

EW/Sec/2020/129

July 4, 2020

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 on Earnings Updates for the year ended March 31, 2020.

Kindly take the same on record.

Thanking you,

For Edelweiss Financial Services Limited

B. Renganathan

Executive Vice President & Company Secretary

Encl: a/a



Edelweiss Financial Services Limited

Q4FY20 & FY20 Earnings Update





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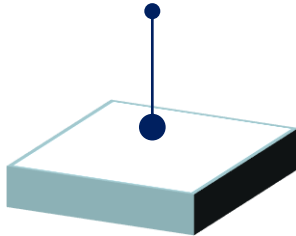
FY20 Overview

FY20 Overview



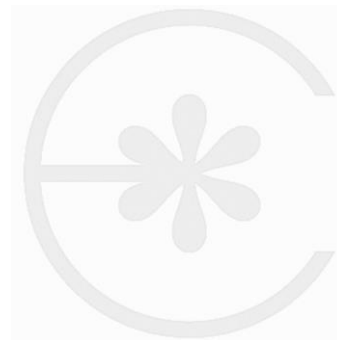
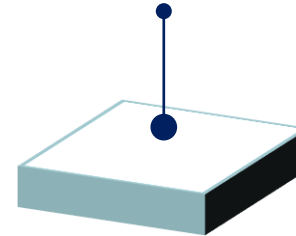
Net Worth

INR 8,541 Cr



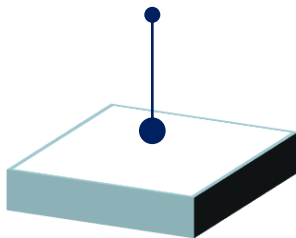
Liquidity

INR 8,150 Cr



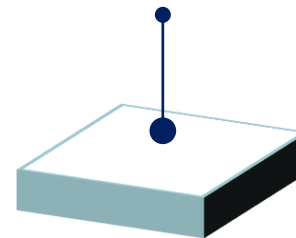
Customer Assets

INR 2,07,700 Cr



BVPS

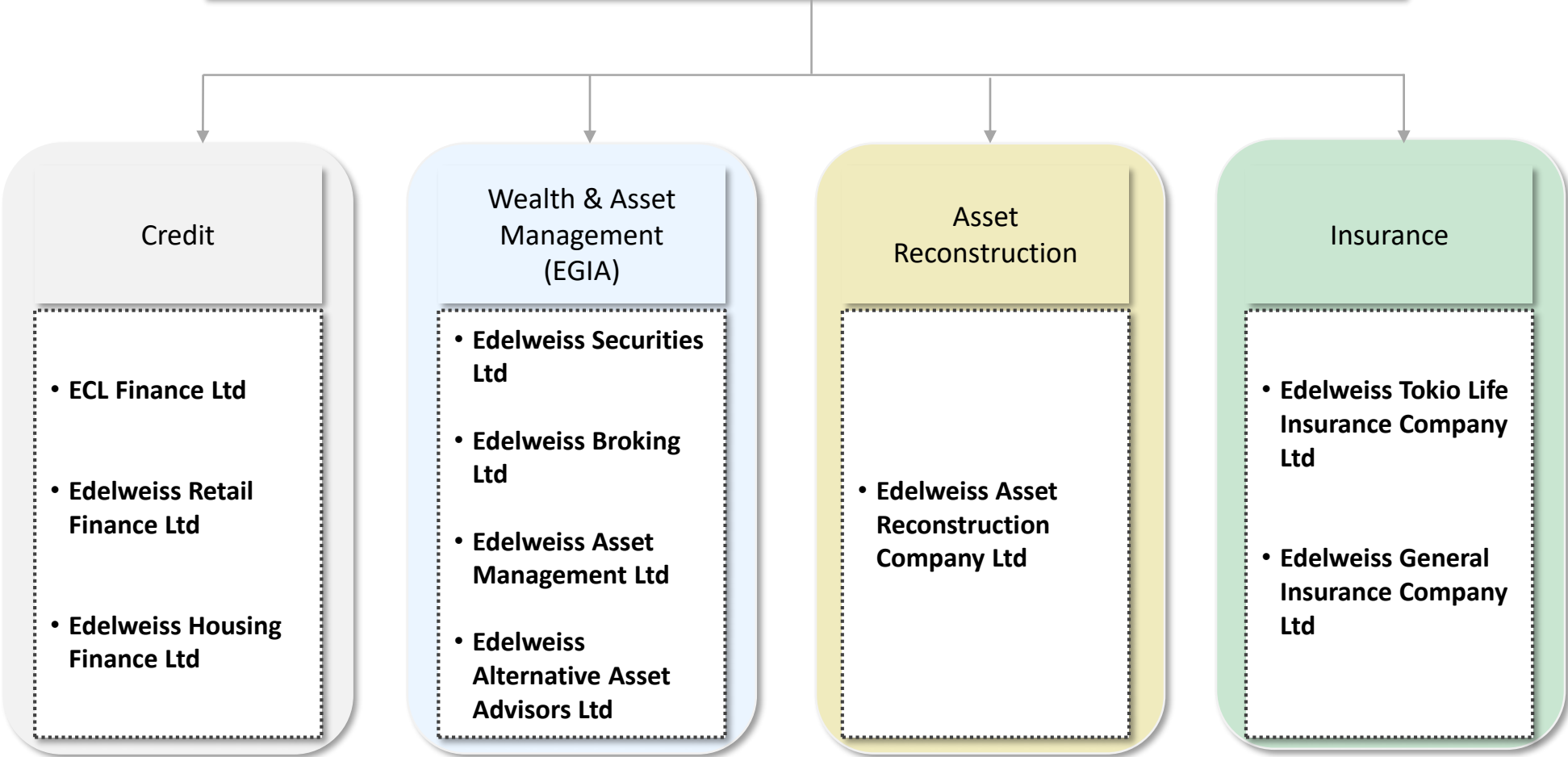
INR 69



Diversified Business Model Across Ten Key Entities..



Edelweiss Financial Services Ltd



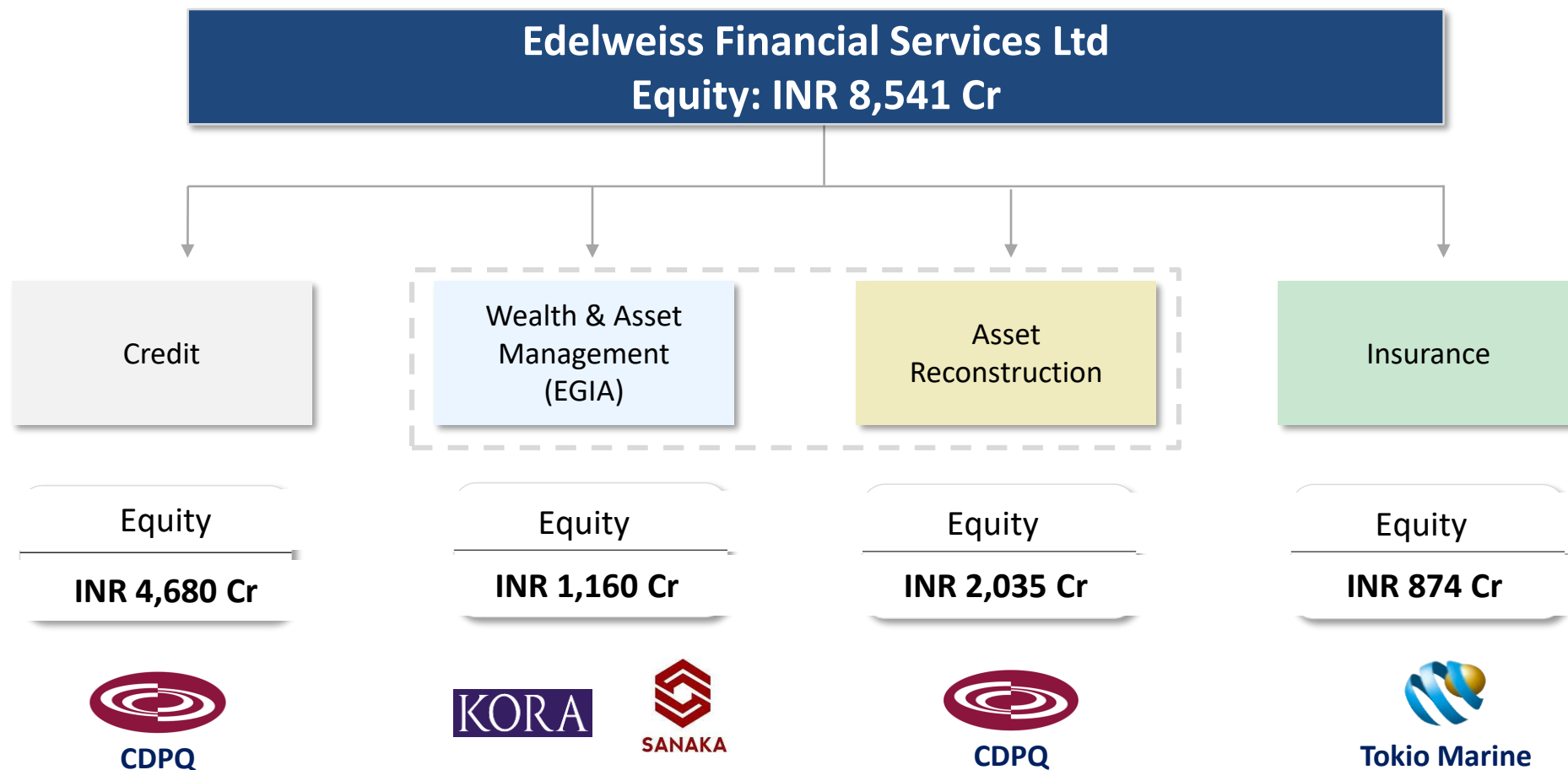
..And Four Businesses



FY20	% share in Net Revenue	% share in Headcount
Credit	32%	22%
Wealth & Asset Management	28%	31%
Asset Reconstruction	10%	2%
Insurance	30%	45%

Wealth & Asset Management and ARC together use just ~1/3rd of total capital but constitute 38% of our revenues and 33% of our headcount

Our Businesses Are Well Capitalized



Strong partners, independent operations and ring-fenced governance

FY20 Financial Snapshot



Consolidated (INR Cr)	9MFY20	Q4FY20	FY20
Revenue	7,637	1,966	9,603
Interest Cost	3,638	1,155	4,793
Net Revenue	3,999	811	4,810
Expenses	2,624	1,080	3,705
Impairment	1,013	2,549 ¹	3,562 ¹
PBT	362	(2,819)	(2,457)
PAT	200	(2,245)	(2,045)
Equity	10,163	8,541	8,541

¹ Including Covid-related impairment of ~INR 900 Cr
PAT is excluding MI

Strong, Consistent Traction in Fee Income



INR Cr	Q1FY20	Q2FY20	Q3FY20	Q4FY20	FY20
Wealth And Asset Management Fee Income	281	251	275	288	1,095
ARC Fee Income	199	216	213	176	804
Total Fee Income	480	467	488	464	1,899

Maintained a run-rate of ~INR 500 Cr per quarter on fee income

Maintained Adequate Liquidity



% of Borrowings



Available liquidity (INR Cr)

4,000

5,800

10,600

10,100

8,150

More Than Adequate Capitalization Across Entities..



Entity	Equity (INR Cr)	Metric	Value
ECL Finance Ltd	3,518	CAPAD	21.0%
Edelweiss Retail Finance Ltd	463		29.4%
Edelweiss Housing Finance Ltd	769		28.6%

Wealth & Asset Management	1,160	Annual Fee Income	INR 1,000+ Cr
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Edelweiss Asset Reconstruction Company Ltd	2,035	CAPAD	32.5%
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Edelweiss Tokio Life Insurance Ltd	749	Solvency Ratio	232%
Edelweiss General Insurance Company Ltd	125		236%

..Despite taking conservative impairment on assets



Covid Impact Management



Edelweiss
Ideas create, values protect

Covid - Impact on Business



Digital operating model enabled seamless BAU during lockdown in our businesses

Credit

Impact on liquidity, asset quality and growth; Continues to be well-capitalized

Wealth & Asset Management

Fee revenue, Net New Money and number of customers continued to grow in last three months

ARC

Fee income remains robust with strong pipeline visibility

Insurance

Digitally enabled LI & GI outperformed the industry to remain amongst the fastest growing

Covid - Impact on Liquidity



INR Cr

Covid Impact in H1FY21	4,000	
Mitigated by..		
<i>LTRO</i>	<i>1,000</i>	Already closed
<i>Bank Lines under PCG</i>	<i>1,000</i>	Based on on-going discussions
<i>Additional Asset Sales</i>	<i>1,000</i>	Based on on-going discussions
<i>Drawn from Reserve</i>	<i>1,000</i>	

Covid - Impact on Asset Quality



INR Cr

Credit	~500
ARC	~200
Impairment on investments	~200
Total Covid Impact	~900

~INR 900 Cr solely for Covid-related impairment taken in advance in Q4FY20



Key Highlights – Q4FY20

Revised Expected Credit Loss Model



Reviewed and revised our Expected Credit Loss model internally as announced in Q3FY20 taking into account changes in the market environment

Commissioned an independent review by a reputed international consulting firm on our wholesale portfolio

Revision of model gave a pre-Covid impairment on portfolio of ~INR 1,200 Cr

Adopted Conservative Stance On Q4 Impairments



INR Cr

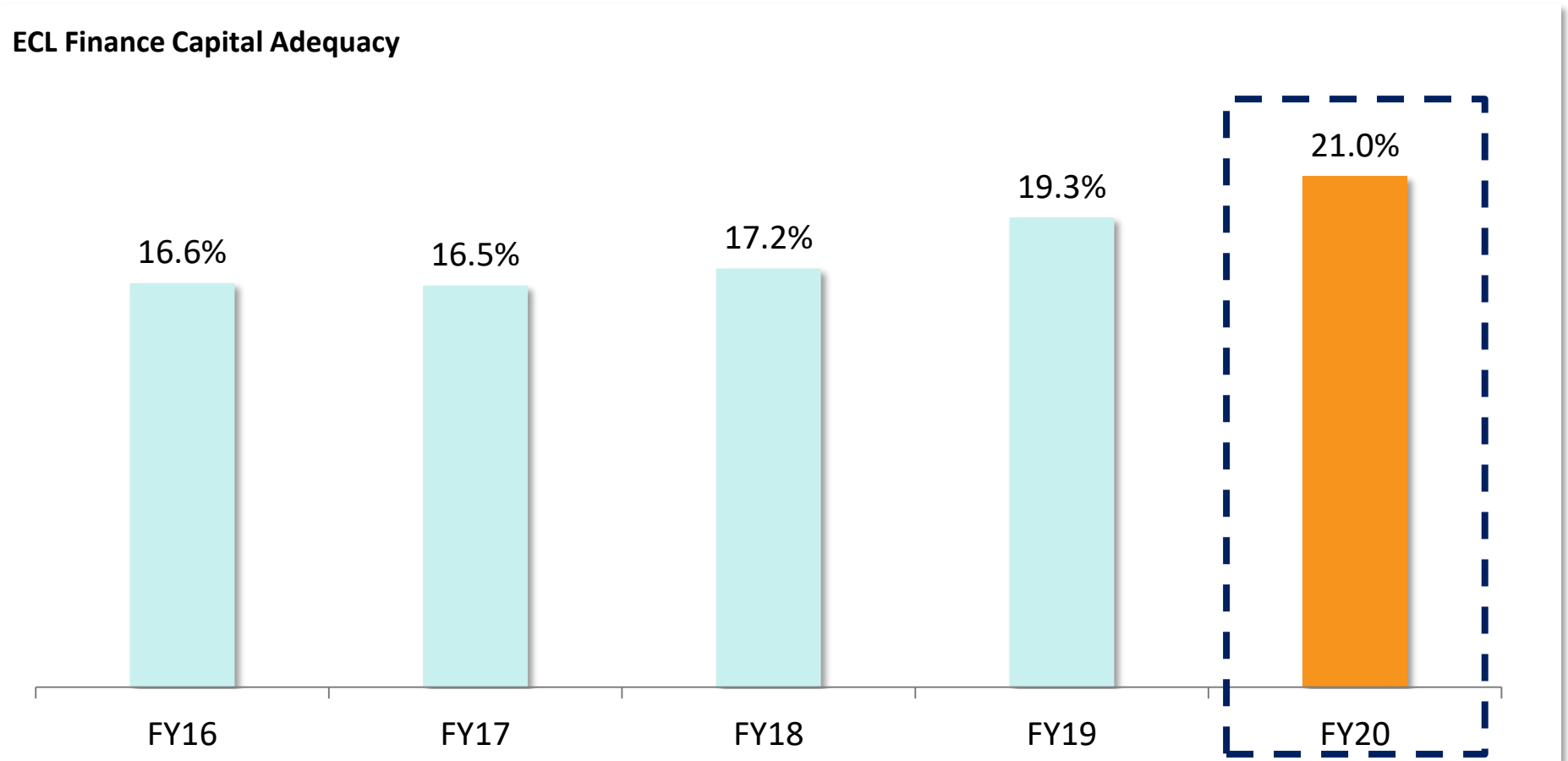
Estimated impairment after revision of Expected Credit Loss model	~ 1,200
Additional impairment taken to facilitate sell-down	~ 500
Impairment taken on account of Covid	~ 900

Wholesale Portfolio Scale Down Continues To Be Area Of Focus



- 1 ECL Finance's wholesale loan book has come down by 43% from peak
- 2 This has been enabled by organic repayments as well as asset sell-down transactions like the RE completion financing platform with Meritz
- 3 We have also recently finalised a sell-down transaction of INR 4,000 Cr with two global investors
- 4 We intend to sell-down another INR 3,000 Cr of wholesale portfolio in FY21

Strong Capital Adequacy Even After Q4 Impairments



Capital adequacy supported by reduction in Credit book of ~INR 11,000 Cr in last 12 months



Plan Going Forward

Consolidation and Strengthening In FY21 Through..



1 Active Covid Impact Management

2 Equity Capital Raise

3 Capital Re-allocation

4 Enhancing Productivity and Efficiencies

Covid Impact Management Will Be Key In Near Term



Liquidity

- Intensified customer connect to manage moratorium impact
- Working with banks for funding under LTRO, PCG and other liquidity mechanisms

Asset Quality

- Focused on minimizing incremental Covid related slippage through active portfolio management
- Ramped up collection efforts significantly

Proposed Equity Capital Raise



In talks to raise INR 1,000 – 1,500 Cr
of equity capital in Wealth & Asset Management (EGIA)

Expect to finalise in the next six to eight weeks

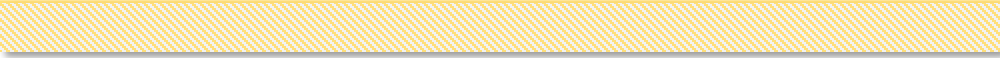
Board approval in place to raise equity, if required,
of ~INR 1,000 - 1,500 Cr in EFSL

Expect to raise INR 1,500 – 2,000 Cr of total equity capital in FY21

Capital Re-allocation



Transformation to capital-light credit model will release equity progressively through FY21 and FY22



Will prioritize capital allocation, as required, to growth businesses



Focus On Productivity And Efficiency



Cost rationalization across businesses – expect to achieve efficiencies of 18-20% this year



Leverage technology as businesses become more retail-oriented



Simplification continues, streamlining structures and processes



Business Highlights



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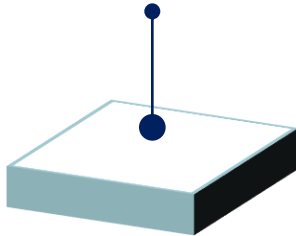
ECL Finance Ltd

ECL Finance At A Glance: FY20



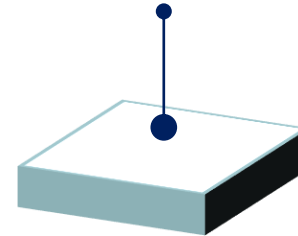
Net Worth

INR 3,518 Cr



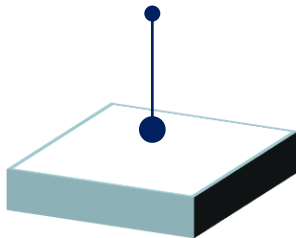
Loan Book

INR 13,388 Cr



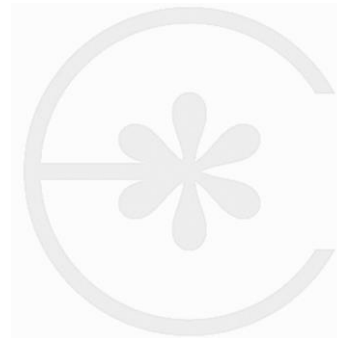
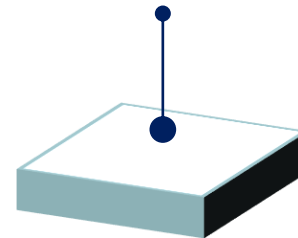
Liquidity

INR 5,050 Cr



CAPAD

21.0%



ECL Finance has ~40% of the book in retail credit assets

Business Performance Snapshot



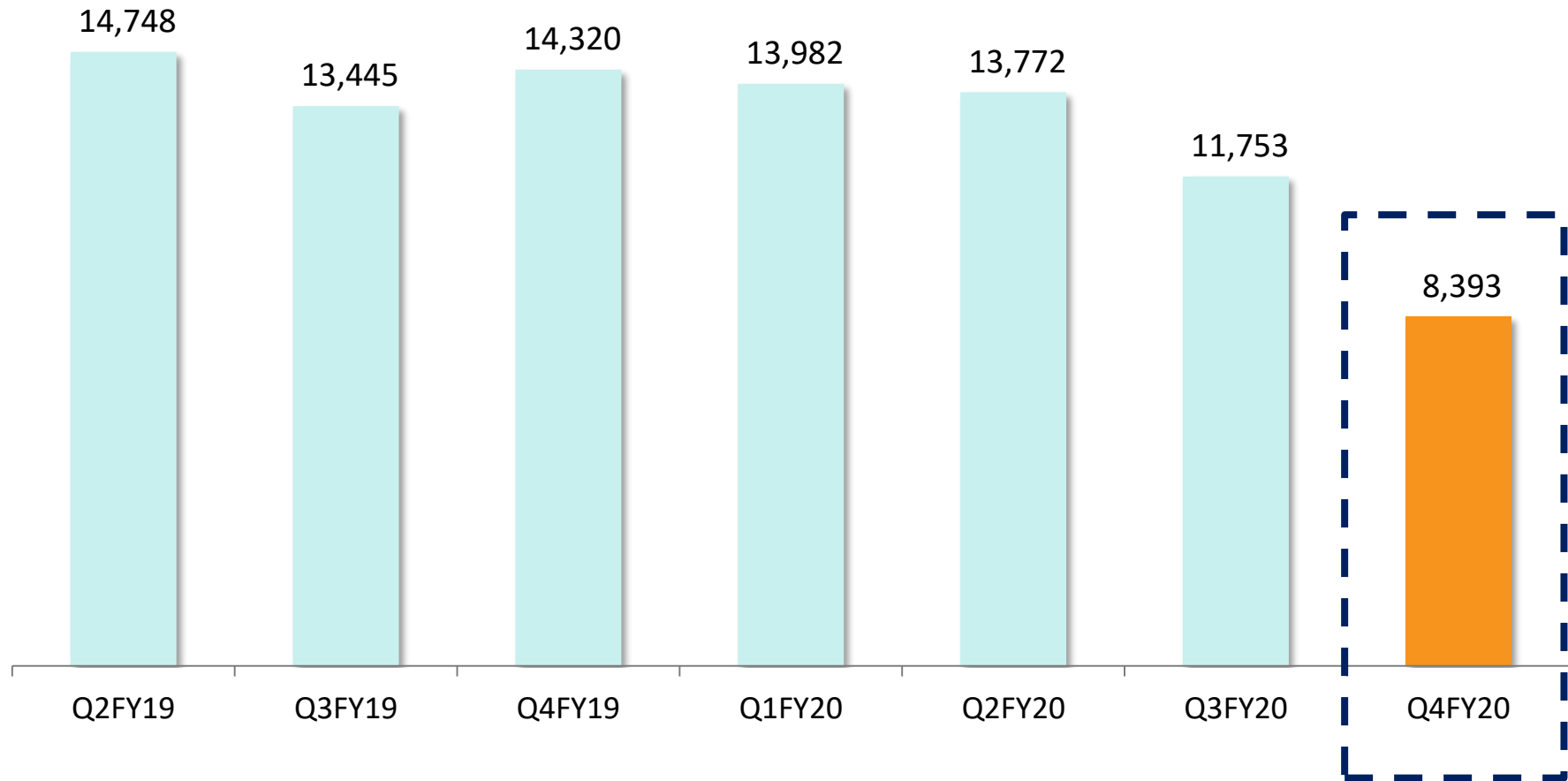
FY20 (INR Cr)	ECL Finance
EOP Loan Book	13,388
EOP Equity	3,518
Net Revenue	1,191
Operating Expenses	623
Credit Costs	2,335
Profit After Tax	(1,414)

Net Interest Margin	5.2%
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GNPA	3.8%
Total provision cover	143%

Reducing Wholesale Assets

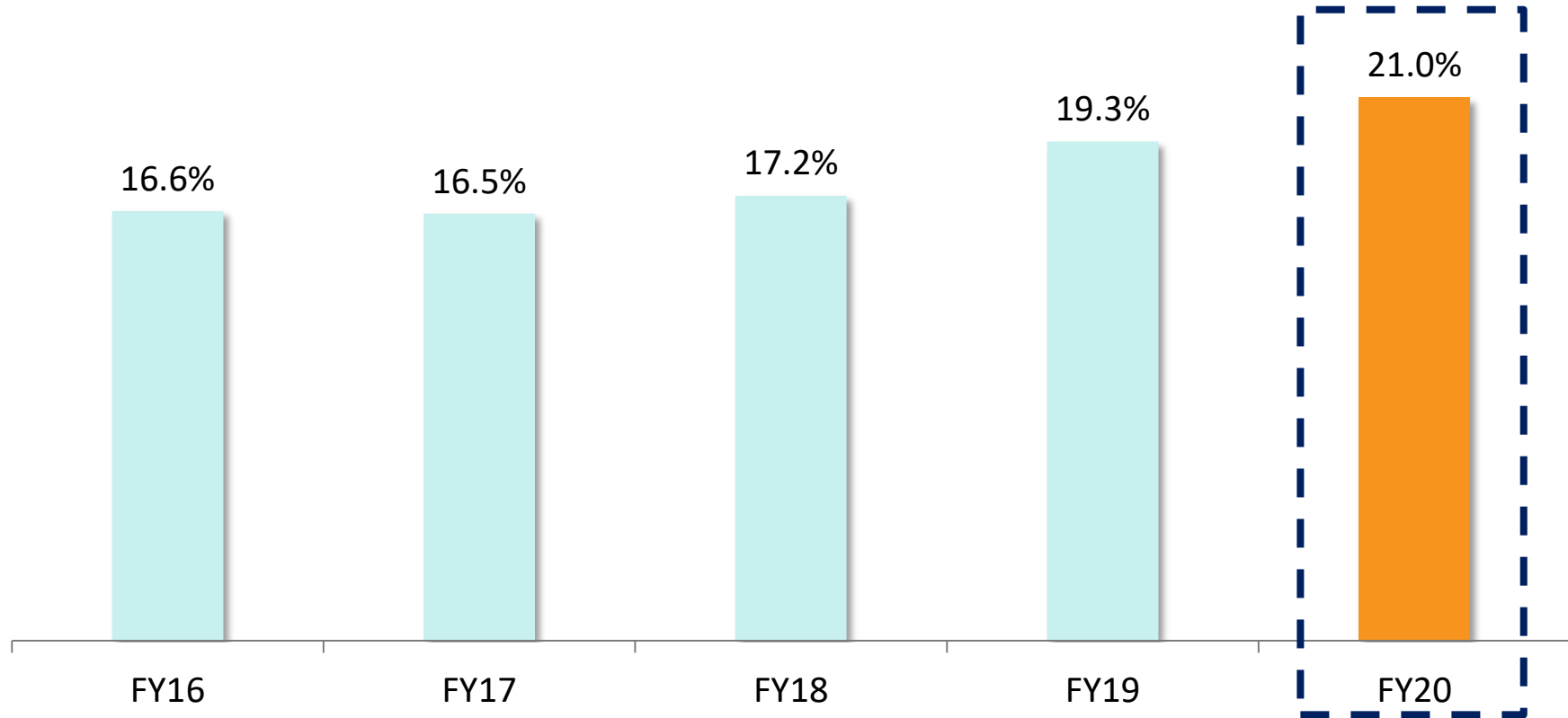
ECL Finance Wholesale Loan Book (INR Cr)



Improved Capital Adequacy Even After Q4 Impairments

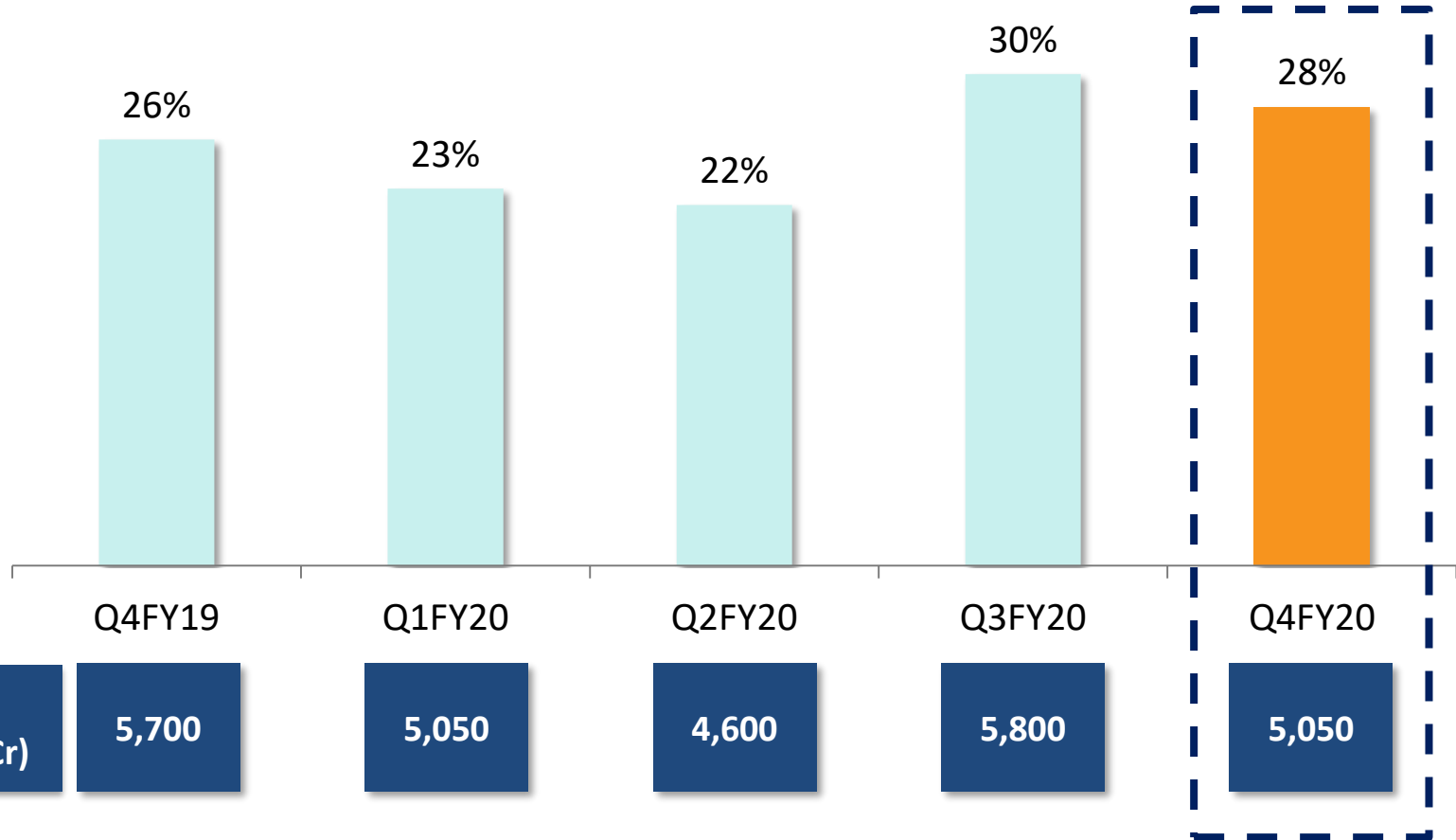


ECL Finance Capital Adequacy



Adequate Liquidity Maintained Throughout FY20

% of Borrowings



FY21 Priorities



Retail Credit

Capital Light Model

- Prioritizing existing customers and helping them navigate the post Covid scenario
- Use lockdown experience to improve cost efficiencies and productivity
- Focus on completing buildout of tech & analytics led platform
- Collaboration with Banks – Co-lending, On-lending and Securitization

Corporate Credit

Expedite Sell-Down, release equity

- Maintain adequate liquidity until the sell-down is complete
- Preserve Asset Quality - Working closely with customers and monitoring cashflows



Edelweiss Retail Finance Ltd (ERFL)
Edelweiss Housing Finance Ltd (EHFL)

FY20 At A Glance



Edelweiss Retail Finance Limited

Net Worth

INR 463 Cr

Loan Book

INR 1,391 Cr

Capital Adequacy

29.4%

Edelweiss Housing Finance Limited

Net Worth

INR 769 Cr

Loan Book

INR 4,326 Cr

Capital Adequacy

28.6%

Business Performance Snapshot



FY20 (INR Cr)	ERFL	EHFL
EOP Loan Book	1,391	4,326
EOP Equity	463	769
Net Revenue	115	188
Operating Expenses	38	149
Credit Costs	73	41
Profit After Tax	1	2
Net Interest Margin	7.0%	3.8%
GNPA	2.4%	1.7%
Total Provision Cover	129%	54%

Cover provided by provisions and collateral are adequate and monitored closely



Wealth & Asset Management (EGIA)

Wealth & Asset Management Overview



Edelweiss Global Investment Advisors (EGIA)

Wealth Management

AuA : INR 1,13,700 Cr

- Managed Products
- Fixed Income & Equities
- Advisory & Issuer Services
- Succession & Estate Planning

Asset Management

Total AUM: INR 50,800 Cr
Private Credit AUM: INR 21,700 Cr

- Alternative Asset Management
- Mutual Fund

Wealth & Asset Management – At A Glance

FY20



NET WORTH
INR 1,160 Cr



GROSS REVENUE
INR 1,507 Cr



Profit After Tax
INR 185 Cr



of Wealth Clients
~5,75,000+



of Wealth RMs
835



*Edelweiss Mobile
Trader App rating
and downloads*
**4.6 ★ & 1M+
downloads**

A highly profitable and scalable business model

Strong Fee-Based Revenue Stream

Fee-Based revenues trend last 4 quarters

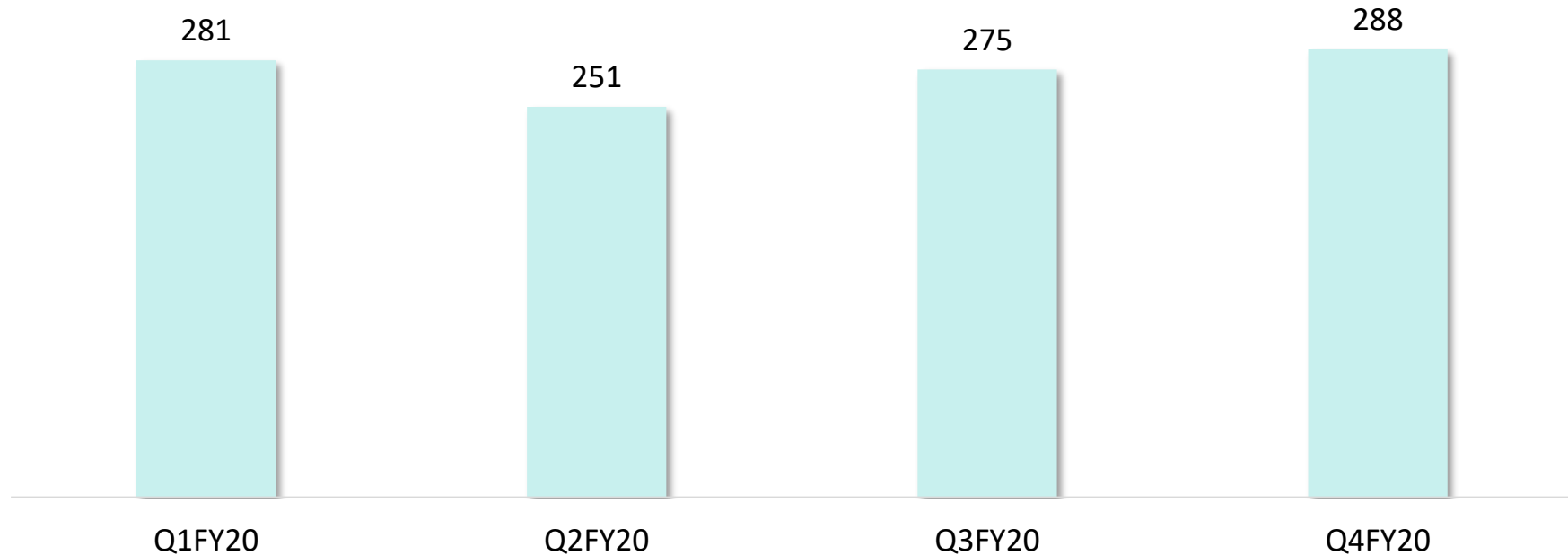
(INR Cr)



*Consistent fee-based revenue of
~INR 275 Cr every quarter in FY20*



Cost to income for FY20: 76%



Our business enjoys a high operating leverage

Scale Established Across Segments In The Last Five Years

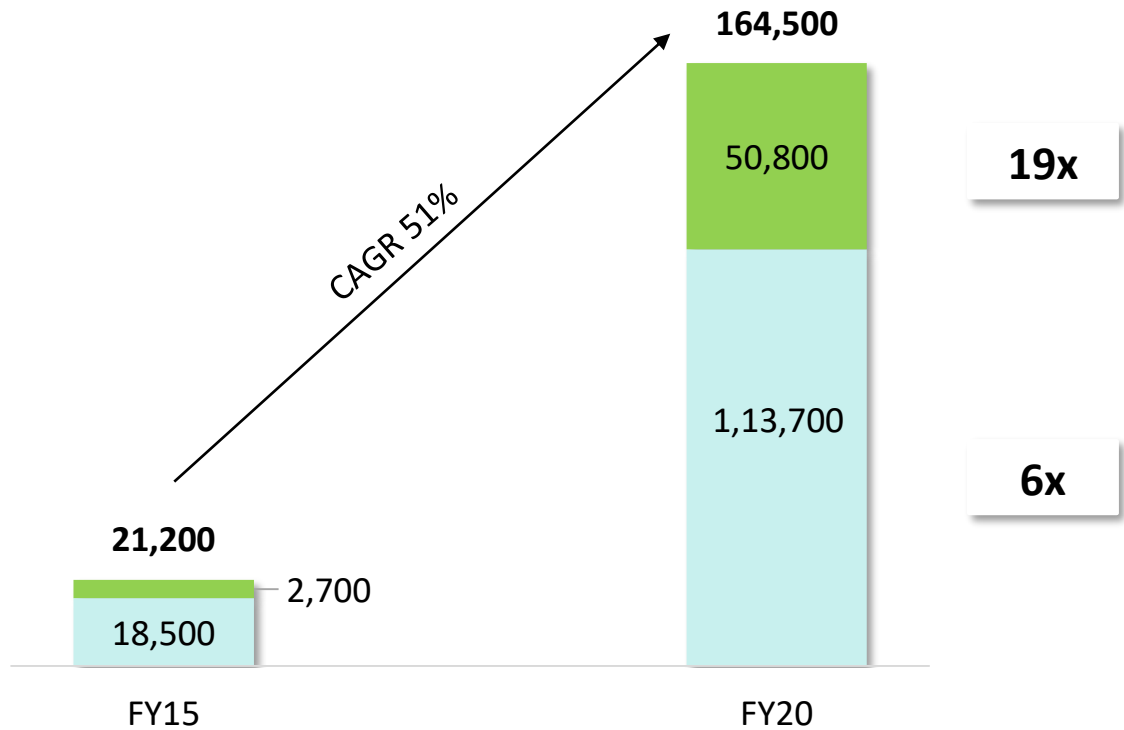


Customer Assets

(INR Cr)

■ WM AUA

■ AM AUM



No. of clients (Mar 20)

~2,425

Ultra High Net Worth Individuals

~5,75,000





Affluent Individuals

~3,31,500

Retail & HNI MF folios

Customer Asset growth of ~8x in five years

Strong Improvement In Market Position

	FY15	FY20
Wealth Management Industry Rank	# 10	 # 2
Alternative Assets Industry Rank	N/A	 # 1
AMC Industry Rank	# 36	 # 17
Institutional Equities Market Share	4.6%	 5.3%

Business Performance Snapshot



FY20 (INR Cr)	Total	Wealth Management	Asset Management
EOP Equity	1,160	987	173
Gross Revenues	1,507	1,194	312
Net Revenues	1,158	861	298
Operating costs	882	606	276
Profit before tax	276	254	22
Profit after tax	185	162	22
RoE	23%	26%	14%

Customer Assets

AUA
1,13,700

Assets under Management
50,800

Customers trust our advice and our asset management in times of volatility

FY21 Priorities for EGIA



Wealth Management

Focus on creating a clear leadership position in Wealth Management

- Continue to invest in building a strong affluent distribution platform
- Pursue dominance by using technology aggressively
- Continue to align organization to client segments

Asset Management

Maintain leadership position in Alternatives

- Best in class governance standards
- Strengthen fund-raising capabilities and established global LP relationships
- Ongoing ESOF III fund raise with commitments of \$465m already (global large insurance/pension funds); Final close \$900m target
- Launched Bharat Bond ETF 2



Edelweiss Asset Reconstruction Company Ltd (EARC)



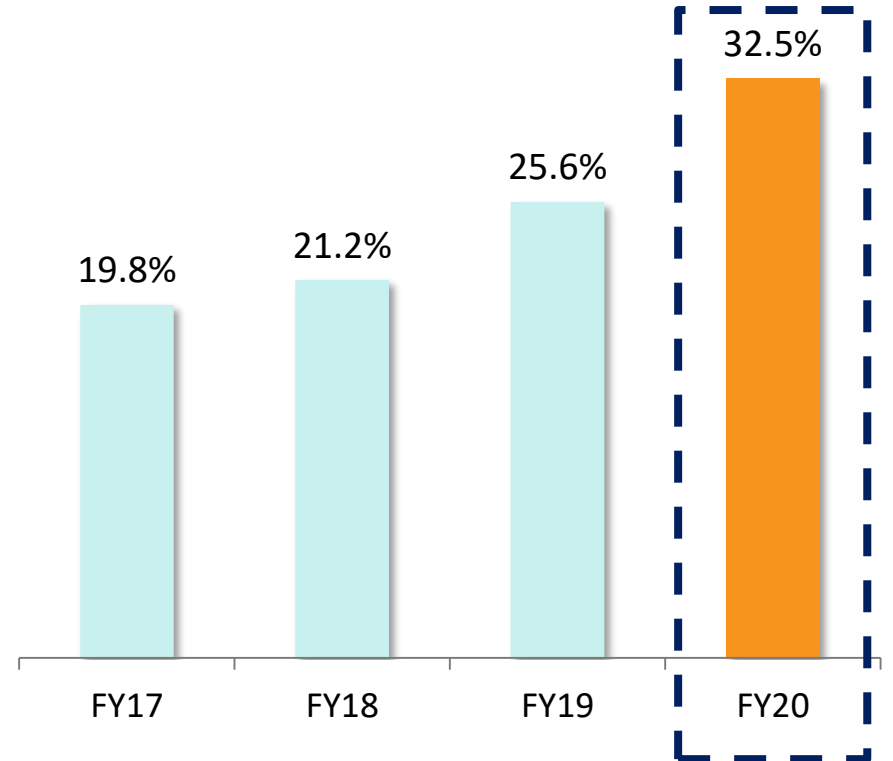
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Strong, well capitalized Balance Sheet

EARC Capital Structure as on 31st March, 2020
(INR Cr)

Equity	2,035
General Borrowings	2,836
Asset Specific Borrowings <i>(repayment linked to recoveries)</i>	1,539
Cash & Bank	647

Strong Capital Adequacy



Consistent market leader with a strong balance sheet

Steady Fee Income Anchors Profitability



INR Cr	FY18	FY19	FY20
Management Fee Income	781	867	804
Incentive and Gain on SRs	(41)	445	287
Interest & Other Income	29	55	75
Total Income	769	1,367	1,166
Management Fee/ Total Income	102%	63%	69%
Management Fee as a % of AUM	1.9%	1.9%	1.8%

Sizeable management fee at 1.8% - 1.9% p.a. on assets

Recoveries of INR 20,850 Cr in 3 Years

INR Cr	Total recovery	No. of Accounts with recovery
FY 18	2,574	227
FY 19	7,019	232
FY 20	11,257	191

Recoveries are robust and contributed by a large number of accounts

Business Performance Snapshot

INR Cr	FY20
AUM	43,188
EOP Capital Employed	5,407
EOP Equity	2,035
Total Revenue	1,174
Net Revenue	433
Operating Costs	80
PAT (pre MI)	306
PAT (post MI)	185
RoA	5.1%
RoE	16.5%

High RoA business; Growth potential driven by a strong pipeline



Edelweiss Tokio Life Insurance Company Ltd (ETLI)

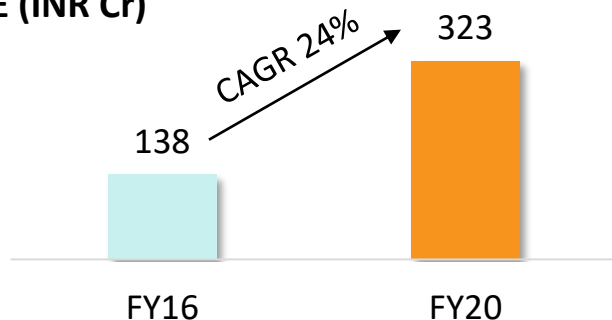


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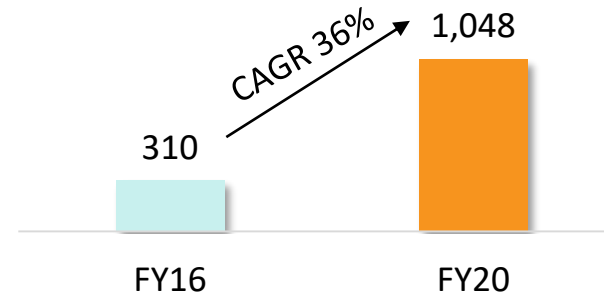
Business Snapshot



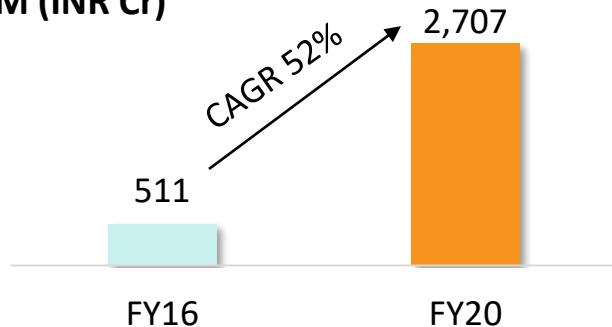
APE (INR Cr)



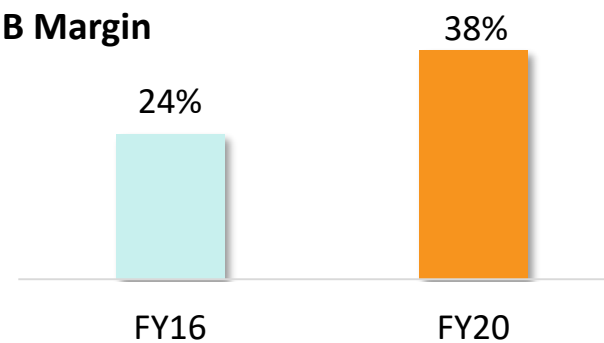
Gross Premium (INR Cr)



AUM (INR Cr)



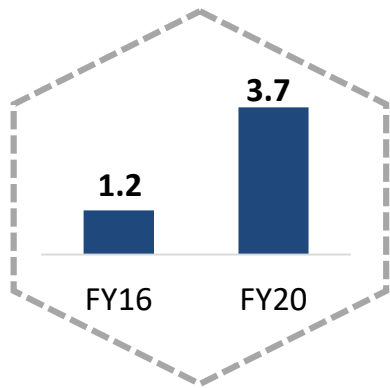
VNB Margin



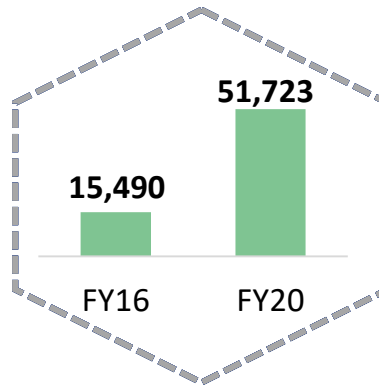
Focus Areas for Long Term Value Creation

- Scale & Reach
- High Quality Franchise
- Digital sales model

Long Term Value Creation – Scale and Reach



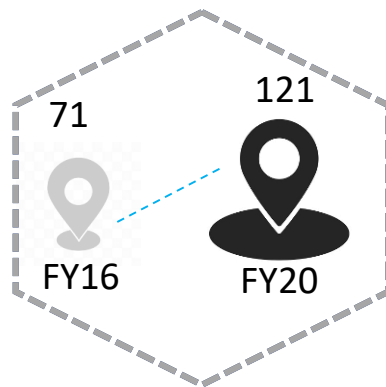
No of Customers
(in lacs)



Agents



Banca Partners



Branches

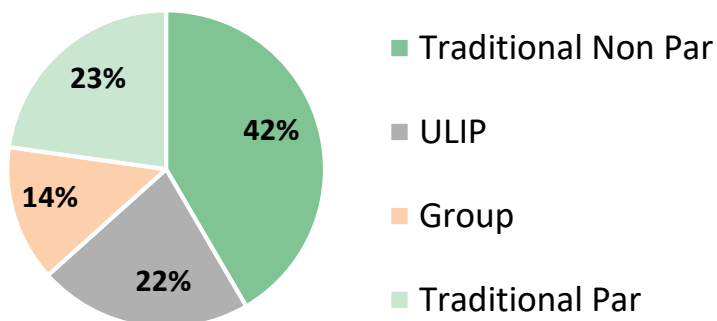
Strong **distribution network** of 2,000+ point of sale

Distribution Partners

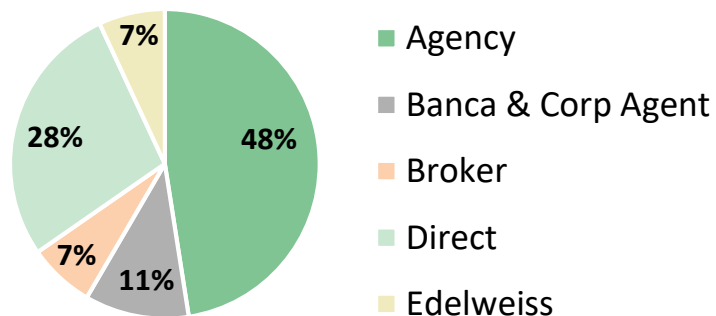
Long Term Value Creation – High Quality Franchise



Product Mix - FY20



Channel Mix – FY20



Solvency FY20

232%

13th Month Persistency FY20

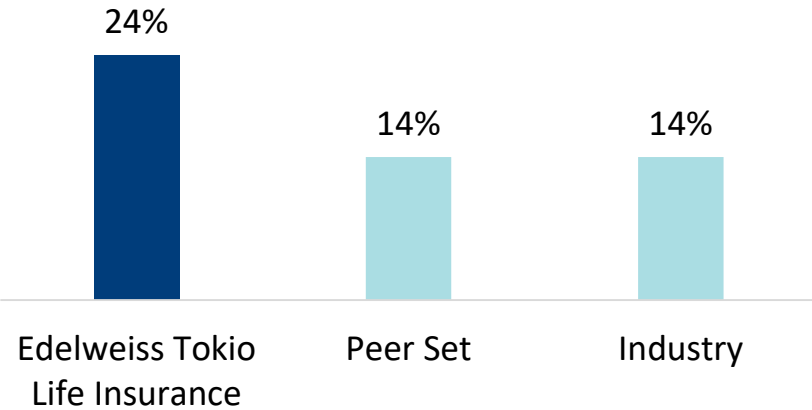
78%

Embedded Value at INR 1,336 Cr as on 31st March, 2020

Among the Fastest Growing in the Industry

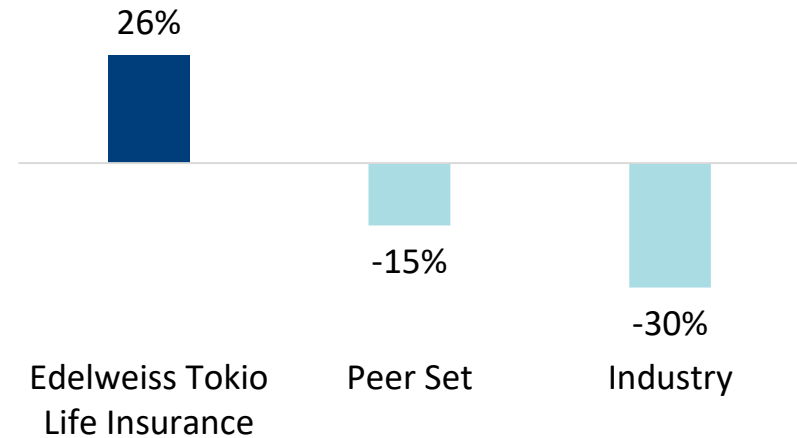
APE CAGR FY16-20 vs Industry

Collected Individual APE



Covid19: Outlier during lockdown vs Industry

Collected Individual APE : Apr and May'20



- India Insurance Summit & Awards 2020 – Product Innovation Company of the Year
- Training processes certified with ISO 21001:2018 – First in the BFSI sector
- Outperformed industry with 26% growth in individual APE and 42% in individual NOP over May 19 YTD by :
 - *Enabling digital sales process even before the lockdown*
 - *Providing over 3 lakh hours of digital sales training in the months of March-May'20*



Edelweiss General Insurance Company Ltd (EGIC)

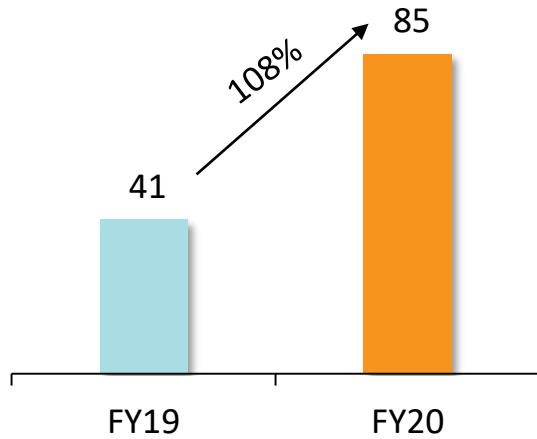


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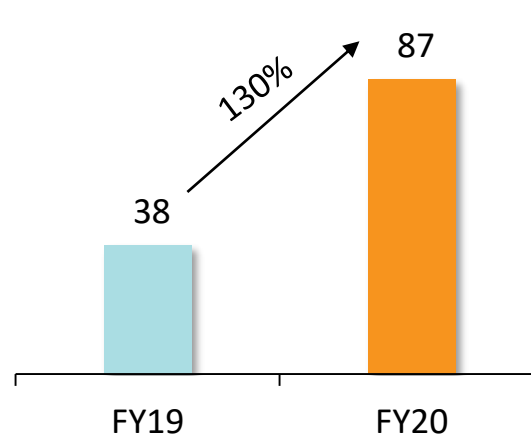
Business Snapshot



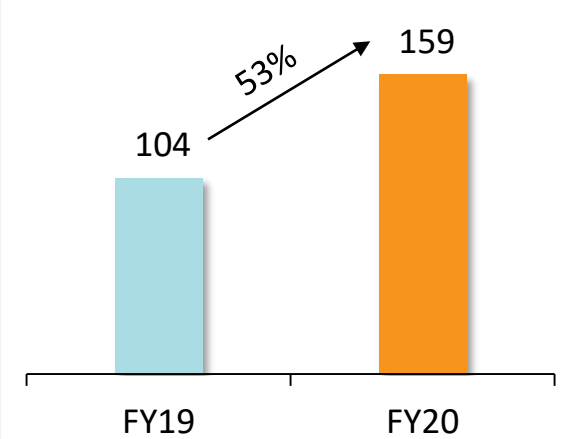
No of Policies in '000s



No of Customers in '000s



GWP (INR Cr)



Focus Areas for Long Term Value Creation :

- Digital-First new-age company
- Innovative products catering to unmet customer needs
- Onboard strategic partner

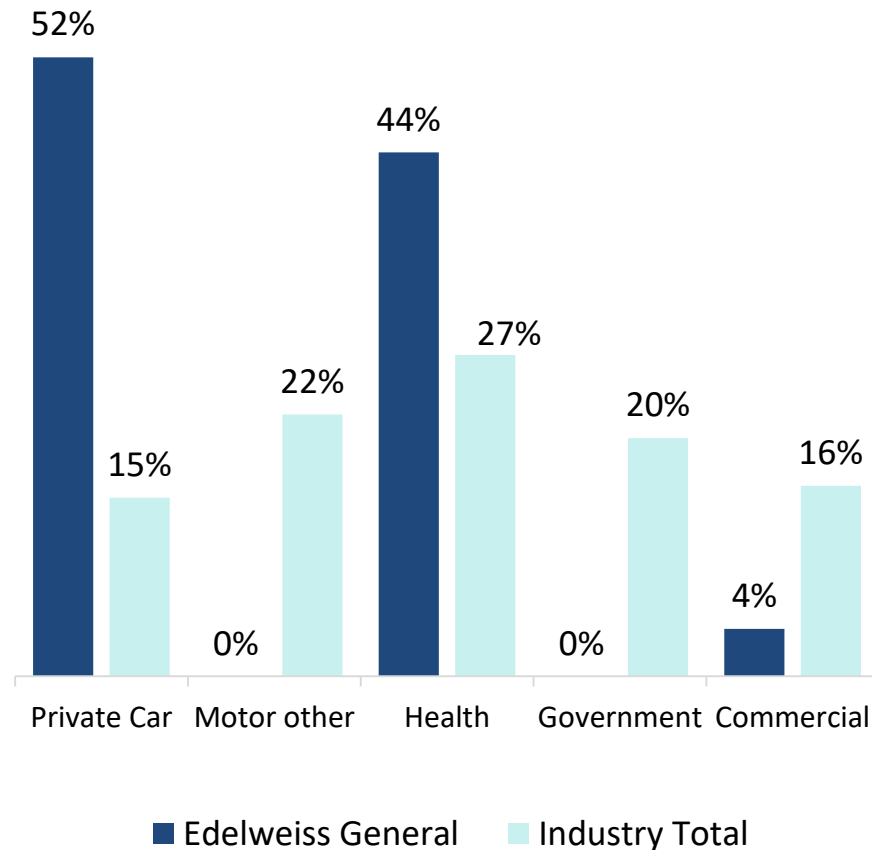
Solvency ratio for FY20 at 236% well above regulatory requirement

Focused on Profitable Segments and Diversified Distribution

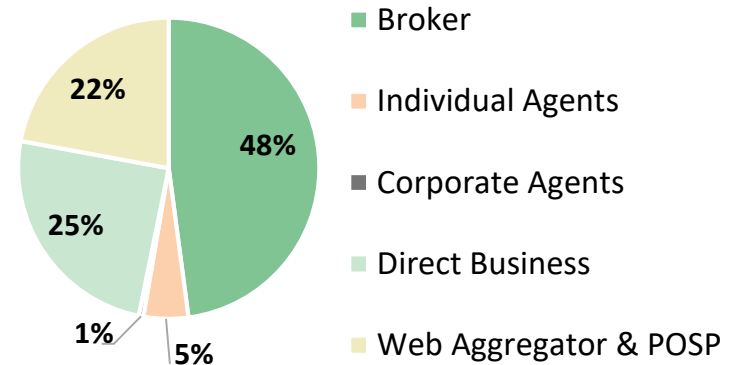


Focus on Developing Retail

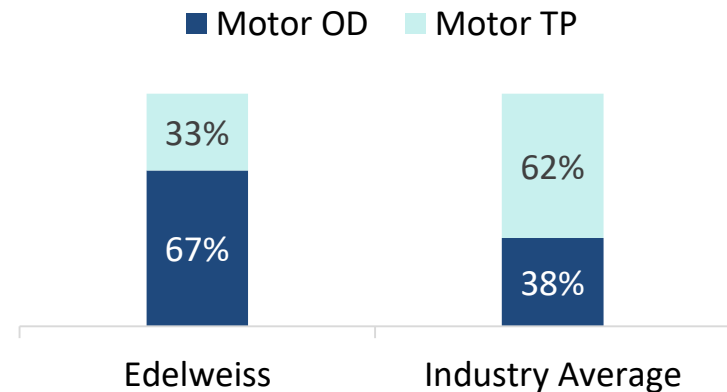
Contribution of Private Car & Health higher than Industry Average in FY20



Diversified Distribution Mix – FY20



Share of profitable Motor OD premium highest in the industry in FY20





Balance Sheet. Organisation. Governance.



Edelweiss
Ideas create, values protect

Liquidity & Cash Flow Plan for FY21



Particulars (INR Cr)	H1FY21	H2FY21
Opening Available Liquidity (A)	8,150	6,300
Inflows		
Contractual Inflows	5,500	4,500
Covid-related impact	(4,000)	(1,000)
Fresh Borrowings	3,400	1,500
Asset Sell downs	2,200	1,000
Total Inflows (B)	7,100	6,000
Outflows		
Repayments	6,600	4,500
Reduction in ESOP Book	1,650	-
Disbursements	700	1,800
Total Outflows (C)	8,950	6,300
Closing Available Liquidity (A+B-C)	6,300	6,000

Assets in each Tenor Range Adequately Cover Liabilities



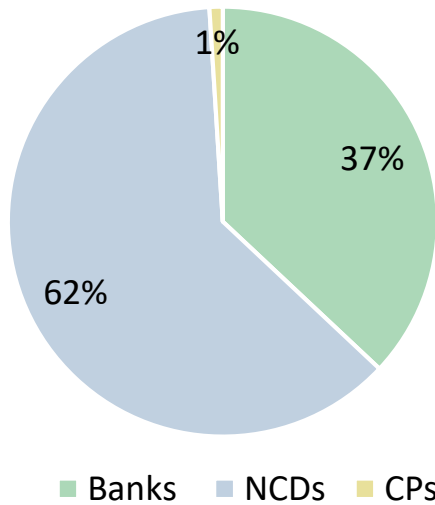
(INR Cr)	Assets	Liabilities	Gap
Upto 1 year	16,800	15,200	1,600
1-3 years	12,700	12,600	100
3 years+	17,900	12,400	5,500

Total gap represents our equity base

Borrowing Profile

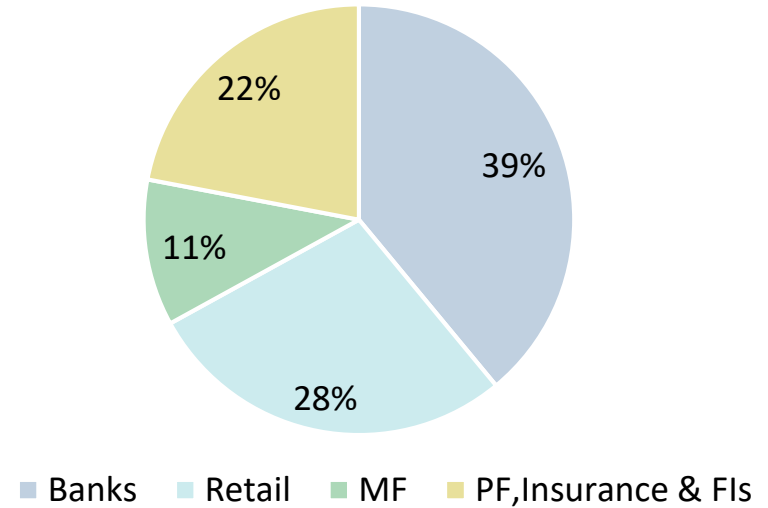


Borrowing Profile by Instruments



INR 33,754 Cr

Borrowing profile by Source



INR 33,754 Cr

Well diversified borrowings across multiple sources
Borrowing from CP is negligible

Our Group Risk Governance Structure...



Oversight by Board Risk Committee

Global Risk Committee

Business Risk

- Implementation of risk framework for specific businesses
- Defining risk policies & limits for various products
- Continuous monitoring of risks and ensure adherence to policies

Group Risk & Assurance

- Risk aggregation and monitoring
- Risk culture
- Will have an oversight over all 11 risk vectors & provide assurance on financial & business parameters

Enterprise Risk Management Council

- Define Organization risk framework & appetite
- Review “High Impact” risk events
- Risk aggregation and interplay assessment

...Ensures Prudent Risk Management and Responsible Growth



Enterprise risk management approach: 11 Risk Framework

13 Member Board Comprises Majority of Independent Directors



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



Ms. Anita M George
Non- Executive, Non-Independent Director

- Executive Vice President, Strategic Partnership- Growth Markets, CDPQ India
- Prior to CDPQ, was Senior Director of the World Bank's Energy and Extractive Industries Global Practice



Mr. K Chinniah
Independent Director

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



Mr. Berjis Desai
Independent Director

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



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



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

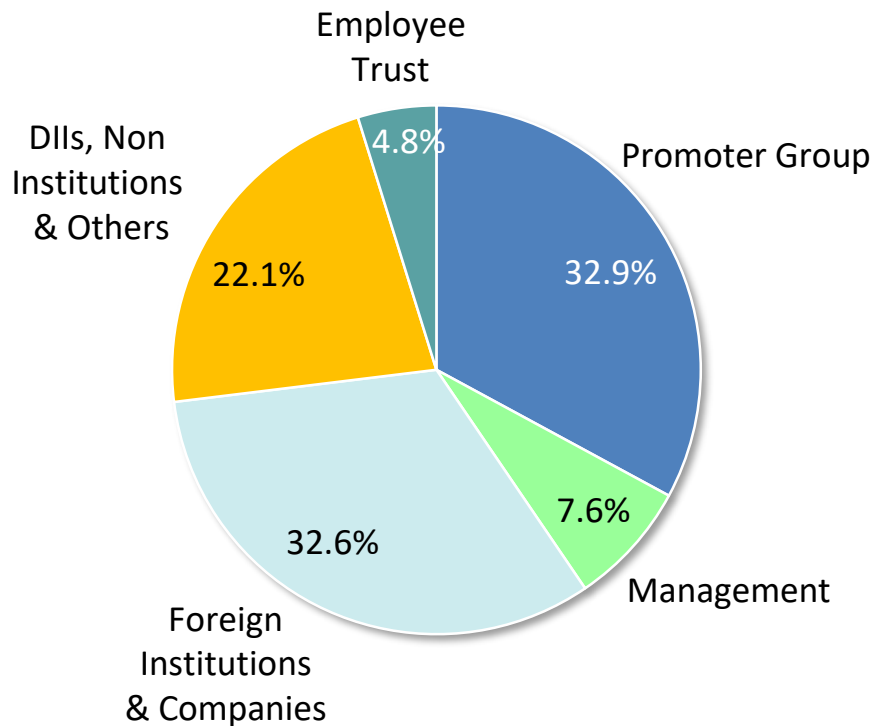
- Former Managing Director (National Banking Group) State Bank of India
- Served as an advisor to the Thorat Committee on Financial Inclusion at RBI
- 35 years of banking experience



Significant Institutional Ownership



Shareholding Pattern as on 31st March, 2020



Key Shareholders above 1%		Percent
1	BIH SA	5.0%
2	Pabrai Investment Funds	4.1%
3	Wellington Management	3.7%
4	TIAA CREF funds	3.2%
5	LIC	2.2%
6	HDFC AMC	1.9%
7	Baron Asset Management	1.6%
8	Flowering Tree Investment Management	1.5%
9	Caisse de dépôt et placement du Québec (CDPQ)	1.5%
10	Vanguard Group	1.3%
11	UBS	1.1%
12	Rakesh Jhunjhunwala	1.0%

~45% owned by Edelweiss management and employees



ESG at Edelweiss

Edelweiss Wins National CSR Award



109 Districts
across **14** States



INR 101 Cr
committed



39
NGO Partners



18
Co-funded Grants



50
Active Grants

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

**Quality
Education**

INR 18 Cr*

~18 lakh Children supported

More than 65,000 Teaching
professionals trained

17,500 Schools

No Poverty

INR 21 Cr*

1,200 acres of irrigated land

10,000+ Individuals trained

176 Watershed Structures
Repaired/Built

8 FPO/FPC Strengthened

**Gender
Equality**

INR 36 Cr*

More than 1.5 lakh
women supported

5,700+ Grassroot leaders
developed

8,100+ males engaged

Employee Engagement
(Cumulative till date)



- **75%** Edelweiss Employees Engaged
- **~40,000** Man-hours of volunteering
- **69** skilled volunteering projects

EdelGive Funding Partners & Networks



		 BRITISH ASIAN TRUST TRANSFORMING LIVES TOGETHER	 GREAT EASTERN CSR FOUNDATION	 Asian Venture Philanthropy Network	 FORD FOUNDATION
		 CHANDRA FOUNDATION			
		J.P.Morgan			
			 TOKIO MARINE		
					

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



Annexure

Wealth & Asset Management Pro Forma Financials



FY20 (INR Cr)	EGIA Reported	EGIA Proforma
Gross Revenues	1,507	2,054
Net Revenues	1,158	1,362
<i>Fee-based revenues</i>	823	1,095
Operating costs	882	1,005
Profit before tax	276	357
Profit after tax	185	246

- Reported financials for the Wealth Management division in EGIA entity in this presentation currently do not include those from investment banking and ESOP & margin financing
- These businesses will transition to EGIA in FY21
- **Proforma financials for EGIA presented above are management estimates after including the income from investment banking and ESOP & margin financing**



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NOTES:

- Slide 4,7, 11 : Net worth/Equity & PAT numbers are including MI; Net worth/Equity 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 : Customer Assets are rounded off to nearest 100
- Slide 5 : Only key entities are mentioned for wealth & asset management
- Slide 7 : Business Equity numbers are after inter company eliminations within respective businesses
- Slide 9 & 41 : Fee based revenues for EGIA are proforma management estimates inclusive of float income, IB fee and distribution income booked in 2 corporate entities which will transition to EGIA
- Slide 9 & 48 : Numbers are as per standalone ARC Financials
- Slide 10 & 33 : Borrowings are excluding CBLO & CCDs & excludes accrued interest; Available Liquidity is calculated as on balance sheet liquidity plus liquid able assets
- Slide 14,15 & 18 : The Management has estimated the impact of the Covid-19 pandemic in determining the credit cost provision and charge based on the available and evolving information, both specific and macro
- Slide 29 & 30 : Equity includes CDPQ investment of INR 1,040 Cr in CCD
- Slide 30 & 37 : GNPA is as per RBI prudential norms & calculated on credit assets excluding FVTPL accounts
- Slide 39,42 & 44 : AuA is inclusive of custody assets; AuA & AUM are rounded off to nearest 100
- Slide 40 &44: Equity includes Kora Management and Sanaka Capital investment of INR 294 Cr in equity convertible instrument
- Slide 43: Wealth management rankings based on Asian Private Banker league table as on FY20 and edelweiss rank excludes banks; MF ranking based on average QAUM for the quarter ended for March as per AMFI; Institutional equities market share is based on business estimates
- Slide 47 : Capital adequacy is for standalone EARC; Balance sheet numbers are for consolidated entity
- Slide 50 : Equity including MI ; Numbers are as per Consolidated ARC Financials
- Slide 54 : 13th Month Persistency (on Premium Basis) includes policy issued from Apr 2018 to Mar 2019; EV is calculated on market consistent basis
- Slide 55 : Source: Life Insurance Council
- Slide 57 : Number of policies are active policies as on 31st March,FY20 & 31st March,FY19
- Slide 58 : Source: GIC and Market Information | Note : Private Car assumed at 40% of Total Motor Premium; Health Includes PA
- Slide 60 : Numbers are based on management estimates and rounded off to nearest 100
- Slide 61 : Numbers are based on management estimates & 3 years+ liabilities exclude Equity; Assets and Liabilities don't include ASB
- Slide 62 : Borrowings exclude CBLO & investment in Equity Convertible instruments by CDPQ of INR 1,040 Cr, Kora Management of INR 177 Cr and Sanaka Capital of INR 117 Cr
- Slide 66 : Key institutional shareholders: Holding of known affiliates have been clubbed together for the purpose of this information