



July 03, 2020

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| 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 on Business Update Presentation

Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Further to our letter dated July 01, 2020 intimating about Business update call, we are pleased to forward a copy of the Presentation to be made at the Business update call.

This is for your information and record.

Thanking you,

Yours Faithfully,
For **Equitas Holdings Limited**



Deepti R
Company Secretary

EQUITAS HOLDINGS LIMITED

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Equitas Holdings Limited

Business Update Presentation

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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.

All numbers mention in the presentation are based on management report and MIS | Moratorium 1.0 represents (March, April, May 2020) | Moratorium 2.0 represents (June, July, August 2020)

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Key Highlights



Disbursements:

- Bank resumed disbursements. The Bank was in touch with its existing customers to offer additional loans to help them resume business.

| Products (Rs. Cr) | April 30, 2020 | May 31, 2020 | June 30, 2020 |
|---------------------------------|----------------|--------------|---------------|
| Micro Finance | - | 19.83 | 111.21 |
| Small Business Loans (Incl. HF) | 4.42 | 51.86 | 208.75 |
| Vehicle Finance | 0.60 | 8.81 | 95.01 |
| MSE Finance | 1.53 | 8.63 | 26.28 |
| Corporate Finance | - | - | 19 |
| Others | 0.95 | 1.66 | 4.83 |
| Total Disbursements | 7.5 | 90.79 | 465.08 |

Strengthening Gold Loan Business:

- Significant cross sell opportunities to existing borrowers & depositors of the bank
- Gold Loans to be offered through existing branch network. Currently operating out of 100+ banking outlets
- Offering three variants of repayments viz. EMI, Bullet, Monthly Interest + Bullet
- Rate of interest between 12% to 14%

Digital Led Liabilities:

- 57,044 accounts (Selfe SA + Selfe FD) acquired between April 2020 to June 2020
- Equitas SFB among very few banks in India to go live with Video KYC. With video KYC, the Bank can now cater to customers outside its branch catchment area also with all services rendered digitally

Key Highlights – HR Initiatives



Virtual On-Boarding:

- Equitas has honored all offers that were made in pre-COVID times. A total of 523 people came onboard for the period April-June 2020 while 699 people have resigned during this period

Performance Appraisal:

- The Performance Appraisal Process for the Bank for FY 2019-20 has been completed

Contributions and Incentive Plough-back:

- The Bank continued to demonstrate empathy for its frontline staff by paying incentives for them during the three months of March to May based on past averages. About 6,600 employees benefited from this.
- Around 430 senior and middle management employees voluntarily took a pay cut as a gesture to 'give back' and support the bank in times of crisis.

Key Highlights – HR Initiatives

Covid Package:

The Bank launched a first of its kind Covid Package for the employees. The Package attempts to give a holistic assistance to the employee in case s/he or immediate family gets affected due to COVID-19

Work from Home Redesign:

- An exercise for people at Head Office and Zonal Offices are underway to figure out the number of people who could work from home on a permanent basis.
- We have planned to surrender 12,056 Sq. Ft of Head Office space.



Exclusive COVID Package for Equitas Employees

Employee Support for All Round Relief

Special Paid Leave of 30 Days

Covid Test Reimbursement : Rs. 4,500 for you
& Rs. 2,500 for family members

Home Quarantine : Two weeks Groceries
Reimbursement upto Rs.10,000

Additional Hospitalisation Cover including ICU
with full Co-Pay Waiver

Post Recovery Diet & Health Supplements
Allowance worth Rs.10,000 for all employees
in grade EB 1-3

Interest-Free Medical Emergency Loan
for additional needs

Exclusive Doctor on Call
Free eConsultation with specialists

Refer the policy on SAP JAM for Terms & Conditions

**Did you know that
our Covid Policy
was featured
in the Times of India?**

[Click here to read...](#)

**At Equitas,
your health
and happiness
is our priority!**



Key Highlights



Leadership Change:

- Bhadresh P, who headed the MSE Banking Division for the Bank has decided to leave the Bank
- Ramasubramanian, Executive Vice President & Head Corporate Banking, shall additionally take charge of MSE Banking from Bhadresh. He holds a post graduate diploma in financial management from the Institute for Financial Management and Research, Madras. He is also a certified associate from the Institute of Cost and Works Accountants of India. He comes with a combination of corporate lending and technology services company background



Moratorium Update

Approach to Moratorium

Moratorium 1.0

- Since most of the borrowers are small business owners, the Bank encouraged its customers to Opt for Moratorium to help them conserve cash during the lockdown and use their savings to kick start business once lockdown eases
- Strict lockdown during Moratorium 1.0 hindered businesses of customers and Bank's ability to conduct center meetings, carry out cash collection and meet customers

Moratorium 2.0

- Lockdown restriction eased and small shops and businesses began to restart operations by mid of May 2020
- The Bank conducted a customer reach out program to assess the local business environment, customer sentiments and explain moratorium impact to borrowers
- The Bank adopted opt-in mechanism for Moratorium 2.0 and customers were requested to inform the bank incase they wanted extension of moratorium

Moratorium 2.0



| Asset Products | +Opt in % of Gross Advances as on 31 st March 2020 |
|---------------------------------|---|
| Micro Finance | 56% (of Centers) |
| Small Business Loans | 42% |
| New Commercial Vehicle Finance | 65% |
| Used Commercial Vehicle Finance | 70% |
| MSE Finance (Working Capital) | 48% |
| Corporate – NBFC Book | 0% |
| Corporate – Small Corporate | 96% |

+As of 30th June 2020

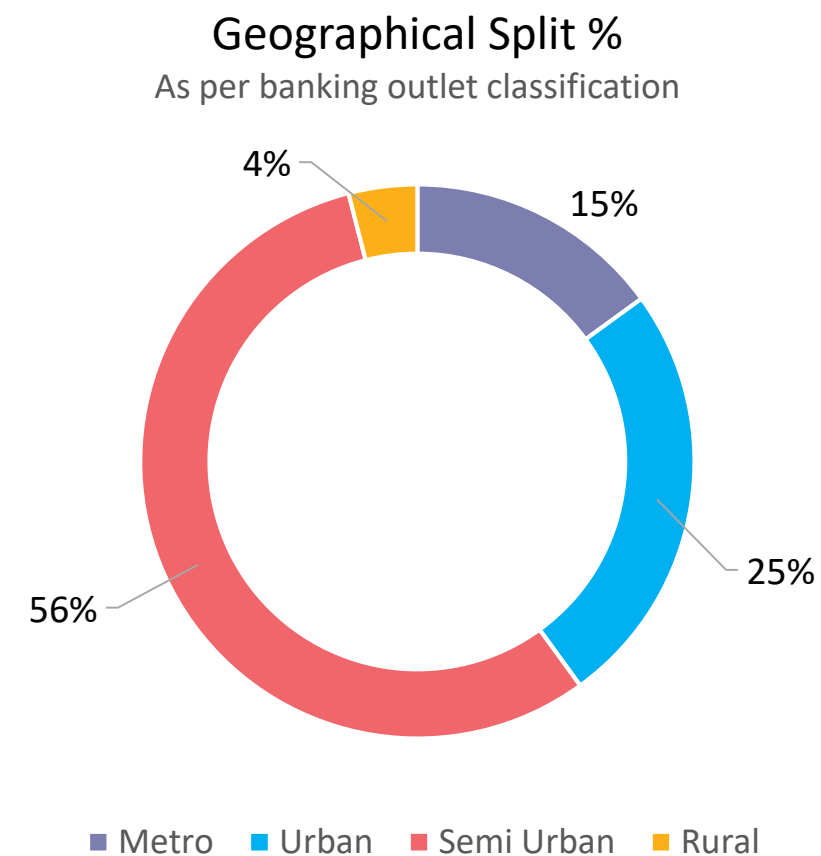


Asset Product Wise Update

Micro Finance

As of 6th June 2020

| Customer Profile | % of no of Customers | | |
|-----------------------------|----------------------|--------------|---------------|
| Animal Husbandry | 44% | | |
| Tailoring | 20% | | |
| Agriculture | 10% | | |
| Trading | 7% | | |
| Shop Keeper | 6% | | |
| Food Products | 5% | | |
| Handicrafts | 2% | | |
| Others | 7% | | |
| Trend (Rs. Cr) | April 30, 2020 | May 31,2020 | June 30, 2020 |
| Monthly Disbursement | - | 19.83 | 112.21 |



Micro Finance

- 44% Overall Collection Efficiency for June EMIs leading to 56% centers opting for moratorium in June
- Center meeting attendance improved to 95%

| States | No of Centers | % of Center Meetings Held | Opt in (% Centers) |
|----------------|-----------------|---------------------------|--------------------|
| Chhattisgarh | 2,304 | 99% | 36% |
| Madhya Pradesh | 6,136 | 93% | 46% |
| Haryana | 3,985 | 98% | 28% |
| Punjab | 3,960 | 99% | 58% |
| Rajasthan | 11,086 | 95% | 36% |
| Karnataka | 9,921 | 96% | 48% |
| Tamilnadu | 1,10,069 | 95% | 60% |
| Gujrat | 7,730 | 99% | 34% |
| Maharashtra | 18,514 | 87% | 59% |
| Overall | 1,73,705 | 95% | 56% |

Small Business Loans



As of 31st March 2020

| Customer Profile | Gross Advances (Rs. Cr) | % |
|------------------------|-------------------------|-------------|
| Essential Services | 1,971 | 31% |
| Non-Essential Services | 1,513 | 24% |
| Agri Related | 518 | 8% |
| Livestock | 566 | 9% |
| Salaried | 1710 | 27% |
| Total | 6,278 | 100% |

As of 31st March 2020

| Customer Profile | Opt in Gross Advances (Rs. Cr) | Gross Advances (Rs. Cr) | Opt in % |
|------------------|--------------------------------|-------------------------|------------|
| Self Employed | 1,687 | 3,878 | 44% |
| Salaried | 688 | 1,882 | 37% |
| Agriculture | 266 | 518 | 51% |
| Overall | 2,641 | 6,278 | 42% |

| Ticket Size | Gross Advances | % of Gross Advances | Moratorium 2.0 | |
|-------------------------|----------------|---------------------|----------------|--------------------------------|
| | | | % Opt in | Opt in Gross Advances (Rs. Cr) |
| < 5 Lac Loan Amount | 2,439 | 39% | 49% | 1,190 |
| 5 to 10 Lac Loan Amount | 2,197 | 35% | 31% | 818 |
| > 10 Lac Loan Amount | 1,642 | 26% | 24% | 633 |

As of 31st March 2020

Small Business Loans

| Ticket Size | Average LTV (Origination) | Average LTV (Current) |
|-------------------------|---------------------------|-----------------------|
| < 5 Lac Loan Amount | 38% | 27% |
| 5 to 10 Lac Loan Amount | 43% | 39% |
| > 10 Lac Loan Amount | 51% | 49% |

| | Metro | Urban | Semi Urban | Rural |
|--|-------|-------|------------|-------|
| Geographical Split % (As per banking outlet classification) | 15% | 30% | 52% | 3% |

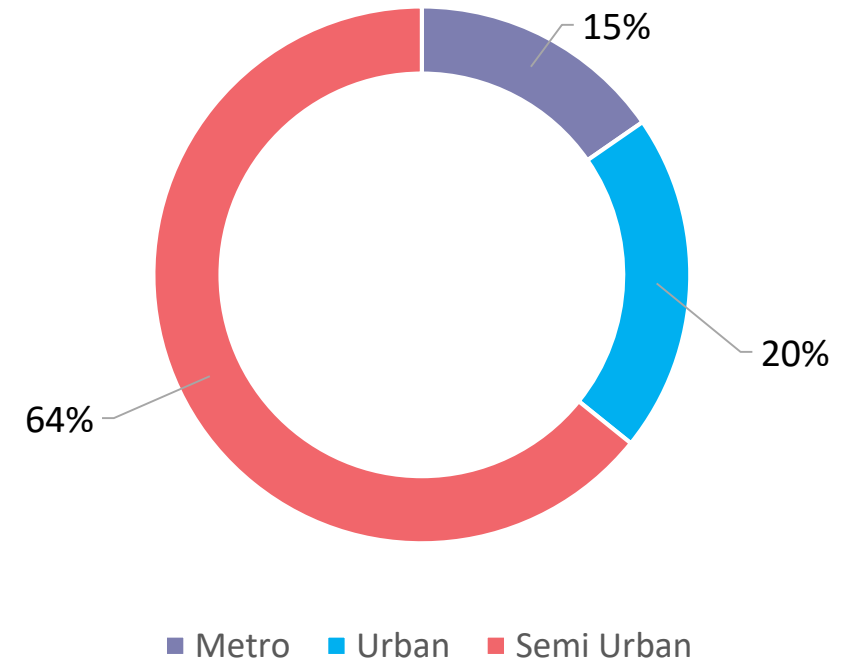
Vehicle Finance

| Customer Profile | Gross Advances (Rs. Cr) | % |
|-----------------------|-------------------------|-------------|
| Essential Service | 942 | 25.31% |
| Non Essential Service | 2,780 | 74.69% |
| Total | 3,722 | 100% |

| Particulars | % of Gross Advances | Moratorium 2.0 | |
|------------------------|---------------------|----------------|--------------------------------|
| | | % Opt in | Opt in Gross Advances (Rs. Cr) |
| Used CV | 69.78 % | 70.45% | 1,830 |
| New CV | 30.22 % | 65.41% | 736 |
| Vehicle Finance | | 68.92% | 2,565 |

Average LTV is 75.68%

Geographical Split %
As per banking outlet classification



Vehicle Finance

- High Risk Customers: Branch team to visit customers for Vehicle & RC book inspection, this will help the Bank gain better risk perspective
- Medium & Low Risk customers to be approached for credit assessment to facilitate top up or emergency loans
- The customer has to produce the vehicle & RC documents for inspection and availing moratorium
- Vehicle belonging to 76% of High Risk Gross advances (Rs.860 Cr) has been inspected, of which 98% are in Good condition

| Risk Category | Opt in Gross Advances (Rs. Cr) | Gross Advances (Rs. Cr) | Gross Advances % |
|---------------|--------------------------------|-------------------------|------------------|
| Low Risk | 296 | 523 | 14.06% |
| Medium Risk | 1,409 | 2,060 | 55.35% |
| High Risk | 860 | 1,138 | 30.58% |
| Total | 2,565 | 3,722 | |

| Risk Category | Opt in Gross Advances (Rs. Cr) | Gross Advances (Rs. Cr) | Gross Advances % |
|------------------|--------------------------------|-------------------------|------------------|
| Low Risk | 214 | 365 | 14.06% |
| Medium Risk | 968 | 1,357 | 52.25% |
| High Risk | 647 | 875 | 33.68% |
| UCV Total | 1,830 | 2,597 | |
| Low Risk | 82 | 158 | 14.06% |
| Medium Risk | 441 | 703 | 62.51% |
| High Risk | 213 | 264 | 23.43% |
| NCV Total | 736 | 1,125 | |
| Total | 2,565 | 3,722 | |

MSE Finance & Corporate

As of 31st March 2020

| MSE Finance (Working Capital) | Gross Advances (Rs. Cr) | Opt in Gross Advances (Rs. Cr) | Opt in % |
|-------------------------------|-------------------------|--------------------------------|----------|
| Moratorium 1.0 | 669 | 512 | 76% |
| Moratorium 2.0 | 669 | 323 | 48% |

| Particulars | March 31, 2020 | Moratorium 1.0 | | | | | | Moratorium 2.0 | |
|--|-------------------------|---------------------|------------------|---------------------|------------------|---------------------|------------------|--|------------------|
| | | March 31, 2020 | | April 30, 2020 | | May 31, 2020 | | Gross Advances (Cr) | Gross Advances % |
| | Gross Advances (Rs. Cr) | Gross Advances (Cr) | Gross Advances % | Gross Advances (Cr) | Gross Advances % | Gross Advances (Cr) | Gross Advances % | | |
| Moratorium requested – NBFC Book | 702 | 0 | 0.0% | 162.0 | 23.1% | 276.2 | 39.3% | All NBFC's have paid their June EMI | |
| Moratorium requested – Small Corporate | 115 | 101 | 88% | 101 | 88% | 101 | 88% | 110 | 96% |



Feb OD Accounts - Update

Status of Feb OD collections



Small Business Loans:

| Bucket | Feb 29, 2020 Closing | | Normalized | | | Roll Back | | | No Movement | | |
|--------------|----------------------|------------|--------------|------------|------------|--------------|------------|------------|-------------|------------|------------|
| | Nos | In Rs. Crs | Nos | In Rs. Crs | % POS | Nos | In Rs. Crs | % POS | Nos | In Rs. Crs | % POS |
| 1 – 30 Days | 2,442 | 85 | 2,029 | 72 | 85% | - | - | - | 413 | 13 | 15% |
| 31 – 60 Days | 1,416 | 45 | 468 | 16 | 36% | 556 | 17 | 38% | 392 | 12 | 27% |
| 61 – 90 Days | 1,022 | 27 | 154 | 3 | 11% | 688 | 20 | 74% | 180 | 4 | 15% |
| Total | 4,880 | 157 | 2,651 | 91 | 58% | 1,244 | 37 | 24% | 985 | 29 | 18% |

Status of Feb OD collections



Vehicle Finance:

| Bucket | Feb 29, 2020 Closing | | Normalized | | | Roll Back | | | No Movement | | |
|--------------|----------------------|------------|---------------|------------|------------|--------------|------------|------------|--------------|------------|------------|
| | Nos | In Rs. Crs | Nos | In Rs. Crs | % POS | Nos | In Rs. Crs | % POS | Nos | In Rs. Crs | % POS |
| 1 – 30 Days | 9,408 | 401 | 7,858 | 336 | 84% | - | - | - | 1,550 | 65 | 16% |
| 31 – 60 Days | 4,859 | 183 | 2,368 | 84 | 46% | 1,405 | 58 | 32% | 1,086 | 42 | 23% |
| 61 – 90 Days | 1,776 | 68 | 490 | 17 | 25% | 993 | 40 | 60% | 293 | 10 | 15% |
| Total | 16,043 | 652 | 10,716 | 437 | 67% | 2,398 | 98 | 15% | 2,929 | 117 | 18% |



Liabilities - Update

Deposit Momentum

| Particulars (Rs. Cr) | 31 st March 2020 | 30 th June 2020 | QoQ |
|-----------------------|-----------------------------|----------------------------|------------|
| CASA | 2,208 | 2,354 | 7% |
| Term Deposits | 8,092 | 9,117 | 13% |
| Retail Term Deposits* | 3,811 | 4,473 | 17% |
| Total Deposits | 10,300 | 11,471 | 11% |

| Digital Products | Customer acquired from April to June 2020 |
|---------------------------|---|
| Selfe SA | 55,905 |
| Selfe FD | 1,139 |
| COVID-19 Health Insurance | 21,428 |

* Retail Term Deposits is less than Rs. 2 Cr

Thank You



Investor Relations

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