

IIFL Securities Limited

Press Release

For immediate publication

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IIFL Securities Ltd consolidated financial results for the quarter & nine months ended December 31, 2019:

- Profit after tax (TCI) stood at Rs 46 Cr for the quarter (up 94% q-o-q), and Rs 195 Cr for the nine months (up 44% y-o-y)
- Total Income stood at Rs 210 Cr for the quarter (up 14% q-o-q) and Rs 580 Cr for the nine months (down 12% y-o-y)
- Assets under management stood at Rs 28,579 Cr

Summary: Consolidated – Q3FY20

Rs Crore	Quarter ended December 31, 2019	Quarter ended September 30, 2019	Q-O-Q
Income	210.2	184.9	14%
Profit Before Tax	63.0	48.6	30%
Profit after tax (TCI) before exceptional items	45.8	38.2	20%
Profit after tax (TCI) after exceptional items	45.8	23.7	94%

Summary: Consolidated – 9MFY20

Rs Crore	Nine months ended Dec 31, 2019	Nine months ended Dec 31, 2018	Y-O-Y	Year Ended Mar 31, 2019
Income	580.1	659.9	(12%)	875.6
Profit Before Tax	148.8	198.2	(25%)	258.1
Profit after tax (TCI) before exceptional items	107.7	134.9	(20%)	172.1
Profit after tax (TCI) after exceptional items	194.9	134.9	44%	172.1

Mr. R. Venkataraman, Managing Director, IIFL Securities Ltd., commented on the financial results: “The Indian macroeconomic situation is improving gradually. Going ahead factors like coronavirus and liquidity flows will have a bearing on the market direction. We are focused on building a robust platform for all investment needs of retail customers, not only broking.”

Retail and Institutional broking

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

During the quarter, the average daily market turnover (including F&O) for the broking business was Rs 22,637 Cr (BSE + NSE), up 18% q-o-q and the share of daily cash turnover stood at 3.6% up 6% q-o-q

Retail broking revenue was Rs 157.6 Cr for the nine months ended December 31, 2019, down 15% on y-o-y basis and assets under management stood at Rs 28,579 Cr.

Mobile trading clients as a percentage of total retail clients stood at 54% during the quarter, recording steady growth, and mobile brokerage constituted about 43% of retail broking revenue.

Our mobile trading app, 'IIFL Markets' continues to be the highest rated amongst peers (4.3) with over 33 lakh downloads. IIFL's Mutual Fund App crossed 8.9 lakh downloads and consistently maintained a 4.2 star rating.

IIFL's Institutional broking segment is a market leader in block placements, placing over US\$750 million of blocks in Q3FY20. It has 650+ domestic and foreign clients. Institutional broking revenue for the nine months stood at Rs 119.8 Cr, up 26% 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 Fund AUM stood at Rs 3,549 Cr at the end of the quarter. FPD revenue for the nine months ended December 31, 2019 was Rs 104.2 Cr, down 11% on y-o-y basis.

Investment Banking

IIFL's Investment banking segment completed 12 transactions in the nine months period across capital markets and advisory, despite volatile markets. Major deals completed during this quarter included IPO of Ujjivan Small Finance Bank and CSB Bank, QIP for RBL Bank and a private round for ETechAces Marketing and Consulting Pvt. Ltd.

Interim Dividend

The Board of Directors of the Company has declared an interim dividend of Rs 2.0 per equity share, constituting 100% of the face value of Rs 2.0 per equity share, for the financial year 2019-20. The Company has fixed February 15, 2020 as the record date for this purpose.

Appointment of Independent Director

Mr. Shamik Das Sharma has been appointed as Independent Director on our Board. Mr. Sharma was previously CPO/CTO at Myntra and is currently leading the technology function at Cure.Fit, a health-tech startup. He has experience of more than 20 years as a Computer Scientist and also has more than 10 years of experience as Vice President and CXO roles at various private companies. Mr. Sharma holds a Master in Sciences (M.S) – with specialization in Computer Science, from University of Maryland, College Park, USA and a B. Tech in Computer Science and Engineering from Institute of Technology (IIT), Kharagpur.

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 primarily 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 December 31, 2019, are available under the '[Investor Relations](#)' section on our website www.indiainfoline.com.