

EW/Sec/2019/234

August 14, 2019

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 first quarter ended June 30, 2019.

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

Q1FY20 Earnings Update





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Strategic Investment in Our Advisory Business



Quarterly Performance Highlights – Q1FY20



Edelweiss
Ideas create, values protect

Macro Environment Continues to be Challenging



- After a relatively benign start to the quarter, June saw two significant credit events that resulted in further freeze in liquidity
- Liquidity conditions have now remained tight for an unprecedented period of time
- Consumer demand slowdown is now an economy-wide issue - this is not an NBFC issue any more
- Intense risk aversion prevails amongst both the lenders and investors
- H1 profits will be muted for us primarily because of increase in credit cost

We expect to benefit from better liquidity, economic recovery and lower credit costs in H2

Edelweiss Structure Update



- We had embarked on the journey of creating three separate business verticals : Credit, Advisory and Insurance in 2017
- Over time we want our verticals to:
 - Be self-sustaining with a ring-fenced capital base
 - Have strategic partners directly aligned with the business goals to provide growth capital
 - Have strong governance with Investor representation and Independent Directors on Board
- We recently announced the strategic investment of \$250 mn by CDPQ in our Credit business; Tokio Marine Holdings currently holds 49% equity stake in our Life Insurance business
- We are in the process of raising upto \$200 mn of equity in our Advisory business (*Details follow in the last section*)
- While current macro-economic issues have created some disruptions, we are steady in our path forward

Edelweiss will continue to be a majority shareholder in each of its business verticals

Financial Snapshot – Q1FY20



INR Cr	EOP Equity	Profit after Tax	RoA	RoE
Total Pre Minority	8,804	134		
Credit including BMU	7,281	178	1.4%	10.1%
Advisory	167	68		
Insurance	1,011	(86)		
Corporate	345	(26)		
Minority Interest (MI)	1,056	2		
Total Consolidated Post MI	7,748	132	1.0%	6.8%
Total Ex-Insurance Post MI	7,180	182	1.7%	10.2%

RoE is calculated on Average Equity; BMU has been subsumed in the Credit business starting this quarter

Q1FY20 Overview



- 1 Credit Business had a muted quarter due to higher liquidity management and higher credit costs
- 2 Momentum in Distressed Credit recoveries was good
- 3 Customer Assets grew 14% YoY in Advisory business despite low client activity and volumes
- 4 Successfully executed 2 deals in Alternatives Asset Management to capitalize on the deployment opportunity
- 5 One of the fastest growing Life Insurers on Individual APE basis; Embedded Value at INR 1,501 Cr as on 30th June, 2019

Q1FY20 Overview

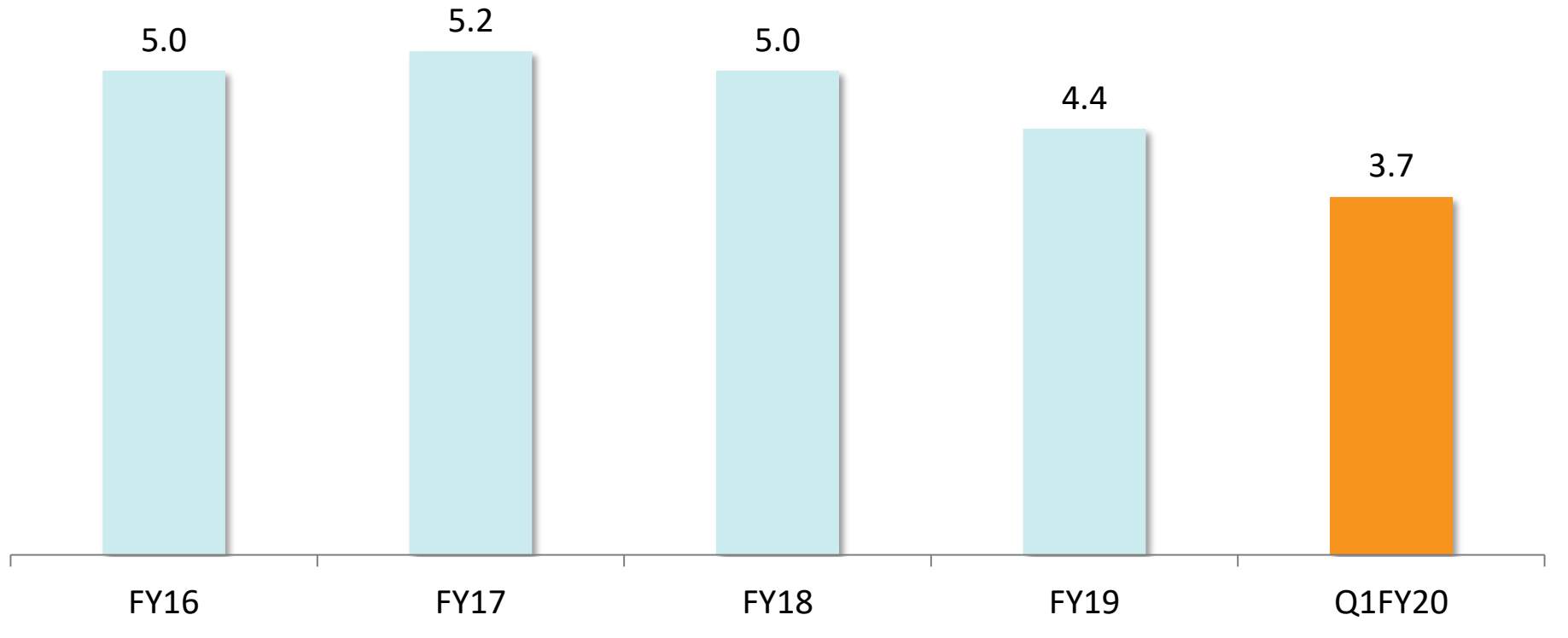


- 6 BMU losses which includes cost of liquidity management stood at INR 38 Cr
- 7 Ex-Insurance RoA at 1.7% and RoE at 10.2%
- 8 Debt to Equity (Ex-Treasury) progressively reduced to 3.7x
- 9 In a countercyclical manner, we have taken the opportunity to invest more in our organization
 - Strengthened our leadership ranks
 - Invested in technology projects to streamline our processes and improve customer experience

Conservative Leverage Maintained at 3.7x



D/E (Excluding Treasury Assets)



Key Actions Taken – Liquidity and Asset Quality



Liquidity is being managed very closely

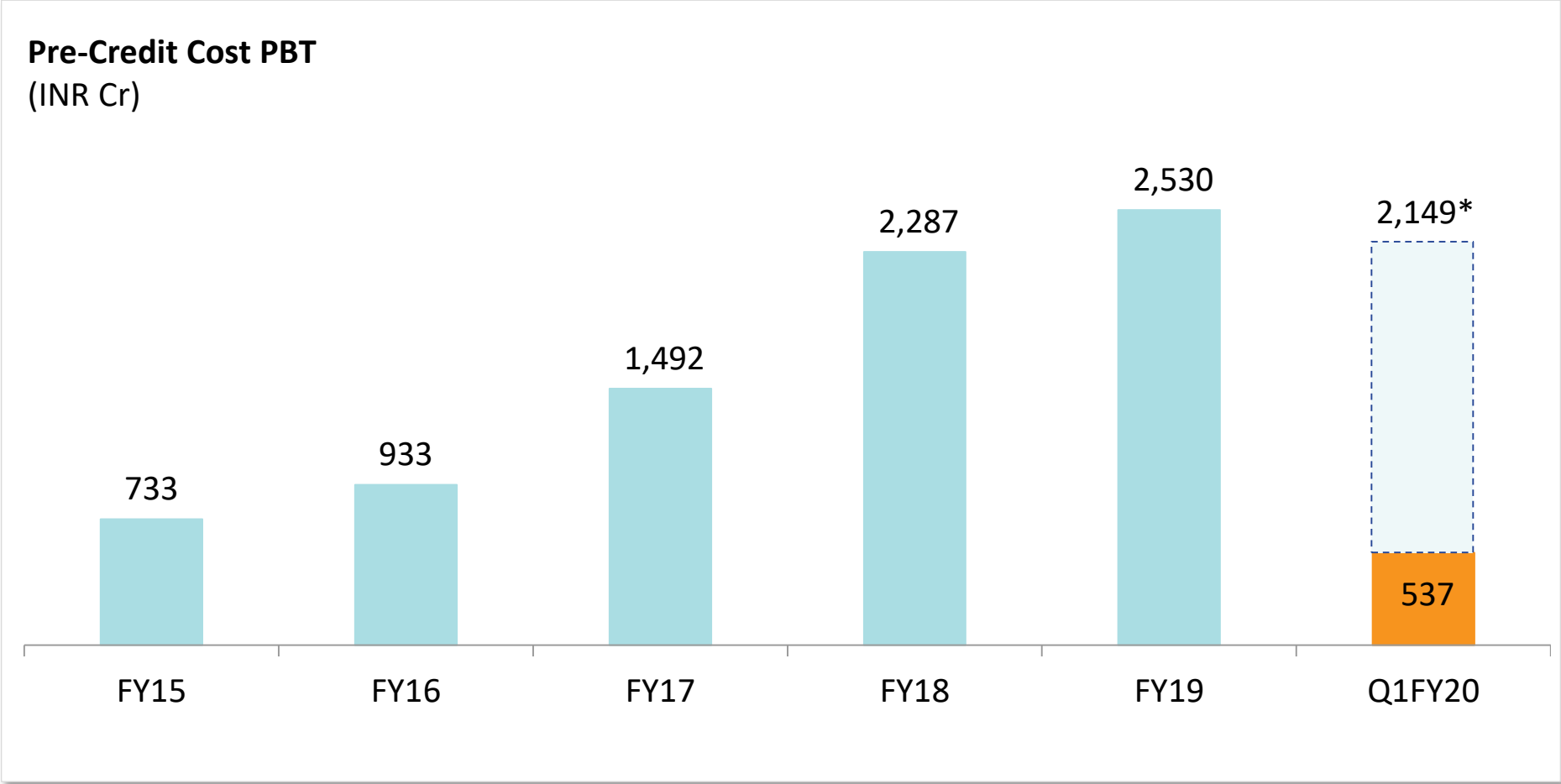
- Overall Liquidity maintained at ~INR 8,800 Cr
 - Overnight Liquidity of ~INR 1,600 Cr; Available Liquidity of ~INR 5,700 Cr
 - Undrawn Bank lines of ~INR 1,500 Cr
- Liquidity management costs of ~INR 30-35 Cr per quarter

Asset Quality : Observing challenges on account of sustained cash crunch

- We have significantly increased our efforts and oversight on asset quality management
- Asset values and collateral cover continue to remain strong
- As a conservative measure, we are stepping up and front loading credit costs in H1

We will have strengthened governance, simplified structure and a fortress balance sheet by end FY20

Relatively Steady Pre-Credit Cost PBT



Contribution from Advisory businesses have steadied pre-credit cost profit

All figures are Ex-Insurance; *Annualized

PAT Distribution Across Businesses



(INR Cr)	Q1FY19	Q4FY19	Q1FY20	EOP Equity Post MI Q1FY20
Total Consolidated Post MI PAT	264	232	132	7,748
<i>Credit including BMU</i>	<i>250</i>	<i>257</i>	<i>135</i>	<i>6,726</i>
<i>Advisory</i>	<i>81</i>	<i>60</i>	<i>68</i>	<i>151</i>
<i>Insurance</i>	<i>(46)</i>	<i>(55)</i>	<i>(50)</i>	<i>568</i>
<i>Corporate</i>	<i>(21)</i>	<i>(30)</i>	<i>(21)</i>	<i>303</i>
Total Ex-Insurance Post MI PAT	311	287	182	7,180
Balance Sheet	61,785	53,932	54,513	-

PAT impacted due to front-loading of credit costs

Key Profitability Ratios



Ex-Insurance	Q1FY19	Q4FY19	Q1FY20
Pre-Credit Cost PBT	4.4%	4.3%	4.0%
Credit Cost	0.8%	0.8%	1.9%
RoA	2.5%	2.4%	1.7%
RoE	19.8%	16.1%	10.2%
Cost to Income Ratio	49%	52%	50%

Consolidated	Q1FY19	Q4FY19	Q1FY20
RoA	1.9%	1.7%	1.0%
RoE	15.2%	12.0%	6.8%
Cost to Income Ratio	61%	70%	67%

Capital Light Businesses Contribute Substantially to PAT



Business Segments (INR Cr)	Q1FY20 Pre MI PAT	% Contribution
Retail Credit	47	21%
Corporate Credit	33	15%
Distressed Credit Business	98	45%
Wealth Management and Asset Management	54	25%
Capital Markets	14	6%
Corporate	(26)	(12%)
Total Ex- Insurance Pre MI PAT	220	100%
Insurance Pre MI PAT	(86)	-
Total Consolidated Pre MI PAT	134	-

Our diversified model makes us resilient even in a tough market environment

Steady Growth of Customer Assets



As on 30th June, 2019 (rounded off to nearest 100)

	INR Cr	YoY Growth
Customer Assets	2,02,800	14%
<i>Assets Under Advice (Wealth Management)</i>	1,06,600	11%
<i>Distressed Credit (ARC Assets)</i>	38,800	5%
<i>Funds under Management (Asset Management)</i>	35,300	12%
<i>Assets under Custody & Clearing</i>	22,100	67%
Balance Sheet Assets	54,500	(12%)
Total Assets	2,57,300	7%

Plan for FY20 - Business Strategy



FY20 will be a year of balance sheet composition change over asset growth

- Corporate Credit book to move into privately funded model
- We expect Corporate Credit book to reduce by INR 3,000-4,000 Cr
- Recoveries will lead to a reduction in Distressed Credit book by INR 1,000 Cr
- We expect proportion of Retail Credit book to grow

Focus will be on enhancing the Capital Light Model

- Bank of Baroda Co-Lending Partnership announced; Enter into more partnership agreements with banks for co-lending
- Increase securitization in Retail Credit book
- Digital lending and direct distribution channel to result in cost efficiencies

Plan for FY20 - Balance Sheet Management



Liquidity

- Conserve liquidity until funding environment improves
- Cost of managing liquidity will be ~INR 120-140 Cr for the year

Capital Base

- Strengthen our capital base to INR 12,000-13,000 Cr by end of FY20
- D/E to remain in the range of 3.5x-3.8x

Asset Quality Management

- We expect credit costs to be ~INR 750-800 Cr for the year
- We are aiming to front load credit costs in the P&L of Q1 and Q2

FY20 focus will be on managing liquidity and asset quality while strengthening the balance sheet



Business Performance Highlights

CREDIT

Retail Credit – Corporate Credit – Distressed Credit



Edelweiss
Ideas create, values protect

Credit Business Mix



As on 30 th June, 2019	Capital Employed (INR Cr)	%	
Retail Credit	16,981	40%	
Retail Mortgage	8,726	21%	Blend of loans to home owners and home buyers
SME & Business Loans	3,844	9%	Under-served and highly scalable market, key focus area
ESOP and Margin Financing	3,998	9%	Catering to customers in Wealth Mgmt and Capital Markets
Agri and Rural Finance	413	1%	Under-served market with low competitive intensity
Corporate Credit	16,987	40%	
Structured Collateralised Credit	5,566	13%	Customized credit solutions with robust risk management systems
Wholesale Mortgage	11,421	27%	Developer financing for primarily residential properties
Distressed Credit	8,631	20%	Leading Asset Reconstruction Company in India
Total Credit Book	42,599	100%	

Credit Business at a Glance



Credit Business (INR Cr)	Q1FY19	Q1FY20
Capital Employed	45,206	42,599
Average Interest Yield	16.4%	16.2%
Average Cost of Borrowing	9.6%	10.1%
Net Interest Margin	8.0%	7.7%
Net Revenue	858	823
Cost to Income	38%	36%
Pre Credit Cost PBT	532	526
Credit Costs	110	248
PAT	282	216
RoA	2.6%	2.0%
RoE	19.5%	13.0%

Credit Business Performance Snapshot



Q1FY20 (INR Cr)	Total	Y-o-Y	Retail	Y-o-Y	Corporate	Y-o-Y	Distressed	Y-o-Y
EOP Capital Employed	42,599	(6%)	16,981	(8%)	16,987	(16%)	8,631	32%
EOP Equity	6,631	8%	1,762	(3%)	2,711	(10%)	2,158	62%
Net Interest Income	823	(4%)	238	(6%)	381	(16%)	204	33%
PAT	216	(23%)	47	(26%)	64	(54%)	105	36%
Net Interest Margin	7.7%		5.5%		8.3%		11.2%	
Cost to Income	36%		48%		36%		22%	
RoA	2.0%		1.1%		1.4%		5.8%	
RoE	13.0%		10.2%		8.7%		22.3%	

Corporate book share has been gradually declining in line with stated strategy

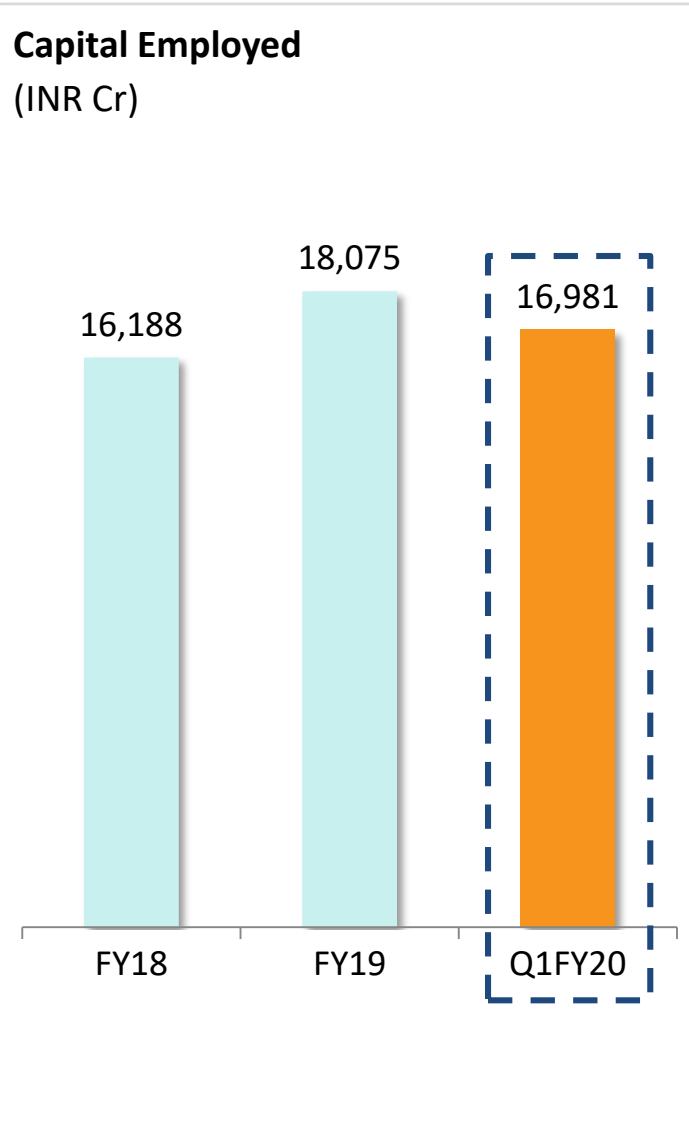
PAT and RoE are Pre MI; PAT including BMU is INR 178 Cr for Q1FY20 and INR 284 Cr for Q1FY19

Asset Quality at a Glance

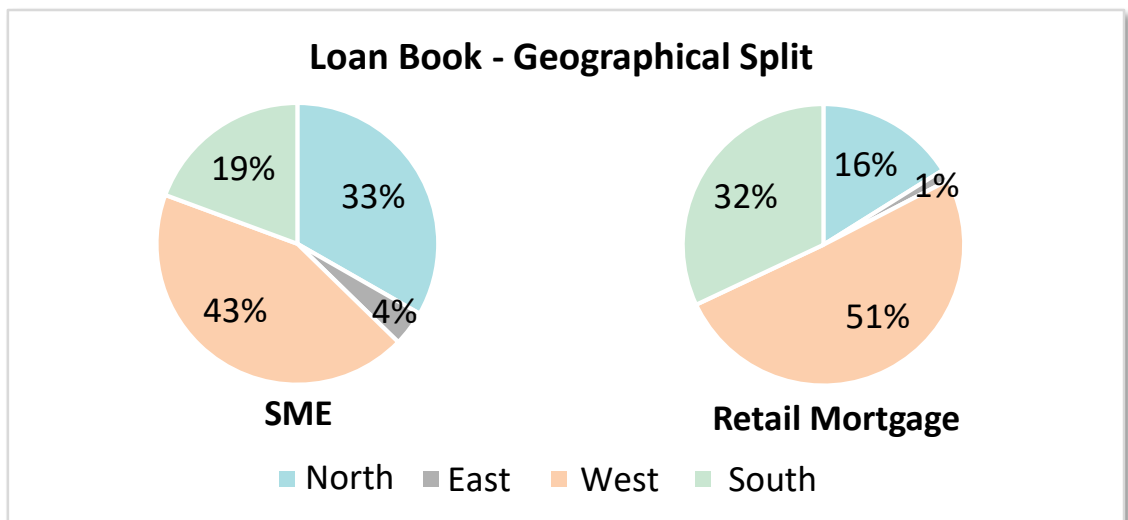


As on 30 th June,19 (INR Cr)	Q4FY19	Q1FY20
Credit Book	36,130	32,328
<i>Of which Stage 3</i>	677	752
ECL Provision	815	836
<i>Of which Stage 3</i>	377	352
Specific Provision Cover	56%	47%
Total Provision Cover	120%	111%
Gross NPA	1.87%	2.33%
Net NPA	0.83%	1.24%

Retail Credit



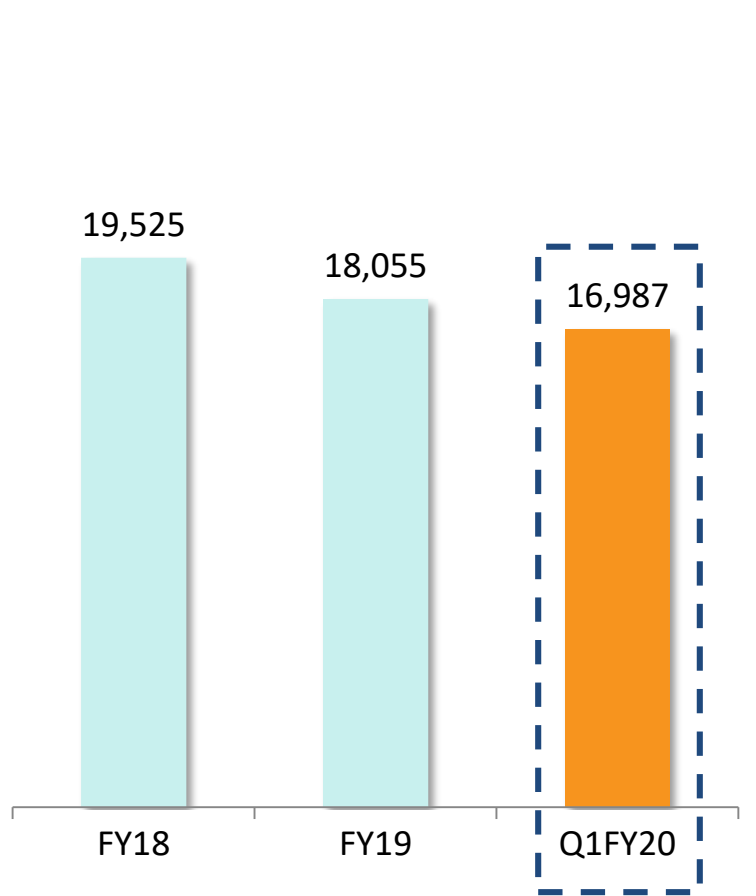
	SME		Retail Mortgage	
	Secured	Unsecured	HL	LAP
Average Yields %	14%	21%	11%	12%
Median Ticket Size (INR)	~1 Cr	7 lacs	15 lacs	19 lacs
Average LTV	~75%-85%	-	~50%-60%	
RoA	1.50% - 2.00%		1.00% - 1.50%	
Locations (#)	108		97	



Corporate Credit

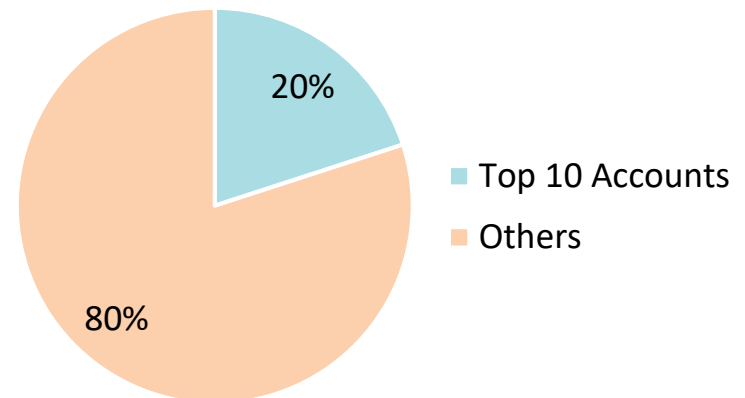


Capital Employed
(INR Cr)

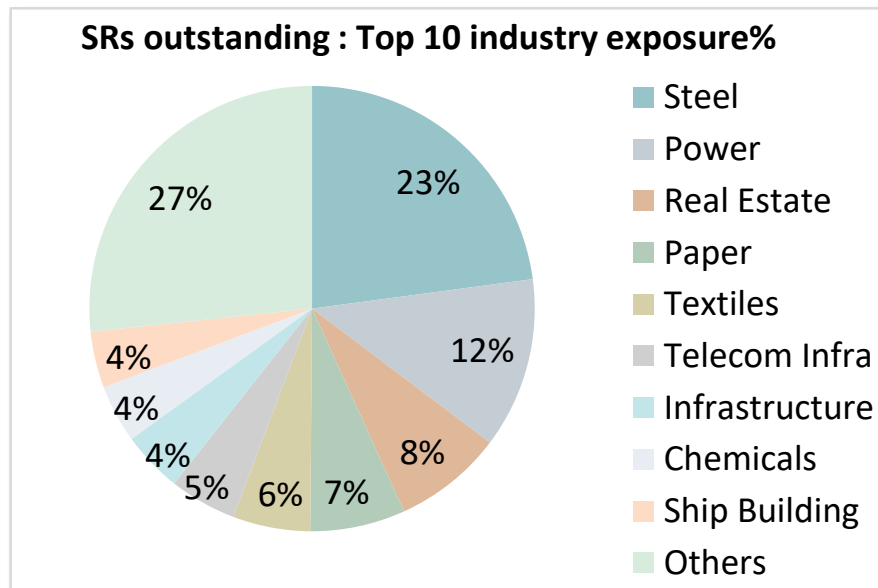
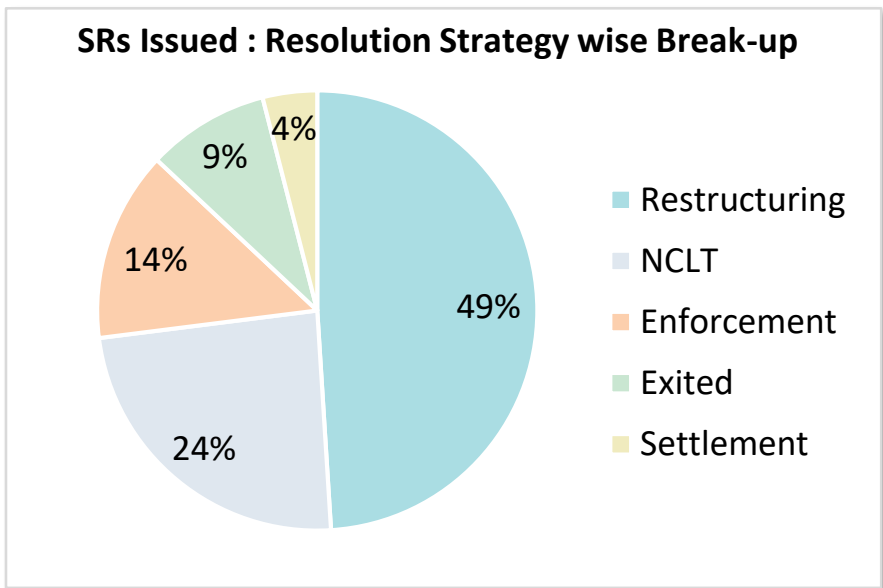
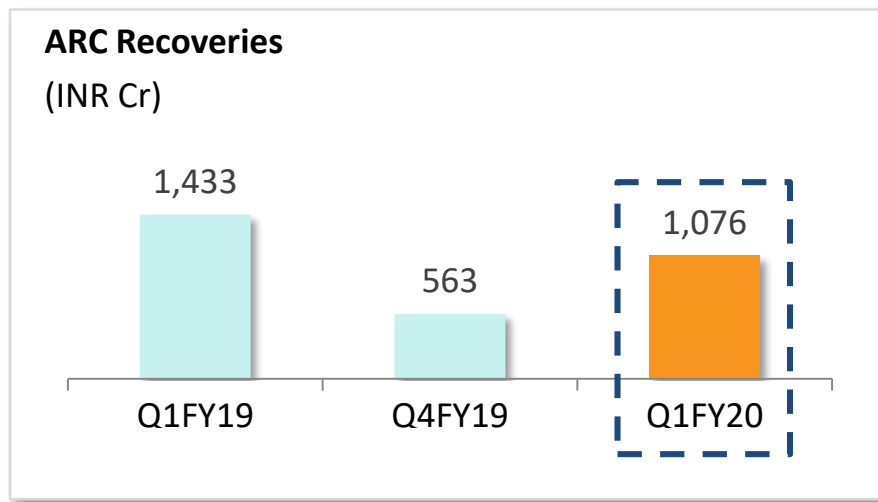
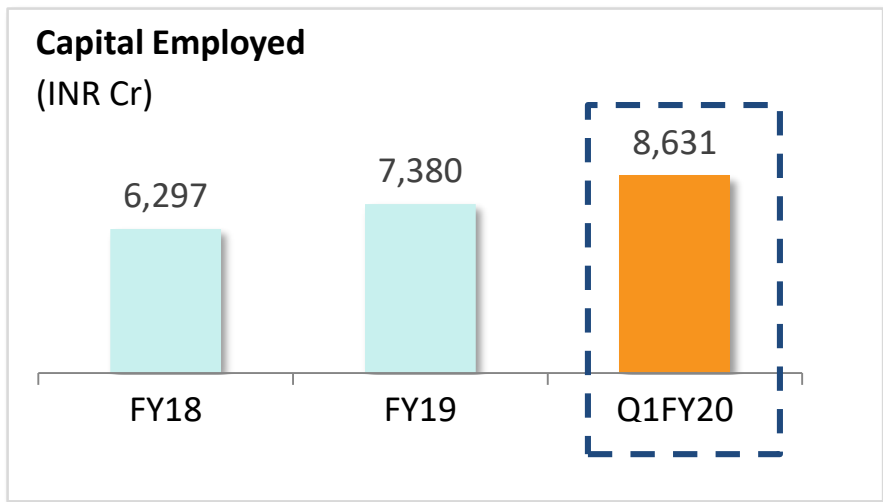


	Structured Collateralised Credit	Wholesale Mortgage
Average Yields %	15% - 17%	17% - 19%
RoA	1.75% - 2.50%	2.50% - 3.00%
Portfolio Granularity	71 accounts	162 projects
Average Collateral cover	1.8x	
Typical Ticket size	INR 100-125 Cr	

Exposure in Top 10 Accounts



Distressed Credit





Business Performance Highlights

ADVISORY

Wealth Management – Asset Management – Capital Markets



Advisory Business Performance Snapshot



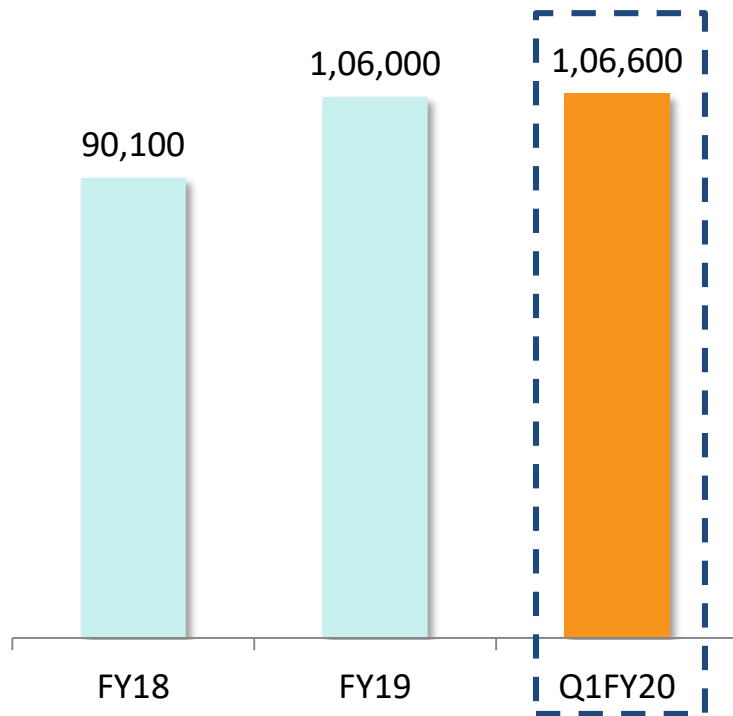
Q1FY20 (INR Cr)	Total	Y-o-Y	Wealth Mgmt	Y-o-Y	Asset Mgmt	Y-o-Y	Capital Mkts	Y-o-Y
Net Revenue	279	(18%)	147	(20%)	56	22%	76	(30%)
PAT	68	(16%)	39	(10%)	15	13%	14	(43%)
Cost to Income	66%	-	64%	-	64%	-	73%	-
PAT Yield			15 bps		16 bps		-	
Customer Assets			Assets under Advice		Assets under Management		Assets under Custody and Clearing	
			1,06,600	11%	36,300	12%	22,100	67%

C/I maintained although Advisory business impacted by low volumes

Wealth Management

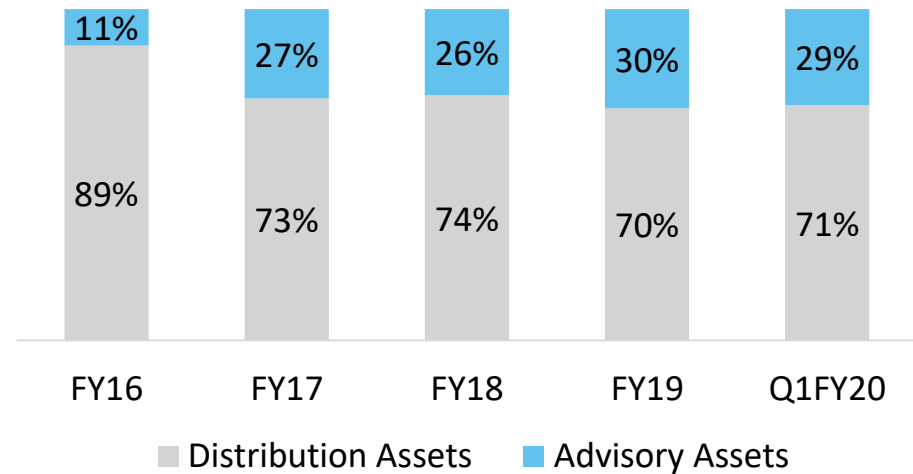


Assets Under Advice (INR Cr)



As on 30 th June'19	Number of Clients	AUA (INR Cr)	Number of RMs
Ultra High Net Worth Individuals	~2260	82,600	181
Affluent Investors	~5,01,500	24,000	815

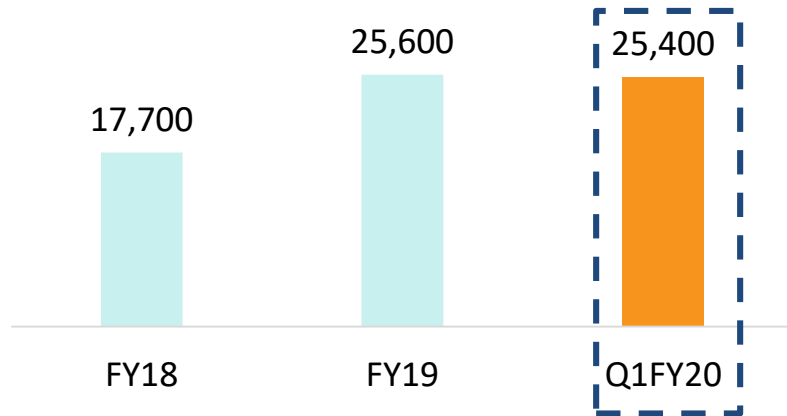
Wealth AUA Breakup



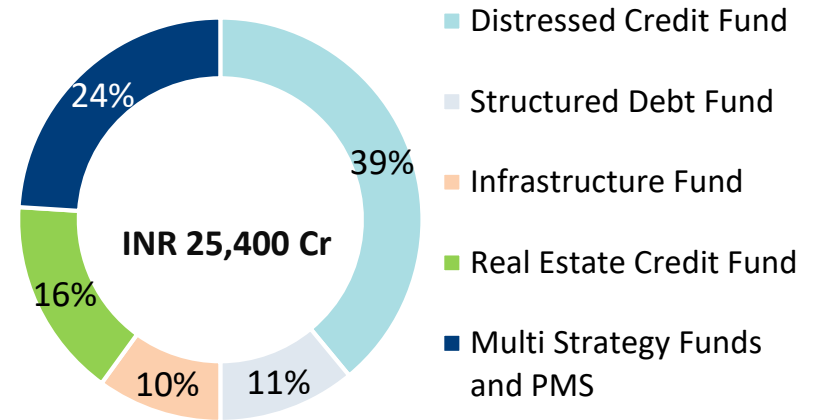
Asset Management



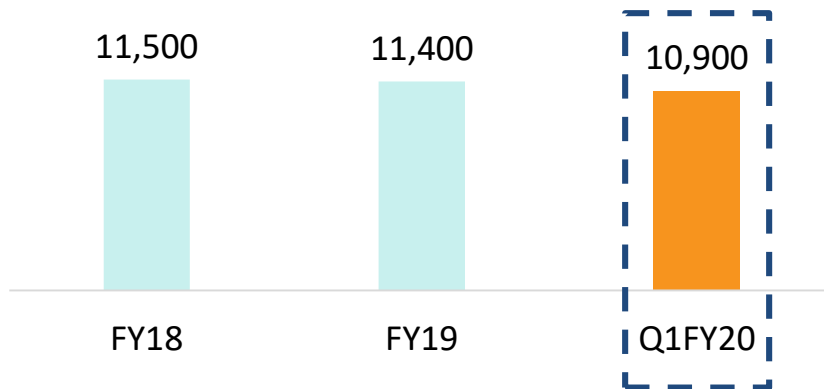
Alternative Assets (INR Cr)



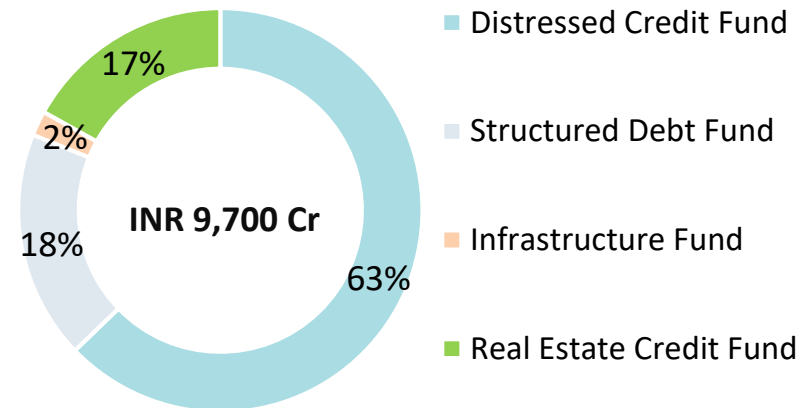
Alternative Assets AUM as on 30th June'19



Mutual Funds AUM (INR Cr)



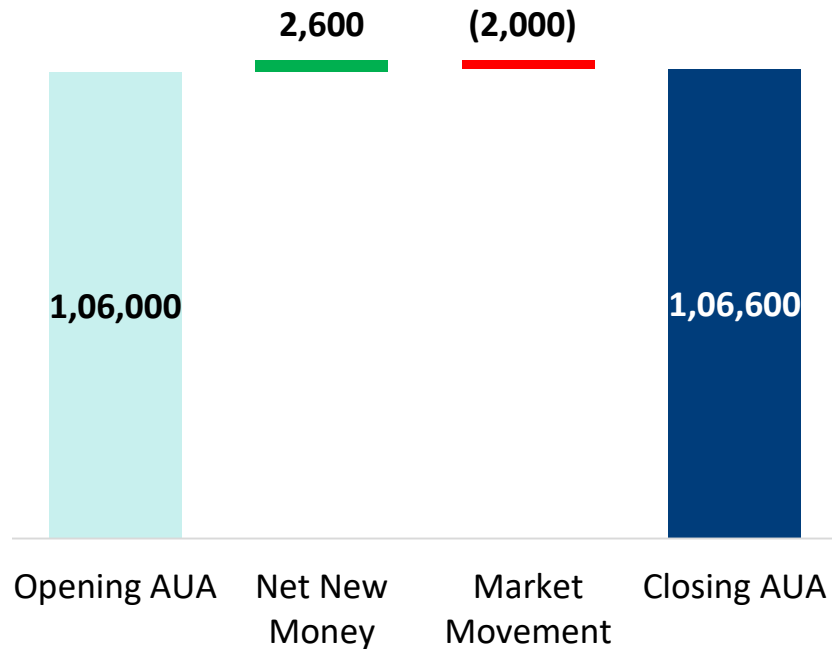
Deployment in Alternative Assets till Date



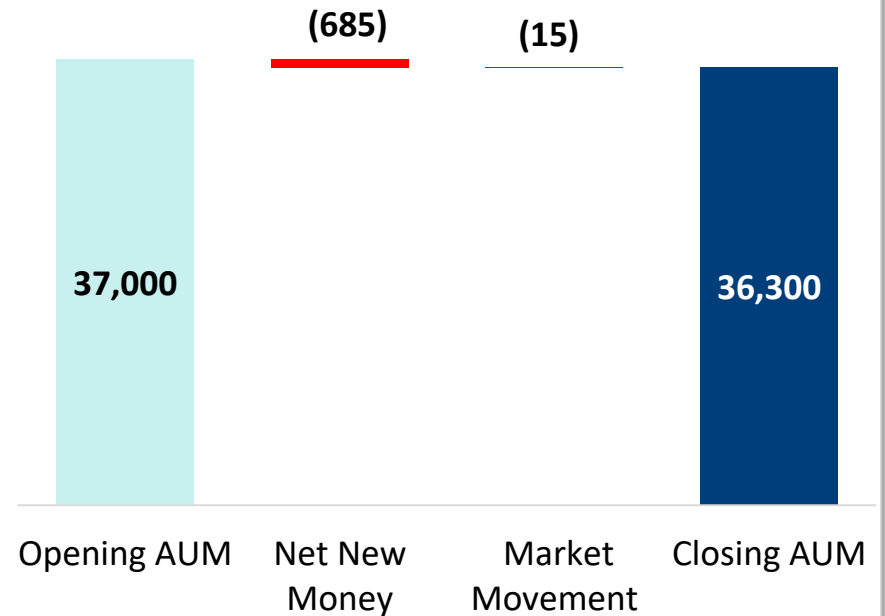
Net New Flows in Wealth and Asset Management



Wealth Management AUA Movement in Q1FY20
(INR Cr)



Asset Management AUM Movement in Q1FY20
(INR Cr)



Capital Markets



Key Equity Capital Market & Advisory Transactions



Fund Raise
INR 2,514 Cr
May 2019

Left Lead GC-BRLM



Fund Raise from CDPQ
~INR 1,800 Cr
May 2019

Financial Advisor



IPO
INR 1,345 Cr
April 2019

GC-BRLM

Key Debt Capital Market Transactions



Pvt Placement
INR 1,982 Cr
May 2019

Arranger



Pvt Placement
INR 1,600 Cr
April 2019

Arranger



Public Issue
INR 1,000 Cr
April 2019

Lead Manager



Public Issue
INR 851 Cr
June 2019

Lead Manager



Business Performance Highlights

Life Insurance



Life Insurance Performance Snapshot



(INR Cr)	Q1FY19	Q1FY20	Y-o-Y Growth
Net Premium Income	119	153	29%
Investment Income & Other Income	32	103	219%
Total Business	151	256	70%
Profit After Tax	(69)	(74)	-
Minority	(34)	(36)	-
Edelweiss' Share in PAT	(35)	(38)	-
Net Worth	1,059	904	

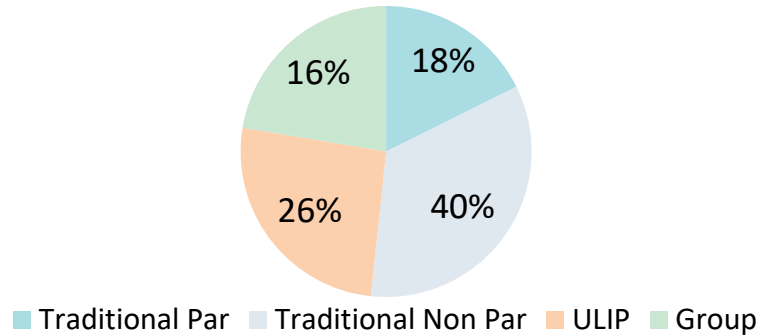
121 branches and 44,506 PFAs across 93 locations in India

Life Insurance – Long Term Value Creation

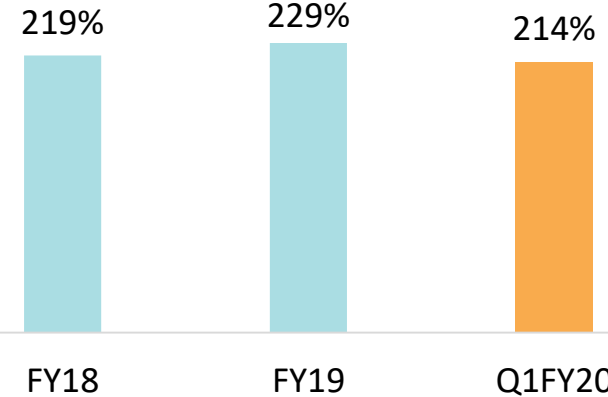


Product Mix

New Business Premium Q1FY20

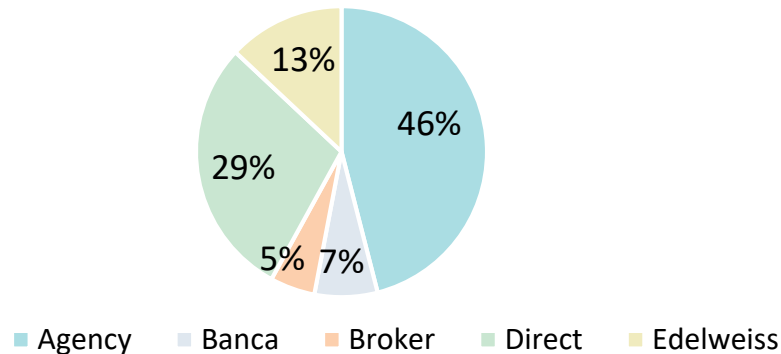


Solvency Ratio

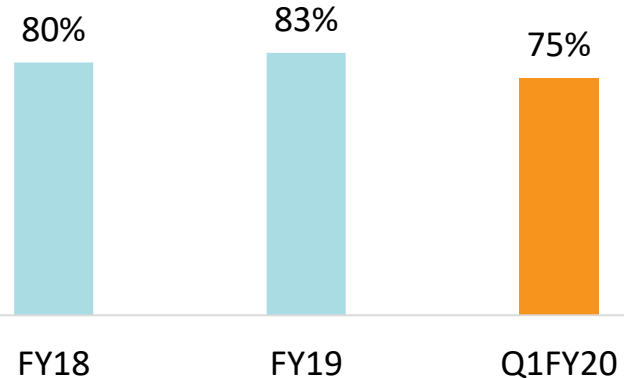


Channel Mix

New Business Premium Q1FY20



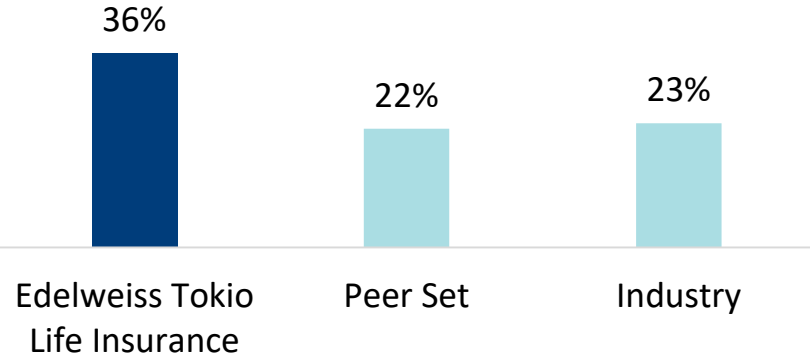
13th Month Overall Renewal Rate Persistency



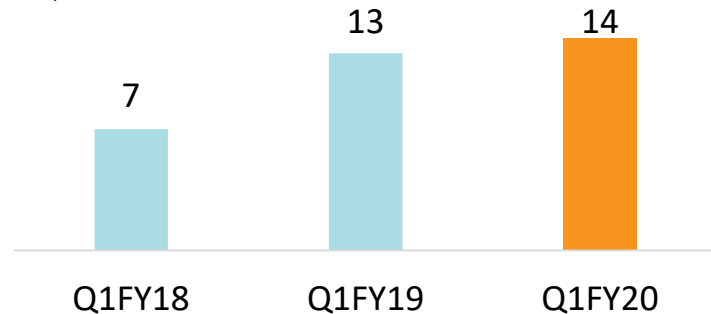
Life Insurance Scaling Rapidly



Collected Individual Annual Premium Equivalent CAGR growth since FY17



Number of Policies Issued (Individual business) (in 000)



- Collected Individual Annual Premium Equivalent (APE) for Q1FY20 stood at INR 48 Cr
- Gross premium at INR 164 Cr; growth of 31%
- Launched 2 new products during the quarter
- Embedded Value at INR 1,501 Cr as on 30th June, 2019
- ACEF Global Customer Engagement Award 2019
 - Gold - PR Campaign (Creative category)
 - Bronze - Digital Marketing Campaign (Creative category) for Zindagi Plus
- MarTech Leadership Summit & Awards 2019 - Best Contact Centre



Liquidity Management

Maintained Sufficient Liquidity



INR Cr	FY 16	FY 17	FY 18	FY 19	Q1FY20
Assets Liquid-able in less than 120 days	4,000	5,800	10,600	10,100	8,800
Balance Sheet Size*	27,400	36,900	51,800	51,900	50,700
Liquidity %	15%	16%	20%	19%	17%

* Excludes Asset Specific Borrowings (ASB)

Cash Flow Plan to Q4FY20



Particulars (INR Cr)	Q2FY20	Q3FY20	Q4FY20
Opening Available Liquidity (A)	8,800	8,000	7,600
Inflows			
Asset EMIs and Repayments	2,000	2,000	2,800
Securitization	1,200	1,000	1,000
Fresh Borrowings	1,500	2,000	2,000
Total Inflows (B)	4,700	5,000	5,800
Outflows			
Total Borrowings Repayments	4,300	3,900	3,000
Fresh disbursements	1,200	1,500	2,000
Total Outflows (C)	5,500	5,400	5,000
Closing Available Liquidity (A+B-C)	8,000	7,600	8,400

..With Assets in each Tenor Range Adequately Covering the Liabilities



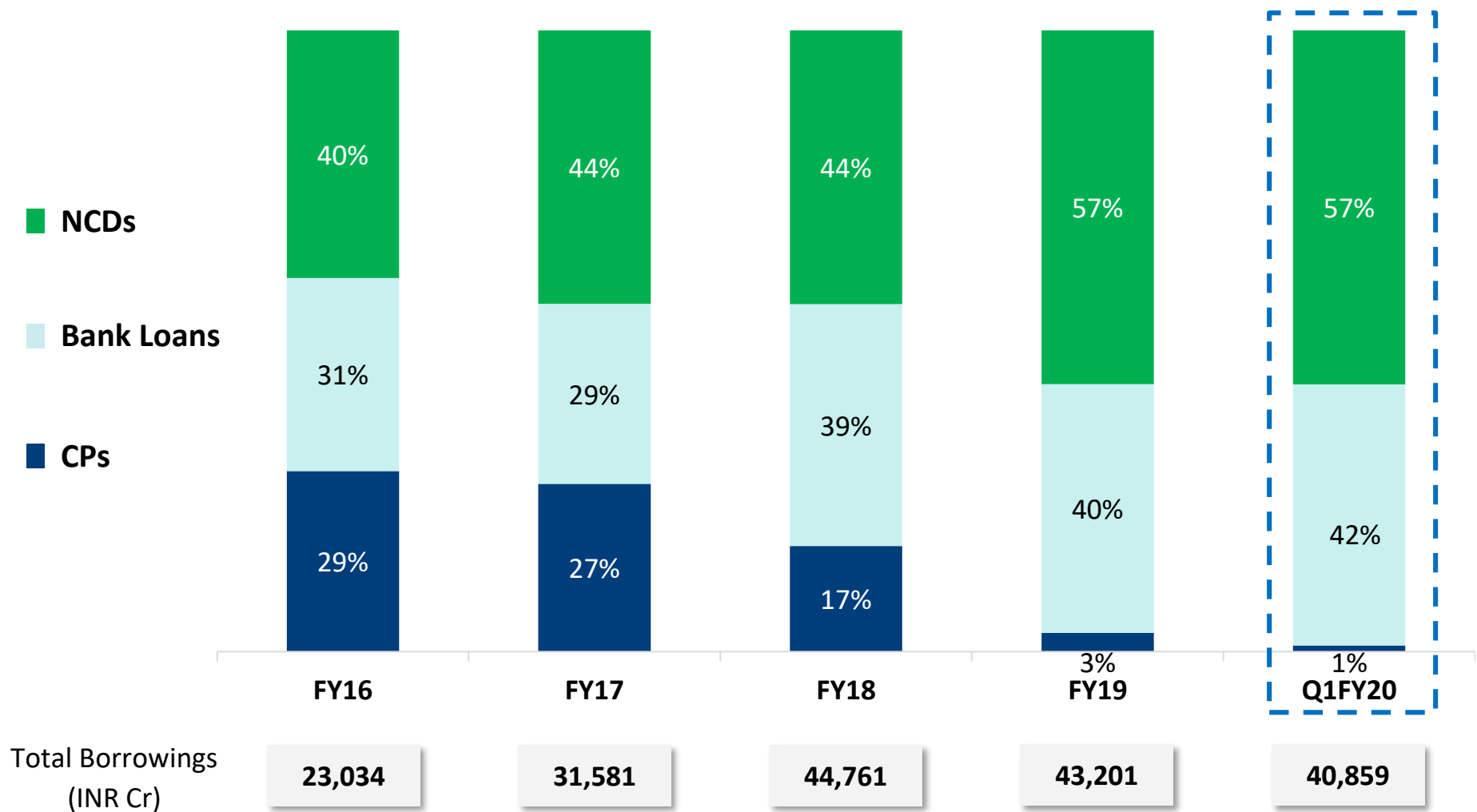
	Assets	Liabilities	Gap
Upto 1 year	16,100	15,000	1,100
1-3 years	17,400	15,500	1,900
3 years+	17,200	10,400	6,800

Total gap represents our equity base



Balance Sheet Highlights

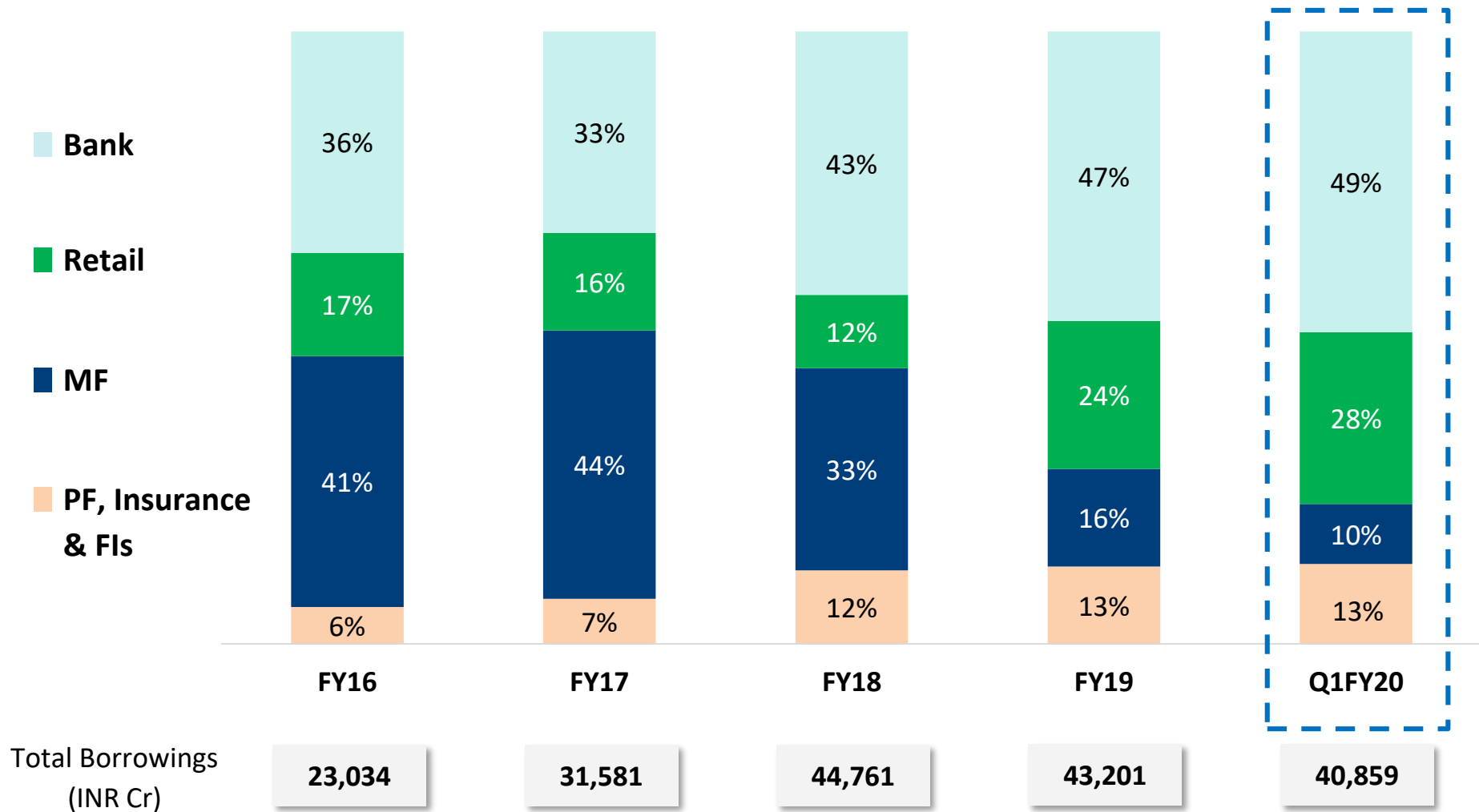
Diversified Borrowing Profile By Instruments...



Gradually reduced reliance on CPs which is now 1% of total borrowings

Borrowings exclude CBLO for all the above periods

...And By Source

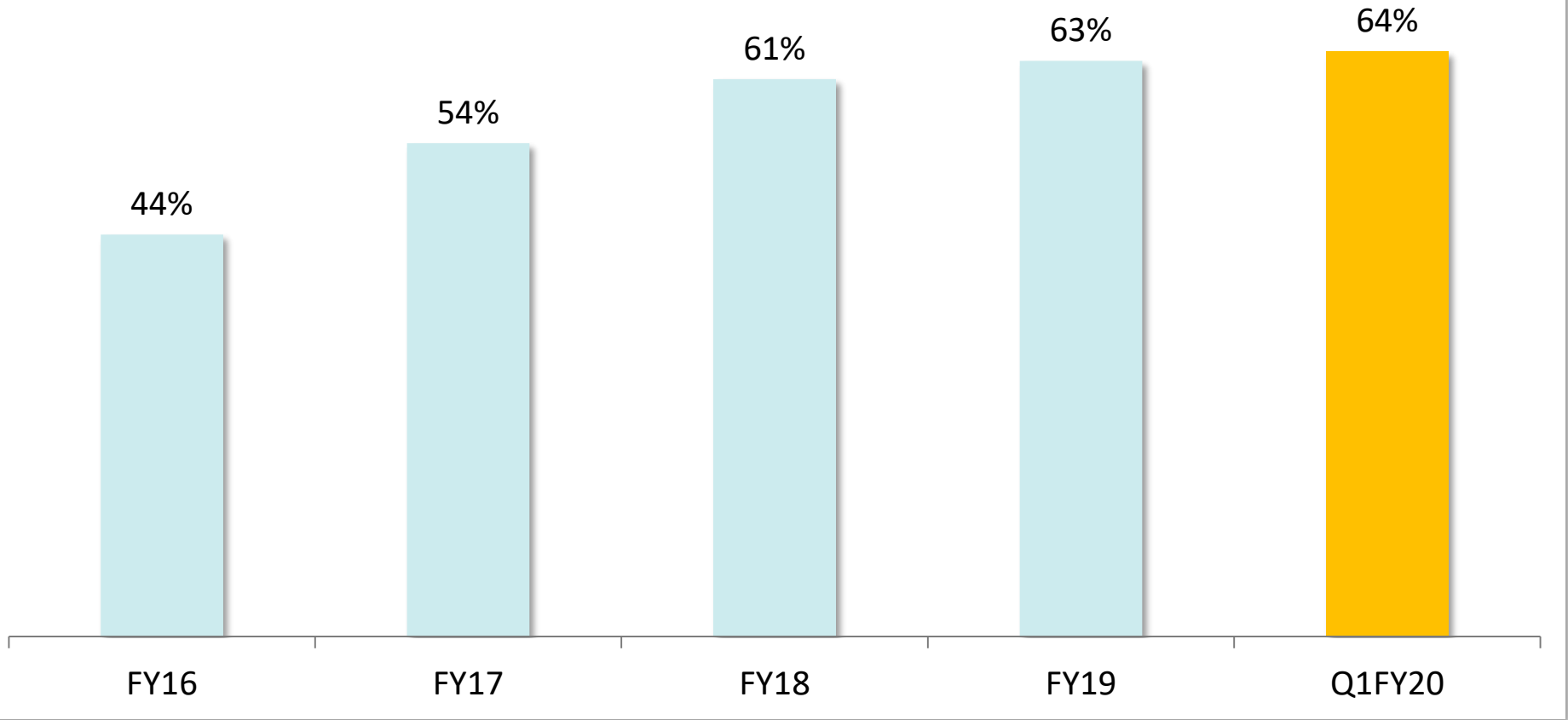


Increasing focus on retail borrowings in the total liability mix

Increasing Percentage of Long Term Borrowings



% of Total Borrowings (excl ASB)



Positive ALM Across Durations



- BMU manages ALM under the aegis of Asset Liability Committee

Comfortable Capital Adequacy Ratio



Capital Structure as on 30th June, 2019 (INR Cr)

Core Equity Tier I	8,295	14.3%
Additional Tier I	345	0.6%
Tier II	2,614	4.5%
Total Capital	11,254	
Risk Weighted Assets	57,917	

Capital Adequacy Ratio

19.4%

Debt to Equity Ratio Reduced Further



Capital Structure as on 30th June, 2019 (INR Cr)

Total Debt	40,859
Less: <i>Treasury Assets</i>	4,570
Net Debt (Ex-Treasury Assets)	36,289
Equity	9,844
D/E ratio (Ex- Treasury Assets)	3.7x

Our 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



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. 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. 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. 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



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. Berjis Desai
Independent Director

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



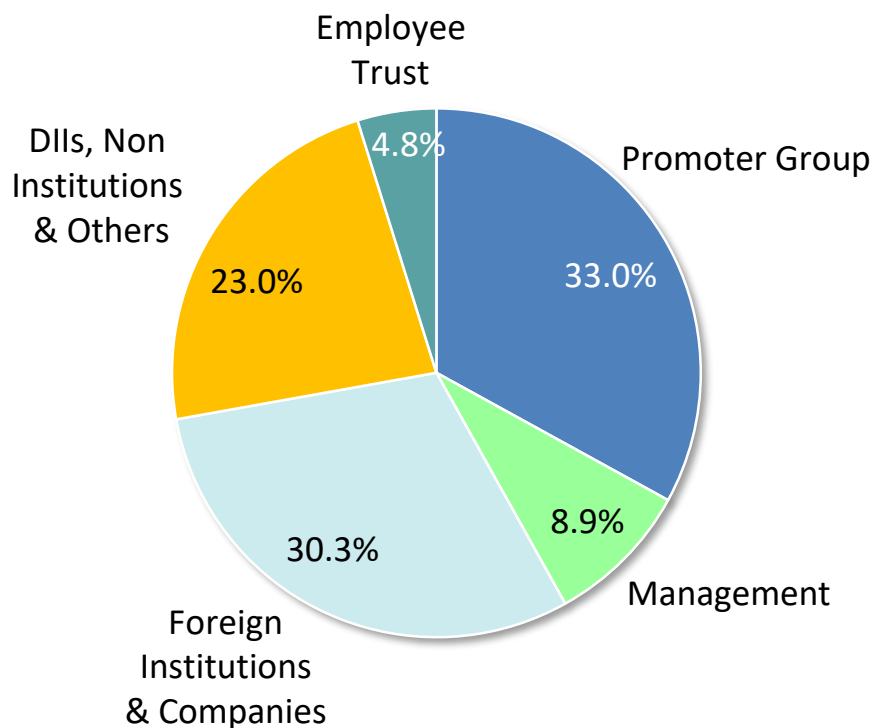
Ms. Anita M George
Non- Executive Director

- 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

Significant Institutional Ownership



Shareholding Pattern as on 30th June, 2019



Key Shareholders above 1%		Percent
1	BIH SA	4.1%
2	Pabrai Investment Fund	2.7%
3	HDFC Mutual Fund	2.6%
4	Wellington Management	1.7%
5	Vanguard Group	1.6%
6	Steadview Capital Management	1.6%
7	Caisse de dépôt et placement du Québec (CDPQ)	1.6%
8	Goldman Sachs Funds	1.5%
9	Flowering Tree Investment Management	1.4%
10	Kotak Mutual Fund	1.3%
11	LIC	1.1%
12	TIAA CREF	1.1%
13	Rakesh Jhunjunwala	1.1%
14	Fidelity Management & Research	1.0%
15	Baron Asset Management	1.0%

~47% owned by Edelweiss Management

Number of shares held by Promoter group unchanged



ESG at Edelweiss

Our 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

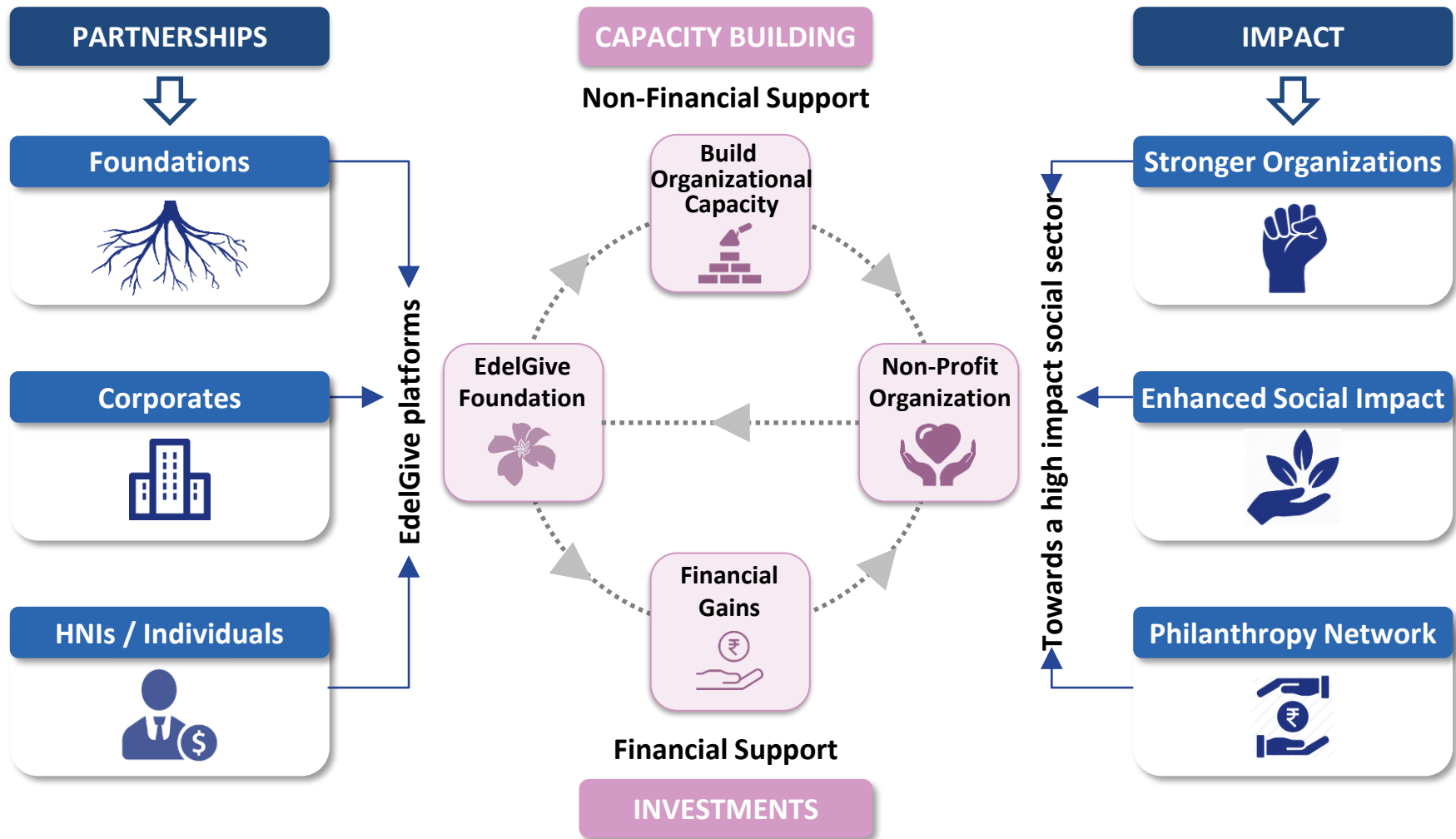


Responsible Consumption



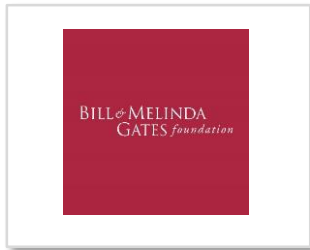
Climate Support

EdelGive Foundation - Unique Philanthropic Platform



Focuses on Education, Livelihood and Women Empowerment

EdelGive Partners



HT Parekh Foundation & CDPQ have recently partnered with EdelGive

EdelGive Foundation - Key Metrics



Employee Engagement

Employee Engagement %	More than 70% engaged in financial and non financial giving
Man Hours spent till date	32,500 hrs
Field Visits till date	150+

Capacity Building – Non financial support

Employees provided skills and time pro bono in over 100+ 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 207 Cr
Presence in Indian States	14 States
Funding Partners	116



Strategic Investment in Our Advisory Business

Edelweiss Strategy and Structure



- In 2017, we initiated a strategic plan to separate three business Groups (Credit, Advisory and Insurance) into distinct entities, each with its own set of investors, a ring-fenced capital base and an Independent Board
- Edelweiss has accomplished this for the Credit and Life Insurance businesses with the recent investment of \$250mn by CDPQ in the former and Tokio Marine Holdings 49% equity stake holding in the latter
- We are now in the third and final phase of this strategy; restructuring our Advisory business and raising capital into the **Edelweiss Global Investment Advisors (EGIA)**, which includes the businesses of Asset Reconstruction, Wealth & Asset Management and Capital Markets
- Kora Management (Kora), an existing investor in the Edelweiss Group, has agreed binding terms to invest in the initial round
- At the conclusion of the restructuring and investment by external investors, EGIA will be capitalized for future growth

Edelweiss will continue to be a majority shareholder in each of its business verticals

Kora's Investment Commitment of \$125 mm



- Kora, an existing long-term investor in Edelweiss, will be investing \$125 mn (~INR 875 Cr) of growth equity in the Group comprising:
 - \$75 mn (~INR 525 Cr) of compulsorily convertible instrument into EGIA before FY22 year-end (subject to completion of identified milestones)
 - Conversion terms will be based on performance and profitability of the business
 - Approximately INR 8,000 Cr implied valuation within a range based on performance
 - An additional \$50 mn (~INR 350 Cr) commitment into the Edelweiss Group whose form and manner will be determined closer to completion of the round
- Edelweiss Group is in talks with additional investors to join this first external investment round in EGIA
- The current round will be limited to \$200 mn (~INR 1,400 Cr)

Structure of the Advisory Business by End FY20



Edelweiss Global Investment Advisors

Wealth Management

- UHNI & Family Office Advisory
- Affluent business
- Asset Services

Asset Management

- Alternative Asset Management
- Mutual Fund

Institutional Client Group

- Institutional Equities
- ECM & Advisory

Asset Reconstruction Company

- Distressed Credit

Customer Assets

Assets Under Advice (Wealth Management)	1,06,600
Assets under Custody & Clearing	22,100
Funds under Management (Asset Management)	36,300
Distressed Credit (ARC Assets)	38,800

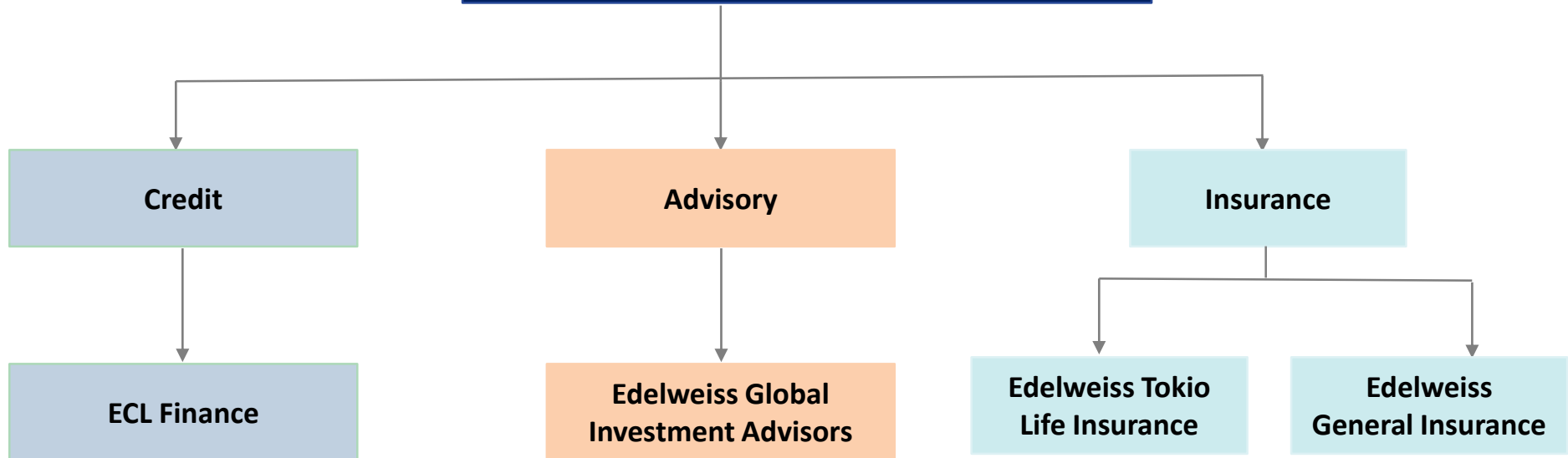


- **Wealth Management**
 - Business built around client segments – Affluent, CXO with ESOPs & Entrepreneurs and Family offices
 - A technology driven platform to deliver superior customer experience and drive cost efficiencies
- **Asset Management**
 - Continue to maintain leadership in the alternative segment with clear focus on Private Debt
 - Deliver superior risk adjusted returns to our investors globally
- **Institutional Client Group**
 - Offer investors unbiased high quality research with complete access to company managements
 - A globally renowned platform for seamless execution with leadership in the ECM space
- **Distressed Credit**
 - Maintain market dominance; Focus on revival-led resolutions

Edelweiss Business Group Structure By End FY22



Edelweiss Financial Services Ltd



- Retail Credit
- Corporate Credit

- Wealth Management
- Asset Management
- Institutional Client Group
- Asset Reconstruction

By 2022, Edelweiss expects to hold 81%-87% of the Credit business and 80%-90% of the Advisory business

About Kora Management



- Kora is an investment firm focused on financial services and internet businesses
- Headquartered in New York, the firm invests globally, leveraging its research infrastructure in Asia, Latin America, and Russia to develop insight on emerging markets companies
- With a concentrated portfolio, Kora seeks to partner with exceptional entrepreneurs and management teams focused on creating long-term value
- Significant experience backing tech-led financial services in India, including a long-term partnership with Edelweiss

Safe Harbour



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NOTES:

- Slide 7, 35 : Embedded value (EV) is calculated on market consistent basis
- Slide 12 : General insurance loss of INR 12 Cr in Q1FY20
- Slide 22 : GNPA is as per RBI prudential norms; Stage 3 Credit Book and ECL Provision correspond to GNPA and specific provision taken respectively
- Slide 15,27,29,30 : Asset Management AUM is rounded off to nearest 100
- Slide 21,27,33 : Business wise financial performance numbers are on fully loaded cost basis with allocation of Group Enterprise costs
- Slide 33 : Life Insurance numbers have been re-cast for the purpose of consolidation under IndAS
- Slide 45 : Risk weighted assets is 91% of Gross Assets of INR 63,978 Cr
- Slide 50 : Key institutional shareholders: Holding of known affiliates have been clubbed together for the purpose of this information