



REPCO HOME FINANCE LIMITED.

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

CIN : L6592TN2000PLC044655

RHFL/SE/17/2018-19

August 13, 2018

National Stock Exchange of India Limited,
Exchange Plaza,
Bandra Kurla Complex, Bandra (E)
Mumbai-400 051
NSE Symbol: REPCOHOME

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai- 400001
BSE Security Code: 535322

Kind Attn: Listing Department

Dear Sir,

Sub: Investor Presentation on financial results for the Quarter ended 30 June 2018

We submit herewith a copy of the presentation on the financial performance of the Company for the quarter ended 30 June 2018.

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

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



Earnings Presentation Q1FY19



◆ **Q1FY19 Performance**

- ▶ Business summary.....
- ▶ Financial performance for Q1FY19
- ▶ Borrowing profile.....

◆ **Geographic Presence**

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

◆ **Annexure**

Q1FY19 Performance

• Loans outstanding (June 30, 2018)	Rs. 1,000,745 mn
• Net worth (June 30, 2018)	Rs. 13,184 mn
• Tier 1 capital adequacy ratio	23.24% (Provisional)
• Average loan per unit	Rs. 1.4 mn
• Number of live accounts	84,741
• Current Employee Strength	843
• Gross NPA (%) (June 30, 2018)	3.96%
• Net NPA (%) (June 30, 2018)	2.39%
• Expected credit loss (%) (June 30, 2018)	0.66%

Q1FY19 performance

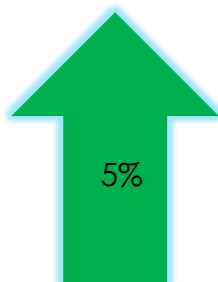
Repco Home Finance Limited

Figures in Rs million

Income from operations

Q1FY19

2,869

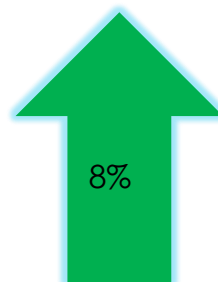


Q1FY18

2,739

Net Interest Income

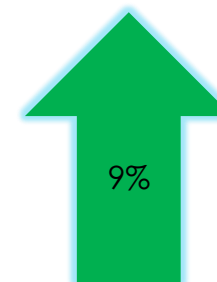
1,143



1,056

Profit after Tax

609

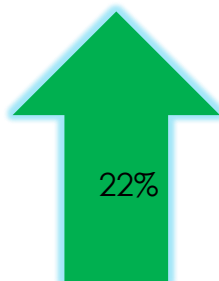


560

Sanctions

Q1FY19

7,580

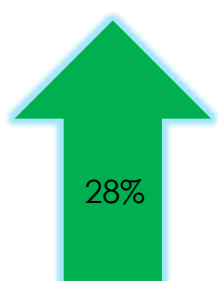


Q1FY18

6,198

Disbursements

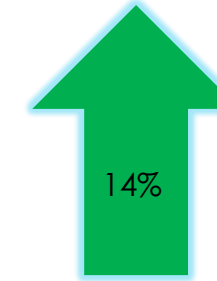
7,039



5,484

Home loan book

82,362



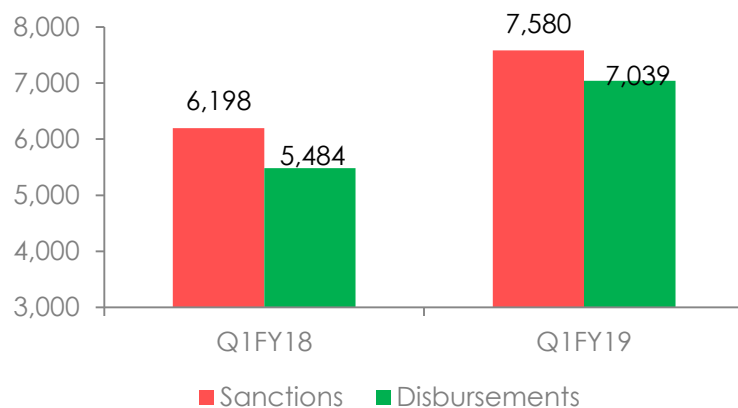
72,427

Asset book

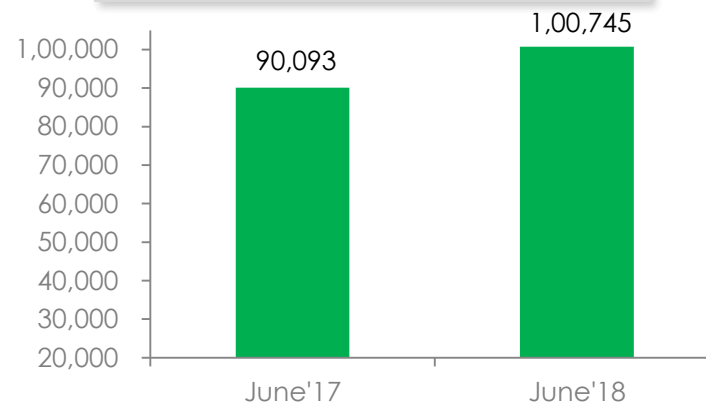
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Figures in Rs million

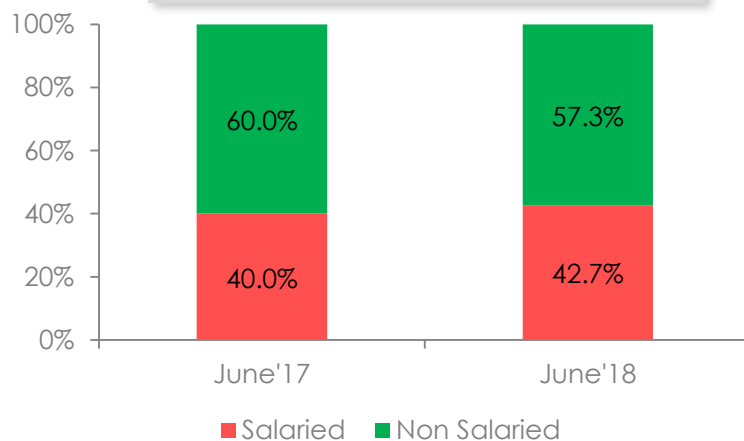
Sanctions and disbursements



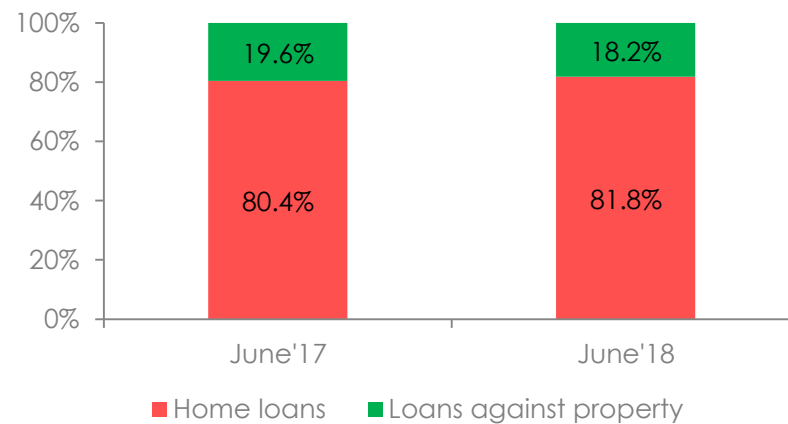
Loan Book



Loan book composition



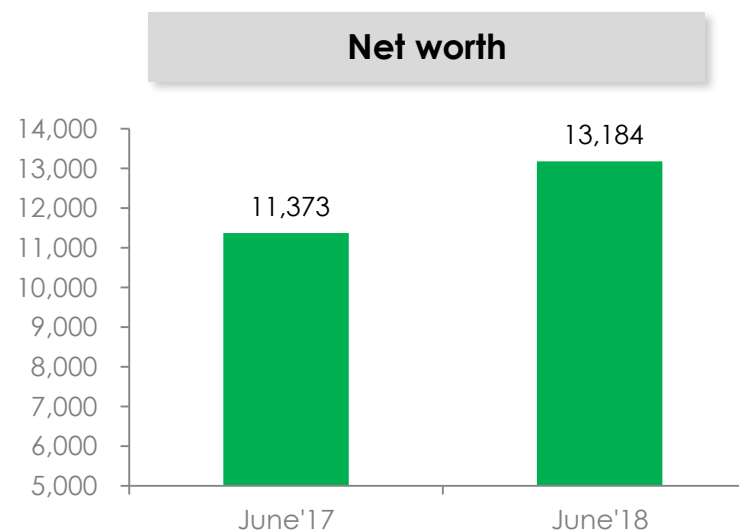
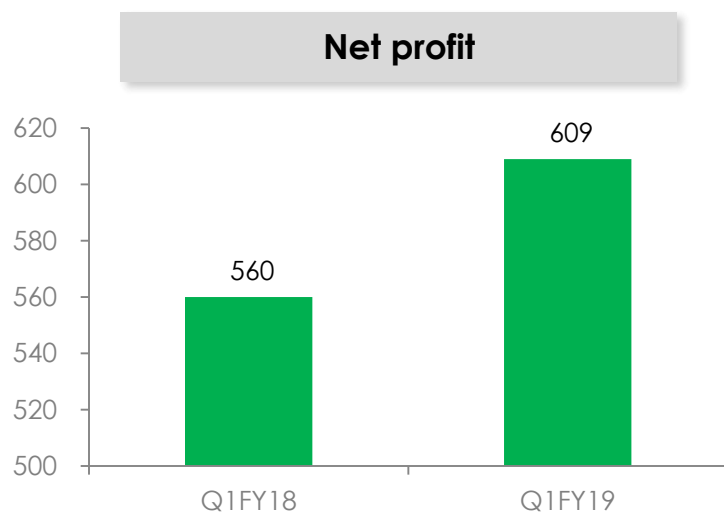
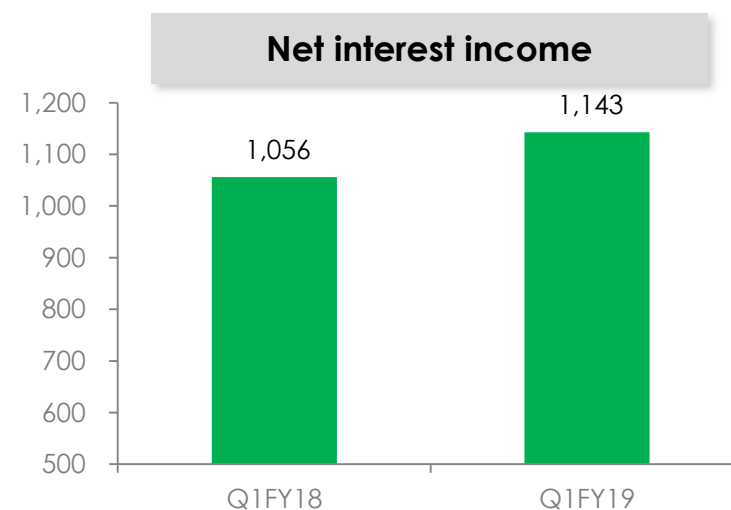
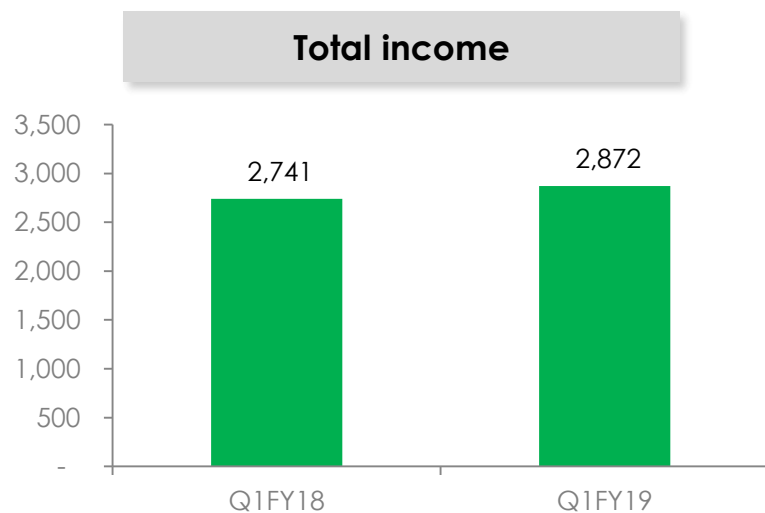
Mix of loan portfolio



Income and earnings growth

Repco Home Finance Limited

Figures in Rs million

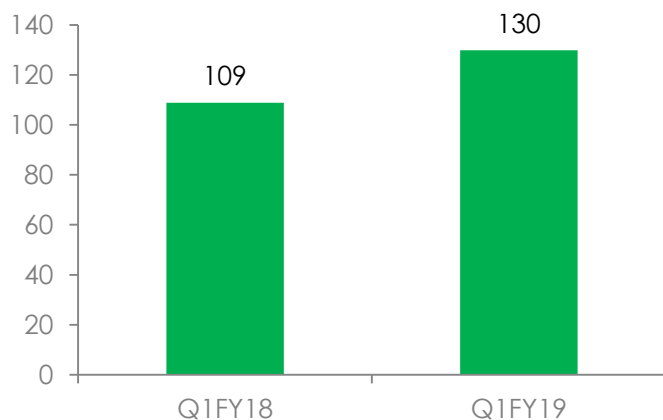


Operating cost

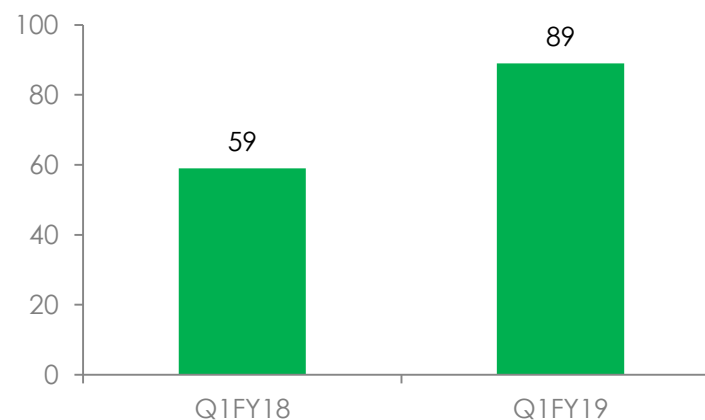
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Figures in Rs million

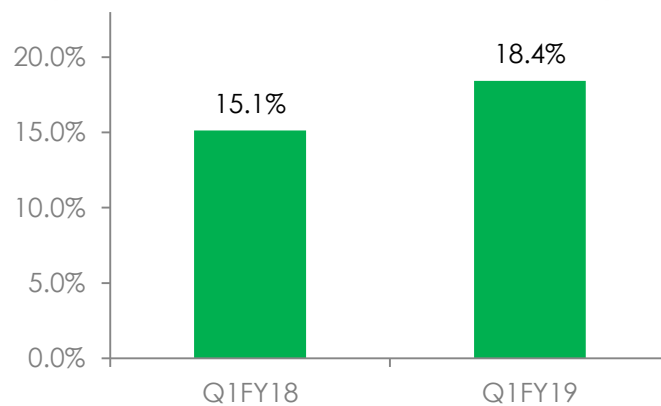
Employee cost



Other opex



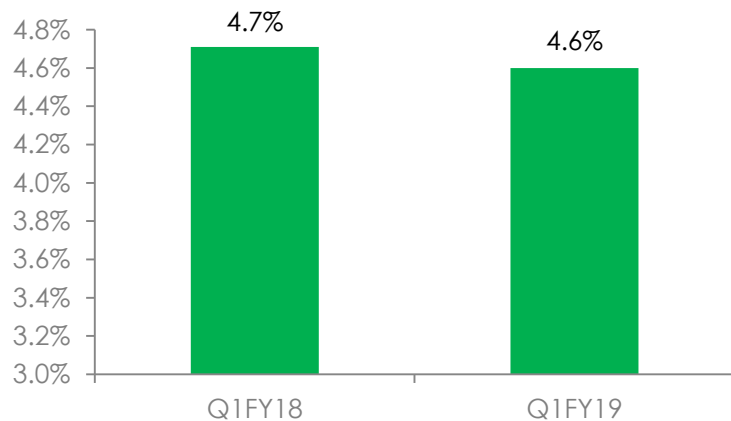
Cost to income ratio



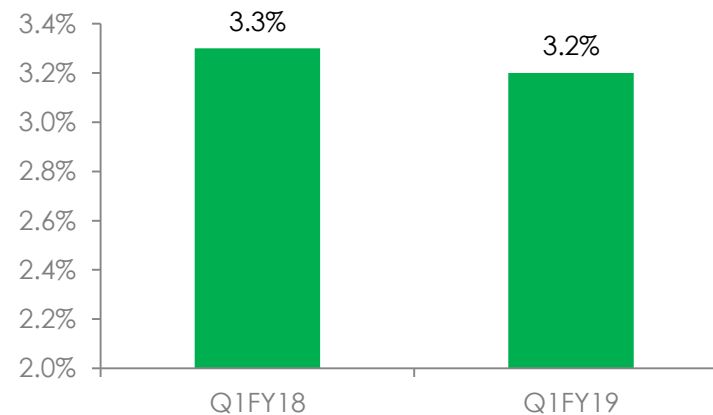
Profitability ratios

Repc Home Finance Limited

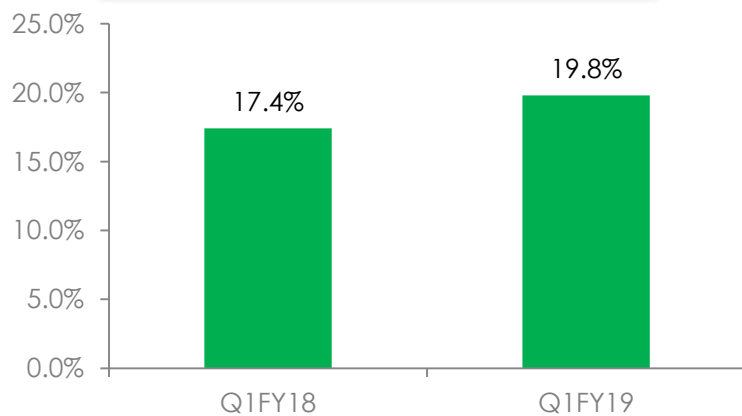
Net interest margin



Spread



Return on equity



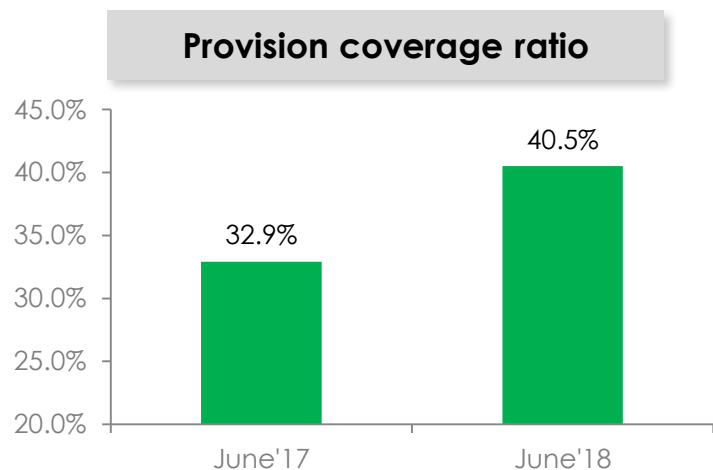
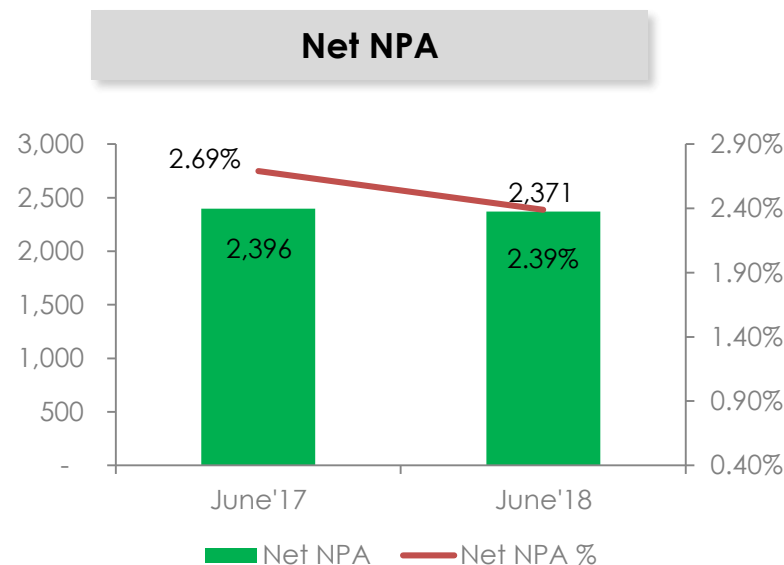
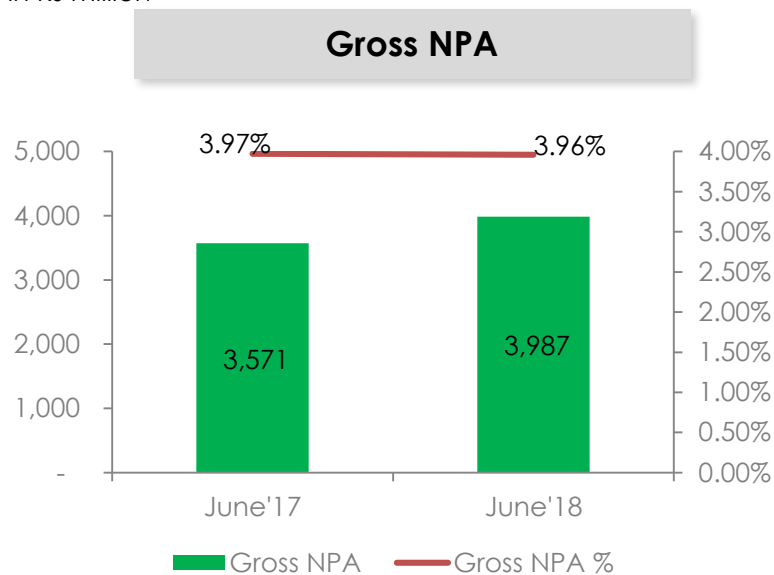
Return on assets



Asset quality & provisioning

Repco Home Finance Limited

Figures in Rs million

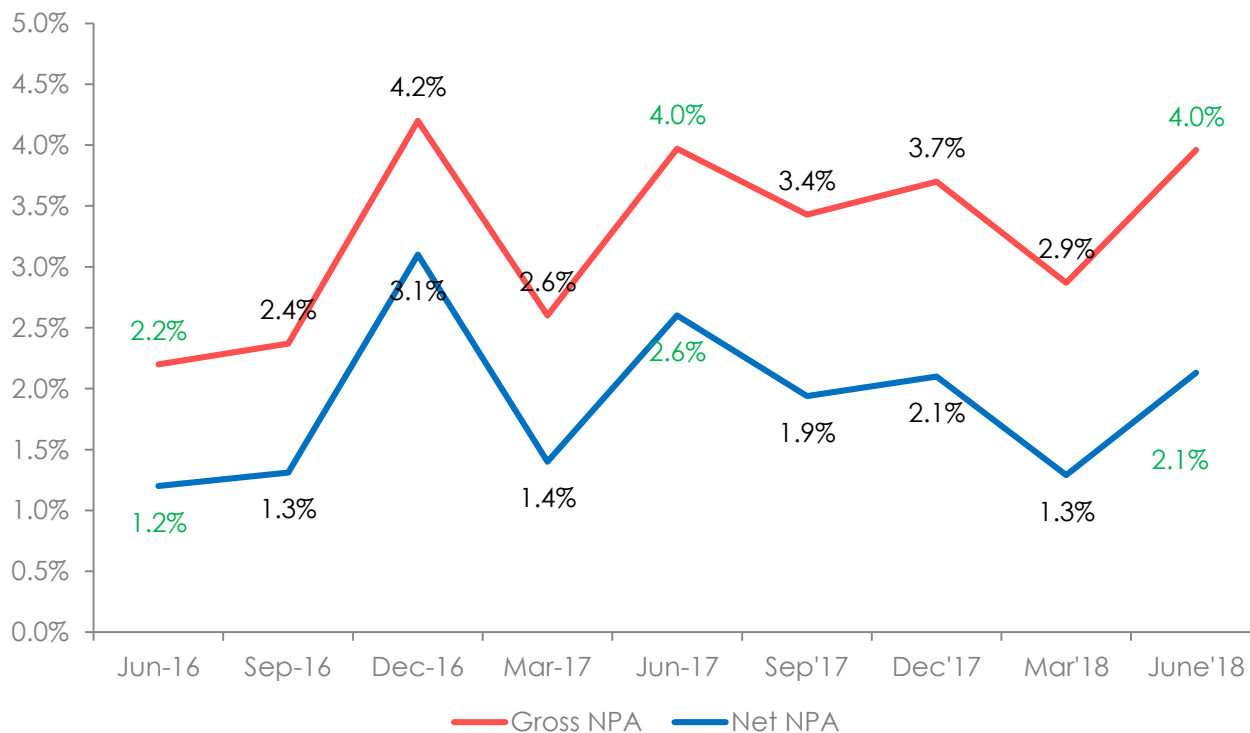


Note – Rs. 380 Mn of loans outstanding backed by repossessed collateral assets is included in the aforementioned Jun'18 GNPA amount. Details of the pool –

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

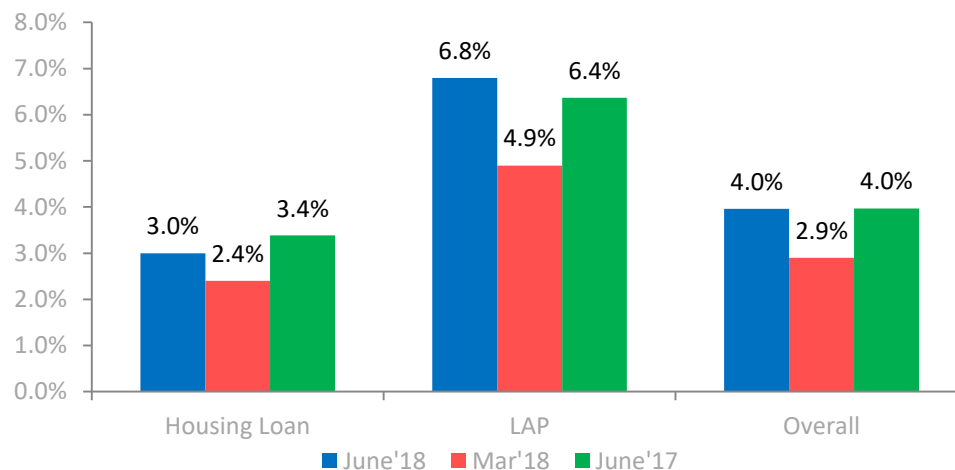
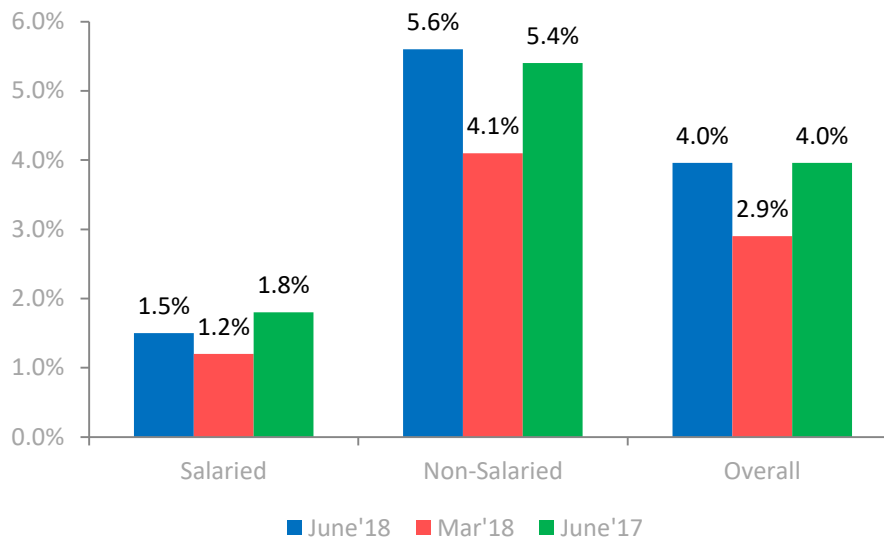
The aforementioned amount **EXCLUDES loans outstanding backed by repossessed collateral assets but part of the pool technically written off during Q4FY18.**

90+ dpd(%)



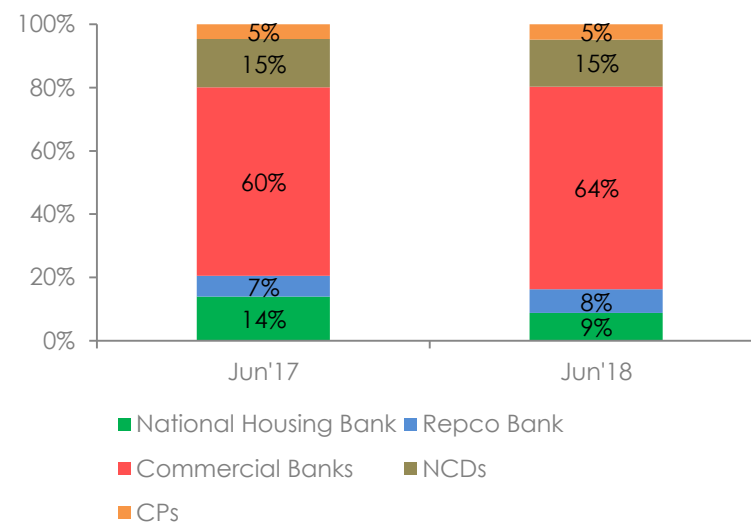
Mix/Product-wise GNPA (%)

Repco Home Finance Limited



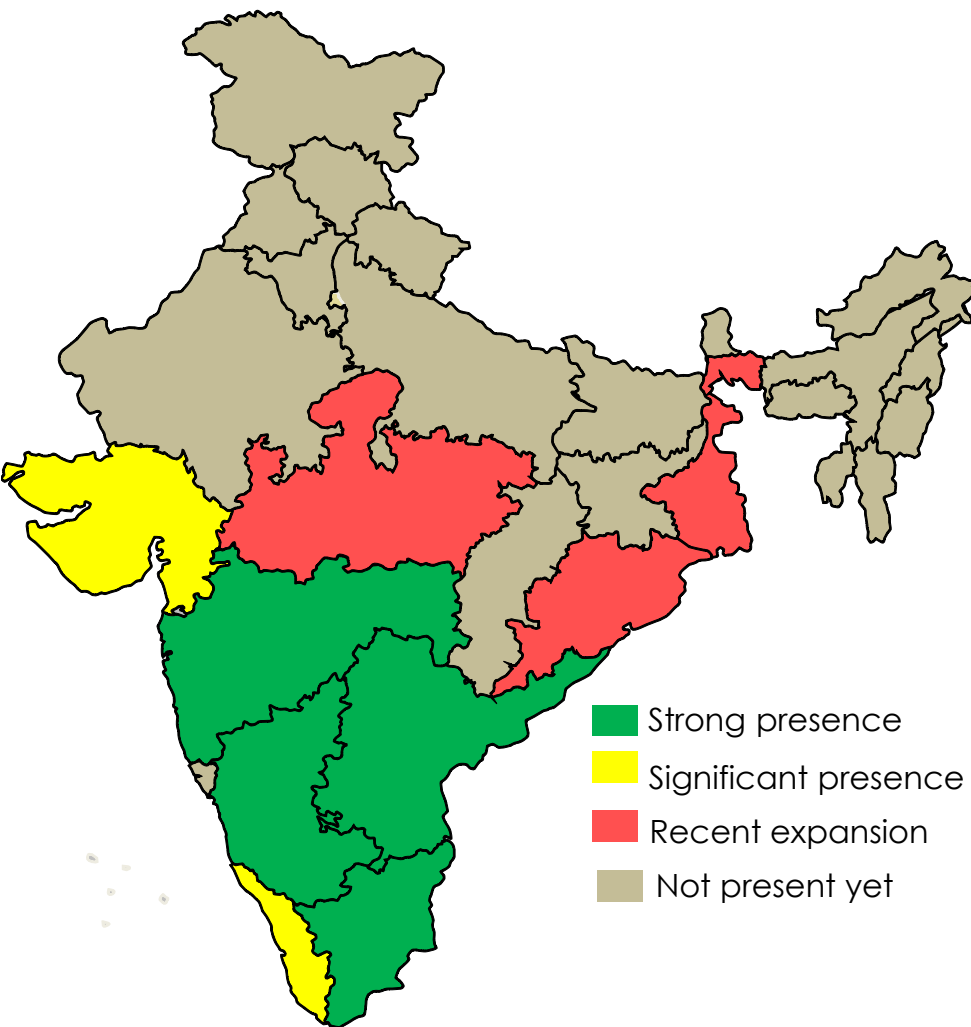
Diversified borrowing profile

Source (Rs mn)	Average cost	Jun'17	Jun'18	% change
National Housing Bank	7.6%	10,536	7,292	-31%
Repco Bank	8.1%	4,946	6,253	26%
Commercial Banks	8.2%	45,089	53,321	18%
NCDs	8.5%	11,570	12,370	7%
CPs	7.9%	3,500	4,000	14%
Total	8.2%	75,641	83,236	10%



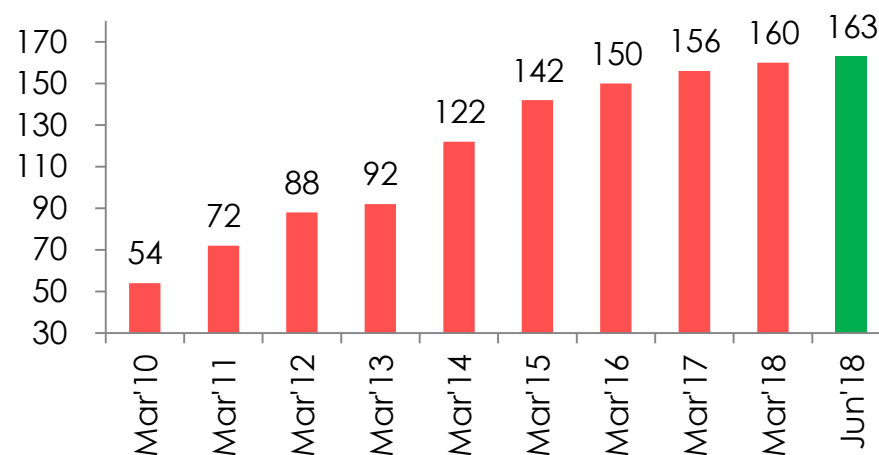
*Weighted average cost

Geographic Presence

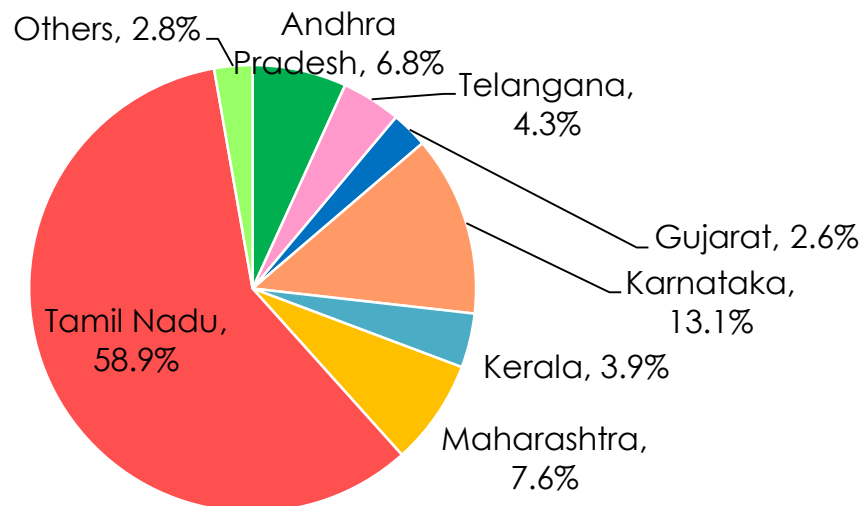


- ◆ Presence in 11 states and 1 Union Territory with 140 branches and 23 satellite centers.
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat,

Network Expansion



Region-wise loan book



Annualized

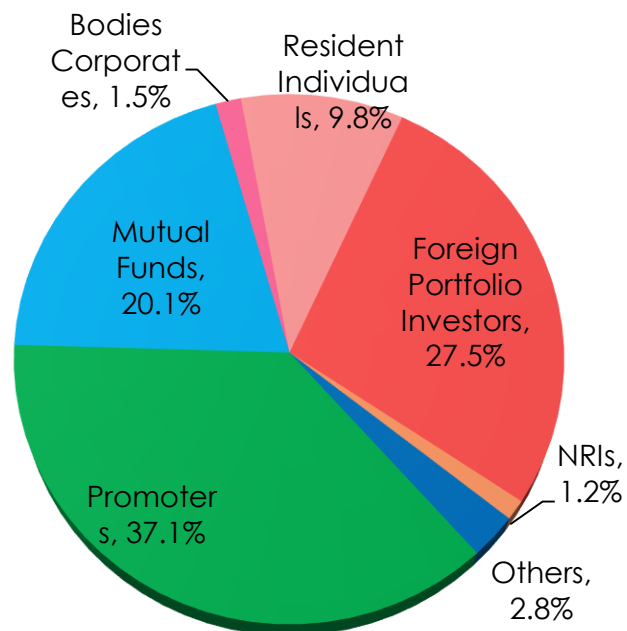
States	Exposure			YoY growth	QoQ growth
	June'18	Mar'18	June'17		
Andhra Pradesh	6.8%	6.8%	6.9%	10%	9%
Telangana	4.3%	4.1%	3.8%	26%	27%
Gujarat	2.6%	2.5%	2.2%	37%	37%
Karnataka	13.1%	12.7%	12.2%	20%	23%
Kerala	3.9%	4.0%	3.9%	13%	7%
Maharashtra	7.6%	7.5%	6.7%	28%	20%
Tamil Nadu	58.9%	59.8%	61.8%	7%	4%
Others	2.8%	2.7%	2.5%	23%	20%
Total	100%	100%	100%	12%	10%

Annexure

Shareholding pattern

Repco Home Finance Limited

Outstanding shares – 62.56 mn



Major non-promoter shareholders

%
shareholding

Aditya Birla Sun Life Mutual Fund	7.0%
Franklin Templeton Mutual Fund	6.4%
DSP Blackrock Small Cap Fund	6.2%
Pabrai Investment Funds	5.9%
India Capital Fund Limited	3.4%
Apax Global Alpha Limited	2.1%
HSBC Global Investment Funds	2.1%
Alliance Bernstein India Growth (Mauritius) Limited	1.8%
DSP Blackrock Core Fund	1.1%

Profit and loss statement

Repco Home Finance Limited

(Rs. million)	IND AS –Q1 FY19	IND AS –Q1 FY18	YoY (%)	IGAAP -Q4 FY18	IGAAP - FY18
Income:					
Revenue from operations	2,869	2,739	5%	2,832	11,054
Other income	3	2	24%	1	23
Total Income	2,872	2,741	5%	2,833	11,077
Expenses:					
Interest and other financial charges	1,684	1,630	3%	1,610	6,483
Employee benefit expense	130	109	19%	120	488
Depreciation and amortization expense	10	8	35%	8	31
Other expenses	79	52	53%	87	262
Provisions & write offs	47	88	-47%	143	670
Total Expenses	1,949	1,885	3%	1,967	7,934
Profit before tax	923	855	8%	866	3,143
Tax expense:					
Current tax	274	240	14%	249	1,024
Deferred Tax	39	55	-29%	51	58
Net profit/(loss)	609	560	9%	566	2,061
Other comprehensive income	0	-4	-92%	-	-
Total comprehensive income	609	556	9%	566	2,061

Relative performance – Q1FY19

Repco Home Finance Limited

Particulars	Units	Q1FY18	Q1FY19
Sanctions	Rs. Mn	6,198	7,580
Disbursements	Rs. Mn	5,484	7,039
Net interest income	Rs. Mn	1056	1,143
PAT	Rs. Mn	560	609
NIM	%	4.7	4.6
Yield on assets	%	12.0	11.4
Cost of funds	%	8.7	8.2
Spread	%	3.3	3.2
Return on assets	%	2.5	2.5
Return on equity	%	17.4	19.8

For any Investor Relations queries, please contact:

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