



IIFL Holdings Limited[#]

Press Release

For immediate publication

Mumbai, India

July 29, 2015

IIFL Consolidated Q1FY16 Profit after Tax* at ₹118.9 Cr, up 22% y-o-y; Income at ₹963.9 Cr, up 22% y-o-y

- For the quarter ended June 30, 2015, consolidated income stood at ₹963.9 Cr, up 22% year-on-year (y-o-y) and Profit after Tax (PAT) at ₹118.9 Cr, up 22% y-o-y
- On a y-o-y basis, the quarter ended June 30, 2015, witnessed sustained growth in financial products distribution, mortgages and commercial vehicle financing; but a decline in gold loan book and flattish capital market revenue

Summary consolidated financials

₹ Crores	Quarter ended Jun 30, 2015	Quarter ended Jun 30, 2014	Y-o-Y	Quarter ended Mar 31, 2015	Q-o-Q
Income	963.9	791.2	22%	1056.7	(9)%
Profit Before Tax	187.7	144.5	30%	226.3	(17)%
Profit After Tax*	118.9	97.4	22%	142.2	(16)%

Segmental Breakup - Revenue

₹ Crores	Quarter ended Jun 30, 2015	Quarter ended Jun 30, 2014	Y-o-Y	Quarter ended Mar 31, 2015	Q-o-Q
Fund Based Activities	729.1	583.1	25%	711.0	3%
Financial Products Distribution	126.0	99.2	27%	208.7	(40)%
Capital Market Activities	106.0	107.3	(1)%	129.7	(17)%
Others	2.8	1.6	75%	7.3	(62)%
Total	963.9	791.2	22%	1,056.7	(9)%

[#]Formerly India Infoline Limited



*Pre-minority interest

Segmental Breakup – Profit before Tax (PBT)

₹ Crores	Quarter ended Jun 30, 2015	Quarter ended Jun 30, 2014	Y-o-Y	Quarter ended Mar 31, 2015	Q-o-Q
Fund Based Activities	127.6	99.5	28%	125.2	2%
Financial Products Distribution	22.2	9.6	131%	49.8	(55)%
Capital Market Activities	37.7	35.0	7%	48.3	(22)%
Others	0.2	0.4	(50)%	3.0	(93)%
Total	187.7	144.5	30%	226.3	(17)%

Mr Nirmal Jain, Chairman, IIFL, commented on the financial results, “Our Consumer Finance and Wealth Management businesses are trading in line with the long term strategic direction. Capital market activities do witness volatility across quarters but underlying bias is positive. On the whole, outlook for business is optimistic.”

Fund based activities

In Q1FY16, our income from this segment was ₹729.1 Cr, up 25% y-o-y and up 3% q-o-q, while, PBT was ₹127.6 Cr, up 28% y-o-y and up 2% q-o-q.

Our loan book is predominantly retail and entirely secured with adequate collaterals. The loan portfolio stood at ₹14,679 Cr as on June 30, 2015 which registered a growth of 18% y-o-y. The portfolio comprises home loan, loan secured against property, gold, securities, commercial vehicle finance, medical equipment finance and SME loans. The overall loan book has remained at similar level as that of previous quarter as contraction in gold loan book is made up by expansion of mortgages and commercial vehicle financing.

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 1.62% and 0.81% respectively as on June 30, 2015 (as per 150 day NPA recognition norm) versus 1.27% and 0.54% in the previous quarter (as per 180 day NPA recognition norm). The increase in NPA level is primarily due to change in the NPA recognition norms. Against gross NPA of ₹238.2 Cr we have non standard asset provision of ₹119.5 Cr. Besides this, we have a provision of



₹62.7 Cr, for standard assets, as per statutory requirement. Total provision coverage (including standard asset provision) as a % of Gross NPA was 76.5%.

Stable margins: NIM and Spread was 6.9% and 6.7% respectively for the quarter

Capital adequacy: 17.7% including Tier I capital of 10.9%

Financial products distribution

During the quarter, our income from this segment was ₹126.0 Cr, up 27% y-o-y and down 40% q-o-q, while PBT was ₹22.2 Cr, up 131% y-o-y and down 55% q-o-q. Wealth management demonstrated steady growth with total assets under advice, distribution and management were ₹75,521 Cr, up 12% y-o-y. The business has seasonal variation and revenue has historically been lower in the first quarter of a financial year.

Capital market activities

Capital market income was ₹106.0 Cr in Q1FY16, marginally down 1% y-o-y and 17% down q-o-q. The average daily equities turnover was at ₹7,707 Cr in Q1FY16 up 27% y-o-y. The income has remained flattish despite improvement in market turnover.

Fairfax Open Offer

During the quarter ended June 30, 2015, reputed global investor, Fairfax Group, Canada which already owns 8.97% stake in the Company has made a public announcement on July 14, 2015 of open offer for acquiring additional 26% stake in the Company under SEBI takeover regulations. Fairfax is one of globally renowned investor and their confidence in the company's business model and management reinforces its credibility with all stakeholders. The promoters do not propose to offer any shares in the open offer and their stake will therefore not be diluted because of this offer.

Awards & Accolades



Best Domestic Private Bank in India - Overall by Asiamoney Private Banking Poll, 2015

Best Domestic Private Bank in India >\$25 million by Asiamoney Private Banking Poll, 2015

Corporate Social Responsibility – Activities undertaken during Q1FY16

- IIFL has supported building of a swimming pool at The Institution of Higher Learning – IIM Ahmedabad. The pool was inaugurated by group Chairman, Mr. Nirmal Jain, also an alumnus of IIM Ahmedabad on June 18 2015.
- IIFL supported building of a Hostel for Nursing College for Under Privileged Girls in Goa. The building is now under construction and inauguration would be done on Nov 1.
- Building of Check Dams: Two Check Dams were built in May under IIFL Village Adoption and Holistic Development Project. These dams were built in Umbervaingan and Sadakpada in Jawhar. These dams would support the rural economy by additionally generating agri-based income.
- IIFL is supporting re-construction of schools ravaged due to floods in J&K. IIFL is also supporting building of pediatric ward in hospitals in Srinagar.
- In its quest to preserve heritage and culture, IIFL supported Bhagvata Mela & Ancient Temple Theatre Festival known as the Melattur Mela.
- Mukteshwar Marathon is held every year to support rural schools in the Himalayas. Nine employees from Delhi Branch participated in the Marathon and got the Institutional Participation Award. Marathon was held on May 2, 2015.





Other developments

In accordance with regulatory requirements, during the quarter ended June 30, 2015, the Company divested 75% shareholding in its erstwhile wholly owned subsidiary i.e., India Infoline Insurance Brokers Limited and accordingly the same is reflected in the consolidated financial results for the quarter ended June 30, 2015.

About IIFL

IIFL Holdings Ltd (NSE: IIFL, BSE: IIFL) is one of the leading players in the Indian financial services space. IIFL is engaged in the business of financing, asset and wealth management, capital markets and financial products distribution, investment banking, institutional equities and realty services through its various subsidiaries. IIFL Holdings with a consolidated net-worth of ₹2,647 crores and has a global presence with offices in London, New York, Houston, Geneva, Hong Kong, Dubai, Singapore and Mauritius. IIFL has presence in close to 2,500 business locations in India spread over 850+ towns and cities. We have a strong customer base of over 2.9 million customers and 13,000+ employees as of financial year ended June 30, 2015.

IIFL has been listed as the top securities trading firm in India in Fortune 500 India list 2014. IIFL received the 'Best Broker of the year Award' (for contribution to broking in India) at India's Best Market Analyst Awards 2014 organized by Zee Business. IIFL Wealth is the winner of 'Best Domestic Private Bank in India - Overall' by Asiamoney Private Banking Poll, 2015. IIFL Wealth won the 'Best Private Bank for HNI Clients' and 'Best Private Bank for Research and Asset Allocation' by Euromoney Private Banking Survey, 2015. IIFL Group bagged 'Best HR Strategy in Line With Business' and 'Best Use of Technology for Recruiting' at Global Talent Acquisition & 9TH RASBIC Awards 2014-2015 organized by World HRD Congress. IIFL received India's Most Promising Brand 2013-14 award at WCRC Global India Excellence Summit in London. 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/ 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 June 30, 2015, is available under the 'Investor Relations' section on our website www.indiainfoline.com.

For further details please contact:

IIFL Holdings Ltd

Sourav Mishra

Mobile: 7303092527

e-mail: sourav.mishra@indiainfoline.com



IIFL Holdings Limited

Performance Review
April - June 2015 (Q1FY16)

July 29, 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 Group Performance Summary

Quarter ended June 2015 – Income and Profit after Tax rises 22% y-o-y*

Consolidated quarterly performance

- Profit after Tax* at ₹118.9 Cr, rises 22% year-on-year (y-o-y)
- Income at ₹963.9 Cr, up 22% y-o-y; Profit before tax at ₹187.7 Cr, up 30%
- On a y-o-y basis, the quarter witnessed sustained growth in financial products distribution, mortgages and commercial vehicle financing; but a decline in gold loan book and flattish capital market revenue

Fund based activities

- Income at ₹729.1 Cr, up 25% y-o-y
- Gross and Net NPAs were 1.6% and 0.8% respectively based on new 150 days norms

Financial products distribution

- Income at ₹126.0 Cr, up 27% y-o-y
- Total assets under advice, distribution and management were ₹75,521 Cr, up 12% y-o-y

Capital market activities

- Income at ₹106.0 Cr, marginally down by 1% y-o-y
- IIFL Markets, IIFL's proprietary mobile trading platform has received overwhelming response

**Pre-minority interest*



IIFL Group Consolidated Results

Quarter ended June 2015

	Quarter ended June 2015				
	Q1FY16	Q1FY15	Y-o-Y	Q4FY15	Q-o-Q
₹ Cr					
Fund Based activities	729.1	583.1	25%	711.0	3%
Financial Products distribution	126.0	99.2	27%	208.7	(40)%
Capital Market activities	106.0	107.3	(1)%	129.7	(17)%
Other income	2.8	1.6	75%	7.3	(62)%
Total Income	963.9	791.2	22%	1056.7	(9)%
A. Operating cost	101.2	76.9	32%	146.8	(31)%
B. Employee cost	158.8	135.6	17%	155.3	2%
C. Other expenses	95.2	93.2	2%	127.8	(25)%
EBITDA	608.7	485.5	25%	626.8	(3)%
Interest	404.6	326.1	24%	384.7	5%
Depreciation and amortization	16.4	14.9	10%	15.8	4%
Profit / (Loss) before tax	187.7	144.5	30%	226.3	(17)%
Provision for taxation	68.8	47.1	46%	84.1	(18)%
Profit/(Loss) after tax before minority	118.9	97.4	22%	142.2	(16)%
Minority interest (includes Share of profit / (loss) of associates)	11.2	3.6	206%	10.5	7%
Profit/(Loss) after tax	107.7	93.8	15%	131.7	(18)%



Segmental Breakup

Quarter ended June 2015

Segment Result (Revenue) ₹ Cr	Q1FY16	Q1FY15	Y-o-Y	Q4FY15	Q-o-Q
Fund Based activities	729.1	583.1	25%	711.0	3%
Financial Products distribution	126.0	99.2	27%	208.7	(40)%
Capital Market activities	106.0	107.3	(1)%	129.7	(17)%
Other income	2.8	1.6	75%	7.3	(62)%
Total Income	963.9	791.2	22%	1,056.7	(9)%

Segment Result (Profit Before Tax) ₹ Cr	Q1FY16	Q1FY15	Y-o-Y	Q4FY15	Q-o-Q
Fund Based activities	127.6	99.5	28%	125.2	2%
Financial Products distribution	22.2	9.6	131%	49.8	(55)%
Capital Market activities	37.7	35.0	7%	48.3	(22)%
Other income	0.2	0.4	(50)%	3.0	(93)%
Total PBT	187.7	144.5	30%	226.3	(17)%

- 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, online marketing activity, realty and property advisory services
- Capital market activities comprises mainly income from broking in equity, derivative, commodity, currency segments and related activity

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 Performance Highlights

Quarter ended June 2015 - Income up 26% y-o-y; Profit after Tax up 7% y-o-y

Consolidated quarterly performance

- PAT at ₹73.2 Cr, up 7% y-o-y; Income at ₹702 Cr, up 26% y-o-y
- PBT at ₹112.5 Cr, up 11% y-o-y
- Gross and Net NPAs were 1.62% and 0.81% as of Q1FY16 (as per 150 day NPA recognition norm) versus 1.27% and 0.54% in the previous quarter (as per earlier 180 day NPA recognition norm)
- Total provision coverage (including standard asset provision) as a % of Gross NPA was at 76.5%
- Capital adequacy was at 17.7% including Tier I capital of 10.9%
- Networth stood at ₹2,294 Cr for NBFC consolidated with its HFC subsidiary
- Cost of fund has gone down further this quarter from 10.6% in Q4FY15 to 10.5% in Q1FY16

	Q1FY16	Q1FY15	Q4FY15
NIM (%)	6.9	7.3	7.4
Spread (%)	6.7	6.7	6.8
Cost to Income (%)	40.5	45.5	36.4
Cost of Fund (%)	10.5	11.6	10.6
Yield (%)	17.2	18.3	17.5
CRAR (%)	17.7	16.3	18.0



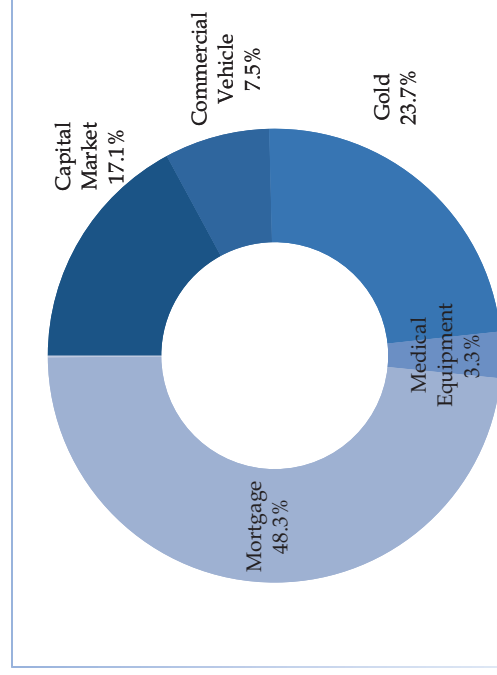
NBFC Performance Highlights

Quarter ended June 2015

Overall loan book

- Aggregate loan book stood at ₹ 14,679 Cr, up 18% y-o-y
- Gold loan share in the loan book at 24%, down 15% y-o-y, as a result of strategic portfolio rebalancing
- Mortgage loans at ₹ 7,092 Cr, up 23% y-o-y and commercial vehicle loans at ₹1,101 Cr, up 90% y-o-y
- Thrust for growth is on home loans through HFC subsidiary (refer next slide)

Loan book composition - Q1FY16



Financial Assets (₹ Cr) - Q1FY16

A	Loan Book	14,679.1
B	Securitized / assigned portfolio	1,336.2
C	Other Financial Assets	3,289.6
D	AUM (A+B)	16,015.3
E	Total Financial Assets (A+C)	17,968.7



India Infoline Housing Finance (HFC subsidiary)

Quarter ended June 2015

- Loan book at ₹2,839 Cr, up 44% q-o-q and 154% y-o-y
- Income for the quarter at ₹93.8 Cr, up 94% y-o-y
- Profit after tax at ₹12.5 Cr, up 12% y-o-y
- Capital Adequacy Ratio at 20.5%
- Return on Asset (annualised) : 2.0%

₹ Cr	Q1FY16	Q1FY15	Y-o-Y	Q4FY15	Q-o-Q
Total interest income	82.7	44.4	86%	63.2	31%
Interest expense	52.0	23.6	121%	36.1	44%
Net Interest Income	30.7	20.8	48%	27.1	13%
Other income	11.1	4.1	175%	10.5	6%
Operating expense	16.3	4.0	303%	12.0	36%
Loan losses & Provision	6.3	3.1	104%	2.4	159%
Profit before tax	19.2	17.7	9%	23.2	(17)%
Profit after tax	12.5	11.2	12%	15.4	(19)%

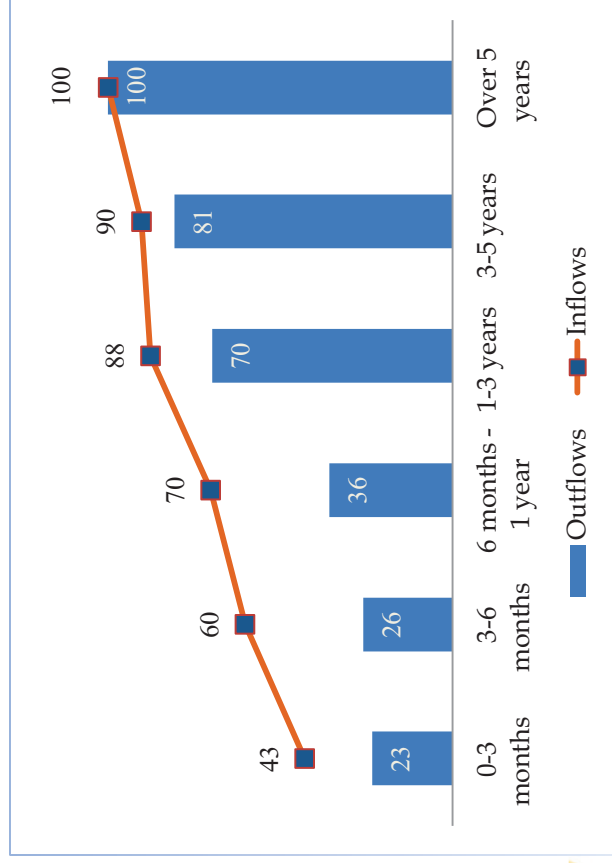




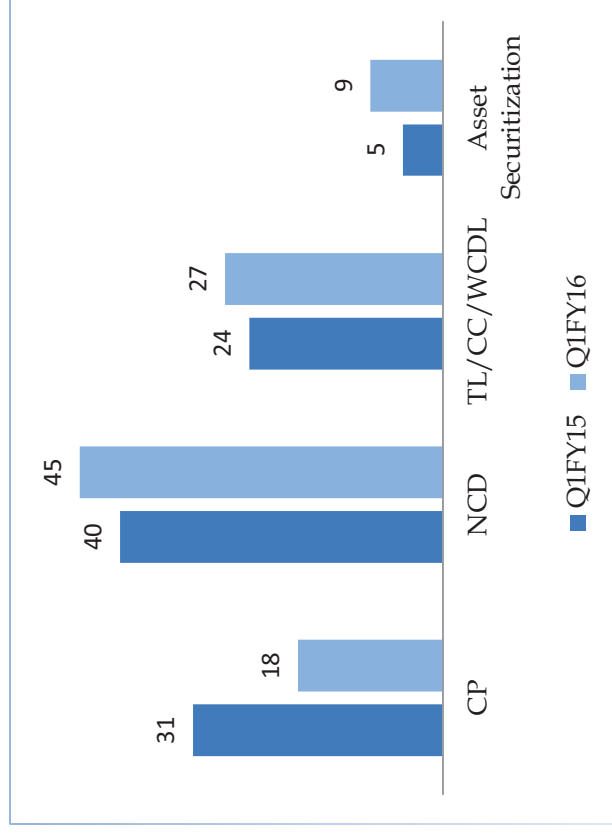
Asset liability profile for NBFC*

- A Board level Asset Liability Committee meets periodically to review asset liability management (ALM)
- During the quarter, assets and liabilities are optimally matched and are within the prudential norms
- Borrowing sources are a diversified mix including banks, mutual funds, insurance companies and public

ALM (%)



Borrowing profile (%)





India Infoline Finance – Consolidated Performance

Quarter ended June 2015

Quarter ended June 2015					
₹ Cr	Q1FY16	Q1FY15	Y-o-Y	Q4FY15	Q-o-Q
Loan book	14,679.1	12,438.8	18%	14,668.0	0%
Securitized assets	1,336.2	572.3	133%	1,507.7	(11)%
Assets under management	16,015.3	13,011.2	23%	16,175.7	(1)%
Total interest income	633.2	524.3	21%	636.0	0%
Interest expense	386.5	316.5	22%	369.7	5%
Net Interest Income	246.7	207.8	19%	266.3	(7)%
Other income	68.8	33.4	106%	60.3	14%
Operating expense	177.5	123.0	44%	162.7	9%
Loan losses & Provision	25.5	16.9	50%	41.3	(38)%
Profit before tax	112.5	101.3	11%	122.6	(8)%
Profit after tax	73.2	68.2	7%	80.2	(9)%

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

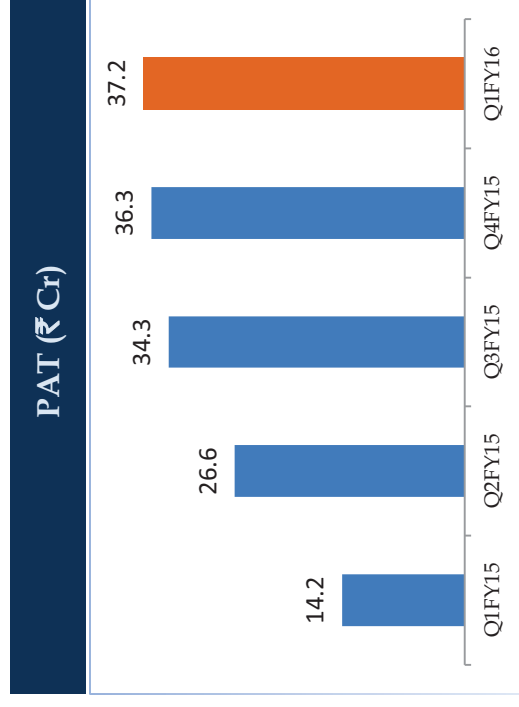




Wealth Management – Key Highlights

Quarter ended June 2015 – Income up 45% y-o-y, Net profit up 162%, y-o-y

- PAT at ₹37.2 Cr, up 162% y-o-y; Income at ₹ 105.8 Cr, up 45% y-o-y
- IIFL Wealth has ₹755 billion 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 Domestic Private Bank in India - Overall by Asiamoney Private Banking Poll, 2015
 - Best Domestic Private Bank in India >\$25 million by Asiamoney Private Banking Poll, 2015





IIFL Wealth – Consolidated Results

Quarter ended June 2015

	Quarter ended June 2015				
	Q1FY16	Q1FY15	Y-o-Y	Q4FY15	Q-o-Q
₹ Cr					
Income from operations	102.1	72.1	42%	155.8	(34)%
Other income	3.7	1.0	282%	1.6	135%
Total Income	105.8	73.1	45%	157.4	(33)%
Employee cost	27.3	27.2	0%	40.2	(32)%
Admin expenses and other expenses	17.4	25.2	(31)%	60.8	(71)%
EBITDA	61.1	20.7	194%	56.4	8%
Interest	5.9	0.5	1133%	3.4	76%
Depreciation and amortization	0.7	0.2	203%	0.5	40%
Profit / (Loss) before tax	54.5	20.0	172%	52.5	4%
Provision for taxation	17.3	5.8	198%	16.2	7%
Profit/(Loss) after tax	37.2	14.2	162%	36.3	3%

I: IIFL Group Performance review

II: Business review

NBFC operations

Wealth management operations

Capital market & other activities

Annexure I: Corporate overview

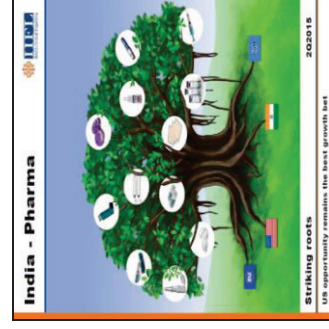
Annexure II: Industry update



Capital Market – Potential for growth

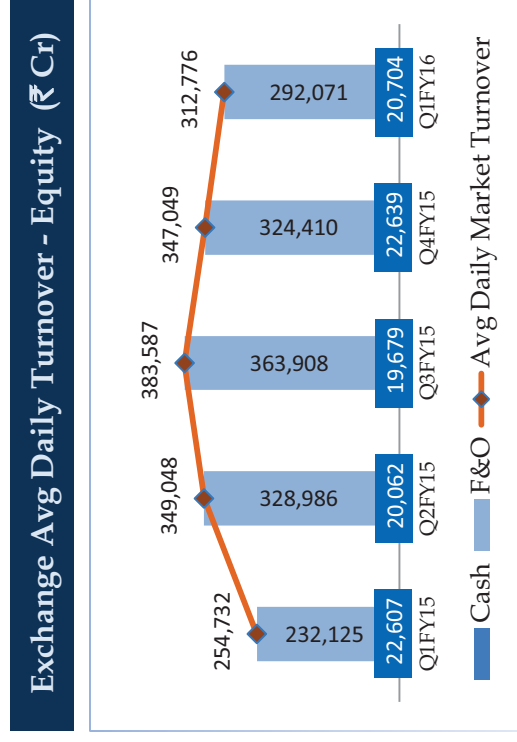
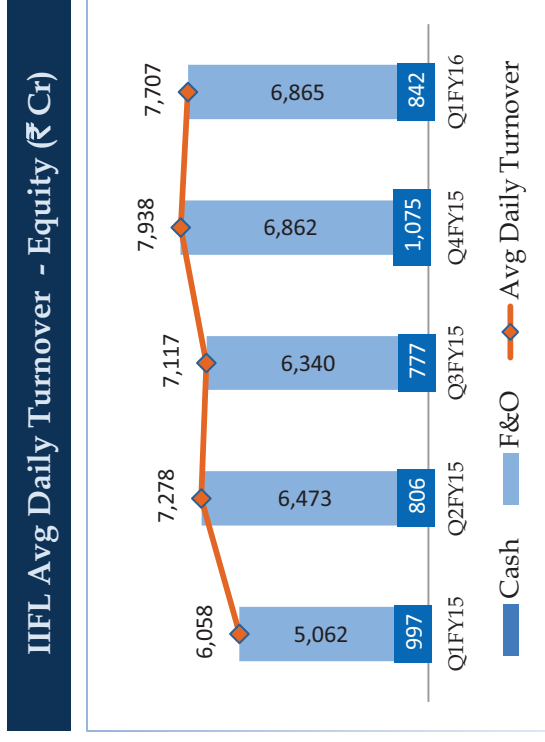
Quarter ended June 2015

- Income for the quarter was ₹106.0 Cr, down 1% y-o-y
- Average daily equity turnover for the quarter was at ₹ 7,707 Cr, up 27% y-o-y
- Average daily commodity turnover was at ₹566 Cr
- Average daily currency turnover was at ₹4,664 Cr
- IIFL Markets, a proprietary mobile trading platform, has received overwhelming response
- IIFL Research produced the sixth addition of sizing up India and China (INCH) report, which is widely acclaimed by investors



A comprehensive comparison of two major Asian economies

The report shows that US opportunity remains the best growth bet for Indian pharma companies





Investment Banking – deal pipeline is healthy

Quarter ended June 2015

₹ 945 Cr
(April 2015)

Glenmark
Pharmaceuticals



glenmark
A new way for a new world

Preferential Placement



Sole Advisor

₹ 400 Cr
(Jun 2015)

Manpasand Beverages




Initial Public Offering



Book Running
Lead Manager


₹ 107.5 Cr
(Jun 2015)

Talwalkars Better Value



Talwalkars
SPONSORING FINANCIAL

Qualified Institutions
Placement



Book Running
Lead Manager

- During the quarter, IIFL added 13 new institutional clients and 159 clients were active
- IIFL did a few large placements in mid-cap companies like



PI Industries Ltd

₹364 Cr
(4% of equity)



ZEE TV

₹770 Cr
(3% of equity)



MCX
METAL & ENERGY
Trade with Trust

₹84 Cr
(1% of equity)



DCB BANK

₹65 Cr
(2% of equity)

I: IIFL Group Performance review

II: Business review

NBFC operations

Wealth management operations

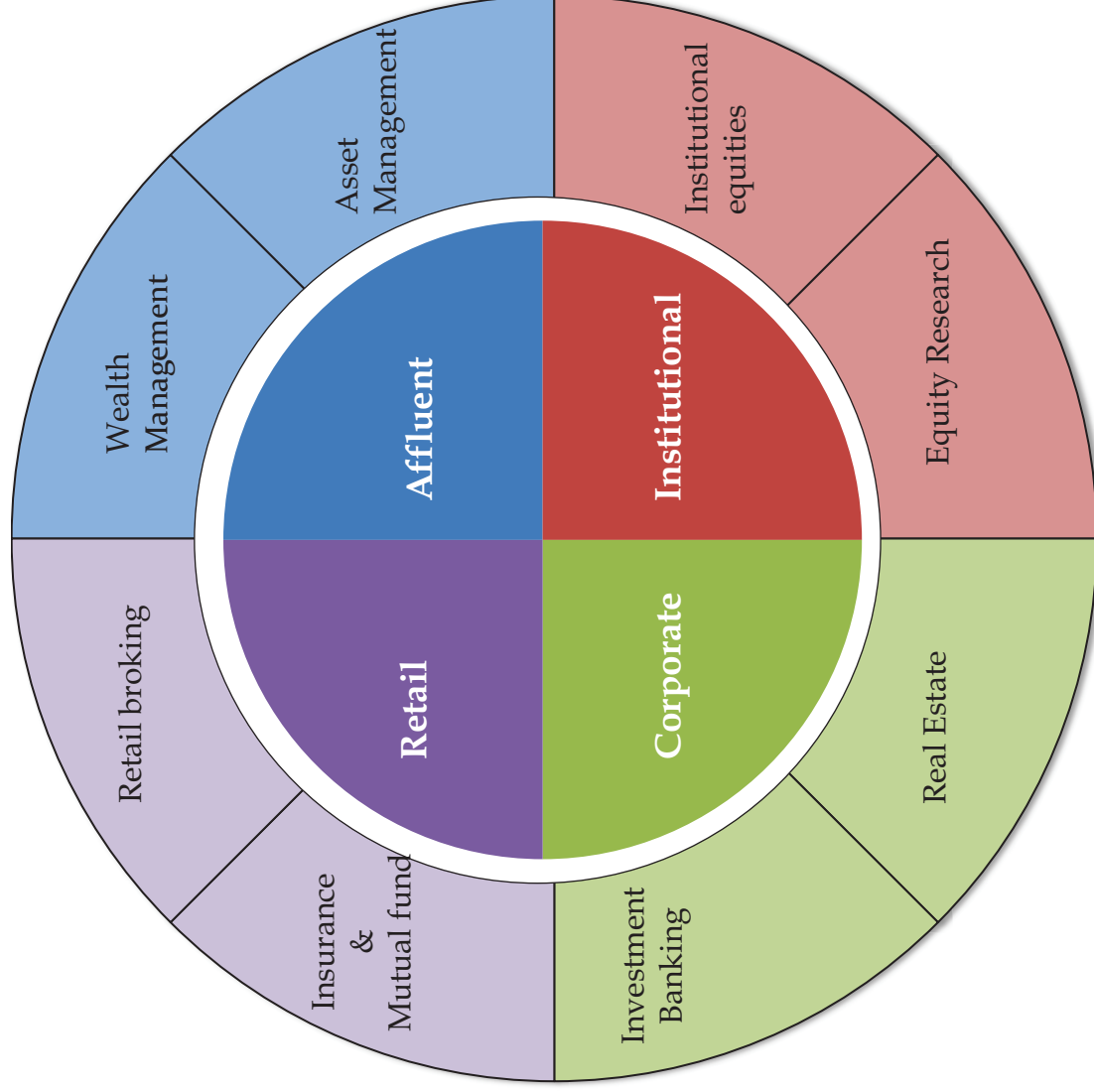
Capital market & other activities

Annexure I: Corporate overview

Annexure II: Industry update



Our service offerings are across customer segments!





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

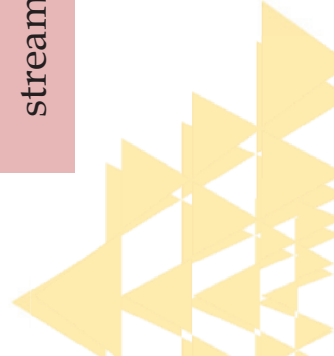
Customer Strategy

- 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

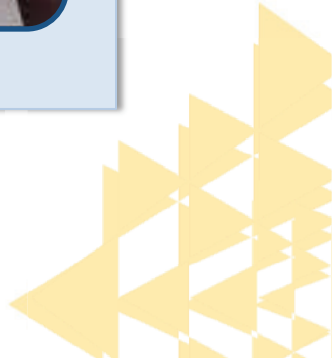
- Attract exceptionally talented and driven people
- Ensure conducive meritorious environment
- Liberal ownership-sharing





IIFL Group's Advisory Board comprises stalwarts to provide independent and informed perspective and oversight

 <p>Ashok Jha IAS (Retd), Former Finance Secretary, Government of India</p>	 <p>Keki Dadiseth Former Chairman of Hindustan Unilever Limited & former Director Unilever Plc.</p>
 <p>Keki Mistry Vice Chairman and Chief Executive Officer of HDFC</p>	 <p>S Sundaresan An eminent Corporate Lawyer, Partner, M/s J Sagar Associates</p>
 <p>Sat Pal Khattar Singapore based eminent Lawyer and Investor</p>	 <p>S Venkatachalam Non Executive Chairman Oracle Financial Services and Director on Central Board of SBI</p>





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 Kharagpur
- 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

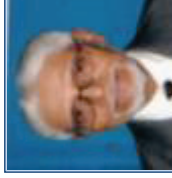
- MBA from University of Toronto
- MD of Hamblin Watsa, subsidiary of Fairfax



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 Group’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
Institutional Equities	H. Nemkumar	Compliance	R. Mohan
Wealth Management	Karan Bhagat	Finance	Parag Shah* / Amit Mehendale^
Offshore Asset Management	Amit Shah	Internal Audit & Risk	Narendra Jain
Investment Banking	Nipun Goel	Human Resources	Pallab Mukherji
Financing	Rajashree Nambiar	Technology	Sushil Tolani
Housing Finance	Monu Ratra	Marketing	Arun Malkani
PMS & Retail Broking	Prasanth Prabhakaran	Treasury	B.S Amarnath
Realty Services	Balaji Raghavan	Research	Prabodh Agarwal

* CFO – IIFL Holdings, ^CFO – India Infoline Finance Ltd

IIFL enjoys competitive advantage because of its management depth and distribution reach



Governance & managerial depth

- All businesses headed by qualified professionals with years of relevant experience
- Organization wide culture of compliance and audit

Distribution reach

- 2,500 business locations across 850+ cities and towns in India, global footprint in major financial centers
- Customer base of 2.9+ million and growing

Cutting edge proprietary technology

- In-house team has developed key applications for all businesses
- Prudent mix of in-house and outsourced products and services

Diversified and de-risked model

- Multiple revenue stream from diversified businesses, good mix of fee and funding income
- Caters to all customer segments from retail to affluent, corporate and institutional clients



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




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



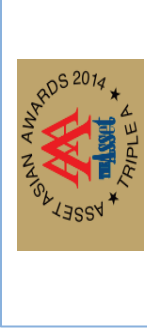
India's Most Promising Brand - 2014 in Integrated Financial Services



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 Domestic Private Bank - Overall by Asiamoney Private Banking Poll, 2015



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

CSR Focus Areas

- Education
- Health
- Economic Empowerment of Women
- Sustainable Livelihood



Support for infrastructure development at IIM Ahmedabad



Mukteshwar Marathon to support rural schools in Himalayas
Winner of Institutional Participation Award



Cycle Distribution: In Khadaki Pada, the school drop out rate is very high and kids have to travel 5 kms to study between class 5 - 7 and about 7 kms to study beyond class 7. IIFL distributed 45 cycles to all the kids from kalamvihira.



Tree plantation drive in Jawhar

J&K Relief: IIFL is supporting re-construction of schools ravaged due to floods in J&K and building of pediatric ward in hospitals in Srinagar.



Building of Check Dams: Two Check Dams were built in Umbervaingan and Sadakpada in Jawhar under IIFL Village Adoption and Holistic Development Project.

I: IIFL Group Performance review

II: Business review

NBFC operations

Wealth management operations

Capital market & other activities

Annexure I: Corporate overview

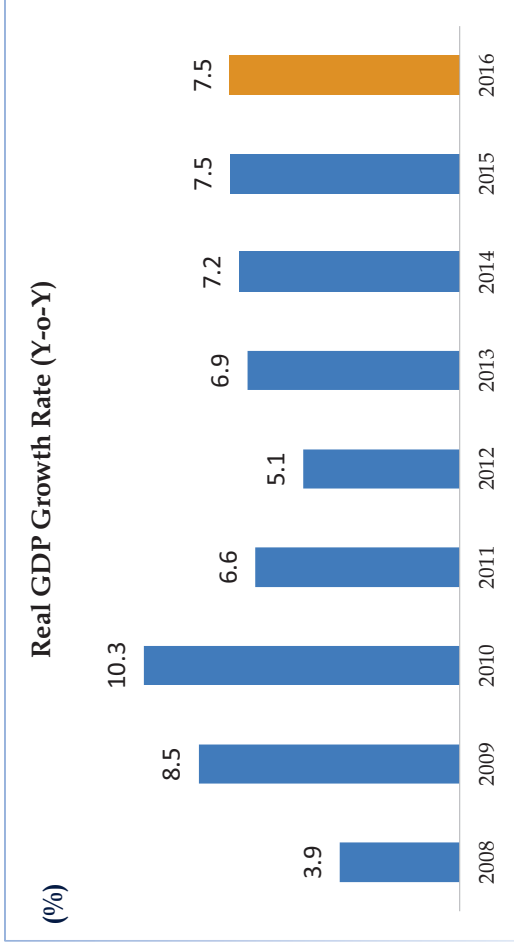
Annexure II: Industry update



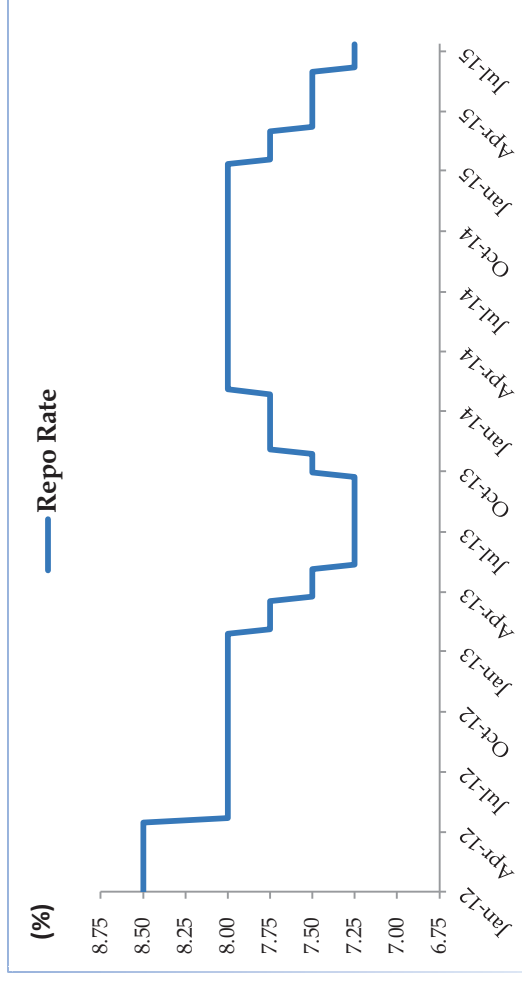
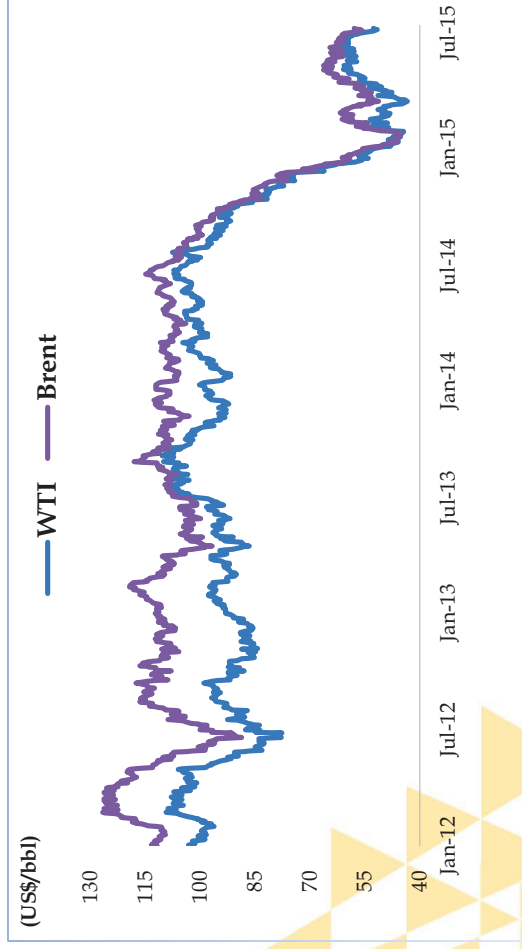
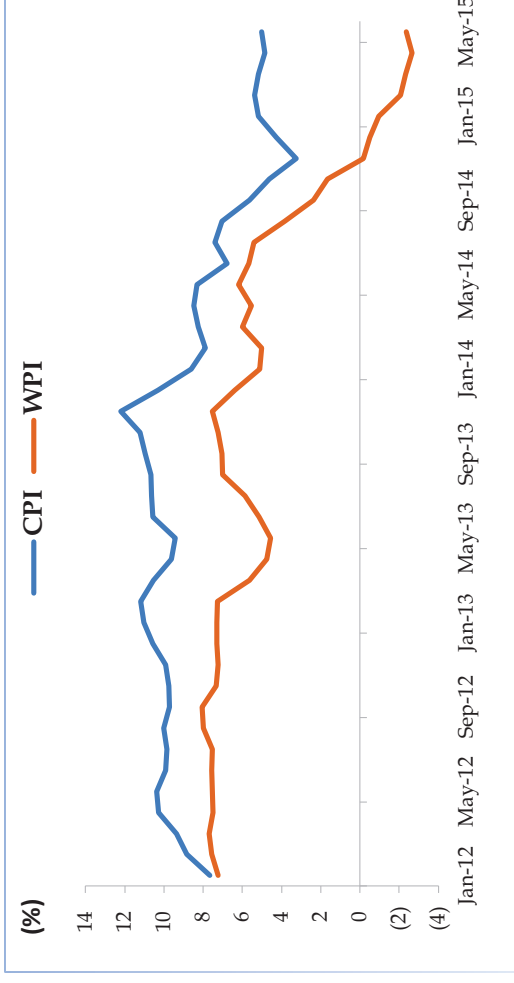
Macro-economic environment



➤ Inflation and policy rates on a decline



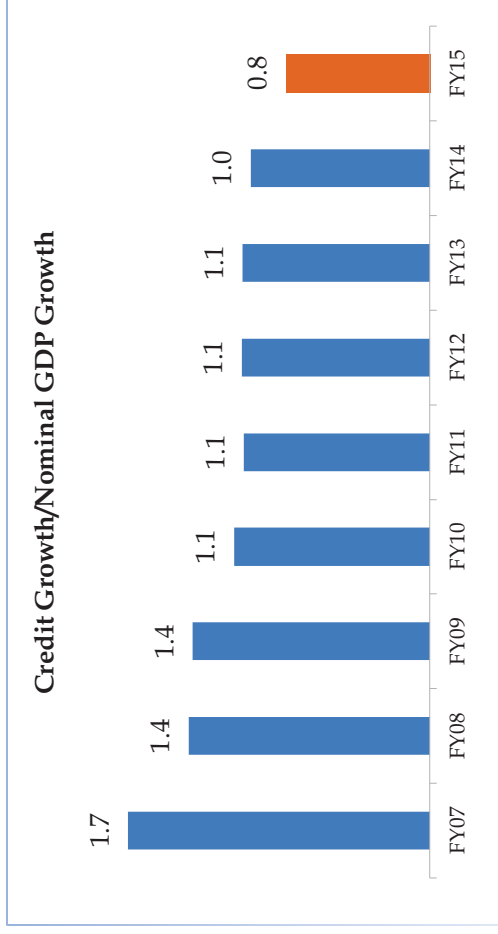
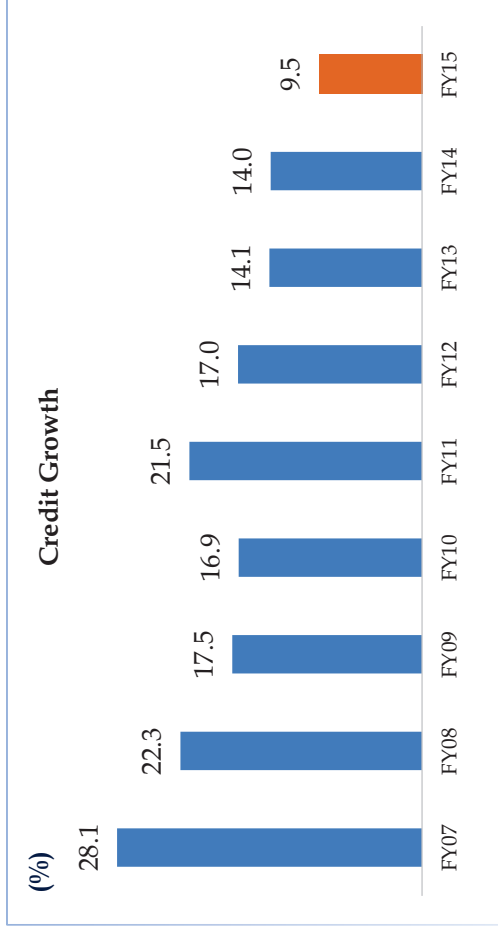
*Data based on IMF estimates. Source – IIFL Research, IMF



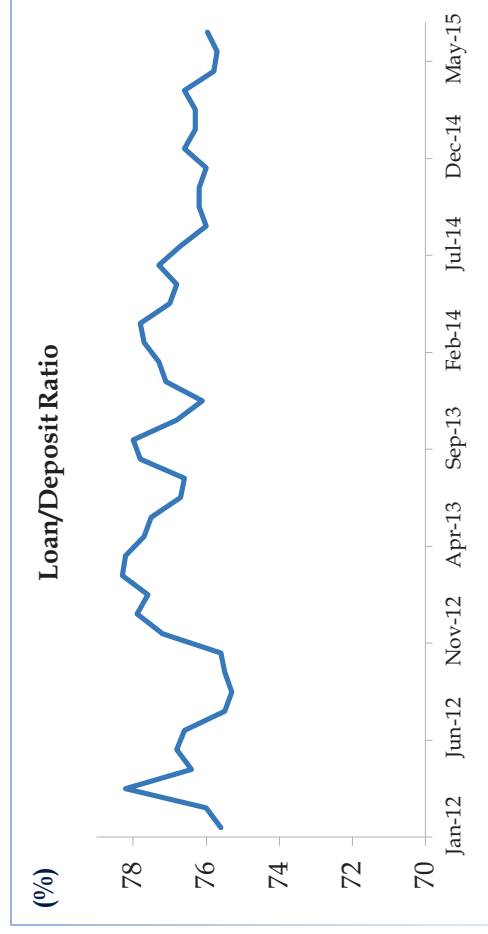
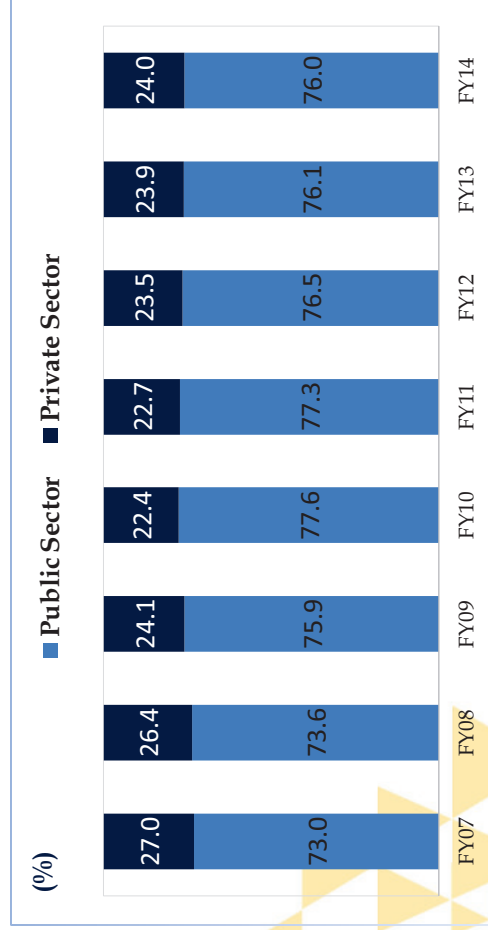
Credit and Finance



➤ Credit offtake has slowed



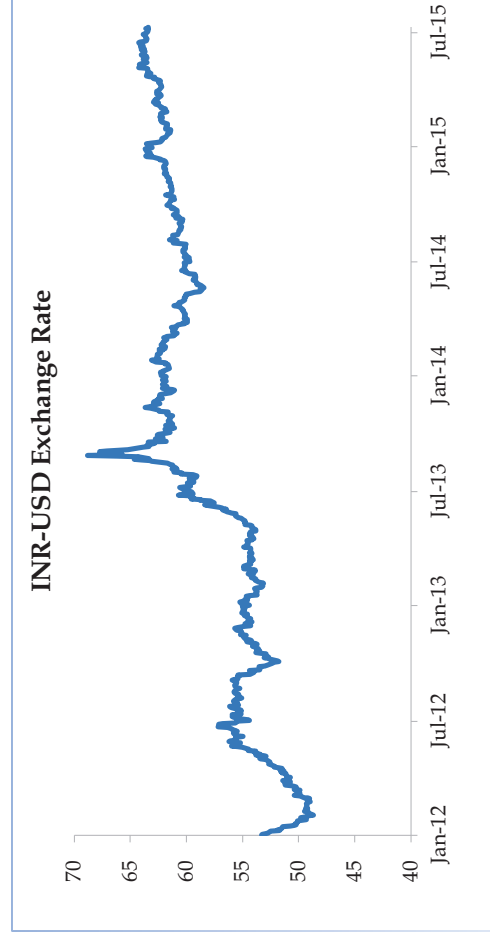
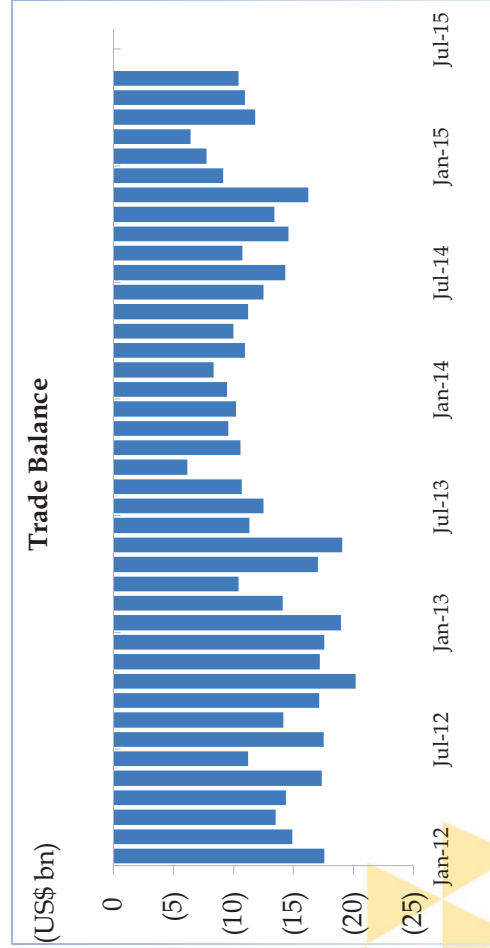
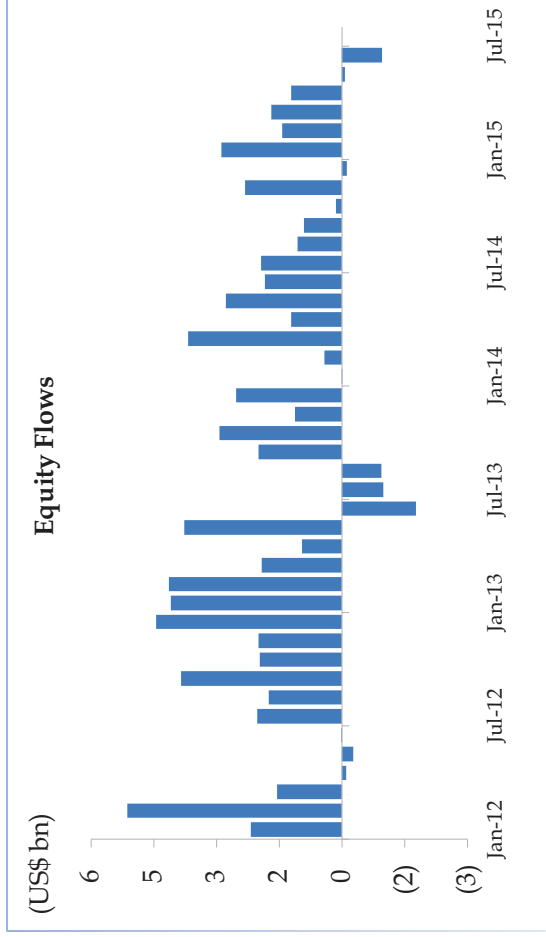
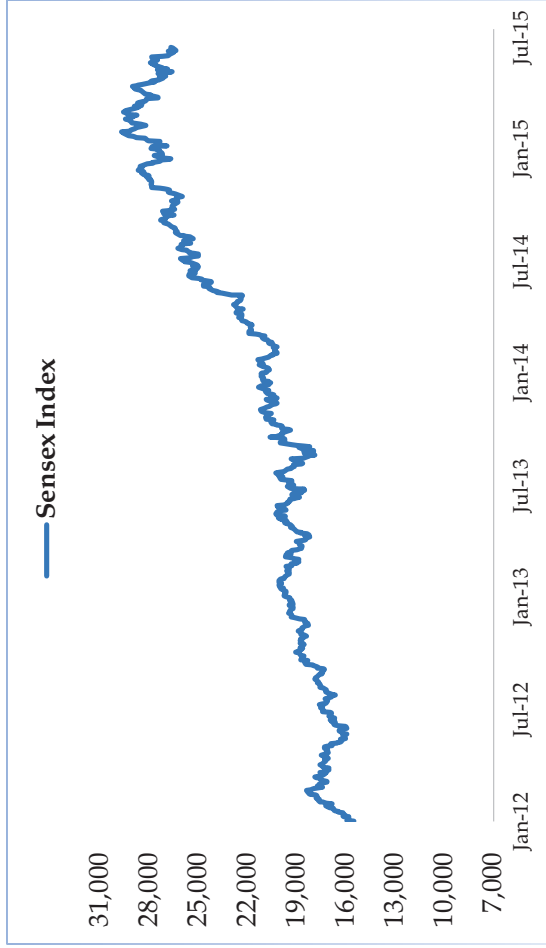
Source: CSO, IIFL Research



Markets



➤ Long term trend for equities positive





Thank you

Published in July 2015 © IIFL Holdings Ltd 2015-16.

IIFL Holdings Ltd. All rights reserved. Regd. Off: IIFL House, Sun Infotech Park, Road No. 16V, Plot No.B-23, Thane Industrial Area, Wagle Estate, Thane - 400604.
Tel.: +(91 22)4007 7000 Fax: 2685 0451.

This report is for information purposes only and does not constitute to be any investment, legal or taxation advice. It is not intended as an offer or solicitation for the purchase and sale of any financial instrument. Any action taken by you on the basis of the information contained herein is your responsibility alone and IIFL Holdings Ltd (hereinafter referred as IHL) and its subsidiaries or its employees or directors, associates will not be liable in any manner for the consequences of such action taken by you. We have exercised due diligence in checking the correctness and authenticity of the information contained herein, but do not represent that it is accurate or complete. IHL or any of its subsidiaries or associates or employees shall not be in any way responsible for any loss or damage that may arise to any person from any inadvertent error in the information contained in this publication. The recipients of this report should rely on their own investigations. IHL and/or its subsidiaries and/or directors, employees or associates may have interests or positions, financial or otherwise in the securities mentioned in this report.

