

## Dear Investors,

I hope this letter finds you and your families in good health.

We recently announced our financial results for the quarter ended Dec '24 and this letter gives us an opportunity to share our perspective on the quarter gone by. The detailed investor presentation can be found here.

While India's growth momentum remained moderate this quarter, the festive season drove private consumption, with FMCG and retail sales in rural areas witnessing steady growth. Rural consumption continues to demonstrate signs of revival, supported by government intervention and strong crop output. As we look ahead, a revival in private investment and sustained rural demand will be key to driving growth, giving an impetus to GDP growth, which, although muted in the short-term, is expected to recover in the coming quarters. While there are some near-term challenges from geopolitical risks, energy price volatility, and global dynamics, India's structural growth drivers remain strong, underscoring its long-term resilience and growth.

At Edelweiss, we reported an Ex-Insurance PAT of INR 455 Cr for the nine-month period and INR 185 Cr in the quarter, customer reach of 9.7 Mn (up 45% YoY) and customer assets of INR 2.3 Tn. We continue to maintain a robust balance sheet with well capitalised businesses.

We remain focussed on delivering on our key priorities and are happy to share some important updates on this front. In line with our business philosophy of creating and unlocking value at opportune moments, EAAA recently filed its DRHP and is in the process of listing. The EAAA IPO comprises an Offer for Sale of up to INR 1,500 Cr. Moreover, the EAAA and Mutual Fund businesses continue to scale up their profitability with 35% and 65% YoY growth respectively in their nine months PAT. The Insurance businesses are well poised to break even by FY27, with improved operational efficiencies leading to reduced losses. We continue to focus on debt reduction with significant progress made, reducing nearly INR 28,000 Cr (~70%) in the last 5 years. This quarter, we further lowered our net debt by INR 3,810 Cr YoY.

### Business Highlights



AUM up by 11% YoY to INR **57,775 Cr**

**EAAA:** AUM grew by 11% YoY to INR 57,775 Cr while Realisation grew by 51% YoY in nine months and Deployment rose by 37% YoY in the same period.



Equity AUM up by 56% YoY to INR **62,200 Cr**

**Mutual Fund:** Equity AUM increased by 56% YoY to INR 62,200 Cr, with AUM up 14% YoY to INR 1,40,300 Cr.



Recovered assets totalling INR **1,446 Cr**

**Asset Reconstruction:** Recovered assets totalling INR 1,446 Cr in the quarter and INR 4,303 Cr in nine months. The share of retail in recoveries in nine months was 15%, up 200 bps YoY.



GWP up by 27% YoY to INR **754 Cr** in nine months

**General Insurance:** General Insurance business, Zuno, continues to scale with Gross Written Premium growing by 27% YoY to INR 754 Cr in nine months, one of the fastest growing in the industry. Zuno's losses declined by 52% YoY in nine months.



AUM grew by 19% YoY to INR **8,948 Cr**

**Life Insurance:** Gross Premium for the Life Insurance business was INR 1,202 Cr in nine months, while Individual APE grew by 12% YoY to INR 324 Cr in the same period. AUM grew by 19% YoY to INR 8,948 Cr.



Wholesale book down by 12% YoY to INR **3,650 Cr**

**NBFC:** We disbursed INR 52 Cr of retail loans in the quarter and INR 318 Cr in nine months, of which 78% was under the Co-Lending Model (CLM). Additionally, the wholesale book reduced by 12% YoY to INR 3,650 Cr.



Nido disbursements up by 37% YoY to INR **412 Cr**

**Housing Finance:** Nido, the housing finance business, disbursed INR 412 Cr in the quarter (up 37% YoY), and INR 1,023 Cr in nine months (up 32% YoY), of which approx. 23% was via the Co-Lending Model (CLM).

With continued emphasis on creating a quality franchise with well capitalised businesses, Edelweiss is effectively positioned to leverage and contribute to India's long-term growth story. We would like to highlight our appreciation for your continued support and trust in us and look forward to your continued patronage. We deeply value your feedback and thoughts. Please do reach out to our Investor Relations team at [ir@edelweissfin.com](mailto:ir@edelweissfin.com) for any questions or inputs you may have.

Thank you!



Rashesh Shah  
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