

# Investor Presentation

Q1FY25



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GNPA ,NNPA & Gross Advances across the presentation refers to GNPA, NNPA & Gross Advances including IBPC sold



# Table of Contents

1. Key Highlights
2. Long Term Initiatives
3. Financial Performance
4. Advances
5. Liabilities & Branch Banking
6. Financials
7. Beyond Banking

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## Key Highlights



# Snapshot

## Operational



18 States and UTs



969 Banking Outlets  
370 ATMs<sup>#</sup>



320 Business  
Correspondents



22,585 employees

## Asset Offerings



### Gross Advances:

Rs. ^34,871 Cr [Rs. 29,601 Cr]  
SBL - 39%, VF - 24%,  
MFI - 17%, HF - 12%  
MSE - 4%, NBFC - 2%



### Disbursements for Q1FY25:

Rs. 4,029 Cr [Rs. 4,757 Cr]  
SBL - 32%, VF - 26%,  
MFI - 26%, HF - 8%,  
MSE - 3%



### Asset Quality:

GNPA: 2.67% [2.60%]  
\*GNPA: 2.55%  
NNPA: 0.81% [1.12%]  
PCR: 70.29% [57.79%]



### Yield on Gross Advances:

16.45% for Q1FY25 [16.32%]

## Liability Profile



### Total Deposits:

Rs. 37,524 Cr [Rs. 27,709 Cr]  
CASA – 31%, TD – 69%



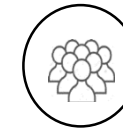
### Third Party Products:

LI & GI Premium-  
Rs. 20 Cr [Rs. 25 Cr]  
Mutual Fund AUM-  
Rs. 359 Cr [Rs 222 Cr]  
Demat A/C Opened-7,350 nos



### Daily Average Cost of Funds for Q1FY25:

7.46% [6.94%]  
SA – 6.18%, TD – 8.33%



### CASA Ratio:

31% [39%]

## Financials



### PAT for Q1FY25:

Rs. 26 Cr [Rs. 191 Cr]



### Shareholders funds:

CRAR –20.55%  
Tier I – 19.59%  
Tier II – 0.96%



### NIM for Q1FY25:

\$7.97% [8.76%]  
\$NIM adjusted for off book income



RoA: Q1FY25 at 0.22% [2.10%]

RoE: Q1FY25 at 1.72% [14.54%]

Figures in [] represent Q1FY24 data | \*Advance for the purpose of GNPA/NNPA calculation includes Securitization book | ^ Gross Advances includes IBPC & Securitization

<sup>#</sup>Including 366 onsite and 4 offsite ATMs



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# Key Highlights



## Assets

- Gross Advances growth at 18% YoY and 2% QoQ. Non MF book grew 21% YoY, led by 35% growth in Housing Finance and 27% growth in SBL.
- Disbursement growth of 78% YoY in Micro-LAP (part of SBL) as portfolio indicators turn favourable
- New products scale up well. Merchant OD and Used Cars advances crossed Rs. 1100 Cr and Rs. 1300 Crs respectively in Q1FY25.
- 31-90 DPD bucket remains reasonable at 3.79% of advances
- Yield on disbursement adjusting for portfolio mix change in Q1FY25 remains stable
- Microfinance asset quality remains a concern as slippages continue to remain elevated and Centre discipline remains poor. Bank remains cautious on growth in this segment
- Overall disbursement for the quarter impacted by general elections, extended heatwaves and business seasonality
- Newly launched Selfe Loans App for borrowers crossed 1.5 Lakhs downloads and ~ 17000 leads with about Rs. 55 Cr disbursement
- New revamped loan origination system for SBL and AHF goes live. This will improve loan processing time and employee productivity



# Key Highlights



## Liabilities

- Overall deposits grew by 35% YoY & 4% QoQ led by strong growth Retail TD of 47%
- CASA ratio stable at 31%; CA balances grew 32% YoY
- During the quarter 5 new liability branches opened in Gujarat, Delhi, Mumbai, Karnataka & Uttarakhand
- Relationship value from “Elite” customers grew 24% YoY & 5% QoQ on account of robust acquisition and enhanced relationship management
- With NR being part of our Liability 2.0 strategy, our NR relationship value grew by 42% YoY & 7% QoQ. Currently the NR customers base is spread across 145+ countries & the book has crossed Rs. 2000 Crs

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**9%\*** p.a. Interest on Fixed Deposit for Senior Citizens for 444 days

8.5%\* p.a. for Individuals, NRE/NRO for 444 days

The advertisement features three Gujarat Titans players standing next to a large number 9. The background is dark blue with the team's logo and colors.





# Highlights



## Asset Quality & Provisioning

- GNPA increased by 7 bps YoY to 2.67% in Q1FY25 as compared to 2.60% in Q1FY24 ; including securitization book, GNPA would stand at 2.55%
- NNPA improved by 31 bps YoY to 0.81% in Q1FY25 as compared to 1.12% in Q1FY24
- Gross Slippages Stands at 4.49%\* for Q1FY25 as compared to 4.34%\* in Q4FY24

*\*includes NPA Classification of co-borrower's loans*



## Profit & Loss

- Net Income and Total Opex grew by 11% and 13% YoY, for Q1FY25 respectively
- PPOP grew by 9% YoY
- Credit cost was at 3.52% as the bank created floating provision for an amount of Rs. 180 Crs to align with latest RBI Guidelines applicable to SFBs desiring to convert into Universal Bank. Credit cost without considering the floating provision is at 1.44%
- PAT for Q1FY25 stood at Rs. 26 Cr, a decline of 87% YoY





# Long Term Initiatives – Annual Update



**Loan Origination**  
Theme: Consolidation

- Personal Loans & Credit card LOS consolidation on single platform underway

**CRM**  
Theme: Upgrade

- Phase 1 of revamped CRM expected to go live during Q2FY25

**Super App**  
Theme: Personalisation

- Development of Super App foundation nearing completion
- New Mobile App CUG in progress

**PL & Credit Card**  
Theme: Cross sell and customer stickiness

- PL & Credit card launch expected by Q3FY25 for existing customers

**Selfe "Savings & Loans"**  
Theme: Digital Acquisition

- Selfe Loans App crosses ~ 1.5 Lakh downloads and ~17000 leads generated with Rs. 55 Cr disbursed

**AD1 Services**  
Theme: Forex Services

- First set of products expected to launch by Q3FY25

**Liability 2.0 Strategy**

- Team re-organised to align with customer segment strategy
- Segment specific products to be launched by Q3 FY25
- Initial progress looks promising

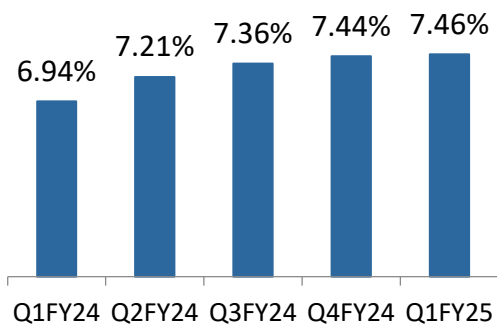


# Financial Performance – Quarterly Trends

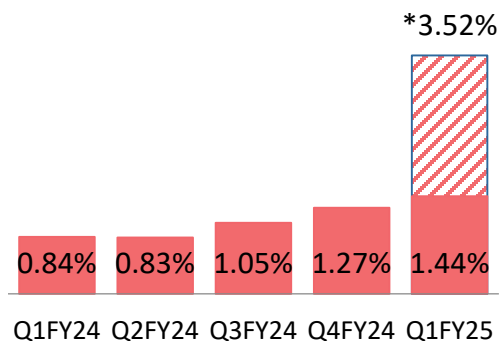


# Key Ratios

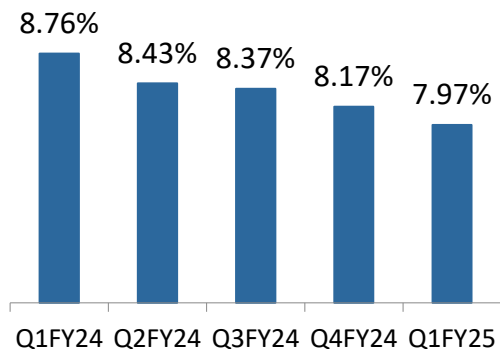
## Daily Avg Cost of Funds



## Credit Cost

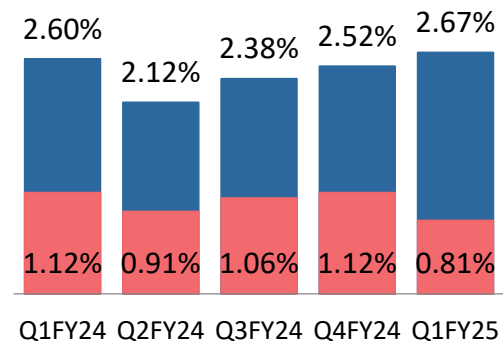


## Net Interest Margin (NIM)

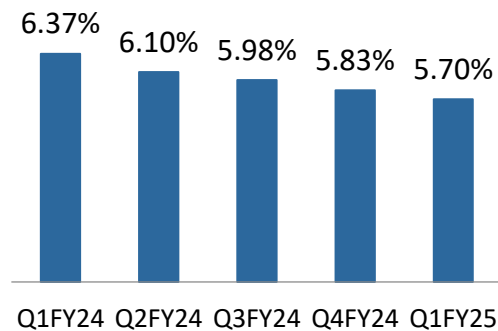


## GNPA & NNPA

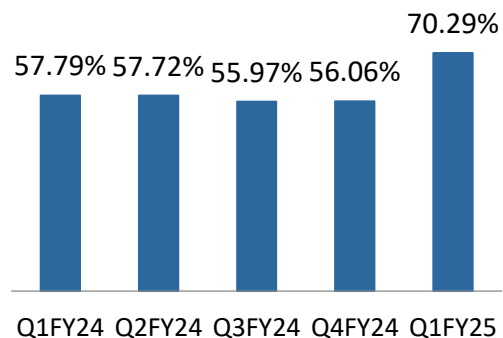
■ GNPA ■ NNPA



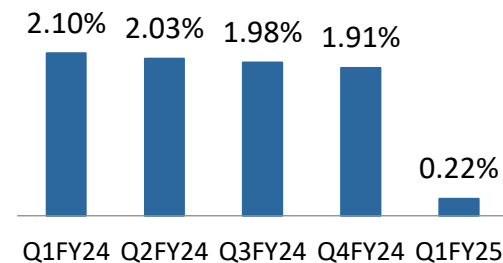
## Cost to Assets



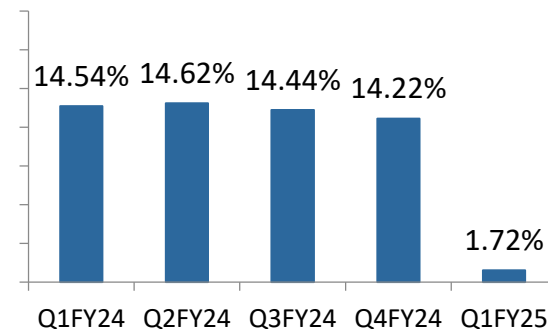
## Provision Coverage Ratio



## RoA



## RoE

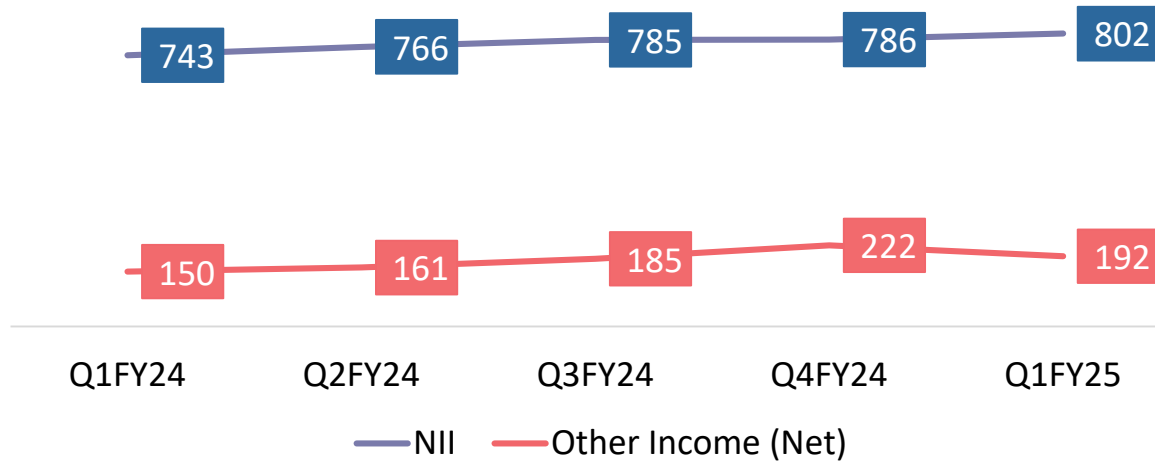


\*Including additional floating provision of Rs.180 crs

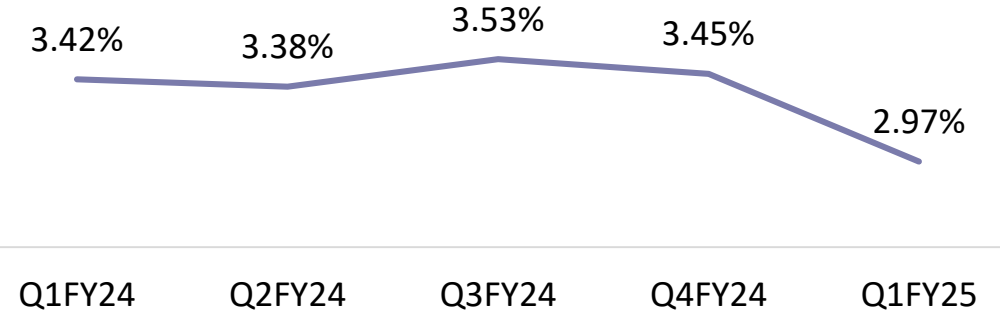


# Income Evolution

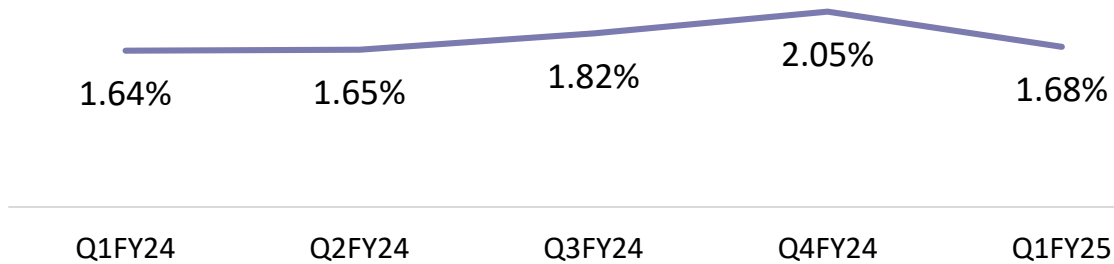
Net Income Evolution (Rs. Cr)



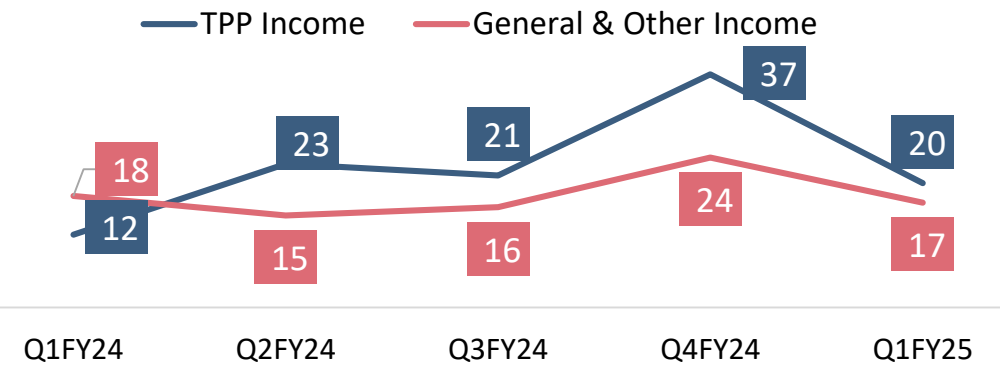
PPoP / Assets (%)



Other Income [Net] Contribution (%)

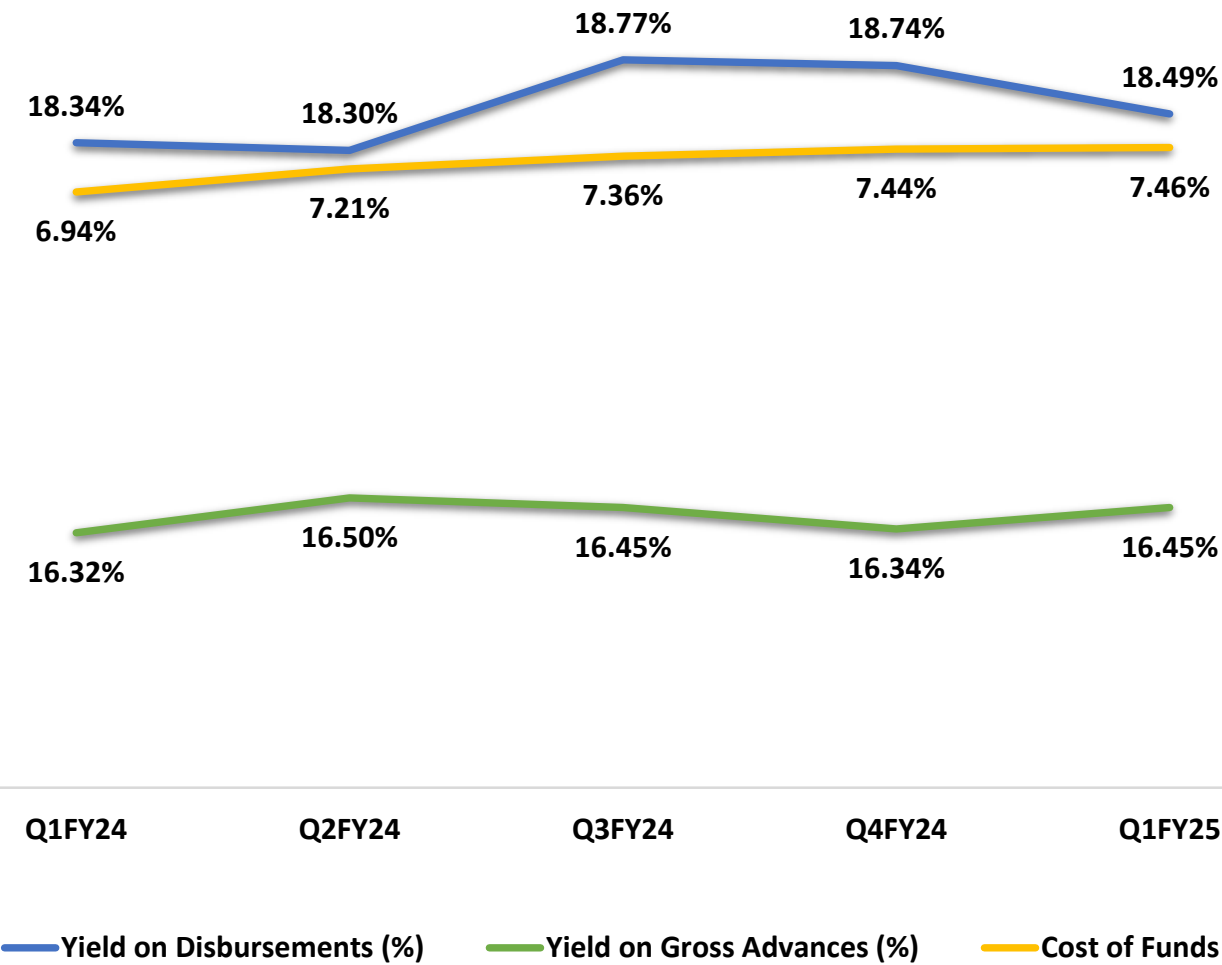


Liability Fee Income (Rs .Cr)



# Yield & Cost of Funds Trend

Yield & COF



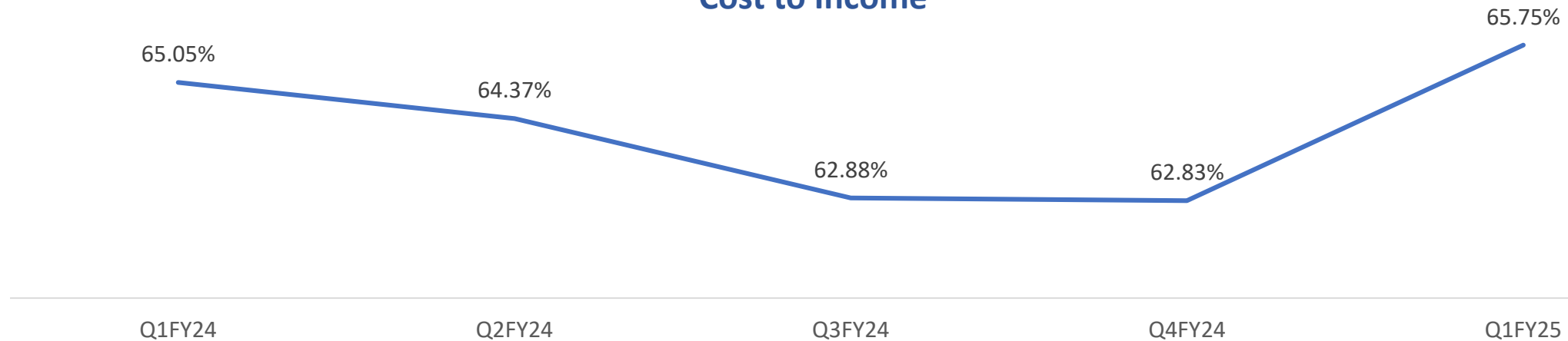
Particulars	June 2023	Sept 2023	Dec 2023	March 2024	June 2024
CD Ratio %	100.95	94.52	91.49	86.98	86.75
CD Ratio % (after reducing refinance borrowings from advances)	90.22	86.47	84.97	82.03	83.01



# Opex evolution

Rs. Cr	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25
Employee expenses	328	332	346	363	375
Other expenses (net of digital expenses)	224	232	229	234	243
Depreciation	29	33	35	37	36
Total Operating expenses	581	597	610	634	654
No. of employees	20,996	21,862	21,679	22,854	22,585

## Cost to Income





# Advances



# Advances evolution

Rs Cr	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	YoY %	Contribution %
Micro Finance & Micro Loans	5,626	5,878	6,056	6265	5973	6%	17%
Small Business Loans (SBL)	10,787	11,493	12,285	13152	13747	27%	39%
Housing Finance	3,206	3,582	3,884	4184	4342	35%	12%
Vehicle Finance	7,342	7,777	8,093	8324	8472	15%	24%
Used CV	3,540	3,675	3,762	3822	3895	10%	11%
New CV	2,960	3,118	3,234	3278	3238	9%	9%
Used Car	842	984	1097	1224	1339	59%	4%
MSE Finance	1,093	1,095	1,167	1201	1235	13%	4%
NBFC	1,178	1,042	887	716	643	-45%	2%
Others <sup>†</sup>	369	362	404	495	459	24%	1%
<b>Gross Advances</b>	<b>29,601</b>	<b>31,229</b>	<b>32,776</b>	<b>34,337</b>	<b>34,871</b>	<b>18%</b>	<b>100%</b>

<sup>†</sup> Others includes loan-against-gold, unsecured business loans, overdrafts against fixed deposits ,staff loans and reverse repo of more than 14 days



# Disbursements evolution

Rs Cr	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	YoY %
Micro Finance & Micro Loans	1,464	1,406	1,380	1,466	1,035	-29%
Small Business Loans (SBL)	1,361	1,494	1,435	1,627	1,305	-4%
Housing Finance	438	500	439	470	317	-28%
Vehicle Finance	1,168	1,341	1,239	1,254	1,061	-9%
Used CV	550	669	622	637	572	4%
New CV	408	429	392	358	244	-40%
Used Car	210	243	225	259	245	17%
MSE Finance	91	102	152	168	121	32%
NBFC	135	25	0	0	65	-52%
Others <sup>†</sup>	100	93	95	110	124	24%
<b>Total Disbursements</b>	<b>4,757</b>	<b>4,961</b>	<b>4,740</b>	<b>5,095</b>	<b>4,029</b>	<b>-15%</b>

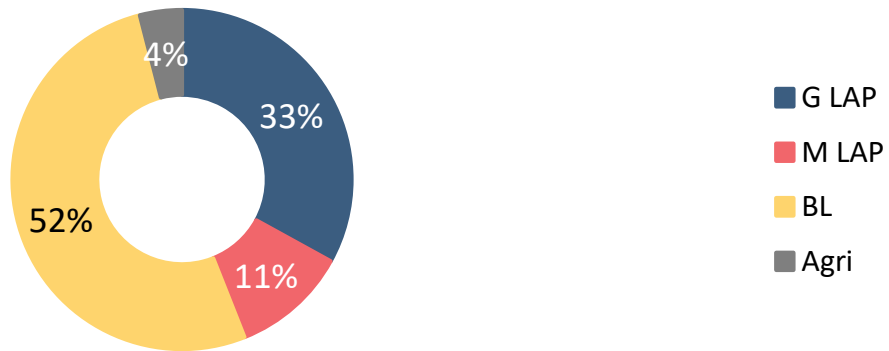
<sup>†</sup> Others includes loan-against-gold



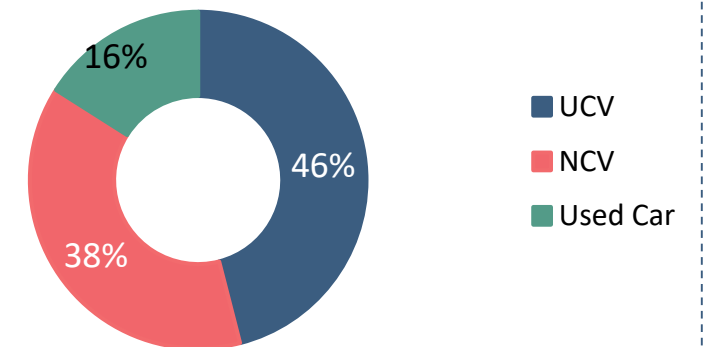
# Segmental Details

Product Segment	Number of Live Loans	ATS @ Disbursement (Lacs)	ATS @ Portfolio (Lacs)	GNPA (%)	PCR (%)
Micro Finance	19,13,682	0.56	0.31	3.82%	69.45%
Small Business Loans (SBL)	2,94,456	7.07	4.67	2.03%	28.18%
Housing Finance	27,946	9.59	15.54	1.13%	31.43%
Vehicle Finance	2,15,887	5.51	3.92	2.79%	52.25%
MSE Finance	2,353	*75.86	52.48	7.04%	60.25%
NBFC	46	3250	1,397.17	0.74%	100.00%

**SBL Product Mix**



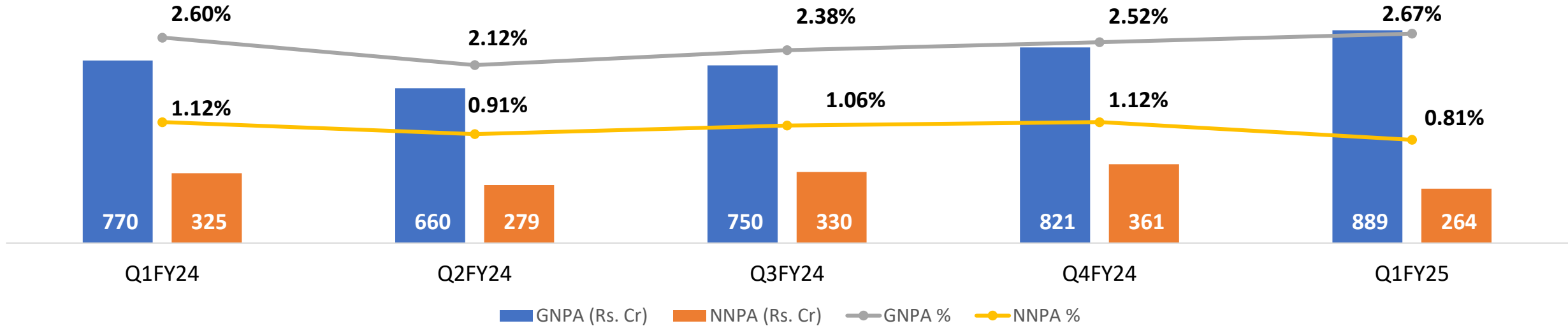
**VF Product Mix**



\*Excludes TReDS



# Asset Quality Trend



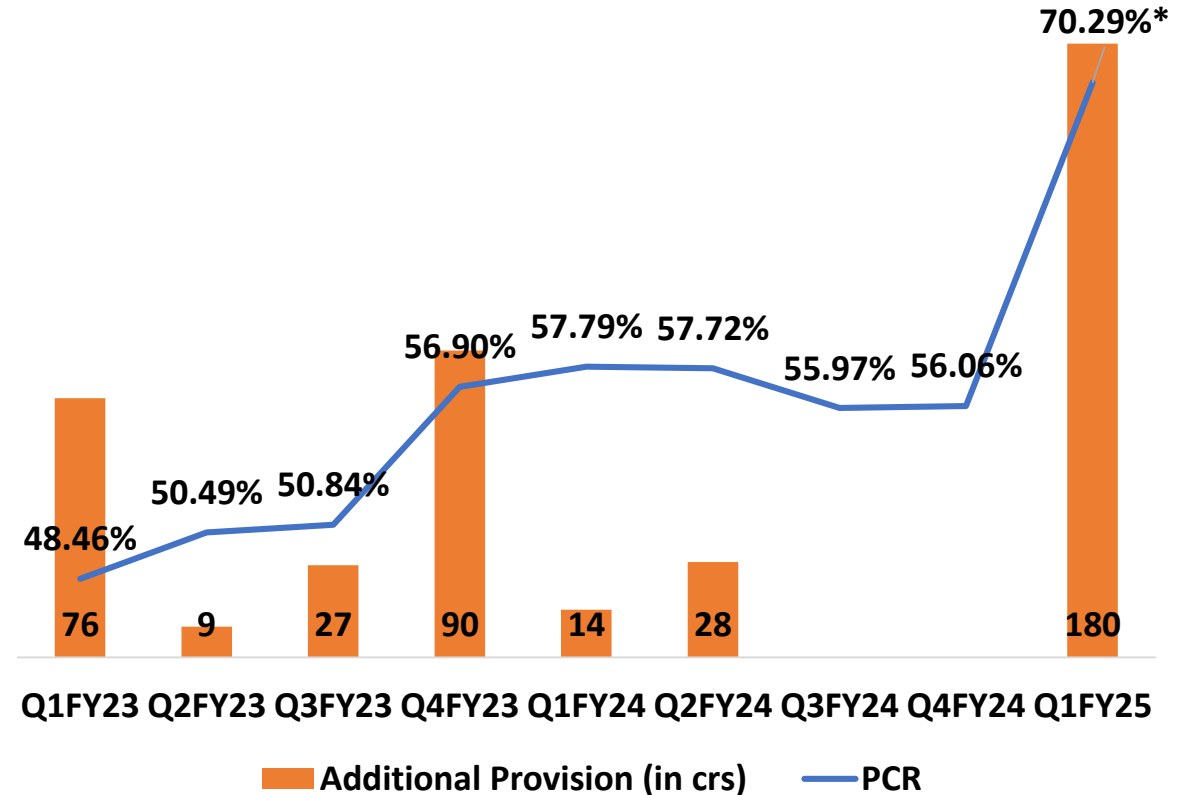
GNPA Movement (Rs. Cr)	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25
Opening GNPA Balance	723.96	770.18	660.50	750.26	821.28
Add: Additions during the period	213.94	256.81	312.19	355.93	385.38
Less:					
i. Upgradations	87.38	114.86	102.71	136.36	121.34
ii. Recoveries (excluding recoveries made from upgraded accounts)	49.38	167.90	69.77	81.16	59.32
iii. Technical or Prudential write-offs	3.37	8.41	17.15	28.32	114.13
Write-offs other than those under (iii) above	27.59	75.32	32.80	39.07	22.83
<b>Closing GNPA Balance</b>	<b>770.18</b>	<b>660.50</b>	<b>750.26</b>	<b>821.28</b>	<b>889.04</b>



# Strengthening Provision Coverage

Asset Classification	Nature	Provisioning as per IRAC	Provisioning as per Equitas
Sub-standard	Secured	15%	25%
	Unsecured	25%	70%
Doubtful-1	Secured	25%	64%
	Unsecured	100%	100%
Doubtful-2	Secured	40%	75%
	Unsecured	100%	100%
Doubtful – 3	Secured	100%	100%
	Unsecured	100%	100%

## PCR MOVEMENT



\*Bank has made additional provision in the form of floating provision of Rs.180 crs during Q1FY25 in order to align with RBI guidelines on Voluntary Transition to Universal bank



# Liabilities & Branch Banking

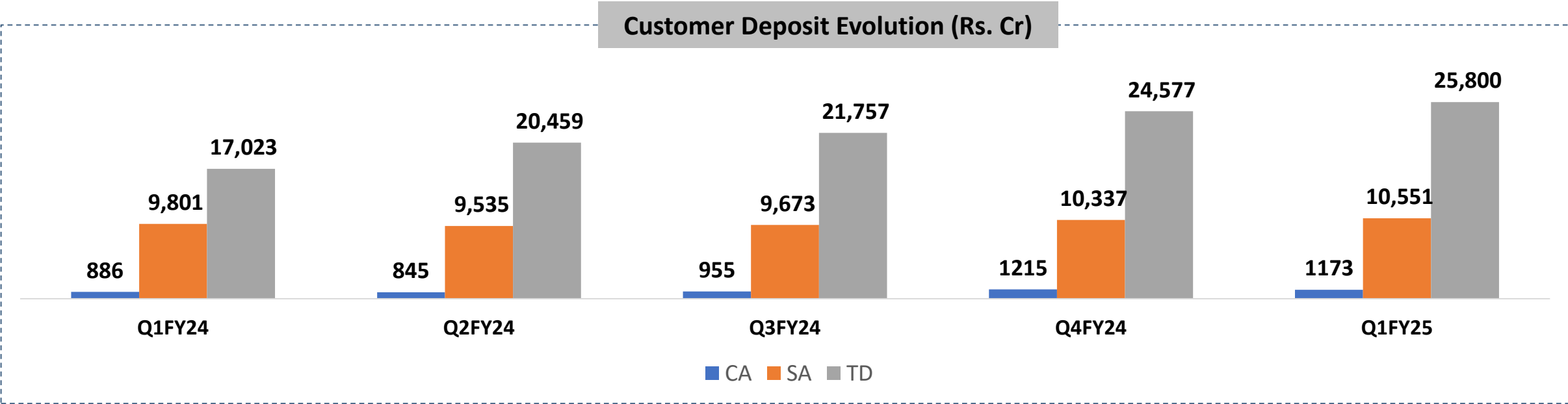




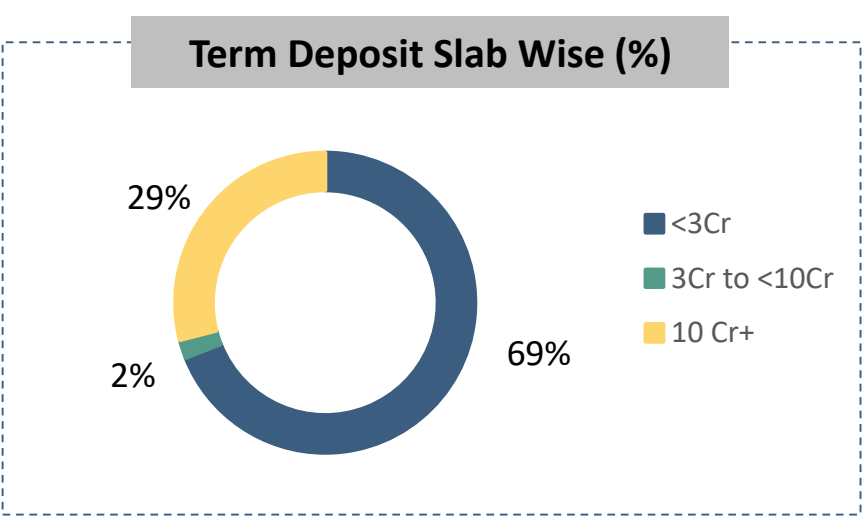
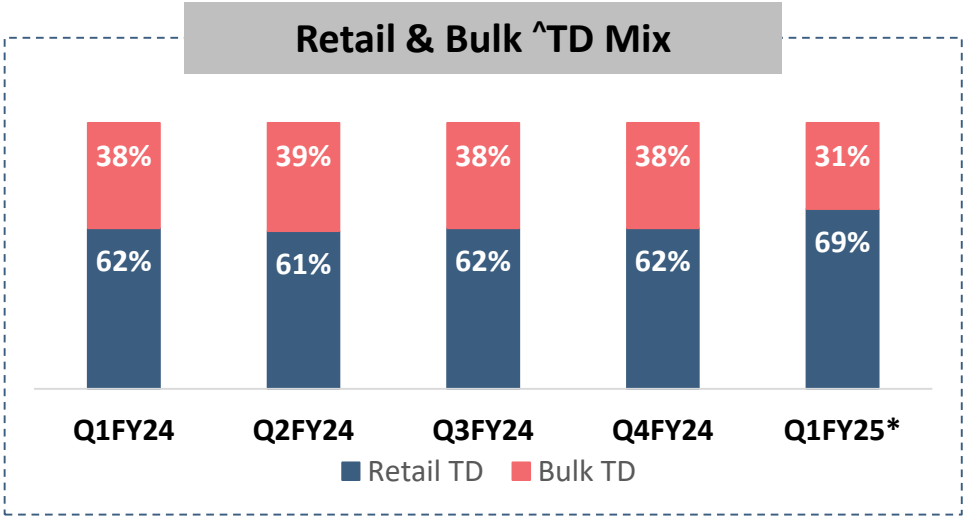
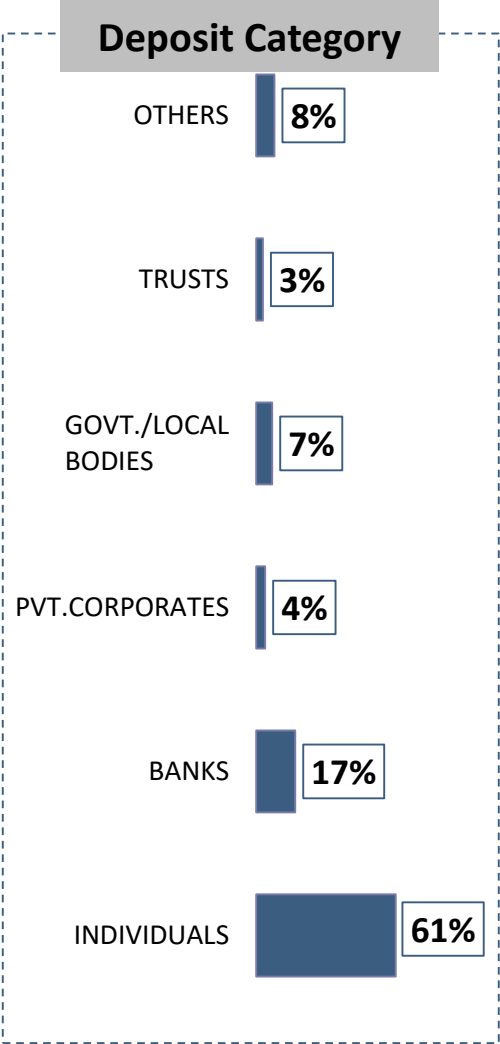
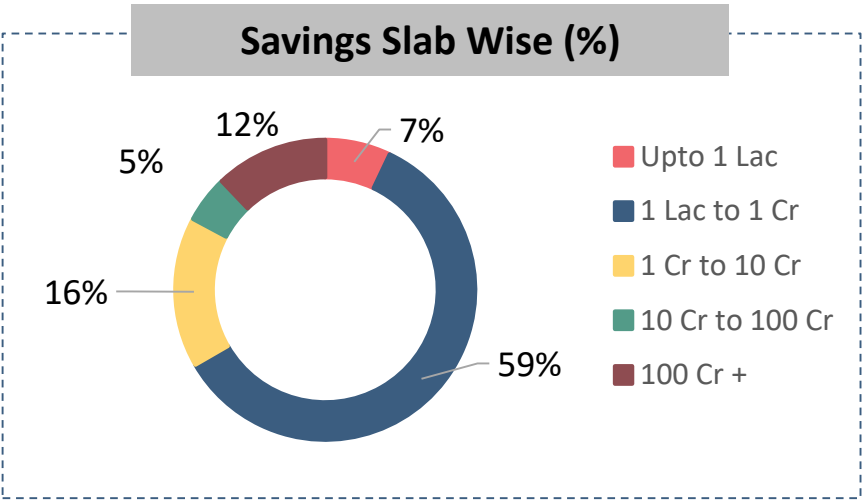
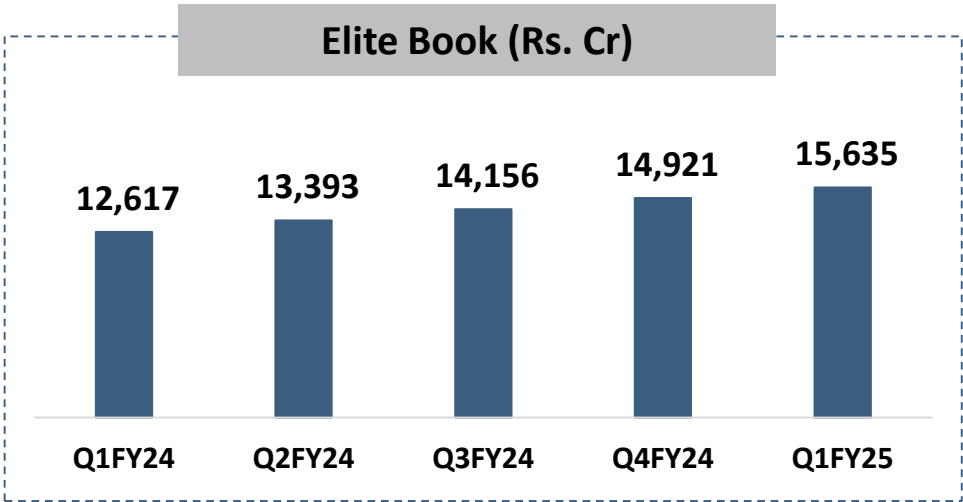
# Deposits Evolution

as on 30 Jun 2024	CA [Current Account]	SA [Savings Account]	CASA [Low cost deposits]	TD [Term Deposits]	CASA+TD [Customer Deposits]
Balance (Cr)	1173	10,551	11,724	<sup>^</sup> 25,800	37,524
as a % of total borrowings (Rs. 38,928 Cr)	3%	27%	30%	66%	96%
as a % of total deposits (Rs. 37,524 Cr)	3%	28%	31%	69%	100%

*^Includes Certificate of Deposits of Rs. 2,255 Crs*



# Customer Deposit Profile

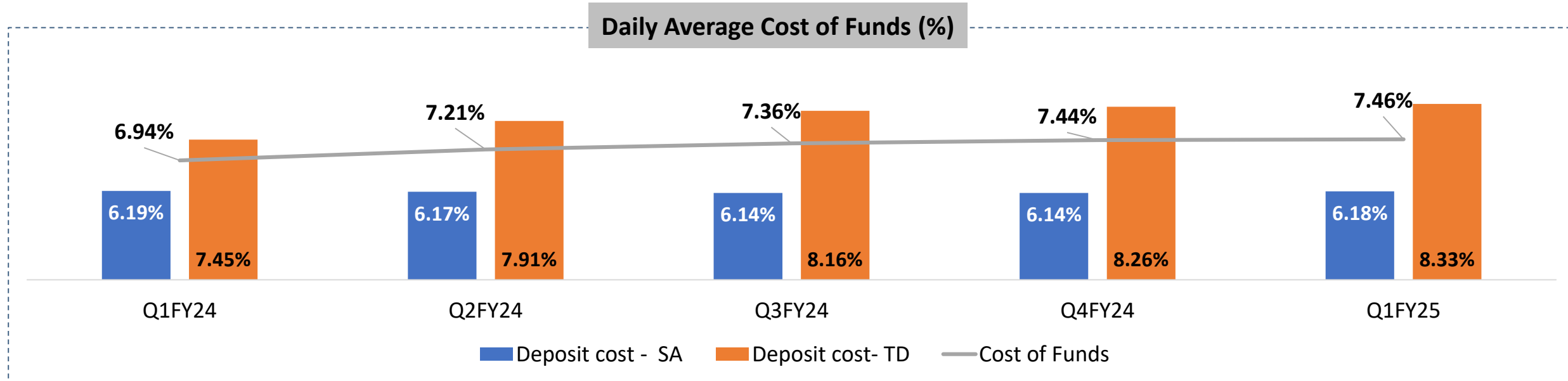
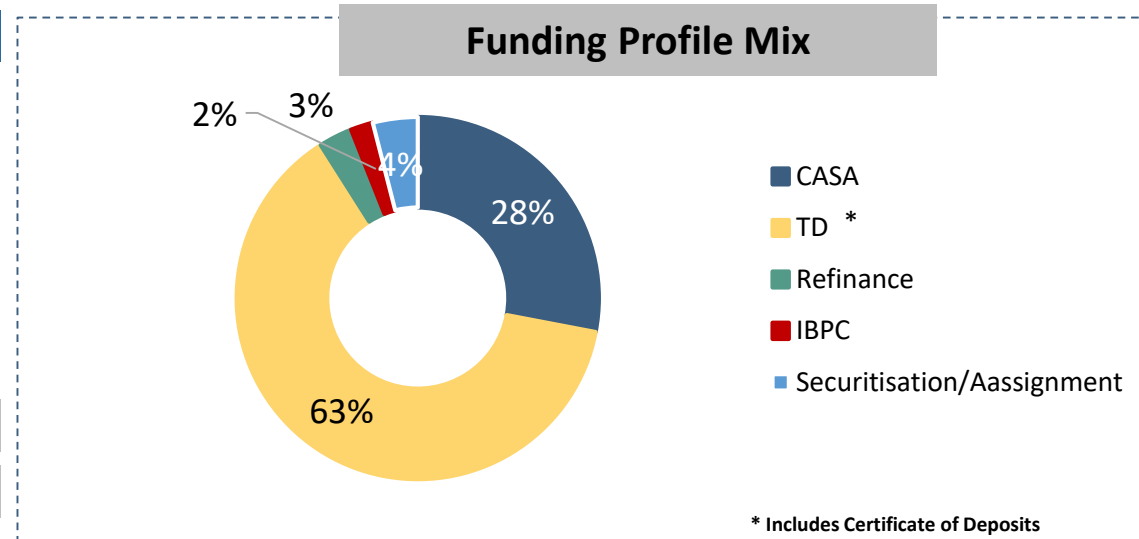


<sup>^</sup>TD excludes certificate of Deposits | Retail TD as defined by RBI  
\*As per the change in regulatory norms, bulk deposits threshold considered as ₹3 crore for June 30, 2024.



# Funding Profile

Book Value (In Rs Cr)	Q3FY24	Q4FY24	Q1FY25
TD	21,390	22,937	23,545
Certificate of Deposits	367	1640	2255
Refinance	2,113	1,788	1,403
CASA	10,628	11,552	11,724
Securitization/Assignment	1317	1732	1570
IBPC	1830	1180	750
<b>Total</b>	<b>37,645</b>	<b>40,829</b>	<b>41,248</b>
<b>Securitization/Assignment during the Quarter</b>	<b>1,390</b>	<b>584</b>	



# Treasury Update



The Bank's total net Investment portfolio of Rs. 9,492 Crore comprises of SLR and Non-SLR securities

Category ( In Rs. Cr)	Q1FY25
SLR	8,561
Non SLR	931
<b>Total</b>	<b>9,492</b>



## Borrowings & Liquidity

- The Bank's Certificate of Deposits (CD) programme has highest rating at A1+ from India Ratings, CareEdge Ratings & CRISIL.
- The Bank's issuer rating has been rated AA-/Stable by India Ratings & CareEdge Ratings
- Liquidity Coverage Ratio (LCR) as on 30.06.2024 is 178.60%
- The Bank has adequate eligible advances available to raise funds through refinance or IBPC whenever required which provides strong cushion to ALM position of the Bank.



Profit on Sale of Investments for the quarter is Rs. 29.24 Crore



# Financials



# Balance Sheet

Particulars (in Rs Cr)	June-24	June-23	YoY %	Mar-24	QoQ%
<b>Capital &amp; Liabilities</b>					
Capital	1,136	1,113	2%	1,135	0%
Reserves & Surplus	4,872	4,247	15%	4,834	1%
Networth	6,008	5,360	12%	5,969	1%
Deposits	37,524	27,709	35%	36,129	4%
Borrowings	1,403	3,652	-62%	1,788	-22%
Other Liabilities & Provision	1,511	1,322	14%	1,418	7%
<b>Total</b>	<b>46,446</b>	<b>38,043</b>	<b>22%</b>	<b>45,304</b>	<b>3%</b>
<b>Assets</b>					
Cash and Balances With Reserve Bank of India	3,003	1,208	149%	3,500	-14%
Balances With Banks and Money At Call and Short Notice	251	664	-62%	79	219%
Investments	9,492	7,191	32%	9,065	5%
Advances	31,926	27,526	16%	30,964	3%
Fixed Assets	599	539	11%	605	-1%
Other Assets	1,175	914	29%	1091	8%
<b>Total</b>	<b>46,446</b>	<b>38,043</b>	<b>22%</b>	<b>45,304</b>	<b>3%</b>
<b>Gross Advances</b>	<b>34,871</b>	<b>29,601</b>	<b>18%</b>	<b>34,337</b>	<b>2%</b>



# Profit & Loss Account

Particulars (in Rs Cr)	Q1FY25	Q1FY24	YoY%	Q4FY24	QoQ%
Interest Income from Loans	1,325	1,142	16%	1,279	4%
Income on Investments	154	108	42%	157	-1%
Interest on balances with RBI and other inter bank funds	22	4	510%	9	154%
<b>Total Interest Income</b>	<b>1,501</b>	<b>1,254</b>	<b>20%</b>	<b>1,445</b>	<b>4%</b>
Finance Cost					
Interest on deposits	663	437	52%	614	8%
Interest on RBI / inter-bank borrowings	6	14	-56%	6	-3%
Other interest	30	60	-49%	39	-21%
<b>Total Finance Cost</b>	<b>699</b>	<b>511</b>	<b>37%</b>	<b>659</b>	<b>6%</b>
<b>Net Interest Income</b>	<b>802</b>	<b>743</b>	<b>8%</b>	<b>786</b>	<b>2%</b>
Other Income^					
Asset Fee Income	126	92	39%	135	-6%
Treasury & PSLC Fee Income	29	29	-2%	27	5%
Liability & Distribution Income	37	29	27%	60	-38%
<b>Total Other Income^</b>	<b>192</b>	<b>150</b>	<b>28%</b>	<b>222</b>	<b>-13%</b>

^Other income is net of digital expenses





# Profit & Loss Account

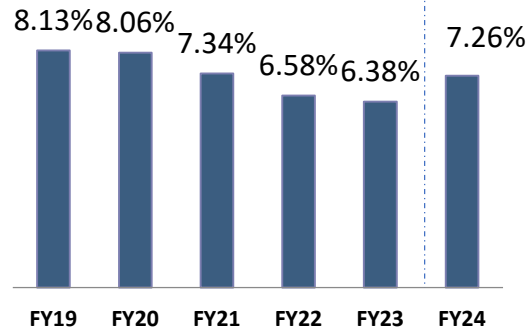
Particulars (in Rs Cr)	Q1FY25	Q1FY24	YoY%	Q4FY24	QoQ%
<b>Net Income</b>	<b>994</b>	<b>893</b>	<b>11%</b>	<b>1,008</b>	<b>-1%</b>
Employee Cost	375	328	14%	363	3%
Opex*	279	253	10%	271	3%
<b>Total Operating Expenditure</b>	<b>654</b>	<b>581</b>	<b>13%</b>	<b>634</b>	<b>3%</b>
<b>PBT before provision &amp; Write-off</b>	<b>340</b>	<b>312</b>	<b>9%</b>	<b>375</b>	<b>-9%</b>
Credit Cost	304	60	407%	107	186%
Provision for Security Receipts (SR)					
<b>PBT</b>	<b>36</b>	<b>252</b>	<b>-86%</b>	<b>268</b>	<b>-87%</b>
Taxes	10	61	-84%	60	-83%
<b>PAT</b>	<b>26</b>	<b>191</b>	<b>-87%</b>	<b>208</b>	<b>-88%</b>

\*Opex is exclusive of digital expenses

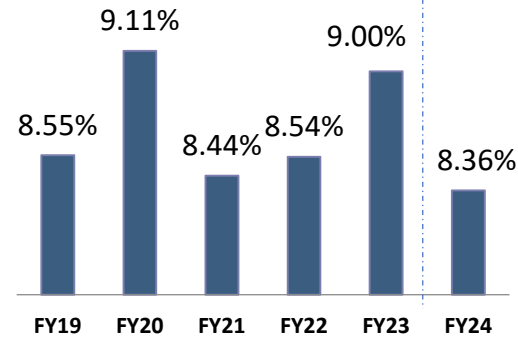


# Key Ratios - Annual

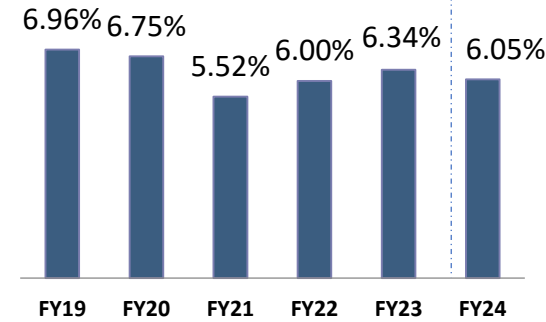
Cost of Funds



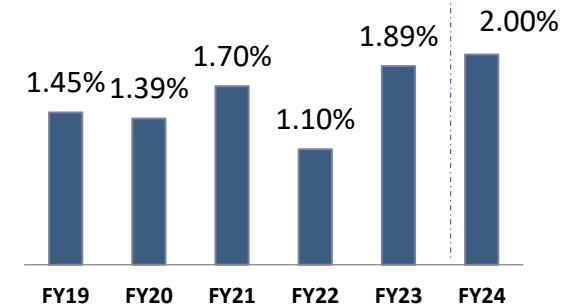
Net Interest Margin (NIM)



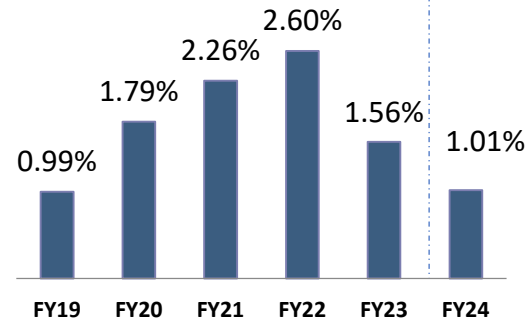
Cost to Assets



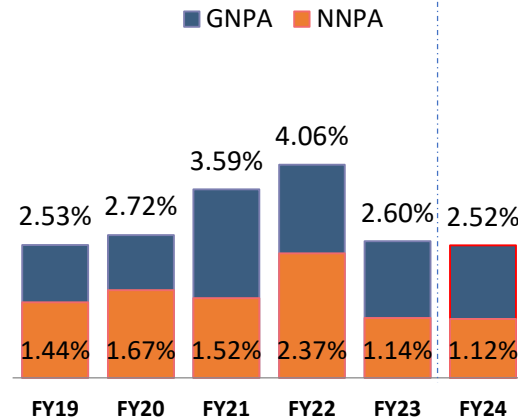
RoA



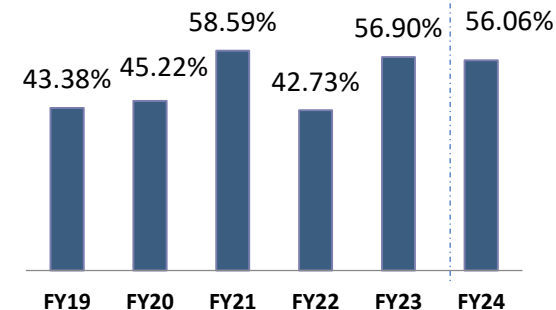
Credit Cost



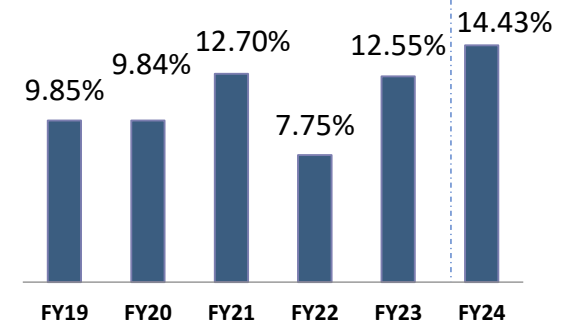
GNPA & NNPA



Provision Coverage Ratio



RoE

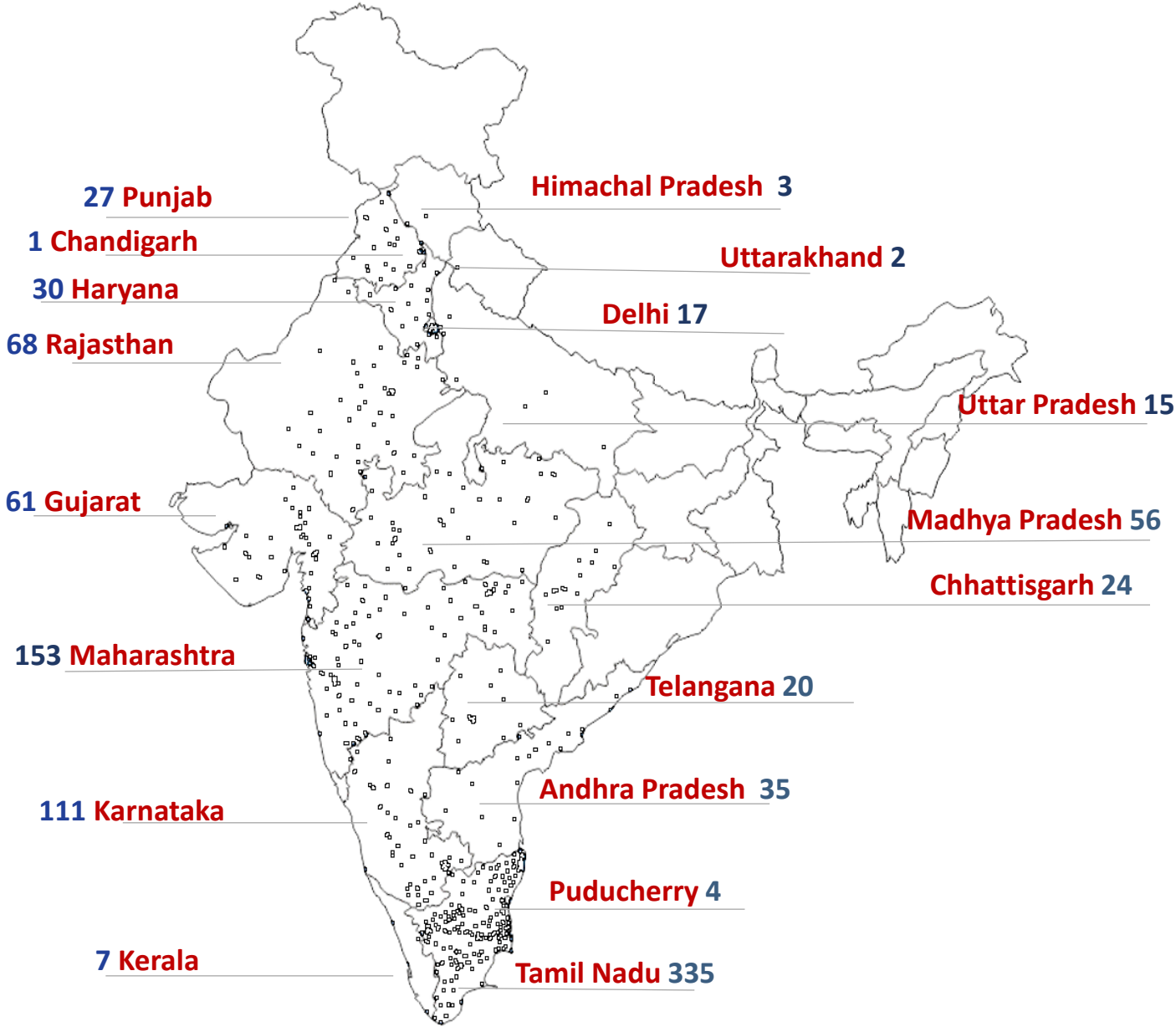


# Our Presence

States	Advances (%)	Deposits (%)
Andhra Pradesh	4%	3%
Chandigarh	0%	2%
Chhattisgarh	1%	2%
Delhi	2%	8%
Gujarat	5%	6%
Haryana	2%	4%
Himachal Pradesh	0%	-
Karnataka	13%	9%
Kerala	0%	1%
Madhya Pradesh	3%	4%
Maharashtra	15%	14%
Punjab	1%	7%
Rajasthan	4%	6%
Tamil Nadu & Pondicherry	49%	29%
Telangana	2%	3%
Uttar Pradesh	1%	2%
Uttarakhand	-	0%

Map not to scale

● Districts present in | Branch network



BEYOND BANKING | When you bank with us, you contribute towards a better society.

# Beyond Banking



# CSR Initiatives



## CHILDREN SCHOLARSHIP

Beneficiaries:-  
Q1FY25 – NA  
Cumulative - 2604

## SKILL TRAINING

Women Trained:  
Inception Year - 2008  
Q1FY25 - 7048  
Cumulative - 674923



## FREE CATARACT SURGERIES

Beneficiaries:-  
Q1FY25 – 593  
Cumulative - 37985

## DIFFERENTLY ABLED

Financial help:  
Inception Year - 2008  
Q1FY25 - 1132  
Cumulative - 173062

## JOB PLACEMENTS

Placed Youth:  
Inception Year – 2014  
Q1FY25 - 6470  
Cumulative - 295994



## PAVEMENT DWELLERS REHABILITATION

Beneficiaries:  
Q1FY25 – 255  
Cumulative - 4796

## WOMEN EMPOWERMENT

Exhibitions Conducted:  
Inception Year - 2008  
Q1FY25 - 6  
Cumulative - 164

## TRANSGENDER INCLUSION

Beneficiaries:  
Inception Year - 2008  
Q1FY25 - 20  
Cumulative - 510



## MEDICAL CAMPS

Camps Conducted:  
Q1FY25 - 1318  
Cumulative - 47816





**Beyond  
Banking**

**100K+ Reach**

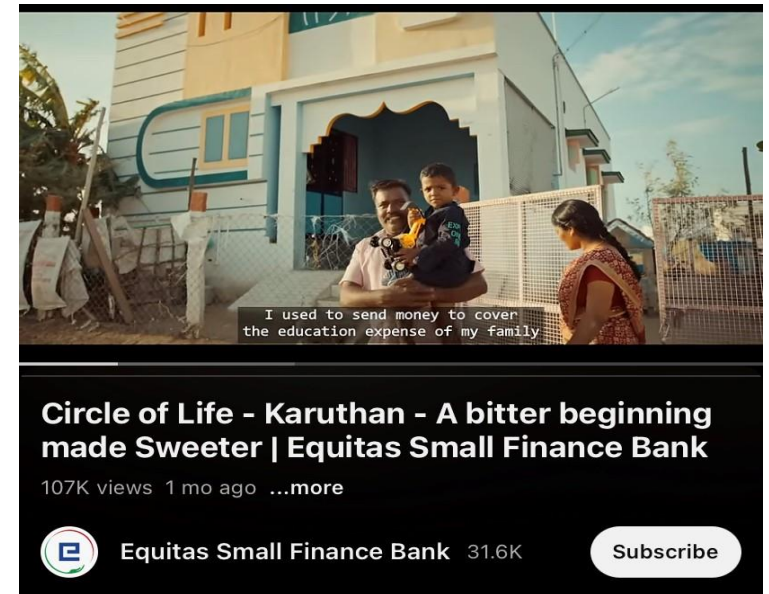
## Investor Relations

### Equitas Small Finance Bank Limited

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

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

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



**Circle of Life – A bitter beginning made Sweeter**

<https://youtu.be/ILOnnbATuJ4?si=Dc10ldSetpGVcDL>



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