

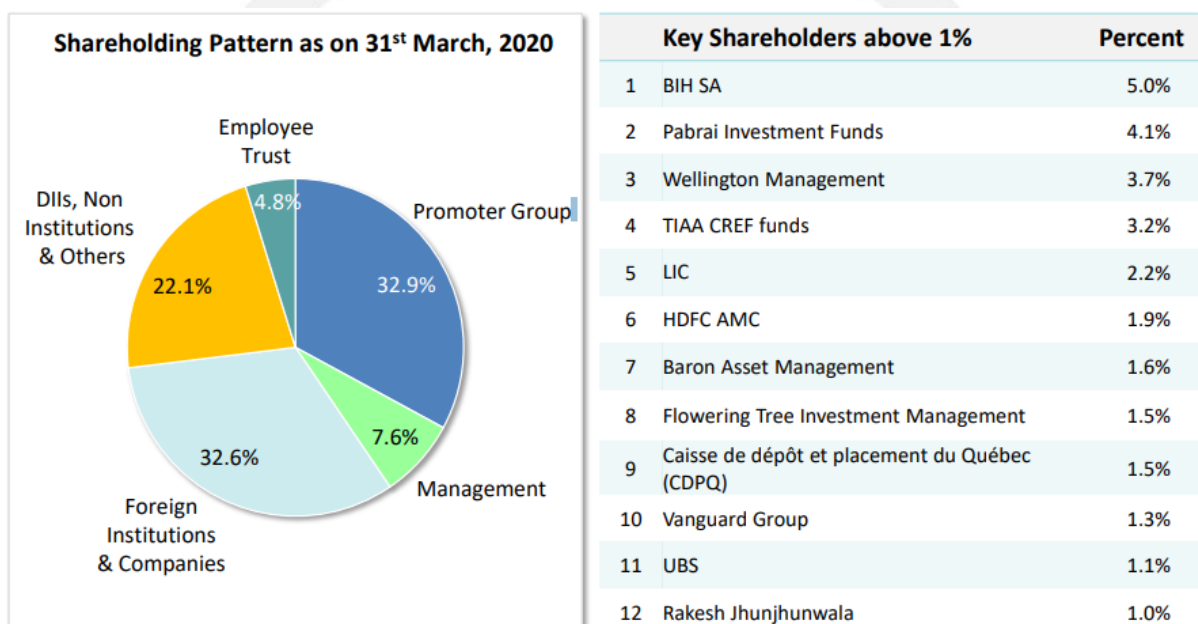


**CATERING TO OUR  
SHAREHOLDERS**

## OUR APPROACH TO MANAGING SHAREHOLDER RELATIONSHIPS

At Edelweiss, we recognise our shareholders and investors to be our most important stakeholders and strive to create and protect value for them. We engage proactively with our shareholders to understand their concerns, gather their feedback, disseminate required information on the progress and performance of the company on a regular and timely basis. We have deployed effective mechanisms and information systems that enable us to effectively plan, execute and keep a track of our investor outreach initiatives.

Our shareholding is diverse and is significantly held by the promoters, employees, foreign and domestic institutions. Apart from this we also have a significant investor base of retail shareholders. As on March 31, 2020 our total shareholder count was ~165,800.



Following are the key highlights of our initiatives towards managing relationship with shareholders.

- We have ensured regulatory compliance w.r.t. timely and accurate disclosure of all material events, updates, and financial performance
- Multiple modes of communication with investors have been utilised including Stock exchange filings, investor collaterals (Presentations, annual reports, press releases, con-call transcripts), analyst calls, e-mails, website, media interactions, conferences, non-deal road shows etc. at a regular frequency. Details and counts of various events and outreach programs in FY20 are listed below.

Event type	FY 2019-20
Domestic conferences	7
NDR – Overseas	11
Analyst Conference Calls – Post results	4
<b>TOTAL</b>	<b>22</b>

- We have ensured wider and active coverage by research analysts and provided them with the required information to enable them to analyse the stock and make independent and appropriate recommendations to their clients. We also expanded the coverage of the stock with eight research houses actively tracking and writing reports on our stock
- The quality of our disclosures to our investors and analysts has also improved to enable them to understand and analyse our businesses better. This is achieved through continuous benchmarking of our disclosures with the peers and identifying additional key performance indicators that we keep on incrementally adding to our investor collaterals
- We also actively gather investor feedback on business strategy, filter through them, and rigorously analyse them to provide feedback to senior management
- Our investor webpage has been revamped providing a user-friendly interface for the investors on our website through a web query form which enables the investor to log in their investor service and information requests. The website also enables existing and potential investors to subscribe to regular updates and information disseminated by the company
- During the year we received a total of four investor complaints all of which were disposed during the year and there were no outstanding investor complaints as on March 31<sup>st</sup>, 2020



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