

EW/Sec/2022/142

August 4, 2022

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| 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 |
|--|--|

Dear Sir/Madam,

Sub: Investor Presentation

Please find attached the Earnings Update in US Dollar for the quarter ended June 30, 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 ended Jun 22



| | | |
|----------|--|------------------|
| 1 | Overview & highlights of quarter ended Jun 22 | <u>3</u> |
| 2 | Update on key priorities FY23 | <u>22</u> |
| 3 | Business performance | <u>29</u> |
| 4 | Governance & corporate responsibility | <u>57</u> |



Overview & Highlights

Quarter ended Jun 22

Edelweiss at a glance – quarter ended Jun 22



Net Worth

\$1,059 Mn

Ex-Insurance PAT

\$13 Mn

BVPS

\$1

(FV \$0.01)

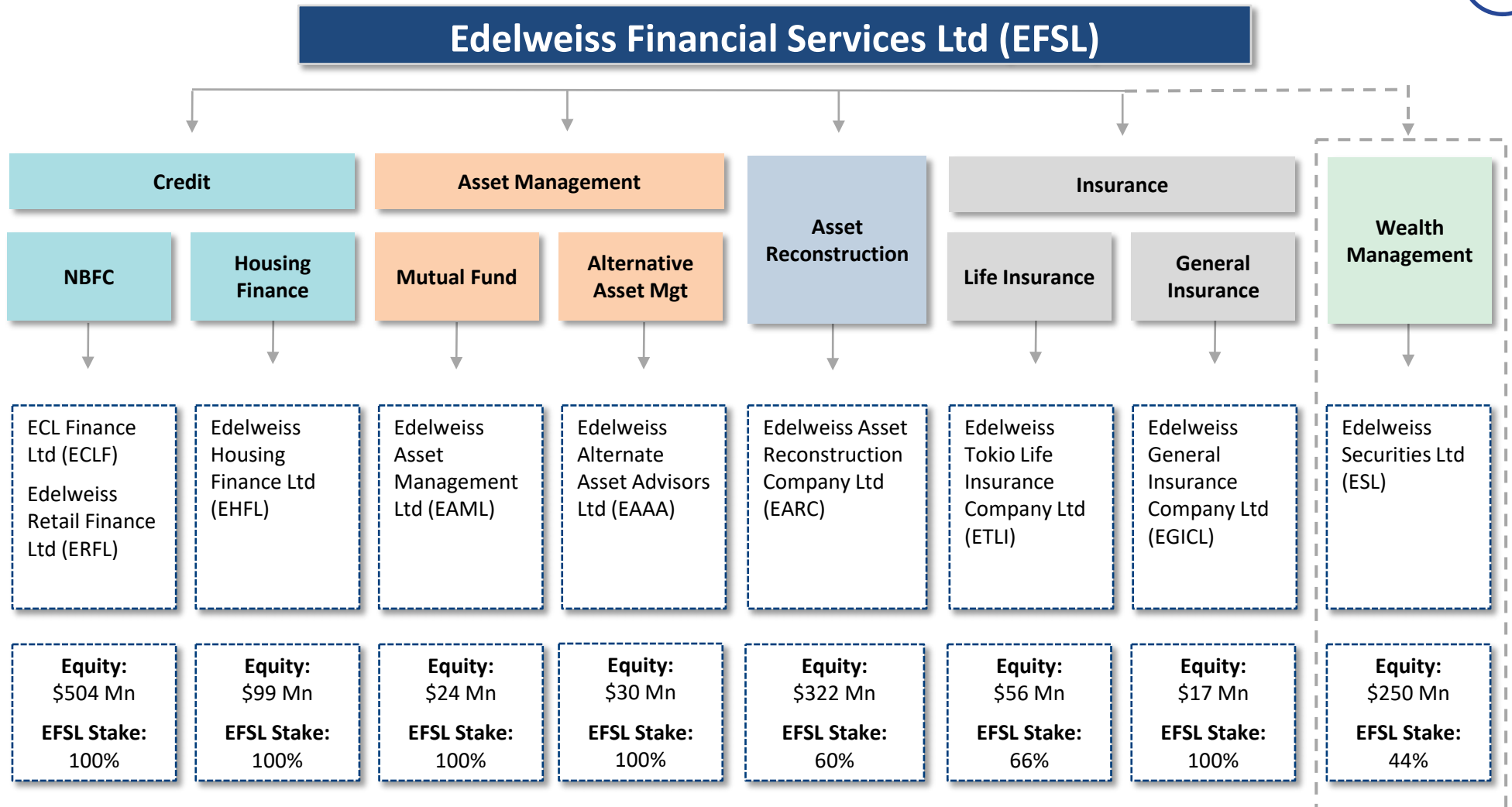
Liquidity

\$665 Mn

Customer Assets

\$45,514 Mn

We are a diversified company across eight businesses



Performance overview – quarter ended Jun 22

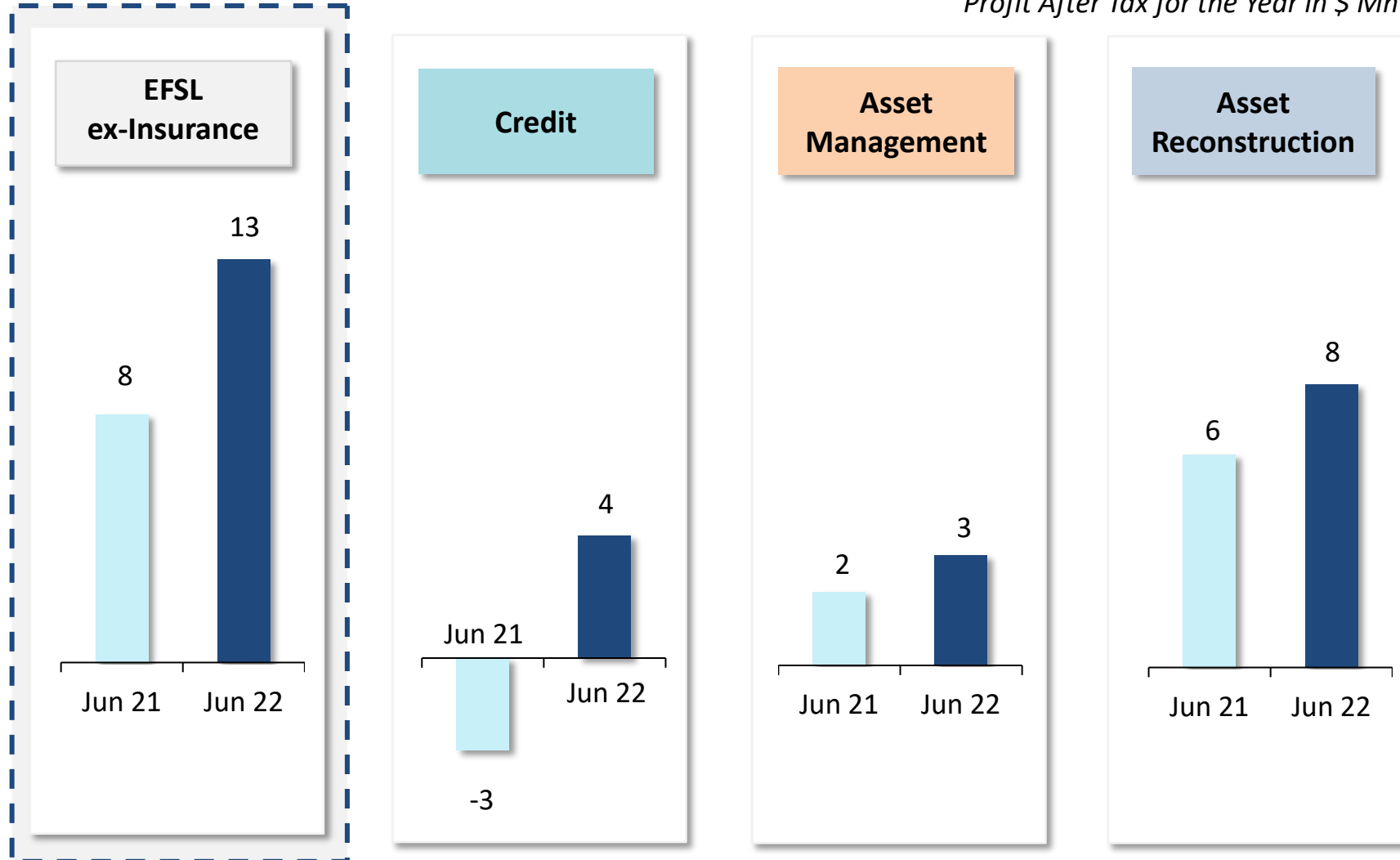


- | | | |
|---|---|----------------------|
| 1 | Steady performance across businesses facilitated by robust, independent platforms | Slide <u>7 - 10</u> |
| 2 | Credit businesses: profitable with significant improvement in asset quality | Slide <u>11</u> |
| 3 | Launch of industry-first innovative products and synergistic partnerships | Slide <u>12-13</u> |
| 4 | Customer franchise continues to expand | Slide <u>14</u> |
| 5 | Strong balance sheet with well-capitalized businesses | Slide <u>15 - 21</u> |
| 6 | On track on our key priorities for the year | Slide <u>22 - 28</u> |

1 EFSL ex-Insurance PAT increased 68% YoY



Profit After Tax for the Year in \$ Mn



1 Earnings distribution across businesses



| \$ Mn | | |
|--|-----------|----------|
| Business | Jun 22 | Jun 21 |
| NBFC | 4 | (1) |
| Housing Finance | 0 | (2) |
| Mutual Fund | 0 | 1 |
| Alternatives Asset Management | 3 | 1 |
| Asset Reconstruction | 8 | 6 |
| Life Insurance | (7) | (4) |
| General Insurance | (5) | (3) |
| EFSL share in Wealth Management | 3 | 3 |
| BMU & Corporate | (2) | 3 |
| (Less) Minority shareholders' PAT * | 1 | 1 |
| EFSL Consolidated PAT (Post MI) | 3 | 2 |
| EFSL Ex-Insurance PAT (Post MI) | 13 | 8 |

* Stepped up investment in our Life Insurance business from ~51% to ~66% thereby reducing our Post MI Consolidated PAT

1 Steady performance across businesses (1)



NBFC

- GNPA at 2.76%; improved YoY from 3.96%
- Collection efficiency at 93% for Jun 22 vs 91% for Jun 21
- Strong wholesale inflows of ~\$152 Mn in the quarter, momentum expected to continue

Housing Finance

- GNPA at 2.12%; improved YoY from 3.53%
- Collection efficiency at 98% for Jun 22 vs 93% for Jun 21
- Ongoing CLM disbursements with Standard Chartered Bank; transactions concluded with Godrej Housing Finance and DBS Bank for direct assignment and securitization

Mutual Fund

- AUM grew ~42% YoY to \$11,147 Mn; equity AUM stood at \$2,381 Mn
- Total net equity inflows at \$139 Mn in the quarter
- AUM market share improved QoQ by 20 bps to ~2.36% with rank steady at 13

Alternative Asset Management

- AUM grew 21% YoY and FPAUM grew 76% YoY; continue to maintain dominant position in India Alternatives
- IYP II onshore fund received CRISIL Fund Management Grading – I, corresponding to ‘very strong’ standards in investment processes and management practices

1 Steady performance across businesses (2)



Asset Reconstruction

- Robust recoveries of \$222 Mn of which 18% was from retail portfolio
- Share of retail assets in capital employed grew ~2x YoY to ~13% as on Jun 22

Life Insurance

- Gross premium grew at 12% YoY to \$30 Mn; advisors also grew 12% YoY to ~65,100
- Dominant share of Traditional Par and Non-Par at ~82% with Individual APE growing at a 5-year CAGR of 23% against industry growth of 10%

General Insurance

- Strong GDPI growth of 82% YoY against industry growth of 23%
- Issued 78,500 policies, growing 77% YoY

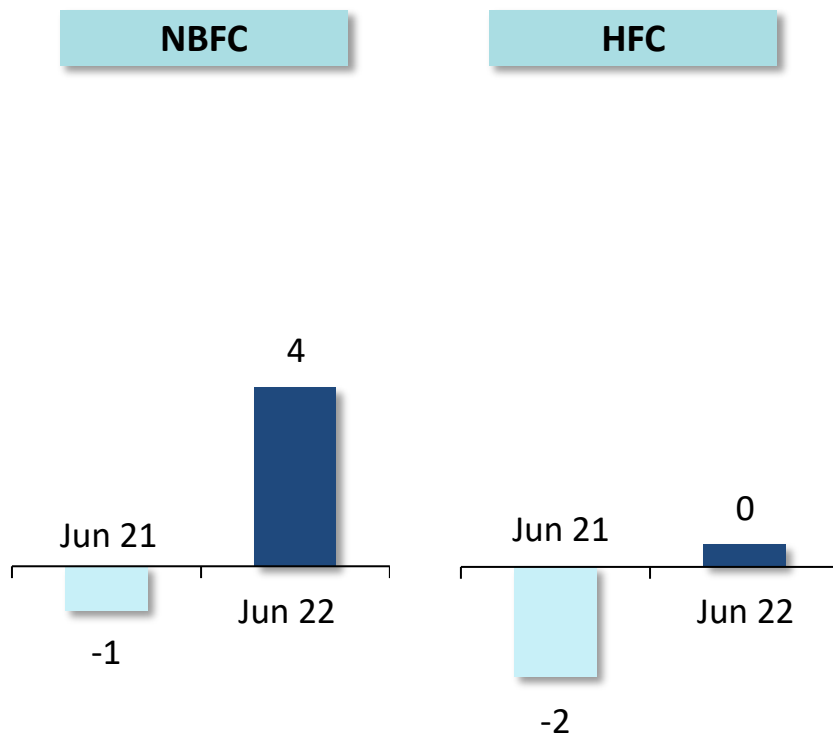
Wealth Management

- AuA grew 17% YoY; net new money of \$583 Mn
- ~82,000 affluent clients added; YoY growth of 3.4x

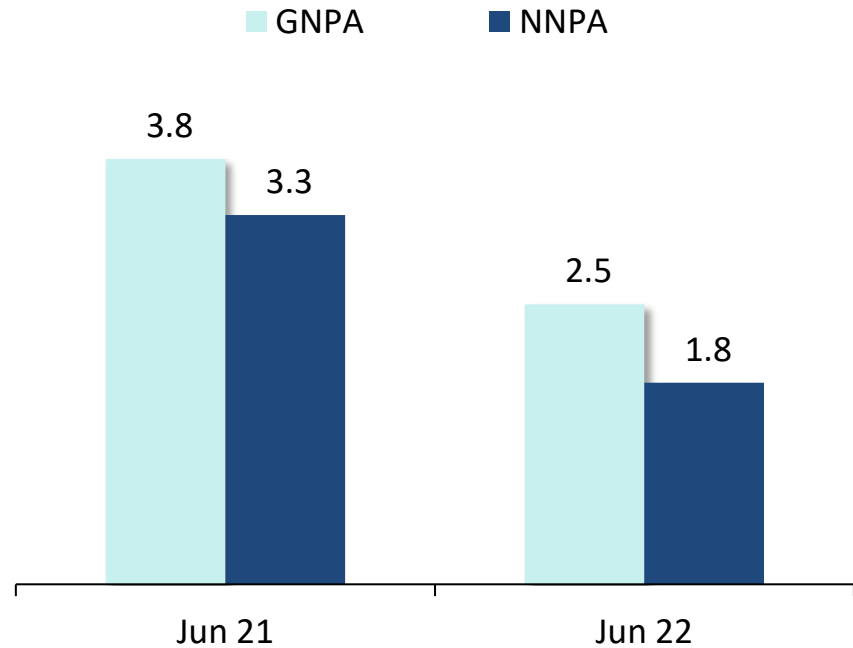
2 Credit businesses: profitable with improvement in asset quality



Profit after Tax (\$ Mn)



Asset Quality for credit businesses (%)





3 Industry-first innovative products

General Insurance

- **Switch 2.0**; Industry first, telematics driven 'usage-based' product
 - End-to-end app-based journey
 - Usage based subscription model for premium payment
 - Monthly reward structure linked to driving score
 - Auto switch-on with movement detection
 - Claims integrated on app
 - In-app feedback to encourage improved driving
- AI voice-based claims registration BOT launched

Life Insurance

- Launched "Guaranteed Savings Star" - Innovative savings plan based insurance product



Edelweiss Tokio Life
Guaranteed Savings STAR

3 Synergistic partnerships

Credit

- **Ongoing CLM disbursements** with Standard Chartered Bank and Central Bank of India
- **New partnership** forged with IDFC first for co-lending to MSME
- **Securitization and direct assignment** transactions concluded with Godrej Housing Finance and DBS Bank of ~\$54 Mn

General Insurance

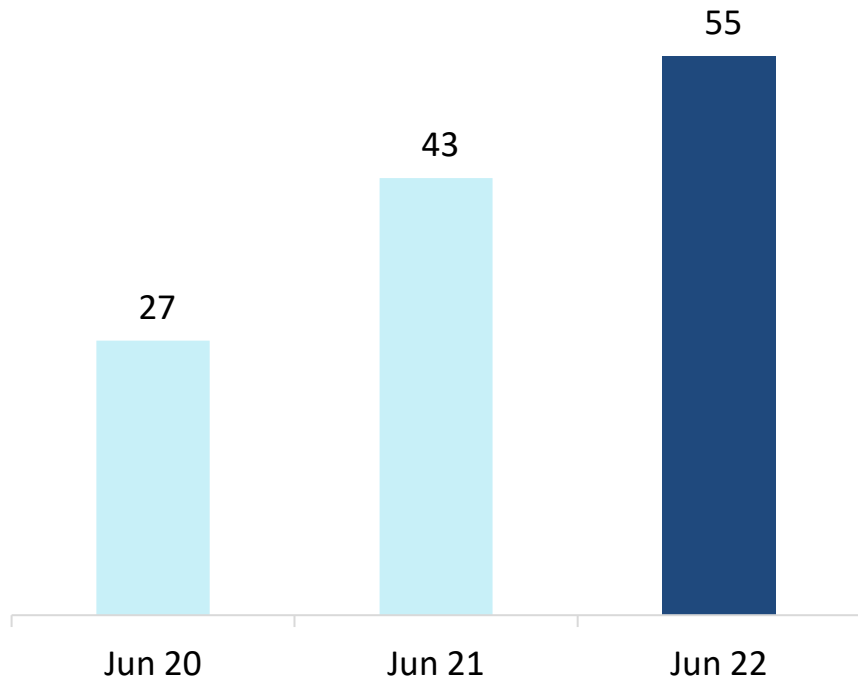
- Expanding **partner base in financial services** sector –
 - Avanse Financial Services
 - Orange Retail Finance
 - ART Housing Finance



4 Customer franchise continues to expand

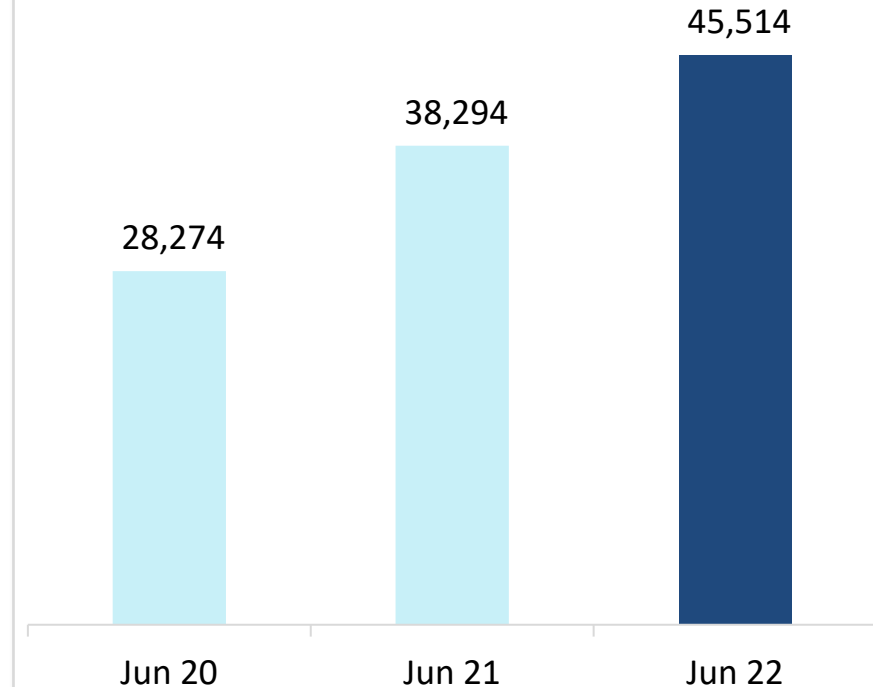


Customer Reach (# in lakhs)



Growth of ~30% YoY

Customer Assets (\$ Mn)



Growth of ~20% YoY

5 Strong balance sheet with well-capitalized businesses



Debt reduced by ~\$823 Mn over last 2 years; net D/E at 2.1x

Credit assets are conservatively provided for

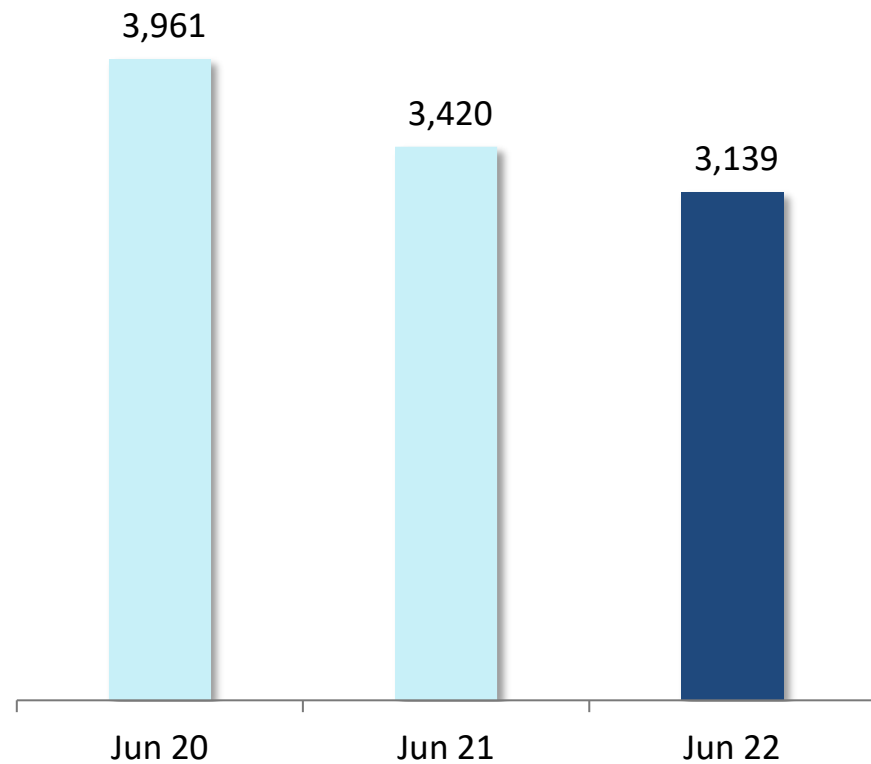
Comfortable liquidity of \$665 Mn at ~21% of debt

Strong capitalization across businesses

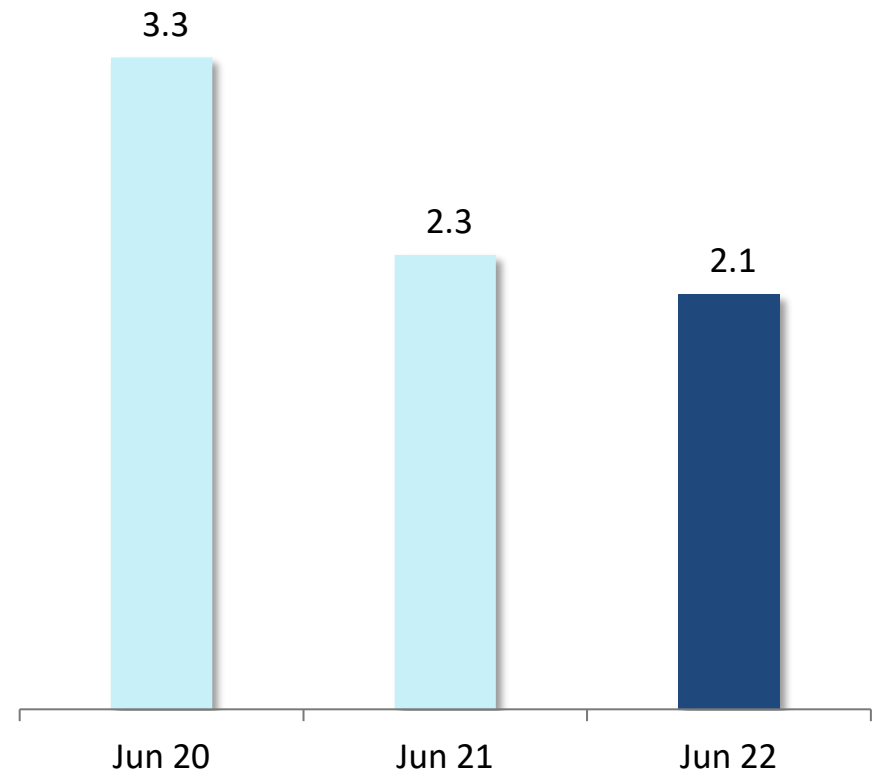
5 Debt reduced by ~\$823 Mn over last 2 years



Debt (\$ Mn)



Net D/E



5 Debt distribution across businesses



Debt (\$ Mn)

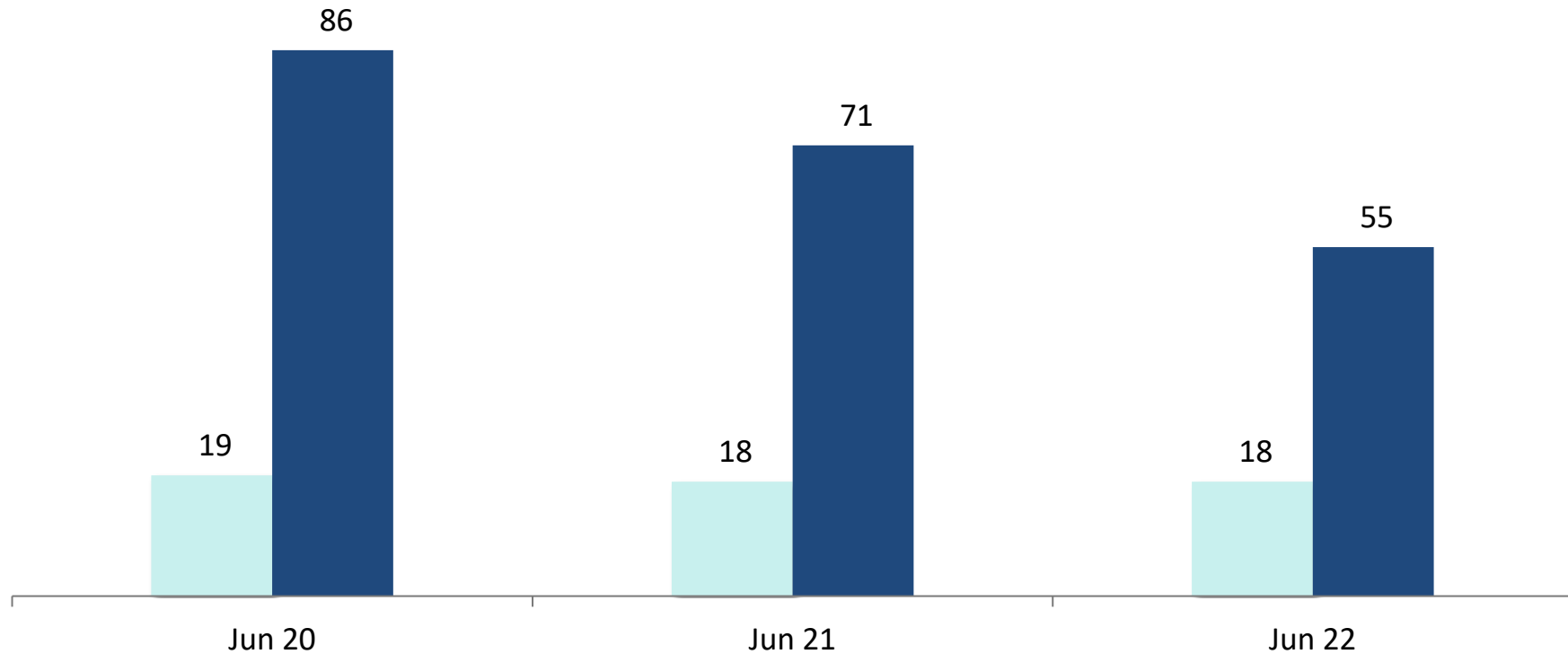
| Business | Jun 22 |
|-----------------------------------|--------------|
| NBFC | 1,230 |
| Housing Finance | 267 |
| Alternatives | 17 |
| Asset Reconstruction | 428 |
| Wealth Management | 568 |
| BMU & Corporate | 630 |
| Gross Debt | 3,139 |
| <i>(Less) Available liquidity</i> | <i>665</i> |
| Net Debt | 2,474 |

5 Credit assets are conservatively provided for



**Balance Sheet Provisions
(\$ Mn)**

■ IRAC Provisions ■ IndAS Provisions



We have consistently provided for higher than IRAC norms

5 Cash flow plan



| \$ Mn | |
|-------------------------------------|-------|
| Jul 22 to Jun 23 | |
| Opening Available Liquidity (A) | 665 |
| Inflows | |
| Expected Inflows | 1,165 |
| Fresh Borrowings | 722 |
| Total Inflows (B) | 1,887 |
| Outflows | |
| Repayments | 1,482 |
| Disbursements | 393 |
| Total Outflows (C) | 1,875 |
| Closing Available Liquidity (A+B-C) | 678 |

5 Assets in each tenor range adequately cover liabilities



\$ Mn

| | Assets | Liabilities | Excess / (Gap) |
|-------------|--------|-------------|----------------|
| Upto 1 year | 1,609 | 1,355 | 253 |
| 1-3 years | 1,583 | 988 | 595 |
| 3 years+ | 1,229 | 1,127 | 101 |

5 Strong capitalization across businesses



| Businesses | Metric | Value |
|----------------------|------------------|-------|
| NBFC | Capital Adequacy | 32.0% |
| Housing Finance | Capital Adequacy | 30.9% |
| Asset Reconstruction | Capital Adequacy | 42.6% |
| Life Insurance | Solvency Ratio | 200% |
| General Insurance | Solvency Ratio | 171% |



Update on Key Priorities for FY23



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6 On track on our key priorities for the year



Listing EWM and value unlocking for shareholders

Create and enhance value through scale-up of the Asset Management and Insurance businesses

Steady reduction of wholesale loan assets

6 Listing EWM and value unlock for shareholders



Phase I

- PAG's strategic investment in Edelweiss Wealth Management



Phase II

- NCLT order received and made effective for Phase 2 demerger scheme



Phase III

- Solicit share entitlement report and fairness opinion
- Demerger completion
- Edelweiss Securities Limited (ESL*) listing

Completed

Expected by Jan 23

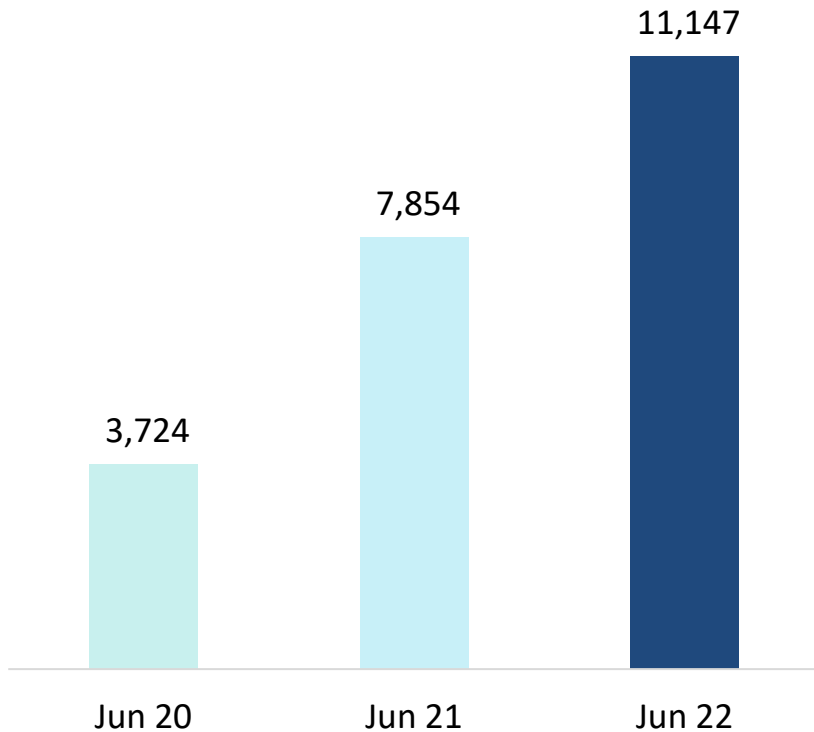
Expected by Mar 23

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

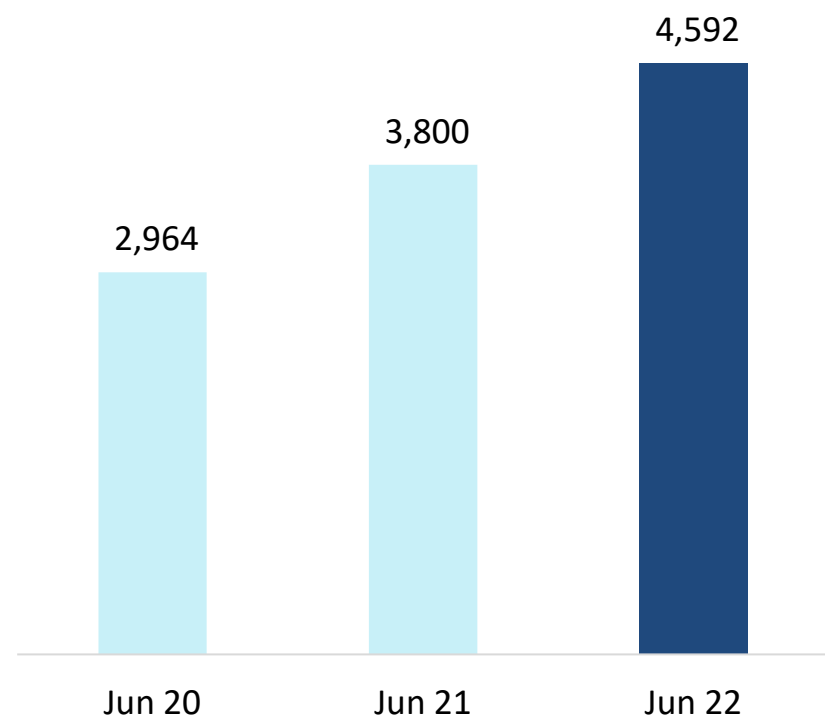
6 Significant growth in Asset Management business



Mutual Fund AUM (\$ Mn)



Alternative Asset Mgt AUM (\$ Mn)

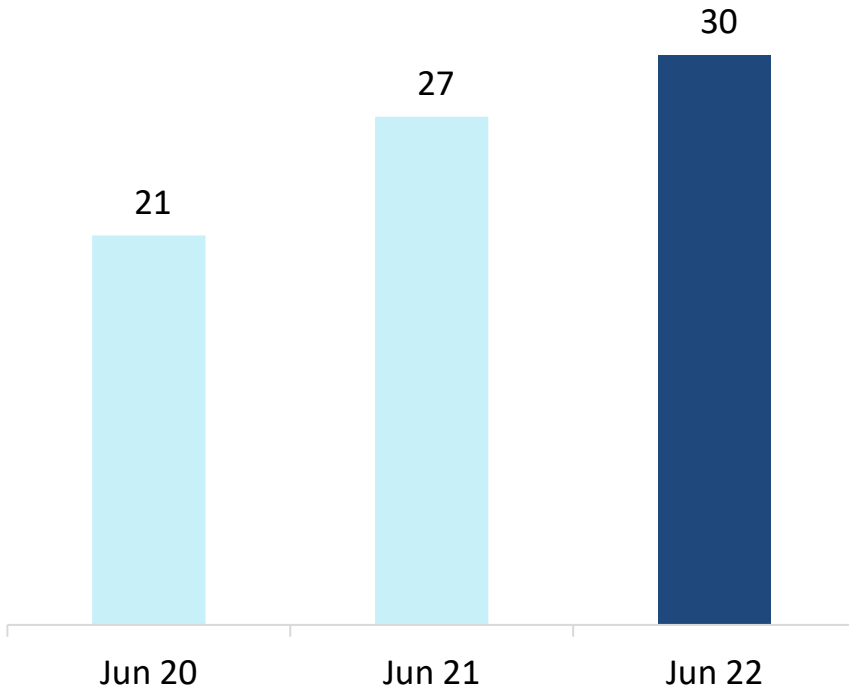


Asset Management AUM has grown by 35% YoY

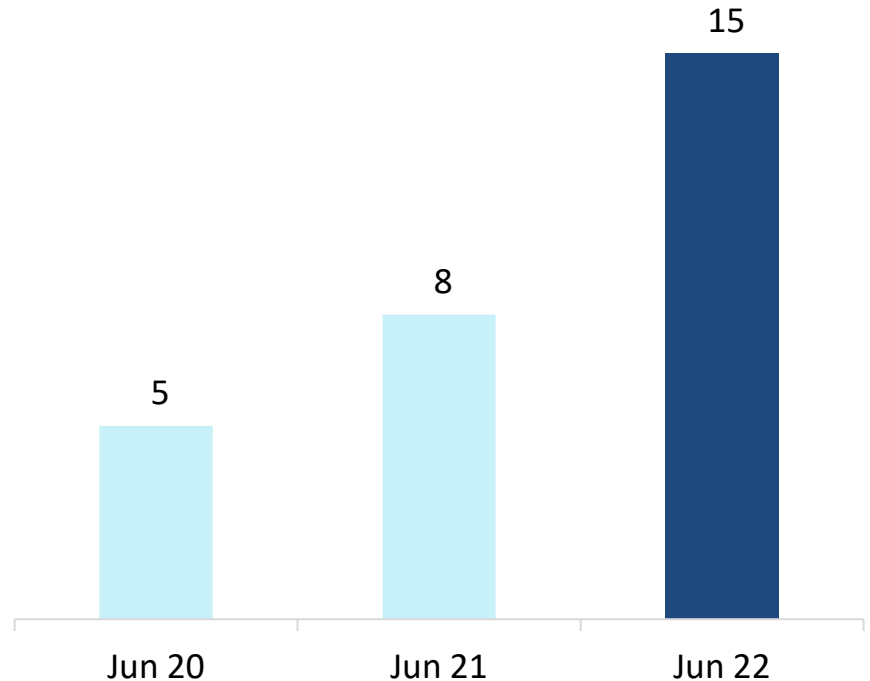
6 Insurance businesses continues to scale up



LI – Gross Premium for the quarter (\$ Mn)



GI – Gross Premium for the quarter (\$ Mn)

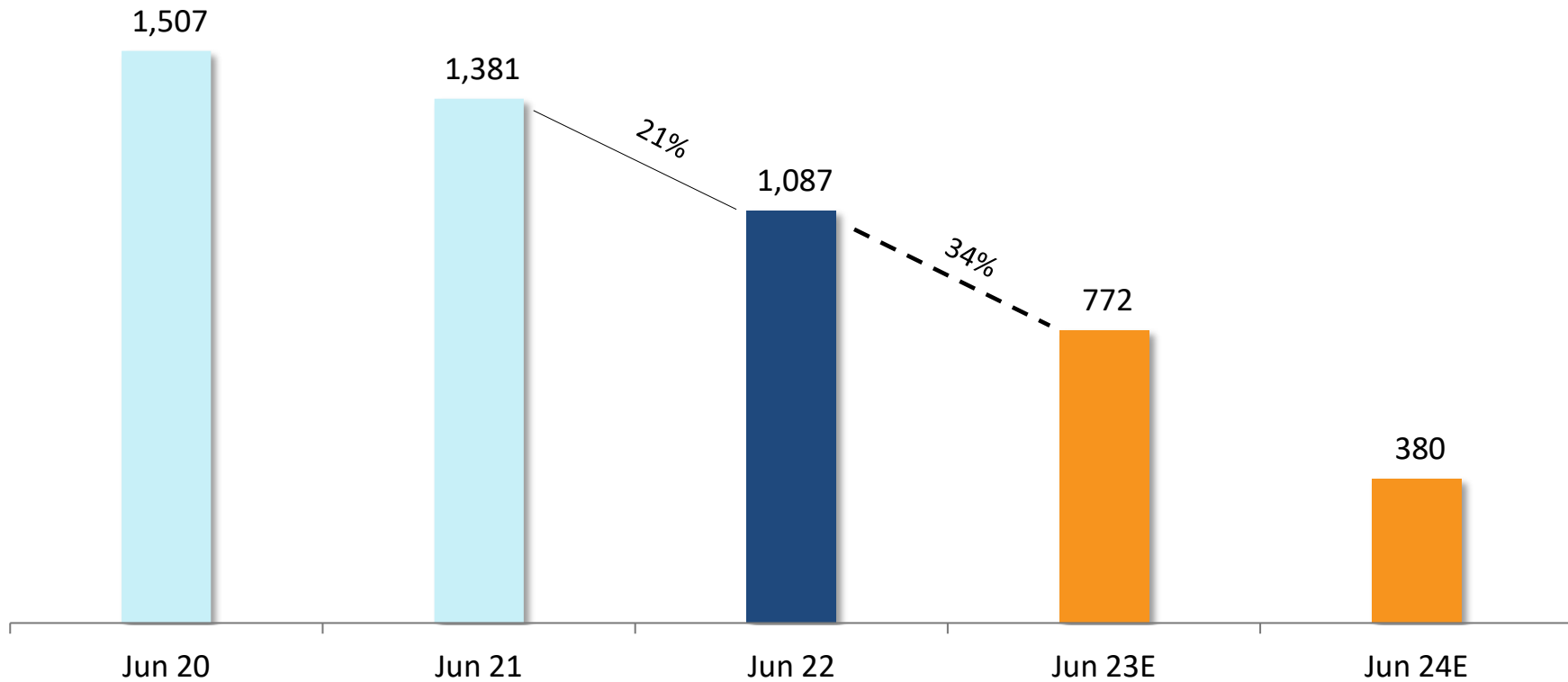


YoY growth in Gross Premium at 12% for LI and 86% for GI

6 Wholesale loan assets reduced 21% YoY



ECLF wholesale loan assets (\$ Mn)



Reduction of ~65% in next 2 years aided by strong demand and improved fundamentals

6 Workouts & strong housing demand aiding in faster recovery



Successful workouts:

- Inflows of ~\$152 Mn in the quarter, strong visibility for the year
- Sell down capabilities aided in faster recoveries; will continue to be the dominant contributor in FY23
- Sentiment in real estate sector remains optimistic – buoyed by positive consumer sentiment and improved affordability ratio

On track to achieve book reduction as planned:

- Expect total inflows of ~\$443 Mn in FY23
- Expect book to reduce to ~\$380 Mn by Jun 24

Successful workouts improving asset quality



Business Performance

Credit



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Credit businesses at a glance



Quarter ended Jun 22

Equity

\$601 Mn

Credit Assets

\$1,963 Mn

Profit After Tax

\$4 Mn

NBFC: Business performance snapshot

Key Metrics for the quarter



Equity (\$ Mn)

503



Credit Assets (\$ Mn)

1,438



Capital Adequacy

32.0%



Net D/E

2.2x



**Liquidity
(\$ Mn)**

143

Business Update

- Portfolio continues to strengthen
 - GNPA at 2.76%; improved YoY from 3.96%
 - Collection efficiency at 93% for Jun 22 vs 91% for Jun 21
- Focus continues on asset light business model
 - Steady disbursal under CLM program with Central Bank of India
 - New partnership forged with IDFC first for co-lending to MSME
- Strong wholesale recoveries of ~\$152 Mn for the quarter, momentum expected to continue through the year

NBFC: Financial performance snapshot



\$ Mn

| | Jun 22 | Jun 21 |
|-----------------------|--------|--------|
| AUM | 820 | 1,255 |
| Loan book | 757 | 1,177 |
| Equity | 502 | 485 |
| Gross Revenue | 45 | 55 |
| Net Revenue | 10 | 3 |
| Opex | 8 | 11 |
| Credit Cost | (3) | (2) |
| Profit After Tax | 4 | (1) |
| GNPA | 2.76% | 3.96% |
| NNPA | 1.93% | 3.28% |
| Total Provision Cover | 237% | 135% |

Housing Finance: Business performance snapshot



Key Metrics for the quarter

**Equity (\$ Mn)**

99

**Credit Assets (\$ Mn)**

550

**Capital Adequacy**

30.9%

**Net D/E**

2.5x

**Liquidity (\$ Mn)**

26

Business Update

- Portfolio continues to strengthen
 - GNPA at 2.12%; improves YoY from 3.53%
 - Collection efficiency at 98% for Jun 22 vs 93% for Jun 21
 - YoY reduction in credit costs
- Focus on Asset Light Business Model:
 - Strategic use of direct assignment and securitization (\$54 Mn in the quarter) to manage ALM and cost of liabilities
 - Transactions concluded with Godrej Housing Finance and DBS Bank
 - Ongoing CLM disbursals with Standard Chartered Bank

Housing Finance: Financial performance snapshot



\$ Mn

| | Jun 22 | Jun 21 |
|-----------------------|--------|--------|
| AUM | 522 | 528 |
| Loan book | 402 | 447 |
| Equity | 99 | 95 |
| Gross Revenue | 14 | 15 |
| Net Revenue | 4 | 4 |
| Opex | 3 | 3 |
| Credit Cost | 0 | 3 |
| Profit After Tax | 0 | (2) |
| GNPA | 2.12% | 3.53% |
| NNPA | 1.68% | 3.18% |
| Total Provision Cover | 68% | 49% |



Business Performance

Asset Management



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Asset Management businesses at a glance



Quarter ended Jun 22

Equity

\$54 Mn

AUM

\$15,739 Mn

Profit After Tax

\$3 Mn

Fee Income

\$13 Mn

Mutual Fund: Business performance snapshot



Key Metrics for the quarter



Equity (\$ Mn)

24



AUM (\$ Mn)

11,147



Net New Money (\$ Mn)

751



Retail Folios

~10 lakhs

Business Update

- Fastest growing amongst the top 15 AMCs in the industry with AUM at \$11,147 Mn as on Jun 22
- Total net inflows of \$751 Mn for the quarter against industry outflows of \$570 Mn
- Equity AUM grew by ~40% YoY to \$2,381 Mn; net equity inflows of \$139 Mn in the quarter
- Amongst the top 10 AMCs in India in fixed income segment with total AUM at \$8,259 Mn. Continued leadership in debt passive index funds with AUM crossing \$2,876 Mn as on Jun 22
- Retail folios grew by 45% YoY to 10.16 lakhs

Mutual Fund: Financial performance snapshot



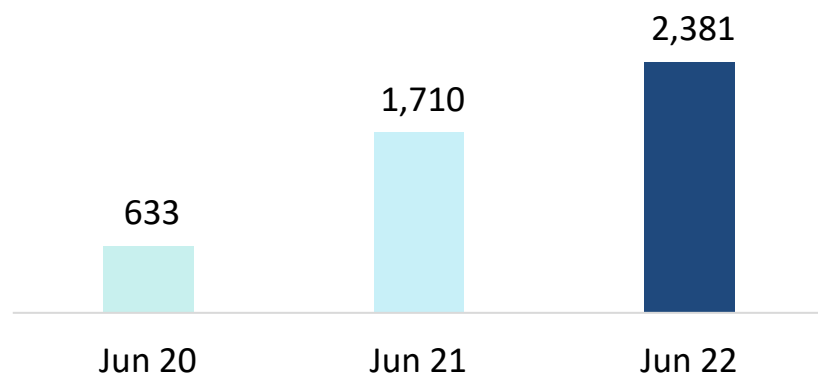
\$ Mn

| | Jun 22 | Jun 21 |
|------------------|--------|--------|
| AUM | 11,147 | 7,854 |
| Net New Money | 751 | 692 |
| Equity | 24 | 21 |
| Revenue | 4 | 5 |
| Opex | 4 | 4 |
| Profit After Tax | 0 | 1 |

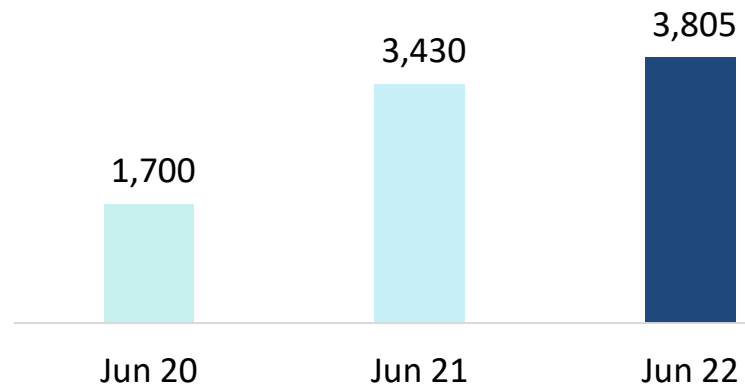
Consistent expansion of investor and partner reach



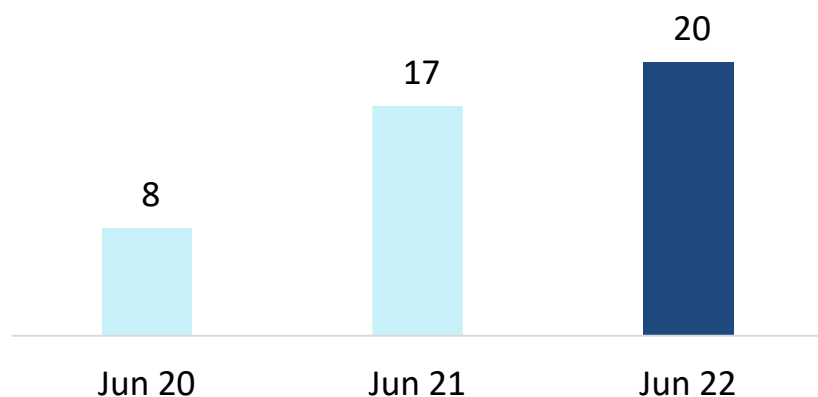
MF Equity AUM (\$ Mn)



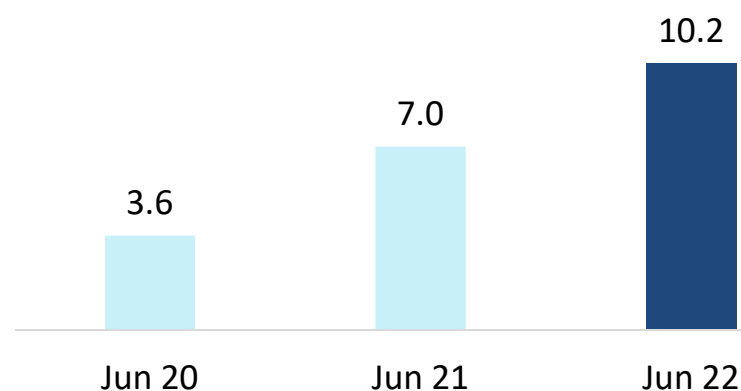
Unique active mutual fund distributors (EoP) (#)



SIP Book (\$ Mn)



Active Folios (# in Lakhs)



Alternative Asset Mgt: Business performance snapshot



Key Metrics for the quarter



Equity (\$ Mn)

30



AUM (\$ Mn)

4,592



Fee Paying AUM
(\$ Mn)

2.534



Deployments
(\$ Mn)

146



Realisation
(\$ Mn)

200

Business Update

- AUM grew 21% YoY and FPAUM grew 76% YoY
- Raised AUM of \$633 Mn in the quarter
- IYP II onshore fund has received **CRISIL Fund Management Grading – I**, which corresponds to ‘**very strong**’ standards in investment processes and management practices
- PAT for the quarter grew 47% QoQ and 1.63x YoY aided by onset of operating leverage and increasing fee paying AUM
- Continue to maintain dominant position in India Alternatives

Alternative Asset Mgt: Financial performance snapshot



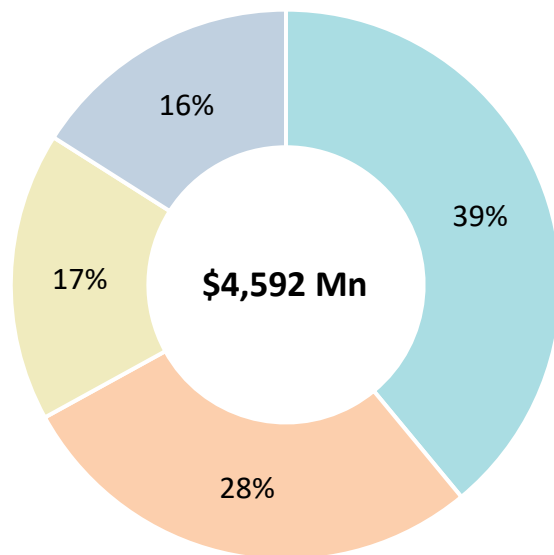
\$ Mn

| | Jun 22 | Jun 21 |
|------------------|--------|--------|
| AUM | 4,592 | 3,800 |
| Fee Paying AUM | 2,534 | 1,751 |
| Equity | 30 | 20 |
| Net Revenue | 8 | 7 |
| Opex | 5 | 6 |
| Profit After Tax | 3 | 1 |

Alternative assets overview

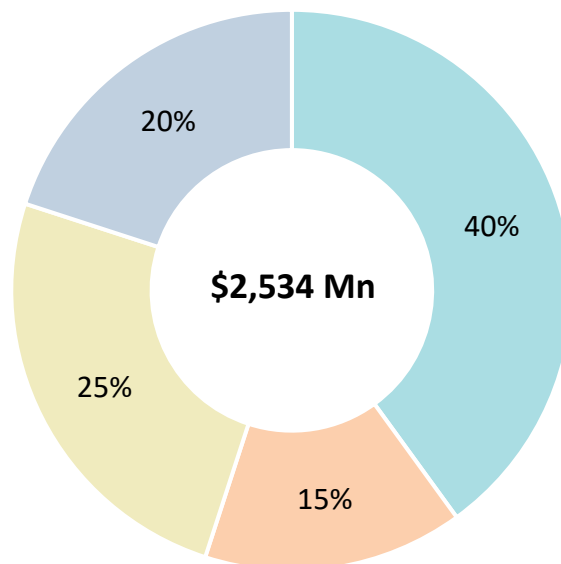


AUM – Strategy wise



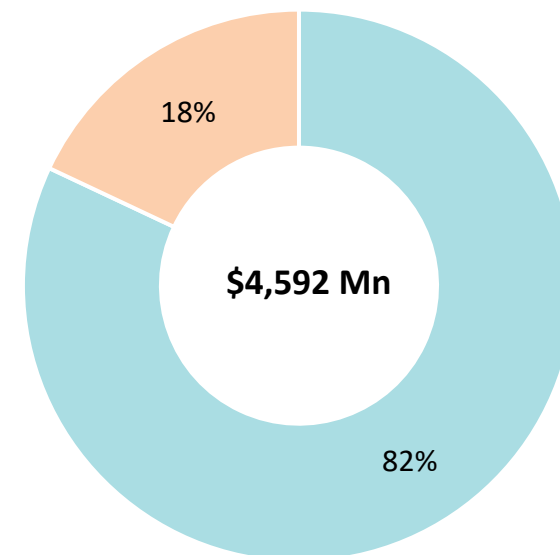
- Sepcial Situations
- Structured Credit
- Real Estate Credit
- Infrastructure Yield

Fee Paying AUM – Strategy wise



- Sepcial Situations
- Structured Credit
- Real Estate Credit
- Infrastructure Yield

AUM – Tenure wise



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

AuM growth of ~18x over the past 7 years



Business Performance


Asset Reconstruction

Asset Reconstruction: Business performance snapshot


Key Metrics for the quarter

 **Equity (\$ Mn)** 322

 **AUM (\$ Mn)** 4,928

 **Capital employed (\$ Mn)** 654

 **Recoveries (\$ Mn)** 222

 **Net D/E** 1.1x

 **Capital Adequacy** 42.6%

Business Update

- Robust recoveries of \$222 Mn of which 18% was from retail portfolio
- Deployed \$60 Mn in the quarter
- Retail assets nearly doubled YoY their share in capital employed at ~13% as on Jun 22
- Well matched ALM across all durations

Asset Reconstruction: Financial performance snapshot



\$ Mn

| | Jun 22 | Jun 21 |
|-------------------------|------------|------------|
| AUM | 4,928 | 5,358 |
| Capital Employed | 654 | 675 |
| <i>Wholesale assets</i> | <i>570</i> | <i>631</i> |
| <i>Retail assets</i> | <i>84</i> | <i>44</i> |
| Equity | 322 | 288 |
| Gross Revenue | 29 | 26 |
| Opex | 3 | 2 |
| Profit After Tax | 8 | 6 |
| Edelweiss' share in PAT | 5 | 4 |



Business Performance

Insurance

Insurance businesses at a glance



Quarter ended Jun 22

Gross Premium

\$45 Mn

Policies Issued







90,110

Customer Reach

~38 lakhs

Life Insurance: Business performance snapshot

Key Metrics for the quarter

| | | |
|---|-------------------------------|--------|
|  | Equity (\$ Mn) | 56 |
|  | Individual APE (\$ Mn) | 9 |
|  | #Policies Issued | 11,530 |
|  | AUM (\$ Mn) | 689 |
|  | Solvency Ratio | 200% |
|  | 13m Persistency * | 72% |

Business Update

- Individual APE grew at a 5-year CAGR of 23% against industry growth at 10%
- Gross premium growth of 12% YoY to \$30 Mn
- Launched a new product “Guaranteed Savings Star” the quarter
- Dominant share of Traditional Par and Non-Par at ~82%
- Number of advisors grew 12% YoY to ~65,100
- Ranked 51 in "India's Best Companies to Work For 2022" by the Great Place to Work Institute

* 13th Month Persistency is on premium basis for Individual (Regular Premium+ Limited Payment Premium). Persistency figures corresponds to policies issued in Jun 2020 to May 2021

Life Insurance: Financial performance snapshot



\$ Mn

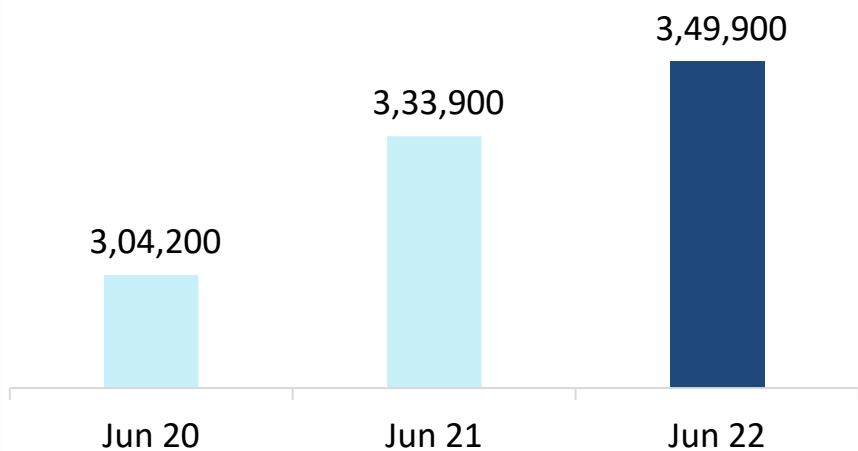
| | Jun 22 | Jun 21 |
|--|------------|------------|
| Net Premium Income | 29 | 26 |
| Investment Income & Other Income | (13) | 19 |
| Total Income | 16 | 45 |
| Policy benefits & insurance policy liability | 5 | 34 |
| Other expenses | 18 | 15 |
| Profit After Tax | (7) | (4) |
| Edelweiss' share in PAT * | (5) | (2) |

* Edelweiss stake in Edelweiss Tokio Life Insurance at ~66% in Jun 22 against ~51% in Jun 21

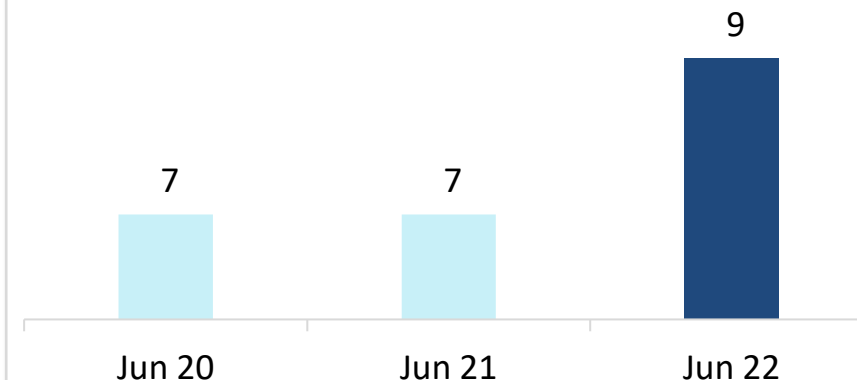
Life insurance business continues to scale up



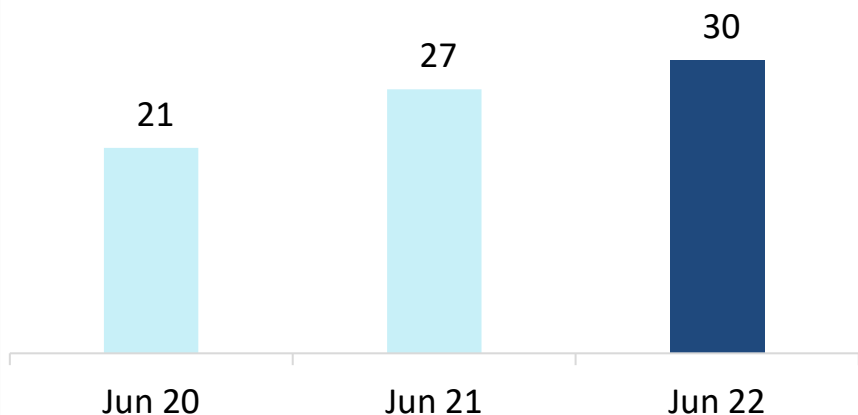
Customer Count (#)



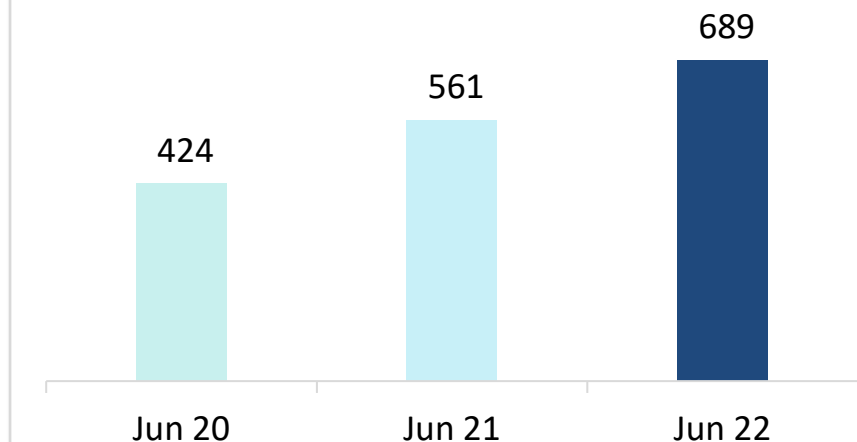
Individual APE for the quarter (\$ Mn)



Gross Premium for the quarter (\$ Mn)



AUM (\$ Mn)



General Insurance: Business performance snapshot



Key Metrics for the quarter



Equity (\$ Mn)

17



GWP (\$ Mn)

15



#Policies Issued

78,500



Solvency Ratio

171%

Business Update

- Strong GDPI growth of 82% YoY against industry growth of 23%
- Consistent growth in our choice of business segments; Health (retail) and Motor grew by 126% and 95% YoY against industry growth of 14% and 27% respectively
- Continuing our API first journey, one of the first Industry integrations for group health policy issuance and endorsements with digital partners to target SME customers
- Launched **Switch 2.0**; Industry first, telematics driven 'usage-based' product
- 77% YoY growth in policies issued

General Insurance: Financial performance snapshot



\$ Mn

| | Jun 22 | Jun 21 |
|--|------------|------------|
| Net Premium Income | 9 | 6 |
| Investment Income & Other Income | 1 | 2 |
| Total Income | 10 | 8 |
| Policy benefits & insurance policy liability | 8 | 7 |
| Other expenses | 7 | 5 |
| Profit After Tax | (5) | (3) |



Business Performance

Wealth



Edelweiss
Ideas create, values protect

Wealth Management: Business performance snapshot

Key Metrics for the quarter



AUA (\$ Mn)

24,854



**LAS loan book
(\$ Mn)**

367



**Net New Money
(\$ Mn)**

583



#UHNI Clients

2,770



#Affluent Clients

9,24,800

Business Update

- AuA grew 17% YoY with net new money of ~\$583 Mn for the quarter
- Strong 106% YoY growth in distribution income; revenue growth of 21% YoY
- LAS book grew 58% YoY to ~\$367 Mn as on Jun 22
- ~82,000 Affluent clients added during the quarter; YoY growth of 3.4x

Wealth Management: Financial performance snapshot



\$ Mn

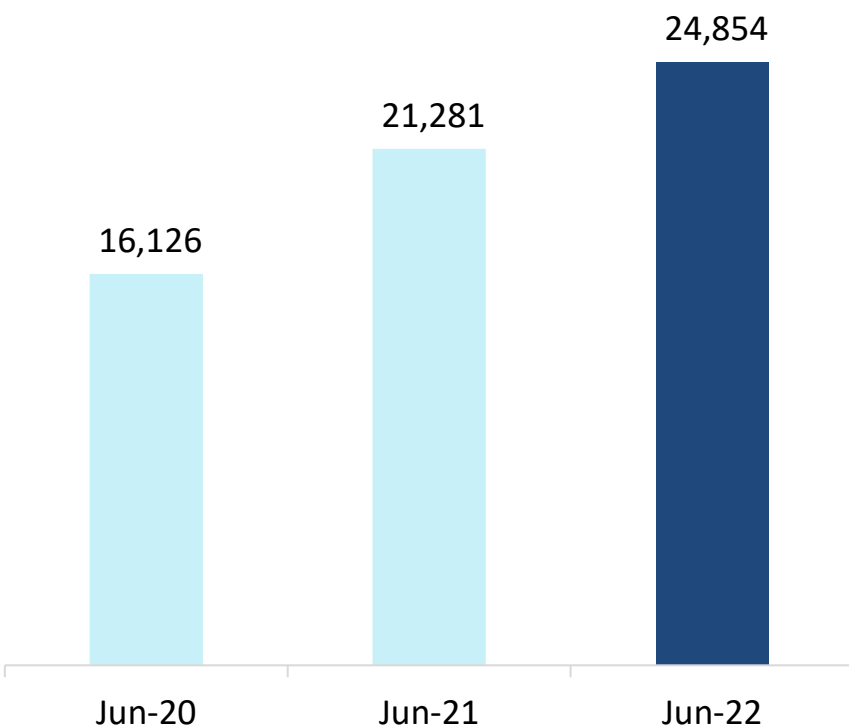
| | Jun 22 | Jun 21 |
|---------------------------|--------|--------|
| AUA | 24,854 | 19,635 |
| Equity | 250 | 198 |
| Gross Revenue | 54 | 43 |
| Net Revenue | 44 | 37 |
| Opex | 35 | 27 |
| Profit After Tax | 6 | 7 |
| Edelweiss' share in PAT * | 3 | 3 |

* Edelweiss stake in Edelweiss Wealth Management at ~44% in Jun 22 against ~38.5% in Jun 21

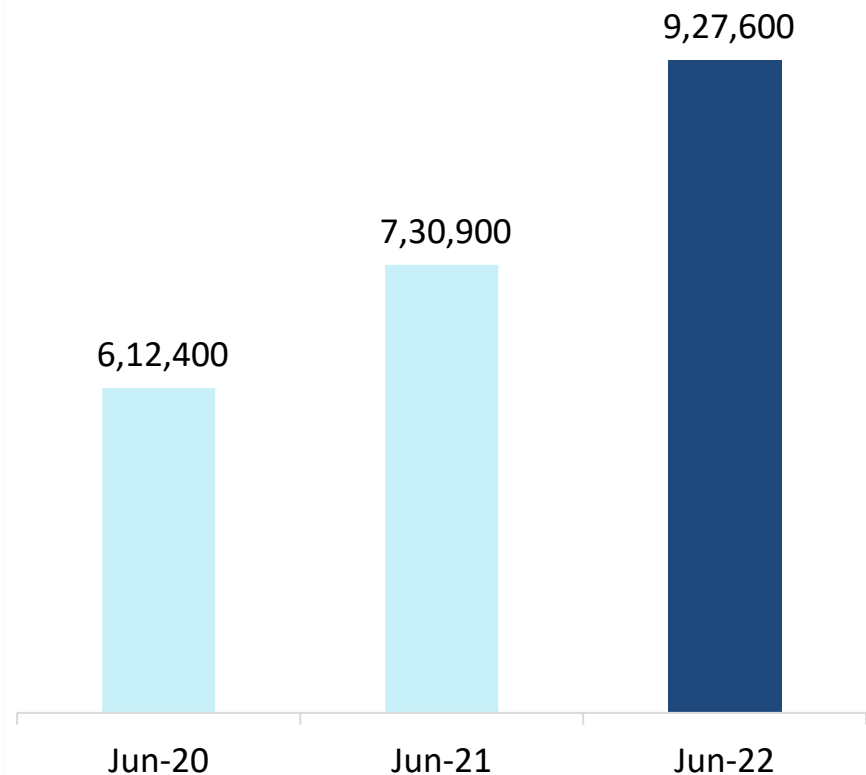
Wealth assets continue to maintain robust growth



Wealth Management AUA (\$ Mn)



Customer Count (#)





Governance & Corporate Responsibility



Edelweiss
Ideas create, values protect

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

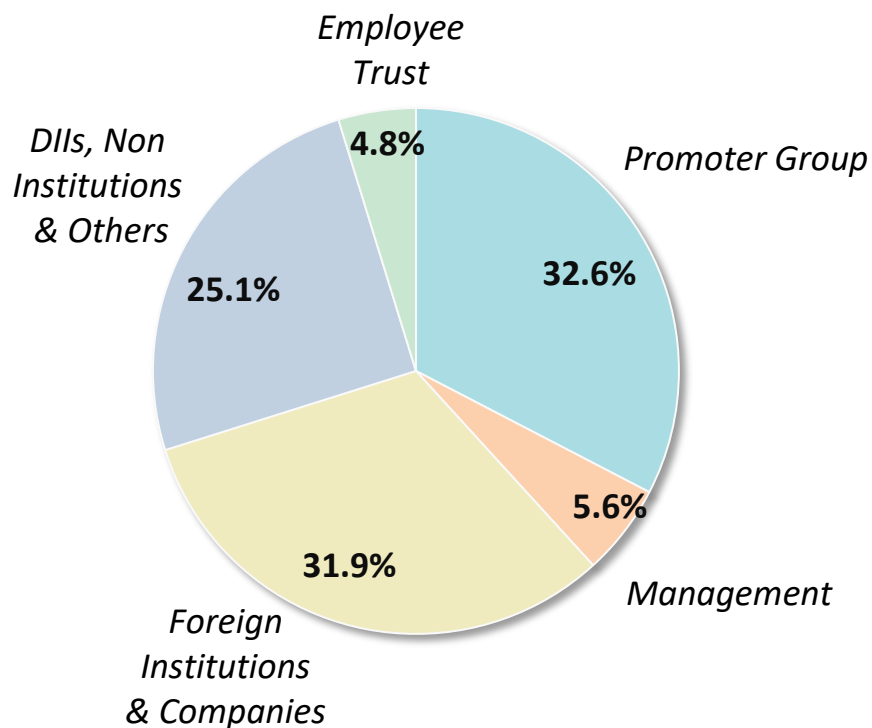
Independent Director

- 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 Jun 30, 2022



| Key Shareholders above 1% | | Percent |
|---------------------------|--------------------------------------|---------|
| 1 | Pabrai Investment Funds | 7.9% |
| 2 | BIH SA | 5.1% |
| 3 | Baron Asset Management | 4.3% |
| 4 | TIAA CREF funds | 4.3% |
| 5 | LIC | 2.6% |
| 6 | Vanguard Group | 2.2% |
| 7 | Flowering Tree Investment Management | 1.7% |
| 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 **~\$63 Mn** 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



92 Districts
across **12** States



\$5.1 Mn

Committed
(inclusive of \$4.1 Mn
Edelweiss CSR contribution)



30

NGO Partners



21

Co-funded Grants



32

Active Grants

Quality Education

20 lakh children impacted

30,000 schools reached

72,200 teachers trained

\$0.5 Mn committed in Q1

8 NGOs supported

Sustainable Livelihoods

50,000 Individuals trained

1,000 watershed structures
repaired/built

\$0.5 Mn committed in Q1

11 NGOs supported

Women Empowerment

2 lakh women supported

7,000 grassroots leaders

\$1.5 Mn committed in Q1

12 NGOs supported

- **GROW Fund:** *\$12.7 Mn fund for sustainability and financial resilience of grassroots NGOs.*
 - Trainings for capacity building orientation, reporting structures and budget allocation completed for all organisations
- **UdyamStree campaign:** *Enabling micro entrepreneurship for women entrepreneurs*
 - Published a co-authored article on "*Why entrepreneurship is important for women to make themselves visible in developing countries*" in Firstpost as part of the Udyamstree campaign
- **Employee engagement**
 - 124 employees participated in 12 volunteering drives
 - 914 employees participated in 8 donation drives

Trusted partner: EdelGive funding partners & networks



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



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Currency conversion: Conversion rate of 1 USD equal to 78.94 INR has been used. Values in the INR version of the Investor Presentation have been converted to dollar for convenience. Due to rounding off, numbers presented in this presentation may not add up to the totals provided and/or correlate with the growth and contribution percentages provided. Data provided in the INR version of the Investor Presentation shall prevail in case of disparity



| | |
|-----------------------------------|--|
| Slide 4: | Net worth includes MI, investment in CCD by CDPQ of \$110 Mn and excludes EWM, Ex-Insurance PAT is post MI |
| Slide 4: | NBFC considers potential stake dilution from convertible instruments in NBFC |
| Slide 4,15,17,19: | Available Liquidity is calculated as on balance sheet date and includes high quality liquid assets and LAS book. Numbers are based on management estimates; It includes EWM liquidity |
| Slide 4,14: | Customer Assets includes EWM AuA |
| Slide 5,30,31,32: | NBFC equity includes investment in CCD by CDPQ of \$110 Mn |
| Slide 5,7,8,9,25,40,41,42: | EAAA numbers represent consolidated numbers of Edelweiss Alternative Asset Advisors Ltd, EAAA LLC, Edelweiss Alternative Asset Advisors Pte. Ltd, Sekura India Management Ltd and Edelweiss Real Assets Managers Ltd |
| Slide 5,8,54,55,56: | 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, PATs for businesses are pre-MI |
| Slide 7,8,49, 55: | Jun 21 numbers have been commensurately adjusted to reflect changes in shareholding in WM and LI |
| Slide 11,18,30: | Numbers are for ECLF, ERFL and EHFL entities |
| Slide 9,11,18,32,34: | AUM, Loan Book, GNPA and NNPA for Jun 21 have been restated to include group loans for an effective like to like comparison |
| Slide 10,51: | Source for industry data - GI Council segment wise report |
| Slide 14,47: | Customer reach includes individuals covered under Group Insurance policies for LI and customer serviced since inception for GI |
| Slide 15,16: | Net D/E is calculated as (Net Debt + LAS book + Available Bank Lines) / Equity. Jun 21 and Jun 20 numbers have been restated an effective like to like comparison. |
| Slide 15,16,17: | Debt includes accrued interest, liabilities on market linked debentures and excludes CBLO, CDPQ CCD and securitisation liabilities |
| Slide 17: | Net Debt is Debt (less) Available Liquidity |
| Slide 20: | Numbers are based on management estimates and 3 years+ liabilities exclude Equity; Assets and Liabilities do not include insurance business. |
| Slide 21,31: | NBFC capital adequacy is calculated by combining Tier I & II capital and RWA of ECLF and ERFL entities |
| Slide 25,37,38,39,40,41,42,44,45: | AUM, net new money, clients, retail folios, MF Equity AUM, capital employed & recoveries are rounded off to nearest 100 |
| Slide 27: | ECLF Loan Assets includes gross loan book and SR Investments |
| Slide 30,31,33: | Credit assets includes loan book, securitized assets and SR investments |
| Slide 32,34: | AUM includes loan book and securitized assets |
| Slide 47,50,51: | AUM, clients, Policies issued rounder off to nearest 100, customer reach rounded off to nearest lakh |
| Slide 48,49: | 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 |