Fund based activities

Financing and investment income was ₹507 Cr, which was 74% of total revenue. The NBFC subsidiary's loan portfolio stood at ₹9,935 Cr as on September 30, 2013. Our loan book is predominantly retail and entirely secured with adequate collaterals. The portfolio comprises mortgages, property loans, capital market products, gold loans, commercial vehicle loans and medical equipment financing. Share of gold loan in financial assets has fallen from 38.4% in Q2FY13 to 26.9% in Q2FY14. The share of mortgage/ LAP has risen to 41.2% during the same period.

We continue to maintain high quality of assets. This is evident in low levels of NPAs. Our gross NPAs and net NPAs stood at 0.66% and 0.30% respectively at as on September 30, 2013. Against gross NPA of ₹65.9 Cr we have non standard asset provision of ₹35.8 Cr and hence our net NPA stands at 0.30%. Besides this, we have a provision of ₹27.2 Cr, for standard assets, as per statutory requirement.

Our capital adequacy remains steady at 20.3%. NIM for the quarter was 7.2% and the spread was 6.5%, around the same levels as previous quarter

Financial products distribution

In Q2FY14 our income from this segment was ₹91 Cr, up 54% yoy. In this segment, distribution of life insurance, mutual fund and portfolio advisory are major contributors to income. IIFL Wealth has emerged as one of the leading players in the wealth management business with assets under advice of over ₹44,500 Cr. IIFL Group's MF AUM is close to ₹14,500 Cr.

Insurance WAPI for the quarter was ₹53 Cr.

Mr Mohammad Kantawala, Principal Officer, India Infoline Insurance Brokers Ltd, pointed out *"IIFL was the first corporate agent in India and later became a corporate broker in 2008, in line with its open architecture distribution policy. IIFL's free look cancellation stands at 0.12% since inception which compares well with its peers in the industry. IIFL continues to focus on need based selling to ensure high level of persistency. Our persistency is over 75% and steps are being taken to improve this further."*

Capital market activities

Capital market income was ₹83 Cr in Q2FY14, down 38% yoy, as all market volumes are down in all three components. Retail cash market volumes witnessed further degrowth, continuing to put brokerage income under pressure. Commodity and currency market volumes also declined in the quarter under review, post imposition of Commodity Transaction Tax (CTT) and trading restrictions on currency futures.

Mr R Venkataraman, Managing Director, IIFL, commented *"Market is at an all time high but retail equity investors feel all time low in the last decade. According to our study in Sensex journey, from previous peak to today's peak over last 5 years, in case of FII stocks, Sensex is at equivalent of 41375*

Press Release
For immediate publication

Mumbai, India
October 24, 2013

IIFL Consolidated H1FY14 Net Profit at ₹130 Cr, up 10% yoy; Income at ₹1,360 Cr, up 10% yoy

Half Year Results (consolidated) for April - Sept 2013 (H1FY14)

- ↗ Income for the half year at ₹1,360 Cr up 10% yoy
- ↗ Earnings before Interest, Depreciation and Tax was at ₹778 Cr, up 29% yoy
- ↗ Profit after Tax at ₹130 Cr, up 9.8% yoy

Quarter Results (consolidated) for July - Sept 2013 (Q2FY14)

- ↗ Income for the quarter at ₹683 Cr up 5% yoy, marginally up qoq
- ↗ Earnings before Interest, Depreciation and Tax was at ₹402 Cr, up 29% yoy and up 7% qoq
- ↗ Profit after Tax at ₹66 Cr, marginally up yoy and up 5% qoq

Summary consolidated financials

₹ Crores	*Quarter ended Sep30, 2013*	*Quarter ended Jun 30, 2013*	*Quarter ended Sep 30, 2012*	*% Year-on-Year*	*% Quarter-on-Quarter*	*Half year ended Sep 30, 2013*	*Half year ended Sep 30, 2012*	*% Year-on-Year*
Income	683.5	676.4	653.2	4.6%	1.0%	1,359.9	1,235.8	10.0%
EBIDTA	402.1	376.1	312.5	28.7%	6.9%	778.2	604.6	28.7%
Profit Before Tax	101.0	92.5	95.8	5.4%	9.2%	193.5	177.9	8.8%
Profit After Tax	66.4	63.2	65.8	0.8%	5.0%	129.6	118.1	9.8%

Mr Nirmal Jain, Chairman, IIFL, commented on the financial results of Q2FY14 *"We are pleased to report positive growth quarter over quarter as well as year over year, despite significant head winds from adverse capital market conditions and high interest cost. Our business mix has undergone a huge transformation over the last 3 years. Our financing business has emerged as the key driver and is delivering a steady growth, whereas capital market related business has contracted considerably."*

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whereas small cap index is at 9044. Under the changed structure of the market, we advise smaller clients of say assets upto ₹2 lakhs to refrain from direct equities but invest through mutual funds, bonds and insurance to contain the risk."

Mr S Sridhar joins India Infoline Housing Finance Limited as Chairman; Mr Kranti Sinha as Independent Director: Mr S Sridhar, former Chairman of National Housing Bank (NHB) and Central Bank of India, has been appointed as Non Executive Chairman while Mr. Kranti Sinha, former CEO of LIC Housing Finance Limited and Director of India Infoline Limited has been appointed as Independent Director of India Infoline Housing Finance Limited. Mr Sridhar is an eminent personality in the banking and finance industry and has held several senior positions in retail, corporate and export/import banking in his career of over 35 years culminating as the Chairman of NHB and Central Bank of India. Mr Kranti Sinha is a renowned person in insurance and housing finance industry. He served as the Director and Chief Executive Officer of LIC Housing Finance Limited and concurrently as the Managing Director of LICHFL Care Homes.

Mr Keki Dadiseth joins IIFL Advisory Board: Mr Keki Dadiseth, former Chairman of Hindustan Unilever Limited ("HUL") and former Director of Unilever Plc and Unilever NV, has joined the Advisory Board of India Infoline Group. IIFL Group constituted an Advisory Board last year with a view to benefit from the advice of eminent professionals from diverse fields. The other members of the Advisory Board of IIFL Group include luminaries from various fields like law, banking, financial services and government like Mr Keki Mistry, Mr Ashok Jha, Mr Sat Pal Khattar, Mr Somasekhar Sundaresan and Mr S Venkatachalam.

Awards: During the quarter, IIFL Wealth Management was awarded "The Best Wealth Management House in India" by the Asset Triple A Investment Awards – 2013, third year in a row. IIFL Wealth was also awarded "Fastest Growing Wealth Management Company in India" by UTI & CNBC-TV18 Financial Advisor Awards – 2013. Three of IIFL's research analysts won "India's Best Market Analyst Awards 2013" by Zee Business in their respective categories.

Successful public issue of IIFL Secured Bonds: The public issue of secured bonds by India Infoline Finance Ltd (IIFL) which closed on September 23, 2013, received an overwhelming response from retail as well as institutional investors. As per BSE and NSE websites, bids for ₹1,154 Cr were received for the issue of ₹525 Cr with a green-shoe option to retain an additional 100%. This was the largest mobilization by public issue of NCDs/ Bonds by any private sector company in India, in the last 4 years[1]. The NCDs were rated 'CARE AA'[Double A] by CARE and 'BWR AA (Outlook:Stable)' by Brickwork.

Clarification on NSEL: Neither India Infoline Commodities Ltd nor any of the promoters nor any of IIFL Group companies have neither taken any proprietary exposure to NSEL nor have financed any

[1] As per Prime Database

outstanding trades thereon. Therefore there is no direct financial liability on account of NSEL to IIFL or any of its Group company's balance sheet. Any rumors to the contrary are baseless and with malicious intent.

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.

IIFL won 'Best Customer Service in Financial Markets' award organized by FranchiseIndia. Mr Nirmal Jain, our Chairman has also received the 'Entrepreneur of the Year' award at the 10th Franchise India Awards, 2012. IIFL has 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 close to 3,500 business locations spread 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 September 30, 2013, is available under the 'Investor Relations' section on our website www.indiainfoline.com.

For further information please contact:

INDIA INFOLINE LTD. MUMBAI

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

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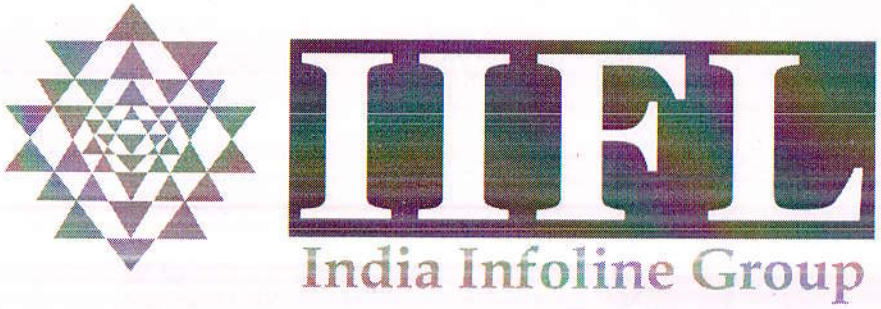


Quarterly Results Jul-Sep 2013 (Q2FY14)

October 24, 2013

- I: IIFL Group Performance review Q2FY14
- II: Business review
  - Fund based activities
  - Financial products distribution
  - Capital market activities
- Annexure I: Corporate overview
- Annexure II: Industry update

Sep'13 quarter income up 5% yoy

Financial performance snapshot

- Income at ₹ 683 Cr, up 5% yoy, marginally up qoq
- PAT at ₹ 66 Cr marginally up yoy, up 5% qoq
- Overall growth driven by financing, wealth management and financial products distribution

Fund based activities

Loan book at ₹ 9,935 Cr in Q2FY14 up 27% yoy. NBFC's NIM and spread are stabilising. Gold loan share has fallen to 26.9% and mortgage/ LAP has risen to 41.2% in Q2FY14

Financial products distribution

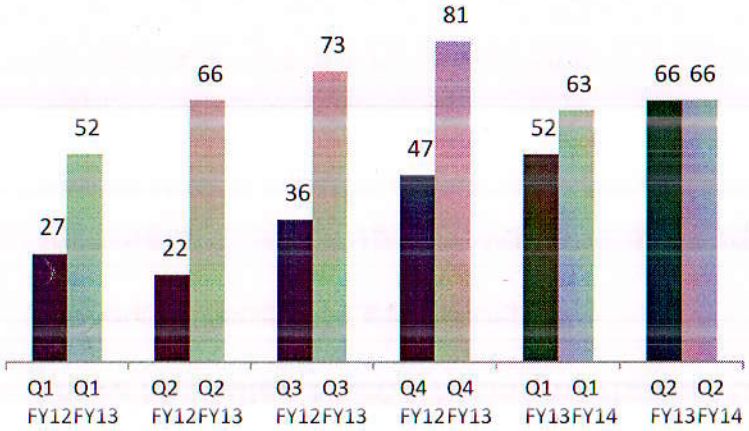
Income at ₹ 91 Cr up 54% yoy and 3% qoq. The business is growing steadily on a yoy basis and assets under wealth advisory stood at over ₹ 44,500 Cr

Capital market activities

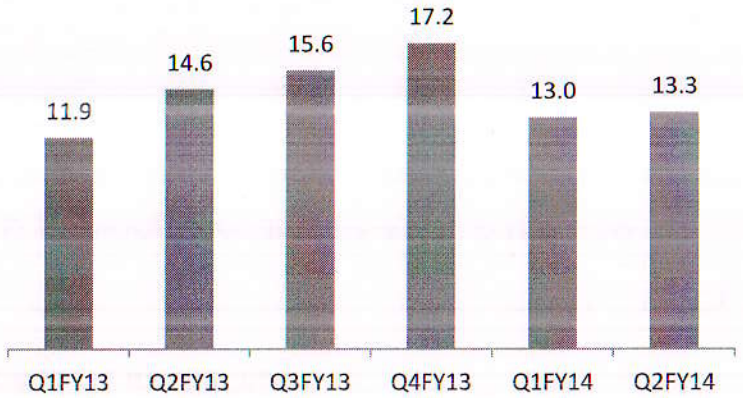
Income fell to ₹ 83 Cr, down 38% yoy and 23% qoq owing to low retail participation

IIFL Group's quarter on quarter performance

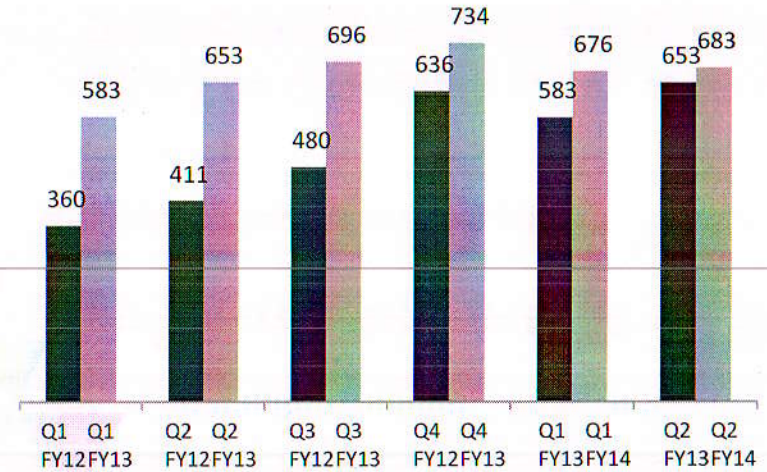
Profit after Tax (₹ Cr)



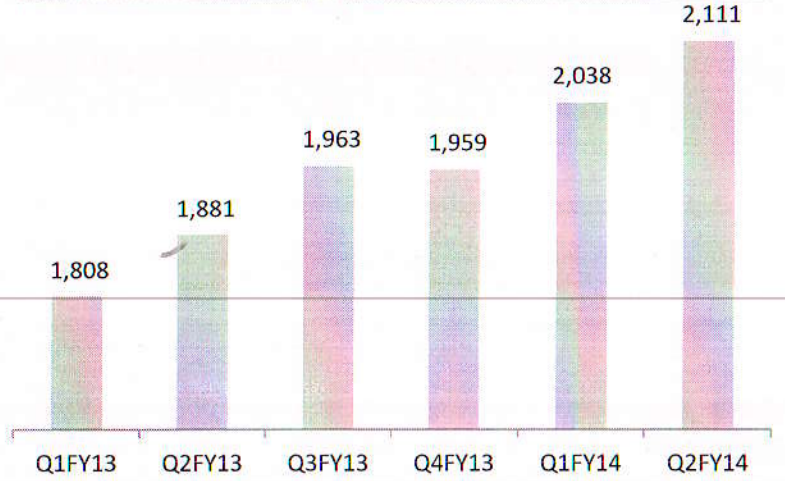
Return on Equity (%)



Total Income (₹ Cr)



Networth (₹ Cr)



IIFL Group consolidated quarterly results for Sep'13 compared qoq and yoy

₹ Cr	Q2FY14	Q1FY14	Q2FY13	YoY	QoQ
Fund based activities	506.9	477.4	457.9	10.7%	6.2%
Financial products distribution	91.2	88.3	59.3	53.8%	3.4%
Capital market activities	82.5	107.6	134.0	(38.4%)	(23.3%)
Other income	2.8	3.1	2.0	36.3%	(11.3%)
Total Income	**683.5**	**676.4**	**653.2**	**4.6%**	**1.0%**
A. Operating cost	73.2	89.6	84.4	(13.3%)	(18.4%)
B. Employee cost	122.5	124.3	139.2	(12.0%)	(1.5%)
C. Other expenses	85.7	86.4	117.1	(26.8%)	(0.7%)
EBITDA	**402.1**	**376.1**	**312.5**	**28.7%**	**6.9%**
Interest	283.0	266.1	196.5	44.0%	6.3%
Depreciation and amortization	18.1	17.5	20.2	(10.4%)	3.3%
Profit / (Loss) before tax	**101.0**	**92.5**	**95.8**	**5.4%**	**9.2%**
Provision for taxation	32.1	27.7	28.5	12.3%	15.9%
Profit/(Loss) after tax before minority	**68.9**	**64.8**	**67.2**	**2.5%**	**6.4%**
Minority Interest	2.6	1.6	1.4	82.8%	61.1%
Profit/(Loss) after tax	**66.4**	**63.2**	**65.8**	**0.8%**	**5.0%**

IIFL Group consolidated half yearly results for Sep'13

₹ Cr	H1FY14	H1FY13	YoY
Fund based activities	984.3	866.1	13.6%
Financial products distribution	179.5	107.2	67.4%
Capital market activities	190.1	259.0	(26.6%)
Other income	5.9	3.4	72.6%
Total Income	**1,359.9**	**1,235.8**	**10.0%**
A. Operating cost	162.8	157.5	3.4%
B. Employee cost	246.8	263.9	(6.5%)
C. Other expenses	172.1	209.8	(18.0%)
EBITDA	**778.2**	**604.6**	**28.7%**
Interest	549.1	387.4	41.7%
Depreciation and amortization	35.6	39.3	(9.4%)
Profit / (Loss) before tax	**193.5**	**177.9**	**8.8%**
Provision for taxation	59.7	57.8	3.3%
Profit/(Loss) after tax before minority	**133.7**	**120.0**	**11.4%**
Minority Interest	4.1	2.0	111.0%
Profit/(Loss) after tax	**129.6**	**118.1**	**9.8%**

I: IIFL Group Performance review Q2FY14

II: Business review

- Fund based activities
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Annexure I: Corporate overview

Annexure II: Industry update

NBFC's Q2FY14 performance highlight

Income up 4% qoq; PAT up 11% qoq

Financial performance

Income from operations for the quarter was ₹ 450 Cr up 4% qoq and PAT was ₹ 49 Cr up 11% qoq. Income and PAT when compared yoy, were up 7% and 3% respectively

Overall loan book

Overall loan book was ₹ 9,935 Cr up 5% qoq and up 27% yoy. Medical equipment and commercial vehicles are new businesses, together accounting for 7% of loan book

Gold loan

Gold loan share in financial assets has fallen from 38.4% in Q2FY13 to 26.9% in Q2FY14. However, margins have been stable as seen in NIM of 7.2% and spread of 6.5%

Mortgage (Home loans/ LAP)

Mortgages accounted for 41.2% of financial assets in Q2FY14. IIFL continues to focus on retail assets with stringent credit selection and monitoring process

NPAs

NPAs have risen marginally, gross and net NPAs were 0.66% and 0.30% in the quarter as compared to 0.58% and 0.24% respectively in the previous quarter. The NPA levels compare very favorably with industry, indicating superior asset quality

IIFL Finance consolidated results for quarter ended Sep'13

₹ Cr	Q2FY14	Q1FY14	Q2FY13	YoY	QoQ
Income from operations	449.5	433.7	418.4	7.4%	3.6%
Other income	30.2	34.6	13.6	121.3%	(12.7%)
Total Income	**479.7**	**468.3**	**432.1**	**11.0%**	**2.4%**
A. Operating cost	36.6	43.8	41.0	(10.7%)	(16.6%)
B. Employee cost	40.9	41.3	40.5	1.0%	(1.0%)
C. Other expenses	46.3	48.2	65.0	(28.8%)	(4.0%)
EBITDA	**356.0**	**335.0**	**285.6**	**24.6%**	**6.3%**
Interest	270.6	262.0	208.4	29.8%	3.3%
Depreciation and amortization	10.6	9.9	5.8	84.3%	6.9%
Profit / (Loss) before tax	**74.8**	**63.0**	**71.5**	**4.6%**	**18.7%**
Provision for taxation	25.4	18.5	23.3	8.9%	37.1%
Profit/(Loss) after tax	**49.4**	**44.5**	**48.2**	**2.5%**	**11.0%**

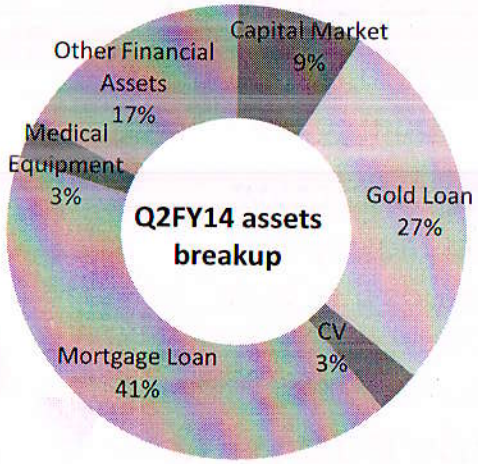
IIFL Finance consolidated results for half year ended Sep'13

₹ Cr	H1FY14	H1FY13	YoY
Income from operations	883.2	796.9	10.8%
Other income	64.8	21.7	198.2%
Total Income	**948.0**	**818.6**	**15.8%**
A. Operating cost	80.4	79.1	1.6%
B. Employee cost	82.1	82.8	(0.8%)
C. Other expenses	94.5	114.4	(17.5%)
EBITDA	**690.9**	**542.2**	**27.4%**
Interest	532.6	400.8	32.9%
Depreciation and amortization	20.6	10.7	91.3%
Profit / (Loss) before tax	**137.8**	**130.6**	**5.4%**
Provision for taxation	43.8	42.7	2.7%
Profit/(Loss) after tax	**93.9**	**88.0**	**6.8%**

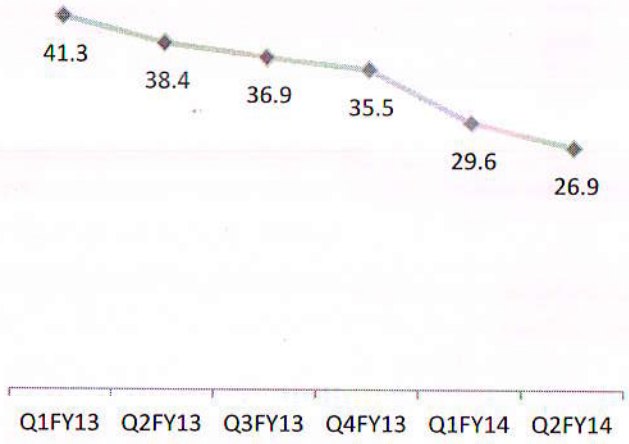
Loan book is diversified and growing steadily, relative share of Gold Loan has fallen

- Loan portfolio in Q2FY14 steadily increased to ₹ 9,935 Cr as against ₹ 9,463 Cr in Q1FY14
- Loan book comprises entirely secured lending against tangible collaterals
- Gold loan relative share has been falling and was 26.9% in Q2FY14 as compared to 38.4% in Q2FY13
- Diversifying risk with multiple products against collaterals of mortgage, property, gold jewellery, medical equipment, commercial vehicles, shares etc

Changing mix of financial assets



Gold loan as a % of financial assets



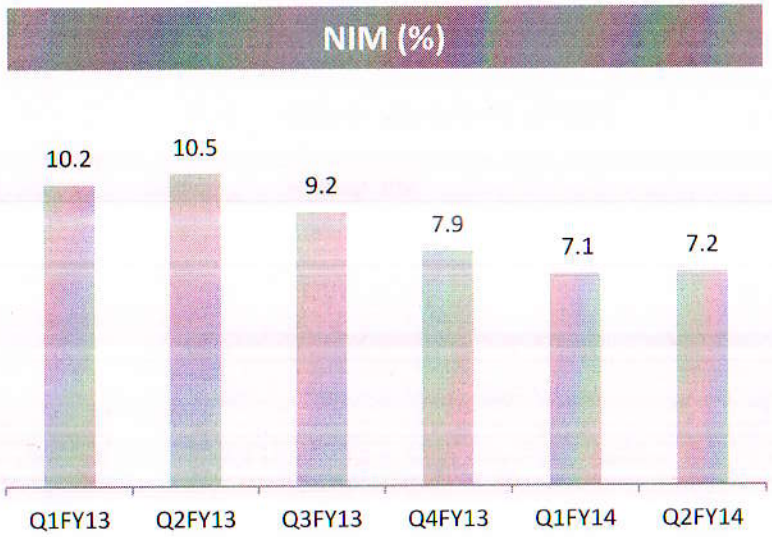
Financial assets as on Jun 30, 2013

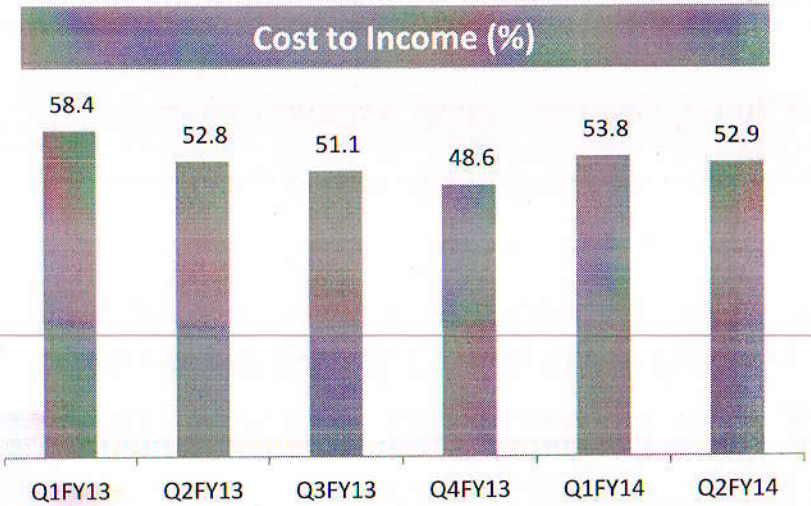
	Rs Cr	
A	Loan Book	9,935
B	Securitised /assigned portfolio	659
C	Other Financial Assets	2,047
D	AUM (A+B)	10,594
E	Total Financial Assets (A+C)	11,981

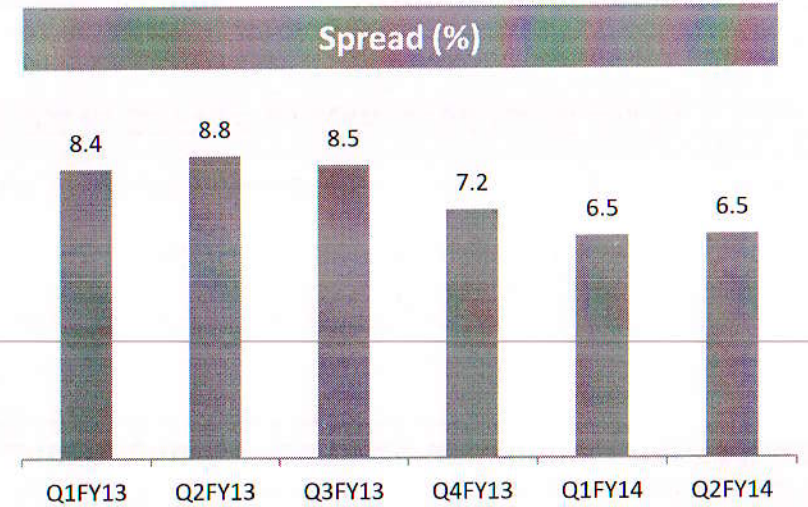
Other financial assets comprise cash, bank, fixed deposits , bonds, mutual funds investments etc

NIM and spread now stabilising

- NIM and spread have stabilized in last quarter, with further decline in share of Gold Loans which enjoy higher NIM
- Cost of fund has gone up marginally from 11.8% to 11.9% on weighted average basis
- Average cost of funds higher for the quarter, impacted by component of subordinated debt sourced at a higher cost



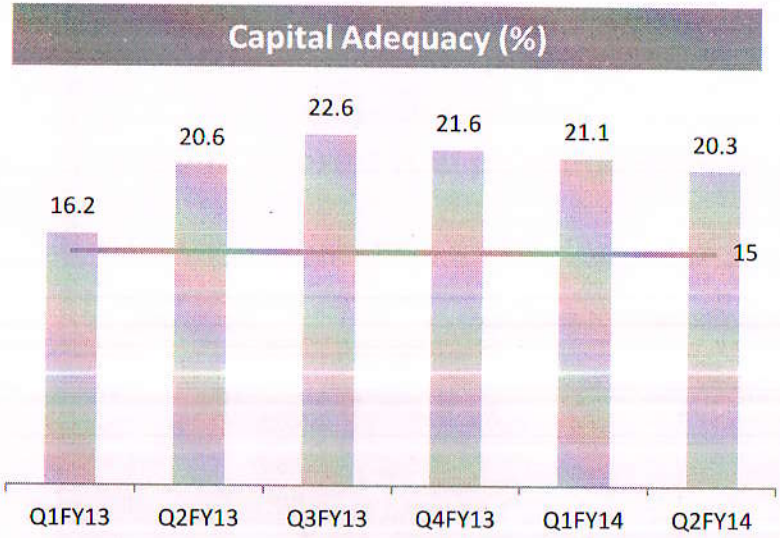


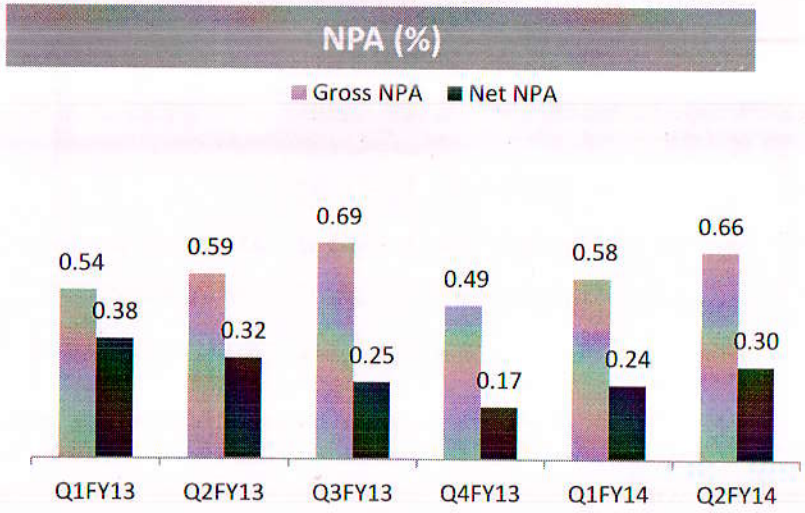


IIFL's high asset quality is reflected in low NPAs and strong financials in robust capital adequacy

- IIFL's steadfast commitment to maintain high asset quality through superior credit processes is reflected in low NPA levels
- NPAs were a shade higher on qoq basis, they compare well with industry
- Capital adequacy at 20.3% as against statutory requirement of 15%

	Provision for the quarter	₹ Cr	%
A	Gross NPA	65.9	0.66%
B	Non Standard Asset Provision	35.8	0.36%
C	Net NPA (A-B)	30.2	0.30%
D	Standard Asset Provision	27.2	0.25%
E	Total Provision (B+E)	63.1	





Largest mobilisation by public issue of corporate bonds by any private sector company in India, in the last 4 years*

- India Infoline Finance Limited successfully completed its bond issue of Secured Redeemable Non-Convertible Debentures
- It was the largest mobilization by public issue of NCDs/ Bonds by any private sector company in India, in the last 4 years
- The company raised a total of ₹1,050 Cr
- The NCDs were rated 'CARE AA'[Double A] by CARE and 'BWR AA (Outlook:Stable)' by Brickwork

*As per Prime Database

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Insurance, financial product distribution and wealth management business registers steady growth

- Assets under advice of over ₹ 44,500 Cr
- IIFL distributes mutual fund on open architecture. Mutual fund AUM mobilised by IIFL is close to ₹ 14,500 Cr
- Enhanced focus on discretionary managed accounts through the AIF platform, which offers clients unprecedented alignment of interests and superior regulatory compliance
- Expand base of AIF's with tenures between 3 – 5 years, focusing on different asset classes
- Insurance WAPI for the quarter was ₹ 53 Cr

Source: James Davies, Rodrigo Lluberas and Anthony Shorrocks, Credit Suisse Global Wealth Databook 2013

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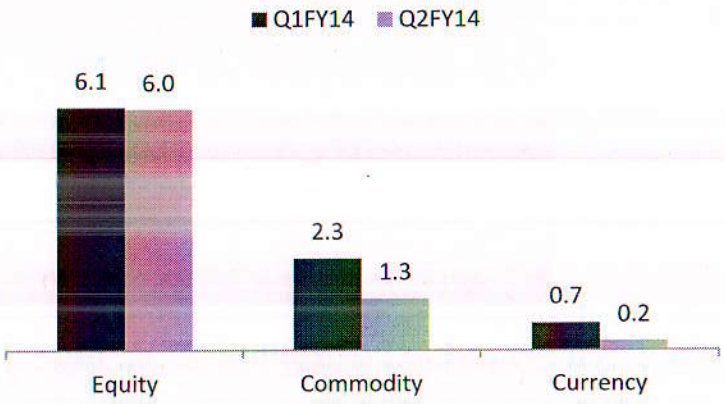
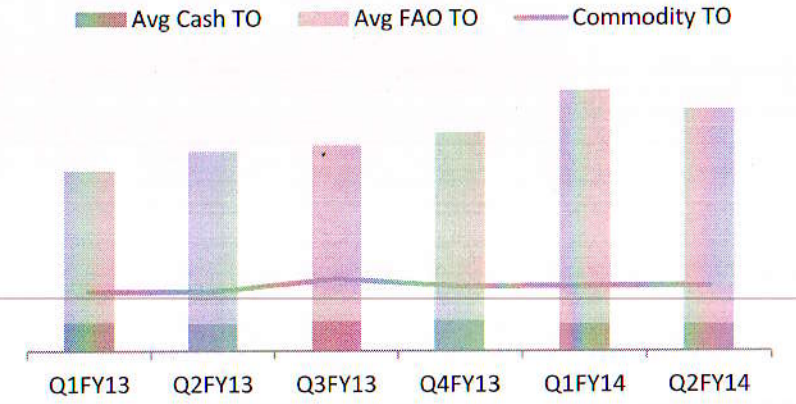
Challenging market conditions

- IIFL's average daily turnover was at ₹ 6,023 Cr in Q2FY14 down 8% qoq, up 21% yoy
- IIFL's average daily commodities turnover was at ₹ 880 Cr in Q2FY14, down 48% qoq and down 61% yoy
- Income from retail equity broking is 6% of total income
- Our in-depth, thematic research published during the quarter include reports on strategy, AADHAR and companies like Cummins

Retail capital market income as a % of total income



Average daily turnover (₹ Cr)



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Vision and Strategy

Vision

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

1 Business Strategy

- Continuously assimilate, analyse and apply knowledge to power superior financial decisions
- Focus on core competence in financial services
- Ensure de-risked business through multiple products and diverse revenue streams

2 Customer Strategy

- Drive stickiness through high quality research & service
- Maintain cutting-edge proprietary technology
- Wide, multi-modal network serving as one-stop shop to customers

3 People Strategy

- Attract exceptionally talented and driven people
- Ensure conducive merit environment
- Liberal ownership-sharing

KNOWLEDE IS THE EDGE

Management team

- Team with impeccable academic and professional credentials
- Open door, transparent and performance oriented culture
- Liberal employee ownership

Management Team

Chairman	Nirmal Jain	Managing Director	R. Venkataraman
Institutional Equities	H. Nemkumar	Finance	Dhruv Jain
Investment Banking	Nipun Goel	Compliance	R Mohan
Consumer Finance	Pratima Ram	Operations	Narendra Jain
PMS & Retail Broking	Prasanth Prabhakaran	Audit	Kamal Ahuja
Wealth Management	Karan Bhagat	Risk	Upendra Jaiswal
International Operations	Bharat Parajia	Human Resources	Pallab Mukherji
Offshore Asset Management	Amit Shah	Technology	Tejas Mehta
Insurance Distribution	Mukesh Singh	Customer Service	Loveena Khatwani

Verticals

Corporate Functions

IIFL has attracted luminaries from the Indian financial world to guide the management

Nirmal Jain
Executive Director
Chairman, India Infoline Group

R Venkataraman
Executive Director
Managing Director, India Infoline Group

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

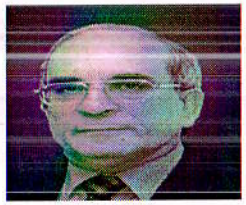
M N Singh
Independent Director
IPS (Retd), Former Commissioner of Police, Mumbai

Dr S Narayan
Independent Director
IAS (Retd), Former Finance Secretary

A K Shukla
Independent Director
Former Chairman of LIC

Sunil Kaul
Non Executive Director
Operating Partner, Carlyle Group

S Sridhar
Chairman, IIFL HFC
Former Chairman & MD of National Housing Bank



V K Chopra
Chairman, IIFL Finance
Former Chairman & Managing Director of Corporation Bank

Kranti Sinha
Independent Director
Former Chief Executive Officer of LIC Housing Finance

C Ratnaswami
Non Executive Director
Managing Director of Hamblin Watsa (Fairfax Group, Canada)

Nilesh Vikamsey
Independent Director
Central Council Member, ICAI & Partner of M/s Khimji Kunverji & Co.

P Pattanayak
Independent Director
Former Managing Director of State Bank of Mysore

R S Loona
Independent Director
Former Executive Director (Law) of SEBI

Homai Daruwala
Independent Director
Former Chairperson & Managing Director of Central Bank of India

IIFL's Advisory Board comprises stalwarts to guide the management

Ashok Jha
IAS (Retd), Former Finance Secretary

Keki Dadiseth
Former Chairman of Hindustan Unilever Limited & former Director Unilever Plc.

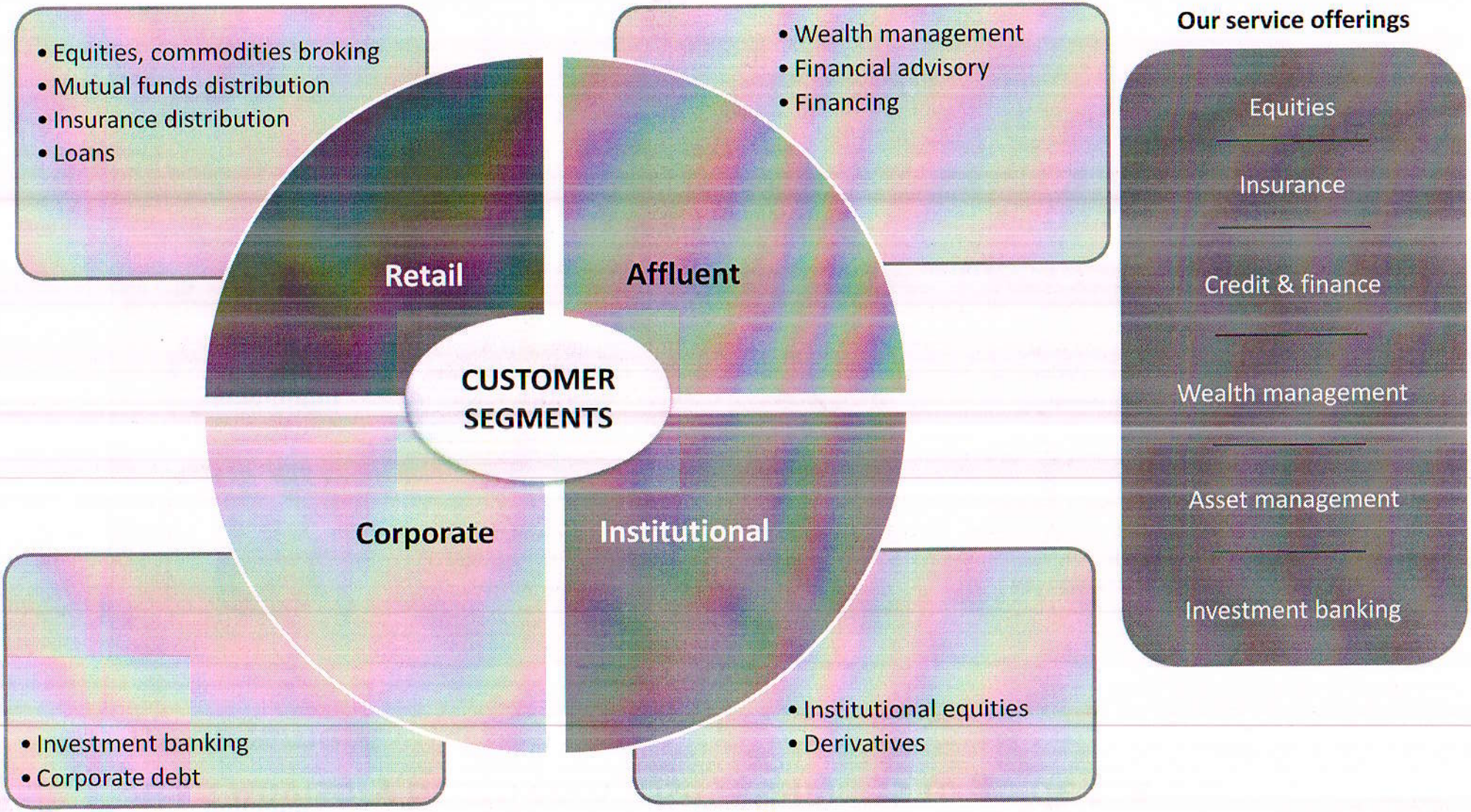
Keki Mistry
Vice Chairman and Chief Executive Officer of HDFC

S Sundaresan
An eminent Corporate Lawyer, Partner, M/s J Sagar Associates

Sat Pal Khattar
Singapore based eminent Lawyer and Investor

S Venkatachalam
Non Executive Chairman Oracle Financial Services and Director on Central Board of SBI

Business model



How we differentiate ourselves

Managerial depth	• Promoted by first generation professional entrepreneurs • Highly qualified and experienced Management team
Well-capitalized	• Group networth of ₹2,111 Cr • Significant unutilized capacity to leverage
Distribution reach	• Present at close to 3,500 business locations across India • Global footprint covers Colombo, Dubai, New York, Mauritius, Singapore, Hong Kong, London and Geneva
Owner-mindset	• The top management is driven by pride and reward of ownership • To think and work like an owner is part of organization's DNA
Technology edge	• Uniquely placed with proprietary front, mid and back office software • Effectively harnessed technology to provide superior customer experience
De-risked	• De-risked and diversified business model across multiple revenue streams • Multiple products across all segments of financial services

Recent awards and accolades received by IIFL

Karan Bhagat, CEO, IIFL Wealth receiving award from Mr K V Kamath, Non Executive Chairman, ICICI at the UTI & CNBC-TV18 Financial Advisor Award, 2013

IIFL analyst receives 'Best Analyst' award from Mr Narendra Modi at the Zee Business Awards, 2013. Three of IIFL's analysts won awards in their respective categories

Wealth Briefing asia 2013 AWARDS

BEST WEALTH MANAGEMENT COMPANY IN INDIA (>50 EMPLOYEES) 2013

EUROMONEY PRIVATE BANKING SURVEY 2013

BEST EQUITY PORTFOLIO MANAGEMENT 2013

FRANCHISE INDIA
Your growth is our business

BEST CUSTOMER SERVICE IN FINANCIAL MARKETS 2013

ASSET ASIAN AWARDS 2011 – The Asset – TRIPLE A

BEST WEALTH MANAGEMENT HOUSE – INDIA 2011, 2012 & 2013

BUSINESS

BEST MARKET ANALYST 2009, 2012 & 2013

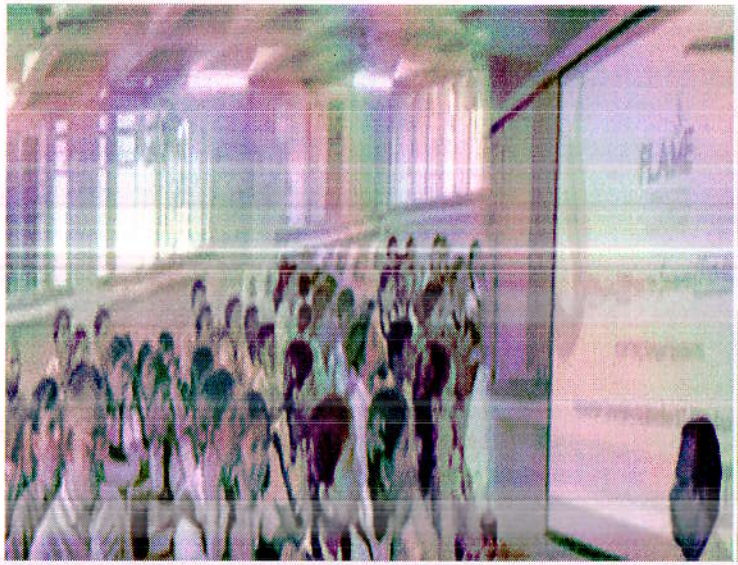
D&B
Decide with Confidence

BEST BROKING HOUSE WITH GLOBAL PRESENCE 2011 & 2012

FLAME (IIFL's Financial Literacy Campaign) update

Over 53,000 students enrolled for Financial Literacy across the country. Students, who appeared for an objective-type evaluation were presented with certificates of participation and merit. Over 15,000 students have already evinced interest for the next batch.

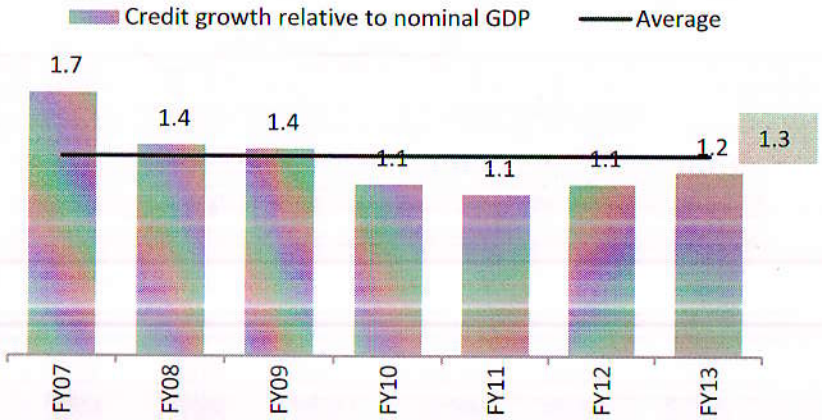
The students financial literacy book is now available in Hindi and Marathi besides English



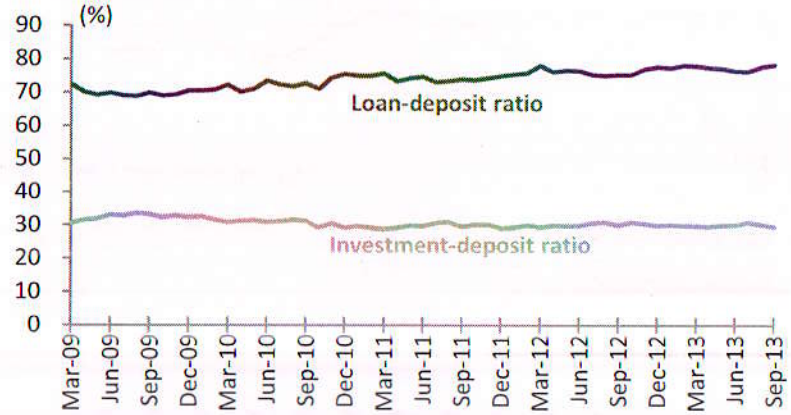
- I: IIFL Group Performance review Q2FY14
- II: Business review
  - Fund based activities
  - Financial products distribution
  - Capital market activities
- Annexure I: Corporate overview
- Annexure II: Industry update

Credit and Finance

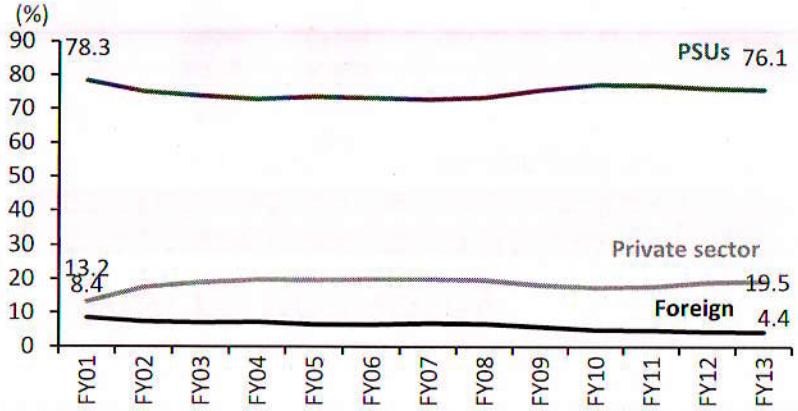
Credit growth to nominal GDP has been relatively sluggish



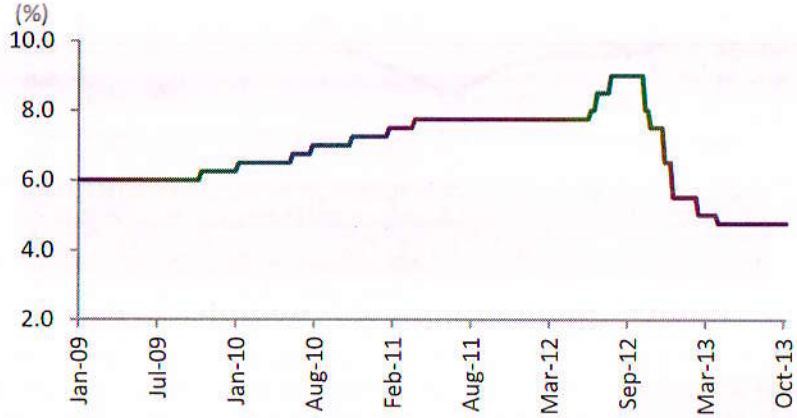
Loan–deposit ratio has structurally moved up



PSU banks steadily losing market share in the credit market



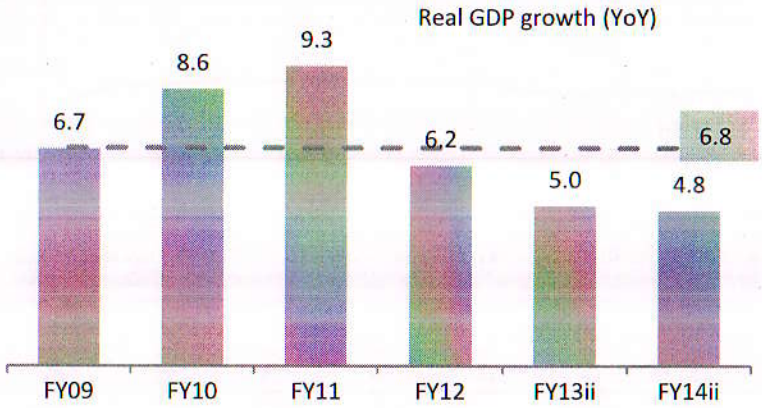
Repo rate



Source: CMIE, RBI, World Bank, Bloomberg, IIFL Research

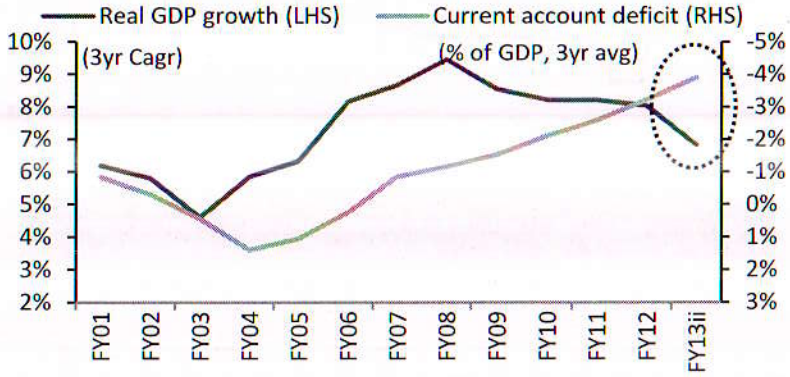
Macro economy

Growth may remain below trend



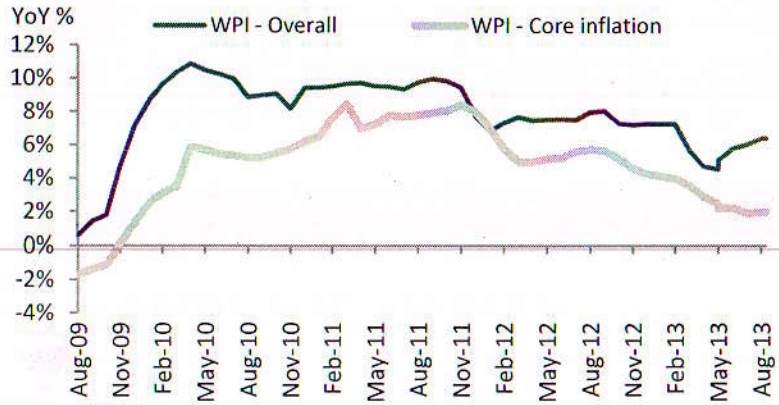
Source: CMIE, IIFL Research, FY13 GDP data is Advance Estimate

Until recently, widening current account deficit has generally meant faster growth



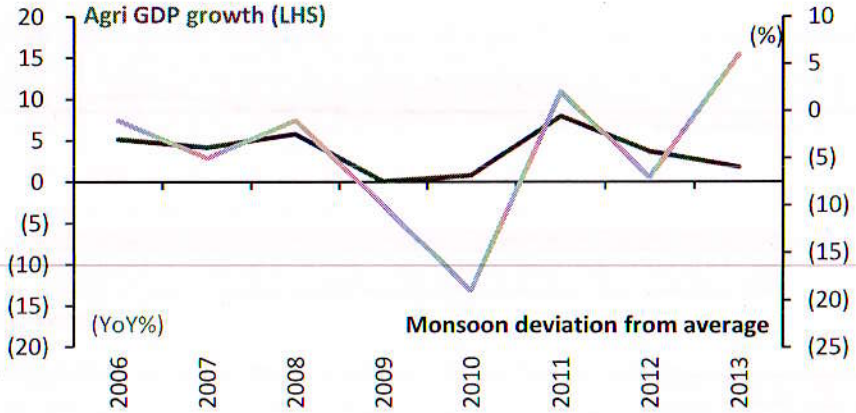
Source: CMIE, IIFL Research

Near term Inflation is coming off due to base effect



Source: Bloomberg, IIFL Research

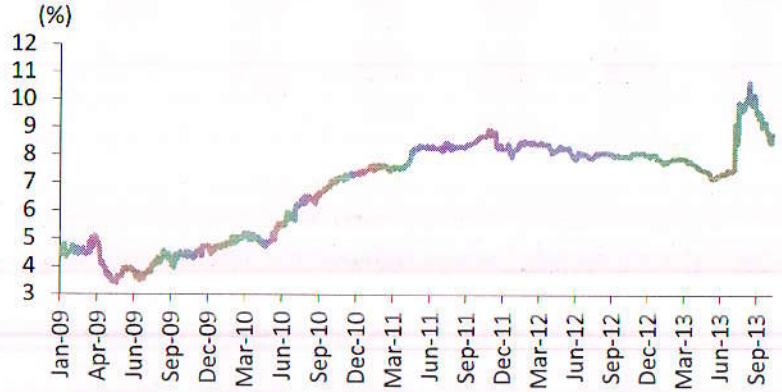
Monsoon is the key driver of near term growth



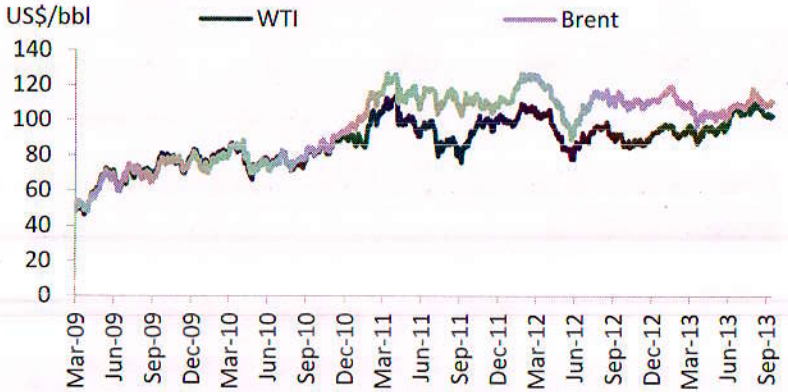
Source: CMIE, FAO, Govt of India, NDDB, IMD, IIFL Research

Capital raising and fund flows

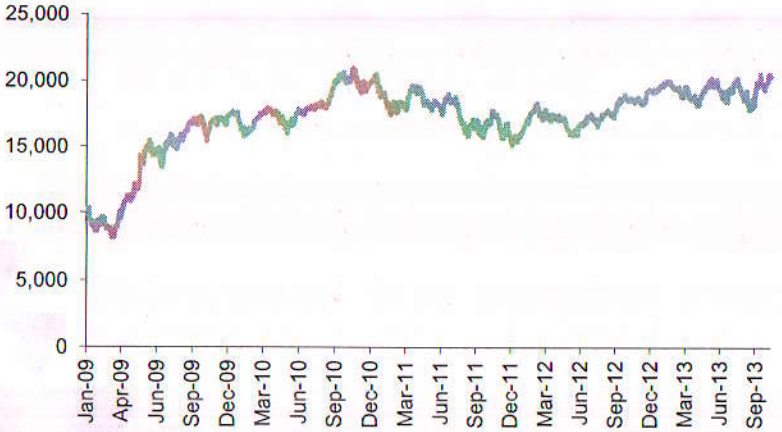
364 Day T-Bill yield (%)



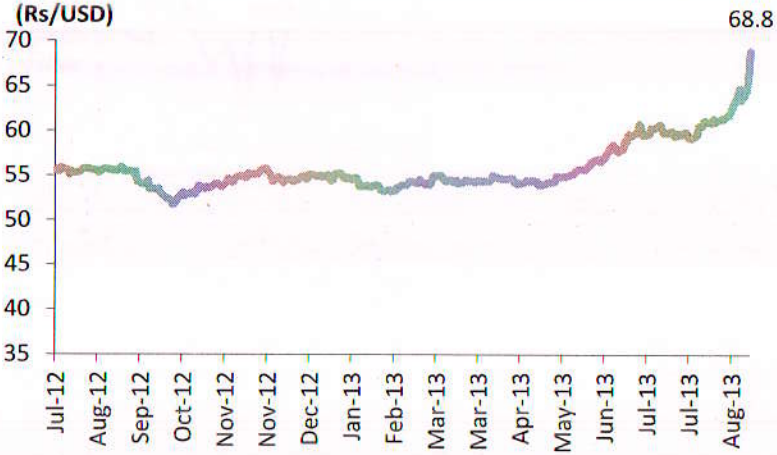
Crude Prices (US$)



Sensex movement

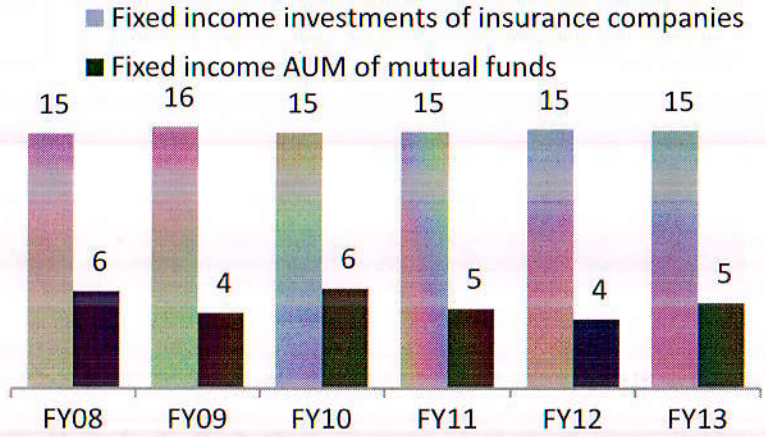


Rupee turns 60!



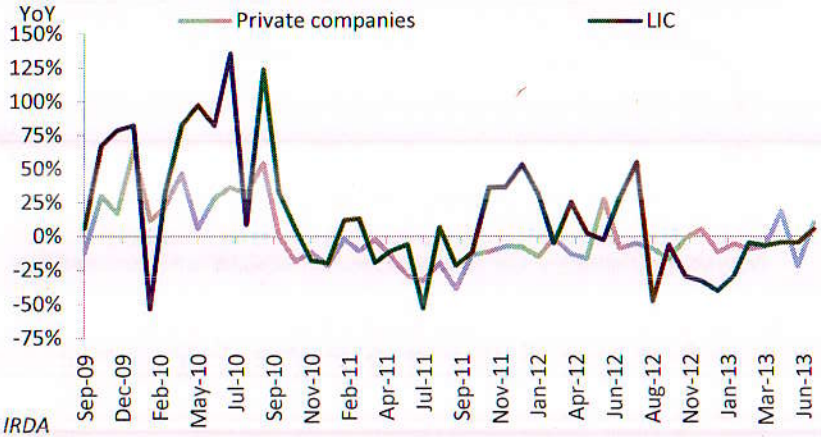
Insurance and Mutual funds

Modest increase in non banking system



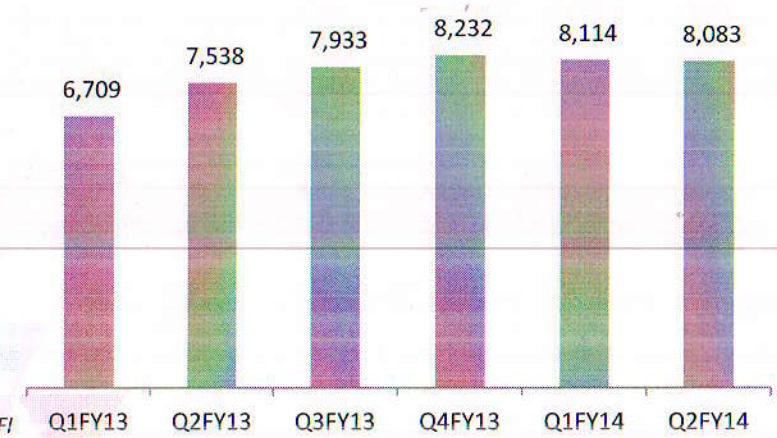
Source: CMIE, RBI, World Bank, IIFL Research

APE growth yoy (%)



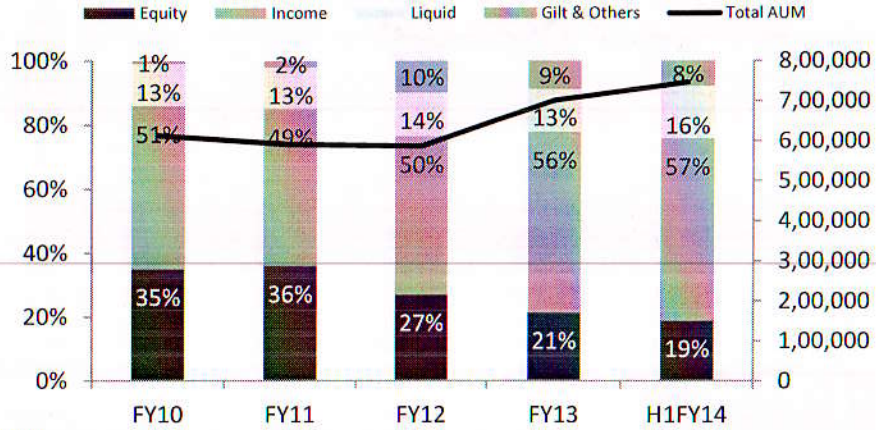
Source: IRDA

Average MF AUM (Rs bn)



Source: AMFI

AUM by asset class (Rs Bn)



Source: AMFI

Thank you

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