



When it's about money..



**IIFL**



**SIMPLIFY FOR SPEED**

IIFL HOLDINGS LIMITED | ANNUAL REPORT 2017-18

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Read our online version at:

[www.iifl.com/investor-relations](http://www.iifl.com/investor-relations)

Or

Scan this QR code from your smartphone to access our annual report



**₹224 billion**



Market Capitalisation  
as at March 31, 2018

NSE symbol: **IIFL**

BSE code: **532636**

Bloomberg: **IIFL IN**



**“The ability to simplify means to eliminate the unnecessary so that the necessary may speak.”**

~ Hans Hofmann

Business environment is growing increasingly complex with increased competition, changing consumer behaviour, rapidly evolving technologies and emerging disruptive business models. Organisations across the world have been re-strategising to counter the challenges and capitalise on new opportunities.

At IIFL Holdings, we have consistently responded to the challenges of each businesses and their ever-growing disruptions. We are cognizant of the need to constantly adapt and transform. As a result, we have grown exponentially over the years, diversified into multiple business lines and achieved scale in all of them.

With the aim of thriving in the evolving competitive and regulatory environment, we have taken the momentous decision to re-organise our unified corporate structure and create independent entities focused on their core businesses. We believe that this move will enable each business to grow faster, attract the right talent and become more innovative and efficient.

**We remain committed towards optimising our operations and being a continuous value enhancer for our investors and customers.**





# About IIFL Holdings Limited

IIFL was founded in 1995 by two professionally qualified, driven entrepreneurs, Nirmal Jain and R Venkataraman, with the vision of becoming the most respected company in the financial services space.

IIFL is mainly engaged in the business of loans and mortgages, wealth and asset management, and capital market related activities. The loans and mortgages business comprises the non- banking finance, housing finance and micro finance verticals. The wealth management business includes wealth and asset management. The capital market business consists of retail and institutional broking and investment banking.

IIFL brings deep industry expertise, innovative solutions, ability to reinvent and a differentiated digital experience to the table, which has led to the Company's phenomenal success across business segments.

**₹50,661**  
million



Net Worth

**19.3%**



Return on Equity

**₹11,621**  
million



Profit After Tax

**₹311,336**  
million



Loan Assets Under  
Management (AUM)

**₹1,317,617**  
million



Wealth Assets Under Management,  
Distribution and Advice

**500+**



Stocks Under  
Research

**2,500+**



Locations

**15,000+**



Workforce

**5 million+**



Happy Customers

Note: The financial figures are as on March 31, 2018

## Vision

**"To be the most respected financial services company in India."**

*- Not necessarily the largest or most profitable*

## Values

### FAIRNESS

Fairness in our transactions with all stakeholders including employees, customers and vendors, bereft of fear or favour.

### INTEGRITY

Integrity and honesty of the utmost nature, in letter, in spirit, and in all our dealings with people, internal or external.

### TRANSPARENCY

Transparency in all our dealings with stakeholders, media, investors and the public at large.

# Business segments



## Loans and Mortgages



## Wealth and Asset Management



## Capital Market related Activities



### BUSINESS

Diversified non-banking finance company offering comprehensive credit solutions to all classes of customers - salaried, self-employed, informal sector, HNIs and corporates



### CUSTOMER SEGMENT

Retail and Corporate



### PRODUCTS

Home, Gold, Commercial Vehicles and SME Loans, Digital Finance, Micro Finance, Loan Against Property, Construction Finance and Real Estate Loans



### DISTRIBUTION CHANNELS

Agents, Banks, Brokers, Direct channels and other distribution agreements



### GEOGRAPHICAL LOCATIONS

1,378 branches Pan-India



### FINANCIALS FY18

Income ₹ 38.6 billion  
Net Profit ₹ 5.5 billion

One of the largest and fastest-growing wealth management companies in India offering a holistic approach towards managing clients' portfolio with a broad range of innovative products and services

High Net-Worth Individuals

Asset management, Advisory, Financial Products Distribution, Brokerage and Credit Solutions

Direct channels and other distribution agreements

23 offices across 9 countries

Income ₹ 17.4 billion  
Net Profit ₹ 3.9 billion

One of India's leading broking houses with extensive presence all over the country, providing financial planning, investment banking and broking services in mutual funds, equity, commodities and currency trading

Institutional and Retail

Investment Banking, Institutional Broking, Research, Retail Broking and Financial Products Distribution

Agents, Banks, Brokers, Direct channels, other distributors and independent financial advisors

1,122 locations pan India

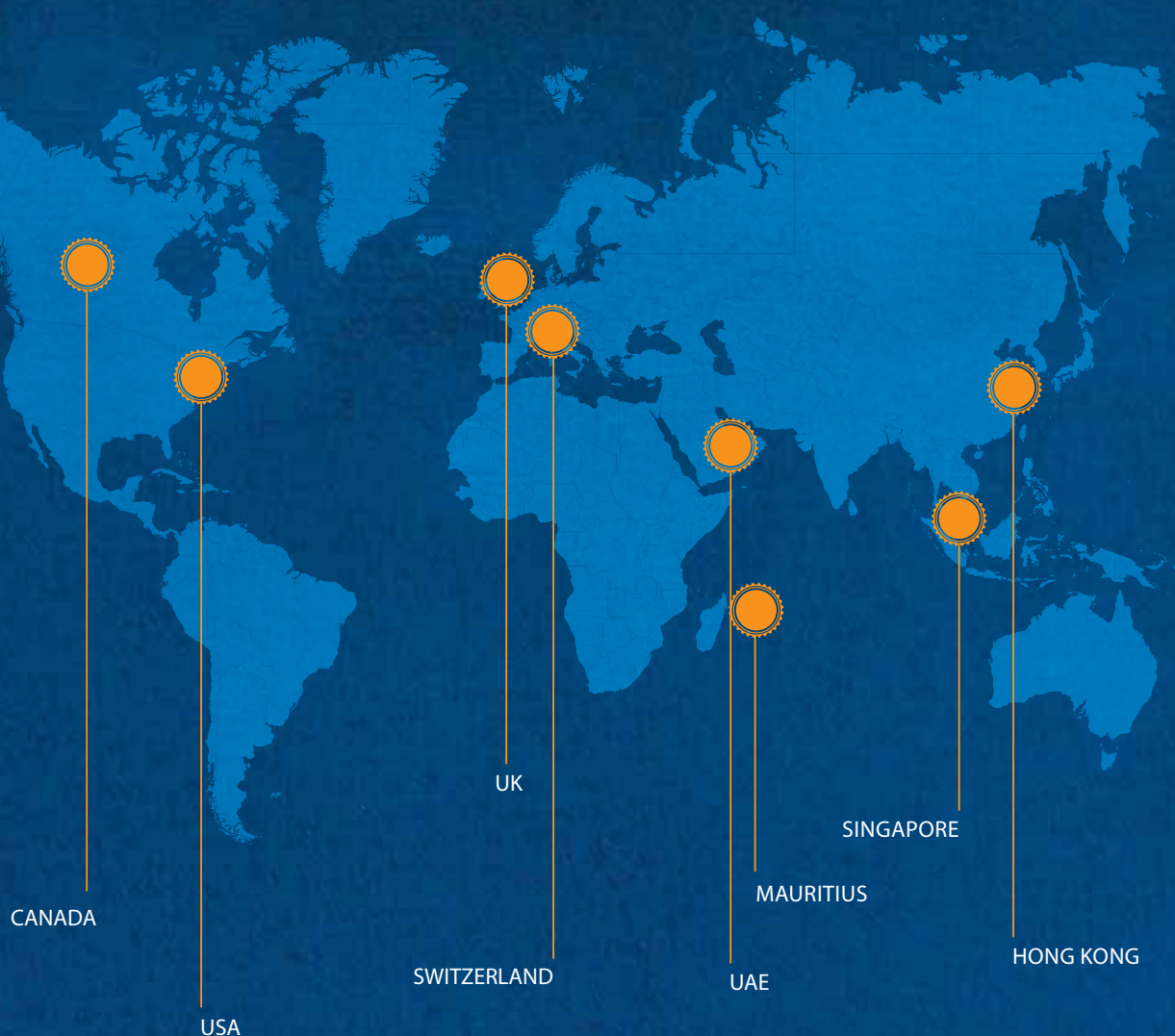
Income ₹ 8.4 billion  
Net Profit ₹ 2.2 billion



# Global presence

Our international subsidiaries are governed by the respective global regulators including Financial Services Authority, UK; Securities Exchange Commission and Financial Industry Regulatory Authority, USA; Monetary Authority of Singapore; Dubai Financial Services Authority; Securities and Futures Commission, Hong Kong; and Financial Services Commission, Mauritius.

## International Subsidiaries' Locations



# What makes us unique: The extra edge

The Company's leadership in the financial services sector is a result of its differentiated approach and unique competitive advantages



## A fully comprehensive portfolio

- Multiple business streams across all segments of financial services
- Wide range of tailored products and services catering to all classes of customers
- Constant development to meet evolving requirements



## A digitised organisation

- Latest digital technology employed across the organisation
- Processes digitised, simplified and streamlined to provide better service to customers, enhance productivity and reduce costs
- Automated solutions incorporated for creating a differentiated, customised and delightful customer experience
- Open platforms used to integrate and leverage best in-class technologies, facilitating seamless integration with technology partners such as research agencies and cloud service providers





## Customers at the core

- Customer centricity is the foundation of our business
- Requirements of diverse customer segments are addressed with innovative products and services
- Efficient customer service provided throughout the product lifecycle



## Superior performance

- Commitment to foster a deep relationship of trust with our customers
- Integration of valuable insights into the solutions we offer to fulfil investment objectives
- Delivery of a higher performance and management of risk in customers' portfolios by combining technology and teamwork



## Global and domestic footprint

- Wide domestic network as well as global penetration to improve accessibility
- Expertise in local markets, industries and regulatory dynamics
- Serving clients in 9 countries across the globe
- Domestic presence spans ~600 cities across 25 states



## Extraordinary talent and expertise

- Professionally qualified, talented and motivated team of hardworking employees
- Experienced management personnel with deep understanding of business and relevant domain expertise



## Best practices through good corporate governance

- Established best practices in corporate governance facilitating effective management and control of business
- Strong business ethics imbibed across levels
- Clear allocation of responsibilities, well-developed management structure, internal control and ownership
- Highly experienced Board of Directors, providing valuable guidance to the organisation

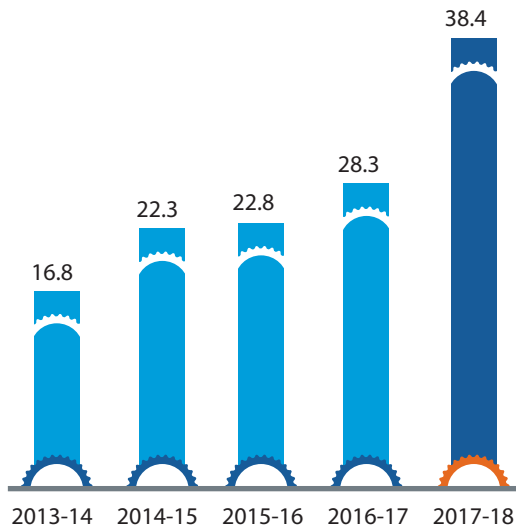


## Strong risk culture

- Prudent risk management structure to create and protect value for customers in a consistent manner
- Risk management framework based on a clear understanding of various risks, disciplined risk assessment and continuous monitoring
- Internal Audit activities carried out regularly to keep risks under control
- Maintenance of capital adequacy to withstand unexpected events

# Delivering value through strong fiscal prudence

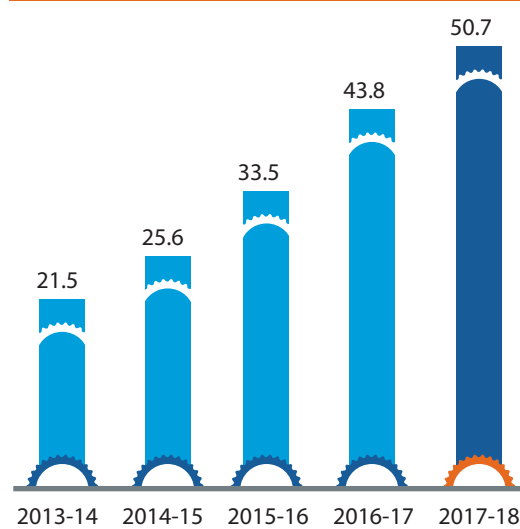
Income\* (₹ billion)



YoY Growth FY17-18: **36%**  
5 Years CAGR: **23%**

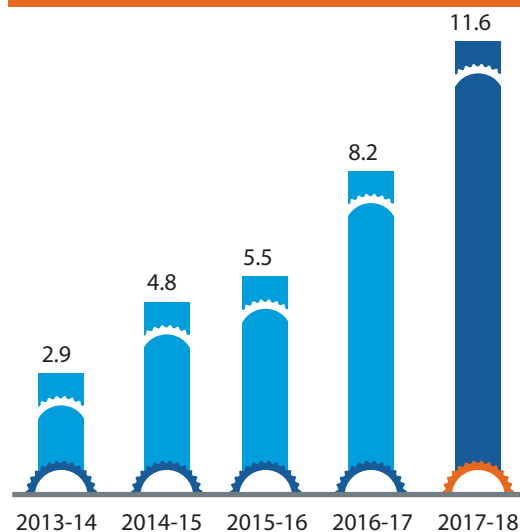
\*Net of interest expense

Net Worth (₹ billion)



YoY Growth FY17-18: **16%**  
5 Years CAGR: **24%**

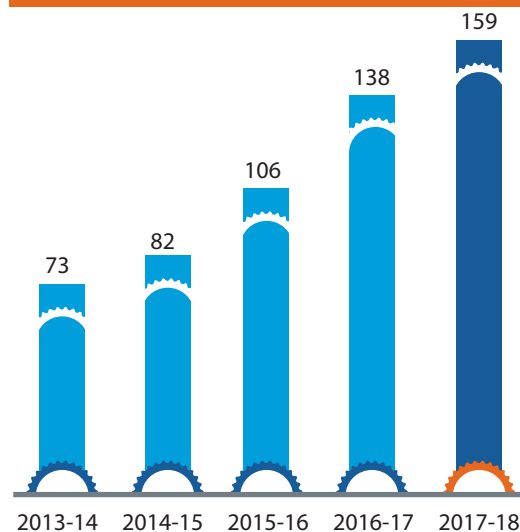
Net Profit (₹ billion)



YoY Growth FY17-18: **41%**  
5 Years CAGR: **41%**

\*Pre-minority

Book Value per Share (₹)



YoY Growth FY17-18: **15%**  
5 Years CAGR: **21%**