Edelweiss
Ideas create, values protect

EW/Sec/2019/342

November 28, 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 is the press release titled 'Edelweiss Housing, Bank of Baroda partner for Co-Lending on Home Loans', for your information and record.

Thanking you,

Yours faithfully,
For Edelweiss Financial Services Limited

B. Renganathan
Executive Vice President & Company Secretary

Encl: a/a

Edelweiss Housing, Bank of Baroda partner for Co-Lending on Home Loans

- ✓ Early mover in the housing finance space to sign Co-Lending agreement with a Bank
- ✓ Housing loans to specially target self-employed & salaried customers

Mumbai, November 28, 2019: Edelweiss Housing Finance Limited (EHFL), a subsidiary of Edelweiss Financial Services Limited, announced a strategic agreement with Bank of Baroda India's third largest public sector bank, for co-lending of home loans to self-employed entrepreneurs and salaried customers. Edelweiss Housing Finance Limited is one of the early movers to enter into a Co-Lending arrangement with a Bank in the housing finance space.

This partnership involves sharing of risks and rewards between EHFL and Bank of Baroda and aims to create a conducive lending environment for home-loan seekers. For Edelweiss, co-lending represents an alternate model of disbursals that is asset light and creates a sound revenue model for sustainable business. For self-employed and salaried customers, co-lending provides two key benefits: Simplicity of dealing with a single entity – for their financing, and convenient access to a blended cost-effective rate of interest.

Mr. Vikramaditya Singh Khichi, Executive Director at Bank of Baroda said , "In line with the objective to increase our reach to maximum number of prospective borrowers, we are happy to partner with Edelweiss Housing Finance to further scale our market share in the Home loan segment, as well as support entrepreneurs and salaried persons."

Speaking on the development, Rajat Avasthi, CEO, EHFL, said, "We are excited to work with an esteemed national bank like Bank of Baroda and are looking forward to fulfilling the increasing demand for home loans and helping people meet their aspirations of owning a home. Easy availability of home loans will lead to higher demand in the real estate sector, which is a key driver of economic growth because of the jobs it creates and the industries and small-scale businesses it sustains.''

Co-Lending is an evolutionary business model of partnership that combines Bank of Baroda's expertise in liabilities with Edelweiss' strong origination expertise and reach. This partnership will expedite the delivery of credit to Indian homebuyers, by channelizing much needed liquidity to those who need it the most.

About Edelweiss Housing Finance Limited

Edelweiss Housing Finance Ltd. (EFHL), a part of the Edelweiss Group has been providing Housing Finance to customers since 2010. EHFL focuses on offering the right financial solutions for customers' housing finance needs. EHFL's product suite includes Home Loans, Loan against Property and Lease Rental Discounting, amongst others. EHFL has a customer base of ~18000 present across ~ 240 locations and ~850 Employees. EHFL also offers loans in the affordable housing segment, with over 35% of home loan customers being 'New to Credit'.

About Edelweiss

Edelweiss Group is one of India's prominent financial services organization having businesses organized around three broad lines – credit including retail finance; franchise & advisory businesses including wealth management, asset management and capital markets and insurance business. The product/ services portfolio of the Edelweiss Group caters to the diverse investment and strategic requirements of corporate, institutional, high net worth individuals and retail clients. 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. Edelweiss Financial Services Limited ("EFSL") is listed on BSE and NSE. EFSL through its subsidiaries, offers to its customers a diversified financial services platform that provides various secured corporate loan products, retail loan products and services, SME financing,

agri value chain services including agri credit, wealth advisory services, asset management, insurance, investment banking, institutional and retail broking.

Edelweiss Social media handles:

@EdelweissFin | edelweissfinancialservicesltd | Linkedin.com/company/edelweissfin

About Bank of Baroda

Bank of Baroda ("The Bank") established on July 20, 1908 is a State-owned banking and financial services organization, headquartered in Vadodara (earlier known as Baroda) in Gujarat, India.

Bank of Baroda is India's third largest bank with a strong domestic presence supported by self- service channels. The Bank's distribution network includes 9,500+ branches, 13,400+ ATMs and 1,200+ self-service e-lobbies. The Bank has a significant international presence with a network of 100 branches/offices of subsidiaries, spanning 21 countries. The Bank has wholly owned subsidiaries including BOB Financial Solutions Limited (erstwhile BOB Cards Ltd.), BOB Capital Markets and Baroda Asset Management India Ltd. Bank of Baroda also has joint ventures for life insurance viz. India First Life Insurance and India Infradebt Ltd., engaged in infrastructure financing. The Bank owns 98.57% in The Nainital Bank. The Bank has also sponsored three Regional Rural Banks namely Baroda Uttar Pradesh Gramin Bank, Baroda Rajasthan Gramin Bank and Baroda Gujarat Gramin Bank.

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Bank of Baroda
Chitra Suresh
Asst. General Manager – PR & Corporate Communications
Mob : 09820336540
Email: corp.pr@bankofbaroda.co.in

Edelweiss
Aruna Balkrishna Singh / Renuka Bhide
Vice President / Assistant Vice President
Group Corporate Communications
Mob : 09819654138 / 09819553192
Email: aruna.singh@edelweissfin.com / Renuka.bhide@edelweissfin.com