

**REPCO HOME FINANCE LIMITED**

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



# Earnings Presentation Q4FY18



## ◆ Q4FY18 Performance

- ▶ Business summary.....
- ▶ Financial performance for Q4FY18 .....
- ▶ Borrowing profile.....

## ◆ Geographic Presence

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

## ◆ Annexure

# **Q4FY18 & FY18 Performance**

• Loans outstanding (Mar 31, 2018)	Rs. 98,568 mn
• Net worth (Mar 31, 2018)	Rs. 12,535 mn
• Tier 1 capital adequacy ratio	23.04%
• Average loan per unit	Rs. 1.4 mn
• Number of live accounts	82,948
• Current Employee Strength	785
• Gross NPA (%) (Mar 31, 2018)	2.87%
• Net NPA (%) (Mar 31, 2018)	1.29%

# Q4FY18 Performance

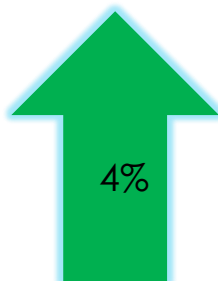
Repco Home Finance Limited

Figures in Rs million

## Income from operations

Q4FY18

2,832

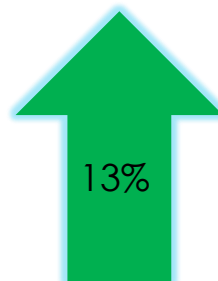


Q4FY17

2,735

## Net Interest Income

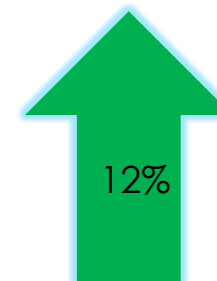
1,164



1,029

## Profit after Tax

566

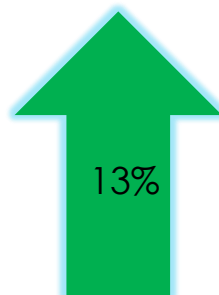


506

## Home Loans

Q4FY18

80,264

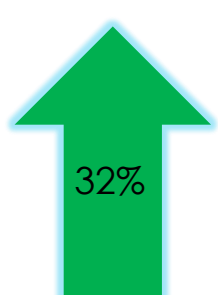


Q4FY17

71,340

## Sanctions

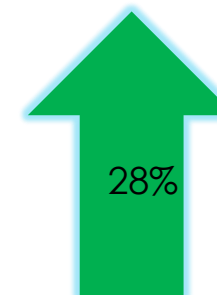
9,225



6,976

## Disbursements

8,487



6,645

# FY18 performance

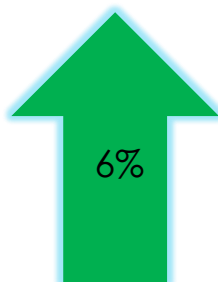
Repco Home Finance Limited

Figures in Rs million

## Income from Operations

FY18

11,054

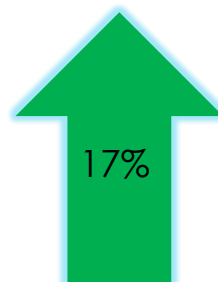


FY17

10,442

## Net Interest Income

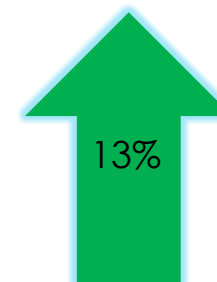
4,286



3,678

## Net Profit

2,061

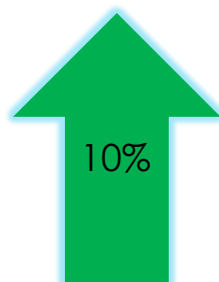


1,823

## Loan Book

FY18

98,568

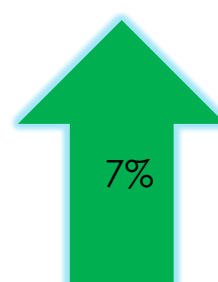


FY17

89,399

## Sanctions

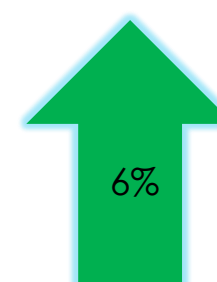
30,793



28,758

## Disbursements

28,065



26,424

# Relative performance – Q4FY18

Repco Home Finance Limited

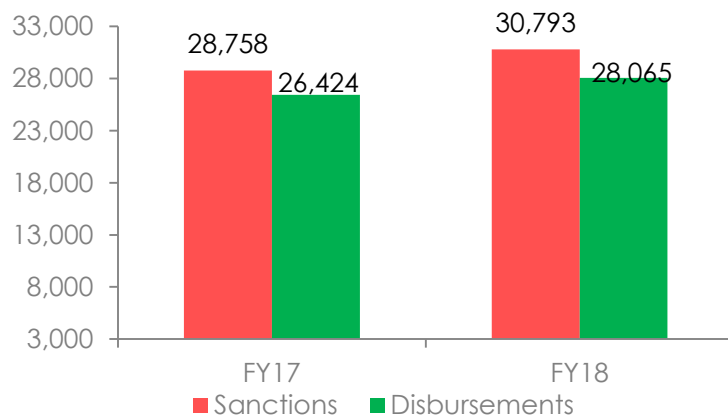
Particulars	Units	Q4FY17	Q3FY18	Q4FY18
Sanctions	Rs. Mn	6,976	7,725	<b>9,225</b>
Disbursements	Rs. Mn	6,645	6,571	<b>8,487</b>
Net interest income	Rs. Mn	1,029	1,071	<b>1,164</b>
PAT	Rs. Mn	506	485	<b>566</b>
NIM	%	4.7	4.6	<b>4.8</b>
Yield on assets	%	12.1	11.5	<b>11.5</b>
Cost of funds	%	8.7	8.3	<b>8.0</b>
Spread	%	3.4	3.2	<b>3.4</b>
Cost to income ratio	%	18.2	18.9	<b>17.5</b>
Return on assets	%	2.3	2.1	<b>2.3</b>
Return on equity	%	19.1	16.5	<b>18.5</b>

# Asset book

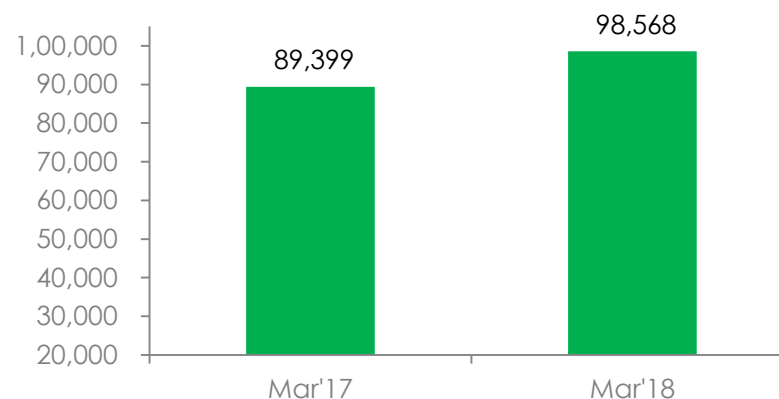
Repco Home Finance Limited

Figures in Rs million

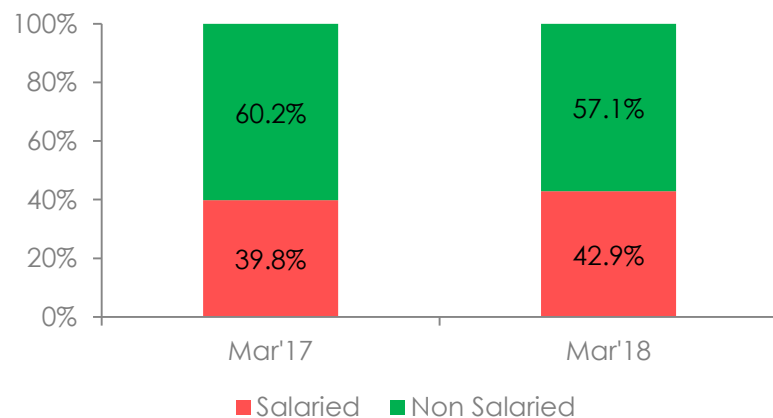
## Sanctions and disbursements



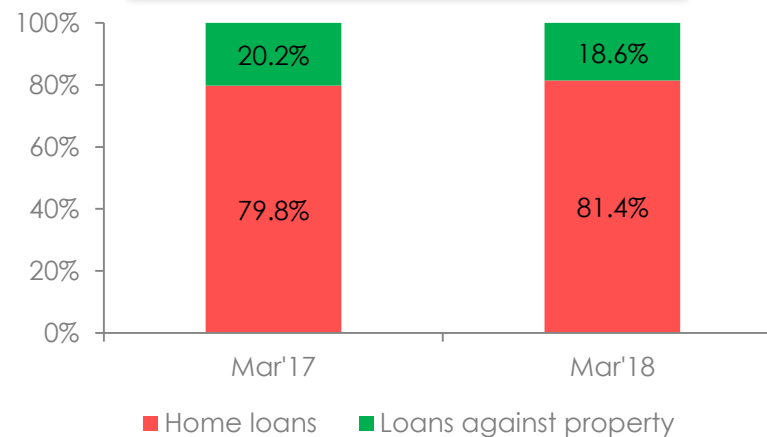
## Loan Book



## Loan book composition



## Mix of loan portfolio

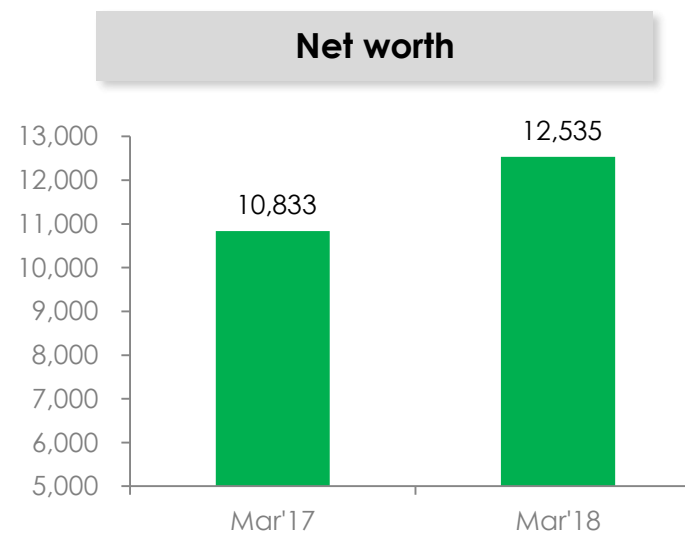
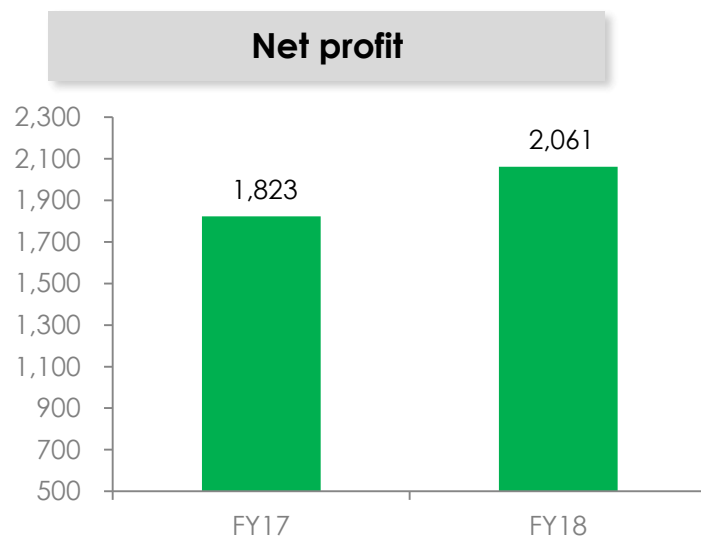
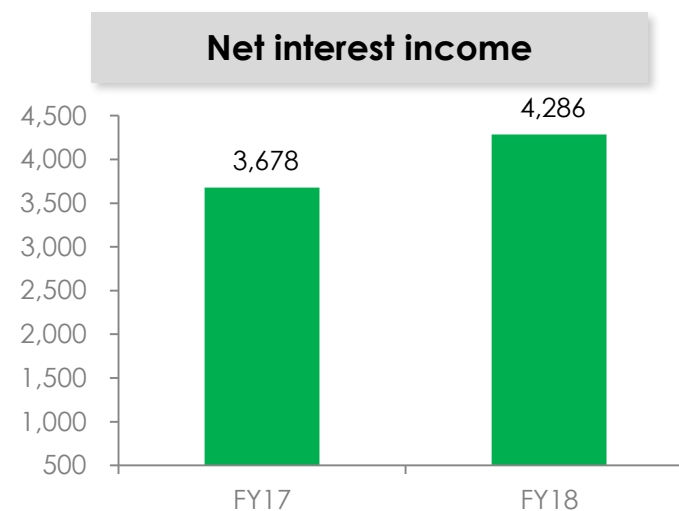
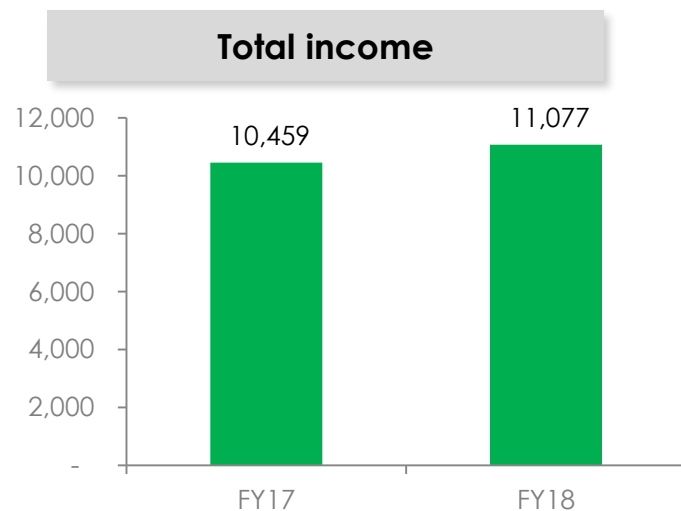




# Income and earnings growth

Repco Home Finance Limited

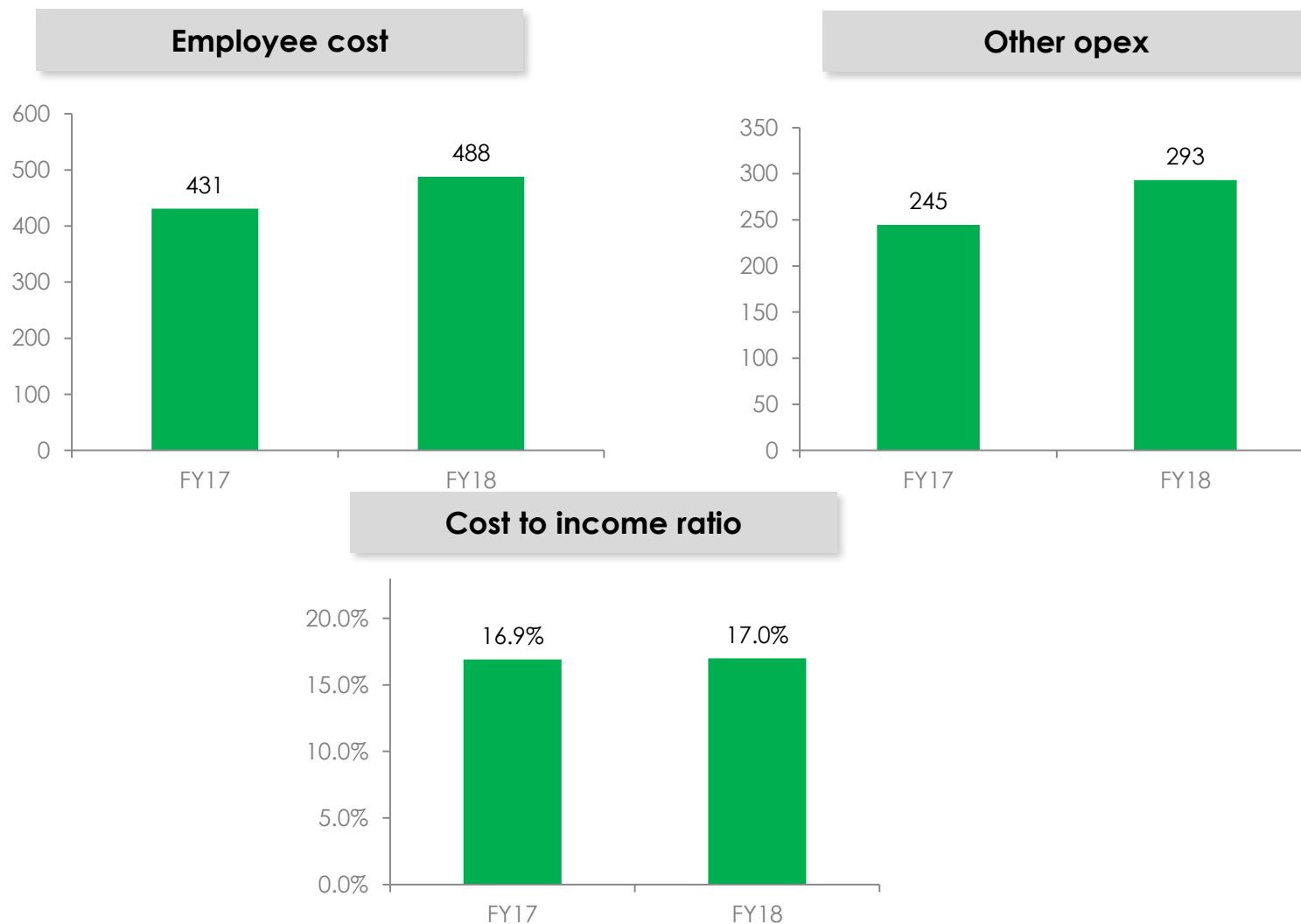
Figures in Rs million



# Operating cost

Repco Home Finance Limited

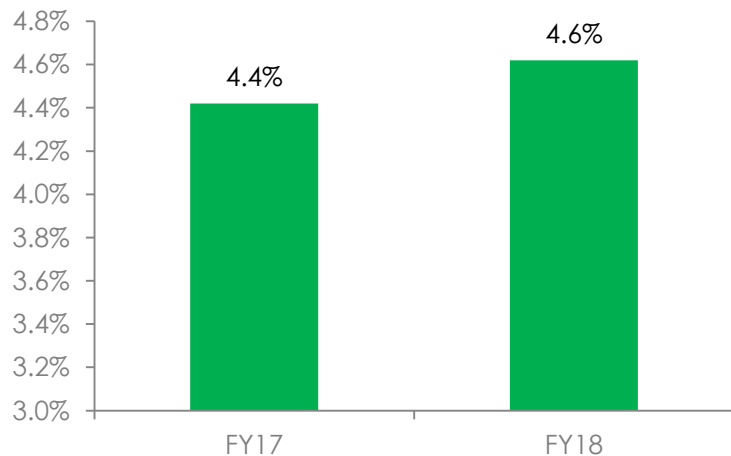
Figures in Rs million



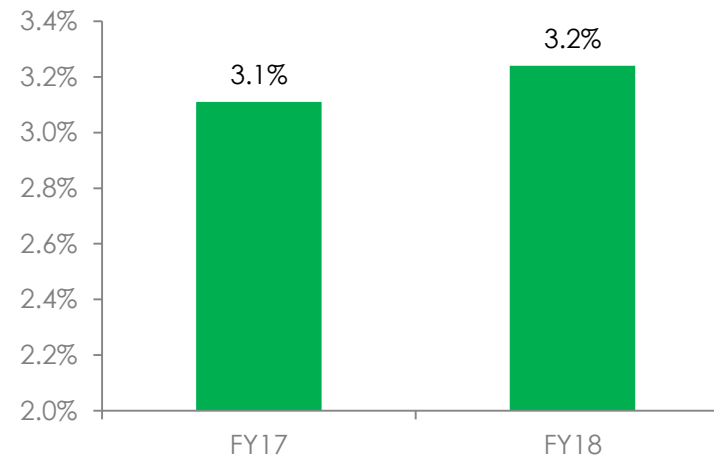
# Profitability ratios

Repco Home Finance Limited

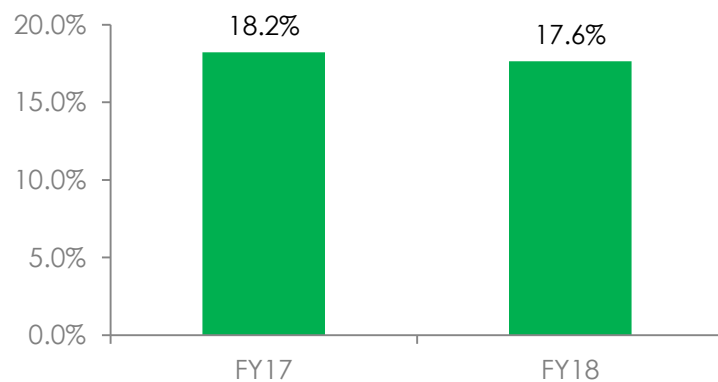
**Net interest margin**



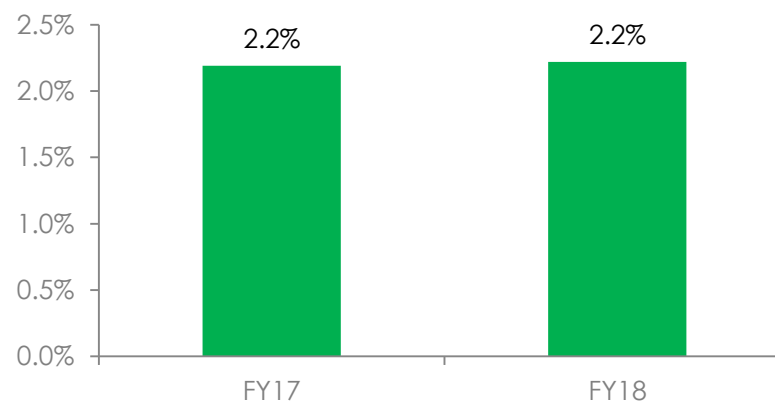
**Spread**



**Return on equity**



**Return on assets**

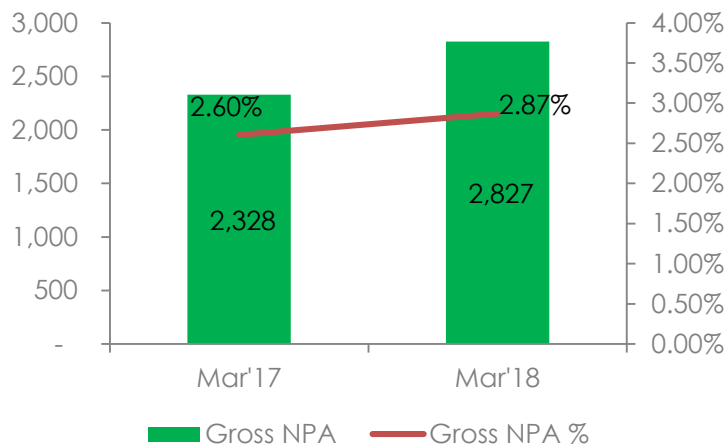


# Asset quality & provisioning

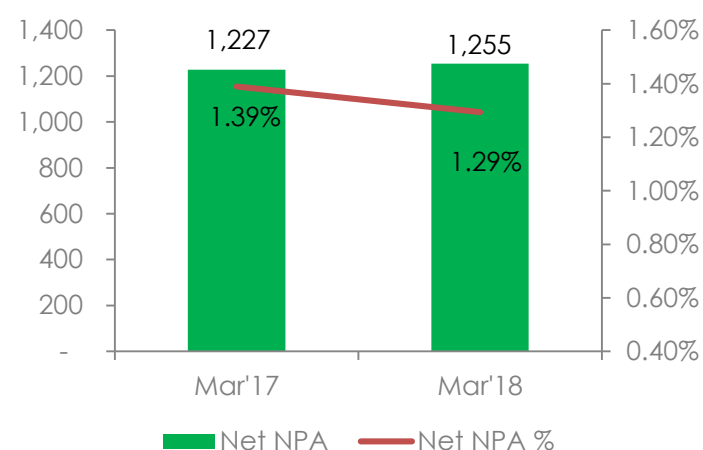
Repco Home Finance Limited

Figures in Rs million

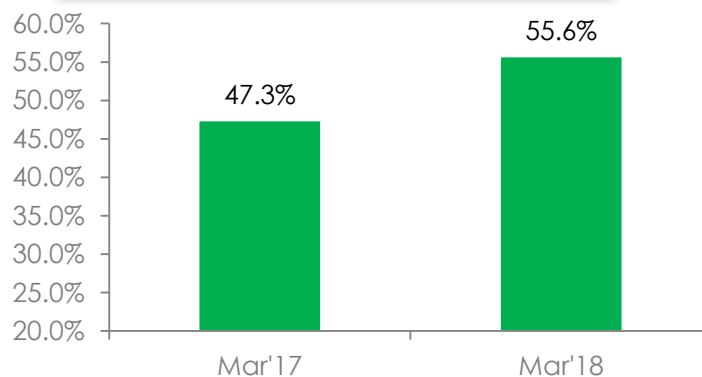
## Gross NPA



## Net NPA



## Provision coverage ratio

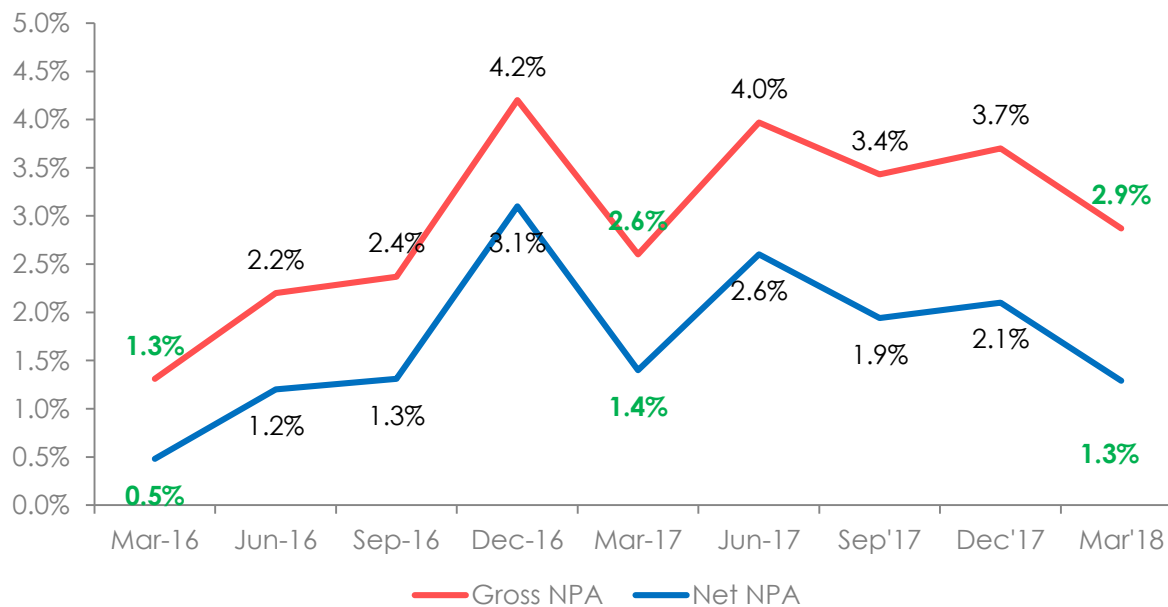


**Note – Rs. 340 Mn of loans outstanding backed by repossessed collateral assets is included in the aforementioned Mar'18 GNPA amount. Details of the pool –**

**Average ticket size – Rs. 2.2 mn**  
**LTV – 56%**  
**Provision carried in BS – 100%**

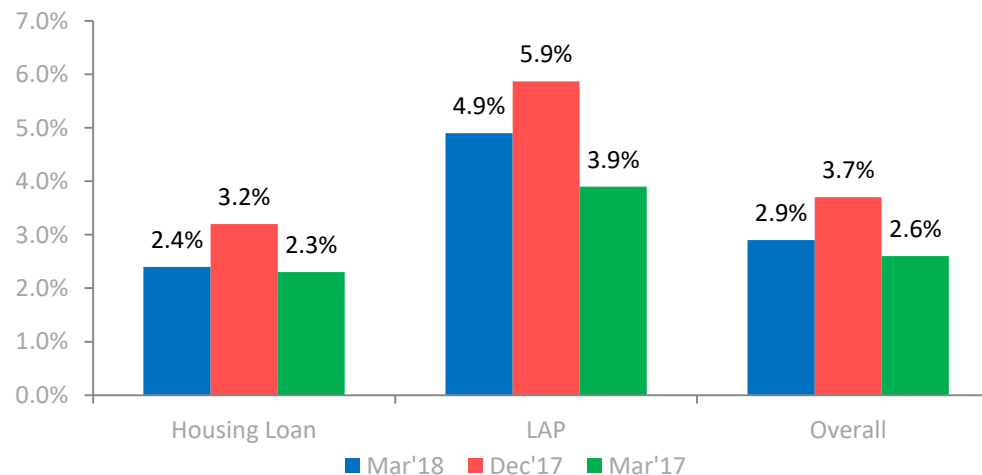
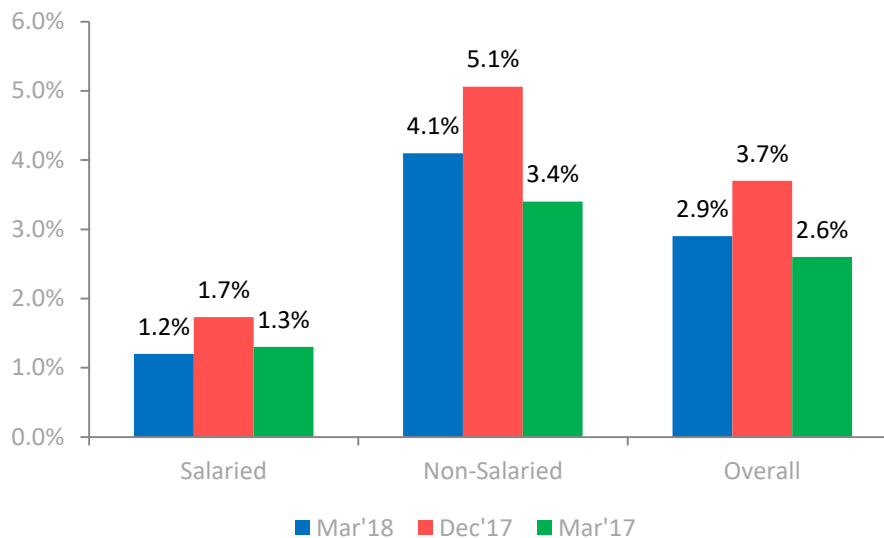
**The aforementioned amount EXCLUDES loans outstanding backed by repossessed collateral assets but part of the pool technically written off during Q4FY18.**

## 90+ dpd(%)



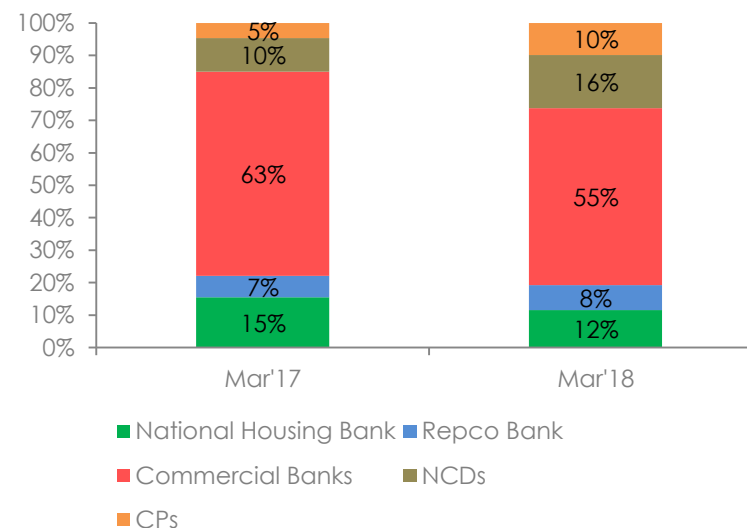
# Mix/Product-wise GNPA (%)

Repco Home Finance Limited



# Diversified borrowing profile

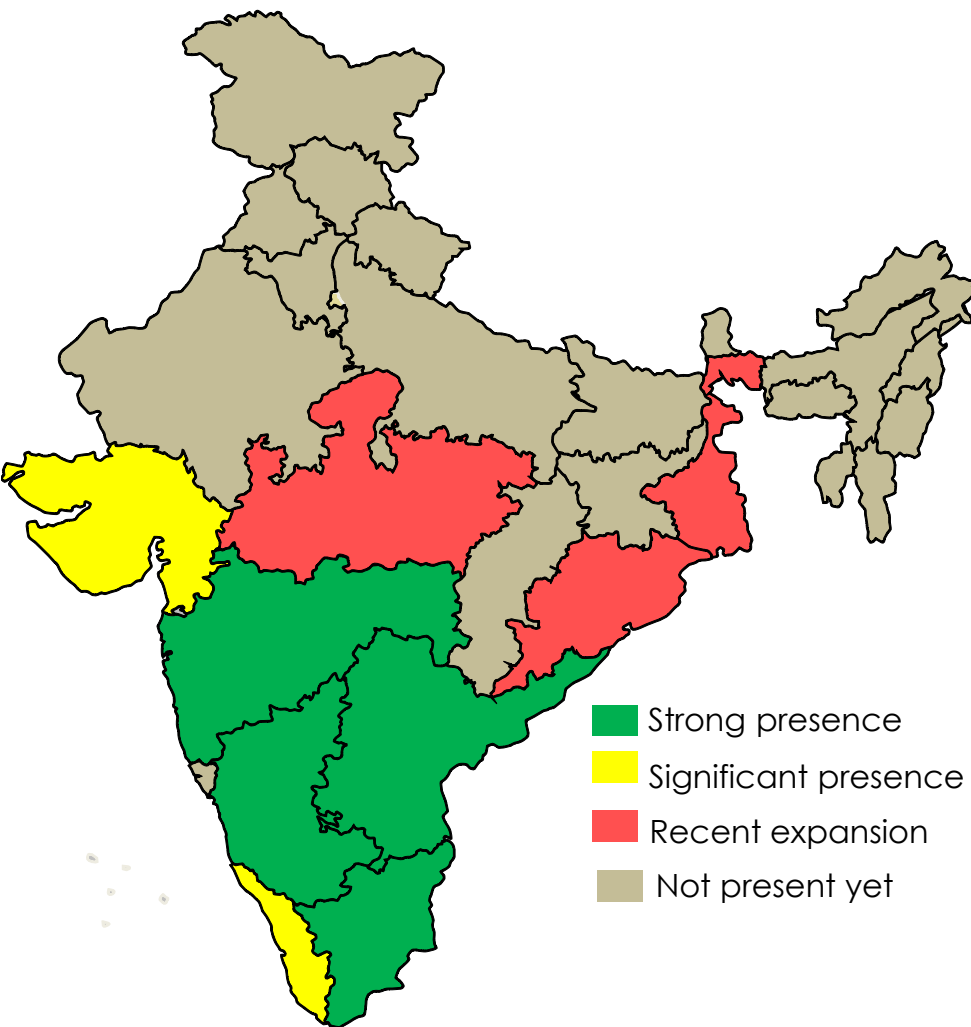
Source (Rs mn)	Cost*	Mar'17	Mar'18	% change
National Housing Bank	7.6%	11,701	9,423	-19%
Repco Bank	8.2%	4,981	6,227	25%
Commercial Banks	8.3%	47,572	44,350	-7%
NCDs	8.5%	7,850	13,370	70%
CPs	7.9%	3,500	8,000	129%
<b>Total</b>	<b>8.18%</b>	<b>75,604</b>	<b>81,370</b>	<b>8%</b>



\*Weighted average cost as on the Balance Sheet date

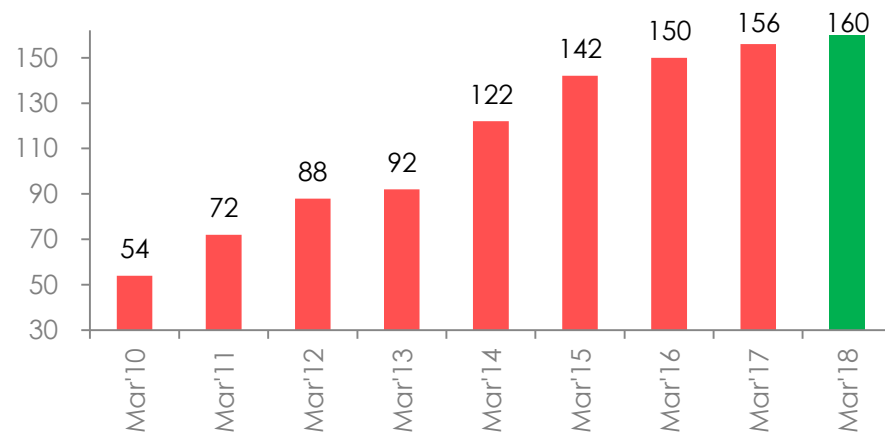
# Geographic Presence





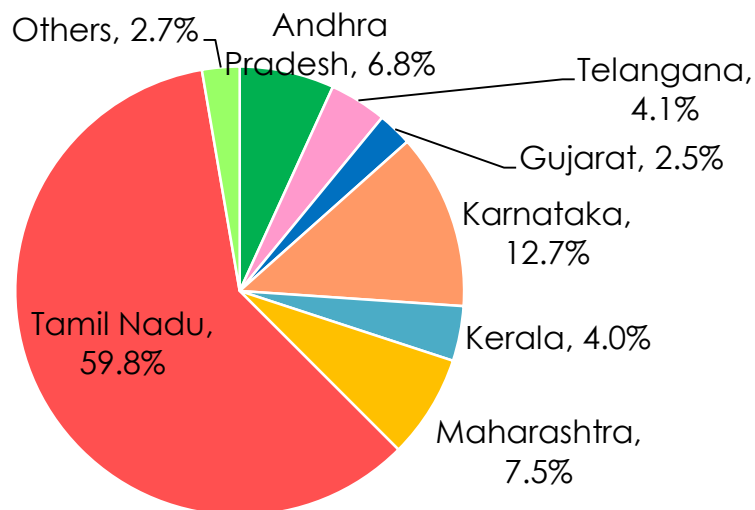
- ◆ Presence in 11 states and 1 Union Territory with 131 branches and 29 satellite centers.
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh and Jharkhand.

### Network Expansion



# Region-wise loan book

Repco Home Finance Limited



Annualized

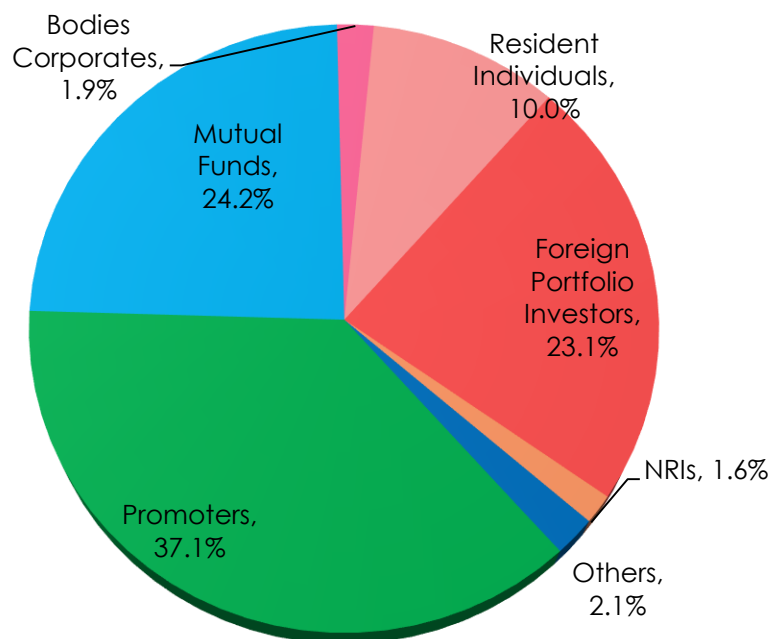
States	Exposure			YoY growth	QoQ growth
	Mar'18	Dec'17	Mar'17		
Andhra Pradesh	6.8%	6.8%	7.0%	7%	14%
Telangana	4.1%	4.0%	3.7%	24%	28%
Gujarat	2.5%	2.4%	2.1%	30%	37%
Karnataka	12.7%	12.2%	12.2%	14%	29%
Kerala	4.0%	3.9%	3.8%	15%	17%
Maharashtra	7.5%	7.2%	6.4%	29%	28%
Tamil Nadu	59.8%	60.7%	62.2%	6%	9%
Others	2.7%	2.6%	2.6%	13%	25%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>10%</b>	<b>15%</b>

# **Annexure**

# Shareholding pattern

Repco Home Finance Limited

Outstanding shares – 62.56 mn



Major non-promoter shareholders	% shareholding
Aditya Birla Sun Life Mutual Fund	7.2%
Franklin Templeton Mutual Fund	7.2%
DSP Blackrock Mutual Fund	6.2%
India Capital Fund Limited	3.4%
Parvest Equity India	1.2%
HSBC Global Investment Funds - Asia Ex Japan	2.1%
Alliance Bernstein India Growth (Mauritius) Limited	1.8%
Apax Global Alpha Fund	2.1%
Sundaram Mutual Fund	1.4%
DSP Blackrock Core Fund	1.1%

# Profit and loss statement

(Rs. million)	Q4 FY18	Q4 FY17	YoY (%)	Q3 FY18	QOQ (%)	FY18	FY17	YoY (%)
<b>Income:</b>								
Revenue from operations	2,832	2,735	4%	2,775	2%	11,054	10,442	6%
Other income	1	1	-41%	1	-35%	23	17	35%
<b>Total Income</b>	<b>2,833</b>	<b>2,737</b>	<b>4%</b>	<b>2,776</b>	<b>2%</b>	<b>11,077</b>	<b>10,459</b>	<b>6%</b>
<b>Expenses:</b>								
Interest and other financial charges	1,610	1,635	-2%	1,623	-1%	6,483	6,463	0%
Employee benefit expense	120	129	-7%	138	-13%	488	431	13%
Depreciation and amortization expense	8	11	-31%	7	6%	31	36	-13%
Other expenses	87	60	45%	72	20%	262	209	26%
Provision for non-performing assets	-28	103	-128%	189	-115%	471	460	2%
Contingency provisions against standard assets	21	13	55%	3	671%	42	53	-22%
Bad-debts written off	151	0	100%	2		158	5	
<b>Total Expenses</b>	<b>1,967</b>	<b>1,951</b>	<b>1%</b>	<b>2,035</b>	<b>-3%</b>	<b>7,934</b>	<b>7,657</b>	<b>4%</b>
Profit before tax	<b>866</b>	<b>786</b>	10%	<b>741</b>	17%	<b>3,143</b>	<b>2,802</b>	12%
<b>Tax expense:</b>								
Current tax	249	235	6%	260	-4%	1,024	940	9%
Deferred Tax	51	45	12%	-3		58	39	48%
<b>Net Profit/(Loss)</b>	<b>566</b>	<b>506</b>	<b>12%</b>	<b>485</b>	<b>17%</b>	<b>2,061</b>	<b>1,823</b>	<b>13%</b>

**Note – Amount written-off in Q4FY18 includes technically written-off accounts amounting to Rs. 148 mn (100% provided for)**

# Balance sheet

(Rs. million)	As on Mar 31, 2018	As on Mar 31, 2017
<b>EQUITY AND LIABILITIES:</b>		
<b>Shareholder's Funds</b>	<b>13,283</b>	<b>11,372</b>
Share Capital	626	626
Reserves and Surplus	12,657	10,747
<b>Non-Current Liabilities</b>	<b>53,514</b>	<b>57,612</b>
Long-term borrowings	50,901	55,316
Deferred Tax Liabilities (Net)	497	439
Other long term liabilities	89	345
Long term provisions	2,027	1,511
<b>Current Liabilities</b>	<b>32,950</b>	<b>21,445</b>
Short-term borrowings	15,263	9,217
Other current liabilities	17,591	12,092
Short-term provisions	96	136
<b>Total</b>	<b>99,747</b>	<b>90,429</b>
<b>ASSETS:</b>		
<b>Non-current assets</b>	<b>92,592</b>	<b>84,063</b>
Fixed assets		
Tangible assets	123	71
Intangible assets	12	20
Non-current investments	156	156
Long term loans and advances	92,281	83,816
Other non current assets	21	0
<b>Current assets</b>	<b>7,154</b>	<b>6,366</b>
Cash and Bank Balances	259	225
Short-term loans and advances	6,378	5,724
Other current assets	517	417
<b>Total</b>	<b>99,747</b>	<b>90,429</b>

# Key metrics and relative performance – FY18

Repco Home Finance Limited

Particulars	Units	FY17	FY18
Outstanding Loan Book	Rs. Mn	89,399	98,568
Sanctions	Rs. Mn	28,758	30,793
Disbursements	Rs. Mn	26,424	28,065
Net Interest Income	Rs. Mn	3,678	4,286
PAT	Rs. Mn	1,823	2,061
Yield on assets	%	12.2	11.6
Cost of funds	%	9.1	8.4
Spread	%	3.1	3.2
Net interest margin	%	4.4	4.6
Cost to income ratio	%	16.9	17.0
Return on assets	%	2.2	2.2
Return on equity	%	18.2	17.6

For any Investor Relations queries, please contact:

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