



# Edelweiss Financial Services Limited

*Q3FY20 Earnings Update*





1

Quarterly Performance Highlights

---

2

Business Performance Highlights

---

3

Liquidity Management

---

4

Balance Sheet Highlights

---

5

ESG at Edelweiss

---



## Quarterly Performance Highlights – Q3FY20



**Edelweiss**  
Ideas create, values protect

# Edelweiss Business Group Snapshot – 9MFY20



## Credit

- Retail Credit
- Corporate Credit

## EGIA

- Wealth Management
- Capital Markets
- Asset Management
- Asset Reconstruction

## Insurance

- Life Insurance
- General Insurance

9MFY20	INR Cr
Equity	5,912
PAT	154
Minority Investors	CDPQ

9MFY20	INR Cr
Equity	2,629
PAT	450
Minority Investors	CDPQ, Kora, Sanaka

9MFY20	INR Cr
Equity	905
PAT	(242)
Minority Investors	Tokio Marine (LI)

# Edelweiss At a Glance – 9MFY20



**Ex-Insurance Net Worth**

**₹ 7,221 Cr**

**Balance Sheet EOP**

**₹ 48,193 Cr**

**Ex-Insurance PAT**

**₹ 348 Cr**

**BVPS**

(FV ₹1)

**₹ 87.1**

**Basic EPS**

(FV ₹1)

**₹ 2.25**

# Financial Snapshot – Q3FY20



INR Cr	EOP Equity	Profit after Tax
<b>Total Pre Minority</b>	<b>10,163</b>	<b>35</b>
Credit	5,912	7
EGIA ARC	2,225	113
EGIA Advisory	404	38
Insurance	905	(88)
BMU & Corporate	717	(35)
<b>Minority Interest (MI)</b>	<b>2,418</b>	<b>19</b>
<b>Total Consolidated Post MI</b>	<b>7,745</b>	<b>17</b>
<b>Total Ex-Insurance Post MI</b>	<b>7,221</b>	<b>74</b>

Equity includes investment by CDPQ of INR 1,040 Cr, Kora Management of INR 177 Cr and Sanaka Capital of INR 117 Cr



## 1 Comfortable Equity Position

- Received first tranche of ~INR 300 Cr from Kora Management and Sanaka Capital against their committed investment
- Debt Equity Ratio declined further to 2.9x; Capital adequacy ratio stood at 21.4%

## 2 Improvement in Overall Liquidity

- Overall Liquidity stood at ~INR 10,300 Cr which is 22% of balance sheet; Includes undrawn bank lines of ~INR 700 Cr
- Repaid borrowings of INR 5,100 Cr during the quarter

## 3 Asset Management AUM grew at 42% YoY

- Received capital commitment of INR 1,750 Cr in Completion financing fund launched with Meritz Group; Deployed ~INR 1,400 Cr as on Q3FY20 from the fund
- Mutual Fund AUM doubled to INR 24,100 Cr; Raised ~INR 12,400 Cr in Bharat Bond ETF - India's first Corporate Bond ETF. We now rank 16<sup>th</sup> in the Mutual Fund industry



## 4 Earnings

- Muted quarter on account of lower interest income in credit book, elevated credit costs and liquidity management costs
- Customer franchise continues to expand in Advisory businesses

## 5 Capital-light Credit Business

- Sell down of corporate credit book of ~INR 1,050 Cr to completion financing fund. The equity and liquidity released will be available to grow the retail credit book

## 6 Asset Quality of Credit Book

- Gross NPA and Net NPA stood at 2.76% and 1.97% as of 31<sup>st</sup> December, 2019 respectively
- For 9MFY20, explicit credit cost was at INR 608 Cr and implicit cost due to reversal of income was at INR 62 Cr



# PAT Distribution Across Businesses



INR Cr	Q3FY19	Q2FY20	Q3FY20
<b>Total Consolidated Post MI PAT</b>	<b>226</b>	<b>51</b>	<b>17</b>
<i>Credit</i>	176	37	7
<i>EGIA ARC</i>	82	44	64
<i>EGIA Advisory</i>	75	53	39
<i>Insurance</i>	(47)	(42)	(57)
<i>BMU &amp; Corporate</i>	(60)	(41)	(36)
<b>Total Ex-Insurance Post MI PAT</b>	<b>273</b>	<b>93</b>	<b>74</b>
<b>Balance Sheet</b>	<b>55,822</b>	<b>49,734</b>	<b>48,193</b>

# Key Profitability Ratios



Ex-Insurance	Q3FY19	Q2FY20	Q3FY20
PPOP	4.5%	2.8%	3.0%
Credit Costs	0.8%	1.5%	1.9%
RoA	2.4%	1.0%	1.0%
RoE	15.6%	5.1%	4.1%
Cost to Income Ratio	51%	56%	56%
Consolidated	Q3FY19	Q2FY20	Q3FY20
RoA	1.8%	0.5%	0.3%
RoE	11.9%	2.6%	0.9%
Cost to Income Ratio	64%	73%	76%

**Ex-Insurance RoA and RoE for 9MFY20 are at 1.2% and 6.5%**

# Key Focus Areas



1

Conservative Debt Equity Ratio

2

Strong Liquidity Position

3

Shift in Credit Strategy

4

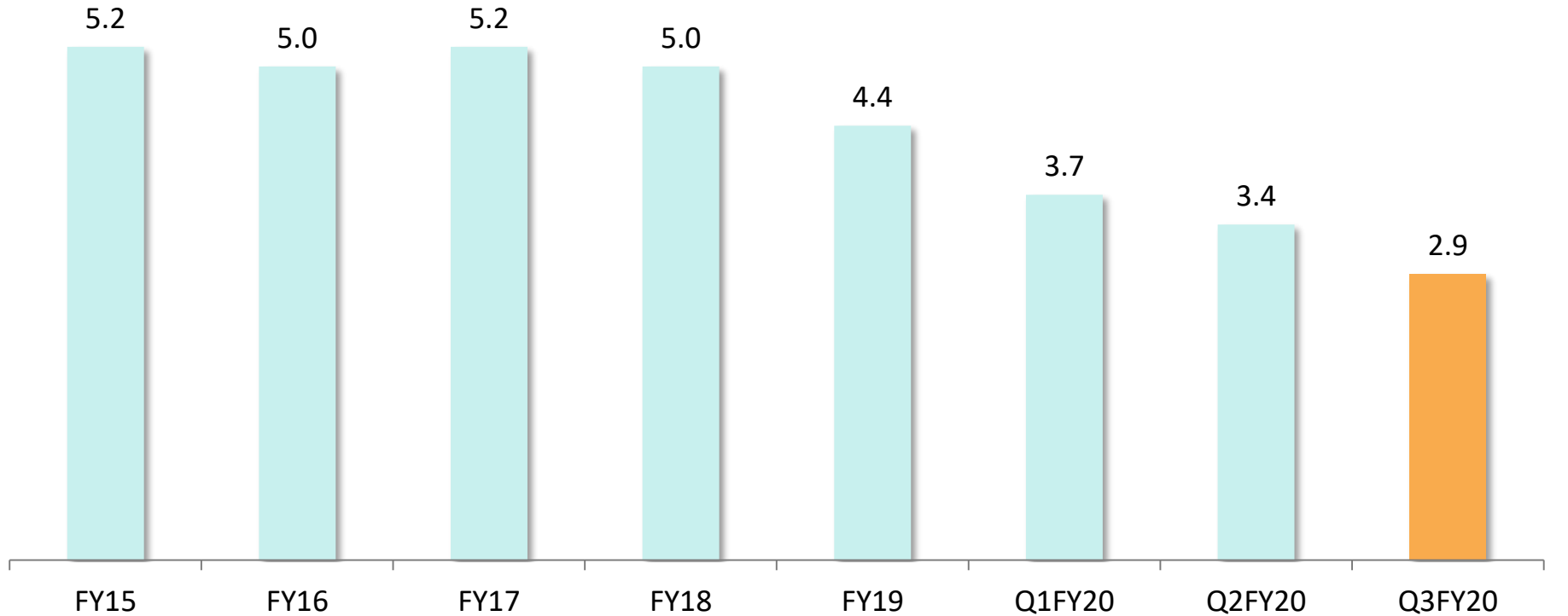
Steady Growth of Customer Assets

5

Strong Partnerships

# 1 Equity Infusion Lowers D/E Further

D/E (Excluding Treasury Assets)

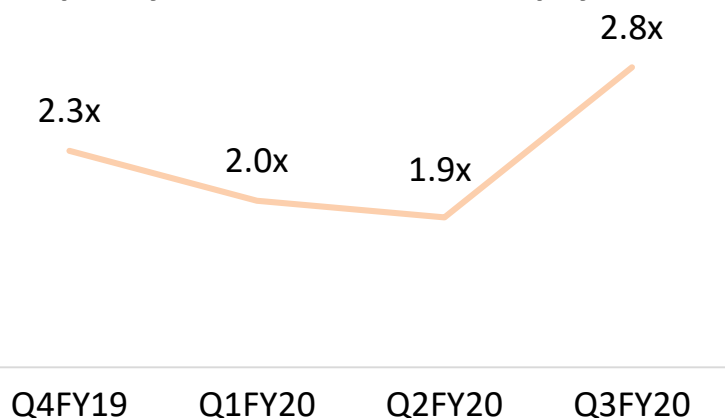


Low D/E ratio gives us headroom for growth when environment stabilizes

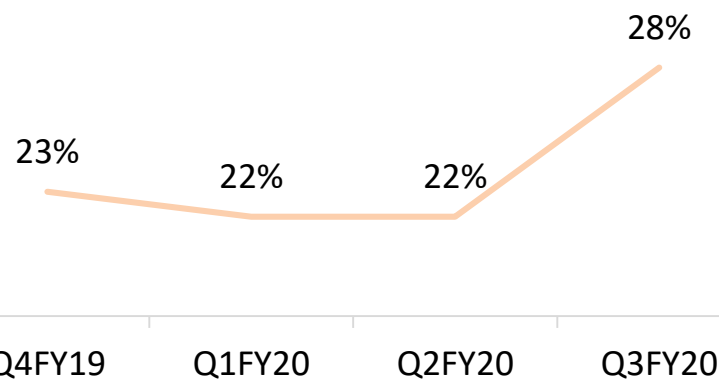


## 2 Improvement in Overall Liquidity

**Liquidity Available/3 Month Repayments**



**Liquidity Available as a % of Total Borrowings**



### Key Highlights

- Transfer of wholesale mortgage book to Completion Financing Fund has generated liquidity of INR 750 Cr
- Raised ~INR 500 Cr through Retail NCD issuance which was oversubscribed; Total retail NCD issuance over the last 12 months of INR 1,600 Cr
- Raised long-term debt of ~INR 1,250 Cr in our Asset Reconstruction business
- Generated net liquidity of ~INR 1,000 Cr via Essar Steel resolution



### 3 Shift in Credit Strategy

#### **Retail Credit:**

- Continue our focus on growing in affordable housing and SME segment both organically and through partnering with banks for co-origination
- Revamp our customer outreach and delivery model by making deep investments in technology and analytics
- Leverage the investments made in expanding geographical footprint across the country

#### **Corporate Credit:**

- Our stated aim has been to grow corporate credit in fund format by partnering with other investors in Alternatives
- In this quarter, we intend to do a detailed review of our corporate credit book and review, update the Expected Credit Loss (ECL) model
- This should allow us to give a detailed picture of asset quality to all the stakeholders and prospective investors and expedite the sell down of corporate credit book

**We expect ratio of retail to corporate credit to be ~75:25 over the next 2 years**

## Customer Assets have Grown Despite Credit Dislocation



As on 31<sup>st</sup> December, 2019 (rounded off to nearest 100)

### Customer Assets

INR Cr

YoY Growth

217,900

14%

Assets under Advice (Wealth Management)

111,200

11%

Funds under Management (Asset Management)

50,200

42%

Asset Reconstruction (ARC) Assets under Management

34,500

(10%)

Assets under Custody & Clearing

22,000

24%

**The franchise remains strong across all our advisory businesses**

## 5 Strategic Investors and Partners in Edelweiss Group



CDPQ



Tokio Marine



Allianz



SANAKA



Arthur J. Gallagher



Bank of Singapore



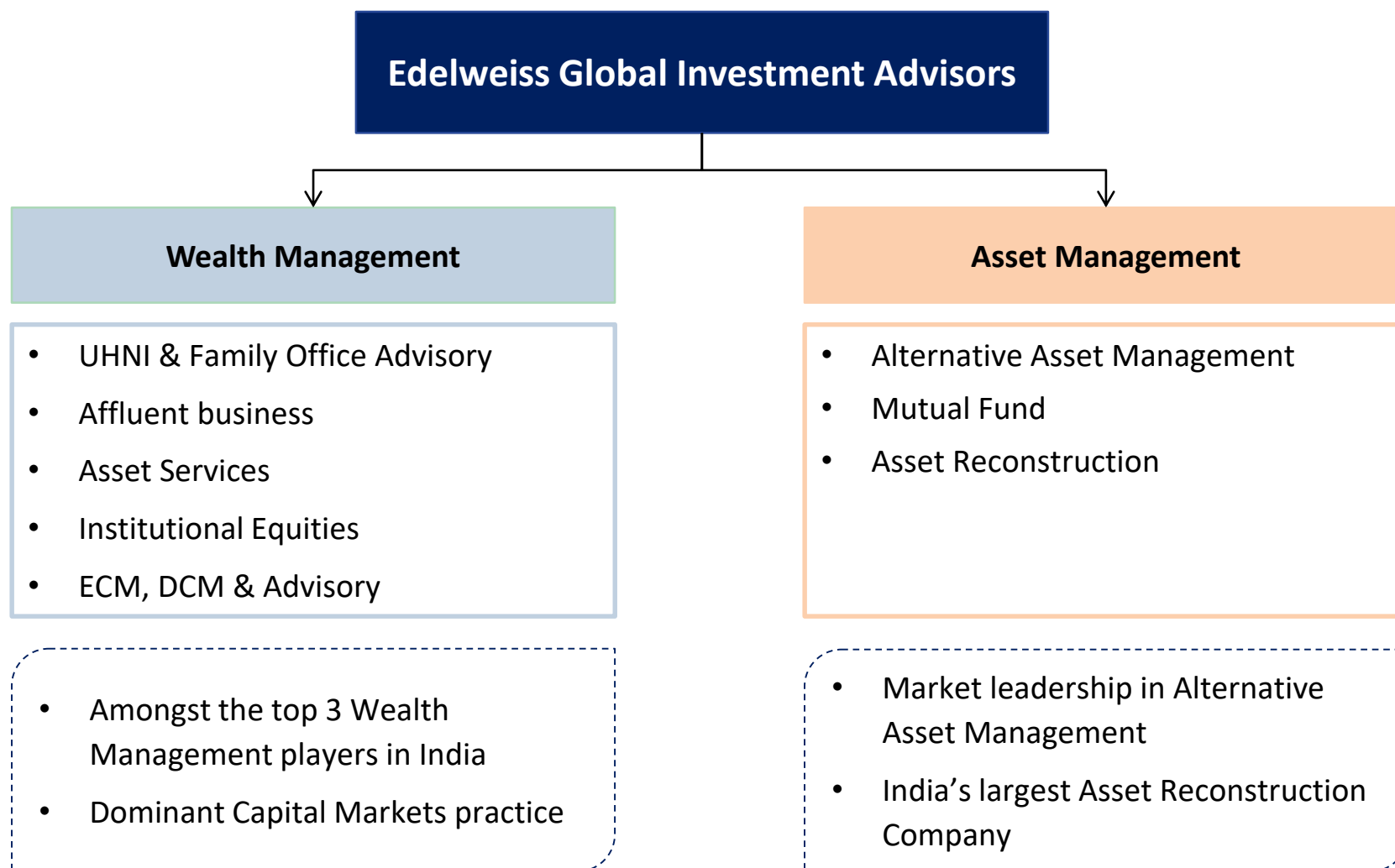




# Edelweiss Global Investment Advisors (EGIA)

## *Overview*

# Customer Assets ~ INR 2.2 Trillion in EGIA



# Strategic Advantage of EGIA



Integrated and comprehensive business model

Innovative customer centric solutions

Sustainable edge and leadership in the segments of our choice

Diversified and balanced revenue streams with high operating leverage

Deep Specialization around client segments

# Key Imperatives to Achieve Strategic Objectives



Continue to focus on customer obsession to drive innovation

Technology driven platform to deliver superior customer experience and drive cost efficiencies

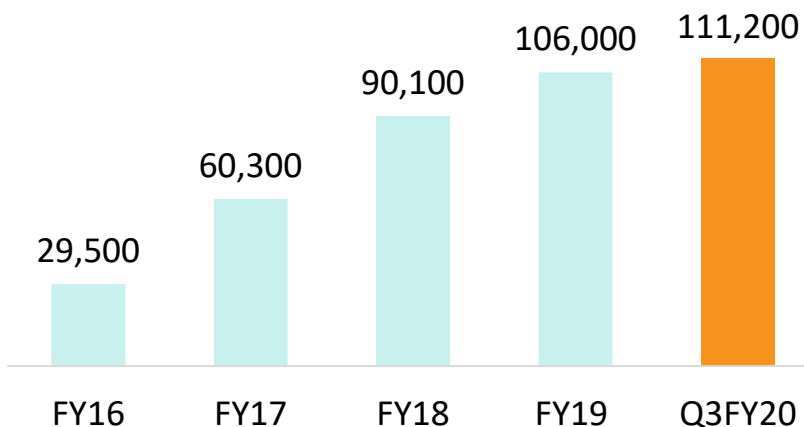
Further strengthen processes for maintaining highest standards of governance and risk management

**With these measures, we will continue to remain market dominant in each of the businesses**

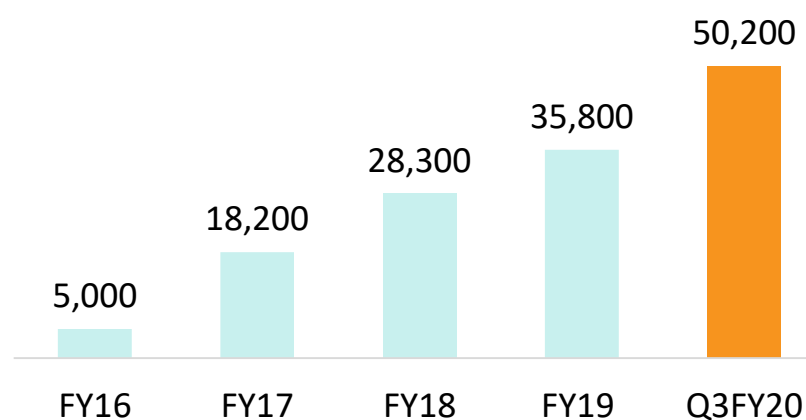
# Significant Scale Established in the Last Few Years



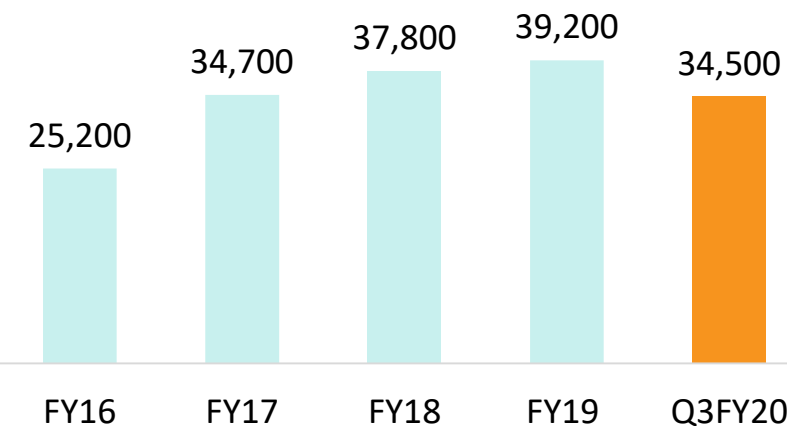
**Wealth Management AuA (INR Cr)**



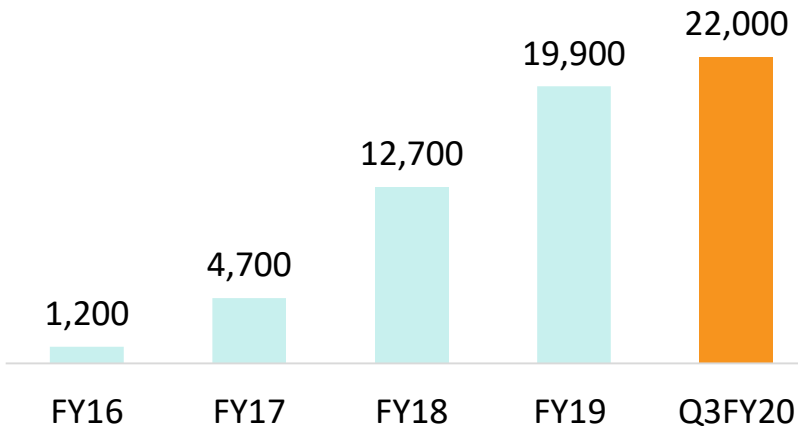
**Asset Management AUM (INR Cr)**



**ARC AUM (INR Cr)**



**Asset under Custody (INR Cr)**



# EGIA Business Performance Snapshot



Q3FY20 (INR Cr)	Total	Wealth Management & Capital Markets	Asset Management & ARC
EOP Equity	2,629	306	2,323
Net Revenue	507	192	315
Cost to Income	49%	77%	32%
PAT	151	32	119

Customer Assets	Assets under Advice and Custody	Assets under Management
	133,200	94,100

**PAT yield was at 11 bps and 6 bps for Wealth Management and Asset Management business respectively during the quarter**

# EGIA Structure Update



- We had embarked on the journey of creating three separate business verticals : Credit, Advisory and Insurance in 2017
- A holding company is created which will house all the entities of 'Edelweiss Global Investment Advisors' (EGIA) businesses – Wealth Management & Capital Markets, Asset Management and Asset reconstruction
  - The restructuring process is under way and is expected to be completed by June 2020
- We have raised total equity of INR ~1,400 Cr from CDPQ, Kora Management and Sanaka Capital in the EGIA operating companies of which we have received INR ~800 Cr till date
- An independent EGIA will be able to build its business including having enough capital to finance its wealth management clients



# Edelweiss Global Investment Advisors

*Wealth Management . Capital Markets*





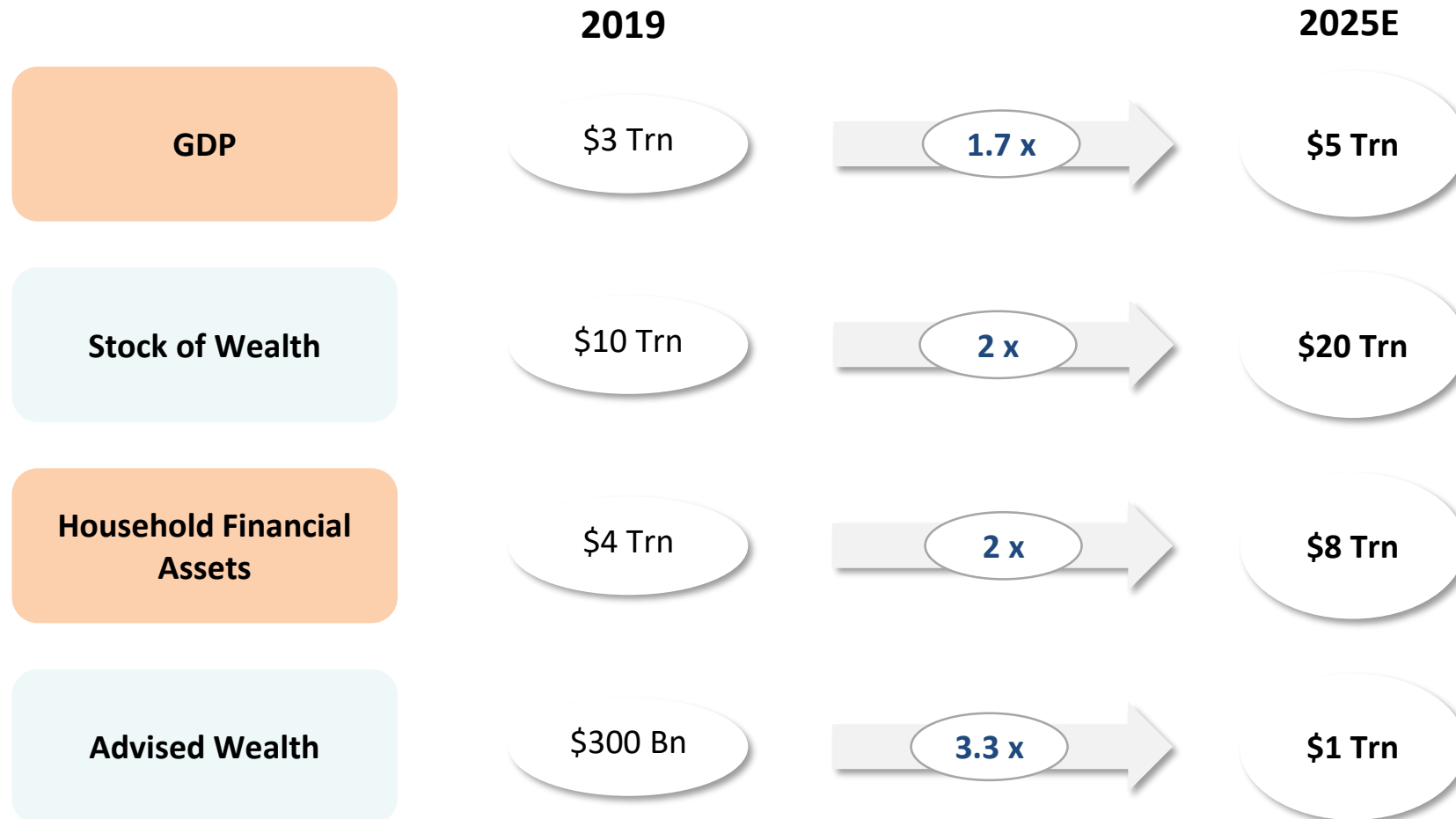
# Indian Savings Shifting to Financial Assets Has Created...



Savings Distribution (\$ Bn)	FY 12	FY 18	CAGR
Currency	15.2	67.6	28%
Deposits	77.8	71.9	(1%)
Claims on government	(3.2)	11.8	NA
Insurance funds	28.2	47.0	9%
Shares and debentures	2.4	21.7	44%
Provident and pension funds	13.8	50.3	24%
<b>Total</b>	<b>134.2</b>	<b>270.3</b>	<b>12%</b>

Driven by demographics and increasing sophistication in investment choices

# ... A Scalable Business Opportunity in Wealth Management



**Demand is NOT a constraint**

# Overview of Our Wealth Management Business



## Entrepreneurs and Family offices

- Highest concentration of wealth
- OpCo advisory, InvsCo advisory and Wealth Structuring solutions

## CXO with ESOPs

- Low cost access to AAA quality client
- Financing and investment management solution

## Affluent clients

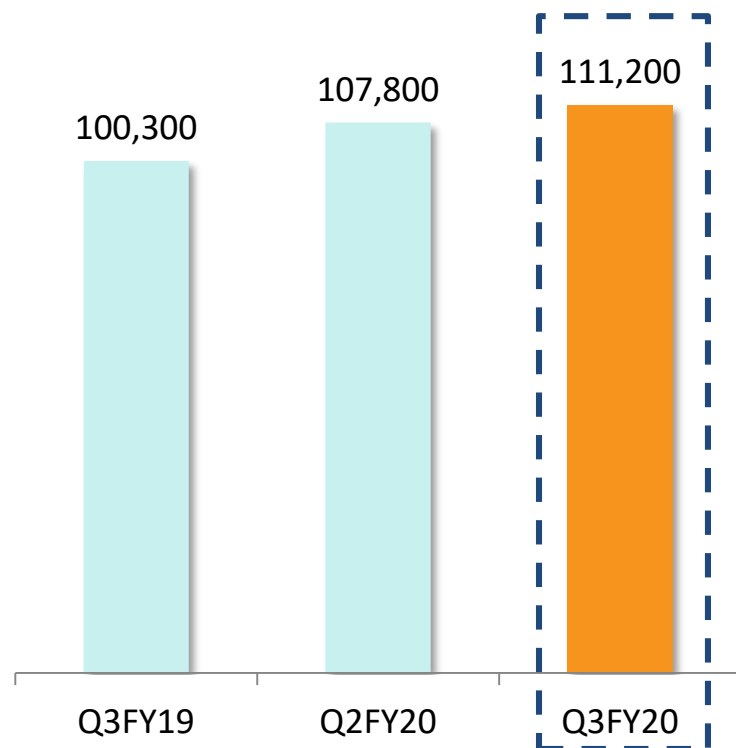
- Simple, profitable and scalable
- Unbiased advice and simple execution

## Institutions

- Multi-product offerings across investment banking and institutional equities
- Caters to corporate clients and institutional investors

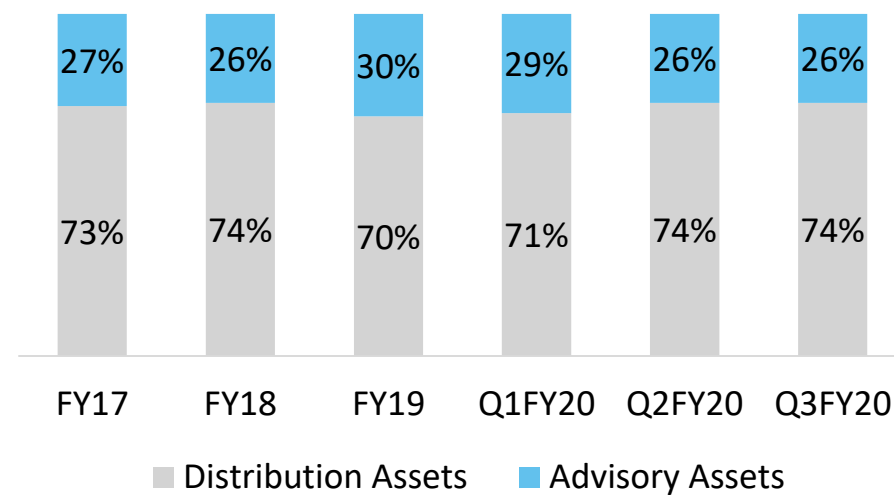
# Wealth Management

**Assets Under Advice**  
(INR Cr)



As on 31 <sup>st</sup> December, 2019	Number of Clients	Number of RMs
Ultra High Net Worth Individuals	~2,469	151
Affluent Investors	~5,50,000	761

**Wealth AUA Breakup**



# Net New Flows in Wealth Management



## Wealth Management AUA Movement in Q3FY20

(INR Cr)



# Capital Markets



## Key Equity Capital Market & Advisory Transactions



Block Trader  
Sole Broker  
October 2019



Demerger  
Sole Financial Advisor  
October 2019



Promoter Stake Sale  
Sole Broker  
October 2019



Private Equity  
Sole Financial Advisor  
November 2019



Initial Public Offering  
BRLM  
December 2019

\* Includes 156 crs Pre-IPO placement

## Key Debt Capital Market Transactions



Private Placement  
Arranger  
October 2019



**INDIAN  
RAILWAY  
FINANCE  
CORPORATION**  
(A Government of India Enterprise)

Private Placement  
Arranger  
November 2019



**Muthoot Finance**

Public Issue  
Lead Manager  
November 2019



Public Issue  
Lead Manager  
December 2019



# Edelweiss Global Investment Advisors

*Asset Management . Asset Reconstruction Business*

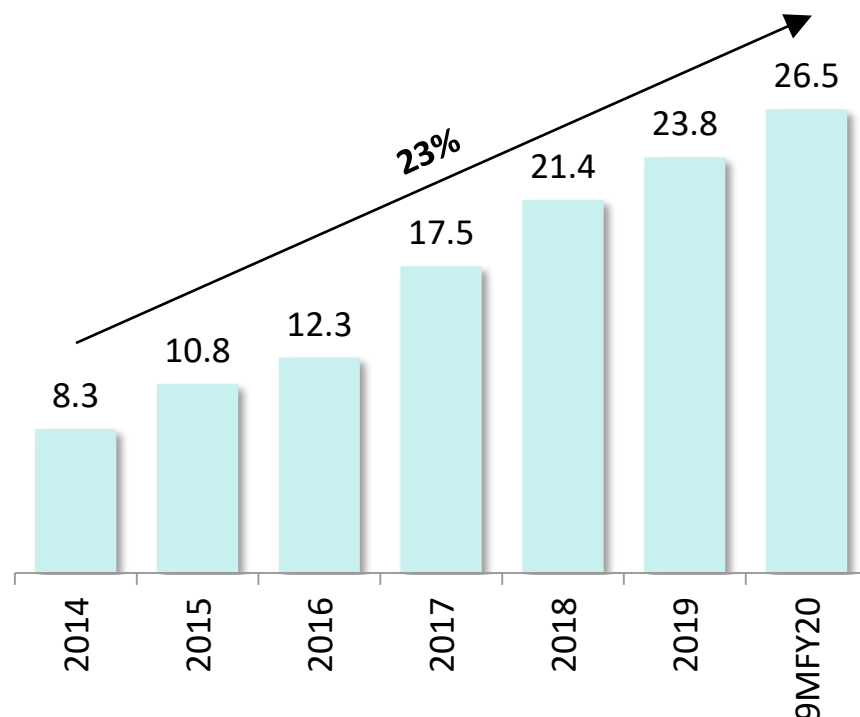


**Edelweiss**  
Ideas create, values protect

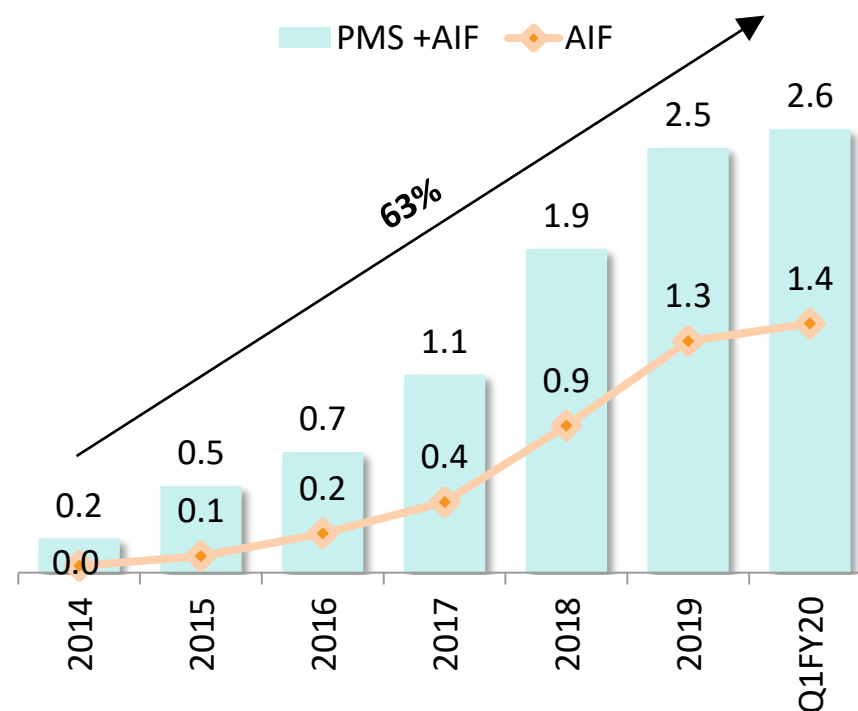
# Alternatives in India is on a High Growth Trajectory



AUM – Mutual Funds (INR Lac Cr)



AUM – Alternatives (INR Lac Cr)





# What Is Driving Growth In Alternatives?

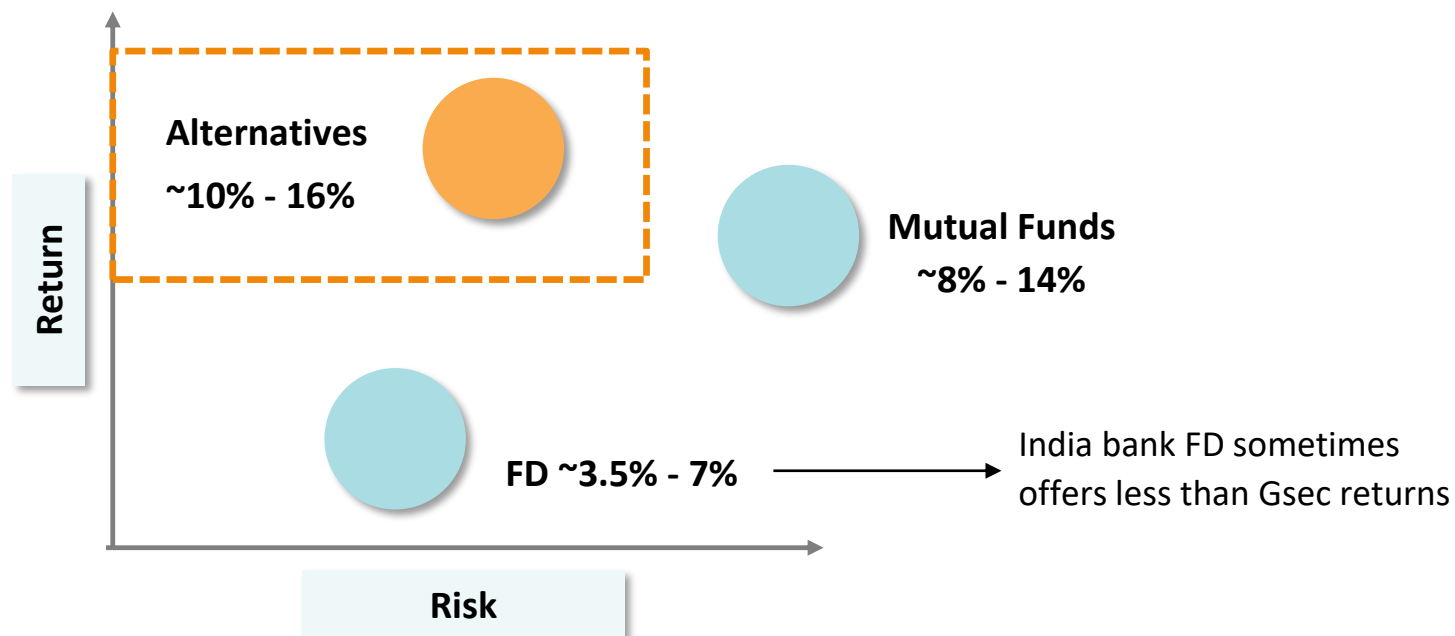


## Global demand

- Globally yields have come down
- India offers superior yields

## Domestic demand

- There is an increased appetite for yield amongst domestic investors



**Alternatives offer superior risk adjusted returns with diversification**

# Overview of Our Alternatives Business Strategies



## Structured Credit

- Operates at HoldCo / OpCo levels & is a Sector agnostic fund
- Returns in the form of Interest (coupon + redemption premium) + Upside Participation
- Secured credit with 1.5x – 2.5x collateral

## Distressed Credit

- Control-oriented investing in distressed assets through aggregation of banks / NBFC loans
- Also provide primary / last mile financing for repayment of existing loans
- Primarily Cash coupon & Redemption premium + equity / upside participation
- 1x collateral for debt; priority over cash flows in case of priority funding

## Real Estate Credit

- Private credit to residential projects in top 5 cities
- Cash coupon + upside participation
- ~1.5 – 2x cover through mortgage of project and escrow of cash flows

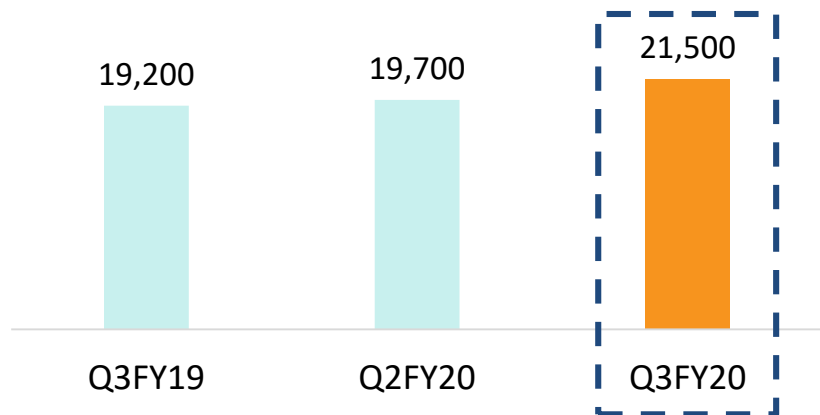
## Infrastructure Yield

- Acquire, own and operate operational Infrastructure assets in roads, renewable power and power transmission
- Focus on optimizing capital structure and improving operational efficiency
- No construction risk; minimal counterparty risk

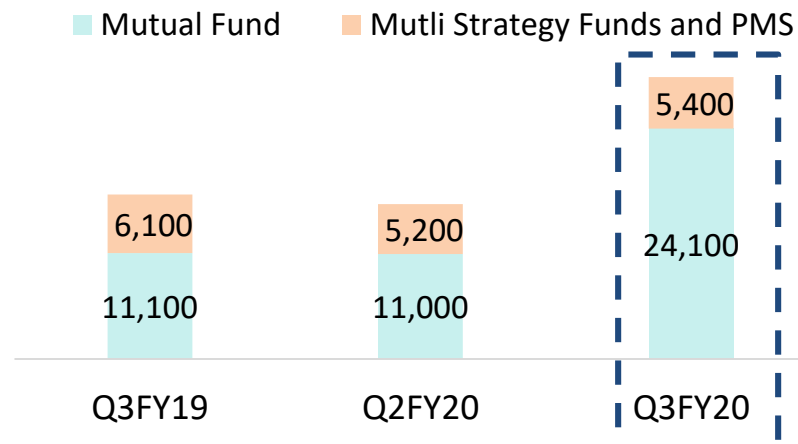
# Asset Management



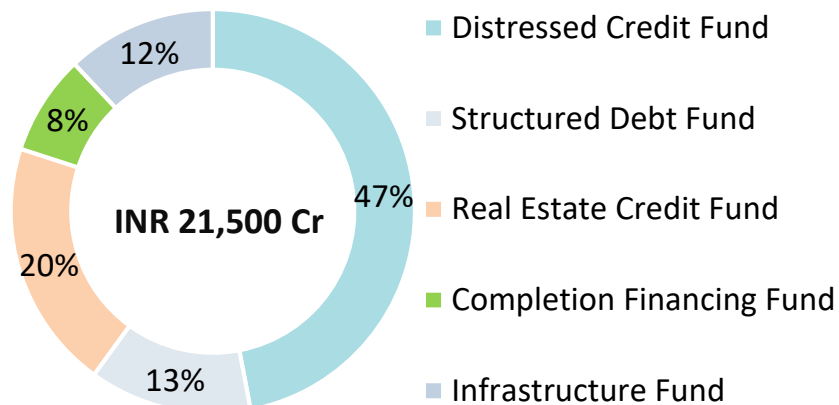
## Alternative Assets – Private Credit (INR Cr)



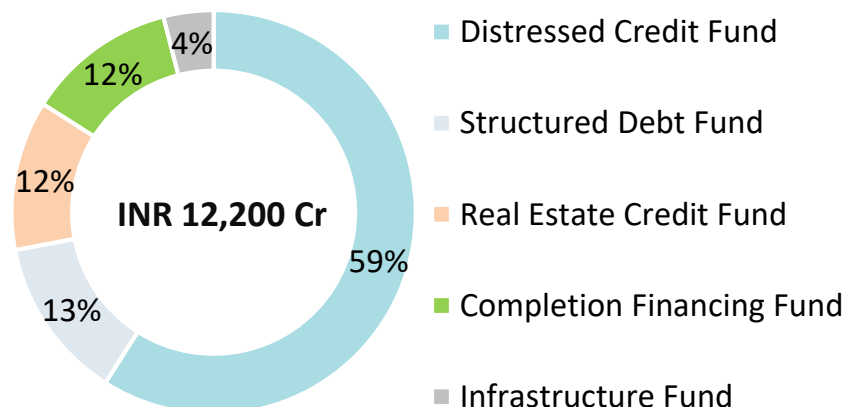
## Public Markets (INR Cr)



## Alternative Assets AUM as on 31<sup>st</sup> December, 2019



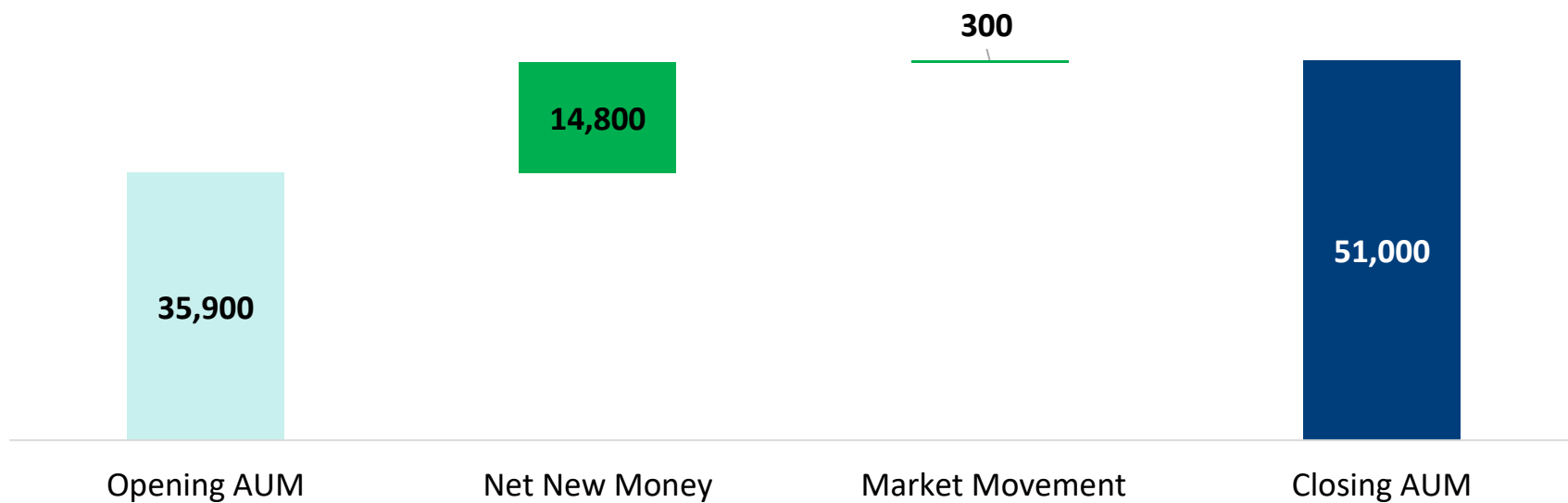
## Deployment in Alternative Assets till Date



# Net New Flows in Asset Management



**Asset Management AUM Movement in Q3FY20**  
(INR Cr)

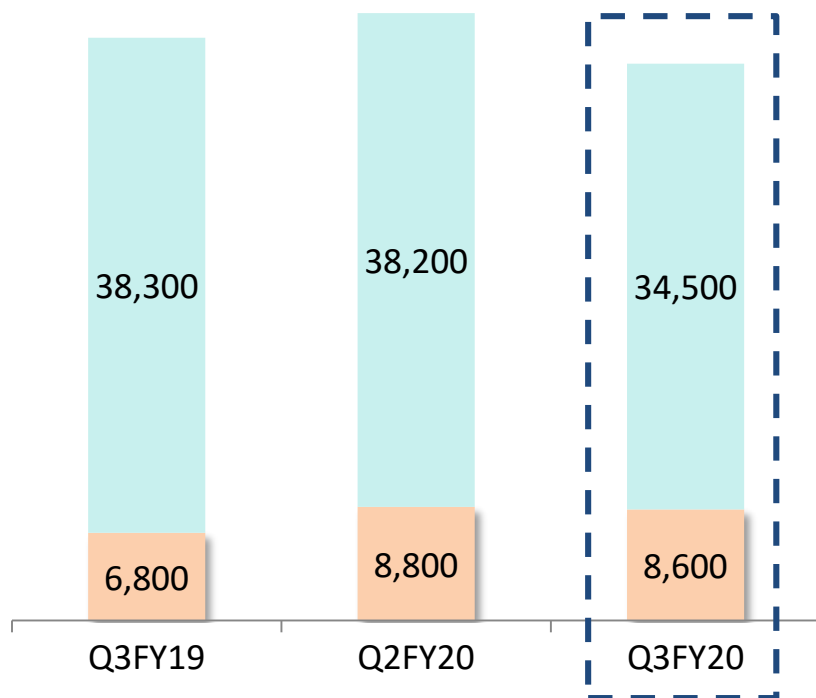


# Asset Reconstruction Overview

## AUM

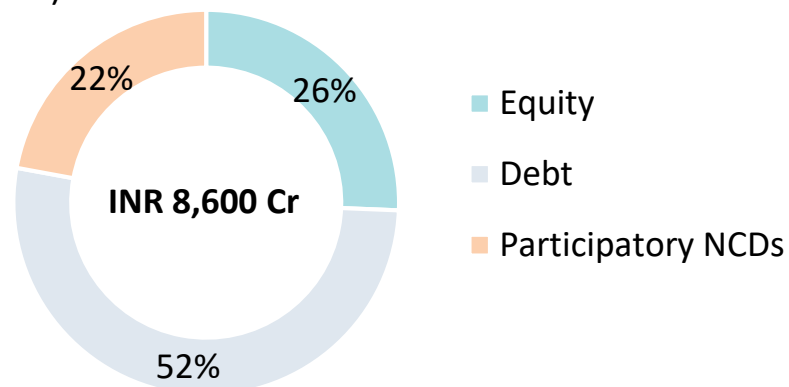
(INR Cr)

Edelweiss Contribution Investors Contribution



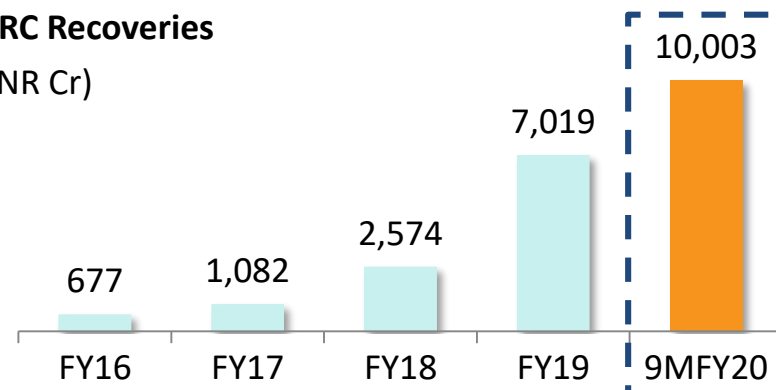
## Funding profile of Edelweiss's Contribution in ARC

(INR Cr)



## ARC Recoveries

(INR Cr)

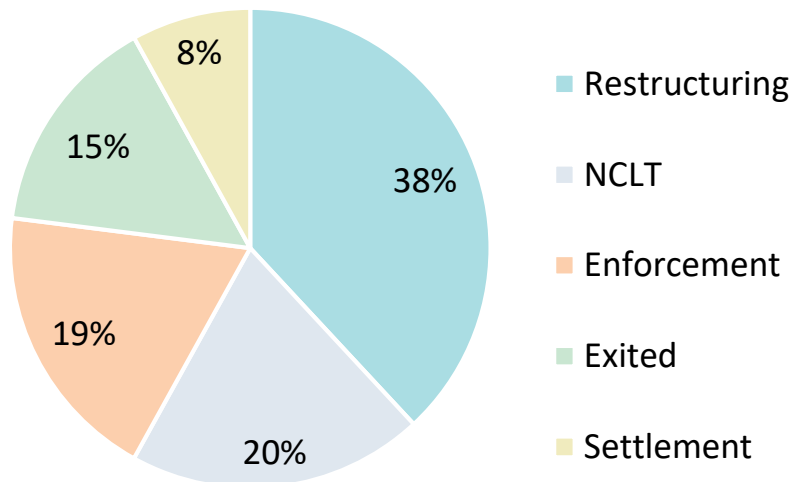


ARC pipeline remains robust

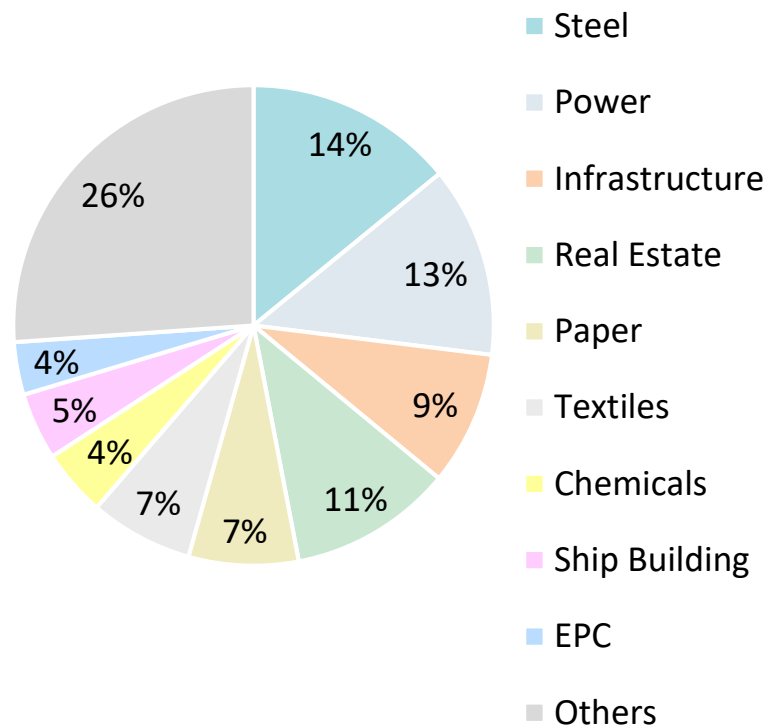
# Resolution Strategy and Top Industry Exposures



**SRs Issued : Resolution Strategy wise Break-up**



**SRs outstanding : Top 10 industry exposure %**

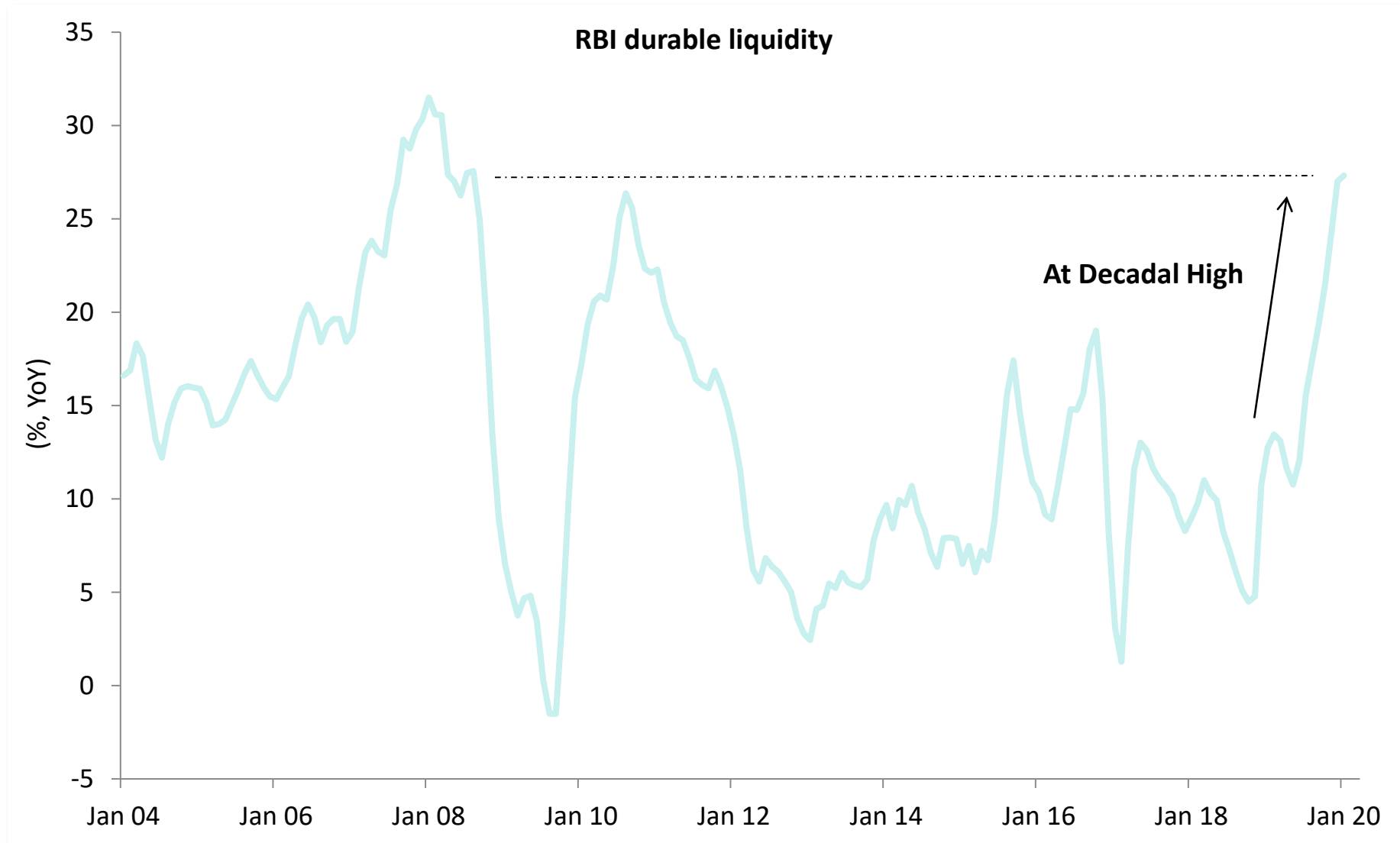




# Credit Business

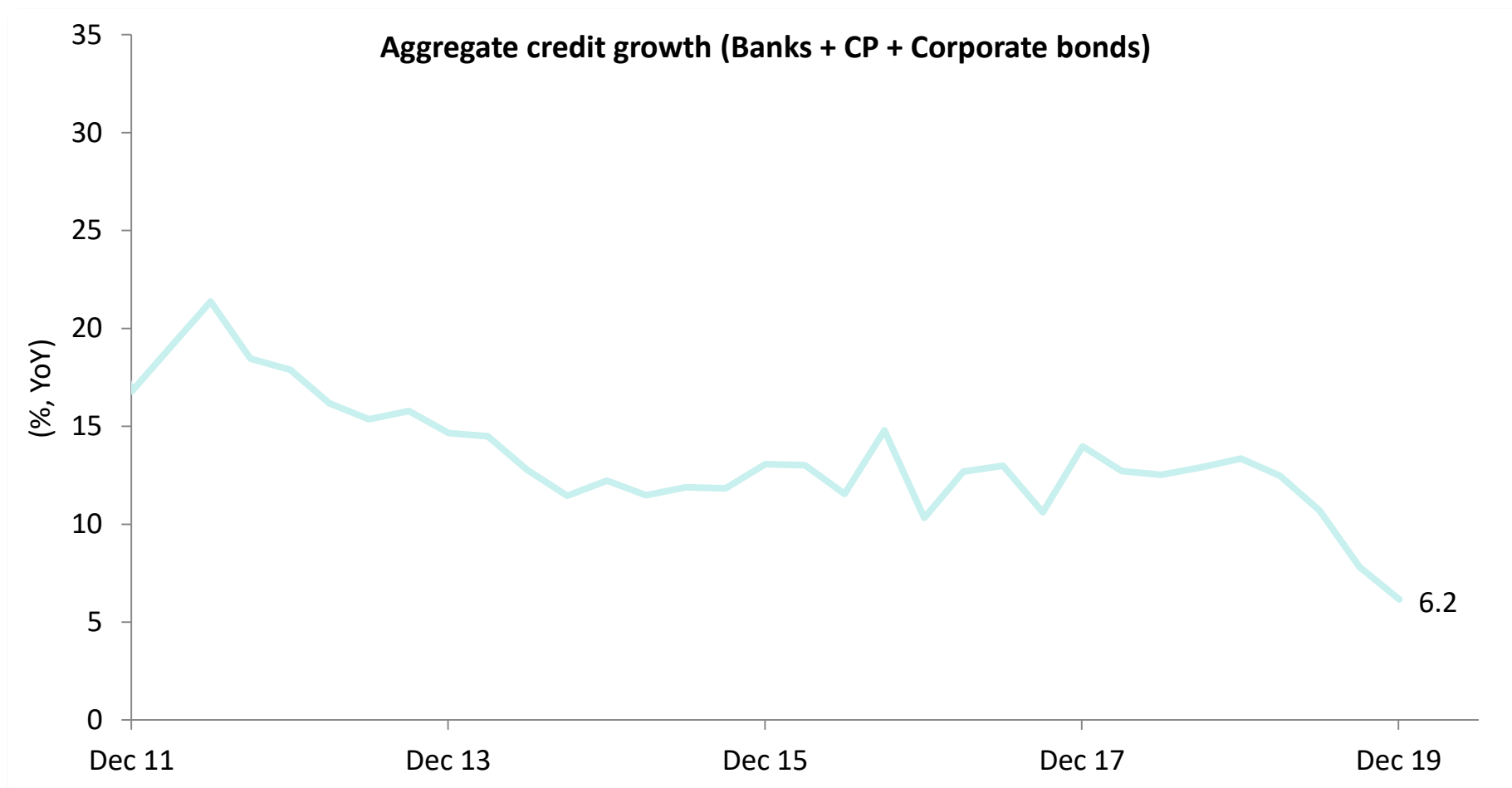
*Retail Credit . Corporate Credit*

# While There Is Enough Liquidity in The System..





## .. Credit Flow Continues To Be Clogged



**Credit growth expected to hit 58-year low in FY20**

# Credit Business Mix



As on 31 <sup>st</sup> December, 2019	Capital Employed (INR Cr)	%	
<b>Retail Credit</b>	<b>14,256</b>	<b>51%</b>	
Retail Mortgage	7,521	27%	Blend of loans to home owners and home buyers
SME & Business Loans	3,527	12%	Under-served and highly scalable market, key focus area
ESOP and Margin Financing	3,039	11%	Catering to customers in Wealth Mgmt and Capital Markets
Agri and Rural Finance	169	1%	Under-served market with low competitive intensity
<b>Corporate Credit</b>	<b>13,927</b>	<b>49%</b>	
Structured Collateralised Credit	4,186	15%	Customized credit solutions with robust risk management systems
Wholesale Mortgage	9,741	34%	Project financing for primarily residential properties
<b>Total Credit Book</b>	<b>28,183</b>	<b>100%</b>	

# Credit Business at a Glance



Credit Business (INR Cr)	Q2FY20	Q3FY20
Capital Employed	31,289	28,183
Average Interest Yield	14.6%	14.7%
Average Cost of Borrowing	10.5%	10.5%
Net Interest Margin	5.6%	5.7%
Net Interest Income	461	432
Cost to Income	49%	50%
Credit Costs	181	205
PAT (Pre MI)	37	7
RoA	0.4%	0.1%
RoE	3.2%	0.7%

# Credit Business Performance Snapshot



Q3FY20 (INR Cr)	Total	Retail	Corporate
EOP Capital Employed	28,183	14,256	13,927
EOP Equity	5,912	2,714	3,198
Net Interest Income	432	197	235
PAT	7	40	(33)
Net Interest Margin	5.7%	5.4%	5.9%
Cost to Income	50%	56%	45%
RoA	0.1%	1.1%	n/a
RoE	0.7%	9.3%	n/a

# Asset Quality at a Glance

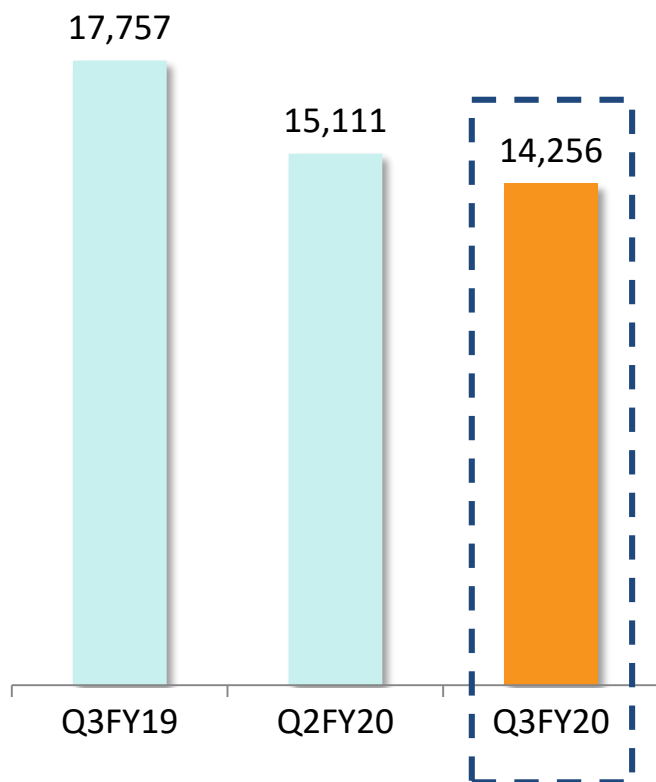


As on 31 <sup>st</sup> December, 2019 (INR Cr)	Q2FY20	Q3FY20
Credit Book	29,725	26,902
<i>Of which Stage 3</i>	810	742
ECL Provision	803	790
<i>Of which Stage 3</i>	317	213
Specific Provision Cover	39%	29%
Total Provision Cover	99%	106%
Gross NPA	2.73%	2.76%
Net NPA	1.66%	1.97%

# Retail Credit

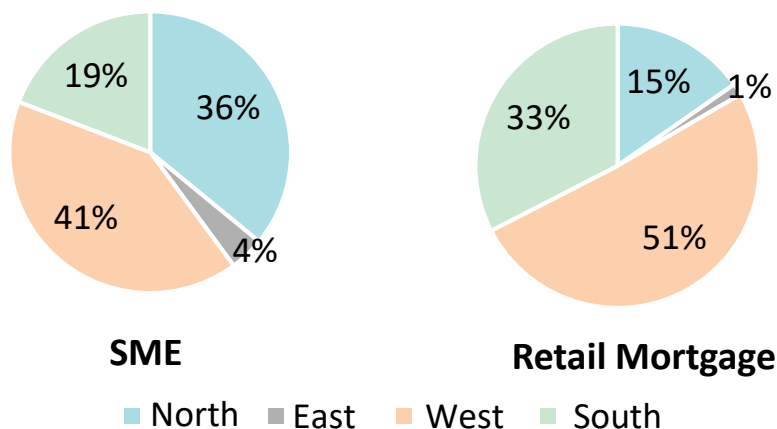


**Capital Employed**  
(INR Cr)



	SME		Retail Mortgage	
	Secured	Unsecured	HL	LAP
Average Yields %	14%	23%	11%	13%
Median Ticket Size (INR)	~1 Cr	7 lacs	15 lacs	18 lacs
Average LTV	~75%-85%	-	~50% -60%	
Locations (#)	108		100	

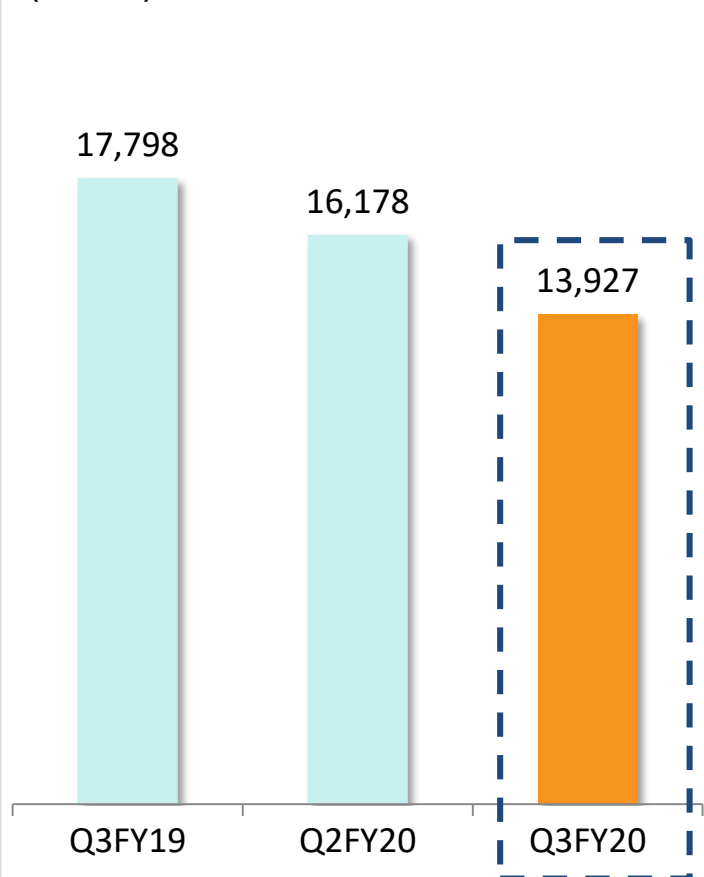
**Loan Book - Geographical Split**



# Corporate Credit

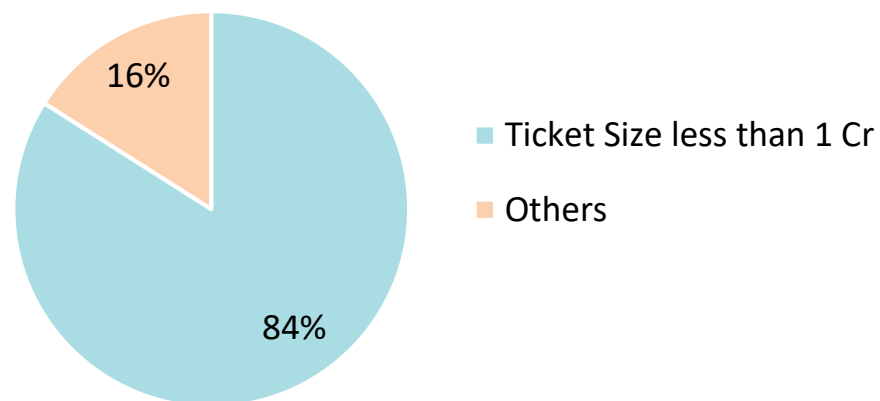


**Capital Employed**  
(INR Cr)



	Structured Collateralised Credit	Wholesale Mortgage
Average Yields %	15% - 17%	17% - 19%
Portfolio Granularity	56 accounts	128 projects
Typical Ticket size	INR 100-125 Cr	

**# of housing units in Wholesale Mortgage book**



# Credit Business Way Forward



## Retail Credit growth and Corporate Credit sell down will remain a focus area

- We will focus our energies on stepping up our retail credit book
- Enter into partnership with banks for Co-origination, securitization and on-lending
- Established branch network; Focus on increasing originations through direct sales team
- Extensive use of technology and analytics to reduce cost to income ratio
- With continued sell down of corporate credit book, we will rebalance portfolio composition

## Benefits

- The equity and liquidity released from corporate book sell down will be available to grow the retail credit book
- Costs of maintaining liquidity will reduce as the book becomes more granular
- Earnings will be a blend of fee and spread leading to healthy RoAs





# Insurance Business

Life Insurance . General Insurance

# Life Insurance Performance Snapshot



(INR Cr)	Q3FY19	Q3FY20	Y-o-Y Growth
Net Premium Income	182	227	25%
Investment Income & Other Income	85	99	16%
<b>Total Business</b>	<b>267</b>	<b>326</b>	<b>22%</b>
Profit After Tax	(58)	(62)	-
Minority	(28)	(30)	-
<b>Edelweiss' Share in PAT</b>	<b>(30)</b>	<b>(32)</b>	<b>-</b>
Net Worth	989	777	

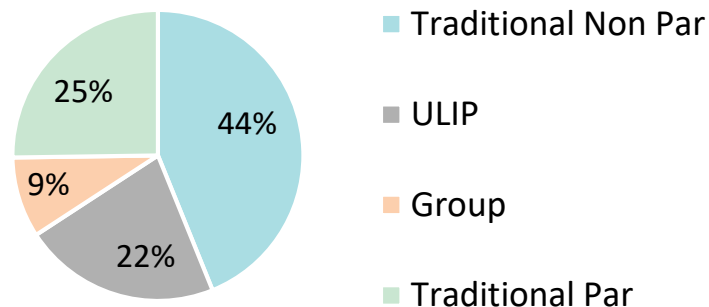
121 branches and 48,656 PFAs across 93 locations in India

# Life Insurance – Long Term Value Creation

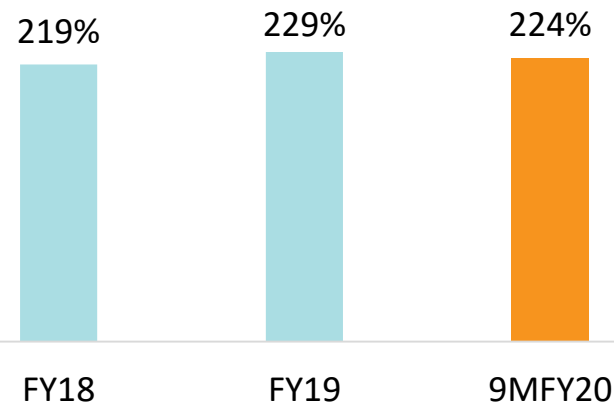


## Product Mix

New Business Premium Q3FY20

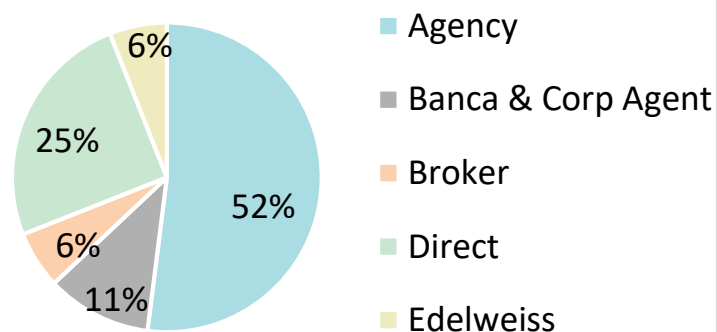


## Solvency Ratio

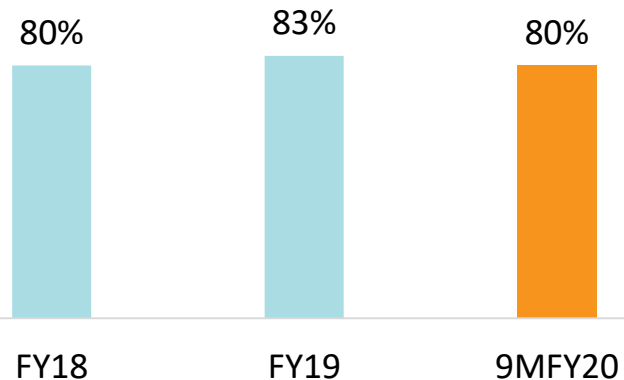


## Channel Mix

New Business Premium Q3FY20



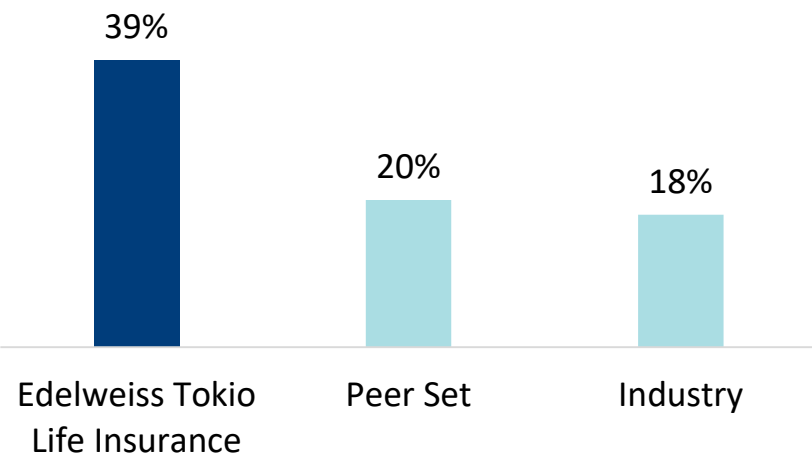
## 13<sup>th</sup> Month Overall Persistency



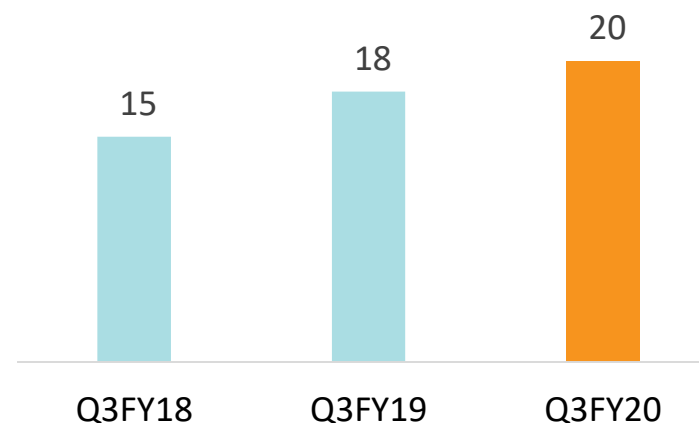
# Life Insurance Scaling Rapidly



**Collected Individual Annual Premium Equivalent**  
CAGR growth since FY17



**Number of Policies Issued (Individual business )**  
(in 000)

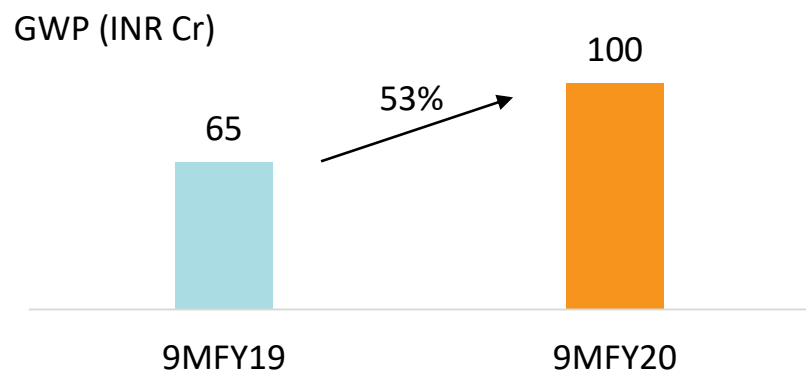


- Collected Individual Annual Premium Equivalent (APE) for Q3FY20 stood at INR 87 Cr
- Gross premium at INR 239 Cr growth of 26% YoY
- Embedded Value at INR 1,411 Cr as on 31<sup>st</sup> December, 2019
- Set a new Guinness World Record for collecting the highest number of pledges for organ donation in a single day with 54,626 pledges

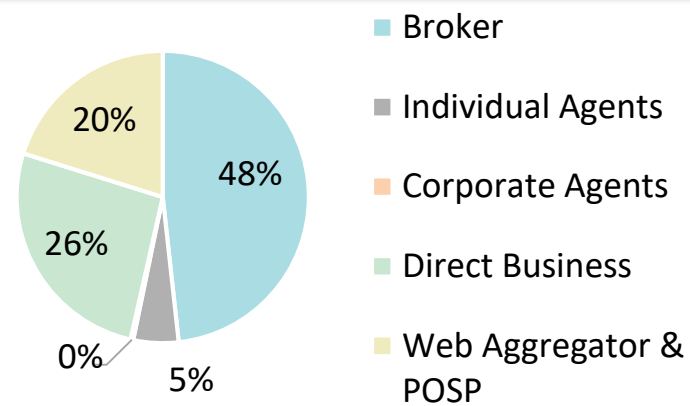
# General Insurance



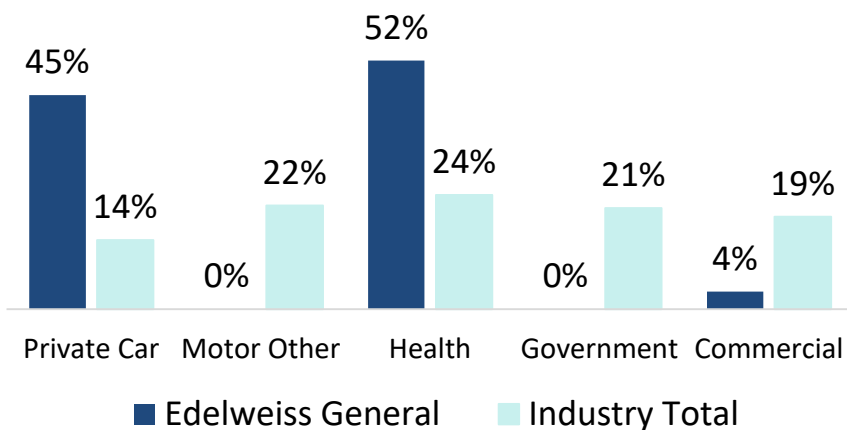
## We continue to grow at a steady pace



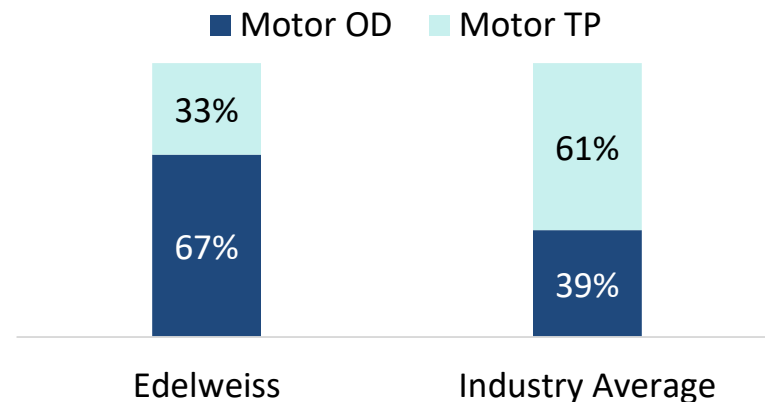
## Distribution Mix



## Focus on Developing Retail – Contribution of Private Car & Health higher than Industry



## Share of profitable Motor OD premium highest in the industry





# Liquidity Management



**Edelweiss**  
Ideas create, values protect

# Maintained Sufficient Liquidity



(INR Cr)	FY 16	FY 17	FY 18	FY 19	Q3 FY20
Available Liquidity	4,000	5,800	10,600	10,100	10,300
Balance Sheet Size*	27,400	36,900	51,800	51,900	47,000
Liquidity %	15%	16%	20%	19%	22%

# Cash Flow Plan



Particulars (INR Cr)	Q4FY20	Q1FY21	Q2FY21	Q3FY21
<b>Opening Available Liquidity (A)</b>	<b>10,300</b>	<b>9,600</b>	<b>9,100</b>	<b>10,000</b>
<b>Inflows</b>				
Asset EMI and Repayments	2,500	1,800	1,700	1,700
Securitization	500	1,000	1,000	500
Fresh Borrowings	2,000	1,700	2,500	3,500
<b>Total Inflows (B)</b>	<b>5,000</b>	<b>4,500</b>	<b>5,200</b>	<b>5,700</b>
<b>Outflows</b>				
Total Borrowings Repayments	3,700	3,000	2,300	4,500
Fresh disbursements	2,000	2,000	2,000	2,000
<b>Total Outflows (C)</b>	<b>5,700</b>	<b>5,000</b>	<b>4,300</b>	<b>6,500</b>
<b>Closing Available Liquidity (A+B-C)</b>	<b>9,600</b>	<b>9,100</b>	<b>10,000</b>	<b>9,200</b>



# ..With Assets in each Tenor Range Adequately Covering the Liabilities



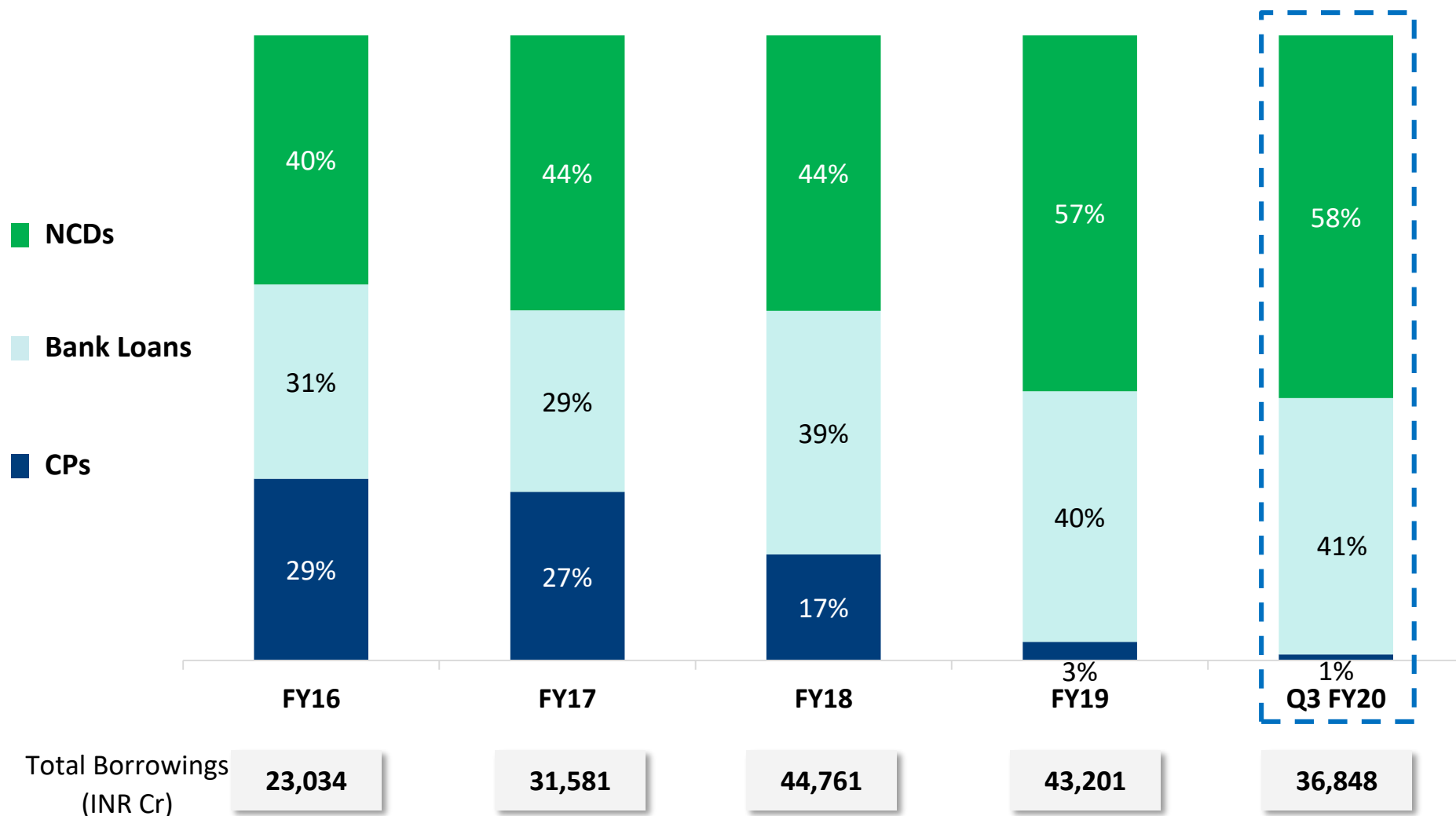
(INR Cr)	Assets	Liabilities	Gap
Upto 1 year	16,300	14,100	2,200
1-3 years	14,800	12,600	2,200
3 years+	15,900	10,100	5,800

Total gap represents our equity base



## Balance Sheet Highlights

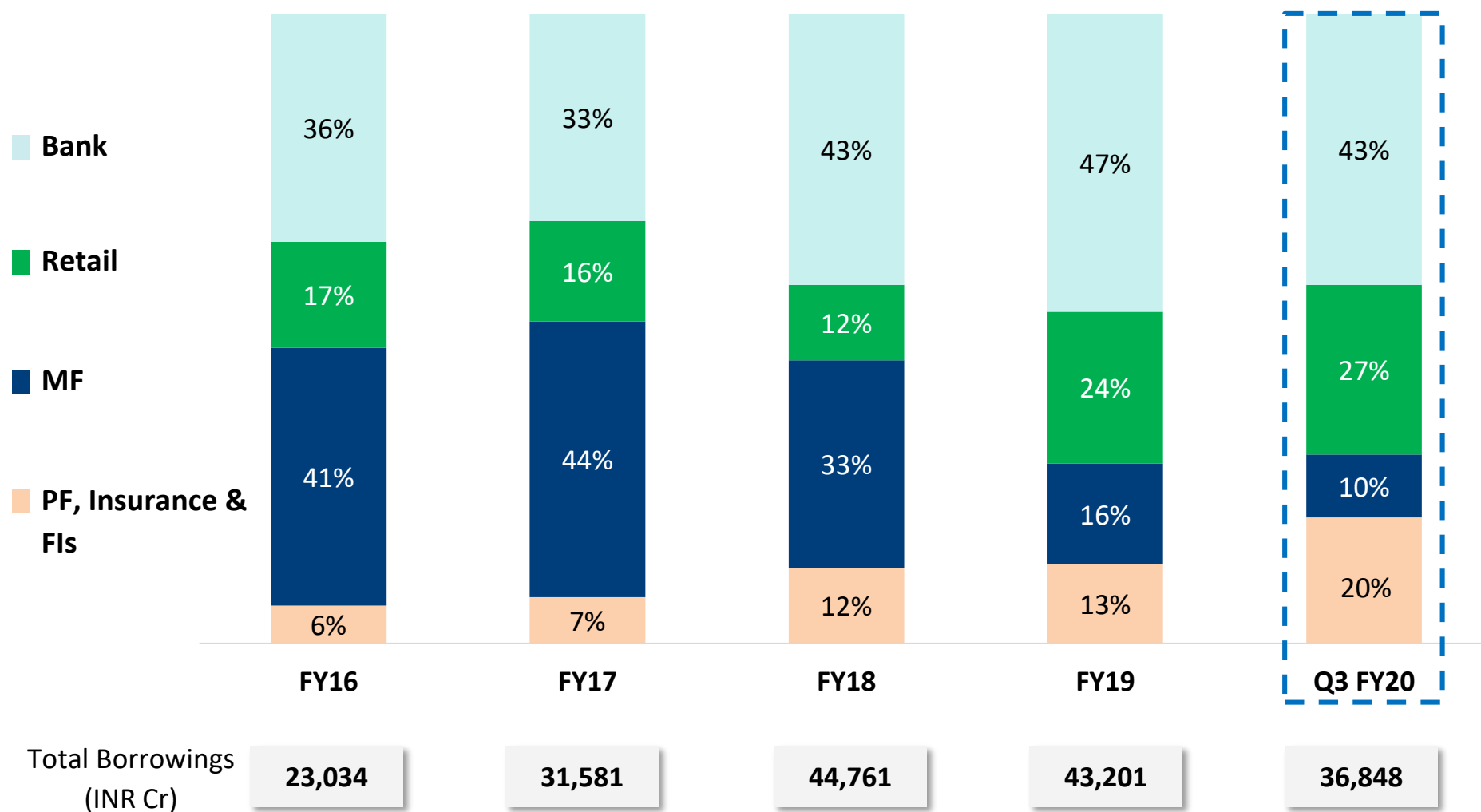
# Diversified Borrowing Profile By Instruments...



Borrowings exclude CBLO for all the above periods

Q3FY20 excludes investment in Equity Convertible instruments by CDPQ of INR 1,040 Cr, Kora Management of INR 177 Cr and Sanaka Capital of INR 117 Cr

## ...And By Source



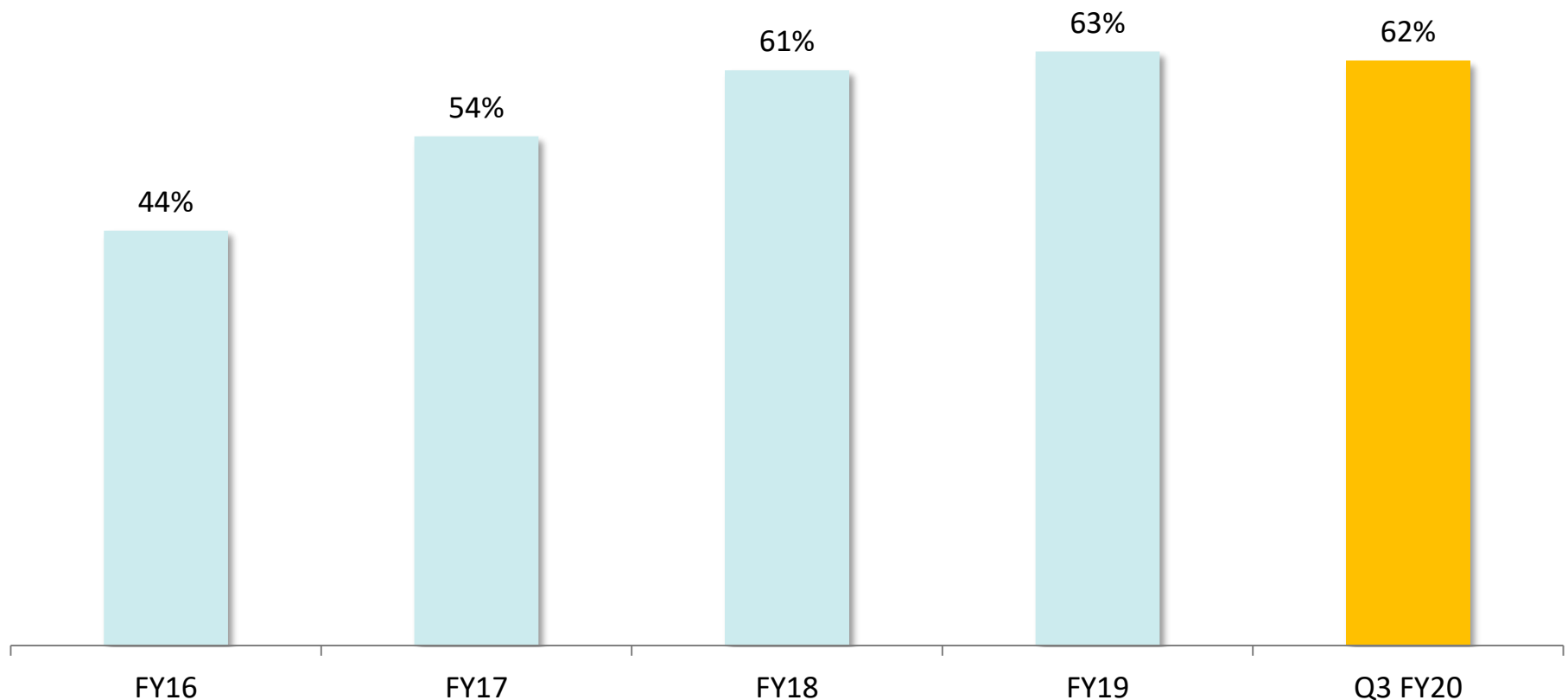
Borrowings exclude ASB for all the above periods

Q3FY20 excludes investment in Equity Convertible instruments by CDPQ of INR 1,040 Cr, Kora Management of INR 177 Cr and Sanaka Capital of INR 117 Cr

# Healthy Percentage of Long Term Borrowings



% of Total Borrowings (excl ASB)



Average residual tenure of long term borrowings is 3.7 years

# Positive ALM Across Durations



- BMU manages ALM under the aegis of Asset Liability Committee

# Comfortable Capital Adequacy Ratio



## Capital Structure as on 31<sup>st</sup> December, 2019 (INR Cr)

Core Equity Tier I	7,940	15.5%
Additional Tier I	345	0.7%
Tier II	2,693	5.2%
Total Capital	10,978	

## Capital Adequacy Ratio

**21.4%**

# Debt to Equity Ratio Reduced Further



## Capital Structure as on 31<sup>st</sup> December, 2019 (INR Cr)

Total Debt		36,848
Less:	Treasury Assets	7,145
Net Debt (Ex-Treasury Assets)		29,703
Equity		10,163
D/E ratio (Ex- Treasury Assets)		2.9x



# Our Risk Governance Structure...



## Oversight by Board Risk Committee

### Global Risk Committee

#### Business Risk

- Implementation of risk framework for specific businesses
- Defining risk policies & limits for various products
- Continuous monitoring of risks and ensure adherence to policies

#### Group Risk & Assurance

- Risk aggregation and monitoring
- Risk culture
- Will have an oversight over all 11 risk vectors & provide assurance on financial & business parameters

#### Enterprise Risk Management Council

- Define Organization risk framework & appetite
- Review “High Impact” risk events
- Risk aggregation and interplay assessment

## ...Ensures Prudent Risk Management and Responsible Growth



**Business Risk**

**Credit Risk**

**Liquidity Risk**

**Market Risk**

**Regulatory  
Risk**

**Reputational  
Risk**

**Physical  
Infrastructure  
Risk**

**Technology  
Risk**

**People Risk**

**Operational &  
Process Risk**

**Fraud Risk**

**Enterprise risk management approach: 11 Risk Framework**

# 13 Member Board Comprises Majority of Independent Directors



**Mr. K 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. 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



**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



**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



**Dr. Ashima Goyal**  
**Independent Director**

- Professor at Indira Gandhi Institute of Development Research
- Specialist in open economy macroeconomics, international finance, institutional and development economics
- Serves as a Part-time member of Economic Advisory Council to the Prime Minister



**Mr. Berjis Desai**  
**Independent Director**

- An independent legal counsel engaged in private client practice.
- Retired as Managing Partner at J. Sagar & Associates



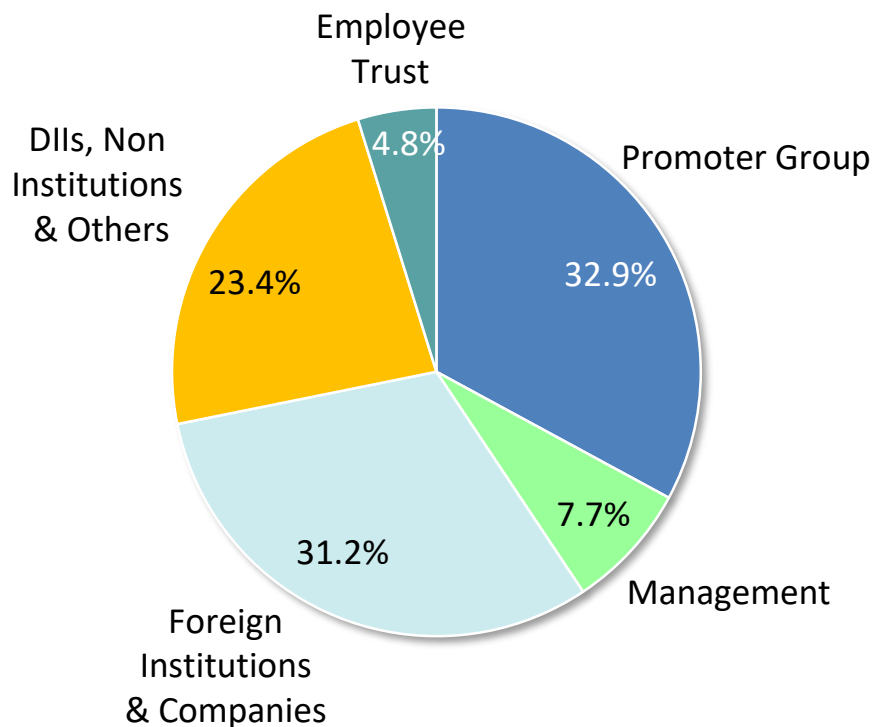
**Ms. Anita M George**  
**Non- Executive Director**

- Executive Vice President, Strategic Partnership- Growth Markets, CDPQ India
- Prior to CDPQ, was Senior Director of the World Bank's Energy and Extractive Industries Global Practice

# Significant Institutional Ownership



Shareholding Pattern as on 31<sup>st</sup> December, 2019



Key Shareholders above 1%		Percent
1	BIH SA	4.6%
2	Pabrai Investment Funds	3.3%
3	Wellington Management	3.1%
4	TIAA CREF Funds	2.5%
5	LIC	2.1%
6	HDFC AMC	1.9%
7	Baron Asset Management	1.6%
8	Caisse de dépôt et placement du Québec (CDPQ)	1.5%
9	Vanguard Group	1.3%
10	Flowering Tree Investment Management	1.3%
11	Kotak AMC	1.2%
12	Rakesh Jhunjunwala	1.0%

**~45% owned by Edelweiss management and employees**



## ESG at Edelweiss

# Our Framework is based on the United Nations Sustainable Development Goals



## People Focused Goals



**No Poverty, Zero Hunger & Economic Growth**



**Quality Education**



**Gender Equality**

## Planet Focused Goals



**Affordable & Clean Energy**



**Responsible Consumption**



**Climate Support**

# EdelGive Funding Partners & Networks

		 BRITISH ASIAN TRUST TRANSFORMING LIVES TOGETHER	 GREAT EASTERN CSR FOUNDATION	 Asian Venture Philanthropy Network	 FORD FOUNDATION
		 CHANDRA FOUNDATION		 BURGUNDY® ASSET MANAGEMENT LTD.	
		J.P.Morgan			
			 TOKIO MARINE		
				 ENTERPRISES Insight   Intellect   Integrity	

We have partnered with some of the largest Foundations, Corporates and HNIs through our innovative models focused on collaboration



# Edelweiss Wins National CSR Award



EdelGive Foundation's commitment to Achieving the SDGs *(Cumulative till date)*

Quality Education	No Poverty	Gender Equality	Employee Engagement <i>(Cumulative till date)</i>
<ul style="list-style-type: none"> <li>• <b>19,65,275</b> Children supported</li> <li>• <b>45,607</b> Teaching professionals trained</li> <li>• <b>11,828</b> Schools</li> </ul>	<ul style="list-style-type: none"> <li>• <b>1,075</b> acres of land under irrigation</li> <li>• <b>5,884</b> Individuals trained</li> <li>• <b>68</b> Watershed Structures Repaired/Built</li> <li>• <b>8</b> FPO/FPC Strengthened</li> </ul>	<ul style="list-style-type: none"> <li>• <b>1,87,886</b> Women supported</li> <li>• <b>1,329</b> Grassroot leaders developed</li> <li>• <b>360</b> Males engaged</li> </ul>	<ul style="list-style-type: none"> <li>• <b>70%+</b> Edelweiss Employees Engaged</li> <li>• <b>39,000+</b> Man-hours of volunteering</li> <li>• <b>110</b> skilled volunteering projects</li> </ul>
Committed YTD FY20			
<b>INR 16.3 Cr</b>	<b>INR 5.2 Cr</b>	<b>INR 16.9 Cr</b>	

\*INR 20.7 Cr committed under partnership





## DISCLAIMER :

This presentation and the discussion may contain certain words or phrases that are forward - looking statements, which are tentative, based on current expectations of the management of Edelweiss Financial Services Ltd. or any of its subsidiaries and associate companies ("Edelweiss"). Actual results may vary from the forward-looking statements contained in this presentations due to various risks and uncertainties. These risks and uncertainties include the effect of economic and political conditions in India and outside India, volatility in interest rates and in the securities market, new regulations and Government policies that may impact the businesses of Edelweiss as well as the ability to implement its strategy. The information contained herein is as of the date referenced and Edelweiss does not undertake any obligation to update these statements. Edelweiss has obtained all market data and other information from sources believed to be reliable or are its internal estimates unless otherwise stated, although its accuracy or completeness can not be guaranteed. The presentation relating to business wise financial performance, ex-insurance numbers, balance sheet, asset books of Edelweiss and industry data herein is reclassified/regrouped based on Management estimates and may not directly correspond to published data. Compliance with IndAs requires accrued interest to be clubbed with the principal amount of Borrowings, unlike IGAAP wherein this amount was classified separately under Other Liabilities. In this presentation, for the purpose of consistency and comparability with prior periods, Balance Sheet size and relevant ratios are calculated on the basis of the principal amount of Borrowings. The numbers have also been rounded off in the interest of easier understanding. Numbers have been re-casted, wherever required. PAT ex-insurance is excluding Minority Interest. Unless specified all PAT numbers are Post MI. Prior period figures have been regrouped/reclassified wherever necessary. FY18, FY19 and FY20 Numbers are as per IndAS whereas the rest are as per IGAAP. All information in this presentation has been prepared solely by the company and has not been independently verified by anyone else.

This presentation is for information purposes only and does not constitute an offer or recommendation to buy or sell any securities of Edelweiss. This presentation also does not constitute an offer or recommendation to buy or sell any financial products offered by Edelweiss. Any action taken by you on the basis of the information contained herein is your responsibility alone and Edelweiss or its directors or employees will not be liable in any manner for the consequences of such action taken by you. Edelweiss and/or its directors and/or its employees may have interests or positions, financial or otherwise, in the securities mentioned in this presentation.

Edelweiss Financial Services Limited Corporate Identity Number: L99999MH1995PLC094641

For more information, please visit [www.edelweissfin.com](http://www.edelweissfin.com)

## NOTES:

- |                                 |                                                                                                                                                                 |
|---------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Slide 9 :                       | Balance sheet is on net basis; General insurance loss of INR 26 Cr in Q3FY20                                                                                    |
| Slide 10,43,44 :                | RoE is calculated excluding investment of equity convertible instrument by CDPQ of INR 1,040 Cr, Kora Management of INR 177 Cr and Sanaka Capital of INR 117 Cr |
| Slide 8,45 :                    | GNPA is as per RBI prudential norms; Stage 3 Credit Book and ECL Provision correspond to GNPA and specific provision taken respectively                         |
| Slide 15,21,22,28,29,35,36,37 : | AUM, AUA and AUC is rounded off to nearest 100                                                                                                                  |
| Slide 22,44,50 :                | Business wise financial performance numbers are on fully loaded cost basis with allocation of Group Enterprise costs                                            |
| Slide 52 :                      | Embedded value (EV) is calculated on market consistent basis                                                                                                    |
| Slide 63 :                      | Risk weighted assets is 85.6% of Gross Assets of INR 59,955 Cr                                                                                                  |
| Slide 68 :                      | Key institutional shareholders: Holding of known affiliates have been clubbed together for the purpose of this information                                      |