US $ version

Edelweiss Financial Services Limited

Q1FY20 Earnings Update

Edelweiss
Ideas create, values protect

Contents

Quarterly Performance Highlights – Q1FY20

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Macro Environment Continues to be Challenging

- After a relatively benign start to the quarter, June saw two significant credit events that resulted in further freeze in liquidity
- Liquidity conditions have now remained tight for an unprecedented period of time
- Consumer demand slowdown is now an economy-wide issue - this is not an NBFC issue any more
- Intense risk aversion prevails amongst both the lenders and investors
- H1 profits will be muted for us primarily because of increase in credit cost

We expect to benefit from better liquidity, economic recovery and lower credit costs in H2

Edelweiss Structure Update

- We had embarked on the journey of creating three separate business verticals : Credit, Advisory and Insurance in 2017
- Over time we want our verticals to:
  - Be self-sustaining with a ring-fenced capital base
  - Have strategic partners directly aligned with the business goals to provide growth capital
  - Have strong governance with Investor representation and Independent Directors on Board
- We recently announced the strategic investment of $250 mn by CDPQ in our Credit business; Tokio Marine Holdings currently holds 49% equity stake in our Life Insurance business
- We are in the process of raising upto $200 mn of equity in our Advisory business *(Details follow in the last section)*
- While current macro-economic issues have created some disruptions, we are steady in our path forward

Edelweiss will continue to be a majority shareholder in each of its business verticals

Financial Snapshot – Q1FY20

$ Mn	EOP Equity	Profit after Tax	RoA	RoE
Total Pre Minority	**1,277**	**20**		
Credit including BMU	1,056	26	1.4%	10.1%
Advisory	24	10		
Insurance	147	(12)		
Corporate	50	(4)		
Minority Interest (MI)	**153**	**0.4**		
Total Consolidated Post MI	**1,124**	**19**	**1.0%**	**6.8%**
Total Ex-Insurance Post MI	**1,042**	**26**	**1.7%**	**10.2%**

RoE is calculated on Average Equity; BMU has been subsumed in the Credit business staring this quarter

Q1FY20 Overview

1. Credit Business had a muted quarter due to higher liquidity management and higher credit costs
2. Momentum in Distressed Credit recoveries was good
3. Customer Assets grew 14% YoY in Advisory business despite low client activity and volumes
4. Successfully executed 2 deals in Alternatives Asset Management to capitalize on the deployment opportunity
5. One of the fastest growing Life Insurers on Individual APE basis; Embedded Value at $ 218 Mn as on 30th June, 2019

Q1FY20 Overview

6 BMU losses which includes cost of liquidity management stood at $ 6 Mn

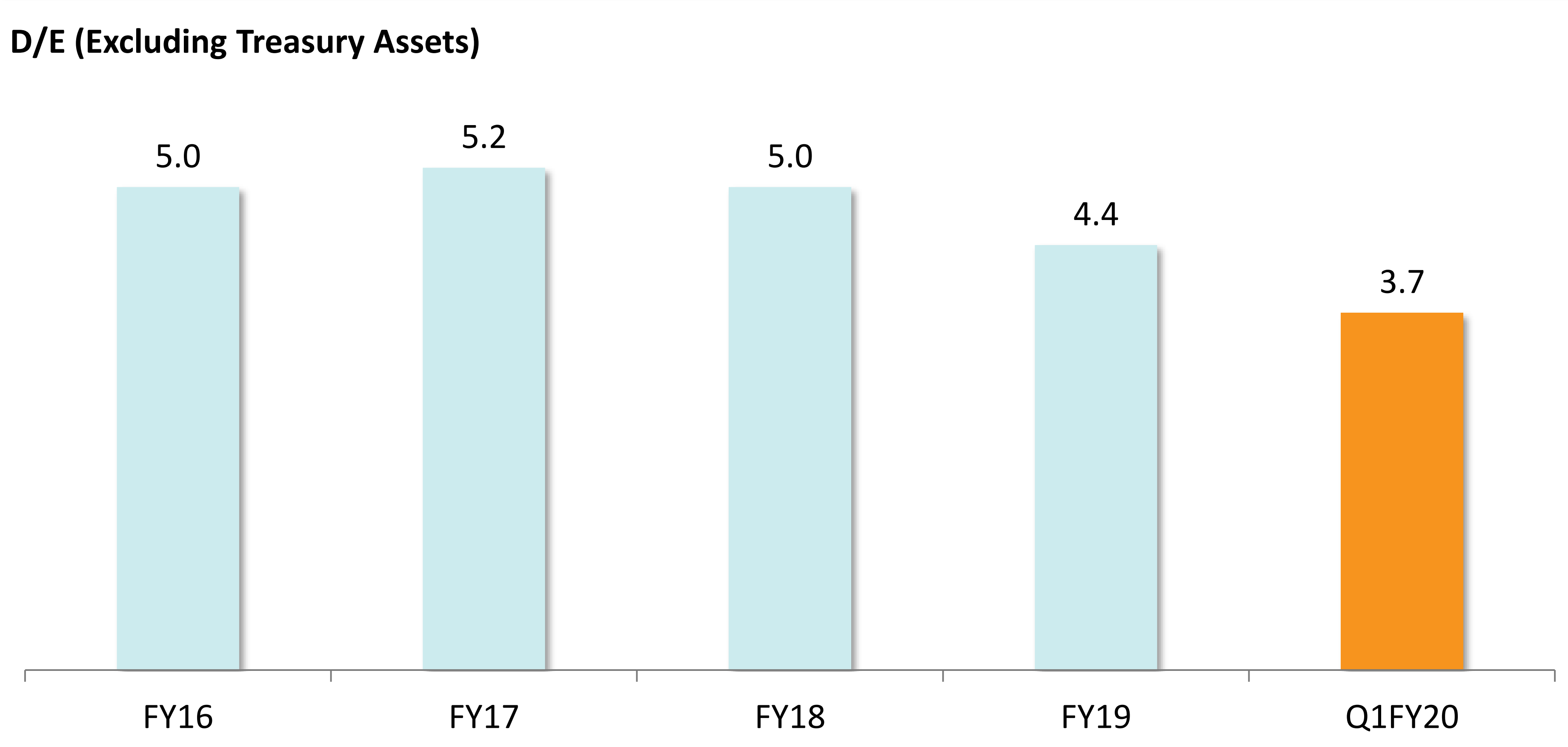
7 Ex-Insurance RoA at 1.7% and RoE at 10.2%

8 Debt to Equity (Ex-Treasury) progressively reduced to 3.7x

9 In a countercyclical manner, we have taken the opportunity to invest more in our organization

- Strengthened our leadership ranks
- Invested in technology projects to streamline our processes and improve customer experience

Debt Equity Ratio Declines Further to 3.7x



Key Actions Taken – Liquidity and Asset Quality

Liquidity is being managed very closely

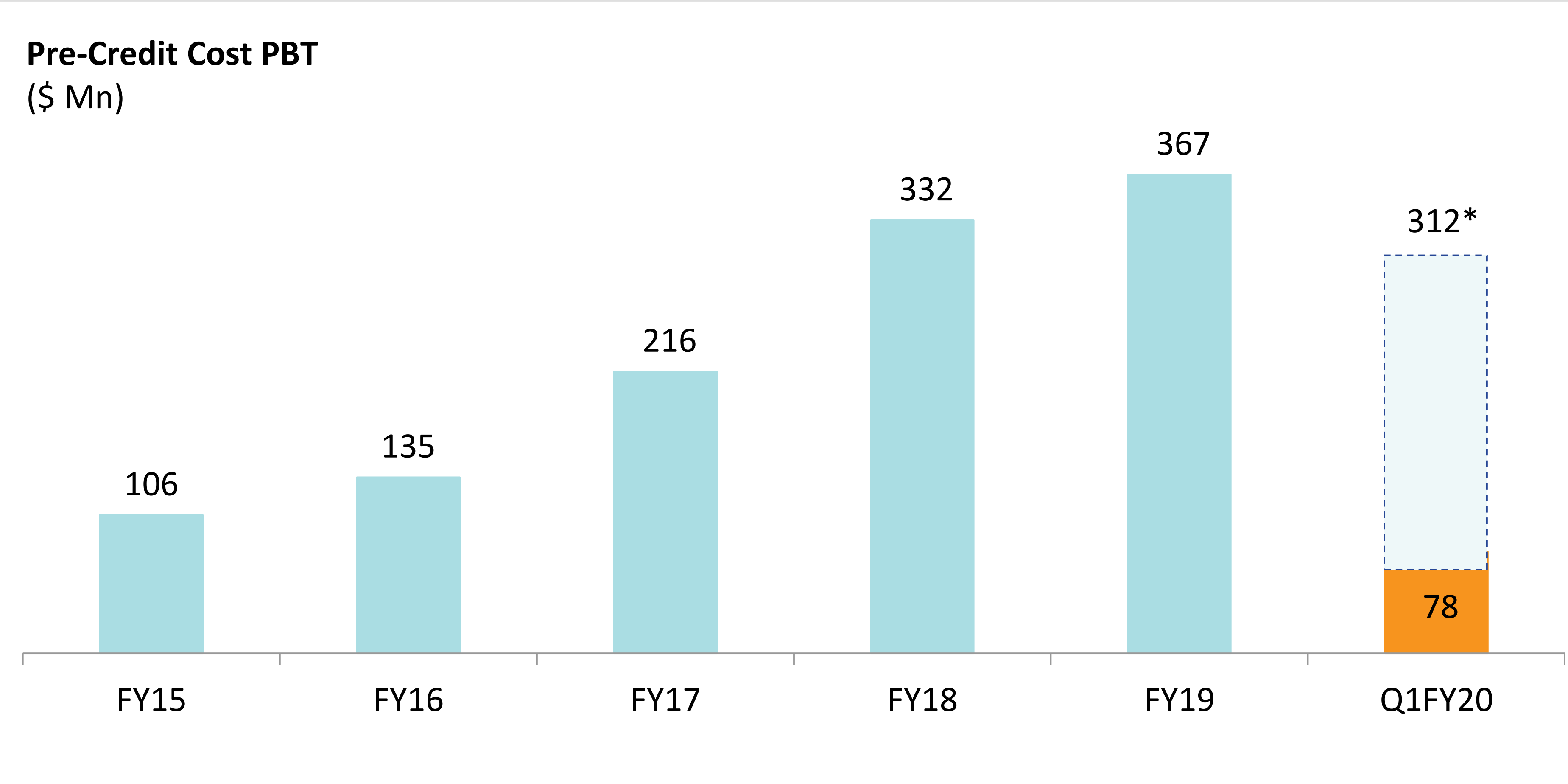
- Overall Liquidity maintained at ~ $ 1,277 Mn
  - Overnight Liquidity of ~ $ 232 Mn; Available Liquidity of ~ $ 827 Mn
  - Undrawn Bank lines of ~ $ 218 Mn
- Liquidity management costs of ~$ 4 Mn – $ 5 Mn per quarter

Asset Quality : Observing challenges on account of sustained cash crunch

- We have significantly increased our efforts and oversight on asset quality management
- Asset values and collateral cover continue to remain strong
- As a conservative measure, we are stepping up and front loading credit costs in H1

We will have strengthened governance, simplified structure and a fortress balance sheet by end FY20

Relatively Steady Pre-Credit Cost PBT



Contribution from Advisory businesses have steadied pre-credit cost profit

All figures are Ex-Insurance; *Annualized

PAT Distribution Across Businesses

($ Mn)	Q1FY19	Q4FY19	Q1FY20	EOP Equity Post MI Q1FY20
Total Consolidated Post MI PAT	**38**	**34**	**19**	**1,124**
Credit including BMU	*36*	*37*	*20*	*974*
Advisory	*12*	*9*	*10*	*24*
Insurance	*(7)*	*(8)*	*(7)*	*82*
Corporate	*(3)*	*(4)*	*(3)*	*44*
Total Ex-Insurance Post MI PAT	**45**	**42**	**26**	**1,042**
Balance Sheet	**8,965**	**7,825**	**7,910**	**-**

PAT impacted due to front-loading of credit costs

Key Profitability Ratios

Ex-Insurance	Q1FY19	Q4FY19	Q1FY20
Pre-Credit Cost PBT	4.4%	4.3%	4.0%
Credit Cost	0.8%	0.8%	1.9%
RoA	2.5%	2.4%	1.7%
RoE	19.8%	16.1%	10.2%
Cost to Income Ratio	49%	52%	50%

Consolidated	Q1FY19	Q4FY19	Q1FY20
RoA	1.9%	1.7%	1.0%
RoE	15.2%	12.0%	6.8%
Cost to Income Ratio	61%	70%	67%

RoA is Pre Minority Interest; Pre Credit Cost PBT and Credit Costs are as a % of Average Balance Sheet

Capital Light Businesses Contribute Substantially to PAT

Business Segments ($ Mn)	Q1FY20 Pre MI PAT	% Contribution
Retail Credit	7	21%
Corporate Credit	5	15%
Distressed Credit Business	14	45%
Wealth Management and Asset Management	8	25%
Capital Markets	2	6%
Corporate	(4)	(12%)
Total Ex- Insurance Pre MI PAT	**32**	**100%**
Insurance Pre MI PAT	(12)	-
Total Consolidated Pre MI PAT	**19**	-

Our diversified model makes us resilient even in a tough market environment

Steady Growth of Customer Assets

As on 30th June, 2019	$ Bn	YoY Growth
Customer Assets	**29.4**	**14%**
Assets Under Advice (Wealth Management)	15.5	11%
Distressed Credit (ARC Assets)	*5.6*	5%
Funds under Management (Asset Management)	5.1	12%
Assets under Custody & Clearing	3.2	*67%*
Balance Sheet Assets	**7.9**	**(12%)**
Total Assets	**37.3**	**7%**

Edelweiss contribution has been excluded from Distressed Credit (ARC assets) and Funds under Management (Asset Management)

Plan for FY20 - Business Strategy

FY20 will be a year of balance sheet composition change over asset growth

- Corporate Credit book to move into privately funded model
- We expect Corporate Credit book to reduce by $ 435 Mn – $ 580 Mn
- Recoveries will lead to a reduction in Distressed Credit book by $ 145 Mn
- We expect proportion of Retail Credit book to grow

Focus will be on enhancing the Capital Light Model

- Bank of Baroda Co-Lending Partnership announced; Enter into more partnership agreements with banks for co-lending
- Increase securitization in Retail Credit book
- Digital lending and direct distribution channel to result in cost efficiencies

Plan for FY20 - Balance Sheet Management

Liquidity

- Conserve liquidity until funding environment improves
- Cost of managing liquidity will be ~ $ 17 Mn - $ 20 Mn for the year

Capital Base

- Strengthen our capital base to $ 1.75 Bn - $ 1.90 Bn by end of FY20
- D/E to remain in the range of 3.5x-3.8x

Asset Quality Management

- We expect credit costs to be ~ $ 109 Mn - $ 116 Mn for the year
- We are aiming to front load credit costs in the P&L of Q1 and Q2

FY20 focus will be on managing liquidity and asset quality while strengthening the balance sheet

Business Performance Highlights

CREDIT

Retail Credit – Corporate Credit – Distressed Credit

Credit Business Mix

As on 30th June, 2019	Capital Employed ($ Mn)	%	
Retail Credit	**2,464**	**40%**	
Retail Mortgage	1,266	21%	Blend of loans to home owners and home buyers
SME & Business Loans	558	9%	Under-served and highly scalable market, key focus area
ESOP and Margin Financing	580	9%	Catering to customers in Wealth Mgmt and Capital Markets
Agri and Rural Finance	60	1%	Under-served market with low competitive intensity
Corporate Credit	**2,465**	**40%**	
Structured Collateralised Credit	808	13%	Customized credit solutions with robust risk management systems
Wholesale Mortgage	1,657	27%	Project financing for primarily residential properties
Distressed Credit	**1,252**	**20%**	Leading Asset Reconstruction Company in India
Total Credit Book	**6,181**	**100%**	

Credit Business at a Glance

Credit Business ($ Mn)	Q1FY19	Q1FY20
Capital Employed	6,559	6,181
Average Interest Yield	16.4%	16.2%
Average Cost of Borrowing	9.6%	10.1%
Net Interest Margin	8.0%	7.7%
Net Revenue	125	119
Cost to Income	38%	36%
Pre Credit Cost PBT	77	76
Credit Costs	16	36
PAT	41	31
RoA	2.6%	2.0%
RoE	19.5%	13.0%

PAT including BMU is $ 26 Mn for Q1FY20 and $ 41Mn for Q1FY19

Credit Business Performance Snapshot

Q1FY20 ($ Mn)	Total	Y-o-Y	Retail	Y-o-Y	Corporate	Y-o-Y	Distressed	Y-o-Y
EOP Capital Employed	**6,181**	**(6%)**	2,464	(8%)	2,465	(16%)	1,252	32%
EOP Equity	**962**	**8%**	256	(3%)	393	(10%)	313	62%
Net Interest Income	**119**	**(4%)**	35	(6%)	55	(16%)	30	33%
PAT	**31**	**(23%)**	7	(26%)	9	(54%)	15	36%

Net Interest Margin	**7.7%**	5.5%	8.3%	11.2%
Cost to Income	**36%**	48%	36%	22%
RoA	**2.0%**	1.1%	1.4%	5.8%
RoE	**13.0%**	10.2%	8.7%	22.3%

Corporate book share has been gradually declining in line with stated strategy

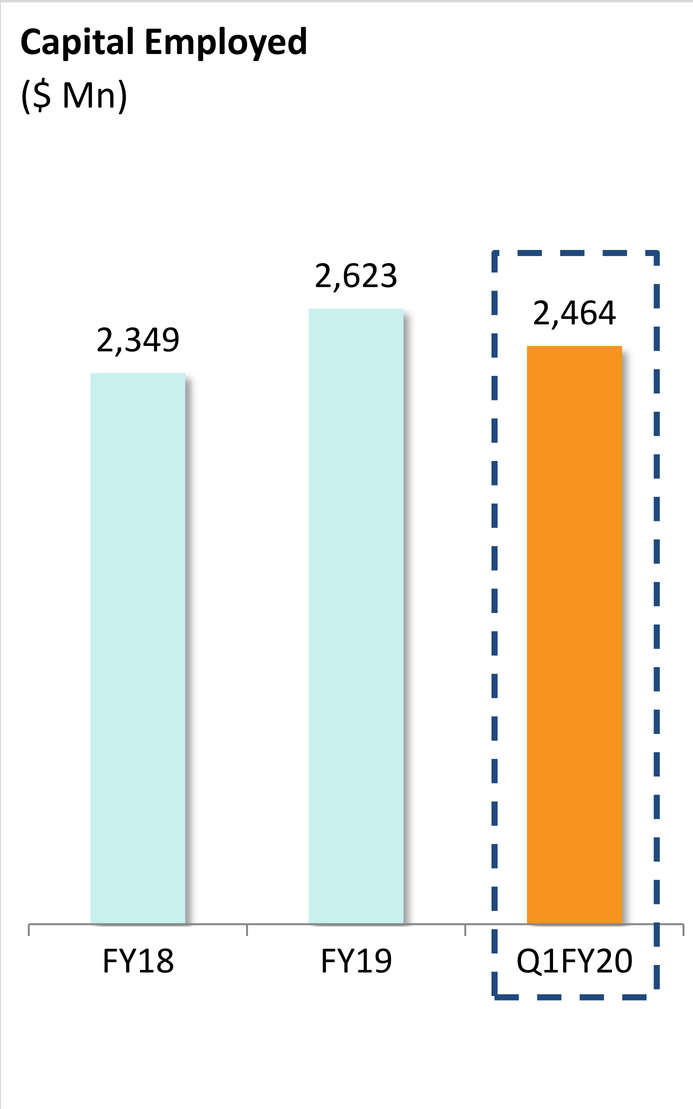
PAT and RoE are Pre MI; PAT including BMU is $ 26 Mn for Q1FY20 and $ 41 Mn for Q1FY19

Asset Quality at a Glance

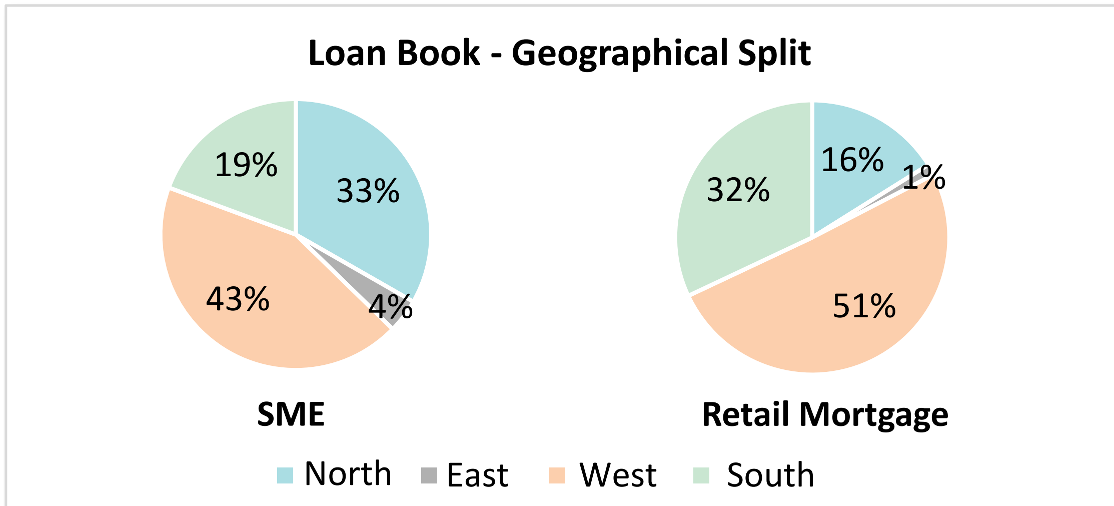
As on 30th June,19 ($ Mn)	Q4FY19	Q1FY20
Credit Book	5,242	4,691
Of which Stage 3	98	109
ECL Provision	118	121
Of which Stage 3	55	51
Specific Provision Cover	56%	47%
Total Provision Cover	120%	111%
Gross NPA	1.87%	2.33%
Net NPA	0.83%	1.24%

Credit Book excludes Distressed Credit and assets identified for sale / securitization in near future which have been carried at Fair Value through P&L

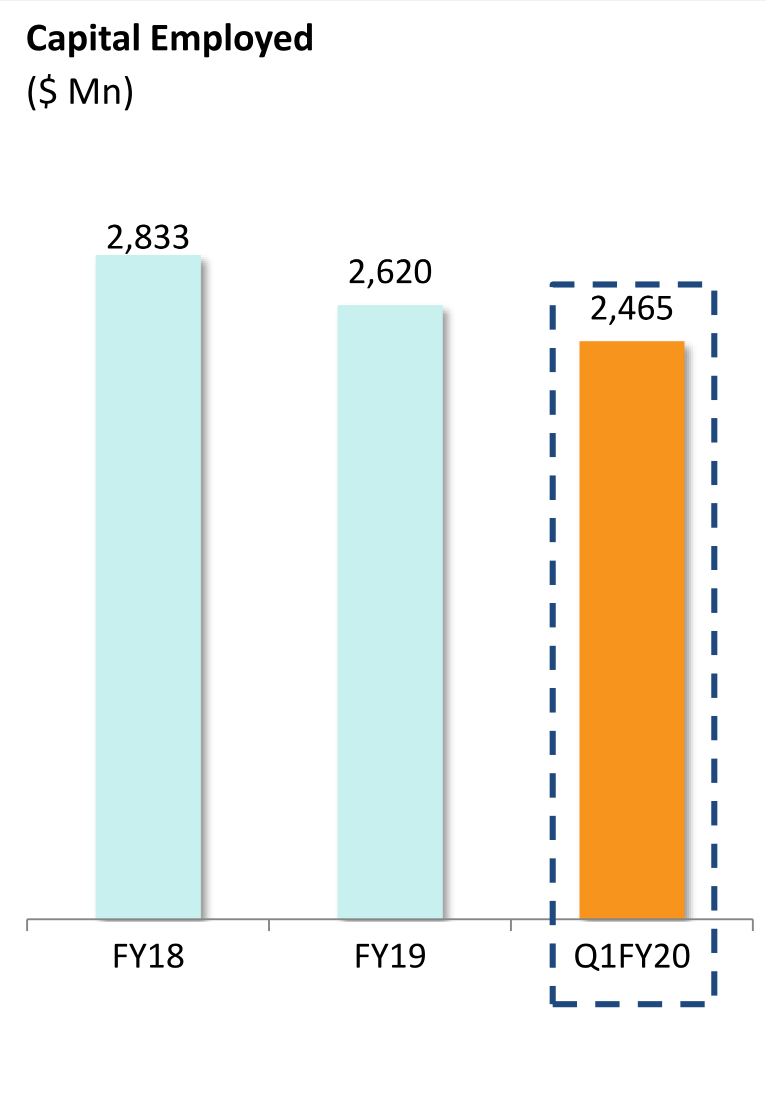
Retail Credit



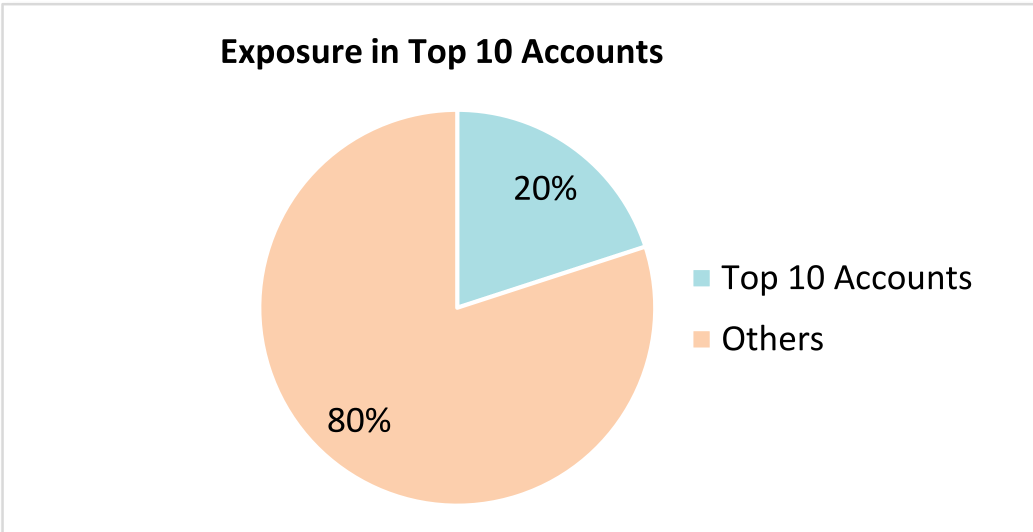
	SME		Retail Mortgage	
	Secured	**Unsecured**	**HL**	**LAP**
Average Yields %	14%	21%	11%	12%
Median Ticket Size ($Mn)	~0.15	0.01	0.02	0.03
Average LTV	~75%-85%	-	~50%-60%	
RoA	1.50% - 2.00%		1.00% - 1.50%	
Locations (#)	108		97	



Corporate Credit

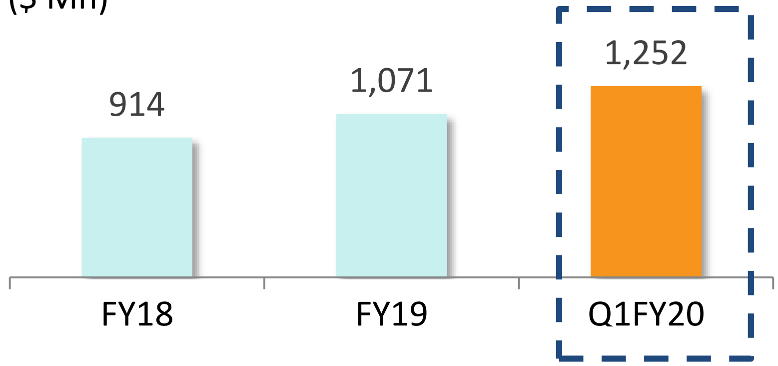


	Structured Collateralised Credit	Wholesale Mortgage
Average Yields %	15% - 17%	17% - 19%
RoA	1.75% - 2.50%	2.50% - 3.00%
Portfolio Granularity	71 accounts	162 projects
Average Collateral cover	1.8x	
Typical Ticket size	$ 14.5 Mn - $ 18.1 Mn	

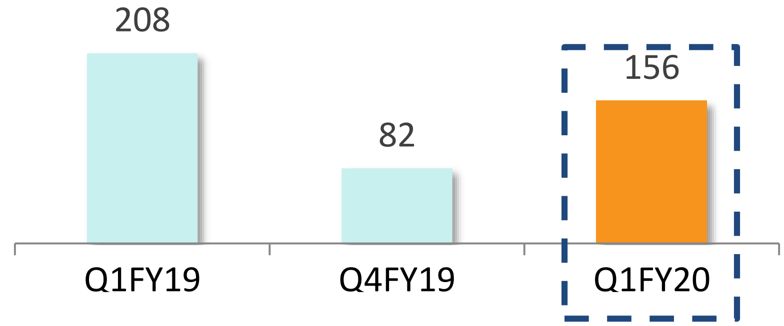


Distressed Credit

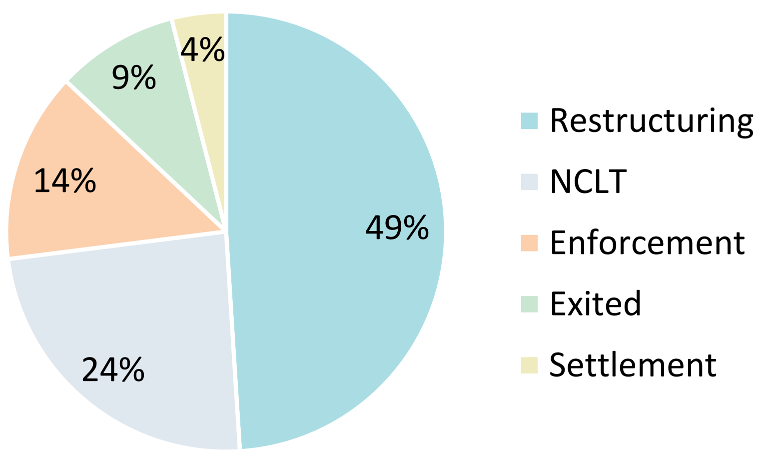
Capital Employed
($ Mn)



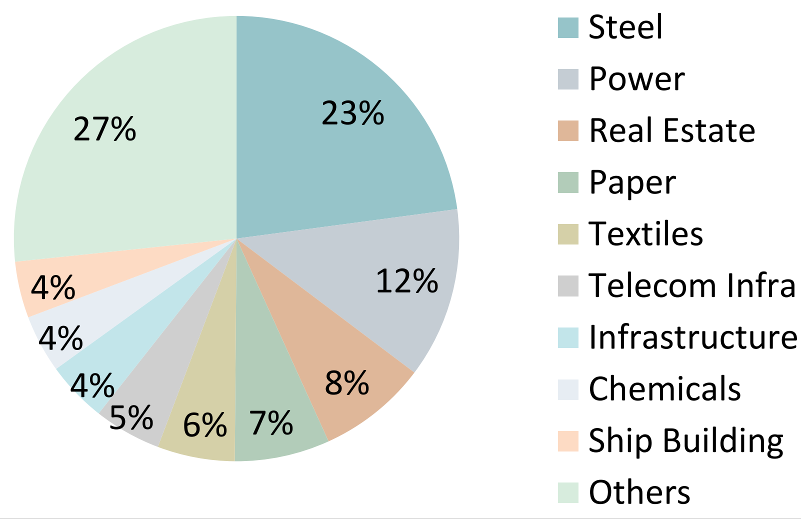
ARC Recoveries
($ Mn)



SRs Issued : Resolution Strategy wise Break-up



SRs outstanding : Top 10 industry exposure%



Business Performance Highlights

ADVISORY

Wealth Management – Asset Management – Capital Markets

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Advisory Business Performance Snapshot

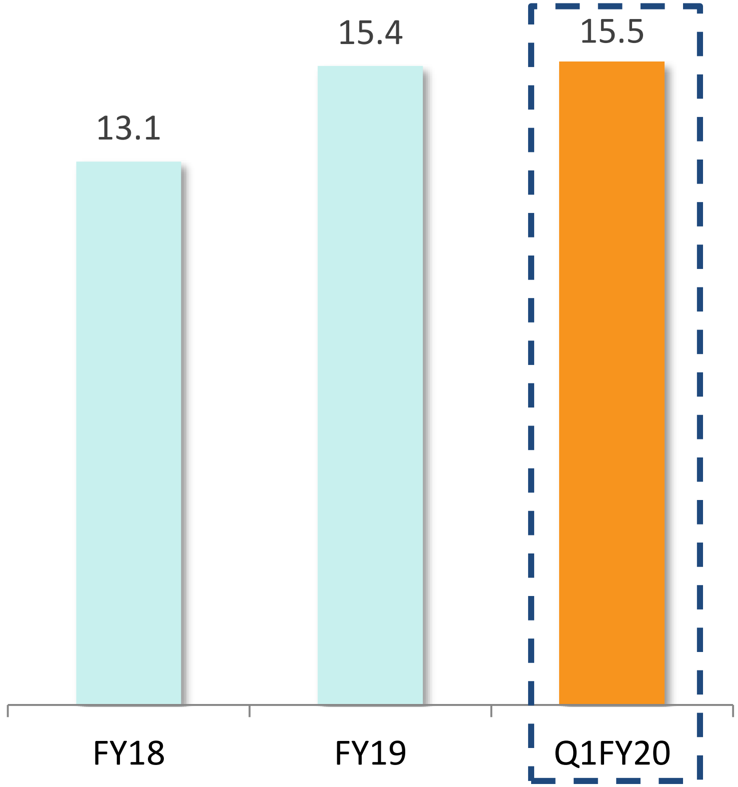
Q1FY20 ($ Mn)	Total	Y-o-Y	Wealth Mgmt	Y-o-Y	Asset Mgmt	Y-o-Y	Capital Mkts	Y-o-Y
Net Revenue	**41**	**(18%)**	21	(20%)	8	22%	11	(30%)
PAT	**10**	**(16%)**	6	(10%)	2	13%	2	(43%)
Cost to Income	**66%**	**-**	64%	-	64%	-	73%	-
PAT Yield			**15 bps**		**16 bps**		-	

Customer Assets ($ Bn)	Assets under Advice		Assets under Management		Assets under Custody and Clearing	
	15.5	***11%***	5.3	***12%***	3.2	***67%***

C/I maintained although Advisory business impacted by low volumes

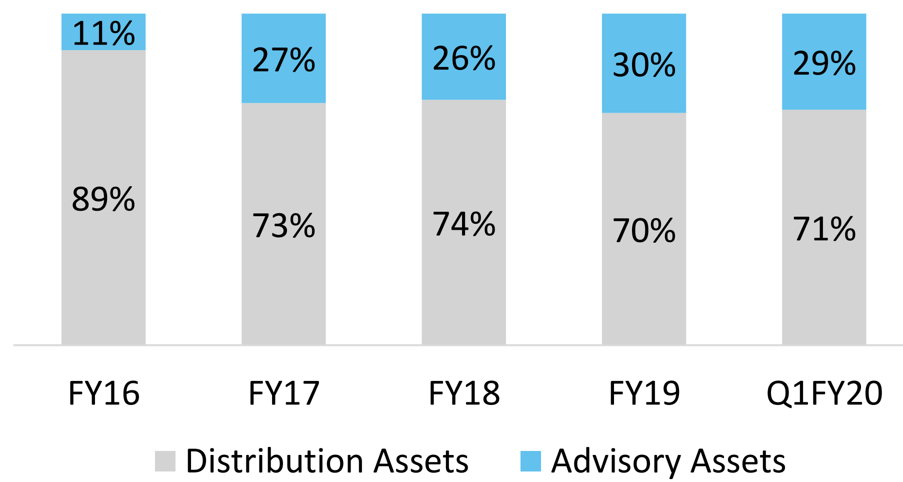
Wealth Management

Assets Under Advice
($ Bn)

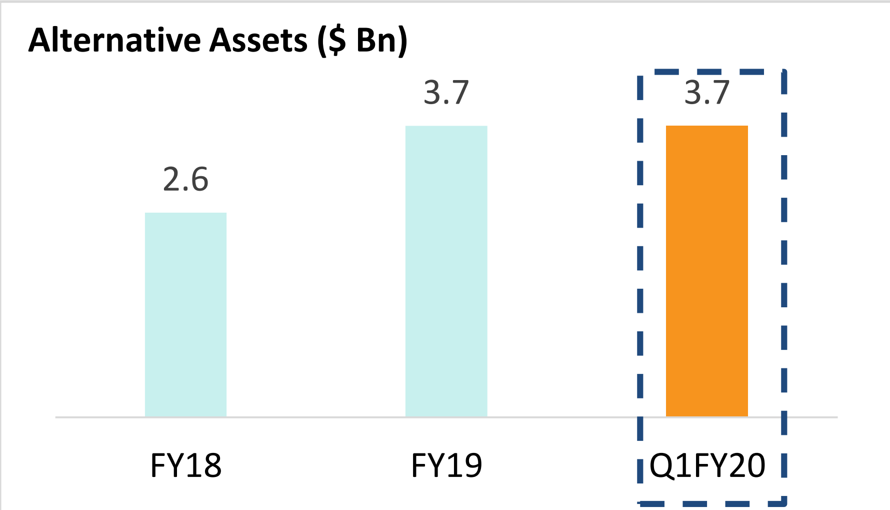


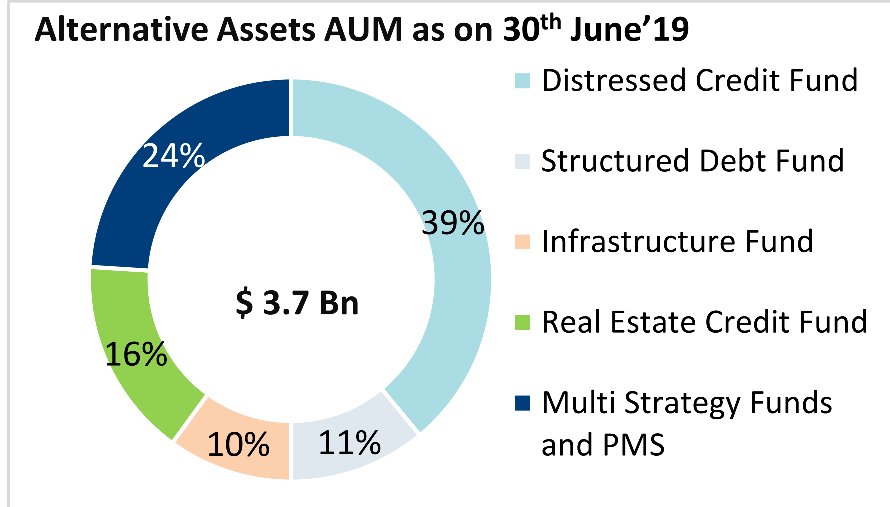
As on 30th June'19	Number of Clients	AUA ($ Bn)	Number of RMs
Ultra High Net Worth Individuals	~2,260	12.0	181
Affluent Investors	~5,01,500	3.5	815

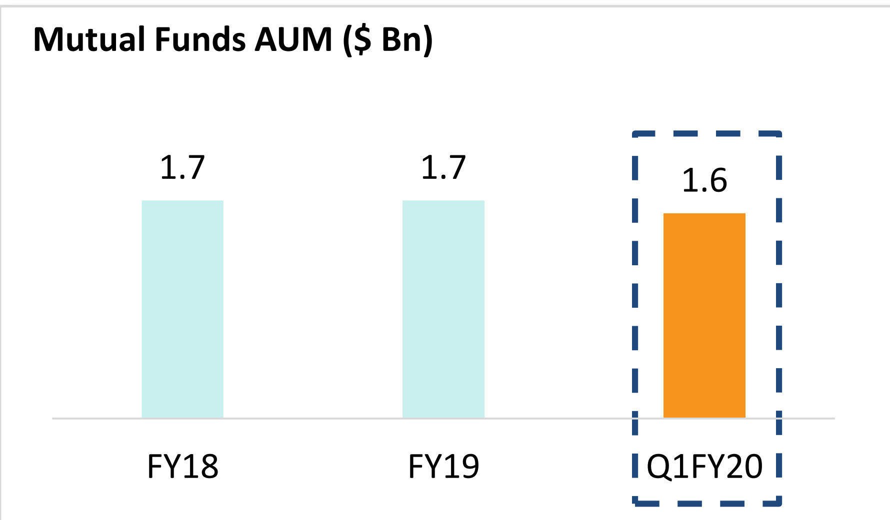
Wealth AUA Breakup

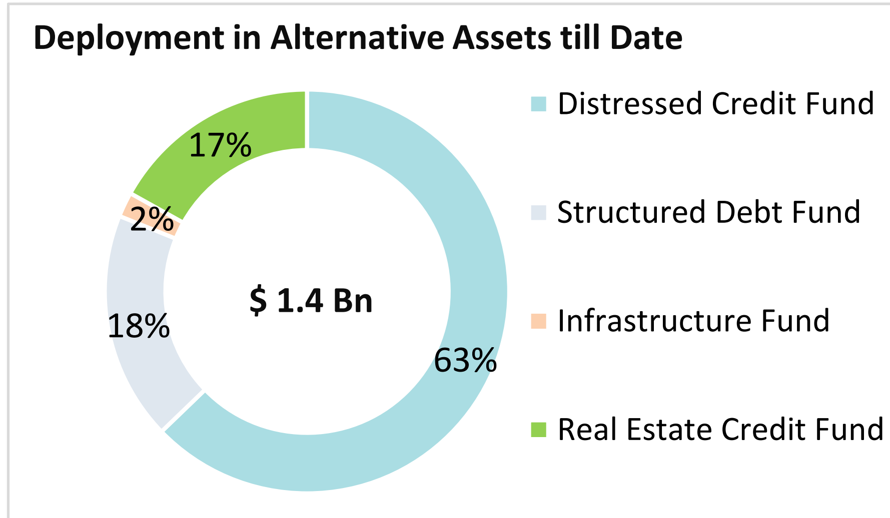


Asset Management

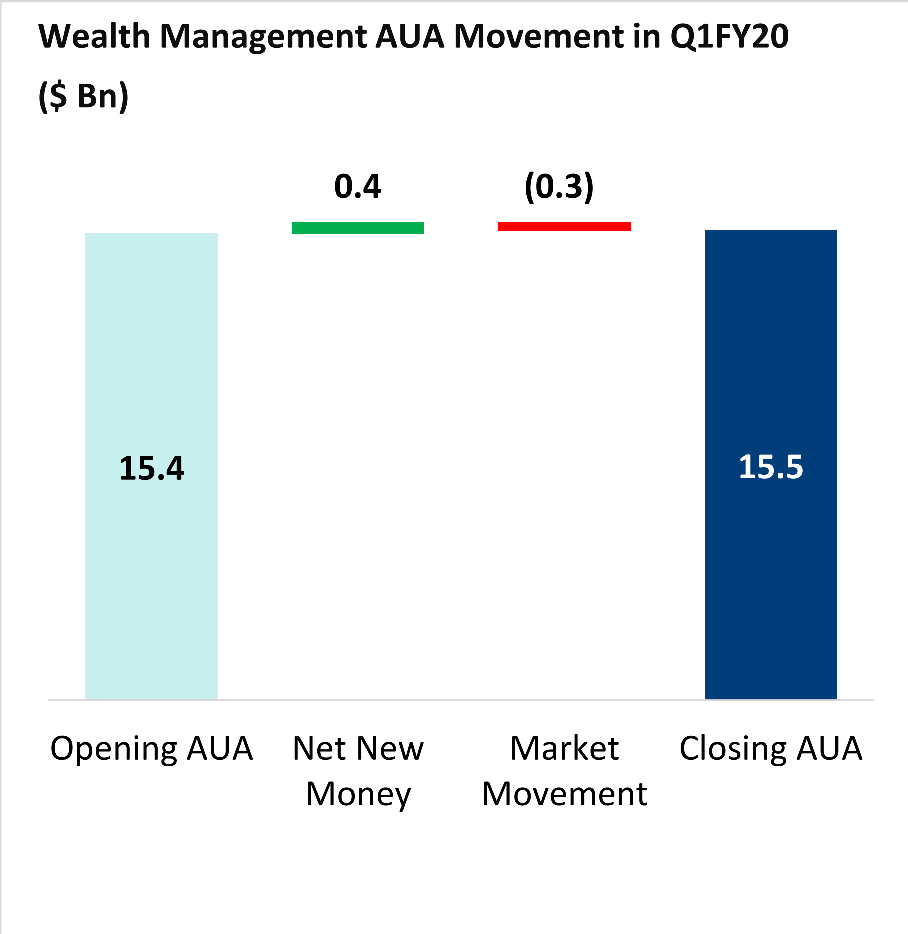


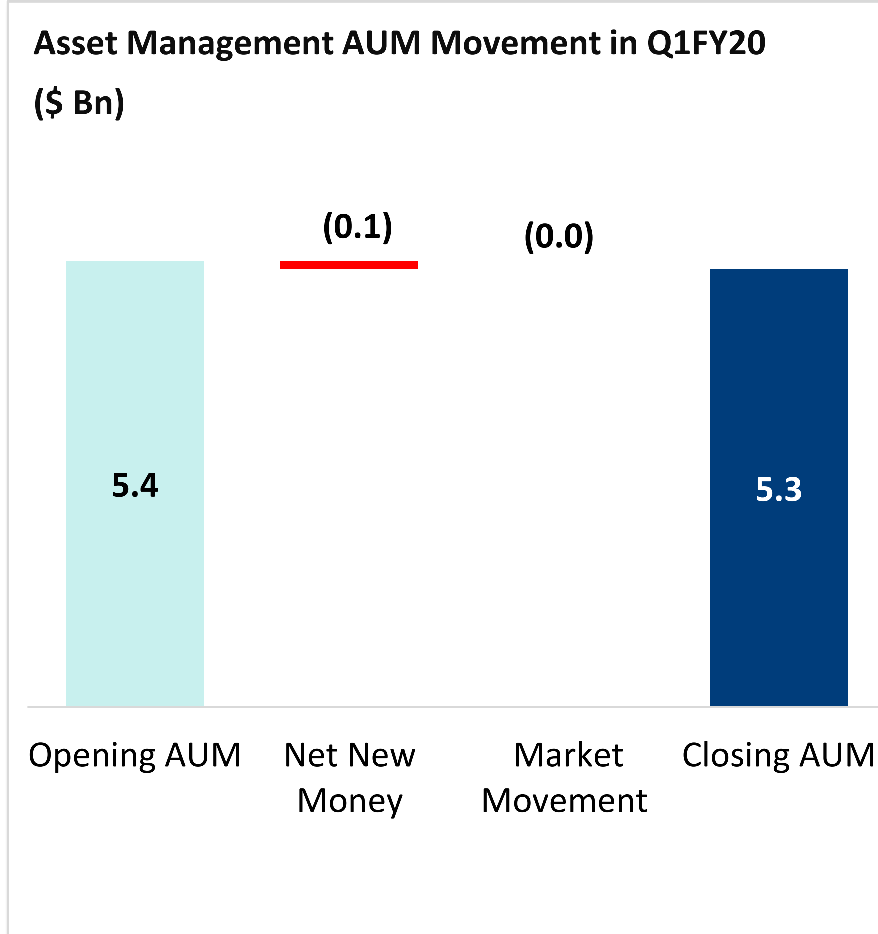






Net New Flows in Wealth and Asset Management





Capital Markets

Key Equity Capital Market & Advisory Transactions

IndiGrid	Edelweiss ECL Finance Ltd.	Polycab
Fund Raise $ 365 Mn Cr May 2019	Fund Raise from CDPQ $ 261 Mn May 2019	IPO $ 195 Mn April 2019
Left Lead GC-BRLM	Financial Advisor	GC-BRLM

Key Debt Capital Market Transactions

PFC	REC	L&T Finance	Muthoot Finance
Pvt Placement $ 288 Mn May 2019	Pvt Placement $ 232 Mn April 2019	Public Issue $ 145 Mn April 2019	Public Issue $ 123 Mn June 2019
Arranger	Arranger	Lead Manager	Lead Manager

Business Performance Highlights

Life Insurance

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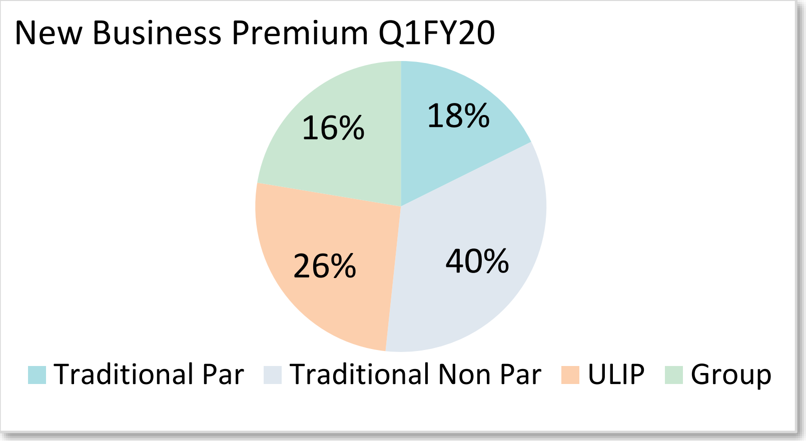
Life Insurance Performance Snapshot

($ Mn)	Q1FY19	Q1FY20	*Y-o-Y Growth*
Net Premium Income	17	22	29%
Investment Income & Other Income	5	15	219%
Total Business	**22**	**37**	**70%**
Profit After Tax	**(10)**	**(11)**	**-**
Minority	**(5)**	**(5)**	-
Edelweiss' Share in PAT	**(5)**	**(5)**	**-**
Net Worth	**154**	**131**	

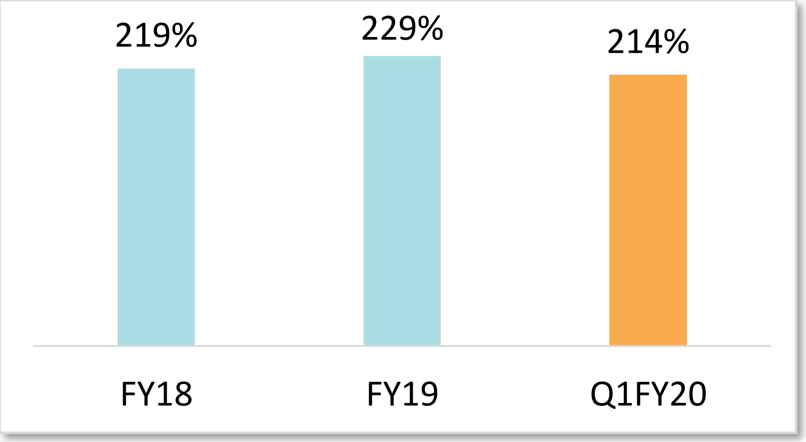
121 branches and 44,506 PFAs across 93 locations in India

Life Insurance – Long Term Value Creation

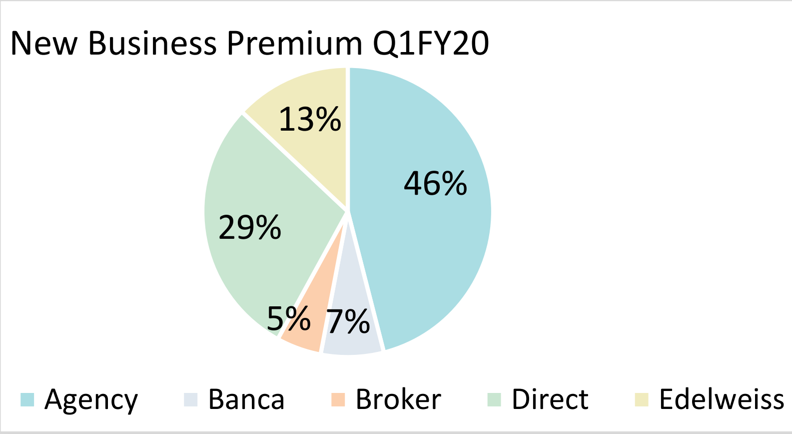
Product Mix



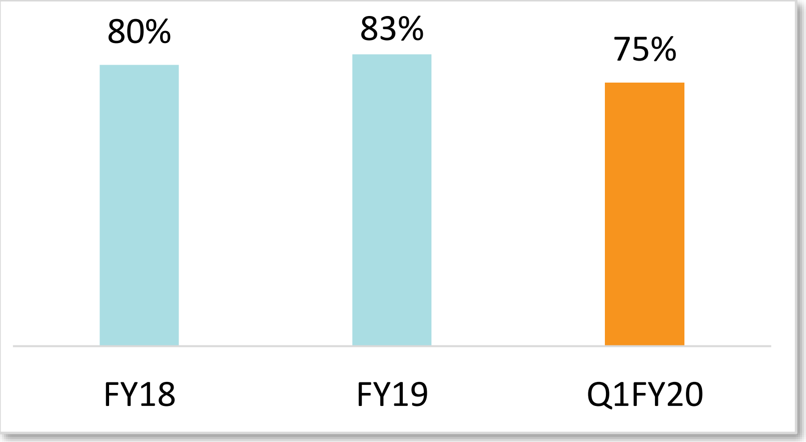
Solvency Ratio



Channel Mix



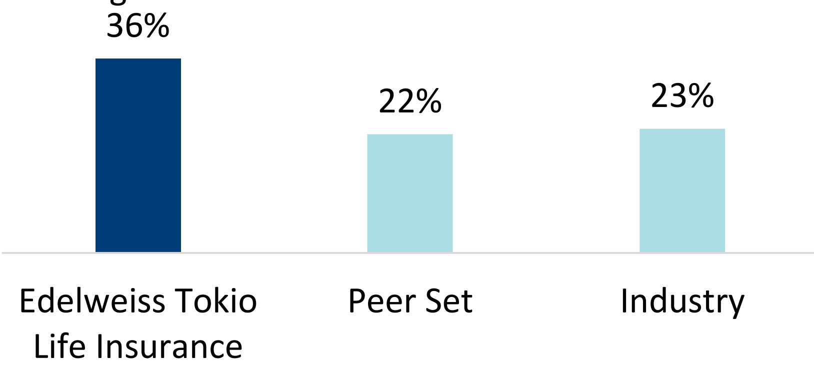
13th Month Overall Renewal Rate Persistency



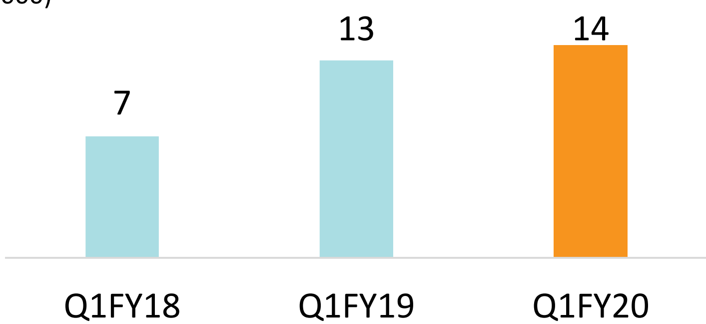
For Q1 FY20, 13th month persistency includes policies issued from Apr to June 18

Life Insurance Scaling Rapidly

Collected Individual Annual Premium Equivalent
CAGR growth since FY17



Number of Policies Issued (Individual business)
(in 000)



- Collected Individual Annual Premium Equivalent (APE) for Q1FY20 stood at $ 7 Mn
- Gross premium at $ 24 Mn; growth of 31%
- Launched 2 new products during the quarter
- Embedded Value at $ 218 Mn as on 30th June, 2019
- ACEF Global Customer Engagement Award 2019
    - Gold - PR Campaign (Creative category)
    - Bronze - Digital Marketing Campaign (Creative category) for Zindagi Plus
- MarTech Leadership Summit & Awards 2019 - Best Contact Centre

Source : Life Insurance Council, Q1FY20 Financials

Liquidity Management

Maintained Sufficient Liquidity

$ Mn	FY 16	FY 17	FY 18	FY 19	Q1FY20
Assets Liquid-able in less than 120 days	580	842	1,538	1,466	1,277
Balance Sheet Size*	3,976	5,354	7,516	7,531	7,357
Liquidity %	**15%**	**16%**	**20%**	**19%**	**17%**

* Excludes Asset Specific Borrowings (ASB)

Cash Flow Plan to Q4FY20

Particulars ($ Mn)	Q2FY20	Q3FY20	Q4FY20
Opening Available Liquidity (A)	**1,277**	**1,161**	**1,103**
A) Inflows:			
Asset EMIs and Repayments	290	290	406
Securitization	174	145	145
Fresh Borrowings	218	290	290
Total Inflows (B)	**682**	**725**	**842**
B) Outflows:			
Total Borrowings Repayments	624	566	435
Fresh disbursements	174	218	290
Total Outflows (C)	**798**	**784**	**725**
Closing Available Liquidity (A+B-C)	**1,161**	**1,103**	**1,219**

..With Assets in Each Tenor Range Adequately Covering the Liabilities

$ Mn	Assets	Liabilities	Gap
Upto 1 year	2,336	2,176	160
1-3 years	2,525	2,249	276
3 years+	2,496	1,509	987

Total gap represents our equity base

3 years+ liabilities exclude Equity; Assets and Liabilities don't include ASB

Balance Sheet Highlights

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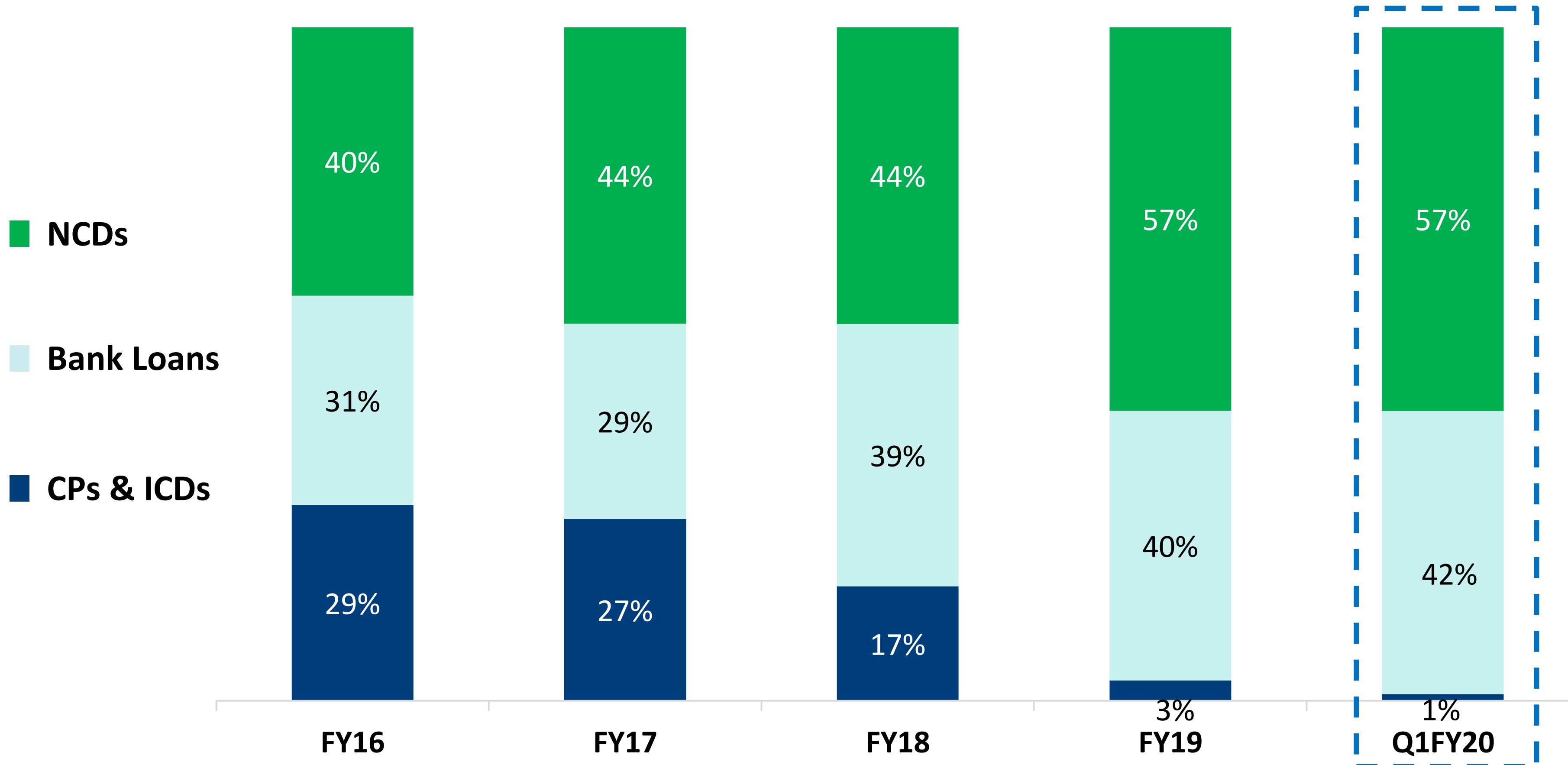
Diversified Borrowing Profile By Instruments…

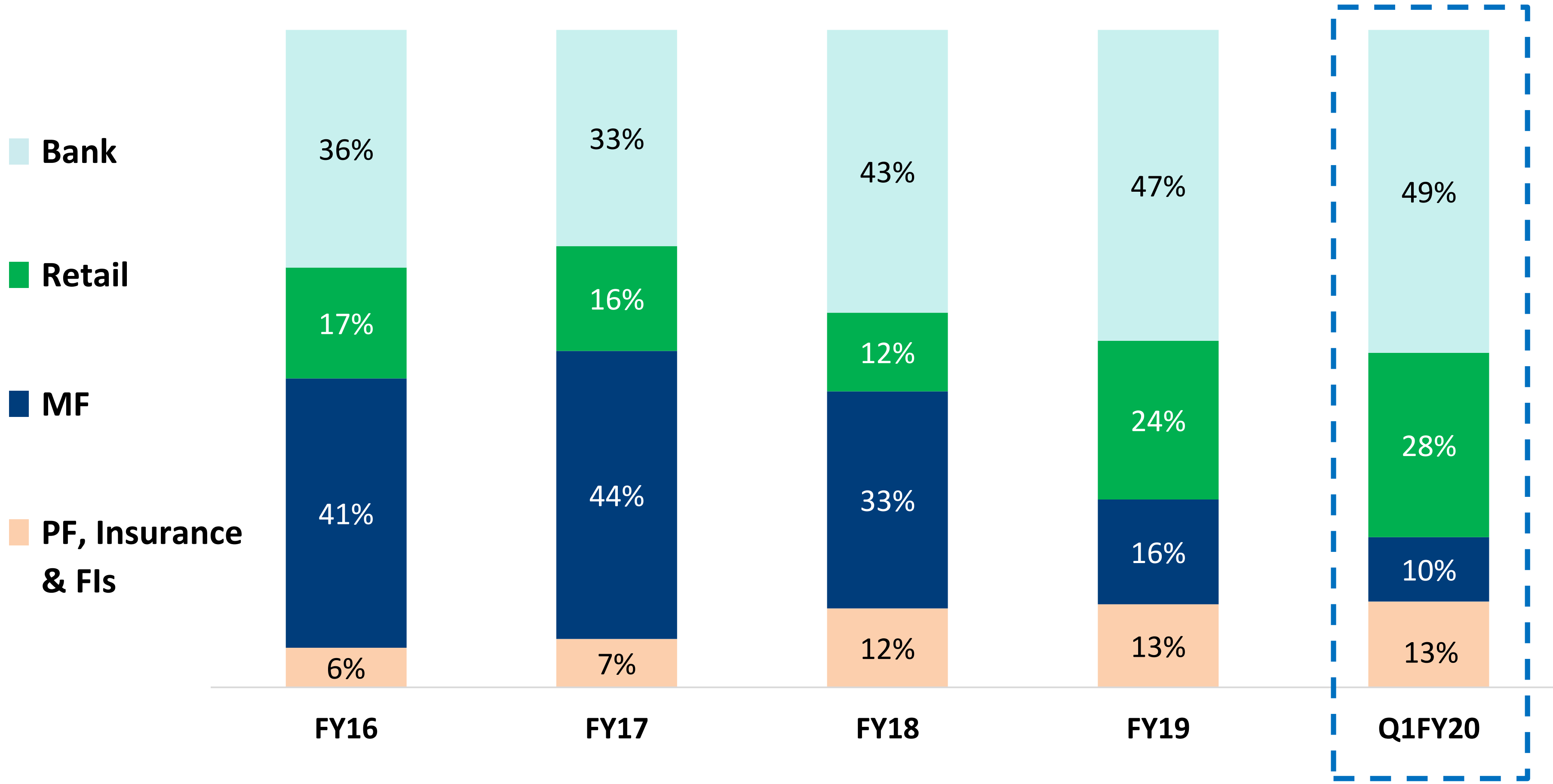


	FY16	FY17	FY18	FY19	Q1FY20
Total Borrowings ($ Mn)	3,342	4,582	6,495	6,268	5,929

Gradually reduced reliance on CPs which is now 1% of total borrowings

Borrowings exclude CBLO for all the above periods

...And By Source

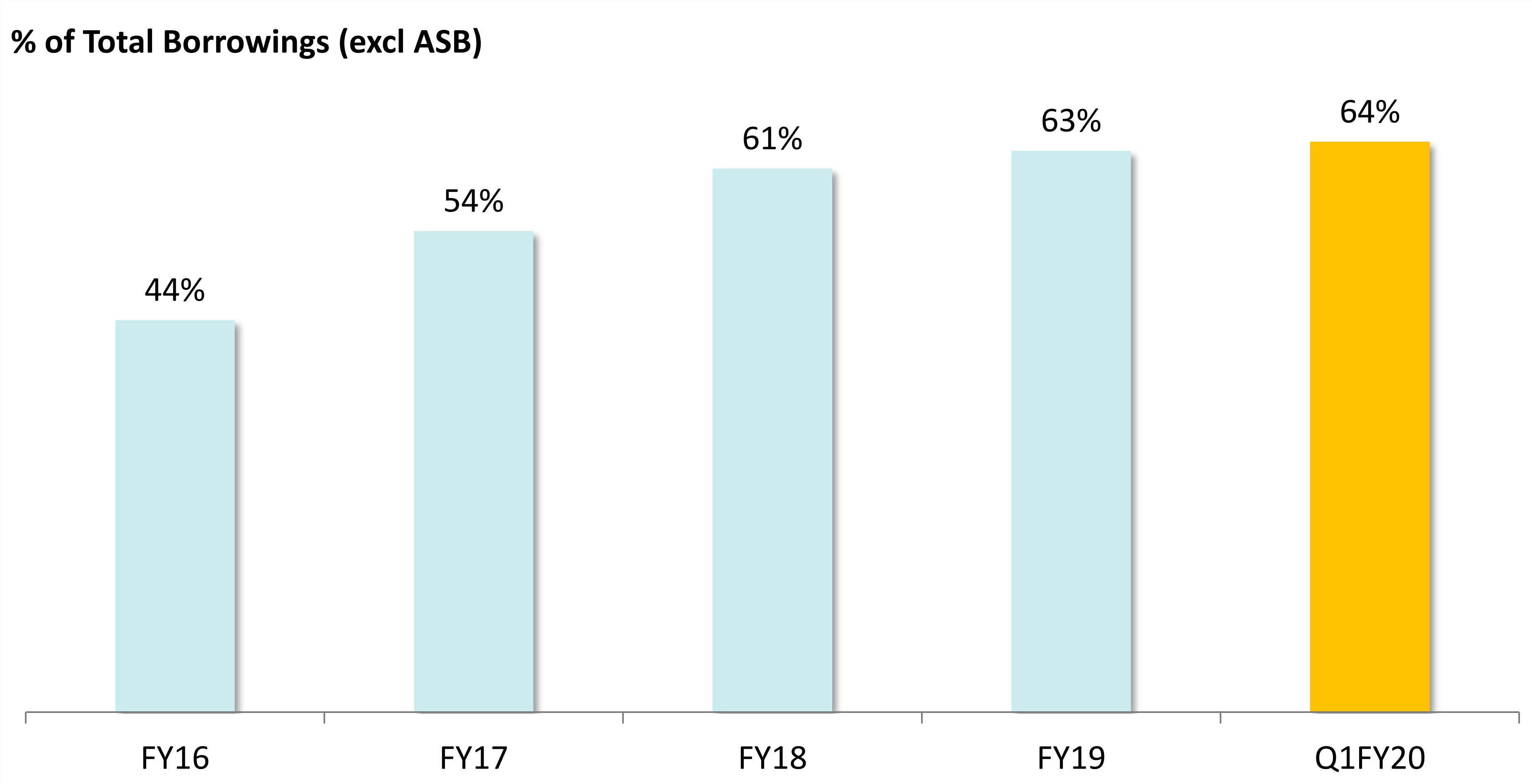


	FY16	FY17	FY18	FY19	Q1FY20
Total Borrowings ($ Mn)	3,342	4,582	6,495	6,268	5,929

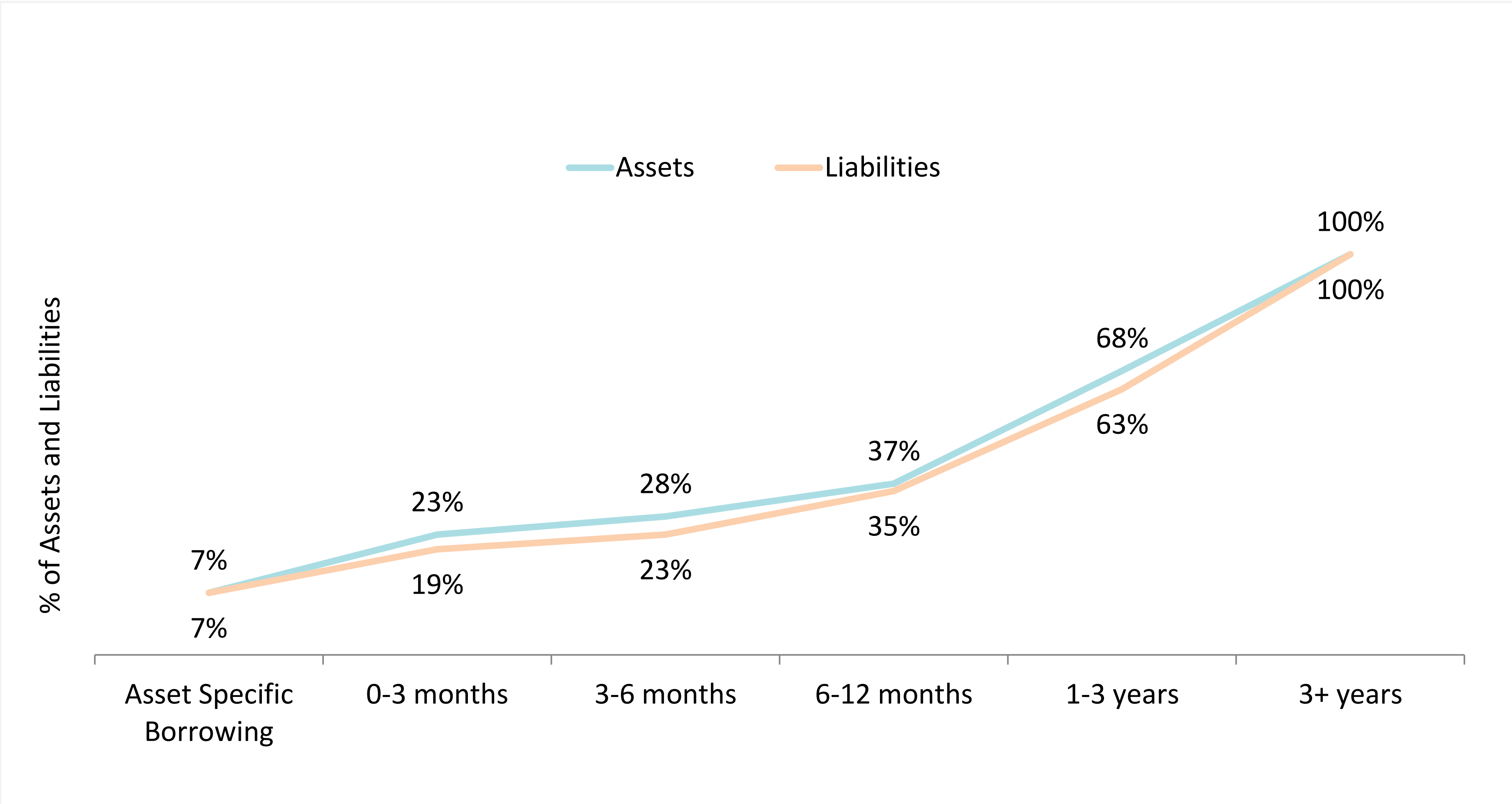
Increasing focus on retail borrowings in the total liability mix

Borrowings exclude ASB for all the above periods

Increasing Percentage of Long Term Borrowings



Positive ALM Across Durations



- BMU manages ALM under the aegis of Asset Liability Committee

Comfortable Capital Adequacy Ratio

Capital Structure as on 30th June, 2019
($ Mn)

Core Equity Tier I	1,204	14.3%
Additional Tier I	50	0.6%
Tier II	379	4.5%
Total Capital	1,633	
Risk Weighted Assets	8,404	

Capital Adequacy Ratio

19.4%

Capital Adequacy Ratio is based on RBI norms for NBFCs

Debt to Equity Ratio Reduced Further

Capital Structure as on 30th June, 2019 ($ Mn)

Total Debt	5,929
Less: *Treasury Assets*	663
Net Debt (Ex-Treasury Assets)	5,266
Equity	1,428
D/E ratio (Ex- Treasury Assets)	**3.7x**

Total Debt excludes ASB ; Equity includes CDPQ investment of $ 151 Mn

Our Risk Governance Structure...

Oversight by Board Risk Committee

Global Risk Committee

Business Risk	Group Risk & Assurance	Enterprise Risk Management Council
• Implementation of risk framework for specific businesses • Defining risk policies & limits for various products • Continuous monitoring of risks and ensure adherence to policies	• Risk aggregation and monitoring • Risk culture • Will have an oversight over all 11 risk vectors & provide assurance on financial & business parameters	• Define Organization risk framework & appetite • Review "High Impact" risk events • Risk aggregation and interplay assessment

...Ensures Prudent Risk Management and Responsible Growth

- Business Risk
- Credit Risk
- Liquidity Risk
- Market Risk
- Regulatory Risk
- Reputational Risk
- Physical Infrastructure Risk
- Technology Risk
- People Risk
- Operational & Process Risk
- Fraud Risk

Enterprise risk management approach: 11 Risk Framework

13 Member Board Comprises Majority of Independent Directors

Mr. K Chinniah
Independent Director

- Served as Managing Director & Global Head Infrastructure, Portfolio, Strategy & Risk Group with GIC Special Investments

Mr. Biswamohan Mahapatra
Independent Director

- Former RBI Executive Director, chaired various committees of RBI
- Handled varied areas of banking regulations, policy and supervision

Mr. P N Venkatachalam
Independent Director

- Banking sector expert and former member of the Interim Pension Fund Regulatory Authority of India
- Former MD, State Bank of India

Mr. Ashok Kini
Independent Director

- Former Managing Director (National Banking Group) State Bank of India
- Served as an advisor to the Thorat Committee on Financial Inclusion at RBI
- 35 years of banking experience

Mr. Navtej S. Nandra
Independent Director

- Served as President of E*TRADE Financial Corporation.
- Prior to this he served as CEO for Morgan Stanley Investment Mgmt Inc. and COO for Wealth Management at Merrill Lynch

Dr. Ashima Goyal
Independent Director

- Professor at Indira Gandhi Institute of Development Research
- Specialist in open economy macroeconomics, international finance, institutional and development economics
- Serves as a Part-time member of Economic Advisory Council to the Prime Minister

Mr. Berjis Desai
Independent Director

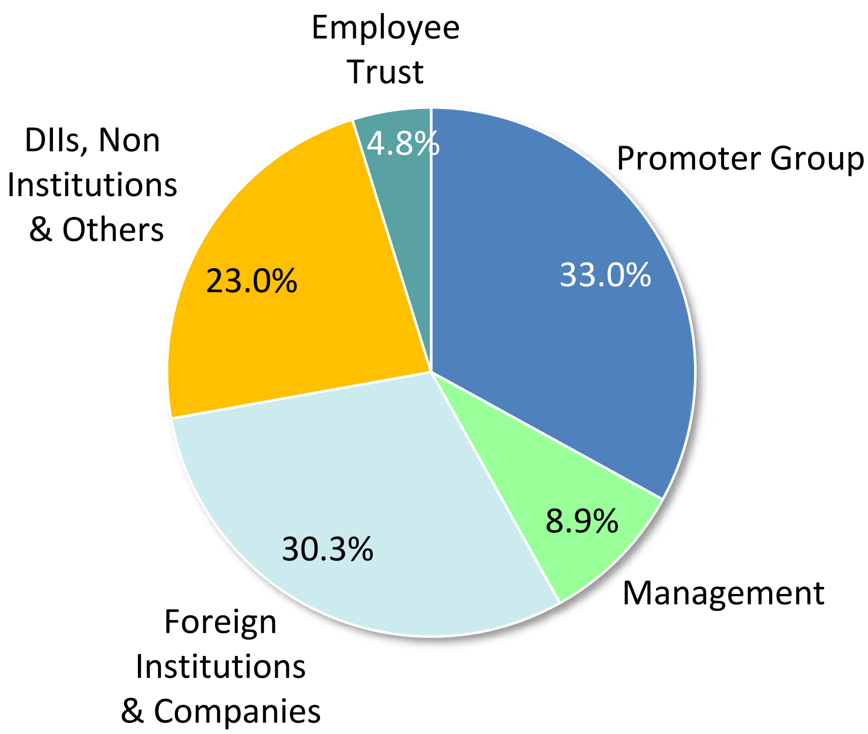
- An independent legal counsel engaged in private client practice.
- Retired as Managing Partner at J. Sagar & Associates

Ms. Anita M George
Non- Executive Director

- Executive Vice President, Strategic Partnership- Growth Markets, CDPQ India
- Prior to CDPQ, was Senior Director of the World Bank's Energy and Extractive Industries Global Practice

Significant Institutional Ownership

Shareholding Pattern as on 30th June, 2019



	Key Shareholders above 1%	Percent
1	BIH SA	4.1%
2	Pabrai Investment Fund	2.7%
3	HDFC Mutual Fund	2.6%
4	Wellington Management	1.7%
5	Vanguard Group	1.6%
6	Steadview Capital Management	1.6%
7	Caisse de dépôt et placement du Québec (CDPQ)	1.6%
8	Goldman Sachs Funds	1.5%
9	Flowering Tree Investment Management	1.4%
10	Kotak Mutual Fund	1.3%
11	LIC	1.1%
12	TIAA CREF	1.1%
13	Rakesh Jhunjhunwala	1.1%
14	Fidelity Management & Research	1.0%
15	Baron Asset Management	1.0%

~47% owned by Edelweiss Management
Number of shares held by Promoter group unchanged

ESG at Edelweiss

Edelweiss
Ideas create, values protect

Our Framework is based on the United Nations Sustainable Development Goals

People Focused Goals

No Poverty, Zero Hunger & Economic Growth

Quality Education

Gender Equality

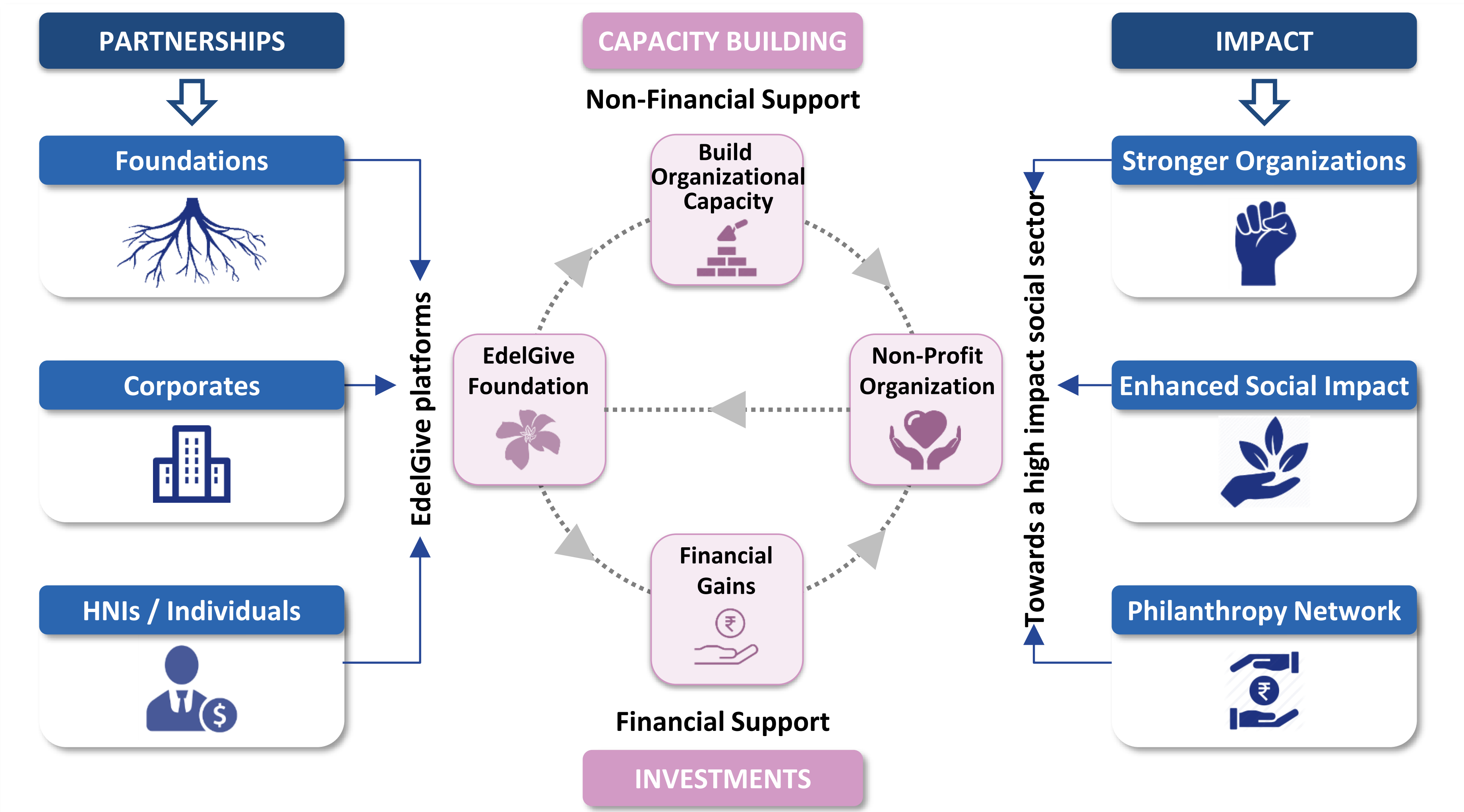
Planet Focused Goals

Affordable & Clean Energy

Responsible Consumption

Climate Support

EdelGive Foundation - Unique Philanthropic Platform



Focuses on Education, Livelihood and Women Empowerment

EdelGive Partners

- Bill & Melinda Gates foundation
- Ford Foundation
- RARE Enterprises — Insight | Intellect | Integrity
- BOROSIL®
- TATA TRUSTS
- Great Eastern CSR Foundation
- SDMC Trust
- Credit Suisse
- H T Parekh Foundation — An HDFC Initiative
- CDPQ
- atDta
- dalyan
- Volkart Foundation Indian Trust
- genpact

HT Parekh Foundation & CDPQ have recently partnered with EdelGive

EdelGive Foundation - Key Metrics

Employee Engagement	
Employee Engagement %	More than 70% engaged in financial and non financial giving
Man Hours spent till date	32,500 hrs
Field Visits till date	150+

Capacity Building – Non financial support

Employees provided skills and time pro bono in over 100+ projects till date

- Strategy and leadership
- Systems, processes and technology
- Financial planning
- Human resources

Grants and Funding	**Cumulative till date**
Grantees	More than 95 NGOs
Funds Committed	> $ 30 Mn
Presence in Indian States	14 States
Funding Partners	116

Strategic Investment in Our Advisory Business

Edelweiss
Ideas create, values protect

Edelweiss Strategy and Structure

- In 2017, we initiated a strategic plan to separate three business Groups (Credit, Advisory and Insurance) into distinct entities, each with its own set of investors, a ring-fenced capital base and an Independent Board
- Edelweiss has accomplished this for the Credit and Life Insurance businesses with the recent investment of $250 Mn by CDPQ in the former and Tokio Marine Holdings 49% equity stake holding in the latter
- We are now in the third and final phase of this strategy; restructuring our Advisory business and raising capital into the **Edelweiss Global Investment Advisors** (EGIA), which includes the businesses of Asset Reconstruction, Wealth & Asset Management and Capital Markets
- Kora Management (Kora), an existing investor in the Edelweiss Group, has agreed binding terms to invest in the initial round
- At the conclusion of the restructuring and investment by external investors, EGIA will be capitalized for future growth

Edelweiss will continue to be a majority shareholder in each of its business verticals

Kora's Investment Commitment of $125 mm

- Kora, an existing long-term investor in Edelweiss, will be investing $125 Mn of growth equity in the Group comprising:
  - $75 Mn of compulsorily convertible instrument into EGIA before FY22 year-end (subject to completion of identified milestones)
  - Conversion terms will be based on performance and profitability of the business
  - Approximately $1,160 Mn implied valuation within a range based on performance
  - An additional $50 Mn commitment into the Edelweiss Group whose form and manner will be determined closer to completion of the round
- Edelweiss Group is in talks with additional investors to join this first external investment round in EGIA
- The current round will be limited to $200 Mn

Structure of the Advisory Business by End FY20

Edelweiss Global Investment Advisors

Wealth Management
- UHNI & Family Office Advisory
- Affluent business
- Asset Services

Asset Management
- Alternative Asset Management
- Mutual Fund

Institutional Client Group
- Institutional Equities
- ECM & Advisory

Asset Reconstruction Company
- Distressed Credit

Customer Assets ($ bn)

Assets Under Advice (Wealth Management)	15.5
Assets under Custody & Clearing	3.2
Funds under Management (Asset Management)	5.3
Distressed Credit (ARC Assets)	5.6

All figures in INR Cr and are as on 30th June, 2019 and rounded off to nearest 100

Advisory Business Strategy

- **Wealth Management**
  - Business built around client segments – Affluent, CXO with ESOPs & Entrepreneurs and Family offices
  - A technology driven platform to deliver superior customer experience and drive cost efficiencies
- **Asset Management**
  - Continue to maintain leadership in the alternative segment with clear focus on Private Debt
  - Deliver superior risk adjusted returns to our investors globally
- **Institutional Client Group**
  - Offer investors unbiased high quality research with complete access to company managements
  - A globally renowned platform for seamless execution with leadership in the ECM space
- **Distressed Credit**
  - Maintain market dominance; Focus on revival-led resolutions

Edelweiss Business Group Structure By End FY22

Edelweiss Financial Services Ltd

- **Credit**
  - **ECL Finance**
    - Retail Credit
    - Corporate Credit
- **Advisory**
  - **Edelweiss Global Investment Advisors**
    - Wealth Management
    - Asset Management
    - Institutional Client Group
    - Asset Reconstruction
- **Insurance**
  - **Edelweiss Tokio Life Insurance**
  - **Edelweiss General Insurance**

By 2022, Edelweiss expects to hold 81%-87% of the Credit business and 80%-90% of the Advisory business

About Kora Management

- Kora is an investment firm focused on financial services and internet businesses
- Headquartered in New York, the firm invests globally, leveraging its research infrastructure in Asia, Latin America, and Russia to develop insight on emerging markets companies
- With a concentrated portfolio, Kora seeks to partner with exceptional entrepreneurs and management teams focused on creating long-term value
- Significant experience backing tech-led financial services in India, including a long-term partnership with Edelweiss

Safe Harbour

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Currency Conversion: Conversion rate of 1 USD equal to 68.92 INR has been used. Due to rounding off, numbers presented in this presentation may not add up to the totals provided and/or correlate with the growth and contribution percentages provided. Data provided in the INR version of the Investor Presentation shall prevail in case of disparity

NOTES:

Slide 7, 35 : Embedded value (EV) is calculated on market consistent basis

Slide 12 : General insurance loss of $ 1.7 Cr in Q1FY20

Slide 22 : GNPA is as per RBI prudential norms; Stage 3 Credit Book and ECL Provision correspond to GNPA and specific provision taken respectively

Slide 15,27,29,30 : Asset Management AUM is rounded off to nearest 100

Slide 21,27,33 : Business wise financial performance numbers are on fully loaded cost basis with allocation of Group Enterprise costs

Slide 33 : Life Insurance numbers have been re-cast for the purpose of consolidation under IndAS

Slide 45 : Risk weighted assets is 91% of Gross Assets of $ 9,283 Mn

Slide 50 : Key institutional shareholders: Holding of known affiliates have been clubbed together for the purpose of this information