

Performance Review

For the quarter ended December 31, 2018

IIFL Holdings Limited

Bloomberg: IIFL IN

January 30, 2019

KNOWLEDGE IS THE EDGE



I: IIFL Group Performance Overview

3

(i) IIFL Finance

10

(ii) IIFL Wealth

19

(iii) IIFL Securities

24

II: Ownership, Management and Governance

29

IIFL Group – Quarterly results at a glance (as per IND AS)



Quarter ended December 2018

Key highlights of the period

₹ Cr	Income	Y-o-Y (%)	Profit Before Tax	Y-o-Y (%)	Profit After Tax	Y-o-Y (%)
IIFL Finance	602.0	12%	169.0	13%	108.4	6%
IIFL Wealth	226.5	(22%)	103.5	(24%)	79.4	(25%)
IIFL Securities	179.0	(9%)	52.1	(19%)	33.5	(18%)
Less: Inter Company	18.0		2.1		2.1	
IIFL Consolidated	989.6	(2%)	322.5	(8%)	219.7	(12%)
Minority Interest	-	-	-	-	54.3	(11%)
IIFL Consolidated (post minority)	989.6	(2%)	322.5	(8%)	165.3	(13%)

Loan AuM grew 33% y-o-y to ₹36,400 Cr

NNPA stood at 1.5% as at December 31, 2018

Wealth assets grew 25% y-o-y to ₹1,60,573 Cr

Interim dividend declared of Rs 5.0 per share (250% of par value)

Notes: (i) Income is net of interest expense.(ii)There is a possibility of the financial results and the additional disclosures to be updated/amended because of adjustments owing to introduction of new standards/its interpretations and/or regulatory changes

IIFL Group – Nine-months results at a glance (as per IND-AS)



Nine months ended December 2018

Key highlights of the period

₹ Cr	Income	Y-o-Y (%)	Profit Before Tax	Y-o-Y (%)	Profit After Tax	Y-o-Y (%)
IIFL Finance	1,755.1	24%	704.1	51%	464.9	48%
IIFL Wealth	813.6	1%	409.8	6%	289.8	(2%)
IIFL Securities	567.0	(4%)	196.5	2%	133.1	5%
Less: Inter Company	83.9		19.8		19.2	
IIFL Consolidated	3,051.8	10%	1290.6	23%	868.7	18%
Minority Interest	-	-	-	-	204.8	(18%)
IIFL Consolidated (post minority)	3,051.8	10%	1290.6	23%	664.0	18%

Tier I Capital Adequacy Ratio stands at 17.4% against a threshold of 10%

ROE stands at 16.4% and ROA at 2.0% for 9MFY19

AIF assets grew 23% y-o-y to ₹14,225 Cr

Consolidated ROE is at 16.3% and ROA is at 2.0%

Notes: (i) Income is net of interest expense.(ii)There is a possibility of the financial results and the additional disclosures to be updated/amended because of adjustments owing to introduction of new standards/its interpretations and/or regulatory changes

IIFL Group – Consolidated results (as per IND AS)

Quarter ended December 2018



₹ Cr	Q3FY19	Q3FY18	Y-o-Y	9MFY19	9MFY18	Y-o-Y
Revenue from Operations	1,790.3	1,686.5	6%	5,374.4	4,691.0	15%
Other income	31.6	74.8	(58%)	121.8	155.6	(22%)
Total Income	1,821.9	1,761.3	3%	5,496.3	4,846.6	13%
Employee cost	305.9	276.0	11%	941.2	748.1	26%
Administration and other expenses	356.2	385.6	(8%)	810.9	980.3	(17%)
EBITDA	1,159.8	1,099.7	5%	3,744.2	3,118.2	20%
Interest costs	812.5	730.8	11%	2,387.7	2,021.3	18%
Depreciation and amortization	24.8	17.0	46%	65.9	48.3	36%
Profit before tax	322.5	352.0	(8%)	1,290.6	1,048.6	23%
Provision for taxation	99.0	98.0	1%	418.6	307.8	36%
Profit after tax	223.5	253.9	(12%)	872.0	740.8	18%
Other comprehensive income	(3.8)	(3.8)		(3.3)	(5.1)	
Total Comprehensive Income/ (loss)	219.7	250.1	(12%)	868.7	735.7	18%
Total Comprehensive Income/ (loss) attributable to						
Owners of the company	165.3	189.2	(13%)	664.0	562.3	18%
Non - Controlling Interest	54.3	60.9	(11%)	204.8	173.4	18%

Note: Previous periods figures have been regrouped / rearranged wherever necessary

IIFL Group – Consolidated Balance Sheet

Quarter ended December 2018



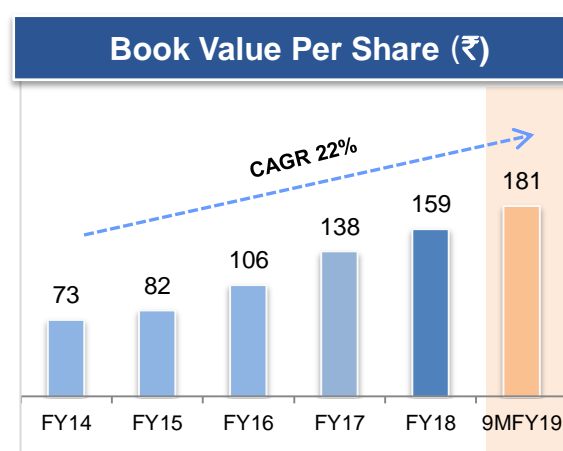
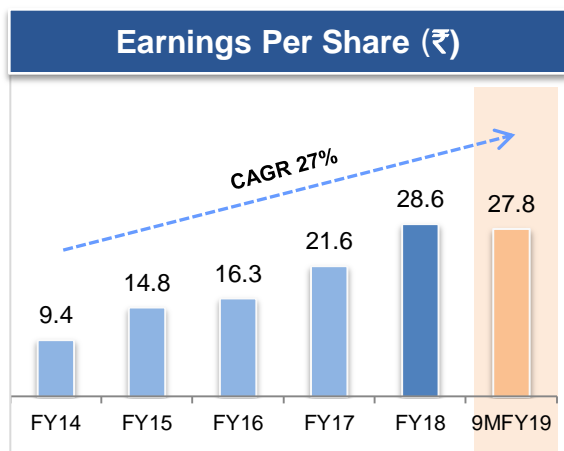
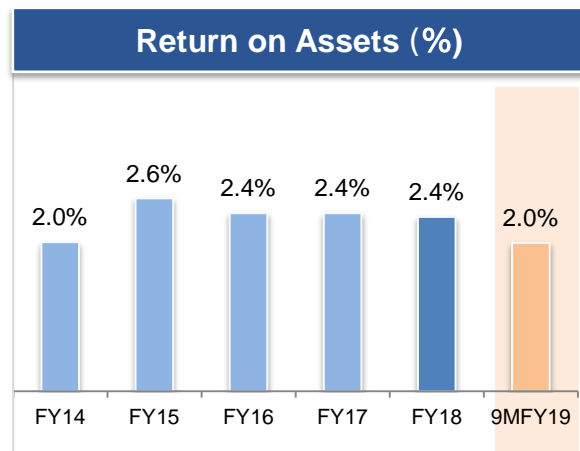
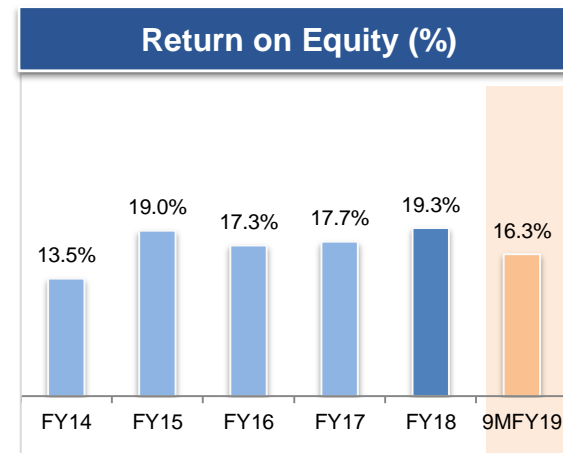
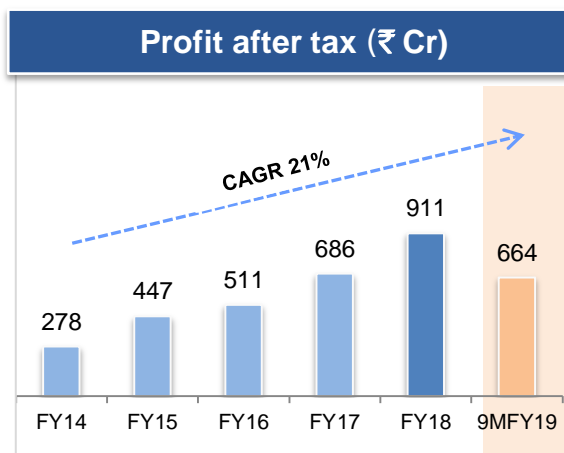
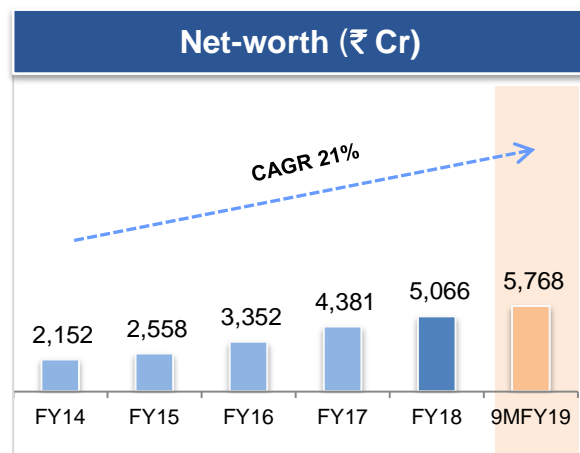
₹ Crore

ASSETS	As at Dec 31 2018	LIABILITIES AND EQUITY	As at Dec 31 2018
	Unaudited		Unaudited
1 Financial Assets		1 Financial Liabilities	
(a) Cash and cash equivalents	1,013	(a) Derivative financial instruments	88
(b) Bank Balance other than (a) above	1,806	(b) Payables	186
(c) Derivative financial instruments	23	(c) Debt Securities	9,044
(d) Receivables	1,643	(d) Borrowings (Other than Debt Securities)	20,857
(e) Loans	33,419	(f) Subordinated Liabilities	1,977
(f) Investments	1,884	(g) Other financial Liabilities	2,838
(g) Other Financial assets	1,079		
2 Non-Financial Assets		2 Non-Financial Liabilities	
(a) Inventories	0	(a) Current tax liabilities (Net)	101
(b) Current tax assets (Net)	220	(b) Provisions	38
(c) Deferred tax Assets (Net)	482	(c) Other non-financial liabilities	64
(d) Investment Property	575		
(e) Property, Plant and Equipment	354	3 Equity	
(f) Capital work-in-progress	97	(a) Equity and Share Capital	64
(g) Intangible assets under development	4	(b) Other Equity	5,704
(h) Goodwill	118	(c) Non-controlling interest	1,966
(i) Other Intangible assets	139		
(j) Other non-financial assets	70		
3 Assets classified as held for sale	1		
Total Assets	42,927	Total Liabilities and Equity	42,927

Note : 0 indicates amount less than Rs 1 Lakh

IIFL Group – Consolidated financial trends

Quarter ended December 2018



Notes :

- Profit is post-minority
- Nine monthly ROE, ROA and EPS figures are annualized
- 9MFY19 numbers are as per IND AS. Previous years' numbers are as per IGAAP

Update on IIFL Group Reorganisation



The Board of Directors of the Company at its meeting held on January 31, 2018, had approved the reorganization of IIFL Group, which will result in three listed entities – IIFL Finance, IIFL Wealth and IIFL Securities.

➤ **Prior approvals/no objection received**

- Shareholders
- Reserve Bank of India (RBI)
- National Housing Bank (NHB)
- DFSA, Dubai
- MAS, Singapore
- FCA, UK
- FINRA, USA
- FSC, Mauritius
- NSE, BSE, MCX, NCDEX, CDSL & NSDL
- SEBI – PMS, AIF, IA, RA
- IRDA

➤ **Next Steps**

- Balance procedural approvals from SEBI – MF is awaited shortly
- Petition for final approval of the Scheme has been filed with NCLT, and the order is awaited
- Post NCLT approval, the order will be filed with MCA
- Post filing with MCA, Board Meeting of IIFL Holdings to be held, to fix record date
- Resulting Companies to allot shares to shareholders of IIFL Holdings and file listing application with Stock Exchanges to seek listing and trading approval

I: IIFL Group Performance Overview

(i) IIFL Finance

(ii) IIFL Wealth

(iii) IIFL Securities

II: Ownership, Management and Governance

IIFL Finance – Consolidated results (as per IND AS)

Quarter ended December 2018 (NBFC, HFC and MFI)



₹ Cr	Q3FY19	Q3FY18	Y-o-Y	9MFY19	9MFY18	Y-o-Y
Loan book	27,341	23,562	16%	27,341	23,562	16%
Securitised assets *	9,059	3,726	143%	9,059	3,726	143%
Assets under management	36,400	27,288	33%	36,400	27,288	33%
Interest income	1,175.1	951.1	24%	3,446.6	2,697.4	28%
Less: Interest expense	680.2	538.8	26%	1,956.1	1,544.0	27%
Net Interest income	494.9	412.3	20%	1,490.5	1,153.4	29%
Other income	107.1	124.2	(14%)	264.6	259.1	2%
Total income	602.0	536.5	12%	1,755.1	1,412.5	24%
Less: Operating expense	298.3	190.8	56%	825.9	517.4	60%
Less: Loan losses & provision	134.7	195.9	(31%)	225.1	428.1	(47%)
Profit before tax	169.0	149.8	13%	704.1	467.0	51%
Less: Provision for tax	57.3	46.6	23%	234.8	152.5	54%
Profit after tax	111.3	103.1	8%	468.5	314.9	49%
OCI	(2.9)	(1.3)		(3.6)	(1.6)	
Total Comprehensive Income	108.4	101.8	6%	464.9	313.3	48%

*Includes Pass Through Certificate (PTC) and Direct Assignment

IIFL Finance – Consolidated Balance Sheet

Quarter ended December 2018 (NBFC, HFC and MFI)



₹ Crore

ASSETS	As at Dec 31 2018	LIABILITIES AND EQUITY	As at Dec 31 2018
	Unaudited		Unaudited
1 Financial Assets		1 Financial Liabilities	
(a) Cash and cash equivalents	613	(a) Derivative financial instruments	27
(b) Bank Balance other than (a) above	1,135	(b) Payables	89
(c) Derivative financial instruments	-	(c) Debt Securities	5,593
(d) Receivables	40	(d) Borrowings (Other than Debt Securities)	19,168
(e) Loans	28,569	(e) Subordinated Liabilities	1,557
(f) Investments	573	(f) Other financial Liabilities	1,483
(g) Other Financial assets	239		
2 Non-Financial Assets		2 Non-Financial Liabilities	
(a) Current tax assets (Net)	122	(a) Current tax liabilities (Net)	78
(b) Deferred tax Assets (Net)	399	(b) Provisions	23
(c) Investment Property	263	(c) Other non-financial liabilities	14
(d) Property, Plant and Equipment	89		
(e) Capital work-in-progress	3	3 Equity	
(g) Goodwill	11	(a) Equity and Share Capital	281
(h) Other Intangible assets	2	(b) Other Equity	3,773
(i) Other non-financial assets	30	(c) Non-controlling interest	4
Total Assets	32,089	Total Liabilities and Equity	32,089

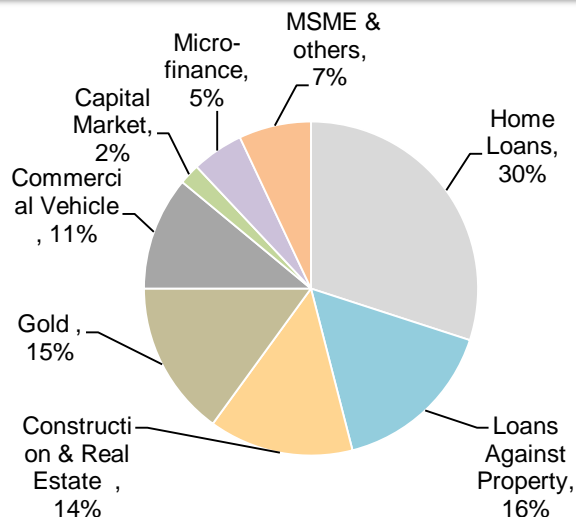
Achieving volume & profit growth with superior asset mix



Quarter ended December 2018

- Focus getting sharper on small ticket retail loans, dispersing risk with granular assets
- Affordable home loans, small business loans, gold loans and micro loans for income generating activities are clear thrust for growth
- Commercial vehicle finance is cyclical and more volatile
- Construction & Real Estate finance, LAP and Capital Markets will see their share falling in total portfolio

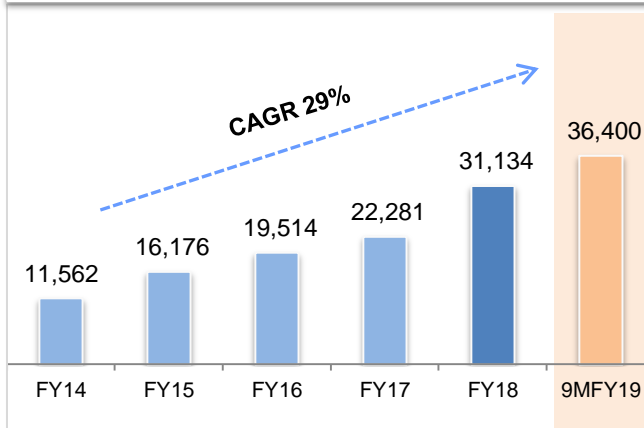
AUM break-up (%)



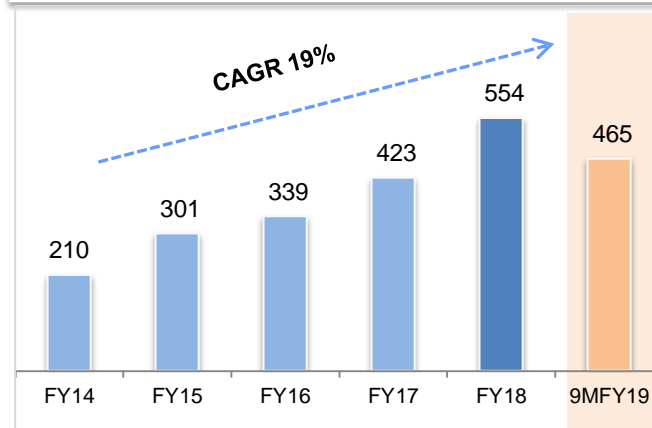
Loan AUM (₹Cr)

	Q3FY19	Y-o-Y	Q-o-Q
Home Loan	11,208	49%	6%
Loan against property	5,848	5%	(1%)
Construction & Real Estate	4,945	25%	(6%)
Commercial Vehicle	3,905	9%	(10%)
Gold	5,378	57%	8%
Capital Market	683	(31%)	(30%)
MSME & others	2,680	56%	(6%)
Microfinance	1,753	205%	21%
Total	36,400	33%	0.1%

Loan AUM (₹ Cr)



Profit After Tax (₹ Cr)



Notes

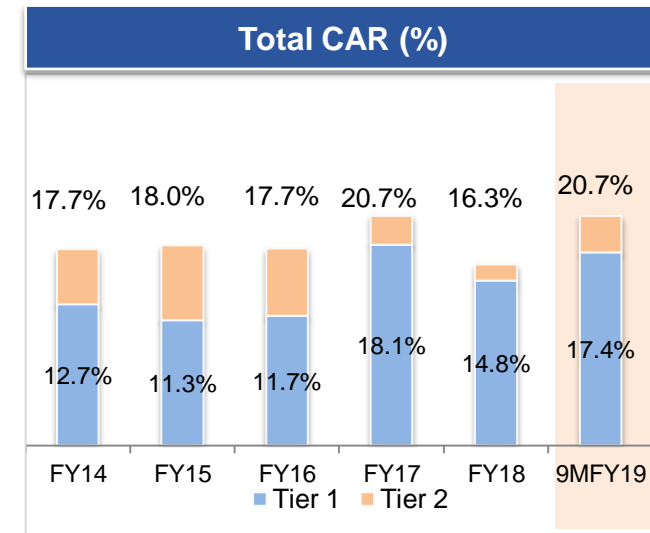
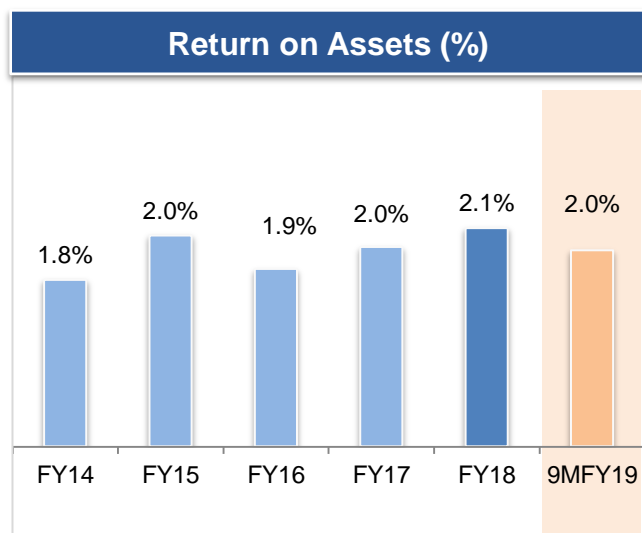
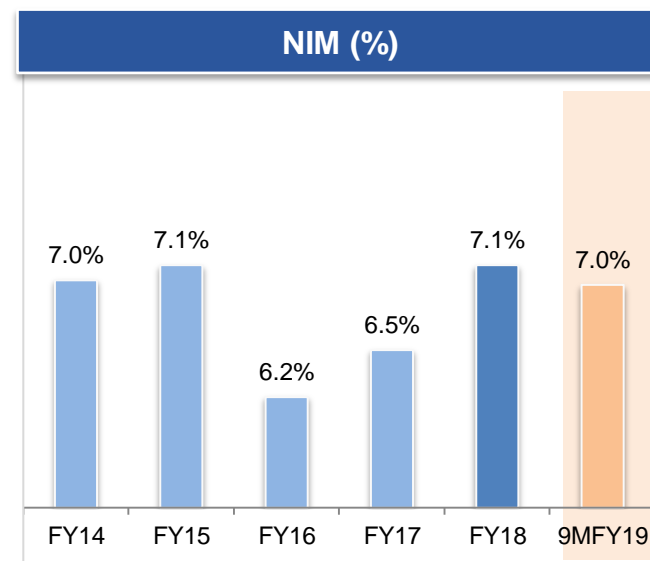
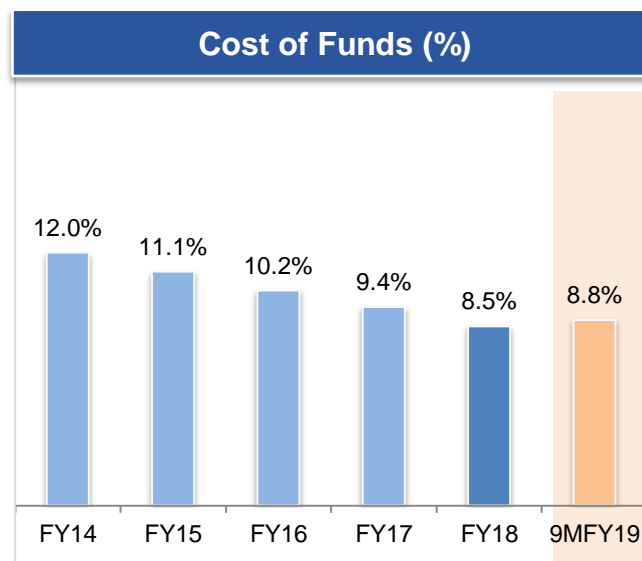
- MSME & others include Healthcare equipment, SME and Digital finance
- 9MFY19 numbers are as per IND AS. Previous years' numbers are as per IGAAP

Funding costs rise, boarding yields rise in tandem

Quarter ended December 2018



- Capital adequacy at 20.7%, well above the minimum requirement
- Tier I Capital Adequacy Ratio stands at 17.4% against a threshold of 10%.
- Average cost of borrowing rose by 31bps q-o-q and 56bps y-o-y
- NIM hovers around 7%
- ROE stands at 16.4% and ROA at 2.0% for 9MFY19



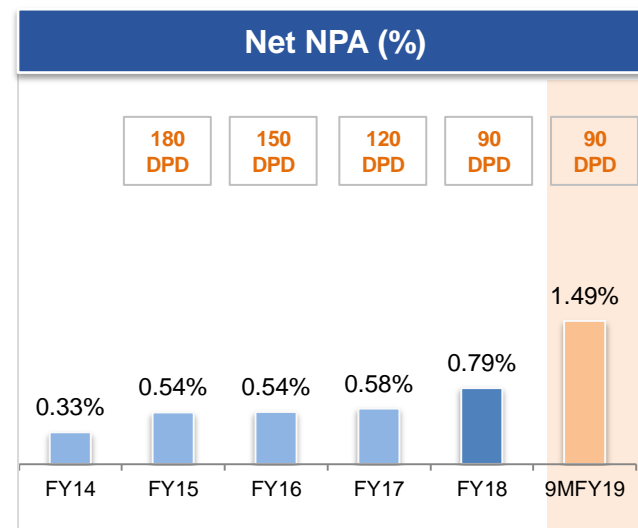
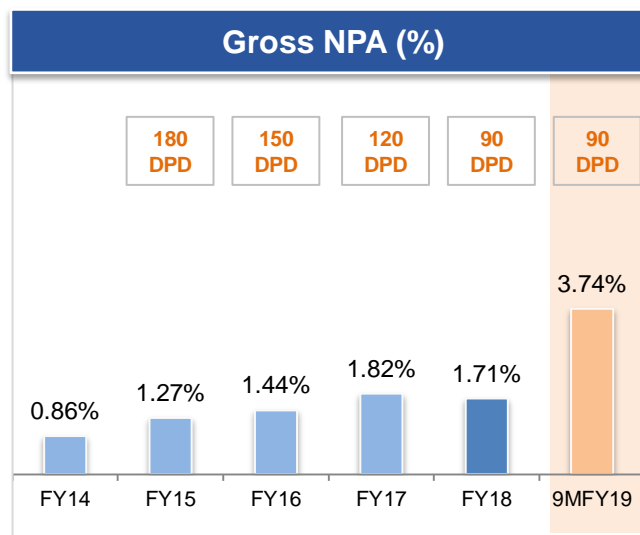
Note : 9MFY19 numbers are as per IND AS. Previous years' numbers are as per IGAAP. Nine monthly figures are annualized

Through cycles, maintaining superior quality of assets

Quarter ended December 2018



- GNPA stood at 3.7% and NNPA at 1.5%, the spike was caused by real estate loans, in the last quarter
- Real estate loans are backed by good collaterals but systemic liquidity crunch and end use demand deferral caused higher NPA, which we believe is a temporary aberration
- Under Ind AS, specific provision coverage on NPAs stands at 60% and on standard assets at 181bps
- 85% of our loans are retail in nature and 47% are PSL compliant



	% Portfolio Share	NNPA%	Yield %	Average Ticket Size (₹Lakh)	LTV %
Home Loan	30%	0.8%	9.9%	21.0	69%
Loan Against Property	16%	0.9%	12.8%	60.0	49%
Construction & Real Estate	14%	2.7%	16.1%	1737.0	49%
Commercial Vehicle	11%	4.4%	14.7%	11.0	80%
Gold	15%	0.7%	18.0%	0.5	66%
Capital Market	2%	0.0%	12.3%	47.0	41%
MSME & others	7%	1.9%	19.7%	8.0	55%
Micro-finance	5%	0.0%	20.9%	0.2	-
Total	100%	1.5%	14.3%		

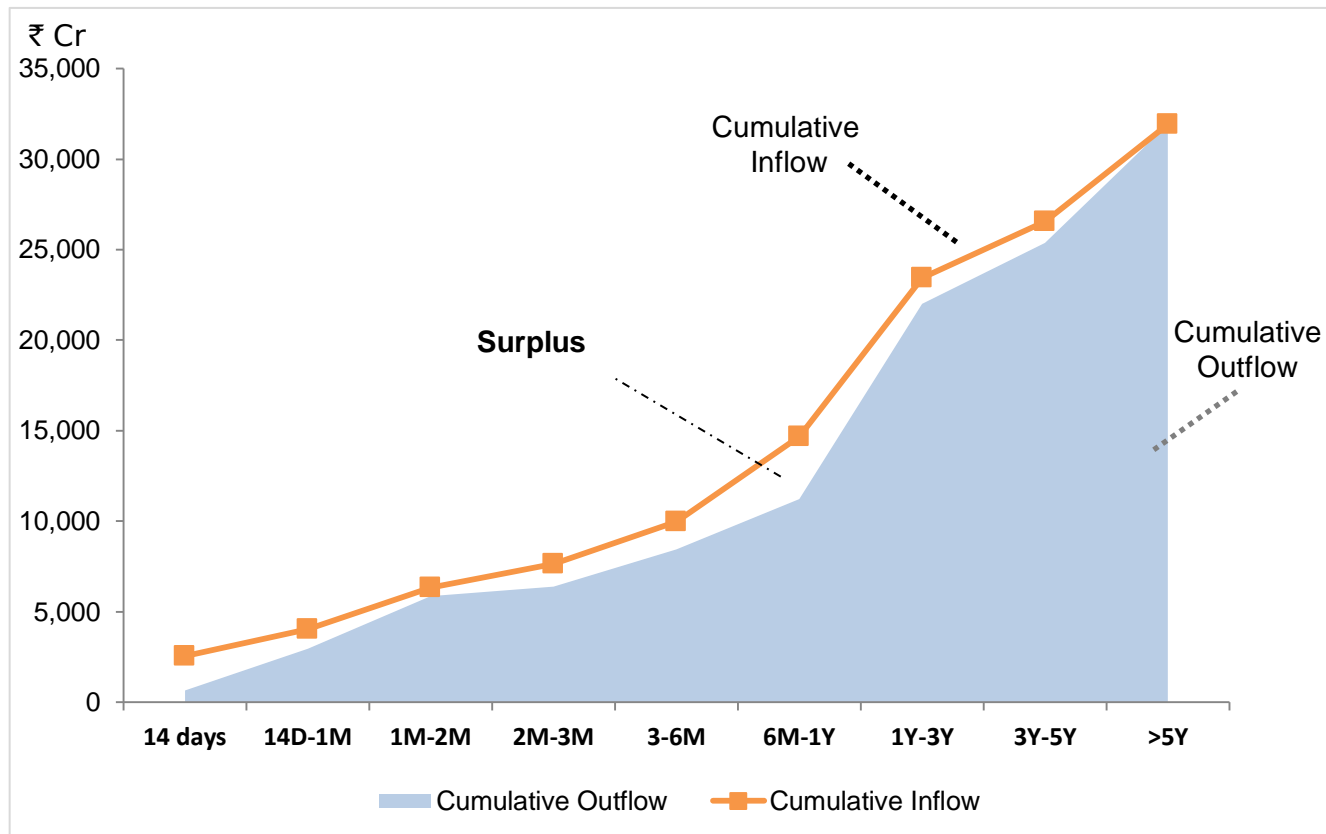
Note : 9MFY19 numbers are as per IND AS. Previous years' numbers are as per IGAAP

Comfortable liquidity position

Quarter ended December 2018



- During last quarter, we halved our commercial paper (CP) exposure, down from 24% of loans to 12%.
- Funding mix is well diversified including 17% from NCDs, 5% from sub-debt, 40% from bank term loans and refinance, 27% from sold down assets and 12% from CP
- We have a positive ALM mismatch across all buckets and comfortable liquidity position



(₹ Crore)	14 days	14D-1M	1M-2M	2M-3M	3-6M	6M-1Y	1Y-3Y	3Y-5Y	>5Y
Cumulative Outflow	646	2,950	5,857	6,382	8,440	11,219	22,008	25,374	31,921
Cumulative Inflow	2,546	4,039	6,319	7,638	9,968	14,668	23,444	26,550	31,921
Cumulative Mismatch (CM)	1,900	1,089	462	1,256	1,528	3,449	1,436	1,176	0
Cumulative Mismatch % of Cum-outflow	294%	37%	8%	13%	18%	31%	7%	5%	0%

Loan maturity pattern

Quarter ended December 2018



IIFL's retail short tenure loans, have shorter maturity, making asset liability match more comfortable

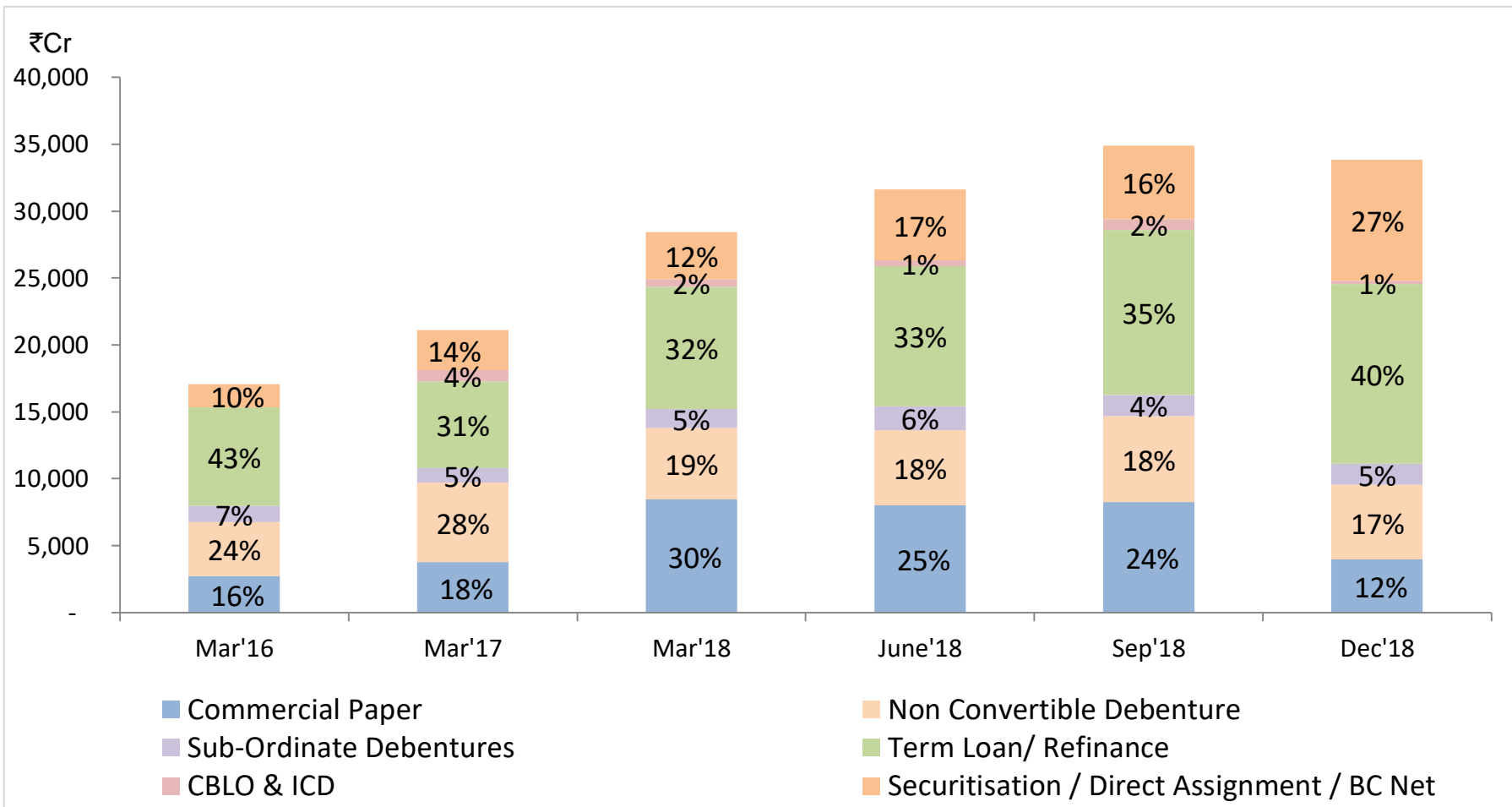
As at December 31, 2018	0 – 6m	6m - 1 year	1 to 3 year	> 3 year	Total	Loan Book ₹ Cr
Home loan	13%	7%	26%	54%	100%	8,218
Loan against property	11%	6%	26%	57%	100%	4,360
Construction finance & Real Estate	13%	10%	56%	20%	100%	4,881
Gold	61%	39%	0%	0%	100%	3,080
Capital market	99%	1%	0%	0%	100%	703
Commercial Vehicles	32%	19%	43%	6%	100%	2,407
MSME	29%	23%	45%	3%	100%	2,254
Micro Finance	36%	29%	35%	0%	100%	1,437
Maturity pattern for all products	25%	14%	31%	30%	100%	27,341
Loan Book	6,718	3,951	8,516	8,156		

Well diversified funding mix

Quarter ended December 2018



IIFL's resource profile is well diversified, with increasing share of securitized assets and bank loans



I: IIFL Group Business Overview

(i) IIFL Finance

(ii) IIFL Wealth

(iii) IIFL Securities

II: Ownership, Management and Governance

IIFL Wealth – Consolidated results (as per IND AS)

Quarter ended December 2018



₹Cr	Q3FY19	Q3FY18	Y-o-Y	9MFY19	9MFY18	Y-o-Y
Assets under advice, management and distribution	1,60,573	1,28,175	25%	1,60,573	1,28,175	25%
Fee based income	169.0	218.7	(23%)	656.2	648.1	1%
Less: Direct Cost	19.7	16.2	22%	55.8	57.0	(2%)
Net Commission / Fee Income	149.3	202.5	(26%)	600.4	591.1	2%
Fund based income	191.3	259.8	(26%)	566.5	628.6	(10%)
Less: Interest expense	114.1	172.4	(34%)	353.3	417.4	(15%)
Net fund based income	77.2	87.4	(12%)	213.2	211.2	1%
Total income	226.5	289.9	(22%)	813.6	802.3	1%
Employee cost	78.4	104.3	(25%)	276.7	283.2	(2%)
Other operating expense	50.3	44.3	14%	134.7	122.8	10%
Provision	(5.7)	4.5	(227%)	(7.5)	8.6	(187%)
Total expenses	123.0	153.1	(20%)	403.9	414.6	(3%)
Profit before tax	103.5	136.8	(24%)	409.7	387.7	6%
Provision for taxation	23.3	29.3	(20%)	119.3	91.0	31%
Profit after tax	80.2	107.5	(25%)	290.4	296.7	(2%)
Other comprehensive income	(1.1)	(2.2)		(1.0)	(2.8)	
Deferred tax expense on OCI	0.3	0.8		0.4	0.9	
Total comprehensive income (after tax)	79.4	106.1	(25%)	289.8	294.8	(2%)

- During the quarter, Wealth Advisors (India) and Altire Advisors became wholly owned subsidiaries upon acquisition of 100% holding of these Companies. Q3 FY19 results include results of these entities from the respective dates of acquisition
- Net reduction in PAT for Q3FY19 of above acquisitions is Rs 1.0 crs. including amortization of intangibles of Rs 1.7 Crs. attributable to intangible component under IND AS on the purchase price paid
- Effective tax rate(ETR) for Q3 FY19 works out to 22.0 % as compared to 35.1% for Q2 FY19 due to higher contribution in PAT from off-shore subsidiaries. Q2 FY19 ETR is higher primarily on account of tax on dividend from Mauritius subsidiary in Q2 FY19. 9MFY19 ETR is higher YoY due to higher marginal tax rate of IIFL Wealth Finance in FY19 compared to FY18 and above tax on dividend

IIFL Wealth – Consolidated Balance Sheet

Quarter ended December 2018



ASSETS		As at Dec 31 2018 Unaudited	LIABILITIES AND EQUITY		As at Dec 31 2018 Unaudited
1 Financial Assets			1 Financial Liabilities		
(a) Cash and cash equivalents		142	(a) Derivative financial instruments		61
(b) Bank Balance other than (a) above		96	(b) Payables		68
(c) Derivative financial instruments		22	(c) Debt Securities		3,001
(d) Receivables *		1,570	(d) Borrowings (Other than Debt Securities)		1,590
(e) Loans		4,849	(f) Subordinated Liabilities		420
(f) Investments		1,208	(g) Other financial liabilities(to be specified)		347
(g) Other Financial assets (to be specified)		97			
2 Non-Financial Assets			2 Non-Financial Liabilities		
(a) Current tax assets (Net)		28	(a) Current tax liabilities (Net)		16
(b) Deferred tax Assets (Net)		18	(b) Provisions		8
(c) Property, Plant and Equipment		47	(c) Deferred tax liabilities (Net)		0
(d) Capital work-in-progress		11	(d) Other non-financial liabilities(to be specified)		0
(e) Goodwill		108			
(f) Other Intangible assets		136	3 Equity		
(g) Other non-financial assets (to be specified)		33	(a) Equity Share capital		17
			(b) Other Equity		2,838
3 Assets classified as held for sale		1			
Total Assets		8,366	Total Liabilities and Equity		8,366

* Receivables include receivables of Rs. 1,290 Cr arising from realisation of investments held in liquid schemes of mutual funds

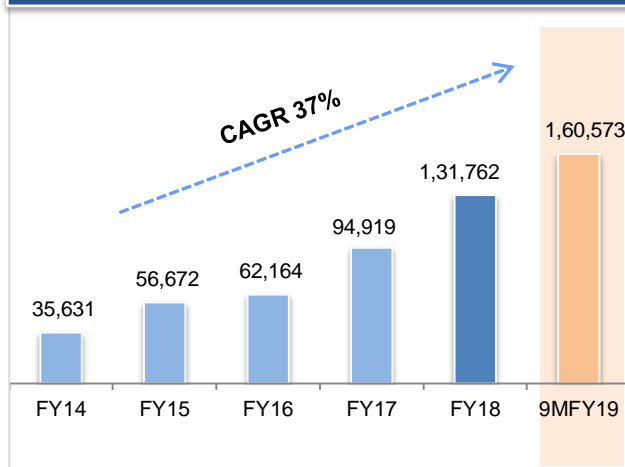
Leading Wealth manager in India

Quarter ended December 2018

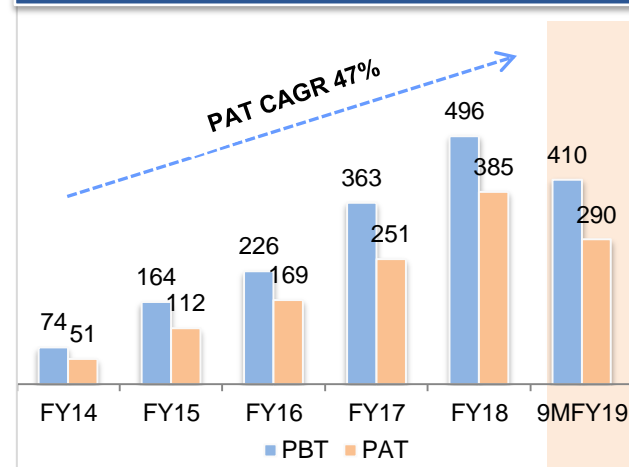


- IIFL Wealth offers a broad range of product and services to participate in a larger share of the client wallet, including financial products distribution, advisory, brokerage, asset management, credit solutions and estate planning.
- AUM growth remains robust at 25% y-o-y
- IIFL Wealth has presence in 26 locations across 9 geographies
- Largest fund manager of AIFs. AUM grew 23% y-o-y to ₹14,225 Cr

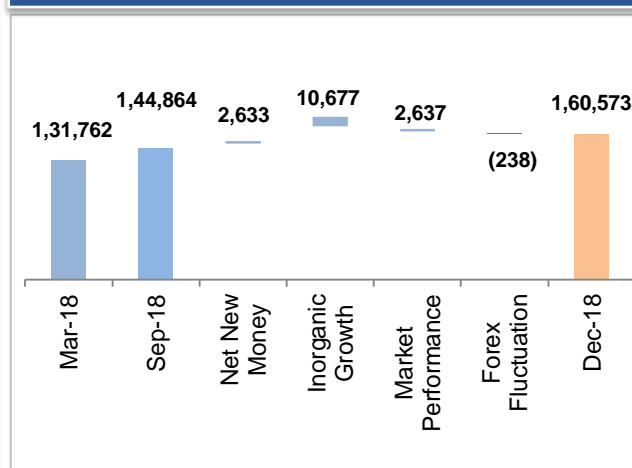
Total assets (₹ Cr) *



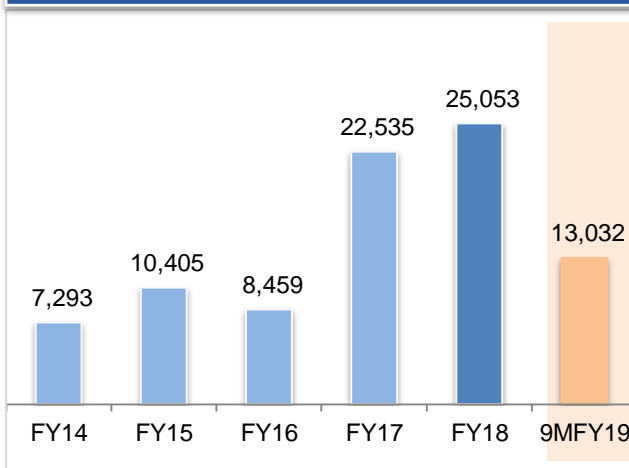
Profit before and after tax (₹ Cr)



AUM movement (₹ Cr) *



Net new money raised (₹ Cr)



*Offshore FPI advisory assets have been excluded from total assets; | Total Assets includes AUM of Rs 10,614 Cr of Wealth Advisors India
 Note : 9MFY19 numbers are as per IND AS. Previous years' numbers are as per IGAAP

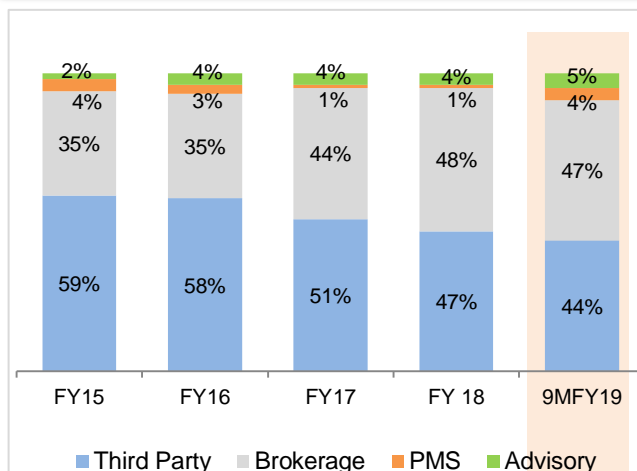
Broadening advisory and asset management services

Quarter ended December 2018

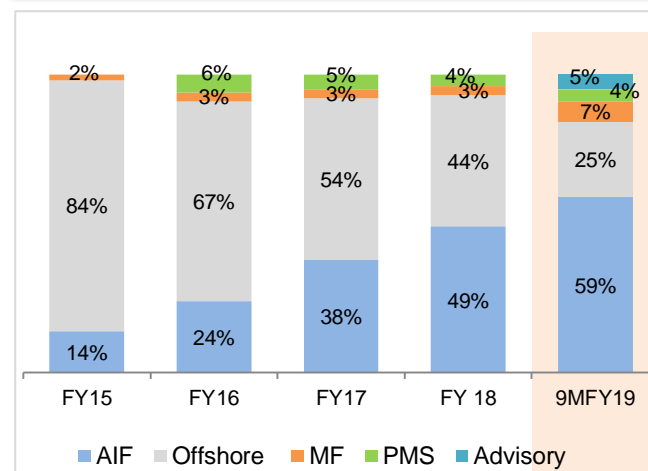


- Wealth NBFC, which mainly offers loans against securities to clients had a loan book of ₹4,748 Cr as at December 31, 2018
- Added 38 bankers during Q3FY19, including 27 from Wealth Advisors India, taking the total number to 396, to further drive the growth momentum
- For the nine months ended December 31, 2018, the retention yield stands at 75 bps

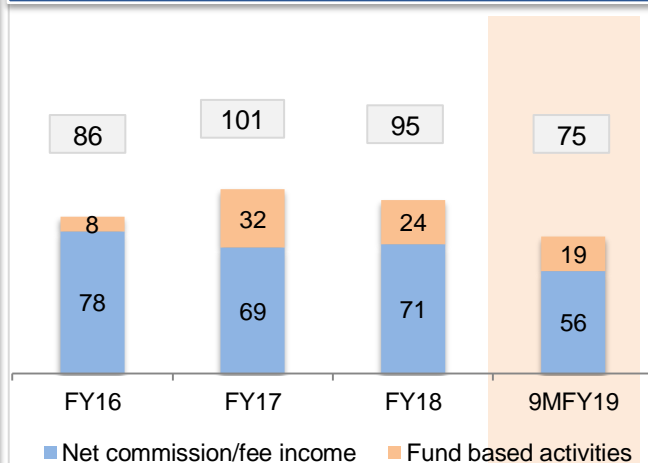
Break-up of Wealth Mgmt Assets (%)



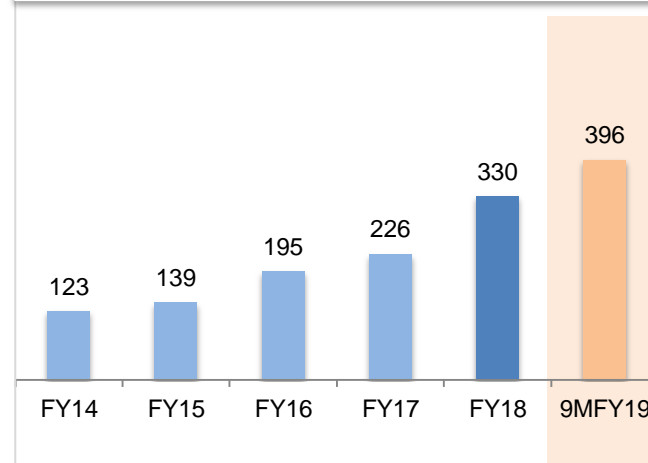
Break-up of AMC Assets (%)



Retention yield ex-FPI assets (bps)



No. of bankers



*Offshore assets pertain to IIFL Investment Managers –Singapore

I: IIFL Group Performance Overview

(i) IIFL Finance

(ii) IIFL Wealth

(iii) IIFL Securities

II: Ownership, Management and Governance

IIFL Securities – Consolidated results (as per IND AS)

Quarter ended December 2018



₹ in Crore	Q3FY19	Q3FY18	Y-o-Y
Revenue from Operations	192.6	204.8	(6%)
Other income	11.1	31.9	(65%)
Total income	203.7	236.7	(14%)
Employee cost	56.8	52.1	9%
Finance Cost	24.7	39.5	(37%)
Depreciation and amortisation expense	10.6	9.7	9%
Administration and other expense	59.5	71.1	(16%)
Total Expenses	151.6	172.4	(12%)
Profit before tax	52.1	64.3	(19%)
Provision for tax	18.4	22.2	(17%)
Profit after tax	33.7	42.1	(20%)
Other Comprehensive Income	(0.2)	(1.0)	
Total Comprehensive Income	33.5	41.1	(18%)

9MFY19	9MFY18	Y-o-Y
629.3	615.6	2%
31.8	86.3	(63%)
661.1	701.9	(6%)
178.4	141.2	26%
94.1	114.1	(18%)
31.4	26.7	18%
160.7	227.1	(29%)
464.6	509.1	(9%)
196.5	192.8	2%
64.4	64.3	0%
132.1	128.5	3%
1.0	(1.5)	
133.1	127.0	5%

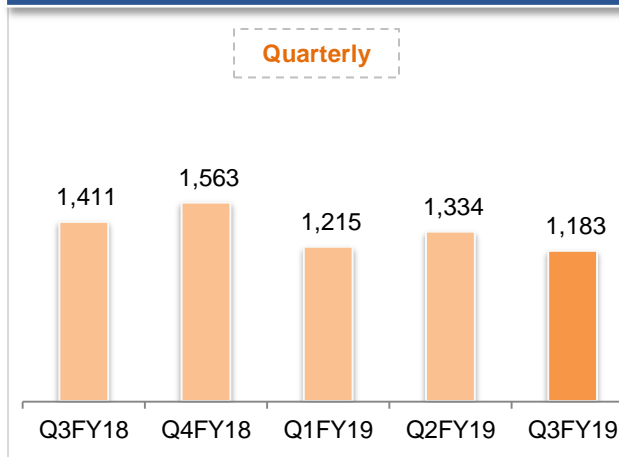
IIFL Securities – Turnover and market share

Quarter ended December 2018



- IIFL is a key player in both retail and institutional segments with a 3.5% share of daily cash turnover
- Average daily cash turnover was down 16% y-o-y to ₹1,183 Cr versus 3% y-o-y de-growth in exchange cash turnover
- Average daily F&O turnover was up 12% y-o-y to ₹15,187 Cr versus 44% y-o-y growth in exchange F&O turnover
- Total average daily turnover (including F&O) was up 10% y-o-y to ₹16,370 Cr versus 42% y-o-y growth in exchange turnover

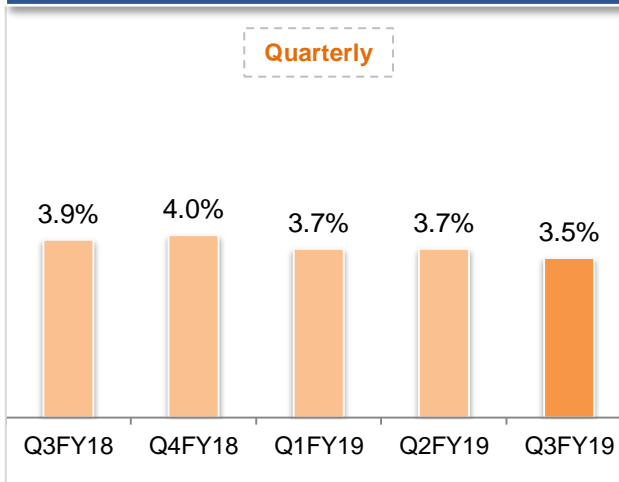
Average daily turnover – Cash (₹ Cr)



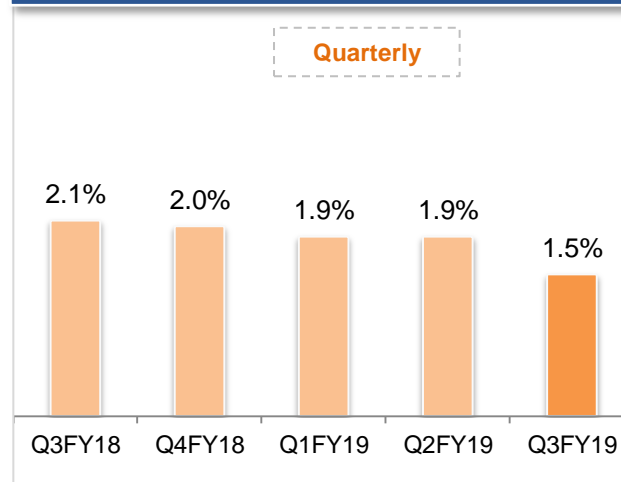
Average daily turnover - Total (₹ Cr)



NSE Market Share - Cash (%)



NSE Market Share – Total (%)



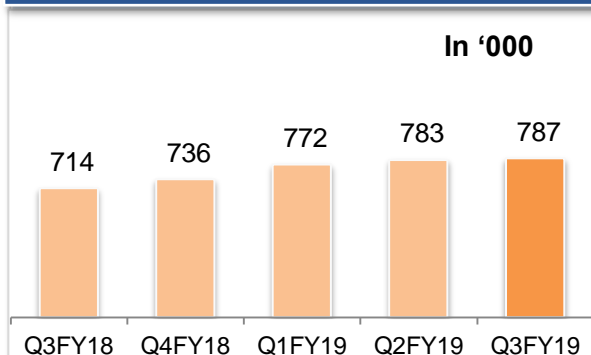
Note - Exchange turnover includes both NSE and BSE turnover for equity segment

Digitization and Research backed institutional and retail equity businesses

Quarter ended December 2018

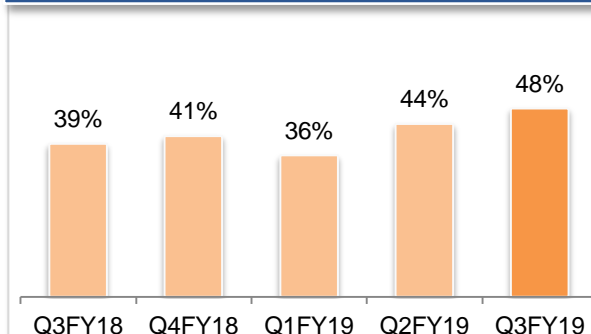


Number of retail customers



- Wide network – retail branches, franchisees, sub-brokers and online
- Coverage of 500+ stocks
- Mobile brokerage ~38% of total

Mobile trading clients (% of total)



Distinguished Apps

IIFL Markets

23,76,000 downloads

Highest rated (4.3) and Most downloaded stock trading app amongst peers

- 1000+ market and stock related news notifications.
- Launched new features :
 - (i) Screeners - Clients can pick the stocks based on pre defined strategies in live market
 - (ii) Simplified Ledger (iii) Non POA clients can also sell from holdings

IIFL Mutual Funds

- **Rated 4.3**
- Direct Scheme Investment
- Switch payment mode including native E-Mandate flow

Internationally acclaimed research

8 Insights III
A comprehensive overview of macro trends on key facets of the Indian economy

India Steel
A detailed report highlighting industry consolidation & expansion

- Pedigreed institutional equities team comprising 25 analysts and 200+ stocks under coverage
- Stellar track record in block placements with institutional investors
- Known for market leading distribution franchise across investor segments










Investment Banking has made significant strides

Quarter ended December 2018



- A number of transactions are in various stages of execution across capital markets, private equity and advisory
- IIFL continues to expand product offerings with a focus on diversifying the business and capitalizing on market opportunities

Marquee Issues

ECL Finance (Public Issue of NCDs)  ₹ Rs.910 Cr December 2018	National Stock Exchange of India Private Placement ₹ 230 Cr November 2018	HDFC Bank QIP  ₹2,775 Cr August 2018	Credit Access Grameen IPO  ₹1,131 Cr August 2018
HDFC Asset Management IPO  ₹ 2,800 Cr July 2018	IIFL Wealth Management Private Equity  ₹746 Cr (June 2018)	Varroc Engineering IPO  ₹1,955 Cr (June 2018)	SREI Equipment Finance Public Issue of NCD ₹509 Cr (May 2018)
Simplex Infrastructures QIP  ₹402 Cr (May 2018)	Dewan Housing Finance Public Issue of NCD  ₹10,945 Cr (May 2018)	Magma Fincorp QIP + Block Deal ₹885 Cr (April 2018)	ICICI Securities IPO  ₹3,515 Cr (March 2018)

I: IIFL Group Business Overview

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II: Ownership, Management and Governance

Distinguished Board of Directors



IIFL Holdings – Board of Directors



Nirmal Jain, Executive Chairman

- MBA from IIM Ahmedabad, rank-holder CA and Cost Accountant
- Founded and led IIFL since 1995



R Venkataraman, Managing Director

- MBA from IIM Bangalore, B-Tech from IIT Kharagpur
- Co-promoter of IIFL since 1999



Nilesh Vikamsey, Independent Director

- Senior Partner at Khimji Kunverji & Co
- Past President of The Institute of Chartered Accountants of India



A K Purwar, Independent Director

- Former Chairman, State Bank of India



S Narayan, Independent Director

- Former finance secretary, former economic advisor to Prime Minister



C Ratnaswami, Non-Executive Director

- MD of Hamblin Watsa, subsidiary of Fairfax



Kranti Sinha, Independent Director

- Former CEO of LIC Housing Finance



Geeta Mathur, Independent Director

- CFO of Helpage India

NBFC



V. K. Chopra

- Chairman, India Infoline Finance Ltd
- Former Whole-Time Member, SEBI



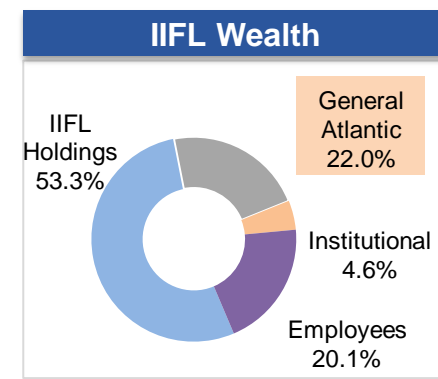
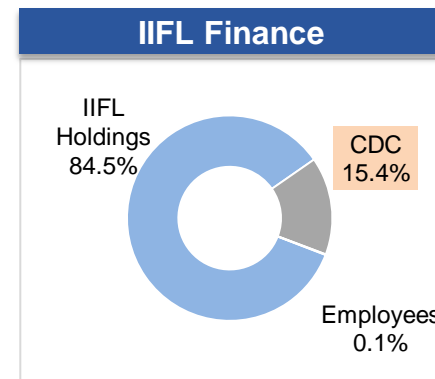
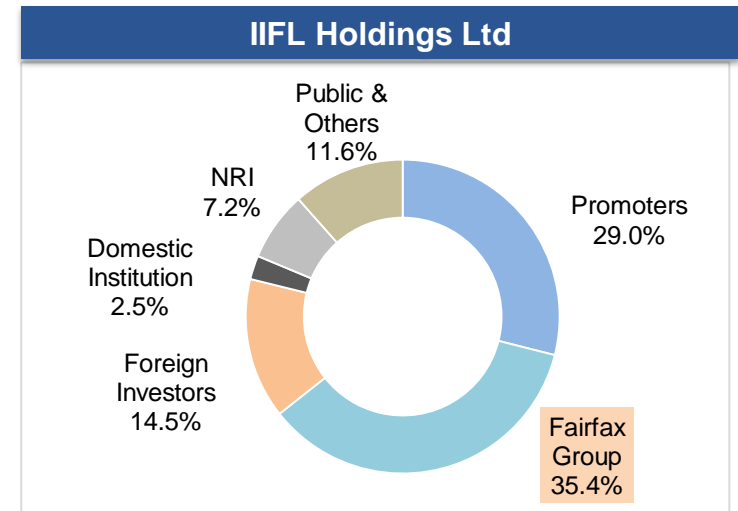
S. Sridhar

- Chairman, India Infoline Housing Finance Ltd
- Former Chairman, NHB

Management team with rich domain experience and ownership

Chairman	Nirmal Jain
Managing Director	R. Venkataraman
IIFL Finance	Sumit Bali
IIFL Home Finance	Monu Ratra
IIFL Wealth	Karan Bhagat
Institutional Equities	H. Nemkumar
Investment Banking	Nipun Goel
PMS & Retail Broking	Arindam Chanda
Realty Services	Balaji Raghavan
Finance	Prabodh Agrawal
Strategy	Aniruddha Dange
Compliance	R. Mohan
Company Secretary	Gajendra Thakur
Human Resources	Anand Mathur

Marquee Investors



Notes : Shareholding pattern as at December 31, 2018

IIFL's brand and credibility are substantiated by multiple awards



IIFL Securities won

"Best IPO Bidding Member -- Retail"

NSE Market Achievers Awards 2018



IIFL Finance won

"Best On-Boarding Solutions" at

People Matters Learning & Development Conference

Best in Onboarding Solution: India
Infoline Finance Limited



ET Now & Broadcast One recognised **IIFL Group** as **"Disruptors"** in the financial services industry



IIFL Home Finance Awarded **"Best Affordable Housing Finance Company of the Year Award"**

IIFL Securities honoured for **'Go Green Initiative for Executing Maximum 'Digital Transactions'**

by NSDL at its Star Performer Awards 2018.



IIFL Securities received Primary market segment awards **'Equity - IPO / FPO Bids-Members' & 'Debt Public Issue Bids-Members'** at **BSE Annual Felicitation ceremony**



IIFL won three awards at **"Drivers of Digital Awards 2018"** for **Best use of digital media for share trading,** **Online engagement & loyalty scheme** **Best online payments solution (merchant)**

Corporate Social Responsibility



Sakhiyon ki Baadi (Rajasthan)

An initiative undertaken in rural, remote areas of Rajasthan, to promote education of out-of-school and illiterate girls

1,156
Centres

38,094
Beneficiaries



Hearing Aid Distribution (Mumbai)

Free 'Ear Check-up' camps were organized across 8 locations in Mumbai 'Hearing Aid' machines were offered to the individuals as per requirement



Chauras (Pune, Maharashtra)

IIFL Foundation's Chauras acts as a learning centre cum crèche for children of construction workers. A centre at Kamshet, Pune was initiated this quarter



Financial Literacy Programmes

IIFL establishes financial literacy centres, which use a combination of educational videos, experiential learning and financial planning tools to drive home key messages & benefits of using formal financial services.

23
Village outreach
programmes

32
Trainings

738
Participants



Thank you

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