

EW/Sec/2016/144

August 9, 2016

**BSE Limited**

P J Towers, Dalal Street,  
Fort, Mumbai – 400 001.

Dear Sirs,

**Ref.:- Scrip Code:- 532922**

**Sub: Investor Presentation**

Please find enclosed the Investor presentation in respect of the First Quarter of the Financial Year 2017.

Kindly take the same on record.

Thanking you,

**For Edelweiss Financial Services Limited**



**B. Renganathan**

**Executive Vice President & Company Secretary**

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

Team India. Go Fearless. We are with you.



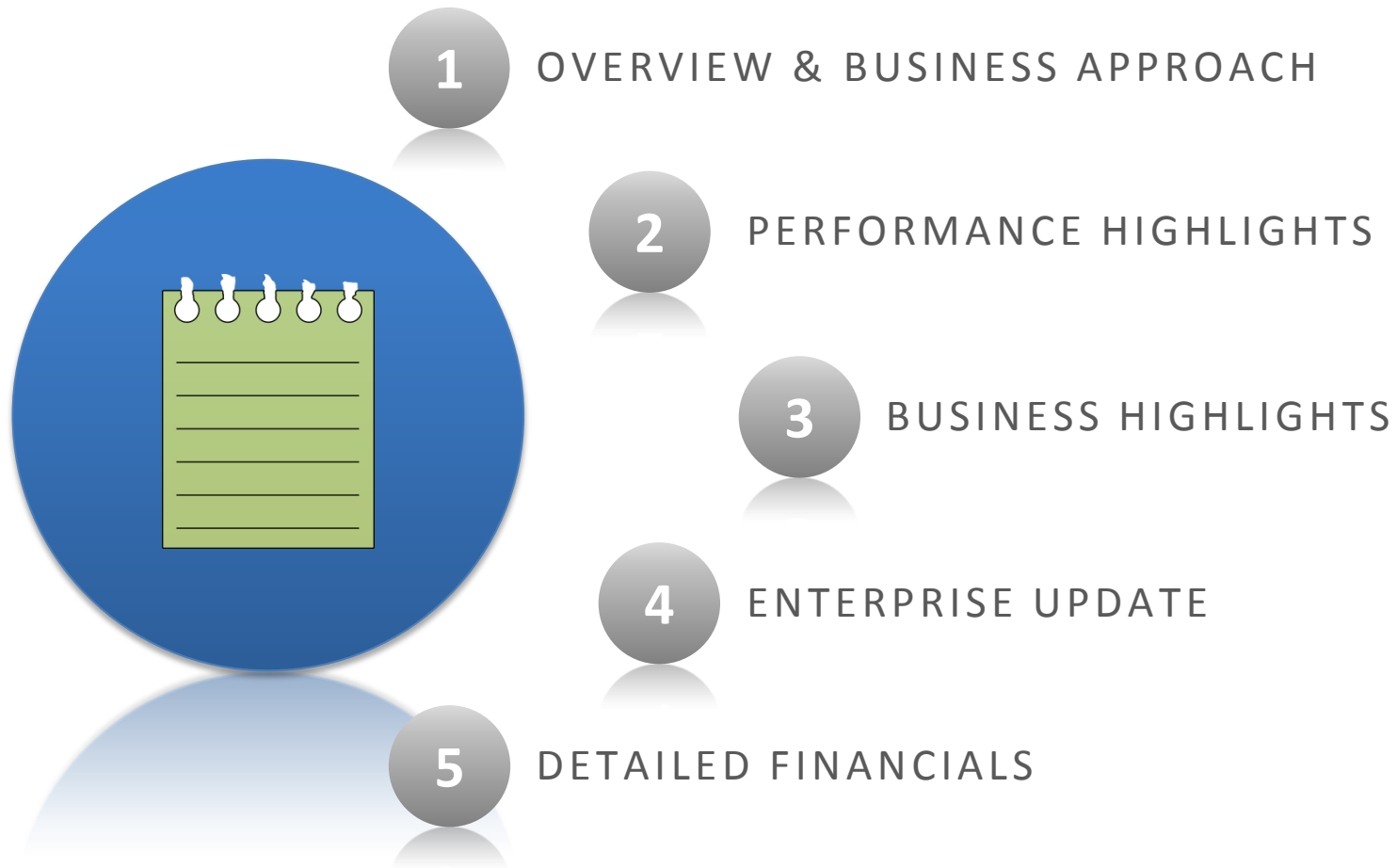
**Edelweiss Financial Services Limited**

***Q1FY17 Investor Presentation***

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



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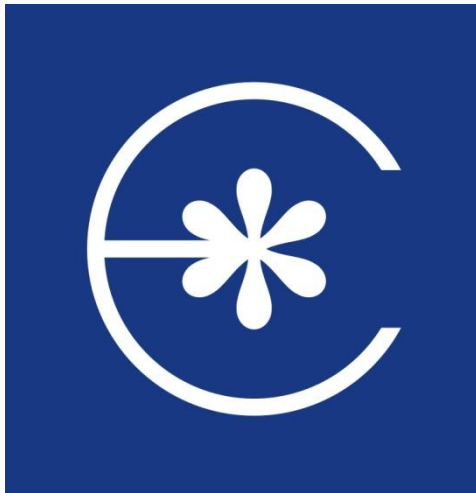




## OVERVIEW & BUSINESS APPROACH

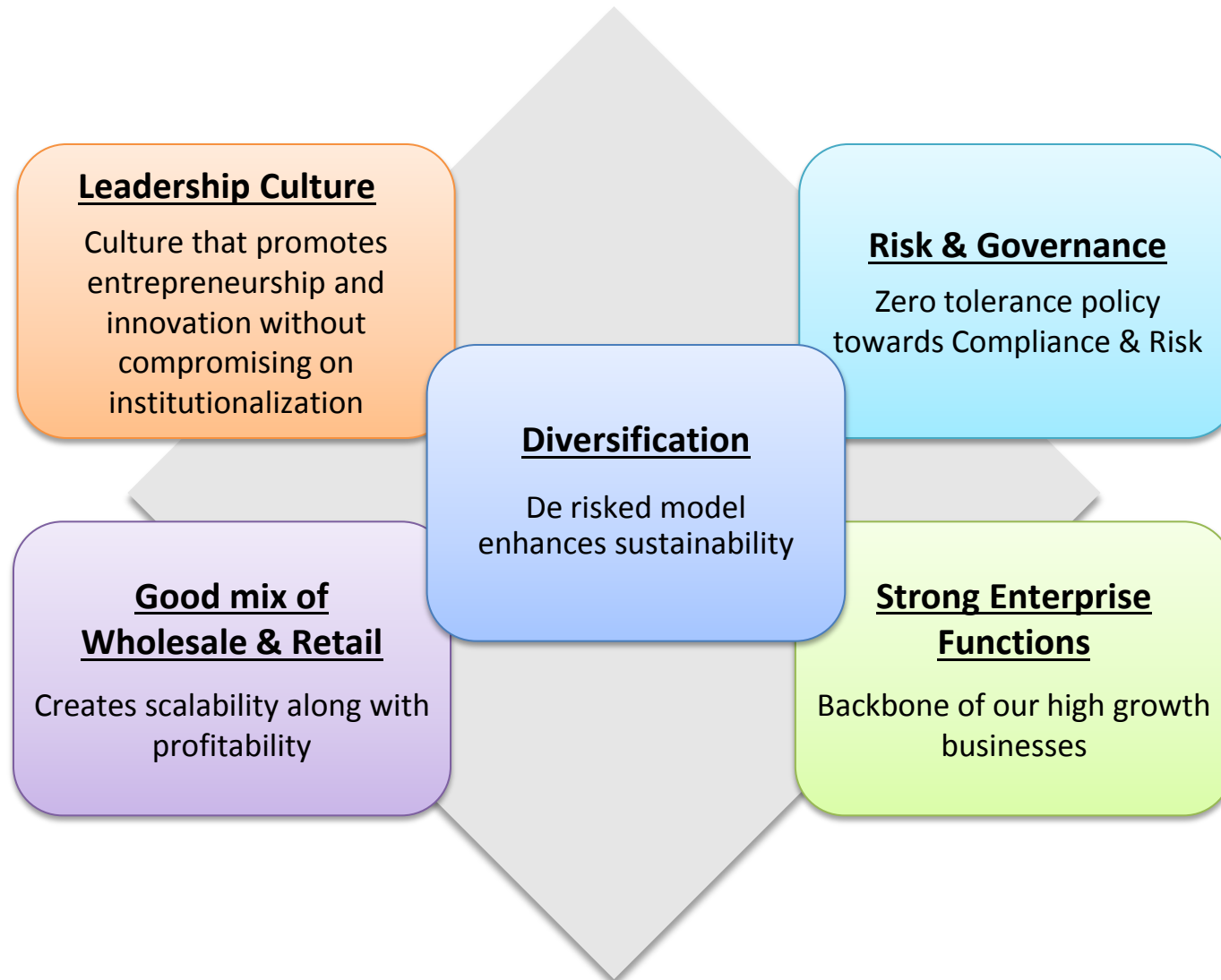
 **Edelweiss**  
PROUD SPONSOR  
2016 INDIAN OLYMPIC TEAM



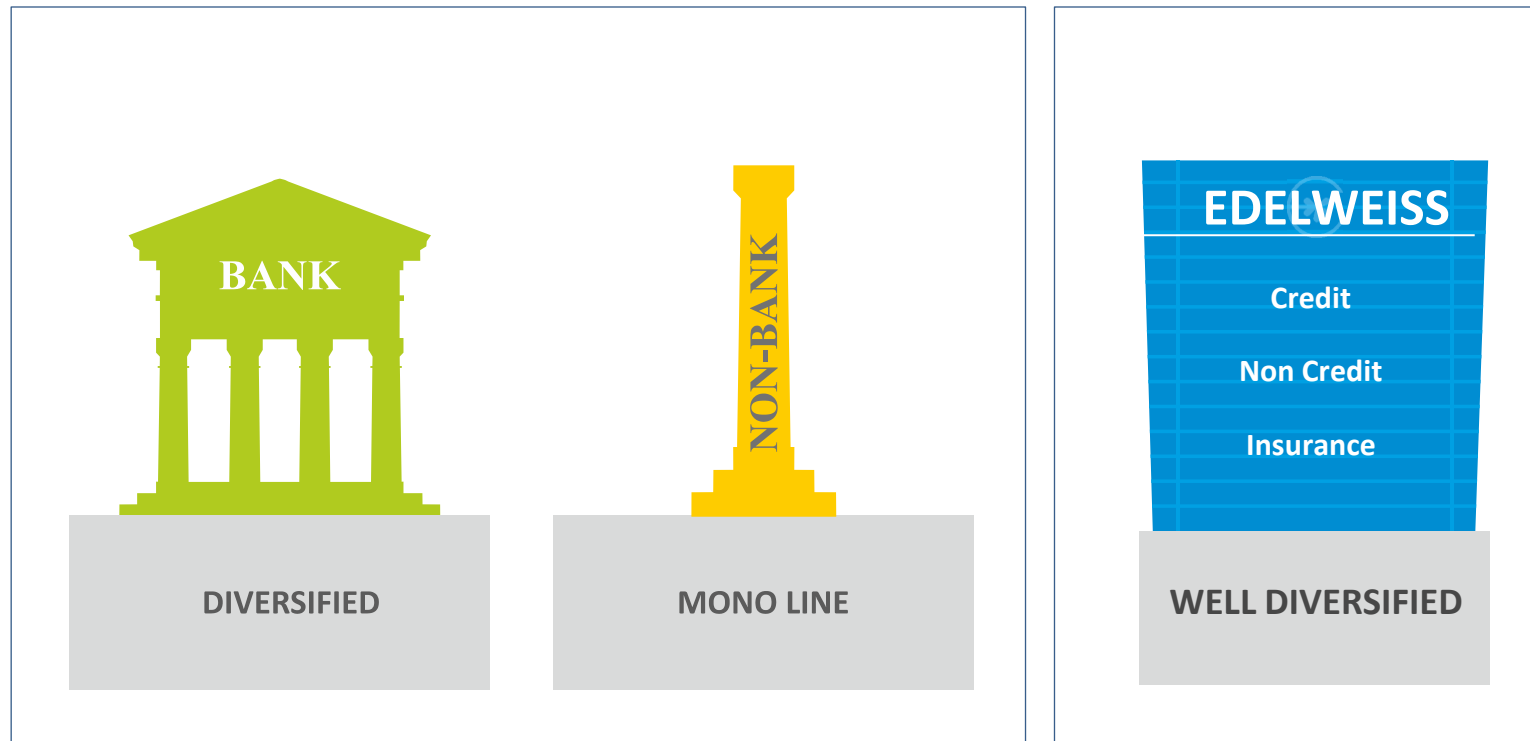


“To be a Respected Financial Services firm with a Portfolio of High Quality Growth Businesses”

# 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
- Distressed Assets Credit
- Wholesale Mortgage

### Retail

- Retail Mortgage
- Agri & Rural Finance
- Loan Against Shares
- SME & Others

## NON CREDIT BUSINESSES

Strong product franchise serving diverse client needs

- Capital Markets
- Wealth Management
- Asset Management
- Balance sheet Management Unit & Liquidity Management
- 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 ~ 33,100 Cr

Assets under Management ~35,000 Cr

Assets under Advice ~31,100 Cr

# of clients ~960,000

# of employees 6,361


# of offices 240




**As we stated in the FY16 investor presentation, over the next four years..**



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

- 
- Grow PAT consistently at 25%
  - Consolidated RoE to 16-18%
  - Ex Insurance RoE to 19-20%
  - Ex Insurance RoA to 2.3-2.5%
  - Ex Insurance Cost to Income ratio to 50%

- 
- NPA below 2%
  - Capital Adequacy Ratio >16%
  - Enhance long term credit rating to AAA



## Q1FY17 PERFORMANCE HIGHLIGHTS

 **Edelweiss**  
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2016 INDIAN OLYMPIC TEAM



# Key Financial Highlights – Q1FY17



- 1 Consolidated YoY PAT growth of 53%
- 2 Ex Insurance YoY PAT growth of 39%
- 3 Consistent track record of growth – 38% Ex Insurance PAT CAGR over 4 years
- 4 Consolidated RoE improved to 15.1%
- 5 Ex Insurance RoE improved to 19.4%

# Consolidated PAT Growth of 53% & Ex Insurance PAT Growth of 39%



(INR Cr)	<u>Q1FY17</u>	<u>Q1FY16</u>	<u>Growth over Q1FY16</u>	<u>FY16</u>	<u>FY15</u>
<b>PAT Consolidated</b>	140	91	53%	414	329
<b>PAT Ex Insurance</b>	155	111	39%	519	381

..... with only 17% growth in Assets

<b>Balance Sheet</b>	33,092	28,304	17%	32,145	27,072
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**Non Linear growth in Profitability**

# Key Performance Parameters (Ex Insurance)



(INR Cr)	Q1FY17	FY16	FY15	FY14
PAT (Q1FY17)	155	519	381	272
Credit book	21,129	20,014	15,036	8,953
Net Revenue*/ Average Assets	8.6%	7.8%	8.5%	7.2%
RoE	19.4%	18.6%	15.6%	12.2%
RoA	2.0%	1.8%	1.9%	1.9%
Cost to Income Ratio	57%	60%	60%	59%
Gross NPA %	1.4%	1.4%	1.3%	0.9%
Net NPA %	0.5%	0.5%	0.4%	0.2%

# Key Performance Parameters



For Q1FY17	Edelweiss (Ex Insurance)	Private Banks	NBFC/ DFS	
PAT growth (YoY)	39%	23%	16%	●
Credit Book Growth (YoY)	29%	22%	17%	●
Net Revenue/ Average Assets	8.6%	5.9%	8.2%	●
RoA	2.0%	1.7%	2.1%	●
RoE	19.4%	13.8%	14.8%	●
Cost to Income Ratio	57%	46%	39%	●
Gross NPA	1.4%	1.6%	4.8%	●
Net NPA	0.5%	0.7%	1.7%	●
Collateral Cover	2.2x	1 - 1.25X	1.5 – 2X	●

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

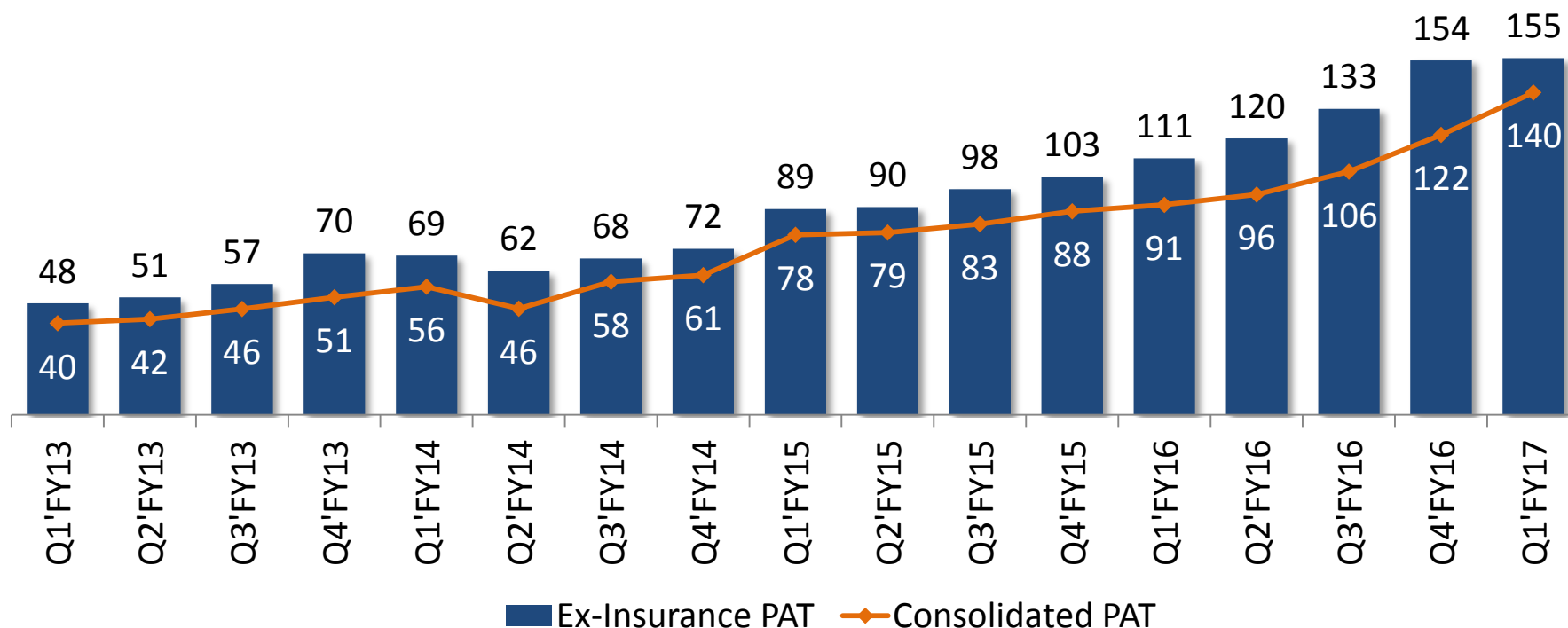
**Private Banks:** HDFC, ICICI, Kotak, Axis, Yes, IndusInd **NBFCs/DFS :** Bajaj Finserv, L&T Finance, Shriram City Union, Shriram Transport, Mahindra Finance, IIFL

# PAT growth trajectory



## Profit after Tax

INR Cr



**Ex Insurance PAT CAGR of 38% over last 4 years**

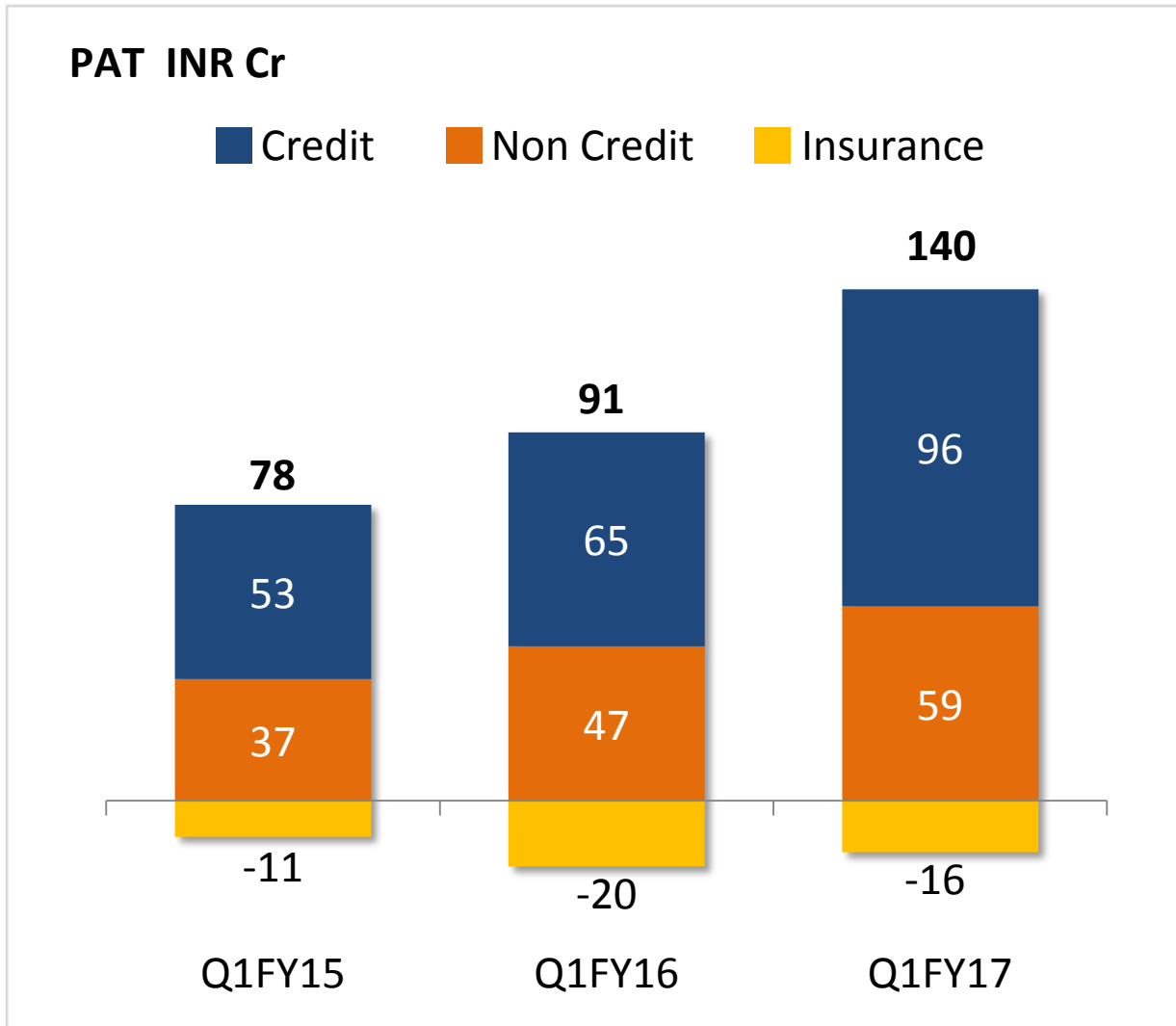
# RoA Attribution (Ex Insurance)



	Q1FY17	FY16	FY15
<b>Net Interest Income</b>	<b>6.0%</b>	<b>5.1%</b>	<b>5.5%</b>
Interest	12.8%	12.8%	12.0%
Treasury	2.0%	1.2%	2.2%
Interest Cost	-8.8%	-8.8%	-8.6%
<b>Non-interest income</b>	<b>2.5%</b>	<b>2.7%</b>	<b>2.9%</b>
Fee & commission	2.1%	2.4%	2.7%
Other income	0.4%	0.3%	0.2%
<b>Expenses</b>	<b>-5.5%</b>	<b>-5.2%</b>	<b>-5.7%</b>
Employee cost	-2.6%	-2.5%	-2.9%
Depreciation & amortization	-0.3%	-0.3%	-0.3%
Operating expenses	-1.9%	-1.7%	-1.8%
Provisions	-0.7%	-0.6%	-0.6%
<b>PBT</b>	<b>3.0%</b>	<b>2.6%</b>	<b>2.8%</b>
Tax	-1.0%	-0.8%	-1.0%
<b>PAT</b>	<b>2.0%</b>	<b>1.8%</b>	<b>1.9%</b>



# Both credit and non-credit PAT witnessing steady growth



2-year CAGR

35%

26%



## BUSINESS HIGHLIGHTS

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



# Diversified Mix of Businesses



## CREDIT



**Present across :**

### **Wholesale**

- Structured Collateralized Credit
- Distressed Assets Credit
- Wholesale Mortgage

### **Retail**

- Retail Mortgage
- Agri & Rural Finance
- Loan Against Shares
- SME & Others

## NON CREDIT



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

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

## INSURANCE



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

# Financial Snapshot



(INR Cr)	EoP Equity	Profit After Tax	RoE%
<b>Credit Business</b>	2,441	96	17.9%
<b>Non Credit</b>	1,125	59	22.3%
<b>Total (Ex Insurance)</b>	<b>3,566</b>	<b>155</b>	<b>19.4%</b>
<b>Insurance</b>	915	-16	-
<b>Consolidated</b>	<b>4,481</b>	<b>140</b>	<b>15.1%</b>

- Based on Management Estimates
- EoP Equity includes minority (603 Cr.), advance to Employee Welfare Trust (150 Cr) etc.
- RoE is calculated on Average Equity; adjusted for intangibles and minority interest



## BUSINESS HIGHLIGHTS – CREDIT

 **Edelweiss**  
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# Credit Business at a glance – Q1FY17



Credit Business	INR (Cr)
Capital Employed	21,129
Net Interest Margin	6.9%
Net Interest Income	355
Cost to Income	41%
Provisions	52
PAT	96
Gross NPA	1.4%
Net NPA	0.5%
RoE	17.9%
RoA	2.0%

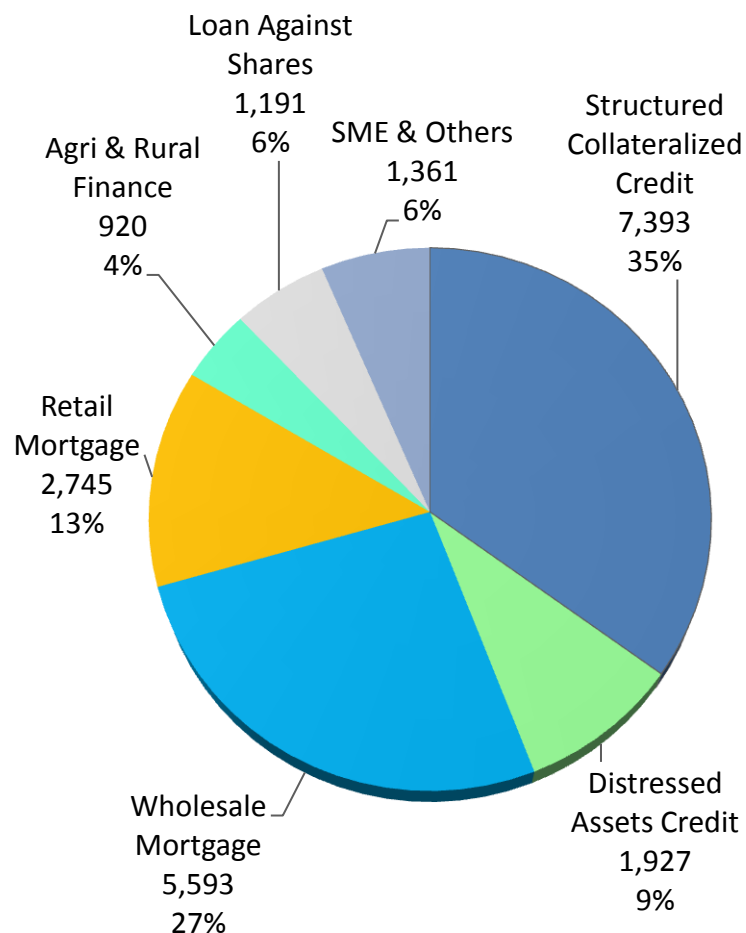
Credit

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

## Distressed Assets Credit

- Largest Asset Reconstruction Company in India, with more than 7 years of history in distressed assets space

## Wholesale Mortgage

- Caters to wide a range of residential developers

## Retail Mortgage

- Catering to Retail Home buyers and Business Owners

## Agri & Rural Financing

- \$10 bn unorganized market; Highly scalable, unoccupied by institutional players. Includes Micro Finance solutions to clients in Tier III/IV cities and rural areas

## Loan Against Shares

- Caters to Retail customers in Capital Market

## SME & Others

- Highly scalable, focus area for future growth

Credit

Non Credit

Insurance

Balance Sheet

# Present across Retail, SME and Wholesale segments



## Wholesale Credit

- Comprises of
  - Collateralized Lending to Corporate
  - Distressed Assets Credit
  - Wholesale Mortgage
- Began credit operations in 2007
- A robust risk management approach tested over 2 downturns
- Wholesale credit around INR 14,900 crores

## Retail & SME Credit

- Comprises of
  - Retail Mortgage
  - Agri & Rural Financing
  - Loan Against Shares
  - SME & Others
- Commenced operations in 2011
- Small Ticket Housing Loans launched in FY13; Rural Finance in FY14
- Retail credit around INR 6,200 crores
- Controlled growth, focus on credit quality
- Operations in 45\* cities

**Profitable, scalable multi-line credit business**

Credit

Non Credit

Insurance

Balance Sheet



# 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

Non Credit

Insurance

Balance Sheet

# Credit – Improving Parameters



At the end of	Q1FY17	Q1FY16	FY16	FY15
Average Interest Yield	16.2%	16.1%	16.2%	15.8%
Average Cost of Borrowing	10.5%	10.8%	10.7%	10.9%
Interest Spread	5.7%	5.3%	5.5%	4.9%
Net Interest Margin	6.9%	6.7%	6.8%	6.7%
Retail Credit Presence*	45 cities & 3700 villages	41 cities & 1400 villages	45 cities & 3400 villages	36 cities & 750 villages
~Number of Retail Credit clients	343,000	50,000	304,000	50,000

**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)	Q1FY17	Q1FY16	FY16	FY15		
Total Credit Book	21,129	16,431	20,014	15,036		
Gross NPA	300	217	281	196		
Gross NPA %	1.4%	1.3%	1.4%	1.3%	<b>Pvt. Banks</b>	<b>NBFCs</b>
Net NPA %	0.5%	0.4%	0.5%	0.4%	1.6%	4.8%
Total Provision Held*	268	210	247	184		
Total Provision Cover*	89%	97%	88%	94%	0.7%	1.7%
Average Collateral cover on Wholesale book	2.2X	2.2x	2.1x	2.3x		
Average Loan-To-Value on Retail book	~48%	~52%	~50%	~52%	1 -1.25X	1.5-2X

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

Credit

Non Credit

Insurance

Balance Sheet



## BUSINESS HIGHLIGHTS – NON CREDIT

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# Non Credit Business at a glance-Q1FY17



Non Credit	INR (Cr)
Capital Employed	11,048
Net Revenue	332
Cost to Income	74%
PBT	88
PAT	59
RoE	22.3%
RoA	2.1%

Credit

**Non Credit**

Insurance

Balance Sheet

# Non Credit Business Mix



## Capital Markets

- Entire spectrum of corporate advisory services - Fixed Income Advisory, Mergers & Acquisitions , Equity Capital Markets, 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, Portfolio Management Service and Alternative Investment Fund
- Credit focus: Asset Reconstruction Company, Special Opportunities fund

## Balance sheet Management Unit & Liquidity Management

- Liquidity Management
- Asset Liability Management

## Agri Services

- Warehousing, procurement services, and other Agri services

Credit

**Non Credit**

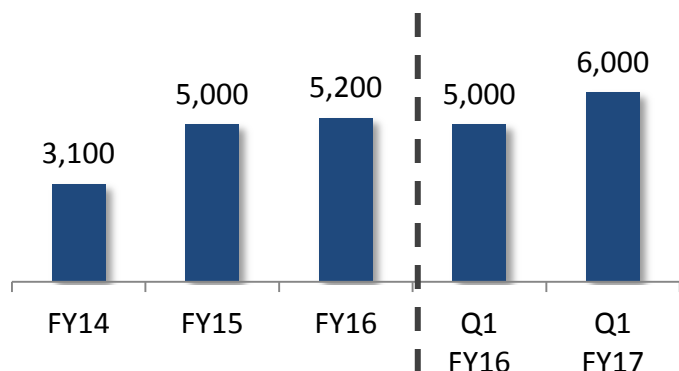
Insurance

Balance Sheet

# Capital Markets: Leadership position in the market



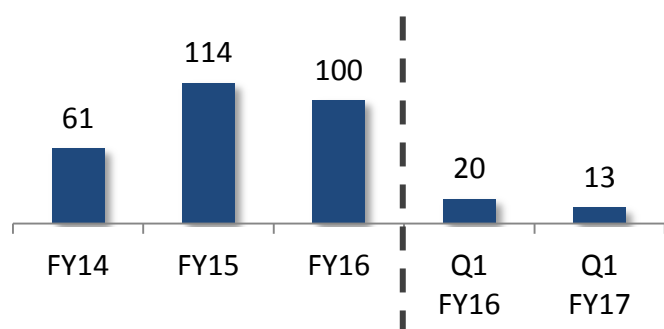
**Broking Average Daily Volume (INR Cr)**



- One of the largest domestic institutional broking company
- Robust fundamental research covering ~227 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



**Investment Banking & Advisory  
(Number of deals)**



- Ranked 1<sup>st</sup> in Initial Public Offering (IPO) distribution and Public issues of Tax free bonds
- Edelweiss ranked third in Equity Capital Markets Underwriting with US\$ 467 mn in related proceeds capturing 12.4% market share for first half of CY2016
- Edelweiss ranked second with a 40% market share managing 4 of 10 IPOs, including debt issues, in Q1 FY 17

Sole financial advisor



Stake sale to Premji Invest  
INR 1,990mm



Advisor to the Board of ING Vysya Bank on its merger with



INR 150,331mm

Sole financial advisor



Equitas Holdings

PE Placement  
INR 3,250mm

Sharda Cropchem



IPO  
BRLM

INR 3,519mm

Credit

**Non Credit**

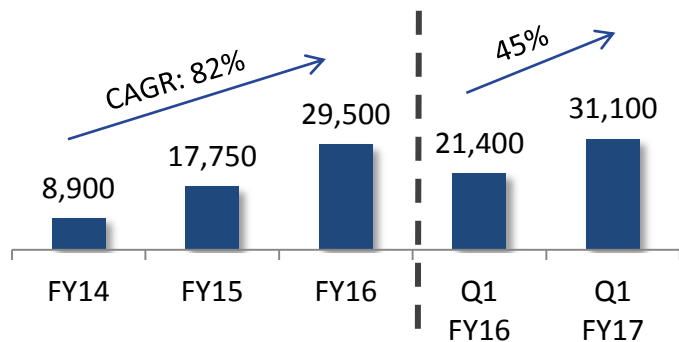
Insurance

Balance Sheet

# Wealth and Asset Management – Rapidly gaining market share

## Wealth Management

Assets Under Advice (INR Cr)

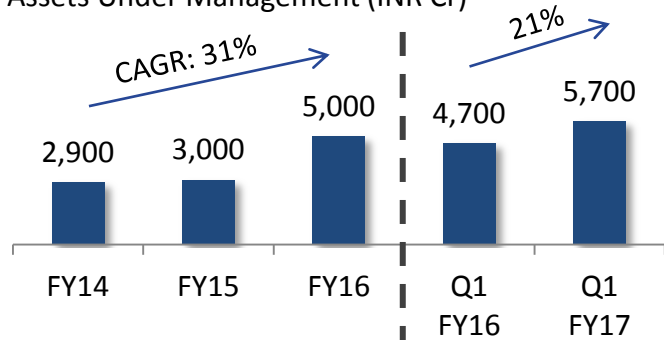


- Servicing ~ 300 Ultra High-Net Worth & more than 1,100 High Net Worth Families
- Good mix of product and advisory solutions for customized needs
- Best Private Banking Solution at Asia-Pacific Structured Products & Derivatives Awards 2015



## Asset Management

Assets Under Management (INR Cr)



- Good mix of conventional & alternative assets targeting HNI & Institutional investors
- Equity Alternative Investment Fund continues to be market leader in performance
- Proposed acquisition of JP Morgan schemes approved by Competition Commission of India, awaiting Securities and Exchange Board of India (SEBI) approval
- Edelweiss ETF - Quality Nifty 30, tracking NIFTY quality 30 Index launched during the quarter`

Credit

**Non Credit**

Insurance

Balance Sheet

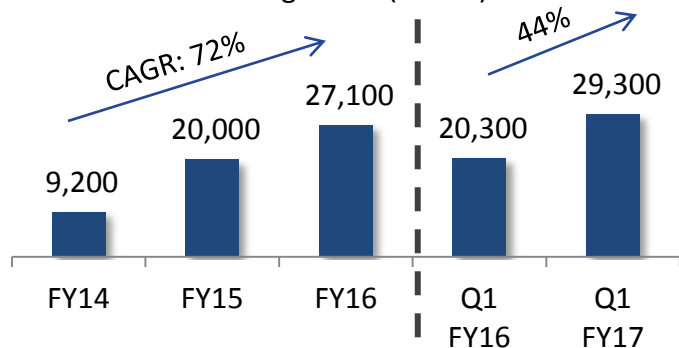


# Expanding Asset Reconstruction and Agri Services businesses



## Asset Reconstruction Company

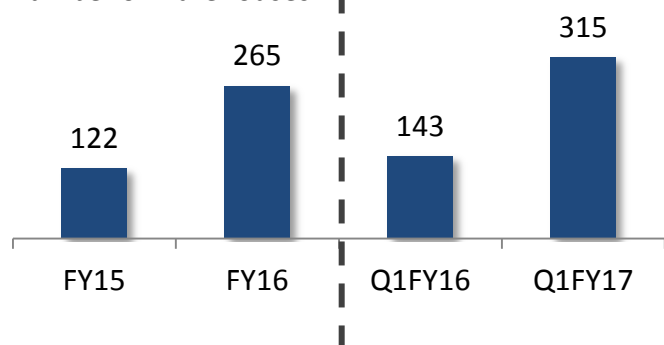
Assets Under Management (INR Cr)



- Opportunity to tap the potential 4 lakh crore of stressed loans and revive them
- Started operations in 2009. Largest Asset Reconstruction Company in India
- In house operations turnaround team
- Specific focus on resolution

## Agri Services

Number of warehouses



- One of the few organised players providing end to end business solutions in the entire Agri value chain
- 315 warehouses under management with capacity of over 12.3 lacs MT
- Warehousing Development and Regulatory Authority (WDRA) accreditations received for 3 warehouses - likely to create strong differentiation in market
- Received National Accreditation Board for Testing and Calibration Laboratories (NABL) Accreditation for our state of the art Vashi Laboratory
- ISO 9001-2008 Certified

Credit

**Non Credit**

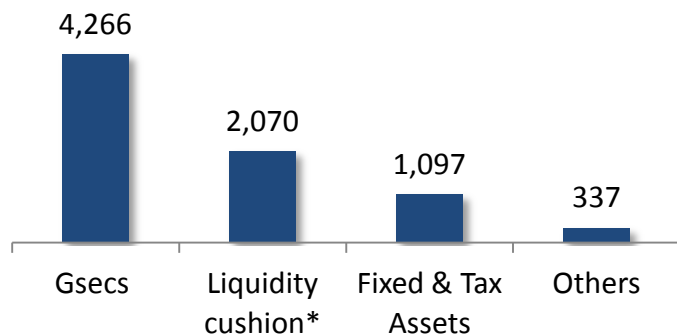
Insurance

Balance Sheet

# Balance Sheet Management Unit



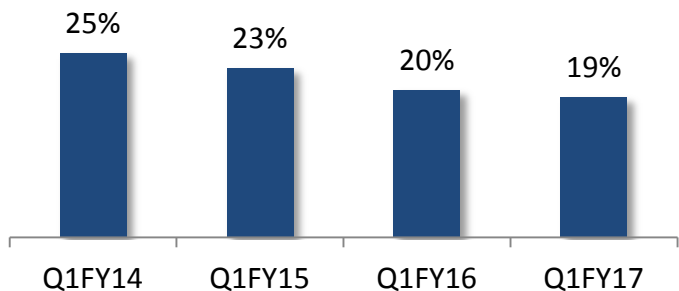
Balance Sheet Management Unit (INR Cr)



## KEY OBJECTIVES

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

Balance Sheet Management Assets as % of Total Assets



- Balance Sheet Management Assets as a percentage of Total Assets has been decreasing consistently over years
- Focus on increasing Liquidity cushion in line with Balance Sheet growth

Credit

**Non Credit**

Insurance

Balance Sheet

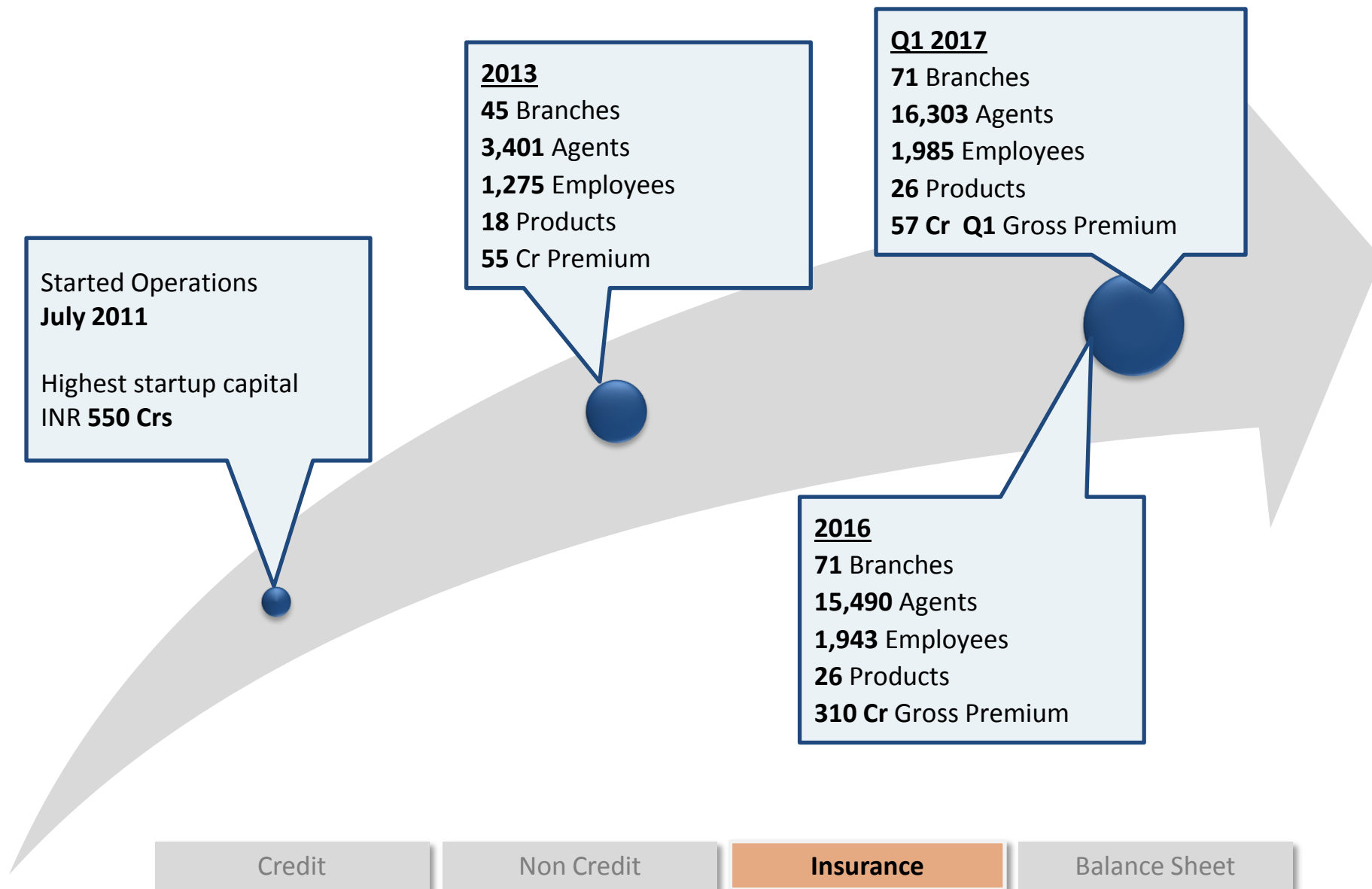


## BUSINESS HIGHLIGHTS – INSURANCE

 **Edelweiss**  
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2016 INDIAN OLYMPIC TEAM



# Key Milestones



# Insurance Strategy defined by



<b>Products</b>	<ul style="list-style-type: none"><li>• Boutique of products meeting variety of customer needs with superior features</li></ul>
<b>Distribution</b>	<ul style="list-style-type: none"><li>• Continued focus on Need Based Selling (Brand: Vijaypath)</li><li>• Agency-led multi-channel distribution approach with emphasis on productivity</li><li>• Focus on building direct capability specifically online</li><li>• Aim to be industry leader on sales productivity</li></ul>
<b>Investments</b>	<ul style="list-style-type: none"><li>• Providing superior returns through top performing funds</li></ul>
<b>Technology</b>	<ul style="list-style-type: none"><li>• Provide unique and enhanced customer experience across all touch points</li><li>• Generate operating efficiencies across the organization</li></ul>
<b>Efficient</b>	<ul style="list-style-type: none"><li>• Strong focus on being cost-efficient</li></ul>

Credit

Non Credit

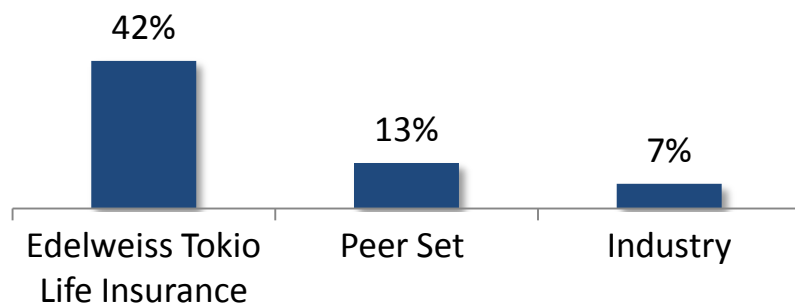
**Insurance**

Balance Sheet

# Fastest Growing Individual Annual Premium Equivalent

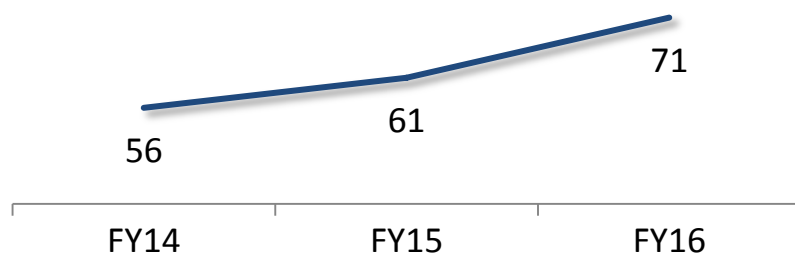


## Individual Annual Premium Equivalent CAGR Growth since FY13



- Individual Annual Premium Equivalent - INR 18.9 Crs for Q1 FY17

## Persistency (Individual & Group Business combined)



- Best 13th month persistency (71%) in non-bank dominated companies
- 9th Rank amongst all the private insurers in FY16 as against 16th rank in FY15 (*Source: IRDAI public disclosures*)

Credit

Non Credit

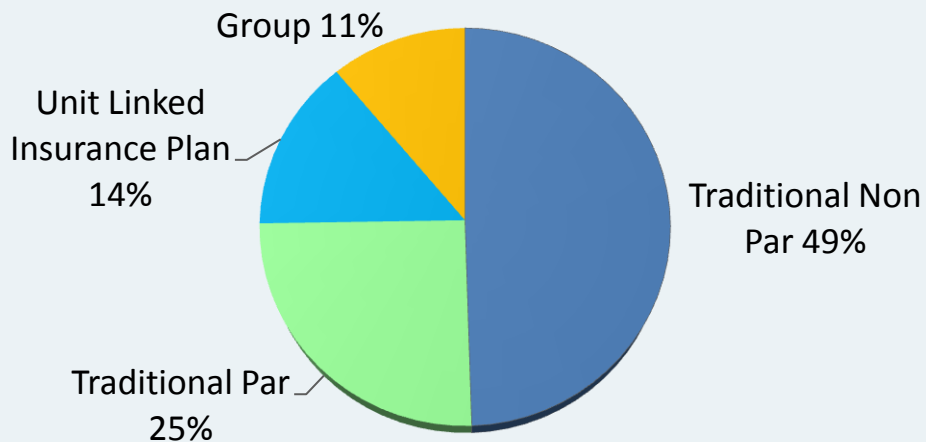
**Insurance**

Balance Sheet

# Customer centric approach – wide variety of products



## Product Mix



*Inception till date*

## Customer centric approach

- Unique need based selling approach
- Strong investment performance to provide superior returns to customers
  - Edelweiss Tokio Funds have been rated top performers by Morningstar with all Individual Unit Linked Insurance Plan Funds rated in top decile as on Jun'16
- Provide enhanced customer experience through investment in processes and technology

Credit

Non Credit

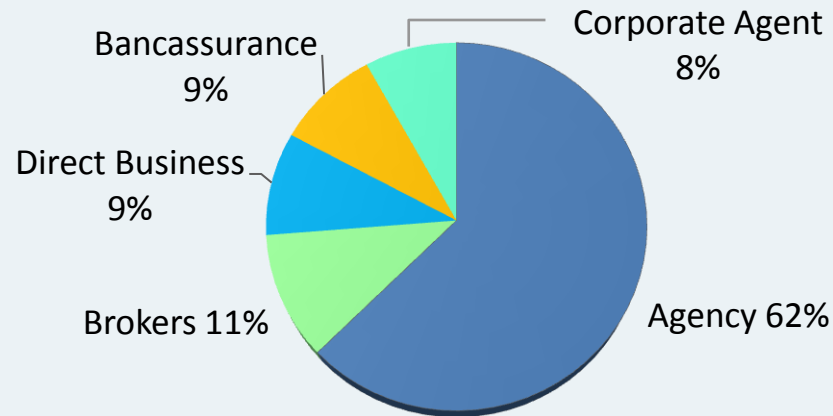
**Insurance**

Balance Sheet

# Rapidly growing & stable platform



**Balanced channel mix with focus on agency**



*Inception till date*

**A Responsible brand**

- Winner, Agency Efficiency award at India Insurance Awards, 2016
- Winner, “Top 100 Infosec Maestros Awards” in 2015
- “Yamraj to the Rescue”, won the National Gold in the public service category at the Outdoor Advertising Awards, 2015



Credit

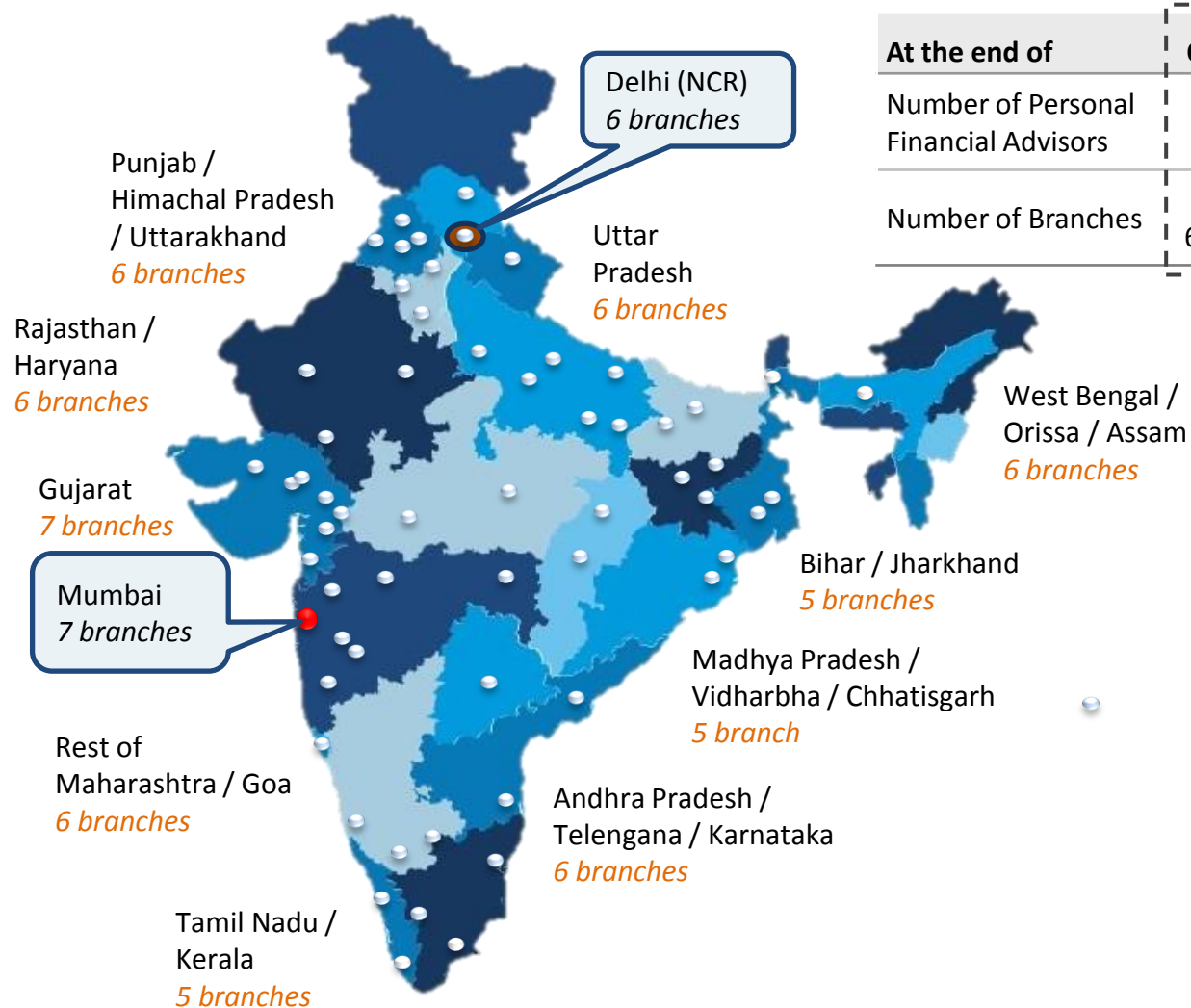
Non Credit

**Insurance**

Balance Sheet



# Pan India Presence



At the end of	Q1FY17	FY16	FY15	FY14
Number of Personal Financial Advisors	16,303	15,490	10,421	7,255
Number of Branches	71 in 61 cities	71 in 61 cities	59 in 49 cities	58 in 48 cities

Credit

Non Credit

**Insurance**

Balance Sheet

# Insurance



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

(INR Cr)	Q1FY17	Q1FY16	FY16	FY15
Gross Premium Income	57	32	310	193
Investment Income & Other Income	40	26	87	97
<b>Total Income</b>	<b>97</b>	<b>58</b>	<b>397</b>	<b>290</b>
Total Expenses	128	86	552	361
Profit Before Tax	(31)	(27)	(155)	(71)
Profit After Tax	(31)	(27)	(155)	(71)
<b>Edelweiss' Share in PAT</b>	<b>(16)</b>	<b>(20)</b>	<b>(104)</b>	<b>(53)</b>
Net Worth*	915	539	939	569

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

Credit

Non Credit

**Insurance**

Balance Sheet



## BALANCE SHEET

# Key Highlights – Balance Sheet



## Balance Sheet

- 1** On-Balance Sheet: INR~33,100 Cr; Total assets managed INR ~99,200 Cr
- 2** ALM maintained
- 3** Comfortable capital adequacy ratio at 18.1%
- 4** Diversified Liability mix
- 5** Stable business model reflected in credit ratings

Credit

Non Credit

Insurance

**Balance Sheet**

# 1 ~ \$15.0 billion of Assets



As on 30 Jun 2016	INR Cr	USD bn
Assets on Balance Sheet	33,100	5.0
Distressed Assets Book (ARC Assets)	29,300	4.3
Funds under Management (Asset Management)	5,700	0.9
Assets Under Advice (Wealth Management)	31,100	4.6
<b>Total Assets</b>	<b>99,200</b>	<b>14.8</b>

Credit

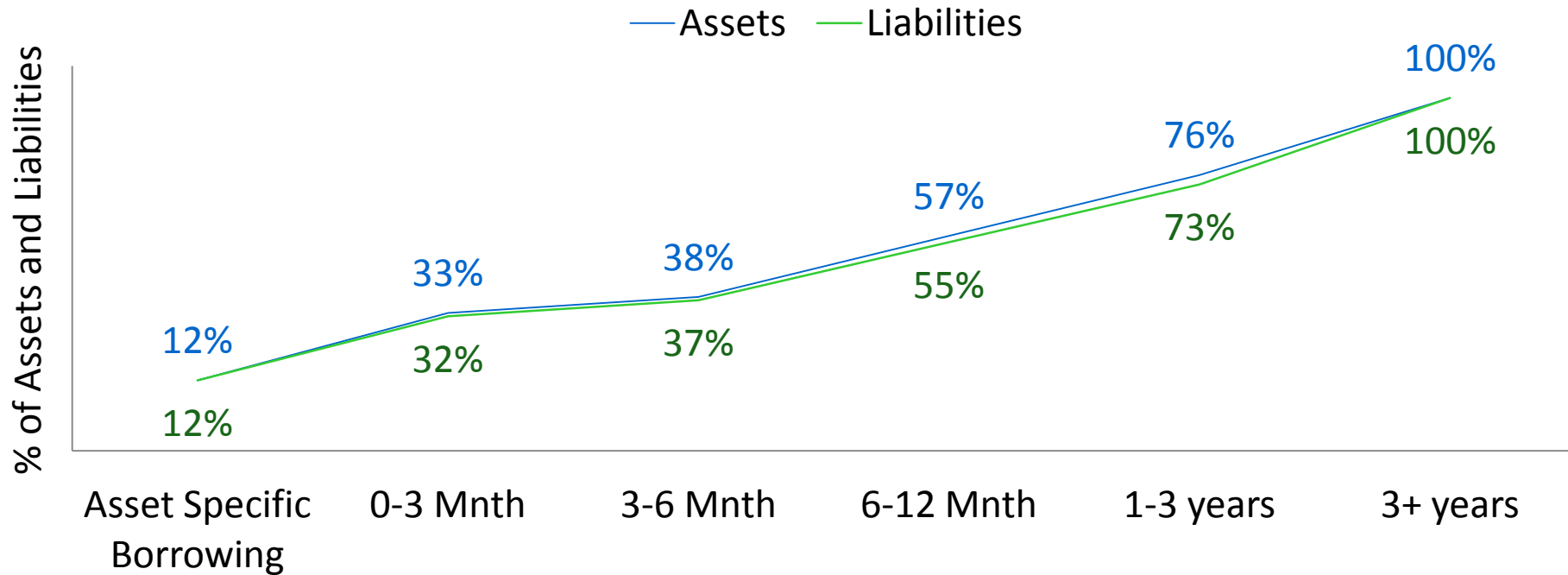
Non Credit

Insurance

**Balance Sheet**

## Comfortable Asset-Liability Profile

Jun'16: INR 33,092 Cr



- Positive asset-liability matching across durations
- Asset Liability Committee manages and monitors ALM, Interest Rate Risk and Liquidity

Credit

Non Credit

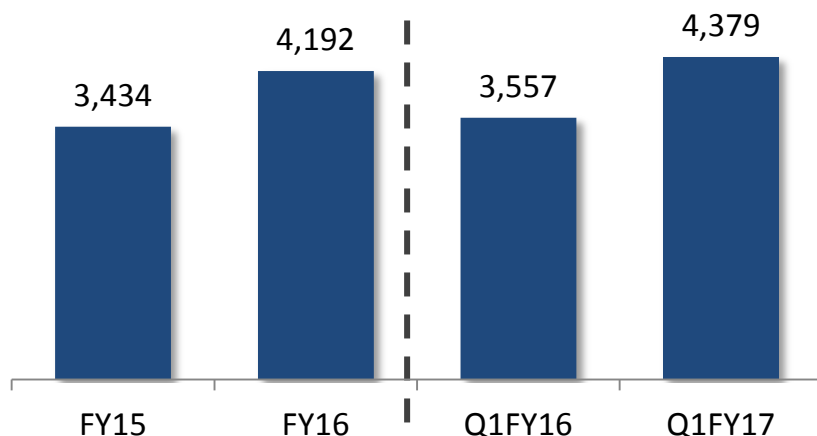
Insurance

Balance Sheet

### 3 Strong capital position



**Tier I Network (INR Cr)**



- Steady growth in Net worth over the last several years
- Sub Debt issued to improve Tier II Capital
- D/E (Excluding Treasury Assets) : 4.9
- Consolidated Risk Weighted Assets (as a % of Gross Assets): 78.7%

**Liability Structure, Jun'16 (INR Cr)**

Tier I	4,379
Tier II	1,028
Total Capital	5,407
Risk Weighted Assets	29,854

**Consolidated Capital Adequacy**

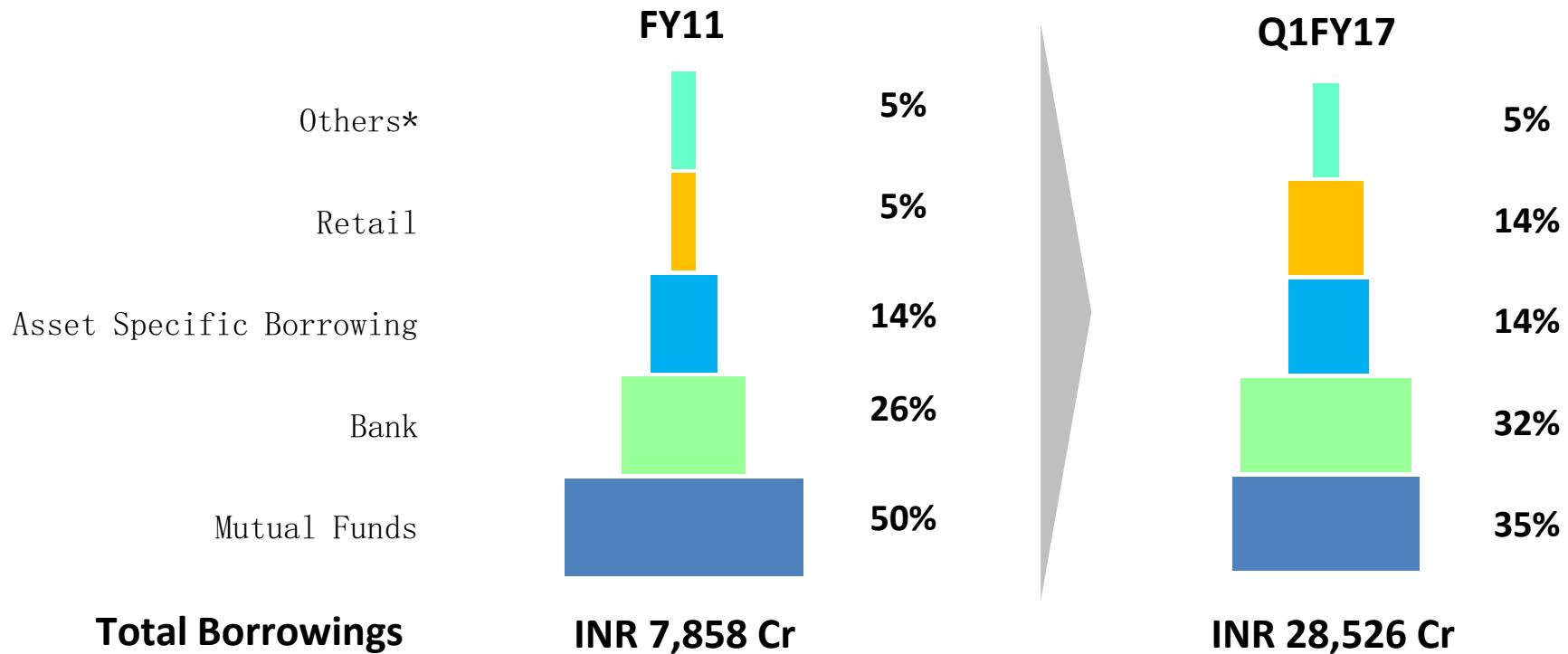
**18.1%**

Credit

Non Credit

Insurance

**Balance Sheet**



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

Credit

Non Credit

Insurance

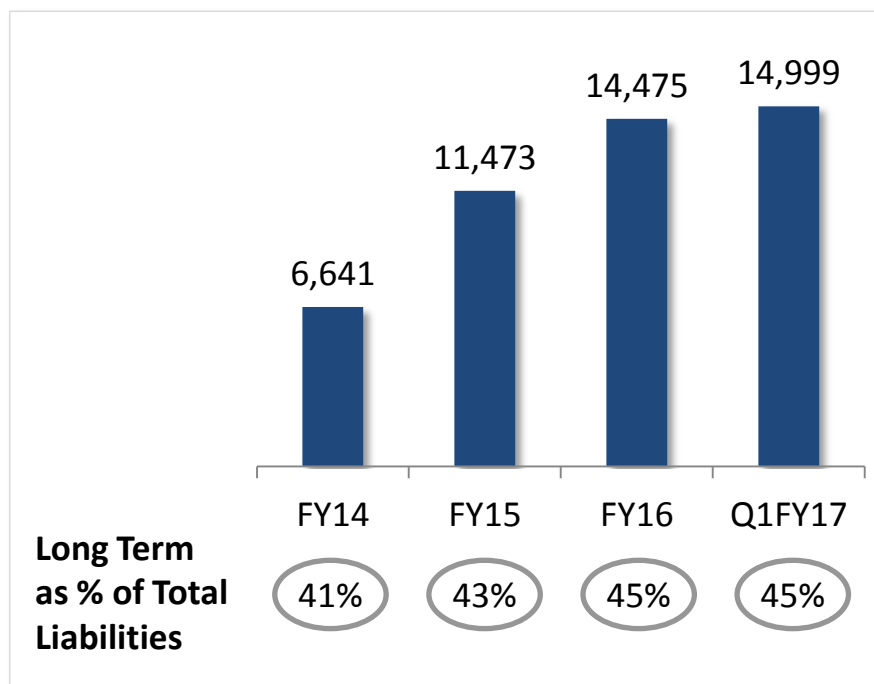
Balance Sheet



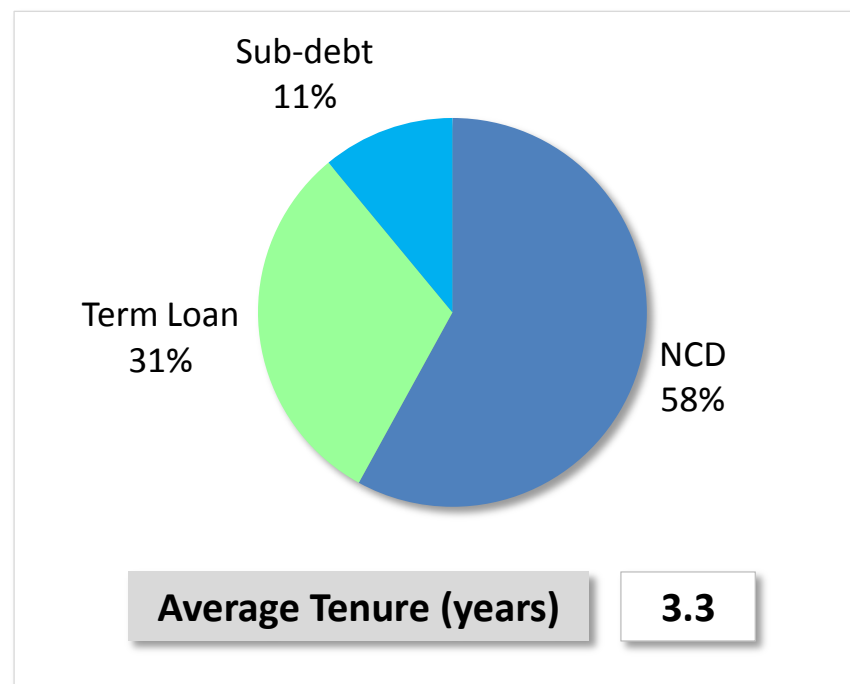
# Share of Long Term funds increasing



## 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
- Edelweiss Housing Finance Non Convertible Debenture Subscribed on Day 1 - ~ 80% demand for 10 year

Credit

Non Credit

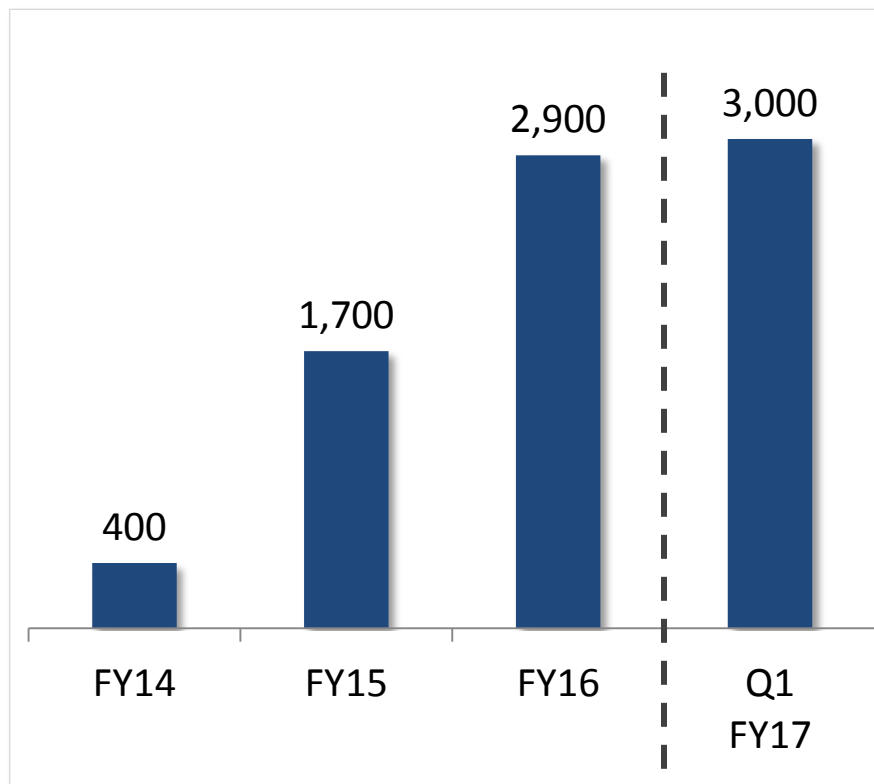
Insurance

Balance Sheet

# Liquidity Cushion at ~INR 3,000 Cr is 9% of Balance Sheet



## Including off Balance sheet lines INR (Cr)



- A well diversified liquidity cushion comprising of:
  - 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







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



## ENTERPRISE UPDATE

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



# Awards

**Marketing campaign of the Year 2016 - CMO Asia**  
#iAmTeamIndia Olympics campaign wins Marketing campaign of the year 2016



**Best Corporate Governance - India**  
At CFI.co Corporate Governance Awards 2016



**Best Equity Capital Markets House and Best Broker**  
Award at the Finance Asia Country Awards 2016

**Special Jury Award for serving MSMEs 2015**  
(Edelweiss Retail Finance Limited)  
At MSME Banking Excellence Awards



**Ranked Amongst India's Best Corporate Brands 2016**  
in the The Economic Times Consumer Survey



# TV Commercial Brand film with Saina Nehwal



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

Presenting the  
**EDELWEISS FILM**  
Featuring Saina Nehwal & Daadi

**Pan-India**

5000+ TV spots  
27 channels  
100+ Cinema Theatres  
Spread over 5+ weeks &  
Across Digital Channels

**LIVE NOW ►**



Edelweiss  
PROUD SPONSOR  
2016 INDIAN OLYMPIC TEAM





# Edelweiss Olympics Campaign #iAmTeamIndia



**#iAmTeamIndia campaign -**

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



**Edelweiss RIO Olympics Anthem -**

<https://youtu.be/2zBqO4pHWIY>



**Edelweiss Photo E-book -**

<https://www.youtube.com/watch?v=1DH8fLMKkmw>



# Send off for the Indian Olympic Team & Launch of #iAmTeam India Anthem & Digital Book...



## THE OFFICIAL EDELWEISS SEND-OFF FOR THE INDIAN OLYMPIC TEAM



Rashesh Shah's best wishes to Athletes



Launch of Digital photo book



Edelweiss Olympic Anthem 2016



Felicitation of Athletes



Performance during the Event



# Technology Update



Project with a global Information Technology major underway focussing on technology led business transformation for Wealth Management and Life Insurance businesses

Partnered with IBM to launch competition to identify start-ups in Fintech space

Engaging with select start-ups to identify & implement ***new edge*** technologies

Invest in early stage fintech start-ups with strong management teams

Digital Strategy for Retail Finance business finalised

Priority to improve productivity and reduce risk through digital transformation

# Key Human Resources Metrics



At the end of	Q1FY17	FY16	FY15
Head Count	6,361	6,227	5,555

Senior Hiring	33	81	113
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Senior Attrition	15%	10%	17%
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	During	Q1FY17	FY16	FY15
Learning & Development	Training man days	4,243	21,530	19,582
	Employees covered	1,946	5,374	4,838

**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 Non-Governmental Organizations.**  
**Brought INR 60 crores into philanthropy**

## Education

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



Quality education for underprivileged children in schools



## Livelihood

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



Financial inclusion for women



## Women Empowerment

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

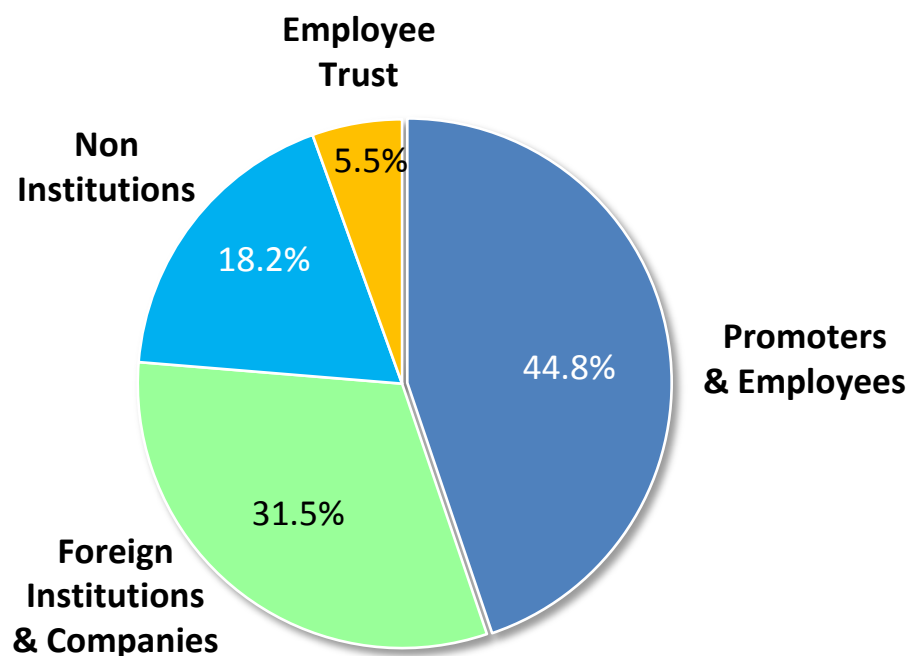


The Protection of Women from Domestic Violence



**Edelweiss employees, families and clients have given 14,500+ hours in volunteering**

# Shareholding Pattern



## TOP INSTITUTIONAL SHAREHOLDERS ABOVE 1%\* (AS ON JUN 30, 2016)

	Name	Percent
1	Carlyle	8.3%
2	Fidelity	5.7%
3	BIH SA	5.3%
4	SAIF Advisors	3.1%
5	Amansa Investments	1.4%
6	Abu Dhabi Investment Authority	1.2%
7	Ashoka PTE	1.1%

## Significant Institutional Ownership

\* Holding of known affiliates have been clubbed together for the purpose of this information



## DETAILED FINANCIALS

# Consolidated Financials – P&L



(INR Cr)	FY17	FY16	FY16	FY15
	Q1	Q1	Annual	Annual
Fee and Commission Income	171	163	697	573
Fund based Income	1,220	956	4,218	3,100
Premium from Life Insurance Business	53	30	300	187
Other Operating Income	27	14	87	38
Other Income	7	5	14	14
<b>Total Revenue</b>	<b>1,478</b>	<b>1,168</b>	<b>5,316</b>	<b>3,912</b>
Employee Benefits Expense	248	211	882	709
Financial Costs	699	605	2,620	1,831
Depreciation & Amortization	23	20	90	72
Change in life insurance policy liability – actuarial	55	22	256	139
Other Expenses	240	172	849	633
<b>Total Expenses</b>	<b>1,265</b>	<b>1,031</b>	<b>4,697</b>	<b>3384</b>
<b>Profit Before Tax</b>	<b>214</b>	<b>137</b>	<b>619</b>	<b>528</b>
Tax Expenses	83	47	236	202
<b>Profit After Tax</b>	<b>131</b>	<b>90</b>	<b>383</b>	<b>326</b>
Share of Minority Interests in Profits	(9)	(1)	(31)	(3)
<b>Profit After Tax and Minority Interest</b>	<b>140</b>	<b>91</b>	<b>414</b>	<b>329</b>
Diluted Earnings Per Share (in INR) (Face Value INR 1)	1.63	1.06	4.85	3.88
Book Value per Share (in INR) (Face Value INR 1)	47	41	45	40

# Consolidated Financials – P&L (Ex Insurance)



(INR Cr)	FY17	FY16	FY16	FY15
	Q1	Q1	Annual	Annual
Fee and Commission Income	171	163	697	573
Fund based Income	1,181	931	4,132	3,006
Other Operating Income	27	14	86	39
Other Income	6	4	13	10
<b>Total Revenue</b>	<b>1,385</b>	<b>1,112</b>	<b>4,928</b>	<b>3,628</b>
Employee Benefits Expense	214	183	754	610
Financial Costs	699	605	2,619	1,831
Depreciation & Amortization	21	19	83	64
Other Expenses	207	140	698	524
<b>Total Expenses</b>	<b>1,141</b>	<b>947</b>	<b>4,154</b>	<b>3029</b>
<b>Profit Before Tax</b>	<b>244</b>	<b>165</b>	<b>774</b>	<b>599</b>
Tax Expenses	83	47	236	202
<b>Profit After Tax</b>	<b>161</b>	<b>118</b>	<b>538</b>	<b>397</b>
Share of Minority Interests in Profits	(6)	(6)	(19)	(16)
<b>Profit After Tax and Minority Interest</b>	<b>155</b>	<b>111</b>	<b>519</b>	<b>381</b>
Diluted Earnings Per Share (in INR) (Face Value INR 1)	1.85	1.33	6.22	4.65

# Consolidated Financials – Balance Sheet



(INR Cr)	June 16	Mar 16	June 15	Mar 15
<b>Equity and Liabilities</b>				
Shareholders' Funds	3,963	3,760	3,369	3,246
Equity	3,878	3,675	3,284	3,161
Preference	85	85	85	85
Minority Interest	603	612	285	286
Borrowings	28,526	27,773	24,650	23,540
<b>Total</b>	<b>33,092</b>	<b>32,145</b>	<b>28,304</b>	<b>27,072</b>
<b>Assets</b>				
Credit Book Assets	21,129	20,014	16,431	15,036
Fixed Deposits and Cash & Bank Balances	3,468	3,116	2,318	3,356
Government Bonds	4,266	4,866	4,501	4,323
Other Assets	4,229	4,149	5,054	4,357
<b>Total</b>	<b>33,092</b>	<b>32,145</b>	<b>28,304</b>	<b>27,072</b>





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