



REPCO HOME FINANCE LIMITED.
(Promoted by Repco Bank-Govt. of India Enterprise)
CIN : L6592TN2000PLC044655

RHFL/SE/67/2016-17

November 08, 2016

National Stock Exchange of India Limited,
Exchange Plaza,
Bandra Kurla Complex, Bandra (E)
Mumbai-400 051

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai- 400001

Kind Attn: Listing Department

Dear Sir,

Sub: Investor Presentation on financial results for the Quarter/Half year ended 30 September 2016

We submit herewith a copy of the presentation on the financial performance of the Company for the Quarter/Half year ended 30 September 2016.

This is submitted for your information and records.

Thanking You,

Yours Faithfully,

Company Secretary

**Repco Home Finance
Limited
Earnings Presentation
Q2FY17**



◆ Q2FY17 Performance

- ▶ Business summary.....
- ▶ Financial performance for Q2FY17.....
- ▶ Asset quality.....
- ▶ Diversified source of funding.....

◆ Geographic Presence

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

◆ Annexure

Q2FY17 Performance

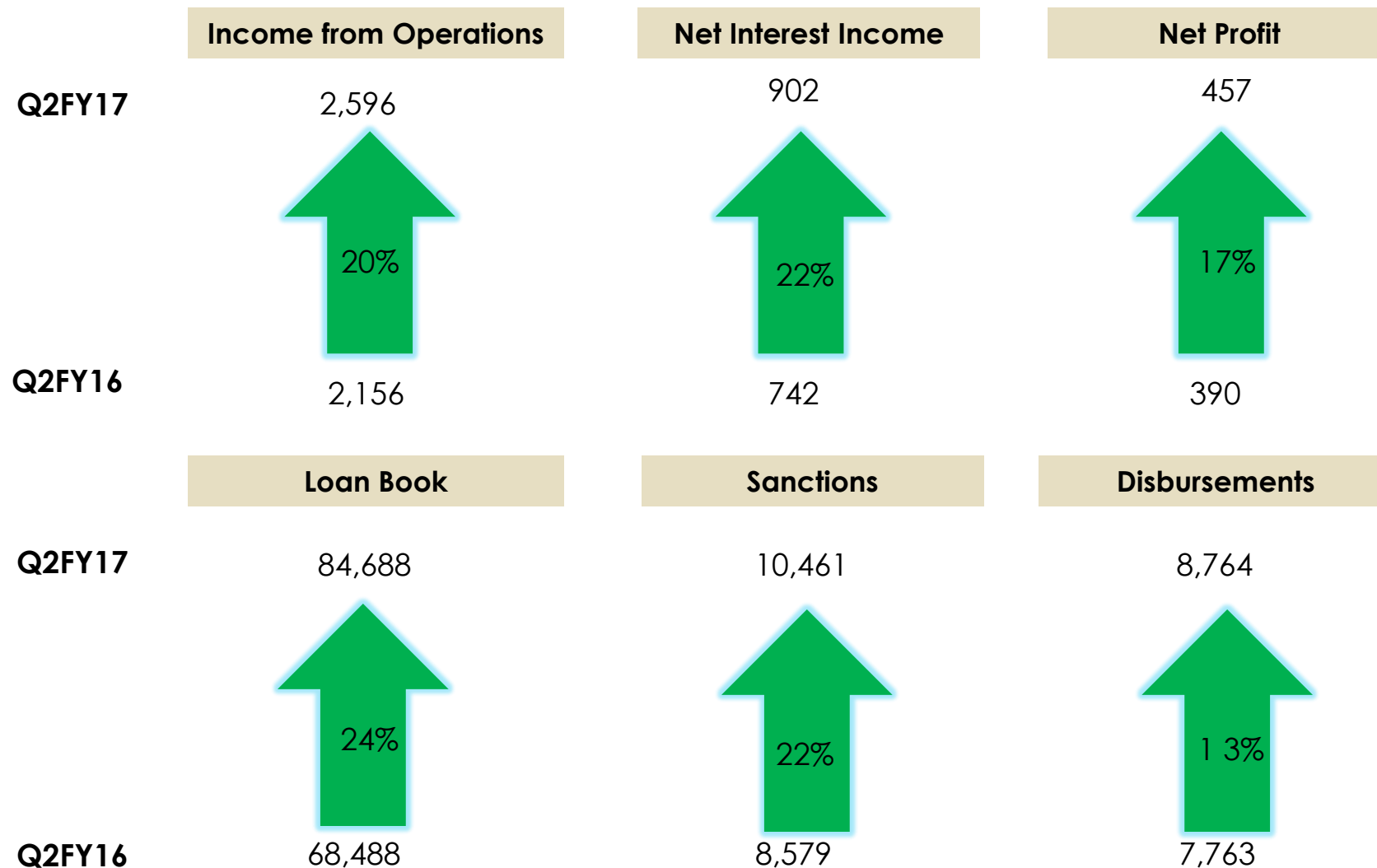
Business Summary

• Loans outstanding (Sep 30, 2016)	Rs. 84,688 mn
• Net worth (Sep 30, 2016)	Rs. 9,927 mn
• Average loan per unit	Rs. 1.3 mn
• Number of live accounts	72,063
• Current Employee Strength	630
• Gross NPA (%) (Sep 30, 2016)	2.4%
• Net NPA (%) (Sep 30, 2016)	1.3%

Q2FY17 performance

Repco Home Finance Limited

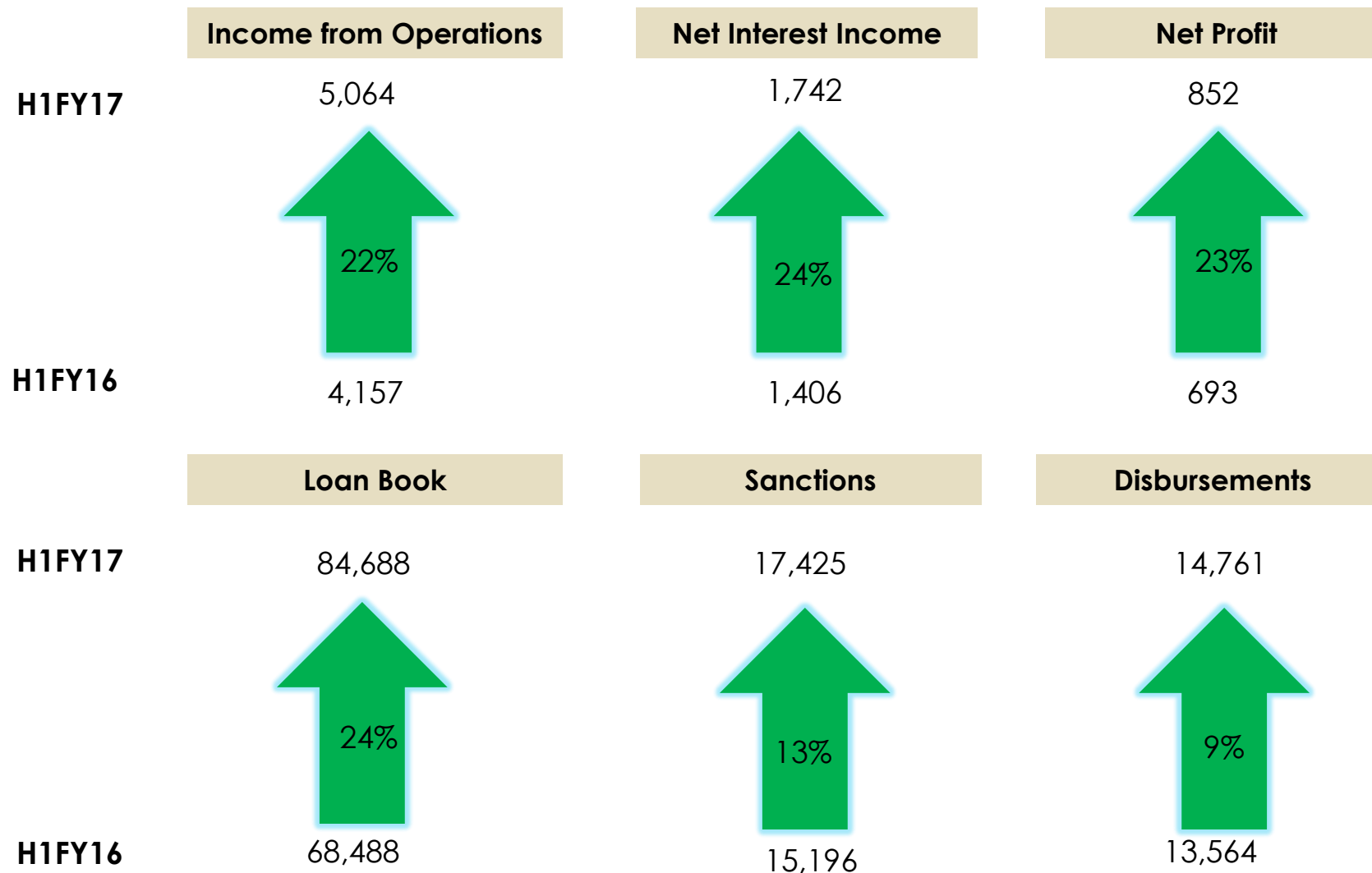
Figures in Rs million



H1FY17 performance

Repco Home Finance Limited

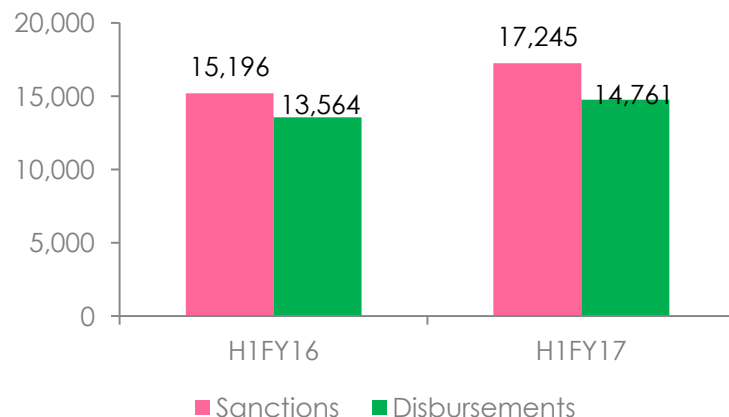
Figures in Rs million



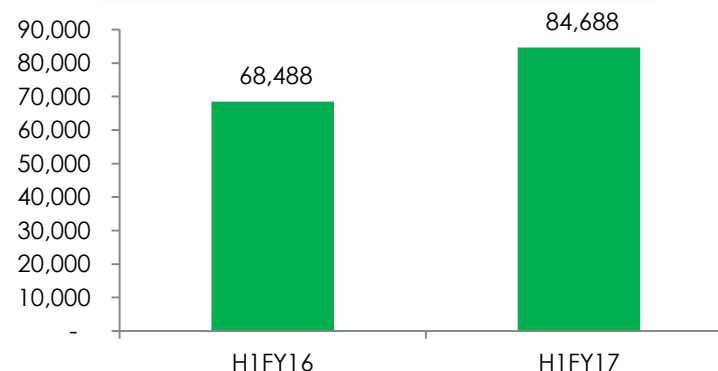
Steady growth in loan book with healthy customer mix

Figures in Rs million

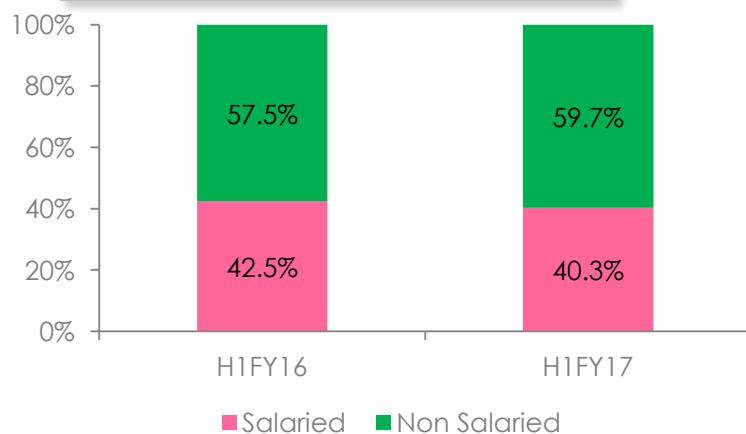
Sanctions and disbursements



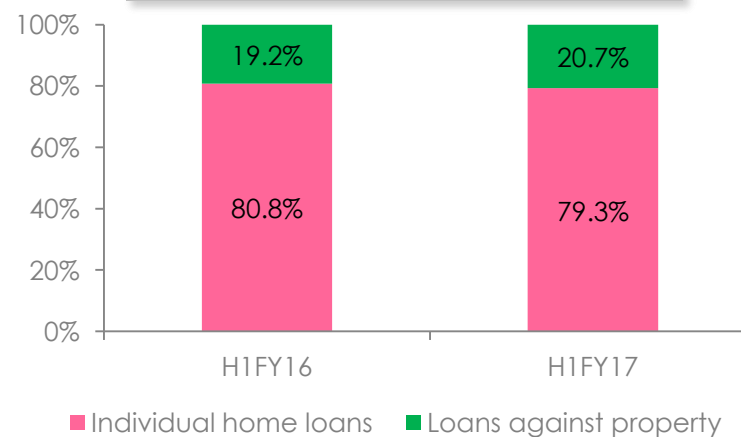
Loan Book



Loan book composition



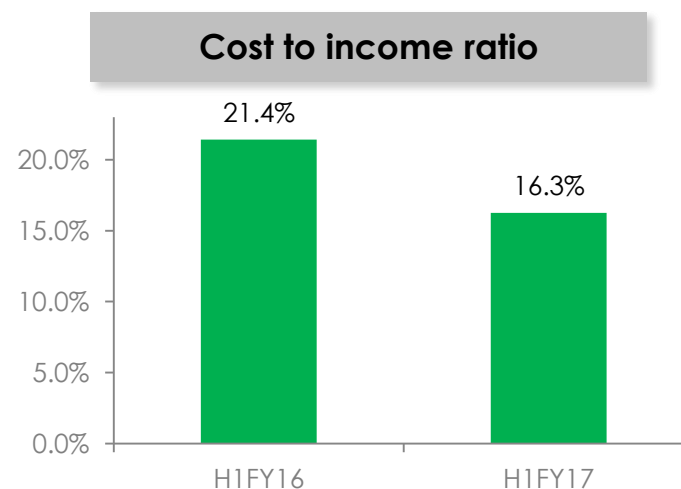
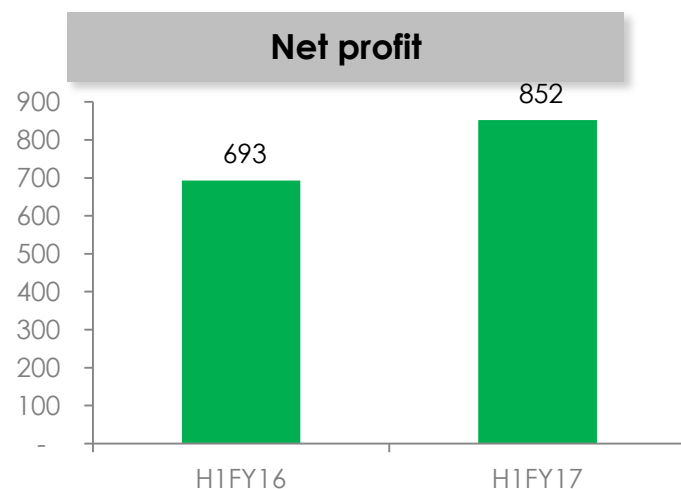
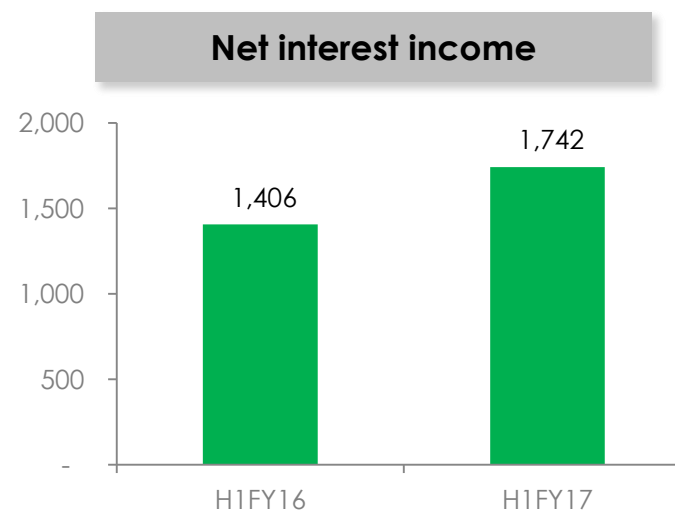
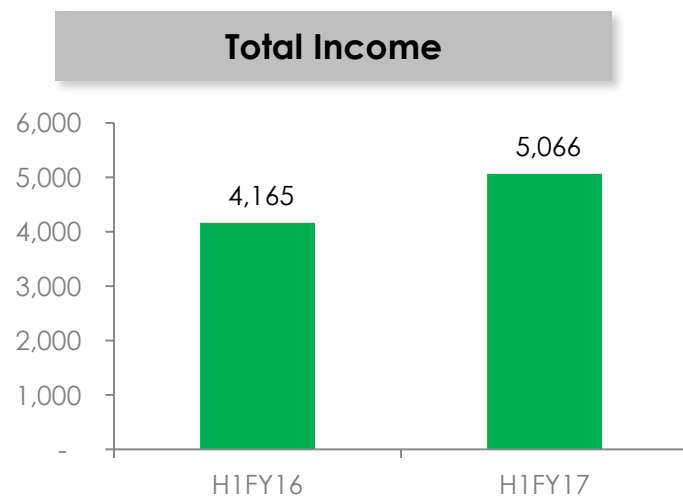
Mix of loan portfolio



Income and earnings growth

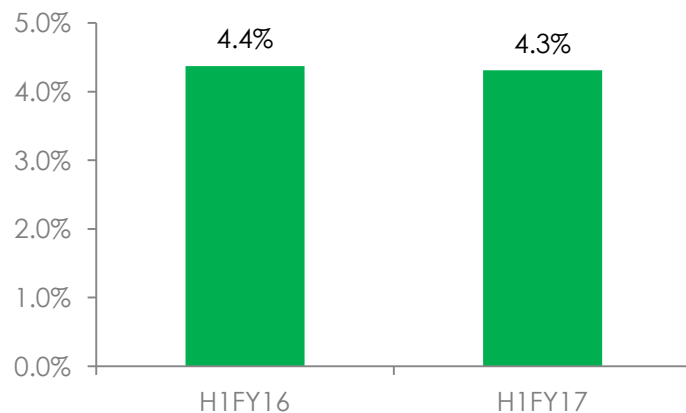
Repco Home Finance Limited

Figures in Rs million

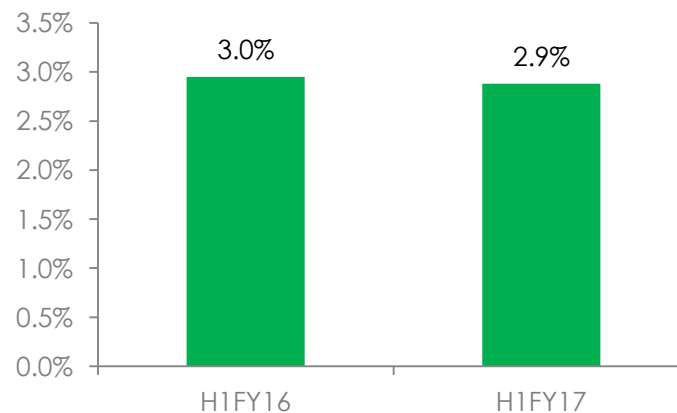


Profitability ratios

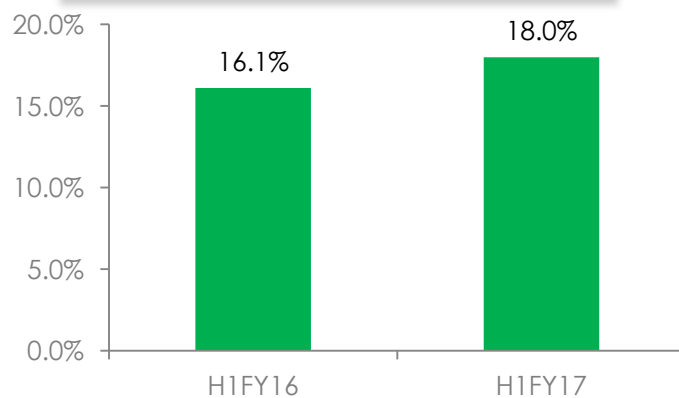
Net interest margin



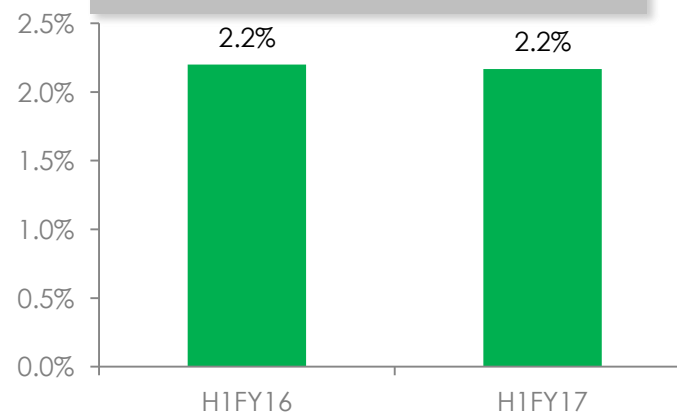
Spread



**Return on average net worth
(TTM)**



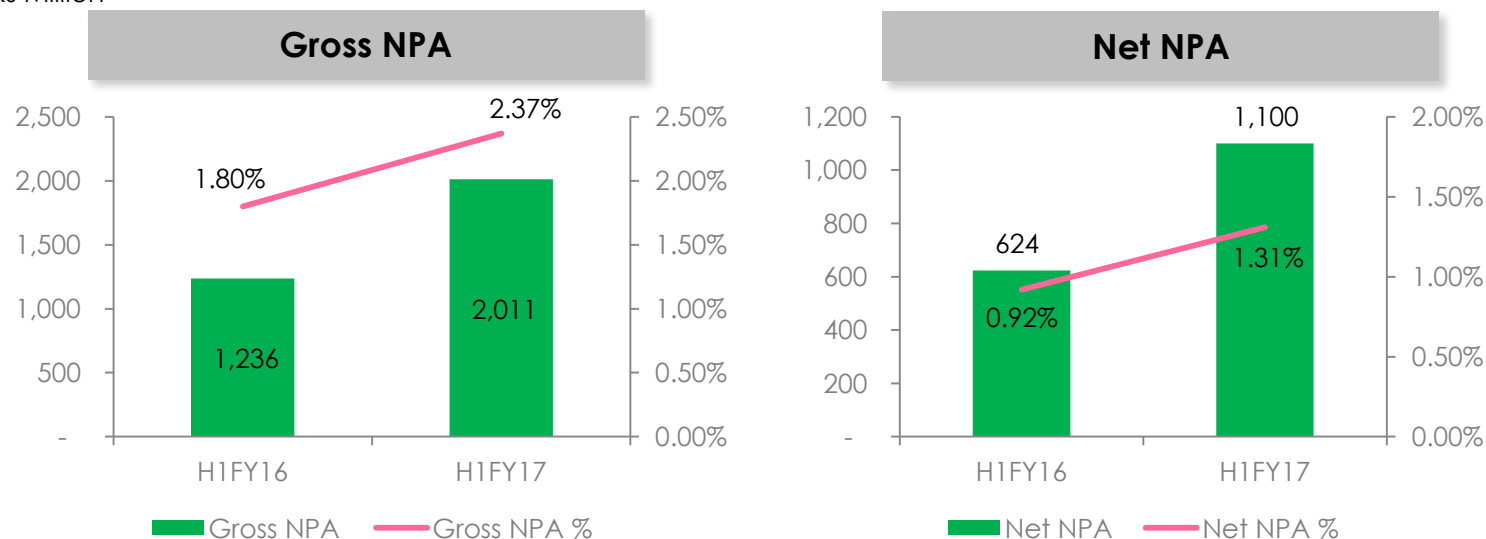
**Return on average assets
(TTM)**



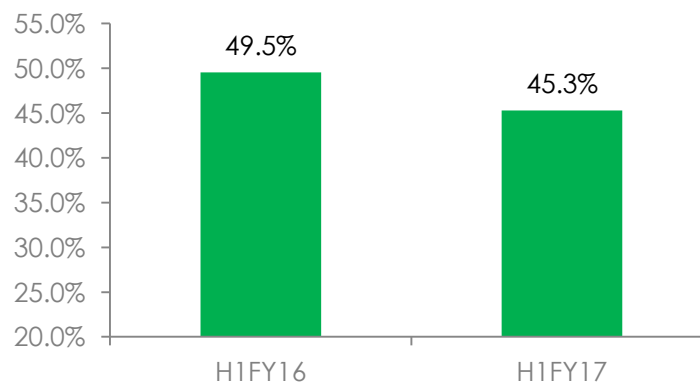
Asset quality & provisioning

Repco Home Finance Limited

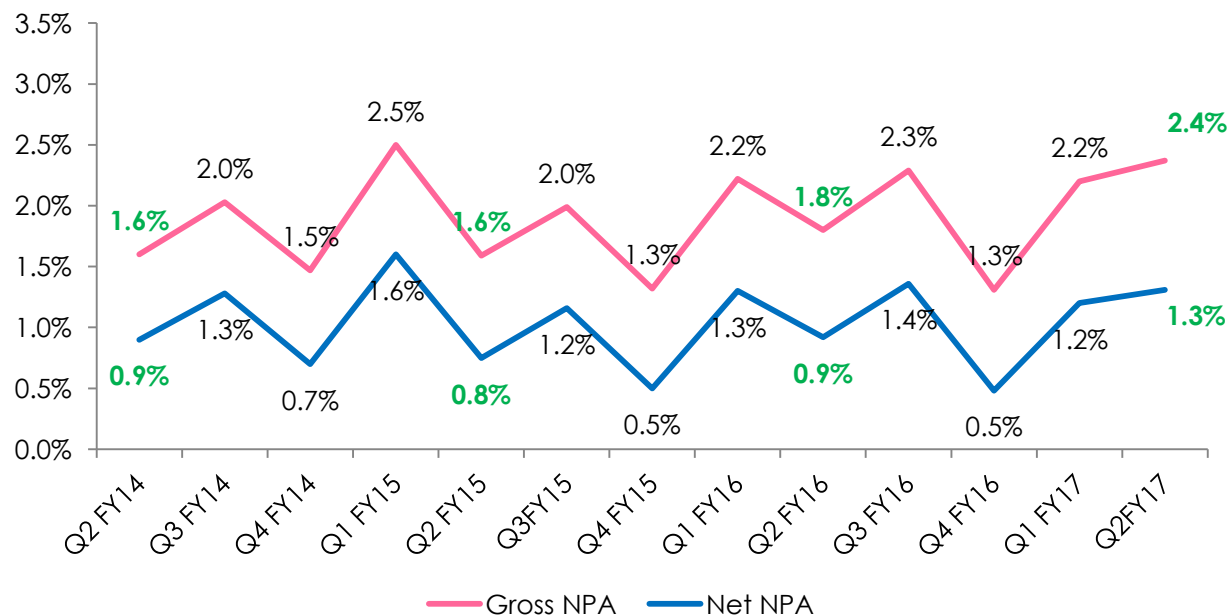
Figures in Rs Million



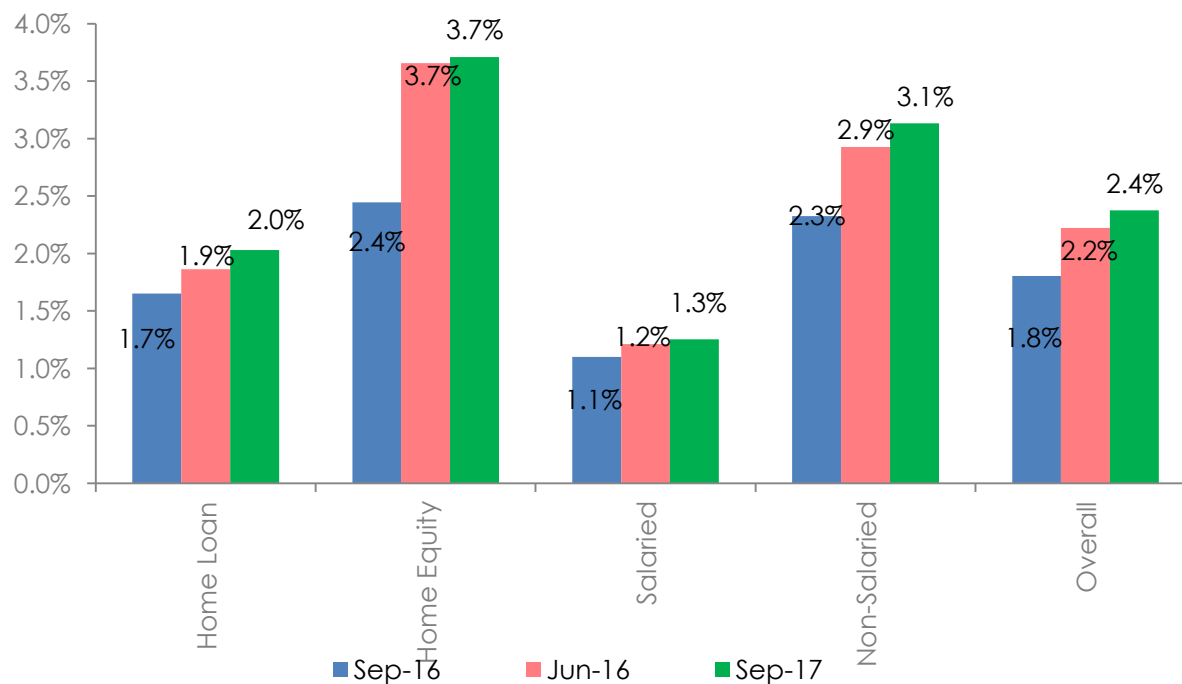
Provision coverage ratio



Movement in NPAs

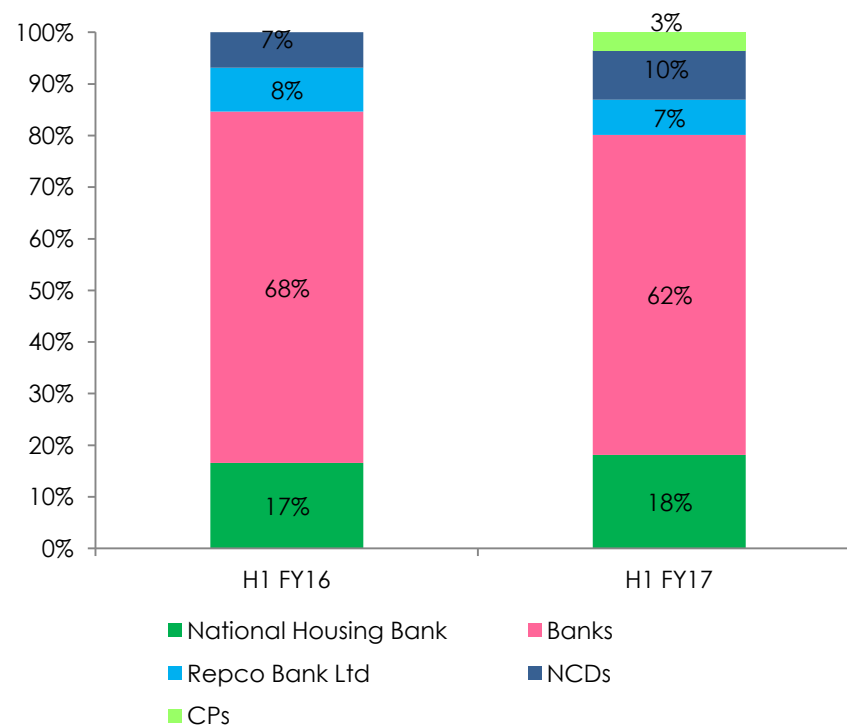


Mix/Product-wise asset quality



Diversified borrowing profile

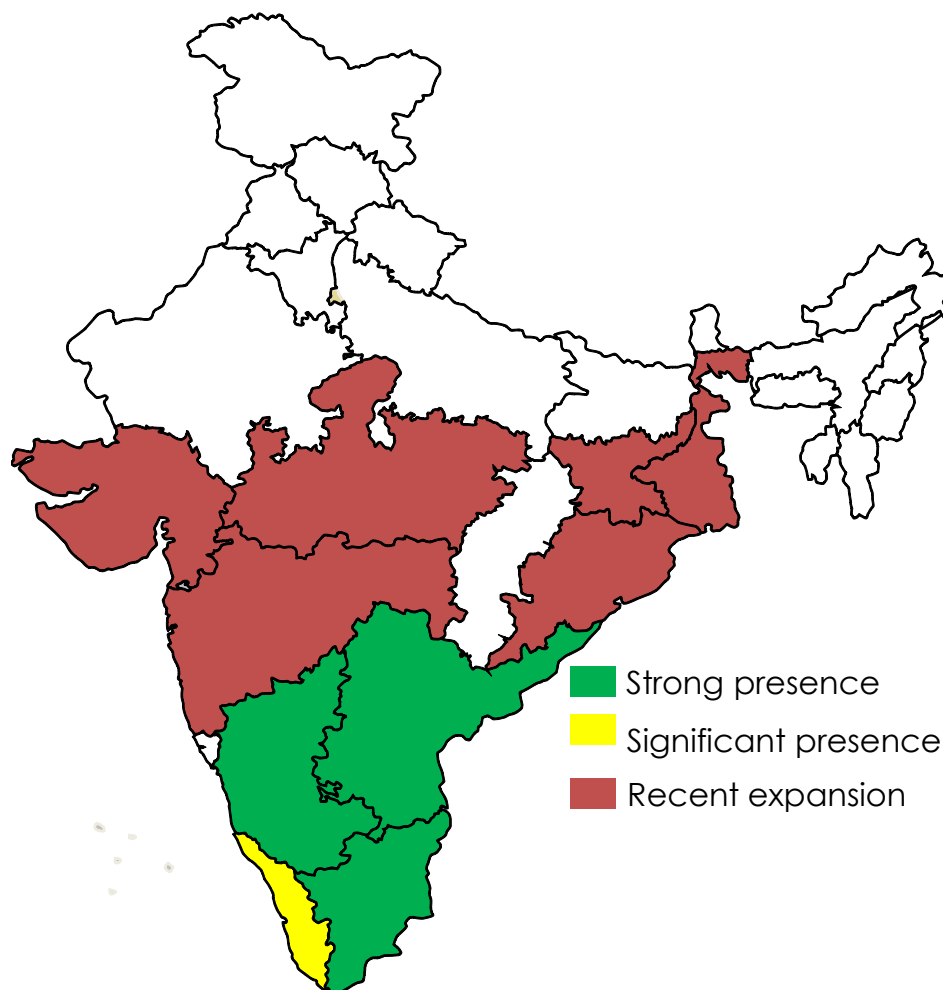
Source (Rs mn)	H1 FY16	H1 FY17	Change
National housing Bank	9,693	12,983	34%
Repco Bank	4,973	4,924	-1%
Commercial Banks	39,874	44,485	12%
NCDs	4,000	6,850	71%
CPs	0	2,500	100%
Total	58,540	71,742	23%



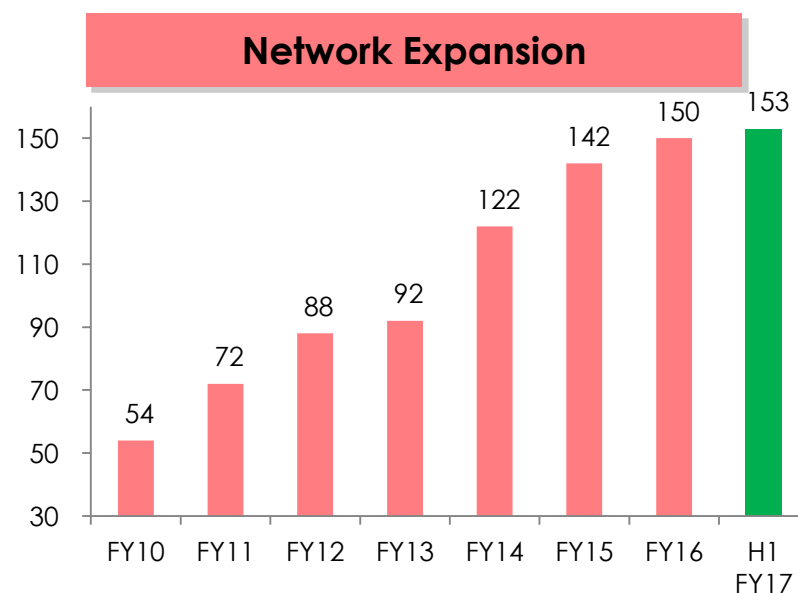
Geographic Presence

Expanding footprint

Repco Home Finance Limited

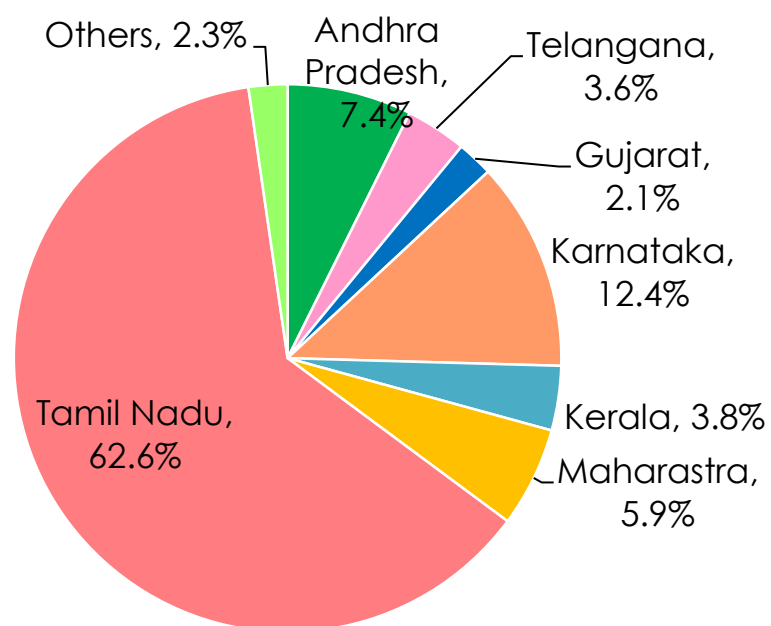


- ◆ Presence in 11 states and 1 Union Territory with 121 branches and 32 satellite centres
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh and Jharkhand
- ◆ Focus in FY17 is to increase penetration in existing regions.



Region-wise loan book

Repco Home Finance Limited



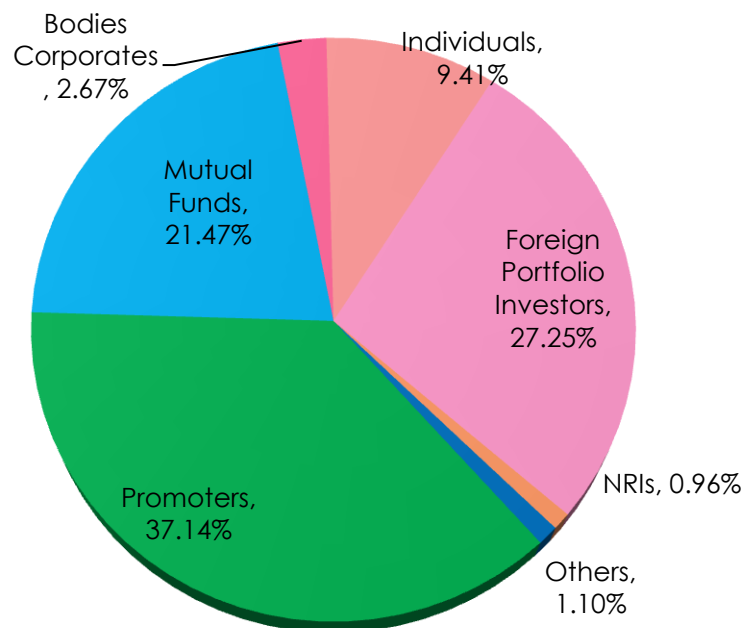
	Exposure	
Key States	H1 FY16	H1 FY17
Andhra Pradesh	8.3%	7.4%
Telangana	3.4%	3.6%
Gujarat	1.9%	2.1%
Karnataka	12.5%	12.4%
Kerala	3.8%	3.8%
Maharashtra	5.4%	5.9%
Tamil Nadu	62.5%	62.6%
Others	2.2%	2.3%
	100%	100%

Annexure

Shareholding pattern

Repco Home Finance Limited

Outstanding shares – 62.55 mn



Major Non-Promoter Shareholders	% shareholding
Franklin Templeton Mutual Fund	4.8%
SBI Mutual Fund	4.2%
Birla Sun Life Mutual Fund	4.0%
Parvest Equity India	4.0%
DSP Blackrock Mutual Fund	3.2%
Goldman Sachs India Limited	2.6%
Nomura India Investment Fund	2.4%
India Capital Fund Limited	2.2%
TVF Fund Ltd	2.1%
Motilal Oswal Mutual Fund	1.5%
Alliance Bernstein (Mauritius) Limited	1.5%
BNP Paribas Mutual Fund	1.4%
Wasatch Funds	1.2%
California Public Employees' Retirement System	1.1%

Profit and loss statement

Repco Home Finance Limited

(Rs. million)	Q2 FY17	Q2 FY16	YoY (%)	Q1 FY17	QOQ (%)	H1 FY17	H1 FY16	YoY (%)
Income:								
Revenue from operations	2,596	2,156	20%	2,468	5%	5064	4157	22%
Other Income	1	7	-82%	1	18%	2	8	-70%
Total Income	2,597	2,164	20%	2,469	5%	5,066	4,165	22%
Expenses:								
Interest and other Financial Charges	1,597	1,344	19%	1,549	3%	3146	2615	20%
Employee benefit expense	100	114	-12%	98	2%	198	215	-8%
Depreciation and amortization expense	9	10	-15%	8	5%	17	20	-17%
Other expenses	55	51	8%	43	29%	98	94	4%
Provision for Non-Performing Assets	100	16	523%	170	-41%	270	119	127%
Contingency Provisions against Standard Assets	25	30	-16%	8	212%	33	41	-19%
Bad-Debts Written Off	2	0	100%	1	58%	3	0	100%
Provision for diminution in value of Investments	0	1	0%	0	0%	0	1	-100%
Total Expenses	1,887	1,567	20%	1,878	1%	3,765	3,105	21%
Profit before tax	710	597	19%	592	20%	1302	1060	23%
Tax expense:								
Current tax	244	188	30%	225	9%	469	356	32%
Deferred Tax	9	19	-54%	-28	-131%	-19	11	-277%
Net Profit	457	390	17%	395	16%	852	693	23%

Balance sheet

Repco Home Finance Limited

(Rs. million)	As on Sep 30, 2016	As on Sep 30, 2015
EQUITY AND LIABILITIES:		
Shareholder's Funds	10,401	8,857
Share Capital	626	624
Reserves and Surplus	9,776	8,233
Non-Current Liabilities	56,535	46,520
Long-term borrowings	54,825	45,242
Deferred Tax Liability	381	354
Long term provisions	1,329	924
Current Liabilities	18,575	13,806
Short-term borrowings	8,370	5,623
Other current liabilities	10,164	8,150
Short-term provisions	42	32
Total	85,511	69,182
ASSETS:		
Non-current assets	79,390	64,312
Fixed assets		
Tangible assets	65	74
Intangible assets	19	17
Non-current investments	124	124
Long term loans and advances	79,181	64,098
Current assets	6,121	4,870
Cash and Bank Balances	242	190
Short-term loans and advances	5,681	4,516
Other current assets	199	163
Total	85,511	69,182

Key metrics

Particulars	Units	H1 FY16	FY16	H1 FY17
Outstanding Loan Book	Rs. Mn	68,488	76,912	84,688
Sanctions	Rs. Mn	15,196	30,828	17,245
Disbursements	Rs. Mn	13,564	28,512	14,761
Income from Operations	Rs. Mn	4,157	8,801	5,064
Net Interest Income	Rs. Mn	1,406	3,039	1,742
PAT	Rs. Mn	693	1,501	852
Networth	Rs. Mn	8,520	9,162	9,927
Yield on assets	%	12.50	12.44	12.10
Cost of funds	%	9.55	9.44	9.22
Spread	%	2.95	2.99	2.88
Gross NPA	%	1.80	1.31	2.37
Net NPA	%	0.92	0.48	1.31
<u>Loan Book Composition:</u>				
Non-Salaried	%	57.5	58.8	59.7
Salaried	%	42.5	41.2	40.3
Home Loans	%	80.8	80.2	79.3
Loans against property	%	19.2	19.8	20.7

Key metrics

Particulars	Units	Q2FY16	Q1FY17	Q2FY17
Sanctions	Rs. Mn	8,579	6,783	10,461
Disbursements	Rs. Mn	7,763	5,997	8,764
Net Interest Income	Rs. Mn	742	840	902
PAT	Rs. Mn	390	395	457
NIM	%	4.5	4.3	4.4
Yield on assets	%	12.6	12.2	12.2
Cost of funds	%	9.5	9.3	9.2
Spread	%	3.1	2.9	3.0

For any Investor Relations queries, please contact:

**V. Raghu, Executive Director/
Bala , Investor Relations
Repco Home Finance Limited**

Phone: +91 44 42106650

Email: ed_vr@repcohome.com
bala@repcohome.com

Safe Harbor:

This presentation may have certain statements that may be “forward looking” including those relating to general business plans and strategy of Repco Home Finance Ltd., (RHFL), its future outlook and growth prospects. The actual results may differ materially from these forward looking statements due to a number of risks and uncertainties which could include future changes or developments in RHFL, the competitive environment, the company’s ability to implement its strategies and initiatives, respond to technological changes as well as sociopolitical, economic and regulatory conditions in India.

All financial data in this presentation is obtained from the audited financial statements and the various ratios are calculated based on these data. This presentation does not constitute a prospectus, offering circular or offering memorandum or an offer, invitation or a solicitation of any offer, to purchase or sell, any shares of RHFL and should not be considered or construed in any manner whatsoever as a recommendation that any person should subscribe for or purchase any of RHFL’s shares. None of the projection, expectations, estimates or prospects in this presentation should be construed as a forecast implying any indicative assurance or guarantee of future performance, nor that the assumptions on which such future projects, expectations, estimates or prospects have been prepared are complete or comprehensive .

This presentation is for information purposes only. This document and its contents should not forwarded or delivered or transmitted in any manner to any person other than its intended recipients, and should not be reproduced in any manner whatsoever. The recipients further represents and warrants that : (i) It is lawfully able to receive this presentation under the laws of the jurisdiction in which it is located, and / or any other applicable laws, (ii) It is not a U.S. person, (iii) This presentation is furnished to it, and has been received, outside of the United States, and (iv) It will not reproduce, publish, disclose, redistribute or transmit this presentation, directly or indirectly, into the United States or to any U.S. person either within or outside of recipient’s organisation.