



India Infoline Limited | Press Release | Financial Results: Q3FY12

Press Release

For immediate publication

Mumbai, India

February 4, 2012

IIFL Consolidated Income for Q3FY12 up 16.9% qoq

Results (consolidated) for the quarter ended December 31, 2011

- Income for the quarter at ₹4,804.4 mn, up 16.9% qoq (up 4.5% yoy)
- Profit after Tax at ₹358.1 mn, up 62.2% qoq (down 46.6% yoy)
- Financing and distribution business have driven income growth

Summary consolidated financials

(₹Mn)

	Quarter ended Dec 31, 2011	Quarter ended Sep 30, 2011	Quarter ended Dec 31, 2010	% Quarter-on- Quarter	% Year-on- Year
Income	4,804.4	4,108.6	4,596.4	16.9%	4.5%
EBIDTA	2,052.1	1,611.1	2,199.0	27.4%	(6.7%)
Profit Before Tax	492.7	352.8	1,006.1	39.7%	(51.0%)
Profit After Tax	358.1	220.7	670.6	62.2%	(46.6%)

Mr Nirmal Jain, Chairman, IIFL, commenting on the financial results of Q3FY12 said, “On a QoQ basis, we have been able to improve our performance significantly despite continued sluggishness in equities trading volumes. Our growth has been driven by distribution of financial products like insurance and growth in retail loan book. The operating environment for all our businesses is likely to improve in 2012”.



Equities and Commodities Broking

Equities, broking and related revenue was ₹1,262.4 mn in Q3FY12, down 9.1% qoq, down 32.5% yoy.

In equities brokerage, our average daily turnover during the year was ₹51.8 bn, down 0.6% qoq and 17% yoy. Market share on the NSE was at 3.7% in Q3FY12 as against 3.6% in Q2FY12. The market share saw a marginal increase due to increase in our cash market share. Average daily volumes in our commodities business stood at ₹15.6 bn during the quarter, down 12.3% qoq, up 100% yoy.

Our in-depth, thematic research has always been very well-received. Our recent research reports include Insights: Key charts on eight important facets of the Indian economy; India – Internet: Emergence of internet-based industries as India's internet userbase reaches a tipping point; India – Highways: An analysis of operational BOT road projects.

Distribution and Marketing

During the year under review, our income from this segment was ₹655.0 mn, up 55.5% qoq, up 39.1% yoy. Our product portfolio is dominated by long term endowment products. It is also diversified across several leading insurance companies which include SBI Life, Reliance Life Insurance, HDFC Standard Life, Tata AIG, ICICI Prudential etc.

Insurance industry volumes down 19% yoy for the first 8 months of current fiscal, however IIFL distribution and marketing revenue increased by 7% in the first nine months of the fiscal year.

Financing and Investment

The NBFC loan portfolio increased to ₹62.2 bn as on December 31, 2011. Our loan book largely comprises secured lending with mortgages contributing to 50%, capital market products contributing to 16%, gold loans contributing to 32% and medical equipment financing contributing to 1.5%. Our unsecured loan book has fallen to less than 0.5% of the total book. NPAs on our overall portfolio are less than 0.5%.

Mutual fund

IIFL AMC launched its first New Fund Offer (NFO) IIFL Nifty ETF on September 28, 2011 and received an overwhelming response from investors. IIFL Nifty ETF was among the top 2 equity oriented ETF in terms of total trading volumes for the month of December because of its high retail participation.

IIFL Mutual Fund also launched its first debt scheme, IIFL Fixed Maturity Plan Series 1. The scheme is a close ended income scheme for a tenure of 550 days. The performance of the scheme would be benchmarked against CRISIL Short Term Bond Index. The scheme opened on January 13, 2012 and closed for subscription on January 19, 2012. The fund received a good response and collected around ₹320 million.



IIFL Real Estate Fund (Domestic) Series 1 raises ₹5 bn

India Infoline Venture Capital Fund (IIFL VCF), the venture capital arm of India Infoline Group (IIFL), successfully completed the launch of its Real Estate Fund – 'IIFL Real Estate Fund (Domestic) Series 1' on January 25, 2012. The fund was fully subscribed to its issue size of ₹5 bn. The fund is a debt and equity linked investment instrument focusing on affordable residential segment across the top 7 cities in the country. IIFL Alternate Asset Advisors Limited is the Investment Manager of the fund.

About 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, which is one of India's leading online destinations for personal finance, stock markets, economy and business.

IIFL has been awarded the 'Best Broker in India, 2011', by FinanceAsia and the 'Best Equity Broker of the Year, 2011' by Bloomberg UTV. IIFL Wealth was recently awarded 'Best Wealth Management House – India' at The Asset Triple A Investment Awards. IIFL also received 'Best Broking House with Global Presence' at the D&B Equity Broking Awards, 2011. 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 around 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 ended Dec 31, 2011, is available under the 'Investor Relations' section on our website www.indiainfoline.com.

For further information please contact:

Ms. Poonam Saraogi Investor Relations India Infoline Ltd D : (+91) 22 4249 9115 E-mail: poonam.saraogi@indiainfoline.com	Ms Sneha Venkateswaran Adfactors PR M : (+91) 98209 32752 E-mail: sneha.v@adfactorspr.com
--	---