



September 1, 2018

The Secretary BSE Limited PhirozeJeejeebhoy Towers Dalal Street Mumbai - 400001	The Secretary National Stock Exchange of India Limited Exchange Plaza BandraKurla Complex (BKC) Bandra (east) Mumbai - 400051
<b>Scrp Code No-539844</b>	<b>Symbol: EQUITAS</b>

Dear Sirs,

**Sub: Intimation under Regulation 30 and 46 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015**

Further to our intimation dated August 31, 2018 on the above subject, please find enclosed Investor Presentation to be made at the Invest India Conference to be held at London and New York from September 3, 2018 – September 7, 2018.

The same is being displayed on the website of the Company.

Kindly take the above information on record.

Thanking you,

Yours truly,  
**for Equitas Holdings Limited**

**Jayashree S Iyer**  
**Company Secretary**

**EQUITAS HOLDINGS LIMITED**

410A, 4<sup>th</sup> FLOOR, SPENCER PLAZA, PHASE –II, No.769, ANNA SALAI, MOUNT ROAD, CHENNAI, TAMILNADU – 600002  
Ph : +91- 44-4299 5000 Fax : +91-44-4299 5050 Email : [corporate@equitas.in](mailto:corporate@equitas.in) Web: [www.equitas.in](http://www.equitas.in)  
CIN: L65100TN2007PLC064069



# **Advances Snapshot & Detailed P&L**

## **Q1FY19**

**Quarter ended 30 June 2018**

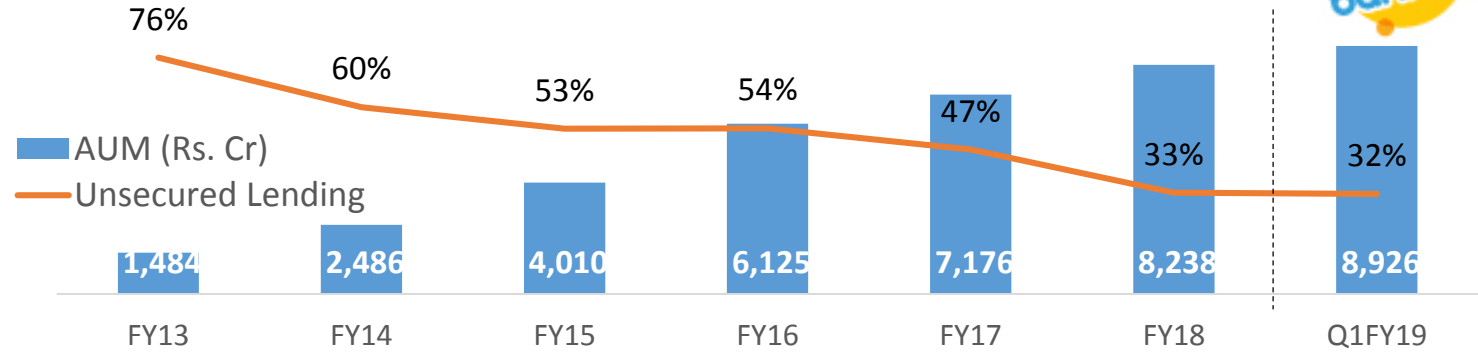


# Business evolution – FY13 to FY18



## Advances growth | Unsecured lending reduction

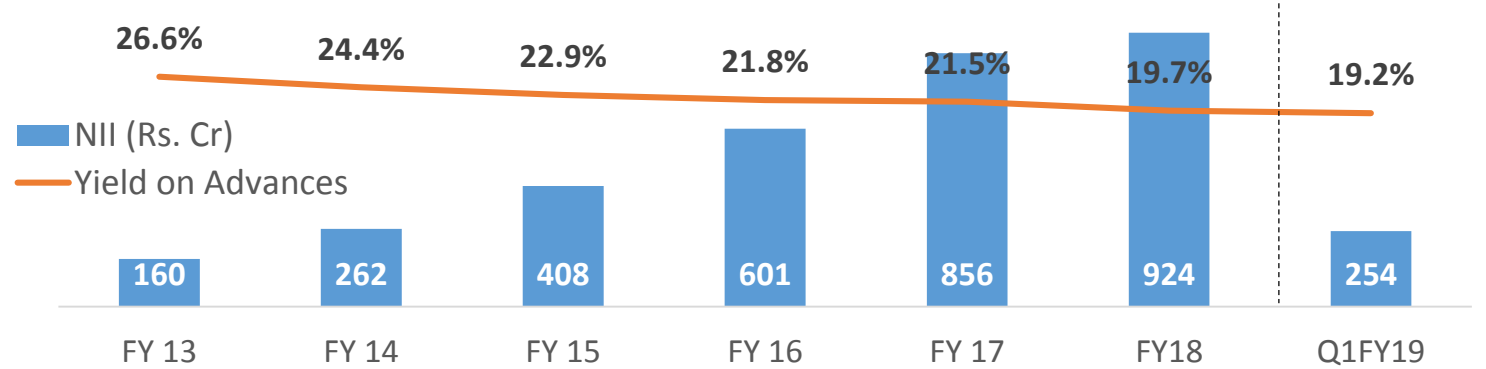
Robust growth in Advances in the past 5 years with a steady reduction in unsecured portfolio



Advances CAGR (FY13 – FY18)	<b>41%</b>	Unsecured lending	<b>33%</b> of book down from 76%
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## NII growth | Stable Yields

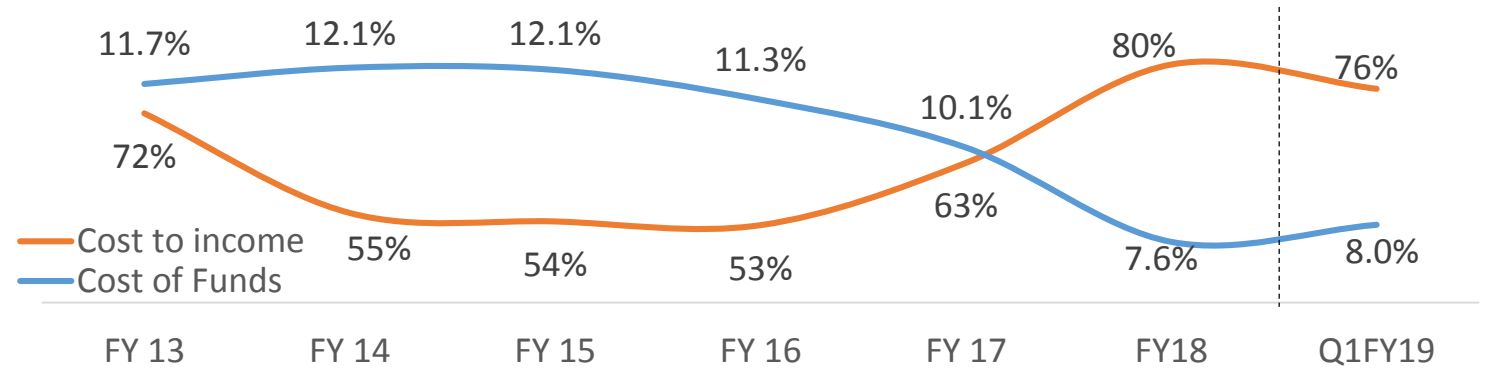
Healthy growth in Net Interest Income [NII] in the past 5 years. A moderate Yield reduction due to advances remix.



NII CAGR (FY13 – FY18)	<b>42%</b>	Yield on Advances	<b>19.7%</b> – decline due to asset remix
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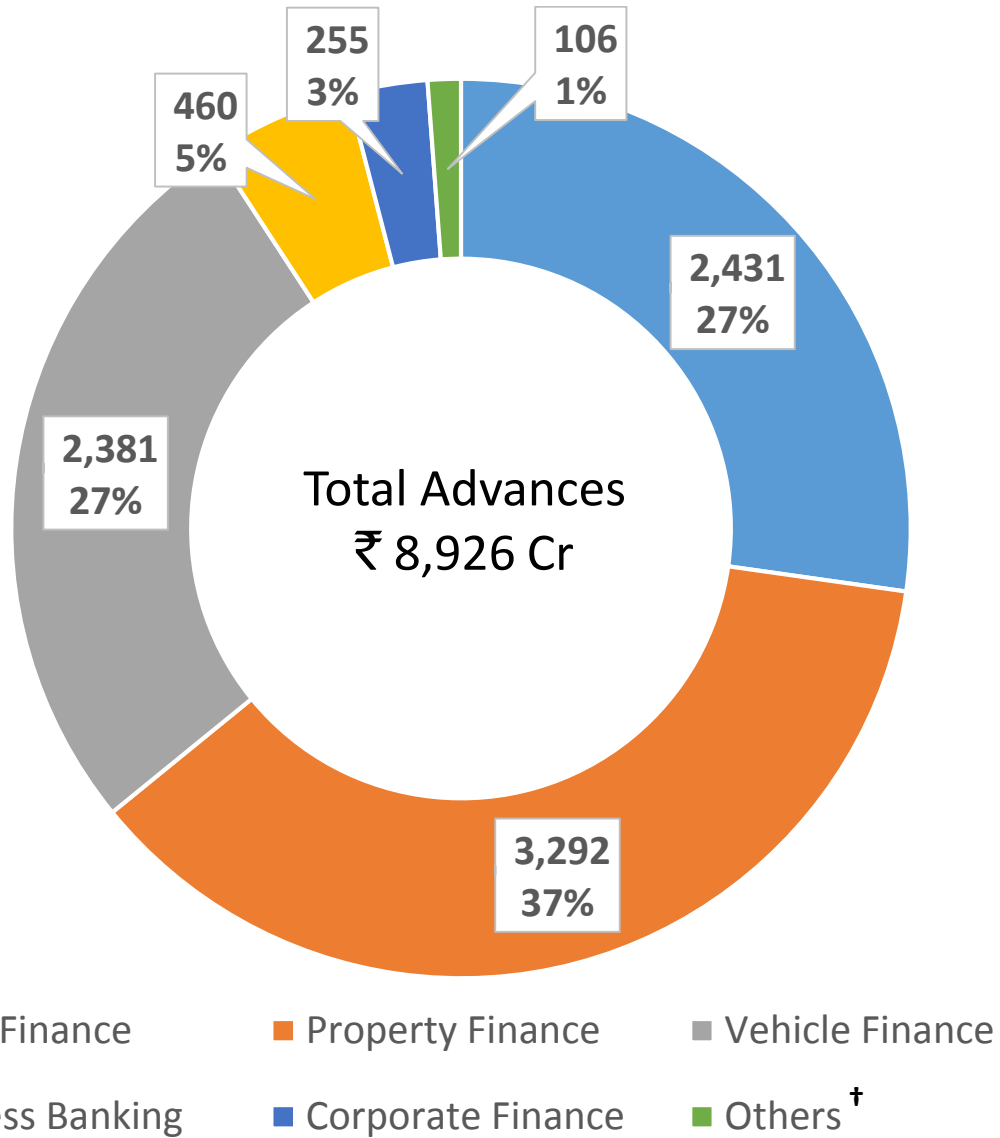
## Cheaper funds | Transitional Cost-to-Income

Significant reduction in borrowing cost as a result of converting to a bank. Cost-to-income increased during bank transition.



Cost of Funds	<b>7.6%</b> - down by >400bps in 5yrs	Cost-to-Income	<b>80%</b> reflecting bank transition
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# Product Segments



₹ Cr	Q1 FY19	Q1 FY18	YoY %	Q4 FY18	QoQ%
Micro Finance	2,431	2,958	-18%	2,288	6%
Property Finance	3,292	1,936	70%	2,934	12%
Vehicle Finance	2,381	1,952	22%	2,252	6%
Business Loans	460	141	226%	411	12%
Corporate Loans	255	25	921%	194	32%
Others †	106	24	344%	160	-34%
<b>Total Advances</b>	<b>8,926</b>	<b>7,036</b>	<b>27%</b>	<b>8,238</b>	<b>8%</b>

† Others includes Loan against Gold

# Product Segment Details

Product Segment	Number of Live Loans	ATS @ Disbursement (Lacs)	ATS @ Portfolio (Lacs)	Yield <sup>+</sup>
Micro Finance	19,10,265	0.29	0.13	21.2%
Property Finance	1,56,190	3.34	2.11	17.9%
Vehicle Finance	86,870	5.13	2.74	18.3%
Business Loans	2,735	24.18	16.80	17.2%
Corporate Loans	24	1,875	1,063	9.9%

+ Portfolio yield on quarterly average advances, Product segment IRR will be different  
 ATS stands for Average Ticket Size

₹ Crore	FY15	FY16	FY17	FY18	CAGR FY15 - FY18	Q1 FY18	Q1 FY19	YoY growth
Micro Finance	2,144	3,283	3,293	2,288	2%	2,958	2,431	-18%
Property Finance								
LAP	511	1,087	1,528	2,182	62%	1,611	2,397	49%
Housing Finance	180	246	265	464	37%	262	551	110%
Agri Loans			31	288	na	62	344	452%
Vehicle Finance	1,175	1,510	1,928	2,252	24%	1,952	2,381	22%
Business Loans			63	411	na	141	460	226%
Loan against Gold			3	28	na	12	26	123%
Corporate loans				194	na	25	255	921%
Others			65	132	na	12	80	557%
<b>Equitas Total</b>	<b>4,010</b>	<b>6,125</b>	<b>7,176</b>	<b>8,238</b>	<b>27%</b>	<b>7,036</b>	<b>8,926</b>	<b>27%</b>

**end of period figures**

Overall Advances = Advances “On book” + “Off book”

# Profit & Loss Statement (Detailed)

Particulars	Q1 FY19	Q1 FY18	YoY %	Q4 FY18	QoQ%
<b>Interest Income</b>					
Income from Loan	397.88	332.81	20%	372.30	7%
Income from Treasury	84.39	41.58	103%	66.64	27%
<b>Total Interest Income</b>	<b>482.27</b>	<b>374.39</b>	<b>29%</b>	<b>438.95</b>	<b>10%</b>
Finance Cost	227.89	158.35	-31%	190.43	-16%
<b>Net Interest Income</b>	<b>254.38</b>	<b>216.04</b>	<b>18%</b>	<b>248.52</b>	<b>2%</b>
<b>Other Income</b>					
Assets Fee Income	38.15	18.74	104%	32.31	18%
PSLC Income	7.04	60.11	-88%	0.61	1059%
Liabilities Fee Income	13.01	3.42	280%	12.15	7%
Gain/[Loss on Sale of Investment	2.97	-2.77		-1.78	
<b>Total Other Income</b>	<b>61.17</b>	<b>79.50</b>	<b>-23%</b>	<b>43.28</b>	<b>41%</b>
<b>Net Income</b>	<b>315.55</b>	<b>295.55</b>	<b>7%</b>	<b>291.80</b>	<b>8%</b>
<b>Operating Expenditure</b>					
Employee Cost	138.14	135.01	-2%	121.88	-12%
Other Admin Cost	78.81	70.31	-11%	79.18	0%
Depreciation	22.53	20.97	-7%	23.27	3%
<b>Total Opex</b>	<b>239.48</b>	<b>226.29</b>	<b>-6%</b>	<b>224.33</b>	<b>-6%</b>
<b>Profit Before Provision</b>	<b>76.07</b>	<b>69.26</b>	<b>10%</b>	<b>67.47</b>	<b>13%</b>
Loan Loss Provision and Write off	20.90	43.90	110%	13.84	-34%
<b>Profit Before Tax</b>	<b>55.17</b>	<b>25.36</b>	<b>118%</b>	<b>53.63</b>	<b>3%</b>
Tax	19.78	9.76	-51%	18.74	-5%
<b>Profit after Tax</b>	<b>35.38</b>	<b>15.60</b>	<b>127%</b>	<b>34.89</b>	<b>1%</b>

# Key Ratio

Key Ratio	FY15	FY16	FY17	FY18	Q1FY18	Q1FY19
Yield on "On book" Advances	22.9%	21.8%	21.5%	19.7%	21.0%	19.2%
Cost of funds	12.1%	11.3%	10.1%	7.6%	9.2%	8.0%
Lending spread	10.8%	10.5%	11.5%	12.1%	11.8%	11.2%
NIM on Interest Earning assets	10.7%	10.1%	9.4%	8.0%	8.9%	7.3%
NIM on Total assets	11.3%	11.1%	10.8%	8.1%	9.1%	7.2%
GNPA	1.08%	1.34%	3.53%	2.72%	4.91%	2.84%
Credit Cost	1.81%	1.39%	2.60%	2.52%	2.94%	1.03%
Provision Coverage	25.7%	29.8%	58.3%	47.1%	51.8%	47.0%
NNPA	0.80%	0.94%	1.47%	1.44%	2.36%	1.51%
ROA	2.96%	3.09%	2.02%	0.27%	0.66%	1.00%
ROE	11.2%	13.3%	8.9%	1.4%	2.8%	6.2%

Notes: NIM on Interest Earning Assets = Net Interest Income [excluding securitisation income] as a % of Interest earning assets

NIM on Total Assets = Net interest income as a % of avg. total assets

Lending spread = [Yield on "On book" advances in %] – [Cost of Funds in %]

Credit Cost = Provision cost as a % of average 'On Book' advances

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) from Q2FY17; hence, NPA is not comparable across the periods presented above



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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.

## **Investor Relations**

### **Equitas Holdings Limited**

Spencer Plaza, 4th Floor, Phase II

No. 769, Anna Salai, Chennai 600 002

[ir@equitasbank.com](mailto:ir@equitasbank.com)