

October 26, 2016

The Manager,	The Manager,
Listing Department,	Listing Department,
BSE Limited,	The National Stock Exchange of India Ltd.,
Phiroze Jeejeebhoy Tower,	Exchange Plaza, 5 Floor, Plot C/1, G Block,
Dalal Street,	Bandra - Kurla Complex,
Mumbai 400 001.	Bandra (E), Mumbai 400 051.
Tel No.: 22721233	Tel No.: 2659 8235
Fax No.: 22723719/ 22723121/ 22722037/	Fax No.: 26598237/ 26598238
22722041/ 22722061	NSE Symbol; IIFL
BSE Scrip Code: 532636	

Dear Sir,

Sub: Press Release and presentation on Unaudited Financial Results

We enclose herewith the press release and presentation on the Unaudited Financial Results of the Company for the quarter and half year ended on September 30, 2016.

- 1. Press Release issued by the Company on the Financial Results Annexure 1.
- 2. Presentation on Financial Results- Annexure 2.

Thanking you,

Yours faithfully,

For IIFL Holdings Limited

Gajendra Thakur Company Secretary & Compliance Officer Email Id: gajendra.thakur@indiainfoline.com



IIFL Holdings Limited (Formerly "India Infoline Limited") CIN No.: L74999MH1995PLC093797

Corporate Office – IIFL Centre, Kamala City, Senapati Bapat Marg, Lower Parel, Mumbai – 400013 Tel: (91-22) 4249 9000 .Fax: (91-22) 40609049 Regd. Office – IIFL House, Sun Infotech Park, Road No. 16V, Plot No. B-23, MIDC, Thane Industrial Area, Wagle Estate, Thane – 400604 Tel: (91-22) 25806650. Fax: (91-22) 25806654 E-mail: mail@indiainfoline.com Website: www.indiainfoline.com



IIFL Holdings Limited

Press Release For immediate publication

Mumbai, India October 26, 2016

IIFL Consolidated¹ Q2FY17 Net Profit at ₹207 Cr, up 39% y-o-y; Income at ₹667 Cr, up 16% y-o-y; ROE at 20.9%

- For the quarter year ended September 30, 2016 (Q2FY17), the consolidated income stood at ₹667 Cr, up 16% year-on-year (y-o-y) and Net Profit was ₹207 Cr, up 39% y-o-y. ROE on a consolidated basis stood at 20.9%.
- For the half year ended September 30, 2016 (H1FY17), the consolidated income stood at ₹1,243 Cr, up 15% y-0-y and Net Profit at ₹365 Cr, up 37% y-0-y.
- Loan assets under management in NBFC operations were at ₹20,474 Cr, up 22% y-o-y.
- Total wealth assets grew 29% y-o-y to ₹100,396 Cr.

₹ Crores	Quarter ended Sep 30, 2016	Quarter ended Sep 30, 2015	Ү-О-Ү	Quarter ended Jun 30, 2016	Q-O-Q
Income	666.8	574.0	16%	576.6	16%
Profit Before Tax	297.4	216.3	37%	234.6	27%
Net Profit	207.2	148.7	39%	158.2	31%

Summary: Consolidated – Q2FY17

Summary: Consolidated – H1FY17

₹ Crores	Half year ended Sep 30, 2016	Half year ended Sep 30, 2015	Ү-О-Ү	Financial Year ended Mar 31, 2016
Income	1,243.4	1,077.5	15%	2,282.3
Profit Before Tax	532.0	404.0	32%	842.3
Net Profit	365.4	267.6	37%	554.5

¹ Note - Income is net of interest expense. Net profit is pre-minority. ROE is annualized.



Mr Nirmal Jain, Chairman, IIFL Holdings Ltd., commented on the financial results, "We are pleased to report an all round healthy profit growth in core businesses, with return on equity close to 21%. Retail lending, the dominant business continues to witness robust growth and strategic focus is on progressive digital delivery of loans. Wealth management and Capital market businesses are on long term growth trajectory and focus is customer centricity."

NBFC operations

Q2FY17 PAT was ₹102 Cr, up 25% y-o-y, while total income was ₹333 Cr, up 19% y-o-y. NBFC's ROE² for Q2FY17 stood at 18.6% and ROA was 2.0%. NIM has improved to 6.3% at the back of stable portfolio mix and decline in funding costs. The cost of fund has fallen to 9.6% in Q2FY17 from 10.0% in Q1FY17. The rating upgrade to CRISIL AA/Stable in Q2FY17 will lead to a further decline in funding costs.

Loan assets under management (AUM), predominantly retail, showed a steady increase of 22% y-o-y to ₹20,474 Cr. This growth was driven by increase in low risk retail mortgage loans, which stood at ₹10,337 Cr, up 65% y-o-y and constitutes a dominant 51% of total loan AUM as at Q2FY17. Commercial vehicle finance AUM grew to ₹2,678 Cr, up 57% y-o-y on the back of sustained growth in the heavy commercial vehicle (HCV) segment. On the other hand, there was a decline in large mortgages, which form 9% of the loan AUM in Q2FY17 as against 14% in Q2FY16. Home loans along with commercial vehicle finance and small ticket SME financing will be key growth drivers for the business.

Asset quality: Gross NPAs and Net NPA ratios have fallen to 1.87% and 0.83% respectively as on September 30, 2016 versus 1.97% and 0.91% in the previous quarter. Against gross NPA of ₹345 Cr, specific provisions stand at ₹192 Cr. Besides this, provision of ₹78 Cr has been made for standard assets as per statutory requirements. Total provision coverage (including standard asset provision) stands at 78% of Gross NPAs.

Capital adequacy: Total CAR of 22.7% including Tier I capital of 19.7%.

² Figures are annualized.



Wealth operations

IIFL Wealth is one of the fastest growing wealth management companies in India offering advisory, wealth structuring solutions, asset management and distribution services. Total assets under management, distribution and advice witnessed 29% y-o-y growth to reach ₹100,396 Cr in Q2FY17 with PAT at ₹57 Cr, up 39% y-o-y.

IIFL Wealth Finance, a wholly-owned NBFC subsidiary of IIFL Wealth, commenced operations in Q4FY16. IIFL Wealth Finance is focused entirely on lending capital market related loans to HNI clients. The loan book grew from ₹1,465 Cr in Q1FY17 to ₹2,240 Cr in Q2FY17.

Capital market activities

During the quarter, the equity markets remained range bound with an upward bias. The average daily equity market turnover for the business was ₹9,023 Cr, up 29% y-o-y. During the same period, the exchanges' average daily equity market turnover was up 26% y-o-y.

'IIFL Markets' stock trading continues to be the highest rated on Android and IOS amongst peers. Since February 2015, the app has seen over 700,000 downloads and over 17,000 users on Google Play Store have accorded it a rating of 4.4 out of 5, best amongst the peer group.

During the quarter, the investment banking team gained further traction with the closure of 10 transactions across Equity Capital Markets, Debt Capital Markets and Advisory Transactions. This comprised 3 IPOs, 1QIP, 2 advisory and 4 debt placement transactions. Overall, IIFL has completed 18 investment banking transactions (including 7 IPOs) and ranks #2 in terms of number of IPOs completed and amount raised over the first nine months of calendar year 2016.

Demerger of 5Paisa Digital Undertaking from IIFL Holdings Ltd (IIFL)

5paisa has been incubated as a distinct brand catering to the new emerging DIY (Do-ityourself) customer segment that prefers least cost for various financial products. The service providers in DIY segment operate with cutting-edge technology with minimal physical infrastructure and manpower. Furthermore, such organizations require a different structure and culture. 5paisa Capital Ltd, currently wholly owned subsidiary of IIFL is capitalised with ₹100 Cr, to meet funds requirement for technology and customer acquisition to get to a viable scale.



The Board of Directors of IIFL had decided in its meeting held on September 30, 2016 to demerge and approved a draft Scheme of Arrangement under Section 391-394 of the Companies Act, 1956 ("the Scheme") between IIFL and 5paisa Capital Ltd and their respective shareholders to demerge 5paisa digital undertaking of IIFL into 5paisa Capital Ltd. As per the proposed Scheme the shareholders of IIFL will get 1 (One) equity share of ₹10 each fully paid up of 5Paisa capital Ltd for every 25 (Twenty Five) equity shares of IIFL held by the shareholders. The Scheme would be effective upon receipt of all requisite approvals including from shareholders, creditors, NSE, BSE, SEBI, Honourable High Court and filing of the certified copies of the order with the Registrar of Companies of the respective companies. The draft of the scheme is available on the <u>www.indiainfoline.com</u> and NSE, BSE websites.

Update on investment by CDC Group plc in IIFL Finance and appointment of CDC nominee director

During the quarter, CDC Group completed its investment of ₹1,005 crores in our whollyowned NBFC subsidiary, India Infoline Finance Ltd i.e., IIFL Finance. Pursuant to this, CDC shall hold a stake of 15.45% of the total outstanding equity share capital of IIFL Finance on a Fully Diluted Basis.

Further, the Board of Directors of IIFL Finance appointed Mr. N. Srinivasan, a nominee of CDC, as a Non-Executive Director of IIFL Finance. Mr. Srinivasan serves as the Head of South Asia at CDC Group based in Bangalore. He is responsible for overseeing and advising CDC on its investments in the region focussing on Direct Equity investments and Debt/Structured Finance.



Awards and Accolades received during the quarter:



- 'Best Technological Innovation' Award in capital markets space at the Zee Business Market Excellence Awards 2016 for IIFL Markets mobile application.
- IIFL Markets was the recipient of Drivers of Digital Awards 2016 Special Mention by Jury Award in Financial Services/Banking category
- Gold Loan Digital Transformation was chosen as the Best Top 20 Project in 5th BFSI Innovation and Technology Summit – 2016
- Gold Loan Digital Transformation was also awarded with Digital Innovation Champion Award at CIO Crown 2016 organised by Sify Technologies
- IIFL Wealth bagged Best Private Bank, India by The Asset Triple A Digital Enterprise
- Prayesh Jain of IIFL Wealth Management won 'Best Auto Analyst' Award at Zee Business Market Excellence Awards 2016.
- Bhavesh Gandhi of IIFL Wealth Management won 'Best Pharma Analyst' Award at Zee Business Market Excellence Awards 2016.
- Dr Sarika Kulkarni won the 'CSR Leadership Award' at National CSR Leadership Congress & Awards



Corporate Social Responsibility - Activities undertaken during Q2FY17:





Women Empowerment Programme

Activities in Rajasthan

- 100 schools started in tribal blocks of Railmagra and Kumbhalgarh in Rajsamand District of Rajasthan for out of school girls.
- The schools have been started in far flung areas with very limited opportunities. The female literacy rate in these areas is dismal and many girls continue to be out of school.
- This initiative would not only make over 3,000 girls literate but importantly connect many of them to schools and formal learning system.

IIFL Group has adopted 32 tribal locations in three villages (Walvanda, Shiroshi and Kasatwadi) of Jawhar Taluka in Palghar district, Maharashtra under IIFL's flagship programme 'Gram Vardhan Yojana'.

Activities in Jawhar

- Water conservation and Sustainable livelihood 16 check dams built by IIFL Foundation in May are full of water bringing over 3,500 farmers into full-time agriculture and addressing the drinking water problem of tribal women.
- Vocational Training for Tribal Boys in Jawhar Over 650 boys got trained in vocational skills such as electrician, two wheel and four wheeler repair, welding etc. and got placed in various companies with an average salary of ₹6,000 ₹8,500 per month.



About IIFL

IIFL Holdings Ltd (NSE: IIFL, BSE: 532636) is a leading player 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 Ltd with a consolidated net-worth of ₹4,172 Cr as on September 30, 2016, is headquartered in Mumbai with overseas offices in London, New York, Geneva, Hong Kong, Dubai, Singapore and Mauritius. Started as a research firm in 1995, IIFL is a first generation venture. Today, IIFL is a diversified financial services group offering gamut of services to more than 3.5 million customers across various business segments and is continuously building on its strengths to deliver excellent service to its expanding customer base.

IIFL was recognised as 'India's Most Trusted Financial Service Brand (Non-Bank)' by the Brand Trust Report India Study, 2016. IIFL received 'Best Technological Innovation' Award in capital markets space at the Zee Business Market Excellence Awards 2016 for IIFL Markets Application. IIFL won 'The Best Private Banking Services Overall, India' award at Euromoney Private Banking and Wealth Management Survey, 2016. IIFL Group bagged Best Customer Service in Financial Sector by World Quality Congress - service quality awards in 2015. . IIFL received India's Most Promising Brand 2014 award at WCRC Global India Excellence Summit in London.

This document may contain certain forward looking statements based on management expectations. Actual results may vary significantly from these forward looking statements. This document does not constitute an offer to buy or sell IIFL products, services or securities. The press release, results and presentation for analysts/press for the quarter ended September 30, 2016, are available under the 'Investor Relations' section on our website <u>www.indiainfoline.com</u>.

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

Media Relations IIFL Holdings Ltd Sourav Mishra Mobile: +91 992028-5887 Email: <u>sourav.mishra@iifl.com</u> **Investor Relations IIFL Holdings Ltd** Dhanashri Rane Mobile: +91 88797-75886 Email: <u>ir@iifl.com</u>

Performance Review – Q2FY17

IIFL Holdings Limited

KNOWLEDGE IS THE EDGE

www.indiainfoline.com

October 26, 2016



I: IIFL Group Performance Review

II: Business Review

NBFC Operations

Wealth Management Operations

Capital Market & Other Activities

III: Corporate Overview

IV: Corporate Social Responsibility



IIFL Group - Quarterly Performance Highlights



Quarter ended September 2016

	Income	Net profit	Key Figures	Reach
IIFL Group	₹667 Сг, up 16% y-o-y	₹207 Сг, Up 39% y-0-y	ROE – 20.9% 22% Q2FY16	3.5 millioncustomers300 global funds
NBFC	₹333 Cr, up 19% y-0-y	₹102 Cr, Up 25% y-o-y	Loan AUM ₹20,474 Cr Up 22% y-0-y	978 branches
Wealth	₹190 Cr, Up 33% y-o-y	₹57 Сг, Up 39% y-o-y	Wealth AUM ₹100,396 Cr Up 29% y-0-y	10,000 + families
Capital Market/ Others	₹143 Cr, Down 5% y-o-y	₹48 Cr, Up 83% y-o-y	IIFL Markets App 700,000+ Android downloads	2,250 service locations Global offices in 7 countries

Note – (i) Income is net of interest expense (ii) Net profit is pre-minority (iii) ROE for quarter ended September 30, 2016 is annualised.

IIFL Group Consolidated Results

Quarter/ Half-year ended September 2016

		Qı	arterly Trend		
₹ Cr	Q2FY17	Q2FY16	Y-o-Y	Q1FY17	Q-o-Q
Fund based activities	908.8	645.9	41%	757.7	20%
Financial products distribution	165.2	185.7	(11%)	153.4	8%
Capital market activities	140.2	135.9	3%	115.6	21%
Other income	1.9	2.3	(19%)	3.9	(52%)
Total Income	1,216.1	969.8	25%	1,030.6	18%
Employee cost	79.5	62.3	28%	71.9	11%
Administration and other cost	181.5	176.9	3%	179.1	1%
Operating cost	95.3	101.8	-6%	77.5	23%
EBITDA	859.8	628.8	37%	702.1	22%
Interest costs	549.3	395.7	39%	453.9	21%
Depreciation and amortization	13.1	16.8	(21%)	13.6	-3%
Profit before tax	297.4	216.3	37%	234.6	27%
Provision for taxation	90.2	67.6	33%	76.4	18%
Profit after tax before minority	207.2	148.7	39%	158.2	31%
Minority Interest {includes profit / (loss) of associates}	24.1	8.3	190%	20.6	17%
Profit after tax	183.1	140.4	30%	137.6	33%



Half Yearly Trend

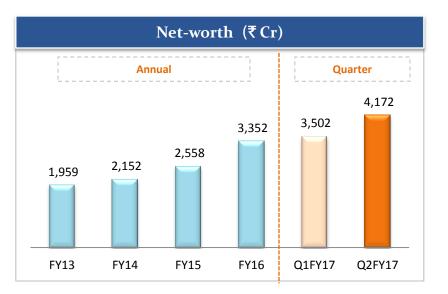
H1FY17	H1FY16	Ү-о-Ү
1,666.5	1,292.2	29%
318.6	309.3	3%
255.8	271.8	(6%)
5.8	4.7	24%
2,246.7	1,878.0	20%
151.4	107.6	41%
360.5	335.8	7%
172.9	197.2	(12%)
1,561.9	1,237.4	26%
1,003.3	800.4	25%
26.6	33.0	(19%)
532.0	404.0	32%
166.6	136.4	22%
365.4	267.6	37%
44.7	19.6	129%
320.7	248.0	29%

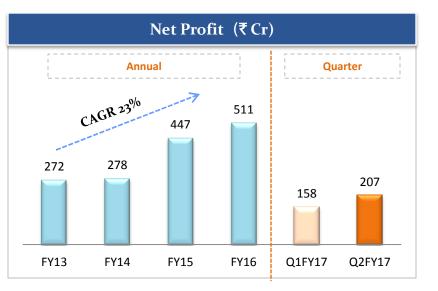
Note - Previous periods figures have been regrouped / rearranged wherever necessary.

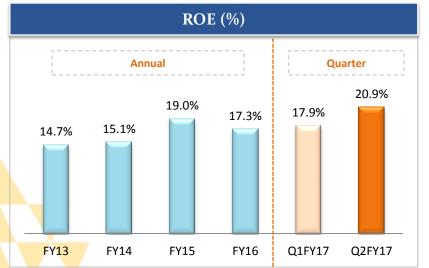
IIFL Group Consolidated Results

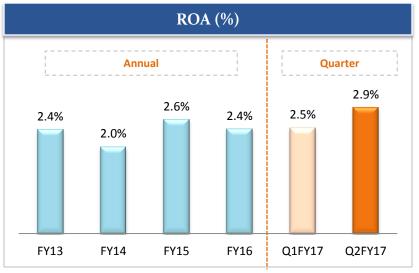


Quarter ended September 2016









Note – Net profit is pre-minority. ROA and ROE for quarter ended September 30, 2016 is annualised.



I: IIFL Group Performance Review

II: Business Review

NBFC Operations

Wealth Management Operations

Capital Market & Other Activities

III: Corporate Overview

IV: Corporate Social Responsibility



India Infoline Finance – Consolidated Results



Quarter ended September 2016

		Qua	arterly Trend			Н	alf Yearly Trend	ł
₹ Cr	Q2FY17	Q2FY16	Y-o-Y	Q1FY17	Q-o-Q	H1FY17	H1FY16	Y-o-Y
Loan book	18,458.9	15,472.4	19%	16,867.4	9%	18,458.9	15,472.4	19%
Securitised assets	2,014.8	1,370.4	47%	1,692.3	19%	2,014.8	1,370.4	47%
Assets under management	20,473.7	16,842.7	22%	18,559.7	10%	20,473.7	16,842.7	22%
Interest income	760.8	618.7	23%	695.1	9%	1,455.9	1,236.9	18%
Less: Interest expense	465.7	380.1	23%	429.4	8%	895.1	766.6	17%
Net Interest income	295.2	238.5	24%	265.6	11%	560.8	470.3	19%
Other income	37.8	41.1	(8%)	24.1	57%	62.0	69.0	(10%)
Total income	333.0	279.6	19%	289.8	15%	622.7	539.3	15%
Less: Operating expense	135.2	127.4	6%	123.8	9%	259.0	249.1	4%
Less: Loan losses & provision	41.6	27.7	50%	29.2	43%	70.8	53.2	33%
Profit before tax	156.2	124.5	25%	136.7	14%	292.9	237.0	24%
Profit after tax	102.0	81.4	25%	89.0	15%	191.0	154.6	24%

Adequately Capitalized and Well Placed for Volume Growth



Quarter ended September 2016



• India is an under penetrated credit market. NBFCs and private sector banks have significant growth opportunities for the next few years, since PSU banks are ceding market share

Well capitalized for next 3 years

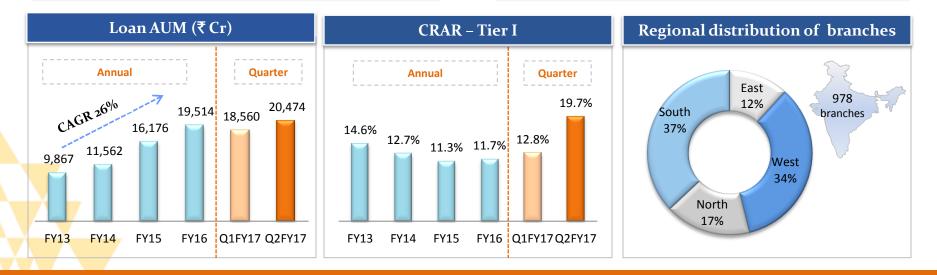
 CDC's ₹1,005 Cr investment in IIFL Finance in Sep 2016 has raised IIFL Finance's Tier-I CAR to 19.7% in Q2FY17 from 12.8% the previous quarter

Strong management team in place

• The management team has been strengthened to capture the growth opportunity especially in digital financing, SME lending and housing loans

Leveraging pan India network of branches

• With a wide network of 978 branches, IIFL Finance is well placed to cater to the retail loan demand across India

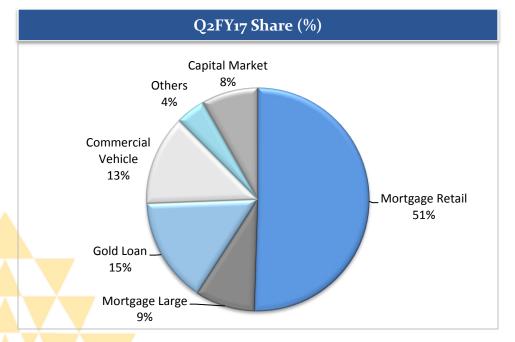


Achieve Volume Growth With Superior Asset Mix



Quarter ended September 2016

- Going ahead, key growth drivers are expected to be home loans, CV loans and small ticket SME loans
- In the last two years, share of loans with relatively higher risk like capital market and construction finance has reduced
- While, the share of low risk retail home loans has increased



Loan AUM (in Cr)	Q2FY17	Q1FY17	Q2FY16
Mortgage Retail	10,337.2	9,122.2	6,269.3
Mortgage Large	1,769.2	2,202.3	2,294.8
Gold Loan	3,128.7	2,954.5	3,025.1
Commercial Vehicle	2,678.3	2,522.9	1,706.5
Capital Market	1,681.0	970.6	2,998.7
Others	879.4	787.2	548.3
Total	20,473.7	18,559.7	16,842.7

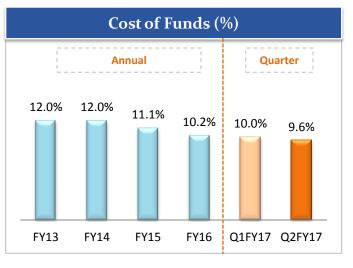
Loan AUM (%)	Q2FY17	Q1FY17	Q2FY16
Mortgage Retail	1 51%	49%	37%
Mortgage Large	4 9%	12%	14%
Gold Loan	↓ 15%	16%	18%
Commercial Vehicle	13%	14%	10%
Capital Market	↓ 8%	5%	18%
Others	1 4%	4%	3%
Total	100%	100%	100%

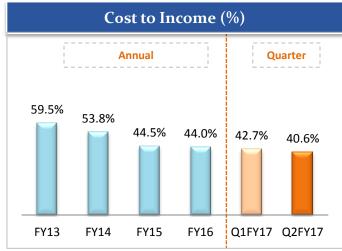
Note - Others include Healthcare equipment, SME finance. Arrows represent year-on-year trend.

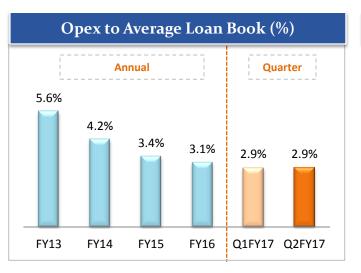
Funding, Operating Costs to Decline; NIM to Sustain at Current Level 🐲 💴

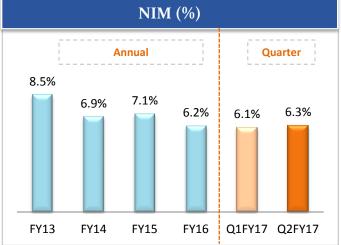
Quarter ended September 2016

- IIFL's recent rating upgrade by CRISIL to help the company bring down its funding costs relative to peers
- Interest rates are expected to fall further due to stable inflation and liquidity in the system. Yields on NCDs falling faster than bank lending rates
- Operating cost incidence fall further with digitization and scale economies . Continue to reinvest in people and technology.
- NIMs expected to stabilize at current levels, combined effect of superior asset mix at lower yield, falling funding costs and large capital infusion







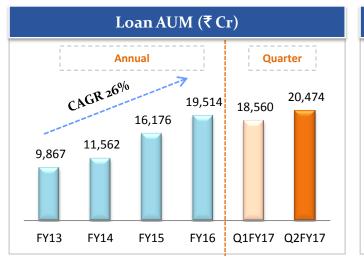


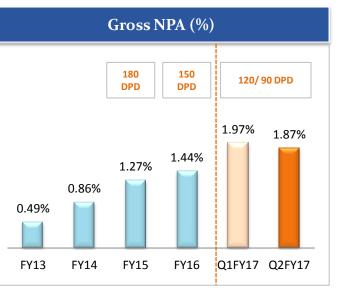
Through Cycles, Maintained Superior Quality of Assets

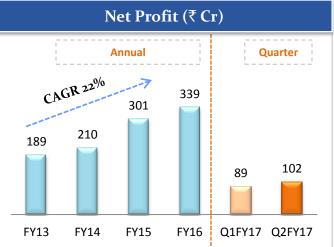


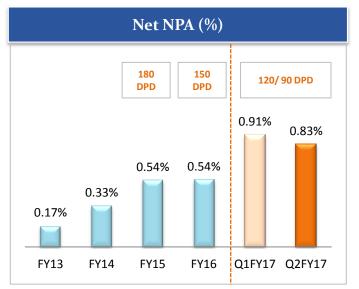
Quarter ended September 2016

- Diversified loan book driving growth in a de-risked manner
- Movement from 150+DPD to 120+DPD NPA recognition norm for NBFC created a temporary rise in NPA ratios
- HFC loans constituting 38% of the loan book are already on 90+ DPD NPA recognition norm
- Total provision coverage (including standard asset provision) stands at 78% of Gross NPAs
- Healthy three-year Net Profit CAGR of 22%







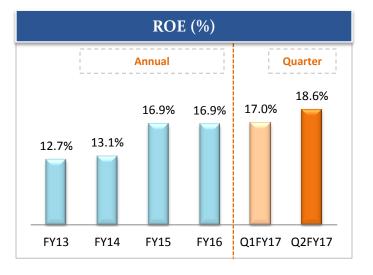


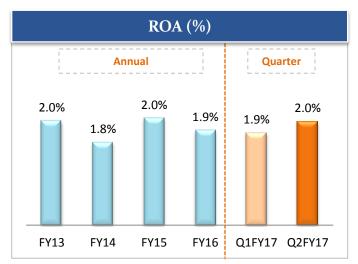
Improving Return Ratios

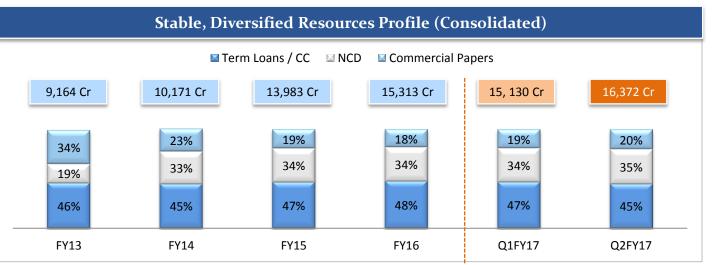


Quarter ended September 2016

- Steadily improving return ratios* with ROE of 18.6% and ROA of 2.0%
- Well diversified borrowing mix including from banks, mutual funds, insurance companies and public
- Dependence on short-term sources of borrowing reduced in line with asset mix
- IIFL Finance has a long-term credit rating by CRISIL
 AA/Stable, [ICRA] AA
 (Stable), CARE AA,
 Brickworks AA+/Stable and a short-term rating by [ICRA]
 A1+







Note - Collateralized Borrowing and Lending Obligation (CBLO) against government securities is excluded in Borrowing profile. *Figures are annualised.



I: IIFL Group Performance Review

II: Business Review

NBFC Operations

Wealth Management Operations

Capital Market & Other Activities

III: Corporate Overview

IV: Corporate Social Responsibility



IIFL Wealth Management - **Consolidated Results** *Quarter ended September* 2016



		Q	uarterly Trend	ł		На	lf Yearly Trend	ł
₹ Cr	Q2FY17	Q1FY16	Y-o-Y	Q1FY17	Q-o-Q	H1FY17	H1FY16	Y-o-Y
Income from operations	249.6	137.9	81%	174.3	43%	424.0	240.0	77%
Other income	5.1	12.3	(59%)	3.2	59%	8.3	16.0	(48%)
Total income	254.7	150.2	70%	177.5	43%	432.3	256.0	69%
Employee cost	64.1	45.5	41%	54.0	19%	118.1	72.8	62%
Administration and other cost	41.2	40.5	2%	36.3	13%	77.6	57.9	34%
EBITDA	149.4	64.2	133%	87.2	71%	236.6	125.3	89%
Interest	64.3	6.9	832%	11.3	469%	75.6	12.9	486%
Depreciation and amortization	1.9	0.8	138%	1.6	19%	3.4	1.5	127%
Profit before tax	83.2	56.5	47%	74.3	12%	157.6	110.9	42%
Provision for taxation	26.0	15.4	69%	21.6	20%	47.7	32.6	46%
Profit after tax	57.2	41.1	39%	52.7	9%	109.9	78.3	40%

Leading Wealth Manager in India



Quarter ended September 2016



FASTEST

Growing Wealth Management Firm in India

US\$ 15 BILLION

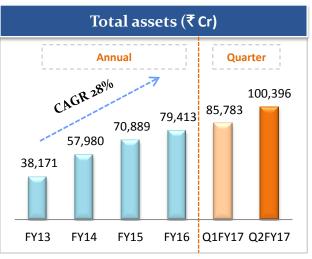
Assets under advice, distribution and custody

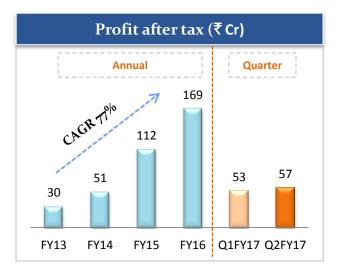
22 OFFICES

Presence across Major Countries and Indian Cities

- IIFL Wealth Management offers advisory, wealth structuring solutions, asset management and distribution services
- Winner of many prestigious awards in 2016:
 - Best Private Bank, India by The Asset Triple A Digital Enterprise Awards
 - Best Independent Wealth Management Team, India by Capital Finance
 International Awards
 - Best Private Banking Services Overall, India by Euromoney Private Banking and Wealth Management Survey
- Focus on increasing the Fee and Trail bearing Assets as a percentage relative to pure Transaction / Brokerage Assets

IIFL Wealth Key Financials





Growth Opportunity



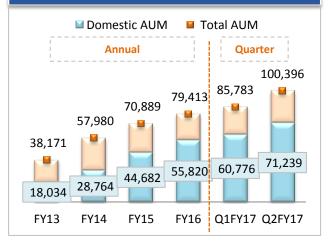
Wealth Management in India

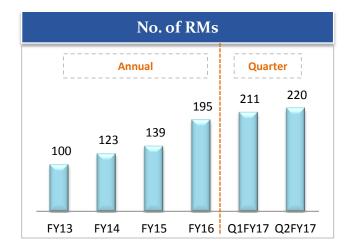
- India's rise in wealth means a corresponding potential for wealth management firms to make a difference
- There are about 137,000 Ultra High Net Worth Households (UHNH) in India with a potential net-worth of US\$ 2 tn
- Total AUM of top 10 wealth management firms put together is less than US\$ 100bn

IIFL Wealth proposition

- IIFL Wealth has positioned itself to participate in a larger share of wallet by offering family office, estate planning and offshore advisory, enabling stronger penetration into this market
- Financing to UHNH large diversified private client portfolios will act as collateral. IIFL Wealth Finance Ltd set up with a net-worth of US\$ 136 mn as at Mar 31, 2016
- IIFL Wealth Finance loan book grew from ₹1,465 Cr in Q1FY17 to ₹2,240 Cr in Q2FY17

Share of domestic assets (₹ Cr)





*UHNH - Ultra High Net Worth Household - NW> US\$ 4 mn. Source: IIFL Research. Currency conversion rate: 1 US\$ = ₹67



I: IIFL Group Performance Review

II: Business Review

NBFC Operations

Wealth Management Operations

Capital Market & Other Activities

III: Corporate Overview

IV: Corporate Social Responsibility



Quarterly Trend - Capital Markets



Quarter ended September 2016

IIL's total average daily total turnover was at ₹9,023 Cr

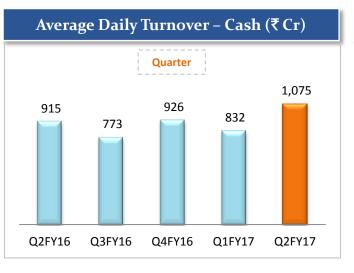
- Up 25% q-o-q whereas exchange total turnover was up 26%
- Up 29% y-o-y whereas exchange total turnover was up 26%

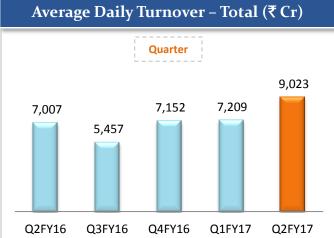
IIL's average daily cash turnover stood at ₹1,075 Cr

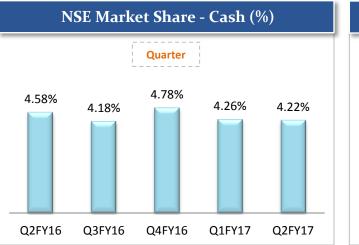
- Up 29% q-o-q whereas exchange cash turnover was up 24%
- Up 18% y-o-y whereas exchange cash turnover was up 21%

IIL's average daily F&O turnover stood at ₹7,948 Cr

- Up 25% q-o-q whereas exchange F&O turnover was up 26%
- Up 30% y-o-y whereas exchange F&O turnover was up 26%









Institutional Equities Franchise Built on Internationally Acclaimed 🎄 IIIFL Research

Retail Broking

- Equity, commodities, currency broking
- Coverage of 500+ stocks
- Top rated mobile trading platform, 'IIFL Markets'
- Wide network retail branches, franchisees, sub-brokers and online platform

Institutional Research/

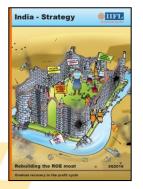
Investment Banking

- Pedigreed institutional equities team comprising 25 analysts and 180+ stocks under coverage
- Known for market leading distribution franchise across every investor segment
- Stellar track record in block placements with institutional investors

Financial Product Distribution

- Amongst the top 6 Mutual Fund distributors in the country
- Leading non-bank distributor for life insurance in the country
- Online interface and mobile application to learn, compare and buy products from different manufacturers

Backed By High Quality Research



Factors that led to decline in ROE over last decade

HIFL Saturned Equines	Godrej Cor	nsun	her		1	BU
Ger Balls	Growth trotter					
Teget Lin Krijko (204) Marker og (195 og 15.44) Anteger satur (195 og 15.44) Marker og 195 og 15.44 Marker (195 og 16.44) Marker (195 og 16.44) Marker (195 og 16.44) Marker (195 og 16.44)	609% is presented in P rare, hence care is banknown for high a invitight research is occasing tools to care a differently many hat ground many basises model that solar another large of a general by integer	and part much to aphtaire - ber of -1	to bella southers to bella She co roles, Ci as roku Va fama	rever it is not the it rever it is rever i	COR I	efficient inst. Co bas th ty, Wit income erabels th with pr PY10
	synergies of integral	inn. BUTY.				
Desident solution (SU) 411 meeting (SU) 411 Harmonian (SU) Harmonian 412 Harmonian 412 Harmonian 412 Harmonian 412 Harmonian 413 Harmonian 413 Harm	Attractive apportant invaries and Africa pro- int, average per capital forecast of 12hs. We b provid apportantly (in. Solis / Indexessis is 3- minuth basicessis is 3-	GOR of U GOR of U GRANT CR	tone to a ligitable to there is plue the the control the control	propulation and a nor- significa- umption eland). It and man	mail (2) maail (2) of penalty in hair () here (a.g.	tibre suit provet action in provet blance acces
Pas and reason for	Table Intervalian In					
		Mage Pai				
demonser Ministration (ARE 10.8 BL3 Ministrations ARE 10.8 BL3 Ministrations ARE 10.8 BL3 BL5 ARE 10.9 BL3 BL5 Area 10.9 BL3 BL3 Area 10.9	sector and "Good king chapters more access margin accessive for th edge doe to its decign-1 presented. Successful acquisition	At low or a sible or a le contrate let thereis	604 (07) 8040 (44 9, 60% 1, 600 (4 9, 600 (4)	Nava Pa to cares, will cost gabrides	the fire of the second se	ave the
Homen (201) 14.8 13.3 13.1 Rectanologia 13.7 13.1 13.8 Califi Net 3.4 14.8 Rec 201.1 17.8	server and "Deed keep chapters and the for the dept due to the deep- presents. Baccessful acquisition ferread acquisition depicts along white at followed acquisition of the dept of the dept of marketing markets in the dept of the dept of the department of the department of the department of the department of the department of the department of the department of the department of the department of the department of the department of the department of the d	At low set oble or a land compar- ant downers of downer	ette cell Briadine Ny GOL 1950 co ette al 1 pette al 1	Anne Pro to carea well cont gabrides to process of process of process of process of process of process of process of process	the fire in many of the and make a control of the p phase so fail the do that a control of the p phase so fail the do that a control of the p	erpetti le ben lave 0 coult ana, 15 lan de pole si pole si pole si date, 1 + lauto
	server and "Dated keep chapters are access object accessive for it deposite the constraints presents. In accessible acquisition features (preparation for the constraints) of the constraints of prevent and increasing in acketing superiors in marketing superiors in constraints of the constraints of the constraints of the prevent and increasing the theorem of the constraints of the constraints of the type of the constraints of the constraints of the type of the constraints of the constraints of the constraints of the constraints of the constraints of the type of the constraints of the constraints of the constraints of the constraints of the constraints of the constraints of the type of the constraints of the constraints of the constraints of the constraints of the constraints of the constraints of the type of the constraints of the constraints of the constraints of the type of the constraints of the const	At low or a side or a to compare and the compare and the compare and the compare provide to the provide to the provide	etia cell' Scalline y. GOL J. RSC co etia al r pethaati c the bo pethaati c t. No bo pethaati c t. Scellin yeu GOI 6 to pen and the perafit c	Зана на во сана, ча соп радобан соп радобан соп резула соп отор отор соп отор р соп отор р соп отор р	de the re- mers white and and mails and ma	arrent of arrent
	server and "Data keep chapters and the for the dept dust is design-1 preserve. Beccessful acquirities investig perpendies a dotted others while an dotted others while an other and integrates is dotted others and the provide an experise in before an experise in the experise of the integration of the experise integration of the experiso o	At low or a lobe or a the comparison and thuskee and thuskee and obtained and obtained and obtained and and and and and and and and and and and and and and and and	ette unif BOBDine to GON 2. HED OO gen GON the all to performed to the two to the two to the two end the percent of BADO BADO BADO BADO BADO BADO BADO	hans no bi consul- vel cont gabilities to execute address to execute to execute to execute to execute to execut	de the in mark unit mark unit mark to it and mark and mark to instant to its in the mark of the mark to its its its instant to its	angentin le bern leve the rocards area. The area. The ar
	server and "Dated keep chapters are access only accessive for it approximation of the server presents. Neccessful acqueits an experient accession of the herease gampentes an experient accession of the provide and inclusions of marketing superiors in excessful control of the second of the second type of the second of the type of the second of the type of the second of the second data of the second of the second of the second data of the second of the second of the second of the second data of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the second of the	At low or a lable or a the comparison of the com	ete unif BOBDies to GOL 2, HED OD get GOL the set of the best periods of the periods and the periods of BODD	have re to core will core publisher to accore addresses to accore to accore	de the interest with means to the mean to it and and mails we contrain the means the m	angentin le bern leve the rocards aroun in aroun
	server and "Data keep chapters and the for the dept dust is design-1 preserve. Beccessful acquirities investig perpendies a dotted others while an dotted others while an other and integrates is dotted others and the provide an experise in before an experise in the experise of the integration of the experise integration of the experiso o	At low or a lobe or a the comparison and thuskee and thuskee and obtained and obtained and obtained and and and and and and and and and and and and and and and and	ette unif BOBDine to GON 2. HED OO gen GON the all to performed to the two to the two to the two end the percent of BADO BADO BADO BADO BADO BADO BADO	hans no bi consul- vel cont gabilities to execute address to execute to execute to execute to execute to execut	de the in mark unit mark unit mark to it and mark and mar	especto la berr lave 0 - court men. 19 lave 0 recel m color m color m differ. 1 - lave - lave
Name Column Column <td>and/ar and "Date Long and approximation and approximation integra accidents' for the percentral encounter of the second approximation integration and approximation interface and approximation in the second approximation in the second approximation is the second approximation in the second approximation is the second approximation in the second approximation is the</td> <td>At lieu on able on the comparison in the comparison of the comparison of the comparison of the comparison of the second of the second of the s</td> <td>ette cell' Bialdine ya Obe a ROC co ette al 1 periodi o to periodi o to periodi o to periodi o to periodi o to periodi o to periodi al 200 Bialdine</td> <td>Нана на во сана, well cost gabildear во сана, соста с соста р соста р</td> <td>de the network under trans to the send made and</td> <td>arrent arrentarrent arrentarre</td>	and/ar and "Date Long and approximation and approximation integra accidents' for the percentral encounter of the second approximation integration and approximation interface and approximation in the second approximation in the second approximation is the second approximation in the second approximation is the second approximation in the second approximation is the	At lieu on able on the comparison in the comparison of the comparison of the comparison of the comparison of the second of the second of the s	ette cell' Bialdine ya Obe a ROC co ette al 1 periodi o to periodi o to periodi o to periodi o to periodi o to periodi o to periodi al 200 Bialdine	Нана на во сана, well cost gabildear во сана, соста с соста р соста р	de the network under trans to the send made and	arrent arrentarrent arrentarre
	subtraction for the provided of the second s	At line or a tible or a tible company and drawner and drawner and drawner and an appen to a strawner and a strawner a	ette unif Bialitius y, GCA, 1950 co ette al r politaca al ette al r bio poli a acto politaca al r bio poli a acto politaca al r bio poli a acto al lo poli alla di alla di all	hang m to const will cost gale/base development operation operatio	the first raises with the control of the sector of the sector of the sector of the sector of the sector of the sector tailouter tailout	repetto la ben lave de reception prote a colores prote a colores prote a colores prote a colores prote a colores datas a datas
Name Column Column <td>radiat and "Store Access objects on the Access object of the Store Store Store Personal personal store approximation of the Store person and integrations of person and integrations of person and integrations of person and integrations of person and integrations of the Access of the Store Person and Integrations of the Access of the Store Integration of the Access of the Integration of the Integration of the Integration of the Integration of the Integration of the Integration of the Int</td> <td>At lieu or a islais or a to company of an attraction and therein or proves we prove we any prove we any other and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and and and and and and and an</td> <td>elle unit' Bialities y, GOL L, HSC of elle all i problems d elle bio fi for pro- eres de grande all statut all all li all all li all li all li all li all all all all all li all li all all all all all all all all all all</td> <td>Name Pro- to construction guidelines C. Bright Standard C. Bright C. Bright Standard C. Bright C. Bright Standard C. Bright Sta</td> <td>the first sub- times to 10 ments of 1 and mail of the g the solution of the solution of th</td> <td>repetto fa ber la ber tave 0 roout r</td>	radiat and "Store Access objects on the Access object of the Store Store Store Personal personal store approximation of the Store person and integrations of person and integrations of person and integrations of person and integrations of person and integrations of the Access of the Store Person and Integrations of the Access of the Store Integration of the Access of the Integration of the Integration of the Integration of the Integration of the Integration of the Integration of the Int	At lieu or a islais or a to company of an attraction and therein or proves we prove we any prove we any other and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and and and and and and and an	elle unit' Bialities y, GOL L, HSC of elle all i problems d elle bio fi for pro- eres de grande all statut all all li all all li all li all li all li all all all all all li all li all all all all all all all all all all	Name Pro- to construction guidelines C. Bright Standard C. Bright C. Bright Standard C. Bright C. Bright Standard C. Bright Sta	the first sub- times to 10 ments of 1 and mail of the g the solution of the solution of th	repetto fa ber la ber tave 0 roout r
Non-control 14.4 23.4 24.5 24.5 Non-control 34.4 24.5 24.5 24.5 Non-control 34.5 24.5 24.5 24.5 24.5	sudda and "State Logic J adaptions and a scalar adaption of the Congo J age of the Tit Congo J age of the Tit Congo J age of the Congo J age of th	At they are stilled or a tilled or a tilled or a tilled or a tilled comparison and obtained out and a source of the source of th	His cold Bialdies y, GOL L, HSC or open GO Hess at the pen the second se	Name Pro- to Larent will cost guideliber (Correction (with the restrict of the second secon	repetition of a local sector o
Network Link Dial Dial <thdial< th=""> Dial Dial <</thdial<>	radiat and "Store Access objects on the Access object of the Store Store Store Personal personal store approximation of the Store person and integrations of person and integrations of person and integrations of person and integrations of person and integrations of the Access of the Store Person and Integrations of the Access of the Store Integration of the Access of the Integration of the Integration of the Integration of the Integration of the Integration of the Integration of the Int	At lieu or a islais or a to company of an attraction and therein or proves we prove we any prove we any other and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and the traction and and and and and and and an	elle unit' Bialities y, GOL L, HSC of elle all i problems d elle bio fi for pro- eres de grande all statut all all li all all li all li all li all li all all all all all li all li all all all all all all all all all all	Name Pro- to construction guidelines C. Bright Standard C. Bright C. Bright Standard C. Bright C. Bright Standard C. Bright Sta	the first sub- times to 10 ments of 1 and mail of the g the solution of the solution of th	repetto fa ber la ber tave 0 roout r
Mining (M) MA D.1 B.2 D.3 D.3 B.2 D.3 D.3 <thd.3< th=""> D.3 <thd.3< th=""> <thd.3<< td=""><td>suddat and "Storet Autor diagonatis and autor autor adapt data the transmission of the store is its charge - i presented and the store is and diagonatis and the store is a diagonatis and the store is a store is a store is a store is a store is a store is a store is a store is a store is a store is a store is a store is a store is a store i</td><td>ret lines ont allels or a strack in the company is the company of the company is the company of the company of the company of the company of the company of the company of the company of the company of the company of</td><td>elle cell² Briedlee y, GCN, y, GCN, y, GCN, y, GCN, y, GCN, y, GCN, eller eller eller statistics (CCN, eller eller statistics) (CCN, eller eller statistics) (CCN, eller sta</td><td>Ханар ни Ба сала чий сол уний сол уний сол уний сол ини сол сол сол сол сол сол сол сол сол сол</td><td>where the interact where the interact where the interact of the system o</td><td>erpecto la lane in court in court arrest are</td></thd.3<<></thd.3<></thd.3<>	suddat and "Storet Autor diagonatis and autor autor adapt data the transmission of the store is its charge - i presented and the store is and diagonatis and the store is a diagonatis and the store is a store is a store is a store is a store is a store is a store is a store is a store is a store is a store is a store is a store is a store i	ret lines ont allels or a strack in the company is the company of the company is the company of the company of the company of the company of the company of the company of the company of the company of the company of	elle cell ² Briedlee y, GCN, y, GCN, y, GCN, y, GCN, y, GCN, y, GCN, eller eller eller statistics (CCN, eller eller statistics) (CCN, eller eller statistics) (CCN, eller sta	Ханар ни Ба сала чий сол уний сол уний сол уний сол ини сол сол сол сол сол сол сол сол сол сол	where the interact where the interact where the interact of the system o	erpecto la lane in court in court arrest are

Analyzing GCPL's journey, the management's perspective & way forward



Prospects for Reliance JIO and the implications for India's telecom sector

	Nestle Ind	ia		2	RED	UCE
CAR BALLEY	Product launch				-	th.
Targat Läve Rai300 (-24) Market nap (203 m) 5.357 Enterprise utice (202 m) 5.357 Enterprise utice (202 m) 5.357 Microtherg RET 19 Sector 1900	Northi's sheck press b sporred by a flarty of benefit of doubt Ney recent, Romenson, or increase CY22 addes be what the compare	f neur lau die anties a anties is anties	f up 20% nafaes. 8 n to unit u that 8	to so the industry	e Bat I green f	to beg
At Instantian 1958	remaining torus of	No. Service	to stree	a ladar	a That I	La, the
Continue (In) Tomonia State als (In) In Cally relate (IN) Ini	pricing pathra, and defaultion of target in full polyantial. Harata	er-bilandi market u	next in			
Hardweit part/11/66/2% 5.5 Prac Tost (%) Benelating pattern (%) Production (%) Pr	Poor track second of alcogging to provide the tends do well to have beentif's based tools on over the part, 10 years which part, 10 years which parts of 75 maps	Crost UPL	tation pro- open to a second CPI mark office	Roma Barrada a Streade a 13 carles 1	in some för reschatte för to 1996. d tilhatt 25	Fat) satisfies burnhe bur da af blee
Based 1/2 Max and model N Model Max and model N N	had not zervarred ere tin gant her years. Partnere heldning final Ekile snergers hybre totaled as in "worde" i transmig date to the southers 175 of the p downstractly and prove Anadyses of some fin final of CV24 subs and southers 175 and prove the souther to the part of the souther to the part of provide to the souther to provide to the partner of the period, unless to the partner to the souther to the partner of the souther to the partner to the souther to the partner of the souther to the partner to the partner	A gran of A fin knocks t than then to gran" a manual to sectore at sectore at sectore a said the to said the to said the to said to to	methi is a af its ; narkat, y n and p fattus i truettus i sampat i advesti i advesti i advesti i advesti i ba th chattus i ba th chattus	men and present, to present, to present of the present of the present of the the the the the the the the the present of present of present of the present of	ving in bi uble com- phone of a sudherer P result i to to mande i to to mande of the sudherer suble to restants. In restants.	the self to be to prove the server to be under to the dense the second the pound the p
	The part free years. Partner holding fixed Exhibit mergin holder bothed as an "hered" for objective of the metalest of the second second metalest of the second second metalest of the second second fixed cycle under an in- fixed cycle under and second contributive of second second contributive of the second second second second second second second metalest of the second second metalest of the second second metalest of the second second second second metalest of the second second second second second metalest of the second	A gran of A fin knocks t than then to gran" a manual to sectore at sectore at sectore a said the to said the to said the to said to to	methi is a af its ; narkat, y n and p fattus i truettus i sampat i advesti i advesti i advesti i advesti i ba th chattus i ba th chattus	men and present, to present, to present of the present of the present of the the the the the the the the the present of present of present of the present of	ving in bi uble com- phone of a sudherer P result i to to mande i to to mande of the sudherer suble to restants. In restants.	the self to be to prove the server to be under to the dense the second the pound the p
	the part four years. Particle Analytics Space Particle Analytics Space Particle Analytics Space topic objectives of pro- many data to the a manufactor of the and pro- sections of the and pro- sections of the and pro- sections of the and pro- sections of the and pro- section of the angle of the pro- section of the angle of the pro- pro- section of the angle of the pro- section of the angle of the pro- pro- pro- term of the angle of the pro-	A gree of A for baselies to the baselies to the grave a second to grave a second application, neurops do application, and the second automation are add the second at the addr at the addr	market in ar of its ; market, i m prof p finitum in internation i normalities i normalities i normalities i normalities i normalities i the that obtaining o	mater water parents, to parent/sep enabledies of hanged a that the inter on All filter ones of parents in the the inter the inter of the parents discovers.	ring to b table com phendid a r - the address p condic to the for market to be condic the for market of the sec condication of the sec co	dia will be to be prop the better to a which to get to to to a better dia better dia better dia better dia better dia better dia abetter dia abetter d
	The part has pears. Perture houses have been an end of the second of the been and the second of the second of the second of the second of the second of the second of the second of the been and the second of the second of the second of the second of the second of th	A gran of A fin knocks t than then to gran" a manual to sectore at sectore at sectore a said the to said the to said the to said to to	manthi in a of the p marked, is or and you findium o broaded is accessed of each was to the high of each of broad or high charking of body or spore of a broad of broad of	man and parted, 1 parted, 2 parted, 2 art of target art is All films mean a that the films (the films (the films (the films (the many film alternes).	ring in Is subs non- photol or n - Die subserv rounds to otherwood controls	the self to be to prove the server to be under to the dense the second the pound the p
Others 11 No. 14 No. 15 Main and Hossing (M) No. 1.0 1.0 1.0 1.0 Main and Hossing (M) No. 1.0 1.0 1.0 1.0 1.0 Main and Hossing (M) No. 1.0 1.0 1.0 1.0 1.0 Main and Hossing (M) No. 1.0 1.0 1.0 1.0 1.0 Main and Hossing (M) No. 1.0	the agent has years built ensures higher built ensures higher built ensures higher built ensures higher built ensures and and another that the second another that and second another that and second this is the second and another that and second this is the second and another that and the second and second another second and second another second another that another that another second another second another second another second another second another second another second another another second another second	A une of A le kander i he kander i he generation to generation to generation to generation application members application appli	manthi in a of the inserted, to in and on the original in annual in ann	man and parters, ba garraf. Vez evantrofice of hanged art in All films cannot films of the films (the films (the films) (the f	ing is builts non- pheads non- phead pro- address pro- to to have offeren- ing and offeren- ing and offeren- ing and offeren- offeren- ing and offeren- offeren- ing and offeren- off	alla uill le ha h prop th lefter 1 a prop th is go is in prop th prop
Other Display Display <thdisplay< th=""> <thdisplay< th=""> <thdis< td=""><td>the agent has paper- partners holdings for any strength of an in-sector desired as an in-sector desired as an in-sector desired as the sector desired and the sector desired and the sector and an in-sector as a sector and and a sector and a sector as a sector and a sector and a sector and a sector and a sector and a sector as a sector as a sector as a sector</td><td>A use of A to backlet the backlet the generation provides approved to spectrum to sectors of sectors of approximate sectors of sectors of approximate sectors of approximate sectors of approximate sectors of approximate sectors of sectors of approximate sectors of sectors of approximate sectors of approximate sectors of sectors of secto</td><td>manthi in a of its ; marked, i marked, i marked, i finatum i finatum i marked i compation i compatio</td><td>prior and period. I period for any of target and to All films men that the films define that the films define the films define the</td><td>ring in b solar com photol or or - the auditors Promatic to to to control officeron control to control to cont</td><td>the will be to be even the latter is a wheat is a wheat is a wheat is a wheat is a share is a share</td></thdis<></thdisplay<></thdisplay<>	the agent has paper- partners holdings for any strength of an in-sector desired as an in-sector desired as an in-sector desired as the sector desired and the sector desired and the sector and an in-sector as a sector and and a sector and a sector as a sector and a sector and a sector and a sector and a sector and a sector as a sector as a sector as a sector	A use of A to backlet the backlet the generation provides approved to spectrum to sectors of sectors of approximate sectors of sectors of approximate sectors of approximate sectors of approximate sectors of approximate sectors of sectors of approximate sectors of sectors of approximate sectors of approximate sectors of sectors of secto	manthi in a of its ; marked, i marked, i marked, i finatum i finatum i marked i compation i compatio	prior and period. I period for any of target and to All films men that the films define that the films define the films define the	ring in b solar com photol or or - the auditors Promatic to to to control officeron control to control to cont	the will be to be even the latter is a wheat is a wheat is a wheat is a wheat is a share is a share
Others 11 No. 14 No. 15 Main and Hossing (M) No. 1.0 1.0 1.0 1.0 Main and Hossing (M) No. 1.0 1.0 1.0 1.0 1.0 Main and Hossing (M) No. 1.0 1.0 1.0 1.0 1.0 Main and Hossing (M) No. 1.0 1.0 1.0 1.0 1.0 Main and Hossing (M) No. 1.0	the agent has practice particule scheduling these binds are an "small characterization dark of particular and the scheduling dark of the scheduling the scheduling dark of the scheduling the scheduling scheduling the scheduling the scheduling term of scheduling the scheduling the scheduling term of scheduling the term scheduling term of scheduling the scheduling term of scheduling the scheduling term of the scheduling term of term of term of the scheduling term of term	A use of A le backs i than than to prove a sector of sector o	Headhi is a of da parkets p	even even parters, to parters, to parters, to parters, to a straight into the internation of provide a thrap the provide a thrap the thrap the provide a thrap the provide a thrap the provide a thrap the thrap the the thrap the the the thrap the the the the the the the the the the	ing is built over pland over pland over address is be in to the is to the to the to the is to th	sha uiti iy to k iuter i uiter
Other Color Respectives/Sec. Not Respectives/Sec.	the agent has years: Particus holding, text bitis analysis input setting a sin "small i setting a sin "small i setting a sin "small i setting a sin sin the setting a sin sin the setting a sin sin the setting a sin sin sin sin bitis is the gast for an setting a sin sin sin sin setting a single a sin setting a sin setting a single a sin setting a sin	A une of A le knocks t the knock to the prove of the prove of another the provide the pro	Investiti in a of da i per and p facture of provestor i consequent i consequent i consequent i consequent i consequent polaritation	even ein parteri, is parteri, is parteri, is and to des in to des in to des in to des in the total interiment and total interiment interim	ing is built one photol pro- mails one photol pro- mails one pro- mails one pro- pro- pro- pro- pro- pro- pro- pro-	ola util to to to to to to to to to a utility i a utility i a utility of a utility of a utility of a utility of a utility a ut
Other 1 - 5 Mark And Water Mark M<	the agent has peakers peakers holdback that black energies ingles that are expertent peak of all objections of peak of the second peak of the peakers of the second peak second peak of the second peakers of the second peak second peak of the second peakers of the second peak second peakers of the second peakers of the second peak peakers of the second peakers peakers of the second peakers peakers of the second peakers peakers of the second peakers peakers of the second peakers of the second peakers of the second peakers of the second peakers of the second peakers of the second peakers of the second peakers of the second peakers of the second peakers of the second peakers of the second peakers of the second peakers of the second peakers of the second peakers of the second peakers of the second peakers of the second pea	A use of A lie bands i than that they that they that they the encoded ourses of encoded ourses of encoded ourses	Reaching of the system of the	near sea parent, sp worktoolog of taxapat mit on All line onear of taxapat into one of taxapat into of taxapat into of taxapat int	ing is b tils ran photol is address p - be address p - be different officers officer	ola oli lo lo lo rve lo rve lo lo dela lo dela conte con con con con con con con con con con
Other Other Other Rest and Homes W. B.	the application between the problem of the problem	A use of A is bandle to then then to prove a provide a provide a and the to any of the any of	mathi is a of the improved in production in production in production in the legit of each result of the legit of the legit of the legit of the legit of the le	even with parters, 10 parts (14) would be a set of the part of the part of the part of the part of the part of the part of the	eng m lo tala new photol a serie andrews P conductor P	ola ull lo lo lo rvie D a ullas cont lo cont lo cont lo cont lo cont lo cont lo cont cont cont cont cont cont cont con
Other P.1 Mark And State (Mark 1998) A <	the gath law years. Parkness holdbag, Sund Markel Baldin and Strand Strand Control (1998) and Stran	A use of A in least of A the baseline theory or general relationships and the set or definition and the set baseline on and the set baseline baseline and the set baseline and the set baseline and the set and the set the set and the set and the set and the set the set and the set and the set and the set and the set and the set and the set and the set and the set and the set and the s	tendida in ar of life ; markel, in markel, in markel, in markel, in markel, in markel, in markel, in the markel in the ten modulates on the ten modulates on the ten modulates on the ten modulates on the ten the ten modulates on the ten the ten ten ten ten ten ten ten ten	even eller parent/sea event/sea event/sea et a All filmer eller el	read on the second seco	dia seli ip is is in inter the inter of a solution is a solution in gen the and the and the about the abou
Other 1 - 5 Mark And Water Mark M<	the application between the problem of the problem	A use of A is bandle to then then to prove a provide a provide a and the to any of the any of	mathi is a of the improved in production in production in production in the legit of each result of the legit of the legit of the legit of the legit of the le	even with parters, 10 parts (14) would be a set of the part of the part of the part of the part of the part of the part of the	eng m lo tala new photol a see p Pe andhese p Pe is to nake the to nake offeren controls controls offeren controls offeren controls offeren controls of	dia udi la la la la la la la uda la uda la uda la da la la la la la la la la la la la la la la la la la la l

Analysis of Nestlé's recent launches and the launches done in past

Digitization and Innovation in Retail Operation

Quarter ended September 2016

IIFL Markets - Highest Rated (4.4) mobile trading app on Android and IOS

Revamped app and launched new features

- Option chain for Equity, Index, Currency and improved F&O functionality
- Enhanced user interface and speed improvements

Customer Engagement

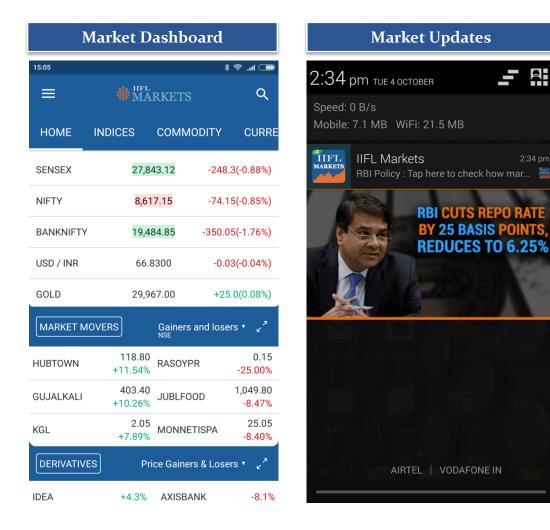
- Personalized notification engine for market updates
- Customer issue resolution
- Improved insta-account opening using Aadhar and e-KYC

Awards won during Q2FY17

- Zee Business Markets Excellence Award 2016 for Best Technological Innovation in Capital Markets space
- Drivers of Digital Awards 2016 Special Mention by Jury Award in Financial Services/Banking Category

700,000+ downloads on Android





Investment Banking – Momentum Continues



Quarter ended September 2016

- Landmark performance Completed 10 transactions in the last quarter including:
 - ✓ ₹6,057 Cr IPO of ICICI
 Prudential Life-the first IPO
 in the insurance sector and
 the largest IPO in the last 6
 years
 - ✓ ₹1,994 Cr QIP of Motherson
 Sumi Systems largest QIP
 in the current calendar year
 - ✓ ₹10,000 Cr public issue of NCDs by DHFL - the largest public issue of NCD in the private sector till date
- Ranked #2 in terms of IPOs completed in the first 3 quarters of CY2016
- 7 IPOs and 18 investment banking transactions completed overall in the current calendar year





I: IIFL Group Performance Review

II: Business Review

NBFC Operations

Wealth Management Operations

Capital Market & Other Activities

III: Corporate Overview

IV: Corporate Social Responsibility



IIFL - India's Leading Integrated Financial Services Group



IIFL Holdings Ltd

(Listed co. | Bloomberg Code: IIFL IN)

Three key operating businesses - Multiple subsidiaries to comply with various regulators

Non-Banking and Housing Finance

Loan AUM ₹20,474 Cr retail focused diversified loan assets

Products Home, LAP, gold, commercial vehicle, SME loans

Financials H1FY17 Income ₹623 Cr Net Profit ₹191 Cr

Minority Shareholders* CDC Group plc - 15.4%

Wealth and Asset Management

Wealth Assets ₹100,396 Cr from 10,000+ high networth families

Products Family office, AIFs, advisory and distribution services

Financials H1FY17 Income ₹355 Cr Net Profit ₹ 110 Cr

Minority Shareholders General Atlantic - 24.4% Employees - 14.8%

Capital Market/ Others

Customers and network 3.5 mn customers serviced from 2,250 locations

Products Retail and institutional broking, investment banking

Financials H1FY17 Income ₹265 Cr Net Profit ₹64 Cr

Minority Shareholders Nil

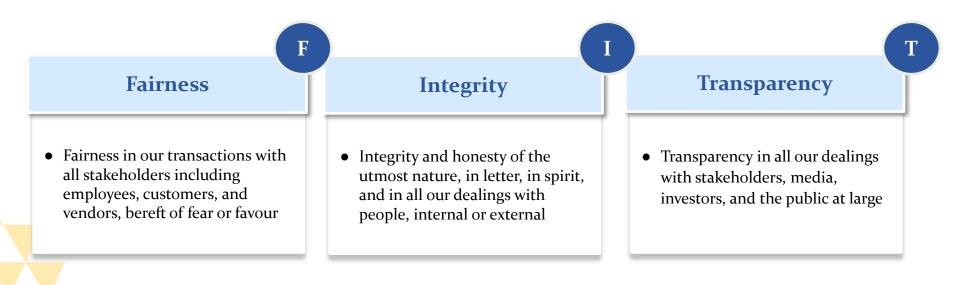
Note – Income is net of interest expense; pre-minority Net Profit. Loan/Wealth assets as at Sep 30, 2016. *Fully diluted basis.

Consistent Vision and Values since Inception for the Foundation of IIFI Corporate Culture

Vision

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

Values



IIFL in 2020 - Goals and Strategy



Doubling Revenue 2x Net profit 2.5x over FY16-FY20

- FY16 to FY20 Doubling of revenue and 2.5x profit and target to raise ROE from 17.3% to 24%
- Adequately capitalized to sustain volume growth
- Margin improvement to be driven by
- a. Rating upgrade to help lower cost of funds
- b. Cost optimization

Durability

Reducing volatility and cyclicality of earnings in all businesses

- NBFC Retail Lending, Digital Delivery
- Wealth Focus on advisory mandate for customer stickiness
- **Broking** Online retail, Research driven Institutional



- Diversified asset mix, geographically well spread
- Broadening service offerings
- Best-in-class risk management framework
- Scale and digitization to bring costs down

The information is based on management's internal goals and is subject to change without notice. The actual performance can be materially different.

Luminaries on Board to Ensure Best Governance Practices



IIFL Holdings - Board of Directors



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



Nilesh Vikamsey, Independent Director • Senior Partner at Khimji Kunverji & Co



A K Purwar, Independent Director • Former Chairman, State Bank of India



C Ratnaswami, Non-Executive Director

• MD of Hamblin Watsa, subsidiary of Fairfax



S Narayan, Independent Director

• Former finance secretary, former economic advisor to Prime Minister

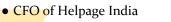


Kranti Sinha, Independent Director

• Former CEO of LIC Housing Finance



Geeta Mathur, Independent Director



IIFL Group's Advisory Board

Ashok Jha



• Former Finance Secretary, Government of India



Keki Dadiseth

• Former Director, Unilever Plc.



Keki Mistry • Vice Chairman and Chief Executive Officer of HDFC



S Sundaresan

• An eminent Corporate Lawyer



- Sat Pal Khattar
- Singapore based eminent Lawyer and Investor

S Venkatachalam

• Non Executive Chairman, Oracle Financial Services

NBFC



V. K. Chopra

- Chairman, India Infoline Finance Ltd
- Former Whole-Time Member, SEBI

S. Sridhar

- Chairman, India Infoline Housing Finance Ltd
- Former Chairman, NHB

Management Team Comprises Professionals With Rich Domain Experience and Ownership



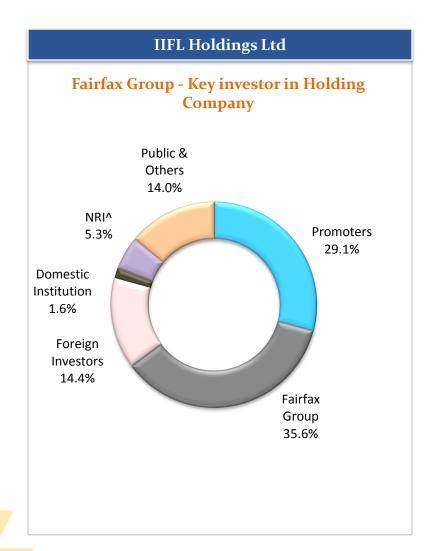
- Team with impeccable academic and professional credentials
- Average experience of 15-20 yrs in banks, NBFCs
- Liberal employee ownership

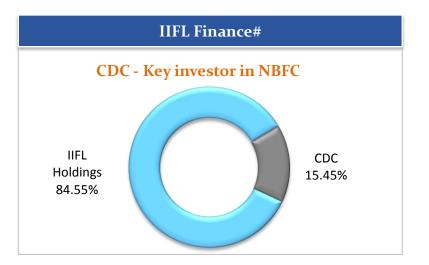
- Open door, transparent and performance oriented culture
- Significant management depth at tier 2, 3 level

Chairman	Nirmal Jain	Managing Director	R. Venkataraman
Financing	Rajashree Nambiar	Finance	Prabodh Agrawal
Housing Finance	Monu Ratra	Compliance	R. Mohan
Wealth Management	Karan Bhagat	Strategy	Aniruddha Dange
Offshore Asset Management	Amit Shah	Technology	Subhash Kelkar
Institutional Equities	H. Nemkumar	Human Capital	Anand Mathur
Investment Banking	Nipun Goel	Treasury	B.S. Amarnath
PMS & Retail Broking	Prasanth Prabhakaran	Internal Audit	Narendra Jain
Realty Services	Balaji Raghavan	Marketing	Arun Malkani

Globally Renowned Investors have Reposed Confidence in us









IIFL's Brand and Credibility are Substantiated by Multiple Awards in all Lines of Business





Best Technological Innovation in Capital Markets at Zee Business Market Excellence Awards, 2016



ET **Best BFSI Brands** Recognition





Best Customer Service in Financial Sector by World Quality Congress



Drivers of Digital Award 2016 – Special Jury Mention



Digital Innovation Champion Award -CIO Crown 2016



BSE Skoch Order of Merit for Innovative Deployment of Technology





I: IIFL Group Performance review

II: Business review

NBFC operations

Wealth management operations

Capital market & other activities

III: Corporate Overview

IV: Corporate Social Responsibility



Corporate Social Responsibility

Quarter ended September 2016

Gram Vardhan Yojana

• Activities in Jawhar

- Vocational Training for Tribal Boys -Over 650 boys got trained in various vocational skills such as electrician, two wheel and four wheeler repair, welding and got placed with an average salary of ₹6,000 - ₹8,500 per month.
- 16 check dams built by IIFL Foundation in May are full of water bringing over 3,500 farmers into agriculture and addressing the drinking water problem of tribal.

Women Empowerment Programme

- Activities in Rajasthan
 - 100 schools started in tribal blocks of Railmagra and Kumbhalgarh in Rajsamand District for out of school girls would literate over 3,000 girls.

Supporting livelihood activities



Educating tribal girls





Key Focus Areas

- Integrated Rural Development
- Drought relief and Water conservation
- Education and Financial Literacy
- Health
- Economic Empowerment of Women
- Sustainable Livelihood



BSE Skoch Award for Innovation and Meritorious CSR CSR Excellence from Bureaucracy Today CSR Leadership Award at National CSR Leadership Congress







Published in October 2016 © IIFL Holdings Ltd 2016-17.

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 construe 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.