



# Edelweiss Financial Services Limited

*Earnings update – Quarter ended Jun 22*



<b>1</b>	<b>Overview &amp; highlights of quarter ended Jun 22</b>	<b><u>3</u></b>
<b>2</b>	<b>Update on key priorities FY23</b>	<b><u>22</u></b>
<b>3</b>	<b>Business performance</b>	<b><u>29</u></b>
<b>4</b>	<b>Governance &amp; corporate responsibility</b>	<b><u>57</u></b>



# Overview & Highlights

*Quarter ended Jun 22*



**Edelweiss**  
Ideas create, values protect

# Edelweiss at a glance – quarter ended Jun 22



## Net Worth

\$1,059 Mn

## Ex-Insurance PAT

\$13 Mn

## BVPS

\$1

(FV \$0.01)

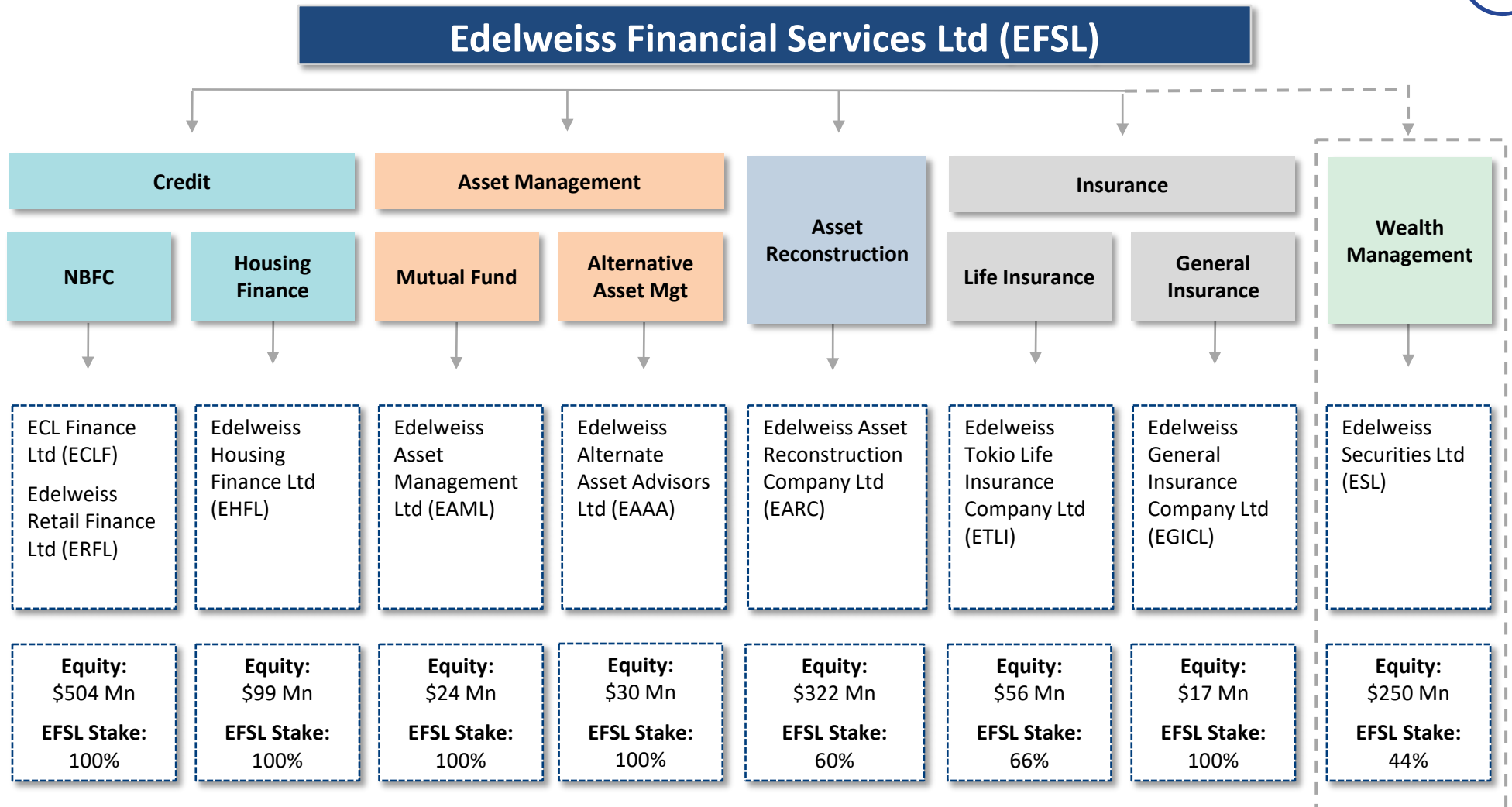
## Liquidity

\$665 Mn

## Customer Assets

\$45,514 Mn

# We are a diversified company across eight businesses



# Performance overview – quarter ended Jun 22

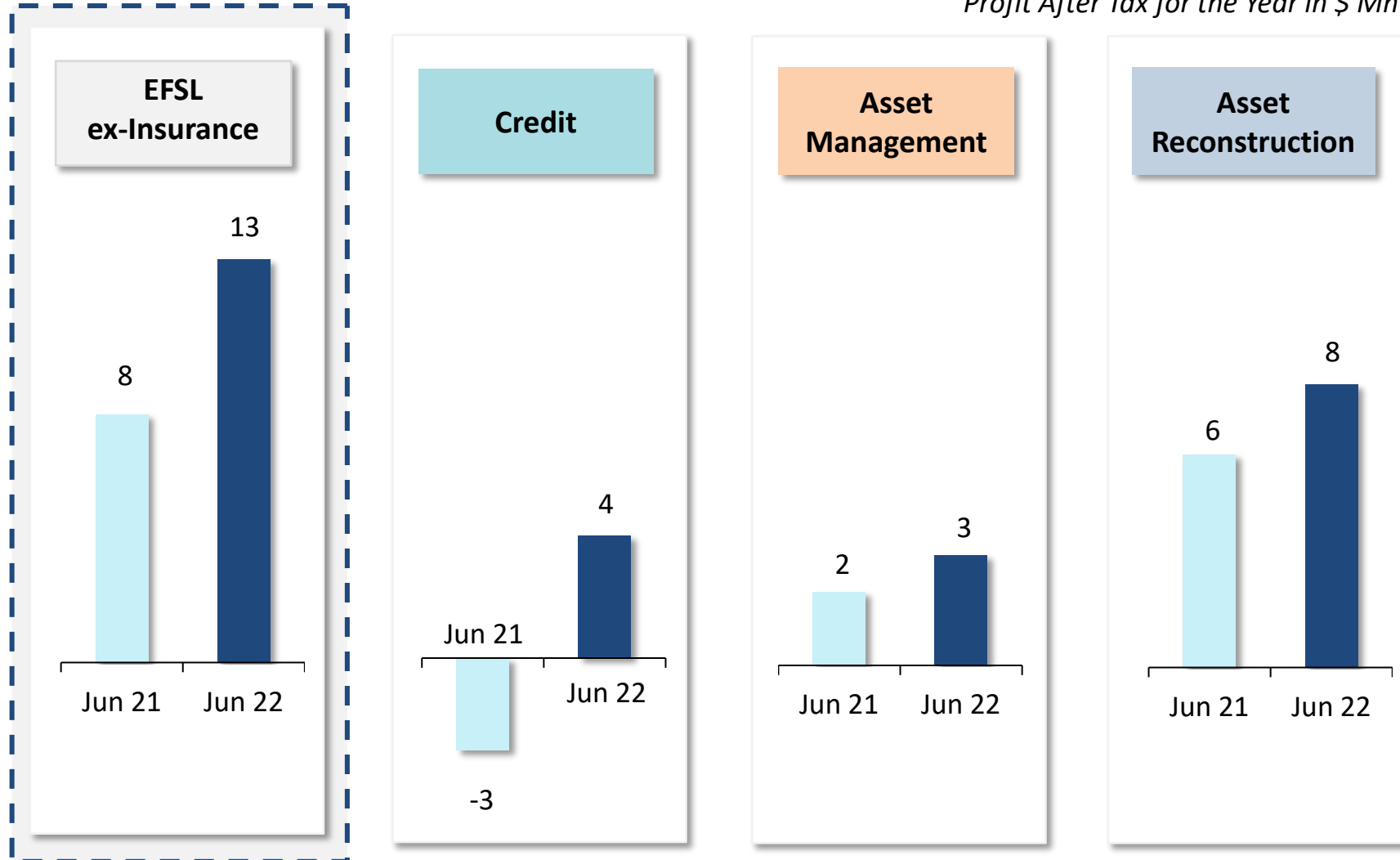


- |   |                                                                                   |                      |
|---|-----------------------------------------------------------------------------------|----------------------|
| 1 | Steady performance across businesses facilitated by robust, independent platforms | Slide <u>7 - 10</u>  |
| 2 | Credit businesses: profitable with significant improvement in asset quality       | Slide <u>11</u>      |
| 3 | Launch of industry-first innovative products and synergistic partnerships         | Slide <u>12-13</u>   |
| 4 | Customer franchise continues to expand                                            | Slide <u>14</u>      |
| 5 | Strong balance sheet with well-capitalized businesses                             | Slide <u>15 - 21</u> |
| 6 | On track on our key priorities for the year                                       | Slide <u>22 - 28</u> |

# 1 EFSL ex-Insurance PAT increased 68% YoY



*Profit After Tax for the Year in \$ Mn*



# 1 Earnings distribution across businesses



\$ Mn		
Business	Jun 22	Jun 21
NBFC	4	(1)
Housing Finance	0	(2)
Mutual Fund	0	1
Alternatives Asset Management	3	1
Asset Reconstruction	8	6
Life Insurance	(7)	(4)
General Insurance	(5)	(3)
EFSL share in Wealth Management	3	3
BMU & Corporate	(2)	3
(Less) Minority shareholders' PAT *	1	1
<b>EFSL Consolidated PAT (Post MI)</b>	<b>3</b>	<b>2</b>
<b>EFSL Ex-Insurance PAT (Post MI)</b>	<b>13</b>	<b>8</b>

\* Stepped up investment in our Life Insurance business from ~51% to ~66% thereby reducing our Post MI Consolidated PAT



# 1 Steady performance across businesses (1)



## NBFC

- GNPA at 2.76%; improved YoY from 3.96%
- Collection efficiency at 93% for Jun 22 vs 91% for Jun 21
- Strong wholesale inflows of ~\$152 Mn in the quarter, momentum expected to continue

## Housing Finance

- GNPA at 2.12%; improved YoY from 3.53%
- Collection efficiency at 98% for Jun 22 vs 93% for Jun 21
- Ongoing CLM disbursements with Standard Chartered Bank; transactions concluded with Godrej Housing Finance and DBS Bank for direct assignment and securitization

## Mutual Fund

- AUM grew ~42% YoY to \$11,147 Mn; equity AUM stood at \$2,381 Mn
- Total net equity inflows at \$139 Mn in the quarter
- AUM market share improved QoQ by 20 bps to ~2.36% with rank steady at 13

## Alternative Asset Management

- AUM grew 21% YoY and FPAUM grew 76% YoY; continue to maintain dominant position in India Alternatives
- IYP II onshore fund received CRISIL Fund Management Grading – I, corresponding to ‘very strong’ standards in investment processes and management practices

# 1 Steady performance across businesses (2)



## Asset Reconstruction

- Robust recoveries of \$222 Mn of which 18% was from retail portfolio
- Share of retail assets in capital employed grew ~2x YoY to ~13% as on Jun 22

## Life Insurance

- Gross premium grew at 12% YoY to \$30 Mn; advisors also grew 12% YoY to ~65,100
- Dominant share of Traditional Par and Non-Par at ~82% with Individual APE growing at a 5-year CAGR of 23% against industry growth of 10%

## General Insurance

- Strong GDPI growth of 82% YoY against industry growth of 23%
- Issued 78,500 policies, growing 77% YoY

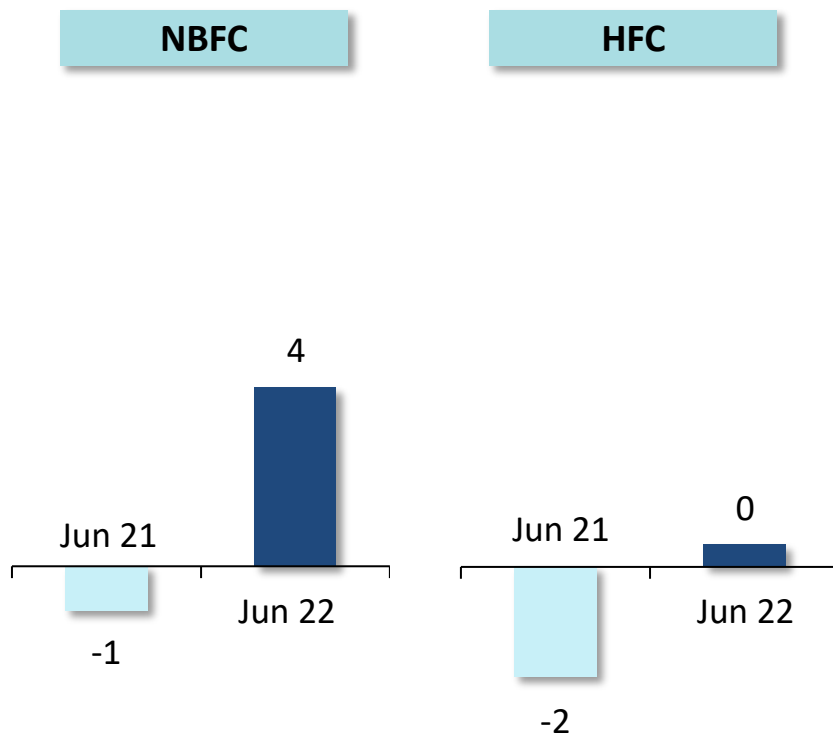
## Wealth Management

- AuA grew 17% YoY; net new money of \$583 Mn
- ~82,000 affluent clients added; YoY growth of 3.4x

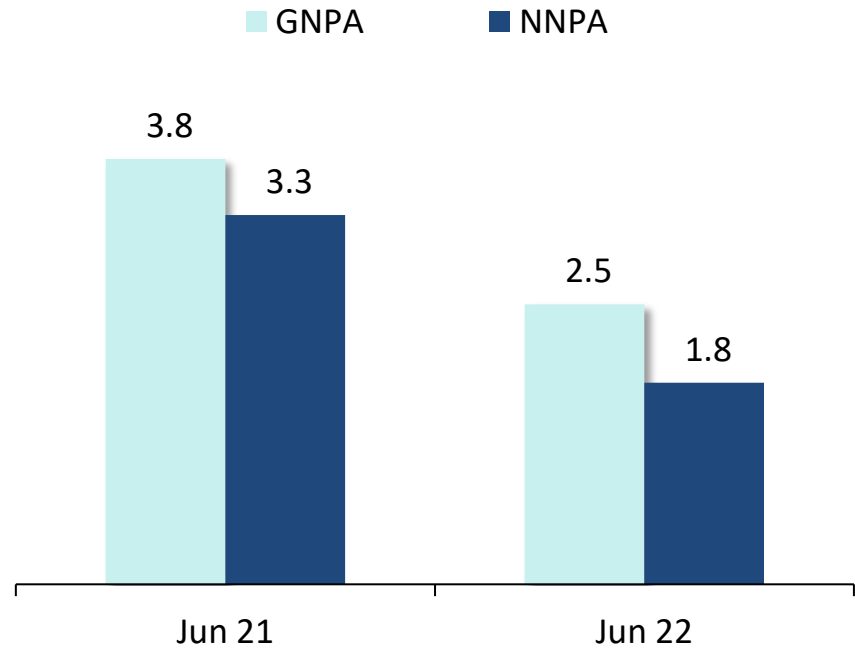
## 2 Credit businesses: profitable with improvement in asset quality



Profit after Tax (\$ Mn)



Asset Quality for credit businesses (%)





### 3 Industry-first innovative products

#### General Insurance

- **Switch 2.0**; Industry first, telematics driven 'usage-based' product
  - End-to-end app-based journey
  - Usage based subscription model for premium payment
  - Monthly reward structure linked to driving score
  - Auto switch-on with movement detection
  - Claims integrated on app
  - In-app feedback to encourage improved driving
- AI voice-based claims registration BOT launched

#### Life Insurance

- Launched "Guaranteed Savings Star" - Innovative savings plan based insurance product



Edelweiss Tokio Life  
**Guaranteed Savings STAR**

### 3 Synergistic partnerships

#### Credit

- **Ongoing CLM disbursements** with Standard Chartered Bank and Central Bank of India
- **New partnership** forged with IDFC first for co-lending to MSME
- **Securitization and direct assignment** transactions concluded with Godrej Housing Finance and DBS Bank of ~\$54 Mn

#### General Insurance

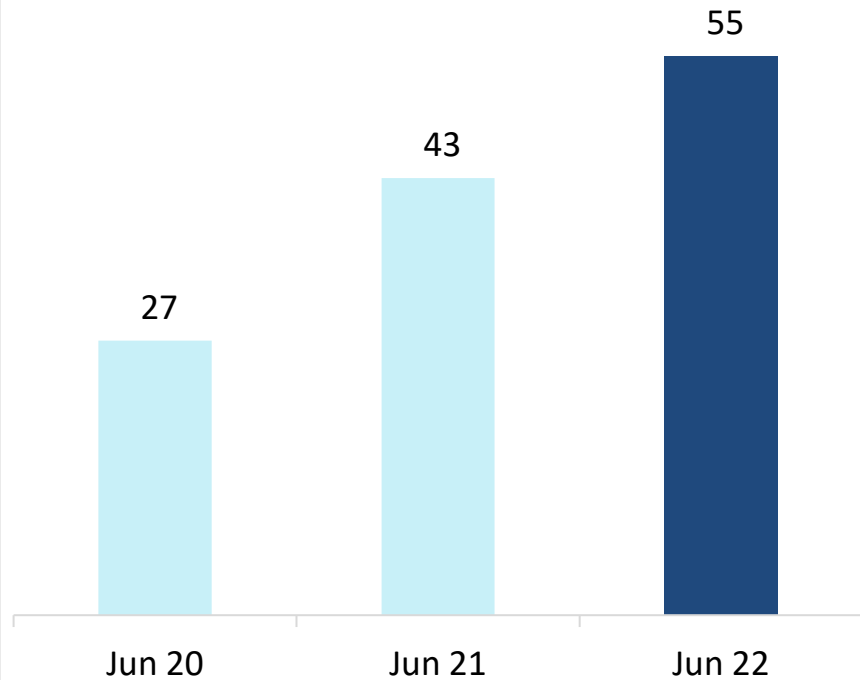
- Expanding **partner base in financial services** sector –
  - Avanse Financial Services
  - Orange Retail Finance
  - ART Housing Finance



## 4 Customer franchise continues to expand

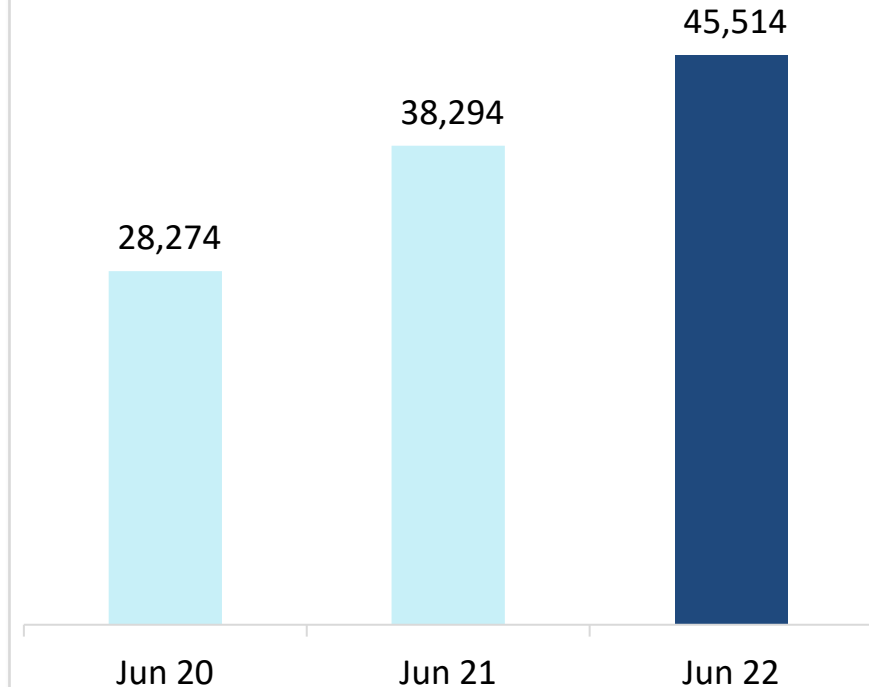


Customer Reach (# in lakhs)



Growth of ~30% YoY

Customer Assets (\$ Mn)



Growth of ~20% YoY

## 5 Strong balance sheet with well-capitalized businesses



Debt reduced by ~\$823 Mn over last 2 years; net D/E at 2.1x

Credit assets are conservatively provided for

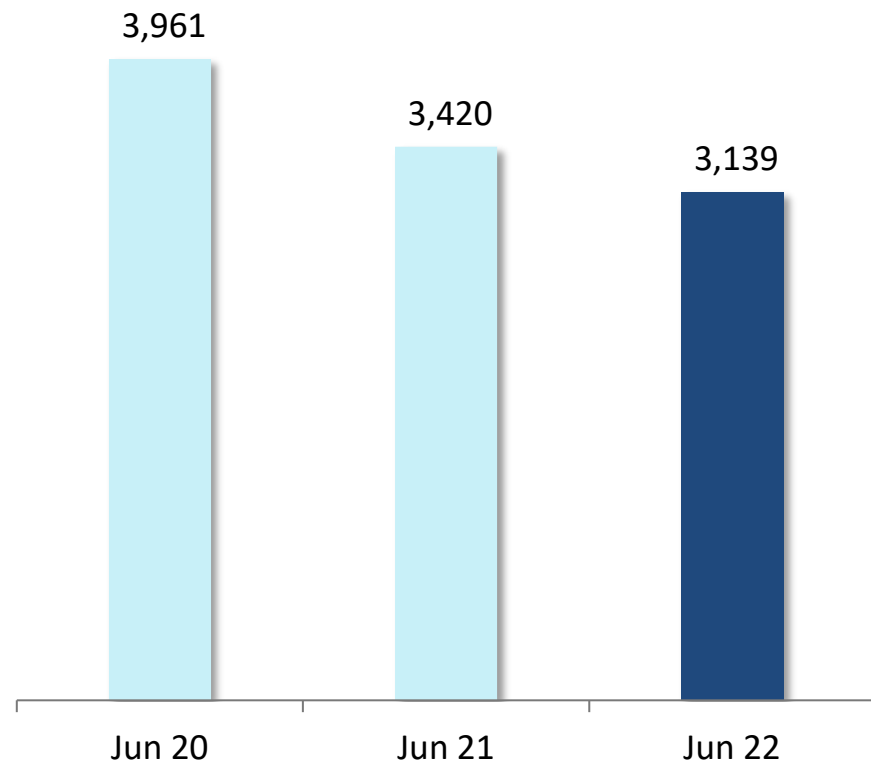
Comfortable liquidity of \$665 Mn at ~21% of debt

Strong capitalization across businesses

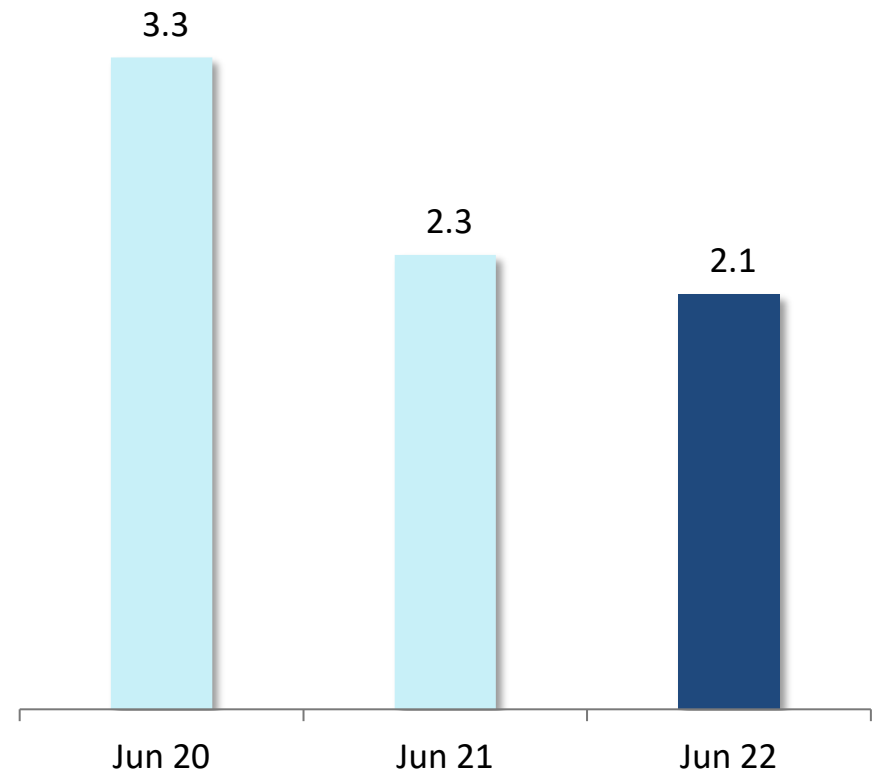
## 5 Debt reduced by ~\$823 Mn over last 2 years



Debt (\$ Mn)



Net D/E





## 5 Debt distribution across businesses



Debt (\$ Mn)

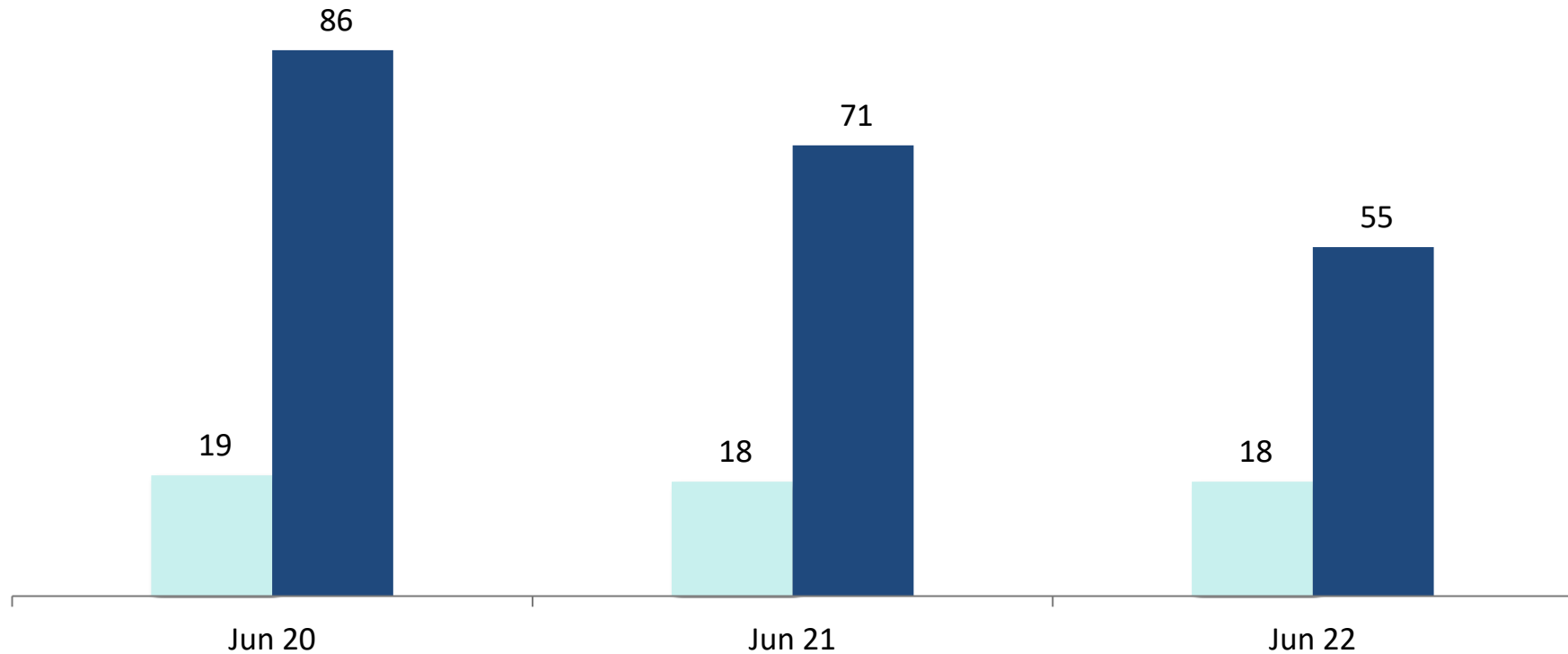
Business	Jun 22
NBFC	1,230
Housing Finance	267
Alternatives	17
Asset Reconstruction	428
Wealth Management	568
BMU & Corporate	630
<b>Gross Debt</b>	<b>3,139</b>
<i>(Less) Available liquidity</i>	<i>665</i>
<b>Net Debt</b>	<b>2,474</b>

## 5 Credit assets are conservatively provided for



**Balance Sheet Provisions  
(\$ Mn)**

IRAC Provisions   IndAS Provisions



**We have consistently provided for higher than IRAC norms**

## 5 Cash flow plan



\$ Mn	
Jul 22 to Jun 23	
Opening Available Liquidity (A)	665
Inflows	
Expected Inflows	1,165
Fresh Borrowings	722
Total Inflows (B)	1,887
Outflows	
Repayments	1,482
Disbursements	393
Total Outflows (C)	1,875
Closing Available Liquidity (A+B-C)	678

## 5 Assets in each tenor range adequately cover liabilities



\$ Mn

	Assets	Liabilities	Excess / (Gap)
Upto 1 year	1,609	1,355	253
1-3 years	1,583	988	595
3 years+	1,229	1,127	101

## 5 Strong capitalization across businesses



Businesses	Metric	Value
NBFC	Capital Adequacy	32.0%
Housing Finance	Capital Adequacy	30.9%
Asset Reconstruction	Capital Adequacy	42.6%
Life Insurance	Solvency Ratio	200%
General Insurance	Solvency Ratio	171%



## Update on Key Priorities for FY23



**Edelweiss**  
Ideas create, values protect

## 6 On track on our key priorities for the year



Listing EWM and value unlocking for shareholders

Create and enhance value through scale-up of the Asset Management and Insurance businesses

Steady reduction of wholesale loan assets

## 6 Listing EWM and value unlock for shareholders



### Phase I

- PAG's strategic investment in Edelweiss Wealth Management



### Phase II

- NCLT order received and made effective for Phase 2 demerger scheme



### Phase III

- Solicit share entitlement report and fairness opinion
- Demerger completion
- Edelweiss Securities Limited (ESL\*) listing

*Completed*

*Expected by Jan 23*

*Expected by Mar 23*

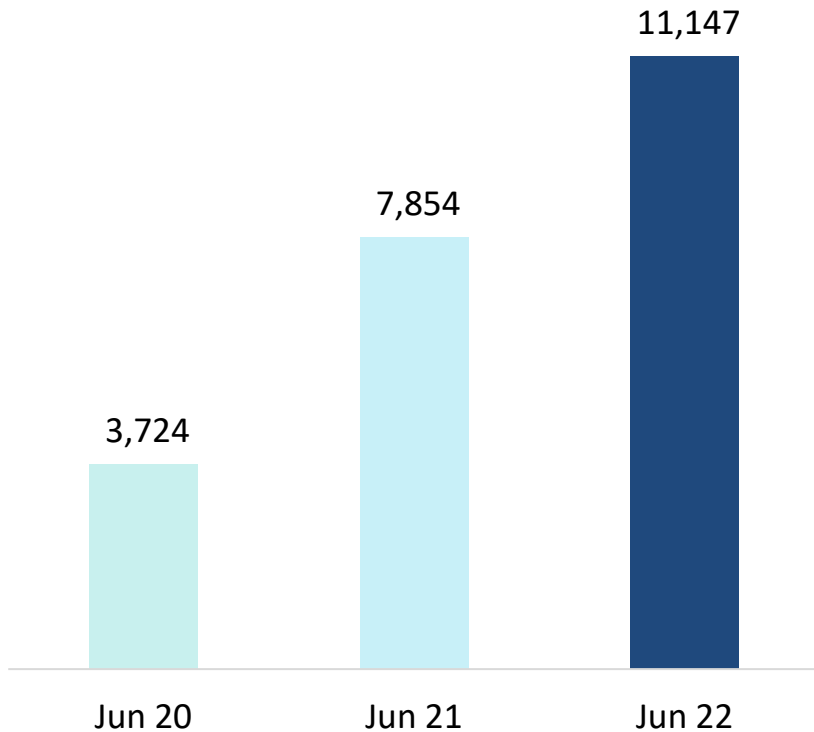
\* ESL is the legal entity under which the EWM business is housed



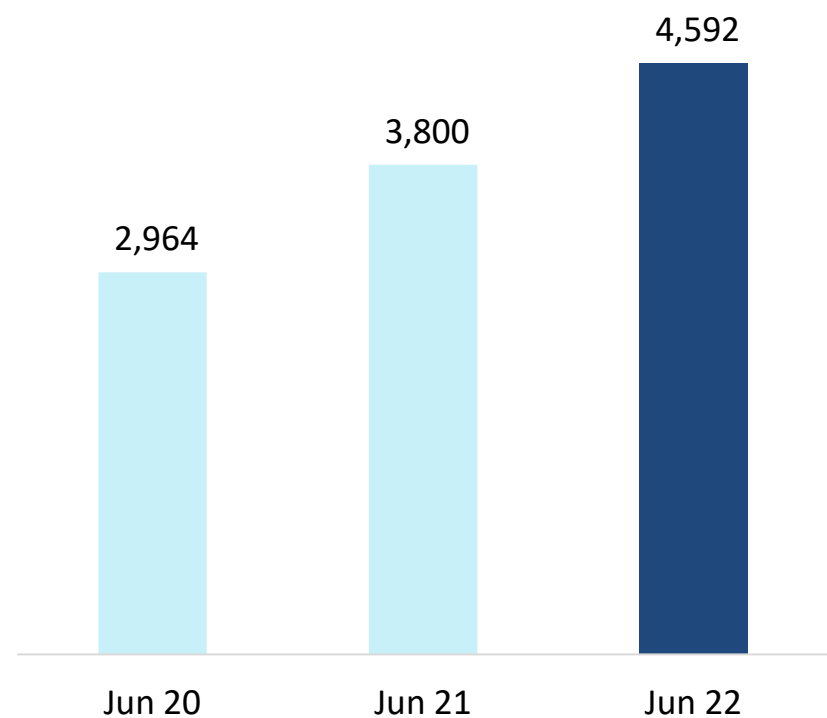
## 6 Significant growth in Asset Management business



Mutual Fund AUM (\$ Mn)



Alternative Asset Mgt AUM (\$ Mn)

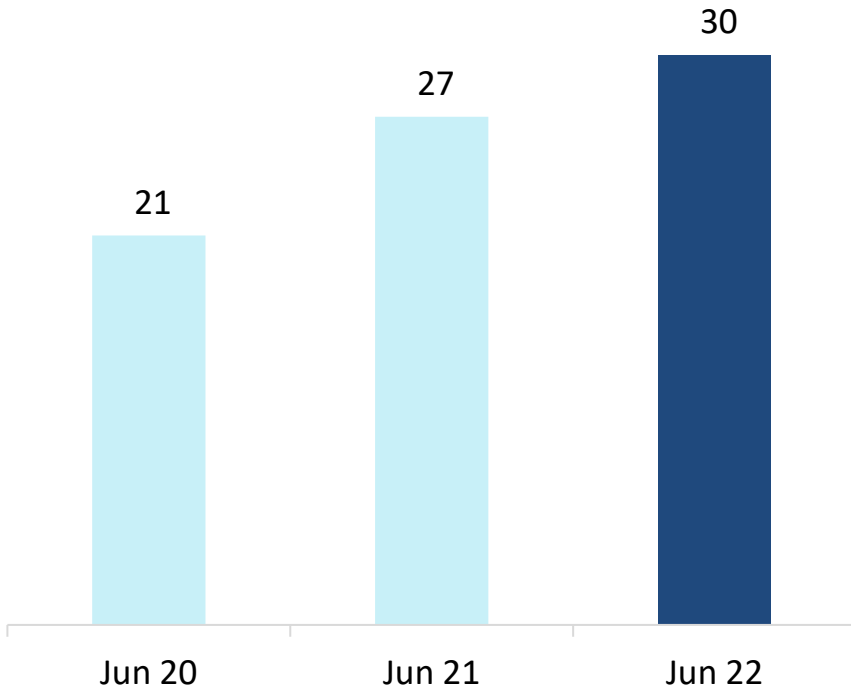


**Asset Management AUM has grown by 35% YoY**

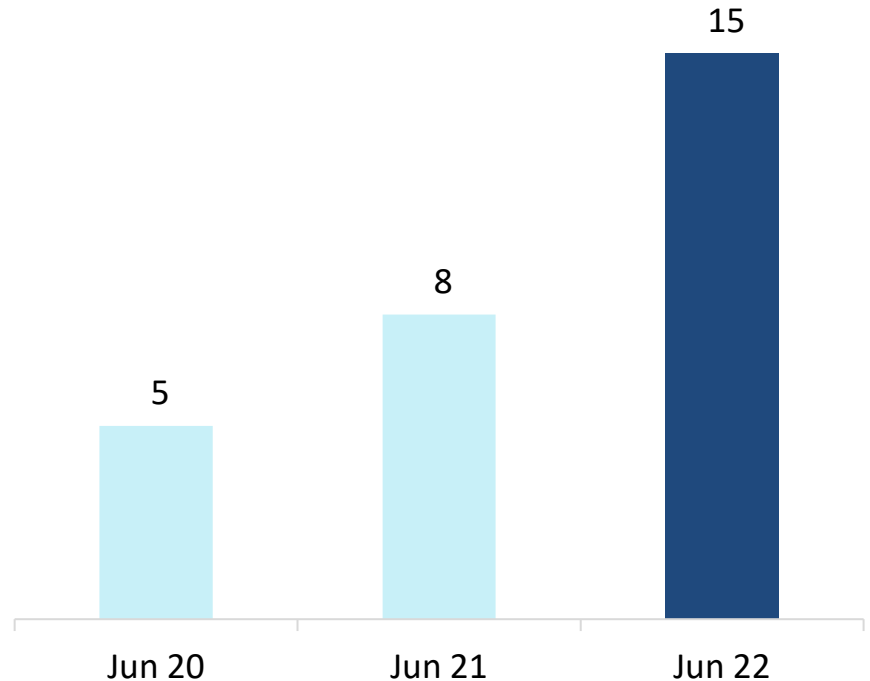
## 6 Insurance businesses continues to scale up



LI – Gross Premium for the quarter (\$ Mn)



GI – Gross Premium for the quarter (\$ Mn)

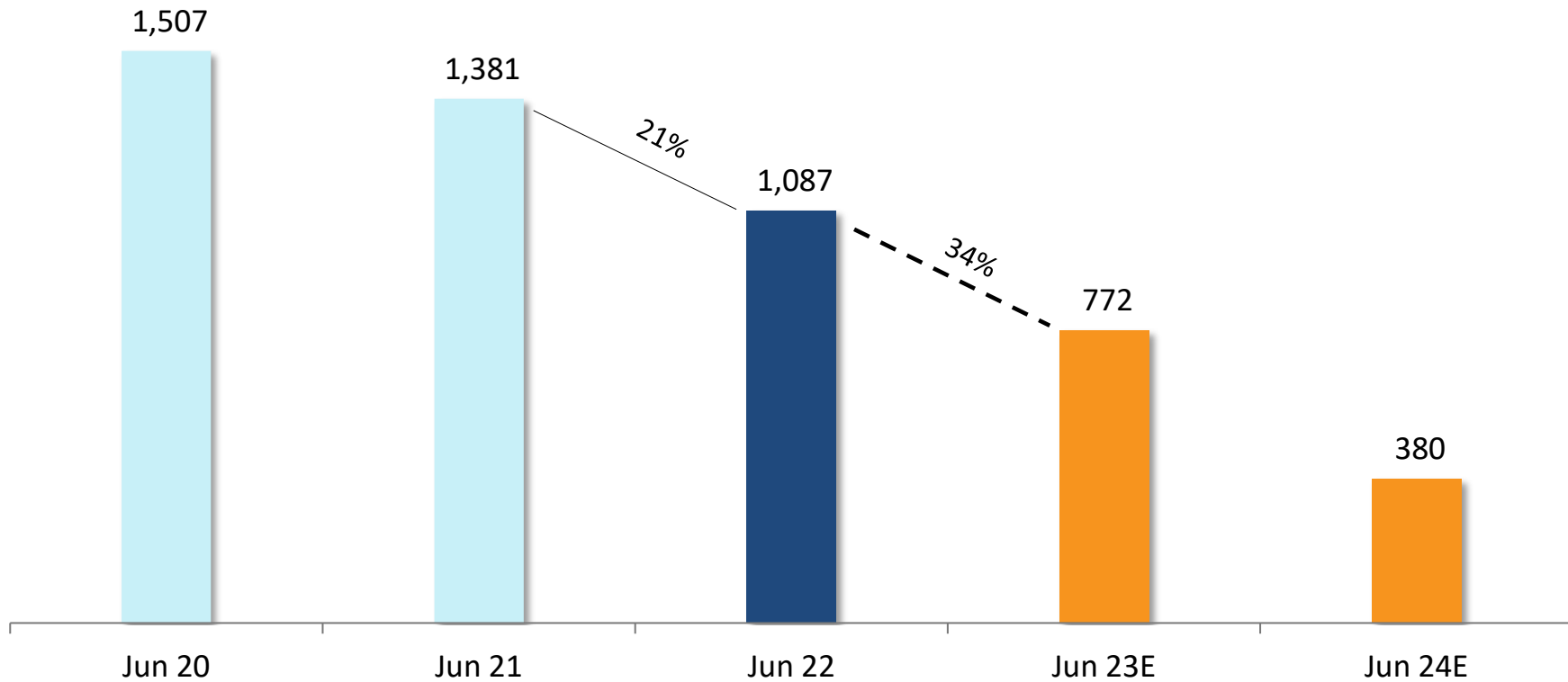


YoY growth in Gross Premium at 12% for LI and 86% for GI

## 6 Wholesale loan assets reduced 21% YoY



ECLF wholesale loan assets (\$ Mn)



Reduction of ~65% in next 2 years aided by strong demand and improved fundamentals

## 6 Workouts & strong housing demand aiding in faster recovery



### Successful workouts:

- Inflows of ~\$152 Mn in the quarter, strong visibility for the year
- Sell down capabilities aided in faster recoveries; will continue to be the dominant contributor in FY23
- Sentiment in real estate sector remains optimistic – buoyed by positive consumer sentiment and improved affordability ratio

### On track to achieve book reduction as planned:

- Expect total inflows of ~\$443 Mn in FY23
- Expect book to reduce to ~\$380 Mn by Jun 24

**Successful workouts improving asset quality**



# Business Performance

*Credit*



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# Credit businesses at a glance



Quarter ended Jun 22

**Equity**

\$601 Mn

**Credit Assets**

\$1,963 Mn

**Profit After Tax**

\$4 Mn

# NBFC: Business performance snapshot

## Key Metrics for the quarter



**Equity (\$ Mn)**

503



**Credit Assets (\$ Mn)**

1,438



**Capital Adequacy**

32.0%



**Net D/E**

2.2x



**Liquidity (\$ Mn)**

143

## Business Update

- Portfolio continues to strengthen
  - GNPA at 2.76%; improved YoY from 3.96%
  - Collection efficiency at 93% for Jun 22 vs 91% for Jun 21
- Focus continues on asset light business model
  - Steady disbursal under CLM program with Central Bank of India
  - New partnership forged with IDFC first for co-lending to MSME
- Strong wholesale recoveries of ~\$152 Mn for the quarter, momentum expected to continue through the year

# NBFC: Financial performance snapshot



\$ Mn

	Jun 22	Jun 21
AUM	820	1,255
Loan book	757	1,177
Equity	502	485
Gross Revenue	45	55
Net Revenue	10	3
Opex	8	11
Credit Cost	(3)	(2)
Profit After Tax	4	(1)
GNPA	2.76%	3.96%
NNPA	1.93%	3.28%
Total Provision Cover	237%	135%



# Housing Finance: Business performance snapshot

## Key Metrics for the quarter



**Equity (\$ Mn)**

99



**Credit Assets (\$ Mn)**

550



**Capital Adequacy**

30.9%



**Net D/E**

2.5x



**Liquidity (\$ Mn)**

26

## Business Update

- Portfolio continues to strengthen
  - GNPA at 2.12%; improves YoY from 3.53%
  - Collection efficiency at 98% for Jun 22 vs 93% for Jun 21
  - YoY reduction in credit costs
- Focus on Asset Light Business Model:
  - Strategic use of direct assignment and securitization (\$54 Mn in the quarter) to manage ALM and cost of liabilities
    - Transactions concluded with Godrej Housing Finance and DBS Bank
  - Ongoing CLM disbursals with Standard Chartered Bank

# Housing Finance: Financial performance snapshot



\$ Mn

	Jun 22	Jun 21
AUM	522	528
Loan book	402	447
Equity	99	95
Gross Revenue	14	15
Net Revenue	4	4
Opex	3	3
Credit Cost	0	3
Profit After Tax	0	(2)
GNPA	2.12%	3.53%
NNPA	1.68%	3.18%
Total Provision Cover	68%	49%



# Business Performance

*Asset Management*

# Asset Management businesses at a glance



Quarter ended Jun 22

**Equity**

---

\$54 Mn

**AUM**

---

\$15,739 Mn

**Profit After Tax**

---

\$3 Mn

**Fee Income**

---

\$13 Mn

# Mutual Fund: Business performance snapshot



## Key Metrics for the quarter



**Equity (\$ Mn)**

24



**AUM (\$ Mn)**

11,147



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

751



**# Retail Folios**

~10 lakhs

## Business Update

- Fastest growing amongst the top 15 AMCs in the industry with AUM at \$11,147 Mn as on Jun 22
- Total net inflows of \$751 Mn for the quarter against industry outflows of \$570 Mn
- Equity AUM grew by ~40% YoY to \$2,381 Mn; net equity inflows of \$139 Mn in the quarter
- Amongst the top 10 AMCs in India in fixed income segment with total AUM at \$8,259 Mn. Continued leadership in debt passive index funds with AUM crossing \$2,876 Mn as on Jun 22
- Retail folios grew by 45% YoY to 10.16 lakhs

# Mutual Fund: Financial performance snapshot



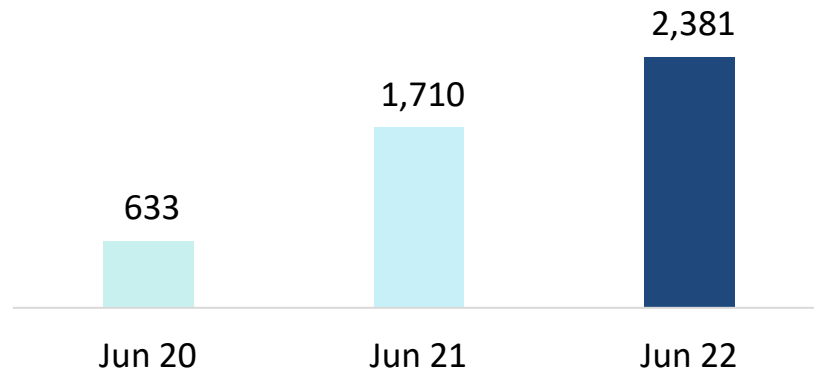
\$ Mn

	Jun 22	Jun 21
AUM	11,147	7,854
Net New Money	751	692
Equity	24	21
Revenue	4	5
Opex	4	4
Profit After Tax	0	1

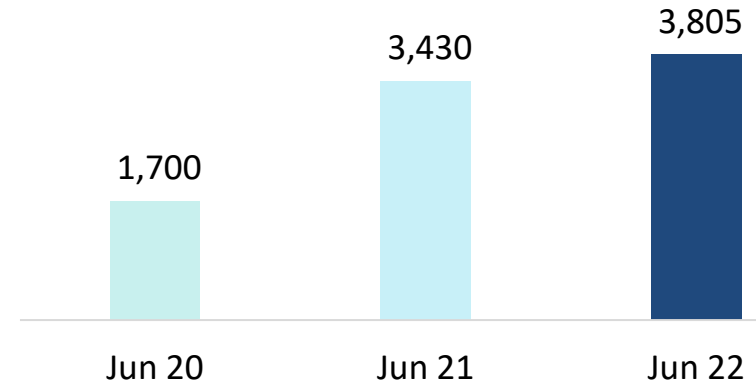
# Consistent expansion of investor and partner reach



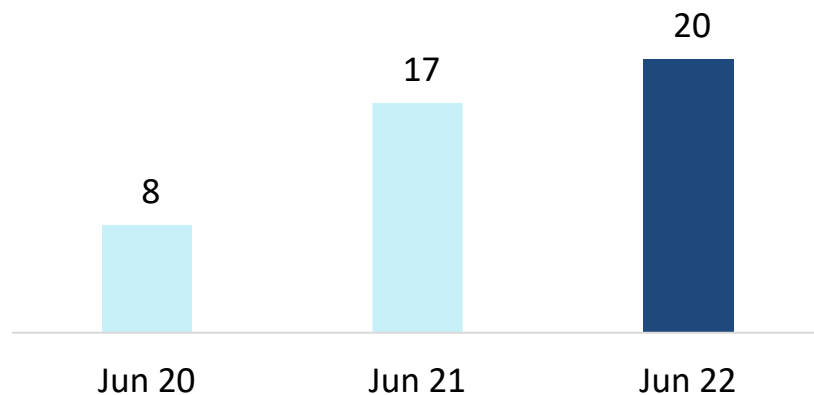
**MF Equity AUM (\$ Mn)**



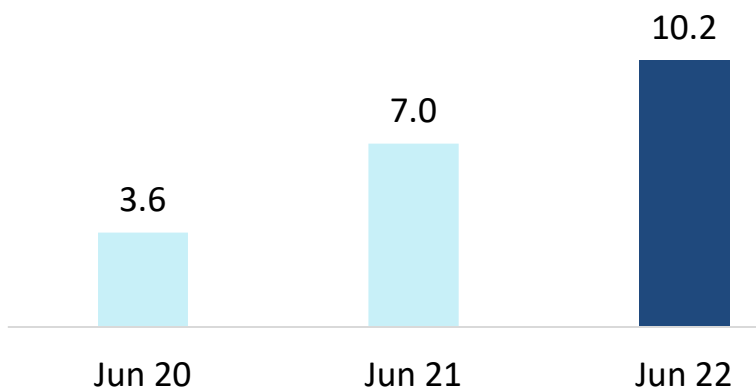
**Unique active mutual fund distributors (EoP) (#)**



**SIP Book (\$ Mn)**



**Active Folios (# in Lakhs)**



# Alternative Asset Mgt: Business performance snapshot



## Key Metrics for the quarter



Equity (\$ Mn)

30



AUM (\$ Mn)

4,592



Fee Paying AUM  
(\$ Mn)

2.534



Deployments  
(\$ Mn)

146



Realisation  
(\$ Mn)

200

## Business Update

- AUM grew 21% YoY and FPAUM grew 76% YoY
- Raised AUM of \$633 Mn in the quarter
- IYP II onshore fund has received **CRISIL Fund Management Grading – I**, which corresponds to ‘**very strong**’ standards in investment processes and management practices
- PAT for the quarter grew 47% QoQ and 1.63x YoY aided by onset of operating leverage and increasing fee paying AUM
- Continue to maintain dominant position in India Alternatives



# Alternative Asset Mgt: Financial performance snapshot



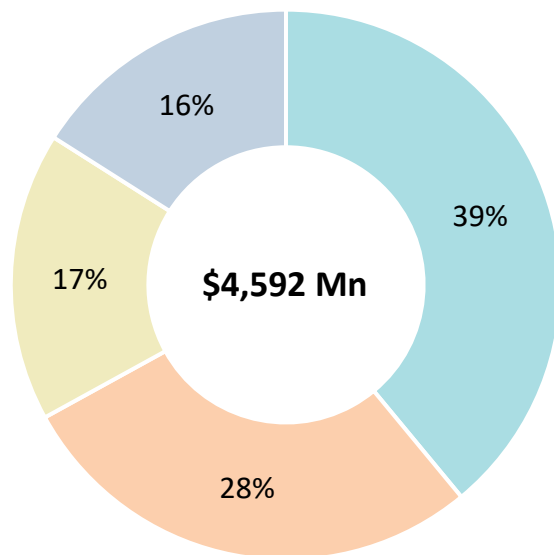
\$ Mn

	Jun 22	Jun 21
AUM	4,592	3,800
Fee Paying AUM	2,534	1,751
Equity	30	20
Net Revenue	8	7
Opex	5	6
Profit After Tax	3	1

# Alternative assets overview

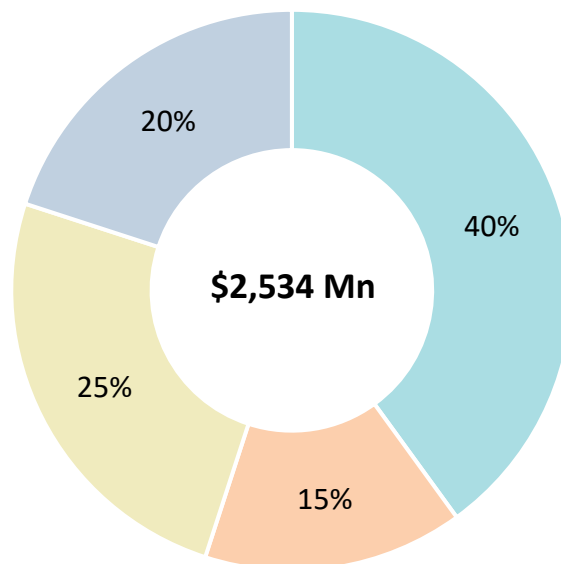


## AUM – Strategy wise



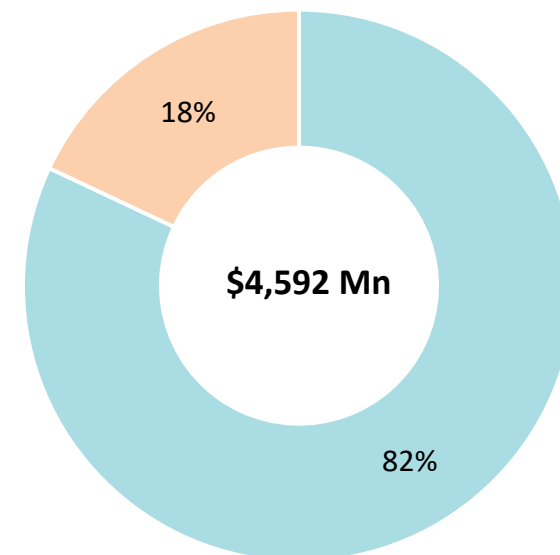
- Sepcial Situations
- Structured Credit
- Real Estate Credit
- Infrastructure Yield

## Fee Paying AUM – Strategy wise



- Sepcial Situations
- Structured Credit
- Real Estate Credit
- Infrastructure Yield

## AUM – Tenure wise



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

**AuM growth of ~18x over the past 7 years**




# Business Performance


*Asset Reconstruction*

# Asset Reconstruction: Business performance snapshot


## Key Metrics for the quarter

 **Equity (\$ Mn)** 322

 **AUM (\$ Mn)** 4,928

 **Capital employed (\$ Mn)** 654

 **Recoveries (\$ Mn)** 222

 **Net D/E** 1.1x

 **Capital Adequacy** 42.6%

## Business Update

- Robust recoveries of \$222 Mn of which 18% was from retail portfolio
- Deployed \$60 Mn in the quarter
- Retail assets nearly doubled YoY their share in capital employed at ~13% as on Jun 22
- Well matched ALM across all durations

# Asset Reconstruction: Financial performance snapshot



\$ Mn

	Jun 22	Jun 21
AUM	4,928	5,358
Capital Employed	654	675
<i>Wholesale assets</i>	<i>570</i>	<i>631</i>
<i>Retail assets</i>	<i>84</i>	<i>44</i>
Equity	322	288
Gross Revenue	29	26
Opex	3	2
Profit After Tax	8	6
Edelweiss' share in PAT	5	4



# Business Performance

*Insurance*

# Insurance businesses at a glance



Quarter ended Jun 22

**Gross Premium**

\$45 Mn

**Policies Issued**







# 90,110

**Customer Reach**

~38 lakhs

# Life Insurance: Business performance snapshot

## Key Metrics for the quarter

	<b>Equity (\$ Mn)</b>	56
	<b>Individual APE (\$ Mn)</b>	9
	<b>#Policies Issued</b>	11,530
	<b>AUM (\$ Mn)</b>	689
	<b>Solvency Ratio</b>	200%
	<b>13m Persistency *</b>	72%

## Business Update

- Individual APE grew at a 5-year CAGR of 23% against industry growth at 10%
- Gross premium growth of 12% YoY to \$30 Mn
- Launched a new product “Guaranteed Savings Star” the quarter
- Dominant share of Traditional Par and Non-Par at ~82%
- Number of advisors grew 12% YoY to ~65,100
- Ranked 51 in "India's Best Companies to Work For 2022" by the Great Place to Work Institute

\* 13th Month Persistency is on premium basis for Individual (Regular Premium+ Limited Payment Premium). Persistency figures corresponds to policies issued in Jun 2020 to May 2021



# Life Insurance: Financial performance snapshot



\$ Mn

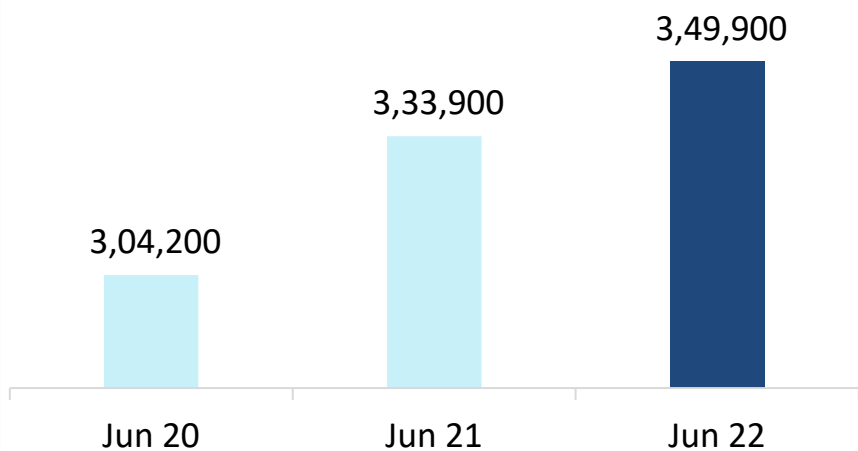
	Jun 22	Jun 21
Net Premium Income	29	26
Investment Income & Other Income	(13)	19
<b>Total Income</b>	<b>16</b>	<b>45</b>
Policy benefits & insurance policy liability	5	34
Other expenses	18	15
<b>Profit After Tax</b>	<b>(7)</b>	<b>(4)</b>
Edelweiss' share in PAT *	(5)	(2)

\* Edelweiss stake in Edelweiss Tokio Life Insurance at ~66% in Jun 22 against ~51% in Jun 21

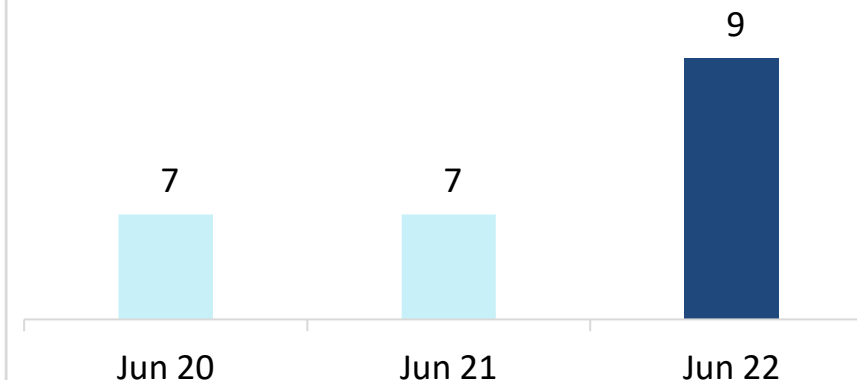
# Life insurance business continues to scale up



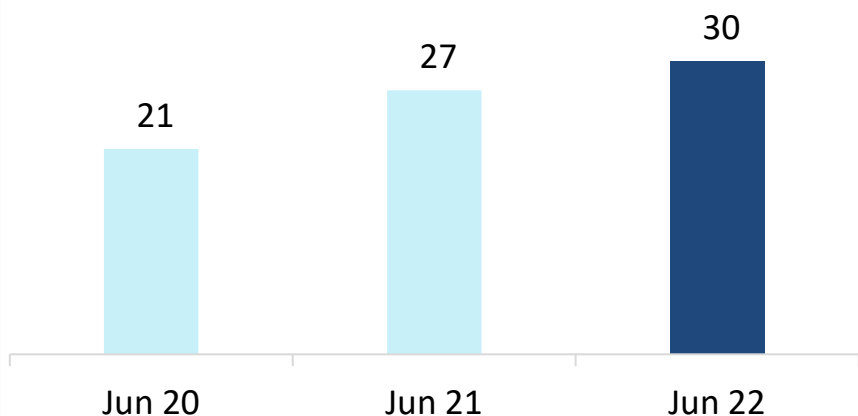
## Customer Count (#)



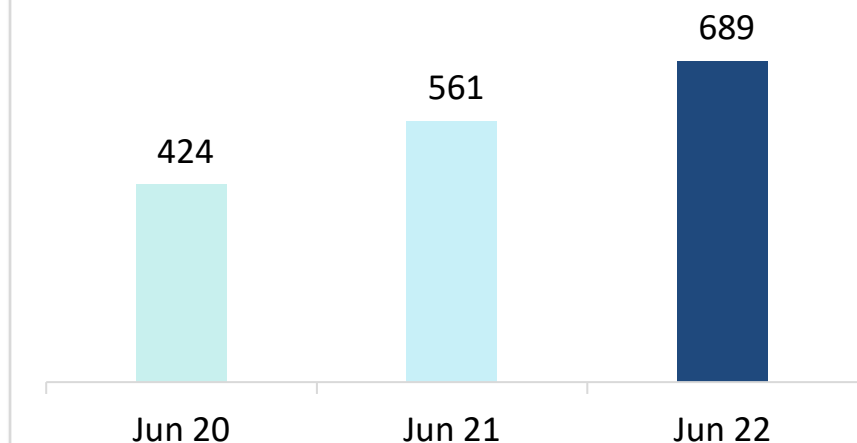
## Individual APE for the quarter (\$ Mn)



## Gross Premium for the quarter (\$ Mn)



## AUM (\$ Mn)



# General Insurance: Business performance snapshot



## Key Metrics for the quarter



Equity (\$ Mn)

17



GWP (\$ Mn)

15



#Policies Issued

78,500



Solvency Ratio

171%

## Business Update

- Strong GDPI growth of 82% YoY against industry growth of 23%
- Consistent growth in our choice of business segments; Health (retail) and Motor grew by 126% and 95% YoY against industry growth of 14% and 27% respectively
- Continuing our API first journey, one of the first Industry integrations for group health policy issuance and endorsements with digital partners to target SME customers
- Launched **Switch 2.0**; Industry first, telematics driven 'usage-based' product
- 77% YoY growth in policies issued

# General Insurance: Financial performance snapshot



\$ Mn

	Jun 22	Jun 21
Net Premium Income	9	6
Investment Income & Other Income	1	2
<b>Total Income</b>	<b>10</b>	<b>8</b>
Policy benefits & insurance policy liability	8	7
Other expenses	7	5
<b>Profit After Tax</b>	<b>(5)</b>	<b>(3)</b>



# Business Performance

*Wealth*



**Edelweiss**  
Ideas create, values protect

# Wealth Management: Business performance snapshot

## Key Metrics for the quarter



**AUA (\$ Mn)**

24,854



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

367



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

583



**#UHNI Clients**

2,770



**#Affluent Clients**

9,24,800

## Business Update

- AuA grew 17% YoY with net new money of ~\$583 Mn for the quarter
- Strong 106% YoY growth in distribution income; revenue growth of 21% YoY
- LAS book grew 58% YoY to ~\$367 Mn as on Jun 22
- ~82,000 Affluent clients added during the quarter; YoY growth of 3.4x

# Wealth Management: Financial performance snapshot



\$ Mn

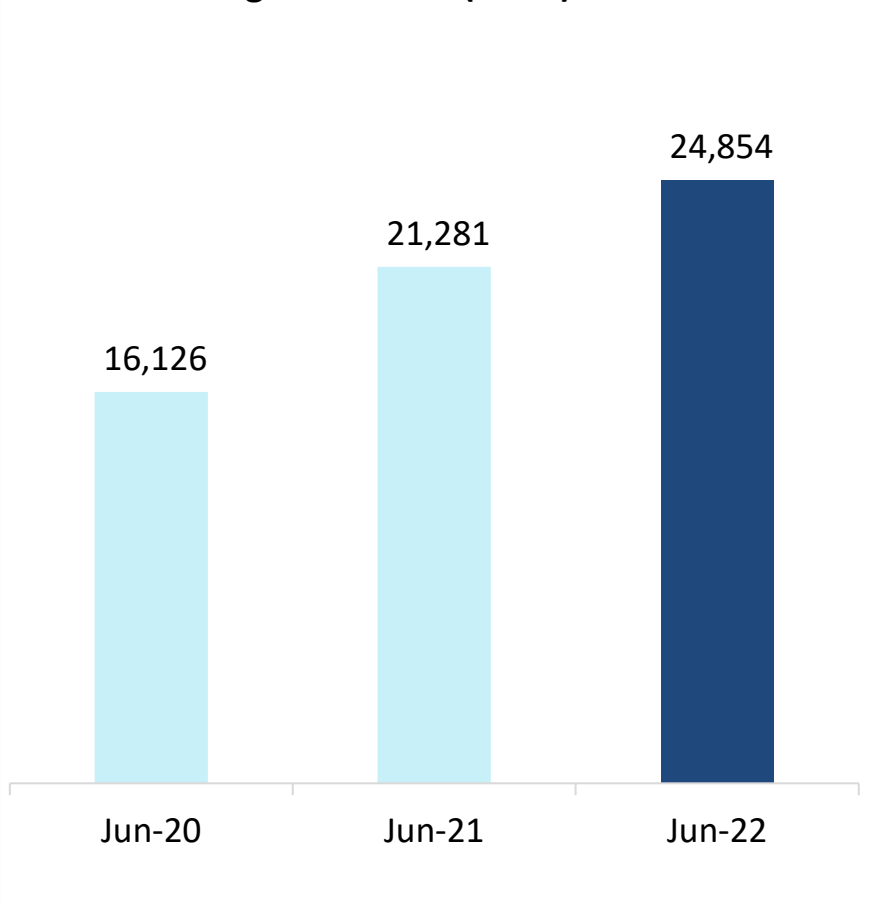
	Jun 22	Jun 21
AUA	24,854	19,635
Equity	250	198
Gross Revenue	54	43
Net Revenue	44	37
Opex	35	27
Profit After Tax	6	7
Edelweiss' share in PAT *	3	3

\* Edelweiss stake in Edelweiss Wealth Management at ~44% in Jun 22 against ~38.5% in Jun 21

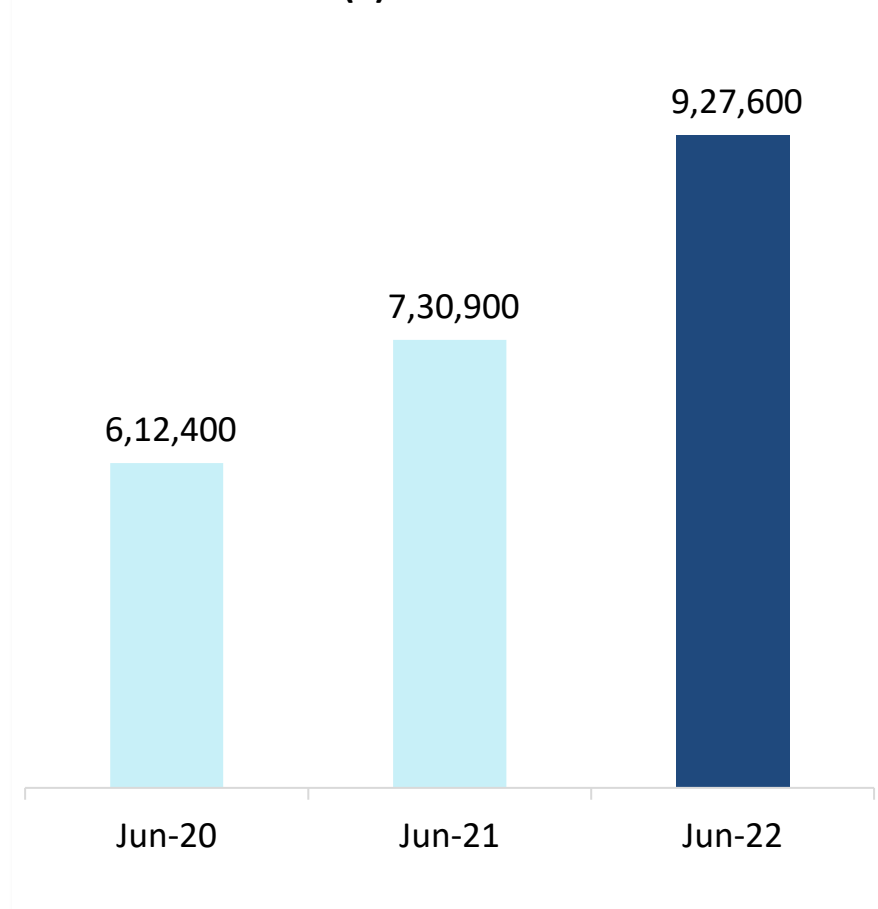
# Wealth assets continue to maintain robust growth



Wealth Management AUA (\$ Mn)



Customer Count (#)







## 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**

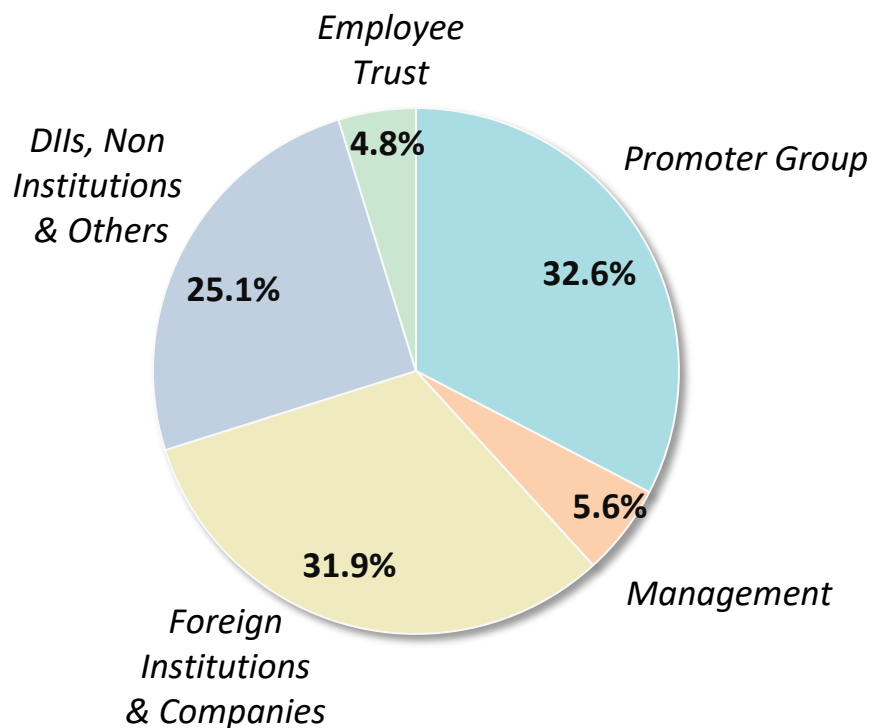
***Independent Director***

- 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 Jun 30, 2022**



Key Shareholders above 1%		Percent
1	Pabrai Investment Funds	7.9%
2	BIH SA	5.1%
3	Baron Asset Management	4.3%
4	TIAA CREF funds	4.3%
5	LIC	2.6%
6	Vanguard Group	2.2%
7	Flowering Tree Investment Management	1.7%
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 **~\$63 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



**92** Districts  
across **12** States



**\$5.1 Mn**  
Committed  
(inclusive of \$4.1 Mn  
Edelweiss CSR contribution)



**30**  
NGO Partners



**21**  
Co-funded Grants



**32**  
Active Grants

### Quality Education

**20 lakh** children impacted

**30,000** schools reached

**72,200** teachers trained

**\$0.5 Mn** committed in Q1

**8 NGOs** supported

### Sustainable Livelihoods

**50,000** Individuals trained

**1,000** watershed structures  
repaired/built

**\$0.5 Mn** committed in Q1

**11 NGOs** supported

### Women Empowerment

**2 lakh** women supported

**7,000** grassroots leaders

**\$1.5 Mn** committed in Q1

**12 NGOs** supported

- **GROW Fund:** *\$12.7 Mn fund for sustainability and financial resilience of grassroots NGOs.*
  - Trainings for capacity building orientation, reporting structures and budget allocation completed for all organisations
- **UdyamStree campaign:** *Enabling micro entrepreneurship for women entrepreneurs*
  - Published a co-authored article on "*Why entrepreneurship is important for women to make themselves visible in developing countries*" in Firstpost as part of the Udyamstree campaign
- **Employee engagement**
  - 124 employees participated in 12 volunteering drives
  - 914 employees participated in 8 donation drives

# Trusted partner: EdelGive funding partners & networks



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



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**Currency conversion:** Conversion rate of 1 USD equal to 78.94 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



Slide 4:	Net worth includes MI, investment in CCD by CDPQ of \$110 Mn and excludes EWM, Ex-Insurance PAT is post MI
Slide 4:	NBFC considers potential stake dilution from convertible instruments in NBFC
Slide 4,15,17,19:	Available Liquidity is calculated as on balance sheet date and includes high quality liquid assets and LAS book. Numbers are based on management estimates; It includes EWM liquidity
Slide 4,14:	Customer Assets includes EWM AuA
Slide 5,30,31,32:	NBFC equity includes investment in CCD by CDPQ of \$110 Mn
Slide 5,7,8,9,25,40,41,42:	EAAA numbers represent consolidated numbers of Edelweiss Alternative Asset Advisors Ltd, EAAA LLC, Edelweiss Alternative Asset Advisors Pte. Ltd, Sekura India Management Ltd and Edelweiss Real Assets Managers Ltd
Slide 5,8,54,55,56:	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, PATs for businesses are pre-MI
Slide 7,8,49, 55:	Jun 21 numbers have been commensurately adjusted to reflect changes in shareholding in WM and LI
Slide 11,18,30:	Numbers are for ECLF, ERFL and EHFL entities
Slide 9,11,18,32,34:	AUM, Loan Book, GNPA and NNPA for Jun 21 have been restated to include group loans for an effective like to like comparison
Slide 10,51:	Source for industry data - GI Council segment wise report
Slide 14,47:	Customer reach includes individuals covered under Group Insurance policies for LI and customer serviced since inception for GI
Slide 15,16:	Net D/E is calculated as (Net Debt + LAS book + Available Bank Lines) / Equity. Jun 21 and Jun 20 numbers have been restated an effective like to like comparison.
Slide 15,16,17:	Debt includes accrued interest, liabilities on market linked debentures and excludes CBLO, CDPQ CCD and securitisation liabilities
Slide 17:	Net Debt is Debt (less) Available Liquidity
Slide 20:	Numbers are based on management estimates and 3 years+ liabilities exclude Equity; Assets and Liabilities do not include insurance business.
Slide 21,31:	NBFC capital adequacy is calculated by combining Tier I & II capital and RWA of ECLF and ERFL entities
Slide 25,37,38,39,40,41,42,44,45:	AUM, net new money, clients, retail folios, MF Equity AUM, capital employed & recoveries are rounded off to nearest 100
Slide 27:	ECLF Loan Assets includes gross loan book and SR Investments
Slide 30,31,33:	Credit assets includes loan book, securitized assets and SR investments
Slide 32,34:	AUM includes loan book and securitized assets
Slide 47,50,51:	AUM, clients, Policies issued rounder off to nearest 100, customer reach rounded off to nearest lakh
Slide 48,49:	AUM represents Total AUM including Shareholders and all Policyholders fund is calculated in accordance with IGAAP
Slide 56,57:	AUA, loan book, net new money, 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