

EW/Sec/2022/97

May 27, 2022

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
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Dear Sir/Madam,

Sub: Update on Edelweiss Wealth Management Business

Please find attached an update on Edelweiss Wealth Management Business.

Kindly take the same on record.

Thanking you,

Yours faithfully,
For Edelweiss Financial Services Limited

Tarun Khurana
Company Secretary

Encl.: as above



Edelweiss Wealth Management

Business Update



1. Industry Landscape

2. Our Journey so far

3. Way Ahead

1. Industry Landscape

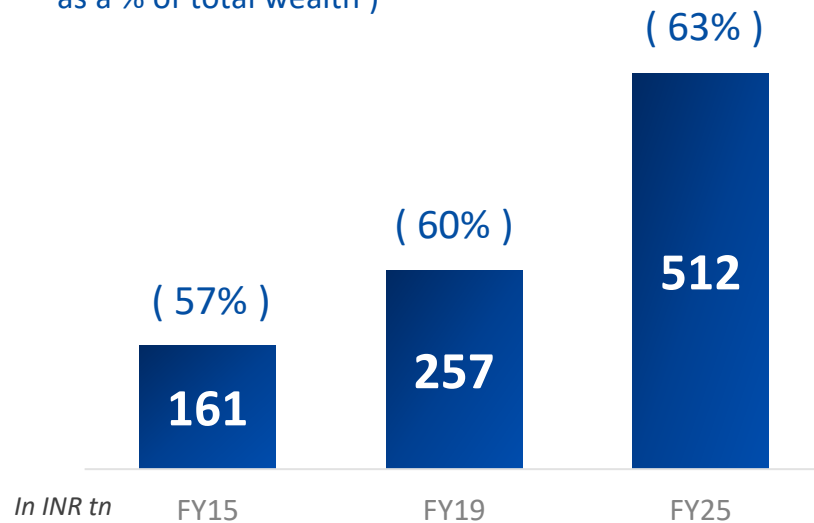
2. Our Journey so far

3. Way Ahead

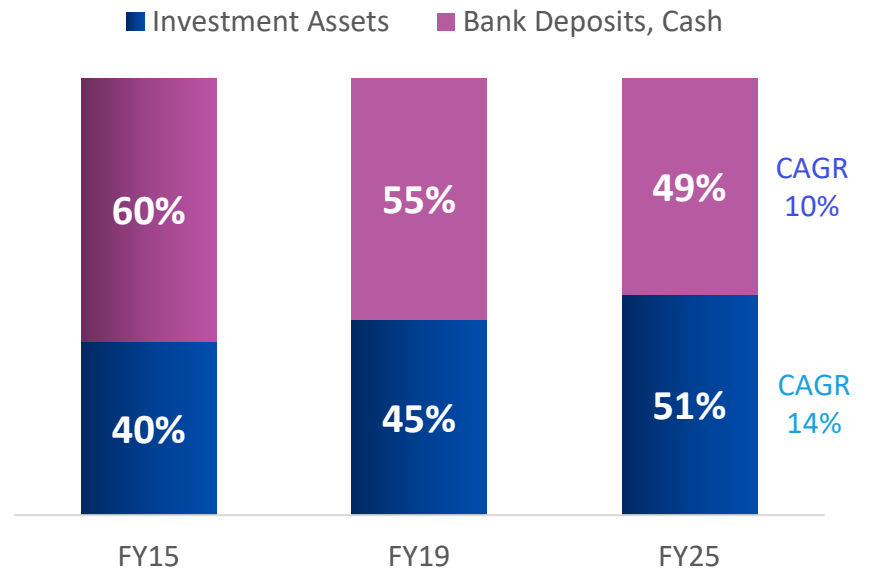
Wealth Management – a structural and scalable opportunity

Financial wealth in India is expected to grow 2x by 2025

(Financial Assets as a % of total wealth)



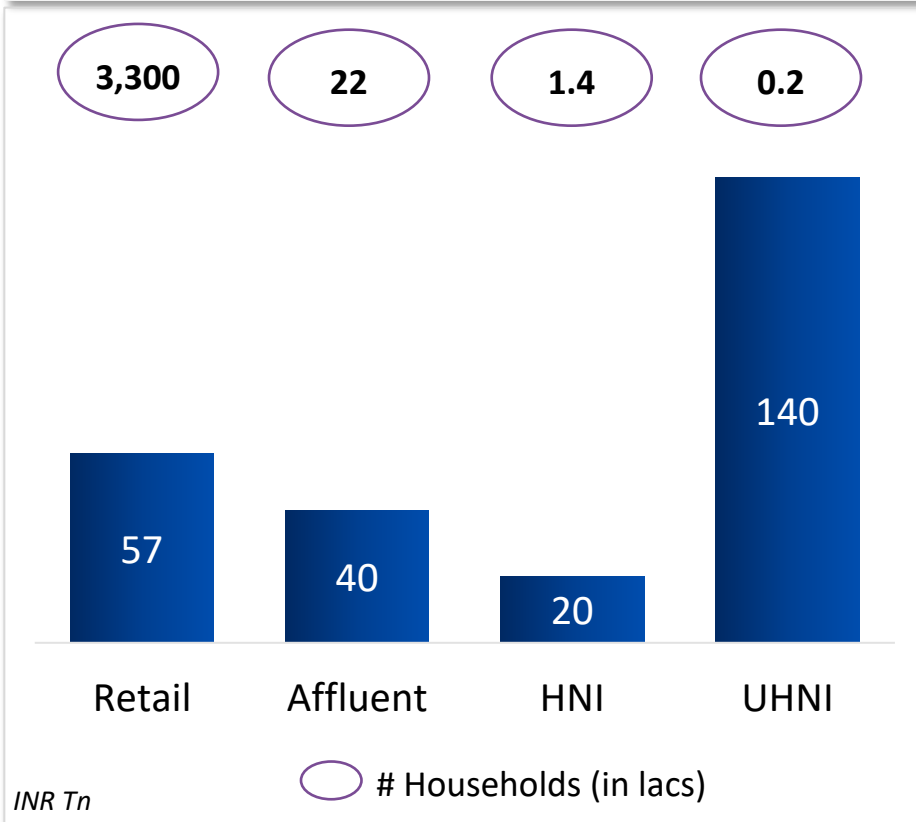
Investment asset class in FY25 will be equal to total financial assets in FY19 (~ INR 250 tn)



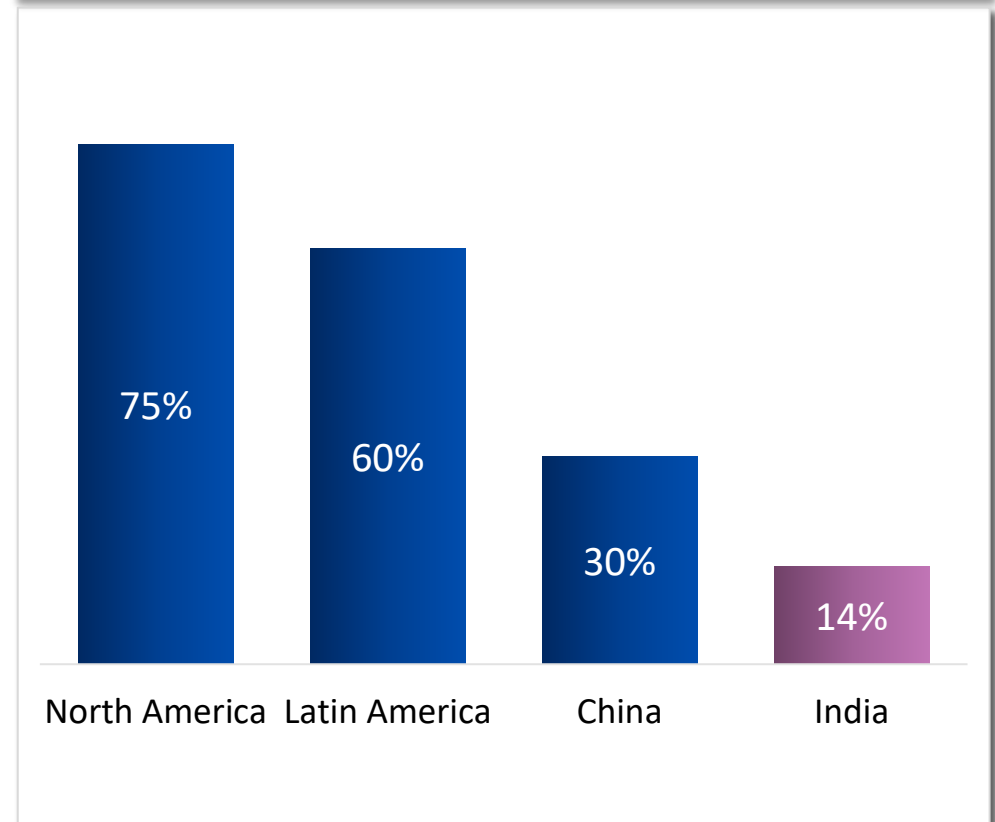
Within financial savings 'Shares and debentures' asset class growing fastest at ~7x

Concentrated financial wealth; low penetration by organized players

~80% of the financial wealth in hands of 0.7% of households



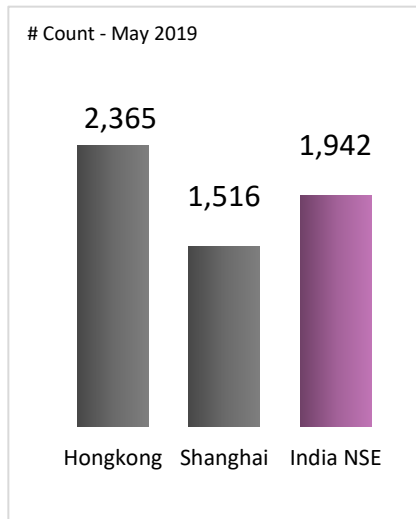
Organized players in India have ~14% penetration of financial wealth vs. developed nations at 50-75%



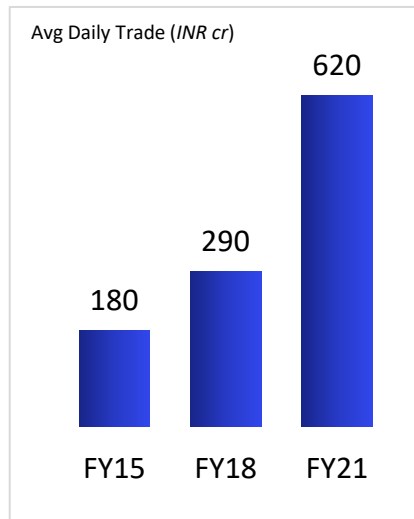
Financial wealth is concentrated in top 50 cities

Capital markets growing at a faster pace in India

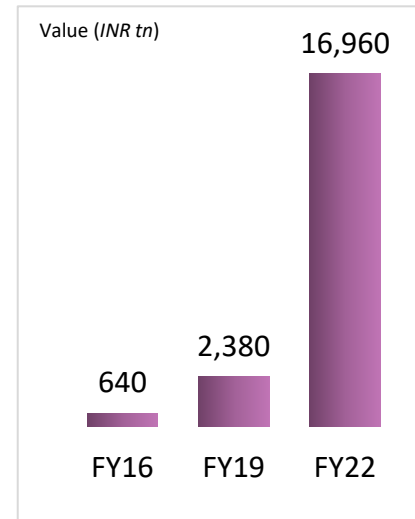
Co's listed on NSE
135 (1995) to **1,942** (2019)
At par with Asian peers



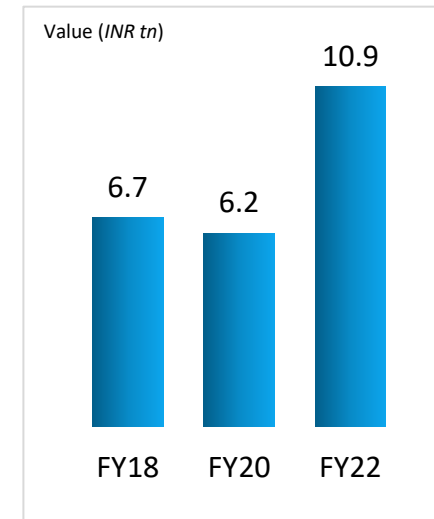
Continued equity growth
Cash turnover grown by
3.5x in 6 years



Steep rise in Derivatives
Equity F&O grown by
27x in 6 years



Vibrant primary market
large no of listings,
M&A, PE trades



Multiple reforms developing deeper and robust capital markets

1. Industry Landscape

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Edelweiss Wealth Management

Wealth Management	Institutional Equities	Advisory	Investment Management
<p>~ INR 2,00,000 cr of client assets</p> <p>Amongst top 2 independent wealth management players</p>	<p>5 % revenue market share</p> <p>Largest domestic institutional brokerage house by volume</p>	<p>Market Share: Fixed Income: 8.4%, ECM: 2.7%, Advisory: 1.4%</p> <p>Rank 1st for debt public issues and amongst top bankers for ECM, PE, M&A</p>	<p>~ INR 5,000 cr of AUM</p> <p>Specialists in alternatives. Market leaders in structured products</p>

Supported by strong Capital Markets Franchise that are market dominating and scaling steadily

With established credentials

Wealth Management, Investment Management and Capital Markets



Client assets over **INR 2 Lac Cr**



Gross sales of **INR 25,000+ Cr**



Net Promoter score – **73**
Peer rank **#1** in pre-IPO funds



1,50,000+ Affluent client acquired



INR 3,800+ Cr of client assets raised in 1 year (IM)



~**2,300** IM investors



13 lacs+ IE daily trades



Best Private Bank, Best Private Bank for Family offices, Best Broker, Best Wealth Manager

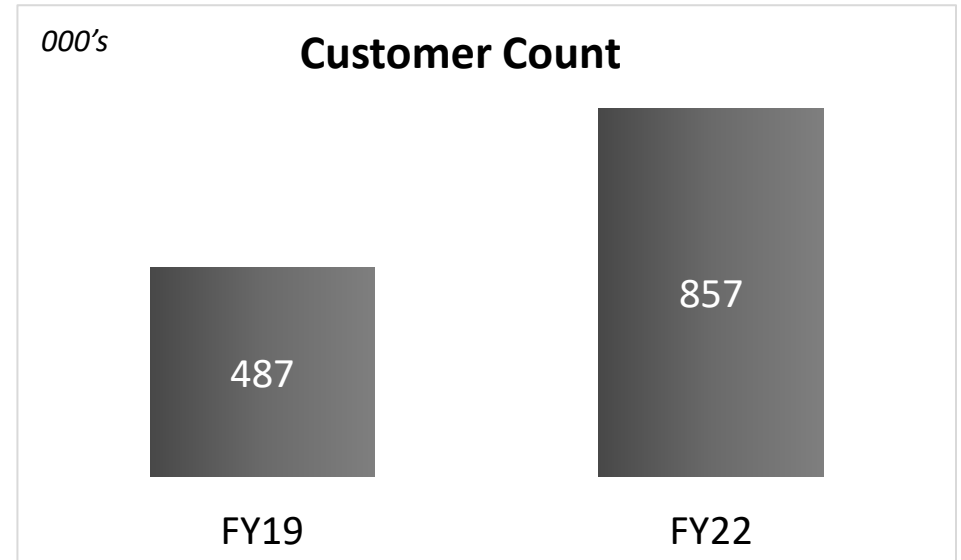
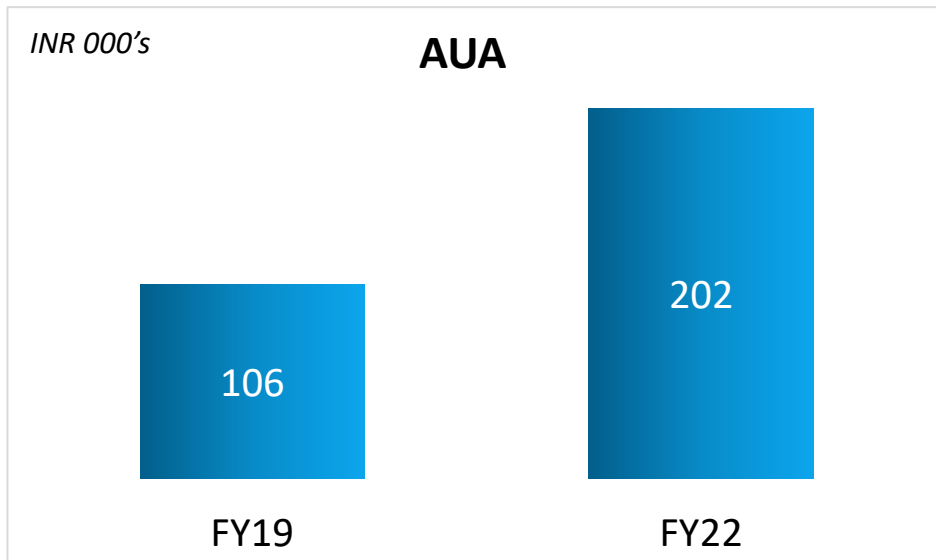
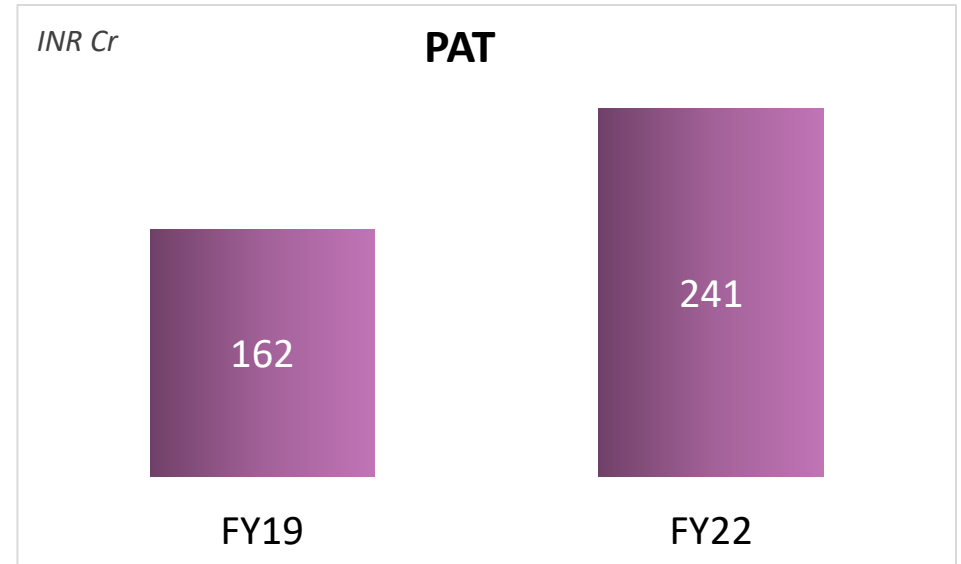
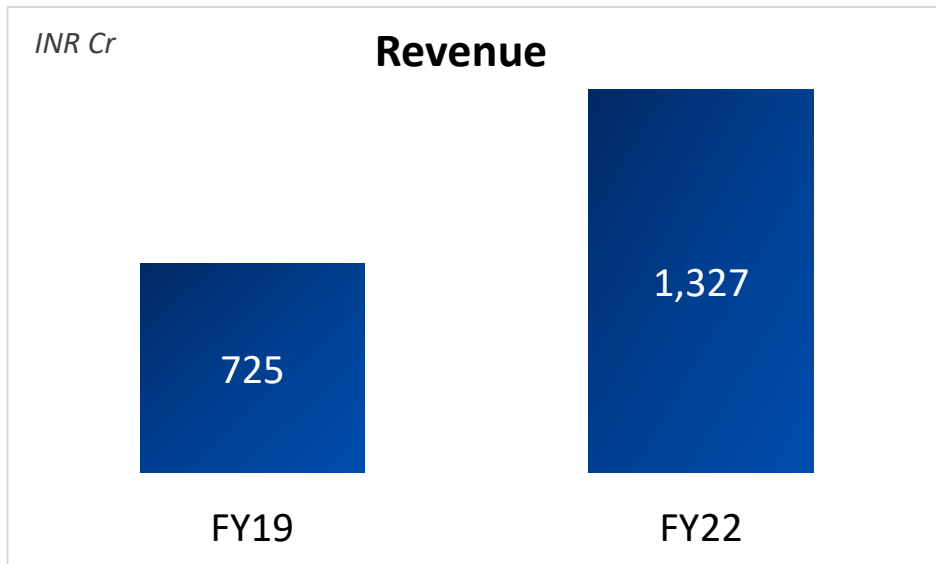


230+ deals
IB transactions raising \$ 85 bn since April 2014



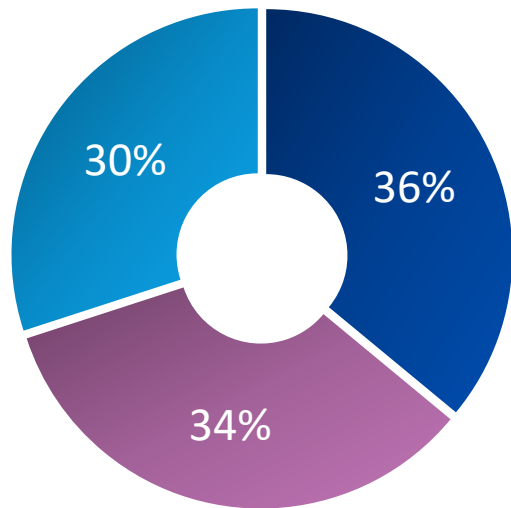
280+ Companies under research coverage. Largest on the street. #1 rank in 6 categories

And strong performance over the years



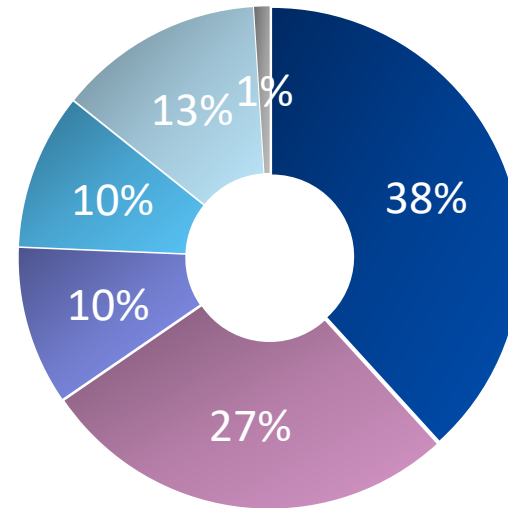
Well diversified earnings across customer segments and product lines

Across Client Segments



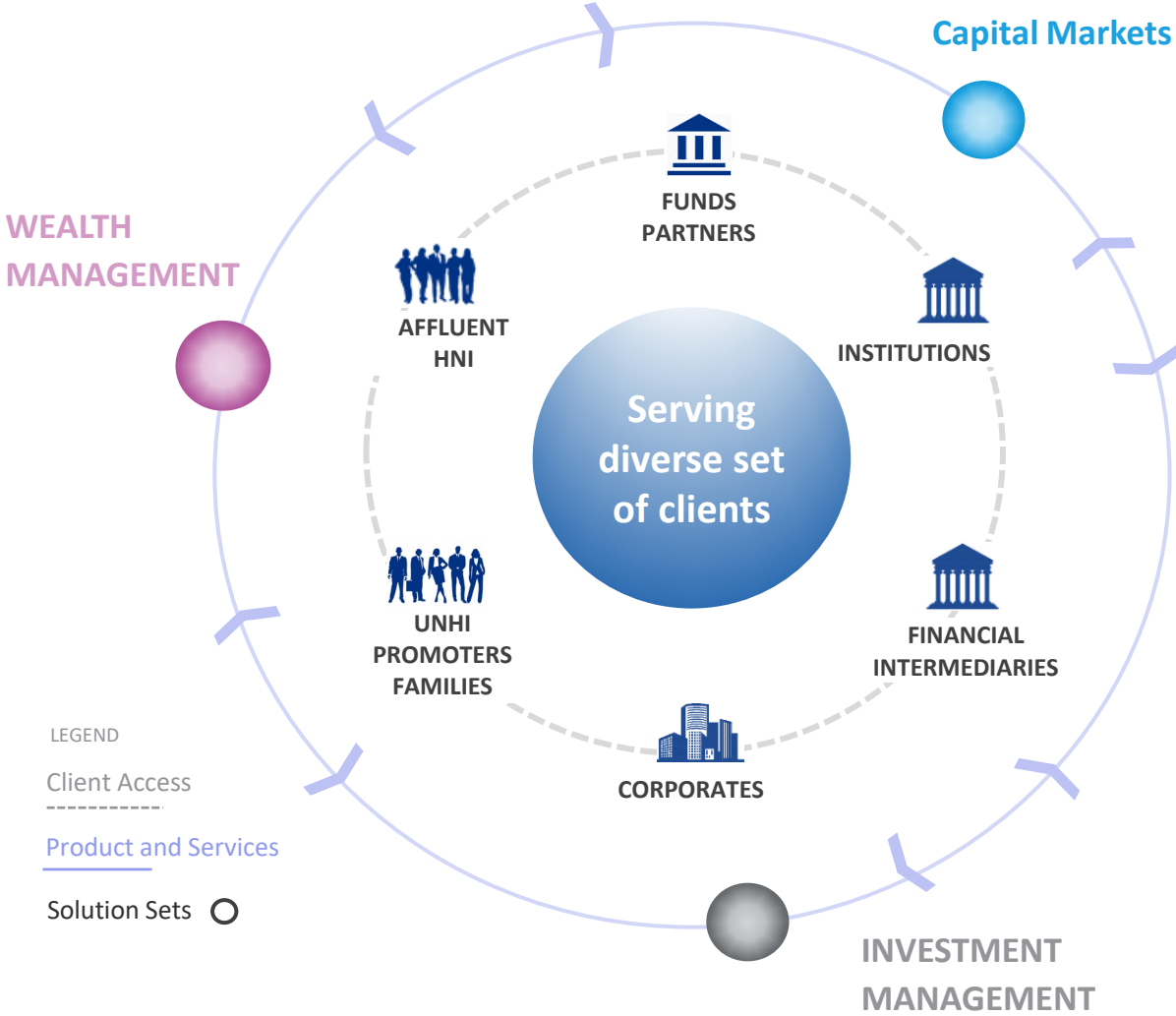
■ Affluent and HNI ■ UHNI ■ Institutional

Across Products









■ Broking & Allied ■ Distribution
■ NII ■ Advisory Fees
■ Clearing & Custody ■ Investment Mgt Fees

Built a virtuous and self-reinforcing ecosystem



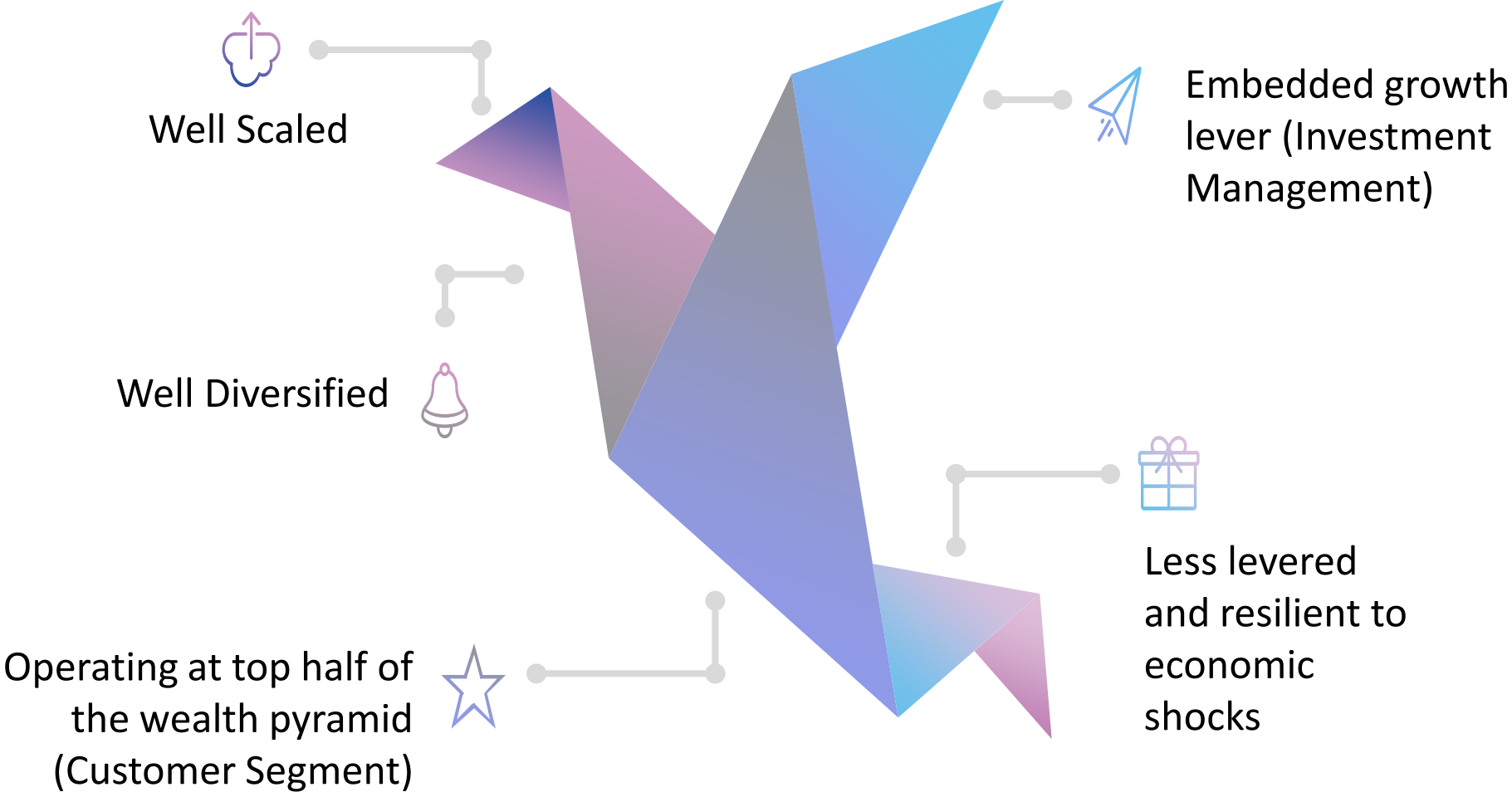
Strong, stable and sustainable with deep specialization around client segments

Extensive coverage

Wealth and Investment Management		Capital Markets	
 <p>850K+ Affluent Clients</p>	 <p>2800+ UHNI Clients</p>	 <p>700+ Institutional clients (Public-side)</p>	 <p>500+ Corporate clients coverage</p>
 <p>1800+ Partner Network</p>	 <p>400+ Locations</p>	 <p>450+ Custody clients</p>	 <p>140+ Financial sponsors coverage</p>

Well-scaled and proven execution

Rightly positioned to capture market opportunity



1. Industry Landscape

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Future growth objectives



❖ Grow Wealth Management

- a) Continue focus on client acquisition, digital capabilities, geographic expansion
 - b) Grow clients and client assets by 3x in next 5 years
 - c) Scale up RM strength by 2.5x
-

❖ Scale Investment Management

- a) Grow AUM to 40,000 to 45,000 crores with focus on adding new products in Alternatives and long only strategies
-

❖ Maintain Leadership in Capital Markets

Grow - Meaningfully, Efficiently and Responsibly

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For more information, please visit

NOTES:

- Slide 4: Source: Karvy Wealth Report 2020, National Accounts, EWM estimates, Investment assets includes Insurance, Direct Equity, Mutual Fund, Unlisted Equity, Alternative Investments and International Assets
- Slide 5: Source: Kotak Wealth Report, Karvy Wealth Report, Mckinsey Wealth Report | 2017-2019, Asian Private banker 2020 and EWM estimates