



Amit Agarwal

CEO

EAAA India Alternatives Limited
(Edelweiss Alternatives)

How is the alternative asset management industry emerging as a growth catalyst for India's economic expansion?

India's growth is creating a broad and increasingly diverse opportunity set for capital. Businesses are expanding, infrastructure is developing, new industries are emerging and established assets are evolving. This is creating a growing need for capital that can be flexible, patient and aligned with different stages of opportunity. Alternative asset management has an important role to play in this environment. It connects long-term capital with businesses and assets that are contributing to India's growth, while giving investors access to opportunities beyond traditional asset classes.

What is encouraging is the increasing depth of the ecosystem. Investors are becoming more sophisticated, businesses are becoming more ambitious, and the range of opportunities is expanding across sectors and investment strategies.

Alternative Investment Funds is one of the fastest growing investment



segments in India, given its low penetration. The industry brings together capital, expertise and a long-term perspective to participate in India's growth.

What role can alternative capital play in supporting businesses through their growth journey?

Businesses require different forms of capital at different stages of their journey, whether to expand, acquire, transform or scale. Similarly, real assets can benefit from long-term ownership and active management, while special situations may require flexible capital and an engaged partner to unlock their potential.

This is where alternative capital can create differentiated value. In India, private credit, in particular, is increasingly addressing the bespoke capital needs of mid-stage corporates, extending beyond traditional lending to support more differentiated financing requirements. It can provide tailored solutions for growth capital, acquisitions, shareholder liquidity and other strategic requirements, with structures aligned to the specific needs and cash flows of a business.

At Edelweiss Alternatives, we seek to bring together flexible capital, experience and a long-term perspective to support businesses at important stages of their evolution. Our approach is to provide solutions that enable companies to pursue strategic opportunities, execute transformational transactions and strengthen their balance sheets, while preserving greater ownership for

promoters and management teams.

Ultimately, alternative capital can go beyond financing. With the right approach and alignment, it can help businesses navigate change, unlock opportunities and create enduring value for all stakeholders.

What has shaped Edelweiss Alternatives' approach to building a institutional platform?

Capability before capital has been the cornerstone of our platform. We believe a strong alternatives business is built over time through experienced teams, rigorous investment discipline and lasting relationships.

Over the years, we have developed a diversified platform across private credit, real assets and private equity, with specialised strategies within each. This allows us to participate in India's growth across businesses, operating assets and opportunities that require differentiated investment approaches. Our investment philosophy remains anchored in disciplined capital deployment, active ownership and long-term alignment with our investors. These principles guide how we evaluate opportunities, make investment decisions.

We see scale as a natural outcome of consistently delivering for our stakeholders and earning their trust over time. As India enters its next phase of growth, our ambition is to continue strengthening our platform, evolve with the opportunity landscape and create lasting value for the investors, businesses and assets we partner with. ■