REPCO HOME FINANCE LIMITED

(Promoted by REPCO BANK - Govt. of India Enterprise)

Repco Home Finance

Earnings Presentation Q1 FY15

www.repcohome.com

Agenda

- **Q1 FY15 Performance**

- **Geographic Presence**

- **Annexure**

Q1 FY15 Performance

Business Summary

• Loans outstanding (June 30, 2014)	Rs. 48,923 mn
• Net worth (June 30, 2014)	Rs. 7,189 mn
• Average loan per unit	Rs. 1.1 mn
• Number of live accounts	50,486
• Current Employee Strength	472
• Cost to Income ratio	19.2%
• Capital Adequacy Ratio	23.5%
• Gross NPA (%) (June 30, 2014)	2.5%
• Net NPA (%) (June 30, 2014)	1.6%

Strong growth continues in Q1 FY15

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Figures in Rs million

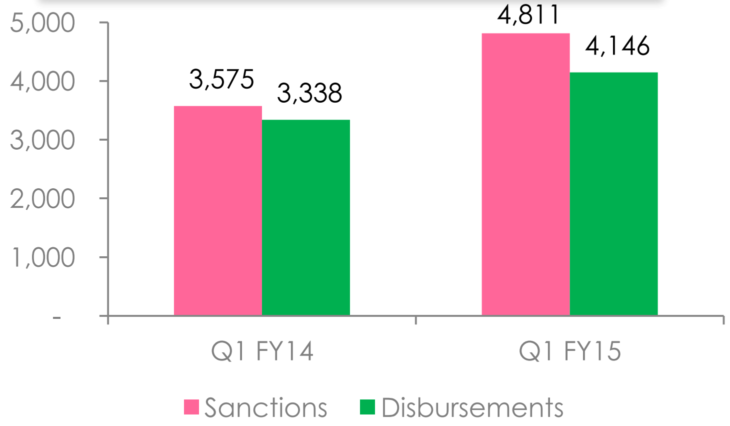
	Net Interest Income	Pre DTL Profit after Tax	Post DTL Profit after Tax
Q1 FY15	530	280	248
Growth	25%	26%	11%
Q1 FY14	424	223	223

	Loan Book	Sanctions	Disbursements
Q1 FY15	48,923	4,811	4,146
Growth	31%	35%	24%
Q1 FY14	37,467	3,575	3,339

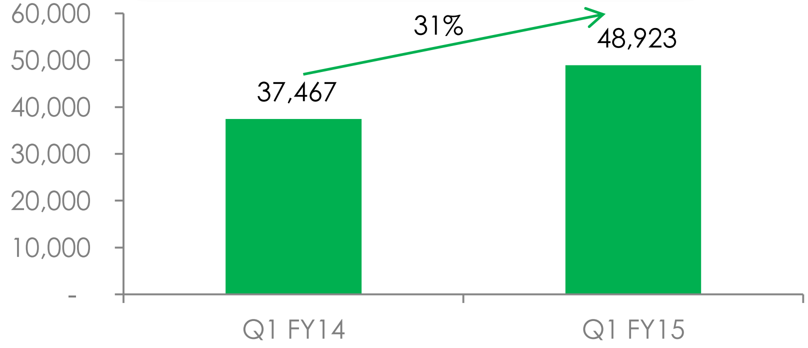
Steady growth in loan book with healthy customer mix

Figures in Rs million

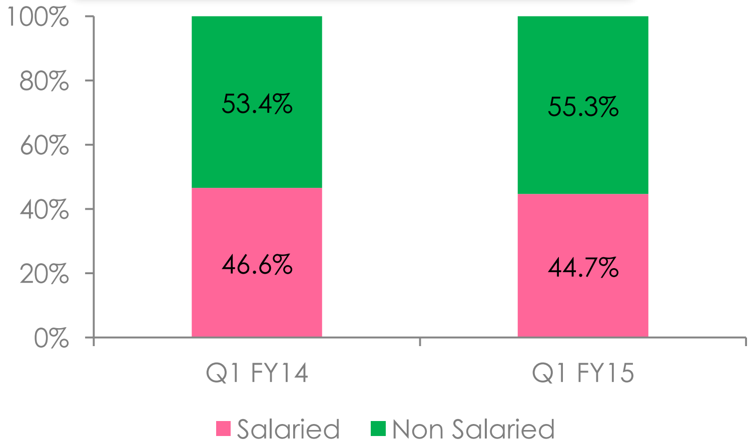
Sanctions and disbursements



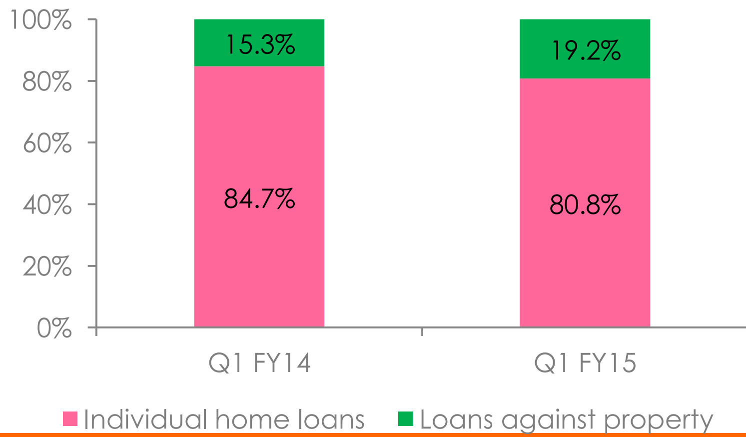
Loan Book



Loan book composition



Mix of loan portfolio



Driving robust income and earnings growth

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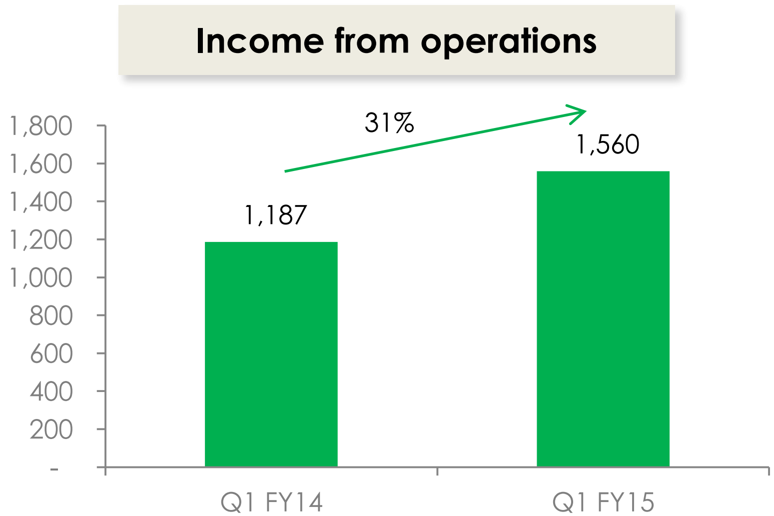
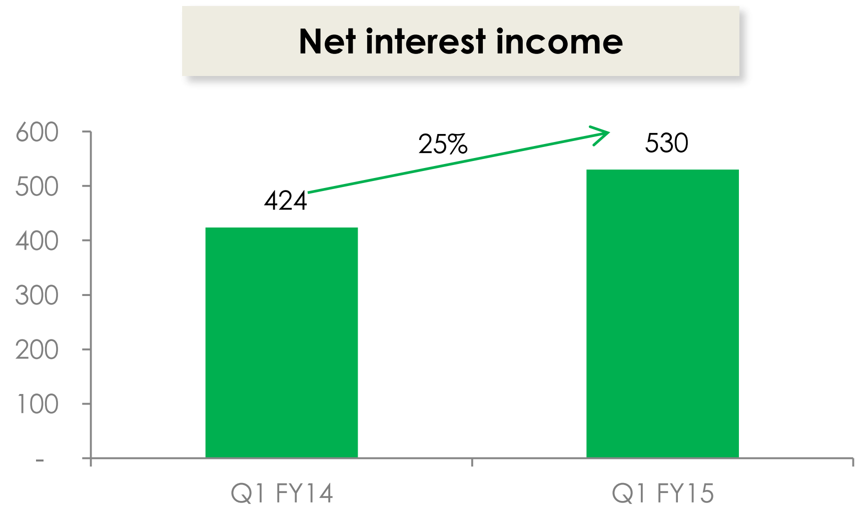
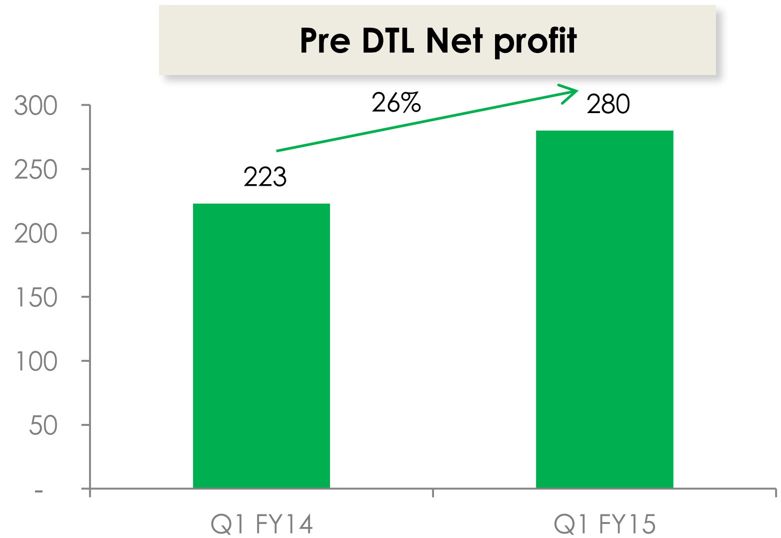
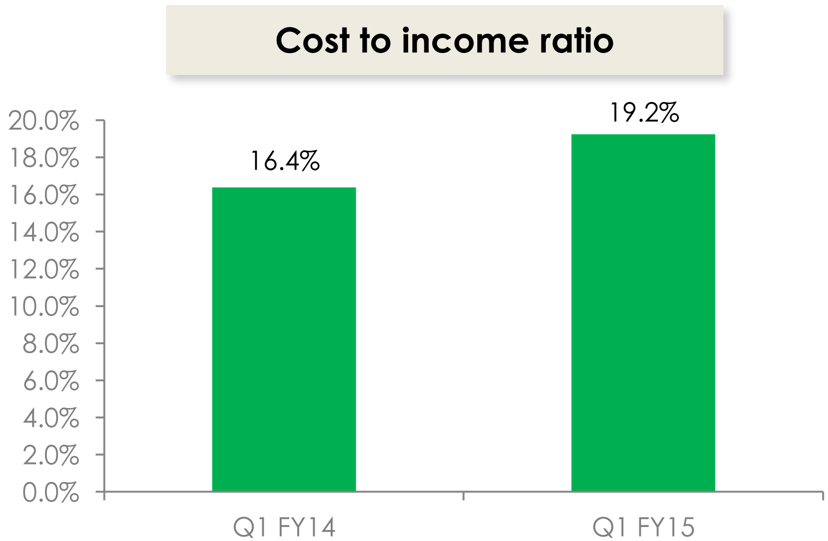
Figures in Rs million



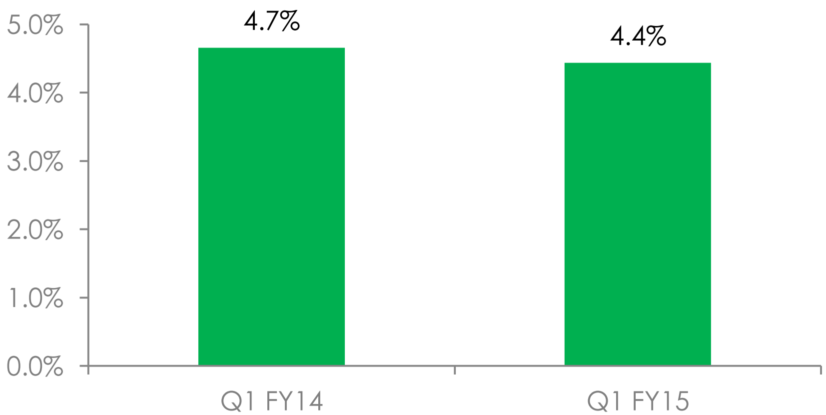




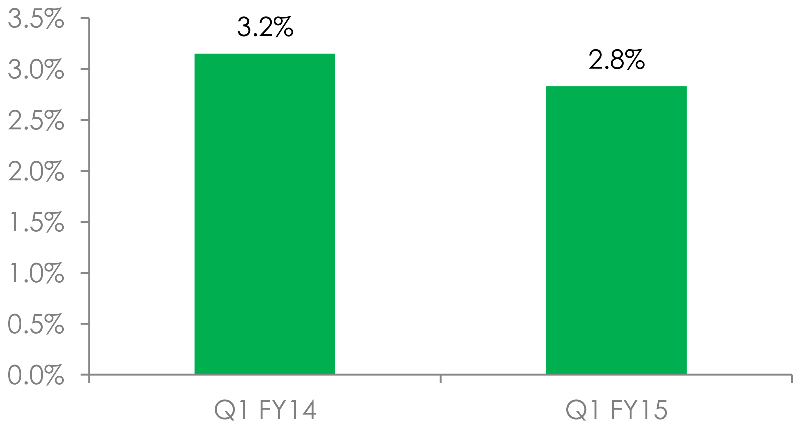


Profitability ratios

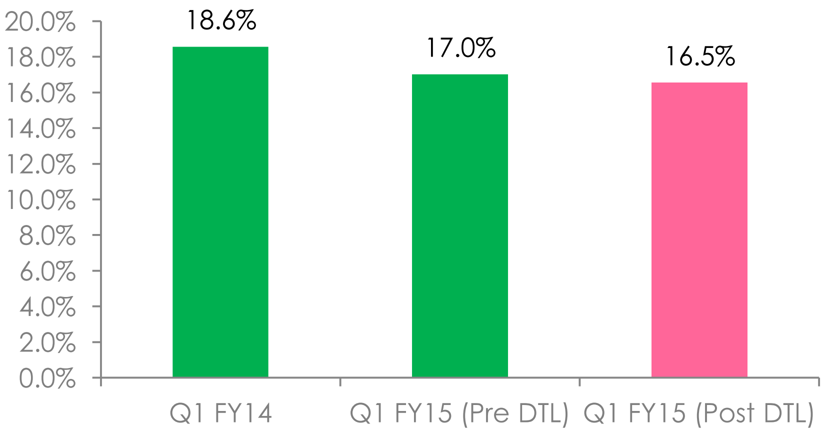
Net interest margin



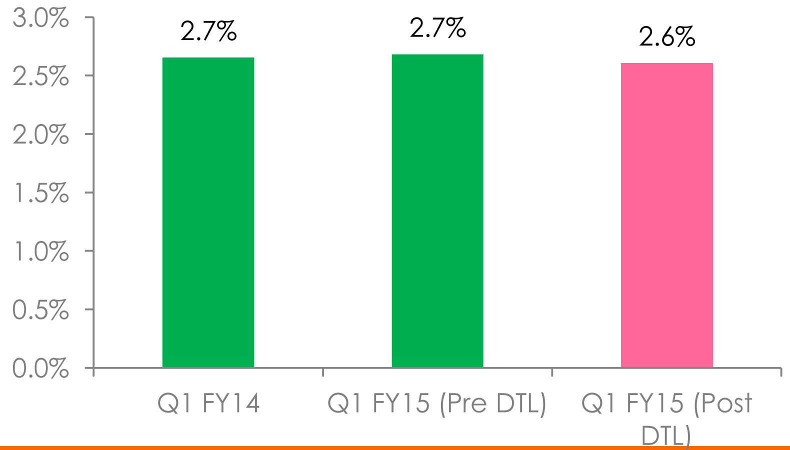
Spread



Return on equity (TTM)



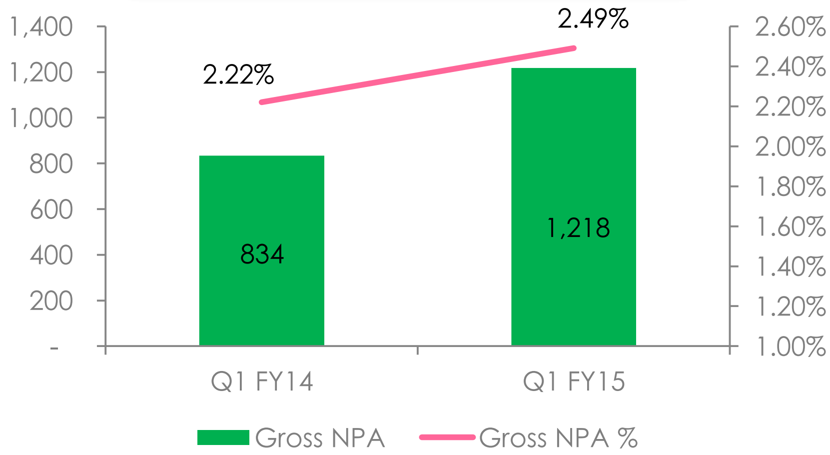
Return on assets (TTM)



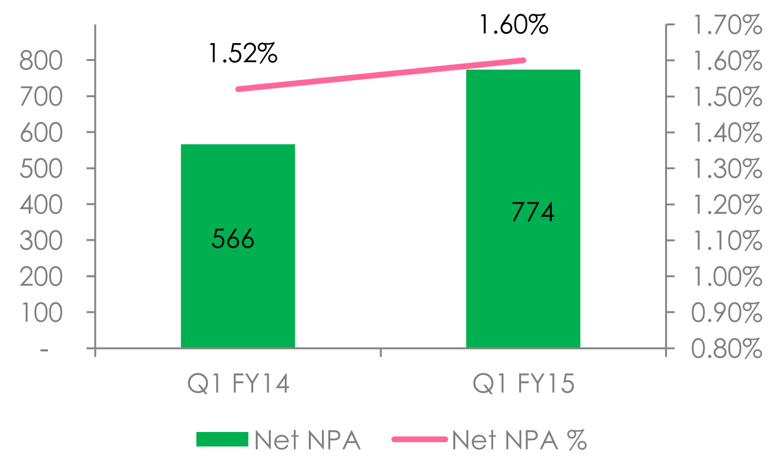
Increased focus on asset quality & provisioning

Figures in Rs million

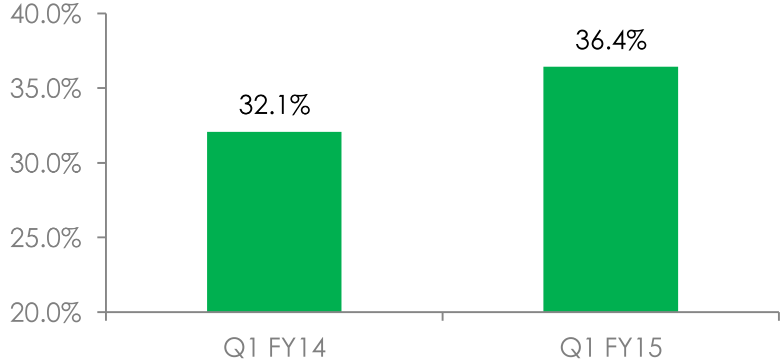
Gross NPA



Net NPA

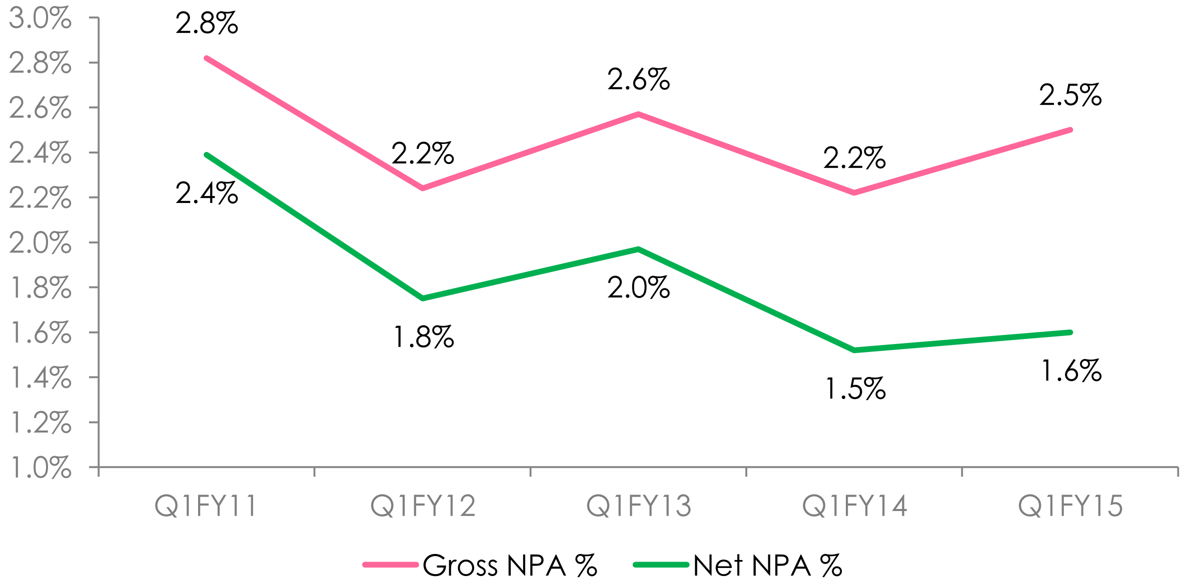


Provision coverage ratio



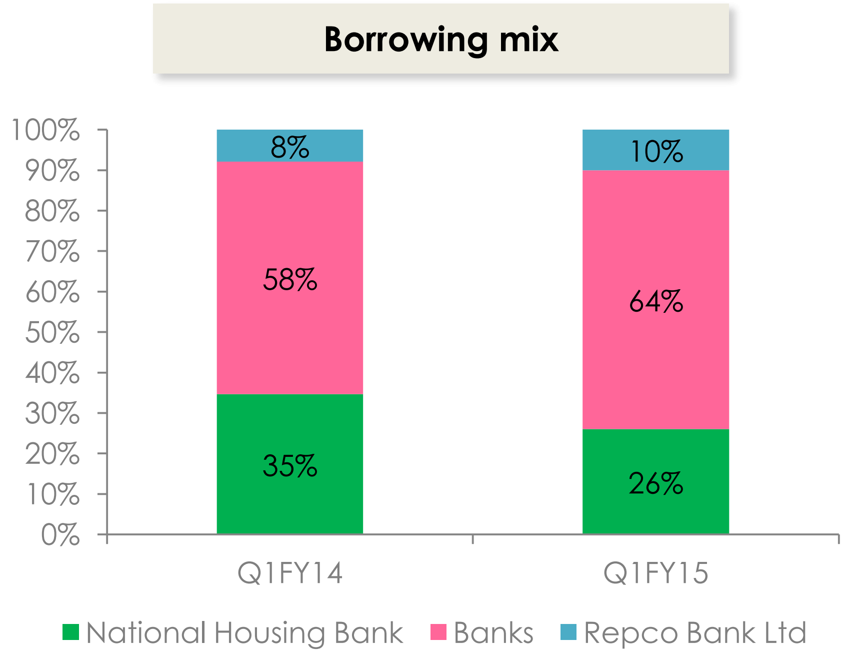
Asset quality

Movement in NPAs



Diversified sources of funding

Figures in Rs million



Sources (as on 30 June'14)	Amount
Banks	26,076
National Housing Bank	10,703
Repco Bank Ltd	4,036
Total	**40,815**

Geographic Presence

Strong base in South India; expanding footprint

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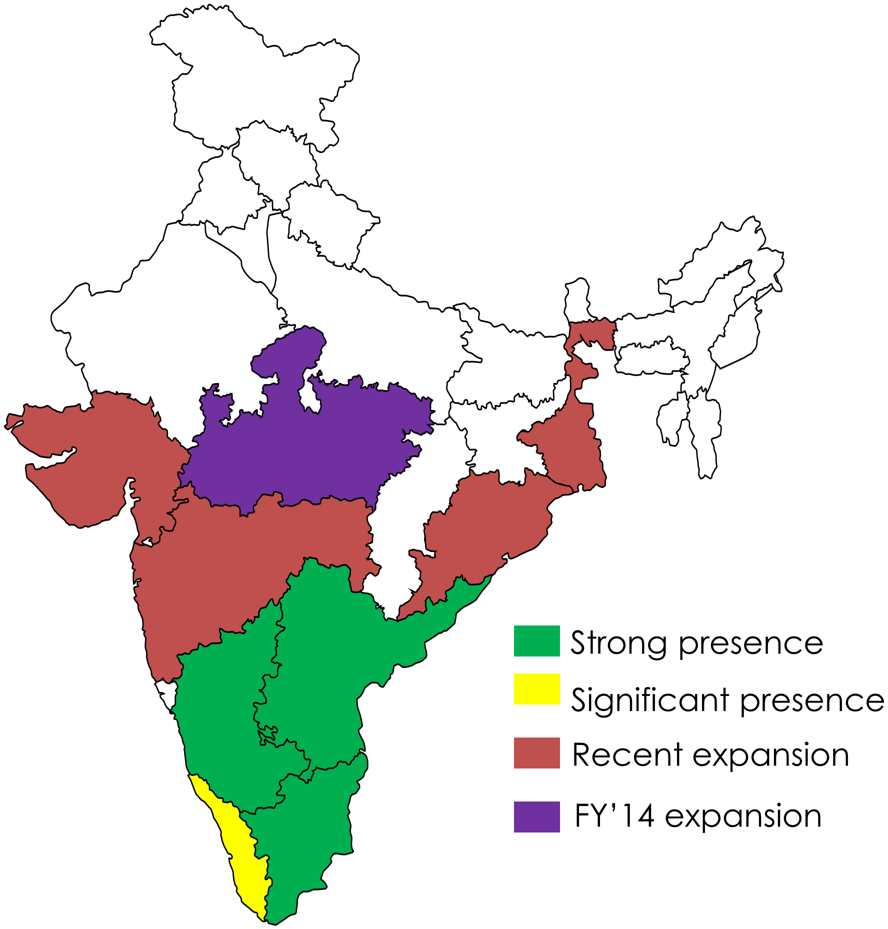
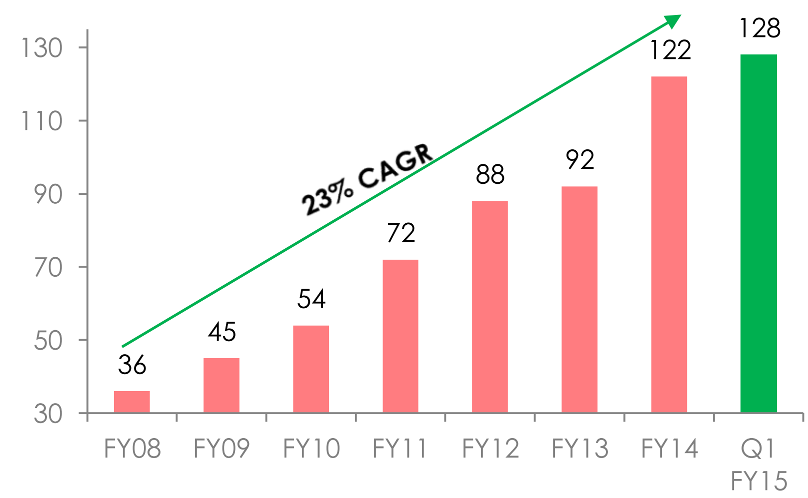
Repco Home Finance Limited

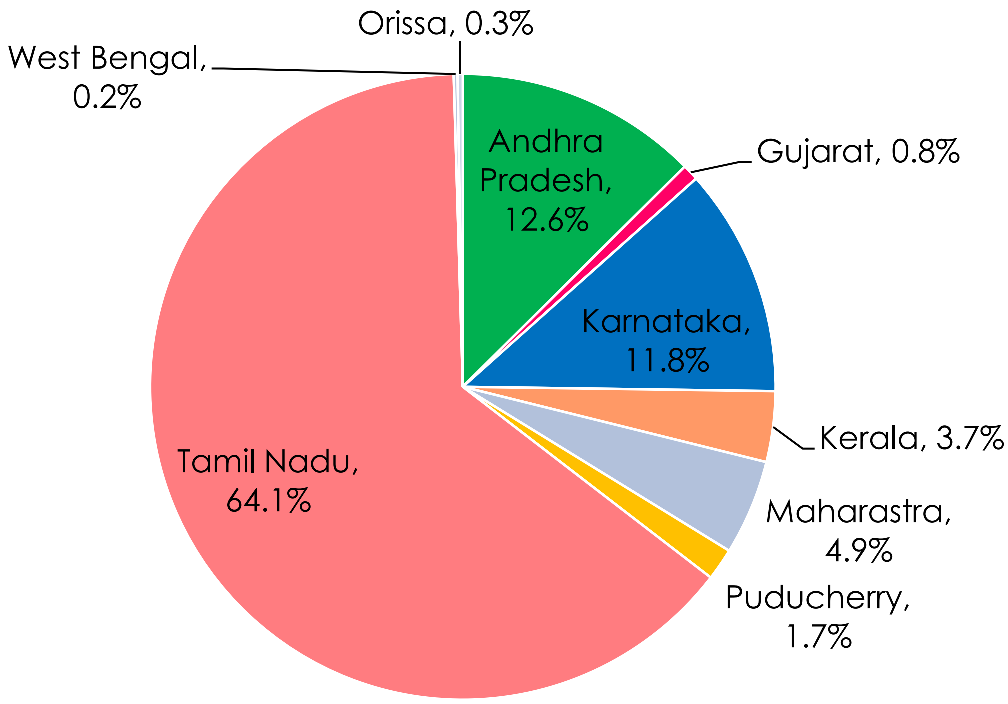
- Presence in 10 states and 1 Union Territory with 91 branches and 37 satellite centres
- Ventured into Madhya Pradesh in FY14
- Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat and Madhya Pradesh



Network Expansion



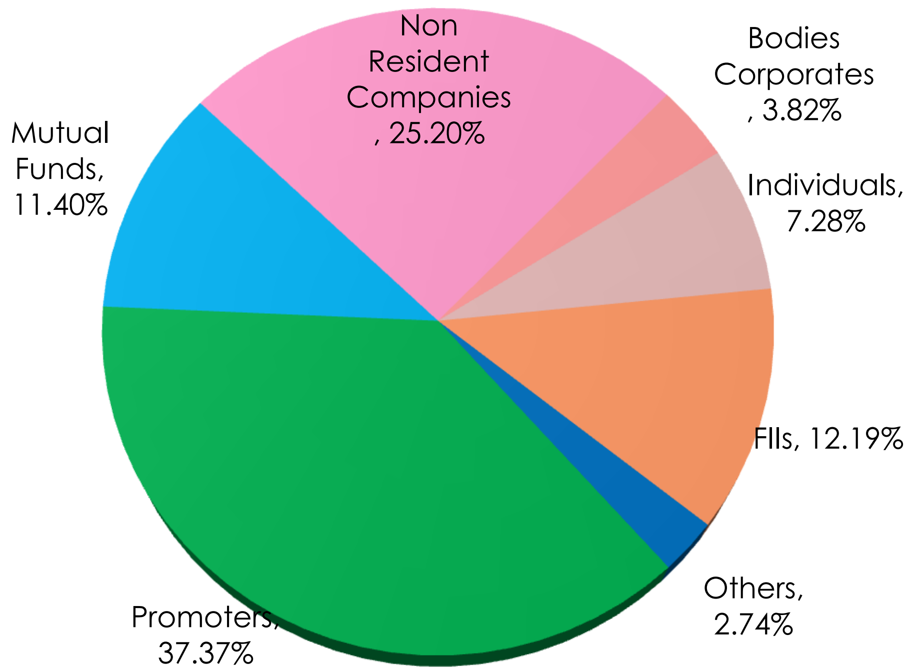
Region-wise loan book



Annexure

Shareholding Pattern

As on June 30, 2014
Outstanding shares – 62.16 mn



Major Non-Promoter Shareholders	% shareholding
Carlyle	17.74%
Creador I, LLC	7.46%
India Capital Fund Limited	1.80%
Parvest Equity India	1.53%
Bengal Finance & Investment	1.29%
ICICI Prudential Tax Plan	1.29%
National Westminster Bank Plc	1.29%
Franklin Templeton Mutual Fund	1.06%

Profit and loss statement

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Repco Home Finance Limited

(Rs. Million)	Q1 FY15	Q1 FY14	YoY (%)	Q4 FY14	QOQ (%)	FY14	FY13	YoY (%)
Income:								
Revenue from operations	1,560	1,187	32%	1,448	8%	5,343	4,057	32%
Other Income	1	6	-87%	51	-99%	11	3	331%
Total Income	**1,561**	**1,192**	**31%**	**1,499**	**4%**	**5,354**	**4,060**	32%
Expenses:								
Interest and other Financial Charges	976	719	36%	909	7%	3,247	2,657	22%
Employee benefit expense	68	41	67%	69	-1%	212	141	50%
Depreciation and amortization expense	5	5	21%	7	-16%	24	15	59%
Other expenses	39	32	22%	46	-14%	153	87	76%
Provision for Non-Performing Assets	91	91	0%	25	257%	176	59	200%
Contingency Provisions against Standard Assets	7	7	2%	15	-51%	47	31	51%
Bad-Debts Written Off	-	-	-	-	0%	3	2	26%
Provision for diminution in value of Investments	-	-	-	1	-100%	1	0	100%
Total Expenses	**1,186**	**894**	**33%**	**1,070**	**11%**	**3,863**	**2,992**	**29%**
Profit before tax	375	298	26%	429	-13%	1,491	1,068	40%
Tax expense:								
Current tax	129	108	19%	128	0%	465	300	55%
Deferred tax	-34	-33	4%	-14	139%	-75	-32	130%
Pre DTL Profit	**280**	**223**	**26%**	**315**	**-11%**	**1,101**	**800**	**38%**
DTL charged as per NHB directive	32	0	100%	0	100%	-	-	-
Post DTL Net Profit/(Loss)	**248**	**223**	**11%**	**315**	**-21%**	**1,101**	**800**	**38%**

Loans (Rs mn)	Q1 FY15	Q1 FY14	Q4 FY14	% YoY	% QoQ	FY14	FY13	% YoY
Sanctions	4,811	3,575	5,376	35%	-11%	18,225	12,848	42%
Disbursements	4,146	3,339	5,120	24%	-19%	17,153	11,674	47%
Loan Book	**48,923**	**37,467**	**46,619**	**31%**	**5%**	**46,619**	**35,447**	**32%**

Note – Employee benefit expenses include a charge of Rs. 13 Million pertaining to Employee Stock Option scheme.

Key metrics

Repco Home Finance Limited

Particulars	Units	Q1 FY15	Q1 FY14	Q4 FY14
Outstanding Loan Book	Rs. Mn	48,923	37,467	46,619
Sanctions	Rs. Mn	4,811	3,575	5,376
Disbursements	Rs. Mn	4,146	3,339	5,120
Income from Operations	Rs. Mn	1,560	1,187	1,498
Net Interest Income	Rs. Mn	530	424	539
Post DTL PAT	Rs. Mn	246	223	315
Networth	Rs. Mn	7,189	6,423	7,193
Loan Book Composition:				
Salaried	%	44.7%	46.6%	45.0%
Non-Salaried	%	55.3%	53.4%	55.0%
NIM	%	4.4%	4.7%	4.7%
Gross NPA	%	2.5%	2.2%	1.5%
Net NPA	%	1.6%	1.5%	0.7%
Post DTL ROAA	%	2.6%	2.7%	2.7%
Post DTL ROANW	%	16.5%	18.6%	16.4%

For any Investor Relations queries, please contact:

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