



October 31, 2017

<p>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</p>	<p>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</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 half year ended September 30, 2017.

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

Kindly take above on record and oblige.

Thanking You,  
Yours faithfully,

For IIFL Holdings Limited

Gajendra Thakur  
Company Secretary & Compliance Officer  
Email Id: [csteam@iifl.com](mailto:csteam@iifl.com)



Encl: as above

IIFL Holdings Limited

CIN No.: L74999MH1995PLC093797

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**IIFL Holdings Limited**

Press Release

For immediate publication

Mumbai, India

October 31, 2017

**IIFL Consolidated Net Profit\* for Q2FY18 at ₹291 Cr (up 40% y-o-y)  
Income at ₹944 Cr (up 42% y-o-y)**

**For the quarter ended September 30, 2017 (Q2FY18)**

- Net profit was ₹291 Cr, up 40% year-on-year (y-o-y)
- Consolidated income stood at ₹944 Cr, up 42% y-o-y
- Loan assets under management in NBFC business at ₹26,033 Cr, up 27% y-o-y
- Wealth assets at ₹1,33,217 Cr, up 47% y-o-y

**Summary: Consolidated – Q2FY18**

₹ Crore (Cr)	Quarter ended September 30, 2017	Quarter ended September 30, 2016	Y-O-Y	Quarter ended June 30, 2017	Q-O-Q
Income <sup>#</sup>	944.4	666.4	42%	841.1	12%
Profit Before Tax	414.0	297.4	39%	375.3	10%
Net Profit (Pre-Minority)	290.9	207.2	40%	251.9	15%
Net Profit (Post-Minority)	229.1	183.1	25%	198.1	16%

**Mr Nirmal Jain, Chairman, IIFL Holdings Ltd.**, commented on the financial results, “We are pleased to report continued robust growth in all our core businesses. Our performance reinforces our confidence in our strategy to make earnings durable and de-risked. The PSU banks’ recapitalization is the bold and timely initiative to reinvigorate the economy. Our loans and mortgages business strategy of focussing on retail lending and digital delivery, makes it largely immune from banks’ competition. Wealth and asset management continues to grow on the back of innovative products with customer centricity. Capital market business is founded on the cutting edge research. We are excited about the imminent listing of 5paisa, a company demerged with mirror shareholding. 5paisa business model aims to offer financial products at lowest cost digitally, as the company plans no branches, no relationship managers and little investment in research.”

\* Net Profit is pre-minority

# Income is net of interest expenses

## Loans and Mortgages

The Loans and Mortgages business is carried out by a non-banking finance company and its two subsidiaries, housing finance company and micro finance company; conducted through 1100+ branches spanning the length and breadth of the country.

The Profit after tax for Q2FY18 was ₹132 Cr, up 30% y-o-y, while total income was ₹467 Cr, up 40% y-o-y. NBFC's ROE<sup>1</sup> for Q2FY18 stood at 14.5% and ROA was 2.1%. NIM has expanded by 56bps q-o-q to 7.2% largely due to sharp fall in funding costs. Average borrowing costs declined 12bps q-o-q and 110bps y-o-y to 8.5%. The availability and incremental cost of funding continues to remain favourable to us.

Loan assets under management (AUM), predominantly retail, showed a steady growth of 27% y-o-y to ₹26,033Cr. At the end of the quarter, low risk retail home loan assets grew to ₹6,686 Cr, up 64% y-o-y. In Construction and Real Estate loans, the mix is changing towards construction finance for small-ticket housing projects.

The securitized loan book currently at ₹3,012 Cr is 12% of AUM, up from 10% a year back. There exists significant opportunity for securitization, which will positively impact profitability and CAR.

Asset quality remains sound with GNPA of 1.95% and NNPA of 1.09% as on September 30, 2017. Against gross NPA of ₹448 Cr, specific provisions stand at ₹197 Cr, giving provision coverage of 44%.

Besides this, provision of ₹95 Cr has been made for standard assets as per statutory requirements. Total provision coverage (including standard asset provision) stands at 65% of Gross NPAs.

IIFL Finance has long-term credit rating by CRISIL AA/Stable, [ICRA] AA (Stable), CARE AA (Positive).

Capital adequacy: Total CAR stood at 18.4% including Tier I capital of 17% as at September 30, 2017 as against statutory requirement of 15%

**Housing Finance Business :** The housing finance arm has benefitted over 5,000 customers with a subsidy of more than ₹111 Cr under the Pradhan Mantri Awas Yojana – Credit Linked Subsidy Scheme, till September, 2017. The loan book grew 42% y-o-y to ₹9,893 Cr.

**Micro-Finance Business:** During the quarter, the microfinance arm -Samasta Microfinance, has ramped up its operations with its branch network growing in eastern part of the country. The loan assets for quarter ended September 30, 2017 stood at ₹404 Cr, up 42% q-o-q and MFI base increased to over 2,00,000 customers, up 18% q-o-q.

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<sup>1</sup> Figures are annualized.

## Wealth and Asset Management operations

IIFL Wealth is one of the leading wealth management companies in India offering a comprehensive suite of products and services to high net-worth families in India including advisory, wealth structuring solutions, credit solutions and distribution services. An in-house asset management business allows the company to launch innovative products; IIFL Wealth is one of the 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, asset management and offshore advisory services, enabling a stronger penetration into this market.

Total assets under management, distribution and advice witnessed 47% y-o-y growth to reach ₹1,33,217Cr in Q2FY18. The PAT was at ₹95 Cr, up 67% y-o-y.

IIFL Wealth Finance, a wholly-owned NBFC subsidiary of IIFL Wealth focused on providing loan against securities to wealth clients had a loan book of ₹4,852 Cr in Q2FY18, up 13% q-o-q.

## Capital Market and others

IIFL is a key player in both retail and institutional segments of the capital market, and category I merchant banker. We have over 1,200 service locations comprising a wide branch and sub-broker network and providing unparalleled research coverage on over 500 companies. At the back of strong domestic inflows, the business has recorded a robust performance. During the quarter, the average daily equity market turnover for the broking business was ₹13,269 Cr, up 47% y-o-y with the cash market turnover at ₹1,220 Cr, up 14% y-o-y.

Our mobile trading app, 'IIFL Markets' continues to be the highest rated on Android and IOS amongst peers (4.4) with over 11 lakh downloads. There has been a steady increase in number of clients trading through the mobile platform; during the quarter, over 37% of retail customers have traded through the app. IIFL's Mutual Fund App crossed 1.5 lakh downloads and is steadily building on its customer base.

**Investment Banking:** Q2FY18 has been a very strong quarter in investment banking. During the quarter, IIFL has completed 4 IPOs and a number of other capital markets and advisory transactions for marquee clients.

IIFL has been ranked #3 in equity issuances for calendar years 2016 and 2017 year-to-date covering IPOs, FPOs, QIPs and InvITs (\*Source: Prime database, for the period Jan 1, 2016 to September 30, 2017 on full credit basis covering IPOs, QIPs, FPOs and InvIT offerings).

IIFL's investment banking franchise continues to enjoy a pre-eminent position in India with a strong execution track record a robust pipeline across capital markets and advisory, which are in various stages of execution.

## 5 Paisa Capital Limited

During the quarter ended September 30, 2017, the Company has received the approval of NCLT for the Scheme of Arrangement under Section 230-232 of the Companies Act, 1956 (“the Scheme”) between IIFL Holdings Limited and 5paisa Capital Limited (5PCL) and their respective shareholders to demerge 5paisa digital undertaking of the Company into 5PCL. The said order has been filed with MCA on September 30, 2017 and Demerger is effected w.e.f. the Appointed Date i.e. October 01, 2016 in the books of accounts of the Company. Accordingly, the aforesaid results for the quarter and half year ended September 30, 2017 is after giving effect to the Scheme. As per the Scheme, the shareholders of the Company as on the record date i.e. October 18, 2017, have been allotted 1 equity share of Rs. 10/- each fully paid up of 5PCL for every 25 equity shares of Rs. 2/- each held in the Company. In view of above, 5PCL ceased to be a subsidiary of the Company. Listing of shares of 5PCL at NSE and BSE is under process.

5paisa Capital Limited is engaged in providing an online technology platform through internet terminals and mobile apps for trading of securities on National Stock Exchange of India Limited & BSE Limited, Depository Participant of CDSL, AMFI, and providing a wider basket of financial services including distribution of mutual funds, bonds, debentures etc. The digital way of doing trading in securities is emerging as a new segment with potential to achieve critical mass and grow exponentially in the near future with the spread of internet and mobile penetration, as also 3G/4G telecommunication and data services throughout the country. 5paisa will acquire service and grow the new emerging DIY (Do-it-yourself) customer segment that prefers least intermediation cost for various financial products. Such service providers operate with cutting edge technology with minimal physical infrastructure and manpower; and the organizations require a different structure and culture. This proposition will not only enhance business focus but will also enable investors to invest seamlessly from anywhere on their own. With this objective, the effecting of the demerger of 5paisa digital undertaking is completed.

## Demerger of Real Estate Advisory Services from IIFL Real Estate Limited

During the quarter ended September 30, 2017, the NCLT has approved the Scheme of Arrangement (“Scheme”) for demerger of Real Estate Advisory services undertaking from IIFL Facilities Services Limited, a wholly-owned-subsiidiary of the Company, into another wholly-owned-subsiidiary namely IIFL Management Services Limited (Erstwhile India Infoline Insurance Services Limited) in terms of the provisions of Companies Act, 2013. The said order has been filed with MCA on September 29, 2017 and Demerger is effected w.e.f. the Appointed Date i.e. April 01, 2017 in the books of accounts of the Company. Accordingly, the aforesaid results for the quarter and half year ended September 30, 2017 is after giving effect to the Scheme.

The demerger will not impact the capital structure of the company and its subsidiary.

IIFL has also filed an application with SEBI for registration of IIFL Real Estate Investment Trust and will initiate REIT issue in due course. This will enable partial release of the investment in commercial real estate by IIFL Holdings Limited. Post the registration by SEBI, IIFL will file the necessary draft offer documents for REIT issue in due course.

### Awards and Accolades received in Q2FY18:



- IIFL featured in Forbes' 'India's Super 50 Companies'
- IIFL is among the 'Outlook Business Outperformers' list – titled Prudent Financier by Outlook Magazine
- Awarded Best IPO Bidding Member – Retail at the **NSE Market Achievers Awards**
- Asset Management Company of the Year - Rising Star, India at The Asset Triple A Asset Servicing, Fund Management and Investors Awards 2017

## Corporate Social Responsibility (CSR) activities undertaken during Q2FY18:



### Education

- **Sakhion ki Baadi**

IIFL Foundation chose Udaipur district in south Rajasthan to initiate its flagship program 'Sakhion ki Baadi'. 306 new learning centres were initiated in 6 blocks viz. Peepal Kunth, Choti Sadri, Sarada, Dhariwad, Bali and Pindwara. The work has extended beyond Udaipur district by venturing 8 new districts viz. Pratapgarh, Bali, Pindwara, Jalore, Ajmer, Banswada, Jodhpur and Bhilwara. About 459 new centres have been established with an overall enrolment of 13,773 girls

### Financial Literacy Programs

- **Mumbai**

Workshops were conducted for women at MAVIM and Brightstar Charitable Trust. The workshops witnessed an overall participation of 390 women.

Certification programs in Financial Literacy were conducted for school and college students at 11 locations in Mumbai Suburban, garnering a participation of 1,821 pupils.

- **West Bengal**

A total of 293 - Community Awareness Sensitization Programs for Women were conducted covering 5 districts and saw an overall participation of 10,849 women.

Over 40 Financial Literacy Workshop were conducted for school students covering 5 districts, 11 blocks and garnering 2,960 participants.

7 sessions on Youth Leadership Program for Digital Financial Services conducted in 3 districts, 6 blocks with an overall participation of 200 young adults.

### Flood Relief

IIFL Foundation contributed to relieve the flood victims in the state of Rajasthan and Gujarat through supply of essentials - food and clothing.

IIFL Foundation was able to support over 80 families during this natural calamity, as connect to resources was significantly broken down for the community.



## 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 loans and mortgages, asset and wealth management, capital markets and financial products distribution, investment banking, institutional equities and realty services through its various subsidiaries.

IIFL Holdings Ltd 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 with a consolidated net-worth of ₹4,740 Cr as on September 30, 2017, offering a gamut of services to more than 40 lakh customers across various business segments and is continuously building on its strengths to deliver excellent service to its expanding customer base.

IIFL is featured in the prestigious **Forbes list of 'India's Super 50 Companies'** in 2017, a benchmark to identify Indian companies that exhibit high growth in profitability, sales and shareholder returns. IIFL is also among the **'Outlook Business Outperformers'** - a prestigious list of eight companies which have beaten the Sensex over a five-year period. IIFL is ranked as the **#1 Investment Banker** in Equity Issuances for CY2016 and CY2017 YTD\* by PRIME Database. IIFL won **'The Best Private Banking Services Overall, India'** award at Euromoney Private Banking and Wealth Management Survey, 2017. IIFL was recognized as **'India's Most Trusted Financial Service Brand (Non-Bank)'** by the Brand Trust Report India Study, 2016. IIFL Group bagged **'Best Customer Service in the 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, in 2014.

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, 2017, are available under the **'Investor Relations'** section on our website [www.iifl.com](http://www.iifl.com).

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

### Media Relations

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# Performance Review

For the Quarter and Half Year ended September 2017

## IIFL Holdings Limited

Bloomberg: IIFL IN

KNOWLEDGE IS THE EDGE



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October 31, 2017

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# IIFL Group – Quarterly results at a glance

Quarter ended September 2017



## Key highlights of the quarter

₹ Cr	Income	Y-o-Y (%)	Profit after tax	Y-o-Y (%)
Loans and Mortgages	466.6	40%	132.2	30%
Wealth and Asset Management	261.2	46%	95.5	67%
Capital Markets	216.6	40%	63.2	32%
<b>IIFL Consolidated</b>	<b>944.4</b>	<b>42%</b>	<b>290.9</b>	<b>40%</b>
Minority Interest	-	-	(61.8)	156%
<b>IIFL Consolidated (post minority)</b>	<b>944.4</b>	<b>42%</b>	<b>229.1</b>	<b>25%</b>

Loan book grew 27% y-o-y to ₹26,033 Cr

Asset quality remains sound with GNPA of 1.95% and NNPA of 1.09%

Wealth assets grew 47% y-o-y to ₹1,33,217 Cr

CDC acquired a stake on September 26, 2016. Minority interest last year is for 5 days, and for the entire quarter this year

Consolidated ROE rises to 19.7% and ROA to 2.5%

# IIFL Group – Consolidated Results

Quarter ended September 2017

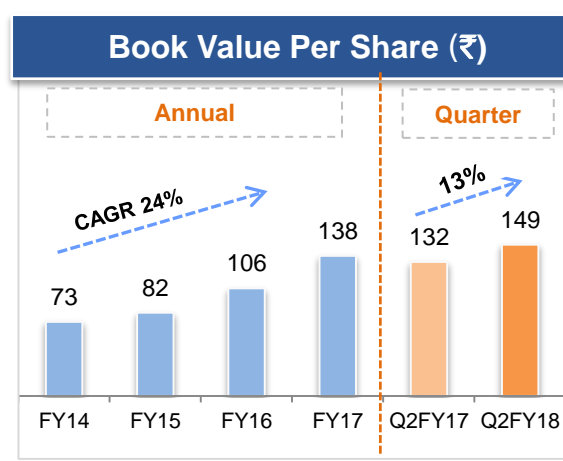
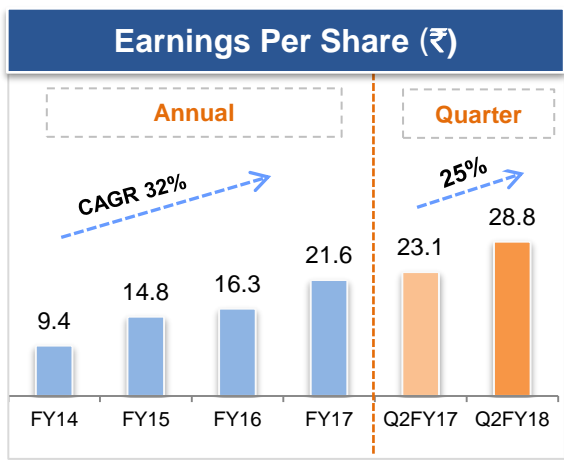
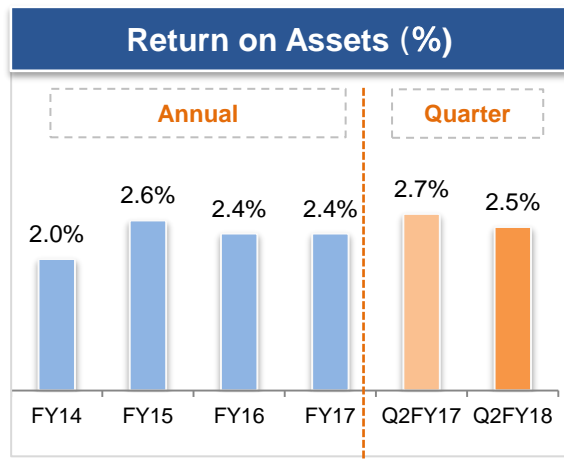
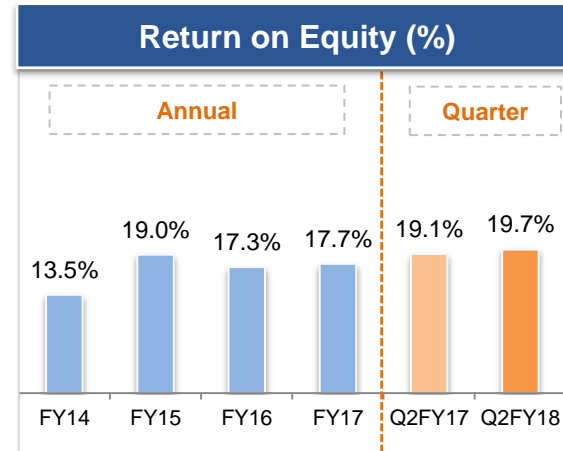
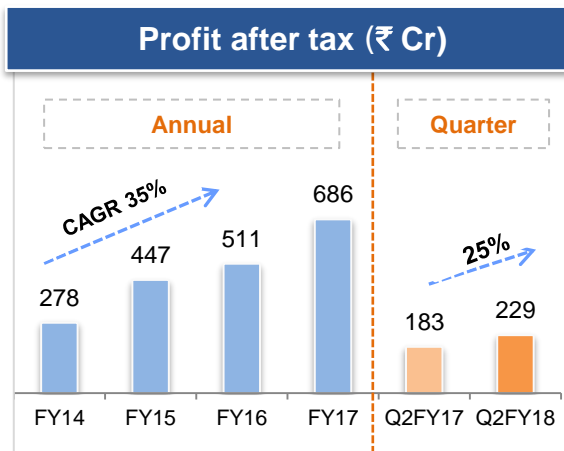
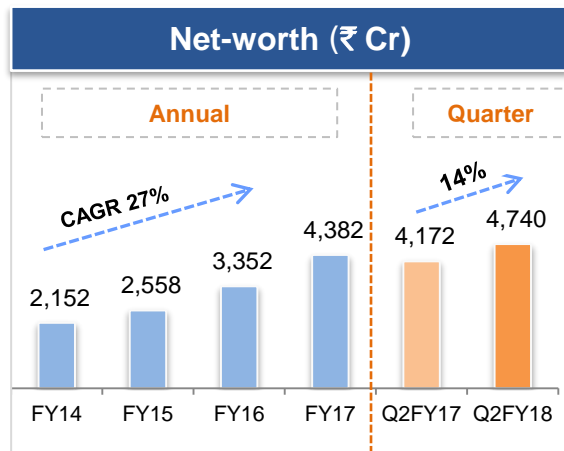


₹ Cr	Q2FY18	Q2FY17	Y-o-Y	Q1FY18	Q-o-Q	H1FY18	H1FY17	Y-o-Y
Revenue from Operations	1,589.6	1,213.8	31%	1,407.3	13%	2,996.9	2,240.4	34%
Other income	6.5	1.9	242%	5.3	23%	11.8	5.8	103%
<b>Total Income</b>	<b>1,596.1</b>	<b>1,215.7</b>	<b>31%</b>	<b>1,412.6</b>	<b>13%</b>	<b>3,008.7</b>	<b>2,246.2</b>	<b>34%</b>
Operating cost	74.1	35.6	108%	52.6	41%	126.7	72.9	74%
Employee cost	248.3	181.0	37%	224.6	11%	472.9	360.0	31%
Administration and other expenses	191.7	139.3	38%	173.7	10%	365.4	251.3	45%
Total expenses	514.1	355.9	44%	450.9	14%	965.0	684.2	41%
<b>EBITDA</b>	<b>1,082.0</b>	<b>859.8</b>	<b>26%</b>	<b>961.7</b>	<b>13%</b>	<b>2,043.7</b>	<b>1,562.0</b>	<b>31%</b>
Interest costs	651.7	549.3	19%	571.5	14%	1,223.2	1,003.3	22%
Depreciation and amortization	16.3	13.1	24%	14.9	9%	31.2	26.7	17%
<b>Profit before tax</b>	<b>414.0</b>	<b>297.4</b>	<b>39%</b>	<b>375.3</b>	<b>10%</b>	<b>789.3</b>	<b>532.0</b>	<b>48%</b>
Provision for taxation	123.1	90.2	36%	123.4	0%	246.5	166.6	48%
<b>Profit after tax (pre-minority)</b>	<b>290.9</b>	<b>207.2</b>	<b>40%</b>	<b>251.9</b>	<b>15%</b>	<b>542.8</b>	<b>365.4</b>	<b>49%</b>
Minority Interest	61.8	24.1	156%	53.8	15%	115.6	44.8	158%
<b>Profit after tax (post-minority)</b>	<b>229.1</b>	<b>183.1</b>	<b>25%</b>	<b>198.1</b>	<b>16%</b>	<b>427.2</b>	<b>320.6</b>	<b>33%</b>

Note: Previous periods figures have been regrouped / rearranged wherever necessary

# IIFL Group – Consolidated financial trends

Quarter ended September 2017



Notes : Profit is post-minority, Income is net of interest expense & Quarterly ROE and EPS are annualized

## I: IIFL Group Performance Overview

### **(i) Loans and Mortgages**

### (ii) Wealth and Asset Management

### (iii) Capital Markets

### (iv) 5paisa Capital Limited update

## II: Ownership, Management and Governance

# Loans and Mortgages – Consolidated Results

Quarter ended September 2017 (NBFC, HFC and MFI)



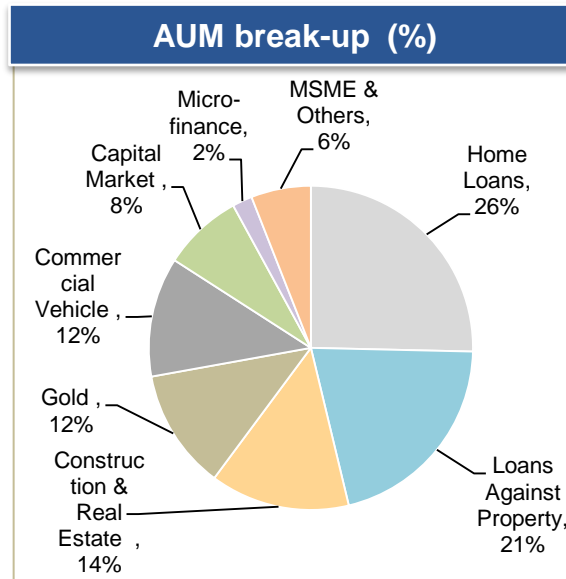
₹ Cr	Q2FY18	Q2FY17	Y-o-Y	Q1FY18	Q-o-Q		H1FY18	H1FY17	Y-o-Y
Loan book	23,021	18,459	25%	20,381	13%		23,021	18,459	25%
Securitised assets	3,012	2,015	50%	2,949	2%		3,012	2,015	50%
<b>Assets under management</b>	<b>26,033</b>	<b>20,474</b>	<b>27%</b>	<b>23,330</b>	<b>12%</b>		<b>26,033</b>	<b>20,474</b>	<b>27%</b>
Interest income	886.1	760.8	16%	800.3	11%		1,686.4	1,455.9	16%
Less: Interest expense	484.8	465.7	4%	454.4	7%		939.2	895.2	5%
<b>Net Interest income</b>	<b>401.3</b>	<b>295.1</b>	<b>36%</b>	<b>345.9</b>	<b>16%</b>		<b>747.2</b>	<b>560.7</b>	<b>33%</b>
Other income	65.3	38.2	71%	60.8	7%		126.1	62.7	101%
<b>Total income</b>	<b>466.6</b>	<b>333.3</b>	<b>40%</b>	<b>406.7</b>	<b>15%</b>		<b>873.3</b>	<b>623.4</b>	<b>40%</b>
Less: Operating expense	167.1	135.5	23%	158.8	5%		325.9	259.7	26%
Less: Loan losses & provision	95.8	41.6	130%	70.9	35%		166.7	70.8	135%
<b>Profit before tax</b>	<b>203.7</b>	<b>156.2</b>	<b>30%</b>	<b>177.0</b>	<b>15%</b>		<b>380.7</b>	<b>292.9</b>	<b>30%</b>
<b>Profit after tax</b>	<b>132.2</b>	<b>102.0</b>	<b>30%</b>	<b>116.3</b>	<b>14%</b>		<b>248.5</b>	<b>191.0</b>	<b>30%</b>

# Achieving volume & profit growth with superior asset mix

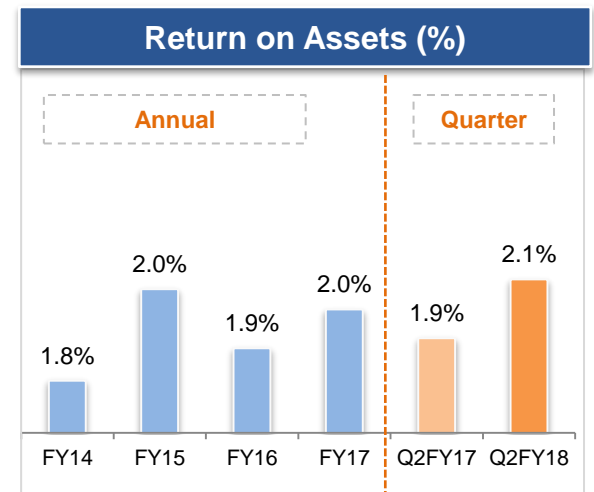
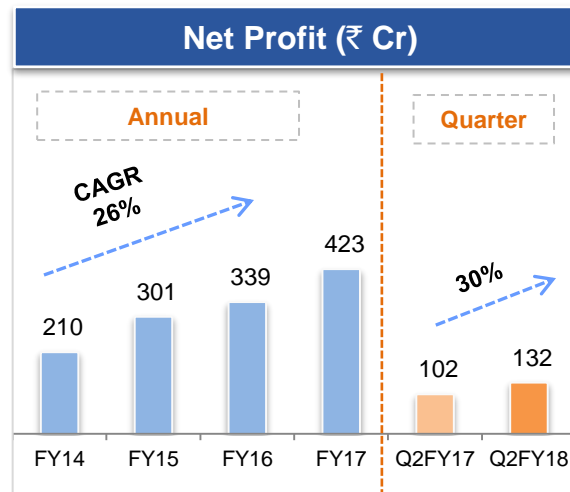
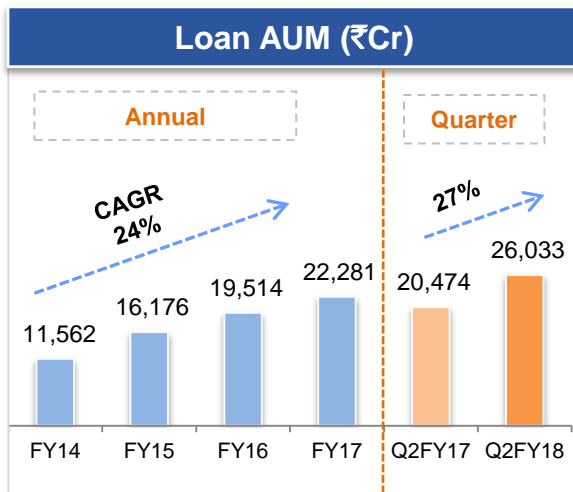


Quarter ended September 2017

- Key growth drivers are small-ticket home loans and SME loans
- In Construction & Real Estate loans, the mix is changing towards construction finance for small-ticket housing projects
- Moderate or negative growth for Gold, LAP and CV



Loan AUM (₹Cr)	Q2FY18	Y-o-Y	Q-o-Q
Home Loan	6,686	64%	12%
LAP	5,521	4%	0%
Construction & Real Estate	3,531	30%	0%
Commercial Vehicle	3,153	18%	6%
Gold	3,060	(2%)	9%
Capital Market	2,202	31%	85%
MSME & Others	1,477	65%	34%
MFI	403	-	42%
<b>Total</b>	<b>26,033</b>	<b>27%</b>	<b>12%</b>



Note – MSME & Others include Healthcare equipment, SME and Digital finance

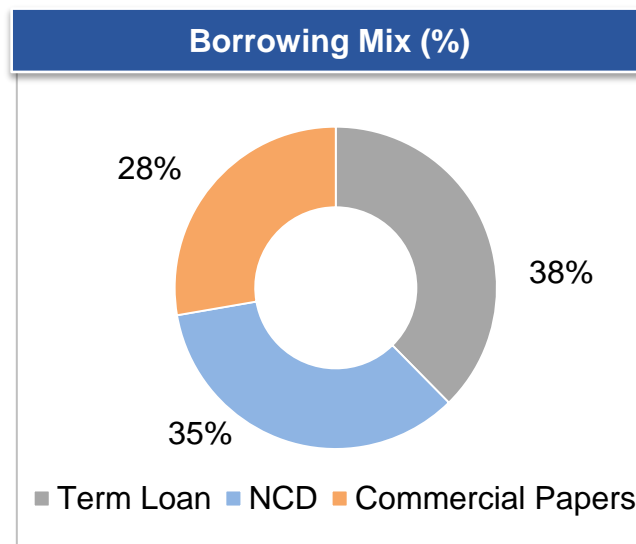
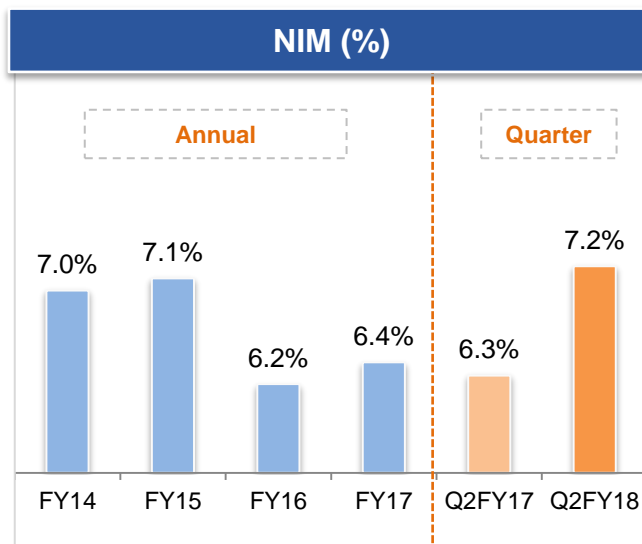
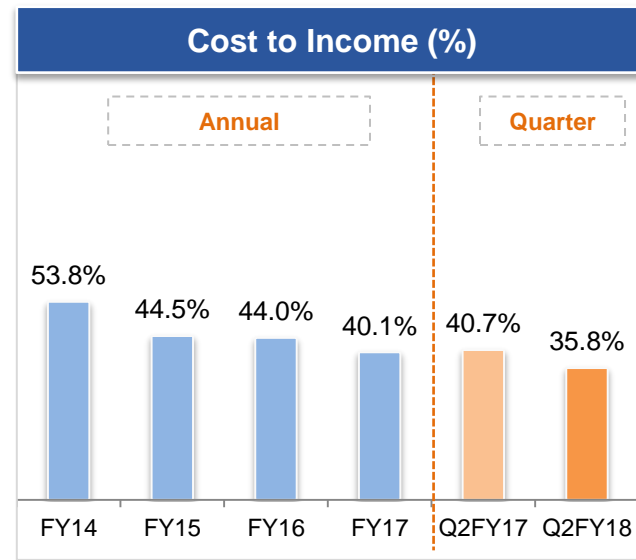
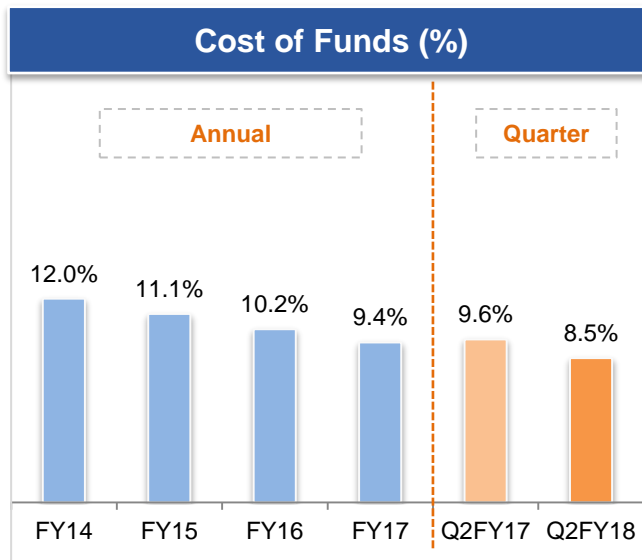


# Funding, operating costs decline, NIMs expand

Quarter ended September 2017



- Average cost of borrowing declined 12bps q-o-q and 110bps y-o-y to 8.5%.
- NIMs have expanded by 56bps q-o-q due to one-offs, excluding them NIMs were flat q-o-q
- Cost/Income ratio has declined
- IIFL Finance has long-term credit rating by CRISIL AA/Stable, [ICRA] AA (Stable), CARE AA (Positive), Brickworks AA+/Stable and short-term rating by [ICRA] A1+

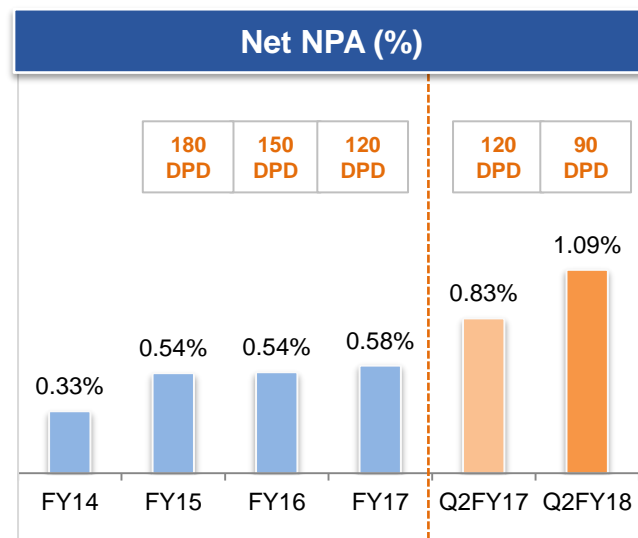
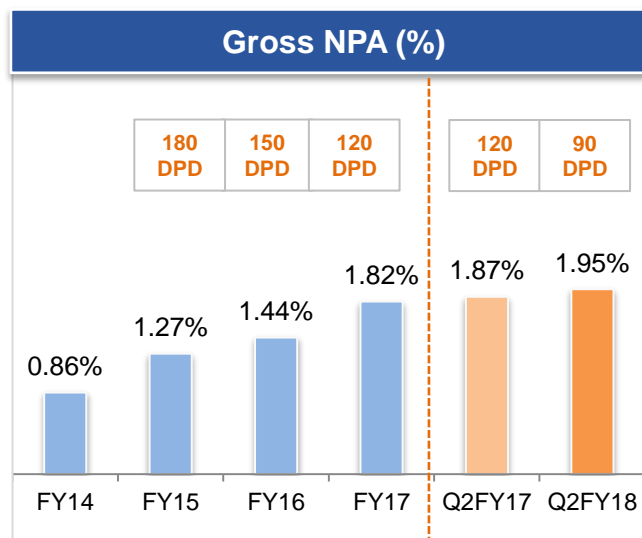


# Through cycles, maintaining superior quality of assets

Quarter ended September 2017



- Asset quality remains sound with GNPA of 1.95% and NNPA of 1.09%
- Sequential increase in NNPA's largely in LAP and RE Finance; NPA ratio in all other segments were flat or declined q-o-q
- Securitized loan book currently stands at 12% of AUM, up from 10% a year back.
- Tier-I CAR stands at 17.0% and total CAR at 18.4%.



	% Portfolio Share	NNPA%	Yield %	Average Ticket Size (₹Lakh)	LTV %
Home Loan	26%	0.3%	9.6%	22.0	67%
Loan Against Property	21%	1.9%	13.1%	78.8	52%
Construction & Real Estate	14%	1.4%	15.9%	998.8	40%
Commercial Vehicle	12%	3.2%	16.2%	12.1	75%
Gold	12%	0.2%	22.0%	0.5	64%
Capital Market	8%	0.0%	11.4%	58.2	45%
MSME & Others	6%	1.2%	14.5%	29.5	58%
Micro-finance	2%	0.5%	22.4%	0.2	-
<b>Total</b>	<b>100%</b>	<b>1.1%</b>	<b>14.2%</b>		<b>-</b>

## I: IIFL Group Business Overview

(i) Loans and Mortgages

**(ii) Wealth and Asset Management**

(iii) Capital Markets

(iv) 5paisa Capital Limited update

## II: Ownership, Management and Governance

# IIFL Wealth Management – Consolidated Financials

Quarter ended September 2017



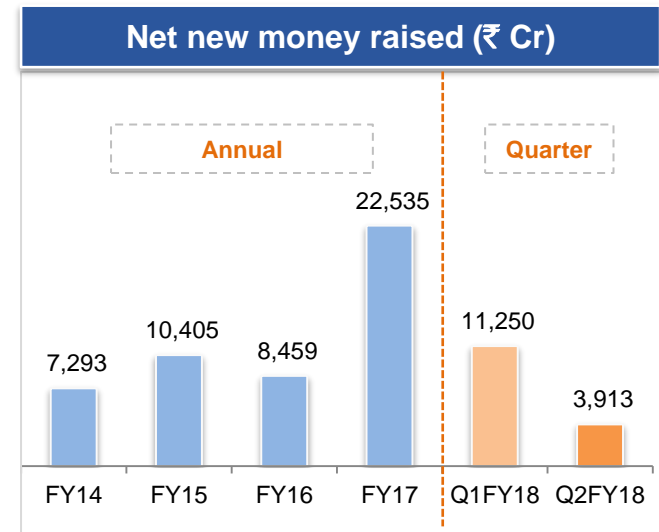
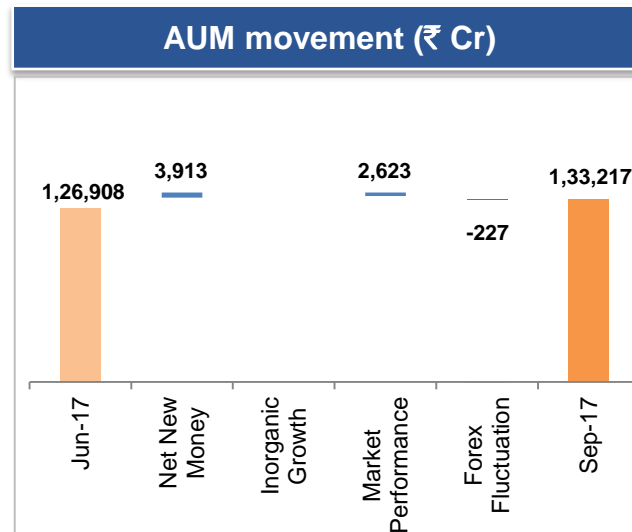
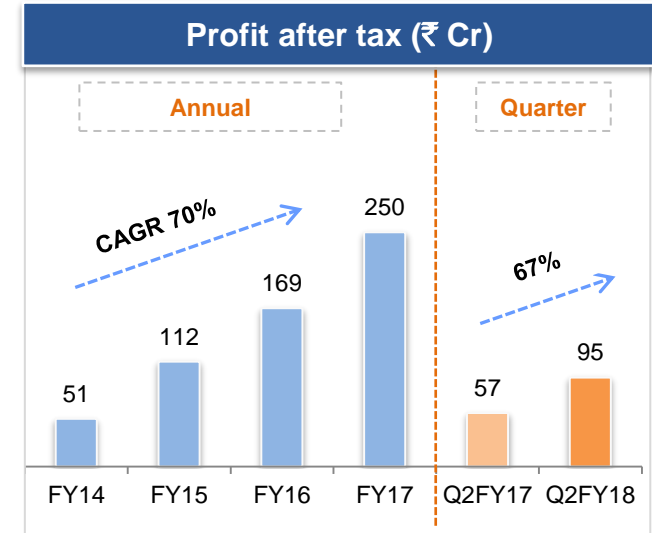
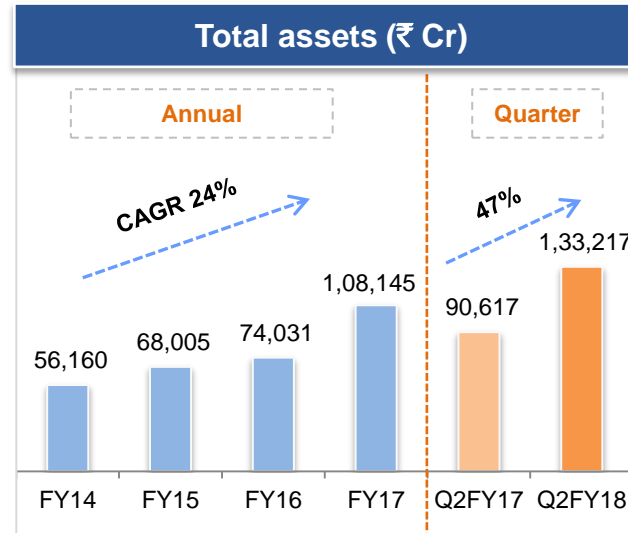
₹Cr	Q2FY18	Q2FY17	Y-o-Y	Q1FY18	Q-o-Q	H1FY18	H1FY17	Y-o-Y
<b>Assets under advice, management and distribution</b>	<b>1,33,217</b>	<b>90,617</b>	<b>47%</b>	<b>1,26,908</b>	<b>5%</b>	<b>1,33,217</b>	<b>90,617</b>	<b>47%</b>
Fee based income	237.0	140.0	69%	192.3	23%	429.3	273.0	57%
Less: Direct Cost	26.5	10.8	145%	14.2	87%	40.7	17.1	138%
<b>Net Commission / Fee Income</b>	<b>210.5</b>	<b>129.2</b>	<b>63%</b>	<b>178.1</b>	<b>18%</b>	<b>388.6</b>	<b>255.9</b>	<b>52%</b>
Fund based income	192.9	114.3	69%	166.7	16%	359.6	159.9	125%
Less: Interest expense	142.2	64.9	119%	100.7	41%	242.9	76.4	218%
<b>Net fund based income</b>	<b>50.7</b>	<b>49.4</b>	<b>3%</b>	<b>66.0</b>	<b>(23%)</b>	<b>116.7</b>	<b>83.5</b>	<b>40%</b>
<b>Total income</b>	<b>261.2</b>	<b>178.6</b>	<b>46%</b>	<b>244.1</b>	<b>7%</b>	<b>505.3</b>	<b>339.4</b>	<b>49%</b>
Employee cost	96.8	64.5	50%	80.8	20%	177.6	118.7	50%
Other operating expense	44.1	28.4	55%	34.5	28%	78.6	55.2	42%
Provision charges	2.3	2.5	(8%)	4.7	(51%)	7.0	7.8	(10%)
<b>Total expenses</b>	<b>143.2</b>	<b>95.4</b>	<b>50%</b>	<b>120.0</b>	<b>19%</b>	<b>263.2</b>	<b>181.7</b>	<b>45%</b>
<b>Profit before tax</b>	<b>118.0</b>	<b>83.2</b>	<b>42%</b>	<b>124.1</b>	<b>(5%)</b>	<b>242.1</b>	<b>157.7</b>	<b>54%</b>
Provision for taxation	22.5	26.0	(13%)	37.6	(40%)	60.1	47.7	26%
<b>Profit after tax</b>	<b>95.5</b>	<b>57.2</b>	<b>67%</b>	<b>86.5</b>	<b>10%</b>	<b>182.0</b>	<b>110.0</b>	<b>65%</b>

# Leading Wealth Manager in India

Quarter ended September 2017



- IIFL Wealth Management offers advisory, wealth structuring solutions, asset management, credit solutions, broking and distribution services
- Competitive platform including distribution, brokerage, NBFC and asset management
- AuM growth momentum continues to be strong
- First and largest fund manager of AIFs
- 22 Offices - Presence across 7 countries and major Indian cities.

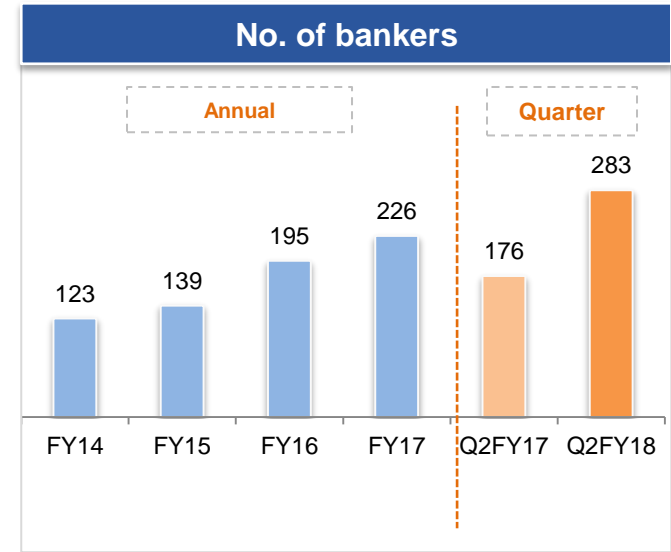
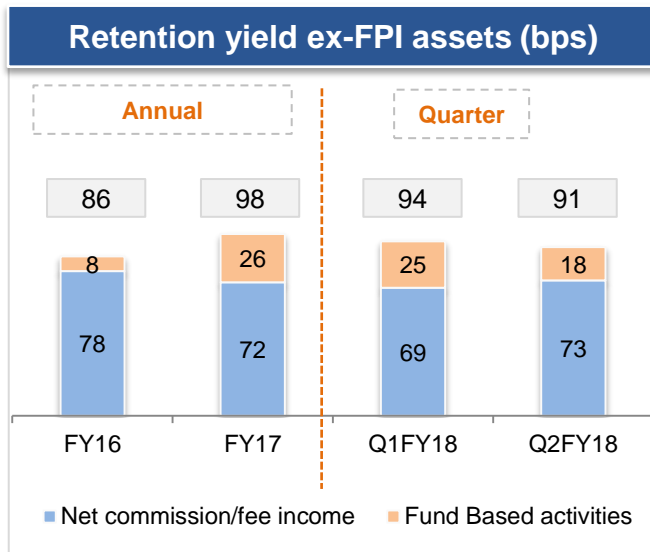
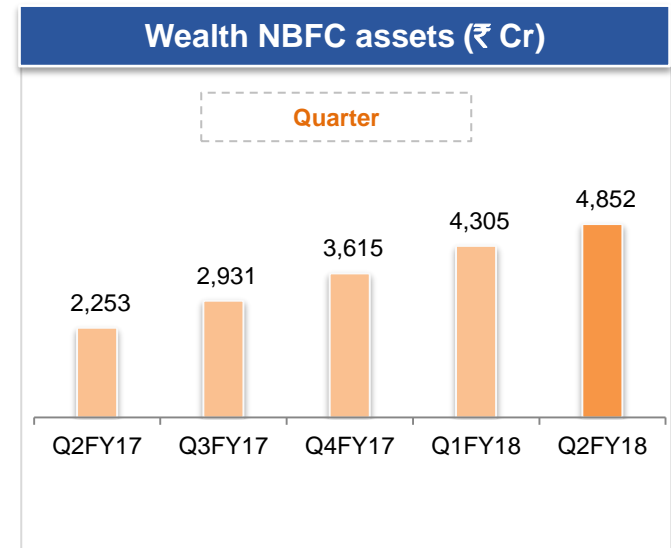
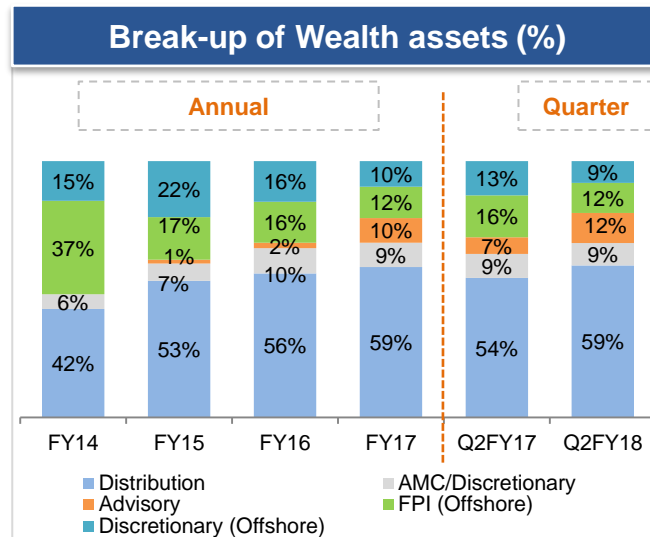


# Broadening advisory and asset management services



Quarter ended September 2017

- Focus on increasing the share of fee and trail bearing assets relative to pure transaction / brokerage assets
- For the quarter ended September 30, 2017, the retention yield excluding custody assets stands at 91bps
- AIF assets grew 50% y-o-y to ~₹9,000Cr
- Strengthened the sales team across major cities: Mumbai, Delhi, Kolkata, Chennai, Bangalore



## I: IIFL Group Performance Overview

(i) Loans and Mortgages

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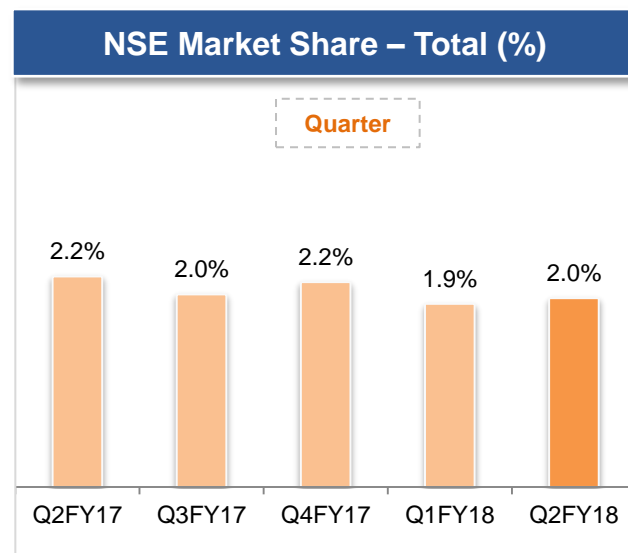
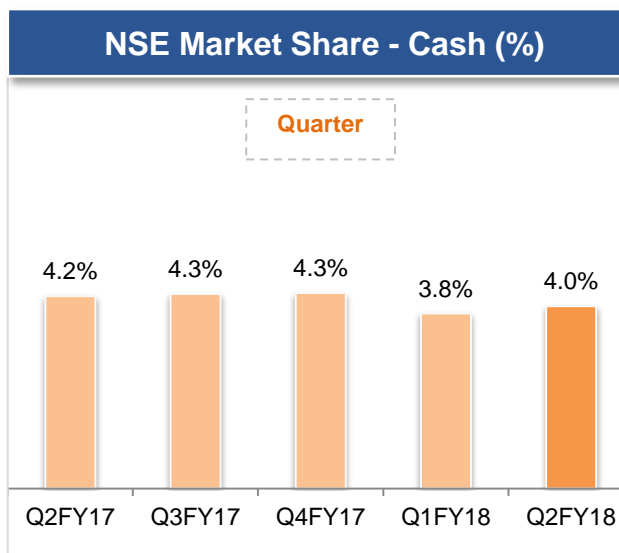
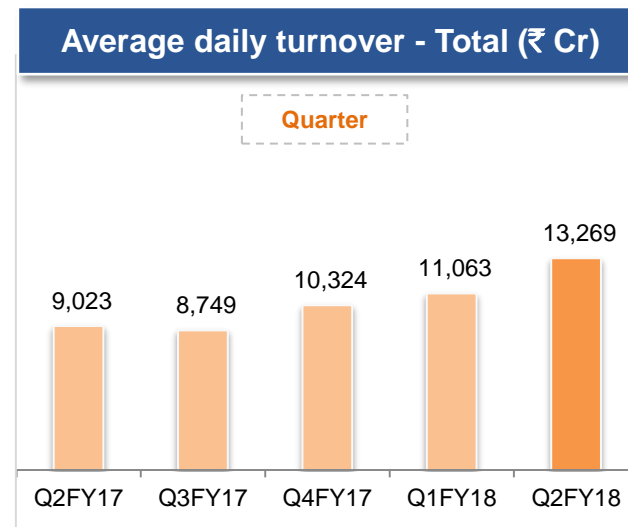
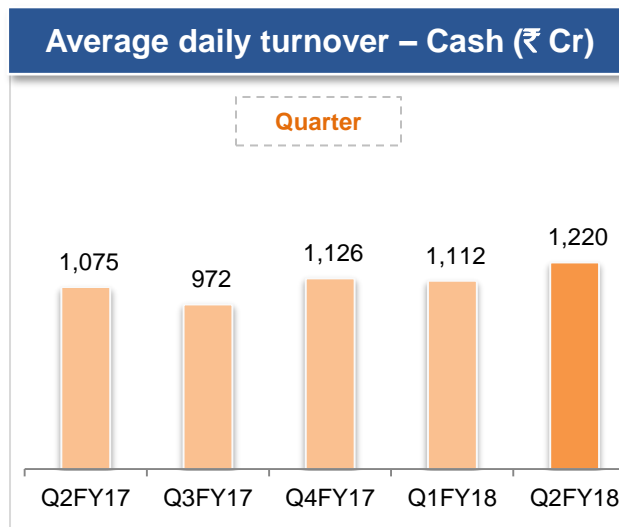
## II: Ownership, Management and Governance

# Capital markets – Turnover and market share

Quarter ended September 2017



- IIFL is a key player in both retail and institutional segments with 4% share of daily cash turnover
- Average daily cash turnover was up 14% y-o-y to ₹1,220 Cr. versus 23% y-o-y growth in exchange cash turnover
- Average daily F&O turnover was up 52% y-o-y to ₹12,049 Cr. versus 71% y-o-y growth in exchange F&O turnover
- Total average daily turnover (including F&O) was up 47% y-o-y to ₹13,269 Cr. versus 68% y-o-y growth in exchange turnover



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

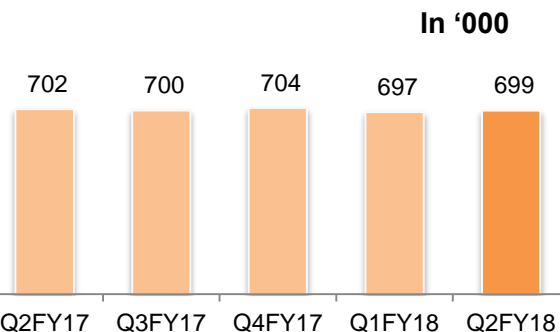


# Digitization and Research backed institutional and retail equity businesses



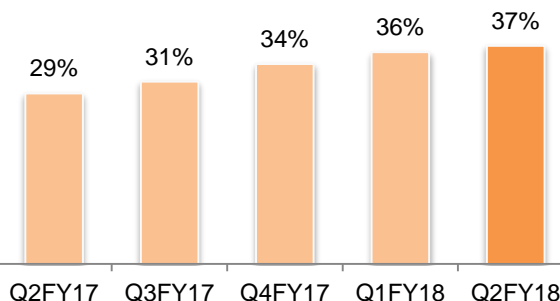
Quarter ended September 2017

## Number of retail customers



- Wide network – retail branches, franchisees, sub-brokers and online
- Coverage of 500+ stocks
- Mobile brokerage >25% of total

## Mobile trading clients (% of total)



## IIFL Markets – Top rated App



**11,00,000+ downloads**

Available on



**Highest rated (4.4) and Most downloaded stock trading app amongst peers**

- Rated 4.4 by 22,000 + users,
- 86% of ratings are 4 stars & above
- 500+ stock ideas shared by IIFL experts
- 1000+ market and stock related news notifications
- Mpin based login in the App, first in the industry
- Insta-account opening using Aadhaar and e-KYC

## Internationally acclaimed research



**India Chartbook – State of the States presents a compilation of charts on the Indian states**



**India Media– A detailed analysis on the Media industry in India**

- Pedigreed institutional equities team comprising 25 analysts and 200+ stocks under coverage
- Stellar track record in block placements with institutional investors
- Known for market leading distribution franchise across investor segments

# Investment Banking has made significant strides

Quarter ended September 2017



- Investment Banking business continues to witness strong momentum
- We have a substantial pipeline of transactions which are at various stages of execution

## Marquee Issues

 <b>IPO</b> ₹ 5,700 Cr (September 2017) 	 Dixon Technologies <b>IPO</b> ₹600 Cr (September 2017) 	 Capacite' Infraprojects <b>IPO</b> ₹400 Cr (September 2017) 	 Quess Corp <b>IPP</b> ₹874 Cr (August 2017) 	 SIS (India) <b>IPO</b> ₹800 Cr (August 2017) 
 State Bank of India <b>QIP</b> ₹15,000 Cr (June 2017) 	 IRB InvIT Fund <b>IPO</b> ₹ 5,030 Cr (May 2017) 	 Federal Bank <b>QIP</b> ₹2,500 Cr (June 2017) 		

IIFL is ranked #3 Investment Banker for CY2016 and CY2017 YTD\*

\*Source – Prime Database. Issue type : – IPOs, FPOs, InvIT and QIPs. Rankings are from Jan 1, 2016 to September 30, 2017

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## II: Ownership, Management and Governance

# 5paisa Capital Limited – Update

Quarter ended September 2017



- 5paisa has been demerged from IIFL Holdings, with a mirror shareholding structure
- NSE approval for listing has been received; BSE and SEBI approvals are awaited
- 5paisa is likely to be listed in November, 2017
- 5paisa business model envisages end to end digital delivery of financial products with no branches or Relationship Managers

## Post Demerger Effect

As at 30.09.2017	IIFL Holdings	5Paisa Capital Ltd
Net worth post demerger (₹ Cr)	4,740	77
Outstanding Shares (#)	31,84,75,556	1,27,39,022
Book Value post demerger(₹)	149 / share	60 / share

# 5paisa Capital Limited - Financials

Quarter ended September 2017



₹Lakhs	Q2FY18	Q2FY17	Y-o-Y	Q1FY18	Q-o-Q	H1FY18	H1FY17	Y-o-Y
Income from Operations	333.2	66.6	400%	124.7	167%	457.9	71.7	539%
Other income	84.4	12.9	554%	100.2	(16%)	184.6	26.1	607%
<b>Total Income</b>	<b>417.6</b>	<b>79.5</b>	<b>425%</b>	<b>224.9</b>	<b>86%</b>	<b>642.5</b>	<b>97.8</b>	<b>557%</b>
Employee cost	484.8	178.9	171%	435.4	11%	920.2	256.7	258%
Administration & other expenses	691.9	230.9	200%	470.1	47%	1,162.0	319.8	263%
Interest expenses	0.0	48.6	(100%)	0.0	(100%)	0.0	55.1	(100%)
Depreciation	11.6	7.5	55%	8.4	38%	20.0	9.5	111%
<b>Profit/(Loss) before tax</b>	<b>(770.7)</b>	<b>(386.4)</b>	<b>99%</b>	<b>(689.0)</b>	<b>12%</b>	<b>(1,459.7)</b>	<b>(543.3)</b>	<b>169%</b>
Tax expenses	(220.9)	(131.1)	68%	(72.8)	203%	(293.7)	(179.6)	64%
<b>Profit/(Loss) after tax</b>	<b>(549.8)</b>	<b>(255.3)</b>	<b>115%</b>	<b>(616.2)</b>	<b>-</b>	<b>(1,166.0)</b>	<b>(363.7)</b>	<b>221%</b>

## I: IIFL Group Business Overview

(i) Loans and Mortgages

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## II: Ownership, Management and Governance

## IIFL Holdings Ltd

(Listed co. | Bloomberg Code: IIFL IN)

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

### Loans and Mortgages

#### Loan AUM

₹26,033 Cr retail focused diversified loan assets

#### Products

Home, LAP, Gold, Commercial Vehicle, SME and Micro Finance loans

#### Financials Q2FY18

Income ₹467Cr  
Profit after tax ₹132 Cr

#### Minority Shareholders\*

CDC Group plc - 15.4%

### Wealth and Asset Management

#### Wealth Assets

₹1,33,217 Cr from 10,000+ high networth families

#### Products

Family office, AIFs, advisory and distribution services

#### Financials Q2FY18

Income ₹261Cr  
Profit after tax ₹95 Cr

#### Minority Shareholders

General Atlantic - 23.0%  
Employees – 19.8%

### Capital Market/ Others

#### Customers and network

40 lakh customers serviced from 1,200+ locations

#### Products

Retail and institutional broking, investment banking

#### Financials Q2FY18

Income ₹217 Cr  
Profit after tax ₹63 Cr

#### Minority Shareholders

Nil

Notes – (i) Income is net of interest expense (ii) Profit is pre-minority (iii) Loan/Wealth assets as at September 30, 2017.

\*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”

## Vision 2020\*

### 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

## 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

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



# Distinguished Board of Directors and Advisory Board



## 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
- President of The Institute of Chartered Accountants of India



**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



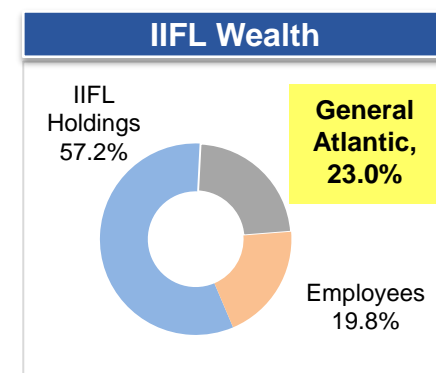
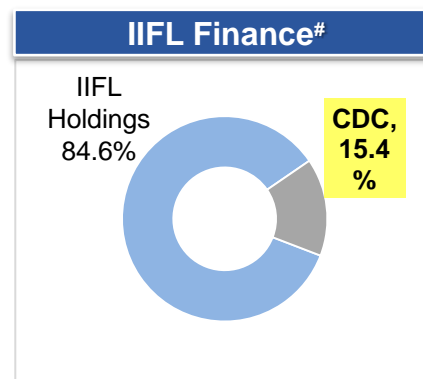
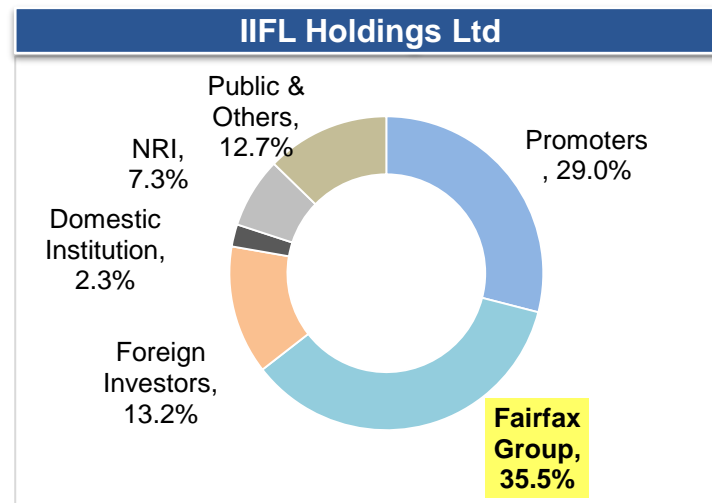
**S. Sridhar**

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

## Management team with rich domain experience and ownership

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

## Marquee Investors



Notes : Shareholding pattern as at September 30, 2017.

#Upon conversion of CDC's investment in India Infoline Finance Ltd on a fully diluted basis

# IIFL's brand and credibility are substantiated by widespread recognition and multiple awards



IIFL featured in Forbes' 'India's Super 50 Companies'



As per Forbes and PwC's analysis, IIFL found place in the Super 50 list, owing to its record of providing one of the highest Shareholders Return of 442%, consistent sales growth of 20% CAGR and average return on equity of 18% over three years.



**NSE Market Achievers Awards**  
Best IPO Bidding Member - Retail



**The Asset's Triple A Awards**  
Asset Management Company of the Year (2017)  
-Rising Star, India

IIFL is among the 'Outlook Business Outperformers' list – titled 'Prudent Financier' by Outlook Magazine

IIFL stock delivered a 43% CAGR over a five year period (FY13-17), besides registering one of the best top line and bottomline CAGRs.



IIFL has earned the name 'Prudent Financier' from Outlook Business magazine for its outperformance & stability



**World Quality Congress**  
Best Customer Centric Company of the Year 2017 – Financial Sector



**ET Now**  
Dealing Room Heroes, 2017



**Brand Trust Report 2016**  
-No. 1 in Financial Services



**Golden Peacock Award 2016**  
- Corporate Social Responsibility

# Corporate Social Responsibility

Quarter ended September 2017



## Sakhiyon ki Baadi

IIFL Foundation chose Udaipur district in south Rajasthan to initiate its flagship program 'Sakhiyon ki Baadi'. The activities were set in motion during early 2017 by joining hands with local community based organizations (CBO's).

In the period between July to September, we initiated 306 new learning centres in 6 blocks viz. Peepal Kunth, Choti Sadri, Sarada, Dhariwad, Bali and Pindwara. The work has extended beyond Udaipur district by venturing 8 new districts viz. Pratapgarh, Bali, Pindwara, Jalore, Ajmer, Banswada, Jodhpur and Bhilwara. About 459 new centres have been established with an overall enrolment of 13,773 girls.

## Flood Relief

IIFL Foundation contributed to relieve the flood victims in the state of Rajasthan and Gujarat through supply of essentials - food and clothing.

IIFL Foundation was able to support over 80 families during this natural calamity, as connect to resources was significantly broken down for the community.



*Independence day celebration at Sakhiyon ki baadi centre - Kotra*



*Financial Literacy Programme for students of BMC School – Borivali, Mumbai*



*Distribution of Food Supplies at Bali, Pali – Rajasthan*

## Financial Literacy Programs

### Mumbai

- Implemented through FLAME (Financial Literacy Agenda for Mass Empowerment)
- Workshops were conducted for women at MAVIM and Brightstar Charitable Trust. The workshops witnessed an overall participation of 390 women.
- Certification programs in Financial Literacy were conducted for school and college students at 11 locations in Mumbai Suburban, garnering a participation of 1,821 pupils.

### West Bengal

- A total of 293 - Community Awareness Sensitization Programs for Women were conducted covering 5 districts and saw an overall participation of 10,849 women.
- Over 40 Financial Literacy Workshop were conducted for school students covering 5 districts, 11 blocks and garnering 2,960 participants.
- 7 sessions on Youth Leadership Program for Digital Financial Services conducted in 3 districts, 6 blocks with an overall participation of 200 young adults.

**Thank you**

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Tel.: +(91 22)4007 7000 Fax: 2685 0451.

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