



# Edelweiss Financial Services Limited

*Q2FY21 Earnings Update*



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## Q2FY21 Highlights



**Edelweiss**  
Ideas create, values protect

# Edelweiss at a Glance – Q2FY21



## Net Worth

INR 8,093 Cr

## Liquidity

INR 6,600 Cr

## Customer Assets

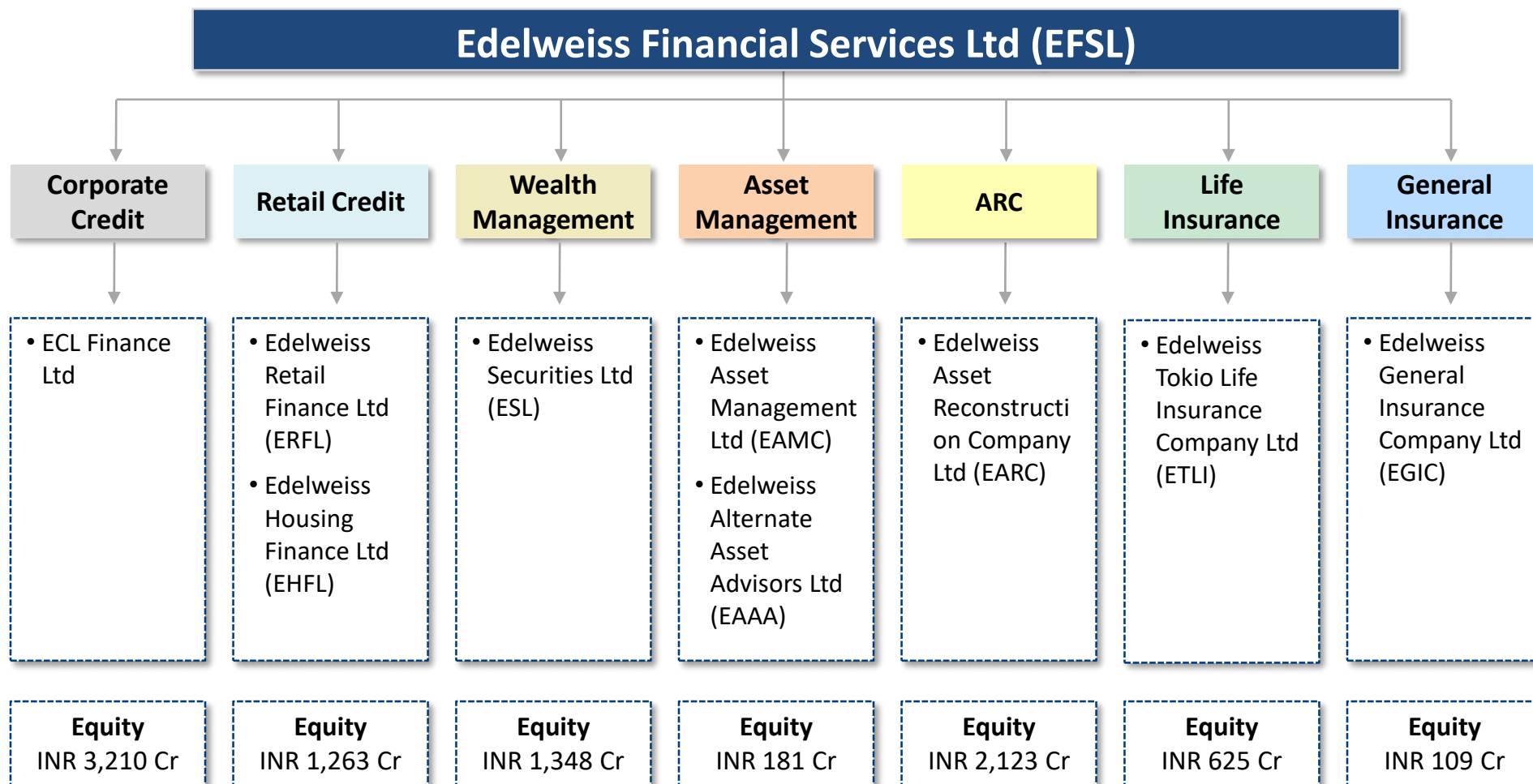
INR 2,49,100 Cr

## Book Value

INR 66

Face Value ₹1

# Diversified Businesses Across 9 Key Entities



25-year track record of creating businesses benefitting from the India growth story

# Well-Capitalised Businesses And Robust Customer Franchise..

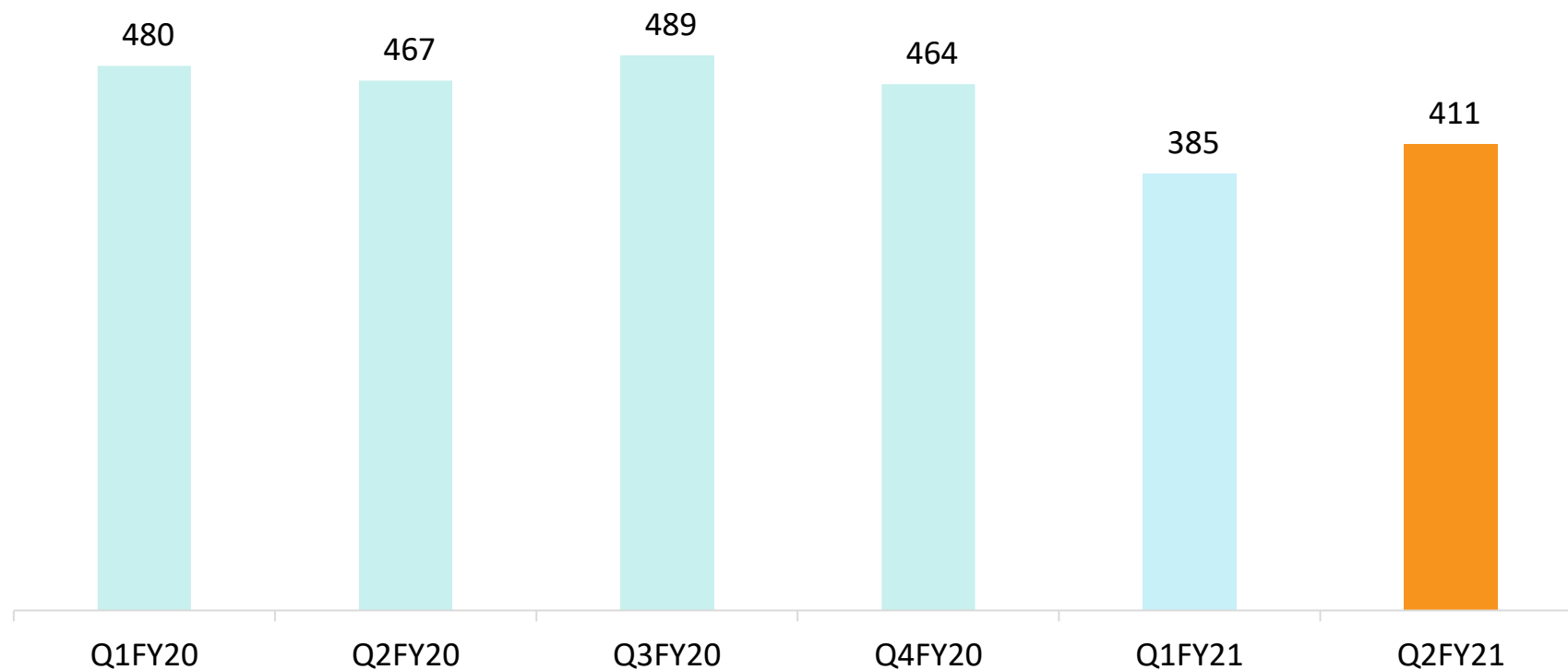


| Entity                                     | Equity (INR Cr) | Metric         | Value            |
|--|-----------------|----------------|------------------|
| ECL Finance Ltd                            | 3,210           | CAPAD          | 23.5%            |
| Edelweiss Retail Finance Ltd               | 481             |                | 29.5%            |
| Edelweiss Housing Finance Ltd              | 782             |                | 28.2%            |
| Edelweiss Securities Ltd & Others          | 1,348           | AUA            | ~INR 1,33,200 Cr |
| EAMC, EAAA & Others                        | 181             | AUM            | ~INR 73,500 Cr   |
| Edelweiss Asset Reconstruction Company Ltd | 2,123           | CAPAD          | 34.0%            |
| Edelweiss Tokio Life Insurance Ltd         | 625             | Solvency Ratio | 216%             |
| Edelweiss General Insurance Company Ltd    | 109             |                | 202%             |

## ..Resulting In Strong Fee Income



Management Fee Income (INR Cr)



**Robust annuity income from Wealth Management, Asset Management and Asset Reconstruction businesses**



- Our mission is to build successful and dominant businesses that create long-term value for shareholders
  - EFSL contributes capital, brand, risk management and governance for sustainable growth
- Our partners are global entities with impeccable credentials who contribute domain expertise and capital
- Inflection point in growth journey : Our businesses are now moving from dependence to independence
- For the next phase of growth, we will ensure that we have the best management team and sufficient resources for each of our businesses
  - Continue to scale these businesses with more partnerships as required
- Aim to unlock value in these businesses for shareholders
  - Format of unlocking can take the most appropriate form that helps business growth

**Primacy to creating and unlocking value for shareholders**



# Scalable Opportunity For Alternatives in India



**Globally, investors are seeking yield in a low interest rate world,** and Private Credit is becoming mainstream

**Close-ended Asset Management vehicles** as preferred option for long term credit investments as they are unlevered patient vehicles

**Market share ceded by Banks and Mutual Funds** has further accentuated need for longer term flexible debt capital

# Largest Fund Raise In The Year In Indian Private Credit

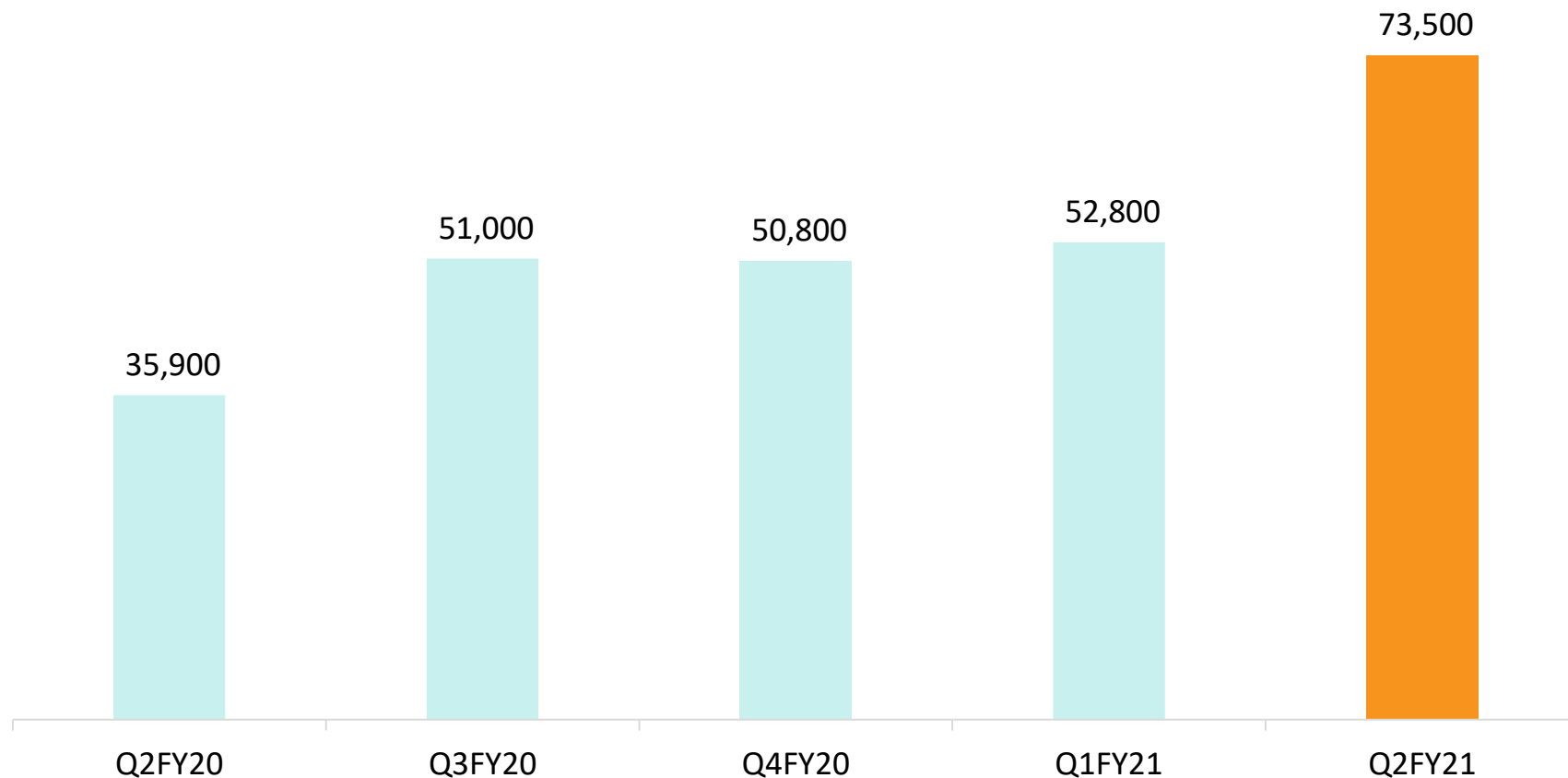


- **Successfully closed ESOF III at \$900 Mn (INR 6,600 Cr)**
  - This is the third in the Edelweiss Special Opportunities Fund (ESOF) series, focused on providing structured credit to Indian companies
  - Strong validation of our capabilities and trust placed in our platform
- **Expanding partnerships with global institutional investors**
  - Florida's State Board of Administration
  - Canada's Ontario Teachers Pension Plan
  - Swedish Pension Fund (AP4)
  - Large European Insurance Company
- **Structured Credit fund:**
  - Edelweiss Asset Management pioneered private debt in India with the launch of the \$230 Mn (~INR 1,000 Cr) ESOF I in 2010
  - Currently ~76% of ESOF II is deployed which was closed in March'17 at \$345 Mn (~INR 2,250 Cr)
  - Opportunity for clients to participate in high quality yielding assets with average tenor ~3-4 years

# Asset Management AUM Grew 105% YoY



Mutual Fund and Alternatives AUM (INR Cr)



# Continued Execution Of FY21 Plan in Q2FY21 (1/2)



## Corporate Credit

- Reduced corporate credit book to INR 8,613 Cr in H1FY21

## Retail Credit

- Assigned INR 560 Cr mortgages portfolio as part of asset- light business approach
- Retail collections improving as economy emerges from lockdown

## Wealth Management

- Strong traction in business; AUA grew 24% YoY

## Asset Management

- Closed ESOF III successfully at \$900 Mn (~INR 6,600 Cr)
- Closed 2<sup>nd</sup> series of Bharat Bond ETF

## Asset Reconstruction

- ARC recoveries have returned to normalcy despite current market environment

## Life Insurance

- ETLI is one of only two life insurance companies that registered Individual APE growth every month in H1FY21

# Continued Execution Of FY21 Plan in Q2FY21 (2/2)



## General Insurance

- Edelweiss General Insurance is the fastest growing GI player in H1FY21

## Comfortable Liquidity position

- Overall Liquidity stood at ~INR 6,600 Cr which is 21% of borrowings
- Raised INR 2,500 Cr in Q2FY21 and INR 4,350 Cr in H1FY21 across PCG & TLTRO schemes, bank loans and other sources
- Bought back bonds worth ~INR 500 Cr during the quarter

## Maintained Asset Quality

- Collection efficiency in ECLF, ERFL and EHFL for Sept'20 is returning to normalcy at 94%, 92% and 91% respectively

## Cost optimization measures

- Achieved cost reduction of 23% in Q2FY21 against average FY20 fixed cost
- Leveraging Covid situation to accelerate newer operating model on the back of technology

# Distribution of Earnings Across Businesses



| Businesses (INR Cr)                  | Key Entities  | Q1FY21       | Q2FY21      |
|--------------------------------------|---------------|--------------|-------------|
| Corporate Credit                     | ECL Finance   | (156)        | 22          |
| Retail Credit                        | ERFL & EHFL   | 11           | 20          |
| Wealth Management                    | ESL & Others  | 59           | 83          |
| Asset Management                     | EAMC, EAAA    | 5            | 3           |
| Asset Reconstruction                 | EARC          | 40           | 46          |
| BMU & Corporate                      | EFSL & others | (139)        | (146)       |
| <b>Total Ex-Insurance Pre MI PAT</b> |               | <b>(180)</b> | <b>28</b>   |
| Life Insurance                       | ETLI          | (68)         | (58)        |
| General Insurance                    | EGIC          | (16)         | (26)        |
| <b>Total Consolidated Pre MI PAT</b> |               | <b>(264)</b> | <b>(56)</b> |

# Q2FY21 Financial Snapshot



| Consolidated (INR Cr) | Q1FY21       | Q2FY21       |
|-----------------------|--------------|--------------|
| Gross Revenue         | 1,808        | 2,047        |
| Interest Cost         | 1,002        | 949          |
| <b>Net Revenue</b>    | <b>806</b>   | <b>1,098</b> |
| Expenses              | 904          | 1,043        |
| <b>PPoP</b>           | <b>(98)</b>  | <b>55</b>    |
| Impairment            | 145          | 87           |
| <b>PBT</b>            | <b>(243)</b> | <b>(31)</b>  |
| <b>PAT Pre MI</b>     | <b>(264)</b> | <b>(56)</b>  |
| <b>PAT Post MI</b>    | <b>(245)</b> | <b>(49)</b>  |

# Key Focus Areas

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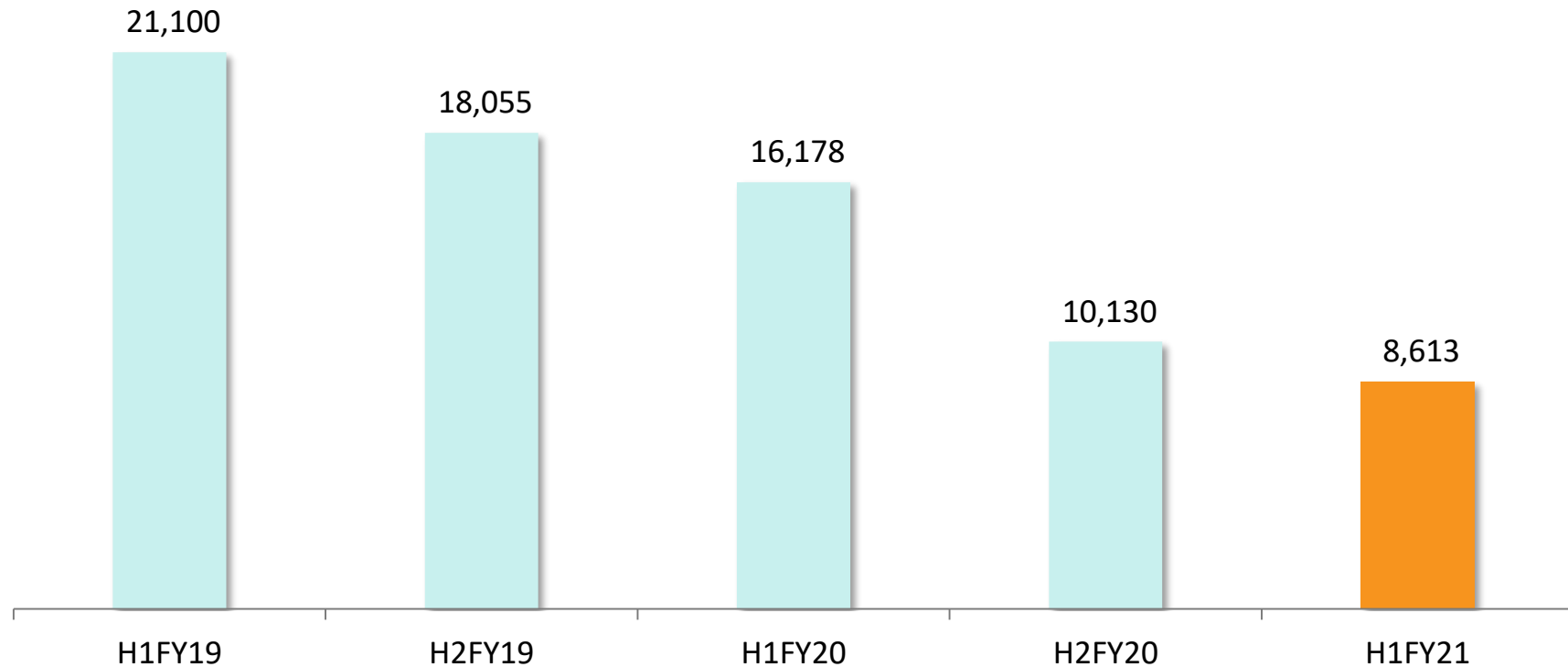
- 1 Reduction in Corporate Credit Exposure
- 2 D/E comes down further
- 3 Cost rationalization under way
- 4 Progress on EWM demerger & listing process



# 1 Corporate Credit Exposure Continues To Scale Down

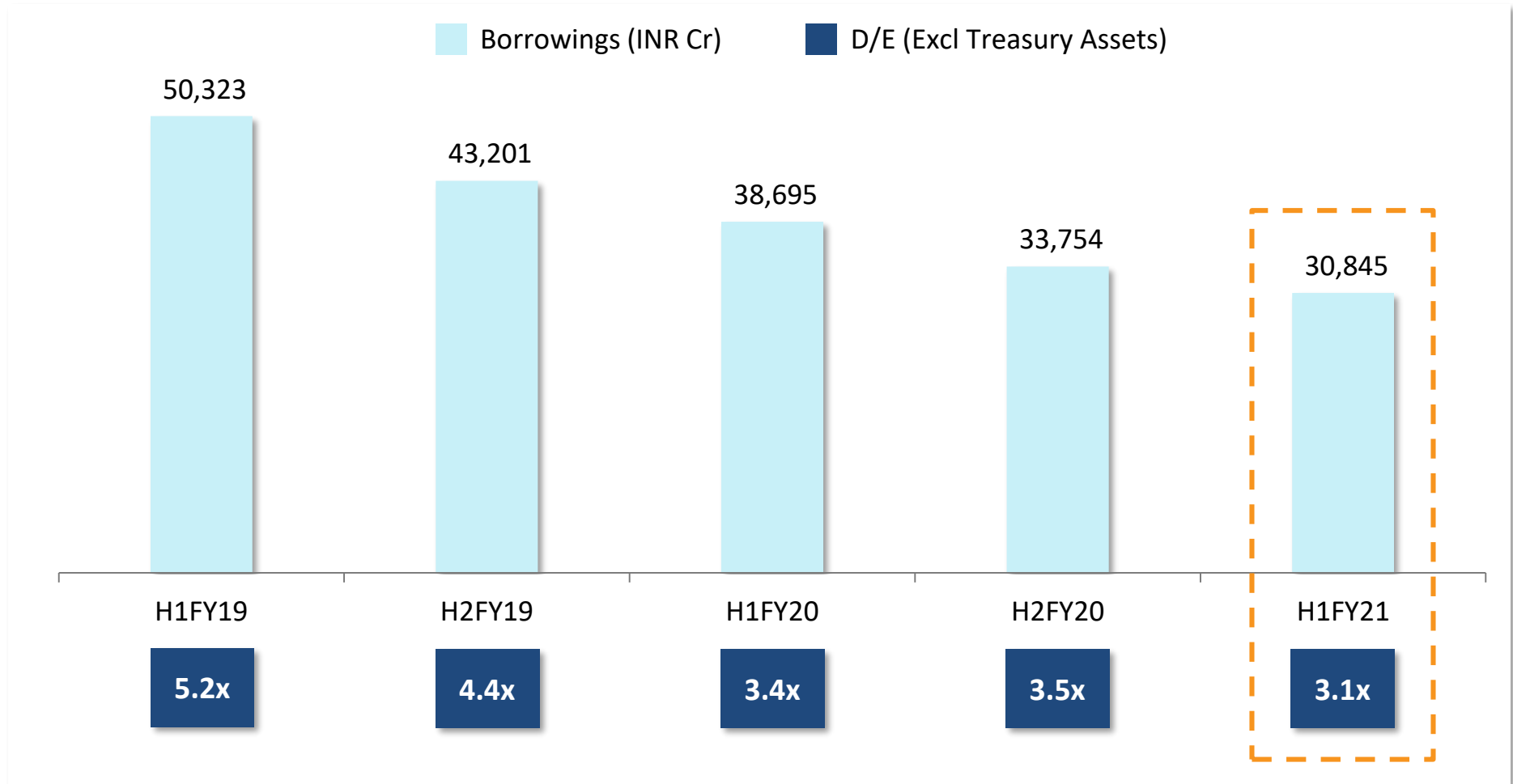


Corporate Credit Assets (INR Cr)



Corporate credit assets will decline by another INR 2,000 - 3,000 Cr by end FY21

## 2 Debt Equity Ratio Declined Further

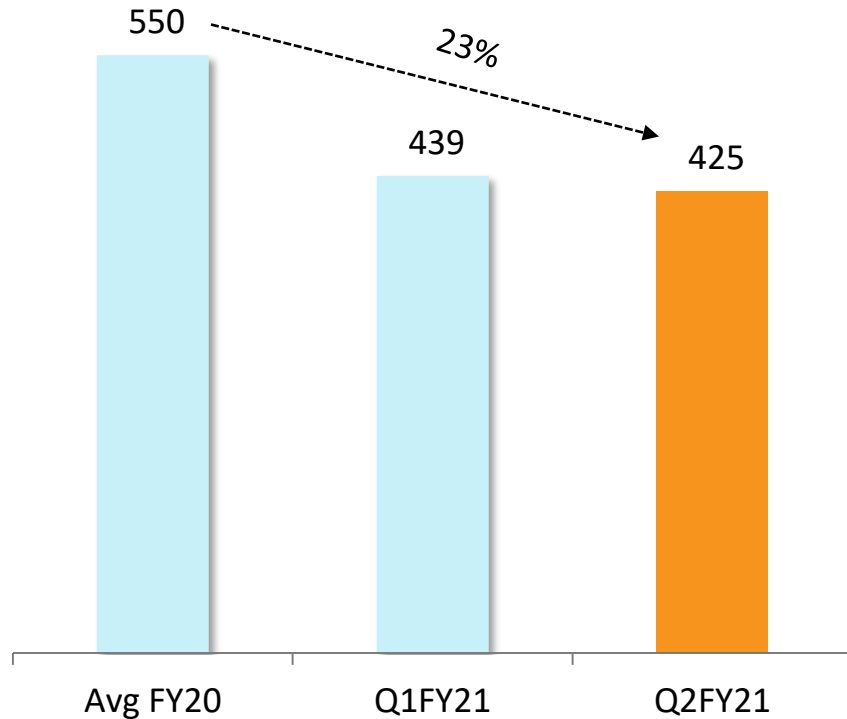


Borrowings reduced by ~40% over H1FY19 levels

### 3 Cost Rationalisation Measures Under Way



Q2FY21 Fixed Cost comparison (INR Cr)



- Achieved cost reduction of 23% in Q2FY21 against average FY20 fixed cost
- Targeted reduction of ~20-25% in FY21
- Multiple vectors applied to enhance cost discipline and cost control measures
- **Key expense heads:**
  - People Cost : Decrease of 17% in Q2 vs FY20 Avg.
  - Premises Expenses : Lower by 40% in Q2 vs FY20 Avg.
  - External fees : Trending lower by 30% in Q2 vs FY20 Avg.



## 4 Progress on EWM Demerger & Listing Process

### **Investment by PAG:**

- Regulators' and Lenders' approvals enabling PAG's strategic investment in EWM

**Expected  
Completion by  
Dec'20-Feb'21**

### **NCLT approval for restructuring:**

- NCLT approval for restructuring of Wealth Management entities under the EWM umbrella

**Expected  
Completion by  
Aug'21-Oct'21**

### **EWM Demerger & listing:**

- EWM to be demerged from EFSL and subsequent listing

**Expected  
Completion by  
Feb'22-June'22**







## Business Update



**Edelweiss**  
Ideas create, values protect

# Corporate Credit : ECL Finance Limited

## Q2FY21 Key Metrics

|   |        |
|---|--------|
|  <b>Equity (INR Cr)</b>    | 3,210  |
|  <b>CAPAD</b>              | 23.5%  |
|  <b>Net D/E</b>            | 4.1x   |
|  <b>Liquidity (INR Cr)</b> | ~2,400 |

## Business Update

- Focused on resource raising to generate liquidity
  - Raised INR 1,900 Cr across PCG and TLTRO schemes in H1FY21
  - Additionally, raised ~INR 400 Cr from banks and other sources in H1FY21
  - Pipeline for H2FY21 includes INR 1,000 Cr of fresh borrowings and ~INR 500 Cr through securitization of assets
- Collections are returning to normalcy and was at ~INR 400 Cr in Q2FY21 against ~INR 550 Cr in Q4FY20
- Bought back bonds worth ~INR 500 Cr during the quarter

# Business Performance Snapshot : ECL Finance Ltd



| INR Cr             | Q1FY21 | Q2FY21 |
|--------------------|--------|--------|
| EOP Loan Book      | 10,953 | 10,569 |
| EOP Equity         | 3,363  | 3,210  |
| Net Revenue        | 95     | 278    |
| Operating Expenses | 127    | 190    |
| Credit Costs       | 124    | 67     |
| Profit After Tax   | (156)  | 22     |

|                     |      |      |
|---------------------|------|------|
| Net Interest Margin | 2.3% | 2.6% |
|---------------------|------|------|






|                       |       |       |
|-----------------------|-------|-------|
| NNPA                  | 2.1%  | 2.3%  |
| Total provision cover | 202%  | 223%  |
| CAPAD                 | 21.3% | 23.5% |

# Retail Credit: Edelweiss Retail Finance Ltd and Edelweiss Housing Finance Ltd

ERFL/EHFL



## Q2FY21 Key Metrics

|   | ERFL    | EHFL   |
|---|---------|--------|
|  <b>Equity (INR Cr)</b>    | 481     | 782    |
|  <b>CAPAD</b>              | 29.5%   | 28.2%  |
|  <b>Net D/E</b>            | 2.5x    | 3.6x   |
|  <b>Liquidity (INR Cr)</b> | ~100    | ~1,000 |
|  <b>No of clients</b>    | ~85,000 |        |

## Business Update

- Steady improvement in overall collections
  - Overall collections during the quarter was at ~INR 500 Cr
  - Collection efficiency at 91% in Sept'20, similar to March'20 levels
  - Raised ~INR 350 Cr across PCG and TLTRO schemes, banks & other sources in H1FY21
- In line with our asset light business model, assigned mortgages portfolio of INR 560 Cr during the current quarter
- Achieved branch network optimization by consolidating geographical footprint



# Business Performance Snapshot : ERFL



| INR Cr             | Q1FY21 | Q2FY21 |
|--------------------|--------|--------|
| EOP Loan Book      | 1,312  | 1,362  |
| EOP Equity         | 474    | 481    |
| Net Revenue        | 20     | 20     |
| Operating Expenses | 8      | 7      |
| Credit Costs       | (2)    | 3      |
| Profit After Tax   | 11     | 8      |

|                     |      |      |
|---------------------|------|------|
| Net Interest Margin | 5.6% | 5.7% |
|---------------------|------|------|

|                       |       |       |
|-----------------------|-------|-------|
| NNPA                  | 2.0%  | 1.7%  |
| Total provision cover | 120%  | 147%  |
| CAPAD                 | 29.3% | 29.5% |

# Business Performance Snapshot : EHFL



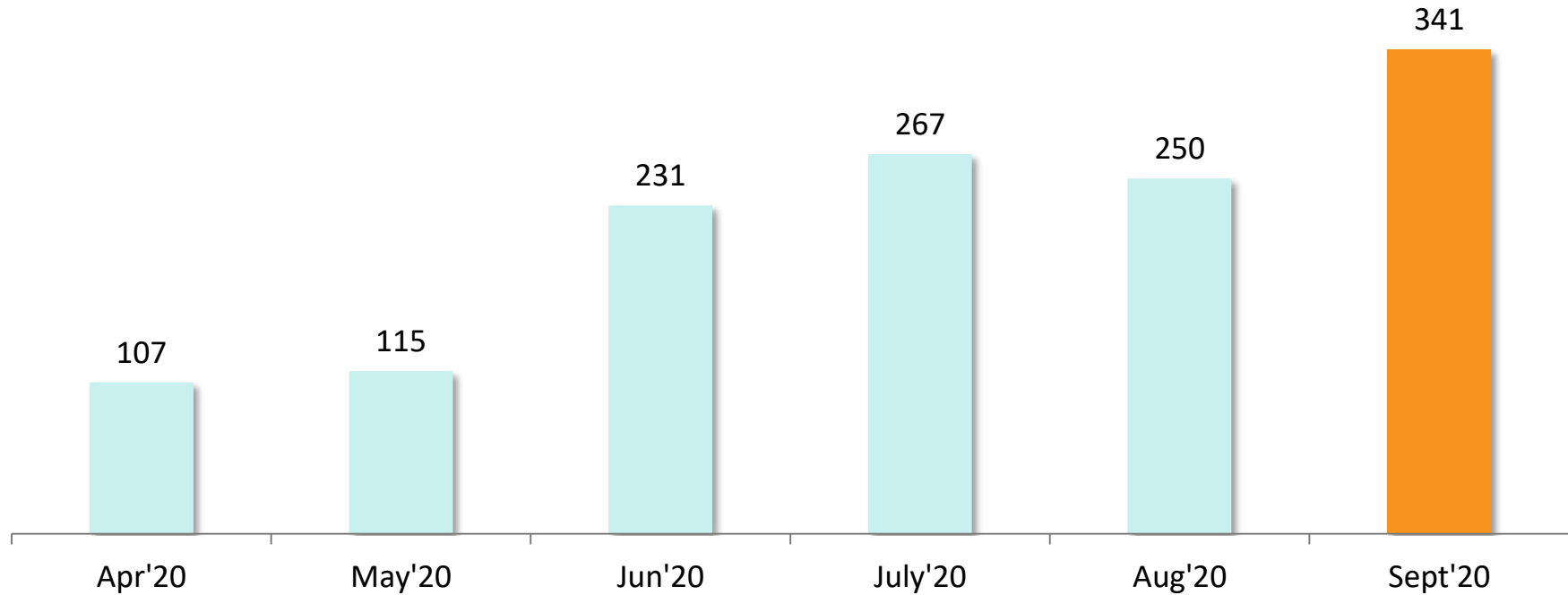
| INR Cr             | Q1FY21 | Q2FY21 |
|--------------------|--------|--------|
| EOP Loan Book      | 4,490  | 3,815  |
| EOP Equity         | 769    | 782    |
| Net Revenue        | 37     | 59     |
| Operating Expenses | 27     | 33     |
| Credit Costs       | 11     | 8      |
| Profit After Tax   | -      | 13     |

|                     |      |      |
|---------------------|------|------|
| Net Interest Margin | 3.3% | 3.6% |
|---------------------|------|------|

|                       |       |       |
|-----------------------|-------|-------|
| NNPA                  | 1.4%  | 1.4%  |
| Total provision cover | 69%   | 88%   |
| CAPAD                 | 23.2% | 28.2% |

# Sharp Pick-Up in Retail Collections





Retail Credit Collections (INR Cr)



Increased customer engagement has helped greatly with collections



## Q2FY21 Key Metrics

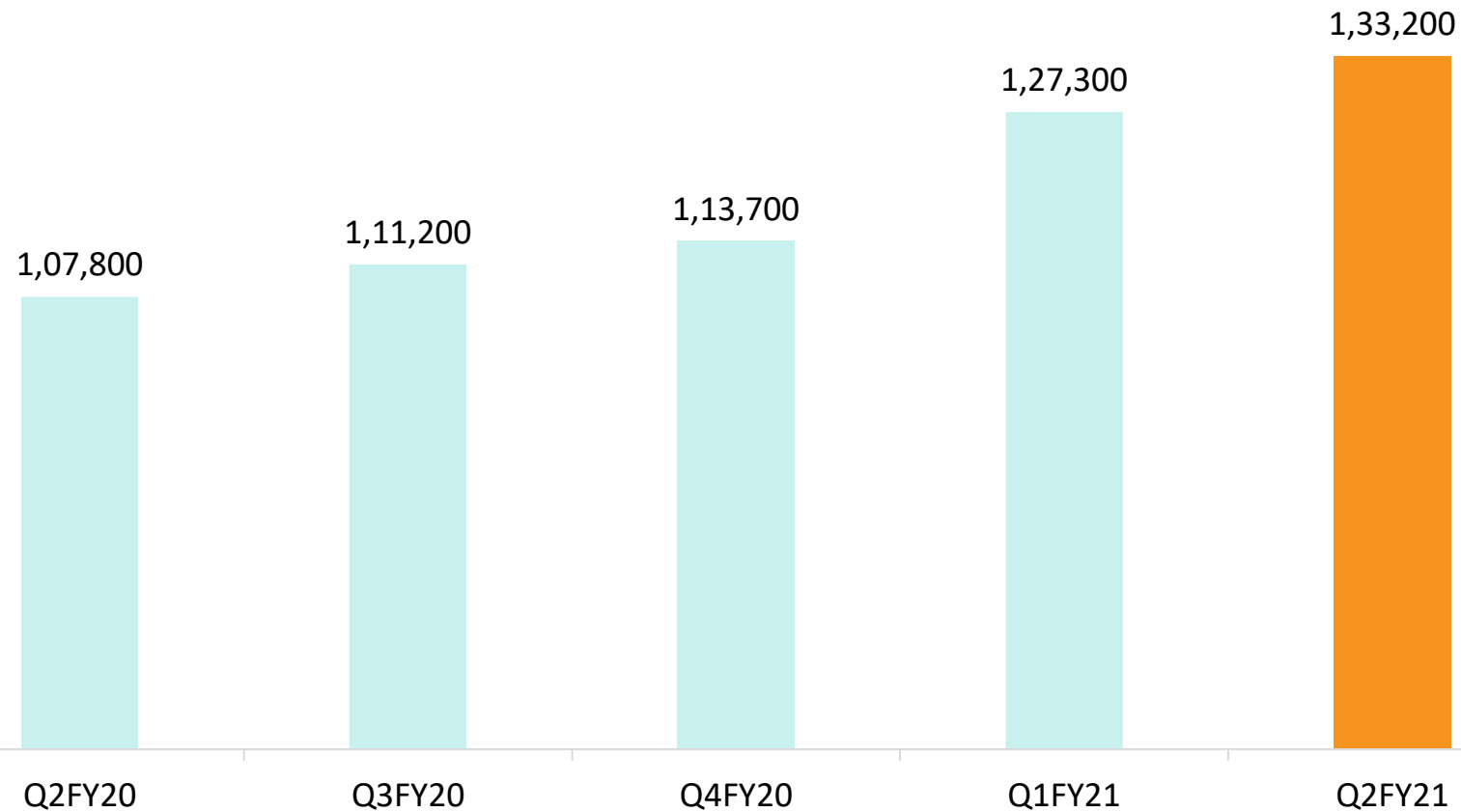
|   |           |
|---|-----------|
|  <b>AUA (INR Cr)</b>           | 1,33,200  |
|  <b>Net New Money (INR Cr)</b> | 1,530     |
|  <b>#UHNH Clients</b>          | ~2,400    |
|  <b>#Affluent Clients</b>     | ~6,45,000 |

## Business Update

- Business momentum back to pre-covid levels
- Enhanced client engagement cutting across all segments – affluent to mega institutions
- Continue to see strong traction
  - AUA growth of 24% YoY
  - Net New Money of ~INR 2,800 Cr in H1FY21
- Closed marquee transactions across ECM, DCM and M&A in a challenging environment

# Wealth Assets Grew 24% YoY

## Wealth Management AUA (INR Cr)



# Business Performance Snapshot : Edelweiss Wealth Management





EWM



| ESL & Others (INR Cr) | Q1FY21   | Q2FY21   |
|-----------------------|----------|----------|
| AUA                   | 1,27,300 | 1,33,200 |
| EOP Equity            | 1,260    | 1,348    |
| Gross Revenues        | 264      | 310      |
| Net Revenues          | 215      | 256      |
| Operating costs       | 141      | 155      |
| Profit before tax     | 72       | 101      |
| Profit after tax      | 59       | 83       |

# Edelweiss Asset Management : EAAA and EAMC

## Q2FY21 Key Metrics

|  | EAAA<br>(Alternatives) | EAMC<br>(Mutual Fund) |
|--|------------------------|-----------------------|
|  <b>Equity<br/>(INR Cr)</b>               | 21                     | 160                   |
|  <b>AUM<br/>(INR Cr)</b>                  | 29,500                 | 44,000                |
|  <b>Net New<br/>Money<br/>(INR Cr)</b>   | 6,300                  | 14,350                |
|  <b>#Retail<br/>Folios/<br/>Clients</b> | ~1,100                 | ~3.3 Lacs             |

## Business Update

- **Mutual Fund :**
  - Equity YTD Inflows of ~INR 600 Cr against industry outflows of ~INR 9,000 Cr
  - Launched an equity passive fund in partnership with MSCI, the world's largest index provider
- **Alternative Asset Management:**
  - Marquee offshore and onshore investors as partners
  - Closed ESOF III, our flagship performing credit fund at ~ INR 6,600 Cr (\$ 900 Mn)
  - Received investment commitment of ~INR 2,650 Cr (\$ 350 Mn) from Canada's largest pension plan – Ontario Teachers in Q2FY21

# Business Performance Snapshot : EAAA and EAMC



| (INR Cr)          | EAMC (Mutual Fund) |        | EAAA (Alternatives) |        |
|-------------------|--------------------|--------|---------------------|--------|
|                   | Q1FY21             | Q2FY21 | Q1FY21              | Q2FY21 |
| AUM               | 29,400             | 44,000 | 23,400              | 29,500 |
| EOP Equity        | 159                | 160    | 20                  | 21     |
| Net Revenues      | 25                 | 27     | 36                  | 35     |
| Operating costs   | 23                 | 25     | 33                  | 34     |
| Profit before tax | 2                  | 1      | 3                   | 2      |
| Profit after tax  | 2                  | 1      | 3                   | 2      |








# Asset Reconstruction : Edelweiss Asset Reconstruction Company Ltd

EARC



## Q2FY21 Key Metrics

|  |        |
|--|--------|
|  <b>Equity (INR Cr)</b>     | 2,123  |
|  <b>AUM (INR Cr)</b>        | 42,400 |
|  <b>Recoveries (INR Cr)</b> | 965    |
|  <b>Net D/E</b>             | 1.7x   |
|  <b>CAPAD</b>              | 34.0%  |

## Business Update

- Strong recoveries despite current market environment
  - Recoveries at INR 965 Cr in Q2FY21 against INR 827 Cr in Q2FY20
  - Minimal impact of non-operational NCLT as restructuring accounts formed 36% of the resolution strategy mix
- Fee income remains robust
- Comfortable liquidity position of ~INR 670 Cr as on Sept'20
- Well matched ALM across all durations

# Business Performance Snapshot : Edelweiss Asset Reconstruction

EARC








| EARC (INR Cr)        | Q1FY21 | Q2FY21 |
|----------------------|--------|--------|
| AUM                  | 43,100 | 42,400 |
| EOP Capital Employed | 5,439  | 5,262  |
| EOP Equity           | 2,007  | 2,123  |
| Gross Revenues       | 213    | 215    |
| Net Revenues         | 77     | 84     |
| Operating costs      | 17     | 22     |
| Profit before tax    | 54     | 63     |
| Profit after tax     | 40     | 46     |

# Life Insurance : Edelweiss Tokio Life Insurance Company Ltd

ETLI



## Q2FY21 Key Metrics

|   |  |       |
|---|--|-------|
|    | <b>Equity (INR Cr)</b>                           | 625   |
|    | <b>Individual APE (INR Cr)</b>                   | 93    |
|    | <b>Policyholder's AUM (INR Cr)</b>               | 3,162 |
|  | <b>Solvency Ratio</b>                            | 216%  |
|  | <b>13<sup>th</sup> Month Overall Persistency</b> | 75%   |

## Business Update

- Amongst only 2 companies to have registered Individual APE growth every month in H1FY21
- Dominant share of Traditional Par and Non-Par at ~84%
- Strong channel mix: 75% is contributed by channels like agency, direct to client and through Edelweiss entities
- Launched new product "Active Income Plan" in Q2FY21
- Focused efforts have resulted in healthy claims settlement at 90% in H1FY21
- Edelweiss Tokio Life Wealth Secure Plus:
  - Ranked No. 1 in CRISIL Online ULIP rankings
  - Product Innovation Company of the Year by India Insurance Summit 2020
- Embedded Value as on 30<sup>th</sup> Sept'20 at INR 1,253 Cr

# Business Performance Snapshot : Edelweiss Tokio Life Insurance Company Ltd

ETLI

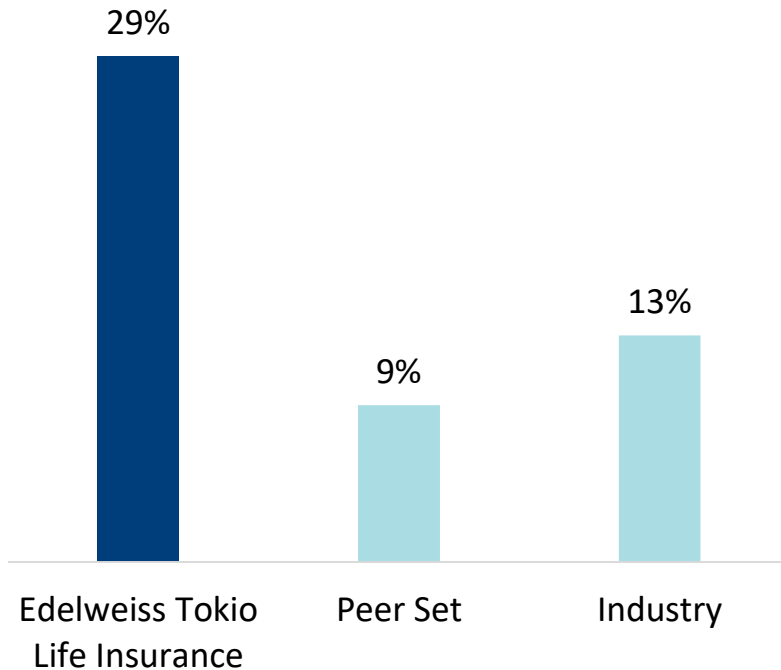


| ETLI (INR Cr)                    | Q1FY21      | Q2FY21      |
|----------------------------------|-------------|-------------|
| Net Premium Income               | 154         | 276         |
| Investment Income & Other Income | 195         | 121         |
| <b>Total Business</b>            | <b>349</b>  | <b>397</b>  |
| Profit After Tax                 | (68)        | (58)        |
| Minority                         | (33)        | (29)        |
| <b>Edelweiss' Share in PAT</b>   | <b>(35)</b> | <b>(30)</b> |

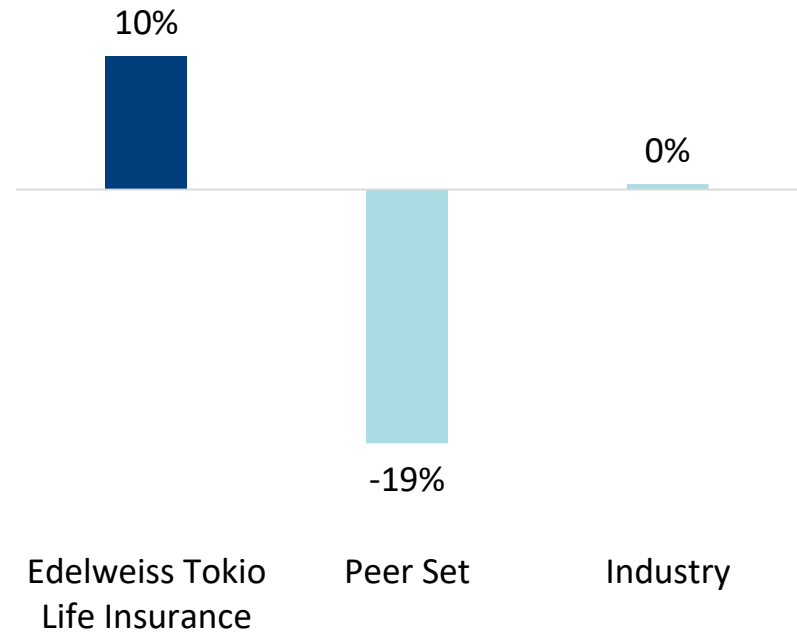
# Among The Fastest Growing In The Industry



## Individual APE CAGR Since FY16 vs Industry







## Outpaced Industry growth YoY during the quarter





## Q2FY21 Key Metrics

|   |        |
|---|--------|
|  <b>Equity (INR Cr)</b>            | 109    |
|  <b>GWP (INR Cr)</b>               | 59     |
|  <b>Solvency Ratio</b>             | 202%   |
|  <b>#Policies Issued in Q2FY21</b> | 54,494 |

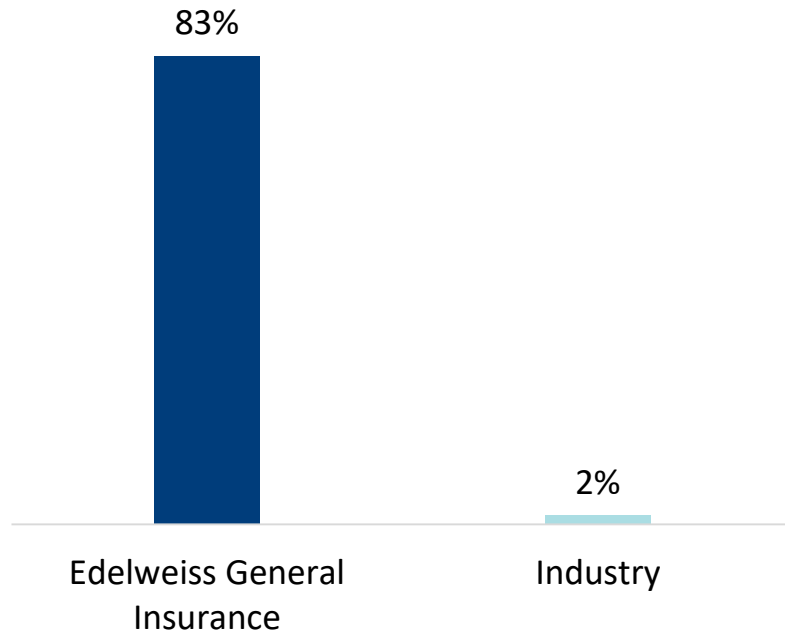
## Business Update

- Fastest growing player in the industry in H1FY21
- Serviced 59% motor claims through the BOLT app in H1FY21
- First Insurer to open its stack to partners and developers realizing aspiration of Open API gateway
- Enhanced focus on building technology capabilities
- Development of innovative products through Sandbox 2.0
- Accelerated pace of buildout of digital motor and health platforms

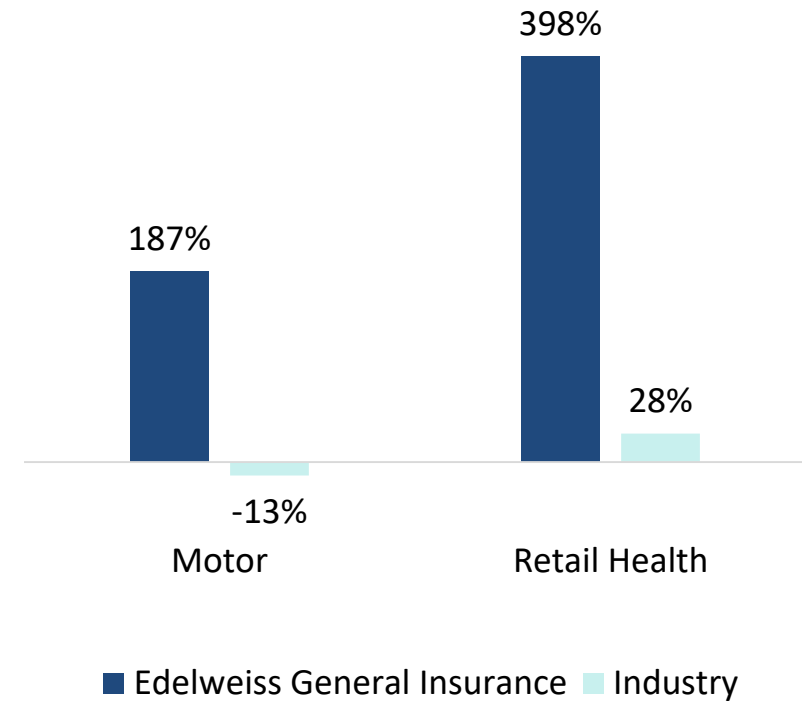
# Fastest Growing Player In The Industry Enabled By Digital Model



## Robust growth in GDPI in H1FY21



## Strong performance in Retail Lines compared to the Industry in H1FY21





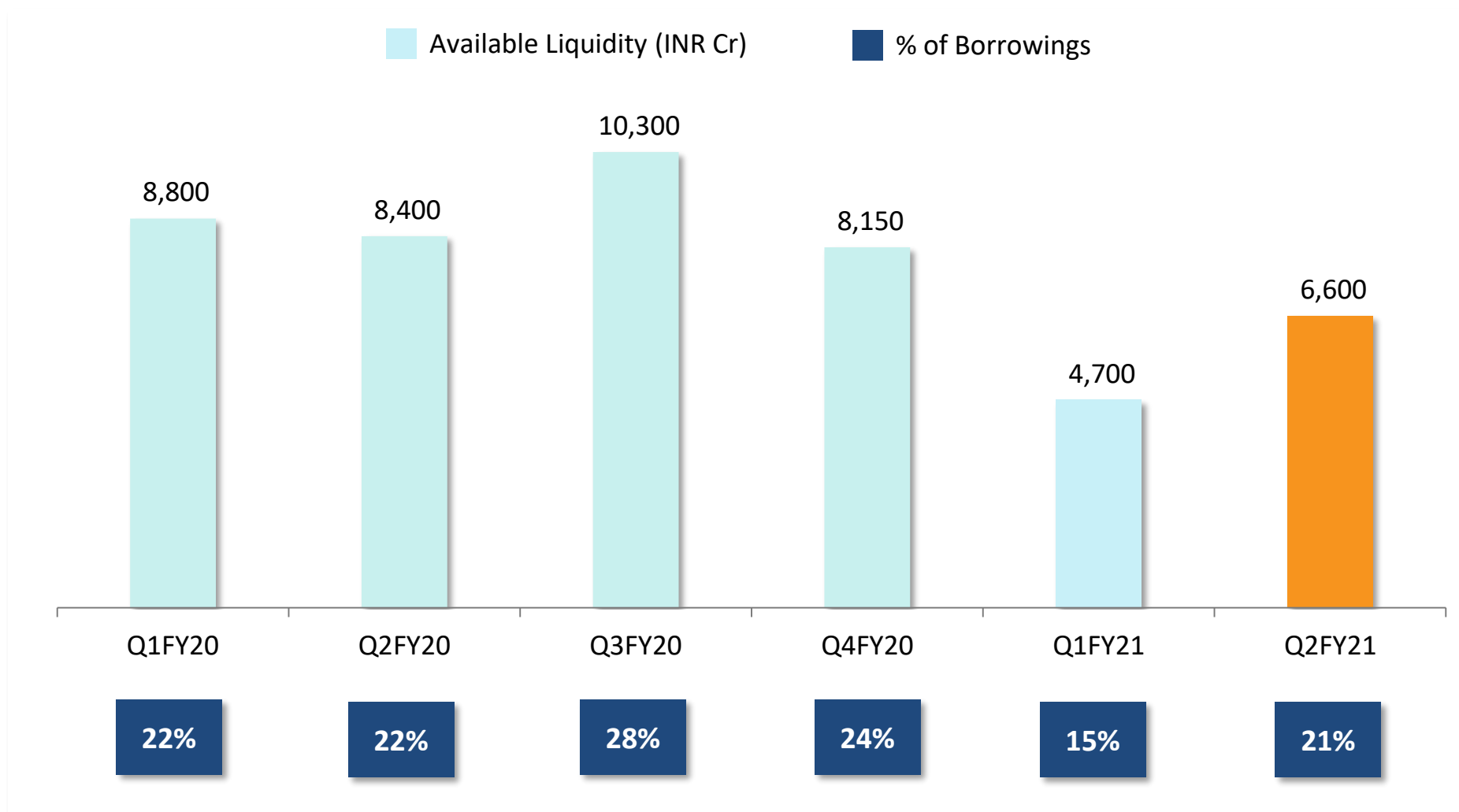
## Balance Sheet Highlights



**Edelweiss**  
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# Liquidity Position Has Improved



# Liquidity & Cash Flow Plan

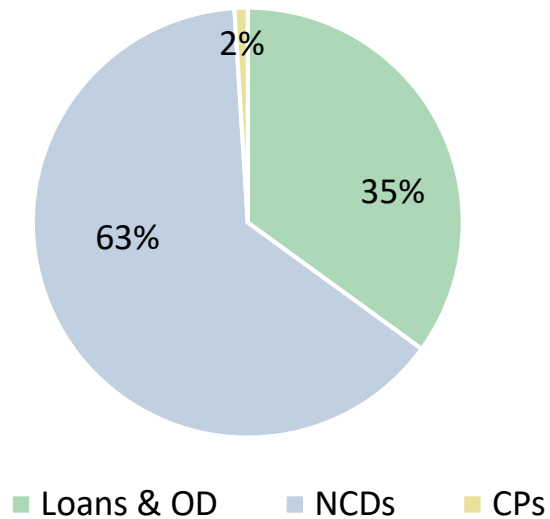


| Particulars (INR Cr)                       | Oct'20-Mar'21 | Apr'21-Sep'21 |
|--|---------------|---------------|
| <b>Opening Available Liquidity (A)</b>     | <b>6,600</b>  | <b>6,100</b>  |
| <b>Inflows</b>                             |               |               |
| Contractual Inflows                        | 3,600         | 3,300         |
| Covid-related impact                       | (600)         | -             |
| Fresh Borrowings                           | 2,500         | 2,500         |
| Asset Sell downs                           | 1,500         | 1,000         |
| <b>Total Inflows (B)</b>                   | <b>7,000</b>  | <b>6,800</b>  |
| <b>Outflows</b>                            |               |               |
| Repayments                                 | 5,700         | 5,300         |
| Disbursements                              | 1,800         | 2,100         |
| <b>Total Outflows (C)</b>                  | <b>7,500</b>  | <b>7,400</b>  |
| <b>Closing Available Liquidity (A+B-C)</b> | <b>6,100</b>  | <b>5,500</b>  |

# Borrowing Profile Is Well Diversified

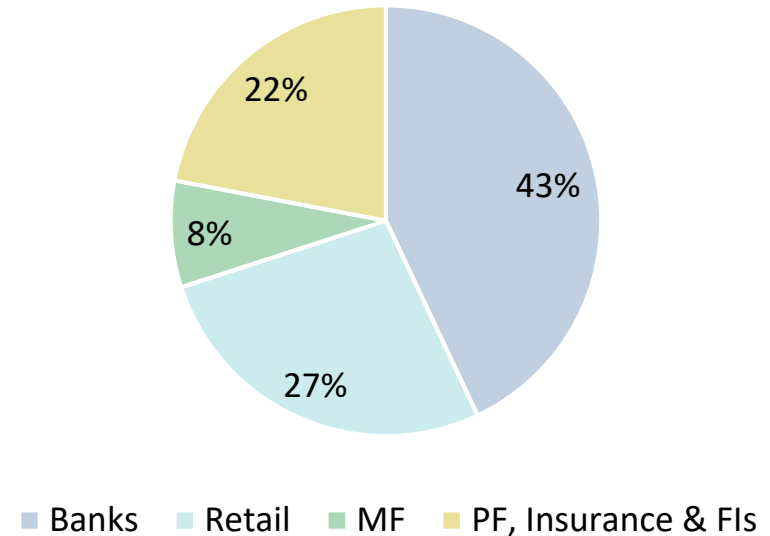


## Borrowing Profile by Instruments



INR 30,845 Cr

## Borrowing Profile by Source



INR 30,845 Cr

# Assets in each Tenor Range Adequately Cover Liabilities



| (INR Cr)    | Assets | Liabilities | Gap   |
|-------------|--------|-------------|-------|
| Upto 1 year | 17,500 | 15,000      | 2,500 |
| 1-3 years   | 16,600 | 15,000      | 1,600 |
| 3 years+    | 13,400 | 10,600      | 2,800 |

Total gap represents our equity base



**Organisation. Governance. Sustainability**



**Edelweiss**  
Ideas create, values protect

# Prudent Risk Management and Responsible Growth



**Enterprise risk management approach: 11 Risk Framework**

# 12 Member Board Comprises Majority of Independent Directors



**Mr. P N Venkatachalam**  
*Independent Director*

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



**Dr. Ashima Goyal**  
*Independent Director*

- Professor at Indira Gandhi Institute of Development Research
- Specialist in open economy macroeconomics, international finance, institutional and development economics
- Serves as a Part-time member of Economic Advisory Council to the Prime Minister



**Mr. K Chinniah**  
*Independent Director*

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



**Mr. Biswamohan Mahapatra**  
*Independent Director*

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



**Mr. Navtej S. Nandra**  
*Independent Director*

- 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. Ashok Kini**  
*Independent Director*

- Former Managing Director (National Banking Group) State Bank of India
- Served as an advisor to the Thorat Committee on Financial Inclusion at RBI
- 35 years of banking experience



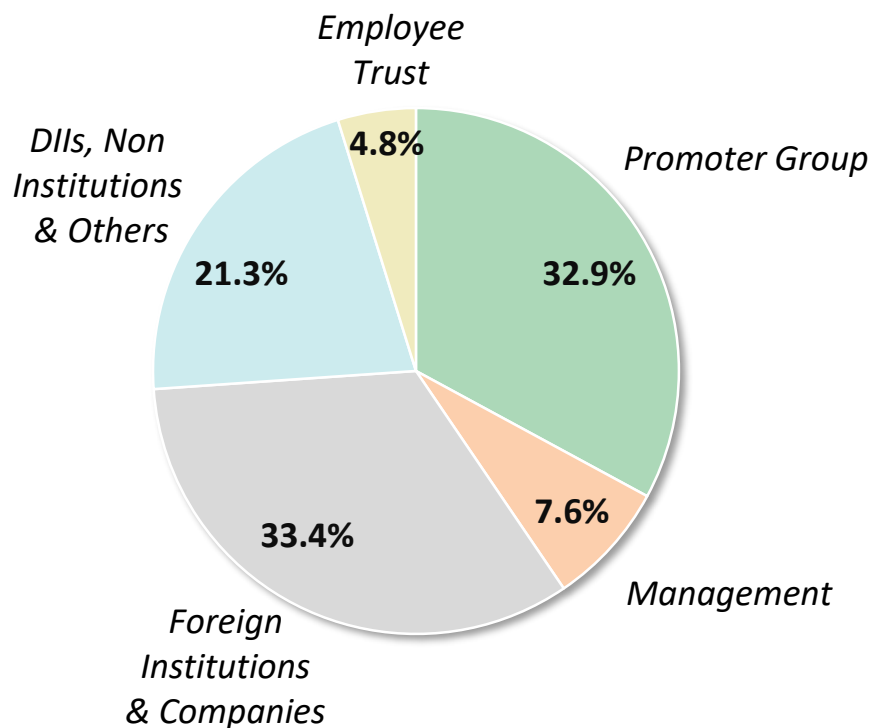
**Mr. Berjis Desai**  
*Independent Director*

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

# Significant Institutional Ownership



**Shareholding Pattern as on 30<sup>th</sup> Sept, 2020**



| Key Shareholders above 1% |                                      | Percent |
|---------------------------|--------------------------------------|---------|
| 1                         | Pabrai Investment Funds              | 6.0%    |
| 2                         | BIH SA                               | 5.2%    |
| 3                         | TIAA CREF funds                      | 3.4%    |
| 4                         | Wellington Management                | 3.1%    |
| 5                         | LIC                                  | 2.2%    |
| 6                         | Baron Asset Management               | 2.2%    |
| 7                         | HDFC AMC                             | 1.9%    |
| 8                         | Flowering Tree Investment Management | 1.5%    |
| 9                         | CDPQ                                 | 1.5%    |
| 10                        | Vanguard Group                       | 1.3%    |
| 11                        | Rakesh Jhunjunwala                   | 1.2%    |
| 12                        | UBS                                  | 1.1%    |
| 13                        | Barclays Wealth                      | 1.0%    |

**~45% owned by Edelweiss management and employees**



# Our Sustainability Efforts



**111** Districts  
across **14** States



**INR 54.74 Cr \***  
committed



**44**  
NGO Partners



**51**  
Co-funded Grants



**71**  
Active Grants

## EdelGive Foundation's commitment to Achieving the SDGs *(Cumulative till date)*

### Quality Education

**INR 8.6 Cr\***

**18.41 lakh** Children supported

**More than 69,000** Teaching professionals trained

**18,482** Schools

### Sustainable Livelihoods

**INR 23.69 Cr\***

**1,248** acres of irrigated land

**12,063** Individuals trained

**241** Watershed Structures Repaired/Built

**8** FPO/FPC Strengthened

### Women Empowerment

**INR 63 lakhs\***

**More than 1.70 lakh** women supported

**5,825** Grassroot leaders developed

### Employee Engagement

*(Cumulative till date)*



- ~ **80%** Edelweiss Employees Engaged
- ~ **40,400** Man-hours of volunteering
- **78** skilled volunteering projects

# EdelGive Funding Partners & Networks

|  |   |   |   |  |   |   |   |   |
|--|---|---|---|--|---|---|---|---|
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We have partnered with some of the largest Foundations, Corporates and HNIs through our innovative models focused on collaboration

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## NOTES:

- Slide 4,5 & 6 : Net worth is including MI and includes investment in equity convertible instrument by CDPQ of INR 1,040 Cr, Kora Management of INR 177 Cr and Sanaka Capital of INR 117 Cr
- Slide 4,6,11, 28,29,30 : Customer Assets, AUM and AUA are rounded off to nearest 100
- Slide 5 & 6 : Business Equity numbers are after inter company eliminations within respective businesses
- Slide 10 : ESOF II deployment is calculated as gross drawn down as a % of committed capital
- Slide 14 & 32 : EAAA numbers represent consolidated numbers of Edelweiss Alternative Assets Advisors Limited, EAAA LLC, Edelweiss Alternative Assets Advisors Pte.Limited
- Slide 14 : PAT numbers are after inter company eliminations within respective businesses
- Slide 18,41 & 43 : Borrowings are excluding CBLO & CCDs & excludes accrued interest
- Slide 22 & 23 : Equity includes CDPQ investment of INR 1,040 Cr in CCD
- Slide 23,25&26 : NNPA is calculated as per Honorable SC order of NPA classification
- Slide 23 & 26 : Calculated NIM is normalized after excluding one-offs for the quarter
- Slide 28 & 30 : Equity includes Kora Management and Sanaka Capital investment of INR 294 Cr in equity convertible instrument
- Slide 31 & 32 : AUA are rounded off to nearest 100
- Slide 35 & 37 : Source for growth calculation is Life Insurance Council
- Slide 35: 13th Month Overall Persistency (on Premium Basis) includes policies issued from Apr to Aug 2019; EV is calculated on market consistent basis; Policyholder's AUM is calculated in accordance with Ind AS
- Slide 39 : Source: General Insurance Council and Market Information
- Slide 41 & 42 : Available Liquidity is calculated as on balance sheet liquidity, liquid able assets and undrawn bank lines
- Slide 42 : Numbers are based on management estimates and rounded off to nearest 100
- Slide 44 : Numbers are based on management estimates & 3 years+ liabilities exclude Equity; Assets and Liabilities do not include insurance and client funds in broking
- Slide 48 : Key institutional shareholders: Holding of known affiliates have been clubbed together for the purpose of this information