

EW/Sec/2018/30

January 23, 2018

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:-

- i) approved the following unaudited Results of the Company for the third quarter and nine months period ended December 31, 2017:-
 - a) Consolidated Financial Results; and
 - b) Standalone Financial Results.

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

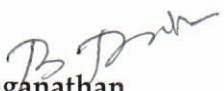
- ii) declared an interim dividend of Rs. 1.05 per share on the equity shares of the face value of Re. 1/- each.

The Record date for the aforesaid interim dividend will be February 5, 2018 and the same will be credited/dispatched between February 12, 2018 and February 16, 2018.

The meeting of the Board of Directors of the Company commenced at 11.00 a.m. and concluded at 1:00 p.m.

Kindly take the same on record.

Thanking you,
For Edelweiss Financial Services Limited


B. Renganathan
Executive Vice President & Company Secretary

Encl: as above

Edelweiss Financial Services Limited

Corporate Identity Number : L99999MH1995PLC094641

Registered Office : Edelweiss House, Off CST Road, Kalina, Mumbai 400098 ☎ +91 22 4009 4400 📠 +91 224019 3610 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

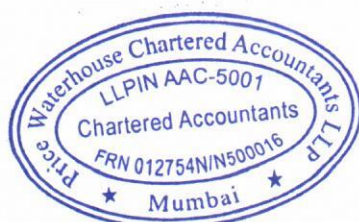
Website : www.edelweissfin.com


Consolidated Financial Results for the quarter and nine months ended 31 December 2017

Particulars	Quarter Ended			Nine Months Ended		(₹ in Crores)
	December 31, 2017 (Unaudited)	September 30, 2017 (Unaudited)	December 31, 2016 (Unaudited)	December 31, 2017 (Unaudited)	December 31, 2016 (Unaudited)	Year Ended March 31, 2017 (Audited)
1 Revenue from operations						
(a) Fee and commission	513.66	472.93	355.62	1,518.17	766.90	1,248.08
(b) Fund based activities	1,383.06	1,381.42	1,133.86	4,015.46	3,575.64	4,790.91
(c) Premium from life insurance business	128.53	120.99	87.68	313.73	225.54	425.89
(d) Other operating income	44.20	39.61	28.04	124.91	94.70	127.20
Total revenue from operations	2,069.45	2,014.95	1,605.20	5,972.27	4,662.78	6,592.08
2 Other income	11.88	3.03	7.27	25.08	18.47	26.75
3 Total Revenue (1+2)	2,081.33	2,017.98	1,612.47	5,997.35	4,681.25	6,618.83
4 Expenses						
(a) Employee benefits expense	314.71	320.32	277.34	952.79	801.44	1,102.15
(b) Finance costs	883.32	884.15	676.67	2,578.32	2,084.24	2,809.69
(c) Depreciation and amortisation expense	26.93	26.53	24.95	78.25	71.25	106.43
(d) Change in life insurance policy liability - actuarial	106.14	102.29	92.50	265.33	234.41	426.33
(e) Other expenses	389.46	326.72	292.69	1,068.16	801.33	1,231.02
Total expenses	1,720.56	1,660.01	1,364.15	4,942.85	3,992.67	5,675.62
5 Profit / (Loss) before tax (3-4)	360.77	357.97	248.32	1,054.50	688.58	943.21
6 Tax expense						
(a) Current Tax	130.53	128.32	116.55	398.27	324.59	456.56
(b) Minimum alternate tax	(11.05)	(4.33)	(3.88)	(30.44)	(6.12)	(14.38)
(c) Deferred Tax	19.61	17.16	(8.48)	47.53	(34.54)	(47.45)
7 Net Profit / (Loss) after tax (5-6)	221.68	216.82	144.13	639.14	404.65	548.48
8 Share of profit / (loss) of associates	3.31	(1.09)	(3.60)	1.78	7.44	14.76
9 Minority interest	(11.40)	6.53	(14.65)	(0.99)	(27.19)	(46.07)
10 Net Profit / (Loss) after taxes, minority interest and share of profit / (loss) of associates (7+8-9)	236.39	209.20	155.18	641.91	439.28	609.31
11 Earnings Per Share (₹) (Face Value of ₹ 1/- each)						
- Basic (Not annualised)	2.66	2.42	1.84	7.41	5.21	7.26
- Diluted (Not annualised)	2.57	2.34	1.76	7.15	4.98	6.92

Notes:

- The consolidated financial results of Edelweiss Financial Services Limited ('EFSL' or 'the Company') for the quarter and nine months ended 31 December 2017 have been reviewed and recommended by the Audit Committee and approved by the Board of Directors at its meeting held on 23 January 2018.
- The financial results of EFSL for the quarter ended 31 December 2017 and the nine months then ended, on consolidated basis, have been subjected to a 'Limited Review' by the Statutory Auditors of the Company.
- 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.
- During the quarter ended 31 December 2017, the Company has issued 1,756,575 equity shares of face value of ₹ 1 each to its employees on exercise of employee stock options.
- On 23 November 2017, the Company through Qualified Institutional Placement (QIP) allotted 54,562,488 equity shares to the eligible Qualified Institutional Buyers (QIB) at a price of ₹ 280 per equity share of ₹ 1 each (inclusive of premium of ₹ 279 per share) aggregating to ₹ 1,527.75 crore. The issue was made in accordance with the SEBI (Issue of Capital and Disclosure Requirements) Regulations 2009.
- The Board of Directors at its meeting dated 23 January 2018, has declared an interim dividend of ₹ 1.05 per equity share (on face value of ₹ 1 per equity share) for the financial year 2017-18.



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Website : www.edelweissfin.com



7 Consolidated Segment Results

Particulars	Quarter Ended			Nine Months Ended		(₹ in Crores)
	December 31, 2017 (Unaudited)	September 30, 2017 (Unaudited)	December 31, 2016 (Unaudited)	December 31, 2017 (Unaudited)	December 31, 2016 (Unaudited)	Year Ended March 31, 2017 (Audited)
1 Segment revenue [Total income]						
Agency	337.02	339.48	268.87	993.32	727.16	1,021.03
Capital Based	1,565.63	1,507.98	1,228.39	4,547.60	3,622.49	5,031.69
Insurance business	181.13	169.51	110.96	456.40	336.54	576.84
Unallocated	0.86	(0.08)	0.65	1.81	2.50	4.03
Total income	2,084.64	2,016.89	1,608.87	5,999.13	4,688.69	6,633.59
2 Segment results [Profit / (Loss) before tax]						
Agency	117.94	110.54	57.42	317.42	120.65	183.42
Capital Based	314.46	296.89	251.59	904.31	721.72	1,010.36
Insurance business	(61.58)	(46.98)	(61.49)	(152.63)	(133.84)	(215.83)
Unallocated	-	-	-	-	-	-
Profit / (Loss) before tax	370.82	360.45	247.52	1,069.10	708.53	977.95
Less:						
(a) Interest	-	-	-	-	-	-
(b) Unallocated net expenditure	(6.74)	(3.57)	(2.80)	(12.82)	(12.51)	(19.98)
Total Profit before tax	364.08	356.88	244.72	1,056.28	696.02	957.97
3 Segment Assets						
Agency	3,268.10	2,888.02	2,349.48	3,268.10	2,349.48	3,407.26
Capital Based	49,803.09	49,491.08	37,661.18	49,803.09	37,661.18	39,044.35
Insurance business	2,783.51	1,875.43	1,625.73	2,783.51	1,625.73	1,791.28
Unallocated	620.03	642.58	541.19	620.03	541.19	580.50
Total assets	56,474.73	54,897.11	42,177.58	56,474.73	42,177.58	44,823.39
4 Segment Liabilities						
Agency	3,019.29	2,652.32	2,075.40	3,019.29	2,075.40	3,177.96
Capital Based	44,240.82	45,342.80	33,861.14	44,240.82	33,861.14	35,142.94
Insurance business	1,374.66	1,230.77	815.86	1,374.66	815.86	1,057.87
Unallocated	159.73	186.37	151.06	159.73	151.06	156.71
Total liabilities	48,794.50	49,412.26	36,903.46	48,794.50	36,903.46	39,535.48
5 Capital employed [Segment assets - Segment liabilities]						
Agency	248.81	235.70	274.08	248.81	274.08	229.30
Capital Based	5,562.27	4,148.28	3,800.04	5,562.27	3,800.04	3,901.41
Insurance business	1,408.85	644.66	809.87	1,408.85	809.87	733.41
Unallocated	460.30	456.21	390.13	460.30	390.13	423.79
Total capital employed	7,680.23	5,484.85	5,274.12	7,680.23	5,274.12	5,287.91

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; Insurance business represents life insurance business and general insurance business. Segment data for previous financial period/ year has been reclassified to conform to current financial period's presentation.

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

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

On behalf of the Board of Directors

Rashesh Shah
Chairman

Mumbai, 23 January 2018.



Price Waterhouse Chartered Accountants LLP

The Board of Directors
Edelweiss Financial Services Limited
Edelweiss House,
Off. CST Road,
Kalina, Mumbai

1. We have reviewed the unaudited consolidated financial results of Edelweiss Financial Services Limited (the "Company"), its subsidiaries and associate companies (hereinafter referred to as the "Group") for the quarter and nine months ended December 31, 2017 which are included in the accompanying Statement of Consolidated Financial Results for the quarter and nine months ended December 31, 2017 (the "Statement"). The Statement has been prepared by the Company's Management pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations, 2015"), which has been initialled by us for identification purposes. The Statement is the responsibility of the Company's Management and has been approved by its Board of Directors. Our responsibility is to issue a report on the Statement based on our 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.
3. A review is limited primarily to inquiries of group personnel and analytical procedures applied to group's 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.
4. We did not review the financial results of 38 subsidiaries considered in the preparation of the Statement and which constitute total revenue of Rs. 697.58 crores and Rs 1,908.26 crores and net loss of Rs 22.41 crores and Rs 90.45 crores for the quarter and nine months ended December 31, 2017 respectively. These financial results and other financial information have been reviewed by other auditors whose reports have been furnished to us, and our conclusion on the Statement to the extent they have been derived from such financial results is based solely on the report of such other auditors.
5. We did not review the financial results of (i) 7 subsidiaries considered in the preparation of the Statement and which constitute total revenue of Rs. 0.03 crore and Rs 0.08 crore and net loss of Rs 0.48 crore and Rs 0.62 crore for the quarter and nine months ended December 31, 2017 respectively, (ii) 5 associate companies considered in the preparation of the Statement and which constitute net profit of Rs 3.31 crores and Rs 1.78 crores for the quarter and nine months ended December 31, 2017 respectively. These financial results have been furnished to us by the Management, and our conclusion on the Statement insofar as it relates to the amounts and disclosures included in respect of these subsidiaries and associate companies, is based solely on such financial results.
6. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the Statement has not been prepared in all material respects in accordance with the applicable Accounting Standards prescribed 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, and has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement.

Price Waterhouse Chartered Accountants LLP, 252, Veer Savarkar Marg, Shivaji Park, Dadar (West),
Mumbai - 400 028
T: +91 (22) 66691500, F: +91 (22) 66547804 / 07

Registered office and Head office: Sucheta Bhawan, 11A Vishnu Digambar Marg, New Delhi 110 002

Price Waterhouse (a Partnership Firm) converted into Price Waterhouse Chartered Accountants LLP (a Limited Liability Partnership with LLP identity no: LLPIN AAC-5001) with effect from July 25, 2014. Post its conversion to Price Waterhouse Chartered Accountants LLP, its ICAI registration number is 012754N/N500016 (ICAI registration number before conversion was 012754N)



Price Waterhouse Chartered Accountants LLP

Edelweiss Financial Services Limited

Review Report on unaudited consolidated financial results for the quarter and nine months ended

December 31, 2017

Page 2 of 2

7. We draw attention to the following other matter paragraph included in the Review report of Edelweiss Tokio Life Insurance Company Limited, a subsidiary of the Company, issued jointly by independent firms of Chartered Accountants vide their report dated January 22, 2018:

"We report that the actuarial valuation of liabilities for life policies in force and for policies in respect of which premium is discontinued but liability exists as at December 31, 2017 is the responsibility of the Company's Appointed Actuary (the "Appointed Actuary"). The actuarial valuation of these liabilities as at December 31, 2017, has been estimated by the Appointed Actuary. The Appointed Actuary has certified to the Company that the assumption 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. We have relied upon the Appointed Actuary's estimate and certificate for providing this report."

8. (a) The consolidated financial results of the Group for the quarter and nine months ended December 31, 2016 were reviewed by another firm of Chartered Accountants, who issued their unmodified conclusion, vide their report dated February 09, 2017.

(b) The financial statements of the Group for the year ended March 31, 2017 were audited by another firm of Chartered Accountants, who issued an unmodified opinion vide their report dated May 17, 2017.

Our conclusion is not modified in respect of these matters.

For Price Waterhouse Chartered Accountants LLP
Firm Registration Number: 012754N / N500016
Chartered Accountants



Russell I Parera
Partner
Membership Number: 42190

Mumbai
January 23, 2018

Edelweiss Financial Services Limited

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**Standalone Financial Results for the quarter and nine months ended 31 December 2017**

Particulars	Quarter Ended			Nine Months Ended		(₹ in Crores)
	December 31, 2017 (Unaudited)	September 30, 2017 (Unaudited)	December 31, 2016 (Unaudited)	December 31, 2017 (Unaudited)	December 31, 2016 (Unaudited)	Year Ended March 31, 2017 (Audited)
1 Revenue from operations						
(a) Income from operations	104.69	97.22	131.71	302.38	300.62	423.53
(b) Other operating income	(0.27)	8.75	4.58	13.29	21.96	26.90
Total revenue from operations	104.42	105.97	136.29	315.67	322.58	450.43
2 Other income	0.01	-	0.01	0.01	0.01	0.04
3 Total Revenue (1+2)	104.43	105.97	136.30	315.68	322.59	450.47
4 Expenses						
(a) Employee benefits expense	24.85	24.78	21.76	75.84	65.12	85.65
(b) Finance costs	18.66	30.04	26.76	73.10	102.21	140.52
(c) Depreciation and amortisation expense	0.78	0.77	0.73	2.35	1.97	2.83
(d) Other expenses	25.39	18.45	13.53	62.94	56.29	77.88
Total expenses	69.68	74.04	62.78	214.23	225.59	306.88
5 Profit before tax (3-4)	34.75	31.93	73.52	101.45	97.00	143.59
6 Tax expense						
(a) Current Tax	10.66	3.21	6.98	16.65	10.84	17.81
(b) Deferred Tax	(0.97)	1.54	(0.83)	3.08	(1.55)	(3.23)
7 Net Profit after tax (5-6)	25.06	27.18	67.37	81.72	87.71	129.01
8 Earnings Per Share (₹) (Face Value of ₹ 1/- each)						
- Basic (Not annualised)	0.29	0.32	0.81	0.95	1.06	1.56
- Diluted (Not annualised)	0.28	0.31	0.78	0.92	1.01	1.49

Notes:

- The standalone financial results of Edelweiss Financial Services Limited ('EFSL' or 'the Company') for the quarter and nine months ended 31 December 2017 have been reviewed and recommended by the Audit Committee and approved by the Board of Directors at its meeting held on 23 January 2018.
- The financial results of EFSL, for the quarter ended 31 December 2017 and the nine months then ended, on a standalone basis, have been subjected to a 'Limited Review' by the Statutory Auditors of the Company.
- During the quarter ended 31 December 2017, the Company has issued 1,756,575 equity shares of face value of ₹ 1 each to its employees on exercise of employee stock options.
- On 23 November 2017, the Company through Qualified Institutional Placement (QIP) allotted 54,562,488 equity shares to the eligible Qualified Institutional Buyers (QIB) at a price of ₹ 280 per equity share of ₹ 1 each (inclusive of premium of ₹ 279 per share) aggregating to ₹ 1,527.75 crore. The issue was made in accordance with the SEBI (Issue of Capital and Disclosure Requirements) Regulations 2009.
- The Board of Directors at its meeting dated 23 January 2018, has declared an interim dividend of ₹ 1.05 per equity share (on face value of ₹ 1 per equity share) for the financial year 2017-18.



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Website : www.edelweissfin.com


6 Standalone Segment Results

							(₹ in Crores)
Particulars	Quarter Ended			Nine Months Ended		Year Ended	
	December 31, 2017 (Unaudited)	September 30, 2017 (Unaudited)	December 31, 2016 (Unaudited)	December 31, 2017 (Unaudited)	December 31, 2016 (Unaudited)	March 31, 2017 (Audited)	
1 Segment revenue [Total income]							
Agency	67.57	48.73	46.79	172.22	120.53	165.21	
Holding Company activities	36.86	57.24	89.51	143.46	202.06	285.26	
Unallocated	-	-	-	-	-	-	
Total income	104.43	105.97	136.30	315.68	322.59	450.47	
2 Segment results [Profit / (Loss) before tax]							
Agency	31.38	27.73	25.56	89.58	42.71	65.91	
Holding Company activities	3.37	4.20	47.96	11.87	54.29	77.68	
Unallocated	-	-	-	-	-	-	
Profit / (Loss) before tax	34.75	31.93	73.52	101.45	97.00	143.59	
Less:							
(a) Interest	-	-	-	-	-	-	
(b) Unallocated net expenditure	-	-	-	-	-	-	
Total Profit before tax	34.75	31.93	73.52	101.45	97.00	143.59	
3 Segment Assets							
Agency	70.59	64.21	44.21	70.59	44.21	42.74	
Holding Company activities	3,419.74	2,357.59	2,544.87	3,419.74	2,544.87	2,549.03	
Unallocated	80.59	76.44	74.87	80.59	74.87	75.97	
Total assets	3,570.92	2,498.24	2,663.95	3,570.92	2,663.95	2,667.74	
4 Segment Liabilities							
Agency	27.52	27.80	32.14	27.52	32.14	35.76	
Holding Company activities	124.79	611.15	847.12	124.79	847.12	882.05	
Unallocated	31.79	27.65	29.25	31.79	29.25	30.42	
Total liabilities	184.10	666.60	908.51	184.10	908.51	948.23	
5 Capital employed [Segment assets - Segment liabilities]							
Agency	43.07	36.41	12.07	43.07	12.07	6.98	
Holding Company activities	3,294.95	1,746.44	1,697.75	3,294.95	1,697.75	1,666.98	
Unallocated	48.80	48.79	45.62	48.80	45.62	45.55	
Total capital employed	3,386.82	1,831.64	1,755.44	3,386.82	1,755.44	1,719.51	

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

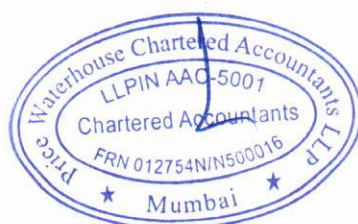
7 The previous period/year figures have been regrouped/reclassified wherever necessary to conform to current period's presentation.

8 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, 23 January 2018.



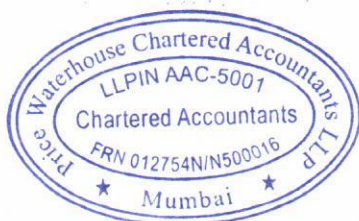
Price Waterhouse Chartered Accountants LLP

The Board of Directors
Edelweiss Financial Services Limited
Edelweiss House,
Off. CST Road,
Kalina, Mumbai

1. We have reviewed the unaudited standalone financial results of Edelweiss Financial Services Limited (the "Company") for the quarter and the nine months ended December 31, 2017 which are included in the accompanying Statement of Standalone Financial Results for the quarter and nine months ended December 31, 2017 (the "Statement"). The Statement has been prepared by the Company pursuant to Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations, 2015"), which has been initialled by us for identification purposes. This Statement is the responsibility of the Company's management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our 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.
3. A review is limited primarily to inquiries of 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.
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the Statement has not been prepared in all material respects in accordance with the applicable Accounting Standards prescribed 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, and has not disclosed the information required to be disclosed in terms of Regulation 33 of the Listing Regulations, 2015 including the manner in which it is to be disclosed, or that it contains any material misstatement.
5. (a) The financial results of the Company for the quarter and the nine months ended December 31, 2016 were reviewed by another firm of Chartered Accountants, who issued their unmodified conclusion vide their report dated February 09, 2017.

(b) The financial statements of the Company for the year ended March 31, 2017 were audited by another firm of Chartered Accountants, who issued an unmodified opinion vide their report dated May 17, 2017.

Our conclusion is not modified in respect of these matters.



Mumbai
January 23, 2018

For Price Waterhouse Chartered Accountants LLP
Firm Registration Number: FRN 012754N/N500016
Chartered Accountants

Russell I Parera
Partner
Membership Number: 42190