3rd April, 2017

The Secretary BSE Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai – 400001	The Secretary The National Stock Exchange of India Limited Exchange Plaza Bandra Kurla Complex (BKC) Bandra (east) Mumbai – 400051
Scrip Code No-539844	**Symbol: EQUITAS**

Dear Sirs,

Sub: Intimation of information under Regulation 30 and Regulation 46 of SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015

The details of schedule of analyst / investor meets are as under:

S. No.	Date of the Meeting	Type of meeting	Name of fund/firm/ Investors	Place of meeting
1	04-04-2017	One to One / Group	Multiple Investors	Singapore
2	05-04-2017	One to One / Group	Multiple Investors	Hong Kong

The presentation that will be made at the above meetings is attached. The same will be displayed on the website of the Company as well.

Thanking you,

Yours truly,
for **Equitas Holdings Limited**

Jayashree S Iyer
Company Secretary

EQUITAS HOLDINGS LTD CHENNAI 600 002

Equitas Holdings Limited

April 2017

Overview

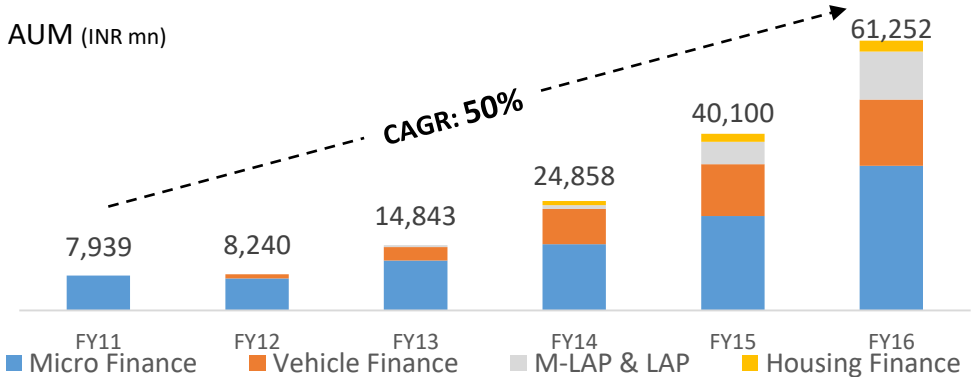
- An introduction to Equitas
- A 10 year journey

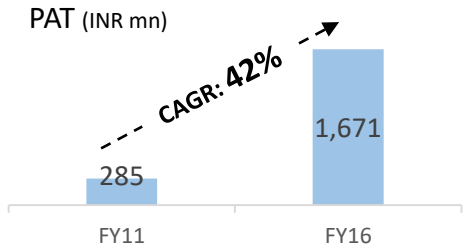
Business overview

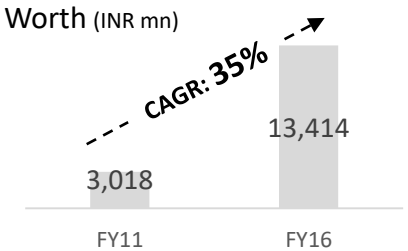
Diversified lending portfolio

Micro Finance	Loans ranging from INR13,000 to INR35,000, depending on loan cycle, given to Joint Liability Groups (JLG)
Vehicle Finance	Used Commercial Vehicle finance to first-time owners, enabling drivers to become owners
LAP & Micro-LAP	Asset backed financing primarily focused on self-employed individuals operating micro and small enterprises
Home Loans	Housing loans to individuals who have limited access to conventional credit facilities
Business Loans	Secured and unsecured lending to Small & Medium businesses for working capital or other business requirements
Gold & Agri Loans	Small ticket loans backed by property or gold, with special financing options for farmers

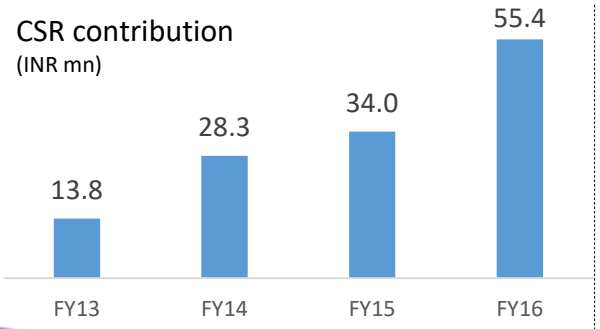
Financial track record and operational statistics







Corporate Social Responsibility and Governance



7	Independent board directors
10	Years of Clause 49 compliance
100	Percent of employees get ESOP
2.5	Percent founder shareholding

Network

15	States/UT presence
605	Asset branches
280	Liability branches^
200	ATM/Cash Recyclers ^

People

12,694	Employees
3.2 mn	Loan accounts
54,000	Deposit accounts ^

Liabilities

INR3.3 bn	CASA^
INR15.7 bn	TD^

^ as of March 2017; unaudited

Equitas timeline

2017
- RBI granted scheduled commercial bank status to Equitas Small Finance Bank

2016
- INR21.75bn (US$326m) IPO (oversubscribed 17.2x)
- Launched Equitas Small Finance Bank (ESFBL)

2015
- RBI granted in-principle Small Finance Bank license

2014
- Gross AUM crosses INR25.0 bn

2013
- Launched SME and LAP business
- GVC Rating upgraded to GVC Level 2

2012
- Gross AUM crosses INR10.0 bn

2011
- Launched vehicle finance and housing finance
- GVC Rating of GVC Level 3 from CRISIL

2010
- Gross AUM crosses INR5.0 bn

2009
- Concluded the first rated securitization by an Indian MFI

2008
- Received MFI Grading of mfR4 from CRISIL Highest rating for a start-up
- Raised first round of capital – INR60m

2007
- Launched Micro Finance lending to the underbanked

DNA – Our culture and practices

- Equitas stands for Fair and Transparent
- High standards of Corporate Governance and practices
- Corporate Social Responsibility – a focus on social impact

Our culture



Fair



Transparent



Innovative

Non-usurious interest rates
Our first Micro Finance loan in 2007 was priced at 25.5% (all inclusive) when market rate was c.40%

Global pioneer in transparency
First MFI in the world to disclose all-inclusive reducing balance rate in the loan passbook, according to mftransparency.org

Process efficiency and accountability
Sticker system for collection receipt in Micro Finance, at 6 Sigma level of efficiency, also resulted in no cash fraud in 8 yrs

Pioneered fair market practices
RBI's 2011 regulatory framework for MFIs was strikingly similar to fairness processes already being followed by Equitas

Institutionalisation of honest practices
As part of training program, employees are trained to explain reducing balance interest rates to customers

Pioneering product design
Pioneering design of MSME product for top end MFI customers. Only such financier to these borrowers

Commissions passed on to customers
Cross earnings on insurances, which are made mandatory to mitigate company's risk, are passed on to customers

Credit bureau data disclosure
Was the first MFI in India to contribute data to Bureau and use reports from Bureau for credit decisions

Hub and spoke network
BC network to provide extensive grass root banking supported by brick and mortar Bank branches

Customer friendly repayment policies
Supporting borrowers in their times of difficulties, helping them postpone instalments and waivers in deserving cases

Investor information disclosure
Disclosing financial & other information since inception, as per Clause 49 which is applicable only to listed companies

Positioning of the bank
Fun banking to provide a differentiated new age banking through innovative technology led services.

Governance

Independent board structure

Equitas board is majorly comprised of independent directors. Also it has separate CEO and Chairman of the board ensuring independence of the board.

Clause 49 (Sarbanes-Oxley equivalent) compliant

Clause 49 (Sarbanes-Oxley equivalent) compliant since inception following high standards of shareholder rights, board composition, compensation, internal process controls and risk management

Employee engagement aligning employee goals with shareholder returns

ESOP for all staff since inception. Management personnel's interests aligned with shareholders interests through such equity based compensation schemes. Very minimal staff turnover in mid to senior management levels

Long term focused governance

Independence of Board and nomination committee ensures the Board maintains a long term focus. Deferred ESOP and dispensing earnings guidance ensures that employees and the management are focused on long term returns

Diversified shareholding pattern

First SFB to list as a non-promoter entity. A very diverse shareholding pattern.
Founder holds only 2.5% stake in the company

Recognitions



Only 6 corporates are rated higher at Level 1



Represents the highest possible rating

Corporate Social Responsibility

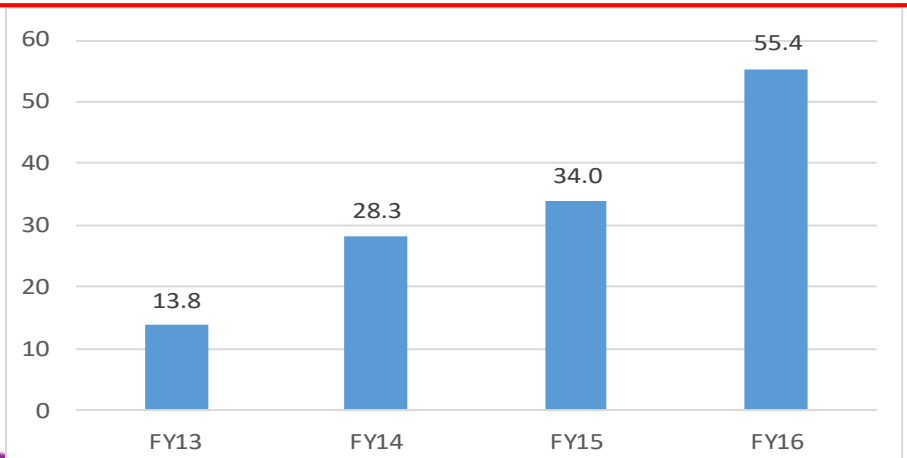
EDIT – Equitas Development Initiatives Trust

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 INR2,000 per branch per month may be allocated for primary health care and skill development of customers

CSR contribution (INR mn)



Medical awareness and preventive healthcare programs

4.3mn beneficiaries from health and eye care camps

7 English-medium board schools

5000+ children from low-income households enrolled

Job fairs for candidates form economically weaker sections

71,000+ candidates previously unemployed placed in jobs

Equitas Birds Nest – Pavement dwellers rehabilitation program

900+ families rehabilitated to organized housing

Skills development program

430,000 people trained on cottage livelihood skills

Equitas DhanyaKosha (EDK)

INR2.6mn per month benefit to customers via 24 non-profit stores

Way forward

- Equitas Small Finance Bank strategy
- Asset offerings
- Liability update

ESFB Strategy

Diversifying Credit offering

- Primarily focusing growth from “Bottom of the Pyramid”
- Grow the secured loan portfolios eg: Agri loan, Gold Loans, Micro-LAP etc
- MFI Channel leveraged for distribution of new products
- Reducing cost of funds to facilitate new products across credit profiles.

Building up Liability Franchise

- Reach out to Mass & Affluent to garner deposits- *Limited savings pool from loan customers.*
- Market share to be driven by
  - Product innovation
  - Bundling with loan products like Business Loans (CA) & Home loans (SA).
  - Differential pricing
  - Fund Banking promise
- New opportunities for Fee Income opening up.

National roll out Hub & Spoke

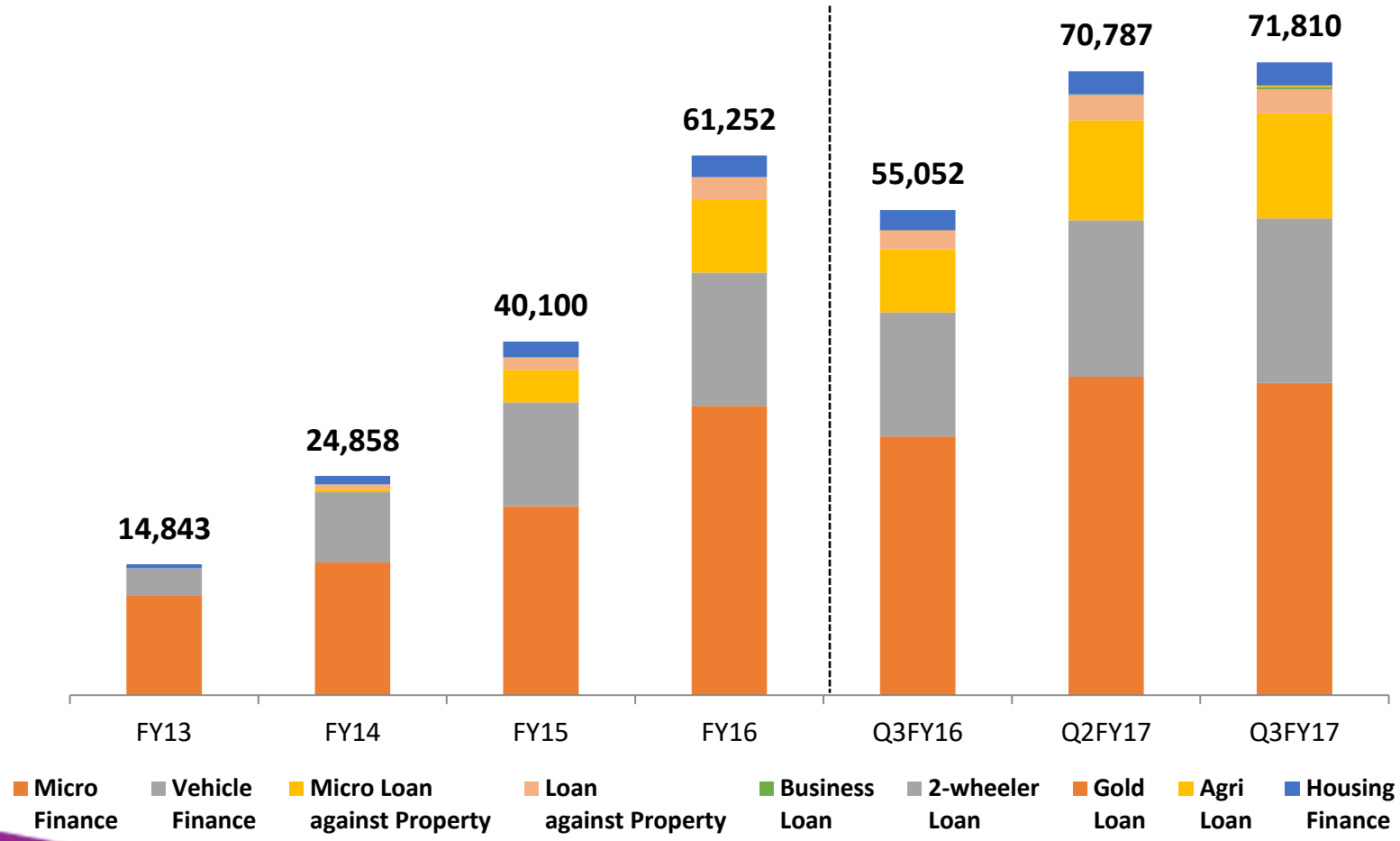
- Pan India roll out of 412 “liability branches” in the 1st year of operations.
- Hub & Spoke Model for servicing customers.
  - Hubs – 412 physical upmarket branches to extend branch banking services.
  - Spokes – Each hub to have ~30 point of banking through Business Correspondents (not company owned) to drive community banking by leveraging technology.
  - Automated Service centres to enable Cash & Cheque deposits, self serving kiosks etc.

High Performance model

- Forecasting Strong credit growth over 5 years.
- Healthy mix of portfolios to enable uptick in gearing.
- Liability customer pool in the long term will be a strong value creator for the bank.
- Returns landscape (5+ years)
  - ROA: ~2.25%
  - ROE: ~16% -20%

Asset offerings

Advances under management (AUM) [in INR mn]



Credit offerings and Q3FY17 AUM composition

- Micro Finance - 49%
- Vehicle Finance - 26%
- M-LAP – 17%
  LAP – 4%
- Housing Finance – 4%

New Products

- Business Loans – 0.3%
- Gold loans
- Two-Wheeler loans
- Agri Loans – 0.2%

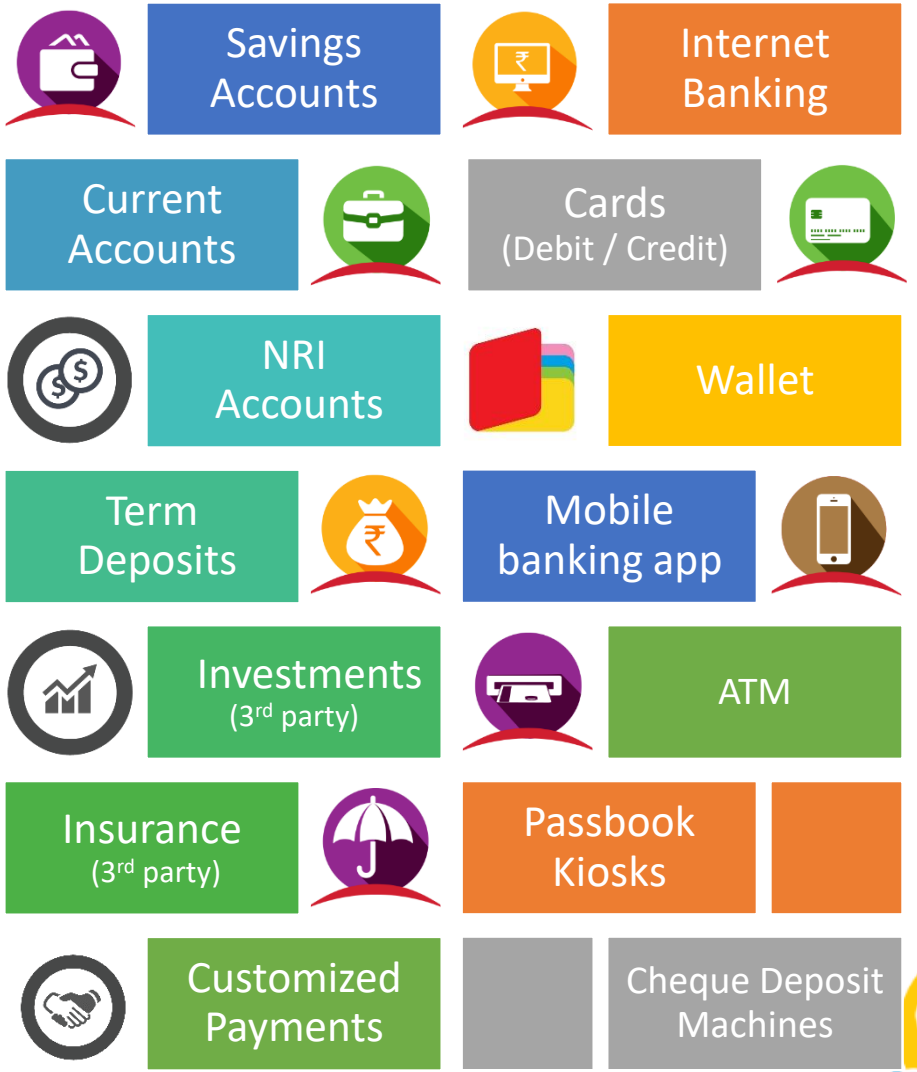
It's FUN banking!

Liability update

Liability update as of 31st Mar 2017 *

- ~280 liabilities branches are operational
- ~54,000 deposit accounts
- INR19 bn total deposits
  - CASA – INR3.3 bn
  - Term Deposits – INR15.7 bn
- Priority Sector Lending Certificates (PSLC) are being placed
- Scheduled commercial bank status granted by RBI
  - Inter-Bank Participatory Certificates (IBPC) are allowed and being placed
  - A1+ rated by Crisil for Certificate of Deposits (CD)
- ~2,800 branch banking employees on-boarded
- ~200 ATMs operational
- Internet and Mobile banking launched during Q3FY17
- NEFT / RTGS / IMPS launched during Q3FY17
- Mobile wallet app "Purz" launched in Q4FY17
- "Fast tags" introduced for automatic deduction of highway toll charges
  - One of the first banks in India to introduce this product
- Wide range of 3rd party products offered - Life & Gen. Insurance and Mutual Funds
- ICC World No.1 Cricket all rounder Ravichandran Ashwin signed up as brand ambassador

Product offerings – banking, digital and others



* Unaudited

Appendix

- Credit Risk Framework
- Q3FY17 update
- Consolidated Financials
- Consolidated Key Ratios trend
- Asset Quality Evolution
- Funding Profile
- Shareholding Pattern

Credit Risk Framework

Loan initiation phase risks management:

- Field investigation carried out by branch team as well as Field Risk Officers before initiating loan process to check transaction and documents
- Welcome call placed by Head Office Tele-calling team to customers on first day post-disbursal to reconfirm terms and conditions and reiterate them if necessary

Credit appraisal risks management:

- Field investigation conducted by Credit Officers along with credit bureau checks
- Field investigation conducted by FRO on a random sampling basis to cross-verify previous branch level field investigation
- Telephonic verification by HO team to verify the details provided by customers

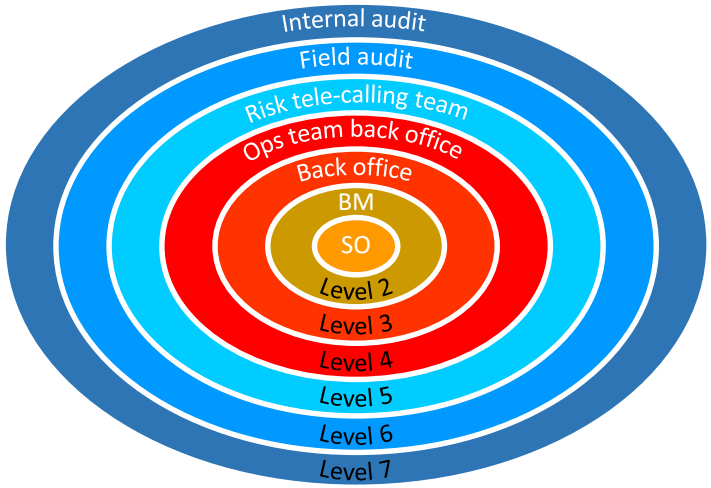
Loan maintenance risks management:

- Non-starter and early delinquency cases tracked by Risk Officers
- Registrations tracking by Risk Officers' and area managers

Collections process risks management:

- Cash audits by Risk Officers' who also closely monitor cash collection cases, including field investigations by FROs
- Field visits by FROs to pre-closure and delinquency cases
- Stock audits by FROs done on a fortnightly basis

Equitas Chakravyuh



Operating risk management control system, seven concentric rings of risk management built around every single field level transaction

1. **Physical verification** by the Sales Officer (SO) during the initiation of the loan disbursal process
2. **Random Verification** of customers by Branch Manager (BM) physically done at every center
3. **De-Duplication** check by the back-office team to verify borrowing eligibility of customer
4. **Document health check** by operations team to verify authenticity of documents provided and perform credit bureau check

Before disbursal

5. **Random Disbursement Validation** by Risk tele-calling team to cross verify documentation, disbursement and verification processes
6. **Field Risk Audit** performed by Risk Officers periodically covering each center twice a year
7. **Internal Audit** performed periodically to audit all processes and risk management systems across the board

Post disbursal

Consolidated Financial Overview – Q3FY17

Q3FY17

INR 11.7 bn Disbursement	INR 71.8 bn AUM	INR 86.3 bn Assets	INR 7.6 bn Deposits
-17% YoY	30% YoY	49% YoY	2.3% CASA
INR 2,307 mn NII	**INR 1,709 mn Opex**	**INR 294 mn Provisions**	**INR 449 mn PAT**
48% YoY	80% YoY	106% YoY	4% YoY

9MFY17

INR 41.0 bn Disbursement	INR 6,356 mn NII	INR 4,251 mn Opex	INR 997 mn Provisions	INR 1,525 mn PAT
12% YoY	48% YoY	67% YoY	124% YoY	27% YoY

Consolidated Key Ratios – Q3FY17

Q3FY17

10.5% [11.3%] NIM	63.1% [53.7%] Cost / Income	8.18% [13.55%] ROAE	30.2% Tier 1
14.8% Non-interest income/Net income	7.8% [6.9%] Cost / Assets	2.04% [3.13%] ROAA	33.1% CAR
2.46% GNPA	0.77% NNPA	68.6% [27.0%] PCR	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

[] figures in brackets pertain to Q3FY16

Consolidated Balance Sheet – Q3FY17

in INR bn	Dec 16	Dec 15	YoY %	Sep 16	QoQ %	March 16
Capital & Liabilities						
Share Capital	3.37	2.69	*25%*	3.37	*0%*	2.70
Reserves & Surplus	18.84	10.23	*84%*	18.38	*2%*	10.71
Net Worth	**22.21**	**12.93**	***72%***	**21.75**	***2%***	**13.41**
Borrowings	58.22	41.55	*40%*	61.53	*(5%)*	46.83
Other Liabilities & Provision	5.88	3.49	*69%*	6.84	*(14%)*	4.82
Total Capital & Liabilities	**86.31**	**57.97**	***49%***	**90.11**	***(4%)***	**63.49**
Assets						
Cash and Bank Balance	7.70	2.80	*175%*	7.35	*5%*	9.47
Investments	13.94	1.76	*691%*	18.22	*(23%)*	0.12
Advances	58.87	50.14	*17%*	56.55	*4%*	50.70
Fixed Assets	2.35	0.51	*361%*	1.61	*46%*	0.66
Other Assets	3.46	2.75	*26%*	6.39	*(46%)*	2.54
Total Assets	**86.31**	**57.97**	***49%***	**90.11**	***(4%)***	**63.49**
AUM [On Book + Off Book]	***71.81***	***55.05***	***30%***	***70.79***	***1%***	***61.25***

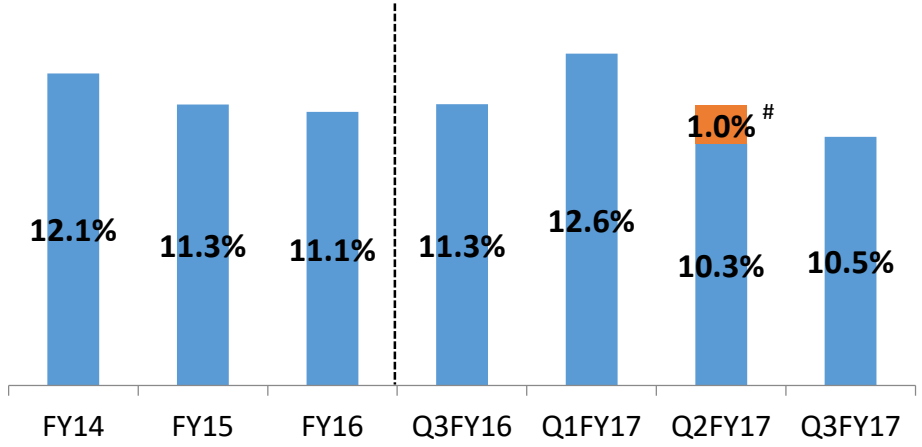
Consolidated Income Statement – Q3FY17

in INR mn	Q3FY17	Q3FY16	YoY %	Q2FY17	QoQ %	9MFY17	9MFY16	YoY %
Interest Income	3,838	2,710	*42%*	3,562	*8%*	10,659	7,388	*44%*
Finance Cost	1,532	1,154	*33%*	1,556**	*(2%)*	4,303	3,083	*40%*
Net Interest Income	2,307	1,557	*48%*	2,006	*15%*	6,356	4,305	*48%*
Other Income	402	208	*93%*	666##	*(40%)*	1,298	559	*132%*
Net Income	**2,709**	**1,765**	***53%***	**2,673**	***1%***	**7,654**	**4,864**	***57%***
Operating Expenses	1,709	948	*80%*	1,408	*21%*	4,251	2,547	*67%*
Profit before Provisions	1,000	817	*22%*	1,265	*(21%)*	3,404	2,317	*47%*
Credit Cost	294*	143	*106%*	528##	*(44%)*	997	445	*124%*
Profit Before Tax	706	674	*5%*	737	*(4%)*	2,406	1,872	*29%*
Provision for Taxation	256	244	*5%*	274	*(6%)*	882	669	*32%*
Profit After Tax	**449**	**430**	***4%***	**464**	***(3%)***	**1,525**	**1,204**	***27%***

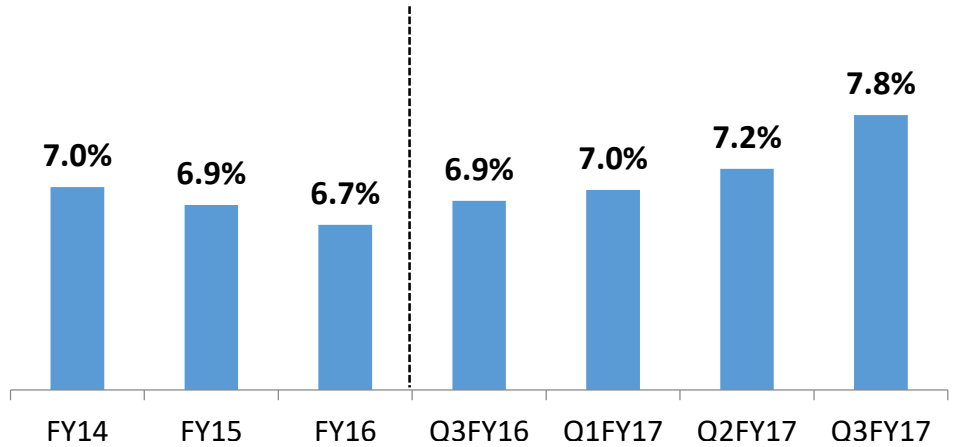
Q3FY17 Notes:
* - Credit cost includes INR 150 mn additional provision made
Q2FY17 Notes:
** - Finance Cost includes INR 111 mn pre-closure charge on Term Loans repaid; # - Other income includes INR 379 mn Standard Assets Provision reversal and Credit Cost includes INR 381 mn additional NPA provision & Floating Provision

Consolidated Key Ratios trend

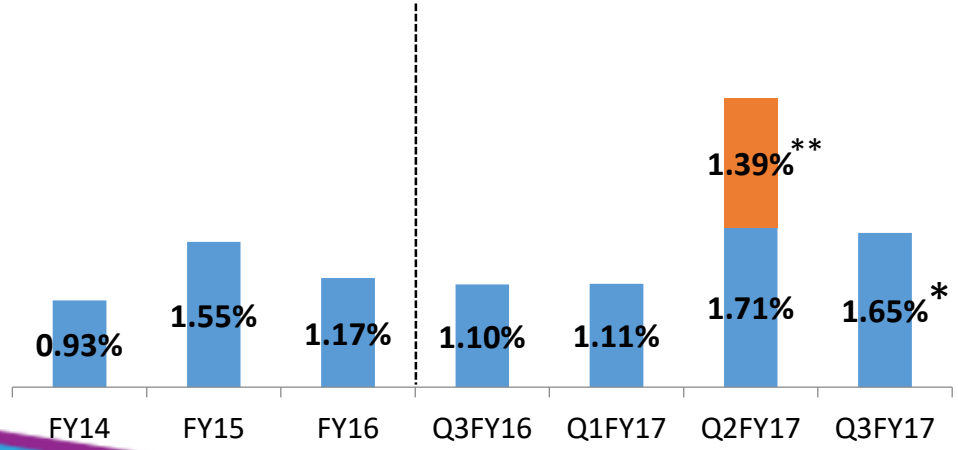
Net Interest Margin (NIM)



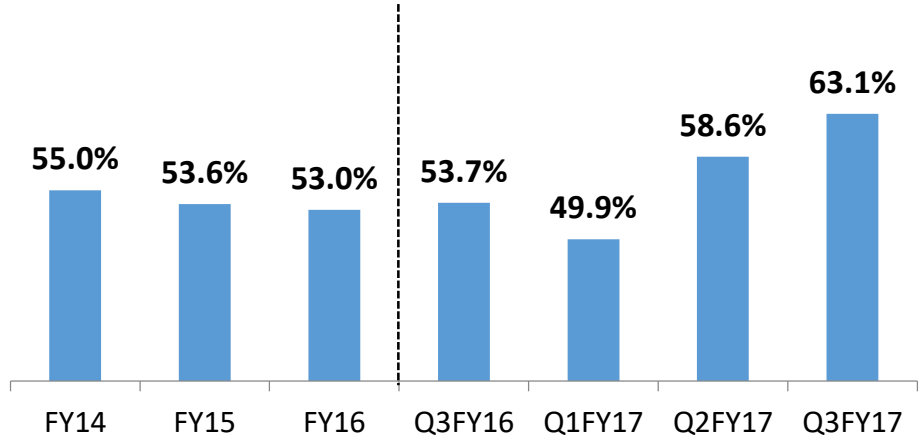
Cost / Avg. Assets



Credit cost



Cost / Income



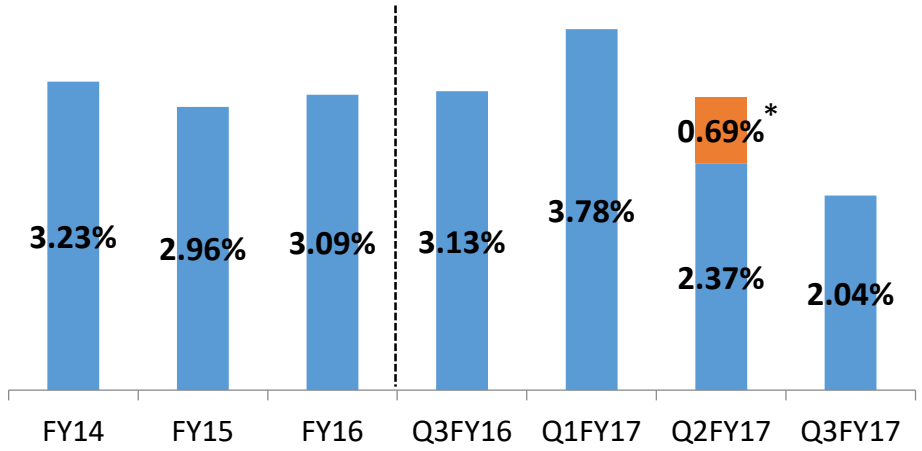
** Q3FY17 credit cost includes INR 150 mn of additional provision*

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

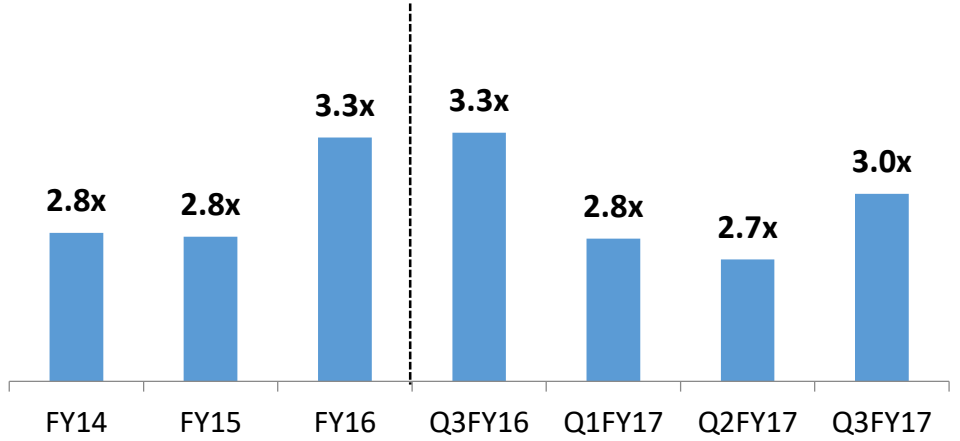
*** Additional one time provision and floating provision*

Consolidated Key Ratios trend [contd.]

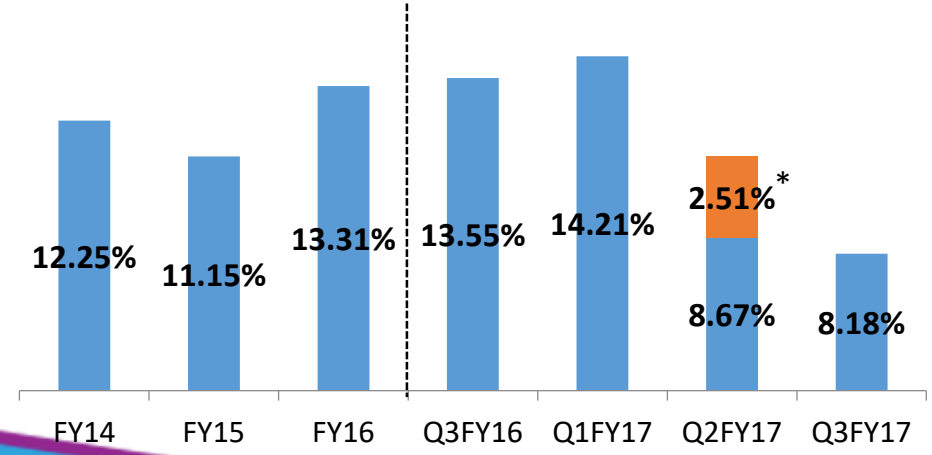
Return on Avg. Assets (ROAA)



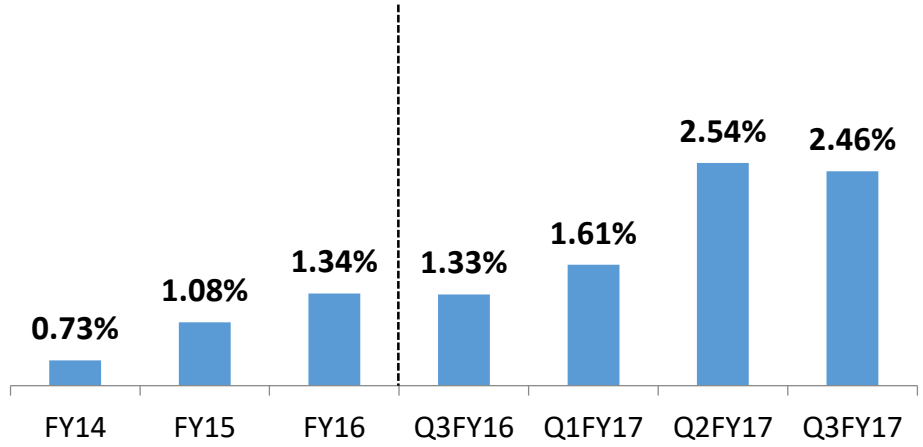
Gearing - Avg. Assets / Avg. Equity



Return on Avg. Equity (ROAE)

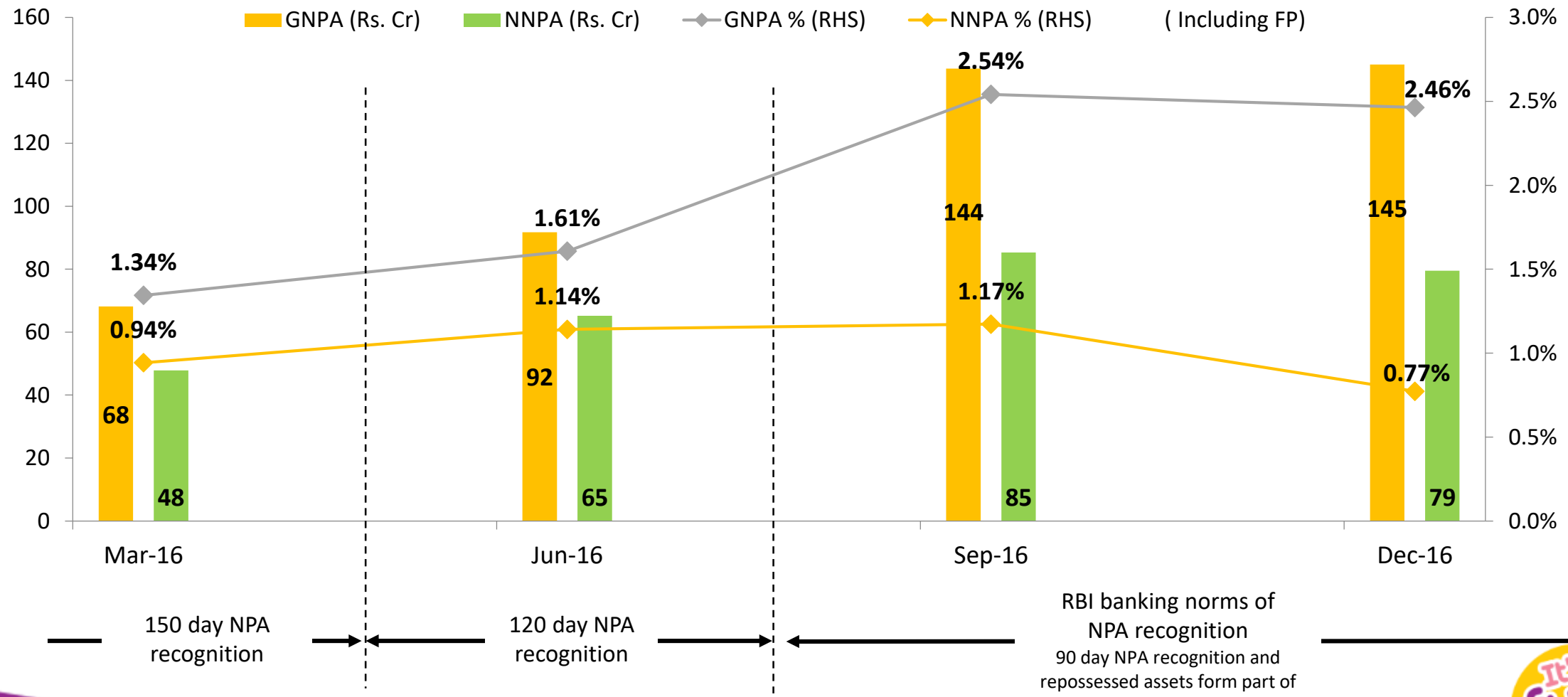


Asset Quality – Gross NPA



** One-time bank transition impact*

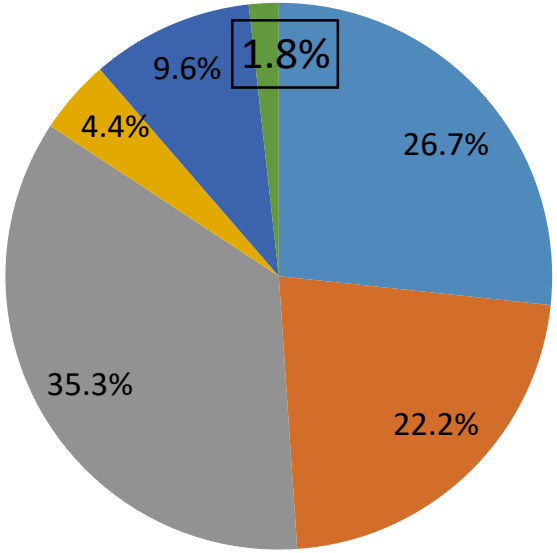
Asset Quality evolution

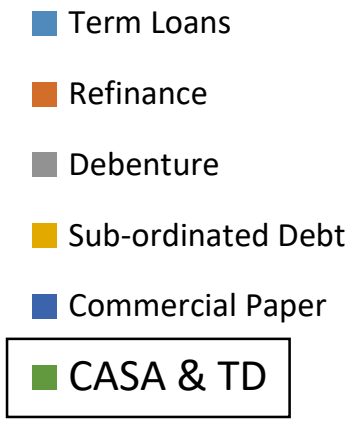


GNPA 2.46% after utilisation of RBI dispensation; 2.98% if dispensation not utilised
NNPA 0.77% after additional provision of INR 150 mn during the quarter; 1.03% w/o additional provision

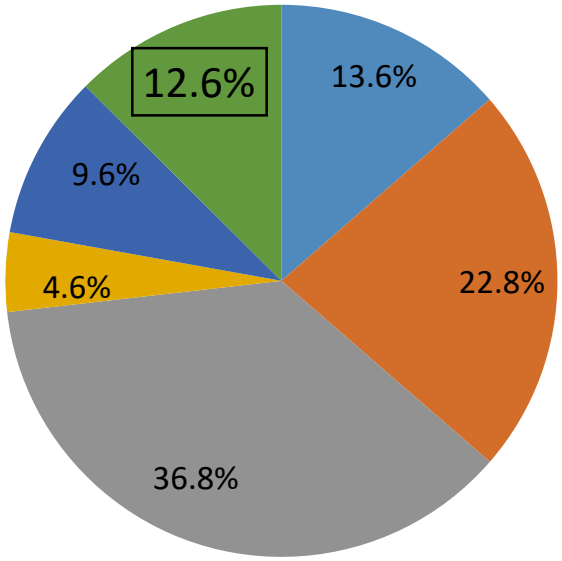
Funding profile

As on 30 Sep 2016

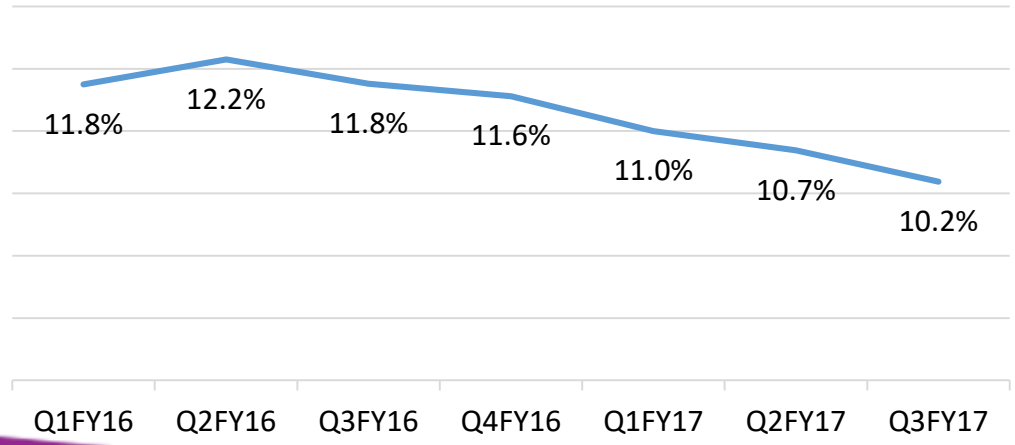




As on 31 Dec 2016

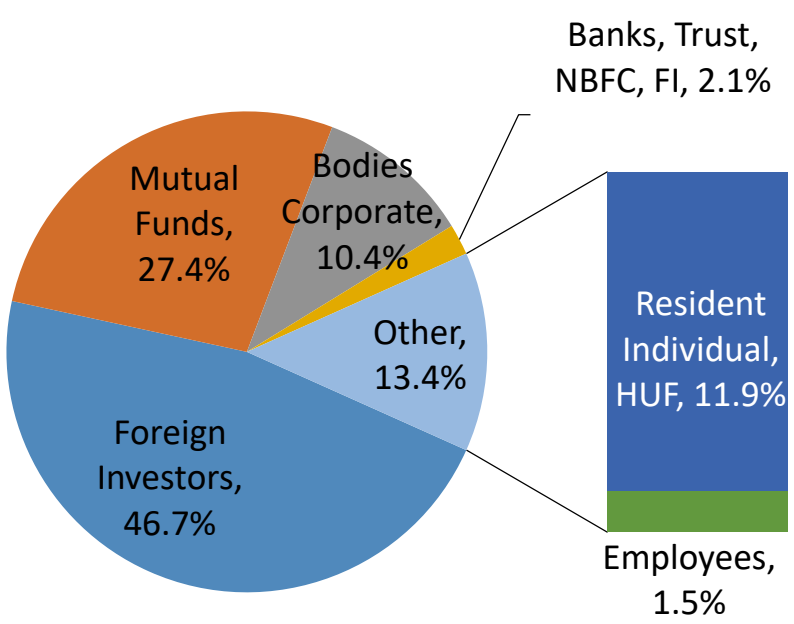


Funding cost evolution

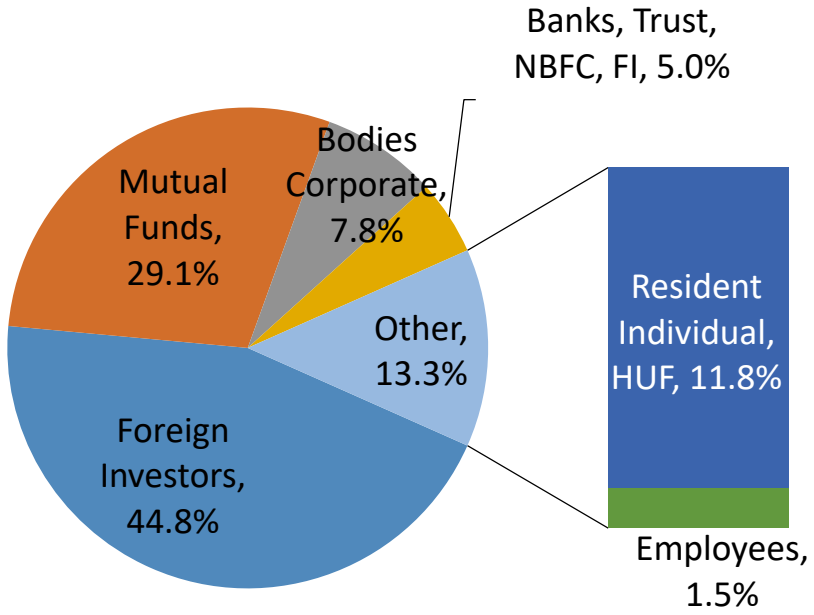


Shareholding Pattern

As of Oct 14, 2016



As of Jan 27, 2017



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