



# EQUITAS SMALL FINANCE BANK LIMITED

FOR IMMEDIATE PUBLICATION

PRESS RELEASE

May 12, 2021

**Collection Efficiency for the month of April at 105.16%**

**Billing Efficiency for the month of April at 84.68%**

## Collection & Billing Efficiency Product Wise:

Particulars	Collection Efficiency			Billing Efficiency		
	December 2020	March 2021	April 2021	December 2020	March 2021	April 2021
Micro Finance	97.98%	93.44%	88.85%	91.29%	91.90%	88.05%
Small Business Loans	104.56%	106.56%	97.17%	90.56%	91.48%	86.08%
Vehicle Finance	108.39%	113.84%	84.39%	82.25%	87.74%	75.17%
MSE Finance	192.55%	180.26%	150.55%	88.88%	89.04%	85.59%
Corporate	149.36%	174.91%	300.45%	94.51%	99.91%	97.75%
<b>Total</b>	<b>105.36%</b>	<b>108.51%</b>	<b>105.16%</b>	<b>88.73%</b>	<b>91.12%</b>	<b>84.68%</b>

1. Collection efficiency represents total collections during the month as a percentage of April months total EMIs due
2. Billing efficiency represents only the EMIs of April alone collected as a percentage of April months total EMIs due. The April month total EMIs includes EMIs of accounts which are in NPA also and not just standard assets

## Collection & Billing Efficiency Product Wise: (Non NPA)

Particulars	Collection Efficiency			Billing Efficiency		
	December 2020	March 2021	April 2021	December 2020	March 2021	April 2021
Micro Finance	100.93%	98.26%	94.26%	94.09%	96.76%	93.63%
Small Business Loans	101.26%	101.31%	95.62%	93.27%	94.33%	88.90%
Vehicle Finance	96.64%	102.32%	82.36%	85.56%	90.32%	77.54%
MSE Finance	128.83%	181.30%	136.53%	88.69%	88.97%	85.63%
Corporate	148.48%	153.31%	149.75%	94.96%	99.90%	97.54%
<b>Total</b>	<b>102.39%</b>	<b>104.88%</b>	<b>95.69%</b>	<b>91.50%</b>	<b>94.46%</b>	<b>88.12%</b>

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### X Bucket Collection Efficiency:

Particulars	X Bucket Collection Efficiency December 2020	X Bucket Collection Efficiency March 2021	X Bucket Collection Efficiency April 2021
Small Business Loans	99.05%	99.60%	97.82%
Vehicle Finance	95.72%	98.85%	86.92%
Micro Finance	98.30%	98.70%	96.00%

**Commenting on the collection trends, Mr. P N Vasudevan, Managing Director and CEO of Equitas Small Finance Bank said:** “The 4<sup>th</sup> Quarter of previous year was near normal with no lockdowns anywhere in the country and livelihoods almost back to normal levels. This was reflected in our performance also with disbursement in March 2021 touching an all-time high and collections also at pre-covid levels.

However, the recent surge in infections along with localised and regional lockdowns is going to delay the return to normalcy. April 2021 collections remained at decent level since the first 15 days were broadly normal across the nation. Increase in localised and regional lockdowns may impact collection for the month of May 2021 and could dampen economic revival.

The Bank primarily focuses on the micro and small enterprises from the informal segment of the society. These tiny enterprises mostly engage in the non-discretionary consumption sectors that have shown resilience to economic cycles in the past and also during the first wave of pandemic. During the first moratorium last year, about 90% of our borrowers availed the moratorium. However, by end of the year, the collection efficiencies were back to the pre-covid levels. These customer segments were the quickest to recover post lifting of lockdowns. As the country opens up to livelihoods post the current phase of lockdowns, we believe our customers would once again show the same resilience as in the last year.”

### **About Equitas Small Finance Bank Limited [ESFBL]**

Equitas Small Finance Bank Limited is the largest SFB in India in terms of number of banking outlets, and the second largest SFB in India in terms of assets under management and total deposits in Fiscal 2019. (Source: CRISIL report). Its focus customer segments include individuals with limited access to formal financing channels on account of their informal, variable and cash-based income profile. It offers a range of financial products and services that address the specific requirements of these customer segments by taking into account their income profile, nature of business and type of security available. Its asset products are suited to a range of customers with varying profiles.

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