EW/Sec/2016/IR – 1

November 9, 2016

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

Dear Sirs,

Ref.:- Symbol – EDELWEISS

Sub: Investor Presentation

Please find enclosed the Investor presentation in respect of the Second Quarter of the Financial Year 2017.

Kindly take the same on record.

Thanking you,

For Edelweiss Financial Services Limited

B. Renganathan
Executive Vice President & Company Secretary

Edelweiss Financial Services Limited
Corporate Identity Number : L99999MH1995PLC094641
Registered Office : Edelweiss House, Off CST Road, Kalina, Mumbai 400098 ✆ +91 22 4009 4400 ℻ +91 224019 4890 www.edelweissfin.com

Where the mind is without fear,
And the head is held high.

Edelweiss Financial Services Limited

Q2FY17 Investor Presentation

Edelweiss
PROUD SPONSOR
2016 INDIAN OLYMPIC TEAM

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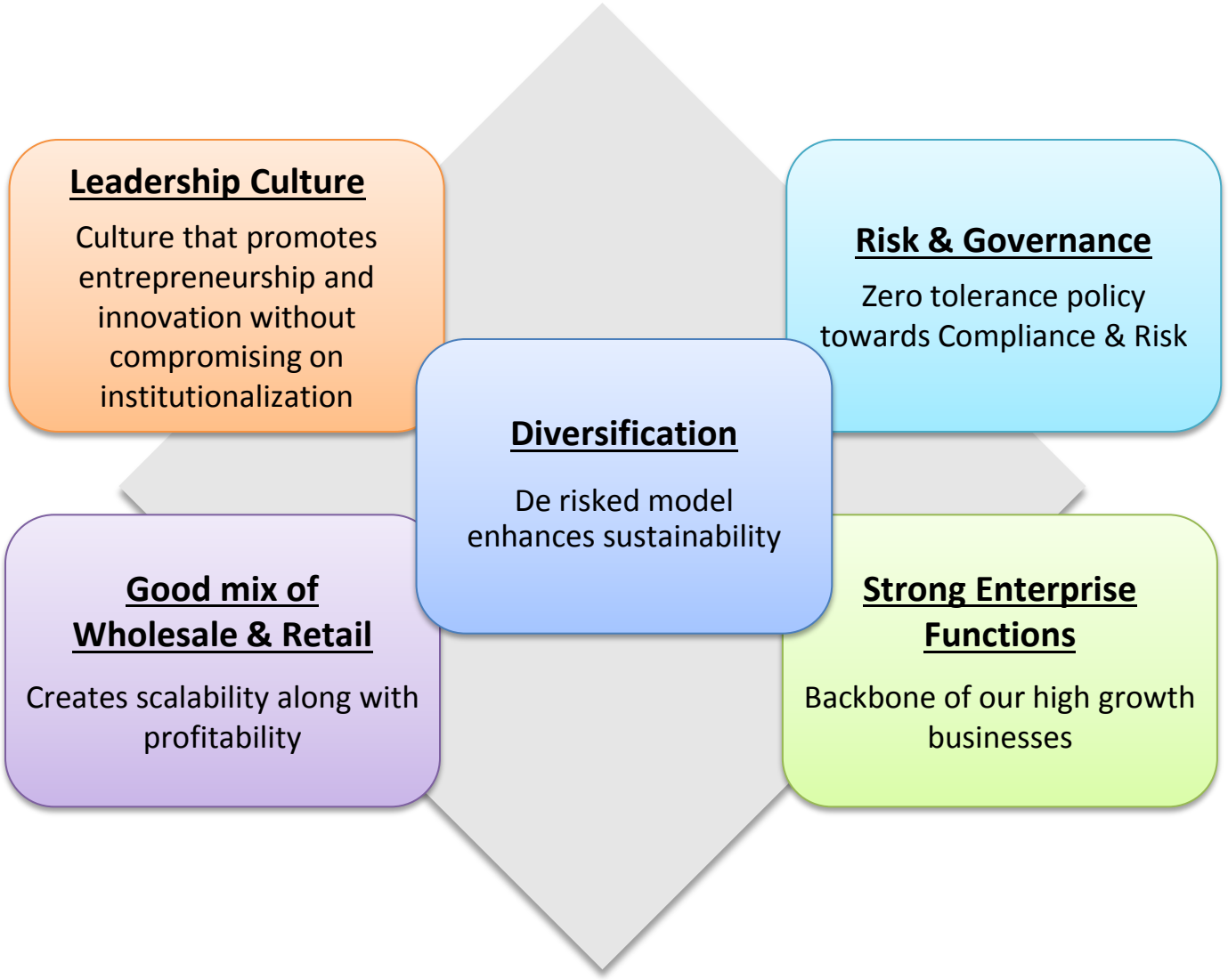
OVERVIEW & BUSINESS APPROACH

Edelweiss
PROUD SPONSOR
2016 INDIAN OLYMPIC TEAM

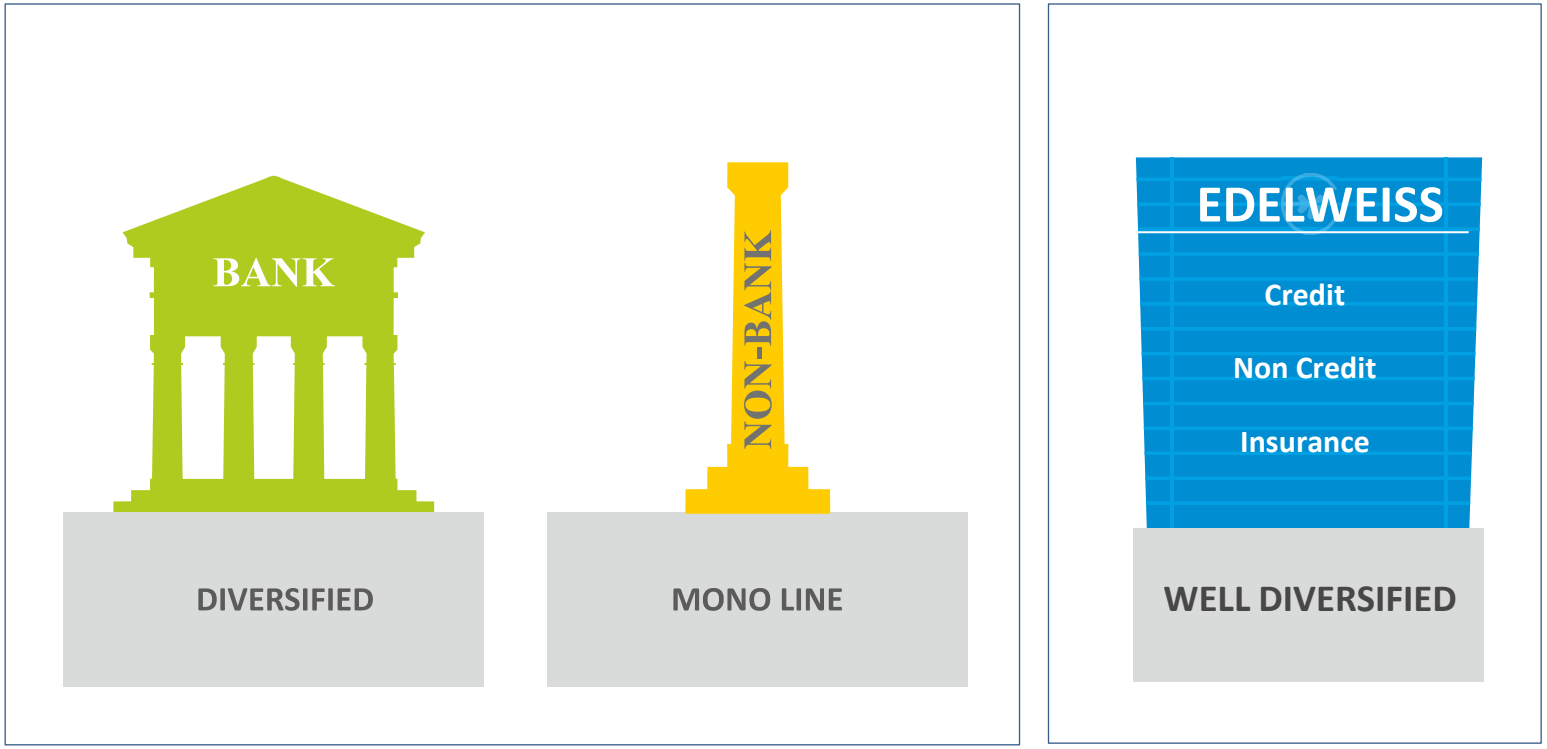
Our Vision

"To be a Respected Financial Services firm with a Portfolio of High Quality Growth Businesses"

Our Business Approach



Diversification Strategy Led to a Unique Business Model...



Unique Model that is "Scalable, Stable and Profitable"

One of the Leading Diversified Financial Services Firms

CREDIT BUSINESSES

Present across the spectrum of

Wholesale
- Structured Collateralized Credit
- Distressed Assets
- Wholesale Mortgage

Retail
- Retail Mortgage
- Agri & Rural Finance
- Loan Against Shares
- SME & Others

NON CREDIT BUSINESSES

Strong product franchise serving diverse client needs

- Wealth Management
- Asset Management
- Capital Markets
- Agri Services & Others
- Balance sheet Management Unit & Liquidity Management

INSURANCE

One of the fastest growing Life Insurance companies

One of the top 5 Diversified Financial Services Firms

	(INR Cr)
On Balance Sheet Assets	~ 35,800Cr
Assets under Management	~ 38,000 Cr
Assets under Advice	~44,200 Cr
# of clients	10,00,000+
# of employees	6,437
# of offices	238

Crossed Milestone of 10 Lakh Customers & INR 1,00,000 Cr Assets

As we stated in the FY16 investor presentation, over the next four years..

Our aim is to grow our diversified business model to achieve...

- Grow PAT consistently at 25%
- Consolidated RoE to 16-18%
- Ex Insurance RoE to 19-20%
- Ex Insurance RoA to 2.3-2.5%
- Ex Insurance Cost to Income ratio to 50%

- GNPA below 2%
- Capital Adequacy Ratio >16%
- Enhance long term credit rating to AAA

Q2FY17 PERFORMANCE HIGHLIGHTS

Edelweiss
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2016 INDIAN OLYMPIC TEAM

Key Financial Highlights – Q2 FY17

Consolidated PAT growth of 51%; Ex Insurance PAT growth of 38%

Ex Insurance PAT CAGR of 36% for last 4 years

Consolidated RoE improved to 15.2%; Ex Insurance RoE improved to 19.9%

Book Value/ Share: INR 48

Consolidated Q2 PAT Growth of 51% & Ex Insurance PAT Growth of 38%

(INR Cr)	Q2FY17	Q2FY16	YoY Growth	FY16	FY15
PAT Consolidated	144	96	51%	414	329
PAT Ex Insurance	166	120	38%	519	381

..... With 22% growth in Assets

Balance Sheet	35,822	29,445	22%	32,145	27,072

Non Linear growth in Profitability

Key Performance Parameters (Ex Insurance)

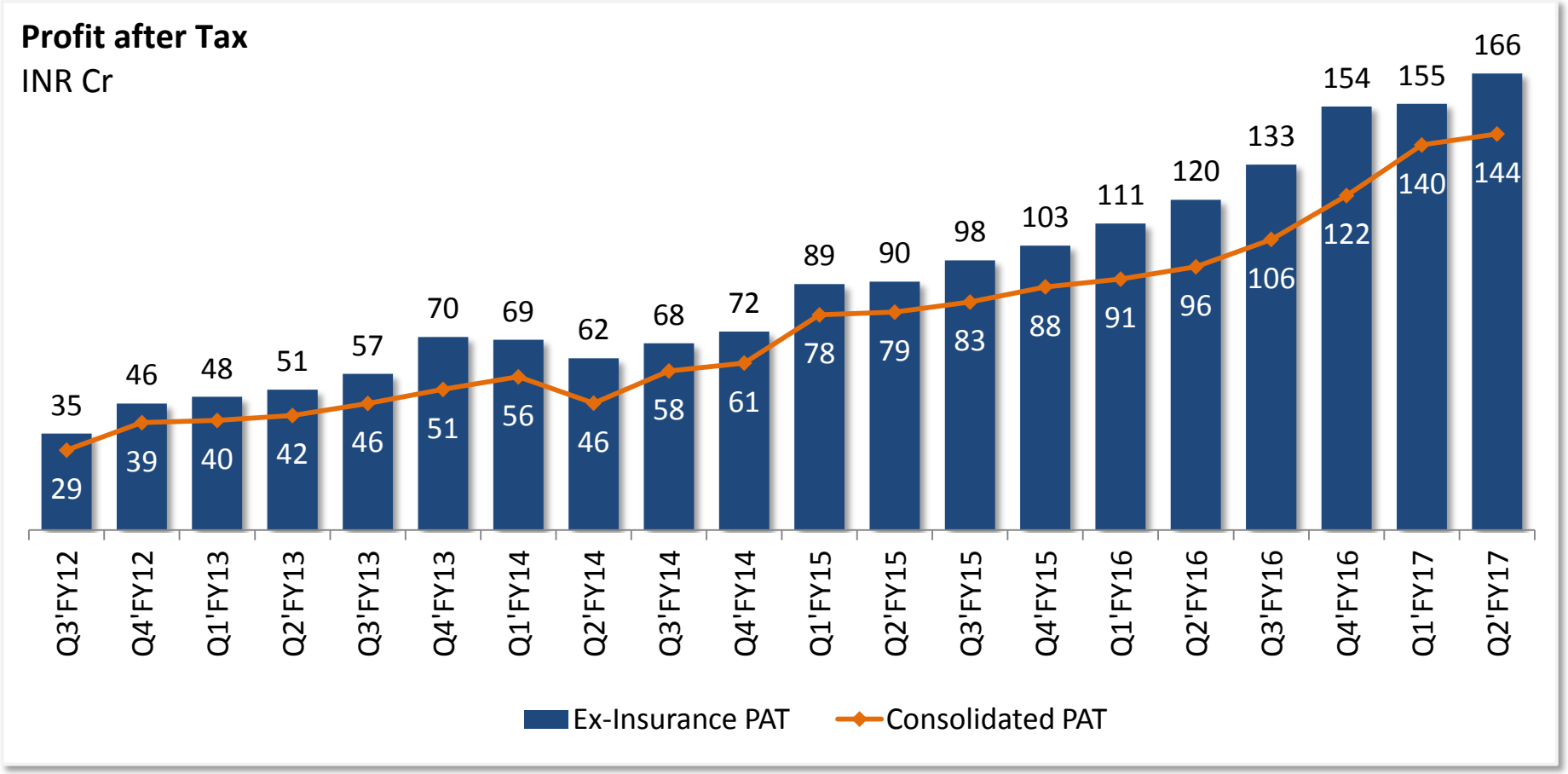
(INR Cr)	Q2FY17	Q1FY17	FY16	FY15	FY14
PAT	166	155	519	381	272
Net Revenue/ Average Assets	9.3%	8.6%	7.8%	8.5%	7.2%
RoE	19.9%	19.4%	18.6%	15.6%	12.2%
RoA	2.2%	2.0%	1.8%	1.9%	1.9%
Cost to Income Ratio	57%	57%	60%	60%	59%
Gross NPA	1.46%	1.4%	1.4%	1.3%	0.9%
Net NPA	0.47%	0.5%	0.5%	0.4%	0.2%

Key Performance Parameters

For Q2FY17	Edelweiss (Ex Insurance)	Private Banks	NBFC/ DFS	
PAT growth (YoY)	38%	23%	19%	
Credit Book Growth (YoY)	23%*	18%	19%	
Net Revenue/ Average Assets	9.3%	5.7%	10.1%	
RoA	2.2%	1.8%	2.2%	
RoE	19.9%	15.0%	15.6%	
Cost to Income Ratio	57%	45%	39%	
Gross NPA	1.46%	1.60%	2.71%	
Net NPA	0.47%	0.71%	0.93%	
Collateral Cover	2.2x	1 - 1.25X	1.5 – 2X	

*Credit Book excludes Distressed Assets; Competition numbers based on published results and management analysis (List included at the end)

PAT growth trajectory



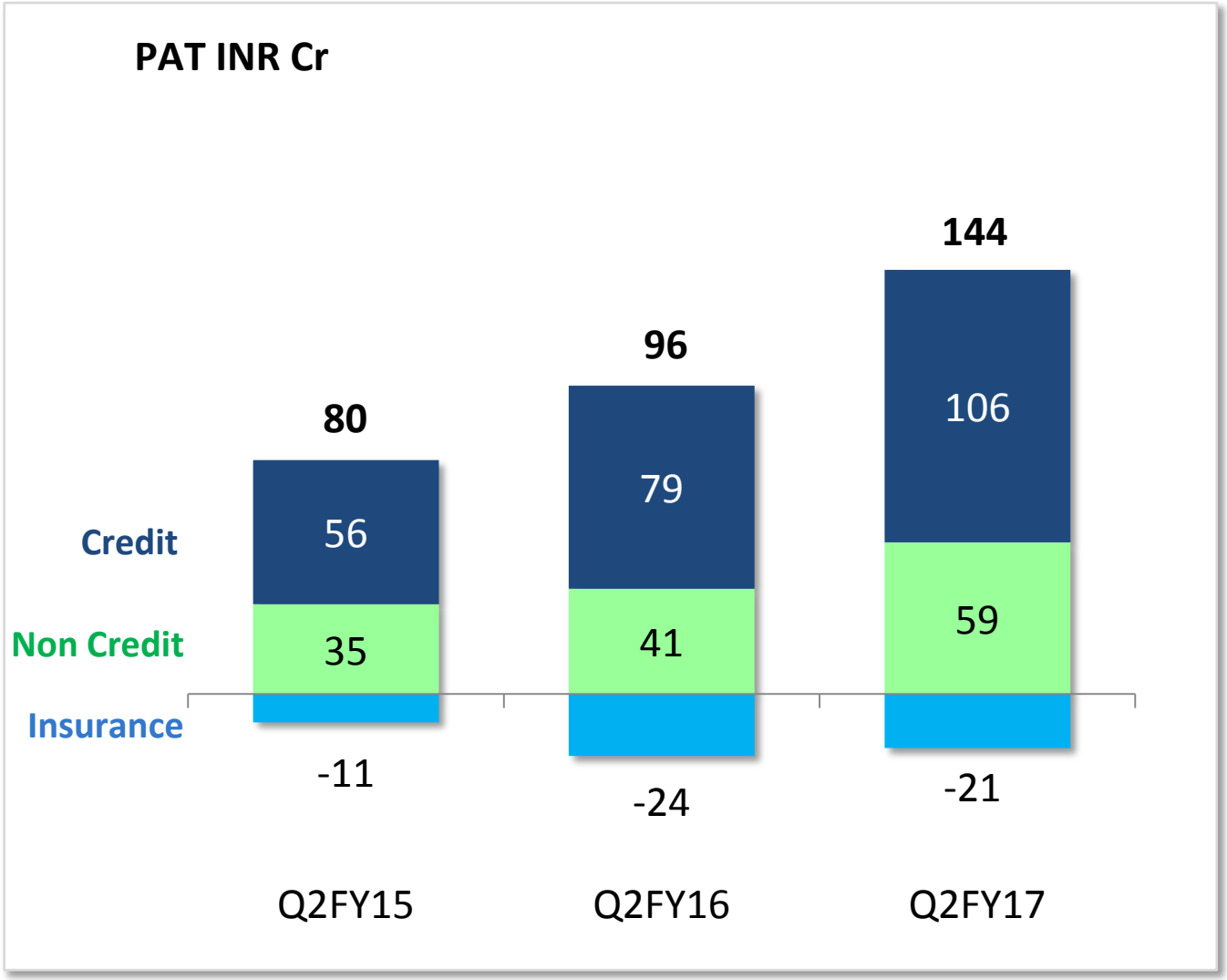
Ex Insurance PAT CAGR of 36% for last 4 years

Note: CAGR based on Trailing Twelve Month basis

RoA Attribution (Ex Insurance)

	Q2FY17	FY16	FY15
Net Interest Income	**5.8%**	**5.1%**	**5.5%**
Interest	12.4%	12.8%	12.0%
Treasury	2.0%	1.2%	2.2%
Interest Cost	-8.6%	-8.8%	-8.6%
Non-interest income	**3.5%**	**2.7%**	**2.9%**
Fee & commission	2.9%	2.4%	2.7%
Other income	0.6%	0.3%	0.2%
Expenses	**-5.9%**	**-5.2%**	**-5.7%**
Employee cost	-2.9%	-2.5%	-2.9%
Depreciation & amortization	-0.3%	-0.3%	-0.3%
Operating expenses	-2.0%	-1.7%	-1.8%
Provisions	-0.7%	-0.6%	-0.6%
PBT	**3.4%**	**2.6%**	**2.8%**
Tax	-1.2%	-0.8%	-1.0%
PAT	**2.2%**	**1.8%**	**1.9%**

Both credit and non-credit PAT witnessing steady growth



BUSINESS HIGHLIGHTS – H1 FY17

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Diversified Mix of Businesses

CREDIT

Present across :

Wholesale

- Structured Collateralized Credit
- Distressed Assets
- Wholesale Mortgage

Retail

- Retail Mortgage
- Agri & Rural Finance
- Loan Against Shares
- SME & Others

NON CREDIT

Strong product franchise serving diverse client needs:

- Wealth Management
- Asset Management
- Capital Markets
- Agri Services & Others
- Balance sheet Management Unit & Liquidity Management

INSURANCE

One of the fastest growing life insurance companies

Financial Snapshot

(INR Cr)	EoP Equity	Profit After Tax	RoE
Credit Business	2,903	203	18.0%
Non Credit	987	118	23.2%
Total (Ex Insurance)	**3,890**	**321**	**19.6%**
Insurance	873	-37	-
Consolidated	**4,763**	**284**	**15.1%**

Based on Management Estimates;
RoE is calculated on Average Equity

BUSINESS HIGHLIGHTS – CREDIT

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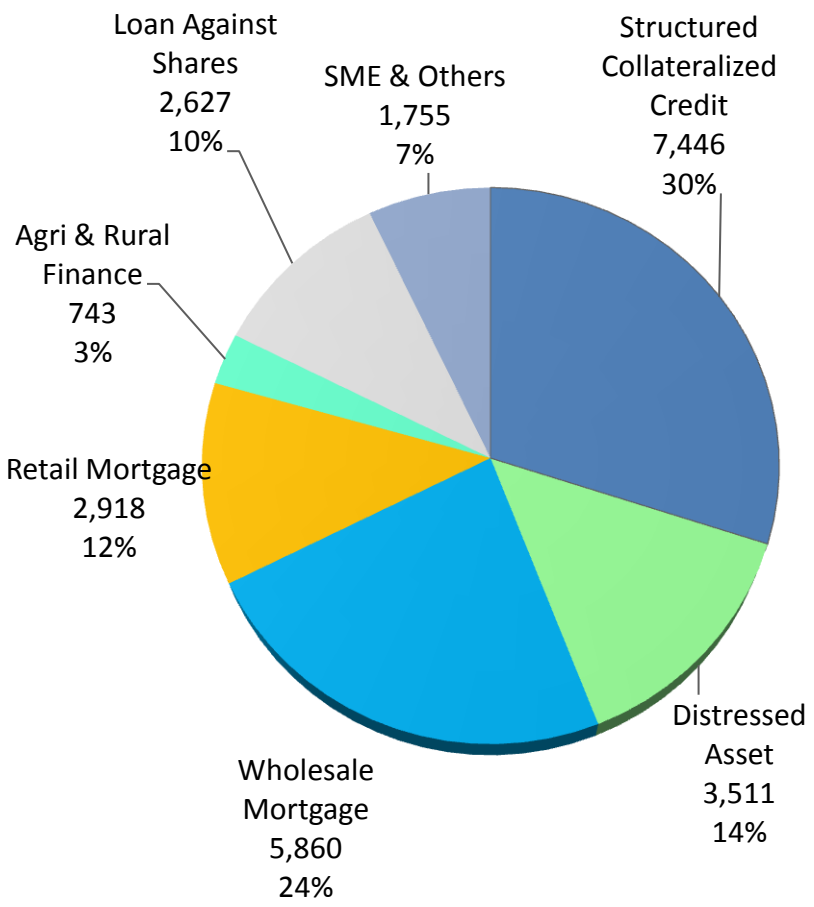
Credit Business at a glance

Credit Business	INR (Cr)
Capital Employed	24,860
Net Interest Margin	6.9%
Net Interest Income	750
Cost to Income	41%
Provisions	101
PAT	203
Gross NPA	1.46%
Net NPA	0.47%
RoE	18.0%
RoA	2.1%

Based on Management Estimates; EARC (Edelweiss Asset Reconstruction Company) has now become a subsidiary of EFSL. Consequently, Capital Employed includes Distressed Assets in EARC
Gross & Net NPA calculated on Credit Book excluding Distressed Assets

Credit business is a mix of differentiated and scalable assets…



Structured Collateralized Credit	• Customized credit solutions, with high collateral cover
Distressed Assets	• Largest Asset Reconstruction Company in India, with more than 7 years of history in distressed assets space
Wholesale & Retail Mortgage	• Caters to wide a range of residential developers • Catering to retail home buyers and business owners
Agri & Rural Financing	• $10 bn unorganized market; Highly scalable, unoccupied by institutional players. Includes Micro Finance solutions to clients in Tier III/IV cities and rural areas
Loan Against Shares	• Caters to retail customers in Capital Market
SME & Others	• Highly scalable, focus area for future growth

Distressed Asset is higher by INR 2,300 cr due to EARC (Edelweiss Asset Reconstruction Company) becoming a subsidiary

Present across Retail, SME and Wholesale segments

Wholesale Credit

- Comprises of
  - Collateralized Lending to Corporate
  - Distressed Assets
  - Wholesale Mortgage
- Began credit operations in 2007
- A robust risk management approach tested over 2 downturns
- Wholesale credit around INR 16,800 cr

Retail & SME Credit

- Comprises of
  - Retail Mortgage
  - Agri & Rural Financing
  - Loan Against Shares
  - SME & Others
- Commenced operations in 2011
- Small Ticket Housing Loans launched in FY13; Rural Finance in FY14
- Retail credit around INR 8,000 cr
- Controlled growth, focus on credit quality
- Operations in 50 cities

Profitable, scalable multi-line credit business

Credit | Non Credit | Insurance | Balance Sheet

Business Strengths

Client Centric Solutions

- Ability to understand client needs and structure products to suit their needs
- Strong client relations

Proactive Risk Management

- Three tier risk management approach – Business risk team supplemented by Global risk team & Global Risk Committee
- Robust underwriting and credit appraisal processes

Good Asset Quality

- NPAs in check even in tough market conditions
- Comfortable asset cover

Credit – Improving Parameters

At the end of	H1FY17	H1FY16	FY16	FY15
Average Interest Yield	16.2%	16.0%	16.2%	15.8%
Average Cost of Borrowing	10.5%	10.8%	10.7%	10.9%
Interest Spread	5.7%	5.3%	5.5%	4.9%
Net Interest Margin	6.9%	6.6%	6.8%	6.7%
Retail Credit Presence*	50 cities & 3,100 villages	44 cities & 1,800 villages	45 cities & 3,400 villages	36 cities & 750 villages

Retail Finance Spreading Footprint Through Small-ticket Home Loans, SME & Rural Finance

Credit – Robust Asset Quality

At the end of (INR Cr)	H1FY17	H1FY16	FY16	FY15
Credit Book	21,349*	17,321	20,014	15,036
Gross NPA	312	250	281	196
Gross NPA %	1.46%	1.45%	1.40%	1.31%
Net NPA %	0.47%	0.44%	0.47%	0.38%
Total Provision Held	289	233	247	184
Total Provision Cover	92%	93%	88%	94%
Average Collateral cover on Wholesale book	2.2x	2.1x	2.1x	2.3x
Average Loan-To-Value on Retail book	~47%	~51%	~50%	~52%

	Pvt. Banks	NBFCs
Gross NPA %	1.60%	2.71%
Net NPA %	0.71%	0.93%
Average Collateral cover on Wholesale book	1 -1.25X	1.5-2X

Average LTV of LAP portfolio at 44% vs 65 % of the industry
Median ticket size at 36 Lacs vs 1.2 cr in the industry

* Excludes Distressed Assets; Provision Policy moved to 120+ DPD; Housing Finance Co. continues to follow 90+ DPD

Wholesale Credit – Evaluation Approach

Counter Party	Collateral	Cash Flows

• Promoter Pedigree
• Group Relationship
• Execution Capability
	• Hybrid Collateral Pool
	• Ring fenced Structure
	• Ease of enforcement
		• Fundamentals
		  • Business Performance
		  • Underlying Asset

• Group Financial Standing
  • Asset Liability Profile
  • Cash Flow & Liquidity
	• Valuation based on
	  • Liquidity
	  • Economic Value
		• Stress testing
		  • Periodic
		  • Event Based

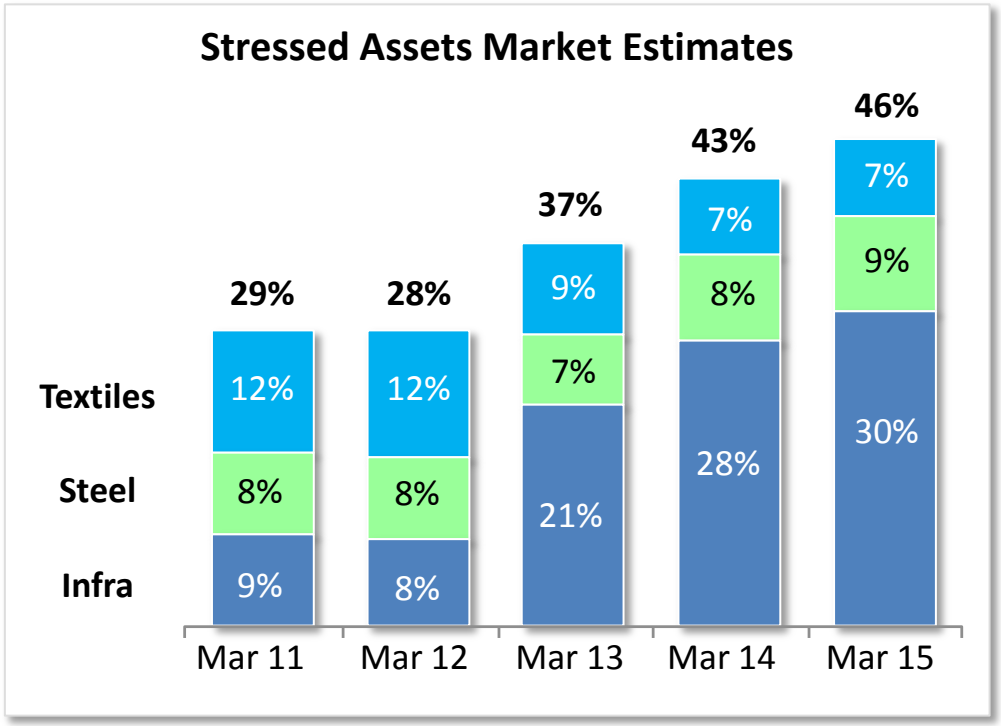
• Credit History • Regulatory Checks	• Real time monitoring • Environment Scan	• Escrow - Ring Fenced Control

Robust underwriting framework with multilevel approval process…

Credit | Non Credit | Insurance | Balance Sheet

Overview of Distressed Assets in India

- Total outstanding Loans as of March 16 are US$ 1.1 Tn
- Estimated total stressed assets of US$130 bn (12%)
- Largest stressed assets comprise infrastructure, steel, textiles and construction

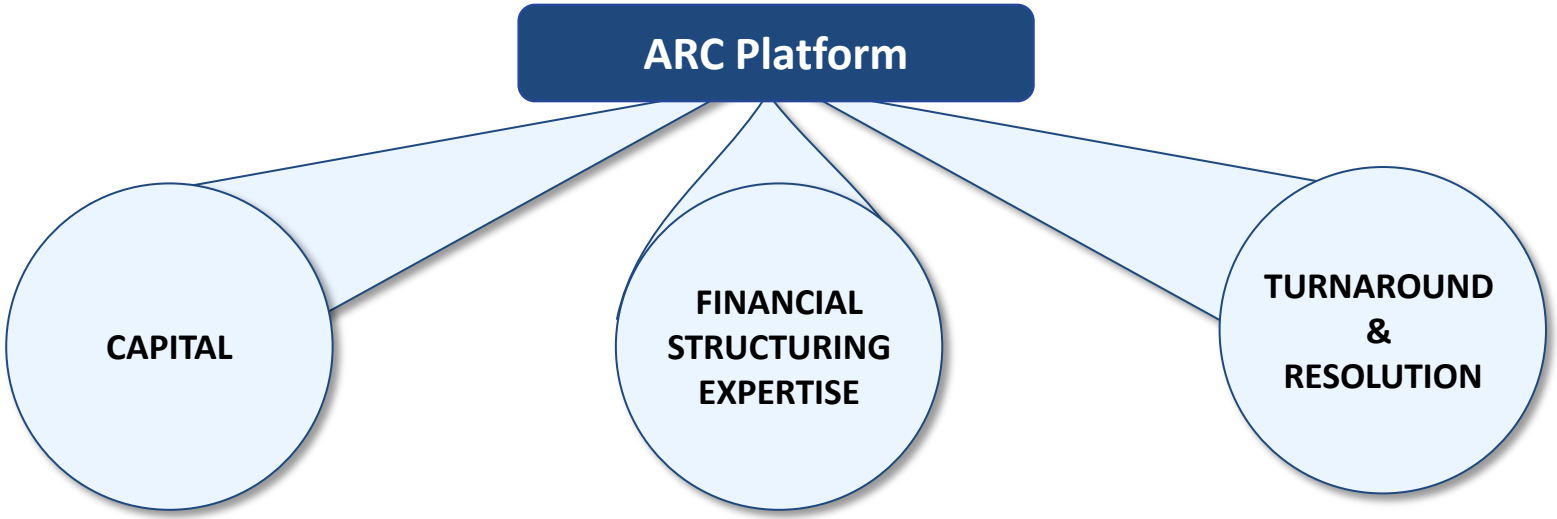


Additional ~10% on account of Willful defaulters and fraud cases

Credit | Non Credit | Insurance | Balance Sheet

Edelweiss estimates

Key Success Factors for Asset Reconstruction Business



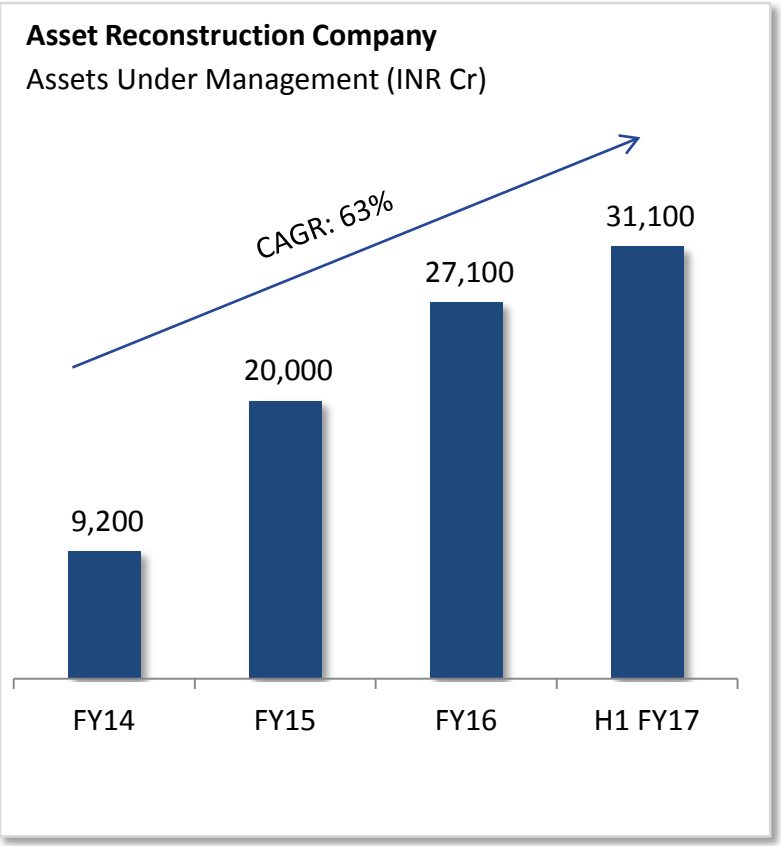
- Domain knowledge and expertise to create Platform
- Capital for debt purchase and last mile funding
- Ability to financially and operationally turnaround stressed assets
- Ability to find strategic buyers & sell businesses partly / fully to unlock value
- Extensive coverage & being first port of call for Banks and Turnaround assets
- Robust risk management practices

Credit | Non Credit | Insurance | Balance Sheet

Asset Reconstruction Business - Journey so far

- Asset Reconstruction business started in 2008
- Till 2013, kept building the team and processes, buying few assets and invested in understanding the space
- Created a team with diversified skill sets and experience across all major asset classes
- Good understanding of this business coupled with deep Banking relationships
- Platform has significant experience in stressed assets investing and turnaround capabilities
- Ability to identify distressed assets, pick at appropriate valuation and potential of resolution
- When the opportunity came in 2013-14, we scaled up since infrastructure was already present

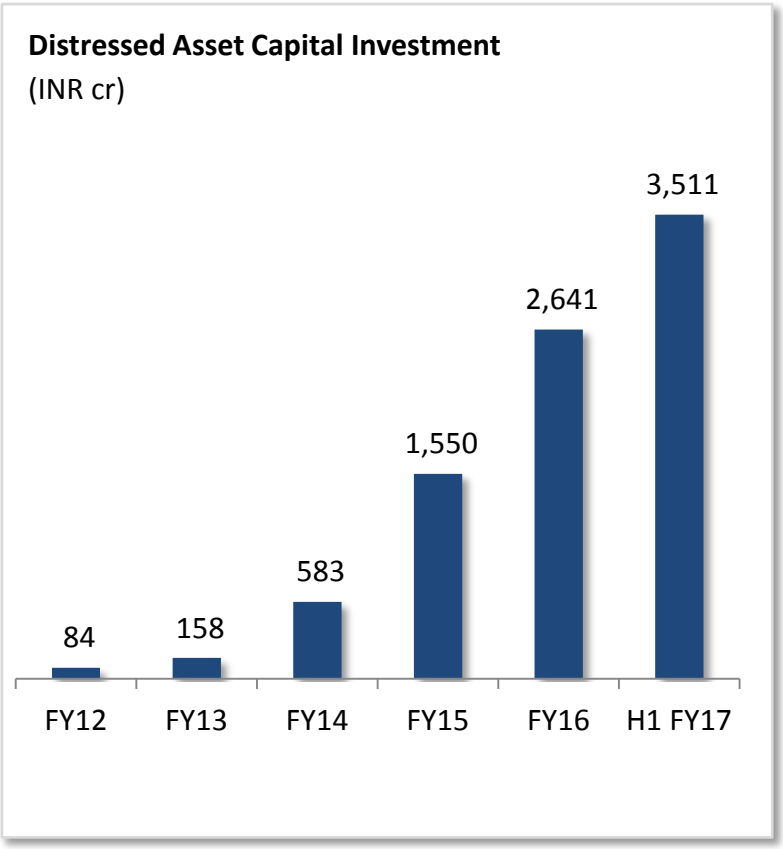
Expanding Asset Reconstruction Business



- Currently EARC is the largest asset reconstruction company in India, managing assets of **INR 31,000 cr.,** acquired from **51 banks**
- Focused on delivering a long term risk adjusted returns akin to LP GP model (Limited Partner & General Partner)
- Team size of 75 people across investments, resolution, legal & platform
- Capital deployed more than 3,500 cr.
- Expecting to add 1,000-1,200 cr every year for next 3-4 years
- Building capability on operational turnaround
- Team in place to provide value added services
- Creating an advisory board and a network of senior industry experts

* Edelweiss Asset Reconstruction Company

Partnership with CDPQ – One of North America's largest Pension Fund Managers



- CDPQ to target an investment of close to INR 5,000 cr over four years in India's Stressed Assets and Specialised Credit sector, along with EARC
- This partnership aims to channel between INR 12,000-14,000 cr (including CDPQ's INR 5000 cr and investments from Edelweiss Group and other institutional investors)
- CDPQ to invest upto INR 500 over 4 years for 20% stake in Edelweiss Asset Reconstruction Company
- Funds will be funnelled towards restructuring, reviving and resolving of stressed assets

BUSINESS HIGHLIGHTS – NON CREDIT

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Non Credit Business at a glance

Non Credit	INR (Cr)
Capital Employed	10,090
Net Revenue	697
Cost to Income	74%
PBT	184
PAT	118
RoE	23.2%
RoA	2.2%

Numbers are Management Estimates

Non Credit Business Mix

Wealth Management	• Multi asset class platform offering structured customized solutions • Focus on OPDO (Owner, Promoter, Director, Officer) segment • Present in Ultra High Net worth/ High Net worth/ Mass Affluent segment • Total AuA (INR Crs): 44,200 (UHNI: 26,300/HNI 6,900/Mass Affluent: 11,000)
Asset Management	• Equity focus: 2 segments Mutual Fund and Alternatives • Total AUM of INR 6,900 cr • Credit focus: Asset Reconstruction Company, Special Opportunities fund
Capital Markets	• Entire spectrum of corporate advisory services - Fixed Income Advisory, Mergers & Acquisitions, Equity Capital Markets, Private Equity Syndication • Leader in Debt Capital Markets & domestic institutional broking
Agri Services	• Warehousing, procurement services and other Agri services
Balance sheet Management Unit & Liquidity Management	• Liquidity Management • Asset Liability Management

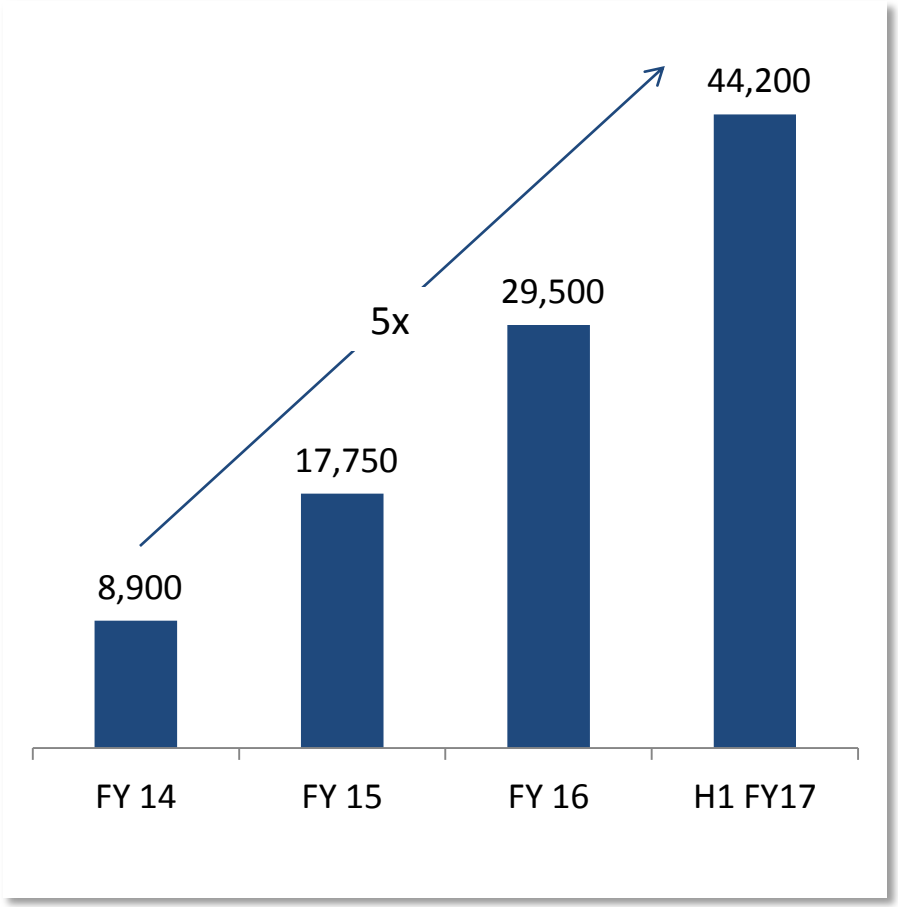
Wealth Management – Growth Opportunity

- Rising wealth in India is creating immense opportunity in wealth management space
- Owner, Promoter, Director, Officer (OPDO) market is the new emerging client segment
- Edelweiss wealth has unique business model that straddles all client segments across multiple product lines with focus on suitability, portfolio and operational risk management
- Edelweiss Wealth offers financial planning for family offices, Real Estate offering, Estate planning and offshore advisory, enabling stronger penetration into this market
- Edelweiss has emerged as one of the largest wealth manger in India
- Average yield on AuA of ~0.8% - 1.0%
- 80+ Offices
- 800+ Relationship Managers

No. of clients	Sep '16
UHNI	300+
HNIs	5,500+
Mass Affluent	370,000+

Wealth Management AUA increased 5x in 3 years

(INR Cr)



Edelweiss Wealth Gaining significant traction across client segments

- Good mix of product and advisory solutions for customized needs
- Differentiated Client experience – hybrid model with expert financial advisors and digital platform
- Best Private Banking Solution at Asia-Pacific Structured Products & Derivatives Awards 2015
- Best Equity Broking House (mid-size) at 'BSE – Dun & Bradstreet Equity Broking Award 2015'

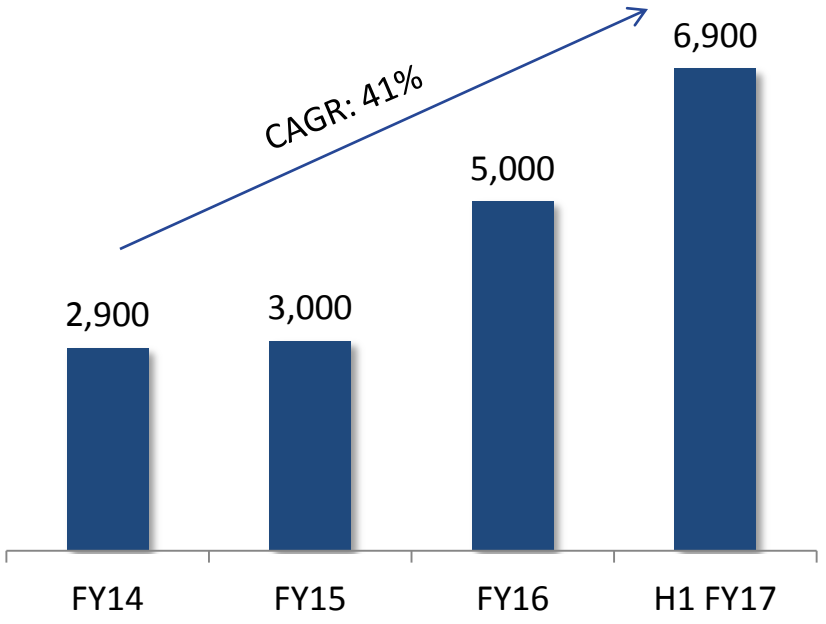
UHNI Clients by AUA Segment (Nos.)

AUA Segment	Sep '16
100cr+	30+
25cr – 100cr	~ 90

Asset Management – Gaining scale

Asset Management

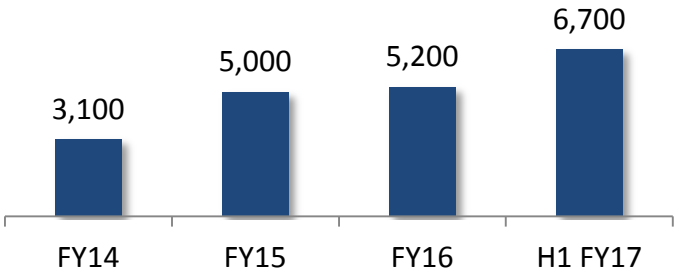
Assets Under Management (INR Cr)



- **Two business segments:**
  - Mutual fund AUM: INR 2,450 cr
  - Alternative Assets AUM: INR 4,450 cr
- Received approvals for acquisition of JP Morgan schemes, from Securities and Exchange Board of India (SEBI)
- Acquired Ambit AIF, subject to requisite approvals.
- AUMs likely to touch ~INR 15,000 cr post completion of above acquisitions
- High quality diversified asset base
  - Asset base: Equity (67%) & Fixed Income (33%)
- Strong distribution network
- 99% of our AMC assets are outperforming the benchmarks over a 3 year cycle (Source: Value Research)

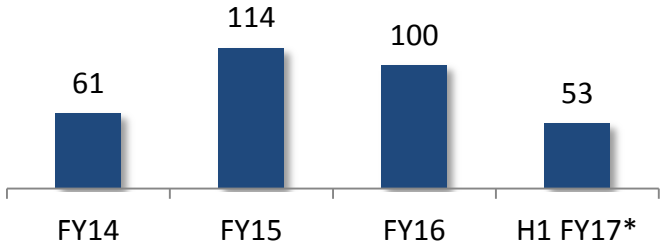
Capital Markets: Leadership position in the market

Broking Average Daily Volume (INR Cr)



- One of the largest domestic institutional broking company
- Robust fundamental research covering ~227 stocks among 27 sectors representing ~77% of total market cap
- Rated Best Brokerage in India for Roadshows and company visits
- Bull of the Year Award by Zee Business Market Analyst Awards
- Best Equity Broking House (mid-size) Award
- Significant investment in technology in new business lines

Investment Banking & Advisory
(Number of deals)



- Ranked 1st in Initial Public Offering (IPO) in Retail & HNI category
- Edelweiss Fixed Income Advisory strengthened its position at the top of the public issuance league tables with total issuance volume of INR 218bn. – Lead arrangers to 5 out of the 6 Debt issues in the 2nd quarter including DHFL/ India Bulls
- Edelweiss ranked first with a ~ 30% market share, in Q2 FY 17. Managed IPOs like ICICI Prudential Life Insurance Company Limited, Equitas Holdings Ltd. *et al*

Sole financial advisor
HDFC Life
Stake sale to Premji Invest
INR 1,990mm

ING VYSYA BANK
Advisor to the Board of ING Vysya Bank on its merger with
kotak
INR 150,331mm

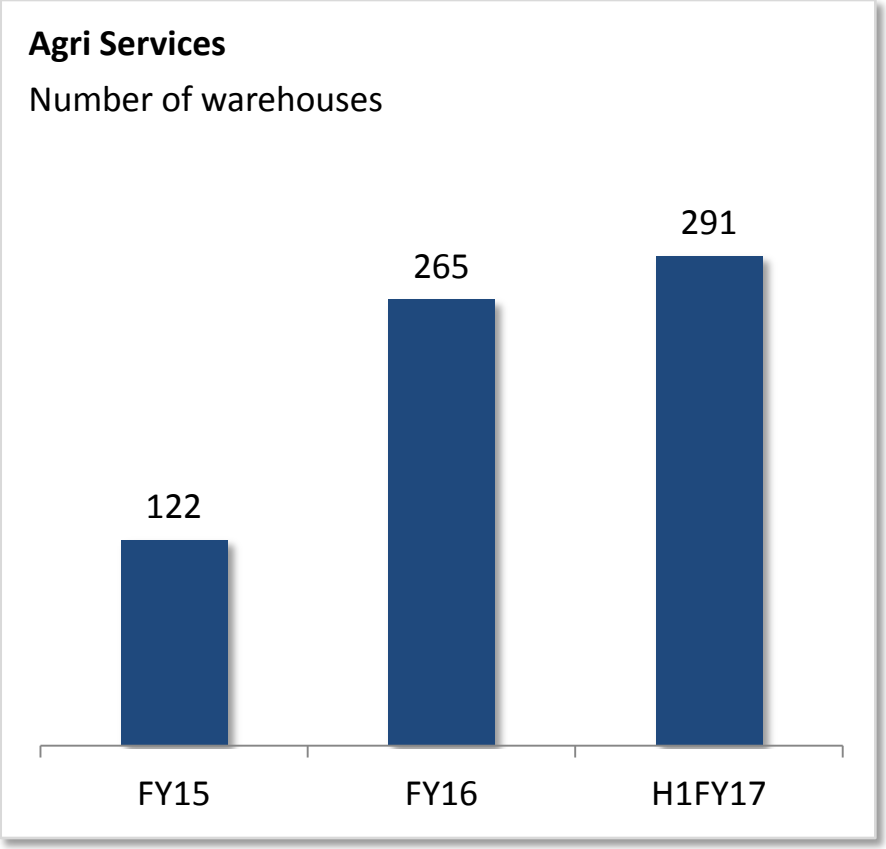
Equitas Holdings Limited
equitas
Book Running Lead Manager
IPO
INR 21,766.8mm

ICICI Prudential Life Insurance
ICICI PRUDENTIAL
Book Running Lead Manager
IPO
INR 60,567.9 mm

Credit | **Non Credit** | Insurance | Balance Sheet

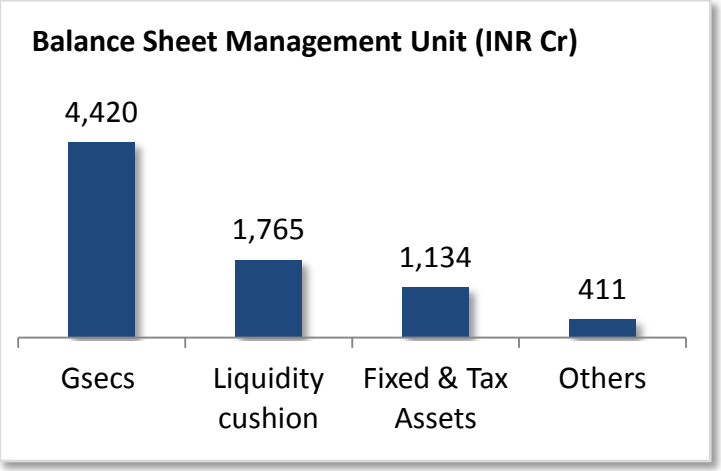
Source: Thomson Reuters, Prime Database; * Includes All Private & Public Deals, as reported by Prime Database

Expanding Agri Services business



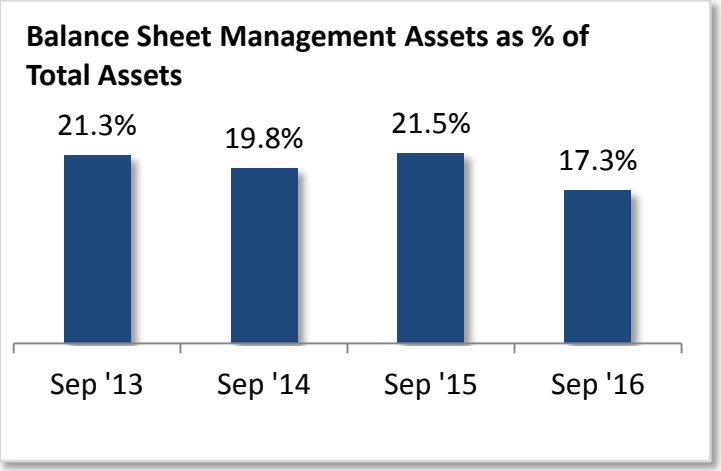
- One of the few organised players providing end to end business solutions in the Agri value chain
- 291 warehouses under management with capacity of over 11 lacs MT
- Warehousing Development and Regulatory Authority (WDRA) accreditations received for 3 warehouses - likely to create strong differentiation in market
- Received National Accreditation Board for Testing and Calibration Laboratories (NABL) Accreditation for our state-of-the-art laboratory at Vashi
- ISO 9001-2008

Balance Sheet Management Unit



Key Objectives

- Create liquidity cushion through investment in High Quality Liquid Assets
- Asset Liability Management
- Manage Treasury assets
- Corporate Fixed Assets and Investments



- Balance Sheet Management Assets as a percentage of Total Assets has been decreasing consistently over years
- Focus on increasing Liquidity cushion in line with Balance Sheet growth

BUSINESS HIGHLIGHTS – INSURANCE

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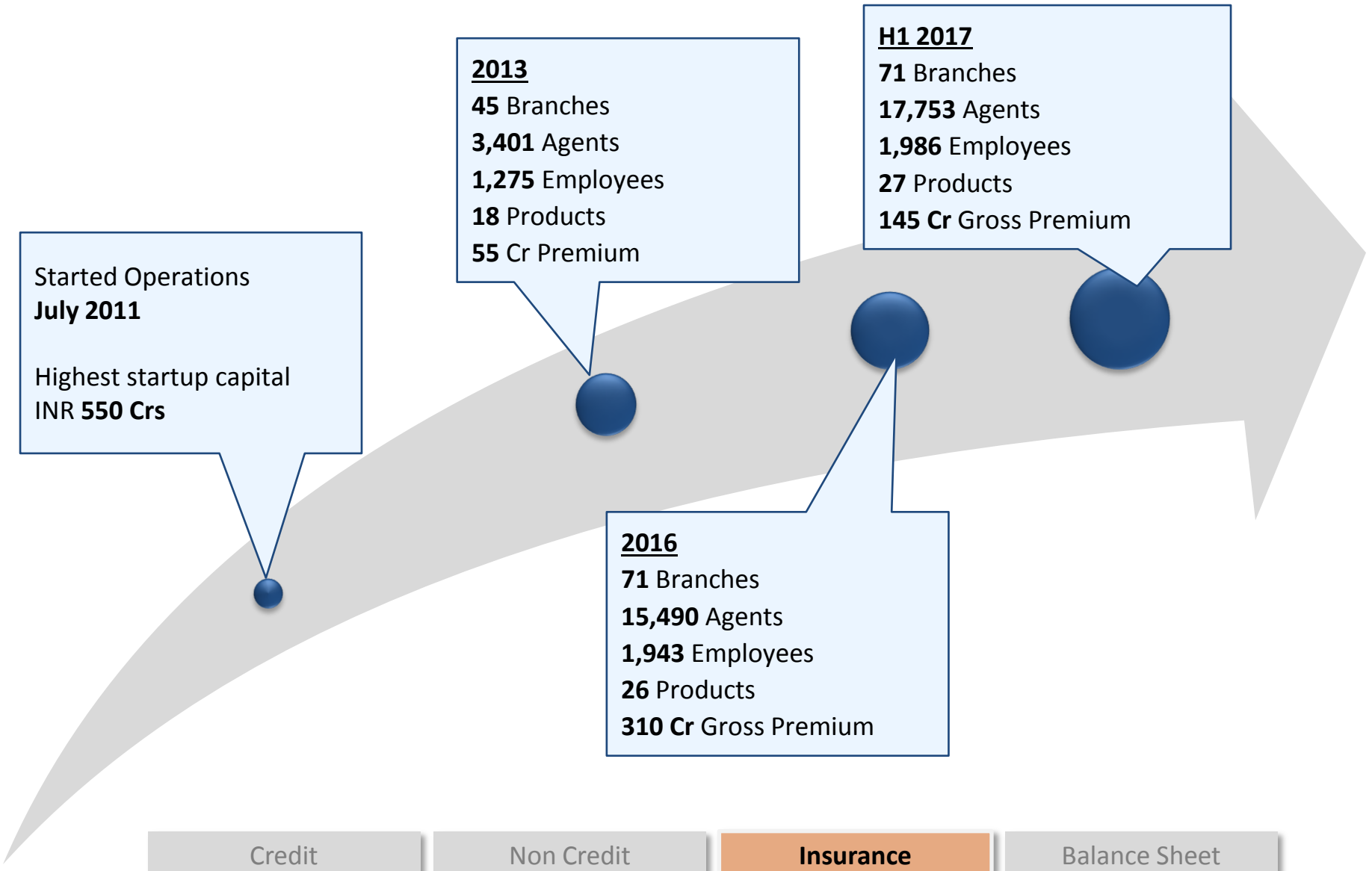
2016 INDIAN OLYMPIC TEAM

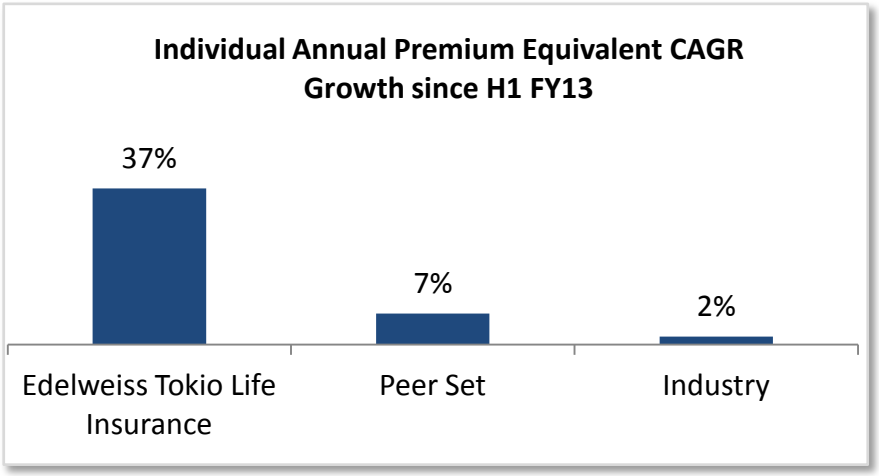
Key Milestones



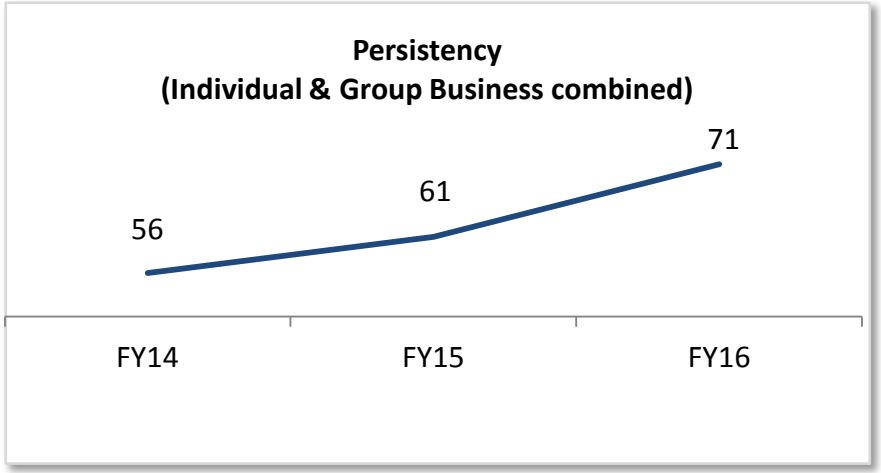
Insurance Strategy defined by

Products	• Focused on new product development & launch of Total Secure +
Distribution	• Continued focus on Need Based Selling (Brand: Vijaypath) • Agency-led multi-channel distribution approach with emphasis on productivity • Focus on building direct capability specifically online • Aim to be industry leader on sales productivity
Investments	• Providing superior returns through top performing funds
Technology	• Provide unique and enhanced customer experience across all touch points • Generate operating efficiencies across the organization
Efficient	• Strong focus on being cost-efficient

Fastest Growing Individual Annual Premium Equivalent



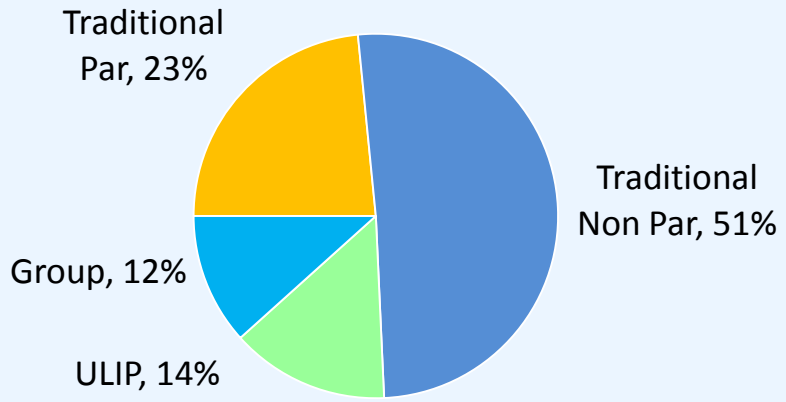
- Individual Annual Premium Equivalent - INR 50 Crs for H1 FY17



- For Q2 FY17 13th month persistency stands at 62%
- 9th Rank amongst all the private insurers in FY16 as against 16th rank in FY15 *(Source: IRDAI public disclosures)*

Customer Centric Approach – Wide Variety of Products

Product Mix

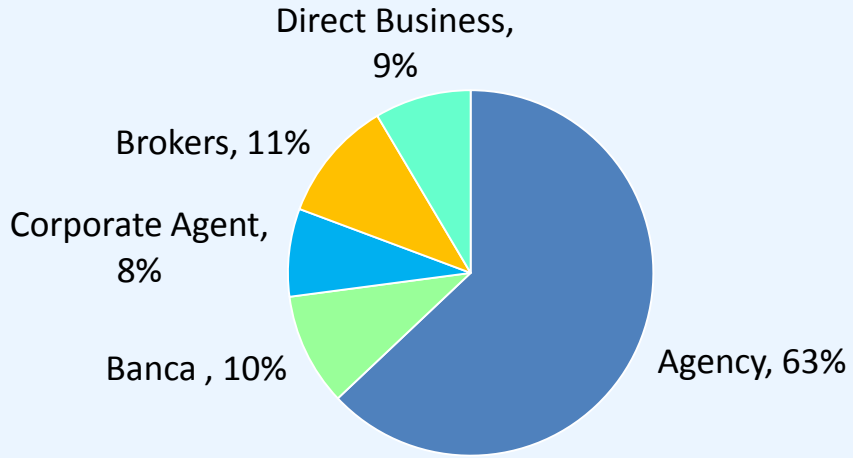


Customer centric approach

- Unique need based selling approach
- Strong investment performance to provide superior returns to customers
  - Edelweiss Tokio Funds have been rated top performers by Morningstar with all Individual Unit Linked Insurance Plan Funds rated in top decile as on Sep'16
- Provide enhanced customer experience through investment in processes and technology

Rapidly Growing & Stable Platform

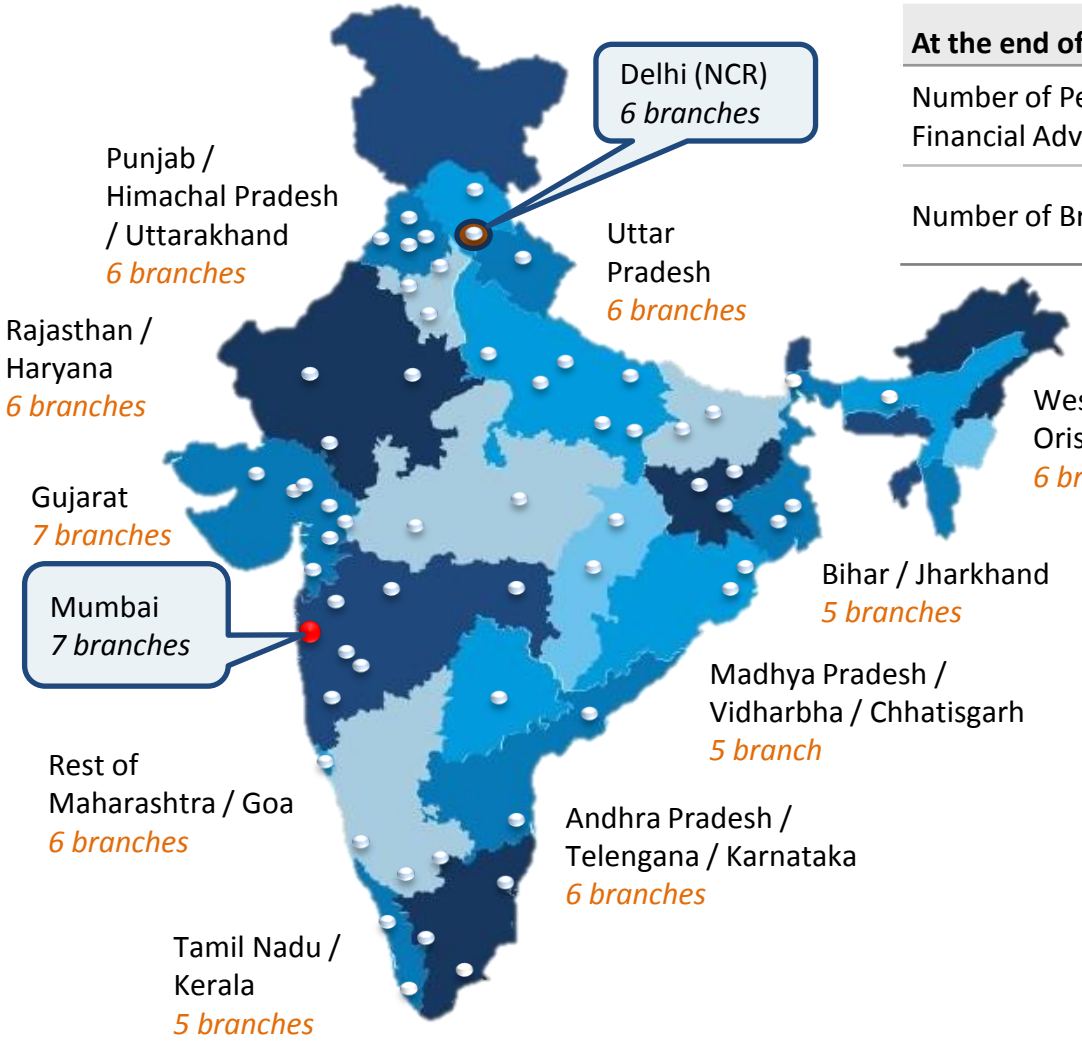
Balanced channel mix with focus on agency



A Responsible brand

- Winner, Agency Efficiency award at India Insurance Awards, 2016
- Winner, "Top 100 Infosec Maestros Awards" in 2015
- "Yamraj to the Rescue", won the National Gold in the public service category at the Outdoor Advertising Awards, 2015

Pan India Presence



At the end of	H1FY17	FY16	FY15	FY14
Number of Personal Financial Advisors	17,753	15,490	10,421	7,255
Number of Branches	71 in 61 cities	71 in 61 cities	59 in 49 cities	58 in 48 cities

Insurance

Edelweiss Tokio Life Insurance Company Limited Standalone (ETLI)

(INR Cr)	H1FY17	H1FY16	FY16	FY15
Gross Premium Income	145	92	310	193
Investment Income & Other Income	88	45	87	97
Total Income	**233**	**137**	**397**	**290**
Total Expenses	305	197	552	361
Profit Before Tax	-72	-60	-155	-71
Profit After Tax	-72	-60	-155	-71
Edelweiss' Share in PAT	-37	-45	**-104**	**-53**
Net Worth*	**873**	**504**	**939**	**569**

Tokio Marine has infused INR 527 Cr in FY16 for 23% stake

* Includes unrealised gains on equity and mutual fund investments per IRDA norms

BALANCE SHEET

Edelweiss
PROUD SPONSOR
2016 INDIAN OLYMPIC TEAM

Key Highlights – Balance Sheet

Balance Sheet

1. On-Balance Sheet: INR~35,800 Cr; Total assets managed: INR ~118,000 Cr
2. ALM maintained
3. Comfortable capital adequacy ratio at 18.1%
4. Diversified Liability mix
5. Stable business model reflected in credit ratings

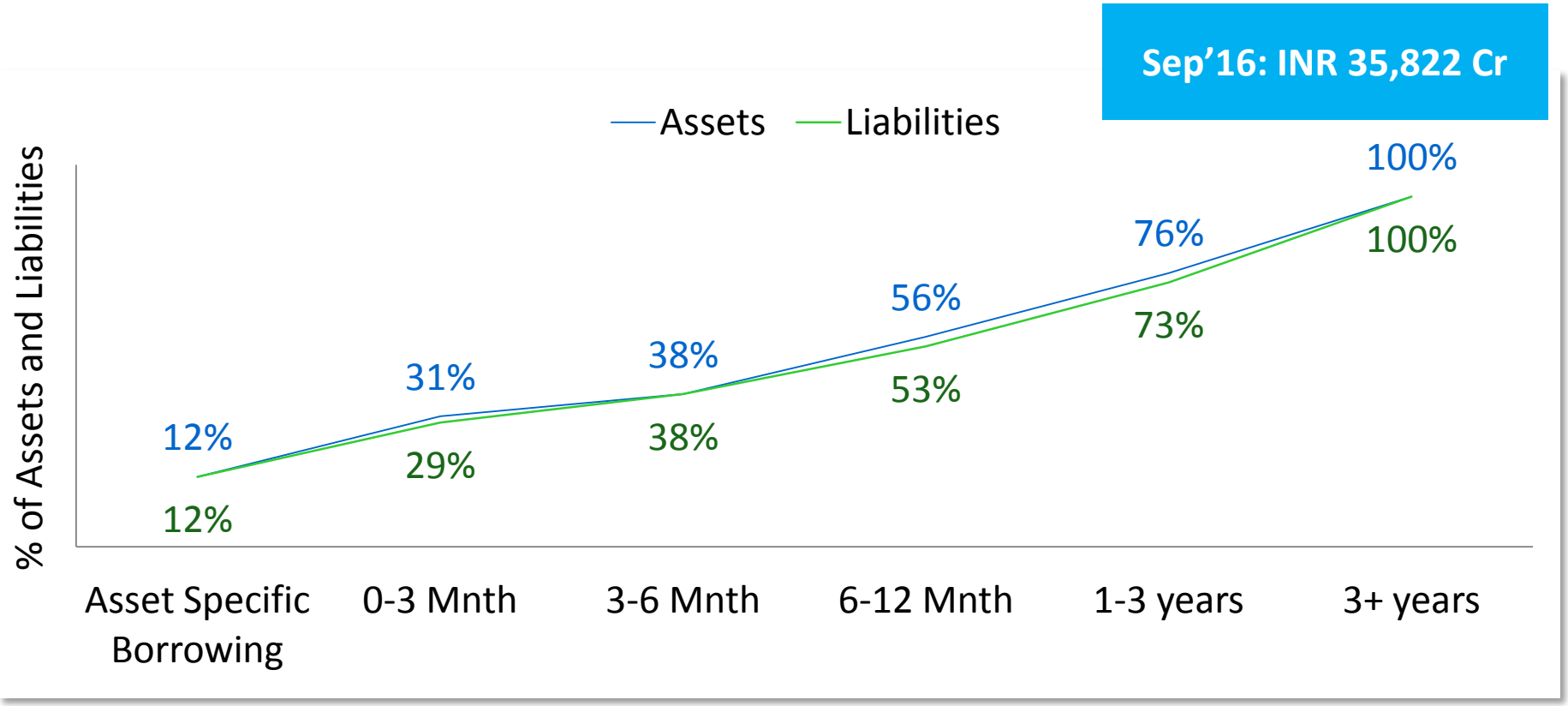
1 ~ $18.0 billion of Assets

As on 30 Sep 2016	INR Cr	USD bn
Assets on Balance Sheet	35,800	5.4
Distressed Assets Book (ARC Assets)	31,100	4.7
Funds under Management (Asset Management)	6,900	1.0
Assets Under Advice (Wealth Management)	44,200	6.7
Total Assets	**1,18,000**	**17.8**

Credit | Non Credit | Insurance | **Balance Sheet**

Numbers are rounded to closest hundred

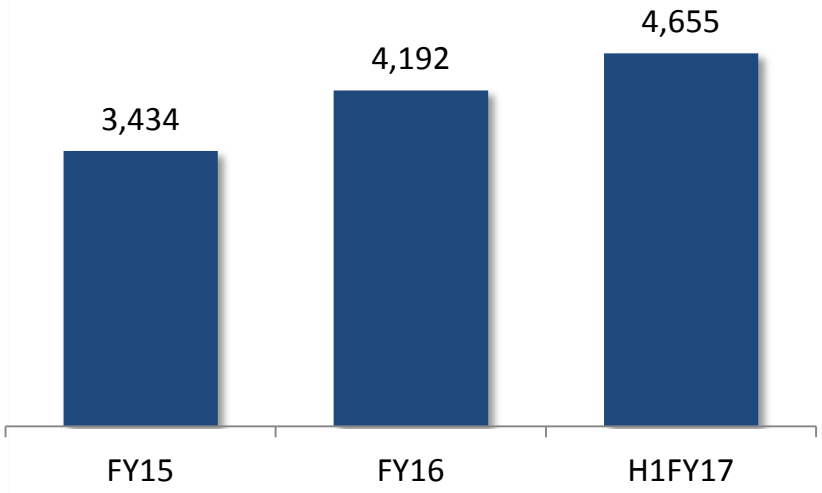
2 Comfortable Asset-Liability Profile



- Positive asset-liability matching across durations
- Asset Liability Committee manages and monitors ALM, Interest Rate Risk and Liquidity

3 Strong capital position

Tier I Networth (INR Cr)



- Steady growth in Net worth over the last several years
- Sub Debt issued to improve Tier II Capital
- D/E (Excluding Treasury Assets): 5.1
- Consolidated Risk Weighted Assets (As a % of Gross Assets): 78%

Liability Structure, Sep'16 (INR Cr)

Tier I	4,655
Tier II	1,159
Total Capital	5,814
Risk Weighted Assets	32,161

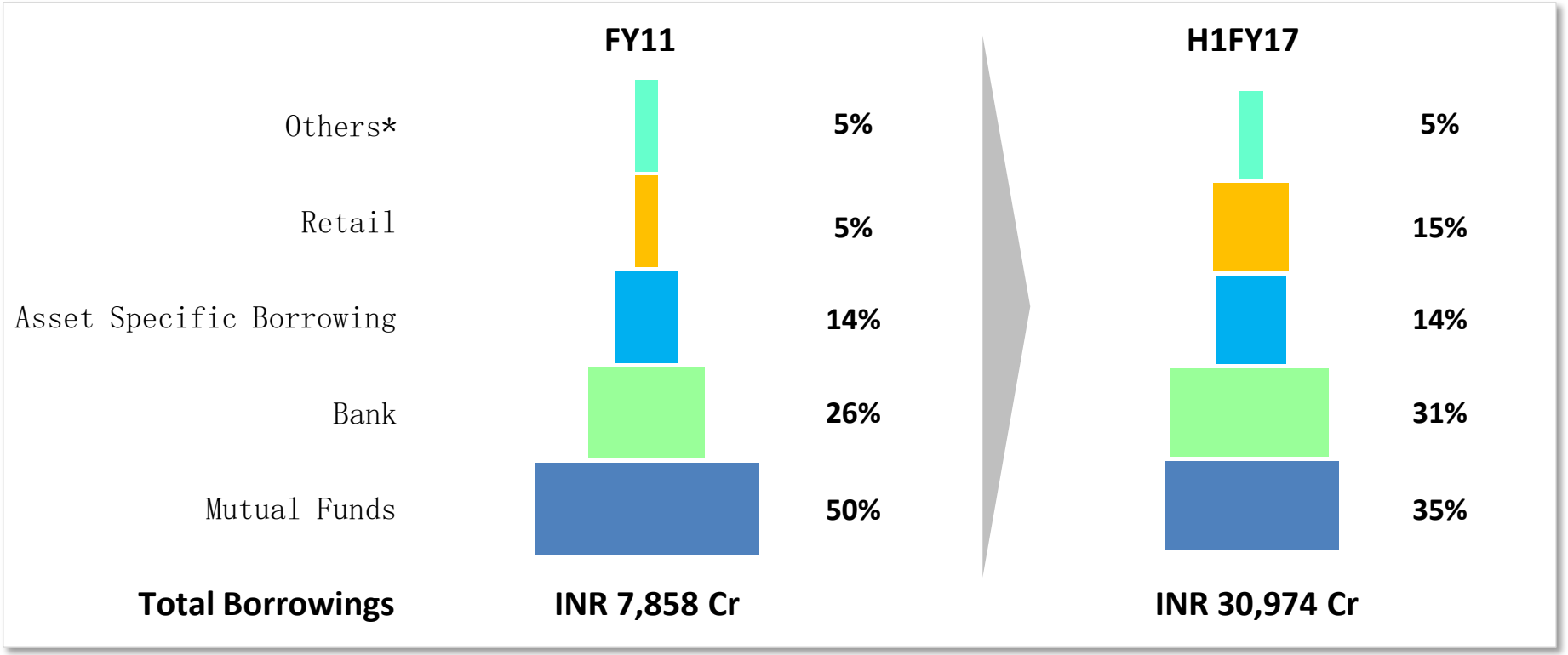
Consolidated Capital Adequacy

18.1%

Credit | Non Credit | Insurance | **Balance Sheet**

Networth = Equity + Reserves – Deferred Tax Assets

4 Diversified Sources of Borrowings

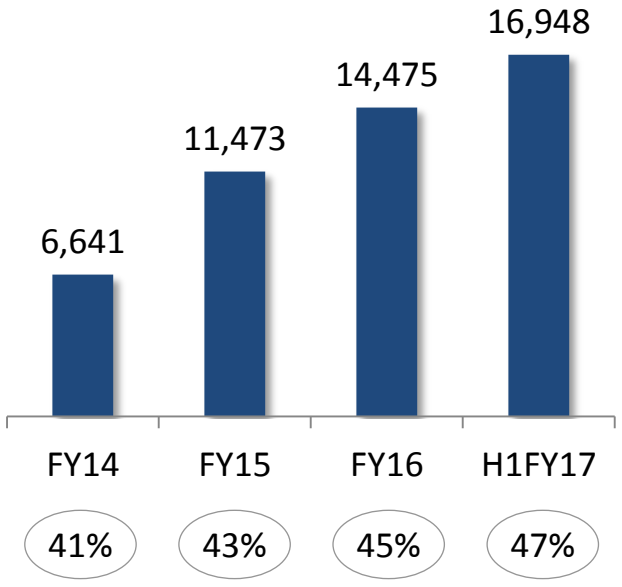


- Steady diversification in sources of borrowings
- Lower dependence on debt market borrowings
- Exploring alternative sources of Liabilities

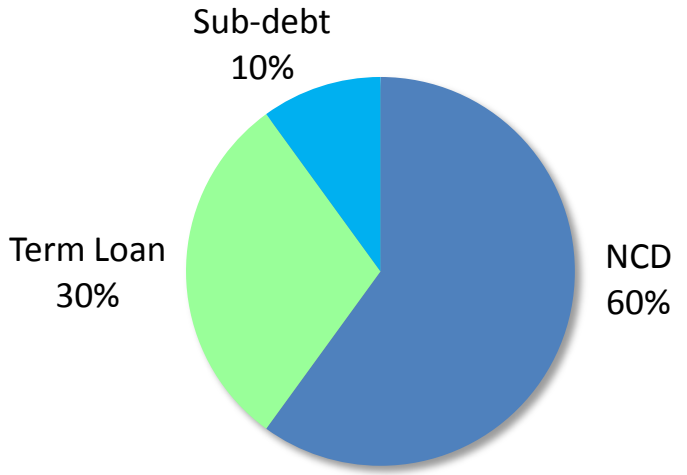
* Others includes Provident Fund, Insurance & Corporate

Share of Long Term funds increasing

Long Term Liabilities INR (Cr)



Long Term Liabilities Breakup



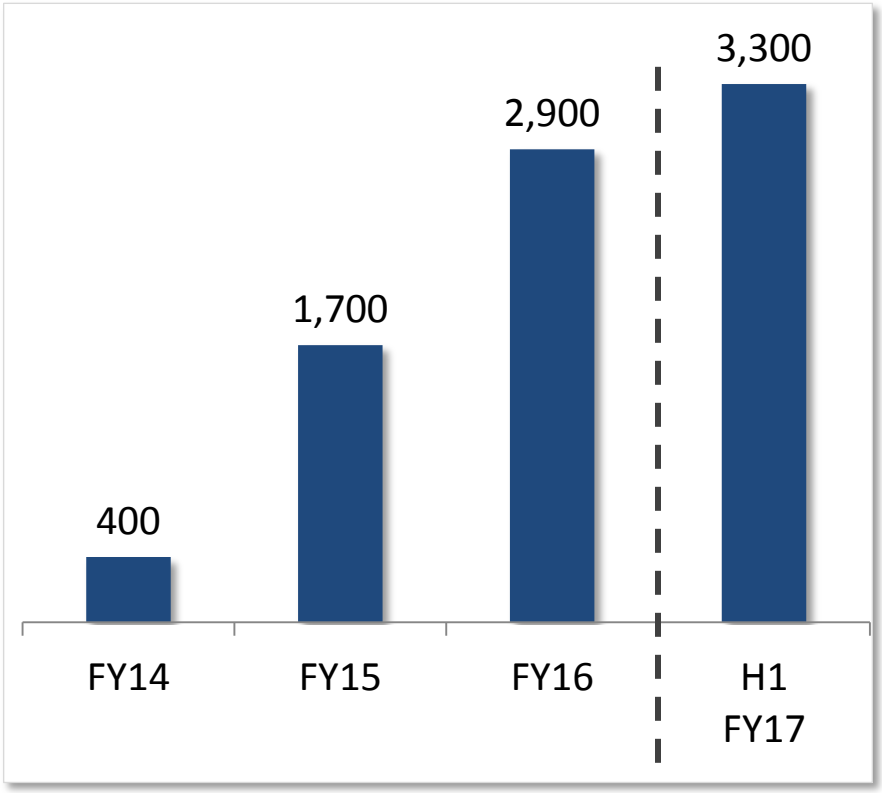
Average Tenure (years)	3.4

- Long Term Liabilities growing in line with Asset Profile
- Contracted Long Term Liabilities with Insurance Companies, Banks & Mutual Funds
- Edelweiss Housing Finance Non Convertible Debenture Subscribed on Day 1 - ~ 80% demand for 10 year
- Raised INR 502 cr from International Markets, through “Masala” Bonds in current quarter

Long Term Liabilities (LTL): Liabilities >1 year

Liquidity Cushion at ~INR 3300 Cr is 9% of Balance Sheet

Including off Balance sheet lines INR (Cr)



- A well diversified liquidity cushion comprising of:
  - Banking Lines
  - Fixed Deposits
  - Government Securities, Mutual Funds etc
- Steady growth in liquidity cushion to provide for any liquidity event
- Continually evaluate the composition through various instruments to ensure immediacy, relevance and cost efficiency

5 Stable Business Model Reflected in Credit Ratings

Rating agency	Purpose (debt programme)	Rating
CRISIL A STANDARD & POOR'S COMPANY	Short term	CRISIL A1+
CARE Ratings Professional Risk Opinion	Short term	CARE A1+
ICRA	Short term	[ICRA] A1+
Brickwork Ratings	Long term	BWR AA+
CARE Ratings Professional Risk Opinion	Long term	CARE AA
ICRA	Long term	[ICRA] AA

ENTERPRISE UPDATE

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2016 INDIAN OLYMPIC TEAM

Awards

Marketing campaign of the Year 2016 - CMO Asia
#iAmTeamIndia Olympics campaign wins Marketing campaign of the year 2016

Best Corporate Governance - India
At CFI.co Corporate Governance Awards 2016

Best Equity Capital Markets House and Best Broker
Award at the Finance Asia Country Awards 2016

Special Jury Award for serving MSMEs 2015
(Edelweiss Retail Finance Limited)
At MSME Banking Excellence Awards

Ranked Amongst **India's Best Corporate Brands 2016** in the The Economic Times Consumer Survey

Awards and Recognition

Edelweiss Structured Products awarded the India House of the Year Award at the Asia Risk Awards 2016, Singapore

Edelweiss Financial Services awarded Best Leading Diversified Financial Services – India at the Wealth&Finance 2016 Business Awards.

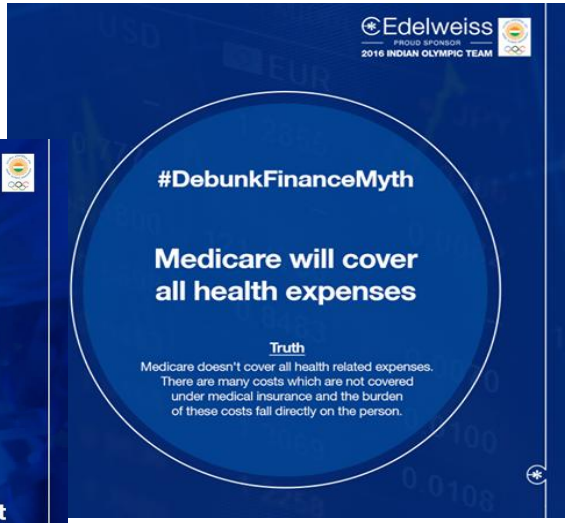
Edelgive Foundation awarded best Financial Inclusion Awards for Institutions & Philanthropic Trusts for Advancing Financial Inclusion By Channelizing CSR Budgets into Financial Aids by CNBC – TV 18

Winner at Indian Brand Convention, BAM Award 2016 for Best CSR Campaign; Gold at Asia Pacific Customer Engagement Award 2015-16 for Successful use of CSR

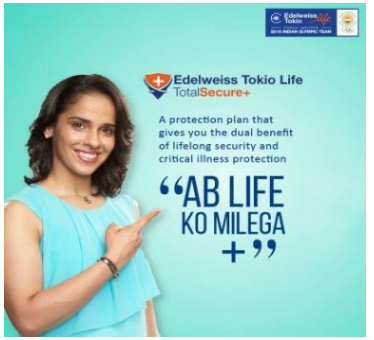
Edelweiss Social Media Campaigns:

#YourKnowledgeQuotient

#DebunkFinanceMyth



WishingtheParalympics2016



EdelGive Foundation - Key Highlights

Impacted over 300,000 lives in 13 states
Supported 85 Non-Governmental Organizations.
Brought INR 67 cr into philanthropy

Education

Empowering children through holistic learning approach, life skill & research and advocacy

Quality education for underprivileged children in schools

Livelihood

Water and soil conservation, skill development, financial inclusion livelihood generation for communities

Financial inclusion for women

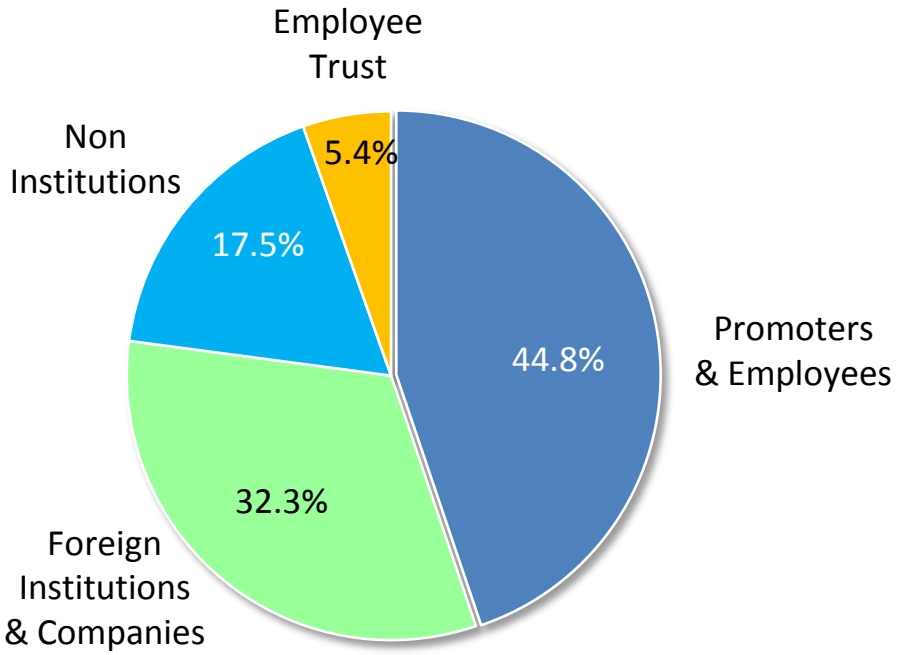
Women Empowerment

Promoting safety, gender justice, and economic empowerment of women and girls

The Protection of Women from Domestic Violence

Edelweiss employees, families and clients have given 15,500+ hours in volunteering

Shareholding Pattern



TOP INSTITUTIONAL SHAREHOLDERS ABOVE 1%*
(AS ON SEP 30, 2016)

	Name	Percent
1	Carlyle	8.2%
2	BIH SA	5.3%
3	Fidelity	4.9%
4	SAIF Advisors	3.1%
5	Amansa Investments	1.4%
6	Ashoka PTE	1.1%

Significant Institutional Ownership

* Holding of known affiliates have been clubbed together for the purpose of this information

DETAILED FINANCIALS

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2016 INDIAN OLYMPIC TEAM

Consolidated Results

(INR Cr)	FY17	FY17	FY16	FY17	FY16	FY16
	Q2	Q1	Q2	H1	H1	Annual
Fee and Commission Income	240	171	148	411	311	697
Fund based Income	1,232	1,221	1,026	2,453	1,982	4,218
Premium from Life Insurance Business	85	53	57	138	88	300
Other Operating Income	40	27	16	67	30	87
Other Income	4	7	1	11	5	14
Total Revenue	**1,601**	**1,479**	**1,248**	**3,080**	**2,416**	**5,316**
Employee Benefits Expense	276	248	213	524	425	882
Financial Costs	709	699	638	1,408	1,243	2,620
Depreciation & Amortization	23	23	21	46	41	90
Change in life ins. policy liability – actuarial	87	55	49	142	72	256
Other Expenses	269	240	188	509	359	849
Total Expenses	**1,364**	**1,265**	**1,109**	**2,629**	**2,140**	**4,697**
Profit Before Tax	**237**	**214**	**139**	**451**	**276**	**619**
Tax Expenses	97	83	48	180	95	236
Profit After Tax	**140**	**131**	**91**	**271**	**181**	**383**
Share of Minority Interests in Profits	-4	-9	-5	-13	-6	-31
Profit After Tax and Minority Interest	**144**	**140**	**96**	**284**	**187**	**414**
Diluted EPS[6] (in INR) (FV INR 1)	1.65	1.63	1.11	3.26	2.18	4.85
Book Value per Share (in INR) (FV INR 1)	48	47	42	48	42	45

Consolidated Results ex-Insurance

INR in million	FY17	FY17	FY16	FY17	FY16	FY16
	Q2	Q1	Q2	H1	H1	Annual
Fee and Commission Income	240	171	148	411	311	697
Fund based Income	1,185	1,180	1,008	2,365	1,939	4,132
Other Operating Income	40	27	16	67	30	86
Other Income	4	7	-	11	4	13
Total Revenue	**1,469**	**1,385**	**1,172**	**2,854**	**2,284**	**4,928**
Employee Benefits Expense	236	214	184	450	367	754
Financial Costs	708	699	637	1,407	1,243	2,619
Depreciation & Amortization	21	21	19	42	37	83
Other Expenses	224	207	160	431	300	698
Total Expenses	**1,189**	**1,141**	**1,000**	**2,330**	**1,947**	**4,154**
Profit Before Tax	**280**	**244**	**172**	**524**	**337**	**774**
Tax Expenses	97	83	48	180	95	236
Profit After Tax	**183**	**161**	**124**	**344**	**242**	**538**
Share of Minority Interests in Profits	-17	-6	-4	-23	-9	-19
Profit After Tax and Minority Interest	**166**	**155**	**120**	**321**	**231**	**519**
Diluted EPS[6] (in INR) (FV INR 1)	1.89	1.85	1.4	3.69	2.71	6.22

Consolidated Financials – Balance Sheet

(INR Cr)	Sep 16	Mar 16	Sep 15	Mar 15
Equity and Liabilities				
Shareholders' Funds	4,093	3,760	3,391	3,246
Equity	4,008	3,675	3,306	3,161
Preference	85	85	85	85
Minority Interest	755	612	365	286
Borrowings	30,974	27,773	25,688	23,540
Total	**35,822**	**32,145**	**29,445**	**27,072**
Assets				
Credit Book Assets	24,860	20,014	17,321	15,036
Fixed Deposits and Cash & Bank Balances	2,858	3,116	1,288	3,356
Government Bonds	4,420	4,866	4,950	4,323
Other Assets	3,684	4,149	5,885	4,357
Total	**35,822**	**32,145**	**29,445**	**27,072**

EARC (Edelweiss Asset Reconstruction Company) has now become a subsidiary of EFSL.

Safe Harbor

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For purpose of comparison, following Banks & NBFCs/DFS are considered

Private Banks: HDFC, Kotak, Axis, Yes, IndusInd, ICICI Bank

NBFCs/DFS : Bajaj Finserv, L&T Finance, Mahindra Finance, IIFL; Shriram Transport Finance, Shriram City Union, Reliance Capital, JM Financial, Motilal

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