

**Edelweiss Financial Services Limited FY15 Audited Results****Total Income ₹ 3,912 cr, up 53% YoY****Profit after Tax ₹ 329 cr, up 49% YoY**

Edelweiss Financial Services Limited, India's leading diversified financial services company, declared its audited, consolidated results for the Financial Year 2014-15 ended March 31, 2015 today.

**FY15 Highlights:**

- \* **Total Revenue ₹ 3,912 cr** (₹ 2,556 cr for FY14), **up 53%**
- \* **Profit After Tax ₹ 329 cr** (₹ 220 cr for FY14), **up 49%**.
- \* **Profit After Tax ex-ins ₹ 381 cr** (₹ 272 cr for FY14), **up 40%**
- \* **Asset Base** of the company now **₹ 27,000 cr**
- \* Group Gross Networkth ₹ 3,375 cr; Tangible Equity ex-ins ₹ 2,487 cr
- \* **Return on Tangible Equity ex-ins 15.6%**
- \* **Final Dividend** recommended @ ₹ 0.20 per share (FV ₹ 1 per share)  
Total Dividend @ ₹ 1.00 per share (FV ₹ 1 per share) for FY15, subject to approval

**Q4FY15 Highlights:**

- \* **Total Revenue ₹ 1,215 cr** (₹ 699 cr for Q4FY14), **up 74%**
- \* **Profit After Tax ₹ 88 cr** (₹ 61 cr for Q4FY14), **up 45%**
- \* **Profit After Tax ex-ins ₹ 103 cr** (₹ 72 cr for Q4FY14), **up 43%**
- \* **Return on Tangible Equity ex-ins 16.1%**

Edelweiss has constantly pursued the strategy of synergistic diversification of its businesses to become a large and respected Financial Services firm with businesses across all growth areas in the financial services sector. We have de-risked the business model by diversifying across businesses, asset classes, client segments, markets and geographies to reduce volatility and build sustainability in performance. This has helped us build a diversified financial services business group in a non-banking company structure. With the diversification phase complete in FY12, we have focused on scaling up businesses, improving efficiency and productivity, strengthening balance sheet, risk management and compliance, instilling customer-centricity, upgrading technology and building leadership, thereby bringing Edelweiss to a future ready status. Our diversification strategy and focus on these areas have resulted in our performance recording significant growth in **our revenues and net profit which have grown at a CAGR of 33% and 37% respectively** in the past three years even though the business environment in a major part of these years was one of the most challenging ones.

**Speaking on the occasion, Mr. Rashesh Shah, Chairman and CEO, Edelweiss Financial Services Limited said:**

"FY15 saw market sentiments improving and optimism about gradual return of growth setting in. Liquidity continued to be comfortable during the year with easing of short term interest rates helped by RBI's reduction in Repo rates. Inflation is under control and external vulnerability has reduced significantly, though currencies are volatile. At the same time, credit growth, corporate earnings, and investment continue to be sluggish. We believe with macro-economic indicators improving, we may see return of growth in the second half of FY16.

Our long-term strategy of diversifying across businesses, asset classes and client segments continues to bear fruits as demonstrated by consistent improvement in our financial and business indicators. Increasingly our profits are being contributed by multiple businesses and we have reduced concentration risk in this in our efforts to make the profits more sustainable.

For the year as a whole, our net profit is higher by 49% and our return on tangible equity ex-insurance is at 15.6% compared to 12.3% for FY14. Our focus going forward continues to be on improving capital and operating efficiency, achieving scale in retail businesses, improving sustainability in our performance, strengthening balance sheet, risk and compliance, nurturing leadership, building a customer-centric culture and upgrading technology for future growth."

**Dividend:**

Board of Directors recommends a final **dividend of ₹ 0.20 per share** for FY15 (FV ₹ 1 per equity share). Earlier during the year, the company had declared and paid interim dividend of ₹ 0.80 per equity share. The total dividend for FY15, therefore, works out to ₹ 1.00 per equity share (FV ₹ 1).

**FY15 Financial Highlights:**

- \* **Fund based income** is ₹ 3,100 cr for FY15 (₹ 2,062 cr in FY14), **up 50%**, and for Q4FY15 it is ₹ 924 cr (₹ 545 cr in Q4FY14), **up 70%**.
- \* **Fee & Commission income** is ₹ 573 cr for FY15 (₹ 356 cr in FY14), **up 61%**, and for Q4FY15 it is ₹ 180 cr (₹ 100 cr in Q4FY14), **up 80%**.
- \* **Gross Premium income** from **Life Insurance business** is ₹ 193 cr for FY15 compared to ₹ 111 cr in FY14, **up 74%**. Gross Premium for Q4FY15 is ₹ 86 cr (₹ 50 cr in Q4FY14), **up 72%**.

The **diversified revenue mix** has successfully helped us achieve improvement in our performance on a sustained basis despite volatile environment.

**Balance Sheet, ALM and Liquidity Management:**

- \* Our Balance Sheet Management Unit actively manages the Balance Sheet, Asset Liability position and liquidity in a way similar to that of the treasury of a commercial bank.
- \* The focus of Balance Sheet Management unit continues to be on maintaining adequate liquidity, reducing our dependence on short-term market borrowings, diversifying our sources of borrowings and maintaining a matched ALM profile.
- \* As a part of this effort, our NBFC subsidiary **ECL Finance Limited** successfully closed its third **Public Issue of Retail Bonds for ₹ 800 cr** in Q4FY15. It had earlier raised ₹ 400 cr through the second public issue of retail bonds in Q1FY15 which was in the nature of Tier II subordinated

debt while the first public issue was in FY14. In addition, during FY15 we have also successfully tapped medium to long term liabilities from leading Mutual Funds, Insurance Companies, Banks, FIIs and Pension/Provident Funds. These NCDs provide us medium to long term liabilities to match the increasing duration of our assets portfolio and help us in maintaining matched ALM profile.

- \* **The total Networth of the Group now stands at ₹ 3,375 cr with Tangible Equity ex-insurance and ex-minority at ₹ 2,487 cr. Edelweiss is now a ₹ 27,000 cr asset base group.**
- \* The consolidated **Capital Adequacy Ratio** for Edelweiss group is **19%** as on March 31, 2015.

**Business Highlights:**

Operations of Edelweiss are organised around **four broad business groups** – **Credit business** including Retail & Agri Finance, **Agency business** including Financial Markets, Asset Management and Commodity & Agri services, **Life Insurance** and **BMU operations**.

Brief highlights of our business performance are as under:

- \* **Credit Business:**

Credit business of Edelweiss offers five broad products – **Mortgages** including housing finance, loan against property and real estate finance, **Structured Collateralised Credit** to corporates, **Distressed Assets Credit**, **SME** and **Agri financing**, and **Loan against securities, rural finance & other loans**. Total credit book of the group stands at ₹ 15,036 cr at the end of this year compared to ₹ 8,953 cr at the end of previous year, a growth of 68%.

Among the above products, **housing mortgages including small-ticket housing loans**, rural finance, loans against property and SME finance are offered under the umbrella of **Retail Finance**. As at the end of this year, Retail Finance had a book size of ₹ 2,900 cr (₹ 2,090 cr at the end of FY14), **up 39%**. Its assets under management were at ₹ 3,242 cr at the end of FY15 including securitised assets. It had a client base of over 41,000 (16,000 at the end of FY14) in 36 cities and ~750 villages (22 cities and ~400 villages at the end of FY14). Retail Finance business continues to be a significant growth area for Edelweiss going forward.

The **Structured Collateralized loans** extended to corporate clients had an outstanding of ₹ **5,991 cr** (₹ 3,926 cr at the end of FY14) and were adequately secured with an average **collateral cover** of over 2.3 times at the end of this year.

**Edelweiss Distressed Assets business** is conducted through **Edelweiss ARC** which scaled up its portfolio to over ₹ 20,300 cr at the end of FY15 and is now the leading ARC in the country. Edelweiss group's support to the ARC by way of debt capital amounted to around ₹ 1,226 cr at the end of the year and is a part of our credit portfolio. We are excited about the ARC opportunity as it helps in releasing productive assets for the Nation's economy and reduces the burden on commercial banks.

**SME financing** business includes loans to small and medium enterprises for their business requirements and had an outstanding of ₹ **762 cr** at the end of FY15 compared to ₹ 403 cr at the end of FY14.

During FY15, we have also diversified our loan offerings by extending **finance against agri commodities** as a part of our overall agri services business. As at the end of FY15, the agri financing book had an outstanding of ₹ 183 cr. We had over 120 warehouses under our management at the end of March 2015. We see this business as a large, scalable and untapped opportunity in India.

The **asset quality** of the overall credit book continued to remain under control with Gross NPLs at 1.31% and Net NPLs at 0.38%. We continue to focus on risk management and achieving growth in the book without diluting risk standards.

Our NBFC subsidiary **ECL Finance Limited** continued to add medium to long term liabilities during FY15 with the successful completion of public offerings of secured NCDs of ₹ 800 cr and unsecured Tier II Bonds of ₹ 400 cr. It also added ₹ 350 cr through private placement of Tier II Bonds during FY15 with banks. Its net worth as on March 31, 2015 was ₹ 1,737 cr with a Capital Adequacy Ratio of 17.8% including Tier I Ratio of 11.7%. With the significant addition of medium to long term liabilities including Tier II capital, it is well placed to grow its asset book with confidence in future.

\* **Agency Businesses**

Our Agency businesses include **Financial Markets, Fixed Income Advisory, Asset Management and Commodity & Agri services businesses.**

\* **Financial Markets:**

**Financial Markets** businesses include Institutional and Retail broking, Corporate Finance & Advisory, Wealth Management, Financial Planning advisory and Financial Products Distribution.

\* **Institutional Broking** business continued to be among the market leaders and perform in line with the industry. Our **Research** covers 208 stocks across 24 sectors representing over 75% of market capitalization.

During the quarter, we held our **flagship India Conference** in Mumbai with the **"Celebrating the Vision"** theme. The conference met with tremendous response with participation of around 100 Indian Corporates and over 500 global and Indian institutional investors facilitating over 3,200 meetings among them.

\* **Corporate Finance & Advisory** business significantly scaled up its activities during the year despite low activity levels in markets. It handled 17 transactions in the year compared to eight in FY14. With this, Edelweiss was **Ranked 1<sup>st</sup>** in IPOs by issue amount with over 65% market share in **FY15** (source: Prime Database).

\* **Retail Financial Market** business continued to scale up its market share with the total retail client base over 4,55,000 (4,27,000 at the end of FY14). The AuAs of the Wealth Management business were around ₹ 10,000 cr at the end of FY15 (₹ 4,800 cr at the end of FY14). Our customized research for retail clients covers 54 Indian companies across 11 sectors.

The online trading portal [www.edelweiss.in](http://www.edelweiss.in) continued to be one of the most popular sites with cumulative number of unique visitors crossing 1.4 cr with 18 cr page views over 11.6 cr visits till March 31, 2015. Our alternate channel for trading via **Edelweiss Mobile Trader app** continued to be among the highest rated apps on Google Play Store with a Review Rating of 4.2 out of 5.

Edelweiss continued to be a major distributor in public issues of equities and debt in FY15. We were **ranked 1<sup>st</sup> in IPO distribution** during FY15 in Retail and HNI (NIB) categories with around 20% and 50% market share of the amount procured respectively. We were also **ranked 1<sup>st</sup> in NCD issues distribution** with around 20% market share of the amount procured in FY15 (source: Prime Database as on May14, 2015).

**Fixed Income Advisory** business offers advisory services for debt capital placement with public or institutions, debt syndication and debt restructuring for corporates. It significantly scaled up its business in FY15 and continued to be among leading debt arrangers in the country as is evident from the following highlights:

- \* Total number of transactions handled by this business in FY15 is 97 compared to 53 transactions in FY14 demonstrating the scale up in this activity.
- \* This business maintained its leadership position by having been **ranked #1 in public bonds issuances** with a market share of over 50% in FY15 (source: Prime Database).

\* **Asset Management:**

**Global Asset Management** business comprises of four lines of businesses – Illiquid Alternatives, Liquid Alternatives, Retail Asset Management and Asset Reconstruction.

\* AuMs/AuAs under **Illiquid Alternatives** business were over ₹ 1,400 cr at the end of FY15 spread over four funds.

\* During FY15, Edelweiss acquired Forefront Capital Management, a high net worth focused Asset Management Company in the **Liquid Alternatives** strategies space. This acquisition further strengthens and diversifies Edelweiss' presence in the asset management business. This business crossed AuMs/AuAs of ₹ 500 cr by the end of FY15. Forefront Alternative Equity Scheme, an absolute return equity fund launched in August 2014 on the Category III Alternative Investment Fund platform is one of the best performing funds in its category.

\* **Retail Asset Management** business managed 11 funds across Equity, Debt and Liquid schemes, with average AuMs of over ₹ 750 cr during the fourth quarter. **It has since crossed the total AuMs of ₹ 1,000 cr.** It had an active base of over 18,300 investors (12,300 at the end of FY14) and a distributor base of over 3,400 at the end of the year. The AMC conducted 90 Awareness Programmes till the end of FY15 as a part of SEBI – AMFI initiative for enhancing investor awareness. Focus of this business continues to be on building investment capabilities and creating a track record.

\* **Commodity & Agri Services:**

Edelweiss set up its commodities business about seven years ago in order to diversify across adjacent asset classes. The expected financialisation of commodities markets in India will act as a growth driver for this strategically important business.

We see agri commodities and services business as a significantly large and untapped opportunity in India. Edelweiss' approach to this business is comprehensive - it has been our endeavour to diversify across commodity buckets while also intensifying our

presence throughout the value chain. This approach involves creating a comprehensive setup that offers services ranging from procurement, quality assaying and certification, warehousing, collateral management and trading & distribution.

The state-of-the-art precious metals refinery set up in Ahmedabad as a part of our precious metals business started commercial production in Q4FY15.

\* **Life Insurance:**

Edelweiss expanded its addressable retail markets by launching Edelweiss Tokio Life Insurance (ETLI) in 2011. It was started in partnership with Tokio Marine of Japan, one of the oldest and largest Insurance companies globally.

ETLI is one of the fastest growing life insurance companies in India. Winner of Rising Star Insurer Award in 2013, it continues to scale up its business with a focus on enhancing quality of business with a focus on the customer. Gross premium of the business was ₹ 86 cr in Q4FY15 compared to ₹ 50 cr in Q4FY14. The gross premium for FY15 is ₹ 193 cr compared to ₹ 111 cr in the corresponding last year. Its network at the end of FY15 is ₹ 568 cr.

It continues to expand its distribution footprint across agency and alternate channels. Its presence is spread across 59 branches across 49 major cities in India. The agency channel force has also scaled up with the total number of Personal Financial Advisors crossing 10,000 by the end of this year compared to around 7,000 a year ago.

ETLI funds have been rated top performers by Morningstar. 5 of 6 individual ULIP funds have been rated 5 Star as on March 31, 2015. Its focus on consistent top performance places it well to leverage the renewed customer interest in ULIP offerings.

\* **Other Updates:**

- \* Edelweiss' presence covers 240 offices in 125 cities including eight international offices. Together with a strong network of over 4,800 Authorized Persons and Sub-brokers, Edelweiss presence covers almost all major cities in India.
- \* The total number of employees at the end of the quarter stands at 5,555 compared to 4,001 a year ago as we have stepped up hiring for future growth as well as for strengthening the organisation in line with the growth.
- \* The client base of Edelweiss group across its diversified businesses is over 5,72,000 at the end of FY15 compared to 4,97,000 a year ago. In addition, our Depository Participants maintain over 2,83,000 Demat accounts compared to 2,62,000 accounts as at the end of FY14.
- \* We continue to strengthen compliance function, invest in processes that enhance efficiencies, adopt new technologies and improve risk management. We are also investing in building a customer-centric culture and nurturing leadership among our employees to prepare them for future responsibilities.
- \* Edelweiss has been awarded the **"My FM Stars of the Industry Jury Special Award for Excellence in BFSI Sector 2015"** during the fourth quarter.
- \* **EdelGive Foundation** is the philanthropic initiative of Edelweiss Group with the mission to leverage its resources with a view to empowering social entrepreneurs and

organisations towards achieving sustainable social change. It has so far financially supported over 60 organisations till date impacting over 260,000 lives.

During the quarter, EdelGive launched Mumbai Marathon campaign which motivated over 40 Edelites to participate in the Marathon run and raise funds to the tune of ₹ 1.4 cr.



### About Edelweiss Financial Services

Edelweiss is one of India's leading diversified Financial Services Groups. Edelweiss offers a large range of products and services spanning across asset classes and consumer segments. Its businesses are broadly divided into **Credit Business** (including Mortgages, Structured Collateralised Credit, Retail Finance, Distressed Assets Credit and Agri Finance), **Agency Business** (including Financial Markets, Asset Management and Commodity & Agri Services), **Life Insurance** and **Balance Sheet Management Unit** operations. Edelweiss revenue for FY15 stands at ₹ 3,912 crore with an asset base of ₹ 27,000 crore. Its net profit for FY15 is ₹ 329 crore which has grown at a 37 % CAGR over last 3 years and 30% CAGR over last 10 years.

The group's research driven approach and proven history of innovation has enabled it to foster strong relationships across corporate, institutional and individual clients. The group has sizeable presence in large retail segment through its businesses such as Life Insurance, Housing Finance, Mutual Fund and Retail Broking. It serves its 5,72,000 strong client base through 5,555 employees and 240 offices (including eight international offices) in 125 cities. Together with over 4,800 strong network of Sub-Brokers and Authorized Persons, Edelweiss group has presence across all major cities in India.

Edelweiss Financial Services trades under the symbols NSE: EDELWEISS, BSE: 532922, Bloomberg: EDEL.IN, Reuters: EDEL.BO. To learn more about the Edelweiss Group, please visit [www.edelweissfin.com](http://www.edelweissfin.com).

Edelweiss Financial Services Limited **Corporate Identity Number:** L99999MH1995PLC094641

### For more details please contact:

#### Shailendra Maru

Head – Stakeholder Relations  
Edelweiss Financial Services Limited  
Tel: +91 22 4063 5418  
E-mail: [shailendra.maru@edelweissfin.com](mailto:shailendra.maru@edelweissfin.com)  
[ir@edelweissfin.com](mailto:ir@edelweissfin.com)

#### Mona Kwatra

Head – Corporate Communications  
Edelweiss Financial Services Limited  
Tel: +91 22 4040 7545  
E-mail: [mona.kwatra@edelweissfin.com](mailto:mona.kwatra@edelweissfin.com)

### Safe Harbor

This document may contain certain forward - looking statements based on current expectations of the management of Edelweiss Financial Services Limited or any of its subsidiaries and associate companies ("Edelweiss"). The results in future may vary significantly from the forward-looking statements contained in this document due to various risks and uncertainties. These risks and uncertainties include, inter alia, the effect of economic and political conditions in India and outside India, volatility in interest rates and in the securities market, new regulations and Government policies that may impact the businesses of Edelweiss as well as its ability to implement the strategy. Edelweiss does not undertake any obligation to update these statements. The presentation relating to financial performance of various businesses of Edelweiss herein is based on Management estimates.

This document is for information purposes only and any action taken by any person on the basis of the information contained herein is that person's responsibility alone and Edelweiss or its directors or employees will not be liable in any manner for the consequences of such actions. The company regularly posts all important information at its website [www.edelweissfin.com](http://www.edelweissfin.com).

**Consolidated Financial Results for the Quarter and Year Ended March 31, 2015**

(₹ in crore)

	Particulars	Quarter Ended			Year Ended	
		March	December	March	March	March
		31, 2015	31, 2014	31, 2014	31, 2015	31, 2014
		(Unaud.)	(Unaud.)	(Unaud.)	(Aud.)	(Aud.)
	<b>Part I</b>					
<b>1</b>	<b>Income from operations</b>					
	(a) Fee and commission	179.77	159.67	99.69	572.71	355.63
	(b) Fund based activities	924.00	751.03	543.43	3,082.00	2,050.06
	(c) Premium from life insurance business	84.52	39.86	48.48	186.57	106.21
	(d) Other operating income	20.96	8.62	5.25	38.51	21.90
	<b>Total income from operations</b>	<b>1,209.25</b>	<b>959.18</b>	<b>696.85</b>	<b>3,879.79</b>	<b>2,533.80</b>
<b>2</b>	<b>Expenses</b>					
	(a) Employee benefits expense	223.92	169.91	129.82	708.63	458.02
	(b) Depreciation and amortisation expense (Refer Note 3)	19.77	19.50	15.73	71.64	52.41
	(c) Change in life insurance policy liability – actuarial	69.06	27.46	29.83	139.49	60.87
	(d) Other expenses	180.50	165.37	120.53	632.61	422.06
	<b>Total expenses</b>	<b>493.25</b>	<b>382.24</b>	<b>294.91</b>	<b>1,552.37</b>	<b>993.36</b>
<b>3</b>	<b>Profit / (Loss) from operations before other income and finance costs (1-2)</b>	<b>716.00</b>	<b>576.94</b>	<b>401.94</b>	<b>2,327.42</b>	<b>1,540.44</b>
<b>4</b>	<b>Other income</b>	5.76	1.21	0.96	14.01	9.32
<b>5</b>	<b>Profit / (Loss) from ordinary activities before finance costs (3+4)</b>	<b>721.76</b>	<b>578.15</b>	<b>402.90</b>	<b>2,341.43</b>	<b>1,549.76</b>
<b>6</b>	<b>Finance costs</b>	577.73	445.79	298.70	1,831.54	1,210.67
<b>7</b>	<b>Profit / (Loss) before tax (5-6)</b>	<b>144.03</b>	<b>142.36</b>	<b>104.20</b>	<b>509.89</b>	<b>339.09</b>
<b>8</b>	<b>Tax expense</b>	55.65	57.40	46.05	201.70	144.61
<b>9</b>	<b>Net Profit / (Loss) after tax (7-8)</b>	<b>88.38</b>	<b>74.96</b>	<b>58.15</b>	<b>308.19</b>	<b>204.48</b>
<b>10</b>	<b>Share of profit / (Loss) of associates</b>	0.05	6.27	1.30	18.14	12.41
<b>11</b>	<b>Minority interest</b>	0.06	(1.63)	(1.24)	(2.37)	(3.35)
<b>12</b>	<b>Net Profit / (Loss) after taxes, minority interest and share of profit / (loss) of associates (9+10-11)</b>	<b>88.37</b>	<b>82.86</b>	<b>60.69</b>	<b>328.70</b>	<b>220.24</b>
<b>14</b>	<b>Paid-up equity share capital (Face Value of ₹ 1/- Per Share)</b>	79.18	78.76	76.90	79.18	76.90
<b>15</b>	<b>Reserves excluding Revaluation Reserves</b>				3,077.15	2,813.24
<b>15</b>	<b>Earnings Per Share (EPS) in Rupees (Face Value of ₹ 1/- Per Share)</b>					
	- Basic (Refer Note 8)	1.05	1.05	0.79	4.09	2.86
	- Diluted (Refer Note 8)	1.00	1.00	0.78	3.88	2.85



**Part II - Select Information for the quarter and year ended March 31, 2015**

<b>A</b>	<b>PARTICULARS OF SHAREHOLDING</b>					
<b>1</b>	<b>Public shareholding</b>					
	- Number of shares	49,30,36,929	50,18,93,704	48,33,29,640	49,30,36,929	48,33,29,640
	- Percentage of shareholding	62.27%	63.72%	62.85%	62.27%	62.85%
<b>2</b>	<b>Promoters &amp; promoter group shareholding</b>					
	a) Pledged/ Encumbered					
	- Number of shares	14,91,83,000	14,91,83,000	1,61,83,000	14,91,83,000	1,61,83,000
	- Percentage of shares (as a % of total shareholding of promoter and promoter group)	49.94%	52.21%	5.66%	49.94%	5.66%
	- Percentage of shares (as a % of total share capital of the company)	18.84%	18.94%	2.10%	18.84%	2.10%
	b) Non-encumbered					
	- Number of shares	14,95,32,690	13,65,32,690	26,95,32,690	14,95,32,690	26,95,32,690
	- Percentage of shares (as a % of total shareholding of promoter and promoter group)	50.06%	47.79%	94.34%	50.06%	94.34%
	- Percentage of shares (as a % of total share capital of the company)	18.89%	17.34%	35.05%	18.89%	35.05%
<b>B</b>	<b>INVESTOR COMPLAINTS</b>				<b>Quarter ended March 31, 2015</b>	
	Pending at the beginning of the quarter				Nil	
	Received during the quarter				4	
	Disposed off during the quarter				4	
	Remaining unresolved at the end of the quarter				Nil	

		<b>Consolidated Statement of Assets and Liabilities</b>		<b>(₹ in Crores)</b>
		<b>As at</b>	<b>As at</b>	
		<b>March</b>	<b>March</b>	
		<b>31, 2015</b>	<b>31, 2014</b>	
		<b>(Audited)</b>	<b>(Audited)</b>	
<b>A</b>	<b>EQUITY AND LIABILITIES</b>			
<b>1</b>	<b>Shareholders' funds</b>			
	(a) Share capital	79.18	76.90	
	(b) Reserves and surplus	3,077.15	2,813.24	
	<b>Sub-total - Shareholders' funds</b>	<b>3,156.33</b>	<b>2,890.14</b>	
<b>2</b>	<b>Share application money pending allotment</b>	4.24	0.01	
<b>3</b>	<b>Minority interest</b>	370.88	365.70	
<b>4</b>	<b>Non-current liabilities</b>			
	(a) Long-term borrowings	8,097.80	3,550.35	
	(b) Other long-term liabilities	42.20	26.93	
	(c) Long-term provisions	298.62	140.19	
	<b>Sub-total - Non-current liabilities</b>	<b>8,438.62</b>	<b>3,717.47</b>	
<b>5</b>	<b>Current liabilities</b>			
	(a) Short-term borrowings	13,583.00	8,725.68	
	(b) Trade payables	1,314.79	872.29	
	(c) Other current liabilities	3,310.05	1,482.71	
	(d) Short-term provisions	303.04	136.37	
	<b>Sub-total - Current liabilities</b>	<b>18,510.88</b>	<b>11,217.05</b>	
	<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>30,480.95</b>	<b>18,190.37</b>	
<b>B</b>	<b>ASSETS</b>			
<b>1</b>	<b>Non-current assets</b>			
	(a) Fixed assets	665.85	534.39	
	(b) Non-current investments	1,602.66	872.41	
	(c) Deferred tax assets (net)	97.40	51.76	
	(d) Long-term loans and advances	6,734.56	4,117.88	
	(e) Other non-current assets	1,022.44	355.79	
	<b>Sub-total - Non-current assets</b>	<b>10,122.91</b>	<b>5,932.23</b>	
<b>2</b>	<b>Current assets</b>			
	(a) Current investments	1,189.62	1,253.90	
	(b) Inventories	8,708.74	3,791.01	
	(c) Trade receivables	434.72	420.30	
	(d) Cash and cash equivalents	2,365.26	1,963.71	
	(e) Short-term loans and advances	6,736.38	4,315.11	
	(f) Other current assets	923.32	514.11	
	<b>Sub-total - Current assets</b>	<b>20,358.04</b>	<b>12,258.14</b>	
	<b>TOTAL - ASSETS</b>	<b>30,480.95</b>	<b>18,190.37</b>	

**Notes:**

- 1 The consolidated and standalone financial results of Edelweiss Financial Services Limited ('EFSL' or 'the Company') for the quarter and year ended 31 March 2015 have been reviewed and recommended by the Audit Committee and approved by the Board of Directors at its meeting held on 15 May 2015.
- 2 The Company conducts its operations along with its subsidiaries and associates. The consolidated financial statements are prepared in accordance with the principles and procedures for the preparation and presentation of consolidated accounts as set out in the Accounting Standards (AS 21 and AS 23) prescribed by Companies (Accounting Standards) Rules, 2015.
- 3 As per the requirement of the Companies Act, 2013 (the Act), the Company has evaluated the useful lives of its fixed assets and has computed depreciation according to the provisions of Schedule II of the Act. Consequently, in the standalone financial results of the Company, the depreciation charge for the year ended 31 March 2015 is higher by ₹ 0.53 crores and an amount of ₹ 0.22 crores has been charged to the opening balance of the retained earnings in respect of assets whose remaining useful life has expired as at 1 April 2014. Also, in the consolidated financial results of the Company, the depreciation charge for the year ended 31 March 2015 is higher by ₹ 15.95 crores and an amount of ₹ 2.95 crores has been charged to the opening balance of the retained earnings in respect of assets whose remaining useful life has expired as at 1 April 2014.
- 4 Pursuant to the Buy-back programme of the Company which closed on 3 November 2014, an aggregate of 2,030,048 equity shares of the face value of ₹ 1 each have been bought back and extinguished.
- 5 On 28 October, 2014, The Securities and Exchange Board of India ('SEBI') issued the "SEBI Share Based Employee Benefits Regulation 2014 ('the Regulation')" which requires the accounting treatment for employee share based payments to be based on the Guidance Note on Accounting for Employee Share Based Payments ('the Guidance Note') issued by the Institute of Chartered Accountants of India. Accordingly, the loans advanced to the ESOP Trusts have been presented as Non-Current Assets in the financial statements and not deducted from the Share Capital and Securities Premium Account. Previous year's figures have been regrouped accordingly.
- 6 During the quarter ended 31 March 2015, the Company has issued 4,143,225 equity shares of face value of ₹ 1 each to the employees on exercise of employee stock options.
- 7 During the year, the Company had declared and paid interim dividend of ₹ 0.80 per share (on a face value of ₹ 1 per equity share). Further, the Board of Directors has recommended final dividend of ₹ 0.20 per share (on face value of ₹ 1 per equity share) for the financial year 2014-15. The payment of final dividend is subject to the approval of the shareholders at the ensuing Annual General Meeting of the Company.
- 8 Earnings per share for the quarters ended 31 March 2015, 31 December 2014 and 31 March 2014, have been calculated for three months and not annualised.
- 9 The previous year/period figures have been regrouped/reclassified wherever necessary to conform to current year's/period's presentation.
- 10 The standalone and consolidated results will be available on the Company's website - [www.edelweissfin.com](http://www.edelweissfin.com).

On behalf of the Board of Directors

Rashesh Shah

Chairman

Mumbai, 15 May 2015