

IIFL Securities Limited

Press Release

For immediate publication

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IIFL Securities Ltd consolidated financial results for the quarter & half year ended September 30, 2019:

- Total Comprehensive Income before exceptional items stood at ₹38 Cr for the quarter (up 61% q-o-q), and ₹62 Cr for the half-year (down 39% y-o-y)
- Total Comprehensive Income after exceptional items stood at ₹24 Cr for the quarter and ₹149 Cr for the half-year
- Total Income stood at ₹185 Cr for the quarter (unchanged) and ₹370 Cr for the half-year (down 19% y-o-y)
- Assets under management stood at ₹26,840 Cr

Summary: Consolidated – Q2FY20

₹Crore	Quarter ended September 30, 2019	Quarter ended June 30, 2019	Q-O-Q
Income	184.9	185.0	0%
Profit Before Tax	48.6	37.2	31%
Total Comprehensive Income before exceptional items	38.2	23.7	61%
Total Comprehensive Income after exceptional items	23.7	125.4	(81%)

Summary: Consolidated – H1FY20

₹Crore	Half Year ended September 30, 2019	Half Year ended September 30, 2018	Y-O-Y	Year Ended March 31, 2019
Income	369.9	456.6	(19%)	875.6
Profit Before Tax	85.8	145.6	(41%)	258.1
Total Comprehensive Income before exceptional items	61.9	100.7	(39%)	172.1
Total Comprehensive Income after exceptional items	149.1	100.7	48%	172.1

Mr. R. Venkataraman, Managing Director, IIFL Securities Ltd., commented on the financial results: “The broking industry has been facing headwinds for the last few months. We have seen a steep decline in the volume and price of small and mid-cap stock which affected retail sentiments. Post the reform measures announced by the government, we are optimistic that the market will pick up in the second half of the financial year.”

Retail and Institutional broking

IIFL Securities is a key player in both retail and institutional segments of the capital market, and in investment banking. We have over 2,500 points of presence across India and provide unparalleled research coverage on 200+ companies.

During the quarter, the average daily market turnover (including F&O) for the broking business was Rs 19,280 Cr (BSE + NSE), up 13% q-o-q and the share of daily cash turnover stood at 3.4%.

Retail broking revenue was Rs 105.3 Cr for the half year ended September 30, 2019, and assets under management stood at Rs 26,840 Cr.

The Company serves over 8 Lakh customers and has a strong online presence. Mobile trading has significantly aided in increasing customer additions. Mobile trading clients as a percentage of total retail clients stood at 52% during the quarter as compared to 49% in Q1FY20, and mobile brokerage constituted about 39% of retail broking revenue.

Our mobile trading app, 'IIFL Markets' continues to be the highest rated amongst peers (4.3) with over 32 lakh downloads. IIFL's Mutual Fund App crossed 8.4 lakh downloads with a 4.2 star rating, and is steadily building on its customer base.

IIFL's Institutional broking segment is a market leader in block placements, placing over US\$15 billion in blocks over the past 5 years. It has 600+ domestic and foreign clients. Institutional broking revenue for the half year stood at Rs 68.1 Cr.

Financial Products Distribution (FPD)

IIFL Securities offers a wide range of products such as mutual funds, insurance, IPOs and others, targeting retail clients. Mutual Fund AUM stood at Rs 3,373 Cr at the end of the quarter and number of SIP transactions were ~89,000. FPD revenue for the half year ended September 30, 2019 was Rs 68.6 Cr.

Investment Banking

IIFL's Investment banking segment completed 6 transactions in H1FY20 across capital markets and advisory despite volatile markets. Some deals completed this quarter included IPO of Spandana Sphoorty, Sterling and Wilson and Private Equity placement of LoanTap.

Listing of Shares of the Company on NSE and BSE

Pursuant to effecting of the Composite Scheme of Arrangement between IIFL Finance Limited, IIFL Securities Limited and other five entities of IIFL Group, the Company allotted new equity shares to the shareholders of IIFL Finance Limited in the ratio of 1:1 on June 06, 2019. The shares of the Company are now listed at NSE and BSE w.e.f. September 20, 2019.

About IIFL Securities

IIFL Securities Ltd (NSE: IIFLSEC, BSE: 542773) is one of the key capital market players in the Indian financial services space. IIFL Securities primarily offers advisory and broking services, financial products distribution, institutional research and investment banking services.

IIFL Securities has established itself through a combination of leading-edge technology, diverse product offerings, management expertise, and a wide network of branches across India. The Company has developed long-term relationships with its customers with sustained high quality performance and continues to be their preferred investment partner.

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 September 30, 2019, are available under the '[Investor Relations](#)' section on our website www.iifl.com.