



July 22, 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/Madam,

**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 ended June 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  
July 22, 2017

## IIFL Consolidated Net Profit\* for Q1FY18 at ₹252 Cr (up 59% y-o-y) Income at ₹907 Cr (up 57% y-o-y)

### For the quarter ended June 30, 2017 (Q1FY18)

- Net profit was ₹252 Cr, up 59% year-on-year (y-o-y)
- Consolidated income stood at ₹907 Cr, up 57% y-o-y
- Loan assets under management in NBFC business at ₹23,330 Cr, up 26% y-o-y
- Wealth assets are at ₹126,908 Cr, up 60% y-o-y

### Summary: Consolidated – Q1FY18

₹ Crore (Cr)	Quarter ended June 30, 2017	Quarter ended June 30, 2016	Y-O-Y	Quarter ended March 31, 2017	Q-O-Q
Income <sup>#</sup>	907.0	576.6	57%	843.4	8%
Profit Before Tax	375.3	234.6	60%	363.1	3%
Net Profit (Pre-Minority)	251.9	158.2	59%	234.5	7%
Net Profit (Post-Minority)	198.1	137.5	44%	186.4	6%

**Mr Nirmal Jain, Chairman, IIFL Holdings Ltd.**, commented on the financial results, “In the first quarter of current financial year, all our businesses have grown well. Successful implementation of major reforms like GST<sup>1</sup> and RERA<sup>2</sup> has buoyed the confidence of investors, foreign and domestic alike. For last 18 months, we have emerged as No. 1 Investment Banker for equity issuance. Wealth management business is going from strength to strength; Loan book also has seen robust growth, while maintaining high quality. We look forward to the rest of year with a renewed optimism.”

\* Net Profit is pre-minority

<sup>#</sup> Income is net of interest expenses

<sup>1</sup> Goods and Services Tax

<sup>2</sup> Real Estate (Regulation and Development) Act, 2016

## Loans and Mortgages

This comprises the NBFC, HFC and Micro-finance businesses.

Q1FY18 PAT was ₹116 Cr, up 31% y-o-y, while total income was ₹407 Cr, up 40% y-o-y. NBFC's ROE<sup>1</sup> for Q1FY18 stood at 13.2% and ROA was 1.9%. NIM has expanded by 50bps y-o-y to 6.6% largely due to sharp fall in funding costs. Average borrowing costs declined 20bps q-o-q and 140bps y-o-y to 8.6%. 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 26% y-o-y to ₹23,330 Cr. At the end of the quarter, low risk retail home loan assets grew to ₹5,952 Cr, up 82% 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 ₹2,949 Cr is 13% of AUM, up from 9% a year back. There exists significant opportunity for securitization, which will positively impact profitability and CAR.

**Asset quality:** Despite adoption of 90-day NPA recognition norm, the NPA ratios were only a shade higher than the previous period. Overall asset quality remains sound with GNPA of 2.04% and NNPA of 0.94% as on June 30, 2017. Against gross NPA of ₹416 Cr, specific provisions stand at ₹224 Cr, giving provision coverage of 54%.

Besides this, provision of ₹87 Cr has been made for standard assets as per statutory requirements. Total provision coverage (including standard asset provision) stands at 75% 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 20.6% including Tier I capital of 18.1% as at June 30, 2017 as against statutory requirement of 15%

**Micro-Finance Business:** MFI presents a new and promising opportunity for growing our business into this niche segment of providing loans to under-served segments and further to develop cross-sell opportunities. During the quarter, newly acquired MFI, namely Samasta Microfinance, has ramped up its operations with its branch network growing in eastern part of the country. The loan assets for quarter ended June 30, 2017 stood at ₹284 Cr, up 19% q-o-q and MFI base increased to over 180,000 customers, up 15% 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 advisory, wealth structuring solutions, asset management, credit solutions and distribution services. IIFL Wealth Management offers comprehensive suite of products and services to 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, asset management and offshore advisory services, enabling a stronger penetration into this market.

Total assets under management, distribution and advice witnessed 60% y-o-y growth to reach ₹126,908 Cr in Q1FY18. The PAT was at ₹87 Cr, up 64% 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 ₹4,305 Cr in Q1FY18, up 195% y-o-y.

Under Wealth Management, a separate Alternative Investment Fund (AIF) with a separate in-house Asset Management Company (AMC) was launched this year for providing customized AIFs with due approval of SEBI. During the quarter, more than ₹3,000 Cr were collected in Focussed Equity AIF products.

## 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 ₹11,063 Cr, up 53% y-o-y with the cash market turnover at ₹1,112 Cr, up 34% 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 10 lakh downloads. There has been a steady increase in number of clients trading through the mobile platform; during the quarter, over 35% of retail customers have traded through the app. In line with our focus on mutual funds, the number of SIPs from retail customers increased 34x to 49,000 with a monthly SIP book of over ₹12 Cr. IIFL's Mutual Fund App crossed 1 lakh downloads and is steadily building on its customer base.

**Investment Banking:** IIFL's investment banking franchise enjoys a pre-eminent position in India with a strong execution track record a robust pipeline across capital markets and advisory.

Q1FY18 has been another stellar quarter for IIFL in investment banking. During the quarter, IIFL has executed transactions involving capital raising for marquee issues in excess of ₹22,500 Cr.

IIFL has been ranked #1 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 June 30, 2017 on full credit basis covering IPOs, QIPs, FPOs and InvIT offerings).

## **5 Paisa demerger**

With a view to giving a segregated focus on the digital way of trading and distribution services, which is emerging as a new segment and possesses the potential to grow exponentially in the coming years, 5Paisa Capital Limited was incubated in IIFL and is proposed to be demerged as a separately listed company. With the spread of internet and mobile penetration and 3G/4G data services across the country, the DIY (do-it-yourself) model will cater to the new generation investors. 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.

Further to the "no objection" received from SEBI, BSE and NSE, the draft Scheme of Arrangement was filed with the National Company Law Tribunal (NCLT) and the shareholders of the Company on May 11, 2017 have approved the Scheme of Arrangement. The next hearing date is scheduled for July 27, 2017. The above financial results of IIFL Holdings Limited are without considering the effect of the proposed demerger.

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

The National Company Law Tribunal (NCLT) has approved the Scheme of Arrangement for demerger of Real Estate Advisory Services undertaking from IIFL Real Estate Limited into another wholly-owned-sub subsidiary namely India Infoline Insurance Services Limited in terms of the provisions of Companies Act, 2013. The appointed date of the proposed Scheme of Arrangement is April 01, 2017. The Certified True Copy of the order of NCLT is awaited. The proposed demerger will not impact the capital structure of the company and its subsidiary. The transfer will be accounted as and when the order is filled with Ministry of Corporate Affairs (MCA) and the demerger is effected.



## Awards and Accolades received in Q1FY18:



- Asset Management Company of the Year - Rising Star, India at The Asset Triple A Asset Servicing, Fund Management and Investors Awards 2017
- Best Customer Centric Company of the Year – Financial Sector at World Quality Congress & Awards, 2017
- ET Now Dealing Room Heroes, 2017
- Proactive Fraud detection Analytical Model - Suraksha shortlisted for Skoch Financial Technology Award

## Corporate Social Responsibility (CSR) activities undertaken during Q1FY18:



### Education - Girl Child Literacy Program

- After successfully running 100 schools in Kumbhalgarh and Railmagra blocks of Rajasthan since past one year, more than 100 schools were added during the quarter. The total number of girls positively impacted and brought back into the fold of education is 6,000.
- University of Pennsylvania, Philadelphia, United States visited IIFL's community school in Kotoda block of Udaipur – which is one of the toughest areas to work in, with single digit female literacy rate and rampant child marriages. IIFL Foundation has managed to bring back over 3,500 girls back into the fold of education through its 100 community schools spread across the block.

### Financial Literacy

- After successfully working in one district, IIFL Foundation launched its Financial Literacy program in 5 districts of West Bengal.
- Chit Funds and Lottery systems are prevalent in rural West Bengal, which makes IIFL Foundation's program extremely pertinent for the region.

### Health Camp at Pandharpur

- For the past 5 years, IIFL Foundation has been supporting the health camps at Pandharpur in Maharashtra.
- Over 58,000 pilgrims with various medical needs such as severe injuries, wounds, fever, respiratory diseases, gastro-intestinal diseases, eye infection were treated at the camp this year. The patients were provided with free OPD/ indoor treatment and medicines.
- Besides medical services, free food was also offered to over 115,000 pilgrims.

## 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 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 ₹4,581 Cr as on June 30, 2017, offering 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 recognized 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 June 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.*

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# Performance Review

For the Quarter ended June 2017

## IIFL Holdings Limited

Bloomberg: IIFL IN

KNOWLEDGE IS THE EDGE



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

July 22, 2017

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# IIFL Group – Quarterly results at a glance

Quarter ended June 2017



₹ Cr	Income	Y-o-Y (%)	PAT	Y-o-Y (%)
Loans and Mortgages	407	40%	116	31%
Wealth and Asset Management	244	52%	87	64%
Capital Markets	256	103%	49	198%
<b>IIFL Consolidated</b>	<b>907</b>	<b>57%</b>	<b>252</b>	<b>59%</b>
Minority Interest	-	-	(54)	161%
<b>IIFL Consolidated (post minority)</b>	<b>907</b>	<b>57%</b>	<b>198</b>	<b>44%</b>

## Key highlights of the quarter

- Wealth assets grew 60% y-o-y to ₹126,908 Cr
- Loan book grew 26% y-o-y to ₹23,330 Cr
- Despite adoption of 90-day NPA recognition norm, Net NPAs remain below 1%
- IIFL is ranked #1 Investment Banker in Equity Issuances for CY2016 and CY2017 YTD (source: Prime Database) .
- IIFL Markets, mobile trading app, crossed 1 million mark

# IIFL Group – Consolidated Results

Quarter ended June 2017



₹ Cr	Q1FY18	Q1FY17	Y-o-Y	Q4FY17	Q-o-Q
Revenue from operations	1,473.2	1,026.6	43%	1,400.9	5%
Other income	5.3	3.9	35%	3.5	50%
<b>Total Income</b>	<b>1,478.5</b>	<b>1,030.5</b>	43%	<b>1,404.4</b>	5%
Operating cost	52.6	37.4	41%	65.9	-20%
Employee cost	224.6	179.0	25%	227.1	-1%
Administration and other expenses	239.6	112.1	114%	173.0	39%
Total expenses	516.8	328.5	57%	466.0	11%
<b>EBITDA</b>	<b>961.6</b>	<b>702.1</b>	37%	<b>938.5</b>	2%
Interest costs	571.5	453.9	26%	561.1	2%
Depreciation and amortization	14.9	13.5	10%	14.4	3%
<b>Profit before tax</b>	<b>375.3</b>	<b>234.6</b>	60%	<b>363.1</b>	3%
Provision for taxation	123.4	76.5	61%	128.5	-4%
<b>Profit after tax (pre-minority)</b>	<b>251.9</b>	<b>158.2</b>	59%	<b>234.5</b>	7%
Minority interest	53.8	20.6	161%	48.2	12%
<b>Profit after tax (post-minority)</b>	<b>198.1</b>	<b>137.5</b>	44%	<b>186.4</b>	6%

Note - Previous periods figures have been regrouped / rearranged wherever necessary.  
 Loss from discontinuing operations has been adjusted with total expenses.  
 Minority interest includes profit/loss of associates.

# IIFL Group – Consolidated Balance Sheet

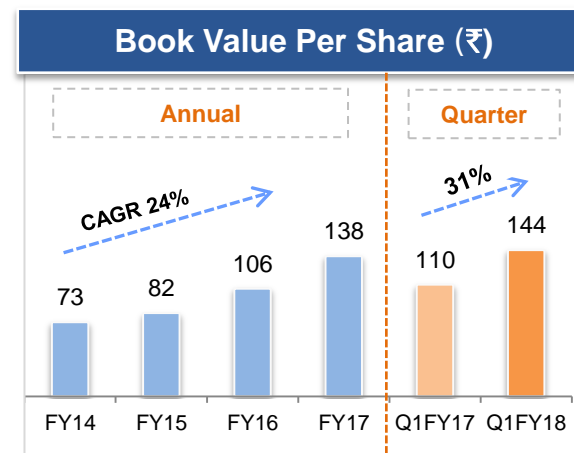
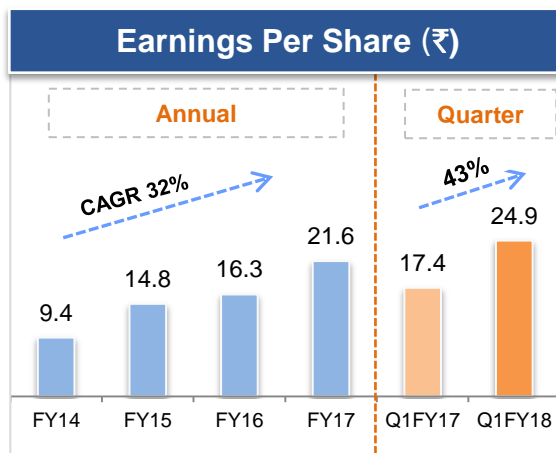
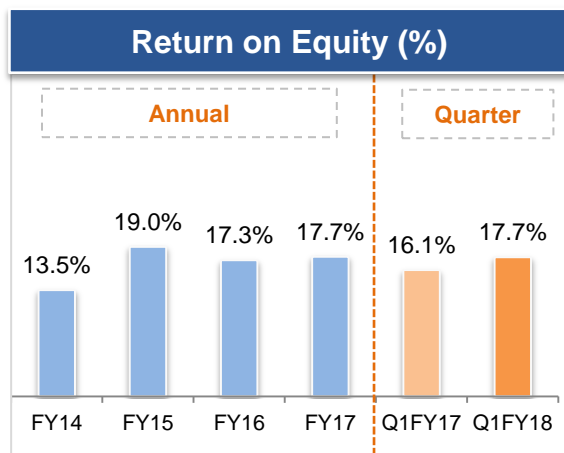
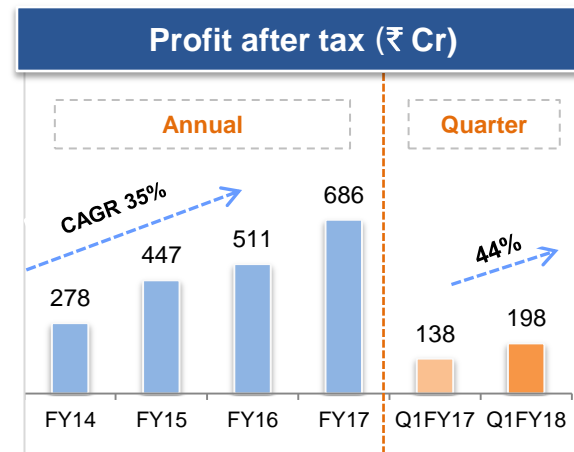
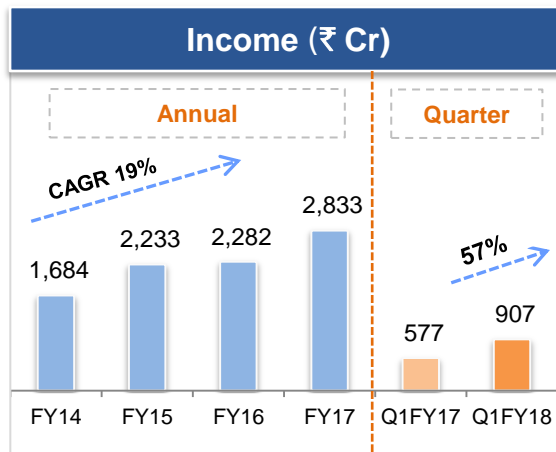
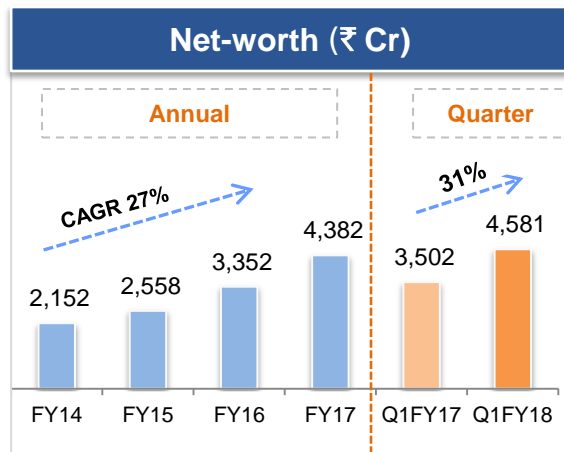
Quarter ended June 2017



₹ Cr	As at 30.06.2017	As at 30.06.2016	Y-o-Y	As at 31.03.2017	Q-o-Q
Equity Share Capital	63.6	63.3	0%	63.6	0%
Reserves and Surplus	4,516.9	2,995.1	46%	4,318.0	5%
<b>Shareholders' funds</b>	<b>4,580.5</b>	<b>3,058.4</b>	45%	<b>4,381.6</b>	5%
Minority Interest	1,314.0	1,046.5	36%	1,255.2	5%
Borrowings	26,506.2	17,639.3	56%	24,324.6	10%
<b>Sources of Funds</b>	<b>32,400.7</b>	<b>21,744.2</b>	53%	<b>29,961.4</b>	9%
Fixed assets	775.3	530.5	46%	758.6	3%
Investments	4,084.0	1,656.1	177%	3,535.8	14%
Gross Loans	24,686.6	18,332.4	36%	22,896.2	8%
Less: NPA Provision	224.3	178.5	29%	240.5	-7%
<b>Net Loans</b>	<b>24,462.3</b>	<b>18,153.9</b>	36%	<b>22,655.7</b>	8%
Net Current Assets	3,079.1	1,403.7	394%	3,011.4	3%
<b>Application of Funds</b>	<b>32,400.7</b>	<b>21,744.2</b>	53%	<b>29,961.4</b>	9%

# IIFL Group – Consolidated Financials

Quarter ended June 2017



- Since listing in 2005 till Year End FY17, IIFL Delivered Total Shareholder Return of 39% CAGR

Notes – Profit is post-minority. Income is net of interest expense. Quarterly ROE and EPS are 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

Quarter ended June 2017



₹ Cr	Q1FY18	Q1FY17	Y-o-Y	Q4FY17	Q-o-Q
Loan book	20,381.2	16,867.4	21%	19,279.8	6%
Securitised assets	2,949.3	1,692.3	74%	3,001.2	-2%
<b>Assets under management</b>	<b>23,330.4</b>	<b>18,559.7</b>	26%	<b>22,281.0</b>	5%
Interest income	800.4	695.1	15%	791.3	1%
Less: Interest expense	454.4	429.4	6%	445.8	2%
<b>Net Interest income</b>	<b>346.1</b>	<b>265.6</b>	<b>30%</b>	<b>345.5</b>	<b>0%</b>
Other income	60.7	24.1	151%	58.6	4%
<b>Total income</b>	<b>406.8</b>	<b>289.8</b>	40%	<b>404.1</b>	1%
Less: Operating expense	158.8	123.8	28%	157.1	1%
Less: Loan losses & provision	70.9	29.2	143%	61.8	15%
<b>Profit before tax</b>	<b>177.0</b>	<b>136.7</b>	29%	<b>185.2</b>	-4%
<b>Profit after tax</b>	<b>116.3</b>	<b>89.0</b>	31%	<b>120.5</b>	-3%

# India Infoline Finance – Consolidated Balance Sheet

Quarter ended June 2017



₹ Cr	As at 30.06.2017	As at 30.06.2016	Y-o-Y	As at 31.03.2017	Q-o-Q
Equity Share Capital + CCPS	280.5	237.2	18%	280.5	0%
Preference Share Capital	75.0	175.0	-57%	75.0	0%
Reserves and Surplus	3,305.7	1,989.4	66%	3,189.4	4%
<b>Shareholders' funds</b>	<b>3,661.2</b>	<b>2,401.5</b>	<b>52%</b>	<b>3,544.9</b>	<b>3%</b>
Minority Interest	3.7	-	-	3.7	-1%
Borrowings	18,892.0	16,057.4	18%	18,104.4	4%
<b>Sources of Funds</b>	<b>22,556.9</b>	<b>18,459.0</b>	<b>22%</b>	<b>21,652.9</b>	<b>4%</b>
Fixed assets	175.3	62.3	181%	124.1	41%
Investments	1,475.7	1,176.2	25%	1,436.5	3%
Gross Loans	20,381.2	16,867.4	21%	19,279.8	6%
Less: NPA Provision	(224.3)	(178.5)	26%	(240.5)	-7%
<b>Net Loans</b>	<b>20,156.8</b>	<b>16,688.9</b>	<b>21%</b>	<b>19,039.3</b>	<b>6%</b>
Net Current Assets	749.1	531.6	41%	1,053.0	-29%
<b>Application of Funds</b>	<b>22,556.9</b>	<b>18,459.0</b>	<b>22%</b>	<b>21,652.9</b>	<b>4%</b>

# The core strategy is Retail lending, Digital delivery

Quarter ended June 2017

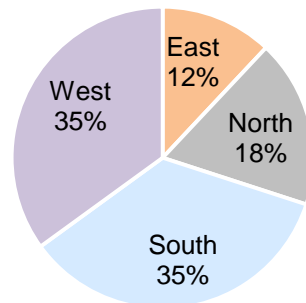


## 1 Retail lending

- Hived off large capital market loans to HNIs to separate wealth NBFC
- Large ticket construction loans done through AIF
- Invested in technology for automated score based MSME & personal loans
- Acquired micro finance company
- Leveraging and expanding a wide network of 1,114 dedicated branches, IIFL Finance is well placed to cater to the retail loan demand across India



Regional branch distribution



## 2 Digital delivery

- Technology is a strategic enabler for the business

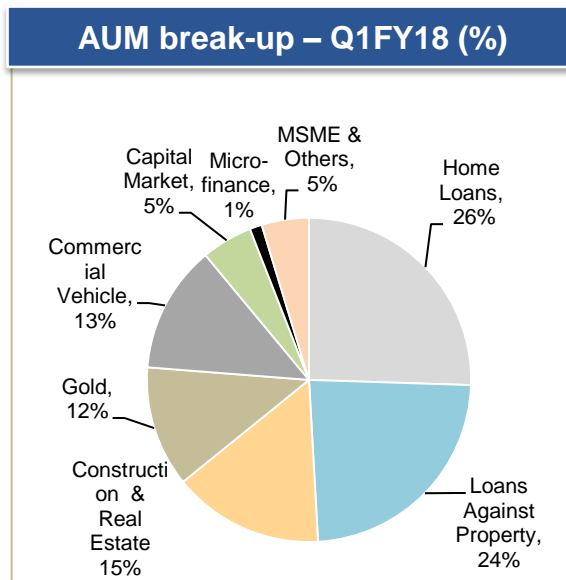


# Achieving volume & profit growth with superior asset mix

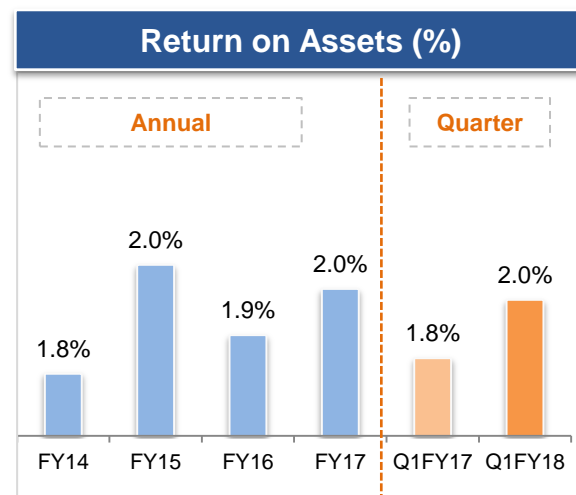
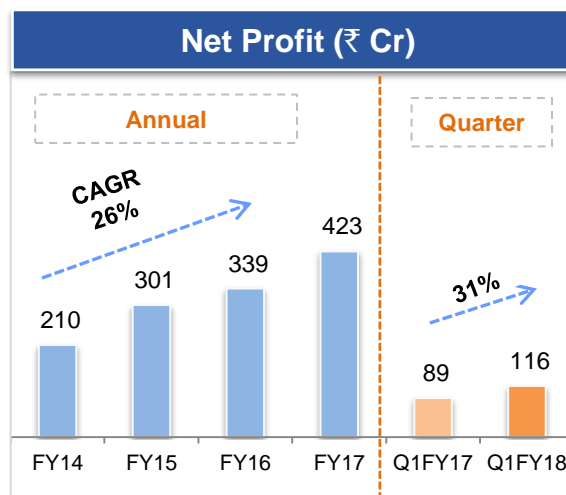
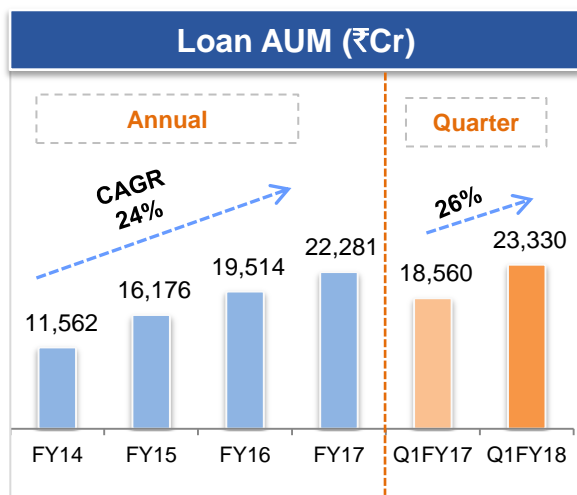


Quarter ended June 2017

- Key growth drivers are low risk retail home loans, CV loans and small ticket SME loans
- In Construction & Real Estate loans, the mix is changing towards construction finance for small-ticket housing projects
- The share of LAP and Capital Market loans has declined



Loan AUM (₹Cr)	Q1FY18	Y-o-Y	Q-o-Q
Home Loan	5,952	82%	12%
LAP	5,506	9%	-2%
Construction & Real Estate	3,514	28%	15%
Gold	2,816	-5%	-3%
Commercial Vehicle	2,971	18%	0%
Capital Market	1,187	22%	8%
MFI	284	-	19%
MSME & Others	1,100	9%	7%
<b>Total</b>	<b>23,330</b>	<b>26%</b>	<b>5%</b>



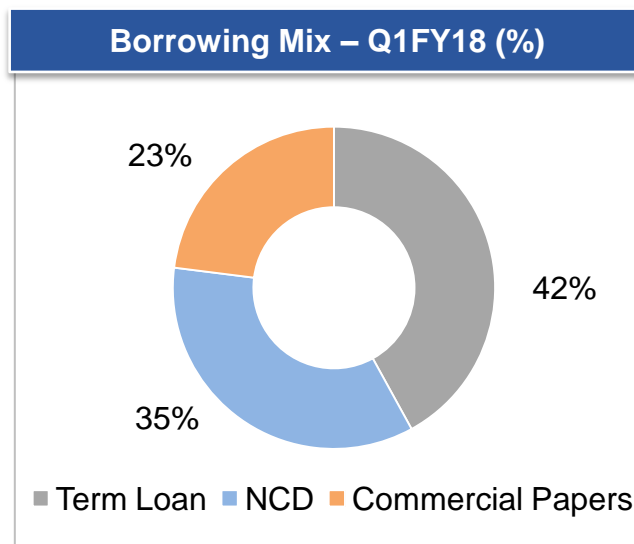
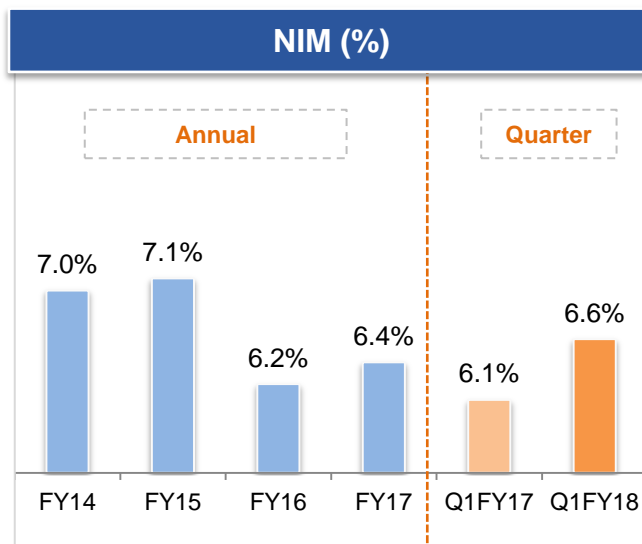
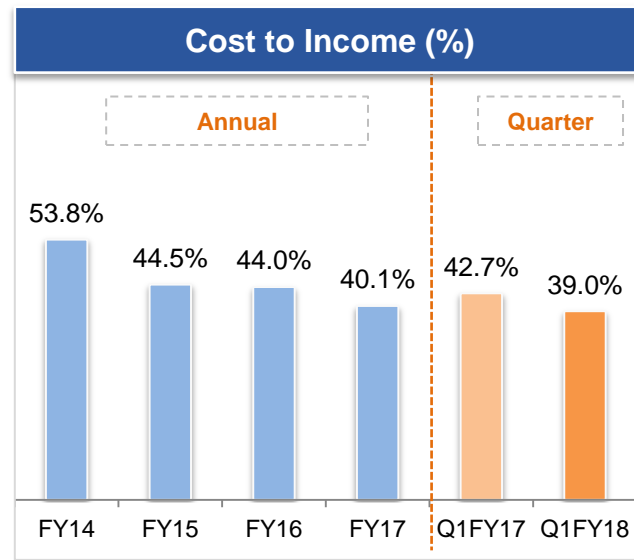
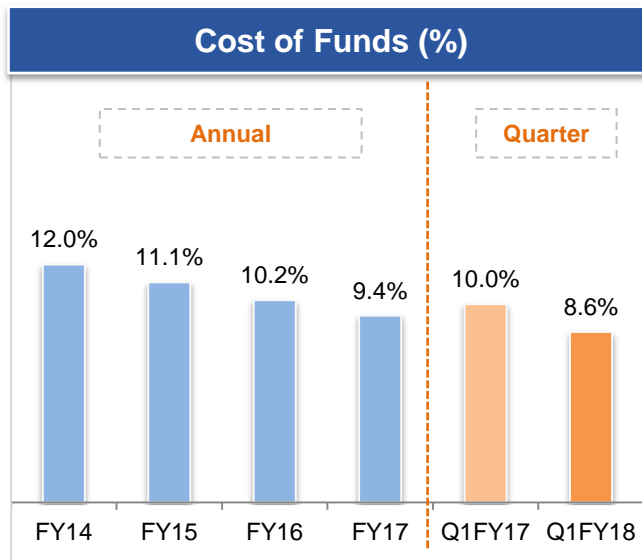
Note – MSME & Others include Healthcare equipment, SME and Digital finance

# Funding, operating costs decline, NIMs expand

Quarter ended June 2017



- Average borrowing costs declined 20bps q-o-q and 140bps y-o-y to 8.6%. Availability and incremental cost of funding remain very favorable to us
- NIMs have expanded by 50bps y-o-y largely due to sharp 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 (Positive), Brickworks AA+/Stable and short-term rating by [ICRA] A1+



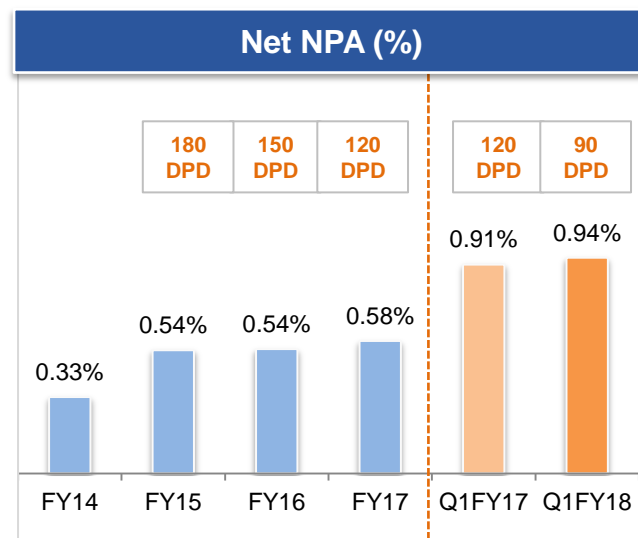
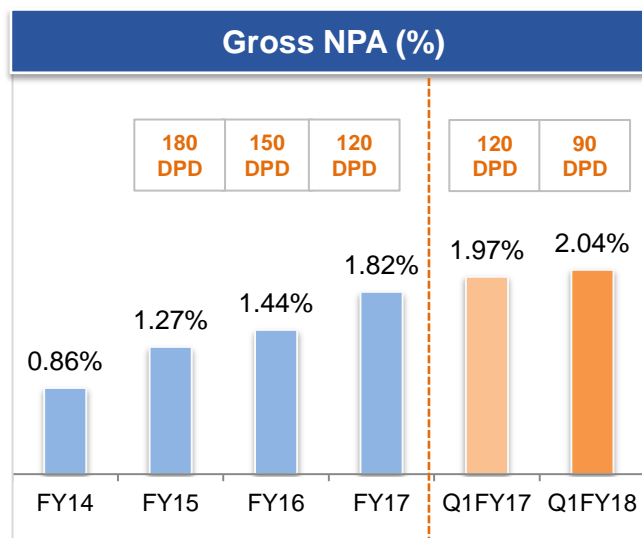


# Through cycles, maintaining superior quality of assets

Quarter ended June 2017



- Move to 90 day NPA recognition norm led to slight increase in NPA ratios; overall asset quality remains sound with GNPA of 2.04% and NNPA of 0.94%
- Sequential increase in NPAs largely in CV segment
- Securitized loan book currently stands at 13% of AUM, up from 9% a year back.
- Tier-I CAR stands at 18.1% and total CAR at 20.6%.



Q4FY17	% Portfolio Share	NNPA%	Yield %	Average Ticket Size	LTV %
				(₹Lakh)	
Home Loan	26%	0.3%	9.7%	22.1	68%
Loan Against Property	24%	1.1%	12.9%	91.7	54%
Construction & Real Estate	15%	0.2%	16.6%	827.6	35%
Commercial Vehicle	13%	4.2%	15.7%	10.0	76%
Gold	12%	0.2%	22.3%	0.5	65%
Capital Market	5%	0.0%	11.2%	55.9	55%
MSME & Others	5%	2.3%	14.1%	29.9	56%
Micro-finance	1%	0.0%	23.0%	0.3	-
<b>Total</b>	<b>100%</b>	<b>0.9%</b>	<b>14.3%</b>	-	-

## I: IIFL Group Business Overview

(i) Non-banking and Housing Finance

**(ii) Wealth and Asset Management**

(iii) Capital Markets

## II: Ownership, Management and Governance

# IIFL Wealth Management – Consolidated Financials

Quarter ended June 2017



₹ Cr	Q1FY18	Q1FY17	Y-o-Y	Q4FY17	Q-o-Q
<b>Assets under advice, management and distribution</b>	<b>1,26,908.0</b>	<b>79,343.0</b>	<b>60%</b>	<b>1,08,145.0</b>	<b>17%</b>
Fee based income	192.3	133.0	45%	189.4	2%
Less: Direct Cost	14.2	6.3	124%	14.6	-3%
<b>Net Commission / Fee Income</b>	<b>178.1</b>	<b>126.6</b>	<b>41%</b>	<b>174.8</b>	<b>2%</b>
Fund based income	166.7	45.5	266%	170.6	-2%
Less: Interest expense	100.8	11.5	776%	109.0	-8%
<b>Net fund based income</b>	<b>66.0</b>	<b>34.0</b>	<b>94%</b>	<b>61.6</b>	<b>7%</b>
<b>Total income</b>	<b>244.1</b>	<b>160.7</b>	<b>52%</b>	<b>236.4</b>	<b>3%</b>
Employee cost	80.8	54.2	49%	78.9	2%
Other operating expense	34.5	26.8	29%	43.0	-20%
Provision charges	4.7	5.3	-12%	2.6	84%
<b>Total expenses</b>	<b>120.0</b>	<b>86.3</b>	<b>39%</b>	<b>124.4</b>	<b>-4%</b>
<b>Profit before tax</b>	<b>124.1</b>	<b>74.4</b>	<b>67%</b>	<b>111.9</b>	<b>11%</b>
Provision for taxation	37.6	21.6	74%	36.6	3%
<b>Profit after tax</b>	<b>86.5</b>	<b>52.7</b>	<b>64%</b>	<b>75.3</b>	<b>15%</b>

# IIFL Wealth Management – Consolidated Balance Sheet

Quarter ended June 2017



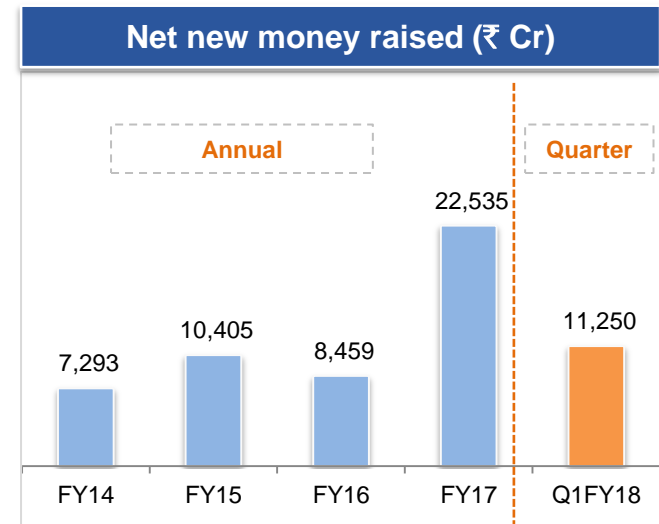
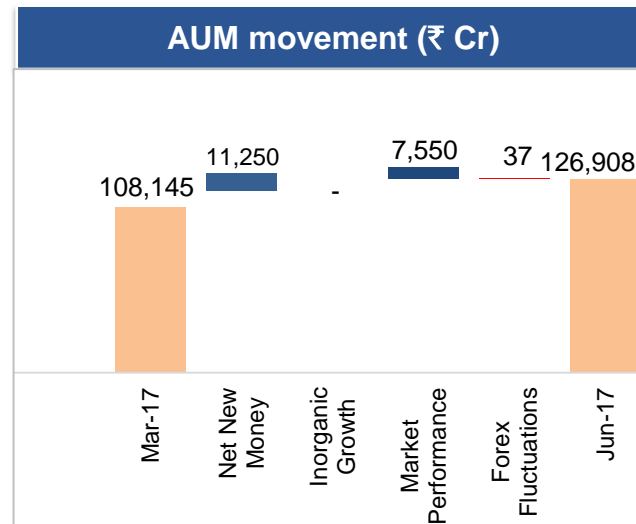
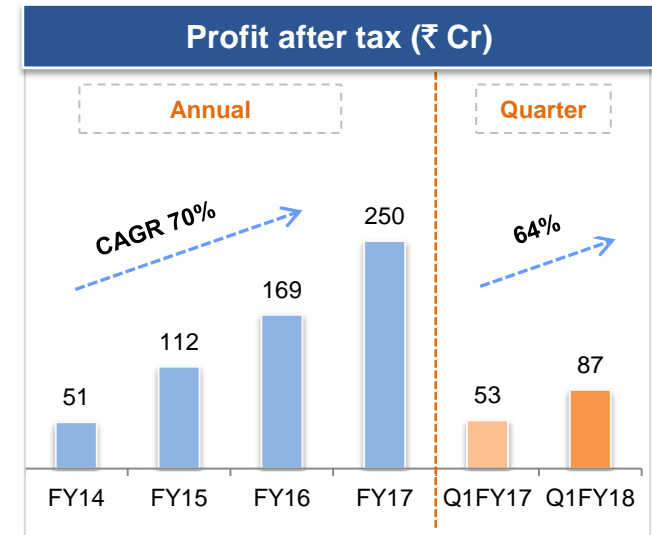
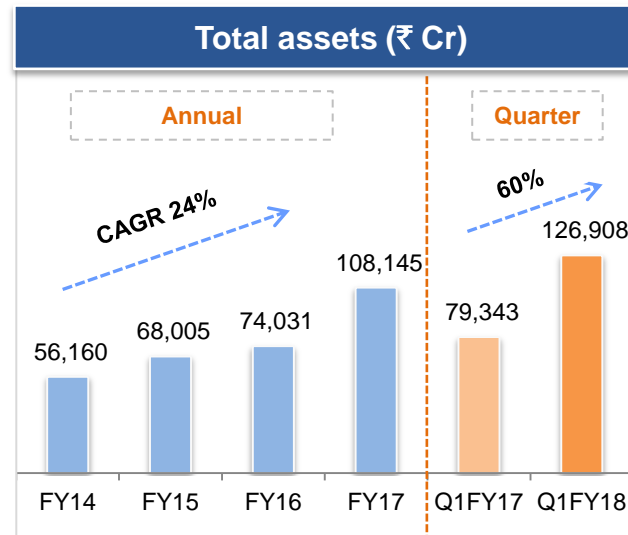
₹ Cr	As at 30.06.2017	As at 30.06.2016	Y-o-Y	As at 31.03.2017	Q-o-Q
Equity Share Capital	15.6	14.8	6%	15.6	5%
Reserves and Surplus	1,600.2	1,268.9	26%	1,508.6	11%
<b>Shareholders' funds</b>	<b>1,615.9</b>	<b>1,283.7</b>	<b>26%</b>	<b>1,524.2</b>	<b>11%</b>
Minority Interest	-	0.0	-	-	
Borrowings	6,581.7	1,090.6	504%	5,380.1	16%
<b>Sources of Funds</b>	<b>8,197.5</b>	<b>2,374.3</b>	<b>245%</b>	<b>6,904.2</b>	<b>15%</b>
Fixed assets	58.7	52.7	11%	56.5	-2%
Investments	2,436.9	392.4	521%	1,934.3	-22%
Gross Loans	4,305.5	1,465.0	194%	3,616.6	23%
Less: NPA Provision	-	-	-	-	-
<b>Net Loans</b>	<b>4,305.5</b>	<b>1,465.0</b>	<b>194%</b>	<b>3,616.6</b>	<b>23%</b>
Net Current Assets	1,396.5	464.2	201%	1,296.9	106%
<b>Application of Funds</b>	<b>8,197.5</b>	<b>2,374.3</b>	<b>245%</b>	<b>6,904.2</b>	<b>15%</b>

# Leading Wealth Manager in India

Quarter ended June 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
- Had record quarter in terms of net new money mobilised
- First and largest fund manager of AIFs
- 22 Offices - Presence across 7 countries and major Indian cities.

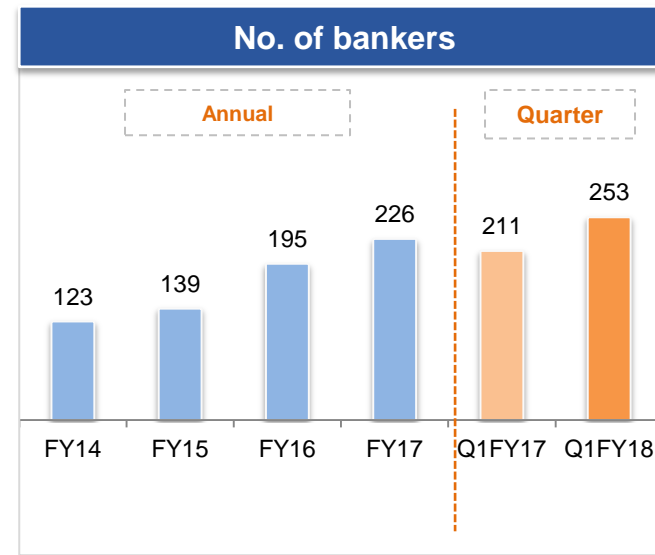
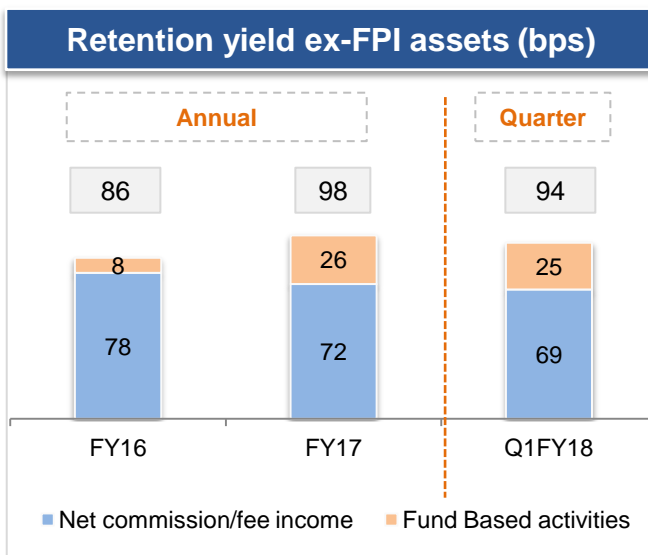
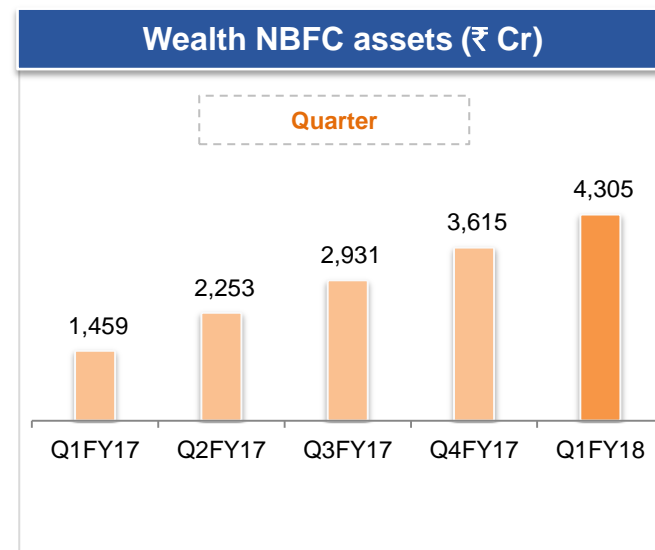
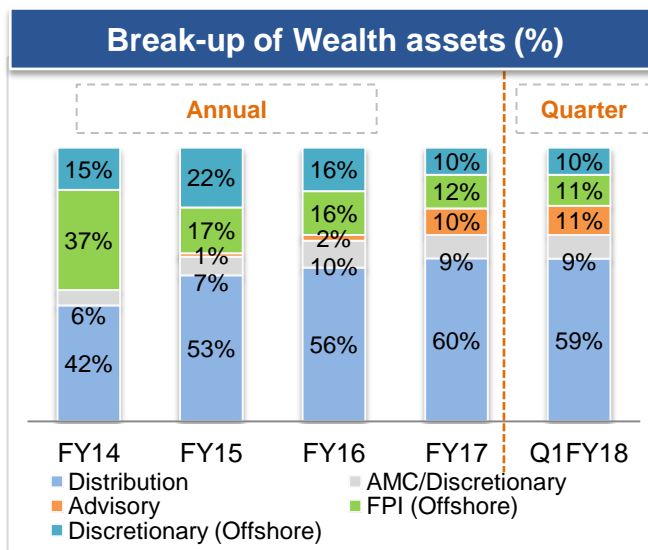


# Broadening advisory and asset management services

Quarter ended June 2017



- Focus on increasing the share of fee and trail bearing assets relative to pure transaction / brokerage assets
- For the quarter ended June 30, 2017, the retention yield excluding custody assets stands at 94 bps
- AIF assets grew 67% y-o-y to over Rs8,300cr
- Strengthened the sales team across major cities: Mumbai, Delhi, Kolkata, Chennai, Bangalore





## I: IIFL Group Performance Overview

(i) Non-banking and Housing Finance

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**(iii) Capital Markets**

II: Ownership, Management and Governance

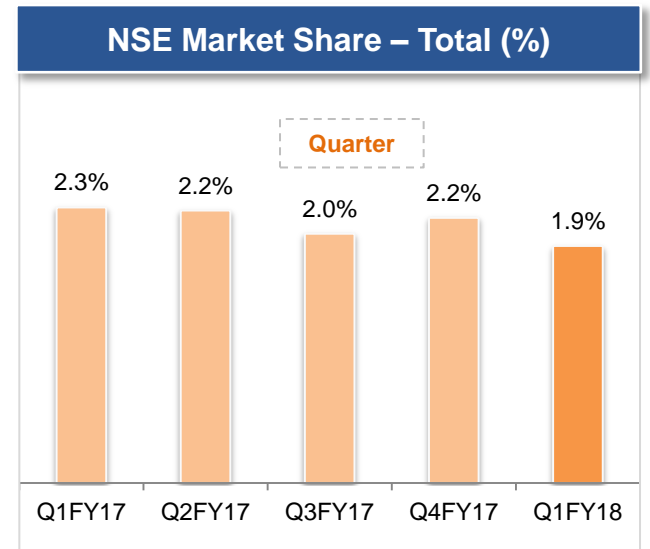
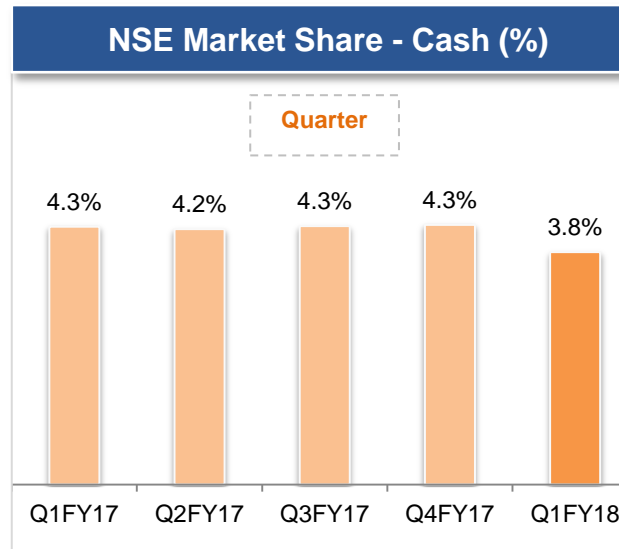
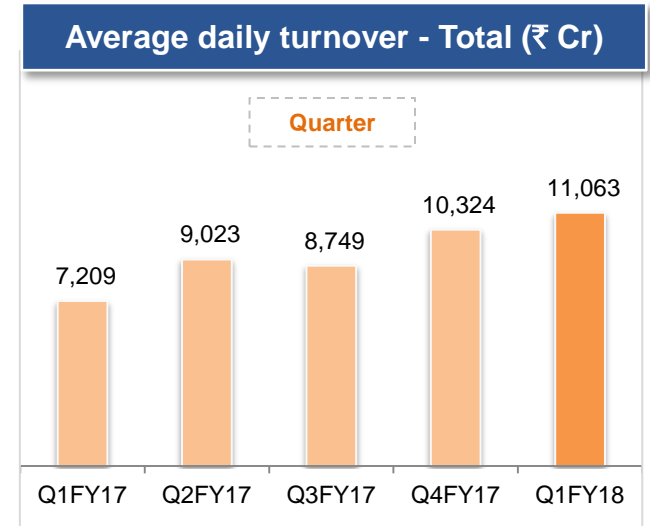
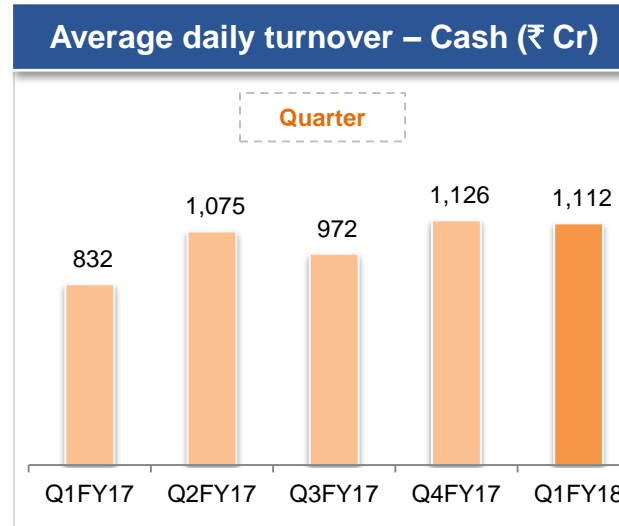
III: Corporate Social Responsibility

# Capital markets – Turnover and market share

Quarter ended June 2017



- IIFL is a key player in both retail and institutional segments with about 4% share of daily cash turnover
- Average daily cash turnover was up 34% y-o-y to ₹1,112 Cr. versus 46% y-o-y growth in exchange cash turnover
- Average daily F&O turnover was up 56% y-o-y to ₹9,951 Cr. versus 80% y-o-y growth in exchange F&O turnover
- Total average daily turnover (including F&O) was up 53% y-o-y to ₹11,063 Cr. versus 78% y-o-y growth in exchange turnover



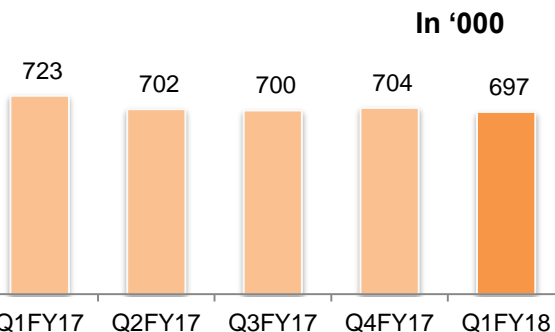
Note - Exchange turnover includes both NSE and BSE turnover for equity segment

# Digitization and Research backed institutional and retail equity businesses



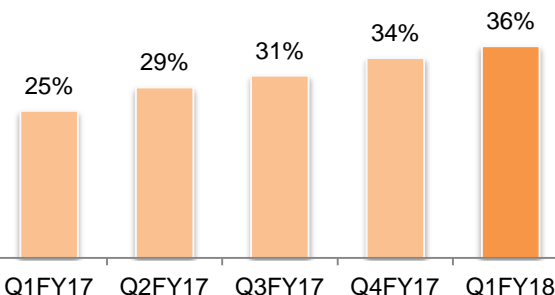
Quarter ended June 2017

## Number of retail customers



- Wide network – retail branches, franchisees, sub-brokers and online
- Coverage of 500+ stocks
- Mobile Trading clients above 35%

## Mobile trading clients (% of total)



## IIFL Markets – Top rated App



10,00,000+ downloads

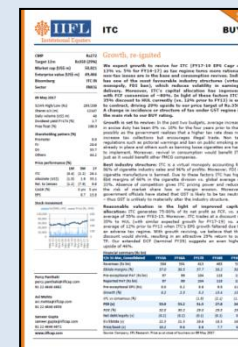
Available on



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

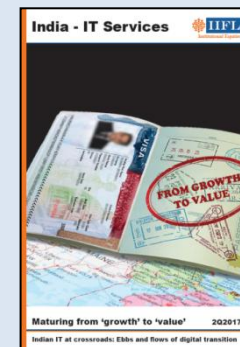
- Rated 4.4 by 20,000 + users,
- 86% of ratings are 4 stars or more
- 300+ stock ideas shared by IIFL experts
- 700+ market and stock related news notifications
- Insta-account opening using Aadhaar and e-KYC

## Internationally acclaimed research



**Analysis on ITC's growth drivers – rational taxation, improved capital allocation and others**

- 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



**A thematic report highlighting key themes as the sector matures from 'growth' to 'value'**

# Investment Banking has made significant strides

Quarter ended June 2017



This announcement appears as a matter of record only.

**IIFL is ranked  
#1 Investment Banker  
in Equity Issuances for  
CY2016 and CY2017 YTD\***

Source: PRIME Database. \*Period from January 1, 2016 to June 30, 2017.  
Issue Type: IPOs, FPOs, QIPs, InvITs. Issue amount on full credit basis.



## Marquee Issues

<p>₹15,000 Cr (June 2017)</p> <p>State Bank of India</p> <p>QIP</p>	<p>₹ 5,030 Cr (May 2017)</p> <p>IRB InvIT Fund</p> <p>IPO</p>	<p>₹2,500 Cr (June 2017)</p> <p>Federal Bank</p> <p>QIP</p>
<p>₹4,907 Cr</p> <p>Yes Bank</p> <p>QIP</p>	<p>₹6,057 Cr</p> <p>ICICI Prudential life</p> <p>IPO</p>	<p>₹1,993 Cr</p> <p>Motherson Sumi</p> <p>QIP</p>
<p>₹883 Cr</p> <p>Ujjivan Financial Services</p> <p>IPO</p>	<p>₹654 Cr</p> <p>Dilip Buildcon</p> <p>IPO</p>	<p>₹ 1,213 Cr</p> <p>RBL Bank</p> <p>IPO</p>

# 5Paisa Capital Demerger & Listing underway by issuing 5paise shares to IIFL shareholders pro-rata 1 for 25 shares held



Quarter ended June 2017

₹Lakhs	Q1FY18	Q1FY17	Y-o-Y	Q4FY17	Q-o-Q
Income from Operations	124.7	5.1	2346%	321.8	-61%
Other income	100.2	13.1	665%	138.5	-28%
<b>Total Income</b>	<b>224.9</b>	<b>18.2</b>	<b>1136%</b>	<b>460.3</b>	<b>-51%</b>
Employee cost	383.9	77.8	394%	315.5	22%
Administration and other expenses	457.4	88.9	415%	488.9	-6%
Interest expenses	0.1	6.5	-98%	57.3	-100%
Depreciation	8.1	2.0	304%	5.1	59%
<b>Profit/(Loss) before tax</b>	<b>(624.7)</b>	<b>(157.0)</b>	<b>298%</b>	<b>(406.4)</b>	<b>54%</b>
Provision for taxation	(72.8)	(48.5)	50%	(129.1)	-44%
<b>Profit/(Loss) after tax</b>	<b>(551.9)</b>	<b>(108.5)</b>	<b>409%</b>	<b>(277.3)</b>	<b>99%</b>

- As a good governance practice, IIFL shareholders will own 5Paisa company in the ratio of their ownership in IIFL Holdings. For 25 shares of IIFL Holdings, shareholders will own 1 share of 5Paisa
- 5paise is new company for pure digital financial transactions - with no branches, no RMs and no in-house research
- Online trading product launched with flat fee of ₹10 per order
- Paperless mutual fund and insurance products under pilot testing
- The demerger process is underway and the listing should be completed by November/ December 2017

## I: IIFL Group Business Overview

(i) Non-banking and Housing Finance

(ii) Wealth and Asset Management

(iii) Capital Markets

## 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

### Non-Banking and Housing Finance

#### Loan AUM

₹23,330 Cr retail focused diversified loan assets

#### Products

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

#### Financials Q1FY18

Income ₹407Cr  
Profit after tax ₹116 Cr

#### Minority Shareholders\*

CDC Group plc - 15.4%

### Wealth and Asset Management

#### Wealth Assets

₹1,26,908 Cr from 10,000+ high networth families

#### Products

Family office, AIFs, advisory and distribution services

#### Financials Q1FY18

Income ₹ 244 Cr  
Profit after tax ₹ 87 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 Q1FY18

Income ₹256Cr  
Profit after tax ₹49 Cr

#### Minority Shareholders

Nil

Notes – (i) Income is net of interest expense (ii) Profit is pre-minority (iii) Loan/Wealth assets as at June 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

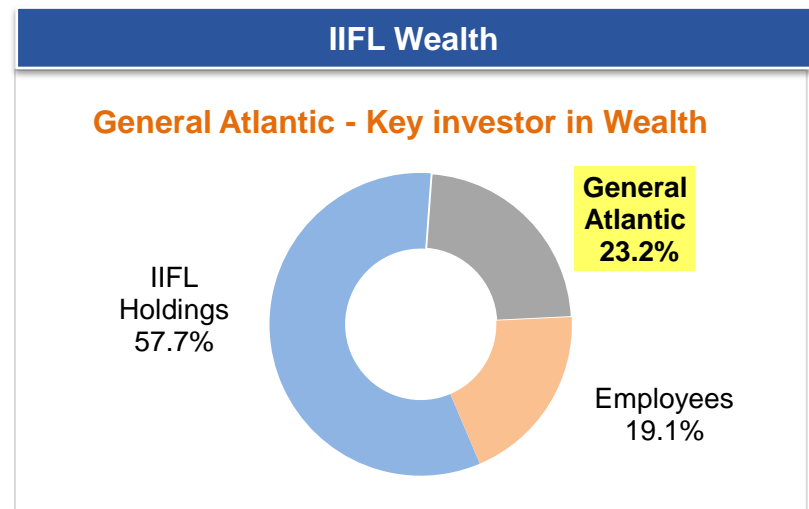
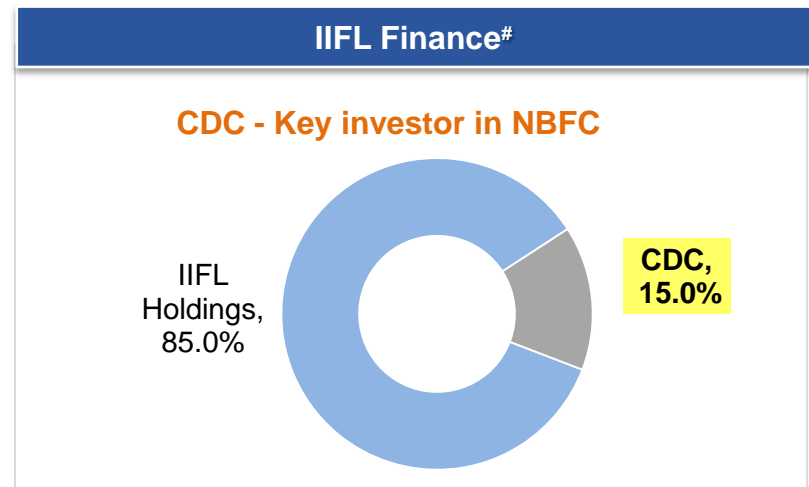
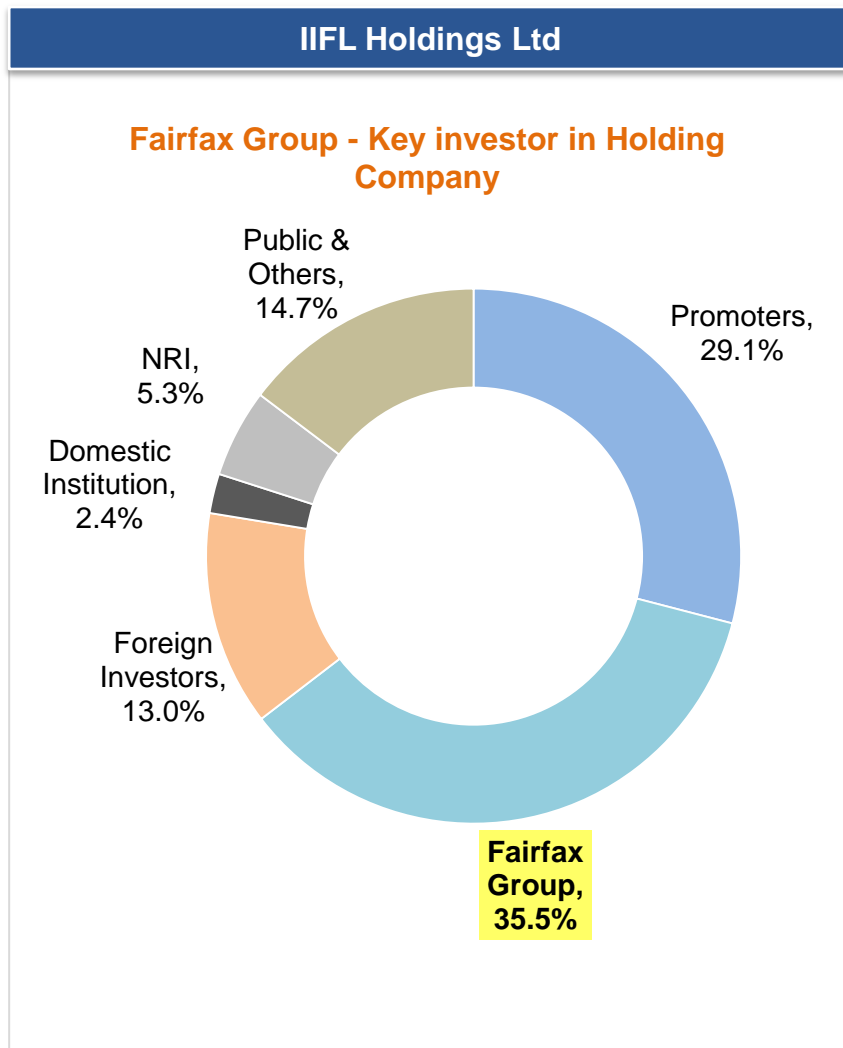
# Management team with rich domain experience and ownership



- 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



# IIFL's brand and credibility are substantiated by multiple awards in all lines of business



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



**BEST INDIA DEAL - ICICI Prudential Life Insurance's \$912 mn IPO** by Finance Asia



**Euromoney Award for Best Private Banking Services Overall - India, 2017**



Power of Trust Symbol

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



**Asset Management Company of the Year - Rising Star, India**



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



**ET Best BFSI Brands Recognition, 2016**



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

## I: IIFL Group Performance Overview

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## III: Corporate Social Responsibility



# Corporate Social Responsibility

Quarter ended June 2017



## Education

### ● Girl Child Literacy Program

- After successfully running 100 schools in Kumbhalgarh and Railmagra blocks of Rajasthan since past one year, 100 more schools were added this quarter. The total number of girls positively impacted and brought back into the fold of education are 6,000 from both blocks put together.
- U-Penn team visited IIFL's community school in Kotoda block of Udaipur – which is one of the toughest areas to work in, with single digit female literacy rate and rampant child marriages. IIFL Foundation has managed to bring back over 3,500 girls back into the fold of education through its 100 community schools spread across the block.

### ● Financial Literacy drives

- After successfully working in one district, IIFL Foundation launched its Financial Literacy program in 5 districts in West Bengal.
- Chit Funds and Lottery systems very prevalent in rural West Bengal, which makes IIFL Foundation's program extremely pertinent for the region.

### Supporting Education in Rajasthan



### Financial literacy drive in West Bengal



### Health Camp at Pandharpur



## Other Initiatives

### ● Health Camp

For the past 5 years, IIFL Foundation has been supporting the health camp at Pandharpur, in Maharashtra. This year over 58,000 pilgrims with various medical needs such as severe injuries, wounds, fever, respiratory diseases, gastro intestinal diseases, eye infection etc were treated at the camp. The patients were provided with free OPD/ Indoor treatment and medicines.

Besides medical services, free food was also offered to over 1,15,000 pilgrims.



### Key Focus Areas

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



**Thank you**

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