

July 30, 2021

The Secretary National Stock Exchange of India Limited Exchange Plaza BandraKurla Complex (BKC) Bandra (East) Mumbai - 400051	The Secretary BSE Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai - 400001
Symbol: <b>EQUITASBNK</b>	Scrip Code No- <b>543243</b>
F Group - Debt Instruments listed in BSE Ref: Scrip Codes - 951930, 951924, 952815 and 952812	

Dear Sirs,

**Sub: Intimation on outcome of the Board Meeting held on July 30, 2021 and disclosure under Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Pursuant to Regulations 30 & 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are pleased to forward the following:

- Un-audited financial results for the quarter ended June 30, 2021 under Regulation 33 of the SEBI (LODR) 2015.
- Limited Review Report from the Statutory Auditors, T R Chadha & Co LLP.
- Press Release on the un-audited financial results for the quarter ended June 30, 2021.
- Investor Presentation on the un-audited financial results for the quarter ended June 30, 2021 to be made to Analysts and Investors

The Meeting of the Board of Directors of the Bank commenced at 15.30 hours and concluded at 18.45 hours

The above information will be made available on the Bank's website [www.equitasbank.com](http://www.equitasbank.com).

Kindly take the above information on record.

Thanking you,

Yours truly,  
For Equitas Small Finance Bank Limited



**Sampathkumar K R**  
Company Secretary







**Independent Auditors Review Report on the unaudited quarterly financial results of Equitas Small Finance Bank Limited pursuant to Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended**

Review Report to  
The Board of Directors  
Equitas Small Finance Bank Limited  
4th Floor, Phase II, Spencer Plaza,  
No. 769, Mount Road, Anna Salai,  
Chennai – 600 002

We have reviewed the accompanying statement of unaudited financial results of Equitas Small Finance Bank Limited (the "Bank") for the quarter ended 30<sup>th</sup> June 2021 (the 'Statement') attached herewith, being submitted by the Bank pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "Listing Regulations"), except for the disclosures relating to Pillar 3 disclosure under Basel III Capital Regulations, as at 30<sup>th</sup> June 2021, including Leverage Ratio and Liquidity Coverage Ratio as have been disclosed on the Bank's website and in respect of which a link has been provided in the Statement have not been reviewed by us.

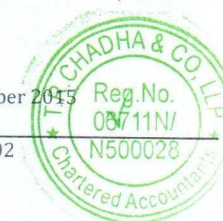
This statement, which is the responsibility of the Bank's Management and has been approved by the Board of Directors has been prepared in accordance with the recognition and measurement principles laid down in Accounting Standard 25, (AS 25) "Interim Financial Reporting", prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder, the relevant provisions of the Banking Regulation Act, 1949, the circulars, guidelines and directions issued by the Reserve Bank of India ( RBI ) from time to time ( RBI Guidelines ) and other recognized accounting principles generally accepted in India. Our responsibility is to express a conclusion on these financial statements based on our review.

We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India (ICAI). This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial results are free of material misstatement. A review consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement prepared in accordance with the recognition and measurement principles laid down in AS 25, prescribed under section 133 of the Companies Act 2013, the RBI Guidelines and other accounting principles generally accepted in India, has not disclosed the information required to

T R Chadha & Co., a partnership firm converted into T R Chadha & Co LLP  
(A limited liability partnership with LLP Identification No. AAF-3926) with effect from 28<sup>th</sup> December 2015

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be disclosed in terms of the Listing Regulation including the manner in which it is to be disclosed, or that it contains any material misstatement or that it has not been prepared in accordance with the relevant prudential norms issued by the Reserve Bank of India in respect of income recognition, asset classification, provisioning and other related matters.

**Emphasis of Matter**

We draw attention to Note 10 to the statement which describes the extent to which the Covid-19 pandemic will continue to impact the Bank's results will depend on ongoing and uncertain future developments.

Our opinion is not qualified with regard to this matter.

**For T R Chadha & Co LLP**

Chartered Accountants

**ICAI Firm Registration Number: 006711N/N500028**

Sheshu Samudrala

Partner

Membership No: 235031

UDIN: 21235031AAAABL9573



Place: Chennai

Date: 30.07.2021

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CIN: U65191TN1993PLC025280

[ Subsidiary of Equitas Holdings Limited ]

Regd. Office: 4th Floor, Phase II, Spencer Plaza, No. 769, Mount Road, Anna Salai, Chennai 600 002

Website: www.equitasbank.com

**1. Statement of unaudited Financial Results for the quarter ended June 30, 2021.**

(₹ in Lakh)

Particulars	Quarter ended			Year Ended
	30-Jun-21	31-Mar-21	30-Jun-20	31-Mar-21
	Unaudited	Audited (Refer Note No 5)	Unaudited	Audited
1 Income Earned (a)+(b)+(c)	81,896.91	81,833.36	72,131.17	3,19,441.32
(a) Interest Income from Advances	74,215.37	73,637.70	66,160.54	2,90,082.90
(b) Income on Investments	5,677.62	5,859.30	4,386.63	21,938.47
(c) Interest on balances with Reserve Bank of India and other inter bank funds	2,003.92	2,336.36	1,584.00	7,419.95
2 Other Income	10,362.42	17,839.59	2,965.59	41,805.47
3 Total Income (1)+(2)	92,259.33	99,672.95	75,096.76	3,61,246.79
4 Interest Expended	35,793.12	36,976.40	31,703.29	1,39,645.29
5 Operating Expenses (i)+(ii)	40,022.00	37,712.32	29,191.73	1,32,942.86
(i) Employees Cost	22,165.39	20,423.79	19,448.05	79,144.96
(ii) Other Operating Expenses	17,856.61	17,288.53	9,743.68	53,797.90
6 Total Expenditure (4)+(5) ( excluding provisions & contingencies)	75,815.12	74,688.72	60,895.02	2,72,588.15
7 Operating Profit before Provisions & Contingencies (3)-(6)	16,444.21	24,984.23	14,201.74	88,658.64
8 Provisions (other than tax) and Contingencies	15,019.45	9,698.23	6,834.05	37,531.96
9 Exceptional Items	-	-	-	-
10 Profit from Ordinary Activities before tax (7)-(8)-(9)	1,424.76	15,286.00	7,367.69	51,126.68
11 Tax Expense	232.17	3,999.13	1,600.57	12,704.36
12 Net Profit from Ordinary Activities after tax (10)-(11)	1,192.59	11,286.87	5,767.12	38,422.32
13 Extraordinary Items (net of Tax Expense)	-	-	-	-
14 Net Profit for the Period / Year (12)-(13)	1,192.59	11,286.87	5,767.12	38,422.32
15 Paid-up Equity Share Capital (Face Value of ₹ 10/- each)	1,14,244.85	1,13,927.83	1,05,340.16	1,13,927.83
16 Reserves excluding Revaluation Reserves				2,25,706.28
17 Analytical Ratios				
(i) Percentage of Shares held by Government of India	Nil	Nil	Nil	Nil
(ii) Capital Adequacy Ratio (%) - Basel-II	24.07%	24.18%	22.02%	24.18%
(iii) Earnings Per Share (EPS) - (Face Value of ₹ 10/- each)				
- Basic (₹) before & after extraordinary items (net of tax expense) - not annualised	0.10	0.99	0.55	3.53
- Diluted EPS (₹) before & after extraordinary items (net of tax expense) - not annualised	0.10	0.98	0.55	3.49
(iv) NPA Ratio				
(a) Gross NPAs	81,617.05	64,278.42	41,666.55	64,278.42
(b) Net NPAs	39,822.37	26,617.46	21,337.14	26,617.46
(c) % of Gross NPA to Gross Advances	4.76%	3.73%	2.86%	3.73%
(d) % of Net NPA to Net Advances	2.38%	1.58%	1.48%	1.58%
(v) Return on Assets (average)- not annualised	0.05%	0.44%	0.28%	1.65%



2 Segment information in accordance with the Accounting standard on Segment Reporting (AS-17) of the operating segment of the Bank is as under:

(₹ in Lakh)					
SI No	Particulars	Quarter ended			Year Ended
		30-Jun-21	31-Mar-21	30-Jun-20	31-Mar-21
		Unaudited	Audited (Refer Note No 5)	Unaudited	Audited
1	<b>Segment revenue</b>				
a)	Treasury	9,151.98	12,900.50	6,252.54	39,811.89
b)	Retail Banking	79,874.18	82,778.37	65,568.51	3,05,303.23
c)	Wholesale Banking	2,536.49	2,248.47	2,166.80	9,954.49
d)	Other Banking operations	696.68	1,745.61	1,108.91	6,177.18
e)	Unallocated	-	-	-	-
	Less: Inter segment revenue	-	-	-	-
	<b>Income from operations</b>	<b>92,259.33</b>	<b>99,672.95</b>	<b>75,096.76</b>	<b>3,61,246.79</b>
2	<b>Segment results</b>				
a)	Treasury	4,576.10	9,822.42	3,225.72	27,361.26
b)	Retail Banking	(2,935.00)	4,790.48	3,898.05	20,936.25
c)	Wholesale Banking	22.36	361.78	70.33	1,568.18
d)	Other Banking operations	657.74	1,002.83	468.66	3,281.96
e)	Unallocated	(896.44)	(691.51)	(295.07)	(2,020.97)
	<b>Total Profit before Tax</b>	<b>1,424.76</b>	<b>15,286.00</b>	<b>7,367.69</b>	<b>51,126.68</b>
3	<b>Segment assets</b>				
a)	Treasury	6,28,201.43	4,21,997.41	3,90,760.00	4,21,997.41
b)	Retail Banking	17,30,479.33	19,21,051.91	15,72,533.81	19,21,051.91
c)	Wholesale Banking	1,25,478.93	1,13,138.96	99,889.00	1,13,138.96
d)	Other Banking operations	-	-	-	-
e)	Unallocated	18,484.29	15,321.84	22,424.84	15,321.84
	<b>Total Assets</b>	<b>25,02,643.98</b>	<b>24,71,510.12</b>	<b>20,85,607.65</b>	<b>24,71,510.12</b>
4	<b>Segment liabilities</b>				
a)	Treasury	5,41,596.61	3,65,996.80	3,40,990.81	3,65,996.80
b)	Retail Banking	15,09,380.61	16,66,119.60	13,76,061.30	16,66,119.60
c)	Wholesale Banking	1,08,677.13	98,125.00	87,573.27	98,125.00
d)	Other Banking operations	-	-	-	-
e)	Unallocated	1,298.00	1,634.61	800.25	1,634.61
	Capital and Other Reserves	3,41,691.63	3,39,634.11	2,80,182.02	3,39,634.11
	<b>Total liabilities</b>	<b>25,02,643.98</b>	<b>24,71,510.12</b>	<b>20,85,607.65</b>	<b>24,71,510.12</b>

Business Segments have been identified and reported taking into account the target customer profile, the nature of products and services, the differing risks and returns, and guidelines prescribed by RBI and in compliance with the Accounting Standard 17 - "Segment Reporting". The methodology adopted in compiling and reporting the above information has been relied upon by the auditors.





# Notes

- 3 The above unaudited financial results (along with the notes given below) hereafter "Statement" of Equitas Small Finance Bank Limited ("Bank" or "ESFBL") for the quarter ended June 30, 2021 were reviewed by the Audit Committee at their meeting held on July 29, 2021 and approved by the Board of Directors at their meeting held on July 30, 2021 and have been subjected to a limited review by the statutory auditors of the Bank.
- 4 The above financial results of the Bank have been prepared in accordance with the Banking Regulation Act, 1949, generally accepted accounting principles in India, including Accounting Standards as prescribed under section 133 of the Companies Act, 2013, Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended and the guidelines issued by the Reserve Bank of India (RBI).
- 5 The figures for the quarter ended March 31, 2021 are the balancing figures between audited figures in respect of the financial year 2020-21 and the published year to date figures upto December 31, 2020.
- 6 The Bank has applied its significant accounting policies in the preparation of these financial results that are consistent with those followed in the annual financial statements for the year ended March 31, 2021
- 7 The Capital adequacy ratio ("CAR") of the Bank has been computed as per applicable Basel II requirements in accordance with RBI Master Circular No.DBOD.BP.BC.9/21.06.001/2013-14 dated 1 July 2013, on Prudential Guidelines on Capital Adequacy and Market Discipline - New Capital Adequacy Framework (NCAF).
- 8 RBI circular DBOD.No.BP.BC.1/21.06.201/2015-16 dated 1st July, 2015 on 'Basel III Capital Regulations' read together with the RBI circular DBR.No.BP.BC.80/21.06.201/2014-15 dated 31st March, 2015 on 'Prudential Guidelines on Capital Adequacy and Liquidity Standards-Amendments' requires banks to make applicable Pillar 3 disclosures including leverage ratio and liquidity coverage ratio under the Basel III Framework. These disclosures are available on the Bank's website at the following link: <https://ir.equitasbank.com/reports-and-presentations/html>. These disclosures have not been subjected to audit or limited review.
- 9 The Board of Directors of Equitas Small Finance Bank Limited (ESFBL) and Equitas Holdings Limited (EHL) at their respective Meetings held on July 26, 2021 approved a Scheme of Amalgamation between EHL, ESFBL and their respective shareholders, contemplating amalgamation of EHL with ESFBL under applicable provisions of the Companies Act 2013. The Scheme seeks to achieve the RBI licensing requirement of dilution of promoter shareholding in the Bank, in a manner that is in the best interests of and without being prejudicial to EHL, ESFBL, their respective shareholders or any other stakeholders. The Scheme, when implemented, will also enable ESFBL to meet the minimum public shareholding requirement prescribed by SEBI Regulations.

Upon coming into effect of this Scheme and in consideration of the amalgamation of EHL with ESFBL, ESFBL, without any further application, act or deed, shall issue and allot to each of the equity shareholders of EHL as on the Record Date defined in the Scheme, 226 equity Shares of Rs.10/- each credited as fully paid up of ESFBL, in respect of every 100 Equity Shares of ₹.10/- each fully paid up held by them in EHL.

The Scheme is subject to receipt of necessary approvals from RBI, SEBI, Stock Exchanges, public shareholders and creditors of EHL and ESFBL, sanction of National Company Law Tribunal (NCLT) and other such regulatory approvals and sanctions as required.

- 10 The COVID-19 pandemic (declared as such by the World Health Organisation on March 11,2020), has contributed to a significant decline and volatility, and a significant decrease in economic activity, in global and Indian markets. The Indian government announced a strict nation-wide lockdown in India in march 2020 to contain the spread of the virus. Subsequently, while the national lockdown was lifted, regional lockdowns continued in many parts of the country with significant number of COVID-19 infections.

This lockdown coupled with change in customer behaviours and pandemic scare has led to significant disruptions and dislocations for individuals and businesses, with consequential impact on regular banking operations including lending, fund-mobilisation, and collection activities. The full extent of impact of the COVID-19 pandemic, including the ongoing second wave of increasing infections, on the Bank's operations, and financial metrics (including impact on provisioning on advances) is uncertain as on date and will depend on future developments, including new information on severity of the new and evolving virus variants, government and regulatory guidelines, which are uncertain and incapable of estimation at this time.

- 11 Details of resolution plan implemented under the Resolution Framework for COVID-19-related Stress as per RBI circular dated August 6, 2020 (Resolution Framework 1.0) are given below:

Type of Borrower	A) Number of accounts where resolution plan has been implemented under this window	(B) exposure to accounts mentioned at (A) before implementation of the plan	(C) Of (B), aggregate amount of debt that was converted into other securities	Amount in ₹ .crore except number of accounts	
				Additional funding sanctioned, if any, including between invocation of the plan and implementation	Increase in provisions on account of the implementation of the resolution plan
Personal Loans	-	-	-	-	-
Corporate persons*	147	14.55	-	-	0.99
Of which, MSMEs	76	6.96	-	-	0.42
Others	8,030	417.92	-	2.88	26.24
<b>Total</b>	<b>8,177</b>	<b>432.47</b>	<b>-</b>	<b>2.88</b>	<b>27.23</b>

\*As defined in Section 3(7) of the Insolvency and Bankruptcy Code, 2016

There was one borrower account having an aggregate exposure of ₹. 0.03 crore to the Bank, where resolution plan had been implemented and now modified under RBI's Resolution Framework - 2.0 dated May 5, 2021. The above table does not include restructuring done under the Resolution Framework - 2.0 for COVID-19 announced on 5th May 2021. The Bank has restructured loans amounting to ₹ 400.48 crore as of 30th June 2021, ₹. 496.52 crore in July 2021 and has made provision of ₹. 110.51 crore against these restructuring under Resolution Framework - 2.0.

- 12 The Bank has granted 8,37,657 options under the ESFB Employees Stock Option Scheme 2019 (ESFB ESOP Scheme) to eligible employees of the Bank as defined during quarter ended June 30,2021. Out of total 5,19,41,101 options granted till June 30,2021, 258,55,985 Options were vested and 67,57,788 options were lapsed, and 151,28,911 options are yet to be vested.
- 13 The Bank, during the quarter ended June 30,2021 has allotted 31,70,253 equity shares of ₹. 10/- each, fully paid up, on exercise of options by its employees and employees of the Holding company(Equitas Holdings Limited) in accordance with the ESFB ESOP Scheme.
- 14 Previous period / year figures have been reclassified/regrouped, wherever necessary, to conform to the current period / year classification/ grouping.

For Equitas Small Finance Bank Limited



P N Vasudevan

Managing Director and Chief Executive Officer

Place: Chennai  
Date: July 30, 2021





# EQUITAS SMALL FINANCE BANK LIMITED

FOR IMMEDIATE PUBLICATION

PRESS RELEASE

July 30, 2021

Chennai, July 30, 2021: The Board of Directors of Equitas Small Finance Bank Limited at its meeting held today, approved the unaudited financial results for quarter ended June 30, 2021

**Pre Provisioning Operating Profit (PPoP) for Q1FY22 at Rs. 164 Cr, up 16% YoY**

**Advances grew 15% YoY to Rs. 17,837 Cr**

**CASA Ratio at 40%**

**Savings Account deposits at Rs. 6,392 Cr, growth of 216% YoY and 25% QoQ**

**Acquired ~5 lac liability customers digitally**

## **Q1FY22 Highlights:**

### **1. Key Highlights for Q1FY22:**

- **Advances:**

- Advances as of Q1FY22 was at Rs. 17,837 Cr, Advances growth of 15% YoY
- Disbursed Rs. 1,265 Cr in Q1FY22
- 81.95% of advances is secured loans
- Collection and Billing efficiency for the month of June 2021 at 83.49% & 69.52% respectively

- **Liabilities:**

- Acquired ~5 lac customers digitally
- Deposits excluding CD at Rs. 17,021 Cr, growth of 48% YoY and 4% QoQ
- Retail TD at Rs. 6,231 Cr, growth of 42% YoY and 6% QoQ
- Retail TD at 61% and Bulk TD at 39%
- Cost of funds reduced to 6.97% from 7.20% in Q4FY21 and 7.56% in Q1FY21
- Savings Account deposits at Rs. 6,392 Cr, growth of 216% YoY and 25% QoQ
- CASA stood at Rs. 6,794 Cr, CASA is 40% of Total Deposits

- **Key Ratios:**

- Cost to Income<sup>^</sup> at 66.98% as compared to 58.10% in Q4FY21 and 67.27% in Q1FY21
- RoA and RoE for Q1FY22 at 0.19% and 1.40% respectively

<sup>^</sup> Income considering net-off of switching fees & prepaid card expense

- **Capital:**

- As of March 31, 2021 Total CRAR at 24.07%, Tier-I CRAR of 22.06% and Tier II CRAR at 1.47%

- **Treasury & Liquidity:**

- The Bank's Certificate of Deposit (CD) programme for Rs. 1,000 Crore has highest rating from at CRISIL A1+
- The Bank currently maintains 'surplus' liquidity in the form of High Quality Liquid Assets (HQLA). Liquidity Coverage Ratio (LCR) as on 30.06.2021 at 165%. With expected increase in disbursements we target a LCR in the range of 120-125%
- The Bank's total investment portfolio of Rs. 5,787 Crore comprises of SLR and Non-SLR securities

## **2. Profit & Loss:**

- Net Interest Income for Q1FY22 at Rs. 461 Cr as against Rs. 404 Cr in Q1FY21. NIM at 7.87%
- Core Income (Net Income other than PSL Fees, Treasury & Others) at 87%
- Pre Provisioning Operating Profit (PPoP) for Q1FY22 at Rs. 164 Cr as against Rs. 142 Cr in Q1FY21, growth of 16%
- PAT affected due to provisions made on restructured accounts. PAT for Q1FY22 at Rs. 12 cr as against Rs. 58 Cr in Q1FY21

## **3. Asset Quality, Provisions & Restructuring:**

- Total advances restructured under Covid 1.0 & Covid 2.0 stands at Rs. 1,328 Crs, which forms around 7.5% of Gross Advances
  - Advances restructured due to Covid 1.0 stands at Rs. 430 Crs
  - Advances restructured due to Covid 2.0 stands at Rs. 897 Crs (Rs. 400 Crs during Q1FY22 and Rs. 497 Crs in July 2021)
- The Bank carries a provision of Rs. 110.51 Crs towards the restructured book of Rs. 897 Crs
- GNPA at 4.58% in Q1FY22 as compared to 3.59% in Q4FY21 and 2.68% in Q1FY21
- NNPA at 2.29% in Q1FY22 as compared to 1.52% in Q4FY21 and 1.39% in Q1FY21
- Provision coverage ratio at 51.21%



#### 4. Collection & Billing Efficiency Product Wise:

	Collection Efficiency				Billing Efficiency			
Particulars	March 2021	April 2021	May 2021	June 2021	March 2021	April 2021	May 2021	June 2021
Micro Finance	93.44%	88.85%	63.60%	66.90%	91.90%	88.05%	63.12%	63.02%
Small Business Loans	106.56%	97.17%	76.76%	85.14%	91.48%	86.08%	70.91%	73.02%
Vehicle Finance	113.84%	84.39%	67.35%	89.33%	87.74%	75.17%	62.82%	68.94%
MSE Finance	180.26%	150.55%	139.63%	108.34%	89.04%	85.59%	77.67%	72.89%
Corporate	174.91%	300.45%	242.77%	103.00%	99.91%	97.75%	97.46%	99.21%
<b>Total</b>	<b>108.51%</b>	<b>105.16%</b>	<b>77.84%</b>	<b>83.49%</b>	<b>91.12%</b>	<b>84.68%</b>	<b>66.97%</b>	<b>69.52%</b>

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

#### X Bucket Collection Efficiency:

Particulars	X Bucket Collection Efficiency March 2021	X Bucket Collection Efficiency April 2021	X Bucket Collection Efficiency May 2021	X Bucket Collection Efficiency June 2021
Small Business Loans	99.60%	97.82%	84.14%	96.15%
Vehicle Finance	98.85%	86.92%	78.56%	91.58%
Micro Finance	98.70%	96.00%	68.94%	73.97%

X bucket means those accounts, which are not having any overdue as at the end of previous month. X bucket collection efficiency represents collections of that particular month's EMI from such X bucket accounts during that particular month divided by total EMIs from all such X bucket accounts

Commenting on the quarterly performance, **Mr. P N Vasudevan, Managing Director and CEO of Equitas Small Finance Bank** said:

The Bank primarily caters to small retailers and transporters engaged in daily use products. During the quarter due to lockdowns and other covid related restrictions, cash flows of these small retailers had been significantly impacted. The impact was felt across geographies and in rural locations too. With the absence of a moratorium during the second wave of covid, the bank offered to restructure loans of impacted customers in order to help them manage their cash flows better.

However, in July, we are seeing a strong uptick in collections and disbursements as the country gets back to near normalcy. We are confident that our customers would be able to regain their cash flows, remain resilient and continue to grow their small businesses as the pandemic wears off. However, we remain cautious of a plausible third wave.

Our liability franchise continues to deliver extremely well and investments in digital technologies, branches and people are yielding the desired results.

At Equitas, we continue to play a strong supportive role in conjunction with various State Governments by organizing a total of 3,799 vaccination camps for low-income communities, benefitting 4,45,566 people.

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

Equitas Small Finance Bank is one of the largest small finance banks in India. As a new-age bank, we offer a bouquet of products and services tailored to meet the needs of our customers – individuals with limited access to formal financing channels, as well as affluent and mass affluent, Small & Medium Enterprises (SMEs) and corporates. Our firmly entrenched strategy focuses on providing credit to the unbanked and underbanked micro and small entrepreneurs, developing products to address the growing aspirations at the ‘bottom of the pyramid’, fuelled by granular deposits and ‘value for money’ banking relationships.

For further details, contact:

#### **Investor Relations Team**

Website – <https://ir.equitasbank.com/>

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# Q1FY22 Investor Presentation



# Disclaimer

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## **Forward Looking Statements:**

Certain statements in this document with words or phrases such as “ will”,“ 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 Bank may, from time to time, make additional written and oral forward looking statements, including statements contained in the Bank’s filings with the stock exchanges and our reports to shareholders.

The Bank does not undertake to update any forward looking statements that may be made from time to time by or on behalf of the Bank.





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# Scheme of Amalgamation

- The Board in their meeting held on July 26<sup>th</sup> 2021 approved the scheme of amalgamation between Equitas Holdings Limited (EHL - Transferor Company) and Equitas Small Finance Bank Limited (ESFB - Transferee Company)
- The scheme is subject to following approvals:
  - Receipt of approval from the Reserve Bank of India (RBI)
  - Receipt of approval from the SEBI for the Transferee Company to meet minimum public shareholding requirement
  - Approval/ no-objection confirmation from Stock Exchanges under the applicable SEBI Regulations
  - Approval of respective requisite majorities of the public shareholders and creditors of EHL and ESFBL as the NCLT may direct
  - The sanction of the NCLT
- Timeline - Expected to complete the process in about 12 months
- Share Exchange Ratio – 226 shares of ESFB for every 100 shares of EHL
- Resultant Impact:
  - Effective Holdco Discount at 3.6%
  - Book value per share would increase as total shares would reduce post merger
- Please click [here](#) to access the documents related to the scheme of amalgamation



# Quantifying Covid wave 2.0 impact

## Highlights:

- We estimate to restructure in corridor of Rs. ~1,400 to Rs. ~1,700 Crs during FY22
- FY22 provisions would include provisions for restructured assets most of which would have been standard in March 2021
- Green shoots emerge post Covid 2.0
  - Disbursements in July expected at around 80% of March 2021 levels
  - Collections regain to March 2021 levels

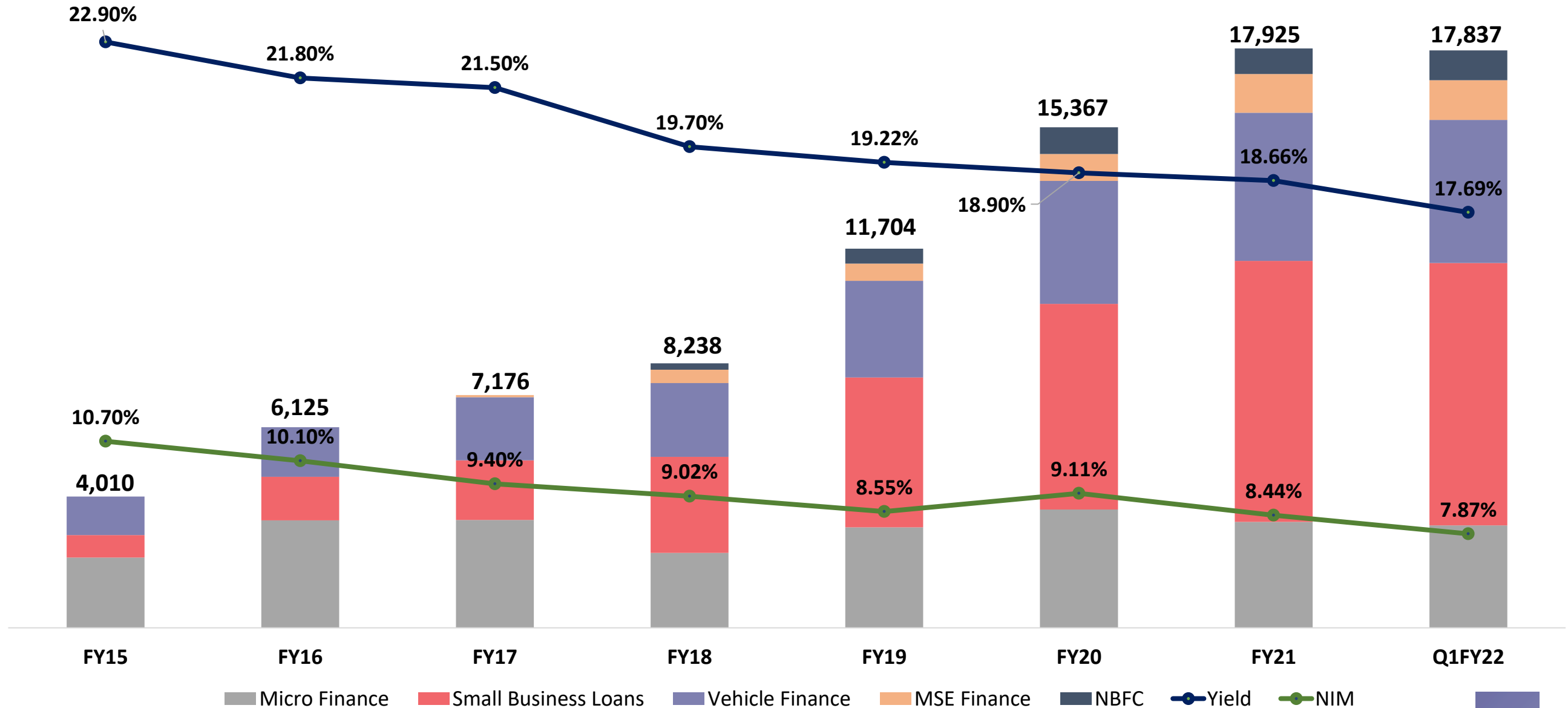
Major Products (Rs. Cr)	Average Monthly Disbursement Q4FY21	Average Monthly Disbursement Q1FY22	July 2021 (Expected)
Small Business Loan	320	105	325
Vehicle Finance	241	59	250
Micro Finance	218	131	250

Products Segments (Rs. Cr)	Advances Restructured during Q1FY22	Advances Restructured in July 2021	NPA Accounts Restructured
Small Business Loan	129.56	113.46	16.53
Vehicle Finance	199.09	208.19	2.83
Micro Finance	71.83	82.55	15.59
MSE Finance	-	30.97	26.40
<b>Total</b>	<b>400.48</b>	<b>435.17</b>	<b>61.35</b>

X Bucket Collection Efficiency	March 2021	April 2021	May 2021	June 2021
Small Business Loans	99.60%	97.82%	84.14%	96.15%
Vehicle Finance	98.85%	86.92%	78.56%	91.58%
Micro Finance	98.70%	96.00%	68.94%	73.97%

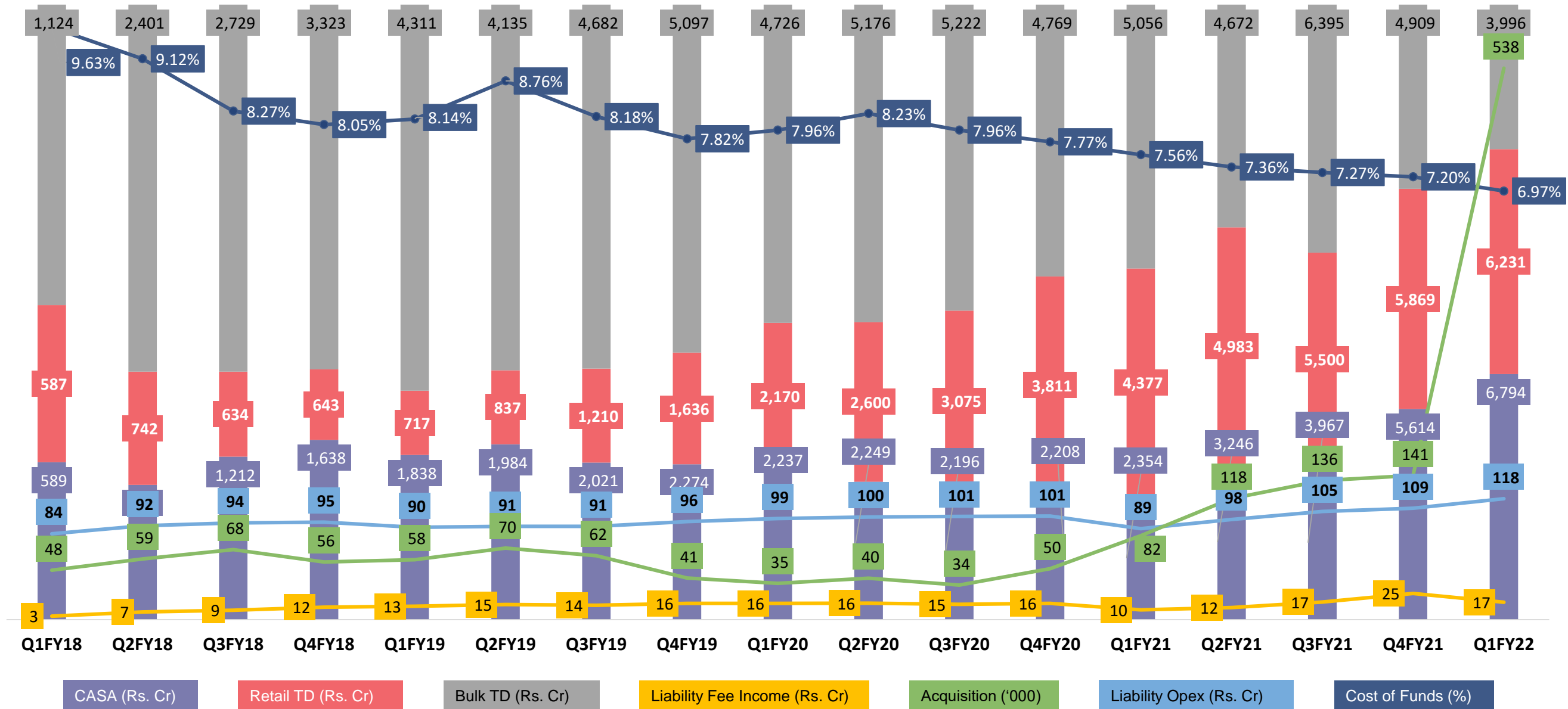
# Journey of building a Stable, Sustainable and Scalable Bank

# Diversifying across the informal segment





# Liability franchise evolution



# Key Highlights

# Quarterly Snapshot

## Operational



17 States and UTs



861 Banking Outlets  
334 ATMs



282 Business Correspondents



16,770 employees

## Asset Offerings



**Gross Advances: 15% YoY**  
Rs. 17,837 Cr [Rs. 15,573 Cr]  
SBL- 45%, VF - 25%, MFI- 18%,  
MSE –7%, NBFC – 5%



**Disbursements:**  
Rs. 1,231 Cr [Rs. 564 Cr]  
SBL –26%, VF - 14%, MFI – 29%,  
MSE – 5%, NBFC – 24%



**Asset Quality:**  
GNPA: 4.58% [2.68%]  
NNPA: 2.29% [1.39%]  
PCR: 51.21% [48.79%]



**Yield on Gross Advances:**  
17.69% [18.81%]

## Liability Profile



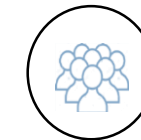
**Total Deposits: 48% YoY**  
Rs. 17,095 Cr [Rs. 11,787 Cr]



**Third Party Products:**  
Premium Collected  
Rs. 19.02 Crs [Rs. 13.72 Cr]  
Mutual Fund AUM  
Rs. 143 Cr [Rs. 113 Cr]



**Daily Average Cost of Funds:** 6.97% [7.56%]  
SA – 6.36%, TD – 7.26%



**CASA Ratio:**  
40% [20%]

## Financials



**PPoP:**  
Q1FY22 Rs. 164 Cr [Rs. 142 Cr]  
**PAT:**  
Q1FY22 Rs. 12 Cr [Rs. 58 Cr]



**Shareholders funds**  
CRAR – 24.07%  
Tier I – 22.60%  
Tier II – 1.47%



**NIM:**  
Q1FY22 – 7.87% [8.63%]



**RoA:** 0.19% [1.15%]  
**RoE:** 1.40% [8.32%]



# Highlights

## **Advances:**

- Advances as of Q1FY22 was at Rs. 17,837 Cr, Advances growth of 15% YoY
- Disbursed Rs. 1,265 Cr in Q1FY22
- 81.95% of advances is secured loans
- Collection and Billing efficiency for the month of June 2021 at 83.49% & 69.52% respectively

## **Liabilities:**

- Acquired ~5 lac customers digitally
- Deposits excluding CD at Rs. 17,021 Cr, growth of 48% YoY and 4% QoQ
- Retail TD at Rs. 6,231 Cr, growth of 42% YoY and 6% QoQ
- Retail TD at 61% and Bulk TD at 39%
- Cost of funds reduced to 6.97% from 7.20% in Q4FY21 and 7.56% in Q1FY21
- Savings Account deposits at Rs. 6,392 Cr, growth of 216% YoY and 25% QoQ
- CASA stood at Rs. 6,794 Cr, CASA is 40% of Total Deposits

## **Profit & Loss:**

- Net Interest Income for Q1FY22 at Rs. 461 Cr as against Rs. 404 Cr in Q1FY21. NIM at 7.87%
- Core Income (Net Income other than PSL Fees, Treasury & Others) at 87%
- Pre Provisioning Operating Profit (PPOP) for Q1FY22 at Rs. 164 Cr as against Rs. 142 Cr in Q1FY21, growth of 16%
- PAT affected due to provisions made on restructured accounts. PAT for Q1FY22 at Rs. 12 cr as against Rs. 58 Cr in Q1FY21

## **Asset Quality, Provisioning & Restructuring:**

- Total advances restructured under Covid 1.0 & Covid 2.0 stands at Rs. 1,328 Crs, which forms around 7.5% of Gross Advances
  - Advances restructured due to Covid 1.0 stands at Rs. 430 Crs
  - Advances restructured due to Covid 2.0 stands at Rs. 897 Crs (Rs. 400 Crs during Q1FY22 and Rs. 497 Crs in July 2021)
- The Bank carries a provision of Rs. 110.51 Crs towards the restructured book of Rs. 897 Crs
- GNPA at 4.58% in Q1FY22 as compared to 3.59% in Q4FY21 and 2.68% in Q1FY21
- NNPA at 2.29% in Q1FY22 as compared to 1.52% in Q4FY21 and 1.39% in Q1FY21
- Provision coverage ratio at 51.21%

# Highlights

## **Key Ratios:**

- Cost to Income<sup>^</sup> at 66.98% as compared to 59.11% in Q4FY21 and 67.27% in Q1FY21
- RoA and RoE for Q1FY22 at 0.19% and 1.40% respectively

## **Capital:**

- As of March 31, 2021 Total CRAR at 24.07%, Tier-I CRAR of 22.6% and Tier II CRAR at 1.47%

## **Treasury:**

- The Bank's Certificate of Deposit (CD) programme for Rs. 1,000 Crore has highest rating from at CRISIL A1+
- The Bank has currently maintains 'surplus' liquidity in the form of High Quality Liquid Assets (HQLA). Liquidity Coverage Ratio (LCR) as on 30.06.2021 at 165%. With expected increase in disbursements we target a LCR in the range of 120-125%
- The Bank's total investment portfolio of Rs. 5,787 Crore comprises of SLR and Non-SLR securities

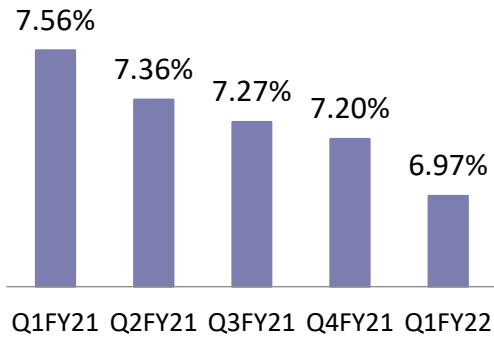
<sup>^</sup> Income considering net-off switching fees & prepaid card expense



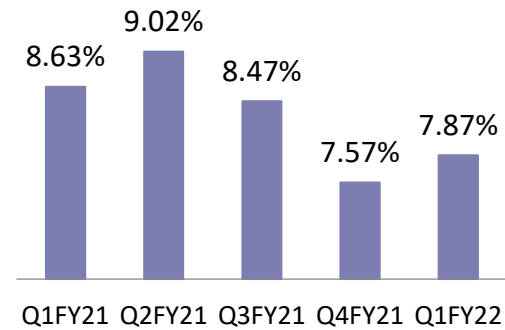
# Financial Performance – Quarterly trends

# Key Ratios

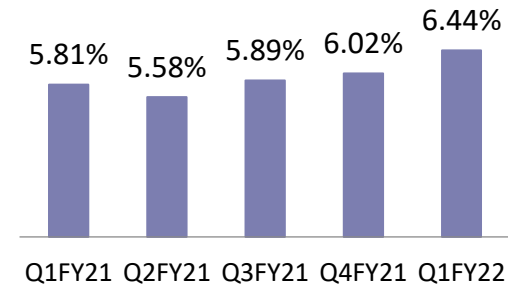
## Cost of Funds



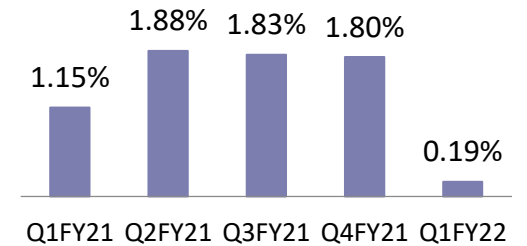
## Net Interest Margin (NIM)



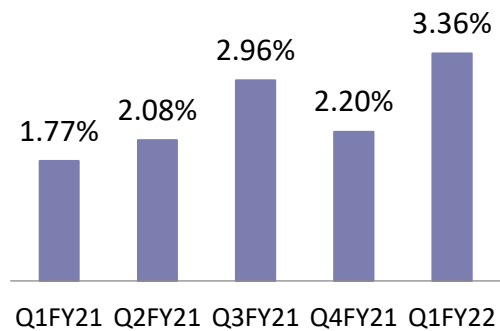
## Cost to Assets



## RoA

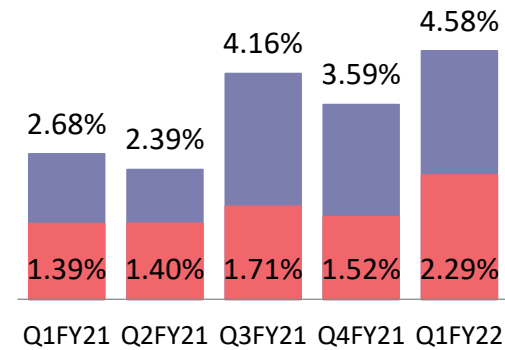


## Credit Cost

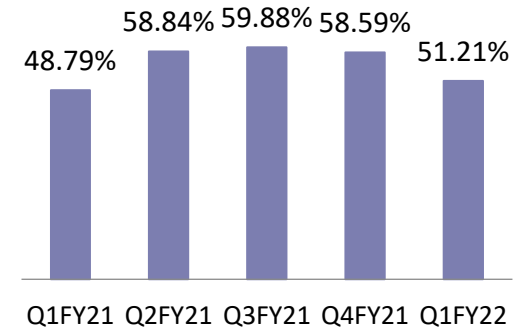


## GNPA & NNPA

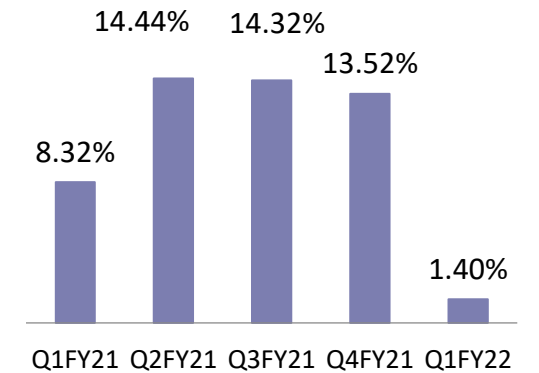
■ GNPA ■ NNPA



## Provision Coverage Ratio

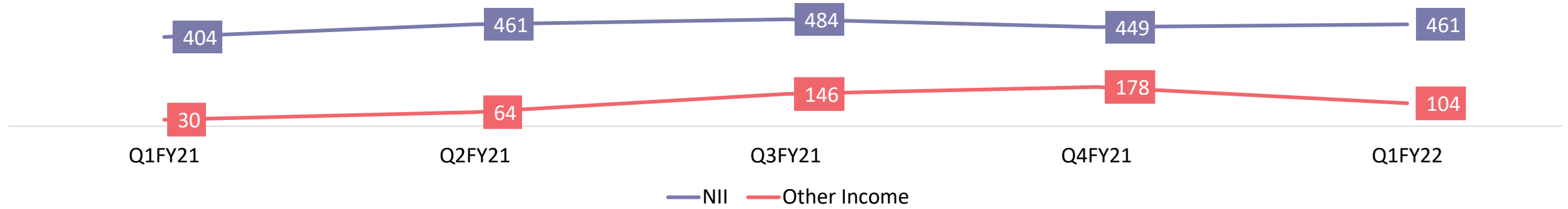


## RoE

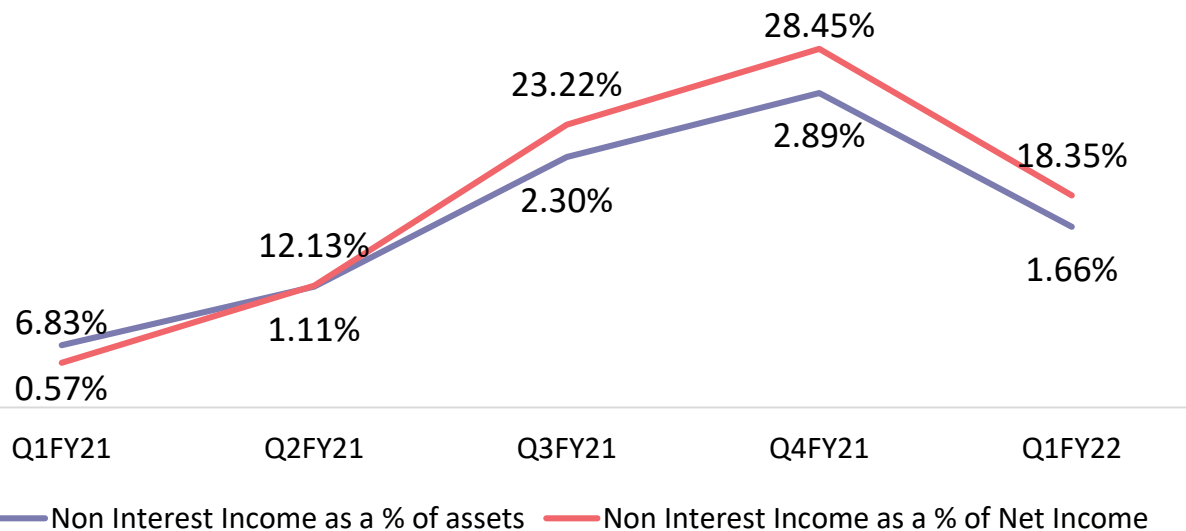


# Income Evolution

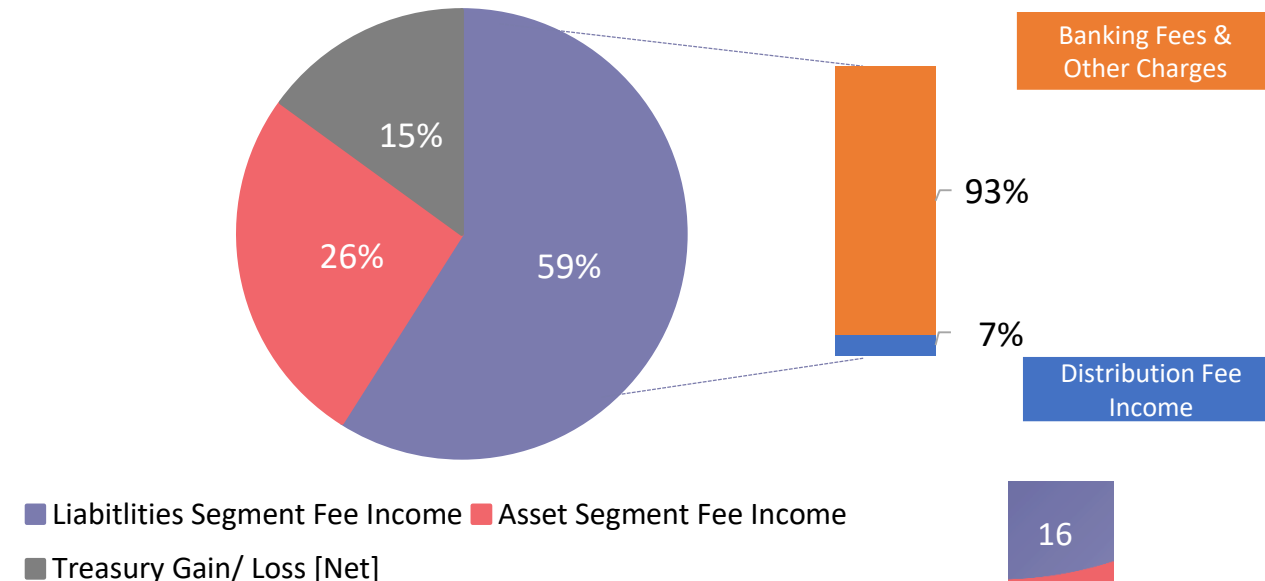
## Net income evolution (in Rs. Cr)



## Non-interest income \* evolution



## Other Income Break-up (Rs. Cr)



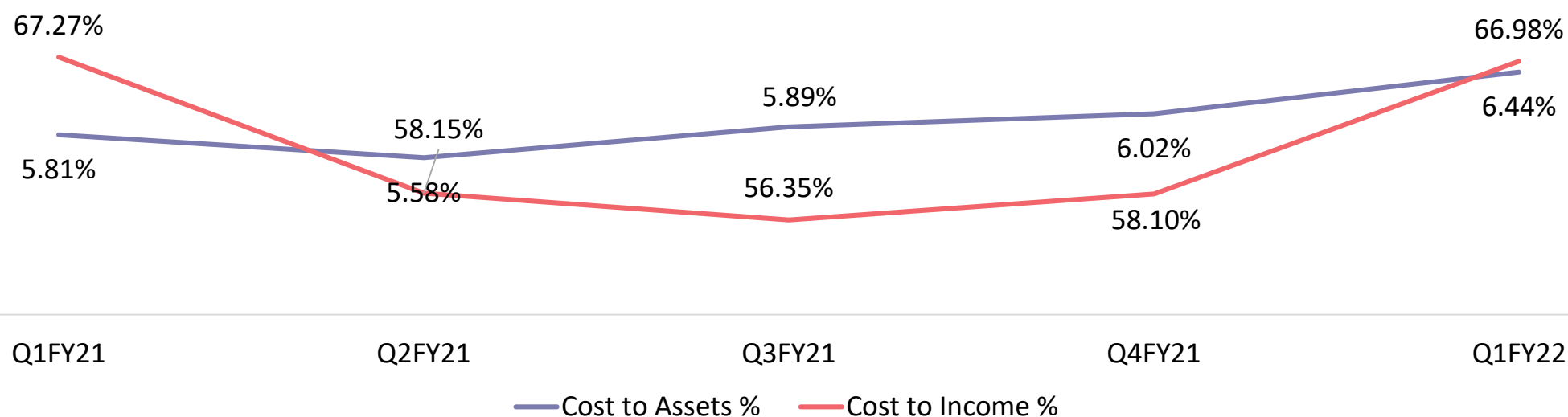
\* Non Interest Income = Other income + PSLC fee income | Net Income is NII + Other Income + PSLC



# Opex Evolution

Rs Cr	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY22
Employee expenses	194	188	205	204	222
Other expenses	74	88	111	114	116
Depreciation	19	19	19	19	20
Total Operating expenses	287	295	335	337	358
No. of employees	15,843	15,879	16,036	16,556	16,770

## Opex evolution

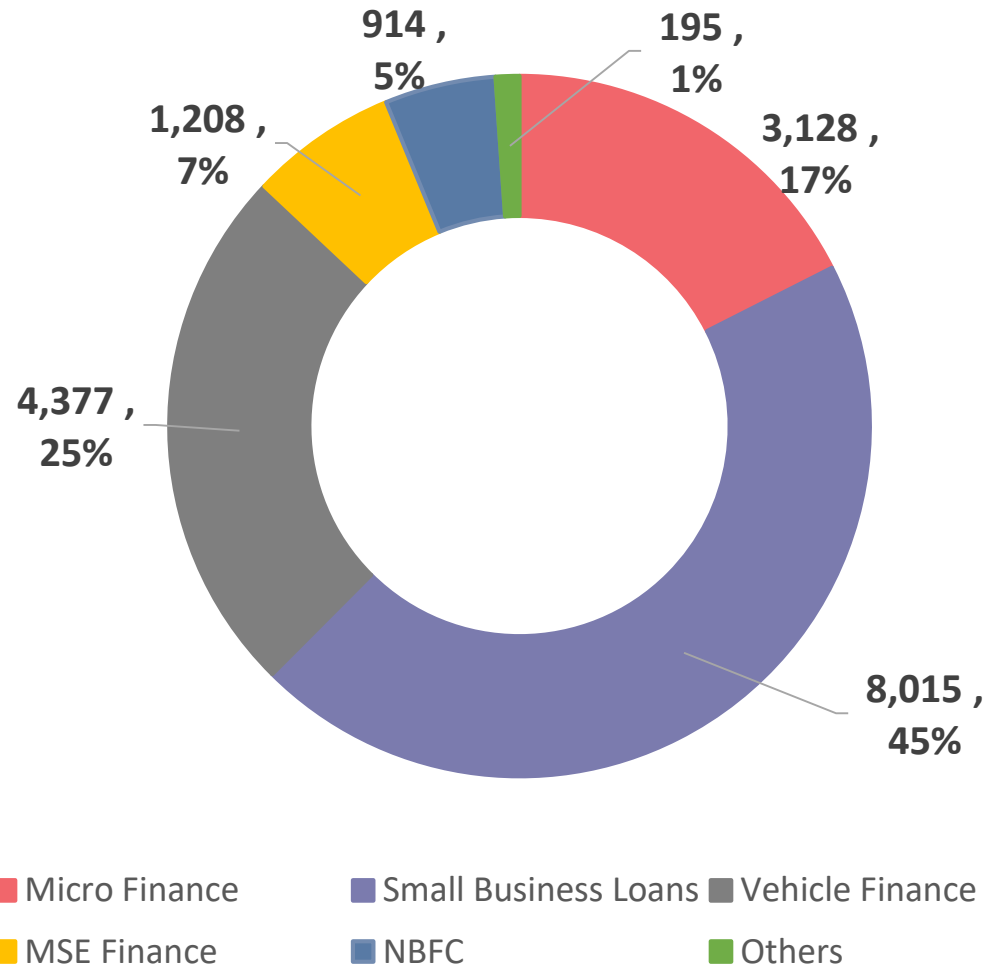


Cost to income (%) Opex / Net Income [ Total Income- Finance Cost] Cost to assets (%) – Opex/ Total Assets

^ Income considering net-off switching fees & prepaid card expense

# Advances

# Advances Evolution & Diversified Book



Rs Cr	Q1FY21	Q1FY22	YoY Growth %
Micro Finance	3,618	3,128	-14%
Small Business & Home Loans	6,484	8,015	24%
Vehicle Finance	3,776	4,377	16%
MSE Finance	712	1,208	70%
NBFC	772	914	18%
Others <sup>†</sup>	211	195	-7%
<b>Gross Advances</b>	<b>15,573</b>	<b>17,837</b>	<b>15%</b>

<sup>†</sup> Others includes loan-against-gold, unsecured business loans, overdrafts against fixed deposits and staff loans| Housing Finance (HF) | Micro Small Enterprises (MSE)

# Advances Evolution & Diversified Book

Rs Cr	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY22
Micro Finance	3,618	3,641	3,491	3,236	3,128
<b>Small Business and Home Loans</b>	<b>6,484</b>	<b>7,052</b>	<b>7,496</b>	<b>7,971</b>	<b>8,015</b>
Small Business Loans	5,152	5,580	5,890	6,227	6,227
Housing Finance	629	715	834	959	1,017
Agri Loans	703	757	772	785	771
<b>Vehicle Finance</b>	<b>3,776</b>	<b>4,137</b>	<b>4,275</b>	<b>4,530</b>	<b>4,377</b>
Used CV	2,628	2,835	2,862	2,971	2,836
New CV	1,148	1,302	1,413	1,559	1,541
MSE Finance	712	936	988	1,180	1,208
NBFC	772	734	898	783	914
Others <sup>†</sup>	211	231	225	225	195
<b>Gross Advances</b>	<b>15,573</b>	<b>16,731</b>	<b>17,373</b>	<b>17,925</b>	<b>17,837</b>

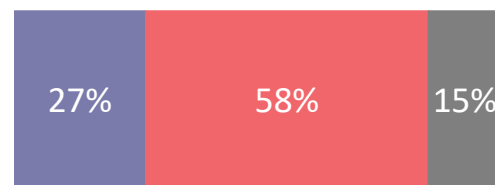
<sup>†</sup> Others includes loan-against-gold, unsecured business loans, overdrafts against fixed deposits and staff loans| Housing Finance (HF) | Micro Small Enterprises (MSE)



# Product Segment Details

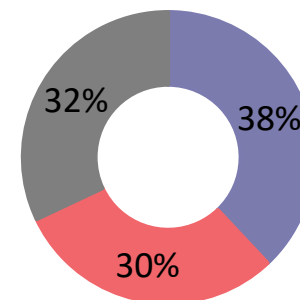
Product Segment	Number of Live Loans	ATS @ Disbursement (Lacs)	ATS @ Portfolio (Lacs)	GNPA (%)	PCR (%)
Micro Finance	17,26,634	0.38	0.18	6.60%	56.87%
Small Business Loans (Incl. HF)	2,33,342	5.69	3.43	3.49%	38.33%
Vehicle Finance	1,35,401	4.25	3.23	4.26%	54.53%
MSE Finance	1,730	78.74	69.84	6.02%	19.48%
NBFC	241	15,000	379.38	0.57%	25.00%

**NBFC Exposure Mix**



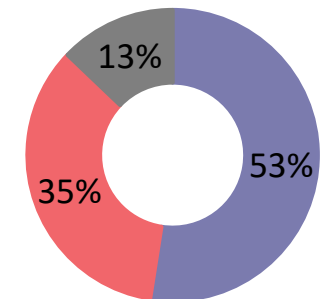
■ MFI ■ AFC ■ HFC

**Small Business Loans *Ticket Size Split***



■ Less than Rs.5 lakhs  
■ Rs. 5 to Rs. 10 lakhs  
■ Above Rs. 10 lakhs

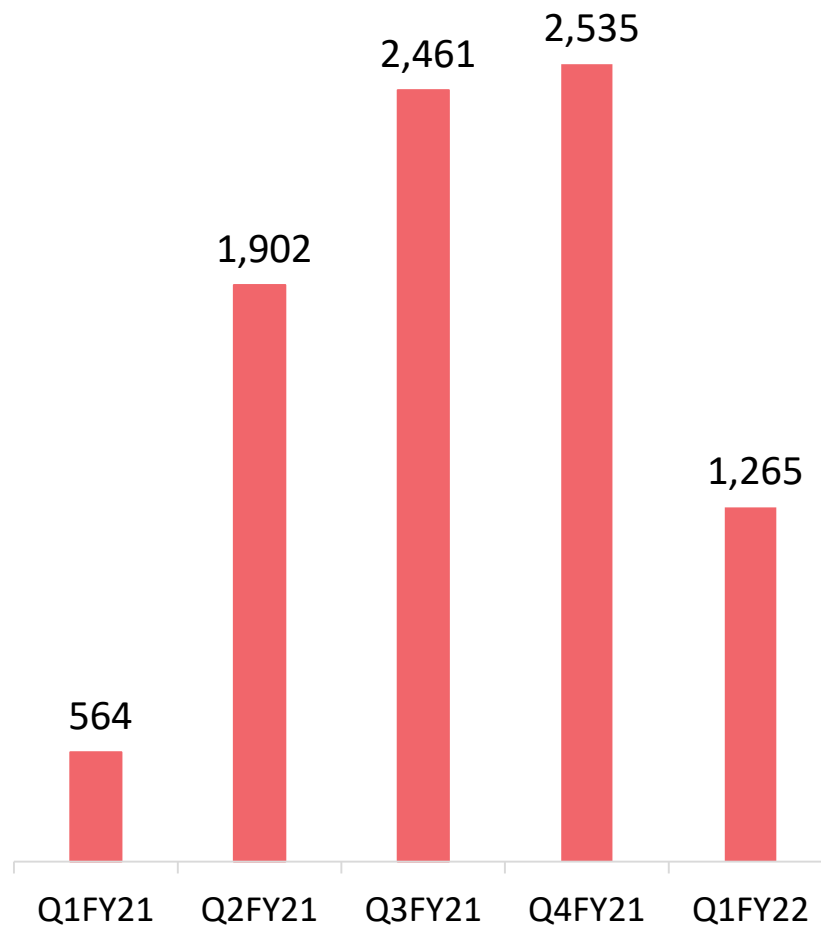
**Vehicle Finance *Ticket Size Split***



■ Less than Rs.5 lakhs  
■ Rs. 5 to Rs. 10 lakhs  
■ Above Rs. 10 lakhs

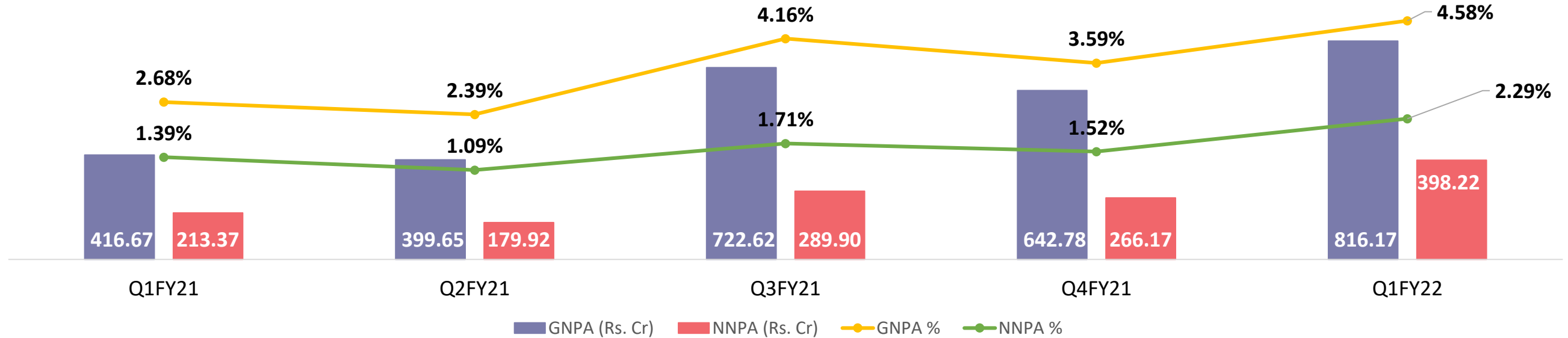
# Disbursements Product Wise

Disbursement (Rs. Cr)



Rs Cr	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY22
Micro Finance	132	390	596	655	393
Small Business Loans (Incl. HF)	266	708	873	960	315
Small Business Loans	204	523	654	703	207
Housing Finance	30	115	151	189	83
Agri Loans	32	70	68	68	25
Vehicle Finance	104	508	621	723	177
Used CV	70	309	392	460	105
New CV	34	199	229	263	72
MSE Finance	36	85	100	123	63
NBFC	19	166	245	51	300
Others	7	45	26	23	17
<b>Total Disbursements</b>	<b>564</b>	<b>1,902</b>	<b>2,461</b>	<b>2,535</b>	<b>1,265</b>

# Asset Quality Trend



Gross NPA Movement (Rs Cr)	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY22
Opening GNPA Balance	417.32	416.67	399.65	387.60	642.78
Add: Additions during the period	15.39	22.92	36.47	514.59	374.86
Less:					
i. Upgradations	3.19	10.62	11.57	12.63	157.54
ii. Recoveries (excluding recoveries made from upgraded accounts)	4.69	15.82	18.65	42.01	32.43
iii. Technical or Prudential write-offs	5.21	5.54	5.28	175.81	5.65
Write-offs other than those under (iii) above	2.95	7.96	13.02	28.95	5.86
<b>Closing GNPA Balance</b>	<b>416.67</b>	<b>399.65</b>	<b>387.60</b>	<b>642.78</b>	<b>816.17</b>

# Collection Efficiency

Collection Efficiency					Billing Efficiency			
Product Segments	March 2021	April 2021	May 2021	June 2021	March 2021	April 2021	May 2021	June 2021
Micro Finance	93.44%	88.85%	63.60%	66.90%	91.90%	88.05%	63.12%	63.02%
Small Business Loans	106.56%	97.17%	76.76%	85.14%	91.48%	86.08%	70.91%	73.02%
Vehicle Finance	113.84%	84.39%	67.35%	89.33%	87.74%	75.17%	62.82%	68.94%
MSE Finance	180.26%	150.55%	139.63%	108.34%	89.04%	85.59%	77.67%	72.89%
Corporate	174.91%	300.45%	242.77%	103.00%	99.91%	97.75%	97.46%	99.21%
<b>Total</b>	<b>108.51%</b>	<b>105.16%</b>	<b>77.84%</b>	<b>83.49%</b>	<b>91.12%</b>	<b>84.68%</b>	<b>66.97%</b>	<b>69.52%</b>

X Bucket Collection Efficiency	March 2021	April 2021	May 2021	June 2021
Small Business Loans	99.60%	97.82%	84.14%	96.15%
Vehicle Finance	98.85%	86.92%	78.56%	91.58%
Micro Finance	98.70%	96.00%	68.94%	73.97%

1. Collection efficiency represents total collections during the month as a percentage of that month's total EMIs due
2. Billing efficiency represents only the EMIs of that month alone collected as a percentage of that month's total EMIs due.
3. The month's total EMIs includes EMIs of accounts which are in NPA also and not just standard assets
4. X bucket means those accounts which are not having any overdue as at the end of previous month. X bucket collection efficiency represents collections of that particular month's EMI from such X bucket accounts during that particular month divided by total EMIs from all such X bucket accounts



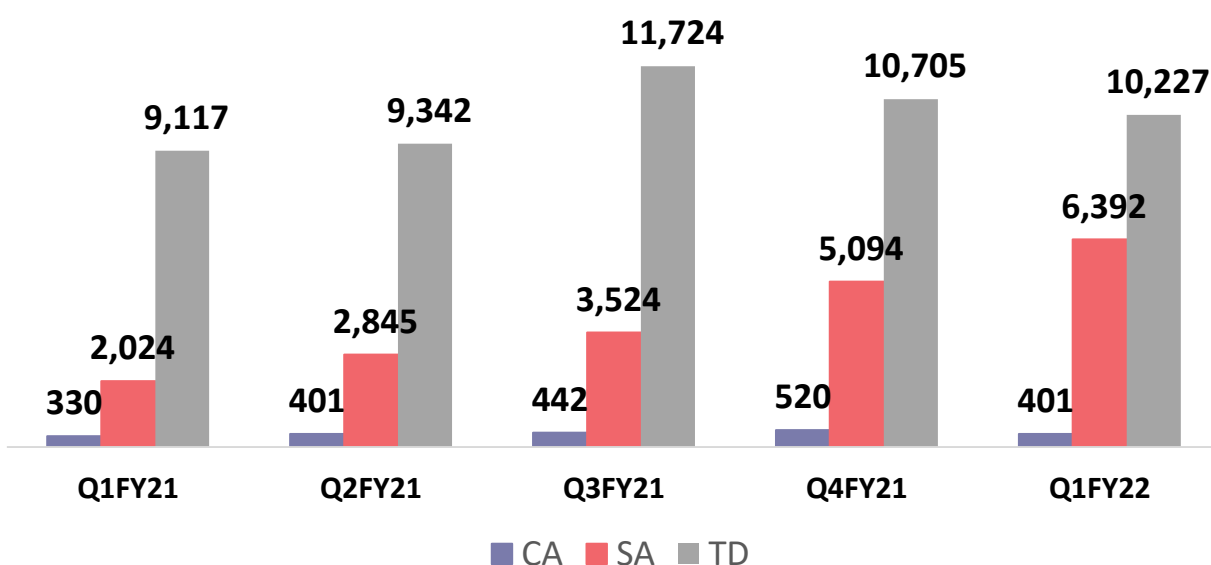
# Liabilities & Branch Banking

# Customer Deposits Evolution

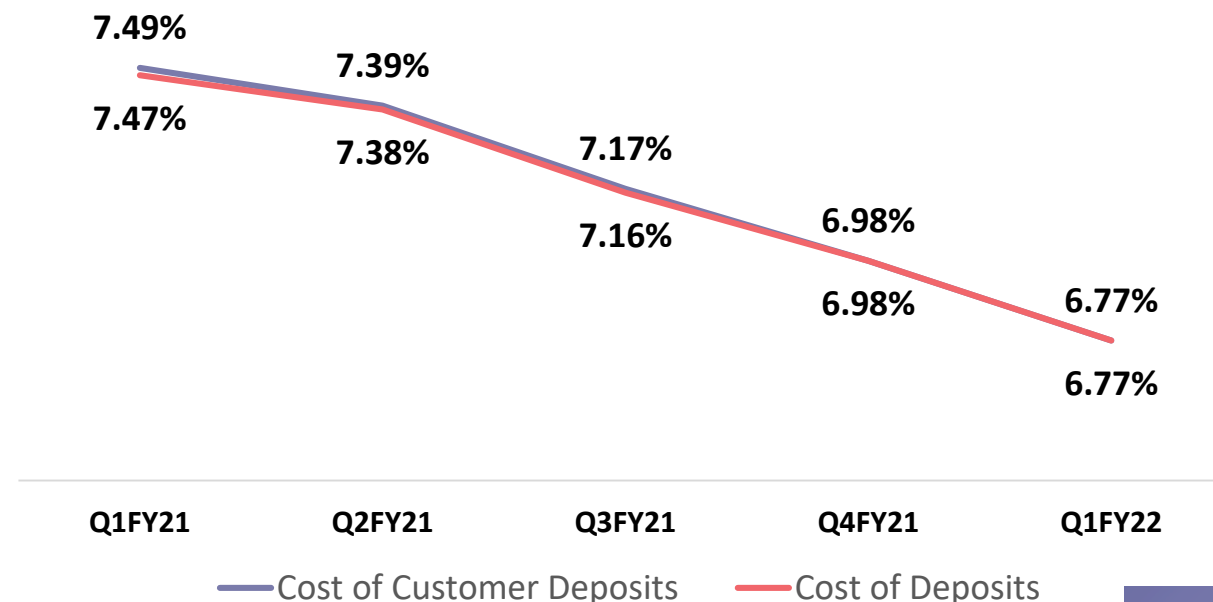
Update for Q1Y22

as on 30 June 2021	CA [Current Account]	SA [Savings Account]	CASA [Low cost deposits]	TD [Term Deposits]	CASA+TD [Customer Deposits]
Balance (Cr)	401	6,392	6,794	10,227	17,021
as a % of total borrowings (Rs. 21,473 Cr)	2%	30%	32%	48%	79%
as a % of total deposits (Rs. 17,095 Cr)	2%	37%	40%	60%	99.6%
Avg. balance (Branch Banking Customers)	71,189	78,910	-	6,59,127	-

## Customer Deposits evolution (Rs. Cr)



## Daily Average Cost of Deposits (%)



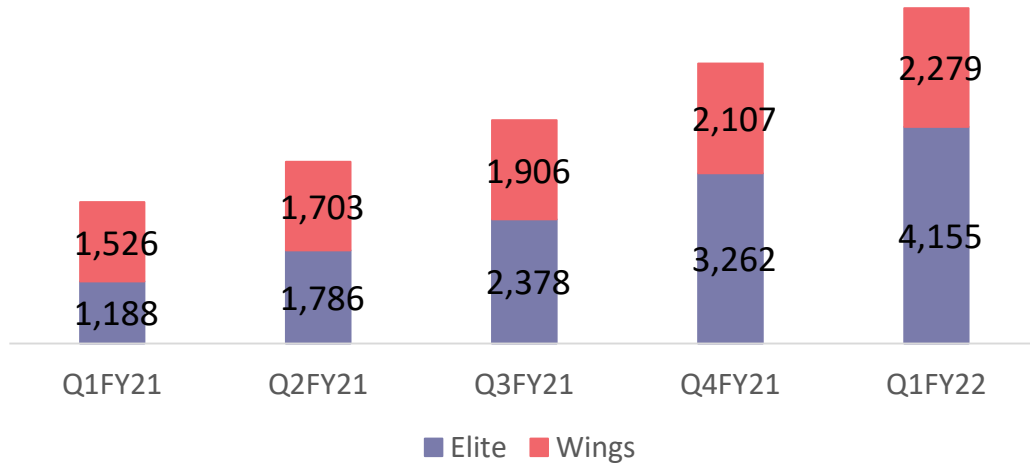
† Cost of Customer Deposits = Interest paid on Customer Deposits as a % of Average Customer Deposits | Customer Deposits = CASA + Term Deposits

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

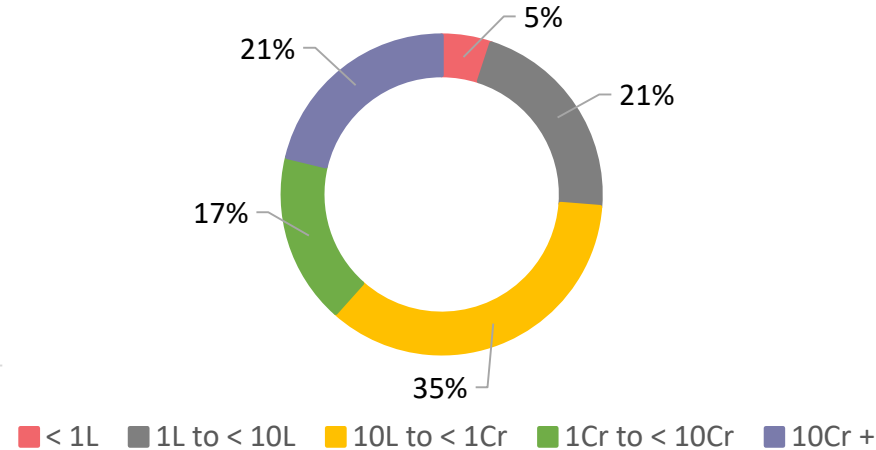
Figures in {} represent CA as a % of CASA

# Customer Deposit Profile

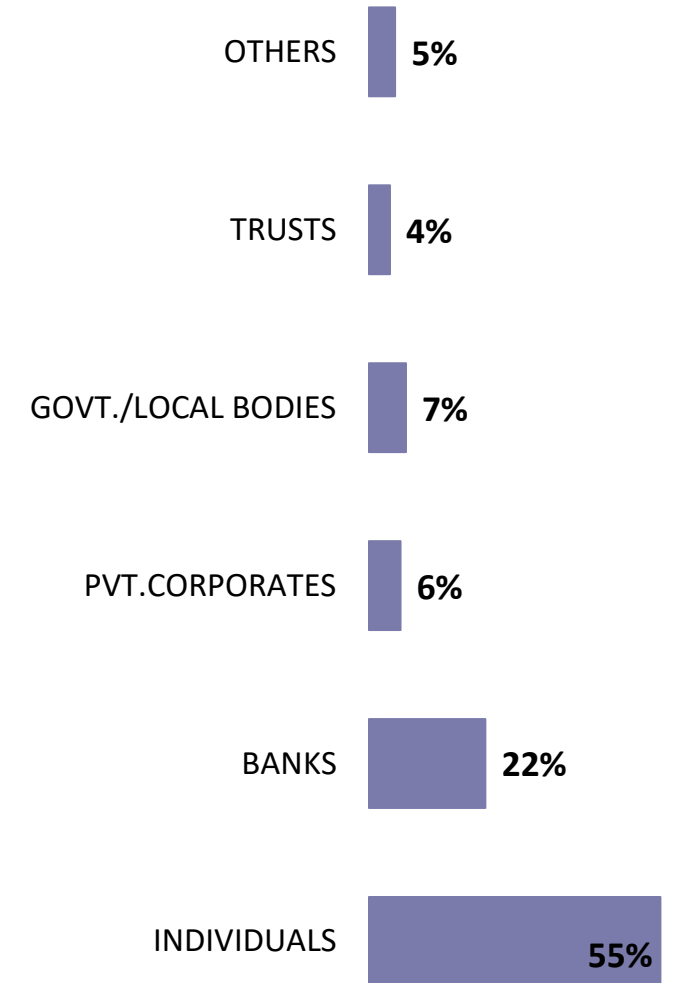
Mass Affluent Customer\* (Deposit in Rs. Cr)



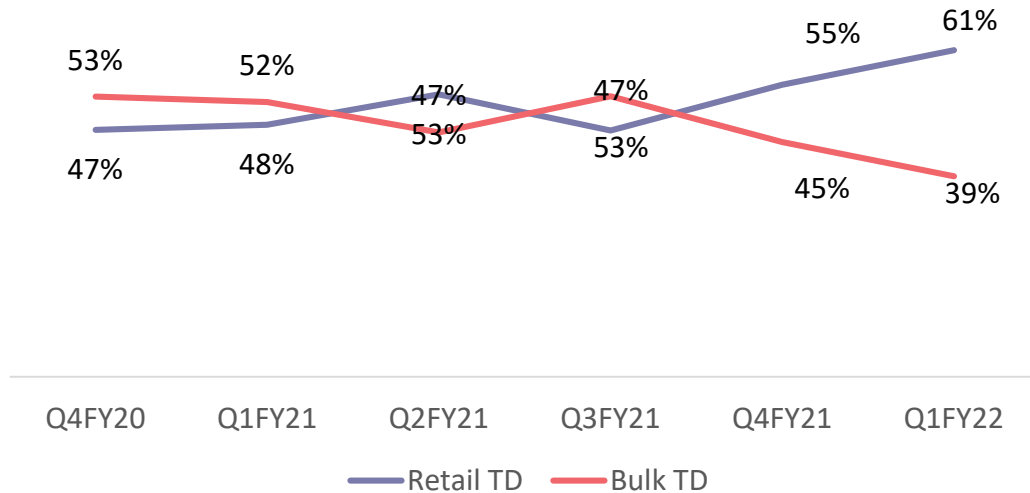
Savings Account Value Slabs



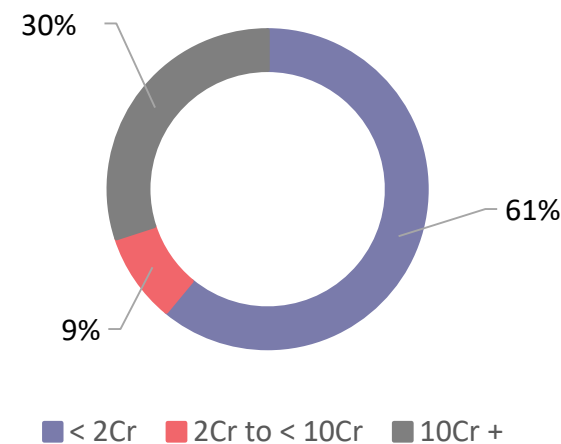
Deposits by Category



Term Deposits (TD) %



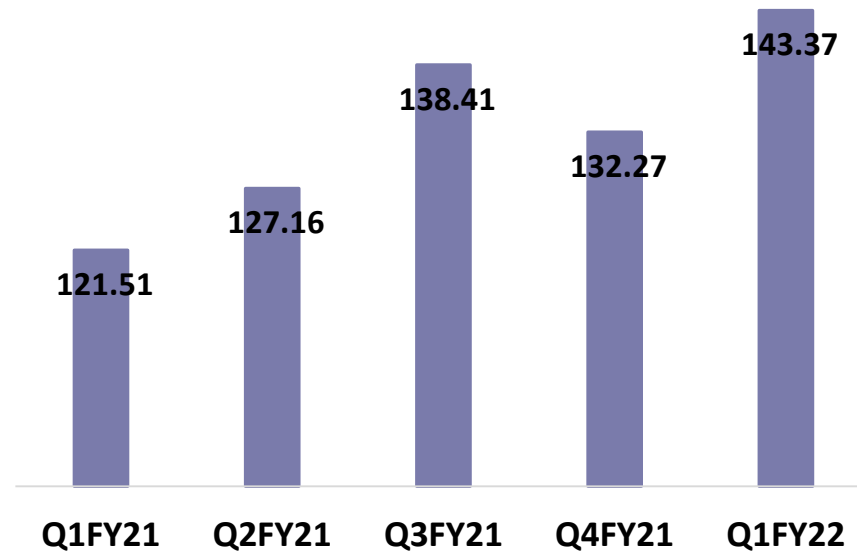
Term Deposits Value Slabs



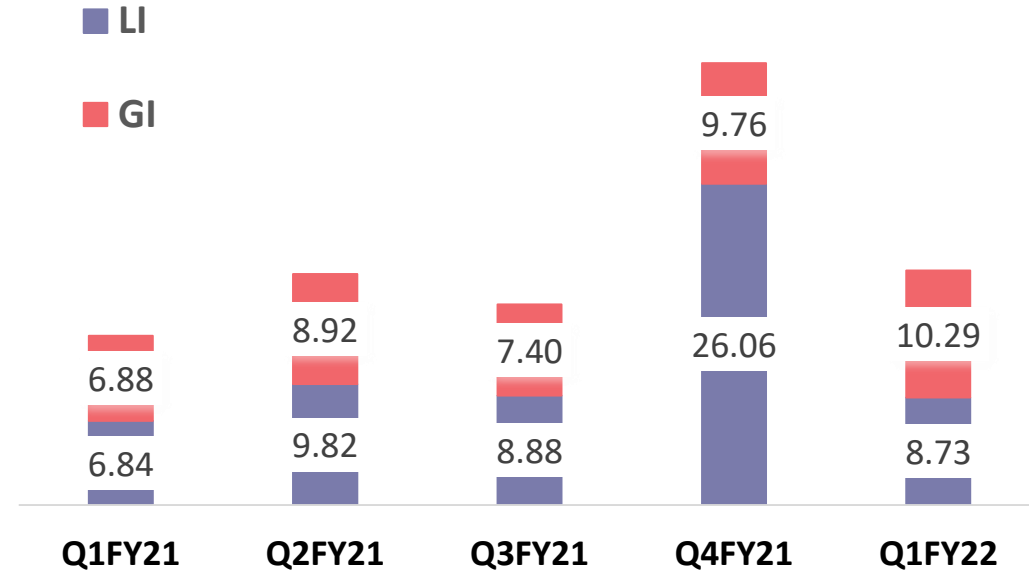
\*CASA and TD balances of Premium (Wings & Elite) CASA account holders | Retail TD as defined by RBI

# Overview of TPP Business

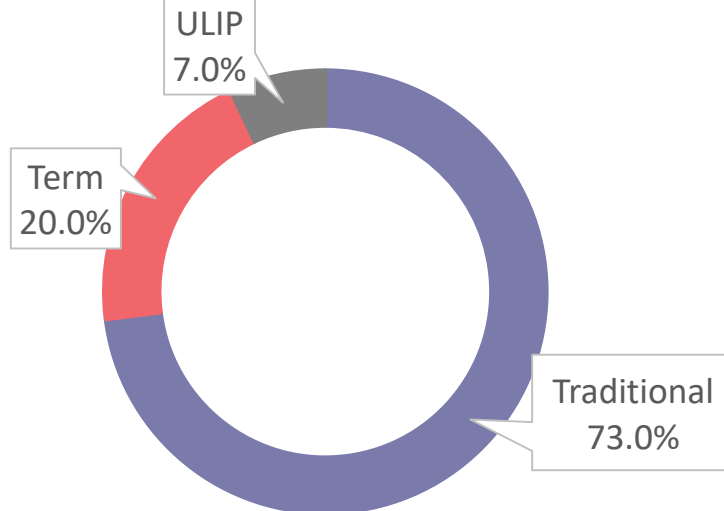
## MF AUM (Rs. Cr)



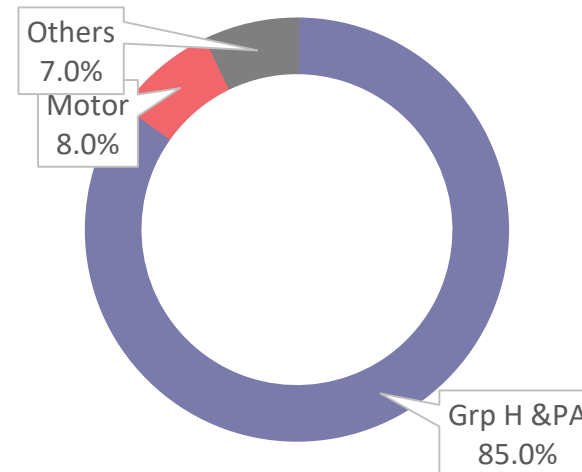
## Premium Collected (Rs. Cr)



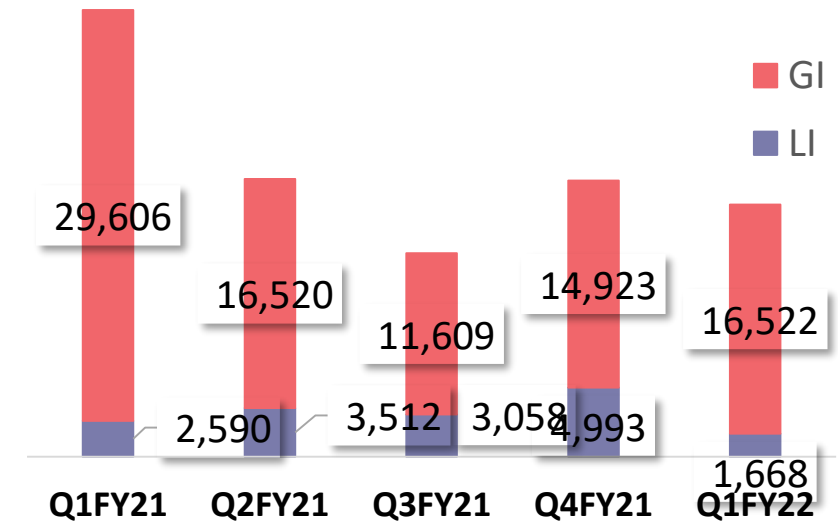
## Life Insurance Policies Sold in Q1FY22



## General Insurance Policies Sold in Q1FY22



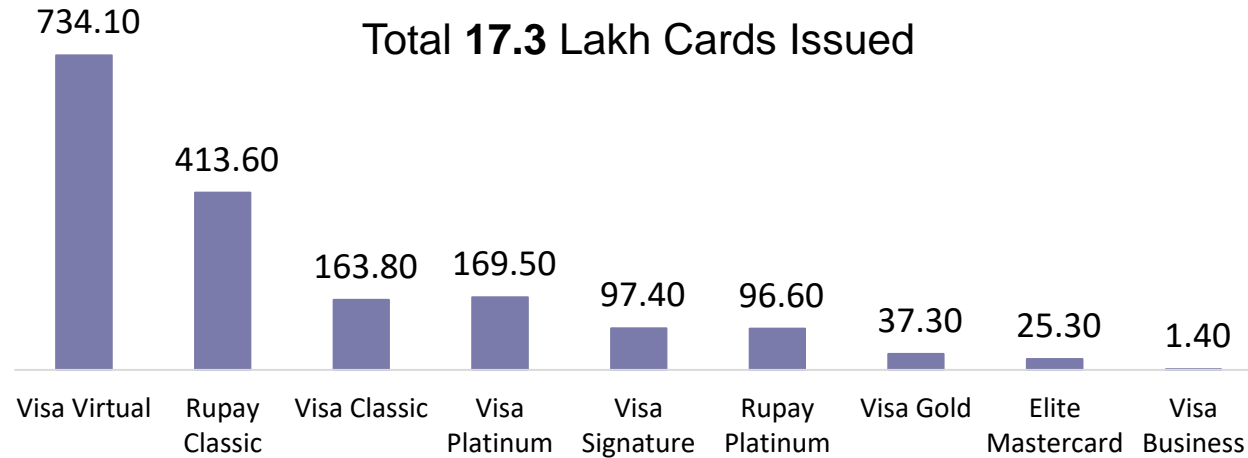
## # Of Policies Issued



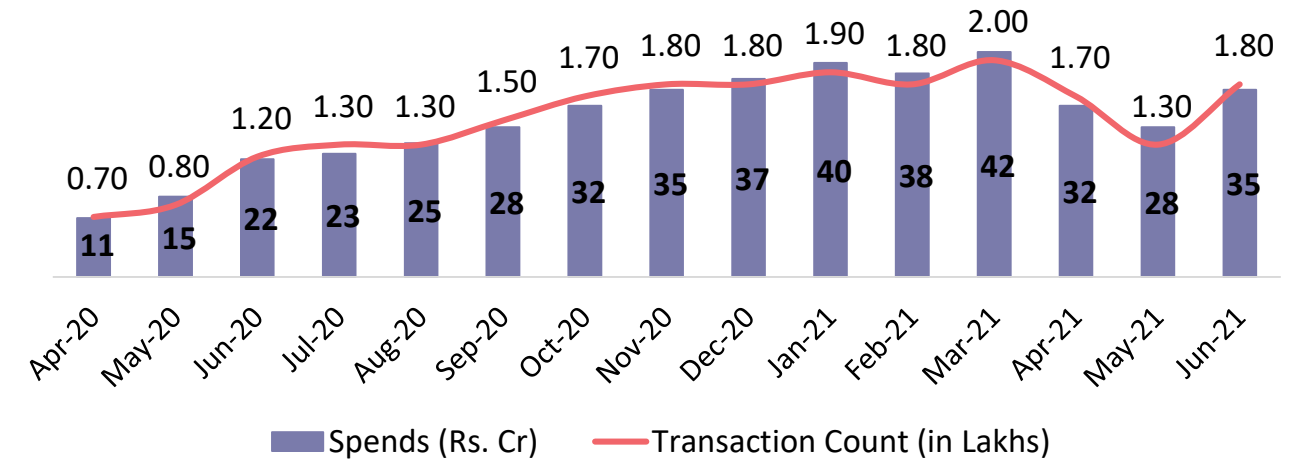
# Debit Card & Spends Snapshot

## Cards Issued

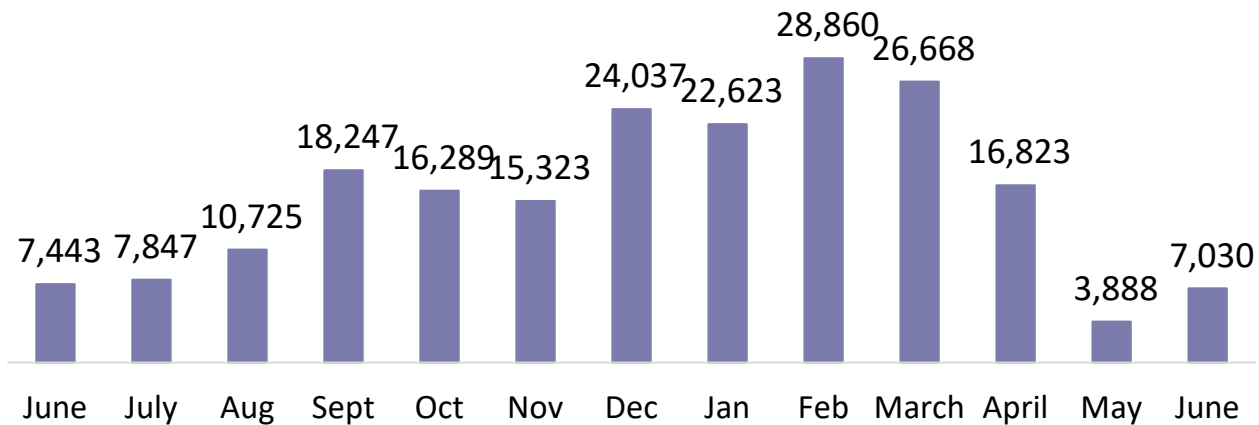
Total **17.3** Lakh Cards Issued



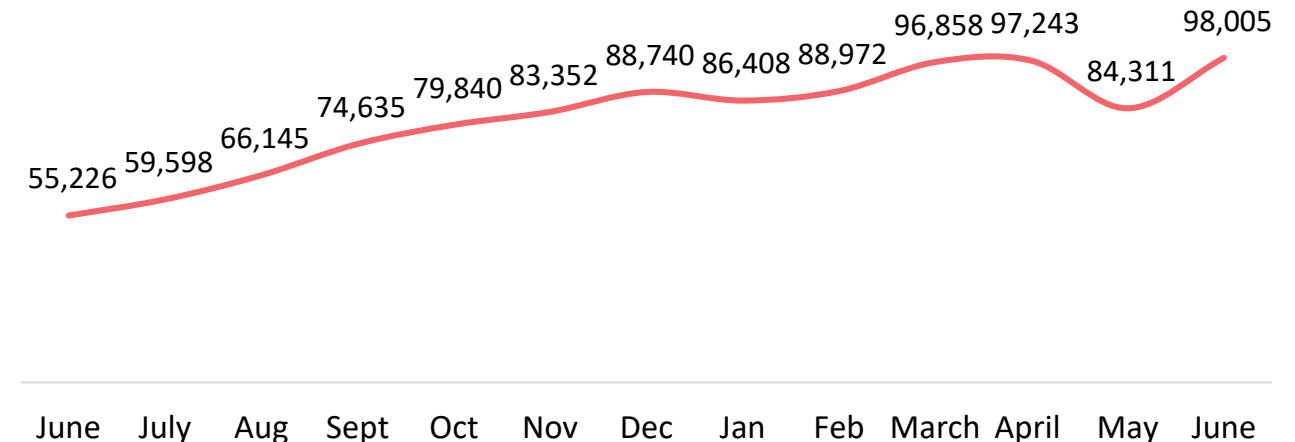
## Debit Card Transaction Trend



## Fastag Issuance



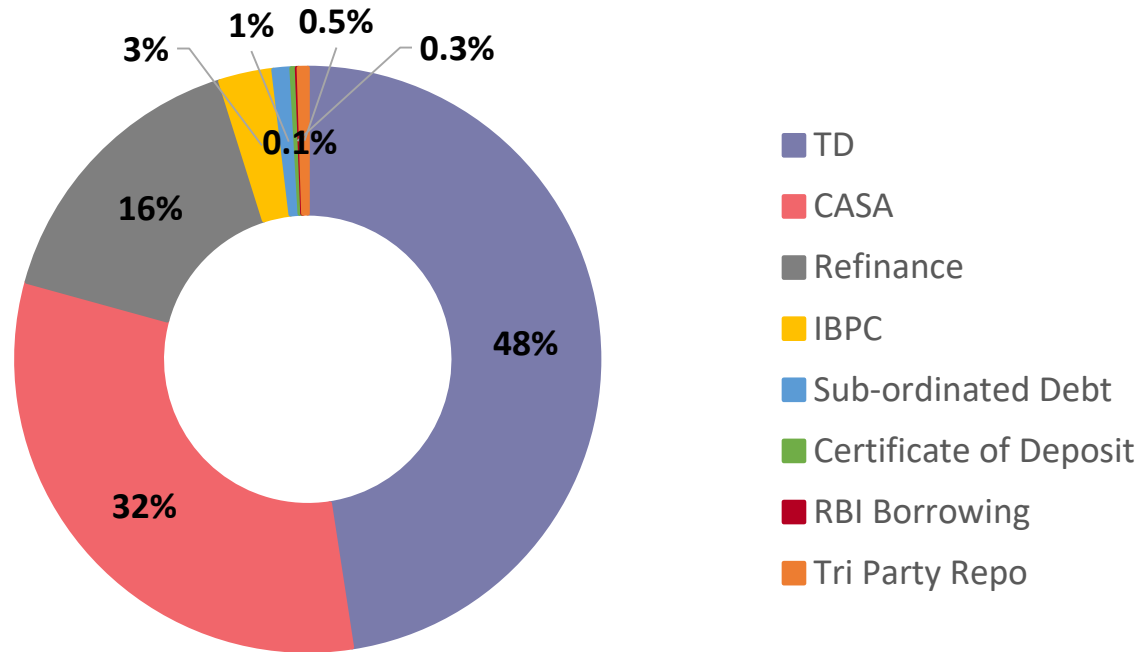
## Unique Card Transactions - ATM





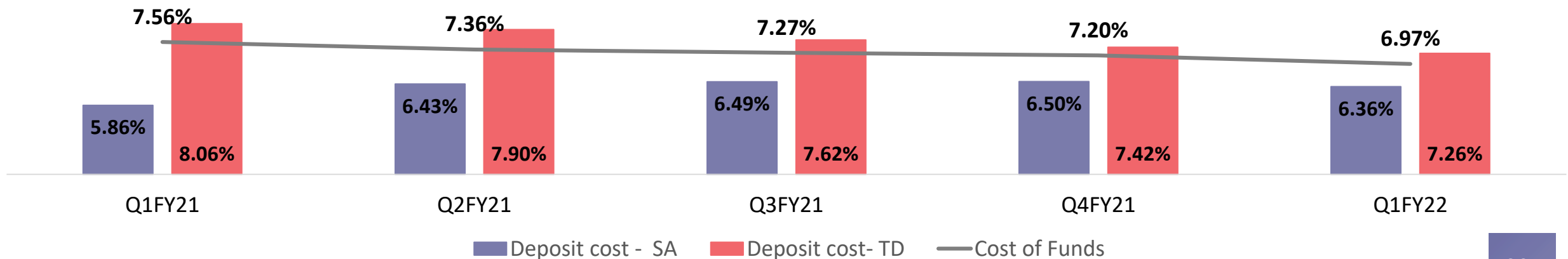
# Funding Profile

As on 30 June 2021



In Rs Cr	March 2021	June 2021
TD	10,705	10,227
Refinance	3,934	3,413
CASA	5,614	6,794
CD	73	74
Sub Debt	220	150
IBPC	700	700
RBI Borrowing	11	15
Tri Party Repo	-	100
<b>Total Borrowings</b>	<b>21,257</b>	<b>21,473</b>

Daily Average Cost of Funds



## Investments

The Bank's total investment portfolio of Rs. 5,787 Crore comprises of SLR and Non-SLR securities as given below:

Category (Rs. Cr)	Book Value
SLR	5,738
Non SLR	49
<b>Total</b>	<b>5,787</b>

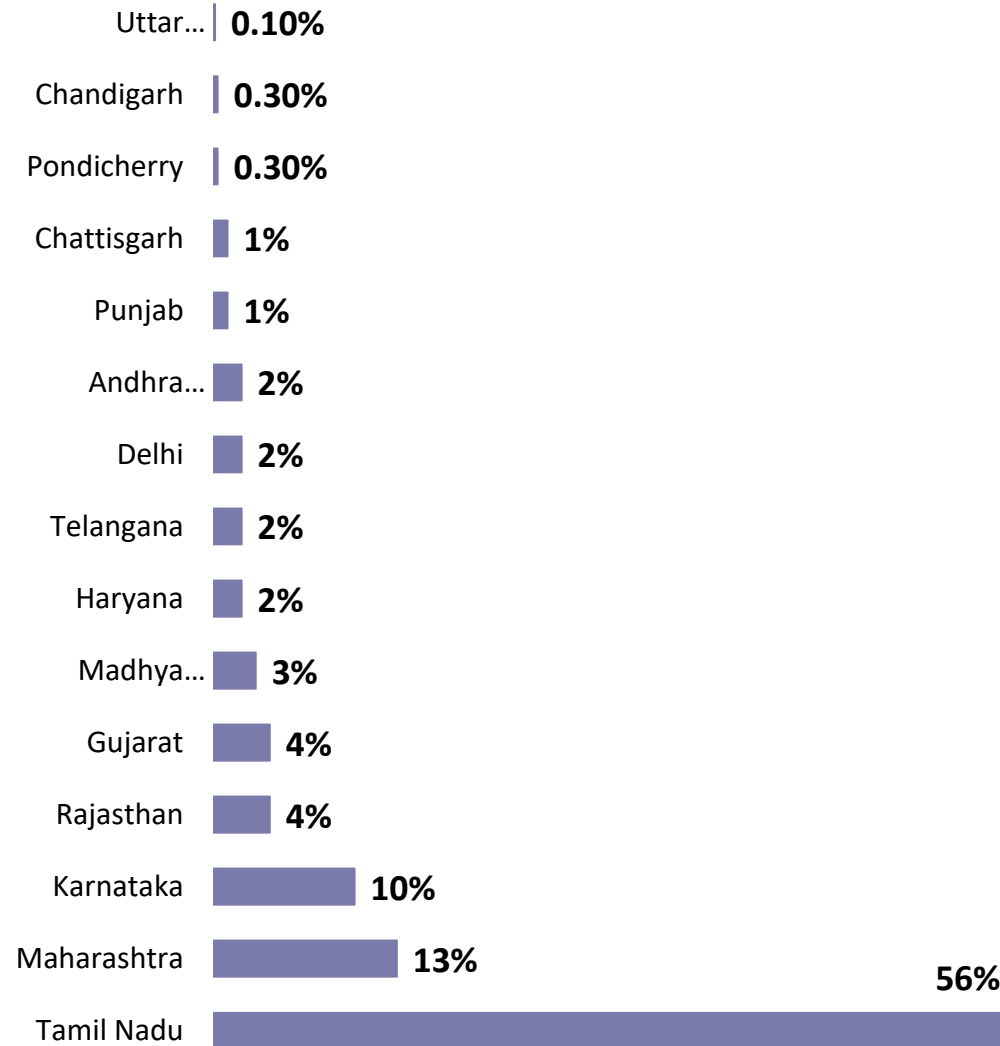
During the quarter, the Bank participated in equity primary market. Profits realised in those equity IPOs amounted to Rs. 0.3 Crore

## Borrowings & Liquidity:

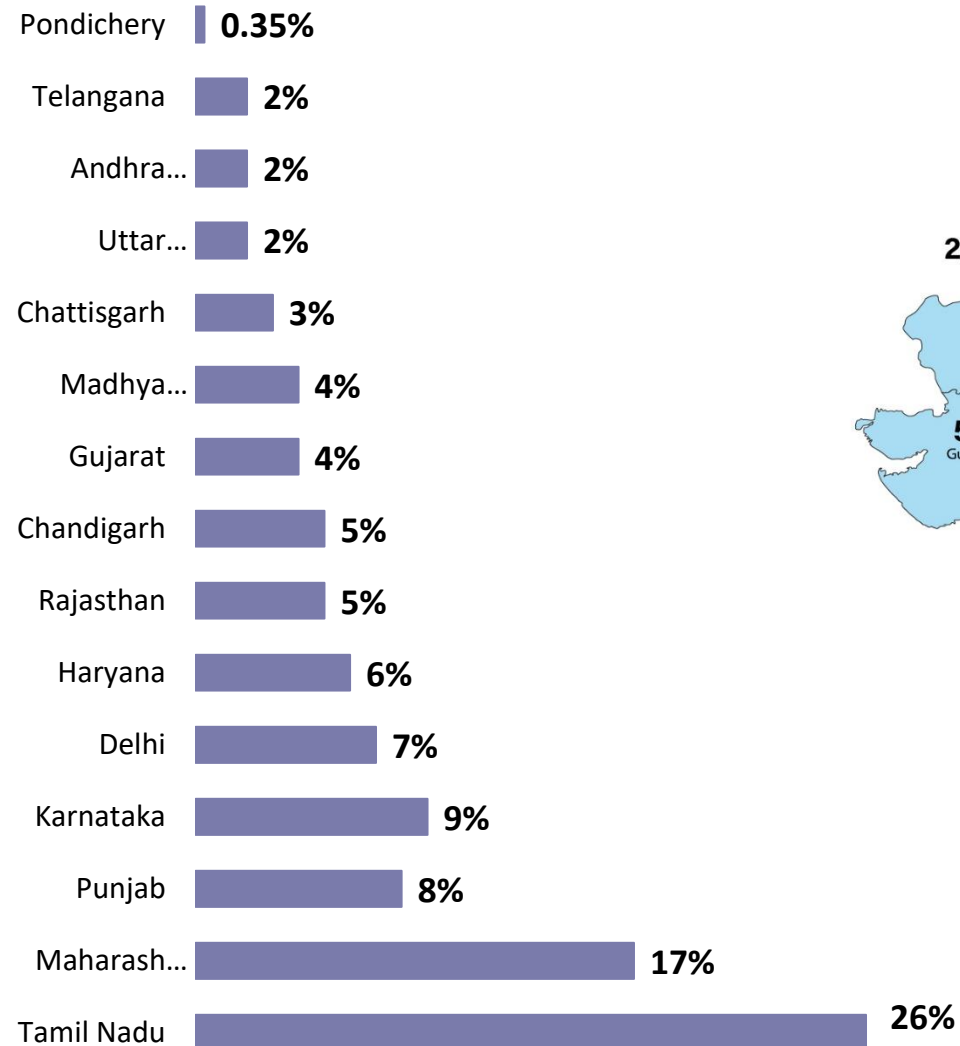
- The Bank's Certificate of Deposit (CD) programme for Rs. 1,000 Crore has highest rating from at CRISIL A1+
- The Bank has adequate room available to avail refinance or raise funds through IBPC (with mix of PSL / Non-PSL) whenever required which provides strong cushion to ALM position of the Bank
- The Bank has currently maintains 'surplus' liquidity in the form of High Quality Liquid Assets (HQLA). Liquidity Coverage Ratio (LCR) as on 30.06.2021 at 165%. With expected increase in disbursements we target a LCR in the range of 120-125%

# Pan India Presence

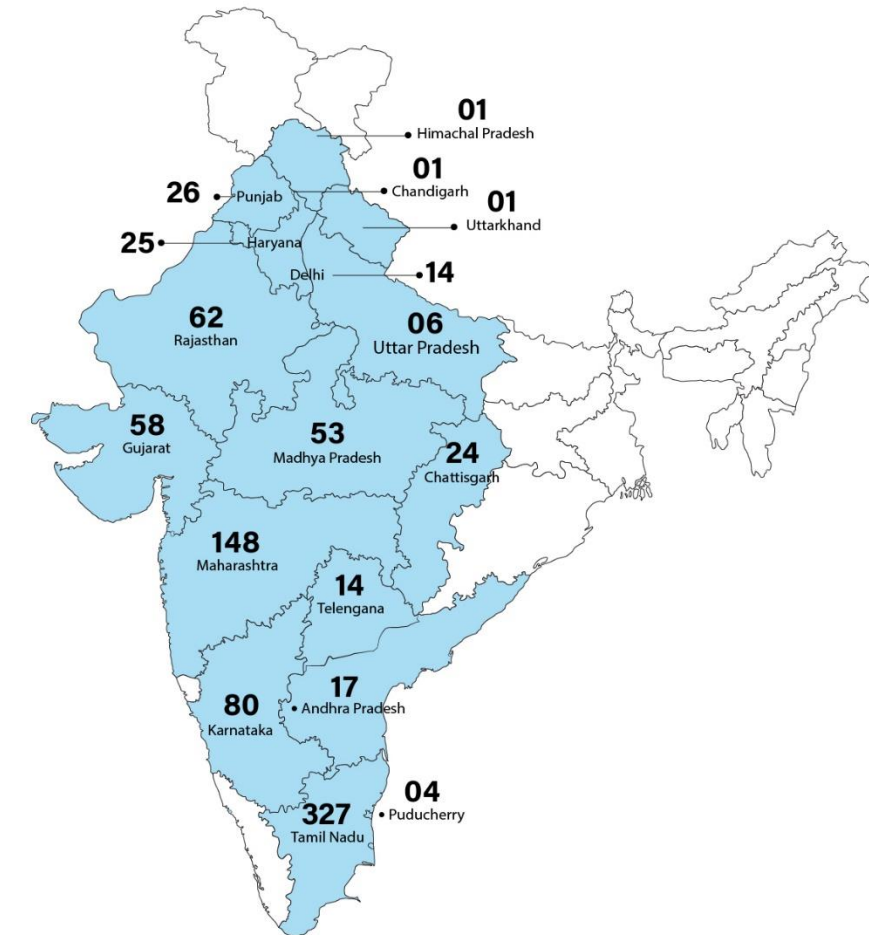
## State Wise Advances



## State Wise Deposits



## Banking Outlets



# Digital Banking

# Digital 2.0

## Digital Banking setup as a separate Business Unit

### Digital Banking Focus Areas

Partnering with  
Neo Banks

Collaboration via  
Fintech Programs

Dedicated Digital  
Banking Sales &  
Relationship Team

Strengthening of  
Digital Channel

Building up of Digital  
Assets

Digital Payments,  
Acquiring & Prepaid

Digital Financial  
Inclusion through  
Business  
Correspondents

Developing Digital  
Transaction Banking

### Digital Transformation & Digital Garages

(internal digitization projects, digital journey, process enhancements etc.)





**NOW  
OPEN  
YOUR  
ACCOUNT IN** **5** minutes.

**7\***  
**%**

Interest rate (For  
balances above Rs. 1  
lakh and upto Rs. 1 crs)

**0** ₹

No Minimum Balance



Virtual Debit Card

**Open Selfe Savings**

## Equitas Selfe

No of Accounts Acquired in Q1FY22

**2.18 Lacs**

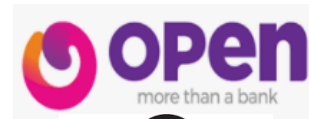
### Digital Channels and Transformation

- Enabled BBPS based collections for Retail Loans
- Integrated UPI payments for Greater Chennai Corporation
- Enabled Micro Finance Loan Collections through UPI

# Digital Banking – Partnerships

## NeoBanking

- **NiyoX Program:**
  - 2.8 lac Accounts Opened
  - CASA Balance of ~Rs. 112 Crs
- **Groww**
  - 1,700+ FDs with balance of ~Rs. 8 Crs
- **Programs under integration:**
  - BankOpen
  - Google Spot via Setu
  - Rupeezen
  - Moneytap / Freo
  - Avail Finance



## Prepaid Engagements

- Over 1.8 lakh cards in circulation
- 17 lacs+ Transactions
- 1600 Crs+ transactions value processed
- **Programs under integration:**
  - BankIT
  - Neokred
  - PAX India



## Digital Payments and Acquisitions

- **NETC - FASTag**
  - Launched India's 1st FASTag enabled truck terminal at Khalapur for 100% contactless & safe payments solution
  - 27,745 FASTags issued
  - 105 Crs+ transaction value processed
- **Micro-ATM**
  - 1.2 Cr+ transactions
  - 4,388 Crs+ transaction value processed
  - Monthly cash-out of 1,000 Crs+
- **Programs under integration:**
  - Datala Toll Plaza
  - Yelgaon Toll Plaza



# Financials

# Balance Sheet

Particulars (in Rs Cr)	June-22	June-21	YoY%	Mar-21	QoQ%
<b>Capital &amp; Liabilities</b>					
Capital	1,142	1,053	8%	1,139	-
Reserves & Surplus	2,274	1,748	30%	2,257	1%
Networth	3,416	2,802	22%	3,396	1%
Deposits	17,095	11,787	45%	16,392	4%
Borrowings	3,678	5,526	-33%	4,165	-12%
Other Liabilities & Provision	837	742	8%	762	10%
<b>Total</b>	<b>25,027</b>	<b>20,856</b>	<b>20%</b>	<b>24,715</b>	<b>1%</b>
<b>Assets</b>					
Cash and Balances With Reserve Bank of India	601	429	40%	515	17%
Balances With Banks and Money At Call and Short Notice	1,082	1,497	-28%	2,864	-62%
Investments	5,787	3,479	66%	3,705	56%
Advances	16,719	14,370	16%	16,848	-1%
Fixed Assets	170	198	-14%	185	-8%
Other Assets	668	883	-26%	598	12%
<b>Total</b>	<b>25,027</b>	<b>20,856</b>	<b>20%</b>	<b>24,715</b>	<b>1%</b>
<b>AUM [On Book + Off Book]</b>	<b>17,837</b>	<b>15,573</b>	<b>15%</b>	<b>17,925</b>	<b>-</b>

# Profit & Loss Statement

Particulars (in Rs Cr)	Q1FY22	Q1FY21	YoY%	Q4FY21	QoQ%
Interest Income from Loans	742	662	12%	736	1%
Income on Investments	57	44	30%	59	-3%
Interest on balances with Reserve Bank of India and other inter bank funds	20	16	25%	23	-13%
<b>Total Interest Income</b>	<b>819</b>	<b>721</b>	<b>14%</b>	<b>818</b>	<b>-</b>
Finance Cost					
Interest on deposits	278	209	33%	275	1%
Interest on RBI / inter-bank borrowings	1	4	-75%	1	-
Other interest	79	104	-24%	94	-16%
<b>Total Finance Cost</b>	<b>358</b>	<b>317</b>	<b>13%</b>	<b>370</b>	<b>-3%</b>
<b>Net Interest Income</b>	<b>461</b>	<b>404</b>	<b>14%</b>	<b>449</b>	<b>3%</b>
Other Income					
Processing and Other Fees	27	11	145%	61	-56%
Interest on Securitization / Assignment	1	-	-	-	-
PSLC Fee Income	-	-	-	45	-
Gain on Sale of G-Secs	16	4	300%	2	700%
ATM Acquirer Fee Income & TPP Income	5	10	-50%	15	-67%
Others	55	4	1275%	55	-
<b>Total Other Income</b>	<b>104</b>	<b>30</b>	<b>247%</b>	<b>178</b>	<b>-42%</b>

# Profit & Loss Statement

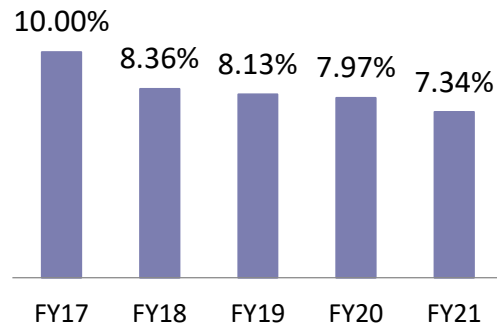
Particulars (in Rs Cr)	Q1FY22	Q1FY21	YoY%	Q4FY21	QoQ%
<b>Net Income</b>	<b>565</b>	<b>434</b>	<b>30%</b>	<b>627</b>	<b>-10%</b>
Employee Cost	222	194	14%	204	9%
Opex	180	98	85%	173	3%
<b>Total Operating Expenditure</b>	<b>400</b>	<b>292</b>	<b>37%</b>	<b>377</b>	<b>6%</b>
<b>PBT before provision &amp; Write-off</b>	<b>164</b>	<b>142</b>	<b>15%</b>	<b>250</b>	<b>-34%</b>
Credit Cost	150	68	121%	97	55%
<b>PBT</b>	<b>14</b>	<b>74</b>	<b>-81%</b>	<b>153</b>	<b>-91%</b>
Taxes	2	16	-88%	40	-95%
<b>PAT</b>	<b>12</b>	<b>58</b>	<b>-79%</b>	<b>113</b>	<b>-89%</b>



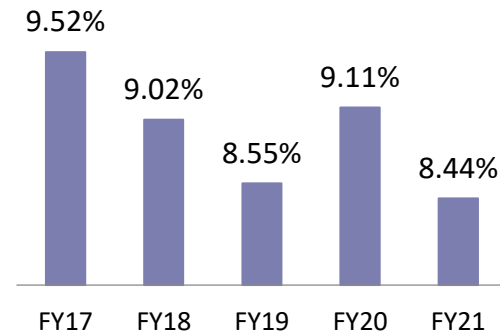
# Financial Performance – Yearly trends

# Key Ratios

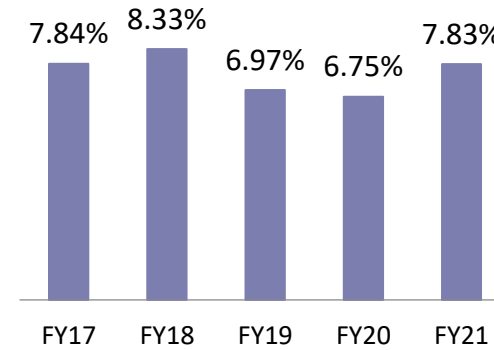
## Cost of Funds



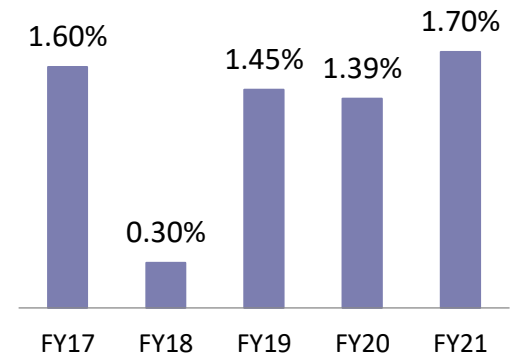
## Net Interest Margin (NIM)



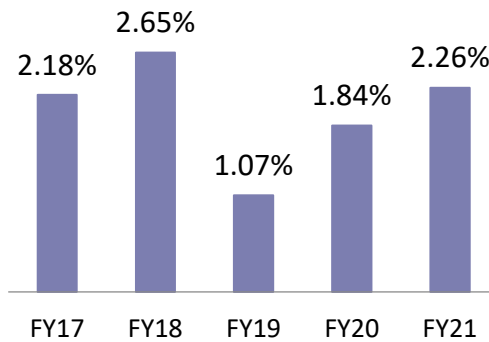
## Cost to Assets



## RoA

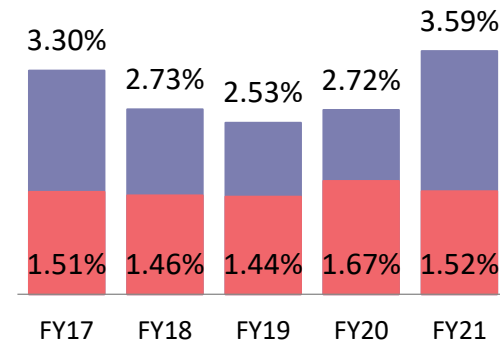


## Credit Cost

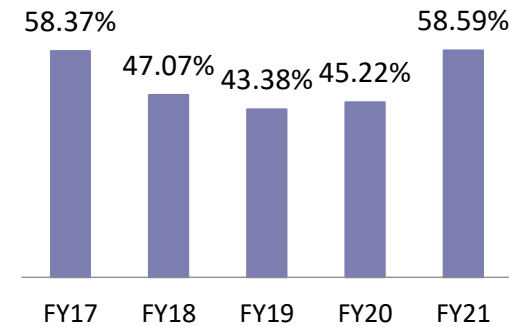


## GNPA & NNPA

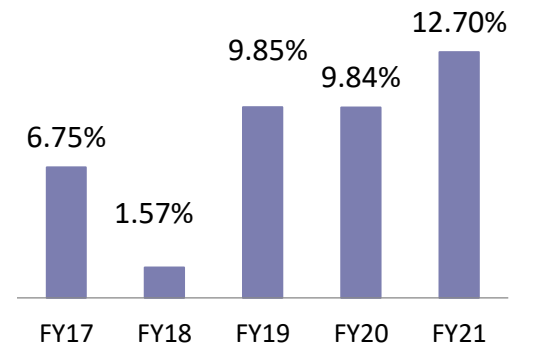
■ GNPA ■ NNPA



## Provision Coverage Ratio



## RoE



# Thank You

## **Investor Relations**

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