US\$bn)

Trade Balance











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