

Where the mind is without fear,  
And the head is held high.

Team India. Go Fearless. We are with you.



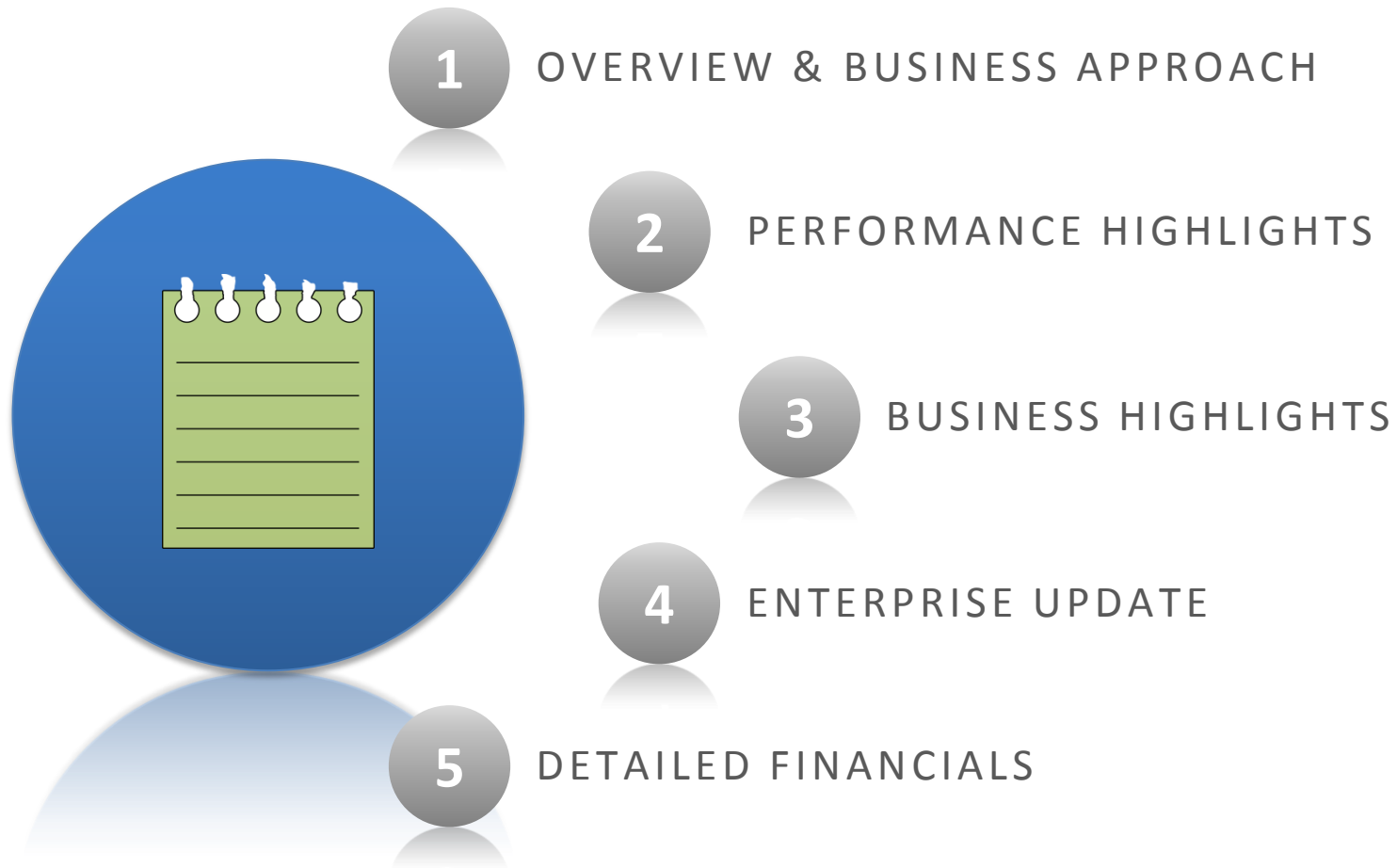
**Edelweiss Financial Services**

*Annual Investor Presentation – May 2016*

 **Edelweiss**  
PROUD SPONSOR  
**2016 INDIAN OLYMPIC TEAM**



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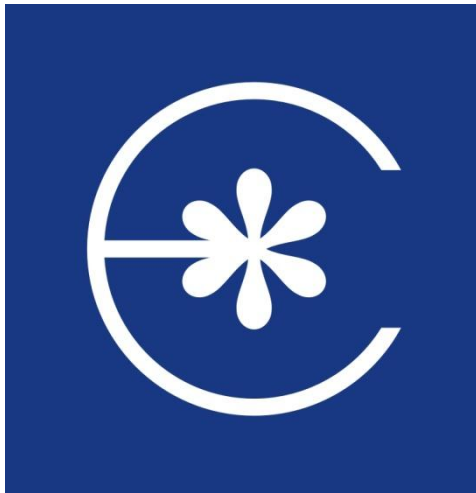




## OVERVIEW & BUSINESS APPROACH

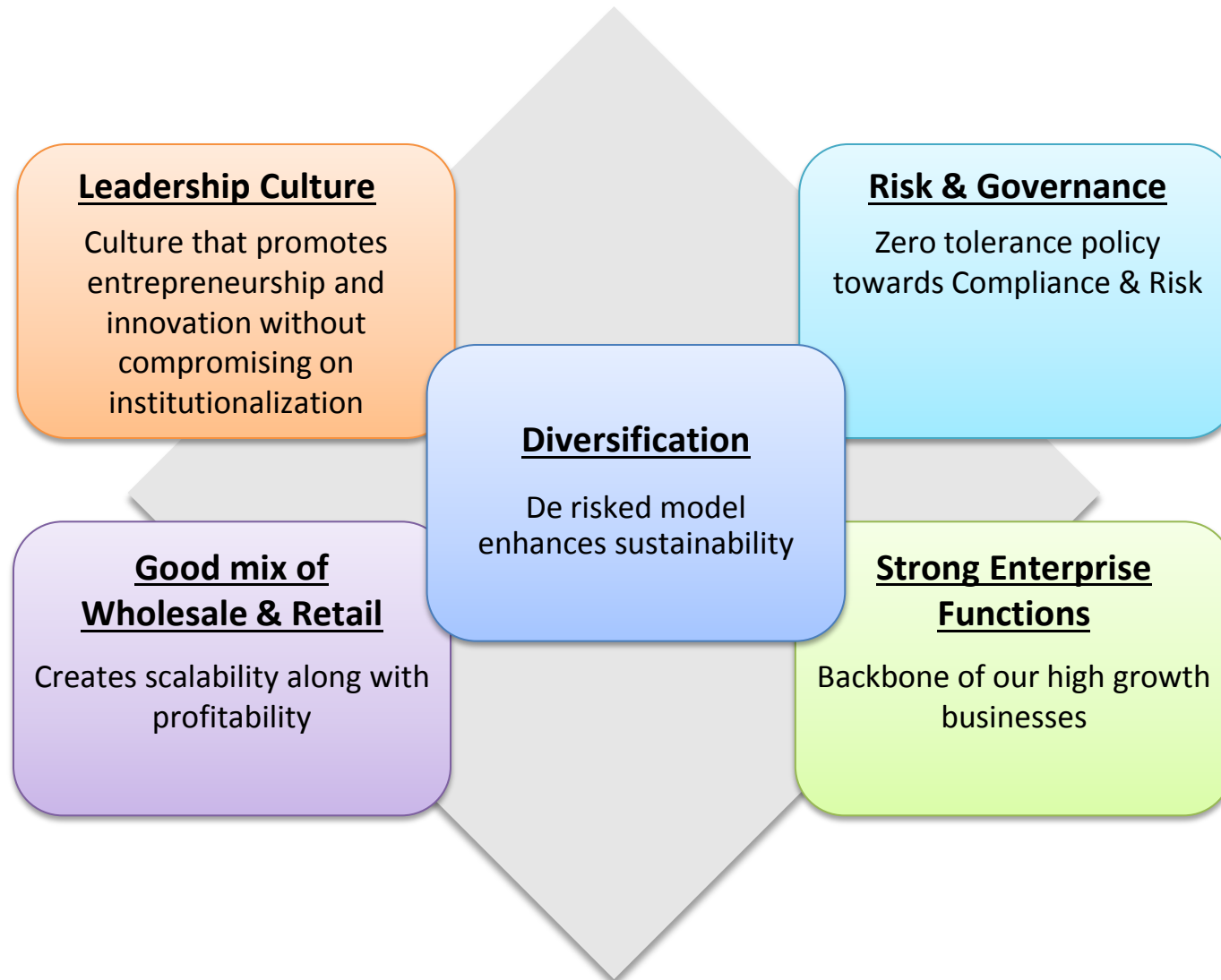
 **Edelweiss**  
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**2016 INDIAN OLYMPIC TEAM**



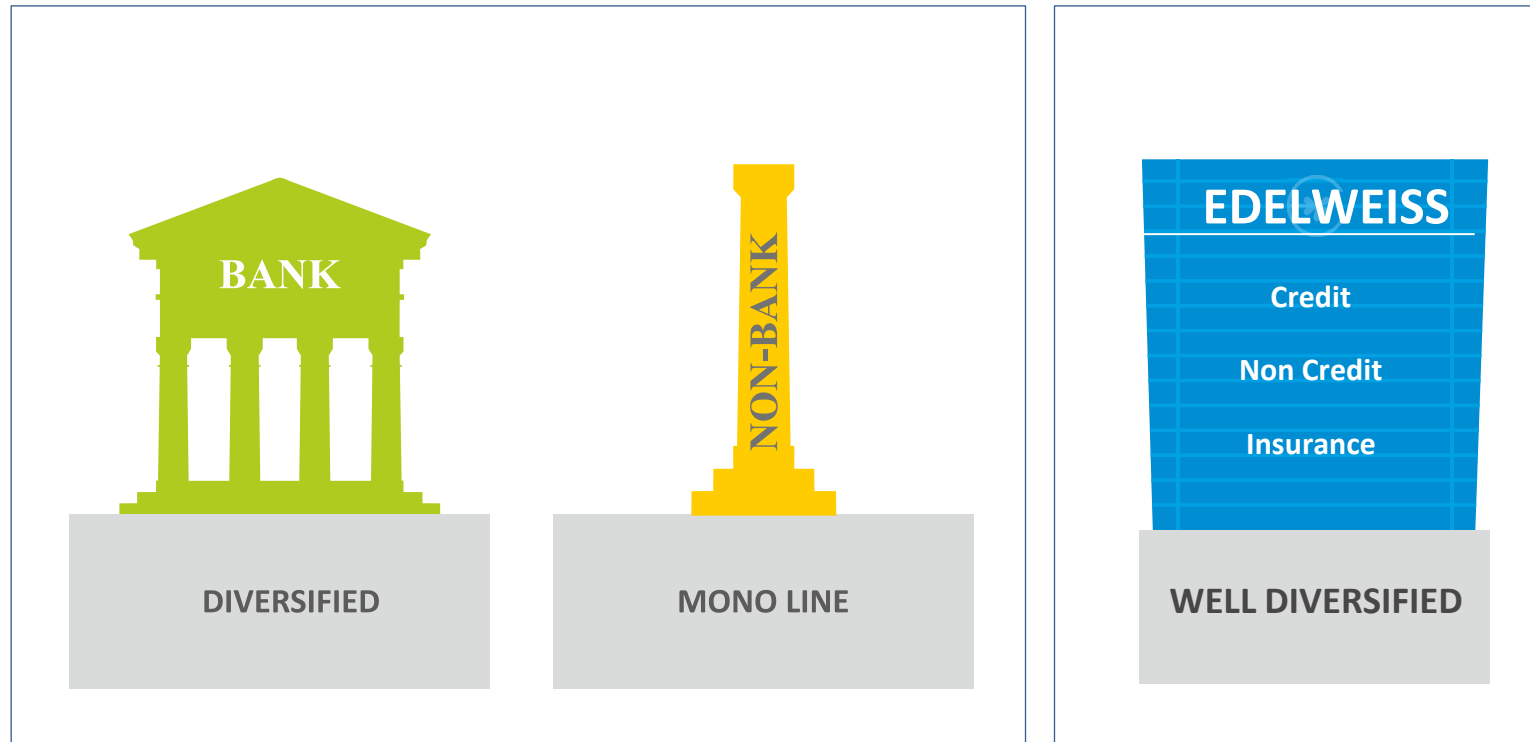


“To be a Respected Financial Services firm with a Portfolio of High Quality Growth Businesses”

# Our Business Approach



# Diversification Strategy Led to a Unique Business Model...



**Unique Model that is “Scalable, Stable and Profitable”**

# One of the Leading Diversified Financial Services Firms



## CREDIT BUSINESSES

Present across the spectrum of

### Wholesale

- Structured Collateralized Credit
- Real Estate
- Distressed Assets Credit

### Retail

- Mortgages
- SME & Agri-Financing
- LAS & others

## NON CREDIT BUSINESSES

Strong product franchise serving diverse client needs

- Capital Markets
- Wealth Management
- Asset Management
- Balance Sheet Management Unit
- Agri Services & Others

## INSURANCE

One of the fastest growing Life Insurance companies

## One of the top 5 Diversified Financial Services Firms

On Balance Sheet Assets ~ 32,100 Cr

Assets under Management ~32,100 Cr

Assets under Advice ~29,500 Cr

# of clients ~887,000

# of employees ~6,227

# of offices 237

# of client touch points 4,500

# Over the Next Four Years...



Our aim is to grow our diversified business model to...



- Grow PAT consistently at 20-25%
- Improve RoE
  - ❑ Consolidated from 12.9% to 16-18%
  - ❑ Ex Insurance from 18.6% to 19-20%
- Improve Ex Insurance RoA from 1.8% to 2.3-2.5%
- Improve Ex Insurance Cost to Income ratio from 60% to 50%



- Maintain NPA below 2%
- Maintain a healthy Capital Adequacy Ratio
- Enhance long term credit rating from AA+ to AAA





## FY16 PERFORMANCE HIGHLIGHTS

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2016 INDIAN OLYMPIC TEAM



# Key Financial Highlights



**1** Consolidated PAT growth of 26% & Ex Insurance PAT growth of 36%

**2** Consistent growth in profits over last 5 years

**3** Consolidated RoE improved to 12.9%; Ex Insurance RoE: 18.6%

**4** Credit has been a key driver



<u>(INR Cr)</u>	<u>FY15</u>	<u>FY16</u>	<u>% Growth</u>
PAT Consolidated	329	414	26%
PAT Ex Insurance	381	519	36%
Balance Sheet	27,072	32,145	19%

# Key Performance Parameters



For FY16	Edelweiss (Ex Insurance)	Private Banks	NBFC/ DFS	
PAT growth (YoY)	36%	16%	9%	●
4 year PAT CAGR	38%	21%	13%	●
Credit Book Growth	33%	24%	21%	●
Net Revenue	7.8%	6.1%	7.9%	●
RoA	1.8%	1.7%	1.9%	●
RoE	18.6%	17%	12%	●
C/I	60%	46%	39%	●
GNPA	1.4%	1.3%	3.2%	●
NNPA	0.47%	0.5%	0.7%	●
Collateral Cover	2.1X	1 - 1.25X	1.5 – 2X	●

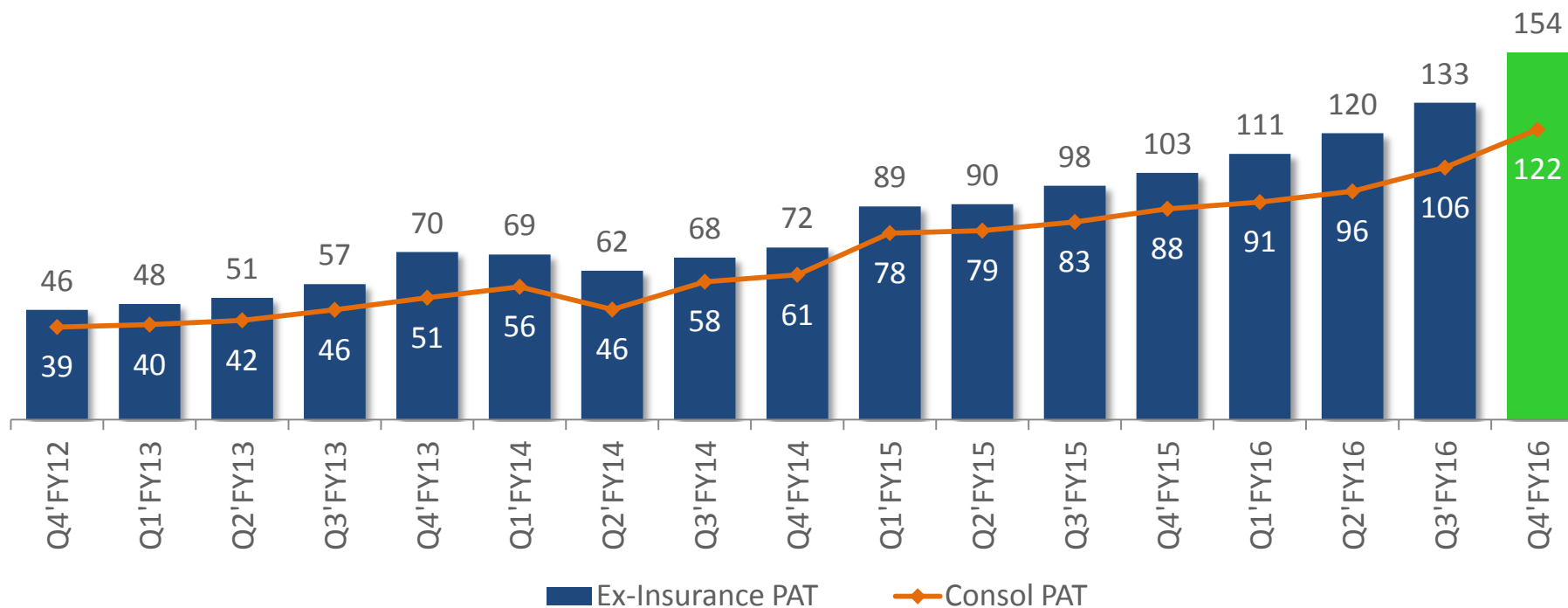
Competition numbers based on published results and management analysis (on Consolidated Basis) Cost to income (C/I) excludes credit provisions

**Private Banks:** HDFC, ICICI, Kotak, Axis, Yes, Indusind **NBFCs/DFS:** Bajaj Finserv, L&T Finance, Tata Capital, Reliance Capital, Aditya Birla NBFC, Mahindra Finance, IIFL

## Consistent track record of growth since FY12



Profit after Tax  
INR Cr

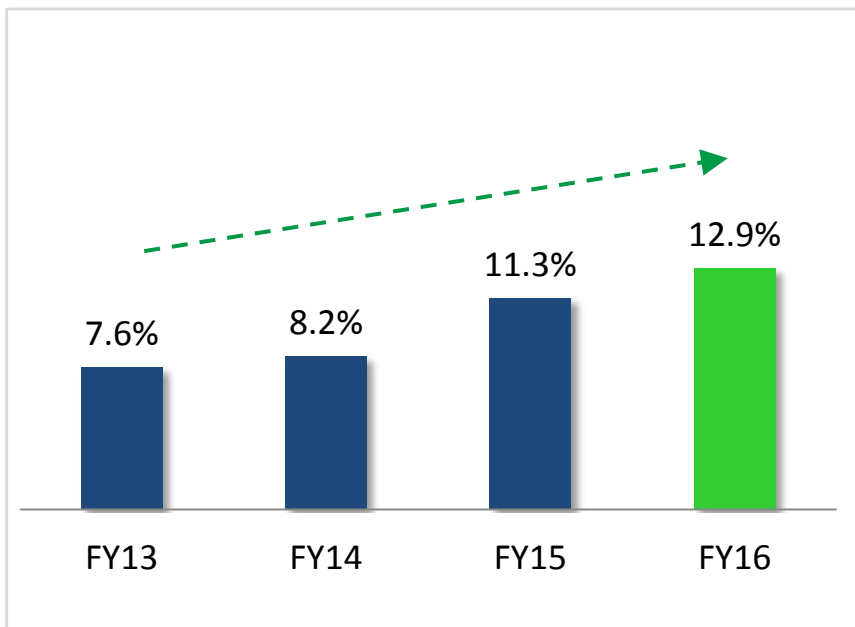


**Ex Insurance PAT CAGR of 38% since FY12**

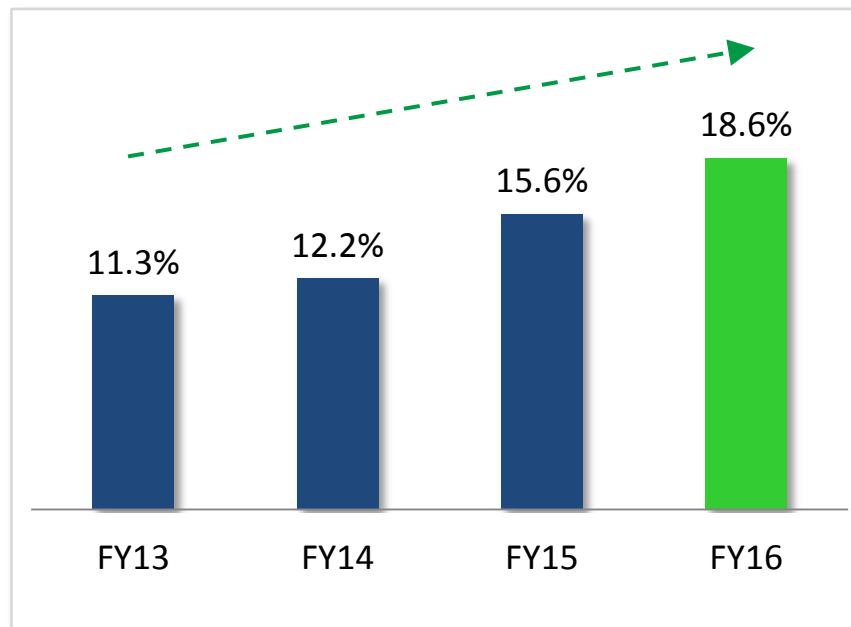
### 3 Ex Insurance RoE Improved to 18.6%



Consolidated RoE %



Ex-Insurance RoE%



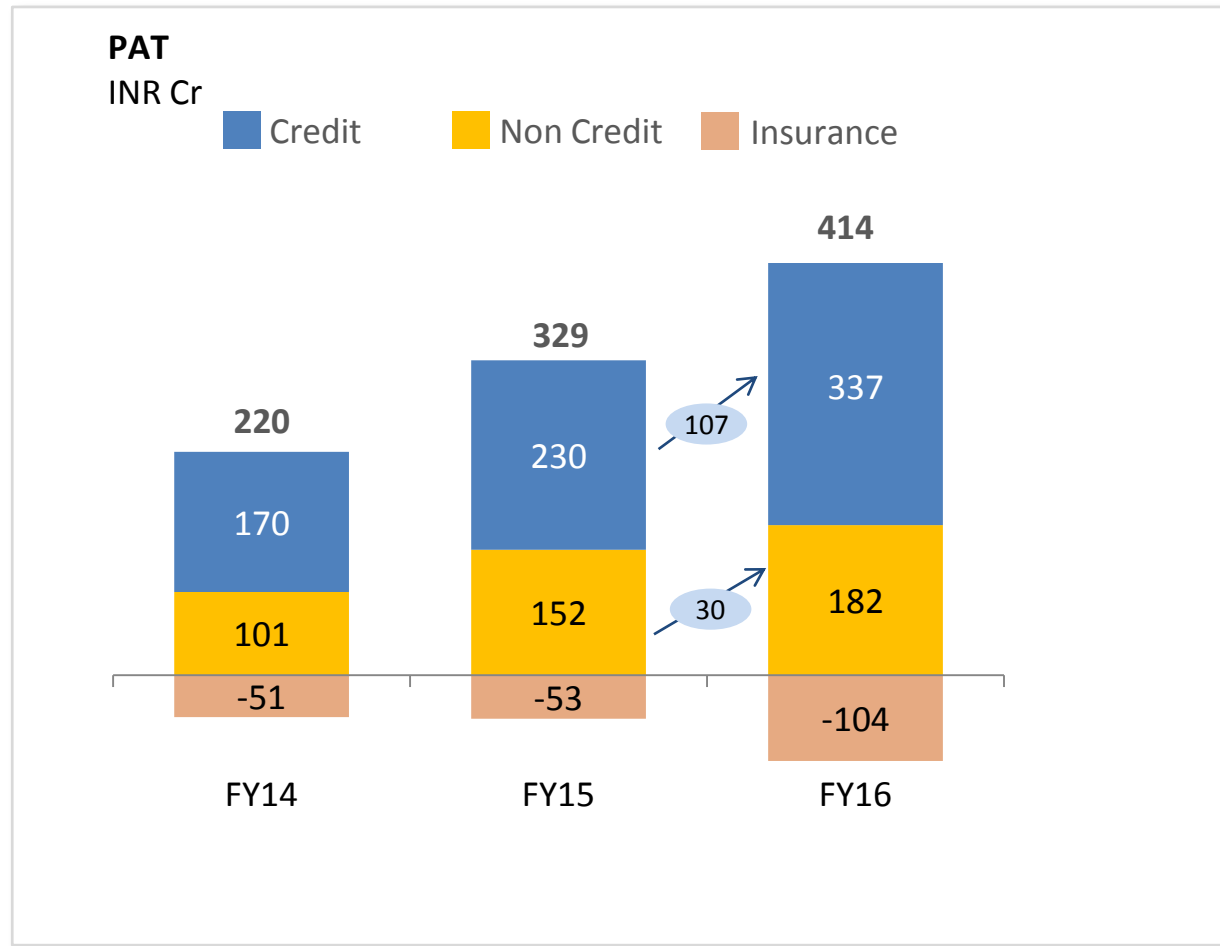
Consolidated RoE Q4FY16: 14.5%

# RoA Attribution (Ex Insurance)



	FY16	FY15	FY14
<b>NII</b>	<b>5.1%</b>	<b>5.5%</b>	<b>5.3%</b>
Interest	12.8%	12.0%	11.6%
Treasury	1.2%	2.2%	1.9%
Interest Cost	-8.8%	-8.6%	-8.1%
<b>Non-interest income</b>	<b>2.7%</b>	<b>2.9%</b>	<b>2.6%</b>
Fee & commission	2.4%	2.7%	2.4%
Other income	0.3%	0.2%	0.2%
<b>Expenses</b>	<b>-5.2%</b>	<b>-5.7%</b>	<b>-5.1%</b>
Employee cost	-2.5%	-2.9%	-2.5%
Depreciation & amortization	-0.3%	-0.3%	-0.3%
Operating expenses	-1.7%	-1.8%	-1.9%
Provisions	-0.6%	-0.6%	-0.4%
<b>PBT</b>	<b>2.6%</b>	<b>2.8%</b>	<b>2.8%</b>
Tax	-0.8%	-1.0%	-0.9%
<b>PAT</b>	<b>1.8%</b>	<b>1.9%</b>	<b>1.9%</b>

## 4 Credit has been a key driver







## BUSINESS HIGHLIGHTS

 **Edelweiss**  
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**2016 INDIAN OLYMPIC TEAM**



# Diversified Mix of Businesses



## CREDIT



**Present across :**

### **Wholesale**

- Structured Collateralized Credit
- Real Estate
- Distressed Assets Credit

### **Retail**

- Mortgages
- SME & Agri-Financing
- LAS & others

## NON CREDIT



**Strong product franchise serving diverse client needs:**

- Capital Markets
- Wealth Management
- Asset Management
- BMU & Liquidity Management
- Agri Services & Others

## INSURANCE



**One of the fastest growing life insurance companies**

# Financial Snapshot



(INR Cr)	EoP Networth	Profit After Tax	RoE%*
Credit Business	2,321	337	17.0%
Non Credit	1,112	182	22.3%
Total Ex-Insurance	3,433	519	18.6%
Insurance	939	-104	-
Total	4,372	414	12.9%

Numbers are Management Estimates

\* On Average Equity; adjusted for intangibles and minority interest; PAT of Insurance relates to Edelweiss share in losses



## BUSINESS HIGHLIGHTS – CREDIT

 **Edelweiss**  
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# Credit Business at a glance



Credit Business	INR (Cr)
Capital Employed	20,014
NIM	6.8%
NII	1,200
Cost to Income	44%
Provisions	160
PAT	337
GNPA	1.4%
NNPA	0.47%
RoE	17.0%
RoA	2.0%

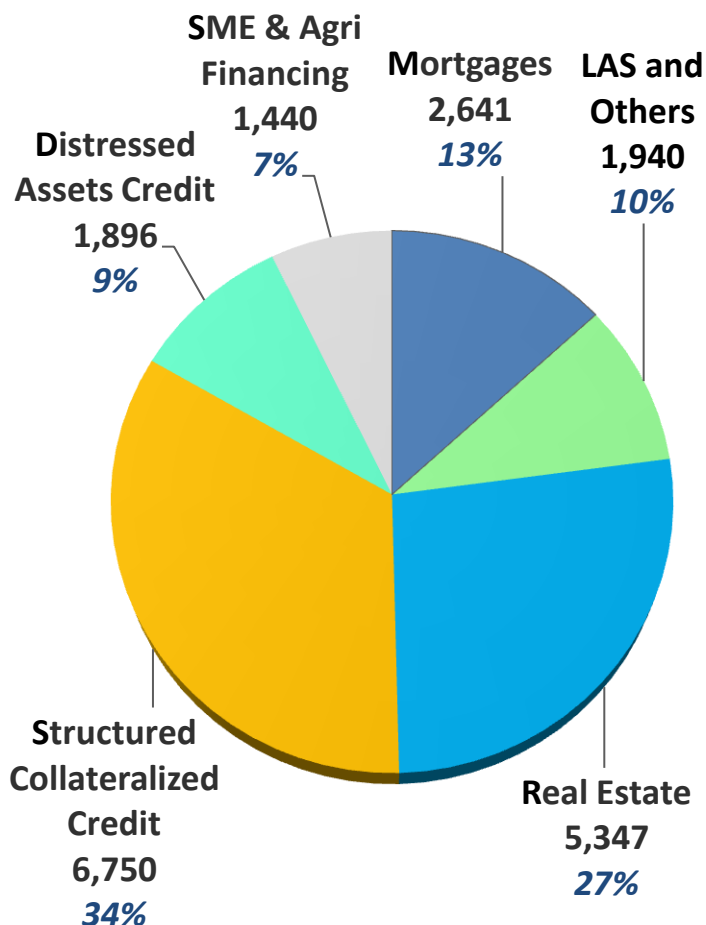
Credit

Non Credit

Insurance

Balance Sheet

# Credit Portfolio is a Mix of Differentiated and Scalable Assets



## Structured Collateralized Credit

- Customized credit solutions, with high collateral cover

## Real Estate

- Caters to wide a range of residential developers

## Distressed Assets Credit

- Largest ARC in India, with more than 7 years of history in distressed assets space

## Mortgages

- Catering to Retail Home buyers and Business Owners

## SME & Agri Financing

- Agri Financing is \$10 bn unorganized market; Highly scalable and unoccupied by institutional players

## LAS and Others

- Includes Micro Finance solutions to clients in Tier III/IV cities and rural areas

Credit

Non Credit

Insurance

Balance Sheet

# Present across Retail, SME and Wholesale segments



## Wholesale Credit

- Comprises of
  - Collateralized Lending to Corporate
  - Real Estate
  - Distressed Asset Credit (ARC)
- Began credit operations in 2007
- A robust risk management approach tested over 2 downturns
- Wholesale credit around INR 14,000 crores

## Retail Credit

- Comprises of
  - Housing Finance
  - SME & Agri Financing
  - LAS & Rural Finance
- Commenced operations in 2011
- Small Ticket Housing Loans launched in FY13; Rural Finance in FY14
- Retail credit around INR 6,000 crores
- Controlled growth, focus on credit quality
- Operations in 45\* cities

**Profitable...**

**...Highly scalable**

# Business Strengths



## Client Centric Solutions

- Ability to understand client needs and structure products to suit their needs
- Strong client relations

## Proactive Risk Management

- Three tier risk management approach – Business risk team supplemented by Global risk team & Global Risk Committee
- Robust underwriting and credit appraisal processes

## Good Asset Quality

- NPAs in check even in tough market conditions
- Comfortable asset cover



# Credit – Improving Parameters



At the end of	FY16	FY15	FY14
Average Interest Yield	16.2%	15.8%	15.1%
Average Cost of Borrowing	10.7%	10.9%	10.3%
Interest Spread	5.5%	4.9%	4.7%
Net Interest Margin	6.8%	6.7%	6.7%
Retail Credit Presence*	45 cities & 3400 villages	36 cities & 750 villages	22 cities & 400 villages
~Number of Retail Credit clients	304,000	50,000	18,000

**Retail Finance Spreading Footprint Through  
Small-ticket Home Loans, SME & Rural Finance**

**Credit**

Non Credit

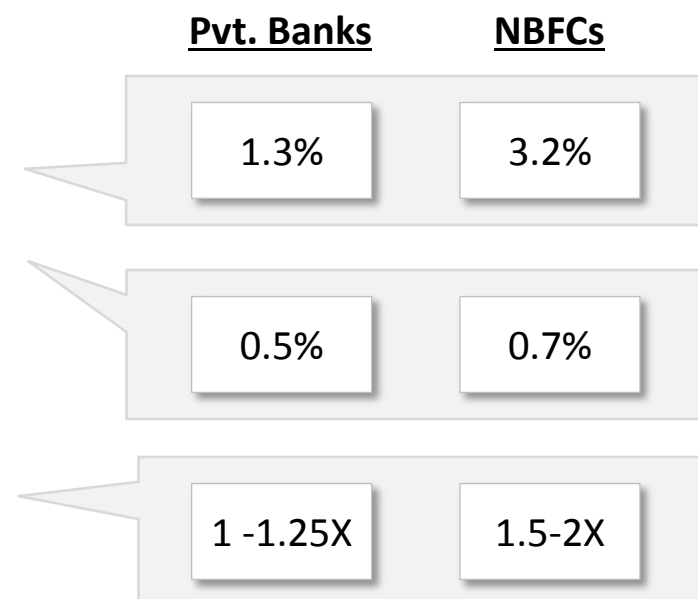
Insurance

Balance Sheet

# Credit: Robust Asset Quality



At the end of (INR Cr)	FY16	FY15	FY14
Total Credit Book	20,014	15,036	8,953
Gross NPLs	281	196	82
Gross NPL %	1.40%	1.31%	0.92%
Net NPLs %	0.47%	0.38%	0.25%
Total Provision Held*	247	184	82
Total Provision Cover*	88%	94%	100%
Collateral	2.1x	2.3x	2.6x
Housing Finance & LAP portfolio LTV	~50%	~52%	~55%



**Risk Management ensuring asset quality remains under control**

<b>Credit</b>	Non Credit	Insurance	Balance Sheet
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\* Including provision held on Standard Assets



## BUSINESS HIGHLIGHTS – NON CREDIT

 **Edelweiss**  
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# Non Credit Business at a glance



Non Credit	INR (Cr)
Capital Employed	11,192
Net Revenue	1,107
Cost to Income	76%
PBT	265
PAT	182
RoE	22.3%
RoA	1.5%

Credit

**Non Credit**

Insurance

Balance Sheet

# Non Credit Business Mix



## Capital Markets

- Entire spectrum of corporate advisory services - Fixed Income Advisory, M&A, ECM, Private Equity Syndication
- Leader in Debt Capital Markets
- One of the largest domestic institutional broking house with strong focus on research

## Wealth Management

- Multi asset class platform offering structured customized solutions

## Asset Management

- Equity focus: Mutual Fund, PMS and AIF
- Credit focus: ARC, Special Opportunities fund

## Balance Sheet Management Unit (BMU)

- Liquidity Management
- Asset Liability Management

## Agri Services

- Warehousing, procurement services, and other Agri services

Credit

**Non Credit**

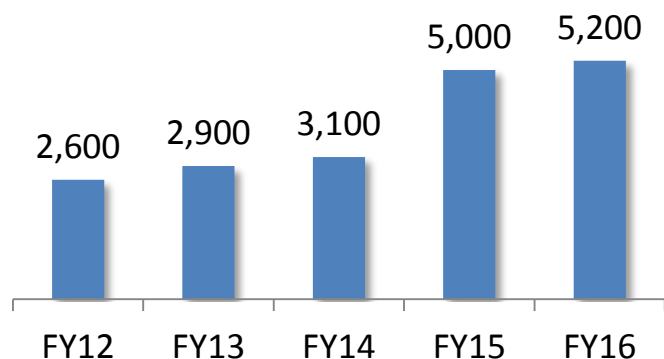
Insurance

Balance Sheet

# Capital Markets: Leadership position in the market



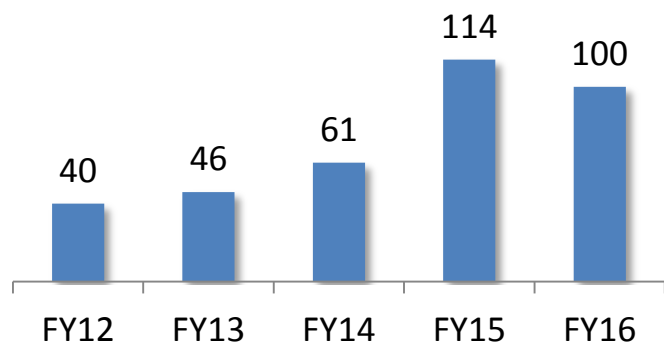
Broking ADV (INR Cr)



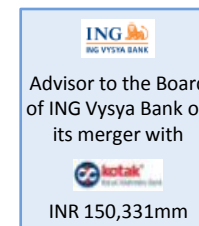
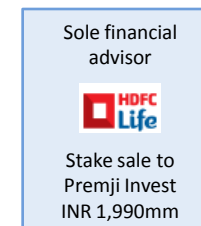
- **One of the largest** domestic institutional broking company
- Robust fundamental research covering ~225 stocks among 27 sectors representing ~77% of total market cap
- Rated Best Brokerage in India for Roadshows and company visits
- Bull of the Year Award by Zee Business Market Analyst Awards
- Best Equity Broking House (mid-size) Award



IB & Advisory (No of deals)



- Ranked 1<sup>st</sup> in IPO distribution, and Public issues of Tax free bonds
- Only Company to be mandated as Lead arrangers to all Tax Free Bond issuances
- Managed 3 out of the 4 largest IPOs in FY16



Credit

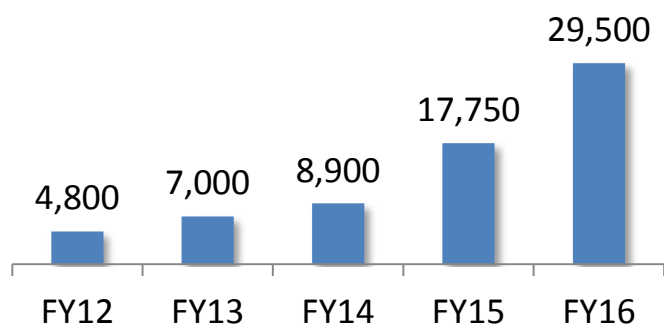
**Non Credit**

Insurance

Balance Sheet

# Wealth and Asset Management – Rapidly gaining market share

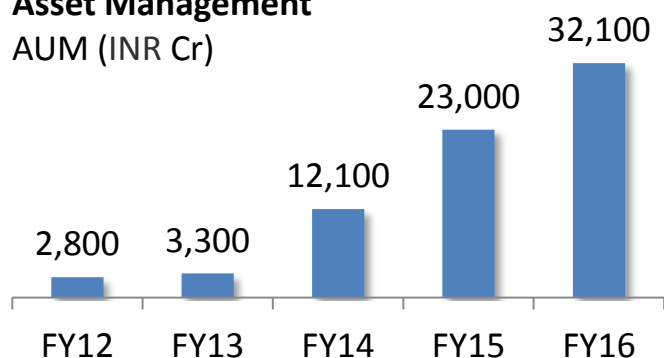
**Wealth Management**  
AUA (INR Cr)



- Servicing over 250 families
- Clients include many marquee family offices, Institutions & HNIs
- Best Private Banking Solution at Asia-Pacific Structured Products & Derivatives Awards 2015



**Asset Management**  
AUM (INR Cr)



- Equity focus: Mutual Fund, PMS and AIF
- Credit focus: ARC, Special Opportunities fund
- JP Morgan acquisition (subject to regulatory approval) likely to add further scale to business
- Edelweiss Arbitrage Fund continues to be No. 1 in performance
- Equity AIF continues to be market leader in performance
- Nominated for the Best Indian Hedge Fund category on the Eureka Hedge Asian Hedge Fund Awards, 2016

Credit

**Non Credit**

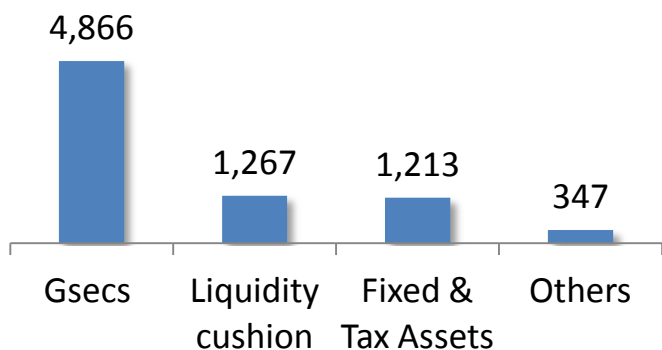
Insurance

Balance Sheet

# Non Credit Businesses have Scaled-up Rapidly



## Balance Sheet Management Unit (INR Cr)

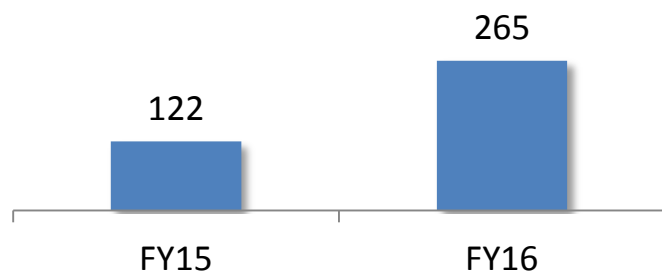


### KEY OBJECTIVES

- Liquidity management
- Asset Liability Management
- Manage Treasury assets
- Corporate Fixed Assets and Investments

## Agri Services

No. of warehouses



- Provides end to end business solutions in the entire Agri value chain.
- 265 warehouses under management with capacity of over 11 lacs MT
- One of the few organized players with scale and breadth of products
- WDRA accreditations for few warehouses likely to create strong differentiation in market
- GAFTA Accreditation for Professional Firm, Analyst, Fumigation Operator
- NABL Accreditation for our state of the art Vashi Laboratory awaited by June end
- ISO 9001-2008 Certification – Audit completed certificate expected to be received by may end

Credit

**Non Credit**

Insurance

Balance Sheet



# Growing Business Presence



MUMBAI



INDIA



GLOBAL PRESENCE

- 1** Strong **clients/accounts** base of over **887,000** across businesses
- 2** Over **303,000 Depository Participant Accounts**
- 3** **6,227 employees across 237 offices** in **122 cities** including **nine international offices**
- 4** Touch points include over **4,500 Authorised Persons** and **Sub-brokers** across India

Credit

Non Credit

Insurance

Balance Sheet

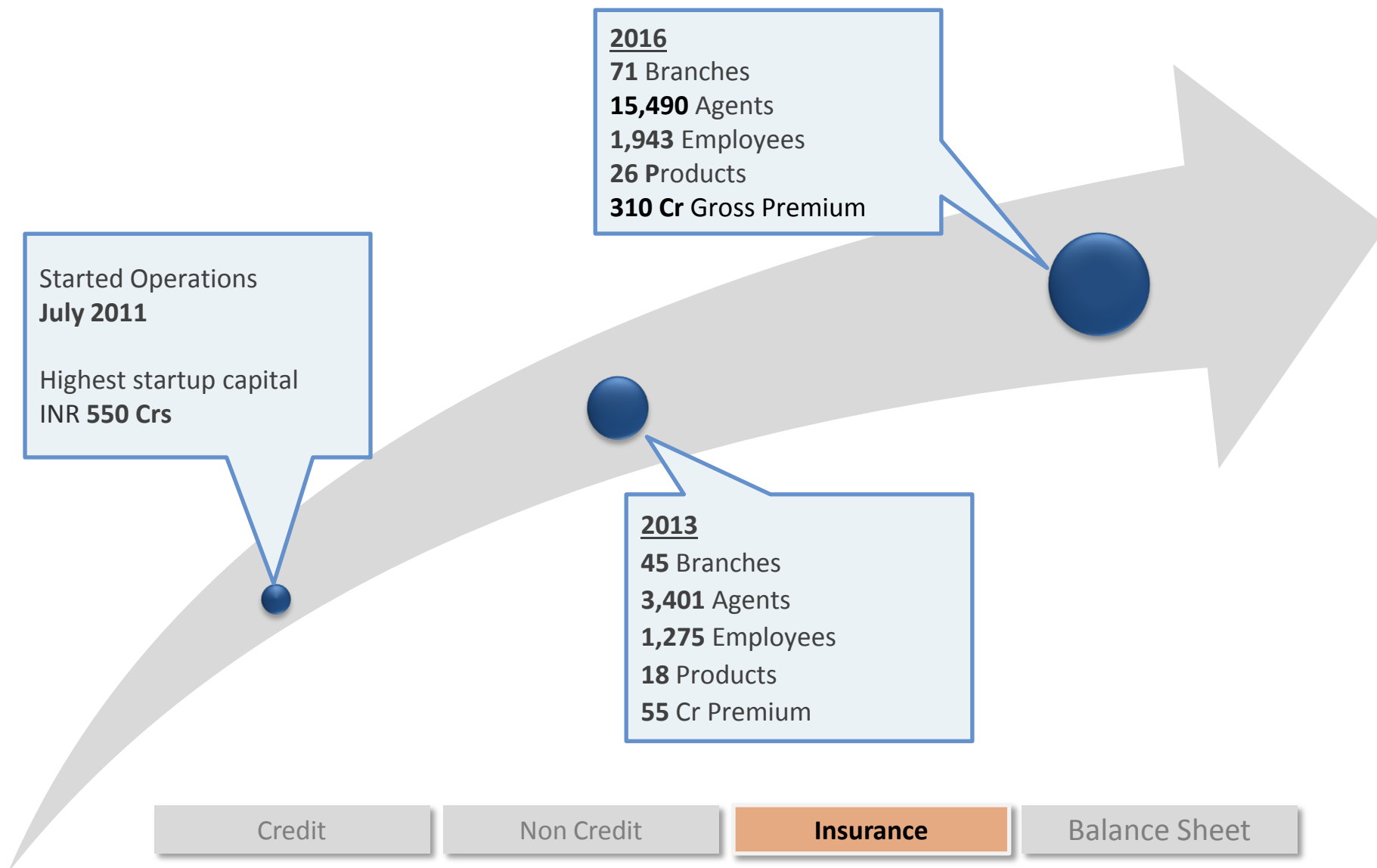


## BUSINESS HIGHLIGHTS – INSURANCE

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**2016 INDIAN OLYMPIC TEAM**



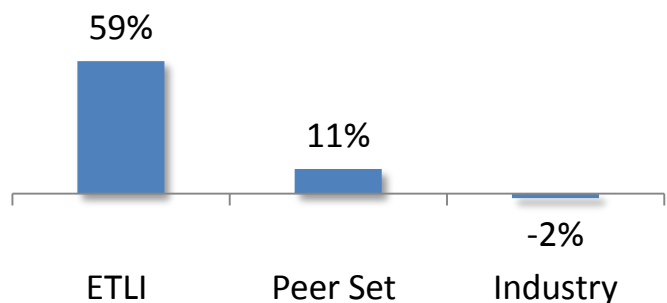
# Key Milestones



# Fastest Growing Individual APE



## Individual APE CAGR Growth since FY13



- Industry CAGR over 3 years -2%
- Our Peer set (Non Bank backed New Insurance companies) grew at a CAGR of 11%
- Edelweiss Tokio grew at a CAGR of 59%

### Investment Performance

- Edelweiss Tokio funds have been rated top performers by Morningstar with all Individual ULIP funds are in top decile rated as on March'16

### Customer centric approach

- Unique need based selling approach
- Products are designed to meet 6 key needs of customers
- Consistent communication "SAMPARK" with customers
- Customer centricity is our core value

Credit

Non Credit

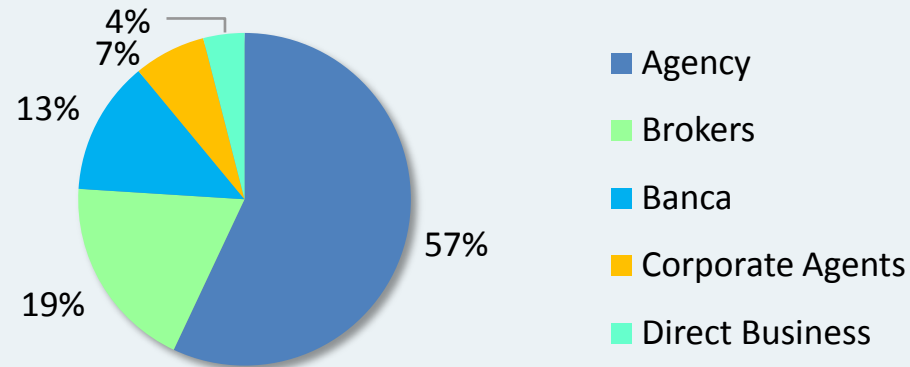
**Insurance**

Balance Sheet

# Insurance – Rapidly growing & stable platform



**Balanced channel mix with focus on agency**



**A Responsible brand**

- “The Rising Star Insurer” award in the Indian Insurance Awards 2013
- Winner of “Top 100 Infosec Maestros Awards” in 2015 – an award given to information security leaders in India
- “Yamraj to the Rescue”, won the National Gold in the public service category at the Outdoor Advertising Awards, 2015



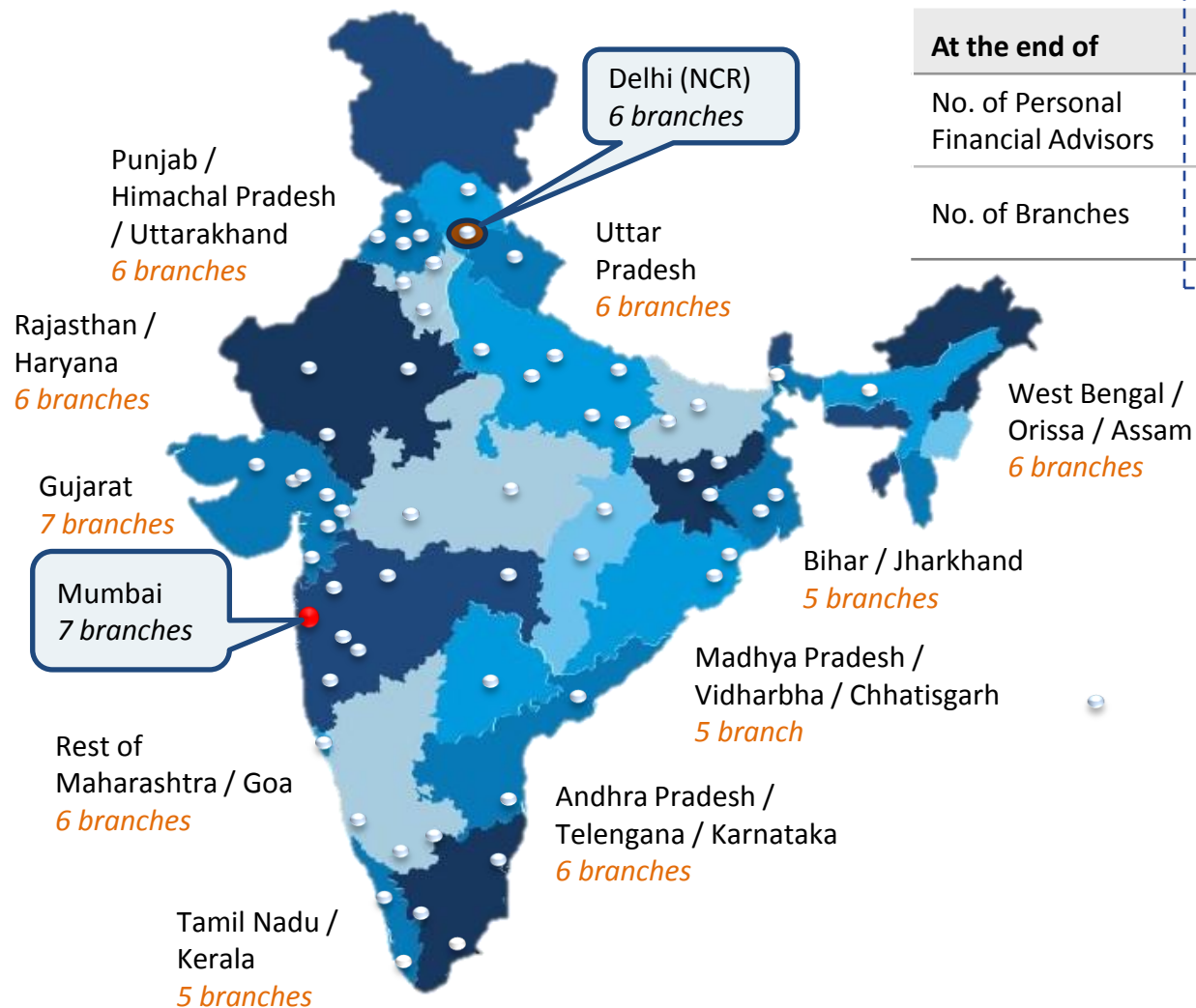
Credit

Non Credit

**Insurance**

Balance Sheet

# Pan India Presence



At the end of	FY16	FY15	FY14
No. of Personal Financial Advisors	15,490	10,421	7,255
No. of Branches	71 in 61 cities	59 in 49 cities	58 in 48 cities

# Insurance



## Edelweiss Tokio Life Insurance Company Limited Standalone (ETLI)

(INR Cr)	FY16	FY15	FY14
Gross Premium Income	310	193	111
Investment Income & Other Income	87	97	58
<b>Total Income</b>	<b>397</b>	<b>290</b>	<b>169</b>
Total Expenses	552	361	238
Profit Before Tax	(155)	(71)	(69)
<b>Profit After Tax</b>	<b>(155)</b>	<b>(71)</b>	<b>(69)</b>
Net Worth	939	569	637

**Tokio Marine has infused INR 527 Cr in FY16 for 23% stake**



## BALANCE SHEET

 **Edelweiss**  
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# Key Highlights – Balance Sheet



## Balance Sheet

- 1** On-Balance Sheet Assets: INR~32,100 Cr  
  
Total assets managed INR ~93,700 Cr
- 2** ALM maintained
- 3** Comfortable capital adequacy ratio at 18%
- 4** Diversified Liability mix
- 5** Stable business model reflected in credit ratings

# 1 \$14.5 billion of Assets



As on 31 Mar 2016	INR Cr	USD bn
Assets on Balance Sheet	32,100	5.0
Assets Under Management	32,100	5.0
Assets Under Advice	29,500	4.5
<b>Total Assets</b>	<b>93,700</b>	<b>14.5</b>

Credit

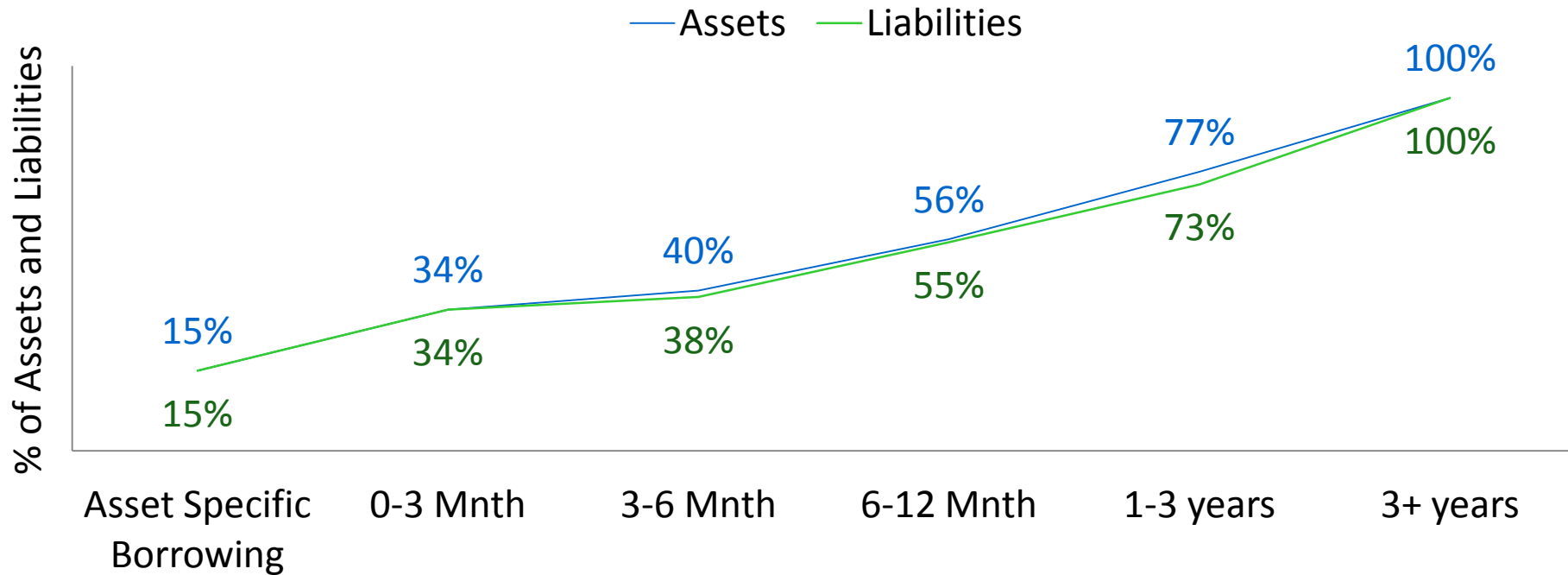
Non Credit

Insurance

**Balance Sheet**

## 2 Comfortable ALM Profile

Mar'16: INR 32,145 Cr



- Positive ALM across durations
- ALCO manages and monitors ALM, Interest Rate Risk and Liquidity

Credit

Non Credit

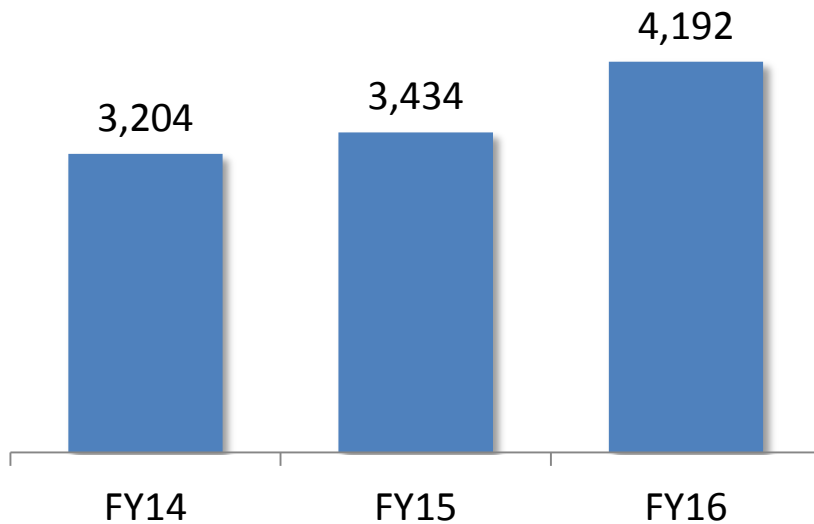
Insurance

Balance Sheet

### 3 Strong capital position



Networth (INR Cr)



- Steady growth in Net worth over the last several years
- Sub Debt issued to improve Tier II Capital
- Strong Capital adequacy despite healthy dividend

Liability Structure, Mar'16 (INR Cr)

Tier I	4,192
Tier II	961
Total Capital	5,153
Risk Weighted Assets	28,773

Consolidated Capital Adequacy

18%

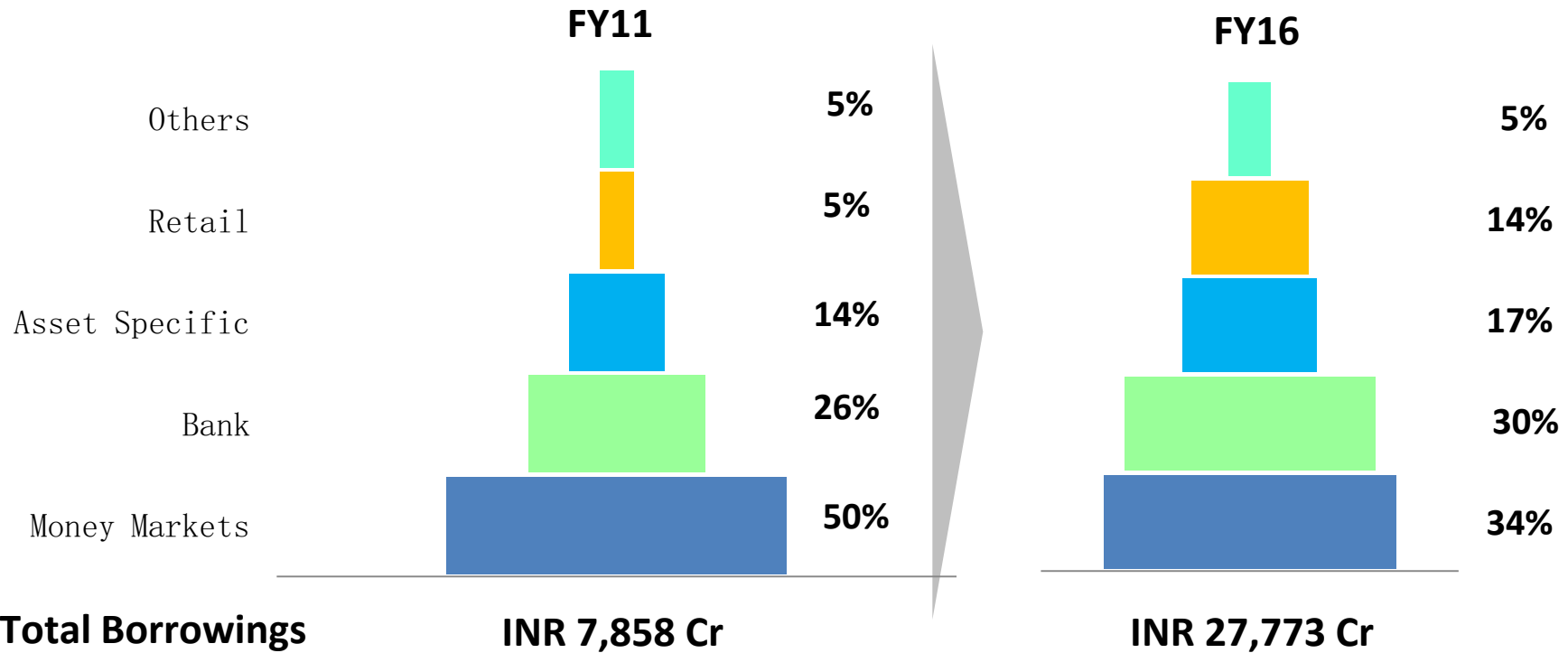
Credit

Non Credit

Insurance

Balance Sheet

## Diversified Sources of Borrowings



- Steady diversification in sources of borrowings
- Lower dependence on debt market borrowings
- Exploring Alternative sources of Liabilities

Credit

Non Credit

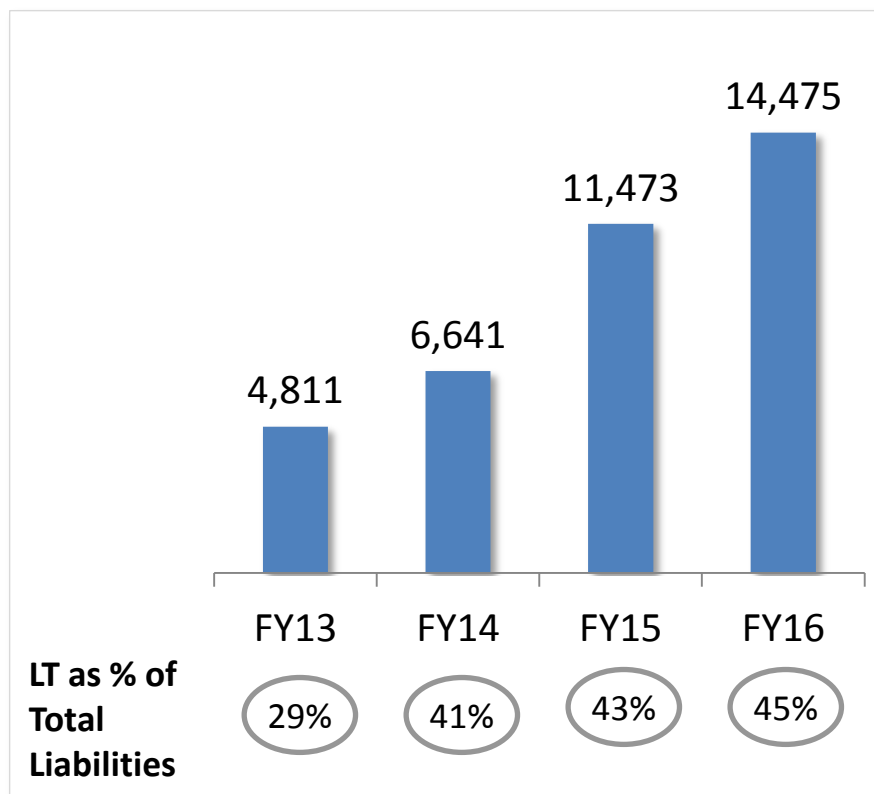
Insurance

Balance Sheet

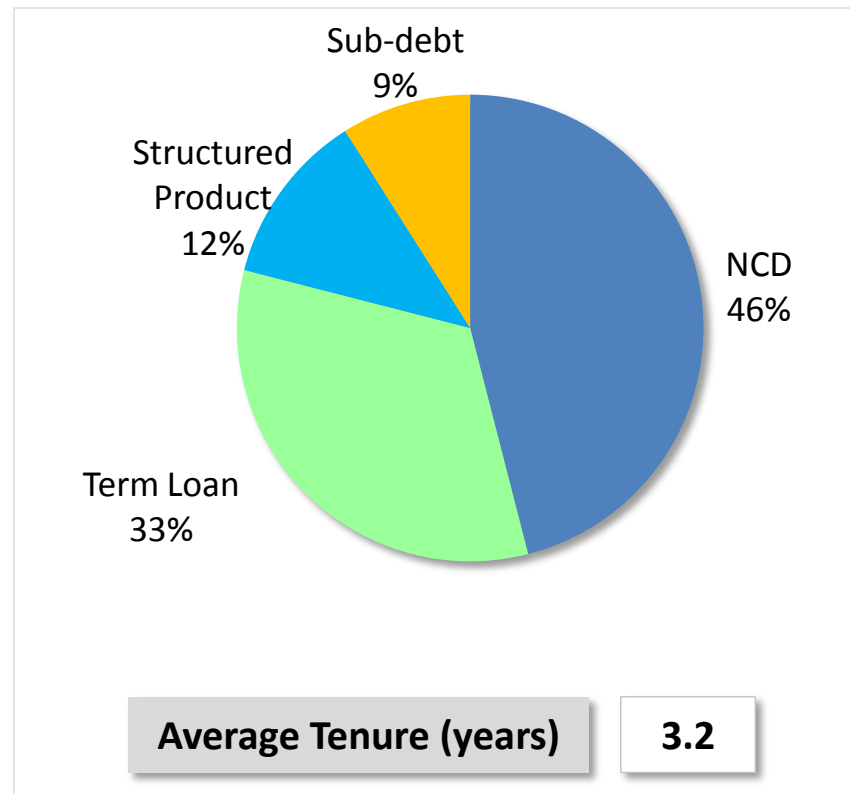
# Share of Long Term funds increasing



## Long Term Liabilities INR (Cr)



## Long Term Liabilities Breakup



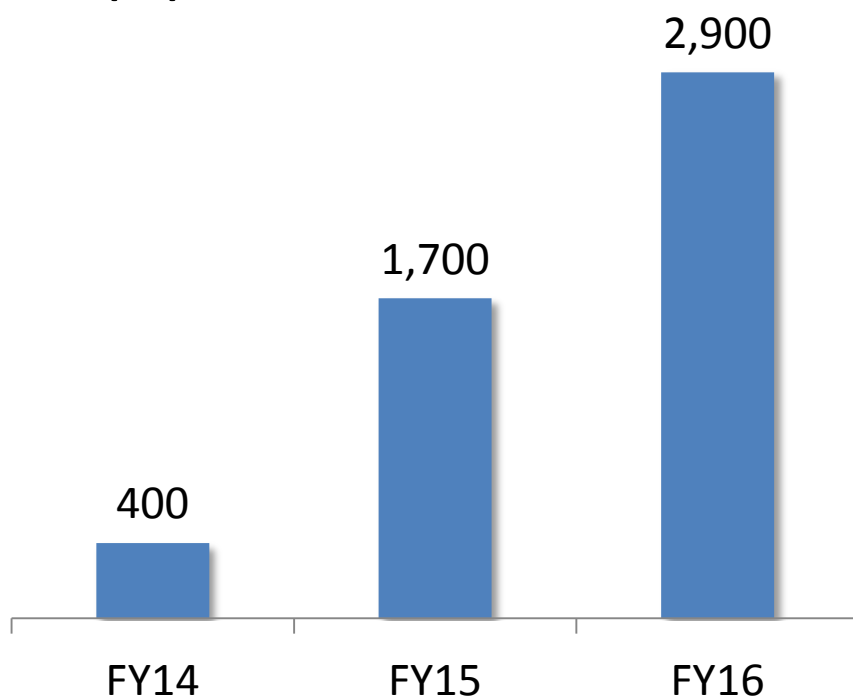
- Long Term Liabilities growing in line with Asset Profile
- Contracted Long Term Liabilities with Insurance Companies, banks & Mutual Funds



# Liquidity Cushion at ~INR 2,900 Cr is 9% of Balance Sheet



Including off Balance sheet lines  
INR (Cr)



- A well diversified liquidity cushion comprising of:
  - Banking Lines
  - Fixed Deposits
  - G Secs, 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







Credit

Non Credit

Insurance

**Balance Sheet**



Rating agency	Purpose (debt programme)	Rating
 A STANDARD & POOR'S COMPANY	Short term	CRISIL A1+
 Professional Risk Opinion	Short term	CARE A1+
 ICRA	Short term	[ICRA] A1+
	Long term	BWR AA+
 Professional Risk Opinion	Long term	CARE AA
 ICRA	Long term	[ICRA] AA

Credit

Non Credit

Insurance

Balance Sheet





## ENTERPRISE UPDATE

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# Awards

Jury Special Award for excellence in the BFSI 2015  
by My FM Stars of the Industry

Bull of the Year Award by Zee Business Market  
Analyst Awards

India's Promising Brands 2015 by The Economic  
Times Consumer Survey

Best Private Banking Solution (Edelweiss  
Structured Products) by Asia-Pacific SRP's  
Structured Products & Derivatives' Award 2015

Emerging Bullion Refiner of the Year by Indian  
International Gold Convention

Best Equity Broking House (Institutional in 2014  
and Capital Markets in 2015) by Dun &  
Bradstreet's BSE - D&B Equity Broking Awards

Best Brokerage House  
(Roadshows and Company Visits) by Asiamoney's  
Broker Poll 2015

100 Most Valuable Brands 2015 by World  
Consulting & Research Corporation



# Marketing – Key Highlights

With Edelweiss's retail businesses expanding and launching new products, greater marketing effort is planned this fiscal to build awareness and preference for the brand

## Strategy

1. Saina Nehwal appointed as Edelweiss Group brand ambassador
2. Edelweiss appointed principal sponsor of the 2016 Indian Olympic Team and offers a Rs 1 crore life cover to all 2016 Indian Olympians
3. All India multimedia campaign across TV, Print, Digital, Social Media, Below the line planned





# Marketing – Key Highlights



## All India Press Ad

86 days to go

Where the mind is without fear,  
And the head is held high.

Team India. Go Fearless. Rio Olympics 2016.

Saina Nehwal  
Mary Kom  
Sushil Kumar  
Vijender Singh  
Neha Rathi  
Ravi Kumar  
Tina Louise  
Yogeshwar Dutt

India is with you.

**Edelweiss**  
PROUD SPONSOR  
2016 INDIAN OLYMPIC TEAM

Proud to announce Rs.1 crore life cover to each and every athlete of the 2016 Indian Olympic team by Edelweiss Tokio Life Insurance Company Limited.

Asset Management | Credit | Financial Markets | Housing Finance | Insurance

## TV Ad

<https://www.youtube.com/watch?v=NL2nUnO4my8>

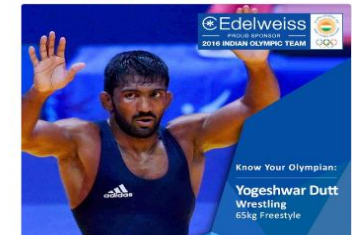


## Social Media

Saina Nehwal @HSaina · May 5  
Had a great time in mumbai shooting for @edelweiss\_tokio ... Excited to see the final ad.



Haryana-born, 33 year old Yogeshwar Dutt started wrestling at the age of 8 years. #Olympics2016 #KnowYourOlympian



Know Your Olympian:  
Yogeshwar Dutt  
Wrestling  
65kg Freestyle

Edelweiss Group @EdelweissFin · May 10  
22-year-old Shiva, drew inspiration from Mike Tyson's bouts. #Olympics2016 #KnowYourOlympian



Know Your Olympian:  
Shiva Thapa  
Boxing  
Bantamweight

# Key HR Metrics



At the end of		FY16	FY15	FY14
Head Count		6,227	5,555	4,001
Senior Hiring		81	113	32
Senior Attrition		10%	17%	11%
During		FY16	FY15	FY14
Learning & Development	Training man days	21,530	19,582	13,392
	Employees covered	5,374	4,838	3,900

**Building leadership capability through  
a Four-Tier Leadership Structure for future growth**

# EdelGive Foundation - Key Highlights



**Impacted over 300,000 lives in 13 states.**

**Supported 85 NGOs.**

**Brought Rs. 60 crores into philanthropy**

## Education

Empowering children through holistic learning approach, life skill & research and advocacy



Quality education for underprivileged children in schools



Girl child education in marginalised communities

## Livelihood

Water and soil conservation, skill development, financial inclusion livelihood generation for communities



Financial inclusion for women



Watershed management for community development

## Women Empowerment

Promoting safety, gender justice, and economic empowerment of women and girls

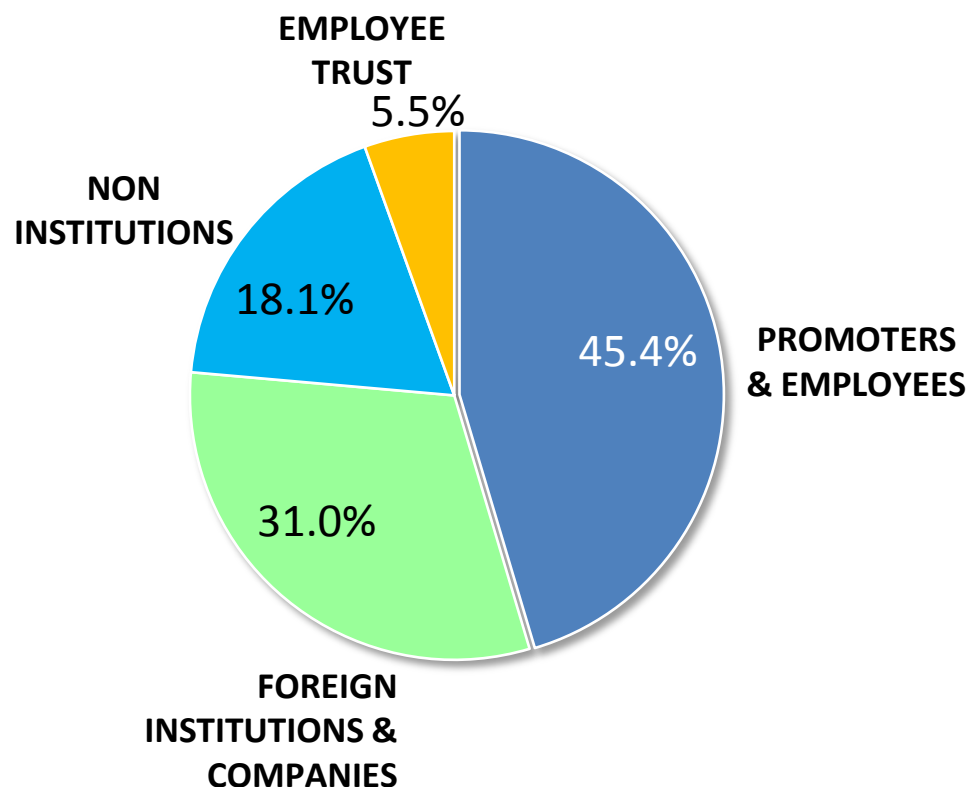


The Protection of Women from Domestic Violence



**Edelweiss employees, families and clients have given 14,000+ hours in volunteering**

# Shareholding Pattern



## TOP INSTITUTIONAL SHAREHOLDERS ABOVE 1%\*

AS ON MAR 31, 2016

	Name	Percent
1	Carlyle	8.4%
2	Fidelity	5.5%
3	BIH SA	5.4%
4	SAIF Advisors	3.1%
5	Amansa Investments	1.5%
6	Ashoka PTE	1.1%
7	Abu Dhabi Inv Authority	1.1%
8	Birla Sun Life MF	1.0%

**Significant Institutional Ownership**





## DETAILED FINANCIALS

 **Edelweiss**  
PROUD SPONSOR  
2016 INDIAN OLYMPIC TEAM





# Consolidated Financials – P&L



(INR Cr)	FY16	FY15	FY14
Fee and Commission Income	697	573	356
Fund based Income	4,218	3,100	2,063
Premium from Life Insurance Business	300	187	106
Other Operating Income	87	38	22
Other Income	14	14	9
<b>Total Revenue</b>	<b>5,316</b>	<b>3,912</b>	<b>2,556</b>
Employee Benefits Expense	882	709	458
Financial Costs	2,620	1,831	1,211
Depreciation & Amortization	90	72	52
Change in life ins. policy liability – actuarial	256	139	61
Other Expenses	849	633	422
<b>Total Expenses</b>	<b>4,697</b>	<b>3384</b>	<b>2,204</b>
<b>Profit Before Tax</b>	<b>619</b>	<b>528</b>	<b>352</b>
Tax Expenses	236	202	135
<b>Profit After Tax</b>	<b>383</b>	<b>326</b>	<b>217</b>
Share of Minority Interests in Profits	(31)	(3)	(3)
<b>Profit After Tax and Minority Interest</b>	<b>414</b>	<b>329</b>	<b>220</b>
Diluted EPS (in INR) (FV INR 1)	4.85	3.88	2.85
Book Value per Share (in INR) (FV INR 1)	45	40	38

# Consolidated Financials - P&L (ex-Insurance)



(INR Cr)	FY16	FY15	FY14
Fee and Commission Income	697	573	355
Fund based Income	4,132	3,006	2,008
Other Operating Income	86	39	22
Other Income	13	10	6
<b>Total Revenue</b>	<b>4,928</b>	<b>3,628</b>	<b>2,391</b>
Employee Benefits Expense	754	610	376
Financial Costs	2,619	1,831	1,210
Depreciation & Amortization	83	64	48
Other Expenses	698	524	336
<b>Total Expenses</b>	<b>4,154</b>	<b>3029</b>	<b>1,970</b>
<b>Profit Before Tax</b>	<b>774</b>	<b>599</b>	<b>421</b>
Tax Expenses	236	202	135
<b>Profit After Tax</b>	<b>538</b>	<b>397</b>	<b>286</b>
Share of Minority Interests in Profits	(19)	(16)	(15)
<b>Profit After Tax and Minority Interest</b>	<b>519</b>	<b>381</b>	<b>271</b>
Diluted EPS (in INR) (FV INR 1)	6.22	4.65	3.51

# Consolidated Financials - Balance Sheet



(INR Cr)	Mar 16	Mar 15	Mar 14
<b>Equity and Liabilities</b>			
Shareholders' Funds	3,675	3,161	2,890
Minority Interest	697	371	366
Borrowings	27,773	23,540	12,948
<b>Total</b>	<b>32,145</b>	<b>27,072</b>	<b>16,204</b>
<b>Assets</b>			
Credit Book Assets	20,014	15,036	8,952
FDs and Cash & Bank Balances	3,116	3,356	2,303
Government Bonds	4,866	4,323	1,948
Other Assets	4,149	4,357	3,001
<b>Total</b>	<b>32,145</b>	<b>27,072</b>	<b>16,204</b>



## Addendum

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# ECL Finance Ltd. - Financial Snapshot



(INR Cr)	FY16	FY15
Interest Income	2,021	1,343
Treasury Income & Other Income	(134)	(101)
<b>Total Income</b>	<b>1,887</b>	<b>1,241</b>
Total Expenses	1,508	964
Profit Before Tax	379	277
<b>Profit After Tax</b>	<b>250</b>	<b>183</b>
Net Worth	1,891	1,673

## Edelweiss Finance & Investments Ltd. – Financial Snapshot



(INR Cr)	FY16	FY15
Interest Income	336	330
Treasury Income & Other Income	(11)	65
<b>Total Income</b>	<b>325</b>	<b>395</b>
Total Expenses	248	319
Profit Before Tax	77	76
<b>Profit After Tax</b>	<b>52</b>	<b>51</b>
Net Worth	348	376

# Edelweiss Retail Finance Ltd. – Financial Snapshot



(INR Cr)	FY16	FY15
Interest Income	153	43
Fee Income & Other Income	8	2
<b>Total Income</b>	<b>161</b>	<b>45</b>
Total Expenses	124	33
Profit Before Tax	38	12
<b>Profit After Tax</b>	<b>25</b>	<b>8</b>
Net Worth	260	124

# Edelweiss Housing Finance Ltd. – Financial Snapshot



(INR Cr)	FY16	FY15
Interest earned	251	168
Investment Income & Other Income	22	12
<b>Total Income</b>	<b>273</b>	<b>180</b>
Total Expenses	212	146
Profit Before Tax	61	34
<b>Profit After Tax</b>	<b>38</b>	<b>21</b>
Net Worth	336	311



## Edelweiss Asset Reconstruction Co. Ltd. – Financial Snapshot



(INR Cr)	FY16	FY15
Fee and Incentive Income	322	190
Other Operating Income	48	14
<b>Total Income</b>	<b>370</b>	<b>204</b>
Total Expenses	301	158
Profit Before Tax	69	46
<b>Profit After Tax</b>	<b>45</b>	<b>34</b>
Net Worth	206	153

## Edelweiss Commodities Services Ltd. – Financial Snapshot



(INR Cr)	FY16	FY15
Revenue from Operations	903	750
Other operating income	44	44
<b>Total Income</b>	<b>947</b>	<b>794</b>
Total Expenses	853	715
Profit Before Tax	94	79
<b>Profit After Tax</b>	<b>65</b>	<b>56</b>
Net Worth	577	533

## Additional Information



Consolidated Debt Equity Ratio	FY16	FY15
Gross	6.35	6.67
Excluding Treasury Assets	4.95	5.22

Consolidated RWA (as a % of Gross Assets)	77%	69%
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Insurance	FY16	FY15
Insurance APE (INR Crs)	146	99
Insurance Persistency	70%	61%



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