

Edelweiss reports ex Insurance PAT of INR 107 Cr, Consolidated PAT grew 17% YoY**Healthy profitability * Growing Customer Franchise * Robust Balance Sheet****Quarter ended Jun 24 Highlights:**

- **EFSL post MI Consolidated PAT of INR 59 Cr, 17% growth YoY**
- **EFSL post MI Ex-Insurance PAT of INR 107 Cr**
- **Revenue (consolidated) – INR 2,337 Cr**

Healthy profitability and steady trend in key business metrics

- Alternative Asset Management business AUM **grew by 17% YoY** to INR 56,350 Cr; **profitability up by 44% YoY** to INR 66 Cr
- Mutual Fund business AUM **increased by 24% YoY** to INR 1,36,000 Cr; **profitability grew by 147% YoY** to INR 26 Cr
- Asset Reconstruction business **grew its profitability by 6% YoY** to INR 85 Cr
- Gross Written Premium for General Insurance **grew by 56% YoY** to INR 236 Cr
- Gross Premium for Life Insurance **increased by 10% YoY** to INR 275 Cr

Customer Franchise continues its growth trajectory

- **Customer reach** expands further on the back of a retail scale up, **growing 38% YoY to 8.2 million**. This has also aided a **13% YoY growth in customer assets to INR 2.2 trillion**, led by the asset management businesses. **Overall businesses saw a significant growth in customer base** – demonstrating the continued trust reposed in us by our customers.

Robust Balance Sheet with well capitalised businesses

- **Net Worth** at INR 6,052 Cr
- Net Debt reduced by INR 2,670 Cr YoY
- Liquidity of **INR 2,090 Cr**
- **Strong capitalization across businesses**, with capital adequacy of **over 36%** across credit entities

Key Performance Highlights

- Alternative Asset Management AUM grew 17% YoY to INR 56,350 Cr. Its FPAUM increased 32% YoY to INR 32,350 Cr
- Mutual Fund AUM saw a robust growth, expanding by 24% YoY to INR 1,36,000 Cr and Equity AUM was up 71% YoY to INR 52,500 Cr
- Asset Reconstruction business recovered debt assets of INR 1,332 Cr of which ~18% were retail. Further, share of retail assets in capital employed stood at 14%
- Gross written premium for General Insurance grew by 56% YoY to INR 236 Cr, one of the fastest growing in the industry. The business issued 1.2 lakh new policies, an uptick of 73% YoY
- In Life Insurance, Gross Premium increased by 10% YoY to INR 275 Cr, AUM grew by 21% YoY to INR 8,343 Cr and 13m persistency improved to 79%
- Retail disbursements in NBFC grew 24% YoY to INR 200 Cr with 80% under CLM. Wholesale book reduced 37% YoY to INR 3,950 Cr.

- Disbursements in Housing Finance grew by 80% YoY to INR 320 Cr, of which 25% has been under CLM. Partnership with State Bank of India continues to deepen.

Speaking on the occasion, Mr. Rashesh Shah, Chairman, Edelweiss Financial Services Limited said:

“India’s economic growth has been robust and resilient despite global uncertainties. With the government’s focus on job creation, infrastructure development, MSME empowerment and digital transformation acting as a catalyst for long-term sustainable growth across sectors, India is well-positioned to propel towards a \$4 trillion economy.

At Edelweiss, we reported an **ex-Insurance PAT of INR 107 Cr**. We continue to see healthy profitability and a stable trend in operating metrics across the businesses. Further, the balance sheet remains robust with all businesses being well capitalized. Customer reach experienced a 38% YoY surge, growing to 8.2 million, while customer assets grew by 13% YoY, reaching INR 2.2 trillion.

The quarter saw the businesses continue to showcase **steady growth**. Industry dominant **Alternative Asset Management** business showed a steady rise in its AUM, with a growth of 17% YoY to INR 56,350 Cr and 32% YoY growth in FPAUM to INR 32,350 Cr. **Mutual Fund** business recorded AUM growth of 24% YoY to INR 1,36,000 Cr and Equity AUM growth of 71% YoY to INR 52,500 Cr. The **General Insurance** business has recorded a 56% YoY growth in Gross Written Premium to INR 236 Cr, one of the fastest growing in the industry and the **Life Insurance** business increased its Gross Premium by 10% YoY to INR 275 Cr.

We are well poised to leverage on the opportunities presented by India’s economic growth story and remain focused on our key priorities. Our belief in India’s potential is unwavering, and we are confident that the country’s economic trajectory will continue to inspire and create value for all.”

Steady Performance across Businesses – Healthy Profitability & Steady growth

Alternative Asset Management:

- **AUM grew 17% YoY** to INR 56,350 Cr; **Fee paying AUM grew 32% YoY** to INR 32,350 Cr
- Real Assets strategy acquired ten assets worth more than INR 8,000 Cr of value
- Highly diversified client base with 3,500+ clients

Mutual Fund:

- **AUM grew 24% YoY** to INR 1,36,000 Cr; **Equity AUM grew 71% YoY** to INR 52,500 Cr
- **Net inflows of INR 5,200 Cr** in the quarter, INR 14,000 Cr in trailing 12 months
- **SIP book grew by 64% YoY** to INR 260 Cr
- **Retail folios grew by 45% YoY** to 17 lakhs

Asset Reconstruction:

- **Recovered INR 1,332 Cr**, of which 18% was from retail portfolio
- Retail assets in capital employed stood at 14%
- Well matched ALM across all durations

NBFC:

- Partnerships with Central Bank of India, IDFC First Bank and Standard Chartered Bank continue to deepen
- Disbursed INR 200 Cr of retail loans, an increase of 24% YoY; **80% of disbursal under co-lending model**
- **Portfolio continues to strengthen** with improvement in GNPA by 74 bps YoY to 2.06%; collection efficiency at 95.4%
- **Wholesale book reduced by 37% YoY to INR 3,950 Cr**

Housing Finance:

- **Disbursement of INR 320 Cr**, an increase of 80% YoY; 25% of disbursal under co-lending model
- Partnership with State Bank of India continues to deepen with ongoing disbursals
- Asset quality continues to be healthy with GNPA at 2.09%. Collection efficiency stood at 97.8%

General Insurance:

- One of the fastest growing players with **GDPI growth of 56% YoY**; **Gross written premium of INR 236 Cr, up 56% YoY**
- Motor Segment GDPI grew 81% YoY against industry growth of 12%
- **Awarded “Best Product Innovation”** for EV Add-on cover and **“Innovative Product”** for Health Plus at National Awards for Excellence in BFSI

Life Insurance:

- Gross Premium grew by 10% YoY to INR 275 Cr
- AUM stood at INR 8,343 Cr, **recording a growth of 21% YoY**
- Traditional Par and Non-Par products constitute 74% of product mix
- Improvement in **13m persistency** to 79% from 76% YoY; claim settlement ratio of 90.4%
- Edelweiss Tokio Life Insurance is now **Edelweiss Life Insurance**

About Edelweiss Financial Services

Edelweiss is a diversified financial services company with seven independent and well-governed businesses. The businesses include Alternative Asset Management, Mutual Fund, Asset Reconstruction, Corporate Lending, Housing Finance, General and Life Insurance. The businesses have robust operating platforms, dedicated management teams and strong boards that ensure the highest standards of governance. Edelweiss employs more than 6,000 people, serves around 82 lakh customers, and manages over INR 220,000 Cr worth of assets.

Edelweiss Financial Services trades under the symbols NSE: EDELWEISS, BSE: 532922, Reuters: EDEL.NS and EDEL.BO and Bloomberg: EDEL IS and EDEL IB. To learn more about Edelweiss, please visit www.edelweissfin.com.

Edelweiss Financial Services Limited **Corporate Identity Number:** L99999MH1995PLC094641

Edelweiss Social media handle:

@EdelweissFin |



Linkedin.com/company/edelweissfin

For more details please contact:**Edelweiss**

media.queries@edelweissfin.com

Concept PR

Archana Parthasarthy

+91 9920940003

archana@conceptpr.com

Safe Harbour

This document may contain certain forward - looking statements, which are tentative, based on current expectations of the management of Edelweiss Financial Services Limited or any of its subsidiaries and associate companies ("Edelweiss"). The results in future may vary significantly from the forward-looking statements contained in this document due to various risks and uncertainties. These risks and uncertainties include, inter alia, 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 its ability to implement the strategy. Edelweiss does not undertake any obligation to update these statements. The presentation relating to financial performance of various businesses of Edelweiss herein is based on Management estimates. This document is for information purposes only and any action taken by any person on the basis of the information contained herein is that person's responsibility alone and Edelweiss or its directors or employees will not be liable in any manner for the consequences of such actions. The company regularly posts all important information at its website www.edelweissfin.com.