

EW/Sec/2019/39

January 29, 2019

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

Dear Sirs,

Ref.:- Scrip Code: 532922

**Sub: Investor Presentation in US Dollar**

Please find enclosed the Investor Presentation in US Dollar on Earnings Updates in respect of the quarter and nine months period ended December 31, 2018.

Kindly take the same on record

Thanking you,  
**For Edelweiss Financial Services Limited**  
  
**B. Renganathan**  
**Executive Vice President & Company Secretary**

Encl: a/a

US \$ version



# Edelweiss Financial Services Limited

*Q3FY19 Earnings Update*





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ESG at Edelweiss

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## Quarterly Performance Highlights



**Edelweiss**  
Ideas create, values protect

# Financial Snapshot – Q3FY19



\$ Mn	EOP Equity	Profit after Tax	RoA	RoE
<b>Total Pre Minority</b>	<b>1,260</b>	<b>37</b>		
Credit	914	45	2.8%	19.8%
Franchise & Advisory	22	11		
Life & General Insurance	156	(11)		
BMU, Corp & Others	168	(8)		
<b>Minority Interest (MI)</b>	<b>148</b>	<b>5</b>		
<b>Total Consolidated Post MI</b>	<b>1,112</b>	<b>32</b>	<b>1.8%</b>	<b>11.9%</b>
<b>Total Ex-Insurance Post MI</b>	<b>1,025</b>	<b>39</b>	<b>2.4%</b>	<b>15.6%</b>

# Consolidated 9MFY19 PAT Up 22% YoY



(\$ Mn)	Q3FY18	Q3FY19	9MFY18	9MFY19	Y-o-Y Growth
<b>PAT Consolidated</b>	34	32	89	109	22%
<b>PAT Ex-Insurance</b>	40	39	102	130	27%
<b>Balance Sheet</b>	7,026	8,007	7,026	8,007	14%

**PAT growth expected to be ~15% for FY19**

# PAT Distribution Across Businesses



PAT (\$ Mn)	Q3FY18	Q3FY19	9MFY18	9MFY19	Y-o-Y Growth	EOP Equity
<b>Total Consolidated</b>	<b>34</b>	<b>32</b>	<b>89</b>	<b>109</b>	<b>22%</b>	<b>1,112</b>
<i>Credit</i>	<i>27</i>	<i>37</i>	<i>67</i>	<i>107</i>	<i>58%</i>	<i>842</i>
<i>Franchise &amp; Advisory</i>	<i>12</i>	<i>11</i>	<i>31</i>	<i>33</i>	<i>7%</i>	<i>22</i>
<i>Life &amp; General Insurance</i>	<i>(6)</i>	<i>(7)</i>	<i>(13)</i>	<i>(21)</i>	<i>-</i>	<i>87</i>
<i>BMU, Corp &amp; Others</i>	<i>2</i>	<i>(8)</i>	<i>4</i>	<i>(10)</i>	<i>-</i>	<i>161</i>

# Diversified Business Model Reduced Volatility Impact



Business Segments	9MFY19 Pre MI PAT (\$ Mn)	% Contribution
<b>Credit Business</b>		
Retail Mortgage	10	7%
LAS, SME, Agri and Business Loans	14	10%
Structured Collateralised Credit	26	17%
Wholesale Mortgage	33	22%
Distressed Credit	42	28%
<b>Franchise &amp; Advisory Business</b>		
Wealth Management & Asset Management	25	17%
Capital Markets	8	5%
<b>BMU, Corporate and Others</b>	<b>(10)</b>	<b>(6%)</b>
<b>Total Ex- Insurance</b>	<b>149</b>	<b>100%</b>



# Key Performance Parameters



## Key Ratios

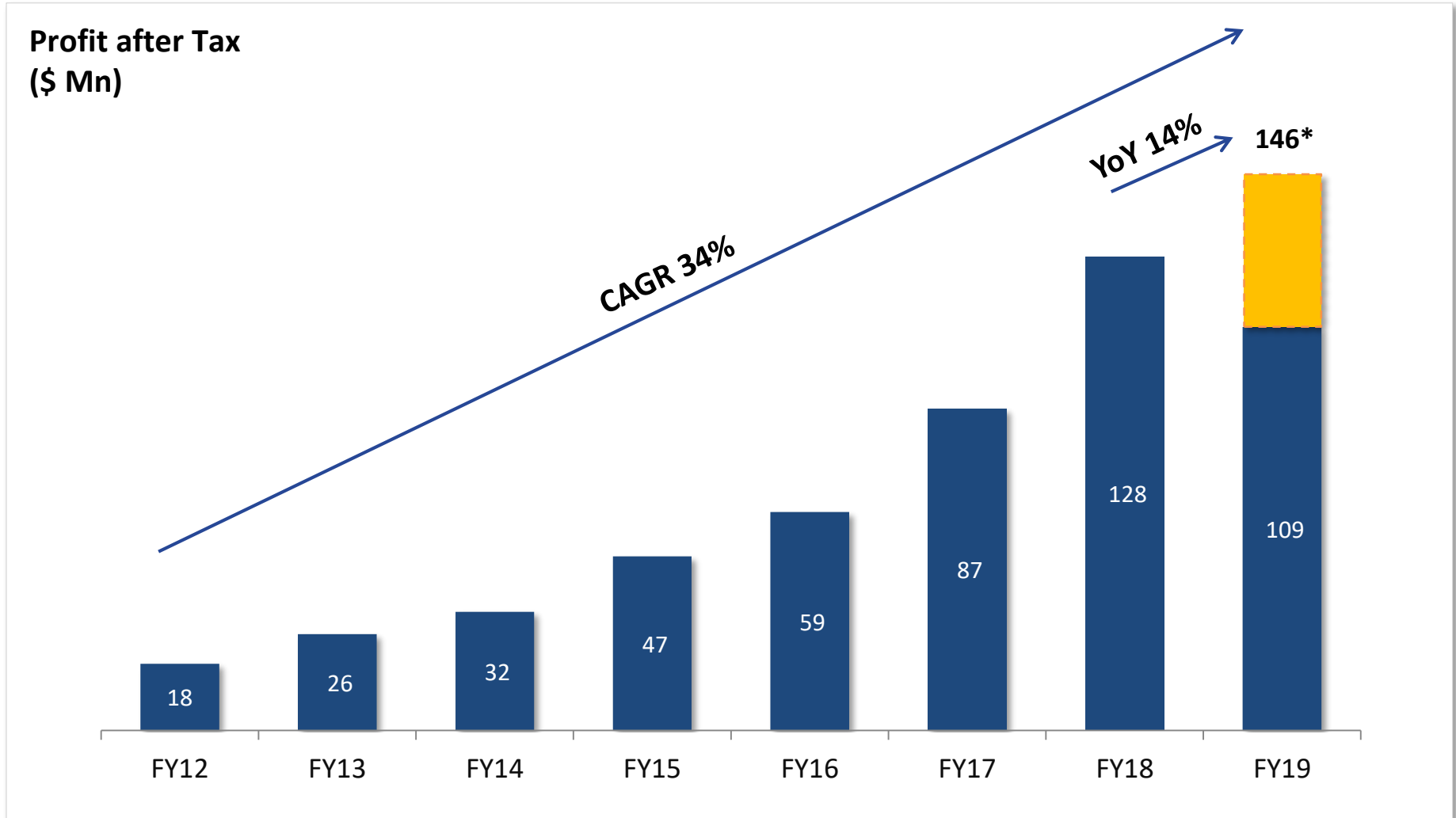
Consolidated	Q3FY18	Q3FY19	9MFY18	9MFY19
RoA	2.0%	1.8%	2.0%	1.8%
RoE	16.6%	11.9%	16.3%	13.9%
Cost to Income Ratio	59%	64%	59%	62%

Ex-Insurance	Q3FY18	Q3FY19	9MFY18	9MFY19
RoA	2.7%	2.4%	2.5%	2.4%
RoE	21.6%	15.6%	20.3%	18.1%
Cost to Income Ratio	45%	51%	47%	49%

**RoAs maintained; Reduction in DE lowers RoE**

# 9MFY19 Consolidated PAT at \$109 Mn



\*Annualised  
Numbers for FY19 are as per IndAS and for prior periods as per IGAAP

# Steady growth in Balance Sheet and Customer Assets



As on 31<sup>st</sup> Dec'18

	\$ Bn	YoY Growth
<b>Balance Sheet Assets</b>	<b>8.0</b>	<b>14%</b>
<b>Customer Assets</b>	<b>27.5</b>	<b>19%</b>
<i>Distressed Credit (ARC Assets)</i>	5.5	(1%)
<i>Assets Under Advice (Wealth Management)</i>	14.4	18%
<i>Funds under Management (Asset Management)</i>	5.1	36%
<i>Assets under Custody &amp; Clearing</i>	2.6	49%
<b>Total Assets</b>	<b>35.5</b>	<b>18%</b>

**ARC assets fall due to resolutions and recoveries**

# Good Funding Support from All Sources



Q3FY19 (\$ Mn)

By Instrument	
<b>Fresh Borrowings</b>	<b>1,262</b>
<i>NCDs and others</i>	396
<i>CP</i>	280
<i>Term Loans</i>	587

By Source	
<b>Fresh Borrowings</b>	<b>1,262</b>
<i>Mutual Funds</i>	516
<i>Banks</i>	430
<i>Retail &amp; Others</i>	316

**Recently closed NCD public issue with good Retail participation**

# Liquidity at a Glance



- Currently we hold balance sheet liquidity of ~\$ 2 Bn, almost half of this is from our Liquidity Cushion of \$1Bn; can be converted into cash within 24-48 hours
- We have Other Liquid Assets (OLA) comprising \$ 1 Bn, which includes our highly liquid treasury assets plus liquid credit assets; can be converted into cash within 30-45 days
- ~25% of the balance sheet can be converted to cash in 30-45 days

**In Q3 our balance sheet has demonstrated significant inherent liquidity, from both the liquidity cushion and OLA**



## Q3FY19 Analysis

## Q3 at a Glance



### **Liquidity : We entered Q3 with liquidity adequate for ~1 year**

- Liquidity cushion increased by \$ 0.2 Bn to 15% of borrowings
- Balance sheet assets provided incremental liquidity of \$ 0.8 Bn
- All repayments and redemptions were seamlessly met

### **Liabilities : Successfully raised fresh borrowings of ~ \$ 1.3 Bn**

- Bank borrowings and NCDs raised; CPs paid/ prepaid
- No necessity to resort to asset sales at any point

### **Asset Quality : Remained broadly stable through the quarter**

- Prioritized lending to committed projects and customers
- Intensified asset reviews as well as focus on recovery

**Liquidity, liability management and asset quality remained robust through Q3**

# Key Actions Taken this Quarter



## Liquidity

- Remained conservative on liquidity throughout the quarter
- Quick conversion of assets to cash: LAS book scaled down by ~\$ 316 Mn; Corporate book by ~\$ 473 Mn

## Liabilities

- Reduced dependence on CPs: share of CPs in borrowings down from 18% as at Q2FY19 to 7% as at Q3FY19
- Continued to increase the share of long term debt: now at 62%, up from 59% in Q2FY19
- Raised fresh borrowings of ~\$746 Mn from Banks and retail sources; Pre paid borrowings to the tune of ~\$244 Mn

## Asset Quality

- Gross Stage 3 Assets have reduced from Q2 aided by significant recoveries
- Total Provision Cover went up to 123% from 112%

**Emphasis on long term borrowings increased cost of funds on incremental borrowings by ~100 bps**



# Business Highlights



- Businesses scaled back growth without compromising existing customer franchise
- Credit NIMs maintained despite higher cost of funds; helped by marquee resolution of Binani Cement and lowering of D/E
- Largest distressed fund raised in India - Closed EISAF II fund at \$1.3 Bn
- Impact of subdued Capital Markets offset by gains in Asset Management
- Insurance business largely unaffected by macroeconomic events

**Higher liquidity cushion and conscious credit book scale back impacted Q3 profitability**

# Profit Change Attribution: Q2FY19 to Q3FY19



Profit After Tax	\$ Mn	Comments
<b>Q2FY19</b>	<b>39</b>	
<i>Binani resolution</i>	7	Fee & carry income on resolution of Binani cement
<i>Scale down of Corporate Credit and LAS Book</i>	(5)	Average book size reduced by ~\$ 430 Mn
<i>Cost of holding liquidity cushion</i>	(4)	Higher liquidity cushion & increased cost of holding liquid assets
<i>Higher borrowing rate</i>	(1)	Incremental cost of ~40 bps on assets other than above
<i>Higher tax provision</i>	(3)	
<i>Others</i>	(1)	
<b>Q3FY19</b>	<b>32</b>	



## **Business Performance Highlights**

***CREDIT***

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



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# Credit Business Mix



As on 31 <sup>st</sup> Dec'18	Capital Employed (\$ Mn)	% Share	
<b>Retail Credit</b>	<b>2,547</b>	<b>42%</b>	
Retail Mortgage	1,215	20%	Blend of loans to home owners and home buyers
SME & Business Loans	569	9%	Underserved and highly scalable, focus area for future
Loan against Securities	680	11%	Catering to Retail & Wealth Mgmt customers in Capital Markets
Agri and Rural Finance	84	1%	Large scalable opportunity with low competitive intensity
<b>Corporate Credit</b>	<b>2,553</b>	<b>42%</b>	
Structured Collateralised Credit	1,007	17%	Customized credit solutions with robust risk management systems
Wholesale Mortgage	1,546	25%	Developer financing for primarily residential properties
<b>Distressed Credit</b>	<b>979</b>	<b>16%</b>	Leading Asset Reconstruction Company in India
<b>Total Credit Book</b>	<b>6,079</b>	<b>100%</b>	

# Credit Business at a Glance



Credit Business (\$ Mn)	Q2FY19	Q3FY19
Capital Employed	7,030	6,079
Average Interest Yield	16.0%	17.4%
Average Cost of Borrowing	9.5%	10.3%
Net Interest Margin	7.7%	8.6%
Net Revenue	131	137
Cost to Income	37%	37%
Provisions & Write Offs	19	15
PAT	41	45
RoA	2.4%	2.8%
RoE	18.0%	19.8%

**NIMs and RoA has improved as Debt to Equity ratio has come down**

# Asset Quality at a Glance



At the end of 31 <sup>st</sup> Dec'18 (\$ Mn)	Q2FY19	Q3FY19
Credit Book	5,984	5,100
<i>Of which Stage 3</i>	107	94
ECL Provision	119	115
<i>Of which Stage 3</i>	59	54
Specific Provision Cover	56%	58%
Total Provision Cover	112%	123%
Average Collateral cover on Corporate Book	1.9x	1.9x
Average Loan-To-Value on Retail book	~45%	~45%
Gross NPA	1.78%	1.84%
Net NPA	0.79%	0.78%

**Stage 3 credit book reduction driven largely by recoveries and heightened watchfulness on asset quality**

# Credit Business Performance Snapshot



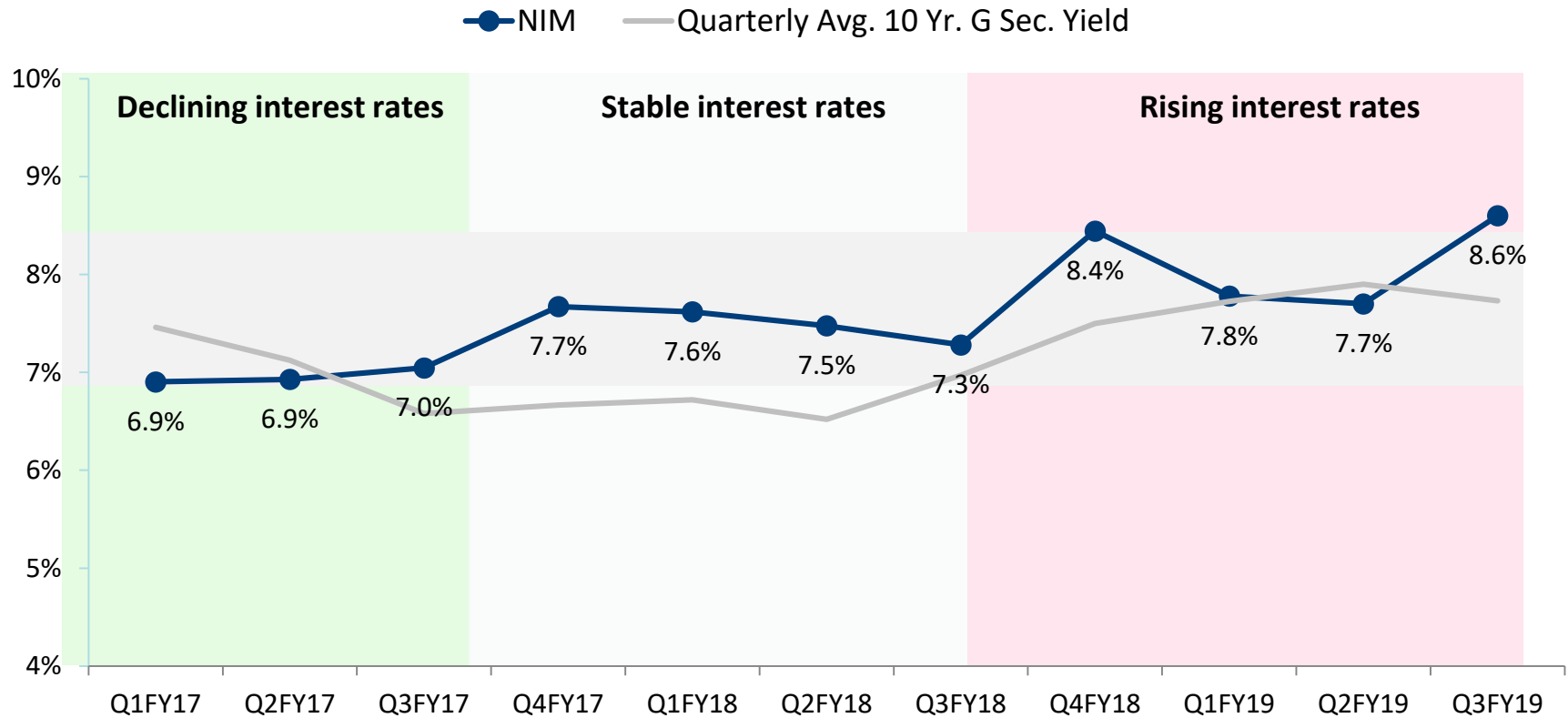
Q3FY19 (\$ Mn)	Total	Y-o-Y	Retail	Y-o-Y	Corporate	Y-o-Y	Distressed	Y-o-Y
EOP Capital Employed	6,079	18%	2,547	25%	2,553	10%	979	22%
EOP Equity	914	31%	250	19%	425	29%	239	53%
Net Interest Income	137	48%	34	48%	63	20%	40	136%
PAT	45	57%	7	14%	17	55%	21	85%
Net Interest Margin	8.6%		5.1%		9.1%		16.7%	
Cost to Income	37%		52%		39%		20%	
RoA	2.8%		1.1%		2.5%		8.4%	
RoE	19.8%		11.1%		16.2%		37.2%	

**No change in business strategy**  
**Conservatively prioritized liquidity over book growth this quarter**

# Highest NIMs in this Quarter



## Quarterly evolution of NIM of the Credit Business



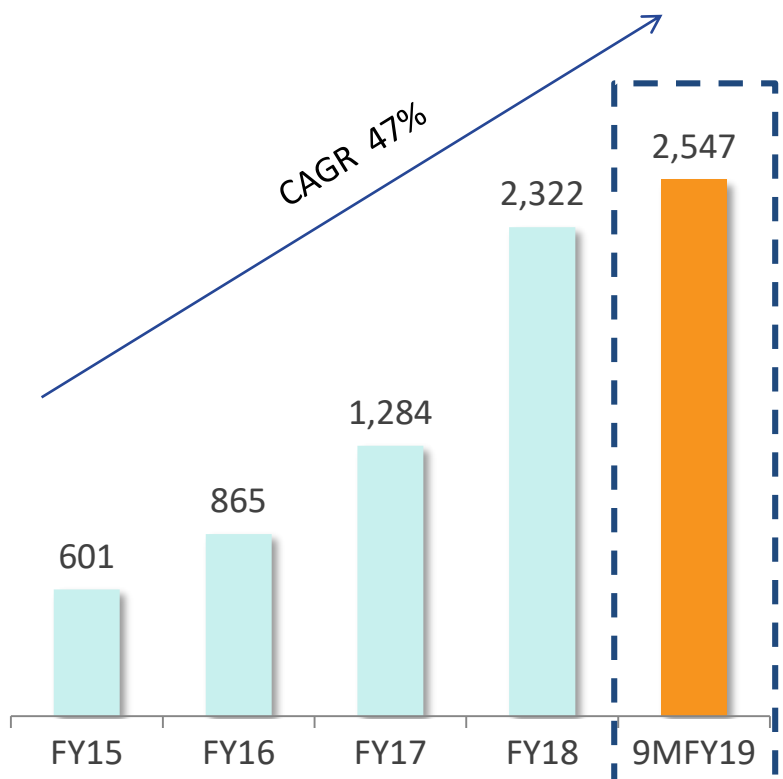
.....through diversified portfolio mix, ALM and strength of customer franchise



# Retail Credit



**Capital Employed**  
(\$ Mn)



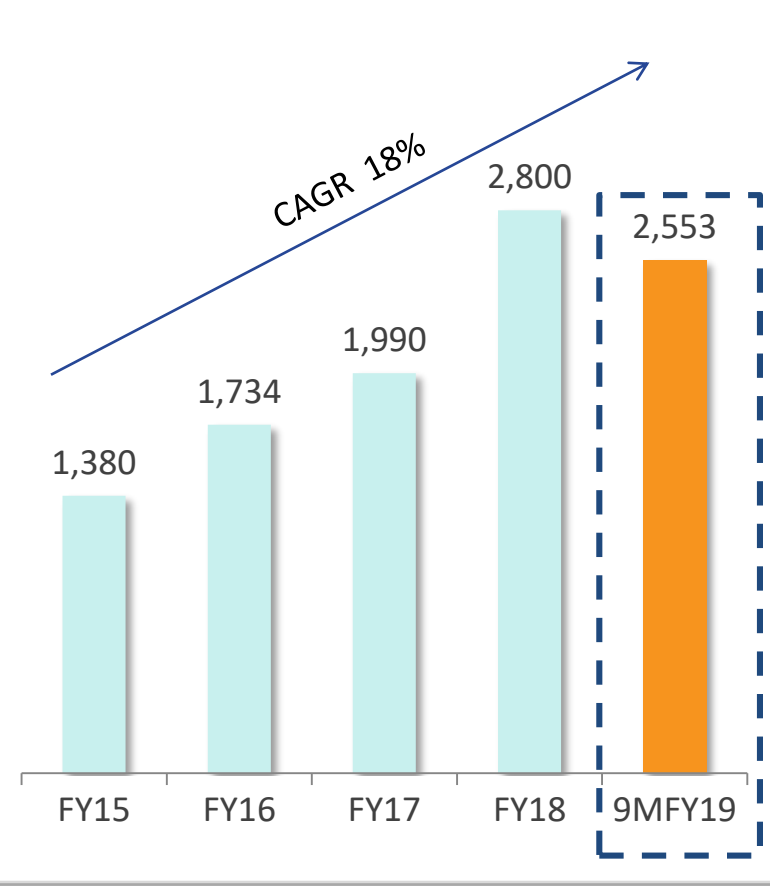
	SME		Retail Mortgage	
	Secured	Unsecured	HL	LAP
Average Yields %	14%	21%	10%	12%
Median Ticket Size - \$ Mn	~0.22	0.01	0.02	0.03
RoA	1.50% - 2.00%		1.00% - 1.50%	
Locations (#)	107		79	

- Conserved liquidity by reduction mainly in LAS book
- Disbursements stepped up in December
- Increased rate by 75-100 bps, no impact on borrower behavior
- Slowed down sales force hiring in Q3; will revert to normal in Q4

# Corporate Credit



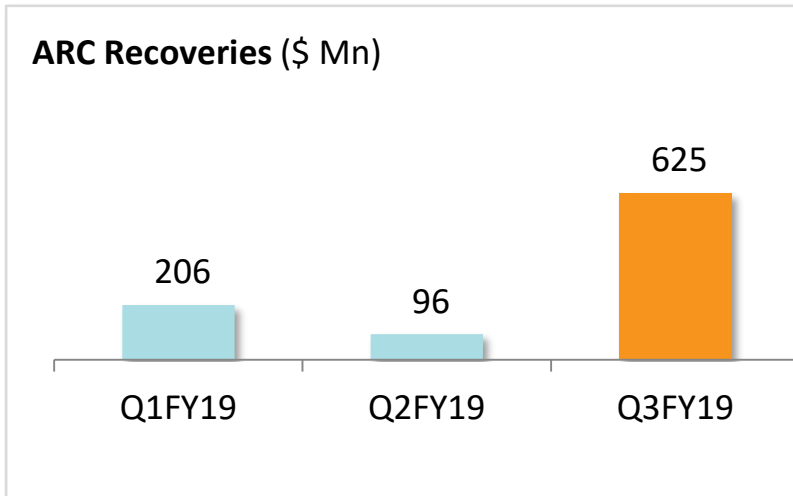
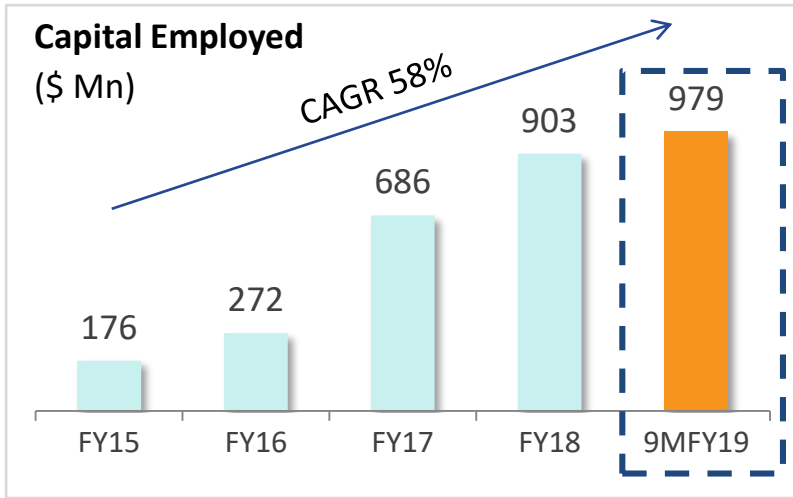
**Capital Employed**  
(\$ Mn)



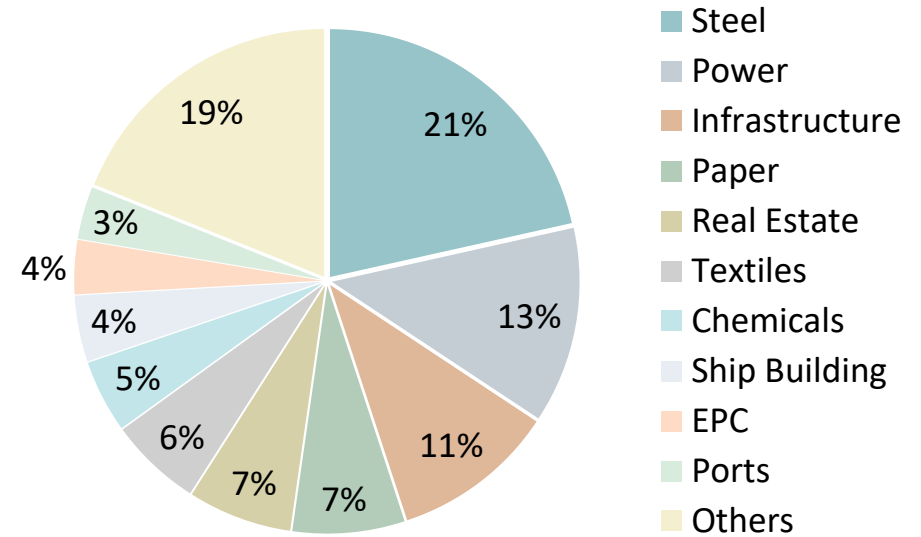
	Structured Collateralised Credit	Wholesale Mortgage
Average Yields %	15% - 17%	17% - 19%
RoA	1.75% - 2.50%	2.50% - 3.00%
Portfolio Granularity	80 accounts	174 projects
Typical Ticket Size	\$ 14 Mn – \$ 22 Mn	

- Focus on asset quality and stability over growth
- Prioritized financing to committed projects on-book while being selective with new deals
- Strategic de-growth in the book and incremental growth via fund structure will help in capital conservation

# Distressed Credit Witnessed Good Recoveries this Quarter



## Top 10 industry exposure% by SRs outstanding



- Marquee resolution of Binani Cement under NCLT
- Committed \$ 115 Mn in new opportunities
- AUM stood at ~\$ 6.5 Bn as on 31<sup>st</sup> Dec'18
- Strong deal pipeline, aided by banks' willingness to settle accounts pre NCLT



# Business Performance Highlights

**FRANCHISE & ADVISORY**

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



# Franchise & Advisory Business Performance Snapshot



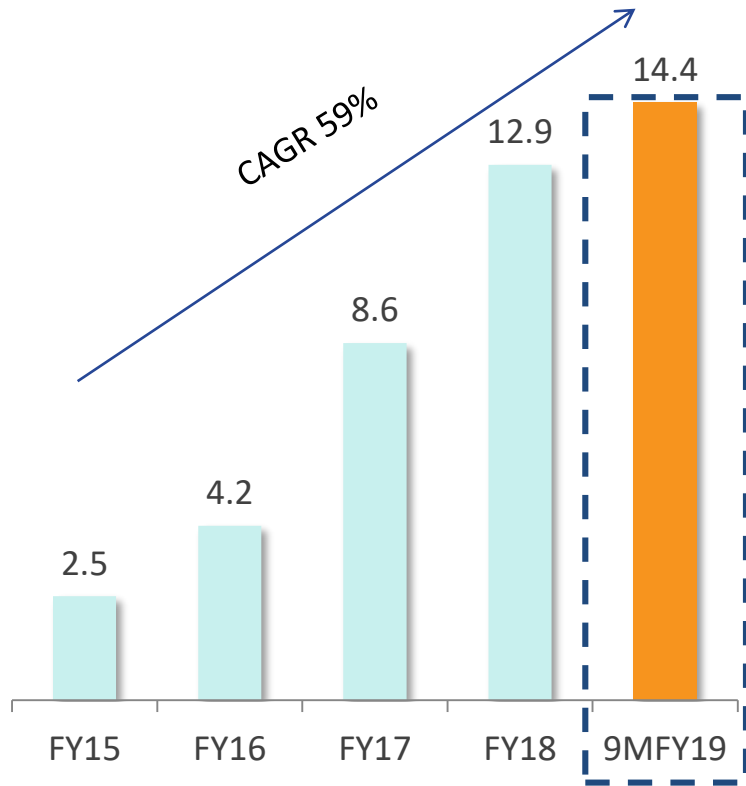
Q3FY19 (\$ Mn)	Total	Y-o-Y	Wealth Mgmt	Y-o-Y	Asset Mgmt	Y-o-Y	Capital Mkts	Y-o-Y
Net Revenue	51	12%	26	27%	13	160%	12	(42%)
PAT	11	(8%)	6	18%	4	111%	2	(70%)
Cost to Income	65%		67%		52%		76%	

Customer Assets (\$ Bn)	Assets under Advice		Assets under Management		Assets under Custody and Clearing	
	14.4	18%	5.2	40%	2.6	49%

# Wealth Management

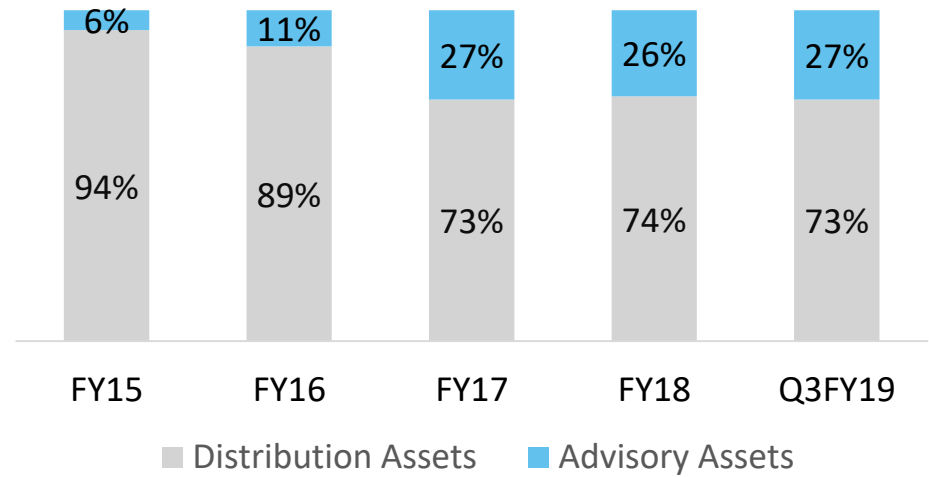


**Assets Under Advice (\$ Bn)**



As on 31 <sup>st</sup> Dec'18	Number of Clients	AUA (\$ Bn)	Number of RMs
Ultra High Net Worth Individuals	~2000	11	180
Affluent Investors	~4,75,000	3.4	1,000

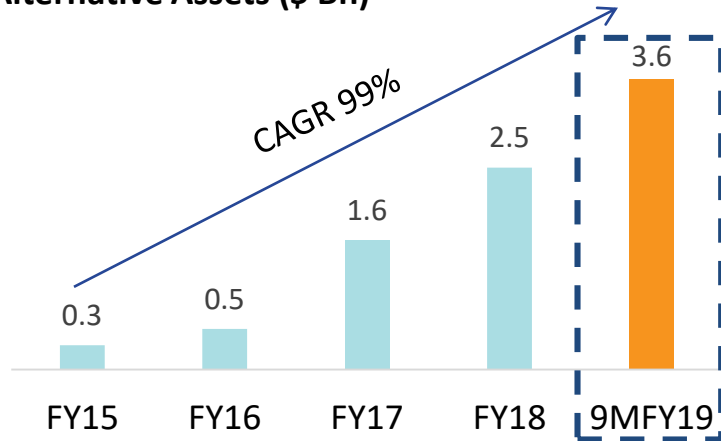
**Wealth AUA Breakup**



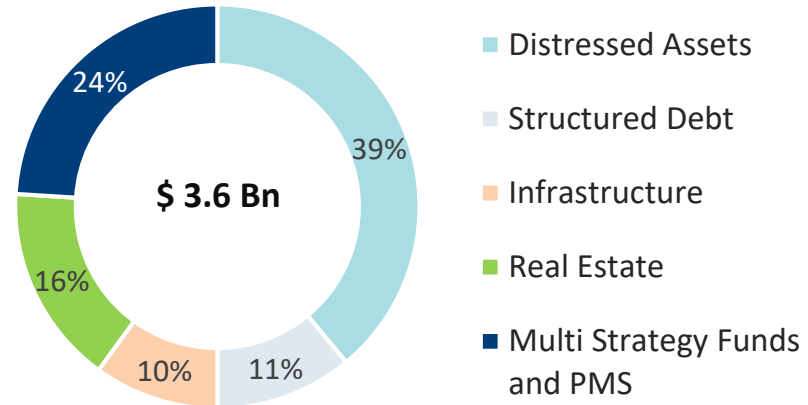
# Asset Management



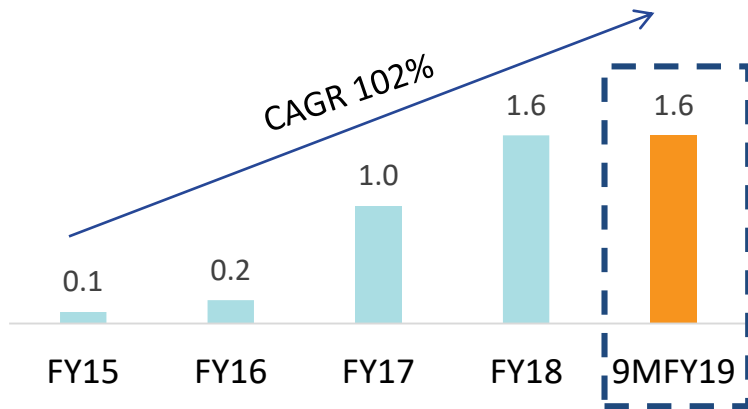
Alternative Assets (\$ Bn)



Alternative Assets AUM as on 31<sup>st</sup> Dec 2018 (\$ Bn)

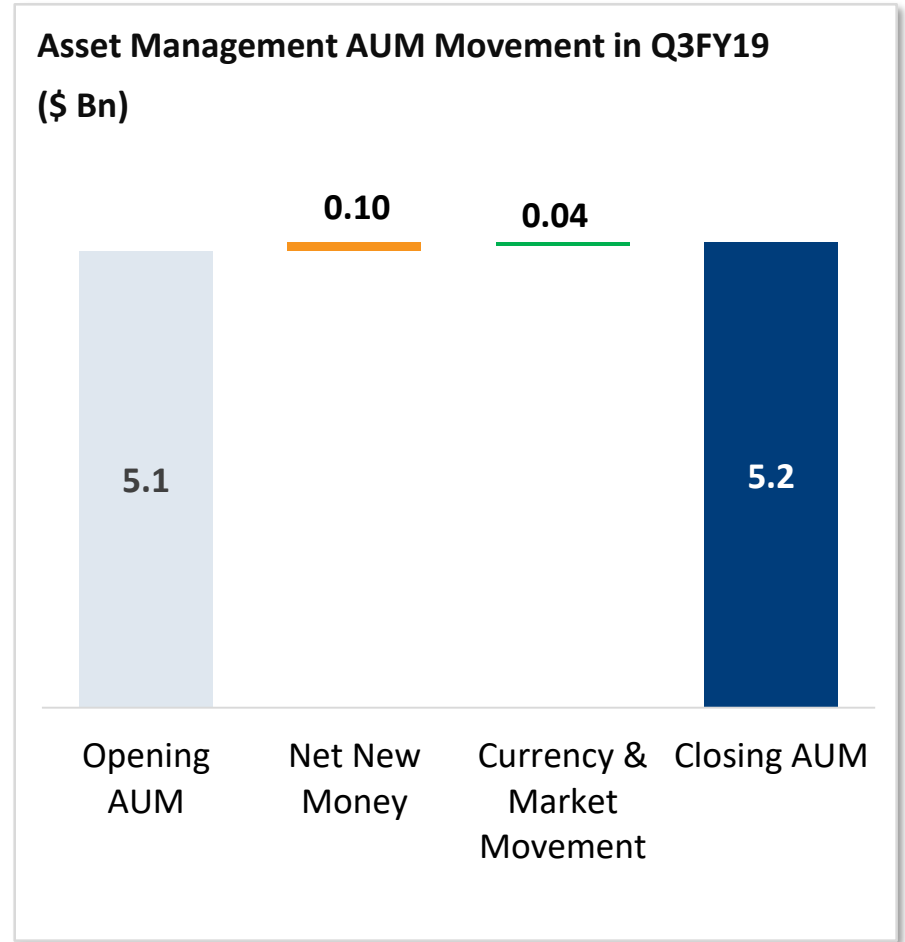
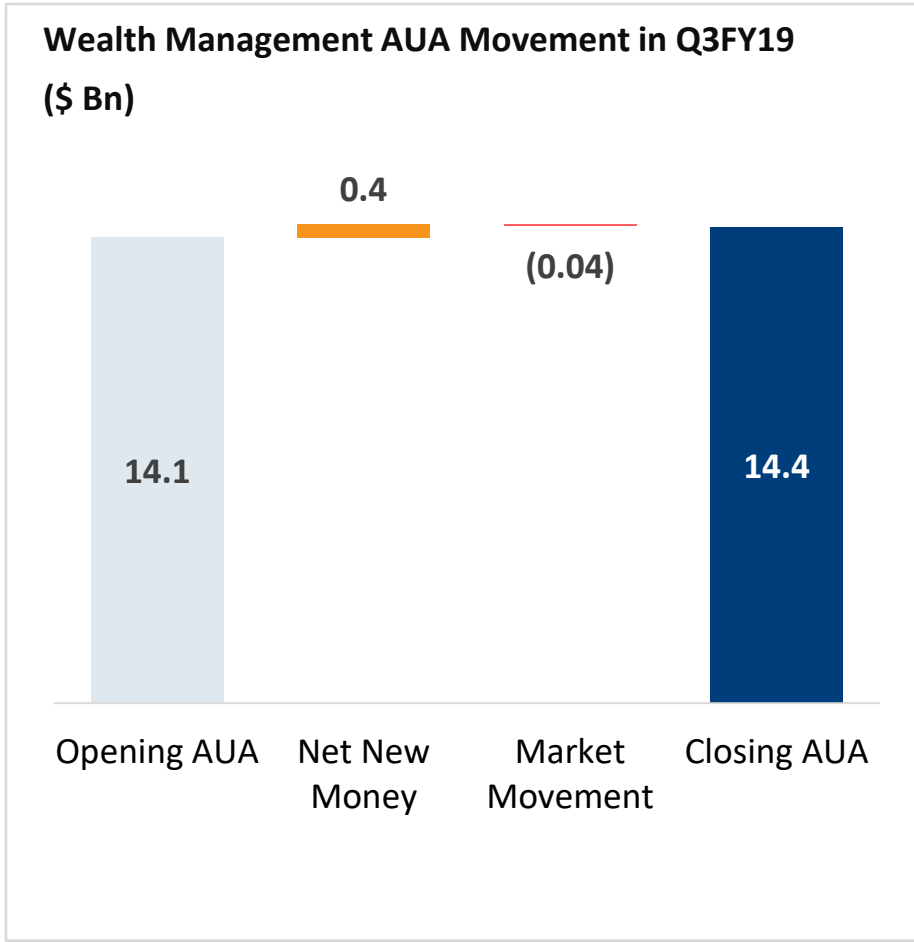


Mutual Funds AUM (\$ Bn)



- Increased deployment in Alternative business opportunities
- Completed integration of Milestone funds; acquisition adds commercial real estate capabilities
- Edelweiss Asset Management wins prestigious mandate to manage India's 1st CPSE Debt ETF

# Steady Growth in Net New Flows





# Capital Markets



## Key Equity Capital Market & Advisory Transactions



IPO  
\$ 235Mn  
BRLM  
October 2018



Largest PE Placement  
In Road Sector  
Sole Advisor  
December 2018



COCHIN SHIPYARD LIMITED

Buyback  
Sole Manager  
December 2018

- Ranked 1<sup>st</sup> as QIP banker of 2018 with 7 issuances
- Closed one of the largest PE transaction in infrastructure space for Cube Highways with minority stake sale to ADIA and Mitsubishi (Japan)

## Key Debt Capital Market Transactions



\$ 87 Mn  
Public Issue of  
NCDs  
Lead Manager



\$ 38 Mn  
Public Issue of  
NCDs  
Lead Manager



\$ 38 Mn  
Public issue of  
NCDs  
Lead Manager

- Ranked 1<sup>st</sup> as arrangers of public issue of bonds with market share of 98.3% for 9MFY19
- Lead managers for Key NBFC mandates for public bond issues



# Business Performance Highlights

*Life Insurance*



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Ideas create, values protect

# Life Insurance Performance Snapshot



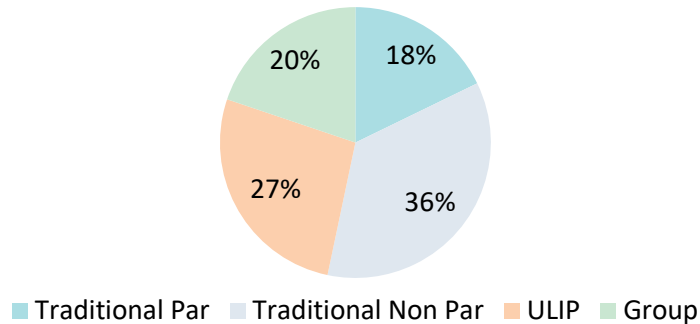
(\$ Mn)	Q3FY18	Q3FY19	Y-o-Y Growth	9MFY18	9MFY19	Y-o-Y Growth
Net Premium Income	18	26	43%	43	69	59%
Investment Income & Other Income	4	12	207%	18	19	6%
<b>Total Business</b>	<b>22</b>	<b>38</b>	<b>72%</b>	<b>62</b>	<b>88</b>	<b>43%</b>
Profit After Tax	(10)	(8)	-	(21)	(29)	-
Minority	(5)	(4)	-	(10)	(14)	-
<b>Edelweiss' Share in PAT</b>	<b>(5)</b>	<b>(4)</b>	<b>-</b>	<b>(10)</b>	<b>(15)</b>	<b>-</b>
<b>Net Worth</b>	<b>185</b>	<b>142</b>		<b>185</b>	<b>142</b>	

# Life Insurance – Long Term Value Creation

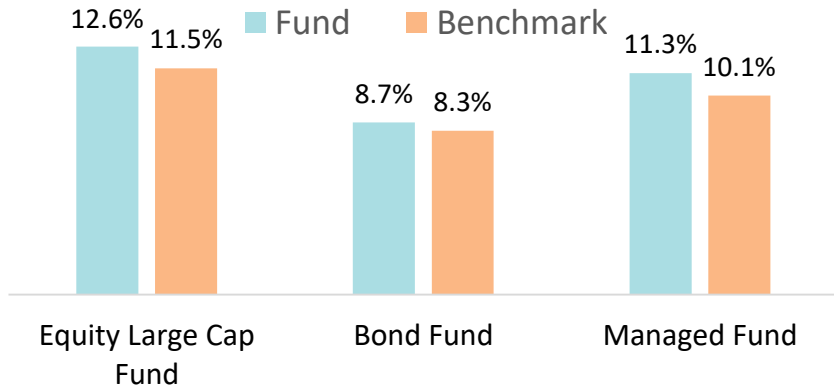


## Product Mix

New Business Premium Q3FY19

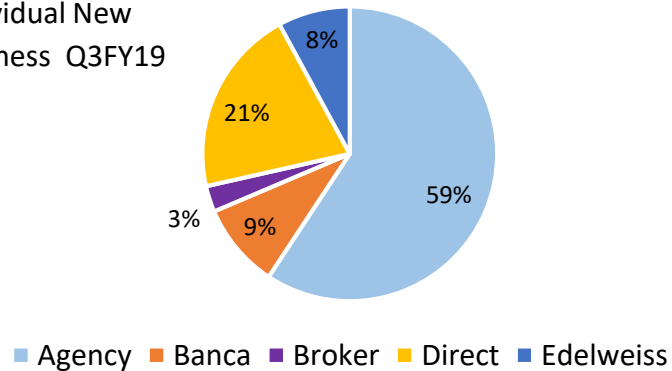


## Investments Capability (5 Year CAGR%)



## Channel Mix

Individual New Business Q3FY19

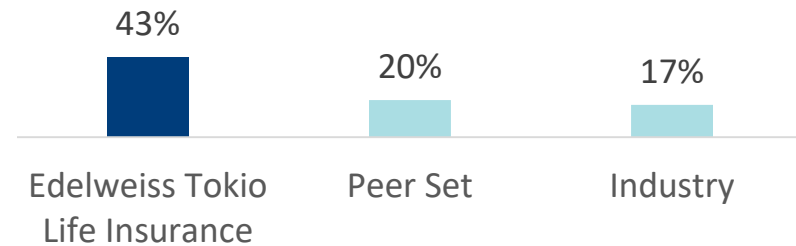


- Multi-channel distribution approach with emphasis on productivity
- Share of direct and online business is 21% in Q3FY19
- 121 branches and 40,146 PFAs across 93 locations in India

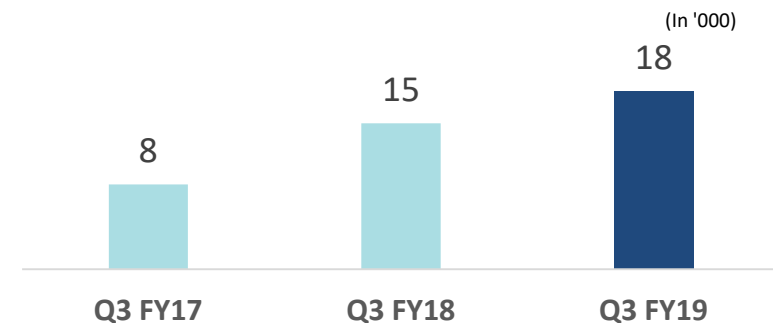
# One of the Fastest Growing Life Insurers in Individual Annual Premium Equivalent



## Collected Individual Annual Premium Equivalent CAGR growth since Q3FY16



## Number of Policies Issued (Individual Business )



- Robust growth during the quarter
  - Collected Individual Annual Premium Equivalent (APE) - \$ 11 Mn grew 49% YoY
  - Total Premium – \$ 28 Mn for the quarter, growth of 48% YoY
- Estimated 13th month overall persistency for Q3FY19 is 75%
- Indian Embedded Value at \$ 223 Mn as on 31<sup>st</sup> December 2018
- Won 'Best Social Buzz Campaign' for Zindagi Plus at The Activation Venues Forum 2018



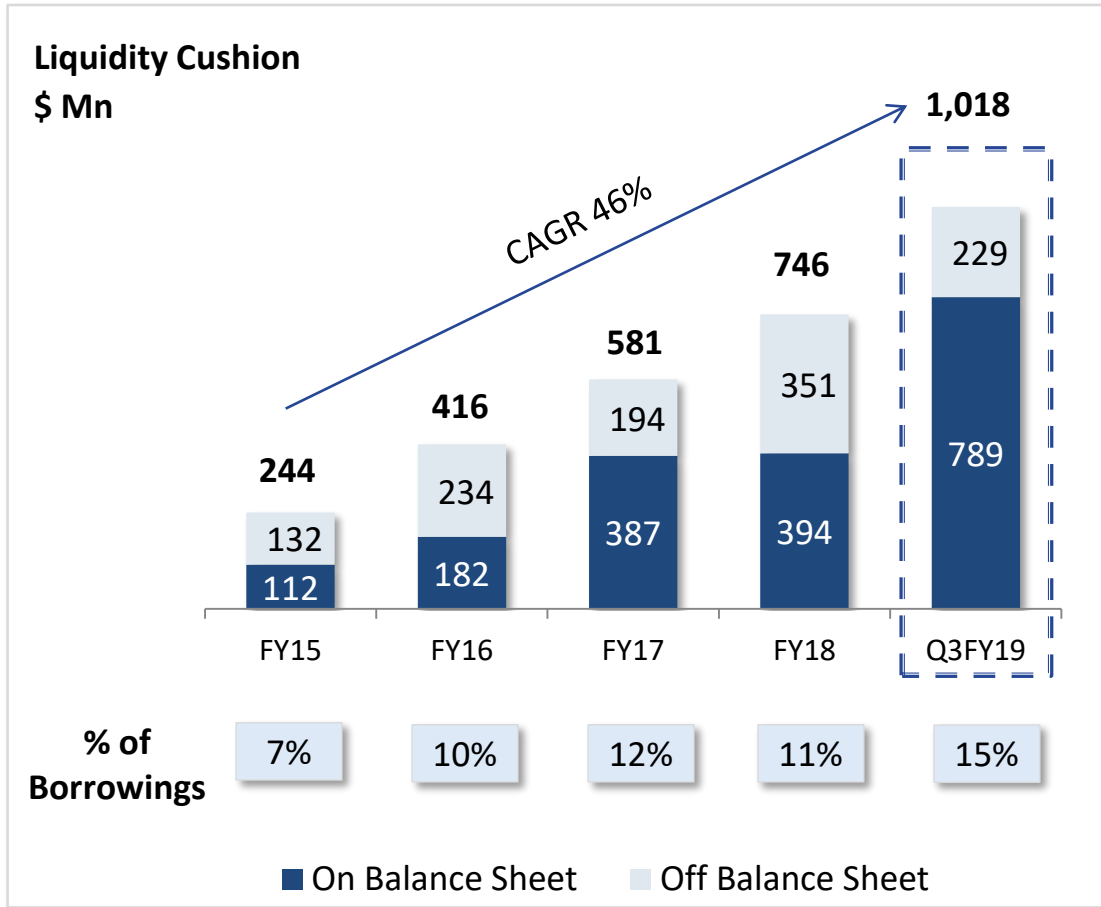
## Balance Sheet Highlights

# Key Highlights – Balance Sheet



- 1** Liquidity cushion at 15% of Borrowings
- 2** Diversified Borrowings mix
- 3** Matched Asset-Liability profile
- 4** Comfortable capital adequacy ratio at 17.8% and D/E of 4.2x
- 5** Stable business model reflected in credit ratings

# 1 Liquidity Cushion – Consistently a Clear Focus Area

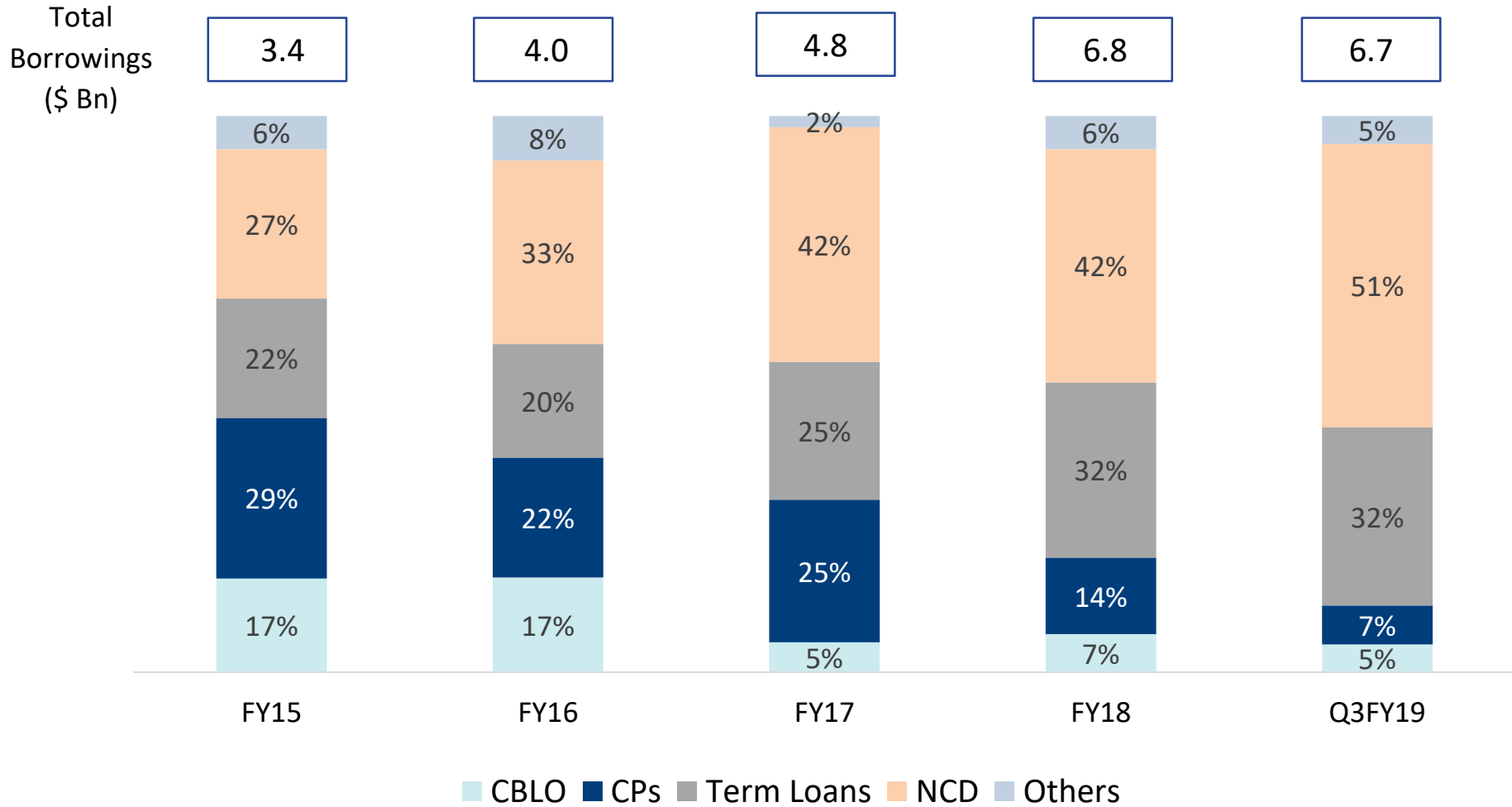


- Increase in on-book liquidity
  - Government Securities, Mutual Funds etc.: \$ 688 Mn
  - Fixed Deposits and bank balance: \$ 100 Mn
  - Banking Lines: \$ 229 Mn
- Validated the continuing emphasis on carrying excess liquidity this quarter

**We aim to maintain a liquidity cushion of 11%-13% of Borrowings**

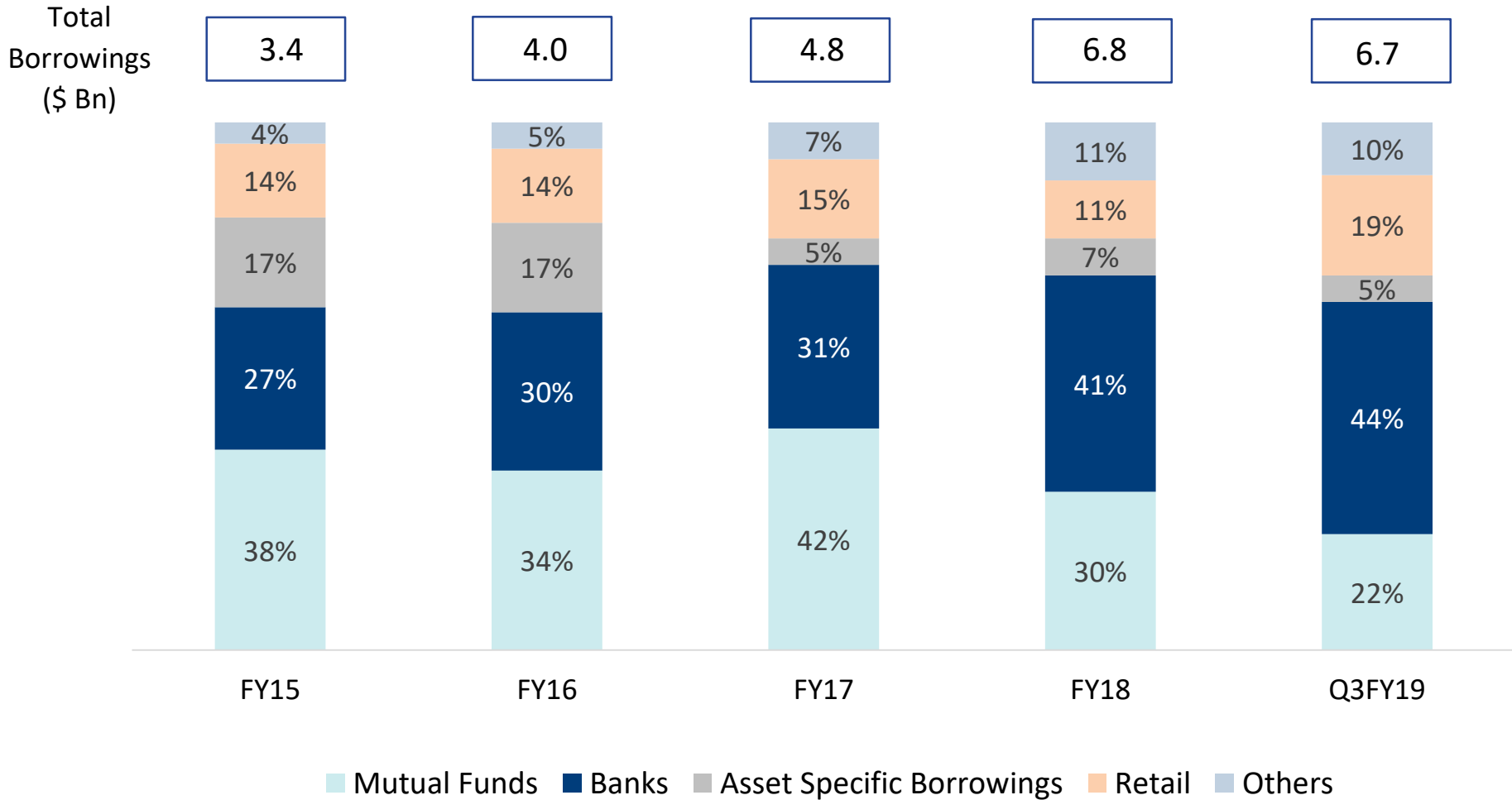


## 2 Diversified Borrowing Profile By Instruments...



**CPs are down to 7% of total borrowings**

## 2 ...And By Source



**Mutual Funds are now 22% of total borrowings**

## 2 Increasing Percentage of Long Term Borrowings...

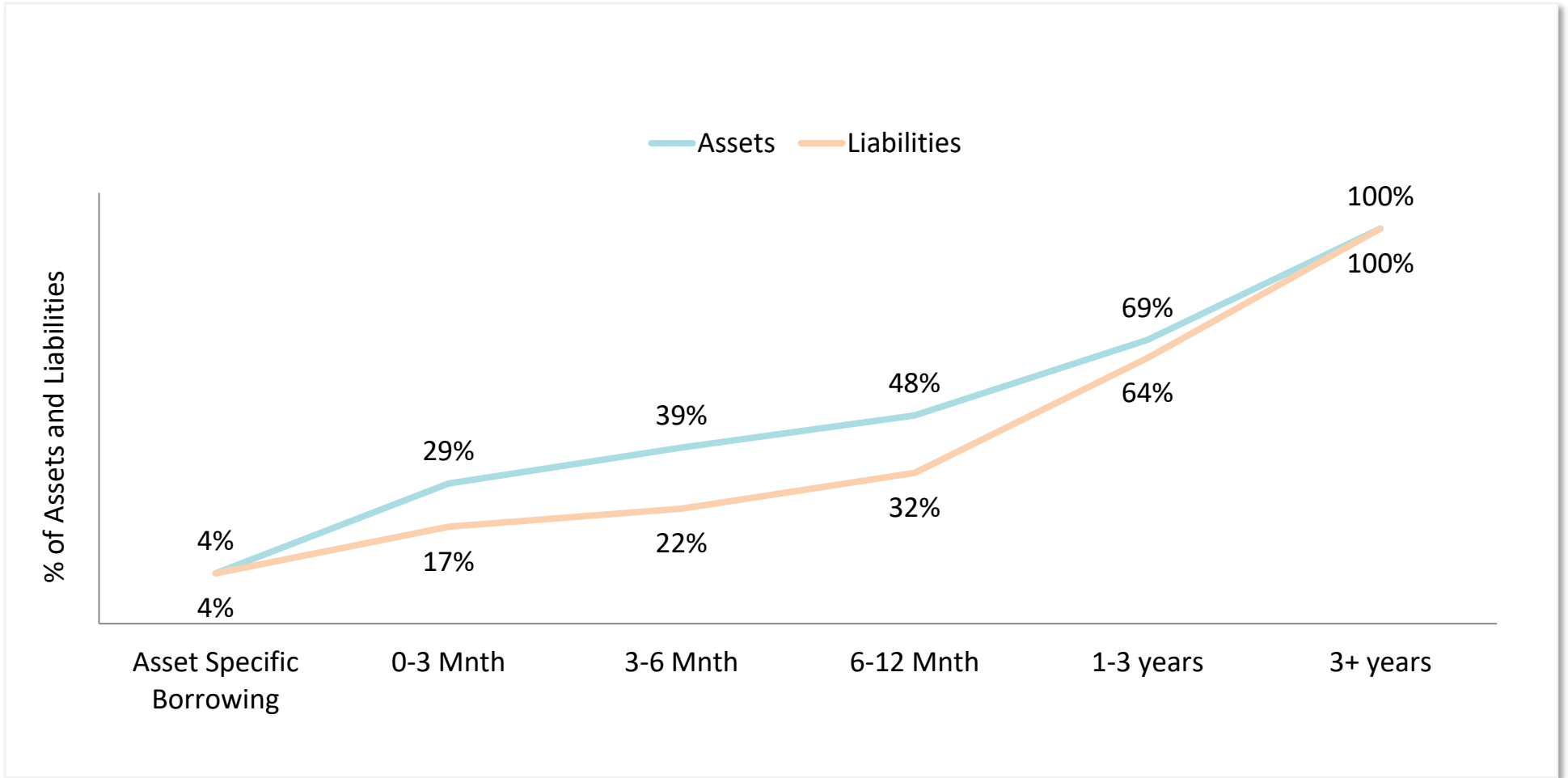


% of Total Borrowings



**We continue to strengthen our long term liability profile**

### 3 ...Leading to Positively Matched ALM Profile



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

## Comfortable Capital Adequacy Ratio



### Capital Structure as on 31<sup>st</sup> Dec 2018 (\$ Bn)

Core Equity Tier I	1.2	14.2%
Additional Tier I	0.05	0.6%
Tier II	0.3	3.0%
Total Capital	1.5	
Risk Weighted Assets	8.4	

88% of gross assets of  
\$ 9.5 Bn

### Capital Adequacy Ratio

**17.8%**

## 4 Debt to Equity Ratio Reduced



### Capital Structure as on 31<sup>st</sup> Dec 2018 (\$ Bn)

**Total Balance Sheet**

8.0

**Less: Equity**

1.3

**Less: Cash & Liquid Assets**

1.4

**Debt**

5.3

**Equity**









1.3

**D/E ratio (Ex-Cash & Liquid Assets)**

**4.2**

Cash & Liquid Assets include on balance sheet liquidity cushion of \$ 0.8 Bn and voluntary holding of G-secs and other Treasury assets

## Stable Business Model Reflected in Credit Ratings

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

CARE revised its Long term outlook from 'Stable' to **'Positive'**

# Our Risk Governance Structure...



## Oversight by Board Risk Committee

### Global Risk Committee

#### Business Risk

- Implementation of risk framework
- Continuous monitoring of risks
- First line of defense

#### Group Risk

- Define Organisation risk framework
- Risk aggregation and monitoring
- Risk culture
- Second line of defense

#### Enterprise Risk Management Council

- Review “High Impact & Low Probability” risk events
- Risk aggregation and interplay assessment

Business

Corporate Controller & audit



# ...Ensures Prudent Risk Management and Responsible Growth

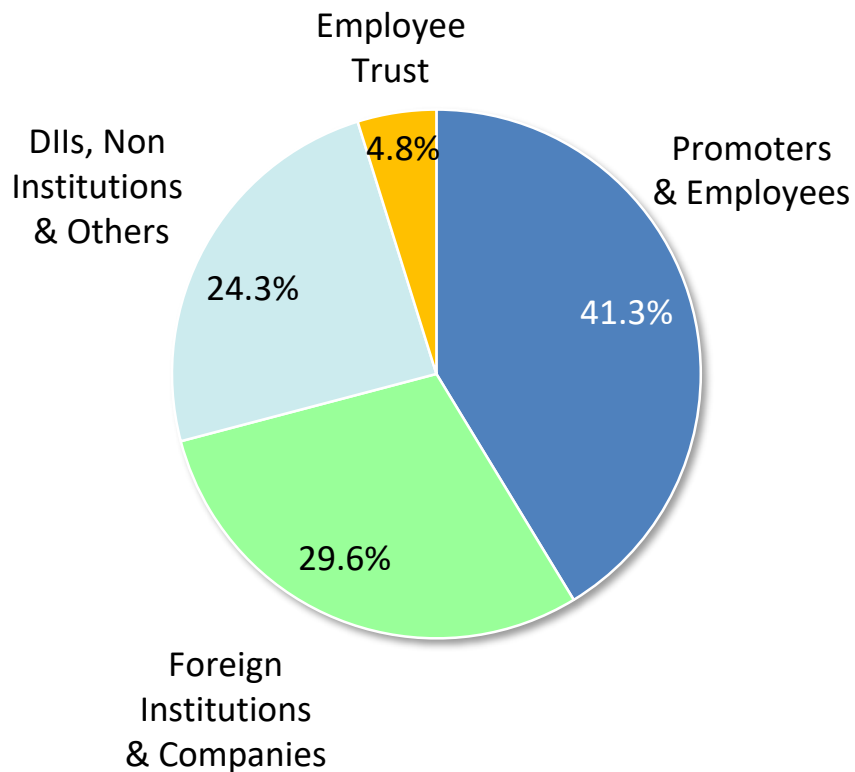


**Enterprise risk management approach : 11 Risk Framework**

# Significant Institutional Ownership



**Shareholding Pattern**



**Key Shareholders above 1% (As on 31<sup>st</sup> Dec 2018)**

	Name	Percent
1	BIH SA	4.1%
2	HDFC Mutual Fund	2.6%
3	Goldman Sachs Funds	2.2%
4	Vanguard	1.7%
5	Steadview Capital Management	1.6%
6	Caisse de dépôt et placement du Québec (CDPQ)	1.5%
7	Kotak Mutual Fund	1.3%
8	Rakesh Jhunjunwala	1.1%
9	Fidelity Management & Research	1.1%
10	Blackrock	1.0%
11	Fidelity International	1.0%

**Consistent holding by long term investors**



## Detailed Financials

# Consolidated Financials – P&L



(\$ Mn)	Q3FY18	Q3FY19
<b>Total revenue from operations</b>	<b>316</b>	<b>398</b>
Other income	3	2
<b>Total Income</b>	<b>319</b>	<b>400</b>
<b>Expenses</b>		
(a) Finance costs	142	174
(b) Employee benefits expense	46	63
(c) Depreciation and amortisation expense	3	5
(d) Change in insurance policy liability - actuarial	14	26
(e) Policy Benefits paid	2	2
(f) Other expenses	61	65
<b>Total expenses</b>	<b>269</b>	<b>335</b>
<b>Profit / (Loss) before tax including share in profit / (loss) of associates</b>	<b>50</b>	<b>66</b>
<b>Tax expense</b>	<b>19</b>	<b>29</b>
Current tax	20	28
Deferred tax and MAT	(1)	1
<b>Net Profit / (Loss) for the period</b>	<b>31</b>	<b>37</b>
<i>Owners of the Company</i>	<b>34</b>	<b>32</b>
<i>Non-controlling interests</i>	(2)	5
Other Comprehensive Income	(3)	11
<b>Total Comprehensive Income</b>	<b>28</b>	<b>48</b>

# Bridge to Reported Financials



## Profit Before Tax (\$ Mn)

Pre MI	Q3FY18	Q3FY19	YoY Growth
Consolidated	50	66	31%
Ex-Insurance	61	76	25%
Post MI	Q3FY18	Q3FY19	YoY Growth
Consolidated	50	57	12%
Ex-Insurance	57	63	12%

## Profit After Tax (\$ Mn)

Pre MI	Q3FY18	Q3FY19	YoY Growth
Consolidated	31	37	18%
Ex-Insurance	43	48	12%
Post MI	Q3FY18	Q3FY19	YoY Growth
Consolidated	34	32	(4%)
Ex-Insurance	40	39	(2%)



## 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

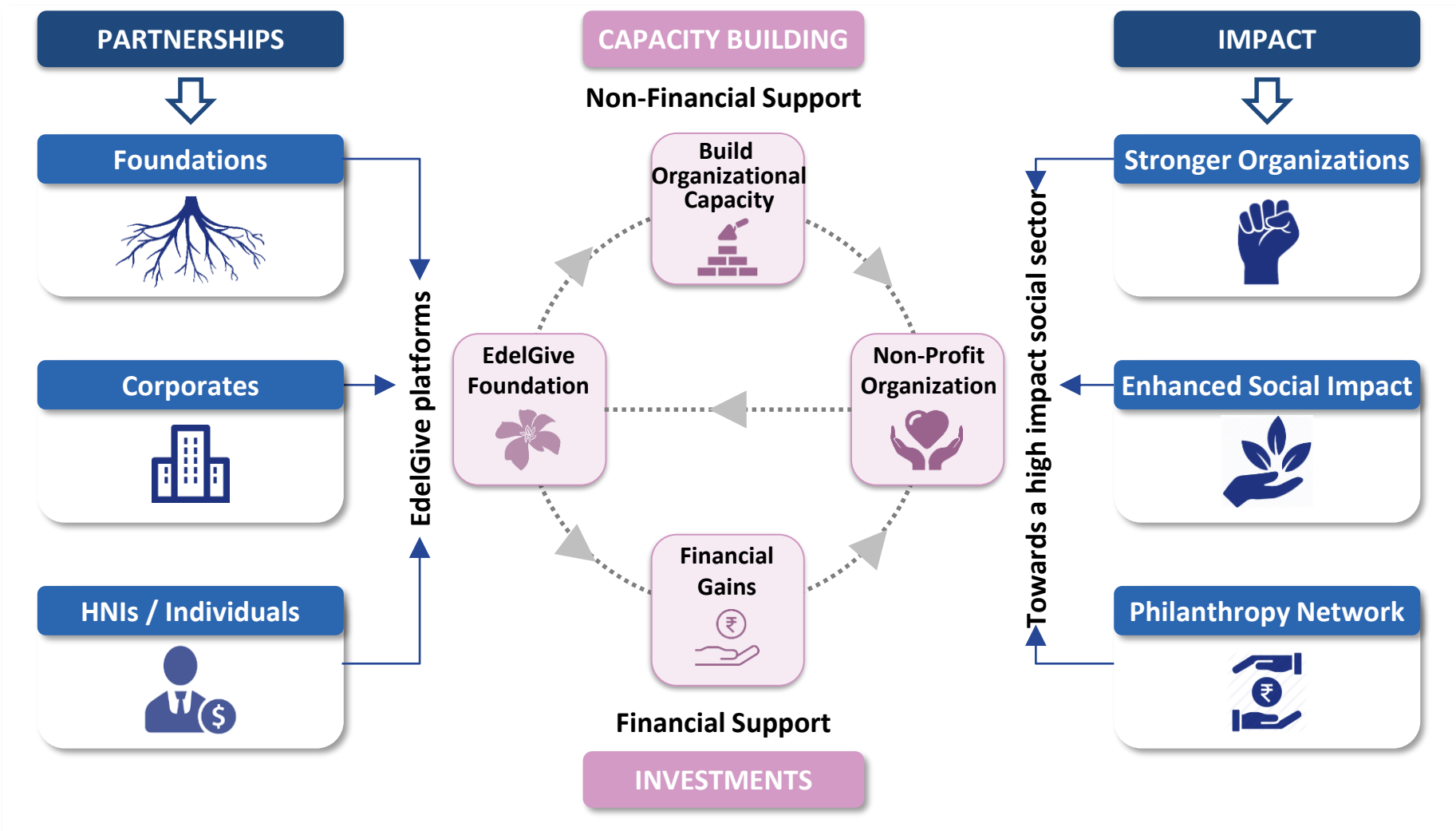


Responsible Consumption



Climate Support

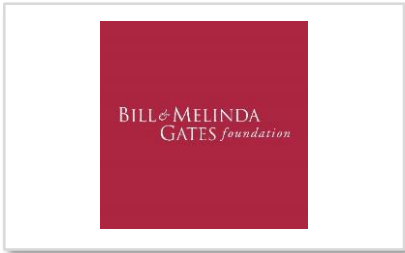
# EdelGive Foundation - Unique Philanthropic Platform



**Focuses on Education, Livelihood and Women's Empowerment**



# EdelGive Partners



# EdelGive Foundation - Key Metrics



## Employee Engagement

Employee Engagement %	More than 60% engaged in financial and non financial giving
Man Hours spent till date	30,500 hrs
Field Visits till date	107

## Capacity Building – Non financial support

Employees provided skills and time pro bono in over 90 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	> \$ 26 Mn
Presence in Indian States	14 States
Funding Partners	114

# Strong and Diverse Board of Directors with Rich Experience



## Board Comprises Majority of Independent Directors



### Mr. K Chinniah

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



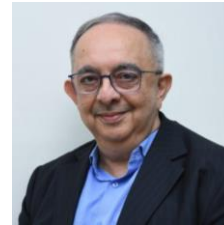
### Mr. P N Venkatachalam

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



### Mr. Navtej S. Nandra

- Served as President of E\*TRADE Financial Corporation.
- Prior to this he served as CEO for Morgan Stanley Investment Mgmt Inc. and COO for Wealth Management at Merrill Lynch



### Mr. Berjis Desai

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



### Mr. Biswamohan Mahapatra

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



### Mr. Ashok Kini\*

- 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

- 300 + years of collective work experience across multiple fields
- Key board committees like audit and remuneration consist almost entirely of Independent Directors



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## NOTES:

Slide 6: General Insurance loss of \$ 2 Mn in Q3FY19; BMU, Corp & Others includes profits from discontinued businesses for past periods

Slide 10: Distressed Credit and Funds under Management have been calculated after excluding Edelweiss contribution

Slide 10,28,30,31: Asset Management AUM is rounded off to nearest 100

Slide 21: GNPA is as per RBI prudential norms; Credit Book excludes Distressed Credit; Stage 3 Credit Book and ECL Provision correspond to GNPA and specific provision taken respectively

Slide 22,28,34 : Business wise financial performance numbers are on fully loaded cost basis with allocation of Group Enterprise costs

Slide 34: Life Insurance numbers have been re-cast for the purpose of consolidation under IndAS

Slide 40: Others includes ICDs & Bank OD

Slide 41: Others includes Provident Funds, Insurance companies & Corporates

Slide 49: Key institutional shareholders: Holding of known affiliates have been clubbed together for the purpose of this information