

June 11, 2020

<b>The Manager, Listing Department, BSE Limited, Phiroze Jeejeebhoy Tower, Dalal Street, Mumbai 400 001. BSE Scrip Code: 542772</b>	<b>The Manager, Listing Department, The National Stock Exchange of India Ltd., Exchange Plaza, 5 Floor, Plot C/1, G Block, Bandra - Kurla Complex, Bandra (E), Mumbai 400 051. NSE Symbol: IIFLWAM</b>
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Dear Sir/Madam,

**Sub: - Outcome of the Board Meeting dated June 11, 2020, pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Regulations")**

The Board of Directors of the Company at their meeting held today have, *inter-alia considered and approved / noted the following;*

1. The Board approved Standalone and Consolidated Audited Financial Statements of the Company for quarter and financial year ended March 31, 2020;

In this regard, we are enclosing herewith:

- i. the audited financial results (Standalone and Consolidated) for quarter and financial year ended March 31, 2020, along with auditors' report thereon - as required under Regulation 33 of the Listing Regulations. We hereby confirm that the Auditors have issued an Audit Report with unmodified opinion on the said financial results.
  - ii. Press Release being issued by the Company;
  - iii. Analyst Presentation being issued by the Company;
2. The Board noted Mr. Yatin Shah's appointment as Whole Time Director of IIFL Wealth Finance Limited (material subsidiary company) and accordingly took note of his change in designation in the Company from Whole Time Director to Non-Executive Director;

The meeting of Board of Directors commenced at 6.30 P.M. and concluded at 10.50. P.M

Please note the results have been uploaded on the Stock Exchange websites at <https://www.nseindia.com> and <https://www.bseindia.com> and on the website of the Company at <http://www.iiflwealth.com>

Further, pursuant to the relaxation granted by SEBI vide its Circular dated May 12, 2020 regarding exemption from publication of advertisements in newspapers as required under Regulation 47 of the

**IIFL WEALTH MANAGEMENT LIMITED**

Corporate & Registered Office:  
IIFL Centre, Kamala City, Senapati Bapat Marg,  
Lower Parel, Mumbai – 400 013  
TEL: (91-22) 4876 5600 | FAX: (91-22) 4875 5606

(An IIFL Group Company)

[www.iiflwealth.com](http://www.iiflwealth.com)

CIN: U74140MH2008PLC177884



SEBI Listing Regulations for all events scheduled till June 30, 2020, the Financial Results shall not be published in the newspapers.

Kindly take the same on record and acknowledge.

Thanking You,

Yours faithfully,

**For IIFL Wealth Management Limited**

A handwritten signature in black ink, appearing to read "Anand", is written over a horizontal line.

**Company Secretary & Compliance Officer**

Email Id: [secretarial@iiflw.com](mailto:secretarial@iiflw.com)

**Encl: a\|a**

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**INDEPENDENT AUDITOR’S REPORT ON AUDIT OF ANNUAL STANDALONE  
FINANCIAL RESULTS AND REVIEW OF QUARTERLY FINANCIAL RESULTS**

**TO THE BOARD OF DIRECTORS OF  
IIFL WEALTH MANAGEMENT LIMITED**

**Opinion and Conclusion**

We have (a) audited the Standalone Financial Results for the year ended March 31, 2020 and (b) reviewed the Standalone Financial Results for the quarter ended March 31, 2020 (refer 'Other Matters' section below), which were subject to limited review by us, both included in the accompanying "Statement of Standalone Financial Results for the Quarter and Year Ended March 31, 2020" ("the Statement") of **IIFL WEALTH MANAGEMENT LIMITED** ("the Company"), being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("the Listing Regulations").

**(a) Opinion on Annual Financial Results**

In our opinion and to the best of our information and according to the explanations given to us, and based on the consideration of the audit reports of the other auditors as referred to in Other Matters section below the Standalone Financial Results for the year ended March 31, 2020:

- a. is presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended; and
- b. gives a true and fair view in conformity with the recognition and measurement principles laid down in the Indian Accounting Standards and other accounting principles generally accepted in India of the net profit and total comprehensive income and other financial information of the Company for the year then ended.

**(b) Conclusion on Unaudited Standalone Financial Results for the quarter ended  
March 31, 2020**

With respect to the Standalone Financial Results for the quarter ended March 31, 2020, based on our review conducted as stated in paragraph (b) of Auditor’s Responsibilities section below, nothing has come to our attention that causes us to believe that the Standalone Financial Results for the quarter ended March 31, 2020, prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standards and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the



## **Deloitte Haskins & Sells LLP**

SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

### **Basis for Opinion on the Audited Standalone Financial Results for the year ended March 31, 2020**

We conducted our audit in accordance with the Standards on Auditing ("SAs") specified under Section 143(10) of the Companies Act, 2013 ("the Act"). Our responsibilities under those Standards are further described in paragraph (a) of Auditor's Responsibilities section below. We are independent of the Company in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India ("the ICAI") together with the ethical requirements that are relevant to our audit of the Standalone Financial Results for the year ended March 31, 2020 under the provisions of the Act and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the ICAI's Code of Ethics. We believe that the audit evidence obtained by us and the audit evidence obtained by the other auditors in terms of their reports referred to in Other Matters section below, is sufficient and appropriate to provide a basis for our audit opinion.

### **Management's Responsibilities for the Statement**

This Statement which includes the Standalone Financial Results is the responsibility of the Company's Board of Directors and has been approved by them for the issuance. The Standalone Financial Results for the year ended March 31, 2020 has been compiled from the related audited standalone financial information. This responsibility includes the preparation and presentation of the Standalone Financial Results for the quarter and year ended March 31, 2020 that give a true and fair view of the net profit and other comprehensive income and other financial information in accordance with the recognition and measurement principles laid down in the Indian Accounting Standards prescribed under Section 133 of the Act read with relevant rules issued thereunder and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations. This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and the design, implementation and maintenance of adequate internal financial controls that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the Standalone Financial Results that give a true and fair view and is free from material misstatement, whether due to fraud or error.

In preparing the Standalone Financial Results, the Board of Directors are responsible for assessing the Company's ability, to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Board of Directors either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.





The Board of Directors are also responsible for overseeing the financial reporting process of the Company.

### **Auditor's Responsibilities**

#### **(a) Audit of the Standalone Financial Results for the year ended March 31, 2020**

Our objectives are to obtain reasonable assurance about whether the Standalone Financial Results for the year ended March 31, 2020 as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this Standalone Financial Results.

As part of an audit in accordance with SAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the Annual Standalone Financial Results, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Company's internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Board of Directors.
- Evaluate the appropriateness and reasonableness of disclosures made by the Board of Directors in terms of the requirements specified under Regulation 33 of the Listing Regulations.
- Conclude on the appropriateness of the Board of Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the ability of the Company to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the Statement or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the Annual Standalone Financial Results, including the disclosures, and whether the Annual Standalone Financial Results represent the underlying transactions and events in a manner that achieves fair presentation.
- Perform procedures in accordance with the circular issued by the SEBI under Regulation 33(8) of the Listing Regulations to the extent applicable.



- Obtain sufficient appropriate audit evidence regarding the Annual Standalone Financial Results of the Company to express an opinion on the Annual Standalone Financial Results. We are responsible for the direction, supervision and performance of the audit of financial information of such entities or business activities included in the Annual Standalone Financial Results of which we are the independent auditors. For the other entities or business activities included in the Annual Standalone Financial Results, which have been audited by the other auditors, such other auditors remain responsible for the direction, supervision and performance of the audits carried out by them. We remain solely responsible for our audit opinion.

Materiality is the magnitude of misstatements in the Annual Standalone Financial Results that, individually or in aggregate, makes it probable that the economic decisions of a reasonably knowledgeable user of the Annual Standalone Financial Results may be influenced. We consider quantitative materiality and qualitative factors in (i) planning the scope of our audit work and in evaluating the results of our work; and (ii) to evaluate the effect of any identified misstatements in the Annual Standalone Financial Results.

We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

**(b) Review of the Standalone Financial Results for the quarter ended March 31, 2020**

We conducted our review of the Standalone Financial Results for the quarter ended March 31, 2020 in accordance with the Standard on Review Engagements ("SRE") 2410 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the ICAI. A review of interim financial information consists of making inquiries, primarily of the Company's personnel responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with SAs specified under section 143(10) of the Act and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

As part of annual audit we also performed procedures in accordance with the circular issued by the SEBI under Regulation 33(8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, to the extent applicable.



**Other Matters**

- As stated in Note 16 of the Statement, the figures for the corresponding quarter ended March 31, 2019 are the balancing figures between the annual audited figures for the year then ended and the year to date figures for the 9 months period ended December 31, 2018. We have not issued a separate limited review report on the results and figures for the quarter ended March 31, 2019. Our report on the Statement is not modified in respect of this matter.
- The Statement includes the results for the Quarter ended March 31, 2020 being the balancing figure between audited figures in respect of the full financial year and the year to date figures up to the third quarter of the current financial year which were subject to limited review by us. Our report on the Statement is not modified in respect of this matter.
- The standalone financial results include the financial information of erstwhile subsidiary IIFL Wealth Advisors (India) Limited consequent to its amalgamation into the Company. The NCLT order for the same was filed with the Registrar of Companies on December 27, 2019 with appointed date of November 22, 2018 (Refer Note 11 to the standalone financial results). We did not audit the financial information of erstwhile subsidiary IIFL Wealth Advisors (India) Limited, included in the standalone financial results of the Company, whose financial information reflect total revenues of Rs. 1,767.88 lakhs for the period from April 1, 2019 to December 27, 2019, total net profit before tax of Rs. 691.39 lakhs for the period from April 1, 2019 to December 27, 2019, total comprehensive income of Rs. 431.10 lakhs for the for the period from April 1, 2019 to December 27, 2019 as considered in the standalone financial results. This financial information of erstwhile subsidiary IIFL Wealth Advisors (India) Limited has been audited by other auditors whose report has been furnished to us by the Management and our opinion and conclusion on the Statement, in so far as it relates to the amounts and disclosures included in respect of this erstwhile subsidiary IIFL Wealth Advisors (India) Limited, is based solely on the report of such other auditors.

Our report on the Statement is not modified in respect of this matter.

For **DELOITTE HASKINS & SELLS LLP**

Chartered Accountants

(Firm's Registration No. 117366W/W-100018)



Pallavi A. Gorakshakar  
Partner

(Membership No.105035)

(UDIN: 20105035AAAADF8711)

Place: **Mumbai**

Date: 11 June 2020

Particulars	(Rs. In Lakhs)				
	Quarter ended			Year ended	
	March 31, 2020 (Refer Note 16)	December 31, 2019 (Refer Note 16)	March 31, 2019 (Refer Note 16)	March 31, 2020 Audited	March 31, 2019 Audited
<b>1. Income</b>					
Revenue from operations					
(i) Fees and commission Income	9,279.16	2,121.07	473.91	19,244.22	480.65
(ii) Net gain on fair value changes	-	2,381.65	-	2,381.65	-
(I) Total Revenue from operations	9,279.16	4,502.72	473.91	21,625.87	480.65
(II) Other Income	409.10	702.29	(3.65)	19,460.94	11,091.06
<b>(III) Total Income (I+II)</b>	<b>9,688.26</b>	<b>5,205.01</b>	<b>470.26</b>	<b>41,086.81</b>	<b>11,571.71</b>
<b>2. Expenses</b>					
(i) Finance Costs	1,108.40	866.71	516.19	4,778.55	1,448.65
(ii) Fees and commission expense	310.49	1.84	2.19	313.22	8.17
(iii) Impairment on financial instruments	-	(0.15)	(23.80)	0.85	(23.80)
(iv) Employee Benefits Expenses	1,417.45	931.95	469.51	3,681.83	3,320.79
(v) Depreciation, amortization and impairment	287.43	292.34	422.70	1,139.30	1,290.10
(vi) Others expenses	919.30	1,335.76	1,006.96	3,241.83	2,710.16
(IV) Total Expenses	<b>4,043.07</b>	<b>3,428.45</b>	<b>2,393.75</b>	<b>13,155.58</b>	<b>8,754.07</b>
<b>(V) Profit/(loss) before tax (III - IV)</b>	<b>5,645.19</b>	<b>1,776.56</b>	<b>(1,923.49)</b>	<b>27,931.23</b>	<b>2,817.64</b>
<b>(VI) Tax Expense:</b>					
(1) Current Tax	2,058.78	666.72	-	3,356.00	-
(2) Deferred Tax	(702.56)	15.93	(460.06)	(429.53)	(1,385.24)
<b>Total Tax Expense</b>	<b>1,356.22</b>	<b>682.65</b>	<b>(460.06)</b>	<b>2,926.47</b>	<b>(1,385.24)</b>
<b>(VII) Profit/(Loss) for the period from continuing operations(V-VI)</b>	<b>4,288.97</b>	<b>1,093.91</b>	<b>(1,463.43)</b>	<b>25,004.76</b>	<b>4,202.88</b>
(VIII) Profit/(loss) from discontinued operations	-	(1,924.80)	881.19	(8,502.76)	16,905.90
(IX) Tax Expense of discontinued operations	-	(571.09)	326.64	(2,845.58)	5,930.54
<b>(X) Profit/(Loss) from discontinued operations(After tax)</b>	<b>-</b>	<b>(1,353.71)</b>	<b>554.55</b>	<b>(5,657.18)</b>	<b>10,975.36</b>
<b>(VIII-IX) (Refer Note 5)</b>					
<b>(XII) Profit/(loss) for the period/year (VII+X)</b>	<b>4,288.97</b>	<b>(259.80)</b>	<b>(908.88)</b>	<b>19,347.58</b>	<b>15,178.24</b>
<b>(XIII) Other Comprehensive Income</b>					
Items that will not be reclassified to profit or loss					
- Remeasurements of defined benefits liabilities/(assets)	22.45	(20.08)	5.47	(3.01)	1.23
Income tax relating to items that will not be reclassified to profit or loss	(5.65)	2.87	(5.03)	0.77	(0.42)
<b>Other Comprehensive Income/(loss) from continuing operations</b>	<b>16.80</b>	<b>(17.21)</b>	<b>0.44</b>	<b>(2.24)</b>	<b>0.81</b>
Items that will not be reclassified to profit or loss					
- Remeasurements of defined benefits	-	(11.46)	40.45	(72.94)	(31.41)
Income tax relating to items that will not be reclassified to profit or loss	-	2.88	(14.14)	18.36	10.97
<b>Other Comprehensive Income/(loss) from discontinued operations</b>	<b>-</b>	<b>(8.58)</b>	<b>26.31</b>	<b>(54.58)</b>	<b>(20.44)</b>
<b>Other Comprehensive Income/(loss) for the period/year</b>	<b>16.80</b>	<b>(25.79)</b>	<b>26.75</b>	<b>(56.82)</b>	<b>(19.63)</b>
<b>(XIV) Total Comprehensive Income/(loss) for the period/year (XII+XIII) (Comprising Profit (Loss) and other Comprehensive Income for the period/year)</b>	<b>4,305.77</b>	<b>(285.59)</b>	<b>(882.13)</b>	<b>19,290.76</b>	<b>15,158.61</b>
(XV) Paid up Equity Share Capital (Face value of Rs. 2 each)	1,743.62	1,742.12	1,690.43	1,743.62	1,690.43
(XVI) Incremental shares pending issuance	-	-	12.01	-	12.01
(XVII) Reserves				230,860.56	220,322.64
<b>(XVIII) Earnings per equity share</b>					
Basic (In Rs.) *	4.92	(0.30)	(1.07)	22.47	18.09
Diluted (In Rs.) *	4.83	(0.30)	(1.07)	21.95	17.57

\* Quarter ended numbers are not annualised.



Date : June 11, 2020  
Place : Mumbai

For and on behalf of the Board of Directors

*Karan Bhagat*

Karan Bhagat  
Managing Director  
(DIN: 03247753)

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IIFL Wealth Management Limited  
CIN : U74140MH2008PLC177884

Regd. Office :- IIFL Centre, Kamala City, Senapati Bapat Marg, Lower Parel, Mumbai-400013, Maharashtra, India

1. Statement of Standalone Assets and Liabilities as at March 31, 2020

Particulars	(Rs. In Lakhs)	
	As at March 31, 2020	As at March 31, 2019
<b>ASSETS</b>		
<b>(1) Financial Assets</b>		
(a) Cash and cash equivalents	2,241.66	567.55
(b) Bank Balance other than (a) above	114.53	100.68
(c) Derivative financial instruments	-	-
(d) Receivables		
(I) Trade Receivables	7,235.53	19,897.95
(II) Other Receivables	0.03	-
(e) Loans	629.86	1,141.95
(f) Investments	198,403.15	214,043.48
(g) Other Financial assets	9,813.22	3,209.33
	<b>218,437.98</b>	<b>238,960.94</b>
<b>(2) Non-financial Assets</b>		
(a) Inventories	-	-
(b) Current tax assets	3,803.73	1,584.78
(c) Deferred tax Assets	270.79	787.70
(d) Property, Plant and Equipment	28,620.39	5,940.61
(e) Capital work-in-progress	103.12	17,254.64
(f) Goodwill on acquisition	-	-
(g) Other Intangible assets	110.57	194.48
(h) Right to Use assets	32.16	-
(i) Other non-financial assets	434.71	2,265.81
	<b>33,375.47</b>	<b>28,028.02</b>
<b>Total Assets</b>	<b>251,813.45</b>	<b>266,988.96</b>
<b>LIABILITIES AND EQUITY</b>		
<b>LIABILITIES</b>		
<b>(1) Financial Liabilities</b>		
(a) Derivative financial instruments	-	-
(b) Payables		
(I) Trade Payables		
(i) total outstanding dues of micro enterprises and small enterprises	-	-
(ii) total outstanding dues of creditors other than micro enterprises and small enterprises	919.75	1,650.14
(II) Other Payables		
(i) total outstanding dues of micro enterprises and small enterprises	-	-
(ii) total outstanding dues of creditors other than micro enterprises and small enterprises	-	-
(c) Finance Lease Obligation	34.13	-
(d) Debt Securities	-	-
(e) Borrowings (Other than Debt Securities)	-	41,400.64
(f) Subordinated Liabilities	-	-
(g) Other financial liabilities	16,725.37	437.50
	<b>17,679.25</b>	<b>43,488.28</b>
<b>(2) Non-Financial Liabilities</b>		
(a) Current tax liabilities	20.50	21.06
(b) Provisions	38.96	337.14
(c) Deferred tax liabilities	-	-
(d) Other non-financial liabilities	1,470.56	1,117.40
	<b>1,530.02</b>	<b>1,475.60</b>
<b>(3) EQUITY</b>		
(a) Equity Share capital	1,743.62	1,690.43
(b) Incremental shares pending issuance	-	12.01
(b) Other Equity	230,860.56	220,322.64
	<b>232,604.18</b>	<b>222,025.08</b>
<b>Total Liabilities and Equity</b>	<b>251,813.45</b>	<b>266,988.96</b>



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## IIFL WEALTH MANAGEMENT LIMITED

CIN : U74140MH2008PLC177884

Regd. Office :- IIFL Centre, Kamala City, Senapati Bapat Marg, Lower Parel, Mumbai-400013, Maharashtra, India

## 2. Cash Flow Statement for the year ended March 31, 2020

(Rs. In Lakhs)

Particulars	Year ended March 31, 2020	Year ended March 31, 2019
A. Cash flows from operating activities		
Net profit before taxation	19,428.46	19,723.53
Operating profit before working capital changes	11,328.96	11,822.48
Net cash generated from/(used in) operating activities (A)	13,712.99	(16,066.87)
Net cash generated from/(used in) investing activities (B)	45,246.05	(90,658.66)
Net cash (used in)/generated from financing activities (C)	(57,297.73)	66,281.19
Net increase/(decrease) in cash and cash equivalents (A+B+C)	1,661.31	(40,444.34)
Opening Cash and Cash Equivalents	567.55	41,011.89
On amalgamation of subsidiary on April 01, 2019	12.80	-
<b>Closing Cash and Cash Equivalents</b>	<b>2,241.66</b>	<b>567.55</b>



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**IIFL Wealth Management Limited**  
**CIN : U74140MH2008PLC177884**  
**Regd. Office :- IIFL Centre, Kamala City, Senapati Bapat Marg, Lower Parel, Mumbai-400013,**  
**Maharashtra, India**

3. The above standalone financial results for the quarter and year ended March 31, 2020, have been reviewed and audited respectively and recommended by the Audit Committee and approved by the Board of Directors of the Company at its meeting held on June 11, 2020. The Statutory Auditors have issued audit report with unmodified conclusion and opinion on the standalone financial results for the quarter and year ended March 31, 2020 respectively.
4. These standalone financial results have been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standards prescribed under Section 133 of the Companies Act, 2013 read with relevant Rules issued there under and other accounting principles generally accepted in India and in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, as amended.
5. During the quarter the Company transferred its Distribution Business and PMS Business vide business transfer arrangements with its wholly owned subsidiaries IIFL Wealth Finance Limited (IIFL WF) and IIFL Wealth Portfolio Managers Limited (IIFL PML) respectively with effect from January 01, 2020. In terms of the said agreement the Company has transferred, inter-alia, Employees, Assets, Liabilities, Contracts, Intangible Assets, relating to distribution business for a lump sum consideration.

(Rs. In Lakhs)

Amounts	In IIFL WF	In IIFL PML
Purchase Consideration	41,900.00	1,100.00
Net Assets Transferred	41,850.24	1,097.81
Excess/ (Deficit)	49.76	2.19

This, being a common control business combination within the meaning of IND AS 103, the Standalone financial results of the Company of previous reported periods have been restated to give effect to the said business transfer arrangement. The net profit/loss in respect of the said businesses transferred has been disclosed as "Profit/Loss on Discontinued Operations in the Statement of Standalone Financial Results".

The following table sets out the summarised standalone financial results of the Company without considering the effects for transfer of business referred to above as discontinued operations for the earlier reported periods.

(Rs. In Lakhs)

Particulars	Quarter ended		Year ended	
	December 31, 2019	March 31, 2019	March 31, 2020	March 31, 2019
Revenue from operations	10,171.49	8,104.89	37,128.74	48,227.00
Other Income	798.42	163.78	19,711.88	11,093.97
Total Income	10,969.91	8,268.67	56,840.62	59,320.97
Total Expenses	11,118.16	9,310.95	37,412.16	39,597.45
Profit/(loss) before tax	(148.25)	(1,042.28)	19,428.46	19,723.52
Total Tax Expense	111.55	(133.40)	80.88	4,545.28
Profit/(loss) for the period/year	(259.80)	(908.88)	19,347.58	15,178.24
Other Comprehensive Income/(loss) net of tax	(25.79)	26.75	(56.82)	(19.63)
Total Comprehensive Income/(loss) for the period/year (Comprising Profit (Loss) and other Comprehensive Income for the period/year)	(285.59)	(882.13)	19,290.76	15,158.61



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**IIFL Wealth Management Limited**  
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**Regd. Office :- IIFL Centre, Kamala City, Senapati Bapat Marg, Lower Parel, Mumbai-400013,**  
**Maharashtra, India**

6. The Company has adopted Ind AS 116 — "Leases" with effect from April 01, 2019 and applied the standard to its leases retrospectively. In accordance with the requirements of the standard, the lease liability at the present value of remaining lease payments at the date of initial application i.e. April 01, 2019 amounting to ₹ 3,430.30 lakhs has been recognized and "Right to use assets" has been recognized at an amount equal to the "Lease liability" as at that date. In the Statement of Profit and Loss for the current period, the nature of expenses in respect of leases has changed from lease rent in previous periods to depreciation cost for "Right to use lease assets" and interest accrued on "Lease liability".
7. The Company's main business is Wealth Management Services comprising of, inter-alia, distribution of financial products, portfolio management services, advisory services and all other activities revolve around the same. All activities of the Company are carried out in India. As such there are no separate reportable segments as per the Indian Accounting Standard 108 (IND AS 108) on Operating Segments.
8. The Company has revised its estimate of useful life of Furniture and Fixtures and Electrical Equipment used in the office premise acquired during the period, which was earlier on lease, and has recomputed the depreciation on the same on prospective basis. As a result, depreciation for the quarter and year ended March 31, 2020 is lower by ₹ 142.68 lakhs and ₹ 560.59 lakhs respectively and the profit before tax for the quarter and year ended March 31, 2020 is higher by ₹ 142.68 lakhs and ₹ 560.59 lakhs respectively.
9. An interim dividend of ₹ 8,712.30 lakhs (₹ 10/- per share) was approved in the Board Meeting held on January 22, 2020 and has been appropriated and paid during the quarter ended March 31, 2020. Aggregate Interim dividend appropriated and paid during the year ended March 31, 2020 amounted to ₹ 17,396.06 lakhs.
10. In terms of the Composite Scheme of Arrangement (Scheme) amongst IIFL Finance Limited (formerly known as IIFL Holdings Limited), India Infoline Finance Limited, India Infoline Media and Research Services Limited ("IIFL M&R"), IIFL Securities Limited ("IIFL Securities"), IIFL Wealth Management Limited ("IIFL Wealth") and IIFL Distribution Services Limited ("IIFL Distribution"), and their respective shareholders, under Sections 230 - 232 and other applicable provisions of the Companies Act, 2013 ("Scheme") which was approved by the National Company Law Tribunal Bench at Mumbai (Tribunal) on March 07, 2019 under the applicable provisions of the Companies Act, 2013, the equity options holders of IIFL Finance Limited (formerly known as IIFL Holdings Limited) (Options holders) shall be granted 1 stock option by the Company for every 7 stock options held in IIFL Finance Limited, on terms and conditions similar to the ESOP Scheme of IIFL Finance Limited. Accordingly, 1,27,913 options of IIFL Wealth Management Limited were granted on August 21, 2019.
11. On November 22, 2018, IIFL Wealth Management Limited acquired 100% stake in IIFL Wealth Advisors (India) Limited (Formerly known as Wealth Advisors (India) Private Limited). Thereafter, on 29 January 2019, the Board of Directors of IIFL Wealth Management Limited (the "Transferee Company") approved a draft scheme of amalgamation of IIFL Wealth Advisors (India) Limited (the "Transferor Company") with the Transferee Company and their respective shareholders in terms of the provisions of Sections 230 to 232 read with other applicable provisions of the Companies Act, 2013 (the "Scheme").

The National Company Law Tribunal (Tribunal) Bench at Mumbai has approved the aforementioned Scheme on October 24, 2019 and the National Company Law Tribunal Bench at Chennai approved the Scheme on December 20, 2019 under the applicable provisions of the Companies Act, 2013 and the appointed date of the Scheme is fixed as November 22, 2018.



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**IIFL Wealth Management Limited**  
**CIN : U74140MH2008PLC177884**  
**Regd. Office :- IIFL Centre, Kamala City, Senapati Bapat Marg, Lower Parel, Mumbai-400013,**  
**Maharashtra, India**

Certified copy of the said order of the Mumbai Bench and Chennai Bench of the Tribunal was received by the Company on December 2, 2019 and December 27, 2019 respectively and filed with the Registrar of Companies on December 27, 2019.

The effect of net profit arising from accounting of amalgamation for the period November 22, 2018 to March 31, 2019 amounting to ₹ 340.13 lakhs has been adjusted to the balance of Other Equity as on April 1, 2019.

12. The Company, during the quarter and year ended March 31, 2020 has allotted 75,214 and 2,054,794 equity shares respectively of ₹ 2/- each, fully paid up, on exercise of options by employees, in accordance with the Company's Employee Stock Option Scheme(s).
13. During the year ended March 31, 2020 the Nomination and Remuneration Committee of the Board of Directors, granted 2,338,909 stock options representing equal number of equity shares of face value of ₹ 2/- each in the Company to the eligible employees under the IIFL Wealth Employee Stock Option Scheme - 2019. None of the stock options were vested or exercised during the said period.
14. The Government of India vide Ordinance No. 15 of 2019 dated September 20, 2019 amended the income tax provisions by inserting section 115BAA. As per the amended provisions, the Company has opted to pay tax at rate of 22% plus applicable surcharge and cess subject to the conditions mentioned under the amended provisions and recognised the effect of change by revising the annual effective income tax rate. Due to reduced tax rate, the Company has re-measured its Deferred Tax Assets and Liabilities as at April 1, 2019 and the impact of this change has been fully recognised in the Statement of Profit and Loss Account under "Tax expense" for the year ended March 31, 2020
15. The spread of COVID-19 across the globe and India contributed to significant volatility in global and Indian financial markets and a significant decrease in global and local economic activities. The full impact on the business due to a COVID-19 related economic slowdown, changes in client sentiment and investment behaviour are as yet unknown. The Company has continued to engage with clients and employees through extensive business continuity planning and robust technology platform with minimal disruption on any business activity during the lockdown phase. Further, the Company has assessed that it would be able to navigate currently prevailing uncertain economic conditions based on its business model, profile of assets and liabilities, availability of liquidity and capital at its disposal. The extent to which the COVID-19 pandemic will impact the Company's operations and results will depend on future developments, which remain uncertain. Accordingly, the Company has undertaken extensive scenario planning to better prepare itself and will continue to actively monitor any material changes to the future economic conditions.

Q      A



**IIFL Wealth Management Limited**  
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16. The figures for the quarter ended March 31, 2020 and March 31, 2019 are the balancing figures between audited figures in respect of the year ended March 31, 2020 and March 31, 2019 and the unaudited figures of nine months ended December 31, 2019 and December 31, 2018 respectively.
17. Previous period/year figures have been regrouped/reclassified to make them comparable with those of current period.

**In terms of our report attached**

**By the order of the Board**  
**For IIFL Wealth Management Limited**



Date: June 11, 2020  
Place: Mumbai

**Karan Bhagat**  
Managing Director  
(DIN : 03247753)

**INDEPENDENT AUDITOR’S REPORT ON AUDIT OF ANNUAL CONSOLIDATED  
FINANCIAL RESULTS AND REVIEW OF QUARTERLY FINANCIAL RESULTS**

**TO THE BOARD OF DIRECTORS OF  
IIFL WEALTH MANAGEMENT LIMITED**

**Opinion and Conclusion**

We have (a) audited the Consolidated Financial Results for the year ended March 31, 2020 and (b) reviewed the Consolidated Financial Results for the quarter ended March 31, 2020 (refer 'Other Matters' section below), which were subject to limited review by us, both included in the accompanying "Statement of Consolidated Financial Results for the Quarter and Year Ended March 31, 2020" ("the Statement") of **IIFL WEALTH MANAGEMENT LIMITED** ("the Parent") and its subsidiaries (the Parent and its subsidiaries together referred to as "the Group"), being submitted by the Parent pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("the Listing Regulations").

**(a) Opinion on Annual Consolidated Financial Results**

In our opinion and to the best of our information and according to the explanations given to us, and based on the consideration of the audit reports of the other auditors on separate financial statements/financial information of the subsidiaries referred to in Other Matters section below, the Consolidated Financial Results for the year ended March 31, 2020:

(i) includes the results of the following entities:

<b>Sr no</b>	<b>Name of the Entities</b>	<b>Relationship</b>
1	IIFL Wealth Management Limited	Parent
2	IIFL Wealth Finance Limited	Subsidiary
3	IIFL Asset Management Limited	Subsidiary
4	IIFL Wealth Portfolio Managers Limited (Formerly known as IIFL Alternate Asset Advisors Limited)	Subsidiary
5	IIFL Distribution Services Limited	Subsidiary
6	IIFL Investment Advisers & Trustee Services Limited	Subsidiary
7	IIFL Trustee Limited	Subsidiary
8	IIFL Wealth Securities IFSC Limited	Subsidiary
9	IIFL Altiore Advisors Private Limited	Subsidiary
10	IIFL Wealth Employee Welfare Benefit Trust	Subsidiary



<b>Sr no</b>	<b>Name of the Entities</b>	<b>Relationship</b>
11	IIFL Asset Management (Mauritius) Limited	Subsidiary
12	IIFL (Asia) Pte. Limited	Subsidiary
13	IIFL Capital Pte. Limited	Subsidiary
14	IIFL Securities Pte. Limited	Subsidiary
15	IIFL Inc.	Subsidiary
16	IIFL Private Wealth Management (Dubai) Limited	Subsidiary
17	IIFL Private Wealth Hong Kong Limited	Subsidiary
18	IIFL Capital (Canada) Limited	Subsidiary

- (ii) is presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended; and
- (iii) gives a true and fair view in conformity with the recognition and measurement principles laid down in the Indian Accounting Standards and other accounting principles generally accepted in India of the consolidated net profit and consolidated total comprehensive income and other financial information of the Group for the year ended March 31, 2020.

**(b) Conclusion on Unaudited Consolidated Financial Results for the quarter ended March 31, 2020**

With respect to the Consolidated Financial Results for the quarter ended March 31, 2020, based on our review conducted and procedures performed as stated in paragraph (b) of Auditor's Responsibilities section below and based on the consideration of the audit reports for the year ended March 31, 2020 of the other auditors referred to in Other Matters section below, nothing has come to our attention that causes us to believe that the Consolidated Financial Results for the quarter ended March 31, 2020, prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standards and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

**Basis for Opinion on the Audited Consolidated Financial Results for the year ended March 31, 2020**

We conducted our audit in accordance with the Standards on Auditing ("SAs") specified under Section 143(10) of the Companies Act, 2013 ("the Act"). Our responsibilities under those Standards are further described in paragraph (a) of Auditor's Responsibilities section below. We are independent of the Group in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India ("ICAI") together with the ethical requirements that are relevant to our audit of the Consolidated Financial Results for the year ended March 31, 2020 under the provisions of the Act and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements



and the ICAI's Code of Ethics. We believe that the audit evidence obtained by us and the audit evidence obtained by the other auditors in terms of their reports referred to in Other Matters section below, is sufficient and appropriate to provide a basis for our audit opinion.

### **Management's Responsibilities for the Statement**

This Statement, which includes the Consolidated Financial Results is the responsibility of the Parent's Board of Directors and has been approved by them for the issuance. The Consolidated Financial Results for the year ended March 31, 2020, has been compiled from the related audited consolidated financial information. This responsibility includes the preparation and presentation of the Consolidated Financial Results for the quarter and year ended March 31, 2020 that give a true and fair view of the consolidated net loss and consolidated net profit respectively and consolidated other comprehensive income and other financial information of the Group in accordance with the recognition and measurement principles laid down in the Indian Accounting Standards, prescribed under Section 133 of the Act, read with relevant rules issued thereunder and other accounting principles generally accepted in India and in compliance with Regulation 33 of the Listing Regulations.

The respective Board of Directors of the companies included in the Group are responsible for maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding the assets of the Group and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and the design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the respective financial results that give a true and fair view and are free from material misstatement, whether due to fraud or error, which have been used for the purpose of preparation of this Consolidated Financial Results by the Directors of the Parent, as aforesaid.

In preparing the Consolidated Financial Results, the respective Board of Directors of the companies included in the Group are responsible for assessing the ability of the respective entities to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the respective Board of Directors either intends to liquidate their respective entities or to cease operations, or has no realistic alternative but to do so.

The respective Board of Directors of the companies included in the Group are responsible for overseeing the financial reporting process of the Group.



**Auditor's Responsibilities**

**(a) Audit of the Consolidated Financial Results for the year ended March 31, 2020**

Our objectives are to obtain reasonable assurance about whether the Consolidated Financial Results for the year ended March 31, 2020 as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with SAs will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this Consolidated Financial Results.

As part of an audit in accordance with SAs, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the Annual Consolidated Financial Results, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of such controls.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the Board of Directors.
- Evaluate the appropriateness and reasonableness of disclosures made by the Board of Directors in terms of the requirements specified under Regulation 33 of the Listing Regulations.
- Conclude on the appropriateness of the Board of Directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the ability of the Group to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the Consolidated Financial Results or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the Annual Consolidated Financial Results, including the disclosures, and whether the Annual Consolidated Financial Results represent the underlying transactions and events in a manner that achieves fair presentation.
- Perform procedures in accordance with the circular issued by the SEBI under Regulation 33(8) of the Listing Regulations to the extent applicable.
- Obtain sufficient appropriate audit evidence regarding the Annual Standalone Financial Results/ Financial Information of the entities within the Group to express an opinion on the Annual Consolidated Financial Results. We are



responsible for the direction, supervision and performance of the audit of financial information of entities included in the Annual Consolidated Financial Results of which we are the independent auditors. For the other entities included in the Annual Consolidated Financial Results, which have been audited by the other auditors, such other auditors remain responsible for the direction, supervision and performance of the audits carried out by them. We remain solely responsible for our audit opinion.

Materiality is the magnitude of misstatements in the Annual Consolidated Financial Results that, individually or in aggregate, makes it probable that the economic decisions of a reasonably knowledgeable user of the Annual Consolidated Financial Results may be influenced. We consider quantitative materiality and qualitative factors in (i) planning the scope of our audit work and in evaluating the results of our work; and (ii) to evaluate the effect of any identified misstatements in the Annual Consolidated Financial Results.

We communicate with those charged with governance of the Parent and such other entities included in the Consolidated Financial Results of which we are the independent auditors regarding, among other matters, the planned scope and timing of the audit and significant audit findings including any significant deficiencies in internal control that we identify during our audit.

We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

**(b) Review of the Consolidated Financial Results for the quarter ended March 31, 2020**

We conducted our review of the Consolidated Financial Results for the quarter ended March 31, 2020 in accordance with the Standard on Review Engagements (SRE) 2410 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the ICAI. A review of interim financial information consists of making inquiries, primarily of the Company's personnel responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with SA specified under section 143(10) of the Act and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

The Statement includes the results of the entities as listed under paragraph (a)(i) of Opinion and Conclusion section above.

As part of our annual audit we also performed procedures in accordance with the circular issued by the SEBI under Regulation 33(8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, to the extent applicable.



**Other Matters**

- As stated in Note 15 of the Statement, the figures for the corresponding quarter ended March 31, 2019 are the balancing figures between the annual audited figures for the year then ended and the year to date figures for the 9 months period ended December 31, 2018. We have not issued a separate limited review report on the results and figures for the quarter ended March 31, 2019. Our report on the Statement is not modified in respect of this matter
- The Statement includes the results for the Quarter ended March 31, 2020 being the balancing figure between audited figures in respect of the full financial year and the year to date figures up to the third quarter of the current financial year which were subject to limited review by us. Our report is not modified in respect of this matter.
- We did not audit the financial statements / financial information of eight subsidiaries included in the consolidated financial results, whose financial statements / financial information reflect total assets of Rs. 12,828.14 lakhs as at March 31, 2020 and total revenues of Rs. 8,733.99 lakhs for the year ended March 31, 2020, total net (loss) after tax of Rs. 3,669.01 lakhs for the year ended March 31, 2020 and total comprehensive loss of Rs. 3,003.70 lakhs for the year ended March 31, 2020 and net cash outflows of Rs. (283.34) lakhs for the year ended March 31, 2020 , as considered in the Statement. These financial statements / financial information have been audited, by other auditors whose reports have been furnished to us by the Management and our opinion and conclusion on the Statement, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries, is based solely on the reports of the other auditors and the procedures performed by us as stated under Auditor's Responsibilities section above.
- Eight subsidiaries are located outside India whose financial statements/financial information have been prepared in accordance with accounting principles generally accepted in their respective countries and which have been audited by other auditors under generally accepted auditing standards applicable in their respective countries. The Parent's management has converted the financial statements of these subsidiaries located outside India from the accounting principles generally accepted in their respective countries to the accounting principles generally accepted in India. We have audited these conversion adjustments made by the Parent's Management. Our opinion in so far as it relates to the balances and affairs of such subsidiaries located outside India is based on the report of other auditors and the conversion adjustments prepared by the Management of the Parent and audited by us.

Our report on the Statement is not modified in respect of the above matters with respect to our reliance on the work done and the reports of the other auditors.





**Deloitte  
Haskins & Sells LLP**

- The consolidated financial results include the financial information of erstwhile subsidiary IIFL Wealth Advisors (India) Limited consequent to its amalgamation into the Parent. The NCLT order for the same was filed with the Registrar of Companies on December 27, 2019 with appointed date of November 22, 2018 (Refer Note 10 to the consolidated financial results). We did not audit the financial information of erstwhile subsidiary IIFL Wealth Advisors (India) Limited, included in the consolidated financial results of the Parent, whose financial information, total revenues of Rs. 1,767.88 lakhs for the period from April 1, 2019 to December 27, 2019, total net profit before tax of Rs. 691.39 lakhs for the period from April 1, 2019 to December 27, 2019, and total comprehensive income of Rs. 431.10 lakhs for the for the period from April 1, 2019 to December 27, 2019 as considered in the consolidated financial results. This financial information of erstwhile subsidiary IIFL Wealth Advisors (India) Limited has been audited by other auditors whose report has been furnished to us by the Management and our opinion and conclusion on the Statement, in so far as it relates to the amounts and disclosures included in respect of this erstwhile subsidiary IIFL Wealth Advisors (India) Limited, is based solely on the report of such other auditors.

Our report on the Statement is not modified in respect of this matter.

For **DELOITTE HASKINS & SELLS LLP**

Chartered Accountants  
(Firm's Registration No. 117366W/W-100018)



Pallavi A. Gorakshakar  
Partner  
(Membership No.105035)  
(UDIN: 20105035AAAADE5247)

Place: **Mumbai**

Date: 11 June 2020

IIFL Wealth Management Limited  
CIN : U74140MH2008PLC177884  
Regd. Office :- IIFL Centre, Kamala City, Senapati Bapat Marg, Lower Parel, Mumbai-400013, Maharashtra, India  
Statement of Consolidated Financial Results for the Quarter and Year ended March 31, 2020

Particulars	(Rs. In Lakhs)				
	Quarter ended			Year ended	
	March 31, 2020 (Refer Note 15)	December 31, 2019 (Refer Note 15)	March 31, 2019 (Refer Note 15)	March 31, 2020 Audited	March 31, 2019 Audited
<b>1. Income</b>					
Revenue from operations					
(i) Interest Income					
- Loans	11,237.79	11,376.90	12,761.45	46,519.73	59,093.77
- Others	9,339.66	8,392.09	2,116.97	31,472.78	6,285.13
(ii) Dividend & Distribution income on investments	96.18	224.37	208.90	454.98	2,938.37
(iii) Fees and commission income	21,837.27	15,802.52	17,251.10	67,756.30	80,625.07
(iv) Net gain on fair value changes	-	3,388.94	4,045.39	-	6,131.12
(v) Sale of products	651.02	1,463.71	40.96	4,104.09	40.96
(I) Total Revenue from operations	43,161.92	40,648.53	36,424.77	150,307.88	155,114.42
(II) Other Income	143.96	874.82	350.28	2,439.69	2,826.46
<b>(III) Total Income (I+II)</b>	<b>43,305.88</b>	<b>41,523.35</b>	<b>36,775.05</b>	<b>152,747.57</b>	<b>157,940.88</b>
<b>2. Expenses</b>					
(i) Finance Costs	14,431.47	12,312.97	9,192.64	50,158.43	43,108.20
(ii) Fees and commission expense	2,458.81	2,577.46	2,303.50	9,007.41	6,625.91
(iii) Net loss on fair value changes	7,589.16	-	-	3,309.29	-
(iv) Impairment on financial instruments	(145.44)	103.47	(10.71)	(530.09)	(766.58)
(v) Purchases of Stock-in-trade	735.95	1,486.50	2,056.16	2,222.45	2,056.16
(vi) Changes in Inventories of finished goods, stock-in-trade and work-in-progress	-	-	(1,975.06)	1,975.06	(1,975.06)
(vii) Employee Benefits Expenses	11,948.08	9,520.25	5,785.17	37,293.20	33,117.09
(viii) Depreciation, amortization and impairment	1,006.57	1,038.59	765.25	4,102.22	2,150.59
(ix) Others expenses	3,864.37	4,485.22	5,892.24	16,567.49	19,831.65
(IV) Total Expenses	<b>41,888.97</b>	<b>31,524.46</b>	<b>24,009.19</b>	<b>124,105.46</b>	<b>104,147.96</b>
<b>(V) Profit before tax (III - IV)</b>	<b>1,416.91</b>	<b>9,998.89</b>	<b>12,765.86</b>	<b>28,642.11</b>	<b>53,792.92</b>
<b>(VI) Tax Expense:</b>					
(1) Current Tax	120.01	1,838.42	4,339.97	6,935.65	16,437.16
(2) Deferred Tax (Refer Note 12)	1,593.03	744.90	72.64	1,590.07	(98.76)
<b>Total Tax Expense</b>	<b>1,713.04</b>	<b>2,583.32</b>	<b>4,412.61</b>	<b>8,525.72</b>	<b>16,338.40</b>
<b>(VII) Profit/(Loss) for the period/year (V-VI)</b>	<b>(296.13)</b>	<b>7,415.57</b>	<b>8,353.25</b>	<b>20,116.39</b>	<b>37,454.52</b>
<b>(VIII) Other Comprehensive Income</b>					
(A) (i) Items that will not be reclassified to profit or loss					
- Remeasurements of defined benefits liabilities/assets	(85.04)	(46.35)	48.26	(224.25)	(46.62)
(ii) Income tax relating to items that will not be reclassified to profit or loss	21.40	8.95	(9.90)	56.44	24.16
Subtotal (A)	(63.64)	(37.40)	38.36	(167.81)	(22.46)
(B) (i) Items that will be reclassified to profit or loss					
- Foreign currency translation reserve	356.35	188.94	52.45	696.00	1,003.40
(ii) Income tax relating to items that will be reclassified to profit or loss	-	-	-	-	-
Subtotal (B)	356.35	188.94	52.45	696.00	1,003.40
<b>Other Comprehensive Income (A + B)</b>	<b>292.71</b>	<b>151.54</b>	<b>90.81</b>	<b>528.19</b>	<b>980.94</b>
<b>(IX) Total Comprehensive Income/(Loss) for the period/year (VII+VIII) (Comprising Profit/(Loss) and other Comprehensive Income/(Loss) for the period/year)</b>	<b>(3.42)</b>	<b>7,567.11</b>	<b>8,444.06</b>	<b>20,644.58</b>	<b>38,435.46</b>
(X) Paid up Equity Share Capital (Face value of Rs. 2 each)	1,742.90	1,741.40	1,689.71	1,742.90	1,689.71
(XI) Incremental shares pending issuance	-	-	12.01	-	12.01
(XII) Reserves (excluding Revaluation reserve)				297,407.44	289,339.84
<b>(XIII) Earnings per equity share</b>					
Basic (In Rs.)*	(0.34)	8.54	9.82	23.37	44.63
Diluted (In Rs.)*	(0.34)	8.40	9.54	22.83	43.37

\* Quarter ended numbers are not annualised.



Date : June 11, 2020  
Place : Mumbai

For and on behalf of the Board of Directors

Karan Bhagat  
Managing Director  
(DIN: 03247753)

## IIFL Wealth Management Limited

CIN : U74140MH2008PLC177884

Regd. Office :- IIFL Centre, Kamala City, Senapati Bapat Marg, Lower Parel, Mumbai-400013, Maharashtra, India

## 1. Statement of Consolidated Assets and Liabilities as at March 31, 2020

Particulars	(Rs. In Lakhs)	
	As at March 31, 2020	As at March 31, 2019
<b>ASSETS</b>		
<b>(1) Financial Assets</b>		
(a) Cash and cash equivalents	93,631.28	16,462.29
(b) Bank Balance other than (a) above	24,239.19	11,279.54
(c) Derivative financial instruments	13,158.61	9,609.46
(d) Receivables		
(I) Trade Receivables	24,204.89	29,607.45
(II) Other Receivables	11,800.02	42,445.61
(e) Loans	363,189.25	496,646.01
(f) Investments	651,243.87	305,256.55
(g) Other Financial assets	43,840.27	5,240.64
	<b>1,225,307.38</b>	<b>916,547.55</b>
<b>(2) Non-financial Assets</b>		
(a) Inventories	-	1,975.06
(b) Current tax assets	7,304.43	2,674.22
(c) Deferred tax Assets	529.18	1,743.35
(c) Investment Property	-	-
(e) Biological assets other than bearer plants	-	-
(d) Property, Plant and Equipment	29,880.28	6,163.02
(e) Capital work-in-progress	110.07	17,343.35
(f) Intangible assets under development	-	-
(f) Goodwill on acquisition	18,785.10	18,785.10
(g) Other Intangible assets	8,768.87	8,712.37
(h) Right to Use assets	3,381.92	-
(i) Other non-financial assets	8,010.93	4,090.67
	<b>76,770.78</b>	<b>61,487.14</b>
<b>Total Assets</b>	<b>1,302,078.16</b>	<b>978,034.69</b>
<b>LIABILITIES AND EQUITY</b>		
<b>LIABILITIES</b>		
<b>(1) Financial Liabilities</b>		
(a) Derivative financial instruments	24,883.71	25,160.93
(b) Payables		
(I) Trade Payables		
(i) total outstanding dues of micro enterprises and small enterprises	-	-
(ii) total outstanding dues of creditors other than micro enterprises and small enterprises	6,944.54	5,147.35
(II) Other Payables		
(i) total outstanding dues of micro enterprises and small enterprises	-	-
(ii) total outstanding dues of creditors other than micro enterprises and small enterprises	23,475.87	8,464.16
(c) Finance Lease Obligation	3,543.87	-
(d) Debt Securities	542,614.80	434,954.61
(e) Borrowings (Other than Debt Securities)	284,991.93	118,340.35
(f) Subordinated Liabilities	56,203.41	57,013.41
(g) Other financial liabilities	51,159.54	28,739.73
	<b>993,817.67</b>	<b>677,820.54</b>
<b>(2) Non-Financial Liabilities</b>		
(a) Current tax liabilities	1,703.54	2,942.08
(b) Provisions	927.73	856.39
(c) Deferred tax liabilities	3,229.70	2,780.94
(d) Other non-financial liabilities	3,249.18	2,593.18
	<b>9,110.15</b>	<b>9,172.59</b>
<b>(3) EQUITY</b>		
(a) Equity Share capital	1,742.90	1,689.71
(b) Incremental shares pending issuance	-	12.01
(c) Other Equity	297,407.44	289,339.84
	<b>299,150.34</b>	<b>291,041.56</b>
<b>Total Liabilities and Equity</b>	<b>1,302,078.16</b>	<b>978,034.69</b>



2

2. Consolidated Cash Flow Statement for the year ended March 31, 2020

(Rs. In Lakhs)

Particulars	Year ended March 31, 2020	Year ended March 31, 2019
<b>A. Cash flows from operating activities</b>		
Net profit before taxation	28,642.11	53,792.92
Operating profit before working capital changes	49,586.38	49,491.95
Net cash generated from operating activities (A)	184,177.97	185,226.44
Net cash used in investing activities (B)	(335,975.74)	(213,346.71)
Net cash generated from/(used in) financing activities (C)	228,966.76	(8,043.03)
Net increase/(decrease) in cash and cash equivalents (A+B+C)	77,168.99	(36,163.30)
Opening Cash and Cash Equivalents	16,462.29	52,625.59
Closing Cash and Cash Equivalents	93,631.28	16,462.29



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3. The Company and its subsidiaries are engaged in finance and financial services activities. On a consolidated basis, the Company has identified two reportable segments namely (i) Wealth Management and (ii) Asset Management. The disclosures in terms of Indian Accounting Standard 108 (Ind AS) on "Operating Segment" as specified under section 133 of Companies Act, 2013 for the Group is as under:

Particulars Rs in Lacs	Quarter ended			Year ended	
	March 31, 2020	December 31, 2019	March 31, 2019	March 31, 2020	March 31, 2019
	(Rs. In Lakhs)				
<b>Segment Revenue</b>					
1. Wealth Management	37,536.91	35,302.20	33,210.31	132,569.88	140,108.89
2. Asset Management	5,768.97	6,221.15	3,564.74	20,177.69	17,831.99
<b>Total</b>	<b>43,305.88</b>	<b>41,523.35</b>	<b>36,775.05</b>	<b>152,747.57</b>	<b>157,940.88</b>
<b>Segment Results (Profit before tax)</b>					
1. Wealth Management	850.59	8,591.89	11,830.48	25,867.53	49,708.32
2. Asset Management	566.32	1,407.00	935.38	2,774.58	4,084.60
<b>Total</b>	<b>1,416.91</b>	<b>9,998.89</b>	<b>12,765.86</b>	<b>28,642.11</b>	<b>53,792.92</b>
Unallocated	-	-	-	-	-
<b>Total Segment Results</b>	<b>1,416.91</b>	<b>9,998.89</b>	<b>12,765.86</b>	<b>28,642.11</b>	<b>53,792.92</b>
<b>Segment Assets</b>					
1. Wealth Management	1,275,146.43	1,134,255.26	955,741.69	1,275,146.43	955,741.69
2. Asset Management	19,098.12	15,583.02	17,875.43	19,098.12	17,875.43
<b>Total</b>	<b>1,294,244.55</b>	<b>1,149,838.28</b>	<b>973,617.12</b>	<b>1,294,244.55</b>	<b>973,617.12</b>
Unallocated	7,833.61	6,989.20	4,417.57	7,833.61	4,417.57
<b>Total Segment Assets</b>	<b>1,302,078.16</b>	<b>1,156,827.48</b>	<b>978,034.69</b>	<b>1,302,078.16</b>	<b>978,034.69</b>
<b>Segment Liabilities</b>					
1. Wealth Management	993,317.94	838,561.22	678,500.24	993,317.94	678,500.24
2. Asset Management	4,676.64	5,946.19	2,769.87	4,676.64	2,769.87
<b>Total</b>	<b>997,994.58</b>	<b>844,507.41</b>	<b>681,270.11</b>	<b>997,994.58</b>	<b>681,270.11</b>
Unallocated	4,933.24	6,060.22	5,723.02	4,933.24	5,723.02
<b>Total Segment Liabilities</b>	<b>1,002,927.82</b>	<b>850,567.63</b>	<b>686,993.13</b>	<b>1,002,927.82</b>	<b>686,993.13</b>
<b>Capital Employed</b> (Segment Assets less Segment liabilities)					
1. Wealth Management	281,828.49	295,694.04	277,241.45	281,828.49	277,241.45
2. Asset Management	14,421.48	9,636.83	15,105.56	14,421.48	15,105.56
<b>Total capital employed in Segments</b>	<b>296,249.97</b>	<b>305,330.87</b>	<b>292,347.01</b>	<b>296,249.97</b>	<b>292,347.01</b>
Unallocated	2,900.37	928.98	(1,305.45)	2,900.37	(1,305.45)
<b>Total Capital Employed</b>	<b>299,150.34</b>	<b>306,259.85</b>	<b>291,041.56</b>	<b>299,150.34</b>	<b>291,041.56</b>

Geographical Information	Quarter ended			Year ended	
	Mar 31, 2020	Dec 31, 2019	Mar 31, 2019	Mar 31, 2020	Mar 31, 2019
	(Rs. In Lakhs)				
India	42,878.84	40,940.66	35,648.24	150,319.61	147,486.34
Mauritius	90.26	273.41	917.02	1,258.77	9,163.93
Singapore	336.72	308.10	206.94	1,166.32	1,156.93
Others	0.06	1.18	2.85	2.87	133.68
<b>Total :</b>	<b>43,305.88</b>	<b>41,523.35</b>	<b>36,775.05</b>	<b>152,747.57</b>	<b>157,940.88</b>



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**IIFL Wealth Management Limited**

**CIN : U74140MH2008PLC177884**

**Regd. Office :- IIFL Centre, Kamala City, Senapati Bapat Marg, Lower Parel, Mumbai-400013,  
Maharashtra, India**

4. The above consolidated financial results for the quarter and year ended March 31, 2020, have been reviewed and audited respectively and recommended by the Audit Committee and approved by the Board of Directors of the Company at their meeting held on June 11, 2020. The Statutory Auditors have issued audit report with unmodified conclusion and opinion on the consolidated financial results for the quarter and year ended March 31, 2020.
5. These consolidated financial results have been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standards prescribed under Section 133 of the Companies Act, 2013 read with relevant Rules issued thereunder and other accounting principles generally accepted in India and in accordance with the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015 as amended.
6. The Group has adopted Ind AS 116 — "Leases" with effect from April 01, 2019 and applied the standard to its leases retrospectively. In accordance with the requirements of the standard, the lease liability at the present value of remaining lease payments at the date of initial application i.e. April 01, 2019 amounting to ₹ 4,357.01 lakhs has been recognized and "Right to use assets" has been recognized at an amount equal to the "Lease liability" as at that date. In the Statement of Profit and Loss for the current period, the nature of expenses in respect of leases has changed from lease rent in previous periods to depreciation cost for "Right to use lease assets" and interest accrued on "Lease liability".
7. The Company has revised its estimate of useful life of Furniture and Fixtures and Electrical Equipment used in the office premise acquired during the period, which was earlier on lease, and has recomputed the depreciation on the same on prospective basis. As a result, depreciation for the quarter and year ended March 31, 2020 is lower by ₹ 142.68 lakhs and ₹ 560.59 lakhs respectively and the profit before tax for the quarter and year ended March 31, 2020 is higher by ₹ 142.68 lakhs and ₹ 560.59 lakhs respectively.
8. In terms of the Composite Scheme of Arrangement (Scheme) amongst IIFL Finance Limited (formerly known as IIFL Holdings Limited), India Infoline Finance Limited, India Infoline Media and Research Services Limited ("IIFL M&R"), IIFL Securities Limited ("IIFL Securities"), IIFL Wealth Management Limited ("IIFL Wealth") and IIFL Distribution Services Limited ("IIFL Distribution"), and their respective shareholders, under Sections 230 - 232 and other applicable provisions of the Companies Act, 2013 ("Scheme") which was approved by the National Company Law Tribunal Bench at Mumbai (Tribunal) on March 07, 2019 under the applicable provisions of the Companies Act, 2013, the equity options holders of IIFL Finance Limited (formerly known as IIFL Holdings Limited) (Options holders) shall be granted 1 stock option by the Company for every 7 stock options held in IIFL Finance Limited, on terms and conditions similar to the ESOP Scheme of IIFL Finance Limited. Accordingly, 1,27,913 options of IIFL Wealth Management Limited were granted on August 21, 2019.
9. During the year ended March 31, 2020 the Company granted 2,338,909 stock options representing equal number of equity shares of face value of ₹ 2/- each in the Company to the eligible employees under the IIFL Wealth Employee Stock Option Scheme - 2019. None of the stock options were vested or exercised during the said period.
10. On November 22, 2018, IIFL Wealth Management Limited acquired 100% stake in IIFL Wealth Advisors (India) Limited (Formerly known as Wealth Advisors (India) Private Limited). Thereafter, on 29 January 2019, the Board of Directors of IIFL Wealth Management Limited (the "Transferee Company") approved a draft scheme of amalgamation of IIFL Wealth Advisors (India) Limited (the "Transferor Company") with the Transferee Company



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**IIFL Wealth Management Limited**

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and their respective shareholders in terms of the provisions of Sections 230 to 232 read with other applicable provisions of the Companies Act, 2013 (the "Scheme").

The National Company Law Tribunal (Tribunal) Bench at Mumbai has approved the aforementioned Scheme on October 24, 2019 and the National Company Law Tribunal Bench at Chennai approved the Scheme on December 20, 2019 under the applicable provisions of the Companies Act, 2013 and the appointed date of the Scheme is fixed as November 22, 2018.

Certified copy of the said order of the Mumbai Bench and Chennai Bench of the Tribunal was received by the Company on December 2, 2019 and December 27, 2019 respectively and filed with the Registrar of Companies on December 27, 2019.

11. An interim dividend of ₹ 8,712.30 lakhs (₹ 10/- per share) was approved in the Board Meeting held on January 22, 2020 and has been appropriated and paid during the quarter ended March 31, 2020. Aggregate Interim dividend appropriated and paid during the year ended March 31, 2020 amounted to ₹ 17,396.06 lakhs.
12. The Government of India vide Ordinance No. 15 of 2019 dated September 20, 2019 amended the income tax provisions by inserting section 115BAA. As per the amended provisions, the Company and some of its subsidiaries have opted to pay tax at rate of 22% plus applicable surcharge and cess subject to the conditions mentioned under the amended provisions and recognised the effect of change by revising the annual effective income tax rate. Due to reduced tax rate, the Group has, during the year ended March 31, 2020, re-measured its Deferred Tax Assets and Liabilities as at April 1, 2019 and the impact of this change has been fully recognised in the Statement of Profit and Loss Account under "Tax expense" for the Financial Results of the Year ended March 31, 2020.
13. The spread of the COVID-19 pandemic across the globe and India contributed to significant volatility in global and Indian financial markets and a significant decrease in global and local economic activities. The ultimate duration and extent of the pandemic cannot reasonably be assessed and consequently the full impact on the business due to a COVID-19 related economic slowdown, changes in client sentiment and investment behaviour are currently unknown. The Group so far has continued to engage with clients and employees through the business continuity measures put in place and its technology platform with limited disruption. Further, the Group has assessed that it expects to navigate currently prevailing uncertain economic conditions based on its business model, profile of assets and liabilities and availability of liquidity and capital at its disposal. However, the extent to which the COVID-19 pandemic will ultimately impact the Group's operations will depend on currently uncertain future developments.

In terms of the policy approved by the Board of Directors of IIFL Wealth Finance Limited (the Subsidiary) pursuant to Reserve Bank of India (RBI) Circulars dated March 27, 2020, the Subsidiary has granted moratorium to all eligible customers for a period up to 3 months with regards to the payment falling due between March 01, 2020 and May 31, 2020. The Subsidiary has assessed, based on its actions taken, that such moratorium has not triggered a significant increase in credit risk. Further, as per management assessment there is no significant deterioration in the value of the collateral, despite the significant downturn experienced in the stock market towards the end of March 2020. Based on an assessment of the circumstances, using both internal and external information, the security available and the ability to realize such security, the Subsidiary does not envisage the need for any additional Expected Credit Loss (ECL) provision on the loans on account of the pandemic. However, ECL provisions required may differ from those estimated currently if situation worsens. Such future impact will be recognised prospectively.



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**IIFL Wealth Management Limited**

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14. IIFL Wealth Finance Limited, subsidiary of the Company, had entered into Share Purchase Agreement with L&T Finance Holdings Limited. on August 28, 2019 to acquire 100% holding in L&T Capital Markets Ltd. As on March 31, 2020 the transaction was yet to be consummated pending, inter-alia, regulatory approvals. Hence no impact has been given for such acquisition as at March 31, 2020. Pursuant to the provisions of the said Agreement, the Company placed certain investments amounting to ₹ 4,600 lakhs (Market Value ₹ 4,737.81 lakhs as on March 31, 2020) and funds of ₹ 3,000 lakhs in an escrow account with a Bank acting as an escrow agent. The Company has completed the acquisition of 100% equity shares of L&T Capital Markets Limited (LTCM), for a total consideration of ₹ 23,000 lakhs plus available cash/ cash equivalents etc. The transaction was consummated on April 24, 2020, after receiving requisite regulatory approvals.
15. The figures for the quarter ended March 31, 2020 and quarter ended March 31, 2019 are the balancing figures between audited figures in respect of the year ended March 31, 2020 and March 31, 2019 and the unaudited figures of nine months ended December 31, 2019 and December 31, 2018 respectively.
16. Previous period/year figures have been regrouped/reclassified to make them comparable with those of current period.

**In terms of our report attached**

**By the order of the Board  
For IIFL Wealth Management Limited**



Date: June 11, 2020  
Place: Mumbai

**Karan Bhagat**  
Managing Director  
(DIN : 03247753)



## Results Update - Q4 FY 20

IIFL Wealth Management Ltd reported a consolidated PAT for the year at Rs 206 Crs, which is down 46% YoY. Operating Revenues for the quarter are at Rs 256 Crs up 16% QoQ and Operating PBT for the quarter stands at Rs 94 Crs, up 22% QoQ

Quarterly Trend					
Rs in Crs.	Q4 FY 20	Q3 FY 20	Q-o-Q %	Q4 FY 19	Y-o-Y %
<b>Revenue from Operations</b>	<b>256</b>	<b>221</b>	<b>16%</b>	<b>245</b>	<b>4%</b>
<i>Annual Recurring Revenue</i>	142	139	2%	125	14%
<i>Transactional / Brokerage Income</i>	115	82	40%	119	-3%
<b>Total Expenses</b>	<b>163</b>	<b>144</b>	<b>13%</b>	<b>118</b>	<b>38%</b>
<b>Operating Profit Before Tax (OPBT)</b>	<b>94</b>	<b>77</b>	<b>22%</b>	<b>127</b>	<b>-26%</b>
<i>Other Income</i>	-79	23	-	1	-
<b>Profit before Tax</b>	14	100	-86%	128	-89%
<b>Profit After Tax including OCI (PAT)</b>	<b>0</b>	<b>76</b>	<b>-</b>	<b>84</b>	<b>-</b>

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

- The risk averse sentiment during the quarter resulted in clients preferring short-term high-quality liquid instruments or longer-term sovereign / quasi sovereign papers
- Our IIFL-One proposition showed increased traction with 103.3% YoY increase in assets to Rs. 17,720 Crs. This validation gives us further confidence to increase investments in people, platform and technology to service our IIFL-One clients
- ARR Assets increased 7.4% YoY to Rs. 62,595 Crs and ARR Revenues increased 20.4% YoY to 535 Crs. Operating profits are up 22% QoQ at Rs 94 Crs and down 27.9% YoY to Rs 356 Crs, which is in line with expectations given the change in revenue model
- The industry last year has witnessed a squeeze in margins driven by a confluence of factors including highly volatile markets, financial crises, challenging credit markets and regulatory changes
- As a firm, we have anticipated regulatory changes and realigned our business model early to lead the change. In the medium term, we expect this to benefit us positively and lead to a healthy consolidation and consequent gain in market share
- For over a decade, we have found the right investments for our clients. We remain extremely confident of the growth potential of our Wealth and Asset Management businesses in India and look to further consolidate our leadership position

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](#)

# IIFL WEALTH & ASSET MANAGEMENT

Quarterly Performance Review Q4 FY 20

#1 Wealth Manager in India

#1 Manager of Alternates in India



# AGENDA

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**BUSINESS HIGHLIGHTS**



**FINANCIAL SUMMARY**



**OUR DIFFERENTIATORS**



**SEGMENT DEEP DIVE**



**AWARDS, KEY PERSONNEL &  
SHAREHOLDERS**

# BUSINESS HIGHLIGHTS

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# A LEADER IN WEALTH MANAGEMENT & ALTERNATES

## #1 Wealth Manager in India

### WEALTH MANAGEMENT

- Discretionary
- Non-Discretionary
- Broking and Distribution Services
- Corporate Advisory & Custody Services

**AUM: Rs. 1,31,422 Cr.**



**FY 20  
OPBT<sup>1</sup>  
356 Crs**



**FY 20  
PBT 286 Crs  
PAT 206 Crs**



**FY 20 Q4  
OPBT 94 Crs  
PBT 14 Crs**



**CONSOLIDATED AUM  
INCL CUSTODY ASSETS  
RS. 1,60,034 CR.**

## #1 Manager of Alternates in India

### ASSET MANAGEMENT

- Alternate Investment Funds
- Discretionary Portfolio Management
- Mutual Funds
- Global Asset Management

**AUM: Rs. 21,940 Cr.**



**5,300+  
RELEVANT  
FAMILIES<sup>3</sup>**



**64  
TEAM LEADERS  
WITH 210+ RMS**

# IIFLW COVID 19 RESPONSE

## CLIENTS

- Intensified engagements with clients, supported by RMs, Research, Solutions & Servicing teams
- Multiple outreach channels established with dedicated servicing desks
- Lined up marquee Global Industry stalwarts for client centric Webinars
- Increased communications between clients and Senior Management
- Periodic market and Business updates sent to clients

## SOCIETY

- INR 35 million contributed to Global and Local Relief Funds
- Promoting significant Client, Employee and Management Contribution to PM Cares and NGOs assisting frontline workers
- IIFLW a part of the Give India Steering Committee; Covid Relief Fund
- Leveraging Client Partner networks to provide on ground assistance



## EMPLOYEES

- Work from Home seamlessly Implemented
- Successfully implementation of BCP with enhanced Tech infrastructure for seamless connectivity
- Engaged in additional healthcare tie ups for employees and their families
- Focus on extensive communications with Senior management - weekly Webinars with Employees
- Dedicated LMS launched with Business & Learning Courses

## MARKET ENVIRONMENT & ECONOMIC UPDATE

Country/ region	Real GDP growth rate (YoY)			Stimulus* (% of GDP)
	3 year average (2017-19)	2020\$	2021\$	
United States of America	2.5	-6.1	4.0	13.0
Euro area	1.9	-9.1	4.5	33.2
Japan	1.1	-6.1	2.5	41.8
China	6.5	1.0	6.9	9.5
India	5.8	-3.2	3.1	9.4
Brazil	1.2	-8.0	2.2	10.0
<b>World</b>	<b>2.9</b>	<b>-5.2</b>	<b>4.2</b>	<b>20.1</b>

- **COVID – economic impact:** Global economic growth is likely to fall to multi-decade lows as a result of the economic disruptions due to the COVID pandemic, likely to rebound in 2021
- **Coordinated policy response:** Policymakers have responded promptly by announcing record monetary and fiscal stimulus packages. This has resulted in abundant supply of liquidity, supporting asset prices and keeping interest rates low
- **Corporates shift focus to liquidity:** Indian corporates have raised more than \$22bn during the year (yearly average - \$ 10 bn) through fresh issuances to strengthen balance sheets and build liquidity. Higher availability of capital to market leaders will provide them opportunities to consolidate their positions further
- **Savings effect:** Lower wage growth and higher unemployment should lead to lower discretionary consumption and higher savings – leading to opportunities for the wealth and asset management industry

Source: World Bank, IMF and Haver Analytics. Aggregate growth rates calculated using GDP weights at 2010 prices and market exchange rates. For India, annual GDP is on fiscal year basis, as per reporting practice in the country. Data as on 4<sup>th</sup> June 2020; \* Includes monetary and fiscal stimulus; \$forecasted value

## STRATEGY UPDATE

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- Client appetite sharply moved to risk off during the quarter. High net worth Clients showed high inclination towards short term high quality liquid instruments and for the longer term only sovereign / quasi sovereign and bank deposits and funds. This has seen some bit of reversal in the current quarter but safety of capital remains the highest priority
- Asset Managers have had to work hard to mitigate risk in credit specially in open ended strategies. Within our Wealth Management Business we have been largely immune to this, however within the Alternate Assets Management our Real Estate funds is where greater focus and stress testing will be needed in these times
- IIFL One continues to gain traction and that gives us confidence in further enhancing the proposition. We continue to invest heavily around people, platform and technology in this segment. Though the current quarter has been challenging because of documentation related issues we are confident that conversions pick up again from Q2 of FY 21.
- Overall the industry last year has seen squeeze on margins driven by regulatory pressures ; market impact; portfolio being skewed towards debt as well as compensation pressures for senior bankers. While in the short term this has resulted in us relooking at our business models and driving change we believe in the medium term it will lead to healthy consolidation and a gain in market share



## L&T WEALTH ACQUISITION - UPDATE

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### Business Snapshot

- AUM on 31<sup>st</sup> March 2020: **Rs. 10,807 Crs**
  - ARR Assets: **Rs. 6,093 Crs**
  - TBR Assets: **Rs. 4,714 Crs**
- No of Relevant Clients: **900+**
- No of Employees: **59**

- Statutory Approval for the L&T merger received on 22<sup>nd</sup> of April 2020
- Team onboarded and effectively integrated at each location (during the lockdown period)
- Seamless client transition – extensive communication, multiple touch points

**L&T Numbers will be integrated into our reported numbers from Q1 FY 21 onwards  
w.e.f. 22 April 2020**

# FINANCIAL SUMMARY

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# BUSINESS SUMMARY (1/2)

INR Cr	FY 20	FY 20 Q4	FY 20 Q3	FY 20 Q2	FY 20 Q1	FY 19	FY 19 Q4	QoQ growth %; Q4 vs Q3 FY 20	YoY growth % FY 20 vs FY 19
<b>Closing AUM</b>									
Recurring Revenue Assets	62,595	62,595	70,434	64,016	63,530	58,270	58,270	-11.1%	7.42%
Transactional / Brokerage Assets	94,302	94,302	101,703	99,276	97,930	97,220	97,220	-7.3%	-3.00%
<b>Total AUM</b>	<b>156,897</b>	<b>156,897</b>	<b>172,137</b>	<b>163,292</b>	<b>161,460</b>	<b>155,490</b>	<b>155,490</b>	<b>-8.9%</b>	<b>0.91%</b>
Less: Double counted Assets	18,106	18,106	21,375	19,436	19,149	18,889	18,889	-15.3%	-4.15%
<b>Net Total AUM</b>	<b>138,792</b>	<b>138,792</b>	<b>150,762</b>	<b>143,856</b>	<b>142,312</b>	<b>136,601</b>	<b>136,601</b>	<b>-7.9%</b>	<b>1.60%</b>
<b>Revenue from Operations</b>	<b>920</b>	<b>256</b>	<b>221</b>	<b>232</b>	<b>211</b>	<b>1,023</b>	<b>245</b>	<b>16.0%</b>	<b>-10.1%</b>
Recurring Revenues	535	142	139	125	129	444	125	1.9%	20.5%
Transactional / Brokerage Income	385	115	82	107	82	579	120	40.0%	-33.5%
<b>Retention on Revenue from Operations</b>	<b>0.67%</b>	<b>0.71%</b>	<b>0.60%</b>	<b>0.65%</b>	<b>0.61%</b>	<b>0.82%</b>	<b>0.73%</b>		
Recurring Revenues	0.88%	0.85%	0.83%	0.78%	0.84%	0.86%	0.90%		
Transactional / Brokerage Income	0.49%	0.47%	0.46%	0.56%	0.49%	0.76%	0.62%		
Other Income	-69	-79	23	-19	6	44	1		
<b>Total Revenue</b>	<b>851</b>	<b>177</b>	<b>244</b>	<b>212</b>	<b>217</b>	<b>1,067</b>	<b>245</b>	<b>-27.6%</b>	<b>-20.2%</b>
<b>Costs</b>	<b>564</b>	<b>163</b>	<b>144</b>	<b>130</b>	<b>127</b>	<b>530</b>	<b>118</b>	<b>12.8%</b>	<b>6.6%</b>
Employee Costs	385	123	99	83	81	337	60	24.5%	14.2%
Fixed Employee Costs	300	71	74	77	78	307	85	-3.8%	-2.3%
Variable Employee Costs	63	38	17	6	2	30	-25	123.5%	110.1%
Employee ESOP Costs	22	14	8	0	0	0	0	87.9%	
Admin and Other Expenses	180	40	46	47	46	193	58	-12.4%	-6.8%
<b>Profit Metrics</b>									
Operating Profit before Taxes (OPBT)	356	94	77	101	84	493	127	22.1%	-27.9%
Profit before Taxes (PBT)	286	14	100	82	90	537	128	-85.8%	-46.7%
Profit After Tax (PAT) including OCI and FCTR	206	0	76	70	61	384	84	-100.0%	-46.2%
Effective Tax Rates	28%	100%	24%	15%	33%	30%	34%		
<b>Cost to Income Ratio</b>	<b>66%</b>	<b>92%</b>	<b>59%</b>	<b>61%</b>	<b>58%</b>	<b>50%</b>	<b>48%</b>		
<b>Cost to Operating Income Ratio</b>	<b>61%</b>	<b>63%</b>	<b>65%</b>	<b>56%</b>	<b>60%</b>	<b>52%</b>	<b>48%</b>		
<b>ROE</b>	<b>7%</b>	<b>0%</b>	<b>10%</b>	<b>9%</b>	<b>8%</b>	<b>16%</b>	<b>12%</b>		
<b>Operating ROE</b>	<b>13%</b>	<b>14%</b>	<b>11%</b>	<b>14%</b>	<b>11%</b>	<b>19%</b>	<b>16%</b>		

## BUSINESS SUMMARY (2/2)

Rs in Crs.

Particulars	FY 20		FY 19	
	Avg AUM	Amount	Avg AUM	Amount
<b>ARR Revenue (A)</b>	<b>60,432</b>	<b>535</b>	<b>51,350</b>	<b>444</b>
Fees on PMS - Discretionary / Non Discretionary & Advisory	13,217	35	5,190	15
Management Fees on Funds Managed By IIFL AMC	21,356	146	17,084	80
Trail Commission on Third Party Managed Funds	21,692	119	23,531	127
Net Interest Margin on Loans	4,167	234	5,546	222
<b>Transaction Revenue (B)</b>		<b>385</b>		<b>579</b>
<b>Revenue from Operations</b>		<b>920</b>		<b>1,023</b>
<b>Costs</b>		<b>564</b>		<b>530</b>
Employee Cost		385		337
Other Costs		180		193
<b>Operating Profit Before Tax (OPBT)</b>		<b>356</b>		<b>493</b>
<b>Other Income on Investments (C)</b>		<b>(69)</b>		<b>44</b>
<b>Profit Before Tax (PBT)</b>		<b>286</b>		<b>537</b>
<b>Profit After Tax (PAT)</b>		<b>206</b>		<b>384</b>
<b>Operating ROE</b>		<b>12.5%</b>		<b>18.9%</b>
<b>ROE</b>		<b>7.0%</b>		<b>16.2%</b>

## KEY FINANCIAL HIGHLIGHTS

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### AUM & Net Flows

- Continued focus on ARR assets – increase of 7.4% YoY to Rs 62,595 Crs
- Net flows remained strong at Rs 12,434 Crs for FY20 and Rs 3,527 Crs for Q4
- Significant momentum in IIFL One – continues to be biggest focus area for Wealth. Assets increased 103.3% YoY and 10.2% QoQ to Rs 17,720 Crs; Net flows is Rs 2,821 Crs for Q4

### Revenues

- Revenue from Operations decreased 10.1% to 920 Crs for FY20, in line with the change in revenue model from upfront to annuity
- ARR increased 20.4% to 535 Crs for FY20; 1.9% increase to Rs 142 Crs for Q4

### Cost

- Rationalization of costs and increase in productivity remains key business priority
  - Fixed Employee Costs reduced 2.3% for FY20 with significantly lower run-rate for FY21
  - Administration costs decreased by 6.8% for FY20 and 12.3% for Q4; Expect these costs to further reduce as a part of comprehensive cost reduction program underway

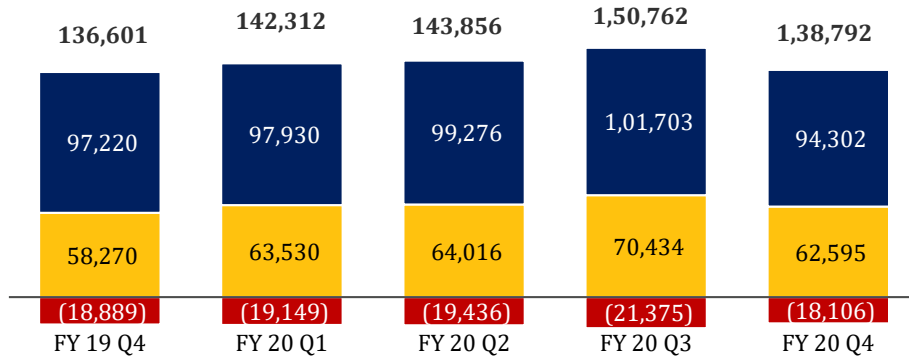
### Profitability

- Operating PBT is down 27.9% to Rs 356 Crs for FY20 (basis change in revenue model); On QoQ basis, Operating PBT increased by 22.1% to Rs 94 Crs for Q4
- Reduction in PAT driven by impact of MTM losses on AIF holdings

# KEY BUSINESS HIGHLIGHTS - AUM AND NET FLOW

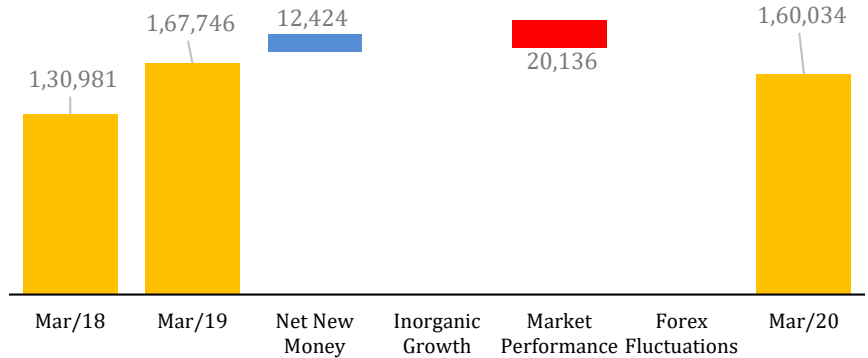
## Assets Under Management (Rs. Cr.) Excluding Custody

- Annual Recurring Revenue Assets
- Transactional / Brokerage Assets
- Less: Double counted assets



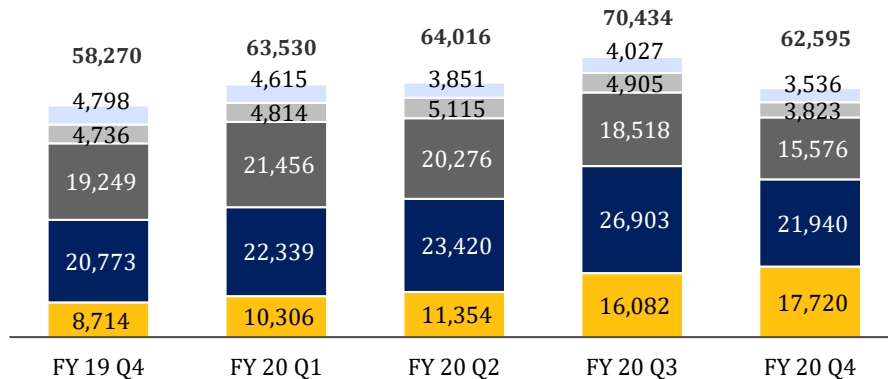
## Net Flows including Custody

- AUM (In Crs.)
- Negative
- Positive



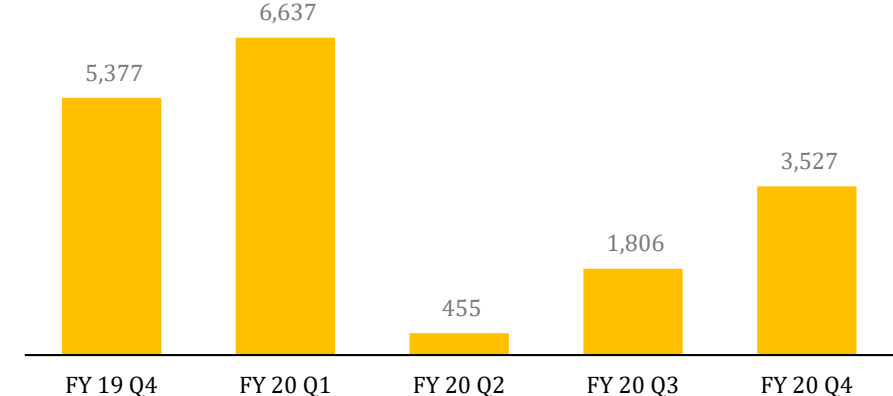
## Recurring Revenue Assets (Rs. Cr.)

- PMS - Discretionary / Non-Discretionary / Advisory
- Mutual Funds Distributed
- Managed Accounts Distributed
- Loans
- Funds Managed by IIFL AMC



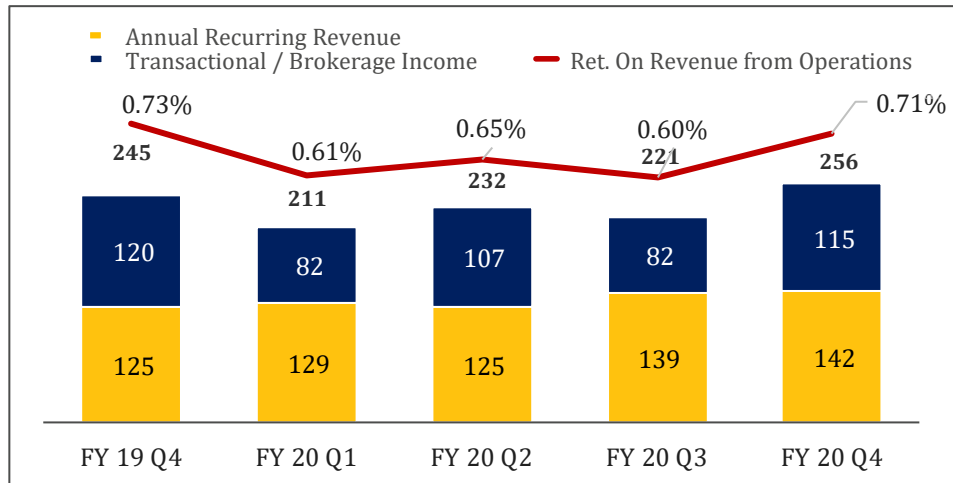
## Net Flows including Custody QoQ

- Net New Money

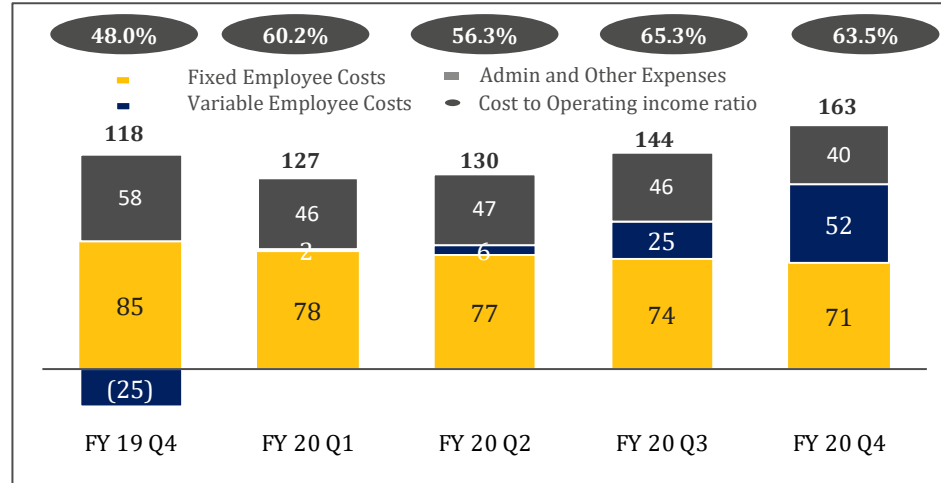


# KEY BUSINESS HIGHLIGHTS - REVENUE, COST AND PROFITABILITY

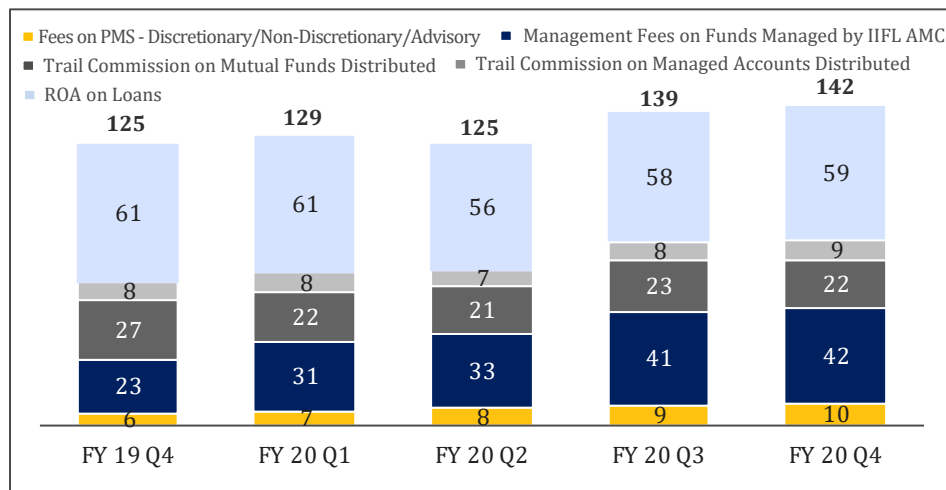
## Revenues from Operations (Rs. Cr.) & Yields (%) QoQ



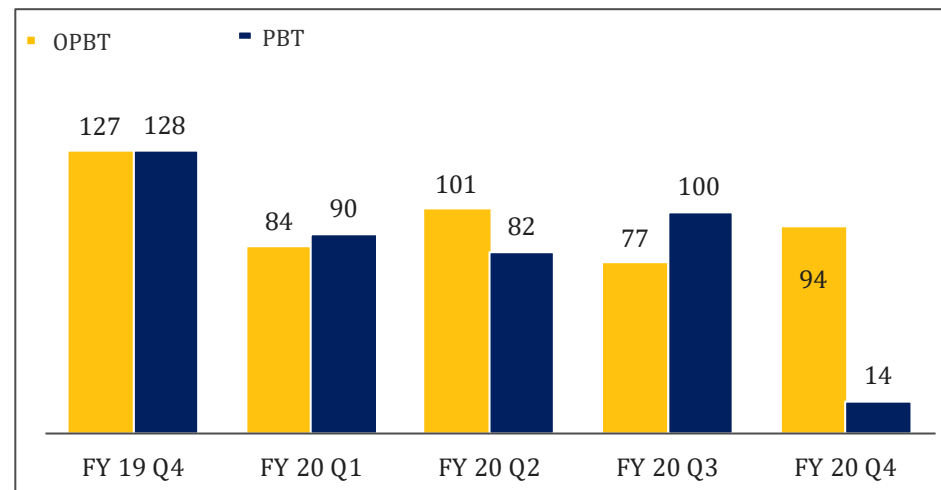
## Cost Mix (Rs. Cr.)



## Recurring Revenues (Rs. Cr.)



## Operating PBT and Reported PBT









## BREAKDOWN OF INVESTMENTS

	Mar 31, 2020	Dec 31, 2019
<b>Investments</b>	<b>6,654</b>	<b>5,964</b>
Derivative financial instruments [1c]	132	115
Investments [1f]	6,512	5,849
<b>Investments split as</b>	<b>6,654</b>	<b>5,964</b>
Hedged Investments*	4,417	4,362
Liquid Investments	1241	770
In-transit Investments ( <i>Available for Sale</i> )	205	63
Investment in AIF		
<i>Sponsor</i>	258	323
<i>Non-Sponsor</i>	523	445

	Mar 31, 2020	Dec 31, 2019
<b>Borrowings</b>	<b>8,862</b>	<b>7,755</b>
Derivative Financial Instruments [1a]	249	266
Debt Securities [1c]	5,193	3,994
Borrowings (Other than Debt Securities) [1d]	2,850	2,925
Subordinated debt [1e]	570	570
<b>Borrowings split as</b>	<b>8,862</b>	<b>7,755</b>
Hedged Borrowing	4,417	4,362
Net Borrowings for business	4,445	3,392



\* Hedged Investments consist of products structured for clients on

1. Government of India Securities (Gsec) – 73%
2. Perpetual Bonds issued by Nationalized & Private Banks – 19%
3. Debentures – 8% (*Includes Derivative financial instruments – 132 Crs*)

Total Capital used for Hedged Investments: 77 Crs.

## BREAK DOWN OF INVESTMENTS

Investment Type	Category	Description	Value as on 31 <sup>st</sup> Mar 20 (in Cr)	Value as on 31 <sup>st</sup> Dec 19 (in Cr)	% of Total Investment
Hedged Investments	Govt Securities	Govt Securities	3,216	3,205	48%
	Perpetuals	Various	839	1044	19%
	Debentures	Various	362	115	8%
Hedged Investments			4,417	4,362	66%
Liquid Investments	Mutual Funds	Liquid Fund	1065	633	16%
		Other Debt Funds	166	135	2%
		IIFL Growth Fund	9	2	0%
Liquid Investments			1241	770	19%
AIF	AIF	Sponsor	258	323	4%
AIF	AIF	Non Sponsor	523	445	8%
AIF			781	768	12%
In Transit Investments	High Quality Bonds		205	63	3%
<b>Total Investment</b>			<b>6,644</b>	<b>5,964</b>	<b>100%</b>

## CONSOLIDATED FINANCIALS - RE CLASSIFIED RESULT TABLE

Particulars	Quarter Ended			Year Ended	
	Mar 31, 2020	Dec 31, 2019	Mar 31, 2019	Mar 31, 2020	Mar 31, 2019
<b>Fee based Income (A)</b>	<b>197</b>	<b>163</b>	<b>184</b>	<b>686</b>	<b>801</b>
1. (iii) Fees and commission Income	218	158	173	678	806
1. (iv) Net gain on fair value changes (Reclassified)	0	37	42	85	81
2. (iii) Net loss on fair value changes (Reclassified)	10	0	0	30	0
2. (ii) Fees and commission expense	-25	-26	-23	-90	-66
2. (ix) Others expenses (Reclassified)	-7	-6	-8	-16	-20
<b>Fund based Income (B)</b>	<b>-21</b>	<b>81</b>	<b>61</b>	<b>164</b>	<b>268</b>
1. (i) Interest Income	206	198	149	780	654
1. (ii) Dividend & Distribution income on investments	1	2	2	5	29
1. (iv) Net gain on fair value changes	0	-3	-1	-19	-20
1. (v) Sale of products	7	15	0	41	0
1. (II) Other Income	1	9	4	24	28
<b>Total of Fund based Income</b>	<b>215</b>	<b>220</b>	<b>153</b>	<b>831</b>	<b>692</b>
2. (i) Finance Costs	-144	-123	-92	-502	-431
2. (iii) Net loss on fair value changes	-86	0	0	-129	0
2. (v) Impairment on financial instruments	1	-1	0	5	8
2. (vii) Purchases of Stock-in-trade	-7	-15	-21	-22	-21
2. (viii) Changes in Inventories of finished goods, stock-in-trade and wip	0	0	20	-20	20
<b>Total of Fund based Expenses</b>	<b>-236</b>	<b>-139</b>	<b>-93</b>	<b>-667</b>	<b>-424</b>
<b>3. Net Revenue (A+B)</b>	<b>176</b>	<b>244</b>	<b>244</b>	<b>851</b>	<b>1069</b>
<b>4. Expenses (Indirect Cost)</b>	<b>162</b>	<b>144</b>	<b>117</b>	<b>564</b>	<b>531</b>
(vii) Employee Benefits Expenses	119	95	59	373	331
(viii) Depreciation, amortization and impairment	10	10	8	41	22
(ix) Others expenses	32	39	51	149	178
<b>5. Profit before tax (3-4)</b>	<b>14</b>	<b>100</b>	<b>127</b>	<b>286</b>	<b>538</b>
<b>5. Profit After Tax</b>	<b>0</b>	<b>76</b>	<b>84</b>	<b>206</b>	<b>384</b>
<b>(XIII) Earnings per equity share</b>					
Basic (In Rs.) *	-0.34	8.54	9.54	23.82	34.91
Diluted (In Rs.) *	-0.34	8.39	9.28	23.41	33.95

## BREAKDOWN OF NET FUND BASED INCOMES (YoY)

Rs in Crs.

FY 20	Income	Expense	Net	Average Capital Deployed	Remarks
<b>Fund Based Income</b>	<b>831</b>	<b>-667</b>	<b>164</b>	<b>2,736</b>	Average Capital Allocation Excluding Goodwill & Intangibles
ROA on Loans	465	-233	232	1,906	NIM earned on Average Loans outstanding for the period
Hedged Investments	270	-270	-	85	These are Incomes and expenses including MTM on our hedged instruments which have no impact on our financials and are completely pass through
Investment & Treasury Incomes	96	-164	-68	745	Includes Average investments of 665 Crs in AIF's as sponsor / Distributer

FY 19	Income	Expense	Net	Average Capital Deployed	Remarks
<b>Fund Based Income</b>	<b>692</b>	<b>-424</b>	<b>268</b>	<b>2,237</b>	Average Capital Allocation Excluding Goodwill & Intangibles
ROA on Loans	591	-369	222	1,613	NIM earned on Average Loans outstanding for the period
Hedged Investments	22	-22	-	72	These are Incomes and expenses including MTM on our hedged instruments which have no impact on our financials and are completely pass through
Investment & Treasury Incomes	79	-34	46	552	Includes Average investments of 414 Crs in AIF's as sponsor / Distributer

## BREAKDOWN OF NET FUND BASED INCOMES (QoQ)

Rs in Crs.

Q4 FY 20	Income	Expense	Net	Average Capital Deployed	Remarks
<b>Total Fund Based</b>	<b>215</b>	<b>-236</b>	<b>-21</b>	<b>2,751</b>	Average Capital Allocation Excluding Goodwill & Intangibles
NIM on Loans	112	-53	59	1,887	NIM earned on Average Loans outstanding for the period
Hedged Investments	78	-78	-	77	These are Incomes and expenses including MTM on our hedged instruments which have no impact on our financials and are completely pass through
Investment & Treasury Incomes	24	-105	-79	786	Includes Average investments of 774 Crs in AIF's as sponsor / Distributer





Q3 FY 20	Income	Expense	Net	Average Capital Deployed	Remarks
<b>Total Fund Based</b>	<b>220</b>	<b>-139</b>	<b>81</b>	<b>2,783</b>	Average Capital Allocation Excluding Goodwill & Intangibles
NIM on Loans	114	-56	58	1,886	NIM earned on Average Loans outstanding for the period
Hedged Investments	77	-77	-	85	These are Incomes and expenses including MTM on our hedged instruments which have no impact on our financials and are completely pass through
Investment & Treasury Incomes	30	-7	23	812	Includes Average investments of 709 Crs in AIF's as sponsor / Distributer

## OUR DIFFERENTIATORS

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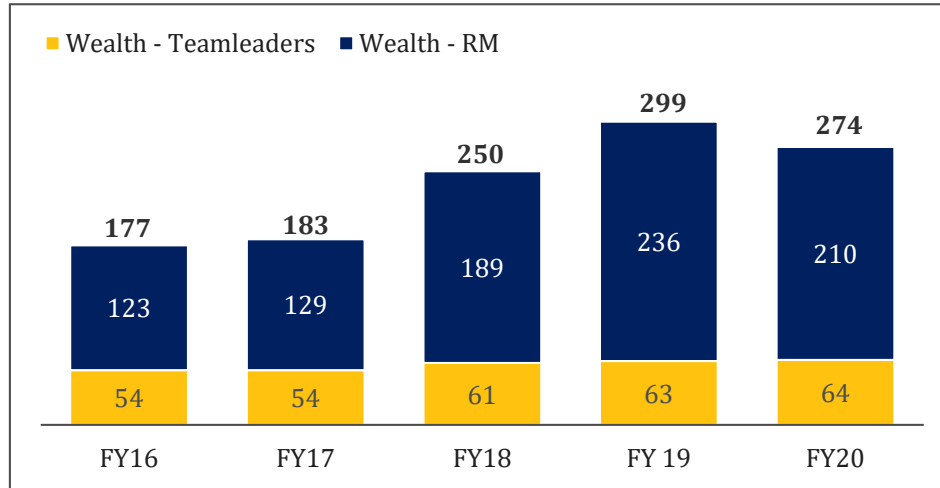
# IIFL WEALTH BEST POSITIONED TO WIN

<p><b>PEOPLE</b> </p> <p>Wealth management is a high personal interface driven business</p>	<p><b>TALENT ACQUISITION</b></p> <p>Strong platform has attracted quality talent. Over 250 RM's, mostly from varied competing firms.</p>	<p><b>TALENT DEVELOPMENT</b></p> <p>Continuous learning through ongoing one-on-one mentorships and group engagements</p>	<p><b>TALENT RETENTION</b></p> <p>Employee equity ownership, strong internal culture has led to probably the lowest attrition rates in the industry for Teamleaders</p>
<p><b>PROPOSITION</b> </p> <p>Ability to offer full scale wealth management services</p>	<p><b>OPEN ARCHTECTURE</b></p> <p>Multi Manager Platform and rigorous and unbiased manufacturer selection</p>	<p><b>MULTIPLE ENGAGEMENT LEVELS</b></p> <p>Clients can segregate and manage their portfolios through various modes of engagement simultaneously.</p>	<p><b>DIVERSIFICATION ACROSS ASSET CLASSES</b></p> <p>Ability to generate steady state returns above inflation with the least volatility and risk</p>
<p><b>PLATFORM</b> </p> <p>Comprehensive suite of products and services</p>	<p><b>STRONG SUPPORT TEAMS</b></p> <p>Large Investment and Product teams provide innovation &amp; high quality support.</p>	<p><b>CUTTING EDGE TECHNOLOGY</b></p> <ul style="list-style-type: none"> <li>• Client Portfolio Reporting</li> <li>• In Depth Analysis</li> <li>• Data Aggregation</li> </ul>	<p><b>ENABLERS</b></p> <ul style="list-style-type: none"> <li>• Credit solutions</li> <li>• Trust advisory</li> <li>• Corporate Finance</li> </ul>
<p><b>PROCESS</b> </p> <p>Stringent standardized control mechanisms</p>	<p><b>PORTFOLIO MANAGEMENT APPROACH</b></p> <p>Portfolios are managed in line with defined Investment Policy Statements and are constantly monitored</p>	<p><b>STRONG BUSINESS INTELLIGENCE &amp; TRACKING</b></p> <p>Constant review and tracking of liquidity events lead to 67% conversion ratios</p>	<p><b>AUTOMATION</b></p> <p>Strong technology and internal processes to ensure seamless and efficient execution</p>
<p><b>PRICING</b> </p> <p>Transparency and alignment of interest</p>	<p><b>PIONEER IN ADVISORY LED MODELS</b></p> <p>First to market with a pure fee for advice model: IIFL-ONE</p>	<p><b>COMBINED PLATFORM ALLOWS ALL-IN FEE MODEL</b></p> <p>In-house brokerage and allied services allow for All-In Fee models</p>	<p><b>ECONOMIES OF SCALE</b></p> <p>Scale enables attractive pricing of products from a client perspective</p>

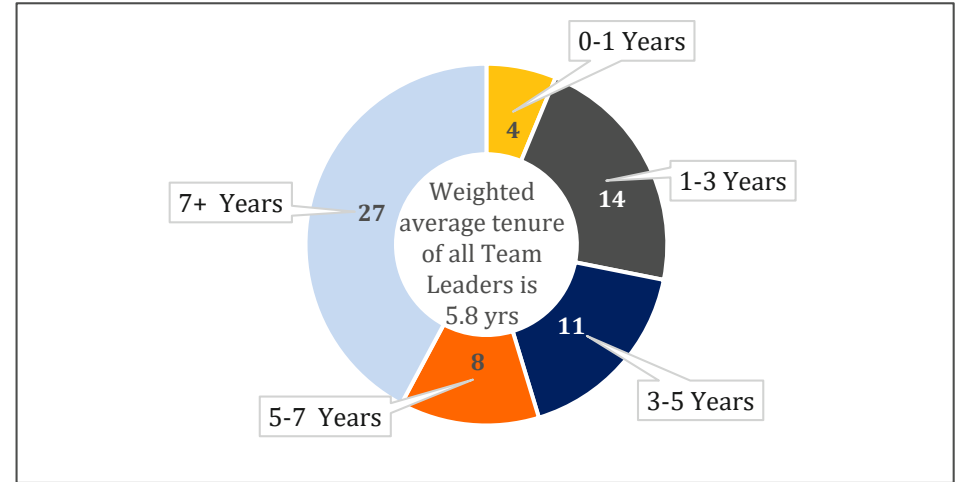


# HIGH EMPLOYEE RETENTION

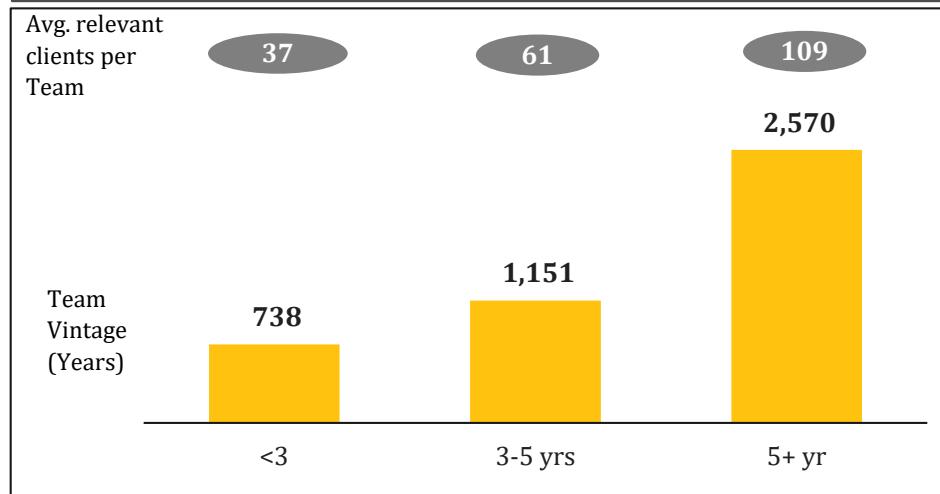
## RM Buildup



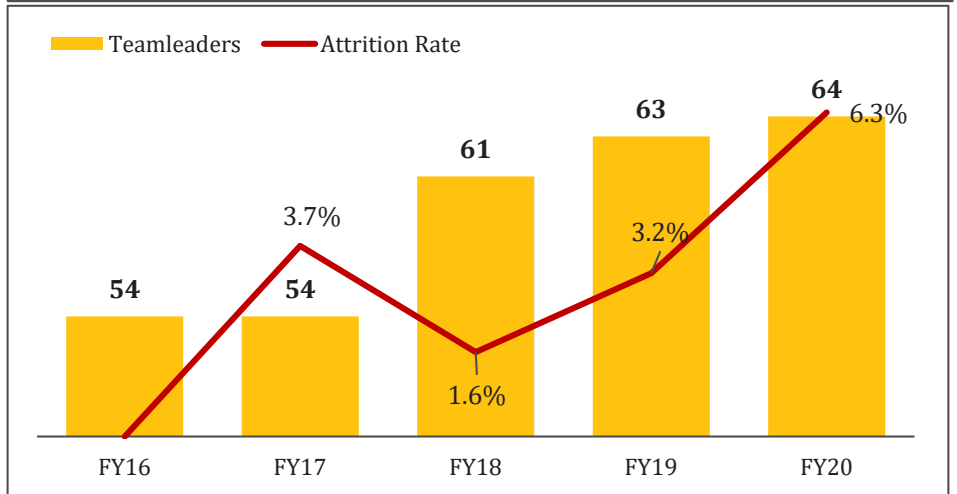
## 50% of Team Leaders have more than 5 year vintage in IIFL Wealth



## Avg. AUM per Team by Vintage (Rs Crs.)

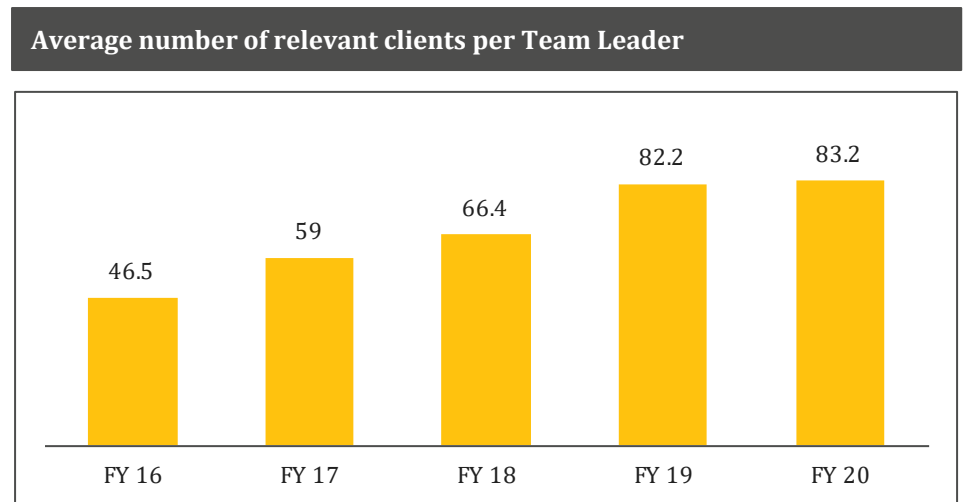
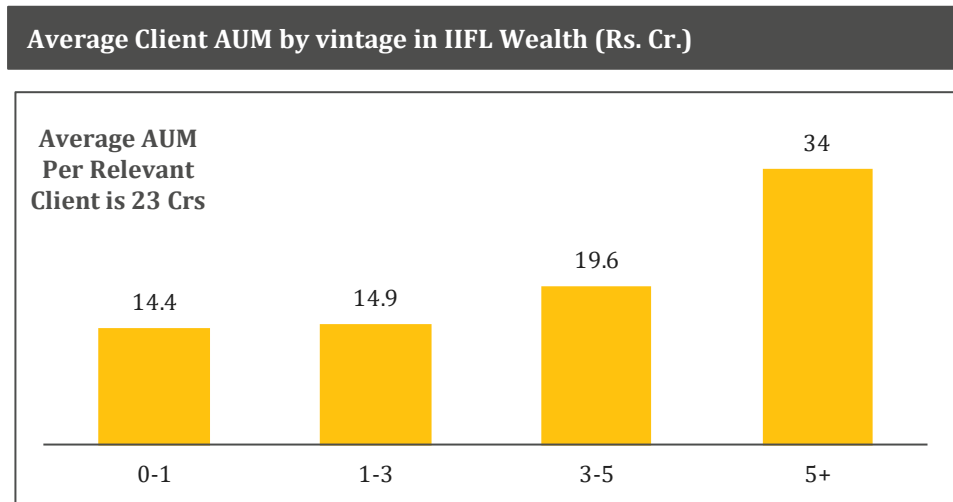
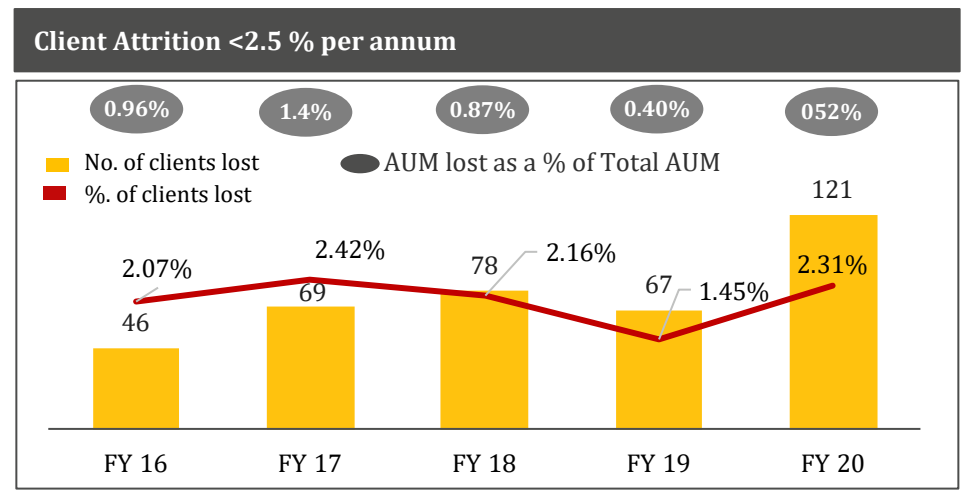
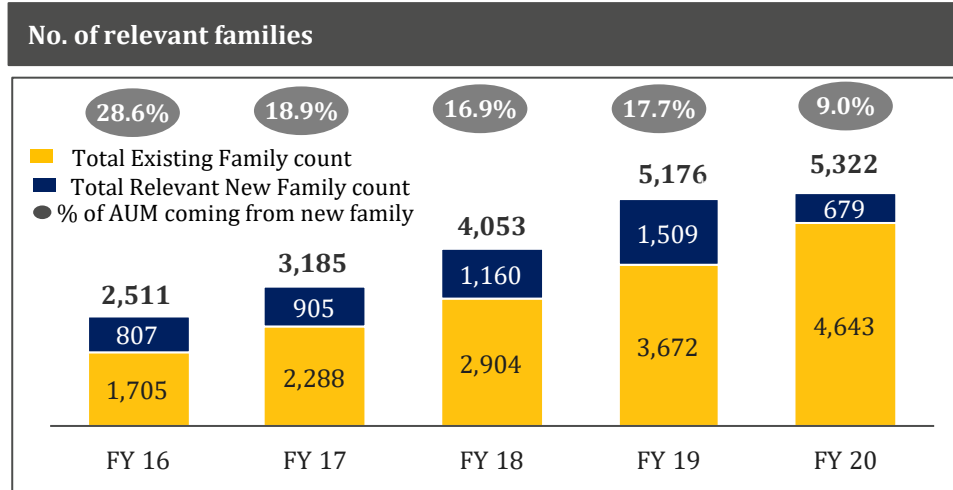


## Team Leader attrition





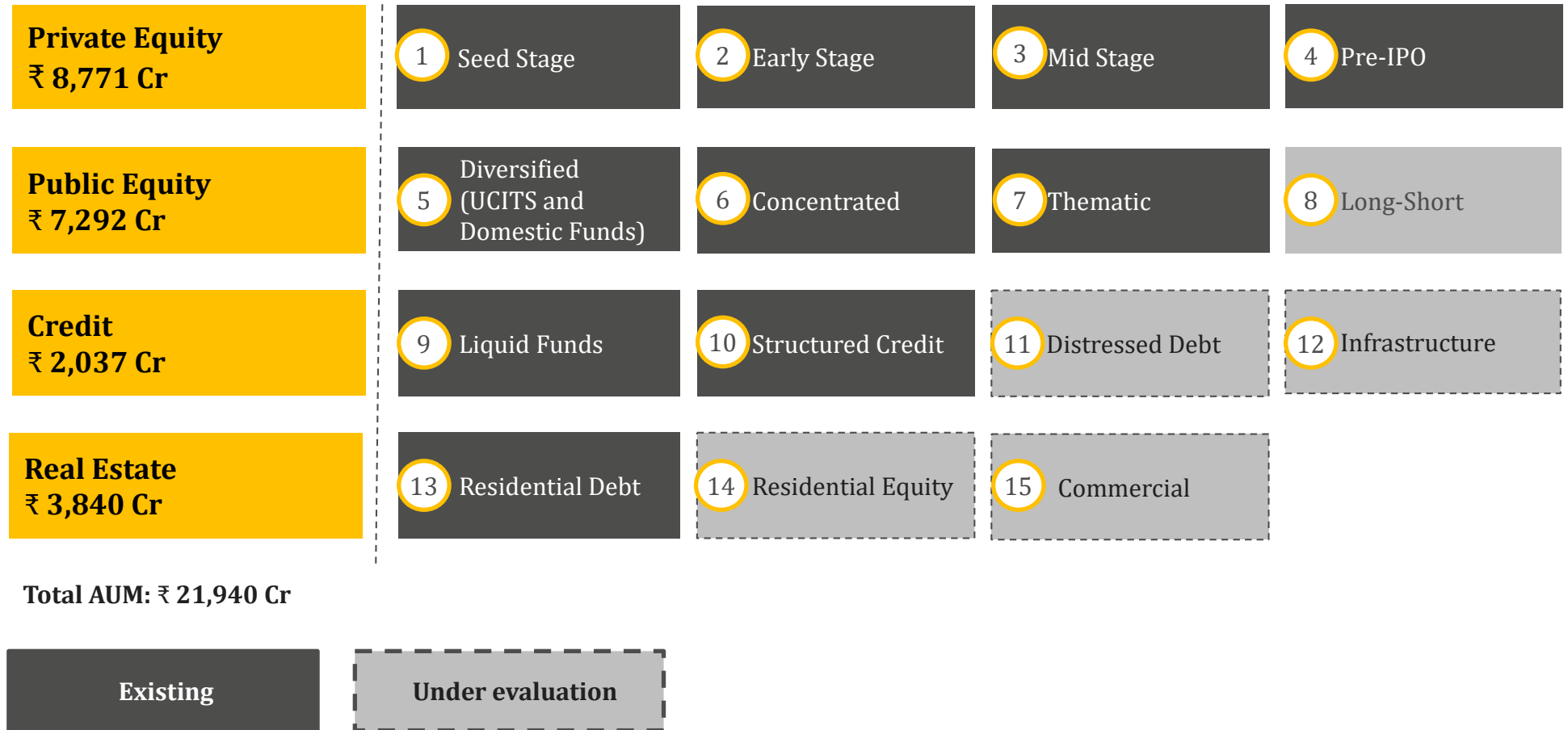
# LEADS TO LOW CLIENT ATTRITION AND HIGH PRODUCTIVITY



1. Client Attrition Ratio: Basis % of the number of relevant families who have with drawn their complete AUM over the last 5 years
2. AUM of Clients Lost: Basis the percentage of the AUM lost to the total AUM of all relevant families within the respective year
3. Relevant Families : are all families with AUM (excluding custody Assets) greater than Rs 1 Cr on the last day of the respective period.
4. The number of relevant families acquired from WAI acquisition is 445 families in FY 19

# UNIQUE POSITIONING IN ALTERNATES

## Leading player in the alternate segment



Source: IIFL Asset Management. Data as on 31st March 2020. \*After Mar 2019

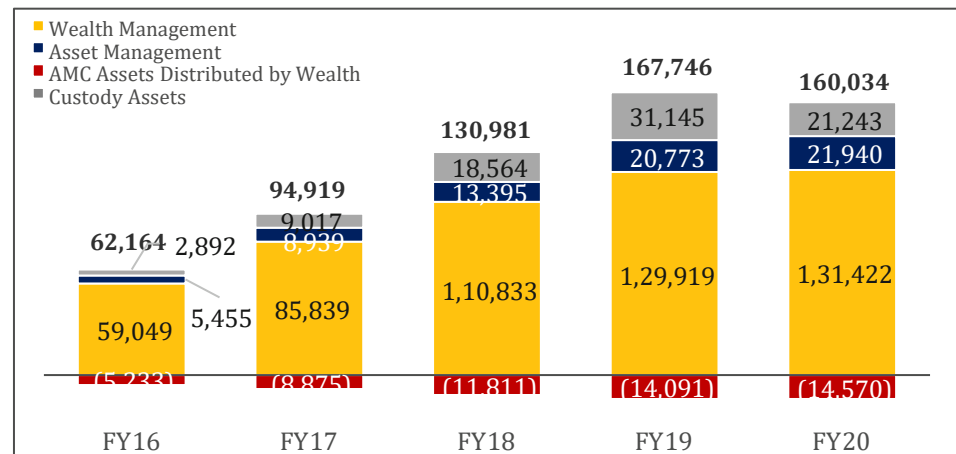
# SEGMENT DEEP DIVE

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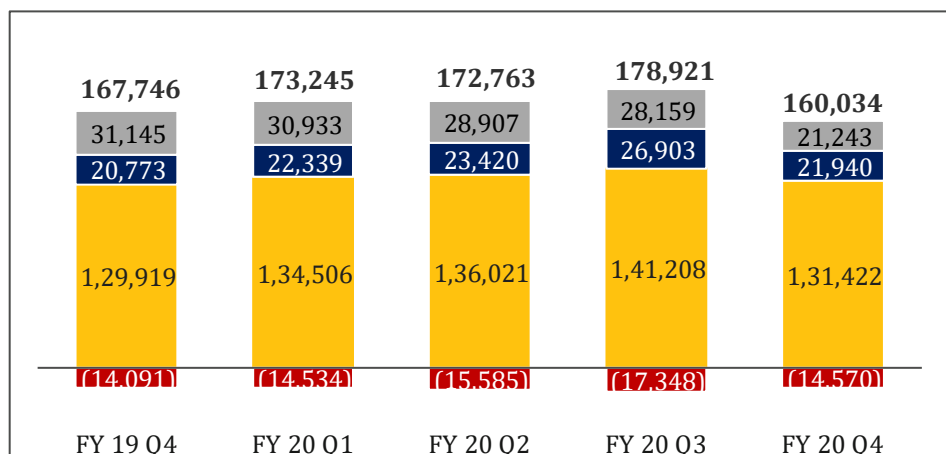


# CONSOLIDATED METRICS BY BUSINESS SEGMENT

## Assets Under Management - YoY (Rs. Cr.)

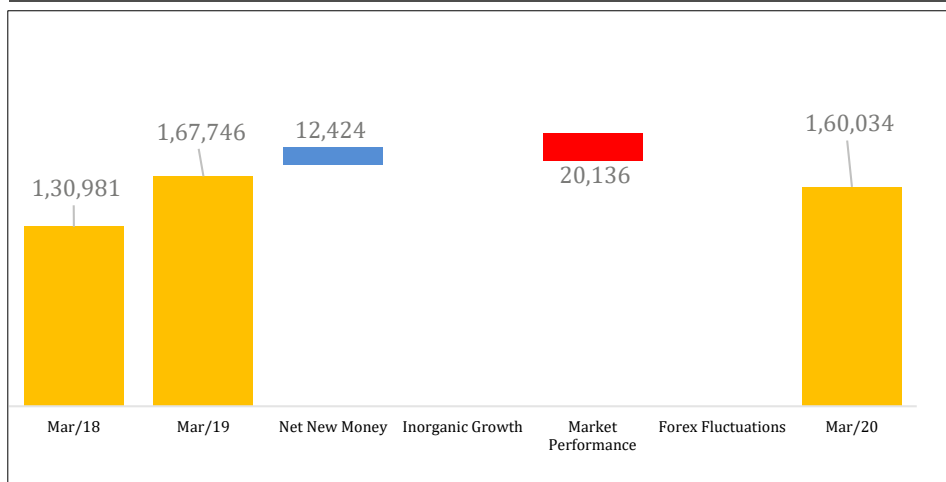


## Assets Under Management - QoQ (Rs. Cr.)



Profitability	FY16	FY17	FY18	FY19	FY20
<b>Wealth Management</b>					
Revenues	406	651	952	896	774
Costs	147	206	284	231	253
Operating Profit before Taxes	166	313	478	469	331
<b>Asset Management</b>					
Revenues	58	57	77	127	146
Costs	43	63	92	103	121
Operating Profit before Taxes	15	-6	-15	25	25

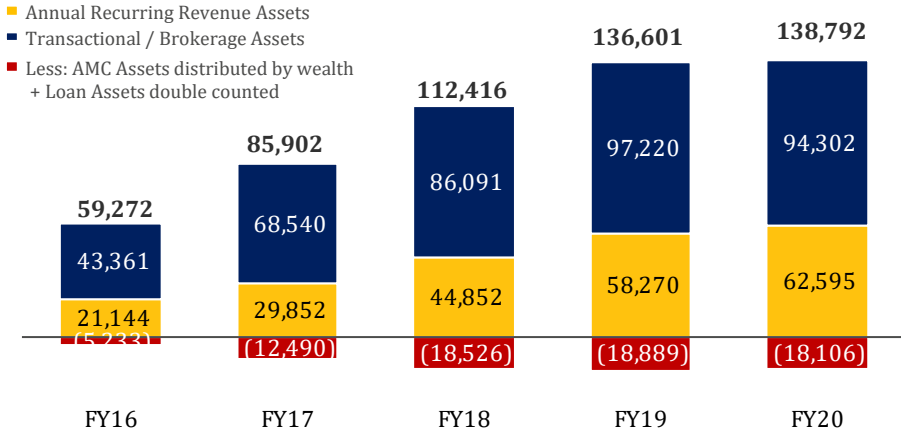
## Net Flows including Custody



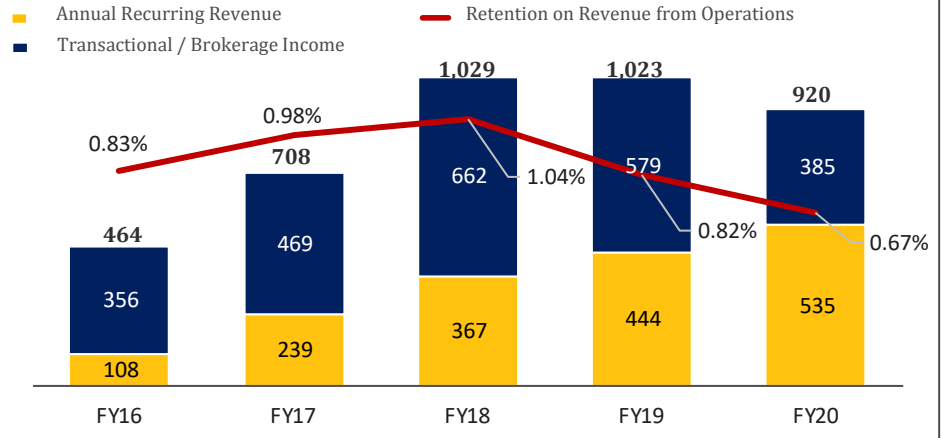
1. Costs include allocated costs that have been split between the Wealth and Asset Management verticals basis of a formula that gives 50% weightage to Net Revenues & 50% weightage to Employee Costs  
 2. AUM split for Q4 FY 20: Debt 64%, Equity 36%,

# CONSOLIDATED METRICS YoY

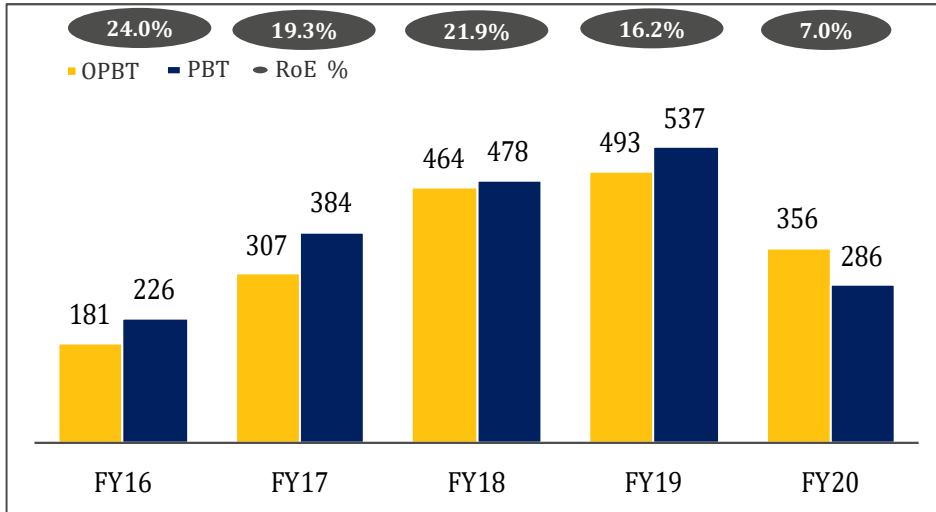
## Assets Under Management (Rs. Cr.) Excluding Custody



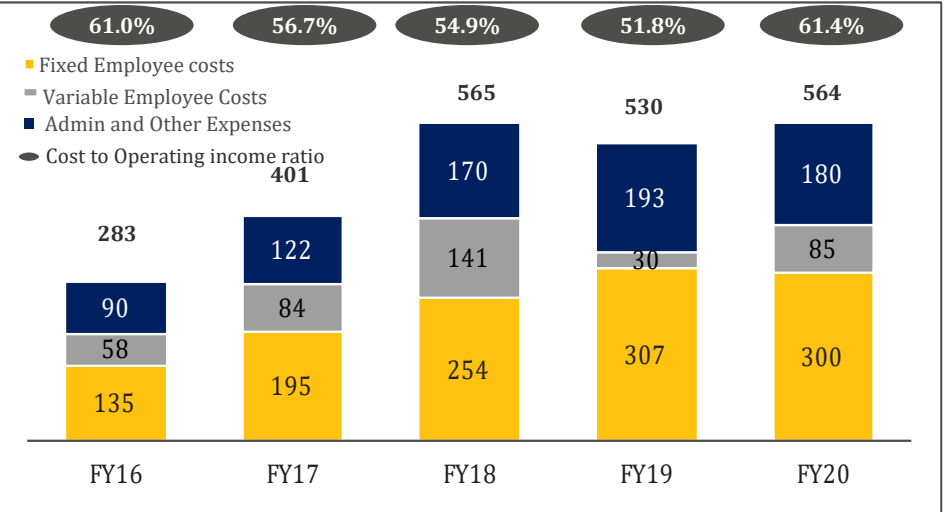
## Revenues from Operations (Rs. Cr.) & Yields (%)



## Profitability (Rs. Cr.)



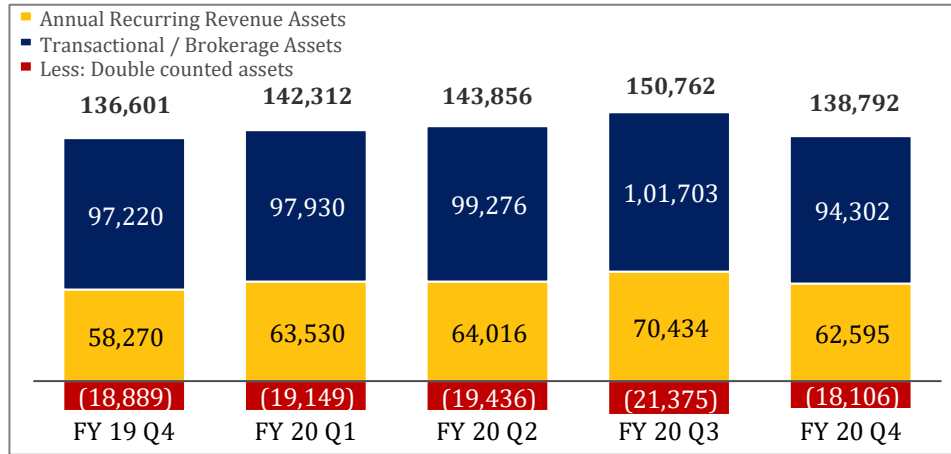
## Cost Mix (Rs. Cr.)



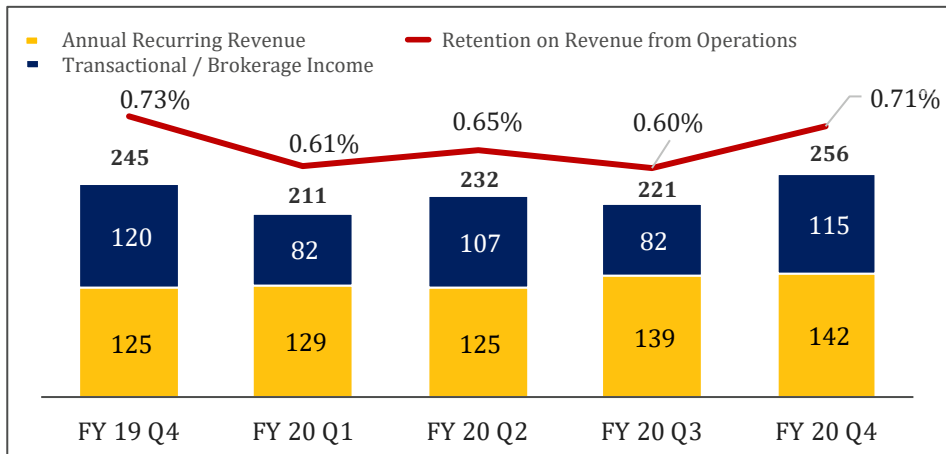
1. Net Revenues are calculated after setting of all direct operating and financing costs  
 2. Cost to income ratios have been calculated basis Net Revenues  
 3. Yield = Current year Net Revenue / Avg. of current year Assets and Previous year assets ( Excluding custody Assets)

# CONSOLIDATED METRICS QoQ

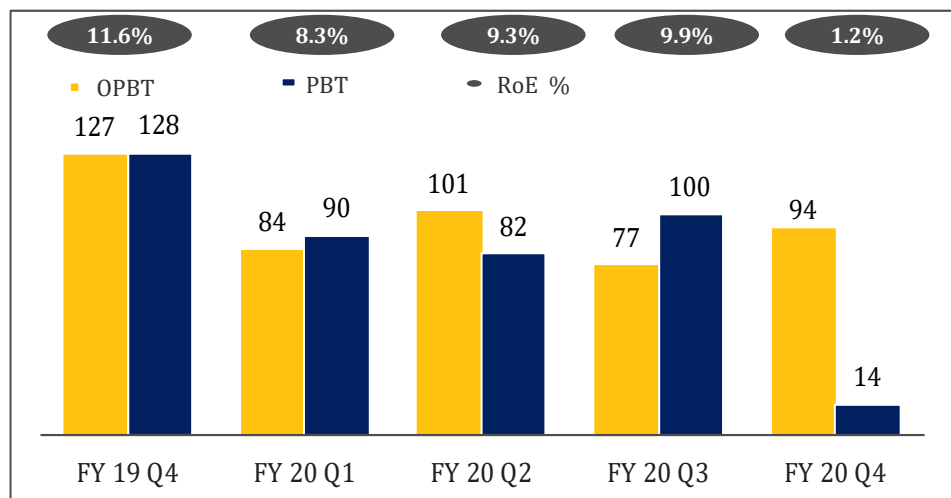
## Assets Under Management (Rs. Cr.) Excluding Custody



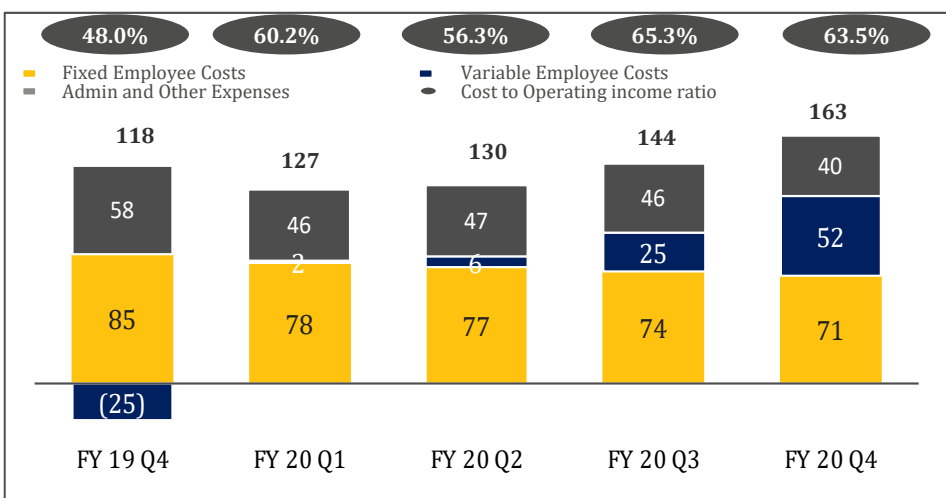
## Revenues from Operations (Rs. Cr.) & Yields (%)



## Profitability (Rs. Cr.)



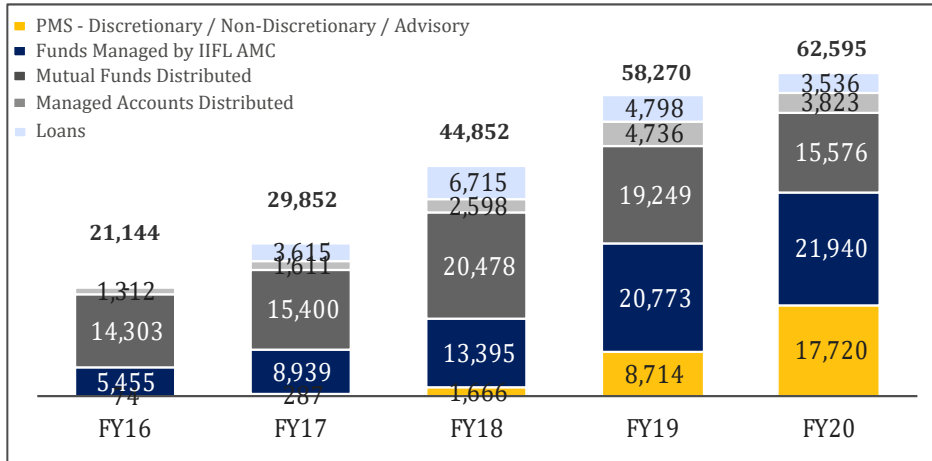
## Cost Mix (Rs. Cr.)



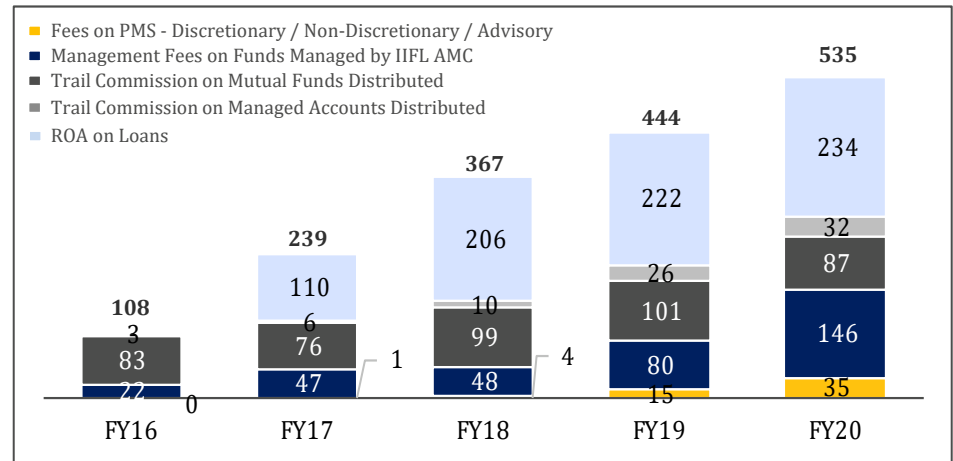
1. Net Revenues are calculated after setting of all direct operating and financing costs  
 2. Cost to income ratios have been calculated basis Net Revenues  
 3. Yield = Current year Net Revenue / Avg. of current year Assets and Previous year assets (Excluding custody Assets)

# CONSOLIDATED METRICS YoY

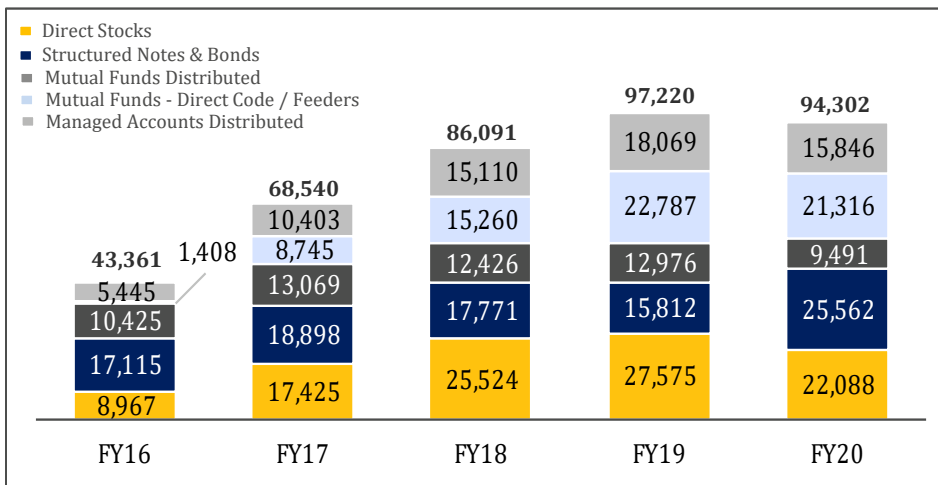
## Recurring Revenue Assets (Rs. Cr.)



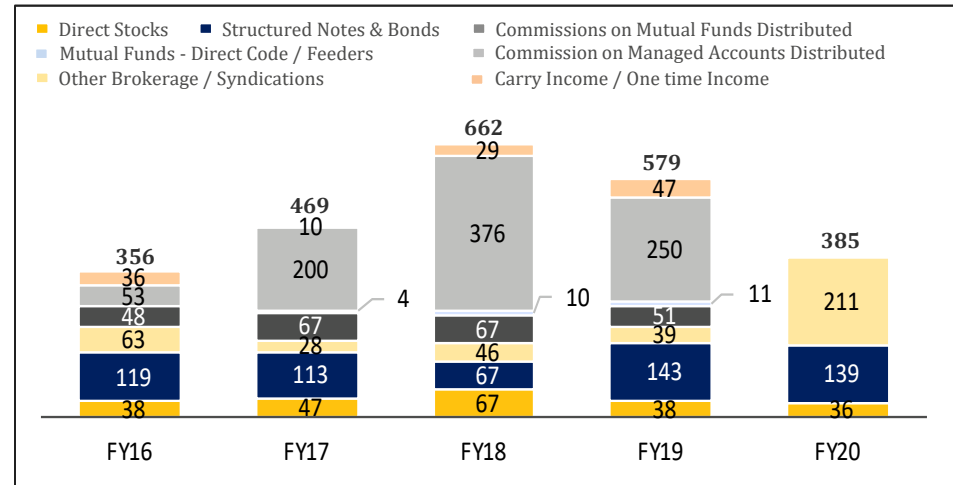
## Recurring Revenues (Rs. Cr.)



## Transactional / Brokerage Assets (Rs. Cr.)



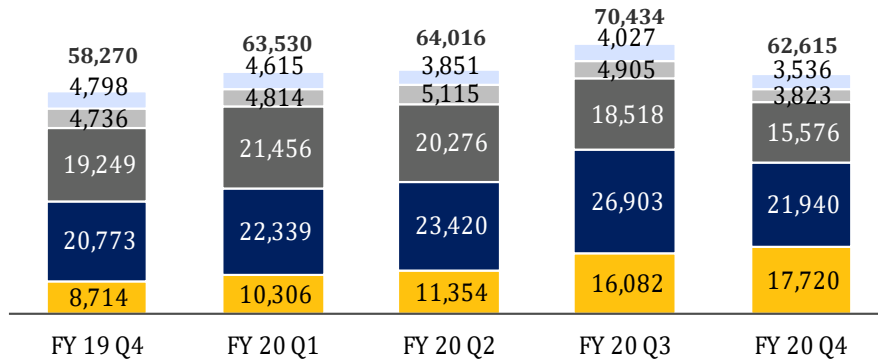
## Transactional / Brokerage Revenues (Rs. Cr.)



# CONSOLIDATED METRICS QoQ

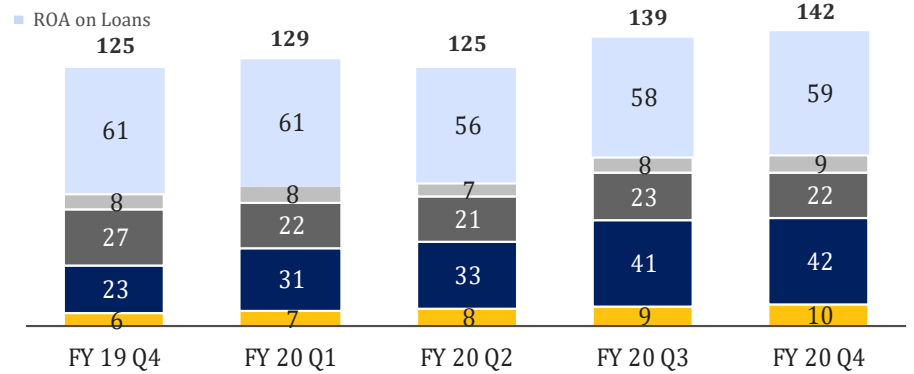
## Recurring Revenue Assets (Rs. Cr.)

■ PMS - Discretionary / Non-Discretionary / Advisory 
 ■ Funds Managed by IIFL AMC  
■ Mutual Funds Distributed 
 ■ Managed Accounts Distributed 
 ■ Loans



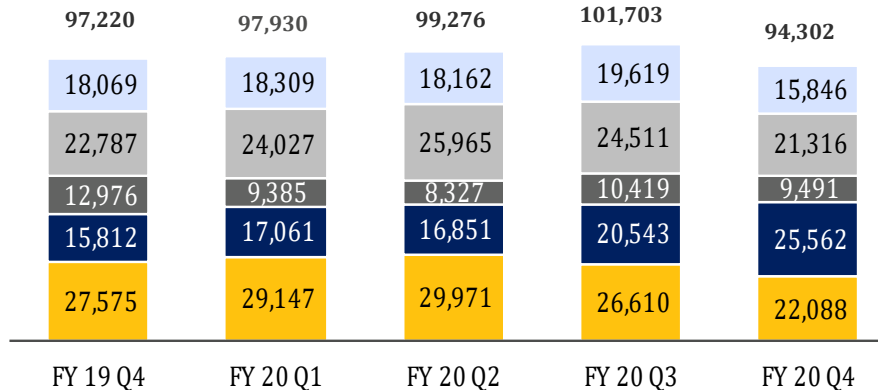
## Recurring Revenues (Rs. Cr.)

■ Fees on PMS - Discretionary/Non-Discretionary/Advisory 
 ■ Management Fees on Funds Managed by IIFL AMC  
■ Trail Commission on Mutual Funds Distributed 
 ■ Trail Commission on Managed Accounts Distributed  
■ ROA on Loans



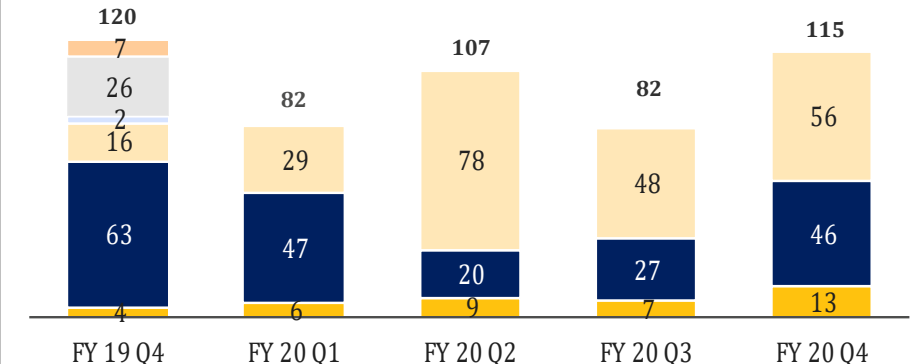
## Transactional / Brokerage Assets (Rs. Cr.)

■ Direct Stocks 
 ■ Structured Notes & Bonds 
 ■ Mutual Funds Distributed  
■ Mutual Funds - Direct Code / Feeders 
 ■ Managed Accounts Distributed



## Transactional / Brokerage Revenues

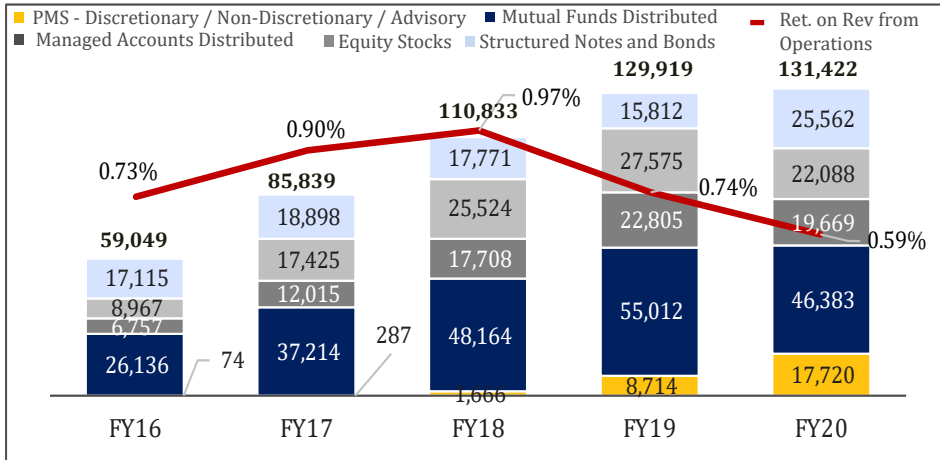
■ Direct Stocks 
 ■ Structured Notes & Bonds 
 ■ Commission on Mutual Funds Distributed  
■ Commission on Managed Accounts Distributed 
 ■ Other Brokerage / Syndications  
■ Carry Income / One time Income



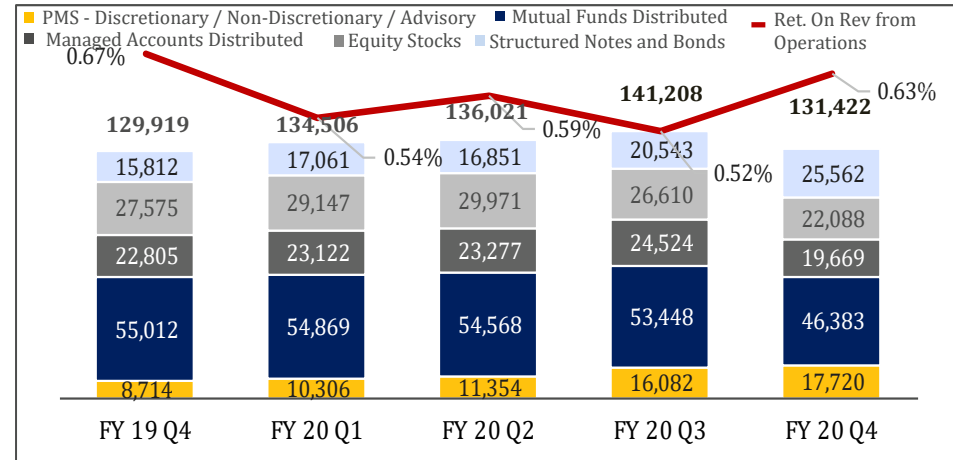


# WEALTH MANAGEMENT

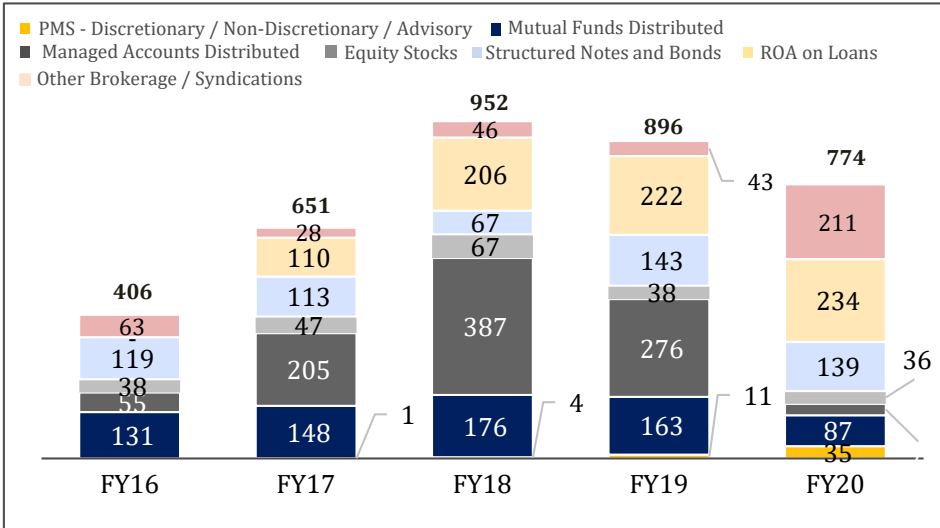
## AUM by Products YoY (Rs. Cr.)



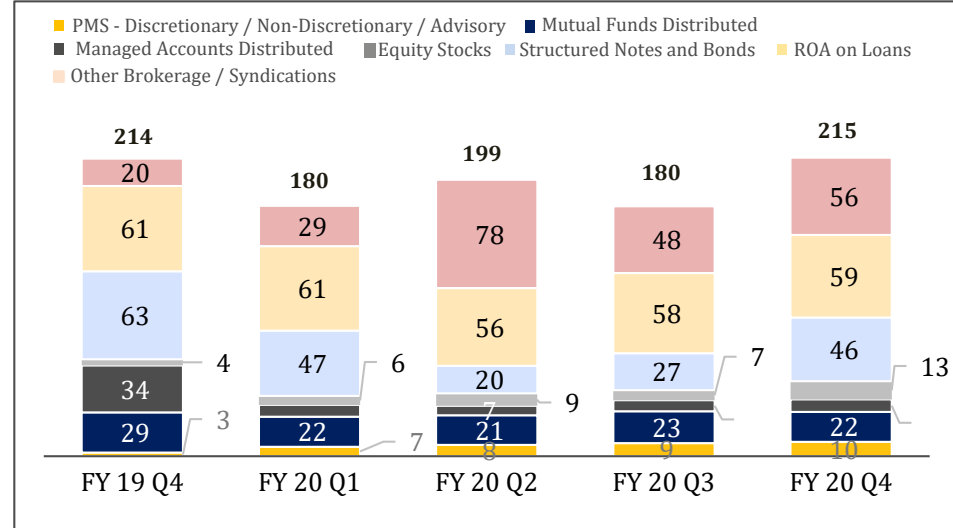
## AUM by Products QoQ (Rs. Cr.)



## Net Revenues by Products YoY (Rs. Cr.)

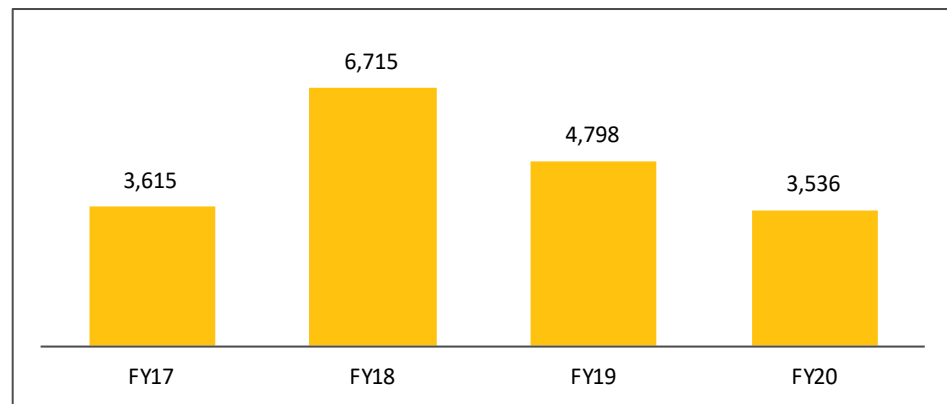


## Net Revenues by Products QoQ (Rs. Cr.)

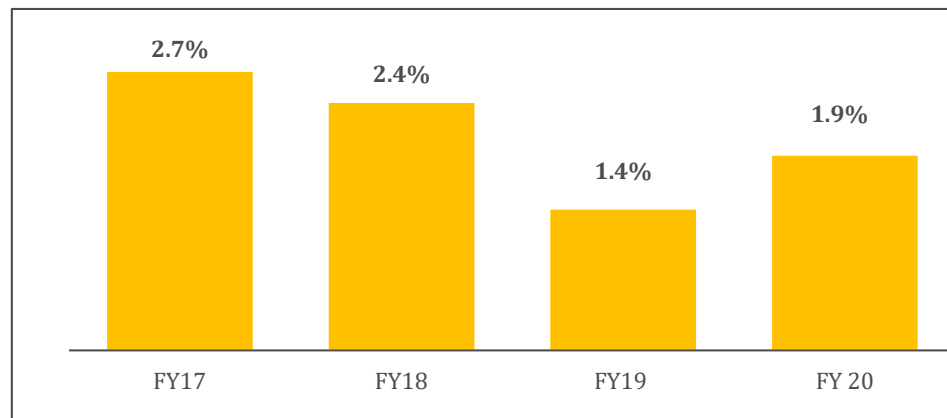


# BREAK DOWN OF LOAN BOOK

## Loan Book



## Loan Spread

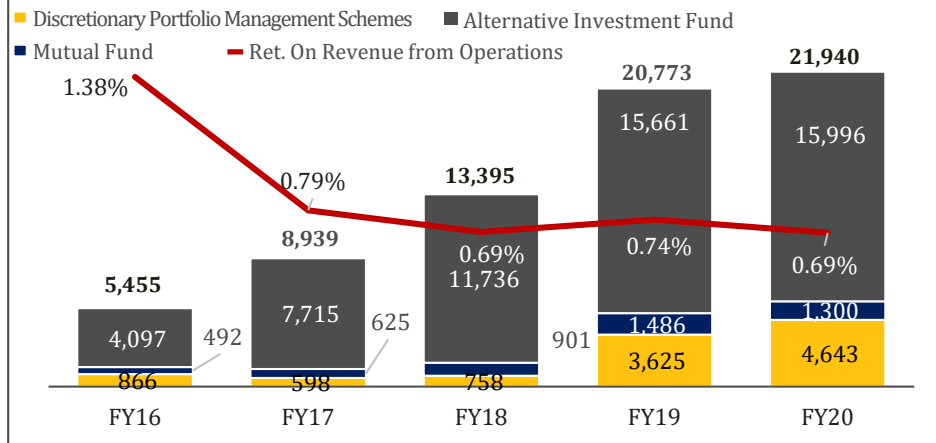


- Loan book ~12% lower QoQ, average book remained steady on QoQ basis
- Spreads improved by ~50 bps YoY, driven by increased yields
- Borrowing book (~80%+ on average) remains in the form of market linked, long dated liabilities – median cost and stable source of money
- Navigated through unprecedented volatility in the capital markets over Q4 FY20 with zero incidence of default
- Robust framework to keep the business running smoothly during lockdown with full operational efficiency
- The book continues to have zero credit losses since inception

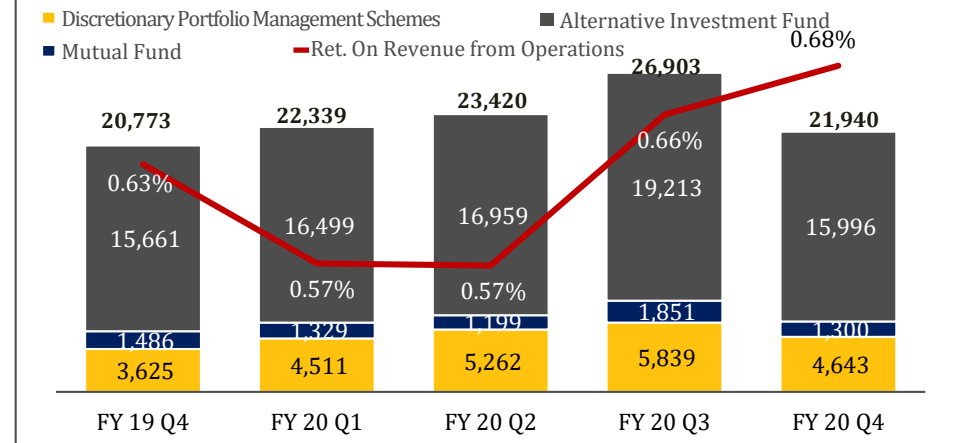
	Q1 FY 20	Q2 FY 20	Q3 FY 20	Q4 FY 20	FY 20
Loans Disbursed	1,786	1,876	1,830	2,503	7,995
Loans Repaid	2,425	2,185	1,654	2,995	9,259
Net Movement	(639)	(308)	176	(492)	(1,264)

# ASSET MANAGEMENT

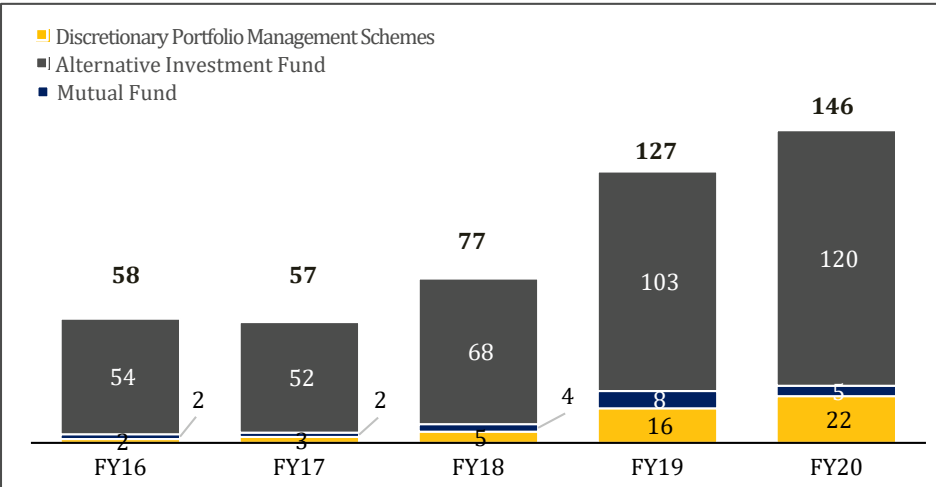
### AUM by Products YoY (Rs. Cr.) and Yield %



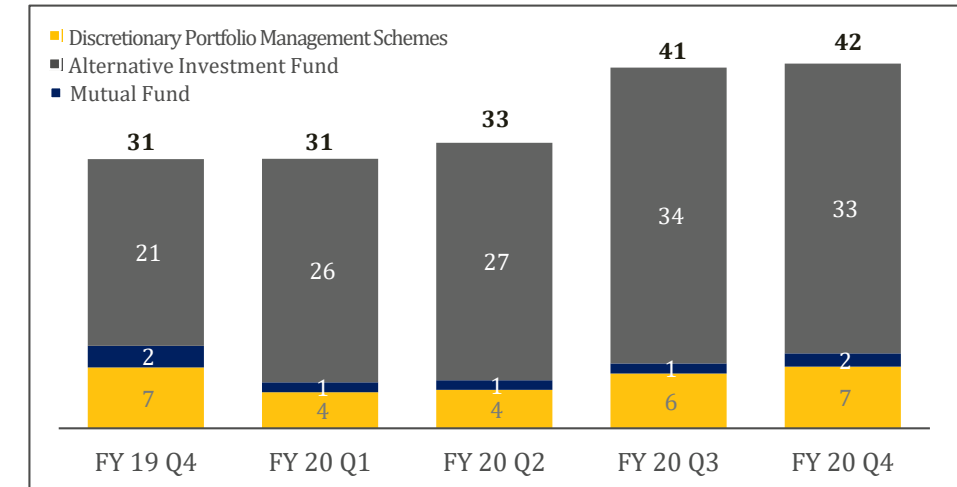
### AUM by Products QoQ (Rs. Cr.) and Yield %



### Net Revenues by Products YoY (Rs. Cr.)



### Net Revenues by Products QoQ (Rs. Cr.)



## AWARDS, KEY PERSONNEL & SHAREHOLDERS

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# EUROMONEY AWARDS – CLEAN SWEEP; MULTIPLE AWARDS & ACCOLADES

## 16 TROPHIES 1 NAME IIFL WEALTH



We have won all **16 awards** including **Best Private Banking Services Overall - India** at the **2020 Euromoney Private Banking and Wealth Management Survey**.

Thank you to our peers, clients, investors, and team for helping us once again become the best wealth and asset management company in India.

The awards are based on peer ratings.

- |  |  |  |  |   |                                   |   |                      |                              |
|--|--|--|--|---|-----------------------------------|---|----------------------|------------------------------|
| ①<br>Best Private Banking Services Overall | ②<br>Mega High Net Worth Clients (US\$ 250mn+) | ③<br>Ultra High Net Worth Clients (US\$ 30mn - US\$ 250mn) | ④<br>High Net Worth Clients (US\$ 5mn - US\$ 30mn) | ⑤<br>Super Affluent Clients (US\$ 1mn - US\$ 5mn) | ⑥<br>Family Office Services       | ⑦<br>Investment Management                      | ⑧<br>Next Generation | ⑨<br>Serving Business Owners |
| ⑩<br>Research and Asset Allocation Advice  | ⑪<br>Capital Markets and Advisory              | ⑫<br>International Clients                                 | ⑬<br>Philanthropic Advice                          | ⑭<br>ESG/Impact Investing                         | ⑮<br>Data Management and Security | ⑯<br>Innovative or Emerging Technology Adoption |                      |                              |

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TEL (91-22) 4876 5600 | FAX (91-22) 4646 4706 | communication@iiflw.com | www.iiflwealth.com | CIN - U7410MH2008PLC177884



Proud Recipient of

106

Awards till date





# EXPERIENCED MANAGEMENT TEAM WITH DEEP DOMAIN EXPERTISE



**Karan Bhagat**  
20+ years of experience



## WEALTH

**Yatin Shah**  
16+ years of experience

**Anirudha Taparia**  
20+ years of experience

**Manoj Shenoy**  
20+ years of experience

**Vinay Ahuja**  
19+ years of experience

**Pramod Kumar**  
15+ years of experience

**Shaji Kumar Devakar**  
17+ years of experience

**Umang Papneja**  
CIO  
18+ years of experience

**Girish Venkataraman**  
Trust Advisory  
20+ years of experience

**Himanshu Jain**  
NBFC  
17+ years of experience

**Sandeep Jethwani**  
Client Advisory  
15+ years of experience

## AMC

**Anup Maheshwari**  
24+ years of experience

**Prashasta Seth**  
Unlisted Equity  
18+ years of experience

**Shashi Singh**  
Sales  
20+ years of experience

**Vivek Mishra**  
Real Estate  
19+ years of experience

**Mehul Jani**  
Listed Equity  
15+ years of experience

**Mayur Patel**  
Listed Equity  
14+ years of experience

**Pranob Gupta**  
Structured Debt  
16+ years of experience

**Amit Garg**  
Global Products  
15+ years of experience

**Himadri Chatterjee**  
Sales  
15+ years of experience

## CORPORATE FUNCTIONS

**Anshuman Maheshwary**  
COO  
20+ years of experience

**Mihir Nanavati**  
CFO  
27+ years of experience

**Abhishek Chandra**  
Technology  
20+ years of experience

**Anirban Banerjee**  
HR  
15+ years of experience

**Pavan Manghnani**  
Strategy & IR  
20+ years of experience







**Ashutosh Naik**  
Compliance  
20+ years of experience

**Niraj Murarka**  
Credit  
20+ years of experience

**Raghuvir Mukherji**  
Risk  
24+ years of experience




























**Ronak Sheth**  
Events  
18+ years of experience

# MARQUEE INSTITUTIONAL SHAREHOLDING AND EXPERIENCED BOARD

Shareholding Split				Lock in / Liquidity as on 31st March 2020		
	21.36%		0.40%		<b>No Lock In</b>	<b>Lock In (1 Yr)</b>
	18.52%		0.34%	Promoters	14.07%	8.86%*
<b>RIMCO</b>	4.35%			General Atlantic	-	21.36%
	3.59%		Employees	Fairfax	18.52%	-
	1.25%		Others	Other Institutions	12.99%	5.84%
				Public	12.36%	3.54%
				Employees	0.27%	5.73%
					<b>54.67%</b>	<b>45.33%</b>

**Non Promoter 1 year Lock in Release : Sep 2020**

## Board of Directors

Name & Designation	Previous Experience	Name & Designation	Previous Experience
 <b>Nirmal Jain</b> Non-Executive Director & Promoter	 30+ years of experience	 <b>Shantanu Rastogi</b> Nominee Director	  15+ years of experience
 <b>R. Venkataraman</b> Non-Executive Director & Promoter	  20+ years of experience	 <b>Nilesh Vikamsey</b> Independent Director, Chairman	 30+ years of experience
 <b>Karan Bhagat</b> Managing Director & Promoter	 20+ years of experience	 <b>Geeta Mathur</b> Independent Director	  25+ years of experience
 <b>Yatin Shah</b> Non-Executive Director & Promoter	 16+ years of experience	 <b>S Narayanan</b> Independent Director	Former Fin. Secy, Former Economic Advisor to PM
 <b>Sandeep Naik</b> Nominee Director	  20+ years of experience	 <b>Mr. Pankaj Vaish</b> Independent Director	 34+ years of experience
		 <b>Mr. G Soundarajan</b> Non-Executive Director	  

- Share holding Pattern is represented as on the record date – 31st March 2020
- \* Promoters lock in is 3 years against 1 year for others

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THANK YOU.

