



6th May, 2017

The Secretary BSE 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 Sirs,

Sub: Intimation of information under Regulation of 46 of SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015

We wish to inform you that pursuant to the above Regulation, the presentation on financial results for the quarter and year ended 31st March, 2017, to be made to the analysts and institutional investors is attached. The same has been displayed on the website of the Company.

Thanking you,

Yours Faithfully,

For Equitas Holdings Limited

Jayashree S Iyer
Company Secretary



EQUITAS HOLDINGS LIMITED

(Previously known as Equitas Holdings Private Limited)



Equitas
Holdings Limited
Investor Presentation
Q4FY17 & FY17





MISSION

Empowering
through Financial
Inclusion

VISION

To Serve 5% of
Indian Households
by 2025

VALUES

Fair and
Transparent

Highlights



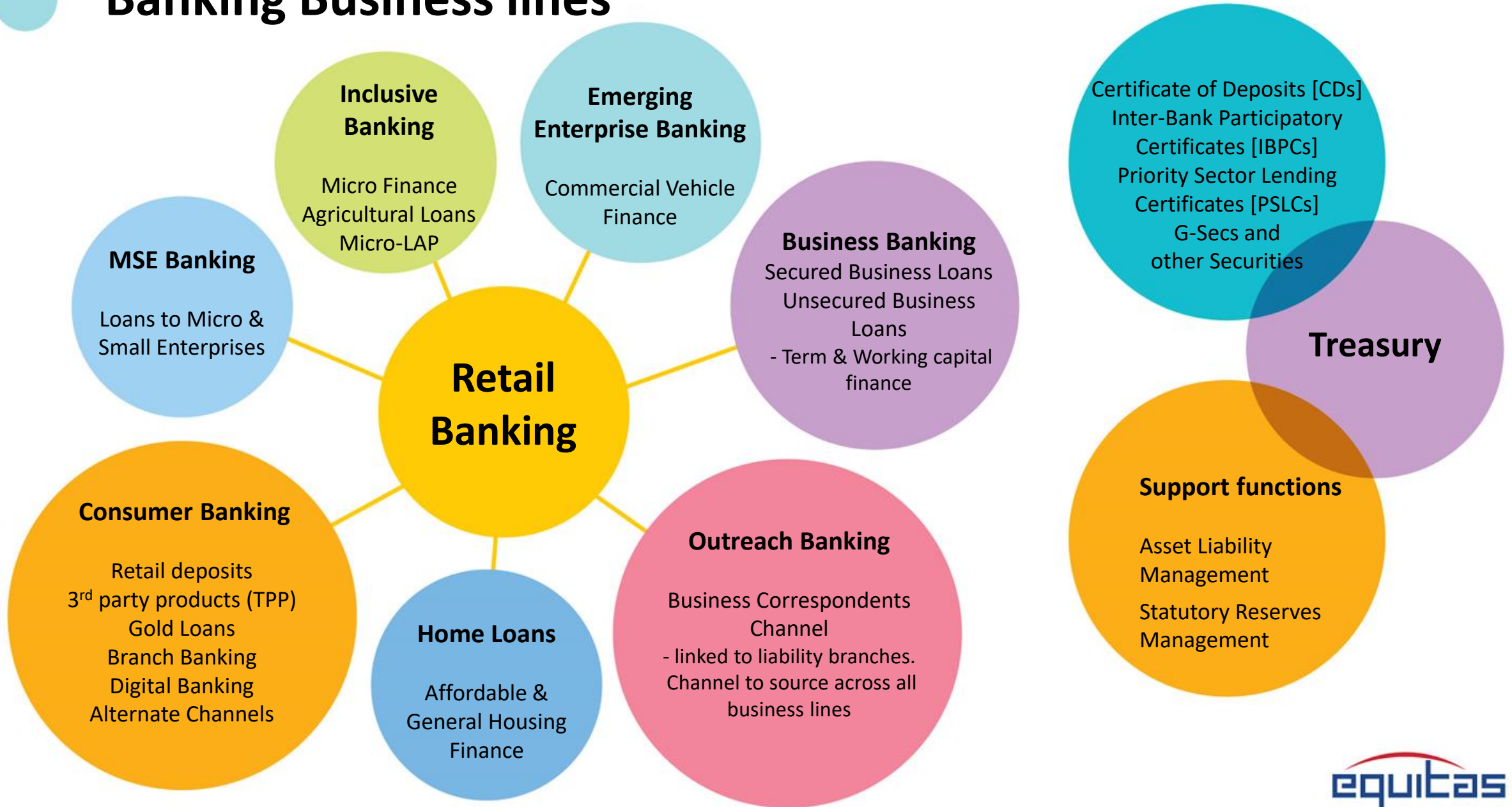
Q4 FY17	₹ 7,176 Cr AUM *	₹ 1,885 Cr Total deposits	₹ 6.9 Cr PAT	9.8% NIM *
	₹ 1,036 Cr Disbursement	17.5% CASA	0.31% ROA	9.7% Borrowing cost
	95.4% MF Quarterly collection	3.53% Gross NPA	32.3% Tier I %	13,367 Total Employees
	5.9% PAR > 0 days past due*	2.03% Credit Cost	35.5% CAR %	284 – Liability branches 610 – Asset branches

FY17	10.8% NIM*	10.1% Borrowing cost	2.13% Credit cost	₹ 159.4 Cr PAT	2.02% ROA
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Banking Business and Strategy



Banking Business lines





Banking Strategy

Diversifying Credit offering

- Primarily focusing growth from “Bottom of the Pyramid”
- Grow the secured loan portfolios e.g.,: Agri loan, Gold Loans, Micro-LAP etc
- Leveraging MFI network to handle related products like Agri and Micro-LAP
- Reducing cost of funds to facilitate new products across credit profiles

Building up Liability Franchise

- Reach out to Mass & Affluent to garner deposits
- Market share to be driven by
 - Product innovation
 - Bundling of CASA with loan products like Business Loans & Home loans
 - Differential pricing
 - Fun Banking promise
- New opportunities for Fee Income opening up

National roll-out of Hub & Spoke

- Pan India roll-out of “liability branches” in progress
- Hub & Spoke Model for servicing customers
- Hubs – physical upmarket branches to extend branch banking services
- Spokes – Each hub to have ~30 points of banking through Business Correspondents (not company owned) to drive community banking by leveraging technology. BCs will service liability needs of our loan customers
- Automated Service centres to enable Cash & Cheque deposits, self-serving kiosks etc.

High Performance model

- Market potential and under penetration provides opportunity for sustained credit growth over the next few years
- Diversified asset portfolio
- Liability customer pool in long term to be a strong value creator for the bank
- Returns landscape (5+ years)
 - ROA: ~2.25%
 - ROE: ~16% -20%

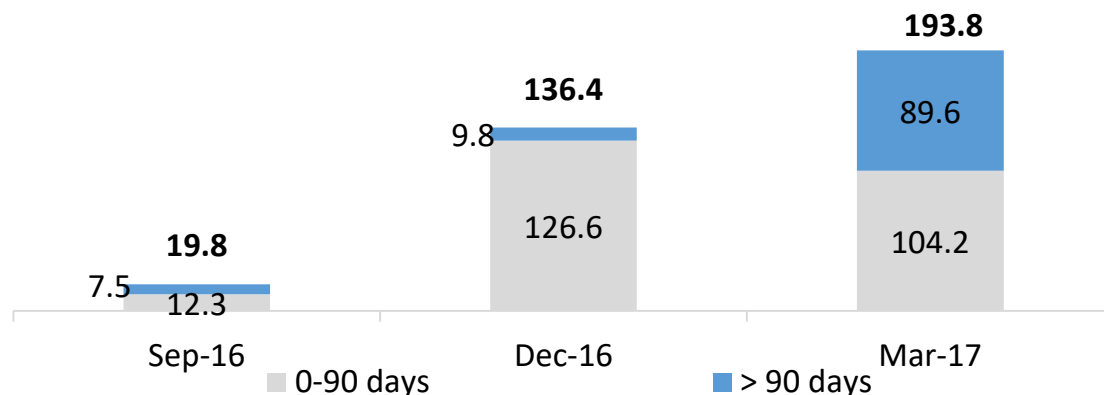


Impact post demonetisation on Micro Finance [MF] Portfolio

Principal at Risk (PAR) as a % of Portfolio – Equitas vs. Industry ^

	0-90 days		> 90 days	
	Equitas	Industry	Equitas	Industry
Dec-16	3.6%	20.3%	0.3%	0.3%
Jan-17	4.8%	21.6%	0.3%	0.4%
Feb-17	4.7%	19.4%	0.8%	4.3%
Mar-17	3.2%	12.9%	2.7%	8.0%

PAR trend (₹ Cr)



Equitas exposure to delinquent regions

Amongst the 20 most delinquent districts^ in the country, Equitas' MF lending is restricted to the 7 districts mentioned above.

PAR in most delinquent districts – Equitas vs. Industry ^

District	Equitas PAR (> 0 days past due)		Industry PAR (1-179 days past due)	
	Amount (₹ Cr)	%	Amount (₹ Cr)	%
Bangalore	17.7	34%	775	52%
Nagpur	16.1	40%	377	62%
Yavatmal	14.6	68%	202	63%
Amravati	12.9	95%	372	93%
Wardha	10.1	64%	216	90%
Akola	6.9	82%	127	76%
Sagar	4.9	74%	143	69%

Customer indebtedness – analysis of recent defaulters *

No. of Institutions customers have borrowed from	Mar-17
Only Equitas	41%
Equitas + 1 institution	39%
Equitas + 2 institutions	15%
Equitas + more than 2 institutions	5%

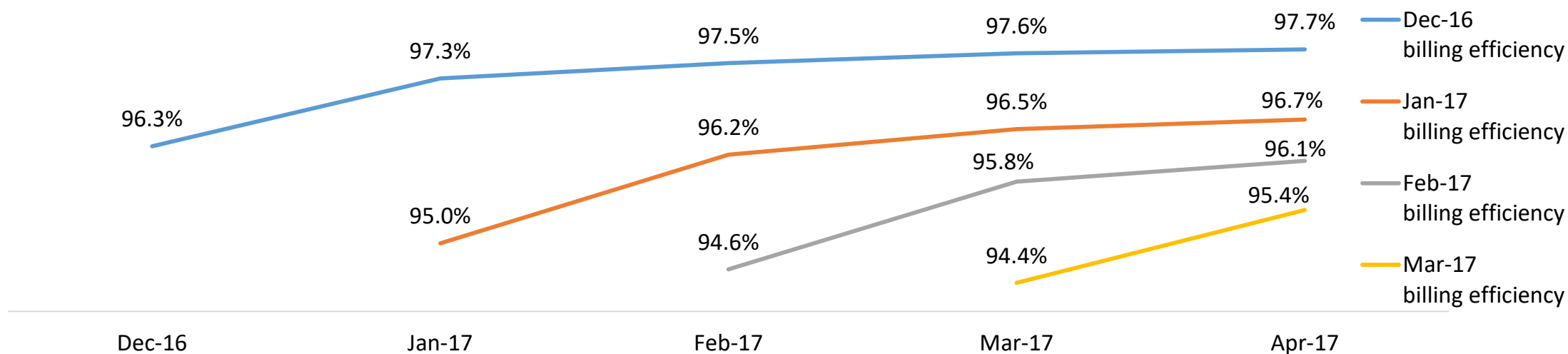
Billing efficiency – Monthly & Quarterly cumulative *

Region	Q3FY17	Jan	Feb	Mar	Q4FY17
Tamil Nadu	99.7%	99.3%	99.4%	99.4%	99.7%
Maharashtra	93.2%	76.5%	74.8%	73.9%	77.1%
Karnataka	96.7%	87.0%	84.5%	82.4%	87.1%
MP	96.4%	89.5%	87.6%	86.5%	89.6%
Other States	98.8%	97.0%	96.7%	96.7%	97.5%
Overall	98.4%	95.0%	94.6%	94.4%	95.4%

Highlights of collections and billing efficiency trend

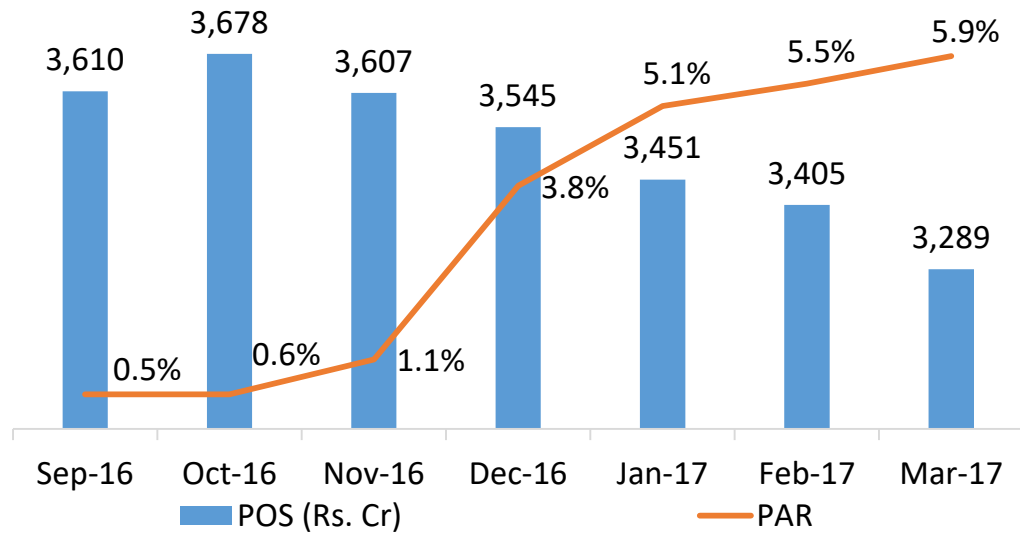
- Collections in Tamil Nadu remain resilient, with billing efficiency above 99%, despite strong macro headwinds
- Collections in affected regions remain subdued
- Collections for any month, since Dec-16, have not improved to 98% level [see chart]

Billing efficiency evolution – improvement in collections

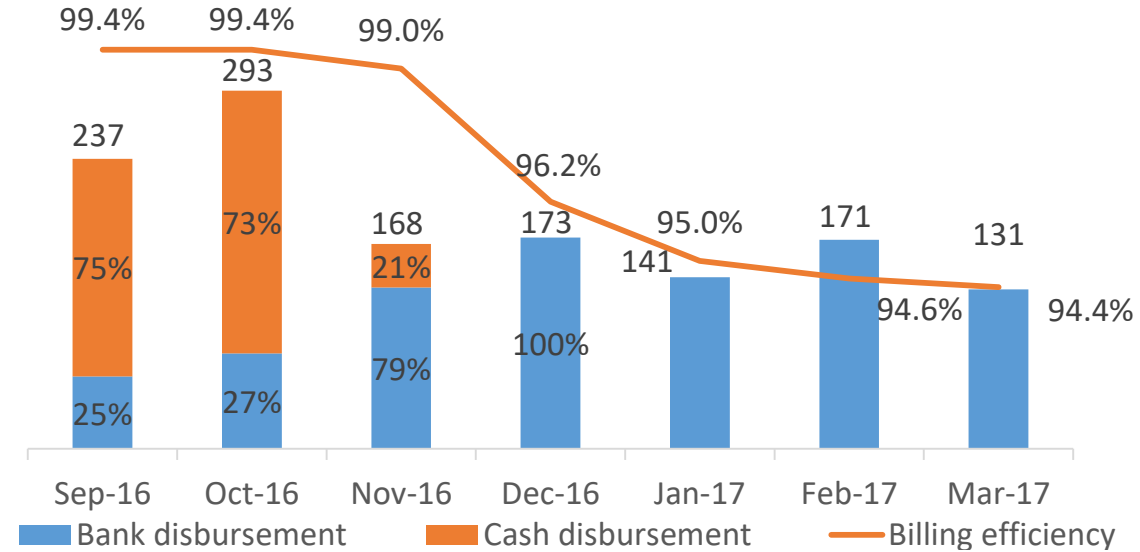


* Monthly Billing efficiency = Collections against respective month EMI as a % of respective month EMI due
 Quarterly Billing efficiency = Collections against EMI due during quarter as a % of EMIs due during quarter

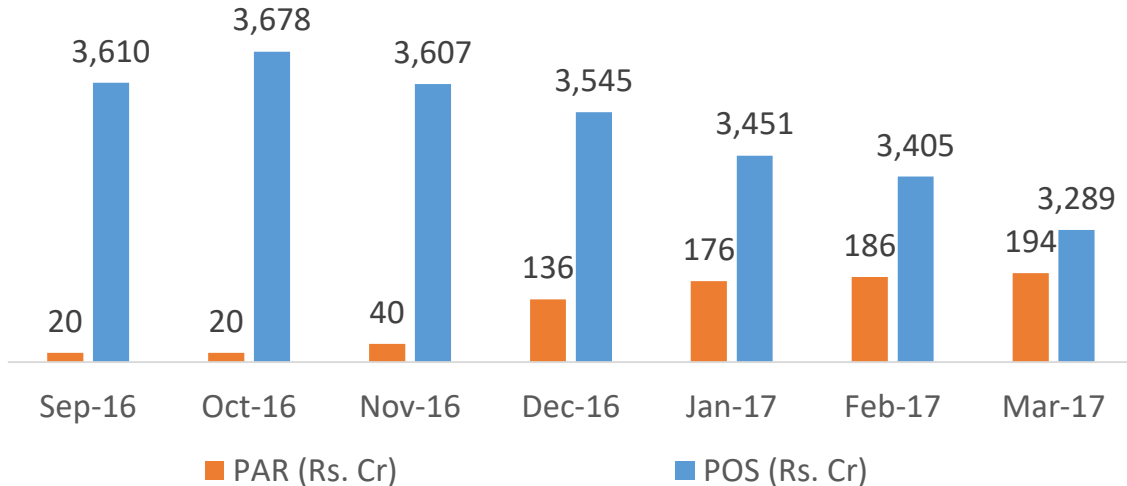
Portfolio Outstanding (POS) and PAR as a % of POS trend



Collection, Disbursement (₹ Cr) and Disbursal mode trend



Principal at Risk (PAR) absolute amount trend (₹ Cr)

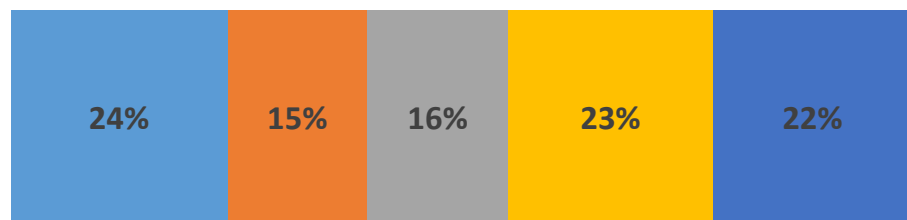


Highlights of business recalibration

- MF business has been recalibrated to the changes in market conditions and economic scenario
- Due to falling collection efficiency, we have reduced MF loan disbursements; Mar-17 disbursement at c.45% of Oct-16 levels
- 100% of MF disbursements are through bank mode, since Dec-16 vs. 27% in Oct-16
- PAR % increase is partly attributable to our reducing loan book

No. of recent default customers *

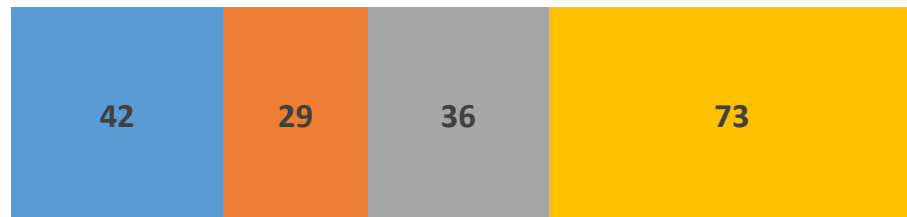
Total count of recent defaulters = 1.9 lakh



■ 1 EMI due ■ 2 EMI due ■ 3 EMI due ■ 4 EMI due ■ 4+ EMI due

PAR of recent default customers *

Total PAR of recent defaulters = ₹ 180 cr



■ 0-30 days ■ 31-60 days ■ 61-90 days ■ > 90 days

Highlights of recent default customers *

- Majority of recent defaulters have more than 3 EMI dues pending
- Most customers are more than 90 days past due, indicating low chance of regularisation for a majority of recent defaulters

Vintage of recent default customers *

Year of Loan	Days past due as on 31 Mar'17	PAR (₹ Cr)	PAR composition	Customer Count	Count composition
FY 2015	1-30 days	0	0.2%	3,655	2.0%
	31-60 days	1	0.3%	3,853	2.1%
	61-90 days	1	0.5%	5,307	2.8%
	> 90 days	3	1.6%	13,339	7.2%
	Total	5	2.7%	26,154	14.0%
FY 2016	1-30 days	23	12.7%	30,730	16.5%
	31-60 days	16	8.7%	18,687	10.0%
	61-90 days	20	11.0%	22,059	11.8%
	> 90 days	42	23.2%	43,432	23.3%
	Total	100	55.6%	114,908	61.6%
FY 2017	1-30 days	19	10.6%	12,276	6.6%
	31-60 days	12	6.9%	7,659	4.1%
	61-90 days	16	8.6%	9,166	4.9%
	> 90 days	28	15.7%	16,246	8.7%
	Total	75	41.7%	45,347	24.3%
Recent Defaulters Total	180	100.0%	186,409	100.0%	

OD & PAR analysis

Delinquency build-up

Particulars	Sep'16	Oct'16	Nov'16	Dec'16	Jan'17	Feb'17	Mar'17
Book - Amount (₹ Cr.)	3,610	3,678	3,607	3,545	3,451	3,405	3,289
No. of Customers (lakh)	28.6	28.8	28.8	28.6	28.2	27.9	27.2
PAR - Amount (₹ Cr)	20	20	40	136	176	186	194
PAR %	0.5%	0.5%	1.1%	3.8%	5.1%	5.5%	5.9%
No. of delinquent Customers (lakh)	0.3	0.3	0.5	1.5	1.9	2.0	2.1
Delinquent customers as % total	1.1%	1.1%	1.8%	5.0%	6.5%	7.0%	7.6%

Delinquent customer movement

Customers post Demonetisation	Count (lakh)	PAR as on 31 Mar'17 (₹ Cr)
New OD customers	1.86	180
Existing OD Customers continuing	0.25	13
Total	2.11	194
Existing OD Customers regularized	0.05	0
First Time Delinquent Customers	1.75	173

First time Over Dues [OD] Customer accretion

Month of First OD	PAR (₹ Cr)	PAR composition	Count	Count composition
Nov-16	39	22.6%	41,302	23.5%
Dec-16	84	48.3%	82,992	47.3%
Jan-17	31	18.1%	31,367	17.9%
Feb-17	10	5.7%	10,301	5.9%
Mar-17	9	5.2%	9,512	5.4%
Grand Total	173	100.0%	1,75,474	100.0%

Highlights for fresh delinquencies

- Out of 2.11 lakh OD customers, 1.75 lakh customers had ODs for the first time & 1.86 lakh customers became OD post demonetisation, indicating that majority are not habitual defaulters
- With a majority of MF customers involved in cash intensive business activities, delinquencies and PAR surged in Dec-16 due to cash crunch
- Fresh delinquency and PAR inflow has come down in Jan, Feb & Mar-17 despite reducing billing efficiency in this period

Affected States PAR movement post demonetisation

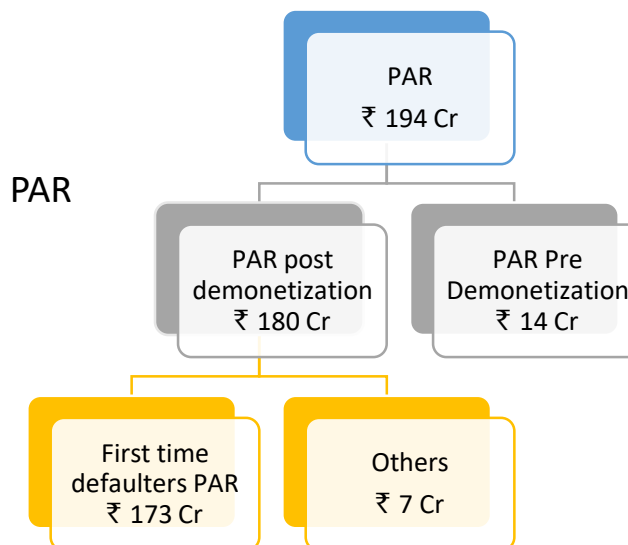
State	Month of First OD	PAR increase (₹ Cr)	Increase composition	Default Count	Count composition
Karnataka	Nov-16	6	18.8%	7,238	19.9%
	Dec-16	16	47.4%	17,381	47.8%
	Jan-17	7	19.6%	6,644	18.3%
	Feb-17	2	7.1%	2,597	7.1%
	Mar-17	2	7.1%	2,519	6.9%
	Total		33	100.0%	36,379
MP	Nov-16	5	23.8%	4,893	23.3%
	Dec-16	9	44.5%	9,130	43.5%
	Jan-17	4	17.0%	3,580	17.1%
	Feb-17	2	7.5%	1,680	8.0%
	Mar-17	1	7.2%	1,684	8.0%
	Total		21	100.0%	20,967
Maharashtra	Nov-16	24	23.2%	25,174	24.6%
	Dec-16	53	51.1%	50,662	49.5%
	Jan-17	19	17.8%	18,197	17.8%
	Feb-17	5	4.5%	4,674	4.6%
	Mar-17	3	3.4%	3,697	3.6%
	Total		104	100.0%	1,02,404
Total of affected States		158	100.0%	1,59,750	100.0%
Fresh PAR of all States		180			

Loan Cycle wise PAR

Loan Cycle	Portfolio Outstanding		PAR	PAR as % of POS
	Oct'16	Mar'17	Mar'17	Mar'17
First Cycle	60%	57%	78%	8.1%
Second Cycle	11%	21%	17%	4.7%
Third Cycle	20%	10%	4%	2.2%
Fourth Cycle	9%	12%	2%	0.9%
Total [₹ Cr]	3,678	3,289	194	5.9%

Highlights

- Incremental PAR movement improves across States
- Maharashtra sees the most improvement in incremental PAR



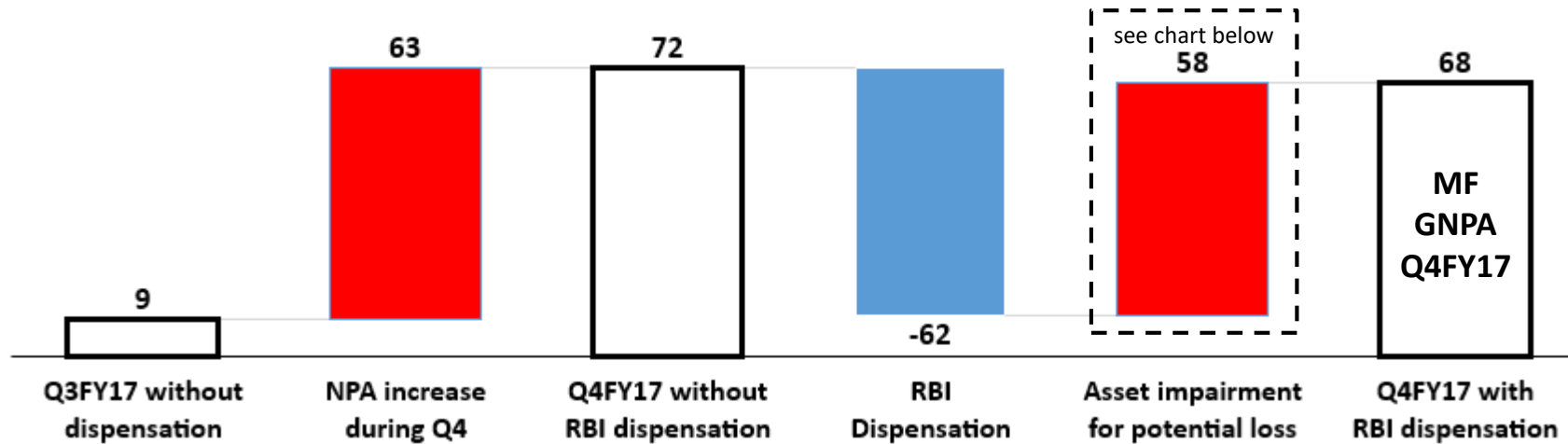


Asset Quality Indicators : Impact and Trends

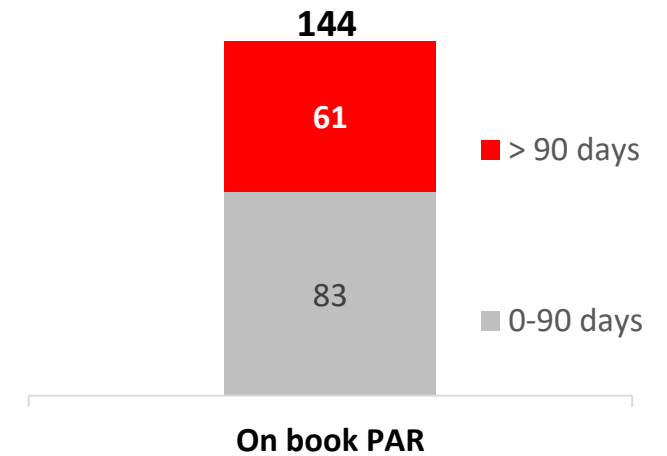
Asset Quality indicators – Micro Finance

GNPA, Impairment and Provision

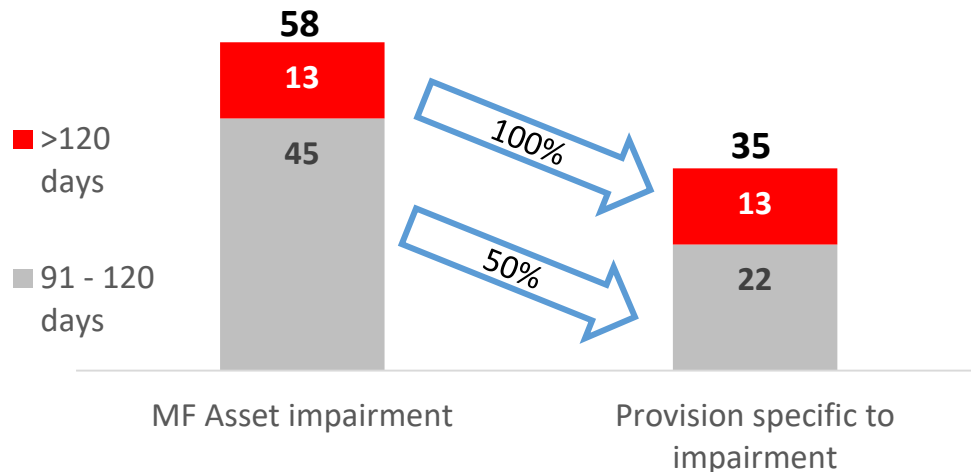
Micro Finance GNPA movement Q3FY17 to Q4FY17 [₹ Cr]



MF PAR – on book * [₹ Cr]



MF Asset impairment and provisioning for potential loss [₹ Cr]



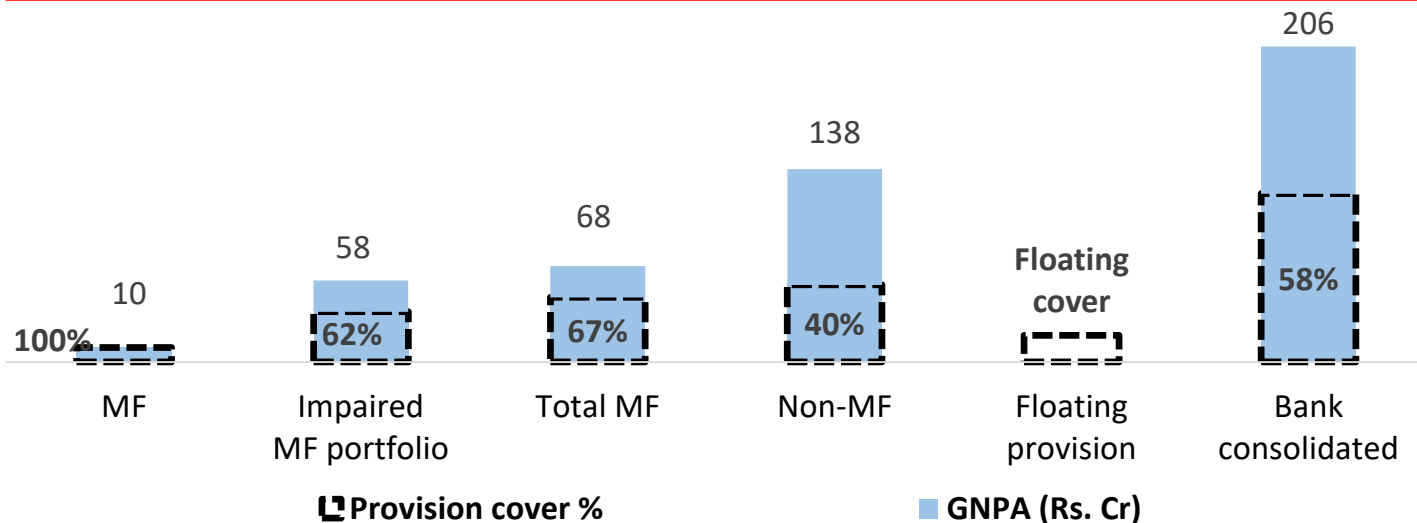
Highlights for MF GNPA and asset impairment

- Deferment in classification of GNPA has been availed, in accordance with RBI Circulars issued post demonetisation
- We have impaired PAR > 90 days pertaining to MF branches with less than 90% collection efficiency and pro-actively classified as GNPA. Impairment amounts to ₹ 58.2 crore
- Impairment provision reckoned at ₹ 34.8 crore, of which we had provided ₹ 15 crore as additional provision in Q3; balance ₹ 20.8 crore provided in Q4
- Interest reversal of ₹ 3.8 crore effected in Q4

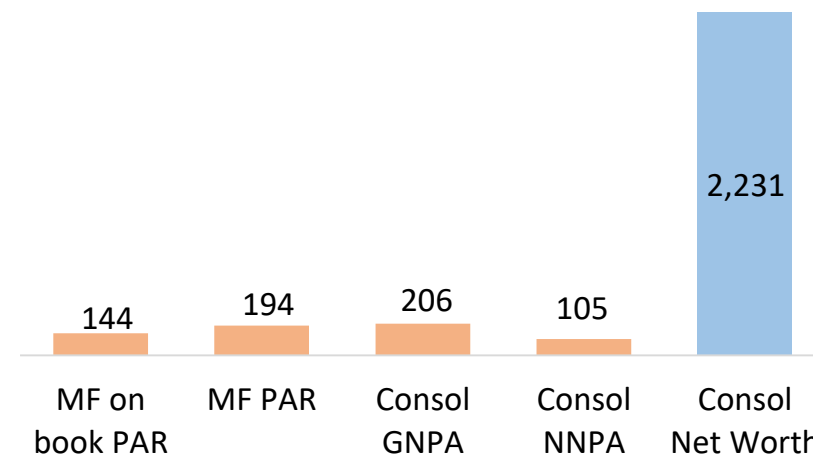
* On book PAR post Demonetisation

Asset quality indicators - Consolidated GNPA and Provision

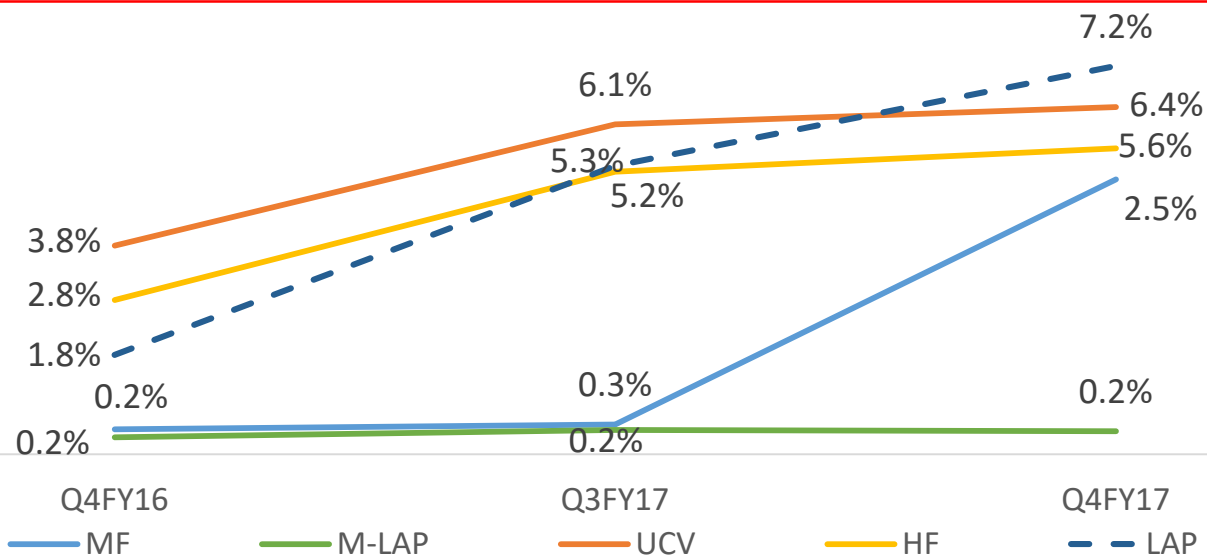
GNPA and corresponding PCR as of Q4FY17



PAR, GNPA & Net Worth as of 31st Mar 17 (₹ Cr)



GNPA – product-wise trend



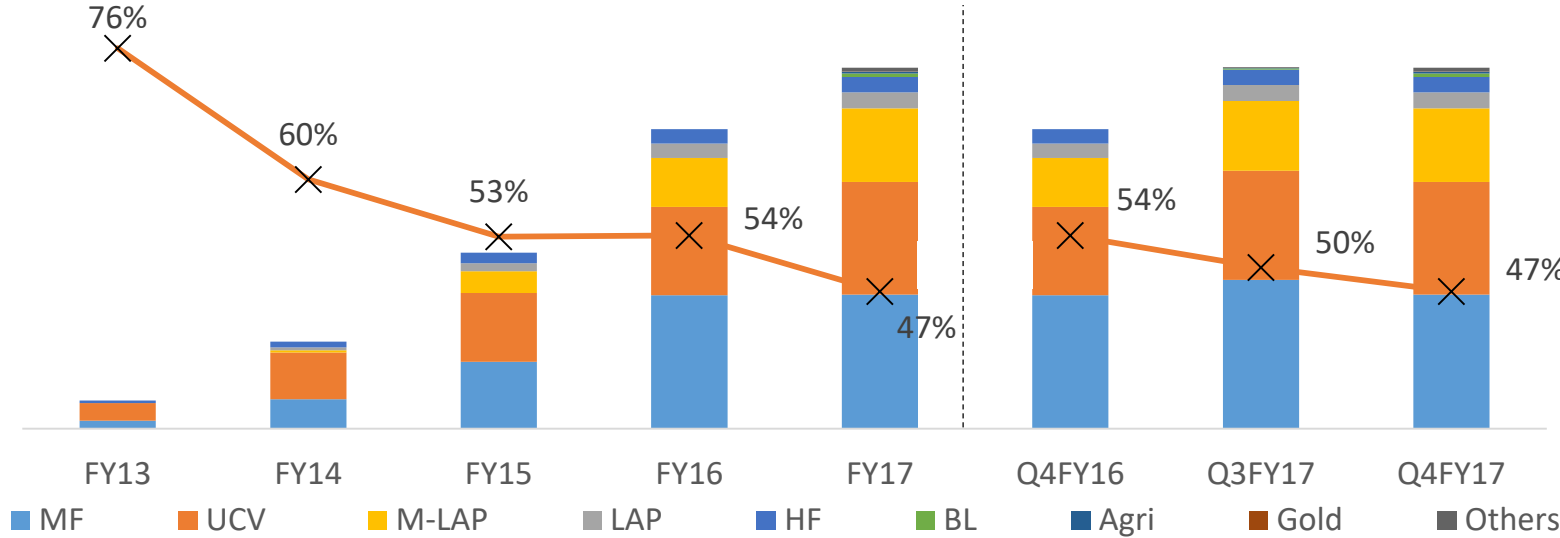
Highlights for PCR and product-wise GNPA trend

- Provision Cover (PCR) including floating provision at 58%
- NPA recognition norms transitioned from 5 months recognition in FY16 to 4 months in Q1FY17 to bank norms (90 days) in Q2FY17; hence, GNPA is not comparable YoY
- Increase in GNPA of MF during Q4FY17 is due to the MF assets impaired

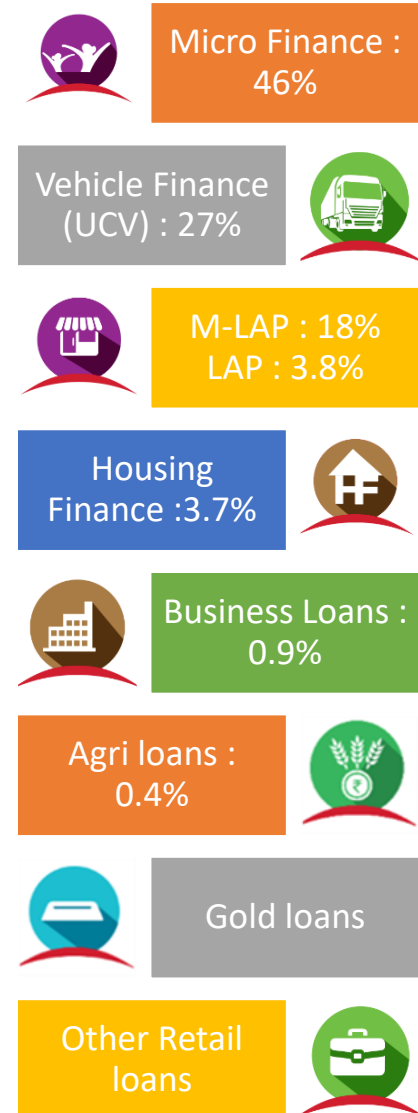
Business overview

Business overview – Advances

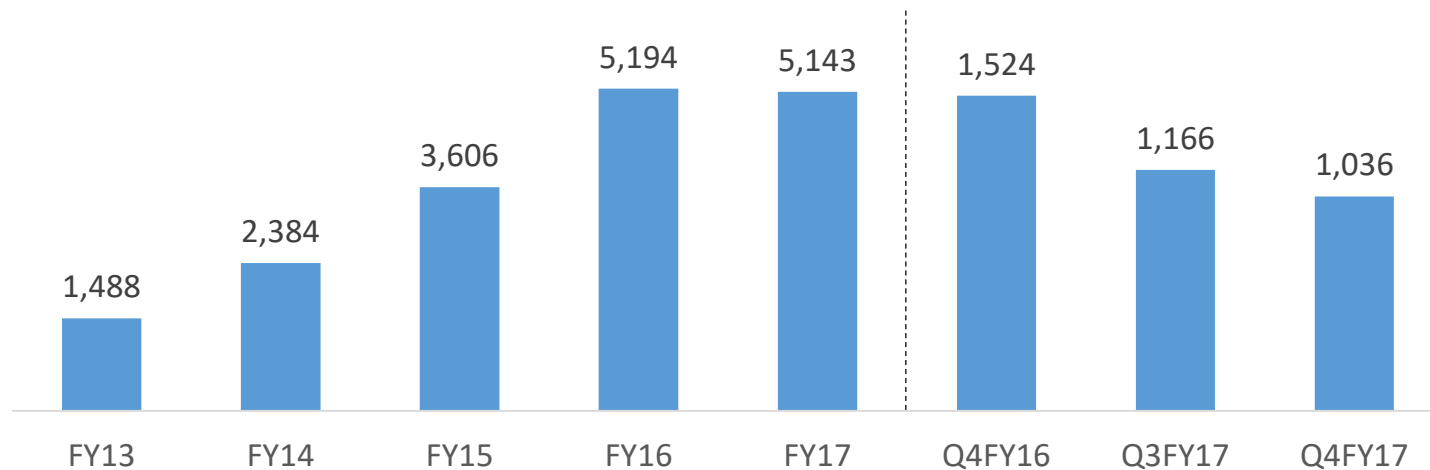
AUM – Advances under management [₹ Cr] and unsecured lending as a % of total advances



Portfolio Mix



Disbursement [₹ Cr]



Update as of 31 Mar 2017

- 284 liabilities branches active and operational
- 54,000+ deposit accounts opened
- ₹ 1,885 Cr total deposits
 - CASA – 17.5%
 - Retail deposits * – 24.5%
 - Deposits / Total Borrowings – 28.8%
- 3,297 branch banking employees on boarded
- 219 ATMs / CRMs operational | 35,000+ debit cards issued
- Mobile wallet “Purz” launched on Android App store
- ETC FASTag – 6th bank in India to introduce RFID based highway toll payment
- Scheduled Commercial Bank status received in Q4FY17 effective December 23, 2016
 - Bank can now utilize all forms of RBI funding facilities
 - Inter-bank funding facilities can be tapped
- Priority Sector Lending Certificates (PSLCs) have been traded to generate non-interest income; this provides a new sustainable revenue stream
- Inter-Bank Participatory Certificates (IBPCs) have been issued to reduce borrowing cost

Product offerings – banking, digital and others

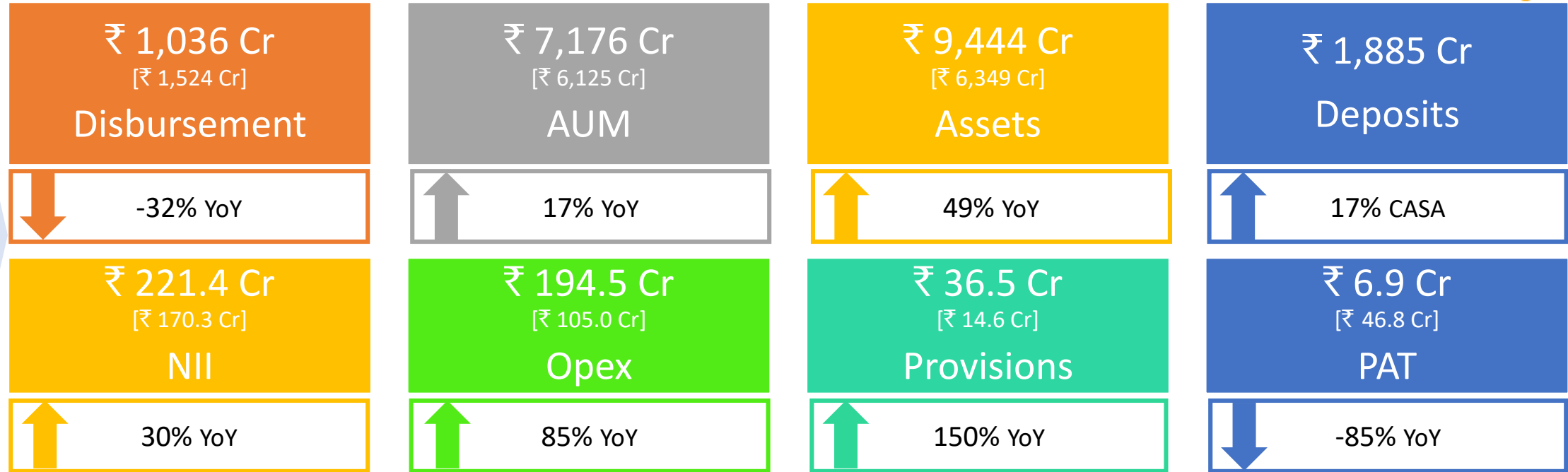


* Retail term deposits + CASA

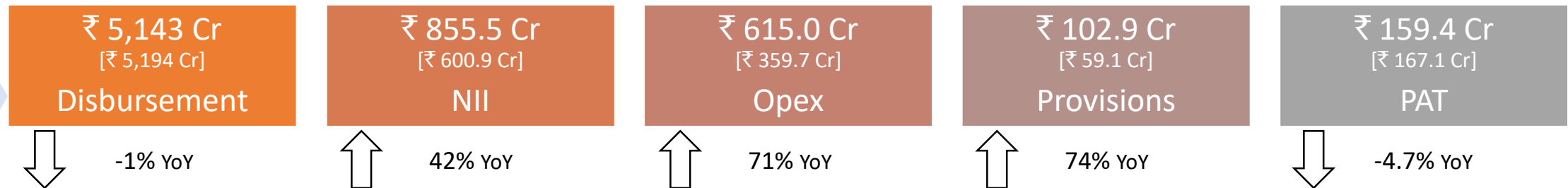
Consolidated Financial Overview

Consolidated Financial Overview

Q4
FY17



FY17



[] figures in brackets pertain to FY16 corresponding period figures

Consolidated Key Ratios

Q4 FY17	9.8% [11.2%] NIM *	80.4% [54.5%] Cost / Income	1.24% [14.21%] ROAE	32.3% Tier 1
	8.5% Non-interest income/Net income	8.6% [6.9%] Cost / Assets	0.31% [3.08%] ROAA	35.5% CAR
	3.53% [1.34%] GNPA	1.47% [0.94%] NNPA	58.3% [29.8%] PCR	2.03% [1.39%] Credit cost

FY17	10.8% [11.1%] NIM *	11.8% Non-interest income / Net Income	63.4% [52.9%] Cost / Income	2.13% [1.17%] Credit cost	8.92% [13.31%] ROAE
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[] figures in brackets pertain to FY16 corresponding period figures | * NIM = Net Interest Income as a % of average Total assets

Consolidated Financial Performance

Consolidated Balance Sheet

₹ Cr

Particulars	Mar 17	Mar 16	YoY %	Dec 16	QoQ %
Capital & Liabilities					
Share Capital	337.8	269.9	25%	337.2	0%
Reserves & Surplus	1,892.8	1,071.4	77%	1,883.5	0%
Net Worth	2,230.6	1,341.4	66%	2,220.7	0%
Borrowings	6,542.9	4,683.3	40%	5,822.3	12%
Other Liabilities & Provision	670.0	324.3	107%	588.4	14%
Total Capital & Liabilities	9,443.5	6,348.9	49%	8,631.4	9%
Assets					
Cash and Bank Balance	1,064.2	947.0	12%	769.9	38%
Investments	1,895.9	11.9	<i>n.a.</i>	1,393.9	36%
Advances	5,828.9	5,070.2	15%	5,886.9	(1%)
Fixed Assets	328.8	62.4	427%	234.8	40%
Other Assets	325.7	257.5	26%	345.9	(6%)
Total Assets	9,443.5	6,348.9	49%	8,631.4	9%
AUM [On Book + Off Book]	7,176.1	6,124.7	17%	7,180.3	(0%)

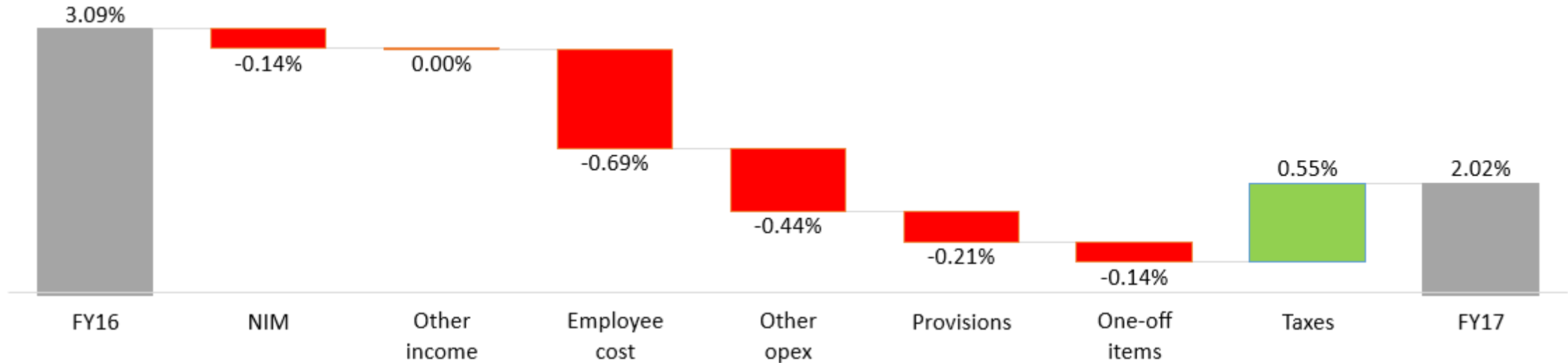
Consolidated Profit & Loss

₹ Cr

Particulars	Q4FY17	Q4FY16	YoY %	Q3FY17	QoQ %	FY17	FY16	YoY %
Interest Income	378.2	298.0	27%	382.2	(1%)	1,442.6	1,036.8	39%
Finance Cost	156.8	127.7	23%	153.1	2%	587.1	436.0	35%
Net Interest Income	221.4	170.3	30%	229.1	(3%)	855.5	600.9	42%
Other Income	20.5	22.1	(7%)	41.8	(51%)	114.0	78.0	46%
Net Income	241.9	192.5	26%	270.9	(11%)	969.5	678.9	43%
Operating Expenses	194.5	105.0	85%	166.3	17%	615.0	359.7	71%
Profit before Provisions	47.5	87.5	(46%)	104.5	(55%)	354.5	319.2	11%
Credit Cost	36.5	14.6	150%	34.0	8%	102.9	59.1	74%
Profit Before Tax	11.0	72.9	(85%)	70.6	(84%)	251.6	260.1	(3%)
Provision for Taxation	4.0	26.1	(85%)	25.6	(84%)	92.2	93.0	(1%)
Profit After Tax	6.9	46.8	(85%)	44.9	(85%)	159.4	167.1	(5%)

Earnings Quality

DuPont analysis – Return on Assets movement, FY16 to FY17



One time P&L impact due to Bank transition in Q2 [₹ Cr]

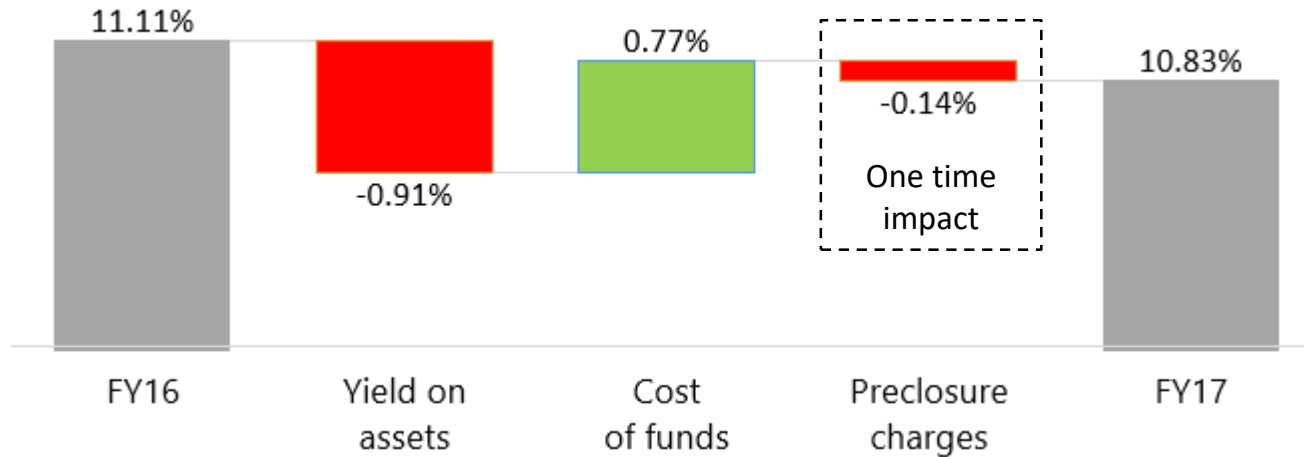
Negative impact on PBT			Positive impact on PBT
-19.0	-19.1	-11.1	37.9
Floating provision	Provision for NPA transition to bank norms	Loan pre-closure charge	Std. asset provision reversal

Highlights of DuPont analysis and one time impacts on P&L

- ROA was impacted by lower NIM, higher opex and higher credit cost due to NPA transition and MF impairment
- A one time pre-tax impact of (₹ 11.3 crore) due to bank transition was recorded in Q2FY17 (see chart to left). This reduced ROA by 14 bps
- Tax cost as a % of total assets improved due to increase in asset base

Earnings Quality (contd.)

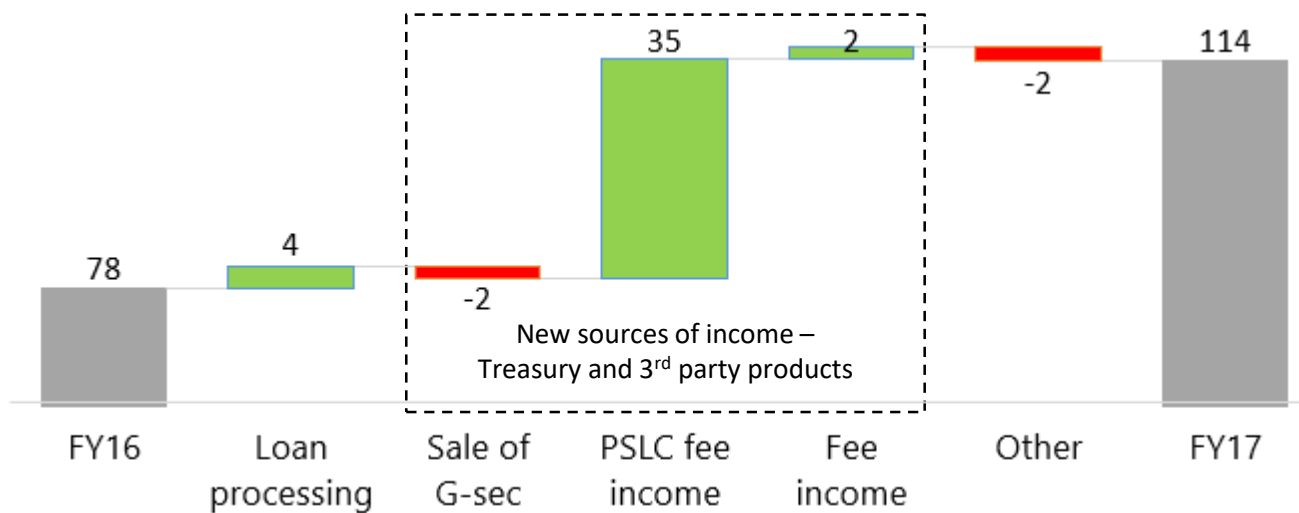
Net interest margin movement - FY16 to FY17



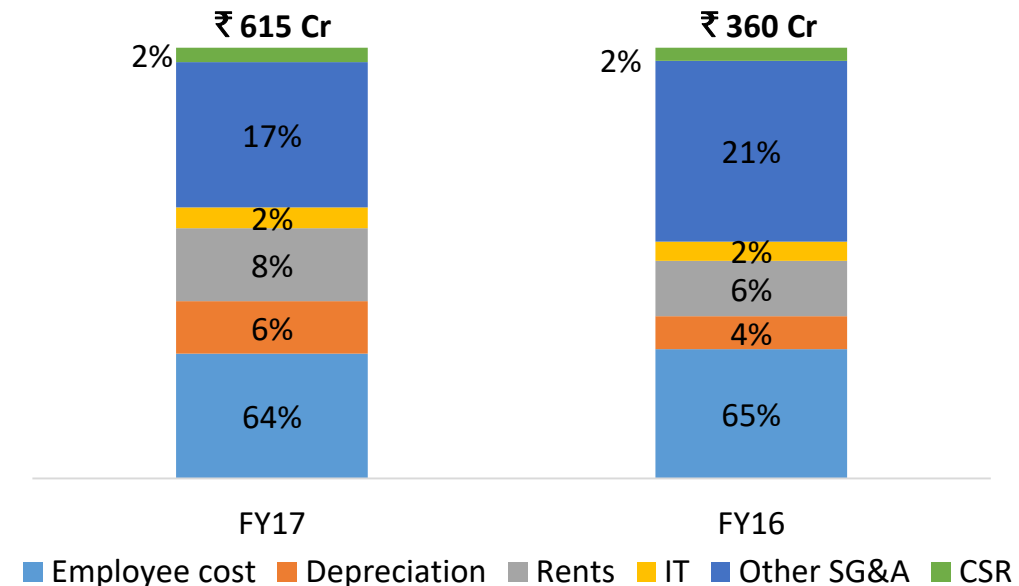
Highlights

- Fall in asset yields was in-part due to negative carry from CRR & SLR investments
- Reduction in cost of funds was due to lower marginal cost of borrowing as a bank & pre-closure of high cost term loans
- New non-interest income sources, FY17 onwards - Treasury (G-Sec sale & PSLC) and Third party products (TPP fee income)
- G-Sec income was negatively impacted by spike in bond yields towards end of the year

Non-interest income movement - FY16 to FY17 [₹ Cr]

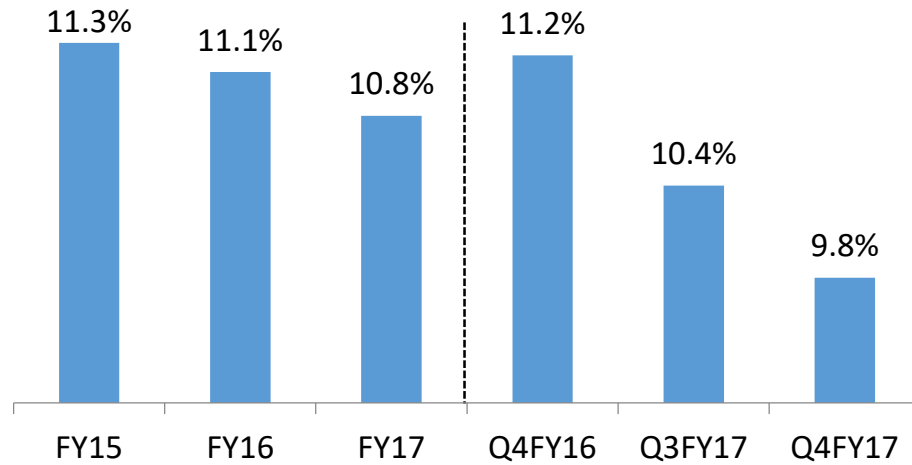


Operating expenses break-up [₹ Cr]

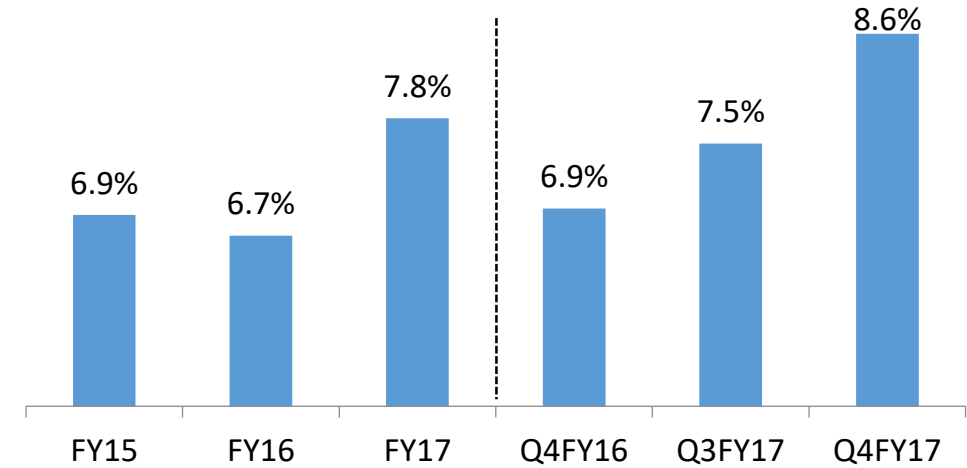


Consolidated – Key Ratios

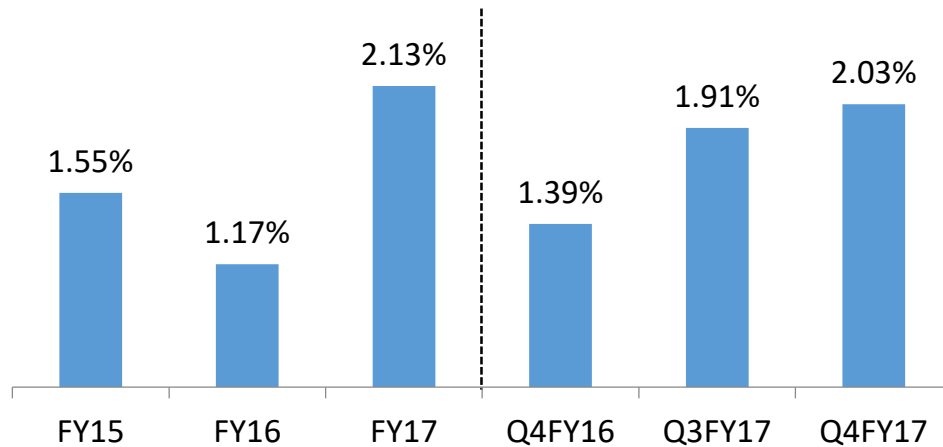
Net Interest Margin * (NIM)



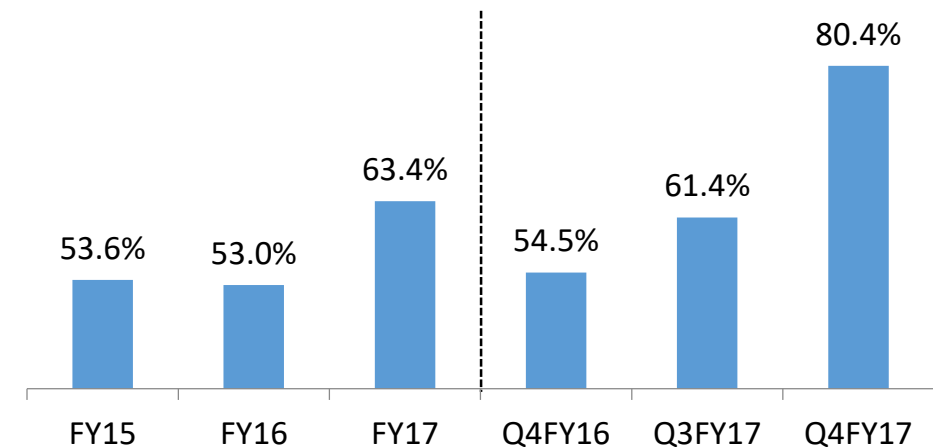
Cost / Avg. Assets



Credit cost *



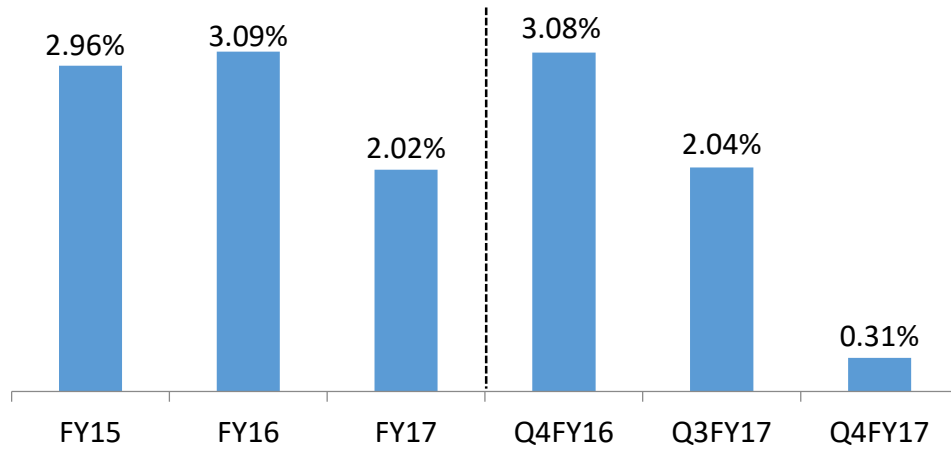
Cost / Income



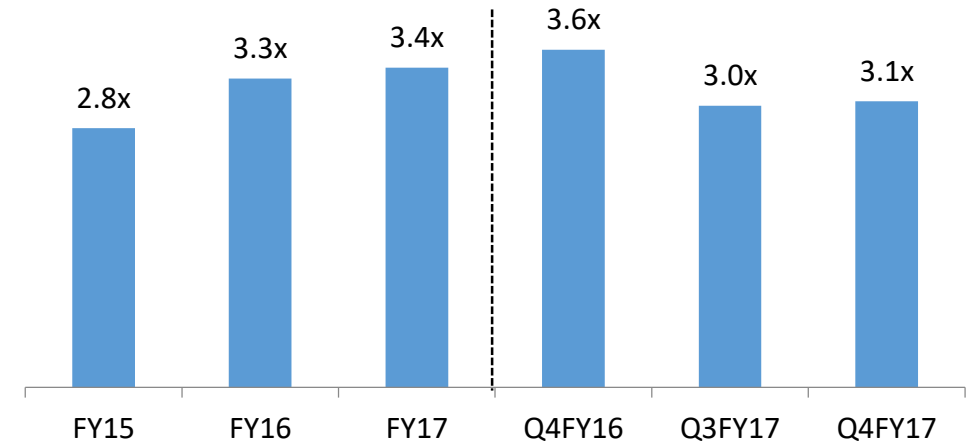
* NIM = Net Interest Income as a % of Average Total Assets | Credit cost = Provision as a % of Advances under Management

Consolidated – Key Ratios (contd.)

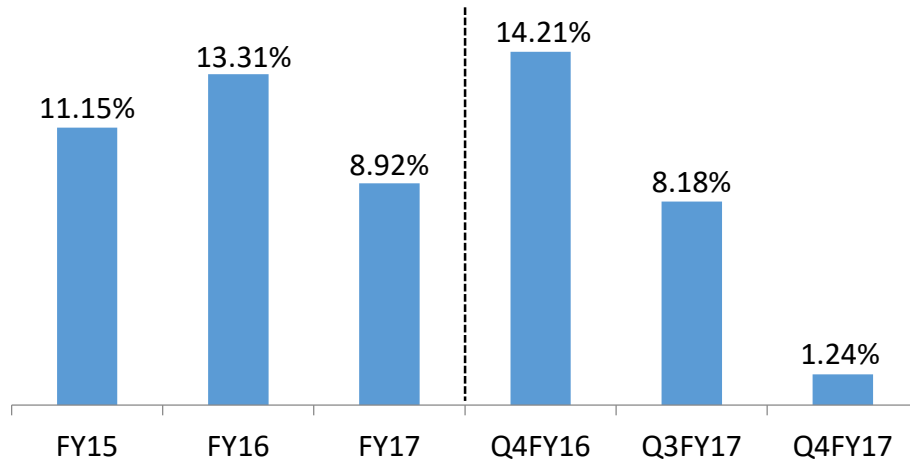
Return on Avg. Assets (ROAA)



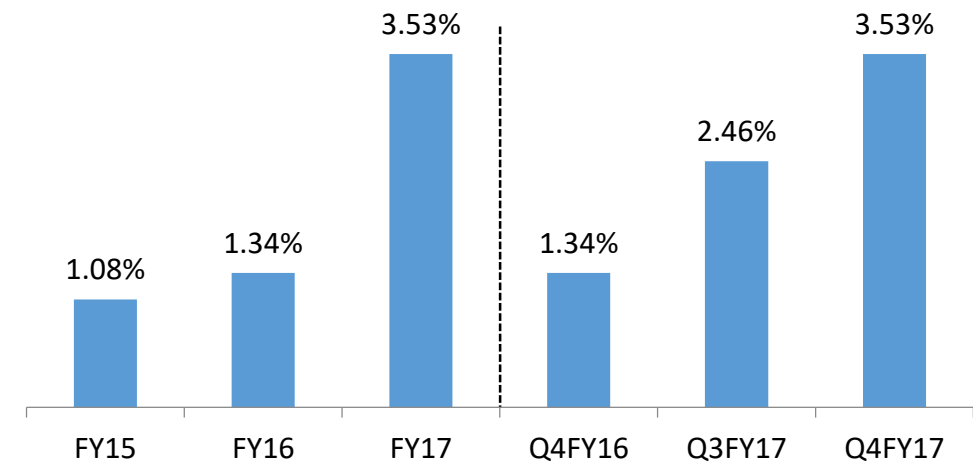
Gearing - Avg. Assets / Avg. Equity



Return on Avg. Equity (ROAE)

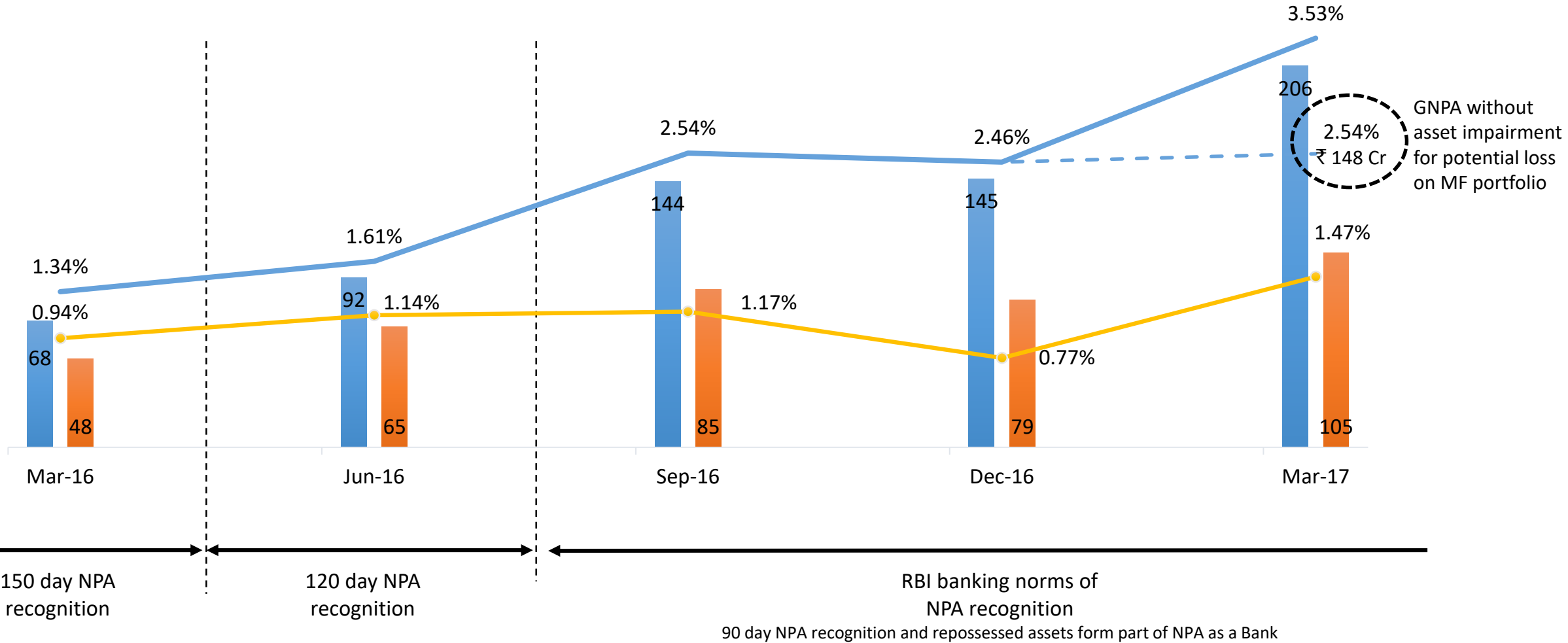


Asset Quality – Gross NPA



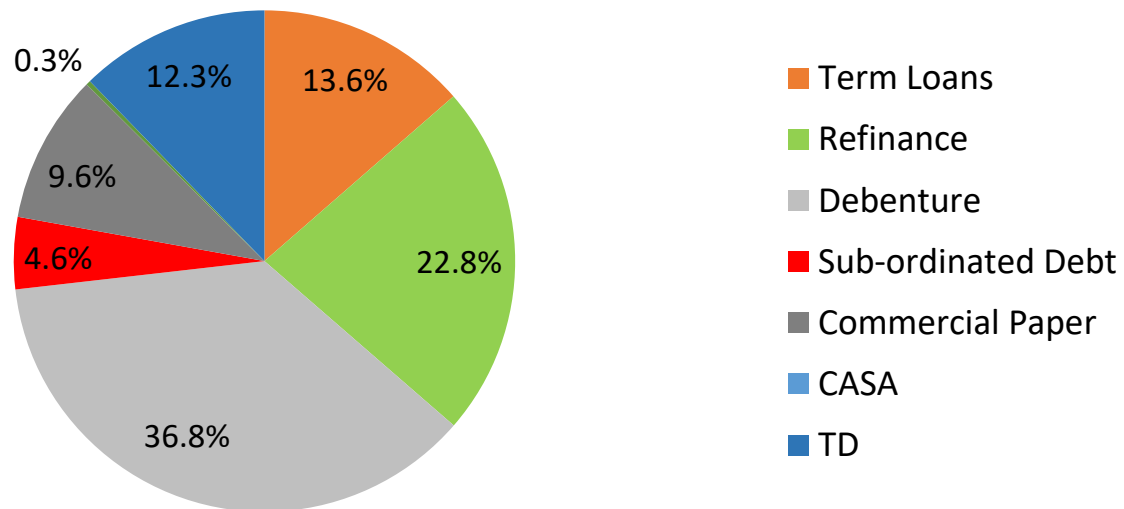
Asset quality trend

GNPA (Rs. Cr) NNPA (Rs. Cr) GNPA % NNPA % (including FP)

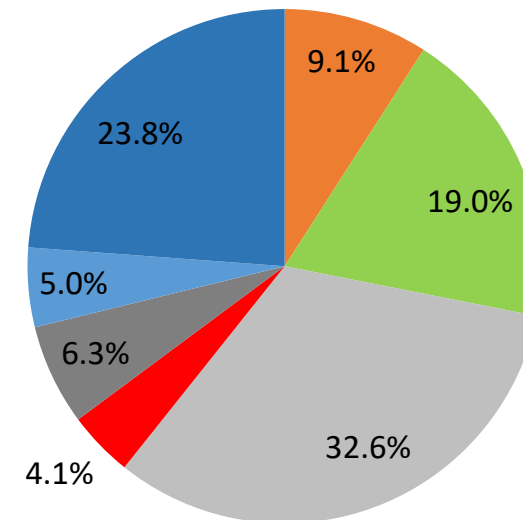


Funding profile

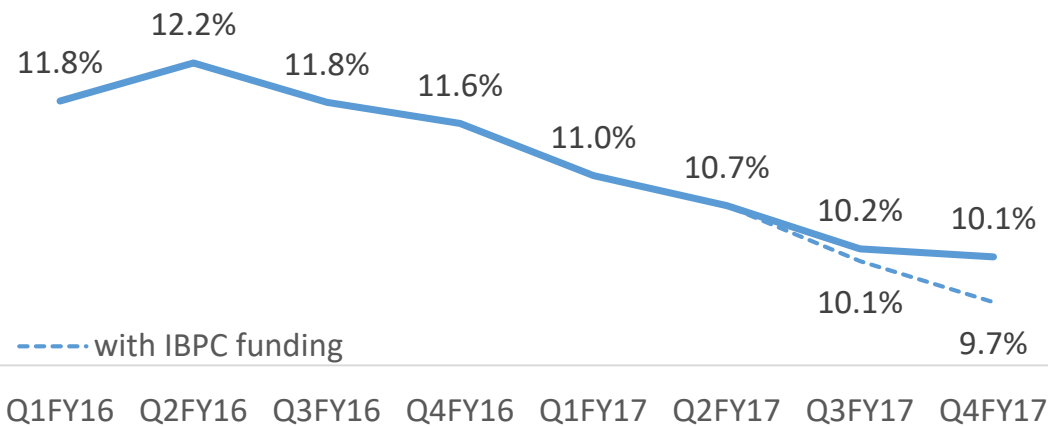
As on 31 Dec 2016



As on 31 Mar 2017



Funding cost evolution



Credit to deposit trend

as on	CASA (₹ Cr)	TD (₹ Cr)	Total deposits (CASA + TD) (₹ Cr)	Credit to Deposit ratio
31 st Dec 2016	17	714	731	8.1x
31 st Mar 2017	330	1,555	1,885	3.1x

Presence across India

Region-wise – No. of Liability locations as of Mar 31 2017	
Region	Total
South	164
West	42
North	78
Grand Total	284

Region-wise – No. of Asset locations as of Mar 31 2017				
Region	MF	UCV	HL	Total
South	207	87	21	315
West	147	58	3	208
North	57	30	-	87
Grand Total	411	175	24	610

Equitas Technologies Private Limited [ETPL] - Highlights

Operations started effective middle of Q2FY17

Driver App rolled out in Q3FY17.
Customer App rolled out in Q4FY17

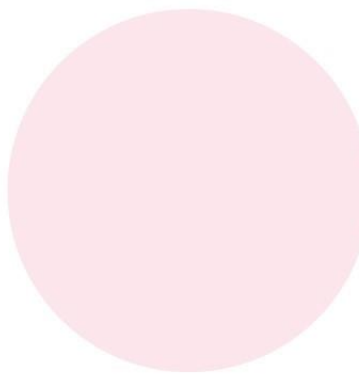

Operations currently in 3 cities in Tamil Nadu

Transactions are only intra-city movements and volumes are growing steadily

Full technology led integrated operations by end Q1FY18

Q4FY17
Operational revenue: ₹ 50 lakh and
Net Loss of ₹ 181 lakh

FY17
Operational revenue: ₹ 113 lakh and
Net Loss of ₹ 710 lakh



CSR Initiatives – *Social impact continues*

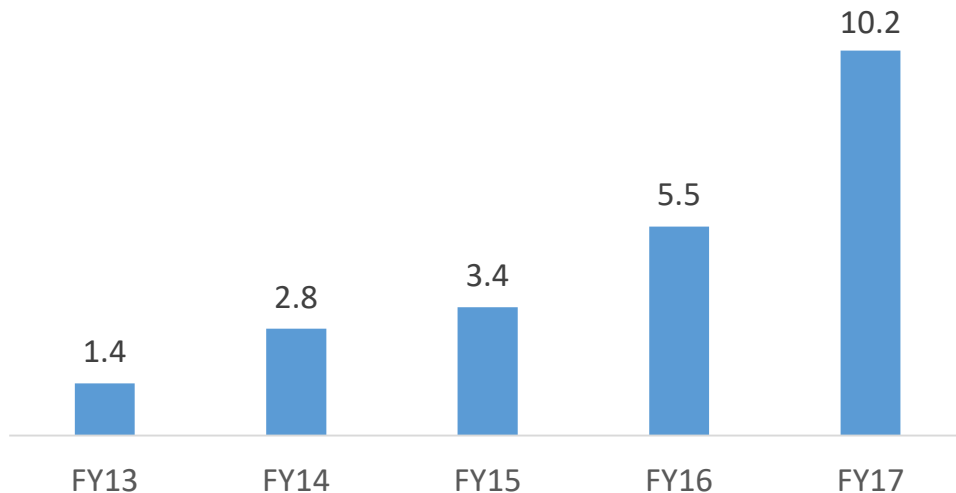
EDIT – Equitas Development Initiatives Trust

Set up in 2008 and supervised by eminent trustees, Equitas believes social initiatives also enables it to engage better with underbanked communities that it works with

Group CSR Policies

Group has a policy to contribute up to 5% of PAT to CSR activities and ₹ 2,000 per branch per month may be allocated for primary health care and skill development of customers

CSR contribution (₹ Cr)



Medical awareness and preventive healthcare programs
4.5mn beneficiaries from health and eye care camps



7 English-medium board schools
5000+ children from low-income households enrolled



Job fairs for candidates from economically weaker sections
91,000+ candidates previously unemployed placed in jobs



Equitas Birds Nest – Pavement dwellers rehabilitation program
1,000+ families rehabilitated to organized housing



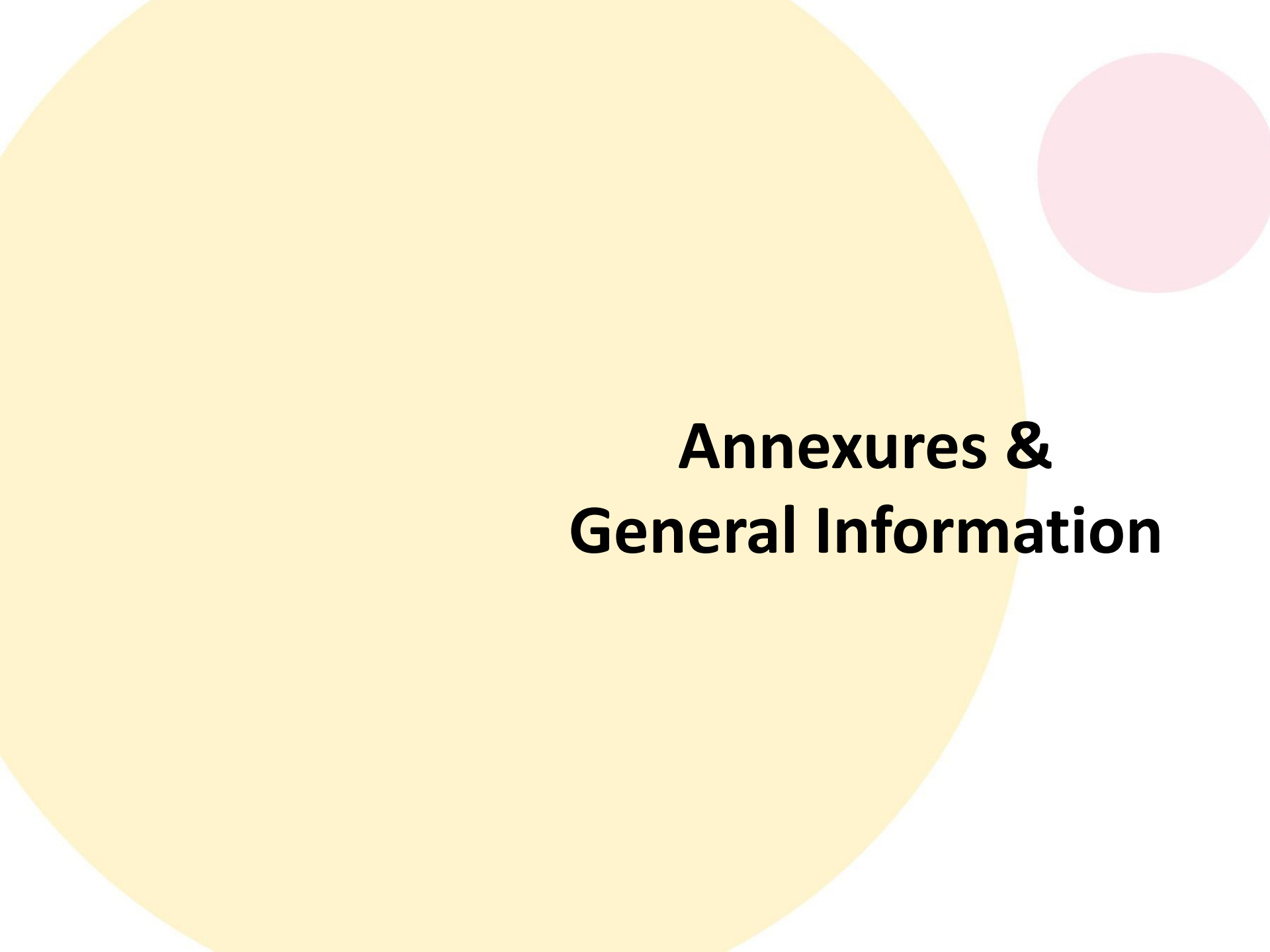
Skills development program
440,000+ people trained on cottage livelihood skills



Equitas DhanyaKosha (EDK)
₹ 2.6mn per month benefit to customers via 24 non-profit stores

Equitas Social Initiatives

Particulars	FY16	Q3FY17	Q4FY17	FY17	Cumulative since inception
No. of beneficiaries in health camps	864,384	200,072	2,30,995	8,37,247	4,351,361
No. of spectacles provided [free of cost]	11,690	2,340	1,335	8,852	90,167
No. of cataract operations [free of cost]	1,563	483	472	1,842	27,478
No. of people trained on cottage livelihood skills	41,268	8,033	13,264	39,406	435,631
No. of unemployed youth placed in jobs	26,320	10,027	9,864	32,090	81,855
No. of families living on pavements rehabilitated	362	167	124	482	1,069
No. of children studying in the 7 Equitas schools	4,142	5,043	5,043	5,043	N.A.



Annexures & General Information

EHL - Shareholding Pattern

Type of Shareholder	As on 27 th Jan, 2017	As on 21 st Apr, 2017
Foreign Investors	44.8%	43.7%
Domestic Investors	55.2%	56.3%
Mutual Funds	29.1%	28.3%
Corporate Bodies	7.8%	7.2%
Banks, Trusts, NBFC etc.	5.0%	6.4%
Other	13.3%	14.4%
Resident Individual & HUF	11.8%	12.9%
Employees	1.5%	1.5%

Financial Overview

Q4FY17 Consolidation



Equitas Group

AUM - ₹ 7,176 Crore

Holdings standalone

PAT - ₹ 1.8 Crore

Consolidated PAT - ₹ 6.9 Crore



ESFBL

AUM - ₹ 7,176 Crore

PAT - ₹ 6.9 Crore



ETPL

Loss - ₹ 1.8 Crore

FY17 Consolidation



Equitas Group

AUM - ₹ 7,176 Crore

Holdings standalone

PAT - ₹ 4.7 Crore

Consolidated PAT - ₹ 159.4 Crore



ESFBL

AUM - ₹ 7,181 Crore

PAT - ₹ 161.8 Crore



ETPL

Loss - ₹ 7.1 Crore

Profitability [₹ Cr]	FY15	FY16	FY17	Q4FY16	Q4FY17	YoY %	Q3FY17	QoQ %
Gross Interest Income	687	1,014	1,443	298	378	27%	382	(1%)
Finance Cost	295	436	587	128	157	23%	153	2%
Net Interest Income	392	578	856	170	221	30%	29	(3%)
Other Income	69	101	114	22	21	(7%)	2	(51%)
Net Income	461	679	969	192	242	26%	271	(11%)
Opex	247	360	615	105	194	85%	166	17%
Credit Cost	50	59	103	15	37	150%	34	8%
PBT	164	260	252	73	11	(85%)	71	(84%)
Tax	57	93	92	26	4	(85%)	26	(84%)
PAT	107	167	159	47	7	(85%)	45	(85%)
Key Ratio								
ROA	2.96%	3.05%	2.02%					
ROE	11.15%	13.31%	8.92%					
Gearing	2.77x	3.37x	3.42x					
EPS [Basic]	4.48	6.21	4.79					
Book Value Per Share	43.54	49.69	66.03					

Key Ratio

Key Ratio	FY15	FY16	FY17	Q4FY16	Q3FY17	Q4FY17
Yield on "On book" Advances	22.9%	21.8%	20.7%	20.5%	21.1%	20.2%
Finance Cost	11.7%	11.3%	10.1%	11.6%	10.1%	9.7%
NIM	10.8%	10.1%	9.4%	9.6%	9.2%	9.1%
GNPA	1.08%	1.34%	3.53%	1.34%	2.46%	3.53%
Credit Cost	1.55%	1.17%	2.13%	1.39%	1.91%	2.03%
Provision Coverage	25.7%	29.8%	58.3%	29.8%	68.6%	58.3%
NNPA	0.80%	0.94%	1.47%	0.94%	0.77%	1.47%
ROA	2.96%	3.09%	2.02%	3.08%	2.04%	0.31%

Notes:

NIM = Net Interest Income less income from securitisation as a % of Interest earning assets

Credit Cost = Provision cost as a % of Advances under Management

NPA recognition norms transitioned from 6 months recognition in FY15 to 5 months recognition in FY16 to 4 months in Q1FY17 and to bank norms (90 days) in Q2FY17; hence, NPA is not comparable YoY

Advances under Management – Product wise

₹ Crore	FY14	FY15	FY16	Q1FY17	Q2FY17	Q3FY17	Q4FY17	YoY growth	CAGR FY14 - FY17
Micro Finance	1,503	2,144	3,283	3,442	3,614	3,545	3,293	0.3%	29.9%
Vehicle Finance	801	1,175	1,510	1,614	1,771	1,865	1,928	27.7%	34.0%
M-LAP	35	372	838	976	1,144	1,194	1,259	50.2%	231.3%
Loan against Property (LAP)	53	139	249	269	280	274	269	8.3%	72.1%
Housing Finance	94	180	246	257	264	264	265	7.6%	41.3%
Business Loans				1	6	23	63	n.a.	n.a.
Agri Loans						13	31	n.a.	n.a.
Loan against Gold						3	3	n.a.	n.a.
Others							65	n.a.	n.a.
Equitas Total	2,486	4,010	6,125	6,559	7,079	7,180	7,176	17.2%	42.4%

end of period figures

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Disclaimer [contd.]

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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.



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