



January 25, 2017

<p><b>The Manager, Listing Department, BSE Limited, Phiroze Jeejeebhoy Tower, Dalal Street, Mumbai 400 001. Tel No.: 22721233 Fax No.: 22723719/ 22723121/ 22722037/ 22722041/ 22722061 BSE Scrip Code: 532636</b></p>	<p><b>The Manager, Listing Department, The National Stock Exchange of India Ltd., Exchange Plaza, 5 Floor, Plot C/1, G Block, Bandra - Kurla Complex, Bandra (E), Mumbai 400 051. Tel No.: 2659 8235 Fax No.: 26598237/ 26598238 NSE Symbol; IIFL</b></p>
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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 nine months ended on December 31, 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](mailto:gajendra.thakur@indiainfoline.com)

**IIFL Holdings Limited** (Formerly "India Infoline Limited")

Corporate Identity Number: **L74999MH1995PLC093797**

**Corporate Office:** IIFL Centre, Kamala City, Senapati Bapat Marg, Lower Parel, Mumbai - 400 013 • Tel: (91-22) 4249 9000 • Fax: (91-22) 4060 9049

**Regd. Office:** IIFL House, Sun Infotech Park, Road No. 16V, Plot No. B-23, MIDC, Thane Industrial Area, Wagle Estate, Thane - 400 604

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# IIFL Holdings Limited

Press Release

For immediate publication

Mumbai, India

January 25, 2017

## IIFL Consolidated<sup>1</sup> Q3FY17 Net Profit at ₹222 Cr, up 62% y-o-y; Income at ₹746 Cr, up 34% y-o-y; ROE at 19.6%

### For the quarter ended December 31, 2016 (Q3FY17)

- Net Profit was ₹222 Cr, up 62% year-on-year (y-o-y); consolidated income stood at ₹746 Cr, up 34% y-o-y and ROE was 19.6%
- Loan assets under management in NBFC business at ₹21,090 Cr, up 15% y-o-y
- Wealth assets grew 22% y-o-y to ₹106,999 Cr
- Declared an interim dividend of **₹4.50 per share** (225% of face value)
- For the nine-month period ended December 31, 2016, Net Profit at ₹588 Cr, up 45% y-o-y; consolidated income at ₹1,989 Cr, up 22% y-o-y

### Summary: Consolidated – Q3FY17

₹ Crores	Quarter ended Dec 31, 2016	Quarter ended Dec 31, 2015	Y-O-Y	Quarter ended Sep 30, 2016	Q-O-Q
Income	745.8	555.6	34%	666.8	12%
Profit Before Tax	328.9	199.2	65%	297.4	11%
Net Profit	222.3	137.2	62%	207.2	7%

### Summary: Consolidated – 9MFY17

₹ Crores	Nine-month ended Dec 31, 2016	Nine-month ended Dec 31, 2015	Y-O-Y	Financial Year ended Mar 31, 2016
Income	1,989.2	1,633.0	22%	2,282.3
Profit Before Tax	860.9	603.3	43%	842.3
Net Profit	587.6	404.8	45%	554.5

<sup>1</sup> 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 happy to report accelerated profit growth on y-o-y basis, on the back of continued strong performance of our NBFC and Wealth businesses and tailwinds in Capital Market business. We look forward to growth and reform oriented budget and policy changes to give impetus to economic activity and thereby financial services sector.”

## **NBFC operations**

Q3FY17 PAT was ₹112 Cr, up 25% y-o-y, while total income was ₹351 Cr, up 22% y-o-y. NBFC’s ROE<sup>2</sup> for Q3FY17 stood at 17.8% and ROA was 2.1%. NIM has improved to 6.4% on the back of superior asset mix at lower yield, decline in funding costs and infusion of equity capital. Availability and cost of funding have significantly improved during the quarter. The cost of fund has fallen 30 bps from 9.6% in Q2FY17 to 9.3% during the quarter.

**Loan assets under management (AUM)**, predominantly retail, showed a steady increase of 15% y-o-y to ₹21,090 Cr. Home loans along with commercial vehicle finance and MSME loans were the key growth drivers for the business. At the end of the quarter, low risk retail mortgage loan assets stood at ₹10,938 Cr, up 53% y-o-y and constitute a dominant 52% of total loan AUM. Commercial vehicle finance AUM grew 43% y-o-y to ₹2,790 Cr.

**Asset quality:** Gross NPAs and Net NPA ratios have fallen to 1.80% and 0.65% respectively as on December 31, 2016 versus 1.87% and 0.83% in the previous quarter. Against gross NPA of ₹340 Cr, specific provisions stand at ₹218 Cr, giving provision coverage of 64%.

Besides this, provision of ₹82 Cr has been made for standard assets as per statutory requirements. Total provision coverage (including standard asset provision) stands at 88% of Gross NPAs.

IIFL Finance has long-term credit rating by CRISIL AA/Stable, [ICRA] AA (Stable), CARE AA, Brickworks AA+/Stable and short-term rating by [ICRA] A1+

**Capital adequacy:** Total CAR stood at 23.5% including Tier I capital of 20.5% as at December 31, 2016.

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<sup>2</sup> 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, credit solutions and distribution services. IIFL Wealth Management offers comprehensive suite of products and services to over 10,000+ high net-worth families in India. An in-house asset management business allows the company to launch innovative products; IIFL Wealth is the first and largest manufacturer and distributor of AIFs in India.

To the rising number of discerning high net-worth families in India, IIFL Wealth has positioned itself to participate in a larger share of wallet by offering family office, estate planning and offshore advisory services, enabling a stronger penetration into this market.

Total assets under management, distribution and advice witnessed 22% y-o-y growth to reach ₹106,999 Cr in Q3FY17. The Q3FY17 PAT at ₹65 Cr, up 45% y-o-y and 9MFY17 PAT was ₹175 Cr, up 42% y-o-y.

IIFL Wealth Finance, a wholly-owned NBFC subsidiary of IIFL Wealth, commenced operations in Q4FY16. IIFL Wealth Finance is focused on providing loan against securities to HNI clients. The loan book grew from ₹2,240 Cr in Q2FY17 to ₹2,931 Cr in Q3FY17.

## **Capital market activities**

The capital markets were volatile in the last quarter. Despite this, the investment banking team won 3 IPO mandates across consumer discretionary, healthcare and financial services sectors. In this fiscal year, the team has completed 16 investment banking transactions including 5 IPOs. IIFL is among the top 5 banks in terms of number of equity IPOs completed in the current fiscal year. The team continues to invest in people and processes given a strong pipeline and we expect the deal momentum to continue.

During the quarter, the average daily equity market turnover for the broking business was ₹8,749 Cr, up 60% y-o-y with the cash market turnover at ₹972 Cr, up 26% y-o-y. Our stock trading app, 'IIFL Markets' continues to be the highest rated on Android and IOS amongst peers (4.4) with over 800,000 downloads. There has been steady increase in number of clients trading through the mobile platform; during the quarter, over 30% of retail customers have traded through the app.

## **Interim Dividend**

The Board of Directors of the Company has declared an interim dividend of ₹4.50 per equity shares of the face value of ₹2 each for the financial year 2016-17. The Company has fixed February 03, 2017 as the record date for this purpose.

## **Acquisition of Micro-Finance Institution**

Further to our earlier intimation dated November 17, 2016 with regard to the proposed acquisition of the management and control of Samasta Microfinance Limited [Samasta] a Bangalore based Non banking Finance Company - Micro Finance Institution [NBFC-MFI] registered with RBI by the Company's NBFC subsidiary namely India Infoline Finance limited ("IIFL"), we would like to update that pursuant to the necessary regulatory and other approvals, IIFL has acquired 31,68,111 equity shares i.e., about 28% of the equity capital of Samasta.

IIFL Merchant Banking division acted as the Advisor for the transaction.

## **Demerger of Real Estate Advisory services from IIFL Facilities Services**

The Board of Directors of IIFL Holdings Limited ("IHL") considered and noted the proposed draft Scheme of Arrangement envisaging the demerger of Real Estate Advisory services undertaking from IIFL Facilities Services Limited ("IFSL"), a wholly-owned-subsiary of the Company into another wholly-owned-subsiary in terms of the provisions of Companies Act, 2013. The above proposal does not envisage any change in the capital structure of IIFL Holdings Limited or its interest in the aforesaid Subsidiaries. The appointed date of the proposed Scheme of Arrangement is April 01, 2017. The aforesaid scheme is subject to necessary regulatory approvals including National Company Law Tribunal (NCLT).

Pursuant to the said demerger, IFSL's primary income will be from rentals of commercial real estate assets owned by it. The proposed restructuring is being done to facilitate transfer of IFSL as an SPV to a REIT, subject to required Board, Shareholders and regulatory approvals.



## Awards and Accolades received during the quarter:



- India Infoline Ltd received the NSDL Star Performer "Leader in Go Green Initiative -1st Position" Award. This award was given to us in recognition of DP participant executing maximum no of digital transactions with NSDL
- IIFL Markets mobile app won Silicon Valley Business Awards 2016 for Best Overall App
- IIFL Markets mobile app won Silicon Valley Business Awards 2016 for Best Finance and Management
- Best Private Banking Services - Overall by Euro-money Private Banking and Wealth Management Survey, 2017
- Best Wealth Manager - India Domestic by Asian Private Banker Awards of Distinction, 2016
- Best Private Bank, India by Global Finance Best Private Bank Awards 2017
- IIFL Foundation received Skoch Blue Economy Order of Merit Award. IIFL Foundation's



projects were also adjudged as Top 100 projects in India

- Golden Peacock Award for Corporate Social Responsibility – 2016
- Finance Asia -- Deal of the Year for India Awards – for ICICI Prudential Life Insurance's \$912 million IPO

## Corporate Social Responsibility – Activities undertaken during Q3FY17:



### Education

#### Activities in Rajasthan

- Smart class room and additional infrastructure supported by IIFL for a rural school in Gogunda, Udaipur inaugurated by HH Governor of Rajasthan, Shri Kalyan Singh
- Kadechawas in Gogunda in Udaipur, Rajasthan is a tribal village with one school up to class 10 but has only 4 classrooms and 4 teachers. IIFL Foundation decided to adopt the school and is not only building additional classrooms so that children can have a good ambience to study but has also provided a smart board to compensate for lack of teachers.

#### Gram Vardhan Yojana

##### Activities in Jawhar

- Vocational Training for Tribal Boys - Over 450 tribal boys received vocational training this quarter in two- and three-wheeler vehicle repair, retail sales and as electrician and were successfully placed in various companies.
- IIFL Foundation undertook the noble task of distributing food grains to tribals with malnourished children just before Diwali. Food kits (each kit had rice, dal, jaggery, peanuts and chana packets) were collected by IIFL employees during Daan Utsav.

#### Financial Literacy and Demonetisation awareness drive in Mumbai schools

- Over 5,000 school children underwent lessons in financial literacy in Q3FY17
- IIFL Foundation also conducted over 50 awareness sessions on demonetisation for women, students, others in Mumbai





## 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 ₹4,352 Cr as on December 31, 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, 2017. 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 December 31, 2016, are available under the 'Investor Relations' section on our website [www.indiainfoline.com](http://www.indiainfoline.com).

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

### Media Relations

#### IIFL Holdings Ltd

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### Investor Relations

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# Product portfolio break-up

Quarter ended December 2016



Q3FY17	% Portfolio share	NNPA %	Yield %	Average ticket size (Lakh)	LTV %
Home Loan	24%	0.32%	10.3%	24	65%
Loan against Property	28%	1.31%	13.9%	95	48%
Construction & Real Estate Finance	10%	0.08%	15.6%	950	32%
Gold Loan	14%	0.00%	19.6%	0.48	63%
Capital Market Finance	7%	0.42%	12.4%	51	67%
Commercial Vehicle Finance	13%	1.38%	15.3%	8	75%
MSME Loan	4%	1.76%	15.0%	75	54%
<b>Total</b>	<b>100%</b>	<b>0.65%</b>	<b>15.5%</b>	-	-

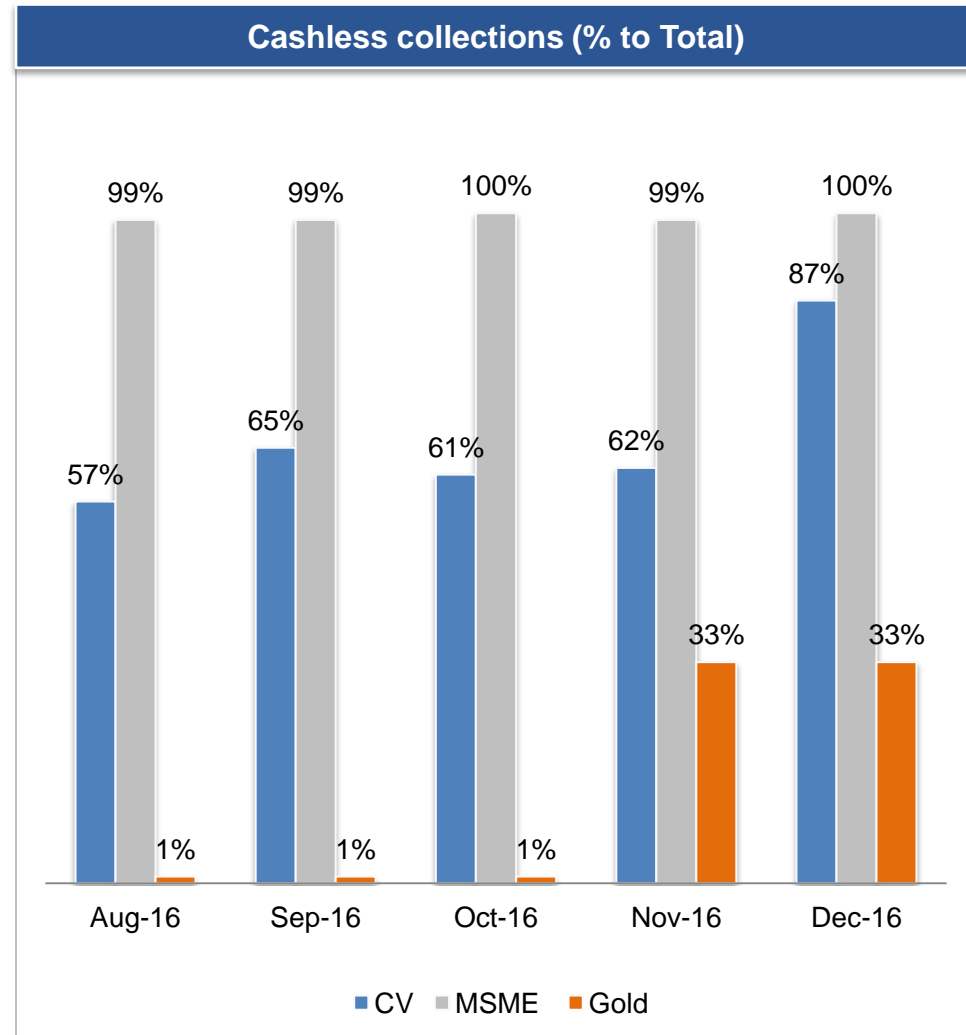
Note – MSME Loans include Healthcare equipment, SME and digital finance

# Demonetization – How it has impacted IIFL NBFC

Quarter ended December 2016



- Slowdown in economic activity has impacted product demand; business momentum moderated during Nov and Dec 2016
- Disbursal was down by 20-30% in home loan, construction finance, MSME, gold and CV loans
- Collection efficiency stable across home loan, LAP, construction finance, MSME loans and slightly lower in gold and CV loans
- On the positive side, there has been surge in payments across cashless modes
- Cashless collection as % of total collection for Gold and CV has increased during the quarter
- Number of mobile banking and website users show sharp increase in Nov-Dec 2016



# Product-wise impact of RBI relaxation on NPA recognition

Quarter ended December 2016



- Total loan amount, not recognised as NPA under RBI dispensation, was ₹43.4cr, 66% of which was for CV loans
- While we did not recognise them as NPAs, we have gone ahead and actively provided on them.
- Consequently our reported NNPA fell by 18bps q-o-q to 0.65%.

Reported GNPA's are lower due to RBI relaxation	₹ Cr
Retail Mortgage Loans	9.3
Construction & Real Estate Finance	-
Commercial Vehicle	28.7
Gold Loans	4.8
Capital Market Finance	-
MSME Loans	0.5
<b>Total</b>	<b>43.4</b>

*In view of Government of India's demonetization move on November 8, 2016, the RBI, as per its notification dated November 21, 2016, decided to provide an additional 60 days beyond what is applicable for the concerned regulated entity for recognition of a loan account as substandard in the case of small borrowers*

## I: IIFL Group Performance Overview

(i) Non-banking and Housing Finance

**(ii) Wealth and Asset Management**

(iii) Capital Markets

## II: Ownership, Management and Governance

## III: Corporate Social Responsibility





# IIFL Wealth Management – Consolidated results



Quarter ended December 2016

## Quarterly Trend

## Nine-month Trend

₹ Cr	Q3FY17	Q3FY16	Y-o-Y	Q2FY17	Q-o-Q	9MFY17	9MFY16	Y-o-Y
<b>Total Assets</b>	<b>106,999.0</b>	<b>87,970.0</b>	<b>22%</b>	<b>100,396.0</b>	<b>7%</b>	<b>106,999.0</b>	<b>87,970.0</b>	<b>22%</b>
Income from operations	266.8	145.8	83%	249.6	7%	690.8	385.8	79%
Other income	15.7	14.0	12%	5.1	205%	24.0	29.9	(20%)
<b>Total Income</b>	<b>282.5</b>	<b>159.8</b>	<b>77%</b>	<b>254.7</b>	<b>11%</b>	<b>714.8</b>	<b>415.7</b>	<b>72%</b>
Employee cost	69.8	44.8	56%	64.1	9%	187.8	117.6	60%
Admin and other expenses	49.7	53.2	(6%)	41.2	21%	127.4	111.0	15%
Total expenses	119.5	97.9	22%	105.3	14%	315.2	228.6	38%
<b>EBITDA</b>	<b>163.0</b>	<b>61.9</b>	<b>164%</b>	<b>149.4</b>	<b>9%</b>	<b>399.6</b>	<b>187.1</b>	<b>113%</b>
Interest	67.4	4.3	1461%	64.3	5%	143.1	17.2	732%
Depreciation and amortization	2.1	0.8	164%	1.9	12%	5.5	2.3	143%
<b>Profit before tax</b>	<b>93.5</b>	<b>56.7</b>	<b>65%</b>	<b>83.2</b>	<b>12%</b>	<b>251.0</b>	<b>167.6</b>	<b>50%</b>
Provision for taxation	28.3	11.8	140%	26.0	9%	75.9	44.4	71%
<b>Profit after tax</b>	<b>65.2</b>	<b>44.9</b>	<b>45%</b>	<b>57.2</b>	<b>14%</b>	<b>175.1</b>	<b>123.2</b>	<b>42%</b>

# Leading wealth manager in India

Quarter ended December 2016



## FASTEST

Growing Wealth Management Firm in India



## US\$ 15 BILLION

Assets under advice, distribution and custody

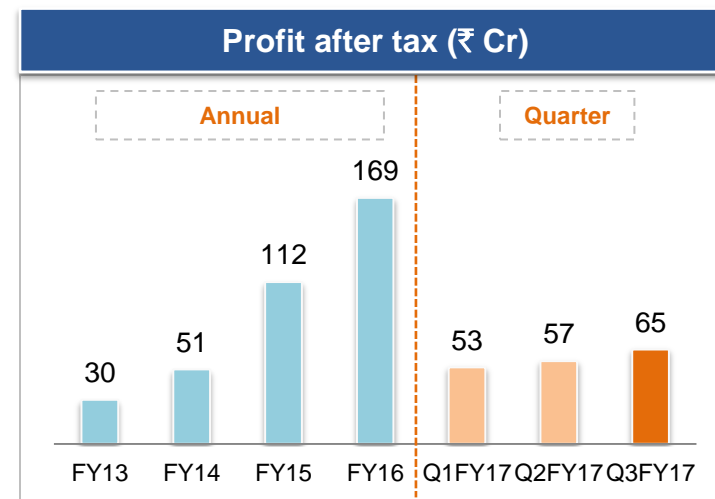
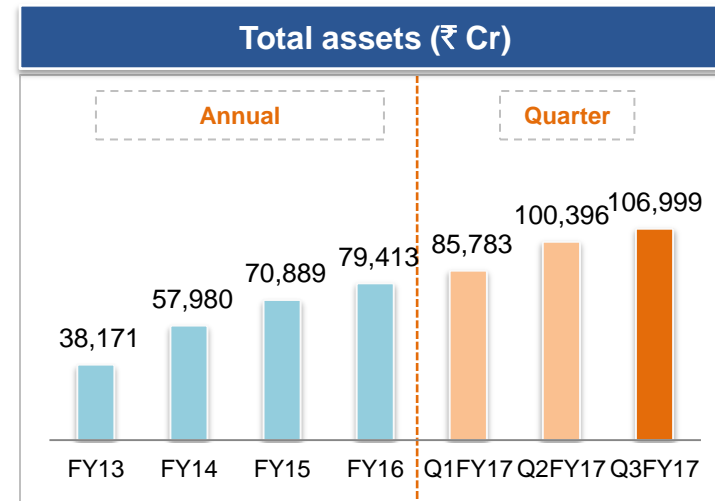


## 22 OFFICES

Presence across 7 Countries and Major Indian Cities

- IIFL Wealth Management offers advisory, wealth structuring solutions, asset management, credit solutions, broking and distribution services
- Winner of many prestigious awards in Q3FY17:
  - Best Private Banking Services - Overall by Euro-money Private Banking and Wealth Management Survey, 2017
  - Best Wealth Manager - India Domestic by Asian Private Banker Awards of Distinction, 2016
  - Best Private Bank, India by Global Finance Best Private Bank Awards 2017

## IIFL Wealth Key Financials



Note – Currency Conversion 1 US\$ = ₹68

# Growth opportunity



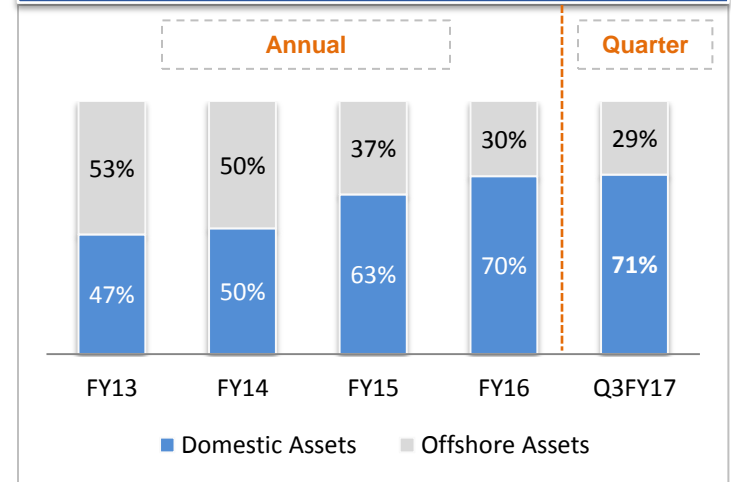
## Wealth Management in India

- Growing awareness towards professionally managed wealth. Generational transfer of wealth from 1<sup>st</sup> to 2<sup>nd</sup> generation leading to move from traditional assets
- There are about 137,000 Ultra High Net Worth Households (UHNH) in India with a potential net-worth of US\$ 2.1 tn
- Total AUM of top 10 firms put together is less than US\$100 bn showcasing vast potential for established players

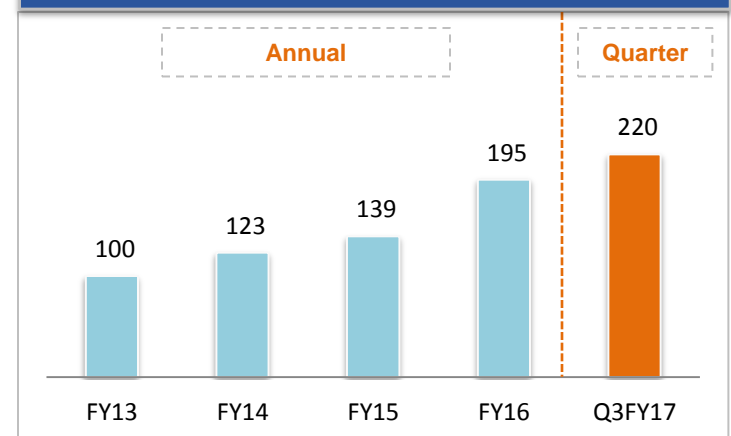
## IIFL Wealth proposition

- IIFL Wealth has positioned itself to participate in a larger share of wallet by offering family office, estate planning and offshore advisory services, enabling a stronger penetration into this market
- Competitive platform encompassing brokerage, NBFC and research
- Holistic Advice acts as a key differentiator in a challenging market environment
- First and largest manufacturer and distributor of AIFs
- Financing to UHNH – large diversified private client portfolios act as collateral

### Share of domestic assets (₹ Cr)



### No. of bankers



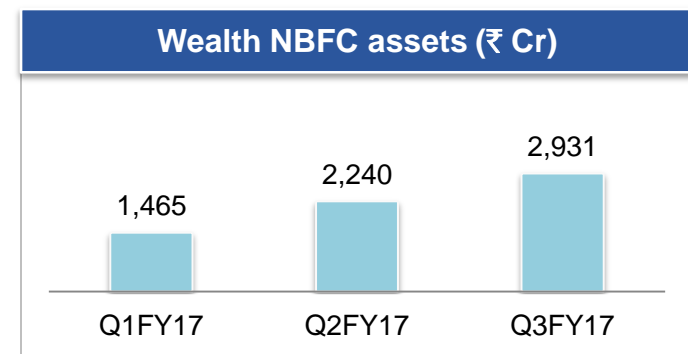
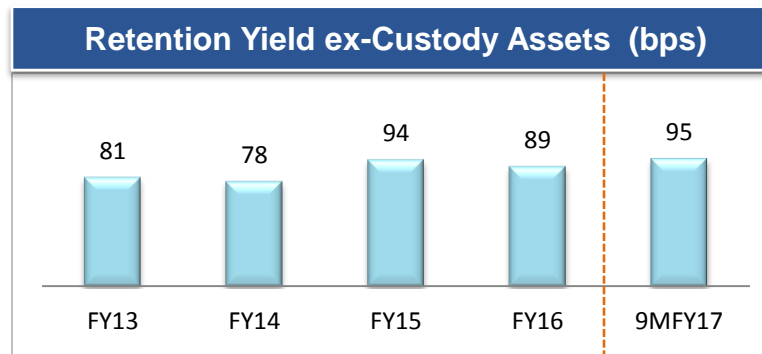
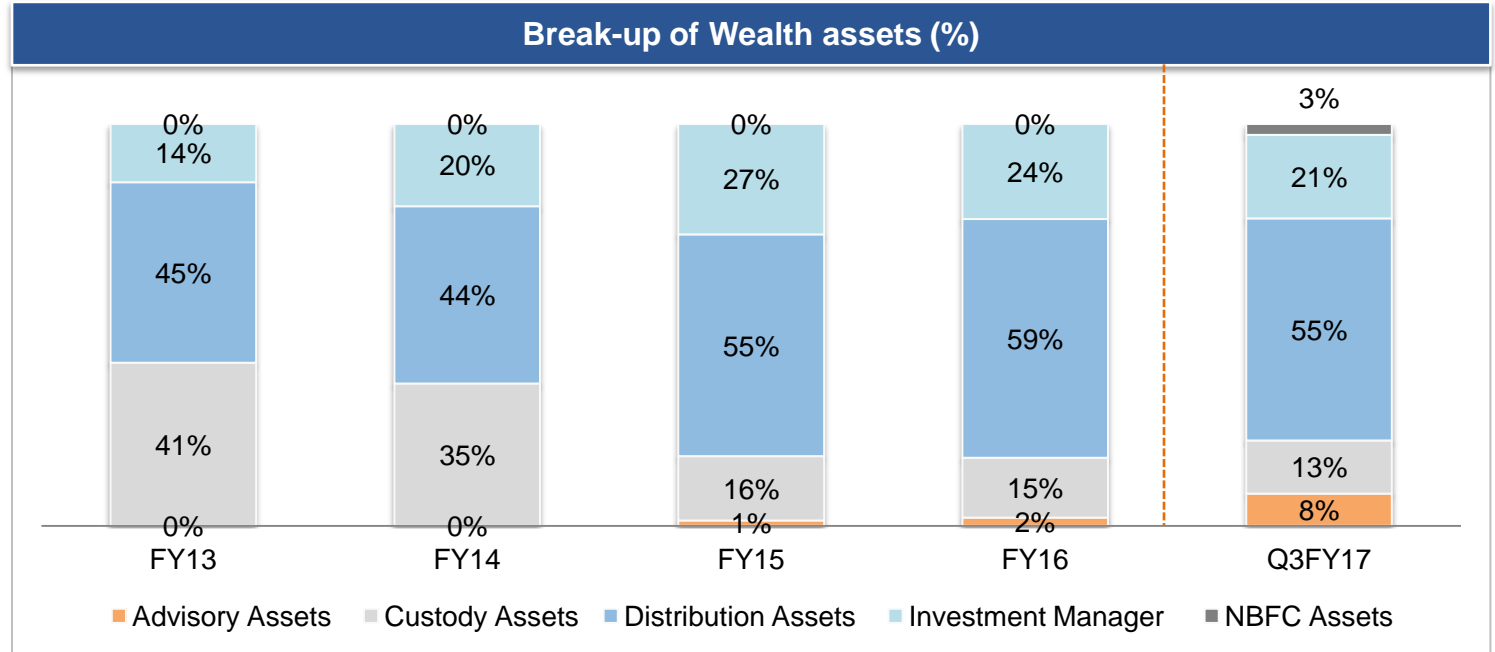
\*UHNH - Ultra High Net Worth Household - NW > US\$ 4 mn. Source: IIFL Research.

# Broadening advisory and asset management services

Quarter ended December 2016



- Focus on increasing the share of fee and trail bearing assets relative to pure transaction / brokerage assets
- For nine-month period ended Dec 31, 2016, the retention yield excluding custody assets stands at 95 bps
- During the quarter, the management team was further strengthened in key areas of Finance, Technology, Risk, Marketing and Sales to support growth trajectory



## I: IIFL Group Performance Overview

(i) Non-banking and Housing Finance

(ii) Wealth and Asset Management

**(iii) Capital Markets**

II: Ownership, Management and Governance

III: Corporate Social Responsibility



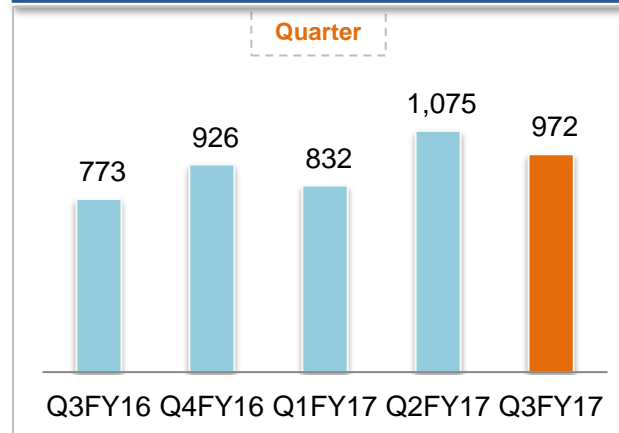
# Quarterly trend – Capital markets

Quarter ended December 2016

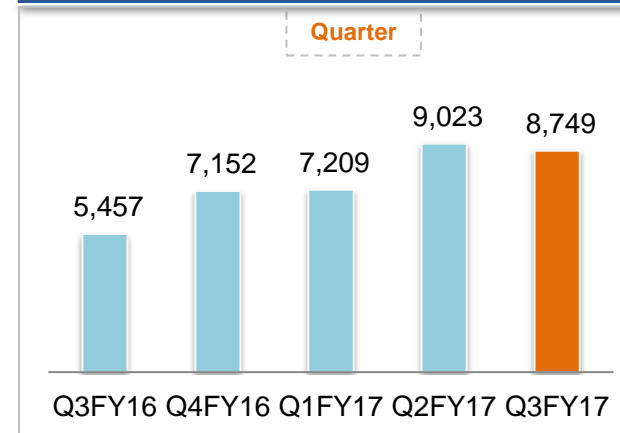


- IIFL is a key player in both retail and institutional segments of the Capital market, with >4% share of daily cash turnover
- Average daily cash turnover stood at ₹972 Cr. Up 26% y-o-y whereas exchange cash turnover was up 22%
- Total average daily total turnover was at ₹8,749 Cr. Up 60% y-o-y whereas exchange total turnover was up 72%
- Average daily F&O turnover stood at ₹7,777 Cr. Up 66% y-o-y whereas exchange F&O turnover was up 76%

Average daily turnover – Cash (₹ Cr)



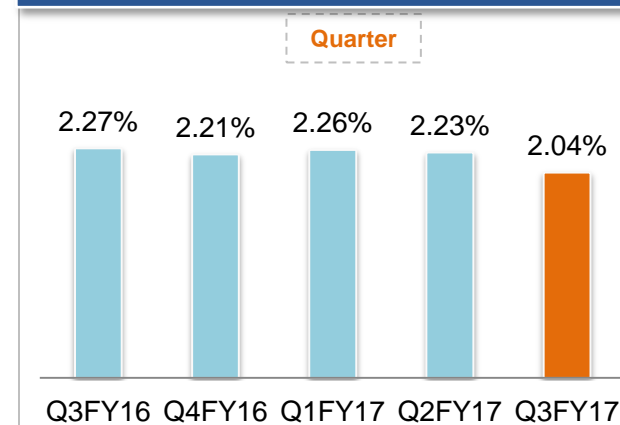
Average daily turnover - Total (₹ Cr)



NSE Market Share - Cash (%)



NSE Market Share – Total (%)



Note - Exchange turnover includes both NSE and BSE turnover for equity segment



# Institutional equities franchise built on internationally acclaimed 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

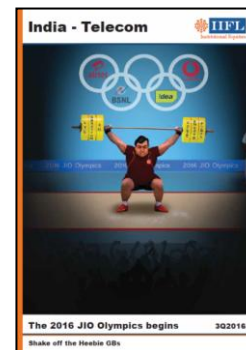
## Backed By High Quality Research



Factors that led to decline in ROE over last decade



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



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



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

# Digitization and innovation in retail operation

Quarter ended December 2016



## IIFL Markets - Highest rated (4.4) and most downloaded stock trading app on Android and IOS

### 9MF17 Update

- 2,500+ stock ideas shared by IIFL Experts
- 3,000+ market and stock related news notifications
- Insta-account opening using Aadhar and e-KYC
- Mobile trading clients >30% of total
- Mobile brokerage >20% of total

### Awards won during Q3FY17

- Silicon Valley Business Awards 2016 for Best Finance and Management App
- Silicon Valley Business Awards 2016 for Best Overall App

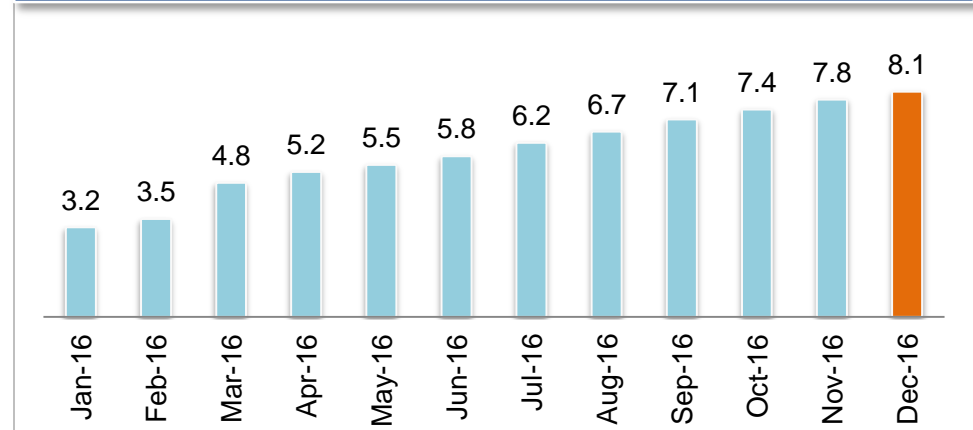
800,000+ downloads on Android



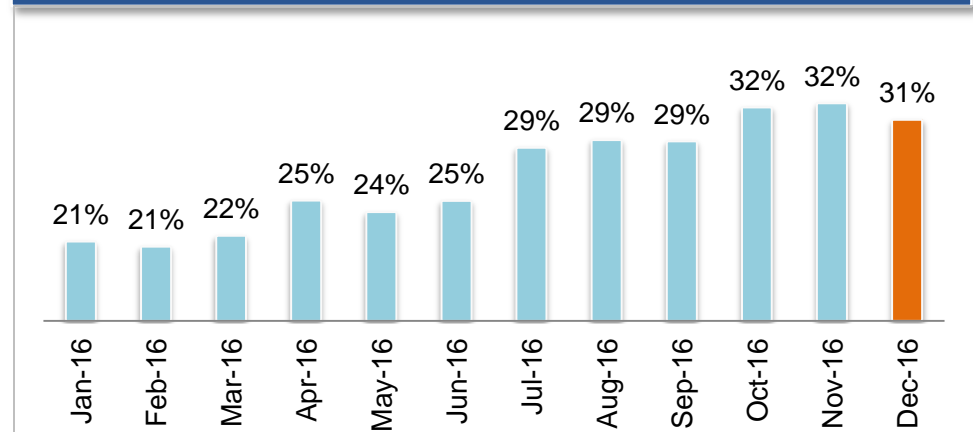
Available on



### Total downloads (in Lakh)



### Mobile trading clients (% of total)



# Investment Banking

Quarter and Nine-month ended December 2016



- Despite the capital markets being volatile during the quarter, the investment banking team won 3 IPO mandates across consumer discretionary, healthcare and financial services sectors
- Landmark performance in current fiscal year - 16 investment banking transactions completed including 5 IPOs
- Among the top 5 in terms of number of IPOs completed in the current fiscal year
- Winner at Finance Asia - BEST INDIA DEAL for ICICI Prudential Life Insurance's US\$912 million IPO

Equity Capital Markets – YTFY17			Advisory – YTFY17
<p>₹6,057 Cr</p> <p>ICICI Prudential life</p> <p>IPO</p>	<p>₹1,994 Cr</p> <p>Motherson Sumi Systems</p> <p>QIP</p>	<p>₹1,213 Cr</p> <p>RBL Bank</p> <p>IPO</p>	<p>₹1,005 Cr</p> <p>India Infoline Finance</p> <p>Private Equity</p>
<p>₹883 Cr</p> <p>Ujjivan Financial Services</p> <p>IPO</p>	<p>₹654 Cr</p> <p>Dilip Buildcon</p> <p>IPO</p>	<p>₹654 Cr</p> <p>Quess Corp.</p> <p>IPO</p>	<p>₹111 Cr</p> <p>Maini Precision Products</p> <p>Private Equity</p>
Debt – YTFY17			
<p>₹10,000 Cr</p> <p>Dewan Housing Finance</p> <p>Public Issue of Secured NCD</p>	<p>₹7,000 Cr</p> <p>Indiabulls Housing Finance</p> <p>Public Issue of Secured NCD</p>	<p>₹2,016 Cr</p> <p>Sanmar Engineering</p> <p>Private Placement of NCD</p>	<p>₹293 Cr</p> <p>SREI Infrastructure Finance</p> <p>Public Issue of Secured NCD</p>

## I: IIFL Group Performance Overview

(i) Non-banking and Housing Finance

(ii) Wealth and Asset Management

(iii) Capital Markets

## II: Ownership, Management and Governance

III: Corporate Social Responsibility



## IIFL Holdings Ltd

(Listed co. | Bloomberg Code: IIFL IN)

*Three key operating businesses - Multiple subsidiaries to comply with all applicable regulators*

### Non-Banking and Housing Finance

**Loan AUM**  
₹21,090 Cr retail focused diversified loan assets

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

**Financials 9MFY17**  
Income ₹974 Cr  
Net Profit ₹303 Cr

**Minority Shareholders\***  
CDC Group plc - 15.4%

### Wealth and Asset Management

**Wealth Assets**  
₹100,699 Cr from 10,000+ high networth families

**Products**  
Family office, AIFs, advisory and distribution services

**Financials 9MFY17**  
Income ₹572 Cr  
Net Profit ₹ 175 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 9MFY17**  
Income ₹444 Cr  
Net Profit ₹110 Cr

**Minority Shareholders**  
Nil

Note – Income is net of interest expense; pre-minority Net Profit. Loan/Wealth assets as at December 31, 2016. \*Fully diluted basis.

# Consistent vision and values since inception for the foundation of corporate culture



## Vision

“To become the Most Respected Company in the financial services space”

## Values

### Fairness

- Fairness in our transactions with all stakeholders including employees, customers, and vendors, bereft of fear or favour

### Integrity

- Integrity and honesty of the utmost nature, in letter, in spirit, and in all our dealings with people, internal or external

### Transparency

- Transparency in all our dealings with stakeholders, media, investors, and the public at large



## Doubling

Revenue 2x  
Net profit 2.5x  
over FY16-FY20



## Durability

Reducing volatility and  
cyclicality of earnings in all  
businesses



## De-risking

Diversifying revenue  
sources with focus on  
financial services

- **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
  - Rating upgrade to help lower cost of funds
  - Cost optimization

- **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

- CFO of Helpage India

## 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

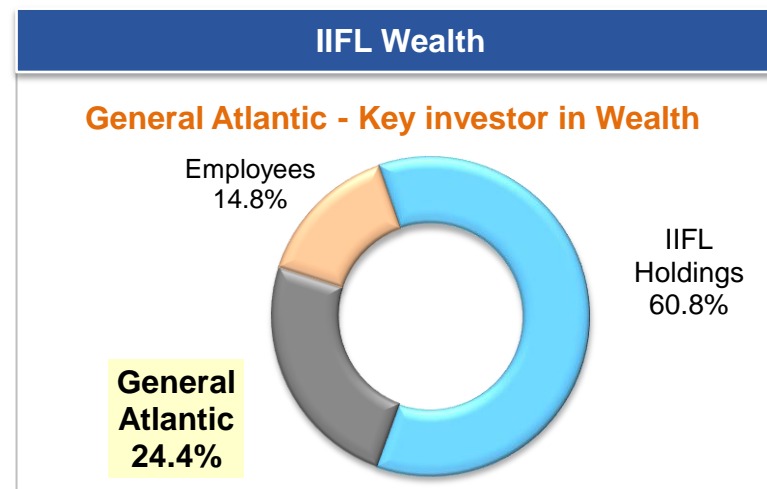
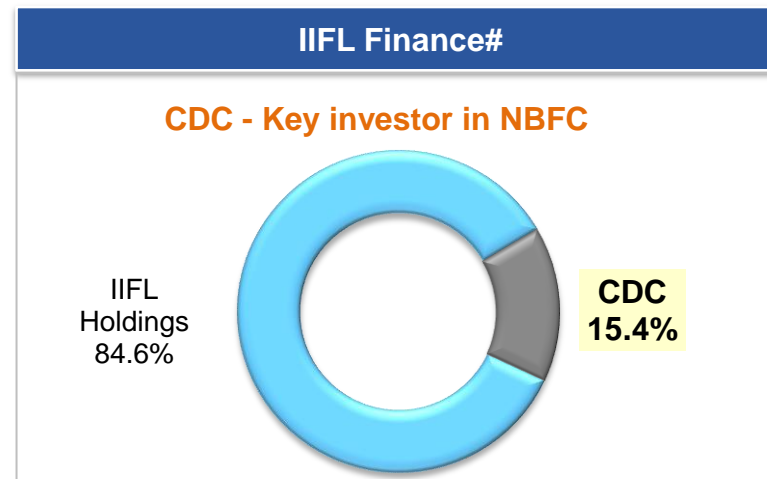
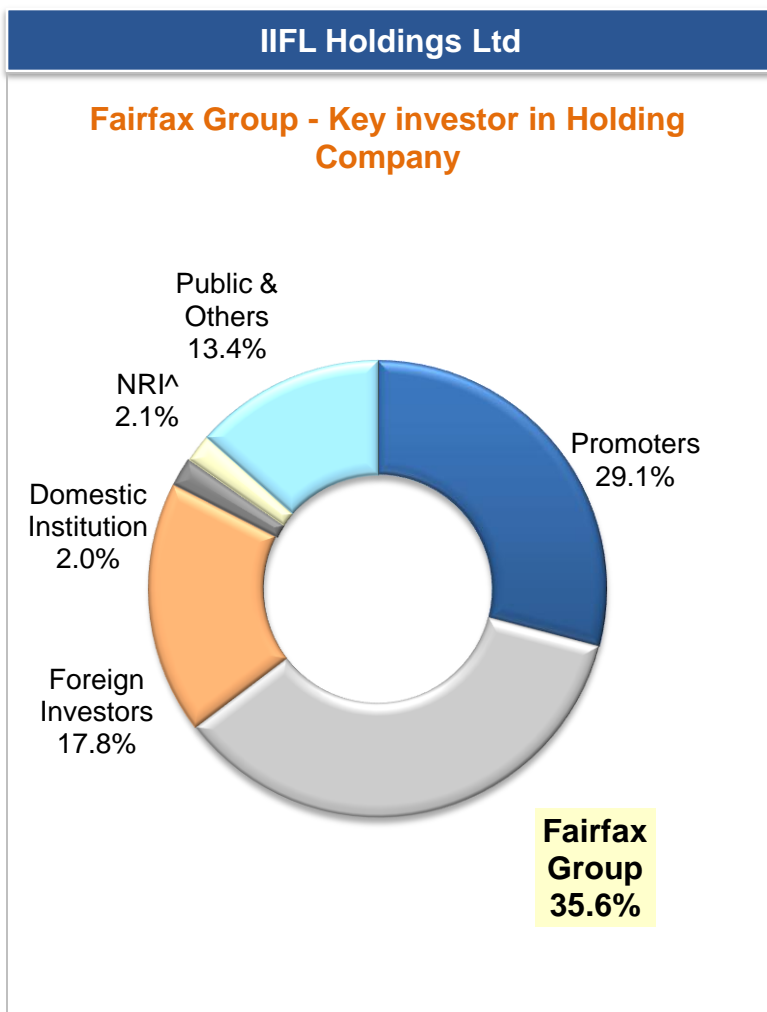
# Management team comprises professionals with rich domain experience and ownership

- 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

## Management Team

<b>Chairman</b>	<b>Nirmal Jain</b>	<b>Managing Director</b>	<b>R. Venkataraman</b>
<b>Financing</b>	Rajashree Nambiar	<b>Finance</b>	Prabodh Agrawal
<b>Housing Finance</b>	Monu Ratra	<b>Compliance</b>	R. Mohan
<b>Wealth Management</b>	Karan Bhagat	<b>Company Secretary</b>	Gajendra Thakur
<b>Offshore Asset Management</b>	Amit Shah	<b>Strategy</b>	Aniruddha Dange
<b>Institutional Equities</b>	H. Nemkumar	<b>Technology</b>	Subhash Kelkar
<b>Investment Banking</b>	Nipun Goel	<b>Human Capital</b>	Anand Mathur
<b>PMS &amp; Retail Broking</b>	Arindam Chanda	<b>Treasury</b>	B.S. Amarnath
<b>Realty Services</b>	Balaji Raghavan	<b>Internal Audit</b>	Narendra Jain

# Globally renowned investors have reposed confidence in us



Note - Shareholding pattern as at Dec 31, 2016. #Upon conversion of CDC's investment in India Infoline Finance Ltd on a fully diluted basis. <sup>^</sup>Non-repatriable

# 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



**No. 1 in Financial Services** category as per Brand Trust Report 2016



**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



**NSDL Star Performer "Leader in Go Green Initiative – 1st Position"**



**Best Private Banking Services Overall** - India, 2017



**Best Private Bank India** Global Finance Best Private Bank Award 2017



**Best Private Wealth Manager - India & Best India Start-Up Fund: Seed Venture**



**ET NOW Dealing Room Heroes**



**Golden Peacock Award for Corporate Social Responsibility** – 2016

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# Corporate Social Responsibility

Quarter ended December 2016



## Education

### ● Activities in Rajasthan

- Smart class room and additional infrastructure supported by IIFL for a rural school in Gogunda, Udaipur inaugurated by HH Governor of Rajasthan, Shri Kalyan Singh

## Gram Vardhan Yojana

### ● Activities in Jawhar

- Vocational Training for Tribal Boys - Over 450 tribal boys trained this quarter in electrician, two- & three-wheeler and retail skill-sets successfully placed

## Financial Literacy and Demonetisation awareness drive in Mumbai schools

- Over 5,000 school children underwent lessons in financial literacy in Q3FY17
- IIFL Foundation also conducted over 50 awareness sessions on demonetisation for women, students, others in Mumbai

## Supporting education in Rajasthan



## Financial literacy drive in Mumbai



## Diwali Daan Utsav at Mokhada



## Key Focus Areas

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



## Awards and Recognition - Q3FY17

- Golden Peacock Award for Corporate Social Responsibility – 2016
- Skoch Blue Economy Order of Merit Award - IIFL Foundation projects adjudged as Top 100 projects in India

**Thank you**

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