

EW/Sec/2022/96

May 27, 2022

BSE Limited P J Towers, Dalal Street, Fort, Mumbai – 400 001. Scrip Code: 532922	National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051. Symbol: EDELWEISS
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Dear Sir/Madam,

Sub: Investor Presentation

Please find attached the Earnings Update in US Dollar for the quarter and year ended March 31, 2022.

Kindly take the same on record.

Thanking you,

Yours faithfully,
For Edelweiss Financial Services Limited

Tarun Khurana
Company Secretary

Encl.: as above

US \$ version



Edelweiss Financial Services Limited

Earnings update – Quarter and Year ended Mar 22



Contents



1	Overview & highlights of Quarter and Year ended Mar 22	<u>3</u>
2	Key priorities for the next 12 months	<u>30</u>
3	Business performance	<u>31</u>
4	Governance & Corporate responsibility	<u>58</u>

Addendum – Update on Wealth Management



Overview & Highlights

Quarter and Year ended Mar 22

Edelweiss at a glance – Year ended Mar 22



Net Worth

\$1,166 Mn

Ex-Insurance PAT

\$53 Mn

BVPS

\$1

(FV \$0.01)

Liquidity

\$726 Mn

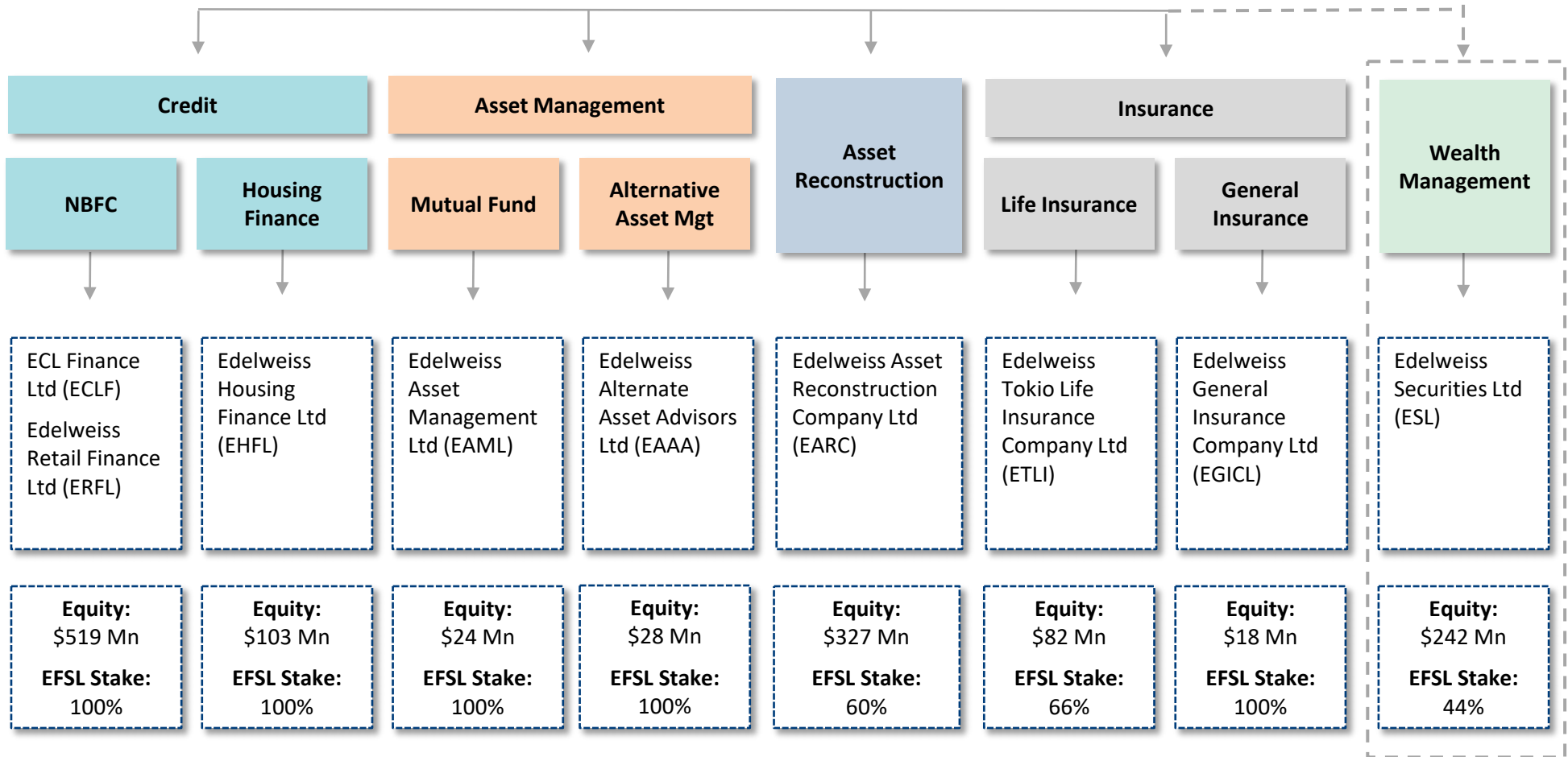
Customer Assets

\$47,186 Mn

We are a diversified company across five clusters



Edelweiss Financial Services Ltd (EFSL)



EFSL has increased its stake in the Life Insurance business to 66% with effect from January 31, 2022

Performance overview – quarter and year ended Mar 22



1 Steady performance across businesses – upward trend across key metrics

Slide [7 - 10](#)

2 Growth in customer franchise enabled by digital ecosystems and synergistic partnerships

Slide [11 - 14](#)

3 Significant improvement in asset quality; aided by strong wholesale recoveries and high retail collection efficiency

Slide [15 - 16](#)

4 Robust Balance Sheet - comfortable liquidity and well capitalized businesses

Slide [17 - 22](#)

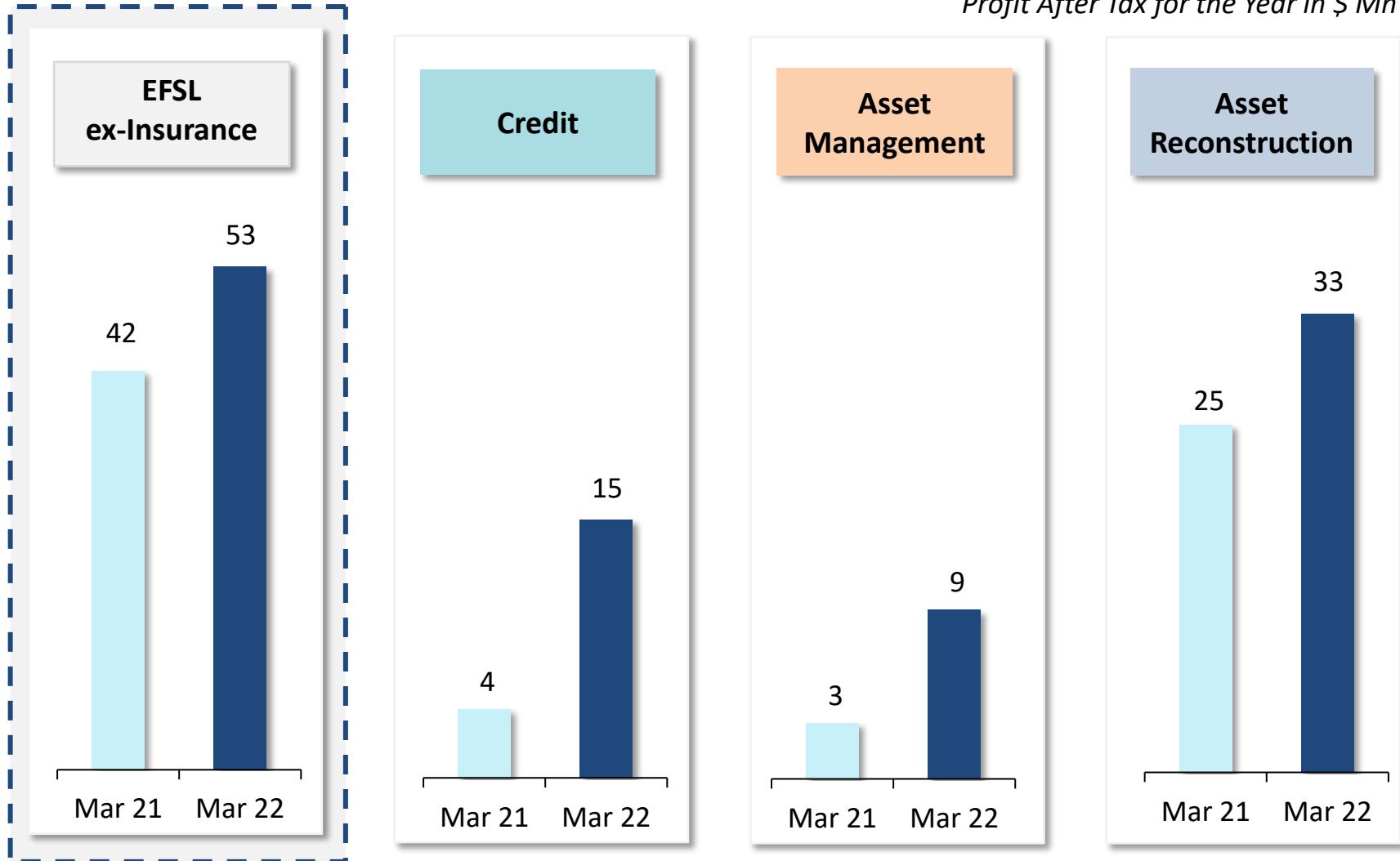
5 On track on our three key priorities

Slide [23 - 29](#)

1 EFSL Ex-Insurance PAT increased 29% YoY



Profit After Tax for the Year in \$ Mn



EFSL ex-insurance PAT for year ended Mar 21 has been commensurately adjusted to reflect changes in EFSL stake in Edelweiss Wealth Management'

1 Earnings distribution across businesses



\$ Mn

Business	Quarter ended Mar 22	Year ended Mar 22
NBFC	7	13
Housing Finance	1	2
Mutual Fund	(1)	3
Alternatives Asset Management	2	6
Asset Reconstruction	8	33
Life Insurance	(8)	(27)
General Insurance	(3)	(14)
EFSL share in Wealth Management	2	13
BMU & Corporate	(3)	(1)
<i>(Less) Minority shareholders' PAT</i>	<i>0</i>	<i>3</i>
EFSL Consolidated PAT (Post MI)	6	25
EFSL Ex-Insurance PAT (Post MI)	14	53



1 Business highlights - quarter and year ended Mar 22 (1)

NBFC

- NNPA improved to 1.96% as on Mar 22 from 2.31% on Dec 21 and 6.83% on Mar 21
- Retail collection efficiency at 96% for the quarter
- Strong wholesale recoveries of ~\$211 Mn in the quarter, momentum expected to continue

Housing Finance

- NNPA improved to 1.46% as on Mar 22 from 2.98% as on Dec 21 and 3.14% on Mar 21
- Retail collection efficiency at 101% for the quarter
- Partnered with State Bank of India for CLM tie-up in the quarter

Mutual Fund

- AUM grew ~55% YoY to ~\$11,213 Mn; share of Equity AUM rose to 23% as on Mar 22
- Total net equity inflows doubled YoY to ~\$1,055 Mn; ~\$185 Mn in the quarter
- Market share improved ~50 bps to ~2.2% with rank improving from 15 to 13 in the year

Alternative Asset Management

- Fee paying AUM grew ~25% YoY; deployed ~\$646 Mn in the year and ~\$218 Mn in the quarter
- PAT for the year grew by 2.4x YoY aided by onset of operating leverage, margins to see improvement

1 Business highlights - quarter and year ended Mar 22 (2)



Asset Reconstruction

- Robust recoveries of ~\$356 Mn during the quarter and ~\$910 Mn during the year; 11% from retail portfolio
- Share of retail assets in capital employed grew ~4x YoY to ~14% as on Mar 22

Life Insurance

- Gross premium grew at 66% QoQ & 20% for the year
- Dominant share of Traditional Par and Non-Par at ~82%

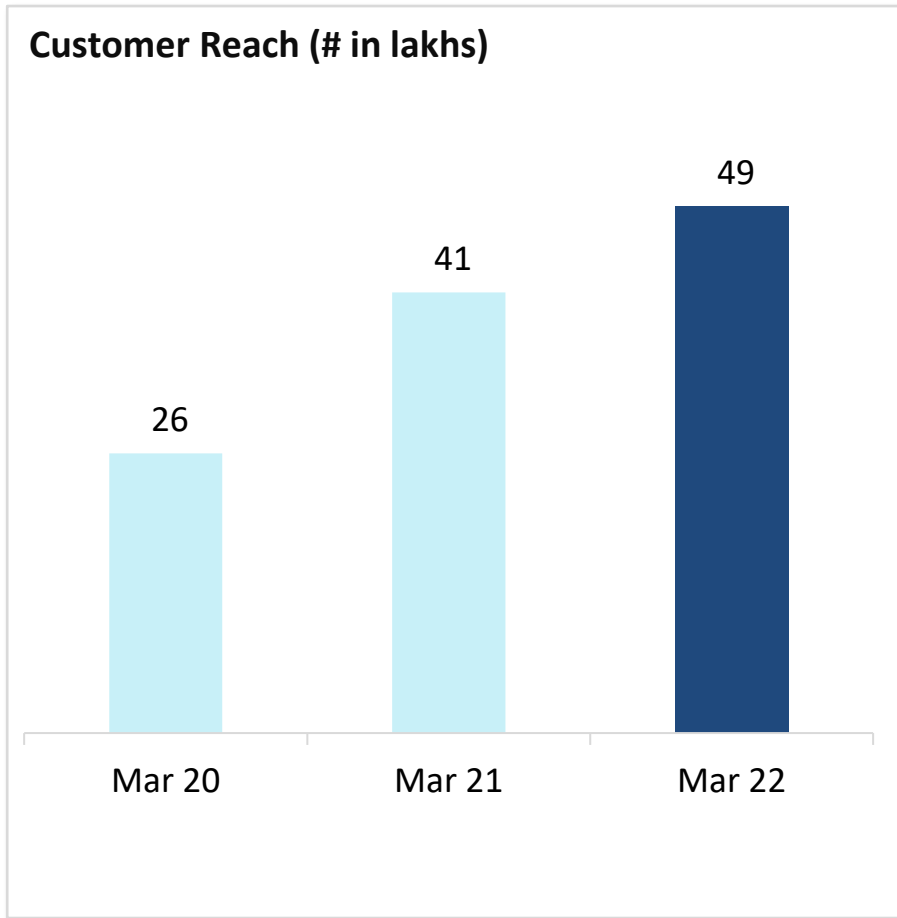
General Insurance

- Strong YoY GDPI growth of ~27% in the quarter and ~60% in the year; industry growth at ~11%
- Issued ~3 lakh policies during the year; ~60% growth both QoQ & YoY

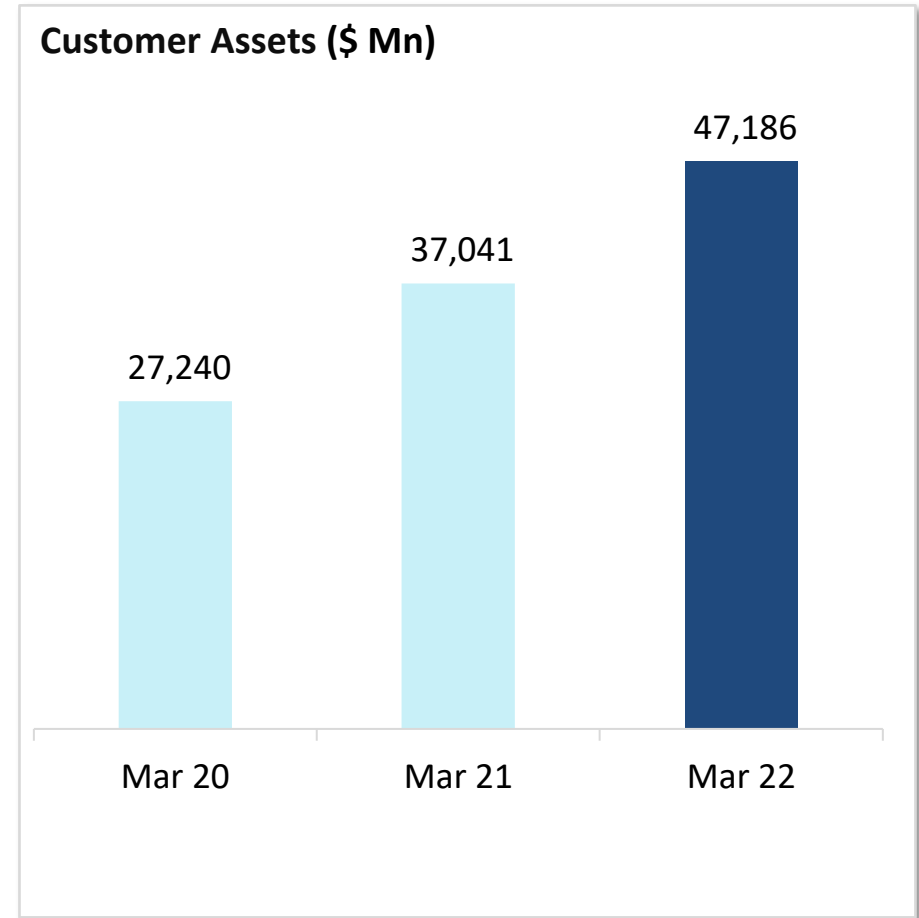
Wealth Management

- AuA grew ~30% YoY; net new money of ~\$277 Mn in the quarter and ~\$1,385 Mn in the year
- LAS book grew 95% YoY and 20% QoQ to ~\$396 Mn as on Mar 22

2 Customer reach nearly doubled in 2 years



Growth of ~20% YoY



Growth of ~27% YoY

2 Enabled by digital platforms and innovative products



Mutual Fund



[Edelweissmf.com](https://www.edelweissmf.com)

One of the quickest investor transaction journeys



BRICS

Single login for collection accounts



Einvest Mobile App

Android & iOS based mobile app



Cloud Migration

Galaxy, AccesOne, MFStore, Edelweissmf



Zoho

Integrated CRM for Services, Sales & Marketing



Cyber Security

Strengthen information & cybersecurity related gaps

Customer Experience

Platform Oriented

General Insurance

Customer Experience

BOLT

Remote survey for motor claims with instant settlement



Edelweiss Switch

India's first on-demand Motor Insurance - Don't Use Don't Pay

Auto settlement of travel inconvenience claims



Health 241

If no Claim in Year 1, 2nd year is free

AI enabled

Motor claims intimation powered by voice-based UI



Day 1 cover

for newborn babies

Product Innovations

2 Enabled by digital platforms and innovative products



Wealth Management



Trading Tech

Edelweiss API Connect

Enables user to build, integrate and trade with our suite of APIs and SDKs



New Trading Platform

Transition to new age, performance rich core trading system



Low latency Algo trading

Reengineered the platform to lower latency by 50%



Customer Experience

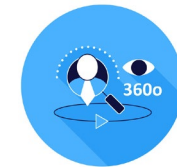
Digital Onboarding

One of the simplest and quickest AI based Geo Tagged onboarding of clients



Automated Report generation

High automation using intelligent BoTs



Enhanced CRM

Single view of client + AI based cross selling algorithm & predictive analytics



2 And by synergistic ecosystem partnerships

Insurance



Credit



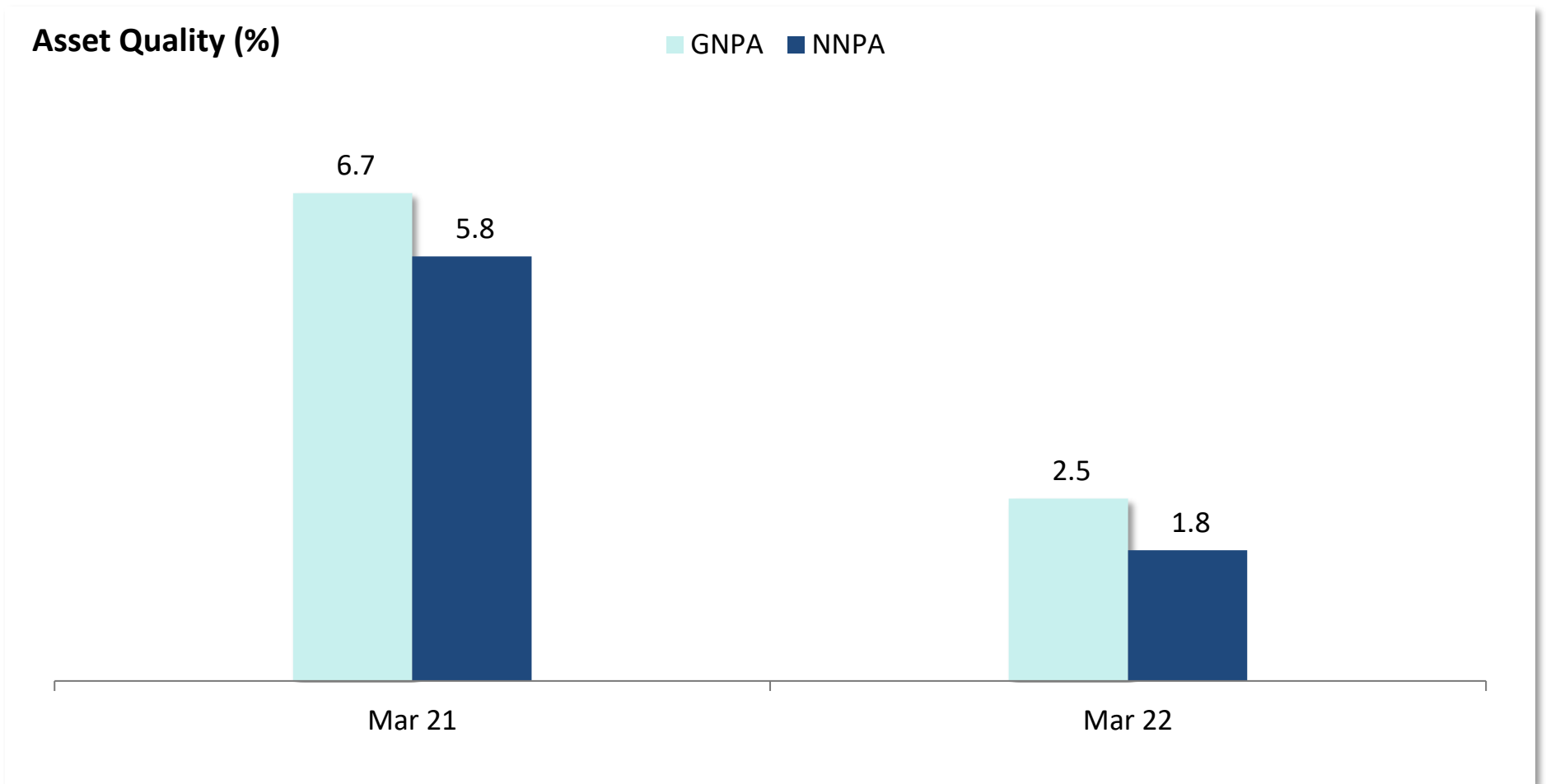
State Bank of India



Diverse partnerships across trusted legacy institutions and new age internet economy players

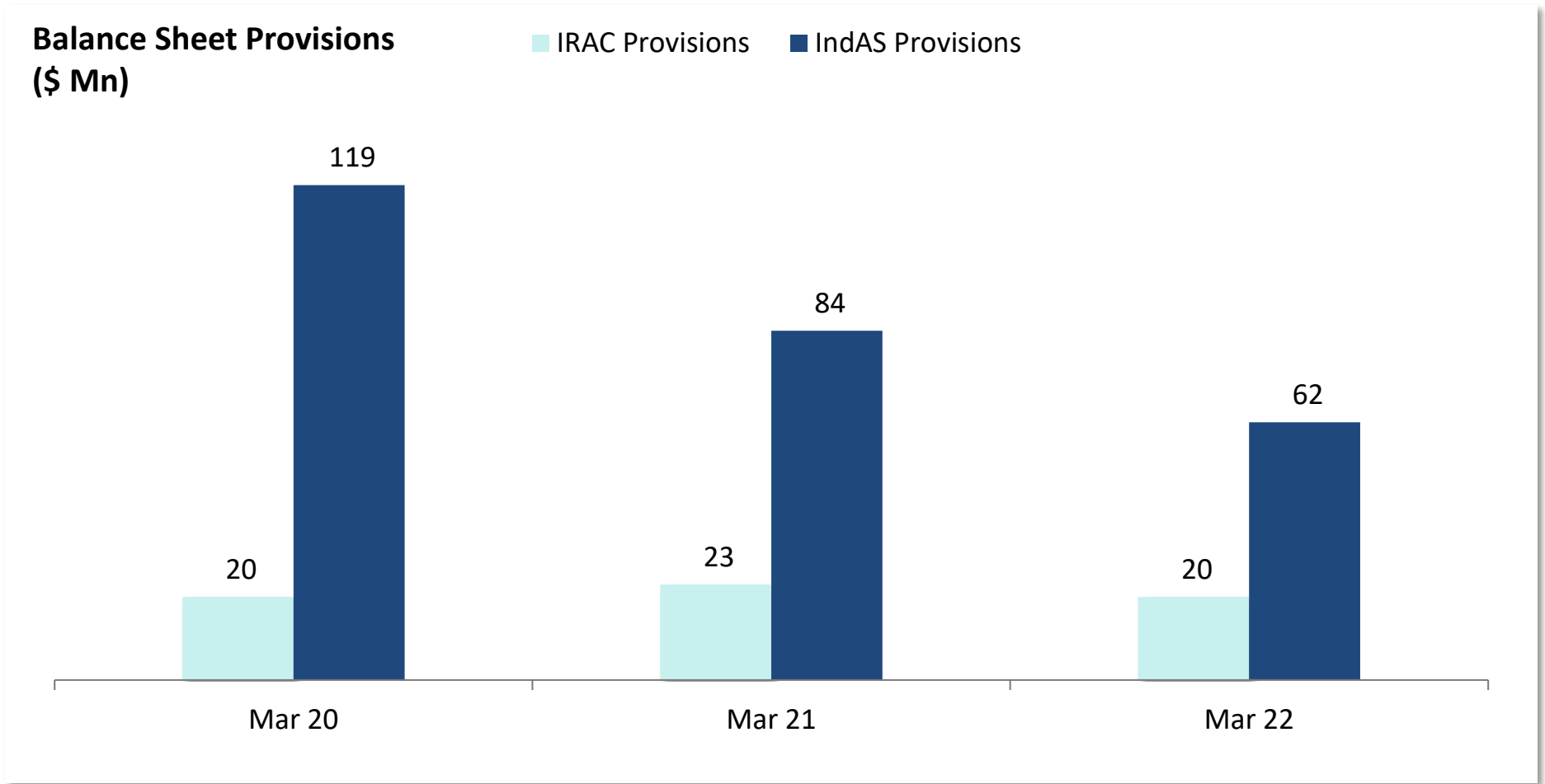
List of partners is indicative not exhaustive

3 Significant improvement in asset quality



Total provision cover improved to 189% as on Mar 22 from 70% as on Mar 21

3 Credit assets are conservatively provided for



We have consistently provided for higher than IRAC norms

4 Robust balance sheet with well-capitalised businesses

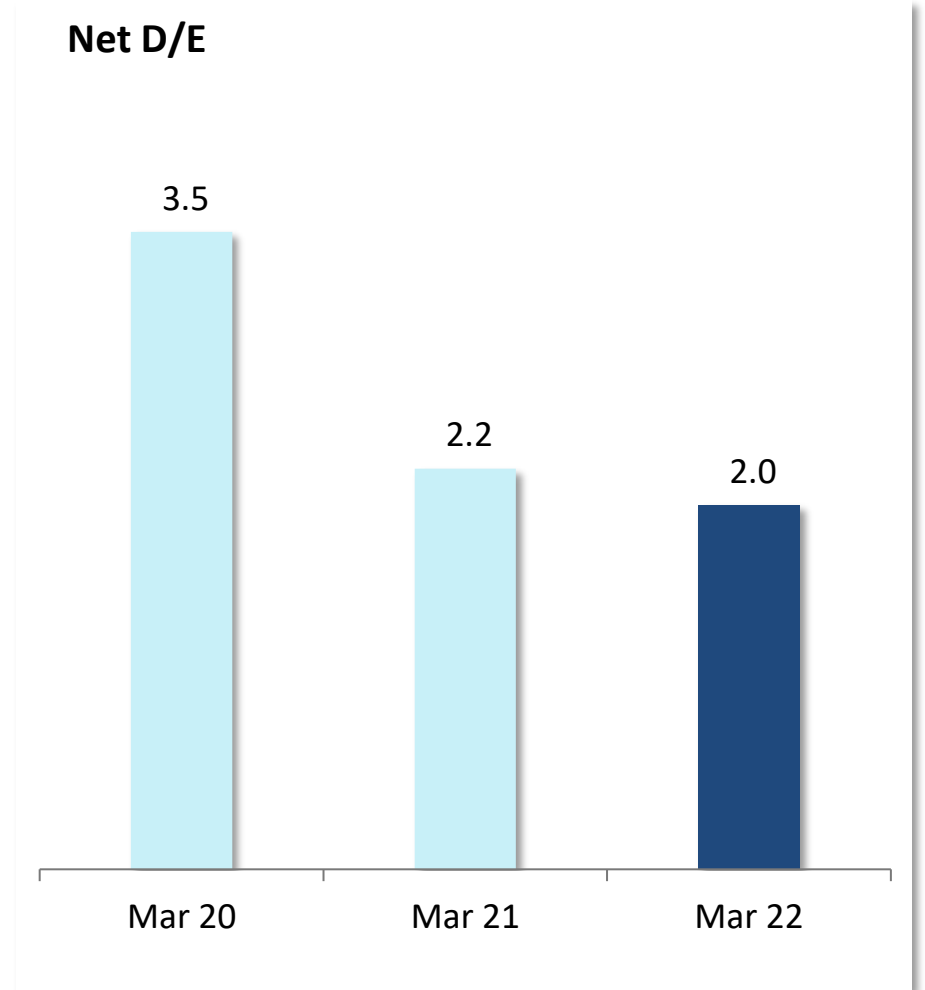
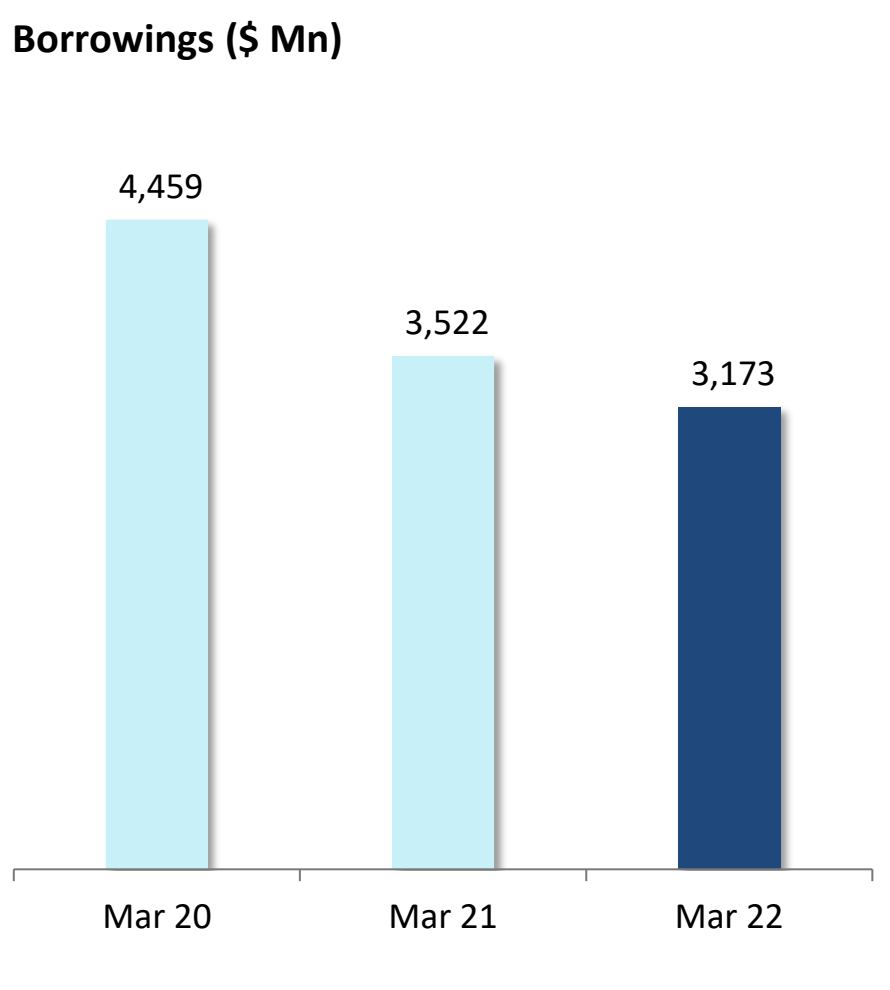


Reduction in borrowings by ~30% over last 2 years; net D/E improved to 2x

Strong capitalization across businesses

Comfortable liquidity of ~\$726 Mn at ~23% of borrowings

4 Borrowings reduced by ~30% over last 2 years



4 Debt distribution across businesses



Borrowings (\$ Mn)

Business	Mar 22
NBFC	1,346
Housing Finance	303
Asset Reconstruction	402
Wealth Management	452
BMU & Corporate	669
Gross Debt	3,173
<i>(Less) liquid / treasury assets</i>	726
Net Debt	2,477

4 Strong capitalization across businesses



Businesses	Metric	Value
NBFC	Capital Adequacy	31.7%
Housing Finance	Capital Adequacy	28.3%
Asset Reconstruction	Capital Adequacy	42%
Life Insurance	Solvency Ratio	211%
General Insurance	Solvency Ratio	167%

4 Cash flow plan



	<i>\$ Mn</i>
	Apr 22 to Mar 23
Opening Available Liquidity (A)	726
Inflows	
Expected Inflows	1,187
Fresh Borrowings	594
Total Inflows (B)	1,781
Outflows	
Repayments	1,306
Disbursements	488
Total Outflows (C)	1,794
Closing Available Liquidity (A+B-C)	712

4 Assets in each tenor range adequately cover liabilities



\$ Mn

	Assets	Liabilities	Gap
Upto 1 year	2,546	2,045	501
1-3 years	2,005	1,596	409
3 years+	1,411	1,319	92



Update on Key Priorities

Update on key priorities for FY22



- 1 Demerger and listing of Edelweiss Wealth Management
- 2 Reduce wholesale credit assets
- 3 Scale-up our Asset Management and Insurance businesses

1 Demerger and listing of Edelweiss Wealth Management



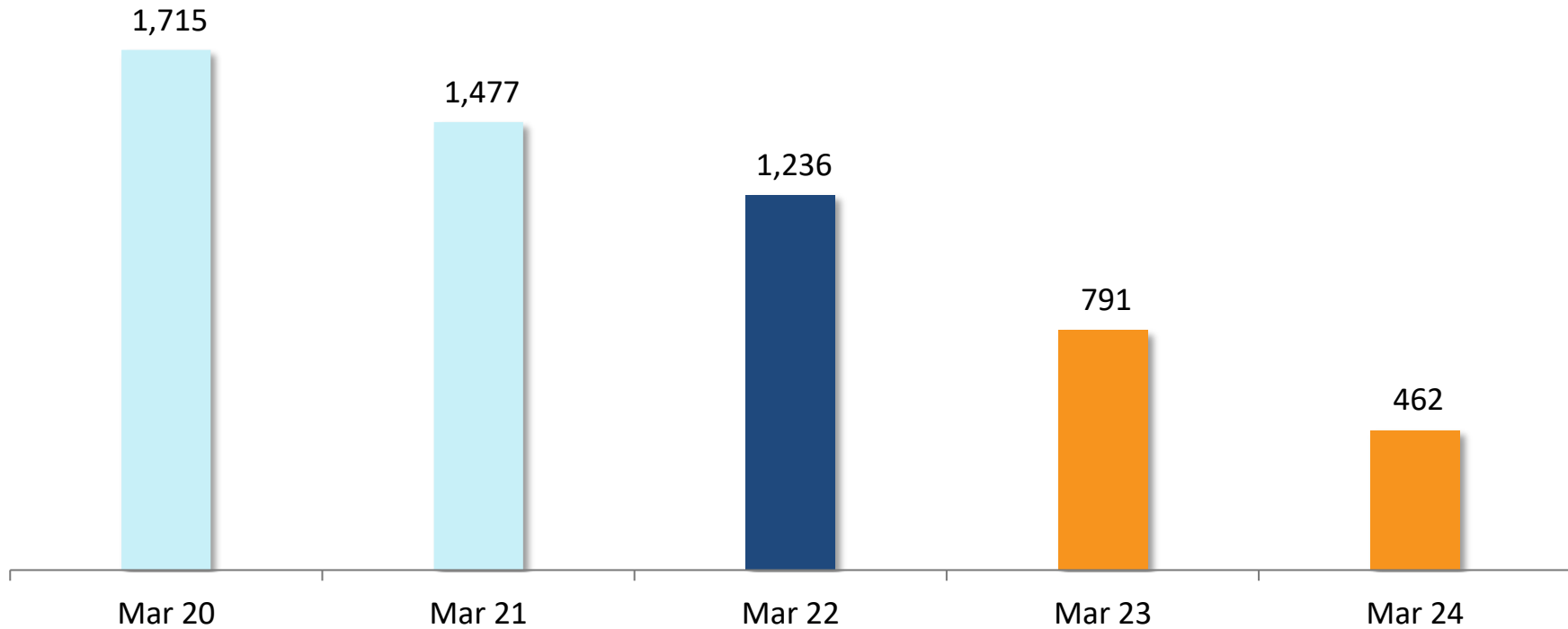
Phase I	<ul style="list-style-type: none">• PAG's strategic investment in Edelweiss Wealth Management	
Phase II	<ul style="list-style-type: none">• NCLT order received and made effective for Phase 2 demerger scheme	
Phase III	<ul style="list-style-type: none">• Solicit share entitlement report and fairness opinion• Demerger completion• Edelweiss Securities Limited (ESL*) listing	<p><i>Completed</i></p> <p><i>Expected by Dec 22</i></p> <p><i>Expected by Feb 23</i></p>

*ESL is the legal entity under which the EWM business is housed

2 Wholesale book reduced ~30% in the past 2 years



ECLF wholesale loan assets (\$ Mn)



Further reduction by ~60% in the next 2 years aided by strong demand in real estate

2 Workouts & strong housing demand aiding in faster recovery



Successful workouts over the last 18 months:

- While overall book reduction over the last 24 months has been slower than planned, momentum has picked up over the last quarter
- Robust inflows of ~\$211 Mn in quarter ended Mar 22
- Momentum to continue, strong visibility on cashflows for the year ending Mar 23
- Strong demand for real estate – both from large developers and investors, resulting in takeover of our exposure through refinancing or settlement of dues

On track to achieve book reduction as planned:

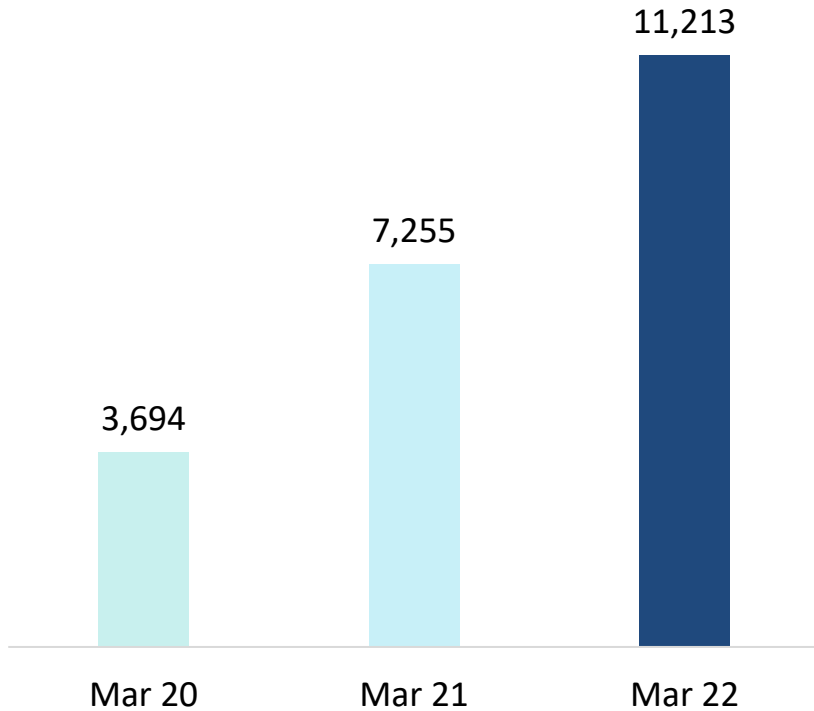
- Expect inflows of ~\$528 Mn in year ending Mar 23
- Expect book to reduce below ~\$462 Mn by Mar 24

Successful workouts improving asset quality

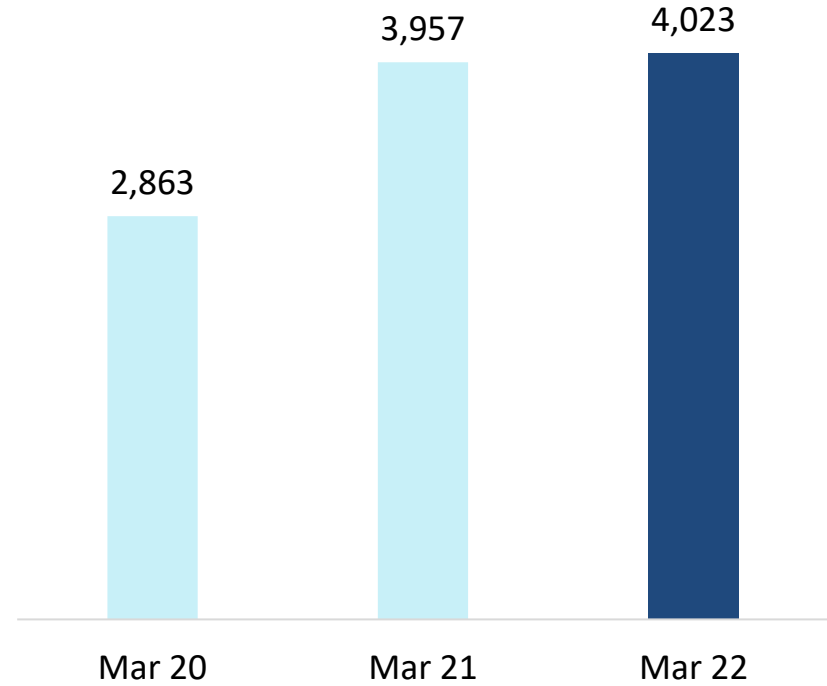
3 Significant growth in Asset Management business



Mutual Fund AUM (\$ Mn)

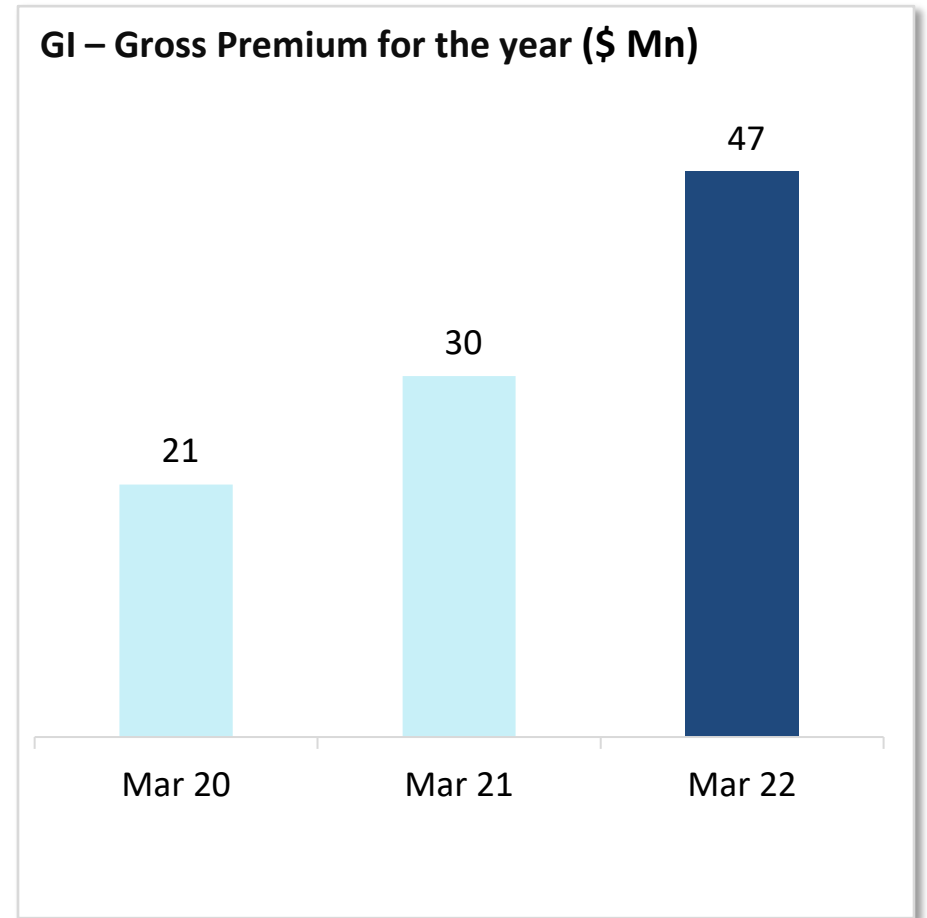
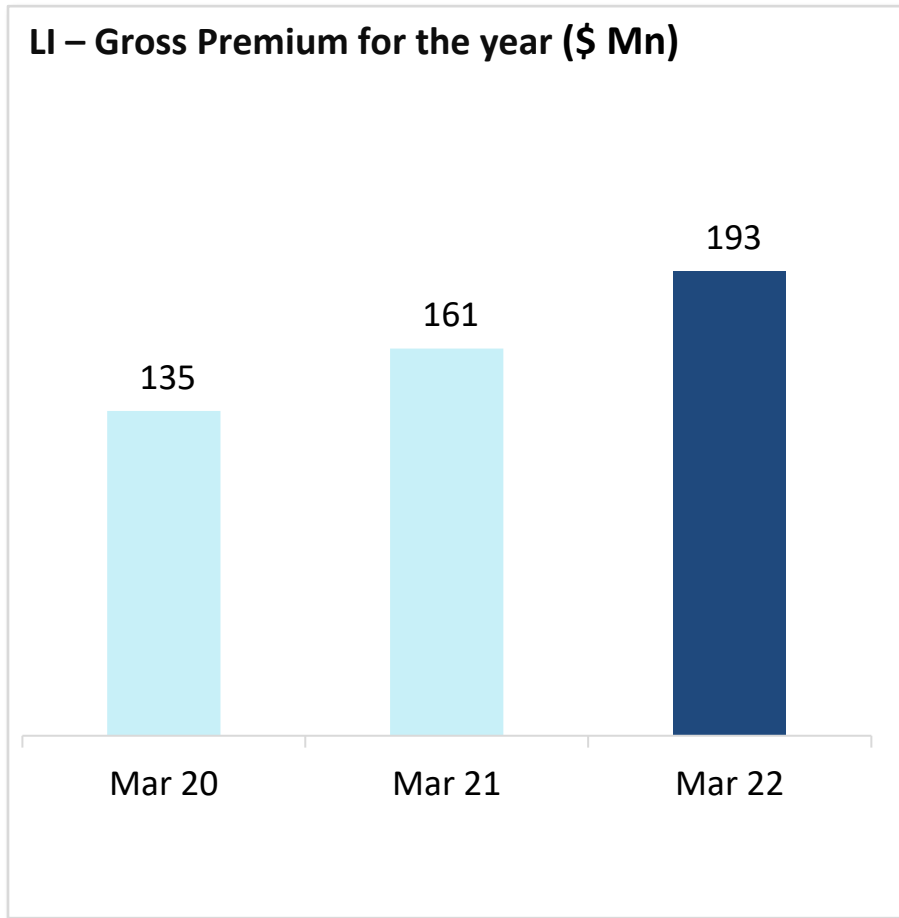


Alternative Asset Mgt AUM (\$ Mn)



Asset Management AUM has doubled in two years and tripled in three years

3 Insurance cluster continues to scale up



YoY growth in Gross Premium at 20% for LI and 60% for GI

Key priorities for next 12 months



- 1 Listing EWM and value unlock for shareholders
- 2 Create and enhance value through scale-up of the Asset Management and Insurance businesses
- 3 Continue on the path to make businesses independent in order to create and unlock value
- 4 Steady reduction of Wholesale book and strengthen asset light Retail Credit model
- 5 Further strengthen balance sheet - EFSL aims to be debt free over the next 2 years



Business Performance

Credit

Credit cluster at a glance



Year ended Mar 22

Equity

\$621 Mn

Credit Assets






\$2,185 Mn

Profit After Tax

\$15 Mn

NBFC: Business performance snapshot

Key Metrics for the year

 Equity (\$ Mn)	519
 Credit Assets (\$ Mn)	1,661
 Capital Adequacy	31.7%
 Net D/E	2x
 Liquidity (\$ Mn)	~135

Business Update

- NNPA improved to 1.96% as on Mar 22 from 2.31% on Dec 21 and 6.83% on Mar 21
- Strategic shift in product mix of mSME; pivoting to secured lending model
- Focus continues on asset light business model:
 - Steady disbursal under CLM program with Central Bank of India
 - In advanced stages of discussion with State Bank of India and IDFC Bank
- Retail Collection efficiency at 96% in Mar 22 quarter
- Strong wholesale recoveries of ~\$211 Mn for the quarter, momentum expected to continue through next financial year

NBFC: Financial performance snapshot


\$ Mn


	Quarter ended Mar 22	Quarter ended Mar 21	Year ended Mar 22	Year ended Mar 21
AUM	970	1,368	970	1,368
Loan book	892	1,304	892	1,304
Equity	519	506	519	506
Gross Revenue	53	59	243	298
Net Revenue	10	1	47	58
Opex	8	14	44	76
Credit Cost	(7)	(16)	(8)	(1)
Profit After Tax	7	17	13	4
GNPA	2.76%	7.89%	2.76%	7.89%
NNPA	1.96%	6.83%	1.96%	6.83%
Total Provision Cover	226.3%	75.6%	226.3%	75.6%


Housing Finance: Business performance snapshot



Key Metrics for the year

 **Equity (\$ Mn)** 103

 **Credit Assets (\$ Mn)** 552

 **Capital Adequacy** 28.3%

 **Net D/E** 3.3x

 **Liquidity (\$ Mn)** ~64

Business Update

- Significant growth in PAT; grew 2.5x YoY
- Portfolio continues to strengthen
 - Collection efficiency at 101% for Q4 vs 99% for Q3
 - NNPA improved to 1.46% as on Mar 22 from 2.98% and 3.14% as on Dec 21 and Mar 21 respectively
 - Reduction in credit costs
- Focus on Asset Light Business Model:
 - Strategic use of direct assignment and securitization (~\$63 Mn in the quarter) to manage ALM and cost of liabilities
 - Closed a CLM tie-up with State Bank of India
 - Ongoing disbursements with Standard Chartered Bank

Housing Finance: Financial performance snapshot

\$ Mn

	Quarter ended Mar 22	Quarter ended Mar 21	Year ended Mar 22	Year ended Mar 21
AUM	518	578	518	578
Loan book	415	481	415	481
Equity	103	101	103	101
Gross Revenue	16	16	68	73
Net Revenue	6	5	25	21
Opex	5	4	16	16
Credit Cost	(1)	2	6	7
Profit After Tax	1	(1)	2	1
GNPA	1.99%	3.50%	1.99%	3.50%
NNPA	1.46%	3.14%	1.46%	3.14%
Total Provision Cover	77.2%	39%	77.2%	39%



Business Performance

Asset Management



Edelweiss
Ideas create, values protect

Asset Management cluster at a glance




Year ended Mar 22


Equity	AUM	Profit After Tax
\$53 Mn	\$15,236 Mn	\$9 Mn
	Fee Income	
	\$58 Mn	

Mutual Fund: Business performance snapshot

Key Metrics for the year

 **Equity (\$ Mn)** 24

 **AUM (\$ Mn)** 11,213

 **Net New Money (\$ Mn)** ~3,825

 **# Retail Folios** ~9.7 lakhs

Business Update

- Total net inflows increased 24% YoY to ~\$3,825 Mn in the year; ~\$541 Mn in the quarter
- Total net equity inflows more than doubled YoY to ~\$1,055 Mn in the year; ~\$185 Mn in the quarter
- Equity AUM grew by 85% YoY with its share in total AUM increasing to 23% as on Mar 22
 - Equity Gross Sales doubled YoY
 - Balanced Advantage Fund grew 2.3x in the year with AUM crossing ~\$1,029 Mn as on Mar 22
- Continued leadership in debt passives with AUM crossing ~\$6,860 Mn as on Mar 22
- Retail folios grew by 76% in FY22 to 9.7 lakhs

Mutual Fund: Financial performance snapshot



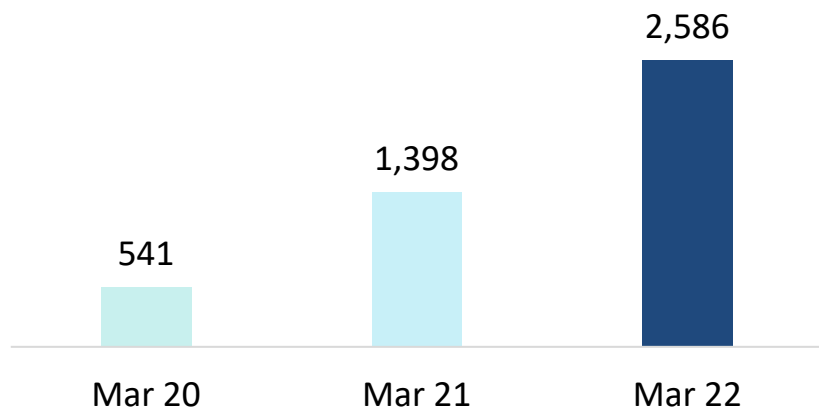
\$ Mn

	Quarter ended Mar 22	Quarter ended Mar 21	Year ended Mar 22	Year ended Mar 21
AUM	11,213	7,255	11,213	7,255
Net New Money	541	844	3,812	3,074
Equity	24	21	24	21
Revenue	6	5	22	16
Opex	7	5	19	15
Profit After Tax	(1)	0	3	1

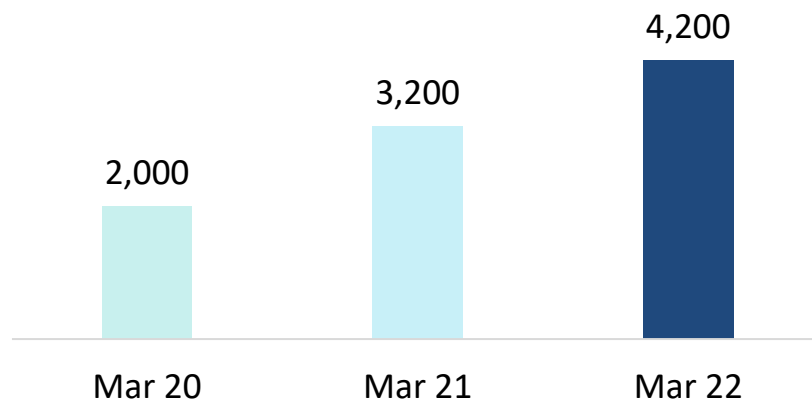
Consistent expansion of investor and partner reach



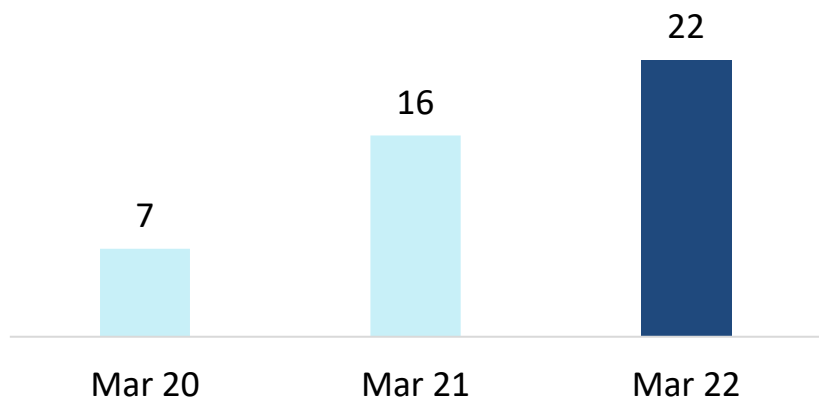
MF Equity AUM (\$ Mn)



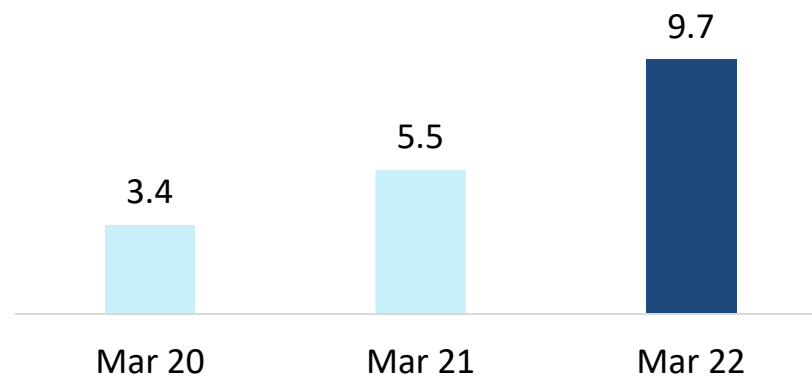
Unique active mutual fund distributors (#)



SIP Book (\$ Mn)








Active Folios (# in Lakhs)



Alternative Asset Mgt: Business performance snapshot



Key Metrics for the year		Business Update
 Equity (\$ Mn)	28	<ul style="list-style-type: none"> • Deployed ~\$218 Mn & Realized ~\$178 Mn during the quarter • Performing Credit investments engine on roll – Deployed ~\$171 Mn during the year • PAT for the year grew by 2.4x YoY aided by onset of operating leverage, margins to see improvement • Encouraging response to ongoing fund raise which will add to dry powder and growth • Continue to maintain dominant position in India Alternatives
 AUM (\$ Mn)	~4,023	
 Fee Paying AUM (\$ Mn)	~2,322	
 Deployments (\$ Mn)	~646	
 Realisation (\$ Mn)	~475	

Alternative Asset Mgt: Financial performance snapshot



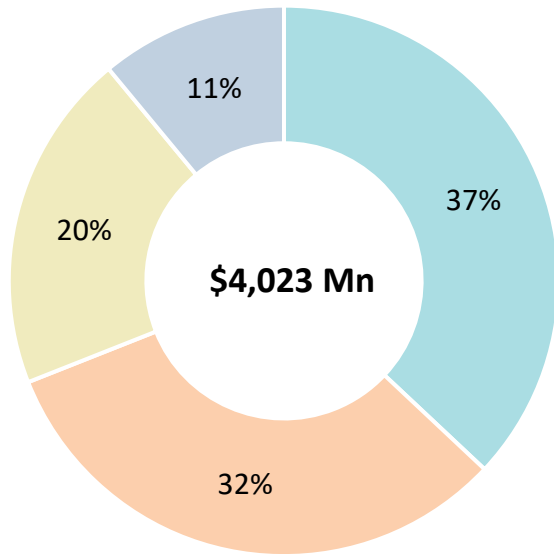
\$ Mn

	Quarter ended Mar 22	Quarter ended Mar 21	Year ended Mar 22	Year ended Mar 21
AUM	4,023	3,957	4,023	3,957
Fee Paying AUM	2,322	1,867	2,322	1,867
Equity	28	20	28	20
Net Revenue	12	6	37	22
Opex	10	6	31	20
Profit After Tax	2	0	6	2

Alternative assets overview

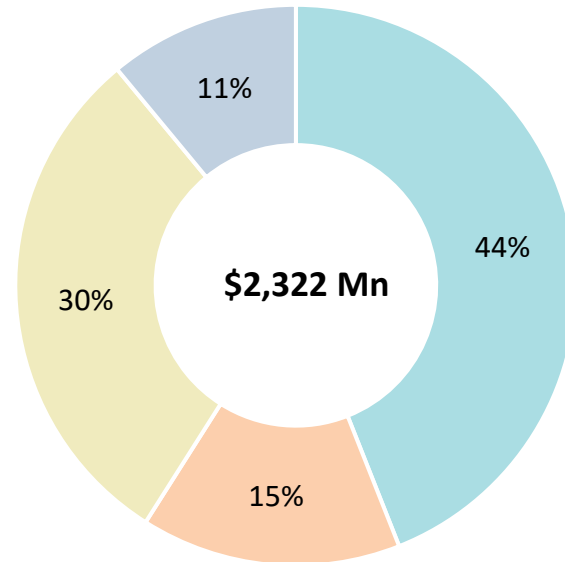


AUM – Strategy wise



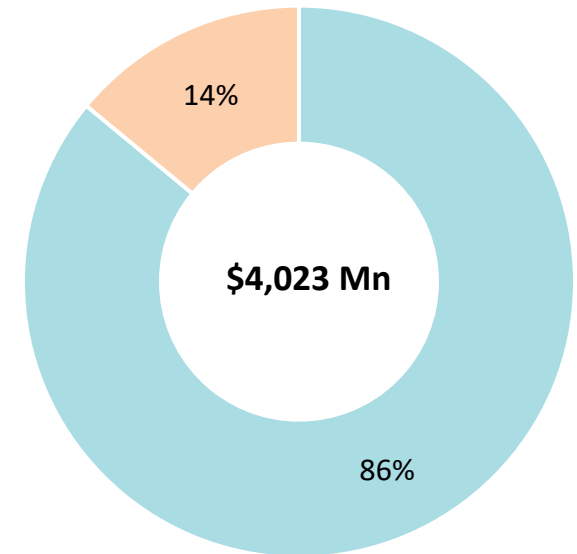
- Distressed Credit Fund
- Structured Debt Fund
- Real Estate Credit Fund
- Infrastructure Fund

Fee Paying AUM – Strategy wise



- Distressed Credit Fund
- Structured Debt Fund
- Real Estate Credit Fund
- Infrastructure Fund

AUM – Tenure wise



- Asset Over 3 year duration
- Asset less than 3 year duration

AuM growth of ~15x over the past 7 years




Business Performance


Asset Reconstruction

Asset Reconstruction: Business performance snapshot


Key Metrics for the year

 **Equity (\$ Mn)** 327

 **AUM (\$ Mn)** ~5,303

 **Capital employed (\$ Mn)** ~660

 **Recoveries (\$ Mn)** ~910

 **Net D/E** 1.3x

 **Capital Adequacy** 42%

Business Update

- Robust recoveries of ~\$910 Mn of which 11% was from retail portfolio in the year
- Recoveries of ~\$356 Mn in the quarter
- Acquired assets worth ~\$686 Mn in the year and ~\$80 Mn in the quarter
- Share of retail assets in capital employed grew ~4x YoY to ~14% as on Mar 22
- Well matched ALM across all durations

Asset Reconstruction: Financial performance snapshot

\$ Mn

	Quarter ended Mar 22	Quarter ended Mar 21	Year ended Mar 22	Year ended Mar 21
AUM	5,303	5,382	5,303	5,382
Capital Employed	662	694	662	694
<i>Wholesale assets</i>	572	665	572	665
<i>Retail assets</i>	90	29	90	29
Equity	327	293	327	293
Gross Revenue	29	28	119	114
Opex	4	4	14	13
Profit After Tax	8	6	33	25
Edelweiss' share in PAT	5	4	20	15



Business Performance

Insurance

Insurance cluster at a glance



Year ended Mar 22

Gross Premium

\$240 Mn

Policies Issued

3,62,550







Customer Reach

~30 lakhs

Life Insurance: Business performance snapshot



Key Metrics for the year

	Equity (\$ Mn)	82
	Individual APE (\$ Mn)	55
	#Policies Issued	~65,550
	AUM (\$ Mn)	~724
	Solvency Ratio	211%
	13m Overall Persistency	72%

Business Update

- Individual APE for the year grew at a 5-year CAGR of 21% against industry growth at 10%
- Gross premium growth of 66% QoQ & 20% YoY
- Launched a new product in Q4 “Guaranteed Income Star”
- Dominant share of Traditional Par and Non-Par at ~82%
- Number of advisors grew at 5-year CAGR of 24% to ~63,000
- Highest ever Individual Claim Settlement ratio of ~98%
- Embedded Value as on Mar 22 at ~\$208 Mn

Life Insurance: Financial performance snapshot

\$ Mn

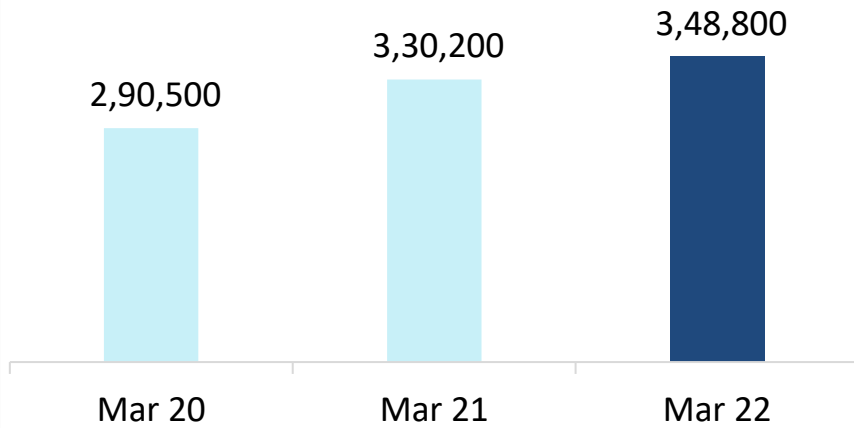
	Quarter ended Mar 22	Quarter ended Mar 21	Year ended Mar 22	Year ended Mar 21
Net Premium Income	73	62	188	157
Investment Income & Other Income	6	13	63	89
Total Income	80	75	251	246
Policy benefits & insurance policy liability	60	55	193	186
Other expenses	28	25	85	87
Profit After Tax	(8)	(5)	(27)	(27)
Edelweiss' share in PAT*	(5)	(3)	(15)	(15)

* EFSL share in Edelweiss Tokio Life Insurance for quarter and year ended Mar 21 has been commensurately adjusted to reflect changes in shareholding

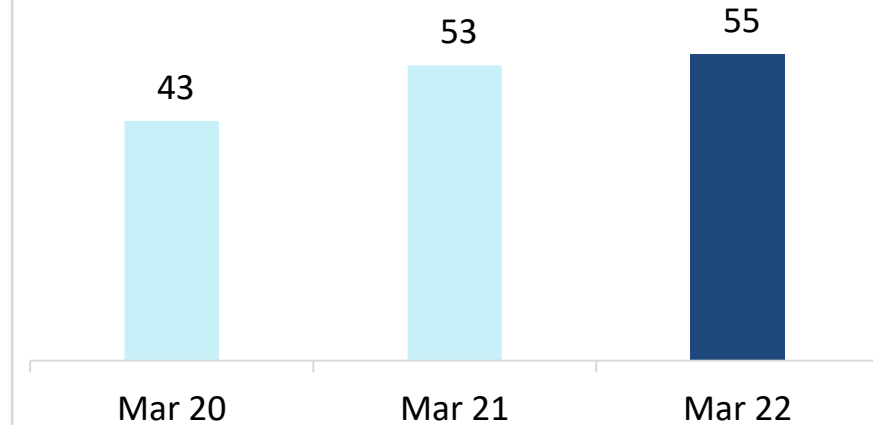
Customer base and gross premium continue to grow



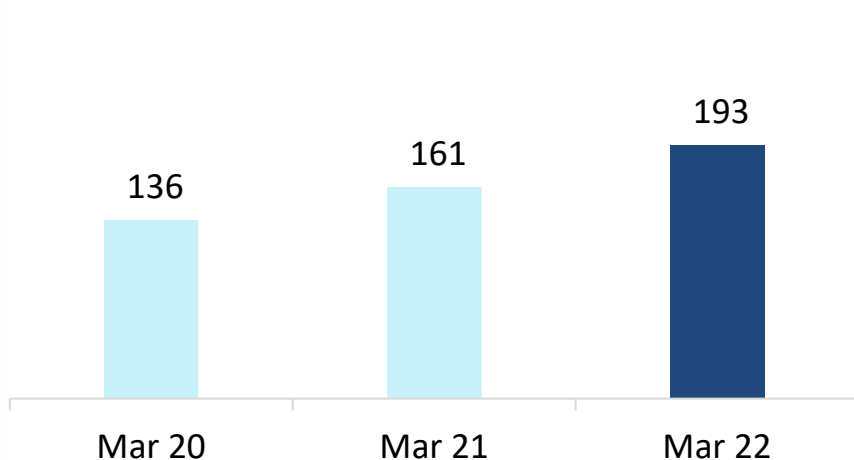
Customer Count (#)



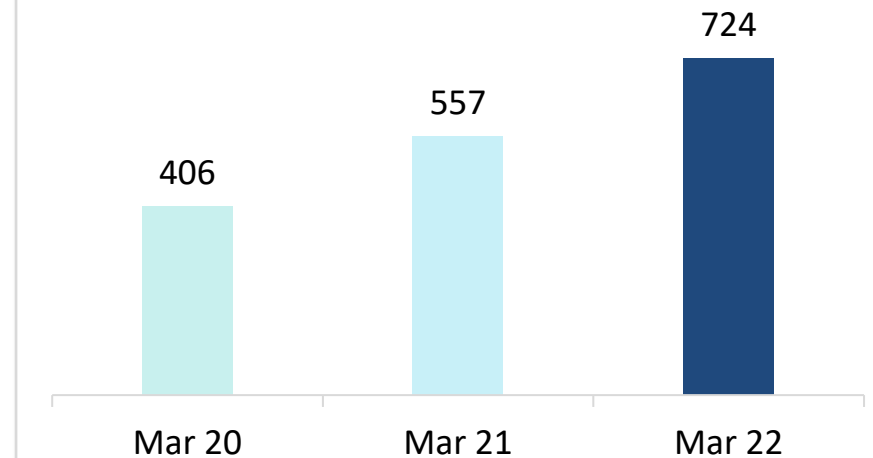
Individual APE for the year (\$ Mn)



Gross Premium for the year (\$ Mn)




AUM (\$ Mn)





General Insurance: Business performance snapshot



Key Metrics for the year

 **Equity (\$ Mn)** 18

 **GWP (\$ Mn)** ~47

 **#Policies Issued** ~297,000

 **Solvency Ratio** 167%

Business Update

- Achieved GDPI growth of ~27% YoY in the quarter and ~60% YoY in the year against industry growth of ~11%
- Consistent growth in our choice of business segments; Health and Motor grew by ~42% and ~77% YoY in the year against industry growth of ~25% and ~4% respectively
- Launched AI Bot for Motor Claims and Automated Claims Registration Module to further improve efficiency
- Expanded on distribution partnerships with marquee internet economy players in the year
- Won multiple awards for customer centricity & product innovations in prominent forums.

General Insurance: Financial performance snapshot



\$ Mn

	Quarter ended Mar 22	Quarter ended Mar 21	Year ended Mar 22	Year ended Mar 21
Net Premium Income	8	6	31	21
Investment Income & Other Income	2	1	8	6
Total Income	11	7	39	27
Policy benefits & insurance policy liability	7	5	29	22
Other expenses	7	4	23	17
Profit After Tax	(3)	(3)	(14)	(12)



Business Performance

Wealth




Edelweiss
Ideas create, values protect


Wealth Management: Business performance snapshot



Key Metrics for the year

 **AUA (\$ Mn)** ~26,647

 **LAS loan book (\$ Mn)** ~396

 **Net New Money (\$ Mn)** ~1385

 **#UHNI Clients** 2,760

 **#Affluent Clients** 8,53,700

Business Update

- AuA grew ~30% YoY and ~4% QoQ with net new money of ~\$277 Mn for the quarter
- Strong 63% YoY growth in distribution income, revenue growth of 24% YoY
- LAS book grew ~95% YoY to ~\$396 Mn as on Mar 22
- Industry recognition in the year -
 - Top rankings at AsiaMoney Brokers Poll
 - Top Global Custodian Agent Bank in Emerging Markets Survey
 - Best Wealth Manager, India at Asset Triple A Private Capital Awards

Wealth Management: Financial performance snapshot



\$ Mn

	Quarter ended Mar 22	Quarter ended Mar 21	Year ended Mar 22	Year ended Mar 21
AUA	26,647	20,447	26,647	20,447
Equity	242	206	242	206
Gross Revenue	54	54	211	170
Net Revenue	44	42	175	138
Opex	37	32	133	97
Profit After Tax	5	9	32	32
Edelweiss' share in PAT*	2	4	13	13

* EFSL share in Edelweiss Wealth Management for year ended Mar 21 has been commensurately adjusted to reflect changes in shareholding



Governance & Corporate Responsibility



Edelweiss
Ideas create, values protect

11 Member Board with 6 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
- Served as a Part-time member of Economic Advisory Council to the Prime Minister
- Serves as Member of Monetary Policy Committee, RBI



Mr. Kunnasagaran 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



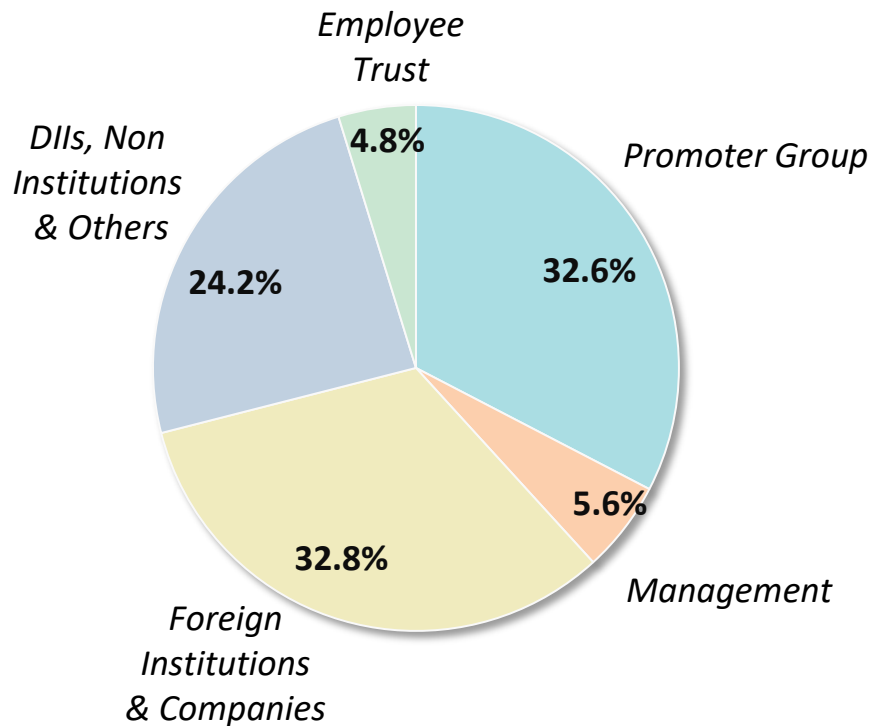
Mr. Ashok Kini
Independent Director

- 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

Significant institutional ownership



Shareholding Pattern as on Mar 31, 2022



Key Shareholders above 1%		Percent
1	Pabrai Investment Funds	7.9%
2	BIH SA	5.1%
3	Baron Asset Management	4.4%
4	TIAA CREF funds	4.3%
5	LIC	2.6%
6	Vanguard Group	2.1%
7	Flowering Tree Investment Management	1.6%
8	Rakesh Jhunjunwala	1.6%
9	Barclays	1.0%
10	Blackrock	1.0%

~43% owned by Edelweiss management and employees

Our contribution to building a more sustainable tomorrow



Under the leadership of EdelGive Foundation, we have...



Over **~\$66 Mn** mobilized through commitments



Partnered with over **150** high caliber NGOs



Assisted over **60%** of EdelGive's NGO partners to grow at a CAGR ranging **17% to 177%**



Ensured long term association with average tenure of **5-years**



Catalysed over a **6-fold increase** in beneficiaries count for EdelGive supported NGOs



Enabled an **increase of over 65%** in the annual budgets of EdelGive NGO partners



Provided early-stage funding to NGOs; catalysing **~10 to 30 times** growth in annual budgets



Spearheaded over 150 Capacity building projects

Our investment in communities



EdelGive Foundation's commitment to investing in communities



94 Districts
across 13 States



~\$25.9 Mn *

Committed
(inclusive of \$2.9 Mn
Edelweiss CSR contribution)



38

NGO Partners



27

Co-funded Grants



43

Active Grants

Quality Education

~20 lakh children impacted

~30,000 schools reached

~72,200 teachers trained

~\$2 Mn committed in the year

9 NGOs supported

Sustainable Livelihoods

~50,000 Individuals trained

~1,000 watershed structures
repaired/built

~\$6.1 Mn committed in the year

13 NGOs supported

Women Empowerment

~2 lakh women supported

~7,000 grassroot leaders

~\$2 Mn committed in the year

12 NGOs supported

- **GROW Fund:** \$13.2 Mn fund for sustainability and financial resilience of grassroots NGOs.
 - Agreement signing and 1st tranche fund disbursement completed for all 100 NGOs
- **UdyamStree campaign:** Enabling micro entrepreneurship for women entrepreneurs
 - EdelGive Foundation and FICCI have formalized MOU with the State Education Department of Maharashtra for launch of the 'Leadership Dialogues' to promote enterprise development along school children, especially young girls.
- **Employee engagement**
 - ~250 Edelites engaged across 10 engagements during the quarter

* All above numbers are cumulative till Mar 22

Trusted partner: EdelGive funding partners & networks



Foundations, Corporates and HNIs partner with Edelgive Platform for their philanthropic allocation

Safe Harbour



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Currency conversion: Conversion rate of 1 USD equal to 75.81 INR has been used. Values in the INR version of the Investor Presentation have been converted to dollar for convenience. Due to rounding off, numbers presented in this presentation may not add up to the totals provided and/or correlate with the growth and contribution percentages provided. Data provided in the INR version of the Investor Presentation shall prevail in case of disparity

Safe Harbour



Slide 4:	Net worth is including MI, investment in CCD by CDPQ of \$117 Mn and excluding Edelweiss Wealth Mgt equity
Slide 4:	Ex-Insurance PAT is excluding MI
Slide 4:	BVPS has been computed by taking into account potential stake dilution from convertible instruments in NBFC
Slide 4,15,19:	Available Liquidity is calculated as on balance sheet liquidity, liquid able assets and undrawn bank lines; Numbers are based on management estimates; It includes EWM liquidity
Slide 4,11:	Customer Assets includes EWM AuA
Slide 5	We have divested the residual 9% stake in EGIBL to Arthur J Gallagher & Co. in the quarter ended Mar 22. EFSL stake refers to stake held by EFSL Group. All stakes have been rounded off to the nearest integer.
Slide 5,32,33,34:	NBFC equity includes investment in CCD by CDPQ of \$117 Mn
Slide 5,7,8,38,42,43,44:	EAAA numbers represent consolidated numbers of Edelweiss Alternative Asset Advisors Ltd, EAAA LLC, Edelweiss Alternative Asset Advisors Pte. Ltd, Sekura India Management Ltd, Edelweiss Real Assets Managers Ltd and Edelweiss Trusteeship Company Ltd
Slide 5,8,56,57:	WM numbers represent consolidated numbers of 4 key entities - Edelweiss Securities Ltd, Edelweiss Broking Ltd, Edelweiss Custodial Services Ltd, Edelweiss Finance and Investments Ltd and 7 other entities
Slide 7:	EFSL ex-insurance PAT is post-MI, Cluster level PATs are pre-MI
Slide 10,53	Source for industry data - GI Council segment wise report
Slide 15,16:	Numbers are for ECLF, ERFL and EHFL entities
Slide 18,19 :	Mar 21 borrowings and Net D/E have been restated to include WM
Slide 18,19,33,35,46:	Borrowings include EWM borrowings and exclude CBLO, CCDs and accrued interest; Net D/E excludes treasury assets
Slide 20,33:	NBFC capital adequacy is calculated by combining Tier I & II capital and RWA of ECLF and ERFL entities
Slide 22:	Numbers are based on management estimates & 3 years+ liabilities exclude Equity; Assets and Liabilities do not include insurance business
Slide 32,33,35:	Credit assets includes loan book, securitized assets and SR investments
Slide 34,36:	AUM includes loan book and securitized assets
Slide 28,38,39,40,41,42,43,44,46,47:	AUM, net new money, clients, retail folios, MF Equity AUM, capital employed & recoveries are rounded off to nearest 100
Slide 49,50, 51,53:	AUM, clients, Policies issued rounder off to nearest 100, customer reach rounded off to nearest lakh
Slide 50,52:	13th month persistency (on Premium basis) includes policies issued from Apr'20 to Mar'21; EV is calculated on market consistent basis; AUM represents Total AUM including Shareholders and all Policyholders fund is calculated in accordance with IGAAP
Slide 56,57:	Clients are rounded off to nearest 100
Slide 60:	Key institutional shareholders: Holding of known affiliates have been clubbed together for the purpose of this information