

Q1FY18-19 RESULTS

IIFL WEALTH - CONSOLIDATED RESULTS (AS PER IND AS)

Quarter ended June 2018

Rs. Cr	Q1FY19	Q1FY18	Y-o-Y
Assets under advice, management and distribution	1,40,898	1,12,585	25%
Fee based income	254.3	192.3	32%
Less: Direct Cost	15.5	14.2	9%
Net Commission / Fee Income	238.8	178.1	34%
Fund based income	173.1	171.3	1%
Less: Interest expense	122.8	102.7	20%
Net fund based income	50.3	68.6	(27%)
Total income	289.1	246.7	17%
Employee cost	104.1	82.3	26%
Other operating expense	38.3	34.5	11%
Provision charges	(4.4)	4.7	nm
Total expenses	138.0	121.5	14%
Profit before tax	151.1	125.2	21%
Provision for taxation	41.5	37.8	10%
Profit after tax	109.6	87.4	25%
Other Comprehensive Income	0.9	0.5	
Deferred tax impact on OCI	0.3	0.2	
Total Comprehensive Income (after tax)	110.2	87.7	26%

IIFL WEALTH - IGAAP TO IND AS RECONCILIATION

Quarter ended June 2018

Rs. Crore	Q1FY19	Q1FY18	Growth(%)	Remarks
Profit after tax as per Indian GAAP	110.8	86.5	28%	
Add/(less):				
Fair valuation of Investments	0.7	4.6		MTM gain on investments recognised in P&L
Effective interest rate on financial liabilities	-	(2.0)		Amortisation of cost incurred on borrowings
Reclassification of actuarial gains on post-employment benefits to OCI	(0.9)	(0.5)		Gain/(loss) on actuarial valuation of retiral benefits to employees
Others	(1.1)	(1.1)		Includes ESOP compensation
Deferred tax impact on above adjustments	0.1	(0.2)		
Profit after tax as per IND AS (before Other Comprehensive Income)	109.6	87.4	25%	
Other Comprehensive Income				
Reclassification of actuarial gains on post-employment benefits from P&L	0.9	0.5		Gain/(loss) on actuarial valuation of retiral benefits to employees
Deferred tax impact on above adjustments	(0.3)	(0.2)		
Total Comprehensive Income	110.2	87.7	26%	

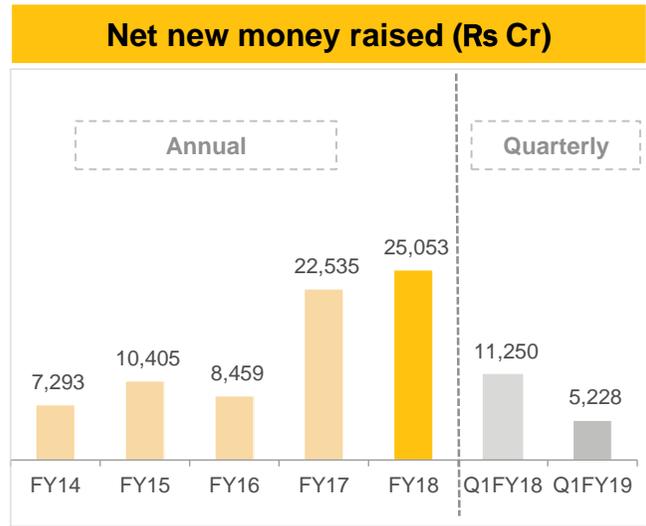
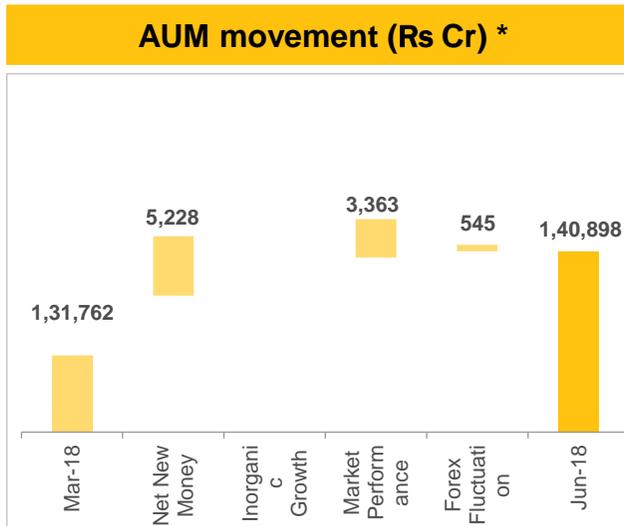
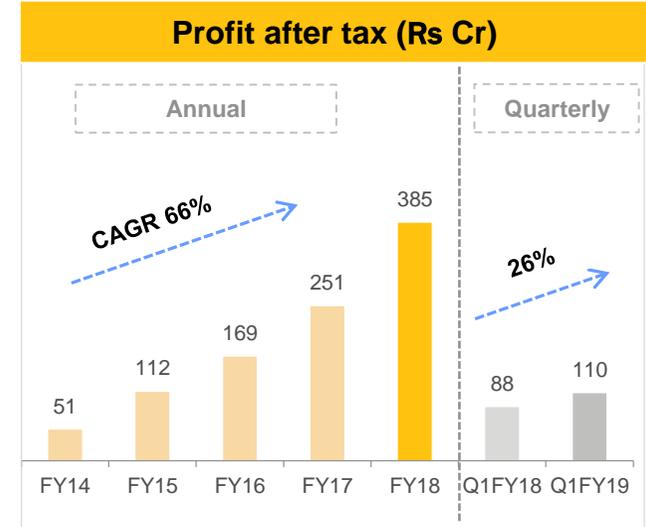
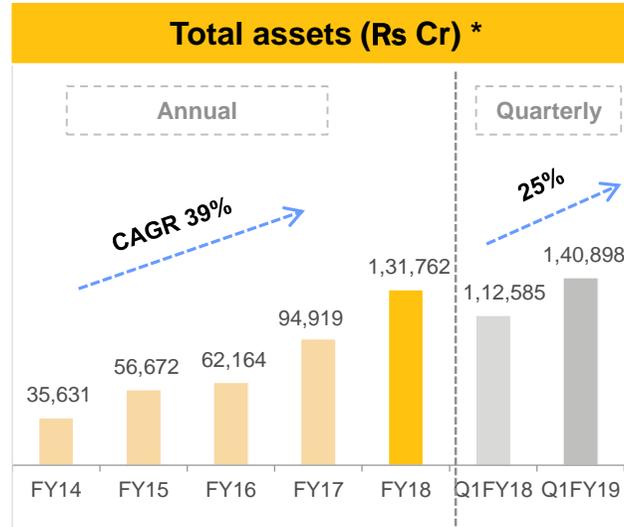
* Offshore FPI advisory assets have been excluded from total assets given their negligible contribution to income
 Note : Q1FY18 and Q1FY19 numbers are as per IND AS. Previous years' numbers are as per IGAAP



LEADING WEALTH MANAGER IN INDIA

Quarter ended June 2018

- AuM growth remains robust at 25% y-o-y
- Largest fund manager of AIFs. AUM grew 60% y-o-y to Rs13,422Cr
- PAT grew by 26% y-o-y to Rs. 110Cr for the quarter
- During the quarter, IIFL Wealth raised Rs. 746 Cr by way of equity issuance to institutional investors: Amansa, General Atlantic, HDFC Standard Life Insurance, Rimco, Steadview & Ward Ferry. The additional capital will be used for business operations and for growth and expansion of business.

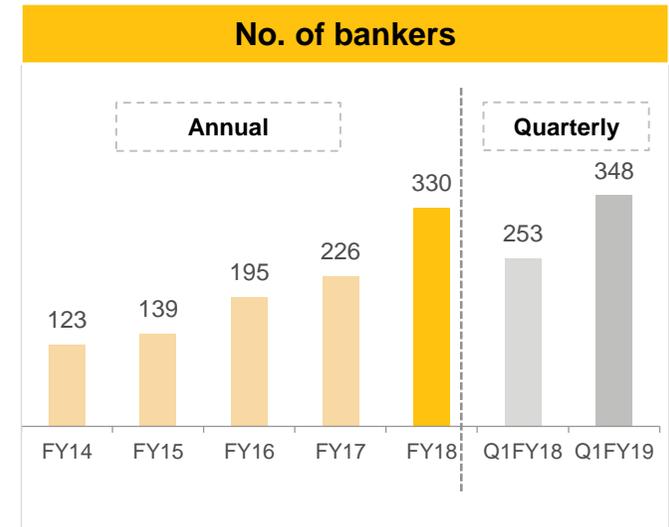
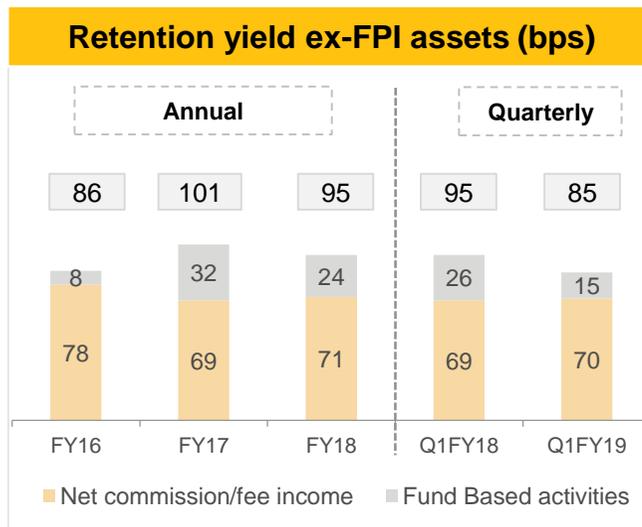
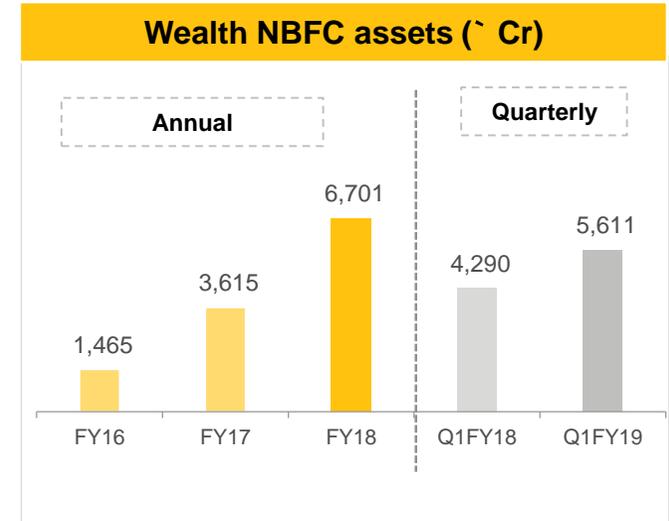
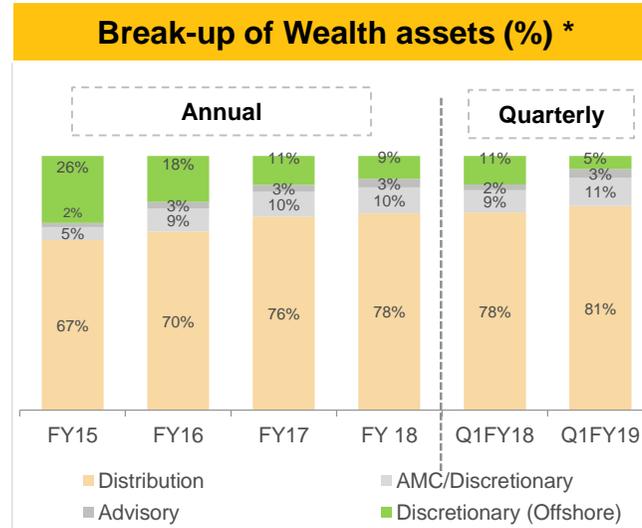


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LEADING WEALTH MANAGER IN INDIA

Quarter ended June 2018

- Wealth NBFC, which mainly offers loans against securities, grew its loan book 31% y-o-y to Rs. 5,611Cr
- Presence in 23 Offices across 9 geographies
- Hired 18 bankers during Q1FY19, taking the total number to 348, to further drive the growth momentum
- For the quarter ended June 30, 2018, the retention yield stands at 85 bps



THANK YOU.

