

REPCO HOME FINANCE LIMITED.

(Promoted by Repco Bank-Govt. of India Enterprise)
CIN : L6592TN2000PLC044655

RHFL/SE/10/2017-18

May 25, 2017

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 year ended 31 March 2017

We submit herewith a copy of the presentation on the financial performance of the Company for the year ended 31 March 2017.

This is submitted for your information and records.

Thanking You,

Yours Faithfully,



Company Secretary

REPCO HOME FINANCE LIMITED

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



Earnings Presentation Q4 & FY17



www.repcohome.com

◆ 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

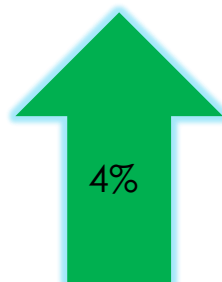
Repco Home Finance Limited

Figures in Rs Million

Income from Operations

Q4 FY17

2,735

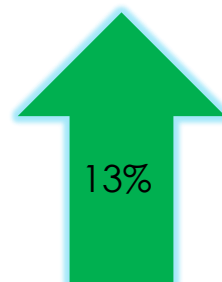


Q3 FY17

2,642

Net Interest Income

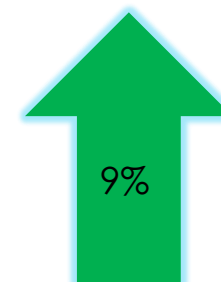
1,029



907

Profit after Tax

506

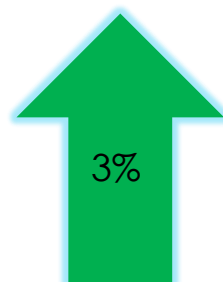


464

Total Income

Q4 FY17

2,737

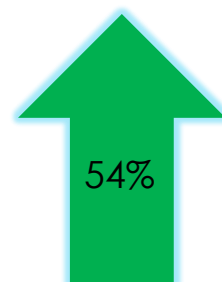


Q3 FY17

2,656

Sanctions

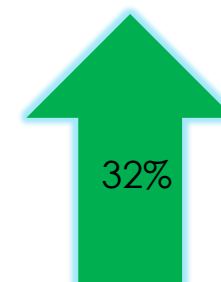
6,976



4,537

Disbursements

6,645

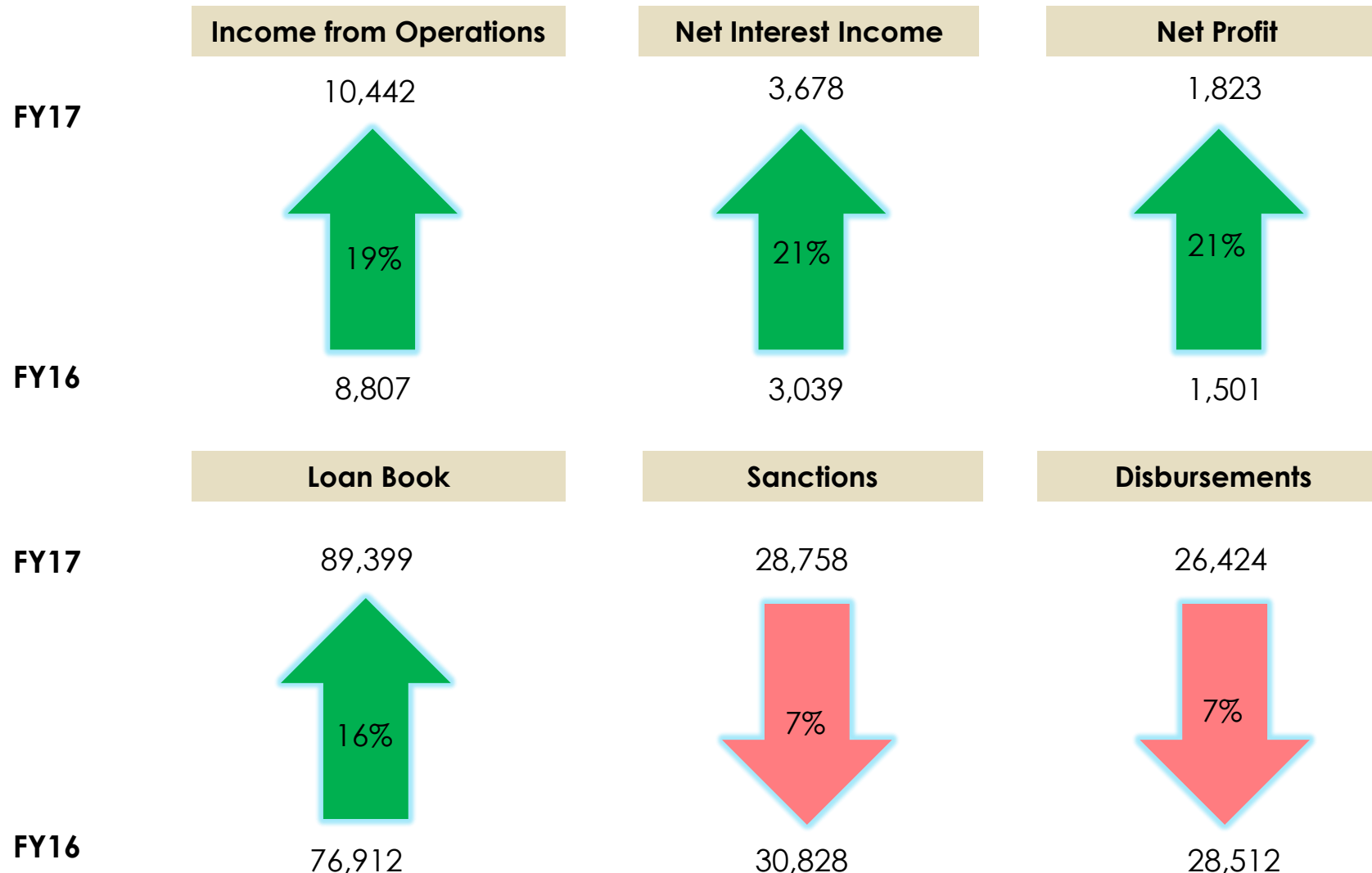


5,018

FY17 highlights

Repco Home Finance Limited

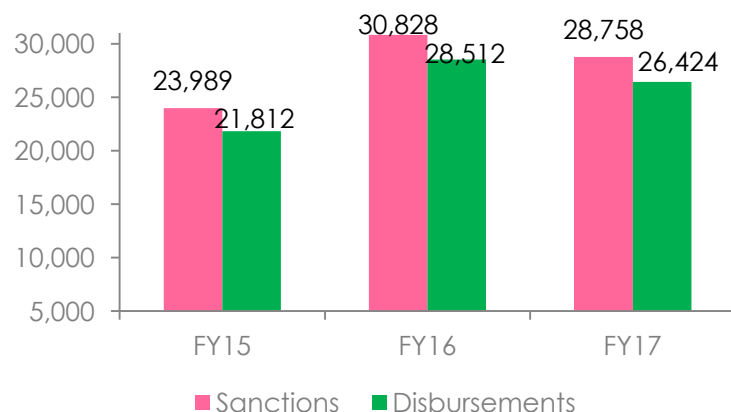
Figures in Rs Million



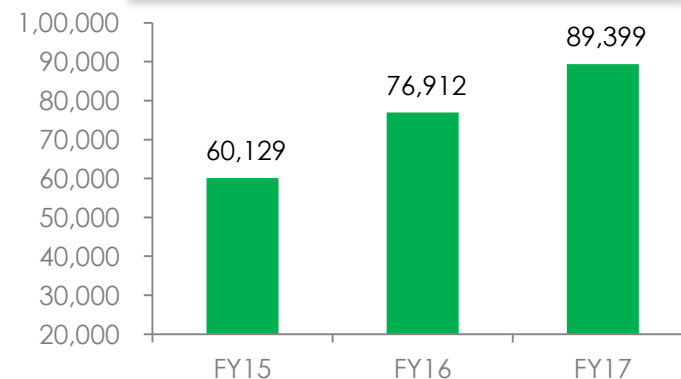
Loan book

Figures in Rs million

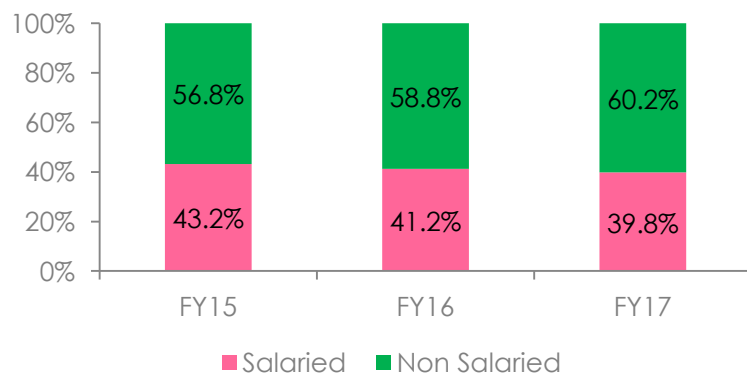
Sanctions and disbursements



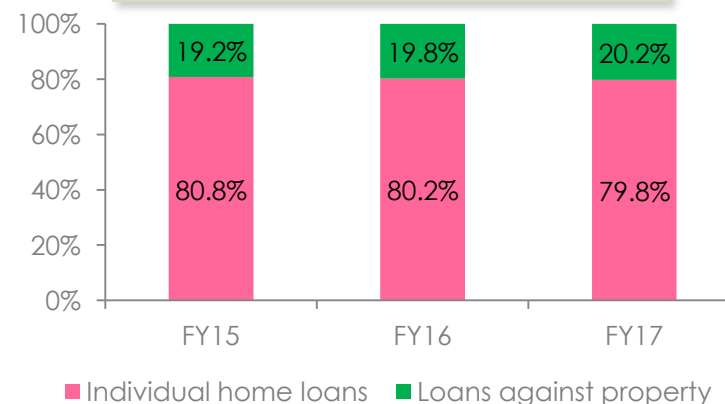
Loan Book



Loan book composition



Mix of loan portfolio

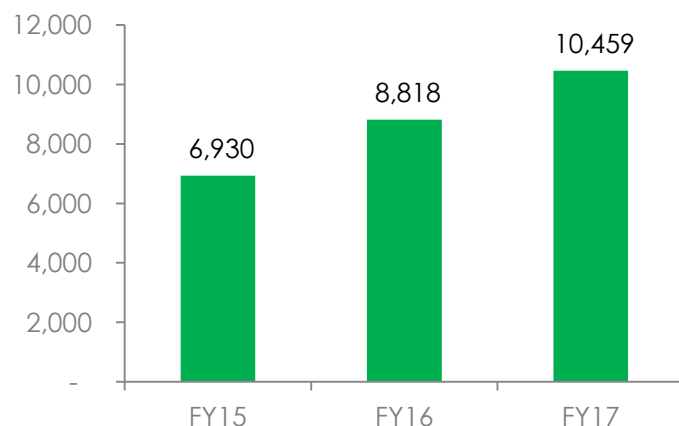


Income and earnings growth

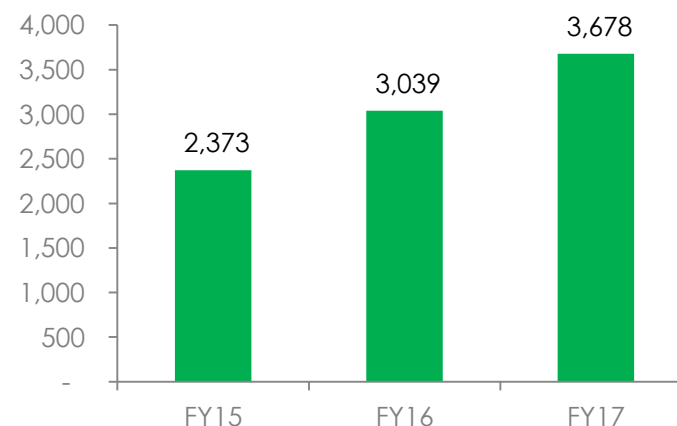
Repco Home Finance Limited

Figures in Rs million

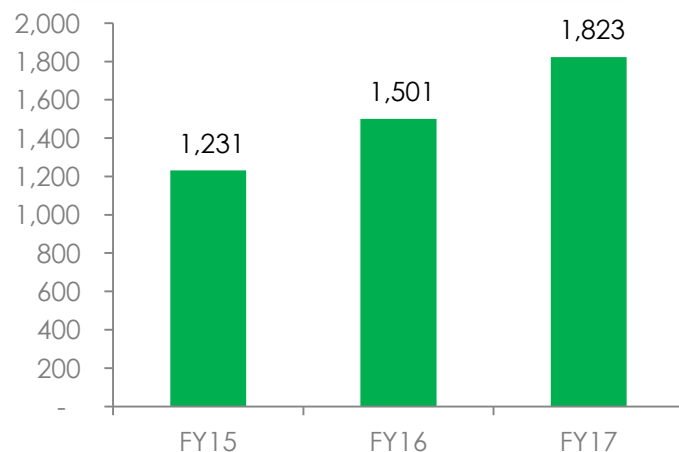
Total income



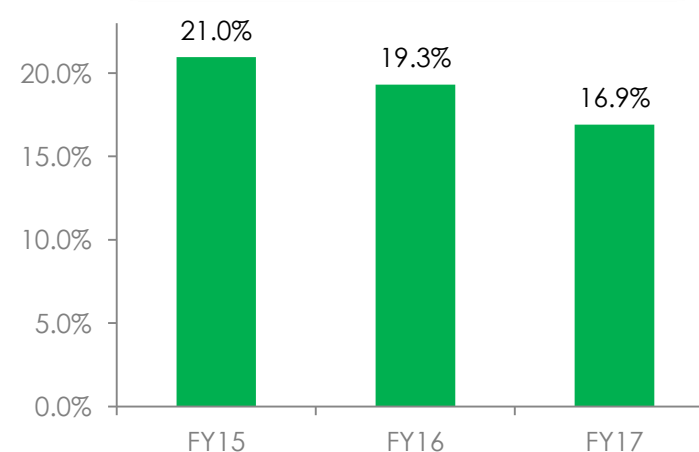
Net interest income



Net profit

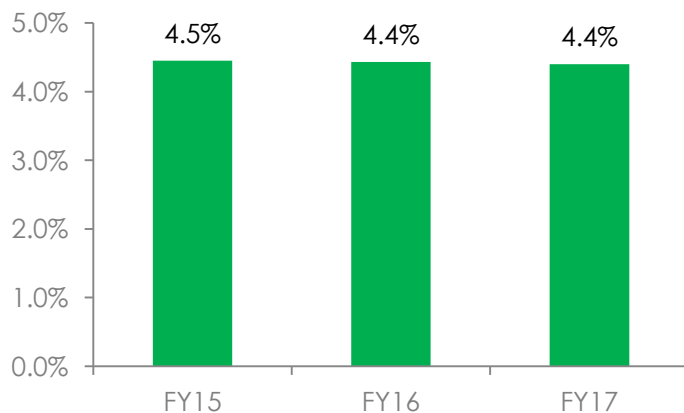


Cost to income ratio

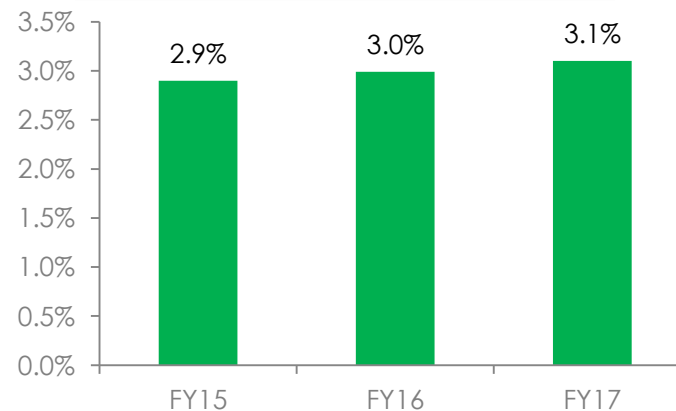


Profitability ratios

Net interest margin



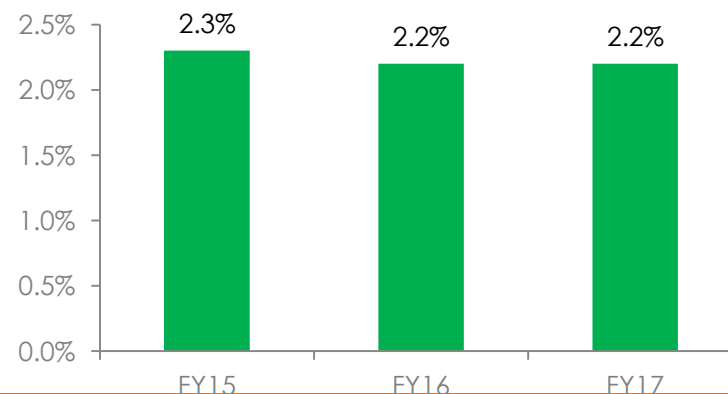
Spread



Return on average net worth



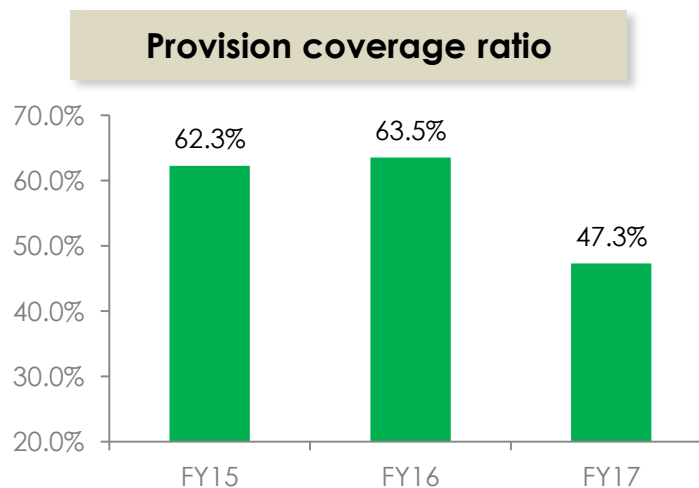
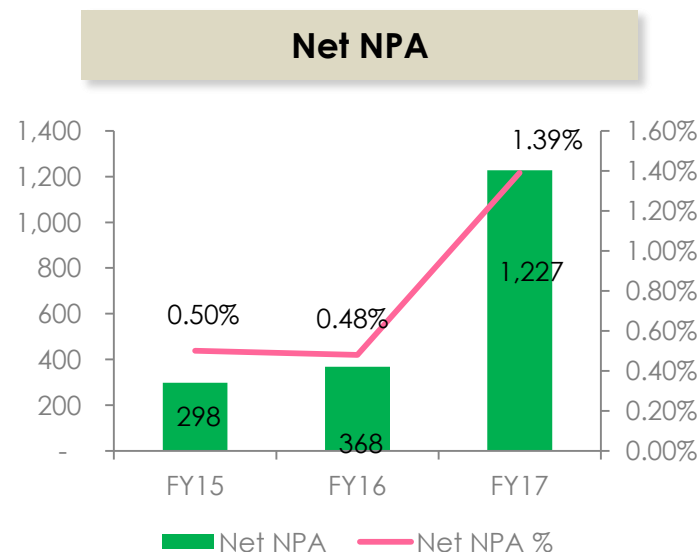
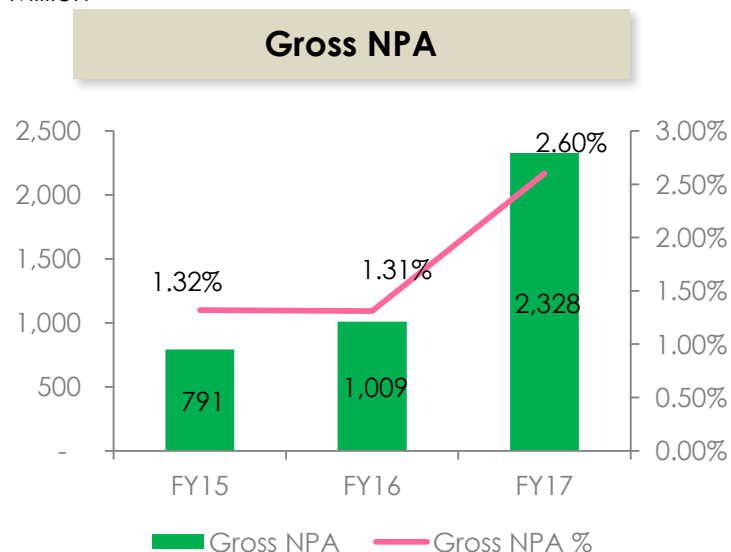
Return on average assets



Asset quality & provisioning

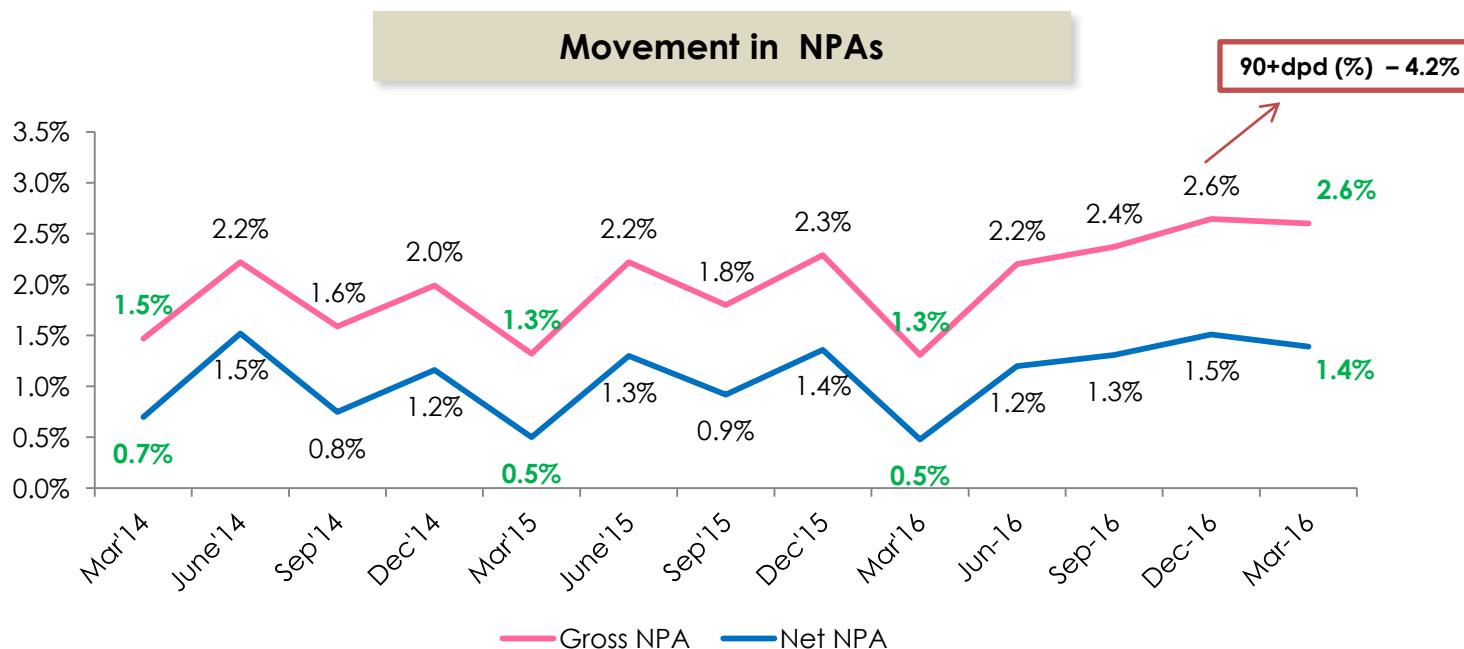
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Figures in Rs Million



Asset quality

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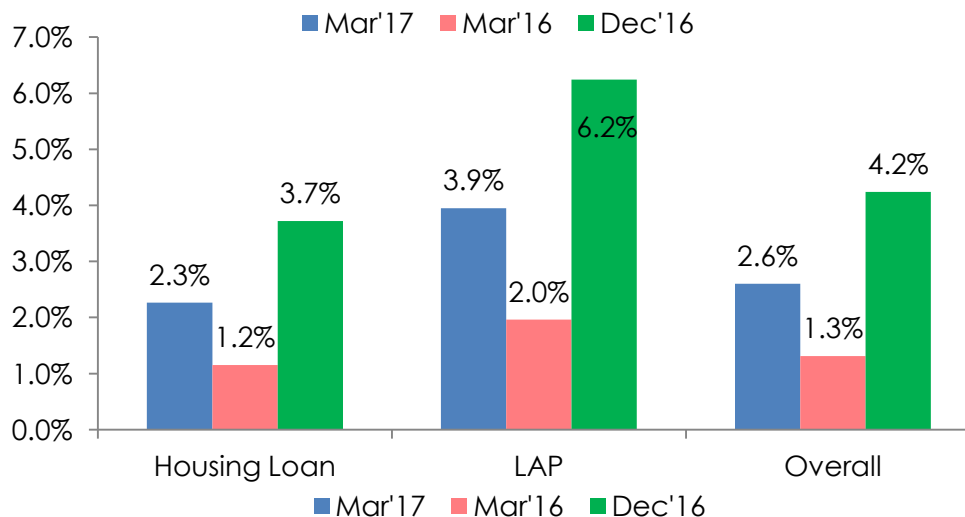
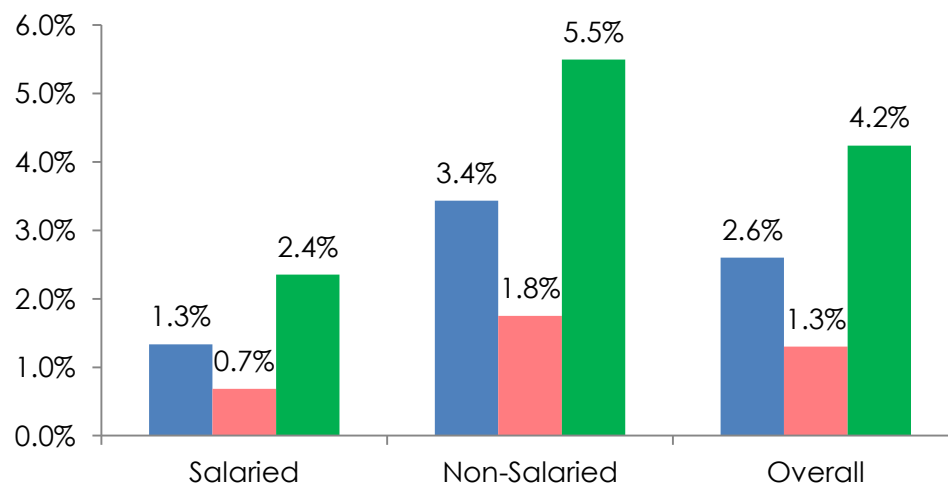
In Q3FY17, the company had used regulatory forbearance that allowed deferment of classification as sub-standard on 90+dpd loans, provided

- 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 (%)

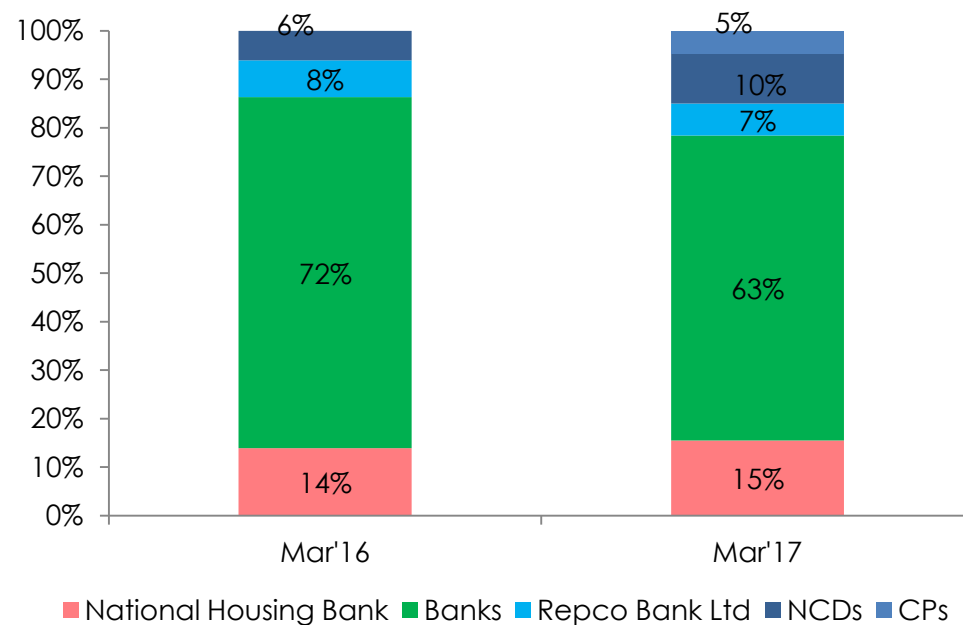
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Diversified borrowing profile

Repco Home Finance Limited

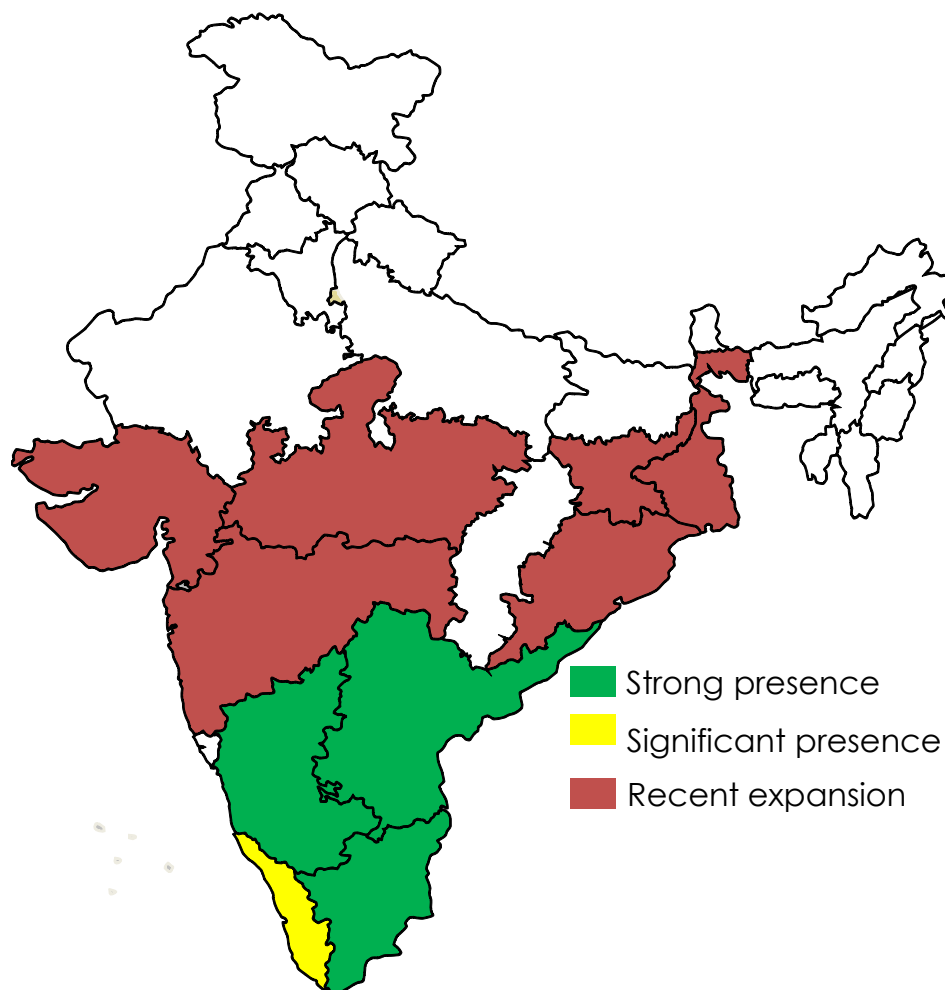
Source (Rs mn)	Mar'16	Mar'17	Change
National housing Bank	9,109	11,701	28%
Repco Bank	4,963	4,981	0%
Commercial Banks	47,307	47,572	1%
NCDs	4,000	7,850	96%
CPs	0	3,500	100%
Total	65,379	75,604	16%



Geographic Presence

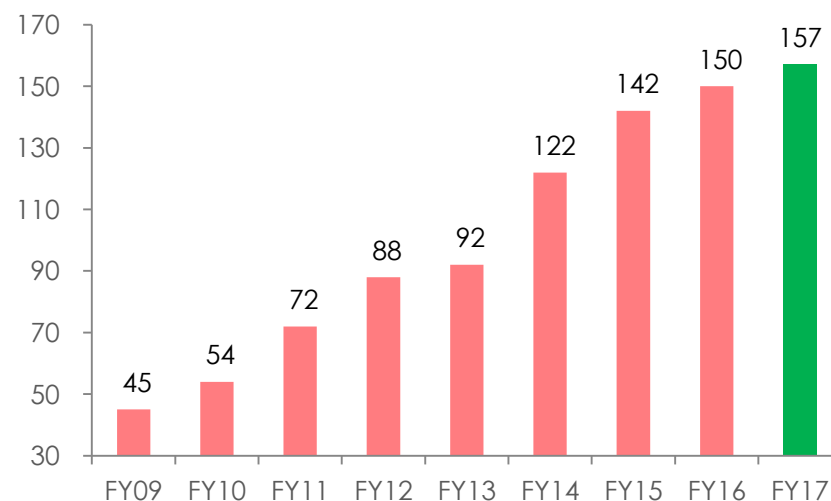
Expanding footprint

Repco Home Finance Limited



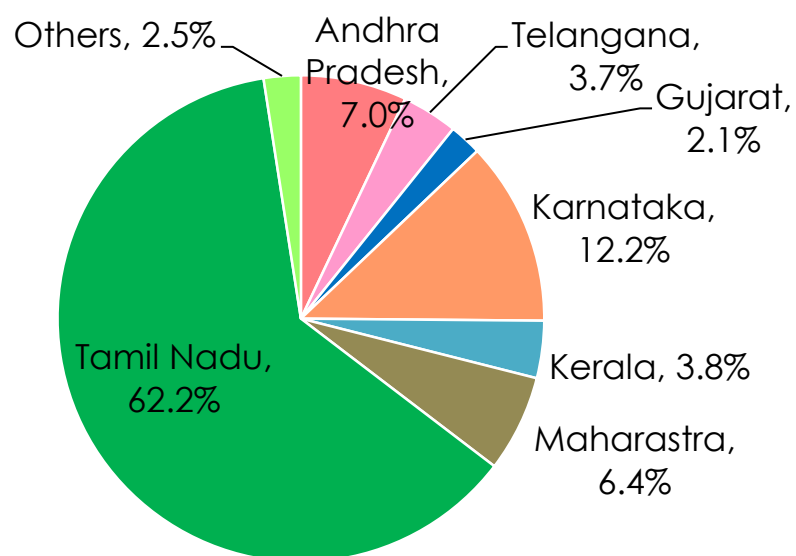
- ◆ Presence in 11 states and 1 Union Territory with 125 branches and 32 satellite centres
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh and Jharkhand
- ◆ Focus in FY18 will be to increase penetration in existing regions and selectively enter new regions.

Network Expansion



Region-wise loan book

Repco Home Finance Limited



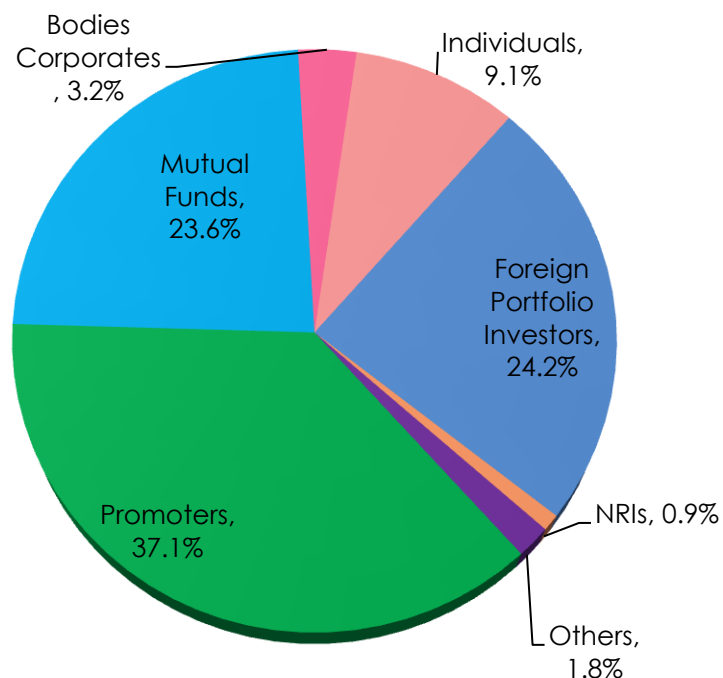
Key States	Exposure	
	Mar'16	Mar'17
Andhra Pradesh	7.7%	7.0%
Telangana	3.4%	3.7%
Gujarat	2.0%	2.1%
Karnataka	12.3%	12.2%
Kerala	3.8%	3.8%
Maharashtra	5.7%	6.4%
Tamil Nadu	62.7%	62.2%

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 FY16	Q4 FY16	YoY (%)	Q3 FY17	QoQ (%)	FY17	FY16	YoY (%)
Income:								
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%
Total Income	2,737	2,403	14%	2,656	3%	10,459	8,818	19%
Expenses:								
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%
Total Expenses	1,951	1,753	11%	1,941	0%	7,657	6,518	17%
Profit before tax	786	650	21%	714	10%	2,802	2,301	22%
Tax expense:								
Current tax	235	187	25%	237	-1%	940	742	27%
Deferred tax	45	40	12%	14	233%	39	58	-32%
Net Profit	506	422	20%	464	9%	1823	1501	21%

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

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

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%
Ratios								
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:

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

Phone: +91 44 42106650

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

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