



Edelweiss Wealth Management

Business Update



1. Industry Landscape

2. Our Journey so far

3. Way Ahead

1. Industry Landscape

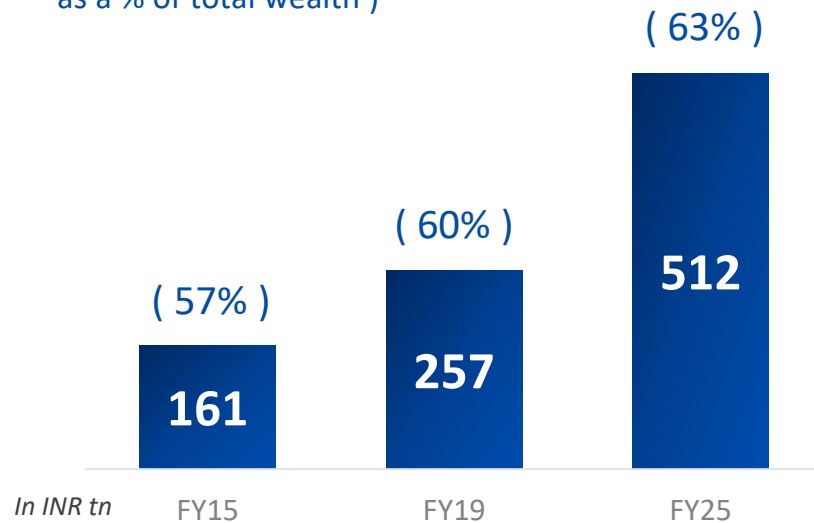
2. Our Journey so far

3. Way Ahead

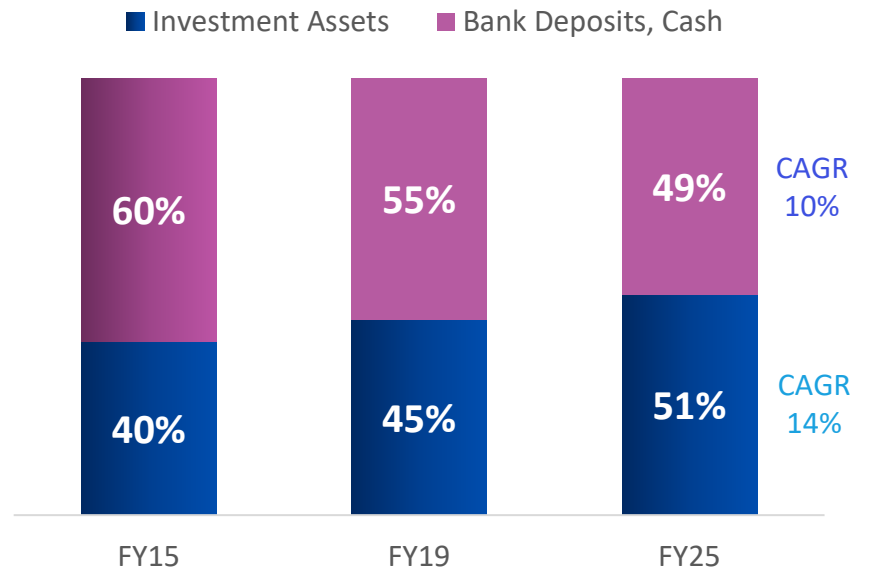
Wealth Management – a structural and scalable opportunity

Financial wealth in India is expected to grow 2x by 2025

(Financial Assets as a % of total wealth)



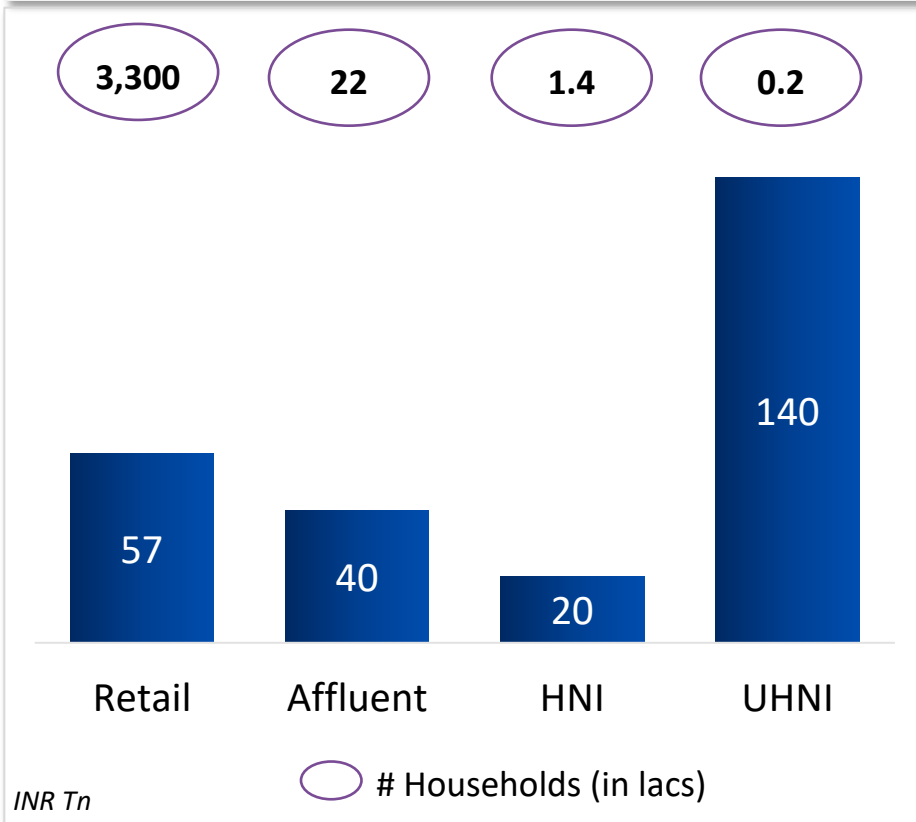
Investment asset class in FY25 will be equal to total financial assets in FY19 (~ INR 250 tn)



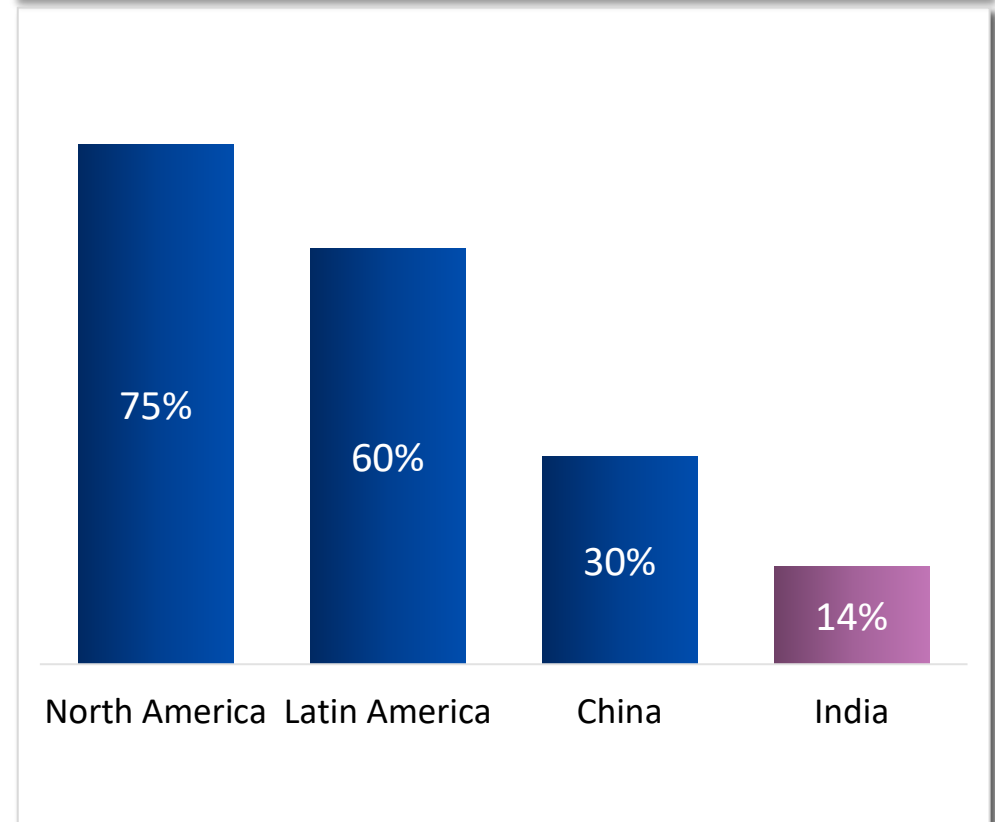
Within financial savings 'Shares and debentures' asset class growing fastest at ~7x

Concentrated financial wealth; low penetration by organized players

~80% of the financial wealth in hands of 0.7% of households



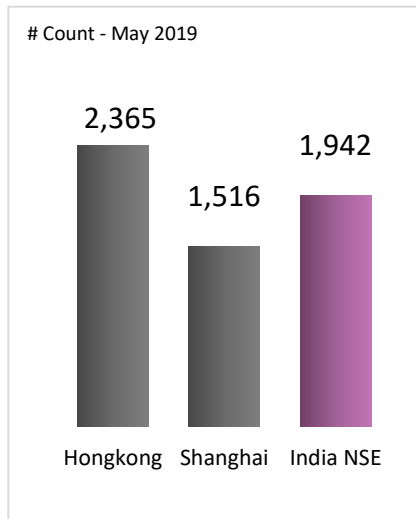
Organized players in India have ~14% penetration of financial wealth vs. developed nations at 50-75%



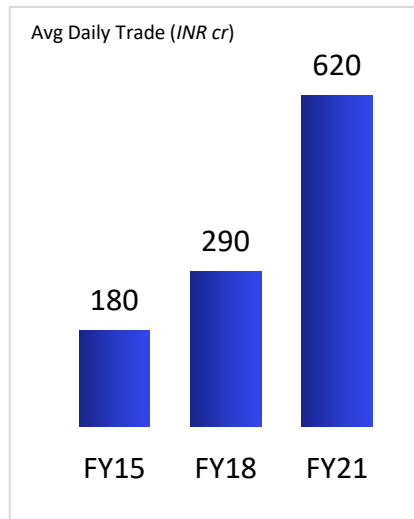
Financial wealth is concentrated in top 50 cities

Capital markets growing at a faster pace in India

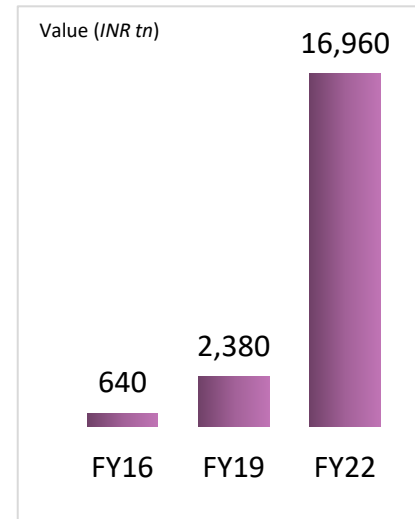
Co's listed on NSE
135 (1995) to **1,942** (2019)
At par with Asian peers



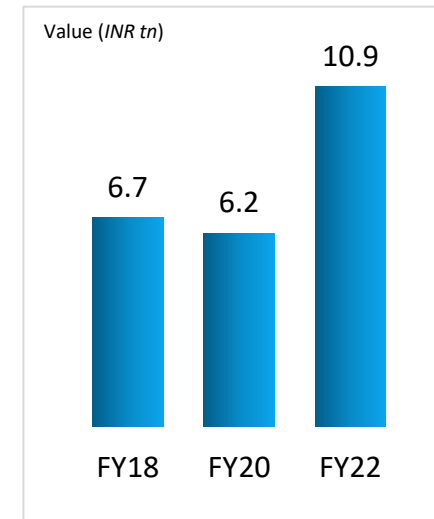
Continued equity growth
Cash turnover grown by
3.5x in 6 years



Steep rise in Derivatives
Equity F&O grown by
27x in 6 years



Vibrant primary market
large no of listings,
M&A, PE trades



Multiple reforms developing deeper and robust capital markets

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Edelweiss Wealth Management

| Wealth Management | Institutional Equities | Advisory | Investment Management |
|--|---|---|--|
| <p>~ INR 2,00,000 cr of client assets</p> <p>Amongst top 2 independent wealth management players</p> | <p>5 % revenue market share</p> <p>Largest domestic institutional brokerage house by volume</p> | <p>Market Share: Fixed Income: 8.4%, ECM: 2.7%, Advisory: 1.4%</p> <p>Rank 1st for debt public issues and amongst top bankers for ECM, PE, M&A</p> | <p>~ INR 5,000 cr of AUM</p> <p>Specialists in alternatives. Market leaders in structured products</p> |

Supported by strong Capital Markets Franchise that are market dominating and scaling steadily

With established credentials

Wealth Management, Investment Management and Capital Markets



Client assets over **INR 2 Lac Cr**



Gross sales of **INR 25,000+ Cr**



Net Promoter score – **73**
Peer rank **#1** in pre-IPO funds



1,50,000+ Affluent client acquired



INR 3,800+ Cr of client assets raised in 1 year (IM)



~**2,300** IM investors



13 lacs+ IE daily trades



Best Private Bank, Best Private Bank for Family offices, Best Broker, Best Wealth Manager

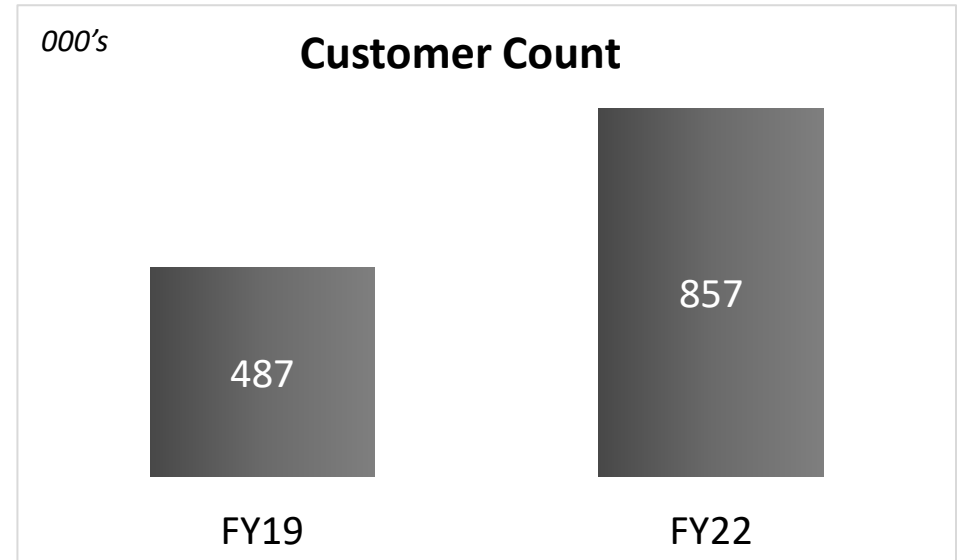
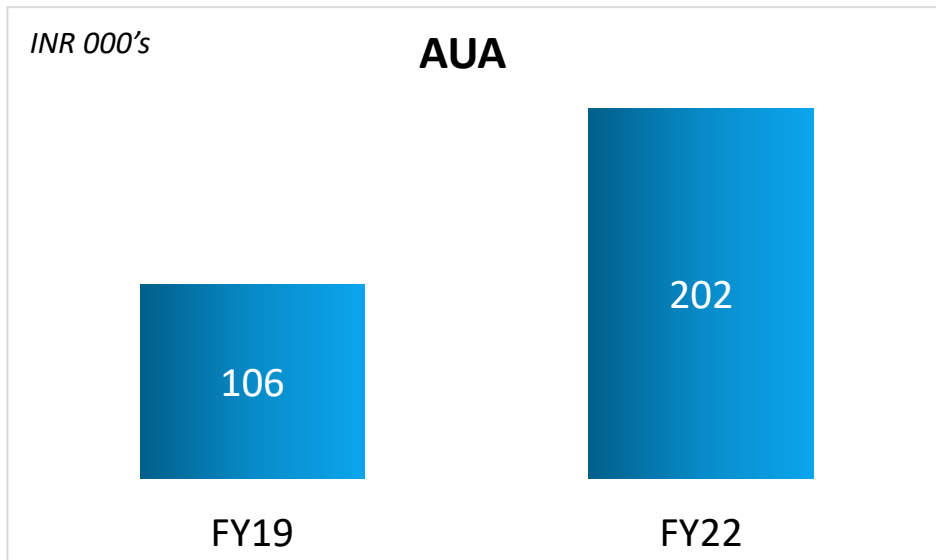
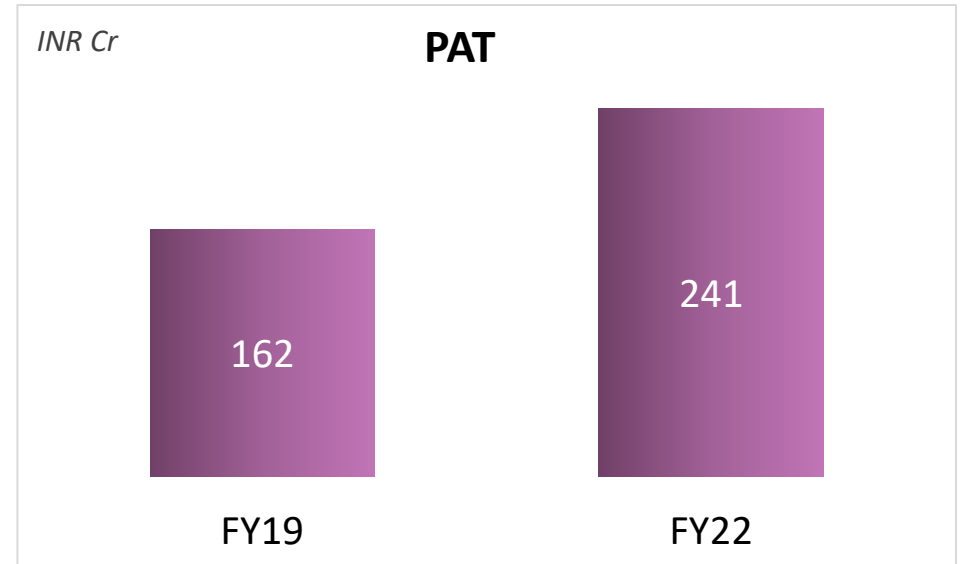
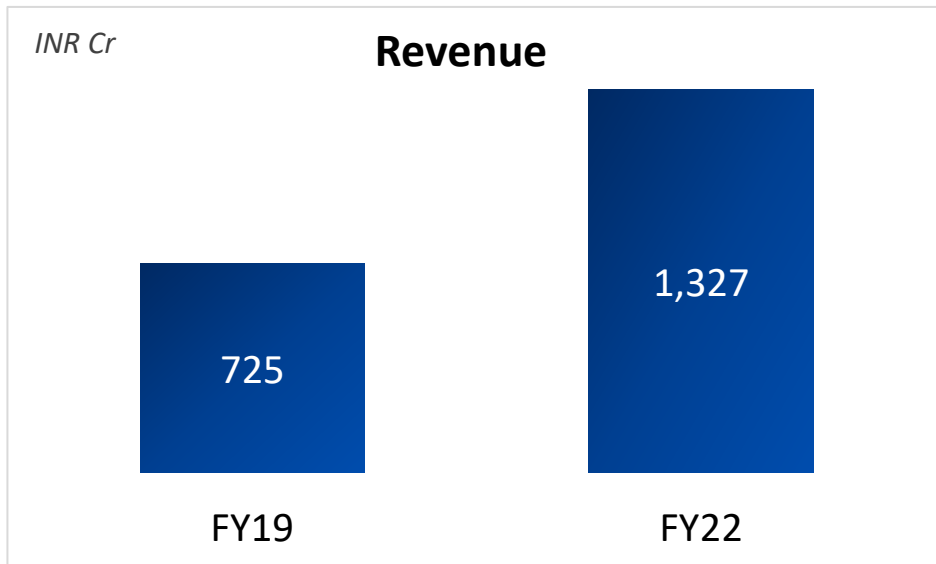


230+ deals
IB transactions raising \$ 85 bn since April 2014



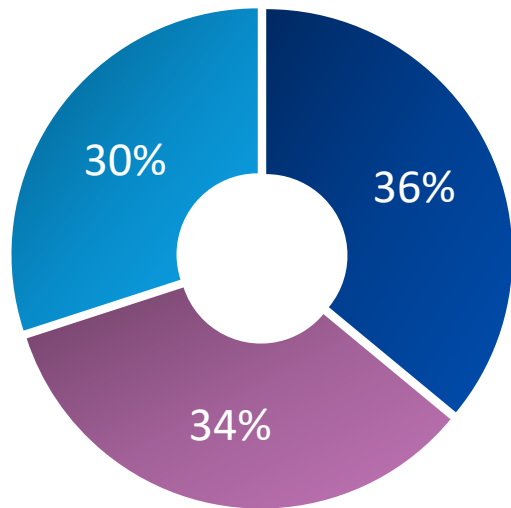
280+ Companies under research coverage. Largest on the street. #1 rank in 6 categories

And strong performance over the years



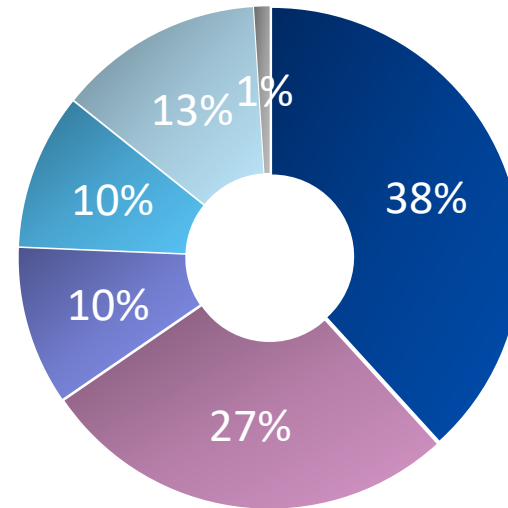
Well diversified earnings across customer segments and product lines

Across Client Segments



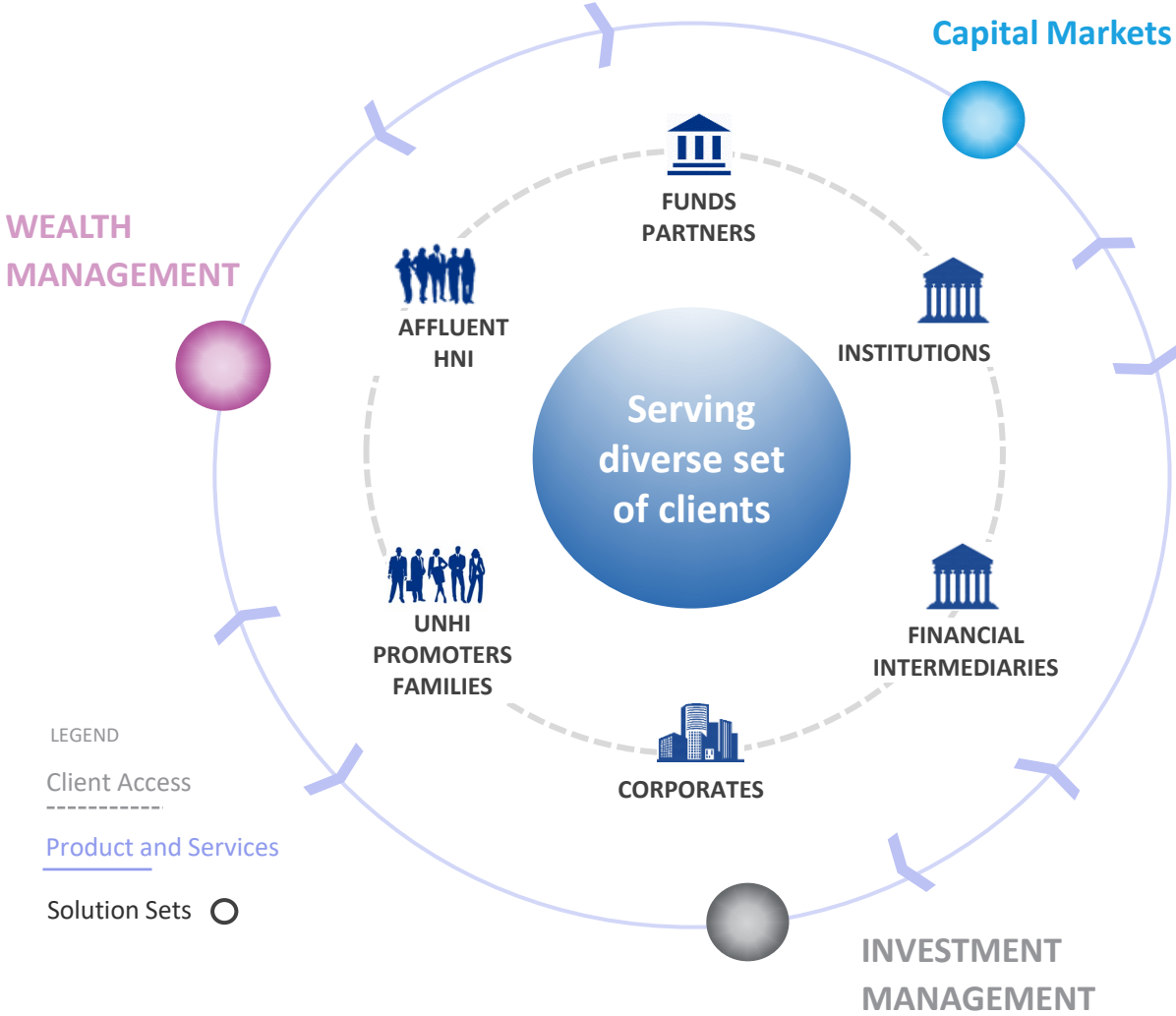
■ Affluent and HNI ■ UHNI ■ Institutional

Across Products











■ Broking & Allied ■ Distribution
■ NII ■ Advisory Fees
■ Clearing & Custody ■ Investment Mgt Fees

Built a virtuous and self-reinforcing ecosystem



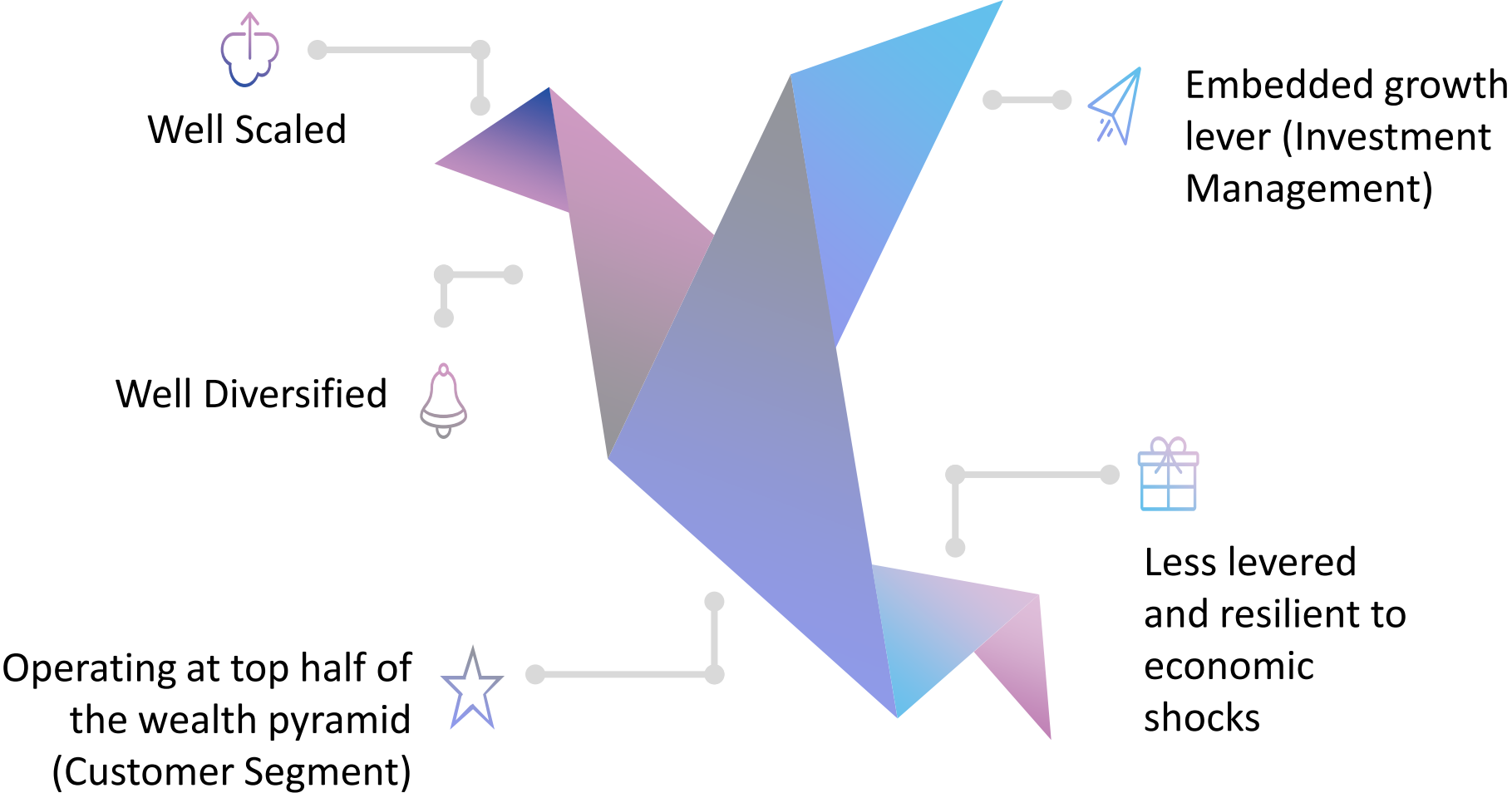
Strong, stable and sustainable with deep specialization around client segments

Extensive coverage

| Wealth and Investment Management | | Capital Markets | |
|---|--|--|--|
|  <p>850K+ Affluent Clients</p> |  <p>2800+ UHNI Clients</p> |  <p>700+ Institutional clients (Public-side)</p> |  <p>500+ Corporate clients coverage</p> |
|  <p>1800+ Partner Network</p> |  <p>400+ Locations</p> |  <p>450+ Custody clients</p> |  <p>140+ Financial sponsors coverage</p> |

Well-scaled and proven execution

Rightly positioned to capture market opportunity



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Future growth objectives



❖ Grow Wealth Management

- a) Continue focus on client acquisition, digital capabilities, geographic expansion
 - b) Grow clients and client assets by 3x in next 5 years
 - c) Scale up RM strength by 2.5x
-

❖ Scale Investment Management

- a) Grow AUM to 40,000 to 45,000 crores with focus on adding new products in Alternatives and long only strategies
-

❖ Maintain Leadership in Capital Markets

Grow - Meaningfully, Efficiently and Responsibly

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NOTES:

- Slide 4: Source: Karvy Wealth Report 2020, National Accounts, EWM estimates, Investment assets includes Insurance, Direct Equity, Mutual Fund, Unlisted Equity, Alternative Investments and International Assets
- Slide 5: Source: Kotak Wealth Report, Karvy Wealth Report, Mckinsey Wealth Report | 2017-2019, Asian Private banker 2020 and EWM estimates