



8th May 2016

The Secretary The Bombay Stock Exchange Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai - 400001	The Secretary National Stock Exchange of India Limited Exchange Plaza Bandra Kurla Complex (BKC) Bandra (east) Mumbai - 400051
Scrip Code No-539844	Symbol: EQUITAS

Dear Sir

Sub: Intimation of information under Regulation 33 and 46 of SEBI(Listing Obligations & Disclosure Requirements), Regulation, 2015

This is to inform the stock exchange that the Company has updated on its website the enclosed presentation to be made at the Meeting of the analysts/institutional investors, scheduled on Monday, 9th May 2016.

Thanking you,

Yours Faithfully,

For Equitas Holdings Limited

for Jayashree S Iyer
for Jayashree S Iyer
Company Secretary

EQUITAS HOLDINGS LIMITED
(Previously known as Equitas Holdings Private Limited)



Equitas Group
Investor presentation – FY16

Corporate Overview

Company Overview

The Equitas Group is a diversified financial services provider focused on individuals and micro and small enterprises (MSEs) that are underserved by formal financing channels

Focus customer segment includes low income groups, economically weaker individuals operating small businesses and MSEs with limited access to formal financing channels on account of their informal, variable and cash-based income profile

Operates primarily across four segments - Microfinance, Vehicle Finance, MSE Finance and Housing Finance segments

Headquartered in Chennai, the company is present in 12 states, 1 union territory and NCT of Delhi through 549 branches as of March 31, 2016

The Company has received in-principle approval from the RBI to establish a Small Finance Bank (“SFB”) through a letter dated October 7, 2015, subject to terms and conditions of such approval

The Company is a Non Systemically Important Core Investment Company (CIC), exempt from registration with RBI. However, in terms of SFB ‘in-principle’ approval, the Company has filed the application with the RBI for registering as a CIC

Company's IPO in April 2016

- The Company's IPO opened from April 5, 2016 to April 7, 2016, after the allocation to Anchor Investors was done on April 4, 2016
- Offer for sale was for 13,24,25,884 shares and Rs.720 crore of fresh equity at a price band of Rs.109-110 for a Rs.10 face value per share. Issue size was around Rs.2,177 crore.
- The issue was handled by 4 BRLMs – Axis Capital, Edelweiss, HSBC Securities and ICICI Securities
- The issue was oversubscribed on an overall basis by 17.21 times, excluding the Anchor portion
- Issue price was fixed at Rs.110 per share in consultation with the BRLMs
- Basis of allotment was finalised on April 13, 2016 with the designated Stock Exchange, The Bombay Stock Exchange
- The Company's IPO Committee confirmed the allotment on April 16, 2016
- Trading approval received from BSE and NSE on April 20, 2016
- Stock commenced trading on April 21, 2016 under the symbol 'Equitas'
- Share price closed over 22% of the issue price on Day 1 of listing

Key Strategy 2016-17

Grow the existing range of credit products

- Micro Finance, Small Enterprise & Business banking loans for tiny to small establishments , Commercial Vehicle Finance and Affordable housing finance

Build a community banking channel

- Appoint Business Correspondents to provide easy, convenient and comfortable access to clients for doing even small value banking transactions

Multi Channel & Multi product banking

- Technology driven banking channels such as mobile & internet to provide customers access to a wide range of products, including third party products like Insurance, Mutual funds, Broking and Demat accounts

Improve operating efficiency and risk management

- Technology-led solutions to focus on building proprietary credit and risk models

Mission & Vision Statement – Equitas Group

**Mission: Empowering through
Financial Inclusion**

**Vision: To Serve 5% of
Indian Households by 2020**

Board of Directors

Name & Designation	Experience
N. Rangachary (Non-executive Chairman and independent Director)	Has served as the Chairman of Central Board of Direct Taxes and Chairman of IRDAI in the past.
Arun Ramanathan (Independent Director)	Previously member of the Indian Administrative Service from 1973 to 2009 and during his tenure, he held various positions. He served as the Secretary (Chemicals & Petrochemicals) GoI, Secretary (Financial Services) GoI, and was the Union Finance Secretary at Superannuation.
P.T. Kuppuswamy (Independent Director)	Has extensive experience in the banking and financial services sector having worked with Canara Bank over three decades. He served as Managing Director and Chief Executive Officer of Karur Vysya Bank till May 31, 2011.
Jayshree Ashwinkumar Vyas (Independent Director)	Has been the Managing Director of Shri Mahila Sewa Sahakari Bank Limited since 1986.
P.V. Rajaraman (Independent Director)	Was member of the Indian Administrative Service from 1967 to 2004. Recipient of a Padma Shri Award from the President of India in 2015 for distinguished service
Y.C. Nanda (Independent Director)	Was Managing Director of NABARD and was appointed as the chairman of NABARD in the year 2000. Also served as a full time member of the National commission of Farmers set - up by the Government of India.

Board of Directors

Name & Designation	Experience
Vinod Kumar Sharma (Independent Director)	Has served as an executive director of the RBI and chaired the working group of Interest Rate Futures and Working Group on common clearing for Commodity Exchanges
N. Srinivasan (Independent Director)	Was the chief general manager at NABARD. He has also authored a book on microfinance.
P.N.Vasudevan (Managing Director)	Managing Director since 2007, Extensive experience in the financial services sector and had served as the Head – Consumer Banking Group in Development Credit Bank, for over 1.5 years. Prior to that, he worked for about 2 decades in Cholamandalam Investment and Finance Company Limited, where he resigned as vice president and business head of vehicle finance

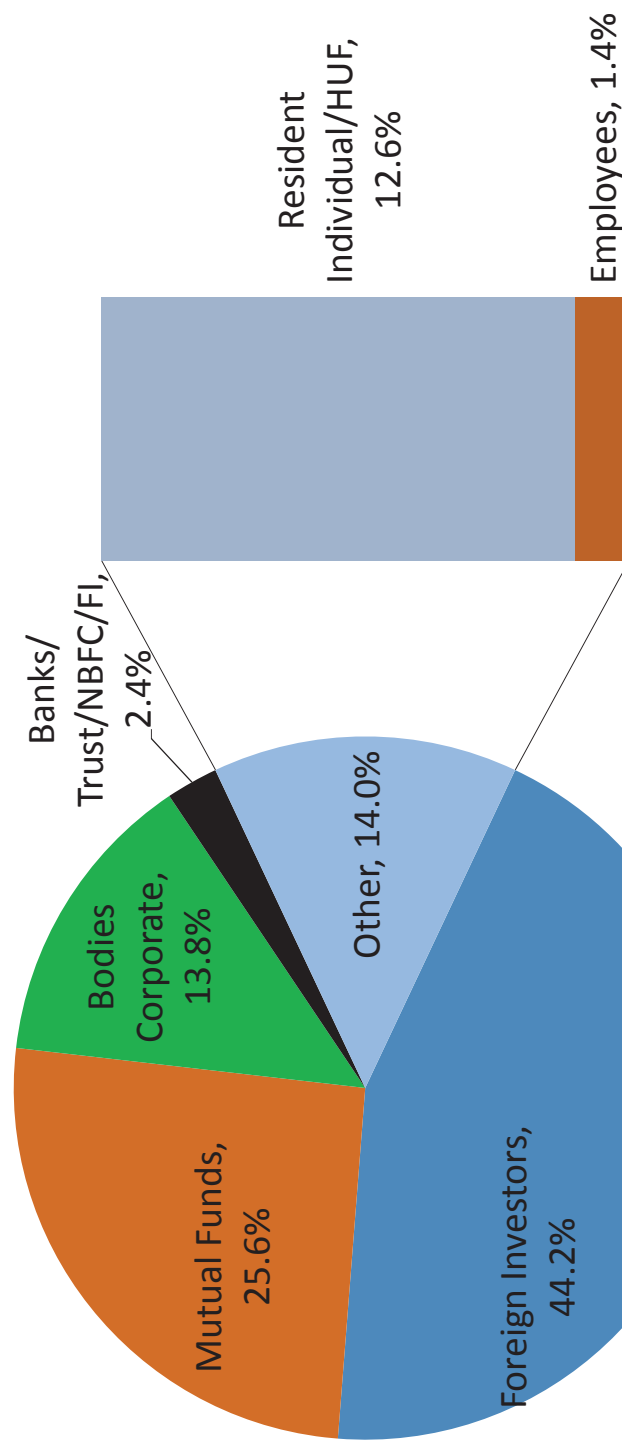
New Subsidiary

Equitas Technologies Private Limited [ETPL] was incorporated in October 2015, as a wholly owned subsidiary of Equitas Holdings Limited. ETPL is involved inter alia, in the development of a technology platform for freight, logistics, carriers and related services, which matches demand with supply and wherein, various such vendors and customers can be brought together for fulfillment of sales and services between them on a real-time basis.

The Company operates under the brand name 'WOWTruck'.

Shareholding Pattern

As of April 30, 2016



Financial Overview

FY16 Performance highlights

NII grew by 47% in FY16 over FY15

PAT grew by 57% in FY16 over FY15

Total AUM - Rs.6,125 Crore in FY16 vs.Rs.4,010 Crore in FY15. Grew by 53% over FY15

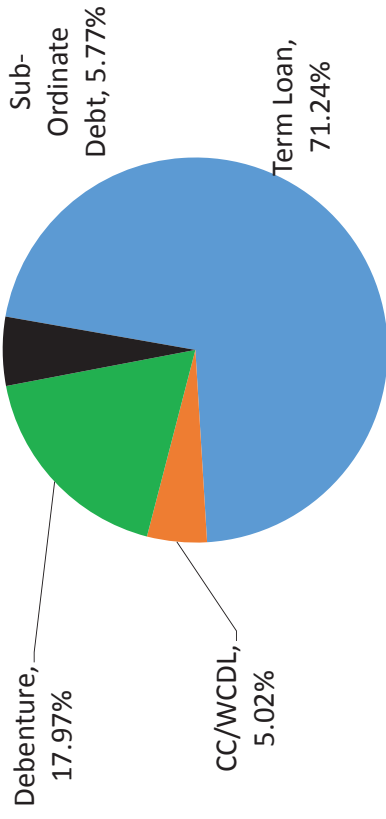
On Book AUM - Rs.5,070 Crore in FY16 vs.Rs.3,465 Crore in FY15. Grew by 46% over FY15

GNPA stood at 1.34% in FY16 vs.1.08% in FY15

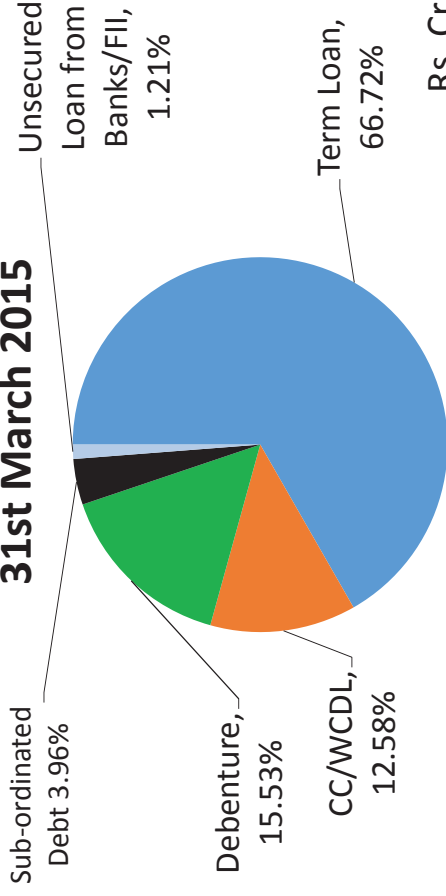
NNPA stood at 0.94% in FY16 vs.0.80% in FY15

Borrowing Profile – FY16

31st March 2016



31st March 2015



Rs. Cr

Particulars	31st March 2016				31st March 2015			
	EMFL	EFL	EHFL	Consolidated	EMFL	EFL	EHFL	Consolidated
Term Loan	2,240	921	175	3,336	1,405	540	78	2,023
CC/WCDL	-	235	-	235	-	381	-	381
Debiture	351	441	50	842	143	328	-	471
Sub-ordinated Debt	230	40	-	270	80	40	-	120
Unsecured Loan from Banks/FII	-	-	-	-	-	27	10	37
ICD [eliminated on Consolidation]	-	-	-	-	-	-	67	-
Total	2,821	1,638	225	4,683	1,628	1,316	155	3,099

Steady Growth in Q4FY16

	YoY Growth	QoQ Growth
Net Interest Income	40%	8%
Other Income	52%	19%
Net Total Income	42%	9%
Operating Profit	23%	7%
Net Profit	28%	9%

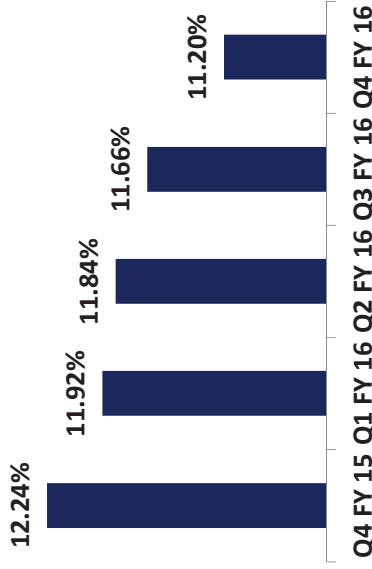
Rs.163 Cr
Rs.29 Cr
Rs.192 Cr
Rs.88 Cr
Rs.47 Cr

Steady Growth in FY16

		YoY Growth
Net Interest Income	Rs.578 Cr	47%
Other Income	Rs.101 Cr	46%
Net Total Income	Rs.679 Cr	47%
Operating Profit	Rs.319 Cr	49%
Net Profit	Rs.167 Cr	57%
AUM	Rs.6,125 Cr	53%
Borrowings	Rs.4,683 Cr	54%

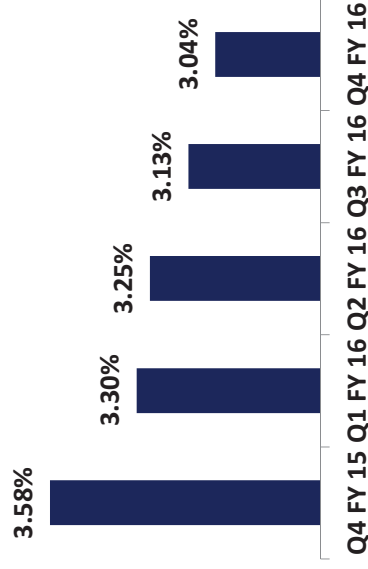
Financial Performance Highlights

Net Interest Margin *



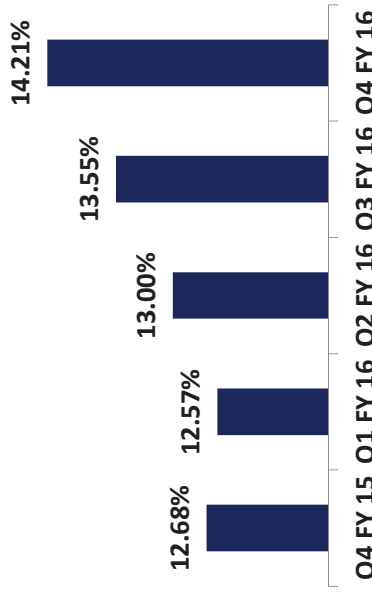
* On Average AUM

ROA #



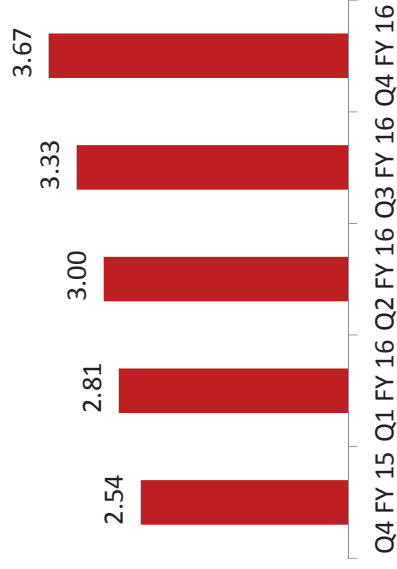
On Average Total Assets

ROE **



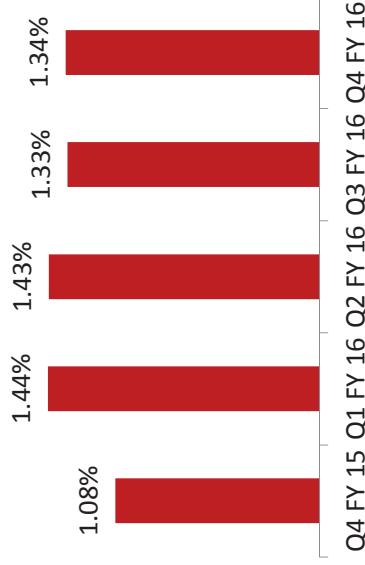
** On Average Equity

Gearing (No. of times)

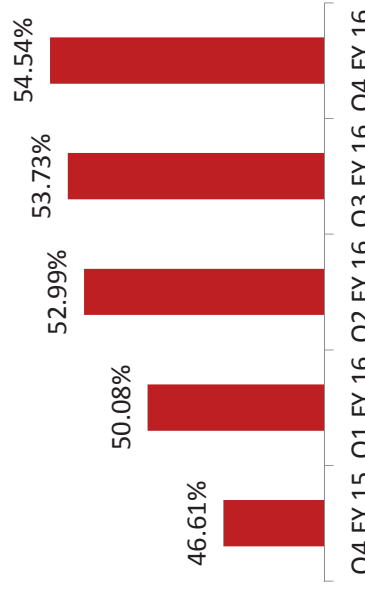


Gearing= Average Total liabilities / Average Networth

GNPA



Cost/Income \$



\$ Operating Expenses/ Net Income

Average means average of Opening + Closing

Key Financial Indicators – FY16

Particulars	FY 16	FY 15
Net Interest Margin *	11.40%	12.07%
Opex *	7.10%	7.61%
Cost to Income Ratio	52.98%	53.60%
Credit Cost *	1.17%	1.55%
Gearing [no. of times]	3.37	2.77
ROA	3.05%	2.96%
ROE	13.31%	11.15%
GNPA %	1.34%	1.08%
NNPA %	0.94%	0.80%

* Ratio calculated based on average of Opening & Closing AUM

Balance Sheet

Rs. Cr

Particulars	Q4FY16	Q4FY15	YoY Growth	Q3FY16	QoQ Growth
Capital & Liabilities					
Capital	269.92	268.87	0.39%	269.46	0.17%
Reserves & Surplus	1,071.43	901.74	18.82%	1,023.42	4.69%
Borrowings	4,683.28	3,032.17	54.45%	4,154.88	12.72%
Other Liabilities & Provision	481.91	262.06	83.89%	348.89	38.12%
Total	6,506.54	4,464.85	45.73%	5,796.65	12.25%
Assets					
Cash and Bank Balance	946.97	557.38	69.90%	280.12	238.06%
Short Term Investments	11.87	175.50	-93.24%	176.30	-93.27%
Loans O/s	5,070.21	3,464.63	46.34%	5,013.88	1.12%
Fixed Assets	65.78	46.72	40.81%	50.93	29.17%
Other Assets	411.71	181.16	127.27%	275.41	49.49%
Total	6,506.54	4,464.85	45.73%	5,796.65	12.25%
AUM [On Book + Off Book]	6,124.72	4,009.88	52.74%	5,505.19	11.25%

Profit & Loss Account - Q4FY16

Rs. Cr

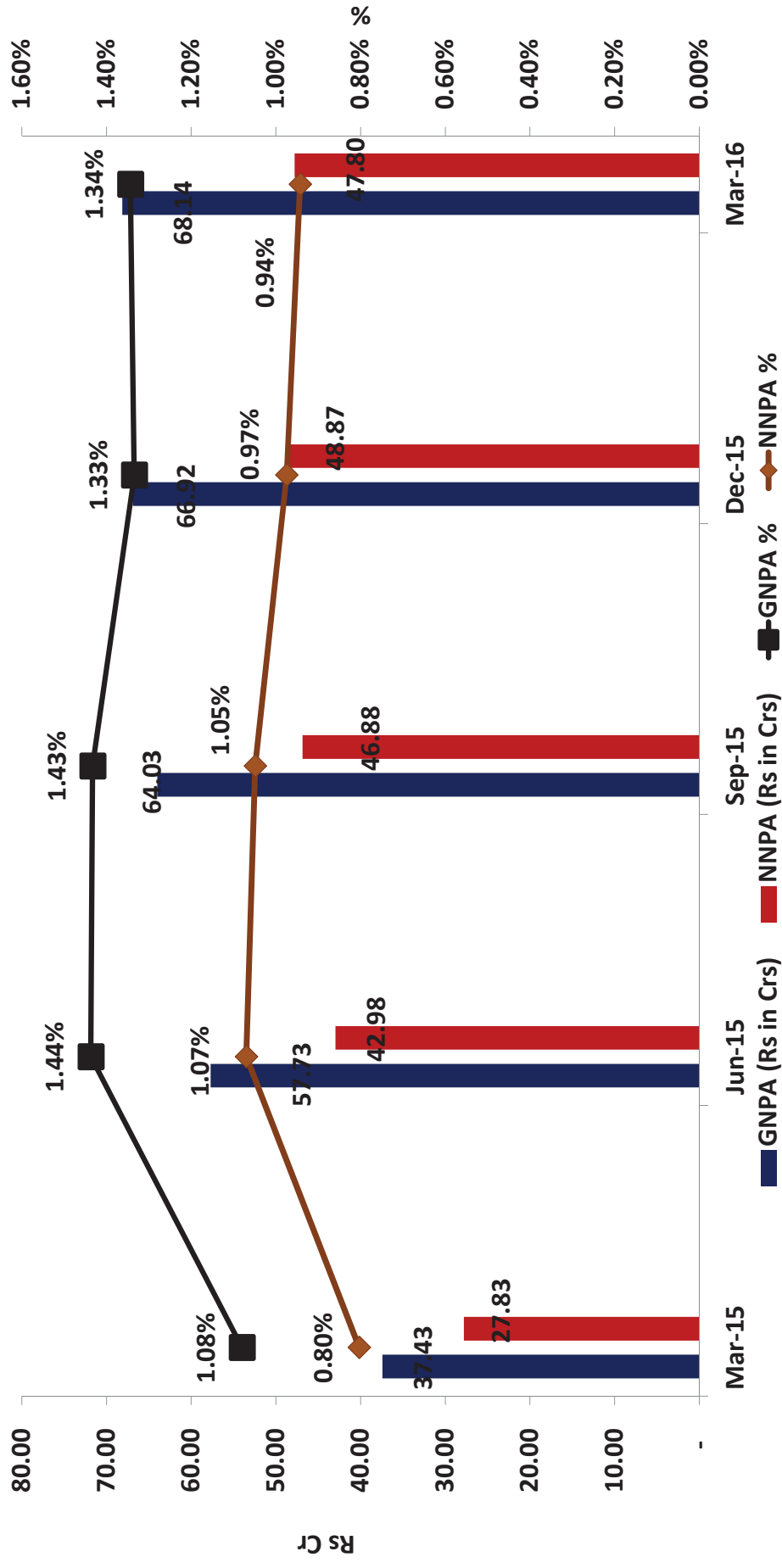
Particulars	QE Mar 16	QE Mar 15	YoY %	QE Dec 15	QoQ%
Net Interest Income	162.86	116.57	39.71%	151.48	7.51%
Other Income	29.62	19.50	51.92%	25.00	18.50%
Total Income	192.48	136.07	41.46%	176.47	9.07%
Operating Expenses	104.97	64.75	62.11%	94.82	10.71%
Operating Profit	87.51	71.32	22.70%	81.66	7.16%
Provisions	14.61	15.59	-6.26%	14.27	2.41%
Profit Before Tax	72.90	55.73	30.80%	67.39	8.17%
Provision for Taxation	26.13	19.25	35.73%	24.34	7.36%
Profit After Tax	46.77	36.48	28.20%	43.05	8.63%

Profit & Loss Account – FY16

Rs. Cr

Particulars	YE Mar 16	YE Mar 15	Change
Net Interest Income	577.73	392.11	47.34%
Other Income	101.18	69.11	46.40%
Total Income	678.91	461.22	47.20%
Operating Expenses	359.68	247.24	45.48%
Operating Profit	319.23	213.98	49.18%
Provisions	59.11	50.43	17.20%
Profit Before Tax	260.12	163.55	59.04%
Provision for Taxation	92.98	56.95	63.27%
Profit After Tax	167.14	106.60	56.78%

Asset Quality



NPA recognition moved to 5 months in FY16 for EFL from earlier 6 months

Asset Quality – Movement

Rs. Cr

Particulars	Q4FY16			Q4FY15				
	EMFL	EFL *	EHFL	Consolidat ed	EMFL	EFL	EHFL	Consolidat ed
Opening GNPA	4.39	55.60	6.93	66.92	1.78	28.90	2.47	33.15
Additions	2.22	15.69	2.54	20.45	0.46	12.11	1.09	13.66
Deductions	0.72	16.03	2.48	19.23	0.99	7.80	0.58	9.37
Closing GNPA	5.90	55.25	6.99	68.14	1.25	33.21	2.97	37.44
Net NPA	1.63	40.56	5.62	47.80	0.38	24.98	2.47	27.83
Gross NPA %	0.23%	2.46%	2.84%	1.34%	0.08%	2.00%	1.66%	1.08%
Net NPA %	0.06%	1.80%	2.28%	0.94%	0.02%	1.50%	1.38%	0.80%
NPA: Gross Slippage ** % [annualised]	0.33%	2.95%	4.44%	1.63%	0.11%	3.36%	2.68%	1.69%
NPA : Net Slippage % [annualised]	0.23%	-0.06%	0.11%	0.10%	-0.13%	1.20%	1.25%	0.53%

* NPA recognition moved to 5 months in FY16
for EFL from earlier 6 months

** Slippage ratio = NPA Additions / Total Loan
Assets at beginning of quarter

Provisions & Write-Off

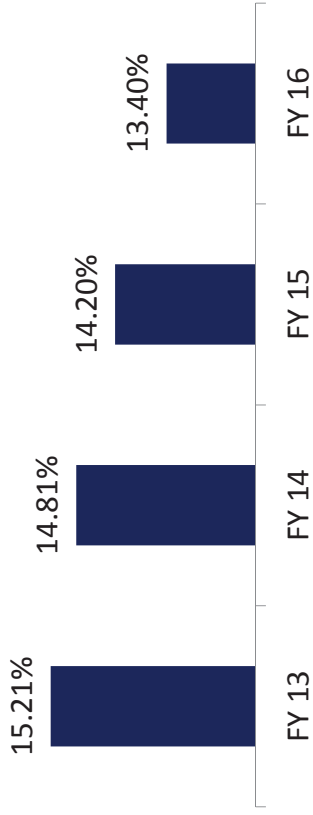
Rs. Cr

Particulars	FY 16 (Rs in Cr)				FY 15 (Rs in Cr)			
	EMFL	EFL	EHFL	Total	EMFL	EFL	EHFL	Total
Provision for Standard Assets	14.17	3.23	0.25	17.65	8.01	1.94	0.35	10.30
Provision for NPA	3.39	6.47	0.87	10.73	0.80	6.57	0.42	7.79
Provision for Repossessed Assets	-	(3.28)	-	(3.28)	-	3.06	-	3.06
Loss on Sale of Repossessed Assets	-	27.31	-	27.31	-	25.22	-	25.22
Loan Write off, Waivers, Cancellations	0.14	6.55	-	6.69	0.15	3.92	-	4.06
Total	17.71	40.28	1.12	59.11	8.96	40.71	0.77	50.43

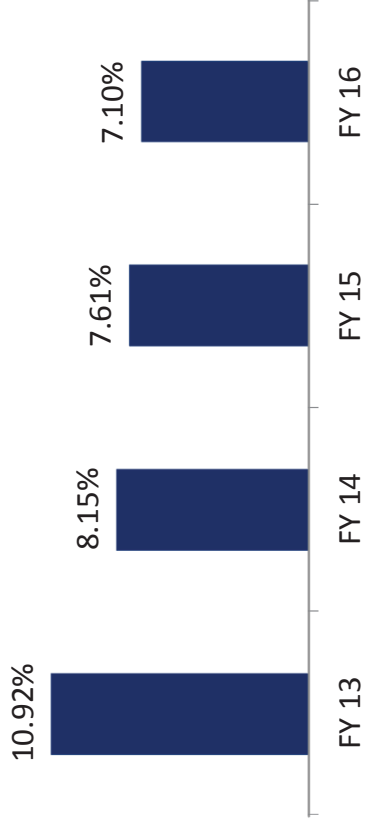
* NPA recognition moved to 5 months in FY16 for EFL from earlier 6 months

Financial Performance Highlights- contd.

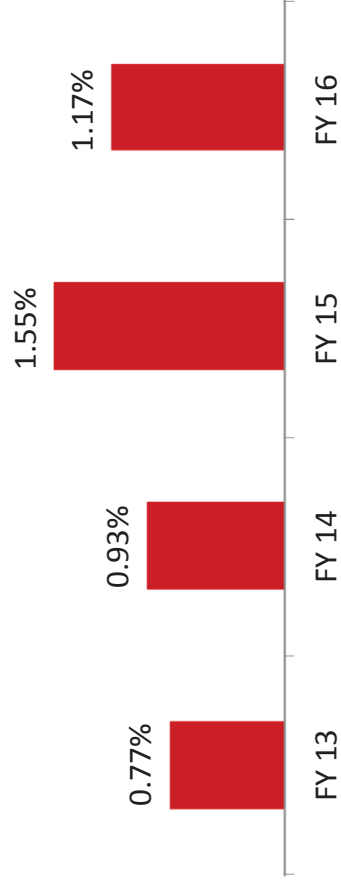
**Net Income Margin
(Gross Income – Finance Cost)**



Opex Ratio



Credit Cost



ROA (PBT)



Ratio calculated based on average of Opening & Closing AUM
Credit Cost for FY16 is after accounting for NPA at 5 months for EFL

Business Overview

AUM (Rs Cr)	FY 13	FY 14	FY 15	FY 16	YoY Growth
Micro Finance					
On Book AUM	864	1,186	1,623	2,576	58.65%
Off Book AUM	270	317	521	707	35.82%
Micro Finance - AUM	1,135	1,503	2,144	3,283	53.11%
% of Total AUM	76.47%	60.47%	53.47%	53.59%	
UCV					
On Book AUM	305	756	1,151	1,510	31.17%
Off Book AUM	-	45	25	-	-100.00%
UCV - AUM	305	801	1,175	1,510	28.43%
% of Total AUM	20.52%	32.24%	29.31%	24.65%	
MSE					
On Book AUM	-	87	511	739	44.70%
Off Book AUM	-	-	-	348	100.00%
MSE - AUM	-	87	511	1,087	112.72%
% of Total AUM	0.00%	3.52%	12.74%	17.75%	
Housing Finance					
On Book AUM	45	94	180	246	37.00%
% of Total AUM	3.01%	3.77%	4.48%	4.02%	
Total					
On Book AUM	1,213	2,123	3,465	5,070	46.34%
Off Book AUM	270	363	545	1,055	93.44%
Total AUM	1,484	2,486	4,010	6,125	52.75%

Key Indicators

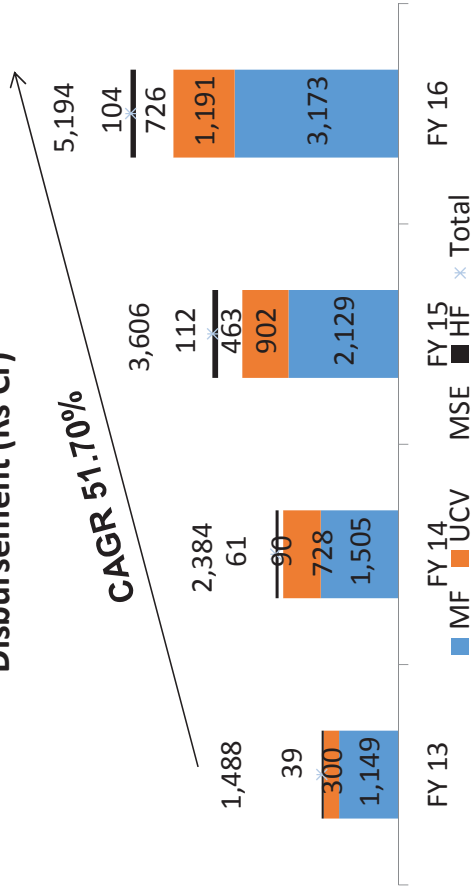
Disbursement (Rs Cr)	FY 13	FY 14	FY 15	FY 16	YoY Growth
Micro Finance	1,149	1,505	2,129	3,173	49.04%
UCV	300	728	902	1,191	32.06%
MSE	-	90	463	726	56.65%
Housing Finance	39	61	112	104	-7.17%
Total	1,488	2,384	3,606	5,194	44.02%
Net Worth (Rs Cr)					
Equity Share Capital	58	73	269	270	0.39%
Reserves & Surplus	414	669	902	1,071	18.82%
Total	472	742	1,171	1,341	14.58%
Profitability (Rs Cr)					
Gross Income	283	484	756	1,115	47.48%
NII	176	294	461	679	47.20%
PBT	40	114	164	260	59.04%
PAT	32	74	107	167	56.76%
Key Ratio					
ROA	2.27%	3.23%	2.96%	3.05%	
ROE	8.24%	12.25%	11.15%	13.31%	
Gearing (no. of times)	2.64	2.79	2.77	3.37	
EPS (Basic)	2.10	3.99	4.48	6.21	
Book Value Per Share [*]	81.70	102.13	43.54	49.69	

* FYs13 & 14 - not adjusted for Bonus Shares issued in June 2014 [2 shares for every 1 held]

Financial Performance Highlights – contd.

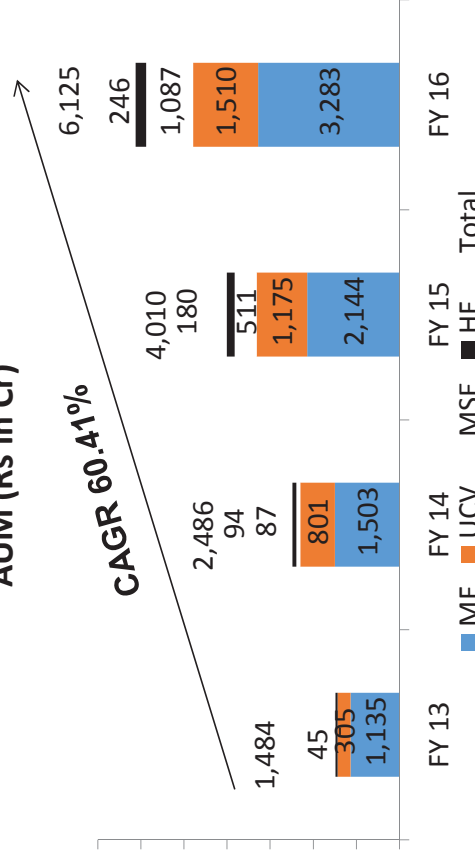
Disbursement (Rs Cr)

CAGR 51.70%



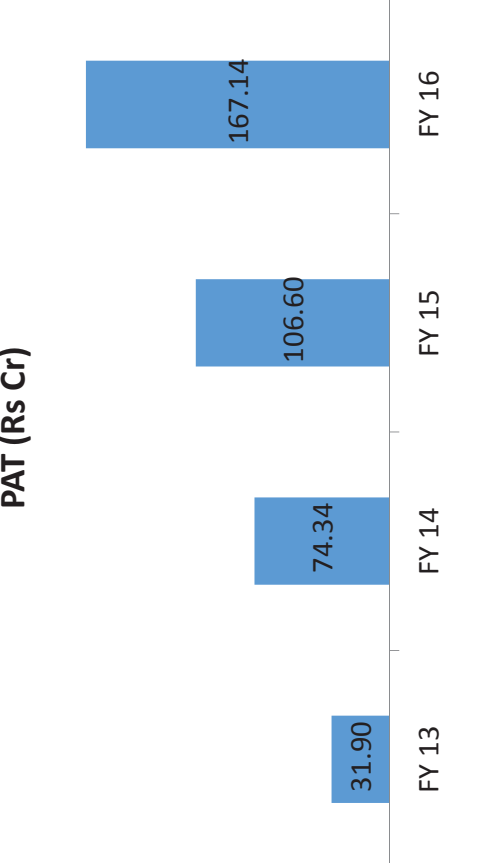
AUM (Rs in Cr)

CAGR 60.41%



Net Worth (Rs in Cr)

PAT (Rs Cr)

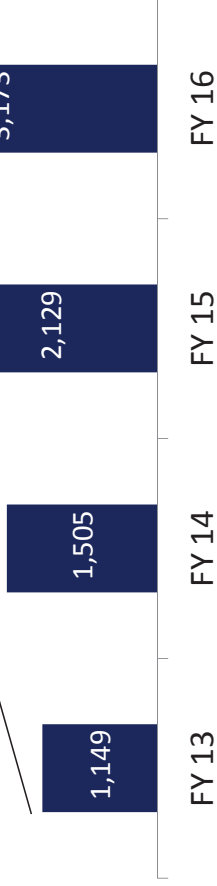


Micro Finance

Financial Performance Highlights – Micro Finance

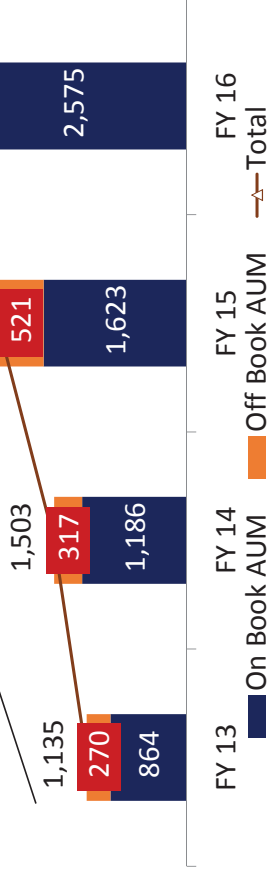
Disbursement (Rs Cr)

CAGR 40.29%

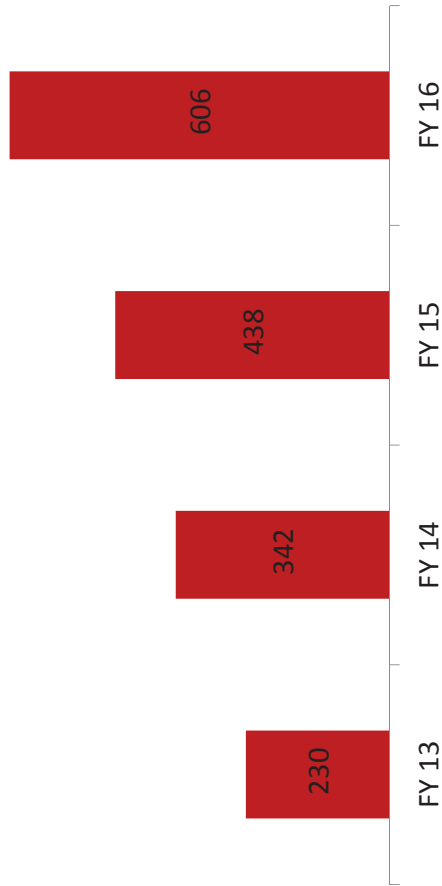


AUM (Rs in Cr)

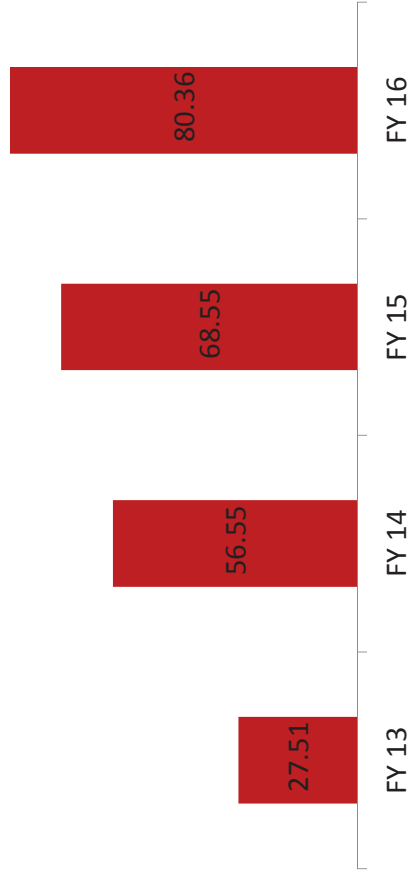
CAGR 42.49%



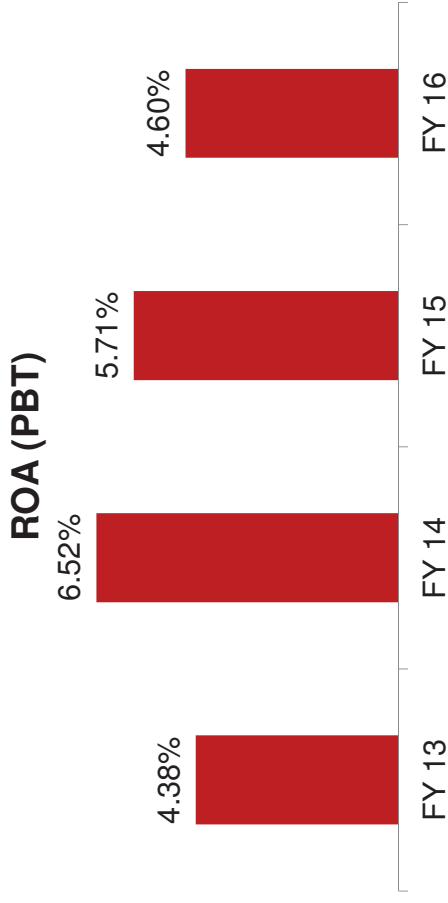
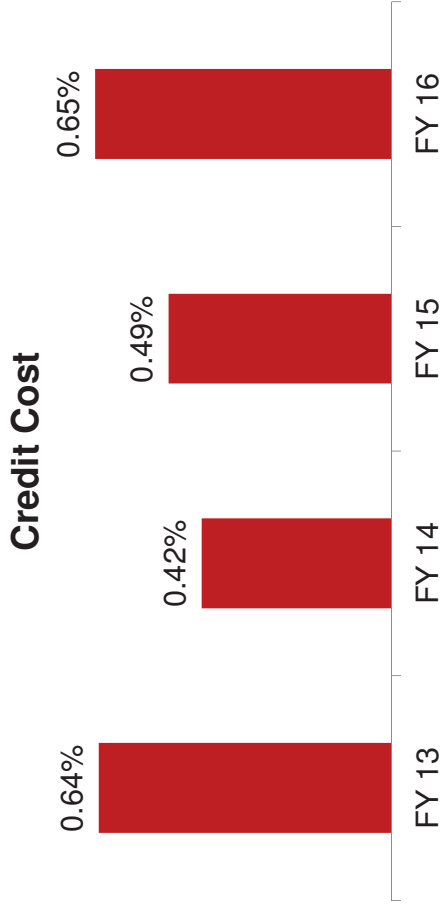
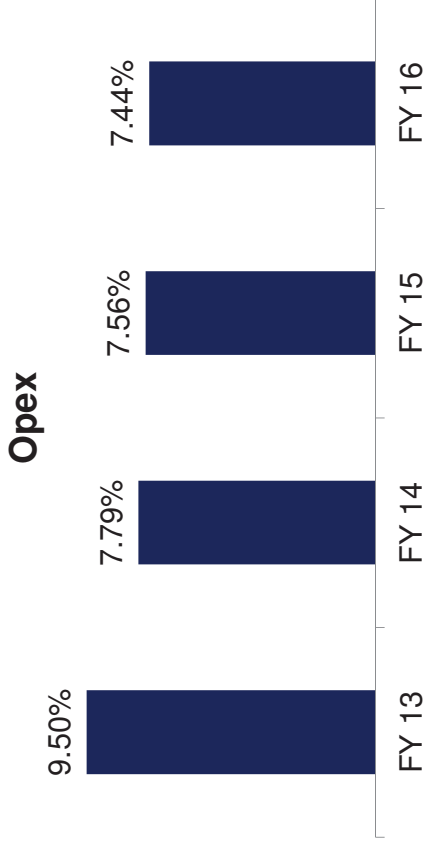
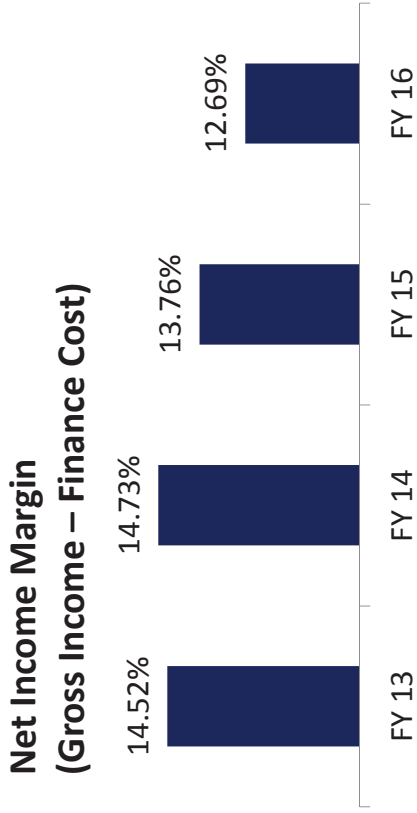
Gross Income (Rs in Cr)



PAT (Rs in Cr)



Financial Performance Highlights - Micro Finance contd.



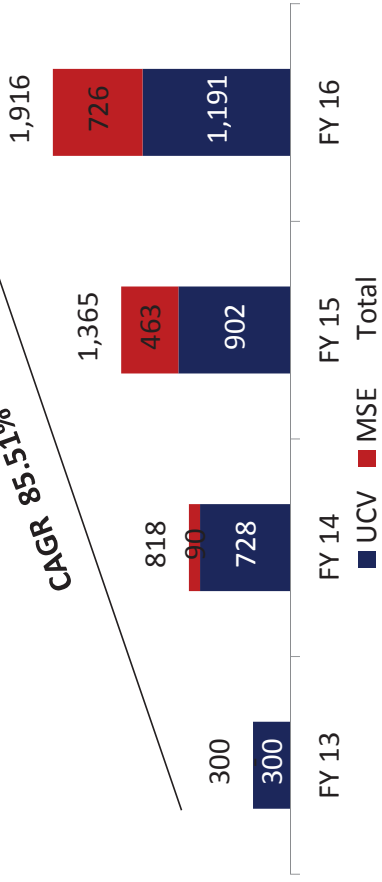
Ratio calculated based on average of Opening & Closing AUM

Equitas Finance – UCV and MSE financing

Financial Performance Highlights – EFL

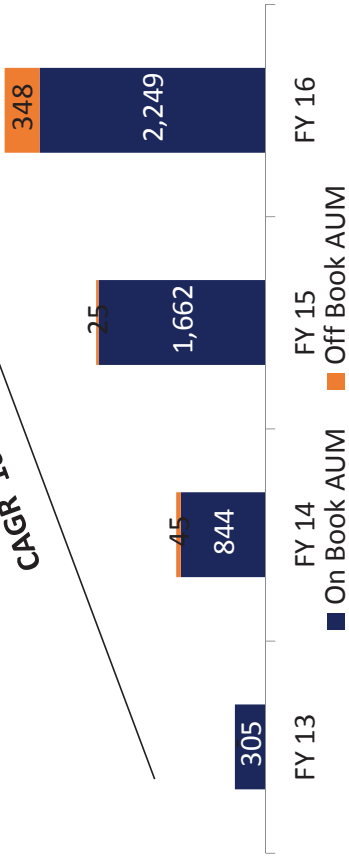
Disbursement (Rs Cr)

CAGR 85.51%

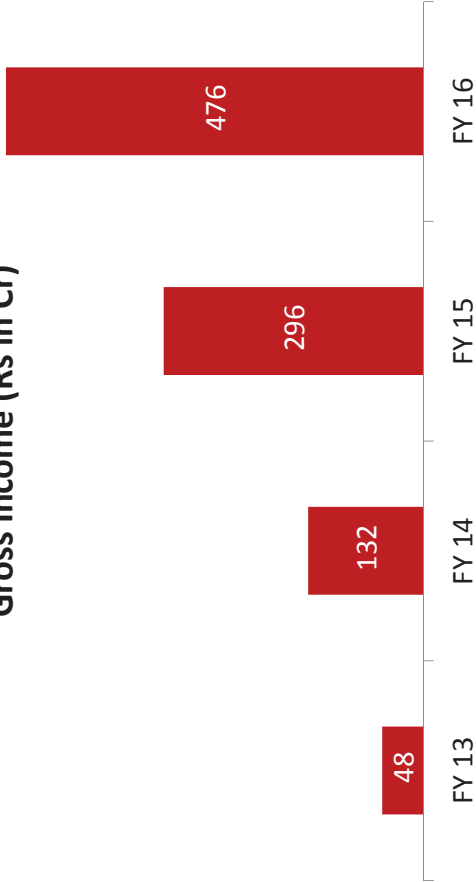


AUM (Rs in Cr)

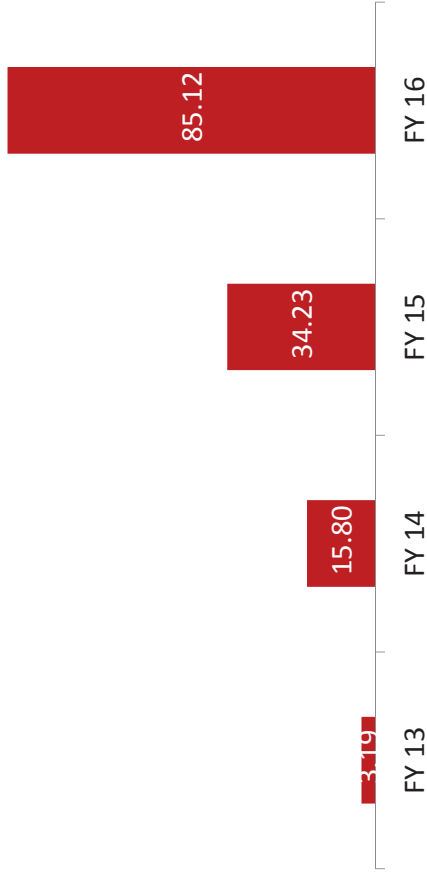
CAGR 104.26%



Gross Income (Rs in Cr)

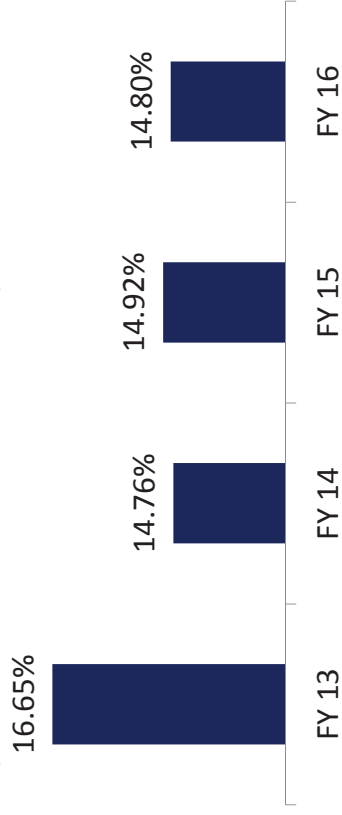


PAT (Rs in Cr)

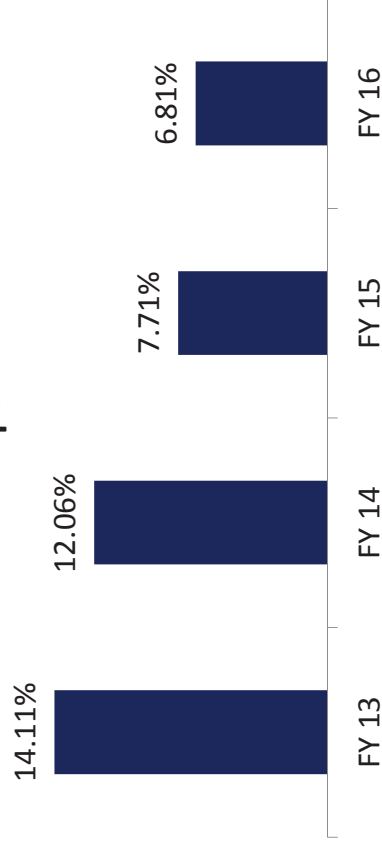


Financial Performance Highlights - EFL contd.

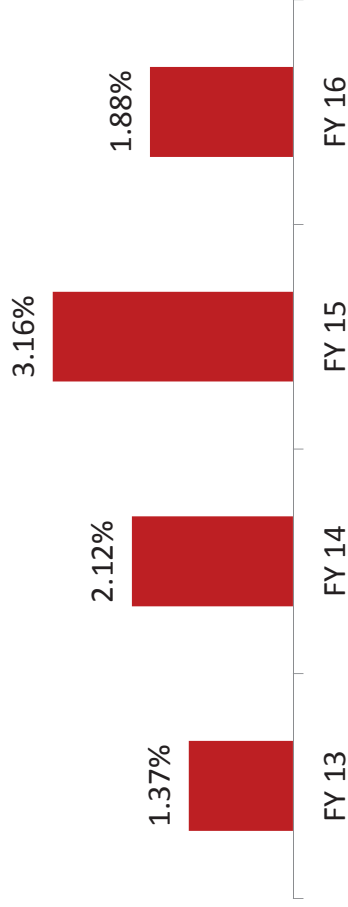
Net Income Margin (Gross Income – Finance Cost)



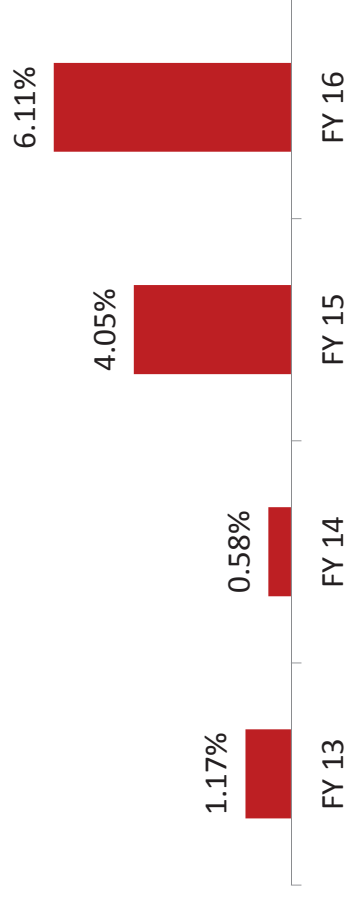
Opex



Credit Cost



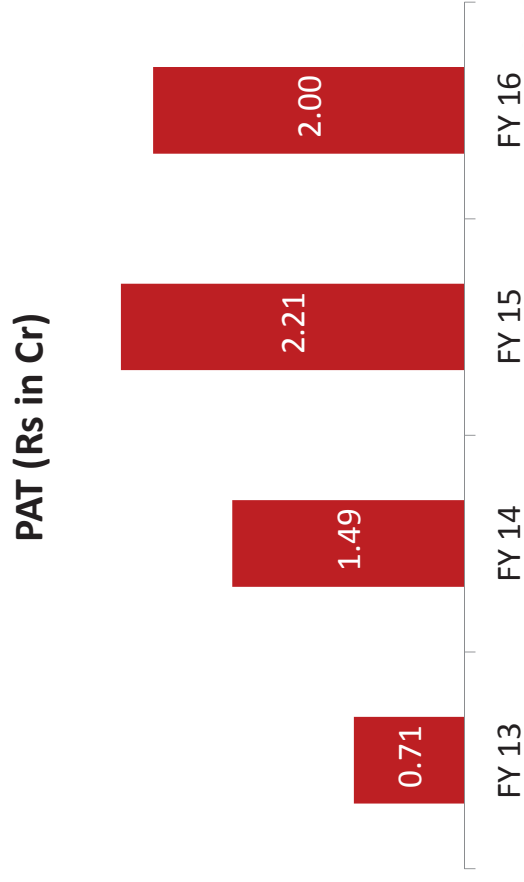
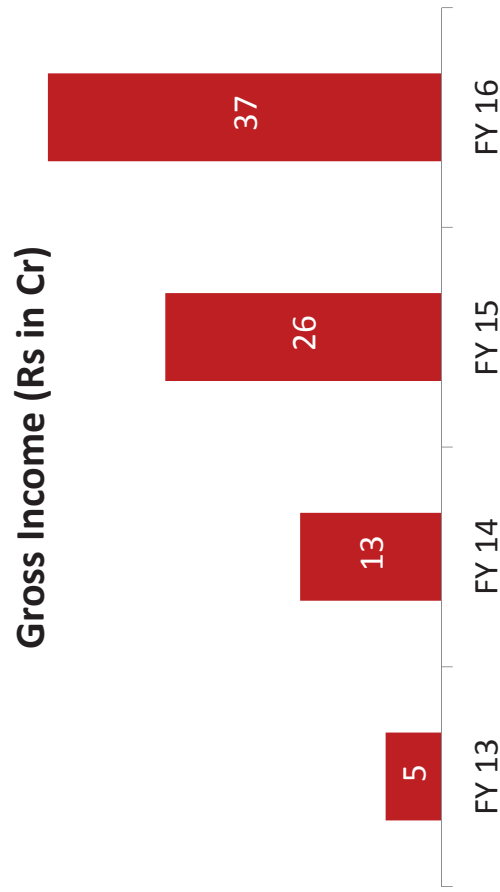
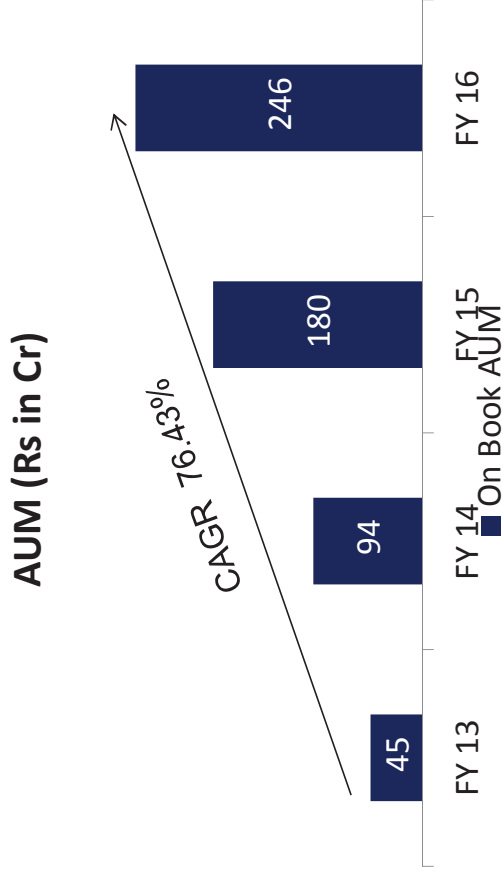
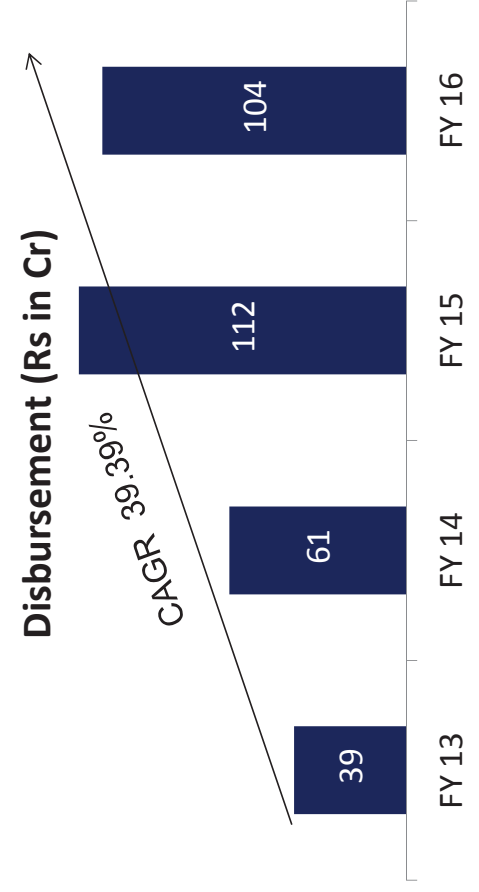
ROA (PBT)



Ratio calculated based on average of Opening & Closing AUM

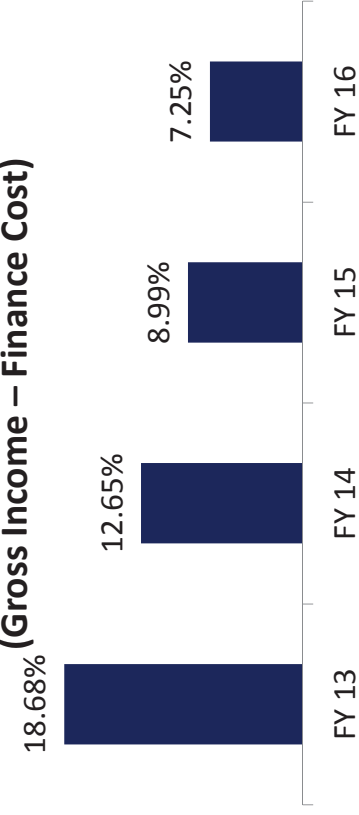
Housing Finance

Financial Performance Highlights – Housing Finance

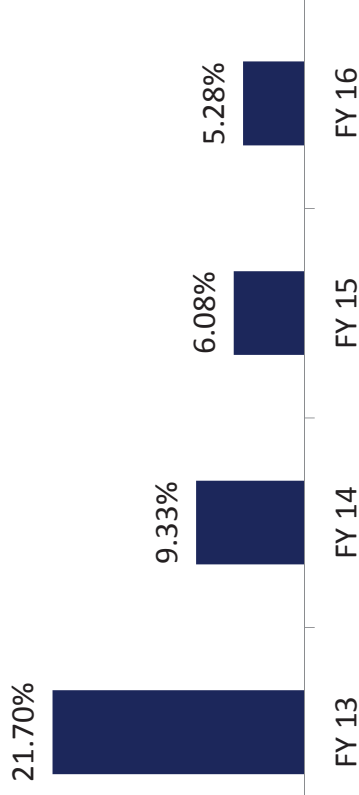


Financial Performance Highlights - Housing Finance contd.

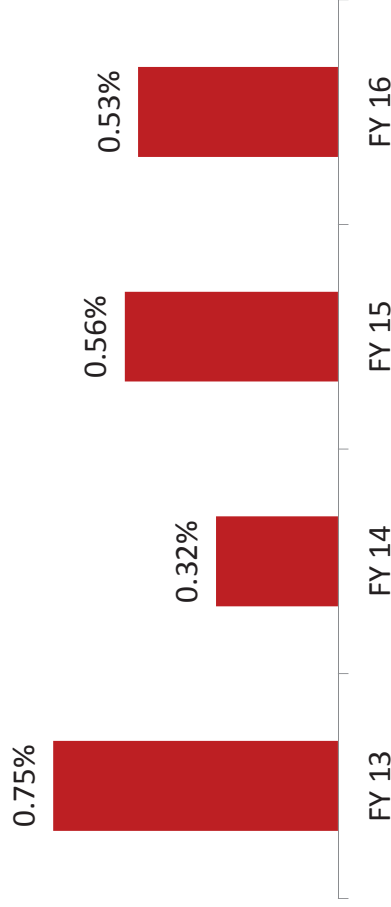
**Net Income Margin
(Gross Income – Finance Cost)**



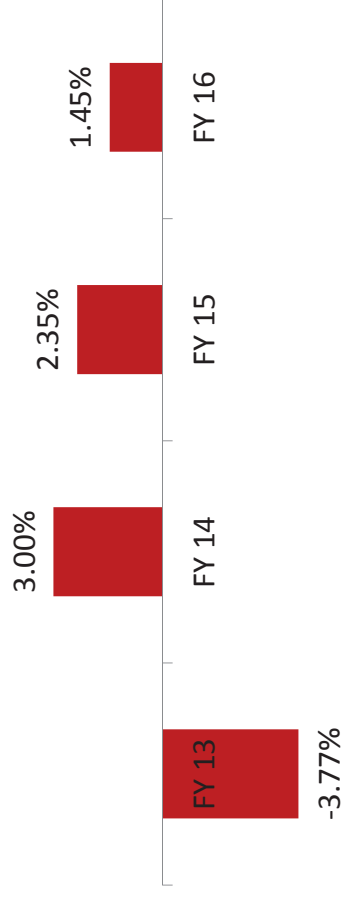
Opex



Credit Cost



ROA (PBT)



Ratio calculated based on average of Opening & Closing AUM

Equitas Technologies Private Limited

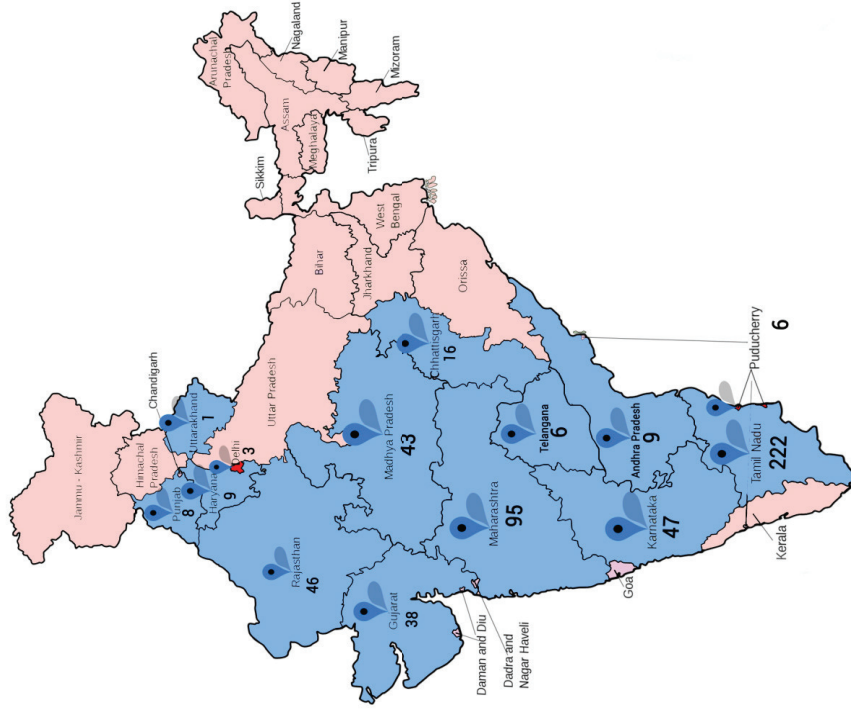
Financial Performance Highlights - ETPL

The Company has started operations with a Paid-up Share Capital of Rs.15 Crore. It has a network of 23 branches as of 31st March 2016.

The 'Wowtruck' platform is being developed in various phases. The 1st phase was completed by end December 2015. Further enhancements and functionalities are being undertaken. These would be completed by early Q2FY17.

During the period from October 27, 2015 to March 31, 2016, the Company posted operational revenue of Rs.3.5 Lakh and a Net Loss of Rs.245 Lakh.

Presence across India – Equitas Group



State	% of Loan O/s State Wise				
	EMFL	EFL-VF	EFL-MSME	EHFL	Total
Tamil Nadu	61.45%	32.53%	72.69%	76.18%	56.91%
Maharashtra	13.37%	19.29%	14.35%	8.93%	14.83%
Karnataka	6.94%	11.36%	3.78%	13.18%	7.72%
MP	5.74%	5.09%	2.26%	-	4.73%
Gujarat	4.27%	5.96%	1.63%	-	4.05%
Rajasthan	4.80%	4.68%	0.76%	-	3.86%
Puducherry	2.22%	0.86%	4.53%	1.71%	2.27%
Chhattisgarh	1.16%	3.59%	-	-	1.51%
AP	-	5.27%	-	-	1.30%
Haryana	0.03%	3.31%	-	-	0.83%
Telangana	-	3.30%	-	-	0.81%
Punjab	0.02%	2.84%	-	-	0.70%
Delhi	-	1.89%	-	-	0.47%
Uttarakhand	-	0.03%	-	-	0.01%

As of March 2016: 549 branches

Disclaimer

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Forward Looking Statements

Certain statements in this document with words or phrases such as “will”, “should” etc., and similar expressions or variation of these expressions or those concerning our future prospects are forward looking statements. Actual results may differ materially from those suggested by the forward looking statements, due to a number of risks or uncertainties associated with the expectations. These risks and uncertainties include, but not limited to, our ability to successfully implement our strategies, change in government policies etc. The Company may, from time to time, make additional written and oral forward looking statements, including statements contained in the Company’s filings with the stock exchanges and our reports to shareholders.

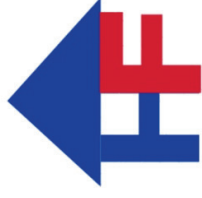
The Company does not undertake to update any forward looking statements that may be made from time to time by or on behalf of the Company.



MICRO FINANCE



VEHICLE FINANCE



HOUSING FINANCE



GURUKUL SCHOOLS

equitas

