<table>
<thead>
<tr>
<th>IIFL SECURITIES</th>
<th>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. Tel No.: 2659 8235 NSE Symbol: IIFLSEC</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>The Manager, Listing Department, BSE Limited, Phiroze Jeejeebhoy Tower, Dalal Street, Mumbai 400 001. Tel no.: 22721233 BSE Scrip Code: 542773</td>
</tr>
</tbody>
</table>

February 07, 2020

Dear Sir/Madam,

Sub: Press Release and Corporate Presentation on the Unaudited Financial Results

We enclose herewith:


2. Corporate Presentation for the quarter and nine months ended December 31, 2019.

Thanking You,

Yours faithfully,

Encl: as above

For IIFL Securities Limited

Roshan Dave
Company Secretary

Email ID: secretarial@iifl.com
Encl: as above
Key highlights

1. Financial highlights for the period ended December 31, 2019
   i. Total revenue grew by 14% q-o-q to ₹2,102 Mn for the quarter
   ii. Profit before tax grew 30% q-o-q to ₹630 Mn for the quarter
   iii. Profit after tax (TCI) grew 94%* q-o-q to ₹458 Mn for the quarter
   iv. Annualised Return on Equity stood at 27%*
   v. Earning Per Share was ₹6.2* for the nine month period
   vi. Interim dividend of ₹2/- per share (100% of face value)

1. Business highlights for the period ended December 31, 2019
   i. Assets under management grew by 6% q-o-q to ₹286 Bn
   ii. Distribution AUM grew 8% q-o-q to ₹90 Bn, of which Mutual Fund accounted for ₹36 Bn
   iii. Trading volumes saw traction this quarter with 18% q-o-q growth overall and 17% in the cash segment.
   iv. NSE Cash market share was 3.6% in Q3FY20 v/s 3.4% in Q2FY20 and overall NSE market share of 1.6% in Q3FY20 v/s 1.3% in Q2FY20.
   v. 12 Investment banking deals were completed in the nine months including the recently concluded IPO of Ujjivan Small Finance Bank and CSB Bank, QIP for RBL Bank and a private round for ETechAces Marketing and Consulting Pvt. Ltd.

* Including exceptional items
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<th>Slide reference</th>
</tr>
</thead>
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<td>5</td>
<td>Governance and Awards</td>
<td>24 – 27</td>
</tr>
</tbody>
</table>
Section 1:

Financial Highlights
Consolidated Results (as per IND AS)
Quarter ended December 31, 2019

<table>
<thead>
<tr>
<th>Rs Mn</th>
<th>Q3FY20</th>
<th>Q2FY20</th>
<th>Q-o-Q</th>
<th>Q3FY19</th>
<th>Y-o-Y</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue from Operations</td>
<td>1,895.7</td>
<td>1,736.8</td>
<td>9%</td>
<td>1,917.8</td>
<td>(1%)</td>
</tr>
<tr>
<td>Other income</td>
<td>206.6</td>
<td>111.8</td>
<td>85%</td>
<td>115.9</td>
<td>78%</td>
</tr>
<tr>
<td><strong>Total income</strong></td>
<td><strong>2,102.3</strong></td>
<td><strong>1,848.6</strong></td>
<td><strong>14%</strong></td>
<td><strong>2,033.7</strong></td>
<td><strong>3%</strong></td>
</tr>
<tr>
<td>Employee cost</td>
<td>564.7</td>
<td>562.2</td>
<td>0%</td>
<td>595.6</td>
<td>(5%)</td>
</tr>
<tr>
<td>Finance Cost</td>
<td>214.4</td>
<td>188.2</td>
<td>14%</td>
<td>248.4</td>
<td>(14%)</td>
</tr>
<tr>
<td>Depreciation and amortisation</td>
<td>139.9</td>
<td>139.3</td>
<td>1%</td>
<td>104.2</td>
<td>34%</td>
</tr>
<tr>
<td>Administration and other expense</td>
<td>553.2</td>
<td>472.9</td>
<td>17%</td>
<td>559.1</td>
<td>(1%)</td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>1,472.2</strong></td>
<td><strong>1,362.6</strong></td>
<td><strong>8%</strong></td>
<td><strong>1,507.3</strong></td>
<td><strong>(2%)</strong></td>
</tr>
<tr>
<td>Profit before tax</td>
<td>630.1</td>
<td>486.0</td>
<td>30%</td>
<td>526.4</td>
<td>20%</td>
</tr>
<tr>
<td>Provision for tax</td>
<td>165.3</td>
<td>92.0</td>
<td>80%</td>
<td>182.3</td>
<td>(9%)</td>
</tr>
<tr>
<td><strong>Profit after tax</strong></td>
<td><strong>464.8</strong></td>
<td><strong>394.1</strong></td>
<td><strong>18%</strong></td>
<td><strong>344.1</strong></td>
<td><strong>35%</strong></td>
</tr>
<tr>
<td>Other Comprehensive Income</td>
<td>(6.6)</td>
<td>(11.7)</td>
<td></td>
<td>(1.9)</td>
<td></td>
</tr>
<tr>
<td><strong>Total Comprehensive Income</strong></td>
<td><strong>458.2</strong></td>
<td><strong>382.3</strong></td>
<td><strong>20%</strong></td>
<td><strong>342.2</strong></td>
<td><strong>34%</strong></td>
</tr>
<tr>
<td>Exceptional Items</td>
<td>-</td>
<td>(145.5)</td>
<td></td>
<td>-</td>
<td></td>
</tr>
<tr>
<td><strong>Total Comprehensive Income</strong></td>
<td><strong>458.2</strong></td>
<td><strong>236.8</strong></td>
<td><strong>94%</strong></td>
<td><strong>342.2</strong></td>
<td><strong>34%</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>9MFY20</th>
<th>9MFY19</th>
<th>Y-o-Y</th>
<th>FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>5,273.8</td>
<td>6,285.5</td>
<td>(16%)</td>
<td>8,351.3</td>
</tr>
<tr>
<td>527.3</td>
<td>314.3</td>
<td>68%</td>
<td>404.3</td>
</tr>
<tr>
<td><strong>5,801.1</strong></td>
<td><strong>6,599.8</strong></td>
<td><strong>(12%)</strong></td>
<td><strong>8,755.6</strong></td>
</tr>
<tr>
<td>1,704.6</td>
<td>1,851.1</td>
<td>(8%)</td>
<td>2,566.4</td>
</tr>
<tr>
<td>662.6</td>
<td>937.9</td>
<td>(29%)</td>
<td>1,145.0</td>
</tr>
<tr>
<td>427.9</td>
<td>307.7</td>
<td>39%</td>
<td>419.0</td>
</tr>
<tr>
<td>1,517.9</td>
<td>1,520.7</td>
<td>(0%)</td>
<td>2,044.5</td>
</tr>
<tr>
<td><strong>4,313.0</strong></td>
<td><strong>4,617.4</strong></td>
<td><strong>(7%)</strong></td>
<td><strong>6,174.9</strong></td>
</tr>
<tr>
<td>1,488.1</td>
<td>1,982.4</td>
<td><strong>(25%)</strong></td>
<td>2,580.7</td>
</tr>
<tr>
<td>392.8</td>
<td>640.9</td>
<td>(39%)</td>
<td>866.5</td>
</tr>
<tr>
<td>1,095.3</td>
<td>1,341.6</td>
<td>(18%)</td>
<td>1,714.2</td>
</tr>
<tr>
<td>(17.9)</td>
<td>7.9</td>
<td></td>
<td>6.7</td>
</tr>
<tr>
<td><strong>1,077.4</strong></td>
<td><strong>1,349.5</strong></td>
<td><strong>(20%)</strong></td>
<td><strong>1,720.9</strong></td>
</tr>
</tbody>
</table>

Note: Exceptional item in the quarter ended Sep 30, 2019, is on account of write-down of deferred tax assets and MAT credit due to reduction in corporate tax rate. Additionally exceptional item includes profit of ₹ 1,017.1 Mn on sale of office property at Kamala Mills by IIFL Facilities Services Limited, a wholly owned subsidiary of the company, during nine months ended December 31, 2019.
### Financial Trends

#### Total Revenue (₹ Mn)*
- **CAGR: 9%**
  - FY17: 7,317
  - FY18: 9,472
  - FY19: 8,756
  - 9MFY20: 5,801

#### Profit after tax (TCI) (₹ Mn)*
- **CAGR: 23%**
  - FY17: 1,145
  - FY18: 1,798
  - FY19: 1,721
  - 9MFY20: 1,949\(^{\wedge}\)

#### Return on Equity (%)*
- FY17: 29%
- FY18: 35%
- FY19: 25%
- 9MFY20: 27%\(^{\wedge}\)

#### Net Worth (₹ Bn)*
- **Book Value Per Share (₹)**
  - FY17: 13.0
  - FY18: 19.5
  - FY19: 22.9
  - 9MFY20: 28.7

#### EPS (₹)*
- FY17: 3.6
- FY18: 5.7
- FY19: 5.4
- 9MFY20: 6.2\(^{\wedge}\)

#### DPS (₹)*
- FY17: 1.21
- FY18: 1.35
- FY19: 1.08
- FY20: 2.00

---

*FY17 and FY18 figures are based on Proforma Accounts;^* - Including exceptional items

^DPS includes dividend paid by subsidiaries in FY17, F18 and FY19.

Nine month EPS is not annualised, but ROE is annualised.

DPR is including DDT.
Section 2:

Business Segments and Strategy
## Customer Segments

<table>
<thead>
<tr>
<th></th>
<th>RETAIL</th>
<th></th>
<th>INSTITUTIONAL</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>RM Serviced</td>
<td>Self-Serviced</td>
<td>Partner Serviced</td>
</tr>
<tr>
<td>Primary customer segments</td>
<td>Mass Affluent, High Value Traders</td>
<td>Millennials, Do-it-yourself clients</td>
<td>Retail clients in smaller centres</td>
</tr>
<tr>
<td>Channels</td>
<td>Branch / Internet / Mobile</td>
<td>Internet / Mobile</td>
<td>Branch / Mobile</td>
</tr>
<tr>
<td>Customers</td>
<td>~ 180K</td>
<td>~ 420K</td>
<td>~ 260K</td>
</tr>
<tr>
<td>AUM*</td>
<td>~ ₹ 166 Bn</td>
<td>₹ 9 Bn</td>
<td>₹ 111 Bn</td>
</tr>
<tr>
<td>Revenue *</td>
<td>~ ₹ 1,100 Mn</td>
<td>~ ₹ 200 Mn</td>
<td>~ ₹ 400 Mn #</td>
</tr>
</tbody>
</table>

*For the nine months ended December 31, 2019

# net of sub-brokerage payouts
Section 3:

Business Performance
Retail Broking and Distribution

Institutional Broking

Investment Banking
Legacy business in Retail Broking and Distribution

- Legacy of about two decades in retail broking and financial product distribution.
- Business offerings comprise equity, commodities and currency broking, DP services portfolio advisory and distribution of investment products.

### Assets Under Management (₹ Bn)

<table>
<thead>
<tr>
<th></th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>9MFY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>DP Assets</td>
<td>178</td>
<td>263</td>
<td>286</td>
<td>286</td>
</tr>
<tr>
<td>Financial Product Dist</td>
<td>19</td>
<td>55</td>
<td>78</td>
<td>90</td>
</tr>
<tr>
<td>Total</td>
<td>159</td>
<td>208</td>
<td>208</td>
<td>196</td>
</tr>
</tbody>
</table>

### Retail Brokerage Income (₹ Mn)

<table>
<thead>
<tr>
<th></th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>9MFY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Income</td>
<td>2,363</td>
<td>2,829</td>
<td>2,403</td>
<td>1,576</td>
</tr>
</tbody>
</table>

### FPD AUM (₹ Bn)

- AUM Rs 90 Bn as at December 31, 2019
- Bonds, 17%
- AIF, 14%
- PMS, 5%
- Loan, 10%
- MLD, 3%
- Others, 17%
- Mutual Fund, 40%

### Financial Products Distribution Revenues (₹ Mn)

<table>
<thead>
<tr>
<th></th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>9MFY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>1,027</td>
<td>1,544</td>
<td>1,804</td>
<td>1,042</td>
</tr>
</tbody>
</table>
One Stop Shop for investment products

- MF and Insurance are retail focus products with good long term growth prospects
- SIP transactions of a monthly average of 89k for the period ended December 31, 2019 have witnessed a CAGR of 33% for the period FY17 - 9MFY20
- Insurance premiums have witnessed 81% y-o-y growth in 9MFY20
- Financial Product Distribution revenue has grown consistently over the last three years, constituting ~20% of total income
SIP transaction count is a monthly average.
Mobile First approach to retail customers

Technology has been the cornerstone for IIFL’s strong presence in the broking industry

- The self-serviced segment is catered to with a Digital, Mobile First strategy. Our mobile applications IIFL Markets and IIFL Mutual Funds are widely used for mobile trading
- Partner serviced channel is also enhanced with use of AAA tablet based proprietary software
- Mobile trading constitutes 54% of number of retail clients and 43% of retail broking revenue

**IIFL Markets**
Comprehensive, market leading trading and investment app
- 3.3 Mn downloads
- Highest rated (4.3) & Most downloaded stock trading App

**IIFL Mutual Funds**
Dedicated app for Mutual Fund advisory, investments and investment management
- ~890,000 downloads
- Consistently highly rated (4.2)

**Advisor Anytime Anywhere (AAA)**
AAA is a mobile office solution providing execution, reporting, monitoring and learning capabilities in a single tab-based platform with zero investment and freedom to operate at anytime from anywhere

Significant investment has been made in the AAA platform to offer a comprehensive office for partners. AAA enhances our capability to reach investors in smaller towns and cities where other channels are not available or effective

**Mobile Trading Retail Clients (% of total)**

- Q3FY18: 39%
- Q4FY18: 41%
- Q1FY19: 36%
- Q2FY19: 44%
- Q3FY19: 48%
- Q4FY19: 52%
- Q1FY20: 49%
- Q2FY20: 52%
- Q3FY20: 54%
Pedigreed Institutional Broking Franchise

- Among the top franchises on the street, 83 member team with offices in Mumbai, New York and London
- 650+ institutional (domestic and foreign) clients
- Wide customer base covering sovereign wealth funds, foreign portfolio investors, mutual funds, insurance companies, banks, pension funds and alternate investment funds
- 200+ stocks under research coverage accounting for over 80% of India’s market capitalization
- Market leader in block placements – US$ 750 million of blocks executed in Q3FY20

Institutional Broking Revenues (₹Mn)

<table>
<thead>
<tr>
<th>Year</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>9MFY20</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1,236</td>
<td>1,385</td>
<td>1,308</td>
<td>1,198</td>
</tr>
</tbody>
</table>
Strong Research Capabilities

Comprehensive Research Coverage across Sectors

Sector-wise break up of stocks under coverage

- Agriculture
- Auto
- Banking & Fin
- Building Material
- Capital Goods
- Cement
- Chemicals
- Consumer Discretionary & Electricals
- FMCG
- Infrastructure
- IT
- Insurance & General Insurance
- Media
- Metals
- Mid-cap
- Oil & Gas
- Pharma & Healthcare
- Real Estate
- Telecom
- Utilities, Gas & Logistics
- Others

Market Cap\(^{\wedge}\) break up of stocks under coverage

<table>
<thead>
<tr>
<th>Market Cap bracket</th>
<th>IIFL Research Universe</th>
</tr>
</thead>
<tbody>
<tr>
<td>Above US$ 10 bn</td>
<td>42</td>
</tr>
<tr>
<td>Between US$ 5 bn and US$ 10 bn</td>
<td>34</td>
</tr>
<tr>
<td>Between US$ 3 bn and US$ 5 bn</td>
<td>30</td>
</tr>
<tr>
<td>Between US$ 1 bn and US$ 3 bn</td>
<td>57</td>
</tr>
<tr>
<td>Between US$ 500 mn and US$ 1 bn</td>
<td>29</td>
</tr>
<tr>
<td>Below US$ 500mn</td>
<td>32</td>
</tr>
<tr>
<td>Total</td>
<td>224</td>
</tr>
</tbody>
</table>

- Pedigreed institutional equities team comprising 25 analysts covering 200+ stocks across 20+ sectors
- Top-tier rankings with most large long-only / domestic mutual funds
- Published over 1,000 reports in FY19 including sector reports, company reports, macro and thematic reports
Turnover and Market Share – Retail & Institutional Broking

IIFL Average Daily Turnover – Cash (₹ Bn)*

<table>
<thead>
<tr>
<th></th>
<th>FY18</th>
<th>FY19</th>
<th>Q1FY19</th>
<th>Q2FY19</th>
<th>Q3FY19</th>
<th>Q4FY19</th>
<th>Q1FY20</th>
<th>Q2FY20</th>
<th>Q3FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual</td>
<td>11.5</td>
<td>11.6</td>
<td>11.3</td>
<td>12.6</td>
<td>11.2</td>
<td>10.8</td>
<td>11.4</td>
<td>13.3</td>
<td></td>
</tr>
<tr>
<td>Quarterly</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

IIFL Average Daily Turnover – Total (₹ Bn)*

<table>
<thead>
<tr>
<th></th>
<th>FY18</th>
<th>FY19</th>
<th>Q1FY19</th>
<th>Q2FY19</th>
<th>Q3FY19</th>
<th>Q4FY19</th>
<th>Q1FY20</th>
<th>Q2FY20</th>
<th>Q3FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual</td>
<td>139.9</td>
<td>177.1</td>
<td>165.9</td>
<td>210.0</td>
<td>163.0</td>
<td>170.2</td>
<td>169.3</td>
<td>191.6</td>
<td>226.4</td>
</tr>
<tr>
<td>Quarterly</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

IIFL Market Share – Cash*

<table>
<thead>
<tr>
<th></th>
<th>FY18</th>
<th>FY19</th>
<th>Q1FY19</th>
<th>Q2FY19</th>
<th>Q3FY19</th>
<th>Q4FY19</th>
<th>Q1FY20</th>
<th>Q2FY20</th>
<th>Q3FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual</td>
<td>3.9%</td>
<td>3.6%</td>
<td>3.7%</td>
<td>3.7%</td>
<td>3.5%</td>
<td>3.5%</td>
<td>3.2%</td>
<td>3.4%</td>
<td>3.6%</td>
</tr>
<tr>
<td>Quarterly</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

IIFL Market Share – Total*

<table>
<thead>
<tr>
<th></th>
<th>FY18</th>
<th>FY19</th>
<th>Q1FY19</th>
<th>Q2FY19</th>
<th>Q3FY19</th>
<th>Q4FY19</th>
<th>Q1FY20</th>
<th>Q2FY20</th>
<th>Q3FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Annual</td>
<td>2.0%</td>
<td>1.8%</td>
<td>1.9%</td>
<td>1.9%</td>
<td>1.6%</td>
<td>1.6%</td>
<td>1.3%</td>
<td>1.3%</td>
<td>1.6%</td>
</tr>
<tr>
<td>Quarterly</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Source: NSE

*Turnover includes retail and institutional segments from NSE
Retail Broking and Distribution

Institutional Broking

Investment Banking
Leading Investment Bank in India

- Rapidly growing franchise – ranked #1* in the league tables in FY18 and FY19 in equity raising for private sector corporates
- Strong pipeline and product diversity with presence in ECM, Private Equity and DCM
- Advising a large number of corporates on private equity and advisory transactions

IIFL ranks #1 Investment Banker in FY18 + FY19*

Investment Banking Revenues (₹ Mn)

- Completed 12 transactions in 9MFY20 (including 6 in Q3FY20) across capital markets and advisory despite volatile market conditions
- Q3FY20 has seen traction in deals and is expected to pave the way for recovery in IB business

*Source: Prime Database; as per Investment Banking league tables of private sector issuers for aggregated equity IPOs, FPOs, QIPs, IPPs, ReIT and InvIT IPOs by issue amount on full credit basis for the period Apr 2017 - Mar 2019;
## Select Marquee Deals

### Completed Transactions in FY19 and 9MFY20

<table>
<thead>
<tr>
<th>Company</th>
<th>Transaction Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Ujjivan Small Finance Bank</td>
<td>Rs.10,000Mn IPO + Pre IPO</td>
</tr>
<tr>
<td>RBL Bank</td>
<td>Rs.27,002Mn QIP + Pref Allotment Dec 2019</td>
</tr>
<tr>
<td>EtechAces Marketing and Consulting</td>
<td>Rs.1,750Mn Private Round Dec 2019</td>
</tr>
<tr>
<td>CSB Bank</td>
<td>Rs.4,097Mn IPO Nov 2019</td>
</tr>
<tr>
<td>LoanTap</td>
<td>Rs.800Mn IPO Sep 2019</td>
</tr>
<tr>
<td>Sterling and Wilson</td>
<td>Rs.28,809Mn IPO Aug 2019</td>
</tr>
<tr>
<td>Spandana Sphoorty</td>
<td>Rs.12,009Mn IPO Aug 2019</td>
</tr>
<tr>
<td>Polycab India</td>
<td>Rs.13,453Mn IPO Apr 2019</td>
</tr>
<tr>
<td>Indian Energy Exchange</td>
<td>Rs.690Mn Buyback Apr 2019</td>
</tr>
<tr>
<td>Shree Digvijay Cement Company</td>
<td>On-market stake sale post open offer Apr 2019</td>
</tr>
<tr>
<td>CreditAccess Grameen</td>
<td>Rs.11,312Mn IPO Aug 2018</td>
</tr>
<tr>
<td>Embassy Office Parks ReIT</td>
<td>Rs.47,500Mn ReIT IPO Mar 2019</td>
</tr>
<tr>
<td>HDFC Bank</td>
<td>Rs.27,750Mn QIP Aug 2018</td>
</tr>
<tr>
<td>HDFC Asset Management</td>
<td>Rs.28,003Mn IPO Jul 2018</td>
</tr>
<tr>
<td>Varroc Engineering</td>
<td>Rs.19,550Mn IPO Jun 2018</td>
</tr>
</tbody>
</table>
Section 4:
Other Updates
High-quality Portfolio of Commercial Properties

- Historically strategic offices acquired by IIFL, leased primarily to Group companies
- Well-spread portfolio of commercial office space and shops
  - Self-occupied building area of 412,000 sq. ft.
  - Commercial office space and shop area of over 222,000 sq. ft.
- Spread across six business locations – MMR, Gurgaon, Chennai, Hyderabad, Pune and Ahmedabad
- Total area of over 634,000 sq. ft. with annual rental of Rs.527mn (excluding GST)
- Fair market value of over Rs7.5bn
- We are exploring monetizing these assets through REIT structure

### Area-wise breakup

- Chennai: 39%
- MMR: 24%
- Gurgaon: 14%
- Hyderabad: 9%
- Pune: 10%
- Ahmedabad: 4%

### Rental breakup

- Chennai: 23%
- MMR: 49%
- Gurgaon: 13%
- Hyderabad: 4%
- Pune: 10%
- Ahmedabad: 1%
Section 5: Governance and Awards
Led by an Independent and Illustrious Board

**Kranti Sinha, Chairman, Independent Director**
- Former CEO of LIC Housing Finance
- Former Deputy President Governing Council of Insurance Institute of India

**Shamik Das, Independent Director**
- Former CTO at Myntra
- M.S. from University of Maryland (USA), B. Tech in Computer Science and engineering from IIT, Kharagpur

**Rekha Warriar, Independent Director**
- Former Regional Director (West Bengal and Sikkim), RBI
- Former Chief General Manager - Internal Debt Management Department - RBI Financial Stability Unit

**R Venkataraman, Managing Director**
- Co-founder of IIFL
- Previous experience with ICICI Bank, Barclays, GE Capital
- MBA from IIM Bangalore, B. Tech, IIT Kharagpur

**Mohan Radhakrishnan, Whole-time Director**
- Chief Compliance Officer
- Former General Manager at SEBI
- Chartered Accountant

**Narendra Jain, Whole time Director**
- Head Operations
- Previous experience with ICICI and HPCL
- Chartered Accountant
Awards & Recognitions

Best Product Launch PR Campaign 2019’ Award for AAA - Advisor Anytime Anywhere

At Corporate Communications & PR Awards 2019

"Leader in Go Green Initiative " Award
At NSDL Start Performer Awards 2019

'Company of the Year 2019'
by The CEO Magazine

IPRCCA award for Financial Literacy campaign

The Mobby's Award for Best Financial Website
At World Marketing Congress

"Leadership in Customer Service in Financial Services Sector”
At The 7th Edition of World Quality Congress & Awards

‘Best Use of Digital Media/Platform in the share trading category’ Award
At INKSPELL for IIFL Markets App

IIFL Group awarded the ‘Great Place to Work’ Certification

‘Going The Extra Mile'
from MCX
Published in February 2020

IIFL Securities Limited.

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