



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

- 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

Summary consolidated financials

₹ 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%

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	% Quarter-on-Quarter
Fund Based Activities	455.6	291.3	56%	125.5	80.2	56%	119.1	5%
Financial Products Distribution	112.1	64.3	74%	49.9	34.9	43%	28.6	74%
Capital Market Activities	152.2	49.9	205%	48.4	3.7	1207%	31.1	56%



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 stabilised.

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



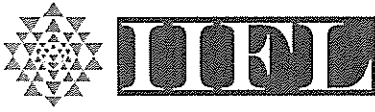
Best Private Bank for Research and Asset Allocation by Euromoney Private Banking Survey, 2015

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

1. 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%.
2. 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

1. 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



2. 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.

5. 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 agri-pump maintenance & two wheeler maintenance.





About IIFL

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



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

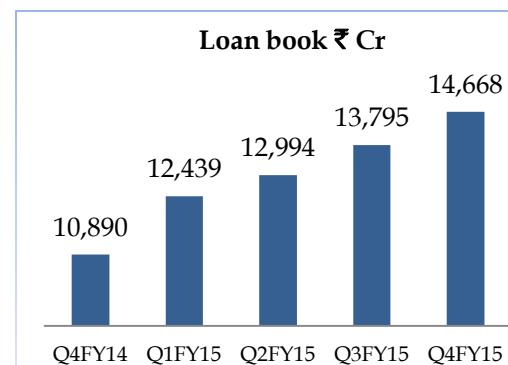
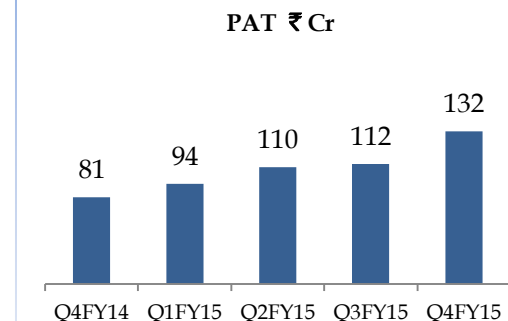
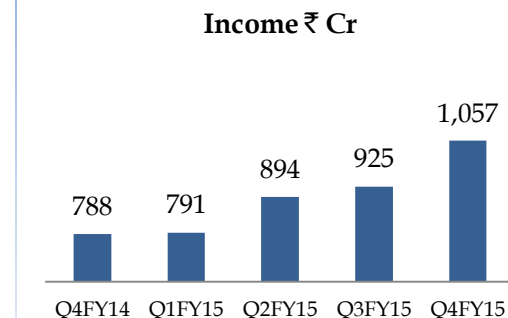
Financial products distribution

- 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

Quarterly Trend



IIFL Group consolidated results

Quarter ended March 2015

₹ Cr	Financial Year ended 2015			Quarter ended March 2015				
	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	YoY	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	YoY	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.

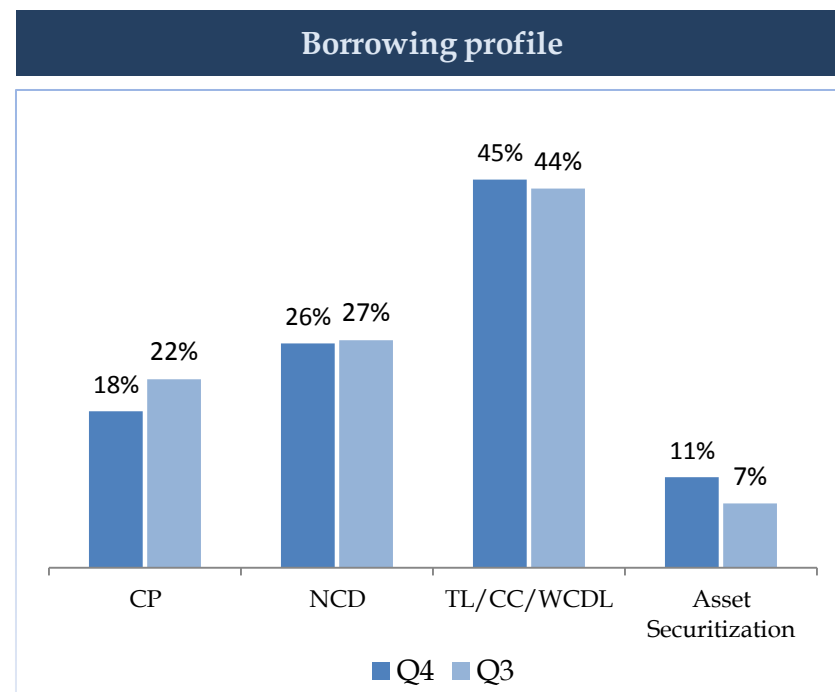
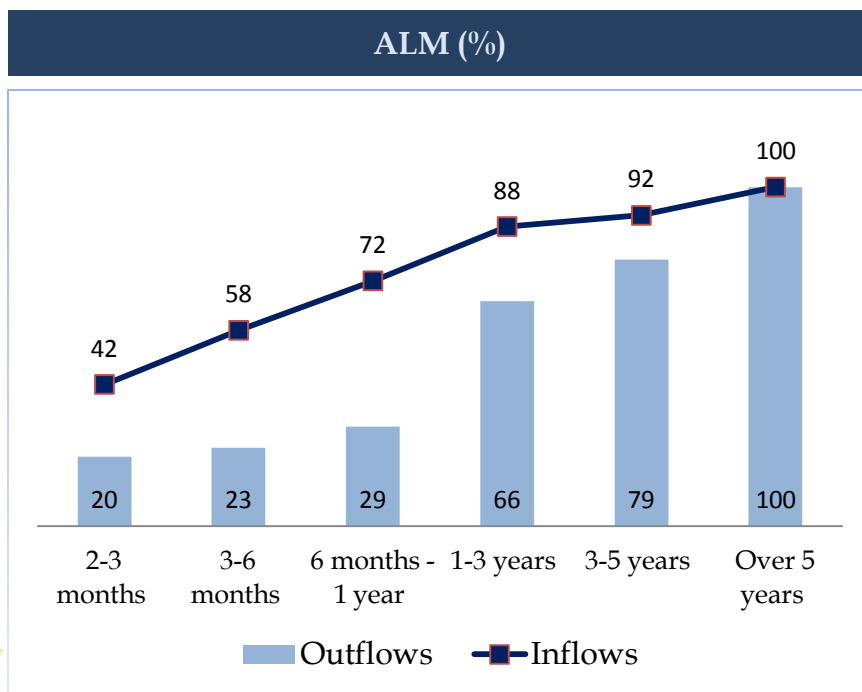
Capital adequacy - 18.02% including Tier I capital of 11.26%

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

**Networth excludes preference share capital*

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

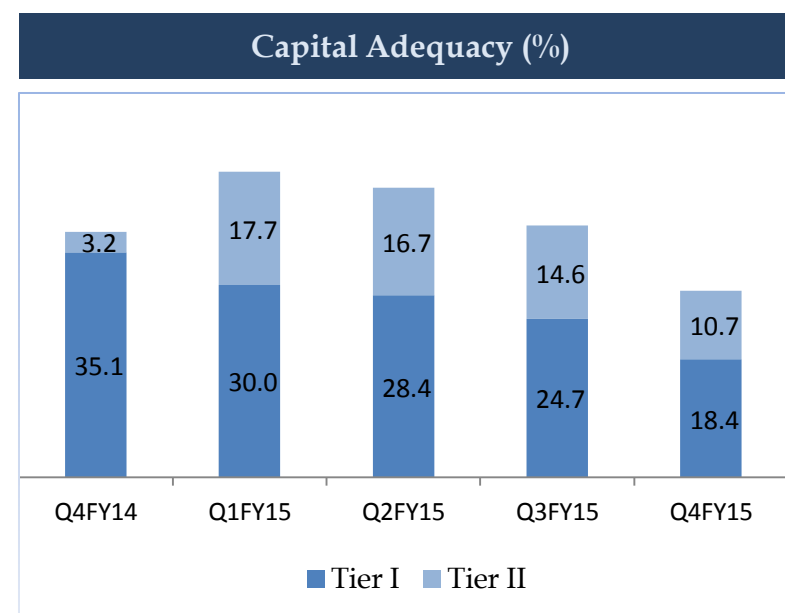
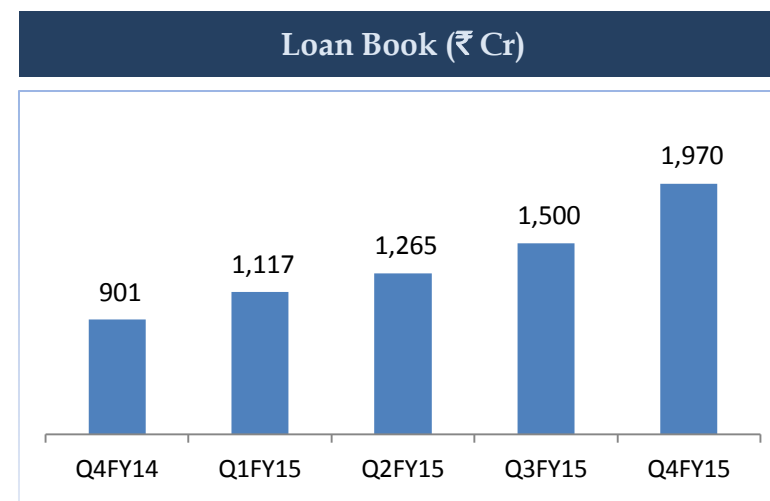


* Stand alone

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

₹ Cr	Financial Year ended 2015			Quarter ended March 2015				
	FY15	FY14	YoY	Q4FY15	Q4FY14	YoY	Q3FY15	QoQ
Loan book	14,668.0	10,889.8	35%	14,668.0	10,889.8	35%	13,795.2	6%
Securitised assets	1,310.8	672.4	95%	1,310.8	672.4	95%	997.5	31%
Assets under management	15,978.8	11,562.3	38%	15,978.8	11,562.3	38%	14,792.7	8%
Total interest income	2,362.3	1813.8	30%	636.0	483.5	32%	619.7	3%
Interest expense	1385.6	1110.9	25%	369.7	288.9	28%	361.2	2%
Net Interest Income	976.7	702.9	39%	266.3	194.6	37%	258.5	3%
Other income	151.5	156.6	(3%)	60.3	41.7	45%	27.3	121%
Operating expense	571.8	504.3	13%	162.7	120.7	35%	147.2	11%
Loan losses & Provision	104.9	44.0	138%	41.3	21.5	92%	21.4	92%
Profit before tax	451.5	311.2	45%	122.6	94.1	30%	117.1	5%
Profit after tax	301.2	210.4	43%	80.2	60.9	32%	77.6	3%
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

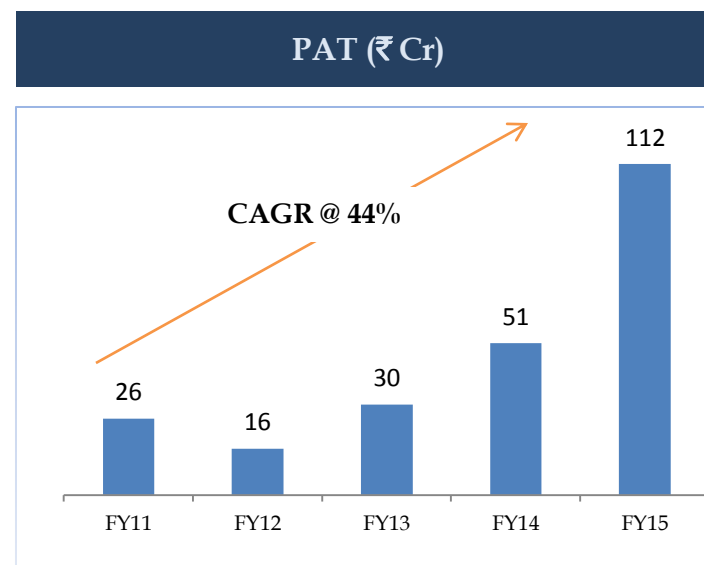
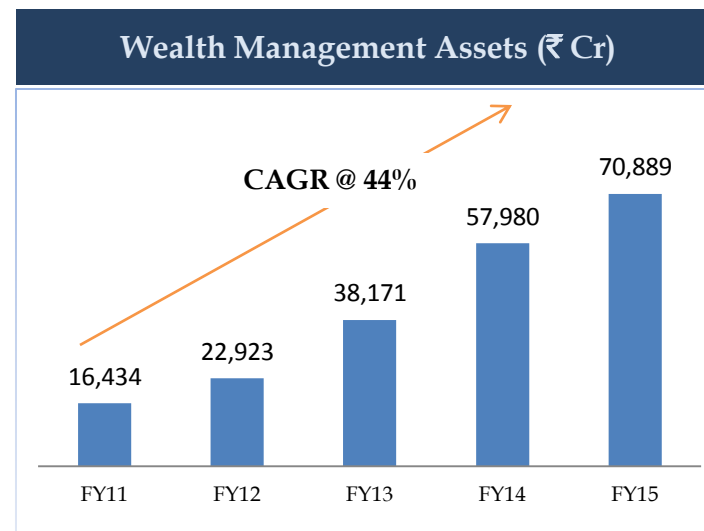
Annexure I: Corporate overview

Annexure II: Industry update



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

₹ Cr	Financial Year ended 2015			Quarter ended March 2015				
	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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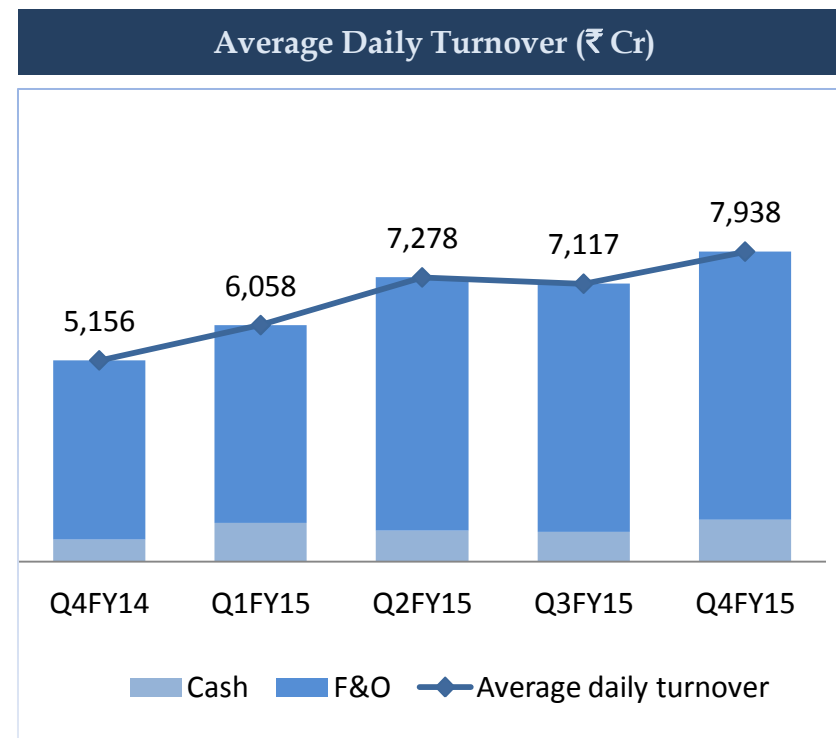
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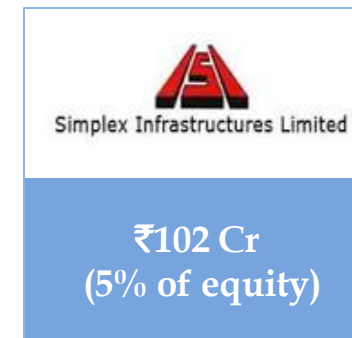
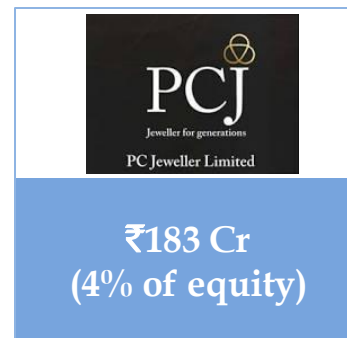
Capital market – potential for growth

- 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
- IIFL’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 assesses the threat of digital platform on traditional mediums and provides ad spend growth outlook.

India - Media 2Q2014

India: Ad-vert > Ad-word

Digital yet to come of age

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

India - Strategy 2Q2014

Metamorphosis

Improving outlook for corporate profitability

The report 'Modi Inc - All the King's Jewels' lists key reform expectations for the 16 PSUs covered.

India - PSU 2Q2014

Modi Inc

All the King's Jewels

The report shows capex in core business will nearly double the earnings over the next 3 years

Reliance Industries BUY

Crankup Capex, Upping Margins

Reliance Industries (RIL) is poised for a exciting phase of expansion growth. The business that was traditionally viewed as a commodity play is now being repositioned as a growth play. The stock price has risen from ₹140 to ₹210 in the last 12 months. Our target price of ₹240 implies 14% upside.

Key metrics: P/E 28.5, P/B 2.8, Dividend Yield 1.8%

India - Cement 3Q2014

Cement Stars of India

The Indian Cement walk of fame

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

Container Corp of India BUY

Who moved your container?

Container Corporation of India (Concor) is transforming from a simple transportation company into an integrated logistics provider. The company's revenue growth is expected to be in the 15-20% range over the next 3-4 years.

Key metrics: P/E 28.5, P/B 2.8, Dividend Yield 1.8%

In depth assessment of benefits to Concor post completion of railway networks

Bajaj Finance BUY

Indulge yourself

Bajaj Finance (BAF) is the only diversified NBFC in India that has ranked in the Business Excellence award 2014. The company's revenue growth is expected to be in the 15-20% range over the next 3-4 years.

Key metrics: P/E 28.5, P/B 2.8, Dividend Yield 1.8%

The report shows the sustainability of earnings growth over the next 3-4 years

Modi Inc BUY

SIZING UP INDIA & CHINA

2Q2015

A comprehensive comparison of two major Asian economies

I: IIFL Group Performance review

II: Business review

NBFC operations

Wealth management operations

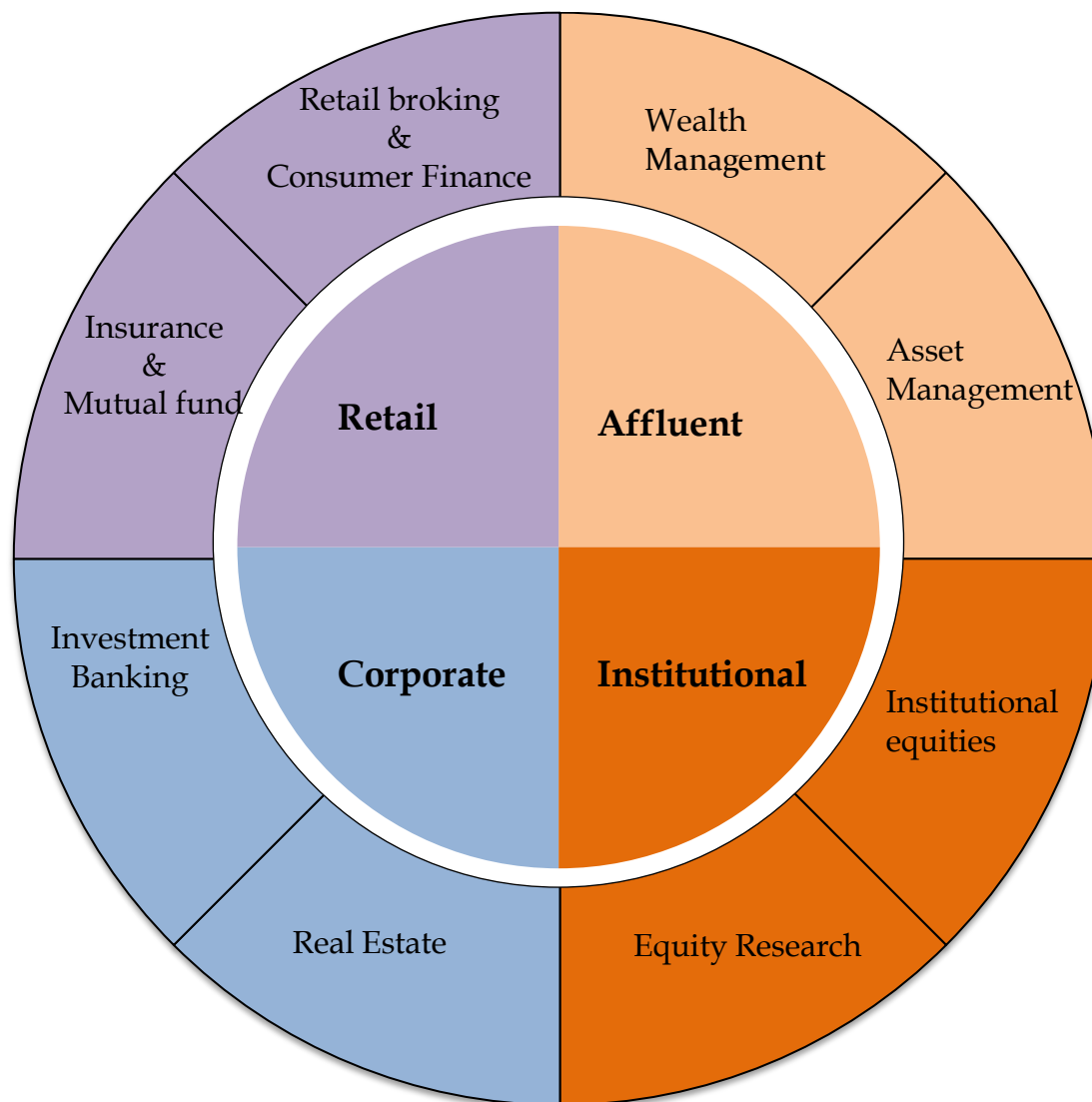
Capital market & other activities

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

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

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



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



IIFL Holdings – Board of Directors

Attracted luminaries from the Indian financial world to guide the management



Nirmal Jain

Executive Chairman

- MBA from IIM Ahmedabad, rank-holder 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



C Ratnaswami

Non-Executive Director

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



S Narayan

Independent Director

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



Kranti Sinha

Independent Director

- MA
- Former CEO of LIC Housing Finance



Geeta Mathur

Independent Director

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

Management Team

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

Verticals
 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



India's top securities trading firm - Fortune's list of 500 largest corporations Dec 14



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



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



Best Private Banking for HNIs by Euromoney Private Banking Survey 2015



Best Wealth Management Specialist - Asia (past 4 years)



Best Performing Individual Financial Advisor - 2013



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



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



Best internal magazine for Buzz - 2015



Best Market Analyst - 2013, 2012 & 2009

How we differentiate ourselves

Managerial depth

- Promoted by first generation professional entrepreneurs
- Highly 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 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

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

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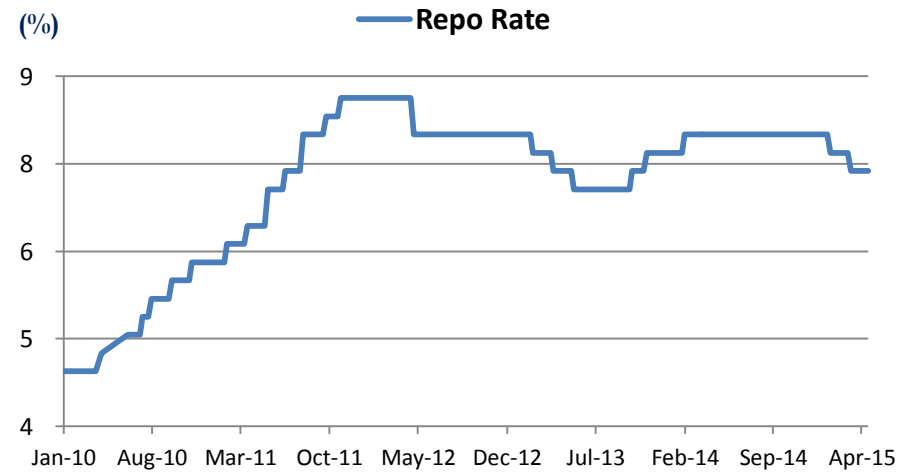
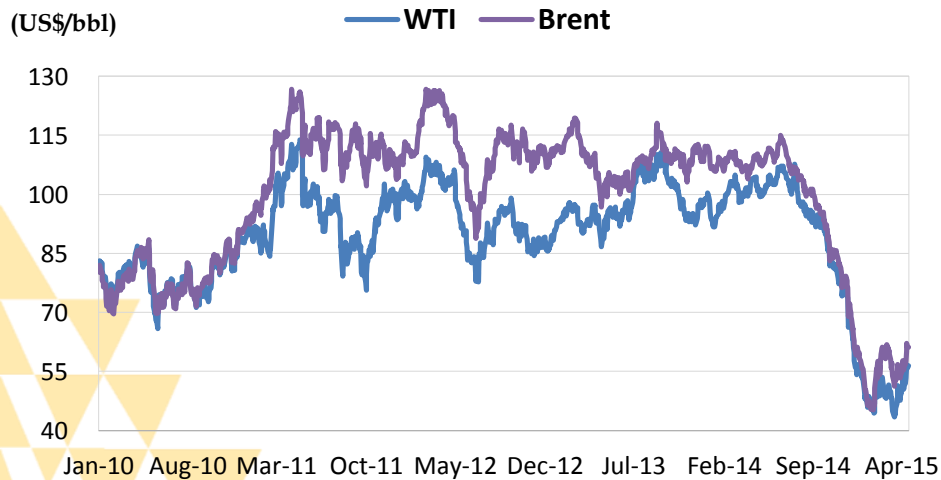
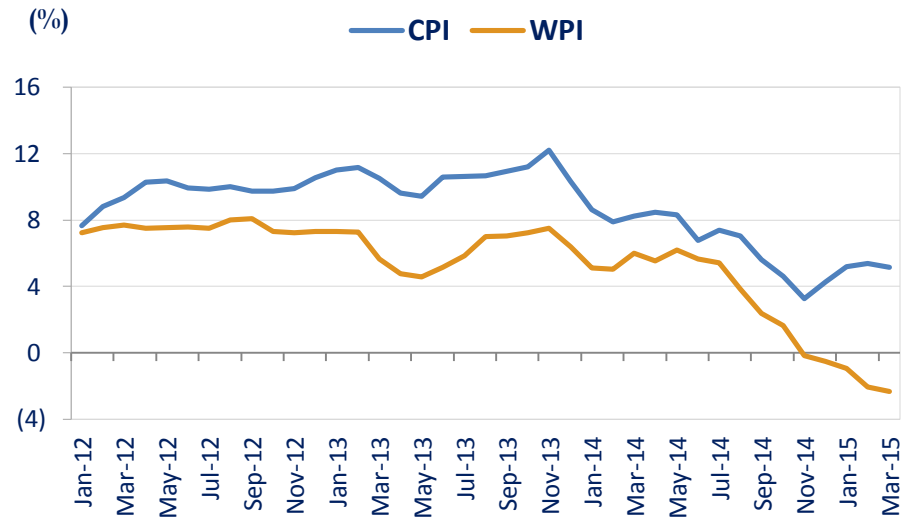
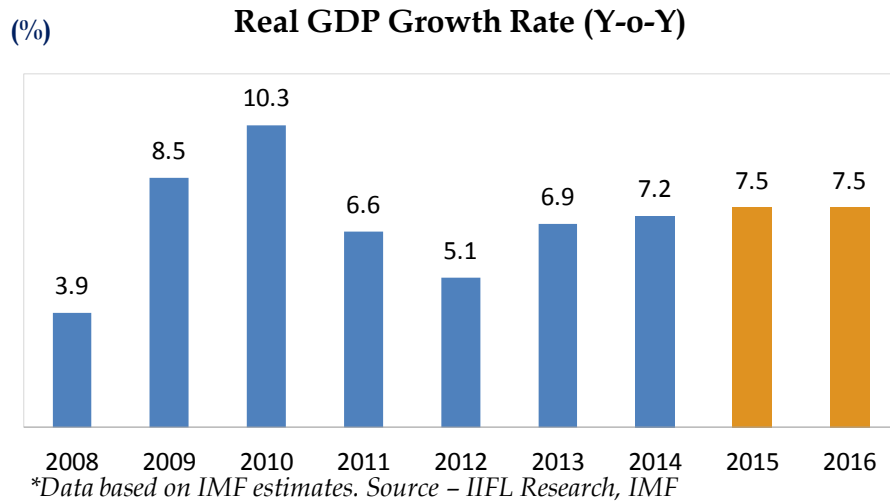
Annexure II: Industry update



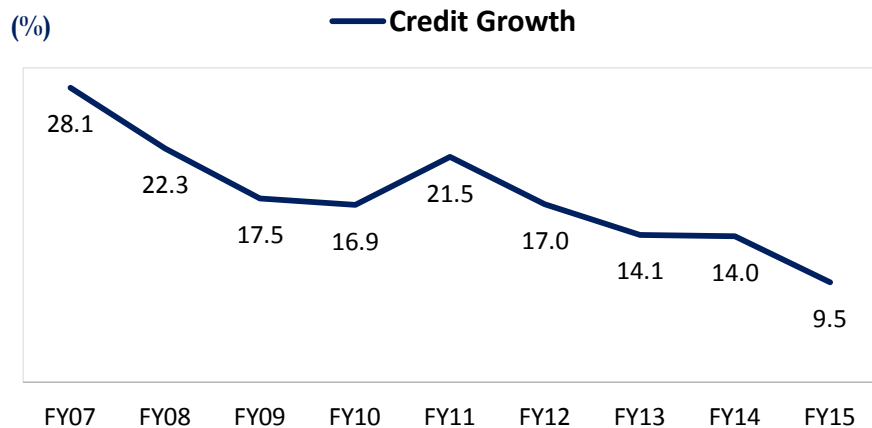
Macro-economic environment



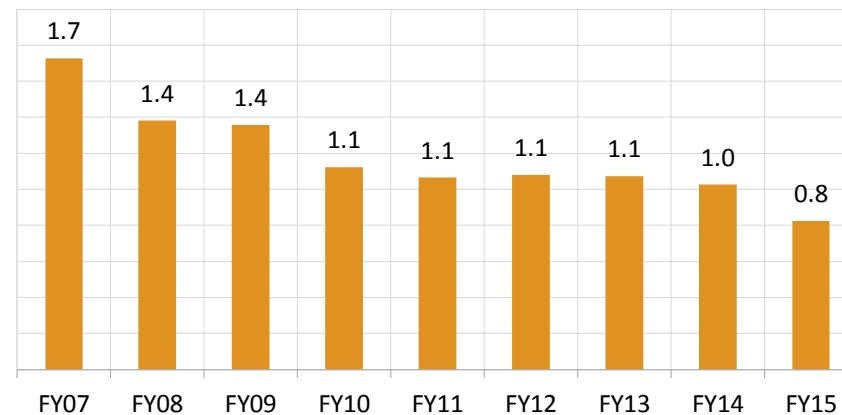
➤ Signs of recovery, inflation and policy rates on a decline



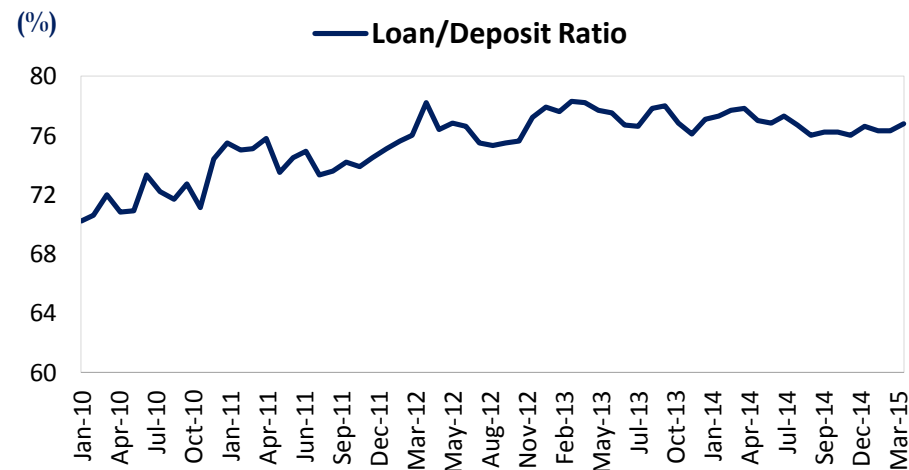
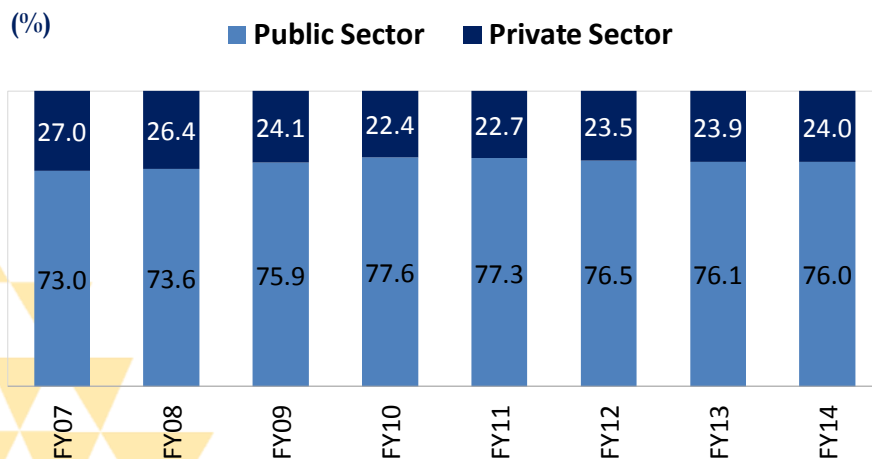
➤ Credit offtake has slowed



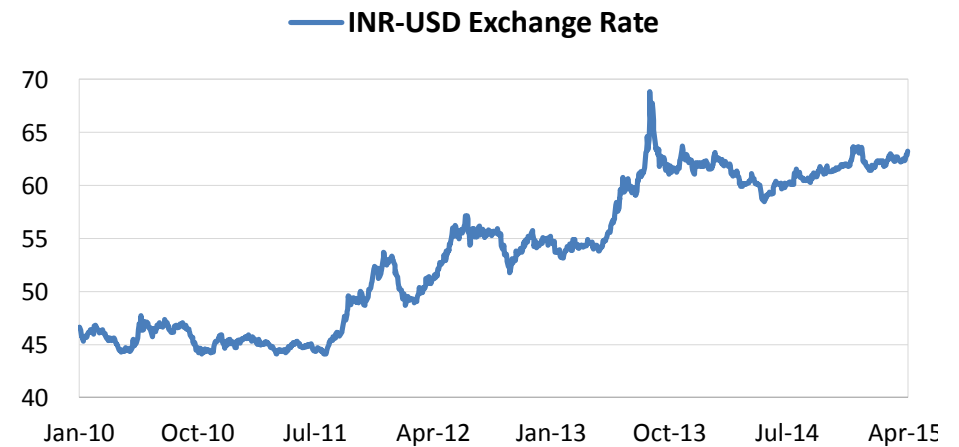
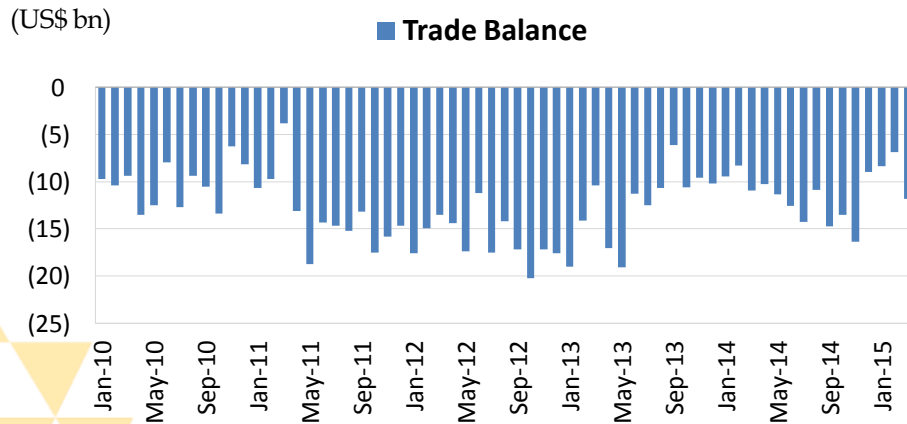
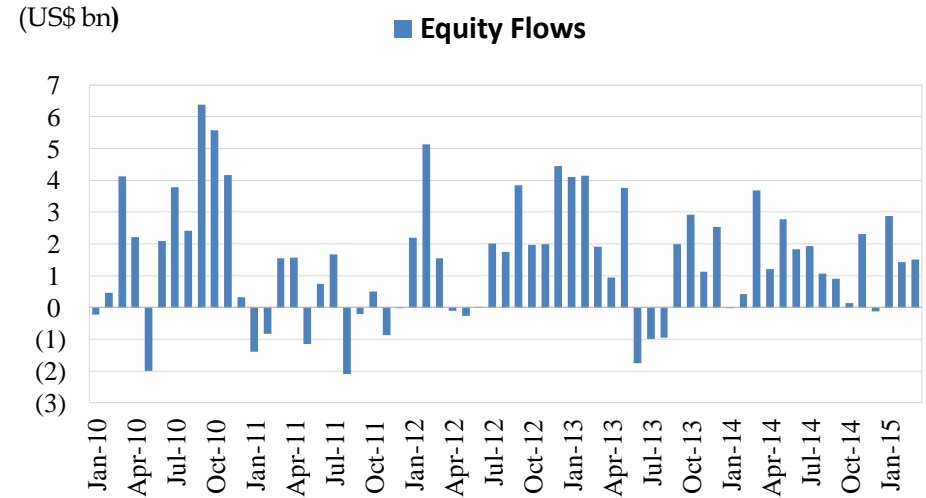
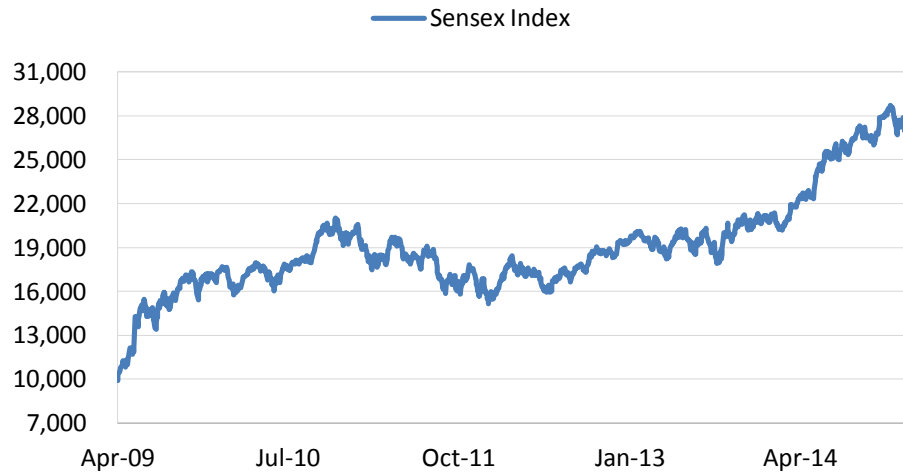
Credit Growth/Nominal GDP Growth



➤ Share of private sector banks improving



➤ Long term trend for equities positive



Thank you

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