

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 23 and are pleased to share this quarter's performance with you. To refer to the detailed investor presentation, you can [click here](#).

The Indian economy continues to demonstrate robust performance, with indices at an all-time high and the rupee remaining stable against the dollar. Economic indicators reflected the country's growth momentum with GST collections growing 13% YoY, Net Direct Tax collection increasing by 19.4%, coupled with a strong Composite PMI. Globally, however, the scenario is contrasting, with recessionary trends in some advanced economies, geopolitical instability in the Red Sea region, and brewing volatility given the upcoming elections in nearly 40 countries.

Edelweiss reported an Ex-Insurance PAT of INR 186 Cr, up 12% YoY for the quarter. Our customer reach is now at 6.7 million (up 33% YoY) and customer assets are over INR 2 Tn (growth of 17% YoY). The balance sheet remains strong with comfortable liquidity.

Business Highlights

Alternative Asset Management: AUM grew by 16% YoY to INR 52,100 Cr, with fee-paying AUM up 22% YoY to INR 29,500 Cr.



AUM up by 16% YoY to INR **52,100 Cr**

Mutual Fund: AUM increased by 23% YoY to INR 1,23,000 Cr, with Equity AUM up 47% YoY to INR 40,000 Cr.



Equity AUM grew by 47% YoY to INR **40,000 Cr**

Asset Reconstruction: Successfully acquired debt assets totalling INR 1,910 Cr, with approximately 40% comprising retail assets. The share of retail assets in the overall capital employed currently stands at 15%.



Acquisition of Debt Assets of INR **1,910 Cr**

General Insurance: General Insurance business, Zuno, continues to scale with Gross Written Premium growing by 70% YoY to INR 254 Cr for the quarter. Customer reach continues to rise and is currently at 4.7 Mn; Zuno issued over 1.25 Lakh policies in the quarter, an uptick of 12% YoY.



Gross Written Premium of INR **254 Cr**

Life Insurance: Gross Premium for the Life Insurance business grew by 12% YoY to INR 422 Cr. Emphasis on creating a quality franchise has yielded great results - 13m persistency is at 77% and claim settlement ratio is at 98%.



13m persistency is at **77%**

NBFC: In the quarter, we disbursed INR 250 Cr, with approximately 80% of this amount under the Co-lending Model (CLM). Additionally, we established a new co-lending partnership with Godrej Capital.



80% of disbursements through Co-lending Model

Housing Finance: Nido, the housing finance business, disbursed INR 300 Cr this quarter, with about 32% of the amount via the Co-lending Model (CLM). The partnerships with Standard Chartered Bank and State Bank of India continue to strengthen and deepen.



32% of disbursements through Co-lending Model

We continue to focus on debt reduction with significant progress on this front, reducing nearly 65% from our peak of ~INR 40,000 Cr 5 years back. In the quarter, our net debt was reduced by ~INR 3,350 Cr (20%) on a YoY basis.

We are confident of the tailwinds of the India growth story, and Edelweiss is well-positioned to capitalize on the opportunities it presents. We continue to expand our customer assets on the back of the asset management businesses and scale up our retail customer base with innovative products. Further, we remain focused on strengthening our balance sheet while keeping debt reduction as a priority and continue working on elevating the quality and profitability of our businesses.

We take this opportunity to emphasize our appreciation for your continued support and faith in us and look forward to your continued patronage. Your feedback, inputs, and thoughts are dearly valued, and we encourage you to reach out to our Investor Relations team at ir@edelweissfin.com for any questions or inputs you may have.

Thank you!



Rashesh Shah
Chairman, Edelweiss