

# Q1FY22 Investor Presentation



# Disclaimer

## **Disclaimer:**

The information in this document, including facts and figures, is being provided by Equitas Small Finance Bank Limited (the “Bank”) for informational purposes only and could be subject to change without notice. The information has also not been independently verified. No representation or warranty, express implied, is made as to the accuracy, completeness or fairness of the presentation and the information contained herein and no reliance should be placed on such information. The Bank or any other parties whose name appears herein shall not be liable for any statements made herein or any event or circumstances arising therefrom.

This presentation or any part of it or the fact of its, form the basis of, or be relied on in connection with, any contract or commitment therefore. This document has not been and will not be reviewed or approved by any statutory or regulatory authority in India or any other jurisdiction or by any stock exchanges in India or elsewhere. This document and the contents hereof are restricted for only the intended recipient(s). This document and the contents hereof should not be (forwarded or delivered or transmitted in any manner whatsoever, to any other person, other than the intended recipients(s) or reproduced in any manner whatsoever. Any forwarding, distribution or reproducing of this document in whole or in part is unauthorized.

## **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.

# Table of Contents



**01**

**KEY HIGHLIGHTS**

**PAGE 09**

**02**

**FINANCIAL PERFORMANCE**

**PAGE 14**

**03**

**ADVANCES**

**PAGE 18**

**04**

**LIABILITIES & BRANCH BANKING**

**PAGE 25**

**05**

**DIGITAL BANKING**

**PAGE 34**

**06**

**FINANCIALS**

**PAGE 37**

# 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

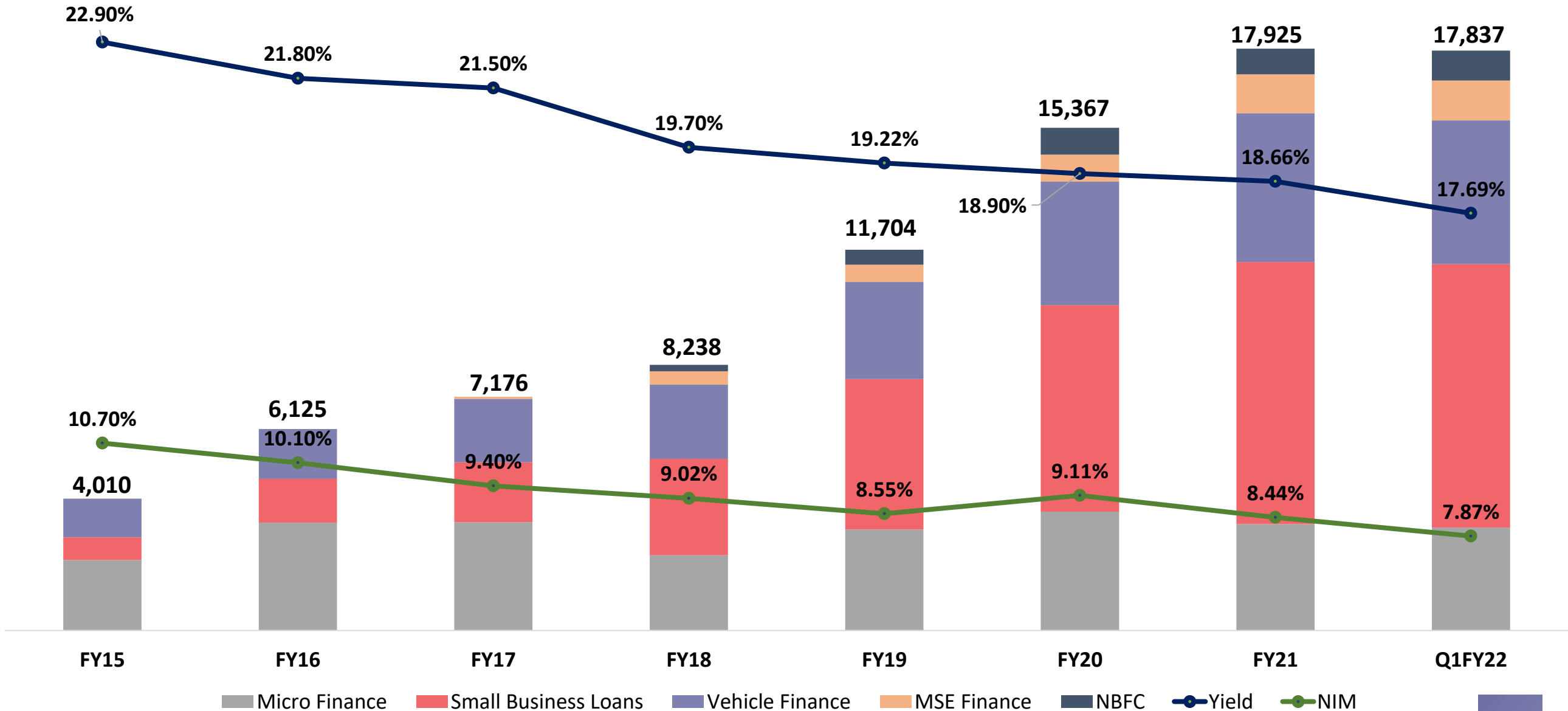
Major Products (Rs. Cr)	Average Monthly Disbursement Q4FY21	Average Monthly Disbursement Q1FY22	July 2021 (Expected)
Small Business Loan	320	105	325
Vehicle Finance	241	59	250
Micro Finance	218	131	250

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>

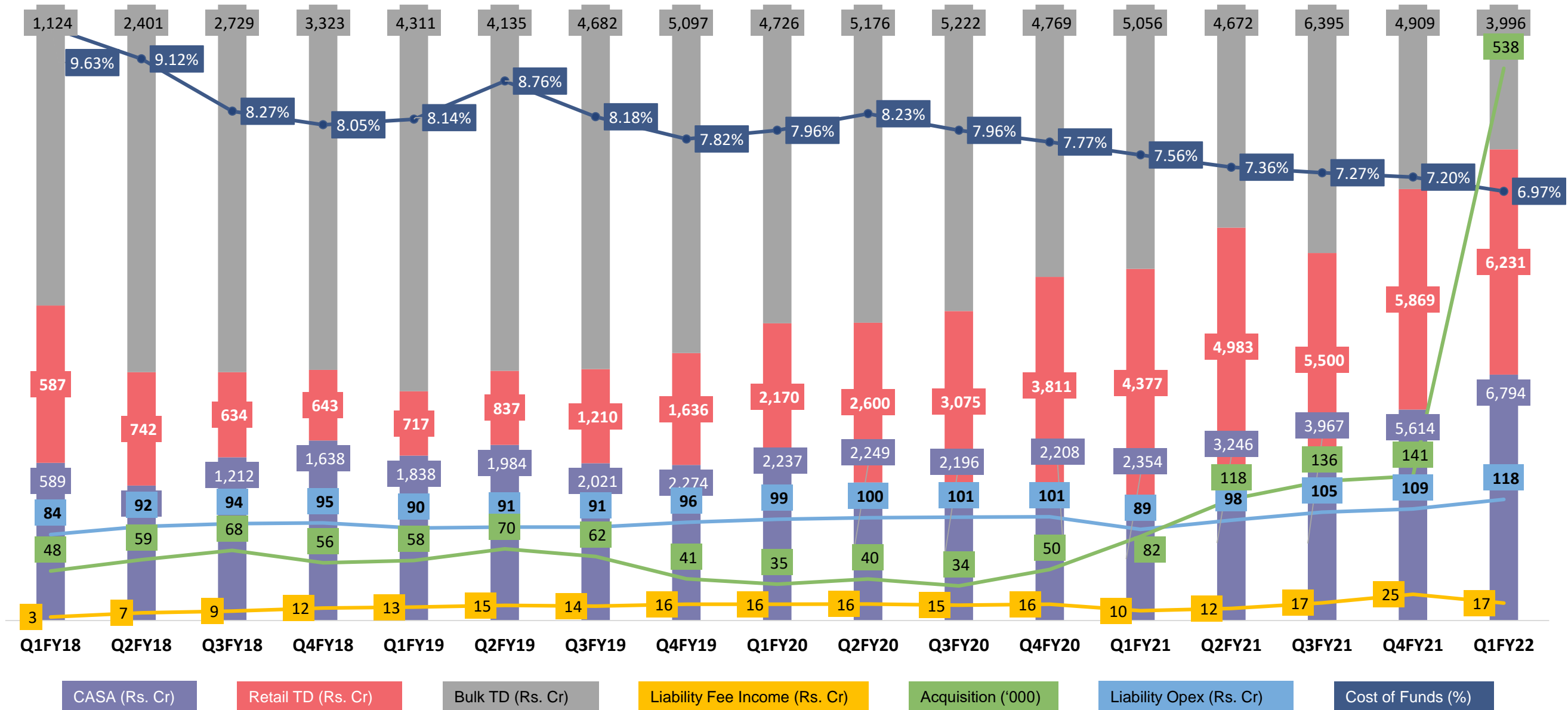
X Bucket Collection Efficiency	March 2021	April 2021	May 2021	June 2021
Small Business Loans	99.60%	97.82%	84.14%	96.15%
Vehicle Finance	98.85%	86.92%	78.56%	91.58%
Micro Finance	98.70%	96.00%	68.94%	73.97%

# 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



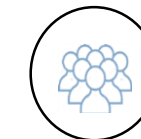
**Total Deposits: 48% YoY**  
Rs. 17,095 Cr [Rs. 11,787 Cr]



**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

# Highlights

## **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:

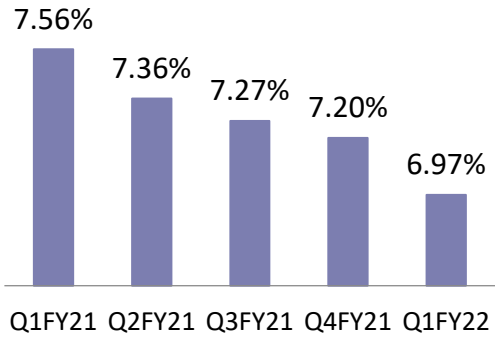
- The Bank's Certificate of Deposit (CD) programme for Rs. 1,000 Crore has highest rating from at CRISIL A1+
- The Bank has currently maintains 'surplus' liquidity in the form of High Quality Liquid Assets (HQLA). Liquidity Coverage Ratio (LCR) as on 30.06.2021 at 165%. With expected increase in disbursements 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

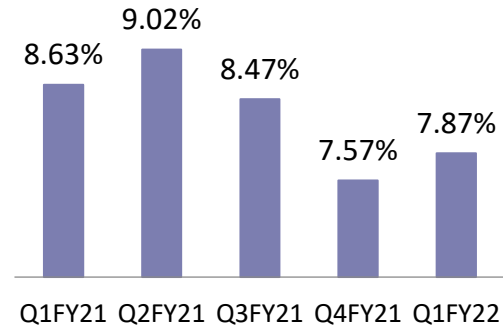
# Financial Performance – Quarterly trends

# Key Ratios

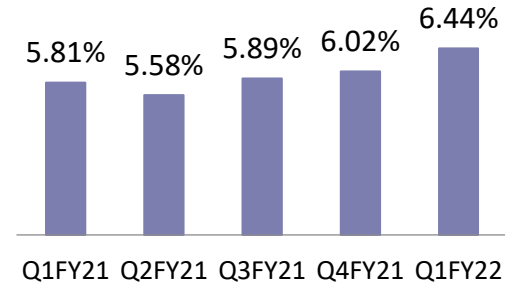
## Cost of Funds



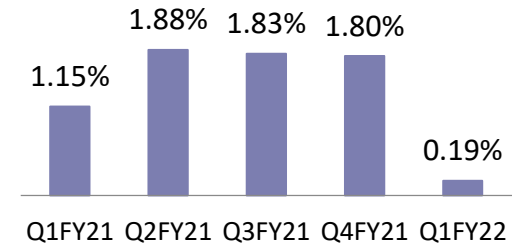
## Net Interest Margin (NIM)



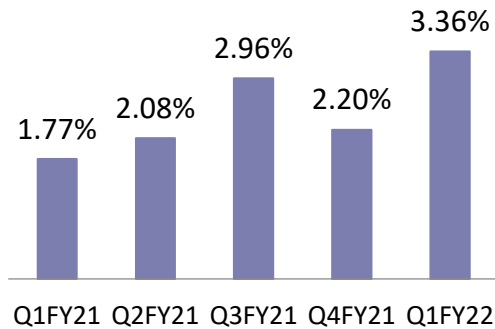
## Cost to Assets



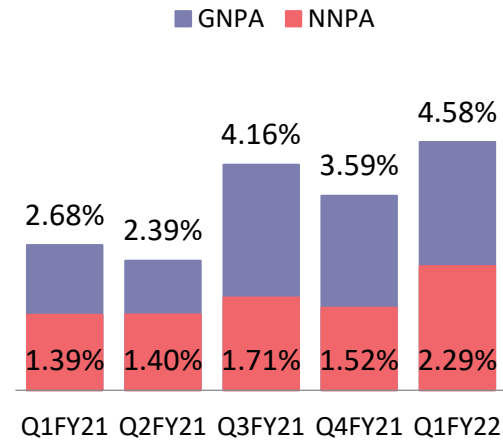
## RoA



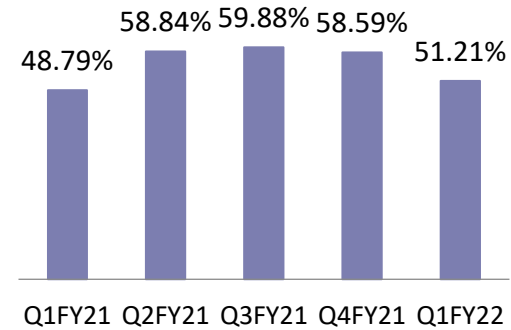
## Credit Cost



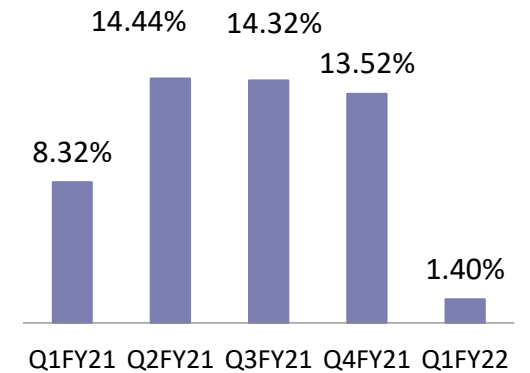
## GNPA & NNPA



## Provision Coverage Ratio

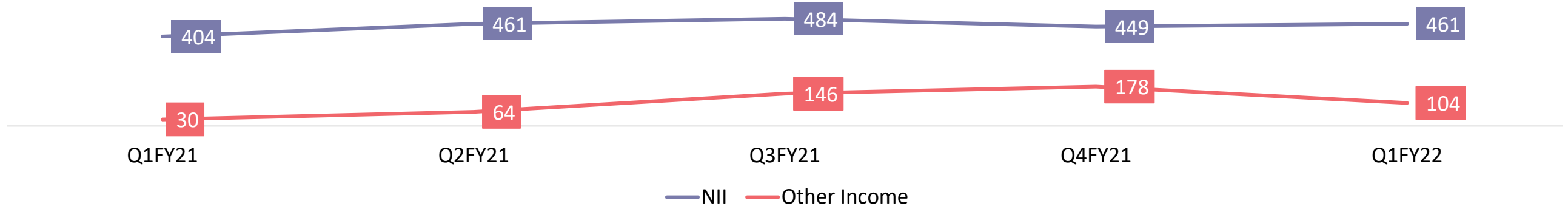


## RoE

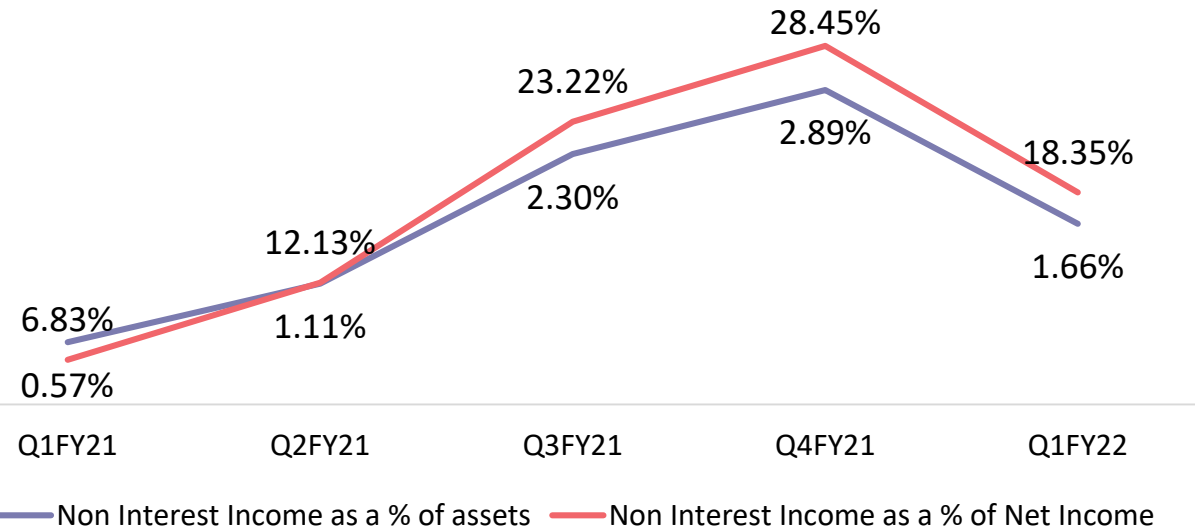


# Income Evolution

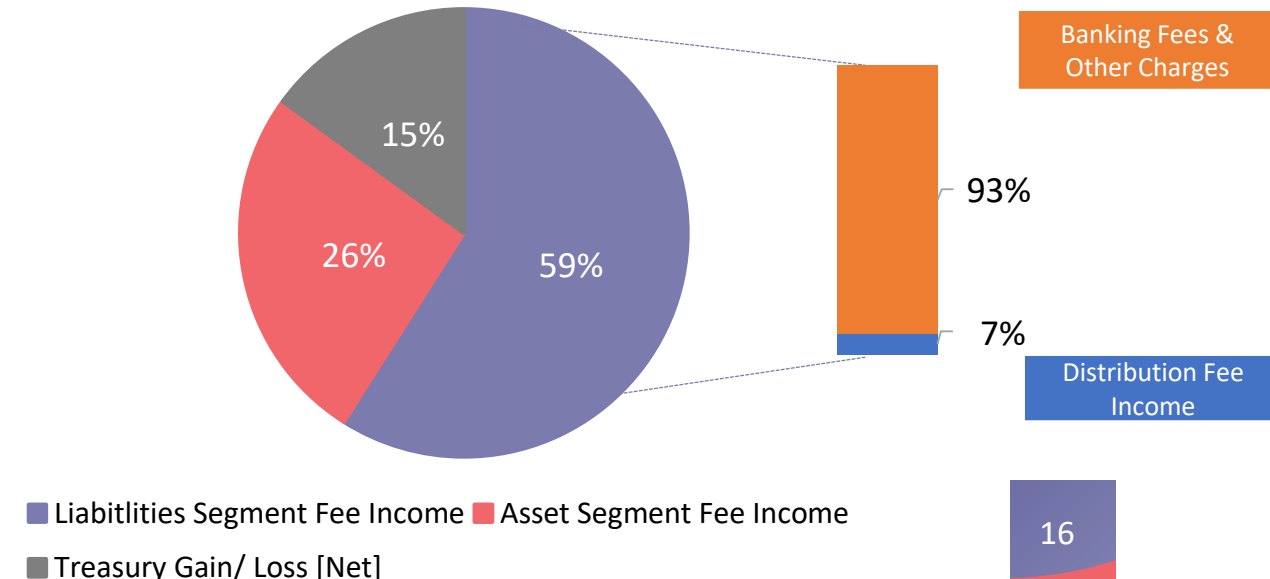
## Net income evolution (in Rs. Cr)



## Non-interest income \* evolution



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



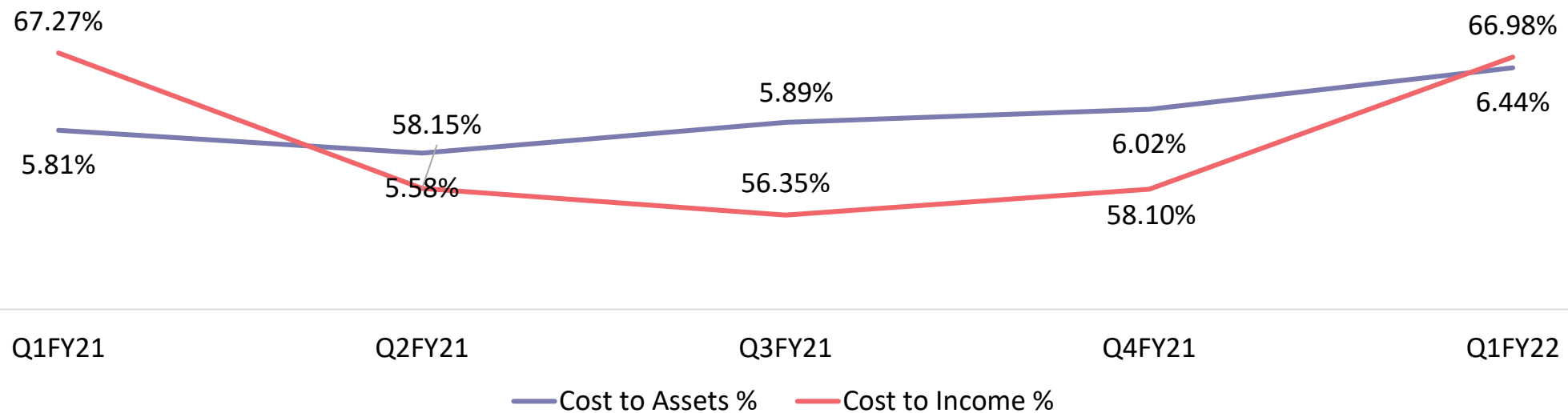
\* Non Interest Income = Other income + PSLC fee income | Net Income is NII + Other Income + PSLC



# 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

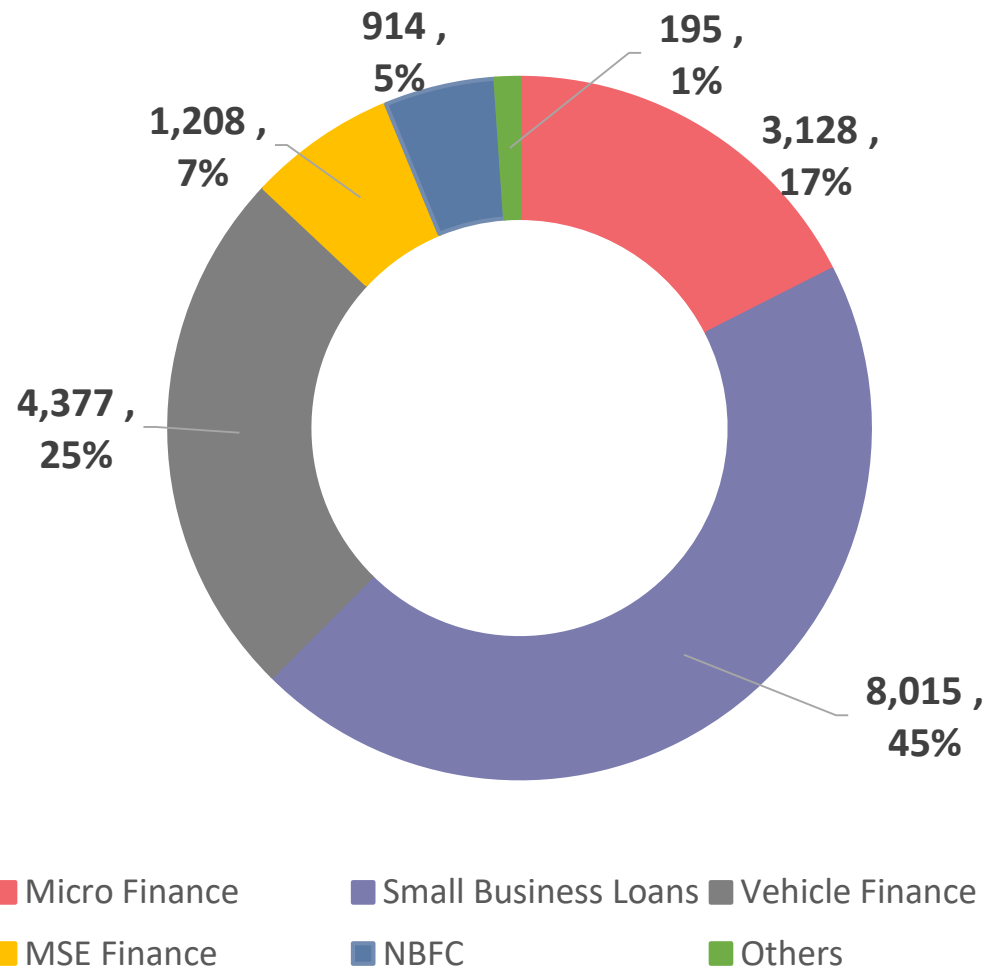


Cost to income (%) Opex / Net Income [ Total Income- Finance Cost] Cost to assets (%) – Opex/ Total Assets

^ 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

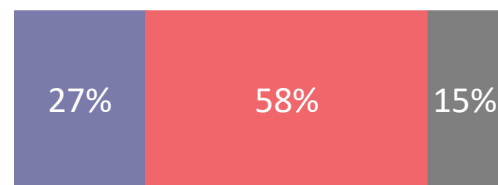
Rs Cr	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY22
Micro Finance	3,618	3,641	3,491	3,236	3,128
<b>Small Business and Home Loans</b>	<b>6,484</b>	<b>7,052</b>	<b>7,496</b>	<b>7,971</b>	<b>8,015</b>
Small Business Loans	5,152	5,580	5,890	6,227	6,227
Housing Finance	629	715	834	959	1,017
Agri Loans	703	757	772	785	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

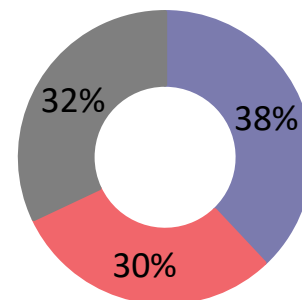
Product Segment	Number of Live Loans	ATS @ Disbursement (Lacs)	ATS @ Portfolio (Lacs)	GNPA (%)	PCR (%)
Micro Finance	17,26,634	0.38	0.18	6.60%	56.87%
Small Business Loans (Incl. HF)	2,33,342	5.69	3.43	3.49%	38.33%
Vehicle Finance	1,35,401	4.25	3.23	4.26%	54.53%
MSE Finance	1,730	78.74	69.84	6.02%	19.48%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

**NBFC Exposure Mix**



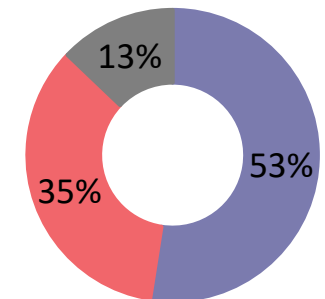
■ MFI ■ AFC ■ HFC

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



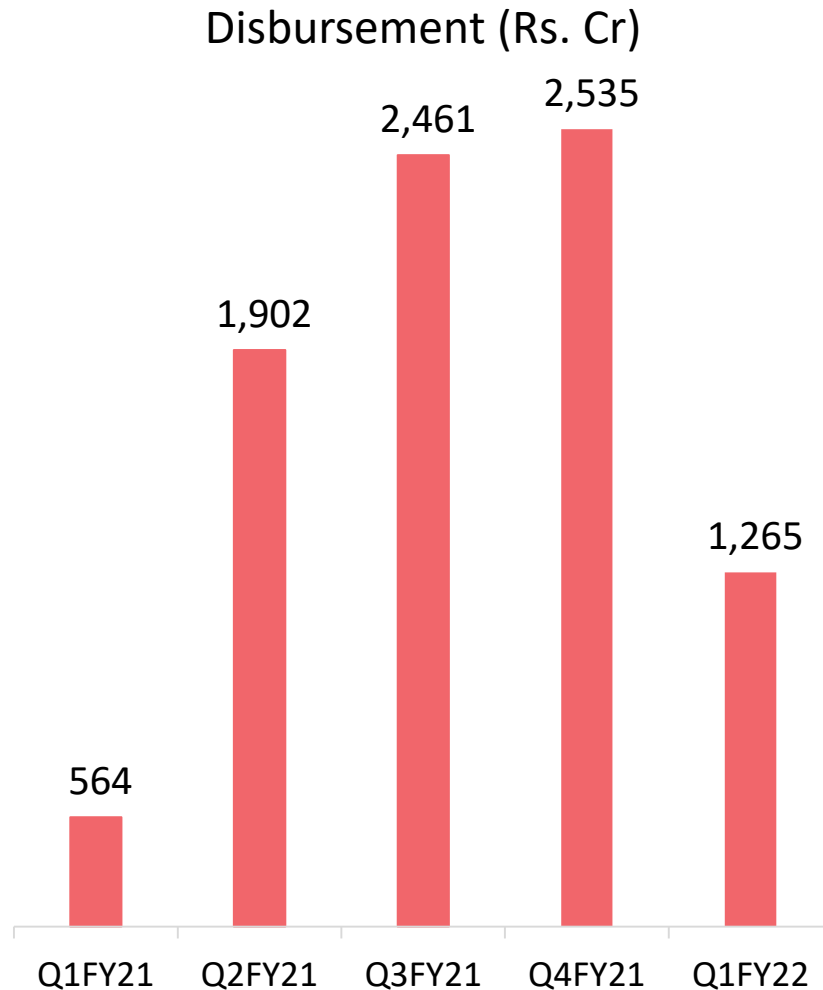
■ Less than Rs.5 lakhs  
 ■ Rs. 5 to Rs. 10 lakhs  
 ■ Above Rs. 10 lakhs

**Vehicle Finance *Ticket Size Split***



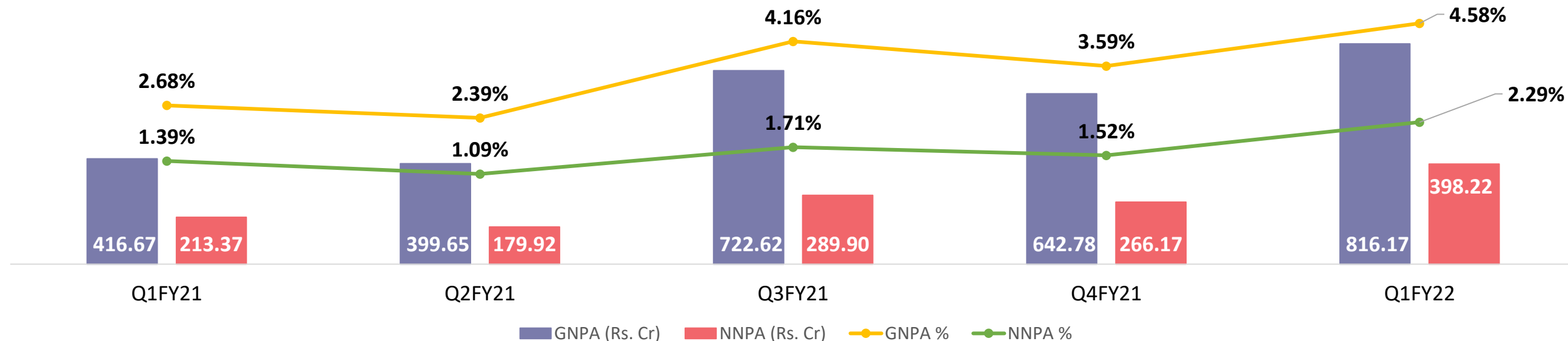
■ Less than Rs.5 lakhs  
 ■ Rs. 5 to Rs. 10 lakhs  
 ■ Above Rs. 10 lakhs

# Disbursements Product Wise



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

Product Segments	Collection Efficiency				Billing Efficiency			
	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



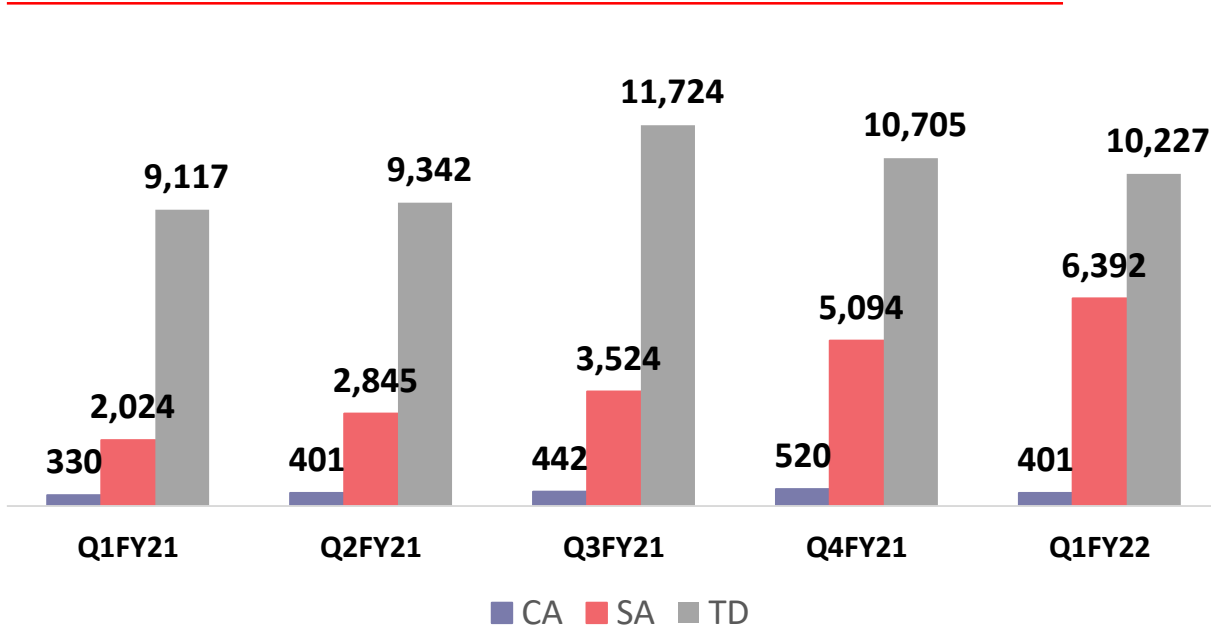
# Liabilities & Branch Banking

# Customer Deposits Evolution

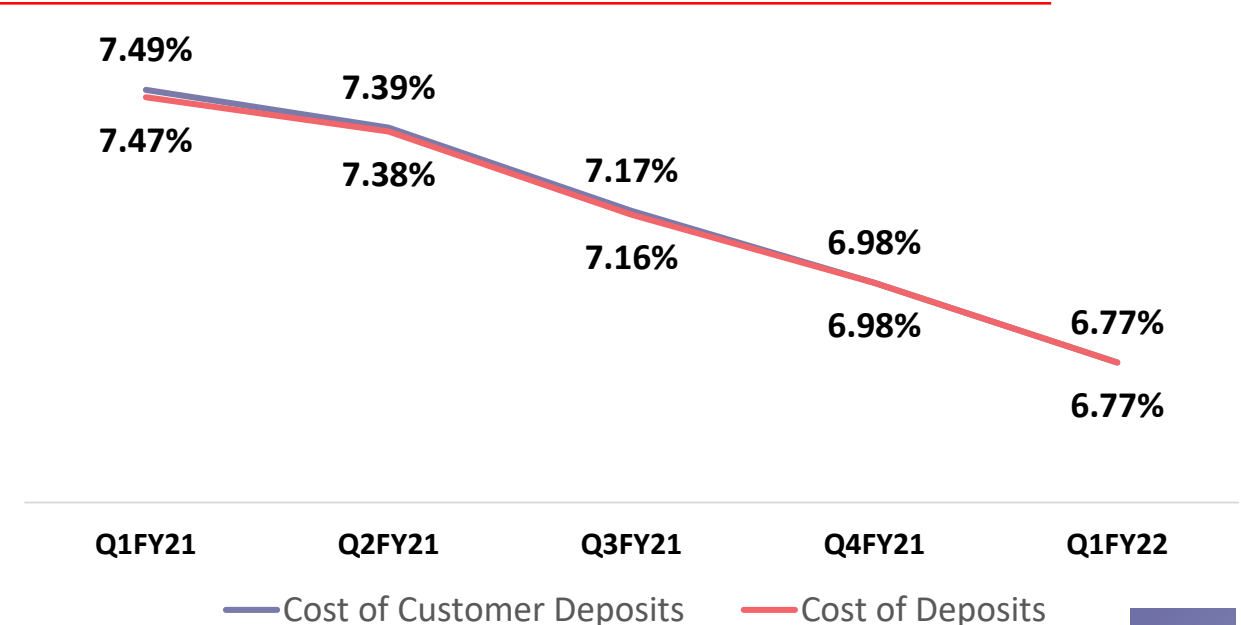
Update for Q1Y22

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 (%)



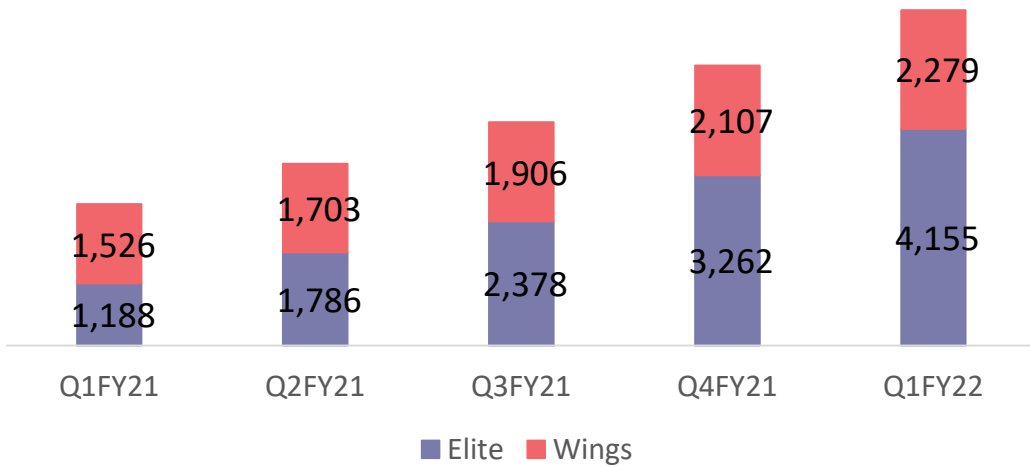
† Cost of Customer Deposits = Interest paid on Customer Deposits as a % of Average Customer Deposits | Customer Deposits = CASA + Term Deposits

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

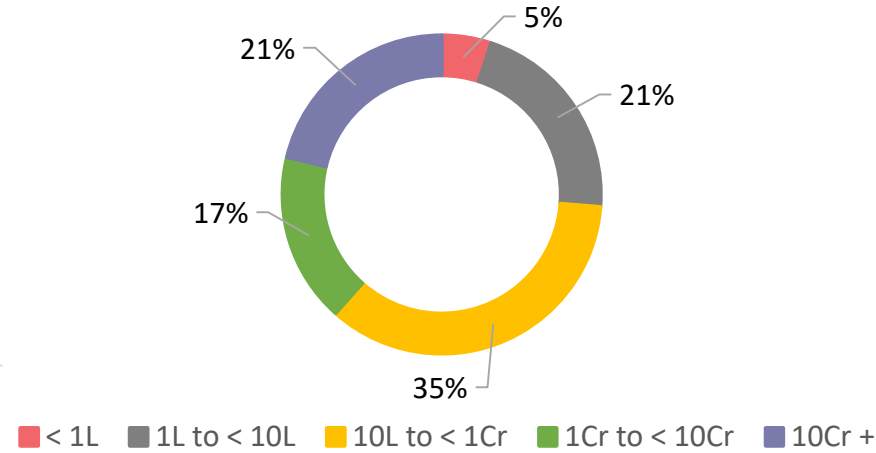
Figures in {} represent CA as a % of CASA

# Customer Deposit Profile

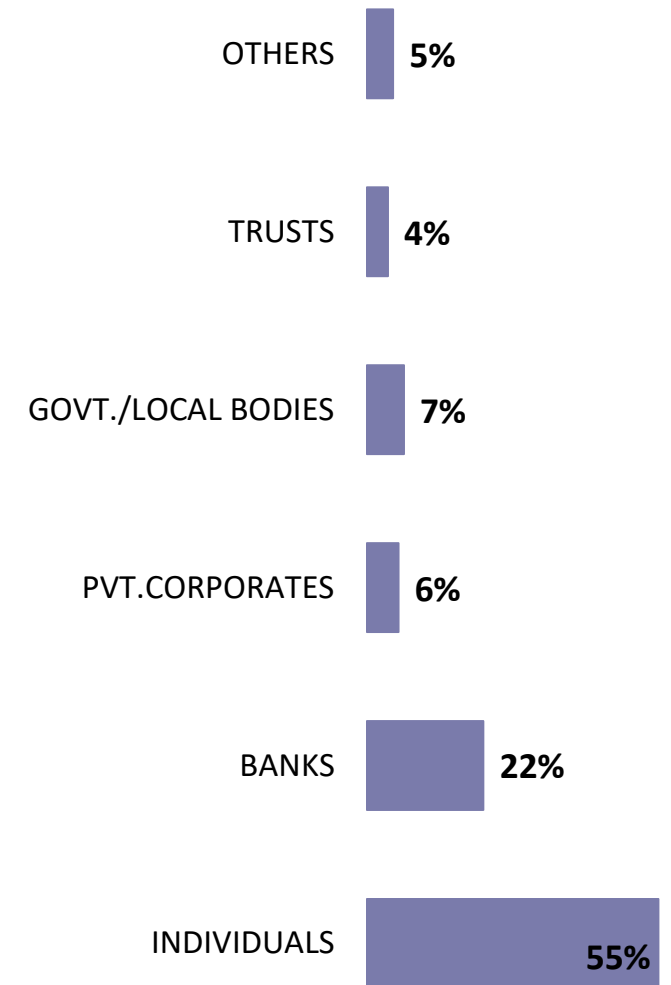
Mass Affluent Customer\* (Deposit in Rs. Cr)



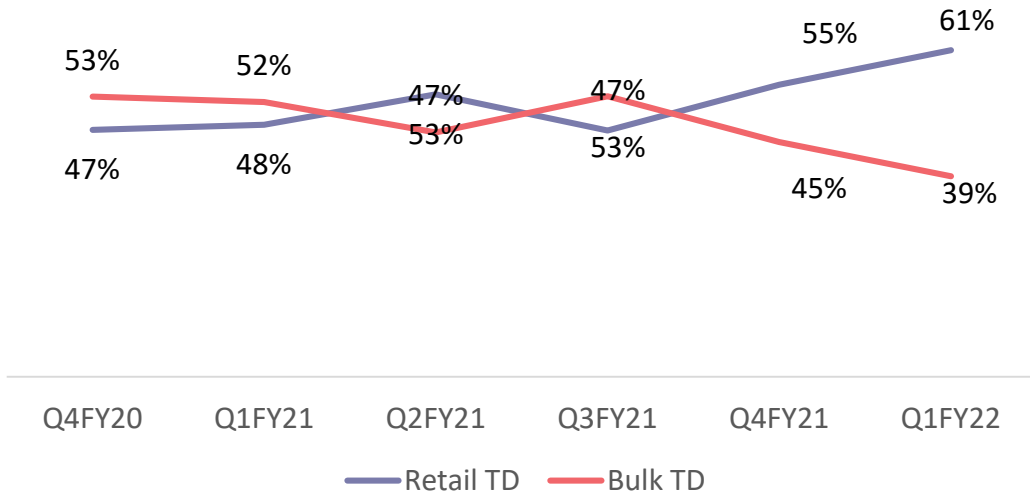
Savings Account Value Slabs



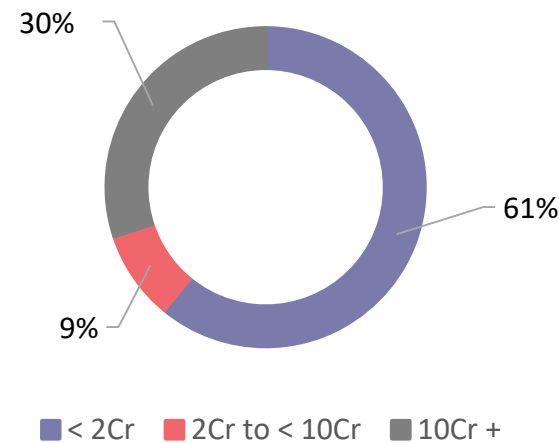
Deposits by Category



Term Deposits (TD) %



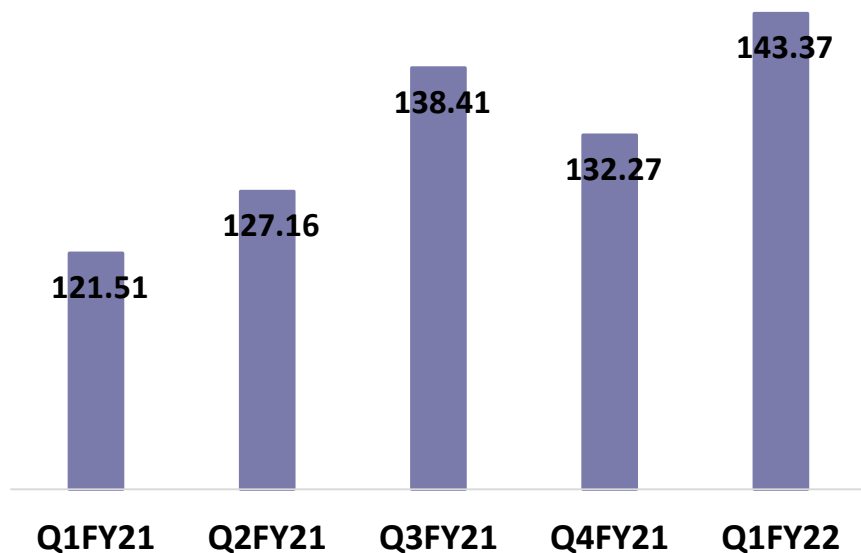
Term Deposits Value Slabs



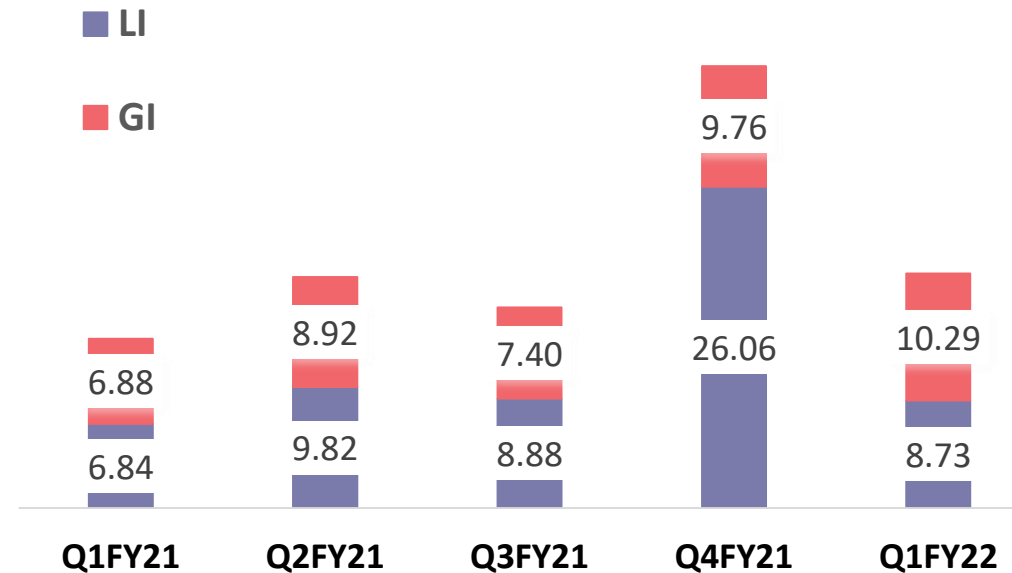
\*CASA and TD balances of Premium (Wings & Elite) CASA account holders | Retail TD as defined by RBI

# Overview of TPP Business

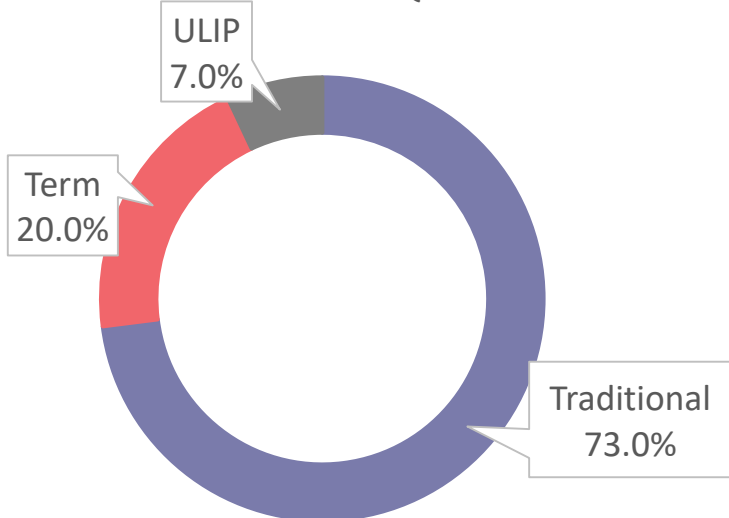
### MF AUM (Rs. Cr)



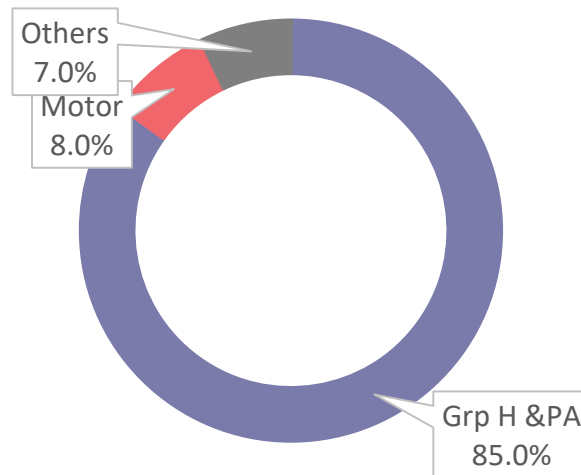
### Premium Collected (Rs. Cr)



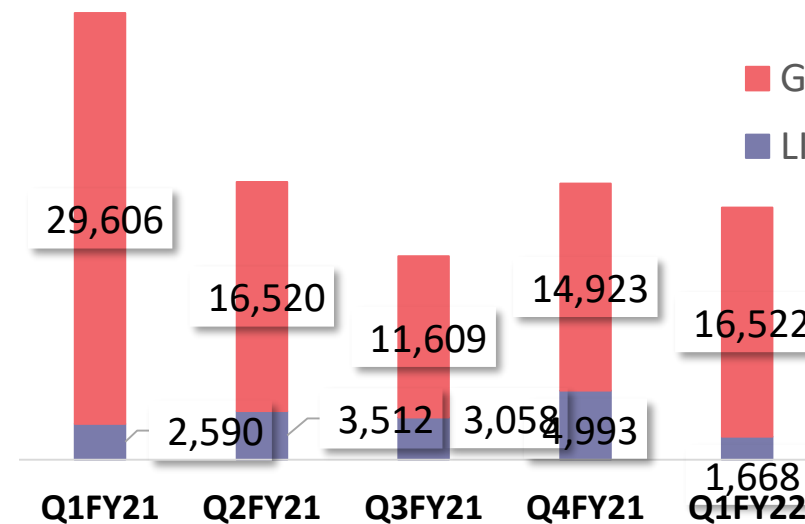
### Life Insurance Policies Sold in Q1FY22



### General Insurance Policies Sold in Q1FY22



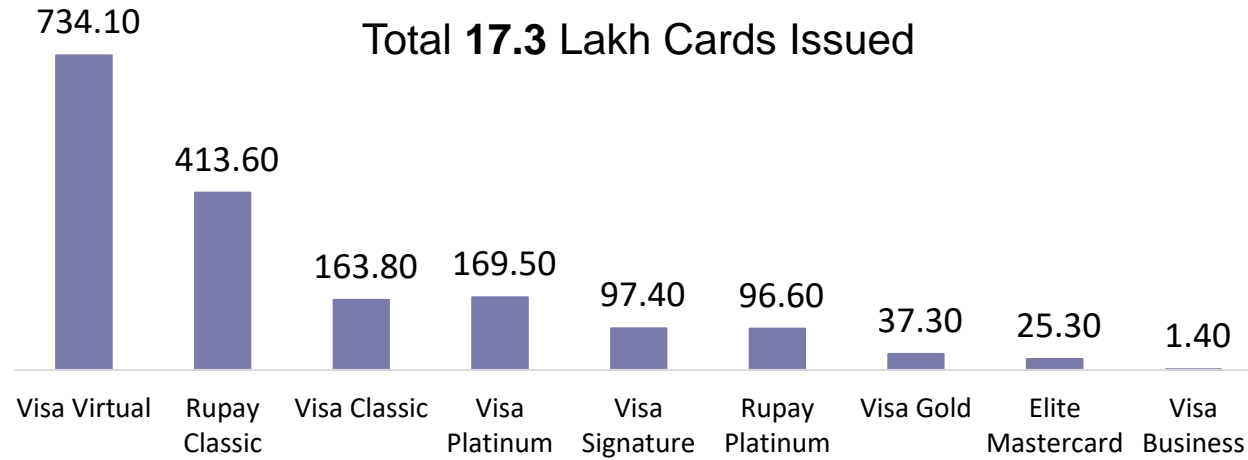
### # Of Policies Issued



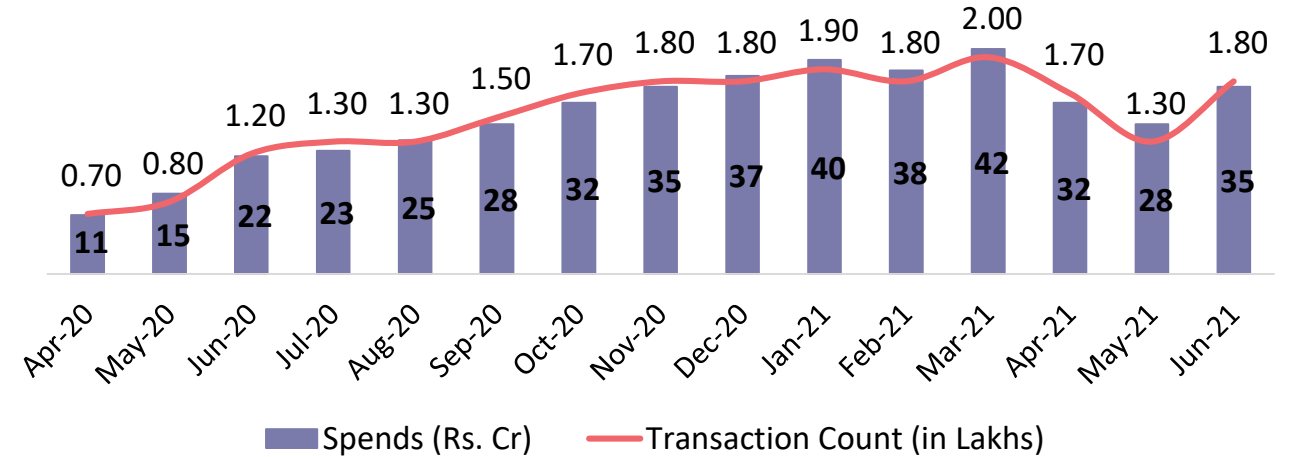
# Debit Card & Spends Snapshot

## Cards Issued

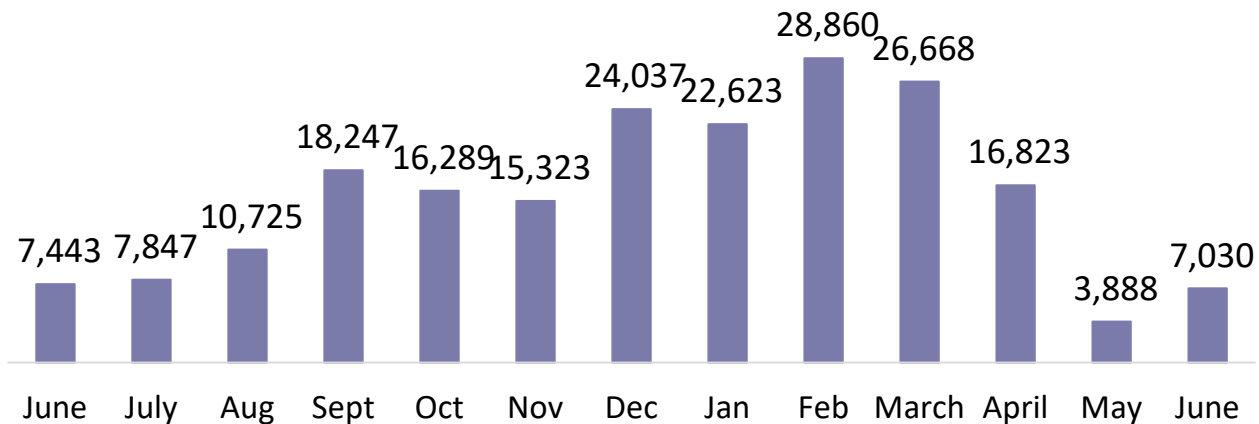
Total **17.3** Lakh Cards Issued



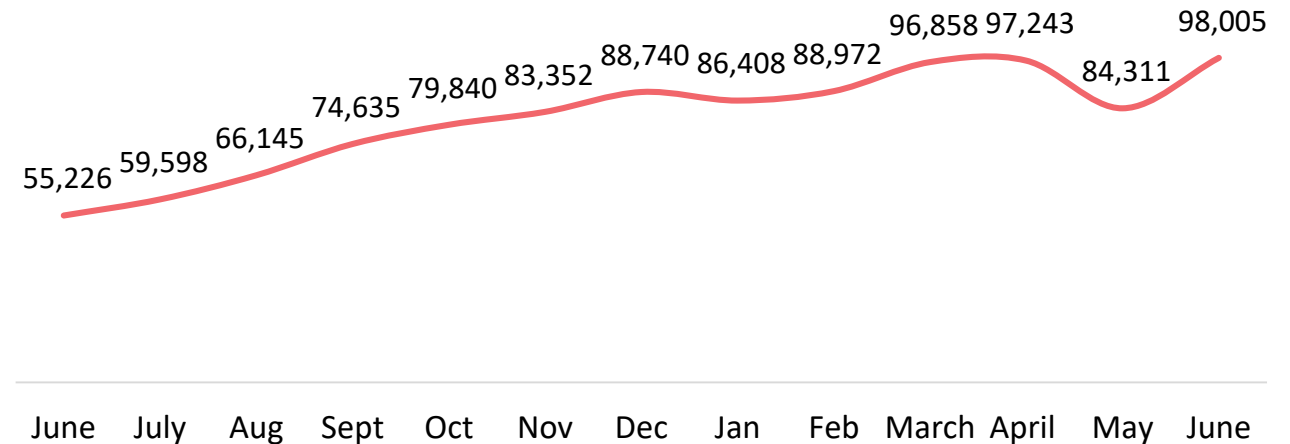
## Debit Card Transaction Trend



## FasTag Issuance

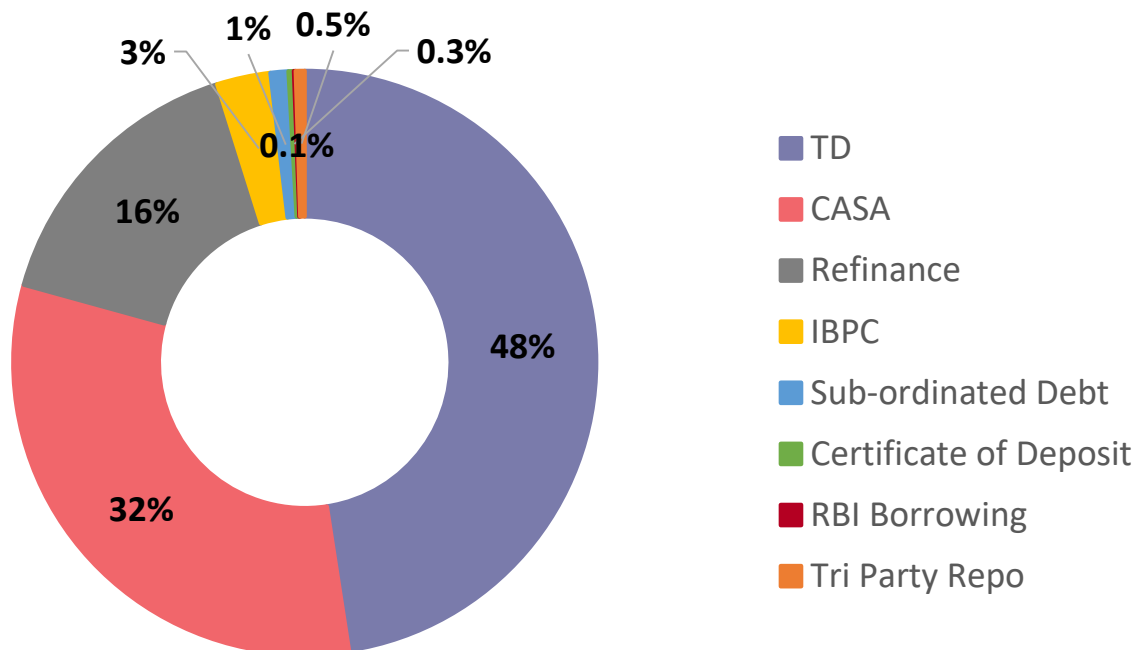


## Unique Card Transactions - ATM



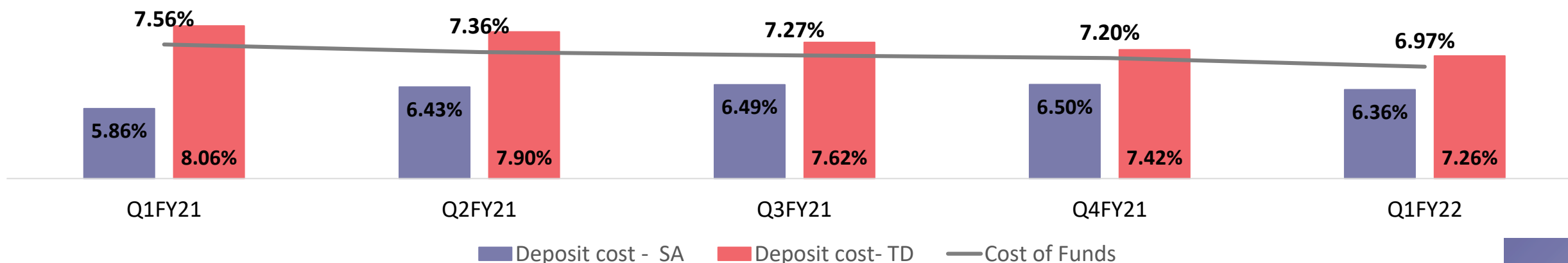
# Funding Profile

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>

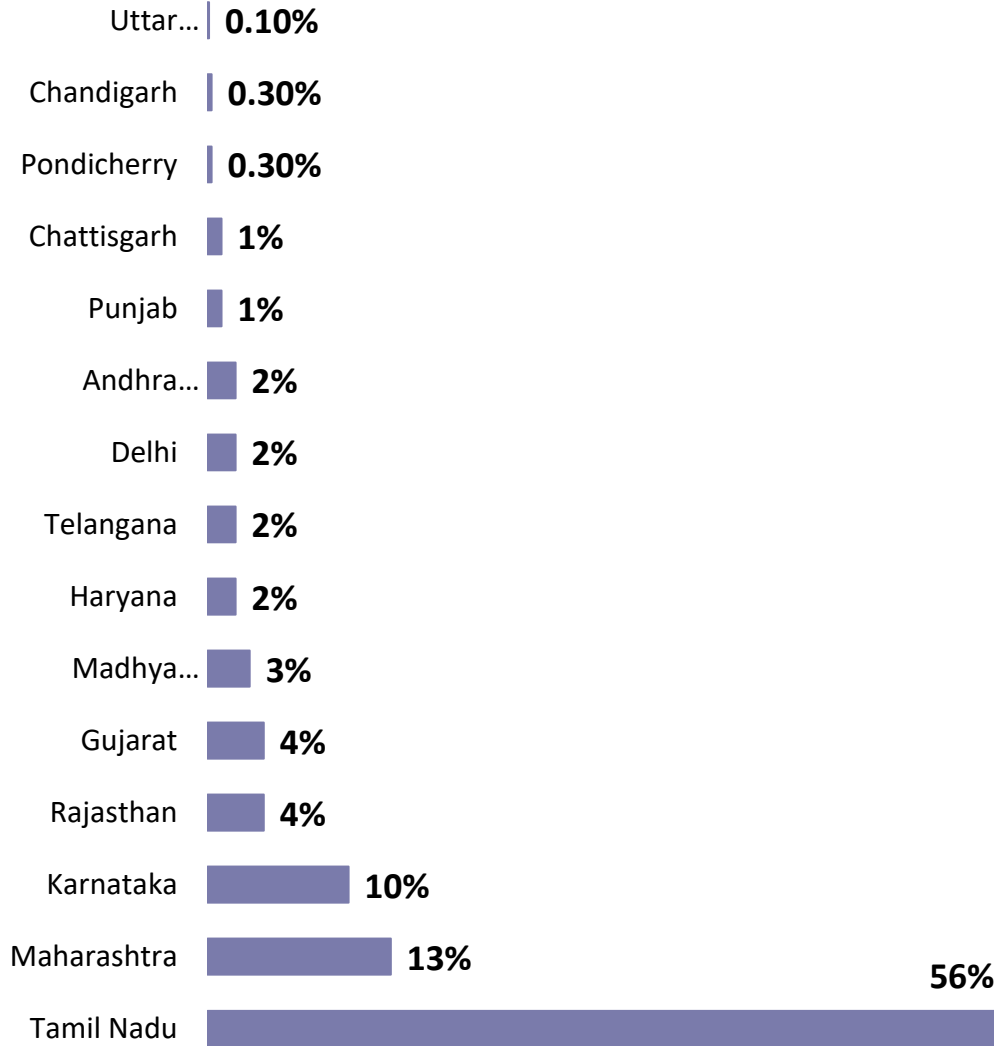
During the quarter, the Bank participated in equity primary market. Profits realised in those equity IPOs amounted to Rs. 0.3 Crore

## Borrowings & Liquidity:

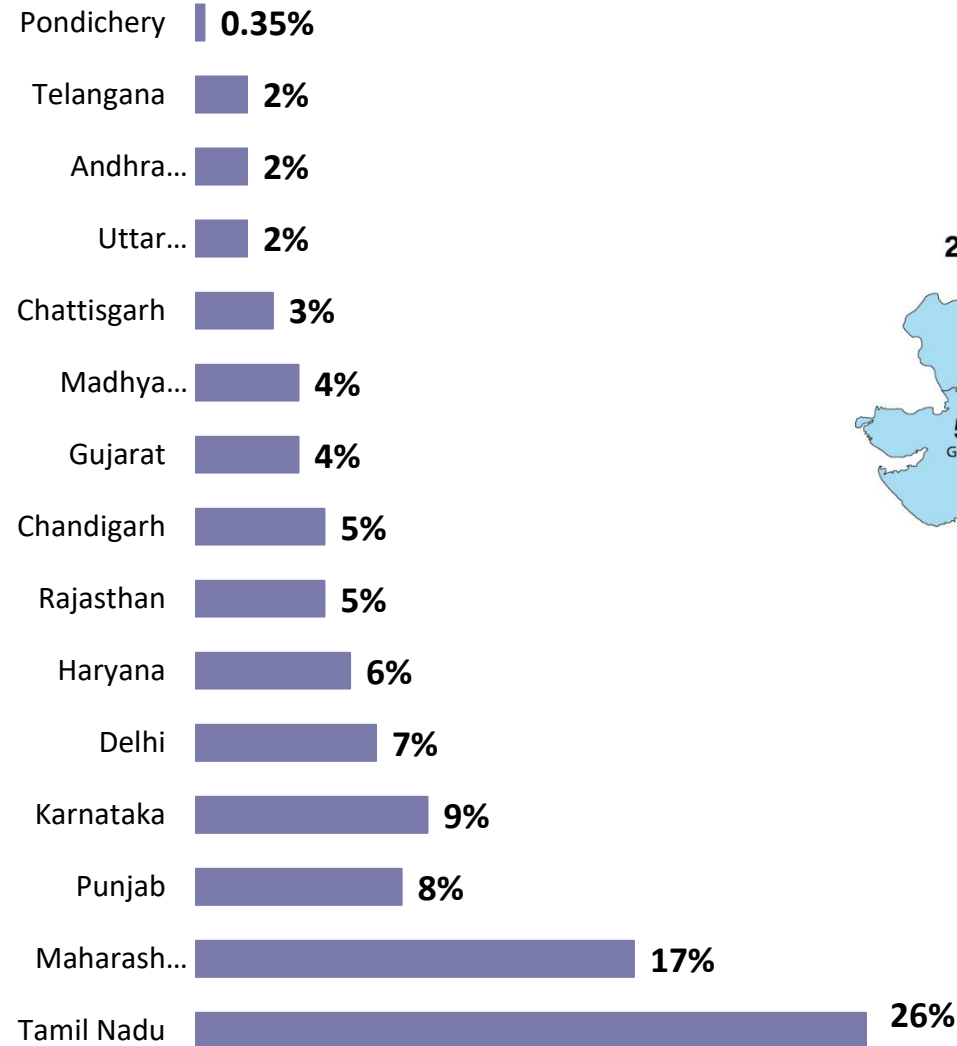
- The Bank's Certificate of Deposit (CD) programme for Rs. 1,000 Crore has highest rating from at CRISIL A1+
- The Bank has adequate room available to avail refinance or raise funds through IBPC (with mix of PSL / Non-PSL) whenever required which provides strong cushion to ALM position of the Bank
- 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

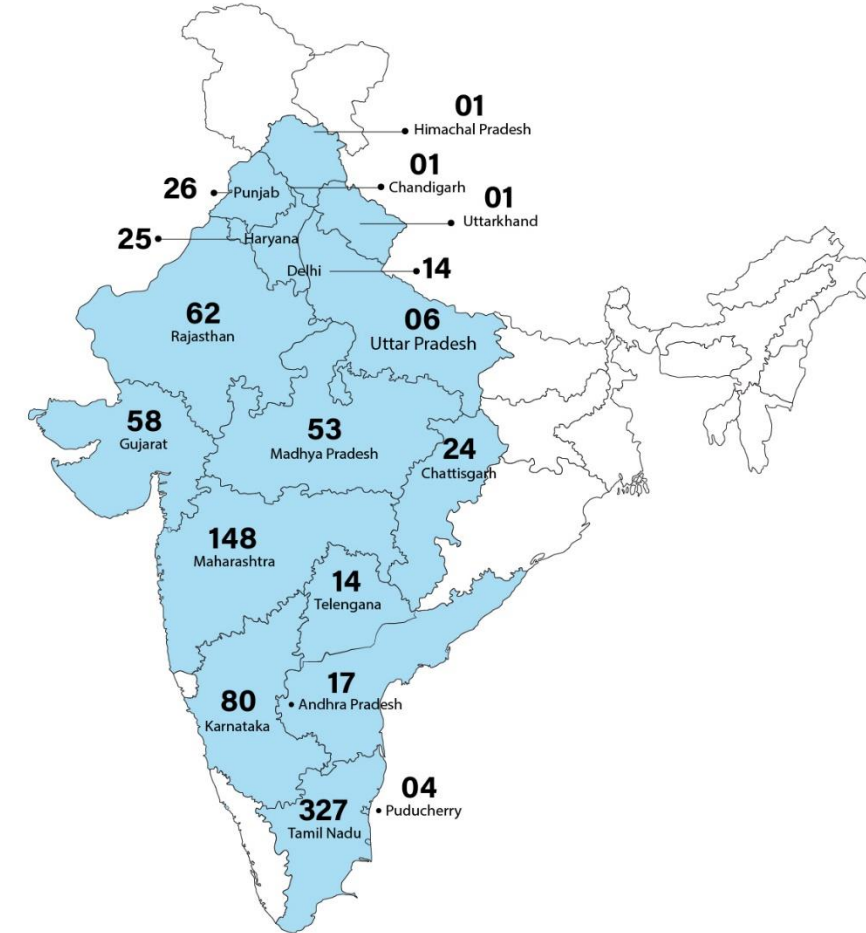
## State Wise Advances



## 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**

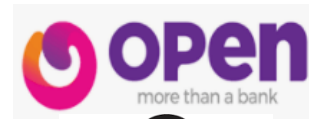
## Digital Channels and Transformation

- 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

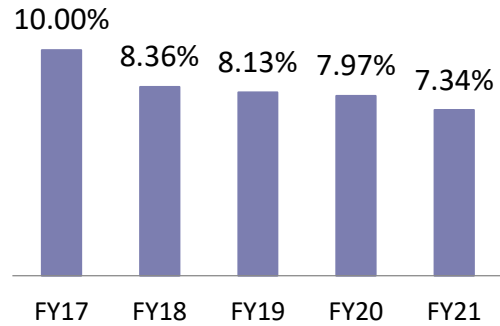
Particulars (in Rs Cr)	Q1FY22	Q1FY21	YoY%	Q4FY21	QoQ%
<b>Net Income</b>	<b>565</b>	<b>434</b>	<b>30%</b>	<b>627</b>	<b>-10%</b>
Employee Cost	222	194	14%	204	9%
Opex	180	98	85%	173	3%
<b>Total Operating Expenditure</b>	<b>400</b>	<b>292</b>	<b>37%</b>	<b>377</b>	<b>6%</b>
<b>PBT before provision &amp; 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>



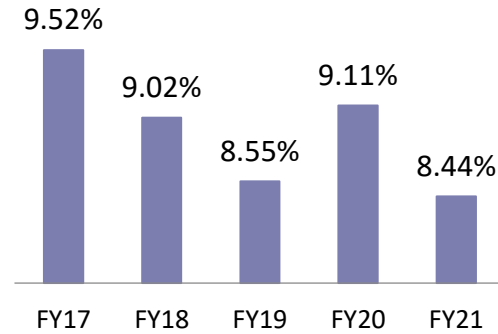
# Financial Performance – Yearly trends

# Key Ratios

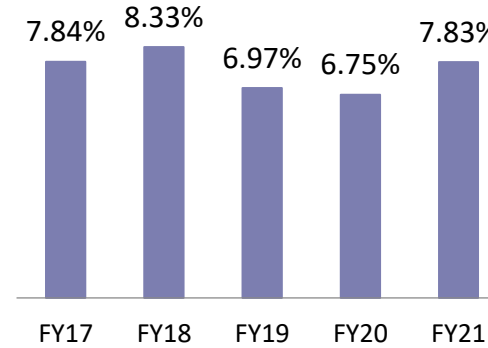
## Cost of Funds



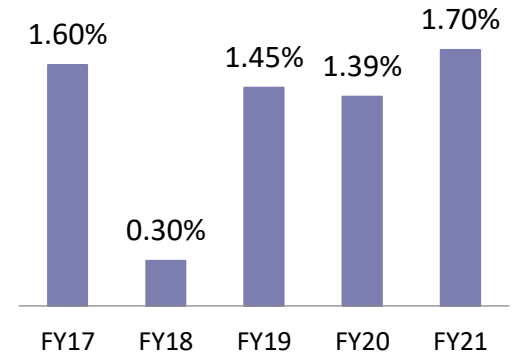
## Net Interest Margin (NIM)



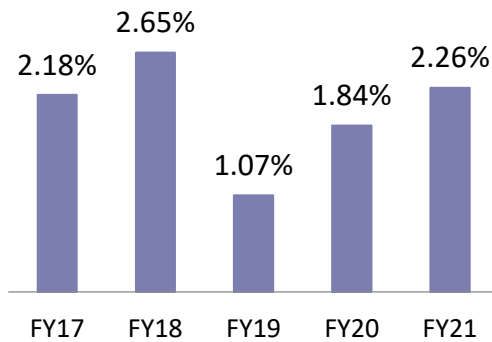
## Cost to Assets



## RoA

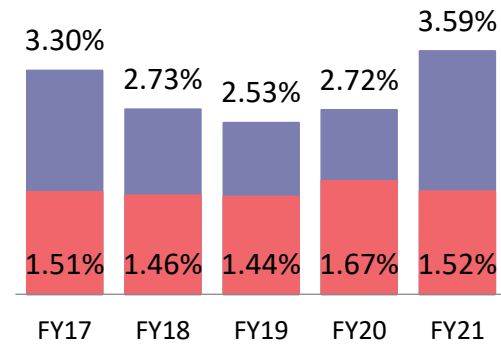


## Credit Cost

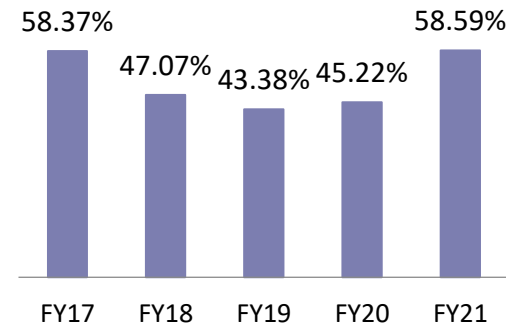


## GNPA & NNPA

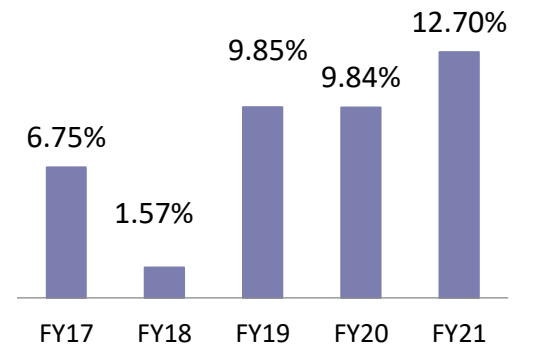
■ GNPA ■ NNPA



## Provision Coverage Ratio



## RoE



# Thank You

## **Investor Relations**

### **Equitas Small Finance Bank Limited**

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

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

Twitter - @EquitasIR

4<sup>th</sup> Floor, Phase II, Spencer Plaza, No. 769, Mount Road, Anna Salai, Chennai 600 002, Tamil Nadu