

**IIFL Securities Limited**

Press Release

For immediate publication

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**IIFL Securities Ltd consolidated financial results for the quarter & year ended March 31, 2020:**

- Total Income stood at Rs 210 Cr for the quarter (flat q-o-q) and Rs 790 Cr for the year (down 10% y-o-y)
- Profit after tax (TCI) stood at Rs 37 Cr for the quarter (down 19% q-o-q), and Rs 232 Cr for the year (up 35% y-o-y)
- Assets under management stood at Rs 23,508 Cr (down 18% y-o-y, owing to market decline)

**Summary: Consolidated – Q4FY20**

Rs Crore	Quarter ended March 31, 2020	Quarter ended December 31, 2019	Q-O-Q
Income	209.8	210.2	-
Profit Before Tax	51.0	63.0	(19%)
Profit after tax (TCI) before exceptional items	37.2	45.8	(19%)
Profit after tax (TCI) after exceptional items	37.2	45.8	(19%)

**Summary: Consolidated – FY20**

Rs Crore	Year ended March 31, 2020	Year ended March 31, 2020	Y-O-Y
Income	789.9	875.6	(10%)
Profit Before Tax	199.8	258.1	(23%)
Profit after tax (TCI) before exceptional items	145.0	172.1	(16%)
Profit after tax (TCI) after exceptional items	232.1	172.1	35%

**Mr. R. Venkataraman, Managing Director, IIFL Securities Ltd., commented on the financial results:** “The Covid-19 pandemic has disrupted global economy and we have commenced the financial year on uncertain terms. IIFL has adapted to the situation with the help of a sound technology and infrastructure foundation. With the declaration of capital markets services as essential services, the company’s business functioned without much disturbance during this lockdown period. IIFL is well prepared to navigate the volatile external environment and continue to provide best-in-class service to our clients.”

## **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.

For the year, the average daily market turnover (including F&O) for the broking business was Rs 20,069 Cr (BSE + NSE), up 13% y-o-y and the share of daily cash and total turnover stood at 3.3% and 1.4% respectively.

Retail broking revenue was Rs 214.4 Cr for the year ended March 31, 2020, down 11% on y-o-y basis and assets under management stood at Rs 23,508 Cr down 18% y-o-y owing to market decline.

Our mobile trading app, 'IIFL Markets' continues to be among the highest rated (4.3) with over 34 lakh downloads. IIFL's Mutual Fund App crossed 9.0 lakh downloads and consistently maintained a 4.2 rating. Mobile trading clients as a percentage of total retail clients stood at 50% during the quarter.

IIFL's Institutional broking segment is a market leader in block placements, placing over US\$ 4.5 billion of blocks in FY20. It has 675+ domestic and foreign clients. Institutional broking revenue for the year stood at Rs 159.3 Cr, up 22% 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 103.2 Cr in the year recorded a 49% y-o-y growth. FPD revenue for the year ended March 31, 2020 was Rs 157.4 Cr, down 13% on y-o-y basis.

## **Investment Banking**

IIFL's Investment banking segment completed 16 transactions in FY20 including IPOs, QIPs and private equity advisory/pre-IPOs transactions across capital markets and advisory, despite volatile market condition and continues to diversify product offerings beyond capital markets into debt and private equity advisory transactions. Investment Banking income was negligible in the last quarter of the year owing to prevailing market conditions. Major deals completed during the year included IPO of Ujjivan Small Finance Bank and CSB Bank, QIP for RBL Bank, private equity transactions for Berar Finance, EtechAces Marketing and Consulting and Loan Tap.

## **Awards**

IIFL Securities bagged multiple awards and accolades during the year including:

- 'Best IPO' award for Embassy Office REIT at The Asset Triple A Country Awards
- 'Company of the Year 2019' by The CEO Magazine
- The Mobby's Award for 'Best Financial Website' at World Marketing Congress
- 'Best Product Launch PR Campaign 2019' for AAA at Corporate Communications & PR Awards'19
- 'Great Place to Work' Certification

## 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 March 31, 2020, are available under the '[Investor Relations](#)' section on our website [www.indiaonline.com](http://www.indiaonline.com).*