

IIFL Securities Limited

Press Release

For immediate publication

Mumbai, India

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Results update

- Total Income for Q2FY21 at Rs 218 Cr (up 22% q-o-q and 18% y-o-y) and H1FY21 at Rs 397 Cr (up 7% y-o-y)
- Profit after tax (TCI before exceptional items) for Q2FY21 at Rs 51 Cr (up 24% q-o-q and 34% y-o-y) and H1FY21 at Rs 93 Cr (up 50% y-o-y)

For the quarter and half year ended September 30, 2020 (Q2FY21, H1FY21), Consolidated Results as per IndAS are:

- Total Income stood at Rs 218 Cr for the quarter (up 22% q-o-q and 18% y-o-y) and Rs 397 Cr for the half year (up 7% y-o-y)
- Profit after tax (TCI) (before exceptional items) stood at Rs 51 Cr for the quarter (up 24% q-o-q and 34% y-o-y) and Rs. 93 Cr for the half year (up 50% y-o-y)
- Assets under management stood at Rs 33,113 Cr.

Summary: Consolidated – Q2FY21

₹Crore	Quarter ended September 30, 2020	Quarter ended June 30, 2020	Q-O-Q	Quarter ended September 30, 2019	Y-O-Y
Total Income	218.2	178.3	22%	184.9	18%
Profit Before Tax	69.3	55.4	25%	48.6	43%
Total Comprehensive Income before exceptional items	51.3	41.5	24%	38.2	34%
Total Comprehensive Income after exceptional items	51.3	41.5	24%	23.7	117%

Summary: Consolidated – H1FY21

₹Crore	Half year ended September 30, 2020	Half year ended September 30, 2019	Y-O-Y
Total Income	396.5	369.9	7%
Profit Before Tax	124.7	85.8	45%
Total Comprehensive Income before exceptional items	92.8	61.9	50%
Total Comprehensive Income after exceptional items	92.8	149.1	(38%)

Mr. R. Venkataraman, Managing Director, commented on the financial results: “Our customer acquisition efforts are yielding results. We continue to invest in technology and mobile platforms to maximize customer experience. With the lockdown getting lifted and the macroeconomic environment gradually improving, the outlook for the sector continues to remain sanguine.”

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 225+ companies.

During the quarter, the average daily market turnover (including F&O) for the broking business was Rs 23,964 Cr (BSE + NSE), up 40% q-o-q, and the share of NSE daily cash turnover stood at 3.1%, up 10% q-o-q.

Retail broking revenue was Rs 80 Cr for the quarter ended September 30, 2020, up 49% y-o-y and 21% q-o-q.

Our mobile trading app, 'IIFL Markets' continues to be among the highest rated with over 48 lakh downloads. IIFL's Mutual Fund App has over 9.0 lakh downloads. Mobile trading clients as a percentage of total retail clients stood at 61% during the quarter.

IIFL's Institutional broking segment has over 700 domestic and foreign clients. It provides comprehensive research coverage, covering over 225 stocks across 20+ sectors accounting for over 80% of India's market capitalization.

Financial Products Distribution (FPD)

IIFL Securities offers a wide range of products such as mutual funds, insurance, IPOs, bonds, AIF and others, targeting retail clients. Mutual Funds and Insurance have good long term growth prospects. Insurance premium for the quarter has grown by 60% y-o-y and 38% q-o-q to Rs 40.4 Cr. Total FPD AUM stood at Rs. 10,188 Cr. Mutual Fund AUM grew by 13% y-o-y and 12% q-o-q to Rs 3,796.9 Cr as at September 30, 2020. SIP AUM grew by 13% q-o-q to Rs 793.3 Cr. FPD revenue for the quarter was Rs 36.3 Cr, up 70% on q-o-q basis.

Investment Banking

The previous quarter has been a strong quarter for IIFL's Investment banking segment. It completed 4 transactions consisting of 3 QIPs and 1 buy-back. Major deals completed include QIP for ICICI Bank, HDFC Limited and Info Edge Limited. We have filed 3 DRHPs over the previous quarter- a number of IPOs are in various stages of execution. Our deal pipeline remains robust for the coming quarters.

Appointment of Independent Director

Mr. Anand Bathiya has been appointed as Independent Director on our Board. Mr. Bathiya is a practicing Chartered Accountant. As a partner and practice-head with Bathiya & Associates LLP, he is engaged in advising businesses in negotiating, structuring, performing due diligence and executing domestic and international Mergers & Acquisitions (M&A). He is a member of the Managing Committee of Bombay Chartered Accountants' Association and co-opted member of a group promulgated by Valuation Standards Board for drafting Valuation Standards to be made applicable in India.

CSR Initiatives

The Company has continued with its CSR activities during the quarter. To battle the Covid-19 crisis, IIFL Foundation has donated 24 oxygen concentrators to patients residing at higher altitudes, such as in Kashmir. Also, Sakhiyon ki Badi, the flagship initiative of IIFL Foundation that aims at eradication of Illiteracy among females, regained its operation during the unlock phase from June 2020.

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 September 30, 2020, are available under the [Investor Relations](#) section on our website www.iiflsecurities.com.