

IIFL Securities Limited

Press Release

For immediate publication

Mumbai, India

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IIFL Securities Ltd consolidated financial results for the quarter ended June 30, 2020:

- Total Income stood at Rs 178 Cr for the quarter (down 4% y-o-y)
- Profit after tax (TCI) (before exceptional items) stood at Rs 42 Cr for the quarter (up 75% y-o-y)
- Assets under management stood at Rs 29,289 Cr (up 6% y-o-y)

Summary: Consolidated – Q1FY21

Rs Crore	Quarter ended June 30, 2020	Quarter ended March 31, 2020	Q-O-Q	Quarter ended June 30, 2019	Y-O-Y
Income	178.3	209.8	(15%)	185.0	(4%)
Profit Before Tax	55.4	51.0	9%	37.2	49%
Profit after tax (TCI) before exceptional items	41.5	37.2	11%	23.7	75%
Profit after tax (TCI) after exceptional items	41.5	37.2	11%	125.4	(67%)

Mr. R. Venkataraman, Managing Director, commented on the financial results: *“We acquired over 75,000 customers during the quarter and continue to build on our robust technology infrastructure to provide best-in-class, comprehensive services. Our business has weathered the Covid storm and our technological platform has ensured our people could work from home and service customers effectively.”*

Retail and Institutional Broking

IIFL Securities is a key player in both retail and institutional segments of the capital market. We have over 2,500 points of presence across India and provide unparalleled research coverage on 200+ companies.

Retail broking revenue was Rs 66 Cr for the quarter ended June 30, 2020, up 28% on y-o-y basis and assets under management stood at Rs 29,289 Cr up 6% y-o-y.

Our mobile trading app, ‘IIFL Markets’ continues to be among the highest rated with over 40 lakh downloads. IIFL’s Mutual Fund App has over 9.0 lakh downloads and consistently maintained a 4.2 rating. Mobile trading clients as a percentage of total retail clients stood at 60% during the quarter.

IIFL’s Institutional broking segment is a market leader in block placements, placing over US\$ 1 billion of blocks in Q1FY21. It has 690+ domestic and foreign clients. Institutional broking revenue for the quarter stood at Rs 25.7 Cr, down 19% on y-o-y basis.

Financial Products Distribution (FPD)

IIFL Securities offers a wide range of products such as mutual funds, insurance, IPOs and others, targeting retail clients. Mutual Funds and Insurance have good long term growth prospects. Insurance premium amounting to Rs 29.2 Cr in the quarter recorded an 81% y-o-y growth. FPD revenue for the quarter was Rs 21.4 Cr, down 29% on y-o-y basis.

Investment Banking

Q1FY21 was a tough quarter for the investment banking segment given the market volatility on the back of Covid-19 pandemic. We completed one advisory transaction during the quarter. Our deal pipeline remains robust.

Covid-19 Impact

Covid-19 has been declared as a global pandemic. The Government of India had declared complete lockdown since March 24, 2020, gradual unlocking of economic activities and movement of people was initiated from June 08 2020 in various states/ locations etc. although lockdown still continues in many locations across India. Capital markets and banking services were declared as essential services by the government and accordingly, the Company has been continuing operations with limited staff at branches, while all other employees continued to work from home. All operations and servicing of clients are being efficiently carried out without any interruptions as the activities of trading, settlement, DP, Stock Exchanges and depositories' functions have been fully automated.

About IIFL Securities

IIFL Securities Ltd (NSE: IIFLSEC, BSE: 542773) is one of the key capital market players in the Indian financial services space. IIFL Securities along with its subsidiaries offers advisory and broking services, financial products distribution, institutional research and investment banking services.

IIFL Securities has established itself through a combination of leading-edge technology, diverse product offerings, management expertise, and a wide network of branches across India. The Company has developed long-term relationships with its customers with sustained high quality performance and continues to be their preferred investment partner.

This document may contain certain forward looking statements based on management expectations. Actual results may vary significantly from these forward looking statements. This document does not constitute an offer to buy or sell IIFL products, services or securities. The press release, results and presentation for analysts/press for the quarter ended June 30, 2020, are available under the [Investor Relations](#) section on our website www.iiflsecurities.com.