



May 10, 2019

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 30 and 46 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015

Pursuant to the above Regulations, the presentation on the financial results of the Company for the quarter and financial year ended March 31, 2019, to be made to the analysts and institutional investors is attached. The same has been displayed on the website of the Company.

Kindly take the above information on record.

Thanking you,

Yours truly,
for Equitas Holdings Limited

Deepti R
Company Secretary

EQUITAS HOLDINGS LIMITED



Equitas
Holdings Limited
Investor Presentation
Q4FY19

Quarter ended 31st March 2019





MISSION

Empowering
through Financial
Inclusion

VISION

To Serve 5% of
Indian Households
by 2025

VALUES

Fair and
Transparent

Disclaimer

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Disclaimer [contd.]

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.

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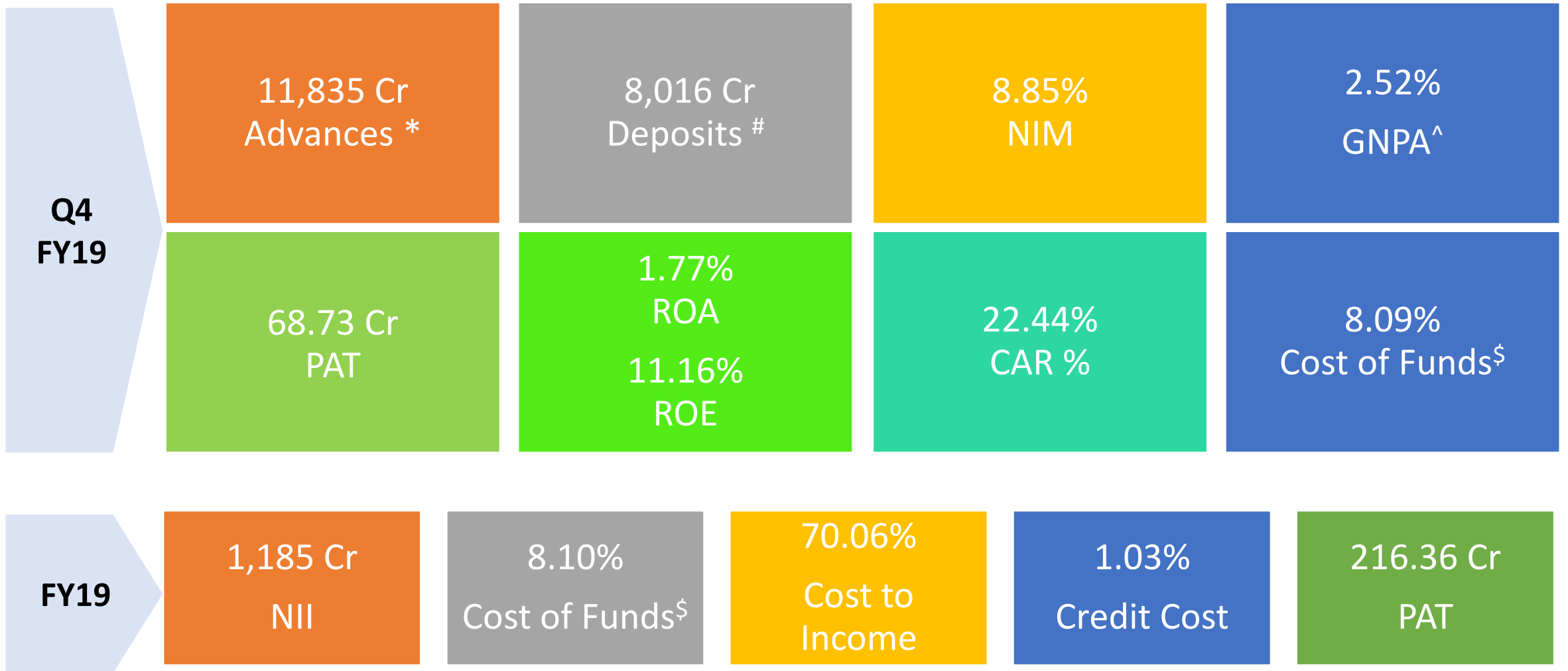
Annexure

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Key Highlights

Snapshot as per iGAAP



* Advances = "On-book" and "Off-book" advances | NIM = Net interest income as a % of avg. income earning assets | Credit cost = provision cost as a % of avg. 'On Book' advances | \$Cost of Funds = Total Interest Expense as a % of Average Total Borrowings (Daily Average) | # Total Deposits excluding CD's | ^ GNPA on daily recognition

Adoption of Ind-AS:

Equitas Holdings Limited [EHL] has adopted Indian Accounting Standards (Ind AS) for the year FY19 with Ind AS compliant comparatives for FY18.

Given the first time adoption of Indian Accounting Standards (Ind AS), EHL has also provided financials as per iGAAP for the quarter ended 31st March 2019. iGAAP financials are based on management reports and have not been subject to review/audit by Auditors. The purpose of iGAAP financials is merely to provide an update on business performance.

Reconciliation of consolidated profit

Particulars (in Rs Cr)	FY19	FY18
Net Profit under iGAAP (Indian GAAP)	216.36	31.01
Impact on Effective interest rate (EIR) on financial instruments	-56.73	-21.63
Fair valuation impact on financial instruments	9.67	7.07
Impairment impact on financial instruments	1.11	15.58
Re-measurements of actuarial gains or losses on other comprehensive income	-0.01	-0.01
Impact on account of Fair valuation of stock options as per Ind AS 102	-12.63	-28.90
Deferred tax impact on the above	19.19	13.06
Net Profit after tax as per Ind AS	176.97	16.20

ECL Model - Approach

ECL:

- Measures the Expected cash shortfalls. A cash shortfall is the difference between the cash flows that are due in accordance with the contract and the cash flows that expected to be received

Mechanics of ECL:

- **Probability of Default (PD)** - 12m and Lifetime PD is computed based on Vintage model approach. Considered defaults across the life cycle of the loans under various pools. The PD is calibrated with forward looking macro-economic factors.
- **Loss Given Default (LGD)** - Computed based on historical recovery experience, considering time value. The bank considers all components of collections / recovery of cash flows / collateral realisation.
- **Exposure at Default (EAD)** - Point-in-Time measure of Loan exposure. EAD is considered after reckoning undrawn commitments.

Staging:

- **Level 1** : 0 to 30 DPD considered
- **Level 2** : 31 to 90 DPD and other qualitative factors based on RBI circular on EWS considered
- **Level 3** : >90 DPD considered

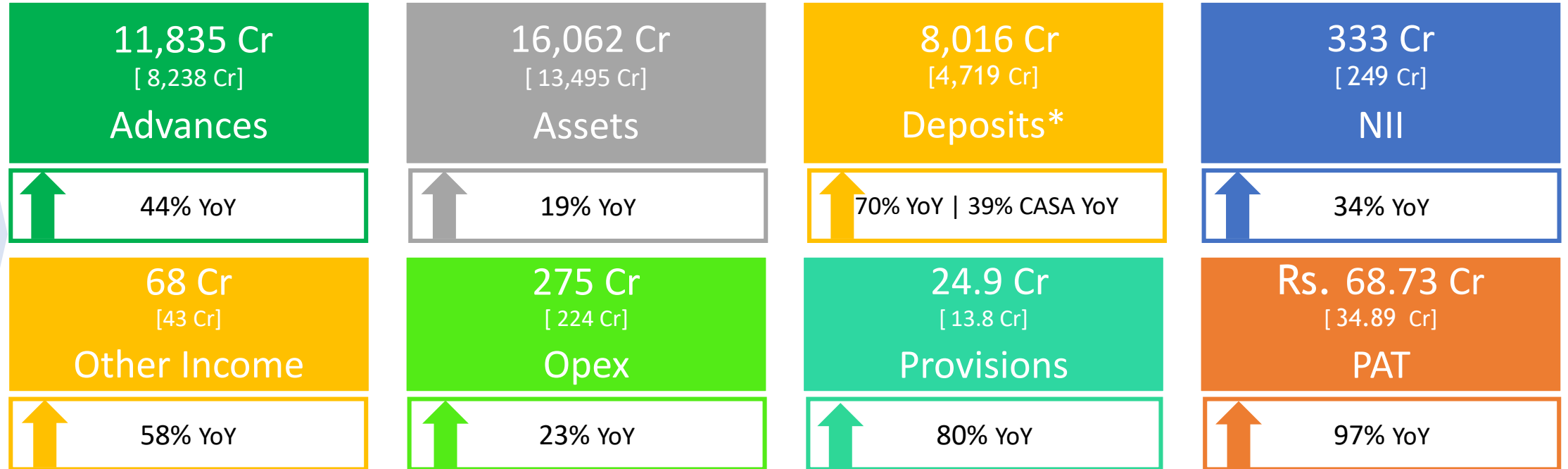
Pooling:

- 20 individually homogeneous pools of loans identified, based on common risk drivers

Financial Performance – iGAAP

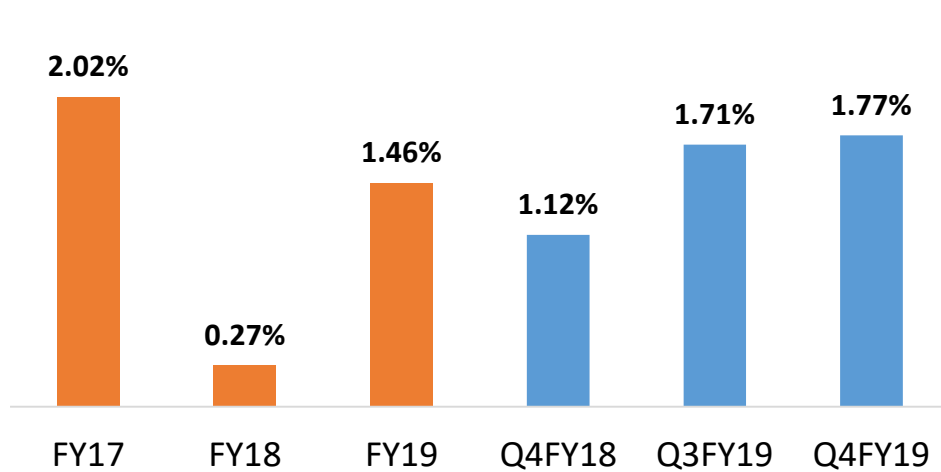
Consolidated Financial Overview

Q4
FY19

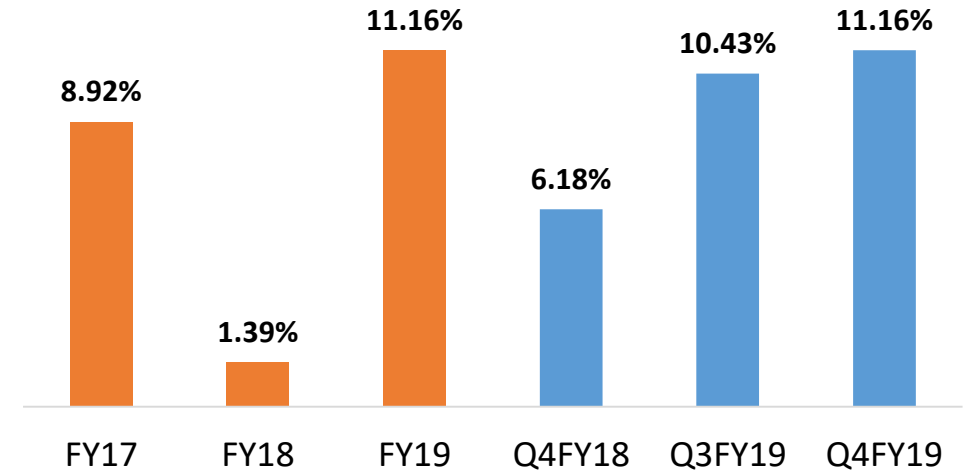


Consolidated – Key Ratios

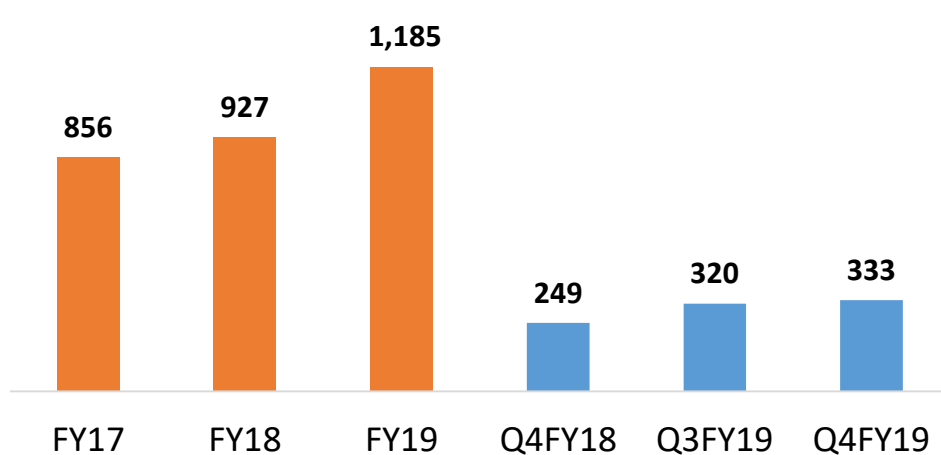
Return on Avg. Assets (ROAA)



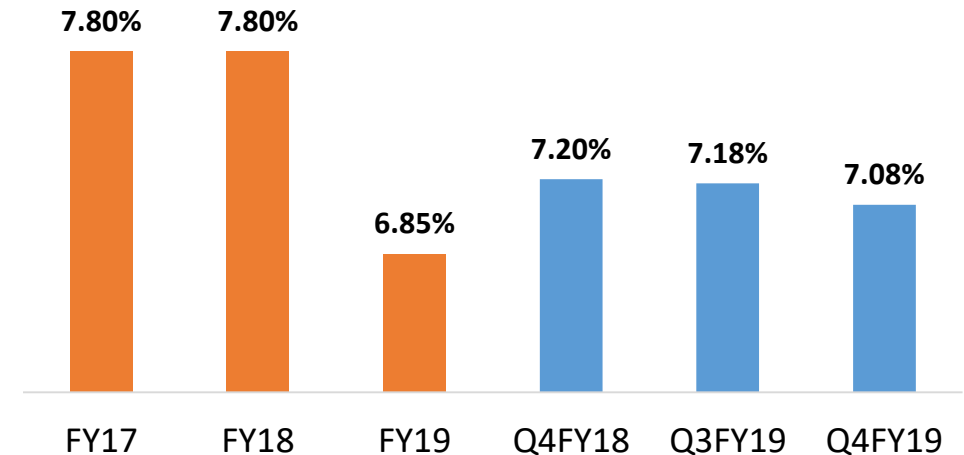
Return on Avg. Equity (ROAE)



Net Interest Income (NII) (Rs. Cr)

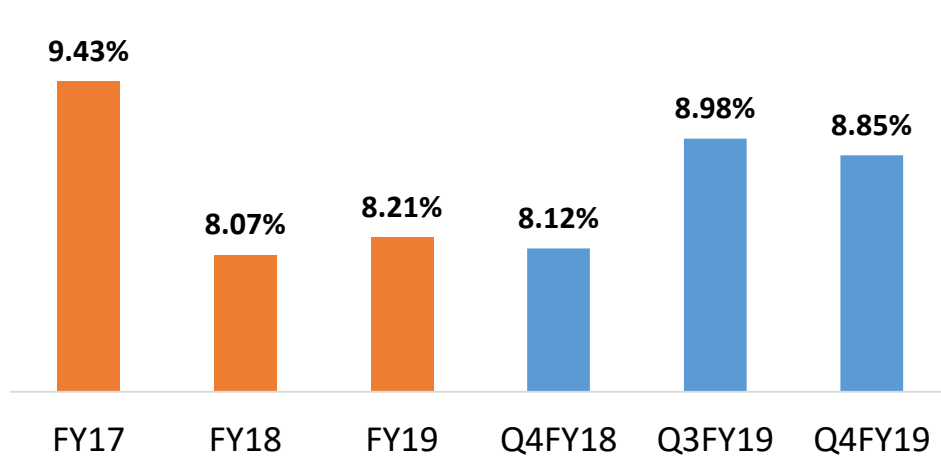


Cost / Avg. Assets

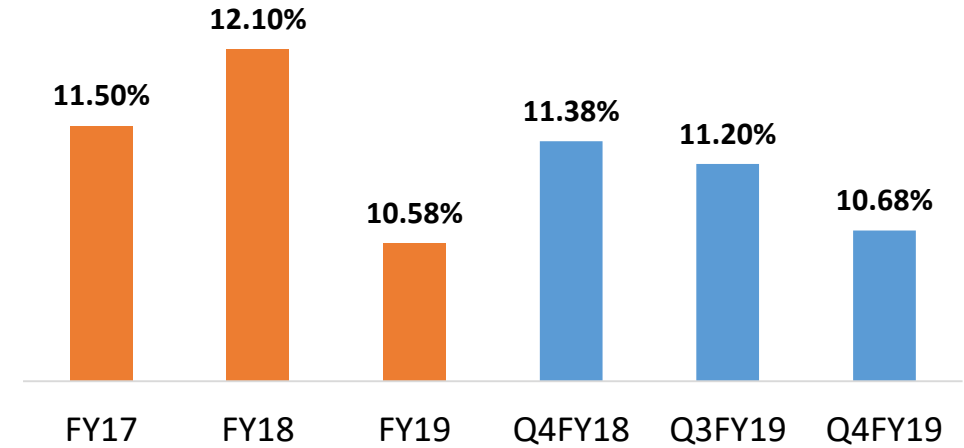


Consolidated – Key Ratios

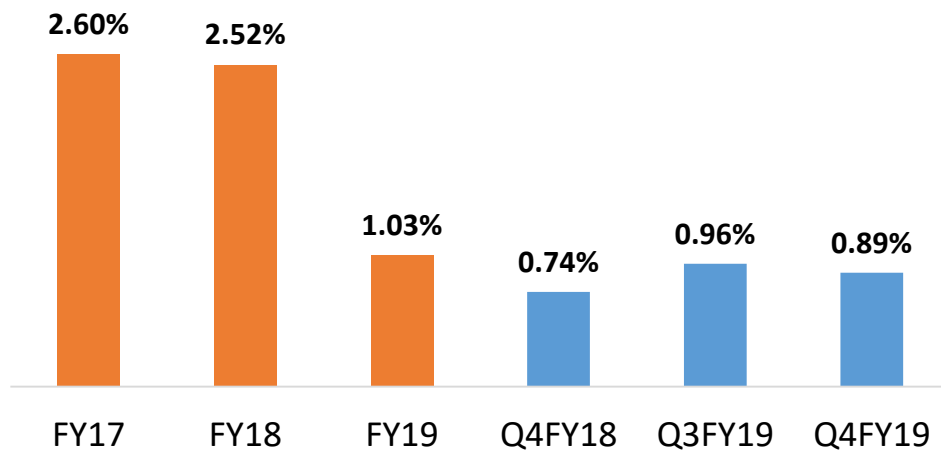
Net Interest Margin * (NIM)



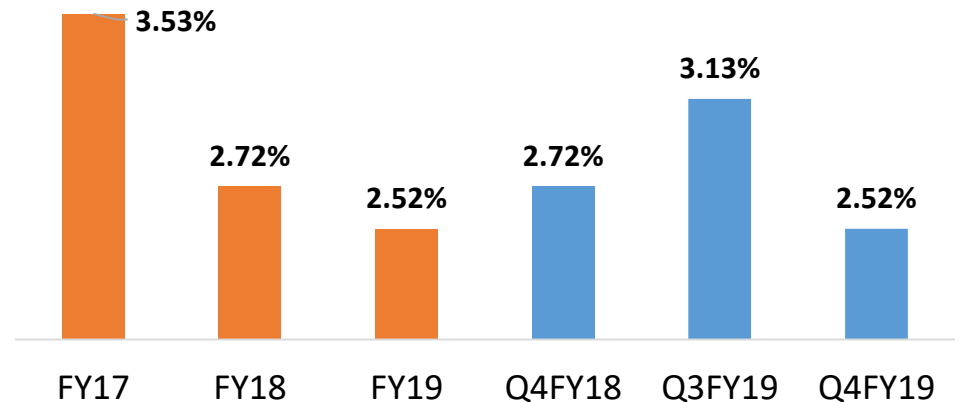
Lending spreads *



Credit cost *



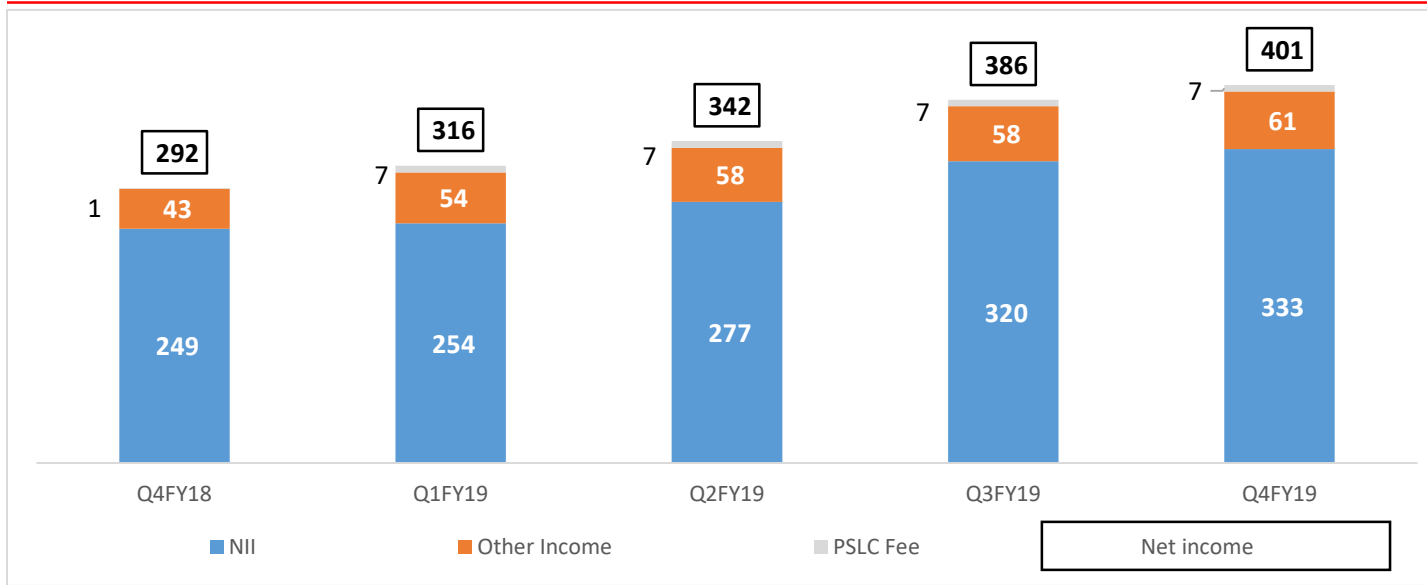
Asset Quality – Gross NPA



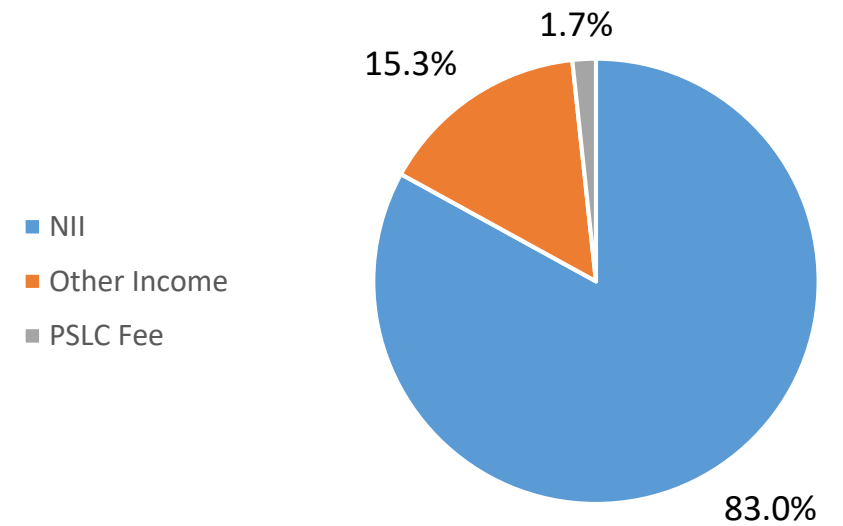
* NIM = Net interest income as a % of avg. income earning assets | Lending spread = [Yield on "On book" advances in %] – [Cost of Funds in %] * Credit cost = Provision as a % of average 'On Book' advances (Q3FY19 & Q4FY19 Lending Spread on daily average basis)

Income Evolution

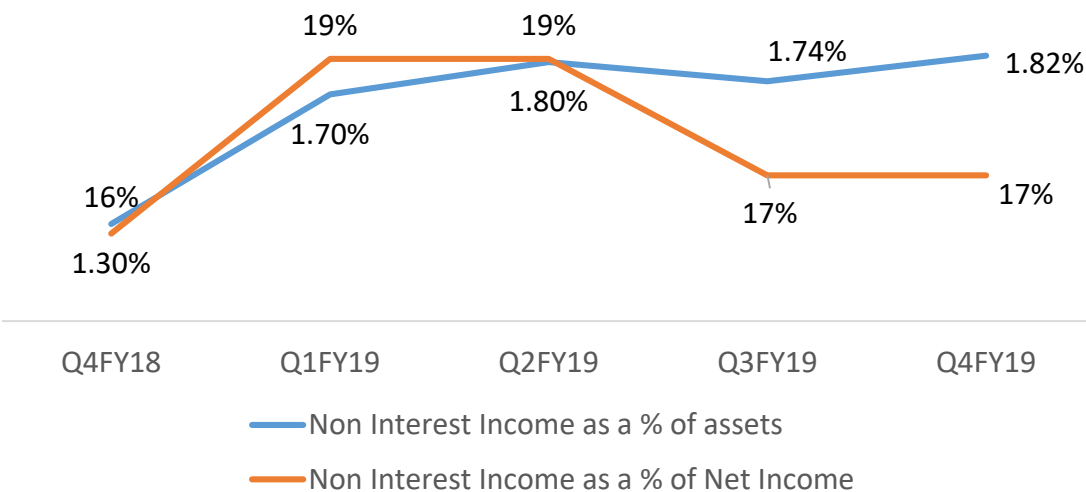
Net income evolution (in ` Cr)



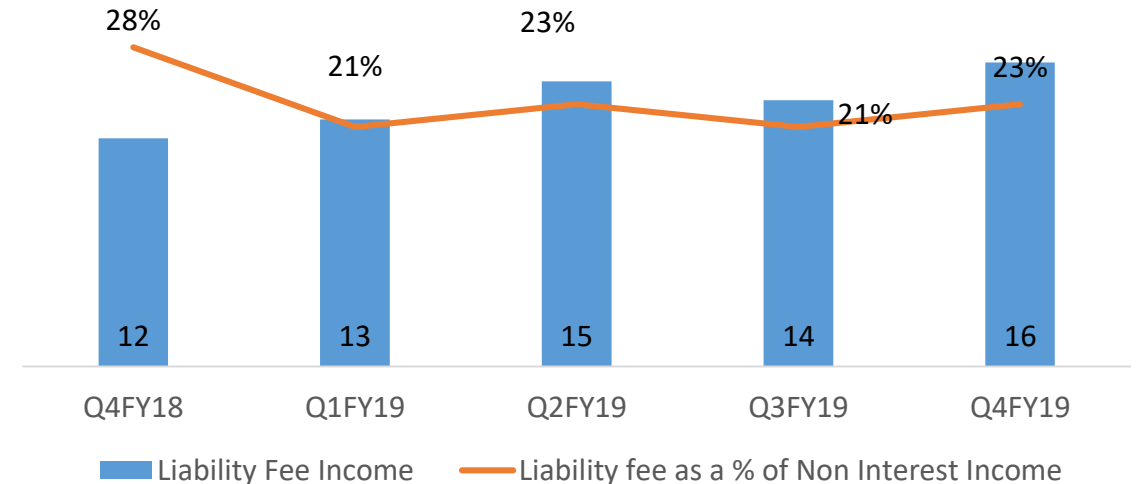
Net income composition (%) – Q4FY19



Non-interest income * evolution



Liability Fee (` Cr) & Liability Fee as % of total non-interest income *

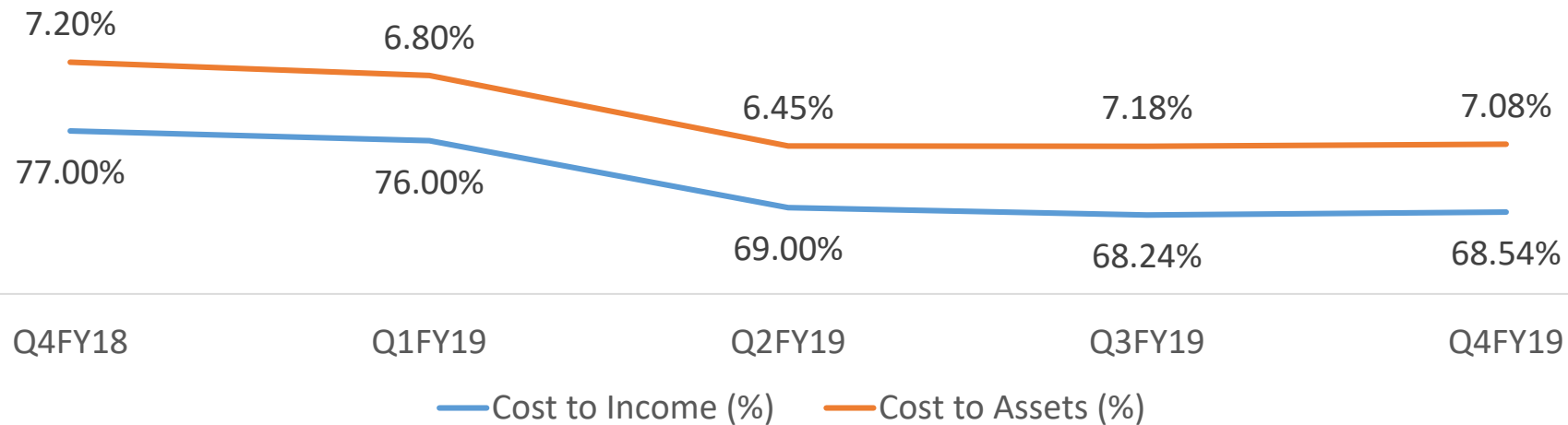


* Non Interest Income = Other income + PSLC fee income

Opex Evolution

Rs Cr	Q4FY18	Q1FY19	Q2FY19	Q3FY19	Q4FY19
Employee expenses	122.0	138.1	135.5	133.9	147.3
Other expenses	79.1	78.8	75.5	82.09	96.74
Depreciation	23.3	22.5	23.1	23.4	23.8
PSLC Premium Paid	-	-	-	23.81	7.35
Total Operating expenses	224.4	239.4	234.2	263.2	275.1
No. of employees	13,541	13,241	13,689	14,281	14,653

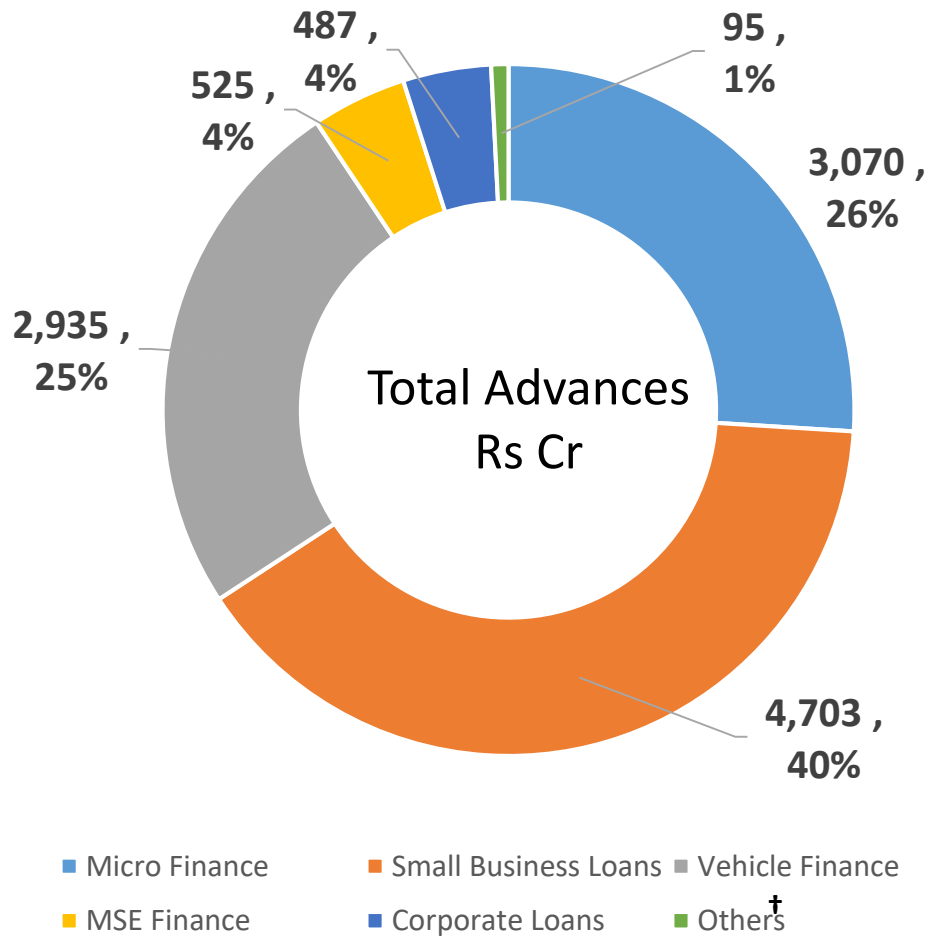
Opex evolution



Capital Adequacy

Rs Cr	Dec 18	Mar 19
Total Risk Weighted Assets	9,362.47	9920.49
Tier I Capital	2,019.66	2076.10
Tier II Capital	137.04	150.37
Total Capital	2,156.70	2226.48
CRAR	23.04%	22.44%
Tier I CRAR	21.57%	20.92%
Tier II CRAR	1.46%	1.52%

Advances - iGAAP



Rs Cr	Q4FY19	Q4FY18	YoY %	Q3FY19	QoQ%
Micro Finance	3,070	2,288	34%	2,955	4%
Small Business Loans (Incl. HF)	4,703	2,934	60%	4,244	11%
Vehicle Finance	2,935	2,252	30%	2,720	8%
MSE Finance (Incl. BL)	525	411	28%	521	1%
Corporate Loans	487	194	151%	385	26%
Others †	115	160	-28%	35	-
Total Advances	11,835	8,238	44%	10,861	9%

† Others includes Loan against Gold | Business Loans (BL) | Housing Finance (HF) | Micro Small Enterprises (MSE)

Product Segment Details

Product Segment	Number of Live Loans	ATS @ Disbursement (Lacs)	ATS @ Portfolio (Lacs)	ROI (%)	GNPA (%)
Micro Finance	18,96,127	0.29	0.16	23.00	0.86
Small Business Loans (Incl. HF)	1,98,487	3.92	2.37	20.09	2.56
Vehicle Finance	96,183	4.97	3.05	20.36	4.02
MSE Finance (Incl. BL)	2,874	53.96	18.28	14.08	4.84
Corporate Loans	38	1,993	1,281	11.67	-

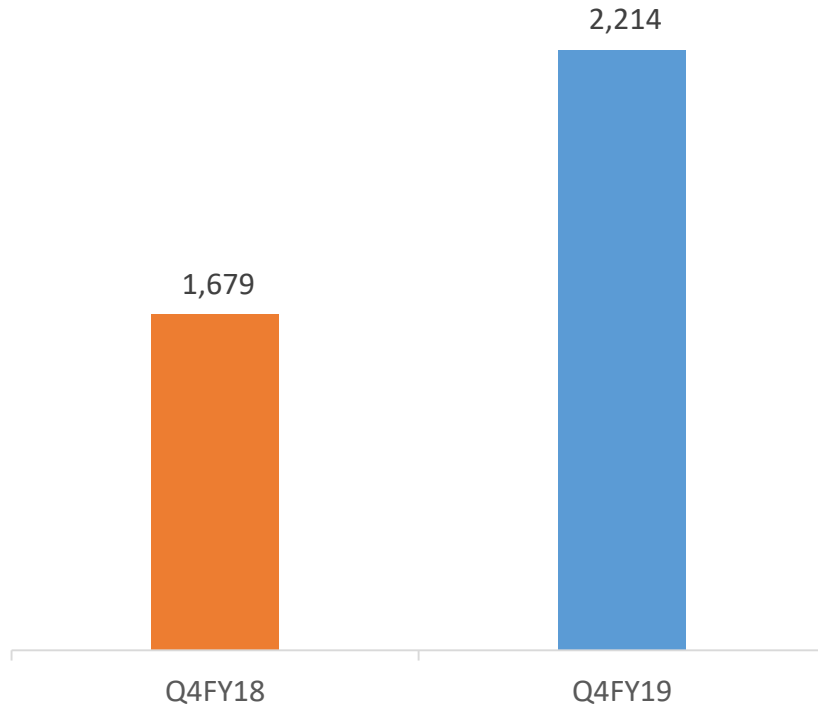
Advances Evolution – Product-wise

Rs Cr	FY15	FY16	FY17	FY18	CAGR FY15 - FY18	Q4FY19	Q4FY18	YoY growth
Micro Finance	2,144	3,283	3,293	2,288	2%	3,070	2,288	34%
Small Business Loans (Incl. HF)						4,703	2,934	60%
Small Business Loans	511	1,192	1,604	2,449	-	3,798	2,182	74%
Housing Finance	180	141	189	197	-	377	464	-19%
Agri Loans			31	288	N.A	529	288	84%
Vehicle Finance	1,175	1,510	1,928	2,252	24%	2,935	2,252	30%
Used CV				1,998	N.A	2,240	1,998	12%
New CV				254	N.A	693	254	173%
MSE Finance			63	411	N.A	525	411	28%
BL – Unsecured						347	411	-16%
Working Capital						178	-	N.A
Corporate loans				194	N.A	487	194	151%
Others [†]			68	160	N.A	115	160	-28%
Total Advances	4,010	6,125	7,176	8,238	27%	11,835	8,238	44%

end of period figures

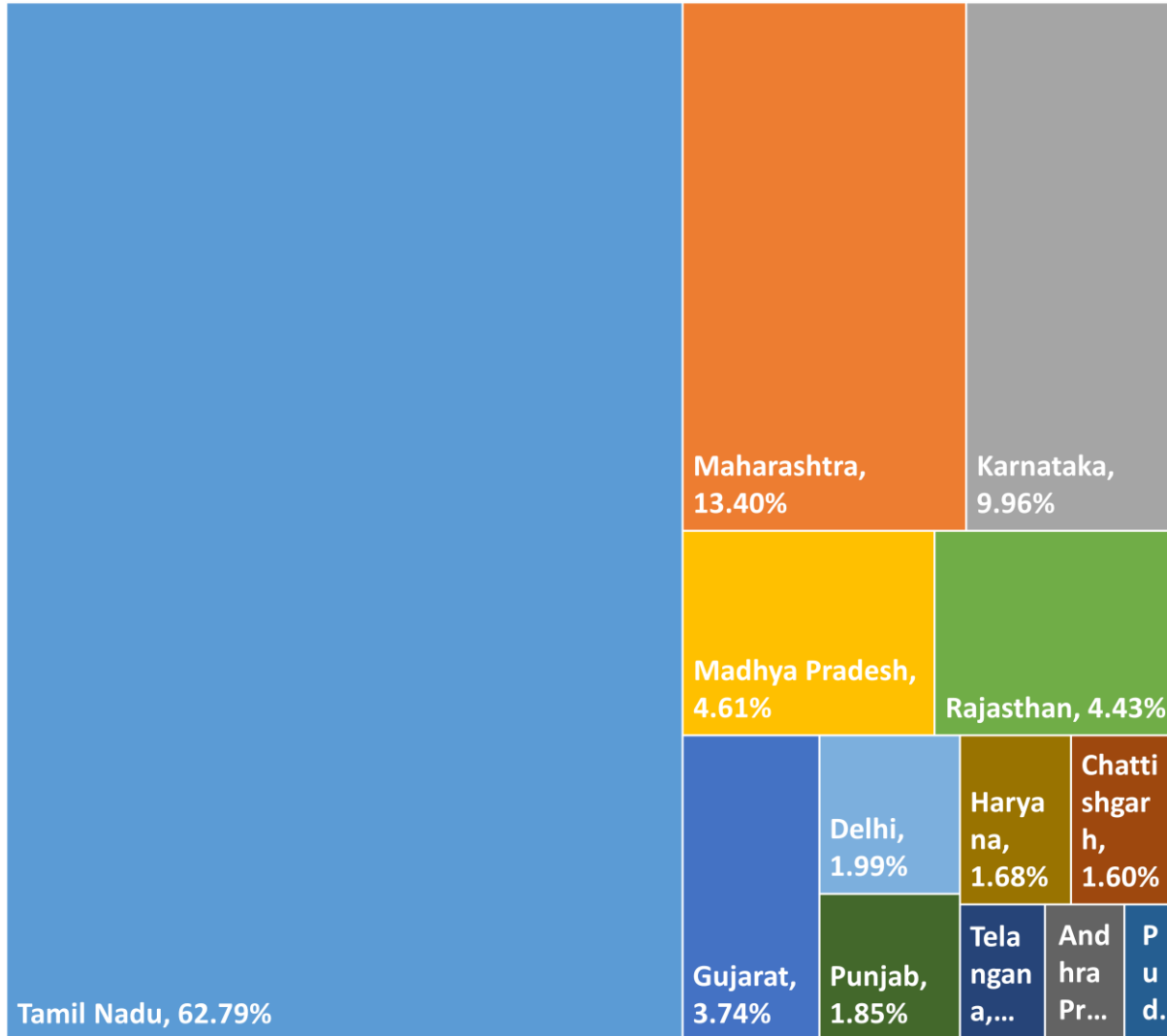
Overall Advances = Advances “On book” + “Off book” [†] Others includes Loan against Gold

Disbursement (Rs. Cr)

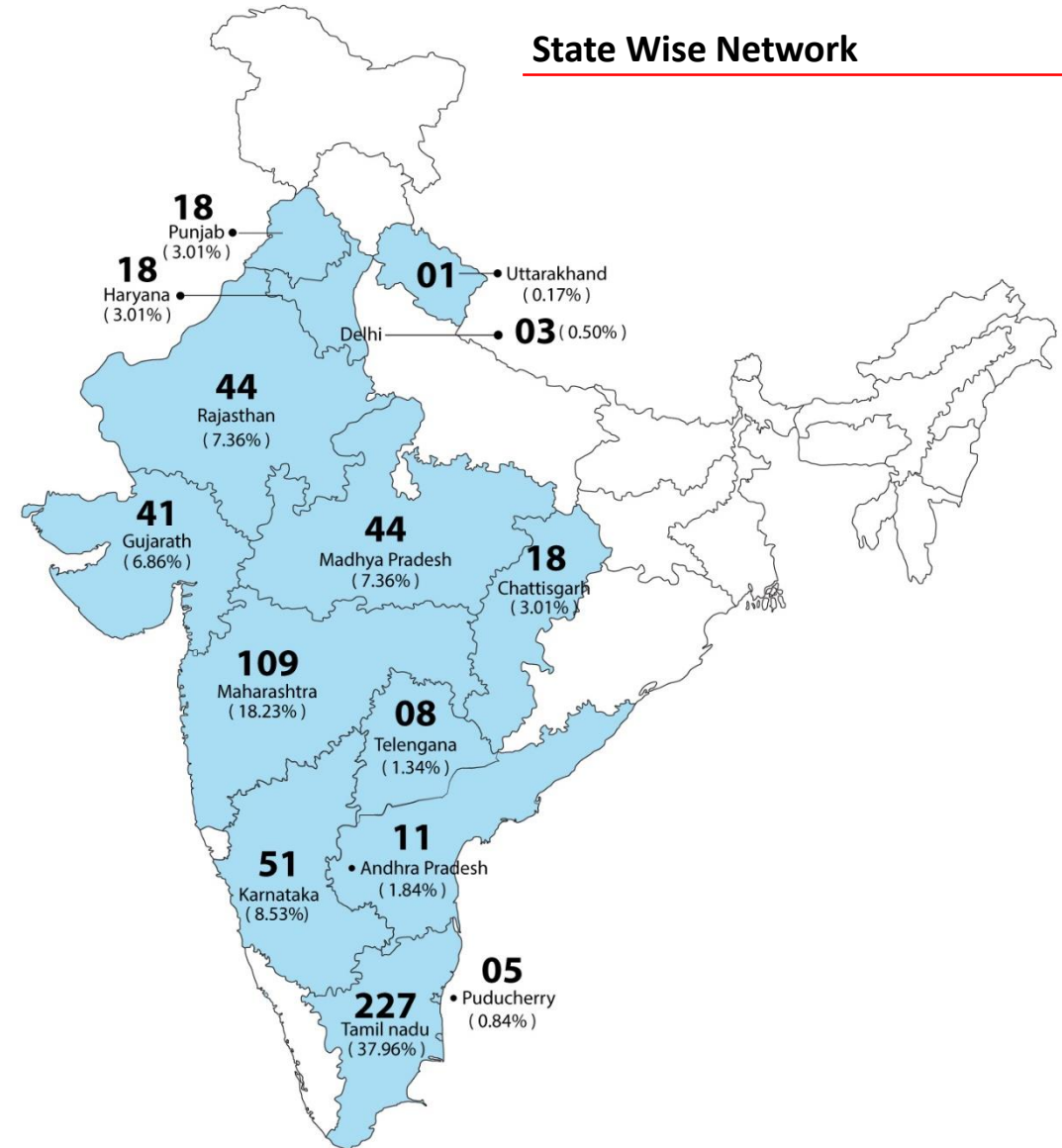


Rs Cr	Q4FY18	Q3FY19	Q4FY19	YoY Growth %
Micro Finance	551	784	654	19%
Small Business Loans (Incl. HF)				
Small Business Loans	314	628	501	60%
Housing Finance	111	52	90	-19%
Agri Loans	79	88	75	-5%
Vehicle Finance				
Used CV	299	445	467	56%
New CV	112	158	184	64%
MSE Finance (Incl. BL)	111	76	132	19%
Corporate loans	91	25	105	15%
Others	11	9	7	-36%
Total Disbursements	1,679	2,265	2,214	32%

State Wise Advances



State Wise Network



Micro Finance – Collection Efficiency

	Apr 18	May 18	Jun 18	Jul 18	Aug 18	Sep 18	Oct 18	Nov 18	Dec 18	Jan-19	Feb-19	Mar-19
All India	96.3%	96.7%	97.2%	97.6%	98.1%	98.6%	99.0%	97.7%	97.6%	97.89%	98.07%	98.34%

Vehicle Finance Collection Efficiency & Bucket wise OD

	Jan-19	Feb-19	Mar-19
Collection Efficiency	89.14%	89.40%	92.88%

OD	1-30 Days	31-60 Days	61-90 Days	90+ Days	Total OD
Jan-19	10.51%	3.90%	1.01%	5.17%	20.54%
Feb-19	10.49%	3.74%	0.86%	5.00%	20.04%
Mar-19	8.74%	2.98%	0.72%	4.56%	16.96%

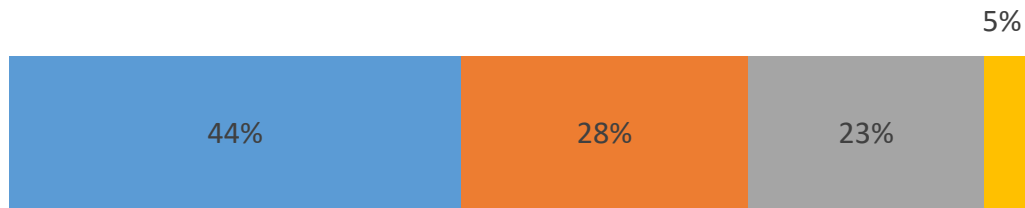
Small Business Loans Collection Efficiency & Bucket wise OD*

	Jan-19	Feb-19	Mar-19
Collection Efficiency	98.10%	97.88%	97.98%

OD	1-30 Days	31-60 Days	61-90 Days	90+ Days	Total OD
Jan-19	0.54%	0.19%	0.12%	1.05%	1.90%
Feb-19	0.69%	0.22%	0.15%	1.06%	2.12%
Mar-19	0.48%	0.30%	0.15%	1.09%	2.02%

Corporate Loans

NBFC Exposure Mix



■ Other NBFC ■ Non NBFC ■ MFI ■ HFC

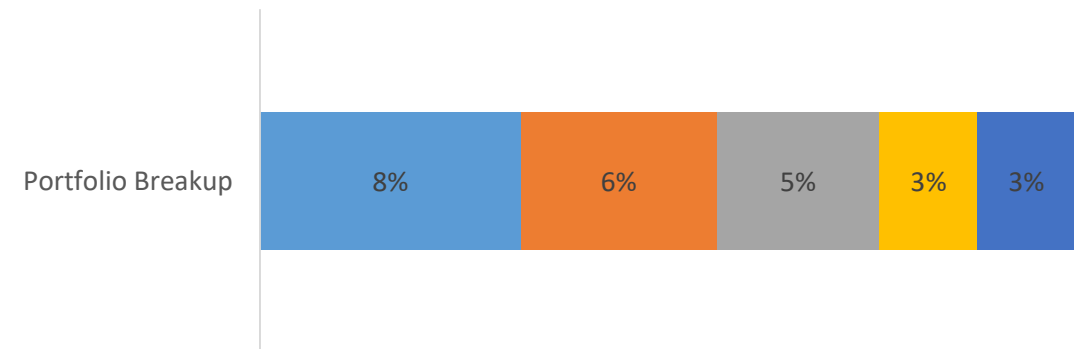
Ratings Exposure



■ A ■ BBB

MSE Finance

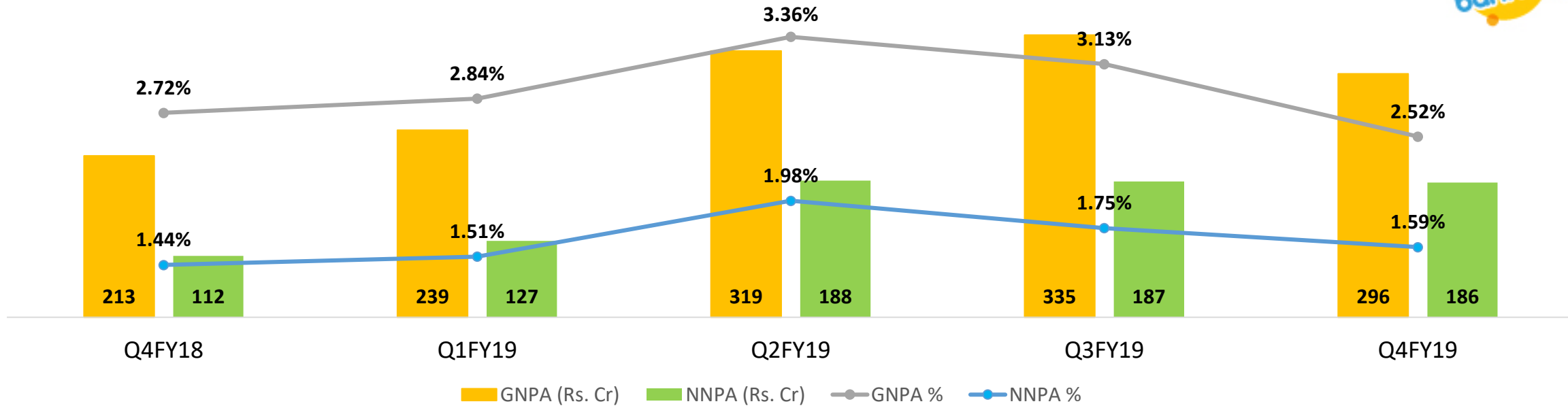
Working Capital Loans



Portfolio Breakup

■ Engineering ■ Services
 ■ Wholesale Trader ■ Authorised Distributor of Consumer Durables
 ■ Agriculture - Vegetable Trader

Asset quality trend



Gross NPA Movement (Rs Cr)	Q1FY19	Q2FY19	Q3FY19	Q4FY19
Opening GNPA Balance	212.03	238.20	318.33	335.28
Add: Fresh Slippages	60.04	118.30	74.57	64.39
Less: Upgrades	9.14	11.14	29.15	31.86
Less: Recoveries	18.61	19.42	23.36	30.69
Less: Write-offs	6.13	7.62	5.61	41.42
Closing GNPA Balance	238.20	318.33	335.28	295.70

Provision Analysis – iGAAP & Ind AS

As per iGAAP (Rs Cr)	March 18	March 19
GNPA	212.53	295.70
NNPA	112.50	167.41
Floating Provision	19.00	19.00
Provision	81.03	109.29
GNPA %	2.72%	2.52%
NNPA %	1.44%	1.43%
Provision Coverage	47.07%	43.38%
Standard Asset Provision	21.08	30.96
Total Provision	121.11	159.25

As per Ind AS (Rs Cr)	March 18	March 19
Gross Assets - Stage 3	252.17	335.77
Stage 3 Assets to Total Assets	3.16%	2.86%
ECL Provision - Stage 3	57.22	84.03
Coverage Ratio (%)- Stage 3	22.69%	25.02%
Gross Assets - Stage 1 & 2	7,720.81	11,394.04
ECL Provision - Stage 1 & 2	60.69	71.43
Coverage Ratio (%)- Stage 1 & 2	0.79%	0.63%
Total ECL Provision	117.91	155.46
Total Assets	7,972.98	11,729.81

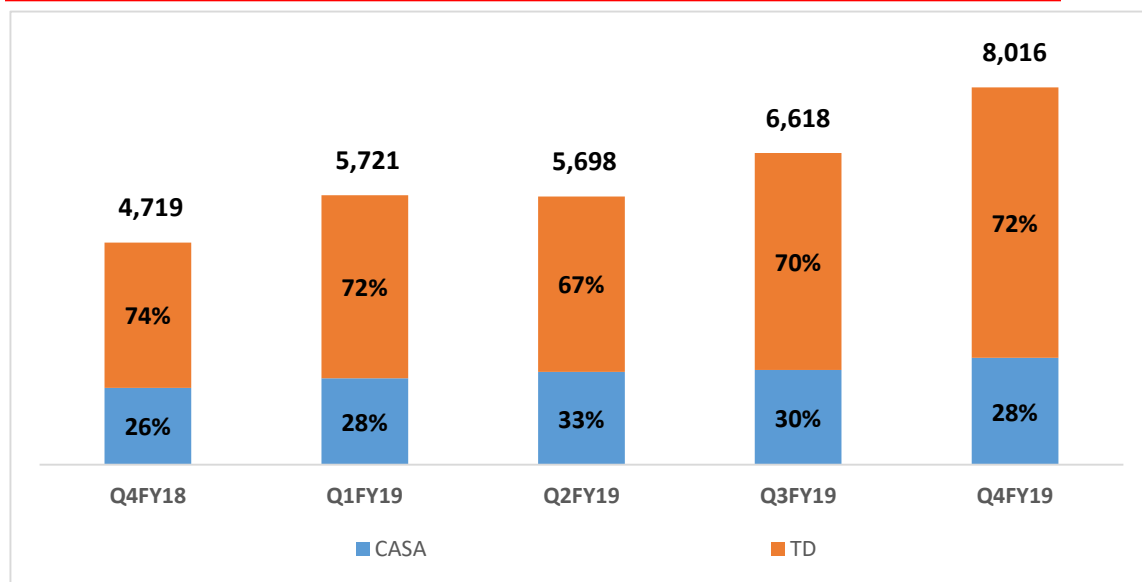
Liabilities & Branch Banking - as per iGAAP

Customer deposits evolution

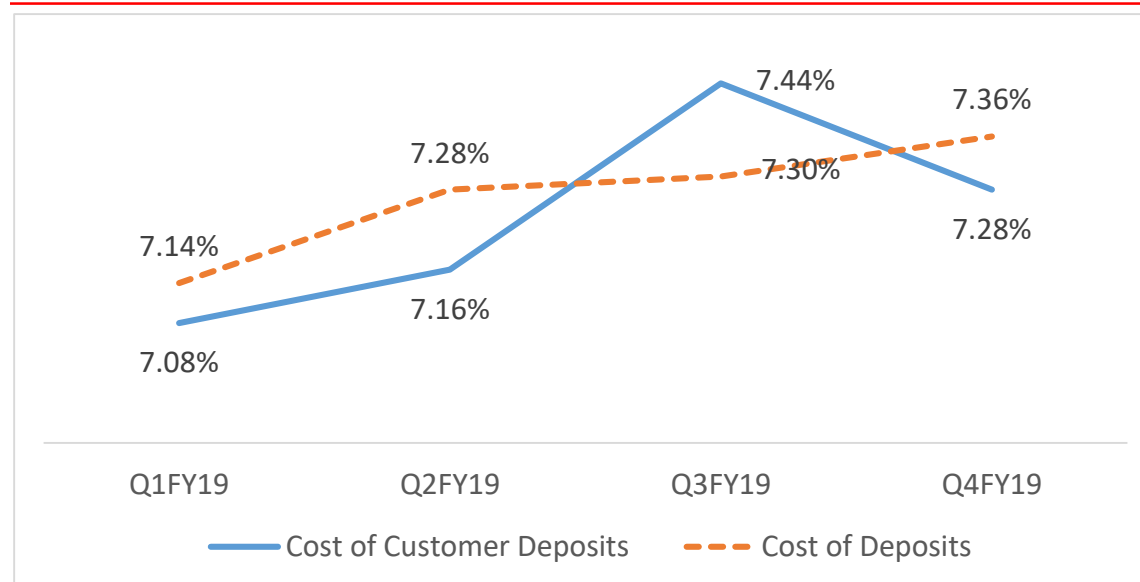
Update for Q4Y19

as on 31 March 2019	CA [Current Account]	SA [Savings Account]	CASA [Low cost deposits]	TD [Term Deposits]	CASA+TD [Customer Deposits]
Balance (` Cr)	480	1,792	2,272	5,744	8,016
as a % of total borrowings (` 12,801 Cr)	3.75%	14.00%	17.75%	44.87%	62.62%
Number of customers	40,045	3,57,078	3,97,123	44,174	4,41,297
Avg. balance (exc. Inclusive banking customers) (`)	1,13,408	50,164	-	13,36,327	-

Customer Deposits evolution (` Cr)



Daily Average Cost of Deposits (%)

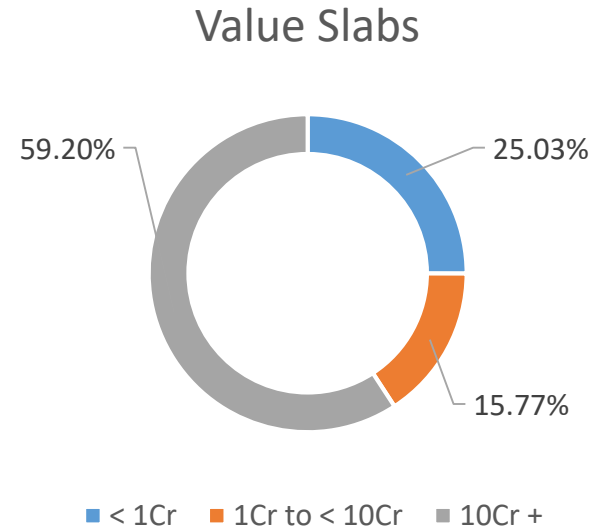


† Cost of Customer Deposits = Interest paid on Customer Deposits as a % of Average Customer Deposits | Customer Deposits = CASA + Term Deposits

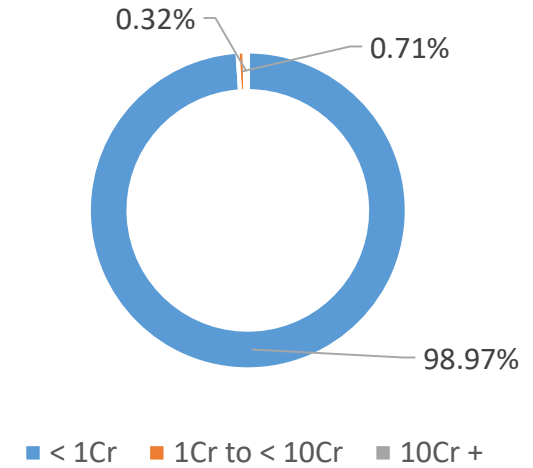
Cost of Deposits = Interest paid on Total Deposits as a % of Average Total Deposits | Total Deposits = Customer Deposits + Certificate of Deposits [CDs]

Customer Deposit Profile

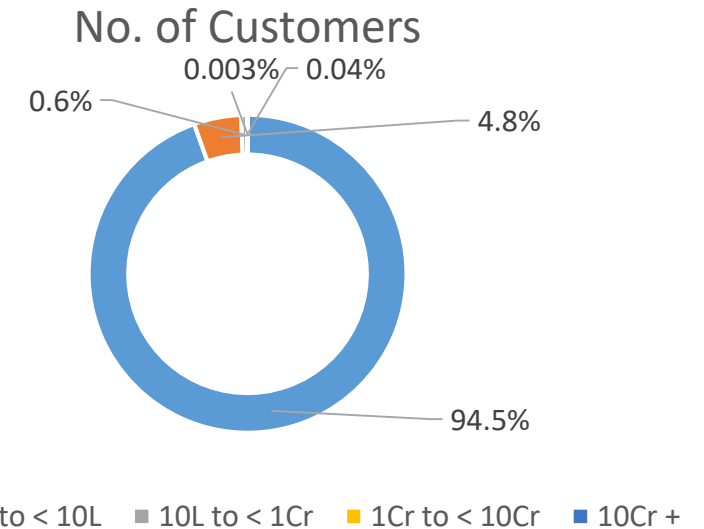
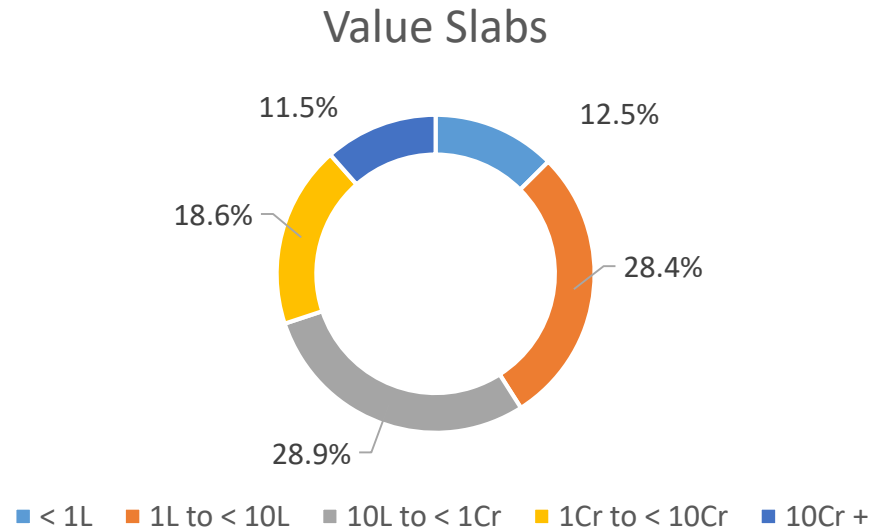
Term Deposit Mix



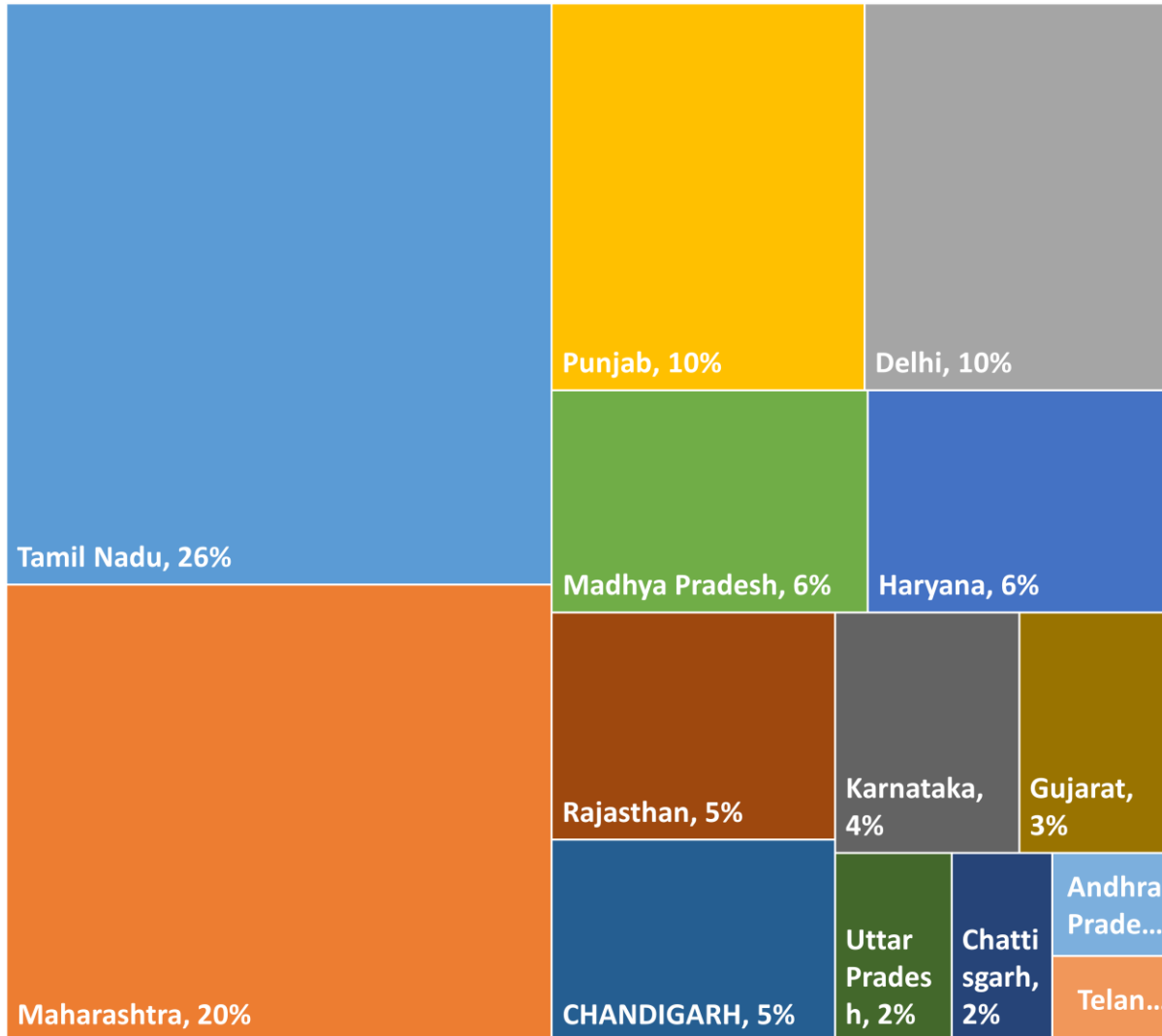
No. of Customers



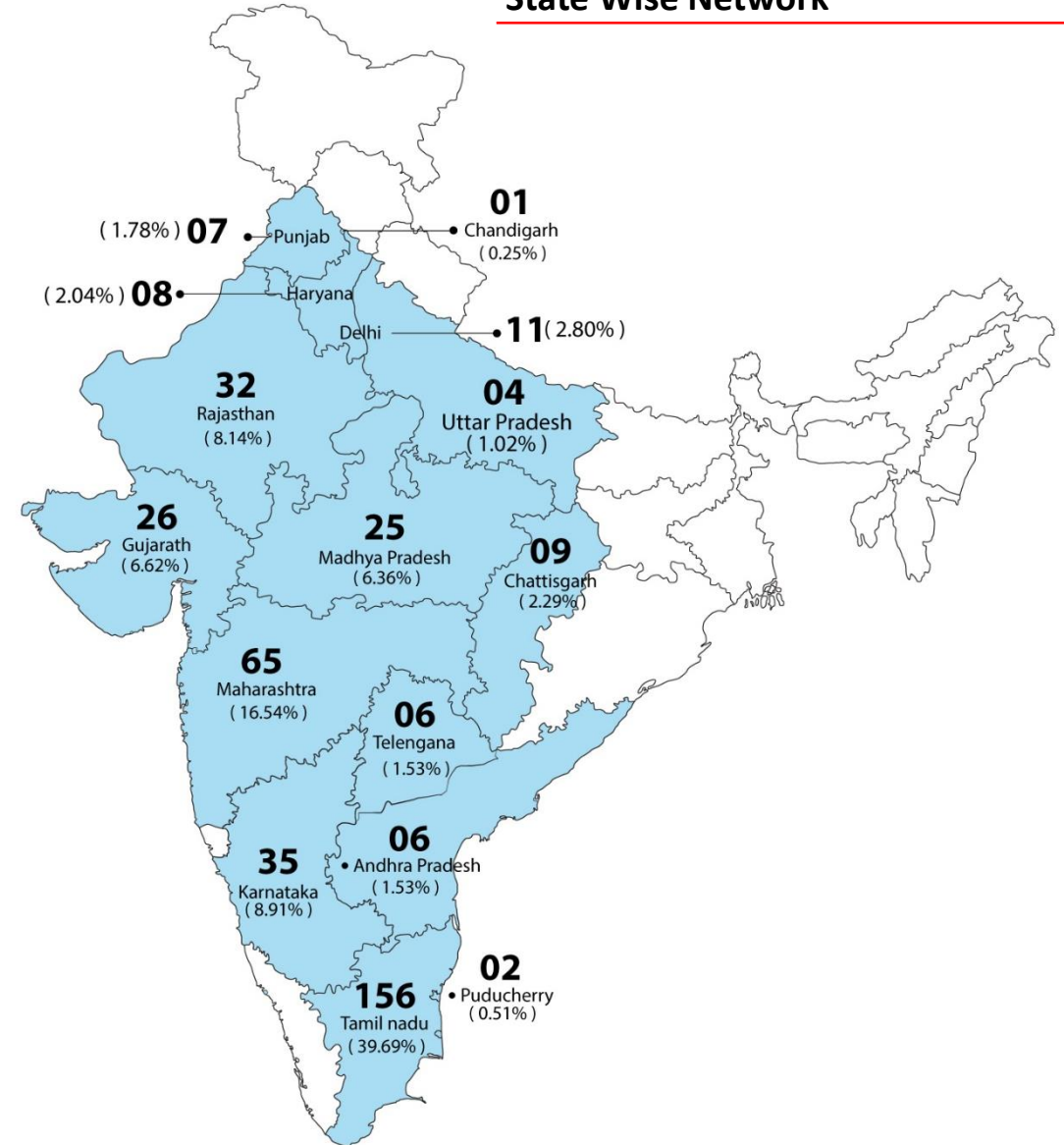
CASA Mix



State Wise Deposits



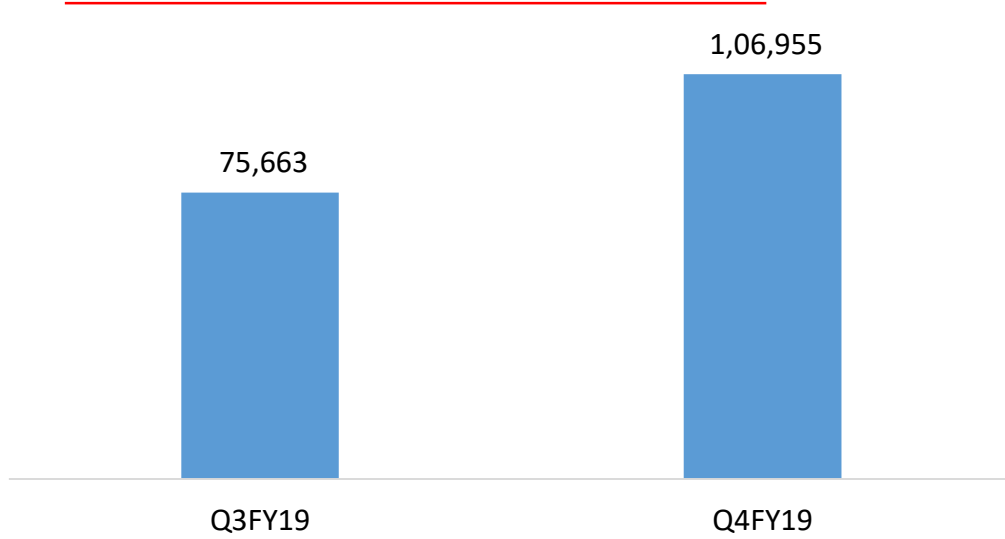
State Wise Network



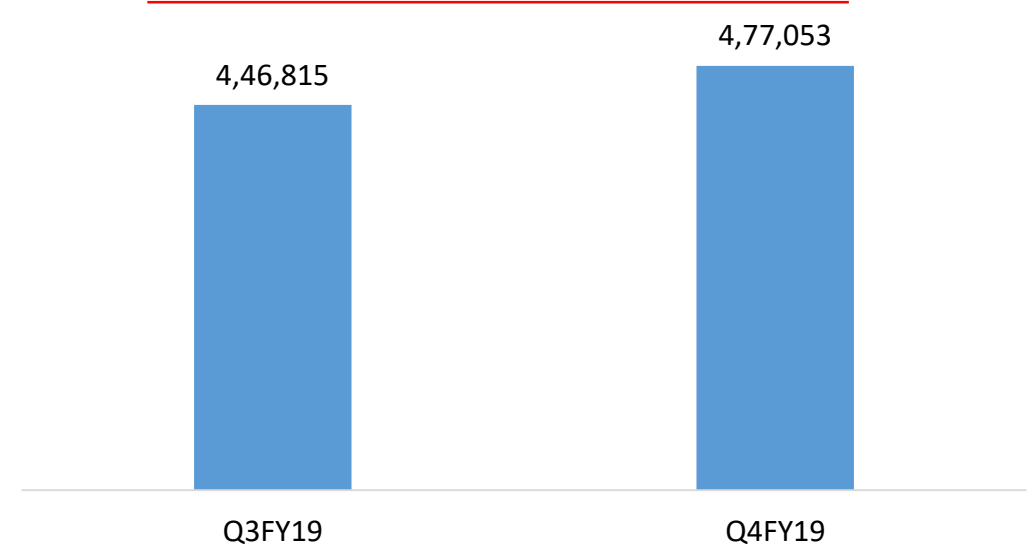
Retail Momentum - Deposits



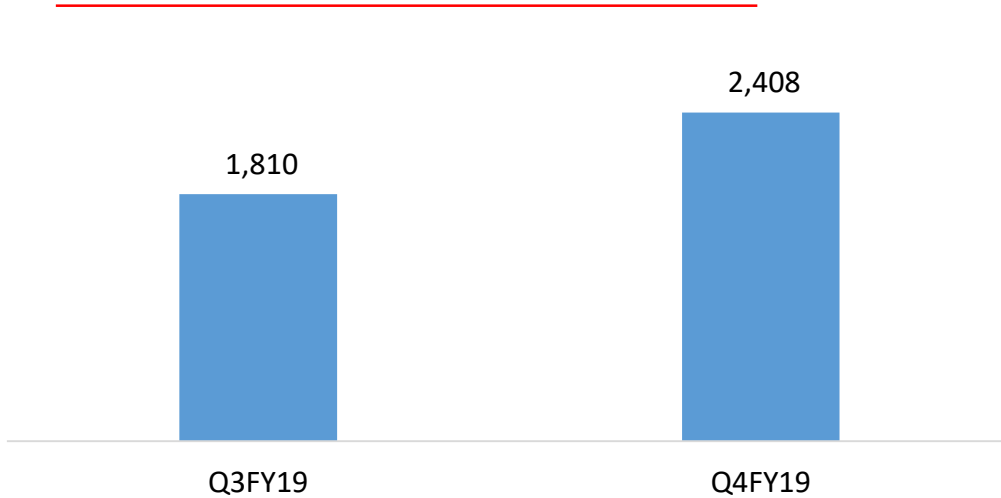
No of Retail TD Accounts*



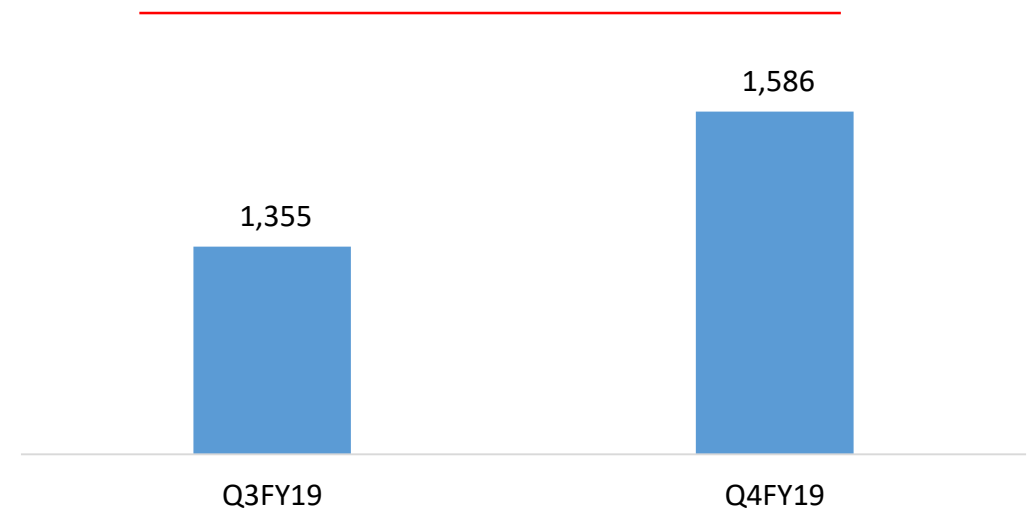
Retail CASA Customers*



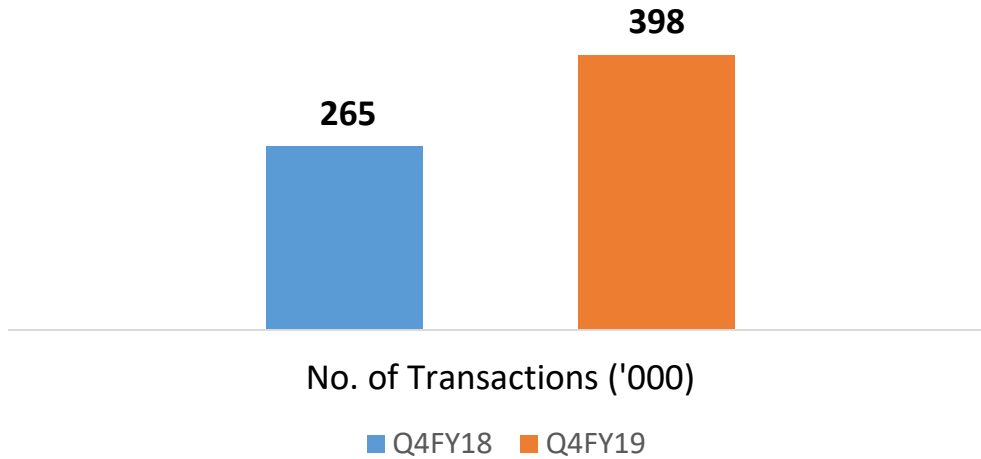
Retail TD Deposit (Rs Cr)



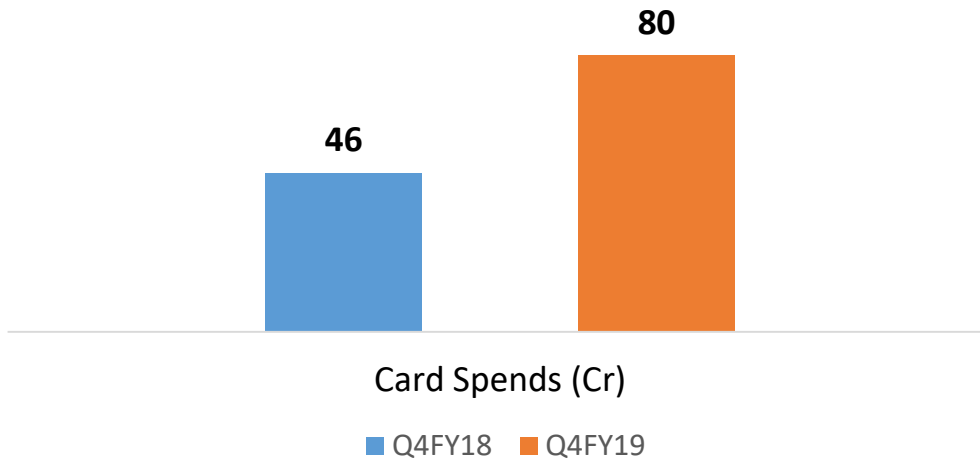
Retail CASA Balance (Rs Cr)



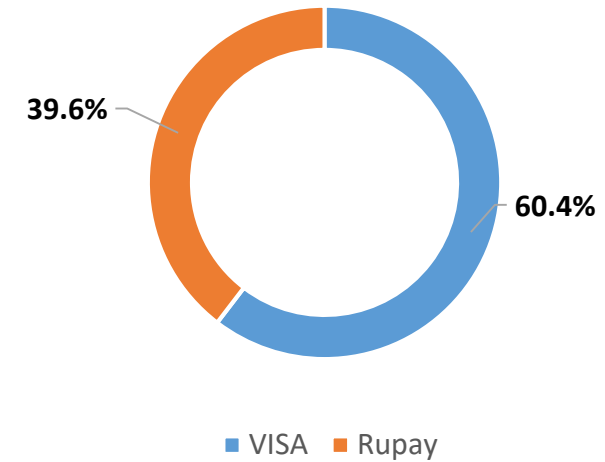
YoY Debit Card Transaction Growth



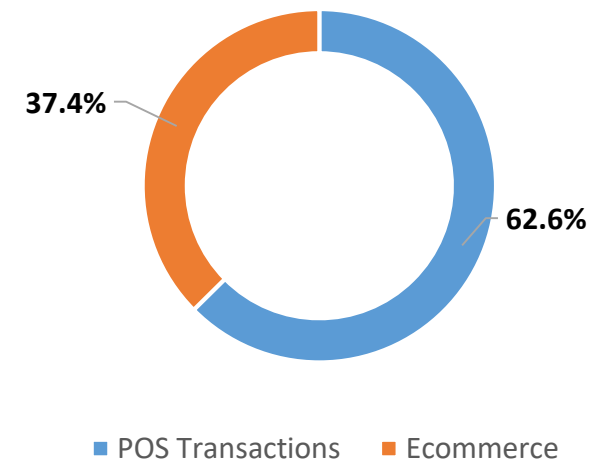
YoY Debit Card Spends Growth



Rupay vs VISA - % Share

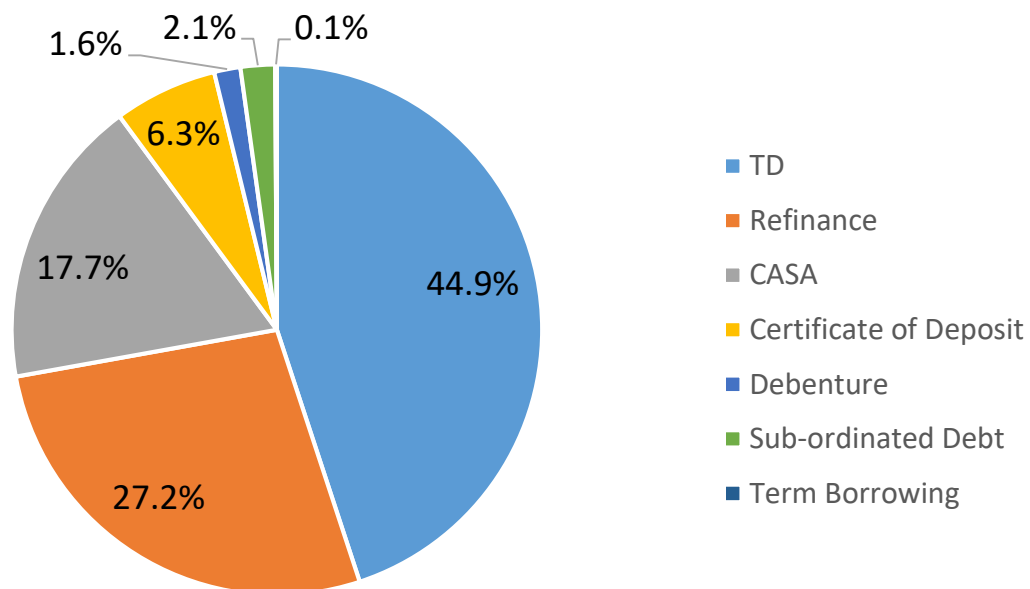


Transaction Type



Funding profile

As on 31 Dec 2018

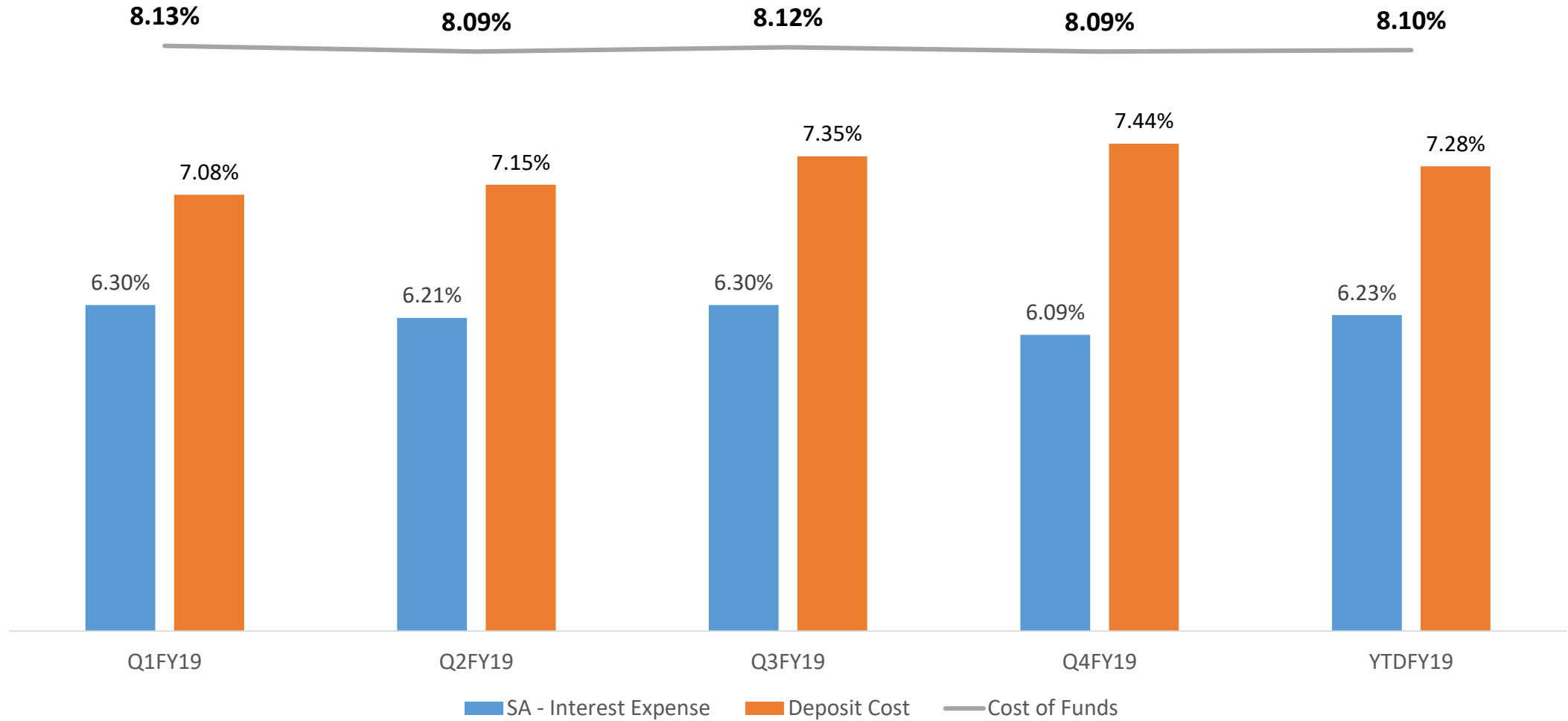


In Rs Cr	31 Dec 2018	31 Mar 2019
TD	4,602	5,744
Refinance	3,145	3,483
CASA	2,016	2,272
CD	1,116	812
NCD	260	210
Sub Debt	270	270
Term Borrowing	180	10
Tri Party Repo	309	-
Total Borrowings	11,898	12,801

Quarter ended	CASA (` Cr)	Term Deposits (` Cr)	Customer deposits [CASA + TD] (` Cr)	CASA as a % Customer Deposits	Certificate of Deposits (` Cr)	Total Deposits (` Cr)	Credit to Total Deposits (%)
31 st Mar 18	1,634	3,085	4,719	35%	832	5,551	141%
30 th Jun 18	1,834	3,887	5,721	32%	1,053	6,774	124%
30 th Sep 18	1,973	3,726	5,698	35%	1,079	6,777	140%
31 st Dec 18	2,016	4,602	6,618	30%	1,116	7,734	139%
31 st Mar 19	2,272	5,744	8,016	28%	812	8,828	146%

Cost of Funds Movement

Daily Average Cost



Investments

SLR Portfolio

Portfolio Category	Book Value (` Crores)
Held Till Maturity (HTM)	1,081
Available for Sale (AFS)	1,164
Held for Trading (HFT)	-
Total	2,245

HTM comprising G-Sec and AFS comprising T Bills. Hence, no MTM risk on SLR portfolio.

Non SLR Portfolio

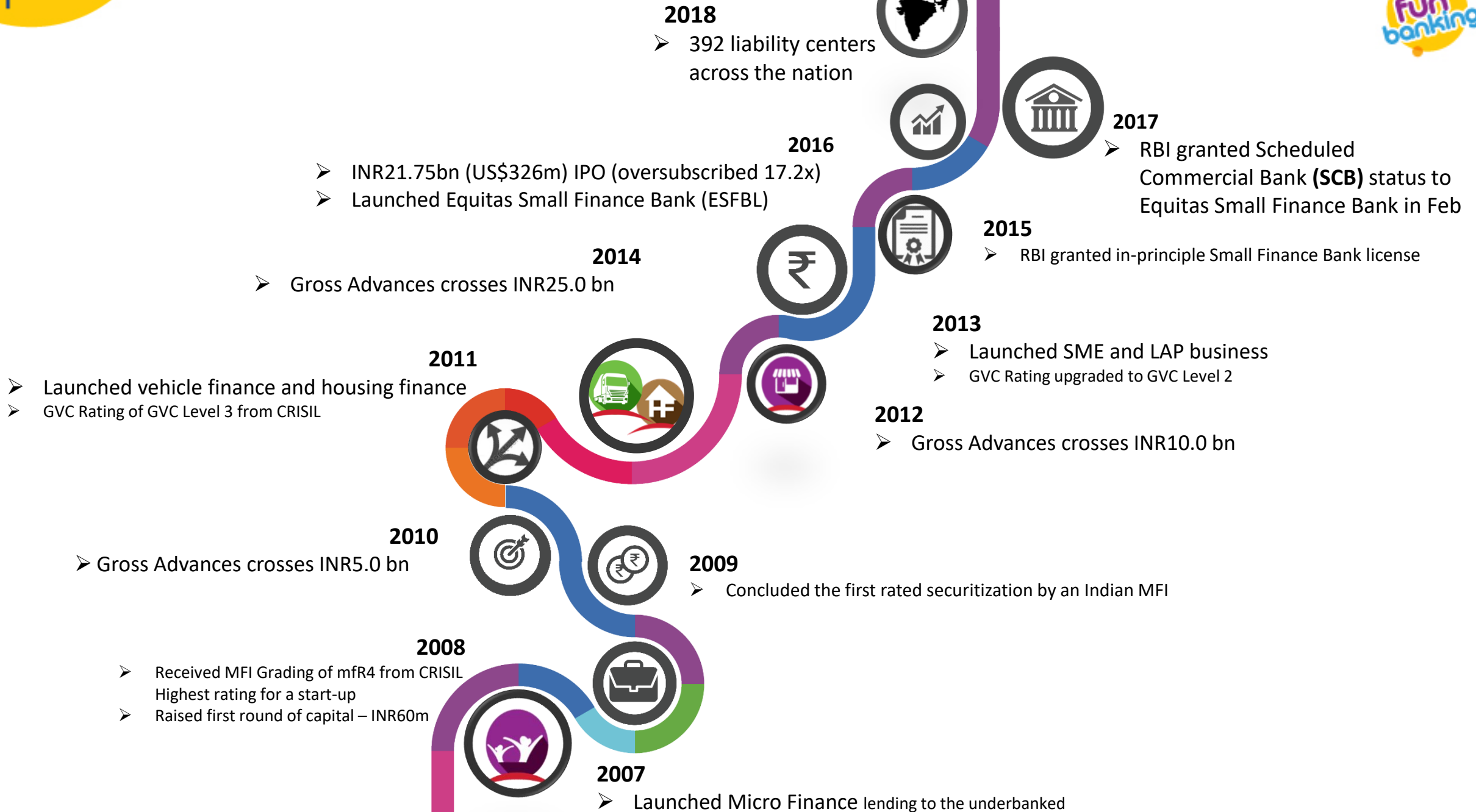
Type of Investment	Book Value (` Crores)
Opening CPs/ NCDs	322
Purchases/ Subscription	-
Sales/ Redemption	222
Closing CPs/ NCDs	100

Borrowings & Liquidity

- Certificate of Deposit (CD) programme has highest rating of CRISIL A1+ for Rs. 2,000 Crore. Average borrowing under CD programme at around Rs. 1,000 Crore providing adequate flexibility to issue more CDs against board approved limit of Rs. 3,000 Crore.
- Availed refinance of Rs. 750 Crore during Q4FY 2019 and total refinance sanctions received during the year - Rs. 2,750 Crore. Adequate portfolio available to avail fresh refinance whenever required providing strong cushion to ALM position.
- During Q4FY19, NSE has enhanced the quantum of margin deposits that can be accepted by the Bank.
- Adequate liquidity being maintained to fund advances growth. Monthly average LCR during the quarter ended 31.03.2019 at above 118% against the regulatory requirement of 80%.

Company Overview

Timeline



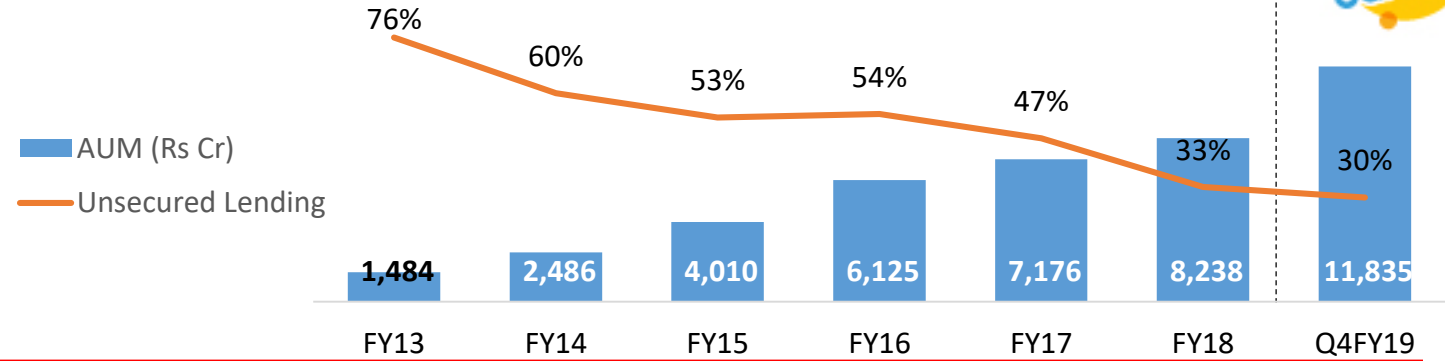
Business evolution – FY13 to FY18



Advances growth | Unsecured lending reduction

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

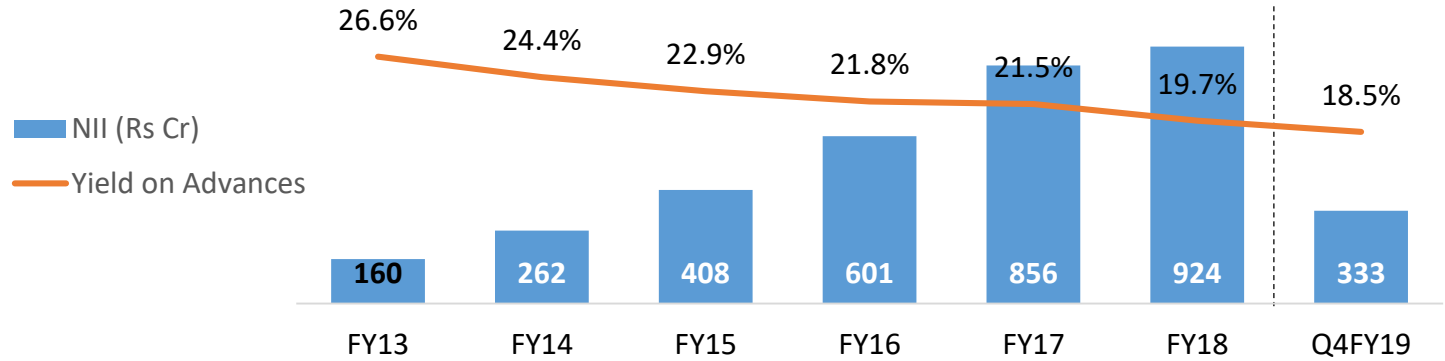
Advances CAGR (FY13 – FY18)	41%	Unsecured lending	33% of book down from 76%
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NII growth | Stable Yields

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

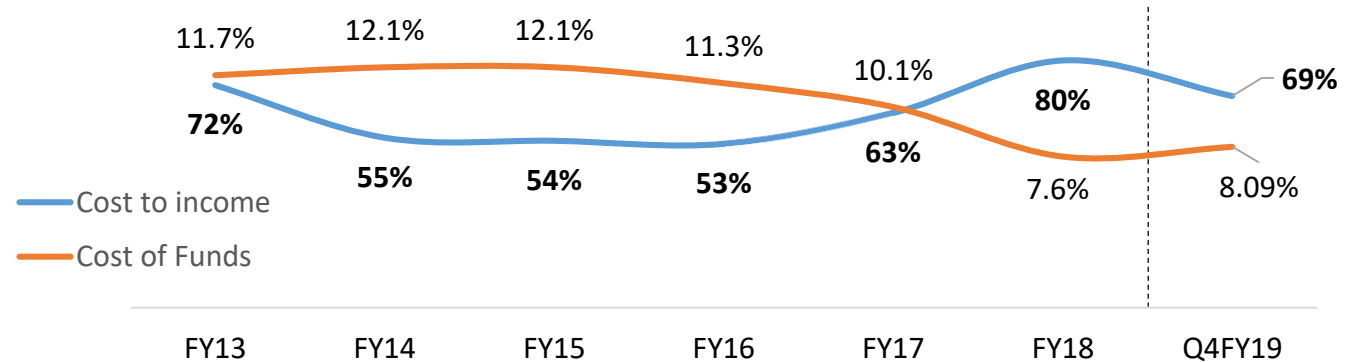
NII CAGR (FY13 – FY18)	42%	Yield on Advances	19.7% – decline due to asset remix
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Cheaper funds | Transitional Cost-to-Income

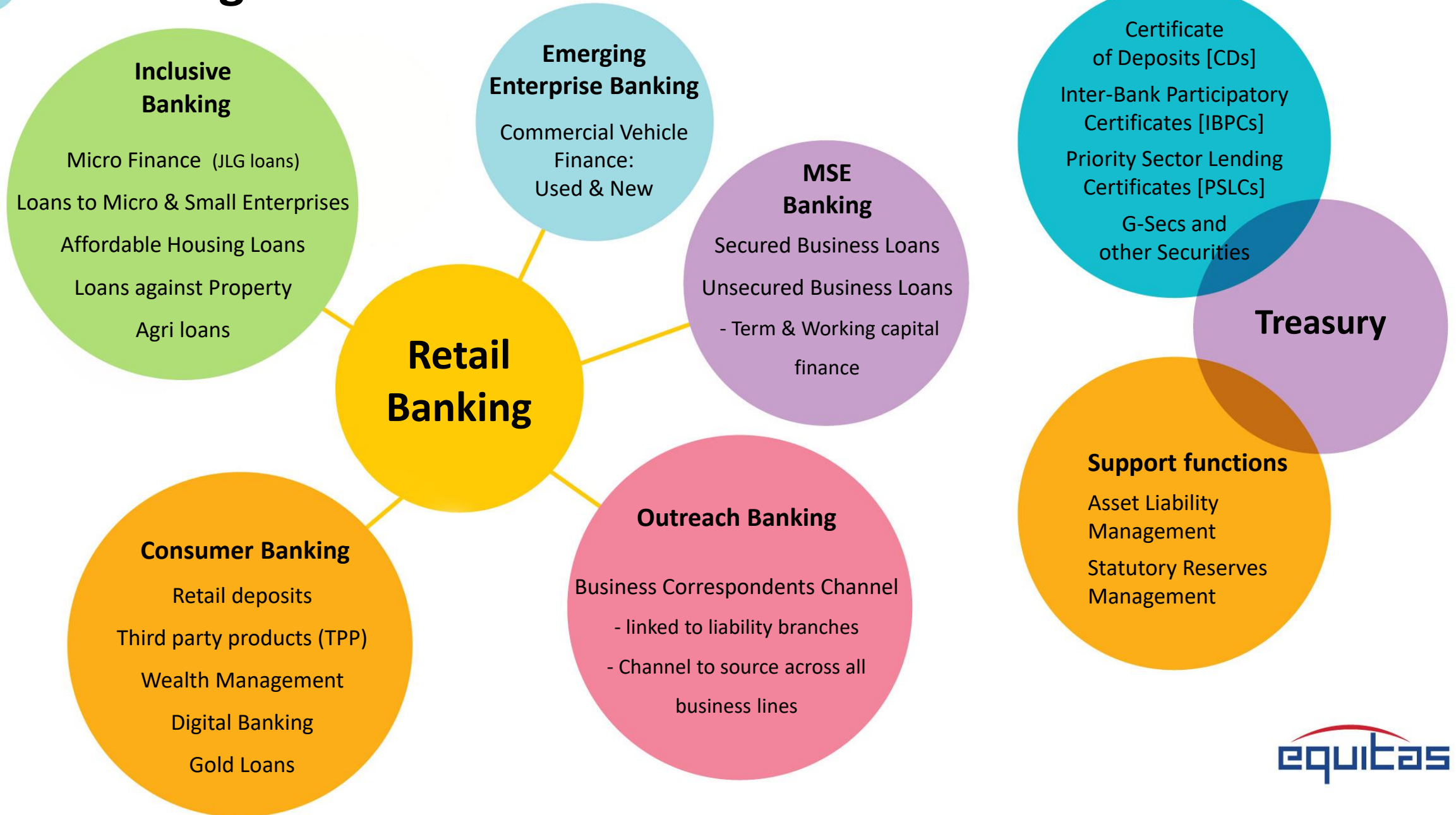
Significant reduction in borrowing cost as a result of converting to a bank. Cost-to-income increased during bank transition.

Cost of Funds	7.6% - down by >400bps in 5yrs	Cost-to-Income	80% reflecting bank transition
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Banking Business lines





Banking Strategy

Diversifying Credit offering

- Primarily focusing growth from “Bottom of the Pyramid”
- Grow the secured loan portfolio: VF, Agri loan, Gold loan, Micro-LAP, working capital loan 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 multiple banking through Business Correspondents (not company owned)
- 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%

Corporate Social Responsibilities



Medical awareness and preventive healthcare programs

6mn beneficiaries from health and eye care camps



8 English-medium schools

5,800+ children from low-income households enrolled



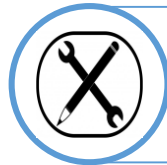
Job fairs for candidates from economically weaker sections

1,40,000+ candidates previously unemployed placed in jobs



Equitas Birds Nest – Pavement dwellers rehabilitation program

1,500+ families rehabilitated to organized housing



Skills development program

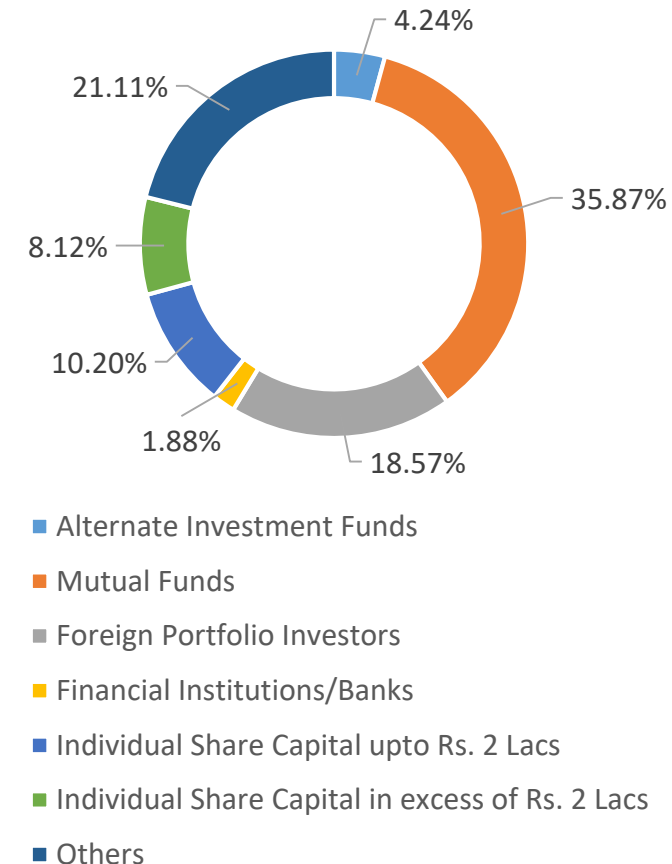
5,00,000+ people trained on cottage livelihood skills

Equitas Social Initiatives

Particulars	FY18	Q1FY19	Q2FY19	Q3FY19	Q4FY19
No. of beneficiaries in health camps	6,81,601	10,3046	1,06,355	1,22,896	92,012
No. of spectacles provided [free of cost]	7,744	1,540	1,478	4,427	1,584
No. of cataract operations [free of cost]	1,207	343	366	342	585
No. of people trained on cottage livelihood skills	32,014	5,152	7,437	6,786	10,156
No. of unemployed youth placed in jobs	39,955	7,679	7,753	6,836	6,917
No. of homeless families living on pavements rehabilitated	166	76	72	76	101
No. of children studying in the 8 Equitas Gurukul schools	5,670	5,863	5,844		5,075
Financial Assistance to women with Disabilities (of whom Blind given in brackets)	2,722 (172)	1,801 (178)	2,938 (230)	3,059 (612)	3,148 (687)

Key Shareholders	Holding %
Mutual Funds	
Franklin Templeton Mutual Fund	9.84
SBI Mutual Fund	4.32
Mirae Asset Mutual Fund	4.87
Aditya Birla Mutual Fund	3.61
ITPL – Invesco Mutual Fund	3.04
Reliance Mutual Fund	2.82
ICICI Mutual Fund	2.04
UTI Mutual Fund	1.99
Alternate Investment Funds	
Pi Opportunities Fund I	2.58
Foreign Portfolio Investors	
Franklin Templeton Investment Funds	3.37
Rimco India Limited	2.93
Others	
CDC Group PLC	7.85
International Finance Corporation	4.20
Helion Venture Partners	1.13

Shareholding Pattern



Annexures – iGAAP

Consolidated Balance Sheet

Particulars (in Rs Cr)	Mar-19	Dec-18	QoQ %	Mar-18	YoY %
Capital & Liabilities					
Share Capital	342	341	-	340.4	-
Reserves & Surplus	2,157	2,088	3%	1,935.9	11%
Net Worth	2,499	2,429	3%	2,276.3	10%
Borrowings	12,802	11,898	8%	10,606.7	21%
Other Liabilities & Provision	762	682	12%	611.9	25%
Total Capital & Liabilities	16,062	15,009	7%	13,494.9	19%
Assets					
Cash and Bank Balance	1,261	504	150%	1,196.4	5%
Investments	2,345	3,118	-25%	3,856.9	-39%
Advances	11,720	10,712	9%	7,800.1	50%
Fixed Assets	292	295	-1%	330.4	-12%
Other Assets	445	380	17%	310.9	43%
Total Assets	16,062	15,009	7%	13,494.9	19%
Total Advances [On Book + Off Book]	11,835	10,860	9%	8,237.7	44%

Profit & Loss Statement - Quarterly

Particulars (in Rs Cr)	Q4FY19	Q4FY18	YoY%	Q3FY19	QoQ%
Interest Income					
Income from Loan	524.68	372.77	41%	493.99	6%
Income from Treasury	50.67	66.64	-24%	63.26	-20%
Total Interest Income	575.35	439.41	31%	557.25	3%
Finance Cost	242.29	190.43	27%	237.00	2%
Net Interest Income	333.06	248.98	34%	320.25	4%
Other Income					
Assets Fee Income	45.45	31.82	43%	44.36	2%
PSLC Income	7.04	0.61		7.04	0%
Liabilities Fee Income	15.76	12.15	30%	13.94	13%
Gain/Loss on Sale of Investment	0.08	-1.76	-	0.07	14%
Total Other Income	68.33	42.82	60%	65.41	4%
Net Income	401.39	291.80	38%	385.65	4%
Operating Expenditure					
Employee Cost	147.29	121.88	21%	133.85	10%
Other Admin Cost	104.09	79.18	31%	82.13	27%
PSLC Expenses	7.35	-	-	23.81	-
Depreciation	23.76	23.27	2%	23.37	2%
Total Opex	275.13	224.33	23%	263.16	5%
Profit Before Provision	126.26	67.46	87%	122.50	3%
Loan Loss Provision and Write off	24.88	13.84	80%	24.26	3%
Profit Before Tax	101.39	53.63	89%	98.24	3%
Tax	32.66	18.74	74%	35.71	-9%
Profit after Tax	68.73	34.89	97%	62.53	10%

Profit & Loss Statement - Yearly

Particulars (in Rs Cr)	FY19	FY18	YoY%
Interest Income			
Income from Loan	1,860	1,379	35%
Income from Treasury	288	201	43%
Total Interest Income	2,148	1,598	34%
Finance Cost	963	671	44%
Net Interest Income	1,185	927	28%
Other Income	260	189	38%
Assets Fee Income	171	106	61%
PSLC Income	28	61	-54%
Liabilities Fee Income	57	32	78%
Gain/[Loss on Sale of Investment	3.28	-10.30	-
Total Other Income	260	189	38%
Net Income	1,444	1,116	29%
Operating Expenditure			
Employee Cost	555	520	7%
Other Admin Cost	364	284	28%
Depreciation	93	89	4%
Total Opex	1,012	893	13%
Profit Before Provision	432	223	94%
Loan Loss Provision and Write off	101	172	-41%
Profit Before Tax	332	51	551%
Tax	116	20	480%
Profit after Tax	216	31	597%

Key Ratio	FY16	FY17	FY18	FY19	Q4FY18	Q4FY19
Yield on "On book" Advances	21.8%	21.5%	19.7%	18.8%	19.3%	18.5%
Cost of funds (quarterly average)	11.3%	10.1%	7.6%	8.2%	7.9%	7.8%
Lending spread	10.5%	11.5%	12.1%	10.6%	11.4%	10.7%
NIM on Interest Earning assets	10.1%	9.4%	8.0%	8.2%	8.1%	8.8%
GNPA	1.34%	3.53%	2.7%	2.5%	2.7%	2.5%
Credit Cost	1.39%	2.60%	2.5%	1.0%	0.7%	0.9%
Provision Coverage	29.8%	58.3%	47.1%	43.4%	47.1%	43.4%
NNPA	0.94%	1.47%	1.4%	1.4%	1.4%	1.4%
ROA	3.09%	2.02%	0.27%	1.5%	1.1%	1.8%
ROE	13.3%	8.9%	1.4%	11.2%	6.2%	11.2%

Notes: NIM on Interest Earning Assets = Net Interest Income [excluding securitisation income] as a % of Interest earning 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) hence NPA is not comparable across the periods presented above. Q3FY19 onwards NPA as per daily recognition

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