



1st February, 2017

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,

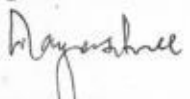
Sub: Intimation of information under Regulation of 46 of SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015

We wish to inform you that pursuant to the above Regulation, the presentation on financial results for the quarter and nine months ended 31st December, 2016, to be made to the analysts and institutional investors is attached. The same has been displayed on the website of the Company.

Thanking you,

Yours Faithfully,

For Equitas Holdings Limited


Jayashree S Iyer
Company Secretary



EQUITAS HOLDINGS LIMITED

SPENCER PLAZA, 4th FLOOR, PHASE II, No. 769 ANNA SALAI,
CHENNAI, TAMIL NADU-600002

☎ 044 - 4299 5000 ☎ 044 - 42995050
✉ corporate@equitas.in 🌐 www.equitas.in CIN No. : U65100TN2007PTC064069

Equitas Holdings Limited

Investor Presentation

Q3FY17

Mission

Empowering through Financial Inclusion

Vision

To Serve 5% of Indian Households by 2025

Values

Fair and Transparent

Highlights Q3FY17

Rs.7,181 Cr
AUM*

Rs.1,166 Cr
Disbursement

Rs.760 Cr
Total deposits

6,523
No. of accounts**

Rs.44.9 Cr
PAT

8.18%
ROE

10.5%
NIM

10.2%
Borrowing cost

Micro Finance
98.4%
Quarterly collection efficiency

1.02%
PAR > 30 days past due

2.46%
Gross NPA

1.65%
Credit Cost

605
Asset Branches

112
Liabilities Branches

12,694
Total Employees

2,691
Liabilities Employees



Impact of Demonetisation on Equitas – Q3FY17

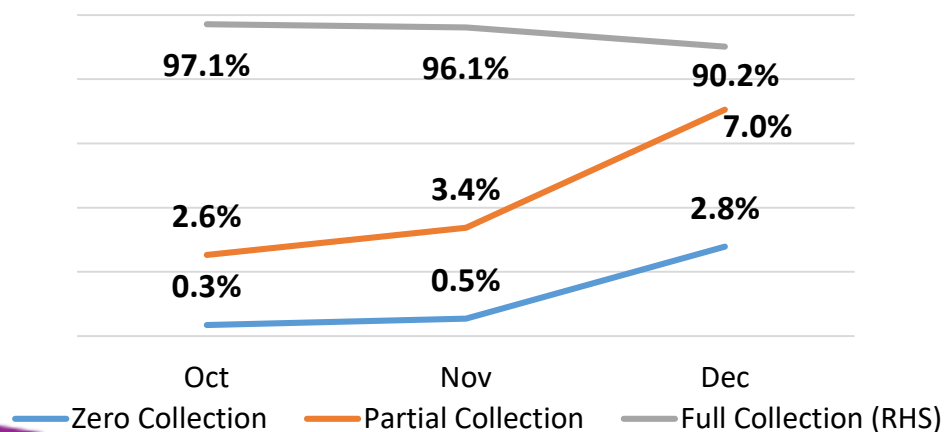
- Overall disbursement down 24% QoQ
 - Micro Finance (MF) disbursement down 25%; disbursement shifts to 100% bank mode post demonetisation
 - Vehicle Finance disbursement down 14%; MSE offerings disbursement down 37%
- Delinquency and Collection efficiency impacted
 - MF quarterly collection efficiency at 98.4% vs. 99%+ previously, due to impact in certain geographies
 - Portfolio at Risk (PAR>1 dpd) increased to 3.85% of total MF portfolio
 - Total number of delinquent customers touch 1.46 lakh as on 31 Dec
- Equitas has followed RBI special dispensation on Asset classification, providing additional 60 days for HF portfolio and 90 days for other products, for the recognition of substandard loans
 - Bank's GNPA at 2.46% vs. 2.98% GNPA, if dispensation had not been utilised
- Consequent to the Micro Finance collection efficiency impact, in certain geographies, additional NPA provision of Rs.15 Crore has been made in Q3FY17 enhancing the Provision Coverage to 68.6%
 - Bank's Credit cost at 1.65% vs. 0.81% without additional provision
 - NNPA at 0.77% vs. 1.03% without additional provision

Impact on Micro Finance portfolio

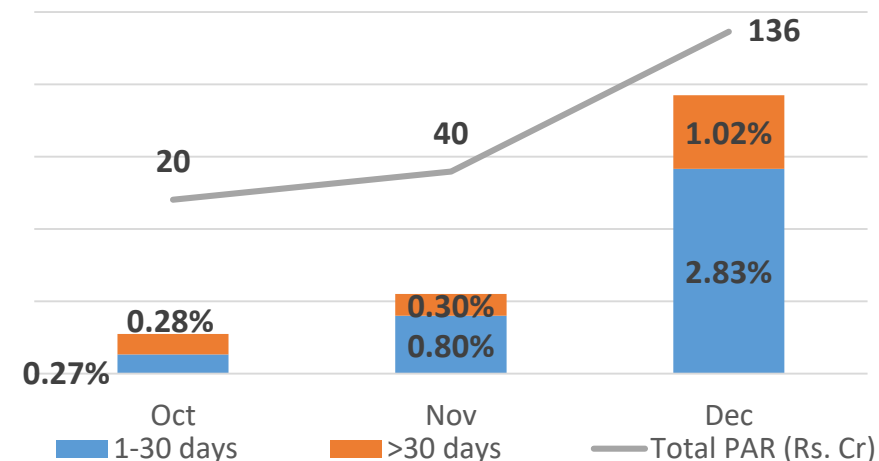
Collection efficiency – Monthly & Quarterly cumulative

Region	Oct	Nov	Dec	Q3FY17
Tamil Nadu	99.4%	99.4%	99.3%	99.7%
Maharashtra	99.6%	97.1%	83.4%	93.2%
Karnataka	99.5%	99.1%	91.2%	96.7%
Madhya Pradesh	98.9%	97.8%	92.2%	96.4%
Other States	99.3%	99.0%	97.8%	98.8%
Overall	99.4%	99.0%	96.2%	98.4%

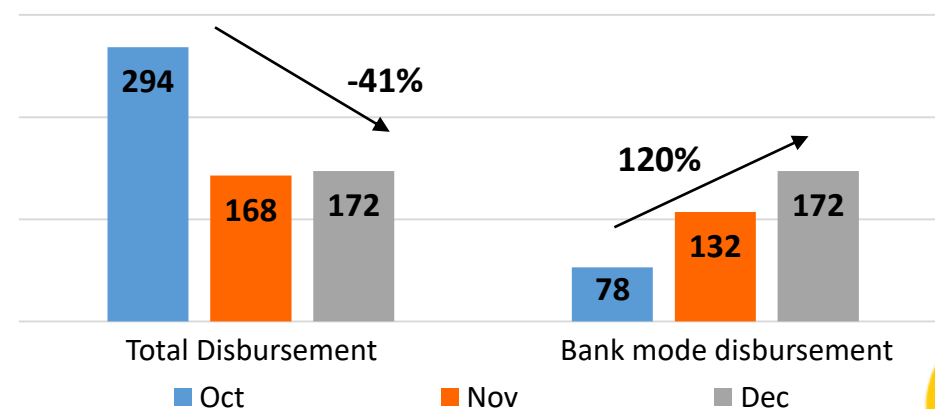
Centre level collections



Principal at Risk (PAR)

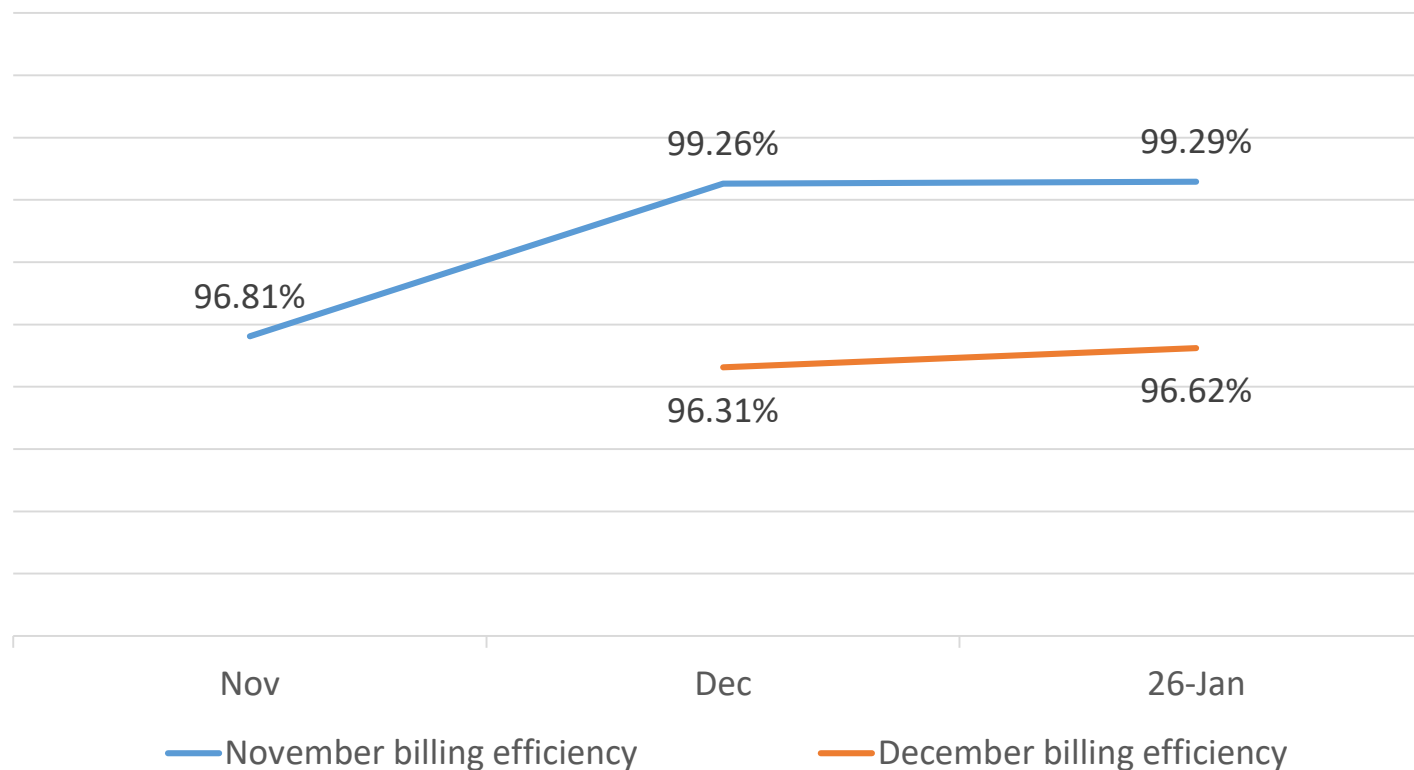


Monthly Disbursement (Rs. Cr)



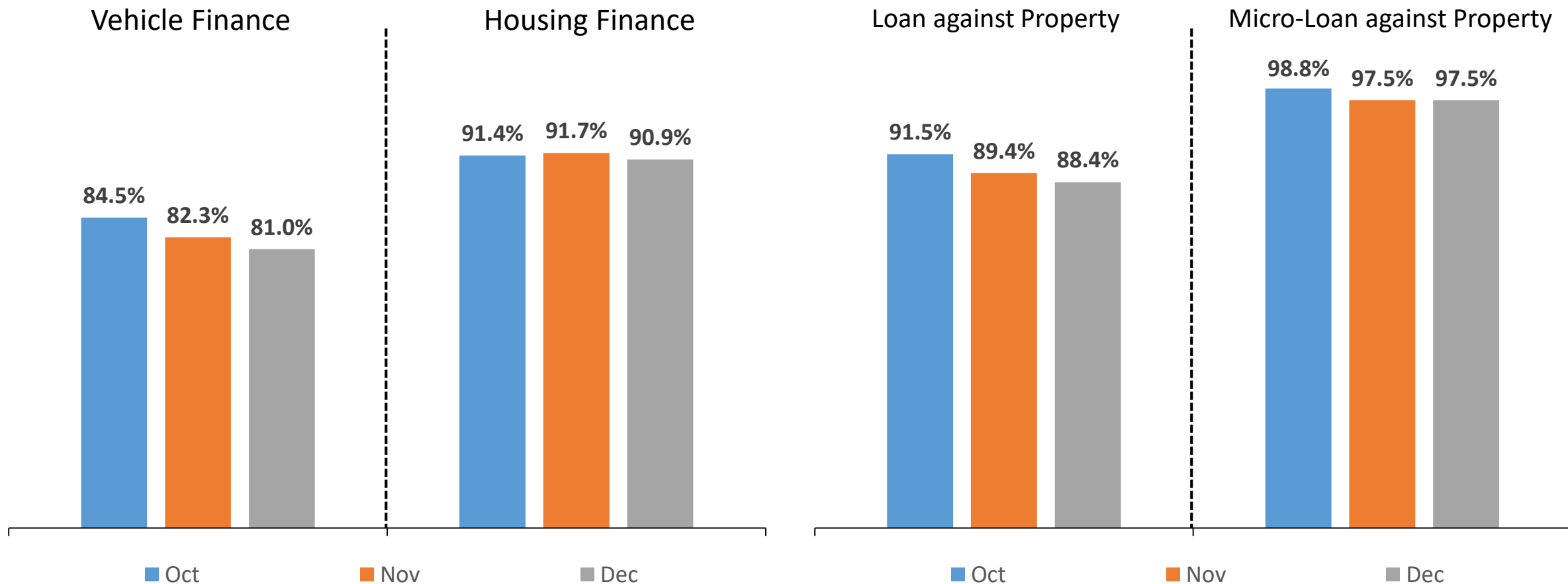
Micro Finance collection trend – Nov & Dec 16

MF billing efficiency trend = Collections against current month EMI / Current month EMI due (%)



Collection impact - Other products – Oct to Dec 16

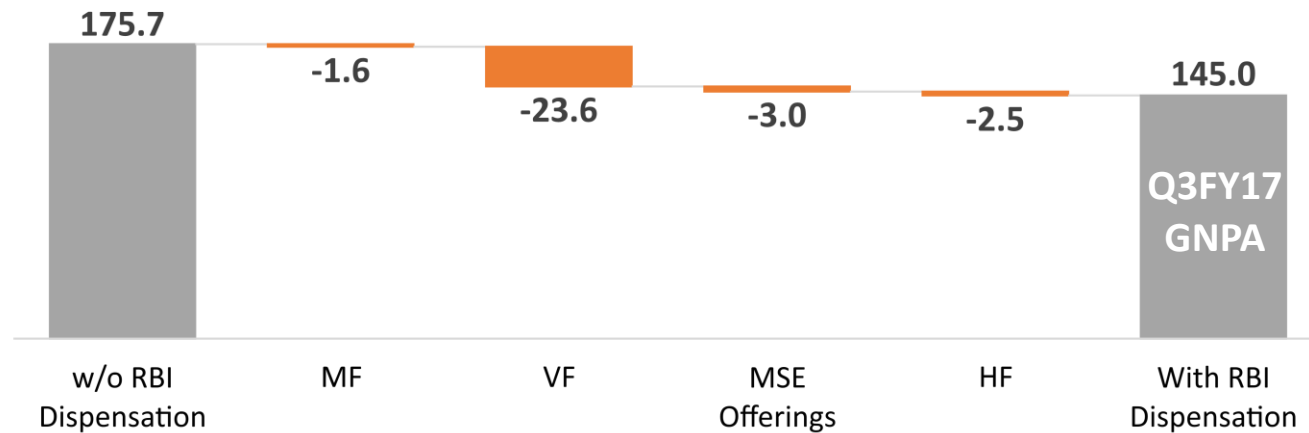
Collections trend – Collections against current month EMI / Current month EMI due (%)



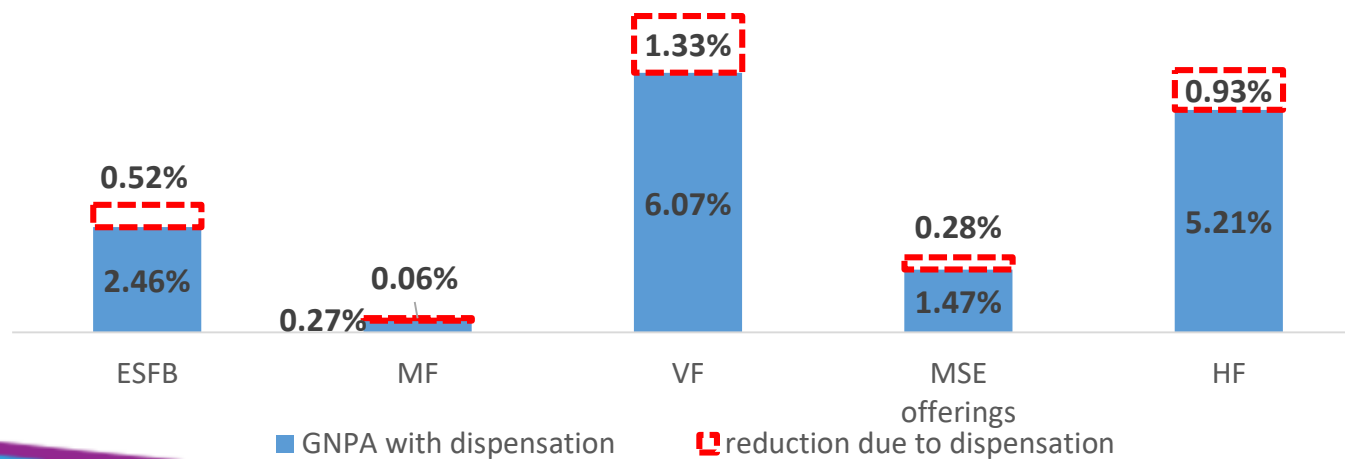
Impact on Asset quality

RBI dispensation on Asset classification

GNPA (Rs. Cr) – calculated based on RBI dispensation on Asset classification



GNPA (%) for Q3FY17 and difference if RBI dispensation for asset classification had not been utilised



Consolidated Financial Overview

Consolidated Financial Overview

Q3FY17

Rs.1,166 Cr
Disbursement



-17% YoY

Rs.7,181 Cr
AUM



30% YoY

Rs.8,631Cr
Assets



49% YoY

Rs.760 Cr
Deposits



2.3% CASA

Rs.230.7 Cr
NII



48% YoY

Rs.170.9 Cr
Opex



80% YoY

Rs.29.4 Cr
Provisions



106% YoY

Rs.44.9 Cr
PAT



4% YoY

9MFY17

Rs.4,101 Cr
Disbursement



12% YoY

Rs.635.6 Cr
NII



48% YoY

Rs.425.1 Cr
Opex



67% YoY

Rs.99.7 Cr
Provisions



124% YoY

Rs.152.5 Cr
PAT



27% YoY

Consolidated Key Ratios

Q3FY17

10.5%
[11.3%]
NIM

14.8%
Non-interest
income/Net income

2.46%
GNPA

63.1%
[53.7%]
Cost / Income

7.8%
[6.9%]
Cost / Assets

0.77%
NNPA

8.18%
[13.55%]
ROAE

2.04%
[3.13%]
ROAA

68.6%
[27.0%]
PCR

30.2%
Tier 1

33.1%
CAR

1.65%
[1.10%]
Credit cost

9MFY17

11.3%
NIM

17.0%
Non-interest income/
Total Income

55.5%
Cost / Income

11.41%
ROAE

2.71%
ROAA

Consolidated Financial Performance

Consolidated Balance Sheet

Rs. Cr	Dec 16	Dec 15	YoY %	Sep 16	QoQ %	March 16
Capital & Liabilities						
Share Capital	337.22	269.46	25%	336.96	0%	269.92
Reserves & Surplus	1,883.50	1,023.42	84%	1,837.65	2%	1,071.43
Net Worth	2,220.72	1,292.88	72%	2,174.60	2%	1,341.35
Borrowings	5,822.25	4,154.88	40%	6,152.77	(5%)	4,683.28
Other Liabilities & Provision	588.38	348.89	69%	683.97	(14%)	481.91
Total Capital & Liabilities	8,631.35	5,796.65	49%	9,011.34	(4%)	6,348.94
Assets						
Cash and Bank Balance	769.93	280.12	175%	734.65	5%	946.97
Investments	1,393.87	176.30	691%	1,821.72	(23%)	11.87
Advances	5,886.89	5,013.88	17%	5,654.81	4%	5,070.21
Fixed Assets	234.81	50.93	361%	161.13	46%	65.78
Other Assets	345.85	275.42	26%	639.02	(46%)	254.11
Total Assets	8,631.35	5,796.65	49%	9,011.34	(4%)	6,348.94
AUM [On Book + Off Book]	7,180.61	5,505.19	30%	7,078.72	1%	6,124.72

Consolidated Profit & Loss

Rs. Cr	Q3FY17	Q3FY16	YoY %	Q2FY17	QoQ %	9MFY17	9MFY16	YoY %
Interest Income	383.82	271.01	42%	356.20	8%	1,065.92	738.79	44%
Finance Cost	153.15	115.35	33%	155.58**	(2%)	430.28	308.27	40%
Net Interest Income	230.67	155.66	48%	200.62	15%	635.64	430.52	48%
Other Income	40.20	20.81	93%	66.63 [#]	(40%)	129.77	55.91	132%
Net Income	270.86	176.47	53%	267.25	1%	765.41	486.43	57%
Operating Expenses	170.88	94.82	80%	140.80	21%	425.06	254.71	67%
Profit before Provisions	99.99	81.66	22%	126.46	(21%)	340.35	231.72	47%
Credit Cost	29.41	14.27	106%	52.77 [#]	(44%)	99.74	44.50	124%
Profit Before Tax	70.58	67.39	5%	73.69	(4%)	240.61	187.22	29%
Provision for Taxation	25.63	24.35	5%	27.35	(6%)	88.15	66.86	32%
Profit After Tax	44.94	43.04	4%	46.35	(3%)	152.46	120.36	27%

Q3FY17 Notes:

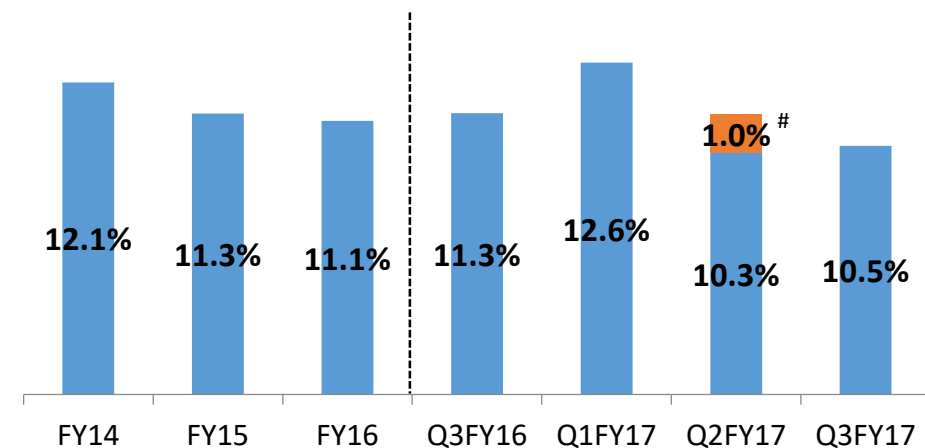
* - Credit cost includes Rs.15 Cr additional provision made

Q2FY17 Notes:

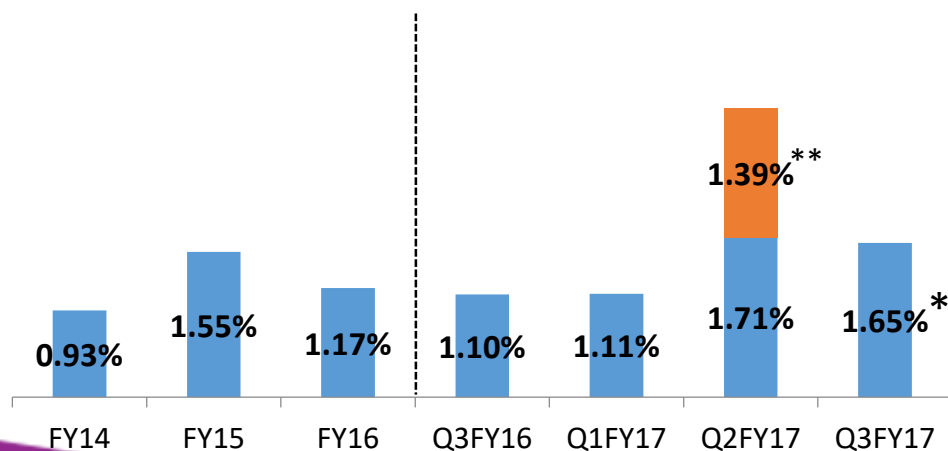
** - Finance Cost includes Rs.11.1 Cr pre-closure charge on Term Loans repaid; # - Other income includes Rs.37.9 Cr Standard Assets Provision reversal and Credit Cost includes Rs.38.1 Cr additional NPA provision & Floating Provision

Consolidated – Key Ratios

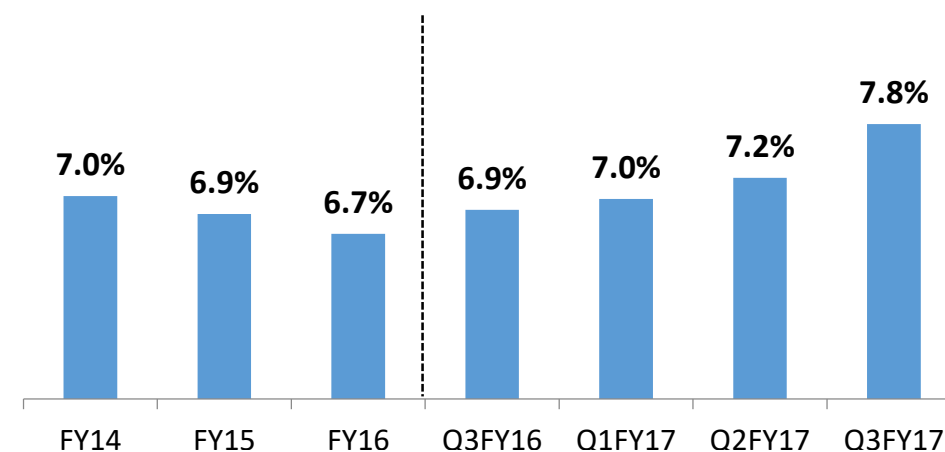
Net Interest Margin (NIM)



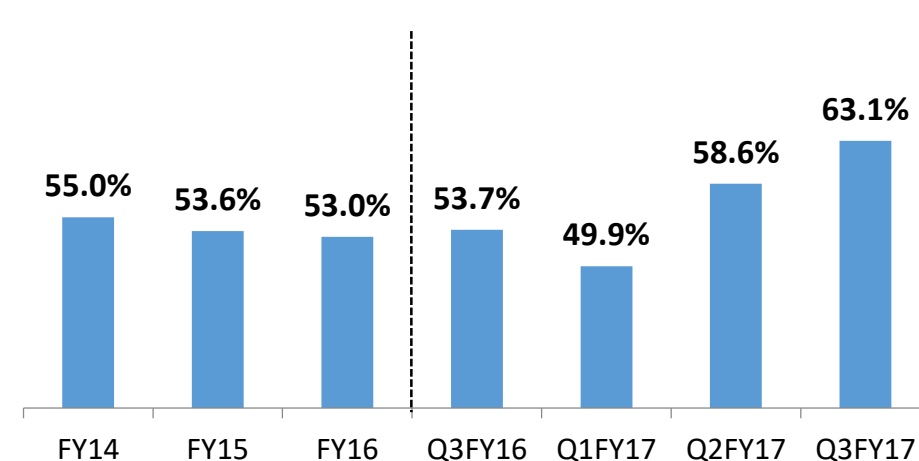
Credit cost



Cost / Avg. Assets



Cost / Income



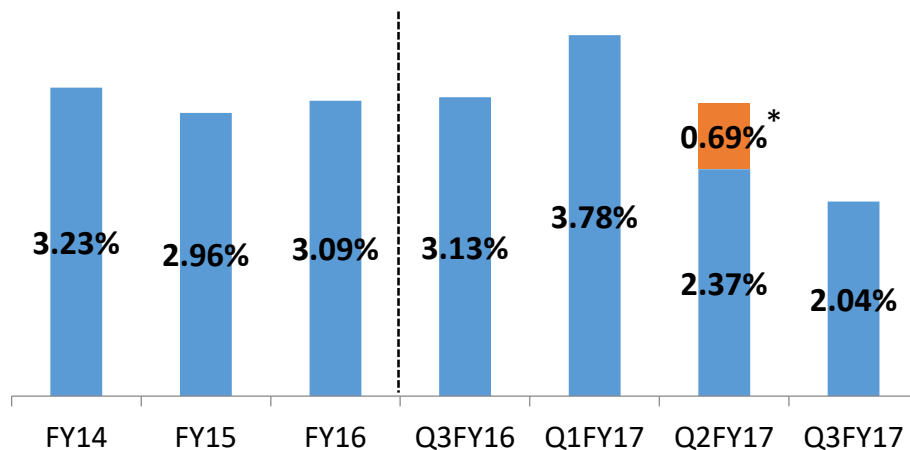
* Q3FY17 credit cost includes Rs.15 Cr of additional provision

Excluding excess Standard Assets provision written back & pre-closure charges paid on term loans

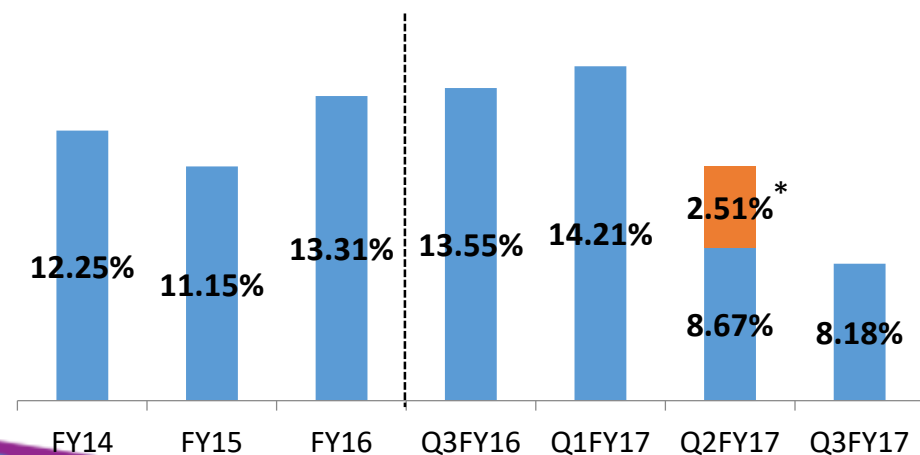
** Additional one time provision and floating provision

Consolidated – Key Ratios (contd.)

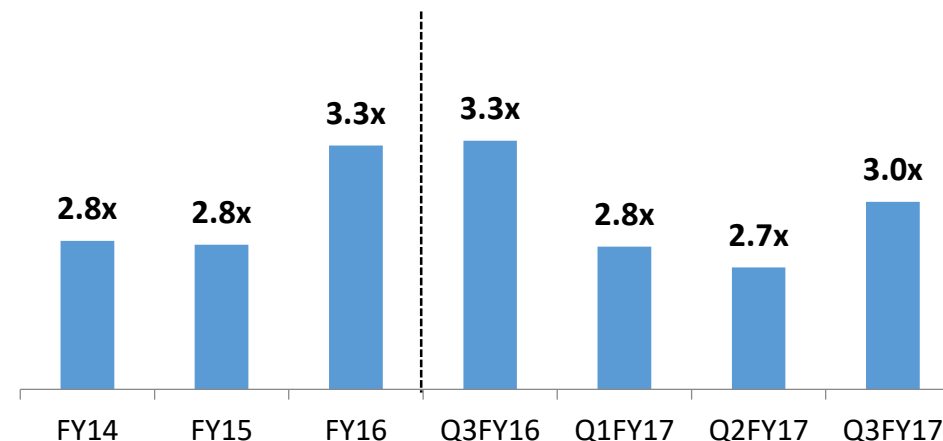
Return on Avg. Assets (ROAA)



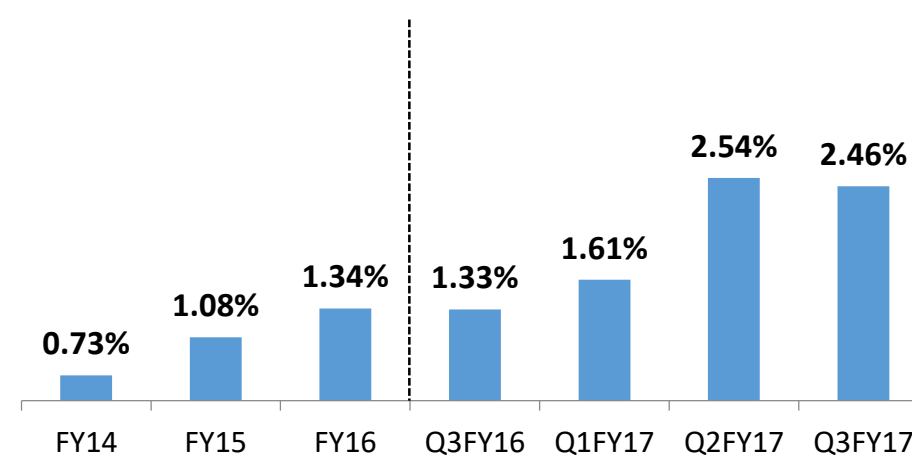
Return on Avg. Equity (ROAE)



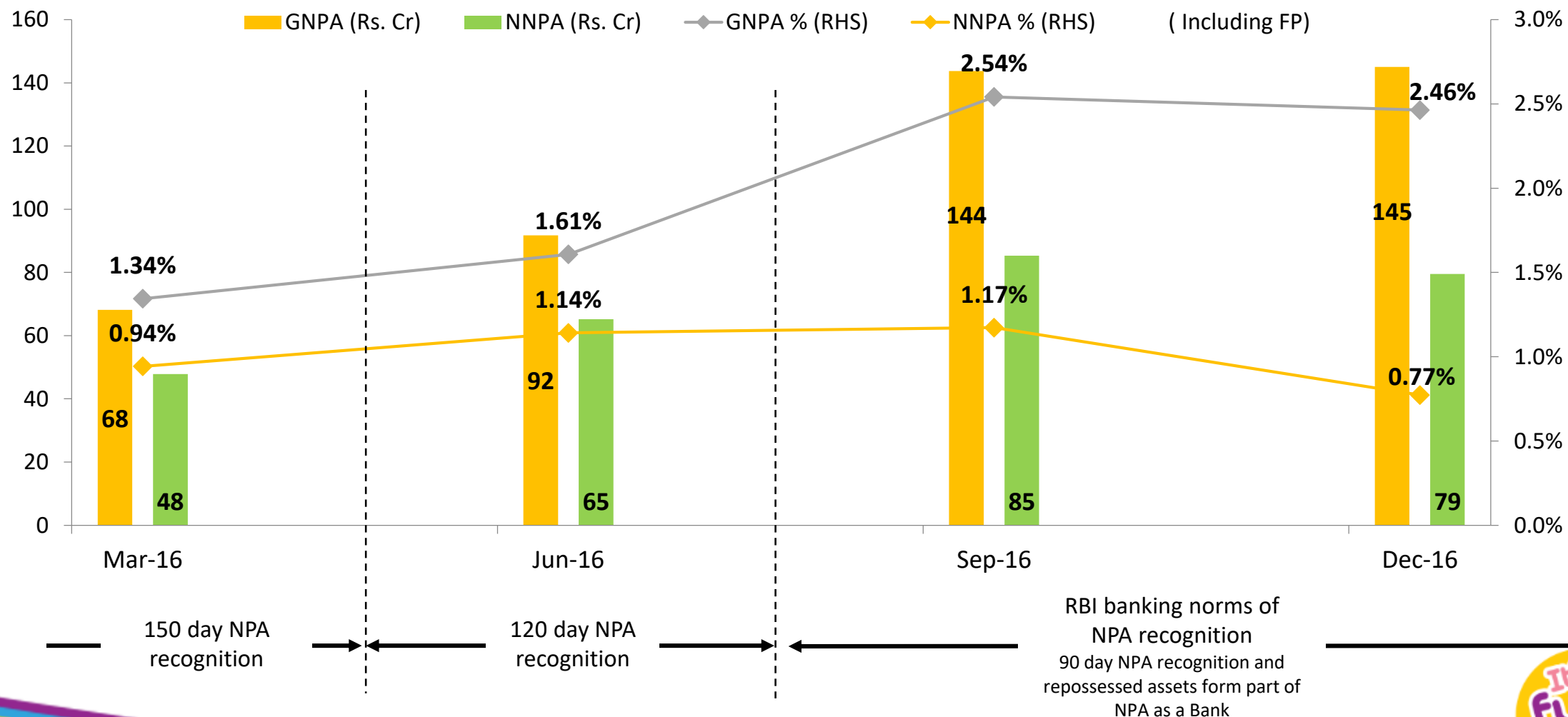
Gearing - Avg. Assets / Avg. Equity



Asset Quality – Gross NPA



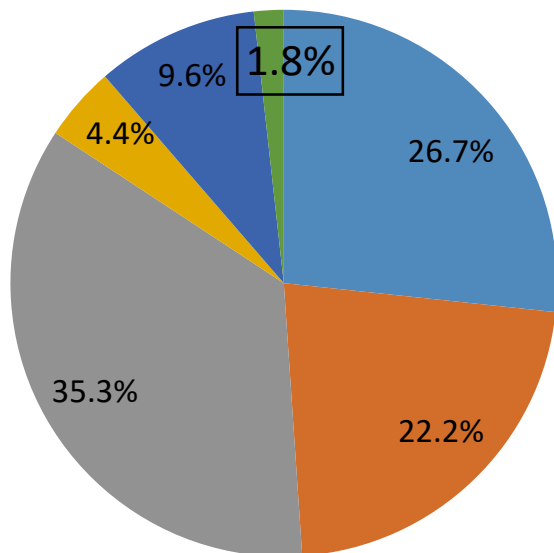
Asset quality evolution



GNPA 2.46% after utilisation of RBI dispensation; 2.98% if dispensation not utilised
 NNPA 0.77% after additional provision of Rs.15 Cr during the quarter; 1.03% w/o additional provision

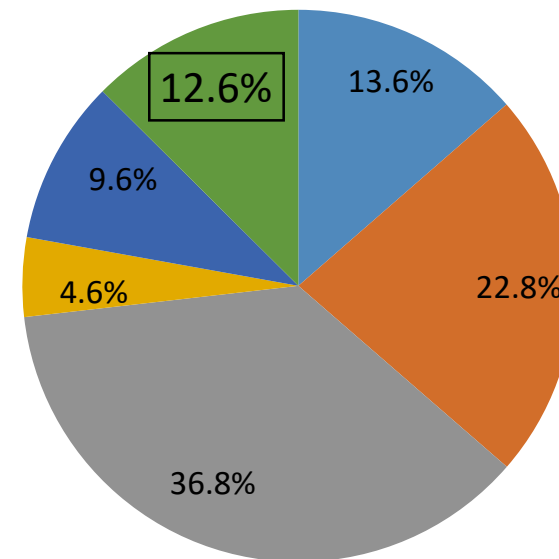
Funding profile

As on 30 Sep 2016

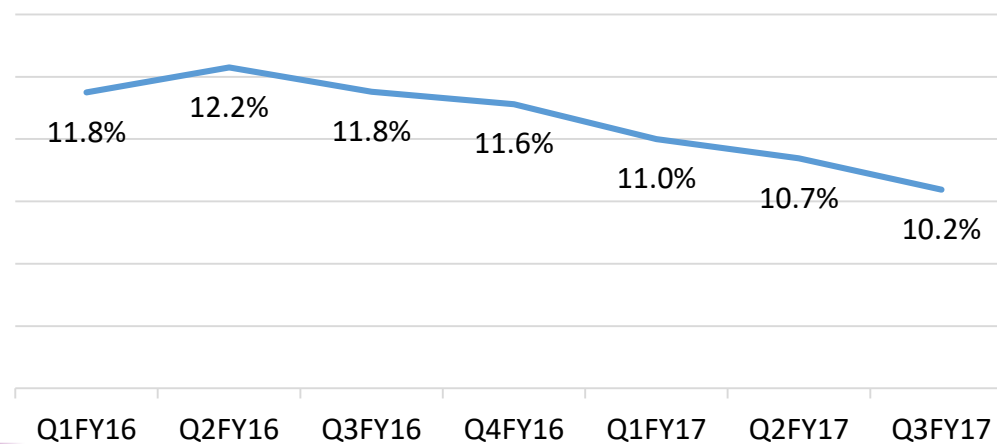


- Term Loans
- Refinance
- Debenture
- Sub-ordinated Debt
- Commercial Paper
- CASA & TD

As on 31 Dec 2016

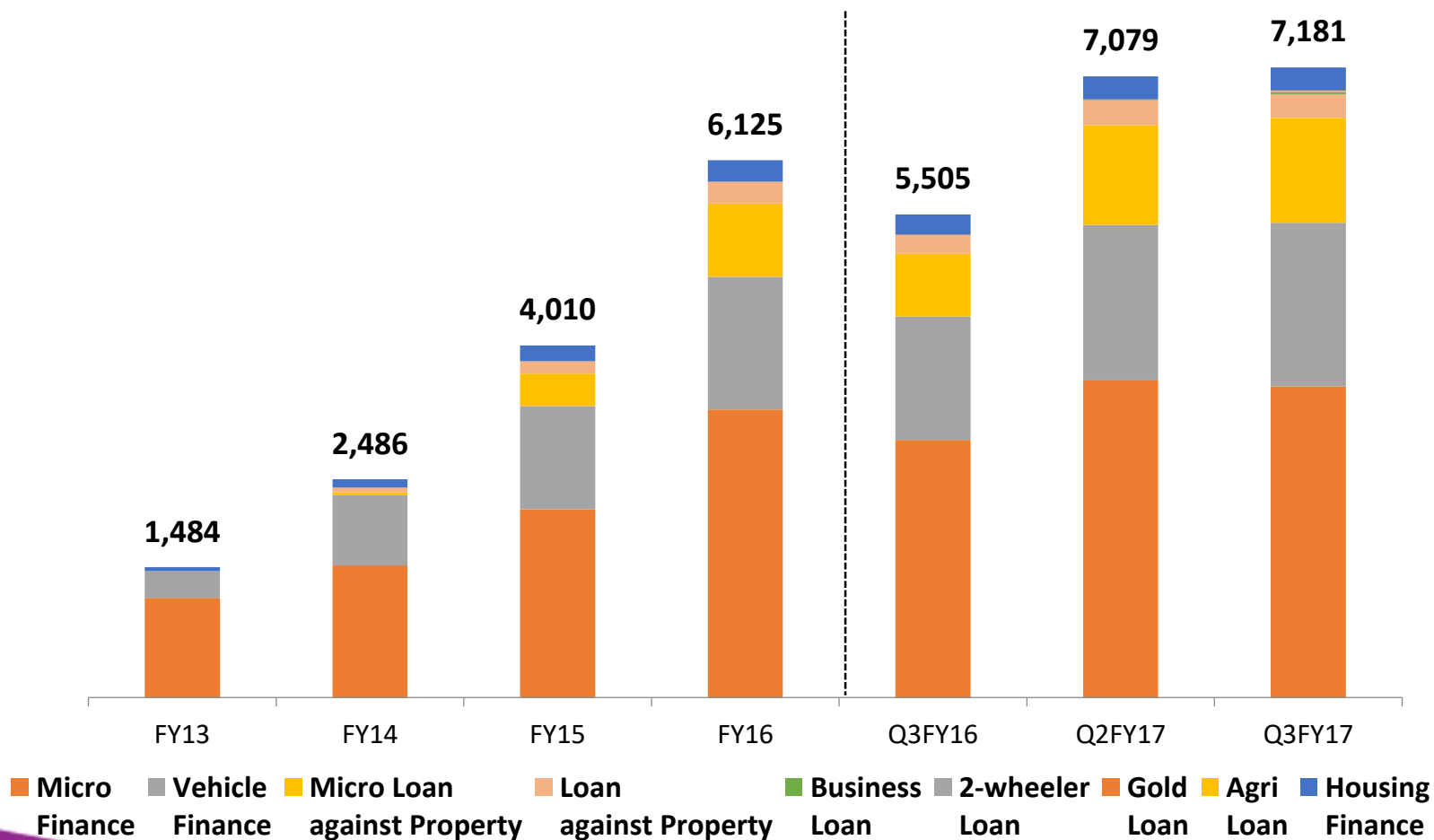


Funding cost evolution

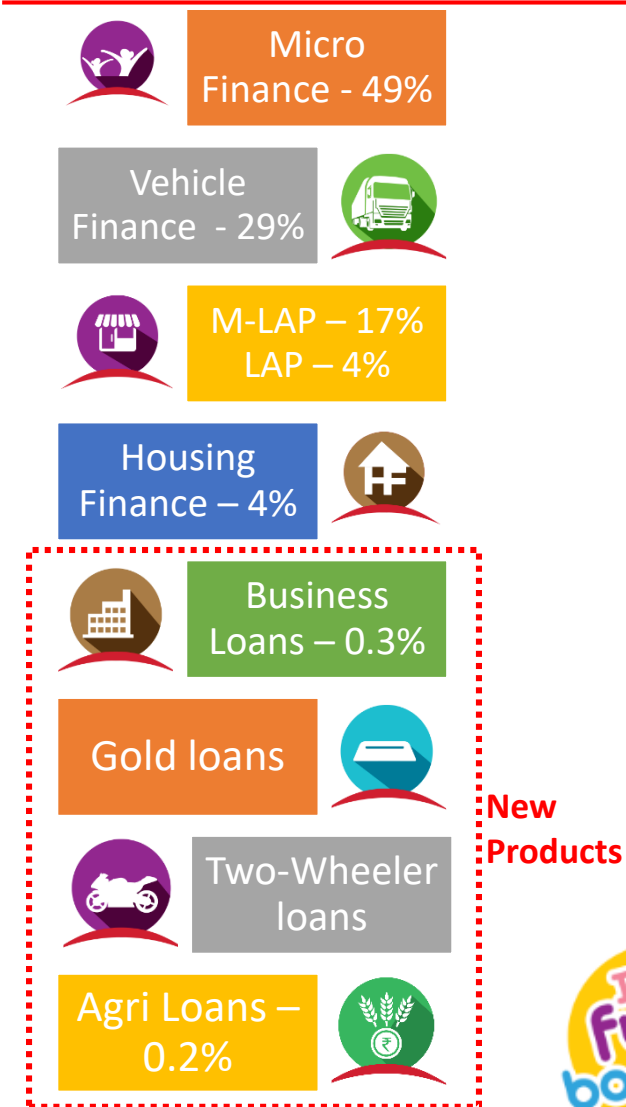


Credit segments overview

Advances under management (AUM) (Rs. Cr)

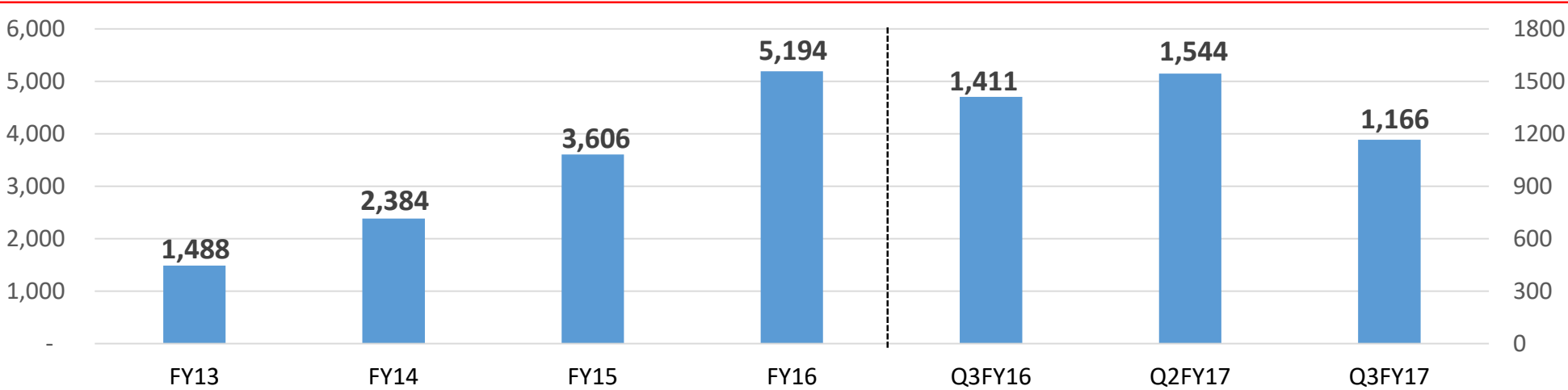


Credit offerings and Q3FY17 AUM composition

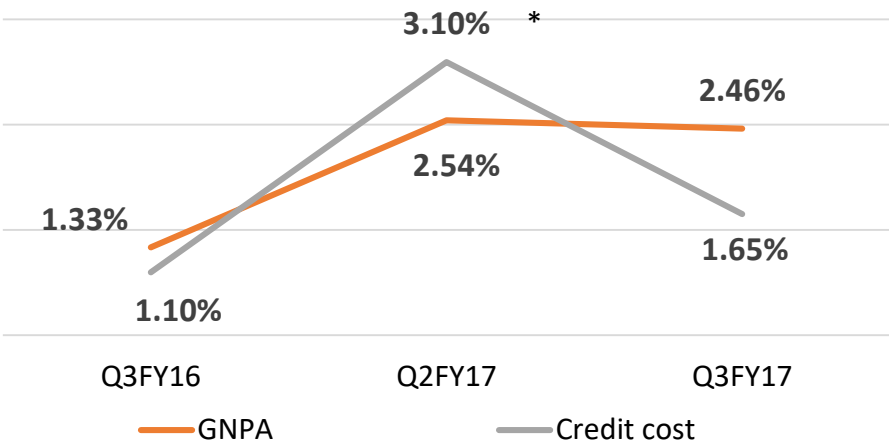


Credit segments overview (contd...)

Total Disbursement (Rs. Cr)



Credit quality

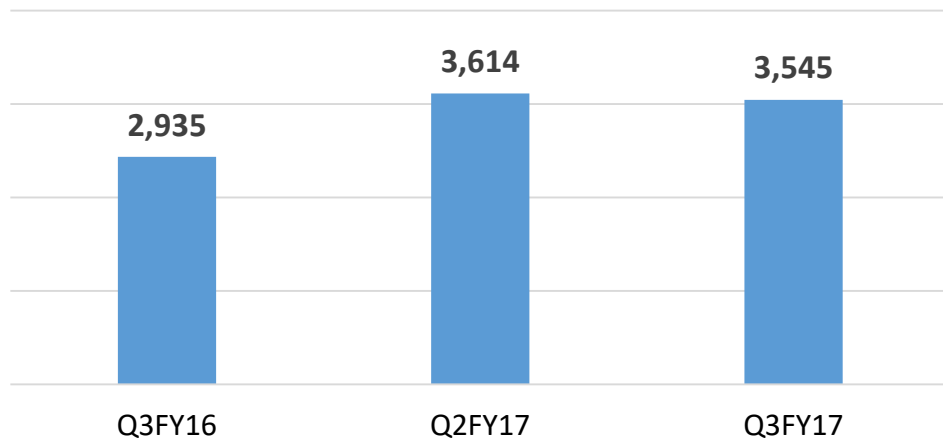


* Additional one time provision and floating provision

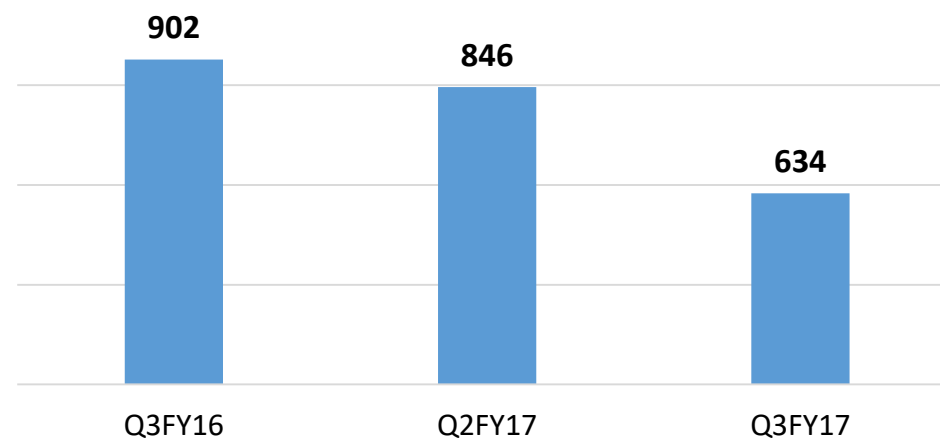


Micro Finance

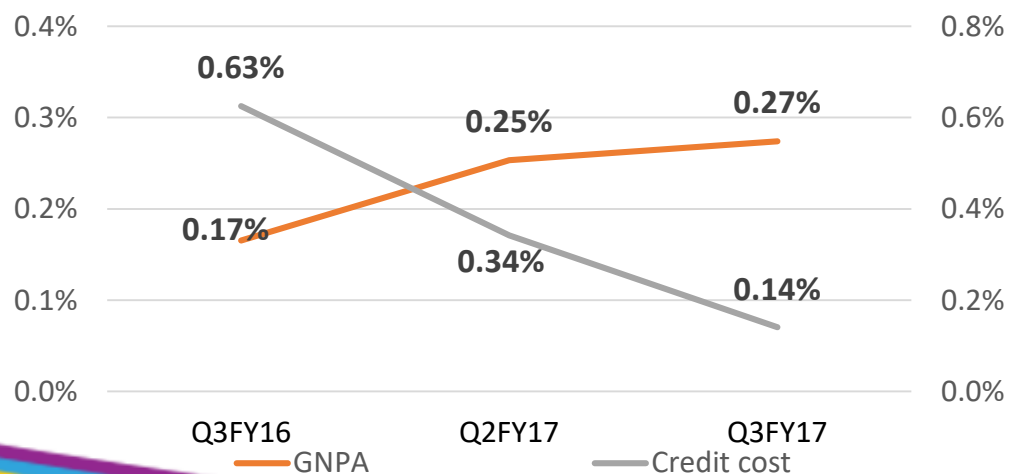
AUM (Rs. Cr)



Disbursement (Rs. Cr)



Credit quality

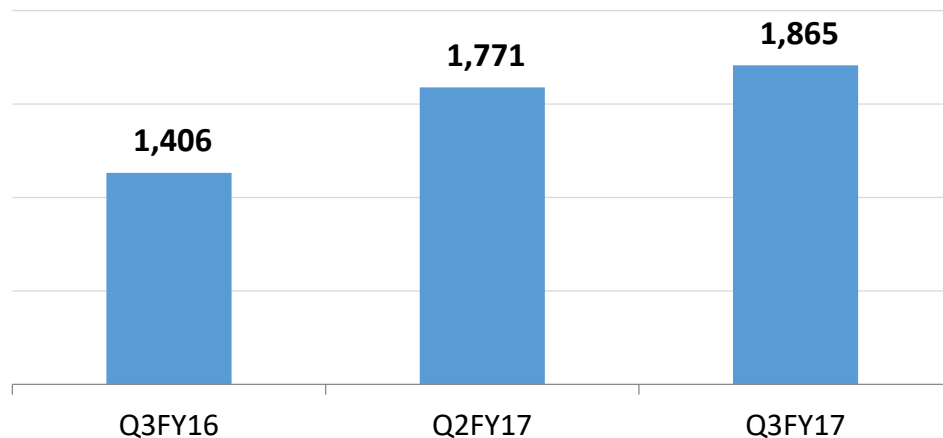


Operational parameters

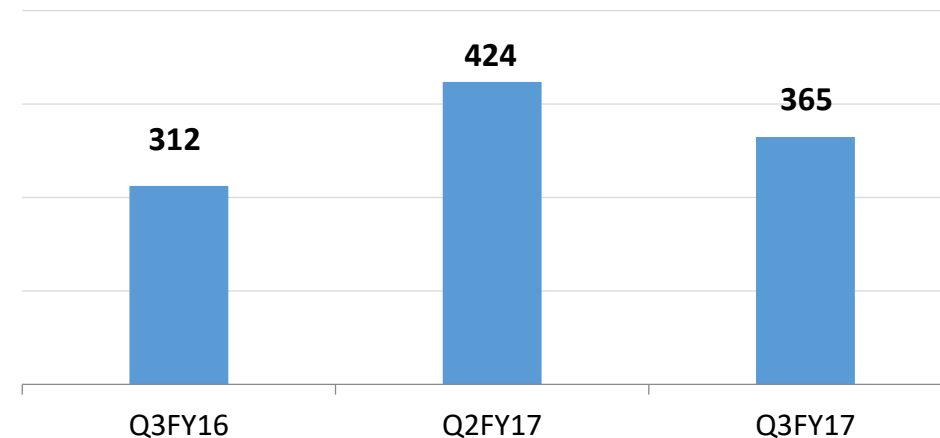
Micro Finance	As of 31 Dec 2016
Average Loan size	Rs.22,000
No. of customers	30 lakh
No. of locations	411
Rate of Interest (current average)	22%
Average Yield	20.4%

Used Commercial Vehicle Finance

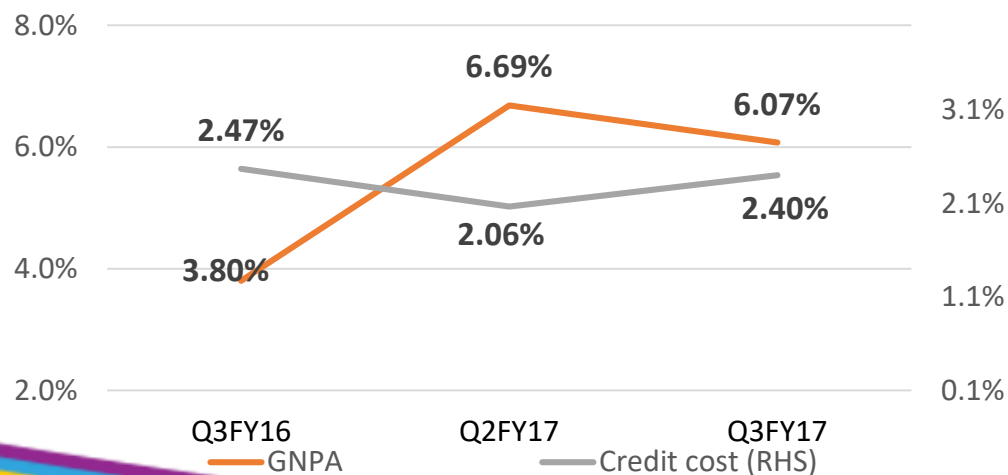
AUM (Rs. Cr)



Disbursement (Rs. Cr)



Credit quality

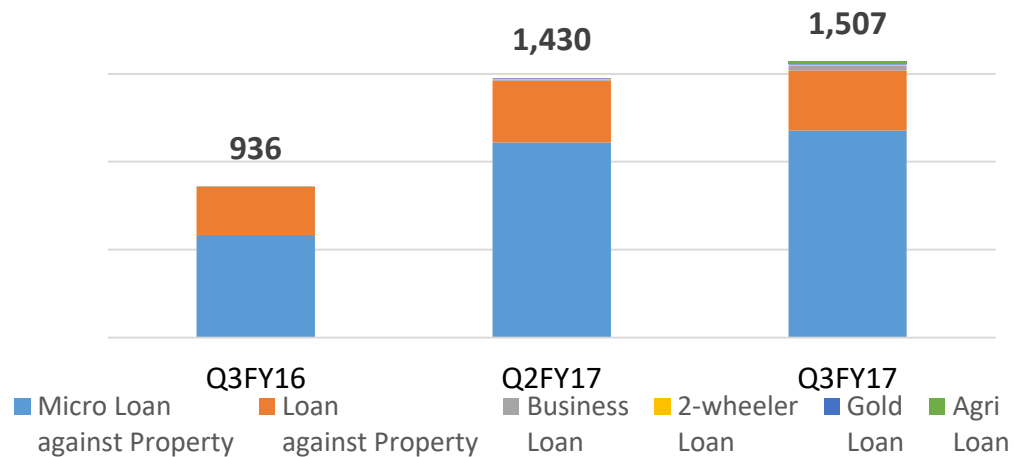


Operational parameters

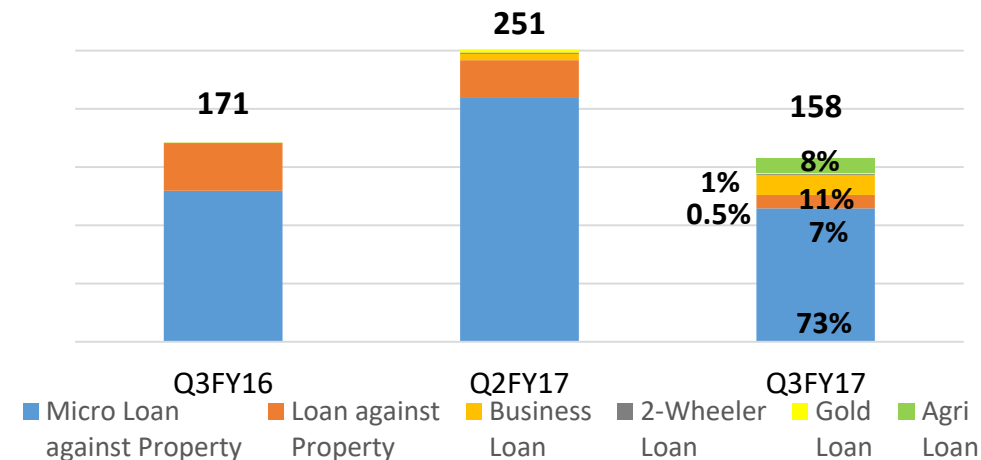
UCV Finance	As of 31 Dec 2016
Average Loan size	Rs.3,75,000
No. of customers	64,190
No. of locations	171
Rate of Interest (current average)	18-24%
Average Yield	20.8%

MSE offerings (Micro LAP, LAP, Business, Two-Wheeler, Gold & Agri Loans)

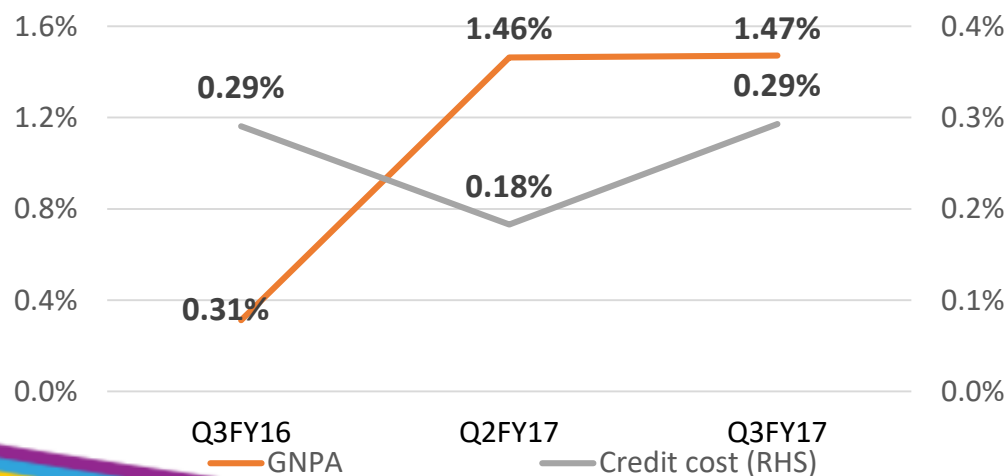
AUM (Rs. Cr)



Disbursement (Rs. Cr)



Credit quality

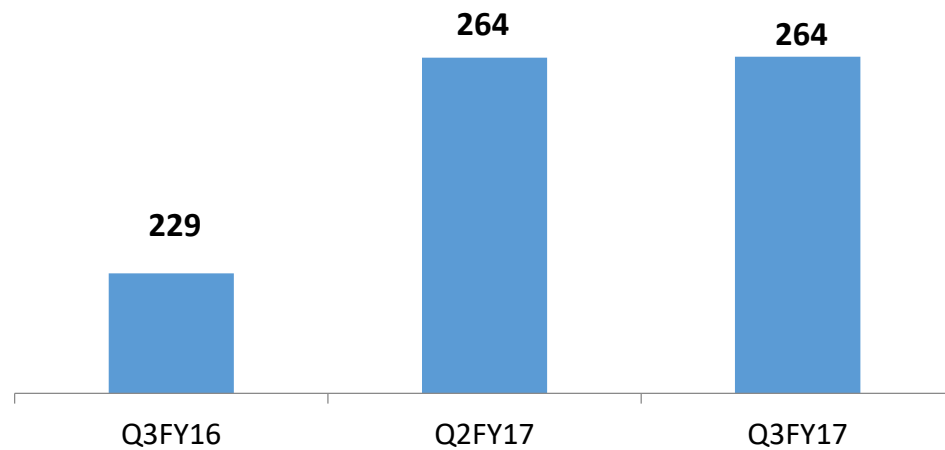


Operational parameters

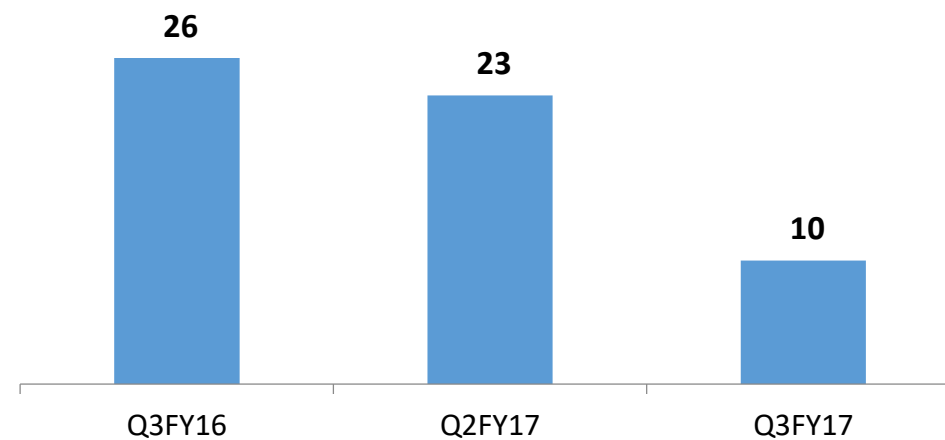
MSE Offerings	As of 31 Dec 2016
Average Loan size	Rs.2,00,000
No. of customers	84,214
Rate of Interest (current average)	17-24%
Average Yield	17.5%

Housing Finance

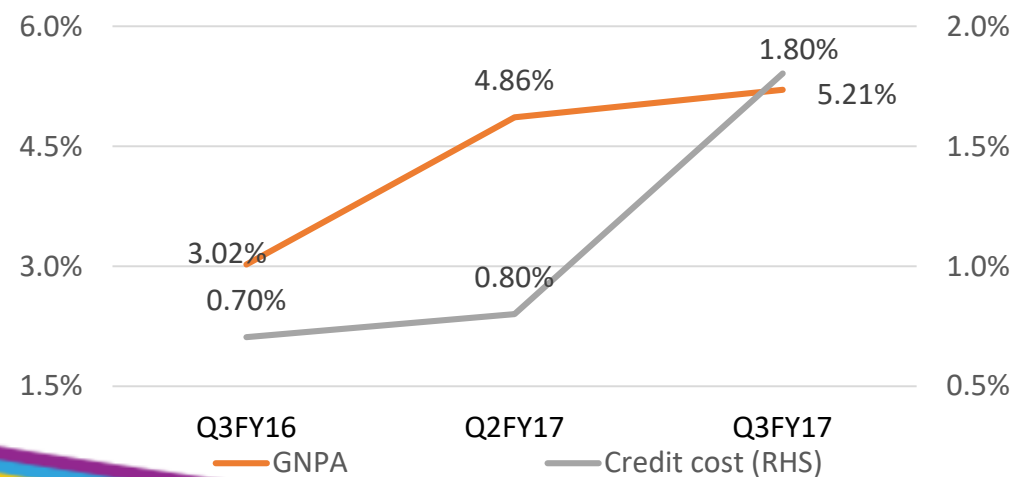
AUM (Rs. Cr)



Disbursement (Rs. Cr)



Credit quality



Operational parameters

Housing Finance	As of 31 Dec 2016
Average Loan size	Rs.5,90,000
No. of customers	4,857
No. of locations	23
Rate of Interest (current average)	11-14%
Average Yield	17.7%

Liabilities

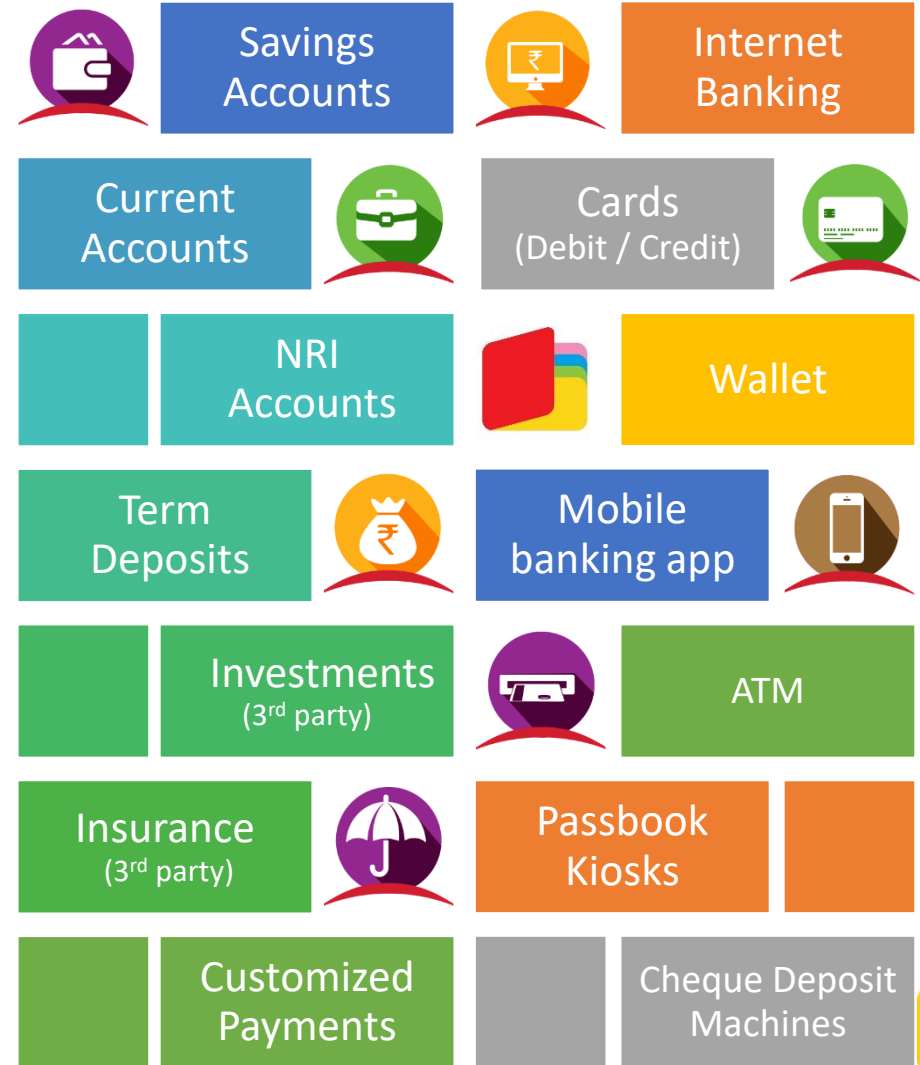
Update as of 31 Dec 2016

- 112 liabilities branches active and operational
- 6,523 deposit accounts opened
- Rs. 760 Cr total deposits
 - CASA – 2.3%
- 2,691 branch banking employees on boarded
- 40 ATMs operational
- Internet and Mobile banking launched during Q3FY17
- NEFT / RTGS / IMPS launched during Q3FY17
- 3rd party products sale commenced - Life & Gen. Insurance and Mutual Funds
- ICC World No.1 Cricket all rounder Ravichandran Ashwin signed up as brand ambassador

Key personnel on-boarding

- Head of Outreach Banking (Business Correspondents)
- Head of Housing Finance
- Head of Banking Customer Service

Product offerings – banking, digital and others



Presence across India

Region-wise – No. of Liability locations as of Dec 31 2016	
Region	Total
South	81
West	9
North	22
Grand Total	112

Region-wise – No. of Asset locations as of Dec 31 2016				
Region	MF	UCV	HF	Total
South	207	86	20	313
West	147	55	3	205
North	57	30	-	87
Grand Total	411	171	23	605

Equitas Technologies Private Limited [ETPL] - Highlights

Operations
started
effective
middle of Q2

Driver App
rolled out in
Q3. Supplier
App likely by
February
2017

Off-line
operations
currently in 3
cities in Tamil
Nadu

Transactions
are only intra-
city
movements
and volumes
growing
steadily

Full
technology
led
operations by
end Q1FY18

Operational
revenue – Q3
- Rs.27 Lakh
and Net Loss
of Rs.133 lakh

CSR Initiatives — *Social impact continues*

Corporate Social Responsibilities

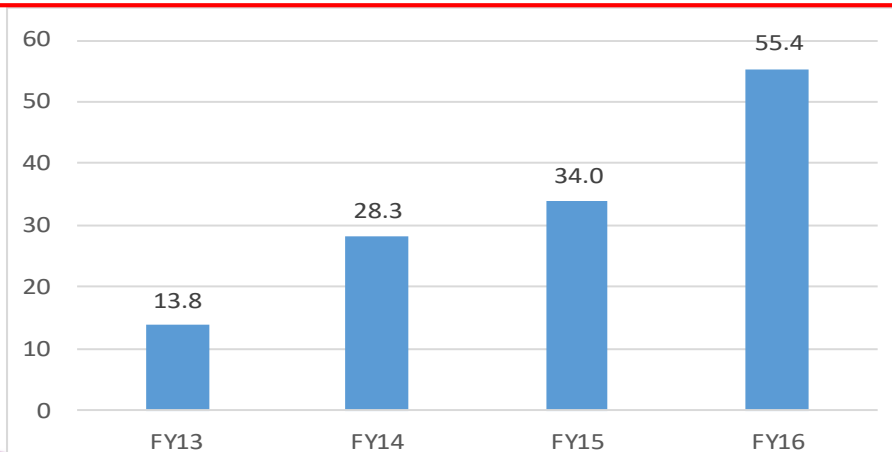
EDIT – Equitas Development Initiatives Trust

Set up in 2008 and supervised by eminent trustees, Equitas believes social initiatives also enables it to engage better with underbanked communities that it works with

Group CSR Policies

Group has a policy to contribute up to 5% of PAT to CSR activities and Rs.2,000 per branch per month may be allocated for primary health care and skill development of customers

CSR contribution (Rs. mn)



Medical awareness and preventive healthcare programs
4.5mn beneficiaries from health and eye care camps



7 English-medium board schools
5000+ children from low-income households enrolled



Job fairs for candidates from economically weaker sections
81,000+ candidates previously unemployed placed in jobs



Equitas Birds Nest – Pavement dwellers rehabilitation program
1,000+ families rehabilitated to organized housing



Skills development program
430,000+ people trained on cottage livelihood skills



Equitas DhanyaKosha (EDK)
Rs.2.6mn per month benefit to customers via 24 non-profit stores

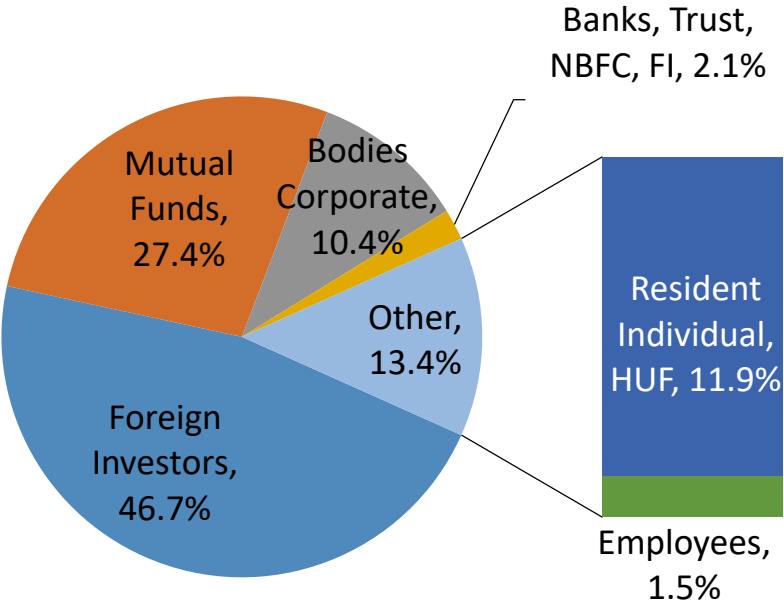
Equitas Social Initiatives

Particulars	FY16	Q2FY17	Q3FY17	Cumulative since inception
No. of beneficiaries in health camps	864,384	207,156	200,072	4,351,361
No. of spectacles provided [free of cost]	11,690	2,595	2,340	90,167
No. of cataract operations [free of cost]	1,563	517	483	27,478
No. of people trained on cottage livelihood skills	41,268	9,405	8,033	435,631
No. of unemployed youth placed in jobs	26,320	7,334	10,027	81,855
No. of families living on pavements rehabilitated	362	107	167	1,069
No. of children studying in the 7 Equitas schools	4,142	5,043	5,043	N.A.

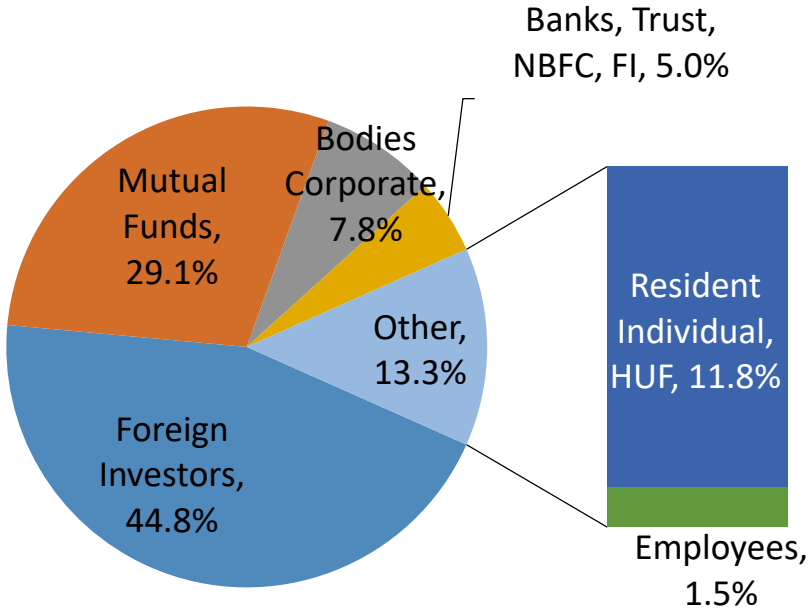
Annexures & General Information

EHL - Shareholding Pattern

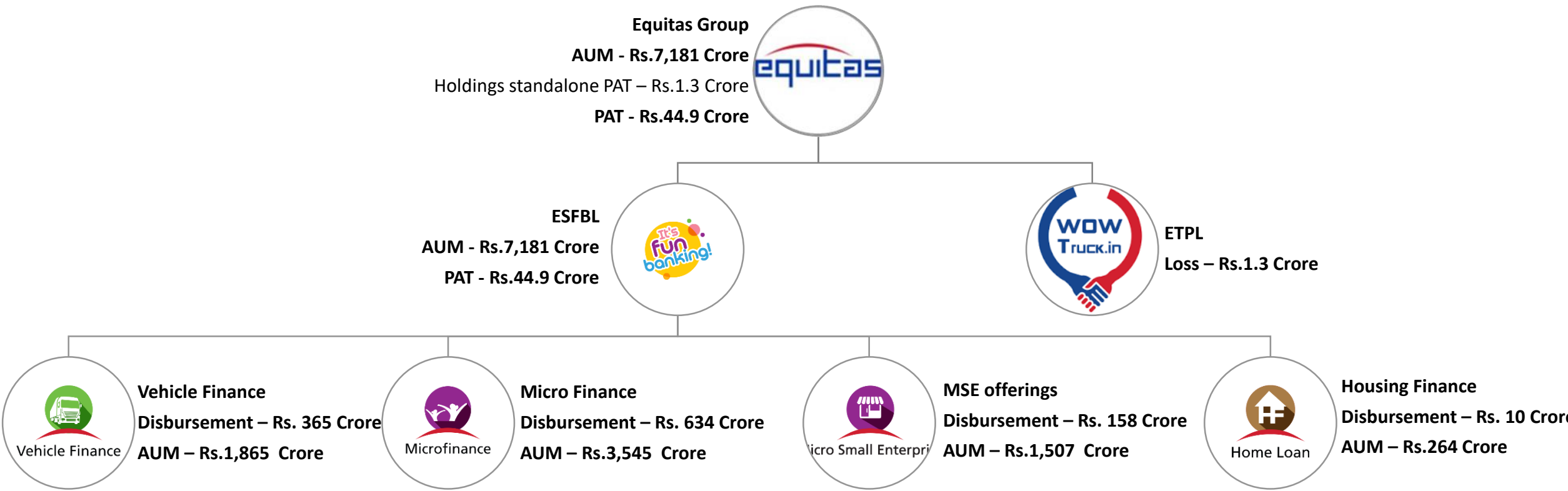
As of Oct 14, 2016



As of Jan 27, 2017



Financial Overview – Q3FY17



Key Indicators

Profitability [Rs. Cr]	FY13	FY14	FY15	FY16	Q3FY16	Q3FY17	YoY Growth	Q2FY17	QoQ Growth
Gross Interest Income	255	436	687	1,014	271	384	42%	356	8%
Finance Cost	108	190	295	436	115	153	33%	156	(2%)
Net Interest Income	147	246	392	578	156	231	48%	201	15%
Other Income	29	48	69	101	21	40	93%	67	(40%)
Net Income	176	294	461	679	176	271	53%	267	1%
Opex	127	162	247	360	95	171	80%	141	21%
Credit Cost	9	18	50	59	14	29	106%	53	(44%)
PBT	40	114	164	260	67	71	5%	74	(4%)
Tax	8	40	57	93	24	26	5%	27	(6%)
PAT	32	74	107	167	43	45	4%	46	(3%)
Key Ratio									
ROA	2.27%	3.23%	2.96%	3.05%	3.13%	2.04%		2.37%	
ROE	8.24%	12.25%	11.15%	13.31%	13.55%	8.18%		8.67%	
Gearing Ratio [No. of times]	2.64	2.79	2.77	3.37	3.33	3.01		2.65	
EPS [Basic]	2.10	3.99	4.48	6.21	4.47	4.60		3.27	
Book Value Per Share [*]	81.70	102.13	43.54	49.69	47.98	65.85		64.54	

* FYs 13 & 14 - not adjusted for Bonus Shares issued in June 2014 [2 shares for every 1 held]



Disbursement

Disbursement – Segment-wise				
Particulars	FY14	FY15	FY16	Q3FY17
MF	63.1%	59.0%	61.1%	54.3%
UCV	30.5%	25.0%	22.9%	31.3%
MSE offerings	3.8%	12.9%	14.0%	13.5%
HF	2.6%	3.1%	2.0%	0.9%
Total	100.0%	100.0%	100.0%	100.0%

Disbursement - State-wise				
Particulars	FY14	FY15	FY16	Q3FY17
Tamil Nadu	57.0%	57.7%	56.7%	56.5%
Maharashtra	17.4%	14.8%	14.5%	13.7%
Karnataka	4.3%	6.4%	8.0%	6.2%
MP	6.6%	5.7%	4.7%	4.0%
Rajasthan	5.4%	4.2%	4.0%	3.7%
Gujarat	5.1%	3.5%	4.2%	3.6%
Others	4.2%	7.6%	7.9%	12.4%
Grand Total	100.0%	100.0%	100.0%	100.0%

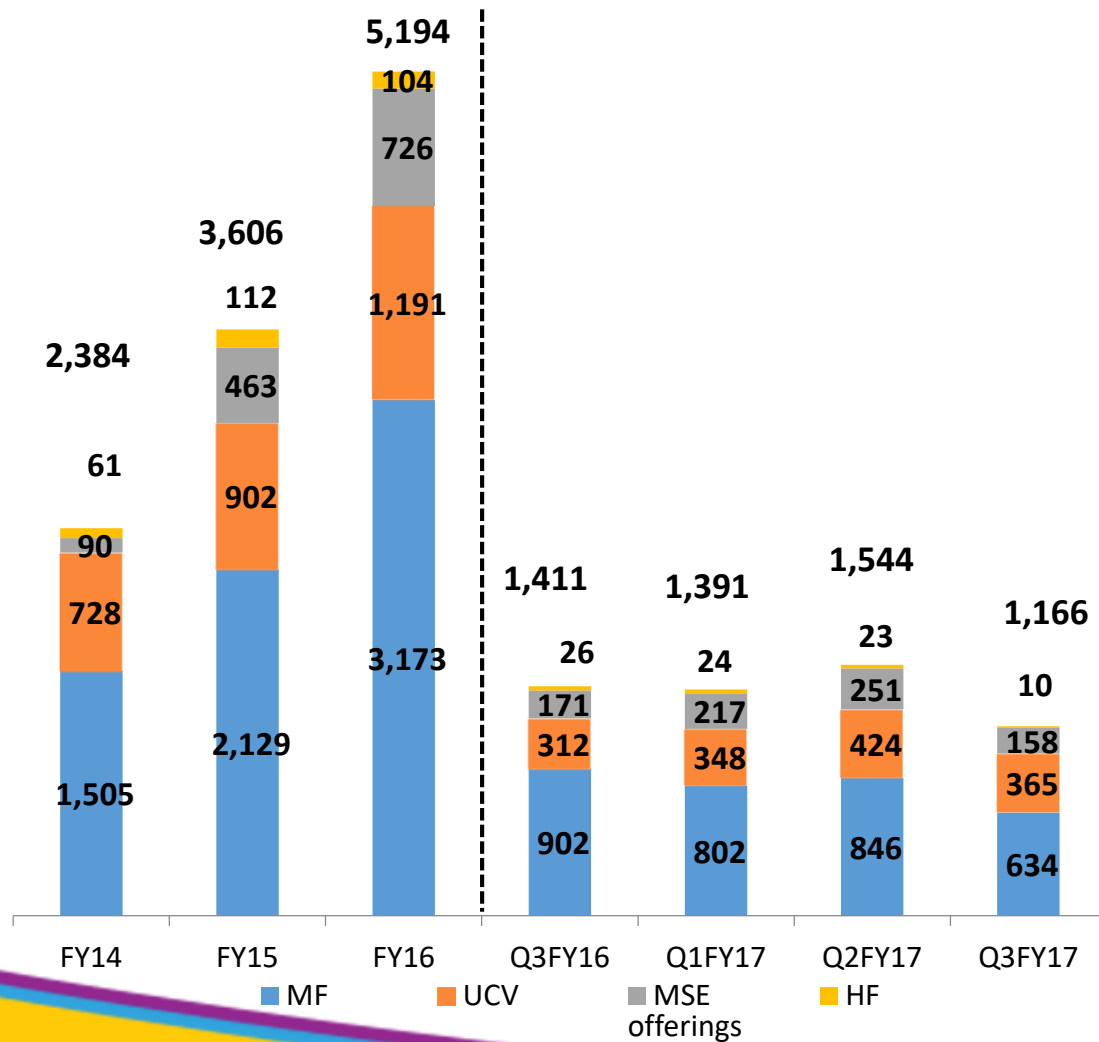
Others include: Puducherry, Chhattisgarh, Haryana, Punjab, Andhra Pradesh, Telangana

Segment-wise Advance under Management [AUM]

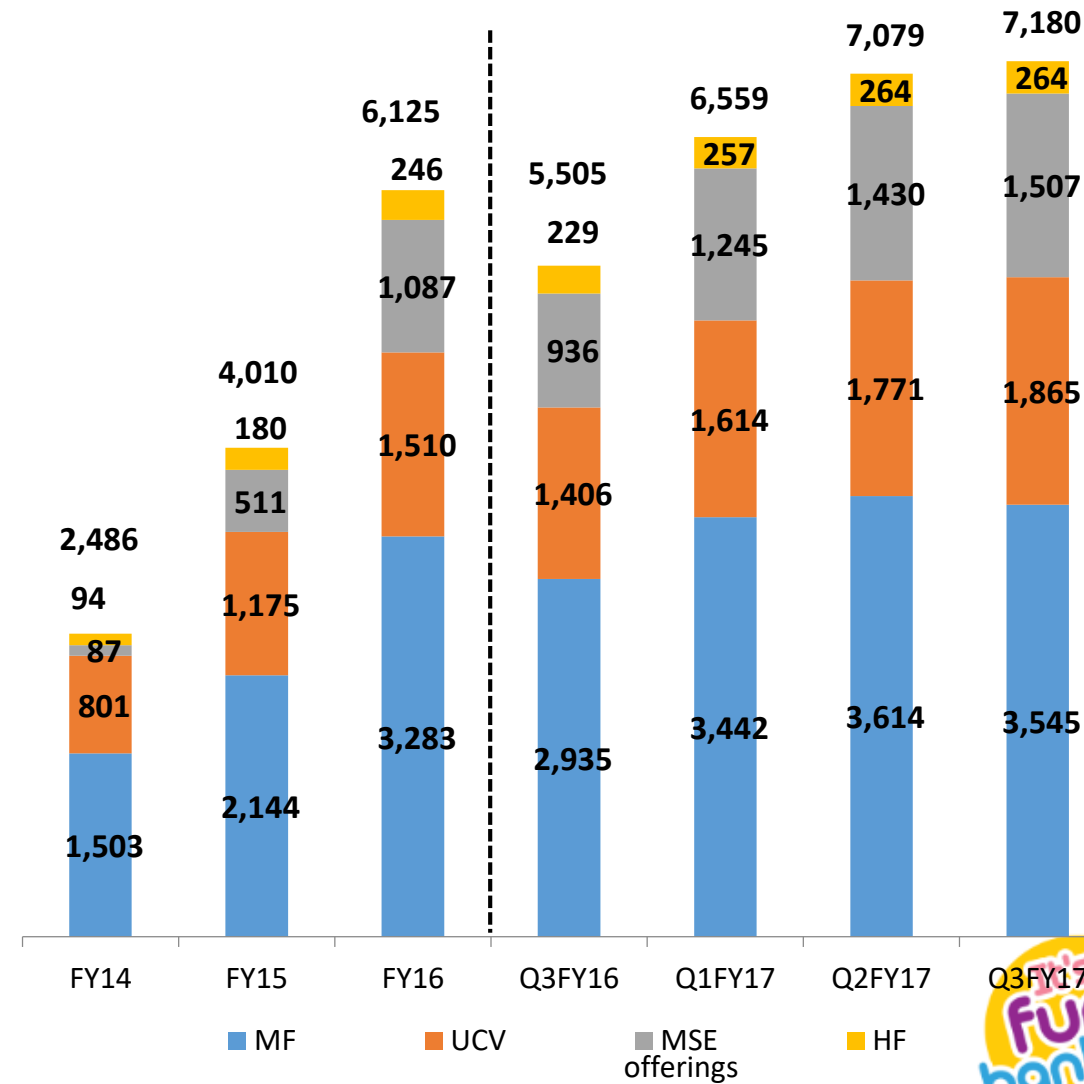
AUM [Rs. Cr]	FY13	FY14	FY15	FY16	CAGR [FY16 over FY13]	Q3FY16	Q3FY17	YoY Growth
Micro Finance								
On Book	864	1,186	1,623	2,576		2,655	2,781	4.7%
Off Book	270	317	521	707		280	764	173.0%
Micro Finance - AUM	1,135	1,503	2,144	3,283	42.5%	2,935	3,545	20.8%
% of Total AUM	76.5%	60.5%	53.5%	53.6%		53.3%	49.4%	
UCV								
On Book	305	756	1,151	1,510		1,403	1,778	26.7%
Off Book	-	45	25	-		2	87	3,501.6%
UCV - AUM	305	801	1,175	1,510	70.5%	1,406	1,865	32.7%
% of Total AUM	20.5%	32.2%	29.3%	24.7%		25.5%	26.0%	
MSE offerings								
On Book	-	87	511	739		726	1,064	46.5%
Off Book	-	-	-	348		209	443	111.8%
MSE offerings AUM	-	87	511	1,087	252.5%	936	1,507	61.1%
% of Total AUM	0.0%	3.5%	12.7%	17.8%		17.0%	21.0%	
Housing Finance								
On Book	45	94	180	246	76.6%	229	264	15.2%
% of Total AUM	3.0%	3.8%	4.5%	4.0%		4.2%	3.7%	
Total								
On Book	1,213	2,123	3,465	5,070		5,014	5,887	17.4%
Off Book	270	363	545	1,055		491	1,294	163.3%
Total AUM	1,484	2,486	4,010	6,125	60.4%	5,505	7,181	30.4%

Disbursement & AUM

Disbursement (Rs. Cr)



AUM (Rs. Cr)



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Disclaimer [contd.]

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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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