



PRESS BRIEFING

Edelweiss, Tokio Marine form Life Insurance JV

Mumbai, November 23, 2009: Edelweiss Capital, India's leading diversified financial services company announced that it has entered into an agreement with Tokio Marine Holdings, Inc., one of the world's leading Insurance groups headquartered in Japan, to establish a Life Insurance Joint Venture in India to be called **Edelweiss Tokio Life Insurance (ETLI)**. Edelweiss would own 74% of ETLI while Tokio Marine would own the balance 26%. Tokio Marine is keen to commit higher capital to the JV and increase their ownership to 49% when permitted by Regulations. The joint venture will approach the IRDA (Insurance Regulatory & Development Authority) to obtain the life insurance license.

Life Insurance industry in India has grown at a CAGR of 30% over the last 5 years and both partners see a large growth potential in the industry. The proposed first phase capital of INR 550 crores will be one of the highest initial paid up equity capital in the industry and reflects the long term commitment of both partners to the venture.

Commenting on the occasion, **Rashesh Shah, Chairman, Edelweiss Capital** said, "Life Insurance has played a pivotal role in channelizing household savings into long term investments. The premium of over INR 200,000 crores in the industry represents 12% of annual household savings and we believe this percentage will grow to 15% over the next 5 years. Edelweiss is a diversified financial services company and life insurance represents a good long term growth opportunity and further enhances the portfolio of products offered by the company. In Tokio Marine, we have found a partner who shares our vision for growth of the industry. Backed by its strong financial and product capability, Tokio Marine Group has successfully established Life Insurance operations as a second generation entrant in developed and developing markets."

The USD 18 billion Tokio Marine Group has been seeking expansion of its international insurance business as a driving force for its growth strategy, both in terms of business volumes and profitability. **Mr. Hiroshi Endo, Managing Director and member of the Management Committee, Tokio Marine Holdings, Inc.** said, "Tokio Marine is known as the oldest and the largest Non-life Insurance Company in Japan and if we look back our operational history, it has been more than 130 years. Since year 1996, we have been operating Life Insurance Business as well, after Insurance Act in Japan allowed us to operate both life and non-life business. Especially after year 2000, Tokio Marine has been seeking expansion of its international insurance business as a driving force for our growth strategy for longer term, both in terms of business volumes and profitability to strengthen our position as a global top-tier insurance group."

Mr. Takashi Yoshikawa, CEO, Tokio Marine Asia Pte. Ltd said, "Given its increasing population and GDP growth, the Indian insurance market is one of the fastest growing in the world. Tokio Marine was the first Japanese insurance company to recognize this potential and set up a joint venture in the non-life insurance space. In the life insurance space, we were looking for a partner that had the highest standards of corporate governance, strong presence in financial markets and an approach to growth. Edelweiss Capital with its history of innovation and deep knowledge of financial markets has all these and I am sure that our new joint venture, which combines the strengths of the two partners, will be a great success."

Deepak Mittal, Chief Financial Officer, Edelweiss Group said, “Life Insurance Industry is going through changes which require a new approach focusing equally on growth and profitability. While existing players have an established product portfolio and reach, a new entrant will have greater flexibility to adapt to the emerging environment. We are confident of bringing a differentiated Life Insurance offering benefitting from the partners’ global experience, product development capabilities and understanding of Indian consumer behavior.”

About Edelweiss Capital

Edelweiss, with a group net worth of over INR 2400 crores and a pre-tax profit of INR 329 crores for FY09, has emerged as India’s leading diversified financial services company. Edelweiss offers a large range of products and services spanning across asset classes and consumer segments. Its businesses are broadly divided into Investment Banking, Brokerage Services, Asset Management and Financing. The company’s research driven approach and proven history of innovation has enabled it to foster strong relationships across corporate, institutional and individual clients. The recently launched Mutual Fund and Retail Broking businesses have paved the way for Edelweiss to cater to the large retail client segment. Edelweiss’ presence in India spans 53 offices across 17 cities.

To learn more about the Edelweiss Group, please visit www.edelcap.com

About Tokio Marine Holdings, Inc.

Tokio Marine Holdings, Inc. is the holding company for the Tokio Marine Group which is one of the leading insurers globally. The Group has a net worth of USD 18.4 billion (INR 92,000 crores) and revenues of USD 39 billion (INR 195,000 crores) for FY09 and operates across 36 countries. With over 130 years of experience in the insurance sector it has expanded its reach across geographies in life and non-life insurance sectors. The Group has also successfully established Life Insurance operations as a second generation entrant in developed markets like Japan and Singapore and also in other developing markets like China, Malaysia and Thailand. The Group is rated ‘AAA’ by Japan Credit Rating Agency (JCR) while its group company Tokio Marine & Nichodo is rated ‘A++’ by A.M. Best.

To learn more about the Tokio Marine Holdings Inc, please visit www.tokiomarinehd.com/en

For further information please contact:

Shabnam Panjwani
Head – Marketing Communication
Edelweiss Capital Limited
Email: shabnam.panjwani@edelcap.com
Tel: +91 22 40886364