



Press Release
For immediate publication

Mumbai, India
January 30, 2013

IIFL Consolidated Quarterly Net Profit* at ₹75 Cr up 106% yoy; Income at ₹696 Cr, up 45% yoy

Summary consolidated financials

₹ Crores	Quarter ended Dec 31, 2012	Quarter ended Sep 30, 2012	Quarter ended Dec 31, 2011	% Quarter- on-Quarter	% Year-on- Year
Income	695.7	653.2	480.4	7%	45%
EBITDA	356.3	312.5	205.2	14%	74%
Profit Before Tax	106.6	95.8	49.3	11%	116%
Profit After Tax*	75.1	67.2	36.4	12%	106%

* Before providing for Minority interest, PAT after Minority interest is ₹ 73 Cr

Interim dividend declared

The Board of Directors of India Infoline Ltd have declared dividend of ₹3 per share. i.e. 150% of par value (previous year ₹1.5 per share)

Mr Nirmal Jain, Chairman, IIFL, commented on the financial results of Q3FY13 “IIFL has been focused on improving its profitability and return on equity. Notwithstanding continuing headwinds in equity broking business, the group has maintained income and profit growth. We look forward to steady growth in our retail lending and financial products distribution. Also after 4 years of lackluster markets, there is optimism about recovery in equity volumes as well, in the year 2013.”



Equities and Commodities Broking

Equities, broking and related revenue was ₹143 Cr in Q3FY13, up 7% qoq, up 14% yoy. Our average daily turnover of equity during the period was ₹5,148 Cr, up 3% qoq and marginally down on a yoy basis. Average daily volumes in our commodities business stood at ₹1,617 Cr during the quarter, down 11% on a qoq basis and up 4% yoy. Average daily currency turnover was ₹647 Cr down 14% qoq.

Our in-depth, thematic research continues to get positive response from domestic as well as global fund managers. Our recent research reports include China – Commodities, a report on how China braces changes as it enters a slower growth phase; The Winning Dozen – 12 Stocks showing stellar performance and exceptional track record; India – Utilities, a report summarizing key reforms that would improve Power sector prospects.

During the quarter, IIFL closed the largest QFI transaction in India till date of US \$110mn. IIFL also launched Alternative Investment Fund (AIF) during the quarter.

Financing and Investment

The NBFC subsidiary's loan portfolio increased to ₹8,936 Cr as on December 31, 2012. Our loan book is predominantly (91%) retail and is entirely secured with adequate collaterals. In Q3FY13, portfolio comprised mortgages, property loans, capital market products, gold loans and medical equipment financing. Gold loan product's relative share has come down; post RBI's tightening of norms. During the quarter, Gold and Mortgage/LAP loans formed 37% and 36% respectively of financial assets of our NBFC company. Gold loan book had constituted 41% of financial assets as at Q1FY13.

We continue to maintain high quality of assets and follow conservative provisioning at levels higher than statutory requirements. This is evident in low levels of NPAs. Our gross NPAs and Net NPAs stood at 0.7% and 0.2% respectively at December 2012 quarter end.

During the previous quarter, IIFL raised ₹500 Cr by public issue of Tier II capital and boosted its capital adequacy. During the quarter under review, capital adequacy has further strengthen to 22.6% with elimination of inter group exposures. NIM for the quarter was 9.2% and the spread was 8.5%.

Distribution and Marketing

During the period under review, our income from this segment was ₹81 Cr, up 36% qoq, up 23% yoy. In this segment, distribution of life insurance, mutual fund and portfolio advisory are major contributors to income. Weighted Annualized premium mobilization (WAPI) for insurance business was ₹81 Cr for the quarter and ₹217 Cr for 9MFY13. IIFL Group's MF AUM has increased to about ₹12,000 Cr registering growth of over 90% yoy. IIFL Wealth has emerged as one of the leading players in the space with assets under advice of over ₹36,000 Cr.

Statement of Consolidated Unaudited financial results for the quarter and nine months ended December 31, 2012

(Rupees in Lacs except share and per equity share data)

Particulars	Quarter ended			Nine months ended		Year ended
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
	Dec 31, 2012	Sep 30, 2012	Dec 31, 2011	Dec 31, 2012	Dec 31, 2011	Mar 31, 2012
1. a. Income from operations	69,362.2	65,116.2	47,923.0	1,92,600.3	1,24,732.1	1,87,928.1
Broking and related Income	14,345.4	13,399.5	12,623.9	40,247.0	39,907.3	54,576.0
Financing and Investment Income	46,960.4	45,786.5	28,748.7	1,33,572.9	69,876.9	1,09,045.4
Distribution and Marketing Income	8,056.4	5,930.2	6,550.5	18,780.4	14,947.9	24,306.7
b. Other Operating Income	-	-	51.6	-	64.6	109.2
Total Income	69,362.2	65,116.2	47,974.6	1,92,600.3	1,24,796.7	1,88,037.3
2. Expenditure						
a. Operating Cost	8,505.3	8,438.4	5,367.0	24,254.2	16,651.3	25,833.8
b. Employee Cost	13,571.2	13,924.0	13,030.4	39,964.5	33,419.5	49,174.3
c. Depreciation	2,757.9	2,018.9	1,954.4	6,687.1	5,359.0	8,021.7
d. Administration Expenses and other	11,864.2	11,707.1	9,125.5	32,842.4	24,446.1	35,233.6
Total Expenditure	36,698.6	36,088.4	29,477.2	1,03,748.2	79,875.9	1,18,263.4
3. Profit from operations before other income, finance	32,663.6	29,027.7	18,497.4	88,852.1	44,920.8	69,773.9
4. Other Income	211.3	203.1	69.6	552.5	288.8	609.4
5. Profit from ordinary activities before finance costs	32,874.9	29,230.8	18,567.0	89,404.6	45,209.6	70,383.3
6. Finance costs	22,219.6	19,652.7	13,640.3	60,962.5	32,512.6	50,431.3
7. Profit from ordinary activities after finance costs	10,655.3	9,578.2	4,926.6	28,442.1	12,697.1	19,952.0
8. Exceptional Item	-	-	-	-	-	-
9. Profit/ (Loss) from ordinary activities before tax	10,655.3	9,578.2	4,926.6	28,442.1	12,697.1	19,952.0
10. Tax Expenses	3,141.1	2,854.8	1,286.2	8,925.8	3,969.9	6,344.7
11. Net Profit from ordinary activities after tax (9-10)	7,514.2	6,723.3	3,640.4	19,516.3	8,727.1	13,607.4
12. Extraordinary items	-	-	-	-	-	-
13. Net Profit for the period (11+12)	7,514.2	6,723.3	3,640.4	19,516.3	8,727.1	13,607.4
14. Share of profit / (loss) of associates	-	-	-	-	-	-
15. Share of minority interests in profits	198.6	139.9	59.9	395.0	208.7	400.1
16. Net Profit from Ordinary Activities after tax and	7,315.6	6,583.4	3,580.5	19,121.3	8,518.4	13,207.2
17. Paid up Equity Share Capital (Face Value of Rs.2	5,803.4	5,782.3	5,777.8	5,803.4	5,777.8	5,780.5
18. Reserves excluding Revaluation Reserve						1,69,639.4
19. Earnings Per Share before and after extraordinary						
Basic (In Rs.)	2.5	2.3	1.2	6.6	2.9	4.6
Diluted (In Rs.)	2.4	2.0	1.1	6.3	2.6	4.1
PART-II Select Information for the quarter ended						
A. Particulars of Shareholding						
1. Public Shareholding						
Number of Shares	19,85,18,321	19,75,29,443	19,75,28,043	19,85,18,321	19,75,28,043	19,76,61,693
Percentage of Shareholding	68.4	68.3	68.4	68.4	68.4	68.4
2. Promoters and Promoter group Share holding						
a) Pledged/Encumbered						
- Number of shares	Nil	Nil	Nil	Nil	Nil	Nil
- Percentage of shares (as a % of the total shareholding)	Nil	Nil	Nil	Nil	Nil	Nil
- Percentage of shares (as a % of the total share capital)	Nil	Nil	Nil	Nil	Nil	Nil
b) Non-encumbered						
- Number of Shares	9,16,49,432	9,15,87,510	91,362,510	9,16,49,432	91,362,510	9,13,62,510
- Percentage of shares (as a % of the total shareholding)	100.0	100.0	100.0	100.0	100.0	100.0
- Percentage of shares (as a % of the total share capital)	31.6	31.7	31.6	31.6	31.6	31.6

Segment-wise Revenue, Result and Capital Employed in terms of Clause 41 of the listing agreement						
Particulars	Quarter ended			9 Months ended		
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
	Dec 31, 2012	Sep 30, 2012	Dec 31, 2011	Dec 31, 2012	Dec 31, 2011	Mar 31, 2012
Segment Revenue						
1 Broking and related Income	14,345.4	13,399.5	12,623.9	40,247.0	39,907.3	54,576.0
2 Financing and Investment Income	46,960.4	45,786.5	28,748.7	1,33,572.9	69,876.9	1,09,045.4
3 Distribution and Marketing income	8,056.4	5,930.2	6,550.5	18,780.4	14,947.9	24,306.7
4 Others	211.3	203.1	121.3	552.5	353.5	718.6
Total	69,573.5	65,319.2	48,044.2	1,93,152.8	1,25,085.5	1,88,646.7
Less : Inter Segment Revenue	-	-	-	-	-	-
Net Income from Operation	69,573.5	65,319.2	48,044.2	1,93,152.8	1,25,085.5	1,88,646.7
Segment Result (Profit before Tax)						
1 Broking and related Income	2,811.2	2,271.1	1,569.7	7,810.9	6,725.9	8,693.1
2 Financing and Investment Income	7,124.6	8,174.0	4,948.6	20,744.8	11,229.2	15,580.0
3 Distribution and Marketing Income	1,915.7	343.7	342.1	3,565.1	255.5	2,212.8
4 Others	164.9	194.2	94.6	489.6	278.3	558.5
Total	12,016.3	10,983.1	6,954.9	32,610.4	18,488.8	27,044.4
Less : Interest	(41.8)	(11.4)	(33.3)	(64.6)	(91.1)	(117.4)
Less : Other unallocable Expenditure	(1,319.2)	(1,392.7)	(1,994.9)	(4,103.6)	(5,700.6)	(6,975.0)
Profit / (Loss) from Ordinary Activities before Tax	10,655.3	9,578.8	4,926.7	28,442.2	12,697.1	19,952.0
Capital Employed (Segment Assets less Segment liabilities)						
1 Broking & related Income	25,517.5	24,664.0	9,578.4	25,517.5	9,578.4	19,429.8
2 Financing & Investment Income	9,15,298.0	8,42,172.4	6,58,319.1	9,15,298.0	6,58,319.1	7,16,424.2
3 Distribution and Marketing Income	38,214.6	1,082.1	5,845.1	38,214.6	5,845.1	1,891.6
4 Others	1,255.6	33,603.1	39,174.8	1,255.6	39,174.8	28,287.6
Total capital employed in Segments	9,80,285.7	9,01,521.6	7,12,917.4	9,80,285.7	7,12,917.4	7,66,033.2
liabilities	18,620.1	12,356.1	10,127.4	18,620.1	10,127.4	10,736.5
Total Capital Employed	9,98,905.8	9,13,877.7	7,23,044.8	9,98,905.8	7,23,044.8	7,76,769.7



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, GoI 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.

BSE Group felicitated IIFL for being one of the top performers in the 'Equity FI' category on Muhurat Trading day. Mr Nirmal Jain, our Chairman, received the 'Entrepreneur of the Year' award at the 10th Franchise India Awards, 2012. IIFL has also received 'Best Equity Broking House with Global Presence' at the D&B Equity Broking Awards 2012 as well as for 2011. IIFL Wealth was awarded 'Best Wealth Management House – India' at The Asset Triple A Investment Awards, 2012 as well as for 2011. IIFL has also been awarded as the 'Best Broker in India, 2011', by FinanceAsia and the 'Best Equity Broker of the Year, 2011' by Bloomberg UTV. 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 over 4,000 business locations spread over more than 900 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 over 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.

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 Dec 31, 2012, is available under the 'Investor Relations' section on our website www.indiainfoline.com.

For further information please contact:

Ms Shraddha Kamat Investor Relations India Infoline Ltd D : (+91) 22 4060 9268 E-mail: shraddha.kamat@indiainfoline.com	Mr Nikhil Mansukhani Adfactors PR M : (+91) 98335 52171 M : (+91) 98205 31932 E-mail: nikhil.mansukhani@adfactorspr.com
--	---