



May 4, 2017

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

Dear Sir,

**Sub: Press Release and presentation on Audited Financial Results**

We enclose herewith the press release and presentation on the Audited Financial Results of the Company for the year ended March 31, 2017.

1. Press Release issued by the Company on the Audited Financial Results – Annexure 1.
2. Presentation on Audited 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  
Place: Mumbai



Encl: as above

Email Id: [csteam@indiainfoline.com](mailto:csteam@indiainfoline.com)

# Performance Review

For the Year : FY17

## IIFL Holdings Limited

Bloomberg: IIFL IN

May 04, 2017

KNOWLEDGE IS THE EDGE



[www.iifl.com](http://www.iifl.com)

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## 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 Group – Yearly Performance Highlights

Year ended March 2017



|                                   | Income                           | Net profit  | Key Figures  | Reach  |
|-----------------------------------|----------------------------------|---|--|--|
| <b>IIFL Group</b>                 | <b>₹2,833 Cr</b><br>up 24% y-o-y | Pre-Minority<br><b>₹822 Cr (up 48% y-o-y)</b><br><hr/> Post-Minority<br><b>₹686 Cr (up 34% y-o-y)</b> | <b>ROE – 17.7%</b><br>(17.3% prev year)  | <b>40 Lakh customers</b><br><b>300 global funds</b>                          |
| <b>NBFC</b>                       | <b>₹1,377 Cr</b><br>up 23% y-o-y | <b>₹423 Cr</b><br>up 25% y-o-y  | <b>ROE – 15.2%</b><br>(16.9% prev year)<br><br><b>ROA – 2.0%</b><br>(1.9% prev year) | <b>1,112 branches</b>  |
| <b>Wealth</b>                     | <b>₹834 Cr</b><br>up 46% y-o-y   | <b>₹250 Cr</b><br>up 48% y-o-y  | Wealth AUM<br><b>₹120,101 Cr</b><br>up 51% y-o-y                                     | <b>22 Offices</b><br>including in<br><b>7 Major Global Financial Centres</b> |
| <b>Capital Market/<br/>Others</b> | <b>₹622 Cr</b><br>up 6% y-o-y    | <b>₹148Cr</b><br>up 3x y-o-y  | NSE Cash Market<br>Share – <b>4.3%</b>   | <b>1,200+</b><br>service locations   |

Notes – (i) Income is net of interest expense

# IIFL Group – Quarterly Performance Highlights

Quarter ended March 2017



|                                   | Income                   | Net profit  | Key Figures   | Reach                                 |
|-----------------------------------|--------------------------|---|---|---------------------------------------|
| <b>IIFL Group</b>                 | ₹843 Cr<br>up 30% y-o-y  | Pre-Minority<br>₹235 Cr (up 57% y-o-y)<br>Post-Minority<br>₹186 Cr (up 37% y-o-y) | ROE – 17.1%<br>17.3% Q4FY16                         | 40 Lakh customers<br>300 global funds |
| <b>NBFC</b>                       | ₹404 Cr<br>up 37% y-o-y  | ₹121 Cr<br>up 27% y-o-y   | Loan AUM<br>₹22,281 Cr<br>up 14% y-o-y              | 1,112 branches                        |
| <b>Wealth</b>                     | ₹262 Cr<br>up 53% y-o-y  | ₹75 Cr<br>up 63% y-o-y  | Wealth AUM -<br>₹120,101 Cr<br>up 51% y-o-y         | 10,000+ families                      |
| <b>Capital Market/<br/>Others</b> | ₹178 Cr<br>Down 2% y-o-y | ₹39 Cr<br>up 5x y-o-y   | IIFL Markets App<br>~10,00,000<br>Android downloads | 1,200+<br>service locations           |

Notes – (i) Income is net of interest expense (ii) Net profit is pre-minority (iii) ROE and EPS for quarter ended March 31, 2017 are annualized.

# IIFL Group – Consolidated Results

Year/Quarter ended March 2017



## Quarterly Trend

## Yearly Trend

| ₹Cr                               | Q4FY17         | Q4FY16         | Y-o-Y      | Q3FY17         | Q-o-Q      | FY17           | FY16           | Y-o-Y      |
|-----------------------------------|----------------|----------------|------------|----------------|------------|----------------|----------------|------------|
| Fund based activities             | 1,019.0        | 748.8          | 36%        | 943.8          | 8%         | 3,629.4        | 2,723.0        | 33%        |
| Financial products distribution   | 231.0          | 185.3          | 25%        | 166.2          | 39%        | 715.8          | 676.9          | 6%         |
| Capital market activities         | 150.9          | 162.5          | -7%        | 160.6          | -6%        | 567.2          | 551.8          | 3%         |
| Other income                      | 3.5            | 3.3            | 7%         | 3.1            | 12%        | 12.4           | 10.6           | 17%        |
| <b>Total Income</b>               | <b>1,404.4</b> | <b>1,099.9</b> | <b>28%</b> | <b>1,273.7</b> | <b>10%</b> | <b>4,924.8</b> | <b>3,962.3</b> | <b>24%</b> |
| Operating cost                    | 65.9           | 65.4           | 1%         | 49.6           | 33%        | 188.5          | 150.3          | 25%        |
| Employee cost                     | 227.5          | 193.5          | 18%        | 197.4          | 15%        | 785.5          | 704.5          | 12%        |
| Administration and other expenses | 172.5          | 135.1          | 28%        | 156.9          | 10%        | 580.7          | 519.1          | 12%        |
| Total expenses                    | 465.9          | 394.0          | 18%        | 403.9          | 15%        | 1,554.7        | 1,373.9        | 13%        |
| <b>EBITDA</b>                     | <b>938.5</b>   | <b>705.9</b>   | <b>33%</b> | <b>869.8</b>   | <b>8%</b>  | <b>3,370.1</b> | <b>2,588.4</b> | <b>30%</b> |
| Interest costs                    | 561.0          | 450.5          | 25%        | 527.8          | 6%         | 2,092.1        | 1,680.0        | 25%        |
| Depreciation and amortization     | 14.4           | 16.3           | -12%       | 12.9           | 11%        | 54.0           | 66.1           | -18%       |
| <b>Profit before tax</b>          | <b>363.1</b>   | <b>239.1</b>   | <b>52%</b> | <b>328.9</b>   | <b>10%</b> | <b>1,224.0</b> | <b>842.3</b>   | <b>45%</b> |
| Provision for taxation            | 128.6          | 89.4           | 44%        | 106.6          | 20%        | 401.8          | 287.8          | 40%        |
| <b>Net Profit (pre minority)</b>  | <b>234.5</b>   | <b>149.7</b>   | <b>57%</b> | <b>222.3</b>   | <b>6%</b>  | <b>822.2</b>   | <b>554.5</b>   | <b>48%</b> |
| Minority Interest                 | 48.1           | 13.2           | 263%       | 43.2           | 12%        | 136.1          | 43.3           | 215%       |
| <b>Net Profit (post minority)</b> | <b>186.4</b>   | <b>136.5</b>   | <b>37%</b> | <b>179.1</b>   | <b>4%</b>  | <b>686.1</b>   | <b>511.2</b>   | <b>34%</b> |

Note - Previous periods figures have been regrouped / rearranged wherever necessary.  
Loss from discontinuing operations have been adjusted with total expenses

# IIFL Group – Consolidated Balance Sheet

Year/Quarter ended March 2017

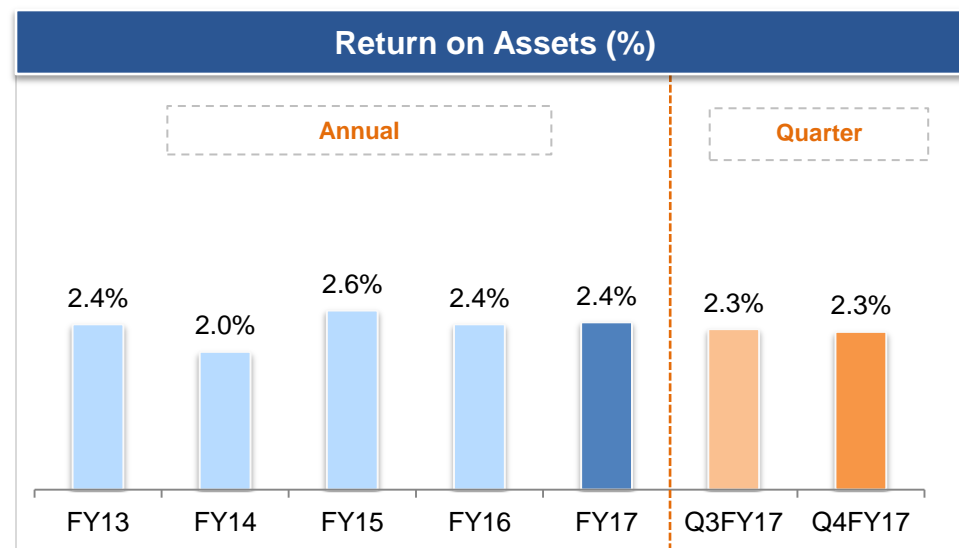
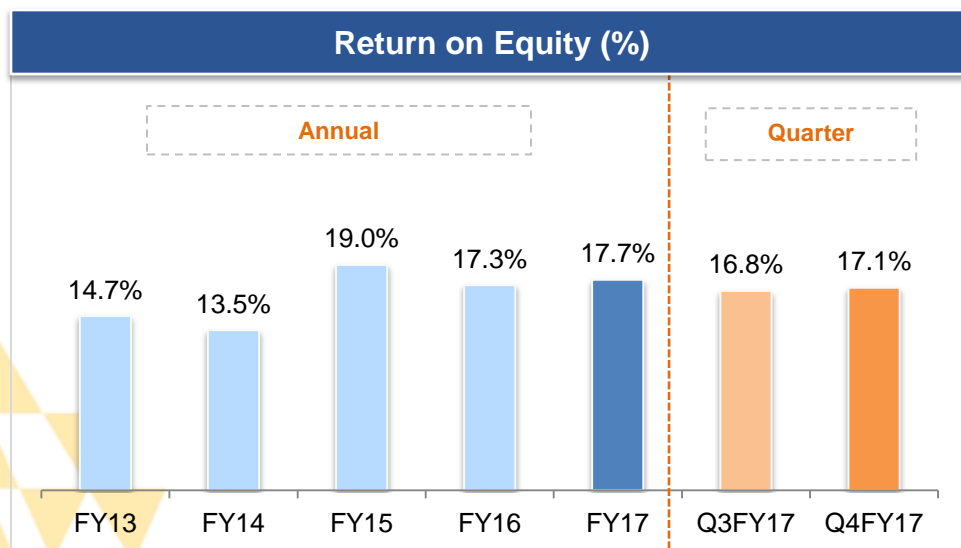
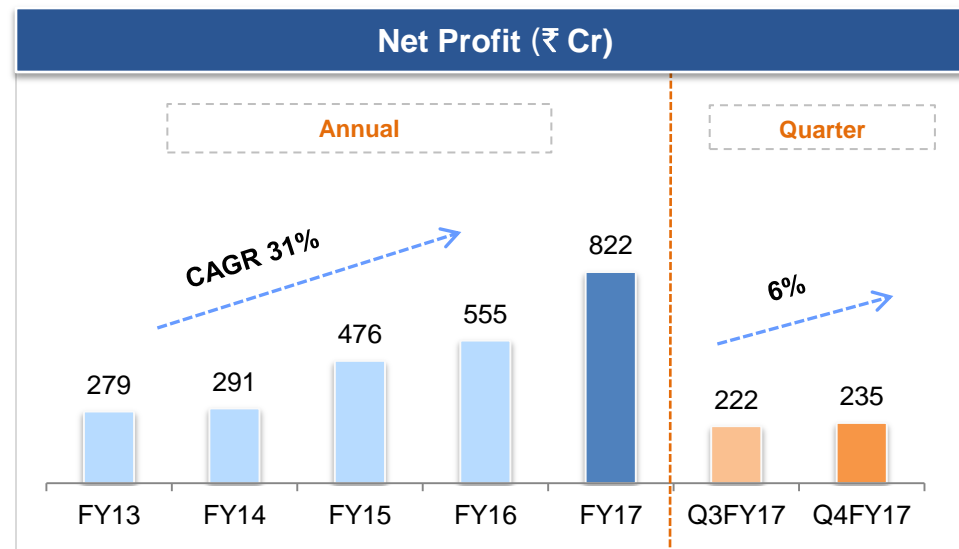
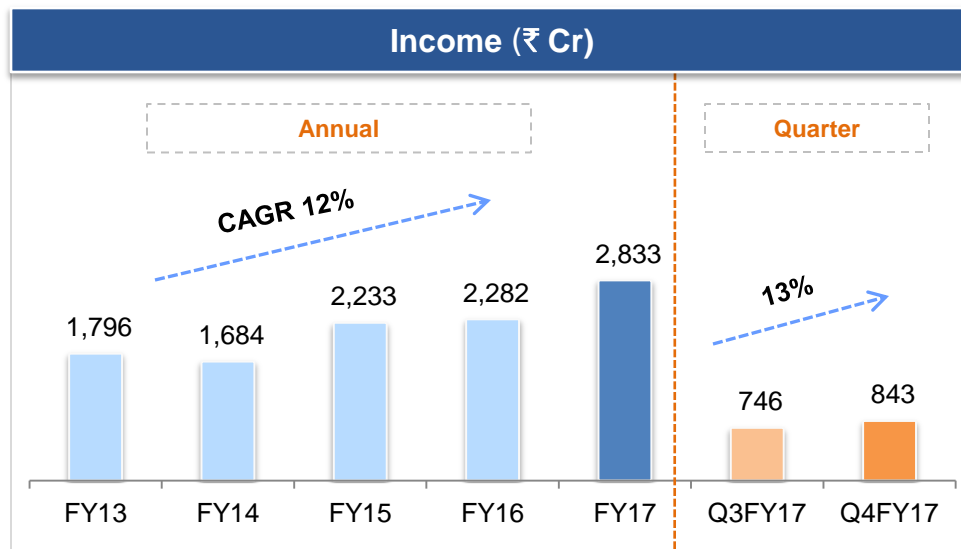


| ₹Cr                         | As at<br>31.03.2017 | As at<br>31.03.2016 | Y-o-Y      | As at<br>31.12.2016 | Q-o-Q     |
|-----------------------------|---------------------|---------------------|------------|---------------------|-----------|
| Equity Share Capital        | 63.6                | 63.3                | 0%         | 63.5                | 0%        |
| Reserves and Surplus        | 4,318.0             | 3,288.8             | 31%        | 4,288.1             | 1%        |
| <b>Shareholders' funds</b>  | <b>4,381.6</b>      | <b>3,352.1</b>      | <b>31%</b> | <b>4,351.6</b>      | <b>1%</b> |
| Minority Interest           | 1,255.2             | 743.7               | 69%        | 1,135.4             | 11%       |
| Borrowings                  | 24,324.6            | 15,947.6            | 53%        | 22,939.8            | 6%        |
| <b>Sources of Funds</b>     | <b>29,961.4</b>     | <b>20,043.4</b>     | <b>49%</b> | <b>28,426.7</b>     | <b>5%</b> |
| Fixed assets                | 758.6               | 538.3               | 41%        | 623.1               | 22%       |
| Investments                 | 3,535.8             | 1,368.6             | 158%       | 4,045.8             | -13%      |
| Gross Loans                 | 22,896.2            | 17,870.4            | 28%        | 21,873.9            | 5%        |
| Less: NPA Provision         | (240.5)             | (159.1)             | 51%        | (217.7)             | 11%       |
| <b>Net Loans</b>            | <b>22,655.7</b>     | <b>17,711.3</b>     | <b>28%</b> | <b>21,656.3</b>     | <b>5%</b> |
| Net Current Assets          | 3,011.4             | 425.2               | 608%       | 2,101.6             | 43%       |
| <b>Application of Funds</b> | <b>29,961.4</b>     | <b>20,043.4</b>     | <b>49%</b> | <b>28,426.7</b>     | <b>5%</b> |



# IIFL Group – Consolidated Results Trend

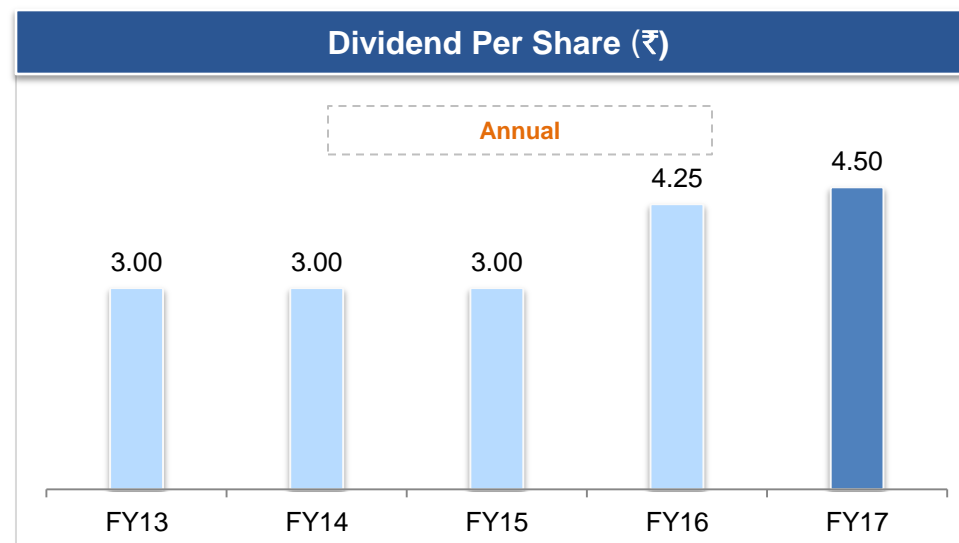
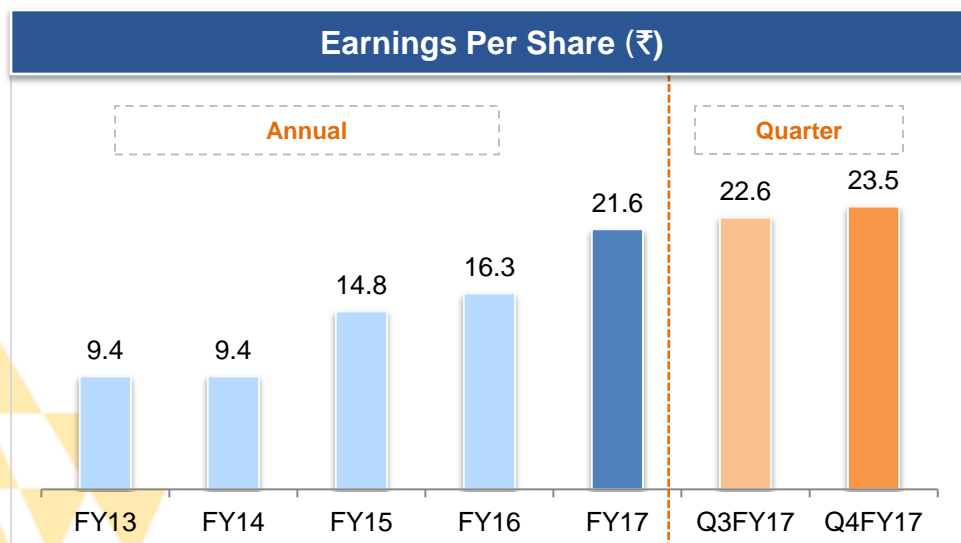
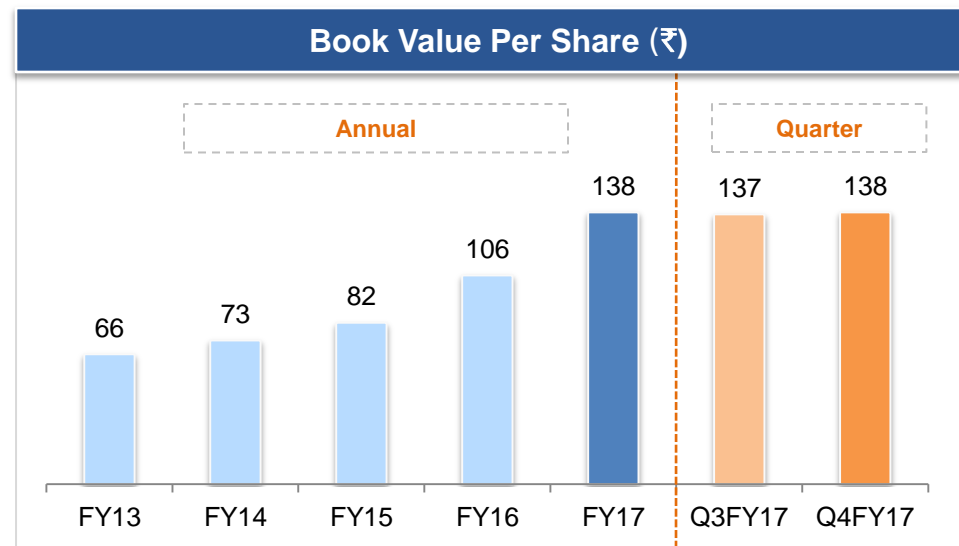
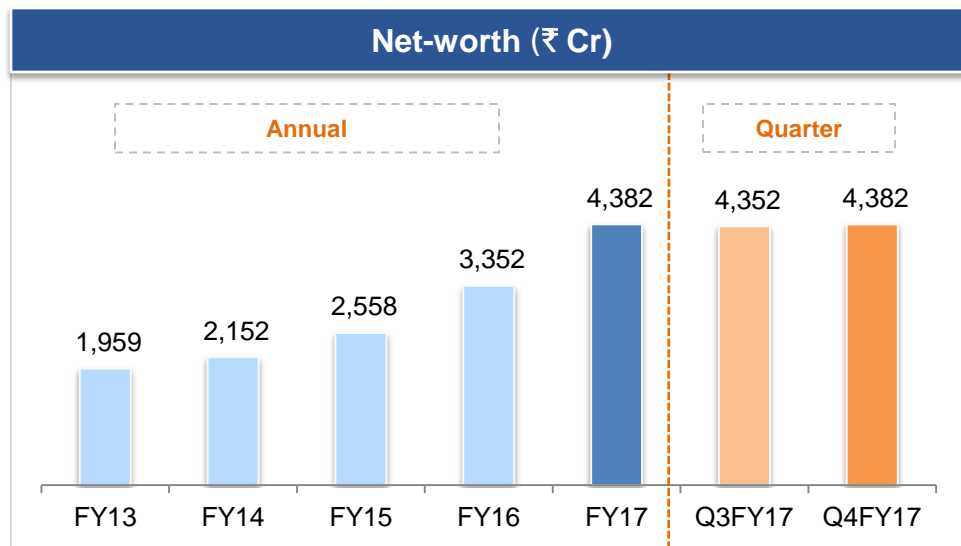
Year/Quarter ended March 2017



Notes – (i) Net profit is pre-minority (ii) Income is net of interest expense (iii) Quarterly ROA and ROE are annualized.

# IIFL Group – Consolidated Results Trend

Year/Quarter ended March 2017



Note – Quarterly EPS is annualized.

## 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



# India Infoline Finance – Consolidated Results

Year/Quarter ended March 2017



## Quarterly Trend

| ₹Cr                            | Q4FY17          | Q4FY16          | Y-o-Y | Q3FY17          | Q-o-Q |
|--------------------------------|-----------------|-----------------|-------|-----------------|-------|
| Loan book                      | 19,279.9        | 17,769.5        | 8%    | 18,943.0        | 2%    |
| Securitised assets             | 3,001.2         | 1,744.9         | 72%   | 2,146.6         | 40%   |
| <b>Assets under management</b> | <b>22,281.0</b> | <b>19,514.4</b> | 14%   | <b>21,089.5</b> | 6%    |
| Interest income                | 791.3           | 694.3           | 14%   | 759.2           | 4%    |
| Less: Interest expense         | 445.8           | 433.1           | 3%    | 446.6           | 0%    |
| Net Interest income            | 345.5           | 261.3           | 32%   | 312.6           | 11%   |
| Other income                   | 58.6            | 34.4            | 70%   | 38.1            | 54%   |
| <b>Total income</b>            | <b>404.1</b>    | <b>295.7</b>    | 37%   | <b>350.8</b>    | 15%   |
| Less: Operating expense        | 157.1           | 122.4           | 28%   | 136.4           | 15%   |
| Less: Loan losses & provision  | 61.8            | 25.9            | 138%  | 43.3            | 43%   |
| <b>Profit before tax</b>       | <b>185.2</b>    | <b>147.4</b>    | 26%   | <b>171.1</b>    | 8%    |
| <b>Profit after tax</b>        | <b>120.5</b>    | <b>95.0</b>     | 27%   | <b>111.7</b>    | 8%    |

## Yearly Trend

|                                | FY17            | FY16            | Y-o-Y |
|--------------------------------|-----------------|-----------------|-------|
| Loan book                      | 19,279.9        | 17,769.5        | 8%    |
| Securitised assets             | 3,001.2         | 1,744.9         | 72%   |
| <b>Assets under management</b> | <b>22,281.0</b> | <b>19,514.4</b> | 14%   |
| Interest income                | 3,006.4         | 2,594.7         | 16%   |
| Less: Interest expense         | 1,787.5         | 1,609.1         | 11%   |
| Net Interest income            | 1,218.9         | 985.6           | 24%   |
| Other income                   | 158.7           | 137.7           | 15%   |
| <b>Total income</b>            | <b>1,377.6</b>  | <b>1,123.3</b>  | 23%   |
| Less: Operating expense        | 552.5           | 493.7           | 12%   |
| Less: Loan losses & provision  | 175.9           | 108.7           | 62%   |
| <b>Profit before tax</b>       | <b>649.2</b>    | <b>520.9</b>    | 25%   |
| <b>Profit after tax</b>        | <b>423.2</b>    | <b>338.7</b>    | 25%   |

# India Infoline Finance – Consolidated Balance Sheet

Year/Quarter ended March 2017



| ₹Cr                         | As at<br>31.03.2017 | As at<br>31.03.2016 | Y-o-Y      | As at<br>31.12.2016 | Q-o-Q     |
|-----------------------------|---------------------|---------------------|------------|---------------------|-----------|
| Equity Share Capital + CCPS | 280.5               | 237.2               | 18%        | 280.5               | 0%        |
| Preference Share Capital    | 75.0                | 325.0               | -77%       | 75.0                | 0%        |
| Reserves and Surplus        | 3,189.4             | 1,901.9             | 68%        | 3,158.4             | 1%        |
| <b>Shareholders' funds</b>  | <b>3,544.9</b>      | <b>2,464.0</b>      | <b>44%</b> | <b>3,513.9</b>      | <b>1%</b> |
| Minority Interest           | 3.7                 | -                   | 0%         | -                   | 0%        |
| Borrowings                  | 18,104.4            | 15,312.7            | 18%        | 17,582.5            | 3%        |
| <b>Sources of Funds</b>     | <b>21,652.9</b>     | <b>17,776.7</b>     | <b>22%</b> | <b>21,096.4</b>     | <b>3%</b> |
| Fixed assets                | 124.1               | 65.5                | 89%        | 62.3                | 99%       |
| Investments                 | 1,436.5             | 247.5               | 480%       | 1,325.7             | 8%        |
| Gross Loans                 | 19,279.8            | 17,769.5            | 8%         | 18,943.0            | 2%        |
| Less: NPA Provision         | (240.5)             | (159.1)             | 51%        | (217.7)             | 11%       |
| <b>Net Loans</b>            | <b>19,039.3</b>     | <b>17,610.4</b>     | <b>8%</b>  | <b>18,725.3</b>     | <b>2%</b> |
| Net Current Assets          | 1,053.0             | (146.7)             | nm         | 983.0               | 7%        |
| <b>Application of Funds</b> | <b>21,652.9</b>     | <b>17,776.7</b>     | <b>22%</b> | <b>21,096.4</b>     | <b>3%</b> |

# Adequately capitalized and well-placed for growth

Year/Quarter ended March 2017



## 1 Significant opportunities for growth

- India is an under penetrated credit market. NBFCs and private sector banks have significant growth opportunities for the next few years

## 2 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

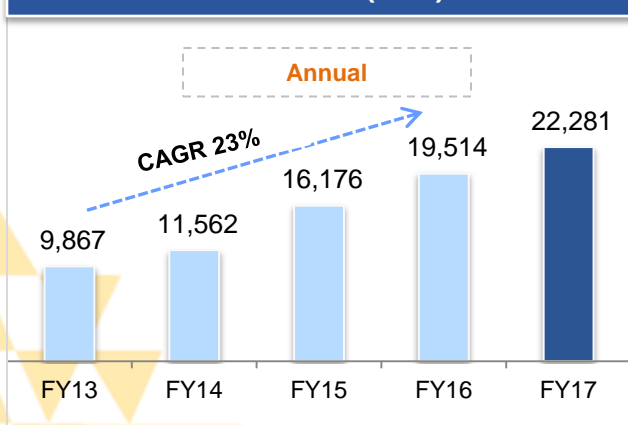
## 3 Well capitalized for next 3 years

- CDC made an investment of ₹1,005 Cr (US\$ 150 mn) in IIFL Finance in September 2016. IIFL Finance's Tier-I CRAR stands at 18.1% in Q4FY17

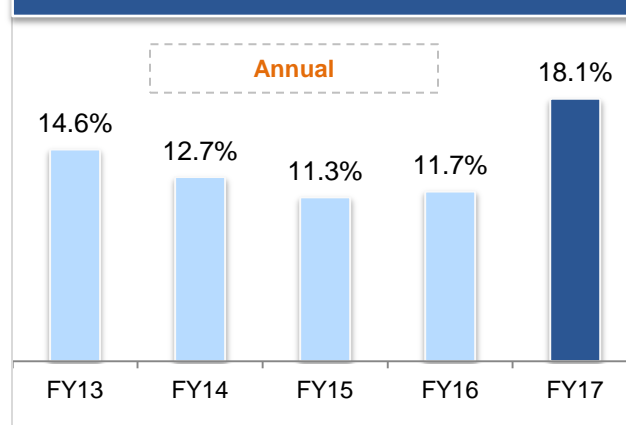
## 4 Leveraging pan India network of branches

- With a wide network of 1,112 branches, IIFL Finance is well placed to cater to the retail loan demand across India

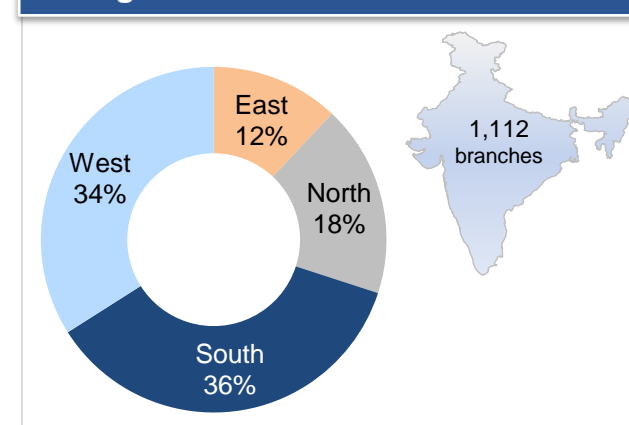
### Loan AUM (₹ Cr)



### CRAR – Tier I



### Regional distribution of branches



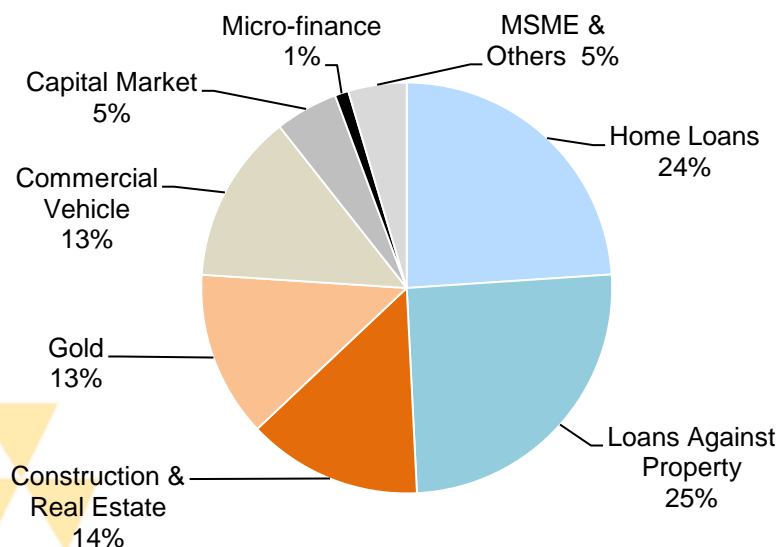
# Achieving volume growth with superior asset mix

Year/Quarter ended March 2017



- Key growth drivers are low risk retail home loans, CV loans and small ticket SME loans
- In Construction & Real Estate loans the mix has significantly changed towards construction finance for small-ticket housing projects
- The share of Capital market loans continues to decline; MF has been added as a new segment

Q4FY17 Share (%)



| Loan AUM (₹Cr)             | Q4FY17        | Q3FY17        | Q4FY16        |
|----------------------------|---------------|---------------|---------------|
| Home Loans                 | 5,336         | 4,646         | 2,729         |
| Loans Against Property     | 5,627         | 5,311         | 4,990         |
| Construction & Real Estate | 3,067         | 2,982         | 2,811         |
| Gold                       | 2,910         | 2,986         | 2,914         |
| Commercial Vehicle         | 2,974         | 2,790         | 2,282         |
| Capital Market             | 1,104         | 1,432         | 2,598         |
| Micro-finance              | 239           | 0             | 0             |
| MSME & Others              | 1,024         | 942           | 1,190         |
| <b>Total</b>               | <b>22,281</b> | <b>21,090</b> | <b>19,514</b> |

| Loan AUM (%)               | Q4FY17      | Q3FY17      | Q4FY16      |
|----------------------------|-------------|-------------|-------------|
| Home Loans                 | ↑ 24%       | 22%         | 14%         |
| Loans Against Property     | ↓ 25%       | 25%         | 26%         |
| Construction & Real Estate | 14%         | 14%         | 14%         |
| Gold                       | ↓ 13%       | 14%         | 15%         |
| Commercial Vehicle         | ↑ 13%       | 13%         | 12%         |
| Capital Market             | ↓ 5%        | 7%          | 13%         |
| Micro-finance              | ↑ 1%        | 0%          | 0%          |
| MSME & Others              | ↓ 5%        | 4%          | 6%          |
| <b>Total</b>               | <b>100%</b> | <b>100%</b> | <b>100%</b> |

Notes – (i) MSME loans include Healthcare equipment, SME and digital finance (ii) Arrows represent year-on-year trend

# Product Portfolio Break-up

Year/Quarter ended March 2017



| Q4FY17                     | % Portfolio Share | NNPA%        | Yield %      | Average Ticket Size<br>(₹ Lakh) | LTV %    |
|----------------------------|-------------------|--------------|--------------|---------------------------------|----------|
| Home Loans                 | 24%               | 0.28%        | 10.0%        | 26.0                            | 68%      |
| Loans Against Property     | 25%               | 0.87%        | 12.4%        | 81.2                            | 48%      |
| Construction & Real Estate | 14%               | 0.06%        | 17.2%        | 847.8                           | 35%      |
| Gold                       | 13%               | 0.00%        | 22.2%        | 0.5                             | 64%      |
| Commercial Vehicle         | 13%               | 1.91%        | 16.8%        | 8.0                             | 75%      |
| Capital Market             | 5%                | 0.00%        | 11.7%        | 56.0                            | 68%      |
| Micro-finance              | 1%                | 0.00%        | 24.6%        | 0.3                             | -        |
| MSME & Others              | 5%                | 1.67%        | 14.2%        | 38.0                            | 54%      |
| <b>Total</b>               | <b>100%</b>       | <b>0.58%</b> | <b>14.5%</b> | <b>-</b>                        | <b>-</b> |

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

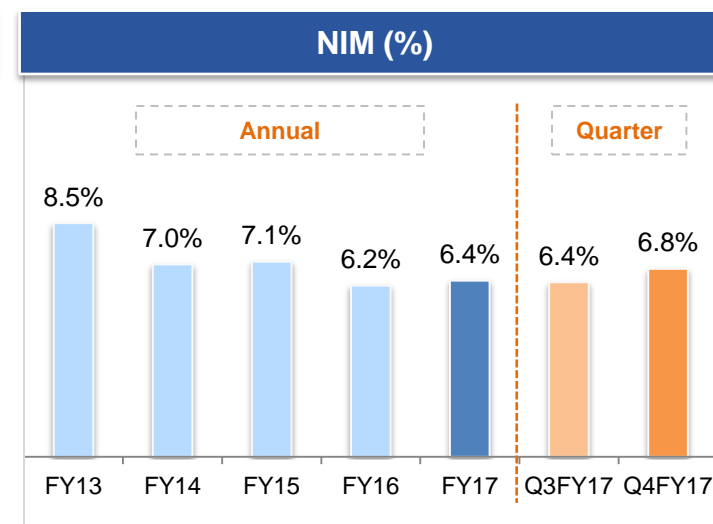
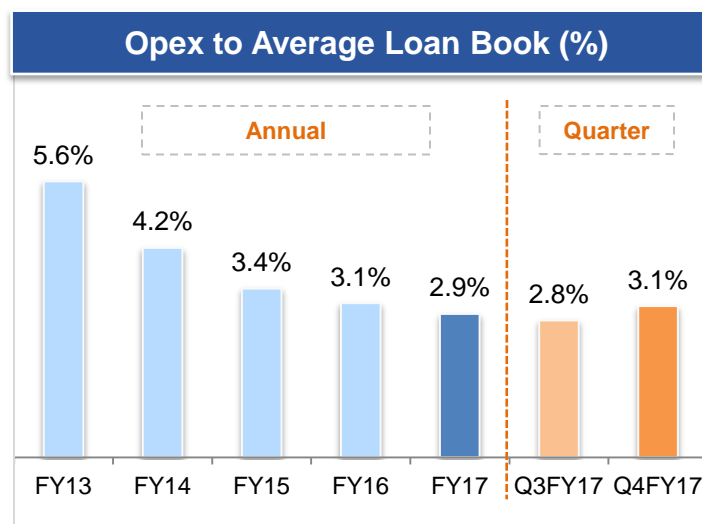
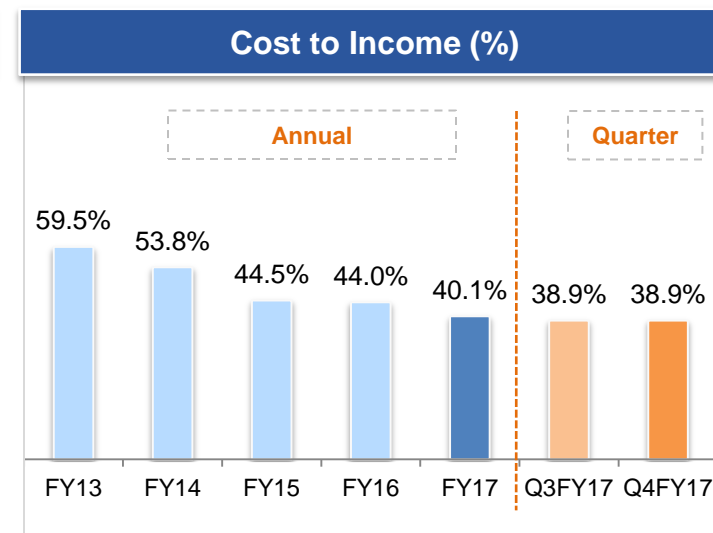
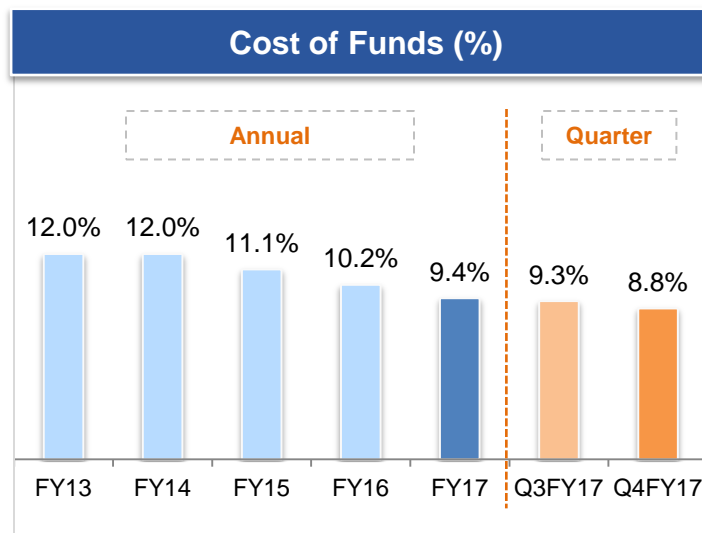


# Funding costs decline, NIMs expand

Year/Quarter ended March 2017



- Average borrowing costs declined 50bps q-o-q and 130bps y-o-y to 8.8%. Availability and incremental cost of funding remain very favorable to us
- NIMs have expanded by 40bps q-o-q largely due to fall in funding costs
- Cost/Income to fall with digitization and economies of scale
- 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+

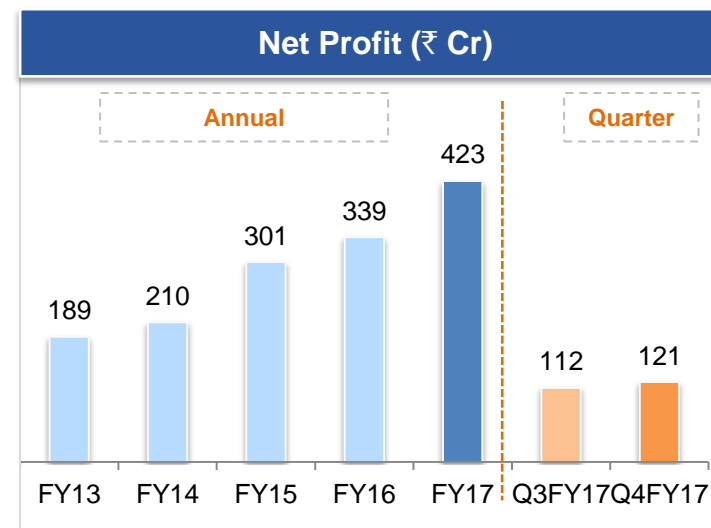
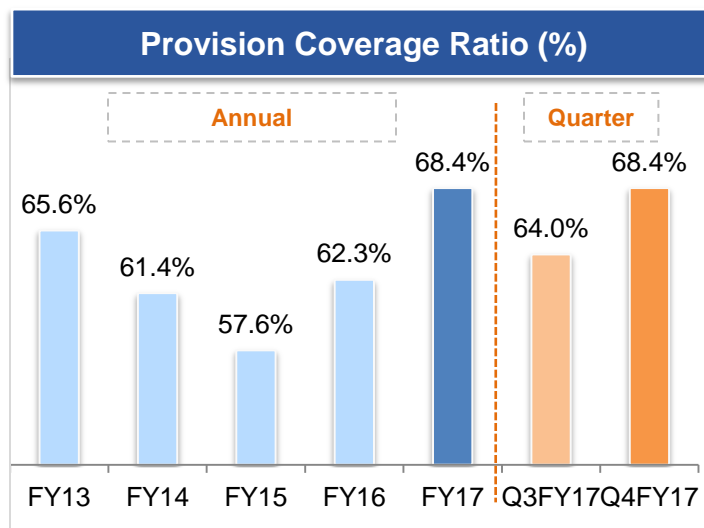
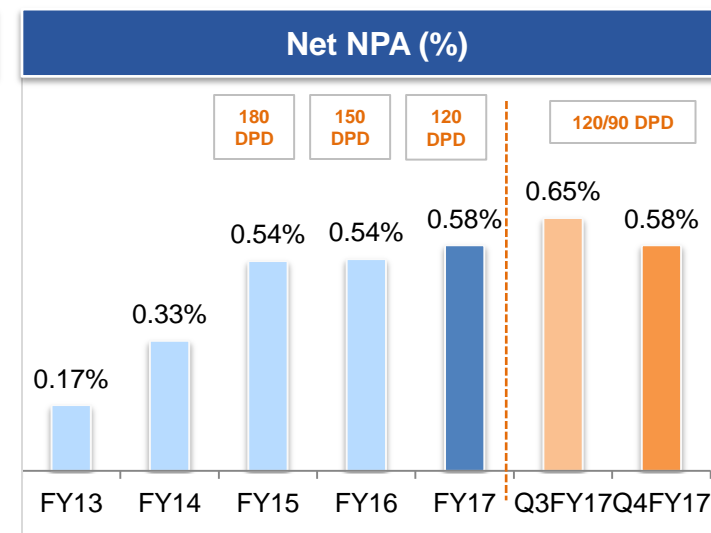
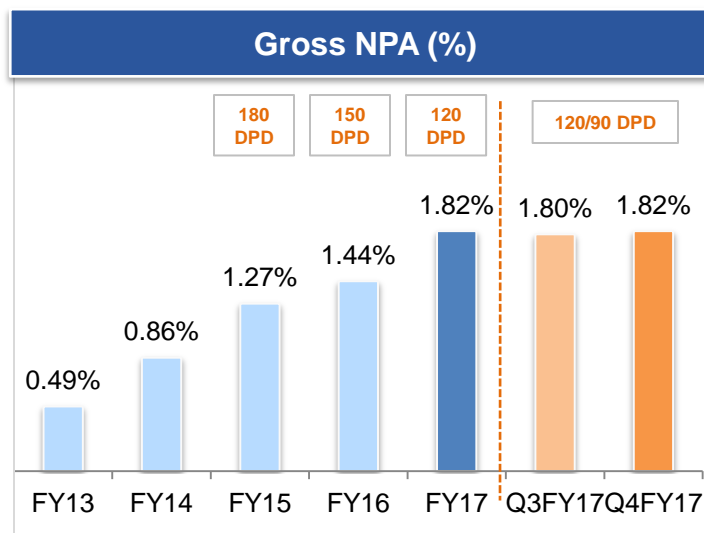


# Through cycles, maintaining superior quality of assets

Year/Quarter ended March 2017



- Asset quality remains sound with GNPA of 1.8% and NNPA of 0.6%, both stable on q-o-q basis.
- NPA provision coverage ratio improved on q-o-q and y-o-y basis to 68% (92% including standard asset provision)
- Securitised loan book currently stands at 13% of AUM, up from 9% in the same quarter last year. Significant opportunity for securitisation exists, which will positively impact profitability and CAR

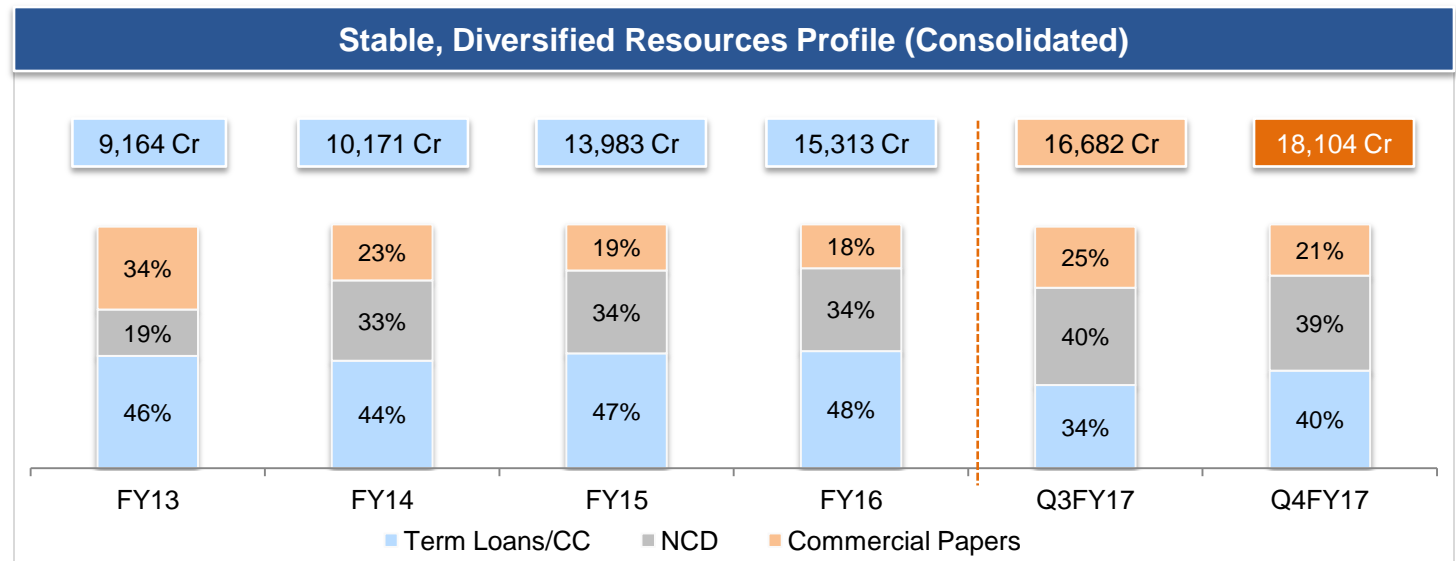
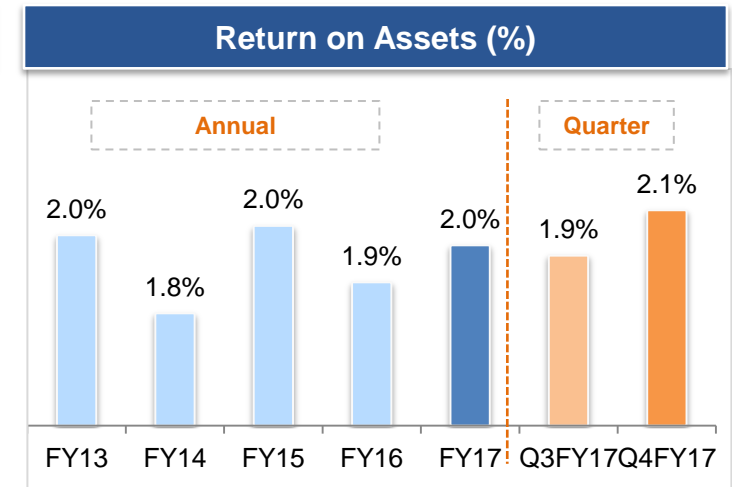
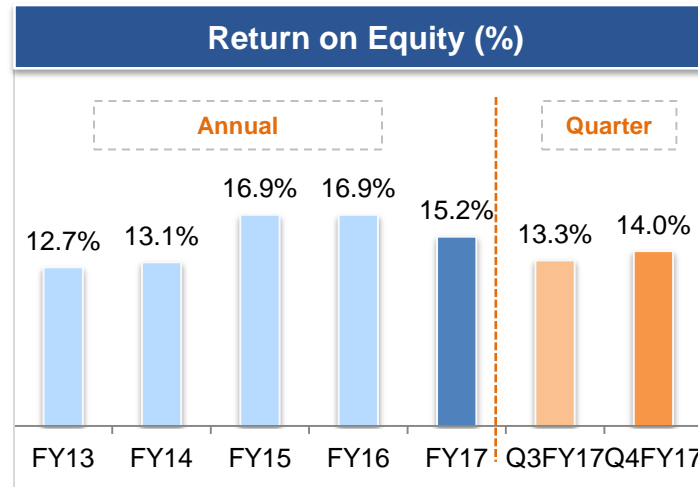


# Improving NBFC profitability and return ratios

Year/Quarter ended March 2017



- ROE\* of 14% and ROA\* of 2.1% are healthy and expected to improve as we further leverage our balance-sheet
- Well diversified borrowing mix including from banks, mutual funds, insurance companies and public; dependence on bank borrowings has reduced and short-term borrowings remain low
- Ample liquidity in the system. Banks are eager to lend to us and buy securitized loans from us, in the current environment of risk averseness and low credit offtake



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

# Digitizing end-to-end processes in our lending business



Gold Loan TAB



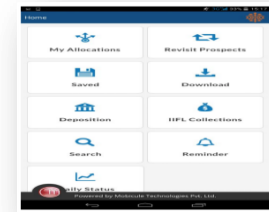
Instant Approval



Instant Disbursement



Online Self service Portal



Tab based collections



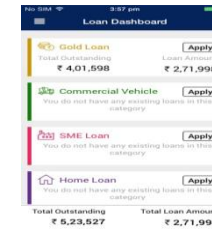
Commercial Vehicle and SME TAB



Electronic KYC



Card based disbursement



Mobile App



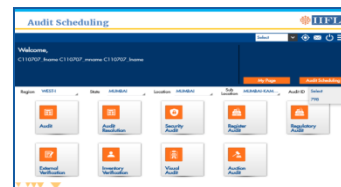
Online/ Mobile Payment



Online Application



Instant Digital Signature



Gold Loan Audit TAB



Live Chat

## 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

Year/Quarter ended March 2017



## Quarterly Trend

## Yearly Trend

| ₹Cr                           | Q4FY17       | Q4FY16       | Y-o-Y       | Q3FY17       | Q-o-Q      | FY17           | FY16         | Y-o-Y       |
|-------------------------------|--------------|--------------|-------------|--------------|------------|----------------|--------------|-------------|
| Income from operations        | 349.6        | 174.1        | 101%        | 266.8        | 31%        | 1,040.4        | 539.4        | 93%         |
| Other income                  | 18.5         | 1.0          | 1747%       | 15.7         | 18%        | 42.5           | 51.4         | -17%        |
| <b>Total Income</b>           | <b>368.1</b> | <b>175.1</b> | <b>110%</b> | <b>282.5</b> | <b>30%</b> | <b>1,082.9</b> | <b>590.8</b> | <b>83%</b>  |
| Employee cost                 | 75.5         | 59.4         | 27%         | 69.8         | 8%         | 263.3          | 180.2        | 46%         |
| Admin and other expenses      | 71.4         | 52.2         | 37%         | 49.7         | 44%        | 198.7          | 160.0        | 24%         |
| Total Expenses                | 146.9        | 111.6        | 32%         | 119.5        | 23%        | 462.0          | 340.2        | 36%         |
| <b>EBITDA</b>                 | <b>221.2</b> | <b>63.5</b>  | <b>248%</b> | <b>163.0</b> | <b>36%</b> | <b>620.9</b>   | <b>250.6</b> | <b>148%</b> |
| Interest                      | 105.9        | 3.7          | 2747%       | 67.4         | 57%        | 249.0          | 20.9         | 1091%       |
| Depreciation and amortization | 3.3          | 1.1          | 201%        | 2.1          | 58%        | 8.9            | 3.4          | 162%        |
| <b>Profit before tax</b>      | <b>112.0</b> | <b>58.7</b>  | <b>91%</b>  | <b>93.5</b>  | <b>20%</b> | <b>363.0</b>   | <b>226.3</b> | <b>60%</b>  |
| Provision for taxation        | 36.6         | 12.5         | 193%        | 28.3         | 29%        | 112.5          | 57.0         | 97%         |
| <b>Profit after tax</b>       | <b>75.4</b>  | <b>46.2</b>  | <b>63%</b>  | <b>65.2</b>  | <b>16%</b> | <b>250.5</b>   | <b>169.3</b> | <b>48%</b>  |

# IIFL Wealth Management – Consolidated Balance Sheet

Year/Quarter ended March 2017



| ₹Cr                         | As at<br>31.03.2017 | As at<br>31.03.2016 | Y-o-Y        | As at<br>31.12.2016 | Q-o-Q      |
|-----------------------------|---------------------|---------------------|--------------|---------------------|------------|
| Equity Share Capital        | 15.6                | 14.8                | 5%           | 14.8                | 5%         |
| Reserves and Surplus        | 1,508.6             | 1,214.5             | 24%          | 1,363.2             | 11%        |
| <b>Shareholders' funds</b>  | <b>1,524.2</b>      | <b>1,229.3</b>      | <b>24%</b>   | <b>1,378.0</b>      | <b>11%</b> |
| Minority Interest           | -                   | -                   |              | -                   |            |
| Borrowings                  | 5,644.7             | 140.9               | 3907%        | 4,850.7             | 16%        |
| <b>Sources of Funds</b>     | <b>7,168.9</b>      | <b>1,370.2</b>      | <b>423%</b>  | <b>6,228.6</b>      | <b>15%</b> |
| Fixed assets                | 56.5                | 48.1                | 18%          | 57.4                | -2%        |
| Investments                 | 1,934.3             | 985.8               | 96%          | 2,482.6             | -22%       |
| Gross Loans                 | 3,616.4             | 100.9               | 3483%        | 2,930.9             | 23%        |
| Less: NPA Provision         | -                   | -                   |              | -                   |            |
| <b>Net Loans</b>            | <b>3,616.4</b>      | <b>100.9</b>        | <b>3483%</b> | <b>2,930.9</b>      | <b>23%</b> |
| Net Current Assets          | 1,561.7             | 235.4               | 564%         | 757.7               | 106%       |
| <b>Application of Funds</b> | <b>7,168.9</b>      | <b>1,370.2</b>      | <b>423%</b>  | <b>6,228.6</b>      | <b>15%</b> |

# Leading Wealth Manager in India

Year/Quarter ended March 2017



## FASTEST

Growing Wealth Management Firm in India



## US\$ 19 BILLION

Assets under advice, distribution and custody



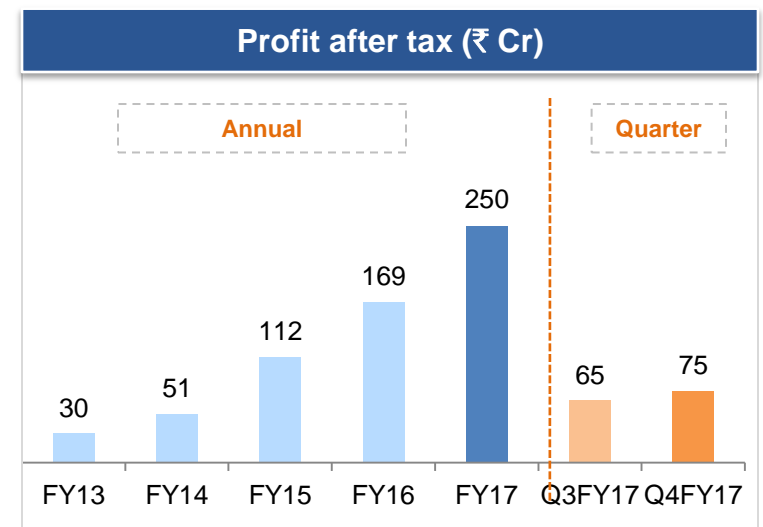
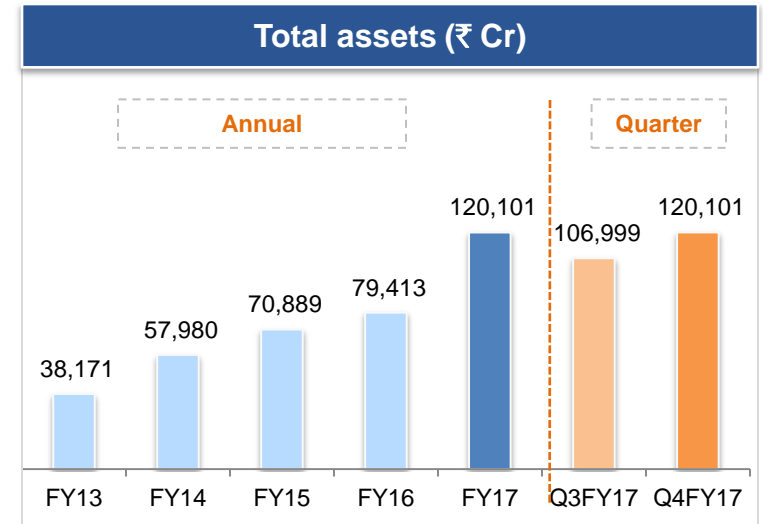
## 22 OFFICES

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 FY17:
  - 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 Wealth Management Firm, India at APAC Insider Investment Awards
  - Best Independent Wealth Management Team, India at Capital Finance International
  - Best Private Wealth Manager, India at Alternative Investment Awards

Note – Currency Conversion 1 US\$ = ₹64.8

## IIFL Wealth Key Highlights





# Growth opportunity

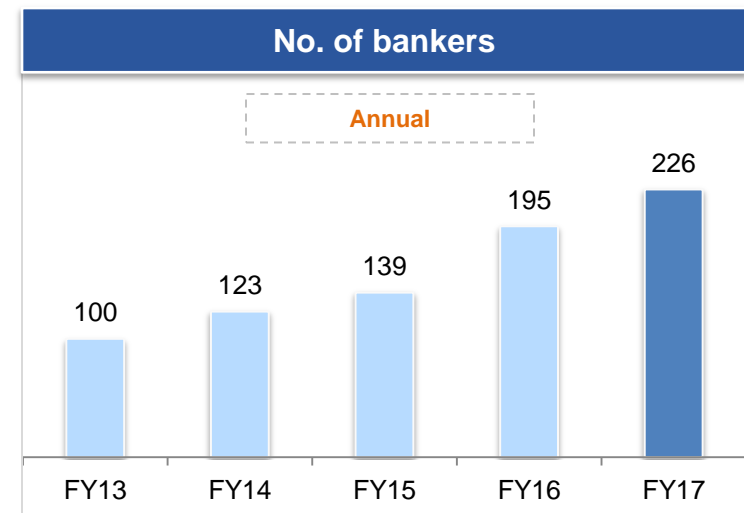
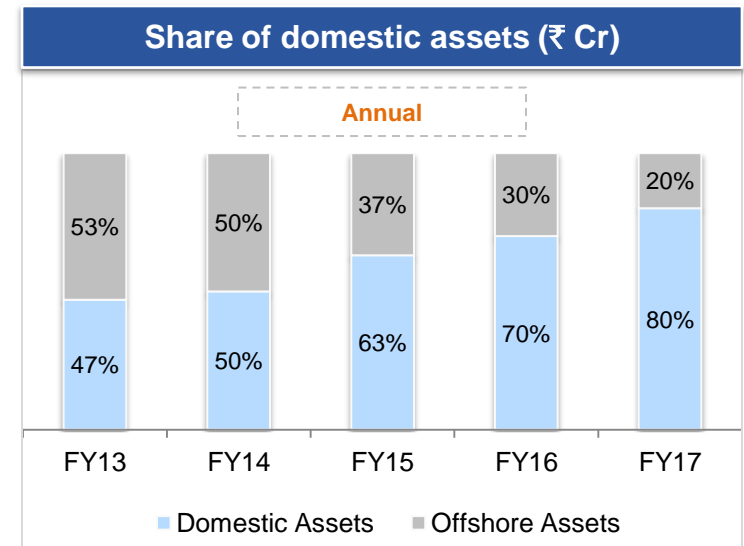
## Wealth Management in India

- 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

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

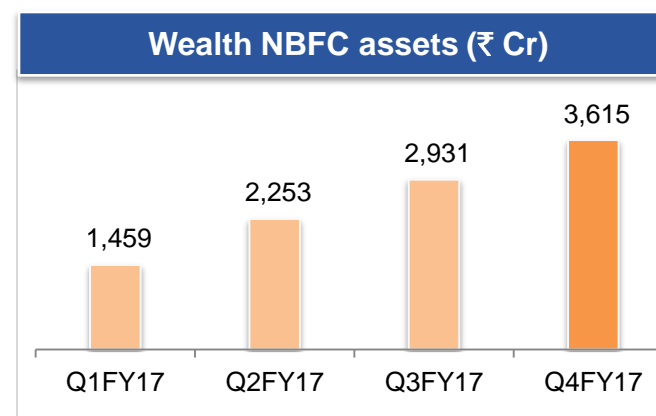
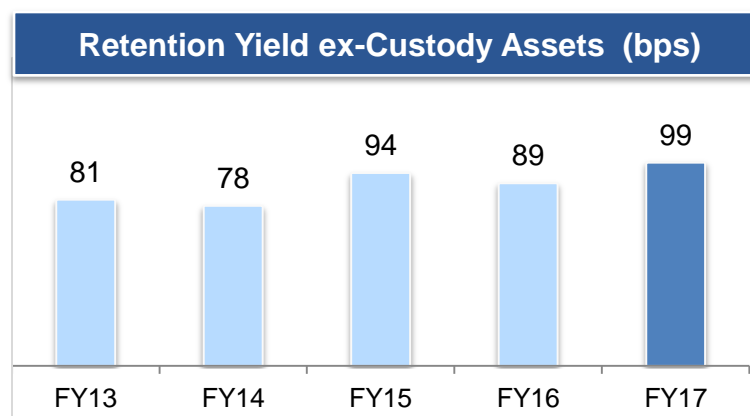
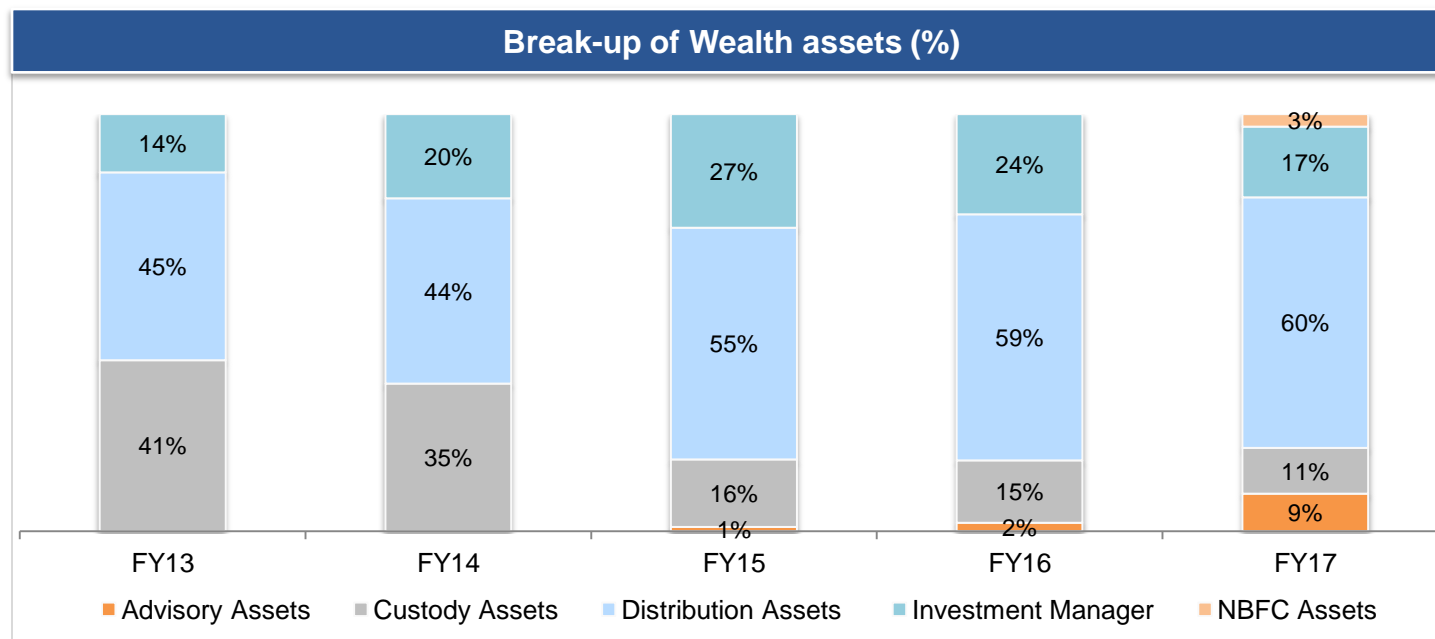


# Broadening advisory and asset management services

Year/Quarter ended March 2017



- Focus on increasing the share of fee and trail bearing assets relative to pure transaction / brokerage assets
- For the year ended March 31, 2017, the retention yield excluding custody assets stands at 99 bps
- During the quarter, the management team was further strengthened in key areas of Finance, Technology, Risk, Marketing and Sales to support growth trajectory



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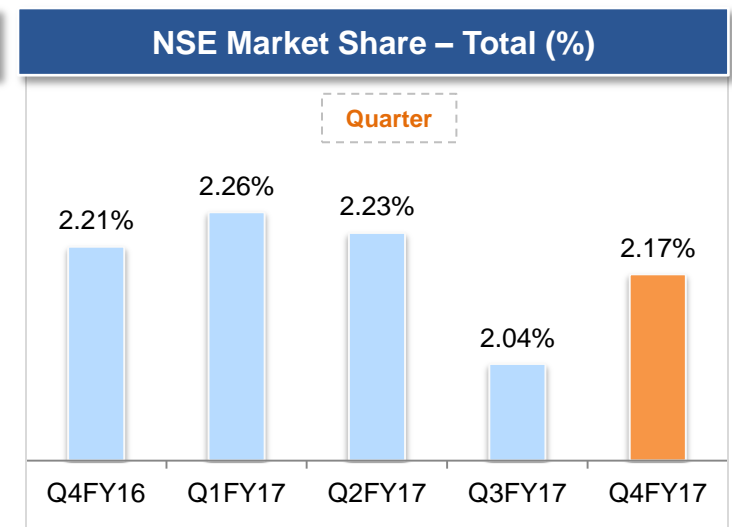
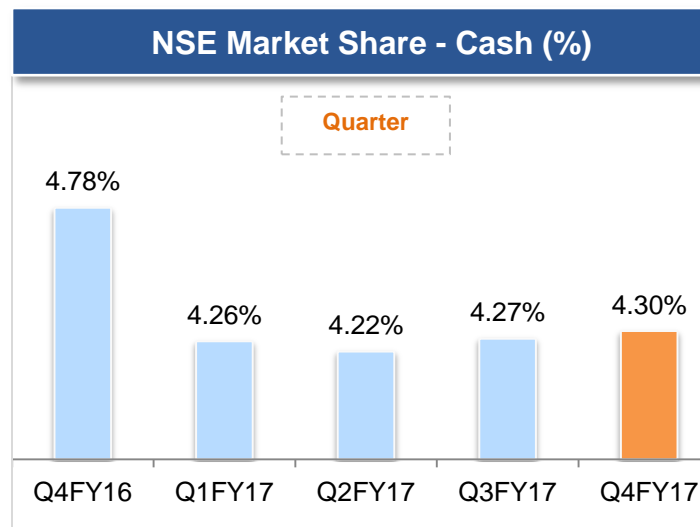
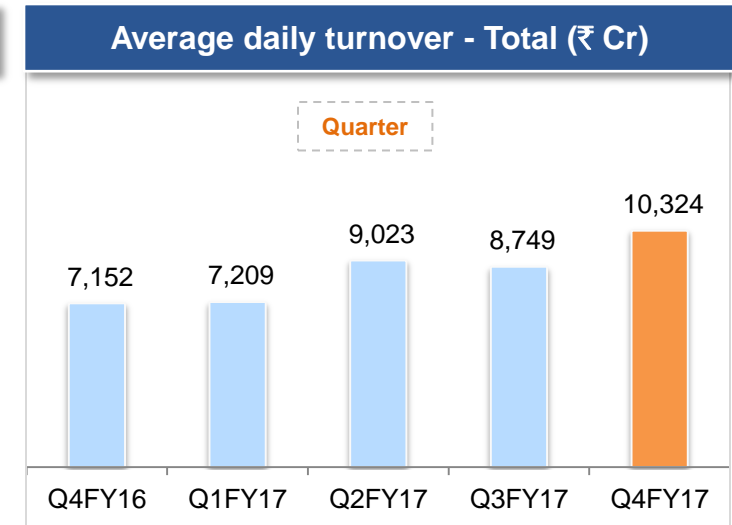
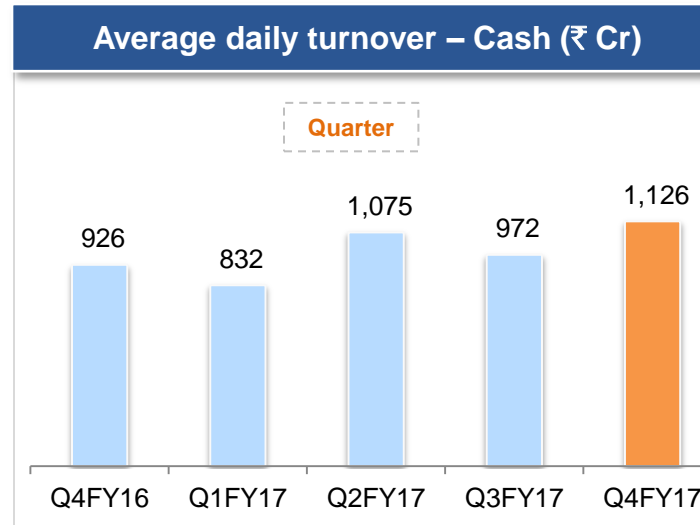


# Quarterly Trend – Capital Markets

Year/Quarter ended March 2017



- 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 was up 22% y-o-y to `1,126 Cr. versus 48% y-o-y growth in exchange cash turnover
- Average daily F&O turnover was up 48% y-o-y to `9,198 Cr. versus 45% y-o-y growth in exchange F&O turnover
- Total average daily turnover (including F&O) was up 44% y-o-y to `10,324Cr. versus 45% y-o-y growth in exchange turnover



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 200+ stocks under coverage
- Known for market leading distribution franchise across every investor segment
- Stellar track record in block placements with institutional investors

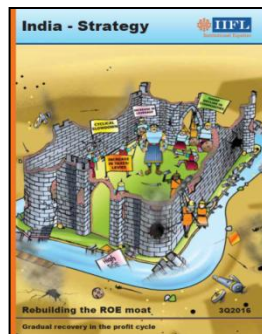
## Financial Product Distribution

- 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

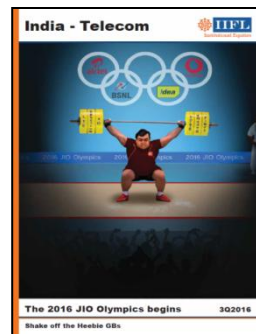
## Backed By High Quality Research



A detailed report analyzing GCPL's journey over the years, the management's perspective and the way forward



A detailed analysis of factors that led to decline in ROE over last decade



A deep dive into the prospects for Reliance JIO and the implications for India's telecom sector



Analysis of Nestle's recent launches and the new launches done in the past.



In-depth analysis on India's largest developer – Lodha Developer's business and financial outlook

# Digitization and innovation in retail operation

Year/Quarter ended March 2017



## IIFL Markets - Highest rated (4.4) and Most downloaded stock trading app amongst peers

### FY17 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 brokerage >20% of total

### Awards won during FY17

- Silicon Valley Business Awards 2016 for Best Overall App
- Best Technological Innovation in Capital Markets Space at Zee Business Market Excellence Awards in 2016
- BSE Skoch Order of Merit Award for Innovative Deployment of Technology Within Investing Services Space

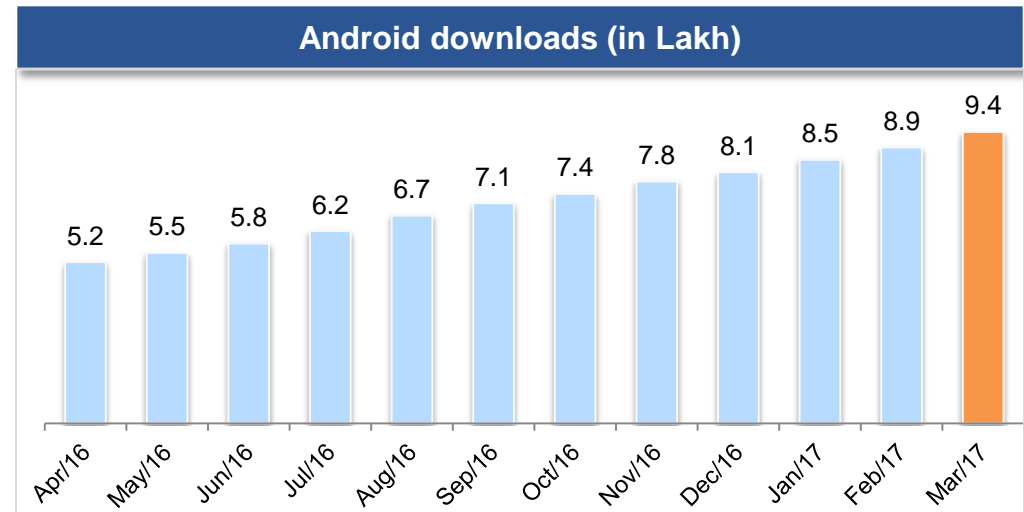
10,00,000+ downloads across platforms



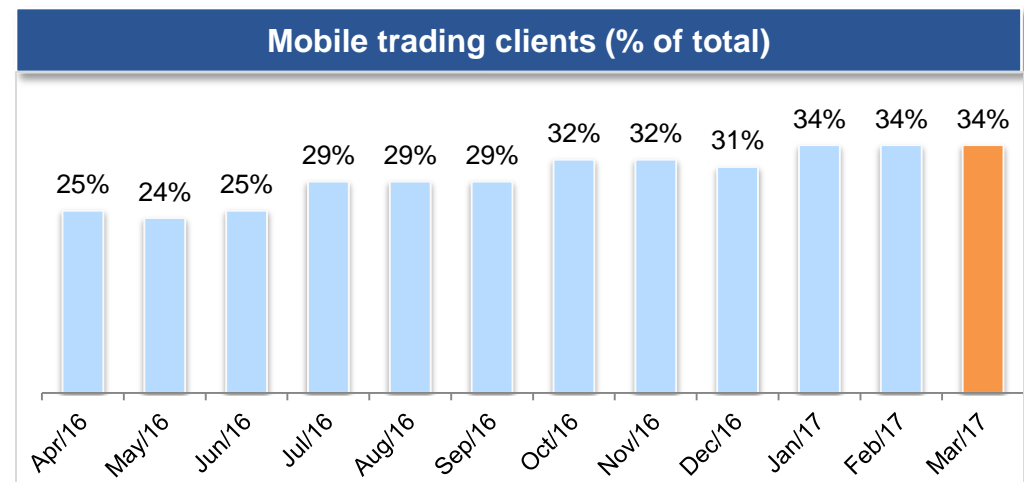
Available on



### Android downloads (in Lakh)



### Mobile trading clients (% of total)



# Investment Banking

Quarter/Year ended March 2017



- The investment banking team completed 4 transactions, including 2 QIPs, during Q4FY17; lead managed Rs49,067Cr QIP of Yes Bank
- FY2017 has been a landmark year – 21 transactions completed including 5 IPOs, the largest number of IB deals in a year.
- Involved in capital raising and advisory transactions of ~Rs.377 billion; ranked #2 in terms of amount raised through QIPs in FY2017
- Winner at Finance Asia - BEST INDIA DEAL for ICICI Prudential Life Insurance's IPO
- Robust pipeline of IB transactions across sectors in different stages of execution
- Clients value IIFL's focus and commitment and consider us as their trusted advisor

| Equity Capital Markets  |   |  |   | Advisory  |
|---|---|--|---|---|
| <p>₹49,067Mn</p> <p>Yes Bank<br/></p> <p>QIP<br/></p>                                       | <p>₹60,568Mn</p> <p>ICICI Prudential life<br/></p> <p>IPO<br/></p>                              | <p>₹19,934Mn</p> <p>Motherson Sumi<br/></p> <p>QIP<br/></p>                          | <p>₹ 12,130Mn</p> <p>RBL Bank<br/></p> <p>IPO<br/></p>  | <p>₹10,050Mn</p> <p>India Infoline Finance<br/></p> <p>Private Equity</p>       |
| <p>₹8,825Mn</p> <p>Ujjivan Financial Services<br/></p> <p>IPO<br/></p>                      | <p>₹6,540Mn</p> <p>Dilip Buildcon<br/></p> <p>IPO<br/></p>                                      | <p>₹4,000Mn</p> <p>Qess Corp.<br/></p> <p>IPO<br/></p>                               | <p>₹1,500Mn</p> <p>Deepak Nitrite<br/></p> <p>QIP<br/></p>                                      | <p>₹1,110Mn</p> <p>Maini Precision Products<br/></p> <p>Private Equity<br/></p> |
| Debt  |   |  |   |   |
| <p>₹100,000Mn</p> <p>Dewan Housing Finance<br/></p> <p>Public Issue of Secured NCD<br/></p> | <p>₹70,000Mn</p> <p>Indiabulls Housing Finance<br/></p> <p>Public Issue of Secured NCD<br/></p> | <p>₹2,0160Mn</p> <p>Sanmar Engineering<br/></p> <p>Private Placement of NCD<br/></p> | <p>₹6,285Mn</p> <p>SREI Infrastructure Finance<br/></p> <p>Public Issue of Secured NCD<br/></p> |   |

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## 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

₹22,281 Cr retail focused diversified loan assets

#### Products

Home, LAP, gold, commercial vehicle, SME loans

#### Financials FY17

Income ₹1,377 Cr  
Net Profit ₹423 Cr

#### Minority Shareholders\*

CDC Group plc - 15.4%

### Wealth and Asset Management

#### Wealth Assets

₹120,101 Cr from 10,000+ high networth families

#### Products

Family office, AIFs, advisory and distribution services

#### Financials FY17

Income ₹ 834 Cr  
Net Profit ₹ 250 Cr

#### Minority Shareholders

General Atlantic - 23.2%  
Employees – 19.1%

### Capital Market/ Others

#### Customers and network

40 Lakh customers serviced from 1,200+ locations

#### Products

Retail and institutional broking, investment banking

#### Financials FY17

Income ₹622 Cr  
Net Profit ₹148 Cr

#### Minority Shareholders

Nil

# 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

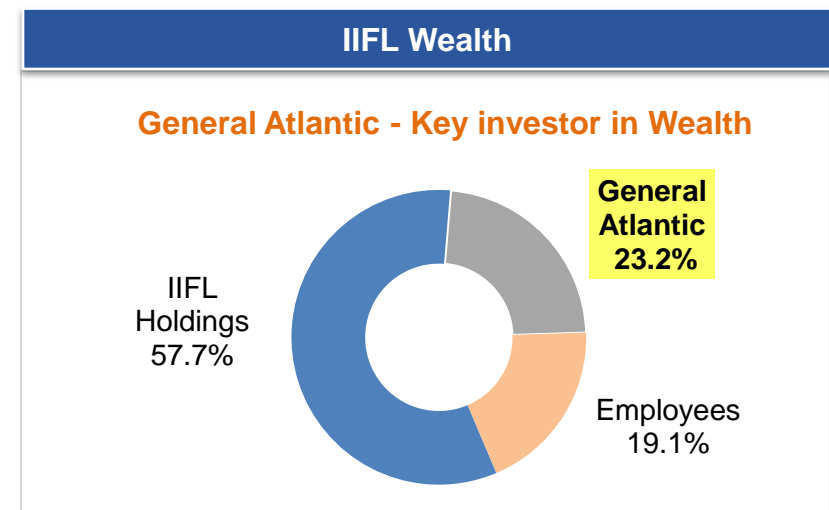
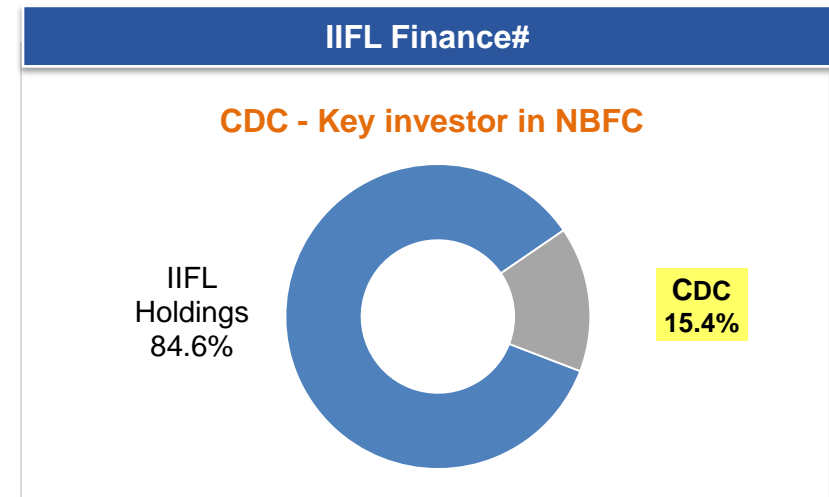
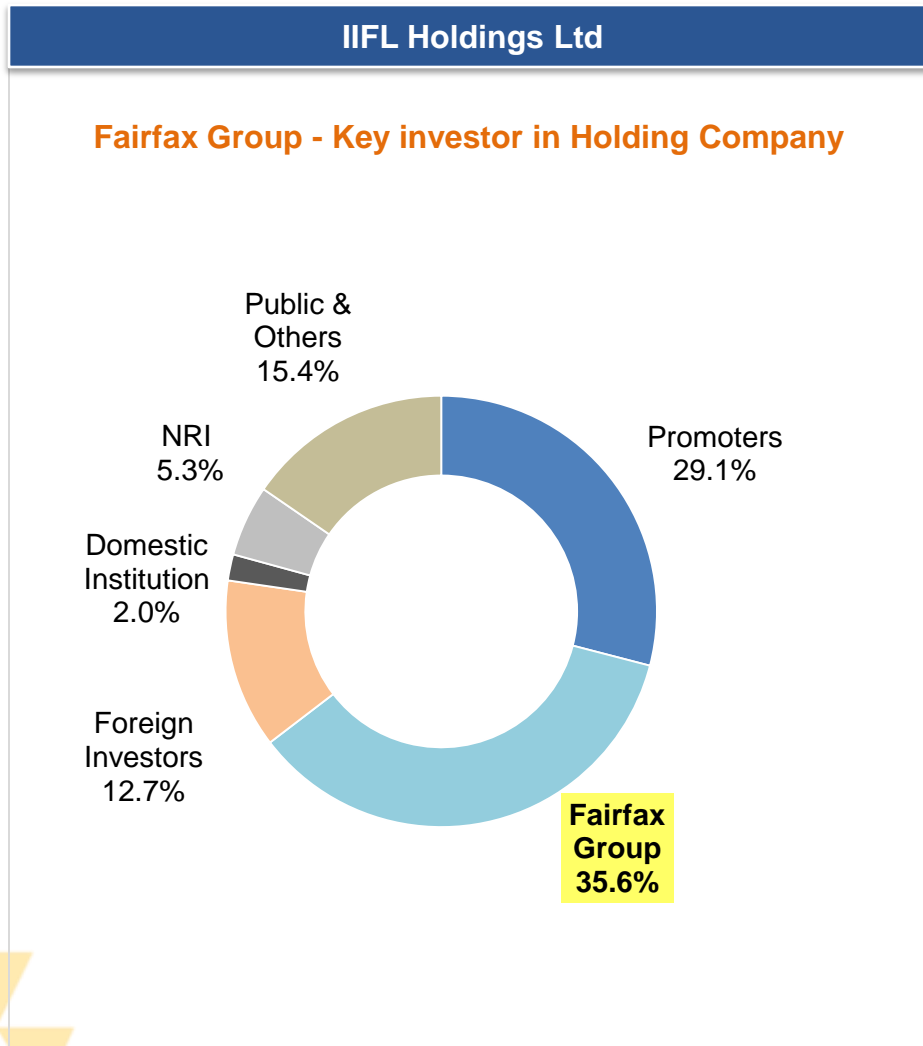
# Management team comprises professionals with rich domain experience and ownership

- 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

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

# Globally renowned investors have reposed confidence in us



Note - Shareholding pattern as at March 31, 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 multiple awards in all lines of business



**Finance Asia Awards  
Deal of the Year for India**



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



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



**Silicon Valley Business Awards 2016 - Best Overall App awarded to IIFL Markets**



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



**Economic Times Awards for Corporate Excellence shortlisted IIFL in the Emerging Company of The Year Award category**



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



**BSE Skoch Awards for Innovation and Meritorious CSR**



**APAC Insider – Best Wealth Management Firm, India**



**5th BFSI Innovation and Technology Summit – 2016 – Best Top 20 Project awarded to Gold Loan Digital Transformation project**



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

## 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



# Corporate Social Responsibility

Year/Quarter ended March 2017



## Education

### ● Activities in Rajasthan

- The Community School program was scaled up significantly with 160 more schools started in Khamnor, Rajsamand and FoolwalokiNaal taking the total number of community schools to 260 which has brought over 8,000 girls back into the fold of education.

### ● Financial Literacy drives

- A unique Financial Literacy Program for Tribal women was conducted in Jawhar, Maharashtra.
- Financial Literacy programs in West Bengal and Mumbai were also scaled up to cover 10,000 women from different SHGs, 15,000 men from the unorganized sector, and 3,000 children from municipal schools respectively.

### ● Women's Day Celebrations

- On women's day IIFL Mumbai employees contributed beautiful new sarees for tribal women of Jawhar. Over 100 sarees were collected & distributed.

## Supporting education in Rajasthan



## Financial literacy drive in Jawhar



## Women's Day Celebrations



## 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 - FY17

- 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
- Bureaucracy Today - CSR Excellence Awards to IIFL Foundation and Dr. Sarika Kulkarni

**Thank you**

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# IIFL Holdings Limited

Press Release

For immediate publication

Mumbai, India

May 4, 2017

## IIFL Consolidated Net Profit pre-minority for FY17 at ₹822 Cr (up 48% y-o-y) and post-minority at ₹686 Cr (up 34% y-o-y)

**Income FY17 ₹2,833 Cr (up 24% y-o-y) and; ROE at 17.7%**

### For the quarter ended March 31, 2017 (Q4FY17)

- Net Profit was ₹235 Cr, up 57% year-on-year (y-o-y); consolidated income stood at ₹843 Cr, up 30% y-o-y
- Loan assets under management in NBFC business at ₹22,281 Cr, up 14% y-o-y
- Wealth assets grew 51% y-o-y to ₹120,101 Cr

### For the year ended March 31, 2017 FY17

- For the year ended March 31, 2017, Net Profit at ₹822 Cr, up 48% y-o-y; consolidated income at ₹2,833Cr, up 24% y-o-y and ROE was 17.7%

### Summary: Consolidated – Q4FY17

| ₹ Crores                   | Quarter ended<br>March 31, 2017 | Quarter ended<br>March 31, 2016 | Y-O-Y | Quarter ended<br>Dec 31, 2016 | Q-O-Q |
|----------------------------|---------------------------------|---------------------------------|-------|-------------------------------|-------|
| Income                     | 843.3                           | 649.3                           | 30%   | 745.8                         | 13%   |
| Profit Before Tax          | 363.1                           | 239.1                           | 52%   | 328.9                         | 10%   |
| Net Profit (Pre-Minority)  | 234.5                           | 149.7                           | 57%   | 222.3                         | 6%    |
| Net Profit (Post-Minority) | 186.4                           | 136.5                           | 37%   | 179.1                         | 4%    |

### Summary: Consolidated – FY17

| ₹ Crores                   | Year ended<br>March 31, 2017 | Year ended<br>March 31, 2016 | Y-O-Y |
|----------------------------|------------------------------|------------------------------|-------|
| Income                     | 2832.6                       | 2282.3                       | 24%   |
| Profit Before Tax          | 1224.0                       | 842.3                        | 45%   |
| Net Profit (Pre-Minority)  | 822.2                        | 554.5                        | 48%   |
| Net Profit (Post-Minority) | 686.1                        | 511.2                        | 34%   |

Note - Income is net of interest expense

**Mr Nirmal Jain, Chairman, IIFL Holdings Ltd.**, commented on the financial results “We had all round robust growth in our core businesses, with net profits touching a new peak. As India is poised to be the fastest growing economy in next ten years, our strategy is to de-risk the business model for durable long term growth. All our core businesses have strong foundation and impeccable franchise to capitalise upon the opportunity.”

### **NBFC operations**

Q4FY17 PAT was ₹121 Cr, up 27% y-o-y, while total income was ₹404 Cr, up 37% y-o-y. NBFC's ROE<sup>1</sup> for Q4FY17 stood at 14% and ROA was 2.1%. NIM has improved to 6.8% 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 borrowing mix is well diversified including from banks, mutual funds, insurance companies and public. The cost of fund has fallen 50 bps from 9.3% in Q3FY17 to 8.8% in Q4FY17.

**Loan assets under management (AUM)**, predominantly retail, showed a steady increase of 14% y-o-y to ₹22,281 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 ₹10,963 Cr, up 42% y-o-y and constitute a dominant 49% of total loan AUM. Commercial vehicle finance AUM grew 30% y-o-y to ₹2,974 Cr.

**Asset quality:** Gross NPAs and Net NPA ratios have remained steady at 1.82% and 0.58% respectively as on March 31, 2017 versus 1.80% and 0.65% in the previous quarter. Against gross NPA of ₹352 Cr, specific provisions stand at ₹241 Cr, giving provision coverage of 68%.

Besides this, provision of ₹84 Cr has been made for standard assets as per statutory requirements. Total provision coverage (including standard asset provision) stands at 92% 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 20.7% including Tier I capital of 18.1% as at March 31, 2017.

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

## Wealth operations

IIFL Wealth is one of the leading 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 51% y-o-y growth to reach ₹120,101 Cr in Q4FY17. The Q4FY17 PAT at ₹75 Cr, up 63% y-o-y and FY17 PAT was ₹250 Cr, up 48% 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 and properties to HNI clients. The loan book grew to ₹3,615 Cr in its maiden year of operation.

Under Wealth Management, a separate AIF with a separate in-house AMC was launched this year for providing customized AIFs with due approval of SEBI.

## Capital Market activities

IIFL is a key player in both retail and institutional segments of the capital market with over 1,200 service locations comprising a wide branch and sub-broker network and providing unparalleled research coverage on 500+ companies. At the back of strong domestic inflows, the business has recorded a robust performance despite high volatility in the market. Moreover, the financial year ended on an optimistic note as the total market volumes recorded in the last quarter of FY16-17 were the highest of the last 4 quarters.

During the quarter, the average daily equity market turnover for the broking business was ₹10,324 Cr, up 44% y-o-y with the cash market turnover at ₹1,126 Cr, up 22% y-o-y. Our stock trading app, 'IIFL Markets' continues to be the highest rated on Android and IOS amongst peers (4.4) with nearly 10,00,000 downloads. There has been a steady increase in number of clients trading through the mobile platform; during the quarter, over 30% of retail customers have traded through the app. The number of SIPs from our retail customers increased to 40,000 with a monthly SIP book of over ₹10 crores.

The Investment banking team completed 4 transactions including 2 QIPs during Q4FY17. FY2017 has been a landmark year – 21 investment banking transactions were completed including 5 IPOs, the largest number of IB deals in a year. IIFL is ranked #2 in terms of amount raised through QIPs in FY2017. There is a robust pipeline of IB transactions across sectors in different stages of execution. Clients value IIFL's focus and commitment and consider us as their trusted advisor.

### **Micro-Finance Business**

During the quarter, the company has completed the acquisition of shareholdings and control of Samasta Microfinance Ltd – a Micro Finance Institution (MFI) based in Bengaluru. The company further invested ₹50 cr towards Tier I capital of Samasta to grow its business and develop its infrastructure and operations. This would help fund its growth phase in the coming quarters. IIFL expects MFI as a new and promising opportunity for growing its business into this niche segment of providing loans and further to develop its cross sell opportunities.

### **5 Paisa**

With a view to giving a segregated focus on the digital way of doing trading and distribution services, which is emerging as a new segment and possesses the potential to grow exponentially in the coming years, especially with the spread of internet and mobile penetration, 3G/4G data services across the country under the DIY (do-it-yourself) model; The Board of Directors of the Company and 5paisa Capital Limited, a wholly owned subsidiary of the Company, approved a draft Scheme of Arrangement under Section 391-394 of the Companies Act, 1956 ("the Scheme") between IIFL Holdings Limited and 5paisa Capital Limited and their respective shareholders to demerge 5paisa digital undertaking of the Company into 5paisa Capital Limited. As per the proposed Scheme, the shareholders of IIFL Holdings Limited will get 1 (One) equity share of Rs. 10/- each fully paid up of 5Paisa Capital Limited for every 25 (Twenty Five) equity shares of IIFL Holdings Limited held by the shareholders. The Company has received "no objection" from SEBI, BSE and NSE on the draft Scheme of Arrangement and has filed a petition with the National Company Law Tribunal ("NCLT"). Pursuant to NCLT's order, a meeting of the shareholders of the Company has been scheduled on May 11, 2017 for approving the Scheme of Arrangement. The necessary notice to shareholders has been sent. Pending final approval of the proposed scheme, the above financial results of IIFL Holdings Limited is without considering the effect of the proposed demerger.

## Awards and Accolades received during the year :

- The prestigious Economic Times Awards for Corporate Excellence shortlisted IIFL in the Emerging Company of The Year Award category
- BSE Skoch Order of Merit Award for Innovative Deployment of Technology Within Investing Services Space
- Finance Asia -- Deal of the Year for India Awards – for ICICI Prudential Life Insurance’s \$912 million IPO
- IIFL Markets mobile app won Silicon Valley Business Awards 2016 for Best Overall App
- Golden Peacock Award for Corporate Social Responsibility – 2016
- 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
- BSE Skoch Awards for Innovation and Meritorious CSR
- Best Private Banking Services - Overall by Euro-money Private Banking and Wealth Management Survey, 2017
- Gold Loan Digital Transformation was chosen as the Best Top 20 Project in 5th BFSI Innovation and Technology Summit - 2016.
- Best Wealth Management Firm, India at APAC Insider Investment Awards



## Corporate Social Responsibility – Activities undertaken during Q4FY17:

### Education

#### Activities in Rajasthan

- The Community school program was scaled up significantly this quarter with 160 more schools started in Khamnor, Rajsamand and FoolwalokiNaal, taking the total number of community schools to 260, which has brought back over 8,000 girls back into the fold of education.

The initiative involves creating awareness for education for girls and freeing them for some time during the day from the numerous household chores. The response has been overwhelming.

### Financial Literacy drives

- A unique Financial Literacy Program for Tribal women was conducted in Jawhar.
- Financial Literacy Programs in West Bengal and Mumbai were also scaled up to cover 10,000 women from different SHGs and 15,000 men from the unorganized sector, and 3,000 children from municipal schools respectively.



### Women's Day Celebrations

- On women's day IIFL Mumbai collected new beautiful sarees for tribal women from Jawhar. Over 100 sarees were collected & distributed.







## 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 ₹4,384 Cr as on March 31, 2017, 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 4.0 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 March 31, 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.*

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