

# Q4FY18-19 RESULTS

# IIFL WEALTH - CONSOLIDATED RESULTS (AS PER IND AS)

Quarter ended March 2019

Rs Cr	Q4FY19	Q4FY18	Y-o-Y	FY19	FY18	Y-o-Y
<b>Assets under advice, management and distribution</b>	<b>1,69,312</b>	<b>1,31,762</b>	<b>28%</b>	<b>1,69,312</b>	<b>1,31,762</b>	<b>28%</b>
Fee based income	195.8	233.0	(16%)	852.0	881.1	(3%)
Less: Direct Cost	30.8	22.7	36%	86.5	79.7	9%
<b>Net Commission / Fee Income</b>	<b>165.0</b>	<b>210.3</b>	<b>(22%)</b>	<b>765.5</b>	<b>801.4</b>	<b>(4%)</b>
Fund based income	155.5	187.6	(17%)	722.1	816.2	(12%)
Less: Interest expense	74.9	143.1	(48%)	428.4	560.5	(24%)
<b>Net fund based income</b>	<b>80.6</b>	<b>44.5</b>	<b>81%</b>	<b>293.7</b>	<b>255.7</b>	<b>15%</b>
<b>Total income</b>	<b>245.6</b>	<b>254.8</b>	<b>(4%)</b>	<b>1,059.2</b>	<b>1,057.1</b>	<b>0%</b>
Employee cost	59.8	110.6	(46%)	336.6	393.8	(15%)
Other operating expense	58.0	48.6	19%	192.6	171.4	12%
Provision	0.1	4.9	(98%)	(7.4)	13.6	(154%)
<b>Total expenses</b>	<b>117.9</b>	<b>164.1</b>	<b>(28%)</b>	<b>521.8</b>	<b>578.8</b>	<b>(10%)</b>
<b>Profit before tax</b>	<b>127.7</b>	<b>90.7</b>	<b>41%</b>	<b>537.4</b>	<b>478.3</b>	<b>12%</b>
Provision for taxation	44.0	18.7	135%	163.3	109.7	49%
<b>Profit after tax</b>	<b>83.7</b>	<b>72.0</b>	<b>16%</b>	<b>374.1</b>	<b>368.6</b>	<b>1%</b>
Other comprehensive income	(0.1)	3.4		9.9	0.7	
<b>Total comprehensive income (after tax)</b>	<b>83.6</b>	<b>75.4</b>	<b>10%</b>	<b>384.0</b>	<b>369.3</b>	<b>4%</b>

- Employee cost Q4 FY 18 includes Rs 42 Crs of variable cost
- Tax rate for Fy19 is 30% v/s FY18 22%; on account higher marginal tax rate of IIFL Wealth Finance in current year

# IIFL WEALTH - CONSOLIDATED BALANCE SHEET

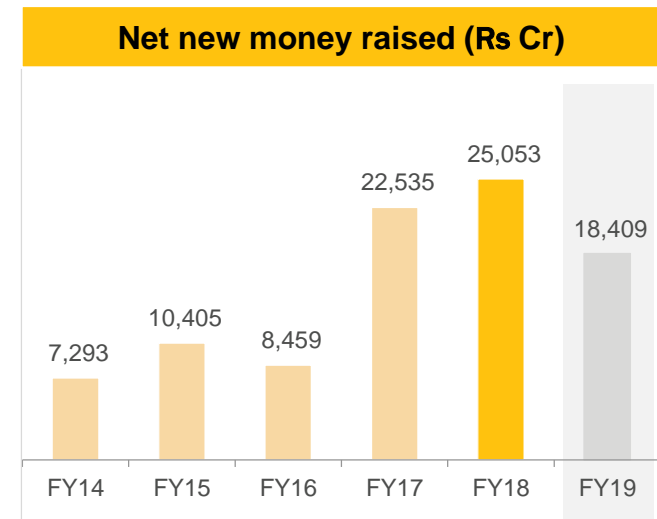
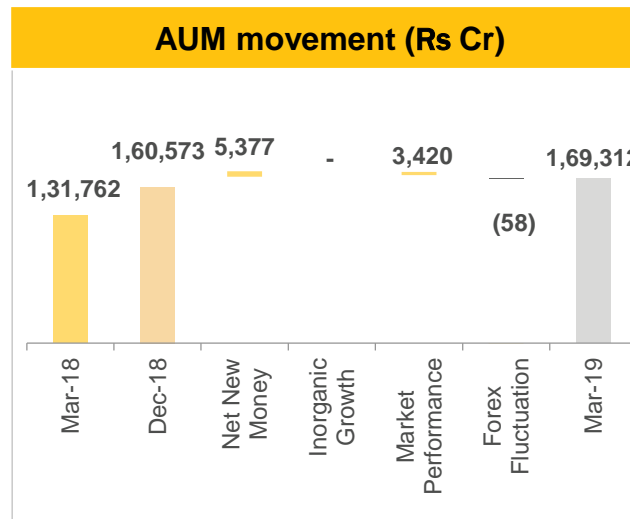
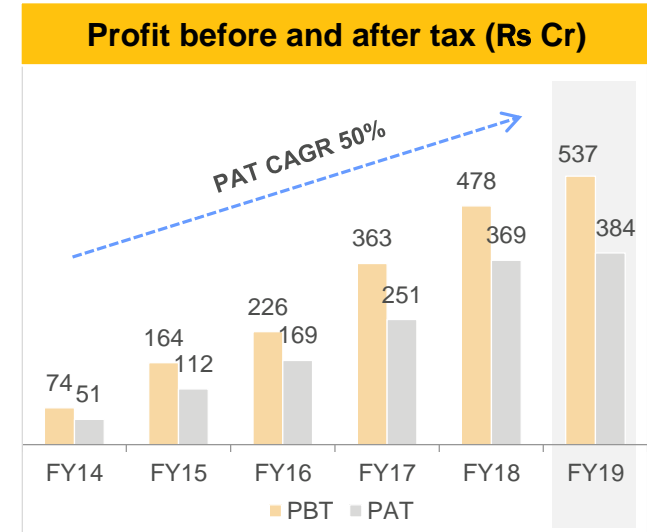
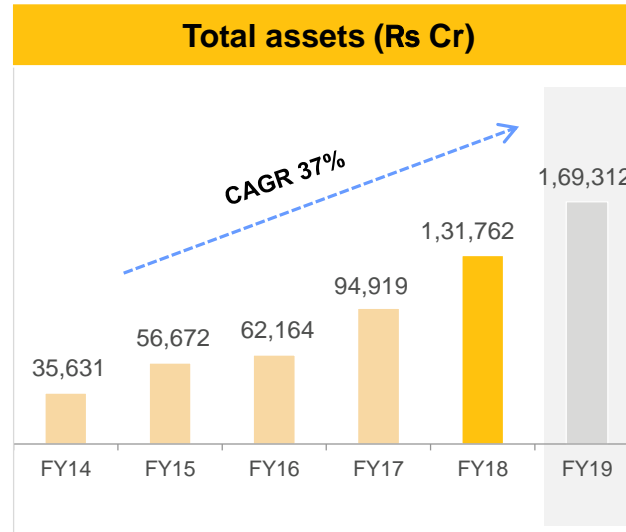
Quarter ended March 2019

ASSETS		As at Mar 31 2019	LIABILITIES AND EQUITY	As at Mar 31 2019	
		Audited		Audited	
<b>1</b>	<b>Financial Assets</b>		<b>1</b>	<b>Financial Liabilities</b>	
(a)	Cash and cash equivalents	163	(a)	Derivative financial instruments	252
(b)	Bank Balance other than (a) above	113	(b)	Payables	51
(c)	Derivative financial instruments	96	(c)	Debt Securities	3,978
(d)	Receivables		(d)	Borrowings (Other than Debt Securities)	1,566
	(I) Trade Receivables	296			
	(II) Other Receivables	384			
(e)	Loans	4,960	(f)	Subordinated Liabilities	570
(f)	Investments	3,052	(g)	Other financial Liabilities	363
(g)	Other Financial assets	94			
<b>2</b>	<b>Non-Financial Assets</b>		<b>2</b>	<b>Non-Financial Liabilities</b>	
(a)	Inventories	20	(a)	Current tax liabilities (Net)	29
(b)	Current tax assets (Net)	27	(b)	Provisions	9
(c)	Deferred tax Assets (Net)	16	(c)	Deferred tax liabilities (Net)	28
(d)	Investment Property	-	(d)	Other non-financial liabilities	26
(e)	Property, Plant and Equipment	62			
(f)	Capital work-in-progress	173	<b>3</b>	<b>Equity</b>	
(g)	Intangible assets under development	-	(a)	Equity and Share Capital	17
(h)	Goodwill	188	(b)	Other Equity	2,882
(i)	Other Intangible assets	87	(c)	Non-controlling interest	-
(j)	Other non-financial assets	41			
<b>3</b>	<b>Assets classified as held for sale</b>	-			
	<b>Total Assets</b>	<b>9,770</b>		<b>Total Liabilities and Equity</b>	<b>9,770</b>

# LEADING WEALTH MANAGER IN INDIA

Quarter ended March 2019

- 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 28% y-o-y
- IIFL Wealth has presence in 33 locations (including multiple branches within cities) across 7 geographies
- Largest fund manager of AIFs. AUM grew 33% y-o-y to Rs15,661 Cr

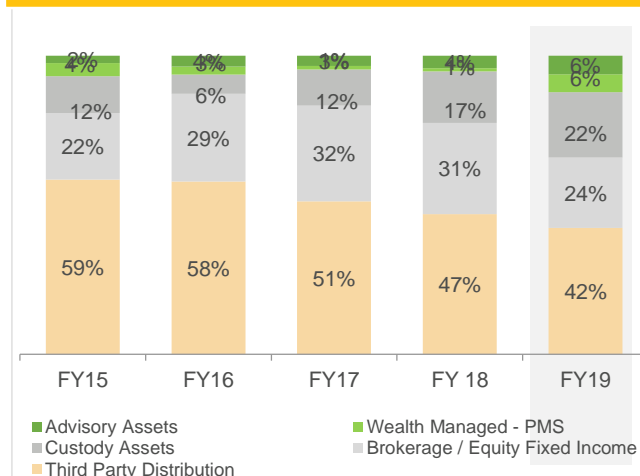


# BROADENING ADVISORY AND ASSET MANAGEMENT SERVICES

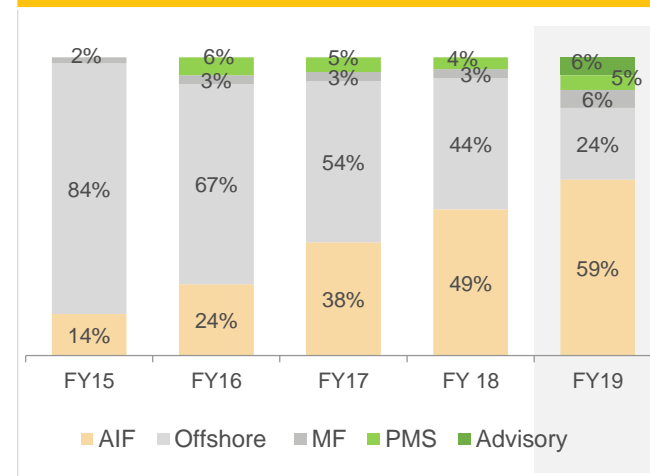
Quarter ended March 2019

- Wealth NBFC, which mainly offers loans against securities to clients had a loan book of Rs 4,798 Cr as at March 31, 2019
- Added 5 bankers during Q4FY19, taking the total number to 401, to further drive the growth momentum
- For the year ended March 31, 2019, the retention yield stands at 84 bps

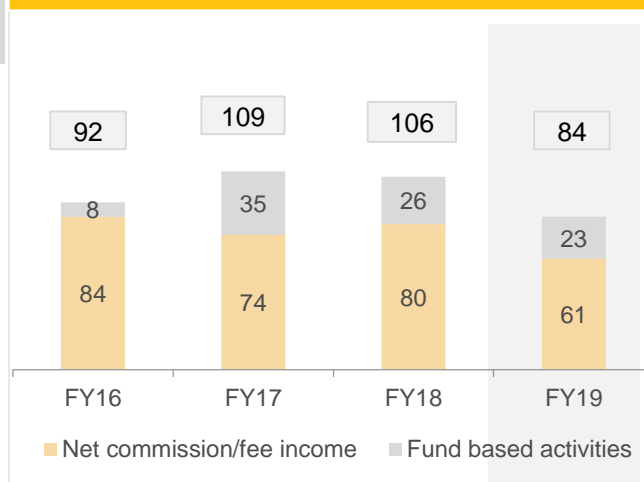
### Break-up of Wealth Mgmt Assets (%)



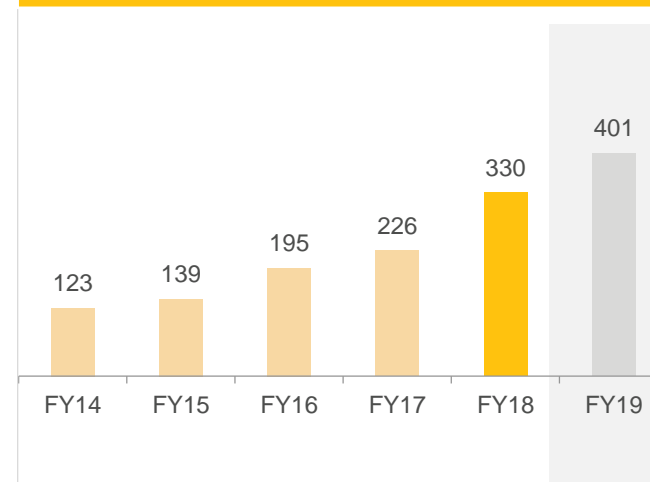
### Break-up of AMC Assets (%)



### Retention yield ex-custody assets (bps)



### No. of bankers



THANK YOU.

