



# Edelweiss Financial Services Limited

*Earnings update – Quarter ended Sep 23*



# Contents



<b>1</b>	<b>Overview for quarter ended Sep 23</b>	<b><u>3</u></b>
<b>2</b>	<b>Performance highlights</b>	<b><u>6</u></b>
<b>3</b>	<b>Key priorities for the next 18 months</b>	<b><u>20</u></b>
<b>4</b>	<b>Business performance</b>	<b><u>22</u></b>
<b>5</b>	<b>Governance &amp; corporate responsibility</b>	<b><u>40</u></b>



# Overview

*Quarter ended Sep 23*

# Edelweiss at a glance – Quarter ended Sep 23



## Net Worth

INR 6,015 Cr

## Ex-Insurance PAT

INR 153 Cr

## BVPS

INR 44

(FV ₹1)

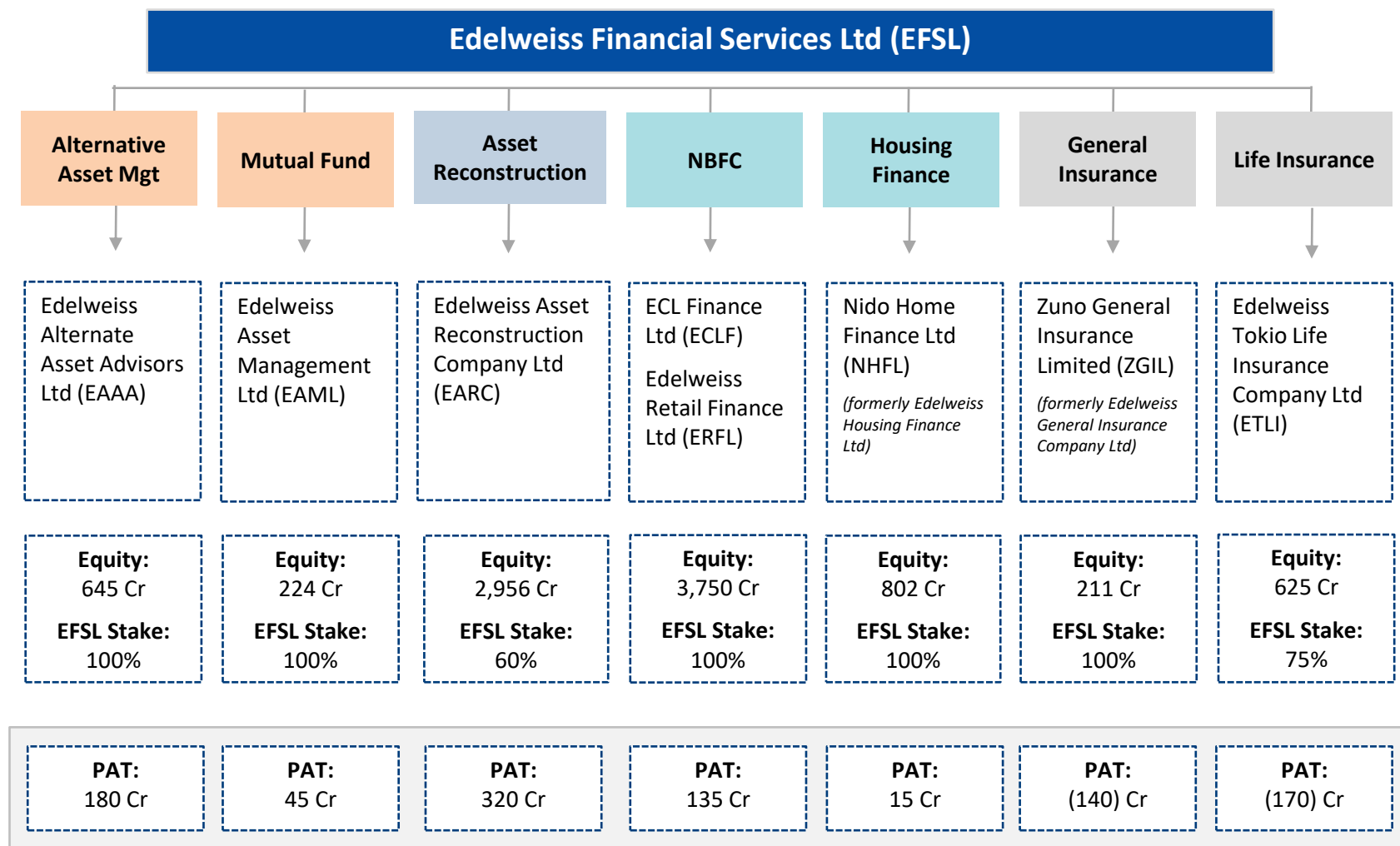
## Net Debt

INR 15,220 Cr

## Liquidity as a % of Debt

18%

# Diversified with seven high-quality businesses



Annualised PAT basis half year ended Sep 23





## Performance Highlights



**Edelweiss**  
Ideas create, values protect

# Performance highlights – quarter ended Sep 23



1 Healthy profitability across businesses: MF PAT  55% YoY and Alts PAT  42% YoY

2 Listing of Nuvama Wealth Management on Sep 26, 2023

3 Robust growth in asset management and insurance businesses

*Alternatives AUM at INR 50,000 Cr milestone; MF equity AUM grew 30% YoY*

*Gross premium for life insurance business increased by 18% YoY*

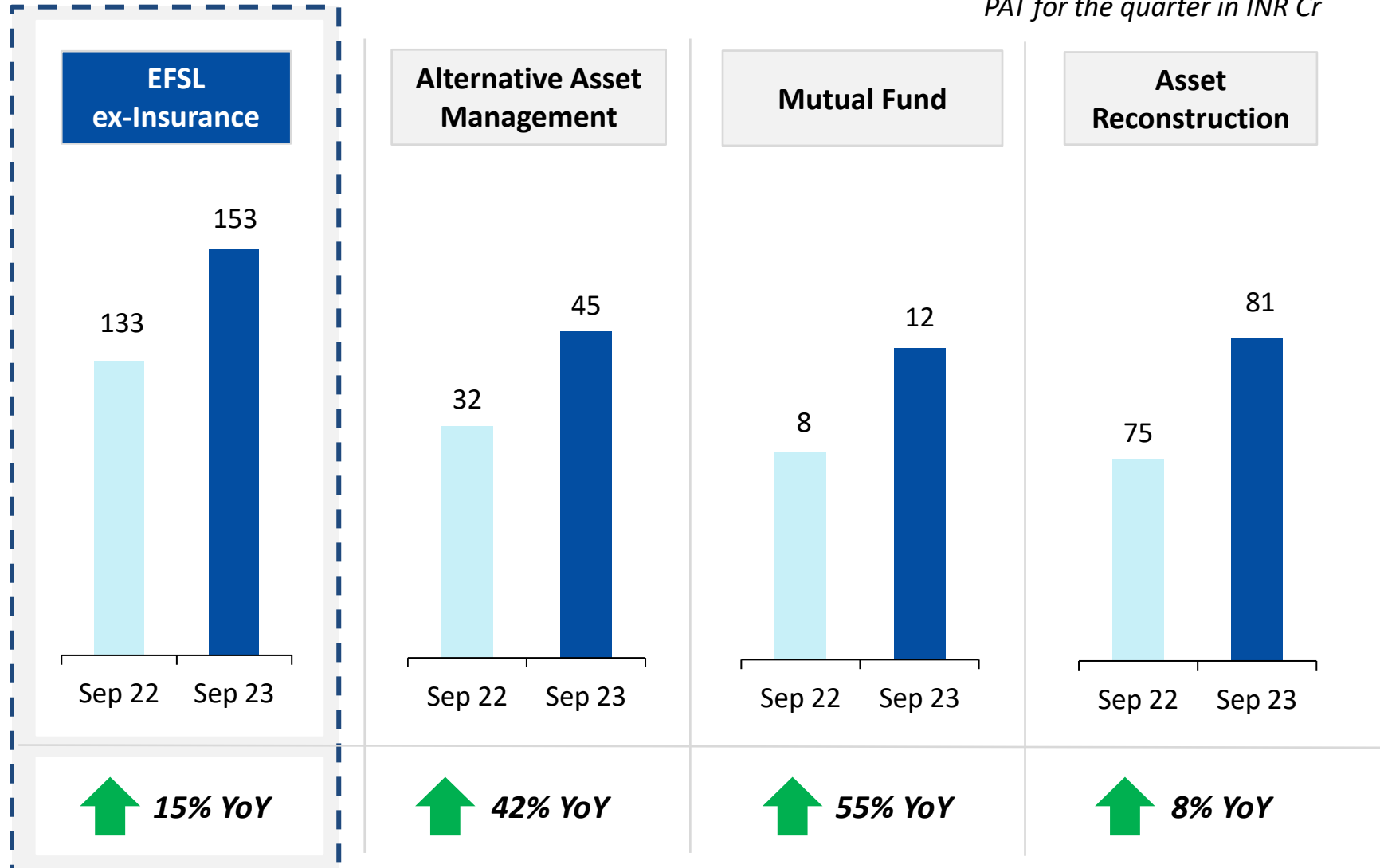
4 Customer reach increased by 27% YoY to 6.3 Mn; assets crossed INR 2 Tn mark

5 Strong balance sheet with well capitalised businesses and comfortable liquidity

# 1 Healthy profitability across businesses



*PAT for the quarter in INR Cr*





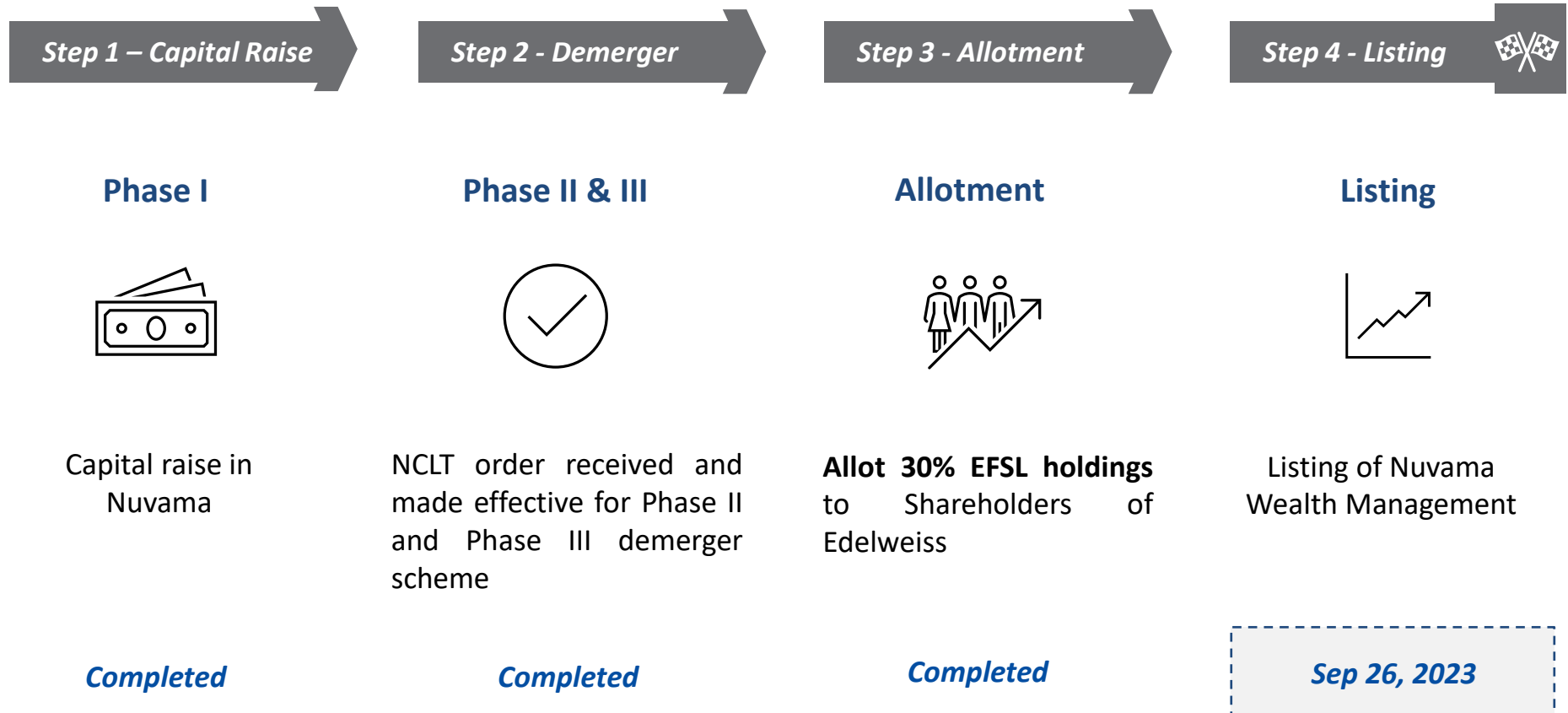
# 1 Earnings distribution across businesses



INR Cr

Business	Quarter Ended	
	Sep 23	Sep 22
Alternative Asset Management	45	32
Mutual Fund	12	8
Asset Reconstruction	81	75
NBFC	35	35
Housing Finance	3	6
General Insurance	(31)	(35)
Life Insurance	(60)	(47)
Corporate	10	3
<b>EFSL Consolidated PAT (Pre MI)</b>	<b>95</b>	<b>77</b>
<i>(Less) Minority shareholders' PAT</i>	<i>19</i>	<i>9</i>
<b>EFSL Consolidated PAT (Post MI)</b>	<b>76</b>	<b>67</b>
<b>EFSL Ex-Insurance PAT (Post MI)</b>	<b>153</b>	<b>133</b>

## 2 Listing of Nuvama Wealth Management



Completed value unlock for shareholders through demerger and listing



## 2 A win-win-win for all stakeholders

### For Nuvama

- Deal led to primary infusion of capital into the business
- Equity increased to ~INR 2,500 Cr; poised the business for further growth
- Paved the way for listing

### For Shareholders of Edelweiss

- Opportunity for direct participation in Nuvama's growth journey in addition to EFSL's journey

### For Edelweiss

- Provided capital to EFSL for further investment and scale up of its businesses
- Additional capital complemented EFSL's debt reduction strategy
- Aided in maintaining a comfortable liquidity position, with an option for further monetisation

***Robust performance by Nuvama in the half year ended Sep 23, continuing the value creation journey for shareholders***

#### Operating PAT

INR 240 Cr  63% YoY

#### Return on Equity

20.3%  547 bps YoY

#### Cost to Income

65%  707 bps YoY

### 3 Robust growth across businesses



#### Alternative Asset Management



AUM increased 25% YoY to  
INR 50,000 Cr



Fee paying AUM grew 32%  
YoY to INR 27,000 Cr

#### Mutual Fund



AUM grew 25% YoY to  
INR 1,14,000 Cr



Equity AUM up 30% YoY to  
INR 34,200 Cr

#### Asset Reconstruction



Acquired debt assets of INR 1,300  
Cr, of which ~40% were retail



Share of retail assets in capital  
employed increased to 16%



### 3 Robust growth across businesses

#### General Insurance



Awarded Insurtech of the Year by  
The Crown Awards



Gross written premium grew  
by 18% YoY to INR 191 Cr

#### Life Insurance



Gross premium increased by  
18% YoY to INR 451 Cr



Awarded Golden Peacock  
award for risk management

#### NBFC



Disbursal on-going under CLM  
with Central Bank, IDFC First  
and Standard Chartered Bank



Wholesale book reduced ~50%  
YoY, on track with planned  
reduction

#### Housing Finance



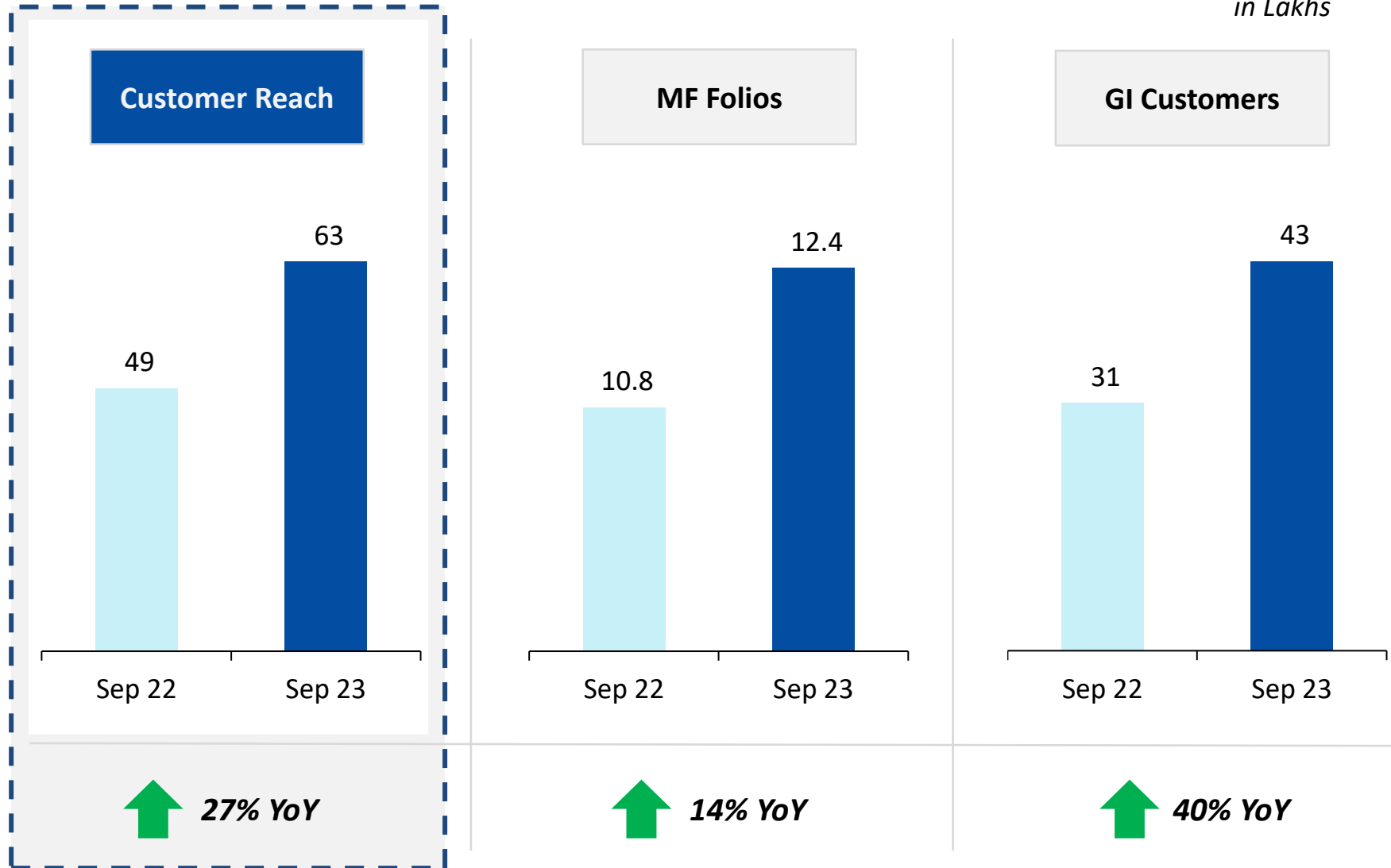
Nearly 30% of disbursement in  
the quarter under CLM



Partnership with Standard  
Chartered Bank and State Bank  
of India continues to deepen

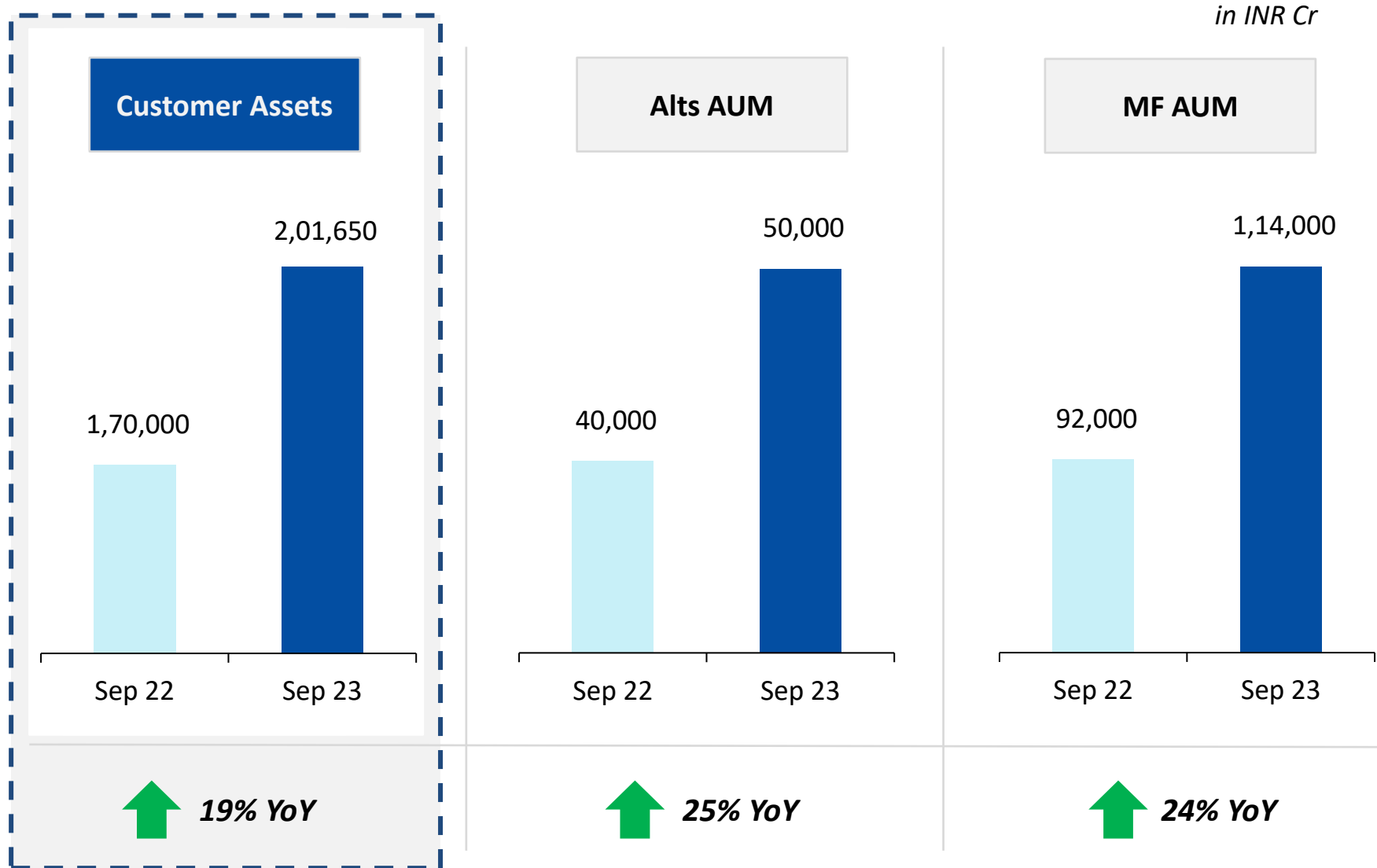


## 4 Customer reach grows on the back of retail scale up





## 4 Expansion in customer assets led by asset mgt businesses



## 5 Strong balance sheet with well capitalised businesses



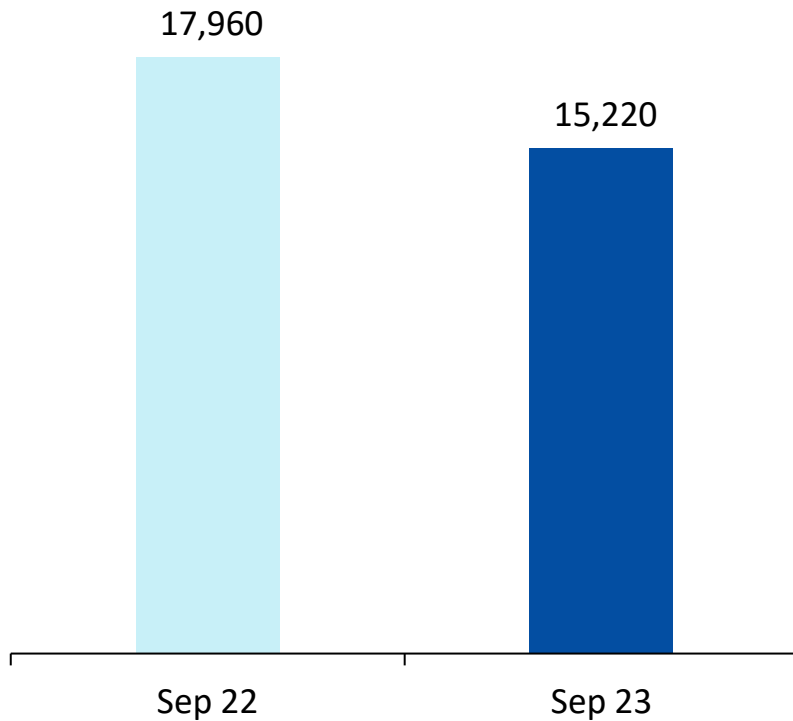
Businesses	Metric	Value
NBFC	Capital Adequacy	39.9%
Housing Finance	Capital Adequacy	36.6%
Asset Reconstruction	Capital Adequacy	55.2%
Life Insurance	Solvency Ratio	195%
General Insurance	Solvency Ratio	192%



## 5 Reduced ~INR 2,700 Cr of Debt YoY



Net Debt (INR Cr)



INR Cr	
Business	Sep 23
NBFC	6,070
Housing Finance	1,620
Alternatives	285
Asset Reconstruction	2,850
Corporate *	7,695
Gross Debt	18,520
(Less) Liquidity	3,300
Net Debt	15,220

\* Corporate holds ~14% stake in Nuvama which is in addition to the liquidity as disclosed above

## 5 Cash flow plan



INR Cr

Oct 23 to Sep 24	
Opening Available Liquidity (A)	3,300
Inflows	
Expected Inflows	5,900
Fresh borrowings	2,400
Total Inflows (B)	8,300
Outflows	
Repayments	6,200
Disbursements	2,800
Total Outflows (C)	9,000
Closing Available Liquidity (A+B-C)	2,600

## 5 Assets in each tenor range adequately cover liabilities



INR Cr

	Assets	Liabilities	Excess / (Gap)
Up to 1 year	12,200	9,900	2,300
1-3 years	11,100	10,200	900
3 years+	9,500	7,200	2,300



## Key priorities for the next 18 months

# Key priorities for the next 18 months

---



- 1 Scale profitability in Alternatives and Mutual Fund businesses
- 2 Grow retail credit book through co-lending model
- 3 Build path to profitability in Insurance businesses; breakeven expected by FY27
- 4 Continue focused reduction in net debt



# Business Performance



**Edelweiss**  
Ideas create, values protect

# Alternative Asset Mgt: Business performance snapshot



## Key Metrics for the quarter



**Equity (INR Cr)**

645



**AUM (INR Cr)**

50,000



**Fee Paying AUM  
(INR Cr)**

27,000



**Deployments  
(INR Cr)**

900



**Realisation  
(INR Cr)**

1,600

## Business Update

- AUM grew 25% YoY to INR 50,000 Cr
- Fee Paying AUM grew 32% YoY to INR 27,000 Cr
- Launched during the quarter –
  - Climate Fund - offers investors a long-term investment vehicle and opportunity to participate in India's sustainable energy transition
  - Core Credit Fund - focuses on generating returns through investments in performing credit opportunities across sectors
- INR 4,000 Cr of investment opportunities in advance stages of deployment

# Alternative Asset Mgt: Financial performance snapshot



*INR Cr*

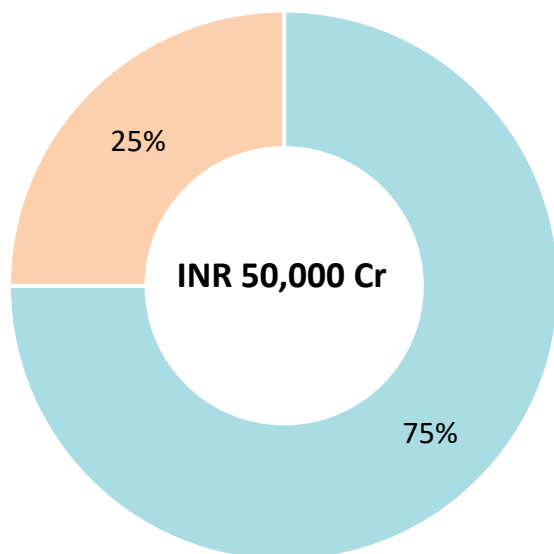
	Sep 23	Sep 22
AUM	50,000	40,000
Fee Paying AUM	27,000	20,400
Equity	645	272
Net Revenue	129	93
Opex	74	54
Profit After Tax	45	32



# Alternative assets overview

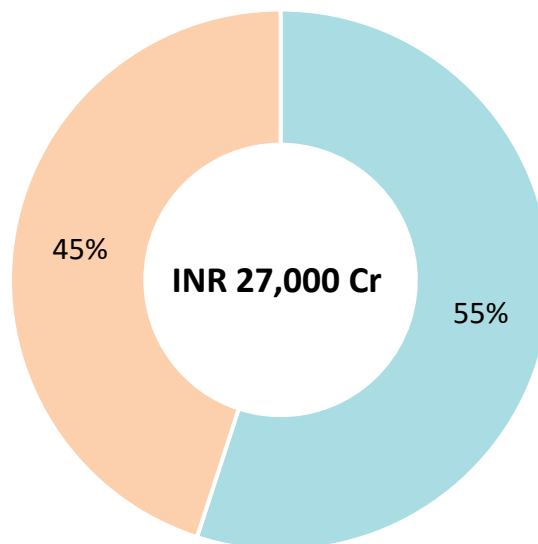


## AUM – Strategy wise



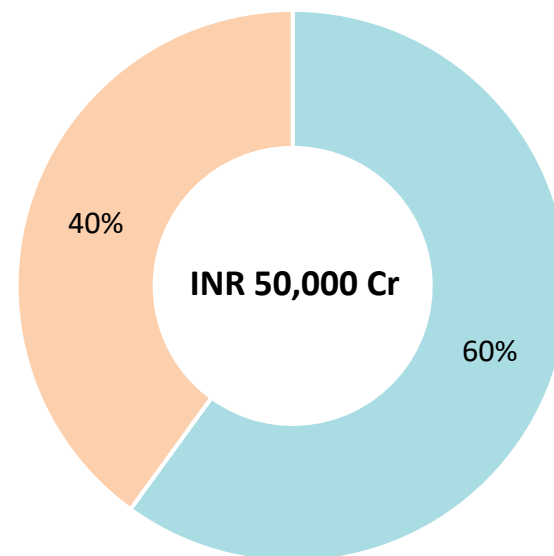
■ Credit ■ Real Assets

## Fee Paying AUM – Strategy wise



■ Credit ■ Real Assets

## AUM – Investor type



■ Institutional ■ Non Institutional

# Mutual Fund: Business performance snapshot



## Key Metrics for the quarter



**Equity (INR Cr)**

224



**AUM (INR Cr)**

1,14,000



**Net New Money  
(INR Cr)**

2,200



**# Retail Folios**

12.4 lakhs

## Business Update

- AUM grew by 25% YoY to INR 1,14,000 Cr
  - Market share of 2.41% as on Sep 23
- Equity AUM grew by 30% YoY to INR 34,200 Cr
- Net inflows of INR 2,200 Cr during the quarter with a market share of 7.4%
  - Net inflows for trailing 12 months at INR 14,620 Cr
- Retail folios grew by 14% YoY to 12.4 lakhs

# Mutual Fund: Financial performance snapshot

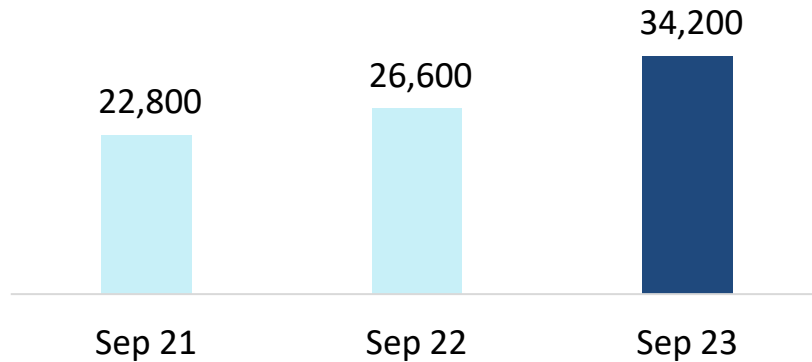


	INR Cr	
	Sep 23	Sep 22
AUM	1,14,000	92,000
Net New Money	2,200	3,020
Equity	224	194
Net Revenue	70	48
Opex	57	40
Profit After Tax	12	8

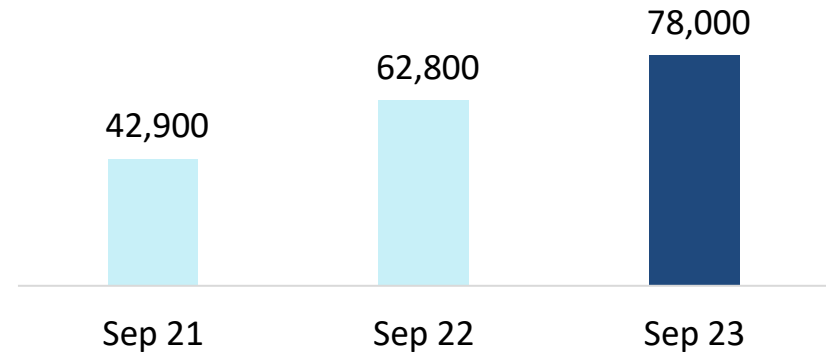
# Consistent growth in AUM and customer base



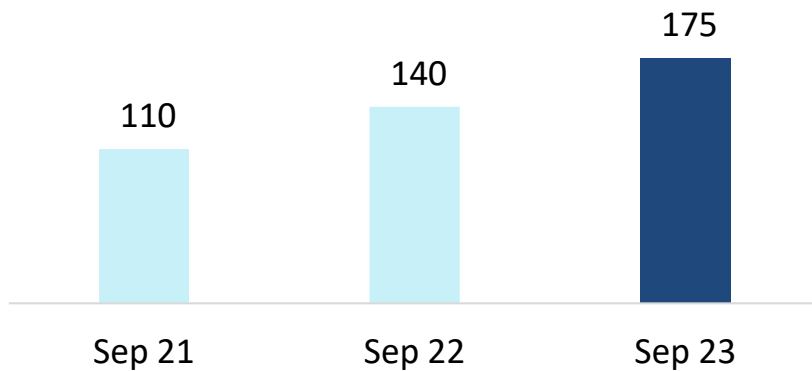
### MF Equity AUM (INR Cr)



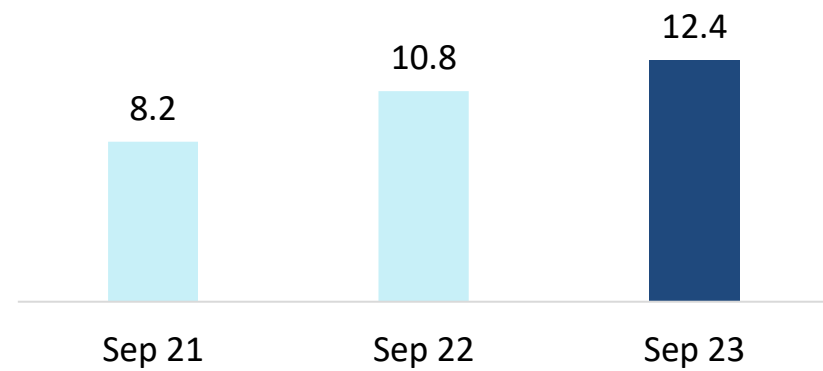
### MF Debt AUM (INR Cr)



### SIP Book (INR Cr)



### Active Folios (# in Lakhs)



**Growing SIP book adds to the predictability of flows & annuity nature of the business**

# Asset Reconstruction: Business performance snapshot

## Key Metrics for the quarter



**Equity (INR Cr)**

2,956



**AUM (INR Cr)**

37,650



**Capital employed  
(INR Cr)**

4,587



**Recoveries (INR Cr)**

3,036



**Net D/E**

0.5x



**Capital Adequacy**

55.2%

## Business Update

- Recoveries of INR 3,036 Cr for the quarter, of which 13.5% was from retail portfolio
- Acquired debt assets of INR 1,300 Cr during the quarter, of which ~40% were retail assets
- Retail assets in capital employed increased by 7% YoY; its share increasing to 16%
- Well matched ALM across all durations

# Asset Reconstruction: Financial performance snapshot



INR Cr

	Sep 23	Sep 22
AUM	37,650	38,000
Capital Employed	4,587	5,190
<i>Wholesale assets</i>	<i>3,876</i>	<i>4,530</i>
<i>Retail assets</i>	<i>711</i>	<i>660</i>
Equity	2,956	2,616
Gross Revenue	223	247
Opex	32	35
Profit After Tax	81	75
Edelweiss' share in PAT	49	45

# NBFC: Business performance snapshot



## Key Metrics for the quarter



**Equity (INR Cr)**

3,750



**AUM (INR Cr)**

6,714



**Capital Adequacy**

39.9%



**Net D/E**

1.4x



**Liquidity  
(INR Cr)**

1,310

## Business Update

- Improved traction in co-lending disbursal with Central Bank of India, IDFC First Bank and Standard Chartered Bank
  - Nearly 80% of disbursal during the quarter under co-lending model
- Asset quality continues to be healthy
  - GNPA at 2.39%, improved 33 bps YoY
- Wholesale book reduced by ~50% YoY to INR 4,350 Cr; expect momentum to continue

# NBFC: Financial performance snapshot



INR Cr

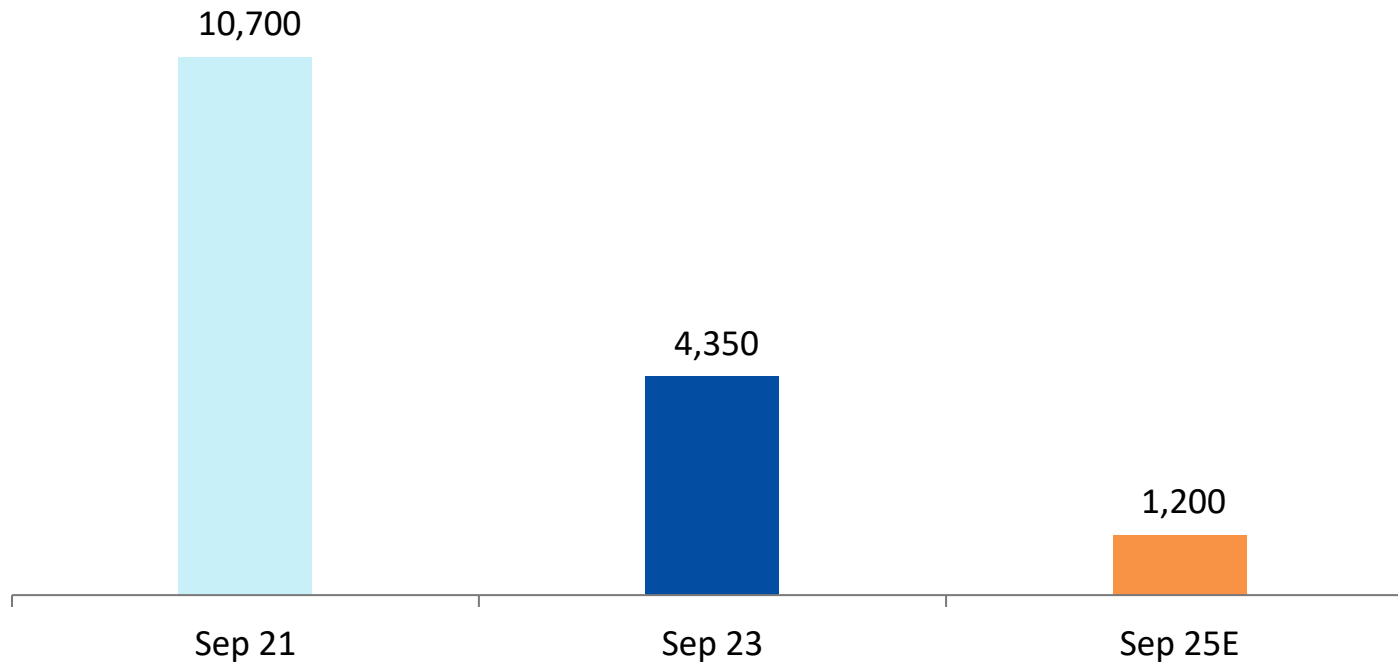
	Sep 23	Sep 22
AUM	6,714	11,182
Credit Assets	6,176	10,713
Gross Loan Book	3,046	5,838
Gross Revenue	338	397
Net Revenue	128	121
Opex	58	68
Credit Cost	19	11
Profit After Tax	35	35
GNPA	2.39%	2.72%
NNPA	1.39%	1.90%



# Wholesale reduction on track



ECLF wholesale loan assets (INR Cr)



*Expect momentum to continue with planned reduction*

# Housing Finance: Business performance snapshot



## Key Metrics for the quarter

**Equity (INR Cr)**

802

**AUM (INR Cr)**

3,836

**Capital Adequacy**

36.6%

**Net D/E**

1.6x

**Liquidity (INR Cr)**

371

## Business Update

- Disbursed INR 300 Cr in the quarter, of which nearly 30% under co-lending model
- Partnership with Standard Chartered Bank and State Bank of India continues to deepen with ongoing disbursements
- Focus for the half year was to develop our co-lending platform; expect improved disbursement momentum in second half of the financial year
- Portfolio continues to strengthen
  - GNPA at 2.21%; improved from 2.52% YoY
  - Collection efficiency for the quarter at 99.2%

# Housing Finance: Financial performance snapshot


*INR Cr*

	Sep 23	Sep 22
AUM	3,836	4,154
Credit Assets	3,079	3,251
Gross Loan Book	2,906	3,036
Gross Revenue	113	112
Net Revenue	38	41
Opex	34	32
Credit Cost	(0)	1
Profit After Tax	3	6
GNPA	2.21%	2.52%
NNPA	1.62%	1.99%

# General Insurance: Business performance snapshot



## Key Metrics for the quarter

**Equity (INR Cr)**

211

**GWP (INR Cr)**

191

**#Policies Issued**

99,883

**Solvency Ratio**

192%

## Business Update

- Gross direct premium income (GDPI) growth of 18% YoY for the quarter
- Enabling business digitally - 99.6% of issuance and 93% of payments through digital mode
- Launched Zuno Driving Quotient
  - Unique driving score tailored for today's mobile-savvy customer
  - Drive better, score higher and save more on insurance premium
- Awarded Insurtech of the Year and Most Innovative Company (Health Insurance) by The Crown Awards 2023

# General Insurance: Financial performance snapshot



INR Cr

	Sep 23	Sep 22
Net Premium Income	93	74
Investment Income & Other Income	39	22
<b>Total Income</b>	<b>131</b>	<b>96</b>
Policy benefits & insurance policy liability	73	62
Other expenses	90	69
<b>Profit After Tax</b>	<b>(31)</b>	<b>(35)</b>

# Life Insurance: Business performance snapshot

## Key Metrics for the quarter



**Equity (INR Cr)**

625



**Individual APE (INR Cr)**

113



**#Policies Issued**

13,300



**AUM (INR Cr)**

7,219



**Solvency Ratio**

195%



**13m Persistency**

77%

## Business Update

- Gross premium increased by 18% YoY to INR 451 Cr
- AUM recorded a growth of 19% YoY
- Traditional Par and Non-Par products constitute ~80% of product mix
- Improvement in 13m persistency YoY from 73% to 77%
- Launched “Bharat Savings STAR”
  - Flexible benefit product with option to choose between immediate and deferred income
- Awarded prestigious Golden Peacock award for risk management

# Life Insurance: Financial performance snapshot



INR Cr

	Sep 23	Sep 22
Net Premium Income	441	372
Investment Income & Other Income	196	250
<b>Total Income</b>	<b>637</b>	<b>622</b>
Policy benefits & insurance policy liability	505	507
Other expenses	193	162
<b>Profit After Tax</b>	<b>(60)</b>	<b>(47)</b>
Edelweiss' share in PAT	(45)	(31)



## Governance & Corporate Responsibility



**Edelweiss**  
Ideas create, values protect



# 6 Member Board with 3 Independent Directors



**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



**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
- Serves as Member of Monetary Policy Committee, RBI



**Mr. Shiva Kumar**

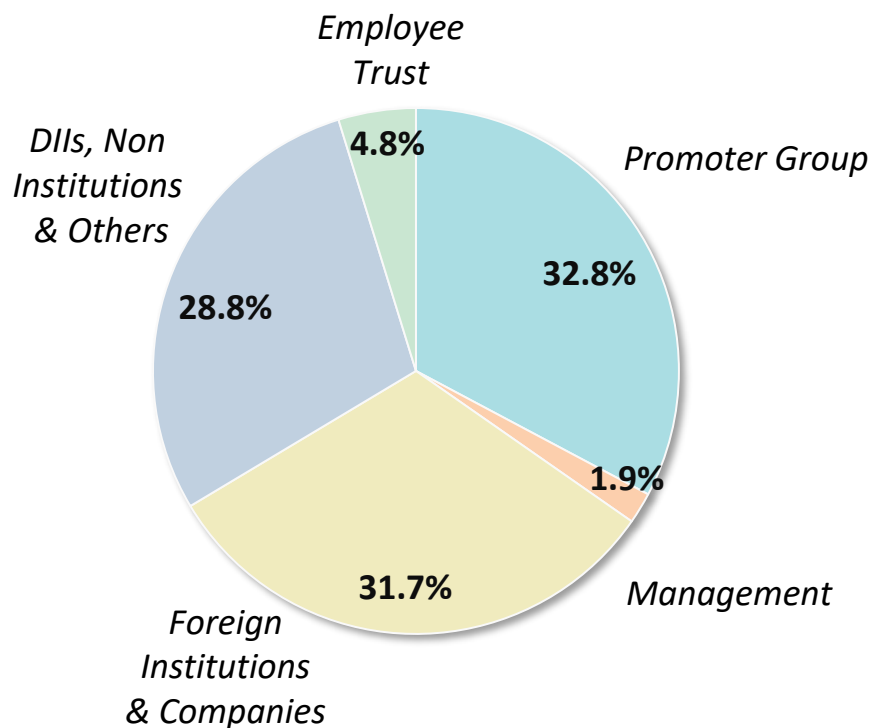
*Independent Director*

- 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

# Significant institutional ownership

Above 1%

## Shareholding Pattern as on Sep 30, 2023



Key Shareholders		Percent
1	Pabrai Investment Funds	9.3%
2	TIAA CREF funds	4.2%
3	BIH SA	3.9%
4	LIC	2.6%
5	Baron Asset Management	2.5%
6	Vanguard Group	2.4%
7	Flowering Tree Investment Management	1.7%
8	Blackrock	1.1%
9	1729 Capital & Advisors	1.1%
10	Barclays	1.0%

~40% owned by Edelweiss management and employees

# Our contribution to building a more sustainable tomorrow



*Under the leadership of EdelGive Foundation, we have...*



Over **~INR 873 Cr** mobilized through commitments



Partnered with over **169** high caliber NGOs



Assisted over **60%** of EdelGive's NGO partners to grow at a CAGR ranging **17% to 177%**



Ensured long term association with average tenure of **5-years**



Catalysed over a **6-fold increase** in beneficiaries count for EdelGive supported NGOs



Enabled an **increase of over 65%** in the annual budgets of EdelGive NGO partners



Provided early-stage funding to NGOs; catalysing **~10 to 30 times** growth in annual budgets



**Spearheaded over 150** Capacity building projects

# Our investment in communities



## EdelGive Foundation's commitment to investing in communities



**90** Districts  
across **12** States



**INR 10.42 Cr**

Committed  
(inclusive of ~INR 8.12 Cr  
Edelweiss CSR contribution)



**29**

NGO Partners



**9**

Co-funded Grants



**32**

Active Grants

### Quality Education

**20 lakh** children impacted

**31,000** schools reached

**72,200** teachers trained

**INR 5.27 Cr** committed up to Q2

**8 NGOs** supported

### Sustainable Livelihoods

**2.46 lakh** Individuals trained

**1,825** watershed structures  
repaired/built

**INR 2.28 Cr** committed up to Q2

**10 NGOs** supported

### Women Empowerment

**2.40 lakh** women supported

**18,400** grassroots leaders

**7,465** Survivors Rehabilitated

**INR 2.80 Cr** committed up to Q2

**11 NGOs** supported

- **GROW Fund:** *INR 100 Cr fund for sustainability and financial resilience of grassroots NGOs.*
  - Conducted 1:1 CB check-ins with 89 NGOs to understand their initiatives towards capacity building
  - Completed Search Engine Optimization enhancement for 23 NGOs with a technical partner- SEO Discovery
- **The HUB** – online learning platform which hosts courses for NGOs
  - Hosts a total of 23 courses on organisational development and self-development with an average course completion of 64 in the last quarter
  - Launched The HUB Android application to 116 NGOs to promote learning on-the-go
  - Launched the first session of the **NGO Series** by The Entrepreneurs Associates on communications as a significant engine for organisational growth

# Trusted partner: EdelGive funding partners & networks



Foundations, Corporates and HNIs partner with Edelgive Platform for their philanthropic allocation



## **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. Some part of 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. The numbers have also been rounded off in the interest of easier understanding and readability. Numbers have been re-casted wherever required. Prior period figures have been regrouped/reclassified wherever necessary. FY18 onwards, numbers are as per IndAS. 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)



Slide 4:	Net worth includes MI, investment in CCD by CDPQ of INR 468 Cr, Ex-Insurance PAT is post MI
Slide 4,17,18:	Available Liquidity is calculated as on balance sheet date and includes high quality liquid assets
Slide 4,17:	Debt includes accrued interest, liabilities on market linked debentures and excludes CBLO, CDPQ CCD and securitisation liabilities
Slide 5,31,32:	NBFC equity includes investment in CCD by CDPQ of INR 468 Cr
Slide 5,7,8,9,12,15,17,23,24,25:	EAAA numbers represent business performance numbers of Edelweiss Alternative Asset Advisors Ltd, Edelweiss Alternative Asset Advisors Pte. Ltd, Sekura India Management Ltd and Edelweiss Real Assets Managers Ltd
Slide 5,7,8:	Ex-Insurance PAT is post-MI; Business PATs are pre-MI
Slide 7,14	Customer reach includes individuals covered under Group Insurance policies for LI and customer serviced since inception for GI
Slide 7,14,15:	Customer Assets and Customer Reach are rounded off
Slide 12,14,15,26,27,28	AUM, net new money, clients, retail folios, MF Equity AUM are rounded off to nearest 100; MF AUM includes strategies under Alternatives categories. MF Equity AUM includes strategies under Hybrid categories.
Slide 13,33:	ECLF Wholesale Loan Assets includes gross loan book and SR Investments
Slide 16, 31:	NBFC capital adequacy is calculated by combining Tier I & II capital and RWA of ECLF and ERFL entities
Slide 19:	Numbers are based on management estimates and 3 years+ liabilities exclude Equity; Assets and Liabilities do not include insurance business. Numbers rounded to nearest 100
Slide 25:	Credit category includes Special Situations, Structured Credit, Real Estate Credit, Core Credit. Real Assets category includes Infrastructure Yield, Rental Yield and InvIT
Slide 27:	Sep 22 net revenue and opex figures excludes one-offs
Slide 29,31,34:	Net D/E is calculated as Net Debt (excluding Available Bank Lines) / Equity. Numbers rounded off to nearest 10
Slide 31,32,34,35:	AUM includes gross loan book, SR investments and assigned book.
Slide 32,35:	Credit Assets includes gross loan book and SR investments
Slide 38:	AUM includes Shareholders and all Policyholders fund. AUM is calculated in accordance with IGAAP
Slide 38:	13th Month Persistency is on premium basis for Individual (Regular Premium+ Limited Payment Premium). Persistency figures corresponds to policies issued in Sep 2021 to Aug 2022.
Slide 42:	Key institutional shareholders: Holding of known affiliates have been clubbed together for the purpose of this information