



## Results Update – Q4 & Full Year FY 22

IIFL Wealth Management Ltd reported a Consolidated Profit After Tax of Rs 168 Crs for the quarter, up 8% QoQ, and 51% YoY, and Rs 582 Crs for FY22, up 58% over FY21. Profit Before Tax stood at Rs 214 Crs for the quarter, up 8% QoQ and 47% YoY, and Rs 751 Crs for FY22, up 55% over FY21.

Total Revenues stood at Rs 449 Crs up 7% QoQ and 57% YoY, and Rs 1,535 Crs for FY22, up 46% over FY21. Revenue from Operations stood at Rs 423 Crs up 12% QoQ and 59% YoY, and Rs 1,398 Crs for FY22, up 53% over FY21. Annual Recurring Revenues stood at Rs 252 Crs up 3% QoQ and 57% YoY, and Rs 912 Crs for FY22, up 56% over FY21.

Quarterly & Full Year Update								
<i>Rs in Crs.</i>	Q3 FY 22	Q4 FY 22	Q-o-Q %	Q4 FY 21	Y-o-Y %	FY 21	FY 22	12M Y-o-Y %
<b>Revenue from Operations</b>	<b>378</b>	<b>423</b>	<b>12%</b>	<b>266</b>	<b>59%</b>	<b>915</b>	<b>1,398</b>	<b>53%</b>
<i>Annual Recurring</i>	<i>245</i>	<i>252</i>	<i>3%</i>	<i>161</i>	<i>57%</i>	<i>583</i>	<i>912</i>	<i>56%</i>
<i>Transactional / Brokerage</i>	<i>133</i>	<i>170</i>	<i>29%</i>	<i>105</i>	<i>63%</i>	<i>333</i>	<i>486</i>	<i>46%</i>
<b>Other Income</b>	<b>42</b>	<b>27</b>	<b>-37%</b>	<b>22</b>	<b>23%</b>	<b>137</b>	<b>137</b>	<b>0%</b>
<b>Total Revenues</b>	<b>420</b>	<b>449</b>	<b>7%</b>	<b>287</b>	<b>57%</b>	<b>1053</b>	<b>1,535</b>	<b>46%</b>
<b>Total Expenses</b>	<b>222</b>	<b>235</b>	<b>6%</b>	<b>152</b>	<b>54%</b>	<b>568</b>	<b>784</b>	<b>38%</b>
<b>Operating Profit Before Tax (OPBT)</b>	<b>155</b>	<b>188</b>	<b>21%</b>	<b>113</b>	<b>66%</b>	<b>348</b>	<b>614</b>	<b>77%</b>
<b>Profit before Tax (PBT)</b>	<b>198</b>	<b>214</b>	<b>8%</b>	<b>135</b>	<b>59%</b>	<b>485</b>	<b>751</b>	<b>55%</b>
<b>Profit After Tax (PAT)</b>	<b>155</b>	<b>168</b>	<b>8%</b>	<b>103</b>	<b>64%</b>	<b>369</b>	<b>582</b>	<b>58%</b>

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

- The current Geo-Political climate has markets envisioning high inflation and interest rates and raising questions on growth in the short term. This uncertainty has resulted in all asset classes witnessing significant volatility over the last quarter. We remain cautiously optimistic on the India story and therefore our clients continue to maintain a steady balanced asset allocation across portfolios.
- Our business continues to scale new heights, with AUM growing 33% over FY 21 to Rs 327K Crs; and Net flows of Rs 31K Crs in FY 22. Revenues from Operations are up 53% over FY 21 to Rs 1,398 Crs while Profits after Tax are up 58% over FY 21 to 582 Crs.
- Recurring Assets are up 42% over FY 21 at Rs 144K Crs, and Recurring Revenues are up 56% over FY 21 at Rs 912 Crs. Recurring Revenues are now 65% of our overall revenues.
- Retentions are steady with overall retentions at 63 bps and recurring Assets Retention at 73 bps. ROE continues to improve with overall ROE (excluding Goodwill & Intangibles) for FY 22 at 25%.
- Our Alternates-focused Asset Management business is growing rapidly with AUM increasing 49 % over FY 21 to Rs 55.5K Crs and Revenues increasing 82% over FY 21 to Rs 360 Crs. Retentions are steady at 73 bps.
- We continue to focus on new areas of growth – expanding geographically, diversifying our alternate asset management strategies; expanding the segment of clients we serve and improving core productivity through implementation of smart technology solutions.

For further information, please contact:

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

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IIFLW Q4 FY 22 Analyst Conference call is scheduled for Thursday, 5<sup>th</sup> May, 2:00 PM IST