



EQUITAS HOLDINGS LIMITED

FOR IMMEDIATE PUBLICATION

PRESS RELEASE

May 6, 2016

Consolidated Audited Financial Performance for the quarter and year ended March 31, 2016

- Consolidated PAT for the full year grows by 57%
- Strong Operating performance despite NPA recognition period change
- Consolidated AUM as of March 31, 2016 of Rs 6,125 Crores; a growth of 53%

Equitas Holdings Consolidated Net Profit up by 57%

Equitas Holdings Limited, a diversified financial service provider, announced today the consolidated audited financial performance for the quarter and year ended March 31, 2016.

Performance Highlights

Growth in Assets

AUM as of March 31, 2016 grew 53% YoY to Rs.6,125 Crores as compared to Rs.4,010 Crores as of March 31, 2015. The growth has been led by healthy disbursements in our key focus asset products such as microfinance, Used Commercial Vehicle finance [UCV] & Micro enterprise loans.

Q4FY16 Consolidated Results

Total Income increased by 49% at Rs.320.2 Crores for the quarter ended March 31, 2016 as against Rs.215.3 Crores in the corresponding quarter last year. Profit after Tax (PAT) grew by 28% to Rs.46.8 Crores for the quarter ended March 31, 2016 as against Rs.36.5 Crores for the corresponding quarter last year.

FY16 Consolidated Results

Total Income increased by 47% at Rs.1,114.9 Crores for FY16 as against Rs 755.9 Crores for FY15. PAT grew by 57% to Rs.167.1 Crores for FY16 as against Rs.106.6 Crores for FY15.

Performance of Subsidiaries

Particulars	Disbursement [Rs. Crores]			FY15	FY16	YoY (%)
	Q4FY15	Q4FY16	YoY (%)			
EMFL	580	930	60%	2,129	3,173	49%
EFL	383	565	47%	1,365	1,916	40%
EHFL	26	29	10%	112	105	-7%
Total	989	1,524	54%	3,606	5,194	44%

Particulars	AUM [Rs. Crores]		
	FY15	FY16	YoY (%)
EMFL	2,144	3,283	53%
EFL	1,686	2,596	54%
EHFL	180	246	37%
Total	4,010	6,125	53%

EMFL: Equitas Micro Finance limited

EFL : Equitas Finance Limited

EHFL : Equitas Housing Finance Limited

Asset quality

Rs. Crores

Particulars	Q4FY15	Q1FY16	Q3FY16	Q4FY16
Gross NPA *	37.43	57.73	66.92	68.14
Net NPA	27.83	42.98	48.87	47.8
Gross NPA % *	1.08%	1.44%	1.33%	1.34%
Net NPA %	0.80%	1.07%	0.97%	0.94%
Provision Coverage Ratio %	25.65%	25.55%	26.97%	29.84%

* For the quarter ended June 2015, NPA recognition basis for EFL was changed from 6 months to 5 months.

Equitas Holdings Limited - Consolidated - Key parameters - FY14 through FY16

Particulars	(Amount in Rs. Cr, except as otherwise stated)														
	Consolidated					MFI Business					Non -MFI Business				
	FY14	FY15	% Growth	FY16	% Growth	FY14	FY15	% Growth	FY16	% Growth	FY14	FY15	% Growth	FY16	% Growth
AUM	2,485.64	4,009.88	61%	6,124.72	53%	1,503.01	2,143.95	43%	3,282.51	53%	982.63	1,865.93	90%	2,842.21	52%
NII	294.00	461.22	57%	678.91	47%	194.28	250.98	29%	344.36	37%	96.83	204.42	111%	332.40	63%
Operating cost (%)	8.15%	7.61%		7.10%		7.79%	7.56%		7.44%		8.62%	7.56%		6.67%	
PAT	74.34	106.60	43%	167.14	57%	56.55	68.55	21%	80.36	17%	17.29	36.43	111%	87.12	139%
GNPA (%)	0.73%	1.08%		1.34%		0.10%	0.08%		0.23%		1.53%	1.96%		2.49%	
NNPA (%)	0.61%	0.80%		0.94%		0.02%	0.02%		0.06%		1.34%	1.49%		1.85%	
Standard asset provisioning (%)	0.27%	0.32%		0.35%		0.35%	0.44%		0.52%		0.11%	0.16%		0.15%	
NPA Provisioning & loan loss (%)	0.66%	1.24%		0.82%		0.07%	0.05%		0.13%		1.82%	2.75%		1.61%	
Total Loan loss (%)	0.93%	1.55%		1.17%		0.42%	0.49%		0.65%		1.93%	2.91%		1.76%	
RoA (%)	3.23%	2.96%		3.05%		3.57%	3.45%		2.78%		2.41%	2.27%		3.48%	
Gearing (no. of times)	2.79	2.77		3.37		4.59	4.74		5.88		1.78	2.23		2.53	
RoE (%)	12.25%	11.15%		13.31%		19.97%	19.83%		19.13%		6.71%	7.33%		12.29%	

Management Commentary

Commenting on the results and financial performance, Mr. P N Vasudevan, Managing Director, Equitas Holdings Limited, said,

“We are happy to report a healthy growth in loans outstanding portfolio by 53% along with a 57% growth in profits for the full year. The IPO of the Company in April 2016 was well received and reflects the trust the investors have in our Company and the Group.

We continue to remain focussed on the segments not sufficiently serviced by the mainstream financial system. To a large percentage of our customers, we are the only lenders.

We have also applied to RBI for the final license for converting the above mentioned subsidiaries into a Small Finance Bank”.

Social initiatives

The Group continues its various social initiatives, as part of the Corporate Social Responsibility program. During the year, the Group reached out to 8.64 lakh beneficiaries through the health camps, 0.41 lakh beneficiaries through training on cottage livelihood skills, 0.26 lakh beneficiaries through job fairs and over 360 families rehabilitated through the Equitas Bird Nest program. The seven English Medium schools managed by the Group has a strength of over 4,100 students as of March 2016.

Particulars	FY 14	FY 15	FY 16	Cumulative from beginning
No. of beneficiaries in health camps	7,17,704	8,45,205	8,64,384	37,45,109
No. of spectacles provided [free of cost]	9,500	12,661	11,690	82,650
No. of cataract operations [free of cost]	3,609	2,043	1,507	26,052
No. of people trained on cottage livelihood skills	48,584	44,462	41,268	4,09,489
No. of unemployed youth placed in jobs	7,695	15,869	26,320	59,629
No. of families living on pavements rehabilitated	48	199	362	711
No. of children studying in the 7 Equitas schools	2,714	3,280	4,142	NA

About Equitas Holdings Limited

Equitas Holdings Limited is a diversified financial services provider focused on individuals and micro and small enterprises (MSEs) that are underserved by formal financing channels. Its focus customer segment includes low income groups and economically weaker individuals operating small businesses, as well as MSEs with limited access to formal financing channels on account of their informal, variable and cash-based income profile. These customers require various financial products including small, short-term business loans as well as relatively large, longer tenor enterprise and home loans. It offers a range of financial products and services that address the specific requirements of these customer segments that take into account their income profile, nature of business and kind of security available. Its microfinance business is conducted through the wholly-owned subsidiary EMFL. As of March 31, 2015, EMFL was the fifth largest microfinance company in India in terms of gross loan portfolio (Source: CRISIL MF Opinion).

Its used commercial vehicle finance customers are typically first-time formal financial channel borrowers purchasing commercial vehicles. Its customers also include small fleet operators. It is amongst a few NBFCs in India operating in the used commercial vehicle finance business. It provides asset backed financing primarily focused on self-employed individuals operating micro enterprises and small enterprises, typically in urban and semi-urban locations. It focuses on providing micro-housing and affordable-housing loans to self employed individuals who have limited access to loans from banks and larger housing finance companies.

For further details contact:

Mr. Vignesh Murali, Assistant General Manager – Marketing & Corporate Communication, Equitas Holdings Limited

M: + 91 99520 20629 or + 91 98401 68185 | T: + 91 44 4299 5097 | F: + 91 44 4299 5050