



REPCO HOME FINANCE LIMITED.
(Promoted by Repco Bank-Govt. of India Enterprise)
CIN : L65922TN2000PLC044655

RHFL/SE/17/2019-20

August 14, 2019

The BSE Ltd,
Phiroze Jeejeebhoy Towers,
26th Floor, Dalal Street,
Mumbai-400001
BSE Security Code: 535322

The National Stock Exchange of India Ltd,
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra(E), Mumbai- 400051
NSE Symbol: REPCOHOMÉ

Kind Attn: Listing Department

Dear Sir,

Sub: Investor Presentation on financial results for the Quarter ended 30 June 2019

We submit herewith a copy of the presentation on the financial performance of the Company for the quarter ended 30 June 2019.

This is submitted for your information and records.

Thanking You,

Yours Faithfully,

A handwritten signature in black ink, consisting of a series of loops and a long horizontal stroke.

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

Earnings Presentation
Q1FY20



◆ Q1FY20 Performance

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

◆ Geographic Presence

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

◆ Annexure

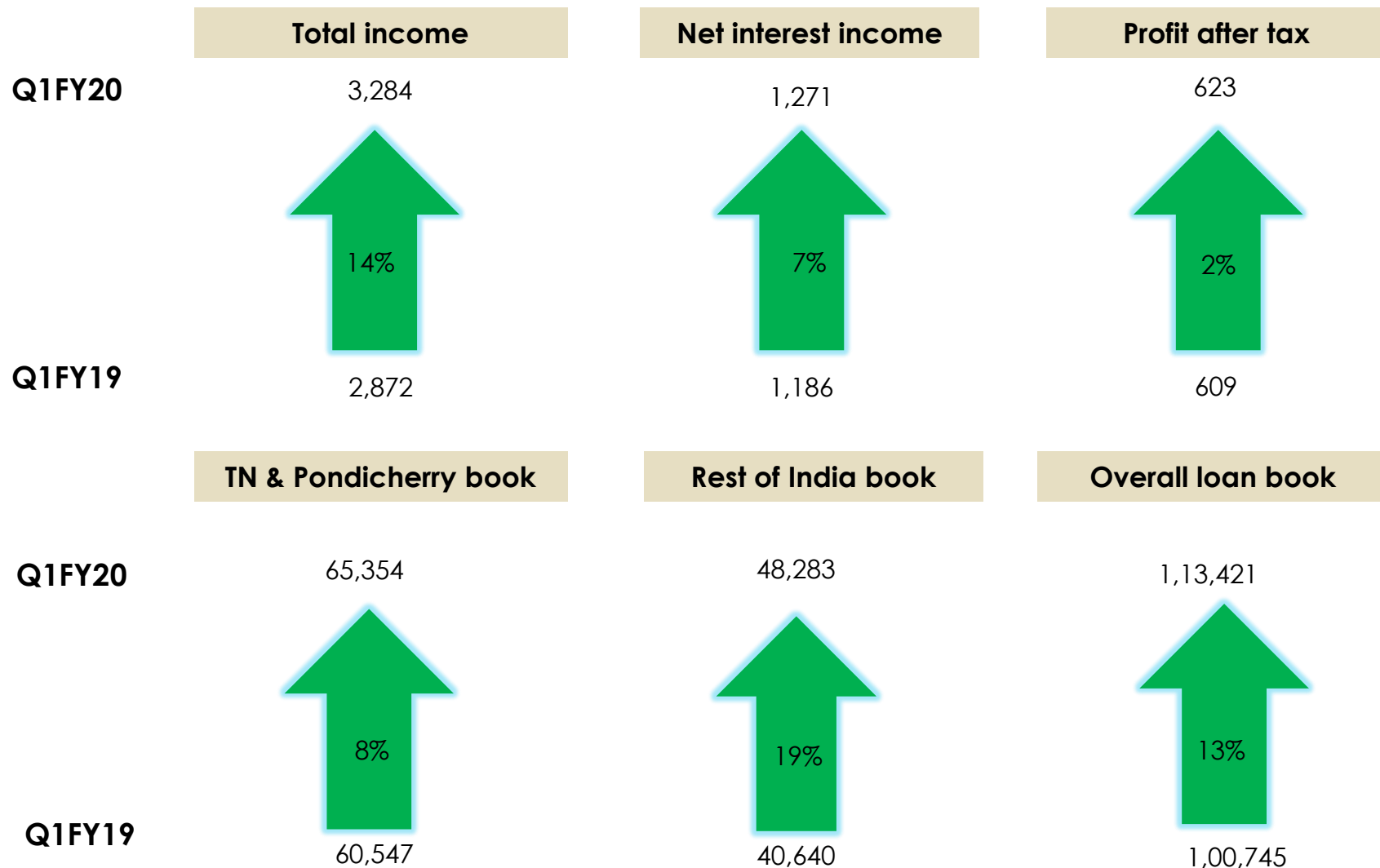
Q1FY20 Performance

• Loans outstanding (June 30, 2019)	Rs. 1,13,421 mn
• Net worth (June 30, 2019)	Rs. 14,929 mn
• Tier 1 capital adequacy ratio	24.5% (Provisional)
• Average loan per unit	Rs. 1.4 mn
• Number of live accounts	94,624
• Current employee Strength	941
• Gross NPA (%) (June 30, 2019)	4.2%
• ECL provision(%) (June 30, 2019)	1.5%

Q1FY20 performance

Repco Home Finance Limited

Figures in Rs million

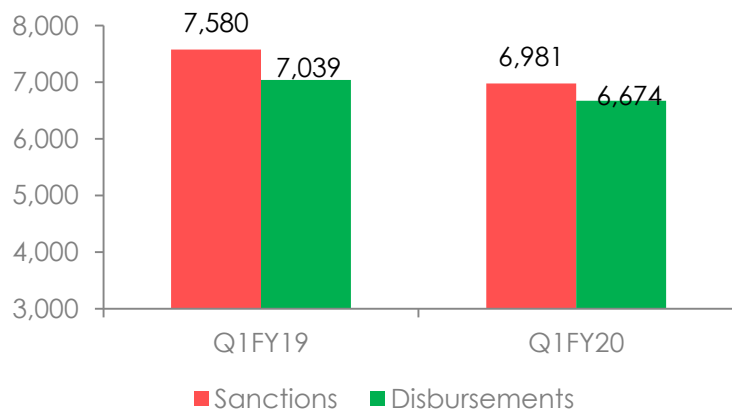


Asset book

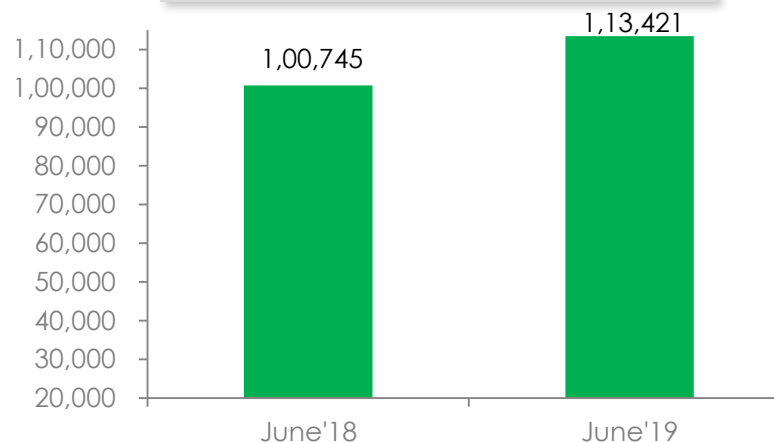
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Figures in Rs million

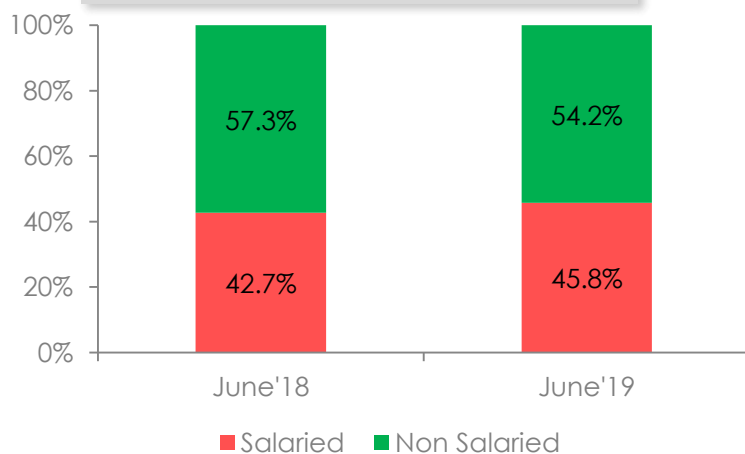
Sanctions and disbursements



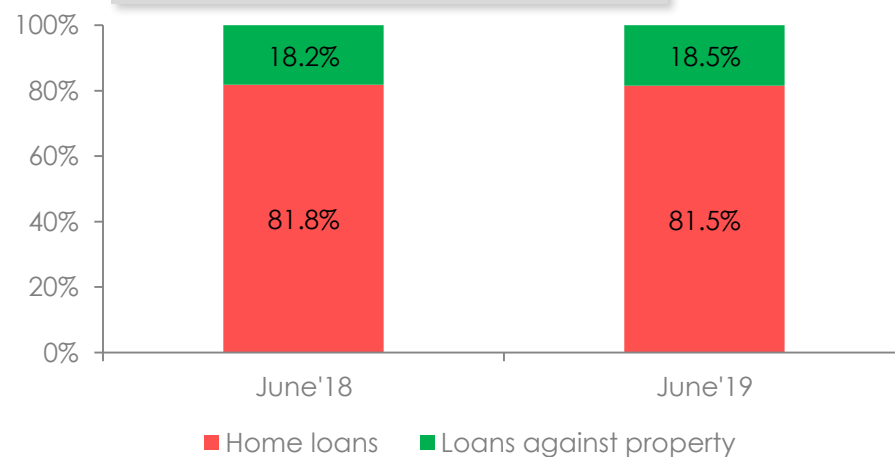
Loan Book



Loan book composition



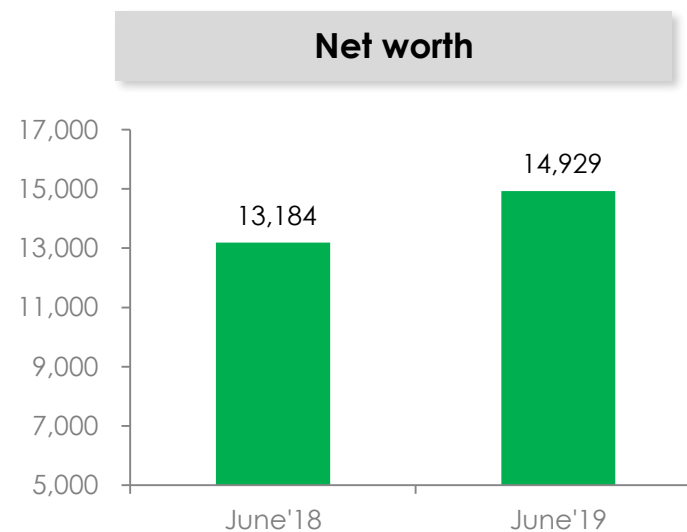
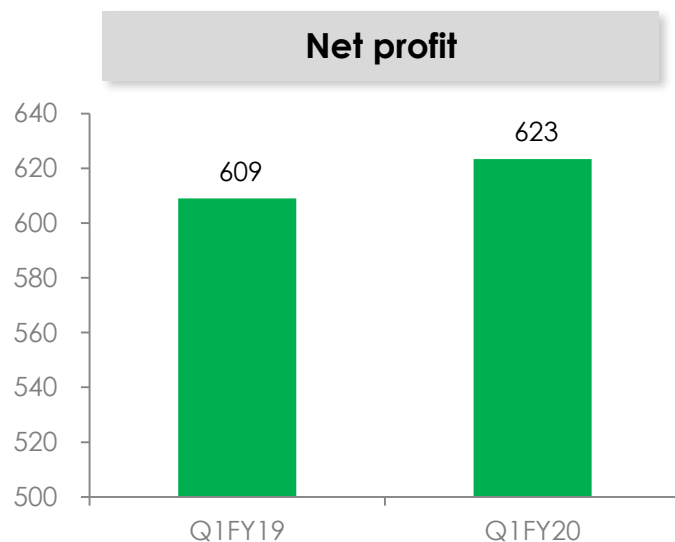
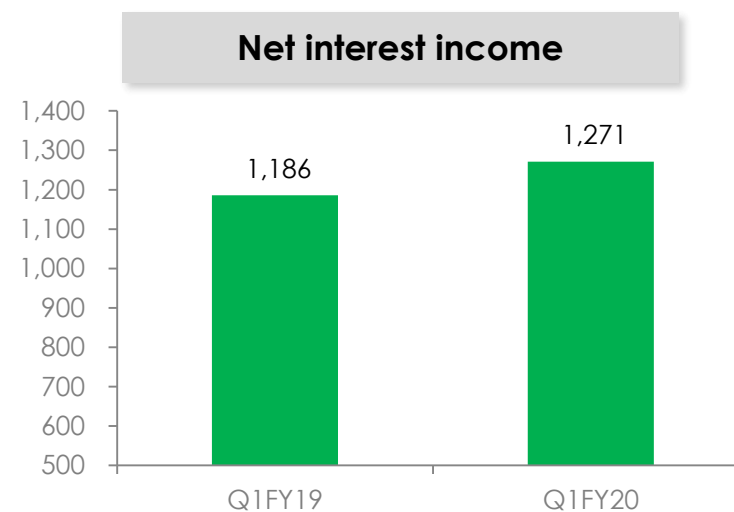
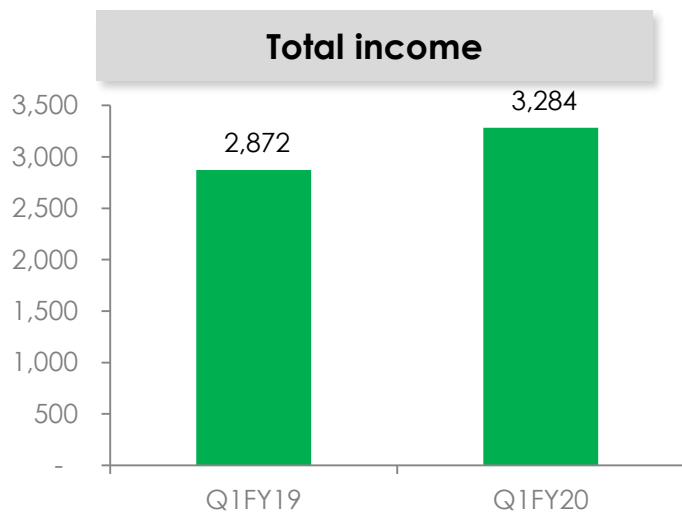
Mix of loan portfolio



Income and earnings growth

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Figures in Rs million

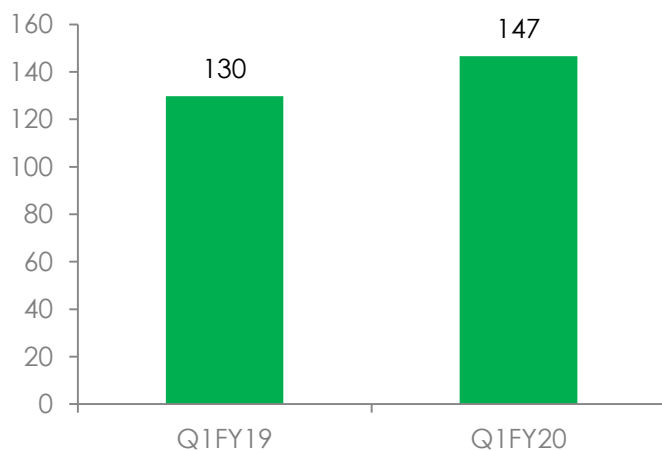


Operating cost

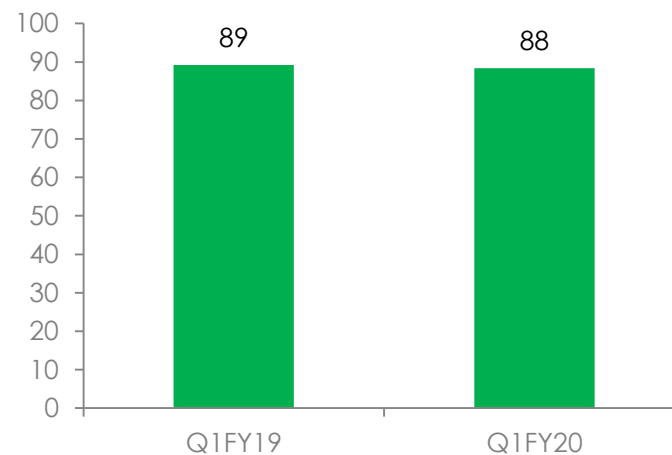
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Figures in Rs million

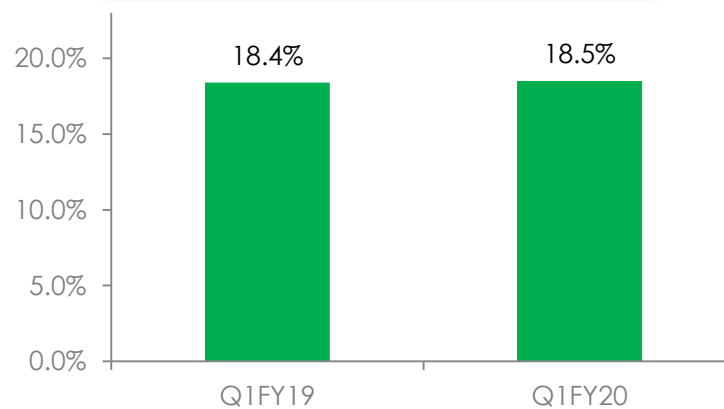
Employee cost



Other opex



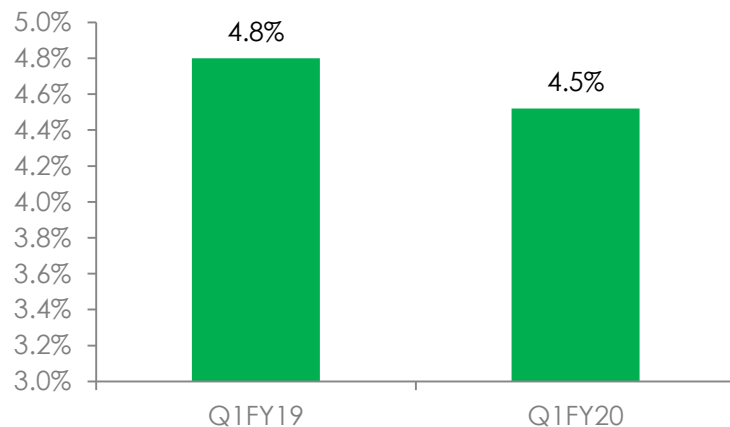
Cost to income ratio



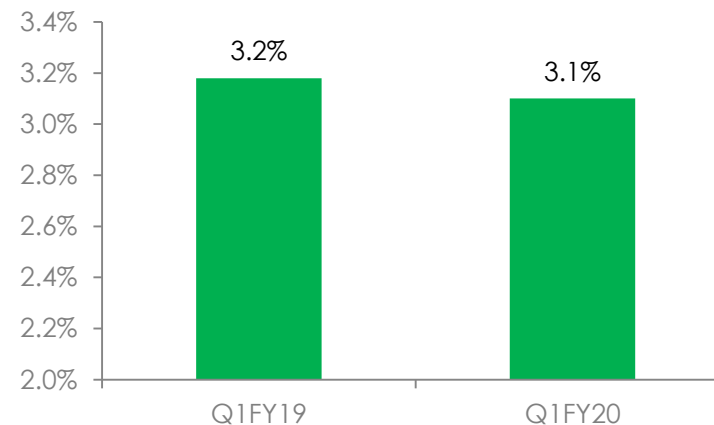
Profitability ratios

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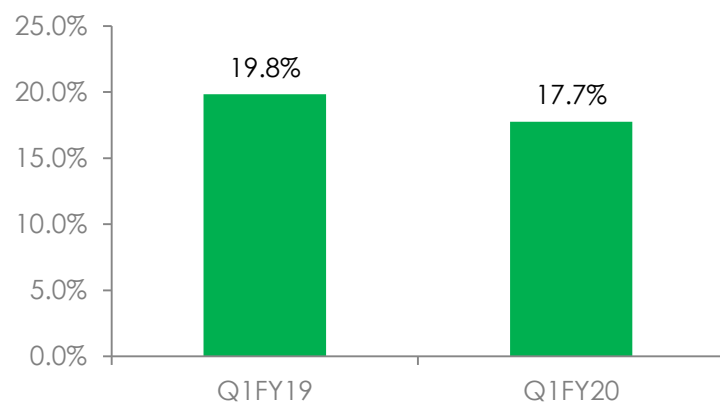
Net interest margin



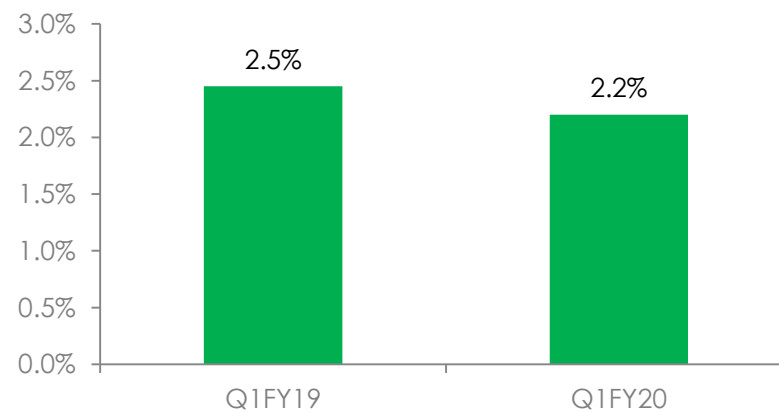
Spread



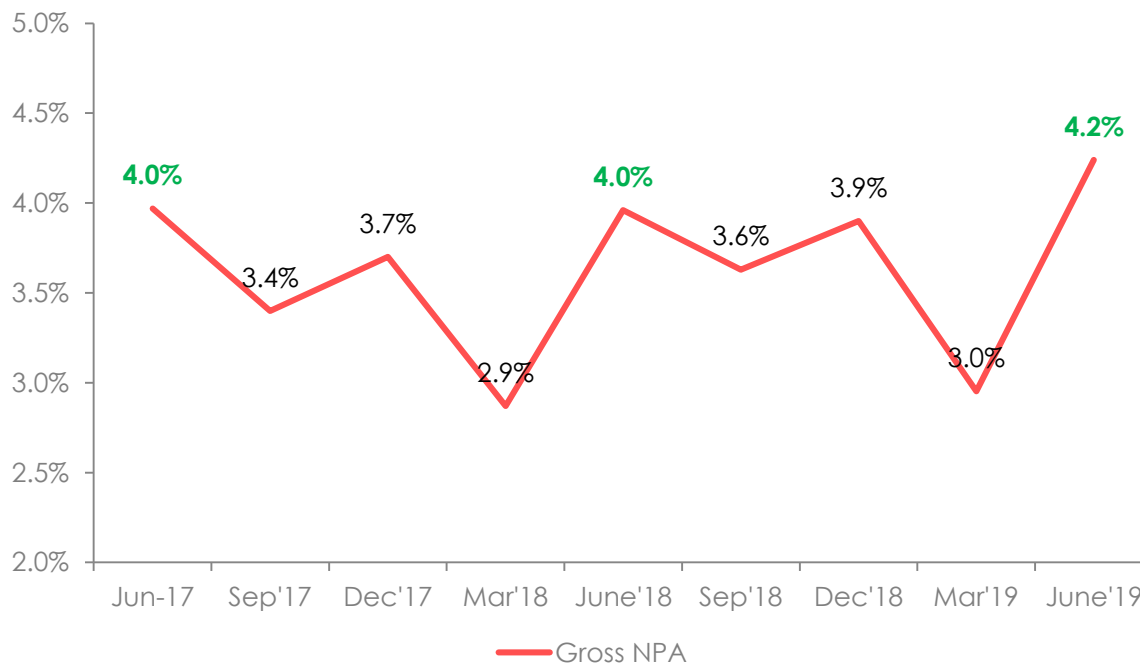
Return on equity



Return on assets



90+ dpd(%)



ECL Provisioning

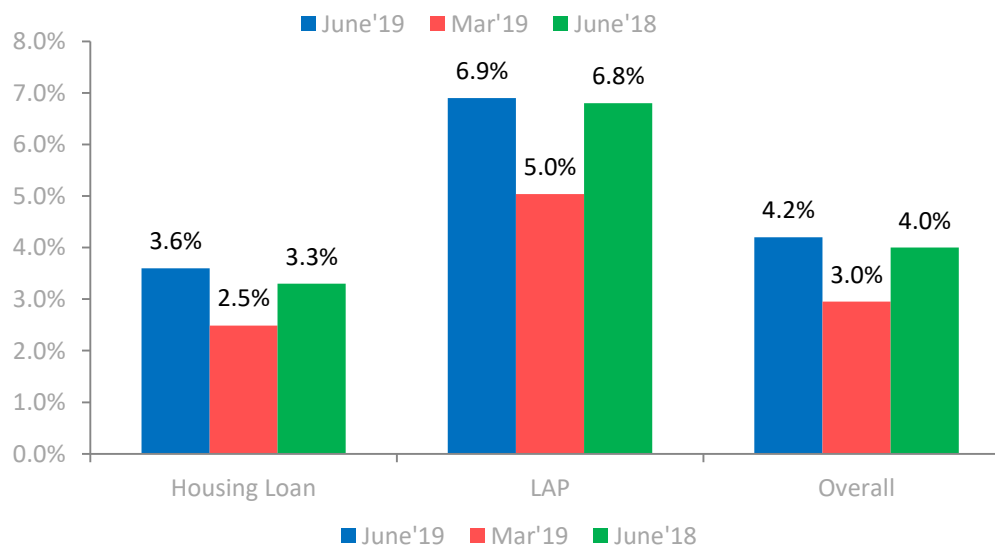
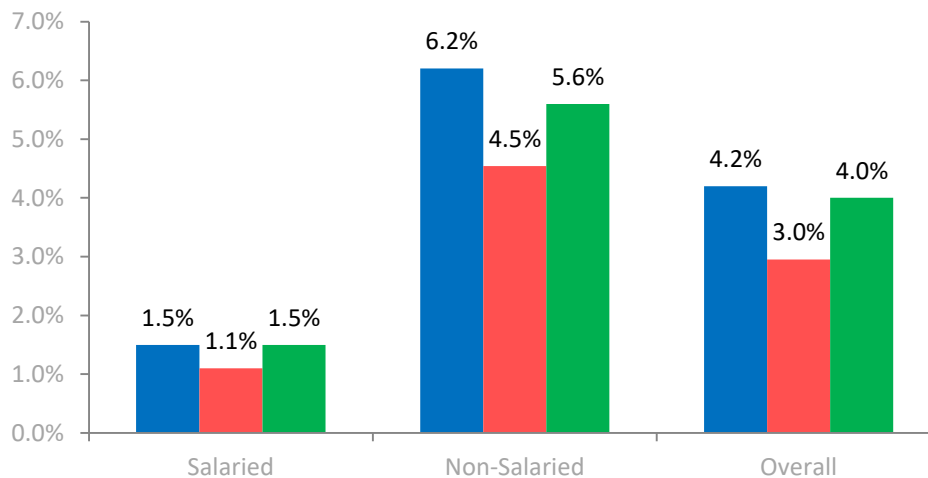
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Figures in Rs million

	June'18	Mar'19	June'19
Gross Stage 3	3,987	3,259	4,812
% portfolio in Stage 3	4.0%	3.0%	4.2%
ECL provision - Stage 3	449	1,178	1,469
Net - Stage 3	3,538	2,081	3,343
Coverage ratio - Stage 3	11%	36%	31%
Gross Stage 1 & 2	96,759	1,07,109	1,08,609
% portfolio in Stage 1 & 2	96%	97%	96%
ECL provision - Overall	715	1,645	1,719

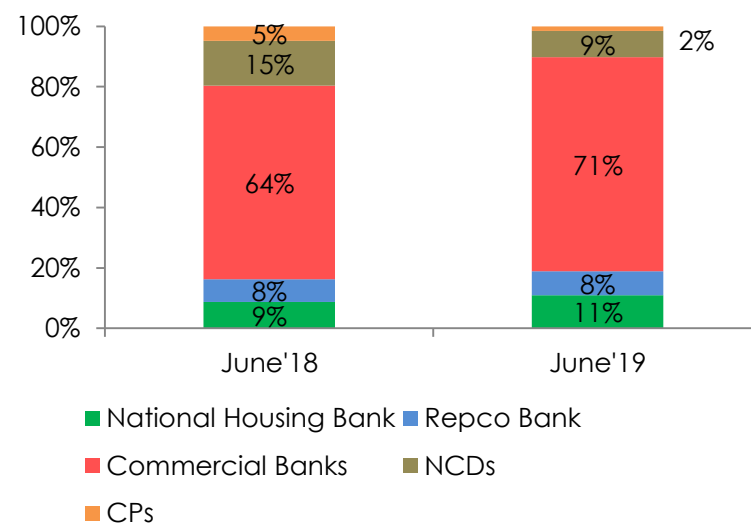
Mix/Product-wise GNPA (%)

Repco Home Finance Limited



Diversified borrowing profile

Source (Rs mn)	Average cost	June'18	June'19	% change
National Housing Bank	7.6%	7,292	10,459	43%
Repco Bank	8.2%	6,253	7,583	21%
Commercial Banks	8.8%	53,321	67,833	27%
NCDs	8.2%	12,370	8,258	-33%
Commercial Papers	7.8%	4,000	1,500	-63%
Total	8.6%	83,236	95,632	15%



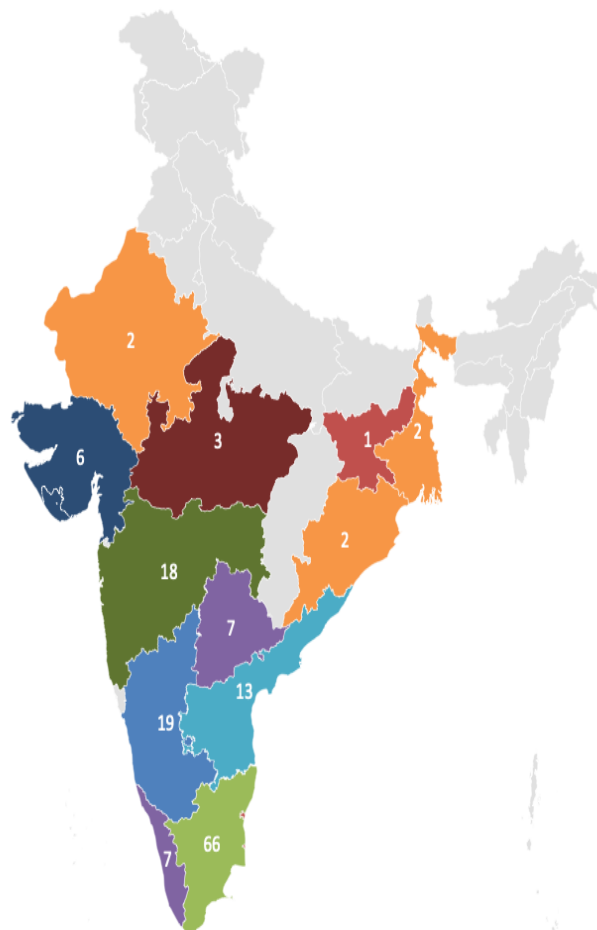
Update on Liquidity

On-Balance Sheet liquidity - Rs. 2,019 mn of cash and cash equivalents.

Off- Balance Sheet liquidity - Unutilized bank lines of Rs. 13,000 mn. (as at August 12, 2019)

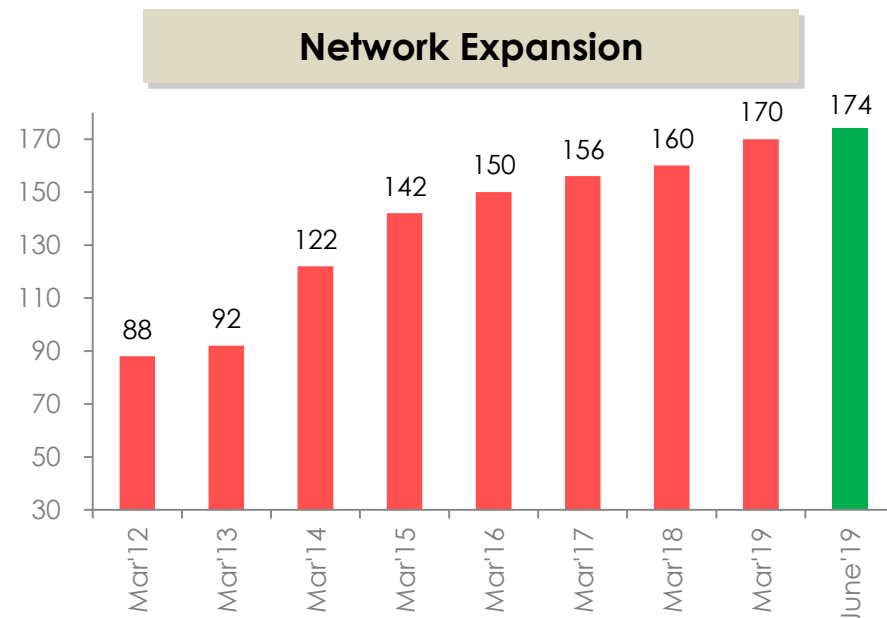
Geographic Presence

Footprint



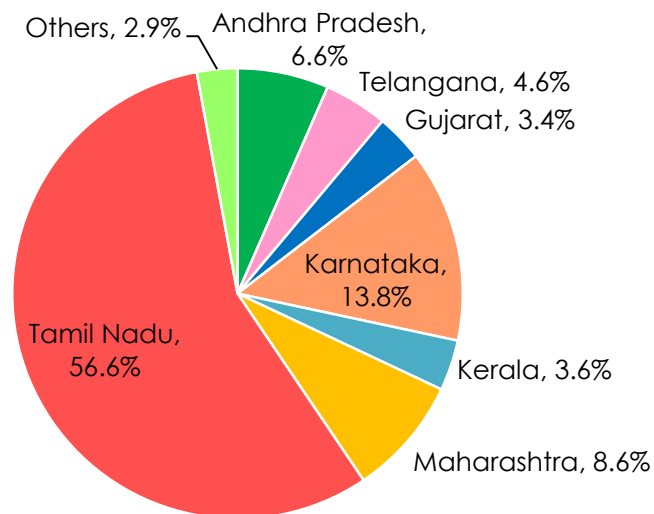
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- ◆ Present in 12 states and 1 Union Territory with 147 branches and 27 satellite centers.
- ◆ Entered the State of Rajasthan in Q1FY20
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh & Rajasthan.



Region-wise loan book

Repco Home Finance Limited



Annualized

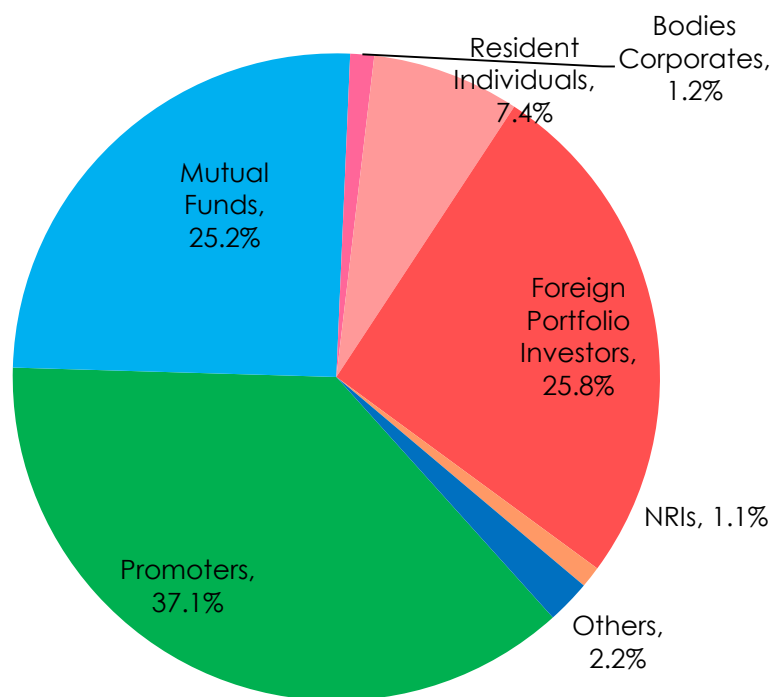
States	Exposure			YoY growth	QoQ growth
	June'18	Mar'19	June'19		
Andhra Pradesh	6.8%	6.7%	6.6%	8%	5%
Telangana	4.3%	4.6%	4.6%	20%	7%
Gujarat	2.6%	3.3%	3.4%	46%	27%
Karnataka	13.1%	13.8%	13.8%	19%	13%
Kerala	3.9%	3.7%	3.6%	4%	4%
Maharashtra	7.6%	8.4%	8.6%	26%	21%
Tamil Nadu	58.9%	56.6%	56.6%	8%	12%
Others	2.8%	3.0%	2.9%	18%	2%
Total	100%	100%	100%	13%	12%

Annexure

Shareholding pattern

Repco Home Finance Limited

Outstanding shares – 62.56 mn



Major non-promoter shareholders

	% shareholding
HDFC Mutual Fund	7.5%
Franklin Templeton Mutual Fund	6.2%
India Capital Fund Limited	5.9%
Aditya Birla Mutual Fund	5.7%
DSP Mutual Fund	4.4%
Alliance Bernstein Funds	3.1%
Somerset Emerging Markets Fund	2.2%
Apax Global Fund	2.1%
ICICI Prudential ETF	1.4%

Profit and loss statement

Repco Home Finance Limited

Figures in Rs million

(Rs. million)	Q1FY20	Q1FY19	YoY (%)	Q4FY19	QOQ (%)	FY19
Income:						
Revenue from operations	3,281	2,869	14%	3,077	7%	11,893
Other income	3	3	9%	4	-18%	59
Total Income	3,284	2,872	14%	3,081	7%	11,952
Expenses:						
Interest and other financial charges	2,015	1,684	20%	1,914	5%	7,200
Employee benefit expense	147	130	13%	171	-14%	585
Depreciation and amortization expense	30	10	188%	13	129%	50
Other expenses	58	79	-26%	93	-37%	349
Provisions & write-offs	75	47	60%	-24		170
Total Expenses	2,325	1,949	19%	2,166	7%	8,354
Profit before tax	960	923	4%	915	5%	3,598
Tax expense:						
Current tax	268	274	-2%	228	17%	1,017
Deferred Tax	69	39	75%	172	-60%	235
Net Profit/(Loss)	623	609	2%	515	21%	2,346
Other Comprehensive Income	2	0	-860%	3	-40%	8
Total Comprehensive Income	625	609	3%	518	21%	2,355

Relative performance – Q1FY20

Repco Home Finance Limited

Particulars	Units	Q1FY19	Q1FY20
Sanctions	Rs. mn	7,580	6,981
Disbursements	Rs. mn	7,039	6,674
Net interest income	Rs. mn	1,143	1,271
PAT	Rs. mn	609	623
NIM	%	4.8	4.5
Yield on assets	%	11.4	11.7
Cost of funds	%	8.2	8.6
Spread	%	3.2	3.1
Return on assets	%	2.5	2.2
Return on equity	%	19.8	17.7

For any Investor Relations queries, please contact:

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Repco Home Finance Limited

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Email: bala@repcohome.com

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