



IIFL Holdings Ltd

Press Release

For immediate publication

Mumbai, India

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IIFL Consolidated Q1FY17 Profit after Tax at ₹158 Cr, up 33% y-o-y;

Income at ₹1,031 Cr, up 13% y-o-y; ROE at 18.4%

- For the quarter year ended June 30, 2016, consolidated income stood at ₹1,030.5 Cr, up 13% year-on-year (y-o-y) with Profit after Tax (PAT) at ₹158.1 Cr, up 33% y-o-y
- ROE on a consolidated basis stood at 18.4% versus 16.6% in Q1FY16
- Loan assets under management (AUM) were at ₹18,559.7 Cr, up 16% y-o-y
- Total assets under management, distribution and advice under Wealth operations grew 14% y-o-y to ₹85,783 Cr

Summary: Consolidated – Q1FY17

₹ Crores	Quarter ended Jun 30, 2016	Quarter ended Jun 30, 2015	Y-O-Y	Quarter ended Mar 31, 2016	Q-O-Q
Income	1030.5	908.2	13%	1,099.9	(6%)
Profit Before Tax	234.6	187.7	25%	239.2	(2%)
Profit After Tax ¹	158.1	118.9	33%	149.8	6%

Mr Nirmal Jain, Chairman, IIFL Holdings Ltd., commented on the financial results, “The year FY17 has begun well with post tax growing by 33% y-o-y, prior to minority adjustment, in the first quarter. Our NBFC and Wealth businesses have delivered robust growth. We continue to re-balance our loan portfolio with focus on retail home loans and SME financing. Our wealth business franchise has further strengthened with steadfast focus on customer centric solutions. Capital Market volumes were a bit subdued in the first quarter but outlook for rest of year looks promising.”

¹ Pre-minority



NBFC operations

Q1FY17 PAT was ₹89 Cr, up 22% y-o-y, while total income was ₹289.8 Cr, up 12% y-o-y. NBFC²'s ROE for Q1FY17 stood at 16.4% and ROA was 1.8%. NIM remained stable at 6.1%.

Loan assets under management, predominantly retail, showed a steady increase of 16% y-o-y to ₹18,559.7 Cr for the quarter ended June 30, 2016. This growth was driven by retail mortgage and commercial vehicle (CV), whose share in the overall look book has increased to 49% and 14% respectively in Q1FY17 from 35% and 9% in Q1FY16. Retail mortgage loans at ₹9,122 Cr registered a 65% y-o-y growth while, CV loans increased 73% y-o-y to ₹2,522.9 Cr. On the other hand, there was a decline in loan book of large mortgages and capital market related loans. The capital market book has decreased to ₹970.6 Cr, down 61% y-o-y. This is part of a conscious strategy to de-risk our loan book and make it more retail focused.

Asset quality: Gross NPAs and Net NPA ratios have increased to 1.97% and 0.91% respectively as on June 30, 2016 versus 1.62% and 0.81% in the previous year due to movement from 150+DPD to 120+DPD NPA recognition norm, and q-o-q decline in the AUM. Against gross NPA of ₹331.6 Cr, specific provisions stand at ₹178.5 Cr. Besides this, provision of ₹70.9 Cr has been made for standard assets as per statutory requirements. Total provision coverage (including standard asset provision) stands at 75% of Gross NPAs.

Capital adequacy: Total CAR of 17.8% including Tier I capital of 12.8%.

Wealth operations

IIFL Wealth is the fastest growing Wealth Management Company in India with presence across 22 major cities in India and abroad. Q1FY17 PAT was ₹52.7 Cr, up 41% y-o-y, while income was ₹177.5 Cr, up 68% y-o-y. Total assets under advice, distribution and management grew 14% y-o-y ₹85,783 Cr.

IIFL Wealth Finance, a wholly-owned NBFC subsidiary of IIFL Wealth, commenced operations in Q4FY16, with a net-worth of ₹901 crores. Loan book grew from ₹100 crore in Q4FY16 to ₹1,465 crore in Q1FY17, with a yield of around 12%.

² Figures are annualized



Capital market activities

Capital market income was ₹115.6 Cr in Q1FY17, down 15% y-o-y. The average daily equity market turnover was at ₹7,209 cr, up 1% y-o-y versus 3% y-o-y fall in the exchange turnover.

IIFL Markets continues to be the highest rated mobile trading app on Android and IOS. Since February 2015, the app has seen over 600,000 downloads and close to 16,000 users on Google Play Store have accorded it a rating of 4.4 out of 5, best amongst the peer group.

During the quarter, IIFL's investment banking division completed 4 transactions including ₹ 882.5 Cr IPO of Ujjivan Financial Services, ₹400 Cr IPO of Qness Corp³ and ₹1,656 Cr NCD placement in Sanmar Engineering Services and an open offer of Moschip Semiconductor Technology.

CDC Group plc, UK Invests ₹1,000 crores

- CDC Group plc, the United Kingdom's government-owned Development Finance Institution, will invest around ₹1,000 crores in India Infoline Finance Ltd (IIFL Finance)
- CDC's investment will help IIFL Group in expanding the financing business and address the capital needs of under-served segments through diversified offerings.
- The investment is by way of Compulsorily Convertible Preference Shares (CCPS), which on conversion will result in 15.45% equity stake for CDC on a fully diluted basis. The proposed investment is subject to necessary regulatory approvals

Awards and Accolades received during the quarter

- ET Best BFSI Brands Recognition
- BSE Skoch Order of Merit Award for Innovative Deployment of Technology Within Investing Services Space
- Best Performing National Financial Advisor - Wealth Distributor Award by CNBC & UTI Financial Advisors Award 2016
- ET NOW Dealing Room Heroes - Five IIFL Employees Awarded
- Best Independent Wealth Management Team, India at Capital Finance International
- Best Private Bank, India at The Asset Triple A Digital Enterprise Awards

³ Issue was launched on 29 June 2016 and closed on 01 July 2016



- Best Private Wealth Manager, India at Alternative Investment Awards
- Best India Start-Up Fund: Seed Venture Fund at Alternative Investment Awards
- Best Online Wealth Management Experience at The Asset Triple A Digital Enterprise
- Best Wealth Management Firm, India at APAC Insider Investment Awards
- BSE Skoch Awards for Innovation and Meritorious CSR
- Bureaucracy Today - CSR Excellence Awards to IIFL Foundation and Dr. Sarika Kulkarni

Corporate Social Responsibility – Activities undertaken during Q1FY17

IIFL Group has adopted 32 tribal locations in three villages (Walvanda, Shirosi and Kasatwadi) of Jawhar Taluka in Palghar district, Maharashtra under IIFL’s flagship programme ‘Gram Vardhan Yojana’.

Activities in Jawhar

- 16 check dams were built during the quarter. In addition, 17 bore wells were dug up and depth of 10 wells were increased
- 100 toilets were completed in the three villages of Walvanda, Shirosi and Kasatwadi
- A new batch of 150 tribal boys was admitted for vocational training program in two-wheeler, four-wheeler maintenance, welding and electrical. After completing the training program of 3 months, the tribal boys can be placed in different companies in the vicinity

Women Empowerment Program

Activities in Rajasthan

- Over 600 women were trained in tailoring in this quarter in different villages of Rajsamand district
- Women undergo a one-month course, wherein, they learn using machine and importantly designing and stitching 5 different types of garments. Many of these women are using the vocational training in tailoring to start a small business



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 financing, asset and wealth management, capital markets, financial products distribution, investment banking, institutional equities, and project financing and advisory services through its various subsidiaries.

IIFL Holdings Ltd with a consolidated net-worth of ₹3,058 crores as of June 30, 2016, is headquartered in Mumbai with overseas offices in London, New York, 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 offering gamut of services to more than 3 million customers across various business segments and is continuously building on its strengths to deliver excellent service to its expanding customer base.

IIFL was recognised as '**India's Most Trusted Financial Service Brand (Non-Bank)**' by the Brand Trust Report India Study, 2016. IIFL bagged **Best Customer Service in Financial Sector** by World Quality Congress - service quality awards in 2015. IIFL won '**The Best Private Banking Services Overall, India**' award at Euromoney Private Banking and Wealth Management Survey, 2016. www.indiainfoline.com won **Best Website** in the Banking & Investment category from Website of The Year India, 2015. IIFL has been listed as the **top securities trading firm in India in Fortune 500** India list, 2014. IIFL received the '**Best Broker of the year Award**' (for contribution to broking in India) at India's Best Market Analyst Awards 2014 organized by Zee Business. IIFL received **India's Most Promising Brand** 2014 award at WCRC Global India Excellence Summit in London.

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, 2016, are available under the 'Investor Relations' section on our website www.indiainfoline.com.

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

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