

# **Edelweiss Financial Services Limited**

Growth Over The Years

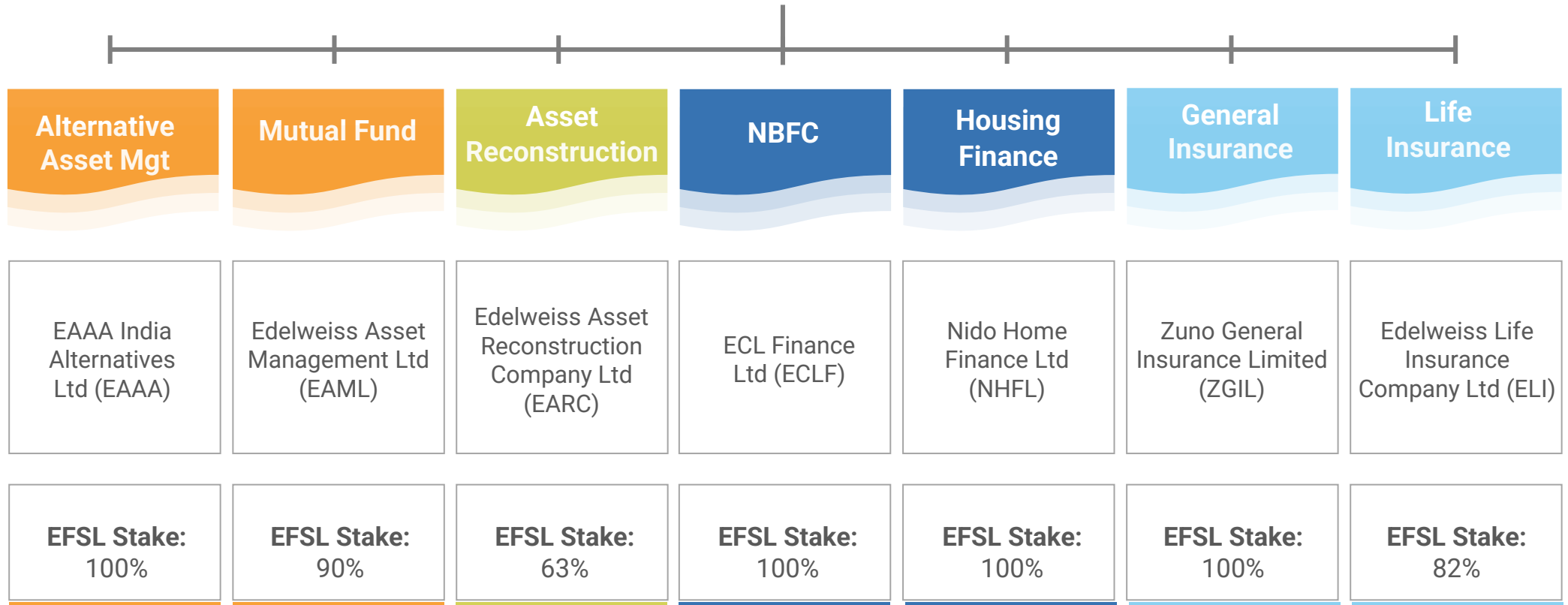


***Our journey, presented through numbers and charts ...***

# Snapshot of our seven businesses and consolidated EFSL holding structure



## Edelweiss Financial Services Ltd (EFSL)



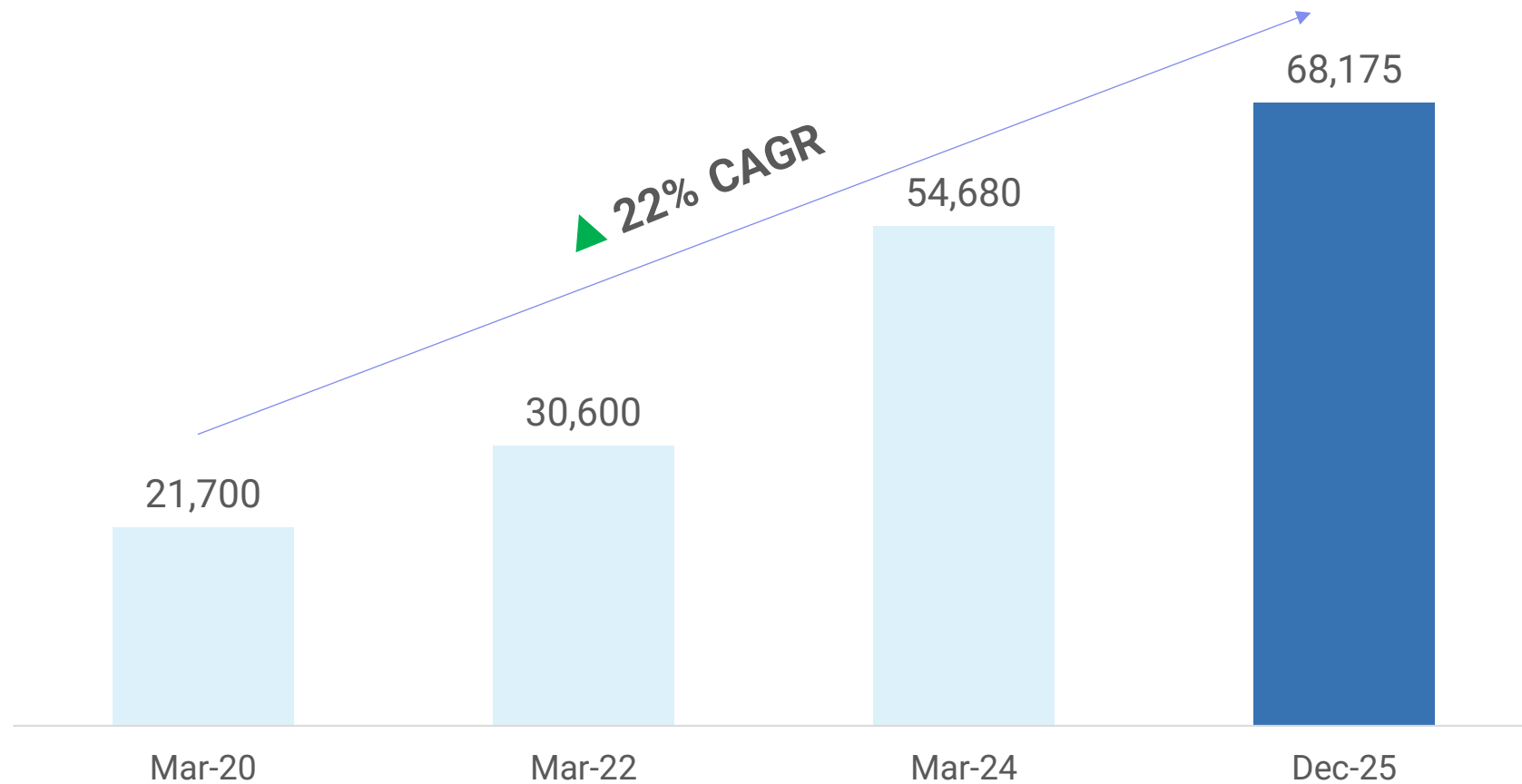


# **Alternative Asset Management**

# Alternative Asset Management

## Assets Under Management

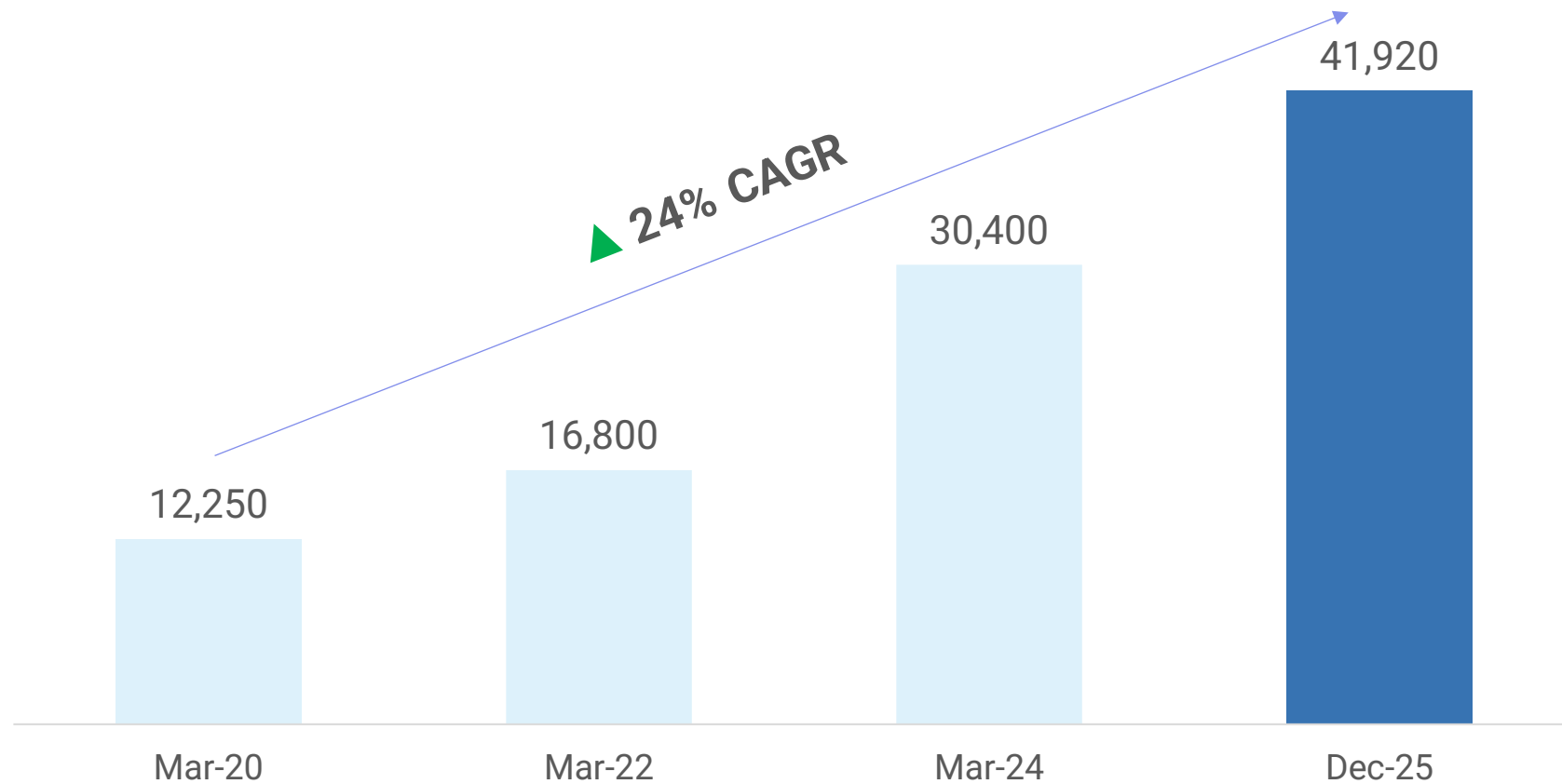
INR Cr



# Alternative Asset Management

## Fee Paying AUM

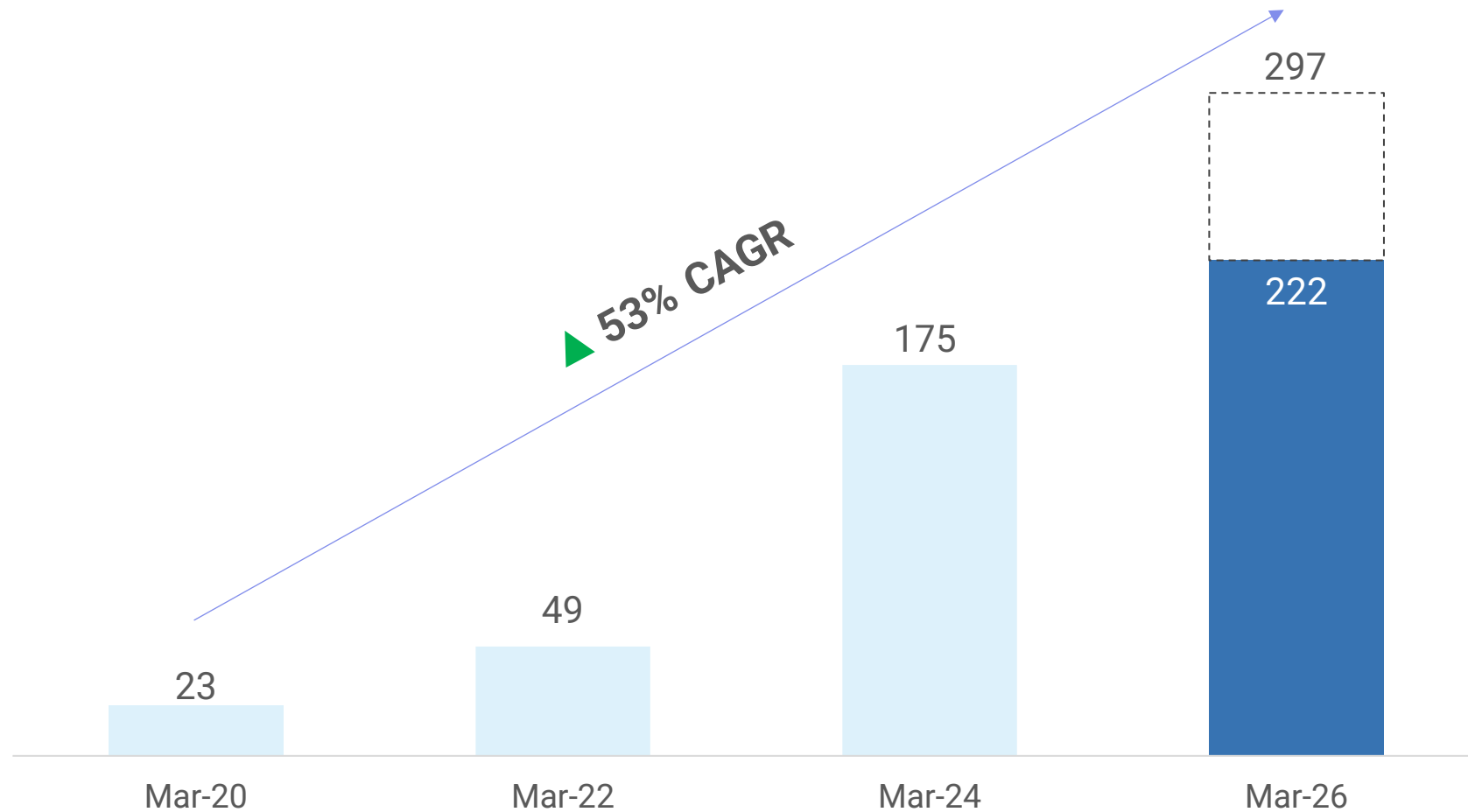
INR Cr



# Alternative Asset Management

## Profit After Tax

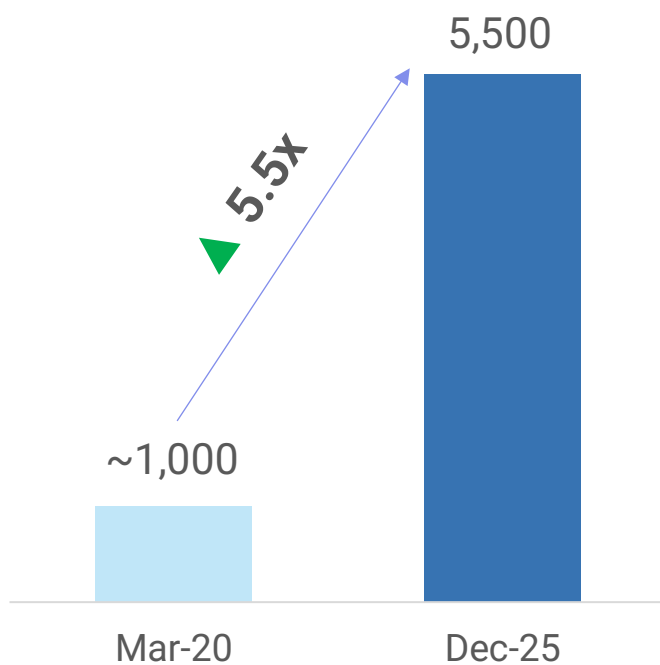
INR Cr



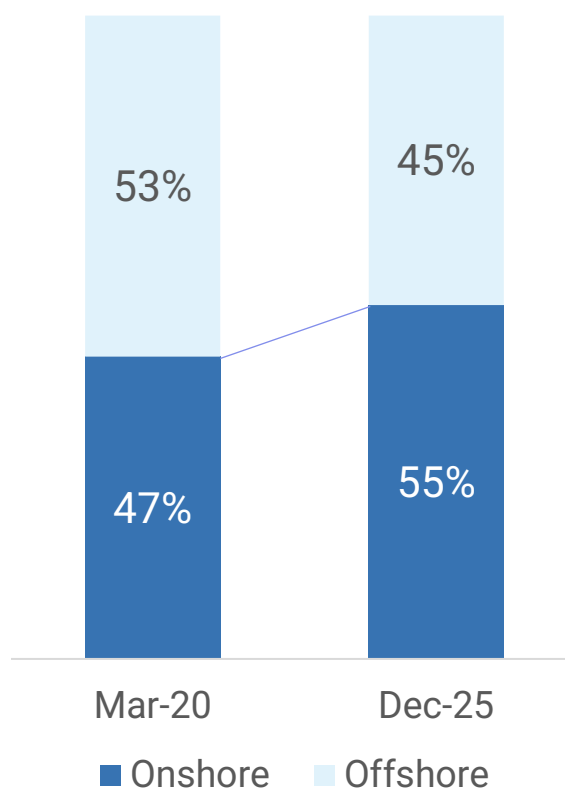
*\*Annualized nine-month run rate for Mar-26*

# Alternative Asset Management

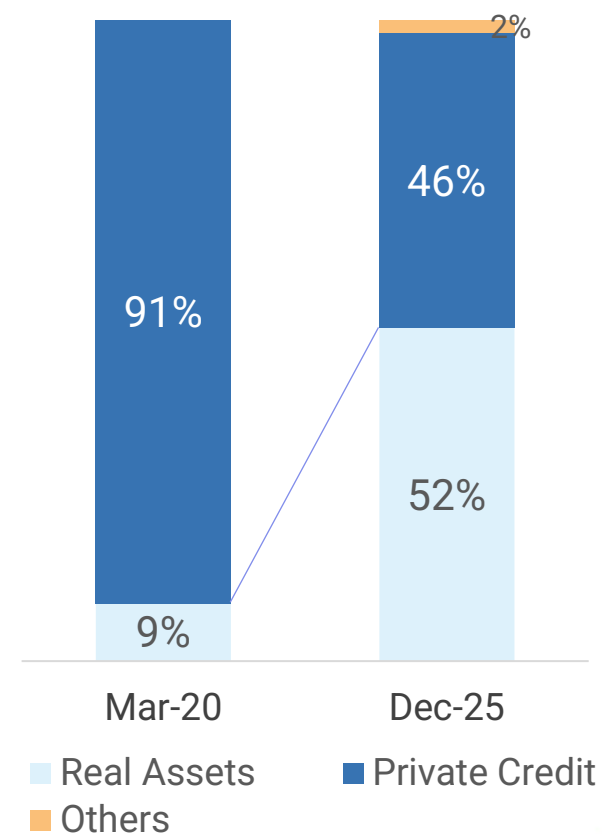
## Unique Clients



## AUM – Geography Wise



## FPAUM – Strategy Wise



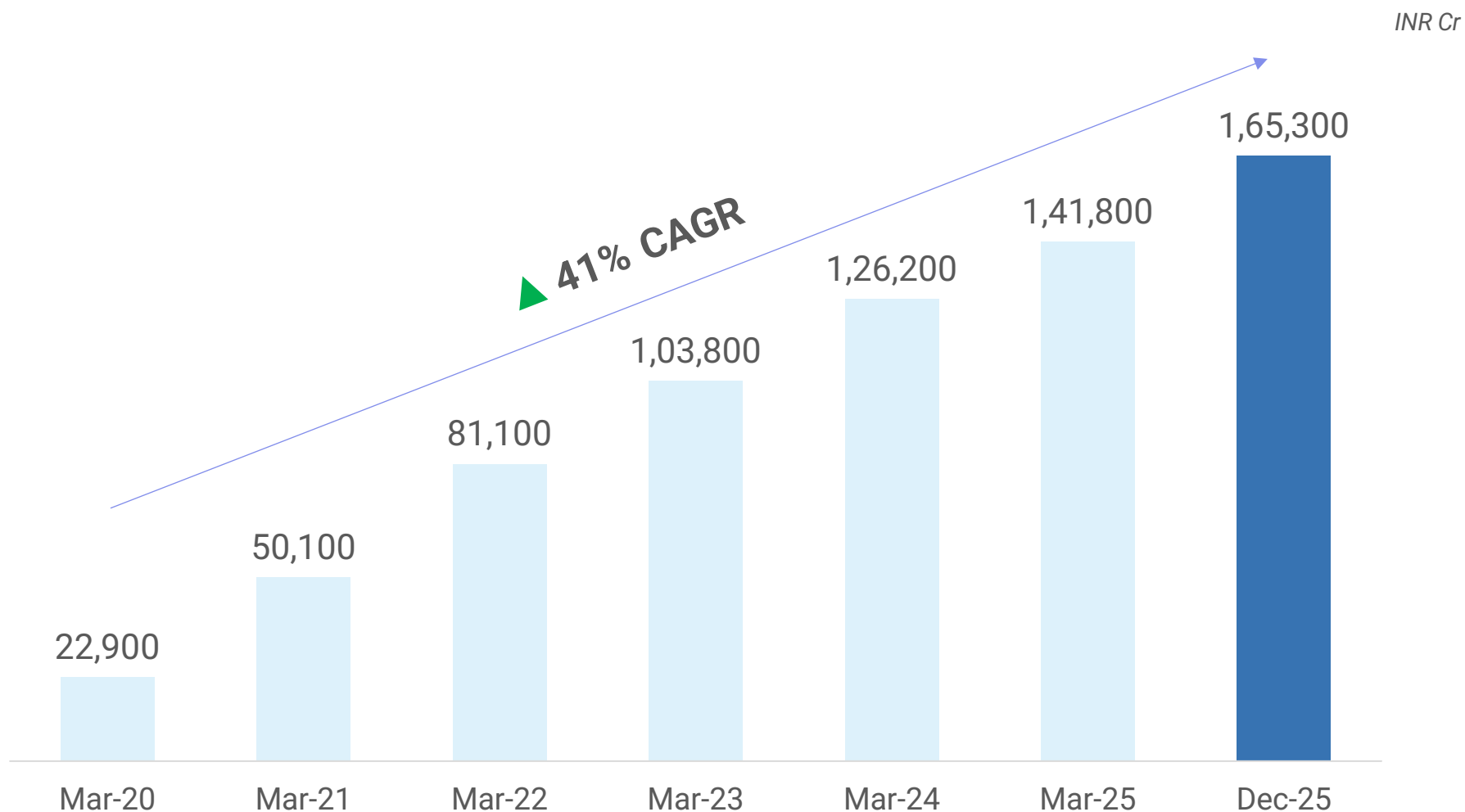




# Mutual Fund

# Mutual Fund

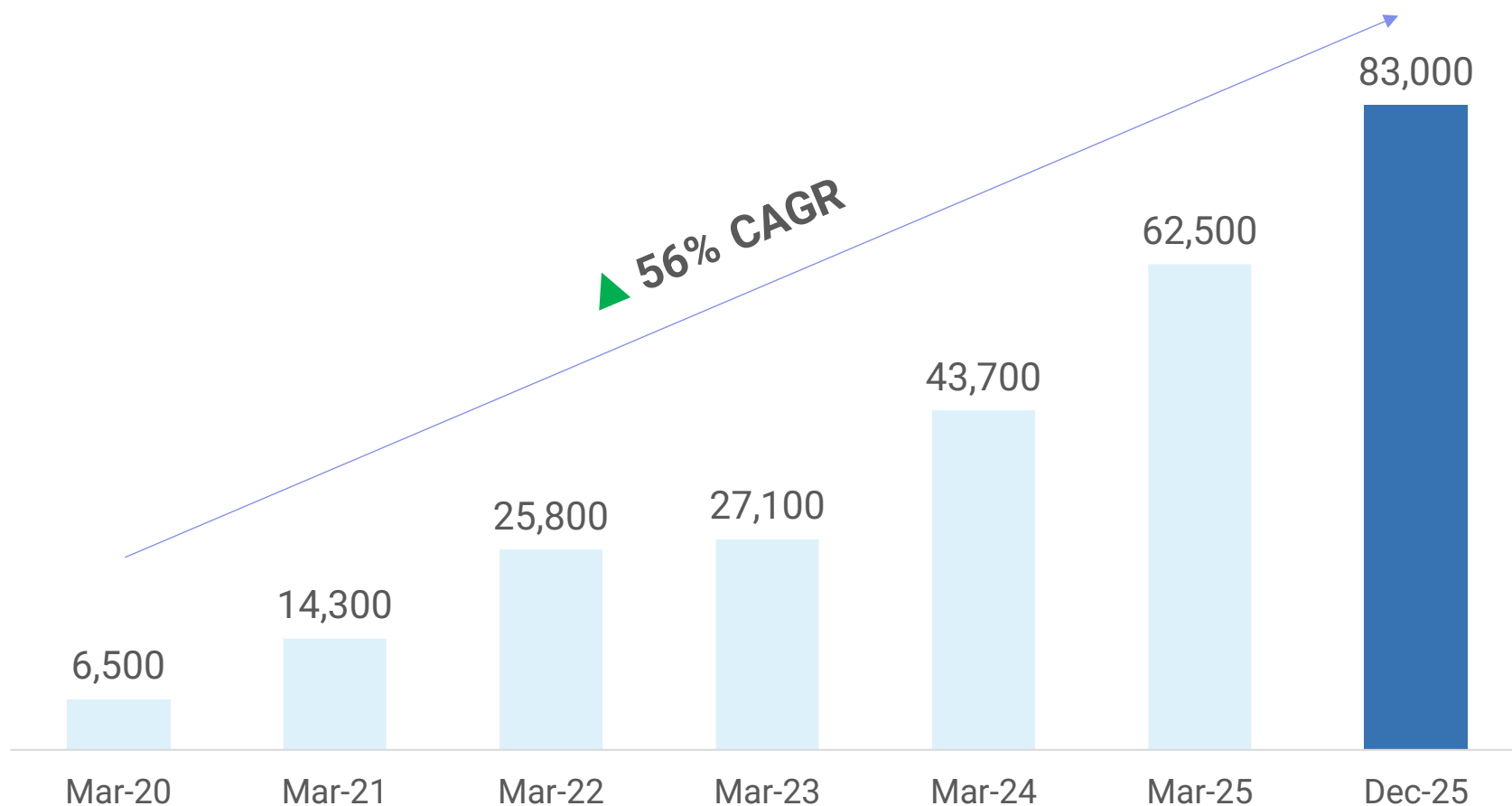
## MF Assets Under Management



# Mutual Fund

## Equity AUM

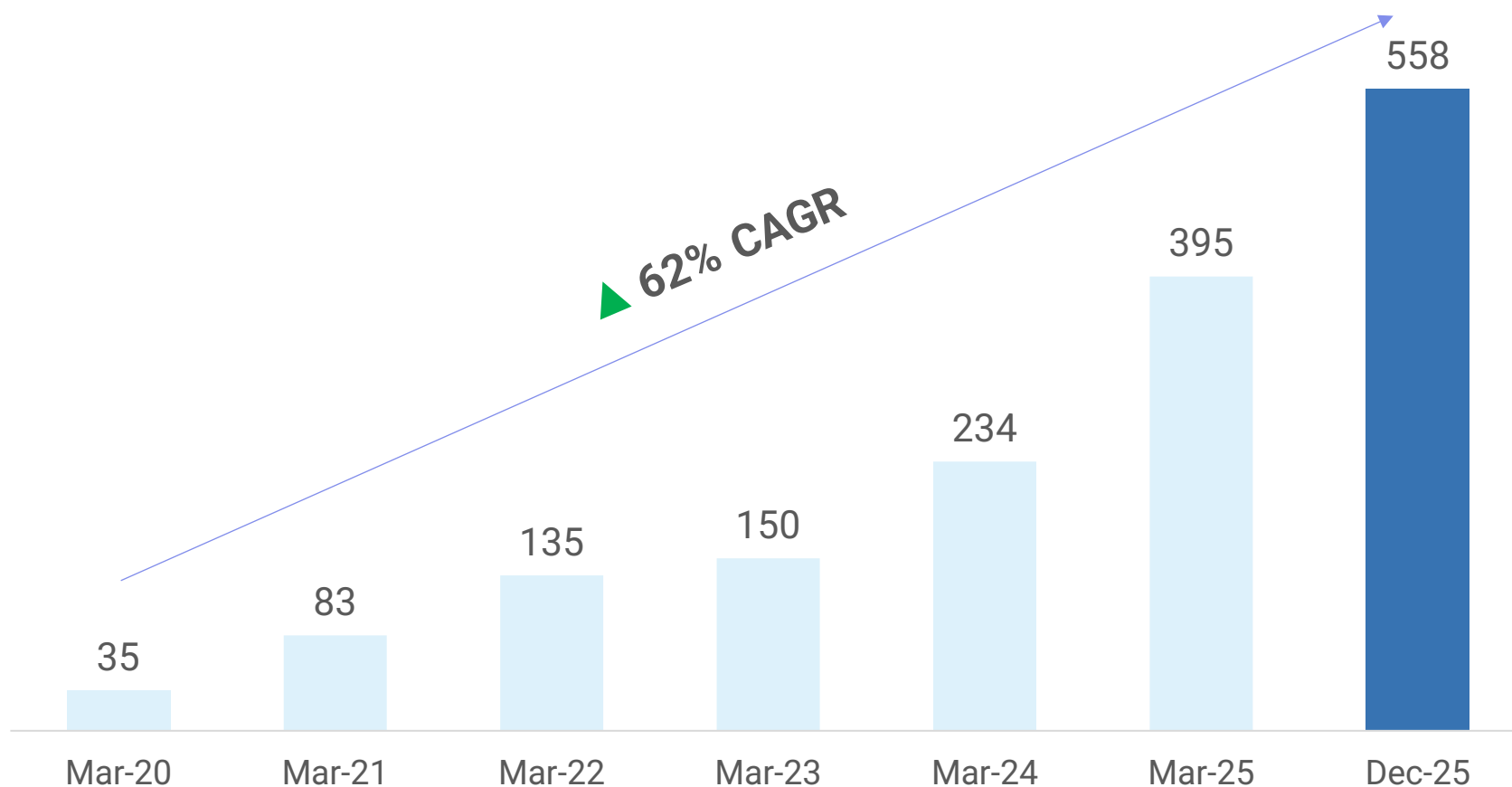
INR Cr



# Mutual Fund

## SIP Book

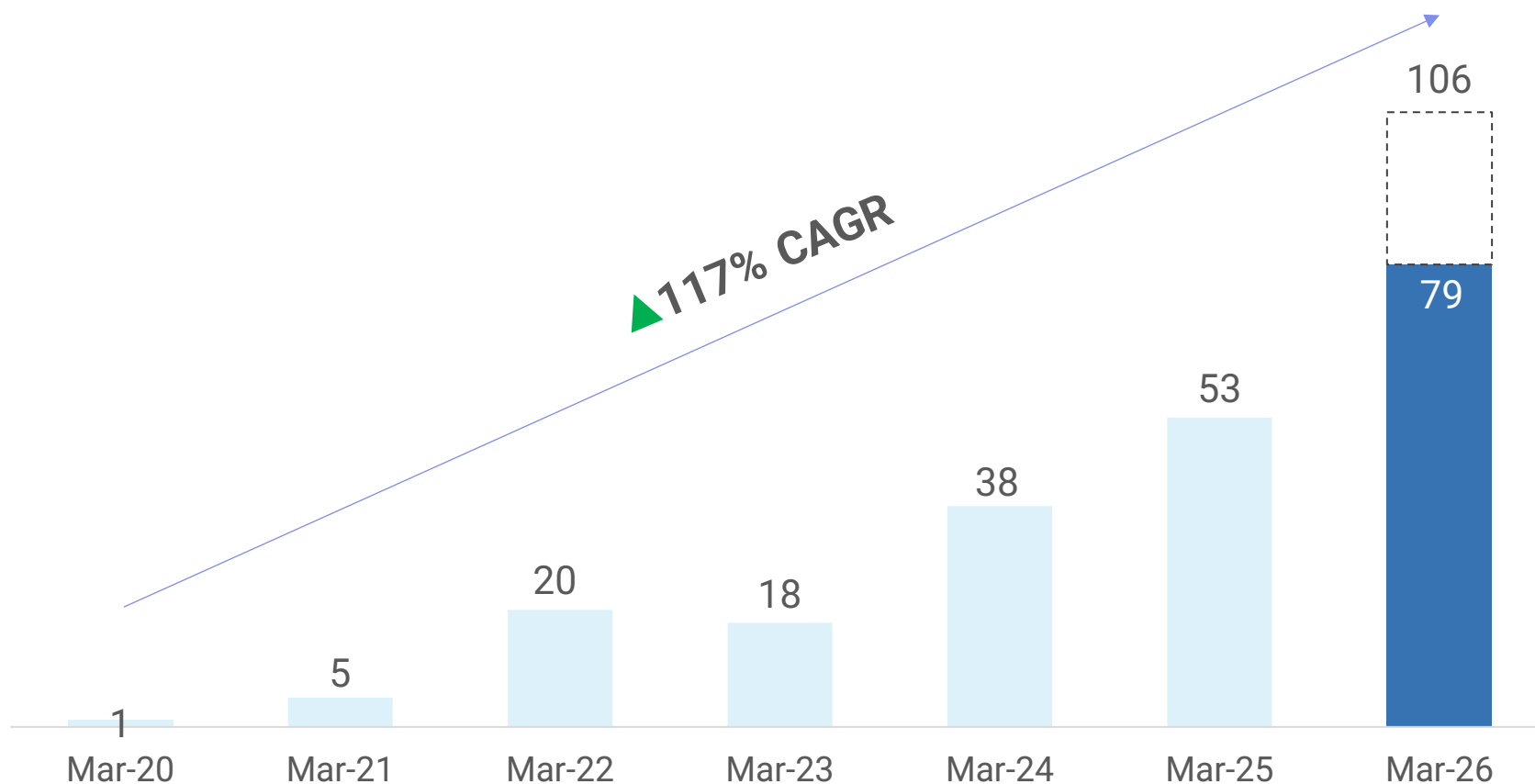
INR Cr



# Mutual Fund

## Profit After Tax

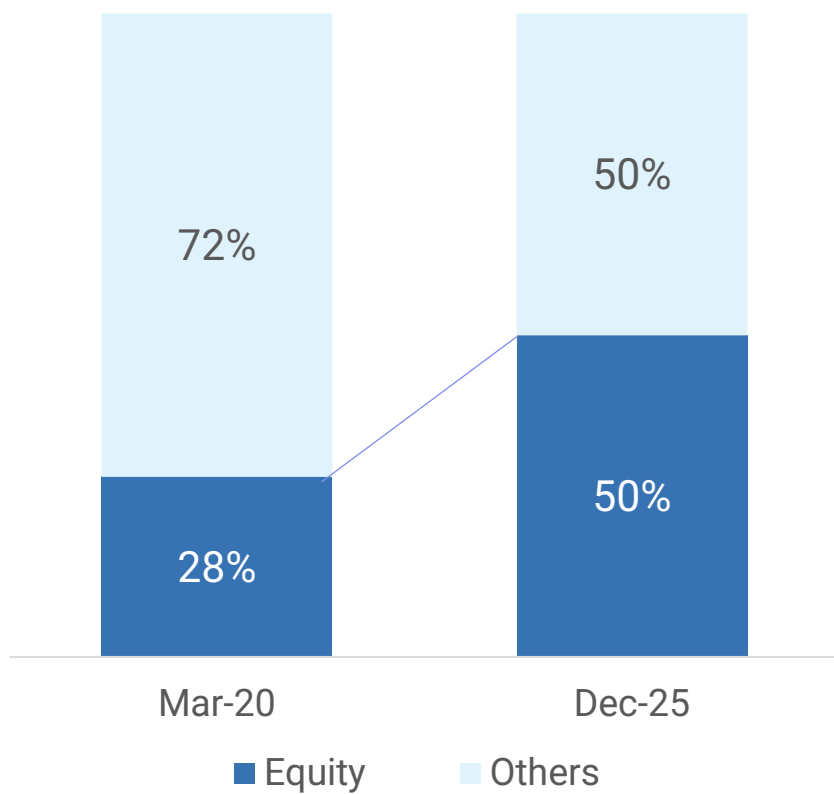
INR Cr



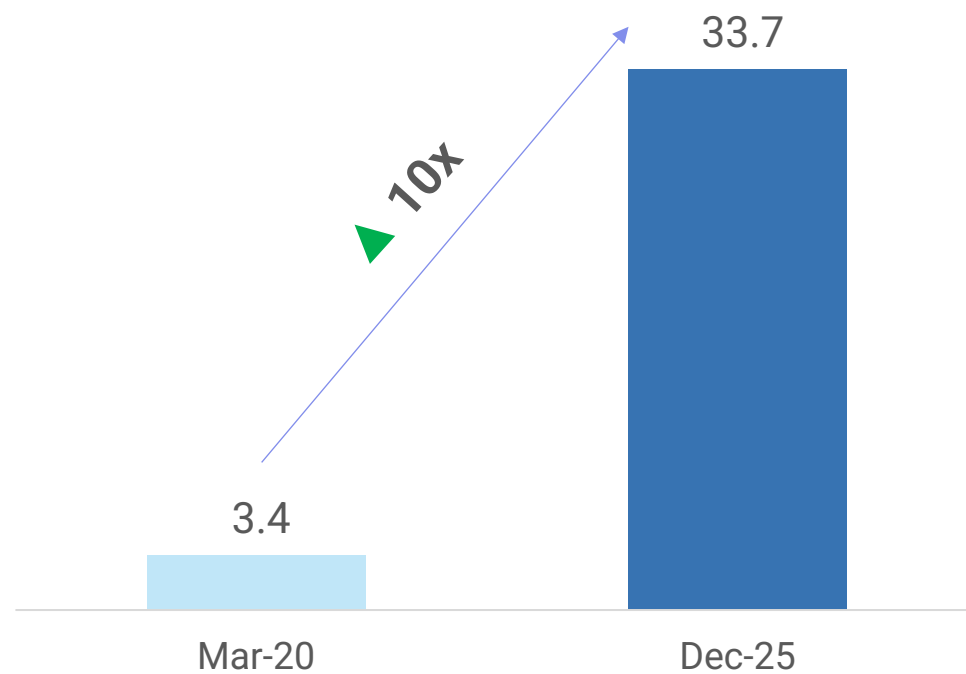
*\*Annualized nine-month run rate for Mar-26*

# Mutual Fund

## AUM Mix

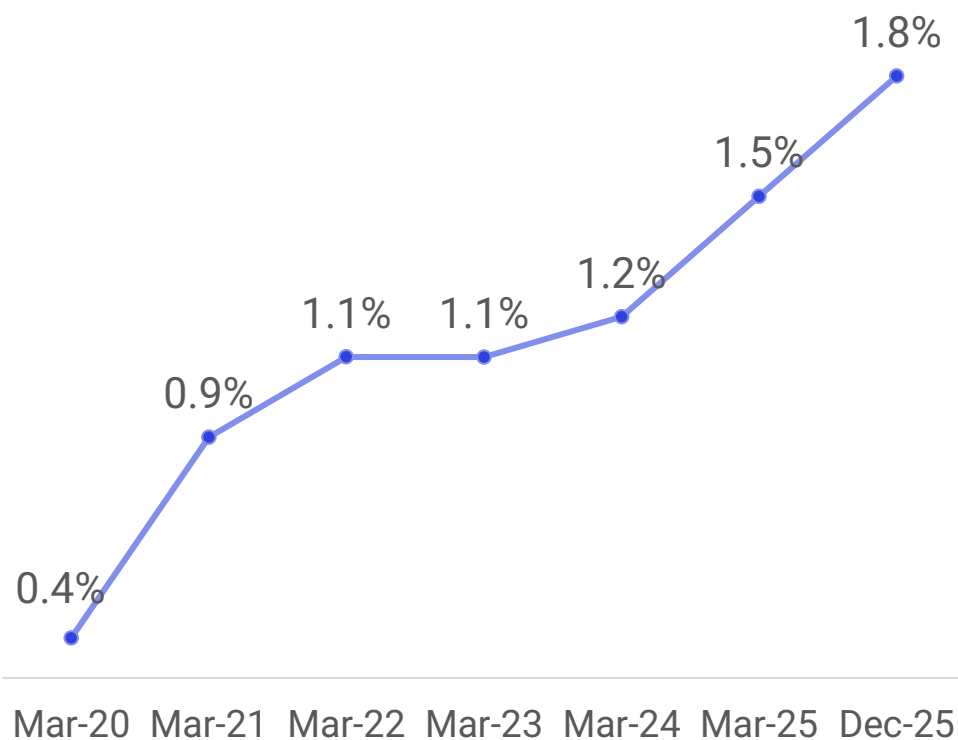


## Active Folios (in Lakhs)

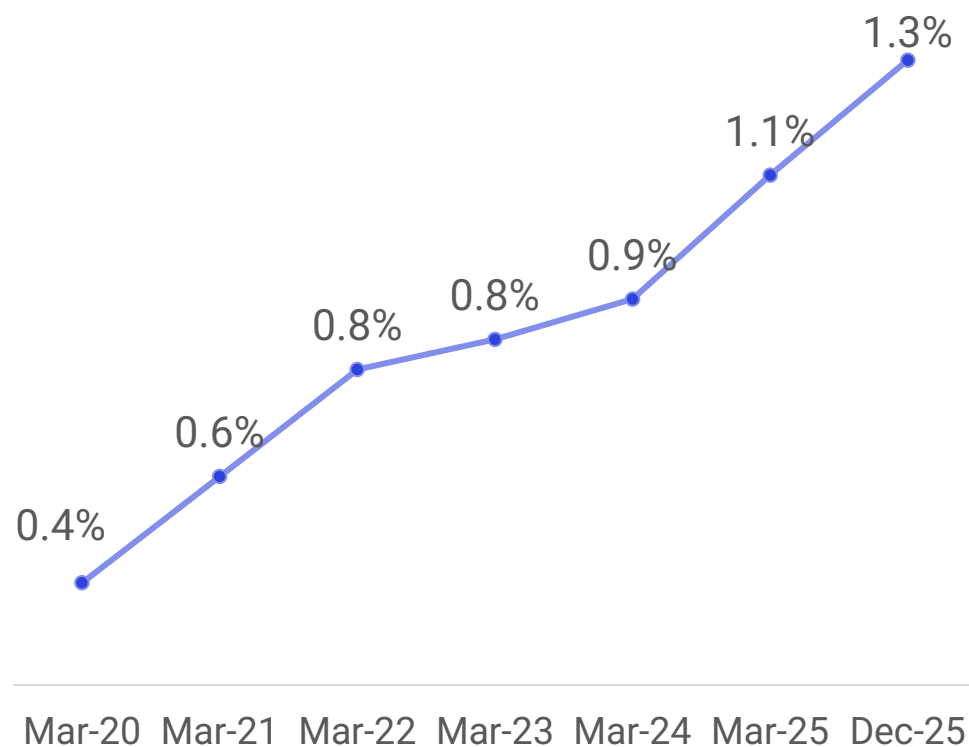


# Mutual Fund

## SIP Book Market Share



## Folio Market Share



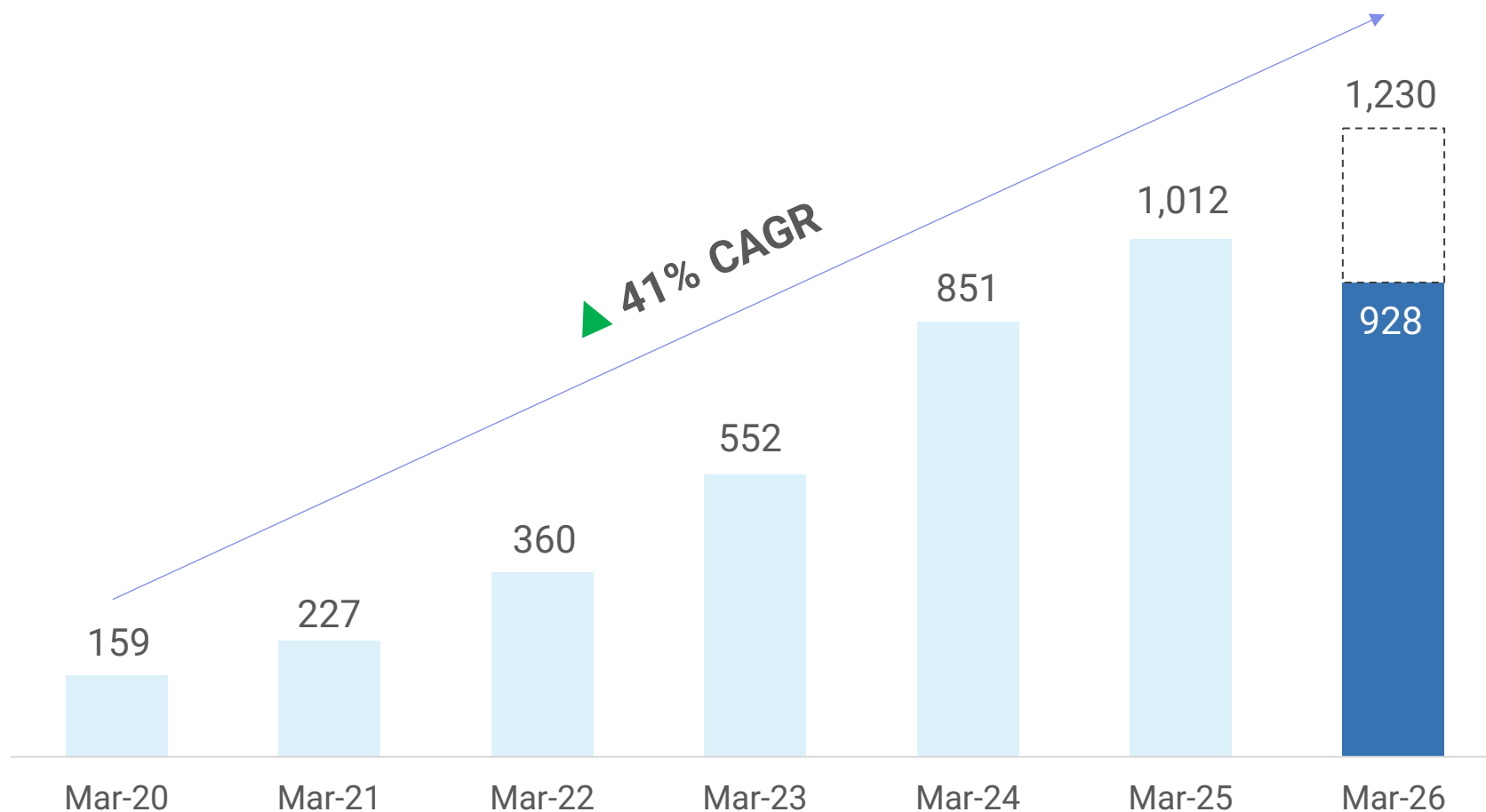


# **General Insurance**



## Gross Written Premium

INR Cr

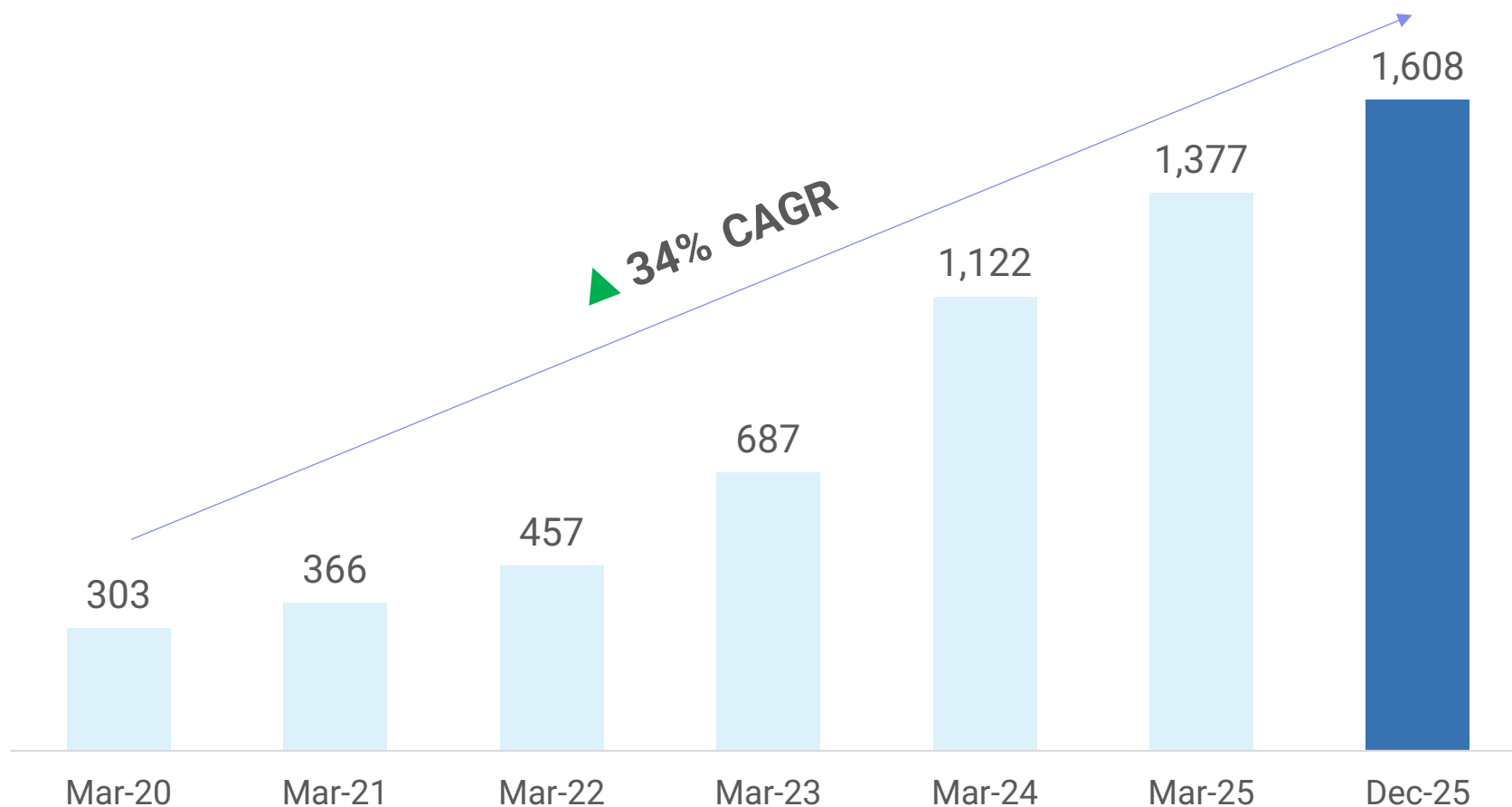


\*Annualized nine-month run rate for Mar-26

# General Insurance

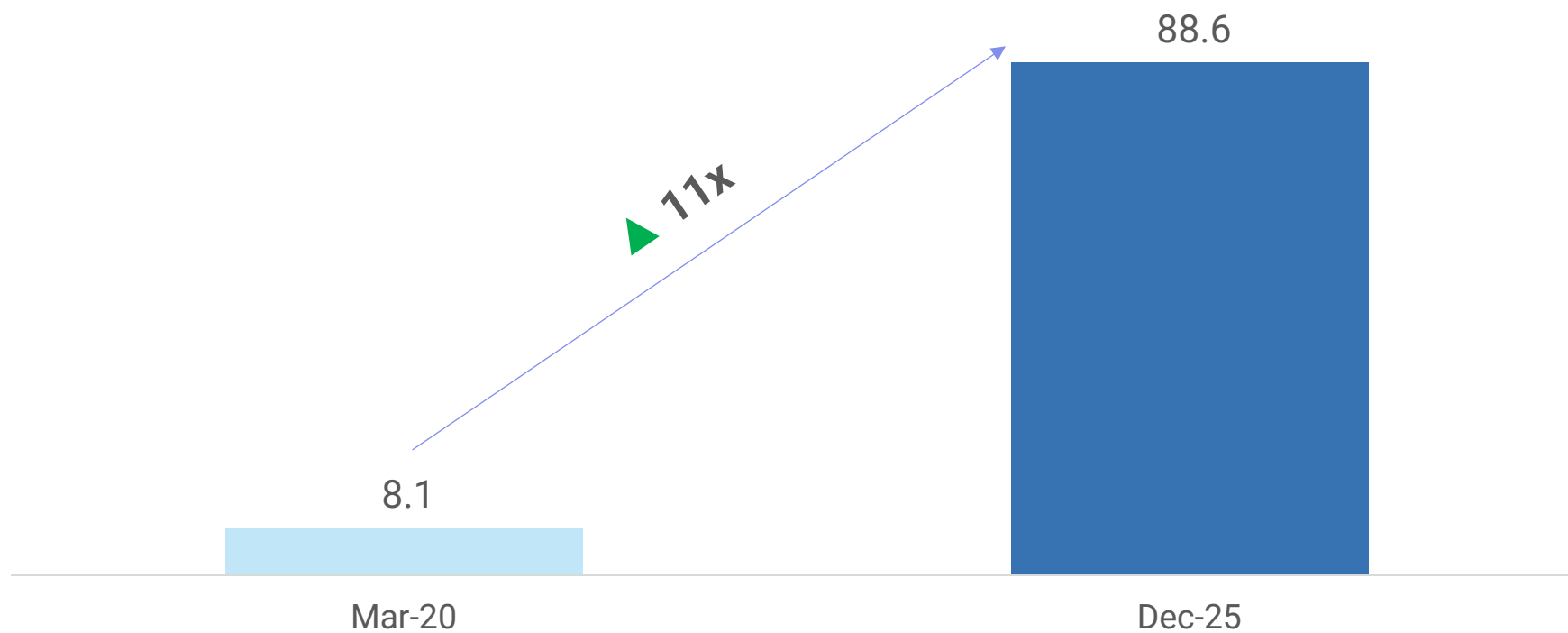
## Assets Under Management

INR Cr

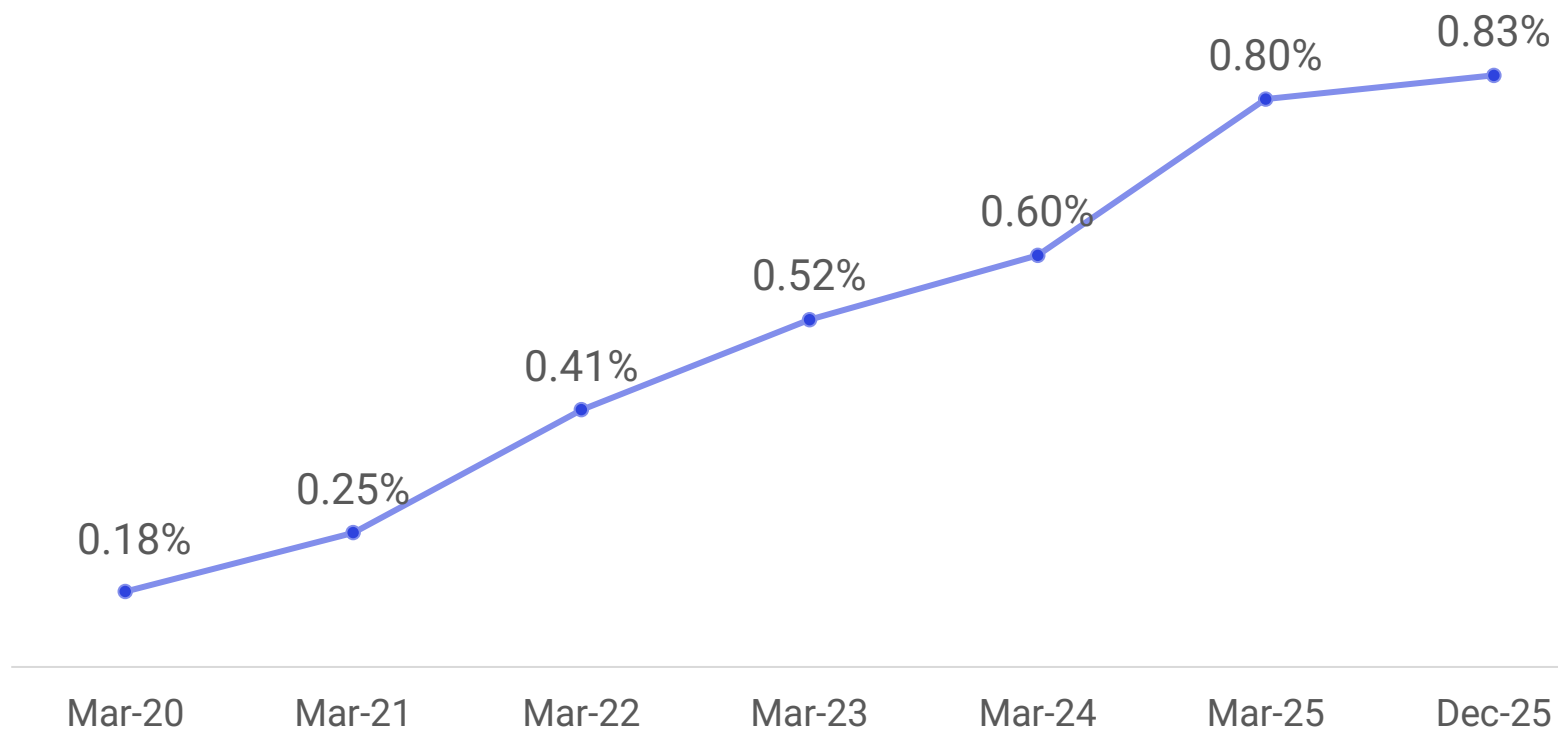


## Customer Count

Lakhs



## Motor GDPI Market Share



*\*Private GI*

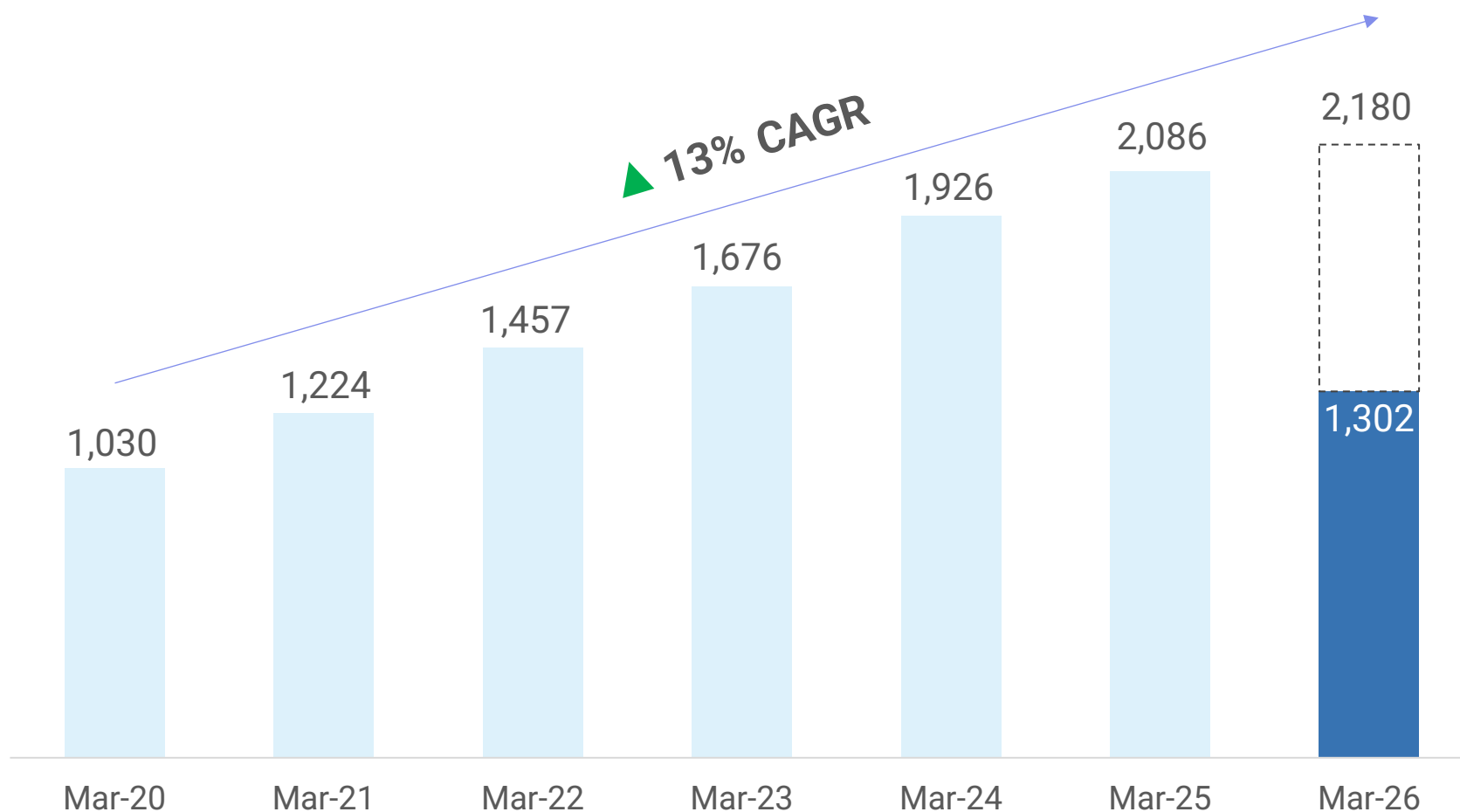


# **Life Insurance**

# Life Insurance

## Gross Premium

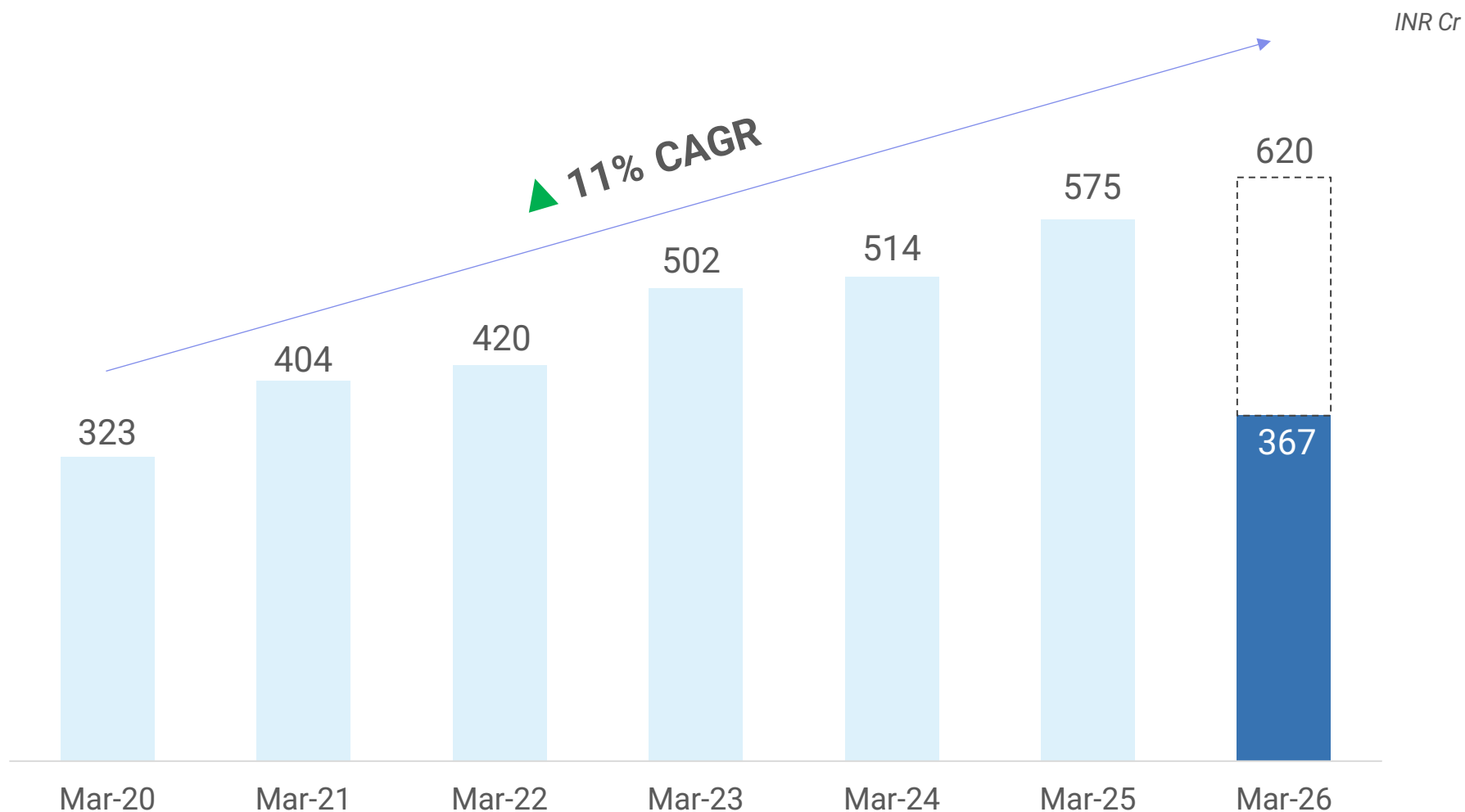
INR Cr



\*TTM Gross Premium for Mar-26

# Life Insurance

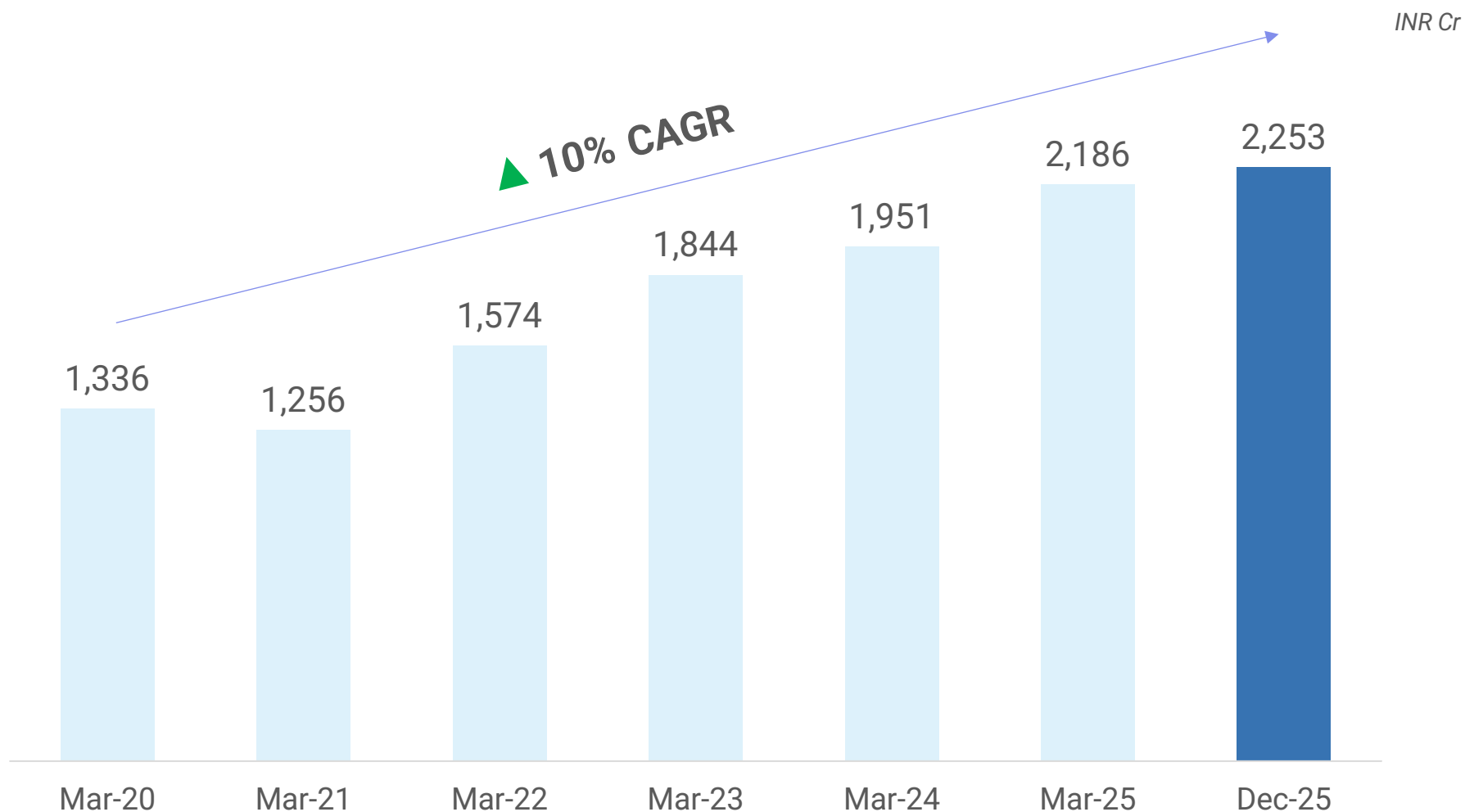
## Individual APE



\*TTM Individual APE for Mar-26

# Life Insurance

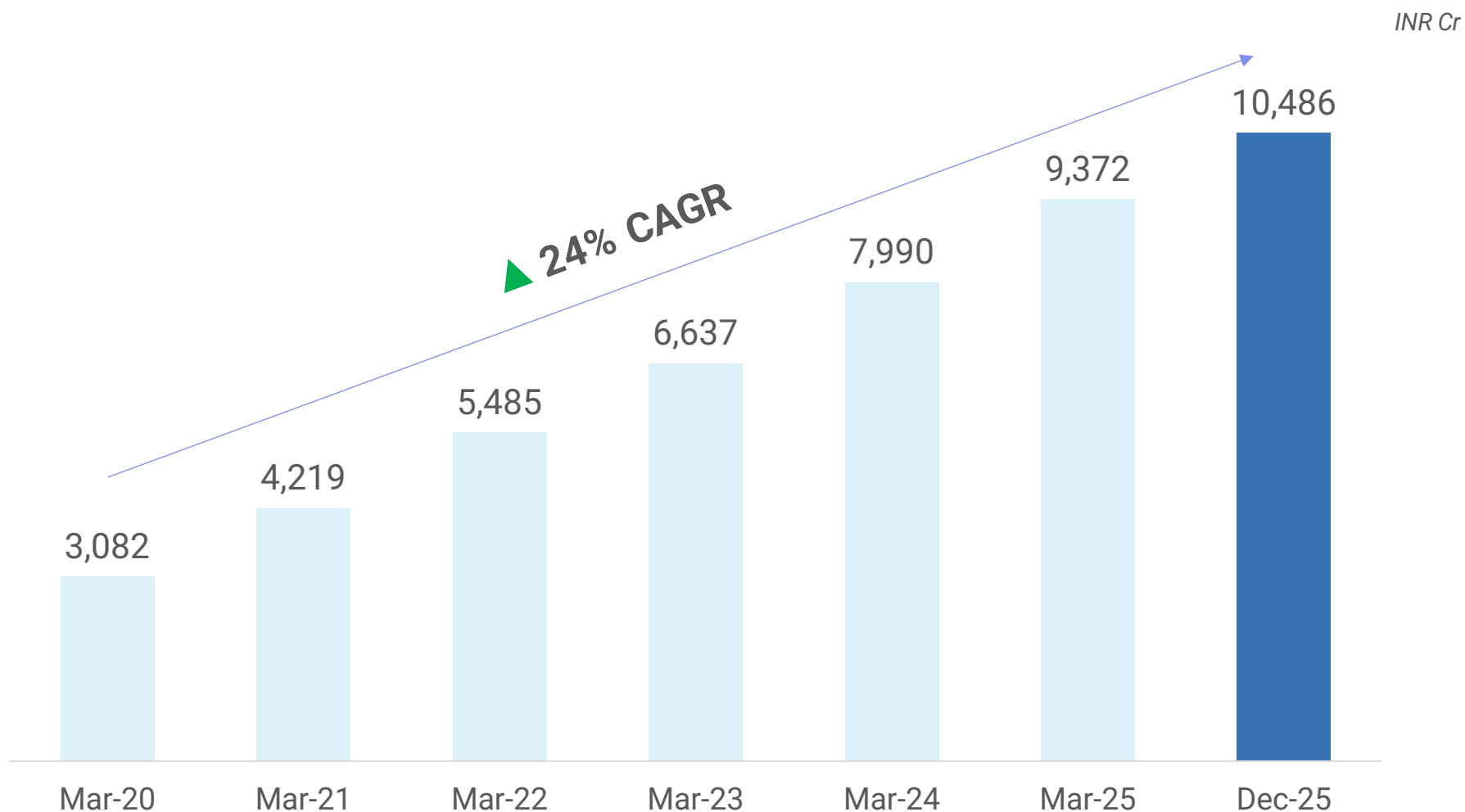
## Embedded Value





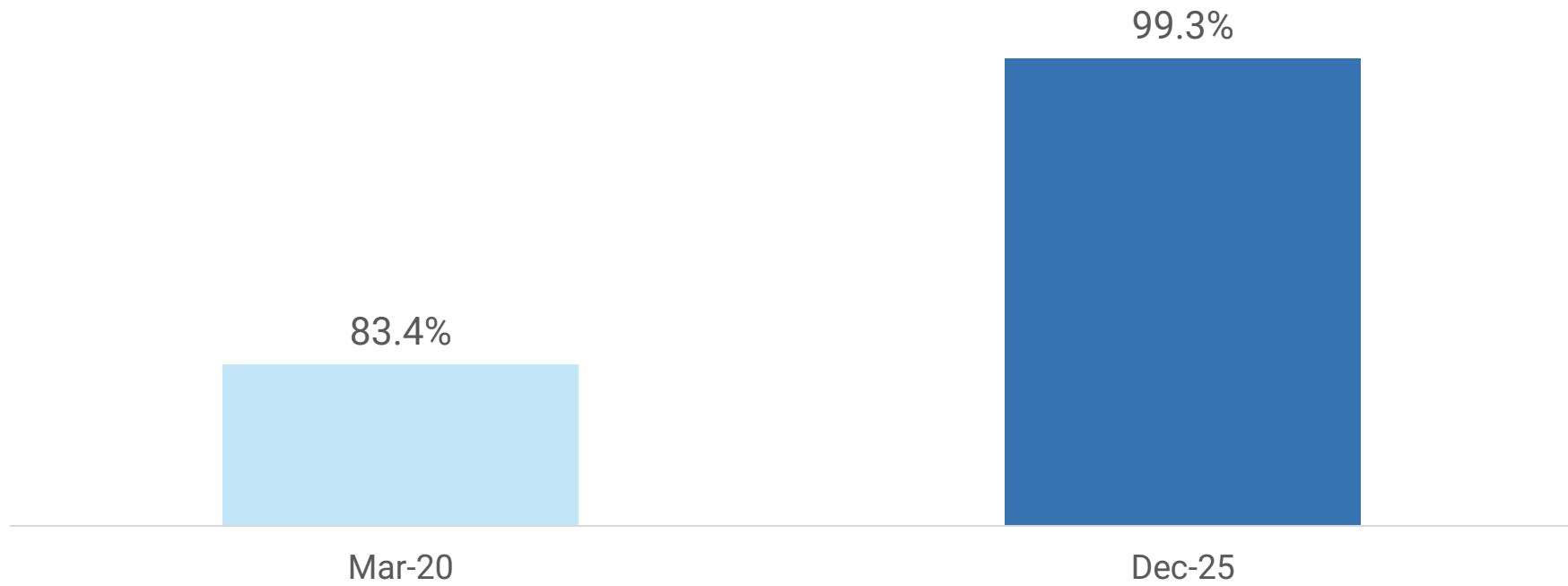
# Life Insurance

## Assets Under Management



# Life Insurance

## Claim Settlement Ratio



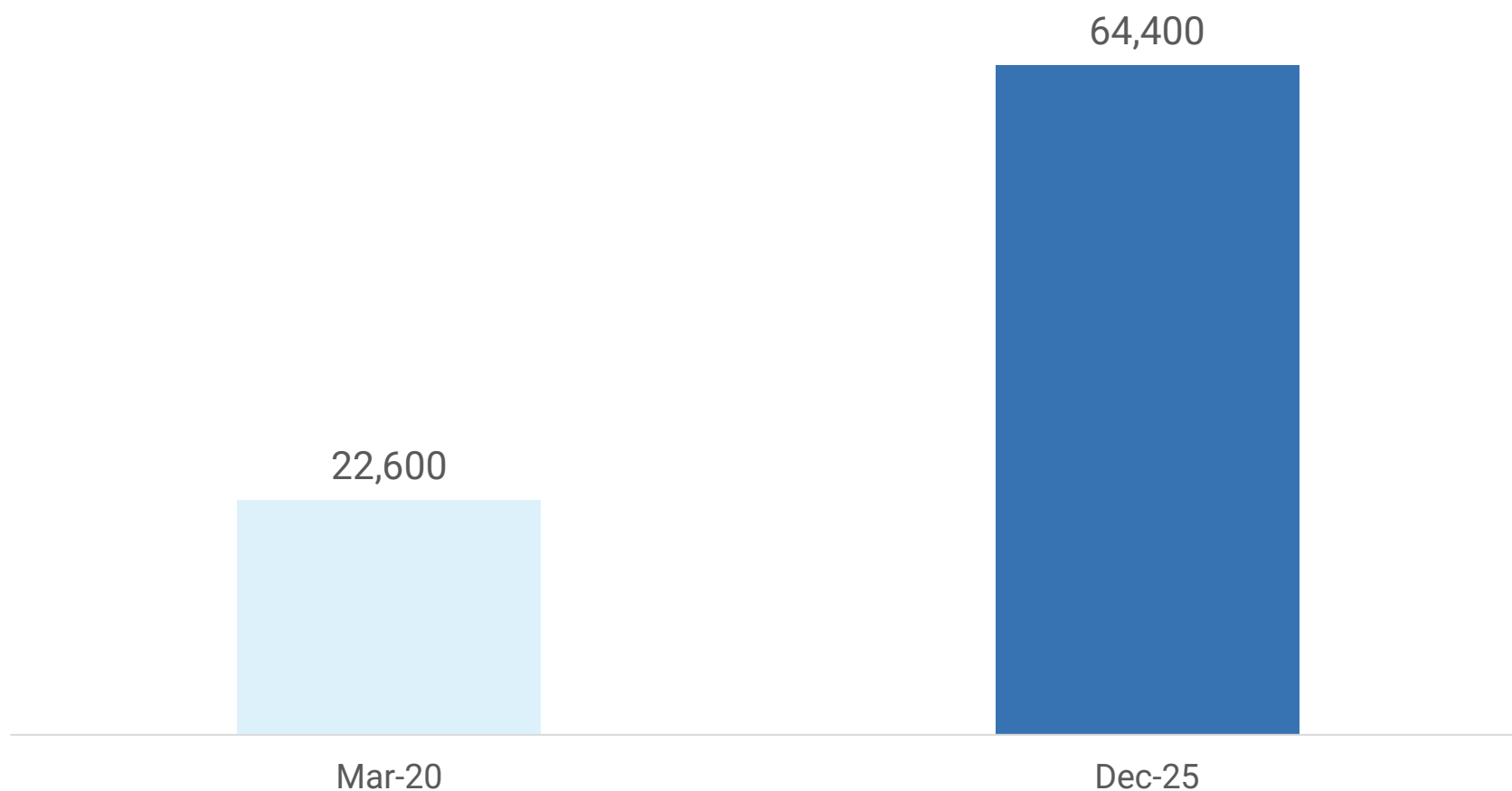


# **Asset Reconstruction**

# Asset Reconstruction

## Cumulative Recoveries

INR Cr



*\*Cumulative recoveries since FY16*

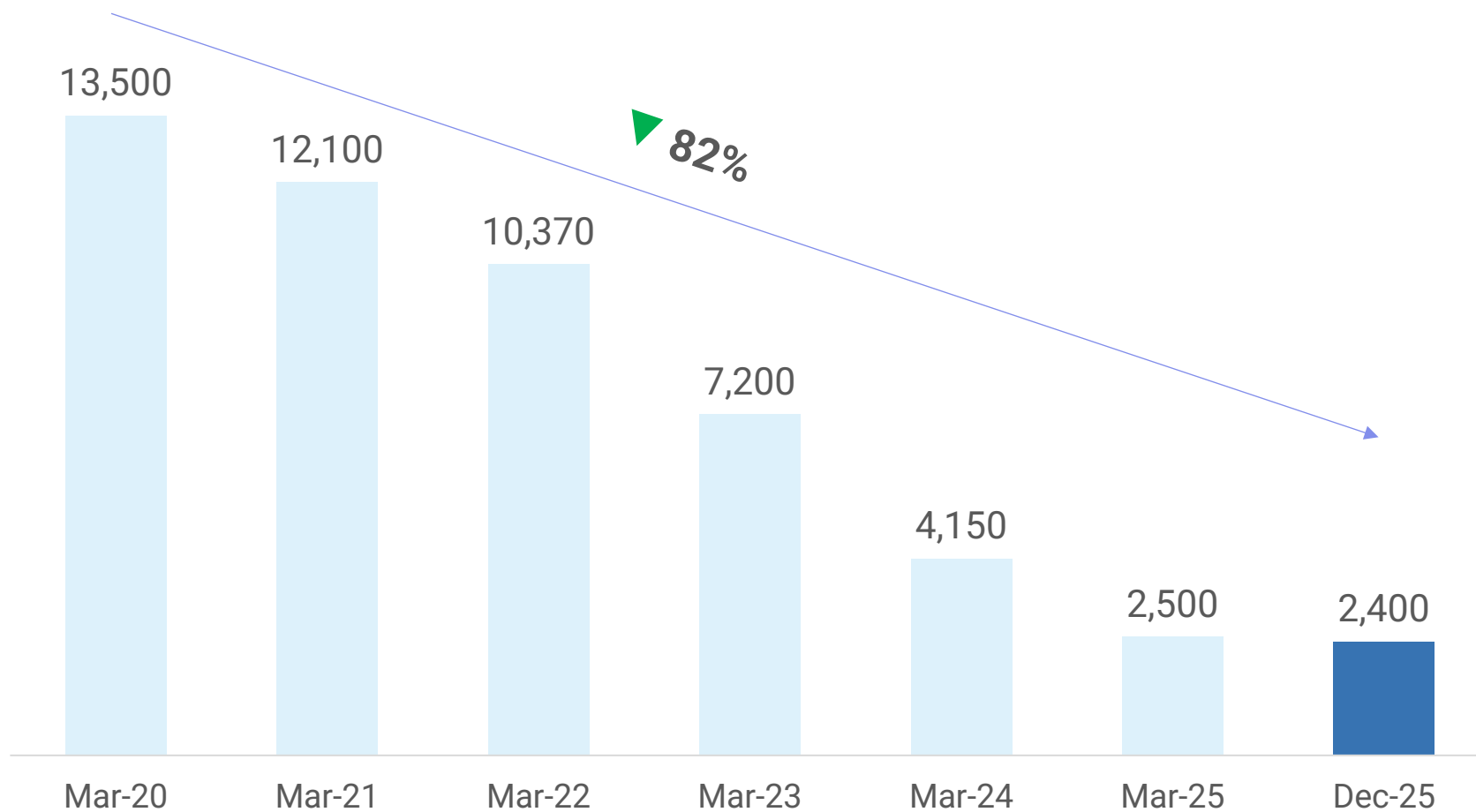


**NBFC**

# NBFC

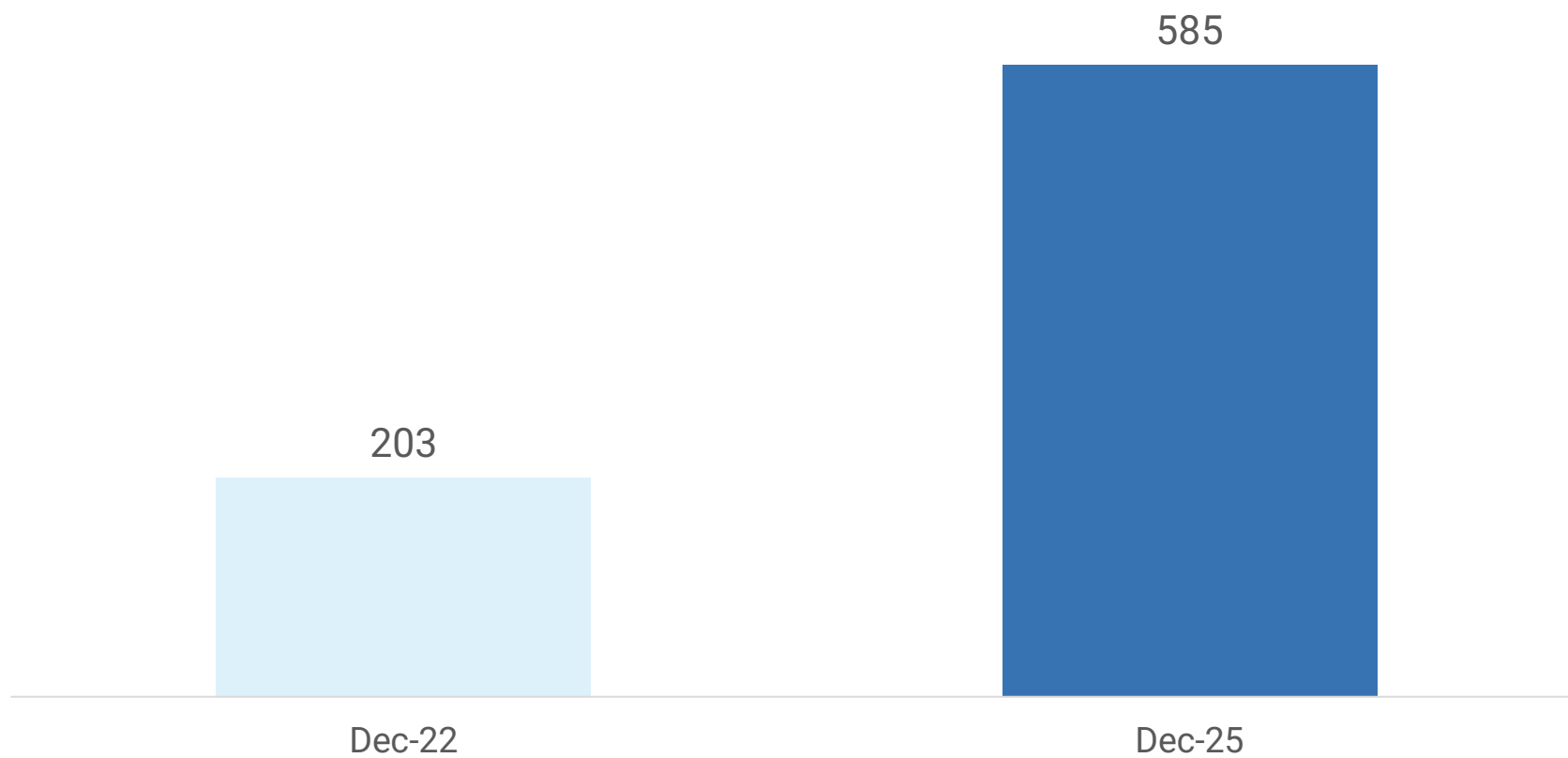
## Wholesale Book

INR Cr



## MSME Disbursements

INR Cr



*\*Disbursements for nine month period*



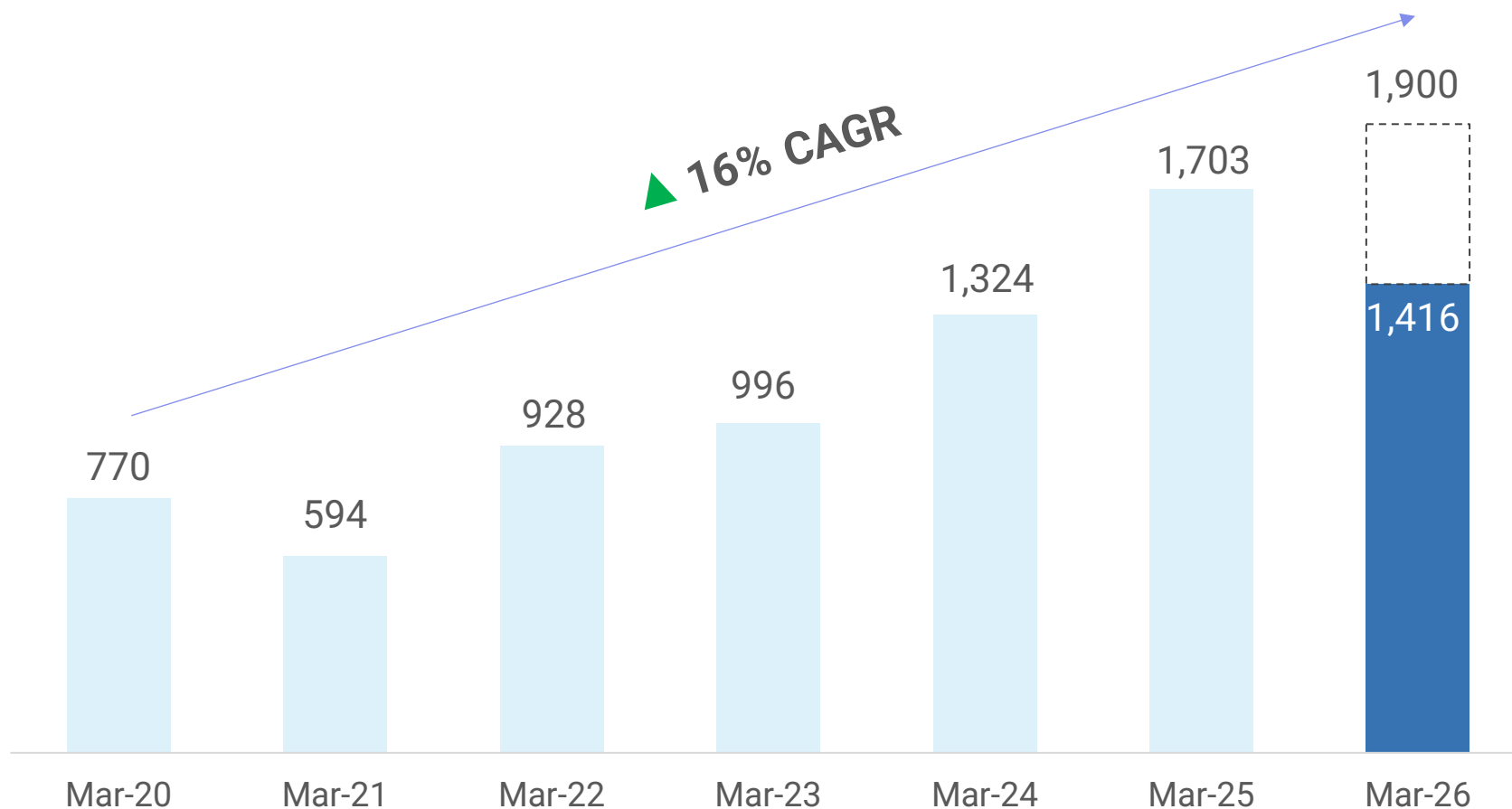
# **Housing Finance**



# Housing Finance

## Disbursements

INR Cr



*\*Annualized nine-month run rate for Mar-26*

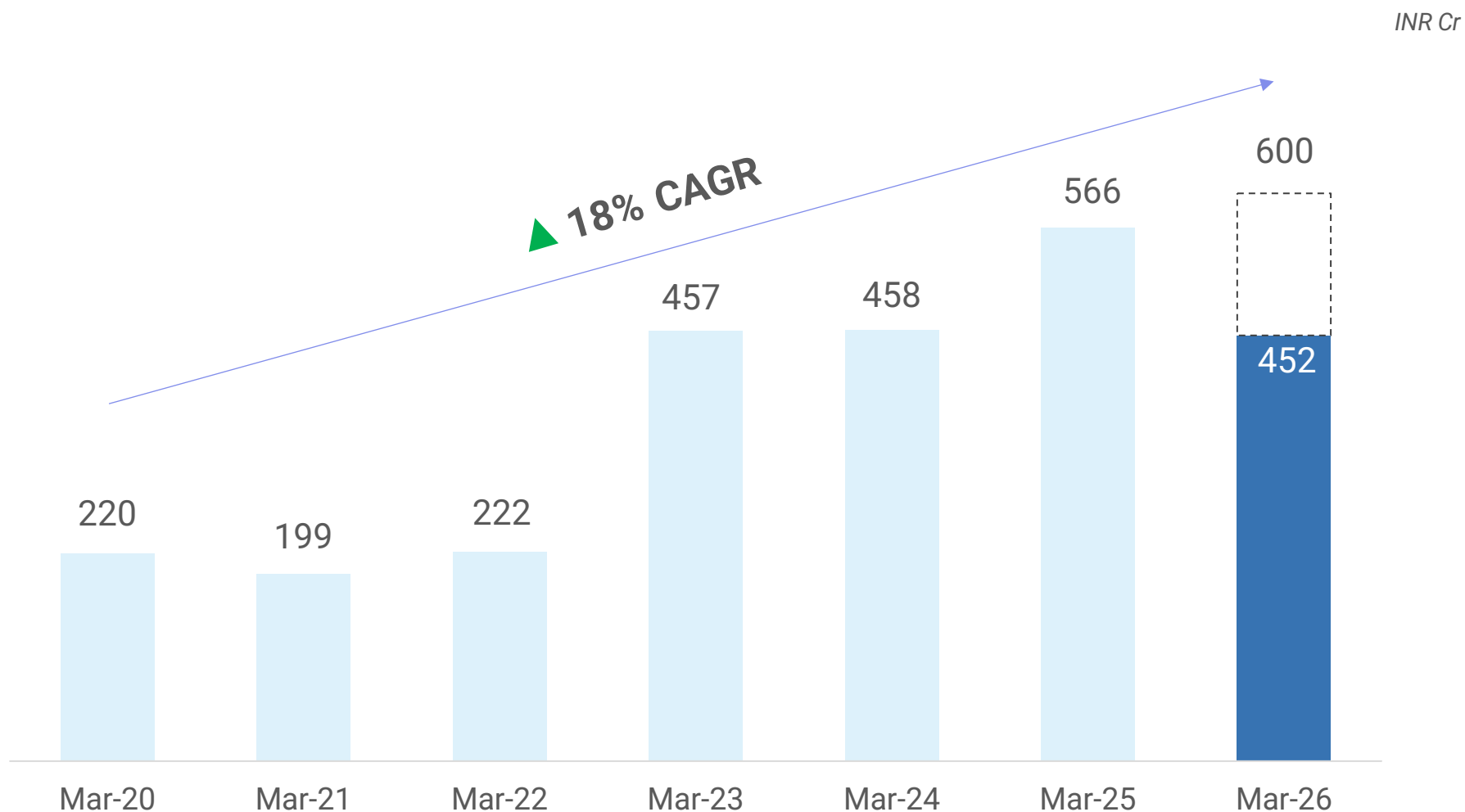


## **Consolidated EFSL**



# Consolidated EFSL

## PAT of Underlying Businesses



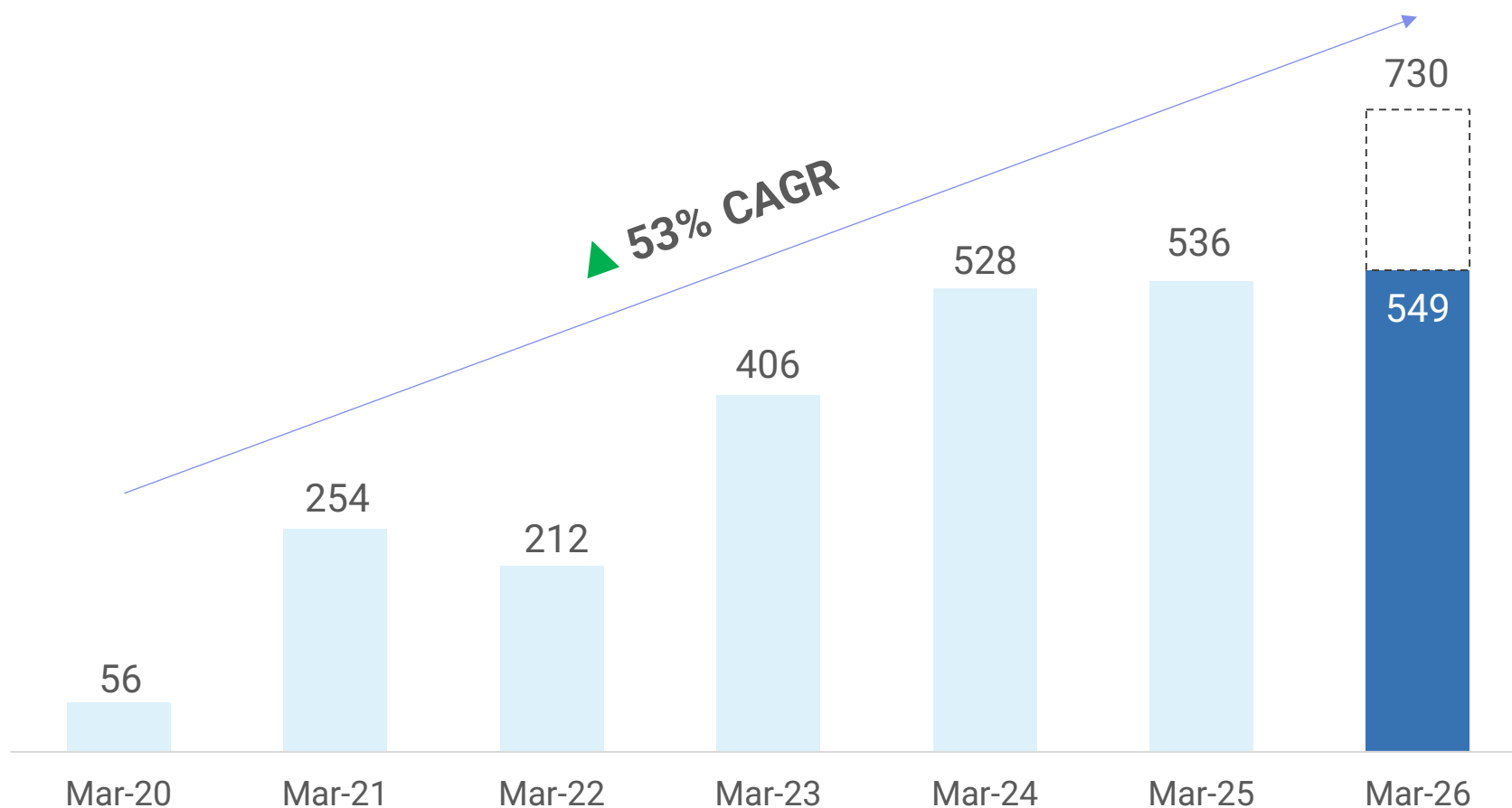
*\*Annualized nine-month run rate for Mar-26*



# Consolidated EFSL

## Consol PAT

INR Cr



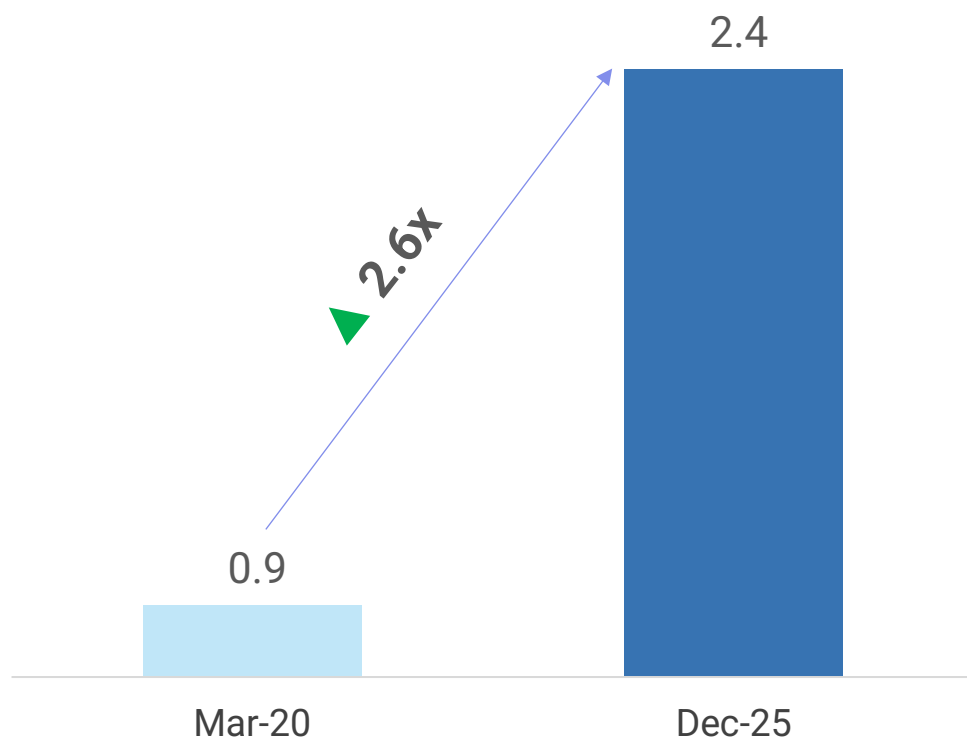
*\*Annualized nine-month run rate for Mar-26*



# Consolidated EFSL

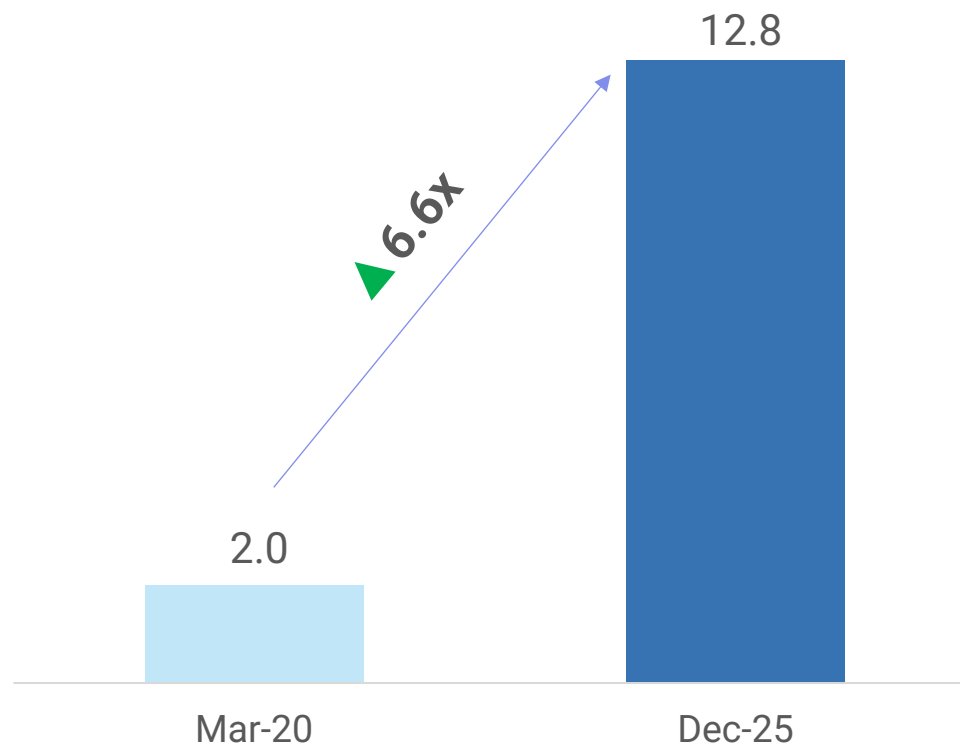
## Customer Asset

INR Tn



## Customer Reach

Mn

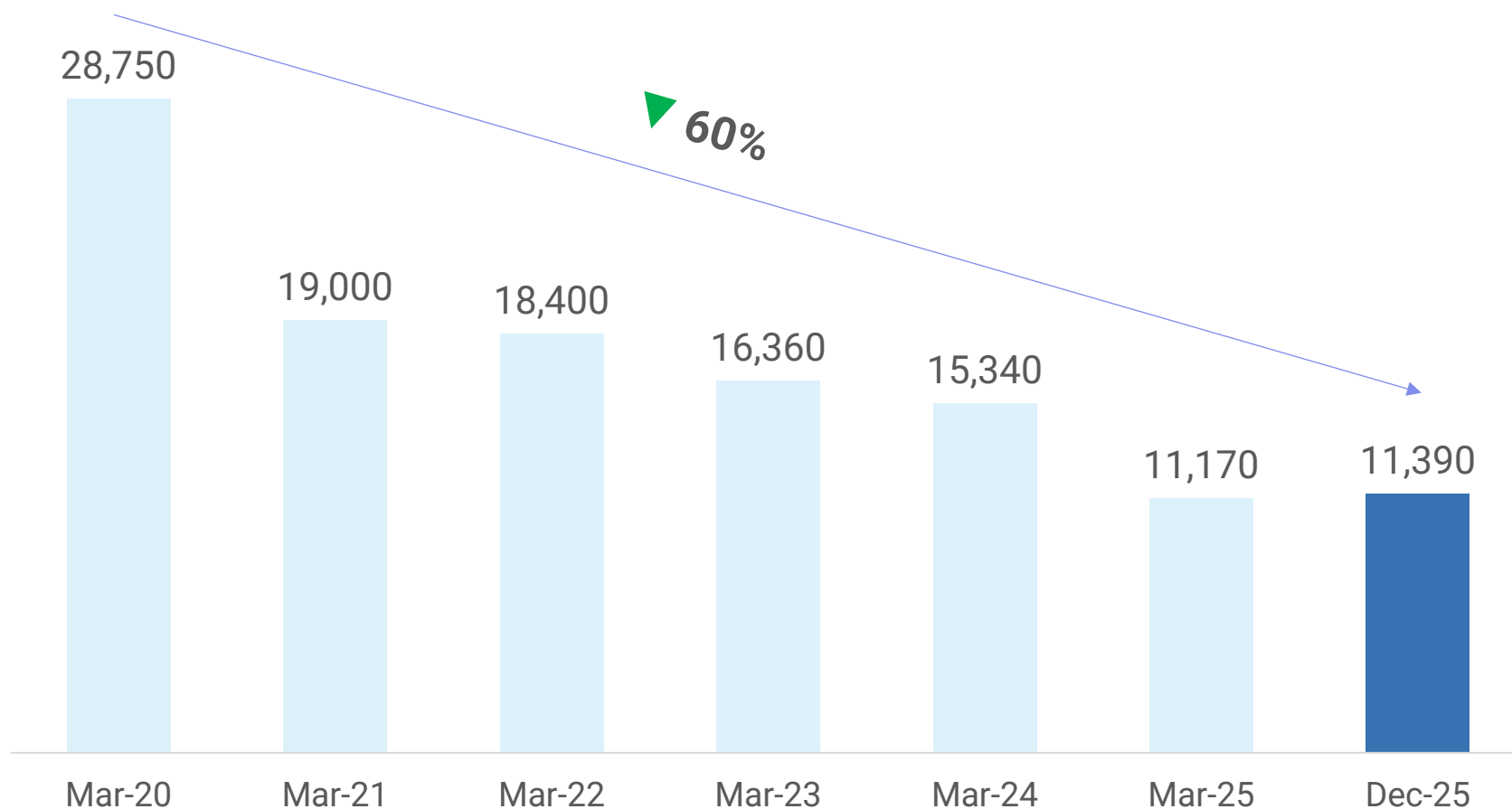




# Consolidated EFSL

## Net Debt

INR Cr





# Safe Harbour

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# Safe Harbour

PAT figures are presented pre MI unless stated otherwise. PAT of businesses for the quarter ended Dec 25 and nine months ended Dec 25 are presented excluding exceptional items. Exceptional items include labour code impact and ESOP expenses (pre-tax) across businesses and GST impact in LI.

Mar-26 numbers are simple annualization of nine month ended Dec 25 figures.

- Slide 25: LI AUM includes Shareholders and all Policyholders fund. LI AUM is calculated in accordance with IGAAP. Embedded Value is calculated on market consistent basis.
- Slide 35, 36: PAT figures for year ended Mar 20 have been restated to exclude one-off provisions taken in the period
- Slide 37: Customer reach includes MF folios, individuals covered under Group Insurance policies for LI and customers serviced since inception for GI.
- Slide 38: Debt excludes CBLO and securitisation liabilities. Net debt is gross debt minus high quality liquid assets. The equity stake held in Nuvama Wealth Management Ltd is not netted off from the gross debt.