



## Press Release

For immediate publication

Mumbai, India

July 30, 2010

### India Infoline (IIFL) Q1FY11 Consolidated Income up 28.7% yoy at Rs3.1bn

Results (consolidated) for the quarter ended June 30, 2010

- Income for the quarter at Rs 3.1 bn, up 28.7 % yoy
- Profit before Tax for the quarter at Rs 653.2 mn, down 20% yoy
- Profit after Tax for the quarter at Rs 431.4 mn, down 16.5% yoy
- EBIDTA margins in Q1FY11 at 35.6%, as compared to 40.3% in Q1FY10

### Summary consolidated financials

(Rs Mn)

	<i>Quarter ended Jun. 30, 2010</i>	<i>Quarter ended Jun. 30, 2009</i>	<i>% Year-on- Year</i>	<i>Quarter ended Mar. 31, 2010</i>	<i>% Quarter- on- Quarter</i>
Income	3,059.9	2,377.9	28.7	3,097.9	(1.2)
EBIDTA	1,090.3	958.1	13.8	1,029.0	5.9
Profit Before Tax	653.2	816.9	(20.0)	791.8	(17.5)
Profit After Tax	431.4	516.8	(16.5)	522.1	(17.4)

**Mr Nirmal Jain**, Chairman, IIFL, stated “Although margins have been under pressure due to higher share of derivatives in retail clients’ turnover and also an increase in interest rate, we remain sanguine on overall outlook for rest of the year.”



### **Equities and commodities broking**

Our average daily equity brokerage volumes were around Rs 43.5 bn during the quarter – an increase of 35% yoy and 18% qoq. Our market share on NSE increased to 4% in the quarter compared to 3.9% in the previous quarter and 3.6% in Q1FY10.

Average daily volumes in the commodities business stood at Rs 5.2 bn, up 45% yoy.

Our Sri Lankan subsidiary has recently secured a license as a trading member of the Colombo stock exchange. This adds to our in-principle membership of the Singapore Stock Exchange which we obtained in the previous quarter. We would be the first Indian broker on both these stock exchanges.

### **Life Insurance distribution**

First year Insurance premium mobilization in the quarter was Rs 642 mn, i.e. a growth of 67% yoy. We continued to grow our relationships with various life insurance companies in this business.

### **Finance and Lending**

Our loan book as at June 30, 2010 was Rs 19.6bn, an increase of Rs 3.28 bn in the quarter. The book is evenly split between consumer finance and capital market products. Net NPAs on our portfolio are less than 1%, which reflects our credit quality and risk processes. During the quarter we launched Gold Loans.

### **Wealth management**

IIFL Private Wealth has been among the fastest growing wealth management businesses in India. Assets under advice of our wealth management division stand at over Rs 75 bn. We have built one of the industry's strongest platforms across various product propositions, which feed into a strong advisory setup.

### **Investment banking**

It was a lackluster quarter for the primary markets. During the quarter, we were the sole book running lead manager for the Rs 744 mn Talwalkars Better Value Fitness IPO. We were also lead managers for the Rs 11.5 bn Videocon Industries rights issue.



### **About IIFL (Bloomberg: IIFL)**

The 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, Govt bonds and other small savings instruments. IIFL recently received an in-principle approval for Securities Trading and Clearing memberships from Singapore Exchange (SGX) paving the way for IIFL to become the first Indian brokerage to get a membership of the SGX. IIFL also received membership of the Colombo Stock Exchange becoming the first foreign broker to enter Sri Lanka. IIFL owns and manages the website, [www.indiainfoline.com](http://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, India' by FinanceAsia and the 'Most improved brokerage, India' in the AsiaMoney polls. India Infoline was also adjudged as 'Fastest Growing Equity Broking House - Large firms' by Dun & Bradstreet. 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'. Our 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 over 2,500 business locations spread over more than 450 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 and quarter ended June 30, 2010, is available under the 'Investors' Corner' section on our website [www.indiainfoline.com](http://www.indiainfoline.com).

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