



July 31, 2018

The Manager, Listing Department, BSE Limited, Phiroze Jeejeebhoy Tower, Dalal Street, Mumbai 400 001. Tel no.: 22721233 BSE Scrip Code: 532636	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 NSE Symbol: IIFL
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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, 2018.

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

Encl: as above

IIFL Holdings Limited

CIN No.: L74999MH1995PLC093797

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IIFL Holdings Limited

Press Release

For immediate publication

Mumbai, India

July 31, 2018

Results update

IIFL Consolidated

-Profit after tax* for Q1FY19 at ₹348Cr (up 38% y-o-y)

-Income for Q1FY19 at ₹1,027 Cr (up 29% y-o-y)

For the quarter ended June 30, 2018 (Q1FY19), Consolidated results as per IND AS

- Profit after tax stood at ₹348 Cr for the quarter, up 38% y-o-y
- Consolidated income stood at ₹1,027 Cr for the quarter, up 29% y-o-y
- Loan assets under management in NBFC business at ₹33,653 Cr, up 44% y-o-y
- Wealth assets at ₹1,40,898 Cr, up 25% y-o-y

Summary: Consolidated – Q1FY19

₹ Crore	Quarter ended June 30, 2018	Quarter ended June 30, 2017	Y-O-Y
Income [#]	1,026.9	794.9	29%
Profit Before Tax	512.7	374.8	37%
Profit After Tax (Pre-Minority)	347.7	252.0	38%
Profit After Tax (Post-Minority)	269.1	196.7	37%

* Profit after tax is pre-minority

[#]Income is net of interest expenses

Mr. Nirmal Jain, Chairman, IIFL Holdings Ltd., commented on the financial results: *“We are pleased to report first quarter results which indicate a good start to the new financial year. Despite upward pressure on interest rates, we are seeing positive traction in credit demand and quality. We are optimistic about the prospects of our Wealth and Capital Markets businesses for the rest of the year.”*

Loans and Mortgages

The Loans and Mortgages business is carried out by a non-banking finance company and its two subsidiaries, housing finance company and micro finance company; conducted through 1,547 branches spanning the length and breadth of the country.

The profit after tax for Q1FY19 was ₹196 Cr, up 68% y-o-y, while total income was ₹583 Cr, up 47% y-o-y. NBFC's ROE¹ for Q1FY19 stood at 20.7% and ROA was 2.4%. Average borrowing costs declined 5bps y-o-y to 8.6%. Net Interest Margin was at 7.2%.

Loan assets under management (AUM), predominantly retail, showed a strong growth of 44% y-o-y to ₹33,653Cr, mainly driven by small-ticket home loans, SME loans and microfinance loans.

At the end of the quarter, retail home loan assets grew to ₹9,327 Cr, up 57% y-o-y.

IIFL contribution in PMAY-CLSS: Over 14,000 customers were benefitted with a subsidy of more than ₹317 Cr under the Pradhan Mantri Awas Yojana – Credit Linked Subsidy Scheme.

Microfinance - the microfinance business continued its steady growth, with the loan assets crossing a milestone of ₹1,000 Crore during the quarter. Loan AUM stood at ₹1,111 Cr at the end of the quarter, up by 32% q-o-q. The MFI customer base increased to over 5,00,000 customers and branch network grew to 259 branches.

Commercial vehicle loans and Gold loans recorded strong growth as well.

85% of our loans are retail in nature and 43% are PSL compliant. The securitized loan book currently at ₹5,284 Cr is 16% of AUM. There exists significant opportunity for securitization, which will positively impact profitability and CAR.

Asset quality remains sound with GNPA of 2.0% and NNPA of 0.9% as on June 30, 2018. With implementation of Expected Credit Loss under IndAS, specific provision coverage on NPAs stands at 57%

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

Capital adequacy: Total CAR stood at 19.0% including Tier I capital of 15.9% as at June 30, 2018, as against statutory requirement of 15%.

Wealth and Asset Management operations

IIFL Wealth Management is the leading wealth management company in India. The company has catapulted itself to become the largest private wealth management firm in India in less than a decade since its inception. Headquartered in Mumbai, IIFL Wealth has close to 900 employees and presence in 9 major global financial hubs spread across 23 locations in India and around the world.

The company's total assets under management, distribution and advice witnessed 25% y-o-y growth to reach ₹1, 40,898Cr in Q1FY19. The PAT was at ₹110 Cr, up 26% y-o-y. IIFL Wealth Finance, a wholly-owned NBFC subsidiary of IIFL Wealth focused on providing loan against securities to wealth clients had a loan book of ₹5,611 Cr as at June 2018, up 31% y-o-y.

¹ Figures are annualized.

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 close to 1,300 service locations comprising a wide branch and sub-broker network and providing unparalleled research coverage on over 500 companies.

IIFL Capital Markets net profits for the quarter grew by 11% y-o-y to Rs53 Cr. During the quarter, the average daily market turnover for the broking business was ₹16,677 Cr, up 51% y-o-y with the cash market turnover at ₹1,215 Cr, up 9% y-o-y.

Our mobile trading app, 'IIFL Markets' continues to be the highest rated amongst peers (4.3) with over 19 lakh downloads. Mobile brokerage constituted about 34% of the total. IIFL's Mutual Fund App crossed 3.6 lakh downloads with a 4.3 star rating, and is steadily building on its customer base. The Mutual Fund app and website recorded 150% growth in new mutual fund customer acquisition.

Investment Banking: During the year, IIFL has completed 6 transactions across various products- IPO/QIP/Private Equity/Public issue of NCD; and continues to have a substantial pipeline of transactions which are at various stages of execution.

IIFL Finance issue of Masala Bonds to CDC Group

During the quarter, the Company's subsidiary India Infoline Finance Ltd ('IIFL Finance') raised Rs 325 Cr from CDC Group Plc ("CDC"), the United Kingdom's Government-owned Development Finance Institution. CDC, which has a minority equity stake in IIFL Finance, invested in the Rupee Denominated Tier – II qualifying subordinated bonds having a tenor of 10 years. CDC's investment is aimed at helping IIFL Finance grow its loan book and address capital needs of the low income, under-served and largely self-employed segments of the society.

Appointment of CEO & Executive Director in IIFL Finance

India Infoline Finance Ltd appointed, with effect from June 25, 2018, Mr Sumit Bali as the Executive Director and Chief Executive Officer of the company.

Mr Bali holds a B.A (Hon) from St. Stephen's college, New Delhi and has completed his PGDM from IIM Ahmedabad. Prior to his current role, Mr Bali spent 24 years with Kotak Group, with his last position at Kotak Mahindra Bank being Senior Executive Vice President overseeing consumer banking retail assets.

IIFL Wealth raises ₹746 Cr by way of equity issuance to institutional investors

IIFL Wealth Management Limited approved the issue of 5.1% equity to marquee financial investors: Amansa, General Atlantic, HDFC Standard Life Insurance, Rimco, Steadview and Ward Ferry for a consideration of ₹746 Cr. The transaction will provide IIFL Wealth with additional capital for its business operations and for growth and expansion of business.

Group reorganization

The Board of Directors of the Company at its meeting held on 31 January 2018, had approved the Composite Scheme of Arrangement amongst the Company, India Infoline Media and Research Services Limited (“IIFL M&R”), IIFL Securities Limited (“Formerly India Infoline Limited”), IIFL Wealth Management Limited (“IIFL Wealth”), India Infoline Finance Limited (“IIFL Finance”), IIFL Distribution Services Limited (“IIFL Distribution”), and their respective shareholders, under Sections 230 - 232 and other applicable provisions of the Companies Act, 2013.

The scheme has been filed with the exchanges, SEBI and other regulators for their approval. The regulatory approval process is under progress.

Awards and Accolades received in Q1FY19:

- IIFL received “Best Customer Services Excellence in Financial Services” for the Category-Customer Service and Loyalty at the World Quality Congress and Awards 2018
- IIFL Group co-promoter and Managing Director Mr R Venkataraman featured as the Best CEO in Business World listing for large category firms.
- IIFL Home Finance awarded as the 2nd best performing Primary Lending Institution under Credit Linked Subsidy Scheme for EWS/LIG by Ministry of Housing and Urban Affairs
- IIFL Wealth received the ‘World’s Best Private Banks 2018’ research award by Global Finance Magazine



About IIFL

IIFL Holdings Ltd (NSE: IIFL, BSE: 532636) is a leading player in the Indian financial services space. IIFL is engaged in the business of loans and mortgages, asset and wealth management, retail and institutional broking, investment banking and realty services through its various subsidiaries.

IIFL Holdings Ltd is headquartered in Mumbai with overseas offices in London, New York, Toronto, 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 ₹5,542 Cr as on June 30, 2018, offering a gamut of services to more than 50 lakh customers across various business segments and is continuously building on its strengths to deliver excellent service to its expanding customer base.

IIFL is featured in the prestigious **Forbes list of 'India's Super 50 Companies'** in 2017, a benchmark to identify Indian companies that exhibit high growth in profitability, sales and shareholder returns. IIFL is also among the '**Outlook Business Outperformers**' - a prestigious list of eight companies which have beaten the Sensex over a five-year period. IIFL is ranked as the **#1 Investment Banker** in Equity Issuances for CY2016 and CY2017 YTD(January 2016-December 2017) by PRIME Database. IIFL won '**The Best Private Banking Services Overall, India**' award at Euromoney Private Banking and Wealth Management Survey, 2017. IIFL was recognized as '**India's Most Trusted Financial Service Brand (Non-Bank)**' by the Brand Trust Report India Study, 2016. IIFL Group bagged '**Best Customer Service in the Financial Sector**' by World Quality Congress - service quality awards in 2015. IIFL received '**India's Most Promising Brand**' 2014 award at WCRC Global India Excellence Summit in London, in 2014.

This document may contain certain forward looking statements based on management expectations. Actual results may vary significantly from these forward looking statements. This document does not constitute an offer to buy or sell IIFL products, services or securities. The press release, results and presentation for analysts/press for the quarter ended June 30, 2018, are available under the '[Investor Relations](#)' section on our website 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 2018

IIFL Holdings Limited

Bloomberg: IIFL IN

KNOWLEDGE IS THE EDGE



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July 31, 2018

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IIFL Group – Quarterly results at a glance (as per IND AS)



Quarter ended June 2018

Key highlights of the quarter

₹ Cr	Income	Y-o-Y (%)	Profit After Tax	Y-o-Y (%)
IIFL Finance	582.7	47%	195.8	68%
IIFL Wealth	289.1	17%	110.2	23%
IIFL Securities	194.1	(0%)	53.3	11%
Less: Inter Company Eliminations	(39.0)		(11.6)	
IIFL Consolidated	1,026.9	29%	347.7	38%
Minority Interest	-	-	78.6	42%
IIFL Consolidated (post minority)	1,026.9	29%	269.1	37%

Loan AuM grew 44% y-o-y to ₹33,653Cr

Asset quality remains sound with NNPA of 0.9%

Wealth assets grew 25% y-o-y to ₹1,40,898 Cr

Consolidated ROE expanded to 20.3% and ROA to 2.4%

Notes:

- Income is net of interest expense
- There is a possibility of the financial results and the additional disclosures to be updated/amended because of adjustments owing to introduction of new standards/its interpretations and/or regulatory changes

IIFL Group – Consolidated results (as per IND AS)

Quarter ended June 2018



₹ Cr	Q1FY19	Q1FY18	Y-o-Y
Revenue from Operations	1,768.0	1,418.5	25%
Other income	38.4	16.1	138%
Total Income	1,806.4	1,434.6	26%
Employee cost	310.7	220.6	41%
Administration and other expenses	206.2	219.1	(6%)
Total expenses	517.0	439.7	18%
EBITDA	1,289.5	994.9	30%
Interest costs	757.3	605.1	25%
Depreciation and amortization	19.5	15.0	30%
Profit before tax	512.7	374.8	37%
Provision for taxation	168.2	122.1	38%
Profit after tax	344.5	252.7	36%
Other Comprehensive Income	3.2	(0.7)	
Total Comprehensive Income	347.7	252.0	38%
Total Comprehensive Income attributable to			
Owners of the company	269.1	196.7	37%
Non-controlling interest	78.6	55.3	42%

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

IIFL Group – IGAAP to IND AS reconciliation

Quarter ended June 2018

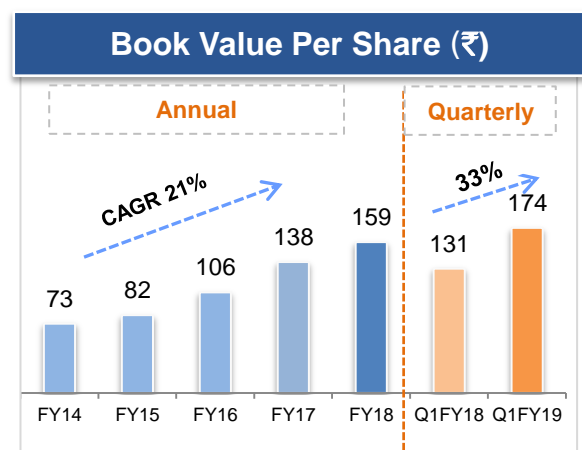
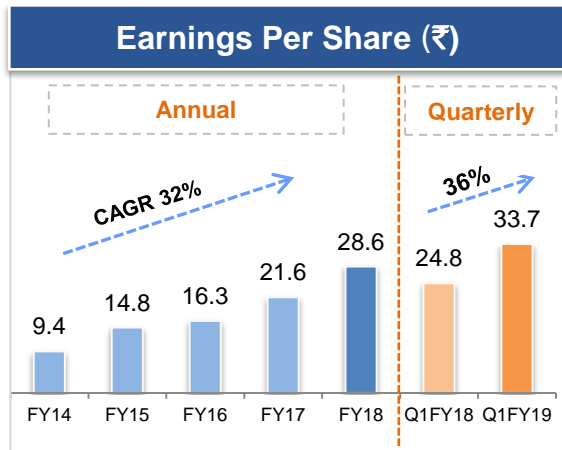
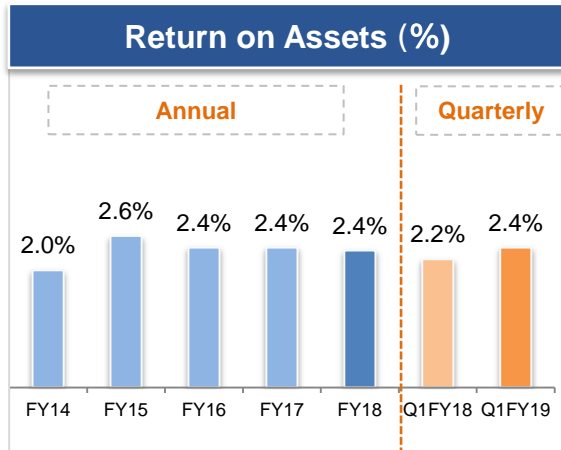
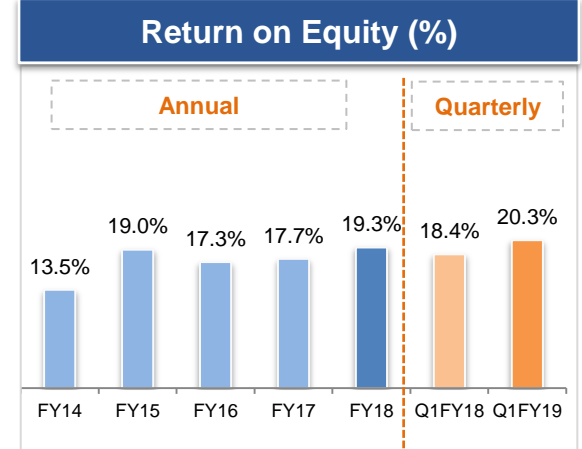
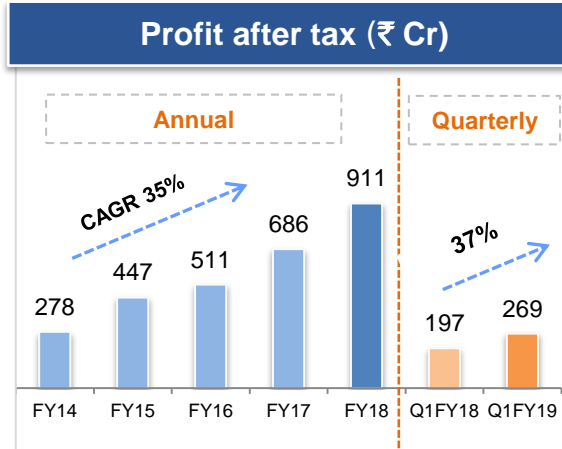
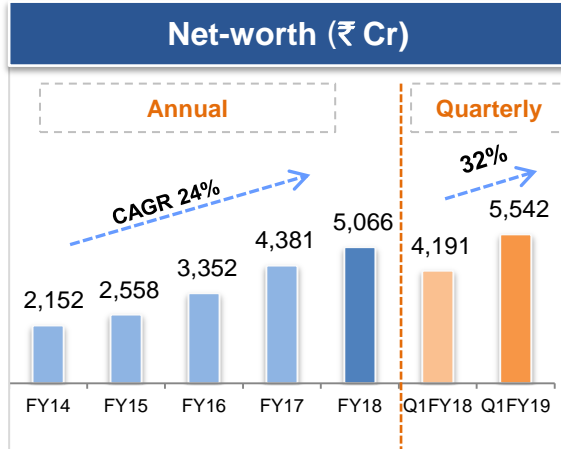


₹ Crore	Q1FY19	Q1FY18	Growth(%)	Remarks
Profit after tax as per Indian GAAP *	297.1	251.9	19%	
Add/(less):				
Fair valuation of Investments	2.8	26.4		MTM gain on investments recognised in P&L
Effective interest rate on financial assets	(2.3)	5.1		Amortisation of upfront fees, acquisition cost
Effective interest rate on financial liabilities	(0.2)	(2.2)		Amortisation of cost incurred on borrowings
Expected credit loss	44.1	(33.6)		Revised methodology as per IND AS on loan provisions. The release in Q1FY19 is due to resolution of old cases
Net gain on de-recognition of loans sold under assignment transaction	35.8	1.4		Recognition of interest spread on NPV basis
Reclassification of actuarial gains/losses on post-employment benefits to OCI	(4.6)	1.1		Gain/(loss) on actuarial valuation of retiral benefits to employees
Others	(1.9)	0.5		Includes goodwill, interest expense on preference shares, ESOP compensation etc.
Deferred tax impact on above adjustments	(26.3)	2.0		
Profit after tax as per IND AS (before Other Comprehensive Income)	344.5	252.7	36%	
Other Comprehensive Income				
Reclassification of actuarial gains/losses on post-employment benefits from P&L	4.6	(1.1)		Gain/(loss) on actuarial valuation of retiral benefits to employees
Deferred tax impact on above adjustments	(1.4)	0.4		
	-	-		
Total Comprehensive Income *	347.7	252.0	38%	

* Before share of profit to minority shareholders

IIFL Group – Consolidated financial trends

Quarter ended June 2018



Notes :

- Profit is post-minority, Quarterly ROE and EPS are annualized
- Q1FY18 and Q1FY19 numbers are as per IND AS. Previous years' numbers are as per IGAAP

Update on IIFL Group Reorganisation



The Board of Directors of the Company at its meeting held on 31 January 2018, had approved the reorganization of IIFL Group, which will result in three listed entities – IIFL Finance, IIFL Wealth and IIFL Securities.

➤ Approvals received

- Reserve Bank of India (RBI)
- DFSA, Dubai
- MAS, Singapore
- FCA, UK
- FINRA, USA
- FSC, Mauritius

➤ Approvals awaited

- Exchanges & SEBI
- IRDAI
- National Housing Bank (NHB)
- NCLT

➤ Next Steps

- Stock Exchanges shall issue their “Observation Letters” acknowledging the Scheme, post approval from SEBI
- Post Stock Exchanges and SEBI approval, the Company will file an application with NCLT
- Meeting of equity shareholders, secured & unsecured creditors of the Company will be held for approving the Scheme
- Petition will be filed with NCLT seeking sanction/ approval to the Scheme
- Post NCLT approval, the order will be filed with RoC
- Post filing with RoC, Board Meeting of IIFL Holdings to be held, to take on record NCLT order & fix record date
- Resulting Companies to allot shares to shareholders of IIFL Holdings and file listing application with Stock Exchanges to seek listing and trading approval

I: IIFL Group Performance Overview

(i) IIFL Finance

(ii) IIFL Wealth

(iii) IIFL Securities

II: Ownership, Management and Governance

IIFL Finance – Consolidated results (as per IND AS)

Quarter ended June 2018 (NBFC, HFC and MFI)



₹ Cr	Q1FY19	Q1FY18	Y-o-Y
Loan book	28,362.5	20,381.2	39%
Securitised assets*	5,290.9	2,949.3	79%
Assets under management	33,653.4	23,330.5	44%
Interest income	1,124.7	828.1	36%
Less: Interest expense	610.3	485.0	26%
Net Interest income	514.4	343.1	50%
Other income	68.3	52.3	31%
Total income	582.7	395.4	47%
Less: Operating expense	248.1	158.7	56%
Less: Loan losses & provision	34.5	58.3	(41%)
Profit before tax	300.1	178.4	68%
Less: Provision for tax	105.2	61.2	72%
Profit after tax	194.9	117.2	66%
Other Comprehensive Income	0.9	(0.4)	
Total Comprehensive Income	195.8	116.8	68%

*Includes Pass Through Certificate (PTC) and Direct Assignment

IIFL Finance – IGAAP to IND AS reconciliation

Quarter ended June 2018



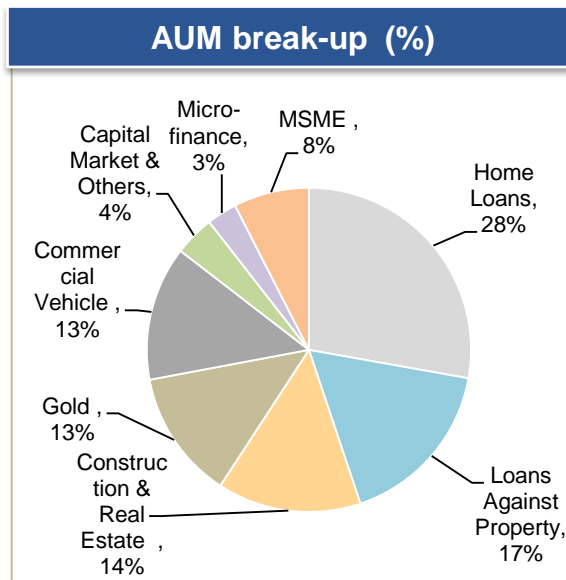
₹ Crore	Q1FY19	Q1FY18	Growth(%)	Remarks
Profit after tax as per Indian GAAP	151.2	116.3	30%	
Add/(less):				
Fair valuation of Investments	0.8	19.8		MTM gain on investments recognised in P&L
Effective interest rate on financial assets	(2.3)	5.1		Amortisation of upfront fees, acquisition cost
Effective interest rate on financial liabilities	(0.2)	(0.1)		Amortisation of cost incurred on borrowings
Expected credit loss	35.8	(23.1)		Revised methodology as per IND AS on loan provisions. The release in Q1FY19 is due to resolution of old cases
Net gain on de-recognition of loans sold under assignment transaction	35.8	1.4		Recognition of interest spread on NPV basis
Reclassification of actuarial gains/losses on post-employment benefits to OCI	(1.3)	0.6		Gain/(loss) on actuarial valuation of retiral benefits to employees
Others	(0.6)	(2.2)		Includes interest expense on preference shares, ESOP compensation etc.
Deferred tax impact on above adjustments	(24.2)	(0.6)		
Profit after tax as per IND AS (before Other Comprehensive Income)	194.9	117.2	66%	
Other Comprehensive Income				
Reclassification of actuarial gains/losses on post-employment benefits from P&L	1.3	(0.6)		Gain/(loss) on actuarial valuation of retiral benefits to employees
Deferred tax impact on above adjustments	(0.5)	0.2		
Total Comprehensive Income	195.8	116.8	68%	

Achieving volume & profit growth with superior asset mix

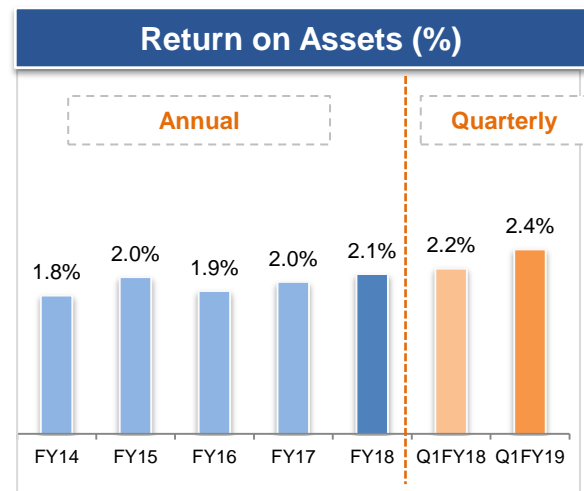
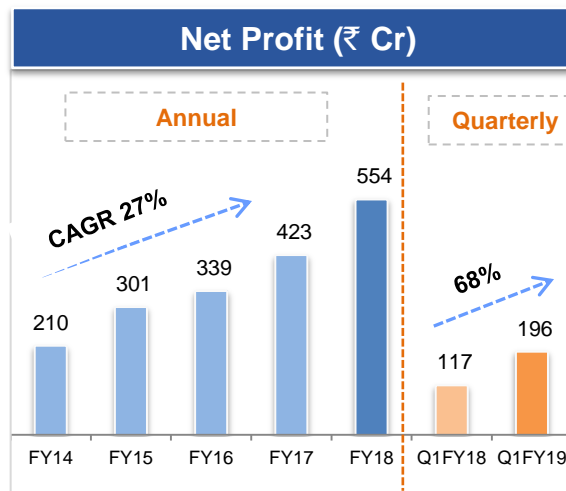
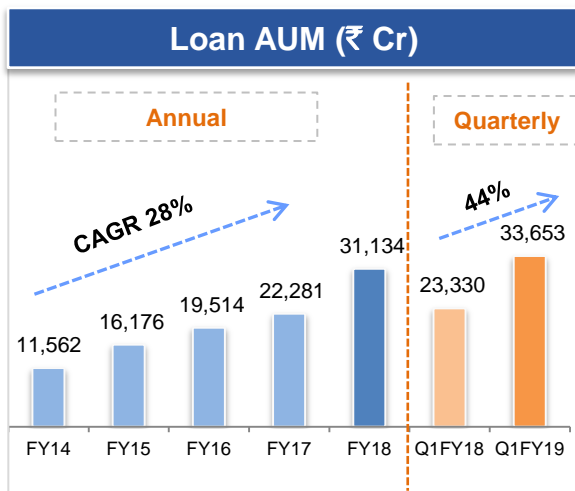


Quarter ended June 2018

- AuM growth driven primarily by small-ticket home loans, MSME loans and micro-finance loans
- Gold, CV and Construction Finance loans have also grown strongly
- LAP and Capital market loans have grown moderately
- ROE improved to 20.7% and ROA to 2.4%



Loan AUM (₹Cr)	Q1FY19	Y-o-Y	Q-o-Q
Home Loan	9,327	57%	9%
LAP	5,718	4%	(0%)
Construction & Real Estate	4,810	37%	11%
Commercial Vehicle	4,309	45%	6%
Gold	4,495	60%	11%
Capital Market & Others	1,354	10%	3%
MSME	2,529	139%	13%
Microfinance	1,111	291%	32%
Total	33,653	44%	8%



Notes

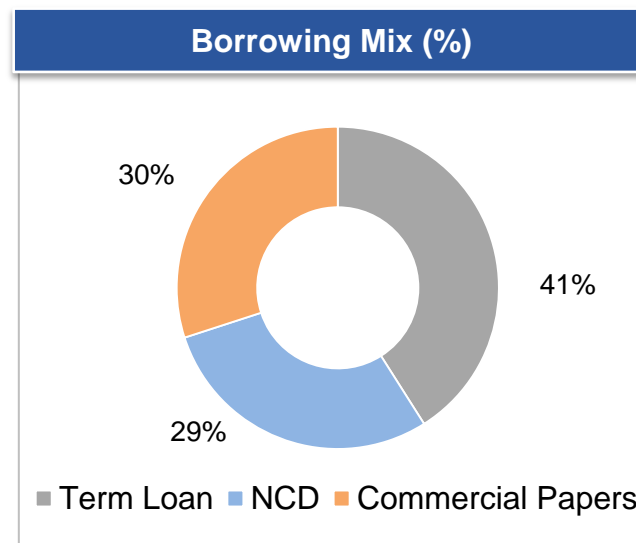
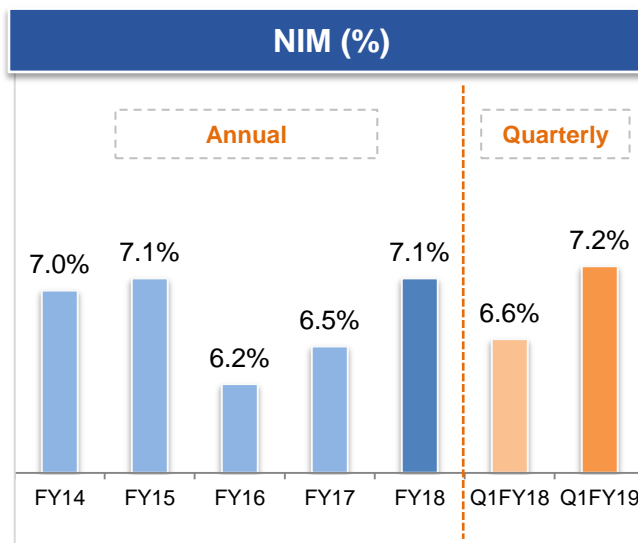
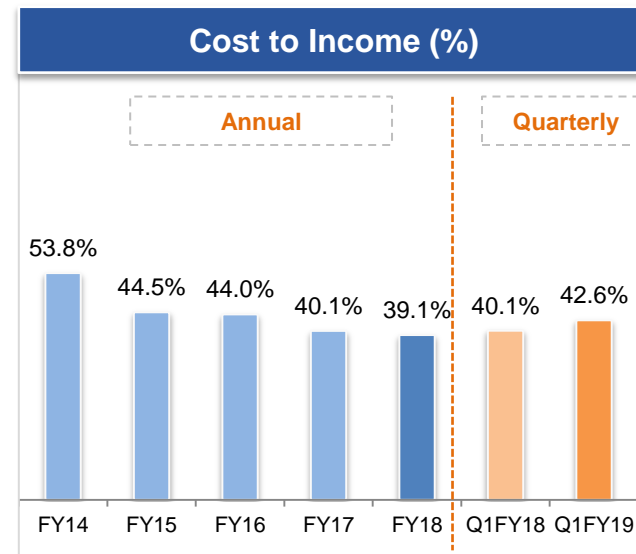
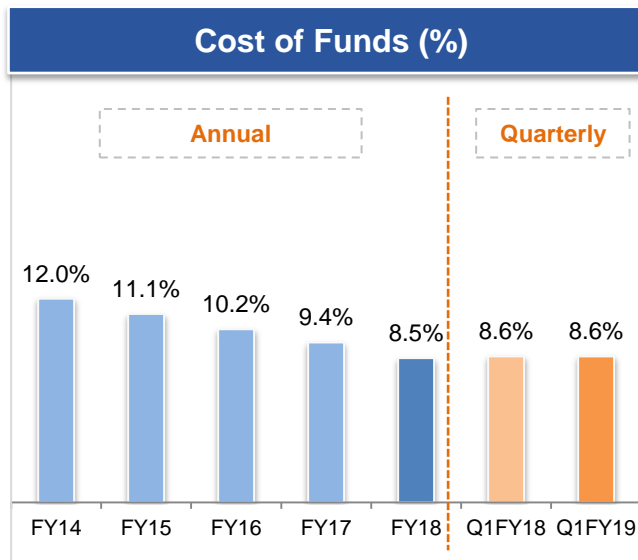
- MSME & Others include Healthcare equipment, SME and Digital finance
- Q1FY18 and Q1FY19 numbers are as per IND AS. Previous years' numbers are as per IGAAP

Funding costs rise, yields rise in tandem, NIM expands



Quarter ended June 2018

- Average cost of borrowing rose by 20bps q-o-q but still down 5bps y-o-y
- NIM expanded by 66bps to 7.2%, primarily due to recognition of interest on Stage 3 assets and upfront gain on assignment
- Cost/income ratio was at 42.6% and opex to average loan book ratio at 3.5%
- Small ticket loan products are opex intensive, including Gold, CV, MSME and MFI. Upward pressure on operating costs due to higher share of these products, will be partly offset by operating leverage and benefits of digitisation



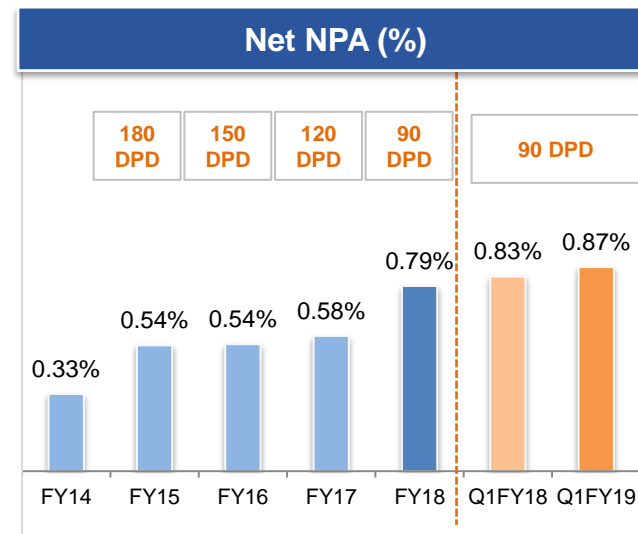
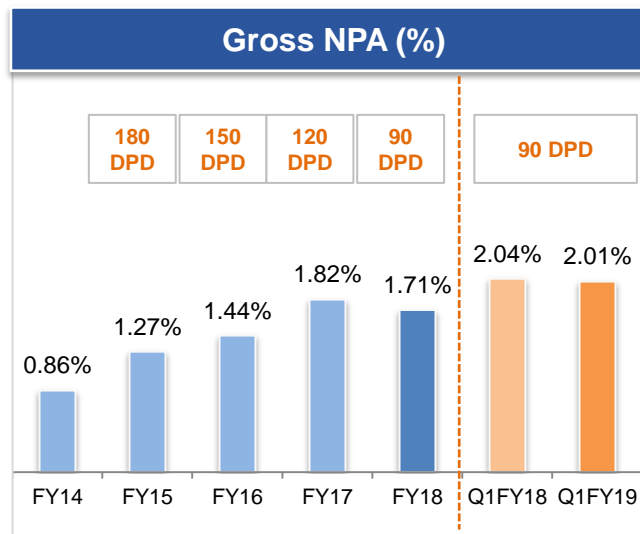
Note : Q1FY18 and Q1FY19 numbers are as per IND AS. Previous years' numbers are as per IGAAP

Through cycles, maintaining superior quality of assets

Quarter ended June 2018



- Asset quality remained sound with GNPA of 2.0% and NNPA of 0.9%
- With implementation of Expected Credit Loss under IndAS, specific provision coverage on NPAs stands at 57%
- The overall portfolio risk is on the decline, as our portfolio mix continues to become more granular
- 85% of our loans are retail in nature and 43% are PSL compliant.
- Tier-I CAR stands at 15.9% and total CAR at 19.0%



	% Portfolio Share	NNPA%	Yield %	Average Ticket Size (₹Lakh)	LTV %
Home Loan	28%	0.6%	9.8%	21.0	69%
Loan Against Property	17%	0.6%	12.3%	68.5	49%
Construction & Real Estate	14%	0.8%	14.9%	1,112.0	48%
Commercial Vehicle	13%	3.0%	15.7%	14.0	75%
Gold	13%	0.0%	20.1%	0.6	69%
Capital Market & Others	4%	0.0%	11.2%	64.0	42%
MSME	8%	2.4%	23.2%	7.0	55%
Micro-finance	3%	0.0%	25.1%	0.2	-
Total	100%	0.9%	14.5%		

Note : Q1FY18 and Q1FY19 numbers are as per IND AS. Previous years' numbers are as per IGAAP

Product wise split of Expected Credit Loss (ECL)

Quarter ended June 2018



Product	Stage 1			Stage 2			Stage 3		
	PD (%)	LGD (%)	ECL(%)	PD (%)	LGD (%)	ECL(%)	PD (%)	LGD (%)	ECL(%)
Home loan	0.7	27.4	0.2	11.5	27.4	3.1	100.0	27.4	27.4
LAP	1.5	36.8	0.5	2.5	36.8	0.9	100.0	36.8	36.8
Construction & Real Estate	0.8	50.0	0.4	3.9	50.0	1.9	100.0	50.0	50.0
Commercial Vehicle	8.7	33.0	2.9	16.5	33.0	5.4	100.0	33.0	33.0
MSME	3.0	48.1	1.5	6.5	48.1	3.1	100.0	48.1	48.1
Capital Markets	0.0	50.0	0.0	0.0	50.0	0.0	100.0	50.0	50.0
Gold Loans	0.7	26.7	0.2	0.7	26.7	0.2	100.0	26.7	26.7

- For home loans, LGD is taken based on RBI Circular for residential mortgages
- For Construction & RE finance, MSME and Capital Market loans, LGD of 50% taken for secured portfolio and 65% for unsecured portfolio based on RBI Circular for IRB framework, 2011
- For Construction & RE finance, PD is based on CRISIL Default Study, 2017
- For products with no vintage data, PD rate of 0.03% has been applied on annual basis
- Additional ECL has been provided for weak standard accounts

➤ Appointment of CEO & Executive Director in IIFL Finance

- IIFL Finance appointed Mr Sumit Bali as the Executive Director and Chief Executive Officer of the company with effect from June 25, 2018.
- Mr Bali previously held the position of Senior Executive Vice President, overseeing consumer banking retail assets at Kotak Mahindra Bank.
- He holds a B.A (Hon) from St. Stephen's college, New Delhi and has completed his PGDM from IIM Ahmedabad.

➤ IIFL Finance issue of Masala Bonds to CDC Group

- IIFL Finance raised ₹325 Cr from CDC Group Plc, UK
- IIFL Group's maiden Masala bonds issue
- The Rupee denominated Tier – II qualifying subordinated bonds have a tenor of 10 years
- CDC's investment is aimed at helping IIFL Finance grow its loan book, primarily small-ticket home and SME loans to low income, under-served and largely self-employed segments of the society.

➤ IIFL Home Finance – recognition by Ministry of Housing and Urban Affairs

IIFL Home Finance was awarded 2nd best performing Primary Lending Institution under Credit Linked Subsidy Scheme for EWS/LIG by Ministry of Housing and Urban Affairs.



➤ ‘Green Building’ Initiative – Project Kutumb

- An initiative to promote sustainable and energy efficient real estate development via IIFL’s developer finance business.
- The first event, held on June 08, 2018, brought together leading industry professionals in real estate, green and sustainable infrastructure sector.
- Our partners include NHB, CDC, Green Business Certification Inc (GBCI) and Ashok B. Lall.



I: IIFL Group Business Overview

(i) IIFL Finance

(ii) IIFL Wealth

(iii) IIFL Securities

II: Ownership, Management and Governance

IIFL Wealth – Consolidated results (as per IND AS)

Quarter ended June 2018



₹Cr	Q1FY19	Q1FY18	Y-o-Y
Assets under advice, management and distribution	1,40,898	1,12,585	25%
Fee based income	254.3	192.3	32%
Less: Direct Cost	15.5	14.2	9%
Net Commission / Fee Income	238.8	178.1	34%
Fund based income	173.1	171.3	1%
Less: Interest expense	122.8	102.7	20%
Net fund based income	50.3	68.6	(27%)
Total income	289.1	246.7	17%
Employee cost	104.1	82.3	26%
Other operating expense	38.3	34.5	11%
Provision charges	(4.4)	4.7	nm
Total expenses	138.0	121.5	14%
Profit before tax	151.1	125.2	21%
Provision for taxation	41.5	37.8	10%
Profit after tax	109.6	87.4	25%
Other Comprehensive Income	0.9	0.5	
Deferred tax impact on OCI	0.3	0.2	
Total Comprehensive Income (after tax)	110.2	87.7	26%

IIFL Wealth – IGAAP to IND AS reconciliation

Quarter ended June 2018



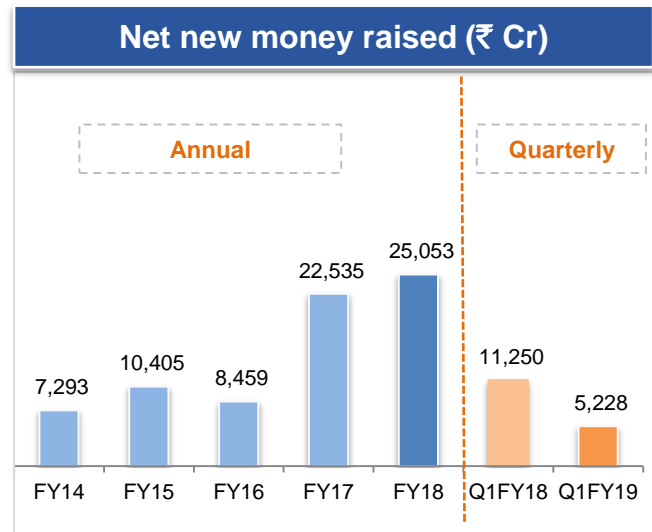
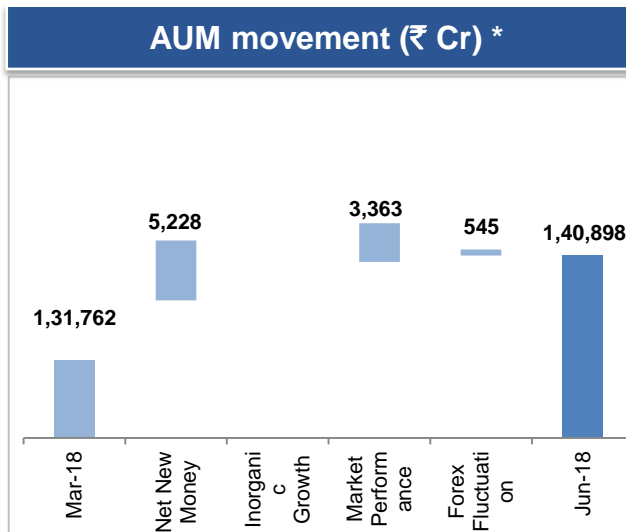
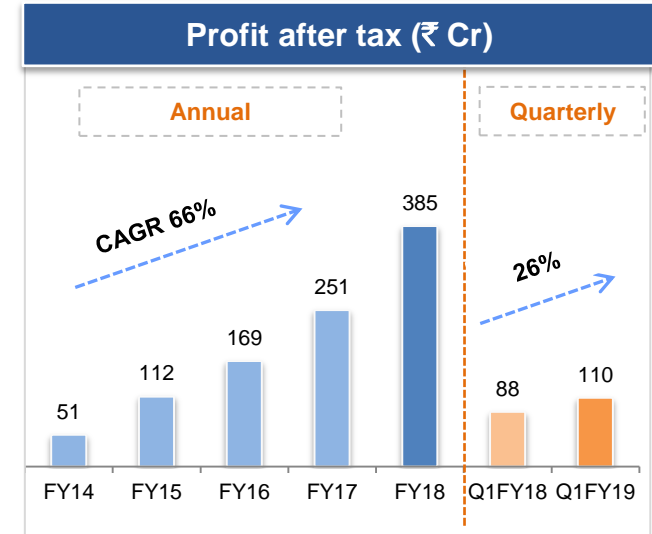
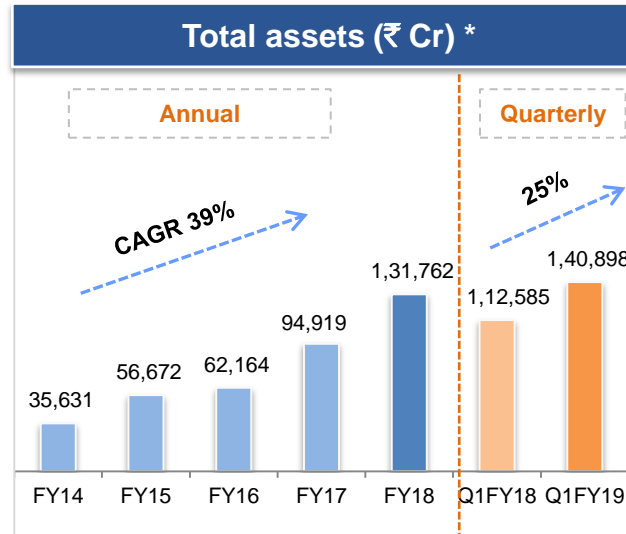
₹ Crore	Q1FY19	Q1FY18	Growth(%)	Remarks
Profit after tax as per Indian GAAP	110.8	86.5	28%	
Add/(less):				
Fair valuation of Investments	0.7	4.6		MTM gain on investments recognised in P&L
Effective interest rate on financial liabilities	-	(2.0)		Amortisation of cost incurred on borrowings
Reclassification of actuarial gains on post-employment benefits to OCI	(0.9)	(0.5)		Gain/(loss) on actuarial valuation of retiral benefits to employees
Others	(1.1)	(1.1)		Includes ESOP compensation
Deferred tax impact on above adjustments	0.1	(0.2)		
Profit after tax as per IND AS (before Other Comprehensive Income)	109.6	87.4	25%	
Other Comprehensive Income				
Reclassification of actuarial gains on post-employment benefits from P&L	0.9	0.5		Gain/(loss) on actuarial valuation of retiral benefits to employees
Deferred tax impact on above adjustments	(0.3)	(0.2)		
Total Comprehensive Income	110.2	87.7	26%	

Leading Wealth manager in India

Quarter ended June 2018



- AuM growth remains robust at 25% y-o-y
- Largest fund manager of AIFs. AUM grew 60% y-o-y to ₹13,422Cr
- PAT grew by 26% y-o-y to ₹110Cr for the quarter
- During the quarter, IIFL Wealth raised ₹746 Cr by way of equity issuance to institutional investors: Amansa, General Atlantic, HDFC Standard Life Insurance, Rimco, Steadview & Ward Ferry. The additional capital will be used for business operations and for growth and expansion of business.



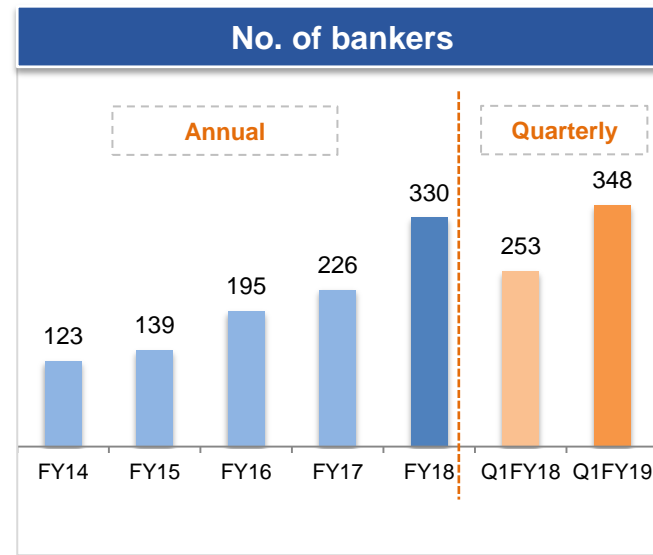
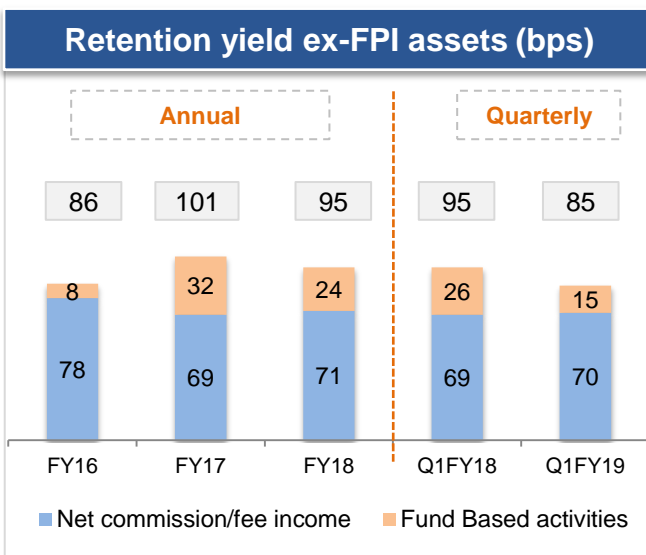
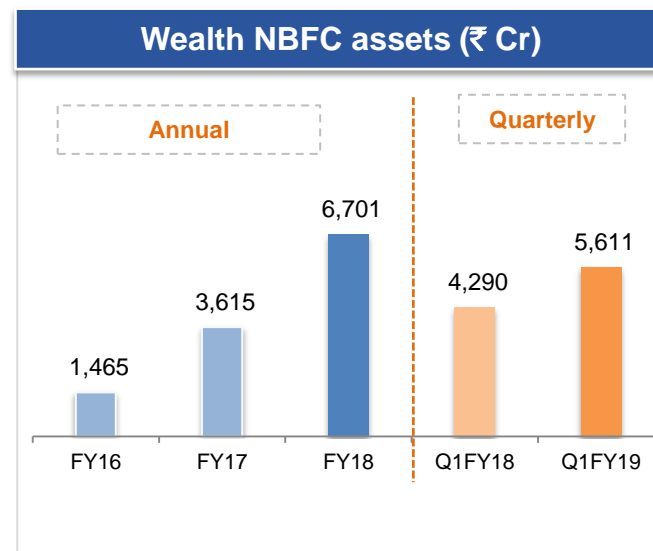
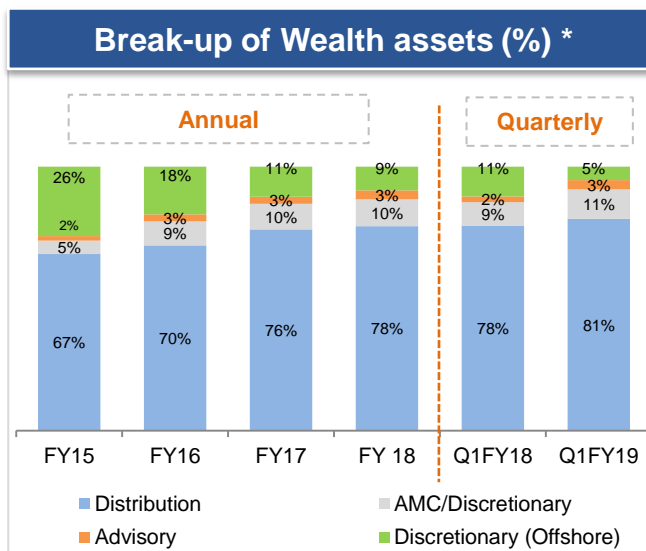
* Offshore FPI advisory assets have been excluded from total assets given their negligible contribution to income
 Note : Q1FY18 and Q1FY19 numbers are as per IND AS. Previous years' numbers are as per IGAAP

Broadening advisory and asset management services

Quarter ended June 2018



- Wealth NBFC, which mainly offers loans against securities, grew its loan book 31% y-o-y to ₹5,611Cr
- Presence in 23 Offices across 9 geographies
- Hired 18 bankers during Q1FY19, taking the total number to 348, to further drive the growth momentum
- For the quarter ended June 30, 2018, the retention yield stands at 85 bps



* Offshore FPI advisory assets have been excluded from total assets given their negligible contribution to income
 Note : Q1FY18 and Q1FY19 numbers are as per IND AS. Previous years' numbers are as per IGAAP

I: IIFL Group Performance Overview

(i) IIFL Finance

(ii) IIFL Wealth

(iii) IIFL Securities

II: Ownership, Management and Governance

IIFL Securities – Consolidated results (as per IND AS)

Quarter ended June 2018



₹ Cr	Q1FY19	Q1FY18	Y-o-Y
Revenue from Operations	207.8	204.5	2%
Other income	13.7	14.9	(9%)
Total Income	221.5	219.4	1%
Employee cost	59.1	42.2	40%
Finance cost	27.4	29.6	(7%)
Depreciation and amortisation expense	9.9	7.8	27%
Administration and other expense	52.0	68.1	(24%)
Total Expenses	148.4	147.7	0%
Profit before tax	73.1	71.7	2%
Provision for taxation	21.5	23.1	(7%)
Profit after tax	51.6	48.6	6%
Other Comprehensive Income	1.7	(0.6)	
Total Comprehensive Income	53.3	48.0	11%

IIFL Securities – IGAAP to IND AS reconciliation

Quarter ended June 2018



Particulars (₹ Crore)	Q1FY19	Q1FY18	Growth(%)	Remarks
Profit after tax as per Indian GAAP	46.7	48.9	(4%)	
Add/(less):				
Fair valuation of Investments	1.4	2.0		MTM gain on investments recognised in P&L
Effective interest rate on financial liabilities	*0	(0.2)		Amortisation of cost incurred on borrowings
Expected credit loss	8.3	(10.4)		Revised methodology as per IND AS on financial assets.
Reclassification of actuarial gains/losses on post-employment benefits to OCI	(2.3)	0.9		Gain/(loss) on actuarial valuation of retiral benefits to employees
Others	(0.3)	4.6		Includes ESOP compensation etc
Deferred tax impact on above adjustments	(2.2)	2.8		
Profit after tax as per IND AS (before Other Comprehensive Income)	51.6	48.6	6%	
Other Comprehensive Income				
Reclassification of actuarial gains/losses on post-employment benefits to OCI	2.3	(0.9)		Gain/(loss) on actuarial valuation of retiral benefits to employees
Deferred tax impact on above adjustments	(0.6)	0.3		
Total Comprehensive Income	53.3	48.0	11%	

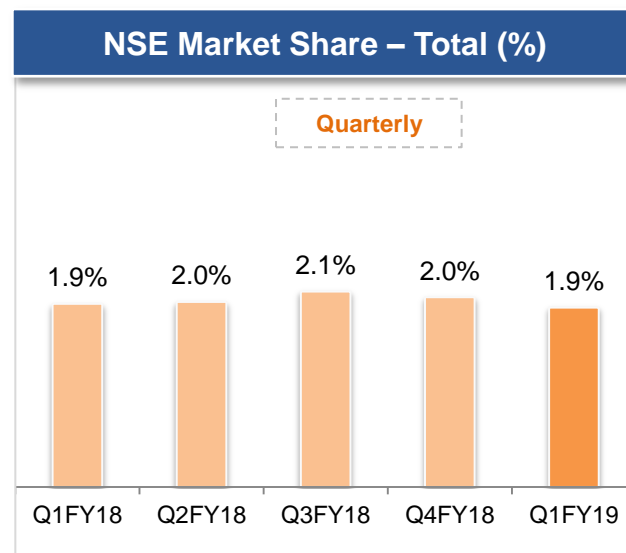
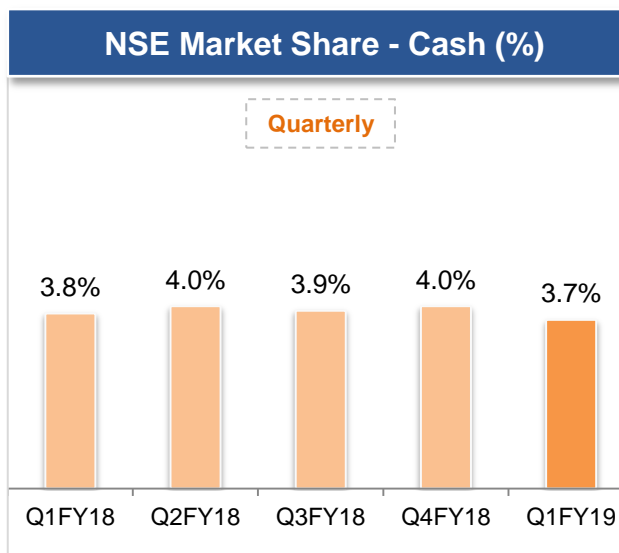
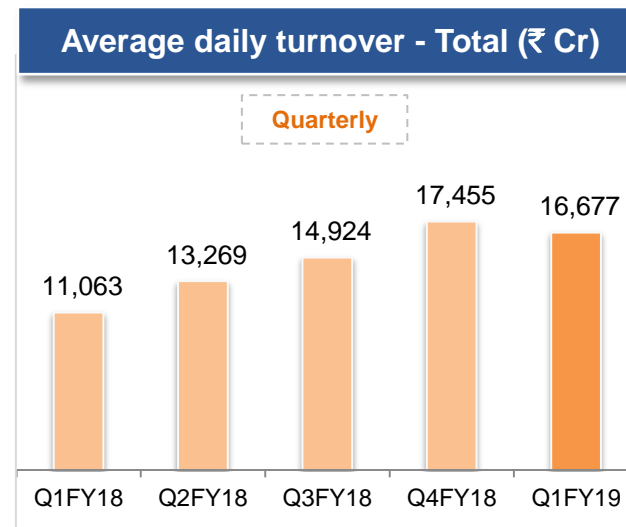
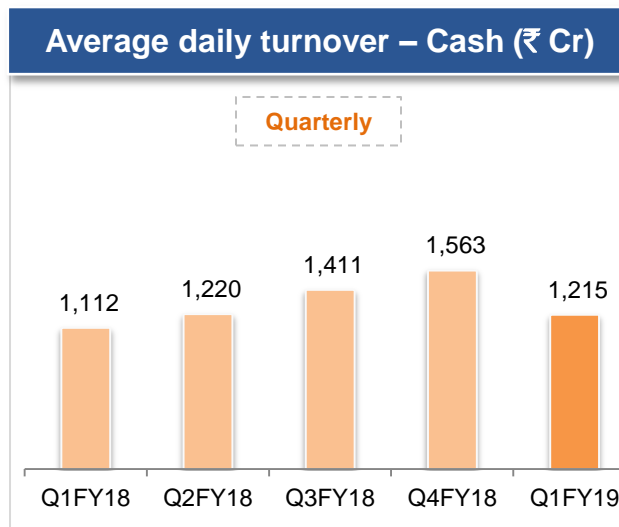
* Less than Rs 1Lakh

IIFL Securities – Turnover and market share

Quarter ended June 2018



- IIFL is a key player in both retail and institutional segments with a 3.7% share of daily cash turnover
- Average daily cash turnover was up 9% y-o-y to ₹1,215 Cr. versus 14% y-o-y growth in exchange cash turnover
- Average daily F&O turnover was up 55% y-o-y to ₹15,462 Cr. versus 56% y-o-y growth in exchange F&O turnover
- Total average daily turnover (including F&O) was up 51% y-o-y to ₹16,677 Cr. versus 54% y-o-y growth in exchange turnover



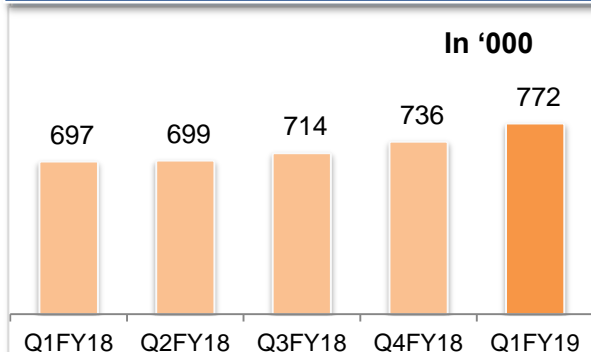
Note - Exchange turnover includes both NSE and BSE turnover for equity segment

Digitization and Research backed institutional and retail equity businesses

Quarter ended June 2018

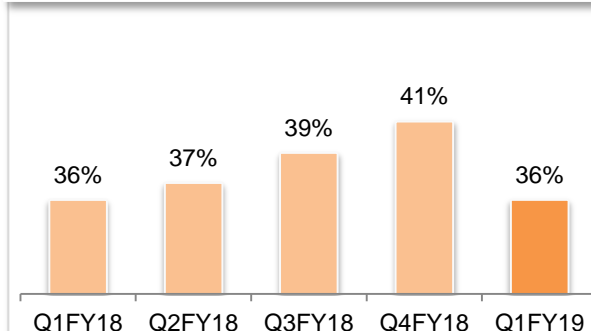


Number of retail customers



- Wide network – retail branches, franchisees, sub-brokers and online
- Coverage of 500+ stocks
- Mobile brokerage ~34% of total

Mobile trading clients (% of total)



Distinguished Apps

IIFL Markets



19,40,000 downloads



Highest rated (4.3) and Most downloaded stock trading app amongst peers

- 1000+ market and stock related news notifications
- Advanced research section launched with in depth fundamental analysis, peer comparison and model portfolio



IIFL Mutual Funds

- **Rated 4.3**
- Watch list feature for tracking performance of selected schemes
- Real time lead creation of Guest Users

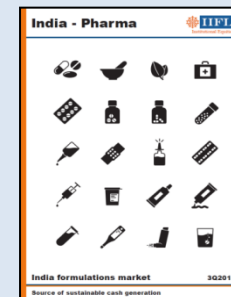


Internationally acclaimed research



India Cement

We explore the outbreak of capacity announcements which invites a looming price war over the medium term



India Pharma

A detailed analysis of growth drivers and trends impacting the India formulations market

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

Investment Banking has made significant strides

Quarter ended June 2018



- Investment Banking continued to record a strong performance
- 6 transactions were completed this quarter across various products- IPO/QIP/Private Equity/Public issue of NCD
- We have a substantial pipeline of transactions which are at various stages of execution

Marquee Issues

Varroc Engineering

IPO



₹1,955 Cr
(June 2018)

IIFL Wealth Management

Private Equity



₹746 Cr
(June 2018)

Simplex Infrastructures

QIP



₹402 Cr
(May 2018)

Magma Fincorp

QIP + Block Deal



₹885 Cr
(April 2018)

Dewan Housing Finance

Public Issue of NCD



₹10,945 Cr
(May 2018)

SREI Equipment Finance

Public Issue of NCD



₹509 Cr
(May 2018)

IRB InvIT Fund

IPO



₹5,033 Cr
(May 2017)

State Bank of India

QIP



₹15,000 Cr
(June 2017)

ICICI Securities

IPO



₹35,149 Cr
(March 2018)

**ICICI Lombard
General Insurance**

IPO



₹5,700 Cr
(September 2017)

Reliance AMC

IPO



₹1,542 Cr
(October 2017)

I: IIFL Group Business Overview

(i) IIFL Finance

(ii) IIFL Wealth

(iii) IIFL Securities

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

IIFL Finance

Loan AUM

₹33,653 Cr retail focused diversified loan assets

Products

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

Financials Q1FY19

Income ₹583 Cr
Profit after tax ₹196 Cr

Minority Shareholders

CDC Group plc - 15.4%

IIFL Wealth

Wealth Assets

₹1,40,898 Cr from 10,000+ high networth families

Products

Family office, AIFs, advisory and distribution services

Financials Q1FY19

Income ₹ 289 Cr
Profit after tax ₹110 Cr

Minority Shareholders

General Atlantic - 21.5%
Institutional investors – 4.8%
Employees – 20.0%

IIFL Securities

Customers and network

24 lakh customers serviced from 1,300+ locations

Products

Retail and institutional broking, investment banking

Financials Q1FY19

Income ₹194 Cr
Profit after tax ₹53 Cr

Minority Shareholders

Nil

Notes – (i) Income is net of interest expense (ii) PAT is pre-minority (iii) Loan/Wealth assets as at June 30, 2018

(iv) Q1FY19 numbers are as per IND AS.

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



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-promoter of IIFL since 1999



Nilesh Vikamsey, Independent Director

- Senior Partner at Khimji Kunverji & Co
- Past President of The Institute of Chartered Accountants of India



A K Purwar, Independent Director

- Former Chairman, State Bank of India



S Narayan, Independent Director

- Former finance secretary, former economic advisor to Prime Minister



C Ratnaswami, Non-Executive Director

- MD of Hamblin Watsa, subsidiary of Fairfax



Kranti Sinha, Independent Director

- Former CEO of LIC Housing Finance



Geeta Mathur, Independent Director

- CFO of Helpage India

NBFC



V. K. Chopra

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



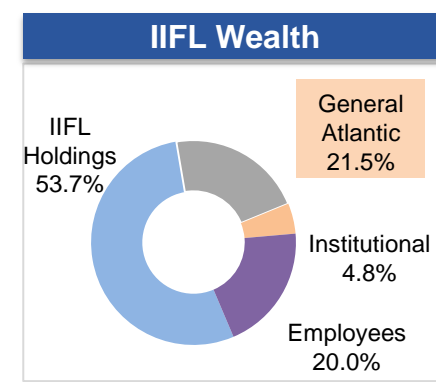
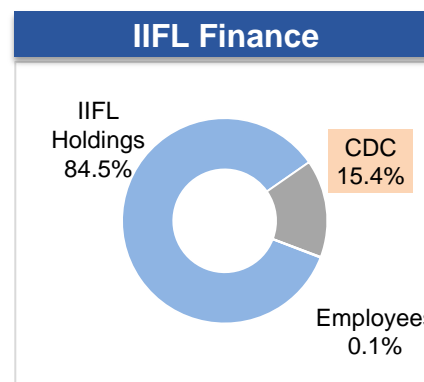
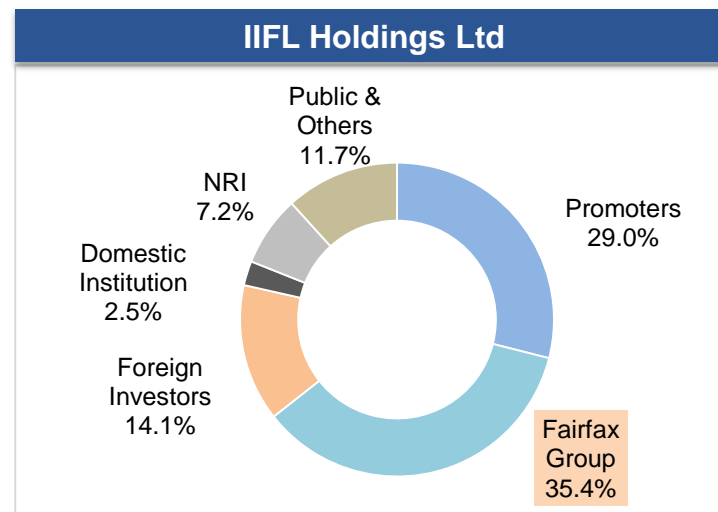
S. Sridhar

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

Management team with rich domain experience and ownership

Chairman	Nirmal Jain
Managing Director	R. Venkataraman
IIFL Finance	Sumit Bali
IIFL Home Finance	Monu Ratra
IIFL Wealth	Karan Bhagat
Offshore Asset Management	Amit Shah
Institutional Equities	H. Nemkumar
Investment Banking	Nipun Goel
PMS & Retail Broking	Arindam Chanda
Realty Services	Balaji Raghavan
Finance	Prabodh Agrawal
Compliance	R. Mohan
Company Secretary	Gajendra Thakur
Strategy	Aniruddha Dange

Marquee Investors



Notes : Shareholding pattern as at June 30, 2018

IIFL's brand and credibility are substantiated by multiple awards



Best Customer Services Excellence in Financial Services

World Quality Congress and Awards 2018



IIFL Home Finance awarded 2nd best performing Primary Lending Institution under Credit Linked Subsidy Scheme for EWS/LIG Ministry of Housing and Urban Affairs



Mr R Venkataraman featured as the Best CEO in Business World's listing for large category firms



IIFL emerged as the top Investment banker for equity issuances for private companies as per Prime Database rankings for FY 2017-18



**IIFL is the # 1 banker for equity issuances
by private sector companies in FY2017-18.**

As per Prime Database Investment Bankers League Tables FY2017-18 of Private Sector Issuers for aggregated equity IPOs, FPOs, QIPs and InvIT IPOs by issue amount on full credit basis.

'World's Best Private Banks 2018' research award

Global Finance Magazine



Sakhiyon ki Baadi

An initiative undertaken in rural, remote areas of Rajasthan, to promote education of out-of-school and illiterate girls

Activities at SKB

- **Origami/Clay Modelling:** undertaken as an initiative of 'schematic learning through repeatable actions'. Children created many different objects, crafts and artefacts, giving wings to their creativity and imagination.
- **Veerta Divas:** Maharana Pratap jayanti, an auspicious day in the region, was celebrated with great enthusiasm in all the SKBs with role plays, art depictions and musical recitals on history.
- **Local language musical recitals:** folk music recitals were conducted at our SKBs with the aim of promoting awareness of the region's cultural heritage, and boost confidence in communication among our students. Performances were held before respective village Panchayats and were well appreciated.

12
Districts

1,165
Community
Schools

36,099
Beneficiaries



Matrubhoomi Education Society

Matribhumi Trust runs a school in Kandivali (Mumbai) with an enrolment of over 600 children, It was on the verge of closing down due to lack of funds and debt. IIFL foundation extended its support by granting funds that provided the school a fresh lease of life. All the children attending the school hail from weak financial conditions. The granted funds have enabled the school to function for another year, covering all of their necessary expenses.



Thank you

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

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