

Ref No.: EW/Sec/2017/693

November 24, 2017

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

Dear Sirs,

Ref.: - Symbol - EDELWEISS

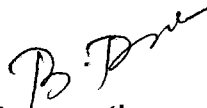
Sub: Press Release – “EFSL QIP”

Enclosed is the Press Release pertaining to issuance of Equity Shares under Qualified Institutions Placement (QIP) route by the Company.

Kindly take the same on record.

Thanking you,

Yours faithfully,
For Edelweiss Financial Services Limited


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

Encl: as above

PRESS RELEASE

(Not for release or distribution in the United States)

Edelweiss Financial Services Limited raises Rs. 1,527.75 crore through Qualified Institutions Placement (QIP) route

Mumbai, November 24, 2017: Edelweiss Financial Services Limited (EFSL) has, on Thursday, November 23, 2017, raised Rs 1,527.75 crore through the Qualified Institutions Placement (QIP) route. The QIP opened on November 15, 2017 and closed on November 20, 2017. This is the first equity fund raise by EFSL since its IPO in December, 2007.

EFSL allotted 54,562,488 equity shares of face value of Rs 1 each (Equity Shares) to eligible qualified institutional buyers (QIBs) at Rs 280.00 per Equity Share, a discount of 1.80 percent or Rs 5.14, to the QIP floor price of Rs 285.14 per Equity Share, in accordance with the pricing formula provided under Regulation 85(1) of the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009.

Speaking on the occasion, Rashesh Shah, Chairman, Managing Director and CEO of EFSL said, *"We are delighted with the way that our fund raise has been received by marquee investors like CDPQ, Fidelity, Goldman Sachs, Nomura, HDFC Mutual Fund, Kotak and Birla MFs. We see this as an endorsement of our business model that uses both capital and talent vectors in growing surely and steadily. Investors in Edelweiss gain exposure to a diversified breadth of businesses serving both retail and corporate customers that ranges from retail and corporate credit, wealth management, asset management, capital markets to insurance.*

We strongly believe that the long term trends in the democratisation of access to credit and continued financialisation of savings are irreversible. This fund raise makes us very well positioned to benefit substantially and sustainably from these two trends".

The QIP saw subscription from foreign as well as domestic QIBs. In particular, Caisse de Dépôt et Placement du Québec (CDPQ), the second-largest pension fund in Canada has used the opportunity to get a stake in EFSL. It may be recalled that, CDPQ signed an agreement with EFSL to invest Rs 5,000 crore in stressed assets and specialised corporate credit in India, over the next four years. CDPQ also acquired a 20 per cent equity stake in Edelweiss Asset Reconstruction Co, India's largest ARC.

Other marquee investors in the QIP included HDFC Mutual Fund, Kotak Mutual Fund and Birla Mutual Fund as well as existing shareholders like *Goldman Sachs, Nomura, Fidelity, Steadview, GSAM, Halbis, GMO, DE Shaw, Amansa William Blair* etc.

Since 2012, over the past 26 quarters, Edelweiss Financial Services has grown at a CAGR of 37%. During this same period, the balance sheet has grown at a CAGR of 26%, which highlights the non-linear profitability potential of our unique business model. The retail credit book has grown at a CAGR of 45% consisting principally of small ticket home loans and SME loans. As of September 30, 2017, the total Credit book was at INR 32,540 cr of which 36% is in retail, 47% in Corporate, and 17% in the Distressed Credit business.

The funds raised through the QIP would be utilised by EFSL for various purposes, including but not limited to, augment its long term resources, to fund growth and expansion, maintain capital adequacy, consolidation of its subsidiaries, general corporate purposes, etc., as per EFSL's growth and business related plans from time to time

This announcement has been prepared for publication in India and may not be released in the United States. This announcement does not constitute an offer of securities for sale in any jurisdiction, including the United States, and any securities described in this announcement may not be offered or sold in the United States absent registration under the US Securities Act of 1933, as amended (the "US Securities Act") or an exemption from registration. Any public offering of the securities to be made in the United States will be made by means of a prospectus that may be obtained from EFSL and that will contain detailed information about EFSL and its management, as well as financial statements. However, EFSL does not intend to register any part of the offering under the US Securities Act.

About Edelweiss Financial Services

The Edelweiss Group is one of India's leading diversified financial services company providing a broad range of financial products and services to a substantial and diversified client base that includes corporations, institutions and individuals. Edelweiss's 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 Mortgage, SME and Business Loans, Loan against Securities, Agri and Rural Finance)**. **Corporate Credit** comprises of **Structured Collateralised Credit** to Corporates and **Wholesale Mortgages, and Distressed Credit**), **Franchise and Advisory Business** (Wealth Management, Asset Management and Capital Markets) and **Insurance**. The **Balance Sheet Management Unit** operations manage the liquidity and Balance Sheet. Edelweiss has an asset base of ~INR 47,800 cr with revenue of INR 3,915 cr and PAT of INR 406 cr for H1FY18. Its consistent performance is evidenced by a consolidated PAT CAGR of 37% over last 26 quarters.

The group's research driven approach and proven history of innovation has enabled it to foster strong relationships across all client segments. The group has sizeable presence in large retail segment through its businesses such as Life Insurance, Housing Finance, Mutual Fund and Retail Financial Markets. It serves around 11 lac strong client base through 8,354 employees based out of 348 domestic offices in 156 cities and six international offices. Together with strong network of Sub-Brokers and Authorized Persons, Edelweiss group has presence across all major cities in India.