



Press Release

For immediate publication

Mumbai, India

May 15, 2012

IIFL Consolidated Income for FY12 up 28% yoy to ₹ 18.8 bn

Results (consolidated) for the year ended March 31, 2012

- Income for the year at ₹18,865 mn, up 28% yoy
- Profit after Tax at ₹1,321 mn, down 37% yoy
- Financing and distribution business have driven income growth

Summary consolidated financials

(₹Mn)

	Quarter ended Mar 31, 2012	Quarter ended Mar 31, 2011	Quarter ended Dec 31, 2011	% Year-on-Year	% Quarter-on-Quarter	Year ended Mar 31, 2012	Year ended Mar 31, 2011	% Year-on-Year
Income	6356.1	3,684.1	4,804.4	72.5%	32.3%	18,864.7	14,739.4	28.0%
EBIDTA	2783.6	1,420.7	2,052.1	95.9%	35.6%	7,840.5	6,067.5	29.2%
Profit Before Tax	725.5	651.5	492.7	11.4%	47.3%	1,995.2	3,127.9	(36.2%)
Profit After Tax	468.9	467.9	358.1	0.2%	31.0%	1,320.4	2,111.4	(37.5%)

Mr Nirmal Jain, Chairman, IIFL, commenting on the financial results of FY12 said, "FY12 has been a challenging year for financial services industry with multiple headwinds such as falling delivery volumes on exchanges, high interest cost, de-growth in insurance industry etc. In this environment, while our profits for full year are lower compared to the same in the previous year, there has been an impressive recovery in the previous two quarters, driven by our robust de-risked business model".



Equities and Commodities Broking

Equities, broking and related revenue was ₹5,456 mn for FY12 as against ₹6,697 mn in FY11, a decline of 19%

In equities, our average daily turnover during the year was ₹52 bn, a marginal decrease from FY11 levels. Market share on the NSE was at 3.8% in Q4FY12 as against 3.7% in Q3FY12. The market share saw a marginal increase due to increase in our cash market share. Average daily volumes in our commodities business stood at ₹14.8 bn during the year, more than doubled FY11 levels.

Our in-depth, thematic research has always been very well-received. Our recent research reports include Insights: Key charts on eight important facets of the Indian economy; India – Internet: Emergence of internet-based industries as India's internet userbase reaches a tipping point; India – Highways: An analysis of operational BOT road projects; Eight Insights -- Key charts on eight important facets of the Indian economy

Distribution and Marketing

During the year under review, our income from this segment was ₹2,430.7 mn up 1,842.7 in FY11. This is the income derived from sale of products like insurance, bonds, debentures, mutual funds and structured products

We have increased our market share in life insurance distribution and have emerged as one of the leading non-bank distributors in the country.

Financing and Investment

The NBFC loan portfolio increased to ₹67.5 bn as on March 31, 2012. Our loan book almost entirely comprises of secured lending with mortgages contributing to 45%, capital market products contributing to 12%, gold loans contributing to 41% and other including medical financing contributing to 2%. Our unsecured loan book has fallen to less than 0.5% of the total book. NPAs on our overall portfolio are less than 1%.

IIFL Mutual Fund

During the year, we have successfully launched IIFL Nifty ETF, the lowest cost ETF targeted at retail customers. We have also launched debt schemes, mainly FMPs and total assets under management is ₹1711 mn. We will continue to focus upon developing the retail market for Mutual Funds



Addition of Independent Director

The IIFL Board appointed Mr. Chandran Ratnaswami, as Non-Executive Director of India Infoline Ltd. He is the Managing Director of Hamblin Watsa Investment Counsel Limited, a wholly owned investment management company of Fairfax Financial Holdings Limited, headquartered in Canada.

Mr. Ratnaswami holds a Bachelor's degree in Civil Engineering from I.I.T Madras, India and an MBA from the University of Toronto, Canada. He serves on the Boards of ICICI Lombard General Insurance Company Limited and Fairbridge Capital in India, Ridley Inc. in the United States and Zoomermedia Limited in Toronto, Canada. He is also the Chairman of the Board of Trustees of Lansing United Church in Toronto, Canada.

Enterprising India III – Our Institutional Investment Conference

Our Enterprising India conference held in February was very well attended by investors and corporate. We had the privilege of hosting more than 600 institutional investors, over 70 Indian companies and Sri Lankan companies and select specialist speakers. We hosted companies from a wide array of sectors and market caps. The institutional investors who participated at the conference included a number of marquee long-only funds that have estimated investments of more than US\$100 billion in India.

Merger of India Infoline Marketing Services Ltd

The Hon'ble High Court of Judicature at Bombay, vide its order dated 27th April 2012, approved the amalgamation of India Infoline Marketing Services Limited, a wholly owned subsidiary with India Infoline Ltd. The Scheme is effected from April 1, 2011

The Hon'ble High Court of Judicature at Bombay vide its order dated 10th February 2012 approved the amalgamation of Moneyline Credit Limited, step down subsidiary with India Infoline Finance Limited, the subsidiary company. The Scheme is effected from April 1, 2011.

About IIFL

IIFL (India Infoline group), comprising the holding company, India Infoline Ltd (NSE: INDIAINFO, BSE: 532636) and its subsidiaries, is one of the leading players in the Indian financial services space. IIFL offers advice and execution platform for the entire range of financial services covering products ranging from Equities and derivatives, Commodities, Wealth management, Asset management, Insurance, Fixed deposits, Loans, Investment Banking, GoI bonds and other small savings instruments. It owns and manages the website, www.indiainfoline.com, which is one of India's leading online destinations for personal finance, stock markets, economy and business.

IIFL has been awarded the 'Best Broker in India, 2011', by FinanceAsia and the 'Best Equity Broker of the Year, 2011' by Bloomberg UTV. IIFL Wealth was recently awarded 'Best Wealth Management House – India' at The



India Infoline Limited | Press Release | Financial Results: FY12

Asset Triple A Investment Awards. IIFL also received 'Best Broking House with Global Presence' at the D&B Equity Broking Awards, 2011. A forerunner in the field of equity research, IIFL's research is acknowledged by none other than Forbes as 'Best of the Web' and '...a must read for investors in Asia'. IIFL research is available not just over the Internet but also on international wire services like Bloomberg, Thomson First Call and Internet Securities where it is amongst one of the most read Indian brokers.

A network of around 3,000 business locations spread over more than 500 cities and towns across India facilitates the smooth acquisition and servicing of a large customer base. All our offices are connected with the corporate office in Mumbai with cutting edge networking technology. The group caters to a customer base of about a million customers, over a variety of mediums viz. online, over the phone and at our branches.

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

The press release, results and presentation for analysts/press for the year ended Mar 31, 2012, is available under the 'Investor Relations' section on our website www.indiainfoline.com.

For further information please contact:

Ms. Shraddha Kamat Investor Relations India Infoline Ltd D : (+91) 22 4060 9268 E-mail: shraddha.kamat@indiainfoline.com	Mr. Nikhil Mansukhani Adfactors PR M : (+91) 98335 52171 M : (+91) 98205 31932 E-mail: nikhil.mansukhani@adfactorspr.com
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