

REPCO HOME FINANCE LIMITED

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



Earnings Presentation Q1FY19



www.repcohome.com

◆ Q1FY19 Performance

- ▶ Business summary.....
- ▶ Financial performance for Q1FY19
- ▶ Borrowing profile.....

◆ Geographic Presence

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- ▶ Region-wise loan book.....

◆ Annexure

Q1FY19 Performance

Business Summary

Repco Home Finance Limited

• Loans outstanding (June 30, 2018)	Rs. 1,00,745 mn
• Net worth (June 30, 2018)	Rs. 13,184 mn
• Tier 1 capital adequacy ratio	23.24% (Provisional)
• Average loan per unit	Rs. 1.4 mn
• Number of live accounts	84,741
• Current Employee Strength	843
• Gross NPA (%) (June 30, 2018)	3.96%
• Net NPA (%) (June 30, 2018)	2.39%
• Expected credit loss (%) (June 30, 2018)	0.66%

Q1FY19 performance

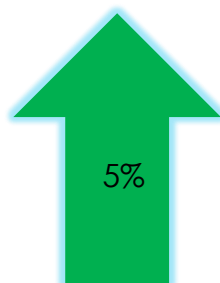
Repco Home Finance Limited

Figures in Rs million

Income from operations

Q1FY19

2,869

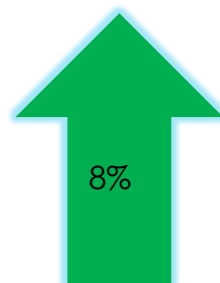


Q1FY18

2,739

Net Interest Income

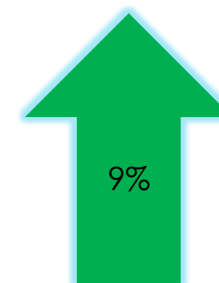
1,143



1,056

Profit after Tax

609

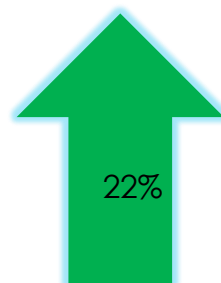


560

Sanctions

Q1FY19

7,580

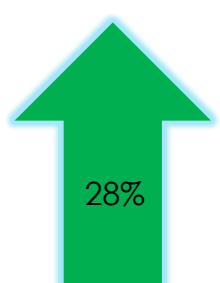


Q1FY18

6,198

Disbursements

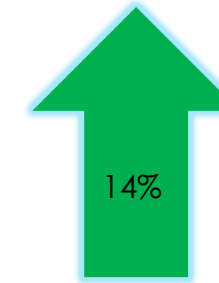
7,039



5,484

Home loan book

82,362



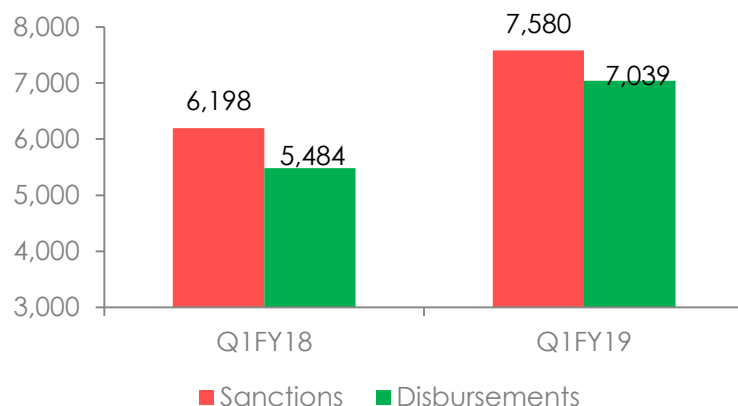
72,427

Asset book

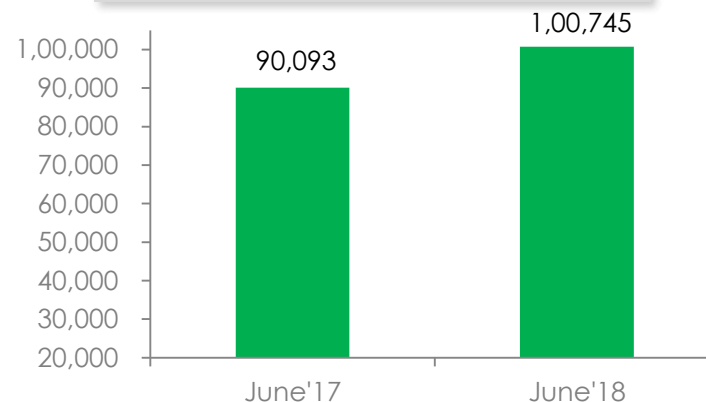
Repco Home Finance Limited

Figures in Rs million

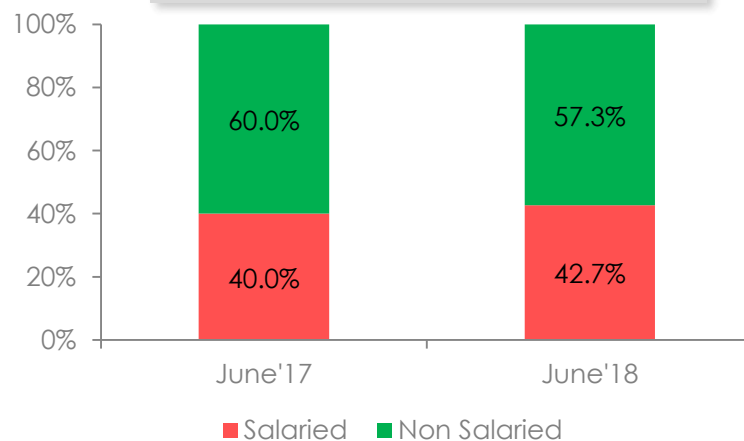
Sanctions and disbursements



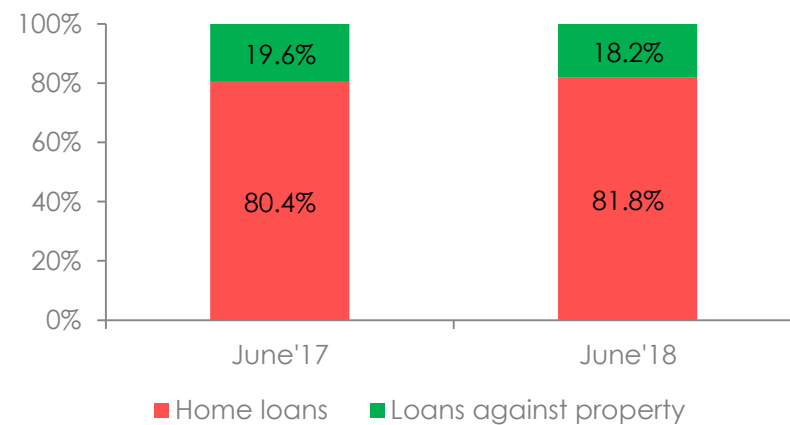
Loan Book



Loan book composition



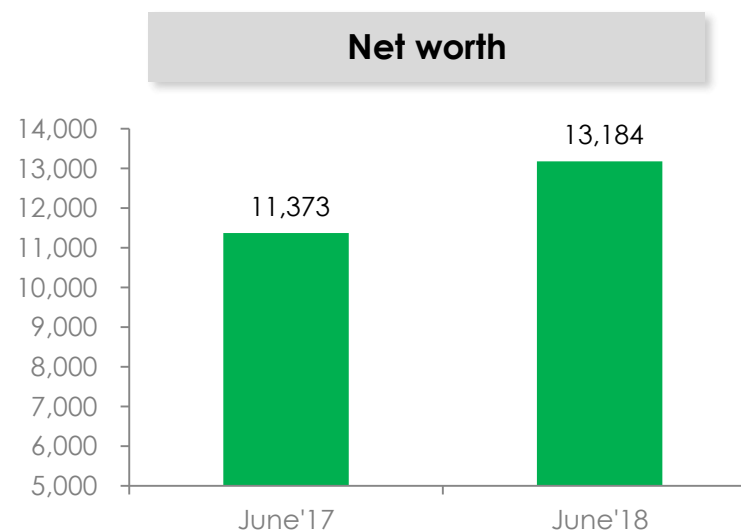
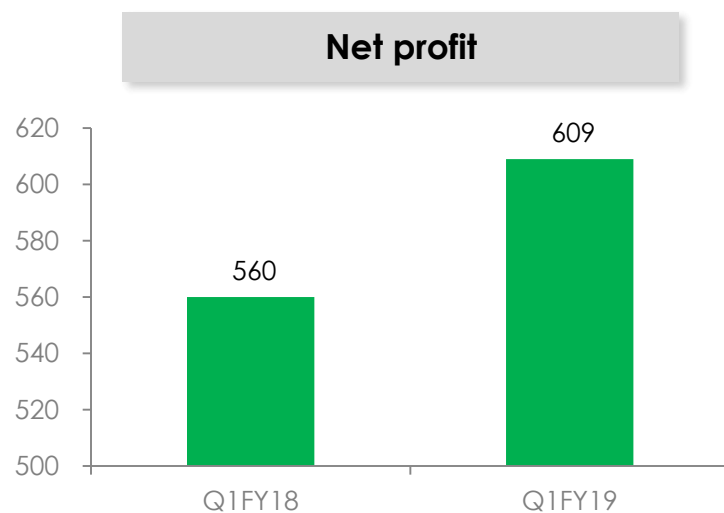
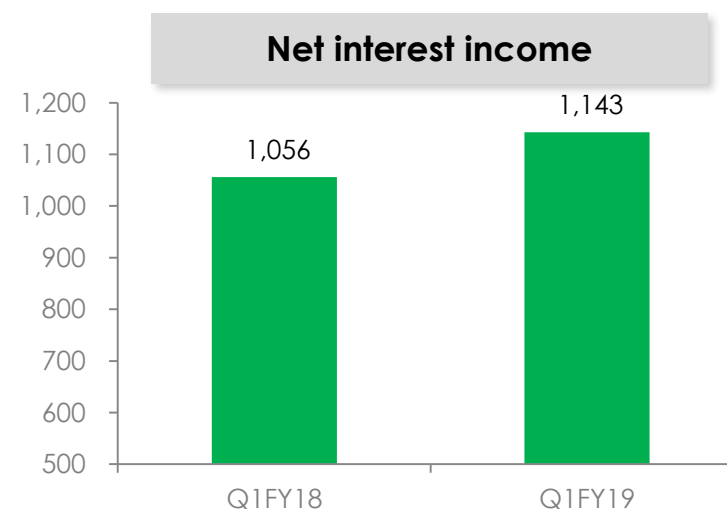
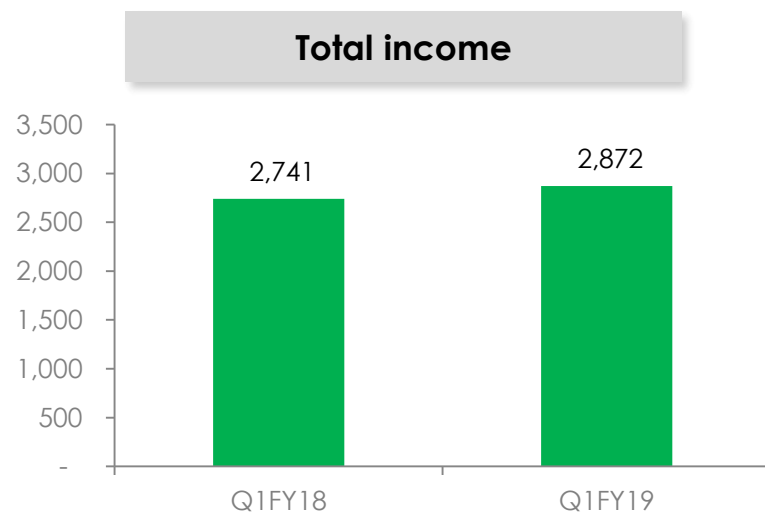
Mix of loan portfolio



Income and earnings growth

Repco Home Finance Limited

Figures in Rs million

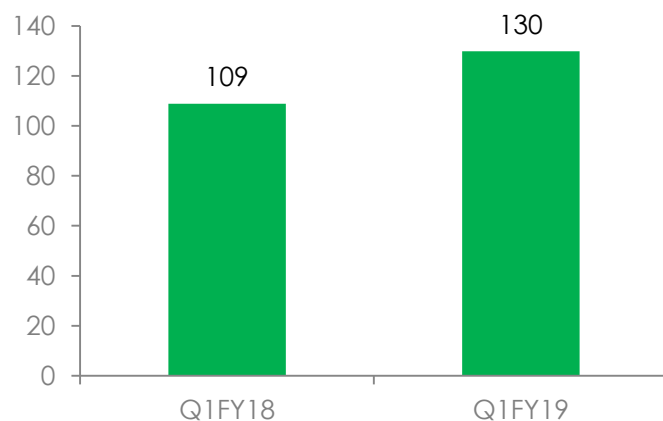


Operating cost

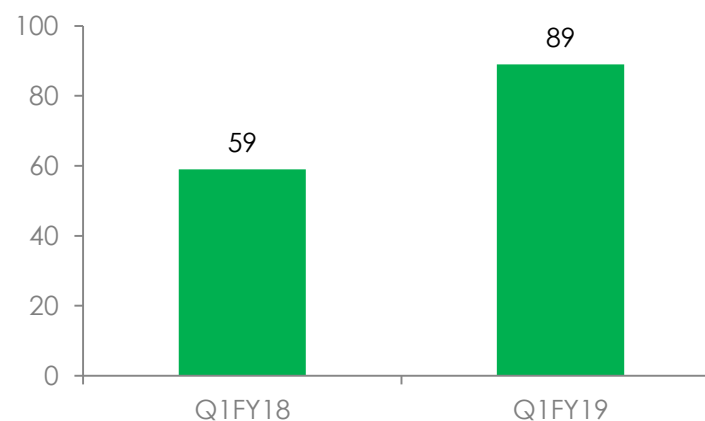
Repco Home Finance Limited

Figures in Rs million

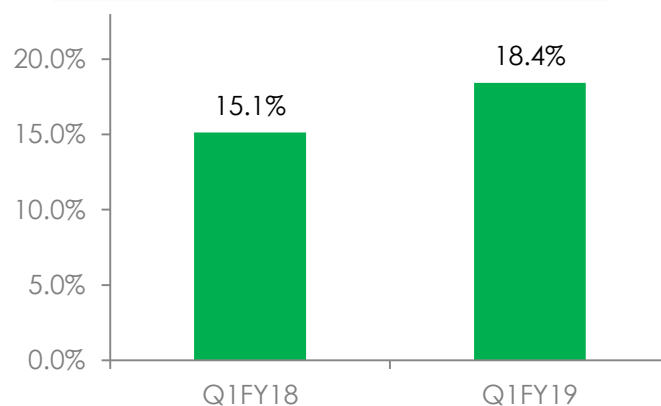
Employee cost



Other opex



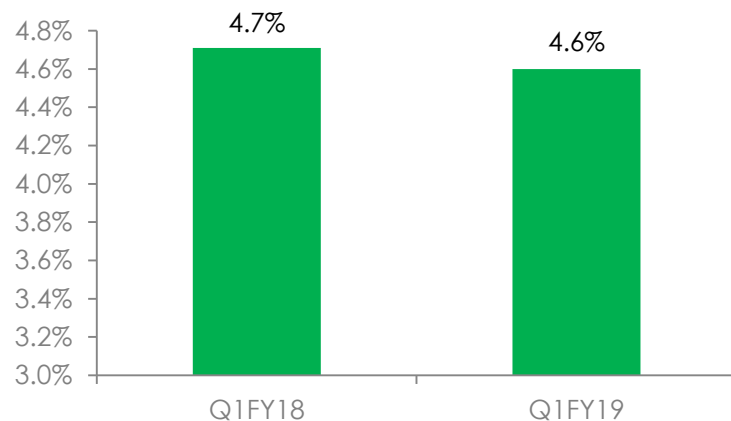
Cost to income ratio



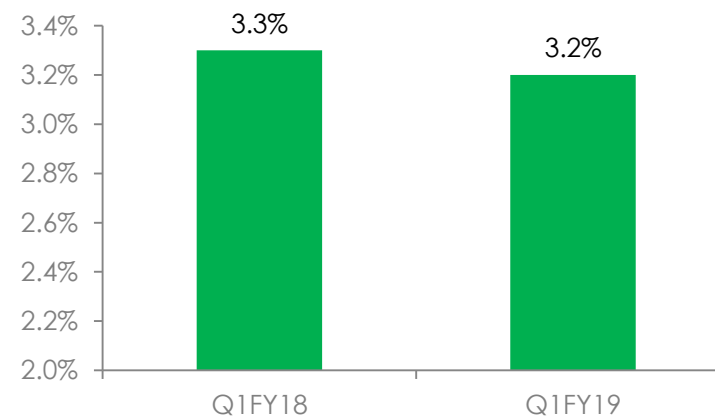
Profitability ratios

Repco Home Finance Limited

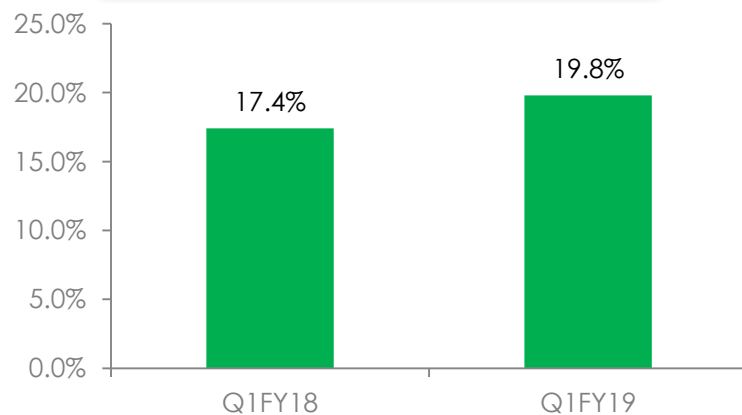
Net interest margin



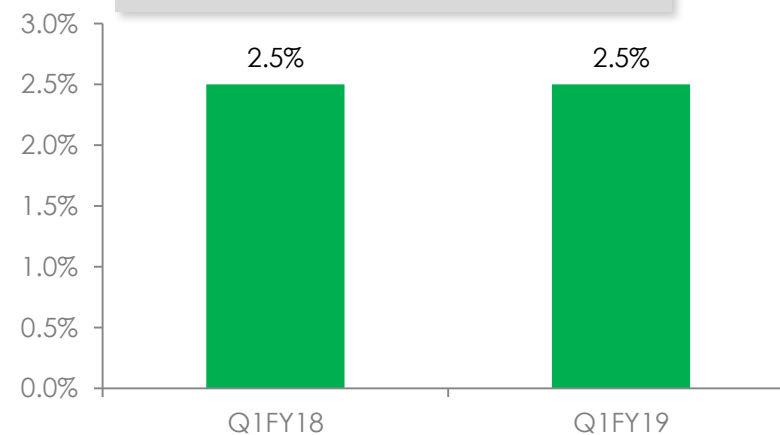
Spread



Return on equity



Return on assets

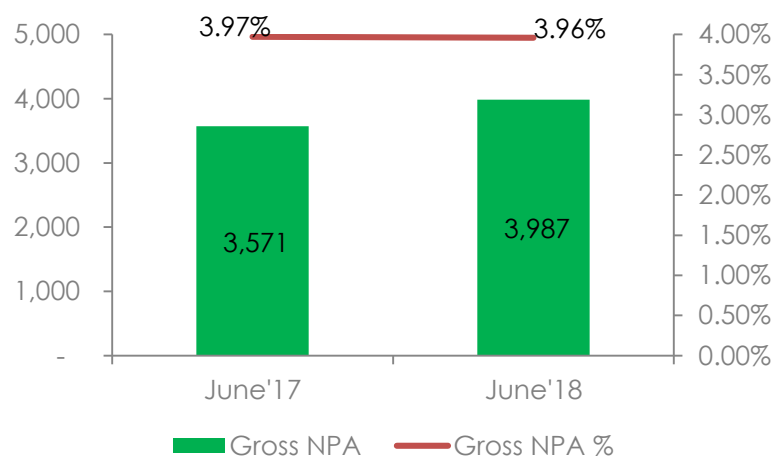


Asset quality & provisioning

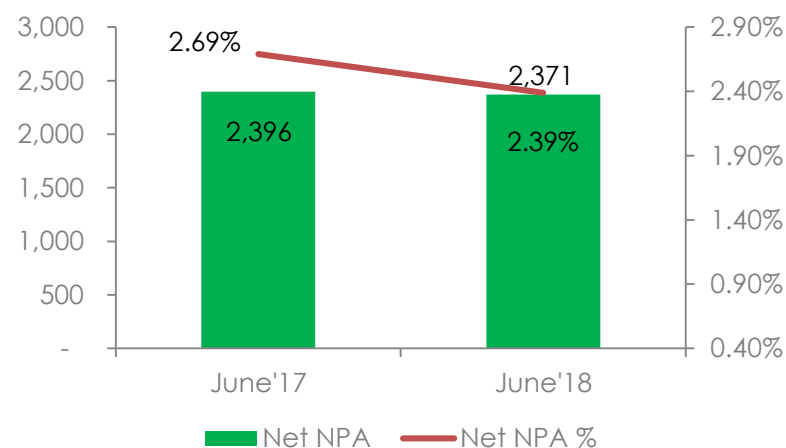
Repco Home Finance Limited

Figures in Rs million

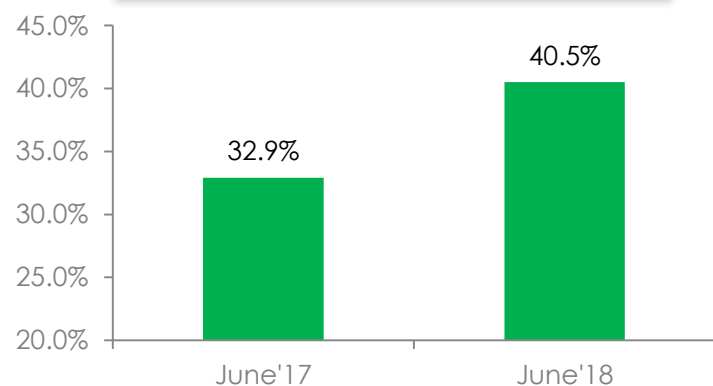
Gross NPA



Net NPA

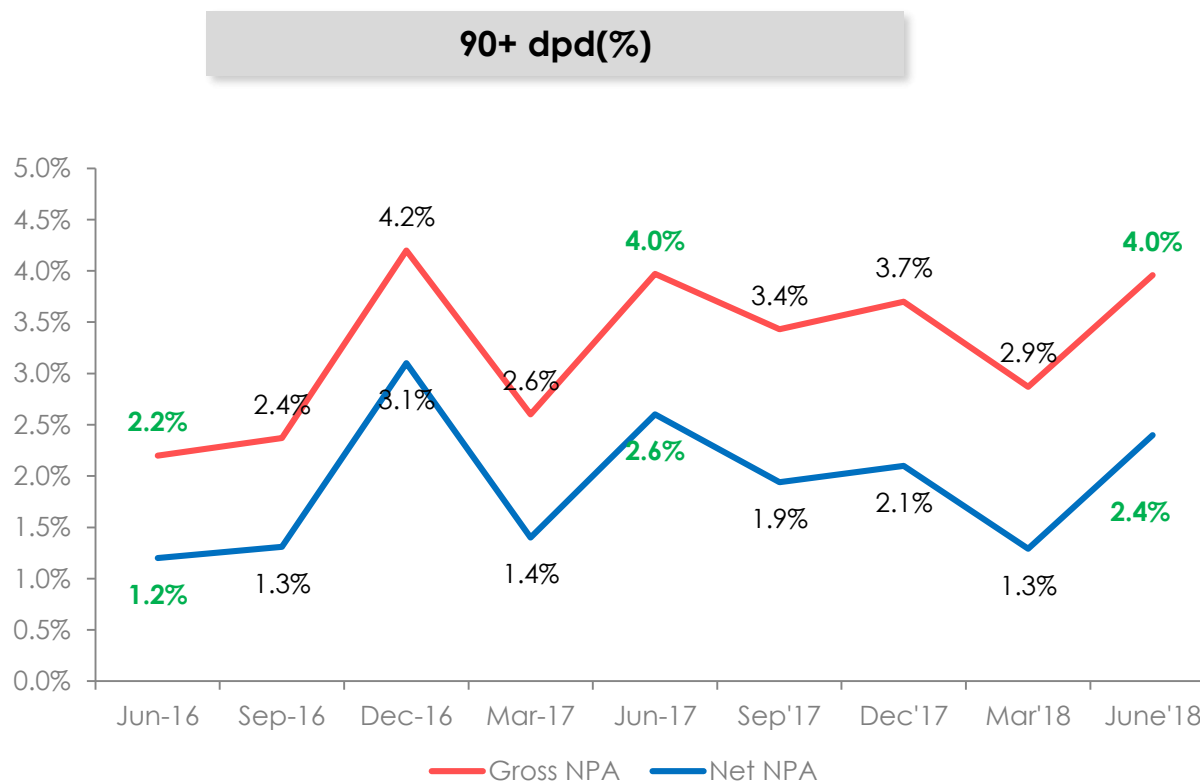


Provision coverage ratio



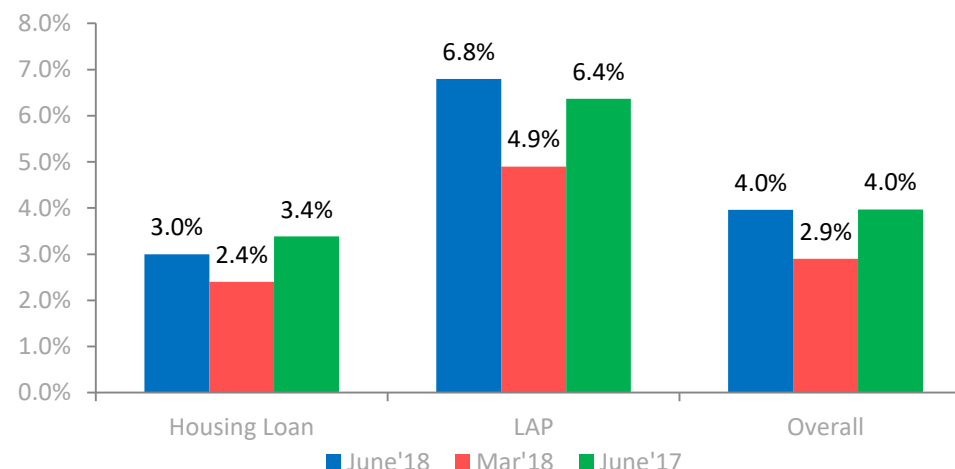
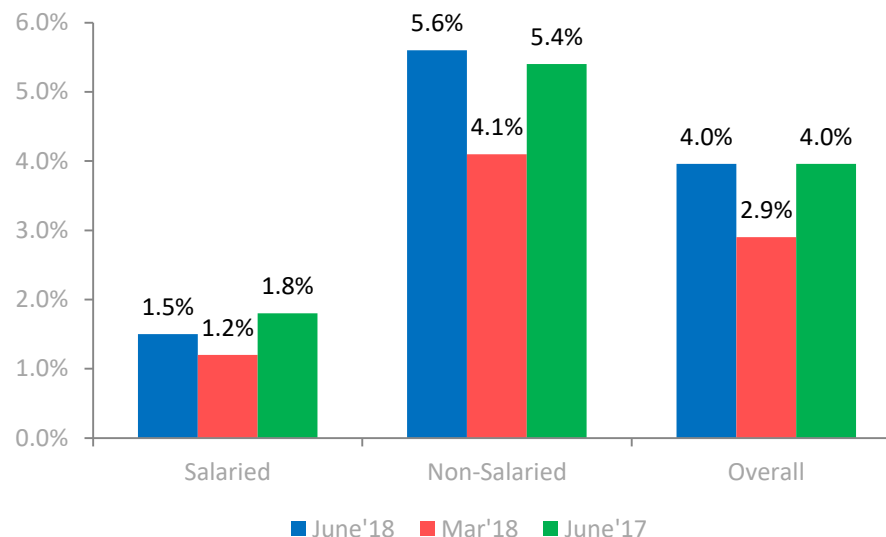
Asset quality

Repco Home Finance Limited



Mix/Product-wise GNPA (%)

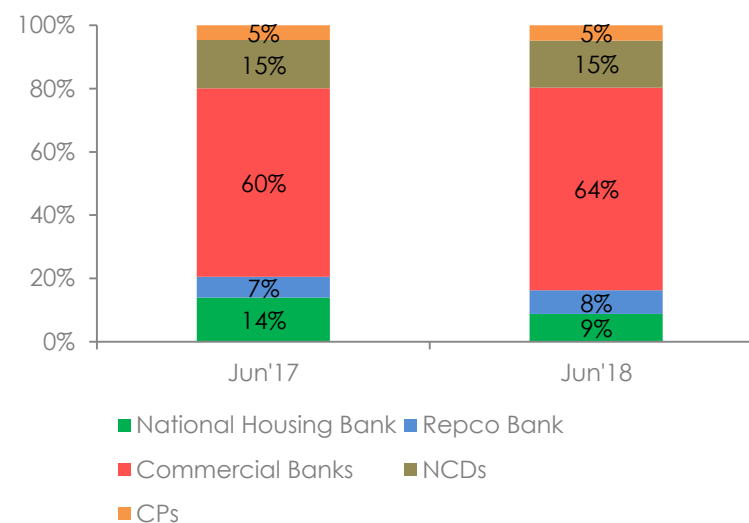
Repco Home Finance Limited



Diversified borrowing profile

Repco Home Finance Limited

Source (Rs mn)	Average cost	Jun'17	Jun'18	% change
National Housing Bank	7.6%	10,536	7,292	-31%
Repco Bank	8.1%	4,946	6,253	26%
Commercial Banks	8.2%	45,089	53,321	18%
NCDs	8.5%	11,570	12,370	7%
CPs	7.9%	3,500	4,000	14%
Total	8.2%	75,641	83,236	10%

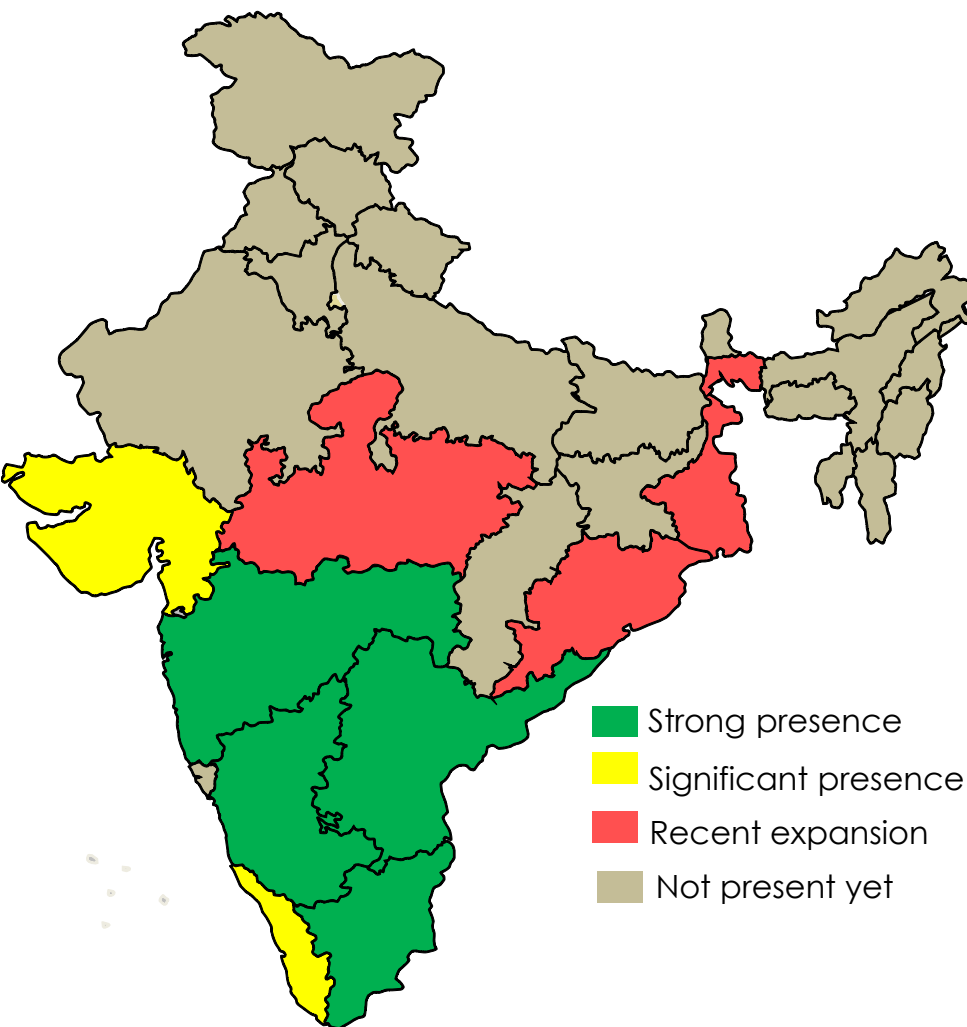


*Weighted average cost

Geographic Presence

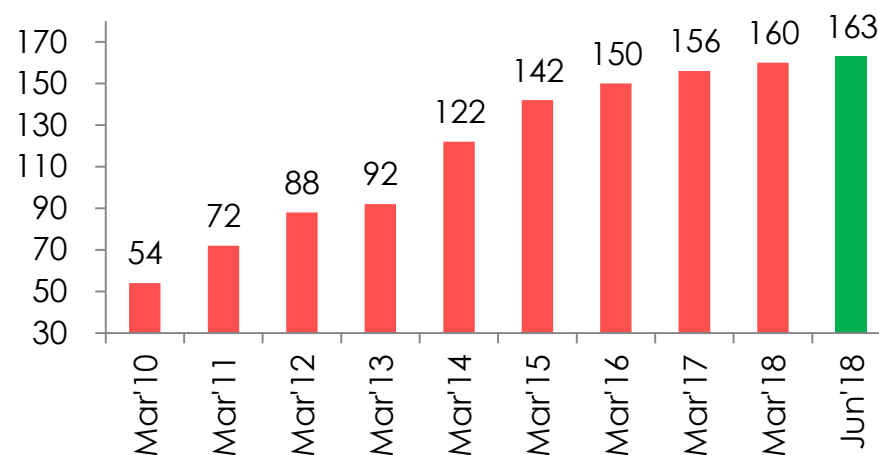
Footprint

Repco Home Finance Limited

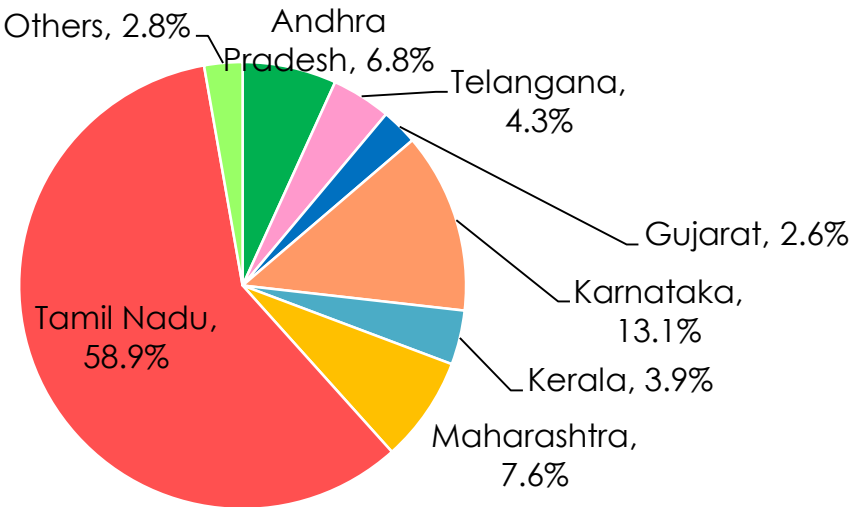


- ◆ Presence in 11 states and 1 Union Territory with 140 branches and 23 satellite centers.
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat,

Network Expansion



Region-wise loan book



States	Exposure			YoY growth	QoQ growth
	June'18	Mar'18	June'17		
Andhra Pradesh	6.8%	6.8%	6.9%	10%	9%
Telangana	4.3%	4.1%	3.8%	26%	27%
Gujarat	2.6%	2.5%	2.2%	37%	37%
Karnataka	13.1%	12.7%	12.2%	20%	23%
Kerala	3.9%	4.0%	3.9%	13%	7%
Maharashtra	7.6%	7.5%	6.7%	28%	20%
Tamil Nadu	58.9%	59.8%	61.8%	7%	4%
Others	2.8%	2.7%	2.5%	23%	20%
Total	100%	100%	100%	12%	10%

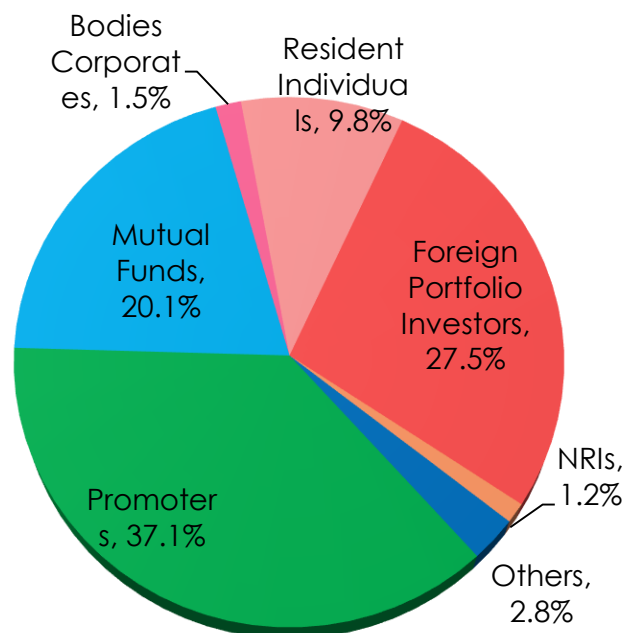
Annualized

Annexure

Shareholding pattern

Repco Home Finance Limited

Outstanding shares – 62.56 mn



Major non-promoter shareholders

	% shareholding
Aditya Birla Sun Life Mutual Fund	7.0%
Franklin Templeton Mutual Fund	6.4%
DSP Blackrock Small Cap Fund	6.2%
Pabrai Investment Funds	5.9%
India Capital Fund Limited	3.4%
Apax Global Alpha Limited	2.1%
HSBC Global Investment Funds	2.1%
Alliance Bernstein India Growth (Mauritius) Limited	1.8%
DSP Blackrock Core Fund	1.1%

Profit and loss statement

Repco Home Finance Limited

(Rs. million)	IND AS –Q1 FY19	IND AS –Q1 FY18	YoY (%)	IGAAP -Q4 FY18	IGAAP - FY18
<u>Income:</u>					
Revenue from operations	2,869	2,739	5%	2,832	11,054
Other income	3	2	24%	1	23
Total Income	2,872	2,741	5%	2,833	11,077
<u>Expenses:</u>					
Interest and other financial charges	1,684	1,630	3%	1,610	6,483
Employee benefit expense	130	109	19%	120	488
Depreciation and amortization expense	10	8	35%	8	31
Other expenses	79	52	53%	87	262
Provisions & write offs	47	88	-47%	143	670
Total Expenses	1,949	1,885	3%	1,967	7,934
Profit before tax	923	855	8%	866	3,143
<u>Tax expense:</u>					
Current tax	274	240	14%	249	1,024
Deferred Tax	39	55	-29%	51	58
Net profit/(loss)	609	560	9%	566	2,061
Other comprehensive income	0	-4	-92%	-	-
Total comprehensive income	609	556	9%	566	2,061

Relative performance – Q1FY19

Repco Home Finance Limited

Particulars	Units	Q1FY18	Q1FY19
Sanctions	Rs. Mn	6,198	7,580
Disbursements	Rs. Mn	5,484	7,039
Net interest income	Rs. Mn	1056	1,143
PAT	Rs. Mn	560	609
NIM	%	4.7	4.6
Yield on assets	%	12.0	11.4
Cost of funds	%	8.7	8.2
Spread	%	3.3	3.2
Return on assets	%	2.5	2.5
Return on equity	%	17.4	19.8

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