



IIFL CAPITAL
TRANSFORMING WEALTH INTO LEGACY

February 17, 2026

The Manager, Listing Department, BSE Limited, Phiroze Jeejeebhoy Tower, Dalal Street, Mumbai 400 001 Tel No.: 22721233 Fax No.: 22723719/22723121/22722037 BSE Scrip Code: 542773	The Manager, Listing Department, The National Stock Exchange of India Ltd., Exchange Plaza, 5 Floor, Plot C/1, G Block, Bandra - Kurla Complex, Bandra (E), Mumbai 400 051 Tel No.: 2659 8235 Fax No.: 26598237/ 26598238 NSE Symbol: IIFLCAPS
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Dear Sir/Madam,

Sub: - Earnings conference call transcript

Please find attached herewith a transcript of the earnings call held on Wednesday, February 11, 2026. The same is available on the website of the Company and can be accessed at the following link:

https://files.iiflcapital.com/assets/IIFL_Capital_Earnings_Feb11_2026_9565bda7e6.pdf

Kindly take the same on record and oblige.

Thanking you,

Yours faithfully,

For **IIFL Capital Services Limited**
(Formerly IIFL Securities Limited)

Meghal Shah
Company Secretary

Encl: As above



“IIFL Capital Services Limited Q3 FY '26
Earnings Conference Call”

February 11, 2026



**MANAGEMENT: MR. R. VENKATARAMAN – MANAGING DIRECTOR,
IIFL CAPITAL SERVICES LIMITED
MR. RONAK GANDHI – CHIEF FINANCIAL OFFICER,
IIFL CAPITAL SERVICES LIMITED**

Moderator: Ladies and gentlemen, good day, and welcome to IIFL Capital Services Limited Q3 FY '26 Earnings Conference Call.

As a reminder, all participant lines will be in the listen-only mode, and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing “*” then “0” on your touchtone phone. Please note that this conference is being recorded.

I now hand the conference over to Mr. R. Venkataraman. Thank you, and over to you, sir.

R. Venkataraman: Thank you, and good afternoon, friends. Welcome to the Q3 FY '26 Analyst Call of IIFL Capital. I am joined in this call with Ronak Gandhi, who is our CFO.

Despite a challenging global environment, the Indian economy has remained resilient, demonstrating growth with historically low inflation, improving labor market indicators, and strengthening external financial buffers. Coordinated fiscal, monetary, and structural policies have reinforced macroeconomic stability while supporting investment and consumption.

The Trump tariff deal and a fiscally prudent budget with CAPEX focus ensure stable macroeconomic environment with a positive bias. The RBI has also raised its real GDP growth projection to 7.4%, signaling confidence in the durability of domestic demand. However, global trade uncertainties and commodities and financial market volatility may cloud the external outlook.

Coming to our results:

Consolidated operational revenues for the quarter stood at INR 586 crores, virtually flat on a quarter-on-quarter and in year-on-year basis.

Coming to details on a quarter-on-quarter basis:

Retail Broking income was INR 288 crores this quarter versus INR 271 crores in Q2 FY '26, which is up 6%, mostly on line of increased volumes.

Institutional and investment banking revenues have decreased 14% to INR 160 crores, which was INR 186 crores in the previous quarter. The financial product distribution income was up by 3%, INR 134 crores versus INR 130 crores.

Now, coming to the expenses:

We have seen an increase in the employee cost to INR 175 crores in this quarter from INR 154 crores in the previous quarter due to variable pay provisioning and a one-time charge of INR 7 crores due to changes in labour laws.

Depreciation increased by 13% on account of investment in branches. Fees and commissioning expenses increased by 10% due to higher payouts, which is now standing at INR 130 crores. Admin expense was up 5% to INR 91 crores.

Operational profit before tax was INR 119 crores, down 27% on a quarter-on-quarter basis, primarily on account of increase of expenses. Other income was INR 135 crores, and this includes a gain of almost INR 90 crores on sale of real estate property held in IIFL facilities and also mark-to-market gains on BSE shares.

Coming to year-on-year basis:

Retail Equities volume was INR 288 crores this quarter versus INR 299 crores in the Q3 FY '25, which is down 3%.

Institutional and investment banking revenues decreased 6%, INR 160 crores this quarter versus INR 171 crores in Q3 FY '25. FPD income, Financial Products Distribution Income was INR 134 crores versus INR 107 crores, up 25% because of an increased focus on distribution income.

Again we have seen an increase in employee costs. Employee costs increased 17% to INR 175 crores this quarter versus almost INR 150 crores in Q3 FY '25 because of increase in headcount also apart from the variable pay provisions, which I spoke about earlier, and the INR 7 crore hit.

Depreciation increased 21% to INR 17 crores from INR 14 crores due to setup of new branches and investment in technology. Fees and commissions increased 10% to INR 130 crores because of higher payouts. Admin expense stood at INR 91 crores, almost 30% increase because of increase in technology and branding and marketing costs.

Operational PBT was INR 119 crores before the mark-to-market which is down almost 36% on year-on-year basis, as I mentioned again, because of increased expenses.

Coming to some housekeeping numbers:

Average daily turnover this quarter was INR 3,14,660 crores which was futures and options of INR 3,11,976 crores and a cash of INR 2,685 crores which was in the previous quarter INR 2,63,568 crores. F&O was INR 2,60,956 crores and cash was INR 2,612 crores which is up 19% and the same was INR 2,78,267 in Q3 FY '25. F&O was INR 2,75,520 crores and cash was INR 2,747 crores.

Now there are other inputs, other updates I want to share with you. First and foremost, there have been media reports regarding some investments in the company. We constantly explore strategic and other opportunities to enhance shareholder value. If and when there is a development that requires any disclosure in the SEBI's LODR regulations, we will make it.

Coming to income tax matters:

The Income Tax Department, as you are aware of, had conducted a search under Section 132 in January 2025. In the course of the proceedings, various matters examined in the holding company and the subsidiaries. We have fully co-operated with the department by furnishing all requisite information and evidences as sought from time to time as a prudential measure and without prejudice to our rights and contentions, on a consolidated basis, we have paid an ad hoc taxes of INR 27 crores approximately, and this has been accounted for this quarter as tax expense, tax adjustment for prior years.

The post-search assessment proceedings are currently in progress, and we continue to extend full co-operation. That, as of now, there is no order, demand, notice at this point and hence potential impact at this point is not ascertainable. We believe, after considering all available facts and records, that there is no material adverse effect on the financial position of the group and no material adjustments are required to be made to the financial statements.

With this, I come to the end of my talk, and we are open to handle any questions that you may have.

Moderator: Thank you very much, sir. We will now begin with a question-and-answer session. The first question is from the line of Keshav Kanwa from White Pine Investment. Please go ahead.

Keshav Kanwa: How many RMs did you add this quarter? And also, my second question is that, when do you think wealth management business will break even and become profitable?

R. Venkataraman: To answer your second question first, we believe that we are continuing to invest in the wealth management practice, and I hope that at this point in time we are loss making, but by next year we should be closer to break even.

Second thing is about the RM. If you see, we have two channels, basically, wealth as well as the private client group or the existing RM base. So, effectively, we have lost some RMs in the existing PCG or the existing broking space, and we have added marginally. Because I think we have added about 2-3 RMs this quarter in the wealth space.

And as I mentioned in the earlier call, this space is becoming increasingly competitive and recruitment we have faced, I think everybody is facing recruitment challenges, and hence we are going slow in the way we are recruiting. So, as we speak right now, we have about 470 RMs on a combined wealth and the old Private Client Group.

Keshav Kanwa: My question was that by year end, like in FY '26, by year end, how many RMs do you see to add?

R. Venkataraman: I think we will be adding maybe another 10-15 RMs. Beyond that I don't think that will happen in the next two months.

Moderator: The next question is from the line of Aditya Bhatia from Electron Capital. Please go ahead.

- Aditya Bhatia:** Just a question regarding the distribution assets. For the last nine months, I have been seeing that the mix is increasing towards our TBR rather than the ARR, which we expect towards what the management. So, just if your comments on that, that would be really helpful.
- R. Venkataraman:** No, actually, if you see that mix between TBR and ARR has been broadly in the 60/40 range, and I think last quarter we have seen some increase in the fixed income space because of increased allocation of fixed income like NCDs. So, we would hope that in the going ahead also will be in the 60 to 40 range or maybe 65/35. I think last quarter we have seen some increase in TBR assets simply because of more NCDs and fixed income allocation.
- Aditya Bhatia:** So, 65/35 going forward.
- R. Venkataraman:** 60/40, 65/35. I think it is better if you take the 60-40.
- Aditya Bhatia:** 60/40, okay. And secondly, if you can give me the split between IE and IB income?
- R. Venkataraman:** See, basically, last quarter, roughly, I think institutional was INR 100 crores no last quarter?
- Ronak Gandhi:** Yes.
- R. Venkataraman:** The broking was about INR 100 crores in the INR 160 crores.
- Aditya Bhatia:** Yes, I was wondering also if you can tell me what is the yield that we are making on broking income for institution as well as retail?
- R. Venkataraman:** I think the broking yields is like on the institutional business. I don't have this data upfront. So, maybe I will contact you offline and share that.
- Aditya Bhatia:** That's all from my end.
- R. Venkataraman:** If there are no more questions, I want to thank the participants. And Ronak and I are available to answer any questions you have. So, you can meet, you can connect offline also to discuss the same.
- Moderator:** Thank you, members of the management. Ladies and gentlemen, on behalf of IIFL Capital Services Limited, that concludes this conference. We thank you for joining us and you may now disconnect your lines.