

## REPCO HOME FINANCE LIMITED

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



# Earnings Presentation Q4 & FY17



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## ◆ Q4 & FY17 Performance

- ▶ Business summary.....
- ▶ Financial performance for Q4 and FY17.....
- ▶ Borrowing profile.....

## ◆ Geographic Presence

- ▶ Expanding footprint.....
- ▶ Region-wise loan book.....

## ◆ Annexure

## **Q4FY17 and FY17 Performance**

# Business Summary

• Loans outstanding (Mar 31, 2017)	Rs. 89,399 mn
• Net worth (Mar 31, 2017)	Rs. 10,833 mn
• Average loan per unit	Rs. 1.4 mn
• Number of live accounts	75,622
• Current Employee Strength	670
• Capital Adequacy Ratio	20.80% (Provisional)
• Gross NPA (%) (Mar 31, 2017)	2.60%
• Net NPA (%) (Mar 31, 2017)	1.39%

# Sequential improvement – Q4FY17 vs. Q3FY17

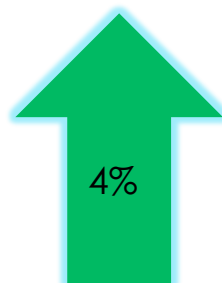
Repco Home Finance Limited

Figures in Rs Million

## Income from Operations

**Q4 FY17**

2,735

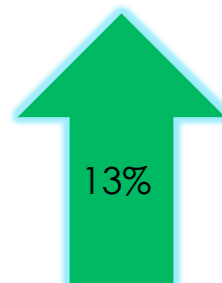


**Q3 FY17**

2,642

## Net Interest Income

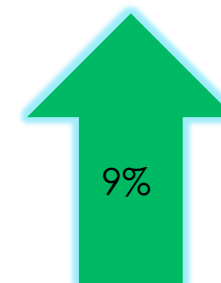
1,029



907

## Profit after Tax

506

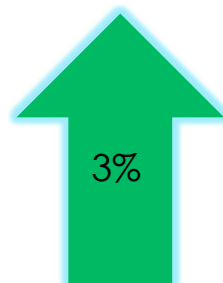


464

## Total Income

**Q4 FY17**

2,737

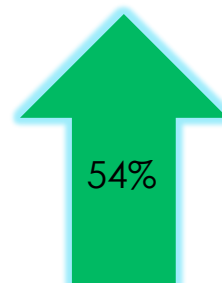


**Q3 FY17**

2,656

## Sanctions

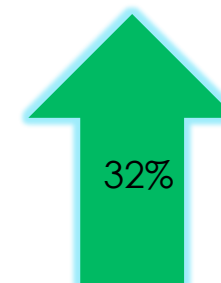
6,976



4,537

## Disbursements

6,645

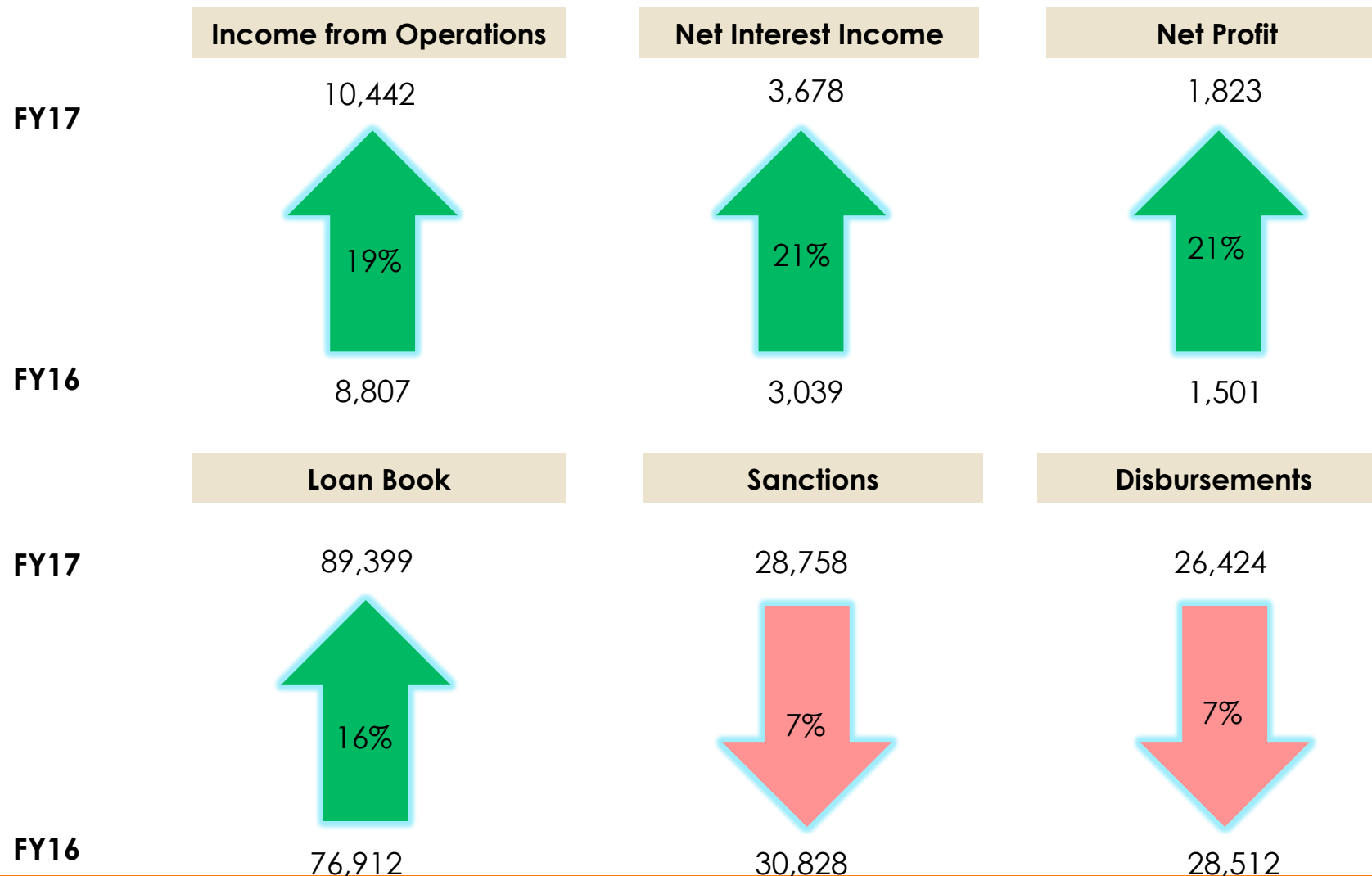


5,018

# FY17 highlights

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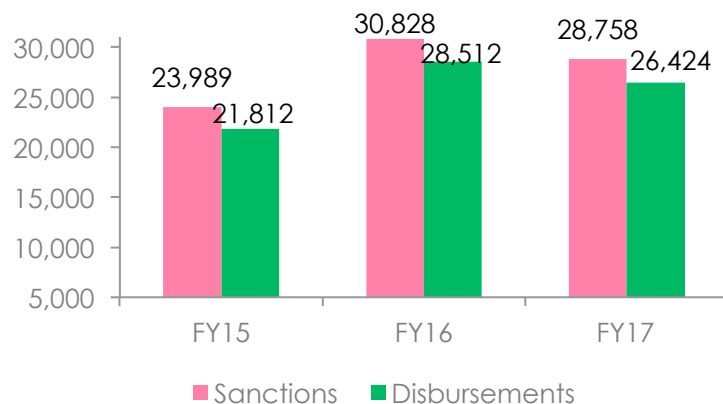
Figures in Rs Million



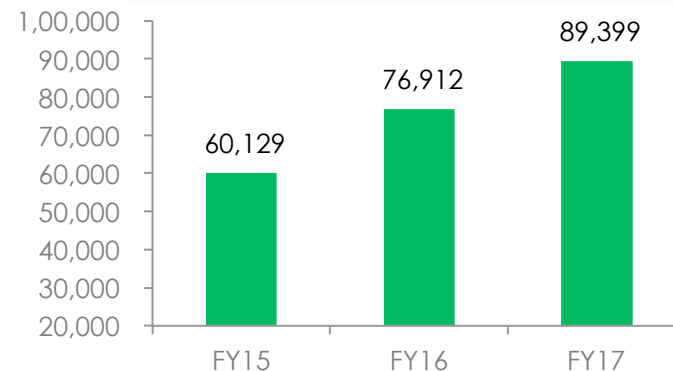
# Loan book

Figures in Rs million

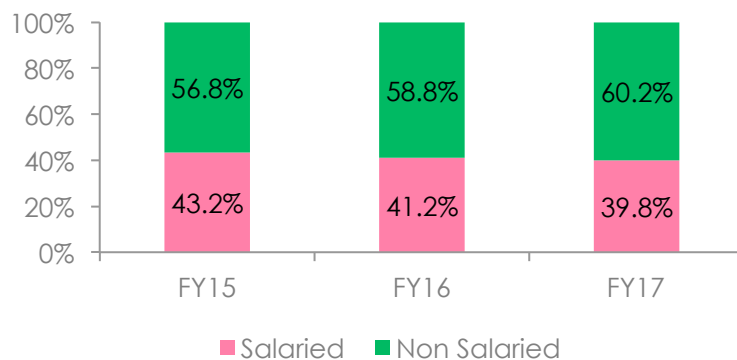
## Sanctions and disbursements



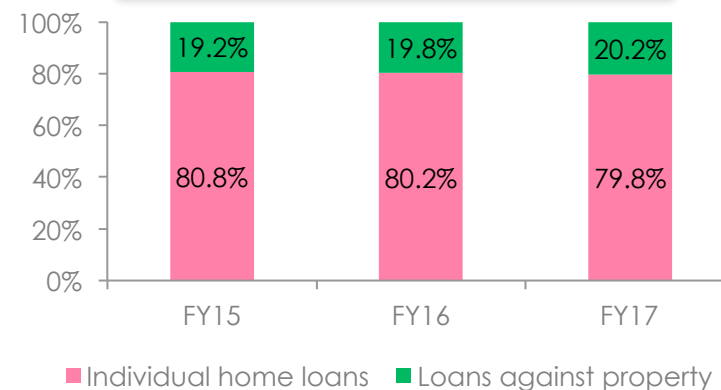
## Loan Book



## Loan book composition



## Mix of loan portfolio

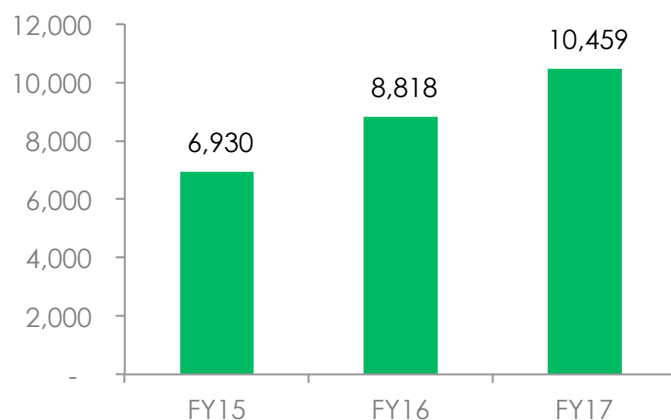


# Income and earnings growth

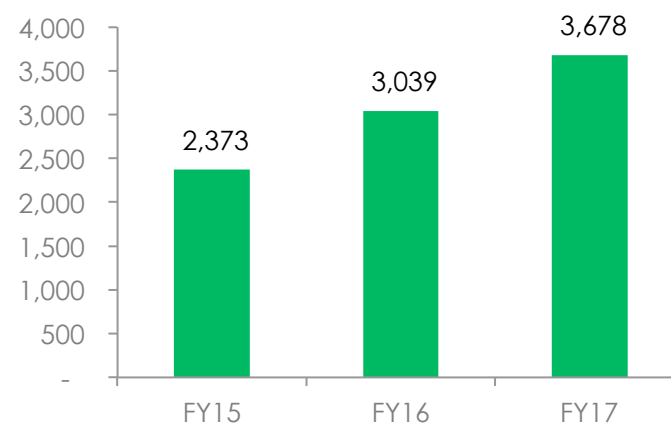
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Figures in Rs million

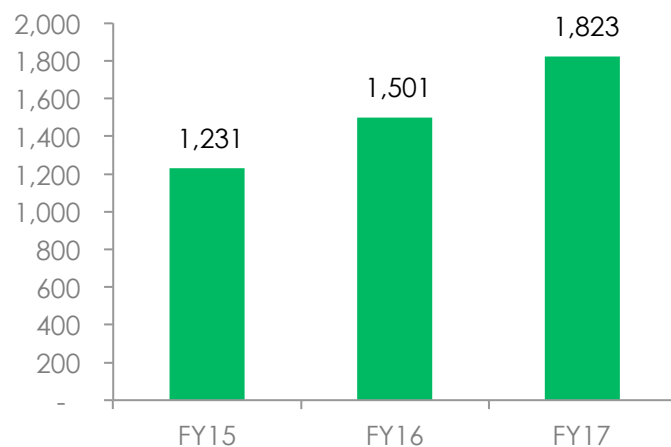
**Total income**



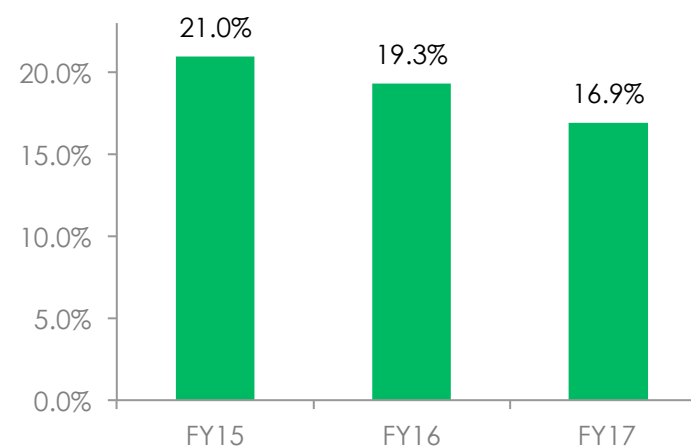
**Net interest income**



**Net profit**



**Cost to income ratio**

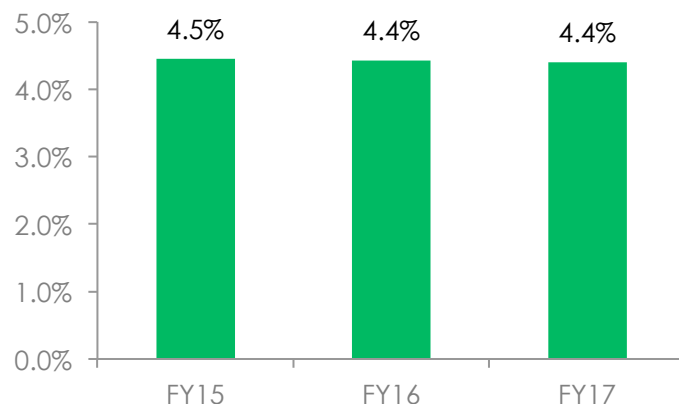




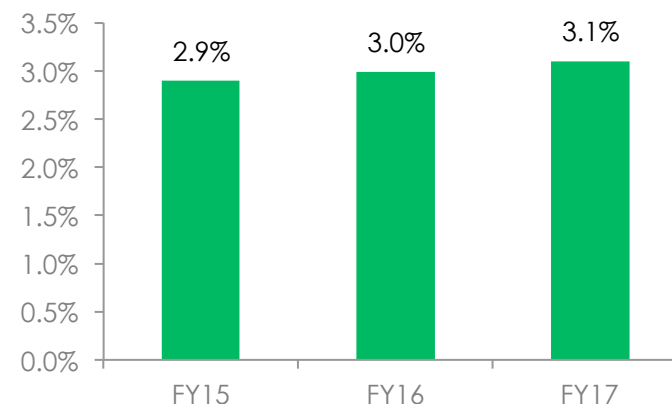
# Profitability ratios

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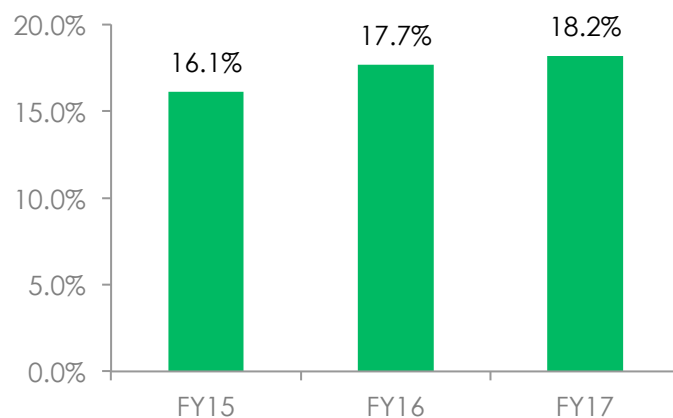
Net interest margin



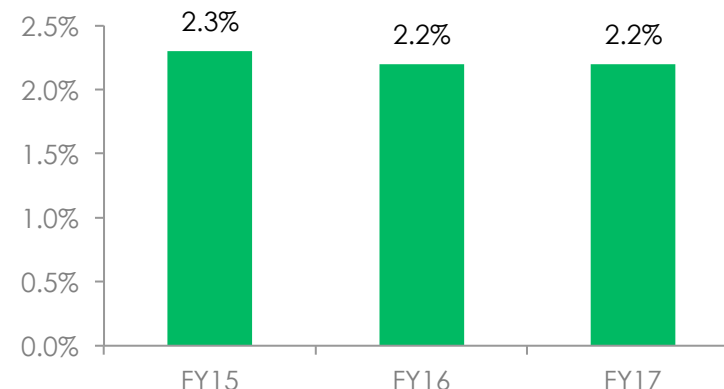
Spread



Return on average net worth



Return on average assets

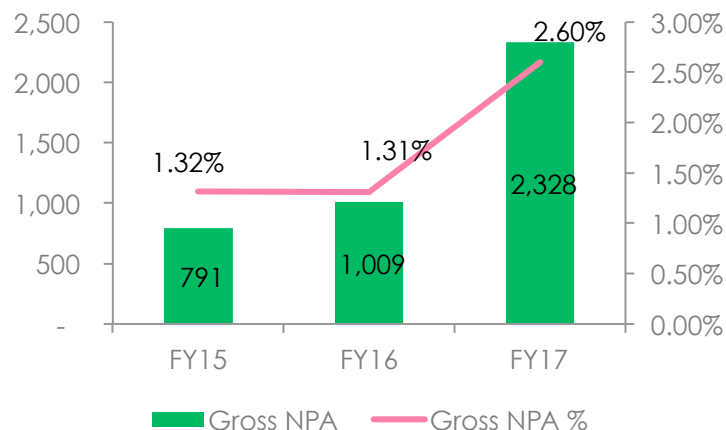


# Asset quality & provisioning

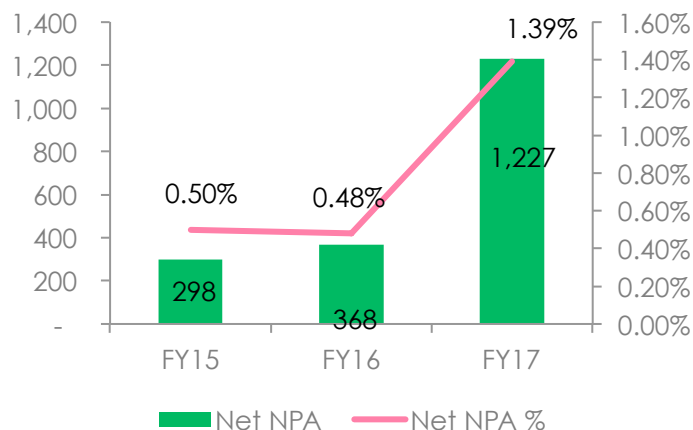
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Figures in Rs Million

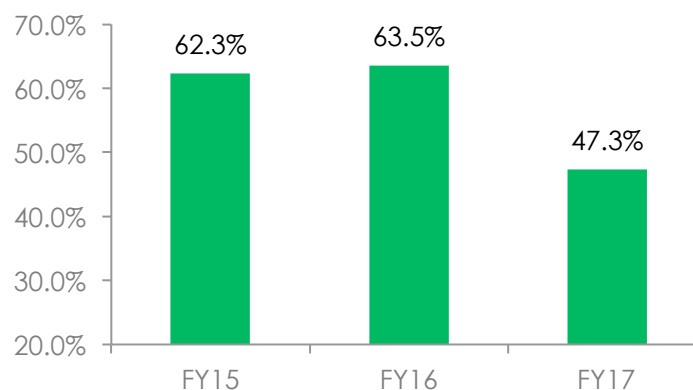
## Gross NPA



## Net NPA

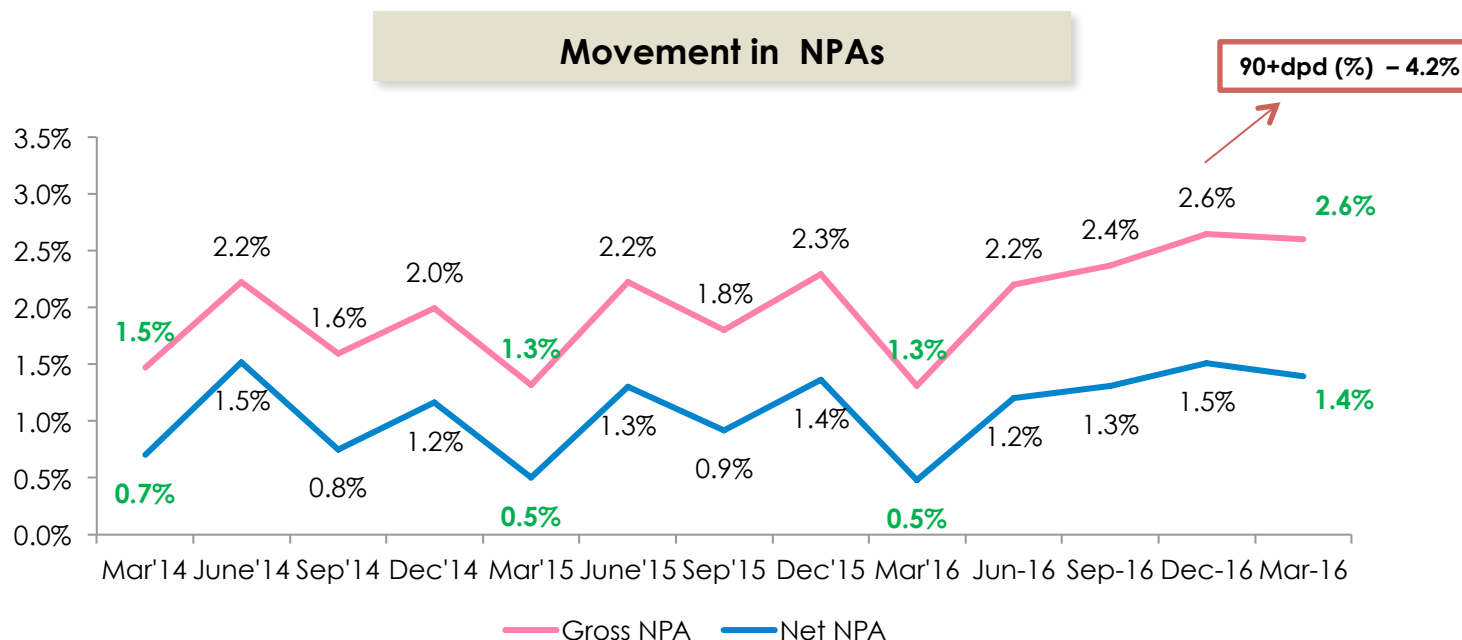


## Provision coverage ratio



# Asset quality

Repco Home Finance Limited



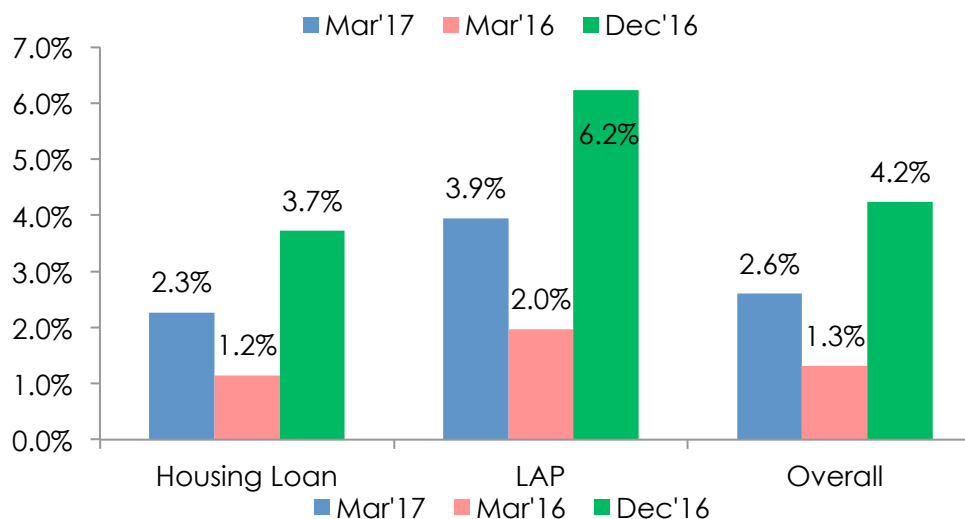
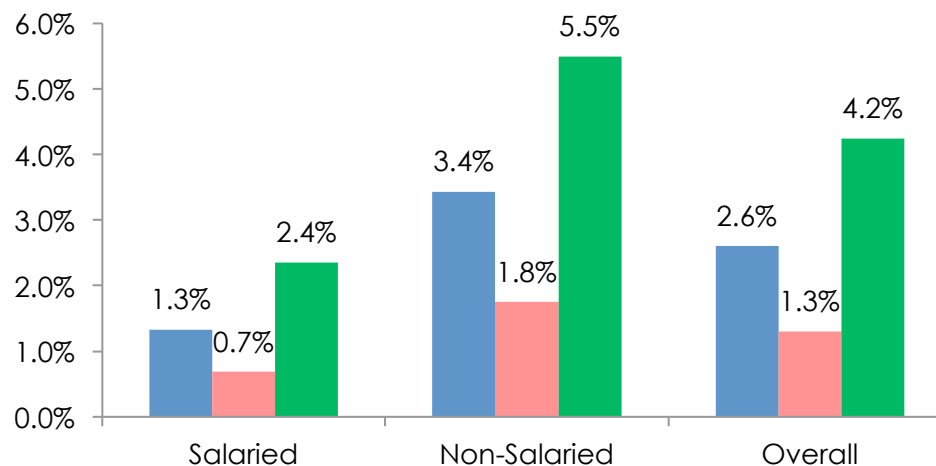
In Q3FY17, the company had used regulatory forbearance that allowed deferment of classification as sub-standard on 90+dpd loans, provided

- Loan account was standard on November 01, 2016
- Loan sanction size was < Rs. 10 mn

**The company has derecognized income, made appropriate provisions and classified all unrecovered loans - classified as standard in Q3FY17 - as non-performing in Q4FY17.**

# Mix/Product-wise 90+ dpd (%)

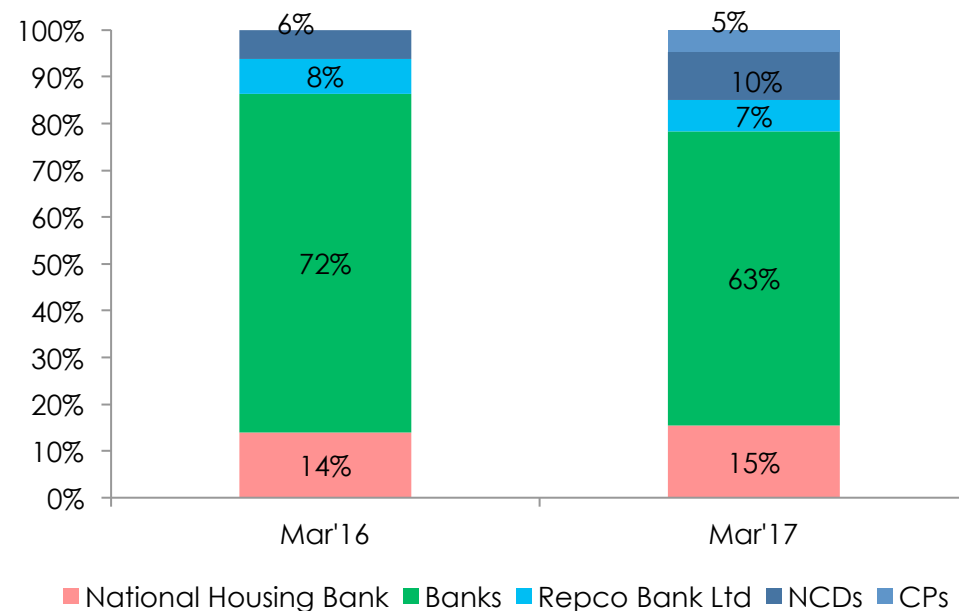
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# Diversified borrowing profile

Repco Home Finance Limited

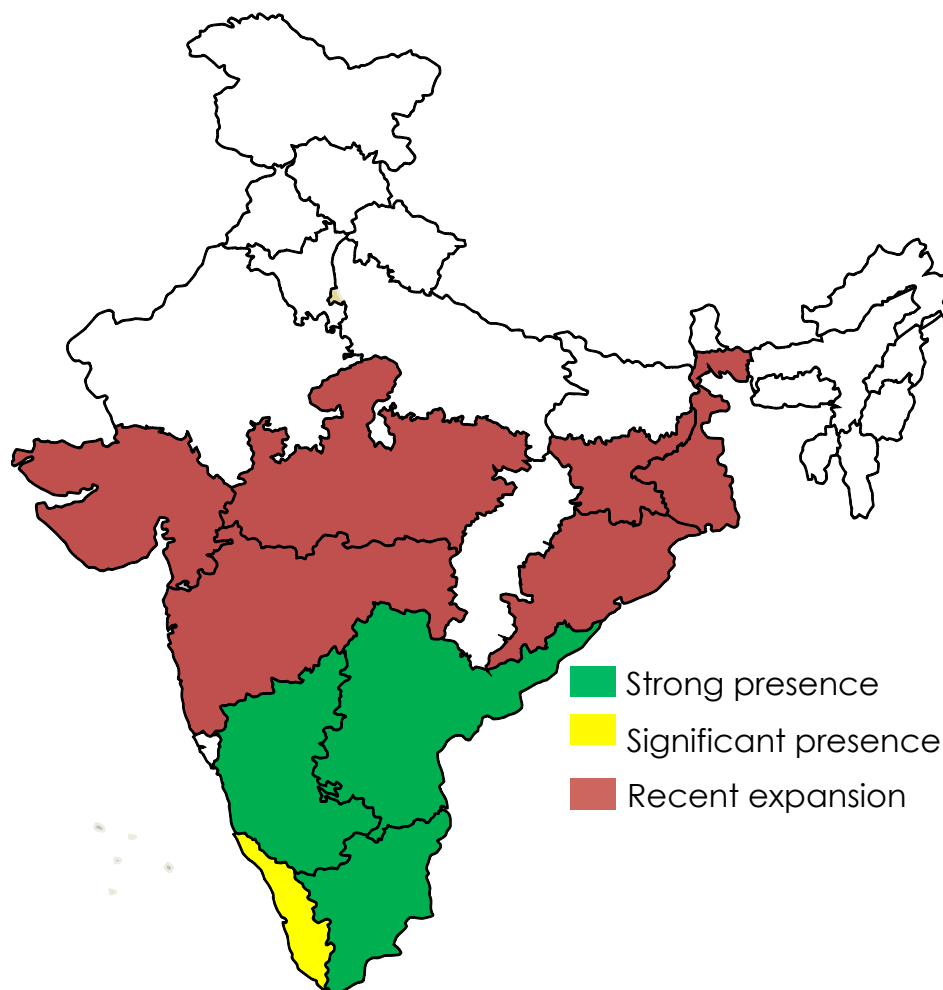
Source (Rs mn)	Mar'16	Mar'17	Change
National housing Bank	9,109	11,701	28%
Repco Bank	4,963	4,981	0%
Commercial Banks	47,307	47,572	1%
NCDs	4,000	7,850	96%
CPs	0	3,500	100%
Total	65,379	75,604	16%



# Geographic Presence

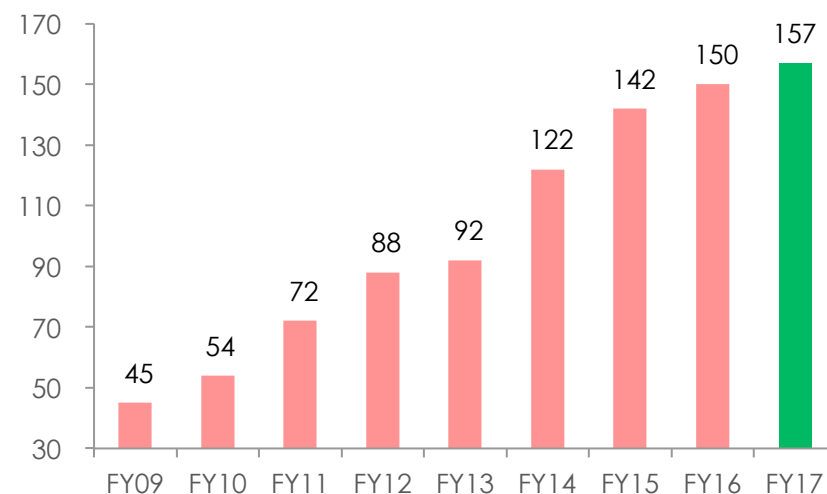
# Expanding footprint

**Repco Home Finance Limited**



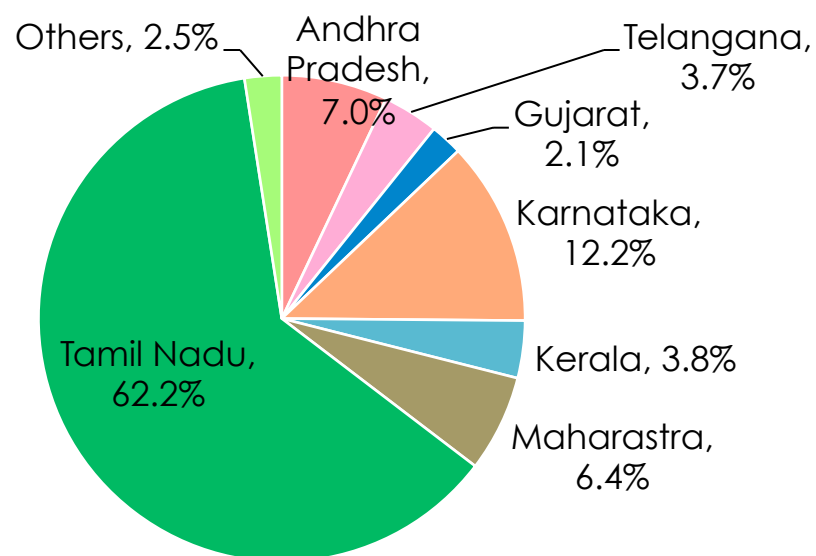
- ◆ Presence in 11 states and 1 Union Territory with 125 branches and 32 satellite centres
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh and Jharkhand
- ◆ Focus in FY18 will be to increase penetration in existing regions and selectively enter new regions.

## Network Expansion



# Region-wise loan book

Repco Home Finance Limited



Key States	Exposure	
	Mar'16	Mar'17
Andhra Pradesh	7.7%	7.0%
Telangana	3.4%	3.7%
Gujarat	2.0%	2.1%
Karnataka	12.3%	12.2%
Kerala	3.8%	3.8%
Maharashtra	5.7%	6.4%
Tamil Nadu	62.7%	62.2%

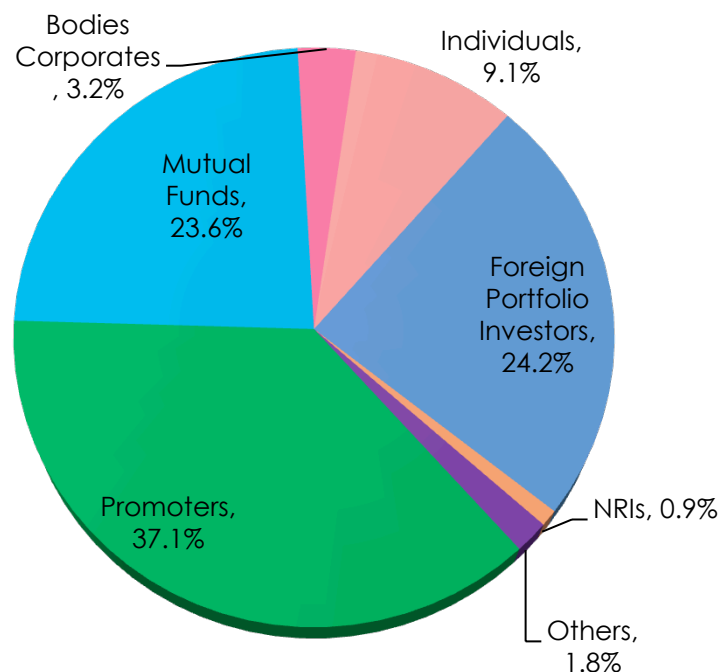


# **Annexure**

# Shareholding pattern

Repco Home Finance Limited

Outstanding shares – 62.55 mn



## Major Non-Promoter Shareholders

	% shareholding
Franklin Templeton Mutual Fund	6.8%
Birla Sun Life Mutual Fund	6.3%
DSP Blackrock Mutual Fund	5.8%
Parvest Equity India Fund	3.5%
Nomura India Investment Fund	3.2%
TVF Fund	2.6%
India Capital Fund	2.2%
Alliance Bernstein India Growth Fund	1.8%
BNP Paribas Mutual Fund	1.6%

# Profit and loss statement

Repco Home Finance Limited

(Rs. million)	Q4 FY17	Q4 FY16	YoY (%)	Q3 FY17	QOQ (%)	FY17	FY16	YoY (%)
<b>Income:</b>								
Revenue from operations	2,735	2,400	14%	2,642	4%	10,442	8,807	19%
Other Income	1	3	-52%	13	-90%	17	12	46%
<b>Total Income</b>	<b>2,737</b>	<b>2,403</b>	<b>14%</b>	<b>2,656</b>	<b>3%</b>	<b>10,459</b>	<b>8,818</b>	<b>19%</b>
<b>Expenses:</b>								
Interest and other Financial Charges	1,635	1,460	12%	1,682	-3%	6,463	5,483	18%
Employee benefit expense	129	88	47%	104	24%	431	409	5%
Depreciation and amortization expenses	11	12	-8%	8	50%	36	41	-14%
Other expenses	60	53	13%	51	17%	209	192	9%
Provision for Non-Performing Assets	103	109	-5%	88	17%	460	293	57%
Contingency Provisions against Standard Assets	13	28	-52%	7	102%	53	95	-44%
Bad-Debts Written Off	0	3	-100%	2	-100%	5	3	49%
Provision for diminution in value of Investments	0	1	100%	0	0%	0	1	100%
<b>Total Expenses</b>	<b>1,951</b>	<b>1,753</b>	<b>11%</b>	<b>1,941</b>	<b>0%</b>	<b>7,657</b>	<b>6,518</b>	<b>17%</b>
Profit before tax	<b>786</b>	<b>650</b>	<b>21%</b>	<b>714</b>	<b>10%</b>	<b>2,802</b>	<b>2,301</b>	<b>22%</b>
<b>Tax expense:</b>								
Current tax	235	187	25%	237	-1%	940	742	27%
Deferred tax	45	40	12%	14	233%	39	58	-32%
<b>Net Profit</b>	<b>506</b>	<b>422</b>	<b>20%</b>	<b>464</b>	<b>9%</b>	<b>1823</b>	<b>1501</b>	<b>21%</b>

**Note - A change in leave encashment policy of the company resulted in a one-time impact of about Rs. 20 mn in the actuarial valuation. The same is charged to P&L in Q4FY17.**

# Balance sheet

## Repco Home Finance Limited

(Rs. million)	As on Mar 31, 2016	As on Mar 31, 2017
<b>EQUITY AND LIABILITIES:</b>		
<b>Shareholder's Funds</b>	<b>9,548</b>	<b>11,372</b>
Share Capital	625	626
Reserves and Surplus	8,923	10,747
<b>Non-Current Liabilities</b>	<b>51,676</b>	<b>57,299</b>
Long-term borrowings	50,252	55,316
Deferred Tax Liability	400	439
Long term provisions	1,024	1,544
<b>Current Liabilities</b>	<b>16,408</b>	<b>21,762</b>
Short-term borrowings	4,970	9,217
Other current liabilities	11,244	12,437
Short-term provisions	194	108
<b>Total</b>	<b>77,632</b>	<b>90,433</b>
<b>ASSETS:</b>		
<b>Non-current assets</b>	<b>72,247</b>	<b>83,735</b>
Fixed assets		
Tangible assets	72	71
Intangible assets	21	20
Non-current investments	124	156
Long term loans and advances	72,030	83,488
<b>Current assets</b>	<b>5,385</b>	<b>6,698</b>
Cash and Bank Balances	200	225
Short-term loans and advances	5,019	6,089
Other current assets	166	384
<b>Total</b>	<b>77,632</b>	<b>90,433</b>

# Key metrics

Key Ratios	FY16	FY17
Yield on assets	12.4%	12.2%
Cost of funds	9.4%	9.1%
Spread	3.0%	3.1%
NIM	4.4%	4.4%
Cost to Income	19.3%	16.9%
Return on Assets	2.2%	2.2%
Return on Equity	17.7%	18.2%
Gross NPA	1.3%	2.6%
Net NPA	0.5%	1.4%
Provision Coverage	63.5%	47.3%
Outstanding loan book (% break up)		
- Non Salaried	58.8%	60.2%
- Salaried	41.2%	39.8%
- Individual Home Loans	80.2%	79.8%
- Loans against Property	19.8%	20.2%

# Key metrics

Particulars	Units	Q4FY16	Q3FY17	Q4FY17
Sanctions	Rs. Mn	9,342	4,537	6,976
Disbursements	Rs. Mn	8,975	5,018	6,645
Net Interest Income	Rs. Mn	856	907	1,029
PAT	Rs. Mn	422	464	506
NIM	%	4.6	4.2	4.7
Yield on assets	%	12.2	12.1	12.1
Cost of funds	%	9.2	9.2	8.7
Spread	%	3.0	2.9	3.4
ROAA	%	2.3	2.2	2.3
ROAE	%	18.7	18.7	19.1

# Historical performance at a glance

Repco Home Finance Limited

Particulars	Units	FY12	FY13	FY14	FY15	FY16	FY17	CAGR
Outstanding Loan Book	Rs mn	28,041	35,448	46,619	60,129	76,912	89,399	26%
Sanctions	Rs mn	11,116	12,848	18,225	23,989	30,828	28,758	21%
Disbursements	Rs mn	10,423	11,674	17,153	21,812	28,512	26,424	20%
Income from Operations	Rs mn	3,188	4,057	5,342	6,922	8,807	10,442	27%
Net Interest Income	Rs mn	1,032	1,256	1,908	2,373	3,039	3,678	29%
PAT	Rs mn	615	800	1,101	1,231	1,501	1,823	24%
Networth	Rs mn	2,953	6,233	7,193	8,102	9,512	10,833	30%
Debt	Rs mn	24,860	30,647	39,020	51,044	65,379	75,604	25%
<b>Ratios</b>								
NIM	%	4.2	4.0	4.7	4.5	4.4	4.4	
Gross NPA	%	1.4	1.5	1.5	1.3	1.3	2.6	
Net NPA	%	1.0	1.0	0.7	0.5	0.5	1.4	
ROAA	%	2.5	2.5	2.7	2.3	2.2	2.2	
ROANW	%	22.8	17.4	16.4	16.1	17.7	18.2	

For any Investor Relations queries, please contact:

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Bala , Investor Relations  
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[bala@repcohome.com](mailto:bala@repcohome.com)

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