May 3, 2018

The Manager, Listing Department, BSE Limited, Phiroze Jeejeebhoy Tower, Dalal Street, Mumbai 400 001. BSE Scrip Code: 532636	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. NSE Symbol: IIFL

Dear Sir,

Sub: Press Release and presentation on Audited Financial Results

We enclose herewith the press release and presentation on the Audited Financial Results of the Company for the year ended March 31, 2018.

1. Press Release issued by the Company on the Audited Financial Results – Annexure 1.

2. Presentation on Audited Financial Results- Annexure 2.

Kindly take above on record and oblige.

Thanking You,
Yours faithfully,

For **IIFL Holdings Limited**

IIFL Holdings Limited Mumbai

Gajendra Thakur
Company Secretary & Compliance Officer
Place: Mumbai

Encl: as above
Email Id: csteam@iifl.com

IIFL Holdings Limited

Press Release
For immediate publication
Mumbai, India
May 03, 2018

Results update

IIFL Consolidated
-Profit after tax* for Q4FY18 at ₹318Cr (up 36% y-o-y) and FY18 at ₹1,162Cr (up 41% y-o-y)
-Income# for Q4FY18 at ₹1,091 Cr (up 31% y-o-y) and FY18 at ₹3,864Cr (up 37% y-o-y)

For the quarter and year ended March 31, 2018 (Q4FY18, FY18)

- Profit after tax* stood at ₹318 Cr for the quarter, up 36% y-o-y, and ₹1,162 Cr for the full year, up 41% y-o-y
- Consolidated income# stood at ₹1,091 Cr for the quarter, up 31% y-o-y, and ₹3,864 Cr for the full year, up 37% y-o-y
- Loan assets under management in NBFC business at ₹31,134 Cr, up 40% y-o-y
- Wealth assets at ₹1,31,762 Cr, up 39% y-o-y

Summary: Consolidated – Q4FY18

₹ Cr	Income#	Y-o-Y (%)	Profit after tax*	Y-o-Y (%)
IIFL Finance	521.3	29%	160.2	33%
IIFL Wealth	287.0	16%	103.2	37%
IIFL Securities	282.3	56%	54.6	41%
IIFL Consolidated	**1,090.6**	**31%**	**318.0**	**36%**
Minority Interest	-	-	69.7	45%
IIFL Consolidated (post minority)	**1,090.6**	**31%**	**248.3**	**33%**

Summary: Consolidated – FY18

₹ Cr	Income#	Y-o-Y (%)	Profit after tax*	Y-o-Y (%)
IIFL Finance	1,893.3	37%	554.3	31%
IIFL Wealth	1,074.9	36%	385.3	54%
IIFL Securities	895.5	39%	222.5	50%
IIFL Consolidated	**3,863.7**	**37%**	**1,162.1**	**41%**
Minority Interest	-	-	250.8	84%
IIFL Consolidated (post minority)	**3,863.7**	**37%**	**911.3**	**33%**

*Profit after tax is pre-minority
#Income is net of interest expense

Mr. Nirmal Jain, Chairman, IIFL Holdings Ltd., commented on the financial results "We are delighted to note that all the core businesses recorded strong growth during the year ended March 31, 2018. Our sustained growth is testimony to superior products and services provided to customers, delivered by exceptionally dedicated and motivated employees. The group's proposed reorganisation will result in separate listed companies for each of the core businesses; namely IIFL Finance (loans and mortgages), IIFL Wealth (wealth and asset management) and IIFL Securities (equities, investment banking, commodities). We believe that they will be better placed to attract talent to grow faster and compete more effectively. The new financial year looks promising for all the businesses."

IIFL Finance

The loans and mortgages business is carried out by a non-banking finance company and its two subsidiaries, housing finance company and micro finance company; conducted through 1,378 branches spanning the length and breadth of the country.

The profit after tax* for Q4FY18 was ₹160 Cr, up 33% y-o-y, while total income was ₹521 Cr, up 29% y-o-y. NBFC's ROE[1] for Q4FY18 stood at 16.5% and ROA was 2.2%. Average borrowing costs declined 7bps q-o-q and 44bps y-o-y to 8.4%. Net Interest Margin was up 23bps q-o-q to 7.13%.

Loan assets under management (AUM), predominantly retail, showed a strong growth of 40% y-o-y to ₹31,134Cr, mainly driven by small-ticket home loans, MSME loans and micro-finance loans. At the end of the quarter, retail home loan assets grew to ₹8,579 Cr, up 61% y-o-y. CV and Gold were other drivers.

85% of our loans are retail in nature and 40% are PSL compliant. The securitized loan book currently at ₹3,518 Cr is 11% of AUM. There exists significant opportunity for securitization, which will positively impact profitability and CAR.

Asset quality remains sound with GNPA of 1.7% and NNPA of 0.8% as on March 31, 2018. Against gross NPA of ₹473 Cr, specific provisions stand at ₹256 Cr, giving provision coverage of 54%.

Besides this, provision of ₹120 Cr has been made for standard assets as per statutory requirements. Total provision coverage (including standard asset provision) stands at 80% of gross NPAs.

IIFL Finance has long-term credit rating by CRISIL AA/Stable, [ICRA] AA (Stable), CARE AA (Positive).

Capital adequacy: Total CAR stood at 16.2% including Tier I capital of 14.8% as at March 31, 2018.

IIFL contribution in PMAY-CLSS: Over 13,000 customers were benefitted with a subsidy of more than ₹300 Cr under the Pradhan Mantri Awas Yojana – Credit Linked Subsidy Scheme.

Micro-Finance Business: During the quarter, Samasta Microfinance, has continued its steady growth, with additional expansion in the eastern regions of the country. The loan assets as at March 31, 2018 stood at ₹841 Cr, up 47% q-o-q and MFI base increased to over 5,00,000 customers.

*Profit after tax is pre-minority
[1]Figures are annualized

IIFL Wealth

IIFL Wealth Management is the leading wealth management company in India. The company has catapulted itself to become the largest private wealth management firm in India in less than a decade since its inception. Today, it actively manages assets of more than 10,000 High Net Worth Individuals (HNI) and Ultra HNI families in India and abroad. Headquartered in Mumbai, IIFL Wealth has more than 800 employees and a presence in 9 major global financial hubs across 23 locations in India and around the world.

The company's total assets under management, distribution and advice witnessed 39% y-o-y growth to reach ₹1,31,762Cr in Q4FY18. The profit after tax for Q4FY18 was at ₹103 Cr, up 37% y-o-y. IIFL Wealth Finance, a wholly-owned NBFC subsidiary of IIFL Wealth focused on providing loan against securities to wealth clients had a loan book of ₹6,701 Cr as at March 2018, up 85% y-o-y.

IIFL Securities

IIFL is a key player in both retail and institutional segments of the capital market, and category I merchant banker. We have close to 1,200 service locations comprising a wide branch and sub-broker network and providing unparalleled research coverage on over 500 companies. The business has recorded a robust performance despite volatility in the market. During the quarter, the average daily market turnover for the broking business was ₹17,455 Cr, up 69% y-o-y with the cash market turnover at ₹1,563 Cr, up 39% y-o-y.

Our mobile trading app, 'IIFL Markets' continues to be the highest rated (4.3) on Android amongst peers with over 15 lakh downloads. There has been a steady increase in number of clients trading through the mobile platform; during the quarter 41% of retail customers have traded through the app. IIFL's Mutual Fund App crossed 2.7 lakh downloads with a 4 star rating on Android, and is steadily building on its customer base.

Investment Banking: During the year, IIFL has completed 27 transactions including 11 IPOs and 8 follow-on transactions involving listed companies; and continues to have a substantial pipeline of transactions which are at various stages of execution.

IIFL has been ranked #1 in equity issuances for private companies for the financial year 2017-2018, (Source: Prime database[2])

Integration of commodities broking with equity broking business

With a view to integrate the equity and commodities broking within IIFL group and to ensure smooth operations and servicing of these clients, the commodity broking business of MCX and NCDEX carried on by India Infoline Commodities Limited is transferred to IIFL Securities Limited in accordance with the SEBI circular on integration of equity and commodity broking. The transfer is as per the valuation certificate received from an independent Chartered Accountant, for a cash consideration of ₹7.69 Crores. The integration is expected to be implemented by July 2018.

[2] Issue type : – Equity IPOs, Equity FPOs, InvIT IPOs and Equity QIPs. Rankings are from April 1, 2017 to March 31, 2018 on full credit basis based on amount raised.

*Profit after tax is pre-minority

Group reorganization

The Board of Directors of the Company at its meeting held on January 31, 2018, had approved the Composite Scheme of Arrangement amongst the Company, India Infoline Media and Research Services Limited, IIFL Securities Limited (Formerly India Infoline Limited), IIFL Wealth Management Limited, India Infoline Finance Limited, IIFL Distribution Services Limited, and their respective shareholders, under Sections 230 - 232 and other applicable provisions of the Companies Act, 2013.

During the quarter ended March 31, 2018, the draft scheme has been filed with the exchanges/SEBI and approval of the same is awaited.

Awards and accolades received in Q4FY18:

- IIFL's Investment Banking team won the 'Best India Deal' award at the Finance Asia Achievement Awards 2017

- The Investment Banking division also bagged the 'Best IPO Lead Manager for FY18' award by Capital Finance International

- IIFL Wealth reaped accolades with the 'Best Wealth Manager - India Domestic' award at the Asian Private Banker Awards for Distinction 2017, the 'Best Private Bank in India' award by Global Finance Best Private Bank Awards, 2018, the 'Best Family Office Services, India' and 'Best Succession Planning Advice and Trusts, India' by Euromoney Private Banking and Wealth Management Survey, 2018, and the 'BFSI Best Brands, 2018' recognition by The Economic Times

- IIFL was recognized for its customer service through the 'Customer Services Excellence in Financial Services' award by the ET Now: Making of Developed India (MODI) Awards, the 'Best Customer Experience Award of the Year: Non-Banking' by Zendesk, and by Banking Frontiers: Finnoviti 2018 Awards for the innovative voice mail feature

- IIFL won the 'Best Employee Engagement in Non-Banking Sector' and the 'Best-in-Class Talent Management Award' at the Employee Engagement Leadership Awards 2018

- IIFL was also nominated for the prestigious 'most promising company' award by CNBC TV18 's IBLA Awards 2018

About IIFL

IIFL Holdings Ltd (NSE: IIFL, BSE: 532636) is a leading player in the Indian financial services space. IIFL is engaged in the business of loans and mortgages, asset and wealth management, retail and institutional broking, investment banking and realty services through its various subsidiaries.

IIFL Holdings Ltd is headquartered in Mumbai with overseas offices in London, New York, Toronto, Geneva, Hong Kong, Dubai, Singapore and Mauritius. Started as a research firm in 1995, IIFL is a first generation venture. Today, IIFL is a diversified financial services group with a consolidated net-worth of ₹5,066 Cr as on March 31, 2018, offering a gamut of services to more than 40 lakh customers across various business segments and is continuously building on its strengths to deliver excellent service to its expanding customer base.

IIFL is featured in the prestigious **Forbes list of 'India's Super 50 Companies'** in 2017, a benchmark to identify Indian companies that exhibit high growth in profitability, sales and shareholder returns. IIFL is also among the **'Outlook Business Outperformers'** - a prestigious list of eight companies which have beaten the Sensex over a five-year period. IIFL is ranked as the **#1 Investment Banker** in Equity Issuances for FY18 by PRIME Database. IIFL won '**The Best Private Banking Services Overall, India**' award at Euromoney Private Banking and Wealth Management Survey, 2017. IIFL was recognized as '**India's Most Trusted Financial Service Brand (Non-Bank)**' by the Brand Trust Report India Study, 2016. IIFL Group bagged '**Best Customer Service in the Financial Sector'** by World Quality Congress - service quality awards in 2015. IIFL received '**India's Most Promising Brand**' 2014 award at WCRC Global India Excellence Summit in London, in 2014.

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 March 31, 2018, are available under the 'Investor Relations' section on our website www.iifl.com.

IIFL/ India Infoline refer to IIFL Holdings Ltd and its group companies.

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Performance Review

For the quarter and year ended March 2018

IIFL Holdings Limited

Bloomberg: IIFL IN

May 03, 2018

KNOWLEDGE IS THE EDGE

IIFL

www.iifl.com

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IIFL Group – Quarterly results at a glance

Quarter ended March 2018

₹ Cr	Income	Y-o-Y (%)	Profit after tax	Y-o-Y (%)
IIFL Finance	521.3	29%	160.2	33%
IIFL Wealth	287.0	16%	103.2	37%
IIFL Securities	282.3	56%	54.6	41%
IIFL Consolidated	**1,090.6**	**31%**	**318.0**	**36%**
Minority Interest	-	-	69.7	45%
IIFL Consolidated (post minority)	**1,090.6**	**31%**	**248.3**	**33%**

Note: Income is net of interest expense, Profit is pre-minority

Key highlights of the quarter

- Loan AuM grew 40% y-o-y to ₹31,134Cr
- Asset quality remains sound with GNPA of 1.71% and NNPA of 0.79%
- Wealth assets grew 39% y-o-y to ₹1,31,762 Cr
- Consolidated ROE expanded to 19.8% and ROA to 2.4%

IIFL Group – Yearly results at a glance

Year ended March 2018

₹ Cr	Income	Y-o-Y (%)	Profit after tax	Y-o-Y (%)
IIFL Finance	1,893.3	37%	554.3	31%
IIFL Wealth	1,074.9	36%	385.3	54%
IIFL Securities	895.5	39%	222.5	50%
IIFL Consolidated	**3,863.7**	**37%**	**1,162.1**	**41%**
Minority Interest	-	-	250.8	84%
IIFL Consolidated (post minority)	**3,863.7**	**37%**	**911.3**	**33%**

Note: Income is net of interest expense, Profit is pre-minority

Key highlights of the year

- NIM expanded 54bps y-o-y to 7.08% in FY18
- Pan India network of 1,378 branches in 25 states, up 24% y-o-y
- Presence in 23 locations globally, including 8 overseas
- Shareholders' funds reached ₹5,066 Cr

IIFL Group – Consolidated results

Quarter ended March 2018

₹ Cr	Q4FY18	Q4FY17	Y-o-Y	Q3FY18	Q-o-Q	FY18	FY17	Y-o-Y
Revenue from Operations	1,732.4	1,335.2	30%	1,627.3	6%	6,254.9	4,759.9	31%
Other income	31.2	59.1	(47%)	59.5	(48%)	204.2	147.6	38%
Total Income	**1,763.6**	**1,394.3**	**26%**	**1,686.8**	**5%**	**6,459.1**	**4,907.5**	**32%**
Operating cost	77.1	65.9	17%	67.9	14%	271.7	188.5	44%
Employee cost	309.9	227.1	36%	277.4	12%	1,060.8	784.0	35%
Administration and other expenses	235.9	162.8	45%	195.7	21%	796.5	564.8	41%
Total expenses	622.9	455.8	37%	541.0	15%	2,128.9	1,537.3	38%
EBITDA	**1,140.7**	**938.5**	**22%**	**1,145.8**	**(0%)**	**4,330.2**	**3,370.2**	**28%**
Interest costs	673.0	561.1	20%	699.2	(4%)	2,595.4	2,092.2	24%
Depreciation and amortization	19.1	14.4	33%	16.9	13%	67.1	54.0	24%
Profit before tax	**448.6**	**363.0**	**24%**	**429.7**	**4%**	**1,667.7**	**1,224.0**	**36%**
Provision for taxation	130.6	128.5	2%	128.5	2%	505.6	401.8	26%
Profit after tax before minority	**318.0**	**234.5**	**36%**	**301.2**	**6%**	**1,162.1**	**822.2**	**41%**
Minority Interest	69.7	48.1	45%	65.5	6%	250.8	136.1	84%
Profit after tax after minority	**248.3**	**186.4**	**33%**	**235.7**	**5%**	**911.3**	**686.1**	**33%**

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

IIFL Group – Consolidated Balance Sheet

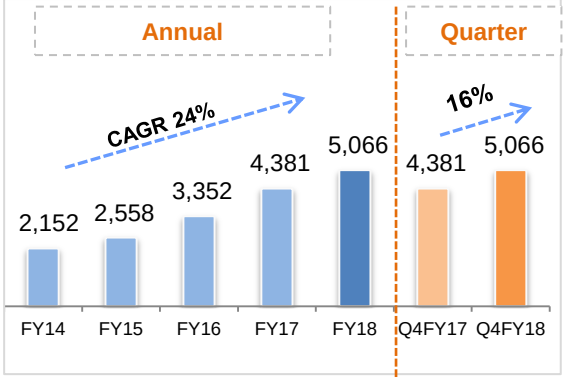
Quarter ended March 2018

₹ Cr	As at 31.03.2018	As at 31.03.2017	Y-o-Y	As at 31.12.2017	Q-o-Q
Equity Share Capital	63.8	63.6	0%	63.7	0%
Reserves and Surplus	5,002.3	4,318.0	16%	4,905.3	2%
Shareholders' Funds	**5,066.1**	**4,381.6**	**16%**	**4,969.0**	**2%**
Minority Interest	1,500.3	1,255.2	20%	1,435.0	5%
Borrowings	32,973.4	24,330.4	36%	29,122.1	13%
Sources of Funds	**39,539.8**	**29,967.2**	**32%**	**35,526.1**	**11%**
Fixed assets	789.9	676.6	17%	744.8	6%
Investments	2,251.7	3,586.2	(37%)	3,338.1	(33%)
Gross Loans	34,316.7	22,896.2	50%	29,409.0	17%
Less: NPA Provision	256.1	240.5	6%	218.1	17%
Net Loans	**34,060.6**	**22,655.7**	**50%**	**29,190.9**	**17%**
Net Current Assets	2,437.6	3,048.7	(20%)	2,252.3	8%
Application of Funds	**39,539.8**	**29,967.2**	**32%**	**35,526.1**	**11%**

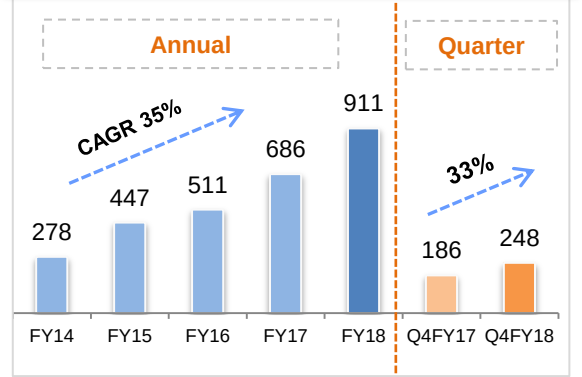
IIFL Group – Consolidated financial trends

Quarter ended March 2018

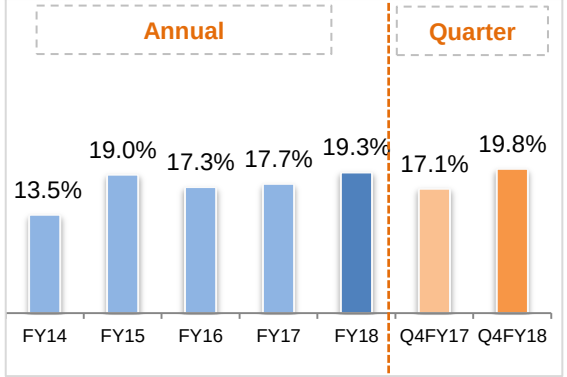
Net-worth (₹ Cr)



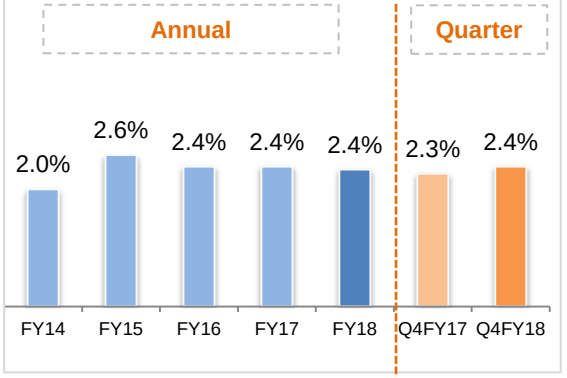
Profit after tax (₹ Cr)



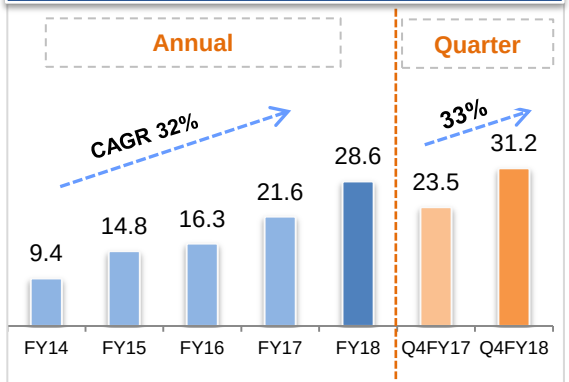
Return on Equity (%)



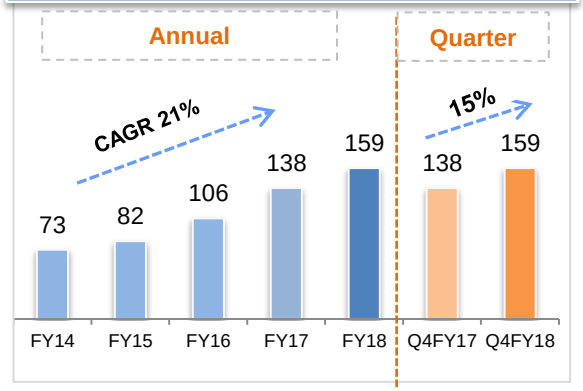
Return on Assets (%)



Earnings Per Share (₹)



Book Value Per Share (₹)



Notes : Profit is post-minority, Quarterly ROE and EPS are annualized

I: IIFL Group Performance Overview

(i) IIFL Finance

(ii) IIFL Wealth

(iii) IIFL Securities

II: Ownership, Management and Governance

IIFL Finance – Consolidated results

Quarter ended March 2018 (NBFC, HFC and MFI)

₹ Cr	Q4FY18	Q4FY17	Y-o-Y	Q3FY18	Q-o-Q	FY18	FY17	Y-oY
Loan book	27,615.5	19,279.8	43%	23,561.8	17%	27,615.5	19,279.8	43%
Securitised assets	3,518.1	3,001.2	17%	3,726.3	(6%)	3,518.1	3,001.2	17%
Assets under management	**31,133.6**	**22,281.0**	**40%**	**27,288.1**	**14%**	**31,133.6**	**22,281.0**	**40%**
Interest income	963.4	805.6	20%	918.6	5%	3,595.2	3,030.4	19%
Interest expense	515.9	447.6	15%	508.7	1%	1,963.7	1,789.4	10%
Net Interest income	**447.5**	**358.0**	**25%**	**409.9**	**9%**	**1,631.5**	**1,241.0**	**31%**
Other income	73.8	46.2	60%	88.7	(17%)	261.8	137.6	90%
Total income	**521.3**	**404.2**	**29%**	**498.6**	**5%**	**1,893.3**	**1,378.6**	**37%**
Operating expense	225.4	157.2	43%	189.8	19%	741.1	553.5	34%
Loan losses & provision	56.3	61.8	(9%)	89.8	(37%)	313.0	175.9	78%
Profit before tax	**239.6**	**185.2**	**29%**	**219.0**	**9%**	**839.2**	**649.2**	**29%**
Provision for tax	79.4	64.7	23%	73.4	8%	284.9	226.0	26%
Profit after tax	**160.2**	**120.5**	**33%**	**145.6**	**10%**	**554.3**	**423.2**	**31%**

IIFL Finance – Consolidated Balance Sheet

Quarter ended March 2018 (NBFC, HFC and MFI)

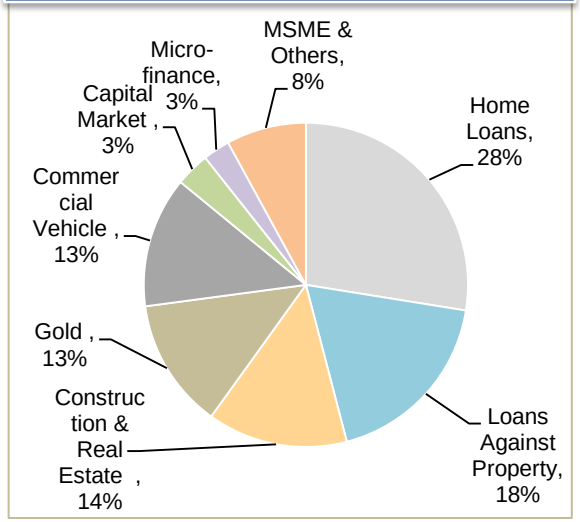
₹ Cr	As at 31.03.2018	As at 31.03.2017	Y-o-Y	As at 31.12.2017	Q-o-Q
Equity Share Capital	280.7	280.5	0%	280.7	0%
Preference Share Capital	-	75	-	-	-
Reserves and Surplus	3,647.9	3,189.40	14%	3,580.2	2%
Shareholders' funds	**3,928.6**	**3,544.9**	**11%**	**3,860.9**	**2%**
Minority Interest	3.7	3.7	0%	3.6	3%
Borrowings	24,905.9	18,104.10	38%	21,661.2	15%
Sources of Funds	**28,838.2**	**21,652.7**	**33%**	**25,525.7**	**13%**
Fixed assets	91.9	73.7	25%	79.4	16%
Investments	1,089.8	1,487.0	(27%)	1,531.1	(29%)
Gross Loans	27,615.5	19,279.8	43%	23,561.8	17%
Less: NPA Provision	256.1	240.5	6%	218.1	17%
Net Loans	**27,359.4**	**19,039.3**	**44%**	**23,343.7**	**17%**
Net Current Assets	297.1	1,052.7	(72%)	571.5	(48%)
Application of Funds	**28,838.2**	**21,652.7**	**33%**	**25,525.7**	**13%**

Achieving volume & profit growth with superior asset mix

Quarter ended March 2018

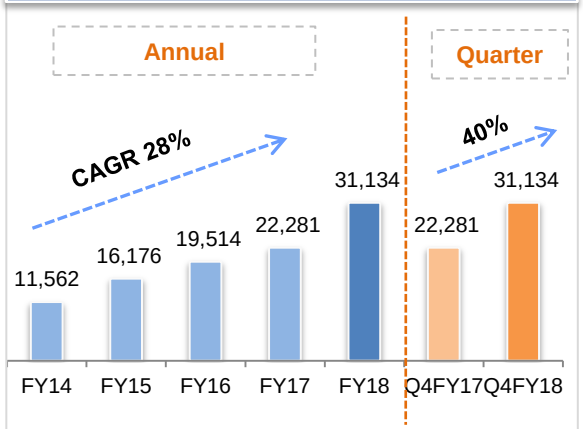
- AuM growth driven primarily by small-ticket home loans, MSME loans and micro-finance loans
- Gold, CV and Construction Finance loans have also grown strongly
- LAP and Capital market loan growth remained flat or declined as planned
- ROE improved to 16.5% and ROA to 2.2%

AUM break-up (%)

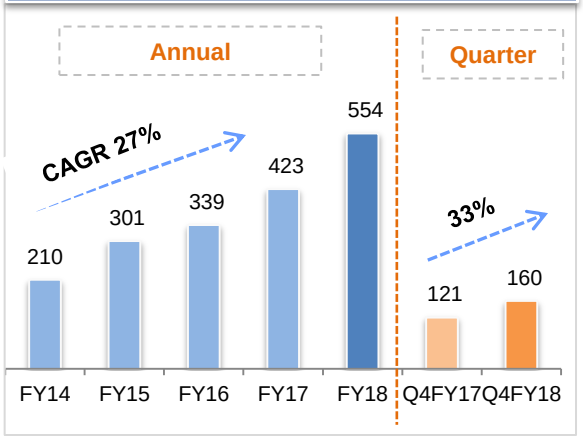


Loan AUM (₹Cr)	Q4FY18	Y-o-Y	Q-o-Q
Home Loan	8,579	61%	14%
LAP	5,732	2%	3%
Construction & Real Estate	4,335	41%	14%
Commercial Vehicle	4,066	37%	14%
Gold	4,037	39%	18%
Capital Market	1,062	(4%)	8%
MSME & Others	2,481	142%	33%
MFI	841	252%	46%
Total	**31,134**	**40%**	**14%**

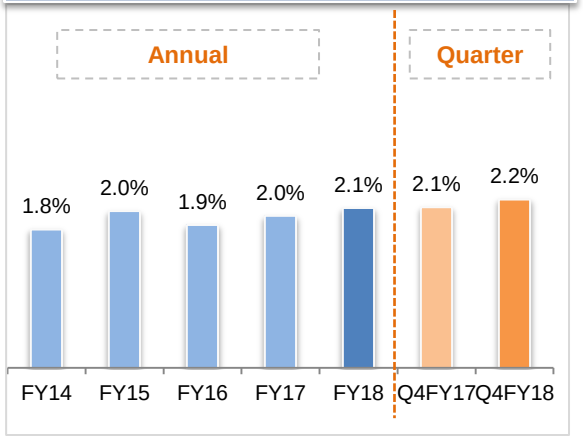
Loan AUM (₹ Cr)



Net Profit (₹ Cr)



Return on Assets (%)



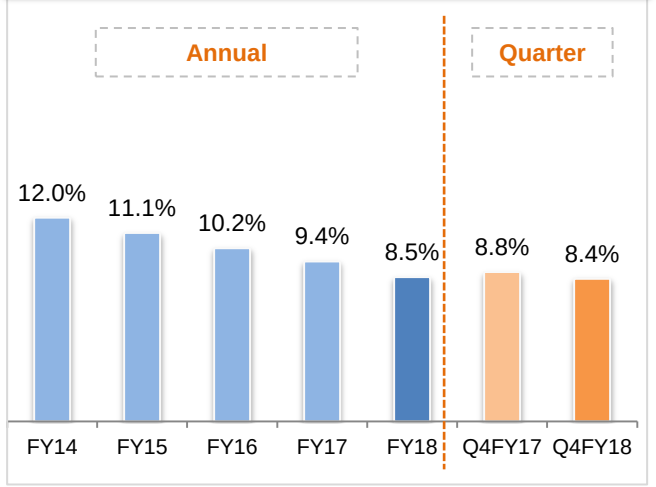
Note – MSME & Others include Healthcare equipment, SME and Digital finance

Funding, operating costs decline, NIM expands

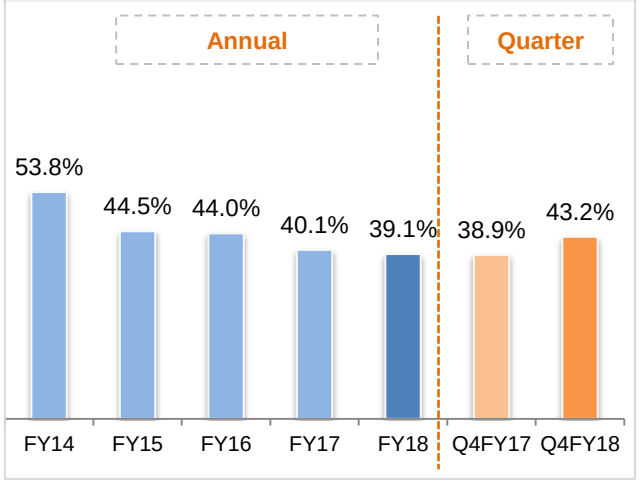
Quarter ended March 2018

- Average cost of borrowing declined by 7bps q-o-q and 44bps y-o-y to 8.4%; full year cost of borrowing declined by 90bps y-o-y
- NIM expanded by 23bps q-o-q and 4bps y-o-y to 7.1%, supported by lower borrowing costs and rising share of higher yielding assets
- Cost/Income ratio increased in the fourth quarter due to expansion of branch network by 226 new branches over the last two quarters , and consequent increase in manpower

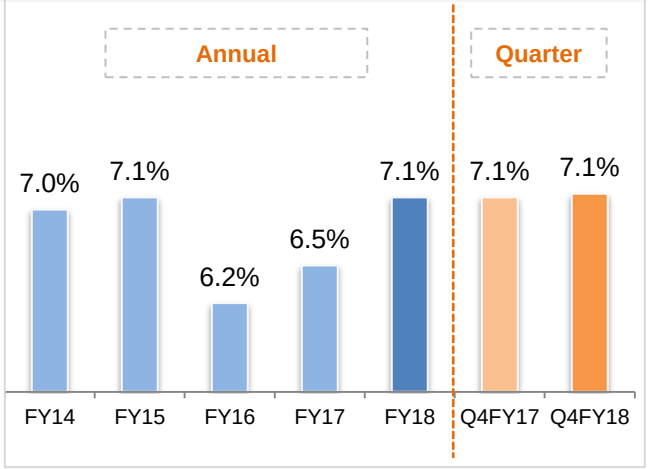
Cost of Funds (%)



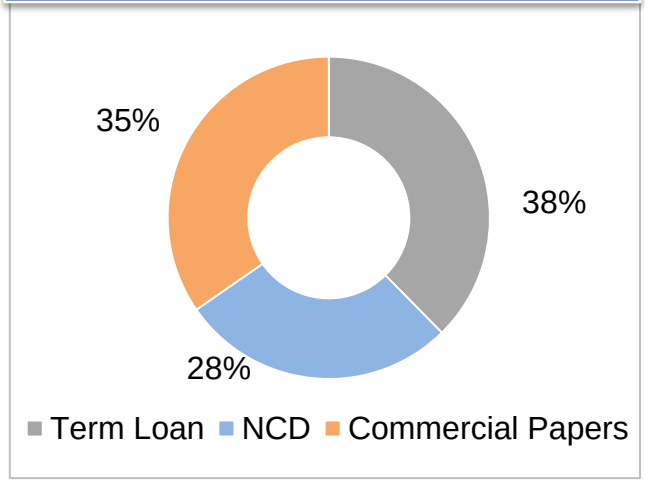
Cost to Income (%)



NIM (%)



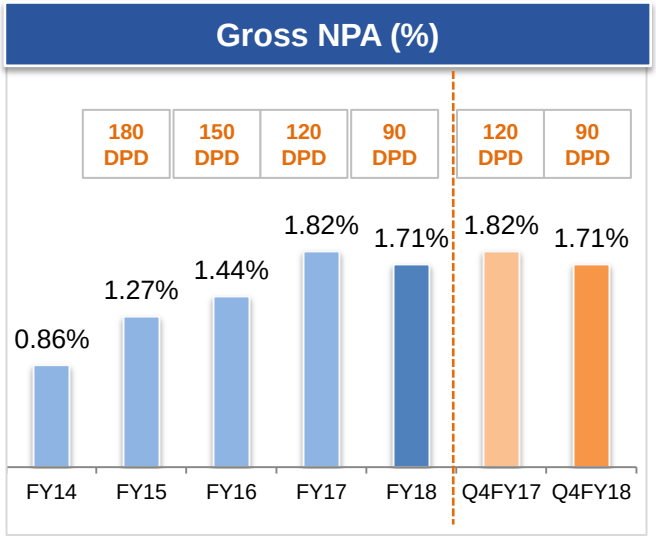
Borrowing Mix (%)

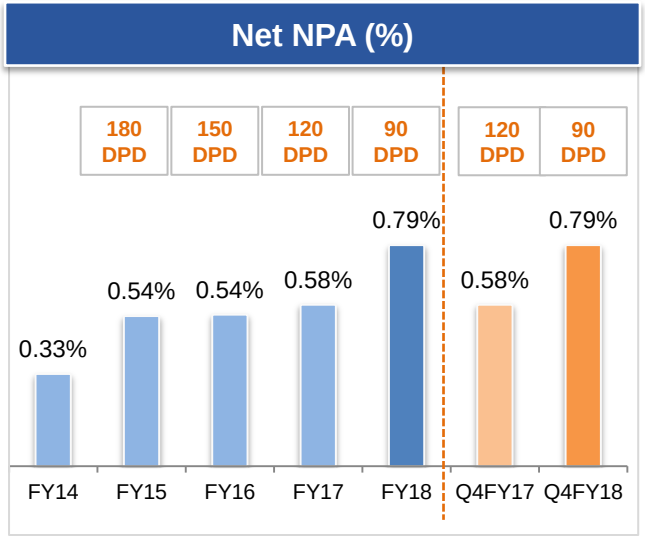


Through cycles, maintaining superior quality of assets

Quarter ended March 2018

- Asset quality improved with GNPA of 1.7% and NNPA of 0.8%
- Sequentially NPAs declined for every single product, due to a combination of regular improvement in credit underwriting and concerted collection efforts
- 85% of our loans are retail in nature and 40% are PSL compliant. Securitized loan book currently stands at 11% of AUM
- Tier-I CAR stands at 14.8% and total CAR at 16.2%





	% Portfolio Share	NNPA%	Yield %	Average Ticket Size (₹Lakh)	LTV %
Home Loan	28%	0.3%	9.8%	21.0	68%
Loan Against Property	18%	1.0%	12.8%	72.0	49%
Construction & Real Estate	14%	1.4%	14.8%	1,070.0	46%
Commercial Vehicle	13%	1.5%	15.7%	15.0	75%
Gold	13%	0.1%	21.5%	0.6	65%
Capital Market	3%	0.0%	11.2%	71.0	42%
MSME & Others	8%	1.4%	16.6%	7.2	54%
Micro-finance	3%	0.0%	25.1%	0.2	-
Total	**100%**	**0.8%**	**14.4%**		

I: IIFL Group Business Overview

(i) IIFL Finance

(ii) IIFL Wealth

(iii) IIFL Securities

II: Ownership, Management and Governance

IIFL Wealth – Consolidated results

Quarter ended March 2018

₹ Cr	Q4FY18	Q4FY17	Y-o-Y	Q3FY18	Q-o-Q	FY18	FY17	Y-o-Y
Assets under advice, management and distribution	**1,31,762**	**94,919**	**39%**	**1,28,175**	**3%**	**1,31,762**	**94,919**	**39%**
Fee based income	233.0	185.4	26%	218.7	7%	881.1	583.0	51%
Direct Cost	22.7	14.6	55%	16.2	40%	79.7	41.9	90%
Net Commission / Fee Income	**210.3**	**170.8**	**23%**	**202.5**	**4%**	**801.4**	**541.1**	**48%**
Fund based income	219.7	181.7	21%	252.6	(13%)	832.0	499.1	67%
Interest expense	143.1	105.0	36%	172.4	(17%)	558.5	248.6	125%
Net fund based income	**76.6**	**76.7**	**(0%)**	**80.2**	**(4%)**	**273.5**	**250.5**	**9%**
Total income	**286.9**	**247.5**	**16%**	**282.7**	**1%**	**1,074.9**	**791.6**	**36%**
Employee cost	109.4	75.9	44%	105.6	4%	392.6	264.8	48%
Other operating expense	48.6	46.0	6%	44.2	10%	171.4	133.7	28%
Provision charges	3.8	13.7	(72%)	4.1	(7%)	14.9	30.1	(50%)
Total expenses	**161.8**	**135.6**	**19%**	**153.9**	**5%**	**578.9**	**428.6**	**35%**
Profit before tax	**125.1**	**111.9**	**12%**	**128.8**	**(3%)**	**496.0**	**363.0**	**37%**
Tax expense	21.9	36.6	(40%)	28.7	(24%)	110.7	112.5	(2%)
Profit after tax	**103.2**	**75.3**	**37%**	**100.1**	**3%**	**385.3**	**250.5**	**54%**

IIFL Wealth – Consolidated Balance Sheet

Quarter ended March 2018

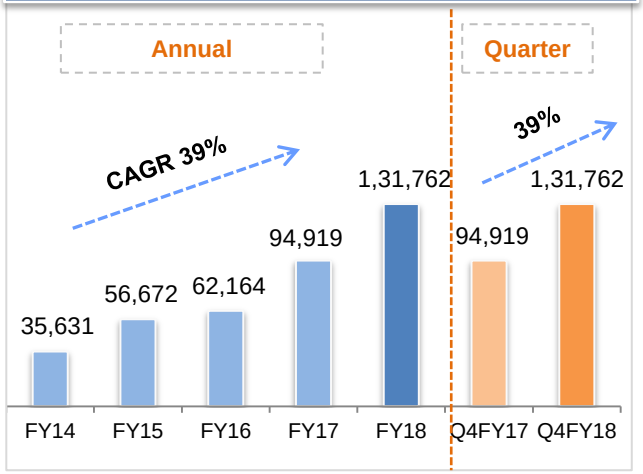
₹ Cr	As at 31.03.2018	As at 31.03.2017	Y-o-Y	As at 31.12.2017	Q-o-Q
Equity Share Capital	16.0	15.6	3%	15.8	1%
Reserves and Surplus	1,873.6	1,508.6	24%	1,770.0	6%
Shareholders' funds	**1,889.6**	**1,524.2**	**24%**	**1,785.8**	**6%**
Minority Interest	-	-	-	-	-
Borrowings	7,027.6	5,644.7	24%	6,610.9	6%
Sources of Funds	**8,917.2**	**7,168.9**	**24%**	**8,396.7**	**6%**
Fixed assets	80.6	56.5	43%	71.9	12%
Investments	1,076.1	1,934.3	(44%)	1,686.4	(36%)
Gross Loans	6,701.1	3,616.4	85%	5,847.4	15%
Less: NPA Provision	-	-	-	-	-
Net Loans	**6,701.1**	**3,616.4**	**85%**	**5,847.4**	**15%**
Net Current Assets	1,059.4	1,561.7	(32%)	791.0	34%
Application of Funds	**8,917.2**	**7,168.9**	**24%**	**8,396.7**	**6%**

Leading Wealth manager in India

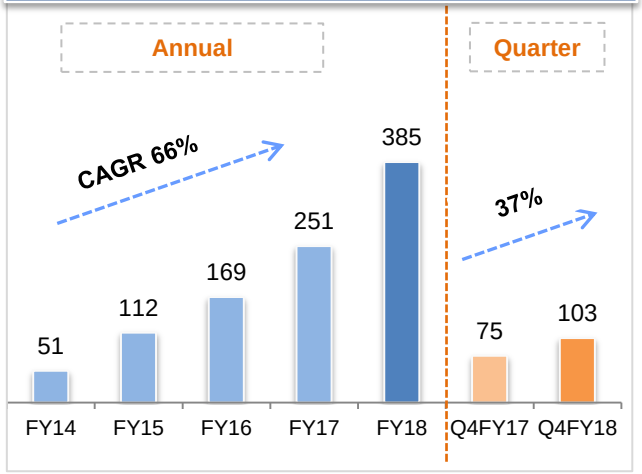
Quarter ended March 2018

- IIFL Wealth offers broad range of wealth products and services with a view to maximize client wallet share including financial product distribution, advisory, brokerage in equity / fixed income, onshore & offshore asset management and credit solutions
- AuM growth remains robust at 39% y-o-y
- Largest fund manager of AIFs. AUM grew 52% y-o-y to ₹11,736Cr
- PAT grew by 37% y-o-y to ₹103Cr for the quarter and by 54% y-o-y to ₹385Cr for the full year

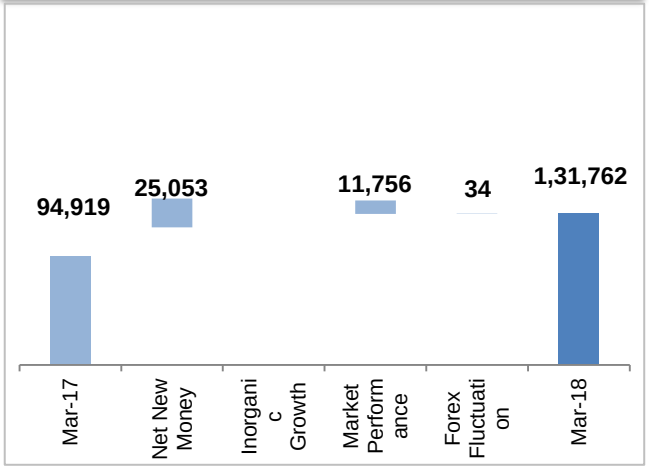
Total assets (₹ Cr) *



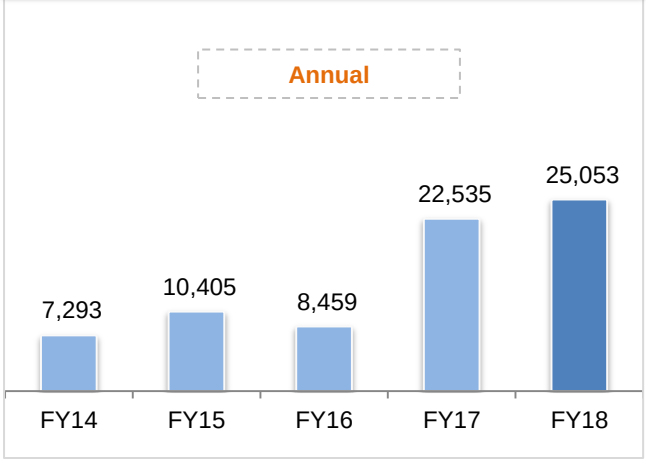
Profit after tax (₹ Cr)



AUM movement (₹ Cr) *



Net new money raised (₹ Cr)



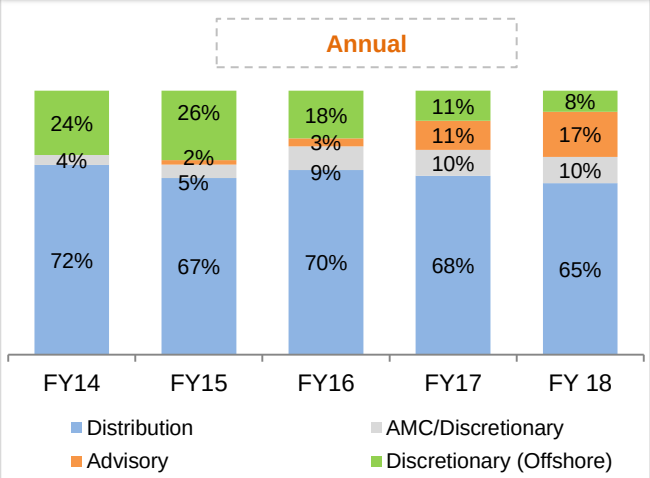
* Offshore FPI advisory assets have been excluded from total assets given their negligible contribution to income

Broadening advisory and asset management services

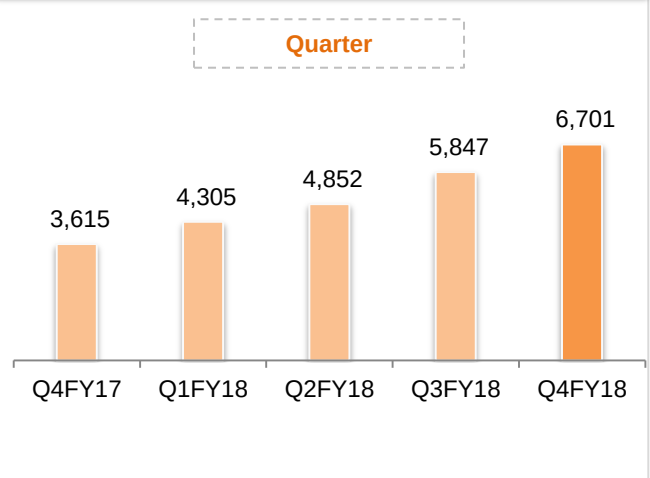
Quarter ended March 2018

- Wealth NBFC, which mainly offers loans against securities, grew its loan book 15% q-o-q and 85% y-o-y to ₹6,701Cr
- Presence in 23 Offices across 9 geographies
- Hired 13 bankers during Q4FY18 taking the total number to 330, to further drive the growth momentum
- For the quarter ended March 31, 2018, the retention yield stands at 88 bps

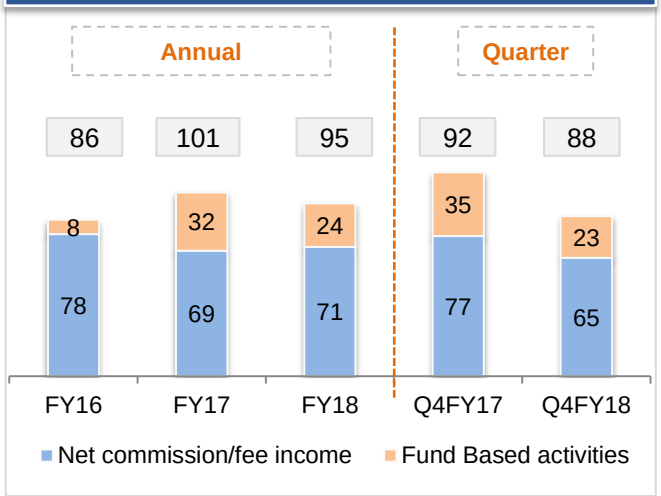
Break-up of Wealth assets (%) *



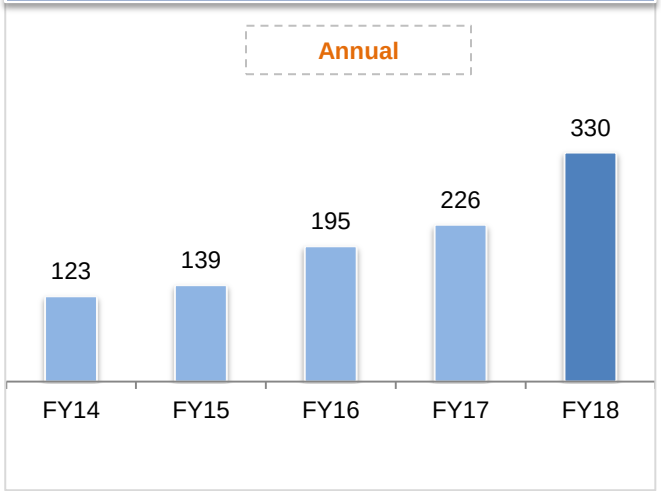
Wealth NBFC assets (₹ Cr)



Retention yield ex-FPI assets (bps)



No. of bankers



* Offshore FPI advisory assets have been excluded from total assets given their negligible contribution to income

I: IIFL Group Performance Overview

(i) IIFL Finance

(ii) IIFL Wealth

(iii) IIFL Securities

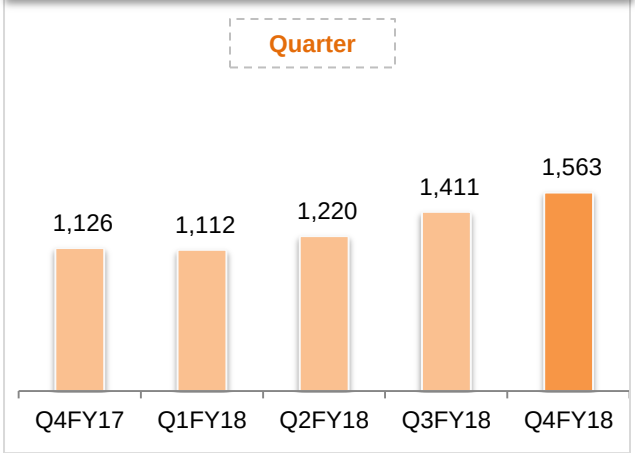
II: Ownership, Management and Governance

IIFL Securities – Turnover and market share

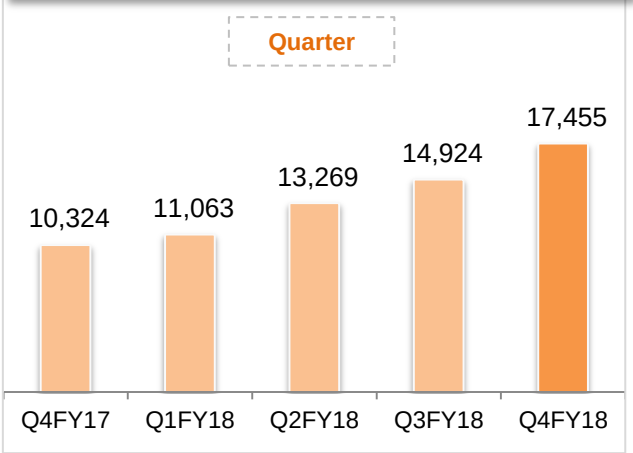
Quarter ended March 2018

- IIFL is a key player in both retail and institutional segments with a 4% share of daily cash turnover
- Average daily cash turnover was up 39% y-o-y to ₹1,563 Cr. versus 30% y-o-y growth in exchange cash turnover
- Average daily F&O turnover was up 73% y-o-y to ₹15,891 Cr. versus 85% y-o-y growth in exchange F&O turnover
- Total average daily turnover (including F&O) was up 69% y-o-y to ₹17,455 Cr. versus 76% y-o-y growth in exchange turnover

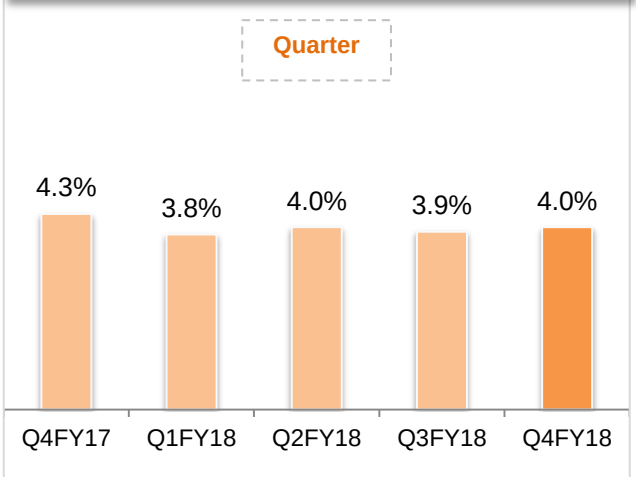
Average daily turnover – Cash (₹ Cr)



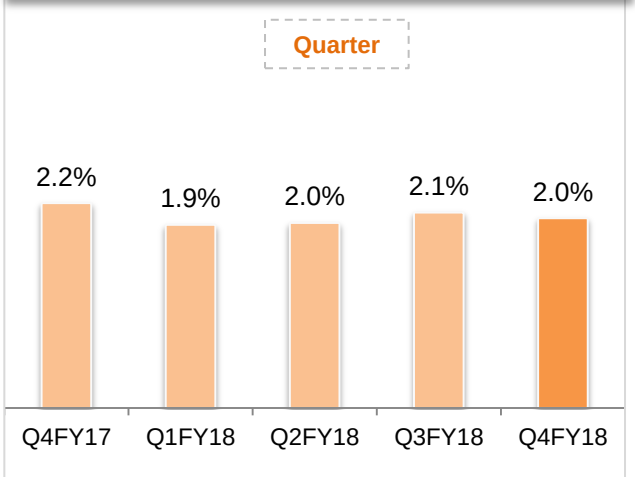
Average daily turnover - Total (₹ Cr)



NSE Market Share - Cash (%)



NSE Market Share – Total (%)

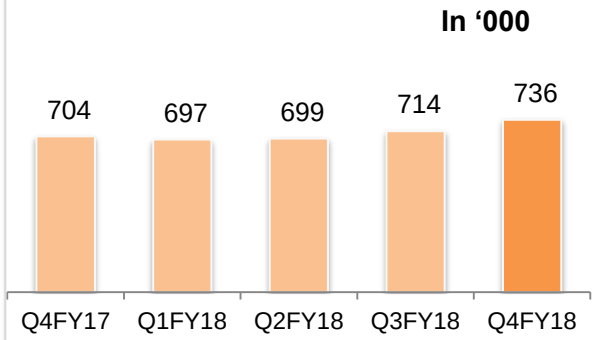


Note - Exchange turnover includes both NSE and BSE turnover for equity segment

Digitization and Research backed institutional and retail equity businesses

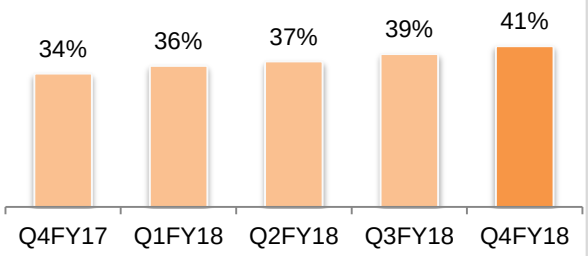
Quarter ended March 2018

Number of retail customers



- Wide network – retail branches, franchisees, sub-brokers and online
- Coverage of 500+ stocks
- Mobile brokerage >30% of total

Mobile trading clients (% of total)



IIFL Markets – Top rated App

IIFL MARKETS

Available on

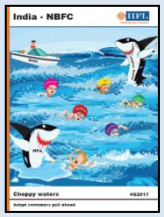
15,00,000+ downloads

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

- Rated 4.3 by 24,000 + users
- 500+ stock ideas shared by IIFL experts
- 1000+ market and stock related news notifications
- Advanced research section launched with in depth fundamental analysis, peer comparison and model portfolio

Internationally acclaimed research

Biocon
A deep dive into Biocon's biosimilars pipeline which can quintuple company's profits in five years



India NBFC

India Media

India IT Services

- 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 March 2018

- FY18 has been the best year for IIFL's Investment Banking business since inception
- 27 transactions were completed during the year including 11 IPOs and 8 follow-on transactions involving listed companies
- The advisory business was ramped up and a number of private equity and pre-IPO transactions were closed
- There continues to be a substantial pipeline of transactions at various stages of execution

IIFL Ranks #1 in raising Equity for private sector clients in FY18*

Marquee Issues

ICICI Securities IPO ₹35,149 Cr (March 2018)	**Housing Development Finance Corp** QIP ₹1,896 Cr (March 2018)	**Deepak Nitrite** QIP ₹150 Cr (January 2018)	**Shalby Hospitals** IPO ₹505 Cr (December 2017)	**Future Supply Chain Solutions** IPO ₹650 Cr (December 2017)
IRB InvIT Fund IPO ₹5,033 Cr (May 2017)	**State Bank of India** QIP ₹15,000 Cr (June 2017)	**Federal Bank** QIP ₹2,500 Cr (June 2017)	**ICICI Lombard General Insurance** IPO ₹5,700 Cr (September 2017)	**Reliance AMC** IPO ₹1,542 Cr (October 2017)

*Source – Prime Database. Issue type : – Equity IPOs, Equity FPOs, InvIT IPOs and Equity QIPs. Rankings are from April 1, 2017 to March 31, 2018 on full credit basis based on amount raised

I: IIFL Group Business Overview

(i) IIFL Finance

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II: Ownership, Management and Governance

IIFL - India's leading integrated financial services group

IIFL Holdings Ltd

(Listed co. | Bloomberg Code: IIFL IN)

Three key operating businesses - Multiple subsidiaries to comply with all applicable regulators

IIFL Finance

Loan AUM
₹31,134 Cr retail focused diversified loan assets

Products
Home, LAP, Gold, Commercial Vehicle, SME and Micro Finance loans

Financials FY18
Income ₹1,893 Cr
Profit after tax ₹554 Cr

Minority Shareholders
CDC Group plc - 15.4%

IIFL Wealth

Wealth Assets
₹1,31,762 Cr from 10,000+ high networth families

Products
Family office, AIFs, advisory and distribution services

Financials FY18
Income ₹1,075 Cr
Profit after tax ₹385 Cr

Minority Shareholders
General Atlantic - 22.6%
Employees – 20.9%

IIFL Securities

Customers and network
40 lakh customers serviced from 1,200+ locations

Products
Retail and institutional broking, investment banking

Financials FY18
Income ₹896 Cr
Profit after tax ₹223 Cr

Minority Shareholders
Nil

Notes – (i) Income is net of interest expense (ii) Profit is pre-minority (iii) Loan/Wealth assets as at March 31, 2018

Consistent Vision and Values since inception for the foundation of corporate culture

Vision

"To become the Most Respected Company in the financial services space"

Vision 2020*

Doubling
Revenue 2x
Net profit 2.5x
over FY16-FY20

Durability
Reducing volatility and cyclicality of earnings in all businesses

De-risking
Diversifying revenue sources with focus on financial services

Values

Fairness

Fairness in our transactions with all stakeholders including employees, customers, and vendors, bereft of fear or favour

Integrity

Integrity and honesty of the utmost nature, in letter, in spirit, and in all our dealings with people, internal or external

Transparency

Transparency in all our dealings with stakeholders, media, investors, and the public at large

*The information is based on management's internal goals and is subject to change without notice. The actual performance can be materially different.

Distinguished Board of Directors and Advisory Board

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-promoted IIFL in 1999

Nilesh Vikamsey, Independent Director
- Senior Partner at Khimji Kunverji & Co
- President of The Institute of Chartered Accountants of India

A K Purwar, Independent Director
- Former Chairman, State Bank of India

C Ratnaswami, Non-Executive Director
- MD of Hamblin Watsa, subsidiary of Fairfax

S Narayan, Independent Director
- Former finance secretary, former economic advisor to Prime Minister

Kranti Sinha, Independent Director
- Former CEO of LIC Housing Finance

Geeta Mathur, Independent Director
- CFO of Helpage India

IIFL Group's Advisory Board

Ashok Jha
- Former Finance Secretary, Government of India

Keki Dadiseth
- Former Director, Unilever Plc.

Keki Mistry
- Vice Chairman and Chief Executive Officer of HDFC

S Sundaresan
- An eminent Corporate Lawyer

Sat Pal Khattar
- Singapore based eminent Lawyer and Investor

S Venkatachalam
- Non Executive Chairman, Oracle Financial Services

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

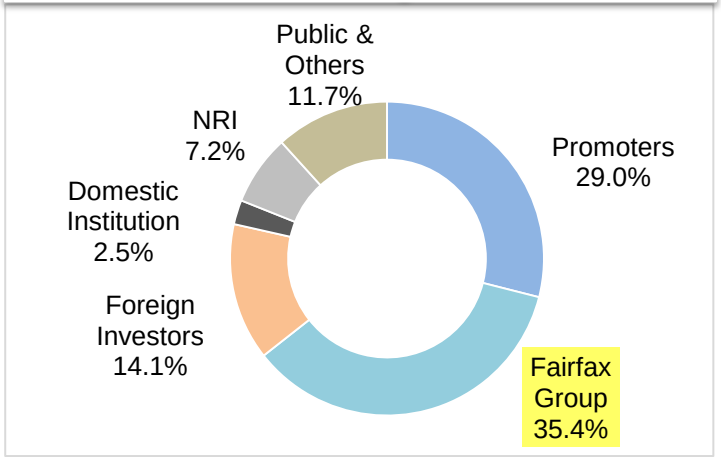
Management team with rich domain experience and ownership

Chairman	Nirmal Jain
Managing Director	R. Venkataraman
Housing Finance	Monu Ratra
Wealth Management	Karan Bhagat
Offshore Asset Management	Amit Shah
Institutional Equities	H. Nemkumar
Investment Banking	Nipun Goel
PMS & Retail Broking	Arindam Chanda
Realty Services	Balaji Raghavan
Finance	Prabodh Agrawal
Compliance	R. Mohan
Company Secretary	Gajendra Thakur
Strategy	Aniruddha Dange
Technology	Subhash Kelkar

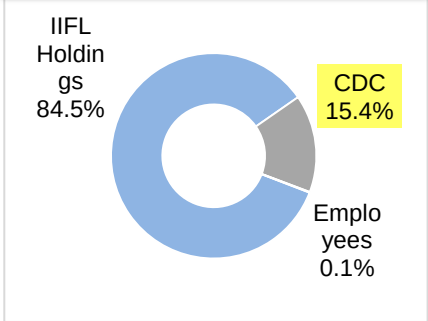
Marquee Investors

IIFL

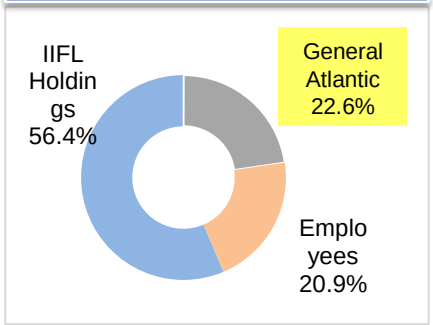
IIFL Holdings Ltd



IIFL Finance#



IIFL Wealth



Notes : Shareholding pattern as at March 31, 2018

IIFL's brand and credibility are substantiated by multiple awards

Best Wealth Manager - India Domestic

Asian Private Banker Awards for Distinction

Best Customer Experience Award of the Year: Non-Banking

Zendesk

IIFL was nominated in the most promising company category

CNBC TV18 IBLA Awards '18

Best IPO Lead Manager for FY18

Capital Finance International

Best Employee Engagement in Non-Banking Sector

Best-in-Class Talent Management Award

Employee Engagement Leadership Awards 2018

Customer Services Excellence in Financial Services

ET Now : Making of Developed India (MODI) Awards

Innovative Voice Mail Feature

Banking Frontiers : Finnoviti 2018 Awards

Best India Deal

Finance Asia Achievement Awards'17

IIFL's Investment Banking team bagged the prestigious award for IRB infrastructure's $724 million trust listing

Corporate Social Responsibility

Sakhiyon ki Baadi

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

IIFL Foundation has been able to bring back over 34,587 girls and over 1,200 boys back in the fold of education

12 Districts	1,150 Community Schools	35,787 Beneficiaries

Project FinLit –SomaiyaVidya Vihar

(Financial Literacy Project)

FinLit regularly organizes financial literacy workshops for its beneficiaries across communities. During the quarter, three workshops were organized at Sanpada, Surat and Karjat

Eka Initiative

Under the Eka initiative, IIFL Foundation conducted the following tournaments this quarter

- IIFL Wealth Tennis Championship Series Tour
- IIFL Wealth Golf Invitational Faldo Series India
- IIFL Wealth 3rd Mumbai International Chess Tournament

Vishwanathan Anand graced the finals of the Chess tournament

Mahesh Bhupathi graced the Tennis finals and joined us to give away awards

Thank you

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