

EW/Sec/2019/129

May 15, 2019

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

Dear Sirs,

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

**Sub: Investor Presentation**

Please find enclosed the Investor Presentation in US Dollar on Earnings Updates for the quarter and year ended March 31, 2019.

Kindly take the same on record.

Thanking you,  
**For Edelweiss Financial Services Limited**



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

Encl: a/a

US \$ version



# Edelweiss Financial Services Limited

*Q4FY19 & FY19 Earnings Update*





**1** FY19 Performance Overview

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**2** Business Performance Highlights

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**3** Balance Sheet Highlights

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**4** ESG at Edelweiss

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**5** Detailed Financials

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# FY19 Performance Overview

# Edelweiss at a Glance: FY19



**Ex-Insurance PAT**

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**\$ 172 Mn**

**Balance Sheet EOP**

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**\$ 7.8 Bn**

**Net Worth**

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**\$ 1.3 Bn**

**Market Cap**

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as on 31<sup>st</sup> March'19

**\$ 2.7 Bn**

**BVPS**

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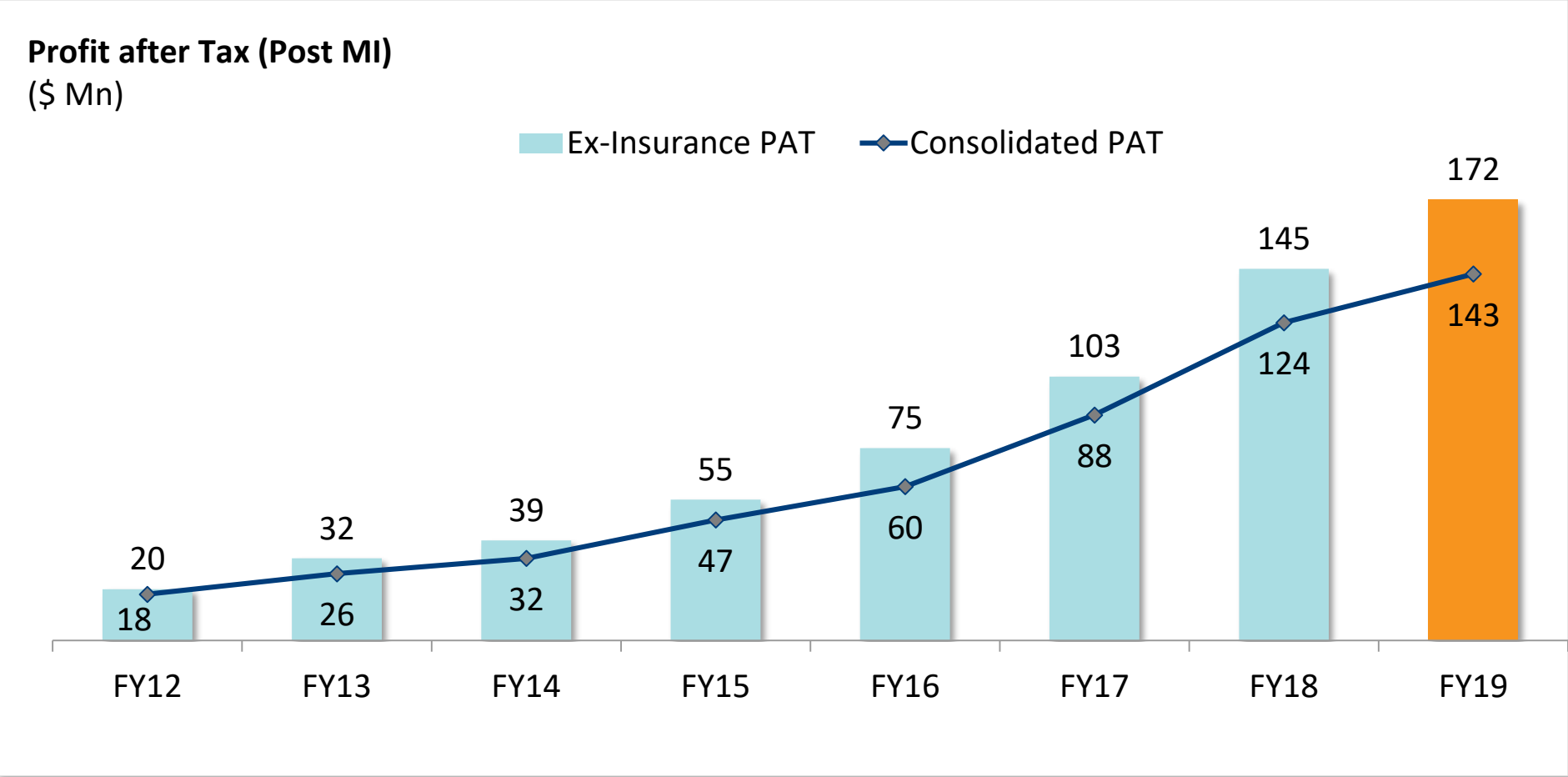
**\$ 1.2**

**Basic EPS**

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**\$ 0.2**

# Ex-Insurance PAT CAGR of 36% over 8 years



# FY19 Financial Snapshot



FY19 (\$ Mn)	EOP Equity	Profit After Tax	RoA	RoE
<b>Total Pre Minority</b>	<b>1,253</b>	<b>150</b>		
Credit	700	108	2.0%	15.7%
Distressed Credit	269	60	6.2%	28.4%
Advisory	28	42		
Life & General Insurance	151	(47)		
BMU, Corp & Others	106	(13)		
<b>Minority Interest (MI)</b>	<b>149</b>	<b>7</b>		
<b>Total Consolidated Post MI</b>	<b>1,104</b>	<b>143</b>	<b>1.8%</b>	<b>13.4%</b>
<b>Total Ex-Insurance Post MI</b>	<b>1,019</b>	<b>172</b>	<b>2.4%</b>	<b>17.6%</b>

## Capital Light Businesses Contribute over 50% to PAT



Business Segments (\$ Mn)	FY19 Pre MI PAT	% Contribution
Retail Mortgage	14	7%
SME, ESOP and Other Business Loans	17	9%
Structured Collateralised Credit	31	16%
Wholesale Mortgage	45	23%
Distressed Credit Business	60	30%
Wealth Management and Asset Management	32	16%
Capital Markets	10	5%
BMU, Corporate and Others	(13)	(6%)
<b>Total Ex- Insurance Pre MI PAT</b>	<b>198</b>	<b>100%</b>

We continue to have market dominant positions in each of our Advisory businesses



# FY19 Performance Overview



- 1 First half of the year was robust, however second half witnessed market headwinds
- 2 FY19 Ex-Insurance PAT grew 18% YoY; Consolidated PAT grew 15% YoY
- 3 Ex-Insurance RoA remained steady at 2.4% while RoE was at 17.6%
- 4 Raised fresh long term borrowings of \$ 1,121 Mn in H2FY19
- 5 Debt to Equity (Ex-Treasury) remains conservative at 4.4x

**Continue to strengthen Balance Sheet to power next phase of growth**

# FY19 Business Performance Overview



- 6 NIM and Asset Quality maintained across business cycles
- 7 ECL Finance raised equity of \$ 250 Mn; first tranche of \$ 150 Mn received in May'19
- 8 Distressed Credit benefited from strong recoveries
- 9 Wealth Management: AUA crossed \$ 15 Bn and scaled well
- 10 Asset Management: Raised \$ 1 Bn across funds in Alternatives
- 11 Life Insurance: One of the fastest growing Life Insurers on Individual APE basis; Embedded Value at \$ 226 Mn as on 31<sup>st</sup> March'19
- 12 General Insurance: Key products in place; crossed \$ 14 Mn of premium in first full year of operation

# Key Actions Taken



## Liquidity: We entered Q4 with comfortable levels of liquidity

- Overnight liquidity of \$ 762 Mn - 12% of borrowings
- Additional high quality assets liquid-able in less than 120 days at \$ 683 Mn

## Liability Management: Emphasis on long term borrowings

- Continued to increase the share of long term debt; 61% in FY19 up from 58% in FY18
- Raised \$ 416 Mn in FY19 through retail bond issues

## Asset Quality: Remained stable throughout

- Focus on recovery and collections
- No deterioration seen in asset quality

**Liquidity, Liability Management and Asset Quality remained robust through H2FY19**

## FY19 Ex-Insurance PAT Up 18% YoY



(\$ Mn)	Q4FY18	Q3FY19	Q4FY19	FY18	FY19	Y-o-Y Growth
<b>Ex-Insurance PAT</b>	43	39	41	145	172	<b>18%</b>
<b>Consolidated PAT</b>	35	32	33	124	143	<b>15%</b>
<b>Balance Sheet</b>	8,031	8,026	7,754	8,031	7,754	<b>(3%)</b>

Non linear profitability growth: Ex Insurance PAT grew 18% YoY while Balance Sheet remained flat

# PAT Distribution Across Businesses



PAT (\$ Mn)	Q4FY18	Q3FY19	Q4FY19	FY18	FY19	Y-o-Y	EOP Equity
<b>Total Consolidated</b>	<b>35</b>	<b>32</b>	<b>33</b>	<b>124</b>	<b>143</b>	<b>15%</b>	<b>1,104</b>
<i>Credit</i>	25	37	36	92	143	55%	894
<i>Advisory</i>	12	11	9	43	42	(3%)	28
<i>Life &amp; General Insurance</i>	(8)	(7)	(8)	(21)	(28)	-	85
<i>BMU, Corp &amp; Others</i>	6	(8)	(3)	10	(13)	-	97

**Strong growth in Credit business driving profitability**

**Wealth & Asset Management continue to perform well; Advisory impacted due to Capital Markets**

# Key Profitability Ratios



Ex-Insurance	Q4FY18	Q3FY19	Q4FY19
RoA	2.6%	2.4%	2.4%
RoE	20.2%	15.6%	16.1%
Cost to Income Ratio	45%	51%	52%

FY18	FY19
2.5%	2.4%
20.3%	17.6%
47%	50%

Consolidated	Q4FY18	Q3FY19	Q4FY19
RoA	1.7%	1.8%	1.7%
RoE	14.4%	11.9%	12.0%
Cost to Income Ratio	63%	64%	70%

FY18	FY19
1.9%	1.8%
15.7%	13.4%
60%	64%

**Ex Insurance RoA and RoE remained robust**

# Demonstrated Ability to Raise Long Term Funding in H2



## Fresh Long Term Borrowings (\$ Mn)

By Instrument	H1FY19	H2FY19
<b>Total</b>	<b>1,042</b>	<b>1,121</b>
<i>NCDs</i>	814	904
<i>Term Loans</i>	229	217

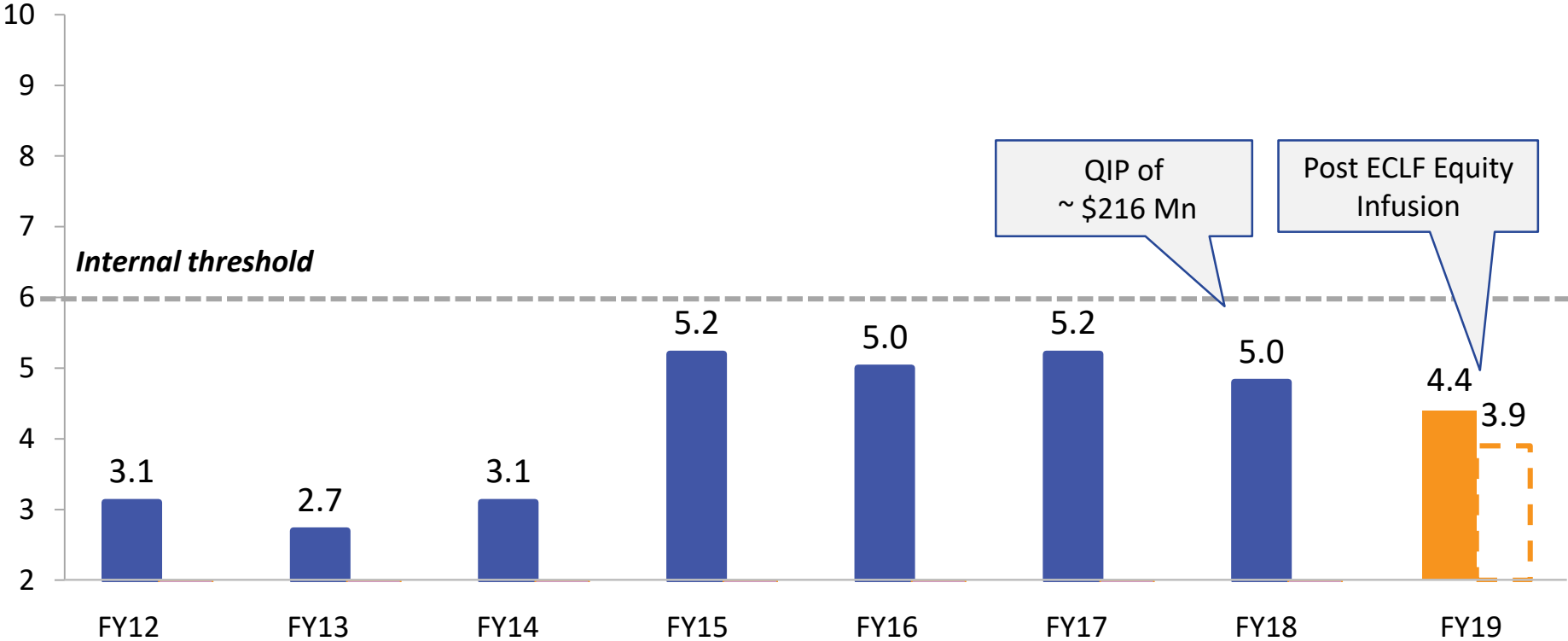
  

By Source	H1FY19	H2FY19
<b>Total</b>	<b>1,042</b>	<b>1,121</b>
<i>Mutual Funds</i>	219	184
<i>Banks</i>	240	326
<i>Retail &amp; Others</i>	584	611

# Debt to Equity Ratio Set to Improve Further



D/E Excluding Treasury Assets

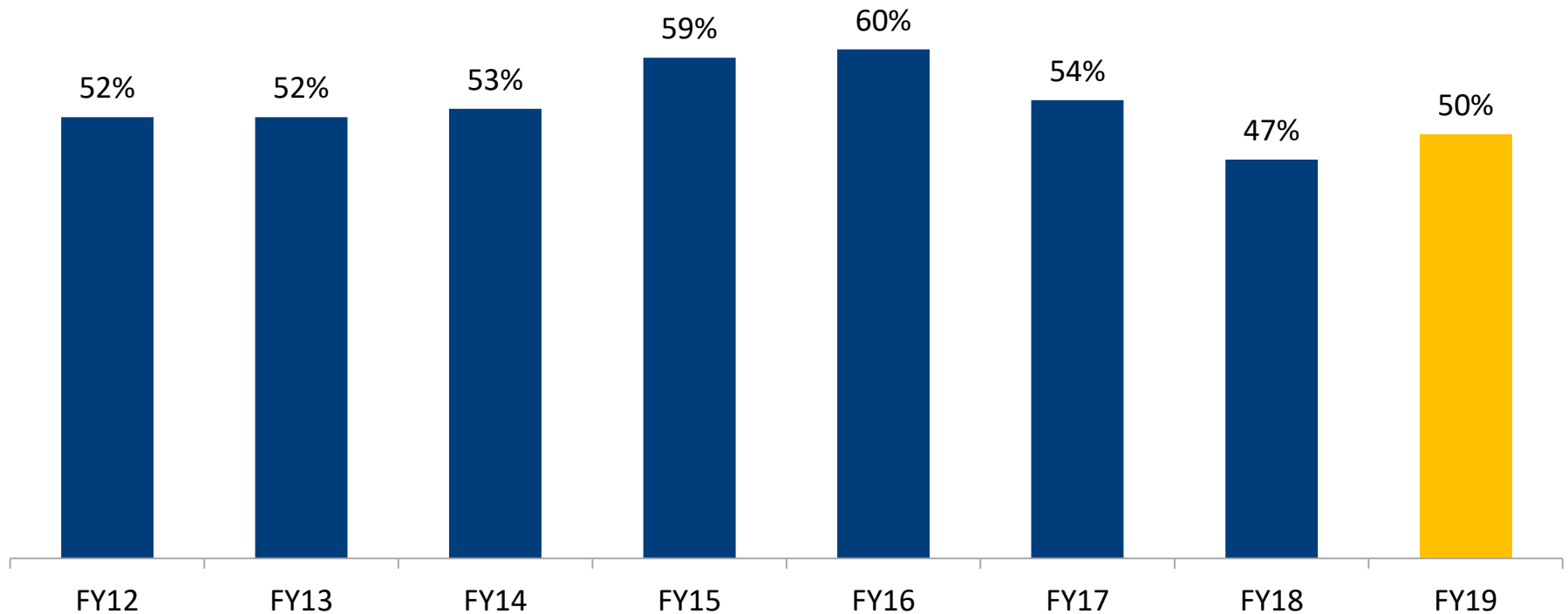




# Cost to Income Higher...

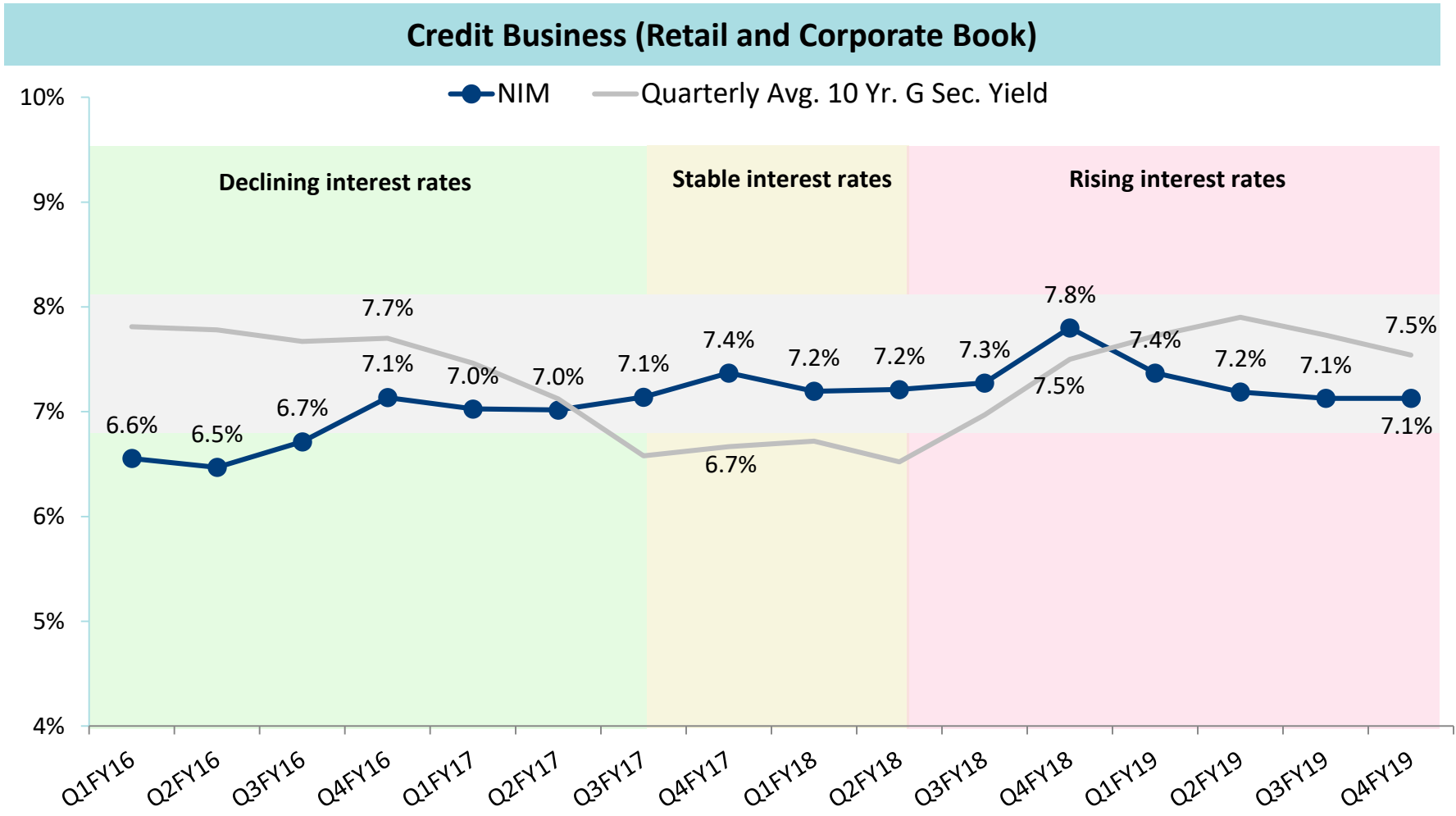


Cost to Income Ratio (Ex-Insurance)



...on account of continued investments in Retail Businesses – Retail Credit, Affluent in Wealth and Life Insurance

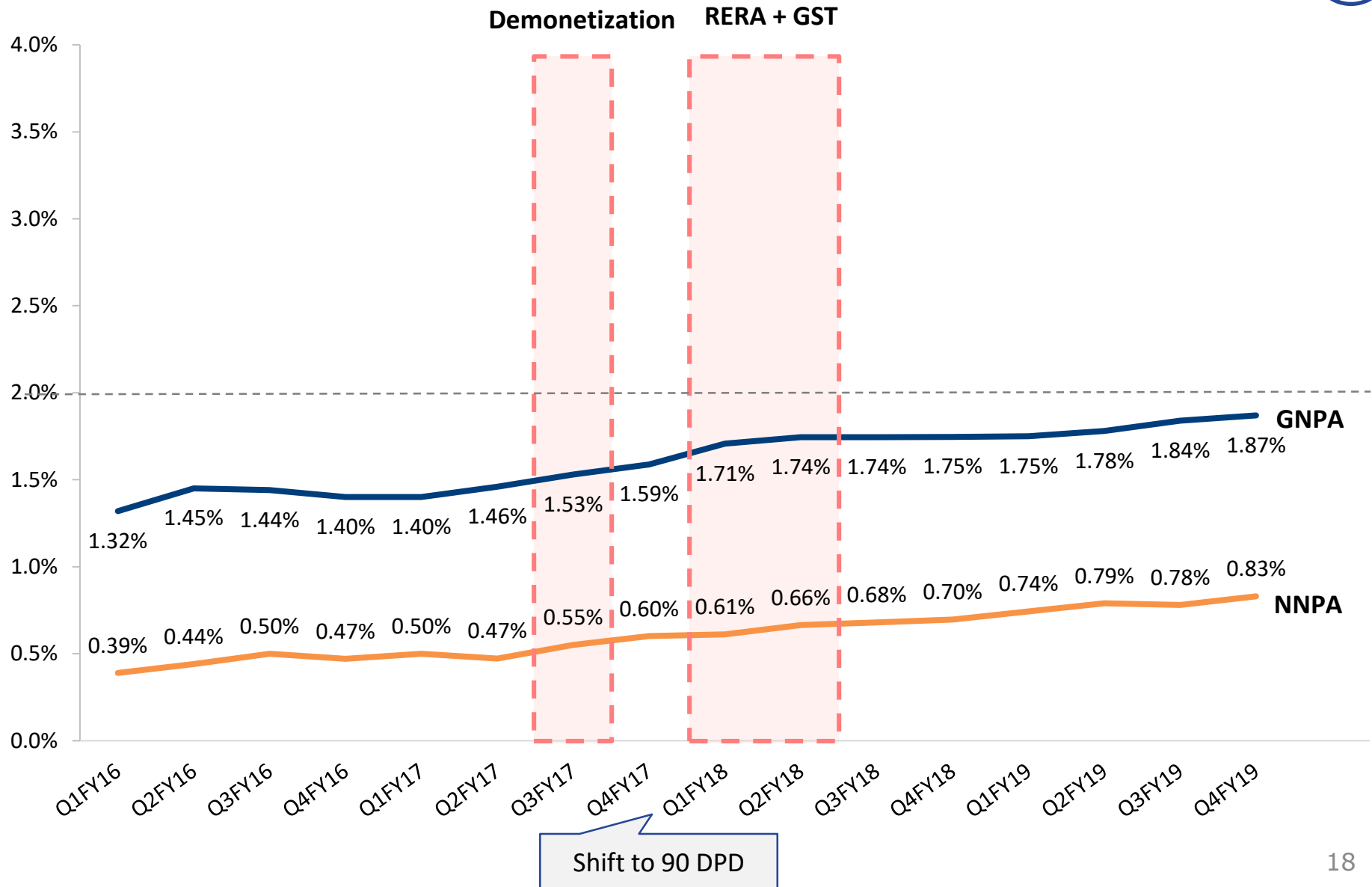
# Credit: Maintained NIM across Business Cycles



**.....through diversified portfolio mix, ALM and strength of customer franchise**

Source: Bloomberg; Credit Business NIM exclude Distressed Credit Business

# Credit: Stable Asset Quality In Spite of Headwinds



# Advisory: Customer Assets cross \$ 28 Bn



As on 31 <sup>st</sup> March'19	\$ Bn	YoY Growth
<b>Customer Assets</b>	<b>28.9</b>	<b>19%</b>
<i>Assets Under Advice (Wealth Management)</i>	15.2	18%
<i>Distressed Credit (ARC Assets)</i>	5.6	4%
<i>Funds under Management (Asset Management)</i>	5.1	26%
<i>Assets under Custody &amp; Clearing</i>	2.9	56%
<b>Balance Sheet Assets</b>	<b>7.7</b>	<b>(3%)</b>
<b>Total Assets</b>	<b>36.6</b>	<b>13%</b>



## Business Performance Highlights

***CREDIT***

***Retail Credit – Corporate Credit – Distressed Credit***



**Edelweiss**  
Ideas create, values protect

# Credit Business Mix



As on 31 <sup>st</sup> March'19	Capital Employed (\$ Mn)	%	
<b>Retail Credit</b>	<b>2,599</b>	<b>42%</b>	
Retail Mortgage	1,293	21%	Blend of loans to home owners and home buyers
SME & Business Loans	660	11%	Underserved and highly scalable market, key focus area
ESOP and Margin Financing	588	9%	Catering to customers in Wealth Mgmt and Capital Markets
Agri and Rural Finance	57	1%	Underserved opportunity with low competitive intensity
<b>Corporate Credit</b>	<b>2,596</b>	<b>41%</b>	
Structured Collateralised Credit	928	15%	Customized credit solutions with robust risk management systems
Wholesale Mortgage	1,668	26%	Developer financing for primarily residential properties
<b>Distressed Credit</b>	<b>1,061</b>	<b>17%</b>	Leading Asset Reconstruction Company in India
<b>Total Credit Book</b>	<b>6,256</b>	<b>100%</b>	

**Retail Credit and Corporate book have equal share  
Corporate book share has declined from 46% in FY18 to 41% in line with strategy**

# Credit Business Performance Snapshot



FY19 (\$ Mn)	Total	Y-o-Y	Retail	Y-o-Y	Corporate	Y-o-Y	Distressed	Y-o-Y
EOP Capital Employed	6,256	4%	2,599	12%	2,596	(8%)	1,061	17%
EOP Equity	969	24%	275	21%	426	15%	269	48%
Net Interest Income	514	38%	135	42%	255	23%	124	75%
PAT	168	61%	32	11%	76	78%	60	81%
Net Interest Margin	8.1%		5.1%		9.2%		12.9%	
Cost to Income	37%		50%		38%		22%	
RoA	2.6%		1.2%		2.7%		6.2%	
RoE	18.7%		12.2%		17.9%		28.4%	

# Asset Quality at a Glance



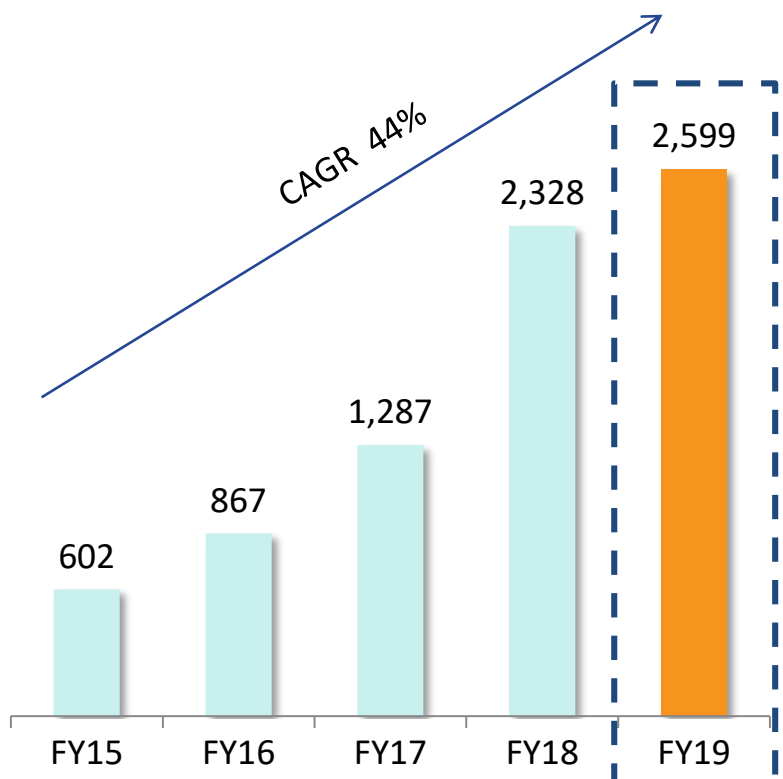
As on 31 <sup>st</sup> March'19 (\$ Mn)	Q3FY19	Q4FY19
Credit Book (Ex - Distressed Credit)	5,112	5,195
<i>Of which Stage 3</i>	94	97
ECL Provision	116	117
<i>Of which Stage 3</i>	54	54
Specific Provision Cover	58%	56%
Total Provision Cover	123%	120%
Average Collateral cover on Corporate Book	1.9x	1.8x
Average Loan-To-Value on Retail book	~45%	~45%
Gross NPA	1.84%	1.87%
Net NPA	0.78%	0.83%
Provisions & Write Offs for the quarter	15	15



# Retail Credit Growth Continues



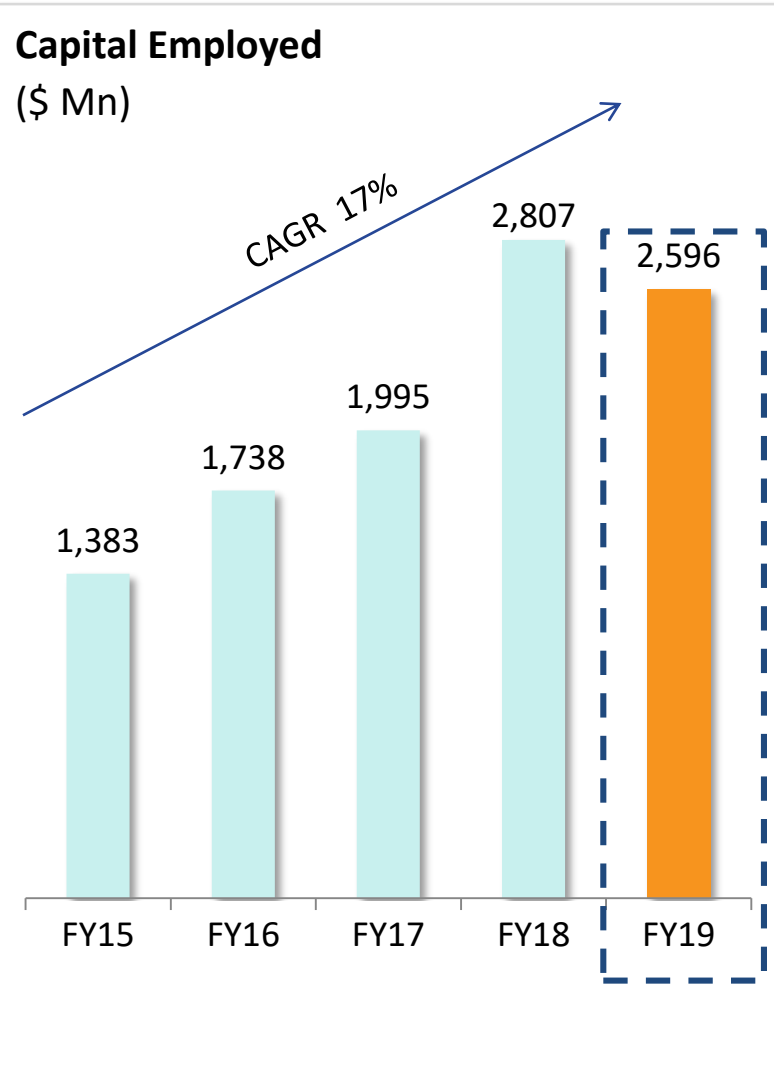
**Capital Employed**  
(\$ Mn)



	SME		Retail Mortgage	
	Secured	Unsecured	HL	LAP
Average Yields %	14%	21%	11%	12%
Median Ticket Size (\$ Mn)	~0.17	0.01	0.02	0.03
RoA	1.50% - 2.00%		1.00% - 1.50%	
Locations (#)	108		96	

- Key focus areas - SME and Retail Mortgage
- Continue to expand footprint – 17 new branches in Retail Mortgages in Q4
- Strengthening the retail platform through technology
- Establishing co-lending platform to enter Mid Market Credit
- New products like Salary Advance gaining traction

# Corporate Credit will Grow in Fund Form



	Structured Collateralised Credit	Wholesale Mortgage
Average Yields %	15% - 17%	17% - 19%
RoA	1.75% - 2.50%	2.50% - 3.00%
Portfolio Granularity	76 accounts	162 projects
Typical Ticket size	\$ 14 Mn - \$ 18 Mn	

- Book growth was lower on YoY basis because of conservative lending in H2
- Focus on collections and maintaining asset quality
- Continue to be selective in financing new deals

# Wholesale Mortgage: Lending Philosophy



Focus on mid-income residential RE projects; ~77% of inventory within \$ 0.14 Mn category

Provide funding to projects of mid-sized developers having an execution track record

Financing projects only after key approvals are in place

Senior Secured Sole Lender at SPV level (>95% of loans) at collateral cover of 1.5 – 2.0x

Exit through self liquidating nature of underlying projects – ~95% of asset base

~40% headcount focus on asset quality (asset management, risk and underwriting)

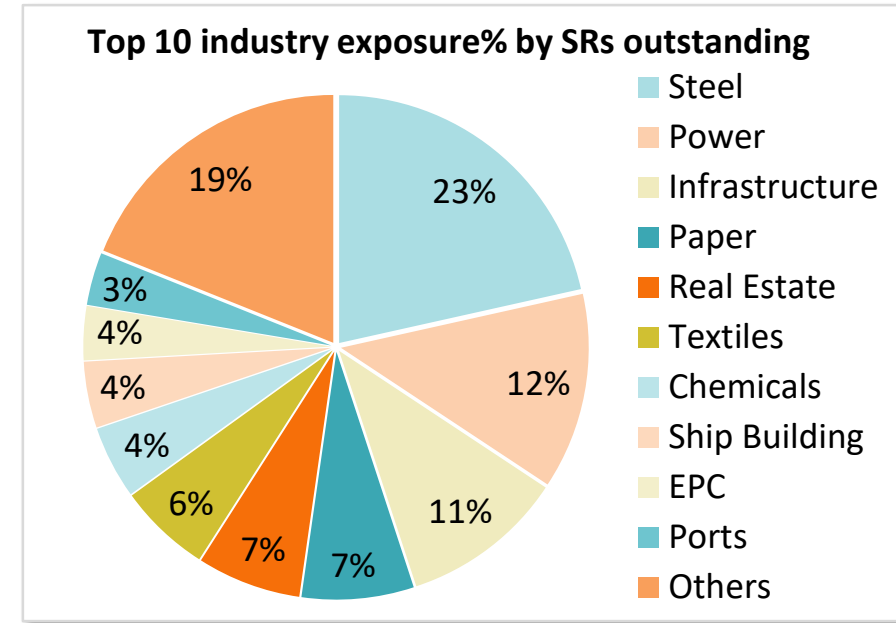
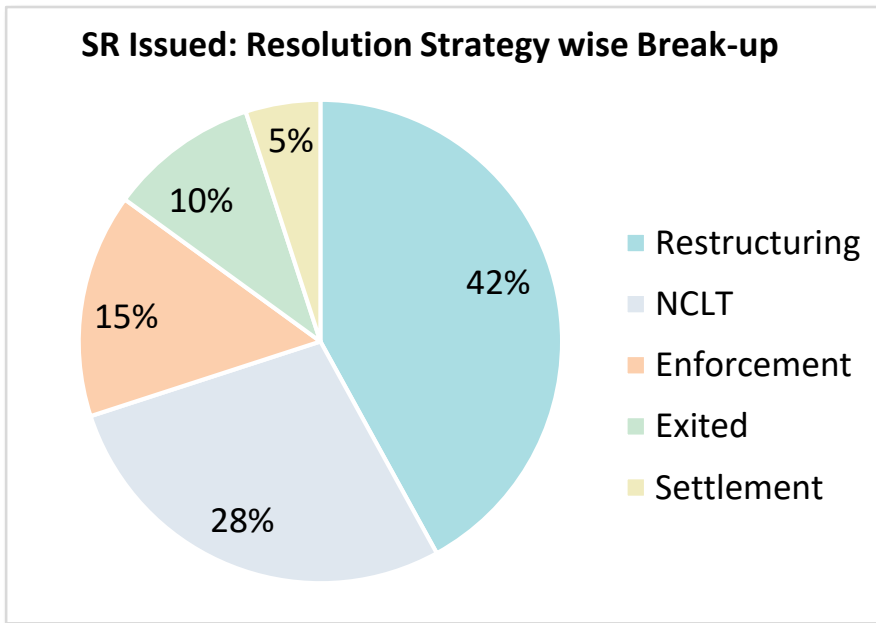
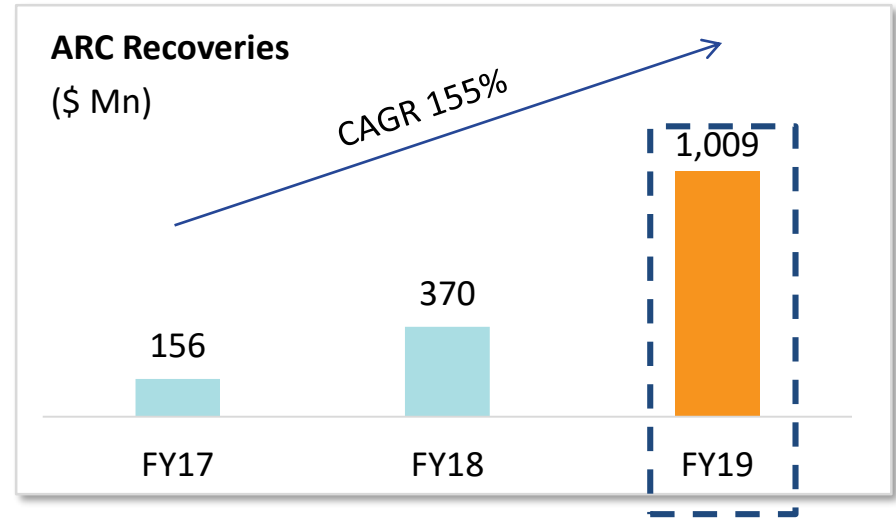
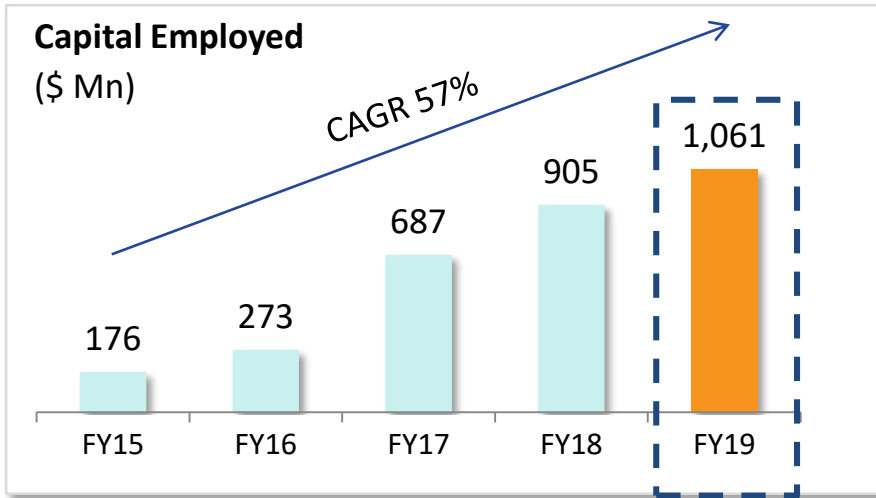
Captive distribution bolt-on deployed as needed

# Seasoned book with Robust Risk Management Track Record



	Wholesale Mortgage	H1FY19	H2FY19
1	Loan Book	\$ 1,691 Mn	\$ 1,668 Mn
2	Stage 3 Accounts	5 accounts amounting to \$ 50 Mn	3 accounts amounting to \$ 30 Mn
3	Historical recovery on default cases	84% cash recovery and rest in other assets	84% cash recovery and rest in other assets
4	Provisions on the books	\$ 35 Mn	\$ 23 Mn
5	Foreclosure Losses to Date	Zero	Zero

# Distressed Credit Pipeline Robust





# Business Performance Highlights

**ADVISORY**

**Wealth Management – Asset Management – Capital Markets**



**Edelweiss**  
Ideas create, values protect

# Advisory Business Performance Snapshot



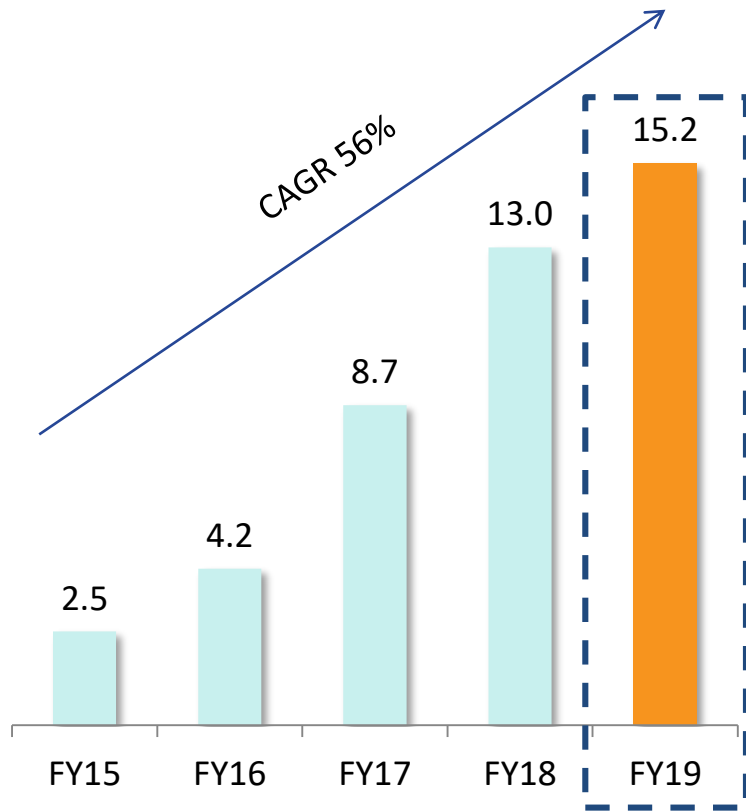
FY19 (\$ Mn)	Total	Y-o-Y	Wealth Mgmt	Y-o-Y	Asset Mgmt	Y-o-Y	Capital Mkts	Y-o-Y
Net Revenue	188	-	104	30%	35	88%	49	(45%)
PAT	42	(3%)	23	49%	9	52%	10	(55%)
Cost to Income	66%		67%		58%		69%	
PAT Yield			17 bps		19 bps		-	
Customer Assets (\$ Bn)			Assets under Advice		Assets under Management		Assets under Custody and Clearing	
			15.2	18%	5.3	27%	2.9	56%

Wealth Management and Asset Management continue to scale up in a volatile market

# Wealth Management

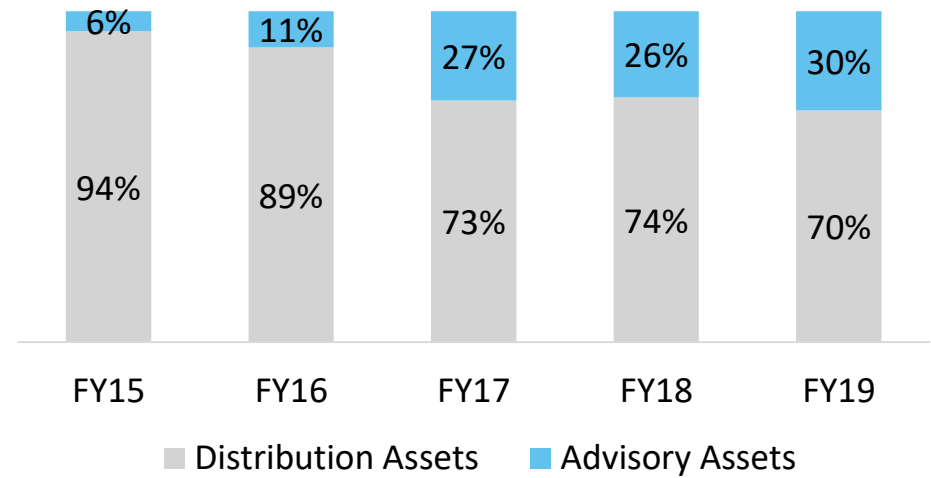


Assets Under Advice (\$ Bn)



As on 31 <sup>st</sup> March'19	Number of Clients	AUA (\$ Bn)	Number of RMs
Ultra High Net Worth Individuals	~2000	11.8	186
Affluent Investors	~4,85,000	3.4	874

Wealth AUA Breakup

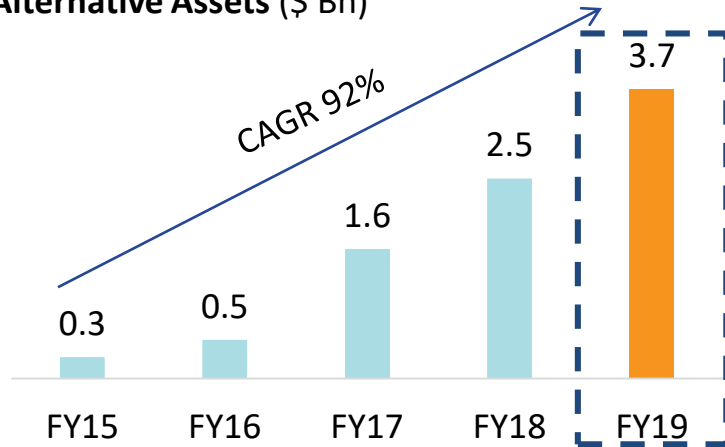




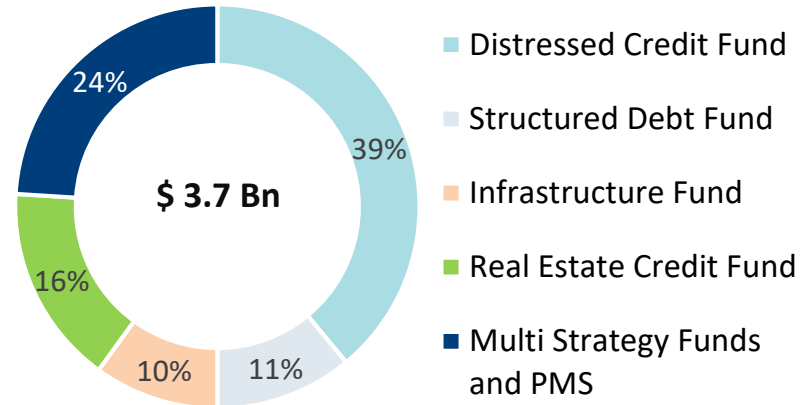
# Asset Management



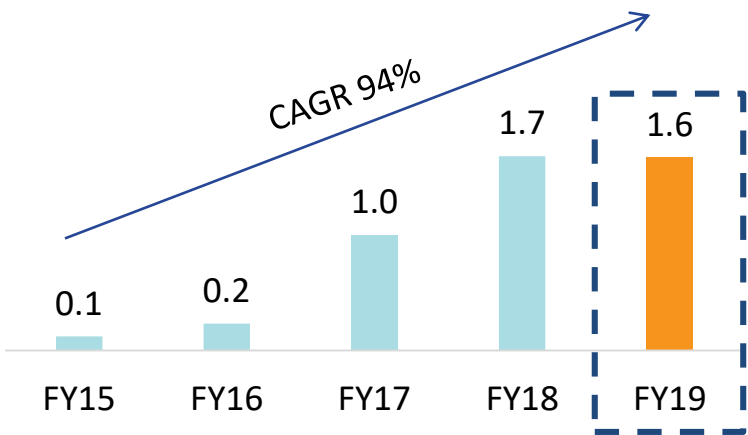
Alternative Assets (\$ Bn)



Alternative Assets AUM as on 31<sup>st</sup> March'19

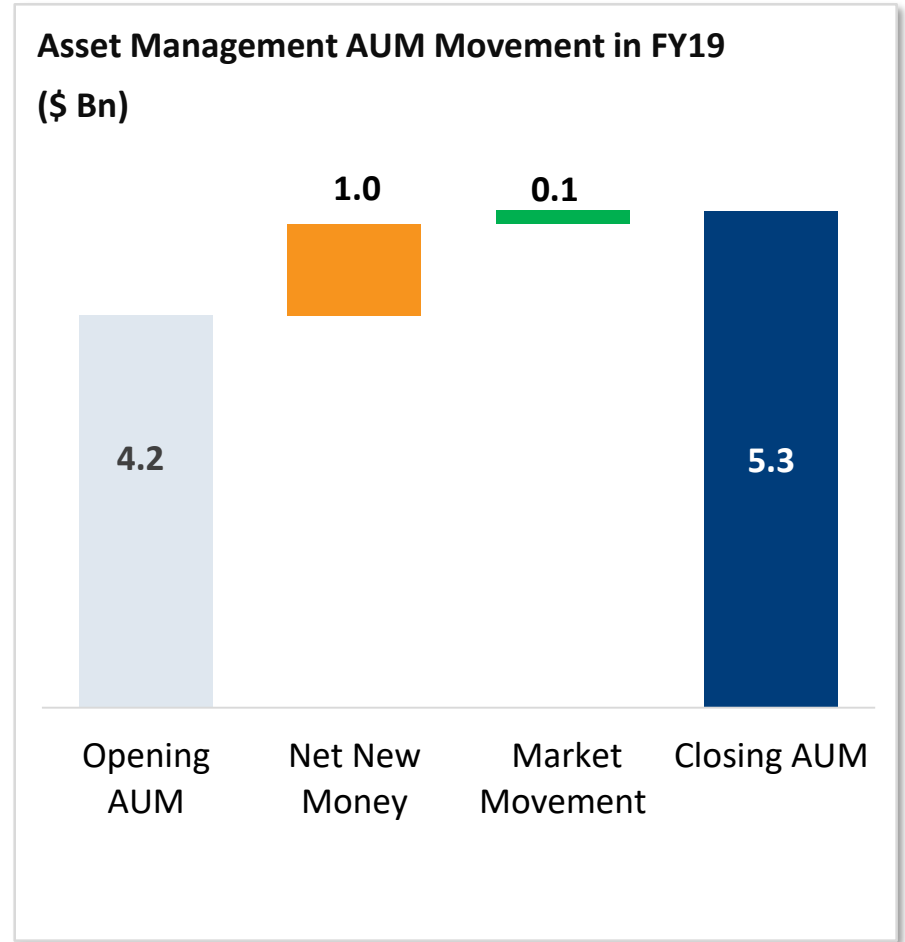
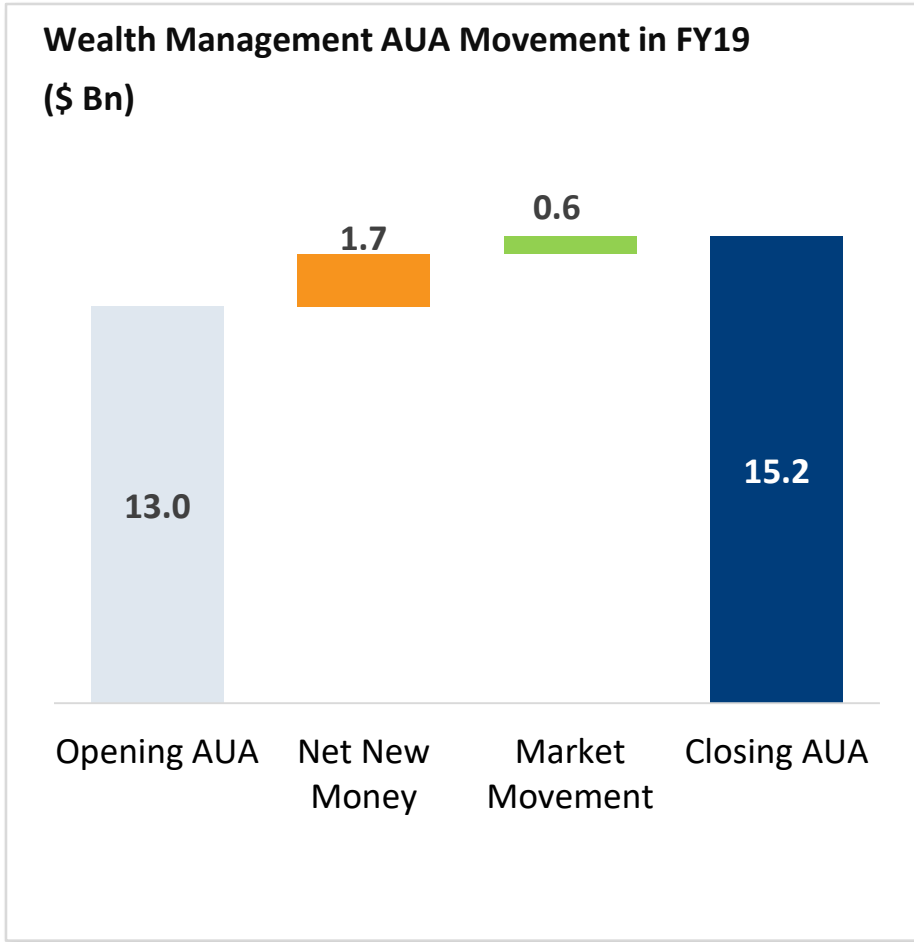


Mutual Funds AUM (\$ Bn)



- Continue momentum of fund raising and deployment in Alternatives
  - Closed our 2<sup>nd</sup> Distressed Credit fund at \$1.3 Bn: one of the largest in Asia
  - Looking to raise ~\$1 Bn in our 3<sup>rd</sup> Structured Debt fund
  - Deployed ~50% of funds raised across Alternative Asset funds
- Marquee investors in the Alternative Asset Management platform - European and North American Insurance cos and Public Pension funds

# Steady Growth in Net New Flows



# Market Leading Position in Equity and Debt Capital Markets



## Key Equity Capital Market & Advisory Transactions



QIP  
\$ 108 Mn  
March 2019

Left Lead GCBRLM



QIP  
\$ 73 Mn  
January 2019

Sole BRLM



PE  
\$ 32 Mn  
January 2019

Buy side Advisor



PE  
\$ 36 Mn  
March 2019

Financial Advisor

## Key Debt Capital Market Transactions



Pvt Placement  
\$ 765 Mn  
March 2019

Arranger



Pvt Placement  
\$ 431 Mn  
March 2019

Arranger



Public Issue  
\$ 216 Mn  
March 2019

Lead Manager



Public Issue  
\$ 309 Mn  
January 2019

Lead Manager



# Business Performance Highlights

*Life Insurance*



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# Life Insurance Performance Snapshot



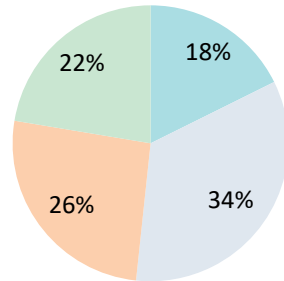
(\$ Mn)	FY18	FY19	Y-o-Y Growth
Net Premium Income	87	123	42%
Investment Income & Other Income	21	29	36%
<b>Total Business</b>	<b>108</b>	<b>152</b>	<b>41%</b>
Profit After Tax	(34)	(39)	-
Minority	(17)	(19)	-
<b>Edelweiss' Share in PAT</b>	<b>(17)</b>	<b>(20)</b>	-
<b>Net Worth</b>	<b>167</b>	<b>134</b>	

# Life Insurance – Long Term Value Creation



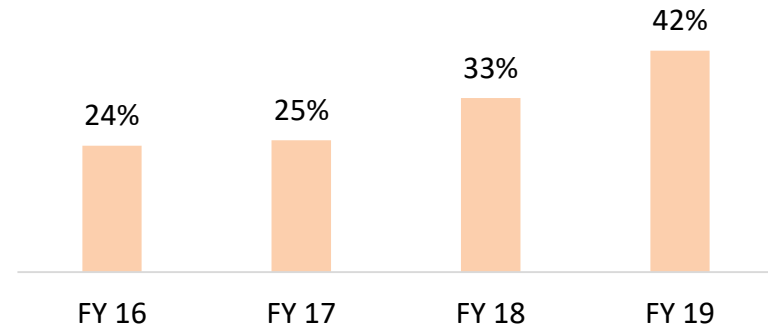
## Product Mix

New Business Premium FY19



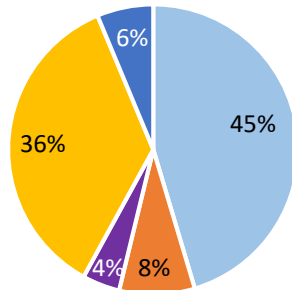
■ Traditional Par ■ Traditional Non Par ■ ULIP ■ Group

## VNB Margin % (Overall)



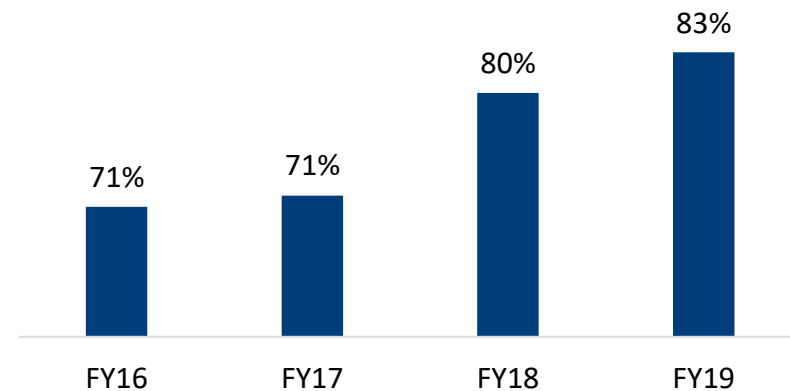
## Channel Mix

Individual New Business Premium FY19



■ Agency ■ Banca ■ Broker ■ Direct ■ Edelweiss

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

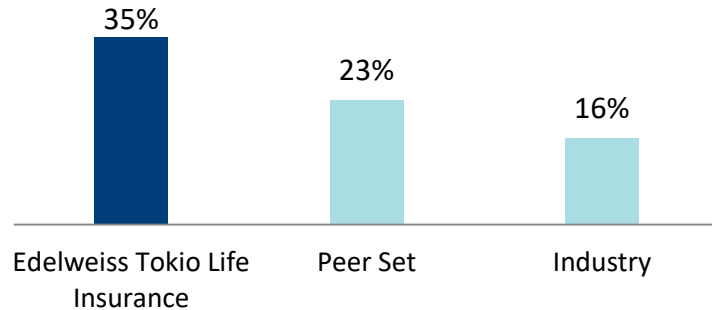


**121 branches; 43,681 PFAs across 93 locations in India**

# One of the Fastest Growing Life Insurers in Individual Annual Premium Equivalent

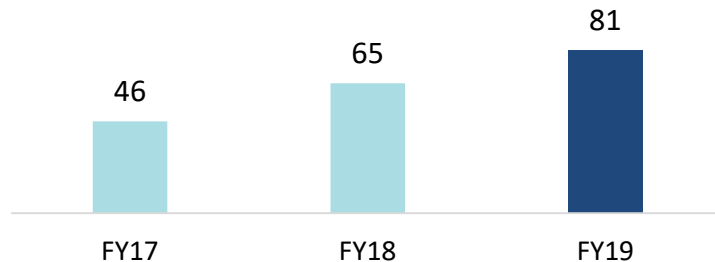


## Collected Individual Annual Premium Equivalent CAGR growth since FY16



## Number of Policies Issued (Individual Business )

(In '000)



- Collected Individual Annual Premium Equivalent (APE) - \$ 49 Mn grew 36% YoY
- Gross premium of this business in FY19 was \$ 127 Mn compared to \$ 89 Mn in the previous year, a growth of 43%
- Individual Claims Settlement Ratio improved from 95% in FY18 to 96% in FY19
- Embedded Value at \$ 226 Mn as on 31st March'19



## Balance Sheet Highlights

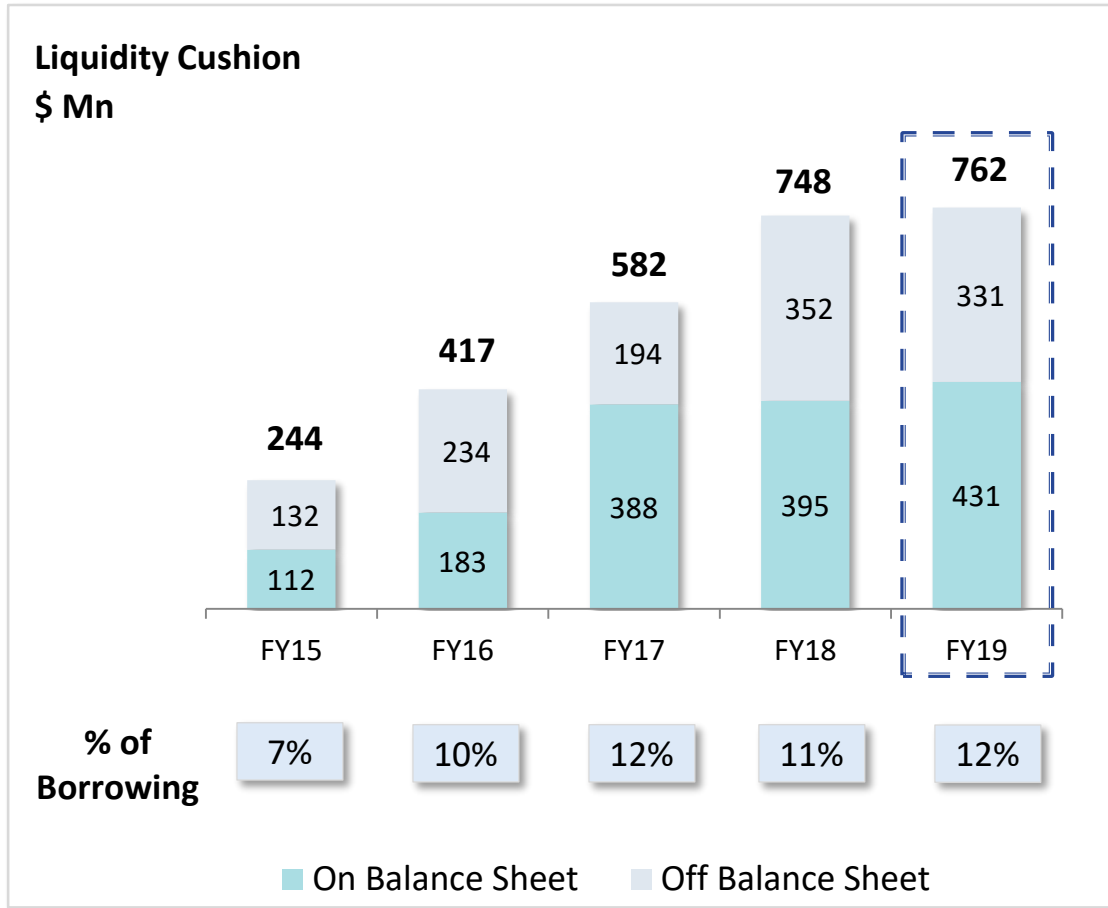


# Key Highlights – Balance Sheet



- 1** Maintained adequate Liquidity Cushion at 12% of Borrowings
- 2** Diversified Borrowings mix
- 3** Matched Asset-Liability profile
- 4** Comfortable capital adequacy ratio at 18.0% and D/E (Ex- Treasury) of 4.4x

# 1 Maintained Liquidity Cushion of 12% of Borrowings



- A well diversified liquidity cushion comprising:
  - Banking Lines: \$ 331 Mn
  - Fixed Deposits and bank balance: \$ 129 Mn
  - Government Securities, Mutual Funds etc.: \$ 302 Mn
- Continually evaluate the composition through various instruments to ensure immediacy, relevance and cost efficiency

**Conservative liquidity management**

# 1 Liquidity Cushion Bolstered by High Quality Liquid Assets



As on 31<sup>st</sup> March'19 (\$ Mn)

Overnight Liquidity

762

Assets Liquid-able in less than 120 days

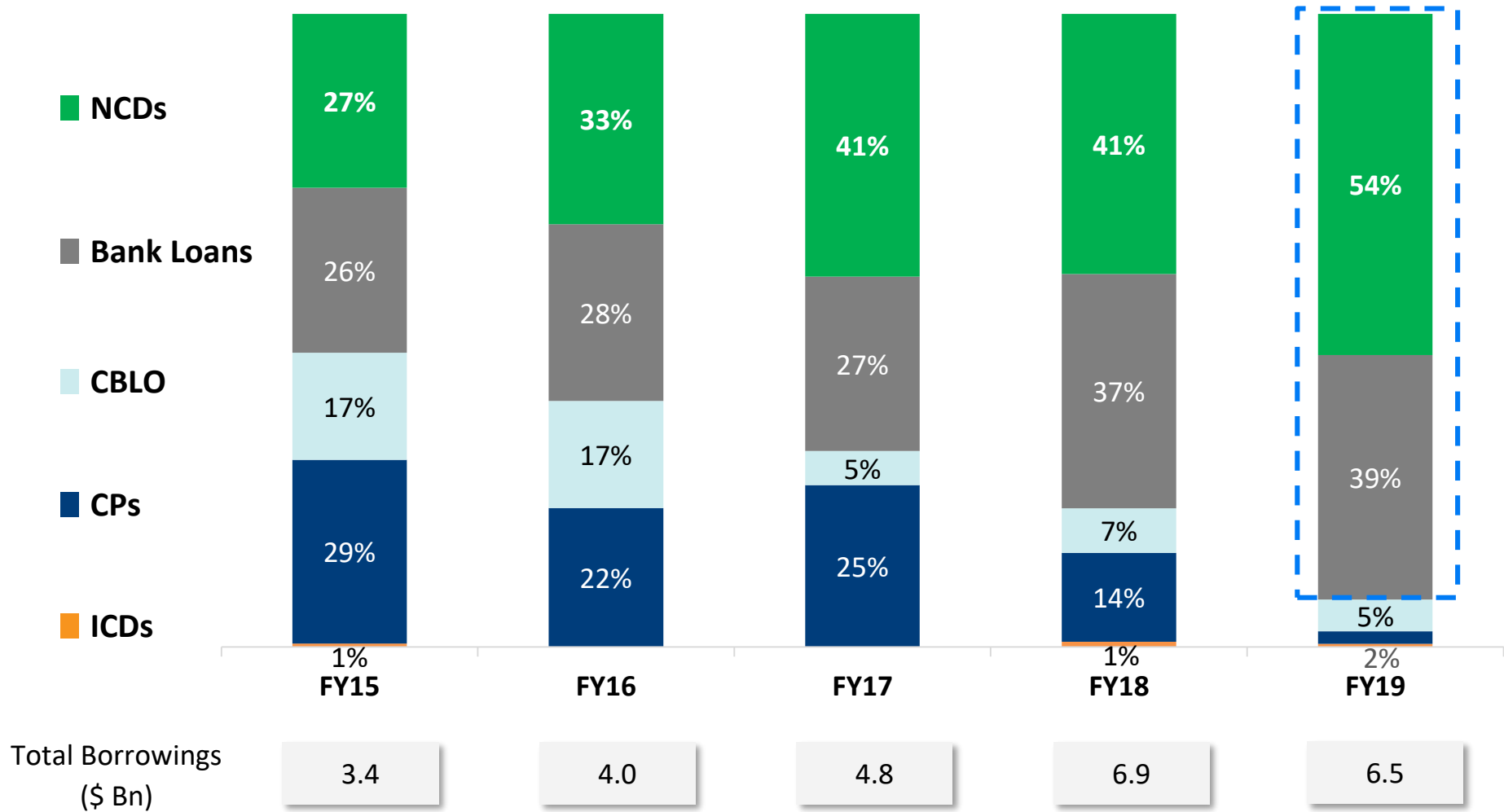
683

Total

1,445

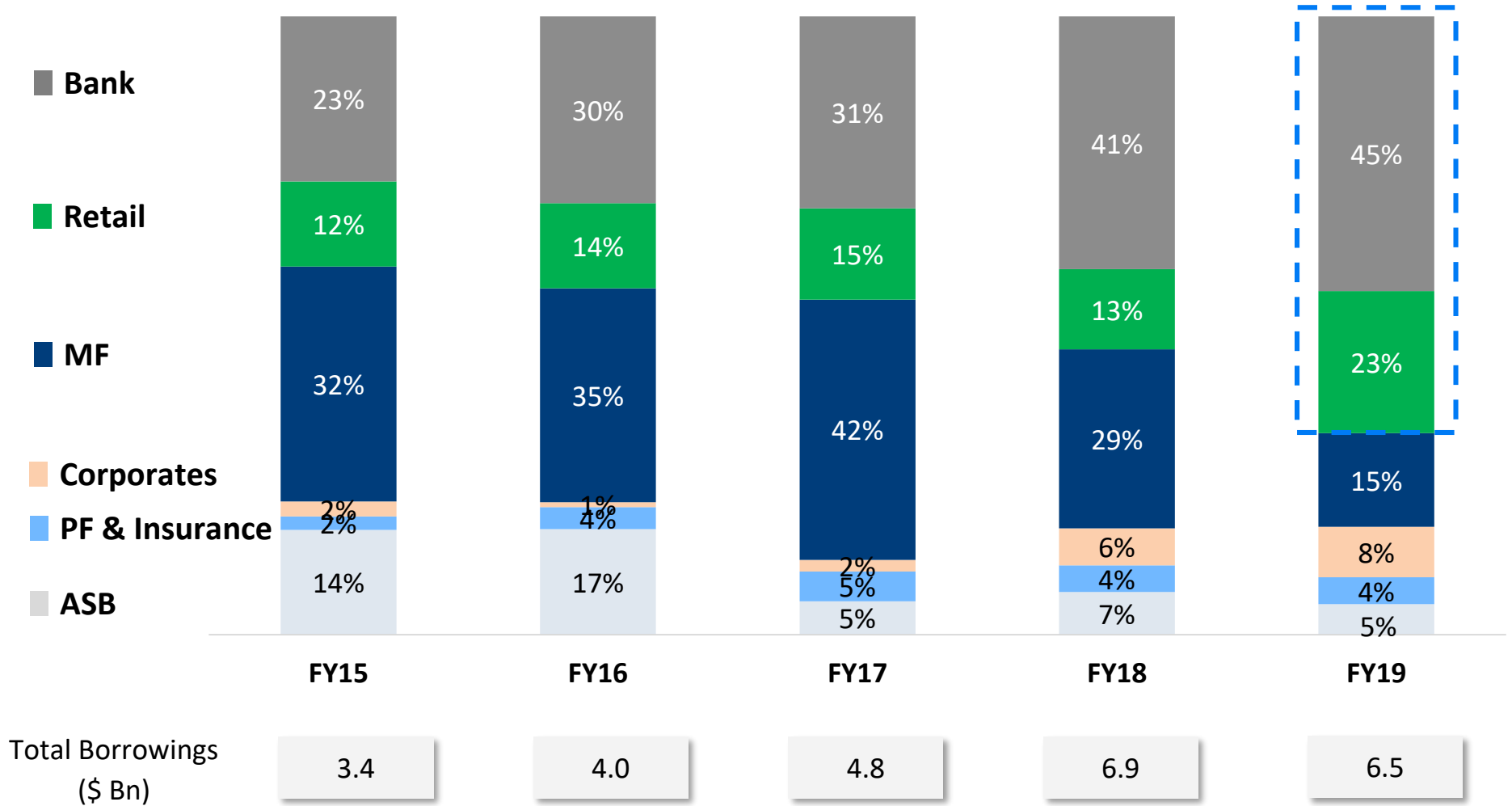
In addition ~\$ 1,294 Mn of business inflows expected over the next one year

## Diversified Borrowing Profile By Instruments...



93% of borrowings are from NCDs and Bank Loans; Reduced reliance on CPs

## 2 ...And By Source

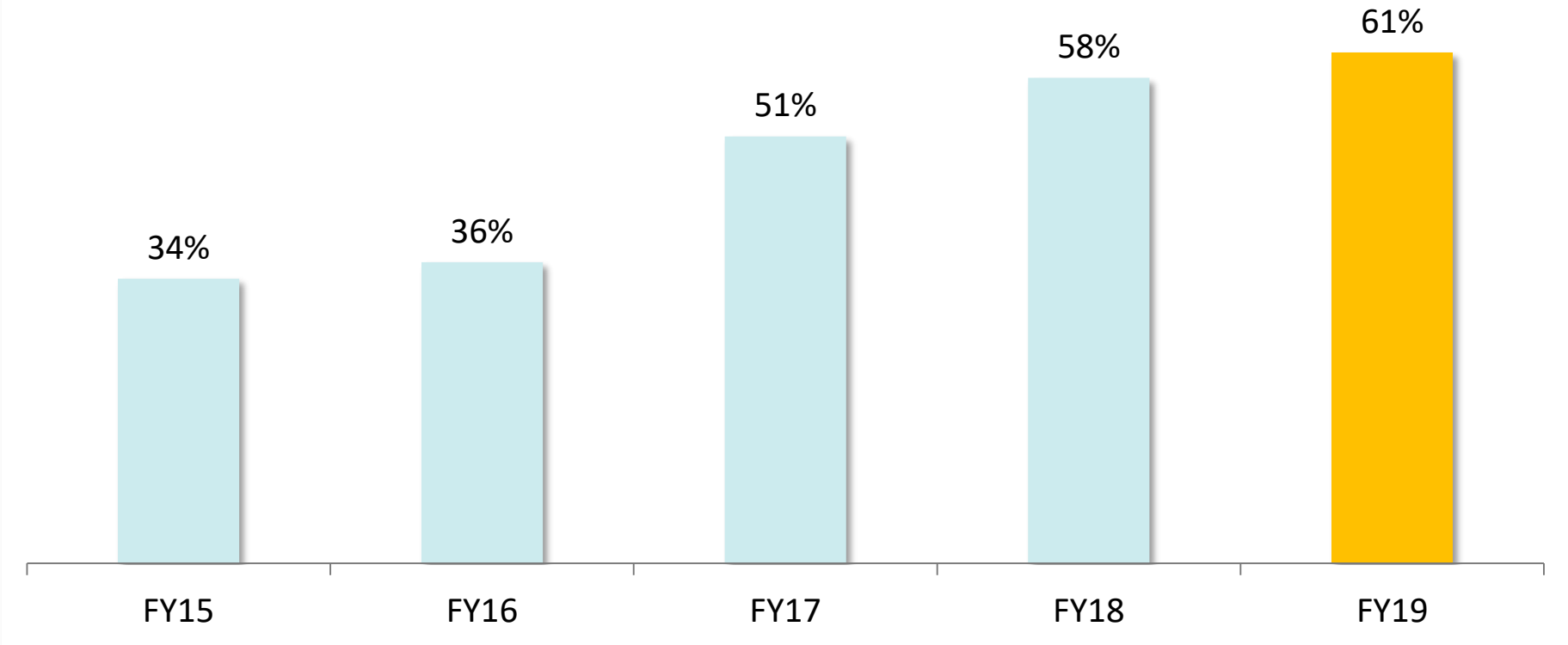


**33 banking relationships include all major private and public sector banks**  
**Established relationships with insurance companies and specialized lenders in Housing and SME sector**

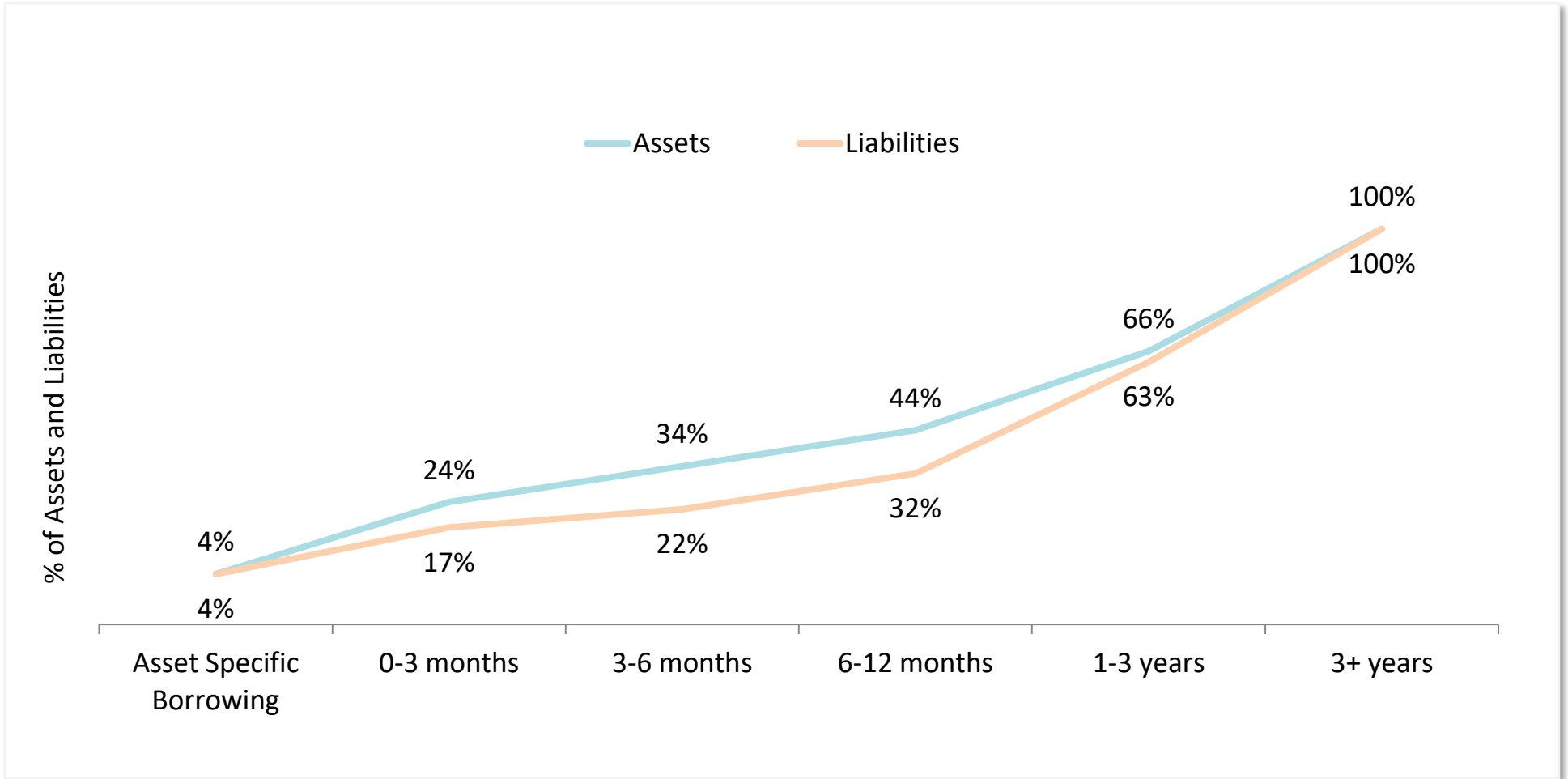
## Increasing Percentage of Long Term Borrowings



% of Total Borrowings



### 3 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> March'19 (\$ Bn)

Core Equity Tier I	1.2	14.5%
Additional Tier I	0.05	0.6%
Tier II	0.2	2.9%
Total Capital	1.5	
Risk Weighted Assets	8.3	

89% of gross assets of  
\$ 9.4 Bn

### Capital Adequacy Ratio

**18.0%**





### Capital Structure as on 31<sup>st</sup> March'19 (\$ Bn)

**Total Debt**

6.5

**Less:**

*Overnight Liquidity*

0.4

**Net Debt**

6.1

**Less:**

*Treasury Assets*

0.5

**Net Debt (Ex-Treasury Assets)**

5.6

**Equity**

1.3

**D/E ratio (Ex- Treasury Assets)**

**4.4**

# Our Risk Governance Structure...



Oversight by Board Risk Committee

Global Risk Committee

Business

## Business Risk

- Implementation of risk framework
- Continuous monitoring of risks

## Group Risk

- Define Organisation risk framework
- Risk aggregation and monitoring
- Risk culture

## Enterprise Risk Management Council

- Review “High Impact & Low Probability” risk events
- Risk aggregation and interplay assessment

Corporate Controller & audit

# ...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**

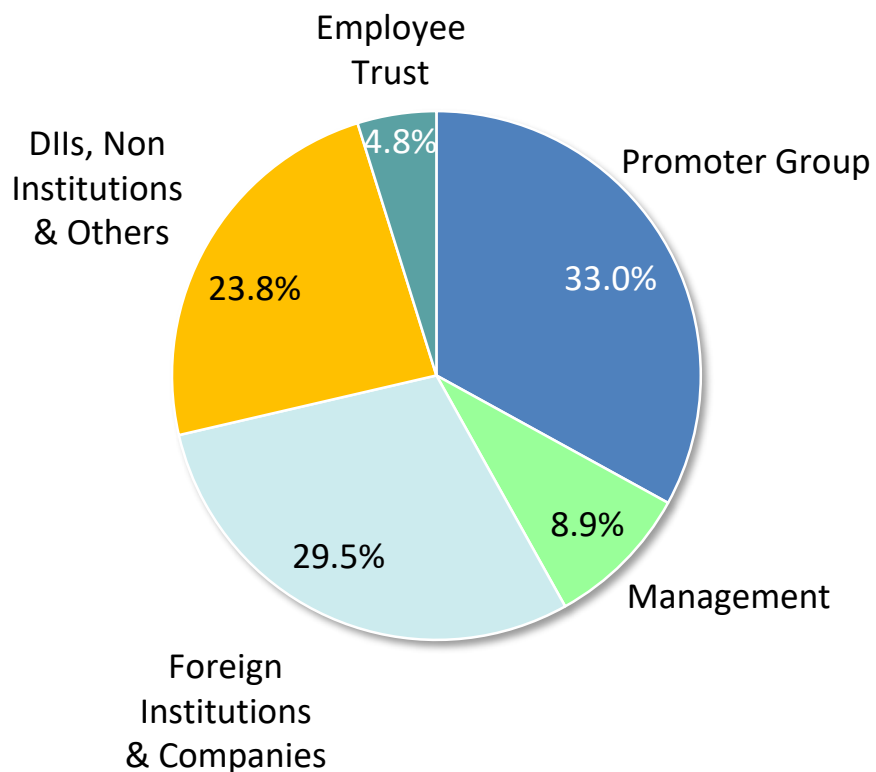
- Executive Vice President, Strategic Partnership- Growth Markets, CDPQ India
- Prior to CDPQ, was Senior Director of the World Bank's Energy and Extractive Industries Global Practice

\*Appointed with effect from 1<sup>st</sup> April 2019

# Significant Institutional Ownership



Shareholding Pattern as on 31<sup>st</sup> March'19



Key Shareholders above 1%		Percent
1	BIH SA	4.1%
2	Pabrai Investment Fund	2.7%
3	HDFC Mutual Fund	2.6%
4	Goldman Sachs Funds	1.8%
5	Vanguard Group	1.6%
6	Steadview Capital Management	1.6%
7	Caisse de dépôt et placement du Québec (CDPQ)	1.5%
8	Wellington Management	1.5%
9	Flowering Tree Investment Management	1.4%
10	Kotak Mutual Fund	1.3%
11	Rakesh Jhunjunwala	1.1%
12	Fidelity Management & Research	1.1%

**47% owned by Edelweiss Management**  
**Number of shares held by Promoter group unchanged**



## 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**

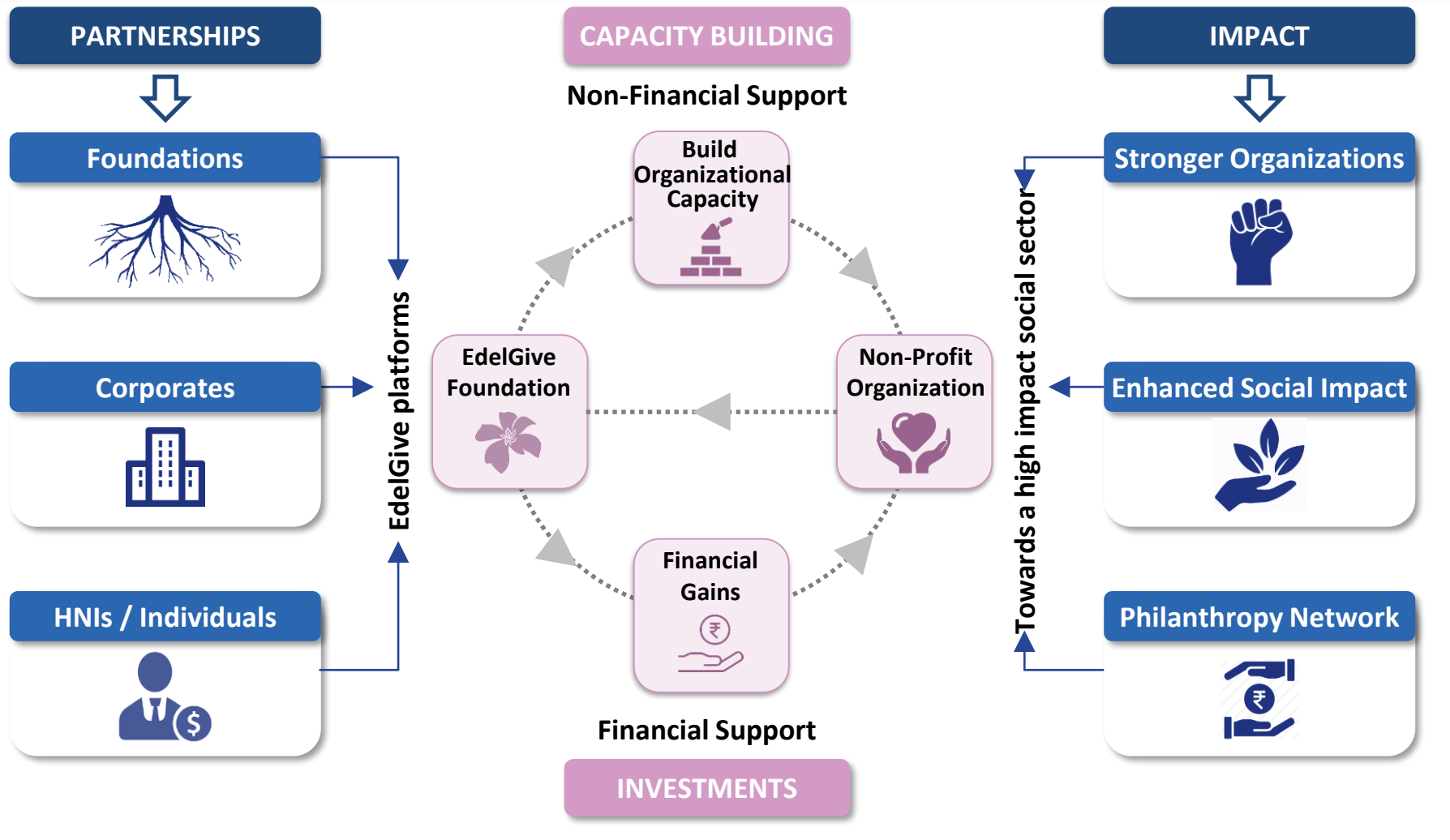


**Responsible Consumption**



**Climate Support**

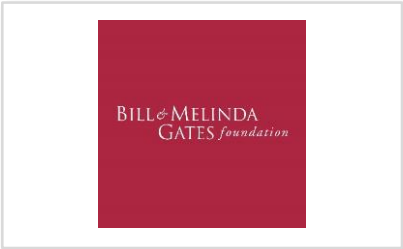
# EdelGive Foundation - Unique Philanthropic Platform



Focuses on Education, Livelihood and Women Empowerment



# EdelGive Partners



HT Parekh Foundation & CDPQ have recently partnered with EdelGive

# EdelGive Foundation - Key Metrics



## Employee Engagement

Employee Engagement %	More than 60% engaged in financial and non financial giving
Man Hours spent till date	32,500 hrs
Field Visits till date	110

## Capacity Building – Non financial support

Employees provided skills and time pro bono in over 95 projects till date

- Strategy and leadership
- Financial planning
- Systems, processes and technology
- Human resources

## Grants and Funding

## Cumulative till date

Grantees	More than 95 NGOs
Funds Committed	> \$ 27 Mn
Presence in Indian States	14 States
Funding Partners	116



## Detailed Financials



**Edelweiss**  
Ideas create, values protect

# Consolidated Financials – P&L



(\$ Mn)	FY18	FY19
<b>Total revenue from operations</b>	<b>1,276</b>	<b>1,553</b>
Other income	7	12
<b>Total Income</b>	<b>1,283</b>	<b>1,564</b>
<b>Expenses</b>		
(a) Finance costs	557	679
(b) Employee benefits expense	198	237
(c) Depreciation and amortisation expense	15	19
(d) Change in insurance policy liability - actuarial	67	105
(e) Policy Benefits paid	10	9
(f) Impairment on financial instruments	90	69
(g) Other expenses	151	196
<b>Total expenses</b>	<b>1,088</b>	<b>1,314</b>
<b>Profit / (Loss) before tax excluding share in profit / (loss) of associates</b>	<b>194</b>	<b>250</b>
Share in profit / (loss) of associates	(0.1)	1
Tax expense - Current tax and Deferred	74	101
<b>Net Profit / (Loss) for the period</b>	<b>120</b>	<b>150</b>
<i>Owners of the Company</i>	<i>124</i>	<i>143</i>
<i>Non-controlling interests</i>	<i>(4)</i>	<i>7</i>
Other Comprehensive Income	(5)	8
<b>Total Comprehensive Income</b>	<b>116</b>	<b>158</b>

# Bridge to Reported Financials



## Profit Before Tax (\$ Mn)

Pre MI	FY18	FY19	YoY Growth
Consolidated	194	251	29%
Ex-Insurance	232	298	29%
Post MI	FY18	FY19	YoY Growth
Consolidated	193	230	19%
Ex-Insurance	214	258	21%

## Profit After Tax (\$ Mn)

Pre MI	FY18	FY19	YoY Growth
Consolidated	120	150	25%
Ex-Insurance	158	198	25%
Post MI	FY18	FY19	YoY Growth
Consolidated	124	143	15%
Ex-Insurance	145	172	18%

# Bridge to Reported Financials



## Profit Before Tax (\$ Mn)

Pre MI	Q4FY18	Q4FY19	YoY Growth
Consolidated	43	58	36%
Ex-Insurance	58	71	23%
Post MI	Q4FY18	Q4FY19	YoY Growth
Consolidated	45	53	16%
Ex-Insurance	54	60	12%

## Profit After Tax (\$ Mn)

Pre MI	Q4FY18	Q4FY19	YoY Growth
Consolidated	31	35	15%
Ex-Insurance	46	48	6%
Post MI	Q4FY18	Q4FY19	YoY Growth
Consolidated	35	33	(3%)
Ex-Insurance	43	41	(4%)

# Safe Harbour



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## NOTES:

- Slide 9, 38 : Embedded value (EV) is calculated on market consistent basis
- Slide 12 : General insurance loss of \$ 3 Mn in Q4FY19; BMU, Corp & Others includes profits from discontinued businesses for past periods
- Slide 15 : For D/E calculation post ECLF infusion we have considered the same Balance Sheet size as on 31st March’19
- Slide 18, 23 : GNPA is as per RBI prudential norms; Credit Book excludes Distressed Credit; Stage 3 Credit Book and ECL Provision correspond to GNPA and specific provision taken respectively
- Slide 19,30,32,33 : Asset Management AUM is rounded off to nearest 100
- Slide 22,30,36 : Business wise financial performance numbers are on fully loaded cost basis with allocation of Group Enterprise costs
- Slide 36 : Life Insurance numbers have been re-cast for the purpose of consolidation under IndAS;
- Slide 37 : VNB Margin for FY16 and FY17 are calculated based on Traditional Embedded Value (TEV) basis
- Slide 52 : Key institutional shareholders: Holding of known affiliates have been clubbed together for the purpose of this information