

EW/Sec/2016/BM-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: Outcome of the Board Meeting**

This is to inform you that the Board of Directors of the Company at their meeting held today, have approved the following unaudited Results for the second quarter and half year ended September 30, 2016:-

- a) Consolidated Financial Results of the Company; and
- b) Standalone Financial Results of the Company.

The copies of the results together with the Limited Review Report issued by the Auditors of the Company are enclosed.

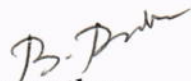
The meeting of the Board of Directors of the Company commenced at 9.00 a.m. and concluded at 10.35 a.m.

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

Proud to announce Rs. 1 crore life cover to each and every athlete of the 2016 Indian Olympic team by Edelweiss Tokio Life Insurance Co. Ltd.

**Edelweiss Financial Services Limited**

Corporate Identity Number : L99999MH1995PLC094641

Registered Office : Edelweiss House, Off CST Road, Kalina, Mumbai 400098 ☎ +91 22 4009 4400 ☎ +91 22 4019 4890 [www.edelweissfin.com](http://www.edelweissfin.com)

# Edelweiss Financial Services Limited

Corporate Identity Number: L99999MH1995PLC094641

Registered Office: Edelweiss House, Off. C.S.T. Road, Kalina, Mumbai - 400 098

Tel: +91-22-40094400 Fax: +91-22-40863610

Website : www.edelweissfin.com



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## Consolidated Financial Results for the quarter and half year ended 30 September 2016

| Particulars                                                                                                       | Quarter Ended                        |                                 |                                      | Half Year Ended                      |                                      | Year Ended                     |
|-------------------------------------------------------------------------------------------------------------------|--------------------------------------|---------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------|
|                                                                                                                   | September<br>30, 2016<br>(Unaudited) | June<br>30, 2016<br>(Unaudited) | September<br>30, 2015<br>(Unaudited) | September<br>30, 2016<br>(Unaudited) | September<br>30, 2015<br>(Unaudited) | March<br>31, 2016<br>(Audited) |
| <b>1 Income from operations</b>                                                                                   |                                      |                                 |                                      |                                      |                                      |                                |
| (a) Fee and commission                                                                                            | 240.54                               | 170.74                          | 148.04                               | 411.28                               | 310.88                               | 696.61                         |
| (b) Fund based activities                                                                                         | 1,227.73                             | 1,214.05                        | 1,017.78                             | 2,441.78                             | 1,964.85                             | 4,170.36                       |
| (c) Premium from life insurance business                                                                          | 84.61                                | 53.25                           | 57.53                                | 137.86                               | 87.73                                | 300.18                         |
| (d) Other operating income                                                                                        | 39.30                                | 27.36                           | 16.42                                | 66.66                                | 30.46                                | 86.79                          |
| <b>Total income from operations</b>                                                                               | <b>1,592.18</b>                      | <b>1,465.40</b>                 | <b>1,239.77</b>                      | <b>3,057.58</b>                      | <b>2,393.92</b>                      | <b>5,253.94</b>                |
| <b>2 Expenses</b>                                                                                                 |                                      |                                 |                                      |                                      |                                      |                                |
| (a) Employee benefits expense                                                                                     | 276.52                               | 247.58                          | 213.41                               | 524.10                               | 424.75                               | 882.13                         |
| (b) Depreciation and amortisation expense                                                                         | 22.84                                | 23.46                           | 20.68                                | 46.30                                | 40.73                                | 90.23                          |
| (c) Change in life insurance policy liability - actuarial                                                         | 86.80                                | 55.11                           | 49.57                                | 141.91                               | 71.63                                | 255.49                         |
| (d) Other expenses                                                                                                | 268.95                               | 239.69                          | 188.19                               | 508.64                               | 359.50                               | 848.98                         |
| <b>Total expenses</b>                                                                                             | <b>655.11</b>                        | <b>565.84</b>                   | <b>471.85</b>                        | <b>1,220.95</b>                      | <b>896.61</b>                        | <b>2,076.83</b>                |
| <b>3 Profit / (Loss) from operations before other income and finance costs (1-2)</b>                              | <b>937.07</b>                        | <b>899.56</b>                   | <b>767.92</b>                        | <b>1,836.63</b>                      | <b>1,497.31</b>                      | <b>3,177.11</b>                |
| <b>4 Other income</b>                                                                                             | <b>4.42</b>                          | <b>6.78</b>                     | <b>0.57</b>                          | <b>11.20</b>                         | <b>5.20</b>                          | <b>14.15</b>                   |
| <b>5 Profit / (Loss) from ordinary activities before finance costs (3+4)</b>                                      | <b>941.49</b>                        | <b>906.34</b>                   | <b>768.49</b>                        | <b>1,847.83</b>                      | <b>1,502.51</b>                      | <b>3,191.26</b>                |
| <b>6 Finance costs</b>                                                                                            | <b>708.88</b>                        | <b>698.69</b>                   | <b>637.68</b>                        | <b>1,407.57</b>                      | <b>1,243.27</b>                      | <b>2,620.09</b>                |
| <b>7 Profit / (Loss) before tax (5-6)</b>                                                                         | <b>232.61</b>                        | <b>207.65</b>                   | <b>130.81</b>                        | <b>440.26</b>                        | <b>259.24</b>                        | <b>571.17</b>                  |
| <b>8 Tax expense</b>                                                                                              | <b>96.85</b>                         | <b>82.89</b>                    | <b>48.21</b>                         | <b>179.74</b>                        | <b>95.37</b>                         | <b>235.38</b>                  |
| <b>9 Net Profit / (Loss) after tax (7-8)</b>                                                                      | <b>135.76</b>                        | <b>124.76</b>                   | <b>82.60</b>                         | <b>260.52</b>                        | <b>163.87</b>                        | <b>335.79</b>                  |
| <b>10 Share of profit / (loss) of associates</b>                                                                  | <b>4.93</b>                          | <b>6.11</b>                     | <b>8.20</b>                          | <b>11.04</b>                         | <b>17.21</b>                         | <b>47.65</b>                   |
| <b>11 Minority interest</b>                                                                                       | <b>(3.73)</b>                        | <b>(8.81)</b>                   | <b>(4.89)</b>                        | <b>(12.54)</b>                       | <b>(5.89)</b>                        | <b>(30.94)</b>                 |
| <b>12 Net Profit / (Loss) after taxes, minority interest and share of profit / (loss) of associates (9+10-11)</b> | <b>144.42</b>                        | <b>139.68</b>                   | <b>95.69</b>                         | <b>284.10</b>                        | <b>186.97</b>                        | <b>414.38</b>                  |
| <b>13 Paid-up equity share capital (Face Value of ₹ 1/- Per Share)</b>                                            | <b>82.84</b>                         | <b>82.32</b>                    | <b>81.12</b>                         | <b>82.84</b>                         | <b>81.12</b>                         | <b>81.40</b>                   |
| <b>14 Reserves excluding Revaluation Reserves</b>                                                                 |                                      |                                 |                                      |                                      |                                      | <b>3,591.40</b>                |
| <b>15 Earnings Per Share (EPS) in Rupees (Face Value of ₹ 1/- Per Share)</b>                                      |                                      |                                 |                                      |                                      |                                      |                                |
| - Basic (Not annualised)                                                                                          | 1.72                                 | 1.68                            | 1.15                                 | 3.40                                 | 2.27                                 | 5.01                           |
| - Diluted (Not annualised)                                                                                        | 1.65                                 | 1.63                            | 1.11                                 | 3.26                                 | 2.18                                 | 4.85                           |

### Notes:

- The consolidated financial results of Edelweiss Financial Services Limited ('EFSL' or 'the Company') for the quarter and half year ended 30 September 2016 have been reviewed and recommended by the Audit Committee at its meeting held on 08 November 2016 and approved by the Board of Directors at its meeting held on 09 November 2016.
- The financial results for the quarter and half year ended 30 September 2016 of EFSL, on consolidated basis, have been subjected to a 'Limited Review' by the Statutory Auditors of the Company and the auditors have issued an unqualified review report.
- The Company conducts its operations along with its subsidiaries and associates. The consolidated financial results are prepared in accordance with Accounting Standard - 21 (AS-21) "Consolidated Financial Statements" and Accounting Standard - 23 (AS-23) "Accounting for investment in associates in Consolidated Financial Statements" specified under section 133 of the Companies Act, 2013, read with Rule 7 of the Companies (Accounts) Rules, 2014.
- Edelweiss Asset Reconstruction Company Limited ('EARC') which was an associate of the Company has become a Subsidiary of the Company with effect from 16 September 2016 and accordingly, the financial statements of EARC for the period 16 September 2016 to 30 September 2016 have been consolidated.
- During the quarter ended 30 September 2016, the Company has issued 5,197,487 equity shares of face value of ₹ 1 each to the employees on exercise of employee stock options.



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## 6 Consolidated Segment Results

(₹ in Crores)

| Particulars                                                        | Quarter Ended                        |                                 |                                      | Half Year Ended                      |                                      | Year Ended                     |
|--------------------------------------------------------------------|--------------------------------------|---------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------|
|                                                                    | September<br>30, 2016<br>(Unaudited) | June<br>30, 2016<br>(Unaudited) | September<br>30, 2015<br>(Unaudited) | September<br>30, 2016<br>(Unaudited) | September<br>30, 2015<br>(Unaudited) | March<br>31, 2016<br>(Audited) |
| <b>1 Segment revenue [Total income]</b>                            |                                      |                                 |                                      |                                      |                                      |                                |
| Agency                                                             | 241.37                               | 216.92                          | 209.84                               | 458.29                               | 415.22                               | 934.76                         |
| Capital Based                                                      | 1,226.61                             | 1,167.49                        | 965.49                               | 2,394.10                             | 1,871.03                             | 3,990.76                       |
| Life Insurance                                                     | 132.66                               | 92.92                           | 75.99                                | 225.58                               | 131.96                               | 387.47                         |
| Unallocated                                                        | 0.89                                 | 0.96                            | (2.78)                               | 1.85                                 | (1.88)                               | 2.75                           |
| <b>Total income</b>                                                | <b>1,601.53</b>                      | <b>1,478.29</b>                 | <b>1,248.54</b>                      | <b>3,079.82</b>                      | <b>2,416.33</b>                      | <b>5,315.74</b>                |
| <b>2 Segment results [Profit / (Loss) before tax and interest]</b> |                                      |                                 |                                      |                                      |                                      |                                |
| Agency                                                             | 44.13                                | 19.10                           | 58.06                                | 63.23                                | 75.53                                | 137.21                         |
| Capital Based                                                      | 242.23                               | 227.90                          | 125.84                               | 470.13                               | 276.35                               | 661.08                         |
| Life Insurance                                                     | (41.62)                              | (30.73)                         | (32.94)                              | (72.35)                              | (60.17)                              | (154.78)                       |
| Unallocated                                                        | -                                    | -                               | -                                    | -                                    | -                                    | -                              |
| <b>Profit / (Loss) before tax</b>                                  | <b>244.74</b>                        | <b>216.27</b>                   | <b>150.96</b>                        | <b>461.01</b>                        | <b>291.71</b>                        | <b>643.51</b>                  |
| <b>Less:</b>                                                       |                                      |                                 |                                      |                                      |                                      |                                |
| (a) Interest                                                       | -                                    | -                               | -                                    | -                                    | -                                    | -                              |
| (b) Unallocated net expenditure                                    | (7.20)                               | (2.51)                          | (11.95)                              | (9.71)                               | (15.26)                              | (24.69)                        |
| <b>Total Profit before tax</b>                                     | <b>237.54</b>                        | <b>213.76</b>                   | <b>139.01</b>                        | <b>451.30</b>                        | <b>276.45</b>                        | <b>618.82</b>                  |
| <b>3 Segment Assets</b>                                            |                                      |                                 |                                      |                                      |                                      |                                |
| Agency                                                             | 2,521.17                             | 2,258.15                        | 1,731.70                             | 2,521.17                             | 1,731.70                             | 2,170.85                       |
| Capital Based                                                      | 36,404.72                            | 33,670.76                       | 30,169.63                            | 36,404.72                            | 30,169.63                            | 32,740.10                      |
| Life Insurance                                                     | 1,605.46                             | 1,548.82                        | 881.11                               | 1,605.46                             | 881.11                               | 1,551.68                       |
| Unallocated                                                        | 524.52                               | 479.79                          | 426.66                               | 524.52                               | 426.66                               | 521.94                         |
| <b>Total assets</b>                                                | <b>41,055.87</b>                     | <b>37,957.52</b>                | <b>33,209.10</b>                     | <b>41,055.87</b>                     | <b>33,209.10</b>                     | <b>36,984.57</b>               |
| <b>4 Segment Liabilities</b>                                       |                                      |                                 |                                      |                                      |                                      |                                |
| Agency                                                             | 2,270.14                             | 2,029.21                        | 1,518.83                             | 2,270.14                             | 1,518.83                             | 1,962.08                       |
| Capital Based                                                      | 33,011.28                            | 30,603.46                       | 27,422.27                            | 33,011.28                            | 27,422.27                            | 29,882.99                      |
| Life Insurance                                                     | 732.67                               | 633.83                          | 377.18                               | 732.67                               | 377.18                               | 612.57                         |
| Unallocated                                                        | 193.54                               | 125.27                          | 133.91                               | 193.54                               | 133.91                               | 155.20                         |
| <b>Total liabilities</b>                                           | <b>36,207.63</b>                     | <b>33,391.77</b>                | <b>29,452.19</b>                     | <b>36,207.63</b>                     | <b>29,452.19</b>                     | <b>32,612.84</b>               |
| <b>5 Capital employed [Segment assets - Segment liabilities]</b>   |                                      |                                 |                                      |                                      |                                      |                                |
| Agency                                                             | 251.03                               | 228.94                          | 212.87                               | 251.03                               | 212.87                               | 208.77                         |
| Capital Based                                                      | 3,393.44                             | 3,067.30                        | 2,747.36                             | 3,393.44                             | 2,747.36                             | 2,857.11                       |
| Life Insurance                                                     | 872.79                               | 914.99                          | 503.93                               | 872.79                               | 503.93                               | 939.11                         |
| Unallocated                                                        | 330.98                               | 354.52                          | 292.75                               | 330.98                               | 292.75                               | 366.74                         |
| <b>Total capital employed</b>                                      | <b>4,848.24</b>                      | <b>4,565.75</b>                 | <b>3,756.91</b>                      | <b>4,848.24</b>                      | <b>3,756.91</b>                      | <b>4,371.73</b>                |

The Company has made its consolidated segment reporting to meaningfully represent its business lines. Agency includes broking, advisory, product distribution and other fee based businesses; Capital includes income from treasury operations, investment income and financing; Life insurance represents life insurance business. Segment data for previous financial period/year has been reclassified to conform to current financial period/year presentation.



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**Edelweiss**  
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(₹ in Crores)

|                                                    | As at                                |                                |
|----------------------------------------------------|--------------------------------------|--------------------------------|
|                                                    | September<br>30, 2016<br>(Unaudited) | March<br>31, 2016<br>(Audited) |
| <b>A EQUITY AND LIABILITIES</b>                    |                                      |                                |
| <b>1 Shareholders' funds</b>                       |                                      |                                |
| (a) Share capital                                  | 82.84                                | 81.40                          |
| (b) Reserves and surplus                           | 3,923.41                             | 3,591.40                       |
| <b>Sub-total - Shareholders' funds</b>             | <b>4,006.25</b>                      | <b>3,672.80</b>                |
| <b>2 Share application money pending allotment</b> | <b>2.05</b>                          | <b>2.06</b>                    |
| <b>3 Minority interest</b>                         | <b>839.94</b>                        | <b>696.87</b>                  |
| <b>4 Non-current liabilities</b>                   |                                      |                                |
| (a) Long-term borrowings                           | 12,100.78                            | 10,103.64                      |
| (b) Other long-term liabilities                    | 267.14                               | 221.78                         |
| (c) Long-term provisions                           | 727.59                               | 575.94                         |
| <b>Sub-total - Non-current liabilities</b>         | <b>13,095.51</b>                     | <b>10,901.36</b>               |
| <b>5 Current liabilities</b>                       |                                      |                                |
| (a) Short-term borrowings                          | 14,932.95                            | 13,861.22                      |
| (b) Trade payables                                 | 1,729.20                             | 1,650.73                       |
| (c) Other current liabilities                      | 5,972.45                             | 5,832.54                       |
| (d) Short-term provisions                          | 477.52                               | 366.99                         |
| <b>Sub-total - Current liabilities</b>             | <b>23,112.12</b>                     | <b>21,711.48</b>               |
| <b>TOTAL - EQUITY AND LIABILITIES</b>              | <b>41,055.87</b>                     | <b>36,984.57</b>               |
| <b>B ASSETS</b>                                    |                                      |                                |
| <b>1 Non-current assets</b>                        |                                      |                                |
| (a) Fixed assets                                   | 673.74                               | 694.45                         |
| (b) Non-current investments                        | 5,095.71                             | 2,000.91                       |
| (c) Deferred tax assets (net)                      | 194.08                               | 179.59                         |
| (d) Long-term loans and advances                   | 6,029.88                             | 7,720.06                       |
| (e) Other non-current assets                       | 729.91                               | 1,313.78                       |
| <b>Sub-total - Non-current assets</b>              | <b>12,723.32</b>                     | <b>11,908.79</b>               |
| <b>2 Current assets</b>                            |                                      |                                |
| (a) Current investments                            | 749.19                               | 695.52                         |
| (b) Inventories                                    | 9,610.41                             | 11,511.91                      |
| (c) Trade receivables                              | 631.37                               | 518.60                         |
| (d) Cash and cash equivalents                      | 2,297.45                             | 1,934.01                       |
| (e) Short-term loans and advances                  | 12,851.99                            | 9,060.19                       |
| (f) Other current assets                           | 2,192.14                             | 1,355.55                       |
| <b>Sub-total - Current assets</b>                  | <b>28,332.55</b>                     | <b>25,075.78</b>               |
| <b>TOTAL - ASSETS</b>                              | <b>41,055.87</b>                     | <b>36,984.57</b>               |

8 The previous period/year figures have been regrouped/reclassified wherever necessary to conform to current period's/year's presentation.

9 The consolidated results will be available on the Company's website - www.edelweissfin.com

On behalf of the Board of Directors

Rakesh Shah  
Chairman

Mumbai, 09 November 2016.



## Edelweiss Financial Services Limited

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### Standalone Financial Results for the quarter and half year ended 30 September 2016

(₹ in Crores)

|    | Particulars                                                                        | Quarter Ended                        |                                 |                                      | Half Year Ended                      |                                      | Year Ended                     |
|----|------------------------------------------------------------------------------------|--------------------------------------|---------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------|
|    |                                                                                    | September<br>30, 2016<br>(Unaudited) | June<br>30, 2016<br>(Unaudited) | September<br>30, 2015<br>(Unaudited) | September<br>30, 2016<br>(Unaudited) | September<br>30, 2015<br>(Unaudited) | March<br>31, 2016<br>(Audited) |
| 1  | <b>Income from operations</b>                                                      |                                      |                                 |                                      |                                      |                                      |                                |
|    | (a) Income from operations                                                         | 82.25                                | 86.66                           | 56.46                                | 168.91                               | 131.51                               | 316.29                         |
|    | (b) Other operating income                                                         | 11.16                                | 6.22                            | 2.91                                 | 17.38                                | 2.94                                 | 19.07                          |
|    | <b>Total income from operations</b>                                                | <b>93.41</b>                         | <b>92.88</b>                    | <b>59.37</b>                         | <b>186.29</b>                        | <b>134.45</b>                        | <b>335.36</b>                  |
| 2  | <b>Expenses</b>                                                                    |                                      |                                 |                                      |                                      |                                      |                                |
|    | (a) Employee benefits expense                                                      | 23.04                                | 20.32                           | 13.12                                | 43.36                                | 30.69                                | 70.08                          |
|    | (b) Depreciation and amortisation expense                                          | 0.68                                 | 0.56                            | 0.62                                 | 1.24                                 | 1.30                                 | 2.56                           |
|    | (c) Other expenses                                                                 | 24.35                                | 18.41                           | 9.95                                 | 42.76                                | 22.92                                | 57.48                          |
|    | <b>Total expenses</b>                                                              | <b>48.07</b>                         | <b>39.29</b>                    | <b>23.69</b>                         | <b>87.36</b>                         | <b>54.91</b>                         | <b>130.12</b>                  |
| 3  | <b>Profit / (Loss) from operations before other income and finance costs (1-2)</b> | <b>45.34</b>                         | <b>53.59</b>                    | <b>35.68</b>                         | <b>98.93</b>                         | <b>79.54</b>                         | <b>205.24</b>                  |
| 4  | Other income                                                                       | -                                    | -                               | 0.04                                 | -                                    | 0.05                                 | 2.97                           |
| 5  | <b>Profit / (Loss) from ordinary activities before finance costs (3+4)</b>         | <b>45.34</b>                         | <b>53.59</b>                    | <b>35.72</b>                         | <b>98.93</b>                         | <b>79.59</b>                         | <b>208.21</b>                  |
| 6  | Finance costs                                                                      | 35.66                                | 39.79                           | 3.33                                 | 75.45                                | 10.32                                | 23.23                          |
| 7  | <b>Profit / (Loss) before tax (5-6)</b>                                            | <b>9.68</b>                          | <b>13.80</b>                    | <b>32.39</b>                         | <b>23.48</b>                         | <b>69.27</b>                         | <b>184.98</b>                  |
| 8  | Tax expense                                                                        | 0.86                                 | 2.28                            | 3.86                                 | 3.14                                 | 11.17                                | 29.40                          |
| 9  | <b>Net Profit / (Loss) after tax (7-8)</b>                                         | <b>8.82</b>                          | <b>11.52</b>                    | <b>28.53</b>                         | <b>20.34</b>                         | <b>58.10</b>                         | <b>155.58</b>                  |
| 10 | Paid-up equity share capital (Face Value of ₹ 1/- Per Share)                       | 82.84                                | 82.32                           | 81.12                                | 82.84                                | 81.12                                | 81.40                          |
| 11 | Reserves excluding Revaluation Reserves                                            |                                      |                                 |                                      |                                      |                                      | 1,520.46                       |
| 12 | Earnings Per Share (EPS) in Rupees (Face Value of ₹ 1/- Per Share)                 |                                      |                                 |                                      |                                      |                                      |                                |
|    | - Basic (Not annulised)                                                            | 0.11                                 | 0.14                            | 0.35                                 | 0.25                                 | 0.72                                 | 1.93                           |
|    | - Diluted (Not annulised)                                                          | 0.10                                 | 0.13                            | 0.34                                 | 0.24                                 | 0.69                                 | 1.87                           |
| 13 | Debt Service Coverage Ratio (DSCR) *                                               |                                      |                                 |                                      | 0.13                                 | 0.02                                 | 0.29                           |
| 14 | Interest Service Coverage Ratio (ISCR) **                                          |                                      |                                 |                                      | 1.32                                 | 11.79                                | 12.09                          |

\* DSCR = Profit before interest and tax / (Interest expense + Principal repayment in next six months)

\*\* ISCR = Profit before interest and tax / Interest expense

#### Notes:

- The standalone financial results of Edelweiss Financial Services Limited ('EFSL' or 'the Company') for the quarter and half year ended 30 September 2016 have been reviewed and recommended by the Audit Committee at its meeting held on 8 November 2016 and approved by the Board of Directors at its meeting held on 9 November 2016.
- The financial results for the quarter and half year ended 30 September 2016 of EFSL, on a standalone basis, have been subjected to a 'Limited Review' by the Statutory Auditors of the Company and the auditors have issued an unqualified review report.
- During the quarter ended 30 September 2016, the Company has issued 5,197,487 equity shares of face value of ₹ 1 each to the employees on exercise of employee stock options.



**Edelweiss Financial Services Limited**

Corporate Identity Number: L99999MH1995PLC094641

Registered Office: Edelweiss House, Off. C.S.T. Road, Kalina, Mumbai - 400 098

Tel: +91-22-40094400 Fax: +91-22-40863610

Website : www.edelweissfin.com

**Edelweiss**  
Ideas create. values protect**4 Standalone Segment Results**

(₹ in Crores)

|          | Particulars                                                      | Quarter Ended                        |                                 |                                      | Half Year Ended                      |                                      | Year Ended                     |
|----------|------------------------------------------------------------------|--------------------------------------|---------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------|
|          |                                                                  | September<br>30, 2016<br>(Unaudited) | June<br>30, 2016<br>(Unaudited) | September<br>30, 2015<br>(Unaudited) | September<br>30, 2016<br>(Unaudited) | September<br>30, 2015<br>(Unaudited) | March<br>31, 2016<br>(Audited) |
| <b>1</b> | <b>Segment revenue [Total income]</b>                            |                                      |                                 |                                      |                                      |                                      |                                |
|          | Agency                                                           | 42.15                                | 31.59                           | 34.52                                | 73.74                                | 88.06                                | 177.91                         |
|          | Holding Company activities                                       | 51.26                                | 61.29                           | 24.89                                | 112.55                               | 46.44                                | 160.42                         |
|          | Unallocated                                                      | -                                    | -                               | -                                    | -                                    | -                                    | -                              |
|          | <b>Total income</b>                                              | <b>93.41</b>                         | <b>92.88</b>                    | <b>59.41</b>                         | <b>186.29</b>                        | <b>134.50</b>                        | <b>338.33</b>                  |
| <b>2</b> | <b>Segment results [Profit / (Loss) before tax and interest]</b> |                                      |                                 |                                      |                                      |                                      |                                |
|          | Agency                                                           | 8.18                                 | 8.96                            | 23.85                                | 17.14                                | 58.73                                | 108.73                         |
|          | Holding Company activities (after interest expenses)             | 1.50                                 | 4.84                            | 10.50                                | 6.34                                 | 15.02                                | 86.98                          |
|          | Unallocated                                                      | -                                    | -                               | -                                    | -                                    | -                                    | -                              |
|          | <b>Profit / (Loss) before tax</b>                                | <b>9.68</b>                          | <b>13.80</b>                    | <b>34.35</b>                         | <b>23.48</b>                         | <b>73.75</b>                         | <b>195.71</b>                  |
|          | <b>Less:</b>                                                     |                                      |                                 |                                      |                                      |                                      |                                |
|          | (a) Interest                                                     | -                                    | -                               | -                                    | -                                    | -                                    | -                              |
|          | (b) Unallocated net expenditure                                  | -                                    | -                               | (1.96)                               | -                                    | (4.48)                               | (10.73)                        |
|          | <b>Total Profit before tax</b>                                   | <b>9.68</b>                          | <b>13.80</b>                    | <b>32.39</b>                         | <b>23.48</b>                         | <b>69.27</b>                         | <b>184.98</b>                  |
| <b>3</b> | <b>Segment Assets</b>                                            |                                      |                                 |                                      |                                      |                                      |                                |
|          | Agency                                                           | 31.72                                | 43.11                           | 37.27                                | 31.72                                | 37.27                                | 37.97                          |
|          | Holding Company activities                                       | 2,471.29                             | 2,229.69                        | 5,899.19                             | 2,471.29                             | 5,899.19                             | 2,464.59                       |
|          | Unallocated                                                      | 75.47                                | 75.71                           | 93.72                                | 75.47                                | 93.72                                | 75.37                          |
|          | <b>Total assets</b>                                              | <b>2,578.48</b>                      | <b>2,348.51</b>                 | <b>6,030.18</b>                      | <b>2,578.48</b>                      | <b>6,030.18</b>                      | <b>2,577.93</b>                |
| <b>4</b> | <b>Segment Liabilities</b>                                       |                                      |                                 |                                      |                                      |                                      |                                |
|          | Agency                                                           | 16.68                                | 28.38                           | 18.47                                | 16.68                                | 18.47                                | 32.62                          |
|          | Holding Company activities                                       | 857.44                               | 636.67                          | 4,362.11                             | 857.44                               | 4,362.11                             | 907.40                         |
|          | Unallocated                                                      | 28.26                                | 30.20                           | 48.76                                | 28.26                                | 48.76                                | 33.99                          |
|          | <b>Total liabilities</b>                                         | <b>902.38</b>                        | <b>695.25</b>                   | <b>4,429.34</b>                      | <b>902.38</b>                        | <b>4,429.34</b>                      | <b>974.01</b>                  |
| <b>5</b> | <b>Capital employed [Segment assets - Segment liabilities]</b>   |                                      |                                 |                                      |                                      |                                      |                                |
|          | Agency                                                           | 15.04                                | 14.73                           | 18.80                                | 15.04                                | 18.80                                | 5.35                           |
|          | Holding Company activities                                       | 1,613.85                             | 1,593.02                        | 1,537.08                             | 1,613.85                             | 1,537.08                             | 1,557.19                       |
|          | Unallocated                                                      | 47.21                                | 45.51                           | 44.96                                | 47.21                                | 44.96                                | 41.38                          |
|          | <b>Total capital employed</b>                                    | <b>1,676.10</b>                      | <b>1,653.26</b>                 | <b>1,600.84</b>                      | <b>1,676.10</b>                      | <b>1,600.84</b>                      | <b>1,603.92</b>                |

Agency includes investment banking; Holding Company activities comprise of development, managerial and financial support to the businesses of subsidiaries/associates and investment activities.



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**Edelweiss**  
Ideas create, values protect**5 Standalone statement of assets and liabilities as at 30 September 2016**

(₹ in Crores)

|                                                    | As at                                |                                |
|----------------------------------------------------|--------------------------------------|--------------------------------|
|                                                    | September<br>30, 2016<br>(Unaudited) | March<br>31, 2016<br>(Audited) |
| <b>A EQUITY AND LIABILITIES</b>                    |                                      |                                |
| <b>1 Shareholders' funds</b>                       |                                      |                                |
| (a) Share capital                                  | 82.83                                | 81.40                          |
| (b) Reserves and surplus                           | 1,591.22                             | 1,520.46                       |
| <b>Sub-total - Shareholders' funds</b>             | <b>1,674.05</b>                      | <b>1,601.86</b>                |
| <b>2 Share application money pending allotment</b> | <b>2.05</b>                          | <b>2.06</b>                    |
| <b>3 Non-current liabilities</b>                   |                                      |                                |
| (a) Long-term borrowings                           | 42.70                                | 106.20                         |
| (b) Other long-term liabilities                    | 7.10                                 | 14.48                          |
| (c) Long-term provisions                           | 7.59                                 | 7.59                           |
| <b>Sub-total - Non-current liabilities</b>         | <b>57.39</b>                         | <b>128.27</b>                  |
| <b>4 Current liabilities</b>                       |                                      |                                |
| (a) Short-term borrowings                          | 612.27                               | 564.68                         |
| (b) Trade payables                                 | 6.60                                 | 13.16                          |
| (c) Other current liabilities                      | 195.44                               | 228.26                         |
| (d) Short-term provisions                          | 30.68                                | 39.64                          |
| <b>Sub-total - Current liabilities</b>             | <b>844.99</b>                        | <b>845.74</b>                  |
| <b>TOTAL - EQUITY AND LIABILITIES</b>              | <b>2,578.48</b>                      | <b>2,577.93</b>                |
| <b>B ASSETS</b>                                    |                                      |                                |
| <b>1 Non-current assets</b>                        |                                      |                                |
| (a) Fixed assets                                   | 8.26                                 | 6.92                           |
| (b) Non-current investments                        | 1,606.01                             | 1,556.67                       |
| (c) Deferred tax assets (net)                      | 25.25                                | 24.53                          |
| (d) Long-term loans and advances                   | 246.41                               | 246.96                         |
| (e) Other non-current assets                       | 0.09                                 | 0.09                           |
| <b>Sub-total - Non-current assets</b>              | <b>1,886.02</b>                      | <b>1,835.17</b>                |
| <b>2 Current assets</b>                            |                                      |                                |
| (a) Trade receivables                              | 51.74                                | 93.32                          |
| (b) Cash and cash equivalents                      | 16.08                                | 21.53                          |
| (c) Short-term loans and advances                  | 565.68                               | 605.28                         |
| (d) Other current assets                           | 58.96                                | 22.63                          |
| <b>Sub-total - Current assets</b>                  | <b>692.46</b>                        | <b>742.76</b>                  |
| <b>TOTAL - ASSETS</b>                              | <b>2,578.48</b>                      | <b>2,577.93</b>                |

- 6 Based on the recent opinion of the Expert Advisory Committee of the Institute of Chartered Accountants of India, the Company from the quarter ended 30 June 2016, is presenting interest income from its group companies on a gross basis under the head income from operations which until then was presented on a net basis. The Company has accordingly presented interest income from its group companies of ₹ 27.26 crores for quarter ended 30 September 2016 and ₹ 57.34 crores for the half year then ended on gross basis. Income from operations and finance costs for the quarter and half year ended 30 September 2015 are therefore not comparable. This has no impact on the net profit of the Company for the periods.
- 7 The Statement and details as referred in Regulation 52(4) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations 2015 is attached as Annexure A.
- 8 The previous period/year figures have been regrouped/reclassified wherever necessary to conform to current period's presentation.
- 9 The standalone results will be available on the Company's website - www.edelweissfin.com

On behalf of the Board of Directors

Rashesh Shah  
Chairman

Mumbai, 9 November 2016.

### Annexure - A

#### Information as required pursuant to Regulation 52(4) of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015

a) Details of Credit Rating

(₹ in Crores)

| Instrument category                     | CRISIL     | ICRA       | CARE     | Brickworks |
|-----------------------------------------|------------|------------|----------|------------|
| i) Long Term Instruments - Debentures   |            |            |          |            |
| Rating                                  | -          | [ICRA] AA  | CARE AA  | BWR AA+    |
| Amount                                  | -          | 500        | 650      | 50         |
| ii) Short Term Instruments - Debentures |            |            |          |            |
| Rating                                  | -          | [ICRA] A1+ | -        | -          |
| Amount                                  | -          | 100        | -        | -          |
| iii) Commercial papers-short term       |            |            |          |            |
| Rating                                  | CRISIL A1+ | [ICRA] A1+ | CARE A1+ | -          |
| Amount                                  | 6,350      | 5,000      | 6,350    | -          |

| Particulars                                 | 30 September 2016 | 31 March 2016 |
|---------------------------------------------|-------------------|---------------|
| b) Asset cover available                    | 1.00              | 1.00          |
| c) Debt-equity ratio <sup>1</sup>           | 0.47              | 0.53          |
| d) Capital redemption reserve (₹ in Crores) | 0.20              | 0.20          |
| e) Debenture redemption reserve             | NIL               | NIL           |
| f) Net worth <sup>2</sup> (₹ in Crores)     | 1,650.85          | 1,579.39      |

Note:

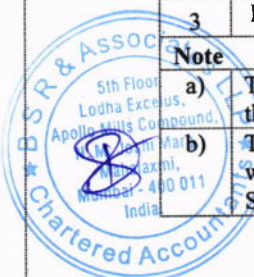
1. Debt-equity Ratio = Total debt (Long term + Short term + Current maturities of long term debt) / Net worth
2. Net worth = Share capital + Share application money pending allotment + Reserves & Surplus – Deferred Tax Assets

g) Details of previous due date, next due date for the payment of interest and repayment of principal of non convertible debt securities:-

| Sr. No. | Debenture Series        | Previous due date from 1 April 2016 to 30 September 2016 |               | Next due date from 1 October 2016 to 31 March 2017 |               | Principal & Interest |
|---------|-------------------------|----------------------------------------------------------|---------------|----------------------------------------------------|---------------|----------------------|
|         |                         | For Interest                                             | For Principal | For Interest                                       | For Principal | Amount ₹ in Crores   |
| 1       | EFSL DD Dated 05-Nov-14 | 18-May-16                                                | 18-May-16     | NA                                                 | NA            | 116.63               |
| 2       | EFSL DD Dated 28-Mar-14 | 21-Apr-16                                                | 21-Apr-16     | NA                                                 | NA            | 10.08                |
| 3       | EFSL DD Dated 21-Jan-14 | NA                                                       | NA            | 16-Nov-16                                          | 16-Nov-16     | 82.35                |

Note

- a) The Company has paid all the due amounts of interest/principal on the respective due dates during the half year ended 30 September 2016.
- b) The details with regard to the interest/principal are provided in respect of those Series, in respect of which the interest/principal payment was due in the previous 6 months (i.e. 1 April 2016 to 30 September 2016) or falling due in the next 6 months (i.e. 1 October, 2016 to 31 March, 2017).



*[Handwritten Signature]*

# B S R & Associates LLP

Chartered Accountants

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## Review Report

### To the Board of Directors of Edelweiss Financial Services Limited

1. We have reviewed the accompanying statement of unaudited consolidated financial results ('the Statement') of Edelweiss Financial Services Limited ('the Company'), its subsidiaries, partnership firms and alternative investment fund (the Holding Company and its subsidiaries, partnership firms and alternative investment fund together referred to as the "Group") and its associates for the quarter and half year ended 30 September 2016. This Statement has been prepared by the Company, pursuant to the requirement of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure requirement) Regulations, 2015 ('Listing Regulations'). This Statement is the responsibility of the Company's management and has been approved by the Board of Directors in its meeting held on 9 November 2016. Our responsibility is to issue a report on the Statement based on our review. Attention is drawn to the fact that the figures for the corresponding quarter and half year ended 30 September 2015 as reported in the Statement have been approved by the Company's Board of Directors but have not been subjected to review.
2. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of the Company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. We did not review the interim financial results of 41 subsidiaries and 2 partnership firms considered in the preparation of the Statement, whose interim financial results reflect total assets of Rs. 12,368 crore as at 30 September 2016, total revenue of Rs. 437 crore and Rs. 793 crore for the period/quarter and half year ended 30 September 2016 respectively and net loss of Rs. 67 crore and Rs. 93 crore for the period/quarter and half year ended 30 September 2016 respectively. We did not review the interim financial results of 2 associates considered in the preparation of the Statement, whose interim financial results reflect the Group's share of net profit of Rs. 3 crore and Rs. 11 crore for the quarter and half year ended 30 September 2016 respectively. These interim financial results have been reviewed by other auditors whose reports have been furnished to us by management, and our report on the Statement in so far as it relates to the amounts included in respect of these subsidiaries, associates and partnership firms is based solely on the reports of the other auditors.
4. We did not review the interim financial results of 7 subsidiaries considered in the preparation of the Statement, whose interim financial results reflect total assets of Rs. 720 crore as at 30 September 2016, total revenue of Rs. 6 crore and Rs. 17 crore for the quarter and half year ended 30 September 2016 respectively and net loss of Rs. 10 crore and Rs. 13 crore for the quarter and half year ended 30 September 2016 respectively.

## Review Report (*Continued*)

### Edelweiss Financial Services Limited

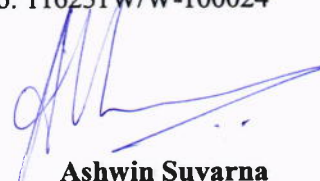
We also did not review the interim financial results of 3 associates considered in the preparation of the Statement, whose interim financial results reflect Group's share of net profit of Rs. 2.03 crore and net loss of Rs. 0.17 crore for the quarter and half year ended 30 September 2016 respectively. These interim financial results have been furnished to us by management and our report on the Statement in so far as it relates to the amounts included in respect of these subsidiaries and associates is based solely on such interim financial results certified by respective management.

5. The auditors of Edelweiss Tokio Life Insurance Company Limited ('ETLICL') a subsidiary of the Holding Company have reported that actuarial valuation of liabilities for life policies in force and for policies in respect of which premium is discounted but liability exists as at 30 September 2016 is the responsibility of the Company's Appointed Actuary ('Appointed Actuary'). The actuarial valuation of these liabilities as at 30 September 2016 has been estimated by the Appointed Actuary. The Appointed Actuary has certified to the Company that the assumptions for such valuation are in accordance with the guidelines and norms issued by the Insurance Regulatory and Development Authority of India ('IRDAI') and the Institute of Actuaries of India in concurrence with the applicable IRDAI regulations. The auditors of ETLICL have relied upon the Appointed Actuary's estimate and certificate for providing this report on the interim financial results of ETLICL.
6. Our report on the Statement is not modified in respect of the matters specified in para 3 and 4 above with respect to our reliance on the work done and the reports of the other auditors and interim financial results certified by respective management.
7. Based on our review conducted as above, and based on the consideration of reports of other auditors on interim financial results of the Group as noted above, nothing has come to our attention that causes us to believe that the accompanying Statement with respect to quarter and half year ended 30 September 2016, prepared in accordance with Accounting Standards as per Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Listing Regulations including the manner in which it is to be disclosed, or that it contains any material misstatement.

For B S R & Associates LLP

*Chartered Accountants*

Firm's Registration No: 116231W/W-100024



**Ashwin Suvarna**

*Partner*

Membership No: 109503

Mumbai

9 November 2016

# B S R & Associates LLP

Chartered Accountants

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## Review report

### To the Board of Directors of Edelweiss Financial Services Limited

We have reviewed the accompanying statement of standalone unaudited financial results of Edelweiss Financial Services Limited ('the Company') for the quarter and half year ended 30 September 2016 ('the Statement'). This Statement has been prepared by the Company pursuant to Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulation, 2015. This Statement is the responsibility of the Company's management and has been approved by the Board of Directors in its meeting held on 9 November 2016. Our responsibility is to issue a report on the Statement based on our review.

We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, "*Review of Interim Financial Information Performed by the Independent Auditor of the Entity*" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of the Company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.

Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement prepared in accordance with the applicable accounting standards notified under Section 133 of the Companies Act, 2013 read with Rule 7 of the Companies (Accounts) Rules, 2014 and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For B S R & Associates LLP

*Chartered Accountants*

Firm's Registration No: 116231W/W-100024

Ashwin Suvarna

*Partner*

Membership No: 109503

Mumbai  
9 November 2016