

REPCO HOME FINANCE LIMITED

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



Earnings Presentation Q1FY18



www.repcohome.com

◆ Q1FY18 Performance

- ▶ Business summary.....
- ▶ Financial performance for Q1FY18
- ▶ Borrowing profile.....

◆ Geographic Presence

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- ▶ Region-wise loan book.....

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Q1FY18 Performance

Business Summary

Repco Home Finance Limited

• Loans outstanding (June 30, 2017)	Rs. 89,998 mn
• Net worth (June 30, 2017)	Rs. 11,213 mn
• Average loan per unit	Rs. 1.4 mn
• Number of live accounts	76,317
• Current Employee Strength	689
• Gross NPA (%) (June 30, 2017)	3.97%
• Net NPA (%) (June 30, 2017)	2.61%

Q1FY18 Performance

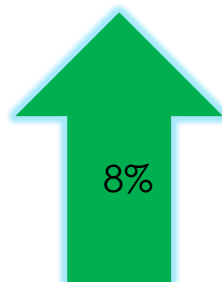
Repco Home Finance Limited

Figures in Rs Million

Income from Operations

Q1FY18

2,657

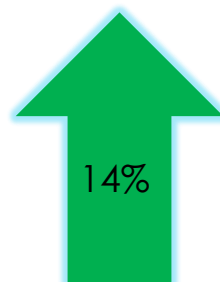


Q1FY17

2,468

Net Interest Income

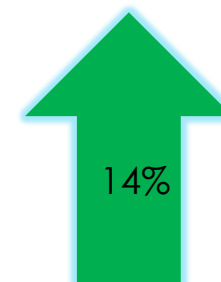
959



840

Profit after Tax

452



395

Loan Book

Q1FY18

89,998

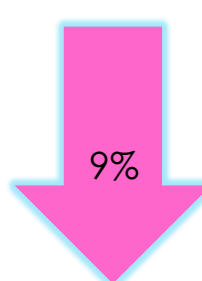


Q1FY17

79,593

Sanctions

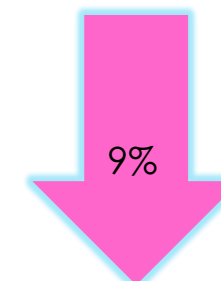
6,198



6,783

Disbursements

5,484



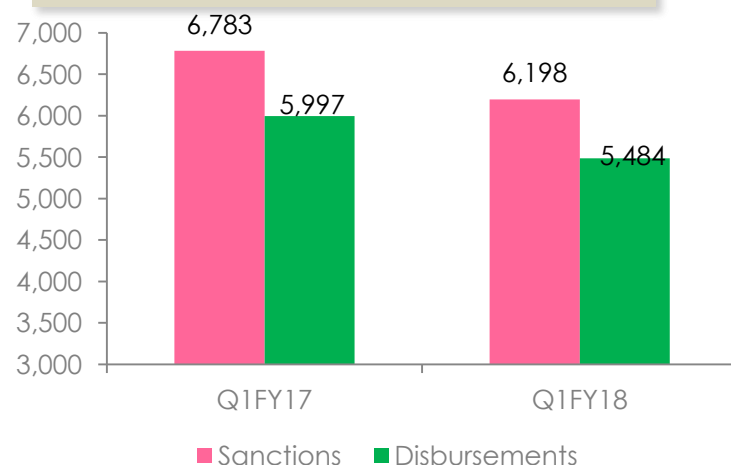
5,997

Asset book

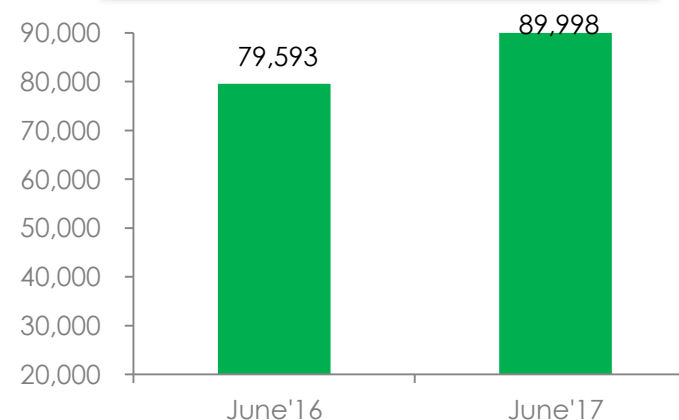
Repco Home Finance Limited

Figures in Rs million

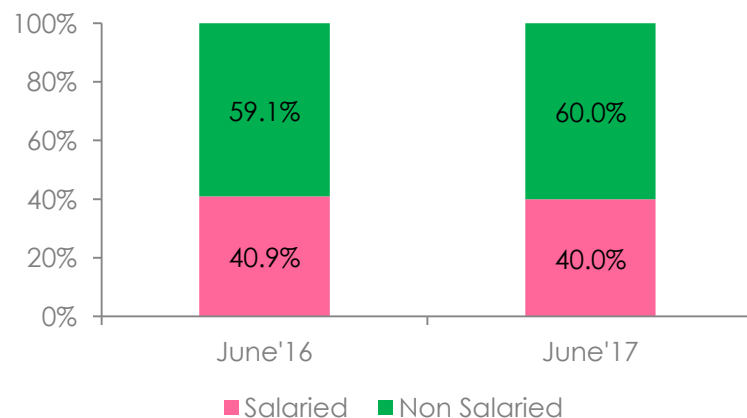
Sanctions and disbursements



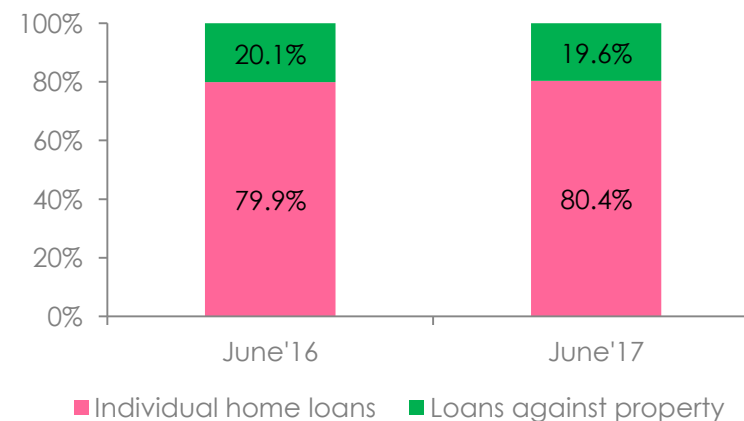
Loan Book



Loan book composition



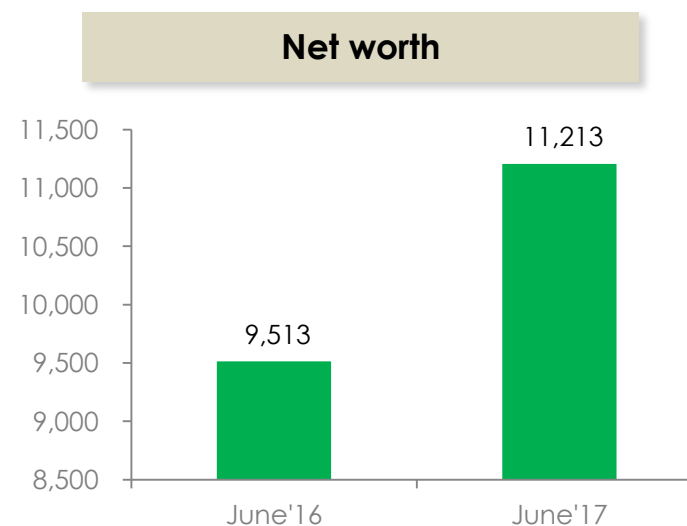
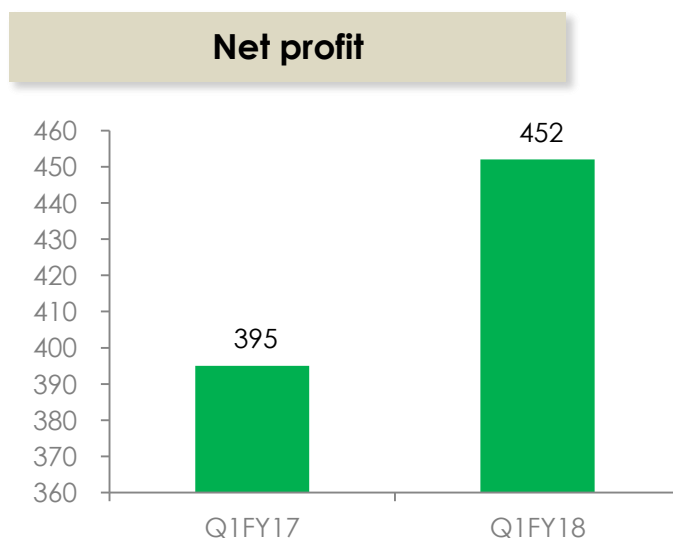
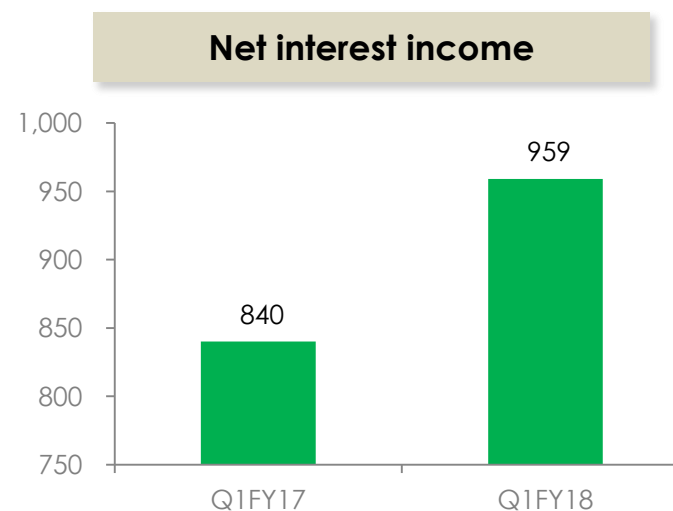
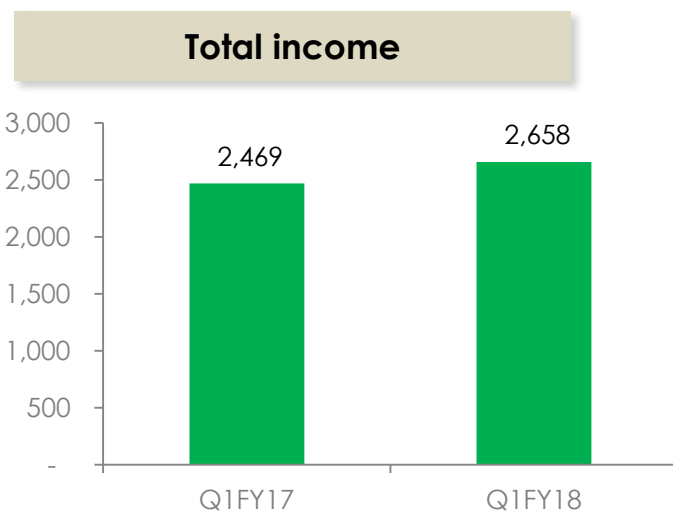
Mix of loan portfolio



Income and earnings growth

Repco Home Finance Limited

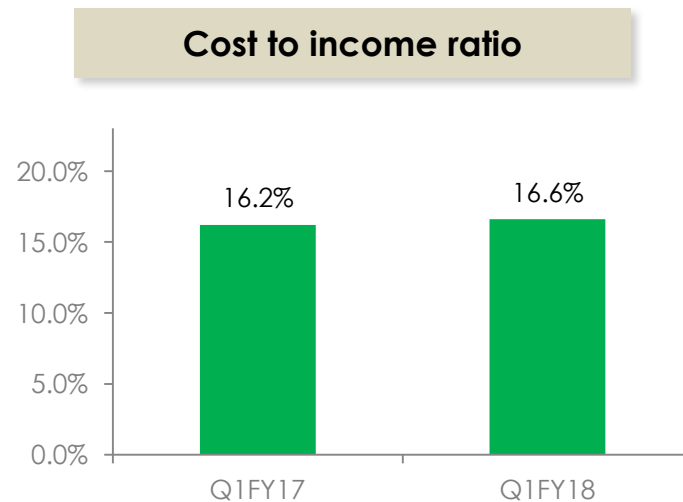
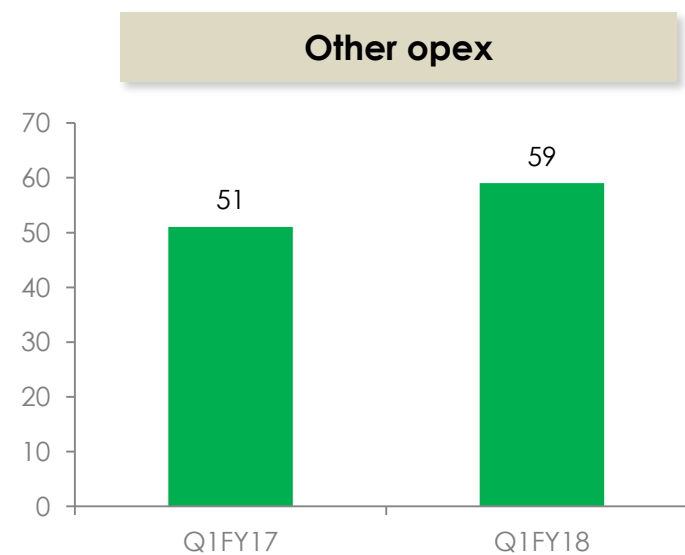
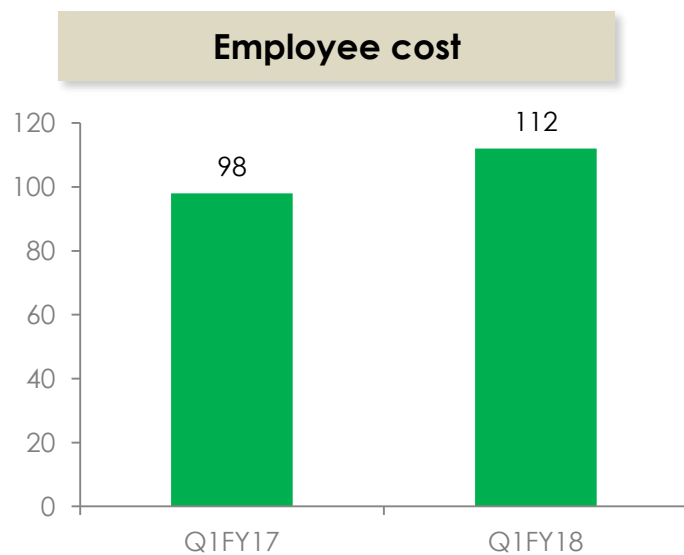
Figures in Rs million



Operating cost

Repco Home Finance Limited

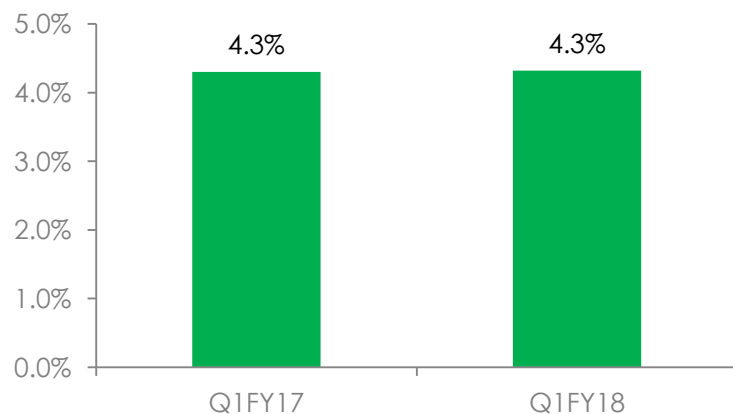
Figures in Rs million



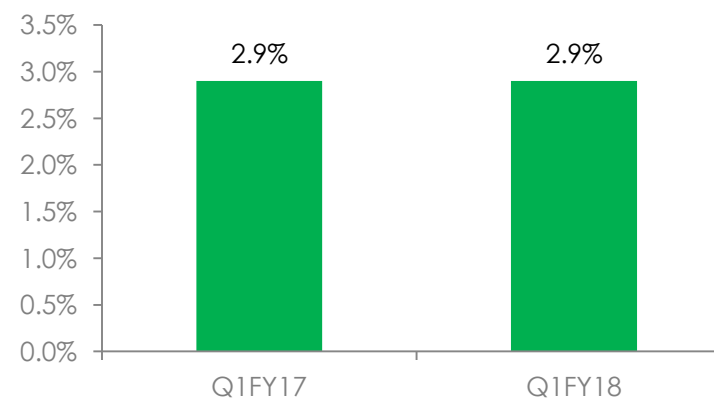
Profitability ratios

Repco Home Finance Limited

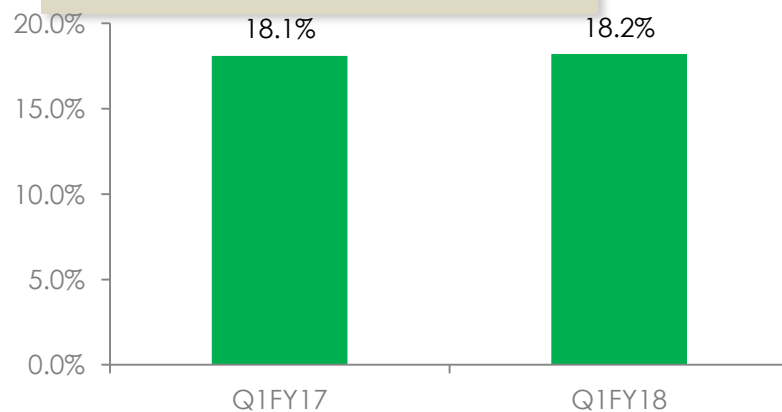
Net interest margin



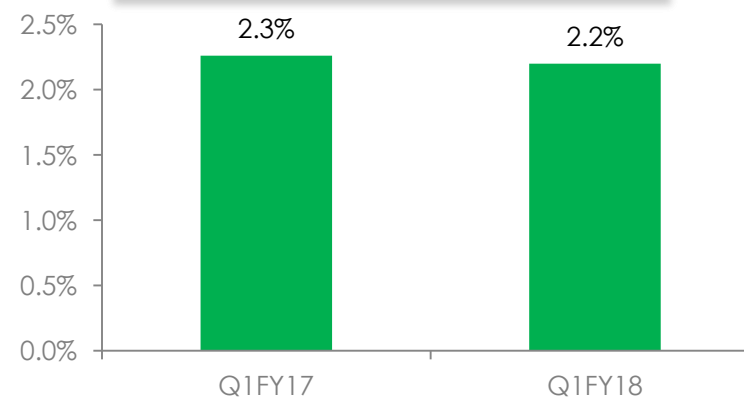
Spread



Return on average net worth (TTM)



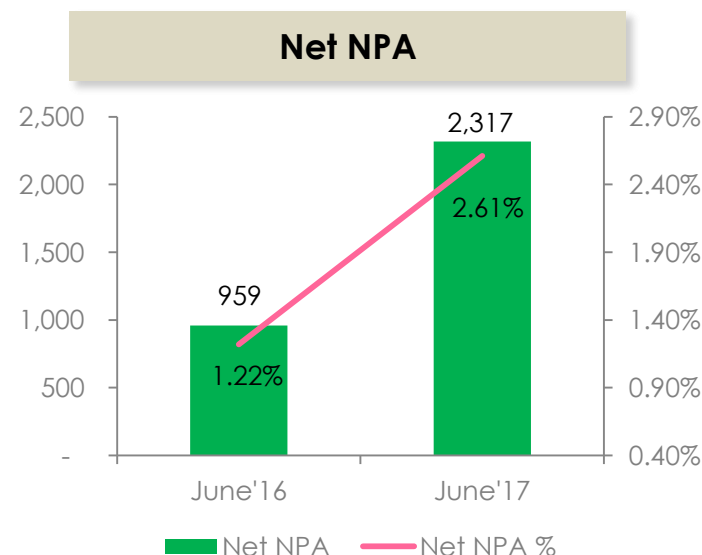
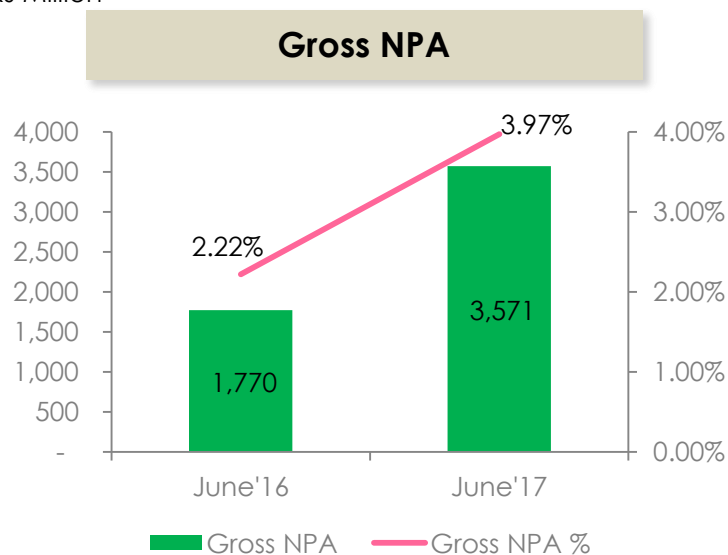
Return on average assets (TTM)



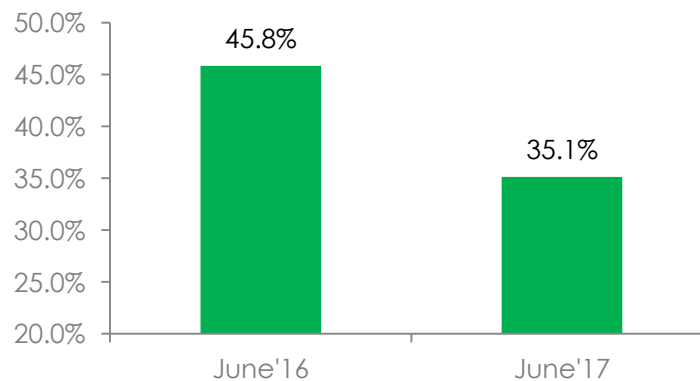
Asset quality & provisioning

Repco Home Finance Limited

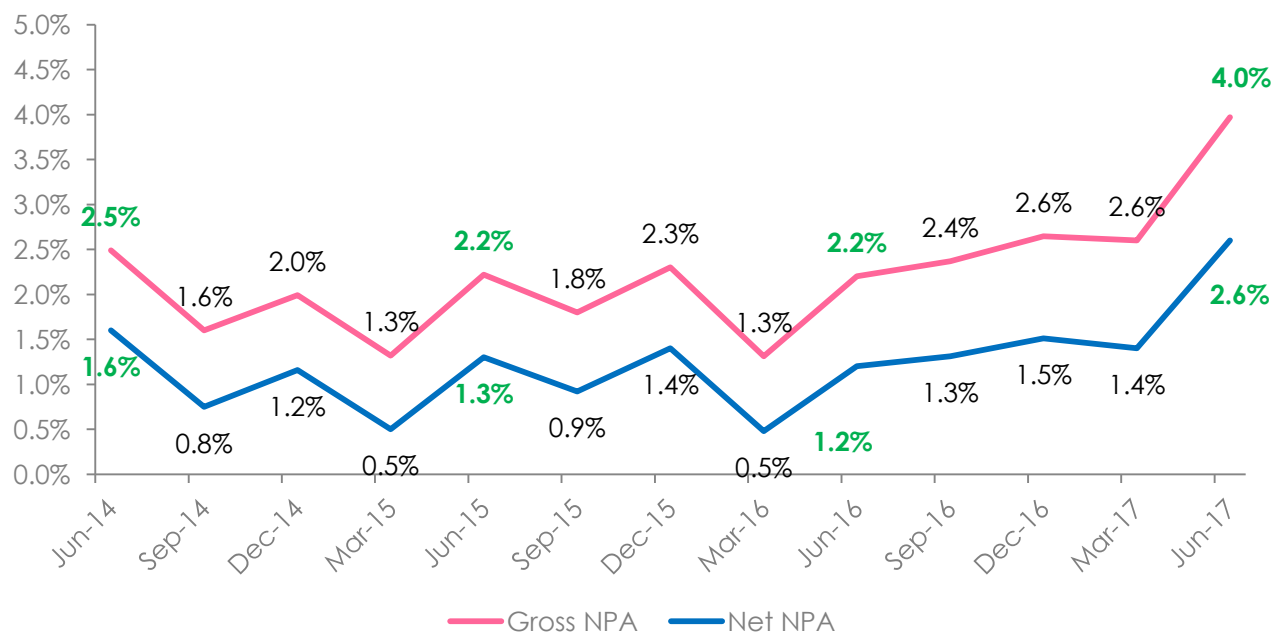
Figures in Rs Million



Provision coverage ratio

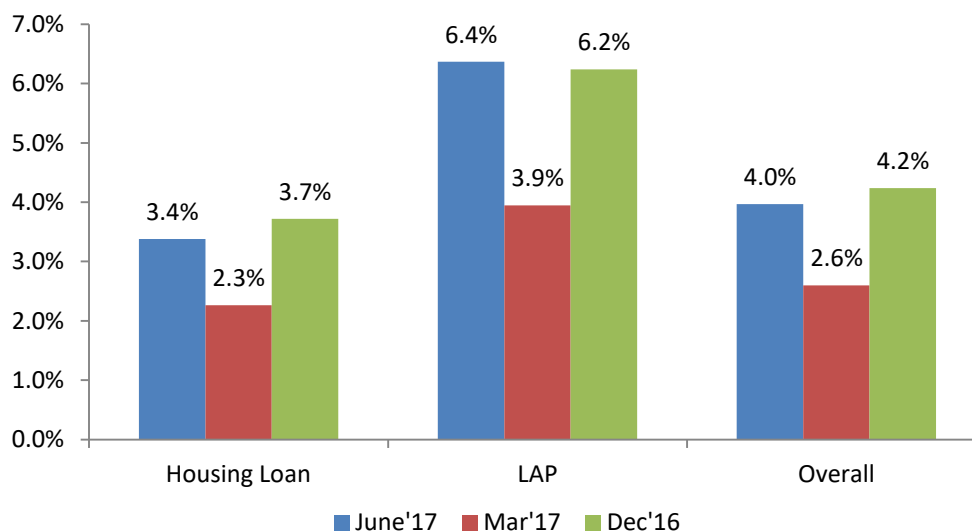
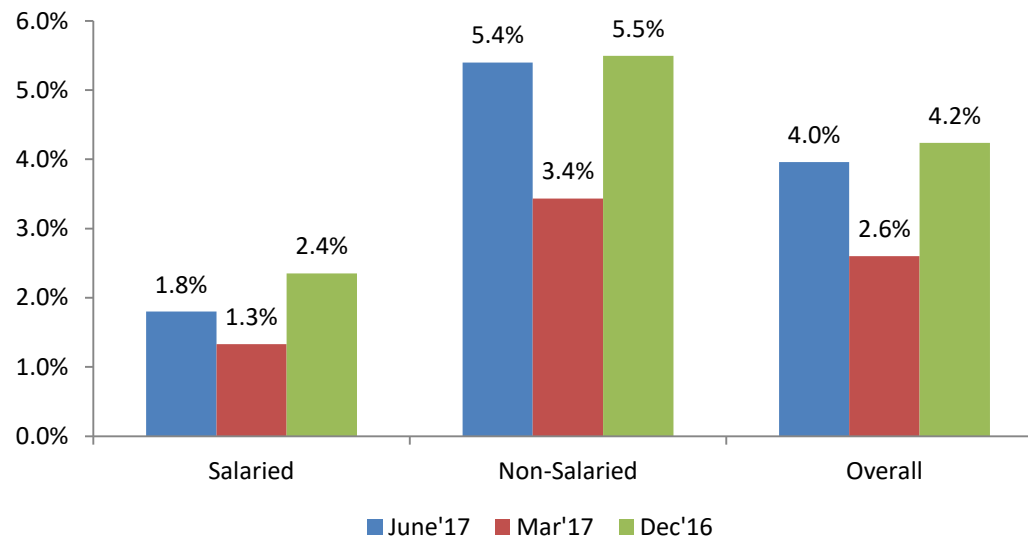


Movement in NPAs



Mix/Product-wise 90+ dpd (%)

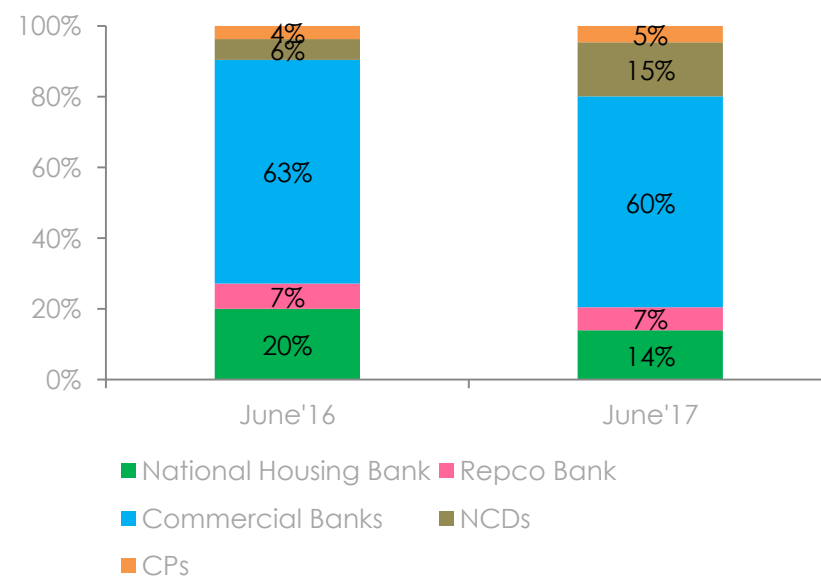
Repco Home Finance Limited



Diversified borrowing profile

Repco Home Finance Limited

Source (Rs mn)	Cost*	Q1FY17	Q1FY18	% change
National Housing Bank	7.8%	13,540	10,536	-22%
Repco Bank	8.3%	4,844	4,946	2%
Commercial Banks	8.9%	42,812	45,089	5%
NCDs	8.7%	4,000	11,570	189%
CPs	6.8%	2,500	3,500	40%
Total	8.56%	67,696	75,641	12%

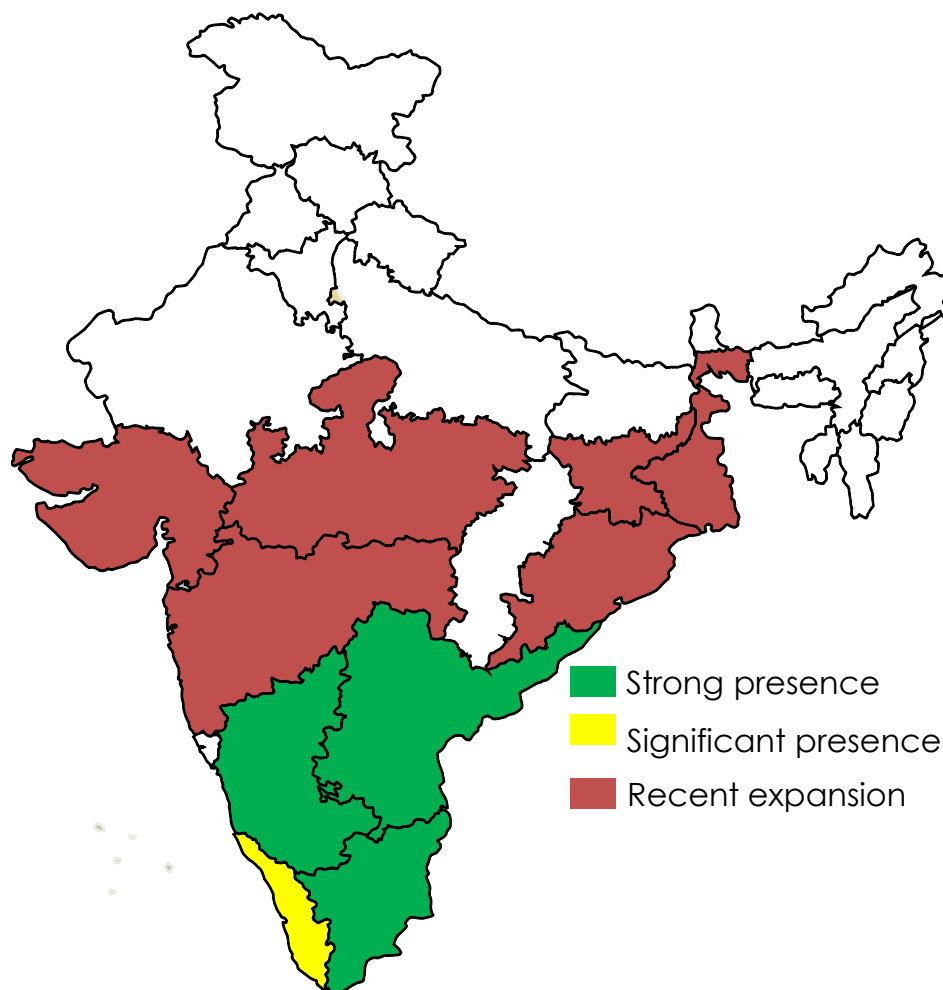


*Weighted average cost

Geographic Presence

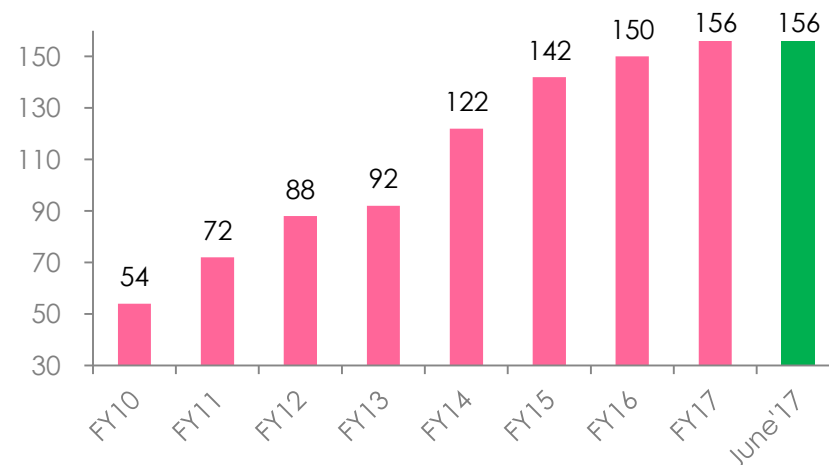
Footprint

Repco Home Finance Limited



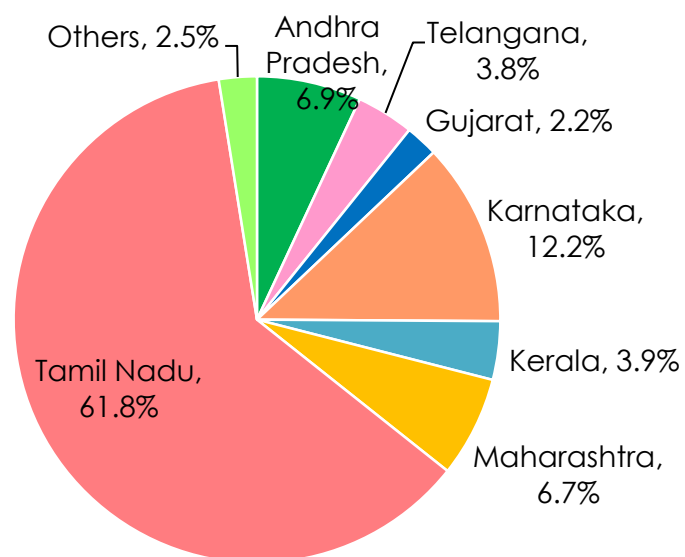
- ◆ Presence in 11 states and 1 Union Territory with 126 branches and 31 satellite centres
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh and Jharkhand
- ◆ Focus in FY18 will be to increase penetration in existing regions and selectively enter new regions.

Network Expansion



Region-wise loan book

Repco Home Finance Limited



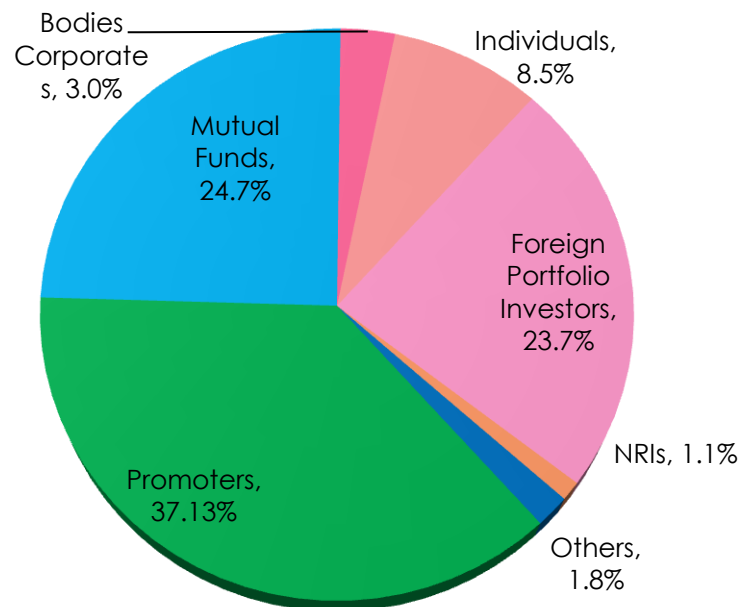
Key States	Exposure	
	June'16	June'17
Andhra Pradesh	7.5%	6.9%
Telangana	3.4%	3.8%
Gujarat	2.1%	2.2%
Karnataka	12.4%	12.2%
Kerala	3.8%	3.9%
Maharashtra	5.8%	6.7%
Tamil Nadu	62.6%	61.8%
Others	2.3%	2.5%
Total	100%	100%

Annexure

Shareholding pattern

Repco Home Finance Limited

Outstanding shares – 62.56 mn



Major Non-Promoter Shareholders

	% shareholding
Franklin Templeton Mutual Fund	6.8%
Birla Sun Life Mutual Fund	6.8%
DSP Blackrock Mutual Fund	6.0%
Parvest Equity India Fund	3.3%
Nomura India Investment Fund	2.9%
TVF Fund	2.3%
India Capital Fund	2.2%
Alliance Bernstein India Growth	1.8%
BNP Paribas Mutual Fund	1.7%
Sundaram Mutual Fund	1.4%
HSBC Global Investment Fund	1.3%

Profit and loss statement

Repco Home Finance Limited

(Rs. million)	Q1 FY18	Q1 FY17	YoY (%)	Q4 FY17	QOQ (%)	FY17
Income:						
Revenue from operations	2,657	2,468	8%	2,735	-3%	10442
Other Income	1	1	-4%	1	-18%	17
Total Income	2,658	2,469	8%	2,737	-3%	10,459
Expenses:						
Interest and other Financial Charges	1,628	1,549	5%	1,635	0%	6463
Employee benefit expense	112	98	14%	129	-13%	431
Depreciation and amortization expense	8	8	-6%	11	-33%	36
Other expenses	51	43	20%	60	-15%	209
Provision for Non-Performing Assets	153	170	-10%	103	49%	460
Contingency Provisions against Standard Assets	14	8	70%	13	3%	53
Bad-Debts Written Off	0	1	-93%	0	100%	5
Total Expenses	1,966	1,878	5%	1,951	1%	7,657
Profit before tax	692	592	17%	786	-12%	2802
Tax expense:						
Current tax	240	225	7%	235	2%	940
Deferred Tax	0	-28	-101%	45	-99%	39
Net Profit/(Loss)	452	395	14%	506	-11%	1,823

Balance sheet

Repco Home Finance Limited

(Rs. million)	As on June 30, 2017	As on June 30, 2016
EQUITY AND LIABILITIES:		
Shareholder's Funds	11,824	9,944
Share Capital	626	625
Reserves and Surplus	11,198	9,319
Non-Current Liabilities	57,556	52,773
Long-term borrowings	55,400	51,211
Deferred Tax Liabilities (Net)	440	372
Long term provisions	1,716	1,190
Current Liabilities	21,715	17,721
Short-term borrowings	8,949	7,351
Other current liabilities	12,565	10,097
Short-term provisions	201	273
Total	91,094	80,438
ASSETS:		
Non-current assets	84,188	74,666
Fixed assets		
Tangible assets	72	71
Intangible assets	18	19
Non-current investments	156	124
Long term loans and advances	83,942	74,453
Current assets	6,907	5,772
Cash and Bank Balances	271	288
Short-term loans and advances	6,253	5,282
Other current assets	382	203
Total	91,094	80,438

Key metrics

Repco Home Finance Limited

Particulars	Units	Q1FY17	Q4FY17	Q1FY18
Sanctions	Rs. Mn	6,783	6,976	6,198
Disbursements	Rs. Mn	5,997	6,645	5,484
Net Interest Income	Rs. Mn	840	1,029	959
PAT	Rs. Mn	395	506	452
NIM	%	4.3	4.7	4.3
Yield on assets	%	12.2	12.1	11.5
Cost of funds	%	9.3	8.7	8.6
Spread	%	2.9	3.4	2.9
ROAA (for the quarter)	%	2.0	2.3	2.0
ROAE (for the quarter)	%	16.9	19.1	16.4

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