Edelweiss Financial Services Limited

Q2FY18 Earnings Update

Edelweiss
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Safe Harbour

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Edelweiss Financial Services Limited Corporate Identity Number: L99999MH1995PLC094641
For more information, please visit www.edelweissfin.com or drop us an e-mail on ir@edelweissfin.com.

NOTES:

Slide 6: Balance Sheet numbers are on net basis

Slide 8: Distressed Credit (ARC assets) are net of Edelweiss contribution

Slide 13,21: Insurance includes General Insurance loss of INR 8 Cr in H1FY18

Slide 14,24,30: Capital employed includes Distressed Credit in EARC and excludes episodic

Slide 15: Revenue markets share estimated for Institutional Equities and Investment Banking business

Slide 26: Gross and Net NPAs do not include Distressed Credit and Episodic book

Slide 38: CAGR Growth is calculated on a trailing 12 month basis

Slide 39: Net Worth Includes unrealised gains on equity and mutual fund investments per IRDA norms

Slide 44: Others includes Provident Fund, Insurance & Corporates; total borrowings include episodic

Slide 47: Top institutional shareholders: Holding of known affiliates have been clubbed together for the purpose of this information

Contents

Overview & Business Approach

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We are a Diversified Financial Services Company...

Credit

- Retail Credit
- Corporate Credit
- Distressed Credit

Franchise & Advisory

- Wealth Management
- Asset Management
- Capital Markets

Insurance

- Life Insurance

Bank-like business model with multiple vectors of growth in the NBFC space

Has helped us deliver consistent growth and profitability

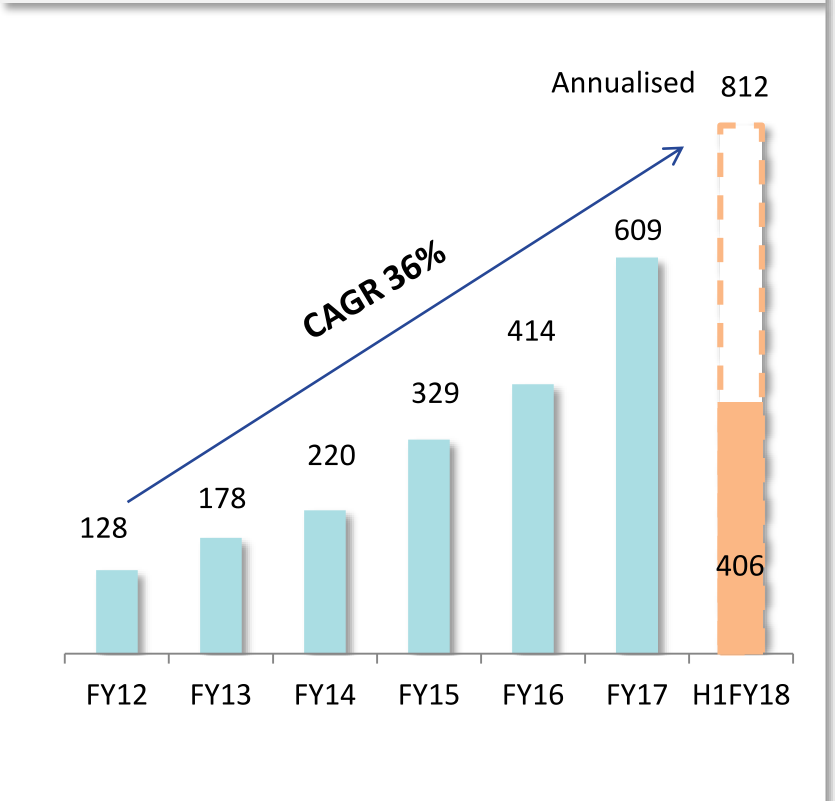
Helps manage short term volatility in the business cycle

Ability to calibrate growth in line with favourable market conditions

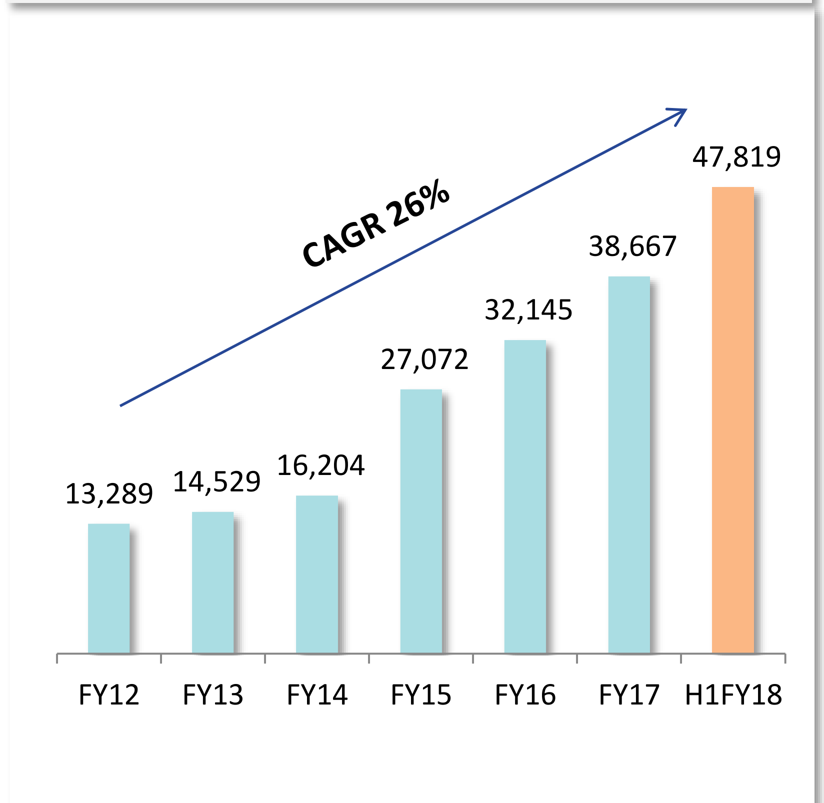
Provides avenues of growth for our Gen-next management talent

...With Consistent Non-Linear Growth Over the Years...

PAT (INR Cr)



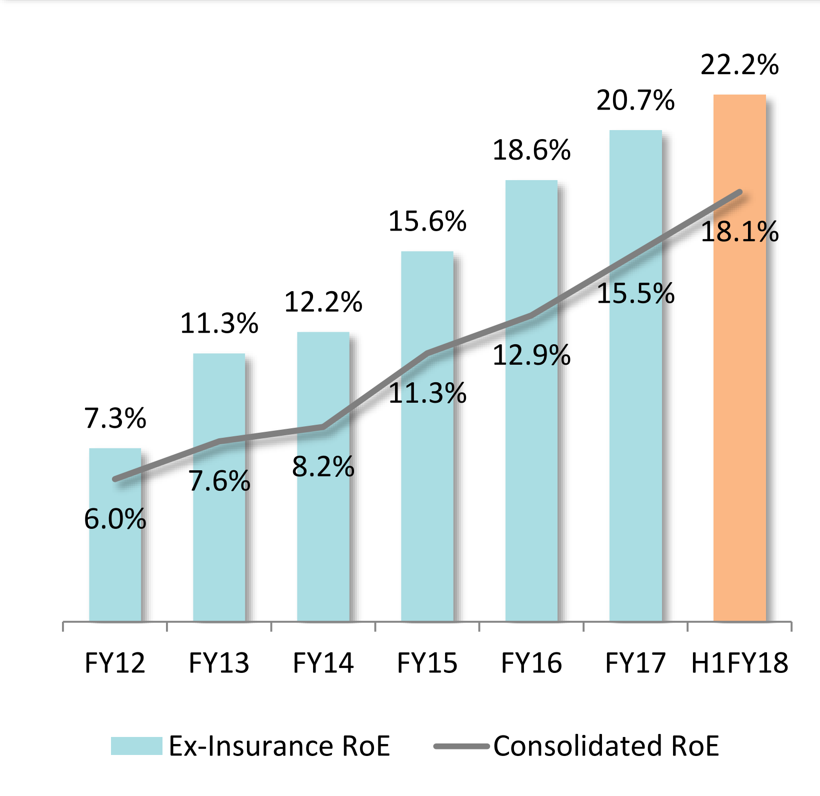
Balance Sheet (INR Cr)



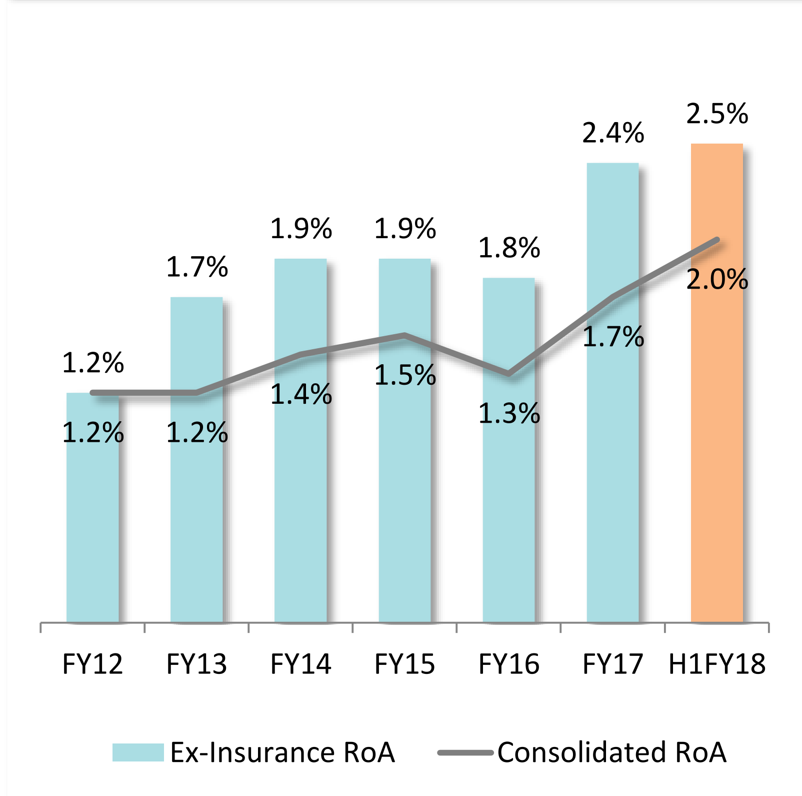
26% growth in assets has supported a 36% growth in profits

… Across Key Performance Parameters

RoE



RoA



Continued improvement in profitability ratios across business cycles

…With Significant Scale and Growth in Assets…

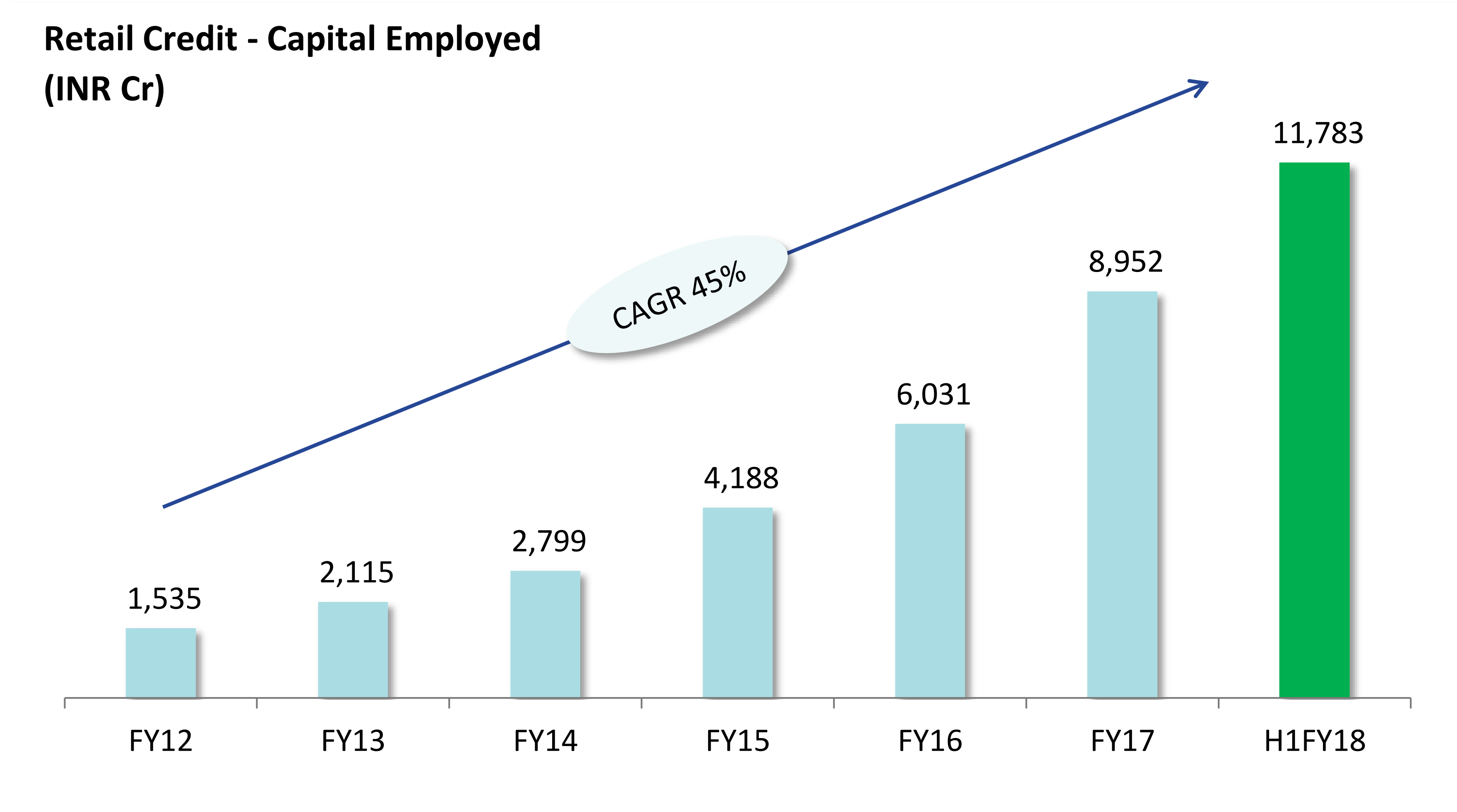
As on 30th Sep'17 (rounded off to nearest 100)	INR Cr	YoY Growth
Balance Sheet Assets	47,800	*33%*
Assets under Management and Advice	1,43,000	*78%*
Distressed Credit (ARC Assets)	*37,500*	*36%*
Assets Under Advice (Wealth Management)	*76,300*	*73%*
Funds under Management (Asset Management)	*22,100*	*223%*
Assets under Custody & Clearing	*7,100*	*386%*
Total Assets	**1,90,800**	**65%**

Clients
~11 lacs

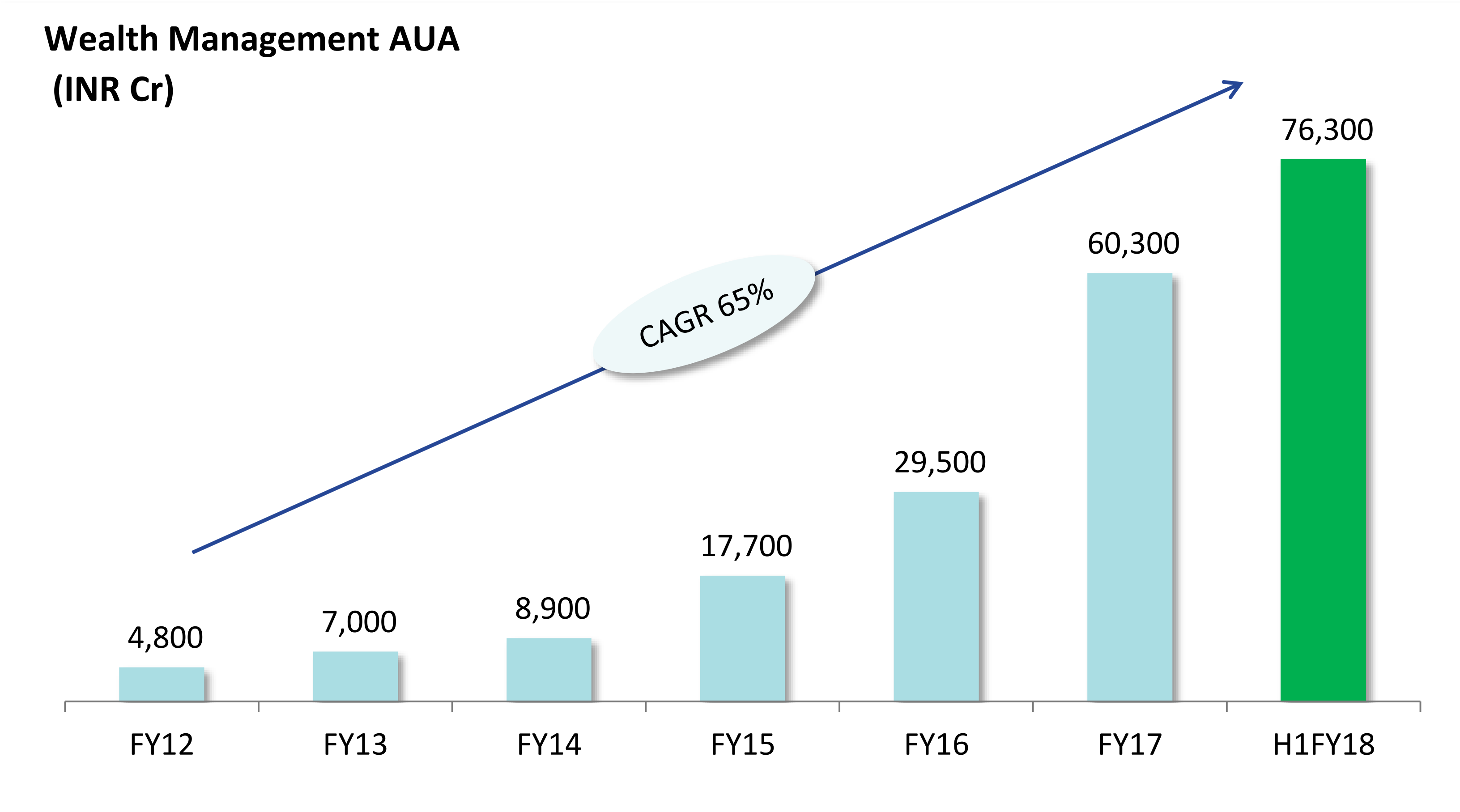
Offices
354

Employees
8,354

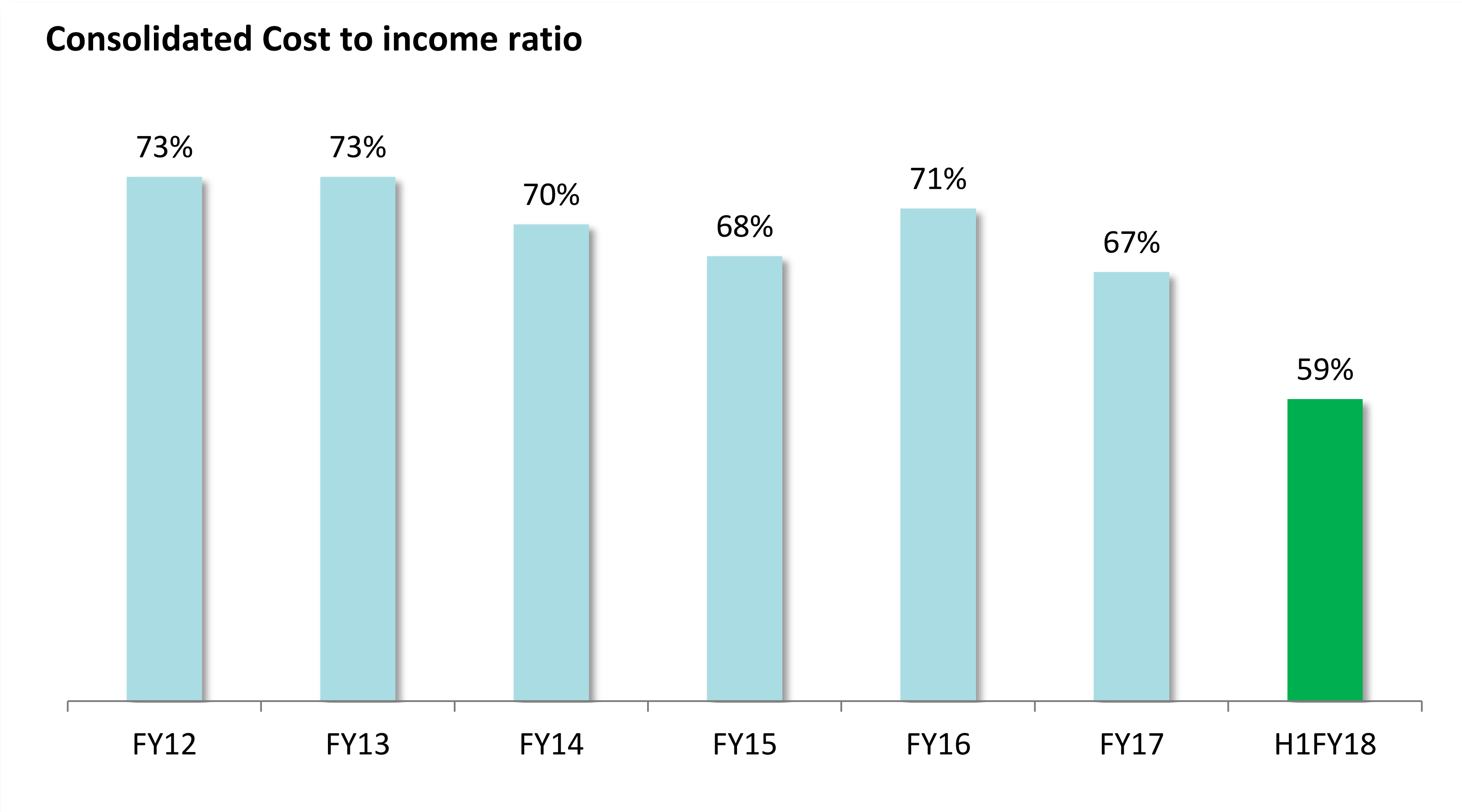
Our Retail Credit Book has Scaled Meaningfully…



...As Also our Wealth Management AUA...



...Bringing Significant Operating Efficiencies



Half Yearly Performance Highlights – H1FY18

Financial Snapshot – H1FY18

INR Cr	EOP Equity	Profit after Tax	RoE	RoA
Pre Minority				
Credit	4,015	337	18.7%	2.2%
Franchise & Advisory	215	130	-	-
BMU, Corp & Others	610	40	10.2%	0.9%
Insurance	645	(91)	-	-
(-) Minority	798	10	-	-
Total Consolidated	**4,687**	**406**	**18.1%**	**2.0%**
Total Ex-Insurance	**4,354**	**456**	**22.2%**	**2.5%**

RoE is calculated on Average Equity

Credit Business Performance Snapshot

H1FY18 (INR Cr)	Total	*Y-o-Y Growth*	Retail	*Y-o-Y Growth*	Corporate	*Y-o-Y Growth*	Distressed	*Y-o-Y Growth*
EOP Capital Employed	32,540	*31%*	11,783	*40%*	15,398	*19%*	5,359	*53%*
EOP Equity	4,015	*34%*	1,071	*43%*	1,946	*13%*	998	*94%*
Net Revenue	1,162	*55%*	292	*53%*	649	*30%*	221	*281%*
PAT (Pre MI)	337	*50%*	86	*75%*	156	*6%*	95	*228%*
Net Interest Margin	7.5%		5.2%		8.9%		8.9%	
Cost to Income	35%		44%		34%		26%	
RoE (Pre MI)	18.7%		16.3%		18.5%		22.0%	
RoA	2.2%		1.5%		2.2%		3.8%	

Growth driven by the Retail and Distressed Credit books

Scaling up Corporate Credit through co-investment from Asset Management fund

Franchise & Advisory Business Performance Snapshot

H1FY18 (INR Cr)	Total	*Y-o-Y Growth*	Wealth Mgmt	*Y-o-Y Growth*	Asset Mgmt	*Y-o-Y Growth*	Capital Markets	*Y-o-Y Growth*
Net Revenue	615	*37%*	268	*56%*	55	-	292	*8%*
PAT	130	*104%*	53	*97%*	12	-	65	*60%*
Cost to Income	68%	-	70%	-	67%	-	66%	-
			AUA	76,300	AUM	22,100	Revenue Market Share	4.1%

Cost to income ratio down from 73% in FY17 to 68% in H1FY18 as businesses scale up

Life Insurance Performance Snapshot

Edelweiss Tokio Life Insurance Company Limited (ETLI)

(INR Cr)	**H1FY18**	***Y-o-Y Growth***
Total Income	275	*22%*
Total Expenses	358	*20%*
Profit After Tax	(83)	**-**
Minority	(41)	-
Edelweiss' Share in PAT	(42)	**-**

Scaling up as per plan to generate sustainable value

Quarterly Performance Highlights – Q2FY18

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Q2FY18 Highlights

1 **Q2 Consolidated PAT at INR 209 Cr; 37% CAGR over 26 quarters**

2 **Sustained non-linear growth in profitability**

- Consolidated PAT growth 45% YoY; Ex-Insurance PAT growth 41% YoY
- Balance Sheet growth 33% YoY

3 **Profit growth across businesses**

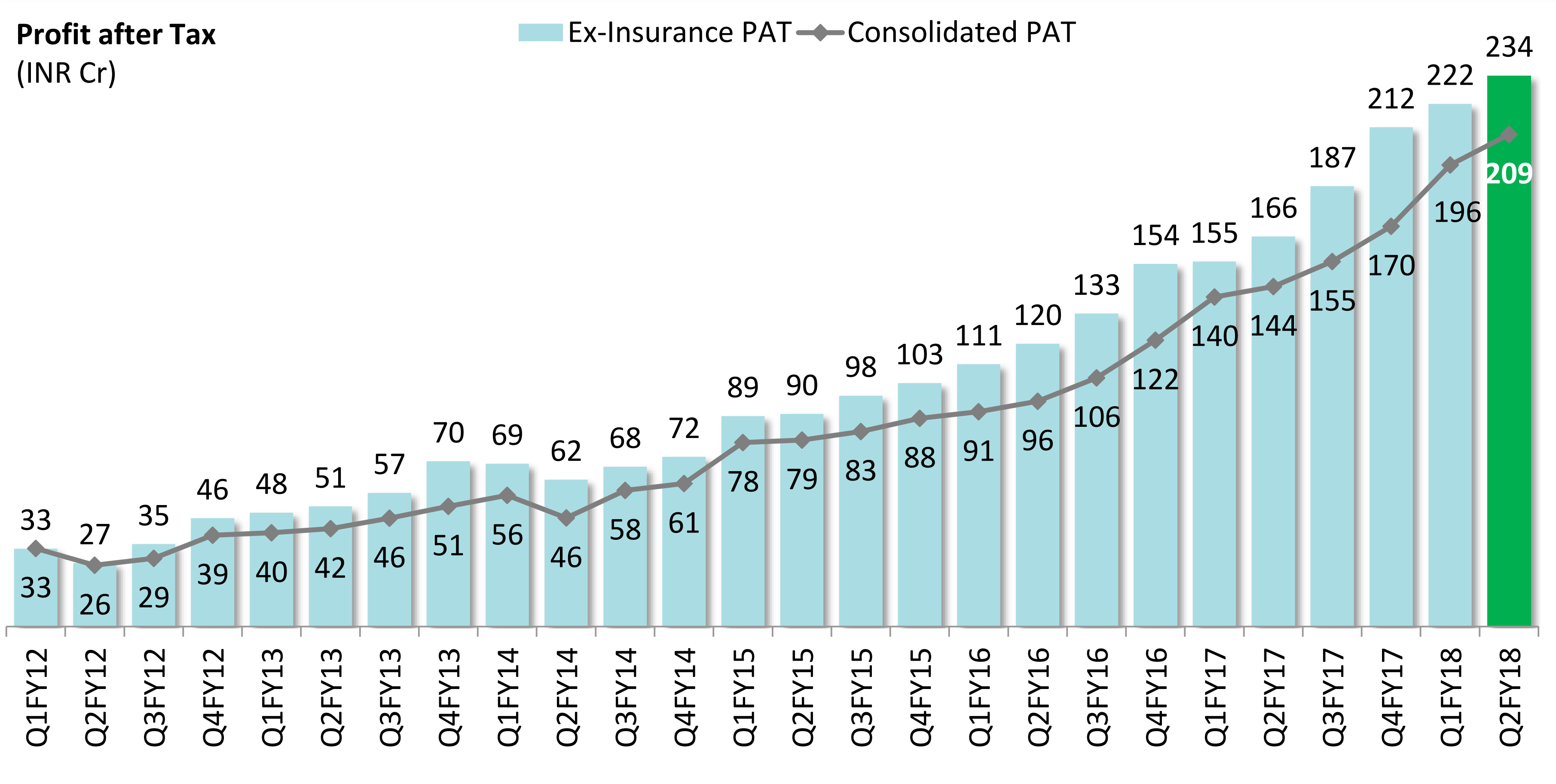
- Credit business grew 40% YoY
- Franchise & Advisory business grew 123% YoY

4 **Continued improvement in key performance ratios**

- Consolidated RoE 18.3%; Ex-Insurance RoE 22.2%
- Consolidated RoA 2.0%; Ex-Insurance RoA 2.5%
- Consolidated C/I ratio 58%; Ex- Insurance C/I ratio 47%

5 **ECL Finance Limited is now a wholly owned subsidiary post acquisition of 7.8% minority stake**

1 Sustained PAT Growth Trajectory



Consolidated PAT CAGR of 37% over last 26 quarters

PAT CAGR calculated on rolling quarterly basis

2 Consolidated PAT Growth of 45%

(INR Cr)	Q2FY17	Q1FY18	Q2FY18	*Y-o-Y Growth*
PAT Consolidated	144	196	209	*45%*
PAT Ex-Insurance	166	222	234	*41%*
Balance Sheet	35,822	43,634	47,819	*33%*

3 Profit Growth Across Businesses

(INR Cr)	Q2FY17	Q1FY18	Q2FY18	*Y-o-Y Growth*	FY16	FY17
PAT	**144**	**196**	**209**	***45%***	**414**	**609**
Credit	*106*	*137*	*149*	*40%*	*337*	*447*
Franchise & Advisory	*30*	*64*	*66*	*123%*	*72*	*193*
Insurance	*(21)*	*(26)*	*(24)*	*(14%)*	*(104)*	*(110)*
BMU, Corp & Others	*29*	*21*	*18*	*(38%)*	*110*	*79*

Insurance includes both Life and General Insurance

4 Improving Key Performance Parameters

Key Ratios

Consolidated	Q2FY17	Q1FY18	Q2FY18	FY16	FY17
RoE	15.2%	17.9%	18.3%	12.9%	15.5%
RoA	1.7%	2.0%	2.0%	1.3%	1.7%
Cost to Income Ratio	68%	59%	58%	71%	67%

Ex-Insurance	Q2FY17	Q1FY18	Q2FY18	FY16	FY17
RoE	19.9%	22.2%	22.2%	18.6%	20.7%
RoA	2.2%	2.5%	2.5%	1.8%	2.4%
Cost to Income Ratio	57%	49%	47%	60%	54%

Business Update

CREDIT

Retail Credit – Corporate Credit – Distressed Credit

Credit Business is a Mix of Diversified and Scalable Assets

As on 30th Sep'17	Capital Employed (INR Cr)	% Share	
Retail Credit	**11,783**	**36%**	
Retail Mortgage	4,545	14%	Blend of loans to home owners and home buyers
SME & Business Loans	2,767	9%	Highly scalable, focus area for future
Loan against securities	3,694	11%	Catering to Retail & Wealth Mgmt customers in Capital Markets
Agri and Rural Finance	777	2%	Large scalable opportunity with low competitive intensity
Corporate Credit	**15,398**	**47%**	
Structured Collateralised Credit	7,935	24%	Customized credit solutions with robust risk management systems
Wholesale Mortgage	7,463	23%	Developer financing for primarily residential properties
Distressed Credit	**5,359**	**17%**	Leading Asset Reconstruction Company in India
Total Credit Book	**32,540**	**100%**	

Credit | Franchise & Advisory | Life Insurance

Credit Business at a Glance

Credit Business (INR Cr)	H1FY18	FY17
Capital Employed	32,540	27,608
Average Interest Yield	16.3%	16.2%
Average Cost of Borrowing	9.9%	10.3%
Net Interest Margin	7.5%	7.2%
Net Revenue	1,162	1,695
Cost to Income	35%	36%
Provisions & Write Offs	227	319
PAT (post MI)	286	447
RoE (post MI)	18.9%	18.2%
RoA	2.2%	2.1%

Credit | Franchise & Advisory | Life Insurance

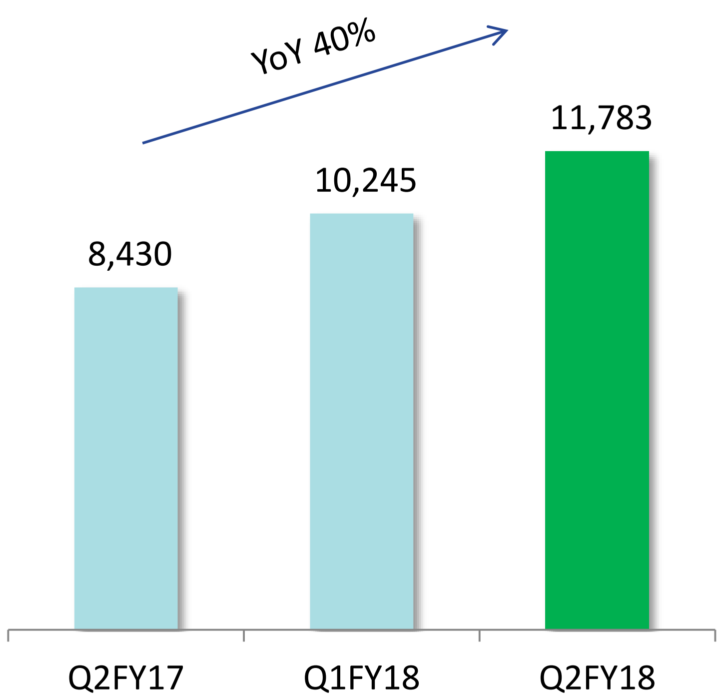
Asset Quality at a Glance

At the end of	H1FY18	FY17
Gross NPA (INR Cr)	474	362
Gross NPA %	1.74%	1.59%
Net NPA %	0.66%	0.60%
Outstanding Provision Held	407	314
Total Provision Cover	86%	87%
Average Collateral cover on Corporate book	2.1x	2.3X
Average Loan-To-Value on Retail book	~45%	~45%

Total Provision Held and Total Provision Cover includes Standard Asset Provisioning

Retail Credit Expanding Footprint

Capital Employed
(INR Cr)



Business Highlights

SME

- Originations up 23% on Y-o-Y basis in Q2FY18
- Expanding SME credit distribution capabilities; presence in 44 locations in Q2 from 17 locations at end of FY17
- Leveraging technology with tab based underwriting, scorecards, digital marketing and sourcing

Retail Mortgage

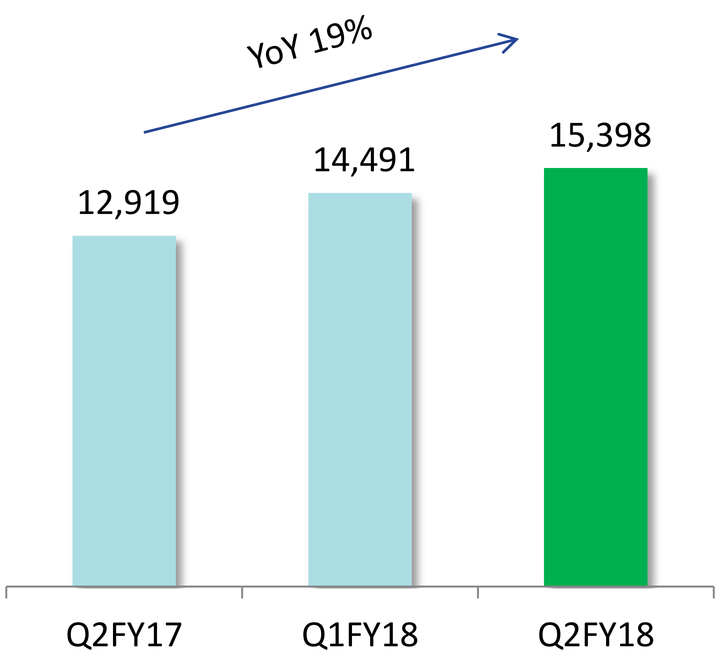
- Strong Q2FY18 with originations up 81% on Y-o-Y basis
- Focus on home loans through developer tie-ups, and participation in Affordable Housing programs

Loan Against Securities

- Continues to grow based on our leading position in ESOP financing and growth in wealth business

Calibrated Growth in Corporate Credit

Capital Employed
(INR Cr)

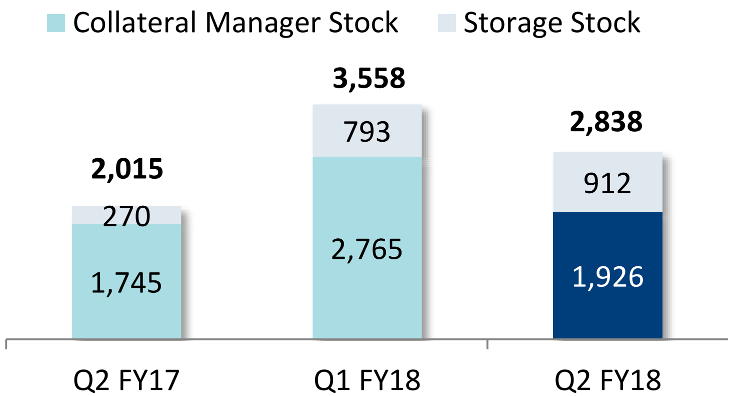


Business Highlights

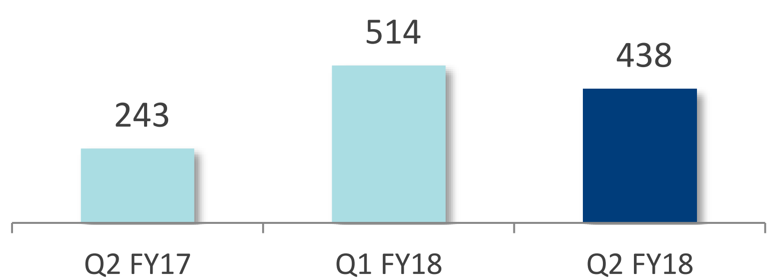
- Risk-management centered approach to collateralized lending
- In house team of experts for carrying out detailed evaluations
  - Counterparty, Collateral and Cash flows
- Ring fenced structures and hybrid collateral pool ensures negligible loss given defaults
- Collaboration between Corporate & Retail credit for under construction mortgages & affordable housing
- Share of Corporate in total credit reduced to 47% from 52% in Q2FY17

Agri Credit Expected to Scale Up

Collateral Value (INR Cr)



Agri Credit Book Size (INR Cr)

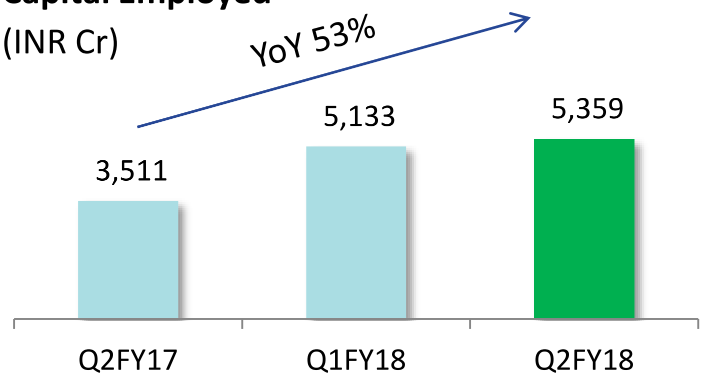


Business Highlights

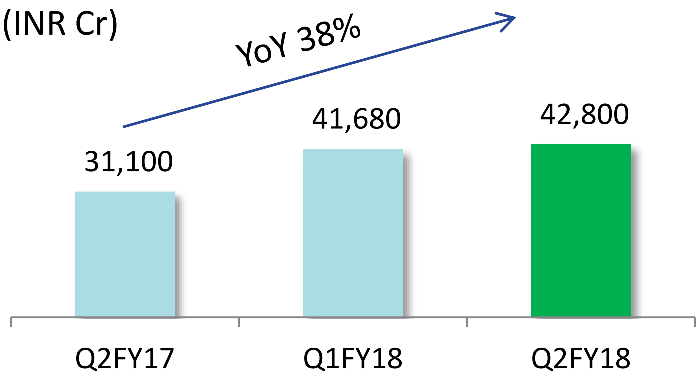
- One of the few organized players providing end to end business solutions in the Agri value chain
- Leverage the large opportunity size of the Agri financing industry
- Continue to refine the business model with a focus on increasing the credit book
- Network of 435 warehouses across 17 states in India; investments in risk management capabilities
- Empanelled with 21 banks for Collateral Management Services

Distressed Credit Performance is on Track

Capital Employed
(INR Cr)



AUM
(INR Cr)



Business Highlights

- Focus on large operating and EBITDA earning assets that are financially broken
- Significant focus on resolution driving higher recoveries
  - H1 FY18 cash recovery at 90% of entire FY17 recovery
  - Interest by strategic players in large assets increasing; sale of assets under Insolvency and Bankruptcy Code to improve recoveries
- Developing new long-term partnerships and co-investor network as industry moves towards large deal sizes
- Continue to deploy capital under security receipts structure and cash deals

Business Update

FRANCHISE & ADVISORY

Wealth Management – Asset Management – Capital Markets

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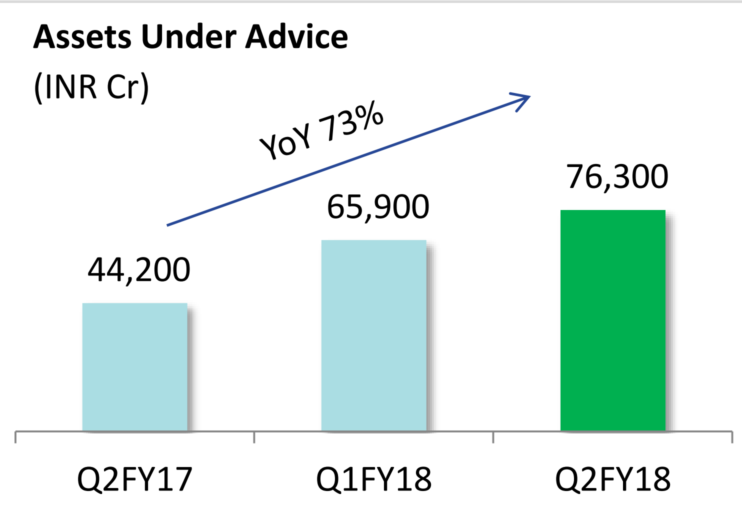
Franchise & Advisory Business at a Glance

Franchise & Advisory (INR Cr)	H1FY18	FY17
Net Revenue	615	1,060
Cost to Income	68%	73%
PAT	130	193

Wealth Management AUA Continues to Scale Up



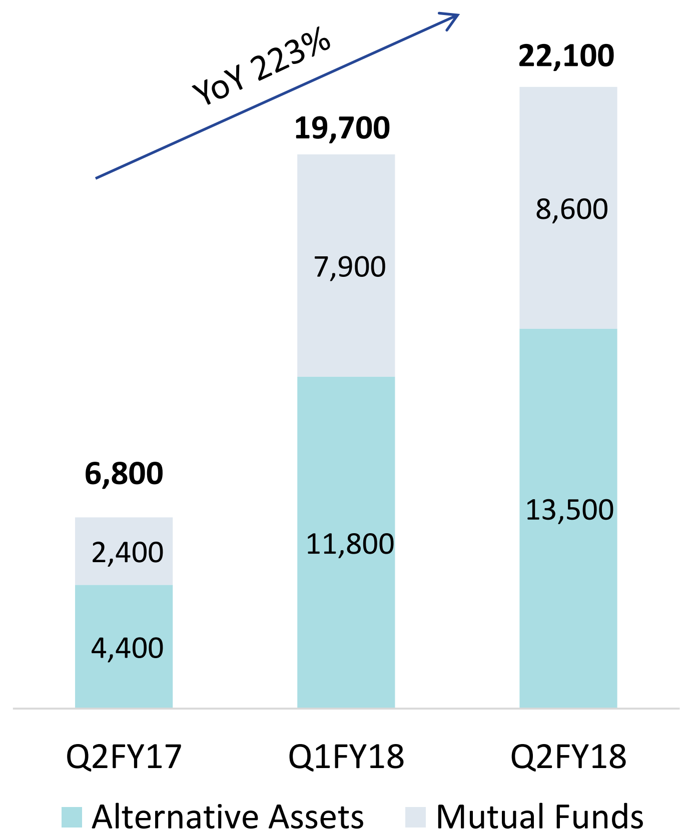
As on 30th Sep'17	No. of Clients	AUA (INR Cr)
Ultra High Net Worth Individuals	~1,000	59,900
Affluent	~4,18,000	16,400

Business Highlights

- Ramp up of RM capacity in UHNI on track; added 25 RMs in H1 FY18
- Cost to income ratio improved to 69% for the quarter from 77% in Q2FY17
- Yield on AUA ranges between 70-80 bps
- Digital initiatives across the spectrum to bring in efficiencies and superior customer experience
    - Client on-boarding to portfolio monitoring through industry leading mobile app
    - Omni - channel CRM
- Awarded "The Best Wealth Manager Rising Star India" at The Asset Asian Awards 2017, Hong Kong

Asset Management Building a Sustainable Franchise

Asset Management AUM
(INR Cr)



Business Highlights

Alternative Assets

- Leading player in the Private Debt space across special opportunities, real estate credit and distressed assets credit
- Alternatives AUM increased 14% on a Q-o-Q basis
- Focus on risk and capital preservation helped garner interest from onshore clients in private debt
- Raised ~ INR 1,650 Cr (includes INR 965 Cr - second tranche of CDPQ commitment)

Mutual Funds

- Focus on increasing equity component in AUM
- Prioritizing and widening distribution partnership with large organized distributors at new locations

Capital Markets Strong Performance Continues

Key Equity Capital Market Deals


ICICI Lombard General Insurance Company Limited

₹ 57,009.39 million

Initial Public Offering

September 2017

Lead Manager

ICICI Lombard

IPO INR 5,701 Cr

BRLM


Cochin Shipyard Limited

₹ 14,429 million

Initial Public Offering

August 2017

Book Running Lead Manager

Cochin Shipyard

IPO INR 1,443 Cr

BRLM


Dodla Dairy Limited

₹ 3,208 million

Private Equity Placement

Stake sale by Proterra Investment Partners to The Rise Fund (managed by TPG Growth)

July 2017

Exclusive Financial Advisor

Dodla Dairy

Private Equity placement

Key Debt Capital Market Deals


Power Finance Corporation Limited

₹48,950 million

'AAA/Stable' by CRISIL Limited, 'AAA' by ICRA Limited, & 'AAA' by CARE Limited.

Private Placement of Unsecured, Redeemable, Non-Convertible Taxable Bonds in the nature of Debentures - Series 169 (A&B)

August 2017

Arranger

Power Finance Corporation

INR 4,895 Cr

Arranger


Mahindra & Mahindra Financial Services Limited

₹11,505 million

"IND AAA/Outlook Stable" by India Ratings and Research Private Limited and 'BWR AAA, Outlook: Stable' by Brickwork Ratings India Private Limited

Public Issue of Unsecured Subordinated Redeemable Non Convertible Debentures of face value of INR 1,000 each by Mahindra & Mahindra Financial Services Limited

July 2017

Lead Manager

Mahindra Finance

INR 1,150 Cr

Lead Manager


SREI Equipment Finance Limited

₹ 5,619.882 million

"BWR AA+ (Outlook: Stable) by Brickwork Ratings India Private Limited & 'SMERA AA+/Stable' by SMERA Ratings Limited

Public Issue of Unsecured, Subordinated, Redeemable NCDs of face value of INR 1,000 each by SREI Equipment Finance Limited

August 2017

Lead Manager

SREI

INR 562 Cr

Lead Manager

Business Highlights

Equity Capital Markets

- Successfully closed 4 deals in investment banking in Q2FY18
- Continue to build market share in blocks with share of 5.3% in Q2FY18
- Best Performing Institutional Member at the NSE Market Achievers Award 2017
- Best Broker Award – Asia Money 2017

Debt Capital Markets

- Ranked amongst top 10 arrangers for private placement of debt
- Market share in placements of commercial paper at 22% for Q2FY18

Ranking and market share for bond issuances and placements of commercial paper as per Prime Database

Business Update

Life Insurance

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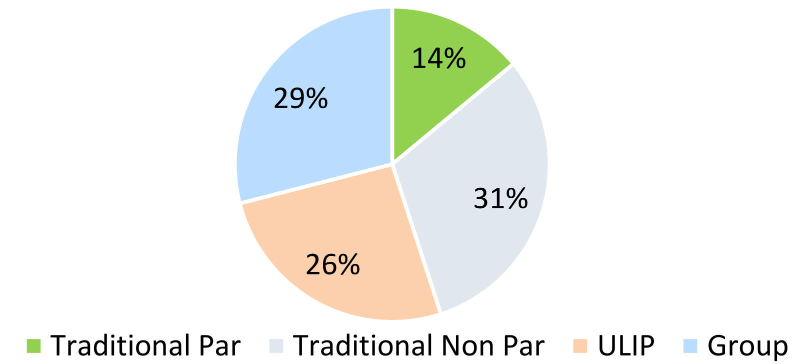
Life Insurance – Long Term Value Creation

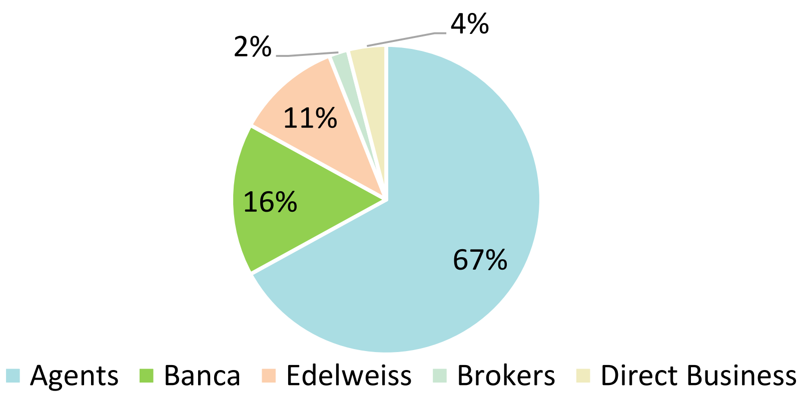
Products Mix

New Business Premium H1FY18



Channel Mix

Individual New Business Premium H1FY18



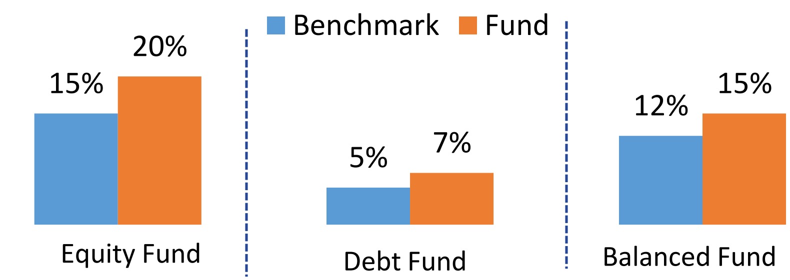
Distribution

- Agency-led multi-channel distribution approach with emphasis on productivity
- 104 branches and ~25,000 PFAs across 77 cities in India
- 11% of individual new business premium is generated by other Edelweiss Group companies for ETLI

Investments Capability

Morningstar has rated our ULIP funds 4 or 5 star

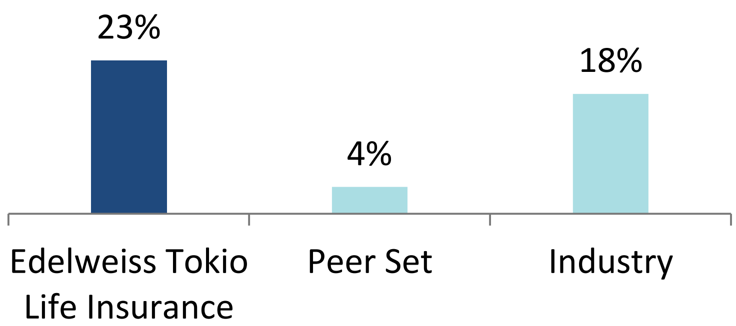
Returns % in past one year



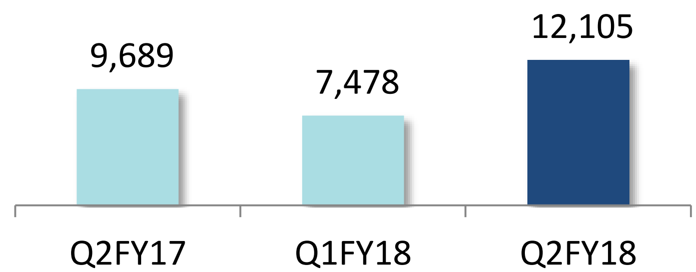
Returns Data source: NSE, Crisil, Morningstar

One of the Fastest Growing in Individual Annual Premium Equivalent

Individual Annual Premium Equivalent
CAGR growth since FY15



Number of Policies Issued
(Individual Business)



Business Highlights

- Indian Embedded Value (IEV) at INR 1,026 Cr as on 30th Sep'17
- Individual Annual Premium Equivalent (APE) - INR 43 Cr for the quarter, growth of 37% YoY
- Leveraging technology
  - Focus on tab sales; 21% of agency channel logged in sales through tabs in H1FY18
  - Developing machine learning based analytical models for customer acquisition
- New Par product "Smart Lifestyle" successfully launched in Sep'17
- Wealth Ultima (ULIP) wins two awards for "Best Product Innovation" at National Award for Excellence in Insurance 2017 and Fintelekt Insurance Award 2017

Industry data from Life Insurance Council and public disclosures of insurers

Life Insurance – Key Financials

Edelweiss Tokio Life Insurance Company Limited (ETLI)

(INR Cr)	H1FY18	FY17
Net Premium Income	185	426
Investment Income & Other Income	90	151
Total Income	**275**	**577**
Commission & Operating Expenses	165	324
Change in Policy Liabilities and Benefits paid	193	469
Total Expenses	**358**	**793**
Profit After Tax	**(83)**	**(216)**
Minority	(41)	(106)
Edelweiss' Share in PAT	**(42)**	**(110)**
Net Worth	**645**	**733**

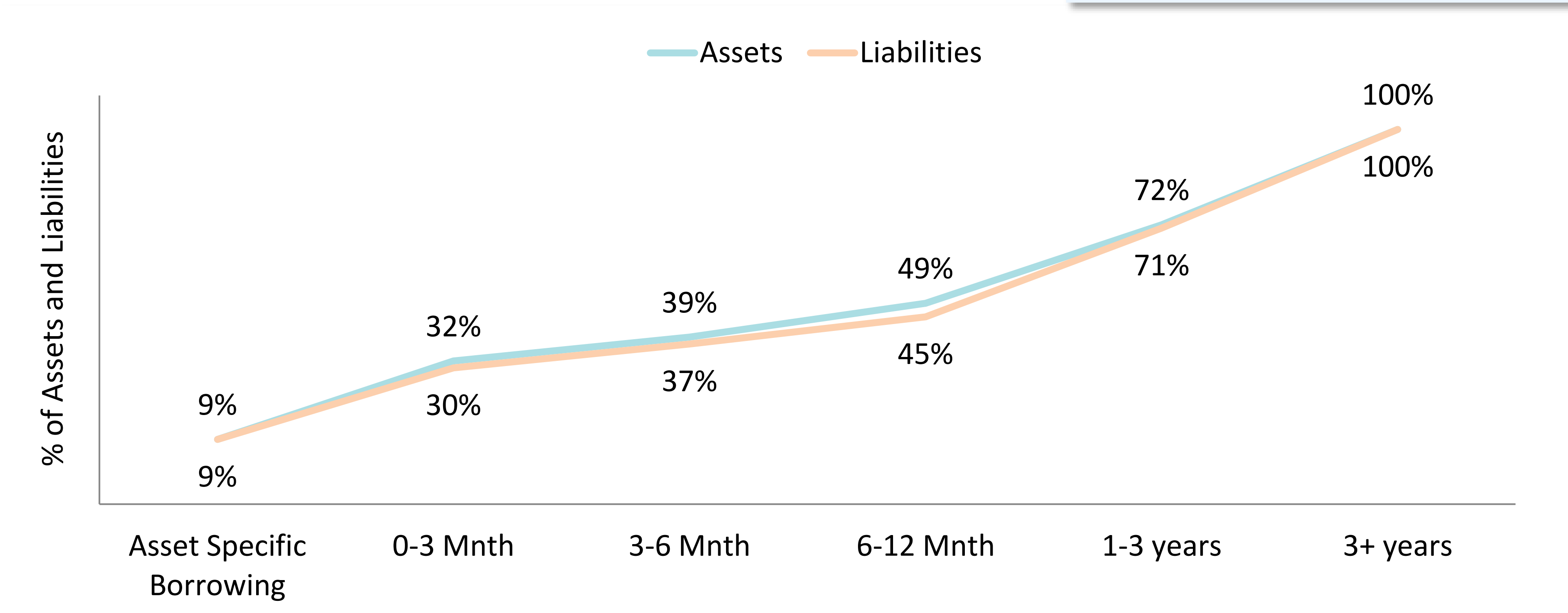
Balance Sheet

Key Highlights – Balance Sheet

1. Matched Asset-Liability profile
2. Comfortable capital adequacy ratio at 16.75%
3. Diversified borrowings mix
4. Liquidity cushion at 10% of Balance Sheet
5. Stable business model reflected in credit ratings

1 Matched Asset - Liability Profile

As on 30th Sep'17: INR 47,819 Cr



- Positive asset-liability matching across durations
- BMU manages ALM under the aegis of Asset Liability Committee

2

Comfortable Capital Adequacy Ratio

Capital Structure as on 30th Sep'17 (INR Cr)

Tier I	5,601
Tier II	1,410
Total Capital	7,011
Risk Weighted Assets	41,856

76% of gross assets

Capital Adequacy Ratio

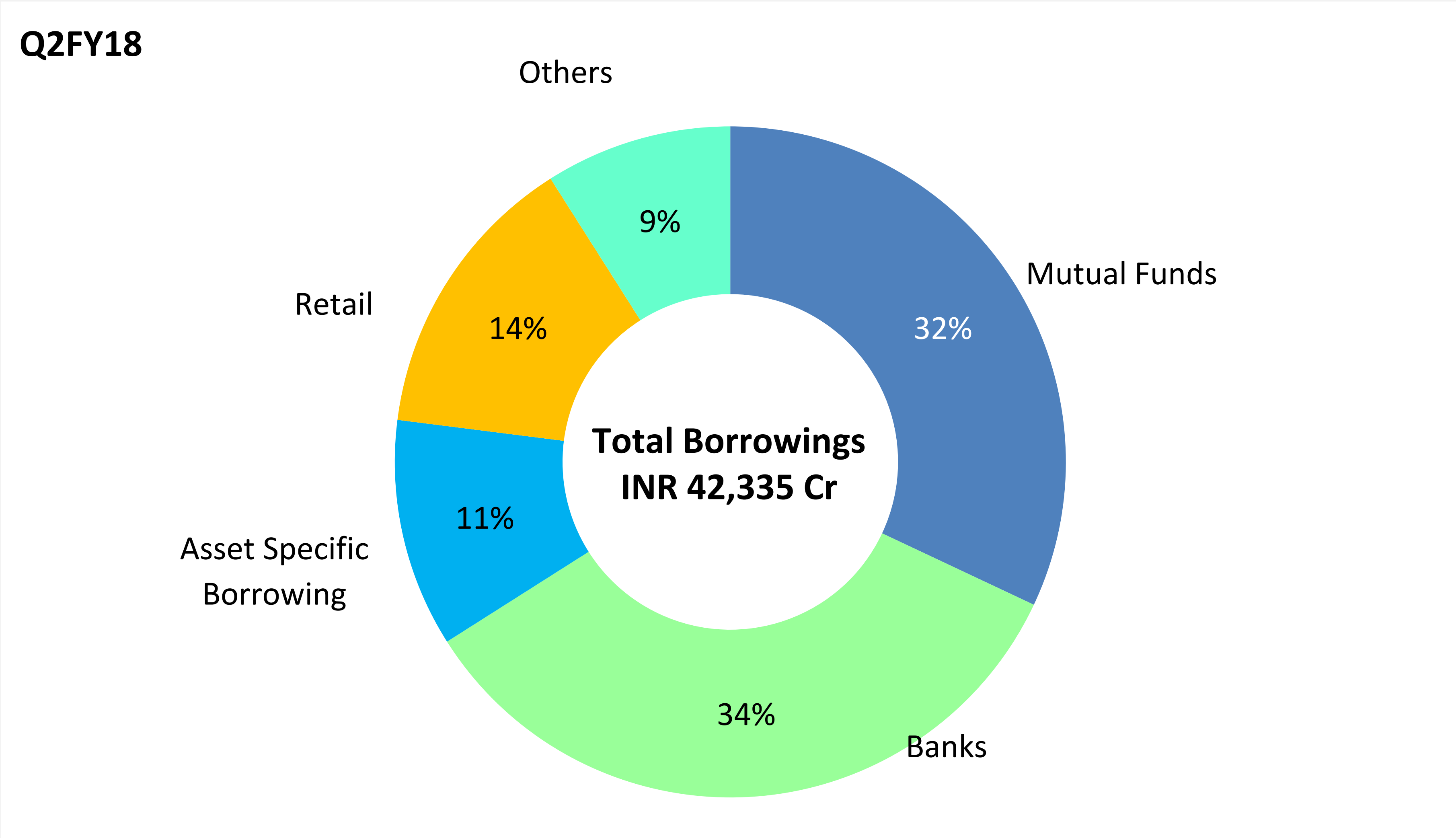
16.75%

Debt/Equity : 5.6

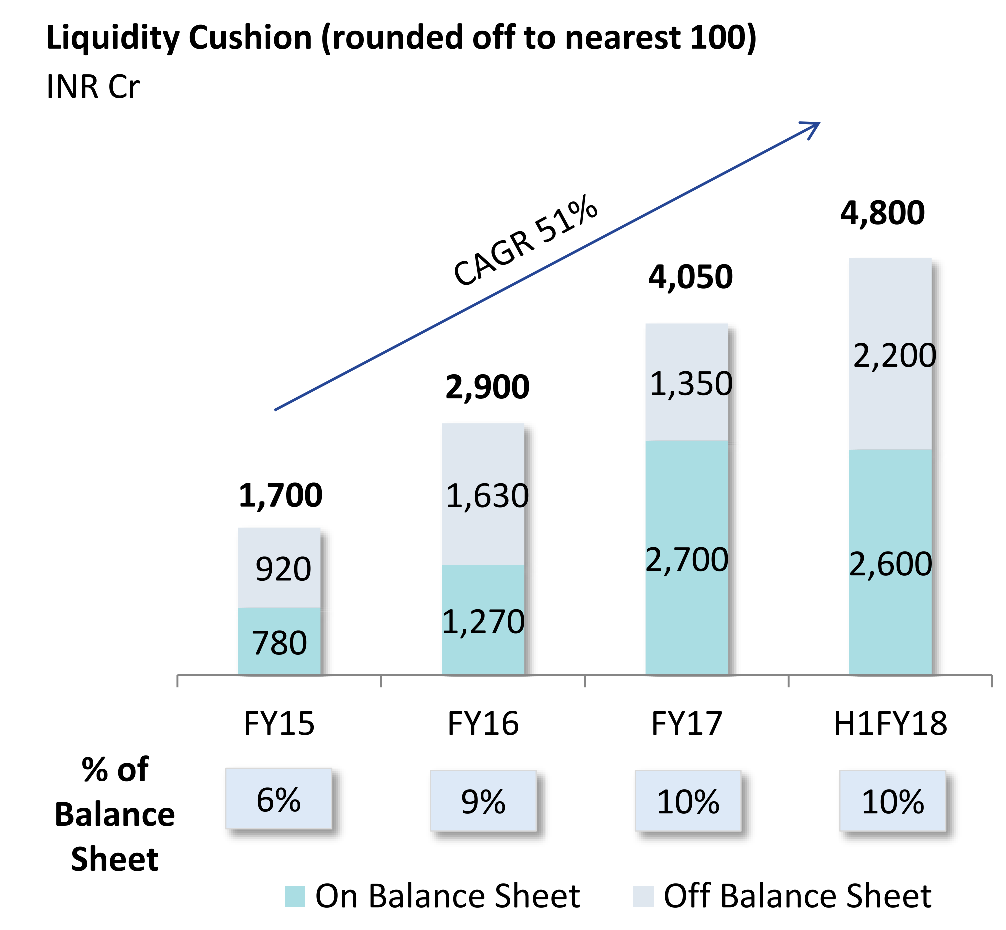
(excluding Treasury assets and Episodic)

3

Diversified Sources of Borrowing



4 Liquidity Cushion at 10% of Balance Sheet



- A well diversified liquidity cushion comprising:
  - Banking Lines
  - Fixed Deposits
  - Government Securities, Mutual Funds etc
- Steady growth in liquidity cushion to provide for any liquidity event
- Continually evaluate the composition through various instruments to ensure immediacy, relevance and cost efficiency

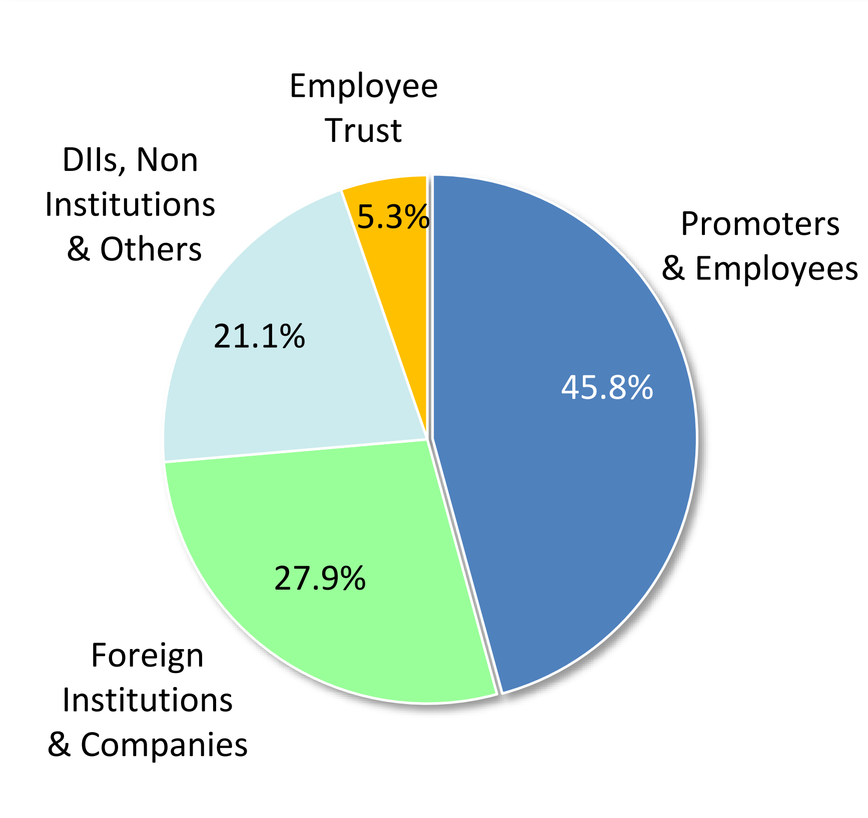
5

Stable Business Model Reflected in Credit Ratings

Purpose (Debt Programme)	Rating agency	Rating
Short term	CRISIL A STANDARD & POOR'S COMPANY	CRISIL A1+
Short term	CARE Ratings Professional Risk Opinion	CARE A1+
Short term	ICRA	ICRA A1+
Long term	Brickwork Ratings	BWR AA+
Long term	CARE Ratings Professional Risk Opinion	CARE AA
Long term	CRISIL A STANDARD & POOR'S COMPANY	CRISIL AA
Long term	ICRA	ICRA AA
Long term	SMERA SMERA RATINGS LIMITED	SMERA AA+

Significant Institutional Ownership

Shareholding Pattern



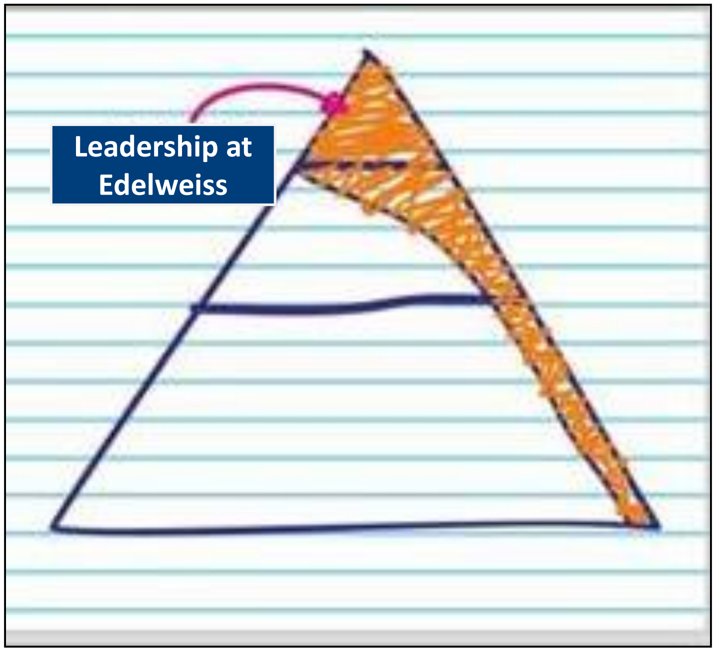
Top 10 Institutional Shareholders (As on 30th Sep'17)

	Name	Percent
1	BIH SA	4.5%
2	Goldman Sachs	1.6%
3	Government Pension Fund Global	1.6%
4	Morgan Stanley	1.5%
5	Amansa	1.4%
6	Vanguard	1.3%
7	Baron Funds	1.3%
8	DSP Blackrock	1.2%
9	Grantham Mayo Van Otterloo	1.2%
10	Blackrock	1.0%

ESG at Edelweiss

Edelweiss
Ideas create, values protect

Creating Continuous Talent and Leadership Pipeline



- Our leadership programmes are focused towards identifying and grooming leaders at every level
- Leadership development is an integral part of our business and growth strategy
- Development endeavors at Edelweiss are structured, framework driven and continuous
- Our top management is a healthy mix of home grown leaders and lateral hires
- Institutionalized the ethos that leaders are created at the workplace – leaders create leaders

Board Comprises Majority of Independent Directors

6 out of 11 directors are independent

Mr. K Chinniah

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

Mr. P N Venkatachalam

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

Mr. Sanjiv Misra

- President of Phoenix Advisers Pte. Ltd, a boutique advisory firm.
- Worked with Goldman Sachs, Citigroup

Mr. Berjis Desai

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

Mr. Navtej S. Nandra

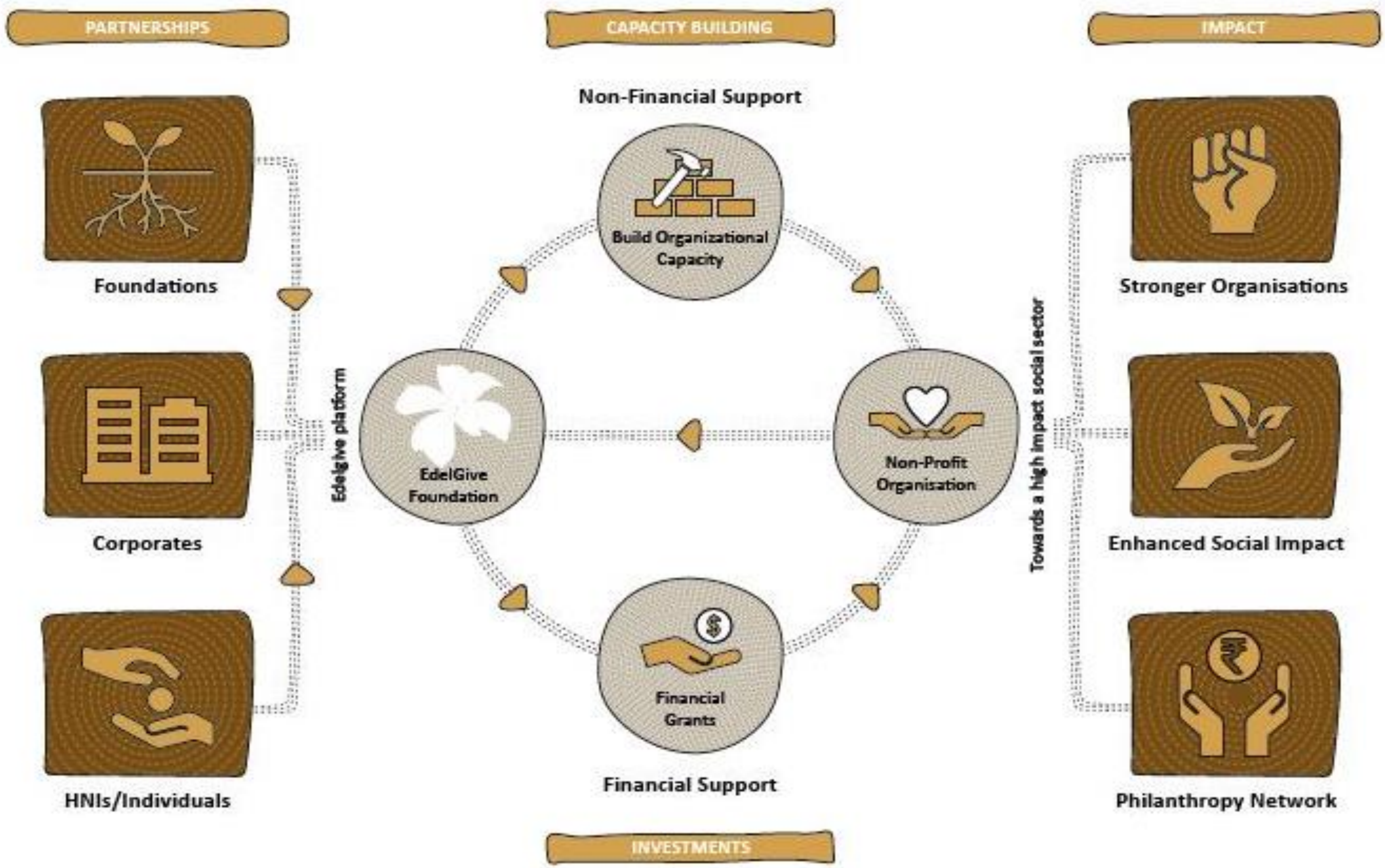
- Served as President of E*TRADE Financial Corporation.
- Prior to this he served as CEO for Morgan Stanley Investment Mgmt Inc

Mr. Biswamohan Mahapatra

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

- A diverse board with rich experience: 300 + years of collective work experience across multiple fields
- Key board committees like audit and remuneration consist almost entirely of Independent Directors
- Recipient of “Best Corporate Governance India” award 2016 from London based Capital Finance International Jury

EdelGive Foundation - Unique Philanthropic Platform



Focuses on Education, Livelihood and Women's Empowerment

EdelGive Foundation - Key Metrics

Employee Engagement	
Employee Engagement %	More than 70% engaged in volunteering efforts
Man Hours spent till date	22,500 hrs
Field Visits till date	75

Capacity Building – Non financial support

Employees provided skills and time pro bono in over 60 projects till date

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

Grants and Funding	**Cumulative till date**
Grantees	More than 80 NGOs
Funds Committed	> INR 100 Cr
Presence in Indian States	14 States
Funding Partners	106

Awards and Recognition

Best Wealth Manager - Rising Star, India
The Asset, Hong Kong

Best Performing Institutional Member
NSE Market Achievers Award 2017

Ranked as one of the leading custodians in India
Global Custodian Indian Domestic Survey 2017

Best Product Innovation –
Edelweiss Tokio Life Insurance
Fintelekt Insurance Awards 2017

Leader in Employee Volunteering
iVolunteer Awards 2017

Bronze for Edelweiss Annual Report 2016
ARC Awards 2017