

EW/Sec/2019/317

November 12, 2019

**National Stock Exchange of India Limited**  
Exchange Plaza,  
Bandra Kurla Complex,  
Bandra (E),  
Mumbai – 400 051.

Dear Sir/Madam,

**Ref.:- Symbol - EDELWEISS**

**Sub: Press Release**

Enclosed are the press releases titled -

- (i) 'Edelweiss Group partners with Sanaka Capital'; and
  - (ii) 'Edelweiss Group partners with Meritz'.
- for your information and record

Thanking you,

Yours faithfully,  
**For Edelweiss Financial Services Limited**

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

Encl: a/a

## **Sanaka Capital and others to invest upto US\$ 75 million (~INR 525 crores) into Edelweiss Group**

**Mumbai, November 12, 2019:** India's leading diversified Financial Services conglomerate, Edelweiss Group, today announced that growth-focused private equity platform, Sanaka Capital along with co-investors will be investing up to US\$ 75 million (~INR 525 crores) into Edelweiss Global Investment Advisors (EGIA), the Group's Investment Advisory business. Founded by Mr. Shankar Narayanan, formerly the Managing Director and Co-Head of the Asia Growth Capital team of Carlyle, Sanaka Growth SPV I Ltd (part of Sanaka Capital) has committed to invest approximately US\$ 44 million (~INR 308 crores) in EGIA, while talks are on for a further investment of approximately US\$ 31 million (~INR 217 crores) in the business. The proposed investment in the business is subject to regulatory approvals.

The partnerships are in line with the overall strategic growth plan initiated in 2017 by Edelweiss Group, to separate its three businesses - Credit, Investment Advisory and Insurance - into distinct entities, based on synergistic business needs, aligned consumer segments and complementary platforms. Each business group will have its own set of investors, a ring-fenced capital base, and an independent Board. The Credit and Life Insurance businesses have already established long term partnerships, with a strategic investment of US\$ 250 million (~INR 1800 crores) by Caisse de depot et placement du Quebec (CDPQ) in the former and Tokio Marine's 49% holding in the latter. The proposed investments by Sanaka Capital follows that of US based Kora Management and furthers the third and final process for the Investment Advisory business.

The businesses housed under EGIA include Wealth & Capital Markets, Asset Management and Asset Reconstruction. With ~\$30 billion (~INR 2,04,000 crores) in customer assets, the Investment Advisory businesses enjoy market dominance in each of its segments. It is among the top three wealth management companies, with assets under advice of \$ 15.4 billion (~INR 1,07,800 crores) and is a market leader in Private Debt, Asset Reconstruction and Capital Markets.

Speaking on the development, **Mr. Rashesh Shah, Chairman and CEO of Edelweiss Group, said** "We are pleased to partner with Shankar Narayanan of Sanaka. He led and was involved in Carlyle's investments in the Edelweiss Group for several years. We are delighted that his confidence has now been reaffirmed through Sanaka. Financial Services in India have gained critical traction in recent years, thanks to a young workforce that is financially and digitally savvier, and a reformative government that wants to make household savings more productive and remunerative. We look forward to working with the Sanaka team, to capitalise on emerging opportunities and take our investment advisory business to the next level."

**The Sanaka Group's founder, Mr. Shankar Narayanan said:** "We are delighted to partner with the Edelweiss Group in the next phase of growth of the EGIA businesses. We are extremely impressed with the drive, hunger, resourcefulness, enterprise and unimpeachable integrity of the Promoters & the professional leadership team at EGIA and are confident that they are well equipped to build world class businesses, even in challenging business environments. We believe that EGIA with its focus on innovation and efficient execution would be a key beneficiary of the paradigm change in India, as savings shift towards financial products. We are confident that EGIA will capture growth opportunities through product expansion and entry into new geographies and embark on a new growth trajectory."

**Nitin Jain, CEO, Edelweiss Global Investment Advisors** said “We are excited to partner with Sanaka. The rich experience of the team and deep understanding of Indian and global institutional investors and investee companies is assuring. The investment advisory business has been a growth engine of the Group and we are confident that Sanaka’s strategic inputs will add great value to our advisory business, support our expansion plans and investment in technology to deliver superior customer experience.”

Recently, Edelweiss has announced a partnership with South Korea based Meritz Financial Group, for the completion financing platform. It has also joined hands with large global institutional investors like CDPQ, one of North America’s largest pension funds for the credit business, Allianz Investment Management, part of Allianz Group for the Private Debt platform and AJ Gallagher for the insurance advisory business.

#### **About Edelweiss Financial Services Ltd**

The Edelweiss Group is one of India's leading diversified financial services companies, providing a broad range of financial products and services to a substantial and diversified client base, that includes corporations, institutions and individuals. Edelweiss' products and services span multiple asset classes and consumer segments, across domestic and global geographies. Its businesses are broadly divided into Credit Business (Retail Credit comprises of Retail Mortgages, SME and Business Loans; Corporate Credit), Advisory Business (Wealth Management & Capital Markets, Asset Management, Asset Reconstruction) and Insurance (Life and General Insurance). Edelweiss Group has a pan India presence with a global footprint extending across geographies, with offices in New York, Mauritius, Dubai, Singapore, Hong Kong and UK.

#### **About Sanaka Capital**

Sanaka Capital is a growth-focused private equity fund founded by Mr. Shankar Narayanan, an industry veteran with over 25 years of experience of private equity investment in India and other Asian Countries. Sanaka targets to achieve long-term capital appreciation from equity and equity-linked investments, primarily in high-quality, growth-oriented, mid-market companies that are incorporated or have a material portion of their operations in India and are led by entrepreneurs of rare drive, hunger, passion and integrity. Sanaka and its team of leaders have varied and deep experience and their network of relationships can act as a catalyst in propelling their growth, to become the leaders of tomorrow.

**Edelweiss Social media handle:**  @EdelweissFin |  [Linkedin.com/company/edelweissfin](https://www.linkedin.com/company/edelweissfin)



[edelweissfinancialservicesltd](https://www.facebook.com/edelweissfinancialservicesltd) - #Edelweiss #Sanakacapital #Partnership

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## **Edelweiss Group launches a completion financing platform for housing projects**

### **Partners with Meritz, South Korean Financial Group for first fund targeted at \$ 425 million**

**November 12, 2019:** The Edelweiss Group today announced a partnership between Edelweiss Alternative Asset Advisors (EAAA) and leading South Korean Financial Services conglomerate Meritz Financial Group, to launch the first fund of the financing platform, set up by Edelweiss. The platform will house funds that will buyout existing residential real estate loans and provide requisite completion financing to good quality, commercially viable projects. The funds within the platform will be managed by Edelweiss's Alternative Asset Management business.

The first fund of this platform is targeted to be of \$ 425 million. The platform is targeting to raise \$ 1 billion, primarily from similar International Institutional investors, over the next 12 months.

Listed in the Forbes top Global 2000, 2019 list, the Seoul headquartered conglomerate, Meritz Financial Group, has been a pioneer in real estate investing in Korea. It is renowned for its understanding and proven expertise in real estate investment, both in Korea and globally. This particular transaction marks their first investment in the Indian residential real estate sector.

EAAA, India's largest alternative asset management platform at \$3.6 billion, is a specialist in providing high quality credit/yield based investment opportunities and strategies to international institutional investors as well as domestic investors and UHNI families. India is increasingly being seen as an attractive market for credit, especially in areas of Performing Credit, Distressed Credit and Real Estate credit.

This fund will combine the expertise of international investors like Meritz with the robust Edelweiss real estate practice, that has a strong credit investment track record, as well as proven on ground monitoring, project management & completion capabilities. Edelweiss has successfully turned around several projects across major metros, ensuring project completion.

One of the key objectives of the platform is to identify and invest in commercially viable, good quality projects and help them with financing and project management skills necessary for successful completion and delivery of homes. This will unlock value for both home buyers and lenders and is expected to create a virtuous cycle in the real estate sector, which is the second largest employer in India. The resultant boost to real estate dependent industries like steel, cement, iron as well as allied ancillaries, including small scale industries is expected.

The partnership between Meritz and EAAA, is aligned with the government's intent to support the residential real estate sector in India, with the recently announced INR 25,000 crore allocation to Alternative Investment Funds for last mile financing for middle income and affordable housing projects. Newly released data from property consultants JLL indicates a 59% increase in residential housing sales in the last 9 months of 2019, over that of 2017, pointing to an uptick in housing demand, a trend that is expected to continue with benign interest rates.

While Mumbai saw sales increase by 23% in the first three quarters of 2019, over the same period in 2016, Pune and Hyderabad witnessed an 8.3% and 74% jump in sales, respectively.

**Edelweiss Group, Chairman & CEO Mr Rashesh Shah said,** “We are confident that this platform will expedite the delivery of finished homes to the Indian market, by channelling patient capital to sound projects. A thriving real estate sector is important for the economic well-being of India, especially for the jobs it can directly generate, and for the many small businesses that thrive alongside it. We are excited that in a small way, Edelweiss will be able to aid in its revival, by helping good projects get timely access to global expertise and financing.”

**Meritz Securities Managing Director, Mr Alex Choi stated,** “We are enthusiastic about our partnership with Edelweiss, because of their strong governance track record, proven expertise in real estate financing, backed by strong operating and project management capabilities.”

For Edelweiss, this partnership with Meritz is the first with an Asian Institutional investor. In recent months, apart from attracting marquee investors in its private credit funds, Edelweiss has also partnered with large global institutional investors like CDPQ, one of Canada’s largest pension funds in its credit business, US based Kora management in its Investment Advisory business, and Arthur J Gallagher in its Insurance Advisory business.

#### About Edelweiss Group

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#### About Meritz Group

Meritz Financial Group is a South Korea-based asset management company. The group is ranked amongst the top 1400 companies in the Global Forbes List and has presence across Securities, Fire & Marine Insurance and the Asset Management industry within financial services. Through its subsidiaries such as Meritz Fire & Marine Insurance CO, it is engaged in the property and casualty insurance business. Its other subsidiaries are engaged in the securities brokerage business and finance investment business, provision of integrated computer system services and credit finance services.

**Edelweiss Social media handle:**  @EdelweissFin |  [Linkedin.com/company/edelweissfin](https://www.linkedin.com/company/edelweissfin)



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