



## Results Update – Q3 FY 22

IIFL Wealth Management Ltd reported a Consolidated Profit After Tax of Rs 155 Crs for the quarter, up 10% QoQ, and 59% YoY, and Rs 414 Crs for the 9-month ended, up 55% YoY. Profit Before Tax stood at Rs 198 Crs for the quarter, up 5% QoQ and 55% YoY, and Rs 537 Crs for the 9-month ended, up 53% YoY.

Total Revenues stood at Rs 420 Crs up 16% QoQ and 50% YoY, and Rs 1,086 Crs for the 9-month ended, up 42% YoY. Revenue from Operations stood at Rs 378 Crs up 20% QoQ and 58% YoY, and Rs 975 Crs for the 9-month ended, up 50% YoY. Annual Recurring Revenues stood at Rs 245 Crs up 10% QoQ and 59% YoY, and Rs 660 Crs for the 9-month ended, up 56% YoY.

Quarterly Update								
<i>Rs in Crs.</i>	Q3 FY 22	Q2 FY 22	Q-o-Q %	Q3 FY 21	Y-o-Y %	9M FY 22	9M FY 21	9M Y-o-Y %
<b>Revenue from Operations</b>	<b>378</b>	<b>314</b>	<b>20%</b>	<b>239</b>	<b>58%</b>	<b>975</b>	<b>650</b>	<b>50%</b>
<i>Annual Recurring Revenue</i>	<i>245</i>	<i>222</i>	<b>10%</b>	154	<b>59%</b>	<i>660</i>	<i>422</i>	<b>56%</b>
<i>Transactional / Brokerage Income</i>	<i>133</i>	<i>92</i>	<b>44%</b>	85	<b>56%</b>	<i>316</i>	<i>228</i>	<b>39%</b>
Other Income	42	48	<b>-11%</b>	41	<b>4%</b>	111	116	<b>-4%</b>
<b>Total Revenues</b>	<b>420</b>	<b>362</b>	<b>16%</b>	<b>280</b>	<b>50%</b>	<b>1086</b>	<b>766</b>	<b>42%</b>
<b>Total Expenses</b>	<b>222</b>	<b>174</b>	<b>28%</b>	<b>152</b>	<b>46%</b>	<b>549</b>	<b>416</b>	<b>32%</b>
<b>Operating Profit Before Tax (OPBT)</b>	<b>155</b>	<b>141</b>	<b>11%</b>	<b>87</b>	<b>78%</b>	<b>426</b>	<b>234</b>	<b>82%</b>
<b>Profit before Tax (PBT)</b>	<b>198</b>	<b>188</b>	<b>5%</b>	<b>128</b>	<b>55%</b>	<b>537</b>	<b>350</b>	<b>53%</b>
<b>Profit After Tax (PAT)</b>	<b>155</b>	<b>140</b>	<b>10%</b>	<b>97</b>	<b>59%</b>	<b>414</b>	<b>267</b>	<b>55%</b>

**Mr. Karan Bhagat, MD & CEO, IIFL Wealth & Asset Management:**

- Overall sentiment continues to remain upbeat, with allocations towards risk assets still increasing, albeit at a slower rate. However, global macro-economic factors and geo-political events need to be closely monitored. Our clients continue to maintain a steady balance on asset allocation across portfolios.
- It has been another outstanding quarter for us, with Total Assets touching Rs 328k Crs. up 41% YoY and Annual Recurring Assets increasing 54% YoY to reach Rs 139k Crs.
- Net Flows continue to grow steadily with Rs 6.3k Crs. in Q3 FY22 and Rs ~24k Crs. in 9M FY22, which is well ahead of our guidance for the year. Overall retentions continue to be steady, with retentions on Recurring Revenue assets at over 70bps, this quarter has also seen increased transactional revenues driven primarily by market opportunities.
- Our Alternate Asset Management business continues to grow at a rapid pace, adding new Institutional mandates and launching niche offerings, along with exceptional performance in existing strategies.
- Profit after tax for the quarter is Rs 155 Crs. up 59% YoY and Tangible ROE is now at a very healthy 27%.
- We remain focused on clients and product innovation, maintaining strong agility for market opportunities and developments. People and technology / digital continue to be significant investment areas and we are excited by the roadmap for next 12-24 months.

For further information, please contact:

**Mr. Mohit Hemrajani**

**Investor Relations | IIFL Wealth and Asset Management**

Email : [ir@iiflw.com](mailto:ir@iiflw.com)

Phone: +91 73045 53450

[Click here to register for conference call](#)

[Click here for investor presentation](#)

IIFLW Q3 FY 22 Analyst Conference call is scheduled for Thursday, 3<sup>rd</sup> February, 1:30 PM IST