



**Equitas**  
**Holdings Limited**  
Investor Presentation  
**Q1FY21**  
30<sup>th</sup> June 2020



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# Disclaimer

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# Contents

**01**

**Moratorium  
Update**

Page : 06



**02**

**Key Highlights**

Page : 12



**03**

**Financial  
Performance**

Page : 17



**04**

**Advances**

Page : 24



**05**

**Liabilities &  
Branch Banking**

Page : 32



**06**

**Financials**

Page : 39



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# Equitas Small Finance Bank Limited

Note: All ESFBL numbers in this presentation are on iGAAP basis unless specified.





# HR Initiatives

# HR Initiatives

- **Performance Appraisal:** Appraisal for all staff completed in the first quarter
- **Incentive:** Incentive for field staff for first quarter paid out based on the average of 4<sup>th</sup> quarter of last year since first quarter was mostly locked out
- **Work from home:** The Bank has rolled out a comprehensive work from home policy to try and support employees to discharge their functions effectively without the need to visit the branch
- **Staff Rotation:** To reduce the risk due to COVID, branches are thinly staffed on a rotation basis for continuity of service and safety of employees
- **Employees affected by COVID-19:** 283 Employees have been affected as on 6<sup>th</sup> August 2020 of which 129 employees have recovered so far while 40 employees have been hospitalized and the rest are under home quarantine
- **Covid Package:** The Bank launched a first of it's kind Covid Package for its employees. The Package attempts to give a holistic assistance to employee and immediate family

# Moratorium Update



# Moratorium 2.0

Asset Products	% of Gross Advances which has availed moratorium (Data as on 30 <sup>th</sup> June 2020)	% of Gross Advances which has availed moratorium (Data as on 31 <sup>st</sup> July 2020)
Micro Finance	59%	42%
Small Business Loans	42%	40%
New Commercial Vehicle Finance	65%	54%
Used Commercial Vehicle Finance	70%	60%
MSE Finance	48%	41%
Corporate (NBFC + Small Corporates)	14%	14%
<b>Overall Bank</b>	<b>51%</b>	<b>43%</b>

of Gross Advances as on 31<sup>st</sup> March 2020

of Gross Advances as on 30<sup>th</sup> June 2020

**Note:**

1. No moratorium extended to loans given to NBFC under Corporate Book
2. Moratorium represents customers who have not paid that month's EMI in full

# Collections

## +Collections Efficiency

Product	March	April	May	June	July
Vehicle Finance	81%	13%	14%	42%	47%
Small Business Loans	73%	17%	16%	61%	66%
Micro Finance	77%	0%	7%	42%	61%
MSE	35%	22%	21%	20%	21%
Corporate	99%	67%	33%	92%	88%
<b>Bank</b>	<b>78%</b>	<b>11%</b>	<b>12%</b>	<b>49%</b>	<b>60%</b>

## Customers (in POS terms) who have had made no payments for the period

Period	MFI	SBL	VF
March'20 to July'20	12%	13%	16%
April'20 to July'20	41%	32%	48%

- 1) + % on March billing except for Micro Finance ; March Billing assumed without Moratorium
- 2) Collection excludes foreclosures and collections done out of any fresh disbursement made after 1st April 2020 across products except micro finance
- 3) MSE excludes working capital loans (CC/OD) and loans classified as others in [slide 28](#)
- 4) \* % of Customers who are paying represented in proportion to their POS

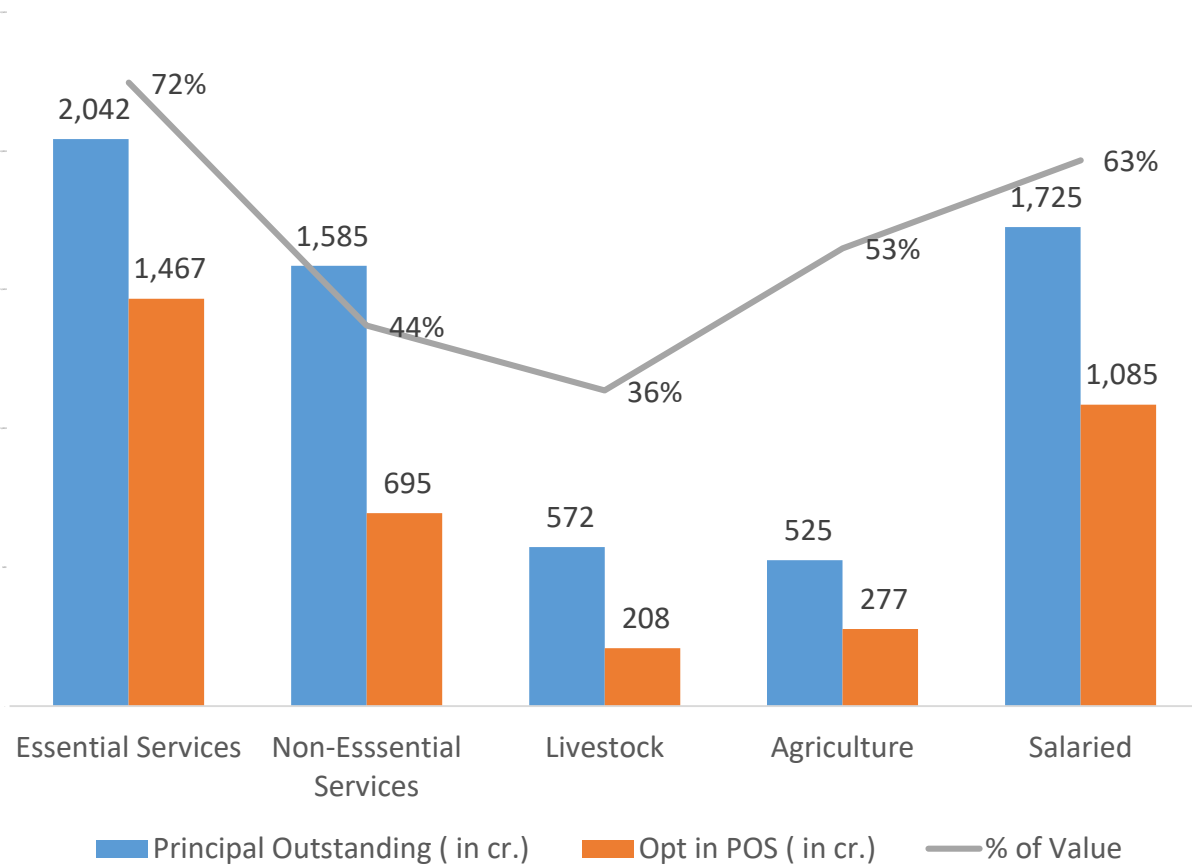
# Micro Finance

## Micro Finance Collection Efficiency State Wise

State	March	April	May	June	July
Chhattisgarh	76.4%	2.1%	26.7%	65.4%	80.7%
Gujarat	73.7%	0.4%	1.7%	65.0%	86.5%
Haryana	70.5%	0.0%	12.4%	69.9%	96.8%
Karnataka	75.5%	0.1%	7.1%	50.7%	62.7%
Madhya Pradesh	73.9%	0.2%	12.5%	53.3%	78.5%
Maharashtra	70.9%	0.0%	4.7%	40.0%	48.5%
Pondicherry	80.1%	0.0%	5.3%	32.8%	63.9%
Punjab	67.8%	0.0%	11.0%	42.9%	60.8%
Rajasthan	70.6%	0.3%	10.8%	64.2%	89.0%
Tamil Nadu	79.8%	0.0%	5.8%	36.6%	56.9%
<b>Total</b>	<b>77.4%</b>	<b>0.1%</b>	<b>6.6%</b>	<b>41.6%</b>	<b>61.2%</b>

# Small Business Loans

Percentage of customers who have paid their July 20 EMI



State	% of Gross Advance which have availed Moratorium
Andhra Pradesh	64%
Tamil Nadu	44%
Chharrisgarh	43%
Karnataka	38%
Maharashtra	34%
Punjab	32%
Telangana	29%
Madhya Pradesh	27%
Haryana	26%
Rajasthan	24%
Gujarat	23%
<b>Total</b>	<b>40%</b>

% of Gross Advances as on June 2020

# Vehicle Finance

Product	Risk Category	Gross Advances (Rs. Cr)	Gross Advances (Rs. Cr) under Moratorium	% Moratorium
UCV	Low Risk	348	153	44.07%
	Medium Risk	1,359	828	60.92%
	High Risk	888	566	63.80%
<b>UCV Total</b>		<b>2,595</b>	<b>1,548</b>	<b>59.64%</b>
NCV	Low Risk	159	61	38.40%
	Medium Risk	706	368	52.18%
	High Risk	277	186	67.07%
<b>NCV Total</b>		<b>1,142</b>	<b>615</b>	<b>53.87%</b>
<b>CV Total</b>		<b>3,737</b>	<b>2,163</b>	<b>57.88%</b>

Vehicle belonging to 93% of High risk Gross advances has been inspected of which 98% is in Good condition

Loan Ageing	Gross Advances (Rs. Cr)	Gross Advances (Rs. Cr) under Moratorium	% Moratorium
< 6 Months	360	127	35.23%
6 to 12 Months	1,521	911	42.13%
> 12 Months	1,856	1,125	52.00%
<b>CV Total</b>		<b>3,737</b>	<b>57.88%</b>

## Vehicle Finance Collection Efficiency State Wise

State	% Mix	% Moratorium
Tamil Nadu	26.78%	58.15%
Maharashtra	23.41%	63.74%
Karnataka	11.89%	56.33%
Haryana	5.40%	54.70%
Rajasthan	5.23%	59.93%
Gujarat	5.06%	51.18%
Madhya Pradesh	4.16%	44.24%
Delhi	4.09%	60.51%
Punjab	3.92%	59.08%
Chhattisgarh	3.66%	63.77%
Telangana	3.23%	46.12%
Andhra Pradesh	3.17%	49.12%
<b>Total</b>	<b>100%</b>	<b>57.88%</b>

% of Gross Advances as on June 2020

# OD Bucket Movement

We continue to see strong traction in collections with an 86% resolutions in Vehicle Finance and 88% Resolution in Small Business Loans

Small Business Loans	Feb 29, 2020 Closing		Normalized			Roll Back			Resolved			No Movement		
Bucket	Nos	In Rs. Crs	Nos	In Rs. Crs	% POS	Nos	In Rs. Crs	% POS	Nos	In Rs. Crs	% POS	Nos	In Rs. Crs	% POS
1 – 30 Days	2,442	85	2,182	76	89%	-	-	0%	2,182	76	89%	260	9	11%
31 – 60 Days	1,416	45	605	21	46%	556	17	38%	1,161	38	84%	255	7	16%
61 – 90 Days	1,022	27	223	5	19%	648	19	70%	871	24	89%	151	3	11%
<b>Total</b>	<b>4,880</b>	<b>157</b>	<b>3,010</b>	<b>101</b>	<b>65%</b>	<b>1,204</b>	<b>36</b>	<b>23%</b>	<b>4,214</b>	<b>138</b>	<b>88%</b>	<b>666</b>	<b>19</b>	<b>12%</b>

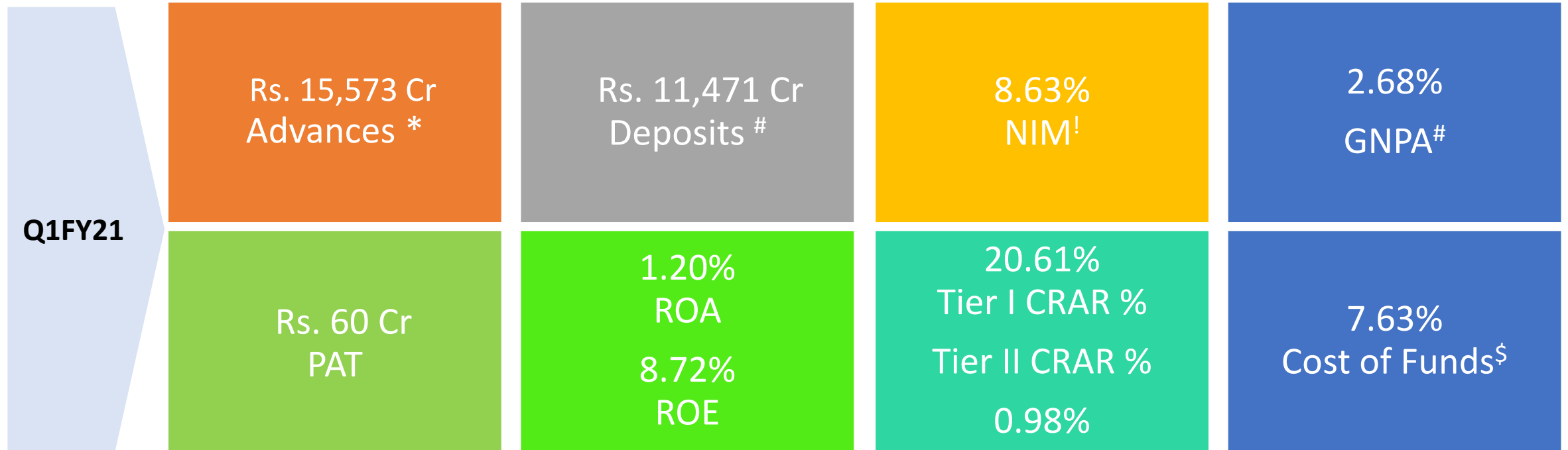
Vehicle Finance	Feb 29, 2020 Closing		Normalized			Roll Back			Resolved			No Movement		
Bucket	Nos	In Rs. Crs	Nos	In Rs. Crs	% POS	Nos	In Rs. Crs	% POS	Nos	In Rs. Crs	% POS	Nos	In Rs. Crs	% POS
1 – 30 Days	9,408	401	8,264	352	88%	-	-	0%	8,264	52	88%	1,144	50	12%
31 – 60 Days	4,859	183	2,890	102	56%	1,194	50	27%	4,084	151	83%	775	32	17%
61 – 90 Days	1,776	68	636	21	31%	895	38	56%	1,531	59	87%	245	9	13%
<b>Total</b>	<b>16,043</b>	<b>652</b>	<b>11,790</b>	<b>475</b>	<b>73%</b>	<b>2,089</b>	<b>87</b>	<b>13%</b>	<b>13,879</b>	<b>562</b>	<b>86%</b>	<b>2,164</b>	<b>90</b>	<b>14%</b>



# Key Highlights



# Snapshot



\* Advances = Gross Advances including IBPC issued | <sup>!</sup>NIM = Net interest income [excluding securitization] as a % of avg. interest earning assets | <sup>#</sup> GNPA including IBPC | <sup>\$</sup>Cost of Funds = Total Interest Expense as a % of Average Interest Bearing Borrowings (Quarterly Average) | <sup>#</sup> Deposits excluding CD's

# Highlights – Q1FY21

## **Advances\***:

- Advances\* as of Q1FY21 was at Rs. 15,573 Cr, Advances\* growth of 27% YoY
- The Bank disbursed Rs. 564 Cr in Q1FY21
- The Bank disbursed Rs. ~877 Cr in July 2020
- 76% of advances\* is secured loans

## **Liabilities:**

- Deposits excluding CD at Rs. 11,471 Cr as on 30<sup>th</sup> June 2020, growth of 30% YoY and 11% QoQ
- Retail TD at Rs. 4,377 Cr as on 30<sup>th</sup> June 2020, growth of 96% YoY and 15% QoQ
- Savings Account deposits at Rs. 2,024 as on 30<sup>th</sup> June 2020, growth of 9% QoQ
- CASA stood at Rs. 2,354 Cr as on 30<sup>th</sup> June 2020, CASA as a % of Total Deposits at 21%
- All the Channels (TASC, CA, Corporate Salary, NR) started their full-fledged functioning in Jun'20

# Highlights – Q1FY21

## **Digital initiatives:**

- 57,044 accounts (Selfe SA + Selfe FD) acquired between April 2020 to June 2020
- Equitas SFB among very few banks in India to go live with Video KYC. With video KYC, the Bank can now cater to customers outside its branch catchment area also with all services rendered digitally

## **Profit & Loss:**

- Net Interest Income for Q1FY21 at Rs. 404 Cr as against Rs. 337 Cr in Q1FY20, NIM\* at 8.63%
- PBT before provisions and write off for Q1FY21 at Rs. 146 Cr as against Rs. 123 Cr in Q1FY20
- During the quarter, Bank made provisions of Rs. 68.34 Cr including additional provision of Rs. 45 Cr for potential impact of COVID-19 in addition to Rs. 99.63 Cr COVID-19 provision created in last quarter
- The bank now carries Rs. 144.63 Cr of COVID-19 related provisions (other than Standard and NPA Provisions), which constitutes 0.93% of our total Gross Advances
- Feb 29<sup>th</sup> overdue account which was Rs. 996.30 Cr has now reduced to Rs. 345.59 Cr as on 31<sup>th</sup> July 2020, we continue to see strong traction in collections with an 86% resolutions in Vehicle Finance and 88% Resolution in Small Business Loans
- PAT for Q1FY21 at Rs. 60 cr as against Rs. 59 Cr in Q1FY20

# Highlights – Q1FY21

## Key Ratios:

- Cost to Income\* at 66.41% in Q1FY21 as compared to 69.09% in Q1FY20
- RoA^ and RoE# for Q1FY21 at 1.20% and 8.72% respectively

## Capital:

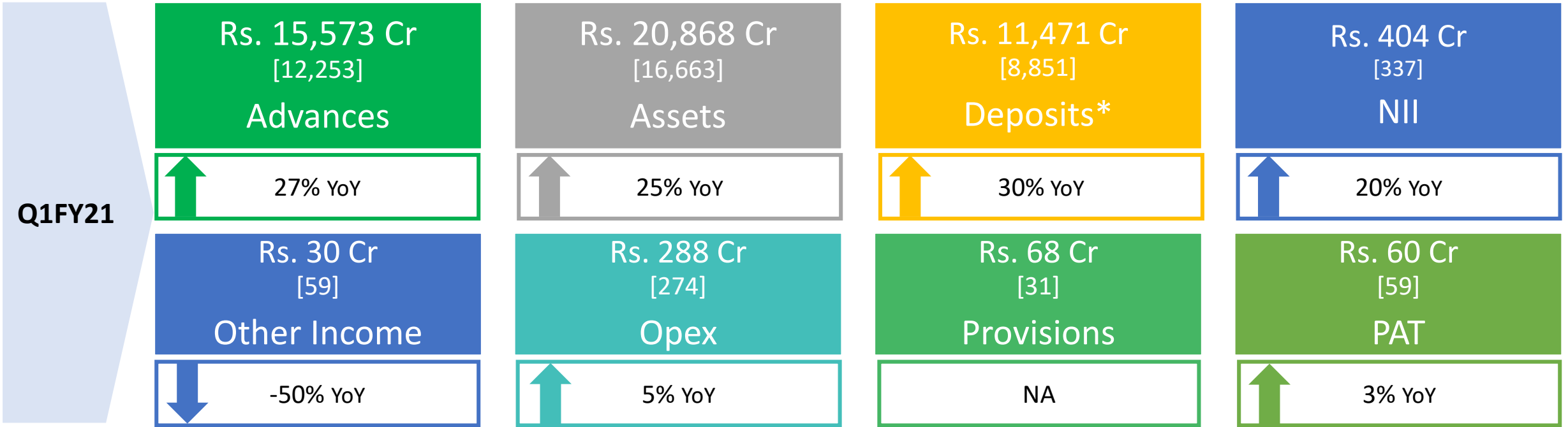
- As of June 30, 2020 Total CRAR at 21.59% and Tier-I CRAR of 20.61%; Well above minimum regulatory requirements of 15% and 7.5%
- Tier II Capital at 0.98%

## Treasury & Liquidity:

- Liquidity Coverage Ratio (LCR) as on 30.06.2020 at 139.4% much above the minimum regulatory requirement of LCR at 80%
- Average cost of funds for Q1FY21 at 7.63%

# Financial Performance

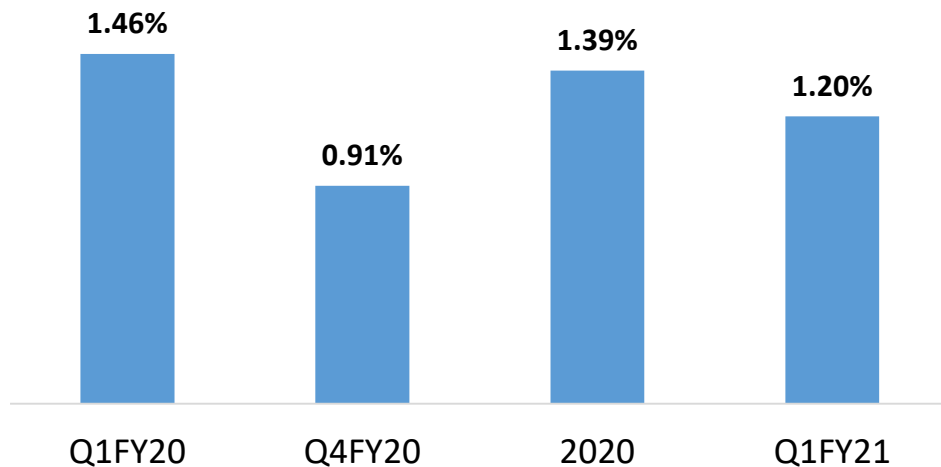
# Financial Overview



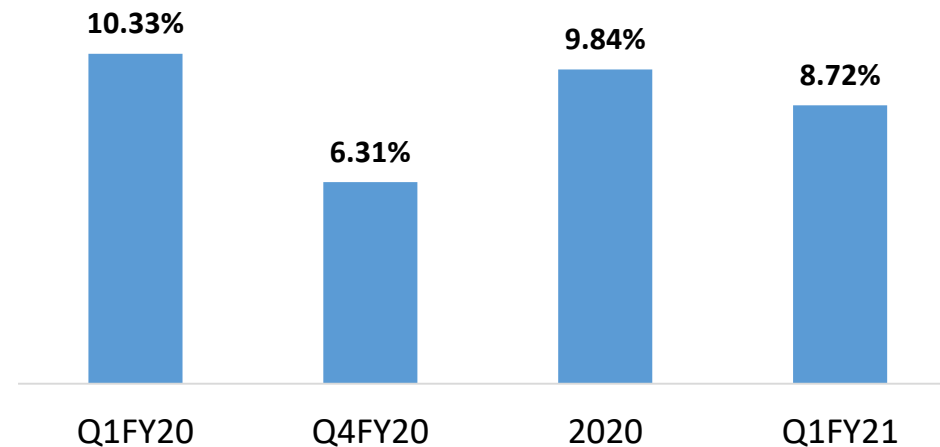
[ ] figures in brackets pertain to FY19 corresponding period figures | \* Deposits excluding CD's

# Key Ratios

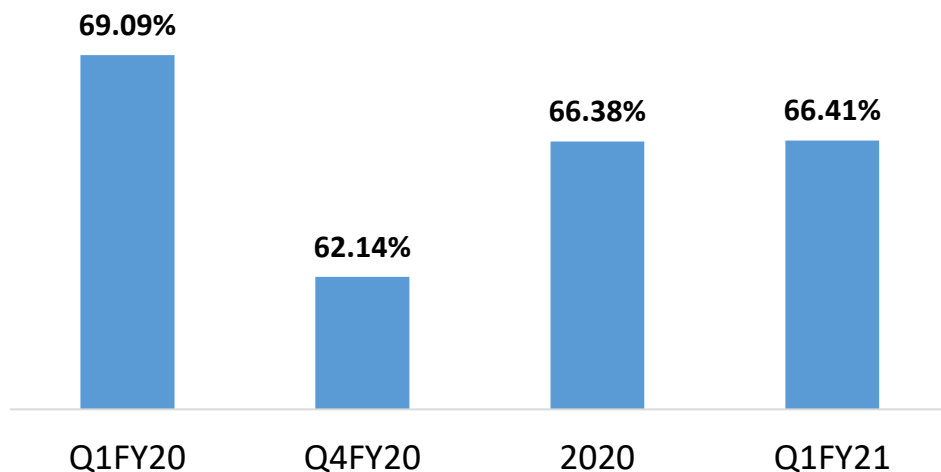
## Return on Assets (ROA)



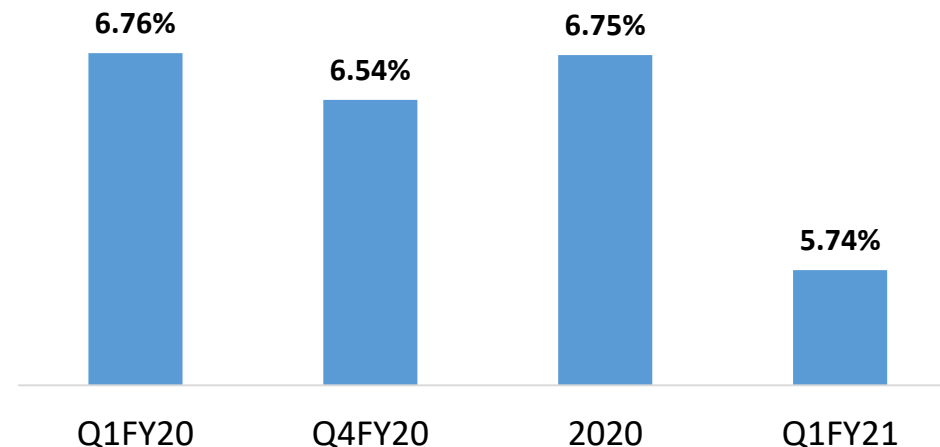
## Return on Avg. Equity (ROAE)



## Cost to Income

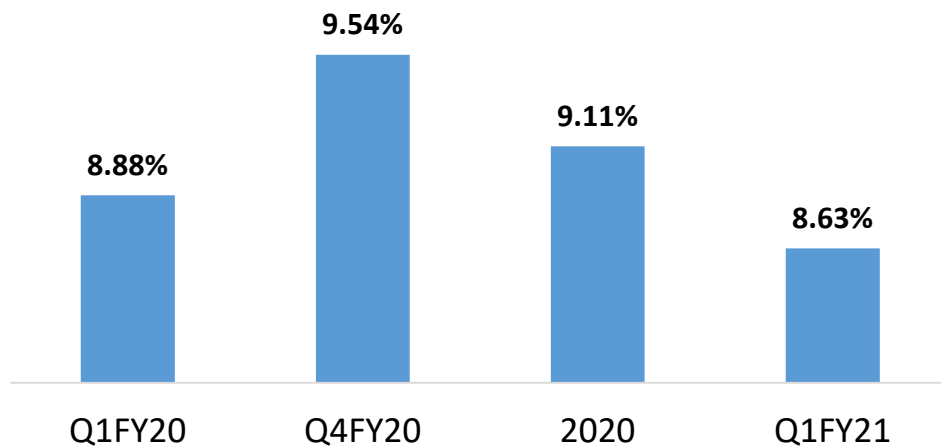


## Operating Expenses to Total Average Assets

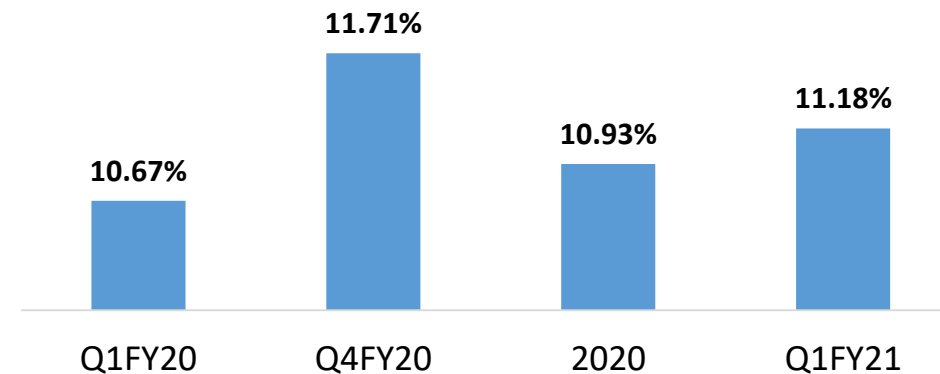


# Key Ratios

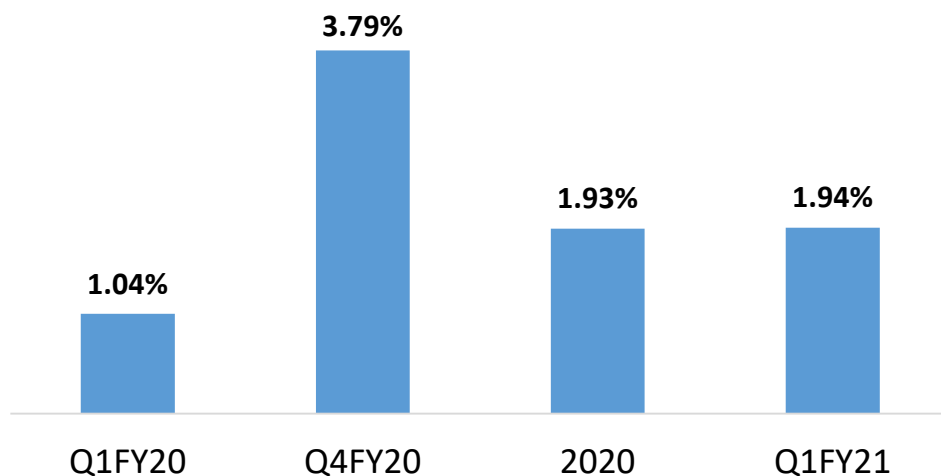
## Net Interest Margin \* (NIM)



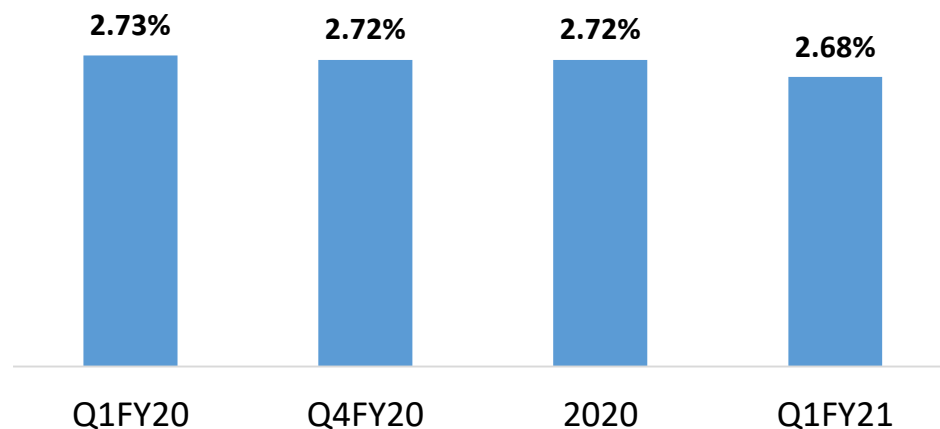
## Lending spreads \*



## Credit cost \*



## Asset Quality – Gross NPA\*

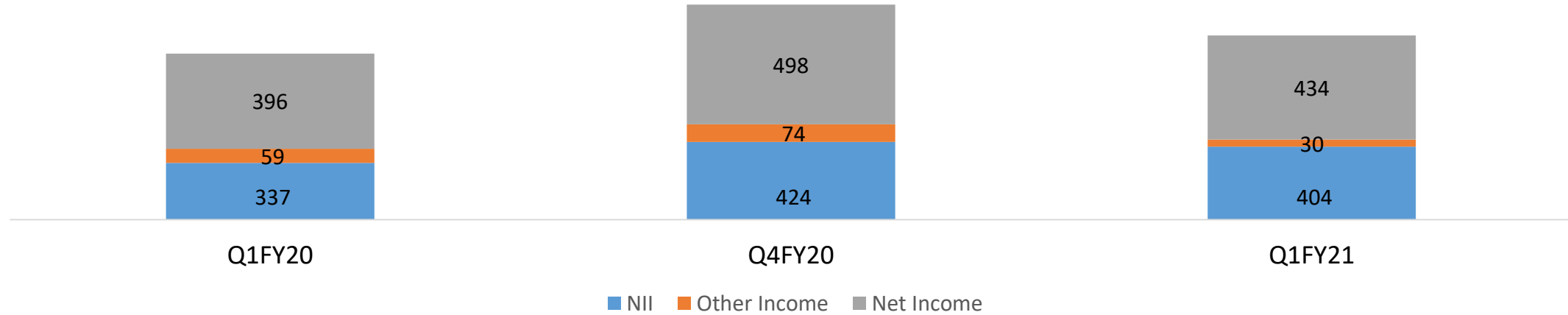


• NIM = Net interest income [excluding securitization] as a % of avg. income earning assets | Lending spread = Difference between Yield on Advances and Cost of Funds | \* Credit cost = Credit Cost divided by Average Balance of Advances | GNPA including IBPC

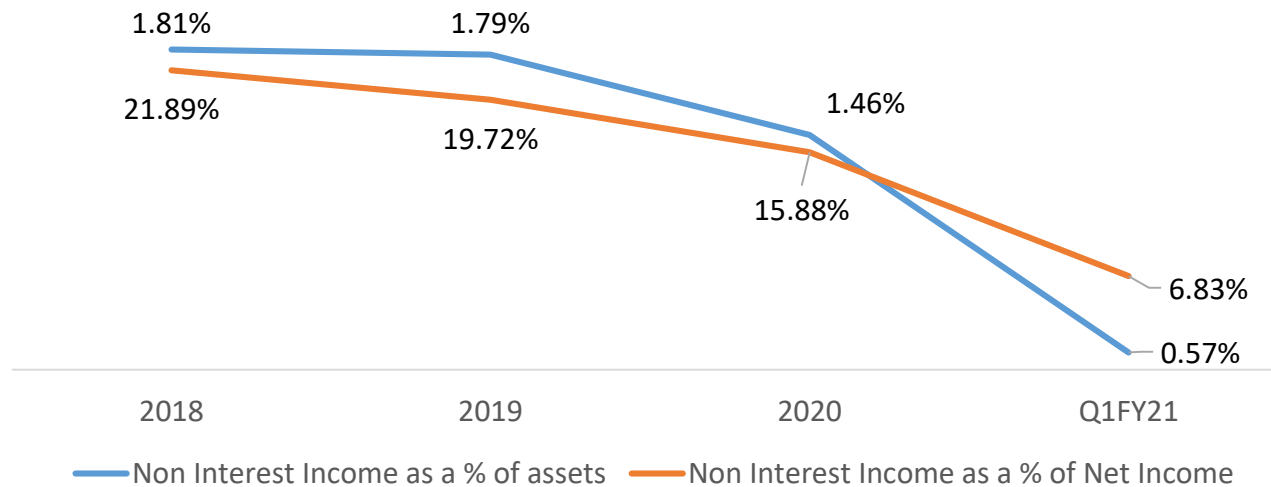


# Income Evolution

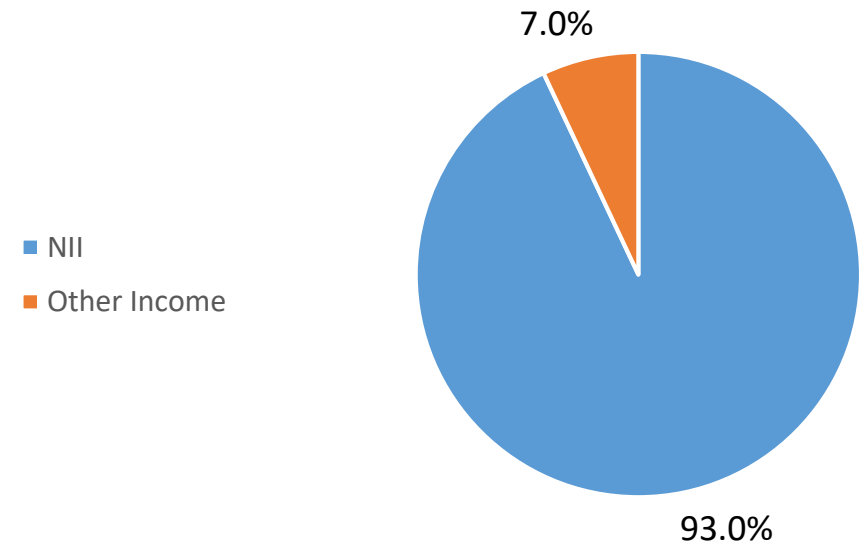
## Net income evolution (in Rs. Cr)



## Non-interest income \* evolution



## Net income composition (%) –Q1FY21

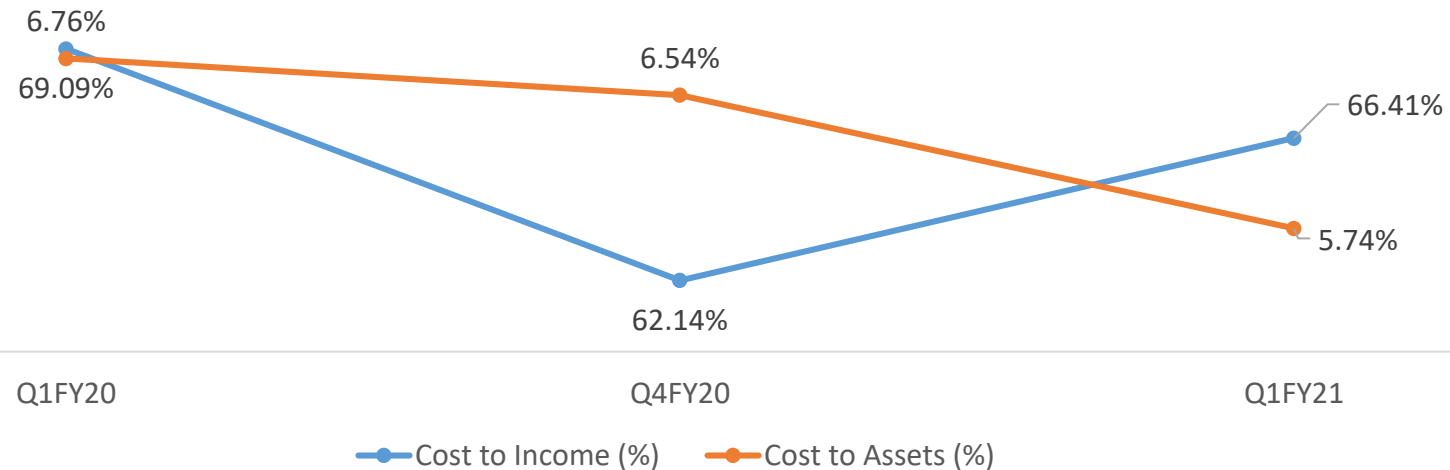


\* Non Interest Income = Other income + PSLC fee income | Net Income is NII + Other Income + PSLC

# Opex Evolution

Rs Cr	Q1FY20	Q4FY20	Q1FY21
Employee expenses	166	187	191
Other expenses	85	100	78
Depreciation	23	22	19
Total Operating expenses	274	309	288
No. of employees	15,261	16,104	15,843

## Opex evolution

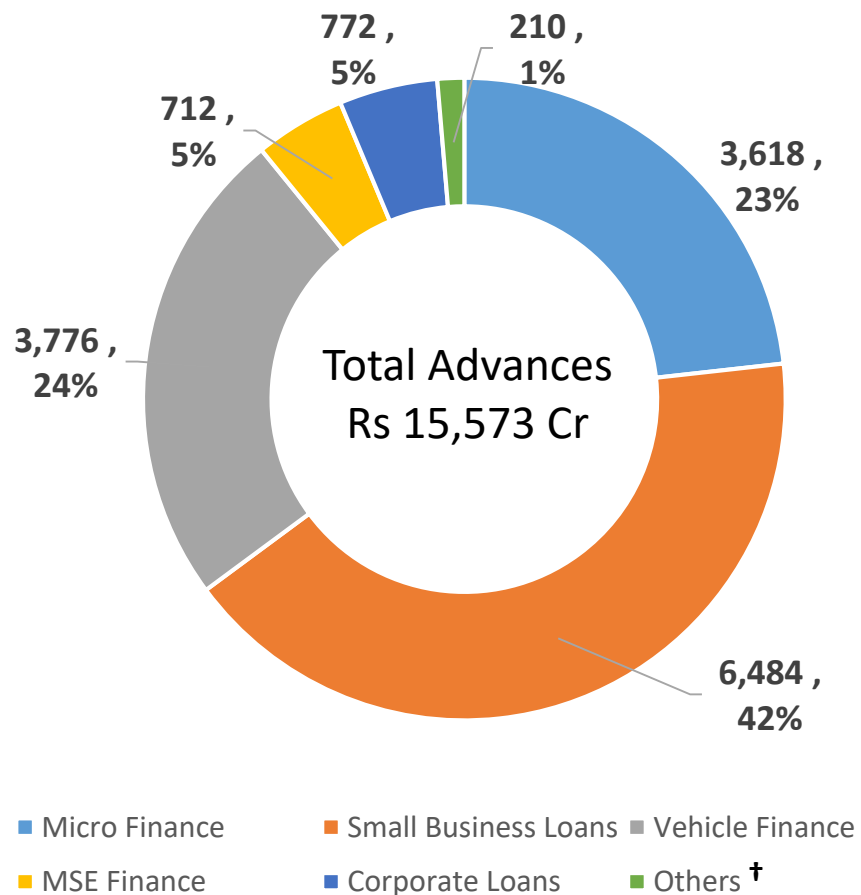


# Capital Adequacy

<b>Rs. Cr</b>	<b>June 2020</b>
Total Risk Weighted Assets	12138.31
Tier I Capital	2501.68
Tier II Capital	118.70
Total Capital	2620.38
<b>CRAR</b>	
Tier I CRAR	20.61%
Tier II CRAR	0.98%

# Advances

# Advances evolution and Diversified book



Rs Cr	Q1FY21	Q1FY20	YoY Growth %
Micro Finance	3,618	3,124	16%
Small Business Loans (Incl. HF)	6,484	4,926	32%
Vehicle Finance	3,777	3,027	25%
MSE Finance	712	280	154%
Corporate Loans	772	555	39%
Others †	210	341	-38%
<b>Gross Advances</b>	<b>15,573</b>	<b>12,253</b>	<b>27%</b>

† Others includes loan-against-gold, unsecured business loans, overdrafts against fixed deposits and staff loans | Housing Finance (HF) | Micro Small Enterprises (MSE) | Advances – Advances including IBPC

# Advances Evolution – Product-wise

Rs Cr	Q1FY21	Q1FY20	YoY growth %
Micro Finance	3,618	3,124	16%
<b>Small Business Loans (Incl. HF)</b>	<b>6,484</b>	<b>4,926</b>	<b>32%</b>
Small Business Loans	5,151	3,944	31%
Housing Finance	629	411	53%
Agri Loans	704	571	23%
<b>Vehicle Finance</b>	<b>3,777</b>	<b>3,027</b>	<b>25%</b>
Used CV	2,628	2,250	17%
New CV	1,149	777	48%
MSE Finance	712	280	154%
Corporate Loans	772	555	39%
Others <sup>†</sup>	210	341	-38%
<b>Gross Advances</b>	<b>15,573</b>	<b>12,253</b>	<b>27%</b>

Advances including IBPC † Others includes loan-against-gold, unsecured business loans, overdrafts against fixed deposits and staff loans

# Asset Products - Details

Product Segment (as on 30 <sup>th</sup> June 2020)	GNPA (%) 2019	GNPA (%) 2020	GNPA (%) Q1FY21
Micro Finance	0.86%	1.16%	1.18%
Small Business Loans (Incl. HF)	2.63%	2.73%	2.65%
Vehicle Finance	4.00%	4.03%	3.78%
MSE Finance	1.75%	1.19%	1.12%
Corporate Loans	0.00%	0.00%	0.84%
<b>GNPA</b>	<b>2.53%</b>	<b>2.72%</b>	<b>2.68%</b>

# Disbursements Product-wise

Rs Cr	Q1FY20	Q1FY21	YoY Growth %
Micro Finance	631	132	-79%
Small Business Loans (Incl. HF)	638	265	-58%
Small Business Loans	508	204	-60%
Housing Finance	54	29	-46%
Agri Loans	76	32	-59%
Vehicle Finance	506	105	-80%
Used CV	370	71	-82%
New CV	136	34	-75%
MSE Finance	127	36	-71%
Corporate Loans	110	19	-83%
Others <sup>†</sup>	6	7	35%
<b>Total Disbursements</b>	<b>2,018</b>	<b>564</b>	<b>-72%</b>

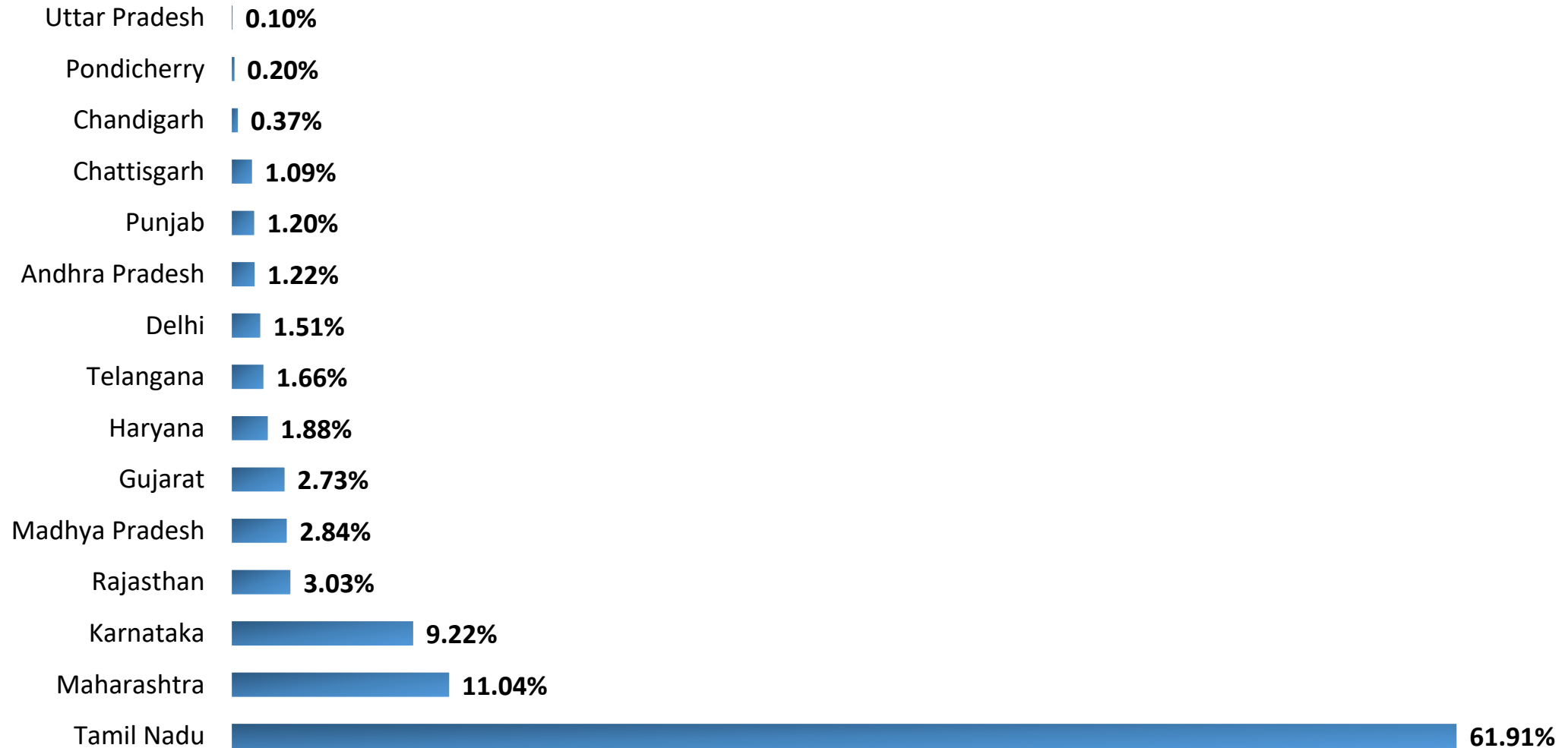
Others includes loan-against-gold, unsecured business loans, overdrafts against fixed deposits and staff loans



# Asset Landscape

## State Wise Advances (as of June 30, 2020)

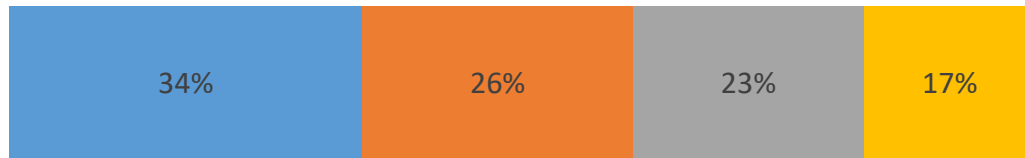
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# Loan Profile Mix

## Corporate Loans (as of June 30, 2020)

NBFC Exposure Mix



■ MFI ■ AFC ■ HFC ■ Non NBFC

Ratings Exposure



■ AA ■ A ■ BBB ■ Unrated

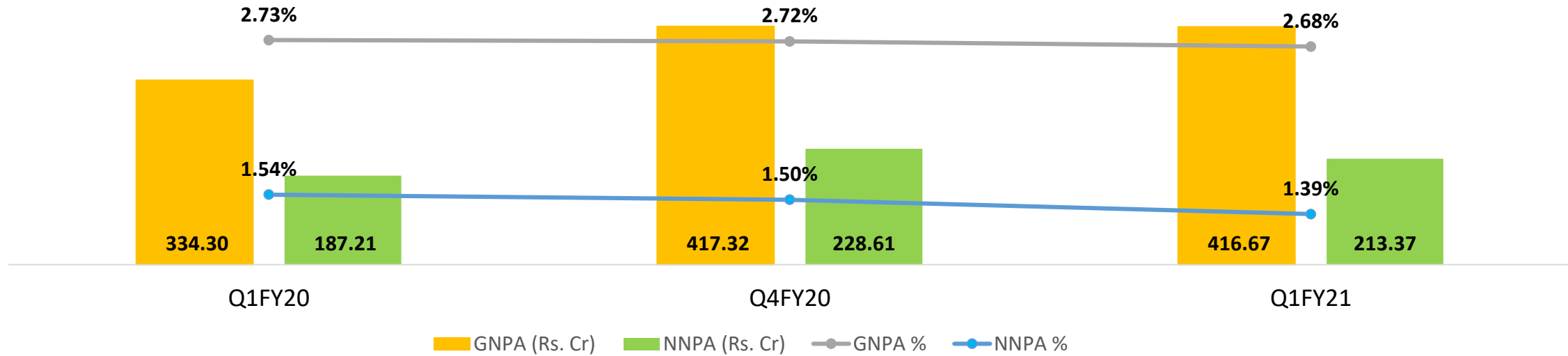
## MSE Finance (as of June 30, 2020)

Working Capital Loans



■ Manufacturing ■ Trading ■ Services

# Asset quality trend



Gross NPA Movement (Rs Cr)	Q1FY20	Q4FY20	Q1FY21
Opening GNPA Balance	295.70	417.96	417.32
Add: Additions during the period	79.36	94.13	15.39
Less:			
i. Upgradations	14.23	39.74	3.19
ii. Recoveries (excluding recoveries made from upgraded accounts)	17.62	33.27	4.69
iii. Technical or Prudential write-offs	3.83	4.77	5.21
Write-offs other than those under (iii) above	5.53	16.99	2.95
<b>Closing GNPA Balance</b>	<b>334.30</b>	<b>417.32</b>	<b>416.67</b>



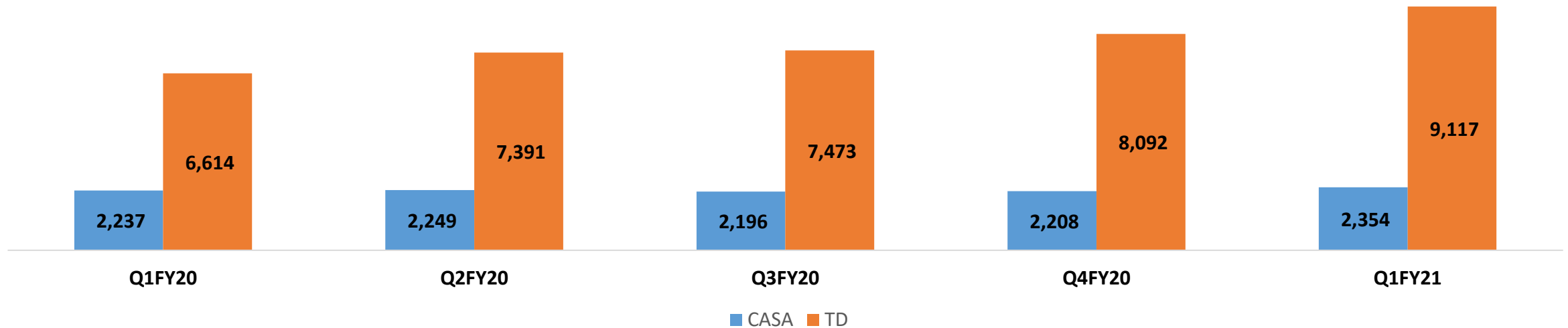
# Liabilities & Branch Banking

# Customer deposits evolution

Update for Q1FY21

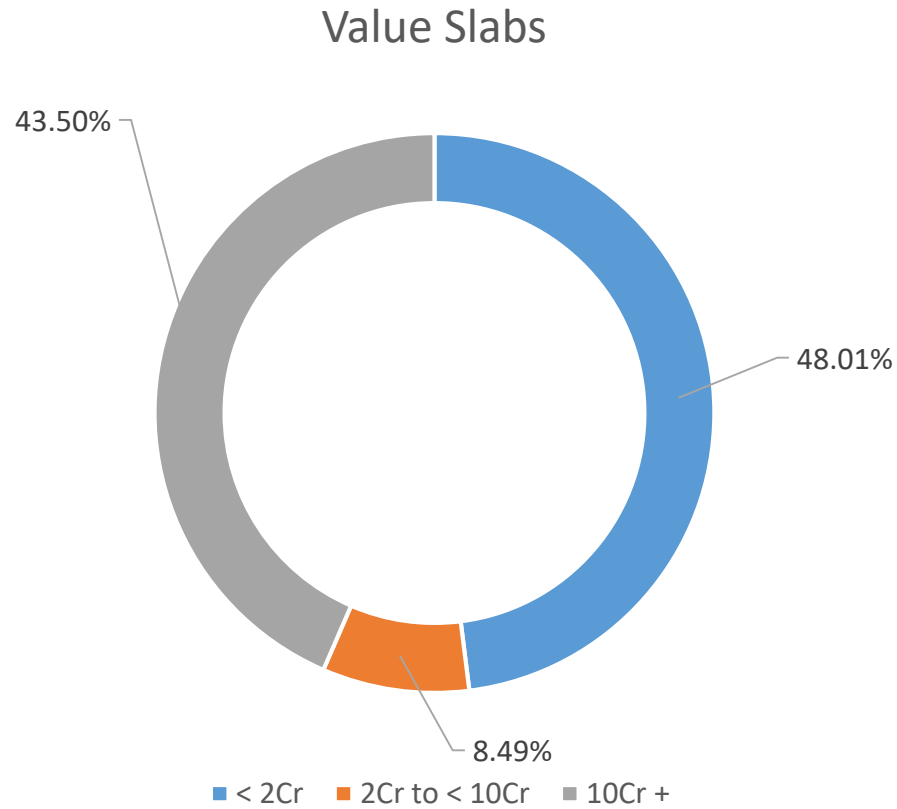
as on 30 June 2020	CA [Current Account]	SA [Savings Account]	CASA [Low cost deposits]	TD [Term Deposits]	CASA+TD [Customer Deposits]
Balance (Cr)	330	2,024	2,354	9,117	11,471
as a % of total borrowings (Rs. 18,313 Cr)	2%	11%	13%	50%	63%

## Customer Deposits evolution (Rs. Cr)

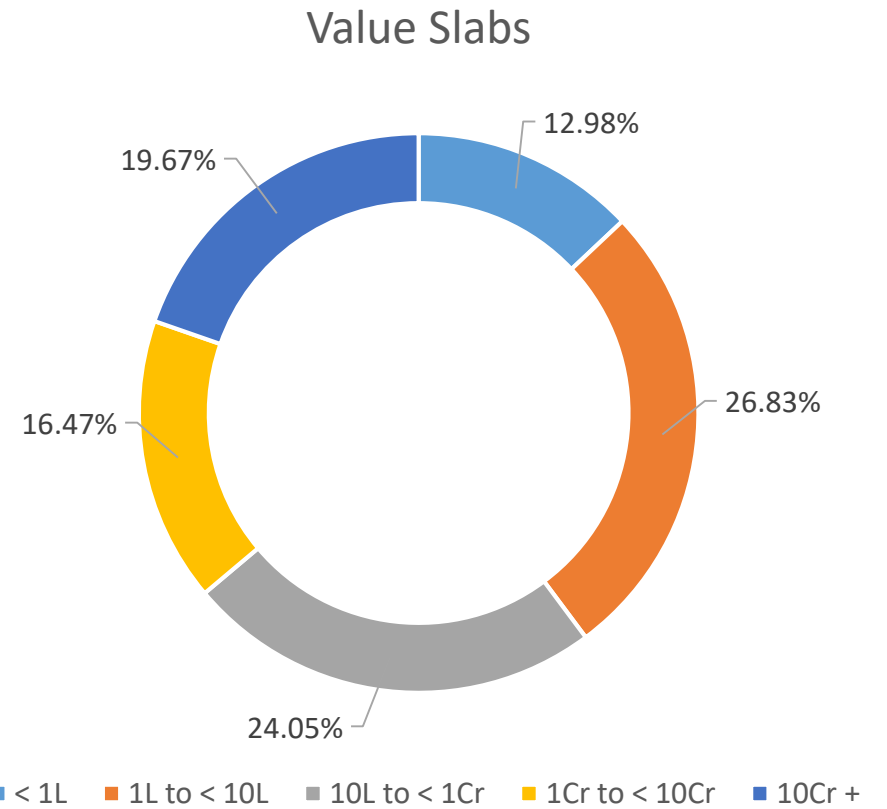


# Customer Deposit Profile

(as of June 30, 2020)



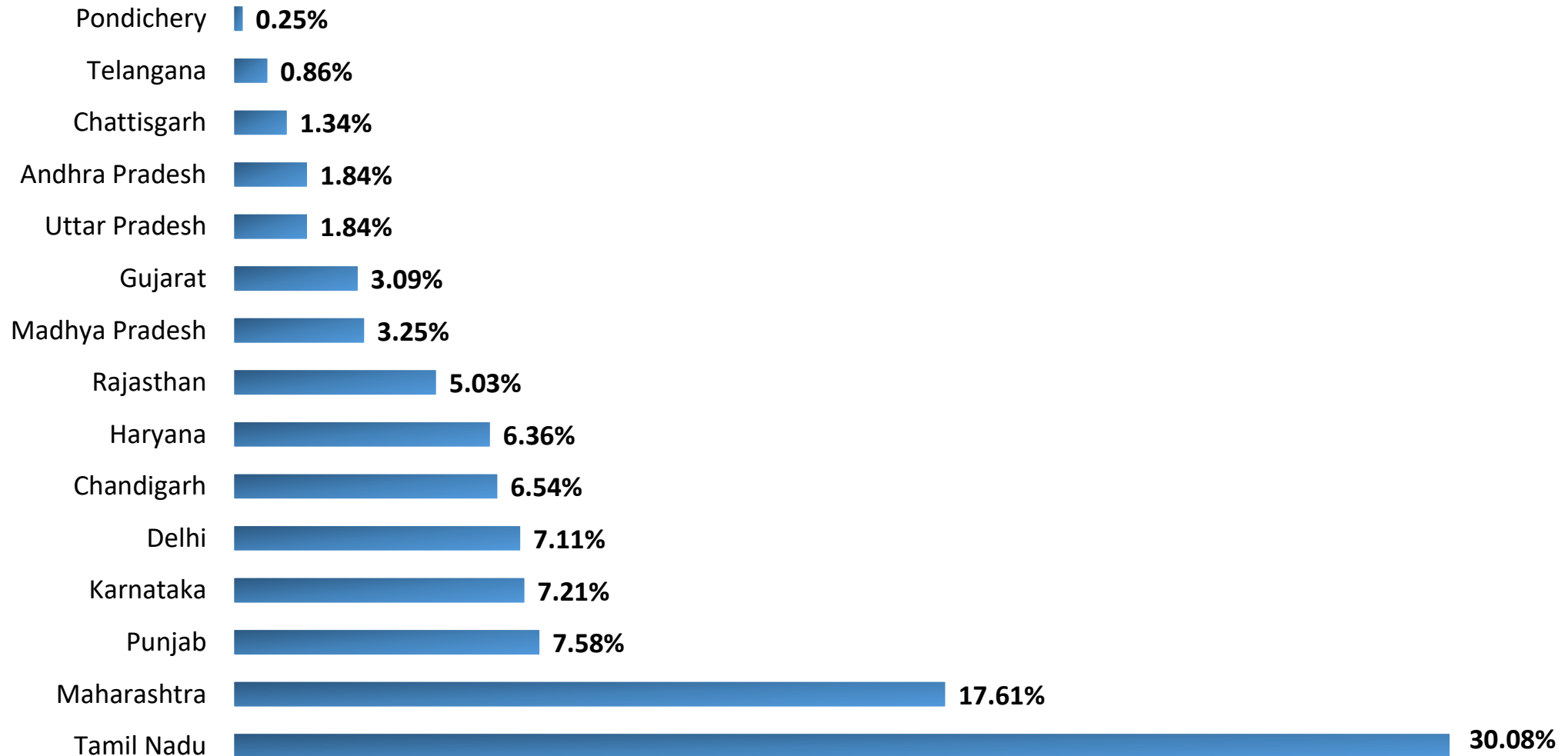
**Term Deposit Mix**



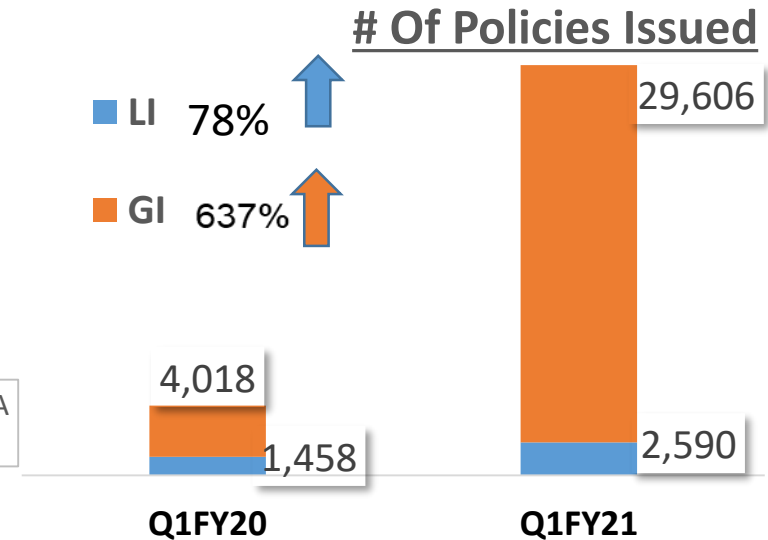
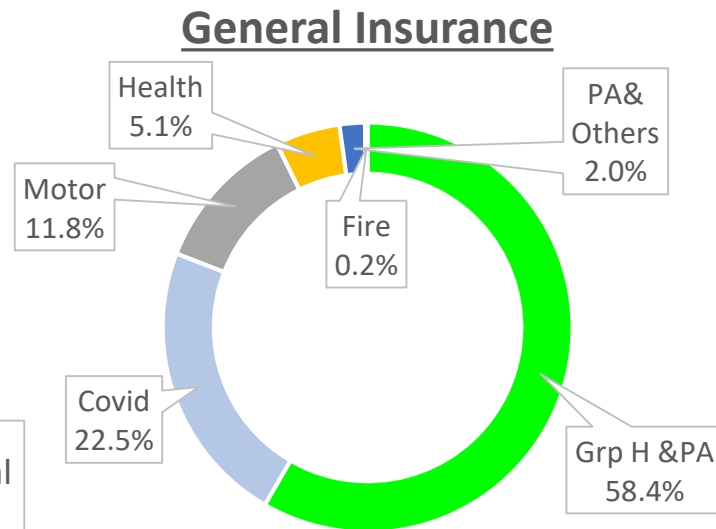
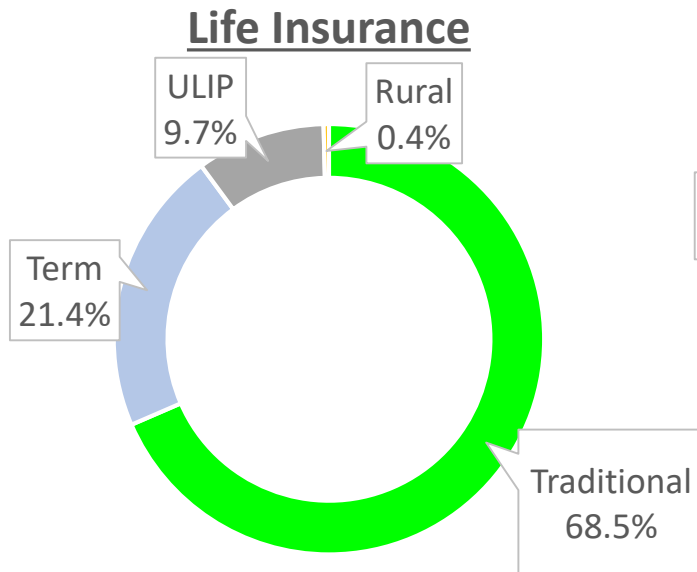
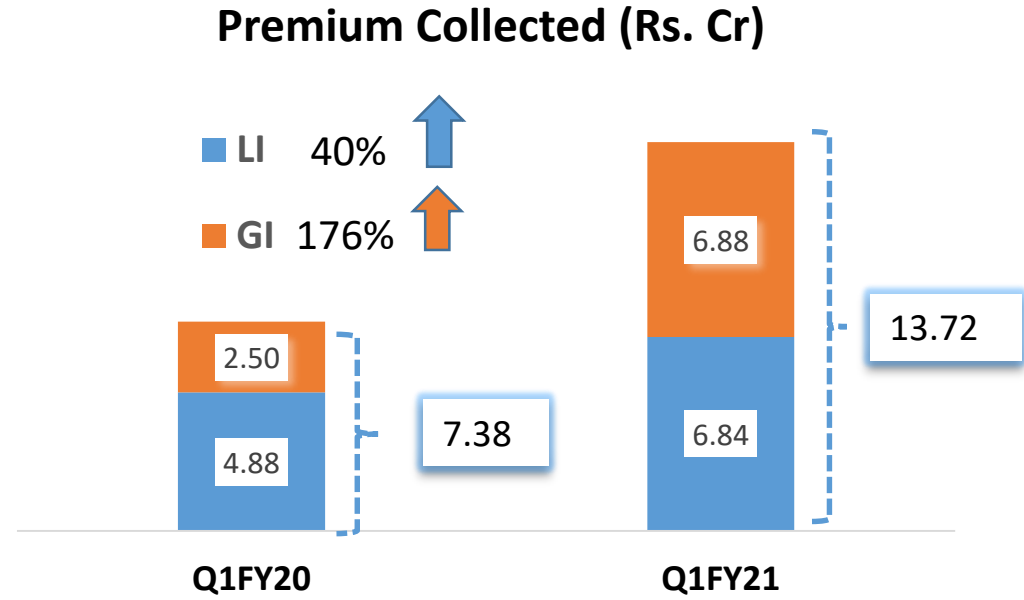
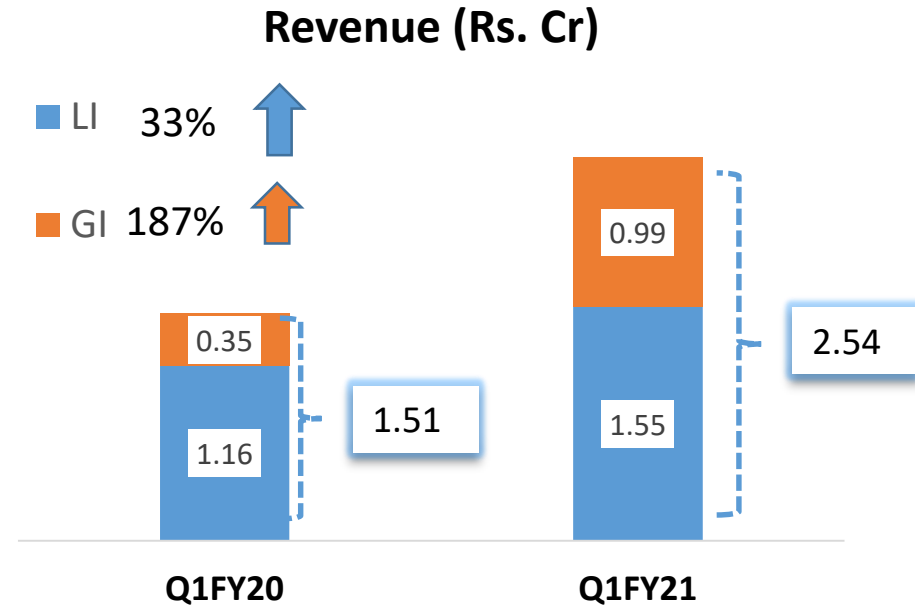
**CASA Mix**

# Liabilities Landscape

## State Wise Deposits (as of June 30, 2020)



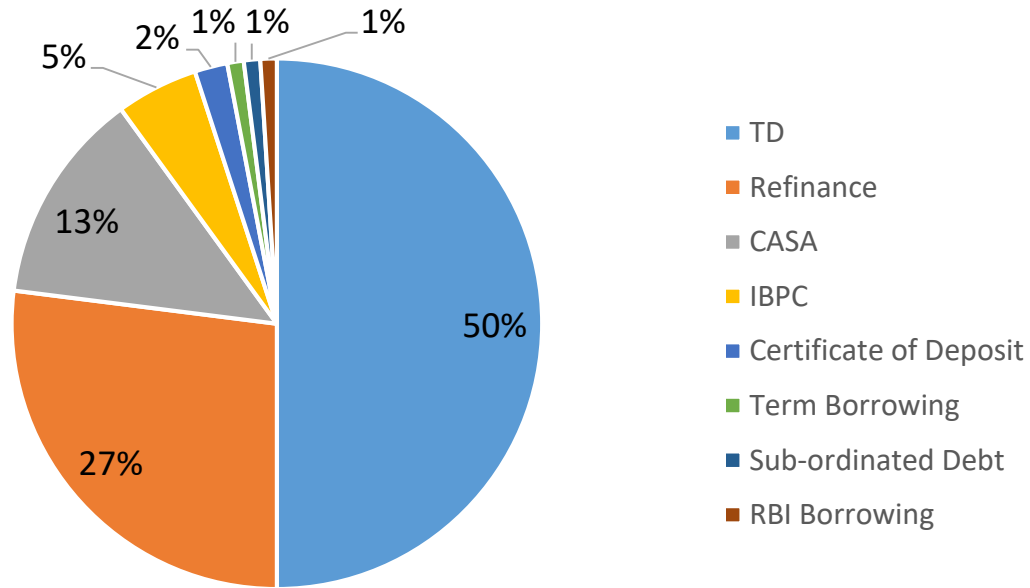
# Overview of TPP Business





# Funding profile

As on 30 June 2020



In Rs Cr	June 2020
TD	9,117
Refinance	4,963
CASA	2,354
CD	316
Sub Debt	220
Term Borrowing	110
IBPC	1,000
RBI Borrowing	233
<b>Total Borrowings</b>	<b>18,313</b>

Period ended	CASA (Cr)	Term Deposits (Cr)	Retail Term Deposits (Cr)	Customer deposits [CASA + TD] (Cr)	CASA as a % Customer Deposits	Certificate of Deposits (Cr)	Total Deposits (Cr)
30 <sup>th</sup> June 19	2,237	6,614	2,230	8,851	25%	282	9,133
31 <sup>st</sup> Mar 20	2,208	8,092	3,811	10,300	21%	488	10,788
30 <sup>th</sup> June 20	2,354	9,117	4,377	11,471	21%	316	11,787

# Treasury

## Investments (As on 30 June 2020)

### SLR Portfolio

Portfolio Category	Book Value (Rs. Cr)
Held Till Maturity (HTM)	2,041
Available for Sale (AFS)	1,199
Held for Trading (HFT)	65
<b>Total</b>	<b>3,305</b>

### Non SLR Portfolio (As on 30 June 2020)

Type of Investment	Book Value (Rs. Cr)
Opening CPs/ NCDs	50
Purchases/ Subscription	124
Sales/ Redemption	Nil
<b>Closing CPs/ NCDs</b>	<b>174</b>

## Borrowings & Liquidity

### Borrowings:

- Our Bank's Certificate of Deposit (CD) programme for Rs. 2,000 Crore has highest rating from at CRISIL A1+
- Availed refinance of Rs. 685 Crore during Q1FY21 (Rs. 1,000 Crore in Q4FY20) Our Bank has adequate advances to avail fresh refinance whenever required including assistance from Special Refinance Scheme announced by RBI through SIDBI/ NABARD/ NHB which provides strong cushion to ALM position of the Bank.
- Our Bank has undertaken Inter-Bank Participation Certificates (IBPCs) with a mix of PSL/Non-PSL advances which further enhances the liquidity of the Bank
- Adequate surplus liquidity in the form of High Quality Liquid Assets (HQLA) being maintained to fund advances growth. Liquidity Coverage Ratio (LCR) as on 30.06.2020 at 139.4% much above the minimum regulatory requirement of LCR at 80%

### Liquidity:

- Total Investment Portfolio comprises SLR of Rs. 3,305 Crore (Book Value) and Non SLR of Rs. 174 Crore (Book Value).
- Our Bank participated in Targeted Long Term Repo Operations (TLTRO) announced by RBI during March 2020. Purchases in Non-SLR during this quarter includes Investments made out of the funds borrowed from TLTRO. The bank has invested Rs. 125 crores through this route.

# Financials



# Balance Sheet

Particulars (in Rs Cr)	June-20	June-19	YoY%	March-20	QoQ%
<b>Capital &amp; Liabilities</b>					
Capital	1,053	1,006	5%	1,053	-
Reserves & Surplus	1,751	1,307	34%	1,691	4%
Networth	2,804	2,313	21%	2,744	2%
Deposits	11,787	9,133	29%	10,788	9%
Borrowings	5,526	4,645	19%	5,135	8%
Other Liabilities & Provision	751	572	32%	648	16%
<b>Total</b>	<b>20,868</b>	<b>16,663</b>	<b>25%</b>	<b>19,315</b>	<b>8%</b>
<b>Assets</b>					
Cash and Balances With Reserve Bank of India	429	391	10%	381	13%
Balances With Banks and Money At Call and Short Notice	1,496	1,407	6%	2,156	-31%
Investments	3,478	2,270	53%	2,343	48%
Advances	14,389	12,025	20%	13,747	5%
Fixed Assets	198	227	-13%	213	-7%
Other Assets	878	343	156%	475	85%
<b>Total</b>	<b>20,868</b>	<b>16,663</b>	<b>25%</b>	<b>19,315</b>	<b>8%</b>
<b>AUM</b>	<b>15,573</b>	<b>12,253</b>	<b>26%</b>	<b>15,367</b>	<b>1%</b>

# Profit & Loss Statement

Particulars (in Rs Cr)	Q1FY21	Q1FY20	YoY%	Q4FY20	QoQ%
Interest Income from Loans	661	550	20%	668	-1%
Interest Income on Fixed Deposits with Banks	44	39	13%	37	19%
Interest Income on SLR & Non SLR Investment and Call Money	16	14	14%	21	-20%
<b>Total Interest Income</b>	<b>721</b>	<b>603</b>	<b>20%</b>	<b>726</b>	<b>-1%</b>
<b>Finance Cost</b>					
Interest on deposits	209	168	24%	201	4%
Interest on RBI / inter-bank borrowings	4	7	-43%	6	-33%
Other interest	104	91	14%	95	11%
<b>Net Finance Cost</b>	<b>317</b>	<b>266</b>	<b>19%</b>	<b>302</b>	<b>5%</b>
<b>Net Interest Income</b>	<b>404</b>	<b>337</b>	<b>20%</b>	<b>424</b>	<b>-5%</b>
<b>Other Income</b>					
Processing and Other Fees	11	38	-71%	44	-75%
Interest on Securitization / Assignment	0	4	-100%	1	-100%
PSLC Fee Income	0	0	-	9	-100%
Gain on Sale of G-Secs	4	0	-	2	100%
ATM Acquirer Fee Income & TPP Income	10	6	67%	10	-
Others	5	11	-64%	8	-50%
<b>Total Other Income</b>	<b>30</b>	<b>59</b>	<b>-49%</b>	<b>74</b>	<b>-59%</b>

# Profit & Loss Statement

Particulars (in Rs Cr)	Q1FY21	Q1FY20	YoY%	Q4FY20	QoQ%
<b>Net Income</b>	434	396	10%	498	-13%
Employee Cost	191	166	15%	187	2%
Opex	97	107	-9%	123	-20%
<b>Total Operating Expenditure</b>	288	273	5%	310	-7%
<b>PBT before provision &amp; Write-off</b>	146	123	19%	188	-22%
Credit Cost	68	31	119%	130	-48%
<b>PBT</b>	78	92	-16%	58	33%
Taxes	18	33	-48%	15	13%
<b>PAT</b>	60	59	2%	43	40%

# Key Ratio

Key Ratio	2018	2019	2020	Q1FY21
Yield on "On book" Advances	20.47%	19.13%	18.90%	18.81%
Cost of funds	8.36%	8.13%	7.97%	7.63%
Lending spread	12.11%	11.00%	10.93%	11.18%
NIM on Interest Earning assets	9.02%	8.55%	9.11%	8.63%
GNPA	2.68%	2.53%	2.72%	2.68%
Credit Cost	2.65%	1.07%	1.93%	1.94%
Provision Coverage	47.07%	43.38%	45.22%	48.79%
NNPA	1.46%	1.44%	1.50%	1.39%
ROA	0.30%	1.45%	1.39%	1.20%
ROE	1.57%	9.85%	9.84%	8.72%

Notes: NIM on Interest Earning Assets = Net interest income [excluding securitization] as a % of avg. income earning assets | Lending spread = [Yield on "On book" advances in %] – [Cost of Funds in %] | Credit Cost = Provision cost as a % of average 'On Book' advances | GNPA = including IBPC

## **Investor Relations**

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