

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



Earnings Presentation Q4FY14 & FY14



◆ Q4 & FY'14 Performance

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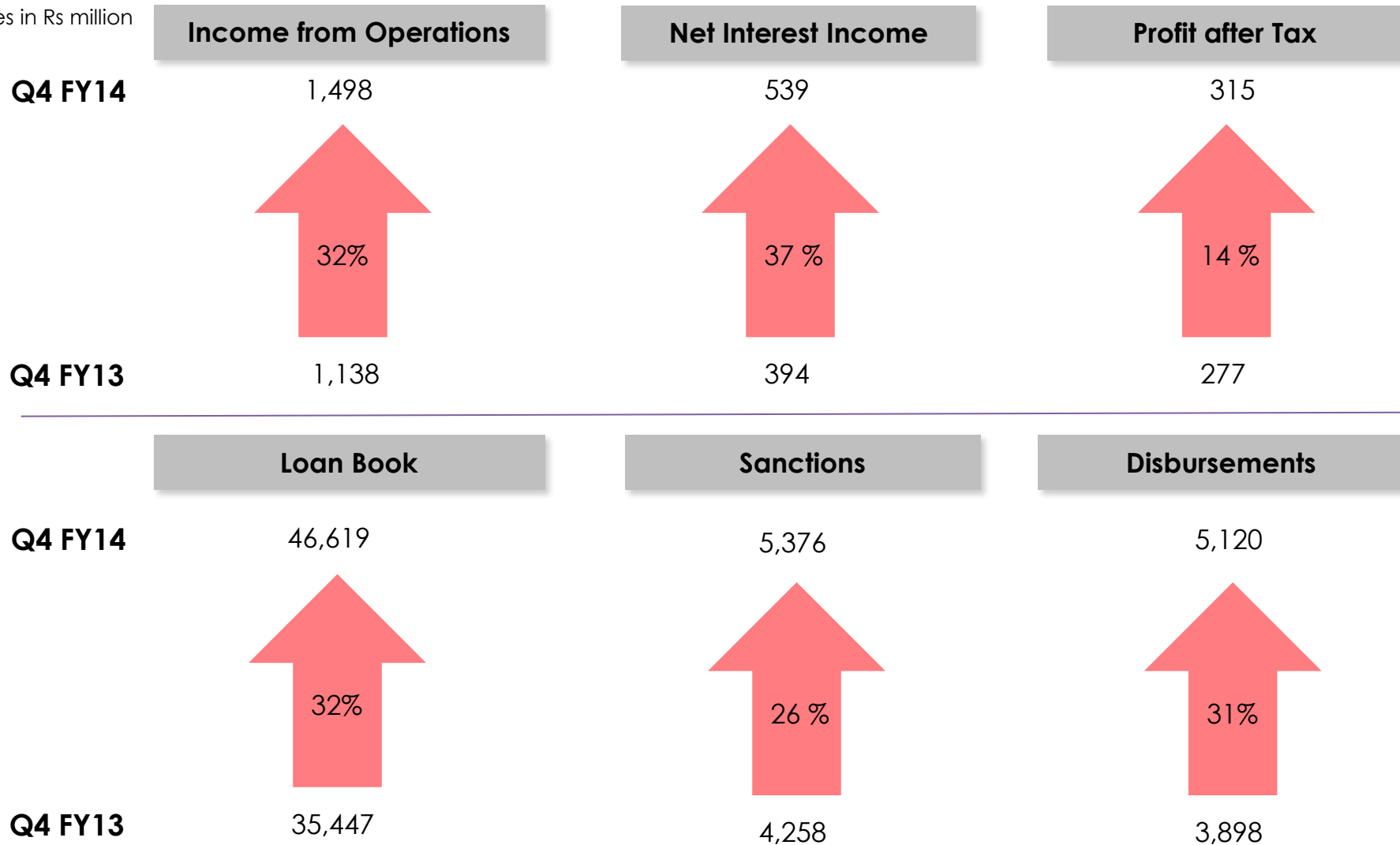
FY'14 and Q4 Performance

Business Summary

• Loans outstanding (Mar 31, 2014)	Rs. 46,619 mn
• Net worth (Mar 31, 2014)	Rs. 7,193 mn
• Average loan per unit	Rs. 1.1 mn
• Number of live accounts	49,093
• Current Employee Strength	465
• Cost to Income ratio	18.4%
• Capital Adequacy Ratio	24.5%
• Gross NPA (%) (Mar 31, 2014)	1.5%
• Net NPA (%) (Mar 31, 2014)	0.7%

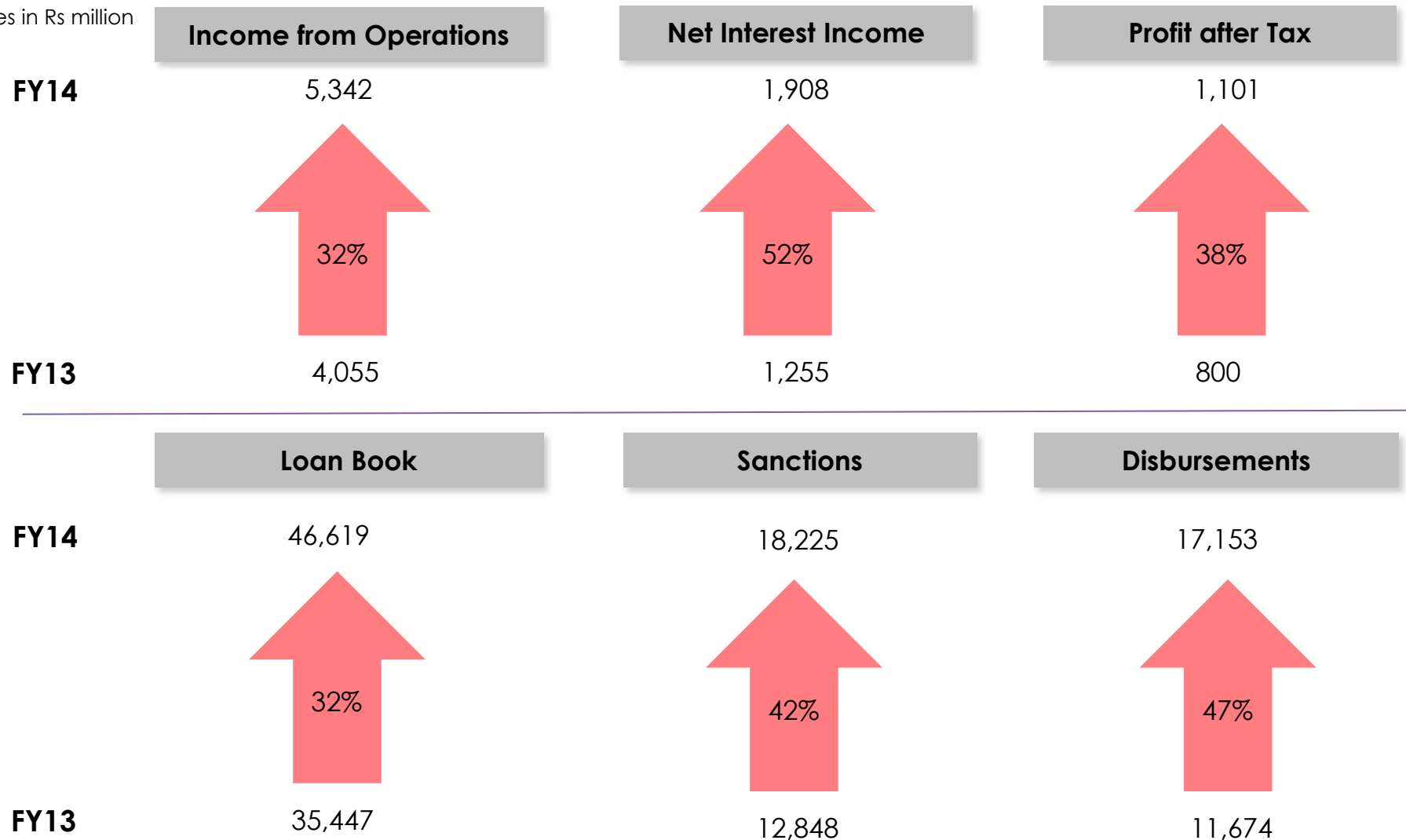
Strong growth continues in Q4 FY14

Figures in Rs million



Leading to robust FY14 with 38% PAT growth

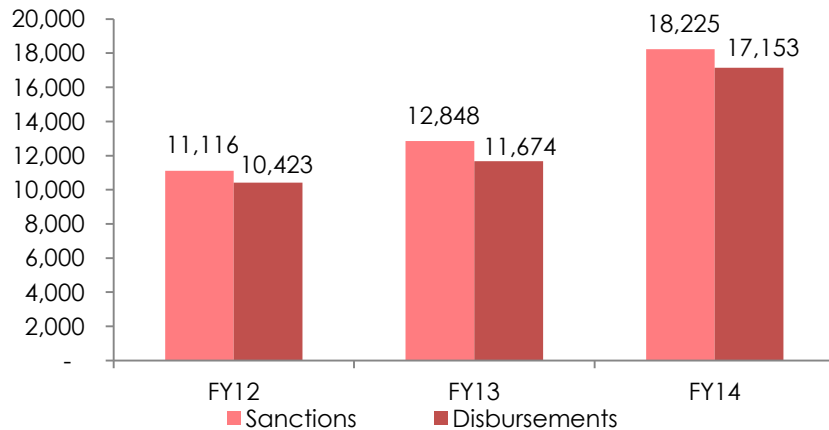
Figures in Rs million



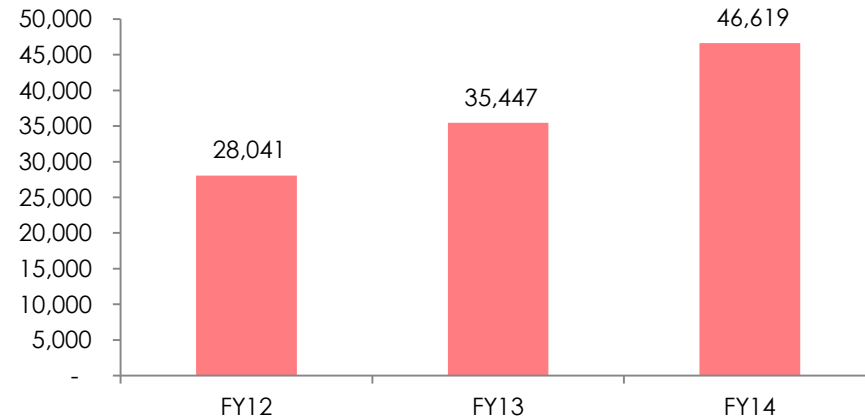
Steady growth in loan book with healthy customer mix

Figures in Rs million

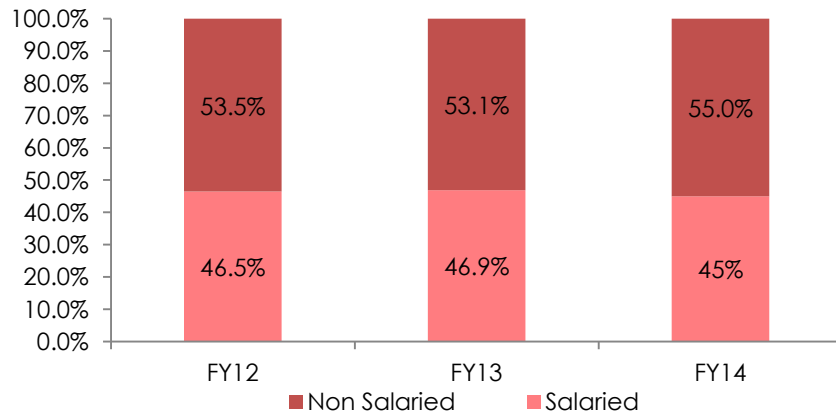
Sanctions and disbursements



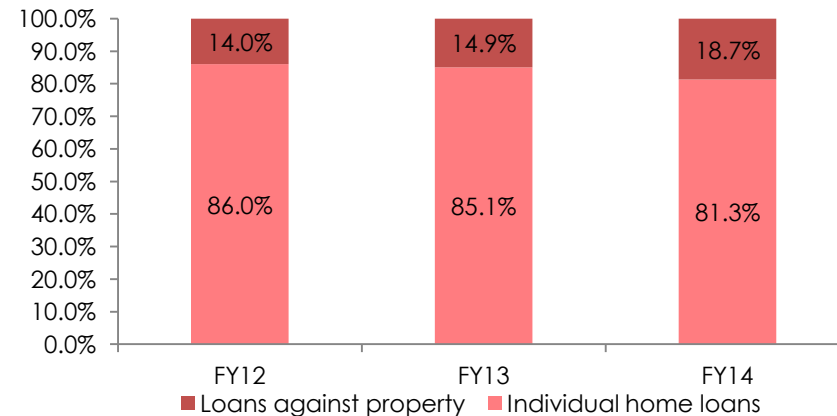
Loan Book



Loan book composition



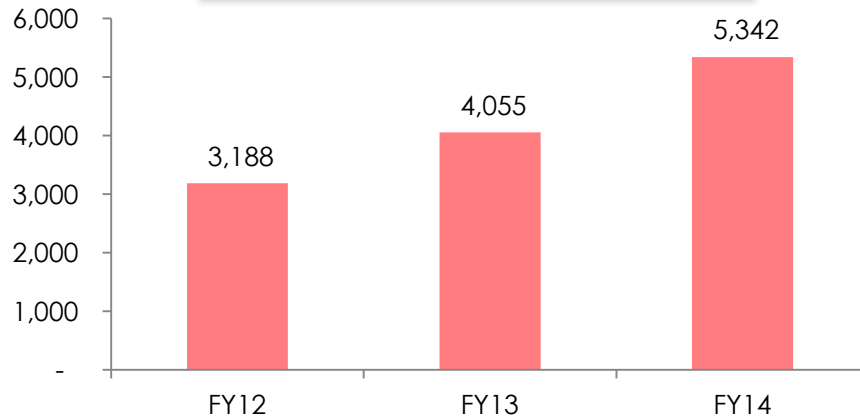
Mix of loan portfolio



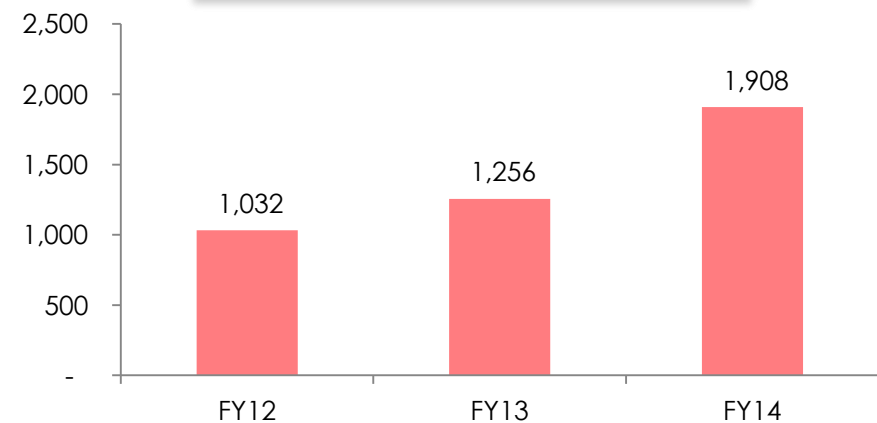
Driving robust income and earnings growth

Figures in Rs million

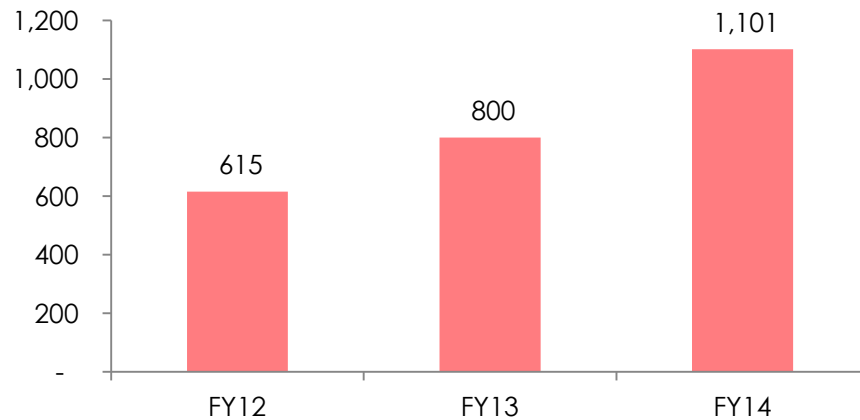
Income from operations



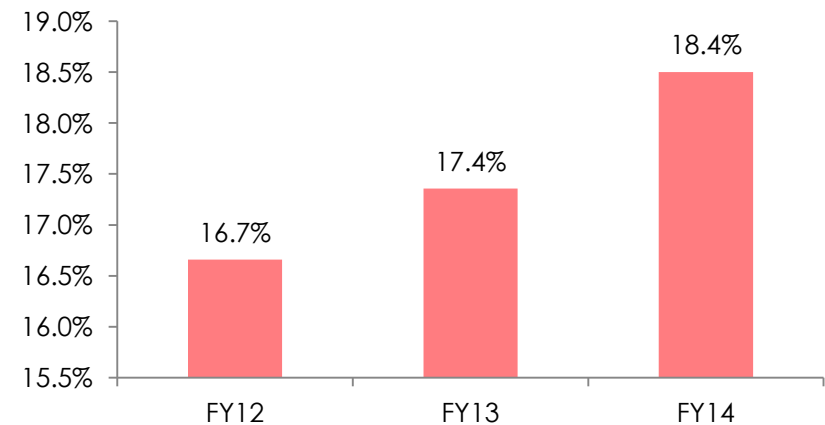
Net interest income



Net profit

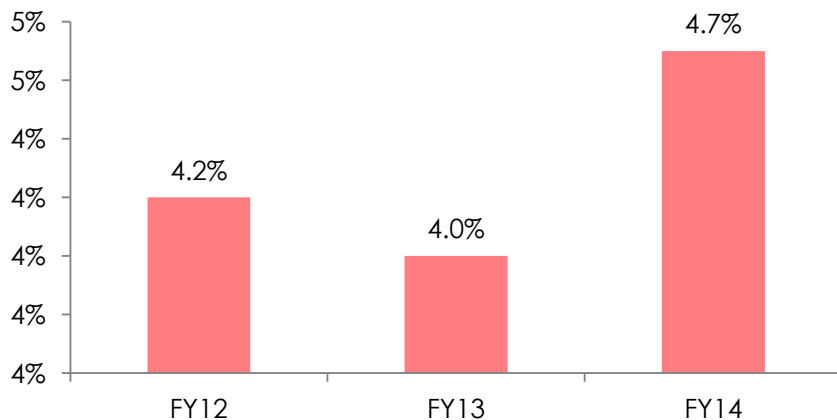


Cost to income ratio

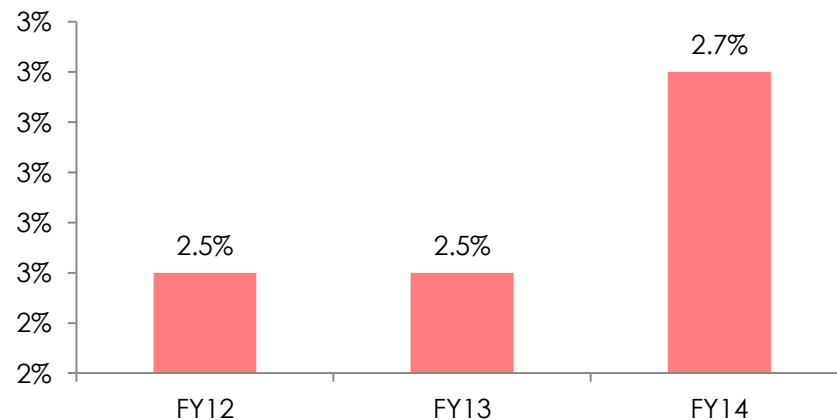


And improving profitability ratios

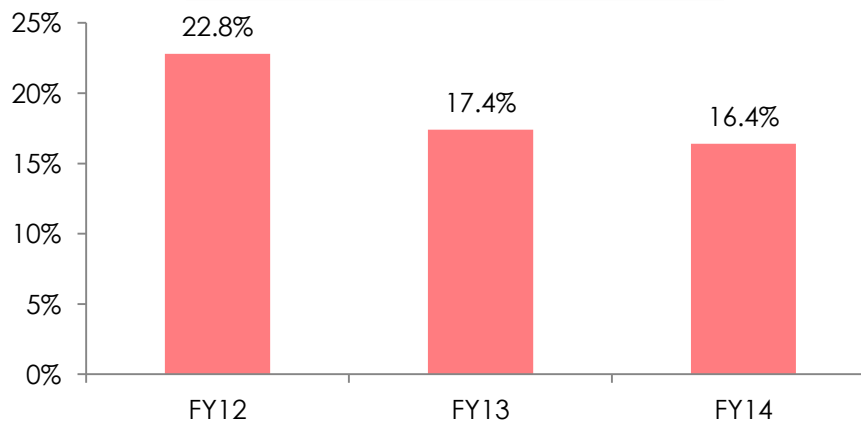
Net interest margin



Return on assets



Return on average net worth

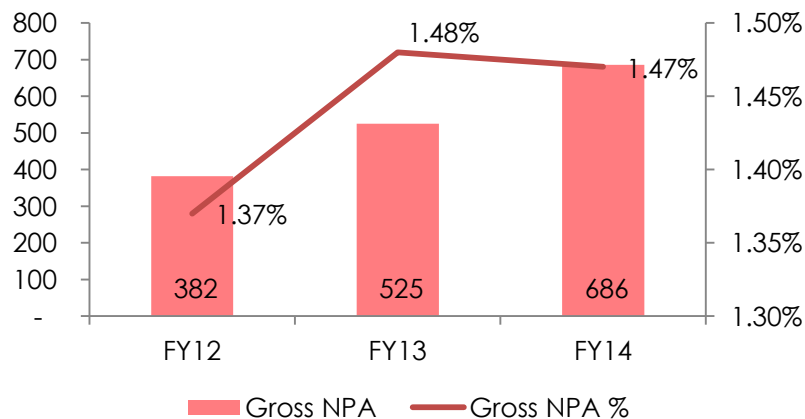


Note – Return on average net worth witnessed a decline owing to equity infusion in Mar-13

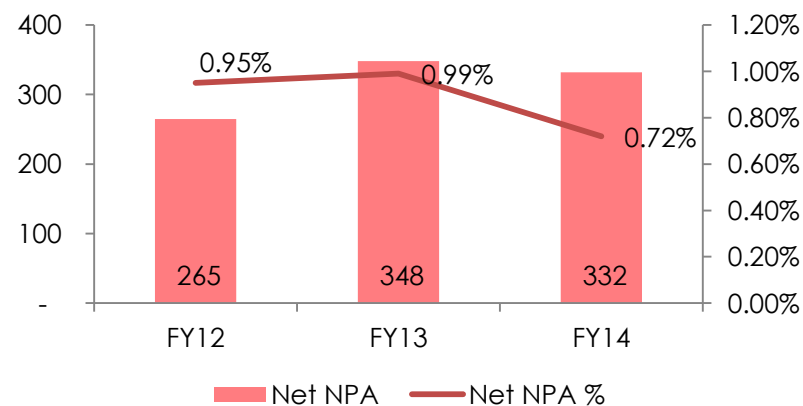
Increased focus on asset quality & provisioning

Repco Home Finance Limited

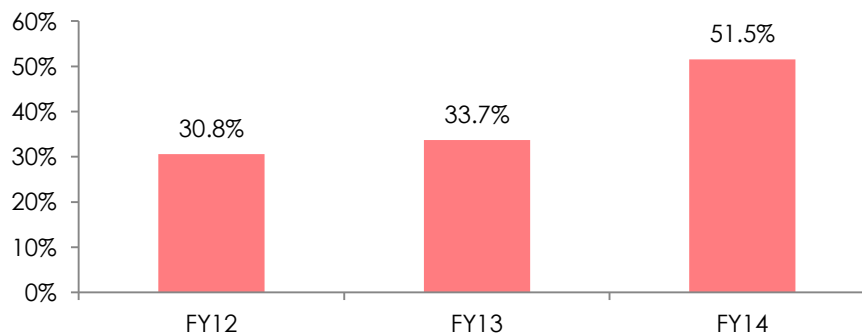
Gross NPA



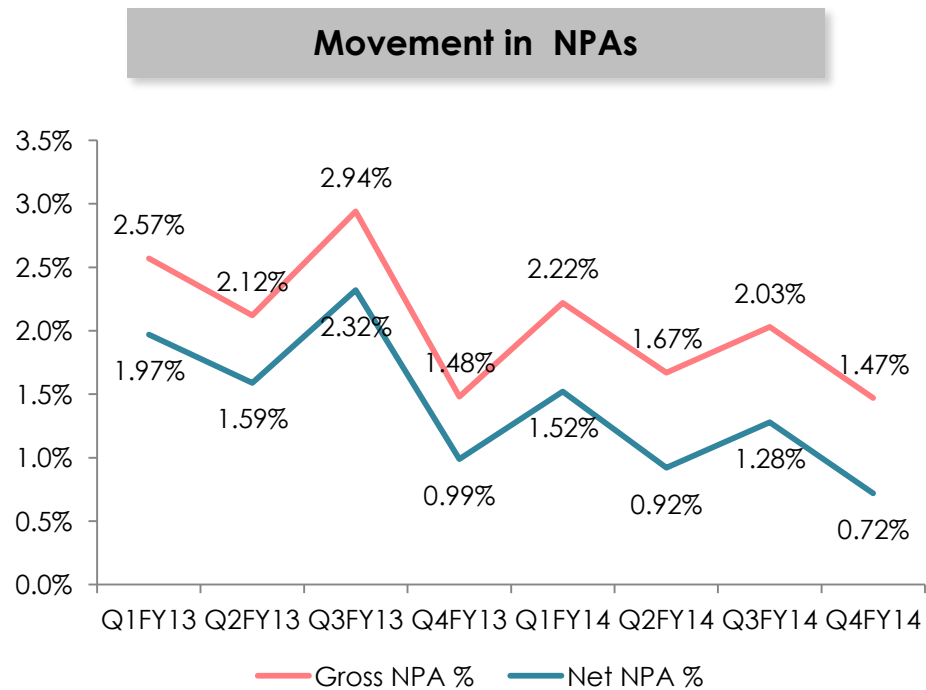
Net NPA



Provision coverage ratio



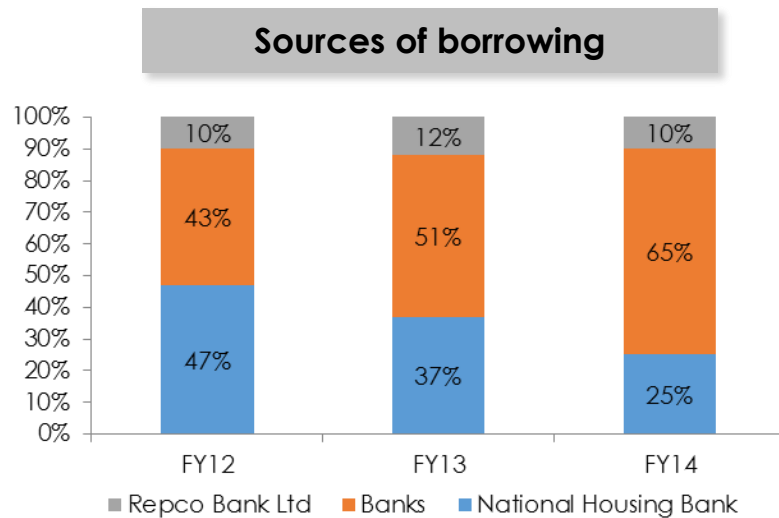
Improvement in asset quality



- With strong focus on recoveries, there has been a steady improvement in asset quality

Diversified source of funding

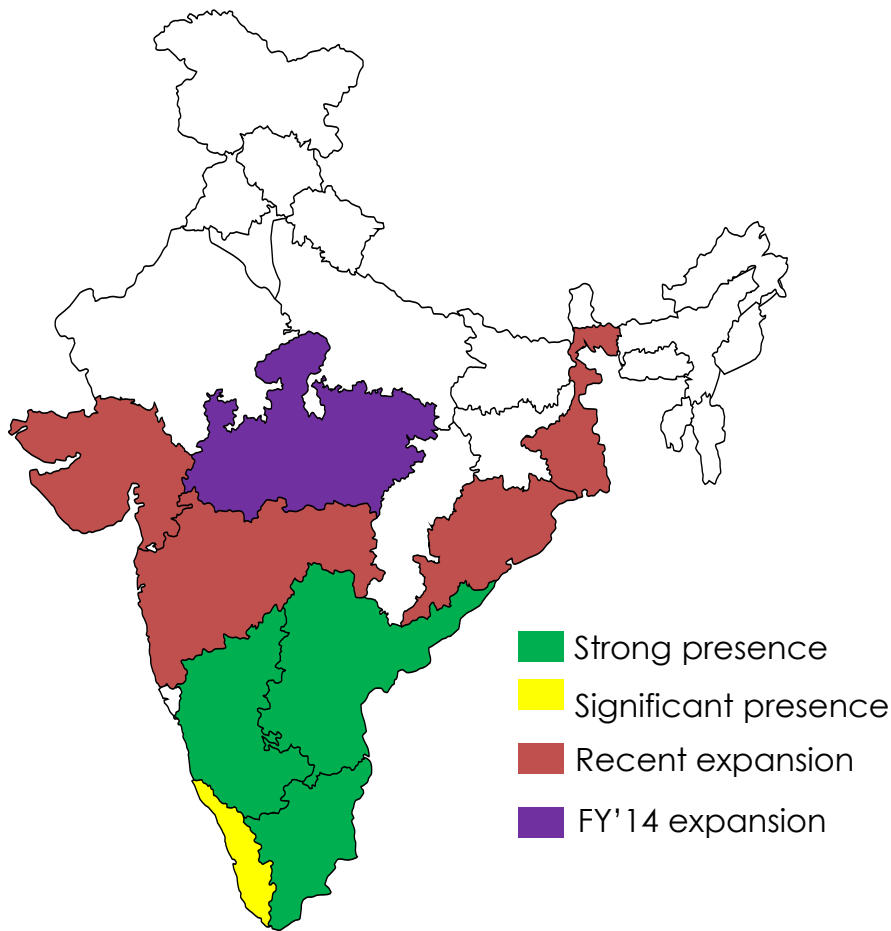
Figures in Rs million



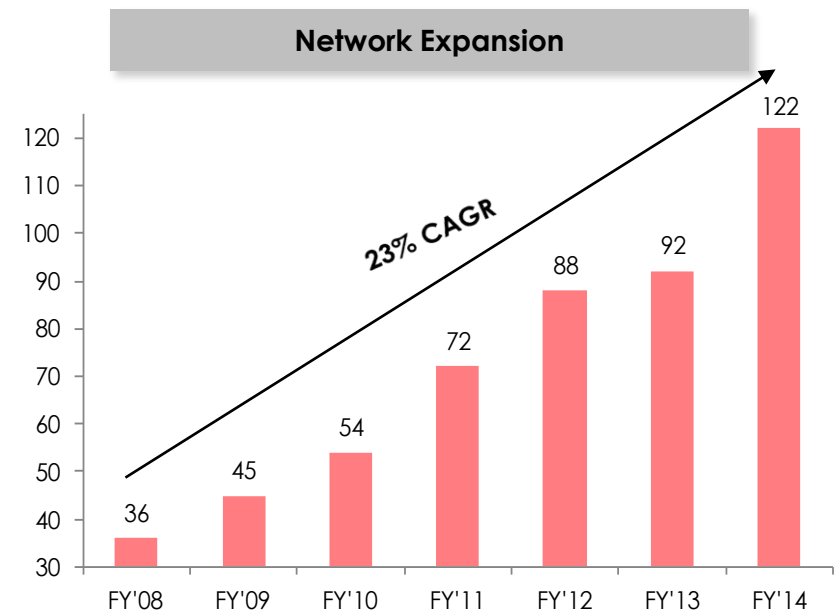
Sources (as on 31 March'14)	Amount
Banks	2,528.6
National Housing Bank	975.2
Repco Bank Ltd	398.2
Total	3,902.0

Geographic Presence

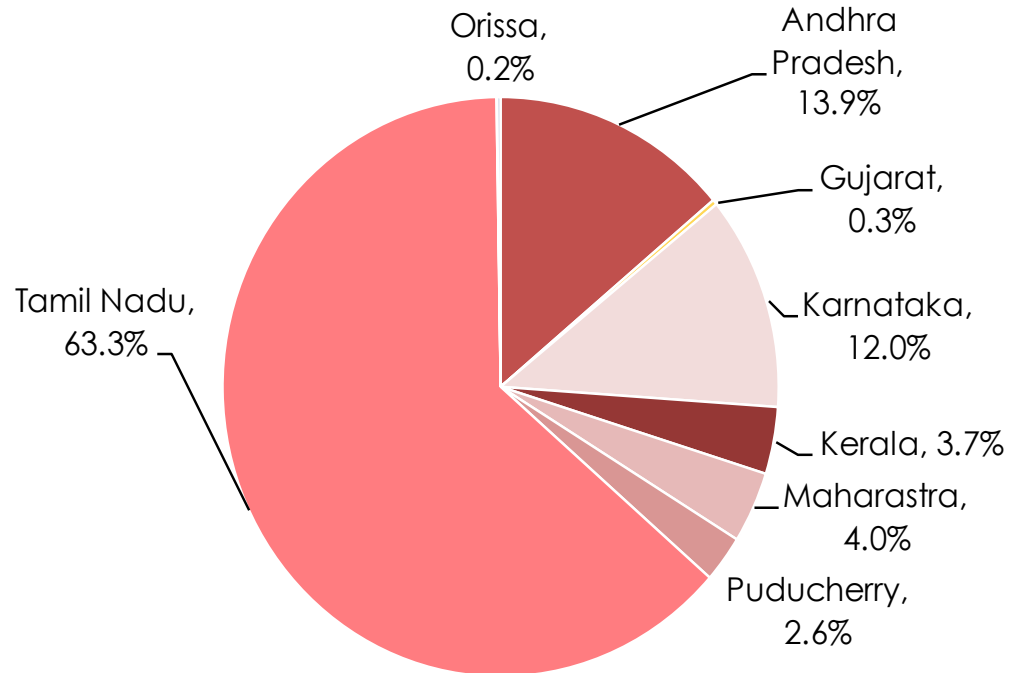
Strong base in South India; expanding footprint



- ◆ Presence in 9 states and 1 Union Territory with 91 branches and 31 satellite centres
- ◆ Ventured into Madhya Pradesh in FY'14
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat and Madhya Pradesh



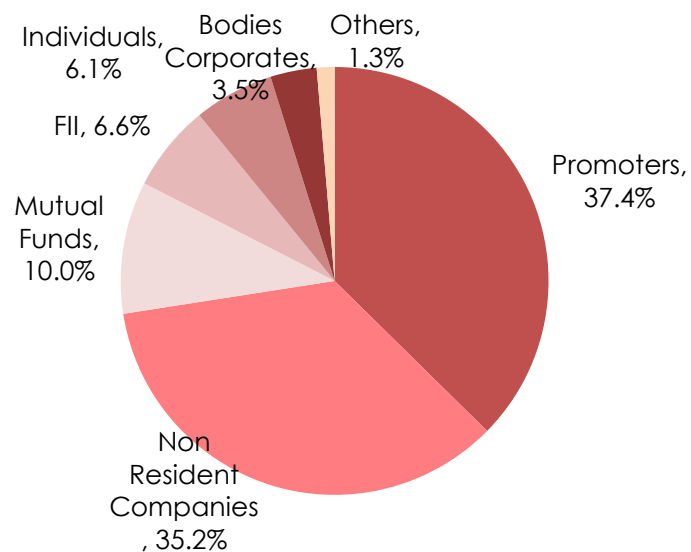
Region-wise loan book



Annexure

Shareholding Pattern

As on March 31, 2014
Outstanding shares – 62.16 mn



Major Non-Promoter Shareholders	% shareholding
Carlyle	17.74
WCP Holdings	9.96
Creador	7.46
SBI Emerging Market Fund	2.43
Nomura India Investment Fund	1.75
Bengal Finance & Investment	1.29
Parvest Equity India	1.37

Q4FY14 and FY'14: Profit and loss statement

Particulars (Rs mn)	Q4 FY'14	Q4 FY'13	Q3 FY'14	% YoY	% QoQ	FY'14	FY'13	% YoY
Income from Operations	1498	1138	1358	31.6%	10.3%	5342	4055	31.7%
Interest Income	1448	1094	1321	32.4%	9.6%	5156	3912	31.8%
Interest Expenses	909	700	849	29.8%	7.0%	3247	2656	22.2%
Net Interest Income	539	394	472	36.9%	14.3%	1908	1255	52.0%
Non-interest Income	52	46	42	13.0%	25.0%	199	148	34.4%
Operating Expenses	122	87	110	39.9%	10.4%	389	243	60.0%
Provision for Standard Assets	15	14	12	6.0%	30.5%	47	31	51.2%
Provision for NPAs	25	-33	23	-176.9%	8.0%	176	59	199.6%
Bad Debt Written Off	0	2	0	-	-	3	2	26.2%
Provision for diminution in value of Investments	1	0	0	-	-	1	0	-
PBT	429	369	368	16.1%	16.5%	1491	1068	39.6%
Tax Expense	114	92	97	23.5%	17.7%	390	268	45.7%
PAT	315	277	271	13.6%	16.0%	1101	800	37.6%
Shares Outstanding	62	46	62	33.9%	0.0%	62	46	33.9%
Basic EPS (Rs.)	5.1	6.0	4.4	-15.1%	16.1%	17.7	17.2	2.8%

Loans (Rs mn)	Q4 FY'14	Q4 FY'13	Q3 FY'14	% YoY	% QoQ	FY'14	FY'13	% YoY
Sanctions	5,376	4,258	4,403	26.3%	22.1%	18,225	12,848	41.9%
Disbursements	5,120	3,898	4,427	31.4%	15.7%	17,153	11,674	46.9%
Loan Book	46,619	35,447	43,194	31.5%	7.9%	46,619	35,447	31.5%

Balance sheet

(Rs. Million)	As on Mar 31, 2014	As on Mar 31, 2013
EQUITY AND LIABILITIES:		
Shareholder's Funds	7,411	6,346
Share Capital	622	622
Reserves and Surplus	6,789	5,724
Non-Current Liabilities	29,665	22,107
Long-term borrowings	29,108	21,772
Long term provisions	557	335
Current Liabilities	10,314	9,472
Short-term borrowings	3,977	3,945
Other current liabilities	6,232	5,415
Short-term provisions	105	112
Total	47,390	37,925
ASSETS:		
Non-current assets	43,997	33,443
Fixed assets		
Tangible assets	48	44
Intangible assets	1	1
Non-current investments	124	81
Deferred tax assets (net)	187	112
Long term loans and advances	43,637	33,206
Current assets	3,393	4,482
Cash and Bank Balances	219	2,101
Short-term loans and advances	3,043	2,295
Other current assets	131	86
Total	47,390	37,925

Key metrics

Key Ratios	March'14	March'13	Dec'13
Yield	12.6%	12.3%	12.6%
Cost of Debt	9.3%	9.6%	9.4%
Spread	3.2%	2.8%	3.2%
NIM	4.7%	4.0%	4.6%
Cost to Income (Net Interest Income)	18.4%	17.3%	17.6%
Return on Assets	2.7%	2.5%	2.7%
Return on Equity	16.4%	17.4%	20.4%
Gross NPA	1.5%	1.5%	2.0%
Net NPA	0.7%	1.0%	1.3%
Provision Coverage	51.5%	33.7%	37.4%
CAR	24.5%	25.5%	25.0%
Outstanding loan book (% break up)			
- Non Salaried	55.0%	53.1%	54.5%
- Salaried	45.0%	46.9%	45.5%
- Individual Home Loans	81.3%	85.1%	82.5%
- Loans against Property	18.7%	14.9%	17.5%

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