

Performance Review

For the quarter and nine months ended December 2017

IIFL Holdings Limited

Bloomberg: IIFL IN

KNOWLEDGE IS THE EDGE



www.iifl.com

January 31, 2018

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IIFL Group – Quarterly results at a glance

Quarter ended December 2017



Key highlights of the quarter

₹ Cr	Income	Y-o-Y (%)	Profit after tax	Y-o-Y (%)
Loans and Mortgages	498.6	42%	145.6	30%
Wealth and Asset Management	282.8	42%	100.1	54%
Capital Markets	206.2	9%	55.6	22%
IIFL Consolidated	987.6	34%	301.3	36%
Minority Interest	-	-	(65.5)	52%
IIFL Consolidated (post minority)	987.6	34%	235.8	32%

Loan book grew 29% y-o-y to ₹27,288 Cr

Asset quality remains sound with GNPA of 2.1% and NNPA of 1.2%

Wealth assets grew 58% y-o-y to ₹1,28,175 Cr

Consolidated ROE steady at 19.4% and ROA at 2.4%

IIFL Group – Consolidated results

Quarter ended December 2017



₹ Cr	Q3FY18	Q3FY17	Y-o-Y	Q2FY18	Q-o-Q	9MFY18	9MFY17	Y-o-Y
Revenue from Operations	1,627.3	1,229.6	32%	1,553.3	5%	4,522.5	3,424.7	32%
Other income	59.5	37.4	59%	42.9	39%	173.0	88.5	95%
Total Income	1,686.8	1,267.0	33%	1,596.2	6%	4,695.5	3,513.2	34%
Operating cost	67.9	49.6	37%	74.1	(8%)	194.6	122.6	59%
Employee cost	277.4	196.9	41%	248.3	12%	750.8	557.0	35%
Administration and other expenses	195.7	150.7	30%	191.8	2%	560.6	401.9	39%
Total expenses	541.0	397.2	36%	514.2	5%	1,506.0	1,081.5	39%
EBITDA	1,145.8	869.8	32%	1,082.0	6%	3,189.5	2,431.7	31%
Interest costs	699.2	527.9	32%	651.7	7%	1,922.4	1,531.1	26%
Depreciation and amortization	16.9	12.9	31%	16.3	4%	48.0	39.6	21%
Profit before tax	429.7	329.0	31%	414.0	4%	1,219.1	861.0	42%
Tax expense	128.4	106.7	20%	123.1	4%	375.0	273.4	37%
Profit after tax before minority	301.3	222.3	36%	290.9	4%	844.1	587.6	44%
Minority Interest {includes profit / (loss) of associates}	65.5	43.2	52%	61.8	6%	181.1	87.9	106%
Profit after tax after minority	235.8	179.1	32%	229.1	3%	663.0	499.7	33%

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

IIFL Group – Consolidated Balance Sheet

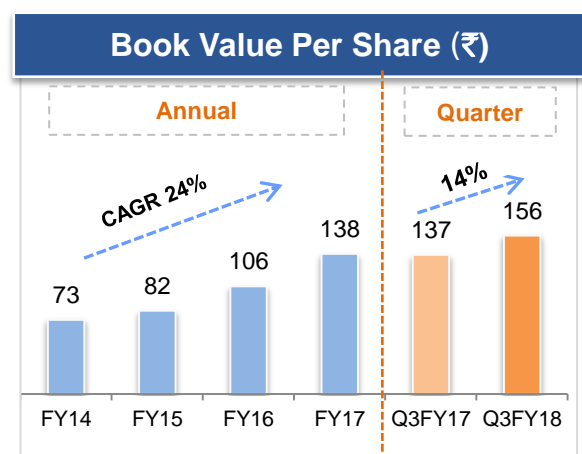
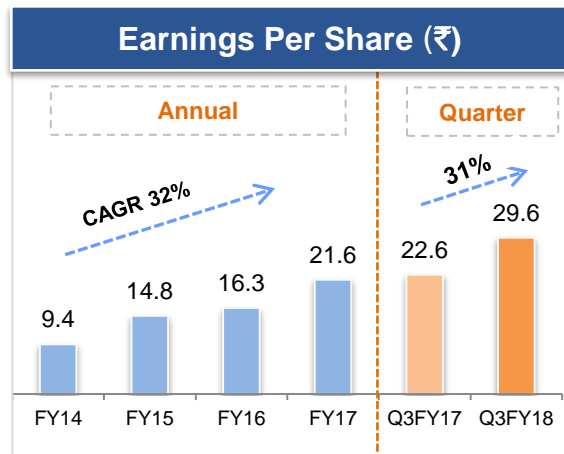
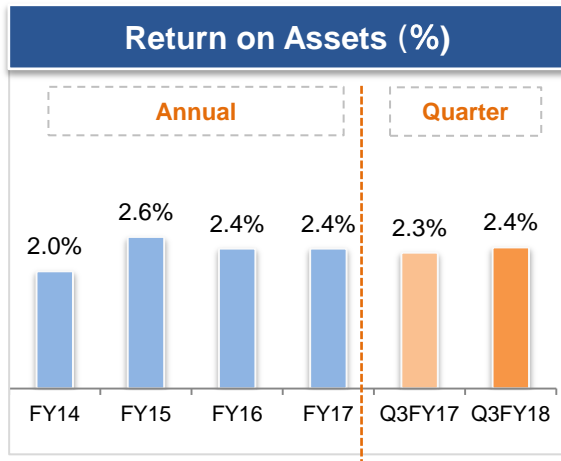
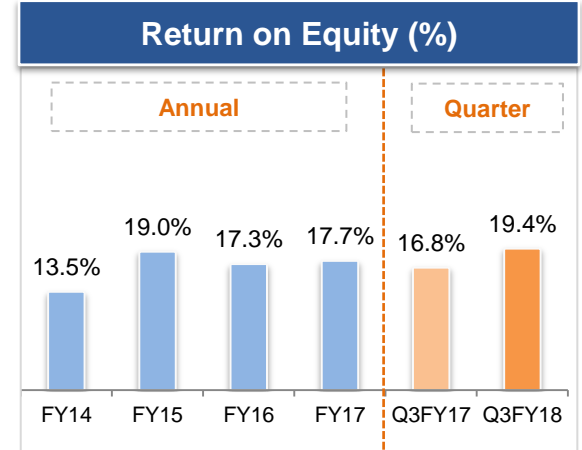
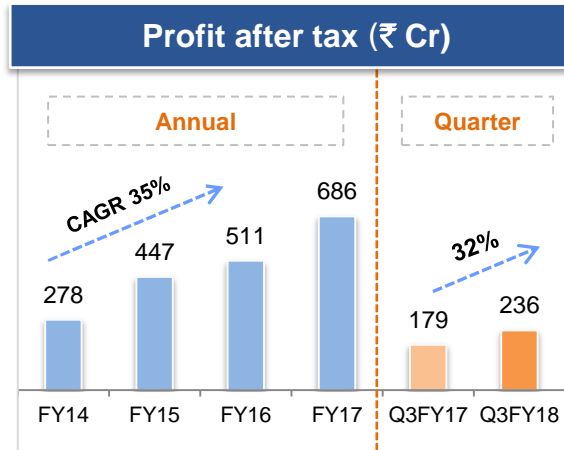
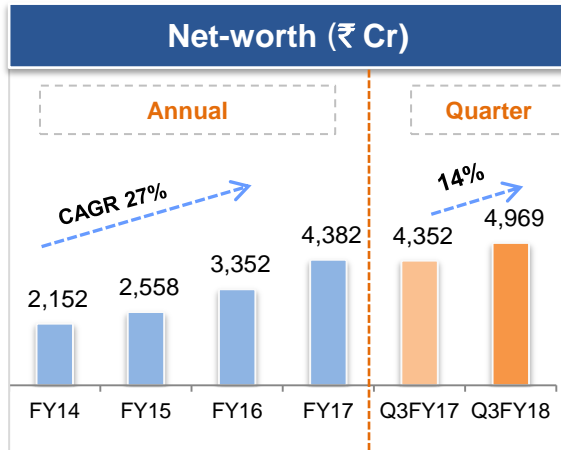
Quarter ended December 2017



₹Cr	As at 31.12.2017	As at 31.12.2016	Y-o-Y	As at 30.09.2017	Q-o-Q
Equity Share Capital	63.7	63.5	0%	63.7	0%
Reserves and Surplus	4,905.3	4,288.1	14%	4,676.7	5%
Shareholders' funds	4,969.0	4,351.6	14%	4,740.4	5%
Minority Interest	1,435.0	1,135.3	26%	1,381.7	4%
Borrowings	29,122.1	22,939.8	27%	29,188.3	0%
Sources of Funds	35,526.1	28,426.7	25%	35,310.4	1%
Fixed assets	744.8	623.1	20%	890.4	(16%)
Investments	3,338.1	4,045.8	(17%)	3,798.3	(12%)
Gross Loans	29,409.0	21,873.9	34%	27,872.5	6%
Less: NPA Provision	218.1	217.7	0%	197.2	11%
Net Loans	29,190.9	21,656.2	35%	27,675.2	5%
Net Current Assets	2,252.3	2,101.6	7%	2,946.5	(24%)
Application of Funds	35,526.1	28,426.7	25%	35,310.4	1%

IIFL Group – Consolidated financial trends

Quarter ended December 2017



Notes : Profit is post-minority, Income is net of interest expense & Quarterly ROE and EPS are annualized

I: IIFL Group Performance Overview

(i) Loans and Mortgages

(ii) Wealth and Asset Management

(iii) Capital Markets

II: Reorganization of IIFL Group Companies

III: Ownership, Management and Governance

Loans and Mortgages – Consolidated results

Quarter ended December 2017 (NBFC, HFC and MFI)



₹ Cr	Q3FY18	Q3FY17	Y-o-Y	Q2FY18	Q-o-Q	9MFY18	9MFY17	Y-o-Y
Loan book	23,561.8	18,943.0	24%	23,020.5	2%	23,561.8	18,943.0	24%
Securitised assets	3,726.3	2,146.6	74%	3,012.5	24%	3,726.3	2,146.6	74%
Assets under management	27,288.1	21,089.6	29%	26,033.0	5%	27,288.1	21,089.6	29%
Interest income	906.4	759.2	19%	886.0	2%	2,592.7	2,215.1	17%
Interest expense	508.7	446.7	14%	484.8	5%	1,447.9	1,341.9	8%
Net Interest income	397.7	312.5	27%	401.2	(1%)	1,144.8	873.2	31%
Other income	100.9	38.5	162%	65.4	54%	227.1	101.2	124%
Total income	498.6	351.0	42%	466.6	7%	1,371.9	974.4	41%
Operating expense	189.8	136.6	39%	167.1	14%	515.7	396.3	30%
Loan losses & provision	89.8	43.3	107%	95.8	(6%)	256.5	114.1	125%
Profit before tax	219.0	171.1	28%	203.7	8%	599.7	464.0	29%
Tax expense	73.4	59.4	24%	71.5	3%	205.6	161.3	27%
Profit after tax	145.6	111.7	30%	132.2	10%	394.1	302.7	30%

Loans and Mortgages– Consolidated Balance Sheet

Quarter ended December 2017 (NBFC, HFC and MFI)



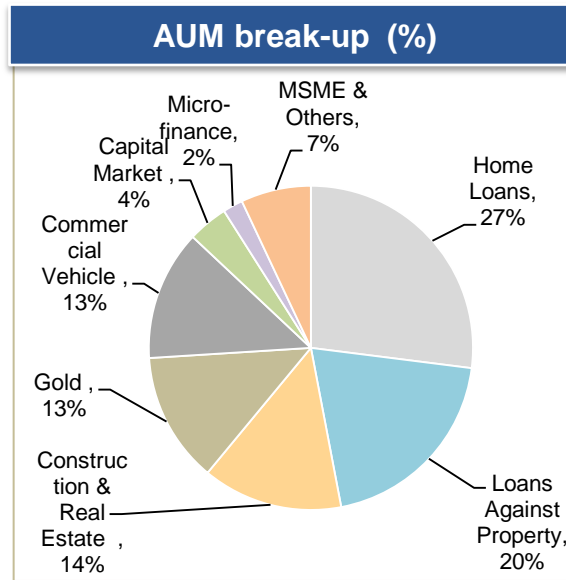
₹ Cr	As at 31.12.2017	As at 31.12.2016	Y-o-Y	As at 30.09.2017	Q-o-Q
Equity Share Capital + CCPS	280.7	280.5	0%	280.5	0%
Preference Share Capital	-	75.0	(100%)	75.0	(100%)
Reserves and Surplus	3,580.2	3,158.4	13%	3,438.2	4%
Shareholders' funds	3,860.9	3,513.9	10%	3,793.7	2%
Minority Interest	3.6	-	-	3.4	6%
Borrowings	21,661.2	17,582.3	23%	21,376.6	1%
Sources of Funds	25,525.7	21,096.2	21%	25,173.7	1%
Fixed assets	79.4	62.3	27%	75.6	5%
Investments	1,531.1	1,325.7	15%	1,223.2	25%
Gross Loans	23,561.8	18,943.0	24%	23,020.5	2%
Less: NPA Provision	218.1	217.6	0%	197.3	11%
Net Loans	23,343.7	18,725.4	25%	22,823.2	2%
Net Current Assets	571.5	982.8	(42%)	1,051.7	(46%)
Application of Funds	25,525.7	21,096.2	21%	25,173.7	1%

Achieving volume & profit growth with superior asset mix

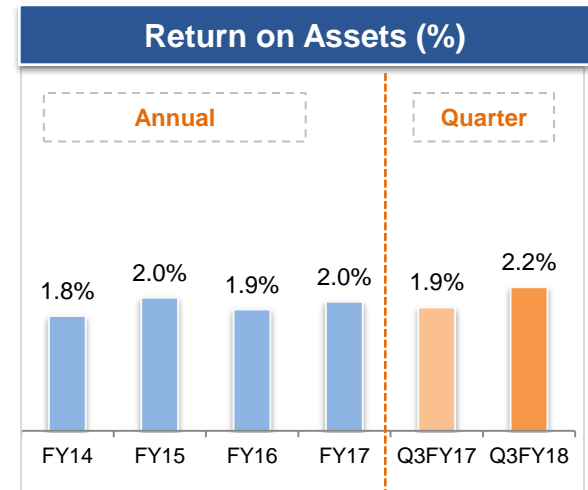
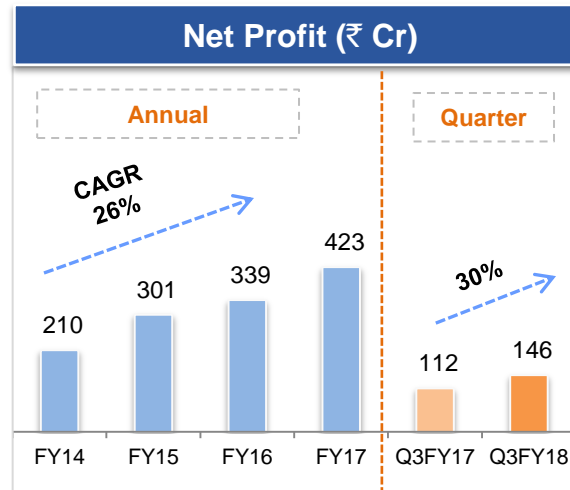
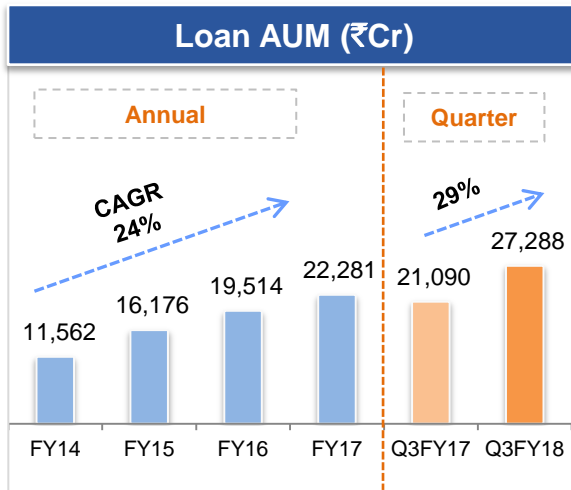


Quarter ended December 2017

- AuM growth driven primarily by small-ticket home loans and SME loans
- CV, Gold and MFI loans have also grown strongly
- Capital market loans declined as prior period included short-tenure IPO funding
- ROE improved to 15.4% and ROA to 2.2%



Loan AUM (₹Cr)	Q3FY18	Y-o-Y	Q-o-Q
Home Loan	7,500	61%	12%
LAP	5,550	4%	1%
Construction & Real Estate	3,795	27%	7%
Commercial Vehicle	3,581	28%	14%
Gold	3,432	15%	12%
Capital Market	988	(31%)	(55%)
MSME & Others	1,868	98%	26%
MFI	574	-	42%
Total	27,288	29%	5%



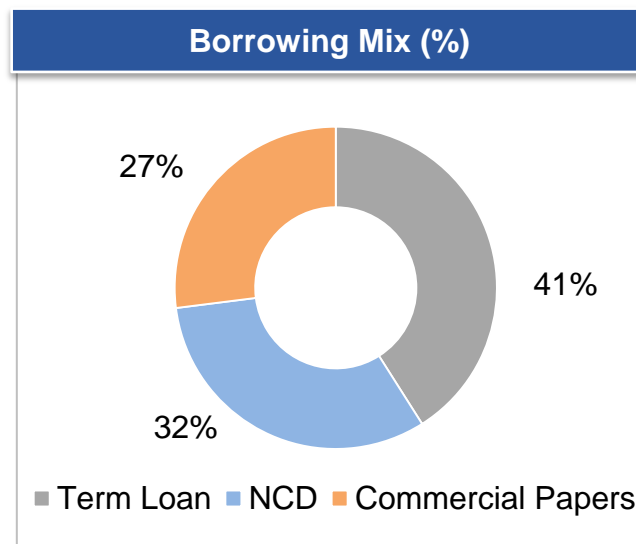
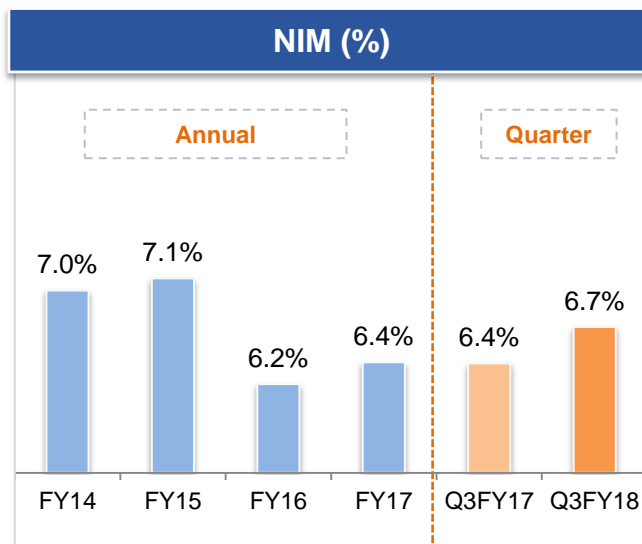
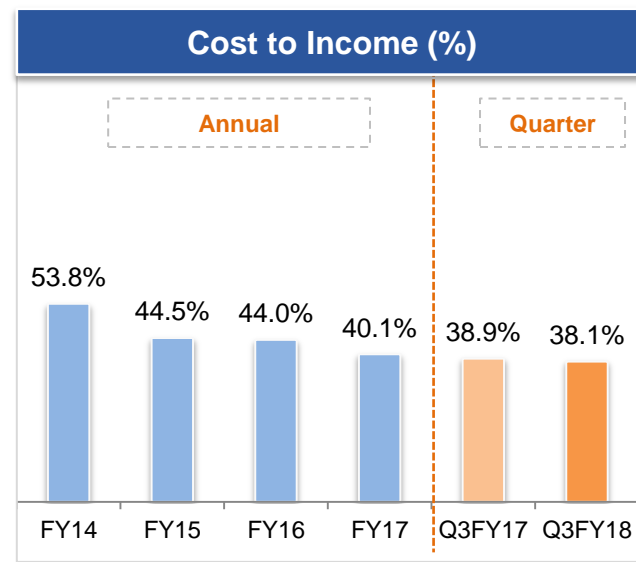
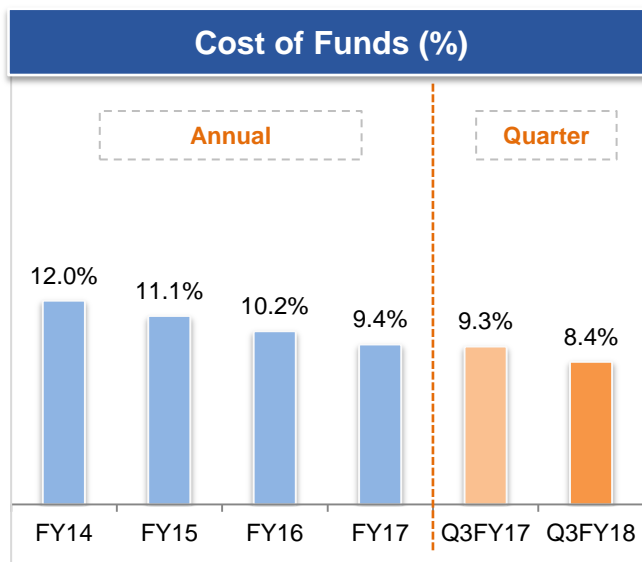
Note – MSME & Others include Healthcare equipment, SME and Digital finance

Funding, operating costs decline

Quarter ended December 2017



- Average cost of borrowing declined 10 bps q-o-q and 90 bps y-o-y to 8.4%
- NIM at 6.7% declined 47 bps q-o-q and was up 35 bps y-o-y. NIM was impacted in this quarter by a one-time charge of Rs10.1cr due to premium paid on buy-back of high yielding NCDs
- Cost/Income ratio has improved y-o-y
- IIFL Finance has long-term credit rating by CRISIL AA/Stable, [ICRA] AA (Stable), CARE AA (Positive) and short-term rating by [ICRA] A1+

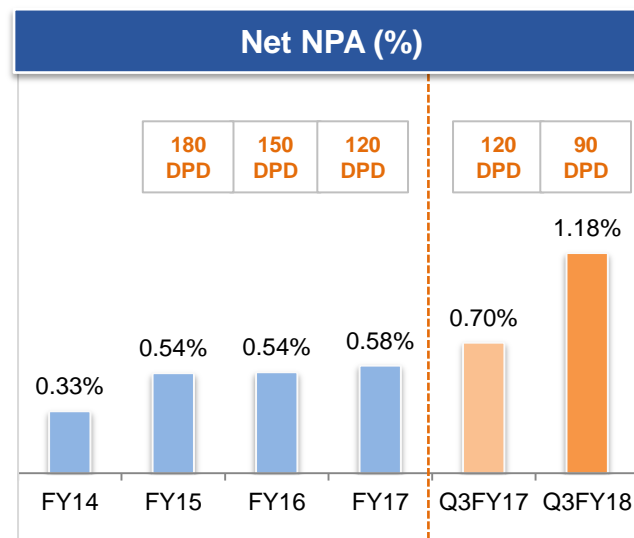
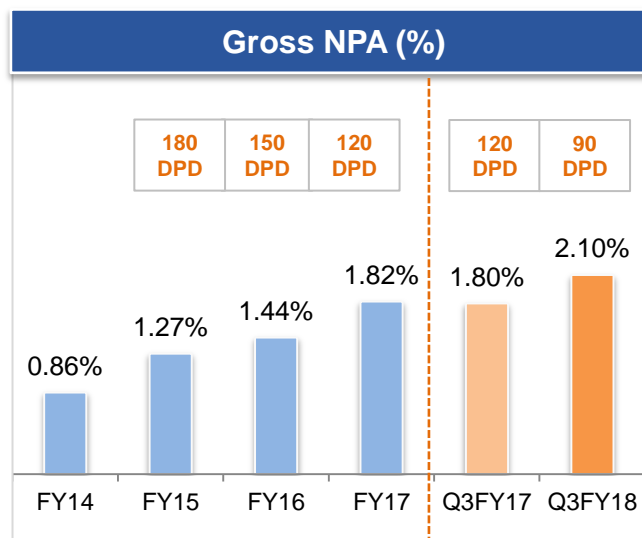


Through cycles, maintaining superior quality of assets

Quarter ended December 2017



- Asset quality remains sound with GNPA of 2.1% and NNPA of 1.2%
- Sequential increase in NNPA's largely in SME and real-estate finance; NPA ratios in all other segments were flat or declined q-o-q
- Securitized loan book currently stands at 14% of AUM, up from 10% a year back
- Tier-I CAR stands at 16.8% and total CAR at 18.2%



	% Portfolio Share	NNPA%	Yield %	Average Ticket Size (₹Lakh)	LTV %
Home Loan	27%	0.3%	9.6%	22.0	67%
Loan Against Property	20%	1.7%	12.3%	76.4	50%
Construction & Real Estate	14%	2.3%	16.0%	1023.9	45%
Commercial Vehicle	13%	2.3%	15.4%	12.5	76%
Gold	13%	0.2%	21.4%	0.5	65%
Capital Market	4%	0.0%	11.1%	52.4	42%
MSME & Others	7%	1.3%	15.1%	10.4	55%
Micro-finance	2%	0.0%	23.9%	0.2	-
Total	100%	1.2%	14.1%		-

I: IIFL Group Business Overview

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Wealth and Asset Management – Consolidated results

Quarter ended December 2017



₹Cr	Q3FY18	Q3FY17	Y-o-Y	Q2FY18	Q-o-Q
Assets under advice, management and distribution	1,28,175	81,198	58%	1,17,527	9%

9MFY18	9MFY17	Y-o-Y
1,28,175	81,198	58%

Fee based income ⁽¹⁾	218.7	145.3	51%	237.0	(8%)
Direct Cost	16.2	10.1	61%	26.5	(39%)
Net Commission / Fee Income	202.5	135.2	50%	210.5	(4%)
Fund based income ⁽²⁾	252.7	151.3	67%	192.9	31%
Interest expense	172.4	87.8	96%	142.2	21%
Net fund based income	80.3	63.5	26%	50.7	58%
Total income	282.8	198.7	42%	261.2	8%
Employee cost	105.6	70.2	50%	96.8	9%
Other operating expense	44.3	32.6	37%	44.1	0%
Provision charges	4.1	2.4	70%	2.3	78%
Total expenses	154.0	105.2	47%	143.2	8%
Profit before tax	128.8	93.5	38%	118.0	9%
Tax expense	28.7	28.3	1%	22.5	28%
Profit after tax	100.1	65.2	54%	95.5	5%

648.1	418.3	55%
57.0	27.2	110%
591.1	391.1	51%
612.3	311.2	97%
415.5	164.3	153%
196.8	146.9	34%
787.9	538.0	46%
283.2	189.0	50%
122.7	87.7	40%
11.1	10.2	9%
417.0	286.9	45%
370.9	251.1	48%
88.8	76.0	17%
282.1	175.1	61%

(1) Fee income includes carry income of ₹21.2Cr in Q2FY18; excluding this fee, income is up 51% y-o-y and 1% q-o-q

(2) Increase in fund based income is due to reversal of approximately ₹15Cr of MTM loss booked in Q2FY18

IIFL Wealth Management – Consolidated Balance Sheet

Quarter ended December 2017



₹Cr	As at 31.12.2017	As at 31.12.2016	Y-o-Y	As at 30.09.2017	Q-o-Q
Equity Share Capital	15.8	14.8	7%	15.7	1%
Reserves and Surplus	1,770.0	1,363.1	30%	1,710.1	4%
Shareholders' funds	1,785.8	1,377.9	30%	1,725.8	3%
Minority Interest	-	-	-	-	-
Borrowings	6,610.9	4,850.7	36%	6,730.7	(2%)
Sources of Funds	8,396.7	6,228.6	35%	8,456.5	(1%)
Fixed assets	71.9	57.4	25%	61.9	16%
Investments	1,686.4	2,482.6	(32%)	2,542.9	(34%)
Gross Loans	5,847.4	2,931.0	100%	4,851.9	21%
Less: NPA Provision	-	-	-	-	-
Net Loans	5,847.4	2,931.0	100%	4,851.9	21%
Net Current Assets	791.0	757.6	4%	999.8	(21%)
Application of Funds	8,396.7	6,228.6	35%	8,456.5	(1%)

Leading Wealth manager in India

Quarter ended December 2017

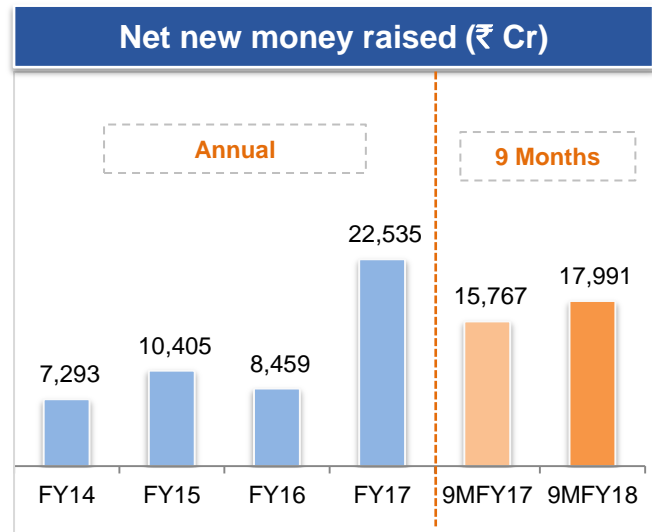
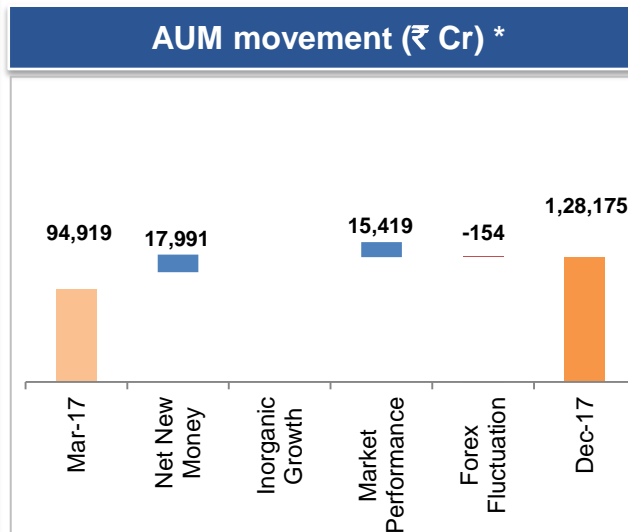
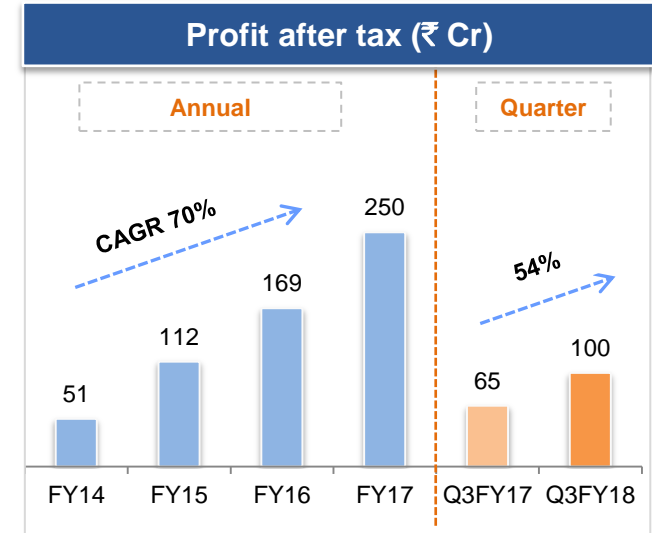
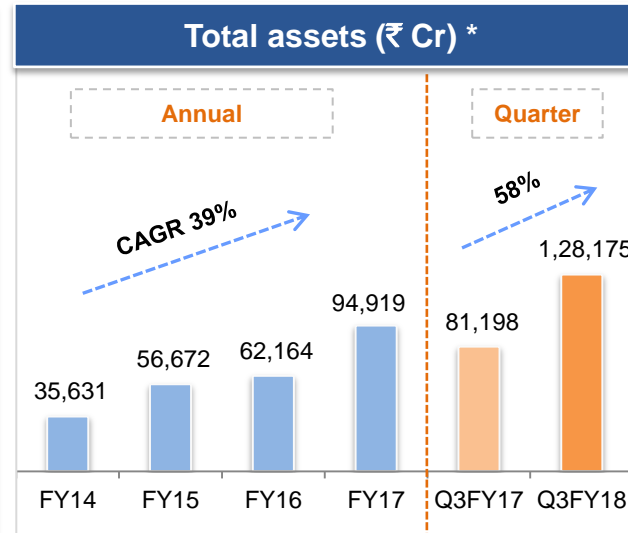


- IIFL Wealth offers broad range of wealth products and services with a view to maximize client wallet share including financial product distribution, advisory, brokerage in equity / Fixed income, onshore & offshore asset management and credit solutions

- Overall AuM growth continues to be robust recording y-o-y growth of 58%

- Largest fund manager of AIFs. AUM grew 30% q-o-q and 63% y-o-y to ₹11,600Cr

- PAT grew by 54% y-o-y and 5% q-o-q to ₹100Cr



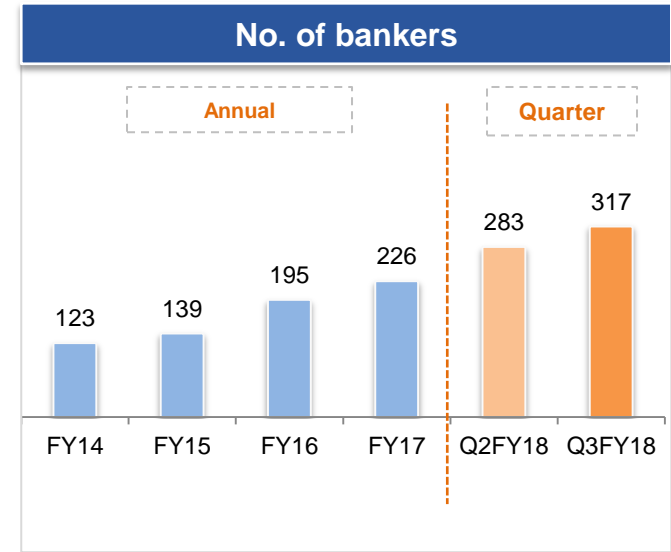
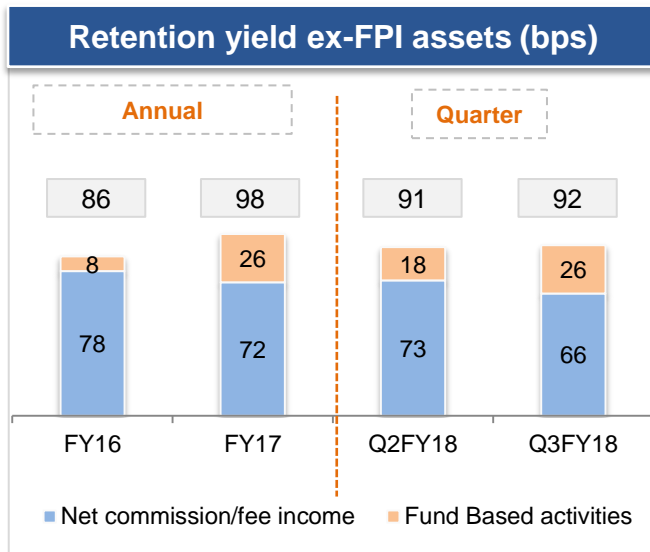
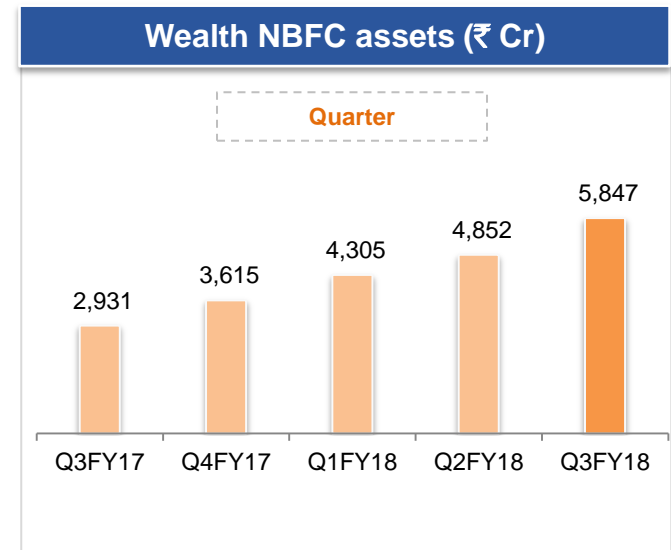
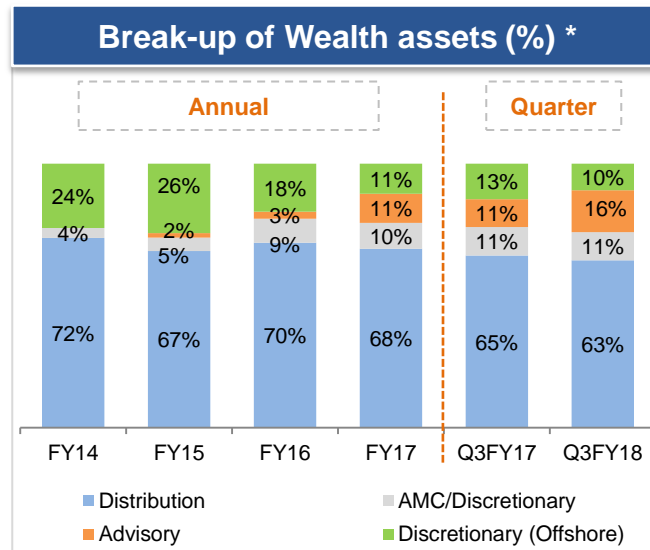
* Offshore FPI advisory assets have been excluded from total assets given their negligible contribution to income; It shall be excluded from hereon

Broadening advisory and asset management services

Quarter ended December 2017



- Wealth NBFC, which mainly offers loans against securities, grew its loan book 21% q-o-q and 100% y-o-y
- Presence in 23 Offices across 7 countries and major Indian cities
- Hired 34 bankers during Q3FY18 taking the total number to 317, to further drive the growth momentum
- For the quarter ended December 31, 2017, the retention yield stands at 92 bps



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(ii) Wealth and Asset Management

(iii) Capital Markets

II: Reorganization of IIFL Group Companies

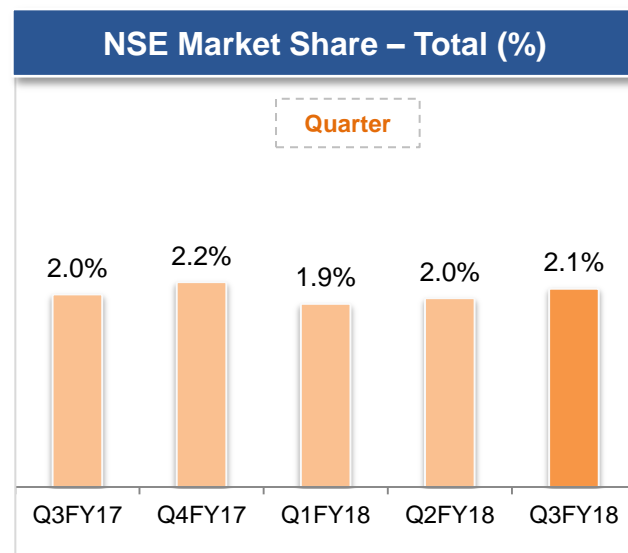
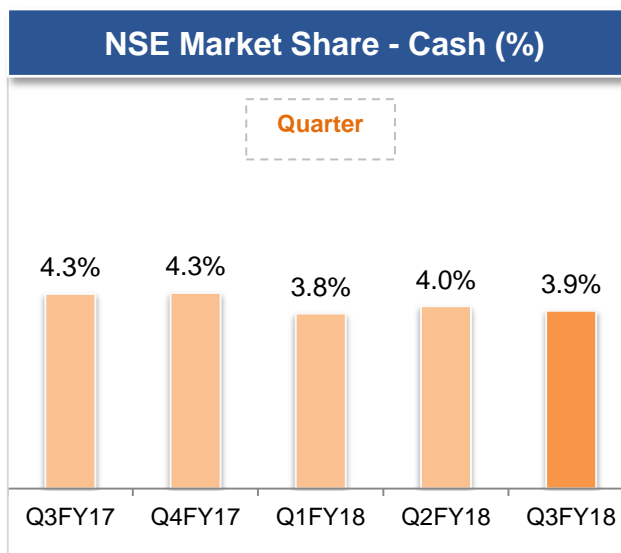
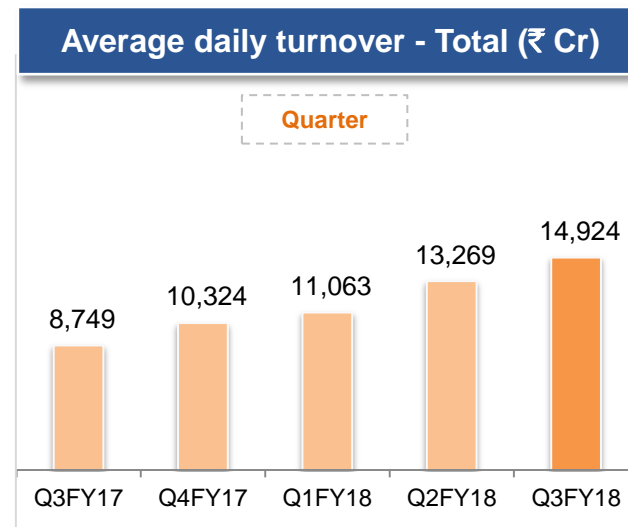
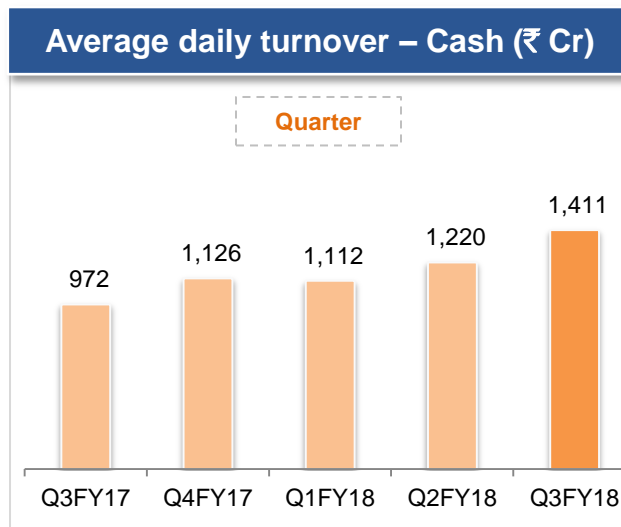
III: Ownership, Management and Governance

Capital markets – Turnover and market share

Quarter ended December 2017



- IIFL is a key player in both retail and institutional segments with a ~4% share of daily cash turnover
- Average daily cash turnover was up 45% y-o-y to ₹1,411 Cr. versus 57% y-o-y growth in exchange cash turnover
- Average daily F&O turnover was up 74% y-o-y to ₹13,513 Cr. versus 69% y-o-y growth in exchange F&O turnover
- Total average daily turnover (including F&O) was up 71% y-o-y to ₹14,924 Cr. versus 69% y-o-y growth in exchange turnover



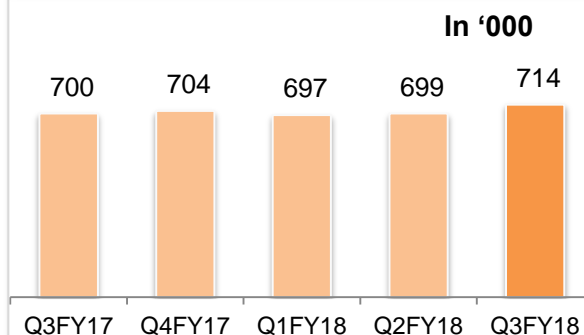
Note - Exchange turnover includes both NSE and BSE turnover for equity segment

Digitization and Research backed institutional and retail equity businesses



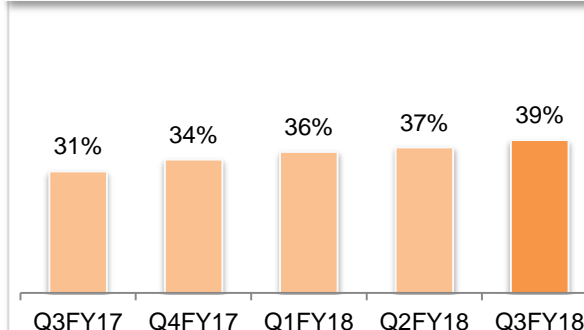
Quarter ended December 2017

Number of retail customers



- Wide network – retail branches, franchisees, sub-brokers and online
- Coverage of 500+ stocks
- Mobile brokerage ~28% of total

Mobile trading clients (% of total)



IIFL Markets – Top rated App



13,00,000+ downloads

Available on



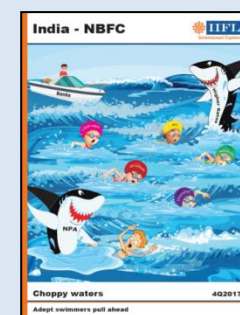
Highest rated (4.3) and Most downloaded stock trading app amongst peers

- Rated 4.3 by 23,000 + users,
- 81% of ratings are 4 stars & above
- 500+ stock ideas shared by IIFL experts
- 1000+ market and stock related news notifications
- Mpin based login in the App, first in the industry
- Virtual portfolio launched

Internationally acclaimed research



India –Oil and Gas
In-depth analysis on why India OMCs continue to offer highly attractive risk - reward



India - NBFC
Turning cautious on the NBFC sector, given increasing risks to growth and earnings performance

- 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 December 2017

- Investment Banking business continues to witness strong momentum - completed 11 transactions in the last quarter across capital markets and advisory.
- There is a substantial pipeline of transactions which are at various stages of execution
- We continue to ramp up the team to capitalise on growth opportunities

Marquee Issues

 <p>Karur Vysya Bank</p> <p>Rights Issue</p> <p>₹892 Cr (November 2017)</p> 	 <p>Quess Corp</p> <p>OF by promoters</p> <p>₹727 Cr (November 2017)</p> 	 <p>Indian Energy Exchange</p> <p>Pre-IPO Secondary</p> <p>₹270 Cr (October 2017)</p> 	 <p>₹8,695 Cr (November 2017)</p> <p>Largest private sector IPO over the last 8 years</p>
 <p>Future Supply Chain Solutions</p> <p>IPO</p> <p>₹650 Cr (December 2017)</p> 	 <p>Shalby Multi-specialty Hospitals</p> <p>IPO</p> <p>₹505 Cr (December 2017)</p> 	<p>National Stock Exchange of India</p> <p>Secondary Placement</p> <p>₹357 Cr (October 2017)</p> 	 <p>Mutual Fund</p> <p>₹1,542 Cr (October 2017)</p> <p>First IPO of an Asset Management Company in India</p>
			 <p>₹1,001 Cr (October 2017)</p> <p>First IPO of a Power Exchange in India</p>
			 <p>IRB InvIT Fund</p> <p>Best India Deal of the Year Award 2017- Finance Asia</p>

IIFL is ranked #3 Investment Banker for CY2016 and CY2017

*Source – Prime Database. Issue type : – IPOs, FPOs, InvIT and QIPs. Rankings are from Jan 1, 2016 to December 31, 2017 on full credit basis based on amount raised

I: IIFL Group Business Overview

(i) Loans and Mortgages

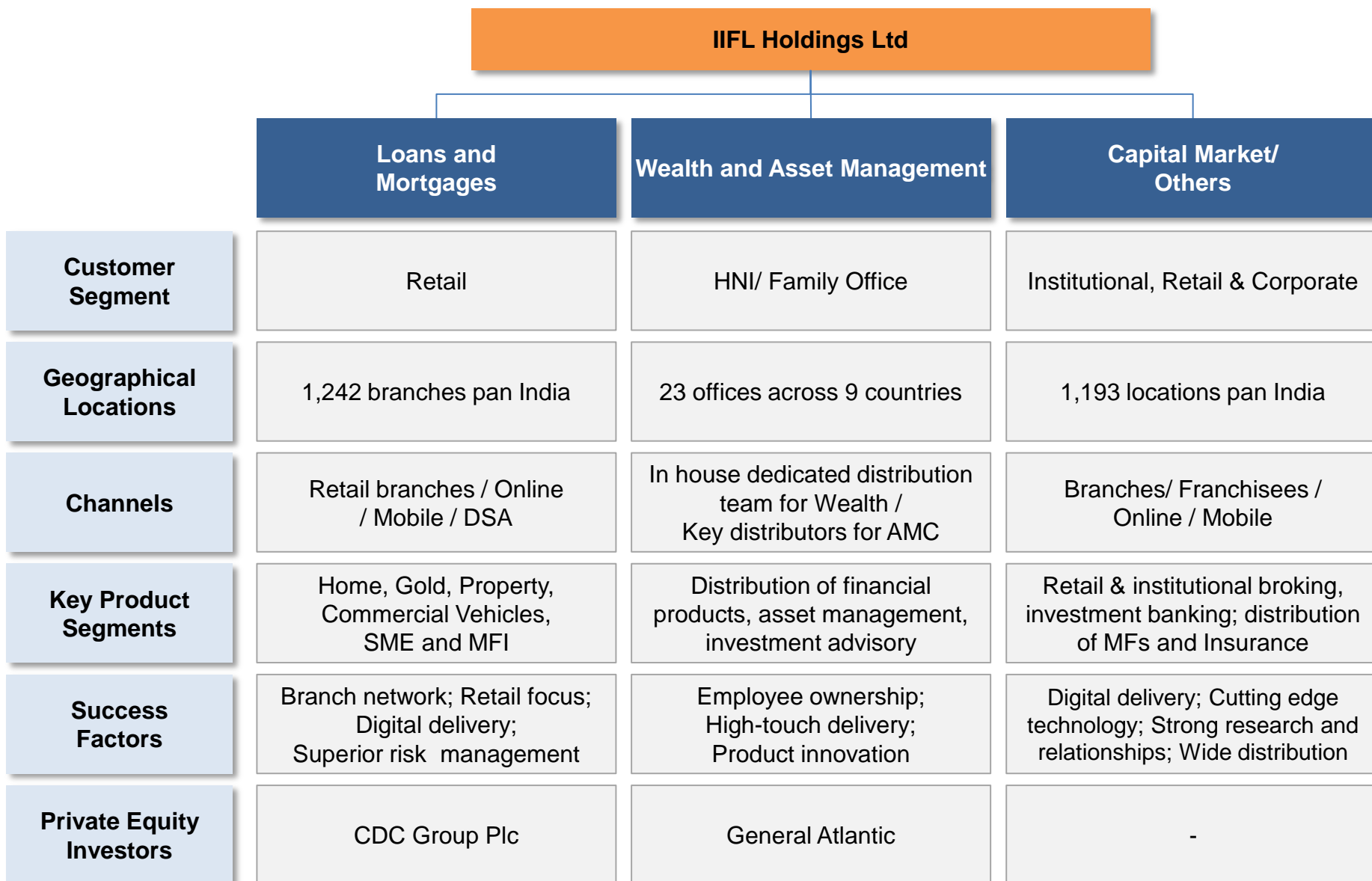
(ii) Wealth and Asset Management

(iii) Capital Markets

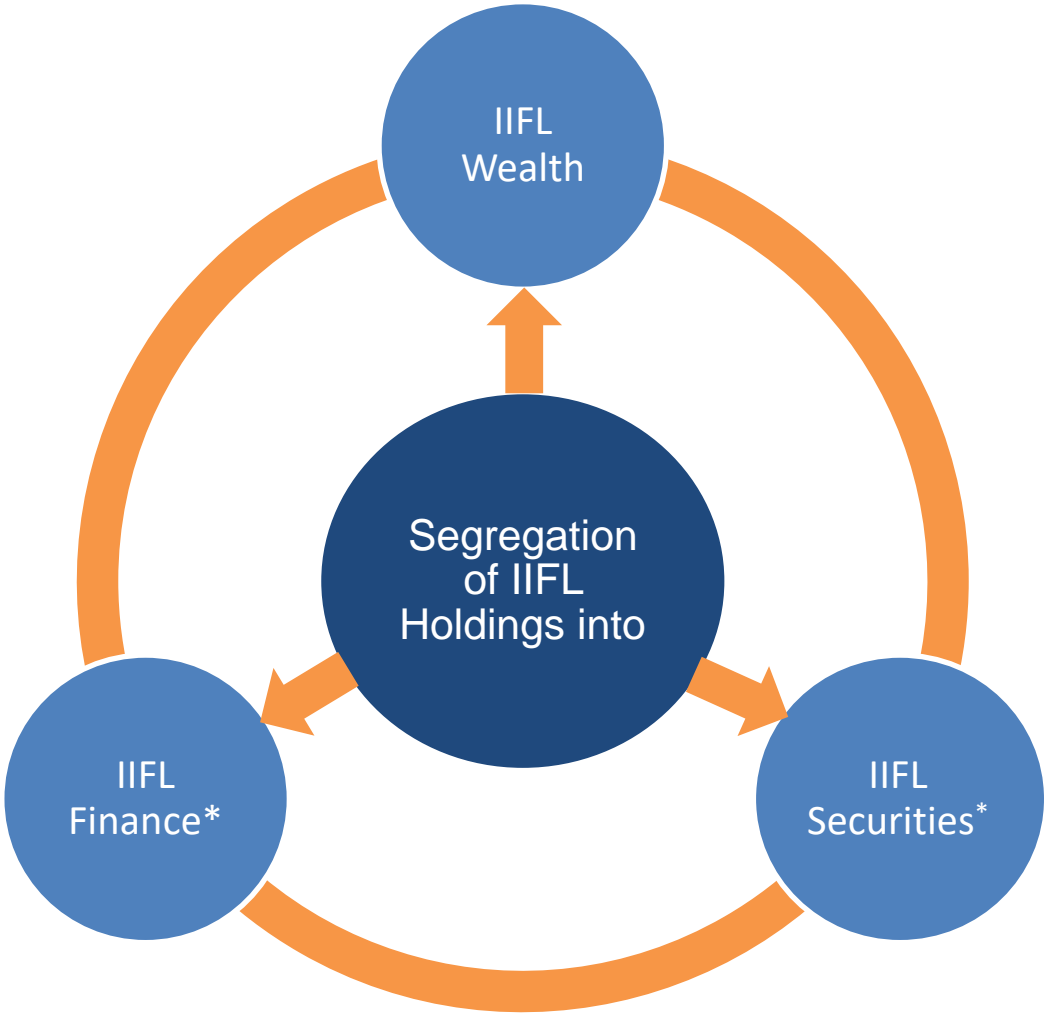
II: Reorganization of IIFL Group Companies

III: Ownership, Management and Governance

Three different businesses under one umbrella



Reorganization will create three listed entities engaged in three distinct businesses



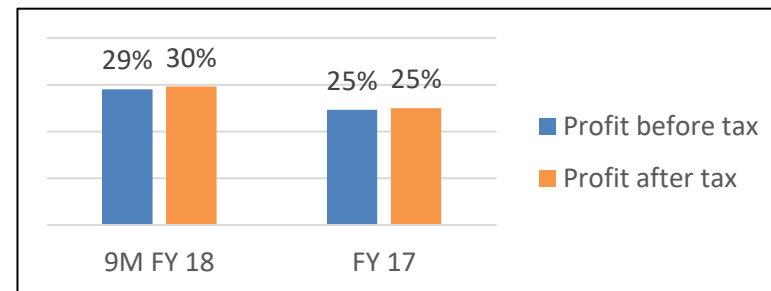
*IIFL Holdings and India Infoline Limited to be renamed as IIFL Finance Ltd and IIFL Securities Ltd respectively

Key financials of three businesses

Loans and mortgages

Rs. in Crs	9M FY18	Y-o-Y	FY 17	Y-o-Y
Total income	2,819.8	22%	3,165.1	14%
Total expenditure	2,220.1	20%	2,515.9	12%
Profit before tax	599.7	29%	649.2	25%
Profit after tax	394.1	30%	423.2	25%
Net worth	3,861.0	10%	3,545.0	44%
ROE	14.4%		15.2%	

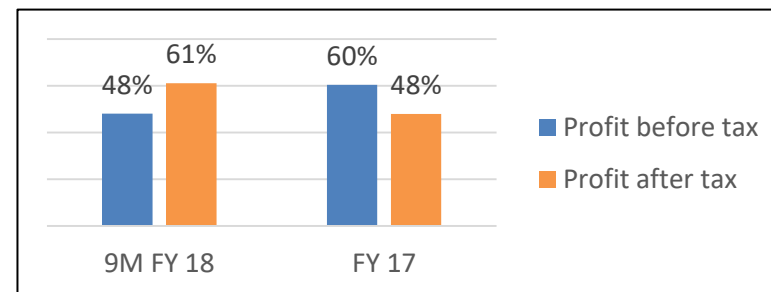
Year on year growth



Wealth management

Rs. in Crs	9M FY18	Y-o-Y	FY 17	Y-o-Y
Total income	1,307.0	83%	1,082.2	83%
Total expenditure	936.1	102%	719.2	98%
Profit before tax	370.9	48%	363.0	60%
Profit after tax	282.1	61%	250.5	48%
Net worth	1,786.0	30%	1,524.0	24%
ROE	22.7%		17.9%	

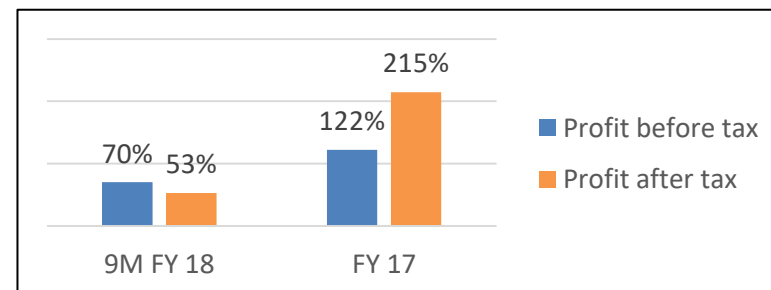
Year on year growth



Capital markets

Rs. in Crs	9M FY18	Y-o-Y	FY 17	Y-o-Y
Total income	615.3	25%	677.6	12%
Total expenditure	366.8	6%	465.7	(9%)
Profit before tax	248.6	70%	211.9	122%
Profit after tax	167.9	53%	148.6	215%
Net worth	575.1	2%	468.5	27%
ROE	40.3%		35.4%	

Year on year growth



Rationale for reorganization



Strategic consideration

Operational excellence

Investor perspective

- Each business has achieved critical mass, is now capable of functioning independently
- Allows each business to
 - create a strong and distinct business platform and brand
 - focus on their own business and achieve higher growth
- Potential opportunities to partner with strategic global player
- Greater flexibility to allot ESOPs to employees within their own businesses
- Regulatory compliance becomes simpler and avoids multiplicity of regulators

Rationale for reorganization



Strategic consideration

Operational excellence

Investor perspective

- Management of each of the companies to pursue independent growth strategies in different regional and overseas markets
- Focus and flexibility to respond to fast changing technology and business environment
- Ability to attract and retain high quality management team with specialised skills
- Effective risk management - ability to isolate potential risk of one business from the other
- Customized infrastructure and processes

Rationale for reorganization



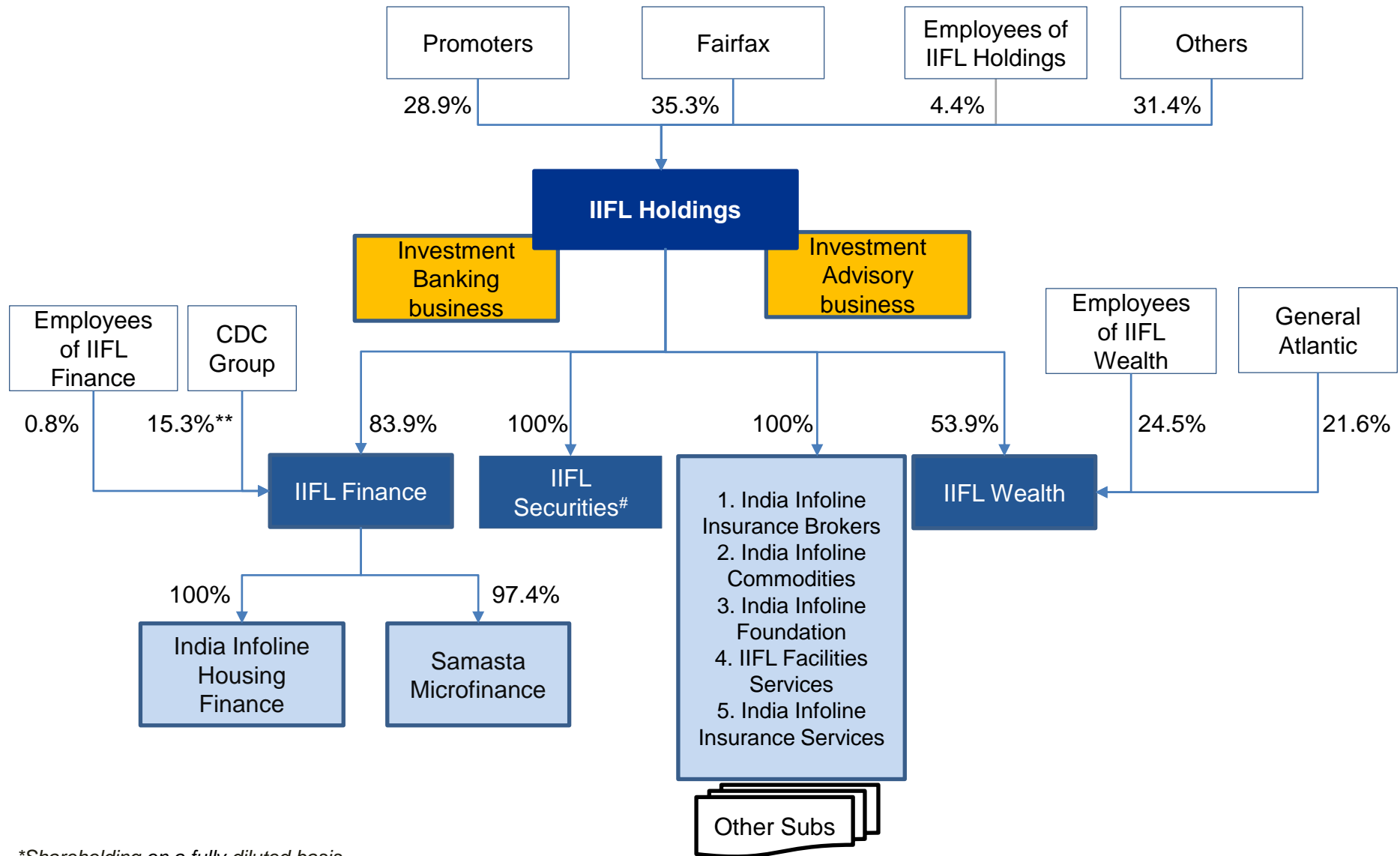
Strategic consideration

Operational excellence

Investor perspective

- Offer future and current investors a path to liquidity as well as price discovery for their investments
- Greater flexibility to raise capital in specific businesses as required
- Ability to attract investors who are interested in specific businesses which best suit their investment strategies and risk profiles

Existing shareholding structure*

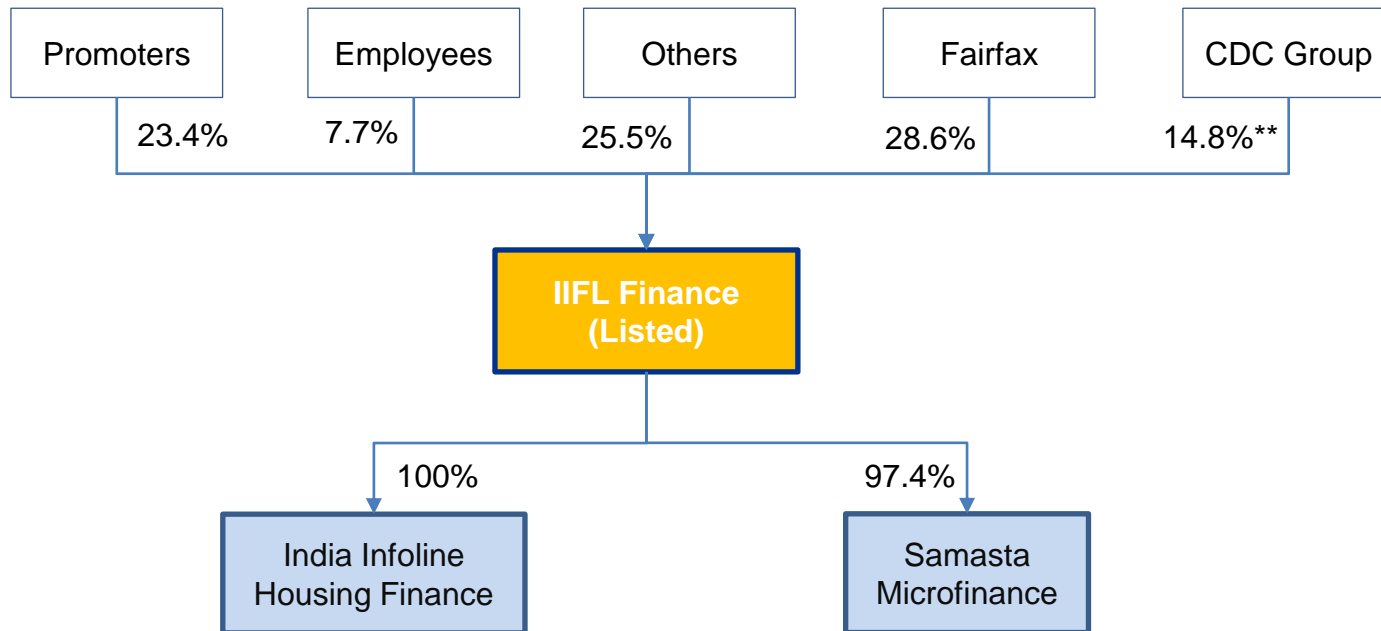


*Shareholding on a fully diluted basis

**Shareholding of CDC to become 14.8% over a period of time as and when ESOP options are vested and exercised

#India Infoline Limited to be renamed as IIFL Securities Ltd

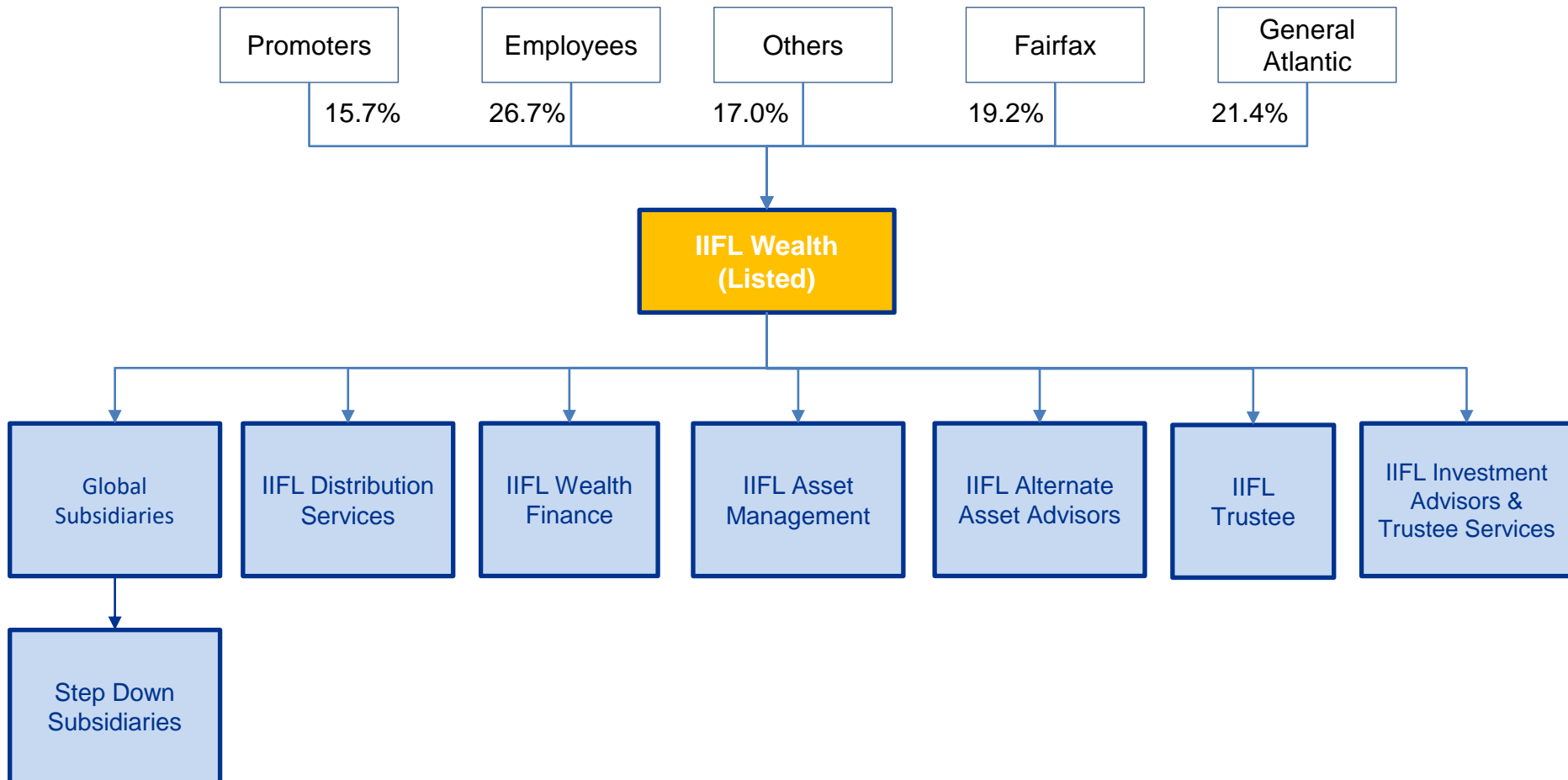
IIFL Finance – Proposed Shareholding Structure*



* Shareholding on fully diluted basis

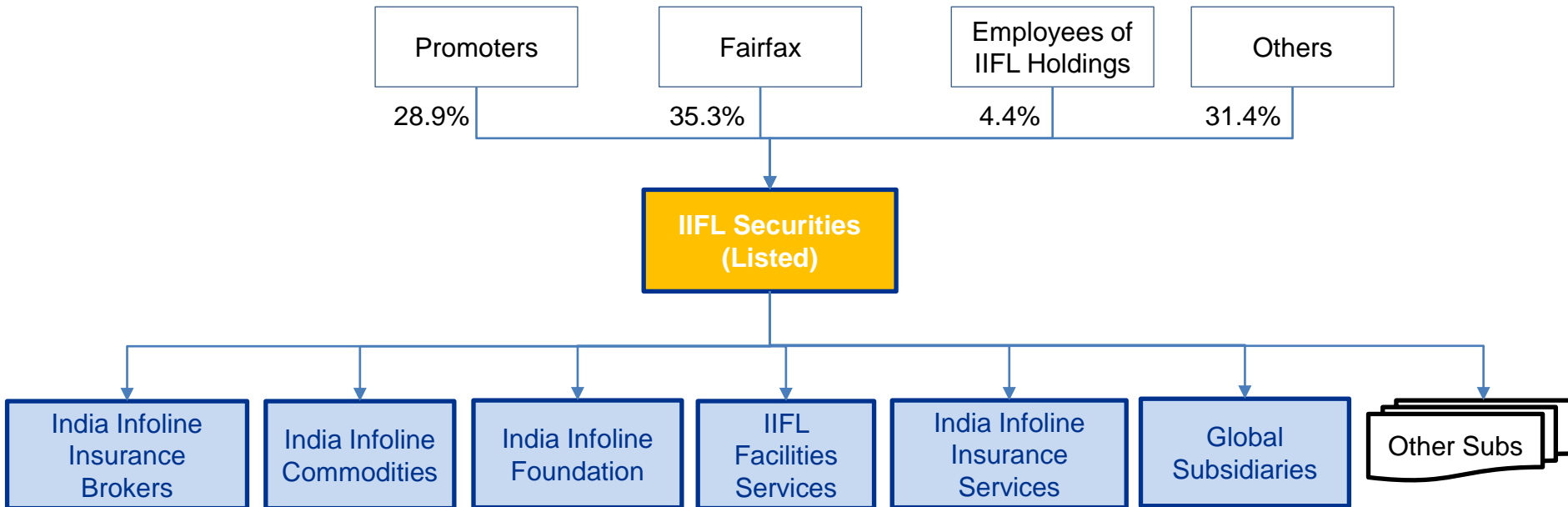
**Shareholding of CDC to remain 15.3% immediately after merger and it would become 14.8% over a period of time as and when ESOP options are vested and exercised

IIFL Wealth – Proposed Shareholding Structure*



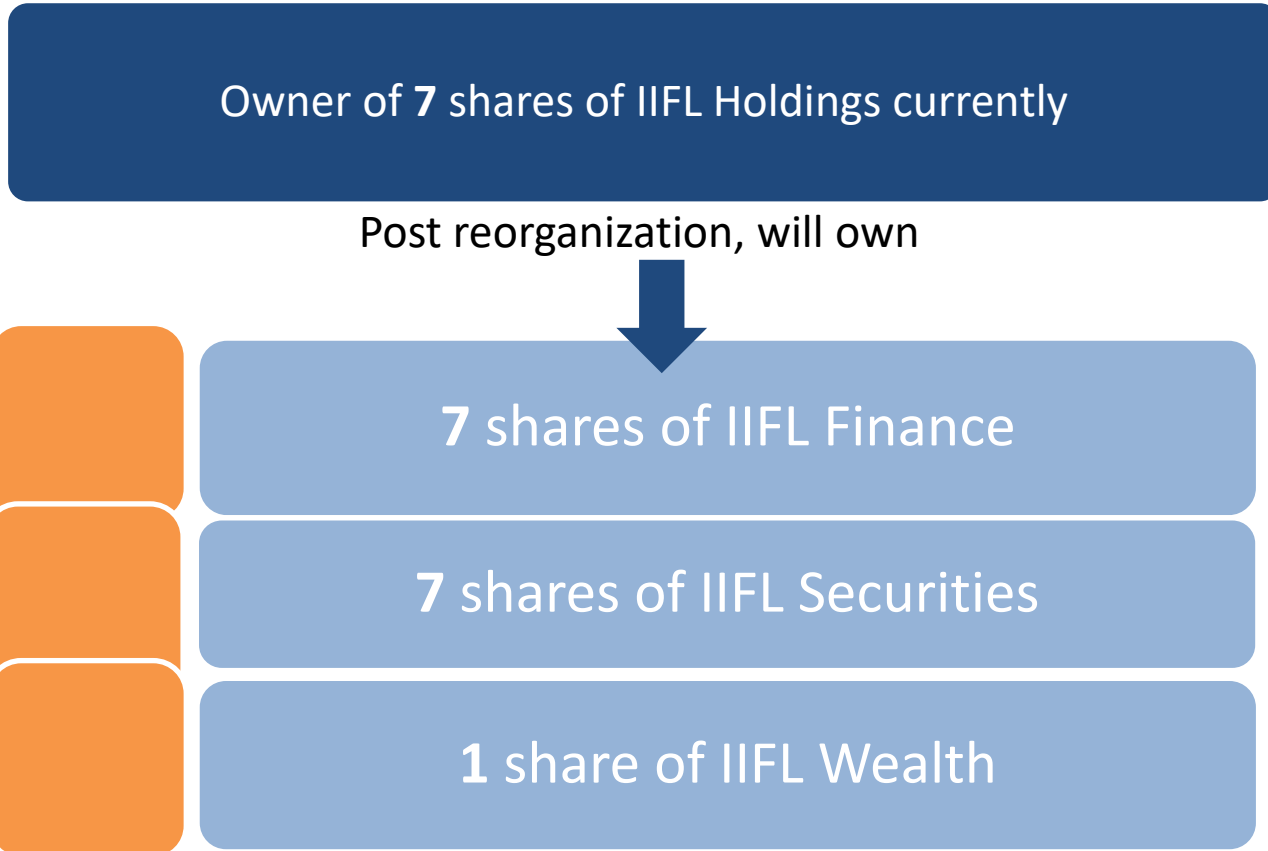
*Shareholding on fully diluted basis

IIFL Securities – Proposed Shareholding Structure*



*Shareholding on fully diluted basis

Share entitlement ratios for reorganization



Broad steps for Reorganization



S. No	Particulars
1	Board meeting of respective company approving the composite scheme of arrangement
2	Filing of draft scheme for approval of SEBI / stock exchanges
3	Filing of company application with NCLT
4	Application / intimation to applicable sector regulators for proposed reorganisation e.g. SEBI, RBI, etc.
5	Meetings of shareholders and/or creditors, as may be applicable
6	Approval from Regional Director, Registrar of Companies and Official Liquidator to the Scheme
7	Final approval of NCLT to the Scheme
8	Approvals from all regulatory authorities
9	Record date and issuance of shares by the respective company
10	Listing of shares of IIFL Securities and IIFL Wealth on the stock exchanges and listing of shares issued by IIFL Holdings to shareholders of IIFL Finance

Proposed reorganisation is likely to be completed in 10-12 months

Advisors to reorganisation



Advisor	Name of Organization
Legal Advisor	Khaitan & Co.
Tax Advisor	KPMG
Independent Valuers	Grant Thornton (Walker Chandiook & Co LLP)
Independent Fairness Opinion	ICICI Securities Ltd
Structuring Advisor	PWC

I: IIFL Group Business Overview

(i) Loans and Mortgages

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(iii) Capital Markets

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IIFL Holdings Ltd

(Listed co. | Bloomberg Code: IIFL IN)

Three key operating businesses - Multiple subsidiaries to comply with all applicable regulators

Loans and Mortgages

Loan AUM

₹27,288 Cr retail focused diversified loan assets

Products

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

Financials Q3FY18

Income ₹499Cr
Profit after tax ₹146 Cr

Minority Shareholders*

CDC Group plc - 15.4%

Wealth and Asset Management

Wealth Assets

₹1,28,175 Cr from 10,000+ high networth families

Products

Family office, AIFs, advisory and distribution services

Financials Q3FY18

Income ₹283Cr
Profit after tax ₹100 Cr

Minority Shareholders

General Atlantic - 22.9%
Employees – 20.0%

Capital Market/ Others

Customers and network

40 lakh customers serviced from 1,200+ locations

Products

Retail and institutional broking, investment banking

Financials Q3FY18

Income ₹206 Cr
Profit after tax ₹55 Cr

Minority Shareholders

Nil

Notes – (i) Income is net of interest expense (ii) Profit is pre-minority (iii) Loan/Wealth assets as at December 31, 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



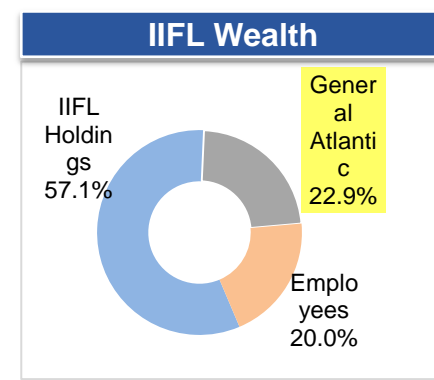
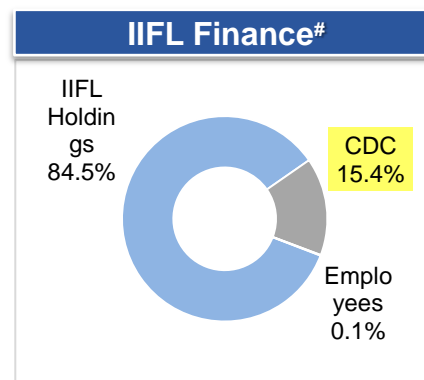
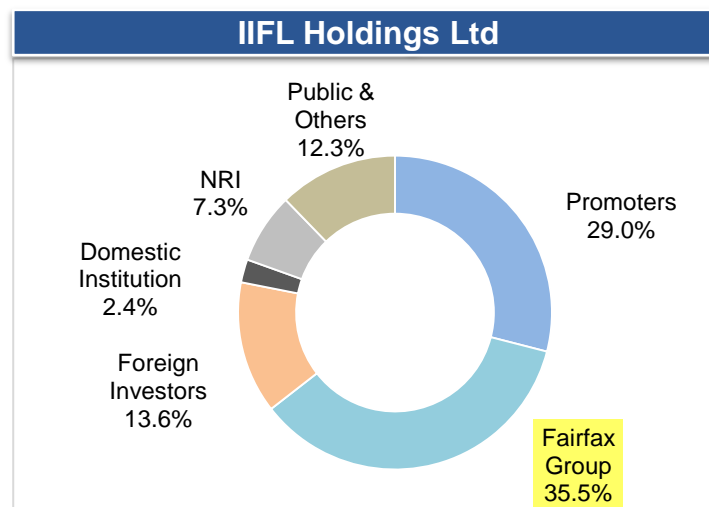
S. Sridhar

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

Management team with rich domain experience and ownership

Chairman	Nirmal Jain
Managing Director	R. Venkataraman
Housing Finance	Monu Ratra
Wealth Management	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
Technology	Subhash Kelkar

Marquee Investors



Notes : Shareholding pattern as at December 31, 2017.
 #Upon conversion of CDC's investment in India Infoline Finance Ltd on a fully diluted basis

IIFL's brand and credibility are substantiated by widespread recognition and multiple awards



IIFL ranked #241 in Fortune 500 –India List

IIFL JUMPS 42 POSITIONS TO RANK 241 IN FORTUNE INDIA 500 LIST

THE LISTS INDIA'S LARGEST CORPORATIONS

241 IIFL HOLDINGS Moved up 42 ranks, with a 24.3% increase in revenue. Its profit increased by 34.2%.



NHB

Recognizes IIFL Housing Finance amongst Best Performing Primary Lending Institutions under CLSS for EWS/LIG



Certified by 'Great Place to Work Institute'



Data Center Summit & Awards Data Centre Innovation



CMO Asia Best Housing Finance Company



ICAI Awards

IIFL team won top awards in the categories 'The CA Entrepreneur Leader', The CA Distinguished Achiever - Capital Market Sector' and 'The CA Corporate Contributor - BFSI Sector'



Corporate Social Responsibility

Quarter ended December 2017



Project Saksham

A community Financial Literacy Project. 277 awareness programs conducted in the third quarter with positive impacts on various groups



No. of new bank accounts opened:	No. of PMJDY accounts opened	No of Women seeded Aadhaar with their bank account	Women enrolled for PM Jeevan Jyoti Bima Yojana	No of women opened SSY accounts	Women enrolled for PM Suraksha Bima Yojana	No. of women got RSBY accounts
265	2176	2186	1265	216	3869	6523

Sakhion ki Baadi

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

12
Districts

994
Community
Schools

30,977
Beneficiaries



Eka Initiative

Under the Eka initiative, IIFL Foundation has started building independent Asian and Global ranking junior properties across three sports namely Chess, Golf and Tennis



Disclaimer



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