

Edelweiss Financial Services Limited

Earnings update – Quarter ended Jun 26

US \$ version



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Please refer to the detailed business update of EAAA India Alternatives



Overview

Quarter ended Jun 26



Edelweiss at a glance



\$630 Mn

Net Worth



\$1,180 Mn

Net Debt



\$13 Mn

Consol PAT (Post MI)



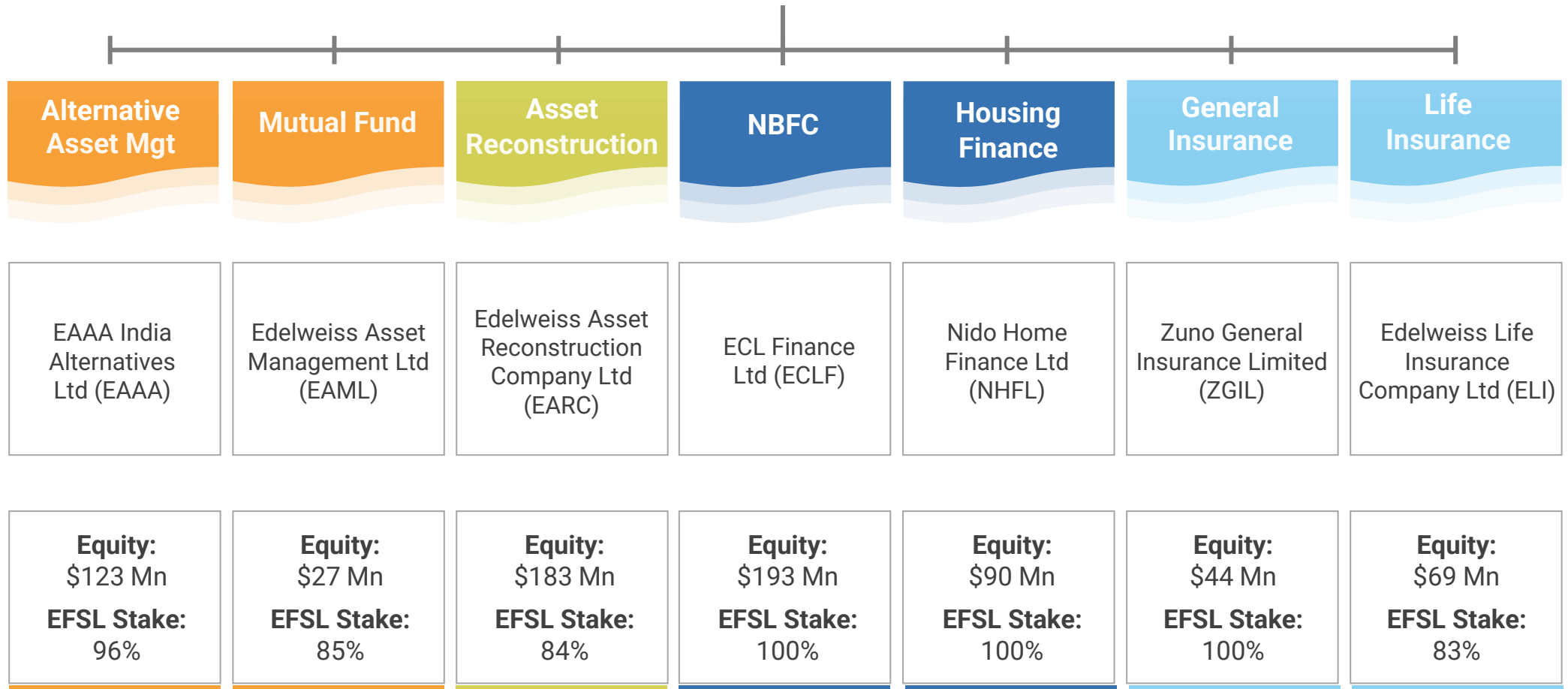
\$0.6
(FV \$0.01)

BVPS



Diversified with seven high-quality businesses

Edelweiss Financial Services Ltd (EFSL)





Performance Highlights

Quarter ended Jun 26



Performance highlights

- ① **Robust growth in consol PAT and key metrics of operating businesses**
 - Consol PAT (Post MI) for the quarter grew by 83% YoY to \$13 Mn
 - Alternative Asset Management Fee Paying AUM (FPAUM) grew by 27% YoY to \$5,140 Mn
 - Mutual Fund Equity AUM increased by 32% YoY to \$10,148 Mn; Crossed \$10,500 Mn in Jul 26
- ② **Our total customer reach increased to 14 Mn, up 30% YoY**
 - Customer assets at \$30 Bn, up 23% YoY
- ③ **Resilient balance sheet with well-capitalised businesses**
 - Corporate net debt declined by 10% YoY to \$605 Mn
 - BVPS at \$0.6, up 19% YoY
- ④ **On track on our key priorities for FY27**

Earnings distribution across businesses

\$ Mn

Profit after Tax	Quarter Ended	
	Jun 26	Jun 25
Alternative Asset Management	9	6
Mutual Fund	4	3
Asset Reconstruction	8	10
NBFC	0.4	0.6
Housing Finance	(0.5)	0.4
General Insurance	(0.4)	(0.6)
Life Insurance	(3.2)	0.2*
Operating Business PAT	17	19
Corporate PAT	(3)	(8)
EFSL Consolidated PAT (Pre MI)	14	11
(Less) Minority Shareholders' PAT	1	4
EFSL Consolidated PAT (Post MI)	13	7
		83% YoY

*Quarter ended Jun 25 PAT of Life Insurance includes one-off treasury gains of \$5 Mn

Key business highlights (1/2)

Alternative Asset Mgt

FPAUM \$5,140 Mn
up 27% YoY

PAT \$9 Mn
up 45% YoY

Mutual Fund

Equity AUM \$10,148 Mn
up 32% YoY

SIP Book \$74 Mn
up 63% YoY

Asset Reconstruction

Recoveries
\$32 Mn

Retail assets acquisition
\$32 Mn

Key business highlights (2/2)

NBFC

MSME Disbursals \$37 Mn
tripled YoY

Wholesale book reduced to
\$63 Mn

Housing Finance

Disbursals
\$23 Mn

AUM \$518 Mn
up 14% YoY

General Insurance

GWP \$44 Mn
up 58% YoY

Policies issued 2,41,236
up 68% YoY

Life Insurance

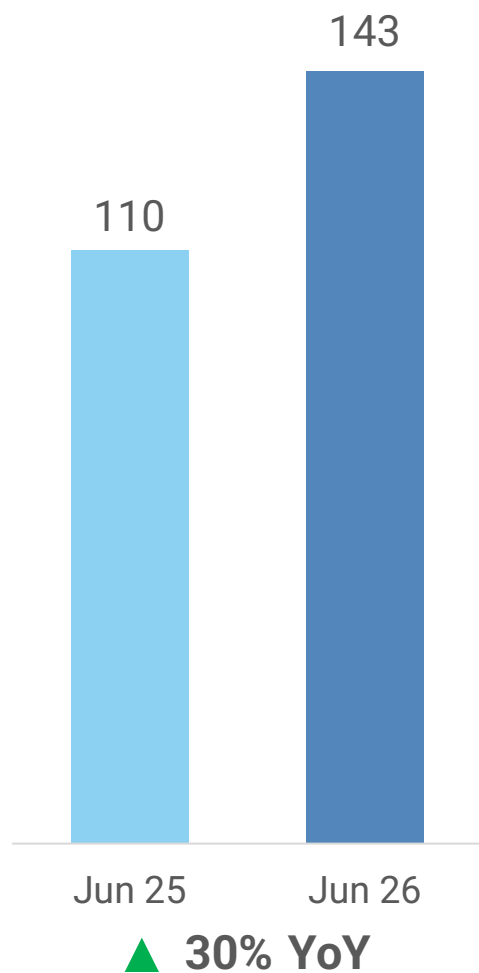
Gross Premium
\$30 Mn

AUM \$1,156 Mn
up 13% YoY

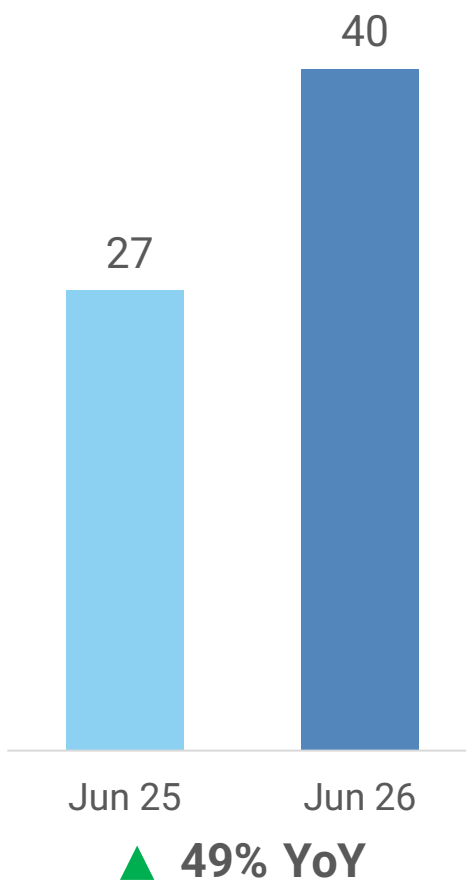
Total customer reach grew by 30% YoY

In Lakhs

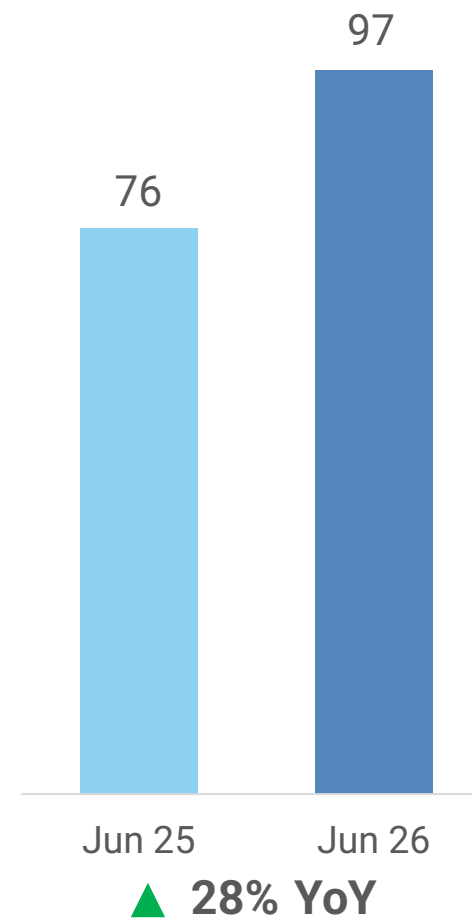
Total Customer Reach



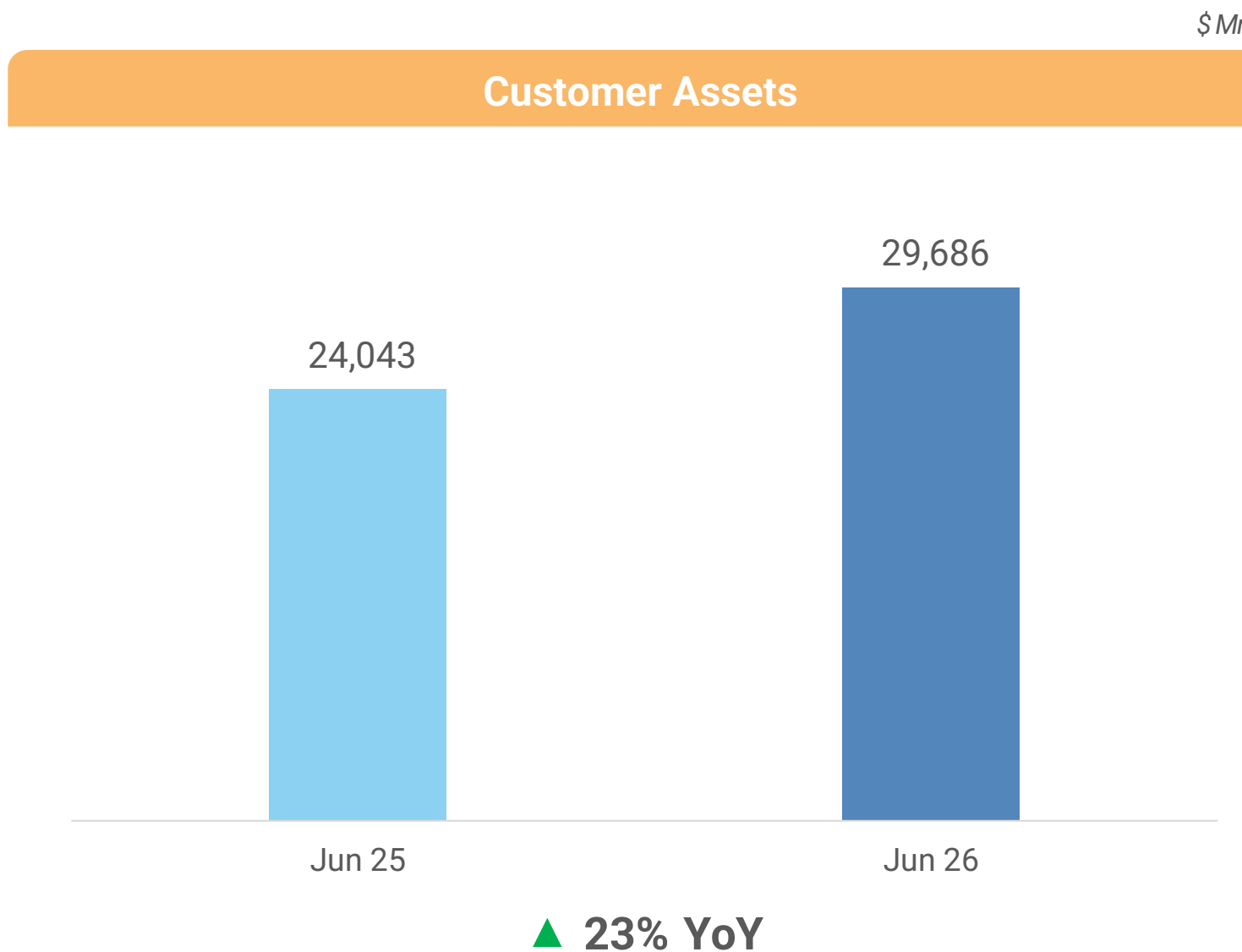
Mutual Fund Folios



General Insurance Customers



With a robust growth in customer assets





Strong balance sheet with well capitalised businesses

Business	Capital Ratios	
NBFC	Capital Adequacy	27%
Housing Finance	Capital Adequacy	30%
Asset Reconstruction	Capital Adequacy	36%
General Insurance	Solvency Ratio	164%
Life Insurance	Solvency Ratio	189%

Net debt across businesses

\$ Mn

Business	Net Debt
Housing Finance	219
NBFC	207
Asset Reconstruction	125
Alternative Asset Management	23
Corporate	605
Net Debt	1,180

Corporate net debt declined by 10% YoY

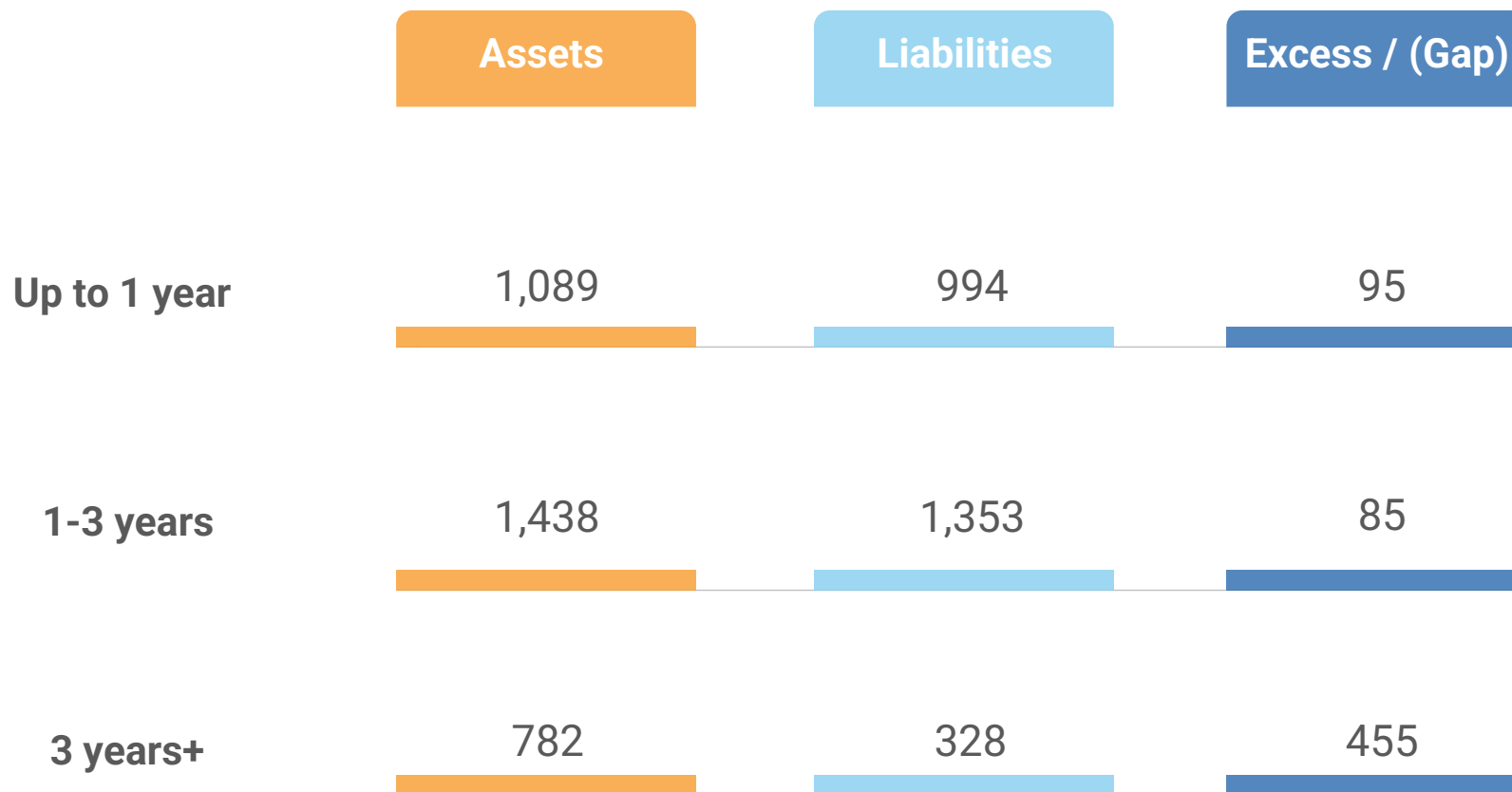


Continue to maintain surplus liquidity cover

	Jul 26 to Jun 27	\$ Mn
Opening Available Liquidity (A)	645	
Inflows		
Expected Inflows	941	
Fresh Borrowings	317	
Total Inflows (B)	1,258	
Outflows		
Repayments	803	
Disbursements	497	
Total Outflows (C)	1,300	
Closing Available Liquidity (A+B-C)	603	

Assets in each tenor range adequately cover liabilities

\$ Mn



Update on key focus areas for FY27

- 1 *Listing of EAAA on track; plan to list in Q3 of FY27*
- 2 *Investment by Carlyle in Nido is progressing; closure expected in September 2026*
- 3 *Scaling up PAT in Asset Management businesses led by growth in Fee Paying AUM & Equity AUM*
- 4 *On track to achieve breakeven in both Insurance businesses*
- 5 *Calibrated scale up in Credit businesses driven by steady ramp up in disbursements*

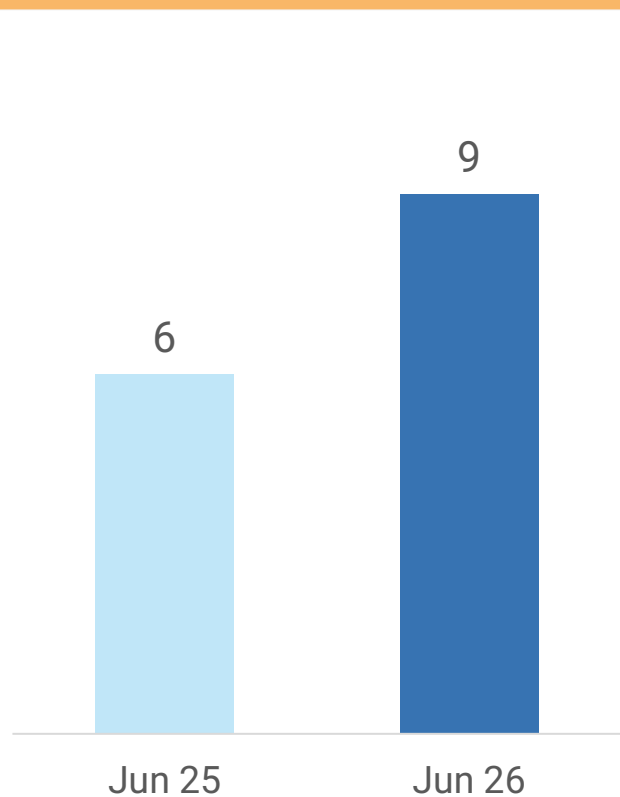


Scale up in profits of Asset Management businesses

PAT for quarter ended June

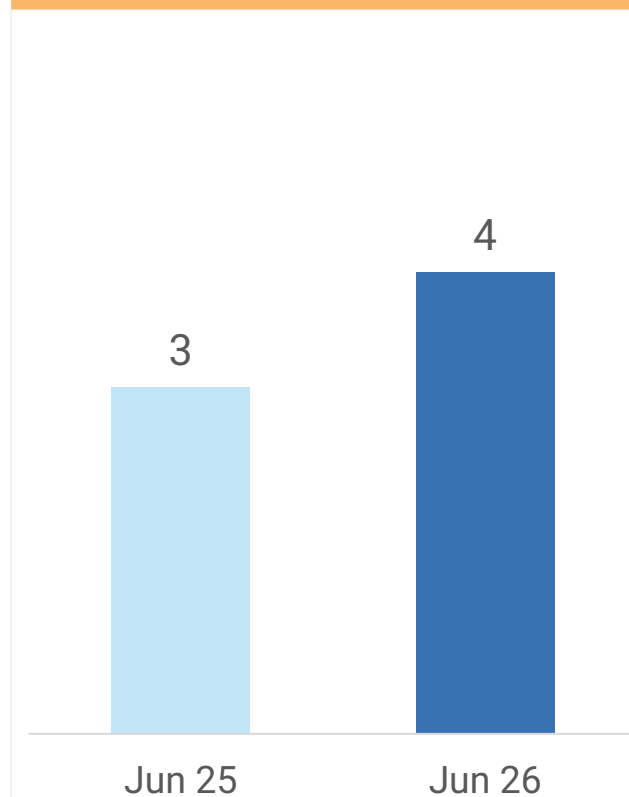
\$Mn

Alternative Asset Mgt



▲ 45% YoY

Mutual Fund

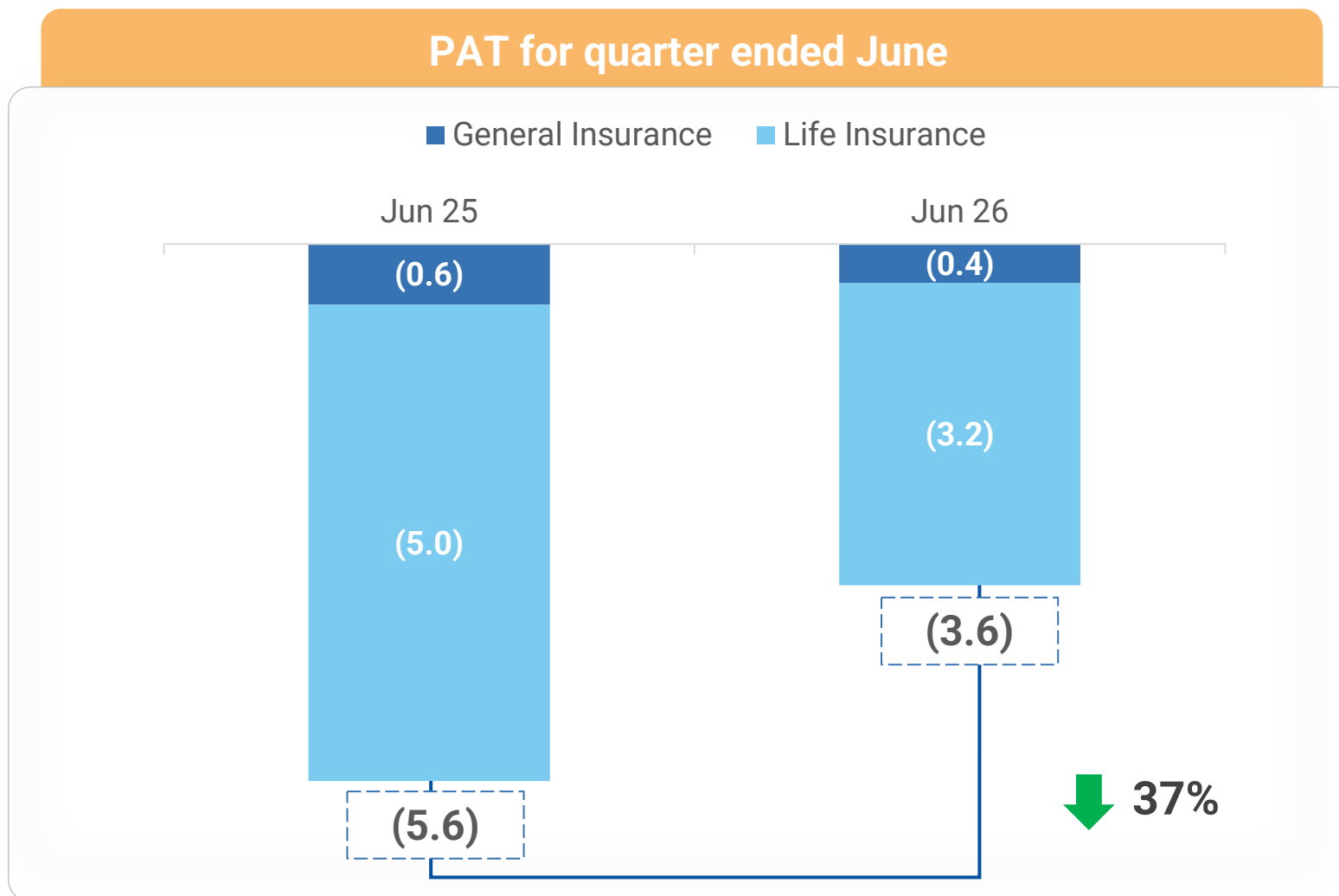


▲ 33% YoY

Insurance businesses on track to breakeven: Losses ↓ 37%



\$ Mn



Life Insurance PAT for quarter ended Jun 25 is excluding one-off treasury gains of \$5 Mn



Calibrated scale up in MSME and Housing Finance AUM

AUM as of quarter ended June

\$ Mn

NBFC (MSME)

96

186

Jun 25

Jun 26

▲ 94% YoY

Housing Finance

455

518

Jun 25

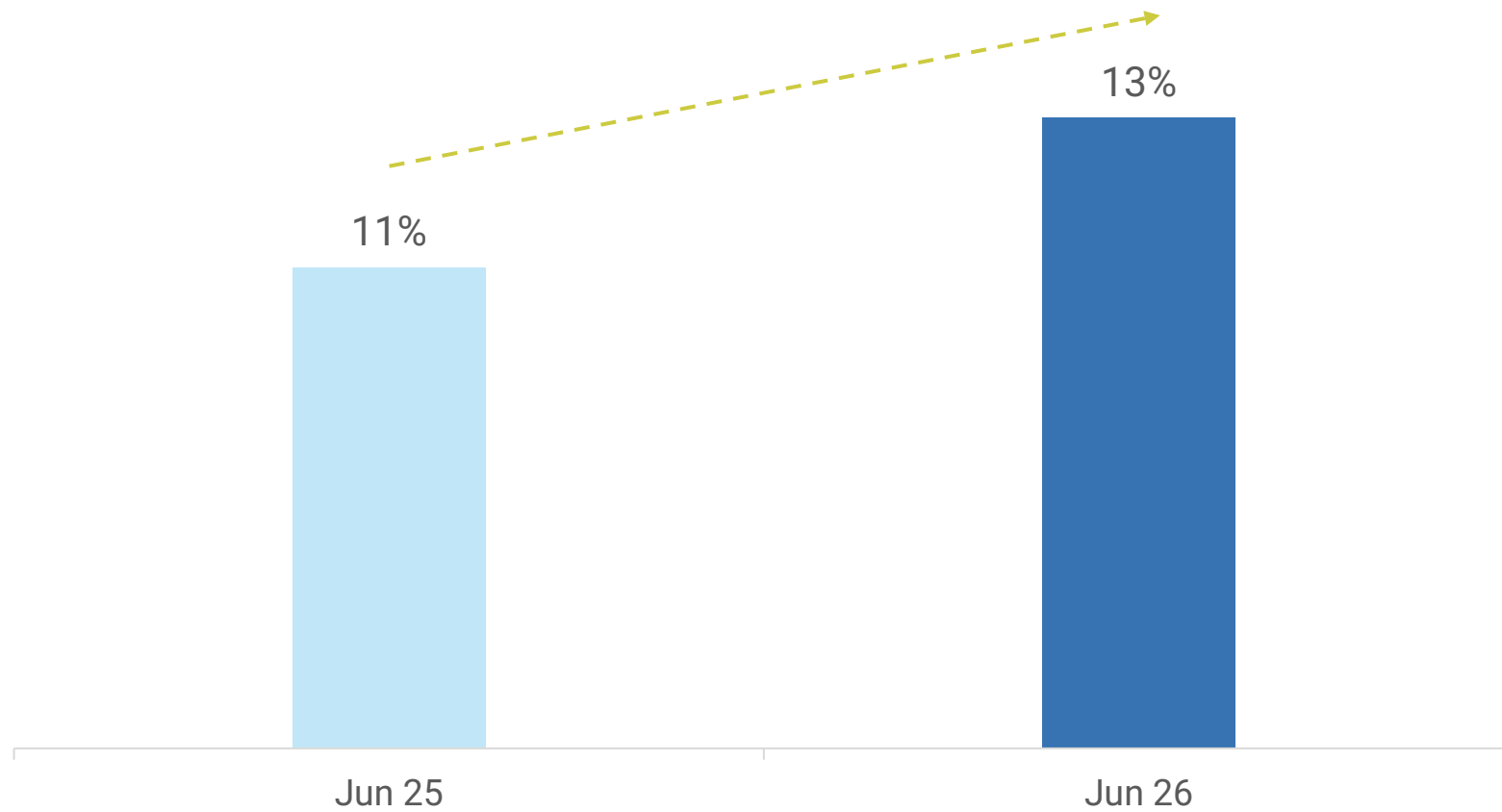
Jun 26

▲ 14% YoY



Increase in RoE of Asset Reconstruction business

Annualized RoE for quarter ended June



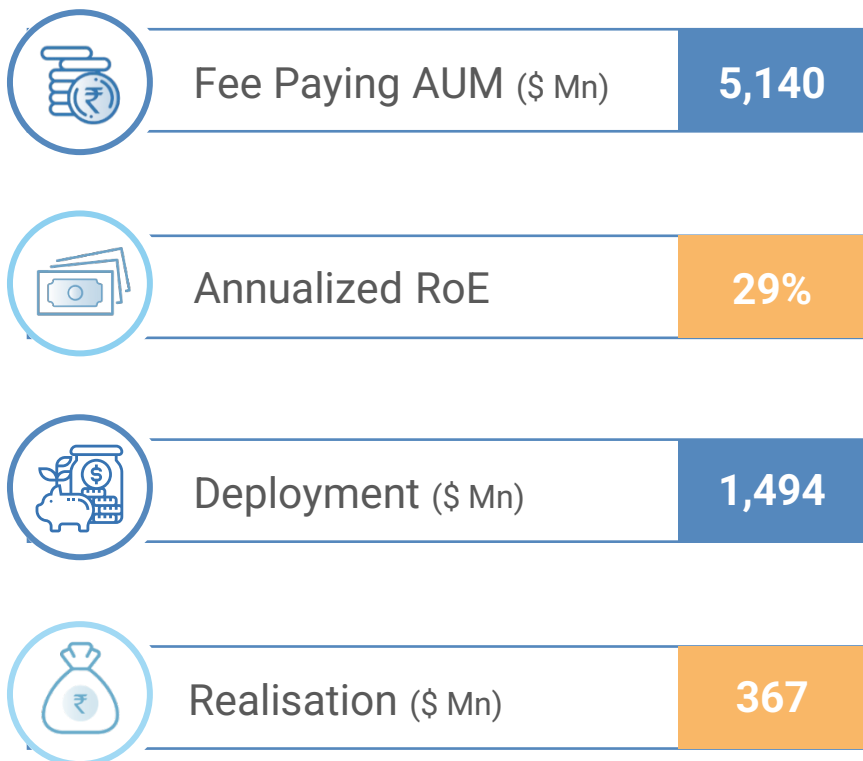


Business Performance

Quarter ended Jun 26

Alternative Asset Mgt: Business performance snapshot

Key Metrics for the quarter



Business Update

Fee Paying AUM grew by 27% YoY to \$5,140 Mn

PAT increased 45% YoY to \$9 Mn

Annualized RoE improved to 29%, up 700 bps YoY

Achieved a full exit from EIYP, marking one of the first successful infrastructure yield fund exits by an Indian manager

Strengthened Sekura, our asset operating and management platform, through enhanced operating capabilities

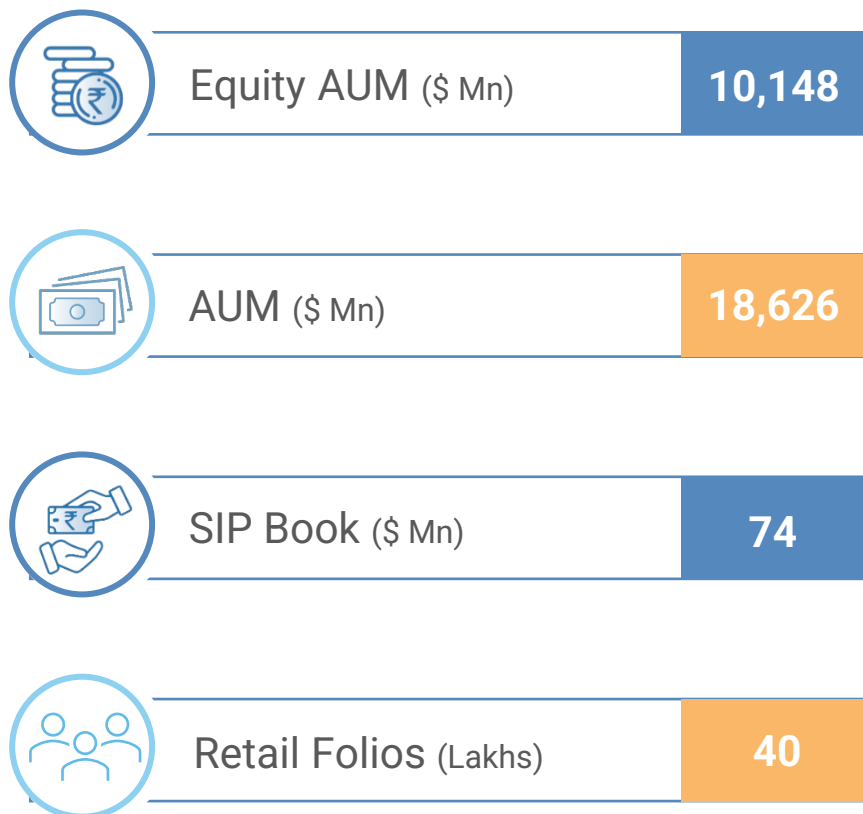
Alternative Asset Mgt: Financial performance snapshot

\$ Mn

	Quarter ended Jun 26	Quarter ended Jun 25
Fee Paying AUM	5,140	4,034
Equity	123	111
Annualized RoE	29%	22%
Total Income	36	22
Opex	24	14
Profit after Tax	9	6

Mutual Fund: Business performance snapshot

Key Metrics for the quarter



Business Update

Equity AUM at \$10,148 Mn, up 32% YoY;
Crossed \$10,500 Mn in Jul 26

AUM grew by 16% YoY to \$18,626 Mn

Net equity inflows of \$677 Mn in the quarter,
up 2.5x YoY

SIP book grew by 63% YoY to \$74 Mn

Retail folios at 40 lakhs, up 49% YoY

SIF AUM crossed \$600 Mn;
Launched 2nd SIF fund - Altiva Equity Ex-Top 100 SIF

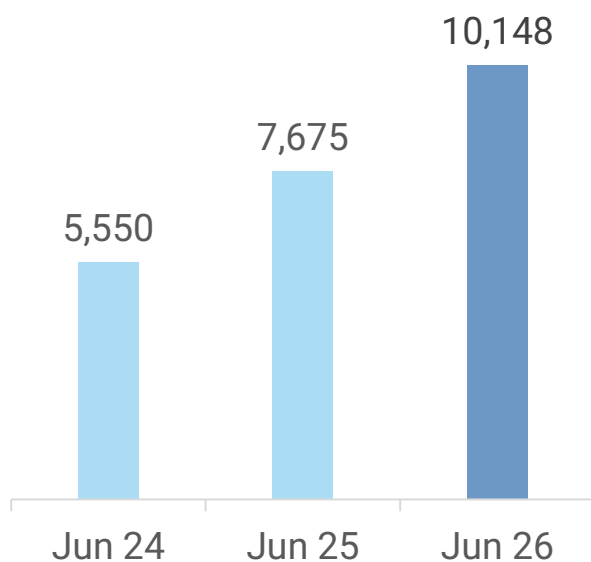
Mutual Fund: Financial performance snapshot

\$Mn

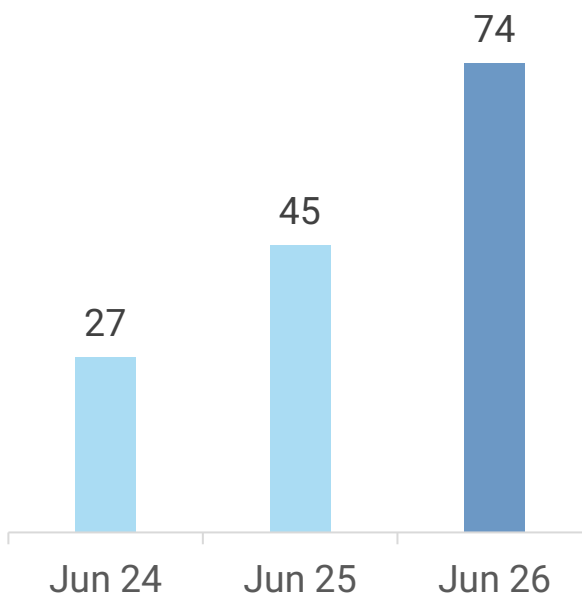
	Quarter ended Jun 26	Quarter ended Jun 25
AUM	18,626	16,089
Equity AUM	10,148	7,675
Equity	27	24
Revenue	12	8
Opex	7	5
Profit after Tax	4	3

Robust growth in Equity AUM and customer base

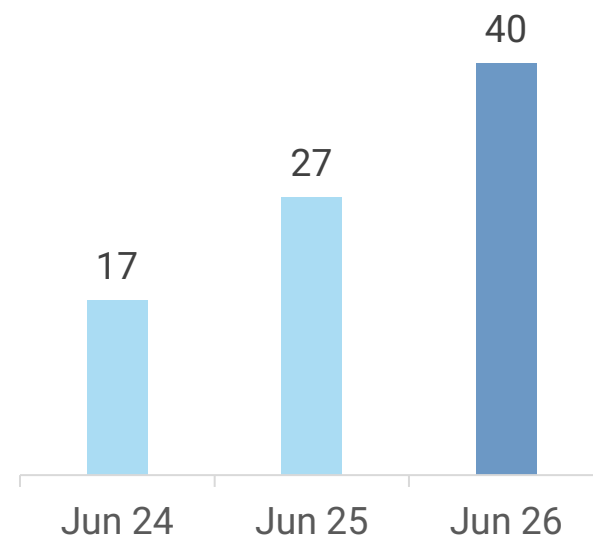
Equity AUM (\$ Mn)



SIP Book (\$ Mn)

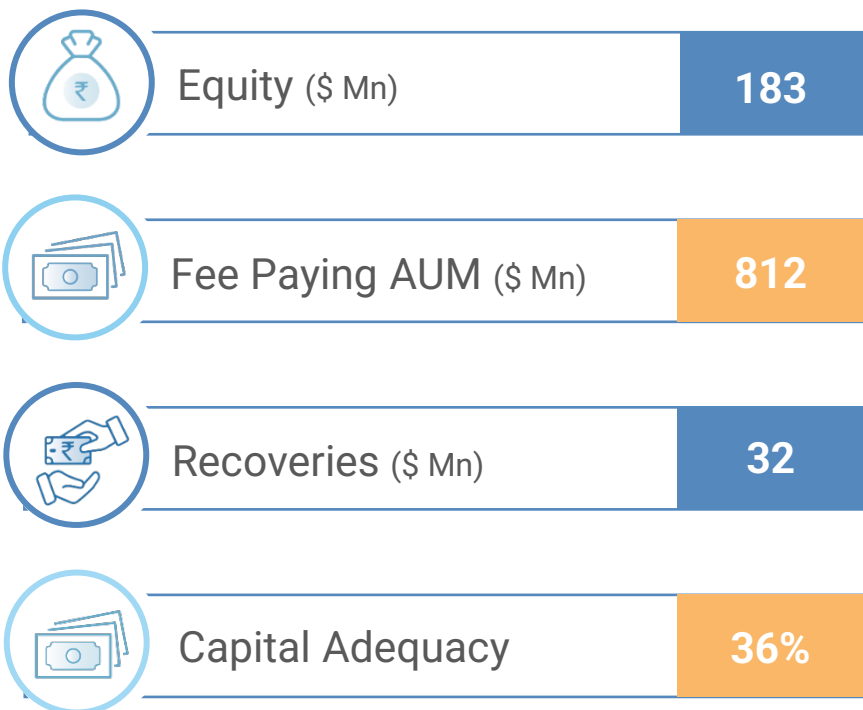


Active Folios (# in Lakhs)



Asset Reconstruction: Business performance snapshot

Key Metrics for the quarter



Business Update

Recovered \$32 Mn in the quarter

Acquired \$32 Mn retail assets in the quarter

Share of retail assets in capital employed increased to 26%

Annualized RoE for the quarter improved to 13%, up ~200 bps YoY

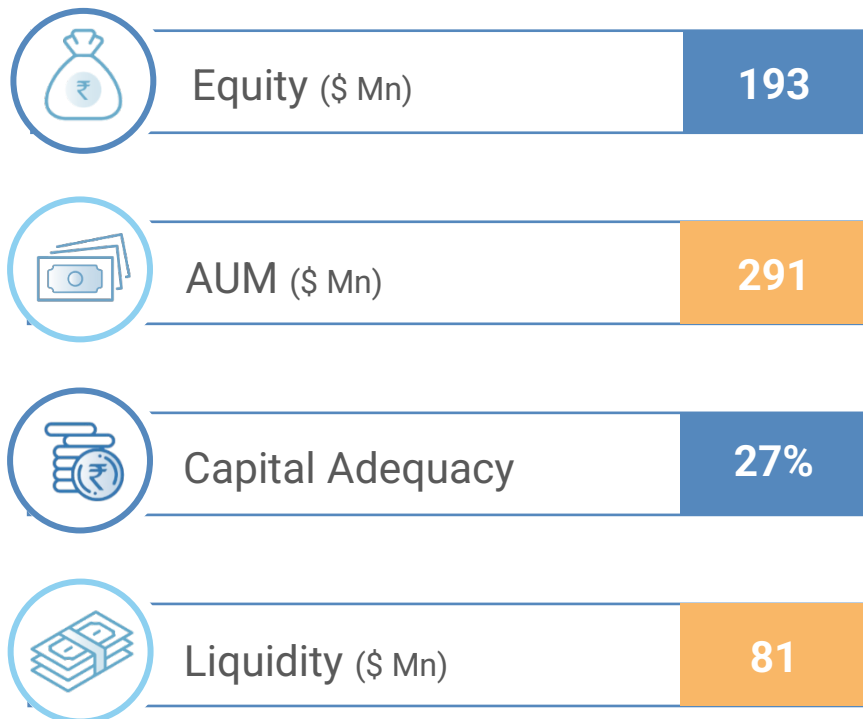
Asset Reconstruction: Financial performance snapshot

\$ Mn

	Quarter ended Jun 26	Quarter ended Jun 25
Fee Paying AUM	812	1,100
Capital Employed	318	290
<i>Wholesale assets</i>	237	227
<i>Retail assets</i>	81	63
Equity	183	311
Net Revenue	16	17
Opex	4	3
Profit after Tax	8	10

NBFC: Business performance snapshot

Key Metrics for the quarter



Business Update

Disbursals of \$37 Mn in MSME loans in the quarter, tripled YoY

Gross loan book at \$225 Mn, up 90% YoY

Portfolio continues to strengthen –

- GNPA at 2.19%, improved 100 bps YoY
- NNPA at 1.23%, improved 60 bps YoY

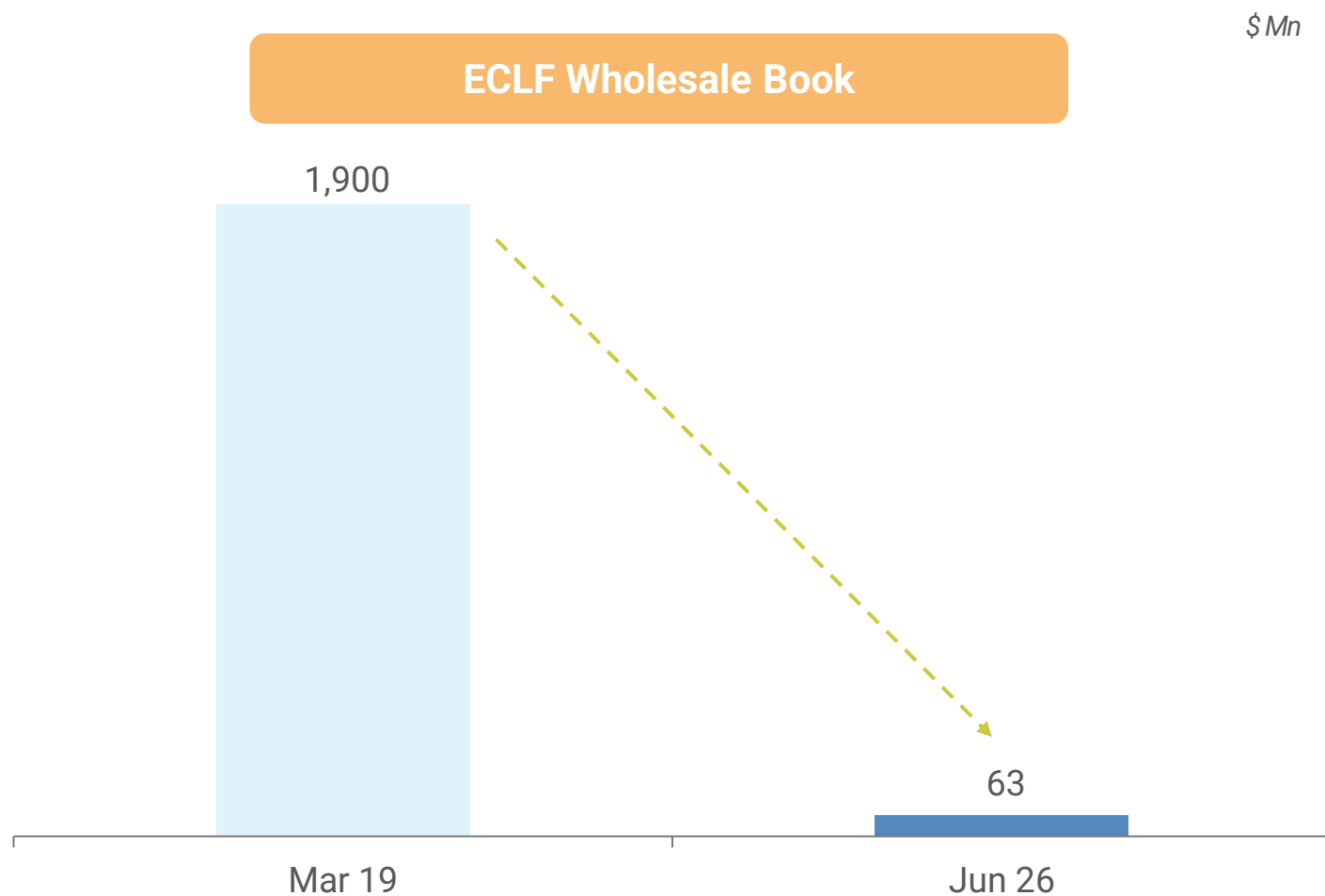
Wholesale book reduced to \$63 Mn from peak of \$1,900 Mn in Mar 19

NBFC: Financial performance snapshot

\$Mn

	Quarter ended Jun 26	Quarter ended Jun 25
AUM	291	357
Gross Loan Book	225	118
Gross Revenue	20	18
Net Revenue	8	4
Opex	6	3
Credit Cost	1.0	(0.2)
Profit after Tax	0.4	0.6
GNPA	2.19%	3.16%
NNPA	1.23%	1.84%

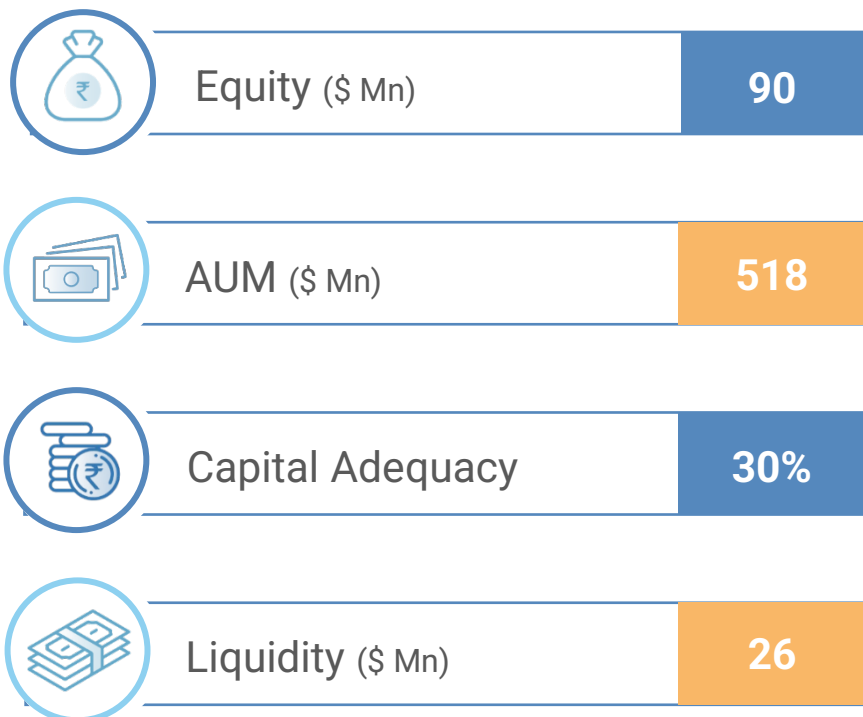
Successfully wound down the ECLF wholesale book



Wholesale book down to near zero from a peak of \$1,900 Mn

Housing Finance: Business performance snapshot

Key Metrics for the quarter



Business Update

AUM at \$518 Mn, up 14% YoY

Disbursals of \$23 Mn in the quarter

- GNPA at 2.91%
- NNPA at 2.37%

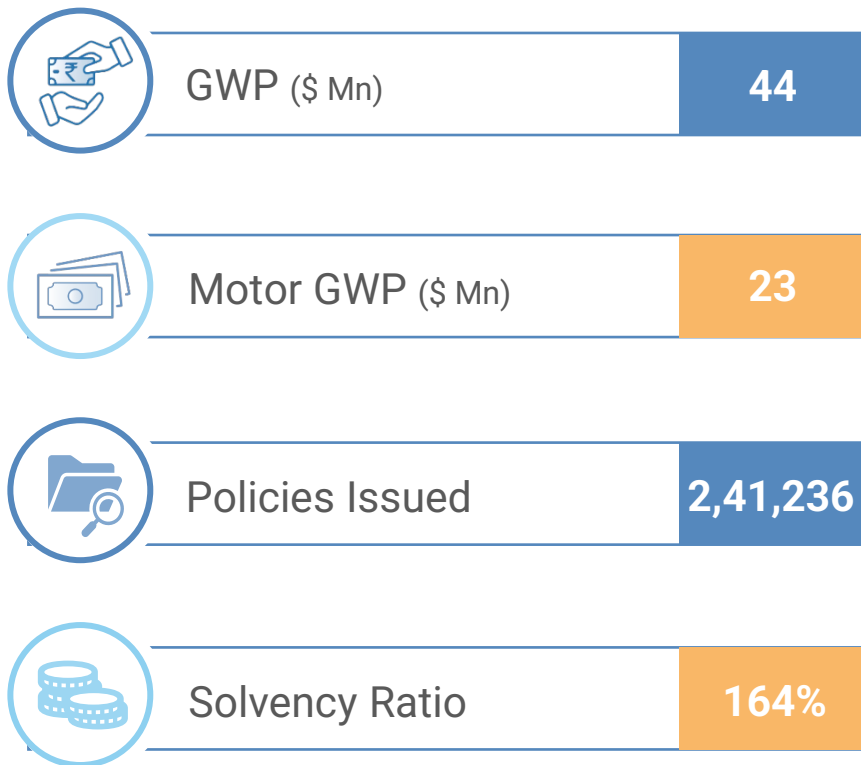
Housing Finance: Financial performance snapshot

\$ Mn

	Quarter ended Jun 26	Quarter ended Jun 25
AUM	518	455
Gross Loan Book	366	338
Gross Revenue	14	15
Net Revenue	5	6
Opex	5	5
Credit Cost	0.6	0.4
Profit after Tax	(0.5)	0.4
GNPA	2.91%	2.50%
NNPA	2.37%	2.06%

General Insurance: Business performance snapshot

Key Metrics for the quarter



Business Update

Gross written premium (GWP) increased by 58% YoY in the quarter; Motor accounted for 52% of GWP

Gross direct premium income (GDPI) grew 62% YoY in the quarter vs. industry growth at 11%

Motor segment GDPI grew 71% YoY in the quarter vs. industry growth at 14%

Issued 2,41,236 policies in the quarter, up 68% YoY

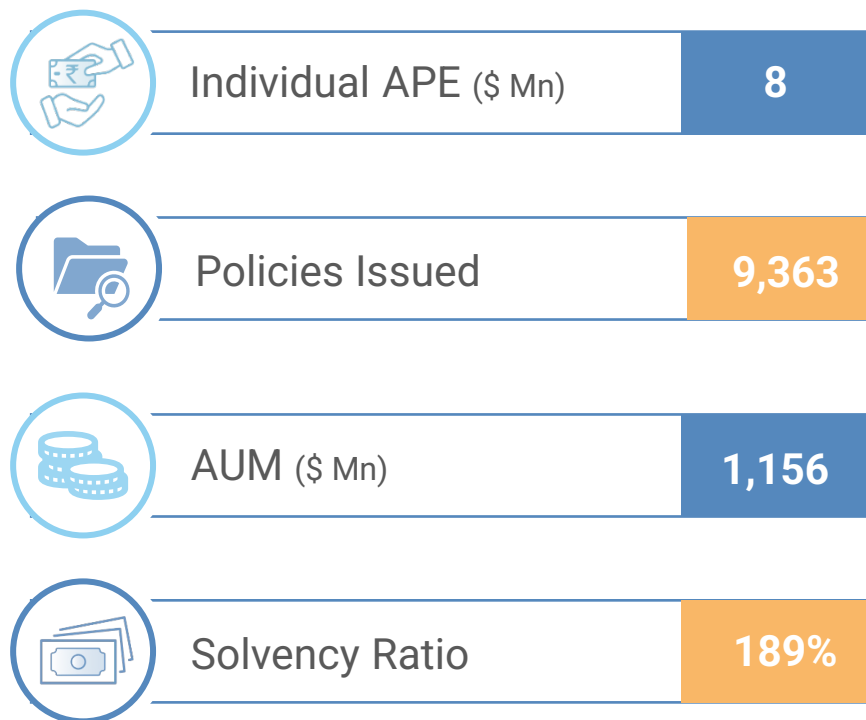
General Insurance: Financial performance snapshot

\$ Mn

	Quarter ended Jun 26	Quarter ended Jun 25
Gross Written Premium	44	28
Net Premium Income	21	16
Investment & Other Income	9	7
Total Income	30	23
Policy related expenses	17	14
Other expenses	13	10
Profit after Tax	(0.4)	(0.6)

Life Insurance: Business performance snapshot

Key Metrics for the quarter



Business Update

Gross premium of \$30 Mn in the quarter

Issued 9,363 policies in the quarter

Total AUM at \$1,156 Mn, up 13% YoY

Embedded Value at \$244 Mn

Par and Non-Par products constituted 77% of new business premium in the quarter

Life Insurance: Financial performance snapshot

\$ Mn

	Quarter ended Jun 26	Quarter ended Jun 25
Gross Premium	30	30
Net Premium Income	29	29
Investment & Other Income	50	38
Total Income	80	67
Policy related expenses	65	48
Other expenses	18	19
Profit after Tax	(3.2)	0.2*

*Quarter ended Jun 25 PAT includes one-off treasury gains of \$5 Mn



Governance & Corporate Responsibility

7 Member Board with 4 Independent Directors



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
- Served as Member of Monetary Policy Committee, RBI



Mr. Shiva Kumar

Independent Director

- Served as Deputy Managing Director at State Bank of India
- Former Managing Director of State Bank of Bikaner & Jaipur (now merged with the State Bank of India)
- Served as representative of Associate Banks on the Managing Committee of Indian Banks' Association
- Received the 'Business Leadership Award' from the Institute of Public Enterprises



Mr. Balagopal Chandrasekhar

Independent Director

- Ex-IAS officer and former Chairman of Federal Bank Limited
- Founded Penpol Pvt. Ltd., currently one of the largest hi-tech bio-medical devices manufacturers
- Serves as Member of the Governing Council of the Centre for Management Development, Trivandrum



Mr. Rajiv Jalota

Independent Director

- Ex-IAS officer with over 35 years of experience
- Served as Chairman, Mumbai Port Authority (as Secretary to Government of India) and Indian Ports Association
- Served as Additional Chief Secretary (Finance), Maharashtra and as GST Commissioner, Maharashtra



Our contribution to building a more sustainable tomorrow

EdelGive Foundation's commitment to investing in communities

As on Jun 26

Impact metrics since inception up to quarter ended Mar 26



65 Districts
across 15 States



26
NGO Partners



26
Active Grants

Quality Education

2.2 Cr children impacted
1,26,514 schools reached
7.6 lakh teachers trained

Community Resilience and Climate Action

2.65 lakh Individuals trained
14,887 watershed structures
repaired/built

Women Empowerment

2.87 lakh women supported
43,351 grassroots leaders
21,312 survivors rehabilitated

- **\$1.43 Mn** cashflow from Edelweiss CSR contribution in quarter ended Jun 26
- Since inception, mobilized **\$174 Mn** through commitments, partnered with **324** high caliber NGOs and spearheaded over **150** capacity building projects
- Enabled an increase of average **211%** in the annual budgets of NGO supported by EdelGive in last 10 years till FY25



Safe Harbour

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Safe Harbour

Net worth figures include MI. BVPS is calculated on net worth post MI. Business PAT figures are presented pre MI unless stated otherwise.

- Slide 4,7,14: Debt excludes CBLO and securitisation liabilities. Net debt is gross debt minus high quality liquid assets.
- Slide 7,11: Customer reach includes MF folios, individuals covered under Group Insurance policies for LI and customers serviced since inception for GI.
- Slide 15,16: Numbers are based on management estimates. 3 years+ liabilities exclude Equity; Assets and Liabilities do not include Insurance businesses.
- Slide 10,20,30,31,33,34: NBFC and HFC AUM includes gross loan book, SR investments and assigned book.
- Slide 10,37: LI AUM includes Shareholders and all Policyholders fund and is calculated in accordance with IGAAP.
- Slide 30,31: NBFC AUM, gross loan book, GNPA, NNPA and financials for quarter ended Jun 25 have been restated on account of merger between ECLF and ERFL.