

EW/Sec/2022/95

May 27, 2022

BSE Limited P J Towers, Dalal Street, Fort, Mumbai – 400 001. Scrip Code: 532922	National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051. Symbol: EDELWEISS
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Dear Sir/Madam,

Sub: Investor Presentation

Please find attached the Earnings Update for the quarter and year ended March 31, 2022.

Kindly take the same on record.

Thanking you,

Yours faithfully,
For Edelweiss Financial Services Limited

Tarun Khurana
Company Secretary

Encl.: as above



Edelweiss Financial Services Limited

Earnings update – Quarter and Year ended Mar 22



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Addendum – Update on Wealth Management



Overview & Highlights

Quarter and Year ended Mar 22

Edelweiss at a glance – Year ended Mar 22



Net Worth

INR 8,457 Cr

Ex-Insurance PAT

INR 405 Cr

BVPS

INR 72

(FV ₹1)

Liquidity

INR 5,500 Cr

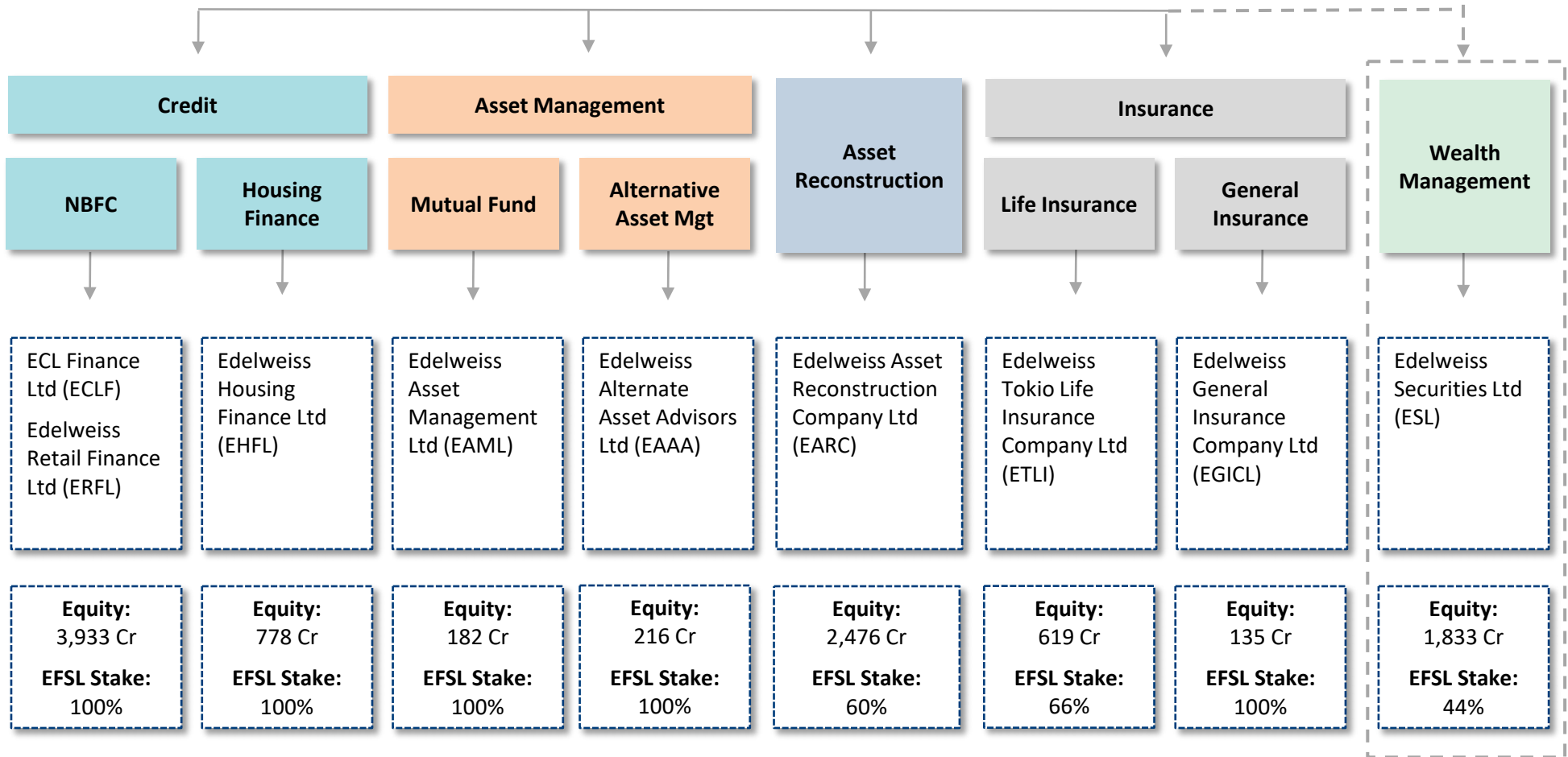
Customer Assets

INR 3,57,700 Cr

We are a diversified company across five clusters



Edelweiss Financial Services Ltd (EFSL)



EFSL has increased its stake in the Life Insurance business to 66% with effect from January 31, 2022

Performance overview – quarter and year ended Mar 22



1 Steady performance across businesses – upward trend across key metrics

Slide 7 - 10

2 Growth in customer franchise enabled by digital ecosystems and synergistic partnerships

Slide 11 - 14

3 Significant improvement in asset quality; aided by strong wholesale recoveries and high retail collection efficiency

Slide 15 - 16

4 Robust Balance Sheet - comfortable liquidity and well capitalized businesses

Slide 17 - 22

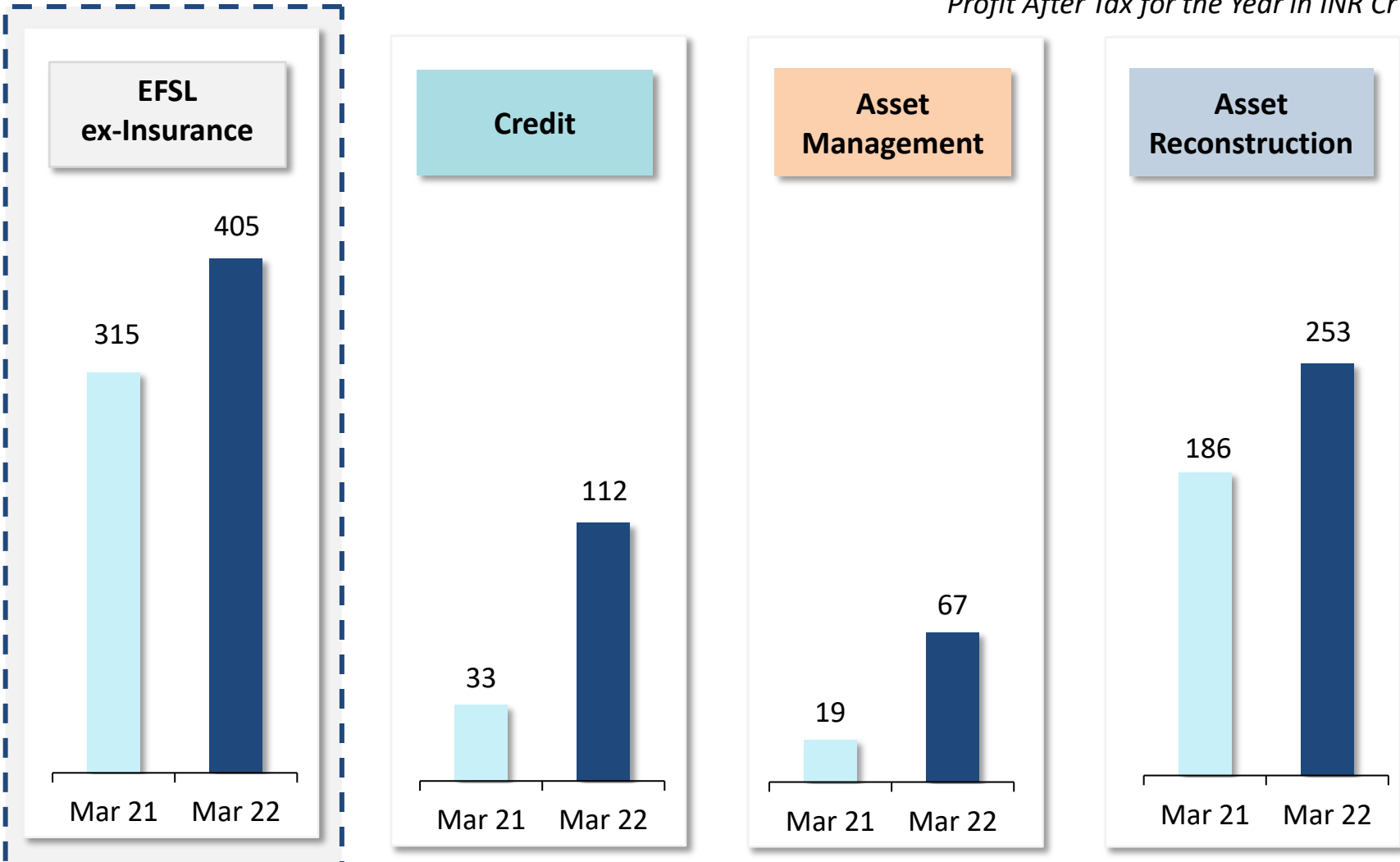
5 On track on our three key priorities

Slide 23 - 29

1 EFSL Ex-Insurance PAT increased 29% YoY



Profit After Tax for the Year in INR Cr



EFSL ex-insurance PAT for year ended Mar 21 has been commensurately adjusted to reflect changes in EFSL stake in Edelweiss Wealth Management'

1 Earnings distribution across businesses



INR Cr

Business	Quarter ended Mar 22	Year ended Mar 22
NBFC	56	98
Housing Finance	8	14
Mutual Fund	(7)	20
Alternatives Asset Management	15	47
Asset Reconstruction	64	253
Life Insurance	(61)	(206)
General Insurance	(24)	(105)
EFSL share in Wealth Management	17	97
BMU & Corporate	(23)	(6)
<i>(Less) Minority shareholders' PAT</i>	3	23
EFSL Consolidated PAT (Post MI)	42	189
EFSL Ex-Insurance PAT (Post MI)	104	405

1 Business highlights - quarter and year ended Mar 22 (1)



NBFC

- NNPA improved to 1.96% as on Mar 22 from 2.31% on Dec 21 and 6.83% on Mar 21
- Retail collection efficiency at 96% for the quarter
- Strong wholesale recoveries of ~INR 1,600 Cr in the quarter, momentum expected to continue

Housing Finance

- NNPA improved to 1.46% as on Mar 22 from 2.98% as on Dec 21 and 3.14% on Mar 21
- Retail collection efficiency at 101% for the quarter
- Partnered with State Bank of India for CLM tie-up in the quarter

Mutual Fund

- AUM grew ~55% YoY to ~INR 85,000 Cr; share of Equity AUM rose to 23% as on Mar 22
- Total net equity inflows doubled YoY to ~INR 8,000 Cr; ~INR 1,400 Cr in the quarter
- Market share improved ~50 bps to ~2.2% with rank improving from 15 to 13 in the year

Alternative Asset Management

- Fee paying AUM grew ~25% YoY; deployed ~INR 4,900 Cr in the year and ~INR 1,650 Cr in the quarter
- PAT for the year grew by 2.4x YoY aided by onset of operating leverage, margins to see improvement

1 Business highlights - quarter and year ended Mar 22 (2)



Asset Reconstruction

- Robust recoveries of ~INR 2,700 Cr during the quarter and ~INR 6,900 Cr during the year; 11% from retail portfolio
- Share of retail assets in capital employed grew ~4x YoY to ~14% as on Mar 22

Life Insurance

- Gross premium grew at 66% QoQ & 20% for the year
- Dominant share of Traditional Par and Non-Par at ~82%

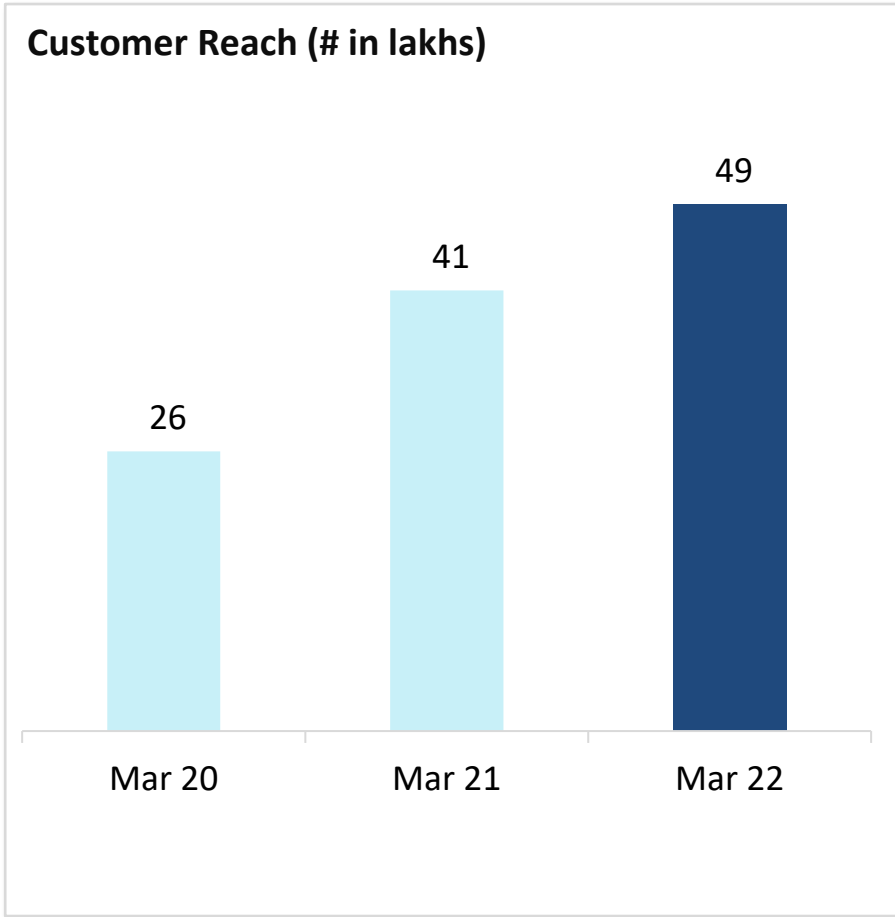
General Insurance

- Strong YoY GDPI growth of ~27% in the quarter and ~60% in the year; industry growth at ~11%
- Issued ~3 lakh policies during the year; ~60% growth both QoQ & YoY

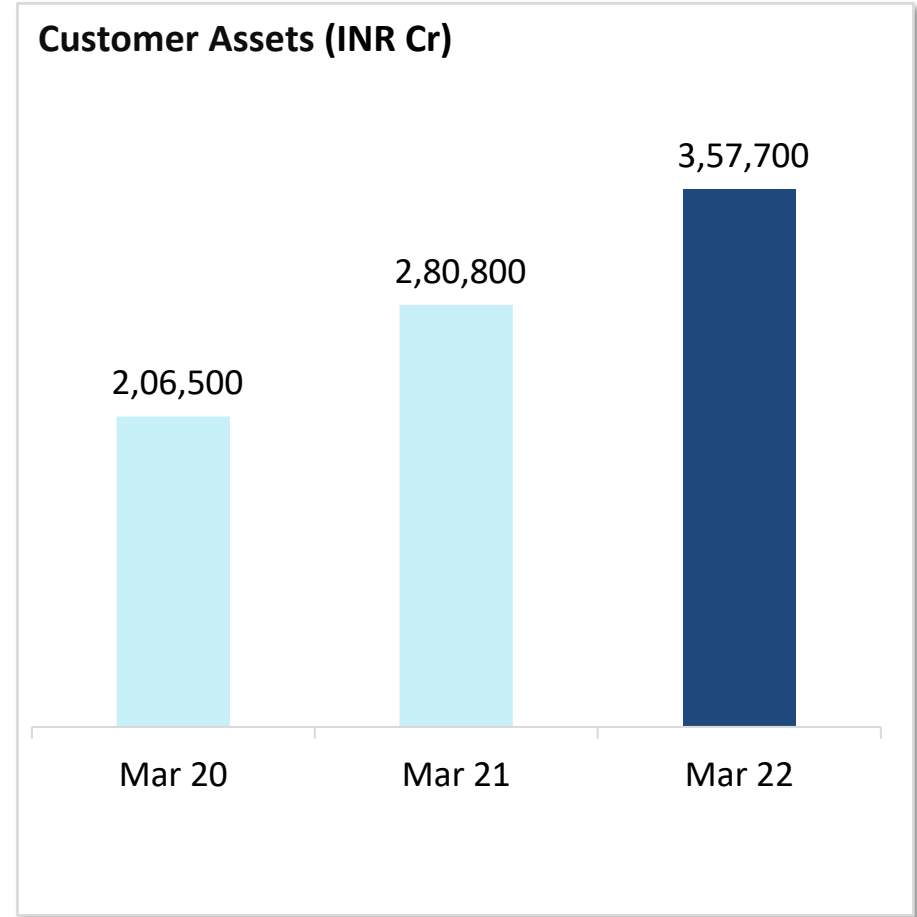
Wealth Management

- AuA grew ~30% YoY; net new money of ~INR 2,100 Cr in the quarter and ~INR 10,500 Cr in the year
- LAS book grew 95% YoY and 20% QoQ to ~INR 3,000 Cr as on Mar 22

2 Customer reach nearly doubled in 2 years



Growth of ~20% YoY



Growth of ~27% YoY

2 Enabled by digital platforms and innovative products



Mutual Fund



Edelweissmf.com

One of the quickest investor transaction journeys



BRICS

Single login for collection accounts



Einvest Mobile App

Android & iOS based mobile app



Cloud Migration

Galaxy, AccesOne, MFStore, Edelweissmf



Zoho

Integrated CRM for Services, Sales & Marketing



Cyber Security

Strengthen information & cybersecurity related gaps

Customer Experience

Platform Oriented

General Insurance

Customer Experience

BOLT

Remote survey for motor claims with instant settlement



Edelweiss Switch

India's first on-demand Motor Insurance - Don't Use Don't Pay

Auto settlement
of travel inconvenience claims



Health 241

If no Claim in Year 1, 2nd year is free

AI enabled
Motor claims intimation powered by voice-based UI



Day 1 cover
for newborn babies

Product Innovations

2 Enabled by digital platforms and innovative products



Wealth Management



Trading Tech

Edelweiss API Connect

Enables user to build, integrate and trade with our suite of APIs and SDKs



New Trading Platform

Transition to new age, performance rich core trading system



Low latency Algo trading

Reengineered the platform to lower latency by 50%



Customer Experience

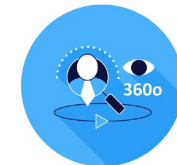
Digital Onboarding

One of the simplest and quickest AI based Geo Tagged onboarding of clients



Automated Report generation

High automation using intelligent BoTs



Enhanced CRM

Single view of client + AI based cross selling algorithm & predictive analytics



2 And by synergistic ecosystem partnerships

Insurance



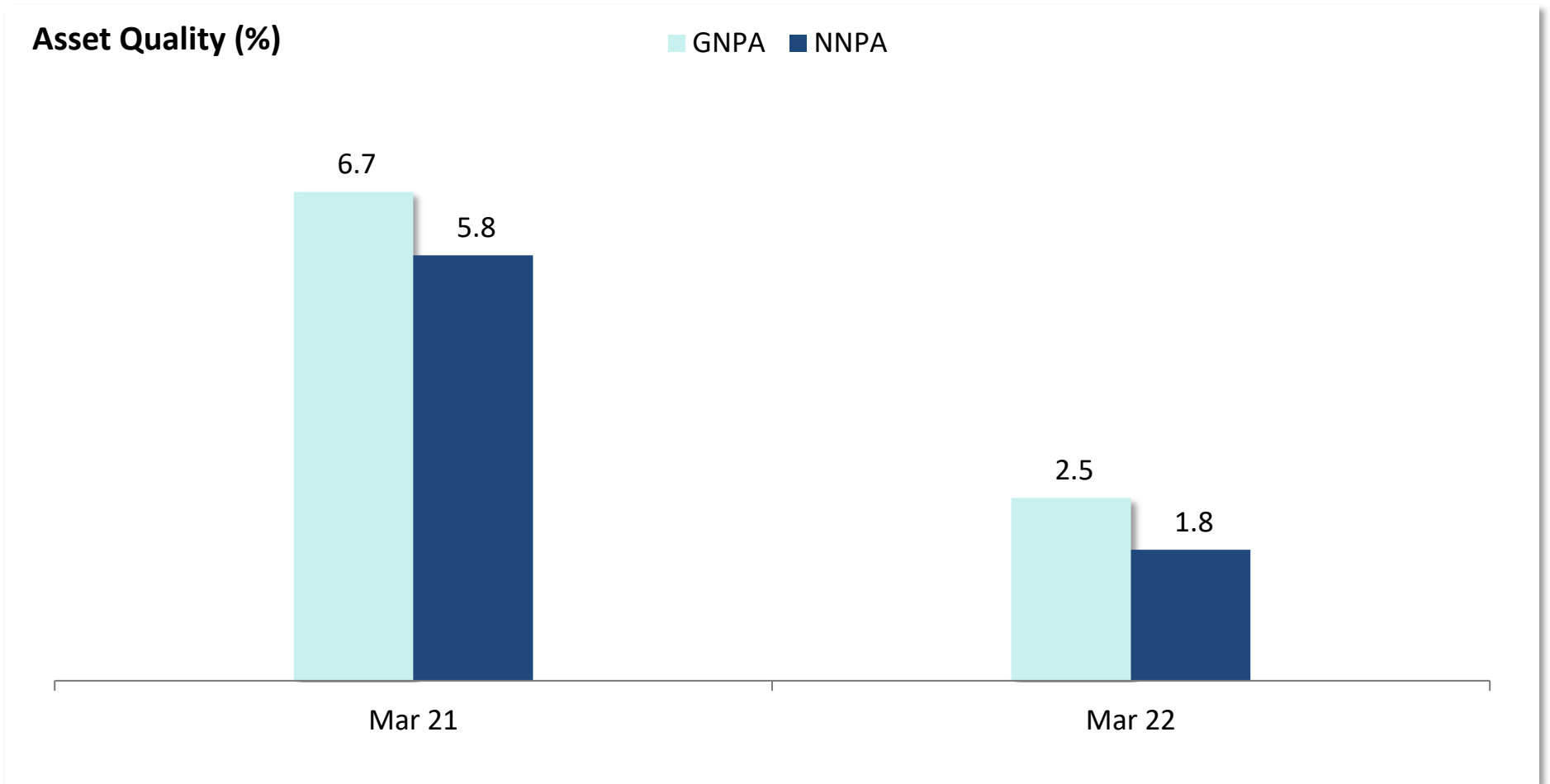
Credit



Diverse partnerships across trusted legacy institutions and new age internet economy players

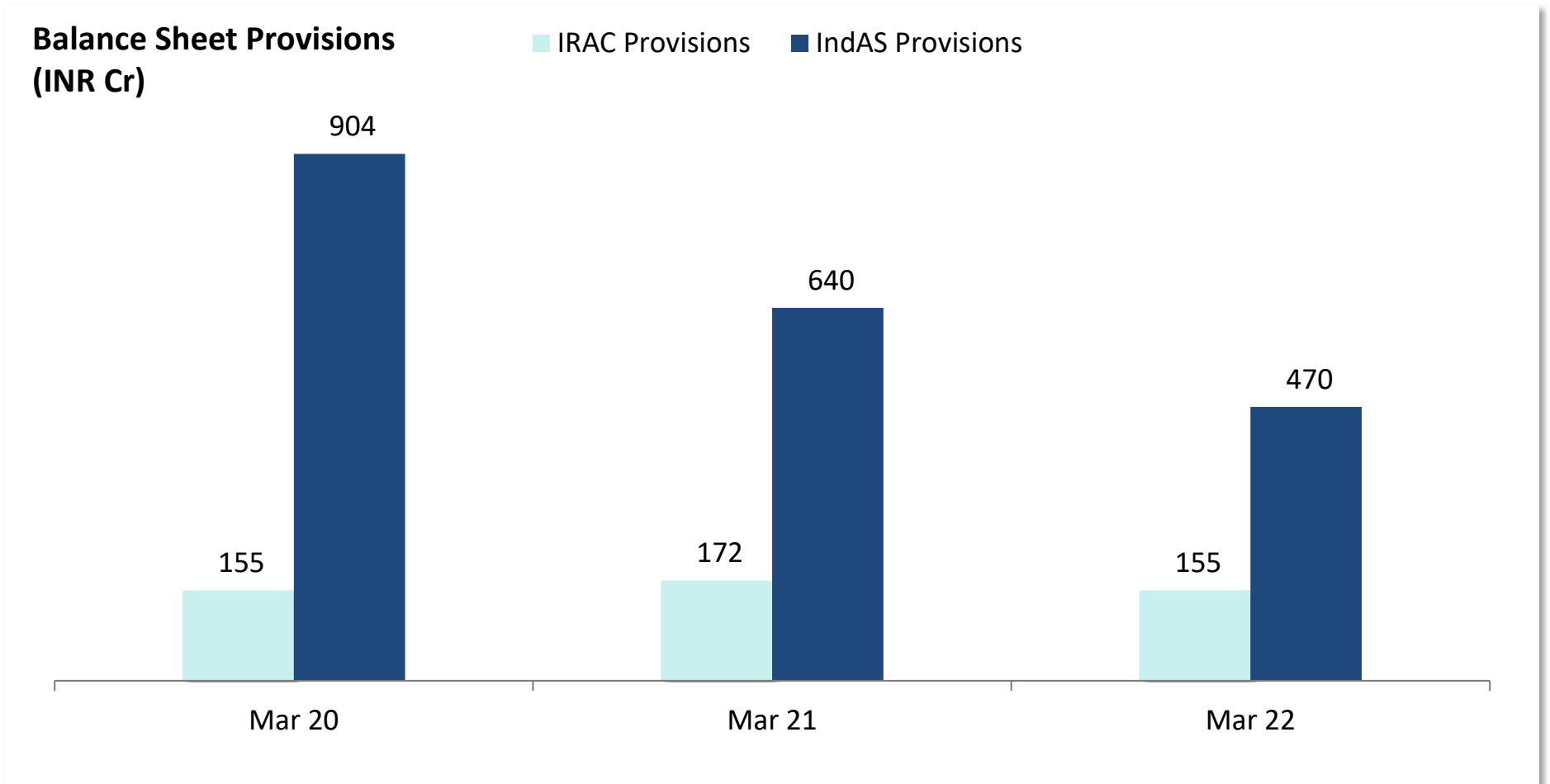
List of partners is indicative not exhaustive

3 Significant improvement in asset quality



Total provision cover improved to 189% as on Mar 22 from 70% as on Mar 21

3 Credit assets are conservatively provided for



We have consistently provided for higher than IRAC norms

4 Robust balance sheet with well-capitalised businesses

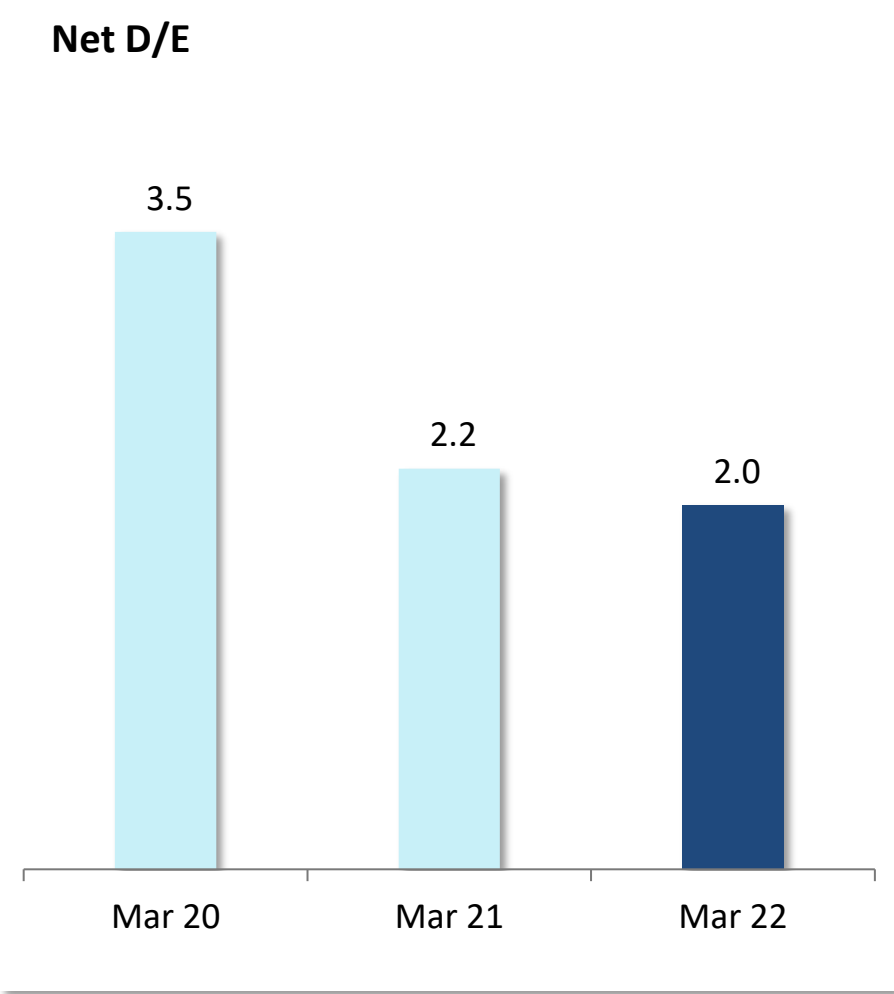
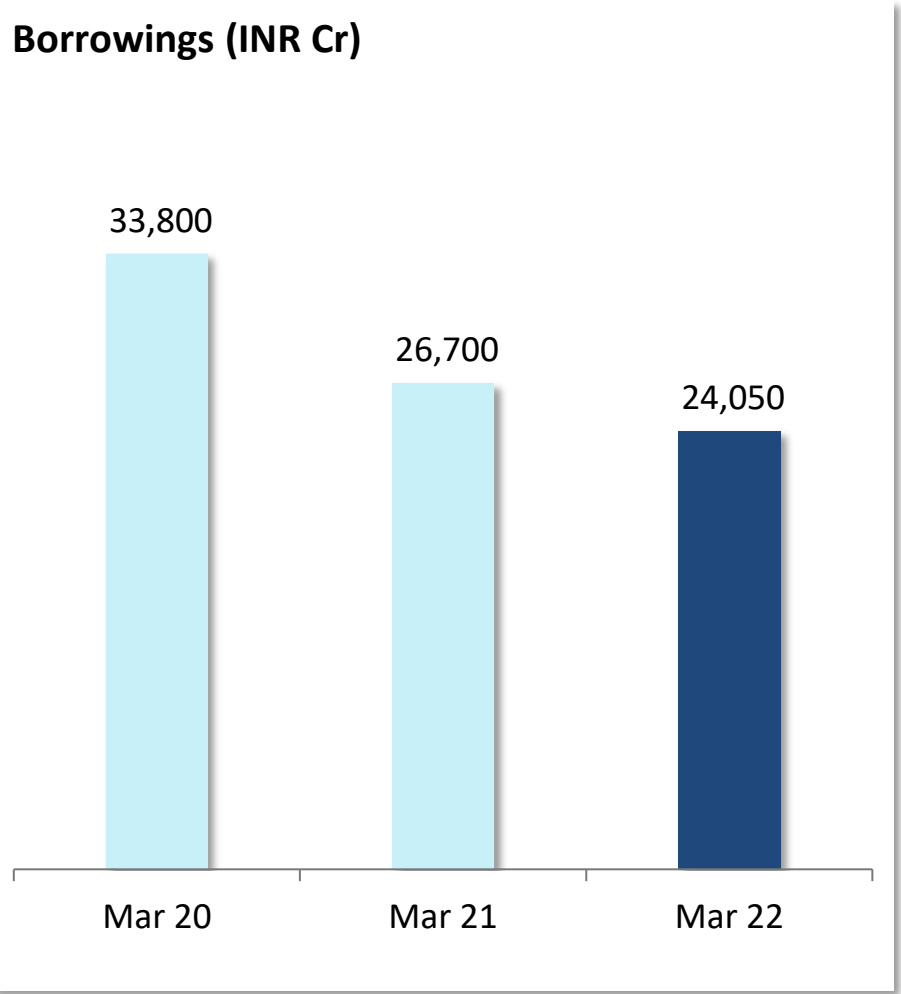


Reduction in borrowings by ~30% over last 2 years; net D/E improved to 2x

Strong capitalization across businesses

Comfortable liquidity of INR 5,500 Cr at ~23% of borrowings

4 Borrowings reduced by ~30% over last 2 years



4 Debt distribution across businesses



Borrowings (INR Cr)

Business	Mar 22
NBFC	10,200
Housing Finance	2,300
Asset Reconstruction	3,050
Wealth Management	3,430
BMU & Corporate	5,070
Gross Debt	24,050
<i>(Less) liquid / treasury assets</i>	<i>5,500</i>
Net Debt	18,550

4 Strong capitalization across businesses



Businesses	Metric	Value
NBFC	Capital Adequacy	31.7%
Housing Finance	Capital Adequacy	28.3%
Asset Reconstruction	Capital Adequacy	42%
Life Insurance	Solvency Ratio	211%
General Insurance	Solvency Ratio	167%

4 Cash flow plan



	<i>INR Cr</i>
	Apr 22 to Mar 23
Opening Available Liquidity (A)	5,500
Inflows	
Expected Inflows	9,000
Fresh Borrowings	4,500
Total Inflows (B)	13,500
Outflows	
Repayments	9,900
Disbursements	3,700
Total Outflows (C)	13,600
Closing Available Liquidity (A+B-C)	5,400

4 Assets in each tenor range adequately cover liabilities



INR Cr

	Assets	Liabilities	Gap
Upto 1 year	19,300	15,500	3,800
1-3 years	15,200	12,100	3,100
3 years+	10,700	10,000	700



Update on Key Priorities

Update on key priorities for FY22



- 1 Demerger and listing of Edelweiss Wealth Management
- 2 Reduce wholesale credit assets
- 3 Scale-up our Asset Management and Insurance businesses

1 Demerger and listing of Edelweiss Wealth Management



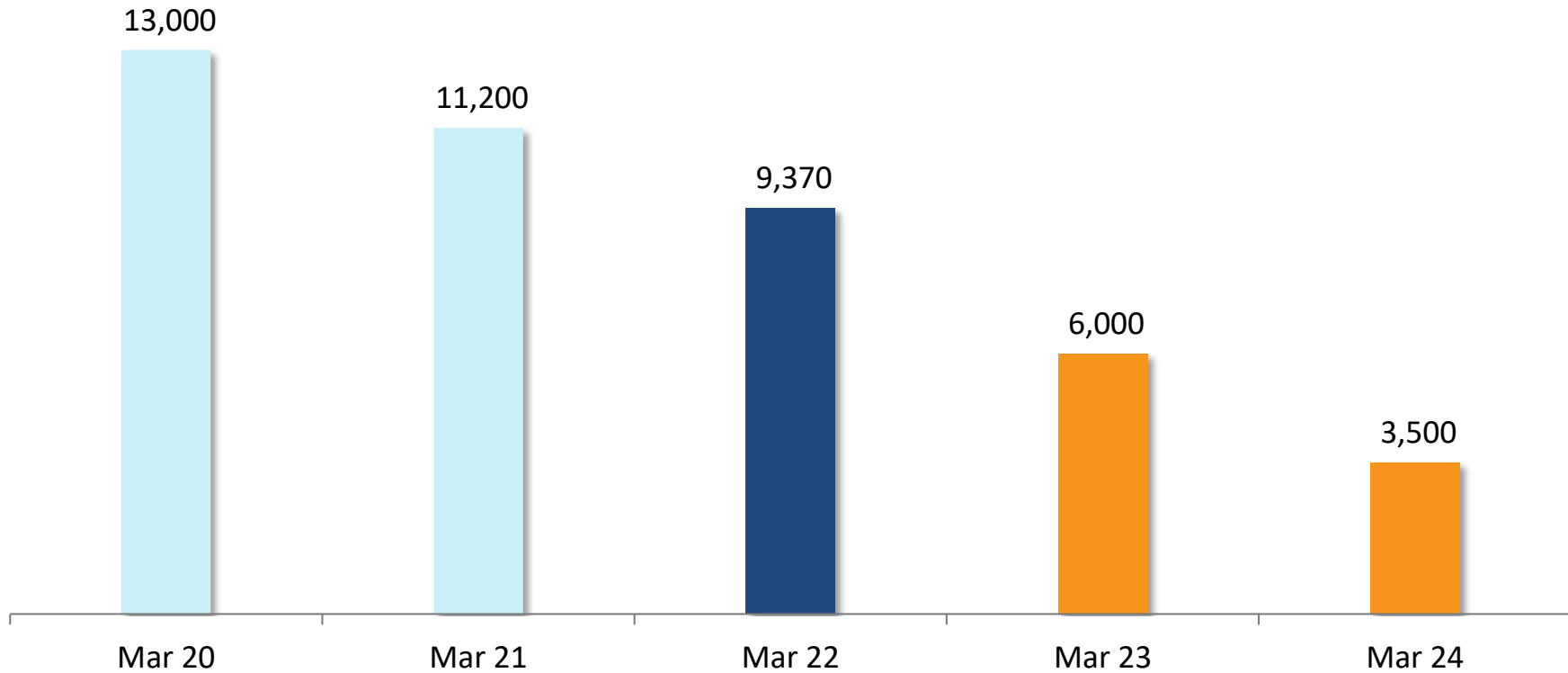
Phase I	<ul style="list-style-type: none">• PAG's strategic investment in Edelweiss Wealth Management	
Phase II	<ul style="list-style-type: none">• NCLT order received and made effective for Phase 2 demerger scheme	
Phase III	<ul style="list-style-type: none">• Solicit share entitlement report and fairness opinion• Demerger completion• Edelweiss Securities Limited (ESL*) listing	<p><i>Completed</i></p> <p><i>Expected by Dec 22</i></p> <p><i>Expected by Feb 23</i></p>

*ESL is the legal entity under which the EWM business is housed

2 Wholesale book reduced ~30% in the past 2 years



ECLF wholesale loan assets (INR Cr)



Further reduction by ~60% in the next 2 years aided by strong demand in real estate

2 Workouts & strong housing demand aiding in faster recovery



Successful workouts over the last 18 months:

- While overall book reduction over the last 24 months has been slower than planned, momentum has picked up over the last quarter
- Robust inflows of INR ~1,600 Cr in quarter ended Mar 22
- Momentum to continue, strong visibility on cashflows for the year ending Mar 23
- Strong demand for real estate – both from large developers and investors, resulting in takeover of our exposure through refinancing or settlement of dues

On track to achieve book reduction as planned:

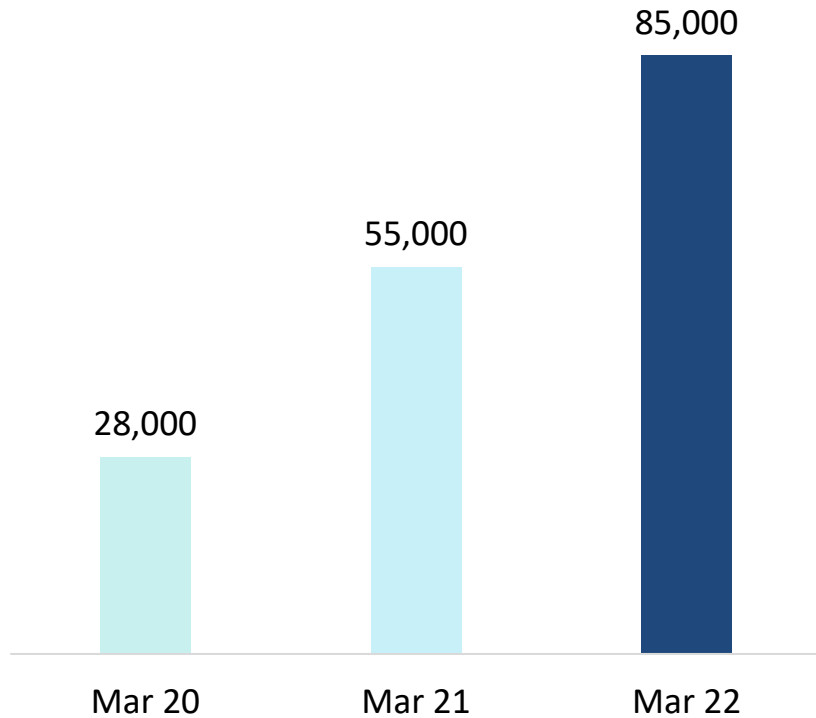
- Expect inflows of ~INR 4,000 Cr in year ending Mar 23
- Expect book to reduce below ~INR 3,500 Cr by Mar 24

Successful workouts improving asset quality

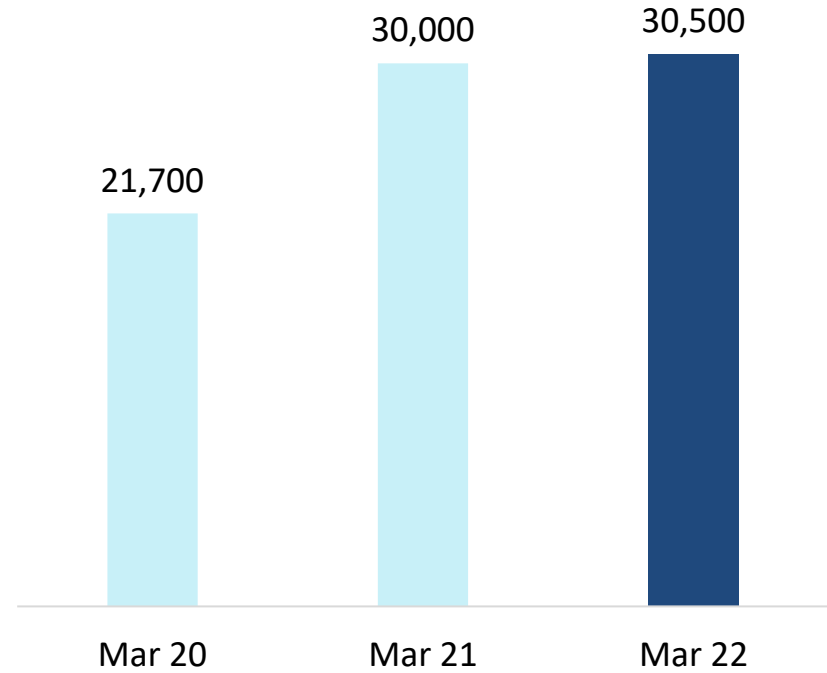
3 Significant growth in Asset Management business



Mutual Fund AUM (INR Cr)

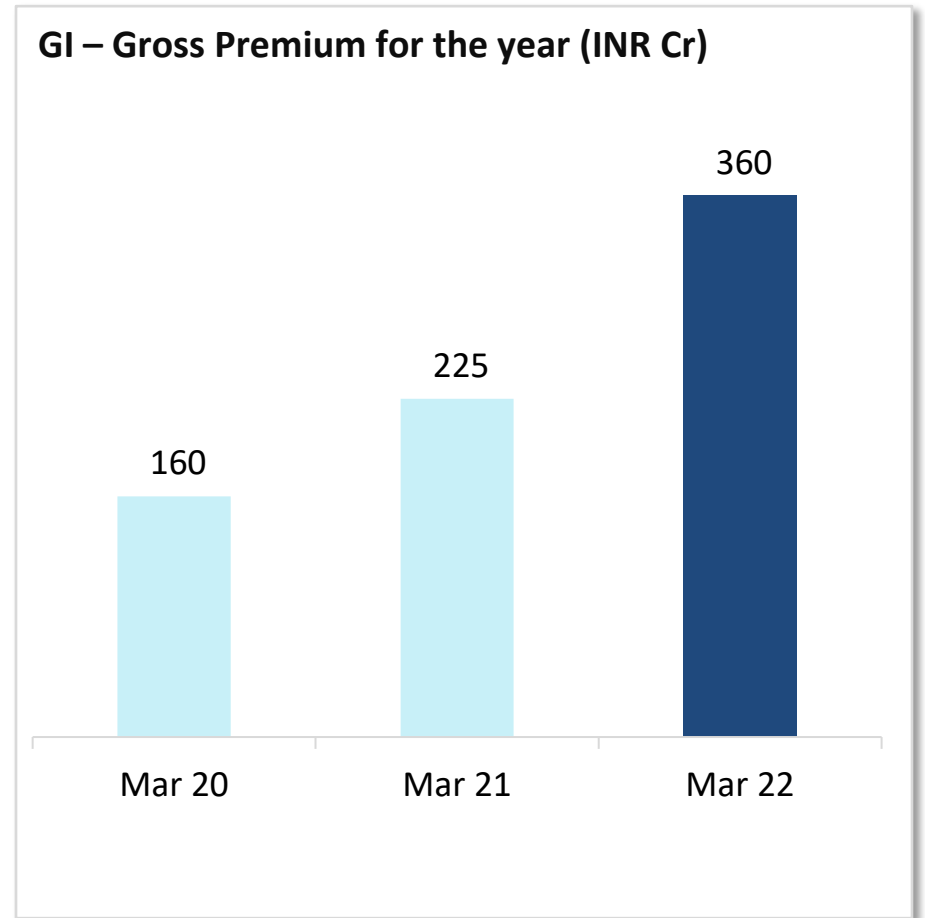
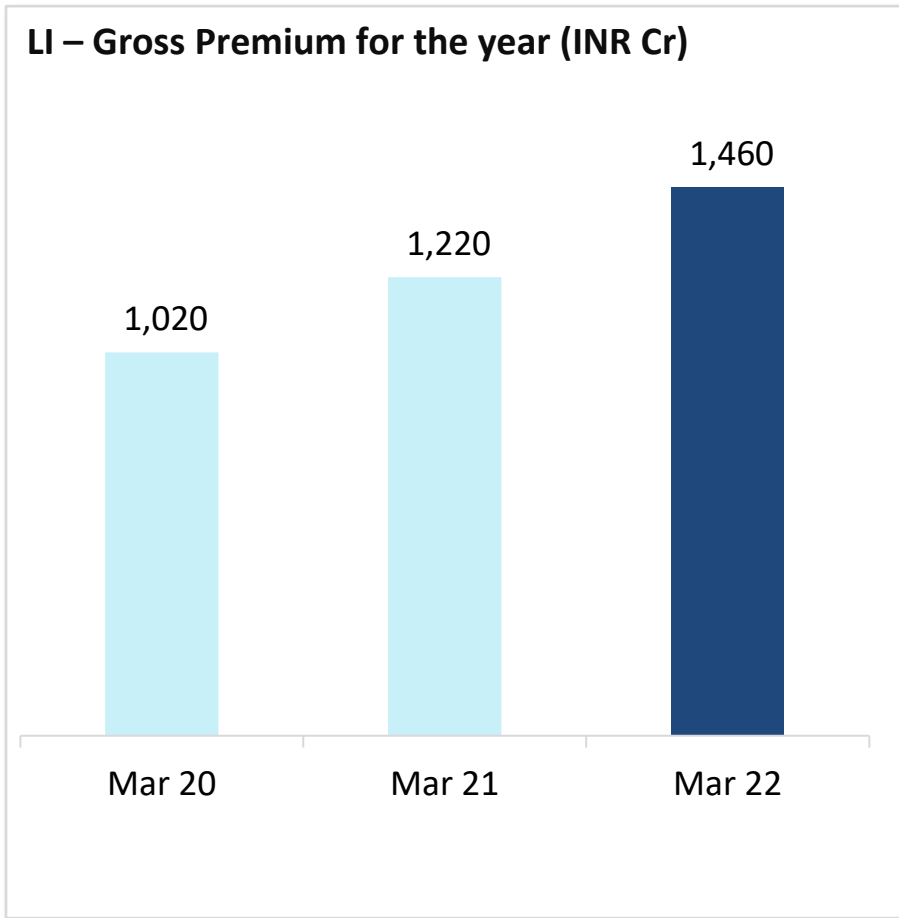


Alternative Asset Mgt AUM (INR Cr)



Asset Management AUM has doubled in two years and tripled in three years

3 Insurance cluster continues to scale up



YoY growth in Gross Premium at 20% for LI and 60% for GI

Key priorities for next 12 months



- 1 Listing EWM and value unlock for shareholders
- 2 Create and enhance value through scale-up of the Asset Management and Insurance businesses
- 3 Continue on the path to make businesses independent in order to create and unlock value
- 4 Steady reduction of Wholesale book and strengthen asset light Retail Credit model
- 5 Further strengthen balance sheet - EFSL aims to be debt free over the next 2 years



Business Performance

Credit

Credit cluster at a glance



Year ended Mar 22

Equity

INR 4,711 Cr

Credit Assets






INR 16,565 Cr

Profit After Tax

INR 112 Cr

NBFC: Business performance snapshot

Key Metrics for the year

 Equity (INR Cr)	3,933
 Credit Assets (INR Cr)	12,592
 Capital Adequacy	31.7%
 Net D/E	2x
 Liquidity (INR Cr)	~1,025

Business Update

- NNPA improved to 1.96% as on Mar 22 from 2.31% on Dec 21 and 6.83% on Mar 21
- Strategic shift in product mix of mSME; pivoting to secured lending model
- Focus continues on asset light business model:
 - Steady disbursal under CLM program with Central Bank of India
 - In advanced stages of discussion with State Bank of India and IDFC Bank
- Retail Collection efficiency at 96% in Mar 22 quarter
- Strong wholesale recoveries of INR ~1,600 Cr for the quarter, momentum expected to continue through next financial year






NBFC: Financial performance snapshot

INR Cr

	Quarter ended Mar 22	Quarter ended Mar 21	Year ended Mar 22	Year ended Mar 21
AUM	7,357	10,373	7,357	10,373
Loan book	6,763	9,889	6,763	9,889
Equity	3,934	3,838	3,934	3,838
Gross Revenue	403	449	1,841	2,262
Net Revenue	79	6	355	441
Opex	63	108	336	578
Credit Cost	(50)	(121)	(59)	(10)
Profit After Tax	56	132	98	29
GNPA	2.76%	7.89%	2.76%	7.89%
NNPA	1.96%	6.83%	1.96%	6.83%
Total Provision Cover	226.3%	75.6%	226.3%	75.6%

Housing Finance: Business performance snapshot

Key Metrics for the year

 Equity (INR Cr)	778
 Credit Assets (INR Cr)	4,186
 Capital Adequacy	28.3%
 Net D/E	3.3x
 Liquidity (INR Cr)	~485

Business Update

- Significant growth in PAT; grew 2.5x YoY
- Portfolio continues to strengthen
 - Collection efficiency at 101% for Q4 vs 99% for Q3
 - NNPA improved to 1.46% as on Mar 22 from 2.98% and 3.14% as on Dec 21 and Mar 21 respectively
 - Reduction in credit costs
- Focus on Asset Light Business Model:
 - Strategic use of direct assignment and securitization (~INR 477 Cr in the quarter) to manage ALM and cost of liabilities
 - Closed a CLM tie-up with State Bank of India
 - Ongoing disbursements with Standard Chartered Bank

Housing Finance: Financial performance snapshot



INR Cr

	Quarter ended Mar 22	Quarter ended Mar 21	Year ended Mar 22	Year ended Mar 21
AUM	3,924	4,385	3,924	4,385
Loan book	3,145	3,645	3,145	3,645
Equity	778	763	778	763
Gross Revenue	121	123	514	551
Net Revenue	49	35	186	162
Opex	40	33	124	119
Credit Cost	(4)	16	43	51
Profit After Tax	8	(9)	14	4
GNPA	1.99%	3.50%	1.99%	3.50%
NNPA	1.46%	3.14%	1.46%	3.14%
Total Provision Cover	77.2%	39%	77.2%	39%



Business Performance

Asset Management



Edelweiss
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Asset Management cluster at a glance



Year ended Mar 22

Equity

INR 398 Cr

AUM

INR 115,500 Cr

Profit After Tax

INR 67 Cr


Fee Income


INR 437 Cr

Mutual Fund: Business performance snapshot

Key Metrics for the year

 **Equity (INR Cr)** 182

 **AUM (INR Cr)** 85,000

 **Net New Money (INR Cr)** ~29,000

 **# Retail Folios** ~9.7 lakhs

Business Update

- Total net inflows increased 24% YoY to ~INR 29,000 Cr in the year; ~INR 4,100 Cr in the quarter
- Total net equity inflows more than doubled YoY to ~INR 8,000 Cr in the year; ~INR 1,400 Cr in the quarter
- Equity AUM grew by 85% YoY with its share in total AUM increasing to 23% as on Mar 22
 - Equity Gross Sales doubled YoY
 - Balanced Advantage Fund grew 2.3x in the year with AUM crossing INR 7,800 Cr as on Mar 22
- Continued leadership in debt passives with AUM crossing ~INR 52,000 Cr as on Mar 22
- Retail folios grew by 76% in FY22 to 9.7 lakhs

Mutual Fund: Financial performance snapshot



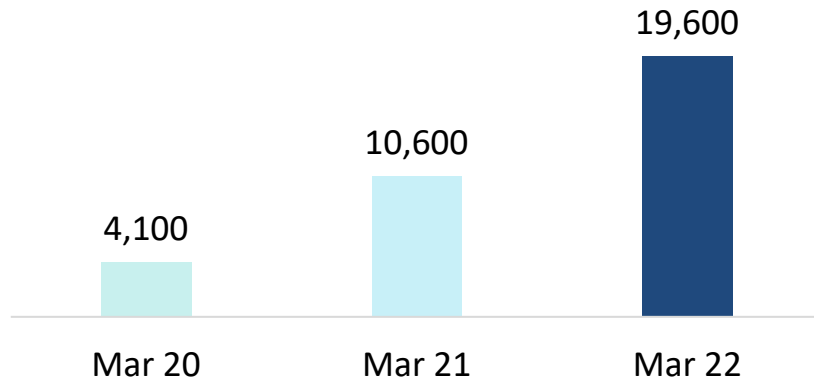
INR Cr

	Quarter ended Mar 22	Quarter ended Mar 21	Year ended Mar 22	Year ended Mar 21
AUM	85,000	55,000	85,000	55,000
Net New Money	4,100	6,400	28,900	23,300
Equity	182	161	182	161
Revenue	43	39	167	120
Opex	50	38	147	115
Profit After Tax	(7)	1	20	5

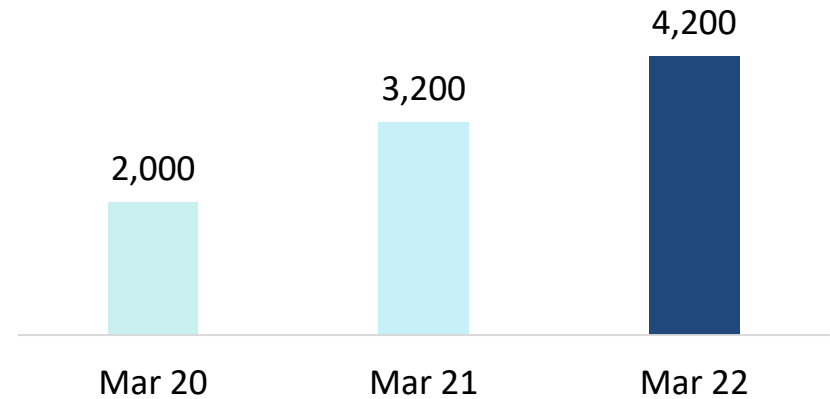
Consistent expansion of investor and partner reach



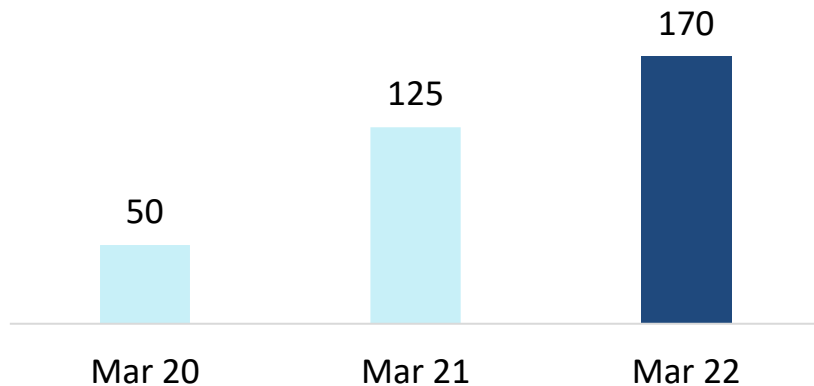
MF Equity AUM (INR Cr)



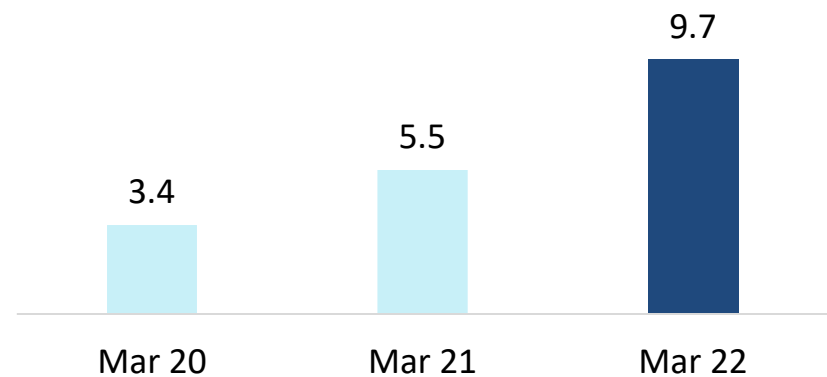
Unique active mutual fund distributors (#)



SIP Book (INR Cr)








Active Folios (# in Lakhs)



Alternative Asset Mgt: Business performance snapshot



Key Metrics for the year

	Equity (INR Cr)	216
	AUM (INR Cr)	~30,500
	Fee Paying AUM (INR Cr)	~17,600
	Deployments (INR Cr)	~4,900
	Realisation (INR Cr)	~3,600

Business Update

- Deployed ~INR 1,650 Cr & Realized ~INR 1,350 Cr during the quarter
- Performing Credit investments engine on roll – Deployed INR ~1,300 Cr during the year
- PAT for the year grew by 2.4x YoY aided by onset of operating leverage, margins to see improvement
- Encouraging response to ongoing fund raise which will add to dry powder and growth
- Continue to maintain dominant position in India Alternatives

Alternative Asset Mgt: Financial performance snapshot



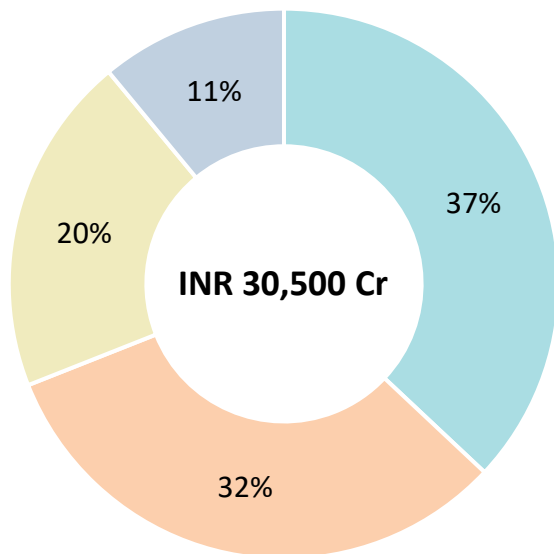
INR Cr

	Quarter ended Mar 22	Quarter ended Mar 21	Year ended Mar 22	Year ended Mar 21
AUM	30,500	30,000	30,500	30,000
Fee Paying AUM	17,600	14,150	17,600	14,150
Equity	216	152	216	152
Net Revenue	92	44	282	164
Opex	76	43	232	150
Profit After Tax	15	1	47	14

Alternative assets overview

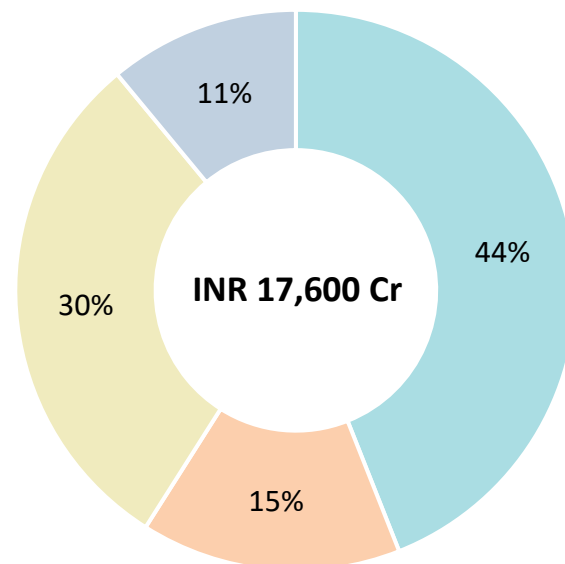


AUM – Strategy wise



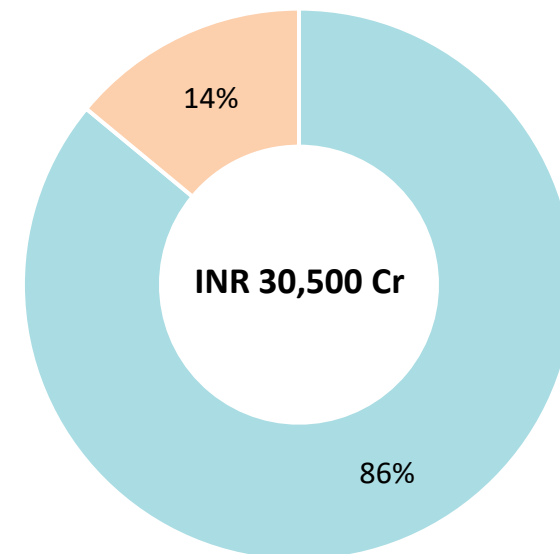
- Distressed Credit Fund
- Structured Debt Fund
- Real Estate Credit Fund
- Infrastructure Fund

Fee Paying AUM – Strategy wise



- Distressed Credit Fund
- Structured Debt Fund
- Real Estate Credit Fund
- Infrastructure Fund

AUM – Tenure wise



- Asset Over 3 year duration
- Asset less than 3 year duration

AuM growth of ~15x over the past 7 years



Business Performance


Asset Reconstruction




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Asset Reconstruction: Business performance snapshot


Key Metrics for the year

 **Equity (INR Cr)** 2,476

 **AUM (INR Cr)** ~40,200

 **Capital employed (INR Cr)** ~5,000

 **Recoveries (INR Cr)** ~6,900

 **Net D/E** 1.3x

 **Capital Adequacy** 42%

Business Update

- Robust recoveries of ~INR 6,900 Cr of which 11% was from retail portfolio in the year
- Recoveries of ~INR 2,700 Cr in the quarter
- Acquired assets worth ~INR 5,200 Cr in the year and ~INR 610 Cr in the quarter
- Share of retail assets in capital employed grew ~4x YoY to ~14% as on Mar 22
- Well matched ALM across all durations

Asset Reconstruction: Financial performance snapshot



INR Cr

	Quarter ended Mar 22	Quarter ended Mar 21	Year ended Mar 22	Year ended Mar 21
AUM	40,200	40,800	40,200	40,800
Capital Employed	5,016	5,263	5,016	5,263
<i>Wholesale assets</i>	<i>4,336</i>	<i>5,041</i>	<i>4,336</i>	<i>5,041</i>
<i>Retail assets</i>	<i>680</i>	<i>222</i>	<i>680</i>	<i>222</i>
Equity	2,476	2,222	2,476	2,222
Gross Revenue	223	211	899	867
Opex	31	32	104	97
Profit After Tax	64	45	253	186
Edelweiss' share in PAT	38	27	151	112



Business Performance

Insurance



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Ideas create, values protect

Insurance cluster at a glance



Year ended Mar 22

Gross Premium

INR 1,820 Cr

Policies Issued

3,62,550







Customer Reach

~30 lakhs

Life Insurance: Business performance snapshot



Key Metrics for the year

	Equity (INR Cr)	619
	Individual APE (INR Cr)	420
	#Policies Issued	~65,550
	AUM (INR Cr)	~5,490
	Solvency Ratio	211%
	13m Overall Persistency	72%

Business Update

- Individual APE for the year grew at a 5-year CAGR of 21% against industry growth at 10%
- Gross premium growth of 66% QoQ & 20% YoY
- Launched a new product in Q4 “Guaranteed Income Star”
- Dominant share of Traditional Par and Non-Par at ~82%
- Number of advisors grew at 5-year CAGR of 24% to ~63,000
- Highest ever Individual Claim Settlement ratio of ~98%
- Embedded Value as on Mar 22 at INR 1,574 Cr

Life Insurance: Financial performance snapshot

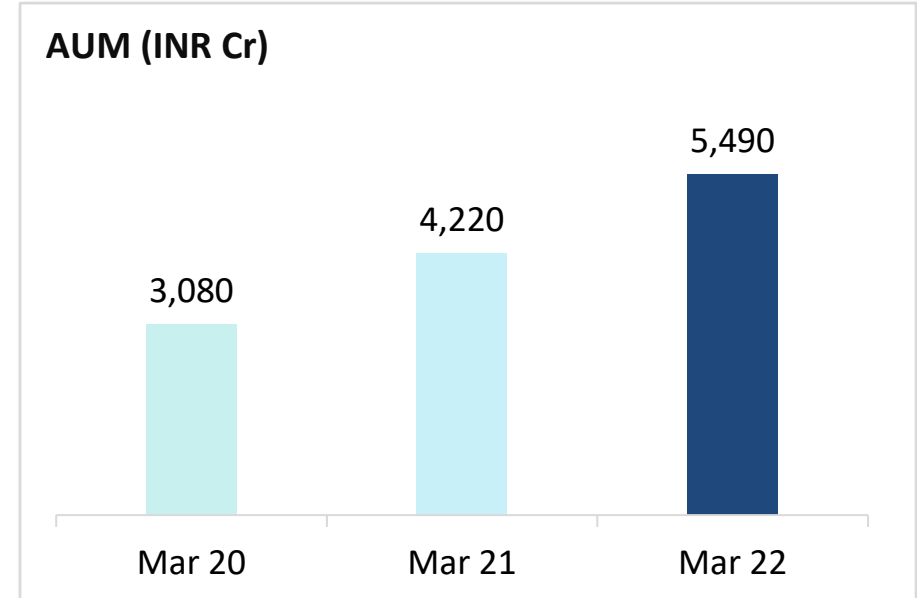
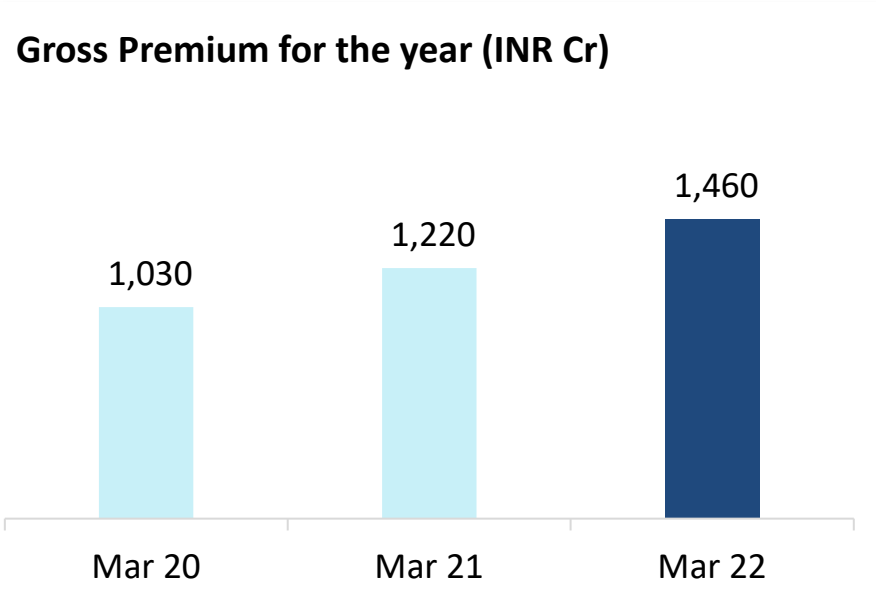
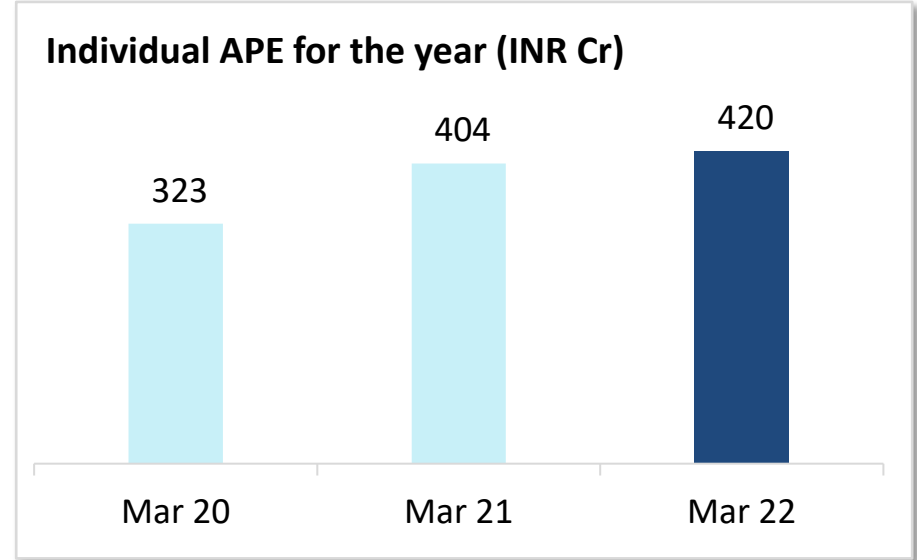
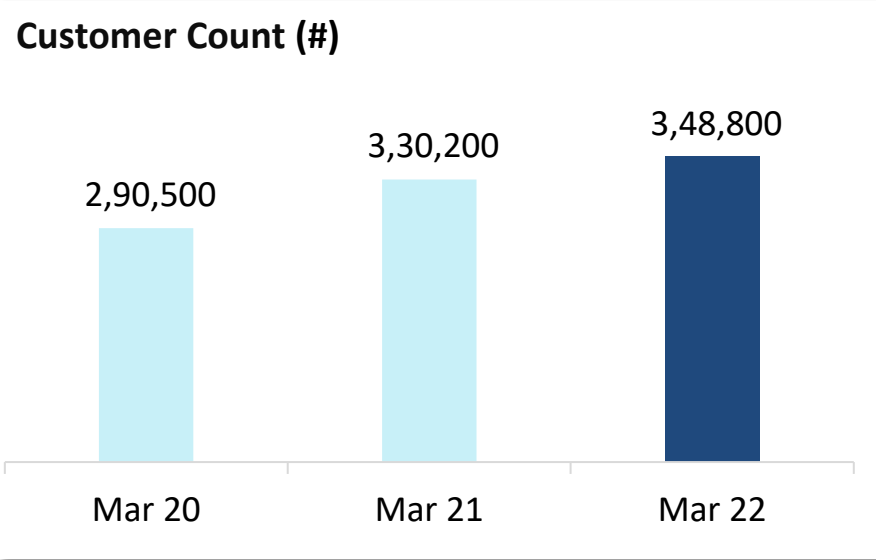


INR Cr

	Quarter ended Mar 22	Quarter ended Mar 21	Year ended Mar 22	Year ended Mar 21
Net Premium Income	556	472	1,424	1,188
Investment Income & Other Income	47	98	479	678
Total Income	603	570	1,903	1,866
Policy benefits & insurance policy liability	454	419	1,461	1,413
Other expenses	210	191	647	660
Profit After Tax	(61)	(40)	(206)	(207)
Edelweiss' share in PAT*	(37)	(24)	(111)	(111)

* EFSL share in Edelweiss Tokio Life Insurance for quarter and year ended Mar 21 has been commensurately adjusted to reflect changes in shareholding


Customer base and gross premium continue to grow





General Insurance: Business performance snapshot



Key Metrics for the year

 **Equity (INR Cr)** 135

 **GWP (INR Cr)** ~360

 **#Policies Issued** ~297,000

 **Solvency Ratio** 167%

Business Update

- Achieved GDPI growth of ~27% YoY in the quarter and ~60% YoY in the year against industry growth of ~11%
- Consistent growth in our choice of business segments; Health and Motor grew by ~42% and ~77% YoY in the year against industry growth of ~25% and ~4% respectively
- Launched AI Bot for Motor Claims and Automated Claims Registration Module to further improve efficiency
- Expanded on distribution partnerships with marquee internet economy players in the year
- Won multiple awards for customer centricity & product innovations in prominent forums.

General Insurance: Financial performance snapshot



INR Cr

	Quarter ended Mar 22	Quarter ended Mar 21	Year ended Mar 22	Year ended Mar 21
Net Premium Income	63	42	233	162
Investment Income & Other Income	17	8	59	43
Total Income	80	50	292	205
Policy benefits & insurance policy liability	54	41	221	166
Other expenses	50	34	176	130
Profit After Tax	(24)	(25)	(105)	(91)



Business Performance


Wealth




Edelweiss
Ideas create, values protect

Wealth Management: Business performance snapshot

Key Metrics for the year

 **AUA (INR Cr)** ~2,02,000

 **LAS loan book (INR Cr)** ~3,000

 **Net New Money (INR Cr)** ~10,500

 **#UHNI Clients** 2,760

 **#Affluent Clients** 8,53,700

Business Update

- AuA grew ~30% YoY and ~4% QoQ with net new money of ~INR 2,100 Cr for the quarter
- Strong 63% YoY growth in distribution income, revenue growth of 24% YoY
- LAS book grew ~95% YoY to ~INR 3,000 Cr as on Mar 22
- Industry recognition in the year -
 - Top rankings at AsiaMoney Brokers Poll
 - Top Global Custodian Agent Bank in Emerging Markets Survey
 - Best Wealth Manager, India at Asset Triple A Private Capital Awards

Wealth Management: Financial performance snapshot


INR Cr

	Quarter ended Mar 22	Quarter ended Mar 21	Year ended Mar 22	Year ended Mar 21
AUA	2,02,000	1,55,000	2,02,000	1,55,000
Equity	1,833	1,563	1,833	1,563
Gross Revenue	413	408	1,600	1,288
Net Revenue	336	320	1,327	1,043
Opex	282	244	1,008	735
Profit After Tax	38	65	241	245
Edelweiss' share in PAT*	17	28	97	98

* EFSL share in Edelweiss Wealth Management for year ended Mar 21 has been commensurately adjusted to reflect changes in shareholding



Governance & Corporate Responsibility

11 Member Board with 6 Independent Directors



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



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. Kunnasagaran 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. 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



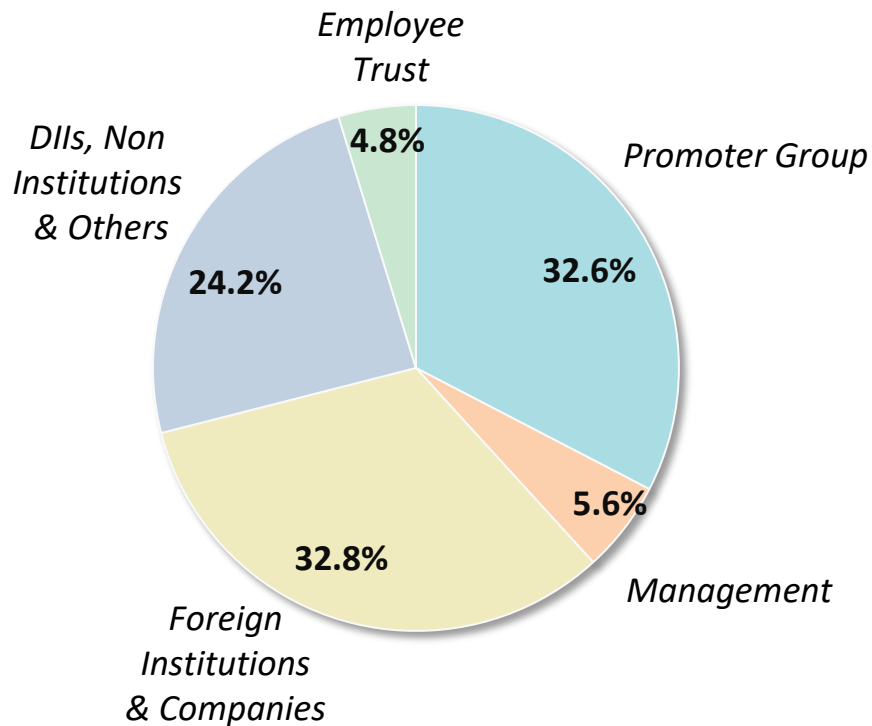
Mr. Ashok Kini
Independent Director

- 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

Significant institutional ownership



Shareholding Pattern as on Mar 31, 2022



Key Shareholders above 1%		Percent
1	Pabrai Investment Funds	7.9%
2	BIH SA	5.1%
3	Baron Asset Management	4.4%
4	TIAA CREF funds	4.3%
5	LIC	2.6%
6	Vanguard Group	2.1%
7	Flowering Tree Investment Management	1.6%
8	Rakesh Jhunjunwala	1.6%
9	Barclays	1.0%
10	Blackrock	1.0%

~43% owned by Edelweiss management and employees

Our contribution to building a more sustainable tomorrow



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



Over **~INR 500 Cr** mobilized through commitments



Partnered with over **150** 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



94 Districts
across 13 States



INR 196 Cr *

Committed

(inclusive of INR 22.3 Cr
Edelweiss CSR contribution)



38

NGO Partners



27

Co-funded Grants



43

Active Grants

Quality Education

~ 20 lakh children impacted

~30,000 schools reached

~72,200 teachers trained

~INR 15 Cr committed in the year

9 NGOs supported

Sustainable Livelihoods

~50,000 Individuals trained

~1,000 watershed structures
repaired/built

~INR 46 Cr committed in the year

13 NGOs supported

Women Empowerment

~2 lakh women supported

~7,000 grassroot leaders

~INR 15 Cr committed in the year

12 NGOs supported

- **GROW Fund:** INR 100 Cr fund for sustainability and financial resilience of grassroots NGOs.
 - Agreement signing and 1st tranche fund disbursement completed for all 100 NGOs
- **UdyamStree campaign:** Enabling micro entrepreneurship for women entrepreneurs
 - EdelGive Foundation and FICCI have formalized MOU with the State Education Department of Maharashtra for launch of the 'Leadership Dialogues' to promote enterprise development along school children, especially young girls.
- **Employee engagement**
 - ~250 Edelites engaged across 10 engagements during the quarter

Trusted partner: EdelGive funding partners & networks



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



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Safe Harbour



Slide 4:	Net worth is including MI, investment in CCD by CDPQ of INR 866 Cr and excluding Edelweiss Wealth Mgt equity
Slide 4:	Ex-Insurance PAT is excluding MI
Slide 4:	BVPS has been computed by taking into account potential stake dilution from convertible instruments in NBFC
Slide 4,15,19:	Available Liquidity is calculated as on balance sheet liquidity, liquid able assets and undrawn bank lines; Numbers are based on management estimates and rounded off to nearest 100; It includes EWM liquidity
Slide 4,11:	Customer Assets are rounded off to nearest 100 and includes EWM AuA
Slide 5	We have divested the residual 9% stake in EGIBL to Arthur J Gallagher & Co. in the quarter ended Mar 22. EFSL stake refers to stake held by EFSL Group. All stakes have been rounded off to the nearest integer.
Slide 5,32,33,34:	NBFC equity includes investment in CCD by CDPQ of INR 866 Cr
Slide 5,7,8,38,42,43,44:	EAAA numbers represent consolidated numbers of Edelweiss Alternative Asset Advisors Ltd, EAAA LLC, Edelweiss Alternative Asset Advisors Pte. Ltd, Sekura India Management Ltd, Edelweiss Real Assets Managers Ltd and Edelweiss Trusteeship Company Ltd
Slide 5,8,56,57:	WM numbers represent consolidated numbers of 4 key entities - Edelweiss Securities Ltd, Edelweiss Broking Ltd, Edelweiss Custodial Services Ltd, Edelweiss Finance and Investments Ltd and 7 other entities
Slide 7:	EFSL ex-insurance PAT is post-MI, Cluster level PATs are pre-MI
Slide 10,53	Source for industry data - GI Council segment wise report
Slide 15,16:	Numbers are for ECLF, ERFL and EHFL entities
Slide 18,19 :	Mar 21 borrowings and Net D/E have been restated to include WM. Numbers rounded to nearest 10
Slide 18,19,33,35,46:	Borrowings include EWM borrowings and exclude CBLO, CCDs and accrued interest; Net D/E excludes treasury assets
Slide 20,33:	NBFC capital adequacy is calculated by combining Tier I & II capital and RWA of ECLF and ERFL entities
Slide 22:	Numbers are based on management estimates & 3 years+ liabilities exclude Equity; Assets and Liabilities do not include insurance business. Numbers rounded to nearest 10
Slide 32,33,35:	Credit assets includes loan book, securitized assets and SR investments
Slide 34,36:	AUM includes loan book and securitized assets
Slide 28,38,39,40,41,42,43,44,46,47:	AUM, net new money, clients, retail folios, MF Equity AUM, capital employed & recoveries are rounded off to nearest 100
Slide 49,50, 51,53:	AUM, clients, Policies issued rounder off to nearest 100, customer reach rounded off to nearest lakh
Slide 50,52:	13th month persistency (on Premium basis) includes policies issued from Apr'20 to Mar'21; EV is calculated on market consistent basis; AUM represents Total AUM including Shareholders and all Policyholders fund is calculated in accordance with IGAAP
Slide 56,57:	AUA, loan book, net new money, clients are rounded off to nearest 100
Slide 60:	Key institutional shareholders: Holding of known affiliates have been clubbed together for the purpose of this information