

EW/Sec/2016/140

August 9, 2016

**BSE Limited**  
P J Towers, Dalal Street,  
Fort, Mumbai - 400 001.

Dear Sirs,

**Ref.:- Scrip Code:- 532922**

**Sub: Outcome of the Board Meeting**

This is to inform you that the Board of Directors of the Company at their meeting held today, have approved the following unaudited Results for the first quarter ended June 30, 2016:-

- a) Consolidated Financial Results of the Company; and
- b) Standalone Financial Results of the Company.


The copies of the results together with the Limited Review Report issued by the Auditors of the Company are enclosed.

The meeting of the Board of Directors of the Company commenced at 10.00 a.m. and concluded at 12.45 p.m.

Kindly take the same on record.

Thanking you,

Yours faithfully,  
For Edelweiss Financial Services Limited

  
**B. Renganathan**  
Executive Vice President & Company Secretary

Encl: as above

# Edelweiss Financial Services Limited

Corporate Identity Number: L99999MH1995PLC094641

Registered Office: Edelweiss House, Off. C.S.T. Road, Kalina, Mumbai - 400 098

Tel: +91-22-40094400 Fax: +91-22-40863610

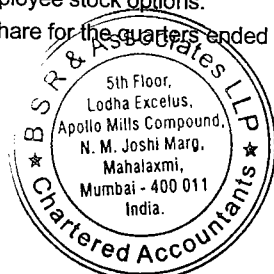


## Consolidated Financial Results for the quarter ended 30 June 2016

Particulars	Quarter Ended		Year Ended	
	June 30, 2016 (Unaudited)	March 31, 2016 (Unaudited)	June 30, 2015 (Unaudited)	March 31, 2016 (Audited)
<b>1 Income from operations</b>				
(a) Fee and commission	170.74	205.03	162.84	696.61
(b) Fund based activities	1,214.05	1,129.35	947.07	4,170.36
(c) Premium from life insurance business	53.25	148.71	30.20	300.18
(d) Other operating income	27.36	35.96	14.04	86.79
<b>Total income from operations</b>	<b>1,465.40</b>	<b>1,519.05</b>	<b>1,154.15</b>	<b>5,253.94</b>
<b>2 Expenses</b>				
(a) Employee benefits expense	247.58	241.17	211.34	882.13
(b) Depreciation and amortisation expense	23.46	27.01	20.05	90.23
(c) Change in life insurance policy liability - actuarial	55.11	136.13	22.06	255.49
(d) Other expenses	239.69	245.06	171.31	848.98
<b>Total expenses</b>	<b>565.84</b>	<b>649.37</b>	<b>424.76</b>	<b>2,076.83</b>
<b>3 Profit / (Loss) from operations before other income and finance costs (1-2)</b>	<b>899.56</b>	<b>869.68</b>	<b>729.39</b>	<b>3,177.11</b>
<b>4 Other income</b>	6.78	6.66	4.63	14.15
<b>5 Profit / (Loss) from ordinary activities before finance costs (3+4)</b>	<b>906.34</b>	<b>876.34</b>	<b>734.02</b>	<b>3,191.26</b>
<b>6 Finance costs</b>	698.69	695.97	605.59	2,620.09
<b>7 Profit / (Loss) before tax (5-6)</b>	<b>207.65</b>	<b>180.37</b>	<b>128.43</b>	<b>571.17</b>
<b>8 Tax expense</b>	82.89	91.14	47.16	235.38
<b>9 Net Profit / (Loss) after tax (7-8)</b>	<b>124.76</b>	<b>89.23</b>	<b>81.27</b>	<b>335.79</b>
<b>10 Share of profit / (loss) of associates</b>	6.11	12.57	9.01	47.65
<b>11 Minority interest</b>	(8.81)	(19.95)	(1.00)	(30.94)
<b>12 Net Profit / (Loss) after taxes, minority interest and share of profit / (loss) of associates (9+10-11)</b>	<b>139.68</b>	<b>121.75</b>	<b>91.28</b>	<b>414.38</b>
<b>13 Paid-up equity share capital (Face Value of ₹ 1/- Per Share)</b>	82.32	81.40	80.26	81.40
<b>14 Reserves excluding Revaluation Reserves</b>				3,591.40
<b>15 Earnings Per Share (EPS) in Rupees (Face Value of ₹ 1/- Per Share)</b>				
- Basic (Refer note 5)	1.68	1.47	1.12	5.01
- Diluted (Refer note 5)	1.63	1.42	1.06	4.85

### Notes:

- The consolidated financial results of Edelweiss Financial Services Limited ('EFSL' or 'the Company') for the quarter ended 30 June 2016 have been reviewed and recommended by the Audit Committee and approved by the Board of Directors at its meeting held on 9 August 2016.
- The financial results for the quarter ended 30 June 2016 of EFSL, on consolidated basis, have been subjected to a 'Limited Review' by the Statutory Auditors of the Company and the auditors have issued an unqualified review report.
- The Company conducts its operations along with its subsidiaries and associates. The consolidated financial results are prepared in accordance with Accounting Standard - 21 (AS-21) "Consolidated Financial Statements" and Accounting Standard - 23 (AS-23) "Accounting for investment in associates in Consolidated Financial Statements" specified under section 133 of the Companies Act, 2013, read with Rule 7 of the Companies (Accounts) Rules, 2014.
- During the quarter ended 30 June 2016, the Company has issued 9,123,085 equity shares of face value of ₹ 1 each to the employees on exercise of employee stock options.
- Earnings per share for the quarters ended 30 June 2016, 31 March 2016 and 30 June 2015 have been calculated for three months and not annualised.



# Edelweiss Financial Services Limited

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## 6 Consolidated Segment Results

Particulars	Quarter Ended			(₹ in Crores)
	June 30, 2016 (Unaudited)	March 31, 2016 (Unaudited)	June 30, 2015 (Unaudited)	Year Ended March 31, 2016 (Audited)
<b>1 Segment revenue [Total income]</b>				
Agency	216.92	270.77	205.38	934.76
Capital Based	1,167.49	1,090.87	905.54	3,990.76
Life Insurance	92.92	174.98	55.97	387.47
Unallocated	0.96	1.66	0.90	2.75
<b>Total income</b>	<b>1,478.29</b>	<b>1,538.28</b>	<b>1,167.79</b>	<b>5,315.74</b>
<b>2 Segment results [Profit / (Loss) before tax and interest]</b>				
Agency	19.10	18.70	17.47	137.21
Capital Based	227.90	241.76	150.51	661.08
Life Insurance	(30.73)	(57.81)	(27.23)	(154.78)
Unallocated	-	-	-	-
<b>Profit / (Loss) before tax</b>	<b>216.27</b>	<b>202.65</b>	<b>140.75</b>	<b>643.51</b>
<b>Less:</b>				
(a) Interest	-	-	-	-
(b) Unallocated net expenditure	(2.51)	(9.71)	(3.31)	(24.69)
<b>Total Profit before tax</b>	<b>213.76</b>	<b>192.94</b>	<b>137.44</b>	<b>618.82</b>
<b>3 Capital employed [Segment assets - Segment liabilities]</b>				
Agency	228.94	208.77	195.51	208.77
Capital Based	3,067.30	2,857.11	2,645.79	2,857.11
Life Insurance	914.99	939.11	539.25	939.11
Unallocated	354.52	366.74	273.84	366.74
<b>Total capital employed</b>	<b>4,565.75</b>	<b>4,371.73</b>	<b>3,654.39</b>	<b>4,371.73</b>

The Company has made its consolidated segment reporting to meaningfully represent its business lines. Agency includes broking, advisory, product distribution and other fee based businesses; Capital includes income from treasury operations, investment income and financing; Life insurance represents life insurance business. Segment data for previous financial year/period has been reclassified to conform to current financial year/period presentation.

7 The previous year/period figures have been regrouped/reclassified wherever necessary to conform to current financial period's presentation.

8 The consolidated results will be available on the Company's website - [www.edelweissfin.com](http://www.edelweissfin.com)

On behalf of the Board of Directors

Rashesh Shah  
Chairman



Mumbai, 9 August 2016.

# B S R & Associates LLP

Chartered Accountants

5th Floor, Lodha Excelus,  
Apollo Mills Compound  
N. M. Joshi Marg, Mahalaxmi  
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## Review report

### To the Board of Directors of Edelweiss Financial Services Limited

1. We have reviewed the accompanying statement of consolidated unaudited financial results ('the Statement') of Edelweiss Financial Services Limited ('the Company') and its subsidiaries, partnership firms and alternative investment fund (the Holding Company and its subsidiaries, partnership firms and alternative investment fund together referred to as the "Group") and its associates for the quarter ended 30 June 2016, attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure requirement) Regulations, 2015 ('Listing Regulations'). This Statement is the responsibility of the Company's management and has been approved by the Board of Directors in its meeting held on 9 August 2016. Our responsibility is to issue a report on the Statement based on our review. Attention is drawn to the fact that the figures for the corresponding quarter ended 30 June 2015 and quarter ended 31 March 2016 as reported in the Statement have been approved by the Company's Board of Directors but have not been subjected to review.
2. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, "*Review of Interim Financial Information Performed by the Independent Auditor of the Entity*" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of the company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. We did not review the interim financial results of 43 subsidiaries and 2 partnership firms considered in the preparation of the Statement, whose interim financial results reflect total revenue of Rs. 356 crore and net loss of Rs. 26 crore for the quarter ended 30 June 2016. We also did not review the interim financial results of 2 associates considered in the Statement, whose interim financial results reflect the Group's share of net profit of Rs. 8 crore for the quarter ended 30 June 2016. These interim financial results have been reviewed by other auditors whose reports have been furnished to us by management, and our report on the Statement in so far as it relates to the amounts included in respect of these subsidiaries, associates and partnership firms is based solely on the reports of the other auditors.
4. We did not review the interim financial results of 4 subsidiaries considered in the preparation of the Statement, whose interim financial results reflect total revenue of Rs. 11 crore and net loss of Rs. 3 crore for the quarter ended 30 June 2016. We also did not review the interim financial results of 3 associates considered in the Statement, whose interim financial results reflect Group's share of net loss of Rs. 2 crore for the quarter ended 30 June 2016. These interim financial results have been furnished to us by management and our report on the Statement in so far as it relates to the amounts included in respect of these subsidiaries and associates is based solely on such interim financial results certified by respective management.

**Review report (*Continued*)**

**Edelweiss Financial Services Limited**

5. The auditors of Edelweiss Tokio Life Insurance Company Limited (ETLICL) a subsidiary of the Holding Company have reported that actuarial valuation of liabilities for life policies in force is the responsibility of the Company's Appointed Actuary. The actuarial valuation of these liabilities as at 30 June 2016 has been estimated by the Appointed Actuary. The Appointed Actuary has certified to the Company that the assumptions for such valuation are in accordance with the guidelines and norms issued by the Insurance Regulatory and Development Authority of India (IRDAI) and the Actuarial Society of India in concurrence with the applicable IRDAI regulations. The auditors of ETLICL have relied upon the Appointed Actuary's estimate and certificate for providing this report on the interim financial results of ETLICL.
6. Our report on the Statement is not modified in respect of the matters specified in para 3 and 4 above with respect to our reliance on the work done and the reports of the other auditors and interim financial results certified by respective management.
7. Based on our review conducted as above, and based on the consideration of reports of other auditors on interim financial results of the subsidiaries as noted above, nothing has come to our attention that causes us to believe that the accompanying Statement with respect to quarter ended 30 June 2016, prepared in accordance with Accounting Standards as per Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Listing Regulations including the manner in which it is to be disclosed, or that it contains any material misstatement.

For B S R & Associates LLP

*Chartered Accountants*

Firm's Registration No: 116231W/W-100024



**Ritesh Goyal**

*Partner*

Membership No: 115007

Mumbai  
9 August 2016

## Edelweiss Financial Services Limited

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 Website : www.edelweissfin.com



### Standalone Financial Results for the quarter ended 30 June 2016

Particulars	Quarter Ended		Year Ended	
	June 30, 2016 (Unaudited)	March 31, 2016 (Unaudited)	June 30, 2015 (Unaudited)	March 31, 2016 (Audited)
<b>1 Income from operations</b>				
(a) Income from operations	86.66	86.27	75.05	316.29
(b) Other operating income	6.22	9.23	0.03	19.07
<b>Total income from operations</b>	<b>92.88</b>	<b>95.50</b>	<b>75.08</b>	<b>335.36</b>
<b>2 Expenses</b>				
(a) Employee benefits expense	20.32	20.13	17.57	70.08
(b) Depreciation and amortisation expense	0.56	0.55	0.68	2.56
(c) Other expenses	18.41	20.25	12.97	57.48
<b>Total expenses</b>	<b>39.29</b>	<b>40.93</b>	<b>31.22</b>	<b>130.12</b>
<b>3 Profit / (Loss) from operations before other income and finance costs (1-2)</b>	<b>53.59</b>	<b>54.57</b>	<b>43.86</b>	<b>205.24</b>
4 Other income	-	0.61	0.01	2.97
<b>5 Profit / (Loss) from ordinary activities before finance costs (3+4)</b>	<b>53.59</b>	<b>55.18</b>	<b>43.87</b>	<b>208.21</b>
6 Finance costs	39.79	9.57	6.99	23.23
<b>7 Profit / (Loss) before tax (5-6)</b>	<b>13.80</b>	<b>45.61</b>	<b>36.88</b>	<b>184.98</b>
8 Tax expense	2.28	0.98	7.31	29.40
<b>9 Net Profit / (Loss) after tax (7-8)</b>	<b>11.52</b>	<b>44.63</b>	<b>29.57</b>	<b>155.58</b>
10 Paid-up equity share capital (Face Value of ₹ 1/- Per Share)	82.32	81.40	80.26	81.40
11 Reserves excluding Revaluation Reserves				1,520.46
12 Earnings Per Share (EPS) in Rupees (Face Value of ₹ 1/- Per Share)				
- Basic (Refer note 4)	0.14	0.55	0.37	1.93
- Diluted (Refer note 4)	0.13	0.53	0.35	1.87

#### Notes:

- The standalone financial results of Edelweiss Financial Services Limited ('EFSL' or 'the Company') for the quarter ended 30 June 2016 have been reviewed and recommended by the Audit Committee and approved by the Board of Directors at its meeting held on 9 August 2016.
- The financial results for the quarter ended 30 June 2016 of EFSL, on a standalone basis, have been subjected to a 'Limited Review' by the Statutory Auditors of the Company and the auditors have issued an unqualified review report.
- During the quarter ended 30 June 2016, the Company has issued 9,123,085 equity shares of face value of ₹ 1 each to the employees on exercise of employee stock options.
- Earnings per share for the quarters ended 30 June 2016, 31 March 2016 and 30 June 2015, have been calculated for three months and not annualised.



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### 5 Standalone Segment Results

Particulars	(₹ in Crores)			
	Quarter Ended		Year Ended	
	June 30, 2016 (Unaudited)	March 31, 2016 (Unaudited)	June 30, 2015 (Unaudited)	March 31, 2016 (Audited)
<b>1 Segment revenue [Total income]</b>				
Agency	31.59	24.82	53.54	177.91
Holding Company activities	61.29	71.29	21.55	160.42
Unallocated	-	-	-	-
<b>Total income</b>	<b>92.88</b>	<b>96.11</b>	<b>75.09</b>	<b>338.33</b>
<b>2 Segment results [Profit / (Loss) before tax and interest]</b>				
Agency	8.96	2.90	34.88	108.73
Holding Company activities (after interest expenses)	4.84	46.31	4.52	86.98
Unallocated	-	-	-	-
<b>Profit / (Loss) before tax</b>	<b>13.80</b>	<b>49.21</b>	<b>39.40</b>	<b>195.71</b>
<b>Less:</b>				
(a) Interest	-	-	-	-
(b) Unallocated net expenditure	-	(3.60)	(2.52)	(10.73)
<b>Total Profit before tax</b>	<b>13.80</b>	<b>45.61</b>	<b>36.88</b>	<b>184.98</b>
<b>3 Capital employed [Segment assets - Segment liabilities]</b>				
Agency	14.73	5.35	10.83	5.35
Holding Company activities	1,593.02	1,557.19	1,498.43	1,557.19
Unallocated	45.51	41.38	38.81	41.38
<b>Total capital employed</b>	<b>1,653.26</b>	<b>1,603.92</b>	<b>1,548.07</b>	<b>1,603.92</b>

Agency includes investment banking; Holding Company activities comprise of development, managerial and financial support to the businesses of subsidiaries/associates and investment activities.

6 Based on the recent opinion of the Expert Advisory Committee of the Institute of Chartered Accountants of India, the Company from the quarter ended 30 June 2016 is presenting interest income from its group companies of ₹ 30.08 crores on a gross basis under the head Income from operations which hitherto was presented on a net basis. Income from operations and Finance costs for the quarter ended 30 June 2015 are therefore not comparable. This has no impact on the net profit of the Company for the period.

7 The previous period/year figures have been regrouped/reclassified wherever necessary to conform to current period's presentation.

8 The standalone results will be available on the Company's website - www.edelweissfin.com

On behalf of the Board of Directors

Rashesh Shah  
Chairman

Mumbai, 9 August 2016.



# B S R & Associates LLP

Chartered Accountants

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## Review report

### To the Board of Directors of Edelweiss Financial Services Limited

We have reviewed the accompanying statement of unaudited standalone financial results (the 'Statement') of Edelweiss Financial Services Limited (the 'Company') for the quarter ended 30 June 2016. This Statement is the responsibility of the Company's management and has been approved by the Board of Directors in its meeting held on 9 August 2016. Our responsibility is to issue a report on the Statement based on our review.

We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of the Company's personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement prepared in accordance with applicable accounting standards specified under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement.

#### *Emphasis of matter*

We draw attention to Note 6 to the standalone financial results which describes that from quarter ended 30 June 2016, the Company is presenting interest income recovered from the group companies on a gross basis under the head interest income based on the opinion of Expert Advisory Committee of the Institute of Chartered Accountants of India. Hitherto the same was reflected on a net basis. Our opinion is not qualified in respect of this matter.

For **B S R & Associates LLP**  
Chartered Accountants

Firm's Registration No: 116231W/W-100024



**Ritesh Goyal**  
Partner

Membership No: 115007

Mumbai  
9 August 2016