

EW/Sec/2018/143

May 3, 2018

**National Stock Exchange of India Limited**  
Exchange Plaza,  
Bandra Kurla Complex,  
Bandra (E),  
Mumbai – 400 051.

Dear Sirs,

**Ref.:- Symbol – EDELWEISS**

**Sub: Investor Presentation**

Please find enclosed the Investor Presentation in respect of quarter four and financial year ended March 31, 2018.

Kindly take the same on record.

Thanking you,  
For Edelweiss Financial Services Limited



**B. Renganathan**  
Executive Vice President & Company Secretary



EW/Sec/2018/144

May 3, 2018

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

Dear Sirs,

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

**Sub: Investor Presentation**

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Thanking you,  
For Edelweiss Financial Services Limited



**B. Renganathan**  
Executive Vice President & Company Secretary





# Edelweiss Financial Services Limited

*Q4FY18 and FY18 Earnings Update*







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Edelweiss Financial Services Limited Corporate Identity Number: L99999MH1995PLC094641

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## NOTES:

Slide 5,7,15: Balance Sheet numbers are on net basis

Slide 7: Distressed Credit (ARC assets) and Funds under Management have been calculated after removing Edelweiss contribution

Slide 21: Insurance includes General Insurance loss of INR 10 Cr in Q4FY18; BMU, Corp & Others includes profits from discontinued businesses for past periods

Slide 31: Gross and Net NPA% calculated excluding Distressed Credit and Episodic book

Slide 48: Net Worth Includes unrealised gains on equity and mutual fund investments per IRDA norms

Slide 53: Others includes Provident Funds, Insurance companies & Corporates

Slide 56: Key institutional shareholders: Holding of known affiliates have been clubbed together for the purpose of this information









## Overview & Business Approach



**Edelweiss**  
Ideas create, values protect

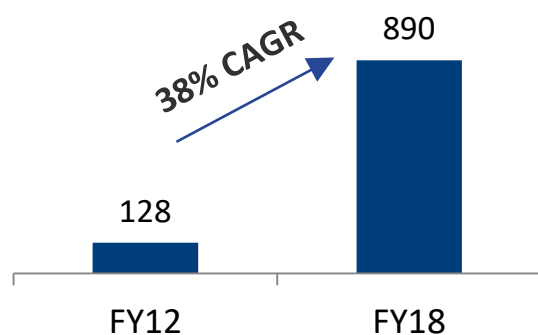


# Edelweiss at a Glance

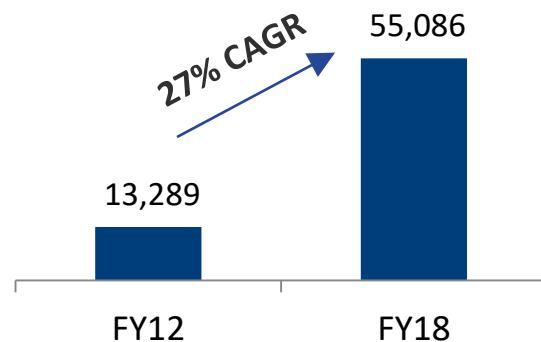


INR Cr

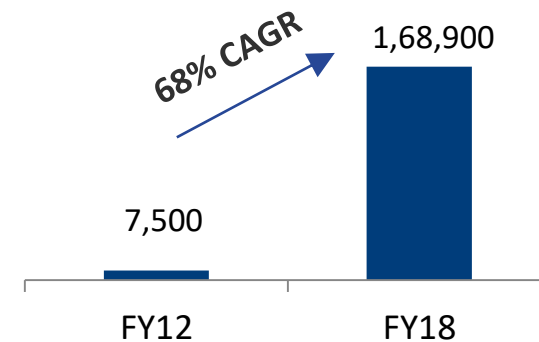
PAT Consolidated



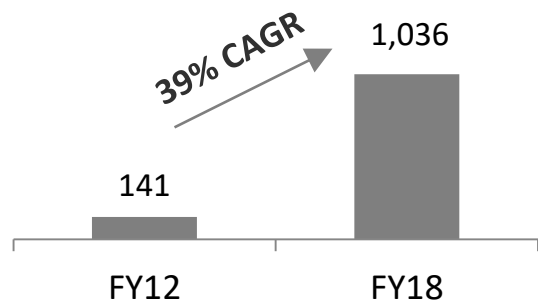
Balance Sheet Assets



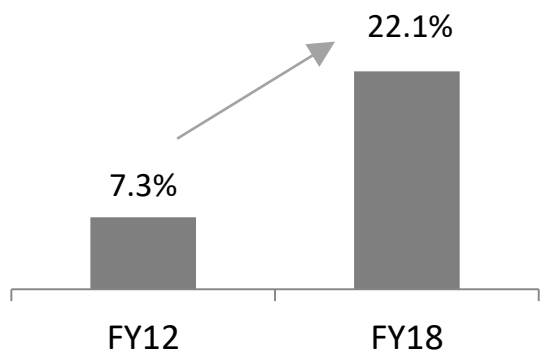
Customer Assets



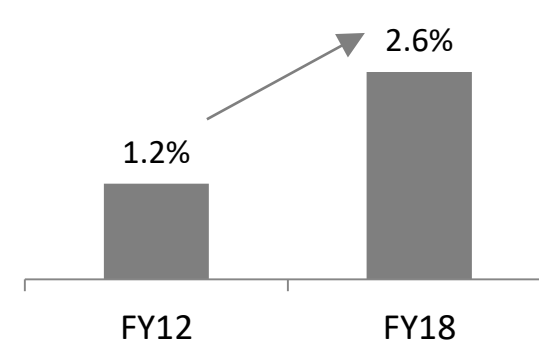
PAT Ex-Insurance



RoE Ex-Insurance



RoA Ex-Insurance





# 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
- General Insurance



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Bank-like business model

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Multiple vectors of growth

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Consistent growth and profitability

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Reduction in volatility

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Growth aligned with market tailwinds

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Career opportunities and retention of management

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# Our Asset Base is a Mix of Own and Customer Related Assets...



As on 31 <sup>st</sup> March'18 (rounded off to nearest 100)	INR Cr	YoY Growth
<b>Balance Sheet Assets</b>	<b>55,100</b>	<b>42%</b>
<b>Customer Assets</b>	<b>1,68,900</b>	<b>43%</b>
<i>Distressed Credit (ARC Assets)</i>	<i>37,800</i>	<i>9%</i>
<i>Assets Under Advice (Wealth Management)</i>	<i>90,100</i>	<i>49%</i>
<i>Funds under Management (Asset Management)</i>	<i>28,300</i>	<i>56%</i>
<i>Assets under Custody &amp; Clearing</i>	<i>12,700</i>	<i>171%</i>
<b>Total Assets</b>	<b>2,24,000</b>	<b>43%</b>

**Clients**  
~12 lacs

**Offices**  
**448**

**Employees**  
**10,052**



## ...Generating Profits from both Spread and Fee Income



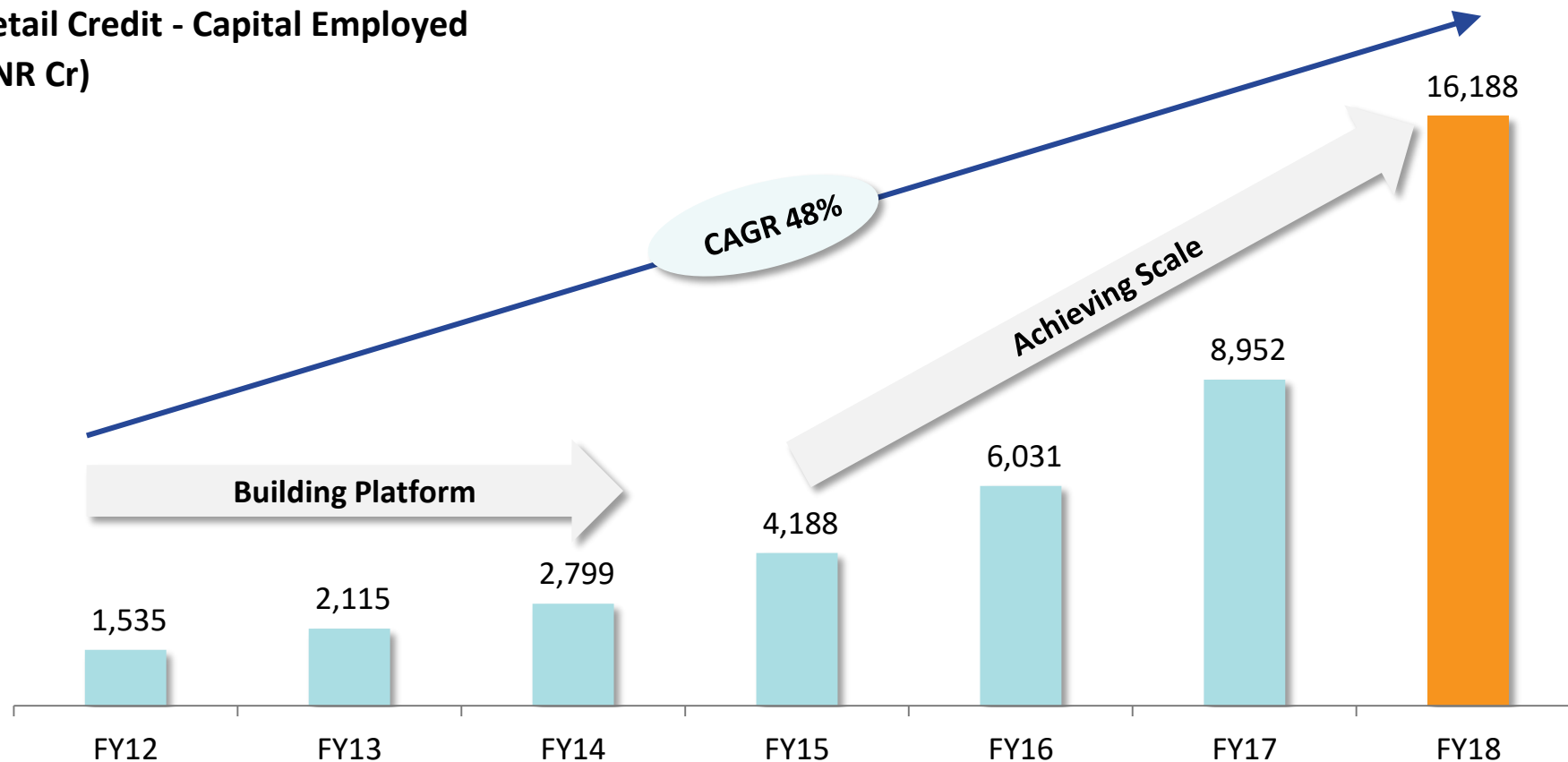
Business Segments	FY18 Pre MI PAT (INR Cr)	% Contribution
<b>Credit Business</b>		
Retail Mortgage	66	6%
LAS, SME, Agri and Business Loans	134	12%
Structured Collateralised Credit	159	14%
Wholesale Mortgage	180	16%
Distressed Credit	192	17%
<b>Franchise &amp; Advisory Business</b>		
Wealth Management & Asset Management	162	15%
Capital Markets	146	13%
<b>BMU, Corporate and Others</b>	<b>83</b>	<b>7%</b>
<b>Total Ex- Insurance</b>	<b>1,122</b>	<b>100%</b>



# Our Assets are Increasingly Retail on the Credit Side...



Retail Credit - Capital Employed  
(INR Cr)



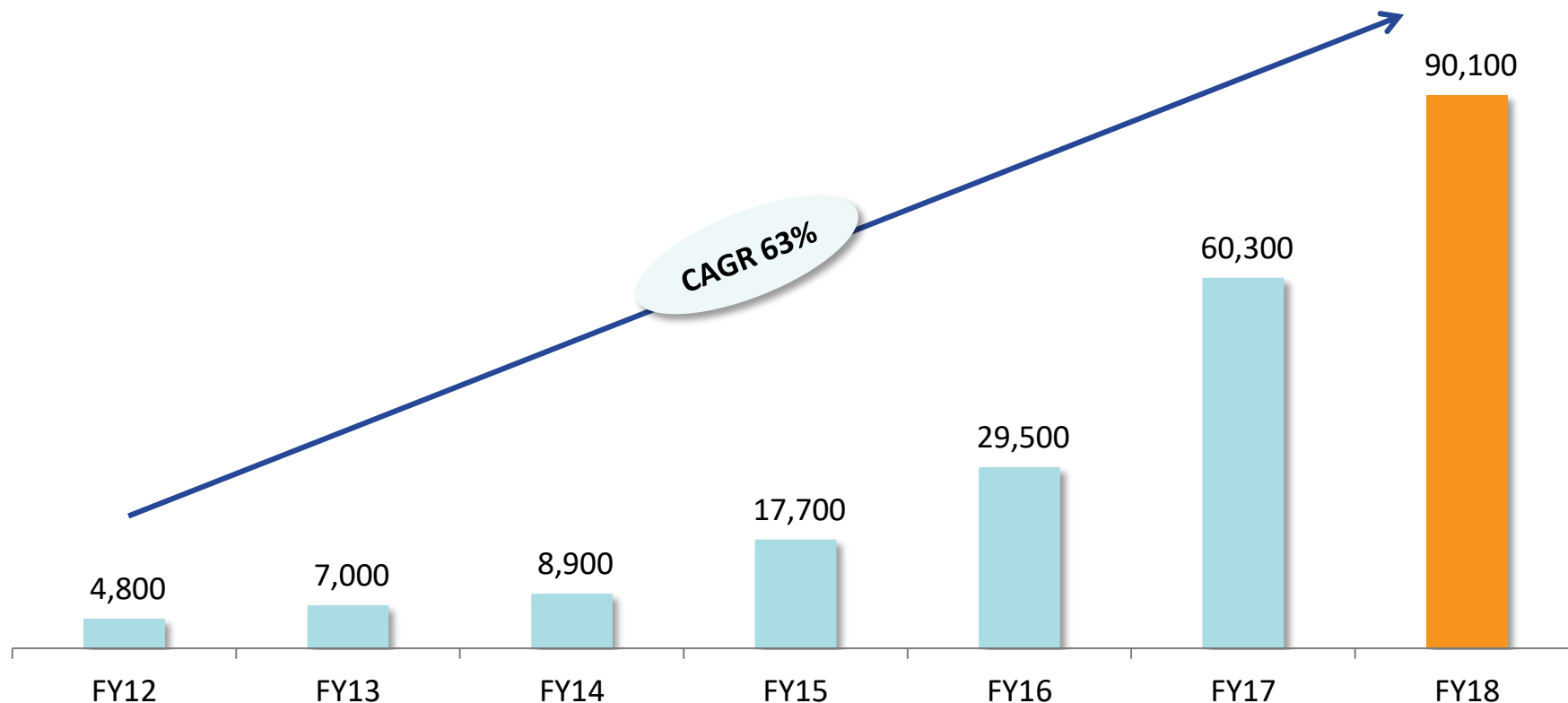
Retail credit is now 39% of the total credit book  
Key vectors for our growth will be SME Loans and Retail Mortgages



## ...And on the Wealth Management Side



Wealth Management AUA (INR Cr)



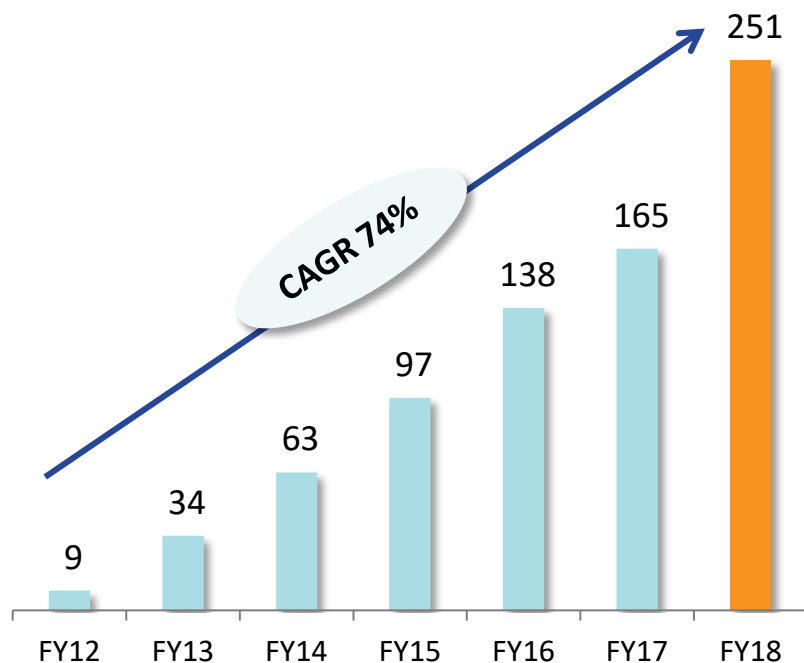
We cater to UHNI as well as the fast-growing Affluent segments



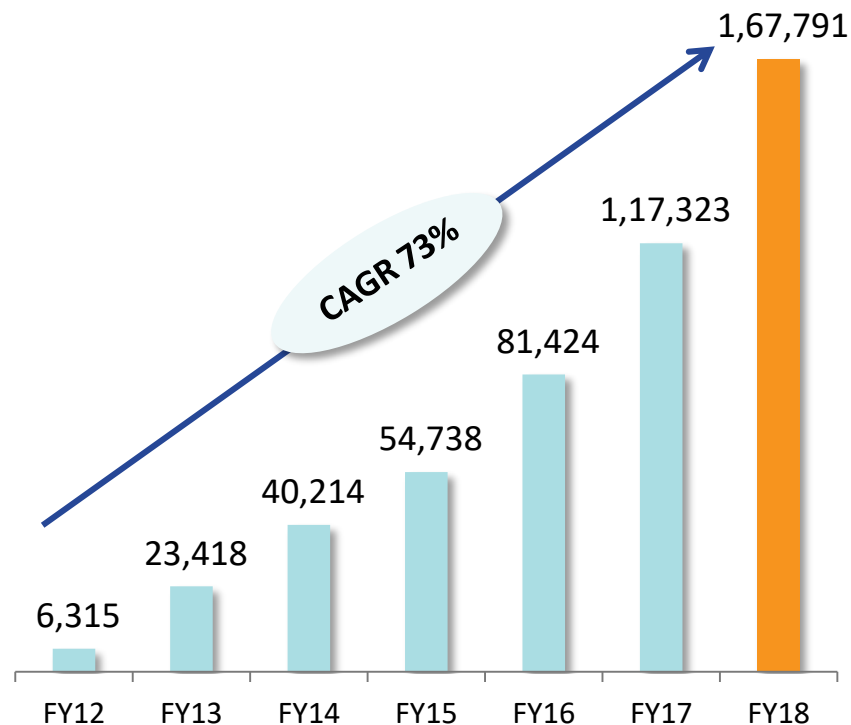
# We are one of the Fastest Growing Life Insurance Companies



Collected Individual APE (INR Cr)



Number of Policies in force



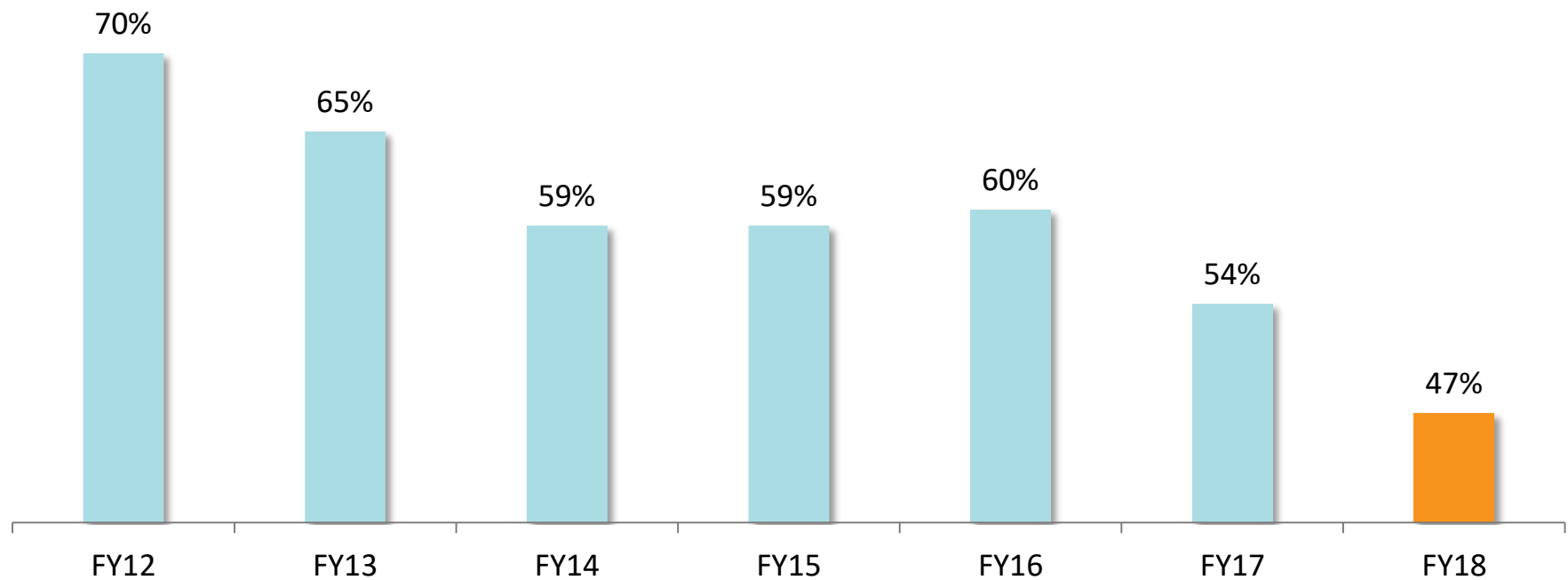
Agency-led multi-channel distribution approach



# Scale Benefits Leading to Operating Efficiencies...



Cost to income ratio (Ex-Insurance)





# ...Aided by Technology Initiatives across Businesses



## Digital Acquisition

### Retail Lending

- Digital lending enabled by India Stack

### Life Insurance

- Lead management system across channels, integrated with policy issuance systems



## Distribution

### Life Insurance

- End to end portal for managing agents, from on-boarding to pay outs

### Asset Mgmt

- Distributor platform to manage clients account opening, transactions, and portfolio tracking

### Wealth Mgmt

- Edelweiss Mobile Trader >1.7 lakh users
- Contributing to 50% of online revenue



## Customer Experience

### Capital Markets

- Insurance aggregator platform for B2B clients

### Wealth Mgmt

- ESOP desk – end to end processing for corporates

### Wealth Mgmt

- State of art desktop trading platform
- Advanced technical analysis



## Risk

### Retail Lending

- Automated underwriting and risk assessment

### Global Risk

- Integrated risk engagement and development platform

### Global Risk

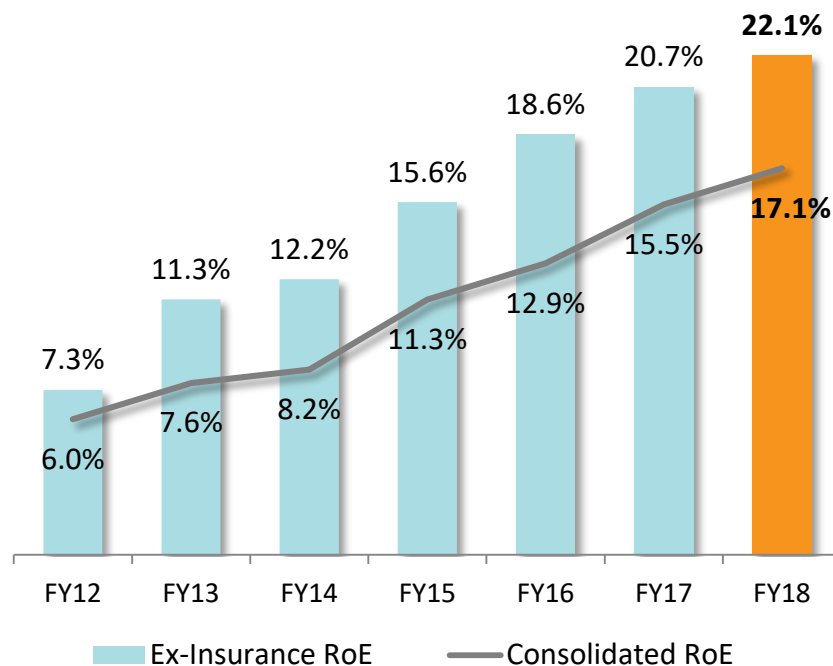
- Provide early warning signals
- Enable proactive action on portfolio



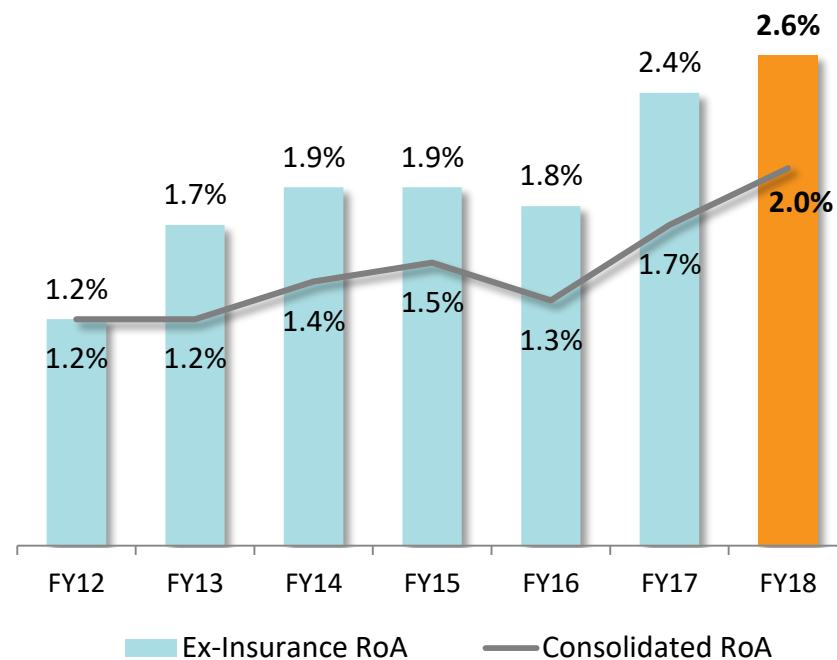
# We have Significantly Improved Balance Sheet Efficiency...



## RoE



## RoA



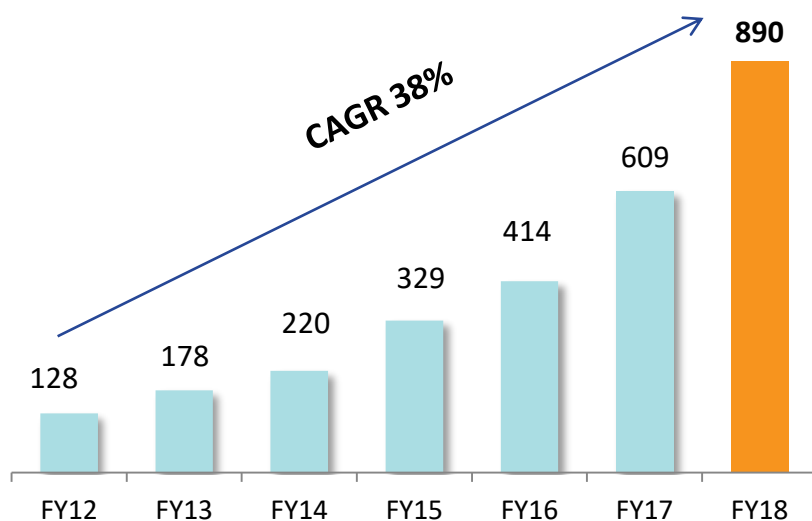
...As reflected in profitability across business cycles



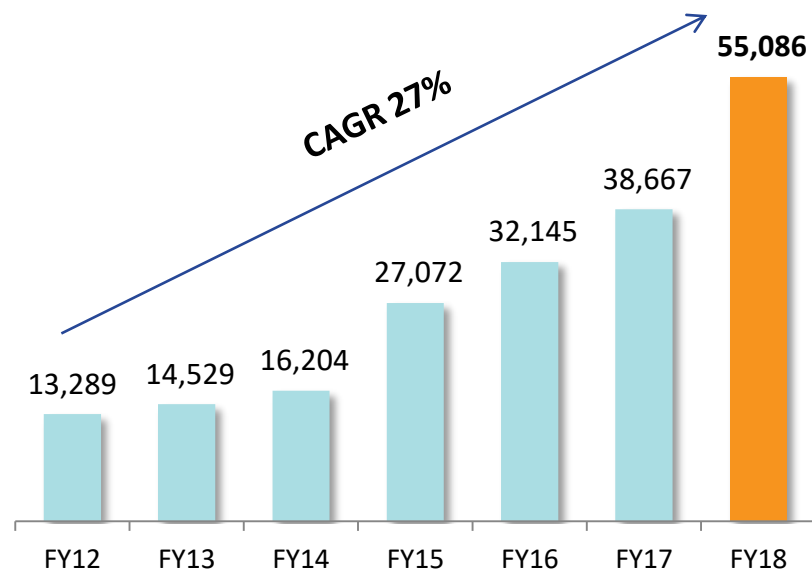
## ...Ensuring Our Diversified Model Delivers Consistent Growth



PAT (INR Cr)



Balance Sheet (INR Cr)



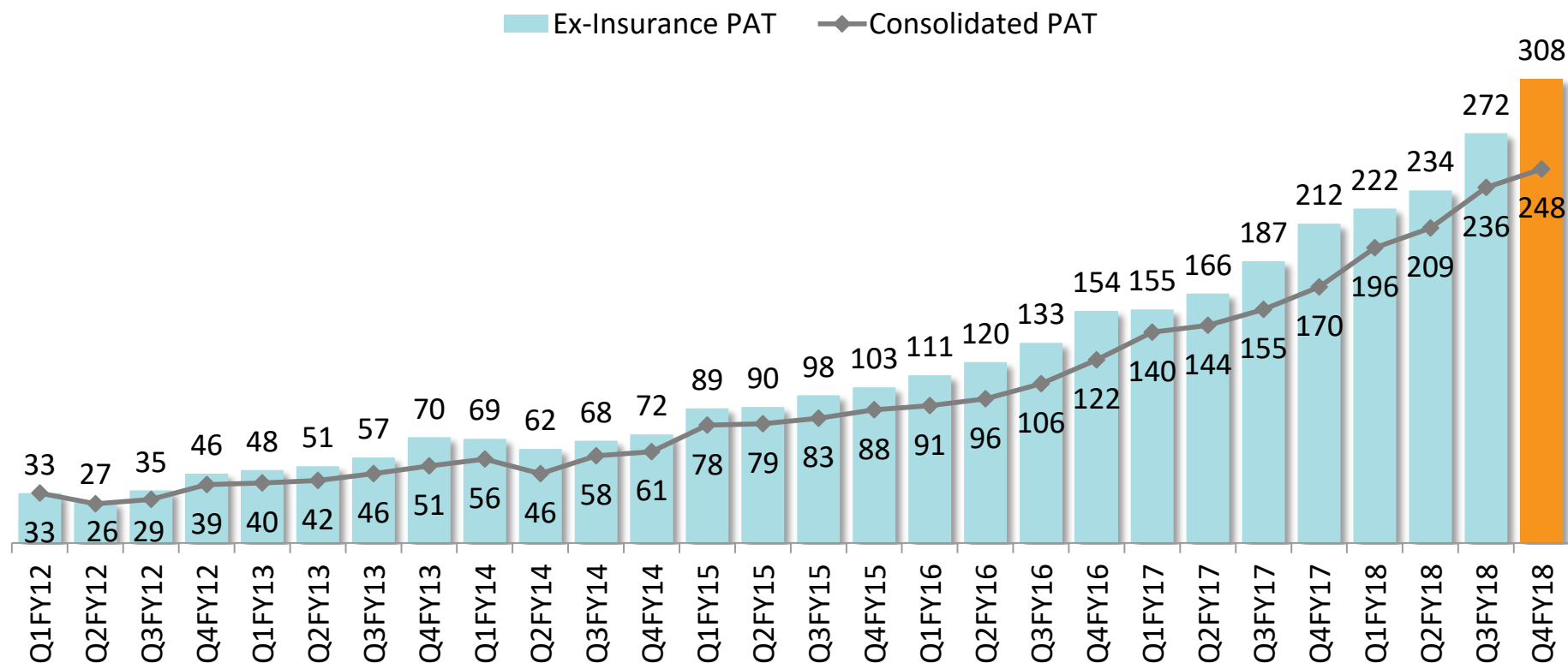
27% growth in balance sheet assets supported a 38% growth in profits



# Consolidated PAT CAGR was 38% Over 28 Quarters



Profit after Tax  
(INR Cr)



Sustained PAT growth trajectory



# Aspirations for 2020 : Our Report Card



		<u>FY17</u>	<u>FY18</u>	
1	Consistently grow our PAT at 25% - 35% annually	47%	46%	
2	Achieve a Consolidated RoE% of at least 18%	15.5%	17.1%	
3	Achieve an Ex-Insurance RoE of at least 22%	20.7%	22.1%	
4	Bring down Ex-Insurance Cost to Income Ratio to below 50%	54%	47%	
5	Increase Retail Credit Book to 50% of Total Credit Book	33%	39%	
6	Maintain our asset quality with GNPA below 2%	1.59%	1.75%	
7	Enhance long term credit rating to AAA	AA	AA	





## Quarterly Performance Highlights – Q4FY18



**Edelweiss**  
Ideas create, values protect



# Q4FY18 Performance Highlights



1

## Consistent growth in profits...

- Consolidated PAT growth of 46% YoY
- Ex-Insurance PAT growth of 45% YoY

2

## ...Distributed across businesses

- Credit business grew 50% YoY
- Franchise & Advisory business grew 28% YoY

3




## Key performance parameters

- |                              |                            |
|------------------------------|----------------------------|
| • Consolidated RoE 15.3%     | Ex-Insurance RoE 21.6%     |
| • Consolidated RoA 1.8%      | Ex-Insurance RoA 2.8%      |
| • Consolidated C/I ratio 62% | Ex-Insurance C/I ratio 45% |



# Consolidated Q4FY18 PAT Growth of 46%



(INR Cr)	Q4FY17	Q3FY18	Q4FY18	Y-o-Y Growth
<b>PAT Consolidated</b>	170	236	248	 46%
<b>PAT Ex-Insurance</b>	212	272	308	 45%
<b>Balance Sheet</b>	38,667	48,796	55,086	 42%



## 2 Profit Growth Across Businesses



(INR Cr)	Q4FY17	Q3FY18	Q4FY18	Y-o-Y Growth	FY16	FY17	FY18	2 Year CAGR
<b>PAT</b>	<b>170</b>	<b>236</b>	<b>248</b>	<b>46%</b>	<b>414</b>	<b>609</b>	<b>890</b>	<b>47%</b>
<i>Credit</i>	<i>128</i>	<i>167</i>	<i>192</i>	<b>50%</b>	<i>337</i>	<i>447</i>	<i>645</i>	<b>38%</b>
<i>Franchise &amp; Advisory</i>	<i>78</i>	<i>79</i>	<i>99</i>	<b>28%</b>	<i>72</i>	<i>193</i>	<i>308</i>	<b>106%</b>
<i>Insurance</i>	<i>(42)</i>	<i>(35)</i>	<i>(60)</i>	-	<i>(104)</i>	<i>(110)</i>	<i>(146)</i>	-
<i>BMU, Corp &amp; Others</i>	<i>7</i>	<i>25</i>	<i>17</i>	-	<i>110</i>	<i>79</i>	<i>83</i>	-



### 3 Key Performance Parameters



#### Key Ratios

Consolidated	Q4FY17	Q3FY18	Q4FY18	FY17	FY18
RoE	16.1%	17.4%	15.3%	15.5%	17.1%
RoA	1.7%	2.0%	1.8%	1.7%	2.0%
Cost to Income Ratio	67%	59%	62%	67%	60%
Ex-Insurance	Q4FY17	Q3FY18	Q4FY18	FY17	FY18
RoE	22.2%	22.5%	21.6%	20.7%	22.1%
RoA	2.7%	2.6%	2.8%	2.4%	2.6%
Cost to Income Ratio	51%	46%	45%	54%	47%

RoE has dropped due to equity infusion at Edelweiss level and Life Insurance (full quarter impact)  
C/I increase is due to seasonality of LI business





## Annual Performance Overview - FY18



# Financial Snapshot – FY18



INR Cr	EOP Equity	Profit after Tax	RoE	RoA
Pre Minority				
Credit	5,624	731	18.1%	2.2%
Franchise & Advisory	225	308		
BMU, Corp & Others	618	83	9.7%	1.0%
Life & General Insurance	1,296	(260)		
(-) Minority	1,089	(28)		
Total Consolidated	<b>6,673</b>	<b>890</b>	<b>17.1%</b>	<b>2.0%</b>
Total Ex-Insurance	<b>5,944</b>	<b>1,036</b>	<b>22.1%</b>	<b>2.6%</b>



# Credit Business Performance Snapshot



Credit Business FY18 (INR Cr)	Total	Y-o-Y	Retail	Y-o-Y	Corporate	Y-o-Y	Distressed	Y-o-Y
EOP Capital Employed	42,010	52%	16,188	81%	19,525	41%	6,297	32%
EOP Equity	5,624	49%	1,574	68%	2,873	36%	1,177	61%
Net Interest Income	2,608	54%	661	54%	1,462	37%	485	141%
PAT	731	44%	200	64%	339	18%	192	98%
Net Interest Margin	7.7%		5.2%		9.4%		9.1%	
Cost to Income	34%		46%		31%		27%	
RoE	18.1%		15.8%		18.8%		20.0%	
RoA	2.2%		1.6%		2.2%		3.6%	

- Growth driven by our diversified credit book
- Scale up Corporate Credit opportunity through co-investment from Asset Management fund
- Focus on increasing Retail Credit book



# Franchise & Advisory Business Performance Snapshot



Franchise & Advisory Business FY18 (INR Cr)	Total	Y-o-Y	Wealth Mgmt	Y-o-Y	Asset Mgmt	Y-o-Y	Capital Mkts	Y-o-Y
Net Revenue	1,330	25%	580	28%	130	151%	620	12%
PAT	308	60%	130	83%	32	354%	146	28%
Cost to Income	65%		67%		63%		64%	

Customer Assets	Assets under Advice	Assets under Management	Assets under Custody and Clearing
	90,100 49%	29,200 60%	12,700 171%

Cost to income ratio down from 85% in FY16 to 65% in FY18 as businesses scale up



# Life Insurance Performance Snapshot



(INR Cr)	FY18	Y-o-Y
Net Premium Income	619	45%
Investment & Other Income	163	8%
<b>Total Business</b>	<b>782</b>	<b>36%</b>
<b>Profit After Tax</b>	<b>(233)</b>	-
Minority	(114)	-
<b>Edelweiss' share in PAT</b>	<b>(119)</b>	-
<b>Net Worth</b>	<b>1,156</b>	<b>58%</b>

Equity infusion in Q3FY18 from Edelweiss and JV partner Tokio Marine to fund growth





## **Business Update**

***CREDIT***

***Retail Credit – Corporate Credit – Distressed Credit***



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# Credit Business is a Mix of Diversified and Scalable Assets



As on 31 <sup>st</sup> March '18	Capital Employed (INR Cr)	% Share	
<b>Retail Credit</b>	<b>16,188</b>	<b>39%</b>	
Retail Mortgage	6,672	16%	Blend of loans to home owners and home buyers
SME & Business Loans	3,677	9%	Underserved and highly scalable, focus area for future
Loan against Securities	4,640	11%	Catering to Retail & Wealth Mgmt customers in Capital Markets
Agri and Rural Finance	1,199	3%	Large scalable opportunity with low competitive intensity
<b>Corporate Credit</b>	<b>19,525</b>	<b>46%</b>	
Structured Collateralised Credit	9,352	22%	Customized credit solutions with robust risk management systems
Wholesale Mortgage	10,173	24%	Developer financing for primarily residential properties
<b>Distressed Credit</b>	<b>6,297</b>	<b>15%</b>	Leading Asset Reconstruction Company in India
<b>Total Credit Book</b>	<b>42,010</b>	<b>100%</b>	

Credit

Franchise & Advisory

Life Insurance



# Credit Business at a Glance



Credit Business (INR Cr)	FY17	FY18
Capital Employed	27,608	42,010
Average Interest Yield	16.2%	16.3%
Average Cost of Borrowing	10.3%	9.8%
Net Interest Margin	7.2%	7.7%
Net Revenue	1,695	2,608
Cost to Income	36%	34%
Provisions & Write Offs	319	616
PAT	447	645
RoE	18.2%	18.3%
RoA	2.1%	2.2%



# Asset Quality at a Glance



At the end of	FY17	FY18
Gross NPA (INR Cr)	362	624
Gross NPA %	1.59%	1.75%
Net NPA %	0.60%	0.70%
Outstanding Provision Held (INR Cr)	314	507
Total Provision Cover	87%	81%
Average Collateral cover on Corporate book	2.3X	2.1X
Average Loan-To-Value on Retail book	~45%	~45%

Credit

Franchise & Advisory

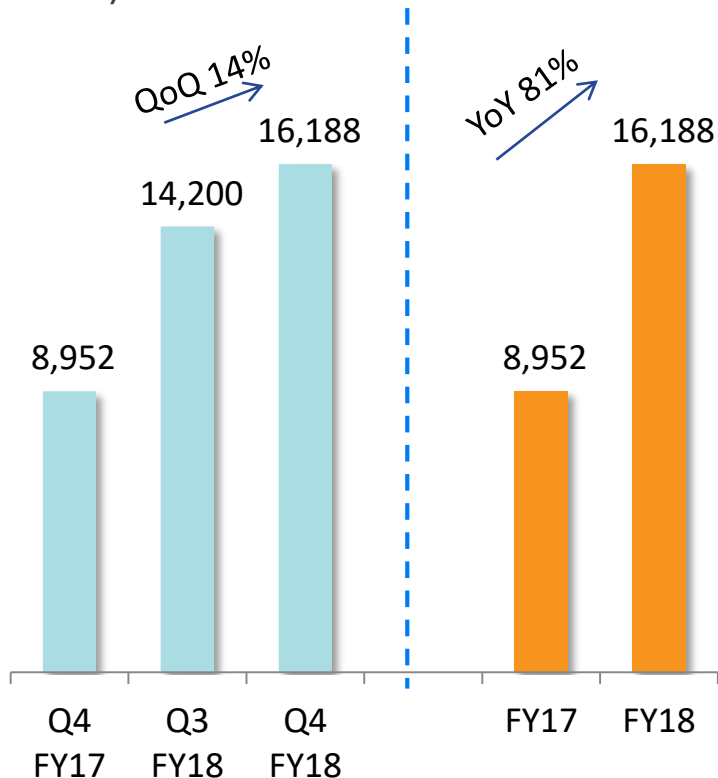
Life Insurance



# Retail Credit Expanding Footprint



## Capital Employed (INR Cr)



## Business Highlights

### SME

- Originations up 76% on Y-o-Y basis
- Digital journey (Phygital) begun - Enhanced efficiency and client experience
- 88 locations live up from 17 locations as on March'17

### Retail Mortgage

- Strong FY18 with originations up 147% on Y-o-Y basis

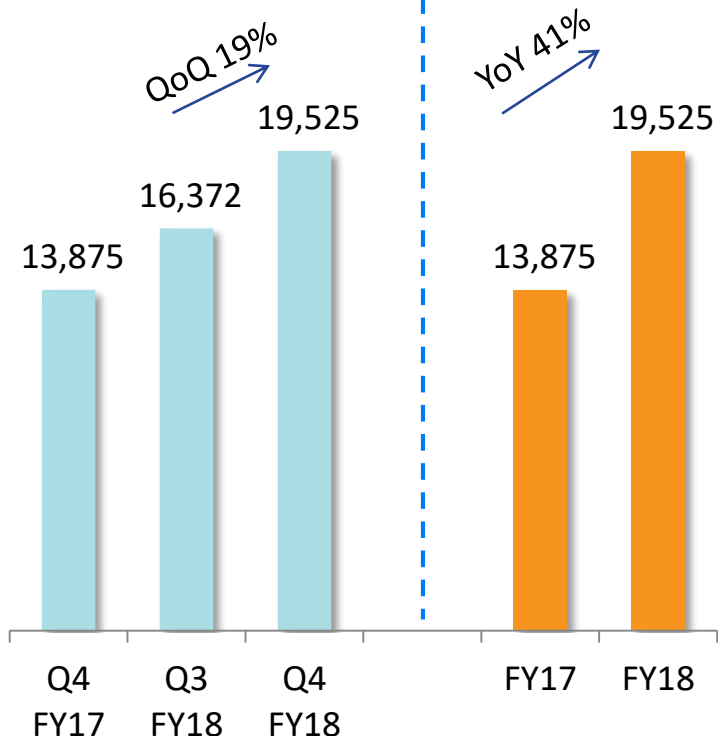
	SME		Retail Mortgage	
	Secured	Unsecured	Small Ticket HL	LAP
Average Yields %	13%	20%	11%	11%
Median Ticket Size	1 Cr	13 lacs	12 lacs	20 lacs



# Calibrated Growth in Corporate Credit



## Capital Employed (INR Cr)



## Business Highlights

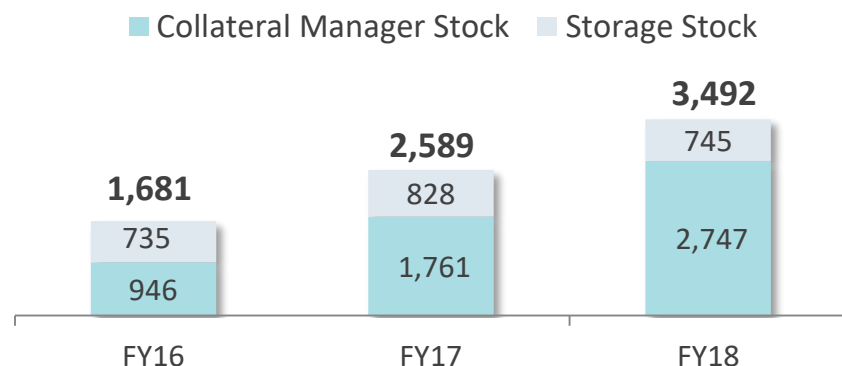
- Risk-management centered approach to collateralized lending
- In house team of experts for carrying out detailed evaluations
  - Counterparty, Collateral and Cash flows
- Ring fenced structures and hybrid collateral pool ensures lower loss given defaults
- Incremental growth to largely come through the fund structure going forward



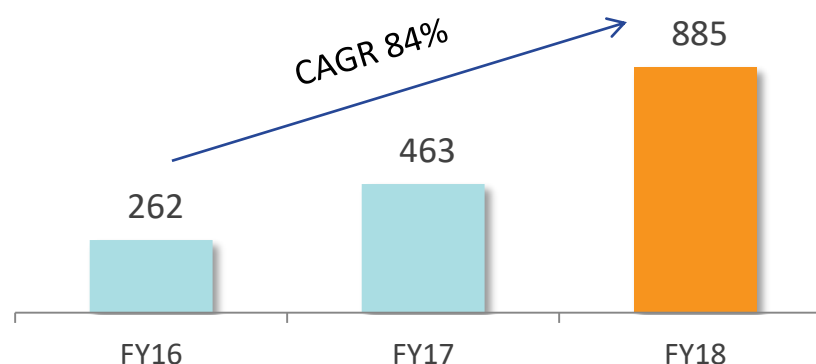
# Agri Credit Expected to Scale Up



## Collateral Value (INR Cr)



## Agri Credit Book Size (INR Cr)



## Business Highlights

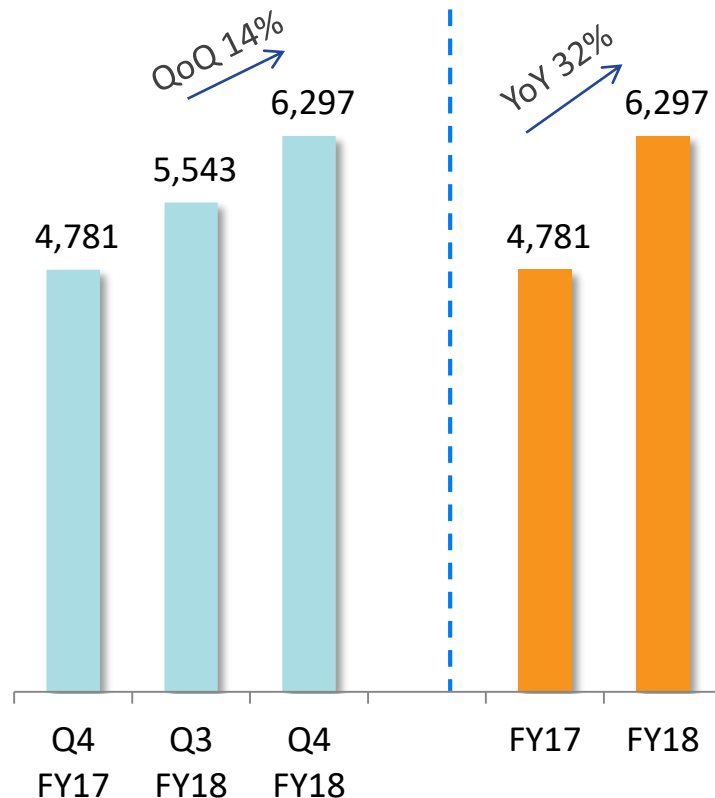
- One of the few organized players providing end to end business solutions in the Agri value chain
- Leveraging the large opportunity size of the Agri financing industry
- Continued focus on increasing the credit book; disbursements grew by 93% on a YoY basis
- Network of 523 warehouses across 17 states in India; investments in risk management capabilities
- Empanelled with 19 banks for Collateral Management Services



# Distressed Credit Performance on Track...



## Capital Employed (INR Cr)



## Business Highlights

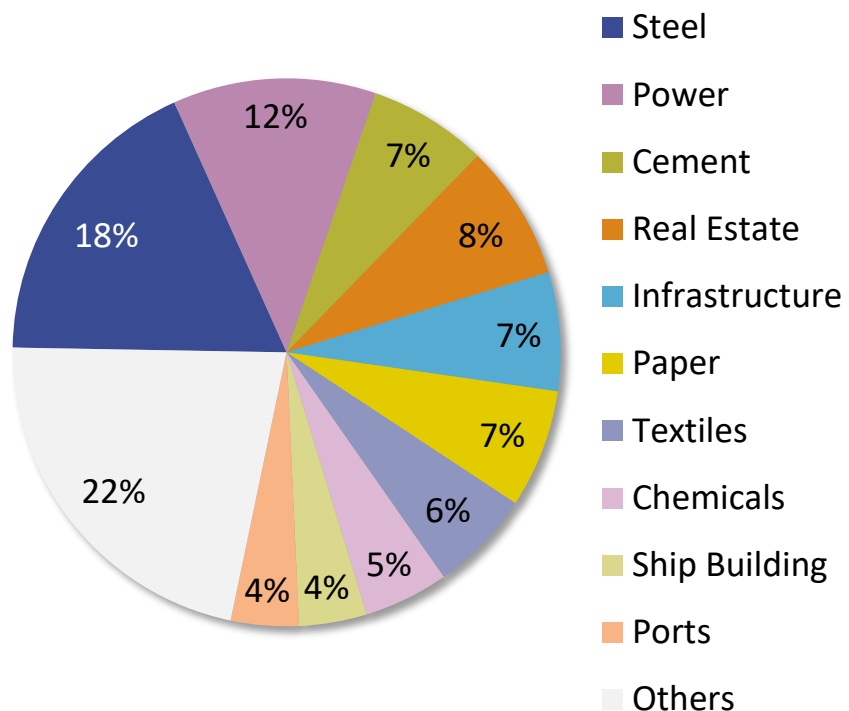
- Focus on large operating and EBITDA earning assets that need financial restructuring
- Strong focus on resolutions aided by changes in Insolvency and Bankruptcy Code norms
- Actively targeting opportunities in the second round of NCLT cases
- AUM stood at INR 44,100 Cr as on 31st March 2018



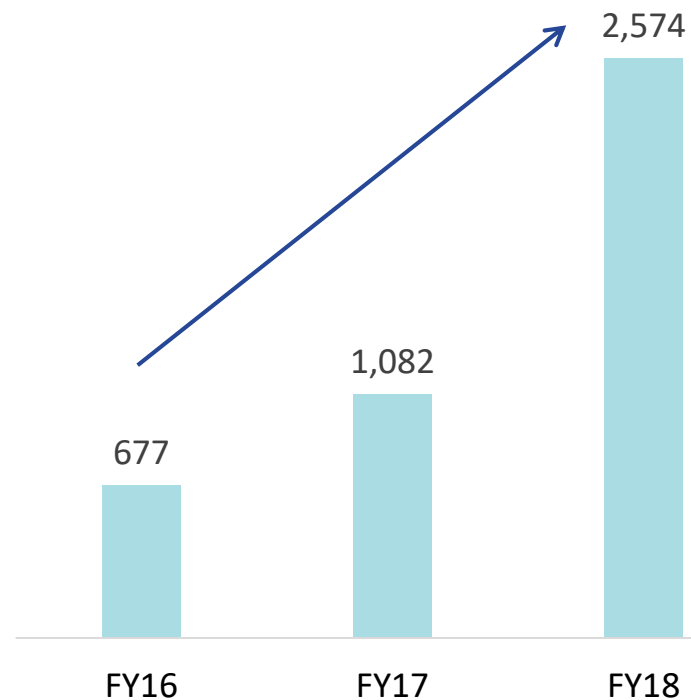
## ...With Improvement in Recoveries



Top 10 industry exposure% by Acquisition price



ARC Recoveries (INR Cr)







## Business Update

**FRANCHISE & ADVISORY**

**Wealth Management – Asset Management – Capital Markets**



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# Franchise & Advisory Business at a Glance



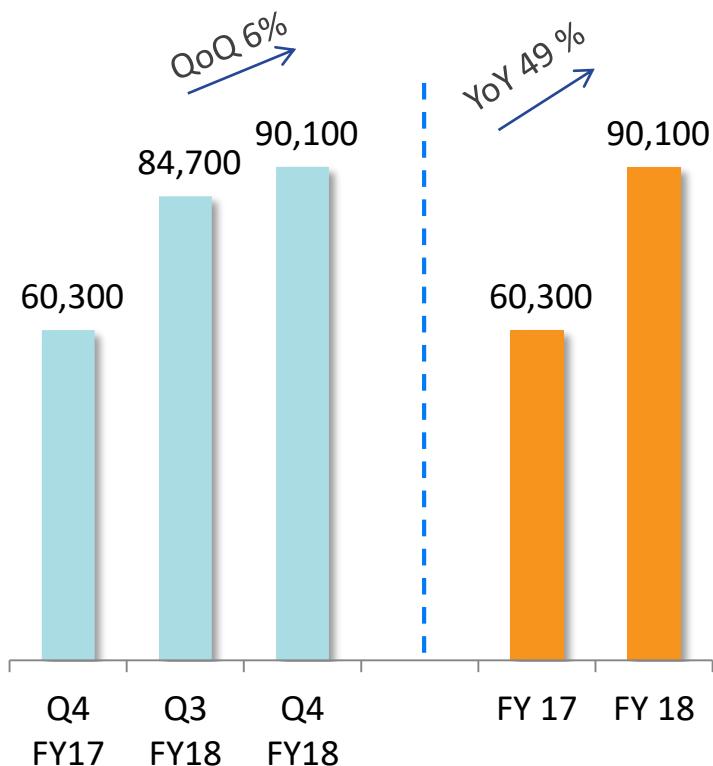
Franchise & Advisory (INR Cr)	FY17	FY18
Net Revenue	1,060	1,330
Cost to Income	73%	65%
PAT	193	308



# Wealth Management AUA Continues to Scale Up...



## Assets Under Advice (INR Cr)



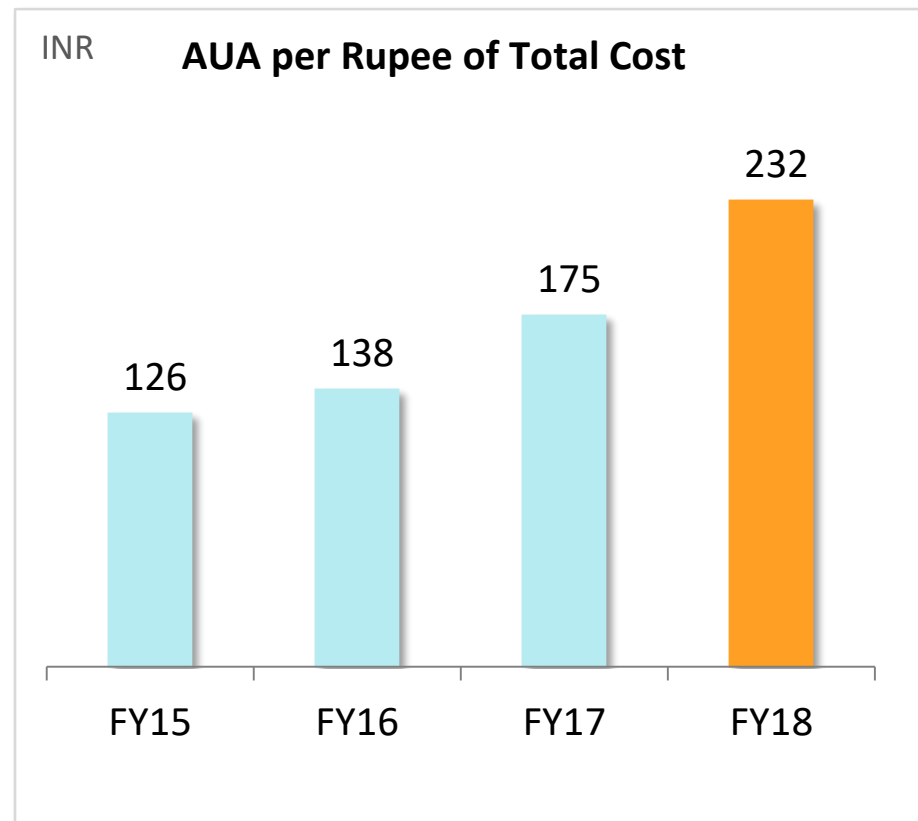
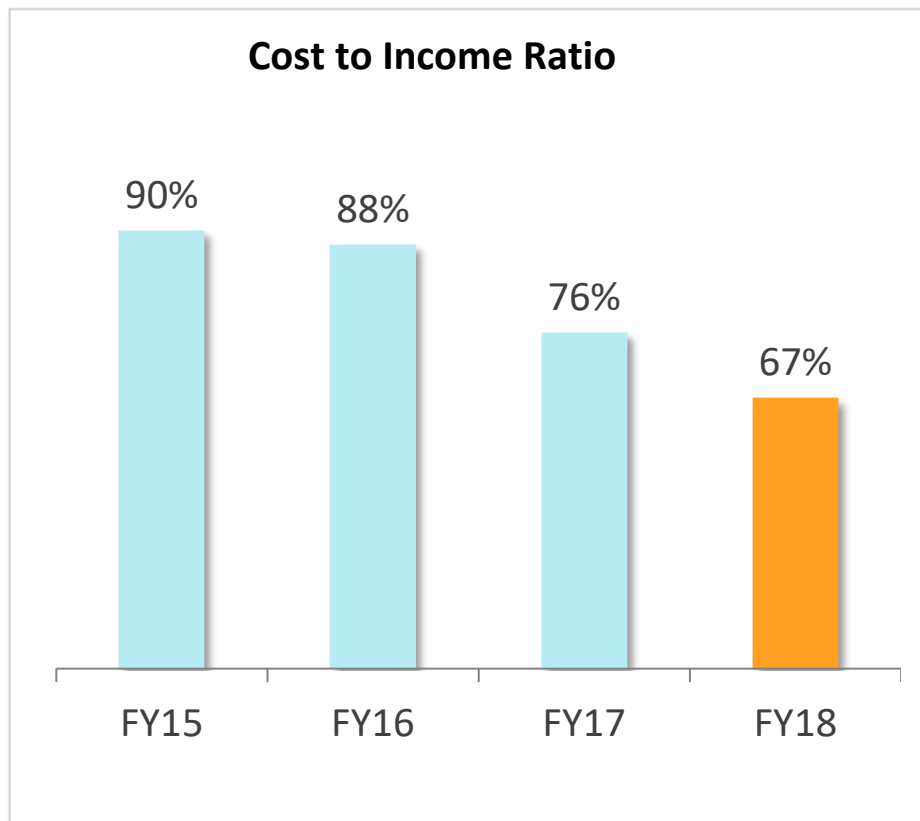
## Business Highlights

- Over 50% CAGR growth in AUA in the last 5 years
- Maintained yields of ~70-80 bps on AUA
- Added 63 RMs in the UHNI business, bringing the total strength to 172

As on 31st Mar'18	Number of Clients	AUA (INR cr)	Number of RMs
Ultra High Net Worth Individuals	1,250	69,100	172
Affluent	4,50,000	21,000	654



## ...Driving Efficiency and Productivity...



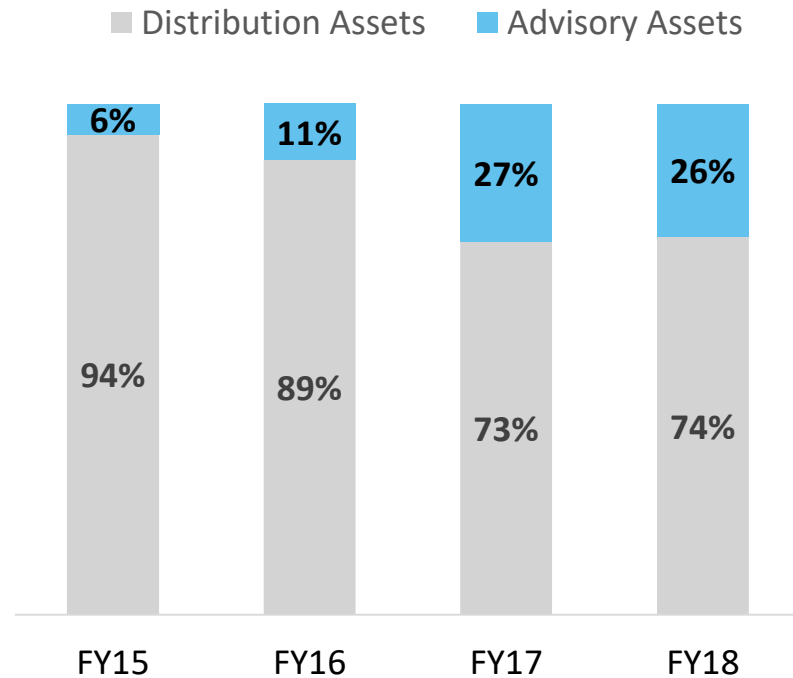
... through digitization of core and front end technology platform



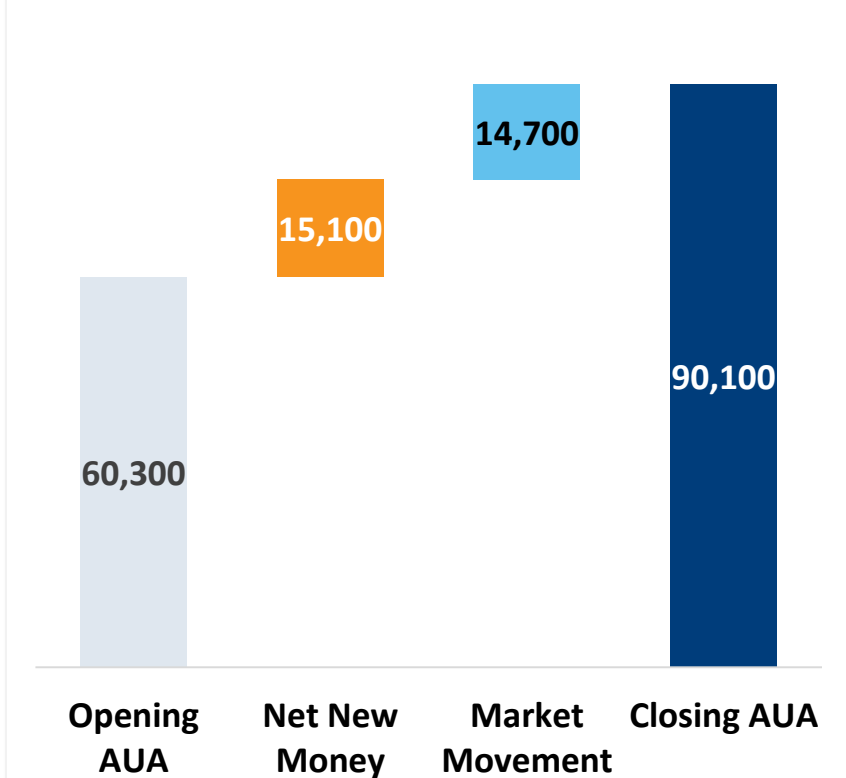
# Wealth Management Business Overview



## Wealth AUA Breakup



## INR Cr Wealth AUA Movement in FY18

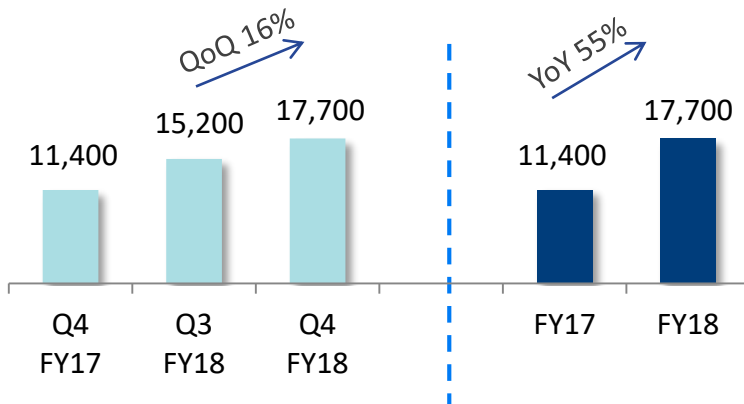




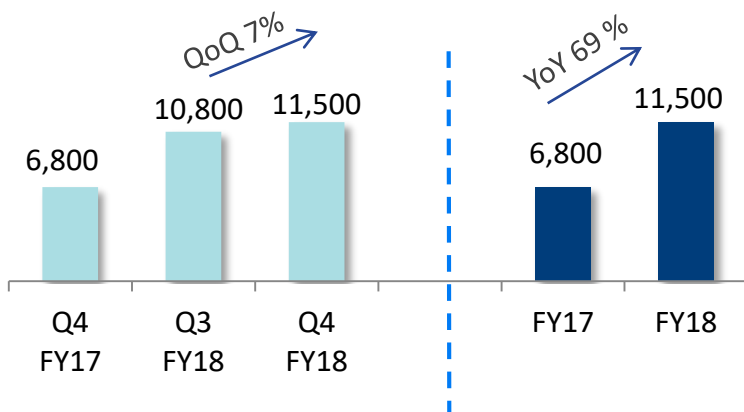
# Asset Management has Healthy Growth in AUM



## Alternative Assets (INR Cr)



## Mutual Funds AUM (INR Cr)



## Business Highlights

### Alternative Assets

- Raised INR 1,530 Cr in first closure of Edelweiss Infra Yield Fund
- Deployed ~INR 1,000 Cr across real estate and stressed funds in Q4 FY18

### Mutual Funds

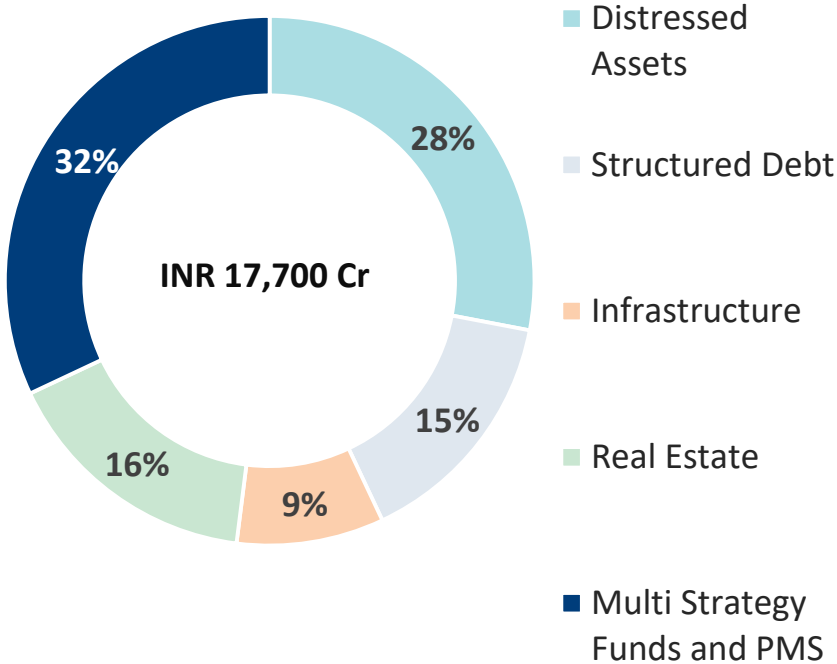
- Garnered ~INR 350 Cr in Edelweiss Maiden Opportunities Fund launched in Q4 FY18
- Increase in investor base by over 50% in Q4FY18 over last quarter



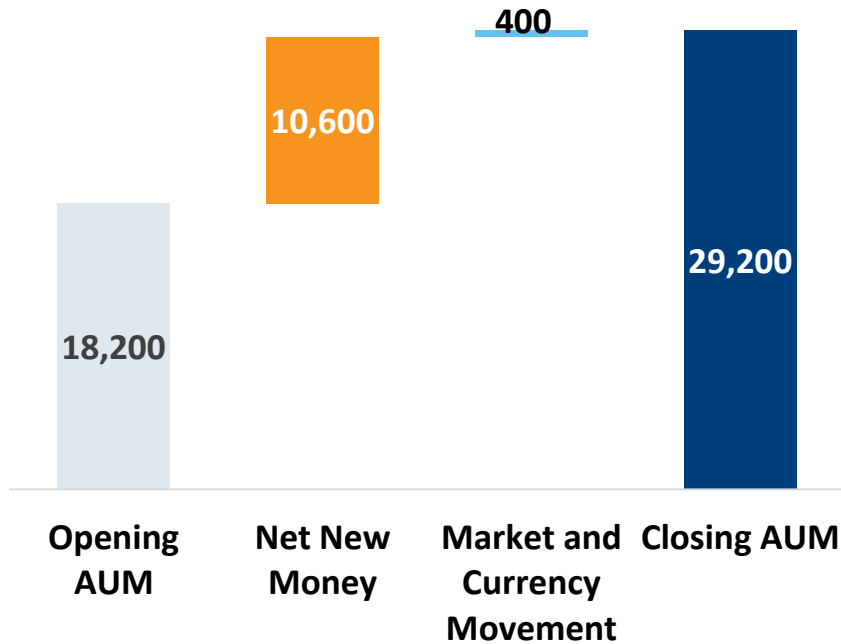
# Present Across Asset Classes in Private Debt Space



Alternative Assets AUM



INR Cr  
Asset Management AUM Movement in FY18





# Capital Markets Strong Performance Continues



## Key Equity Capital Market Transactions



IPO INR 2,000 Cr  
BRLM



QIP INR 1,000 Cr  
BRLM



IPO INR 937 Cr  
BRLM

## Key Debt Capital Market Transactions



**Power Finance Corporation**

INR 2,795 Cr  
Arranger



**Shriram Transport Finance**

INR 995 Cr  
Arranger



**United India Insurance**

INR 900 Cr  
Arranger

## Business Highlights

### Equity Capital Markets

- Closed five capital market transactions during the quarter
- Increased block market share during the year from 4.1% to 4.6%
- Ranked 2<sup>nd</sup> in Global Custodian Agent Banks (ABEM) Survey

### Debt Capital Markets

- Ranked 1<sup>st</sup> in placements of commercial paper with 23% share for FY18
- Ranked 1<sup>st</sup> as arrangers of public issues with market share of 81% in FY18

Credit

**Franchise & Advisory**

Life Insurance





## Business Update

*Life Insurance*



**Edelweiss**  
Ideas create, values protect

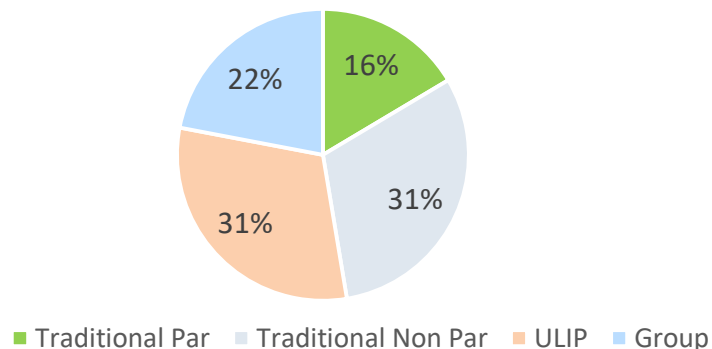


# Life Insurance – Long Term Value Creation



## Product Mix

New Business Premium FY18



## Distribution

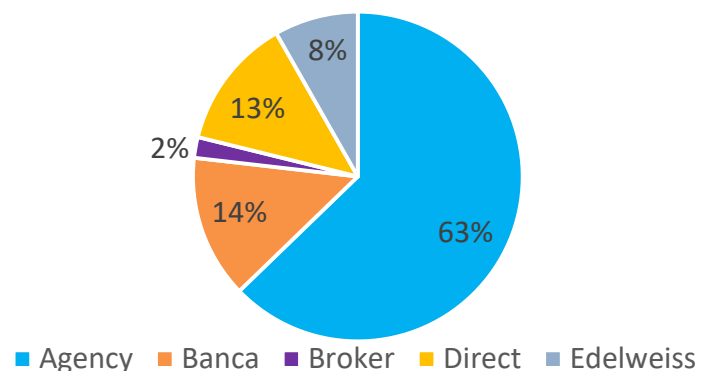
- Agency-led multi-channel distribution approach with emphasis on productivity
- 121 branches and ~31,000 PFAs across 93 locations in India

## Investments Capability

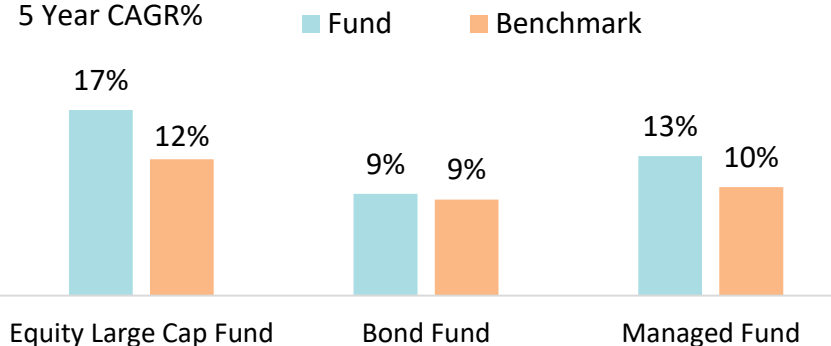
Morningstar has rated all our ULIP funds 4 or 5 star

## Channel Mix

Individual New Business Premium FY18



5 Year CAGR%



Credit

Franchise & Advisory

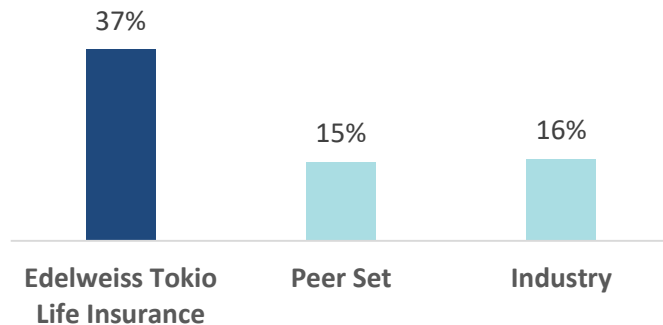
Life Insurance



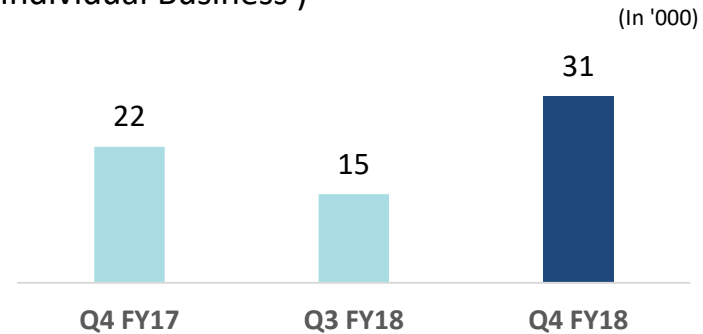
# One of the Fastest Growing in Individual Annual Premium Equivalent



## Collected Individual Annual Premium Equivalent CAGR growth since FY15



## Number of Policies Issued (Individual Business )



## Business Highlights

- Collected Individual Annual Premium Equivalent (APE) - INR 130 Cr for the quarter, growth of 56% YoY
- Indian Embedded Value (IEV) at INR 1,635 Cr as on 31<sup>st</sup> March'18
- Total Premium – INR 310 Cr for the quarter, growth of 52% YoY
- Leveraging technology
  - Digital Sales (Vikram) for Agency is 62% and Direct Channel is 100% for Q4 FY18
- Claim Settlement Ratio has increased to 95% in FY18 from 93% in FY17
- 13<sup>th</sup> month overall persistency for FY18 is ~78%

Credit

Franchise & Advisory

Life Insurance



# Life Insurance – Key Financials



## Edelweiss Tokio Life Insurance Company Limited (ETLI)

(INR Cr)	FY17	FY18
Net Premium Income	426	619
Investment Income and Other Income	151	163
<b>Total Business</b>	<b>577</b>	<b>782</b>
Profit After Tax	(216)	(233)
Minority	(106)	(114)
<b>Edelweiss' Share in PAT</b>	<b>(110)</b>	<b>(119)</b>
Net Worth	732	1,156
Indian Embedded Value (IEV)	1,081	1,635





## Balance Sheet



# Key Highlights – Balance Sheet



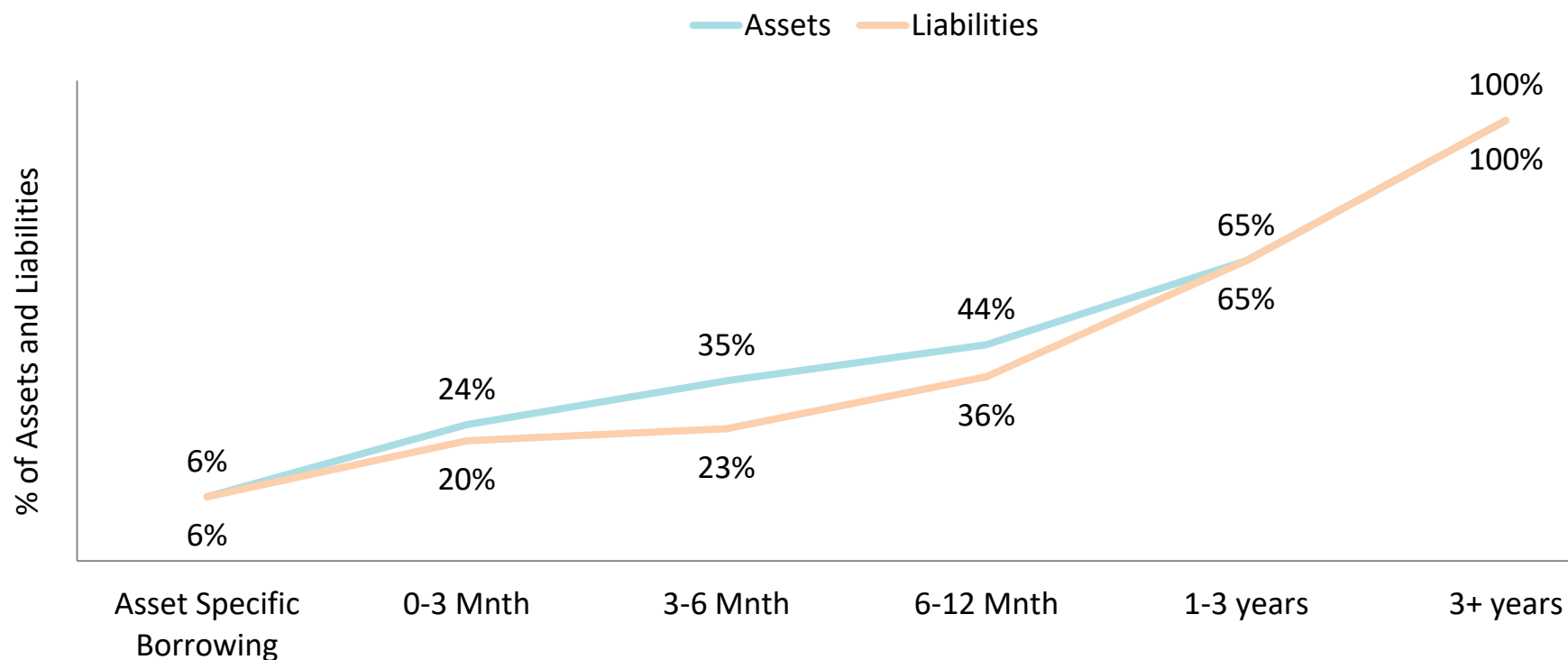
- 1 Matched Asset-Liability profile
- 2 Comfortable capital adequacy ratio at 17.04%
- 3 Diversified borrowings mix
- 4 Liquidity cushion at 9% of Balance Sheet
- 5 Stable business model reflected in credit ratings



# Matched Asset - Liability Profile



As on 31<sup>st</sup> March '18: INR 55,086 Cr



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





### Capital Structure as on 31<sup>st</sup> March 2018 (INR Cr)

Tier I	7,934
Tier II	1,594
Total Capital	9,528
Risk Weighted Assets	55,904

### Capital Adequacy Ratio

**17.04%**

**Debt/Equity : 4.9**

(excluding Treasury assets )

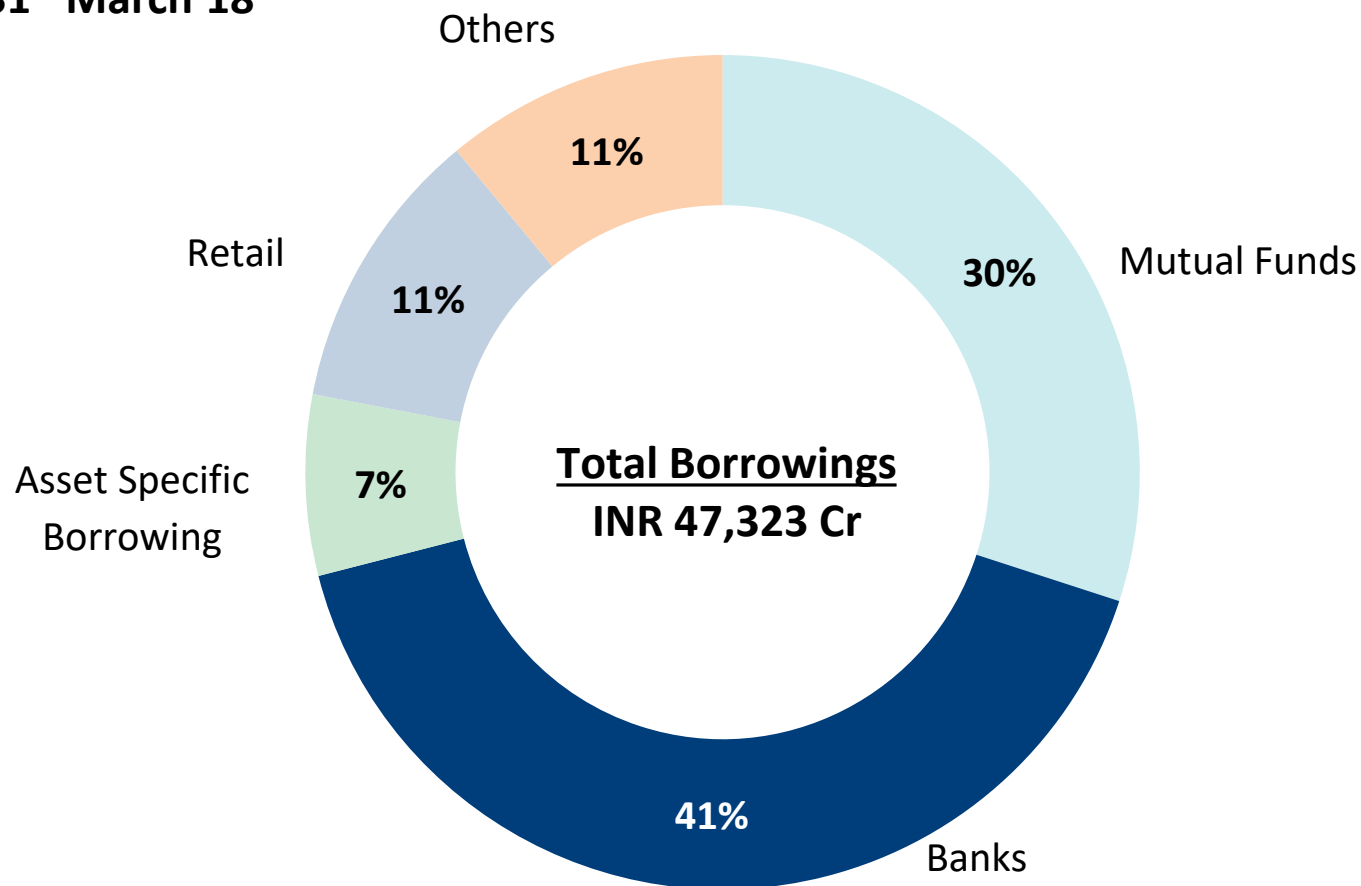
88% of gross assets of INR  
63,514 Cr



### 3 Diversified Sources of Borrowing



**Sources of Borrowings  
As on 31<sup>st</sup> March'18**



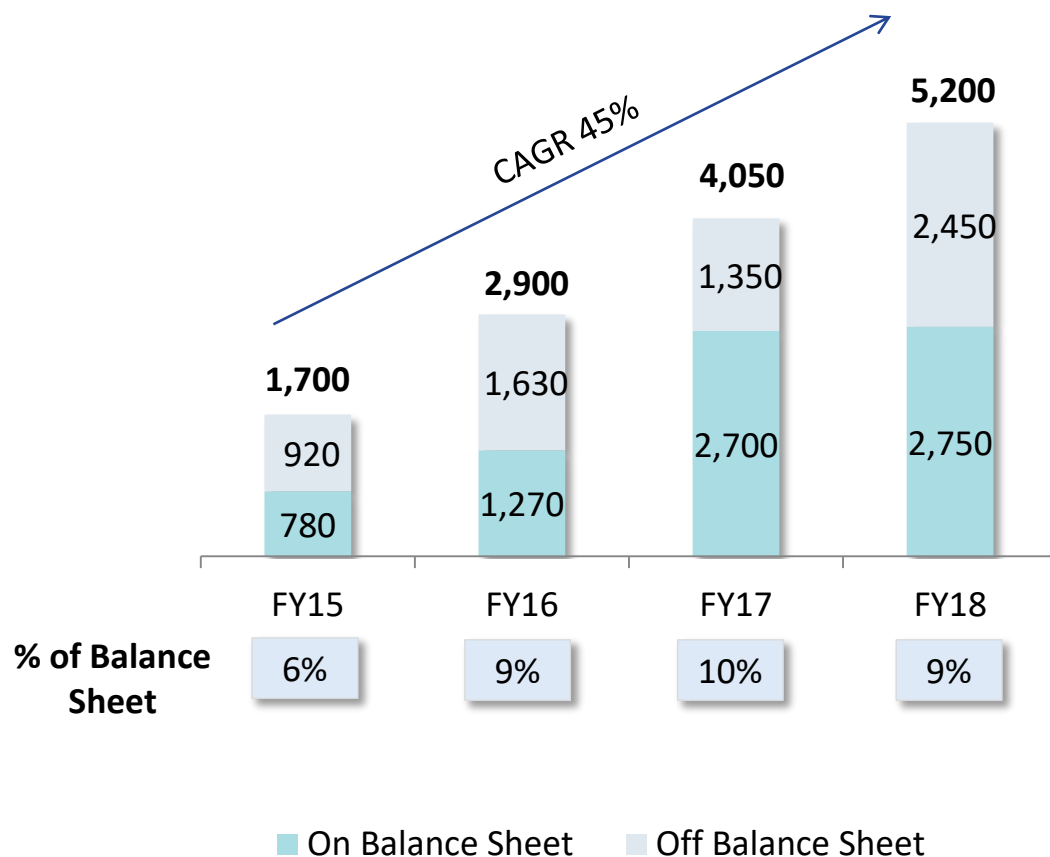


## Liquidity Cushion at 9% of Balance Sheet



### Liquidity Cushion

INR Cr











- 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



## Stable Business Model Reflected in Credit Ratings



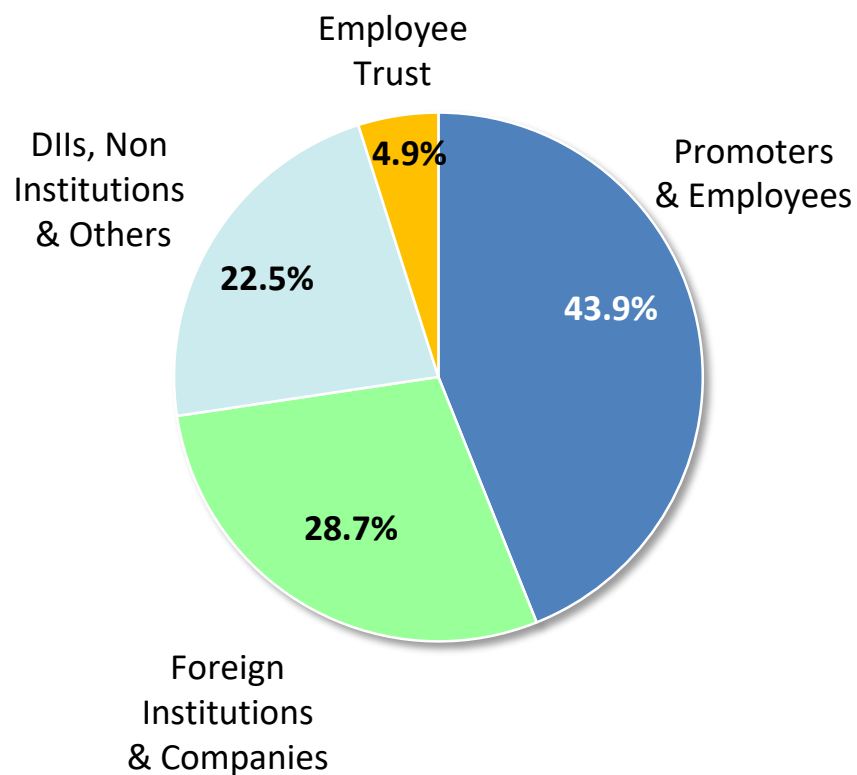
Purpose (Debt Programme)	Rating agency	Rating
Short term	 CRISIL A STANDARD & POOR'S COMPANY	CRISIL A1+
Short term	 CARE Ratings Professional Risk Opinion	CARE A1+
Short term	 ICRA	ICRA A1+
Long term	 Brickwork	BWR AA+
Long term	 CARE Ratings Professional Risk Opinion	CARE AA
Long term	 CRISIL A STANDARD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



# Significant Institutional Ownership



**Shareholding Pattern**



**Key Shareholders above 1% (As on 31<sup>st</sup> March'18)**

	Name	Percent
1	BIH SA	4.20%
2	HDFC Mutual Fund	2.31%
3	Goldman Sachs Funds	1.93%
4	Steadview Capital Management	1.58%
5	Caisse de dépôt et placement du Québec (CDPQ)	1.53%
6	Vanguard	1.50%
7	DSP Blackrock	1.23%
8	Blackrock Fund Advisors	1.21%
9	Fidelity International	1.10%
10	Rakesh Jhunjunwala	1.09%
11	Baron Funds	1.05%





## ESG at Edelweiss



**Edelweiss**  
Ideas create, values protect



# Our ESG 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



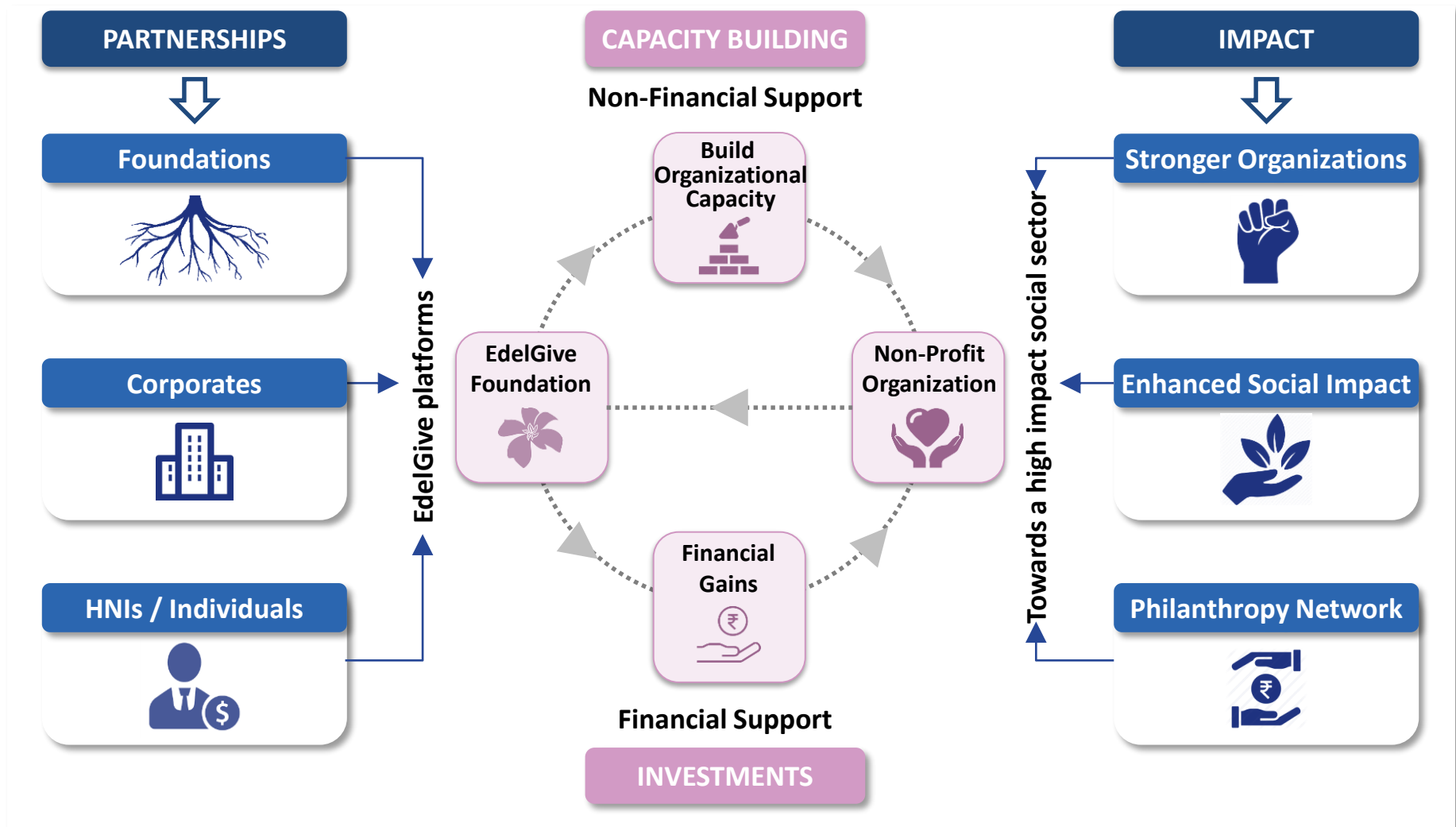
Responsible Consumption



Climate Support



# EdelGive Foundation - Unique Philanthropic Platform



Focuses on Education, Livelihood and Women's Empowerment



# EdelGive Foundation - Key Metrics



## Employee Engagement

Employee Engagement %	More than 85% engaged in financial and non financial giving
Man Hours spent till date	29,500 hrs
Field Visits till date	78

## Capacity Building – Non financial support

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

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

## Grants and Funding

## Cumulative till date

Grantees	More than 95 NGOs
Funds Committed	> INR 125Cr
Presence in Indian States	14 States
Funding Partners	108



# Creating Continuous Talent and Leadership Pipeline



- Institutionalized the ethos that in the workplace leaders create leaders
- Our leadership programmes are focused towards identifying and grooming leaders at every level
  - **Manco leadership team – 49**
  - **Senior Leaders – 181**
  - **Business and Emerging Leaders - 393**
- Top management is a healthy mix of home grown leaders and lateral hires
- Development endeavors at Edelweiss are structured, framework driven and continuous

**Leadership groups account for ~6% of the total employee strength**



# 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



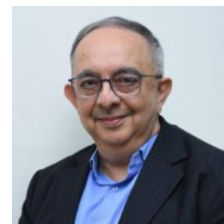
**Mr. P N Venkatachalam**

- 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. and
- COO for Wealth Management at Merrill Lynch



**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



# Awards and Recognition



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## **Wealth Creators Super 50**

Dalal Street Journal 2018

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## **Best Private Bank - India**

Asiamoney Best Bank Awards 2018

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## **Best Product Innovation - Wealth Plus**

ET Now BFSI Awards 2017

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## **Fastest Growing Housing Finance Company**

Golden Globe Tigers Awards 2018

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## **Best Housing Finance Company (mid & small)**

ET Now BFSI Awards 2017

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## **Featured among India's Super 50 Companies**

Forbes India 2017

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