

# NUVAMA

Company Overview

October 2023

# Contents

1



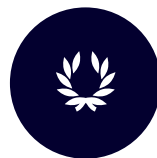
WHO  
WE ARE

2



INDIA WEALTH  
OPPORTUNITY

3



OUR  
BUSINESSES

4



OVERALL  
PERFORMANCE

5



WAY  
FORWARD

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## 3. OUR BUSINESSES

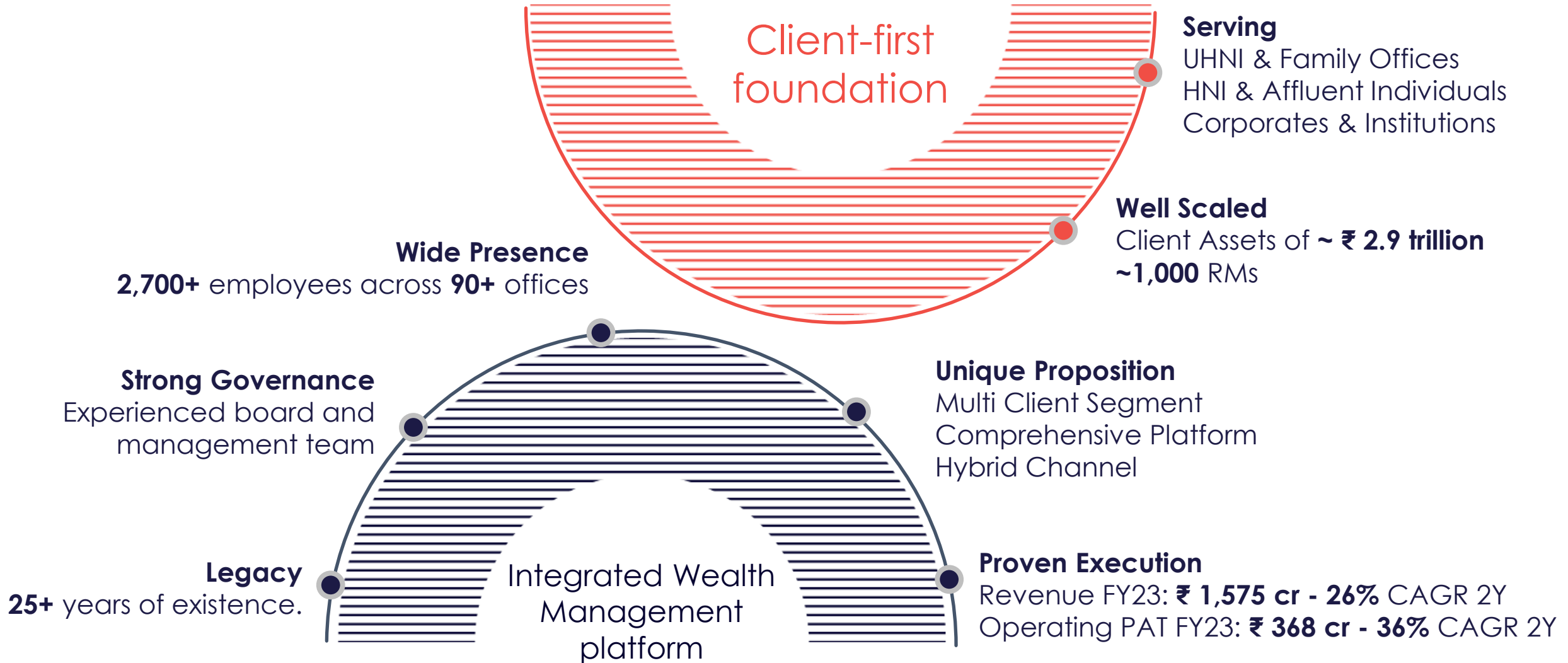
## 4. OVERALL PERFORMANCE

## 5. WAY FORWARD

# Summary

- Strong institutional ownership: PAG (promoter of company), one of the largest Asia-based alternative investment managers
- Integrated wealth management platform with exhaustive suite of offerings
- Only established player with proven execution across Affluent, HNI and UHNI client segments
- High growth company with diversified and superior quality of earnings

# ABOUT Nuvama



# Majority owned by **PAG** (promoter of company) a **LEADING INVESTMENT FIRM**



One of the largest Asia-based alternative investment managers with over USD50B of assets under management in private equity, real assets, credit & markets

Assets Under Management <sup>1</sup>

**USD50B+**

Offices In Asia <sup>2</sup>

**10**

Total Employees

**600+**

## ASIA'S PREMIER ALTERNATIVE ASSET MANAGER



Deep regional and sectorial expertise across market cycles



Global best practice in risk management and governance



Deep Global and India Network

Adding strategic value to Nuvama

# COMPREHENSIVE WEALTH MANAGEMENT PLATFORM

with exhaustive suite of offerings

Our vision is to provide our clients with comprehensive and tailored wealth management solutions and advice

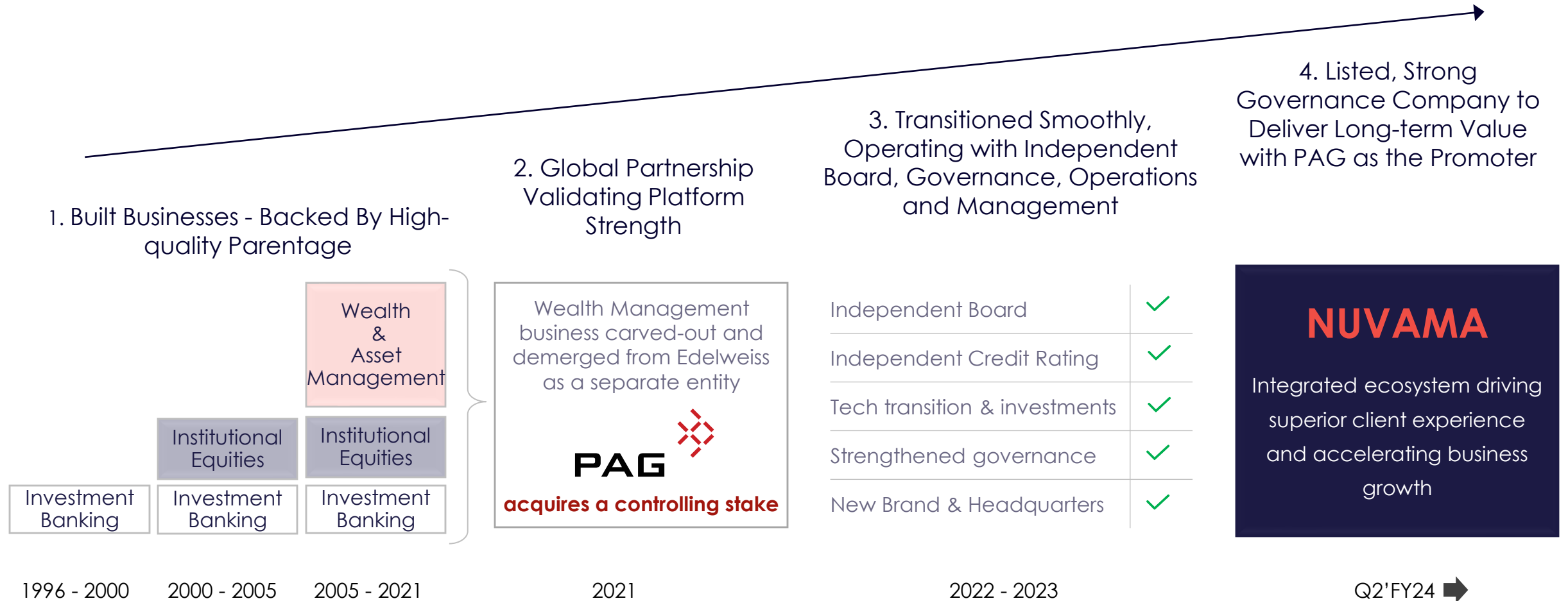
## We Serve

UHNH and Family Offices
Affluent and HNI
Corporates and Institutions

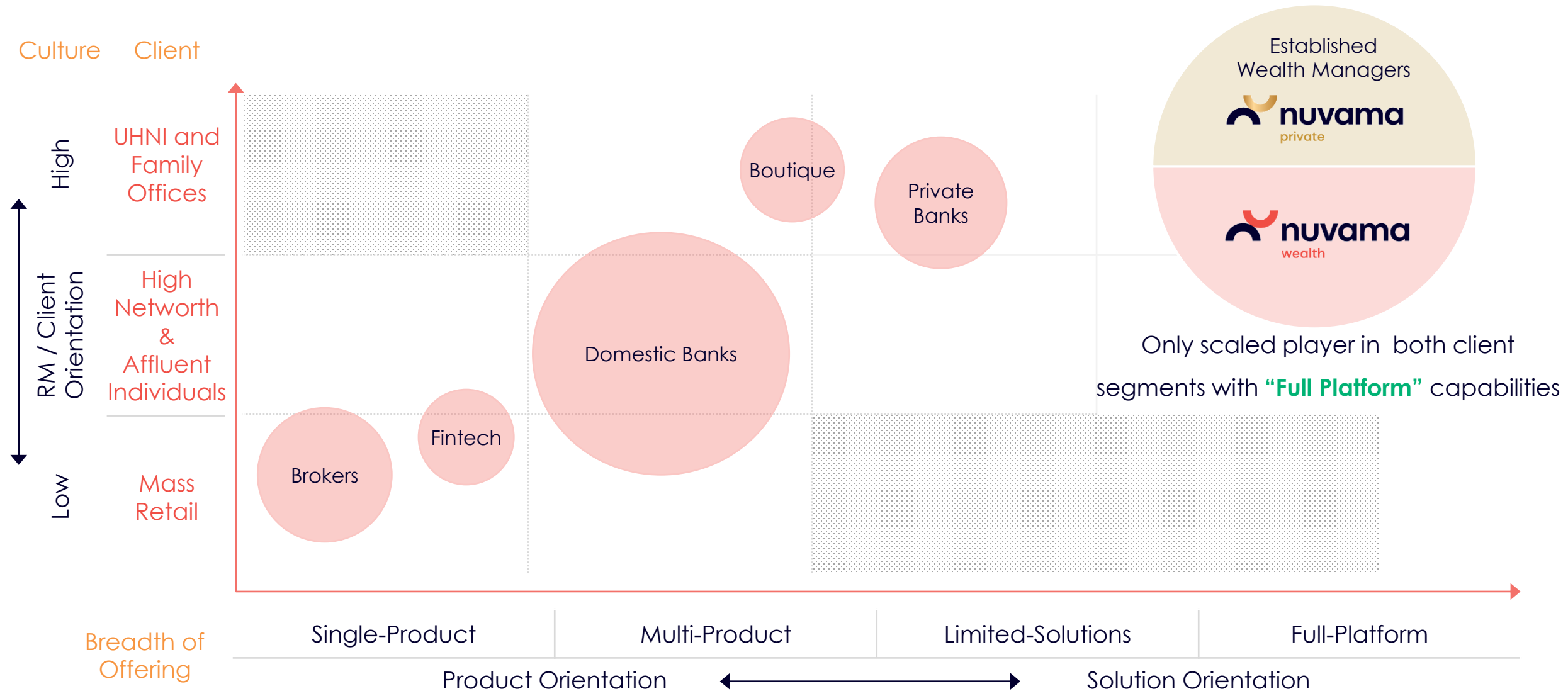
## We Provide Access To

1. Products		2. Advisory		3. Capital Markets	
Third Party Product Distribution	Proprietary (In-house manufactured products)	Wealth Advisory	Institutional Investor Access	Exchange Traded Products	Investment Banking
4. Capital		5. Integrated Technology Platform			
Lending against Securities		Onboarding, Transactions	Servicing, Reporting, Advice		
		Empowering Clients and Relationship Managers			

# Evolved from individual businesses into an **INTEGRATED WEALTH MANAGEMENT PLATFORM**

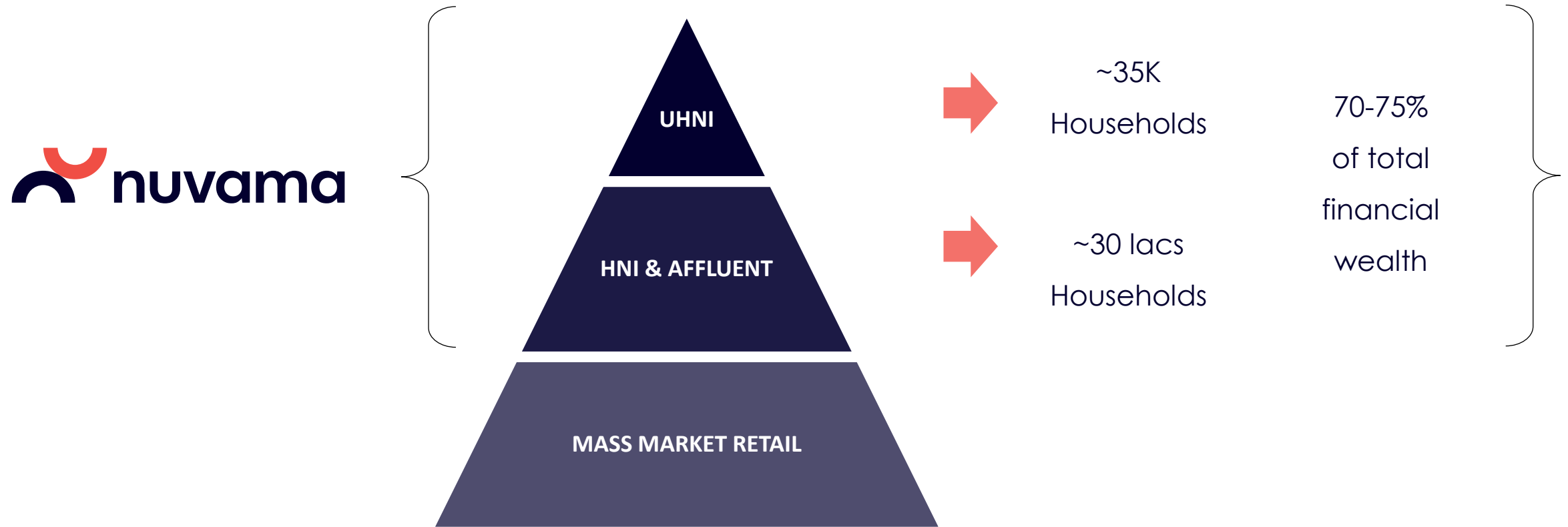


# WELL-POSITIONED in this evolving wealth space



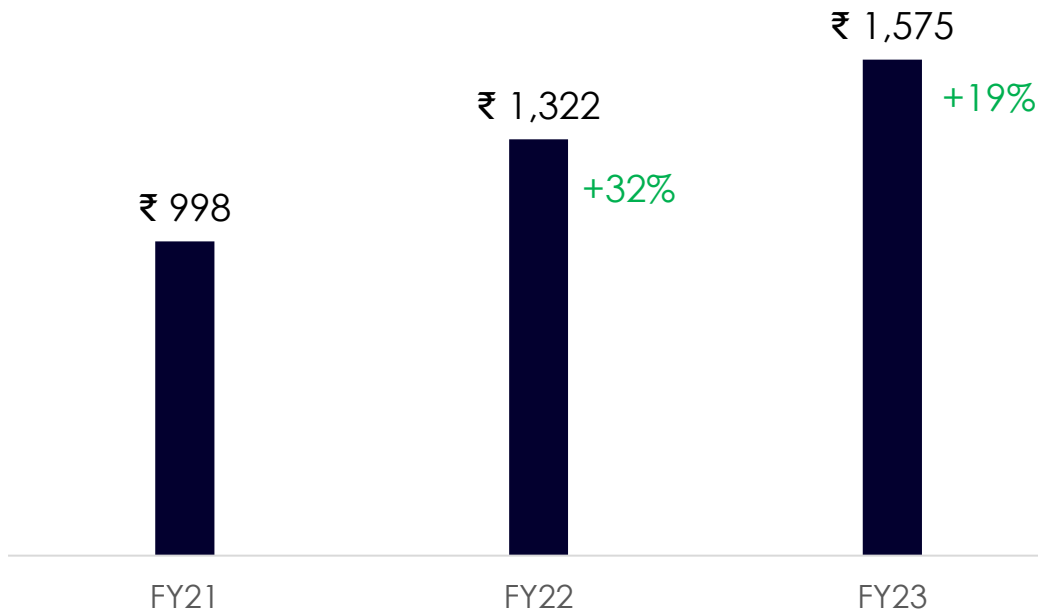


As an **ESTABLISHED WEALTH MANAGER**, we cover client segments constituting majority of wealth



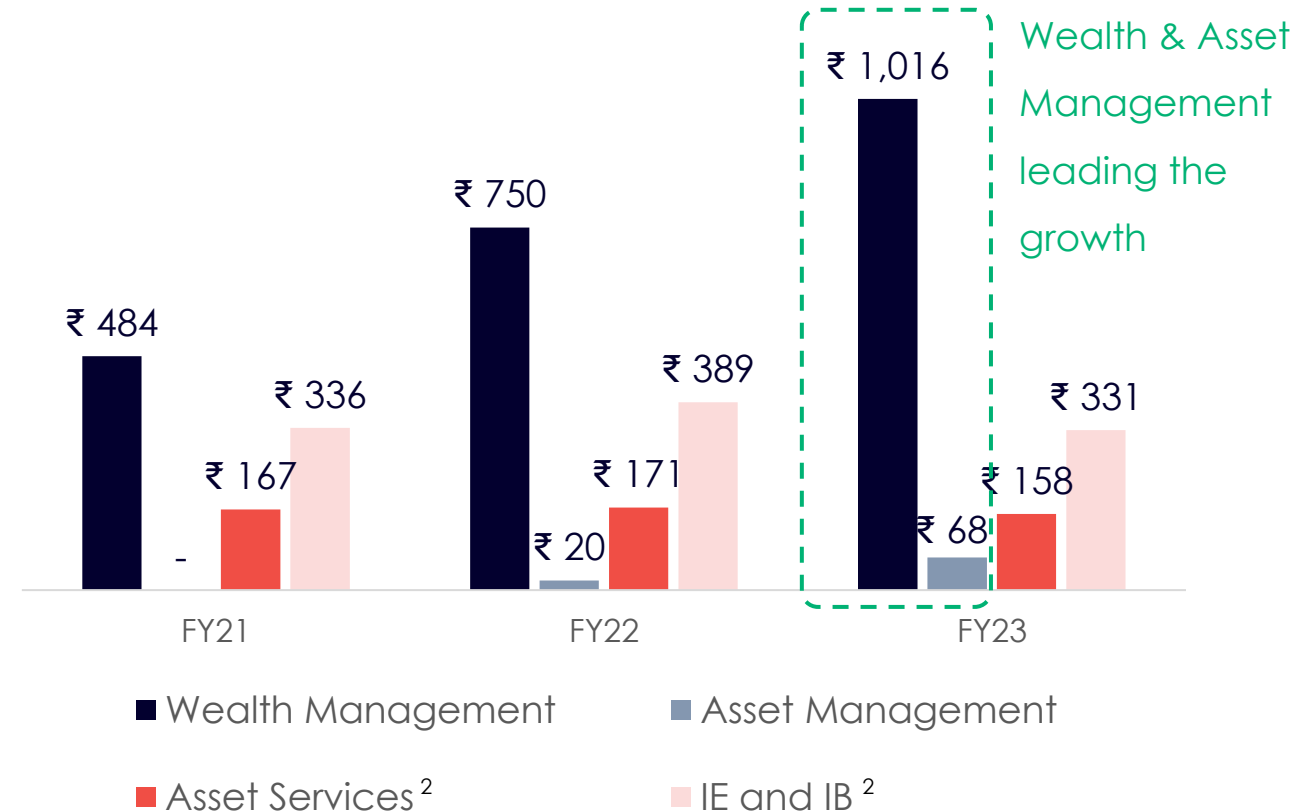
# A HIGH GROWTH COMPANY with diversified and superior quality of earnings

Revenue

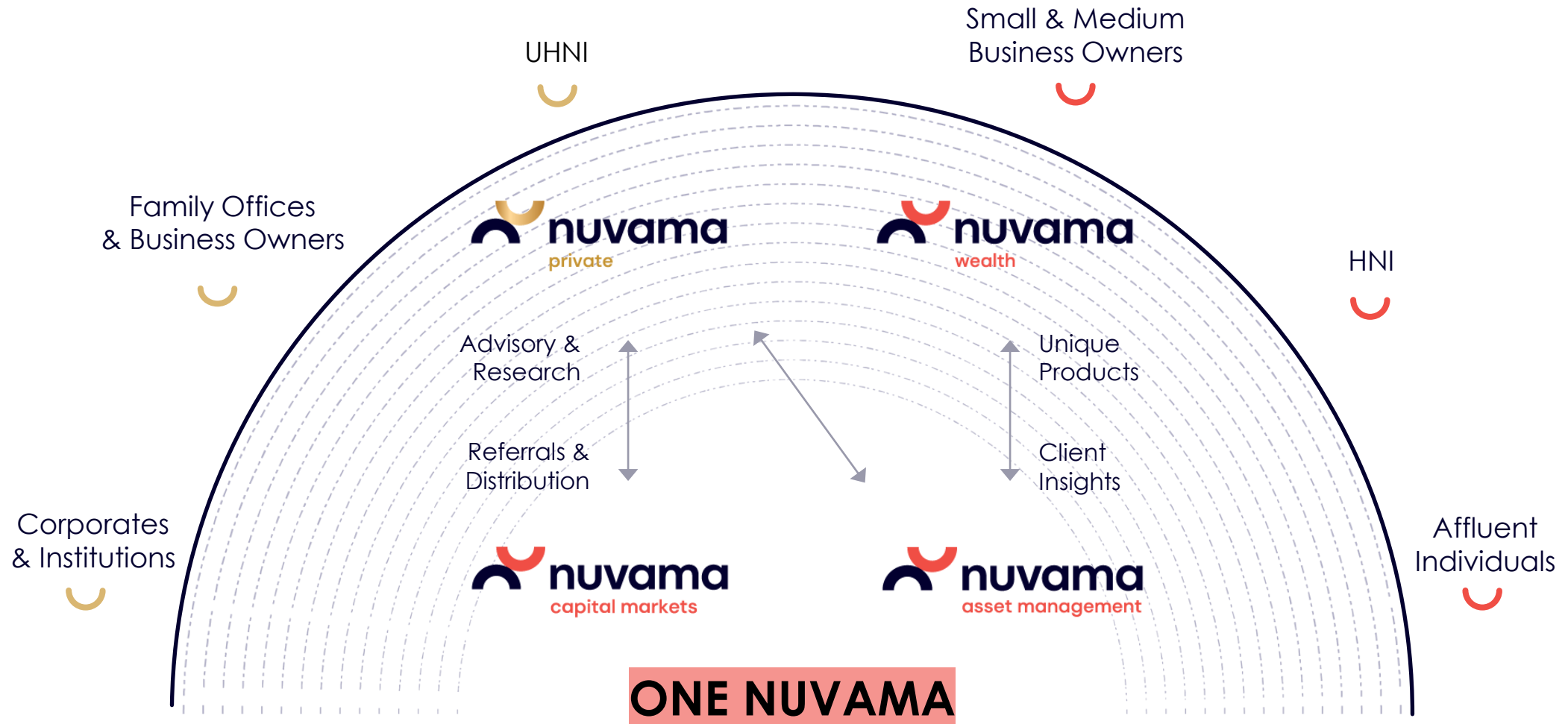


Figures are in ₹ crore

Diversified Revenue Streams Across Synergistic Segments



# UNIQUE BUSINESS MODEL, enabling value and seamless client solutioning across ecosystem



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# Summary

- India's financial services sector has secular tailwinds
  - Financial wealth would continue to grow rapidly
  - Investment asset class will grow even faster
  - Rising formal penetration will multiply the opportunity
- Making India's wealth industry a structural and scalable opportunity

# In India **WEALTH** management is at a nascent stage and presents a **HUGE OPPORTUNITY**

1

GDP Growth Forecast

Globally

India

2-3%

6-7%

2

Total Wealth to GDP Ratio (~)

Matured Markets

India

6.5x

4.5x

3

Share of Financial Wealth % (~)

Matured Markets

India

70%

25%

4

Professionally Managed Financial Wealth (~)

Matured Markets

India

75%

15%

5

India Market Capitalization (In trillion)

Financial Services

Wealth Management

₹ 60

300+ companies

₹ 0.5

> 5 companies

# Investment asset class is growing fast driven by **VALUE MIGRATION** and has a **LONG RUNWAY**

Asset Class	AUM CAGR Last 10Y	AUM / Premium to GDP	
		India	US / Global
Mutual Funds	20%	16%	116%
AIF	70%	1%	13%
Insurance	13%	4%	11%

India to become the 4<sup>th</sup> largest private wealth market globally by 2028

# Making this a **STRUCTURAL** and **SCALABLE** play



## Consolidation

- Enhanced regulatory focus
- Technology disruptions
- Increasing product complexity



## Greater Growth

- Demographics and rising affluence
- Critical to client



## Attractive Economics

- Low capital requirements - High RoE
- Concentration of wealth - High operating leverage

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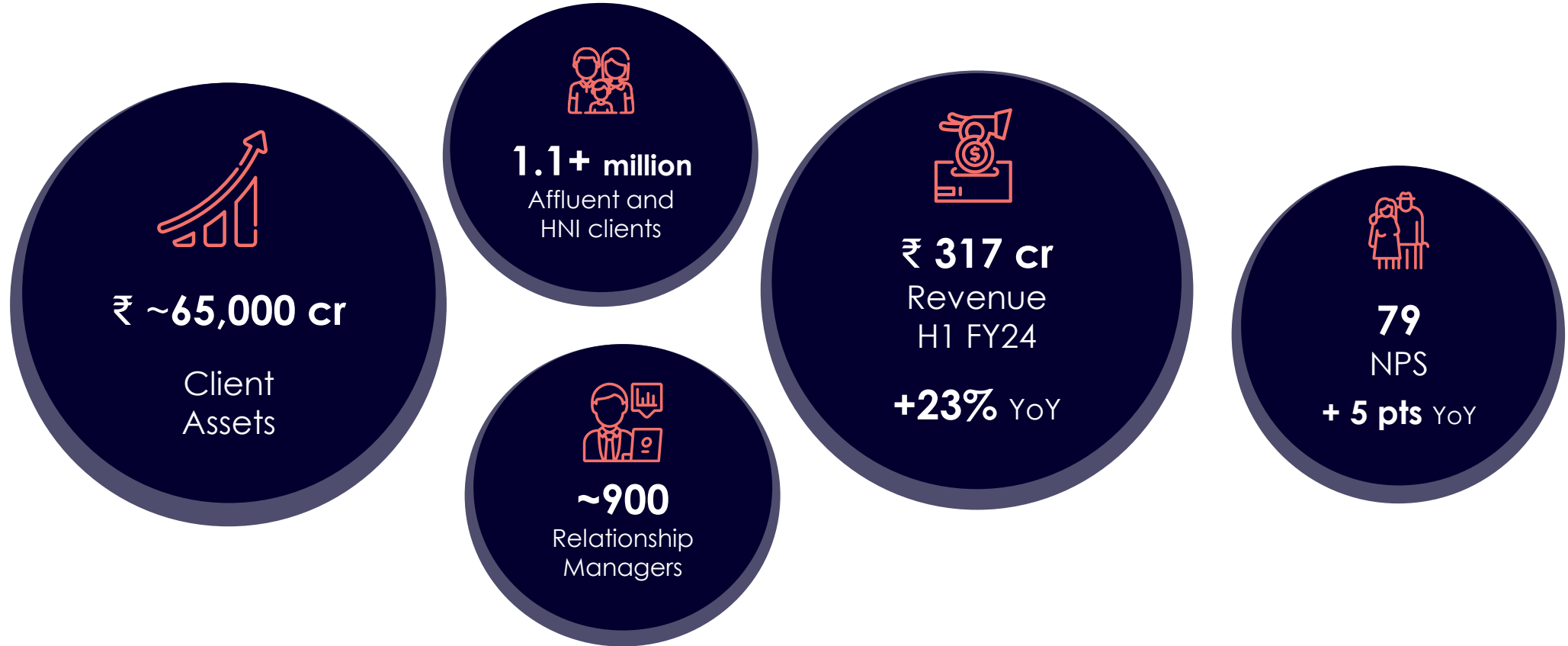
- Wealth Management
  - Nuvama Wealth
  - Nuvama Private
- Asset Management
- Capital Markets



# Nuvama Wealth

Serving Affluent and High Networth Clients

# One of the leading pure wealth management player in Affluent and HNI client segment



# Our strategic advantage

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**1. Large and under serviced client segment**

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**2. Scaled and differentiated platform**

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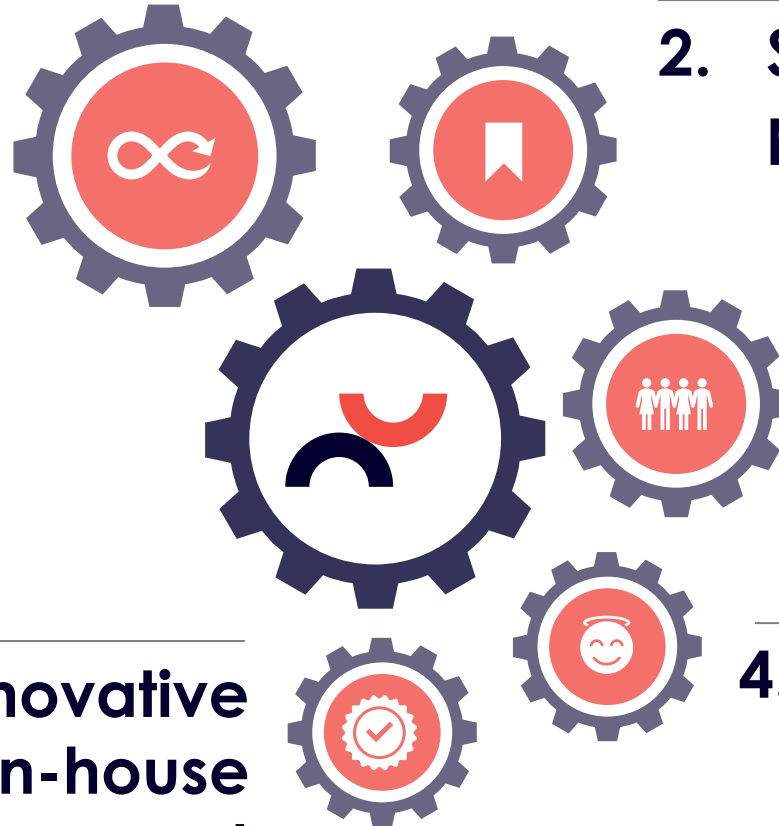
**3. Proven engine for RM acquisition and growth**

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**5. Unique and innovative products through in-house Asset Management**

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**4. Unique hybrid fulfilment model of technology + RMs**



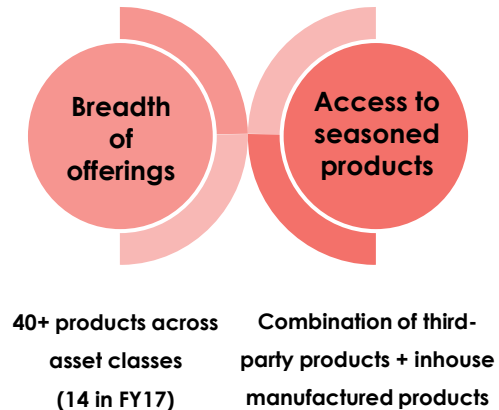
# SCALED and DIFFERENTIATED platform

While numerous players are now competing for this segment, *a category with high barriers to scale and succeed*, we are one of the leading non-bank pure wealth managers catering to these clients

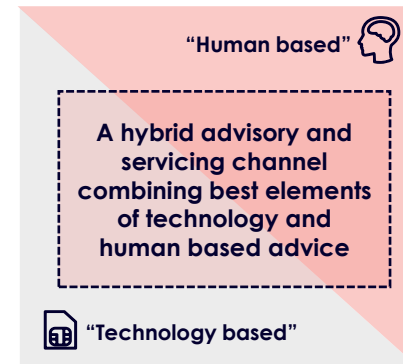
## Well Scaled

1.1+ million Clients  
₹ ~65,000 Client Assets in cr

## Multi Product Suite



## Hybrid Delivery Channel



## Access Across Wide Geography

450+ Locations  
23,000 External Wealth Manager Network

# Proven engine for **RM ACQUISITION** and **GROWTH**

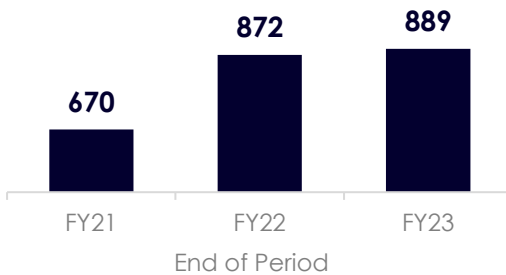
## Solid Team

Wide sales coverage.

Demonstrated ability to attract talent



**~900** Relationship Managers



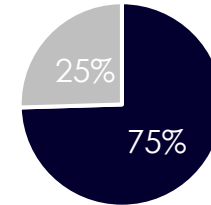
## Robust Client Engagement

Total Customers and % engaged

■ Engaged ■ Others

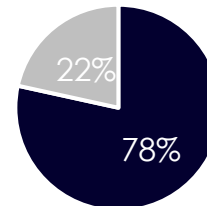
**7.1 lacs**

FY21



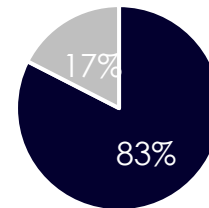
**8.5 lacs**

FY22



**10.9 lacs**

FY23



## Delivering Best-in-class Outcomes

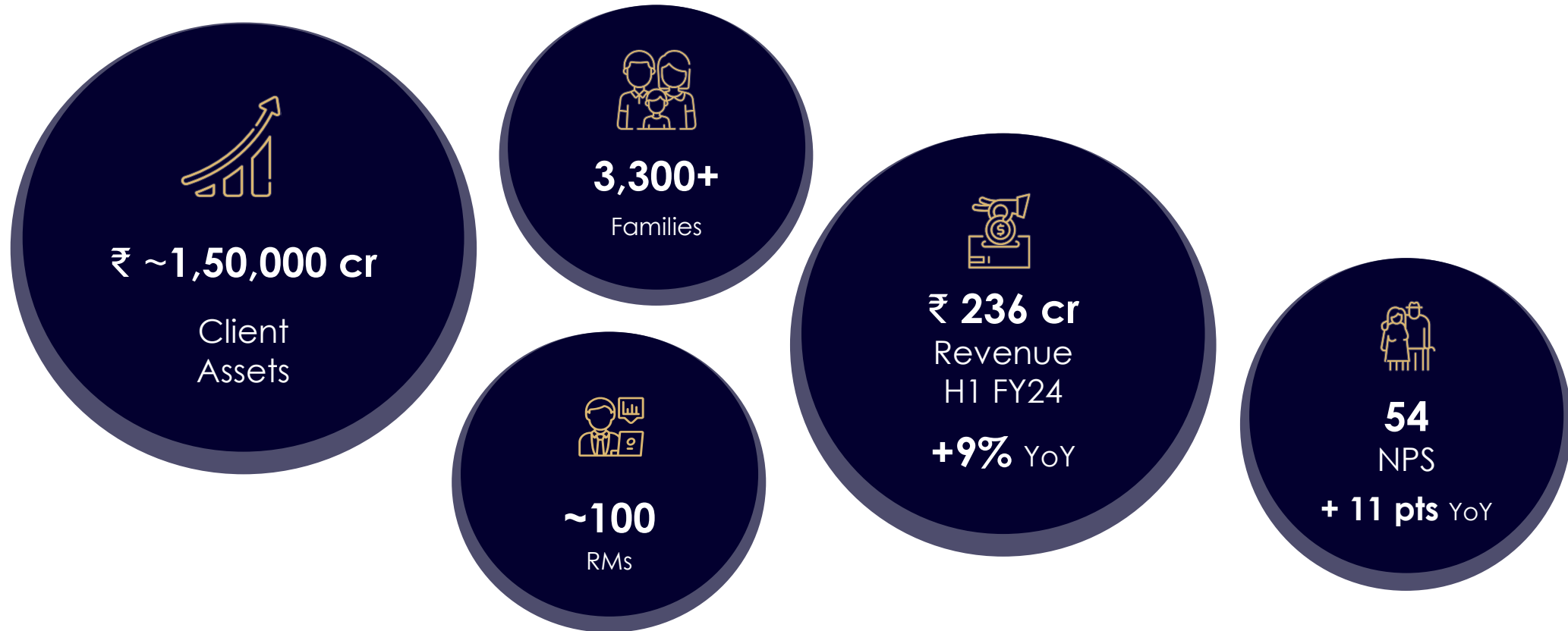
**₹ 70 cr**

Client Assets per RM

# Nuvama Private

Serving Ultra High Networth Clients

# Amongst top 2 independent private wealth players



# Our Strategic Advantage

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**1. Differentiated Platform to gain clients mind share**

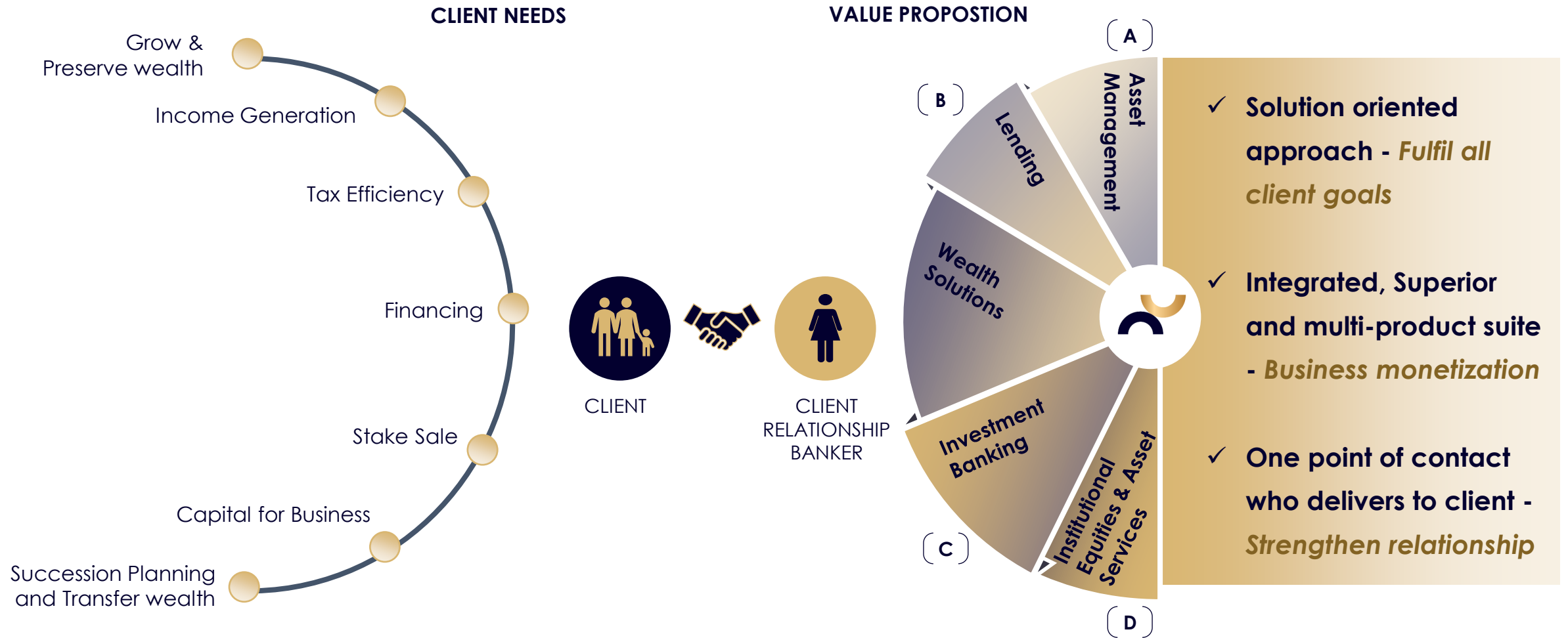


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**2. Well scaled and high-quality team**



# DIFFERENTIATED PLATFORM to gain clients mind share



# DIFFERENTIATED PLATFORM to gain clients mind share

Core  
Wealth  
Solutions

+

A) **Asset  
Management**

- Offering unique products, powered by deep insights from wealth clients
- Addressing client needs / gaps in the market with proven track record

B) **Lending**

- Enabling acquisition and enhancing wallet share of high-quality UHNI clients
- Credit products to solve specific needs

C) **Investment  
Banking**

- Fulfilling client needs throughout the life cycle
- Best-in-class advisory to UHNI clients for their business and professional needs

D) **Institutional  
Equities and  
Asset Services**

- Access to leading institutional practice with deep coverage and world-class capabilities
- Best-in-class research

# Well **SCALED** and **HIGH-QUALITY** team

## Wide Coverage and Scaling



**~100**

Relationship Managers

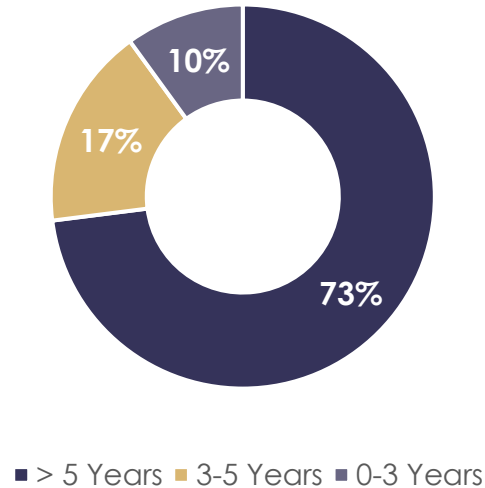
Including

**30**

Team Leaders

## Robust Engagement

Team Leader Vintage



## Delivering Best-in-class Outcomes

**₹ 5,000 cr**

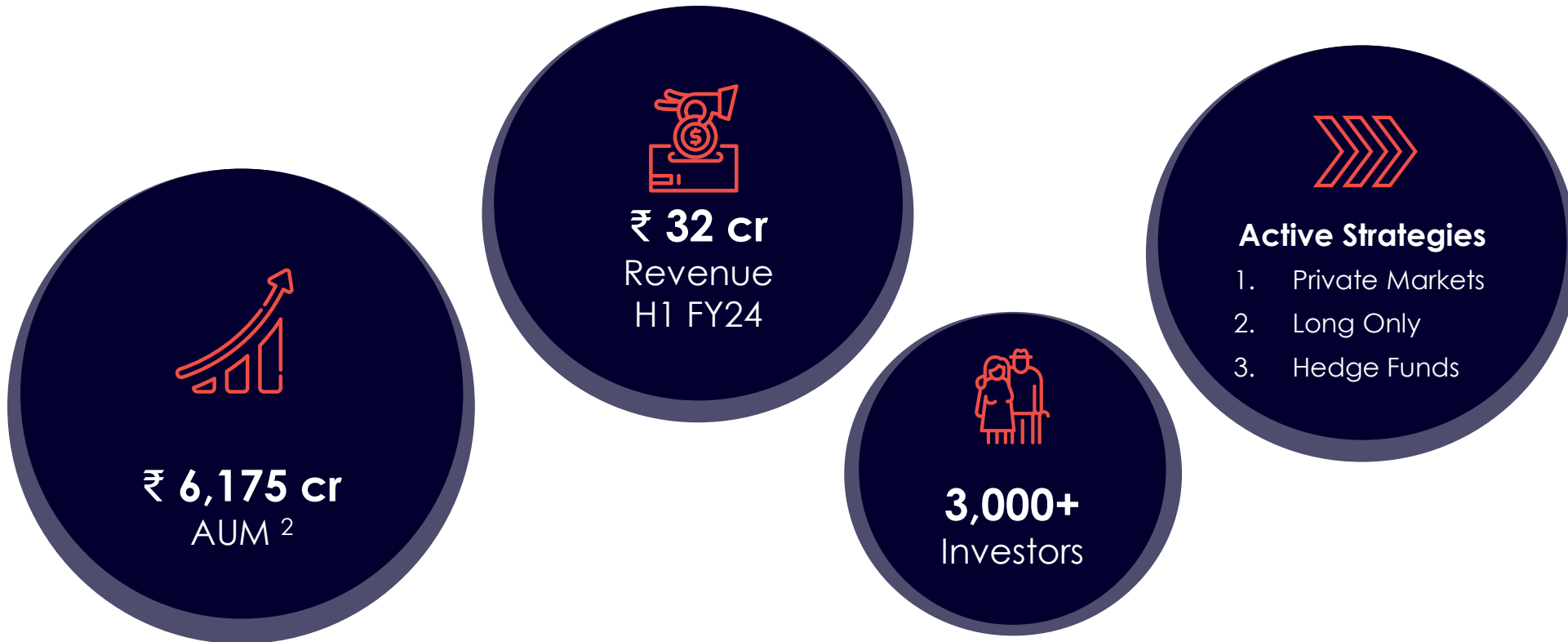
Client Assets  
per team leader

**~100**

Families  
per team leader

# Asset Management

# Focused and high-performing alternatives asset management business



# Our strategic advantage

01 Customer Insights	02 Ability to Scale with Speed	03 Proven Fund Management Capabilities	04 Digital Platform												
<ul style="list-style-type: none"><li>Differentiated products powered by deep insights from wealth clients, e.g. <i>Crossover</i> (late-stage growth equity), <i>EDGE</i> (equity long-short), <i>Crossover Yield</i> (venture debt), <i>NEXT</i> (equity mid-small cap), <i>Absolute Return</i>.</li></ul>	<ul style="list-style-type: none"><li>Wealth management led rapid scale-up of asset management practice, <b>raised ₹ ~4k cr in 12 months</b></li><li><b>Scale begets scale</b>, in-turn increased 3<sup>rd</sup> party distribution</li></ul>	<ul style="list-style-type: none"><li><b>Best-in-Class</b> performance</li></ul> <table><tr><th>Fund</th><th>Fund Return <sup>1</sup></th><th>Benchmark Nifty 50 TRI <sup>2</sup></th></tr><tr><td>Crossover I <sup>3</sup> (Late Stage)</td><td><b>19.3%</b></td><td><b>11.6%</b></td></tr><tr><td>Crossover II <sup>3</sup> (Late Stage)</td><td><b>26.6%</b></td><td><b>15.4%</b></td></tr><tr><td>EDGE (Long-Short Equity)</td><td><b>22.3%</b></td><td><b>16.3%</b></td></tr></table>	Fund	Fund Return <sup>1</sup>	Benchmark Nifty 50 TRI <sup>2</sup>	Crossover I <sup>3</sup> (Late Stage)	<b>19.3%</b>	<b>11.6%</b>	Crossover II <sup>3</sup> (Late Stage)	<b>26.6%</b>	<b>15.4%</b>	EDGE (Long-Short Equity)	<b>22.3%</b>	<b>16.3%</b>	<ul style="list-style-type: none"><li>Significant <b>operating leverage</b>: Complete digital platform for onboarding and servicing - Industry first</li></ul>
Fund	Fund Return <sup>1</sup>	Benchmark Nifty 50 TRI <sup>2</sup>													
Crossover I <sup>3</sup> (Late Stage)	<b>19.3%</b>	<b>11.6%</b>													
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EDGE (Long-Short Equity)	<b>22.3%</b>	<b>16.3%</b>													

# Capital Markets

# Market dominant capital markets franchise

Asset Services			Institutional Equities and Investment Banking		
<b>₹ 124 cr</b>	<b>450+</b>	<b>₹ 65,828</b>	<b>₹ 197 cr</b>	<b>700+</b>	<b>260+</b>
Revenue H1 FY24	Custody Clients	Client Assets in cr	Revenue H1 FY24	Institutional Clients	Companies under Research Coverage

- World class asset services (custody and clearing) with growing market share
- Leading institutional equity platform, strong distribution capability, reach across NA, EU, ME, SEA & India
- Full-service investment banking capability, across equity & debt solutions, serving through-out business life cycle
- Comprehensive private wealth proposition to corporate promoters and selling shareholders



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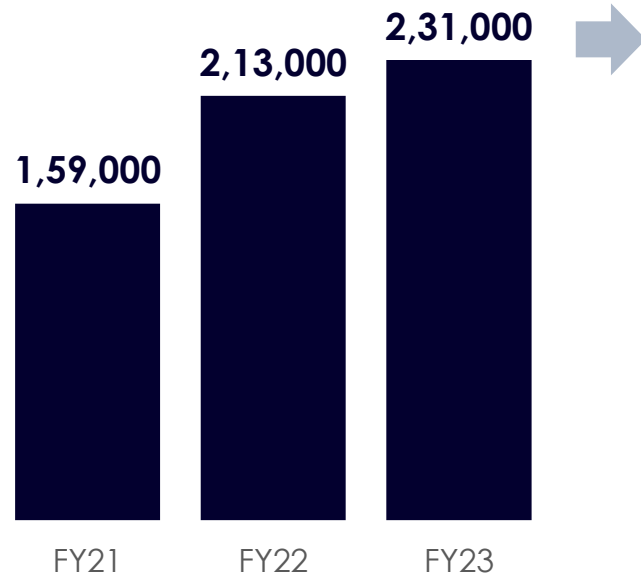
# Summary

- Continued focus on scale and quality
- Resulting in strong performance over years
- Diversified and resilient revenue streams
- Wealth and Asset Management today constitutes 65-70% of earnings
- Consistently delivering value to shareholders

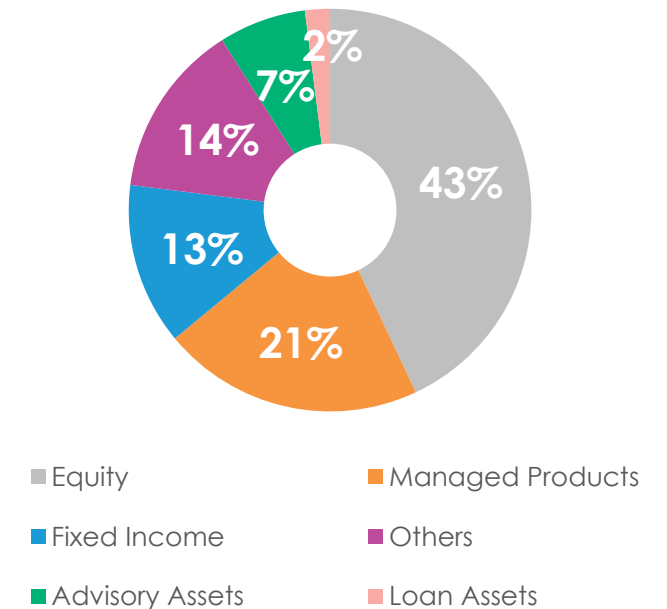
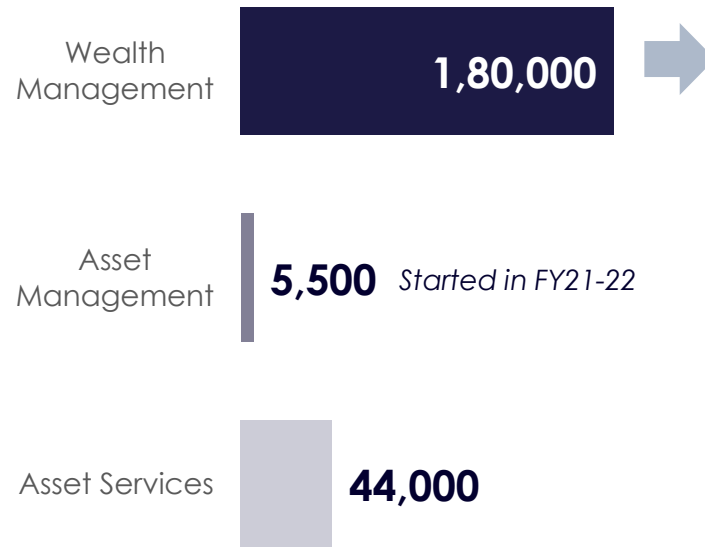
# Continued focus on **SCALE** and **QUALITY**

## Client Assets - ₹ cr

**CAGR : 21%**



**Diversified base with superior access to all asset classes**



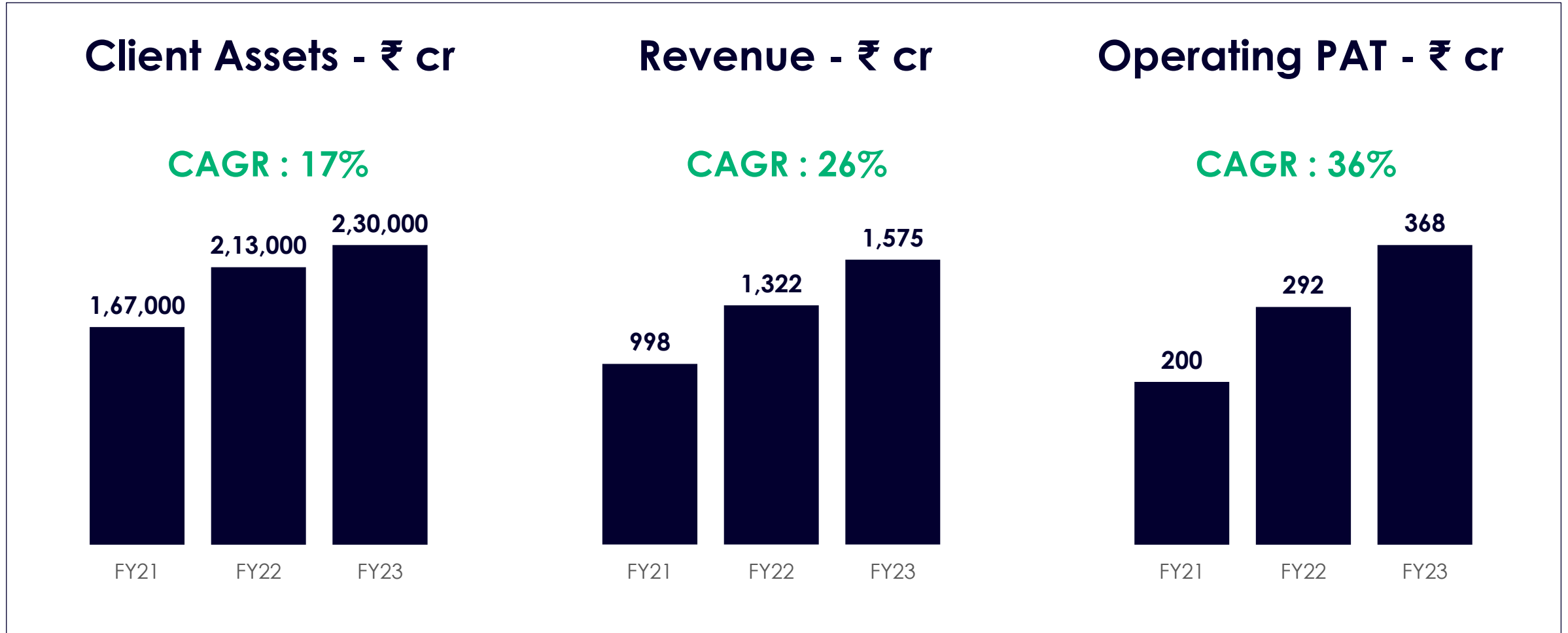
Numbers have been rounded off for presentation purposes

# Resulting in **STRONG** performance over years



Numbers have been rounded off for presentation purposes

# Consistently delivering **VALUE** to shareholders



Numbers have been rounded off for presentation purposes

# Won accolades across credible platforms

Select Awards and Recognitions



Asiamoney Private  
Banking Awards 2023



Asian Private Banker  
2022



The Asset Triple A  
Private Capital Awards  
2022



Global Private Banking  
Innovation Awards  
2022



Asiamoney Private  
Banking Awards 2020,  
2021, 2022



The Asset Triple A  
Private Capital Awards  
2021



Global Private Banking  
Innovation Awards  
2021



Global Private Banking  
Innovation Awards  
2021



Global Finance  
Magazine 2018, 2019,  
2020, 2021



Asian Private  
Banker2020



Finance Asia Country  
Awards 2019



Asiamoney Best Private  
Banks 2018, 2019



Asian Private  
Banker2017, 2018, 2019

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# Summary

- Necessary fundamentals in place
- Adequately capitalized to achieve future goals
- Well defined trajectory for each segment

# Our STRATEGIC ADVANTAGE



# LONG-TERM objectives



Wealth and Asset  
Management to be key drivers  
and would constitute 75 - 80%  
of the earnings



Operating leverage to deliver  
significant improvement in cost  
to income ratio






Be client-first in  
everything we do



# Well DEFINED TRAJECTORY for each segment

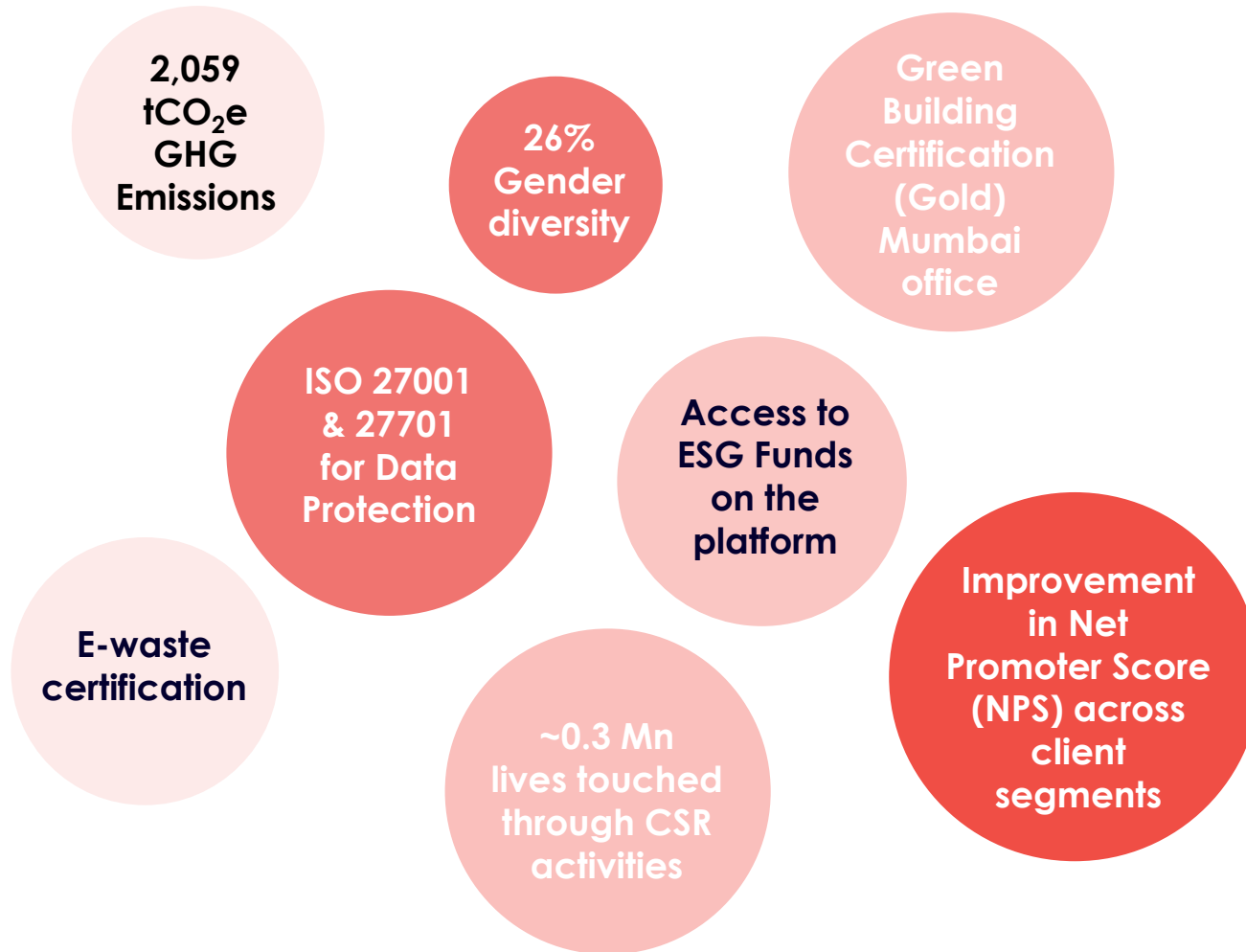
LONG TERM STRATEGY	FOCUS AREAS			EXECUTION MARKERS
Grow Wealth Management				In 5 years grow clients and client assets to 2-2.5x
	 <p>Leverage tech to optimize cost-to-serve and enhance experience</p> <p>Client, RM, EWM</p>	 <p>Continue journey from product to portfolio solutions</p>	 <p>Expand to NRI client segment and deepen existing relationships</p>	
				
	 <p>Grow ARR Assets / Income</p>	 <p>Double RM capacity in 3-5 years</p>	 <p>Build full stack offshore wealth management</p>	

# Well **DEFINED TRAJECTORY** for each segment

LONG TERM STRATEGY	FOCUS AREAS			EXECUTION MARKERS
Significantly Scale Asset Management	  Build full suite of alternatives  <b>On-going</b> Private Equity Venture Debt  <b>Launch Planned</b> Real Assets Credit	  Continue to scale public market strategies  <b>On-going</b> Long Only Long Short Absolute Return  <b>Launch Planned</b> Gift City	  Expand Distribution  <b>Nuvama</b> Nuvama Private Nuvama Wealth  <b>Domestic</b> EWM, Institutions, IFAs  <b>International</b> Institutions, NRIs	In 5 years grow AUM to 6-8x

# ESG: Let's do it right, for people, planet & prosperity

## Key ESG Highlights for FY 2022-23



## Pioneering Sustainability: Our ESG Journey begins



Completed



In progress



Upcoming

# Safe harbour

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For more information, please visit [www.nuvama.com](http://www.nuvama.com)

## NOTES:

- Slide 1: Nuvama formerly know as Edelweiss Wealth Management
- Slide 7: Company has filed the listing applications with the stock exchanges and SEBI which are currently under process. We expect to get listed in Q2FY24, subject to regulatory approvals.
- Slide 8: Company research and estimates
- Slide 9: Kotak Wealth Report, Karvy Wealth Report, Mckinsey Wealth Reports, Credit Suisse Global Wealth Reports | 2017-2022 and company estimates
- Slide 10: Revenue incorporates impact of phase 3 demerger to include merchant banking & advisory services businesses. Revenue calculated by reducing finance cost and variable business expenses from gross revenue. Corporate other income and eliminations have been adjusted in IB & IE segment for representation - FY21 ₹ 10, FY22 ₹ (8) cr and FY23 ₹ 2 cr. Asset Management business was started in FY21 and new schemes were launched in FY22.
- Slide 12-13: Source for data points are IMF, OECD, Federal Reserve, Karvy Wealth Reports, World Bank, Credit Suisse Global Wealth Reports 2021,2022, Citi Research and BSE
- Slide 14: Source: AMFI, SEBI, IRDAI, IBEF and BCG reports for period 2000-2022. Investment assets includes Insurance, Direct Equity, MF, Unlisted Equity, Alternative Investments & International Assets
- Slide 18 & 23 Source company internal data sources, company research, Asian Private Banker and Care Report
- Slide 34-37: Revenue and Operating PAT incorporates impact of phase 3 demerger to include merchant banking and advisory services businesses. Revenue is calculated by reducing finance cost and variable business expenses from gross revenue. Operating PAT excludes non-recurring expenses - FY21: ₹ 53 cr, FY22: ₹ 58 cr, FY23: ₹ 60 cr and Q1FY24: ₹14 cr
- Slide 1 to 37: Nuvama data and metrics presented are as on end of or for period FY23 or as specified and may have been rounded off for presentation purposes

# Annexures

# Annexure 1: Our Board

**Experienced and Independent composition with good mix of business and functional skills**



**Birendra Kumar**

Chairman & Independent  
Director



**Ashish Kehair**

Managing Director and  
CEO



**Shiv Sehgal**

Executive Director



**Nikhil Srivastava**

Non-Executive Nominee  
Director



**Anthony Miller**

Non-Executive Nominee  
Director



**Aswin Vikram**

Non-Executive Nominee  
Director



**Ramesh Abhishek**

Non-Executive Nominee  
Director



**Navtej Nandra**

Independent Director



**Anisha Motwani**

Independent Director



**Sameer Kaji**

Independent Director



**Kamlesh S. Vikamsey**

Independent Director