



## Press Release

For immediate publication

Mumbai, India

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### IIFL Quarterly Consolidated Income and Net Profit up 35.2% and 17.4% qoq

Results (consolidated) for the quarter ended December 31, 2010

- Income at ₹4,596.3 mn, up 35.2 % qoq, up 58.6% yoy
- EBIDTA margins at 47.8%, up from 39.9% of previous quarter and 39.0% of previous year
- Profit after Tax at ₹670.6 mn, up 23.9 % qoq, up 12.7% yoy

#### Summary consolidated financials

(₹Mn)

	Quarter ended Dec. 31, 2010	Quarter ended Sep. 30, 2010	Quarter ended Dec. 31, 2009	% Quarter-on-Quarter	% Year-on-Year	Nine months ended Dec. 31, 2010	Nine months ended Dec. 31, 2009	% Year-on-Year
Income	4,596.3	3,399.1	2,897.3	35.2%	58.6%	11,055.4	8,140.8	35.8%
EBIDTA	2,199.0	1,357.6	1,128.9	62.0%	94.8%	4,646.8	3,344.1	39.0%
Profit Before Tax	1,006.1	817.0	968.5	23.1%	3.9%	2,476.3	2,755.4	(10.1%)
Profit After Tax	670.6	541.4	595.1	23.9%	12.7%	1,643.5	1,692.1	(2.9%)

**Mr Nirmal Jain**, Chairman, IIFL, commenting on the financial results of Q3FY11 said, “During the quarter, IIFL has posted robust growth driven by higher insurance and financing income. The surge in FII inflows driven by continuing robust economic growth and good corporate numbers has led to significant uptrend in equities’ delivery volumes. This augurs well for the coming quarters.”



### **Equities and Commodities Broking**

The revenue of this segment was ₹1870.1 mn in the quarter, up 14.5% qoq and down 3.1% yoy due to a change in the product mix in favor of futures and options segment, which have a lower yield.

In equities brokerage, our average daily turnover during the quarter was around ₹62 bn, a rise of 34% qoq and 66% yoy. Market share on the NSE for the quarter under review increased to 4.2%. Average daily volumes in our commodities business stood at ₹7.8 bn during the quarter ending December 31, 2010, up 79% yoy and 19% qoq.

Our in-depth, thematic research has been very well-received. Our recent research reports include 'INCH Chartbook' – A chartbook sizing up India and China, 'India Gas: High on Gas' – A detailed analysis on how natural gas will transform India's energy consumption and 'Singapore Commodities' – A report on three leading Singapore-based commodity traders.

During the quarter, IIFL commenced broking operations in Sri Lanka and Singapore. The Singapore subsidiary donated its entire first week commissions to Community Chest, Singapore

### **Insurance Distribution and Marketing**

During the quarter under review, our income from this segment was ₹471 mn, up 29% yoy and down 7% qoq. Our first premium mobilization stood at around ₹ 666 mn, up 7% yoy. During the quarter, share of ULIP has increased from 8% to 26% due to superior products by manufacturers, post IRDA regulation.

The Life Insurance industry has gone through a challenging phase in the last few quarters. The changes made by the regulator has benefited the consumers and strengthened the fundamentals of the industry in the long term.

### **Financing and Investment**

The loan portfolio increased to around ₹30 bn as on December 30, 2010. Our loan book largely comprises secured lending with mortgages contributing to 52% and capital market products contributing to 47%. Our unsecured loan book has fallen to less than 1% of the total book. NPAs on our overall portfolio are less than 1%.

### **Wealth Management**

Our Wealth Management business continues to grow. Assets under advisory are over ₹150 bn. During the quarter we received FSA license in London. We also introduced the Family Office platform which is a multi-manager investment platform offering a complete wealth structuring solution, including inter-generational transfer, to clients.



### Investment Banking

Our Investment Banking business continued to work on mandates which are in various stages of completion. During the quarter we were the book running lead manager for the ₹1,350 mn QIP of Tilaknagar Industries and ₹2,000mn QIP of Vardhman Textiles

### About IIFL (Bloomberg: 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, Govt bonds and other small savings instruments. It 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. IIFL 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'. 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 over 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 quarter and nine months ended December 31, 2010, is available under the 'Investors' Corner' section on our website [www.indiainfoline.com](http://www.indiainfoline.com).

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