



REPCO HOME FINANCE LIMITED.

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

CIN : L6592TN2000PLC044655

RHFL/SE/83/2016-17

February 13, 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 Quarter/Nine months period ended 31 December 2016

We submit herewith a copy of the presentation on the financial performance of the Company for the Quarter/Nine months period ended 31 December 2016.

This is submitted for your information and records.

Thanking You,

Yours Faithfully,

Company Secretary

Corporate Office : 3rd Floor, Alexander Square, New No : 2 (Old No. 34 & 35) Sardar Patel Road, Guindy, Chennai - 600 032.

Phone : 044 - 42106650 Fax : 044 - 42106651 E-mail : co@repcohome.com, www.repcohome.com

Registered Office : 'REPCO TOWER', No : 33, North Usman Road, T.Nagar, Chennai - 600 017. Phone : 044-28340715 / 4037 / 2845

**Repco Home Finance
Limited
Earnings Presentation
Q3FY17**



◆ Q3Y17 Performance

- ▶ Business summary.....
- ▶ Financial performance for Q3 & 9MFY17.....
- ▶ Asset quality.....
- ▶ Diversified source of funding.....

◆ Geographic Presence

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

◆ Annexure

Q3FY17 Performance

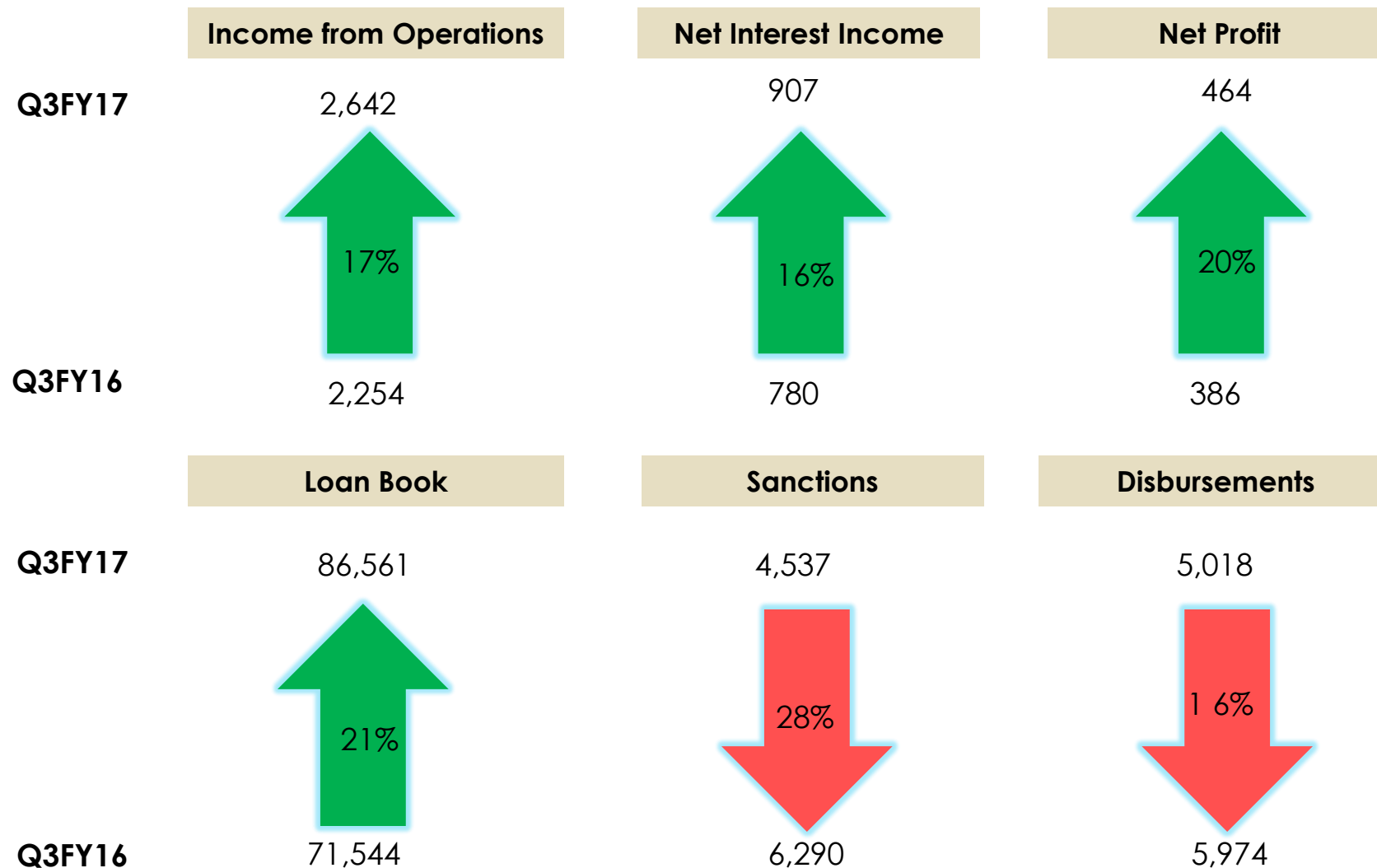
Business Summary

• Loans outstanding (Dec 31, 2016)	Rs. 86,561 mn
• Net worth (Dec 31, 2016)	Rs. 10,361 mn
• Average loan per unit	Rs. 1.4 mn
• Number of live accounts	73,492
• Current Employee Strength	641
• Gross NPA (Dec 31, 2016)	2.6%
• Gross NPA (before regulatory forbearance)	4.2%
• Net NPA (%) (Dec 31, 2016)	1.5%
• Net NPA (before regulatory forbearance)	3.1%

Q3FY17 performance

Repco Home Finance Limited

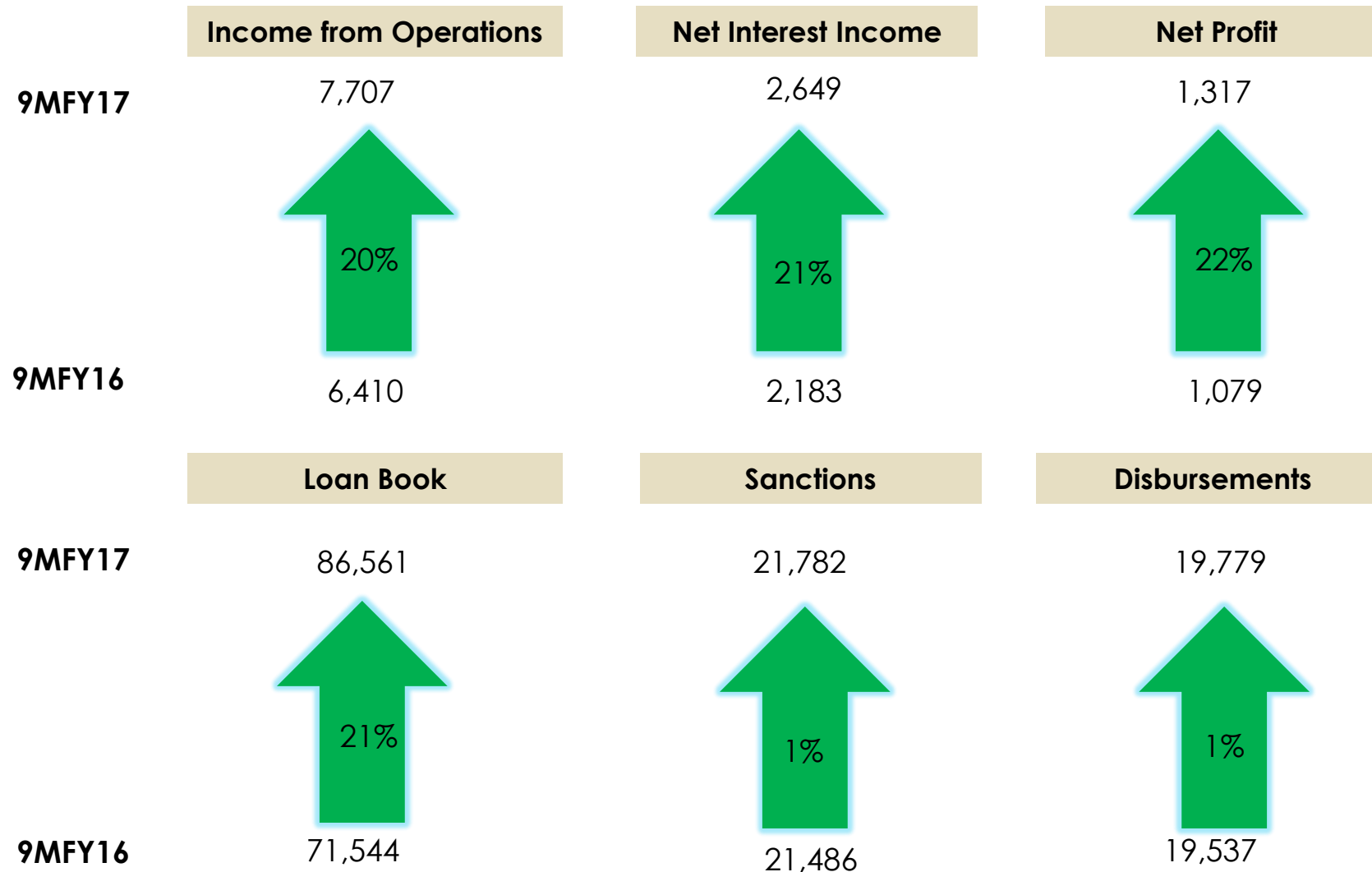
Figures in Rs million



9MFY17 performance

Repco Home Finance Limited

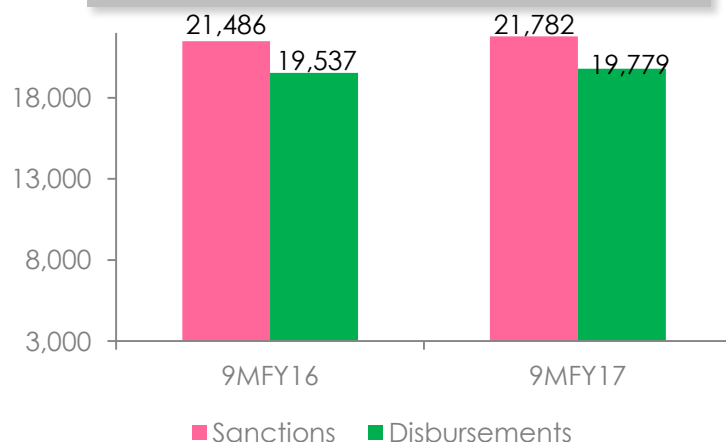
Figures in Rs million



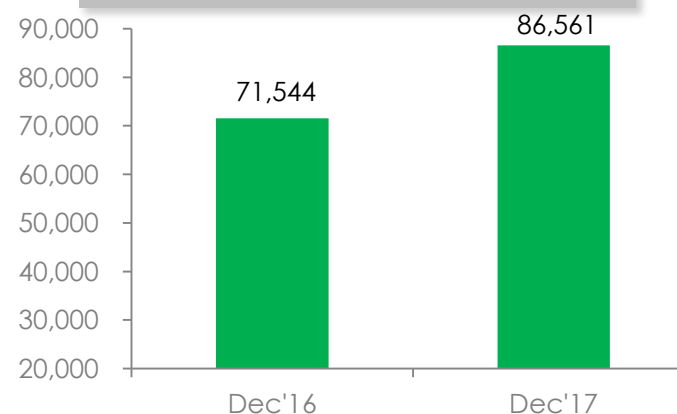
Loan book and customer mix

Figures in Rs million

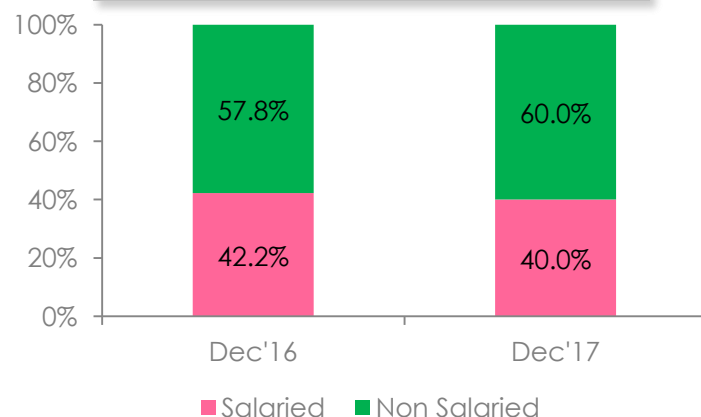
Sanctions and disbursements



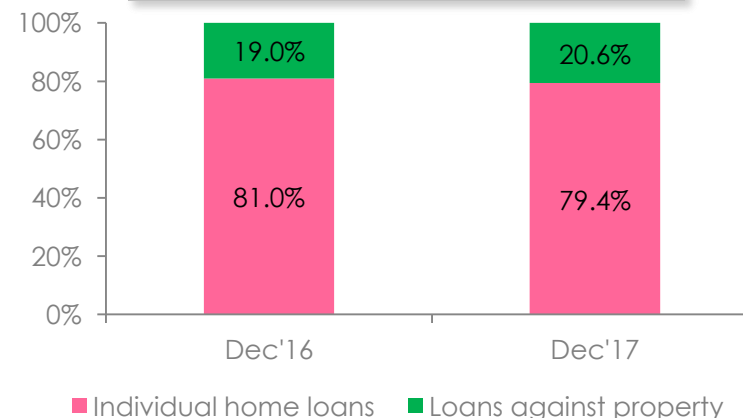
Loan Book



Loan book composition



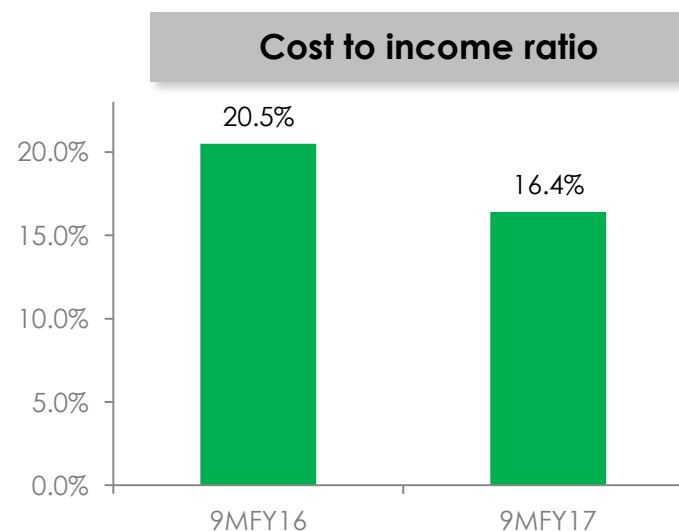
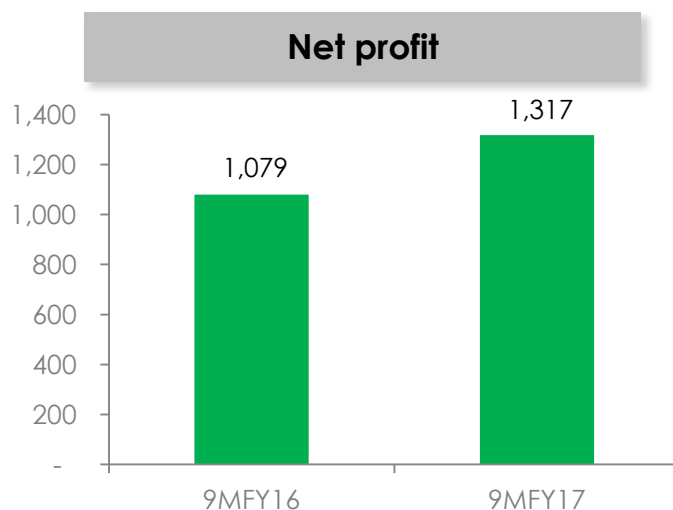
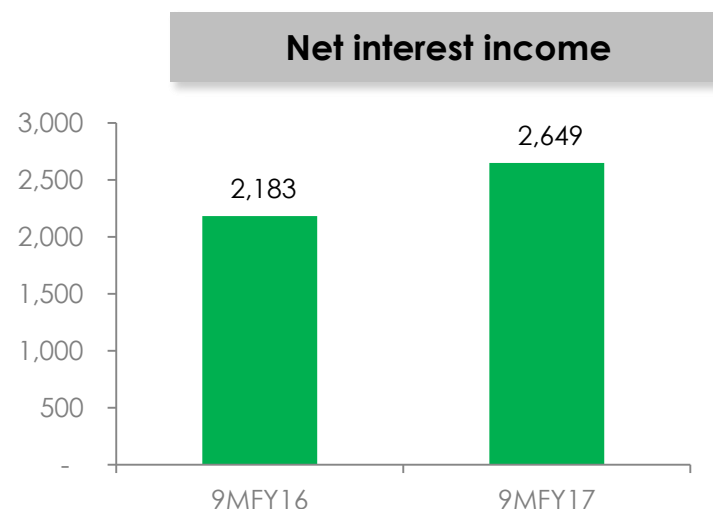
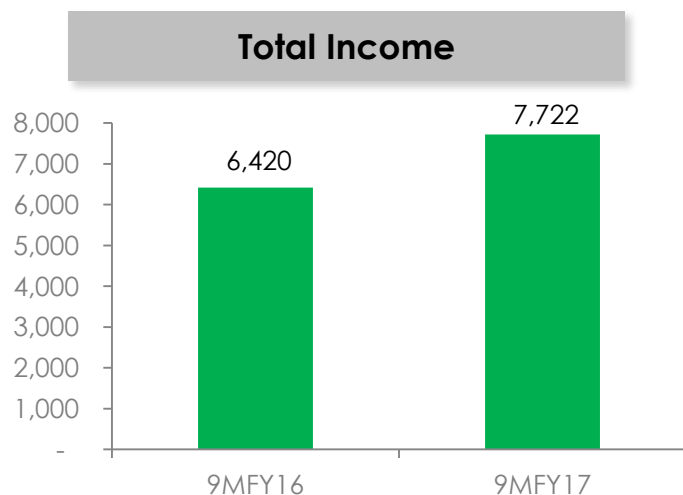
Mix of loan portfolio



Income and earnings growth

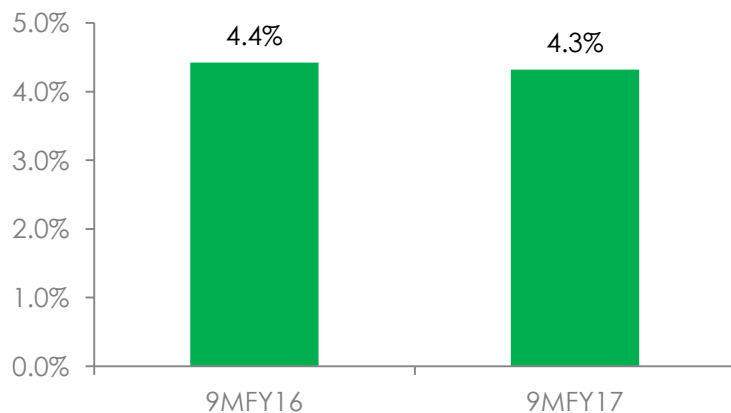
Repco Home Finance Limited

Figures in Rs million

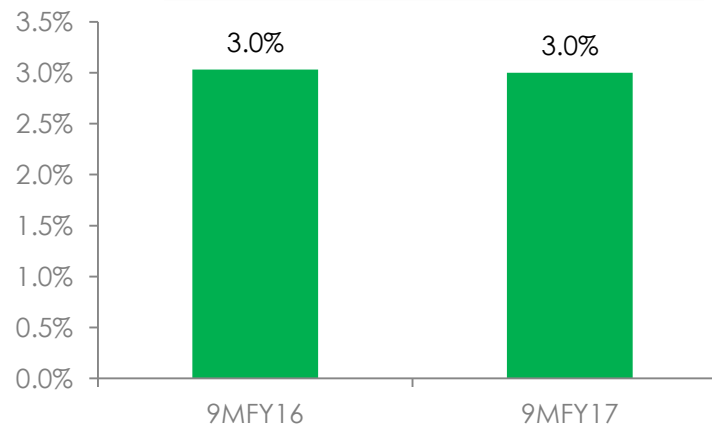


Profitability ratios

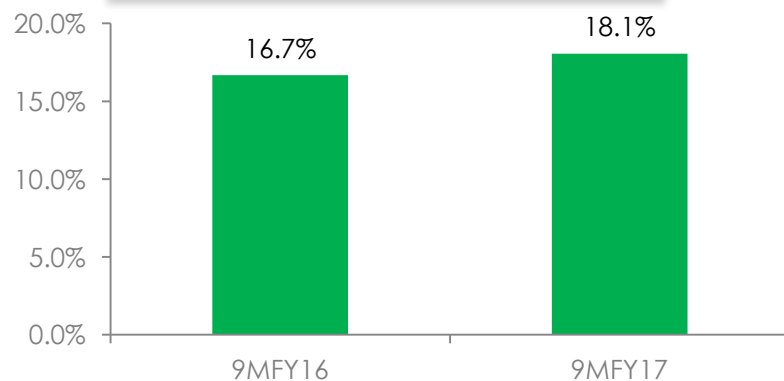
Net interest margin



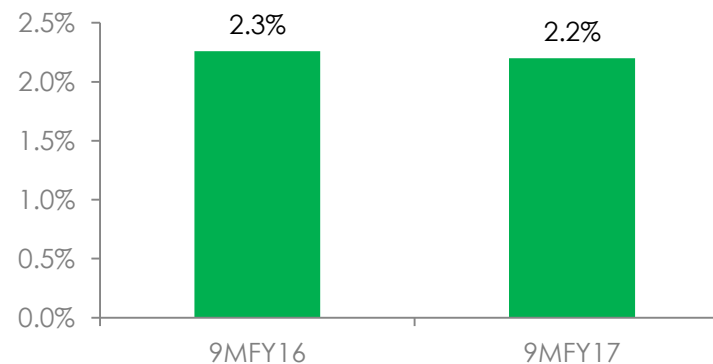
Spread



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



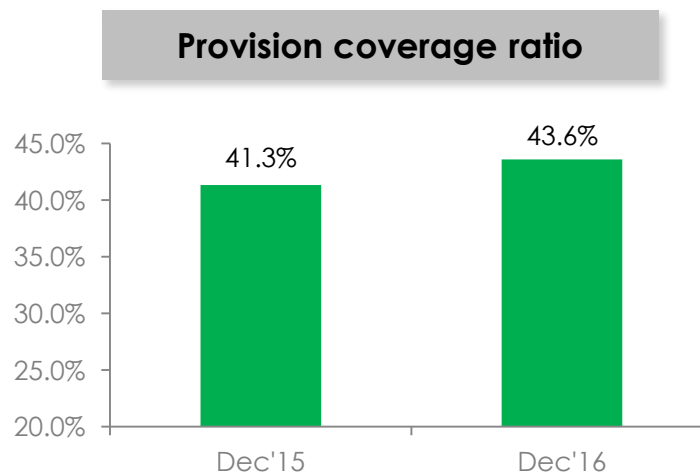
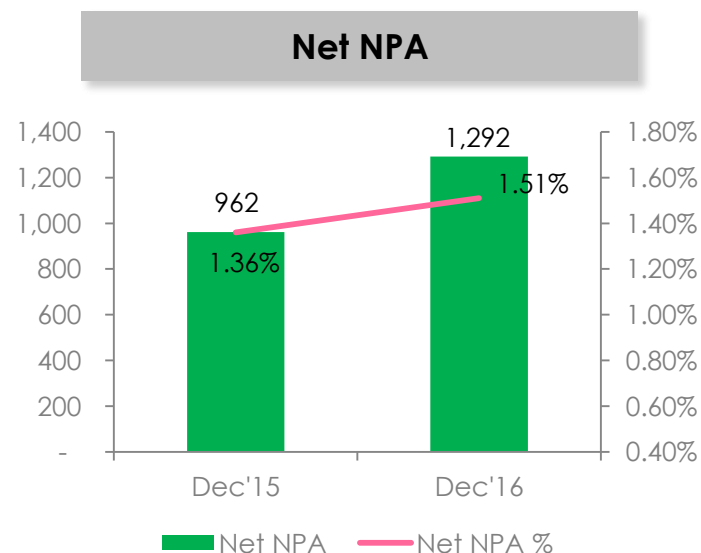
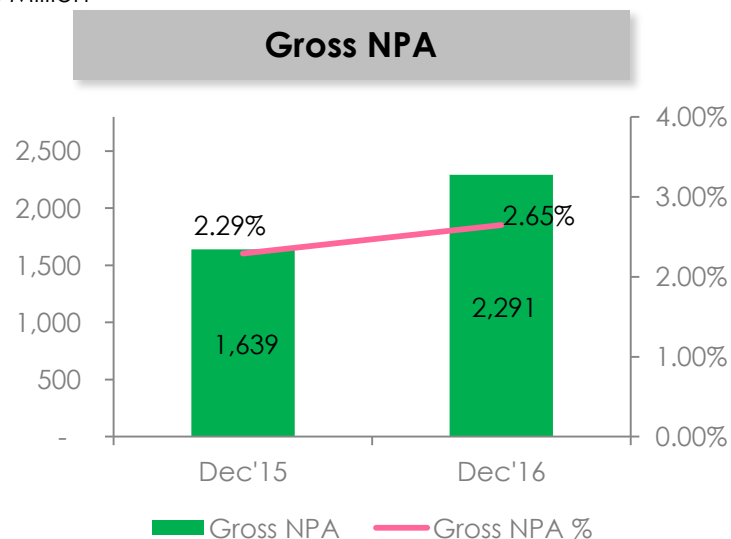
**Return on average assets
(TTM)**



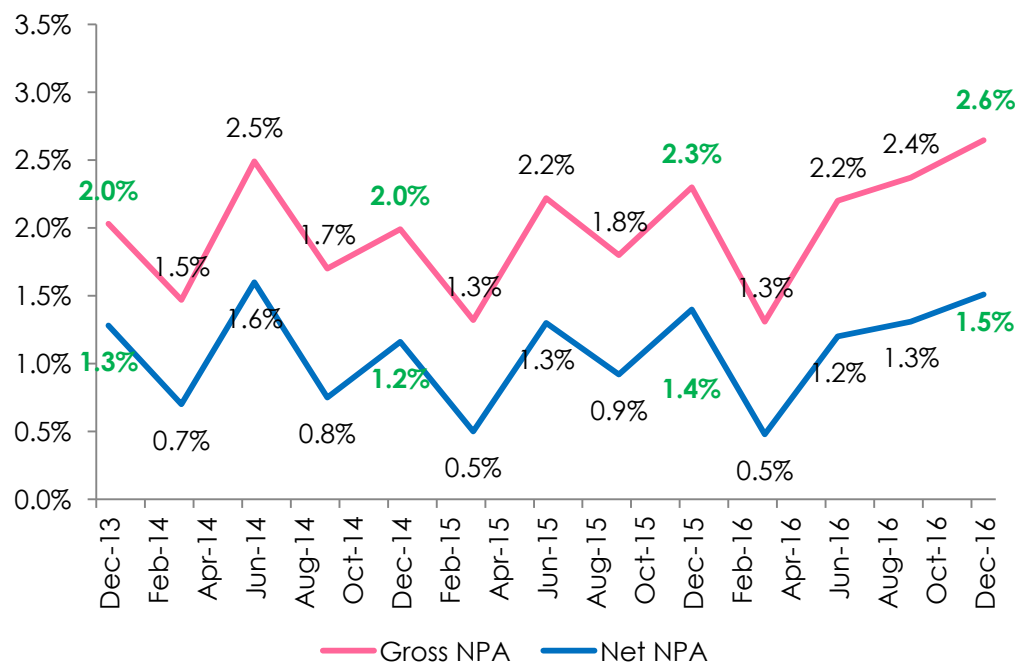
Asset quality & provisioning

Repco Home Finance Limited

Figures in Rs Million



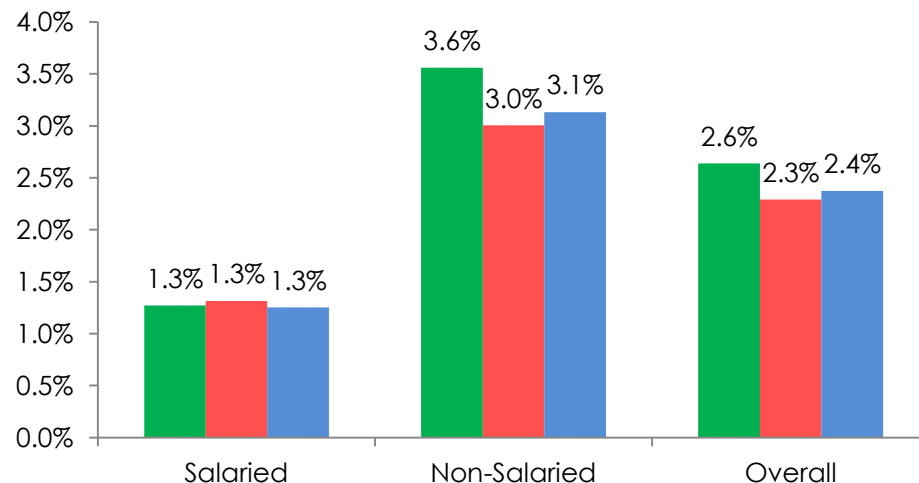
Movement in NPAs



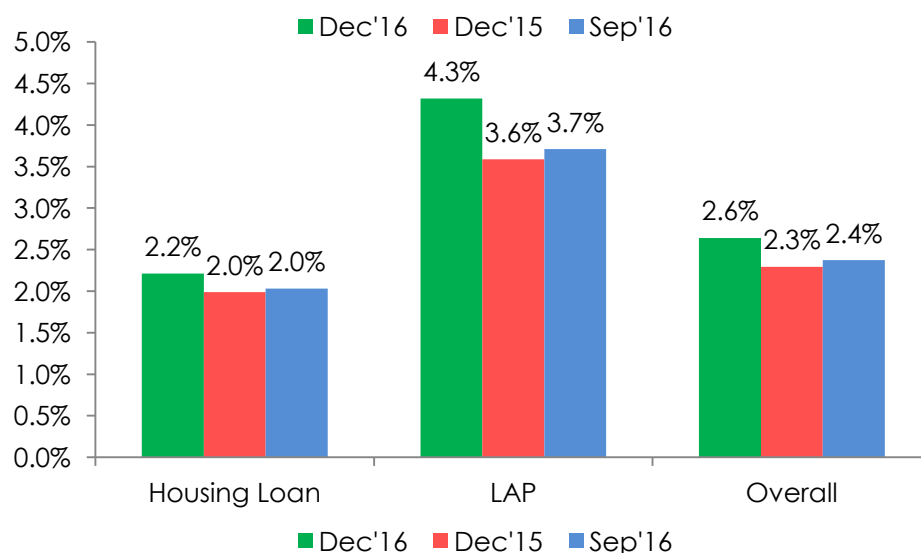
Mix/Product-wise asset quality

Repco Home Finance Limited

Figures in Rs million



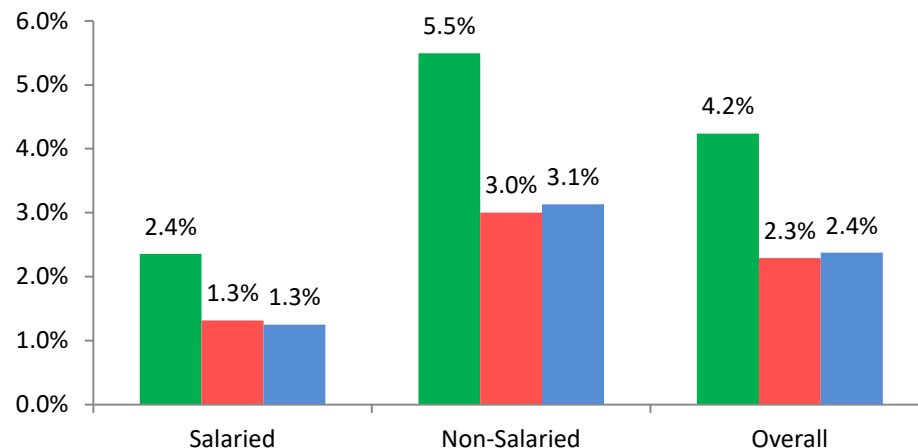
Product / Mix	GNPA
Housing Loan	1,521
LAP	770
Overall	2,291
Salaried	440
Non-Salaried	1,851
Overall	2,291



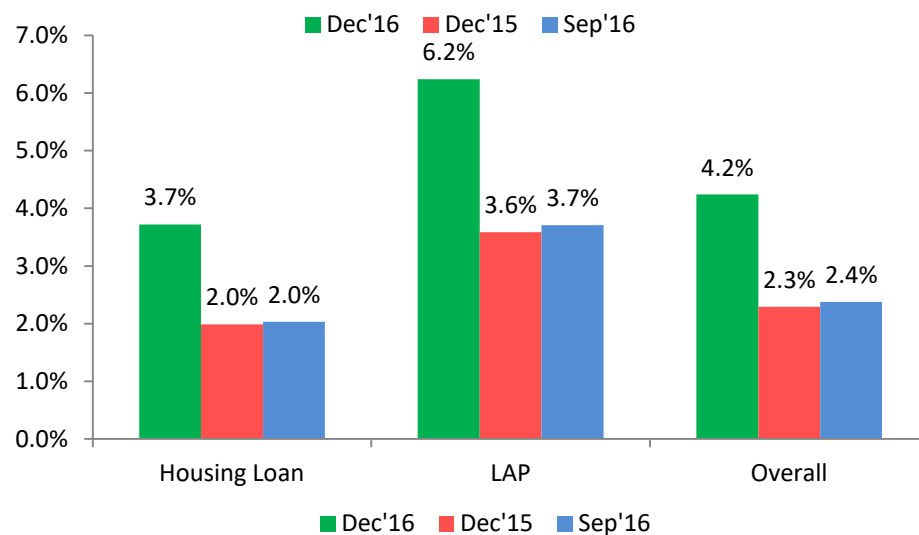
Mix/Product-wise asset quality (before regulatory forbearance)

Repco Home Finance Limited

Figures in Rs million

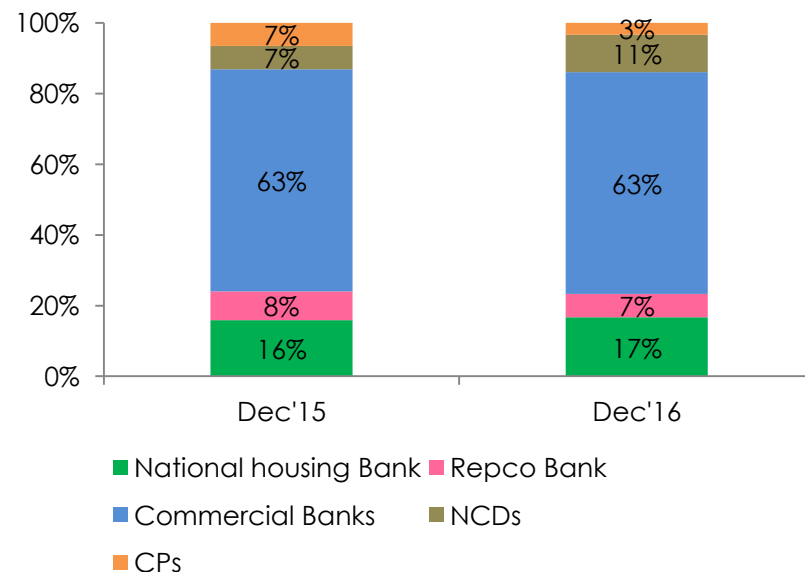


Product / Mix	GNPA before regulatory forbearance
Housing Loan	2,557
LAP	1,113
Overall	3,670
Salaried	814
Non-Salaried	2,856
Overall	3,670



Diversified borrowing profile

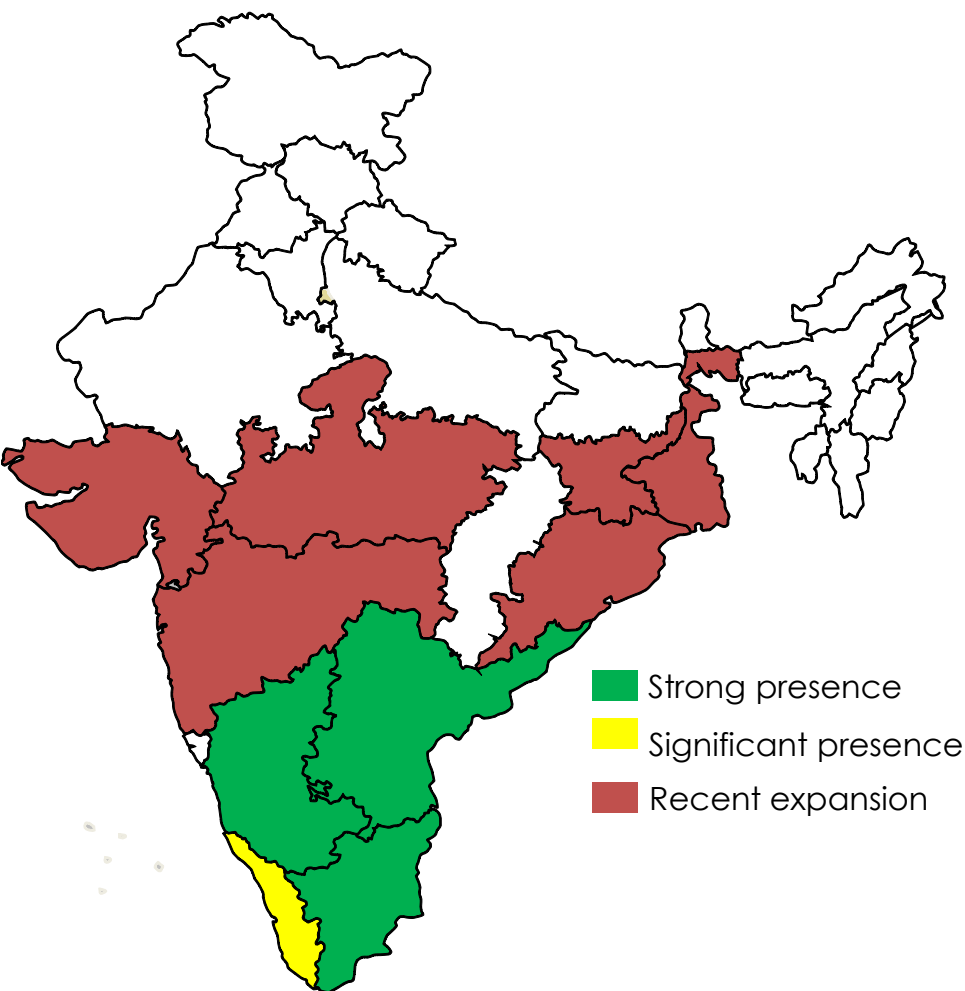
Source (Rs mn)	Dec'15	Dec'16	Change
National housing Bank	9,693	12,330	27%
Repco Bank	4,979	4,905	-1%
Commercial Banks	38,318	46,302	21%
NCDs	4,000	7,850	96%
CPs	4,000	2,500	-38%
Total	60,991	73,887	21%



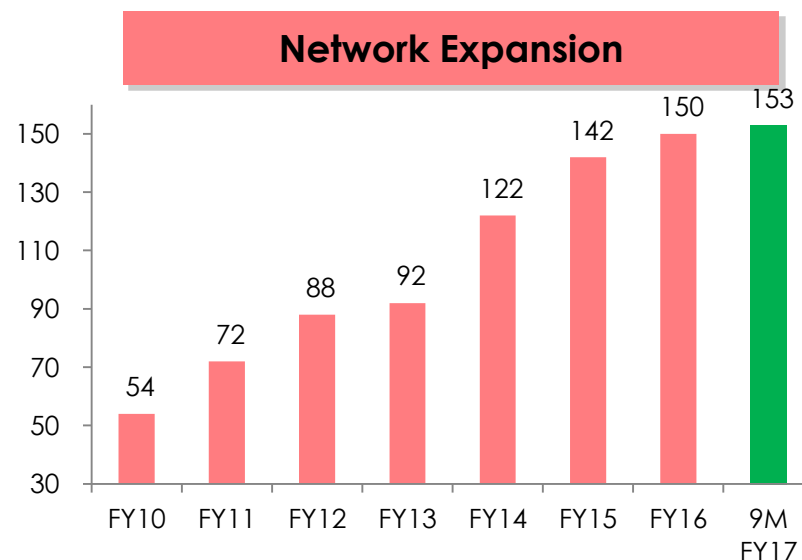
Geographic Presence

Expanding footprint

Repco Home Finance Limited

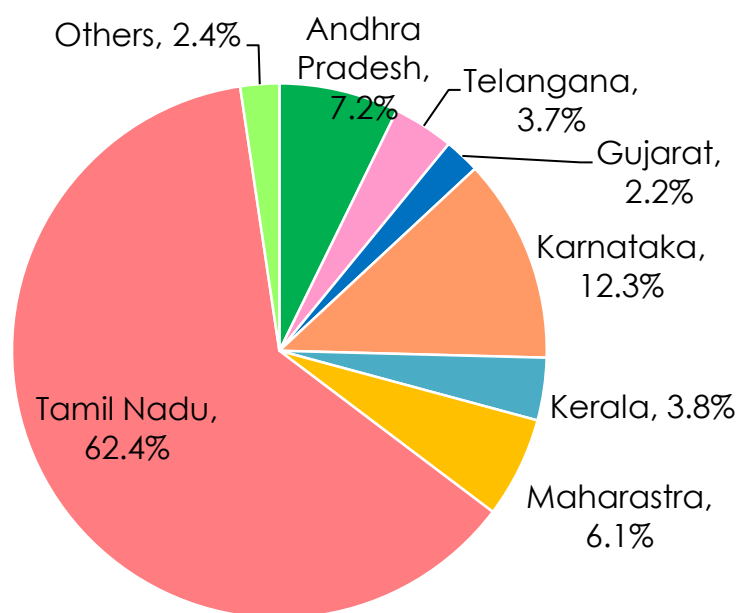


- ◆ Presence in 11 states and 1 Union Territory with 121 branches and 32 satellite centres
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh and Jharkhand



Region-wise loan book

Repco Home Finance Limited



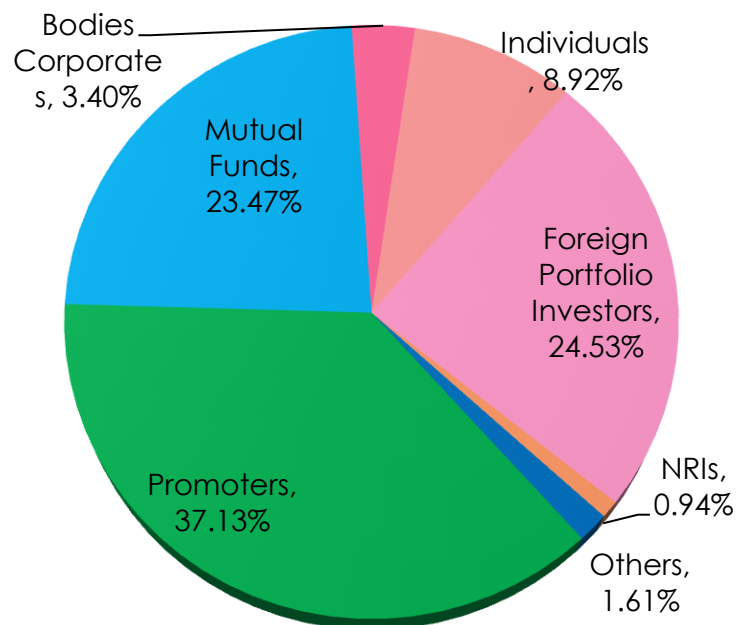
	Exposure	
Key States	Dec'15	Dec'16
Andhra Pradesh	8.0%	7.2%
Telangana	3.4%	3.7%
Gujarat	2.0%	2.2%
Karnataka	12.5%	12.3%
Kerala	3.7%	3.8%
Maharashtra	5.6%	6.1%
Tamil Nadu	62.5%	62.4%
Others	2.3%	2.4%
	100%	100%

Annexure

Shareholding pattern

Repco Home Finance Limited

Outstanding shares – 62.56 mn



Major Non-Promoter Shareholders

% shareholding

Franklin Templeton Mutual Fund	6.4%
Birla Sun Life AMC	6.1%
DSP Blackrock Mutual Fund	5.6%
Parvest Equity India	3.9%
Nomura India Investment Fund	3.5%
TVF Fund Ltd	2.6%
India Capital Fund Limited	2.2%
BNP Paribas Equity Fund	1.5%
Alliance Bernstein (Mauritius) Limited	1.5%
SBI Mutual Fund	1.1%

Profit and loss statement

Repco Home Finance Limited

(Rs. million)	Q3 FY17	Q3 FY16	YoY (%)	Q2 FY17	QOQ (%)	9M FY17	9M FY16	YoY (%)
Income:								
Revenue from operations	2,642	2,254	17%	2,596	2%	7707	6410	20%
Other Income	13	1	1421%	1	939%	16	9	75%
Total Income	2,656	2,255	18%	2,597	2%	7,722	6,420	20%
Expenses:								
Interest and other Financial Charges	1,682	1,411	19%	1,597	5%	4828	4027	20%
Employee benefit expense	104	96	9%	100	5%	302	315	-4%
Depreciation and amortization expense	8	9	-15%	9	-11%	24	29	-17%
Other expenses	51	56	-8%	55	-7%	149	146	2%
Provision for Non-Performing Assets	88	65	34%	100	-12%	358	184	94%
Contingency Provisions against Standard Assets	7	27	-75%	25	-74%	40	68	-41%
Bad-Debts Written Off	2	0	100%	2	-7%	5	1	893%
Total Expenses	1,941	1,664	17%	1,887	3%	5,706	4,769	20%
Profit before tax	714	591	21%	710	1%	2016	1651	22%
Tax expense:								
Current tax	237	198	19%	244	-3%	705	555	27%
Deferred Tax	14	6	115%	9	53%	-6	17	-134%
Net Profit/(Loss)	464	386	20%	457	2%	1,317	1,079	22%

Note – Other income includes Rs. 12 mn dividend received from Repco Micro Finance in Q3FY17

Key metrics

Particulars	Units	9MFY16	FY16	9MFY17
Outstanding Loan Book	Rs. Mn	71,544	76,912	86,561
Sanctions	Rs. Mn	21,486	30,828	21,782
Disbursements	Rs. Mn	19,537	28,512	19,779
Income from Operations	Rs. Mn	6,410	8,801	7,707
Net Interest Income	Rs. Mn	2,183	3,039	2,649
PAT	Rs. Mn	1,079	1,501	1,317
Networth	Rs. Mn	8,892	9,162	10,361
Yield on assets	%	12.6	12.4	12.2
Cost of funds	%	9.6	9.4	9.2
Spread	%	3.0	3.0	3.0
Gross NPA	%	2.29	1.31	2.65
Net NPA	%	1.36	0.48	1.51
<u>Loan Book Composition:</u>				
Non-Salaried	%	42.2	58.8	60.0
Salaried	%	57.8	41.2	40.0
Home Loans	%	81.0	80.2	79.4
Loans against property	%	19.0	19.8	20.6

Note – Equity has been adjusted for DTA

Key metrics

Particulars	Units	Q3FY16	Q2FY17	Q3FY17
Sanctions	Rs. Mn	6,290	10,461	4,537
Disbursements	Rs. Mn	5,974	8,764	5,018
Net Interest Income	Rs. Mn	780	902	907
PAT	Rs. Mn	386	457	464
NIM	%	4.5	4.4	4.2
Yield on assets	%	12.5	12.2	12.1
Cost of funds	%	9.4	9.2	9.2
Spread	%	3.1	3.0	2.9
ROAA	%	2.2	2.2	2.2
ROAE	%	17.1	18.8	18.7

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.