

## REPCO HOME FINANCE LIMITED

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



# Earnings Presentation Q1FY20



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## ◆ Q1FY20 Performance

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

## ◆ Geographic Presence

- ▶ Footprint.....
- ▶ Region-wise loan book.....

## ◆ Annexure

## **Q1FY20 Performance**

# Business Summary

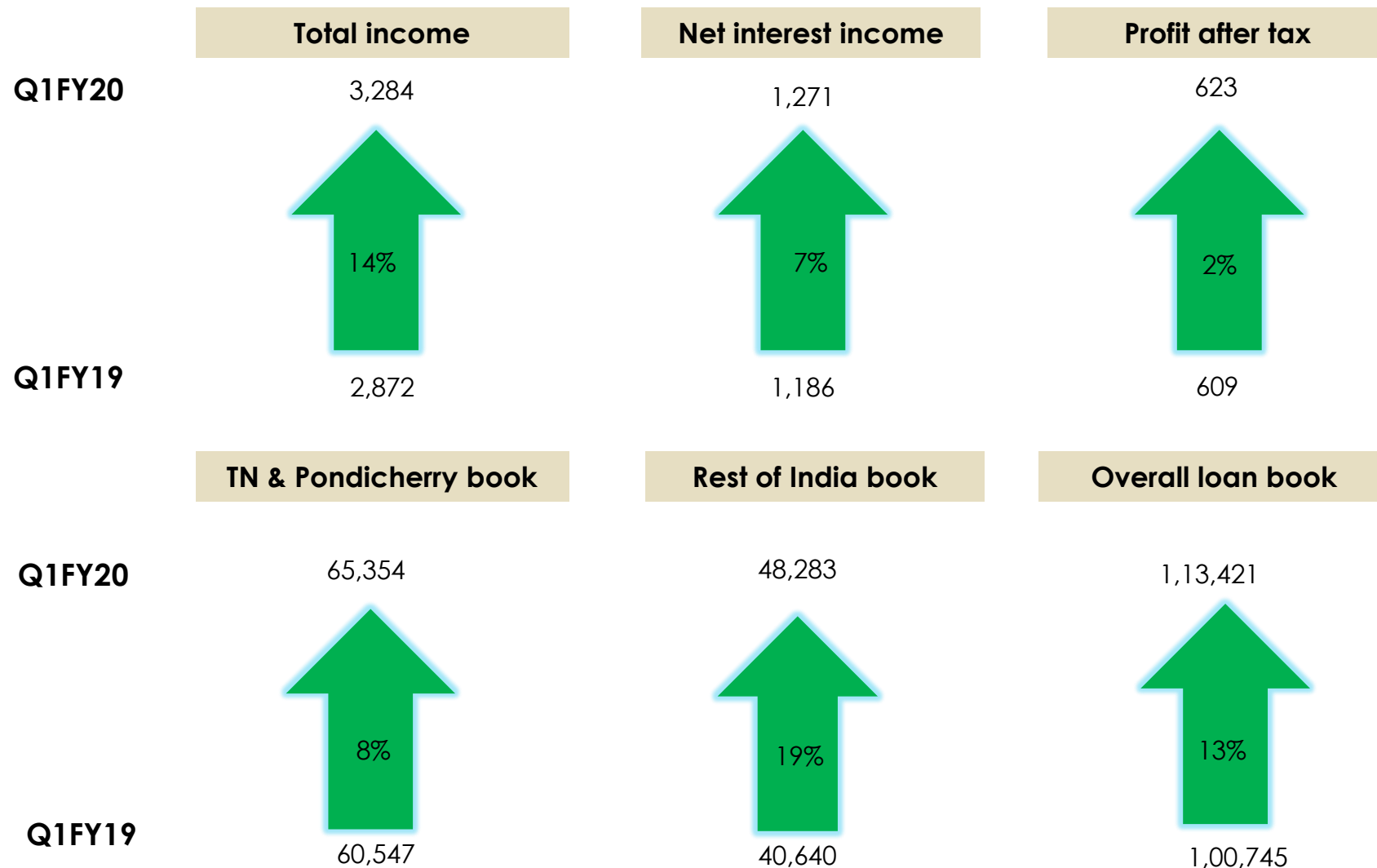
**Repco Home Finance Limited**

• Loans outstanding (June 30, 2019)	Rs. 1,13,421 mn
• Net worth (June 30, 2019)	Rs. 14,929 mn
• Tier 1 capital adequacy ratio	24.5% (Provisional)
• Average loan per unit	Rs. 1.4 mn
• Number of live accounts	94,624
• Current employee Strength	941
• Gross NPA (%) (June 30, 2019)	4.2%
• ECL provision(%) (June 30, 2019)	1.5%

# Q1FY20 performance

**Repco Home Finance Limited**

Figures in Rs million

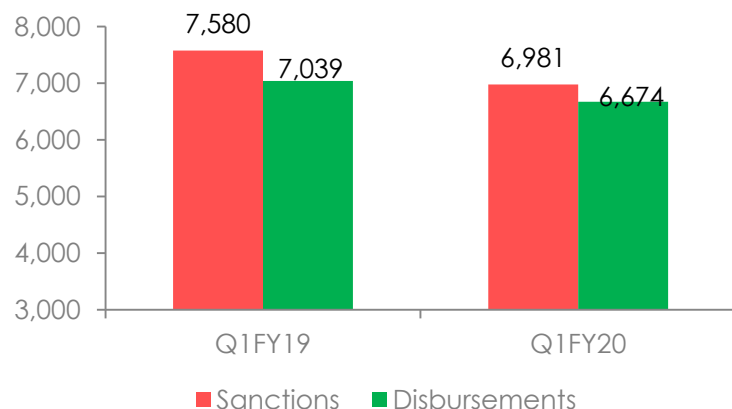


# Asset book

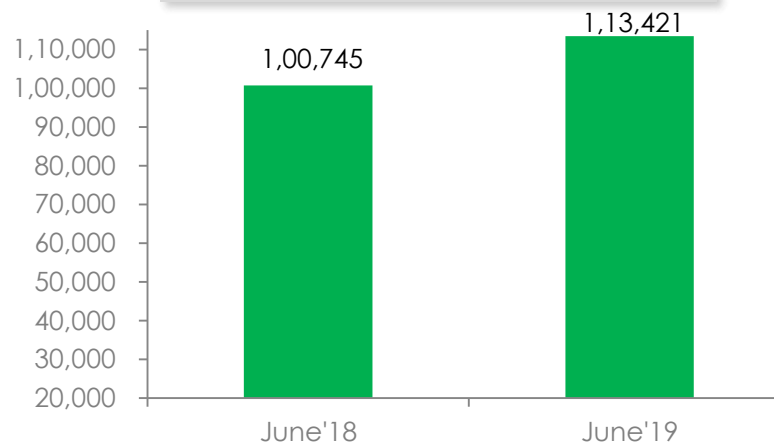
Repco Home Finance Limited

Figures in Rs million

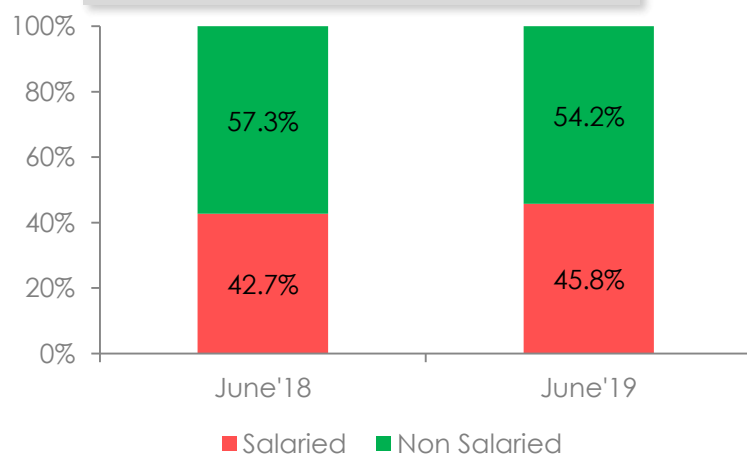
## Sanctions and disbursements



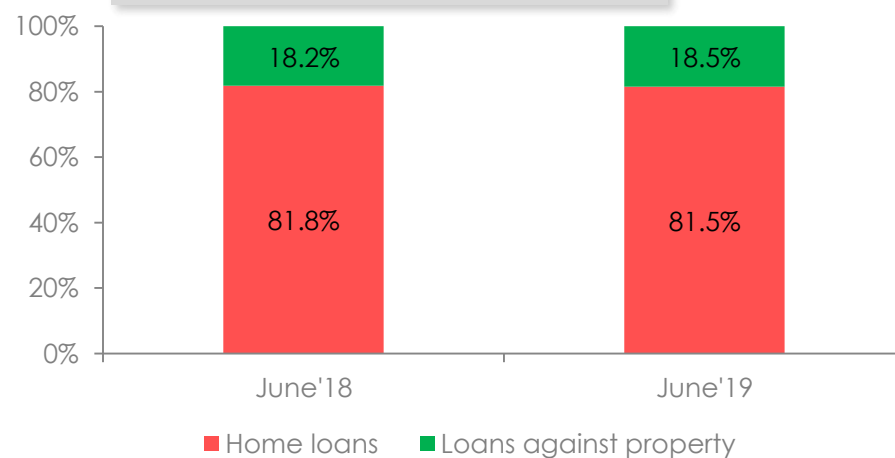
## Loan Book



## Loan book composition



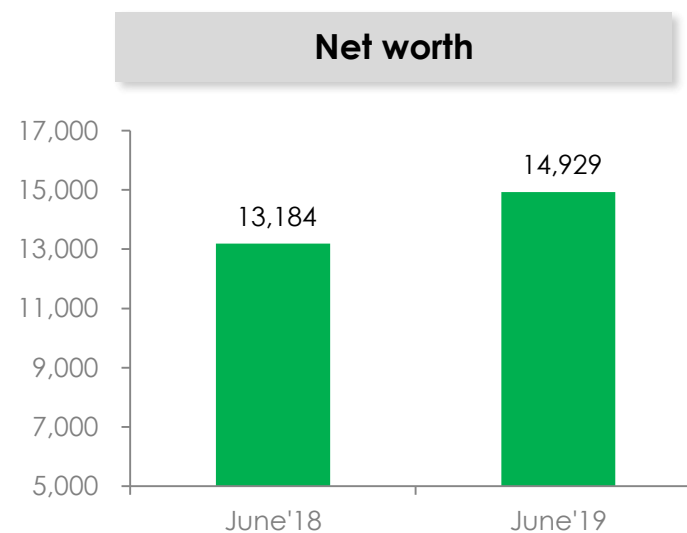
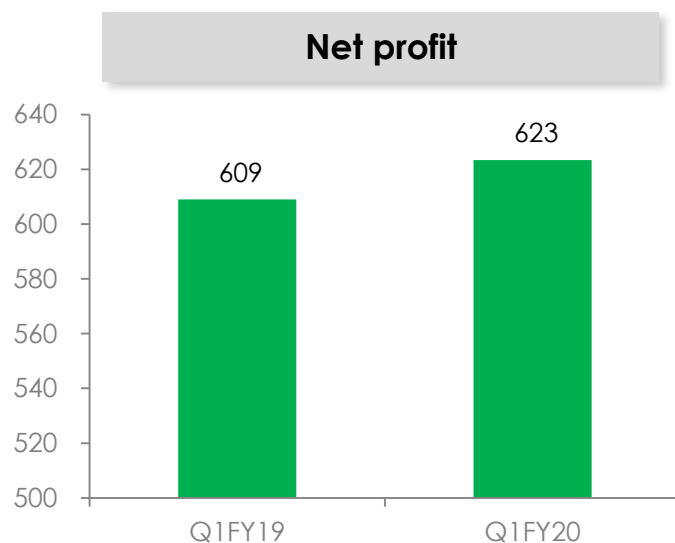
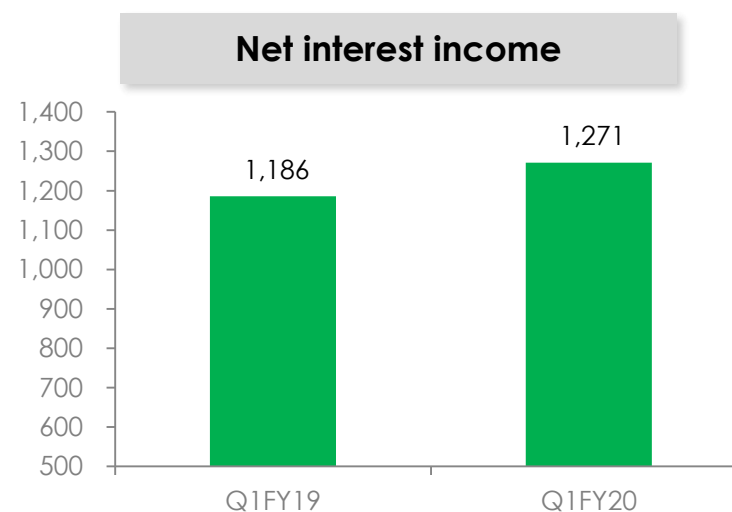
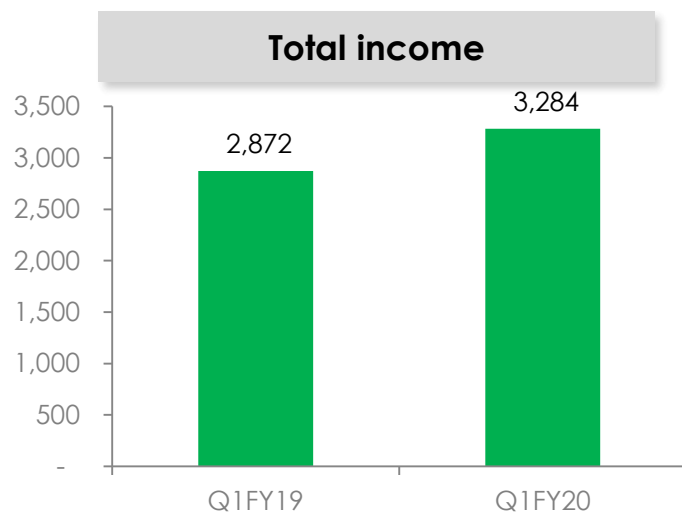
## Mix of loan portfolio



# Income and earnings growth

**Repco Home Finance Limited**

Figures in Rs million

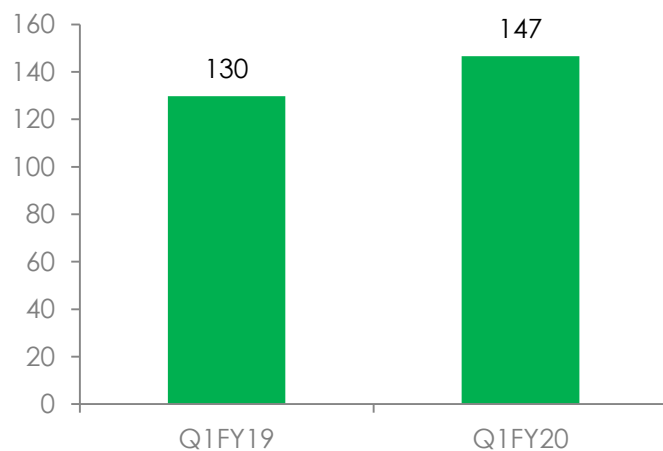


# Operating cost

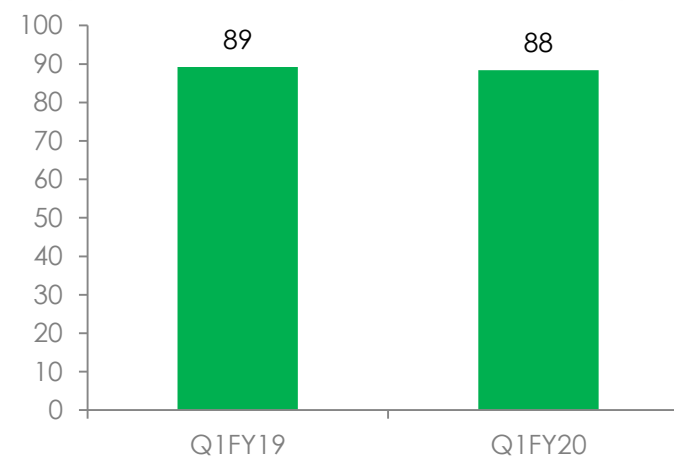
Repco Home Finance Limited

Figures in Rs million

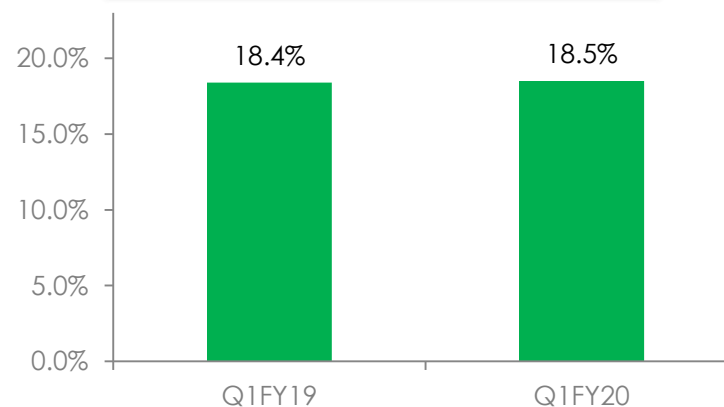
## Employee cost



## Other opex



## Cost to income ratio

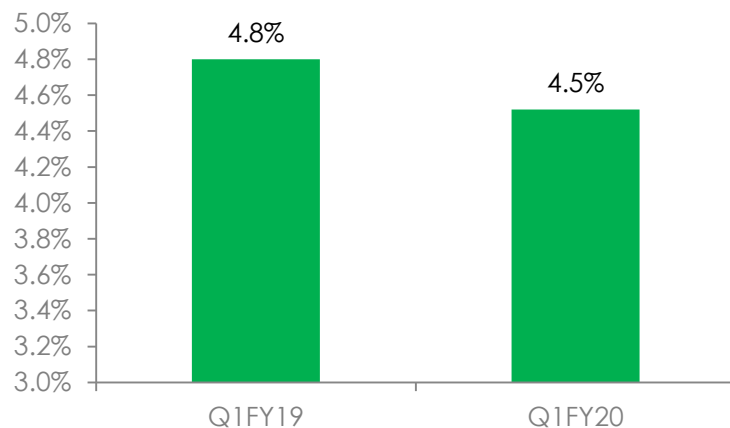




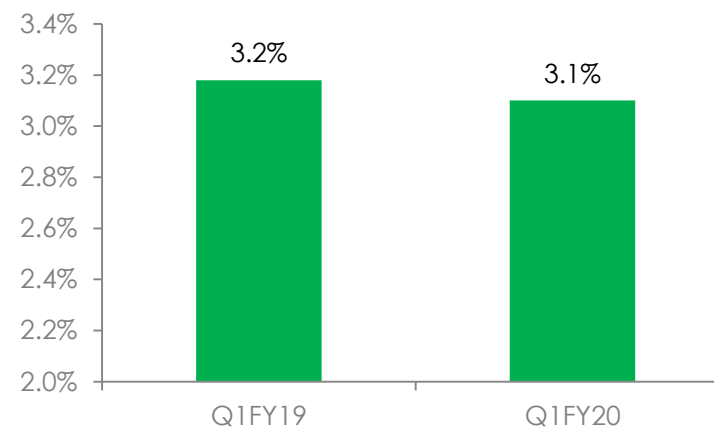
# Profitability ratios

**Repco Home Finance Limited**

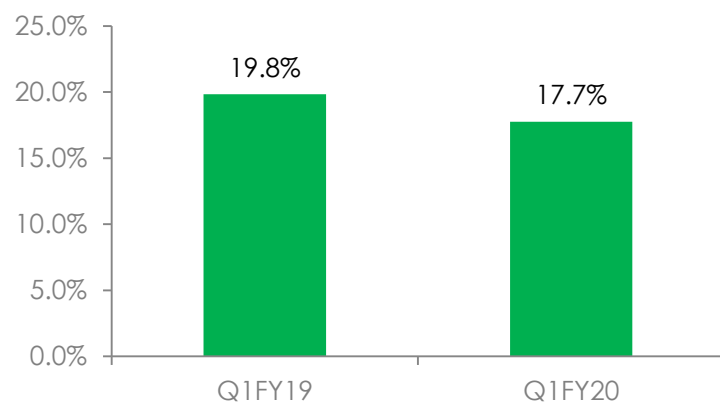
**Net interest margin**



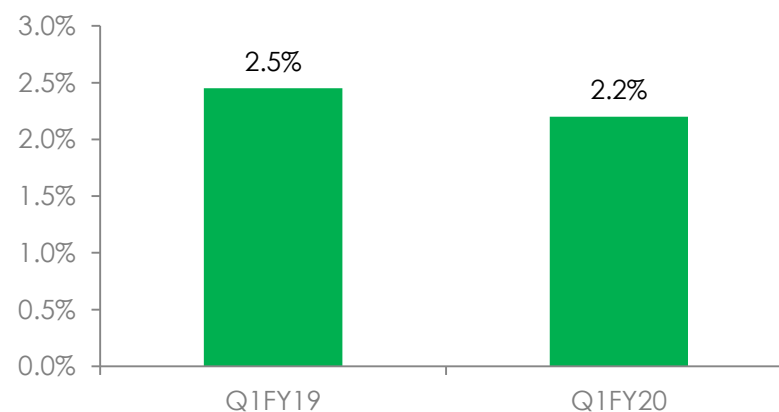
**Spread**

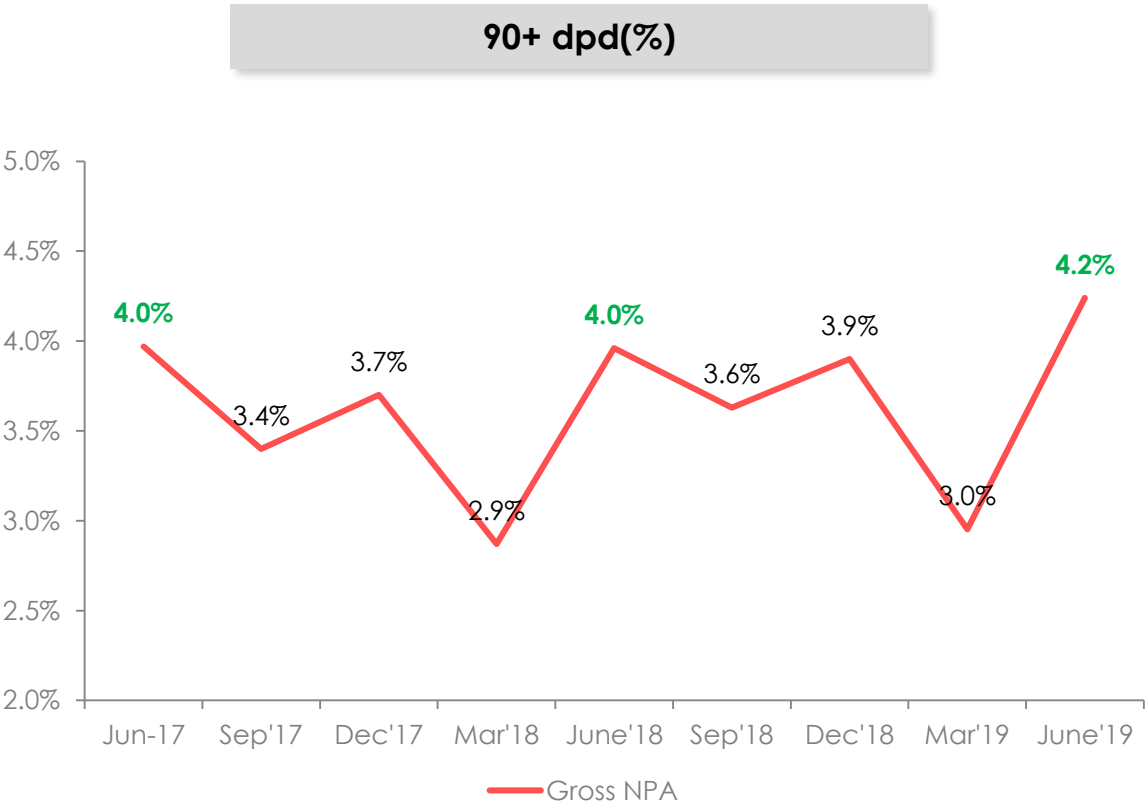


**Return on equity**



**Return on assets**





# ECL Provisioning

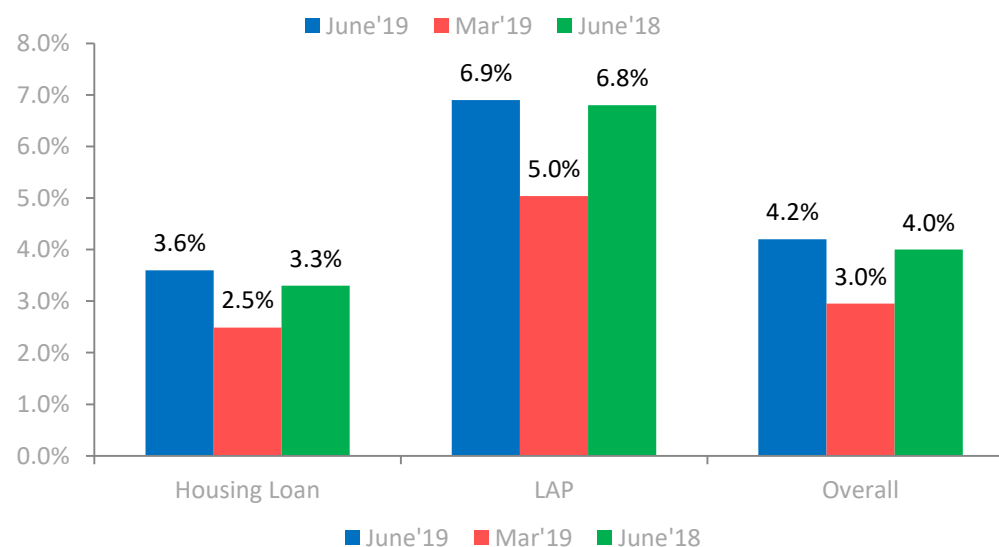
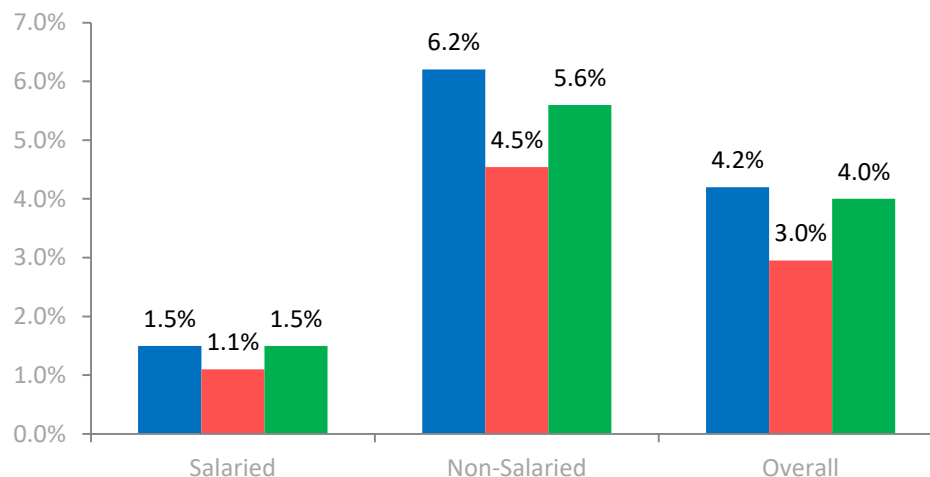
Repco Home Finance Limited

Figures in Rs million

	June'18	Mar'19	June'19
Gross Stage 3	3,987	3,259	4,812
% portfolio in Stage 3	4.0%	3.0%	4.2%
ECL provision - Stage 3	449	1,178	1,469
Net - Stage 3	3,538	2,081	3,343
Coverage ratio - Stage 3	11%	36%	31%
Gross Stage 1 & 2	96,759	1,07,109	1,08,609
% portfolio in Stage 1 & 2	96%	97%	96%
ECL provision - Overall	715	1,645	1,719

# Mix/Product-wise GNPA (%)

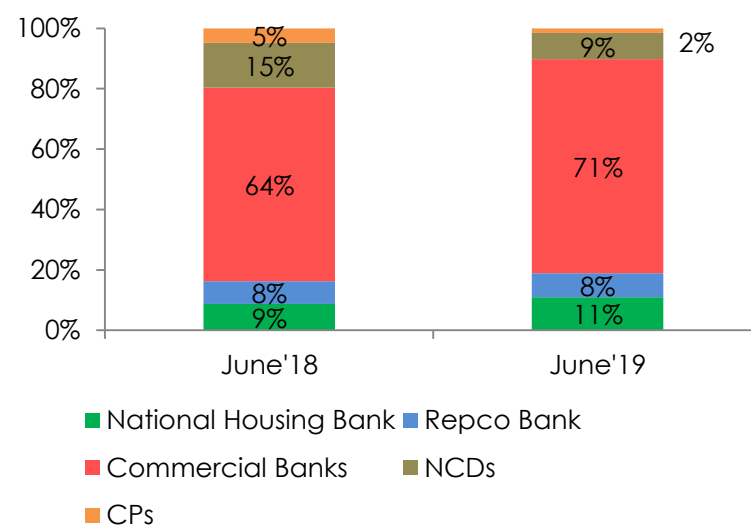
Repco Home Finance Limited



# Diversified borrowing profile

Repco Home Finance Limited

Source (Rs mn)	Average cost	June'18	June'19	% change
National Housing Bank	7.6%	7,292	10,459	43%
Repco Bank	8.2%	6,253	7,583	21%
Commercial Banks	8.8%	53,321	67,833	27%
NCDs	8.2%	12,370	8,258	-33%
Commercial Papers	7.8%	4,000	1,500	-63%
<b>Total</b>	<b>8.6%</b>	<b>83,236</b>	<b>95,632</b>	<b>15%</b>

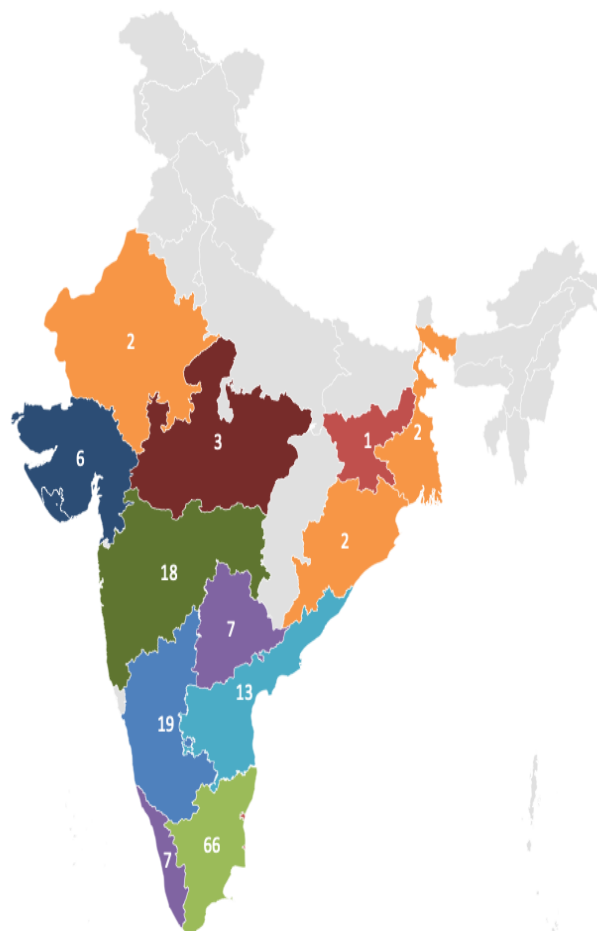


## Update on Liquidity

**On-Balance Sheet liquidity** - Rs. 2,019 mn of cash and cash equivalents.

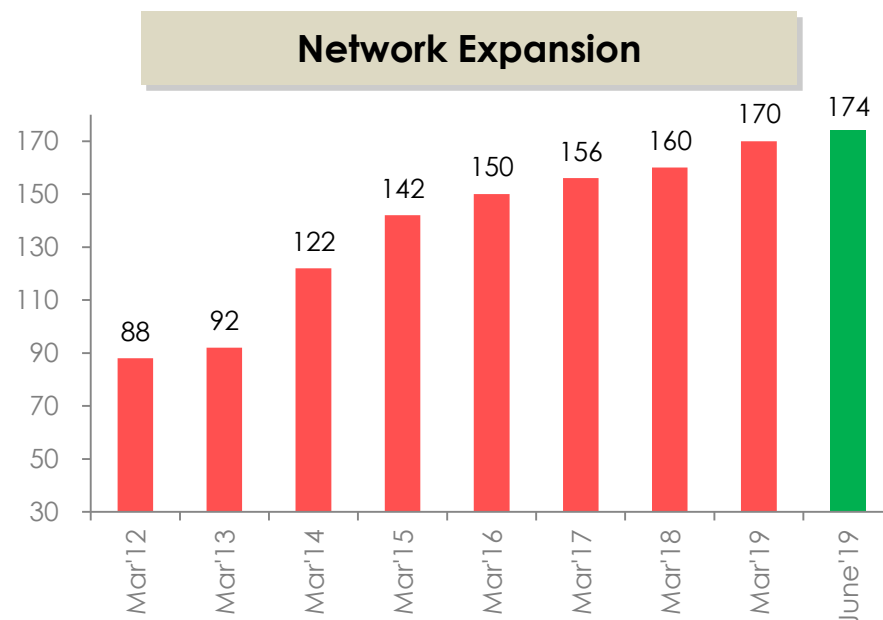
**Off- Balance Sheet liquidity** - Unutilized bank lines of Rs. 13,000 mn. (as at August 12, 2019)

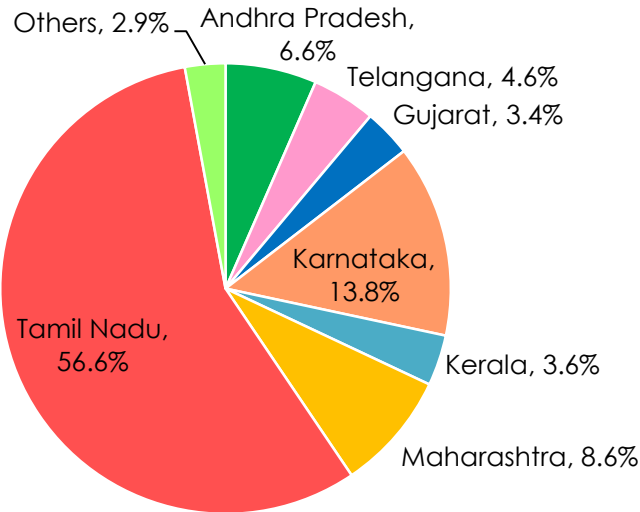
# Geographic Presence



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- ◆ Present in 12 states and 1 Union Territory with 147 branches and 27 satellite centers.
- ◆ Entered the State of Rajasthan in Q1FY20
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh & Rajasthan.





States	Exposure			YoY growth	QoQ growth
	June'18	Mar'19	June'19		
Andhra Pradesh	6.8%	6.7%	6.6%	8%	5%
Telangana	4.3%	4.6%	4.6%	20%	7%
Gujarat	2.6%	3.3%	3.4%	46%	27%
Karnataka	13.1%	13.8%	13.8%	19%	13%
Kerala	3.9%	3.7%	3.6%	4%	4%
Maharashtra	7.6%	8.4%	8.6%	26%	21%
Tamil Nadu	58.9%	56.6%	56.6%	8%	12%
Others	2.8%	3.0%	2.9%	18%	2%
Total	100%	100%	100%	13%	12%

Annualized

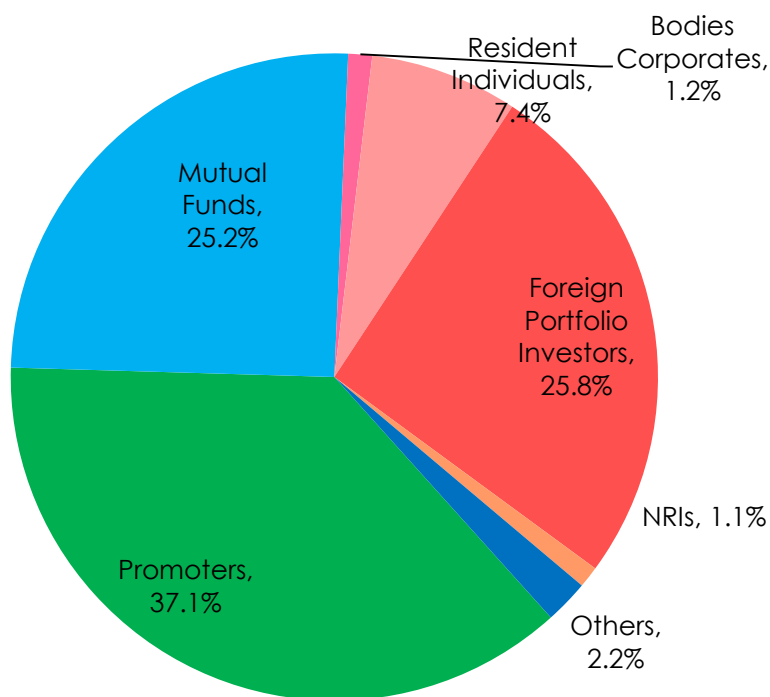


# **Annexure**

# Shareholding pattern

Repco Home Finance Limited

Outstanding shares – 62.56 mn



## Major non-promoter shareholders

	% shareholding
HDFC Mutual Fund	7.5%
Franklin Templeton Mutual Fund	6.2%
India Capital Fund Limited	5.9%
Aditya Birla Mutual Fund	5.7%
DSP Mutual Fund	4.4%
Alliance Bernstein Funds	3.1%
Somerset Emerging Markets Fund	2.2%
Apax Global Fund	2.1%
ICICI Prudential ETF	1.4%

# Profit and loss statement

Repco Home Finance Limited

Figures in Rs million

(Rs. million)	Q1FY20	Q1FY19	YoY (%)	Q4FY19	QOQ (%)	FY19
<b><u>Income:</u></b>						
Revenue from operations	3,281	2,869	14%	3,077	7%	11,893
Other income	3	3	9%	4	-18%	59
<b>Total Income</b>	<b>3,284</b>	<b>2,872</b>	<b>14%</b>	<b>3,081</b>	<b>7%</b>	<b>11,952</b>
<b><u>Expenses:</u></b>						
Interest and other financial charges	2,015	1,684	20%	1,914	5%	7,200
Employee benefit expense	147	130	13%	171	-14%	585
Depreciation and amortization expense	30	10	188%	13	129%	50
Other expenses	58	79	-26%	93	-37%	349
Provisions & write-offs	75	47	60%	-24		170
<b>Total Expenses</b>	<b>2,325</b>	<b>1,949</b>	<b>19%</b>	<b>2,166</b>	<b>7%</b>	<b>8,354</b>
Profit before tax	<b>960</b>	<b>923</b>	<b>4%</b>	<b>915</b>	<b>5%</b>	<b>3,598</b>
<b><u>Tax expense:</u></b>						
Current tax	268	274	-2%	228	17%	1,017
Deferred Tax	69	39	75%	172	-60%	235
<b>Net Profit/(Loss)</b>	<b>623</b>	<b>609</b>	<b>2%</b>	<b>515</b>	<b>21%</b>	<b>2,346</b>
Other Comprehensive Income	2	0	-860%	3	-40%	8
<b>Total Comprehensive Income</b>	<b>625</b>	<b>609</b>	<b>3%</b>	<b>518</b>	<b>21%</b>	<b>2,355</b>

# Relative performance – Q1FY20

Repco Home Finance Limited

Particulars	Units	Q1FY19	Q1FY20
Sanctions	Rs. mn	7,580	6,981
Disbursements	Rs. mn	7,039	6,674
Net interest income	Rs. mn	1,143	1,271
PAT	Rs. mn	609	623
NIM	%	4.8	4.5
Yield on assets	%	11.4	11.7
Cost of funds	%	8.2	8.6
Spread	%	3.2	3.1
Return on assets	%	2.5	2.2
Return on equity	%	19.8	17.7

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