

IIFL WEALTH AND ASSET MANAGEMENT

Investor Presentation - Quarterly & Full year
FY22 Performance Update



CONSOLIDATED BUSINESS SUMMARY

BUSINESS SNAPSHOT

Wealth Management

INR 206k cr / \$27bn* AUM

INR ~19.5K Net New Flows in FY22

INR 1,038 cr / \$134* mn

Revenue in FY 22

6,800+ Relevant Families

Distribution, Brokerage, Advisory,
Lending & Estate planning



Asset Management

INR 55k cr / \$7bn* AUM

INR ~12k Net New Flows in FY22

INR 360 cr / \$46 mn*

Revenue in FY 22

~165k Folios

AIF, PMS and Mutual Funds



57%

Avg ARR AUM
growth (FY22)

51%

Cost to income ratio
FY22



56%

ARR Revenue growth
(FY22)

25%

Return on tangible equity
FY22



53%

Operating Revenue
growth (FY22)

100+

Avg count of Families
managed per TL (FY22)



63bps

Revenue / Avg. AUM
(FY22)

60 | 167

Team Leaders &
Relationship managers
(FY22)

KEY FINANCIAL HIGHLIGHTS

AUM

- Total AUM² is up 26.4% for FY22 to Rs 2,61,745 Crs
- Continued focus on ARR assets –increase of 41.6% YoY, and 3.9% QoQ to Rs 1,44,432 Crs
- Net flows² are Rs 31,422 Crs for FY22 and Rs 7,036 Crs for Q4 FY22

Revenues

- Total Revenues are up 45.8% for FY22 at 1,536 Crs, and up 7.0% QoQ and 56.6% YoY to Rs 449 Crs
- Revenue from Operations up 12.0% QoQ and up 59.2% YoY to Rs 423 Crs
- ARR Revenues up 3.0% QoQ and up 56.9% YoY to 252 Crs

Cost

- Total Costs are up 38.1% for FY22 at Rs 784 Crs, and up 5.8% QoQ and 54.4% YoY to Rs 235 Crs
- Total Employee Costs up 4.2% QoQ to 178 Crs
- Administrative Costs are up 11.2% QoQ to Rs 57 Crs
- Cost to income Ratio decreased to 52.3% from 52.9% QoQ, and was at 51.1% for FY22

Profitability

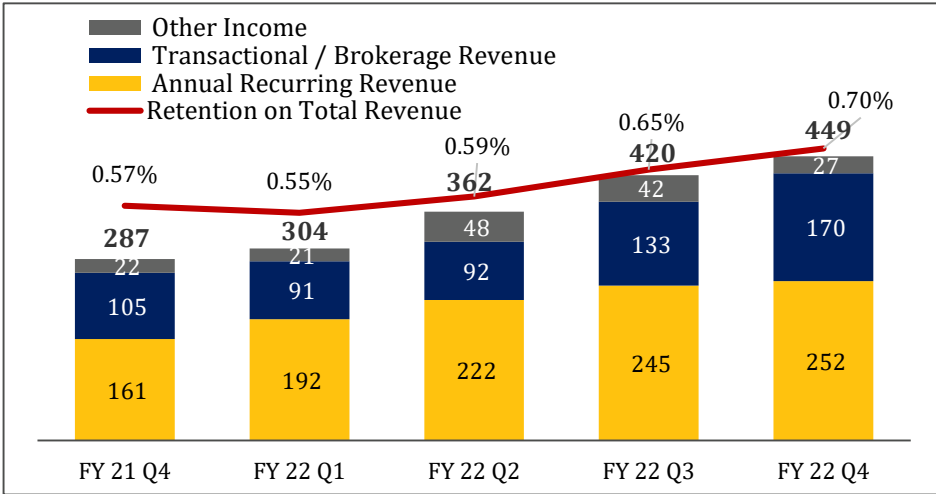
- Operating Profits (OPBT) is up 76.7% for FY22 at Rs 614 Crs, and up 20.8% QoQ and 65.7% YoY to Rs 188 Crs
- PBT increased 8.3% QoQ to Rs 214 Crs
- PAT increased 8.4% QoQ to Rs 168 Crs, and 57.5% for FY22 to Rs 582 Crs
- Tangible RoE¹ for Q4 FY22 is at 28.1%, and 24.7% for the full year FY22

CONSOLIDATED BUSINESS SUMMARY

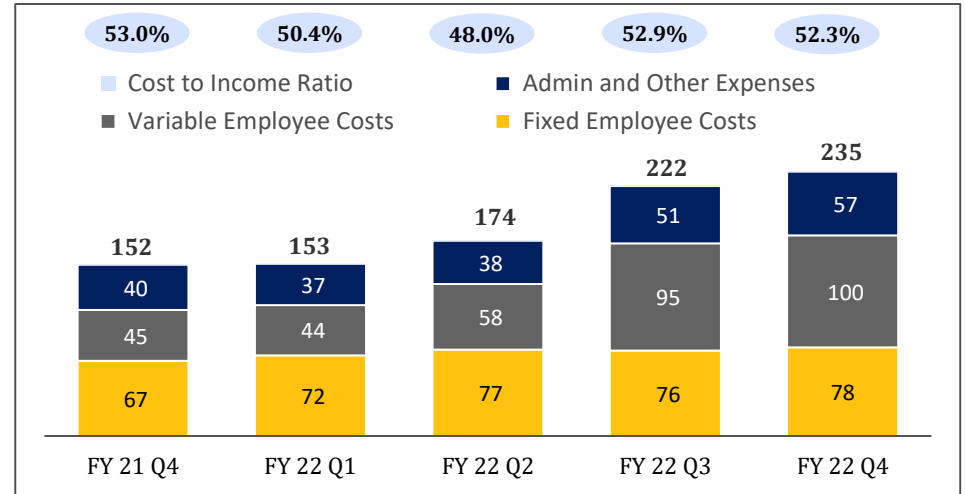
INR Cr	Q3 FY 22	Q4 FY 22	QoQ	Q4 FY 21	YoY	FY 21	FY 22	%
Closing AUM								
<i>Annual Recurring Revenue Assets</i>	1,38,946	1,44,432	3.9%	1,01,969	41.7%	1,01,969	1,44,432	41.6%
<i>Transactional / Brkg Revenue Assets</i>	1,23,834	1,17,313	-5.3%	1,05,074	11.7%	1,05,074	1,17,313	11.6%
Total AUM	2,62,780	2,61,745	-0.4%	2,07,044	26.5%	2,07,044	2,61,745	26.4%
Revenues & Retention								
<i>Annual Recurring Revenues</i>	245	252	3.0%	161	56.9%	583	912	56.4%
<i>Transactional / Brokerage Revenue</i>	133	170	28.6%	105	62.7%	333	486	46.2%
Total Revenue from Operations	378	422	12.0%	266	59.2%	916	1,398	52.7%
<i>Other Income</i>	42	27	-37.5%	22	24.0%	137	137	0.0%
Total Revenue	420	449	7.0%	287	56.6%	1,053	1,535	45.8%
<i>Average Annual Recurring Assets</i>	1,32,714	1,37,170	3.4%	95,745	43.5%	79,792	1,25,416	57.2%
Total Average Assets	2,56,937	2,57,743	0.3%	2,01,510	28.0%	1,84,650	2,44,764	32.6%
Retention on ARR Assets	0.74%	0.74%		0.67%		0.73%	0.73%	
Total Retention	0.65%	0.70%		0.57%		0.57%	0.63%	
Costs	222	235	5.8%	152	54.4%	568	784	38.1%
<i>Employee Costs</i>	171	178	4.2%	112	59.0%	417	602	44.1%
<i>Fixed Employee Costs</i>	76	79	3.9%	67	18.0%	261	304	16.2%
<i>Variable Employee Costs</i>	89	93	4.8%	39	138.8%	111	267	141.5%
<i>Employee ESOP Costs</i>	6	6	-0.9%	6	-0.3%	45	30	-33.1%
<i>Admin and Other Expenses</i>	51	57	11.3%	40	41.6%	150	183	21.3%
Profit Metrics								
<i>Operating Profit before Taxes (OPBT)</i>	155	188	20.8%	113	65.7%	348	614	76.7%
<i>Profit before Taxes (PBT)</i>	198	214	8.4%	135	58.9%	485	751	55.0%
<i>Profit After Tax (PAT)</i>	155	168	8.3%	103	63.7%	369	582	57.5%
Cost to Income Ratio	52.9%	52.3%		53.0%		53.9%	51.1%	
ROE	21.9%	23.1%		14.2%		12.5%	20.2%	
ROE Ex Goodwill & Intangibles	26.9%	28.1%		17.3%		15.0%	24.7%	

KEY METRICS SUMMARY

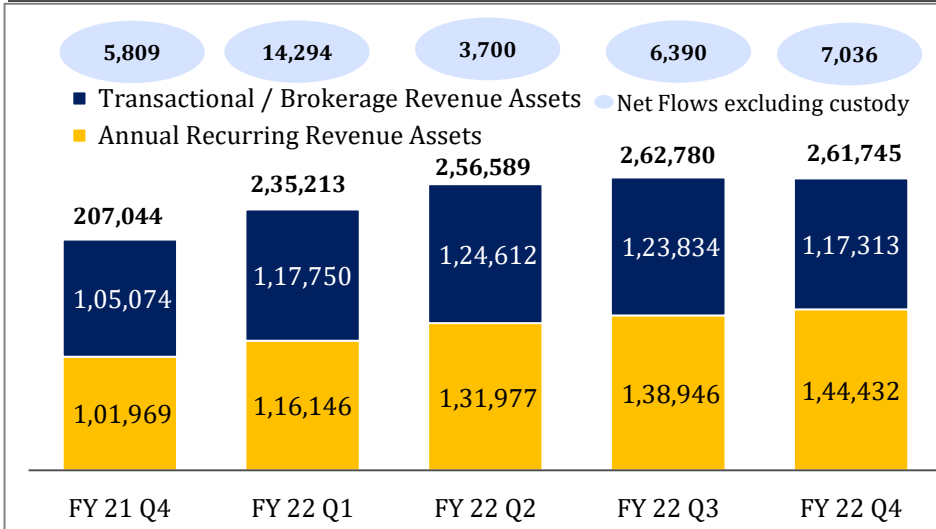
Total Revenues (Rs. Cr.) & Retentions (%) QoQ



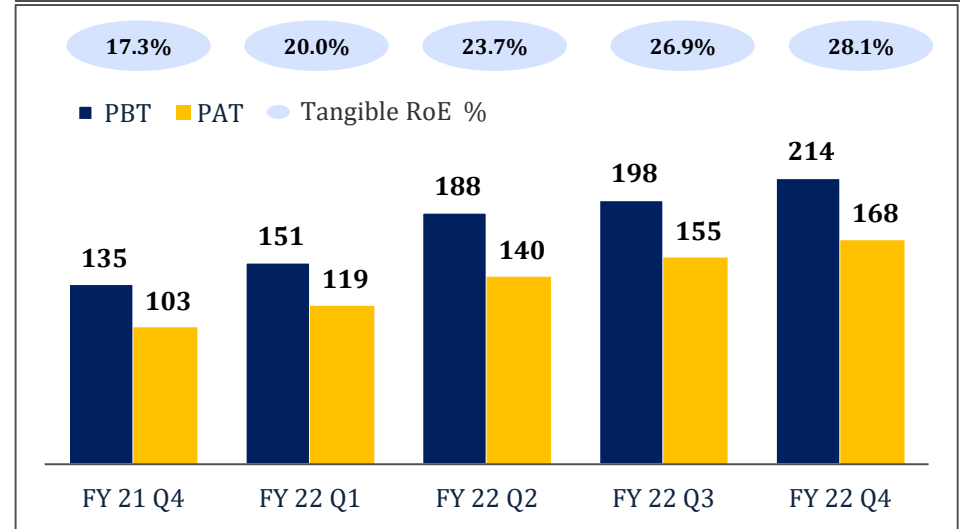
Cost Mix (Rs. Cr.)



Total Assets Under Management (Rs. Cr.)



Profitability (Rs. Cr.)



SEGMENTAL BUSINESS SUMMARY

SEGMENTAL BUSINESS SNAPSHOT - QUARTERLY

Particulars	AUM		NET FLOWS			REVENUE FROM OPERATIONS			RETENTION		
	Q3 FY 22	Q4 FY 22	Q3 FY 22	Q4 FY 22	FY 22	Q3 FY 22	Q4 FY 22	FY 22	Q3 FY 22	Q4 FY 22	FY 22
Wealth Management	2,07,032	2,06,170	2,829	5,263	19,464	278	320	1,038	0.54%	0.63%	0.53%
Asset Management	55,748	55,574	3,562	1,774	11,957	100	103	360	0.76%	0.75%	0.73%
Totals	2,62,780	2,61,745	6,390	7,036	31,422	378	423	1,398	0.59%	0.66%	0.57%
Custody : Promoter Holding	66,041	65,493	441	5,740	10,039	-	-	-			
Grand Total	3,28,821	3,27,237	6,832	12,776	41,460	378	423	1,398			

WEALTH MANAGEMENT	Q3 FY 22	Q4 FY 22	FY 22	ASSET MANAGEMENT	Q3 FY 22	Q4 FY 22	FY 22
Revenue from Operations	278	320	1,038	Revenue from Operations	100	103	360
<i>ARR Revenue</i>	<i>145</i>	<i>149</i>	<i>553</i>	<i>ARR Revenue</i>	<i>100</i>	<i>103</i>	<i>359</i>
<i>TBR Revenue</i>	<i>133</i>	<i>170</i>	<i>485</i>	<i>TBR Revenue</i>	<i>-</i>	<i>-</i>	<i>1</i>
Other Income	34	21	112	Other Income	8	5	26
Cost	176	188	613	Cost	46	47	171
Profit before tax	136	153	537	Profit before tax	62	62	215

SEGMENTAL BUSINESS SNAPSHOT - YEARLY

Particulars	AUM			NET FLOWS			REVENUE FROM OPERATIONS			RETENTION		
	FY 21	FY 22	%	FY 21	FY 22	%	FY 21	FY 22	%	FY 21	FY 22	+/-
Wealth Management	1,69,672	2,06,170	21.5%	15,138	19,464	28.6%	718	1,038	44.6%	0.46%	0.53%	0.07%
Asset Management	37,372	55,574	48.7%	8,957	11,957	33.5%	198	360	81.8%	0.70%	0.73%	0.03%
Totals	2,07,044	2,61,745	26.4%	24,096	31,422	30.4%	915	1,398	52.8%	0.50%	0.57%	0.07%
Custody : Promoter Holding	39,039	65,493	67.8%	-2,498	10,039	-	-	-	-			
Grand Total	2,46,083	3,27,237	33.0%	21,597	41,460	92.0%	915	1,398	52.8%			

WEALTH MANAGEMENT	FY 21	FY 22
Revenue from Operations	718	1,038
<i>ARR Revenue</i>	385	553
<i>TBR Revenue</i>	333	485
Other Income	115	112
Cost	447	613
Profit before tax	386	537

ASSET MANAGEMENT	FY 21	FY 22
Revenue from Operations	198	360
<i>ARR Revenue</i>	198	359
<i>TBR Revenue</i>	-	1
Other Income	22	26
Cost	121	171
Profit before tax	99	215

SEGMENTAL SNAPSHOT - WEALTH MANAGEMENT (PRODUCTS)

WEALTH MANAGEMENT	AUM		NET FLOWS			REVENUE FROM OPERATIONS			RETENTION		
	Q3 FY 22	Q4 FY 22	Q3 FY 22	Q4 FY 22	FY 22	Q3 FY 22	Q4 FY 22	FY 22	Q3 FY 22	Q4 FY 22	FY 22
TOTAL	2,07,032	2,06,170	2,829	5,263	19,464	278	320	1,038	0.54%	0.63%	0.53%
IIFL One	31,282	32,724	82	1,542	3,485	23	23	90	0.34%	0.33%	0.33%
<i>Discretionary PMS</i>	10,090	10,677				13	11	50	0.51%	0.46%	0.49%
<i>Non Discretionary PMS</i>	14,875	15,146				9	10	36	0.32%	0.34%	0.33%
<i>Advisory</i>	6,318	6,901				1	2	5	0.08%	0.11%	0.08%
Distribution Assets Earning Trail Fees	47,766	51,815	3,274	5,945	15,788	63	69	242	0.52%	0.55%	0.54%
<i>Mutual Funds</i>	32,338	32,601				34	34	126	0.41%	0.41%	0.40%
<i>Managed Accounts</i>	15,428	19,214				30	35	117	0.79%	0.81%	0.88%
Net Interest Margin on Loans¹	4,151	4,318	593	167	760	59	58	221	5.01%	5.68%	5.28%
Brokerage Income	1,02,596	99,856	-142	458	6,296	133	170	485	0.52%	0.67%	0.49%
<i>Direct Stocks</i>	53,874	53,527									
<i>Debt Instruments & Bonds</i>	29,890	29,198									
<i>Mutual Funds Direct</i>	18,832	17,131									
Distribution Assets Not Earning Trail Fees	21,237	17,458	-977	-2,849	-6,865						
<i>Mutual Fund where upfront fees received earlier</i>	911	0									
<i>Managed Accounts where upfront fees received earlier</i>	20,327	17,458									

SEGMENTAL SNAPSHOT - WEALTH MANAGEMENT (ASSET CLASS)

WEALTH MANAGEMENT	AUM		NET FLOWS	
	Q3 FY 22	Q4 FY 22	Q3 FY 22	Q4 FY 22
TOTAL¹	2,02,881	2,01,852	2,236	5,095
<i>Equity</i>	1,10,343	1,09,864	4,560	5,169
<i>Debt</i>	92,538	91,989	-2,324	-74
<i>- Long Term</i>	63,067	64,012	564	579
<i>- Short Term</i>	13,159	12,372	-362	-731
<i>- Liquid and Cash Equivalentents</i>	16,312	15,605	-2,526	79

SEGMENTAL SNAPSHOT - ASSET MANAGEMENT

ASSET MANAGEMENT	AUM		NET FLOWS			REVENUE FROM OPERATIONS			RETENTION		
	Q3 FY 22	Q4 FY 22	Q3 FY 22	Q4 FY 22	FY 22	Q3 FY 22	Q4 FY 22	FY 22	Q3 FY 22	Q4 FY 22	FY 22
TOTAL	55,748	55,574	3,562	1,774	11,957	100	103	360	0.76%	0.75%	0.73%
Discretionary Portfolio Manager	18,786	18,505	2,205	191	4,816	20	28	83	0.49%	0.61%	0.53%
<i>Listed Equity - Standardized Strategies</i>	5,442	5,507				14	11	47	1.02%	0.82%	0.91%
<i>Listed Equity - Institutional Mandates</i>	13,344	12,998				6	17	36	0.23%	0.52%	0.34%
Alternate Investment Manager	32,666	32,550	571	1,254	5,555	75	71	261	0.95%	0.87%	0.87%
<i>Listed Equity</i>	3,709	3,489				10	9	37	1.04%	0.96%	0.99%
<i>Private Equity</i>	22,307	22,057				54	50	179	1.01%	0.92%	0.91%
<i>Credit & Real Estate Strategies</i>	5,071	5,450				8	8	30	0.62%	0.62%	0.59%
<i>Long Short Strategies</i>	1,579	1,553				4	4	15	0.92%	0.95%	0.96%
Mutual Fund Manager	4,295	4,519	786	328	1,586	4	4	15	0.43%	0.39%	0.43%
<i>Listed Equity</i>	2,739	2,930				4	4	13	0.56%	0.53%	0.56%
<i>Debt</i>	722	689				0	0	1	0.16%	0.16%	0.16%
<i>Liquid Funds</i>	835	900				0	0	0	0.11%	0.11%	0.11%
Performance Fee						0	0	1			

SEGMENTAL SNAPSHOT - ASSET MANAGEMENT (STRATEGY)

ASSET MANAGEMENT	AUM		NET FLOWS	
	Q3 FY 22	Q4 FY 22	Q3 FY 22	Q4 FY 22
TOTAL	55,748	55,574	3,562	1,774
Listed Equity	25,234	24,924	2,230	466
Private Equity	22,307	22,057	847	834
Credit Strategies	3,092	3,614	827	514
Real Estate Strategies	3,536	3,425	-352	-42
Long Short Strategies	1,579	1,553	9	2

ANNUAL STRATEGY UPDATE



WINNING STRATEGIES... DELIVERING TO CLIENTS & ALL STAKEHOLDERS...

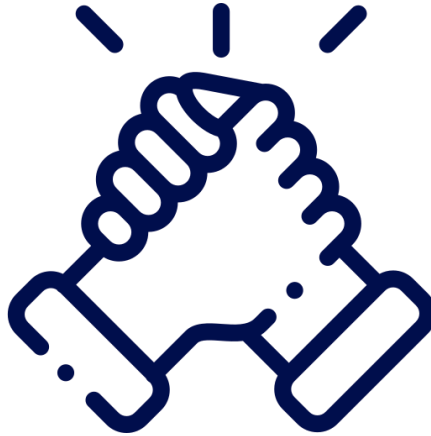
GROWTH

- Large market opportunity
- Nascent alternates landscape
- Mid-market segment potential



RESILIENCE

- Market leadership position
- Transition to recurring revenues
- High client stickiness and employee retention



AGILITY

- Differentiated proposition
- Best-in-class platform and sustained innovation on products
- Digital push & embedded intelligence



MULTIPLE LEVERS FOR GROWTH AND SUSTAINED VALUE CREATION

ANNUAL STRATEGY UPDATE

GROWTH

MACROECONOMIC TAILWINDS IN INDIA WITH GROWING WEALTH AND FINANCIALIZATION OF SAVINGS

FAVOURABLE DEMOGRAPHICS

450mm Working population

850mm Population aged <34 yrs

78% Literacy rate



RISING AFFLUENCE

12th largest market by HNI population

13% CAGR in number of millionaires
(2020-25E)

10% CAGR in wealth per adult
(2020-25E)

FINANCIALIZATION OF SAVINGS

INR 465 tn Total individual wealth as
of FY20

56% savings in financial assets in FY20

63% savings in financial assets in FY25E

RISING ENTREPRENEURSHIP

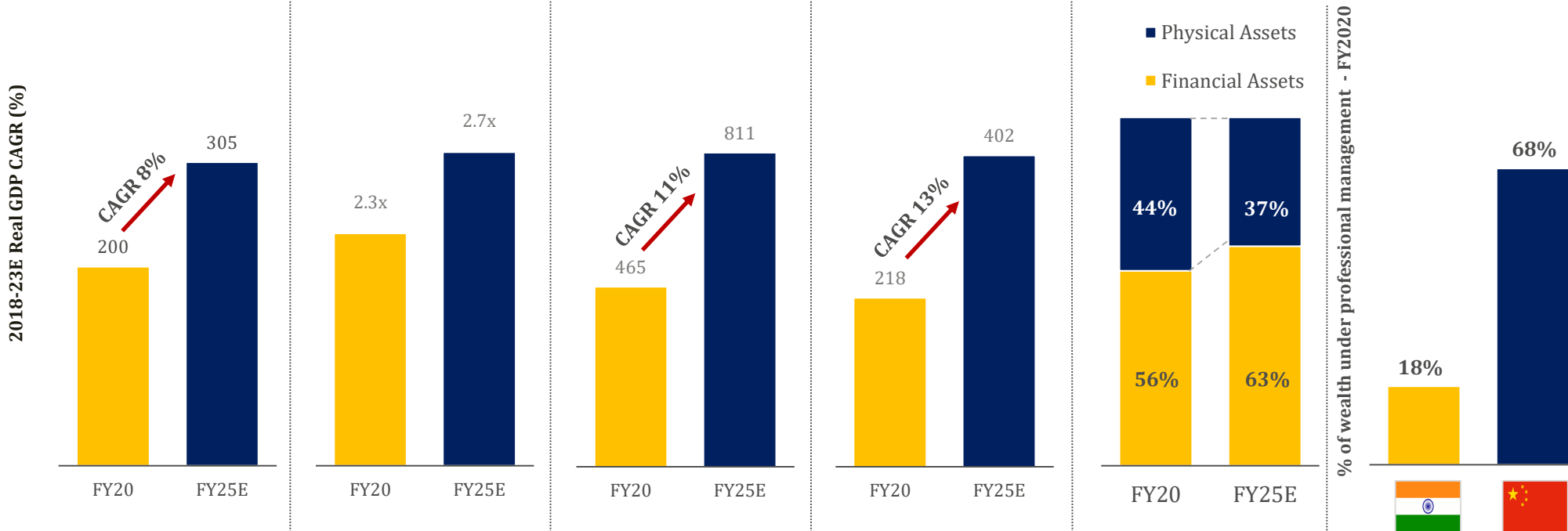
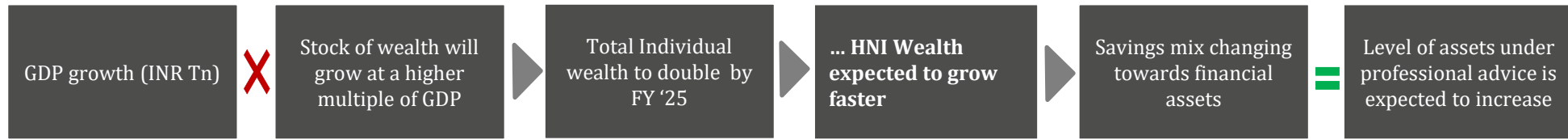
3rd highest no. of unicorns globally

278k+ HNIs as of 2020

Asset monetizations

Shift to second generation

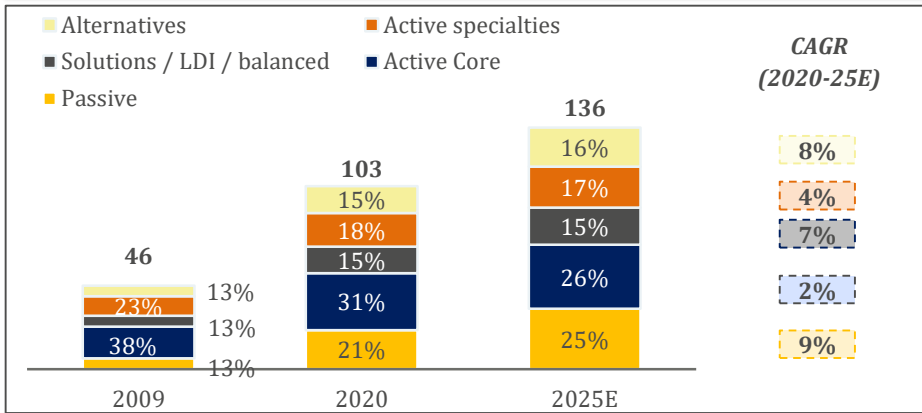
WEALTH MANAGEMENT LANDSCAPE TO CONTINUE GROWTH AT RECORD PACE



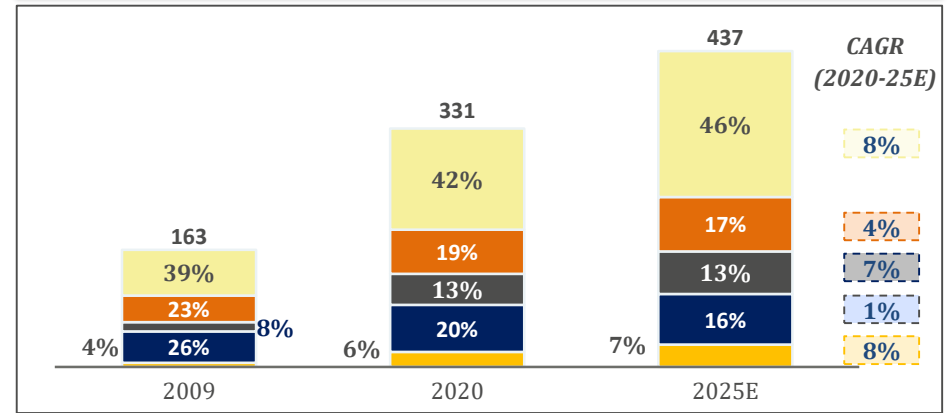
- UHNI/HNI segment expected to grow at a fast pace, with sustained Monetization events & Large net new flows
 - Tier 2 / 3 cities increasing in attractiveness – Strong geographic coverage critical for growth

EXPANSION IN ALTERNATE ASSETS GLOBALLY WILL PERCOLATE TO INDIA SIGNIFICANTLY

Global AUM split by product (\$tn)

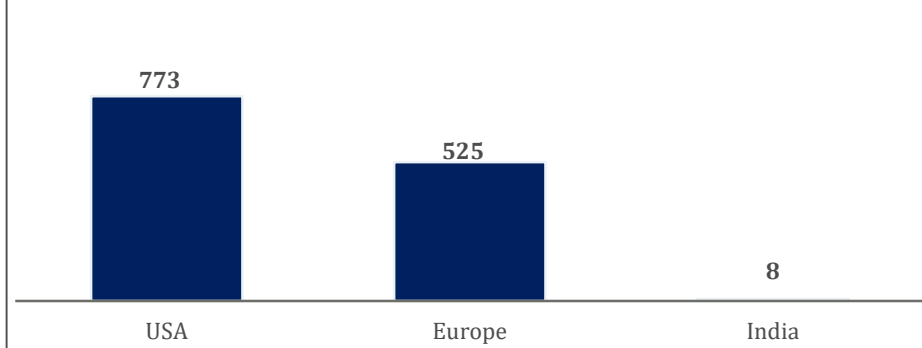


Global Revenue split by product (\$bn)



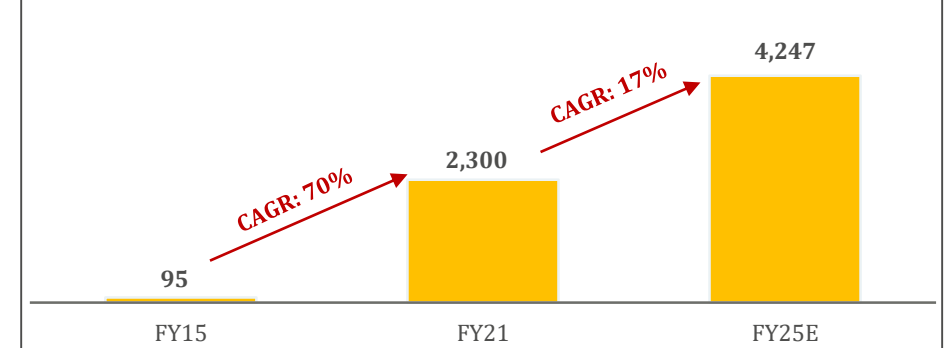
Alternates space is relatively nascent in India...

Size of Alternates market - 2021 (INR Tn)



...but has already demonstrated significant growth

Indian AIF market (INR Bn)



Alternative assets are expected to contribute to 46% of overall revenue earned from global asset management in 2025 while being only 16% of the AUM

IIFLWAM UNIQUE POSITIONING - ALIGNED WITH KEY LEVERS FOR GROWTH

In-depth understanding of diverse needs of different Client Segments

- Deep relationships across first generation entrepreneurs, large family run business owners, senior professionals, family offices, endowments & institutions, non-residents, & others
- Expertise on comprehensive wealth & alternates platform

**Increasing Client size +
Vintage of existing Clients
= Increase in Wallet Share**

Expertise in managing large liquidity events

- Business and client intelligence engines, allowing for proactive tracking and engagement
- Ability to address diverse investment needs, with a focus on process as opposed to product
- Strong circle of influence through existing client network

**Number of millionaires in
India expected to increase
at a 13% CAGR over 2020-
2025E**

Strong geographic presence for tier 2/3 coverage

- Monetization of businesses by new age entrepreneurs has resulted in tremendous wealth creation, specifically in Tier 2 and 3 cities
- Strong coverage for IIFL Wealth through a hub & spoke model
- Immense opportunity for deeper asset management penetration

**>45% of HNI financial
assets outside top 4 cities;
>25% outside top 10 cities**

Mid-market expansion opportunity

- Expansion of target client base to individuals with 5-15 Crs of investible surplus
- Significant and growing unaddressed market potential
- Ability to leverage current proposition & platform to offer a differentiated, digital-first solution

**Accounts for 25-30% of
total individual wealth,
with similar growth as
UHNI segment**

ANNUAL STRATEGY UPDATE

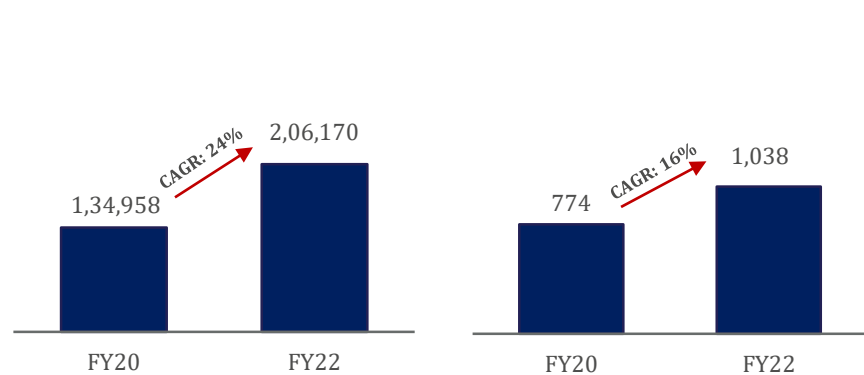
RESILIENCE

LEADERSHIP POSITION - DRIVING PROFITABLE GROWTH, AT SCALE

Largest independent wealth manager...

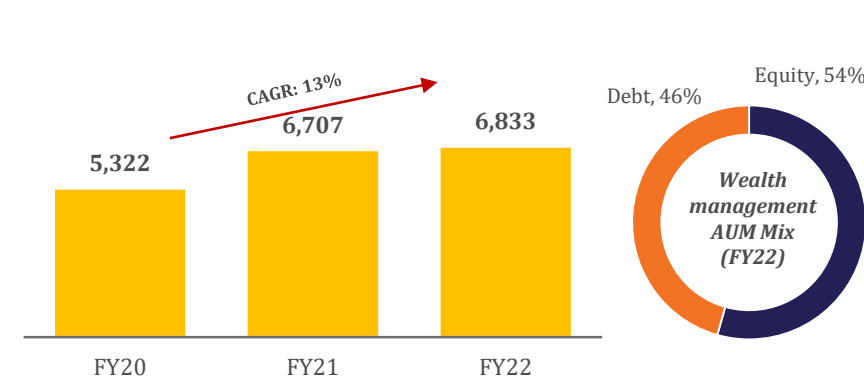
Total WM AUM (INR cr)

WM Revenue (INR cr)



Large & fast growing client base, with a stable Debt Equity mix

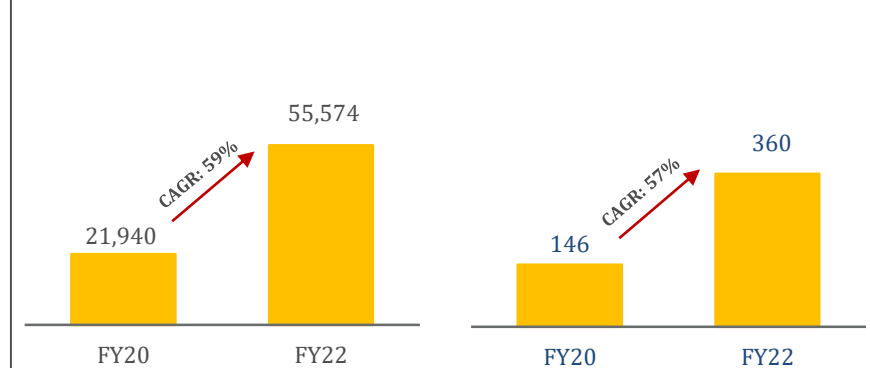
Count of Relevant Families



...as well as one of the largest alternative assets manager

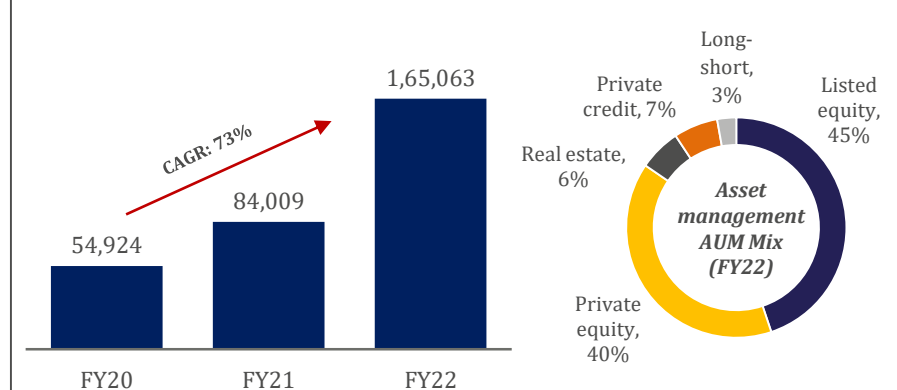
Total AM AUM (INR cr)

AM Revenue (INR cr)



Rapid growth in investor base, diversified across strategies

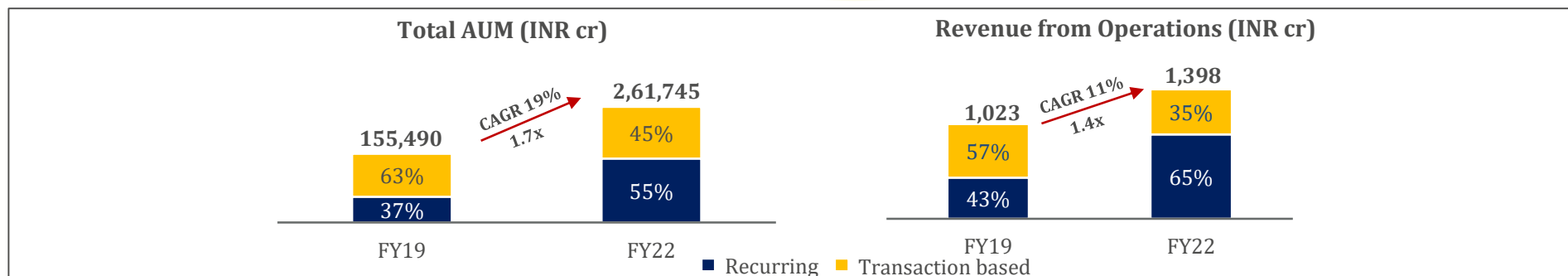
Count of AMC Folios



RECURRING REVENUE WITH SUSTAINED PROFITABILITY AND HIGH RETENTIONS

Successful change in business strategy from FY19 towards recurring revenue model to align client interests

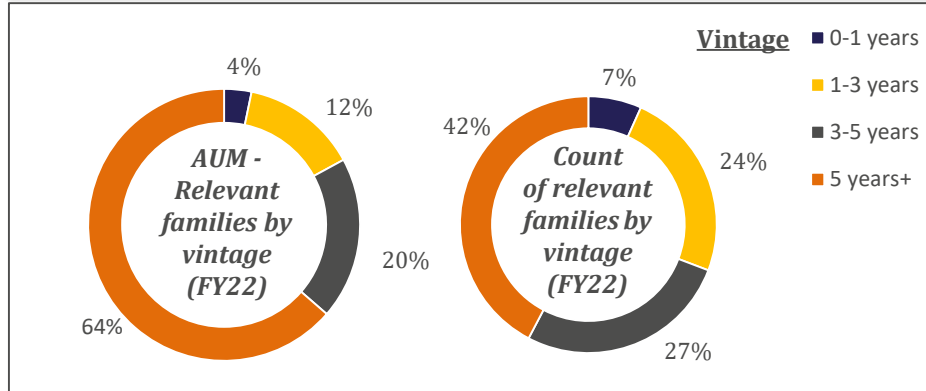
Strategy enablers		Strong growth in AUM (INR cr)	Strong growth in ARR Revenues (INR cr)
IIFL One	<input checked="" type="checkbox"/> Pioneer in advisory model	8,714 FY19 → CAGR: 55% → 32,724 FY22	15 FY19 → CAGR: 84% → 90 FY22
Shift to trail model in distribution	<input checked="" type="checkbox"/> Industry leader in transition to trail earning distribution model	23,985 FY19 → CAGR: 29% → 51,815 FY22	127 FY19 → CAGR: 24% → 242 FY22
Diversification of AMC strategies	<input checked="" type="checkbox"/> Listed and unlisted equities continue to see strong momentum	20,773 FY19 → CAGR: 39% → 55,574 FY22	80 FY19 → CAGR: 65% → 360 FY22
Lending	<input checked="" type="checkbox"/> Lending solutions	4,318 FY22	Net interest margin (FY22) 5.3%



Additionally, diversified portfolio allocation (60% equities / 40% debt) and multiple asset management strategies provides natural diversification and contributes to overall resilience

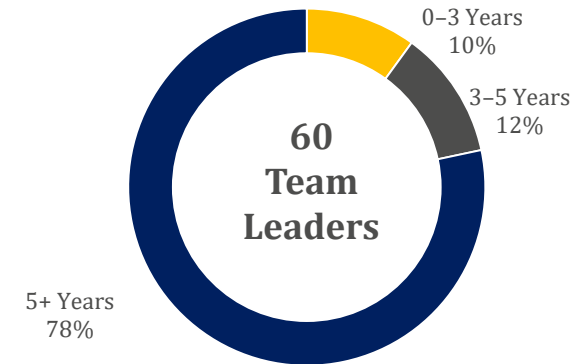
ENTREPRENEURIAL CULTURE AND STRONG FOCUS ON CLIENT CONTINUITY = ABILITY TO ATTRACT, RETAIN AND GROW TALENT

Long-tenured client base...

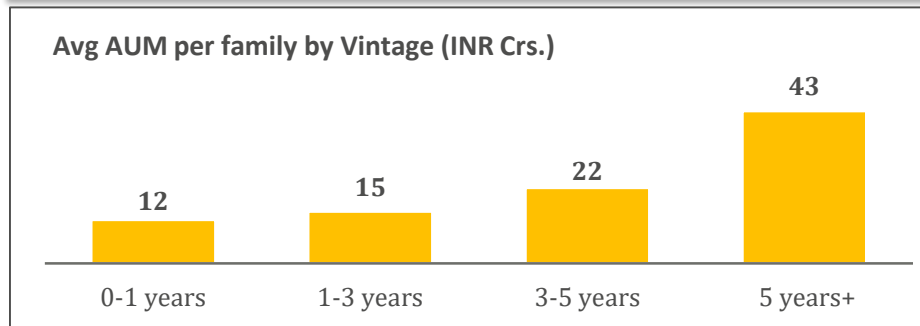


...resulting in robust employee metrics

Team leader split by tenure (FY22)



...resulting in continuous net flows from existing clients



78% team leaders have tenure of more than 5 years

227
Number of RMs
(incl. 60 team leaders)

37
Number of investment team
members in the AMC
business

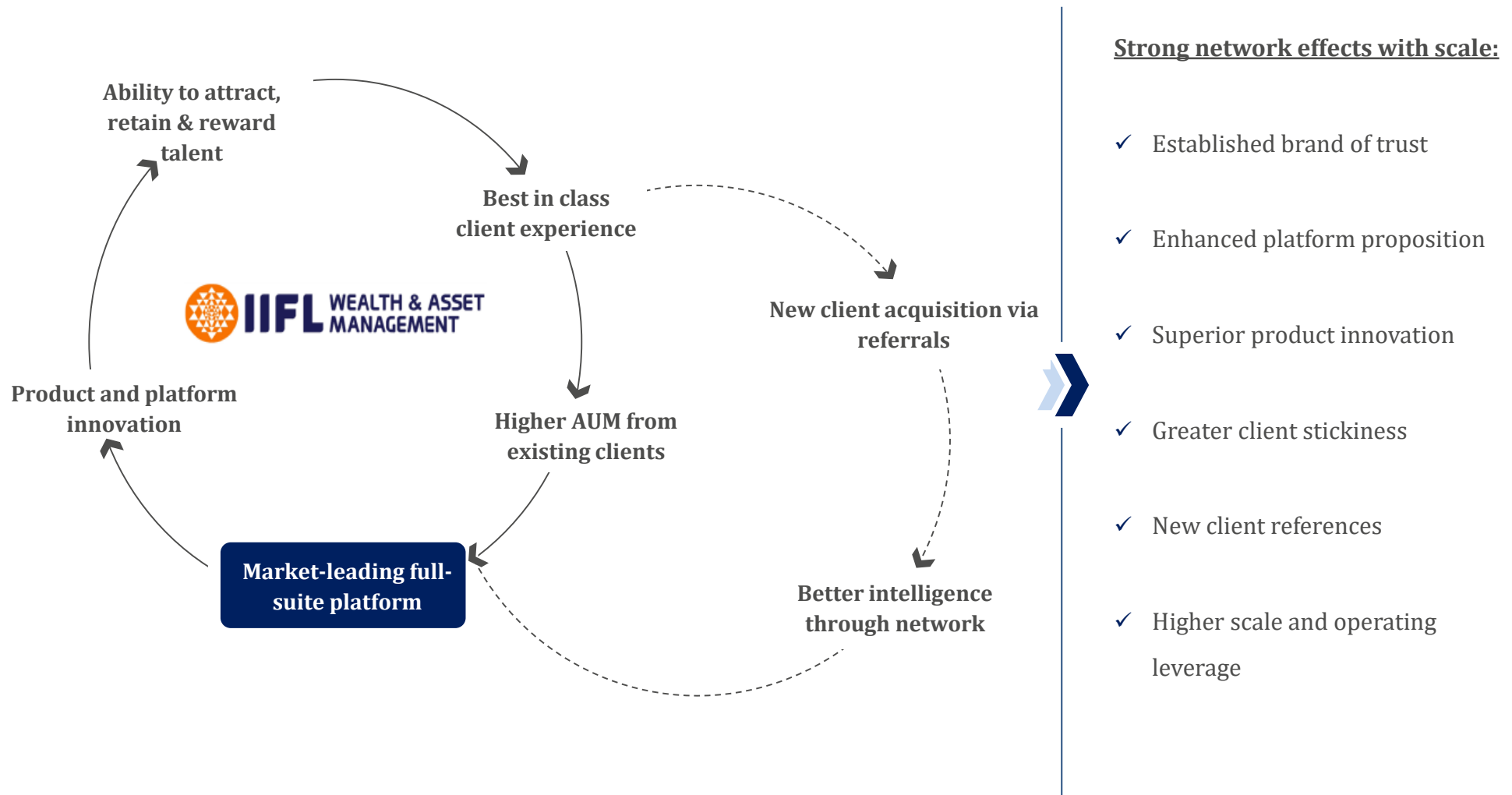
~2%
Client Attrition*

~1%
AUM Loss

114
High productivity (Relevant
Families/ Team leader)

3,000+ Crs.
Average AUM per Team
leader

“CIRCLE OF INFLUENCE” DRIVES GROWTH AND SUPERIOR ECONOMICS



ANNUAL STRATEGY UPDATE

AGILITY

DIFFERENTIATED CUSTOMER PROPOSITION WITH HIGH CUSTOMER ENGAGEMENT

Differentiated propositions for the target customer segment with...

	CUSTOMER PROFILE	CUSTOMER GOAL	OUR PROPOSITION
Wealth	<ul style="list-style-type: none"> HNI & UHNIs with net worth > INR 25 Cr Typically, can be divided into <ul style="list-style-type: none"> ➢ First generation entrepreneurs ➢ Owners of large family run business ➢ Senior professionals (CXO) ➢ Family offices & institutions 	<ul style="list-style-type: none"> Wealth preservation and optimization Consistent returns above inflation Minimum volatility in returns Access to curated / innovative be-spoke offerings 	<ul style="list-style-type: none"> Standardized portfolio management approach and unwavering focus on process Multiple engagement and diversification across asset classes Preferential access for sourcing and customizing investments Open architecture model
Asset Management	<ul style="list-style-type: none"> HNI & UHNIs Global institutional investors, including endowment and pension funds Family offices 	<ul style="list-style-type: none"> Long term stable returns with alpha Access to niche market opportunities Curated, innovative strategies/solutions 	<ul style="list-style-type: none"> Diversified suite of be-spoke offerings across AIF, PMS and MFs Differentiated strategies across Asset classes to access unique growth opportunities - Listed equity, Private equity, Private credit, Real estate, Long-short Pool risk with the client (co-invest)

...multiple modes of engagement, at scale

 **Investment Advisor**
AUM (IIFL One): INR 32,724cr

 **Distributor**
AUM (Dist.): INR 69,273cr

 **Broker / Arranger**
AUM (Broking): INR 99,856cr

 **Lender**
AUM (Lending): INR 4,318cr

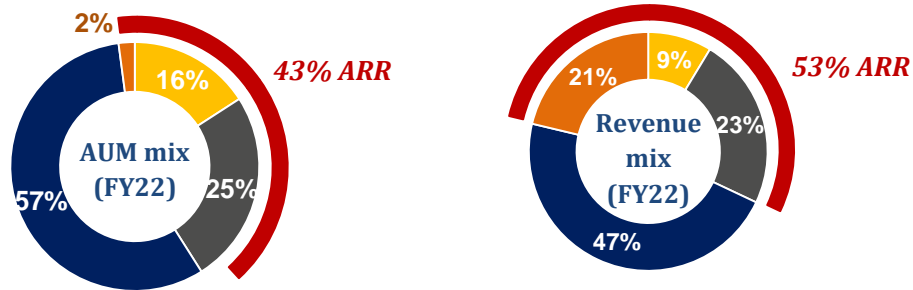
 **Alt. Investment Manager**
AUM (AIF): INR 32,550cr

 **Portfolio Manager**
AUM (PMS): INR 18,505cr

 **Mutual Fund Manager**
AUM (MFs): INR 4,519cr

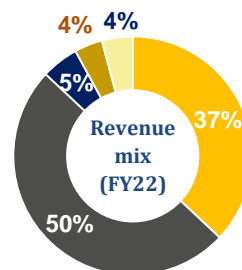
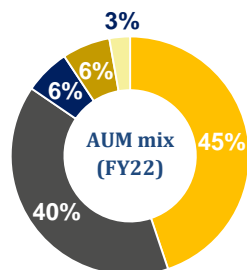
 **Depository Participant**
Services like share settlement

BEST IN CLASS WEALTH MANAGEMENT PLATFORM



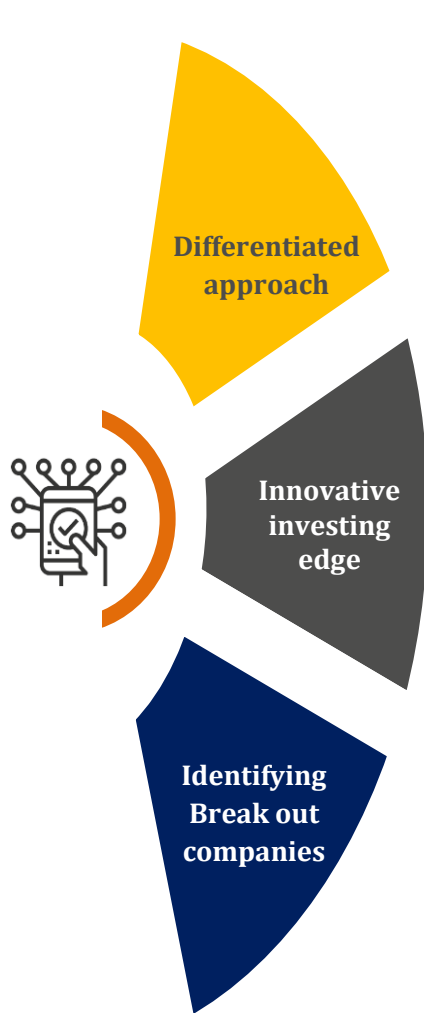
	IIFL One	Trail Commission Earning Assets	Lending Assets	Transactional / Brokerage
AUM (FY22)	INR 32,274 Cr	INR 51,815 Cr	INR 4,318 Cr	INR 117,313 Cr
Revenue (FY22)	INR 90 Cr	INR 242 Cr	INR 221 Cr	INR 485 Cr
Retention ratio (FY22 bps)	33	54	530	49
Key attributes	<ul style="list-style-type: none"> • Transparency with no conflict of Interest • All-in-fee structure • Offers three types of services: Discretionary PMS, Non-discretionary PMS and Advisory 	<ul style="list-style-type: none"> • Assets distributed on behalf of clients • Steady trail commissions • Includes distribution of mutual funds, AIF, PMS 	<ul style="list-style-type: none"> • Lending solutions for captive Wealth Clients • Estate and Succession planning • Captive lending and borrowing cohort 	<ul style="list-style-type: none"> • Transaction based one-time incomes • Includes brokerage for direct stocks, fixed Income and curated bespoke transactions

FULL-SERVICE ALTERNATE ASSET MANAGEMENT PLATFORM



	Listed equity	Private equity	Real estate	Private credit	Long-short
AUM (FY22)	INR 24,924 cr	INR 22,057 cr	INR 3,425 cr	INR 3,614 cr	INR 1,553 cr
Revenue (FY22)	INR 133 cr	INR 179 cr	INR 18 cr	INR 14 cr	INR 15 cr
Retention ratio (FY22 bps)	61	91	49	55	96
Key attributes	<ul style="list-style-type: none"> Invest in companies across the market cap spectrum through a combination of concentrated (15 – 20 stocks) and diversified (30 to 35 stocks) strategies 	<ul style="list-style-type: none"> Early stage investing through fund of fund structures Primarily focus on direct investments in mid to late-stage growth companies 	<ul style="list-style-type: none"> Debt oriented RE credit fund Yield Fund – Grade A assets, locations, tenants Equity platform fund for specific projects 	<ul style="list-style-type: none"> Performing credit strategy, positioned to generate high cash yields & optimal returns from illiquid credit Expertise in structuring, with a robust disciplined underwriting framework 	<ul style="list-style-type: none"> Long-short fund business invests in opportunities across pan-Asia in equities, and FIC Relative value style of investing focuses generating absolute return

CONTINUOUS FOCUS ON PRODUCT INNOVATION



- Deep products and research team on Wealth Management – one of the largest in the country
- Local expertise due to **ear-to-the-ground approach**
- Pioneering several industry first thematic funds (Pre-IPO Fund, Seed Fund)
- **Entrepreneurial edge, agility and speed of execution** of a boutique asset management business, while providing **corporate governance standards of a large corporation**
- **Combines unique strategies and an experienced investment team to target opportunities** of the rising Indian internet economy
- Innovative high yield structured debt **products e.g., G-Secs, REITs and high yield credit**
- Flexible investment stage **from late-stage investing to pre-IPO**
- Systematic landscape analysis, to **curate themes and identify opportunities across sub segments**
- Deep access to founders of marquee businesses **through investment team and IIFLWAM ecosystem**
- **Aims to provide** a platform to access best “breakout companies” from portfolios of top Indian VCs
- Diversified across high growth digital sectors like **edtech, medtech, fintech, ecommerce etc.** and across funds ensuring further diversification
- Investor is **primarily betting on the growth of the digital economy** rather than a single company or any particular VC

USING TECHNOLOGY TO EXECUTE TRANSFORMATIONAL CHANGES TO IMPROVE CLIENT EXPERIENCE AND ENHANCE RM PRODUCTIVITY

Digital transformation a key enabler for the wealth management business



Client service: Focus on building innovative tech-led solutions for better client experience



Relationship managers: Industry first integrated RM and SRM platform to enhance productivity and improve scale

Robust digital transformation plan with well-defined objectives and deliverables

Key Objectives



Modern and differentiated experience for clients



Enabling personalization of experience & deeper portfolio analysis



Fulfilment of new age requirements: Networking, net-worth consolidation, DIY & assisted journeys



Enabling RMs with insights to improve span of control and better consistency in client experience



Simplifying interactions, improving processes and enhanced customer experience for all touch points



Well-Defined Outputs

- Data led analytics / insights for personalization at scale
- Digital led interventions in key areas, incl. leads, account opening, transactions, client query mgmt.
- Integrated one-stop solution for RM journey
- Centralized data platform, embedding intelligence across all key processes
- New age website, apps and reporting platforms

OTHER UPDATES



CSR FY22 | IIFL WEALTH FOUNDATION... DELIVERING EXPONENTIAL IMPACT

We re-imagined traditional grant-giving and evolved a more catalytic approach with CSR funds deployed to generate a higher social return by unlocking further capital, recycling funds, and a strong focus on outcomes

We vetted and co-curated interventions that use innovative or blended finance approaches to maximize impact and enable a multiplier effect to every contribution

A few key programmes across India:



Employability Enhancement

- Outcome Based, Pay-for-Success, Co-Pay paradigm to provide best-in-class training & placement to 1027 underprivileged youth
- PAN India Placement. ~5000 people including family members impacted with upto 4X increase in family earnings after intervention



Innovation for Underserved

- Fintech Incubator: Transformational support to four inclusive lending start ups serving Low- & Middle-Income segments



Financial Inclusion

- Smart financing solution (zero-interest returnable grant) to provide cash flow and access to working capital for 750 women artisans who lacked financial footprint to afford loans from mainstream providers
- Capacity building training, access to raw materials and market linkages



Financial Inclusion

- Financial literacy program coupled with positive communication nudges, and incentives for on time repayment of loans and good credit behavior
- ~1500 bottom of the pyramid micro entrepreneurs and banking correspondents who showed good repayment behavior



Education

- **STEM:** Promote innovation mindset and 21st-century skills by upgrading and increasing access to quality learning. Setup of Tinkering Hubs/Labs for hands-on learning, upgrade teaching-learning and curriculum development. ~8,000 grade 6-12 students, 250 teachers, 40 government or low-income schools.
- **STEM:** Provide tech-enabled solutions and experiential classroom session to increase learning outcomes. 1500+ grade 5-10 students, 10 govt schools, 2 centers.
- **Early Grade Literacy:** Improve early language learning through enhanced community and parental engagement. ~10,000 grade 1,2,3 children, 124 government primary schools



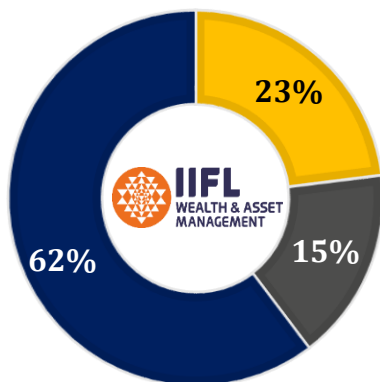
COVID Relief

- Long term solution: Vaccinated 26,316 at-risk micro entrepreneurs from marginalized backgrounds
- Immediate relief via Oxygenation: Supported in a small way,

MARQUEE INSTITUTIONAL SHAREHOLDING AND EXPERIENCED BOARD

Shareholding Split¹












- Promoters
- Public
- Institutions



Details of Key Shareholders

Promoters ²	23%
Public Shareholding	15%
Institutional Shareholding ³	62%
<i>General Atlantic</i>	21%
<i>Fairfax</i>	14%
<i>Others</i>	28%

Board of Directors

Name & Designation	Previous Experience
 Nilesh Vikamsey Independent Director, Chairman	 Khimji Kunverji & Co Chartered Accountants (Registered) 30+ years of experience
 Nirmal Jain Non-Executive Director & Promoter	 Mudra Udyog Limited 30+ years of experience
 R. Venkataraman Non-Executive Director & Promoter	  ICICI Bank GE Capital 20+ years of experience
 Karan Bhagat Managing Director & Promoter	 IIFL WEALTH & ASSET MANAGEMENT 20+ years of experience
 Yatin Shah Non-Executive Director & Promoter	 IIFL WEALTH & ASSET MANAGEMENT 20+ years of experience

Name & Designation	Previous Experience
 Sandeep Naik Nominee Director	  GENERAL ATLANTIC Apax PARTNERS 20+ years of experience
 Shantanu Rastogi Nominee Director	   GENERAL ATLANTIC Apax PARTNERS McKiesey & Company 20+ years of experience
 Geeta Mathur Independent Director	  ICICI Bank ICICI Bank 25+ years of experience
 S Narayanan Independent Director	Former Fin. Secy, Former Economic Advisor to PM
 Mr. Pankaj Vaish Independent Director	 accenture 34+ years of experience
 Mr. G Soundarajan Non-Executive Director	Hamblin Watsa Investment Counsel Ltd.  ICICI Lombard Nibhaye Vaade

- Share holding Pattern is represented as on the record date – 31st March 2022
- Promoters have 8.8% shares in lock till September 2022
- Institutions Holding less than 1 lakh shares are classified under Public

LINK TO DOWNLOAD DATA BOOK

Data reported across previous quarters is now continued to be reported in a Data Book, maintained in an excel format on our website . The Link for the data book is hosted below.

Contents of the Data Book:

1. Re-classified Result Table
2. Consolidated Data
3. Segmental – Wealth Management
4. Segmental – Asset Management
5. Balance Sheet
6. PPT Data Tables
7. Details of Funds which may accrue carry income

Link for the Data Book: [Databook](#)

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For Any further information, please reach out to ir@iiflw.com

