

**REPCO HOME FINANCE LIMITED**

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



# Earnings Presentation Q3FY18



◆ **Q3FY18 Performance**

- ▶ Business summary.....
- ▶ Financial performance for Q3FY18 .....
- ▶ Borrowing profile.....

◆ **Geographic Presence**

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

◆ **Annexure**

# Q3FY18 Performance

• Loans outstanding (Dec 31, 2017)	Rs. 94,904 mn
• Net worth (Dec 31, 2017)	Rs. 12,007 mn
• Tier 1 capital adequacy ratio (Provisional)	22.3%
• Average loan per unit	Rs. 1.4 mn
• Number of live accounts	80,265
• Current Employee Strength	718
• Gross NPA (%) (Dec 31, 2017)	3.70%
• Net NPA (%) (Dec 31, 2017)	2.05%

# Q3FY18 Performance

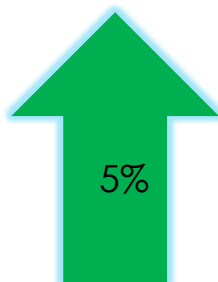
Repco Home Finance Limited

Figures in Rs million

## Income from operations

Q3FY18

2,775

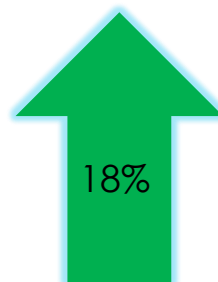


Q3FY17

2,642

## Net Interest Income

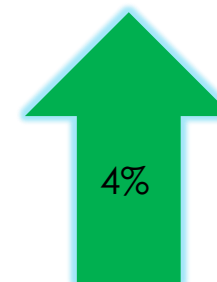
1,071



907

## Profit after Tax

485

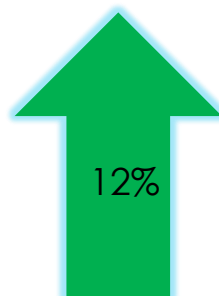


464

## Home Loans

Q3FY18

76,927

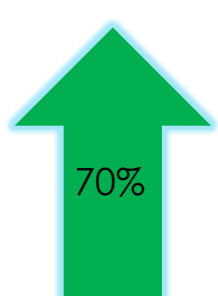


Q3FY17

68,721

## Sanctions

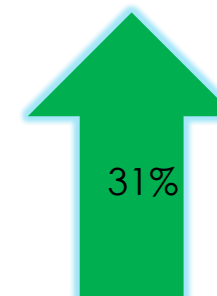
7,725



4,537

## Disbursements

6,571

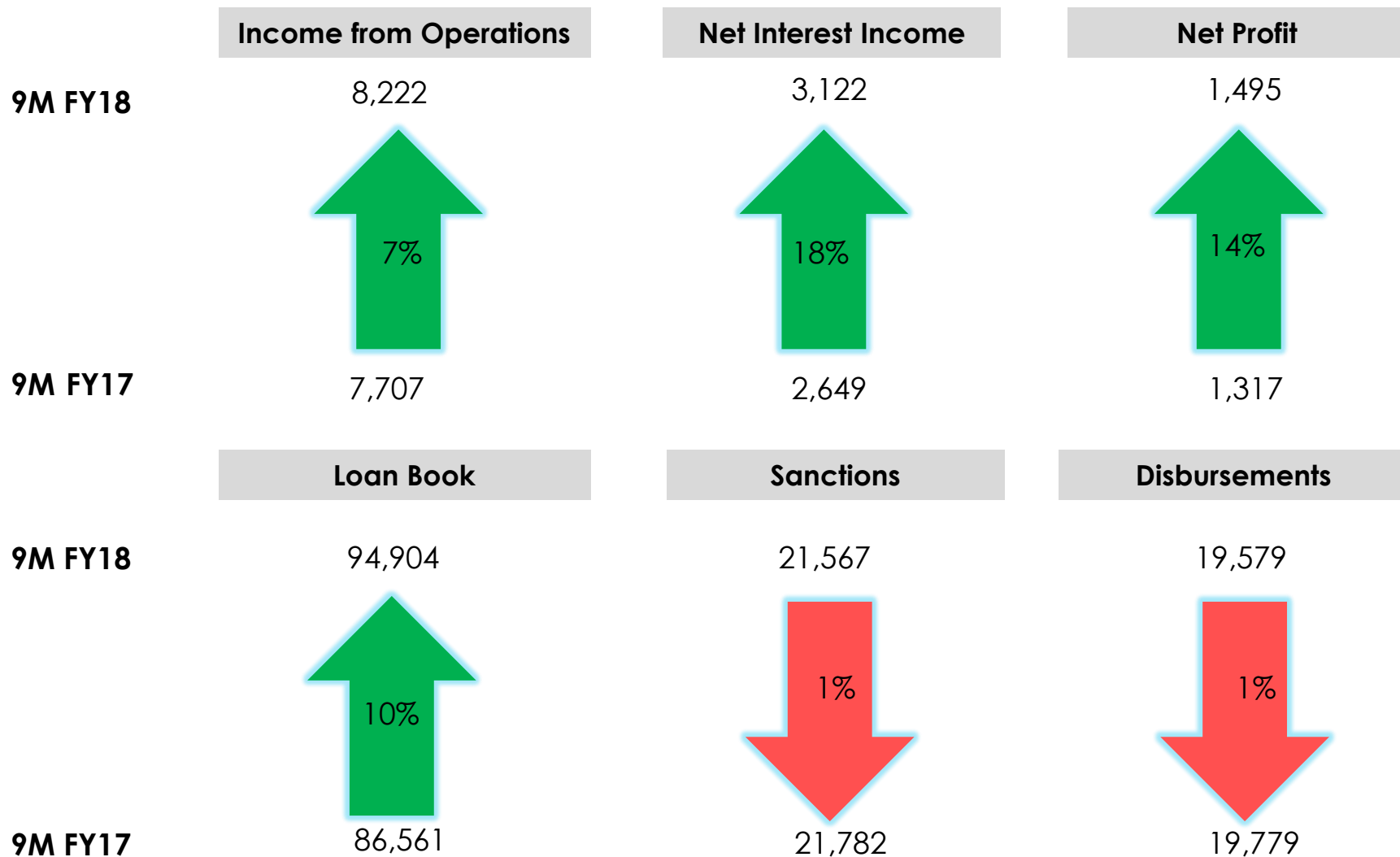


5,018

# 9MFY18 performance

Repco Home Finance Limited

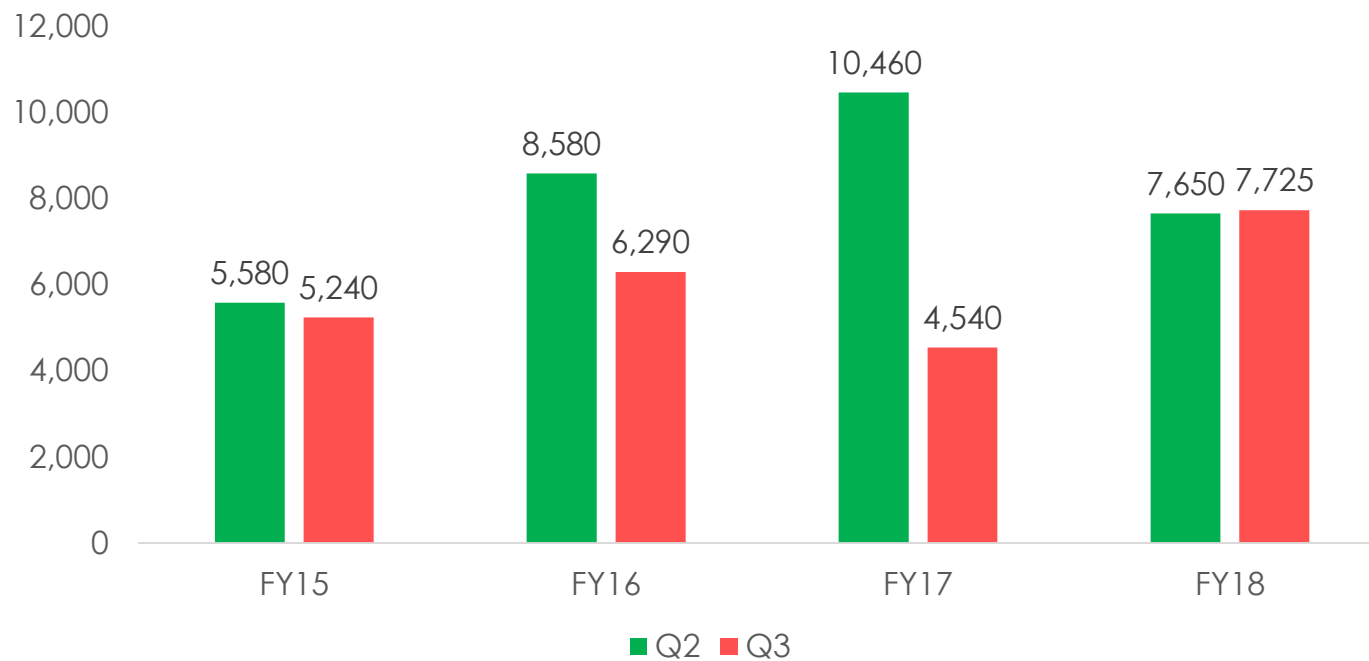
Figures in Rs million



# Q3 vs Q2 sanctions- last 4 years

Repco Home Finance Limited

Figures in Rs million



# Relative performance – Q3FY18

Repco Home Finance Limited

Particulars	Units	Q3FY17	Q2FY18	Q3FY18
Sanctions	Rs. Mn	4,537	7,645	<b>7,725</b>
Disbursements	Rs. Mn	5,018	7,525	<b>6,571</b>
Net interest income	Rs. Mn	907	1,093	<b>1,071</b>
PAT	Rs. Mn	464	559	<b>485</b>
NIM	%	4.2	4.8	<b>4.6</b>
Yield on assets	%	12.1	11.9	<b>11.5</b>
Cost of funds	%	9.2	8.4	<b>8.3</b>
Spread	%	2.9	3.4	<b>3.2</b>
Cost to income ratio	%	16.8	15.0	<b>18.9</b>
Return of assets	%	2.2	2.4	<b>2.1</b>
Return on equity	%	18.7	19.6	<b>16.5</b>

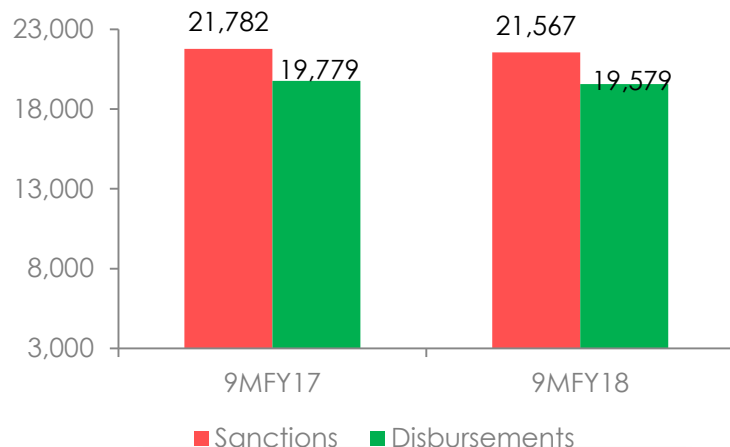


# Asset book

Repco Home Finance Limited

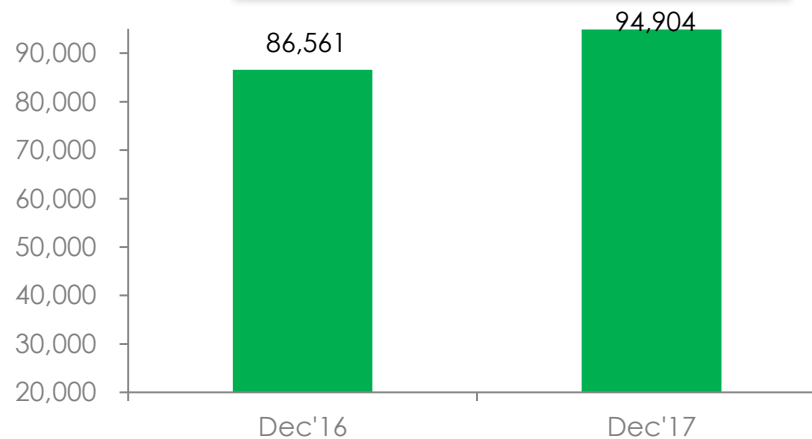
Figures in Rs million

## Sanctions and disbursements

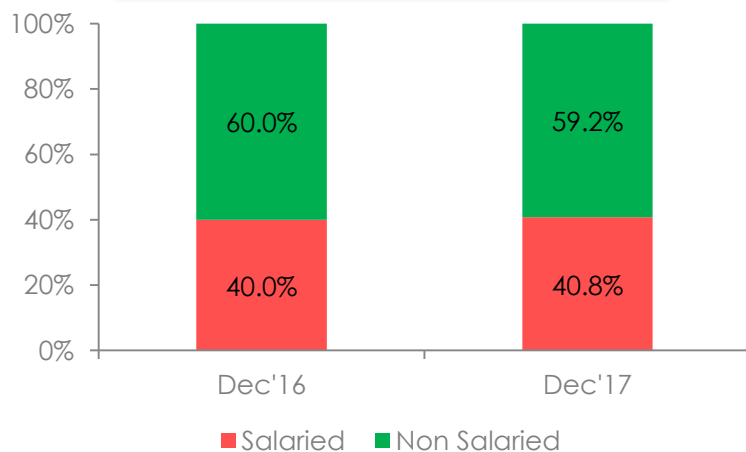


■ Sanctions ■ Disbursements

## Loan Book

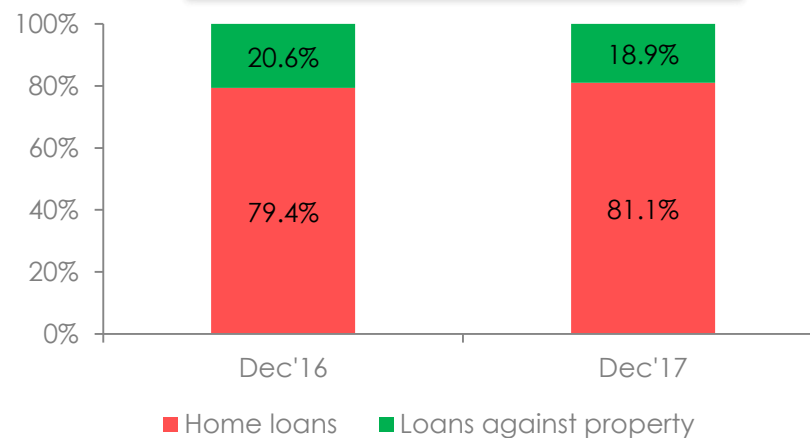


## Loan book composition



■ Salaried ■ Non Salaried

## Mix of loan portfolio

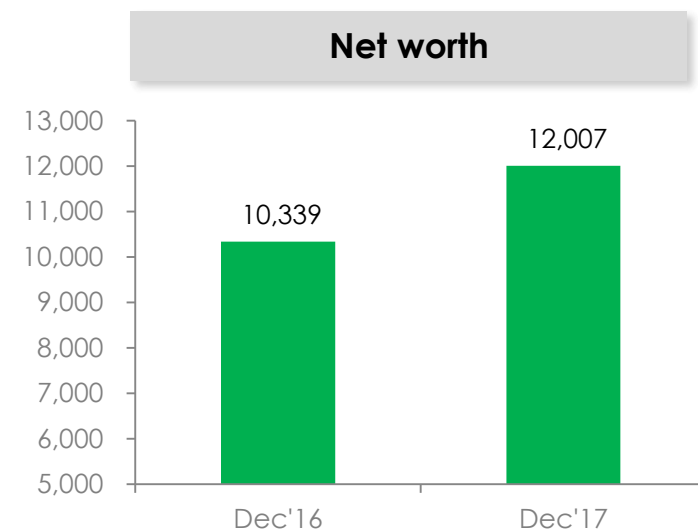
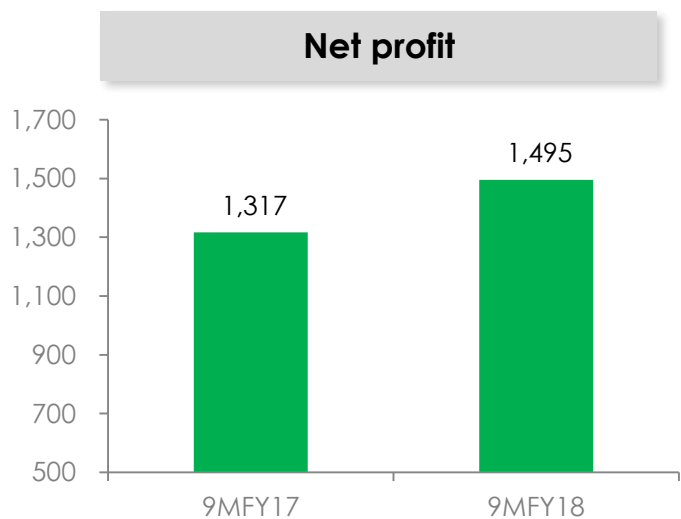
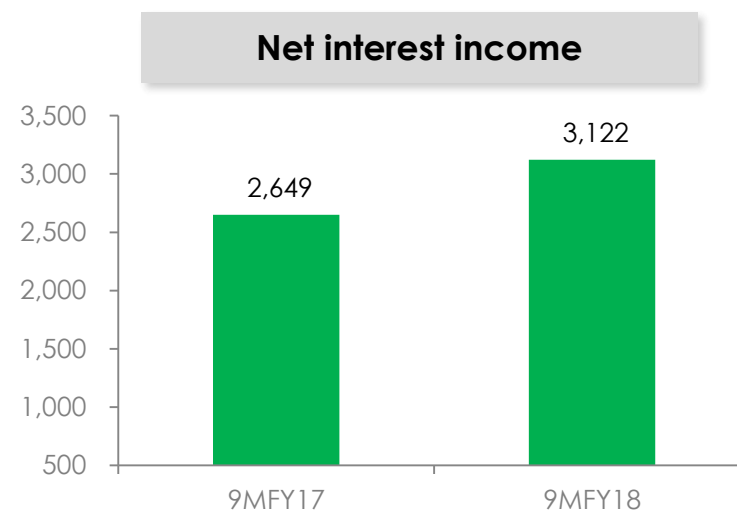
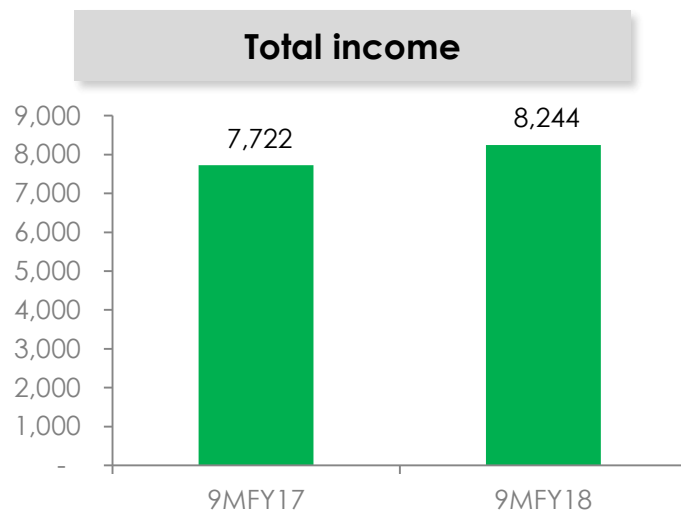


■ Home loans ■ Loans against property

# Income and earnings growth

Repco Home Finance Limited

Figures in Rs million

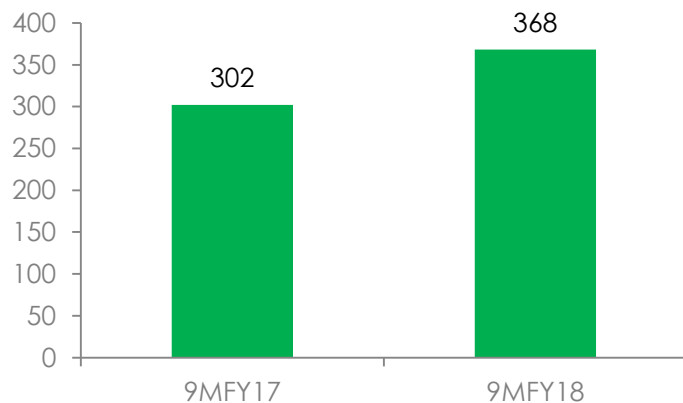


# Operating cost

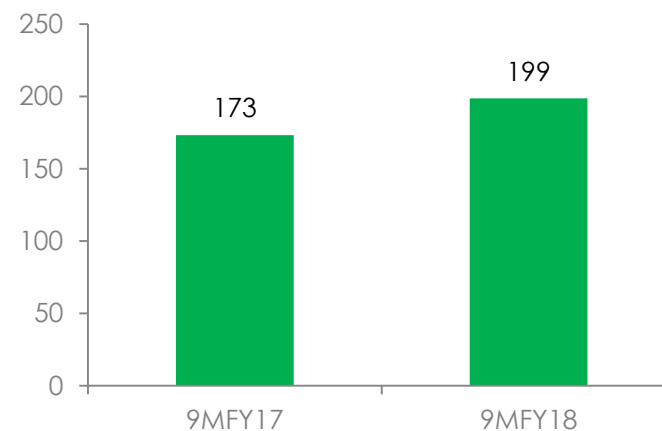
Repco Home Finance Limited

Figures in Rs million

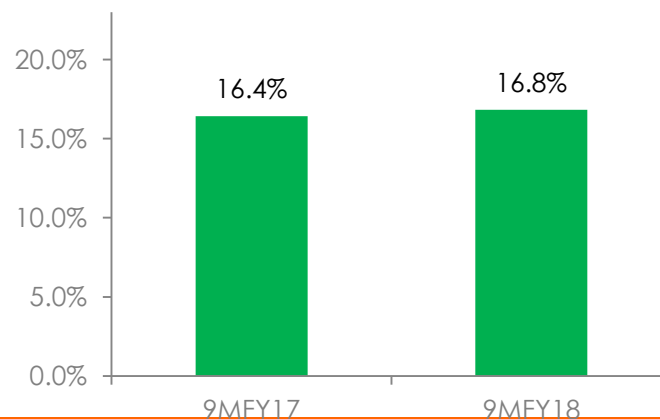
## Employee cost



## Other opex



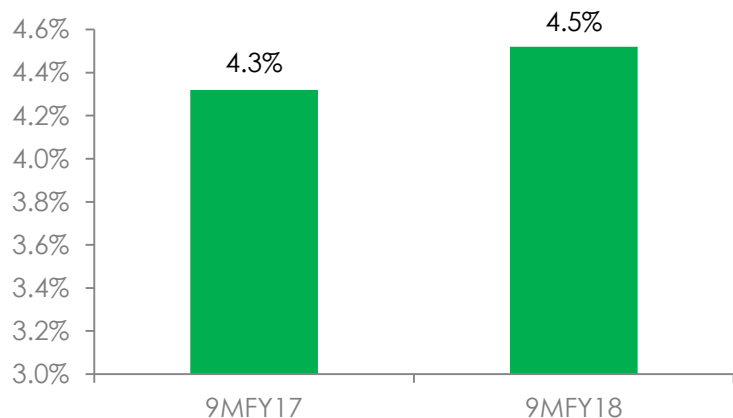
## Cost to income ratio



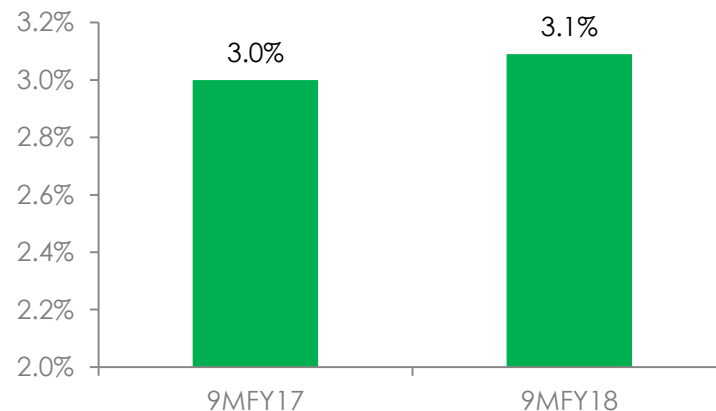
# Profitability ratios

Repco Home Finance Limited

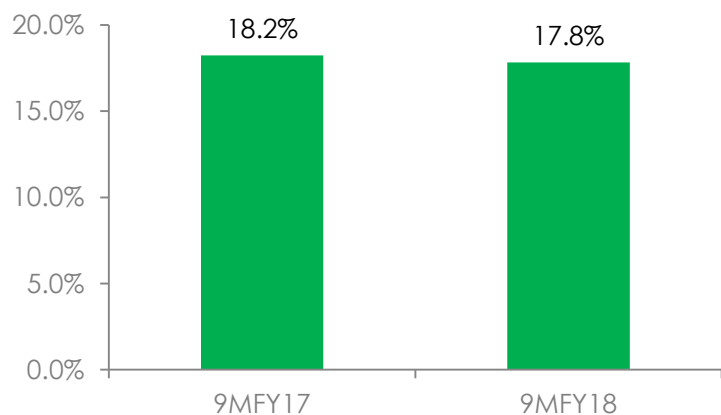
**Net interest margin**



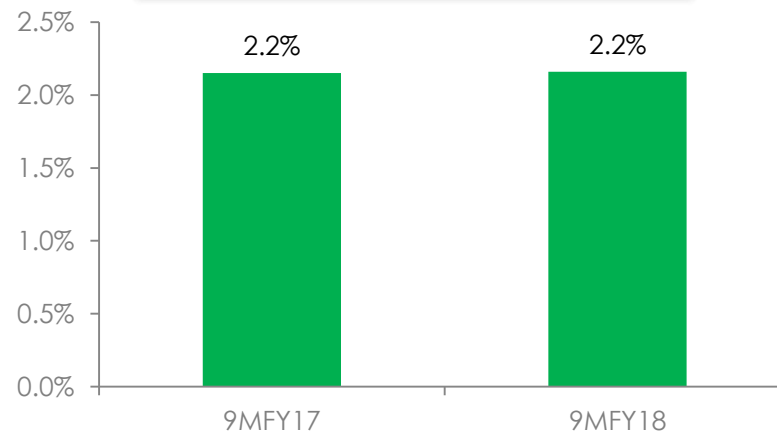
**Spread**



**Return on equity**



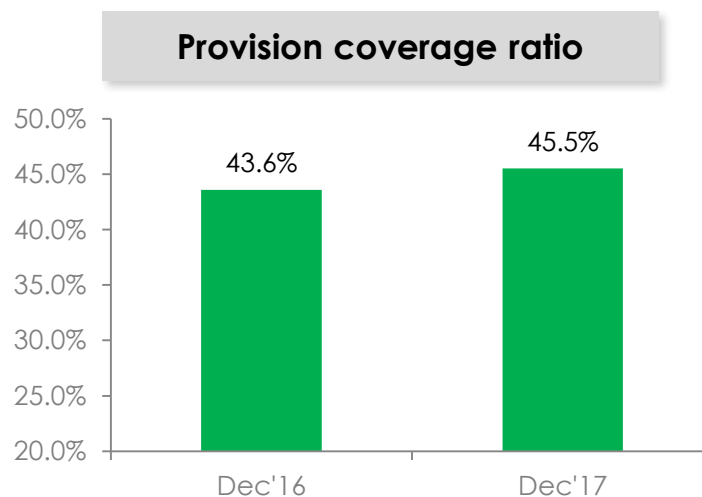
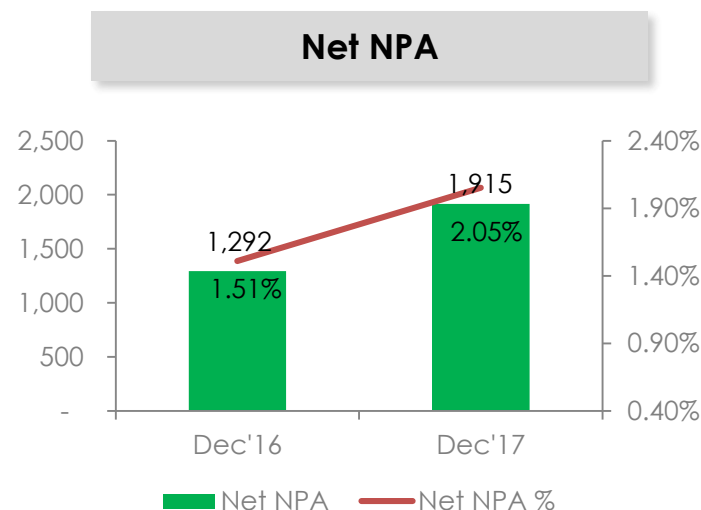
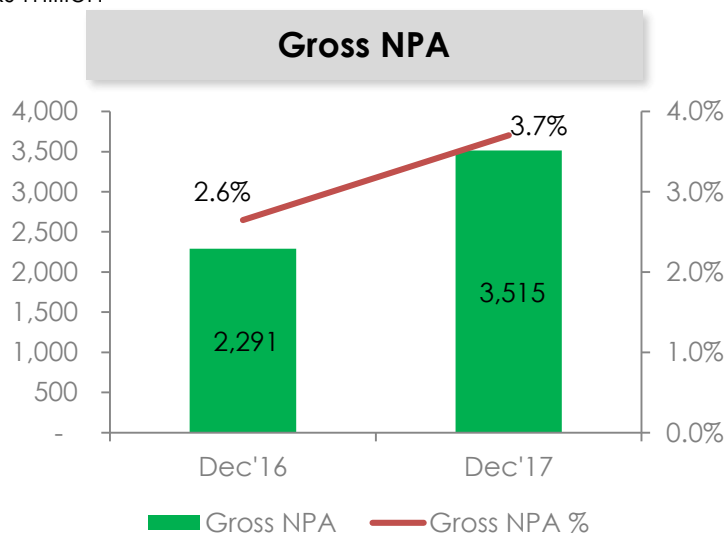
**Return on assets**



# Asset quality & provisioning

Repco Home Finance Limited

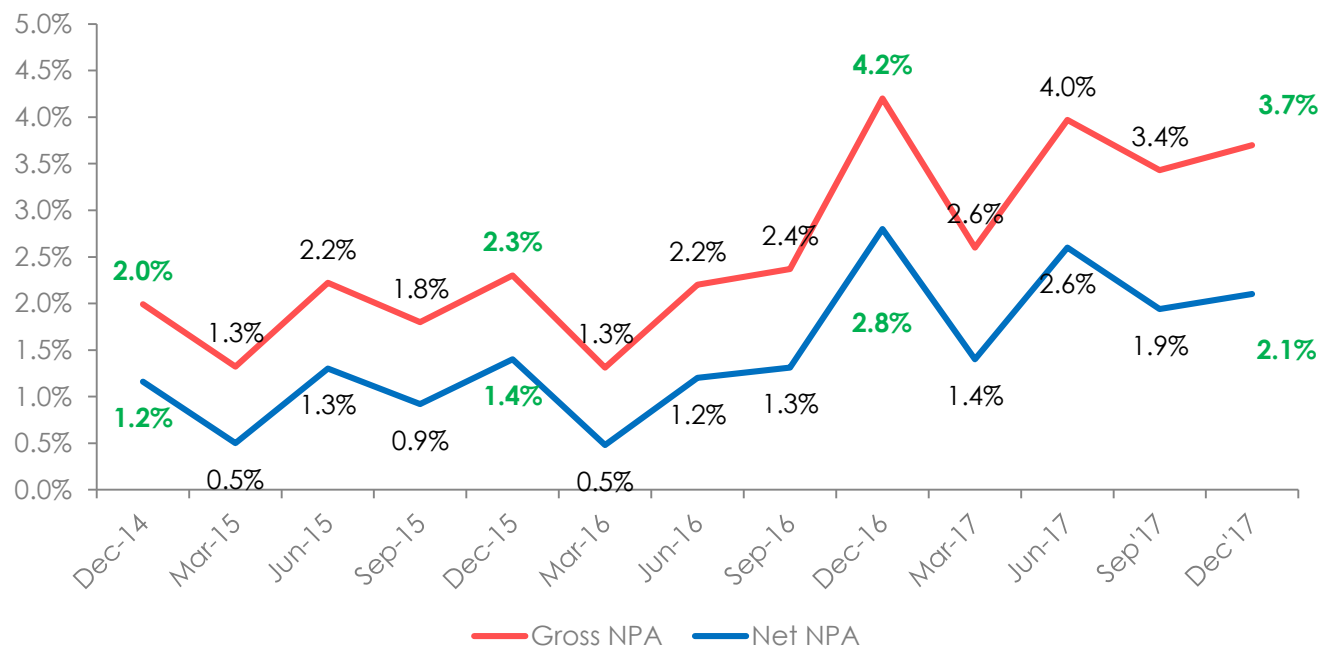
Figures in Rs million



**Note – Had the company not taken regulatory forbearance, the reported numbers as of Dec'16 would have been**

**GNPA% - 4.24%**  
**NNPA% - 2.77%**  
**PCR – 34.7%**

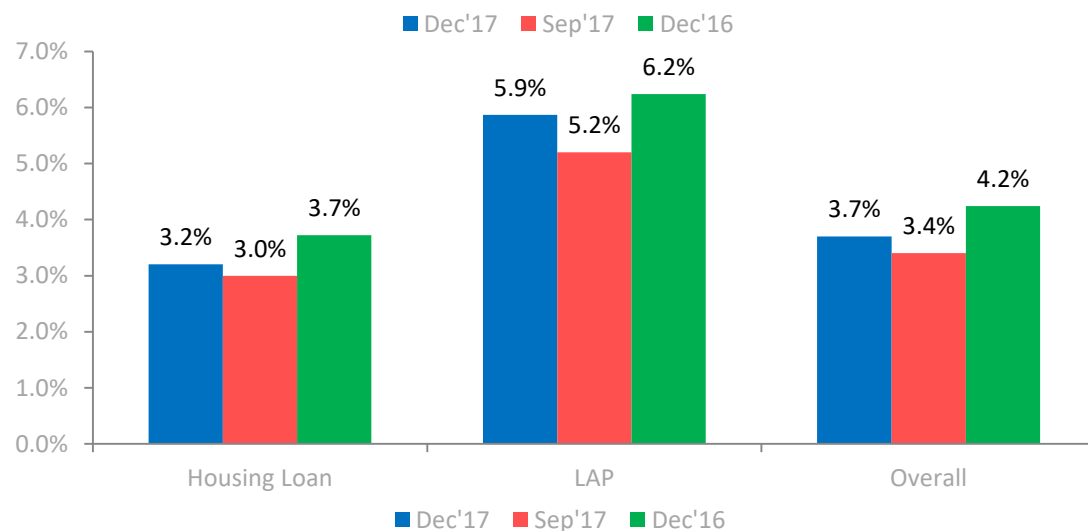
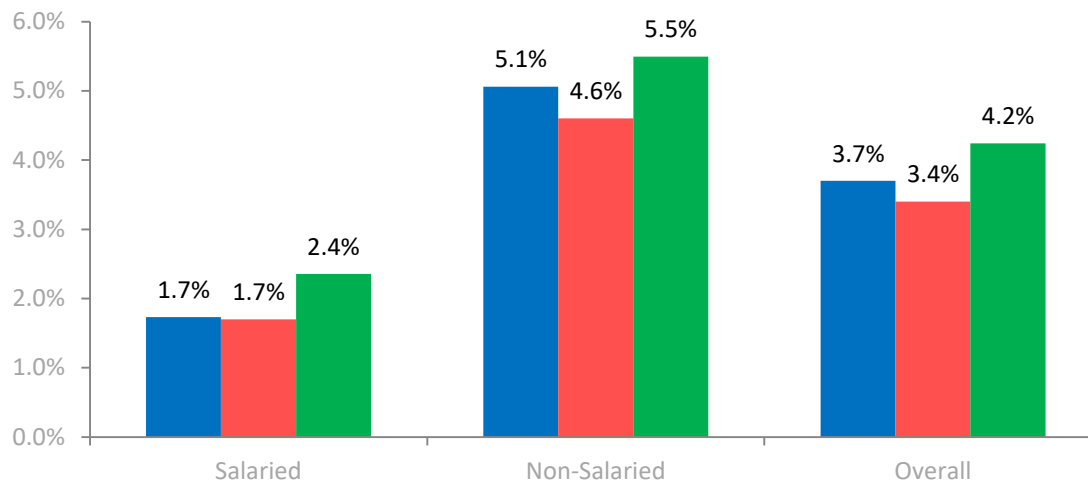
### 90+ dpd (%)



**Note – Post demonetization of large currency notes in Nov-17, the company, like other financial institutions, had used regulatory forbearance in Q3FY18 that allowed deferment of classification as sub-standard on 90+ dpd loans.**

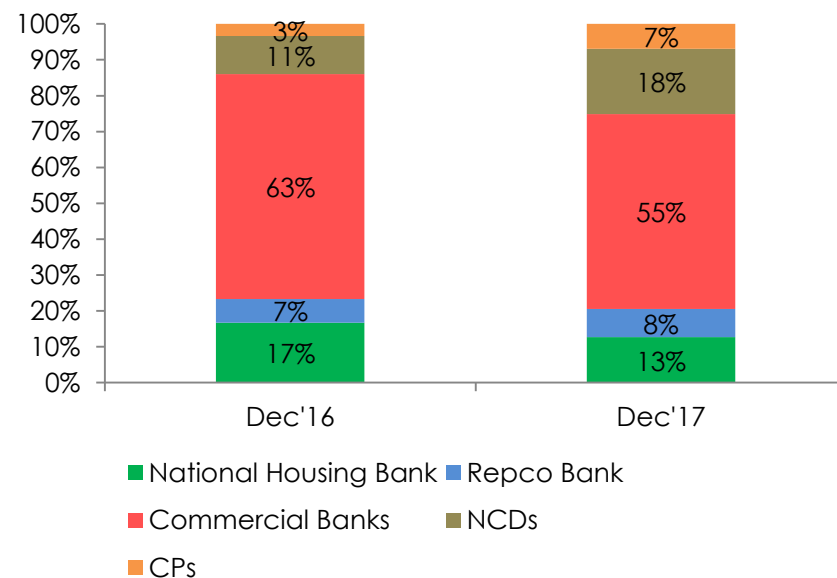
# Mix/Product-wise GNPA (%)

Repco Home Finance Limited



# Diversified borrowing profile

Source (Rs mn)	Cost*	Dec'16	Dec'17	% change
National Housing Bank	7.7%	12,330	9,979	-19%
Repco Bank	8.2%	4,905	6,199	26%
Commercial Banks	8.3%	46,302	42,903	-7%
NCDs	8.6%	7,850	14,370	83%
CPs	6.8%	2,500	5,500	120%
<b>Total</b>	<b>8.16%</b>	<b>73,887</b>	<b>78,952</b>	<b>7%</b>

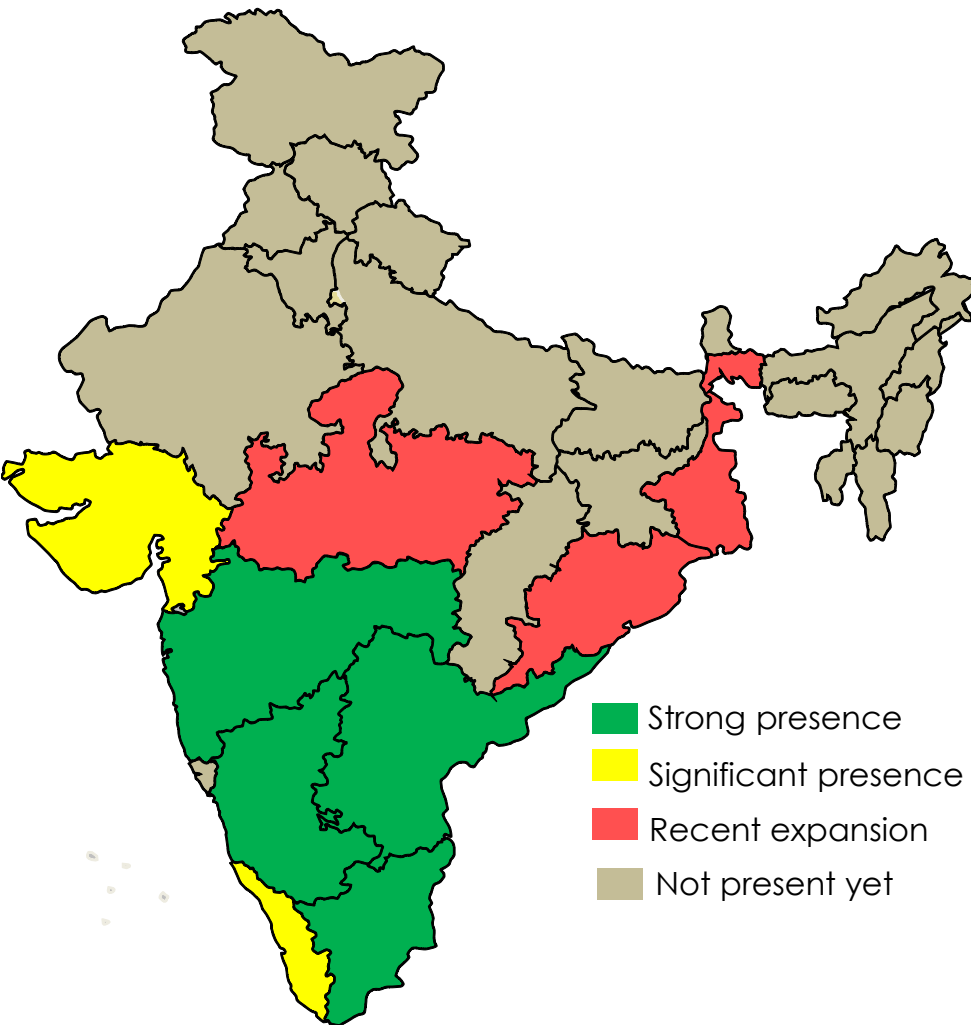


\*Weighted average cost on the Balance Sheet date



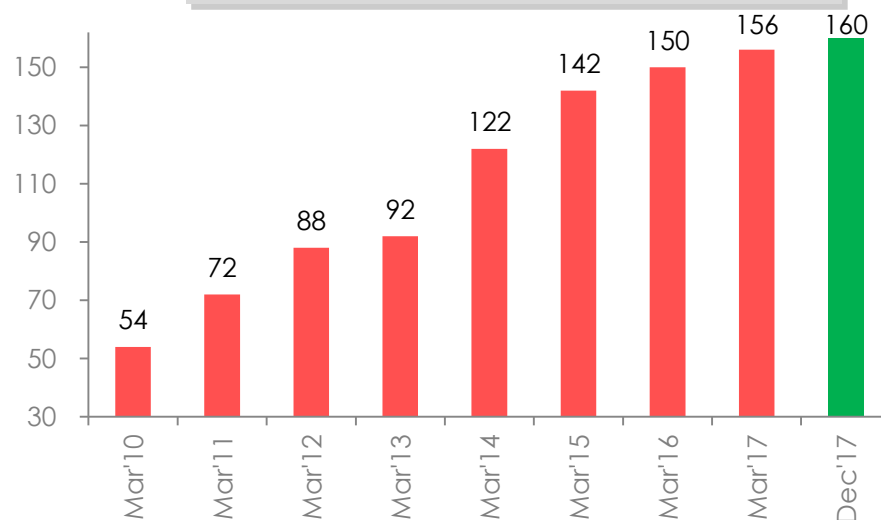
# Geographic Presence

# Footprint



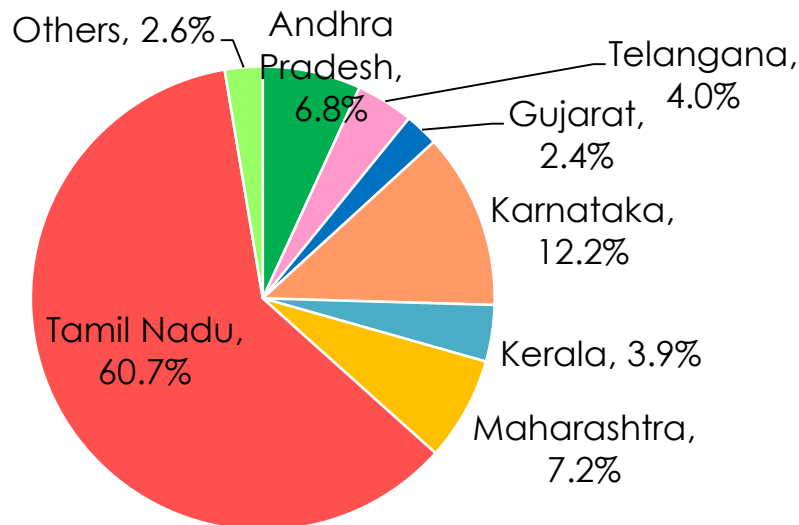
- ◆ Presence in 11 states and 1 Union Territory with 129 branches and 31 satellite centers.
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh and Jharkhand.
- ◆ Focus in FY18 will be to increase penetration in existing regions and selectively enter new regions.

**Network Expansion**



# Region-wise loan book

Repco Home Finance Limited



Annualized

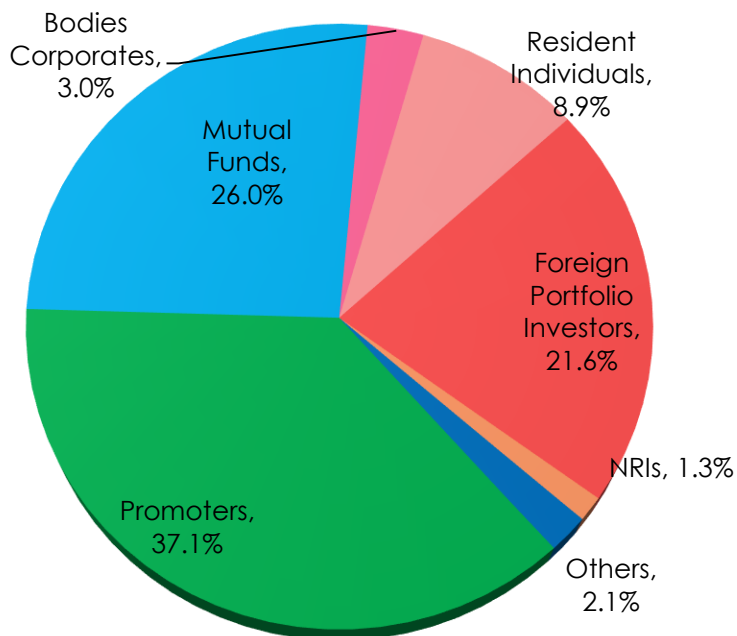
States	Exposure			YoY growth	QoQ growth
	Dec'17	Sep'17	Dec'16		
Andhra Pradesh	6.8%	6.9%	7.2%	4%	6%
Telangana	4.0%	3.9%	3.7%	19%	20%
Gujarat	2.4%	2.2%	2.2%	20%	27%
Karnataka	12.2%	12.0%	12.3%	9%	16%
Kerala	3.9%	3.9%	3.8%	14%	9%
Maharashtra	7.2%	7.0%	6.1%	30%	23%
Tamil Nadu	60.7%	61.5%	62.4%	7%	2%
Others	2.6%	2.6%	2.4%	23%	8%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>10%</b>	<b>7%</b>

# **Annexure**

# Shareholding pattern

Repco Home Finance Limited

## Outstanding shares – 62.56 mn



## Major non-promoter shareholders

	% shareholding
Aditya Birla Sun Life Mutual Fund	7.25%
Franklin Templeton Mutual Fund	7.15%
DSP Blackrock Mutual Fund	6.22%
India Capital Fund Limited	2.23%
Parvest Equity India	2.11%
HSBC Global Investment Funds – Ex Japan	2.09%
Alliance Bernstein India Growth (Mauritius) Limited	1.78%
Nomura India Investment Fund	1.77%
Sundaram Mutual Fund	1.67%

# Profit and loss statement

Repco Home Finance Limited

Figures in Rs million	Q3 FY18	Q3 FY17	YoY (%)	Q2 FY18	QOQ (%)	9M FY18	9M FY17	YoY (%)	FY17
<b>Income:</b>									
Revenue from operations	2,775	2,642	5%	2,790	-1%	8,222	7,707	7%	10,442
Other income	1	13	-91%	20	-94%	22	16	41%	17
<b>Total Income</b>	<b>2,776</b>	<b>2,656</b>	<b>5%</b>	<b>2,810</b>	<b>-1%</b>	<b>8,244</b>	<b>7,722</b>	<b>7%</b>	<b>10,459</b>
<b>Expenses:</b>									
Interest and other financial charges	1,623	1,682	-3%	1,622	0%	4,874	4,828	1%	6,463
Employee benefit expense	138	104	32%	118	17%	368	302	22%	431
Depreciation and amortization expense	7	8	-3%	8	-8%	23	24	-5%	36
Other expenses	72	51	40%	53	37%	176	149	18%	209
Provision for non-performing assets	189	88	115%	157	21%	499	358	40%	460
Contingency provisions against standard assets	3	7	-59%	4	-39%	21	40	-48%	53
Bad-debts written off	2	2	8%	5	-58%	7	5	34%	5
<b>Total Expenses</b>	<b>2,035</b>	<b>1,941</b>	<b>5%</b>	<b>1,967</b>	<b>3%</b>	<b>5,967</b>	<b>5,706</b>	<b>5%</b>	<b>7,657</b>
Profit before tax	<b>741</b>	<b>714</b>	<b>4%</b>	<b>843</b>	<b>-12%</b>	<b>2,277</b>	<b>2,016</b>	<b>13%</b>	<b>2,802</b>
<b>Tax expense:</b>									
Current tax	260	237	10%	275	-5%	774	705	10%	940
Deferred Tax	-3	14	-122%	10	-130%	7	-6	NM	39
<b>Net Profit/(Loss)</b>	<b>485</b>	<b>464</b>	<b>4%</b>	<b>559</b>	<b>-13%</b>	<b>1,495</b>	<b>1,317</b>	<b>14%</b>	<b>1,823</b>

# Balance sheet

## Repco Home Finance Limited

Figures in Rs million	As on Dec 31, 2017	As on Dec 31, 2016
<b>EQUITY AND LIABILITIES:</b>		
<b>Shareholder's Funds</b>	<b>12,717</b>	<b>10,866</b>
Share Capital	626	626
Reserves and Surplus	12,091	10,241
<b>Non-Current Liabilities</b>	<b>55,022</b>	<b>58,354</b>
Long-term borrowings	52,389	56,272
Deferred Tax Liabilities (Net)	447	394
Other long term liabilities	104	277
Long term provisions	2,082	1,411
<b>Current Liabilities</b>	<b>28,403</b>	<b>18,374</b>
Short-term borrowings	12,523	8,166
Other current liabilities	15,839	10,167
Short-term provisions	41	40
<b>Total</b>	<b>96,142</b>	<b>87,594</b>
<b>ASSETS:</b>		
<b>Non-current assets</b>	<b>88,724</b>	<b>81,086</b>
Fixed assets		
Tangible assets	118	69
Intangible assets	14	17
Non-current investments	156	124
Long term loans and advances	88,436	80,875
<b>Current assets</b>	<b>7,418</b>	<b>6,509</b>
Cash and Bank Balances	348	237
Short-term loans and advances	6,654	5,910
Other current assets	416	362
<b>Total</b>	<b>96,142</b>	<b>87,594</b>

# Key metrics and relative performance – 9M FY18

Repco Home Finance Limited

Particulars	Units	9M FY17	FY17	9M FY18
Outstanding Loan Book	Rs. Mn	86,561	89,399	<b>94,904</b>
Sanctions	Rs. Mn	21,782	28,758	<b>21,567</b>
Disbursements	Rs. Mn	19,779	26,424	<b>19,579</b>
Net Interest Income	Rs. Mn	2,649	3,678	<b>3,122</b>
PAT	Rs. Mn	1,317	1,823	<b>1,495</b>
Yield on assets	%	12.2	12.2	<b>11.6</b>
Cost of funds	%	9.2	9.1	<b>8.5</b>
Spread	%	3.0	3.1	<b>3.1</b>
Net interest margin	%	4.3	4.4	<b>4.5</b>
Cost to income ratio	%	16.4	16.9	<b>16.8</b>
Return of assets	%	2.1	2.2	<b>2.2</b>
Return on equity	%	17.8	18.2	<b>17.8</b>



# Repco Micro Finance – performance highlights

Repco Home Finance Limited

Figures in Rs million

Particulars	FY15	FY16	FY17	CAGR
Loan outstanding	2,221	3,355	4,725	46%
Disbursements	2,496	3,545	4,969	41%
Net NPA %	0%	0%	0%	-
Total income	347	544	776	49%
Net profit	71.3	125.6	182.5	60%
Branch network	47	65	75	26%
Net interest margin	>9%	>9%	>9%	-

### **Shareholding –**

Repco Bank – 68%

Repco Home Finance – 32%

For any Investor Relations queries, please contact:

**Bala S , Investor Relations**  
**Repco Home Finance Limited**

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Email: [bala@repcohome.com](mailto:bala@repcohome.com)

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