



REPCO HOME FINANCE LIMITED.
(Promoted by Repco Bank-Govt. of India Enterprise)
CIN : L6592TN2000PLC044655

RHFL/SE/07/2018-2019

May 23, 2018

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: REPCOHOME

Kind Attn: Listing Department

Dear Sir,

Sub: Investor Presentation on financial results for the year ended 31 March 2018

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

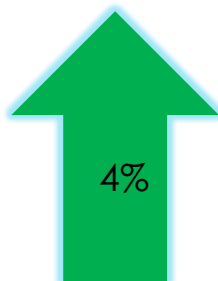
Repco Home Finance Limited

Figures in Rs million

Income from operations

Q4FY18

2,832

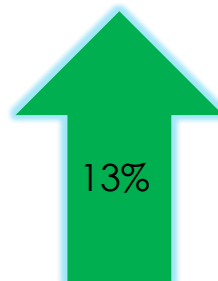


Q4FY17

2,735

Net Interest Income

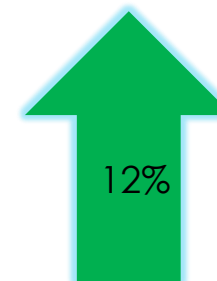
1,164



1,029

Profit after Tax

566

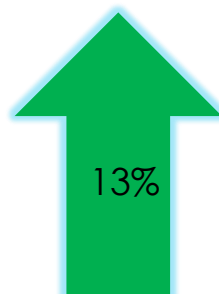


506

Home Loans

Q4FY18

80,264

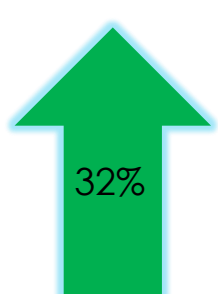


Q4FY17

71,340

Sanctions

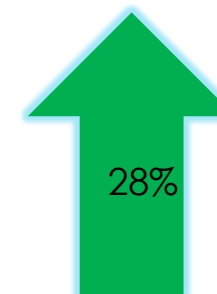
9,225



6,976

Disbursements

8,487

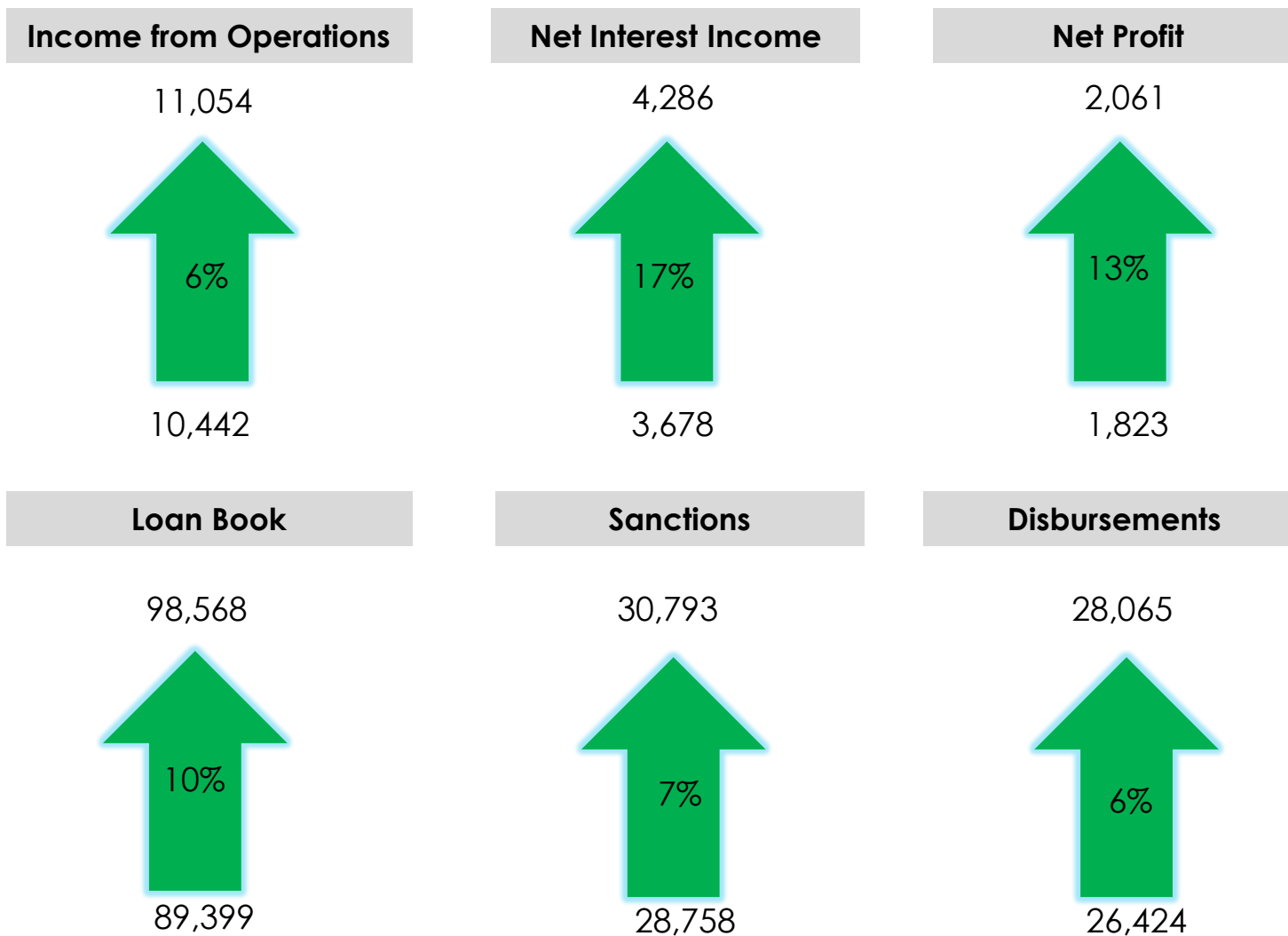


6,645

FY18 performance

Repco Home Finance Limited

Figures in Rs million



Relative performance – Q4FY18

Repco Home Finance Limited

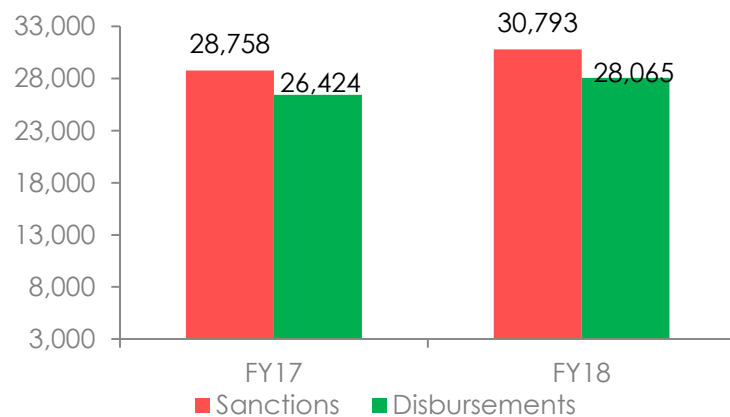
Particulars	Units	Q4FY17	Q3FY18	Q4FY18
Sanctions	Rs. Mn	6,976	7,725	9,225
Disbursements	Rs. Mn	6,645	6,571	8,487
Net interest income	Rs. Mn	1,029	1,071	1,164
PAT	Rs. Mn	506	485	566
NIM	%	4.7	4.6	4.8
Yield on assets	%	12.1	11.5	11.5
Cost of funds	%	8.7	8.3	8.0
Spread	%	3.4	3.2	3.4
Cost to income ratio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

Asset book

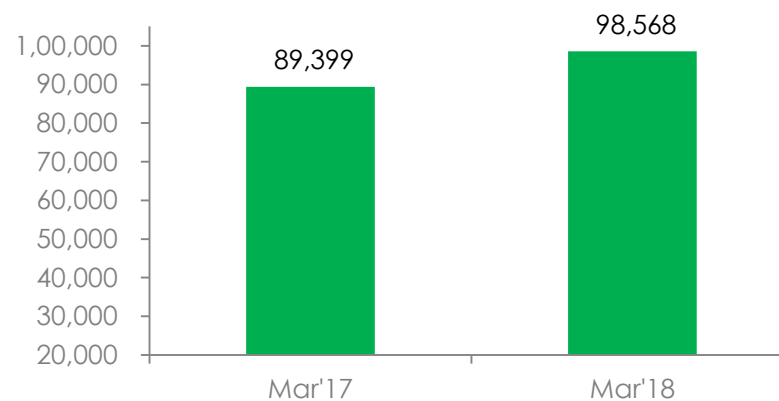
Repco Home Finance Limited

Figures in Rs million

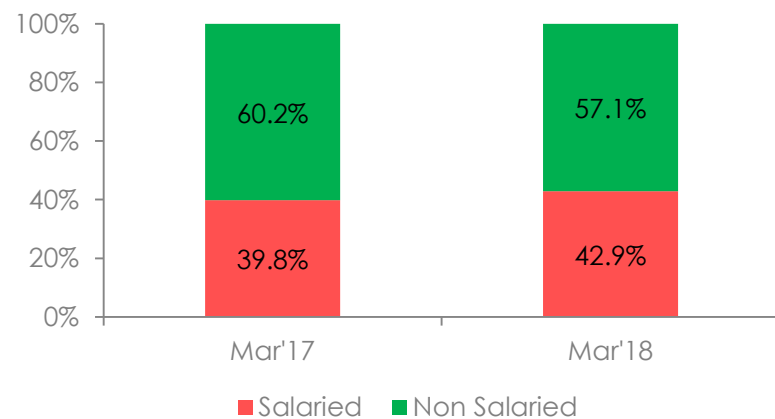
Sanctions and disbursements



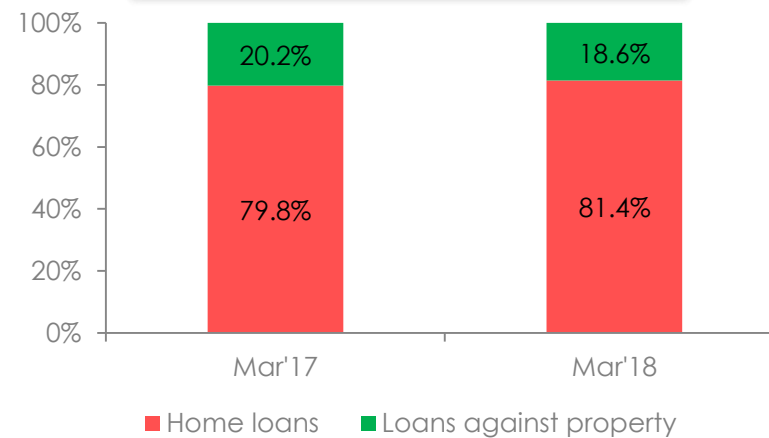
Loan Book



Loan book composition



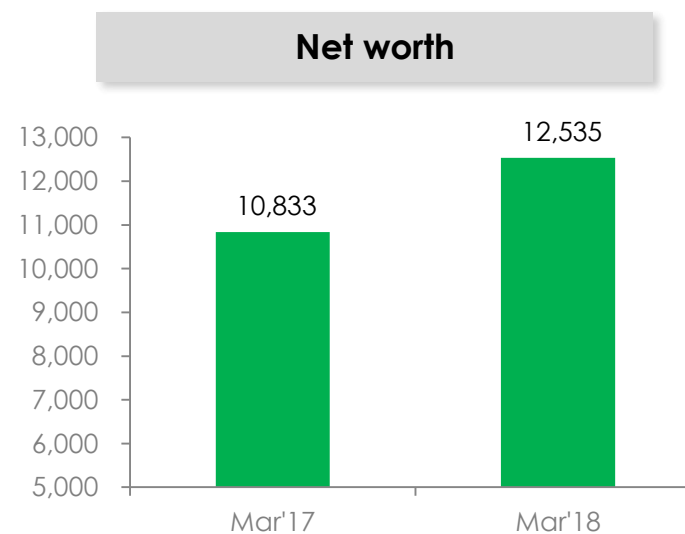
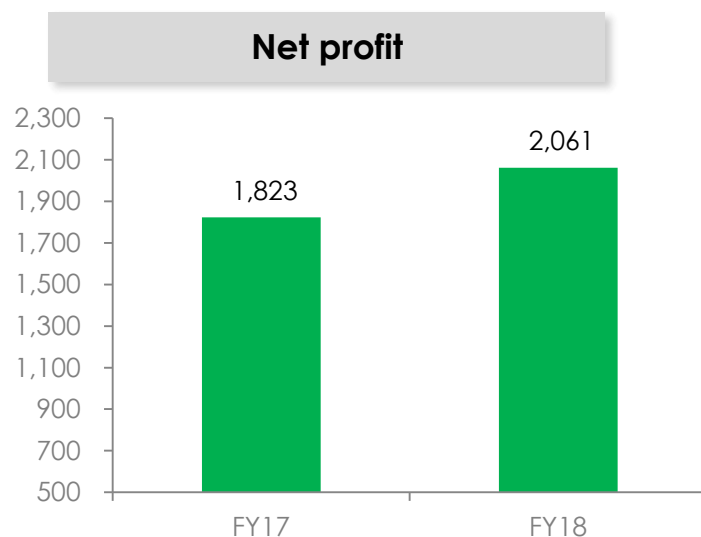
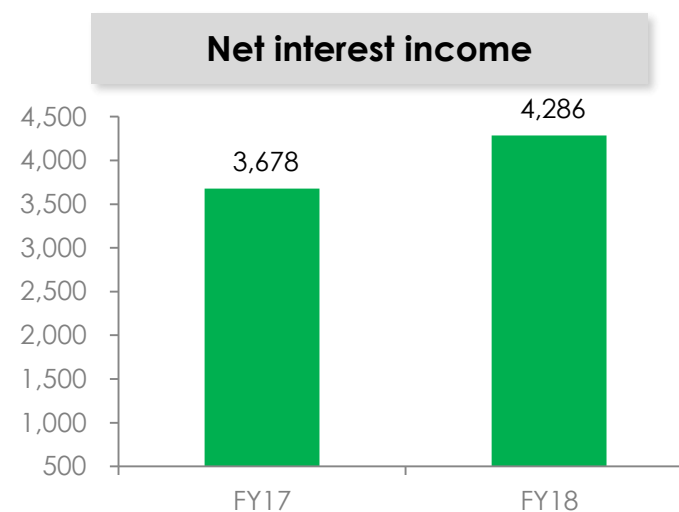
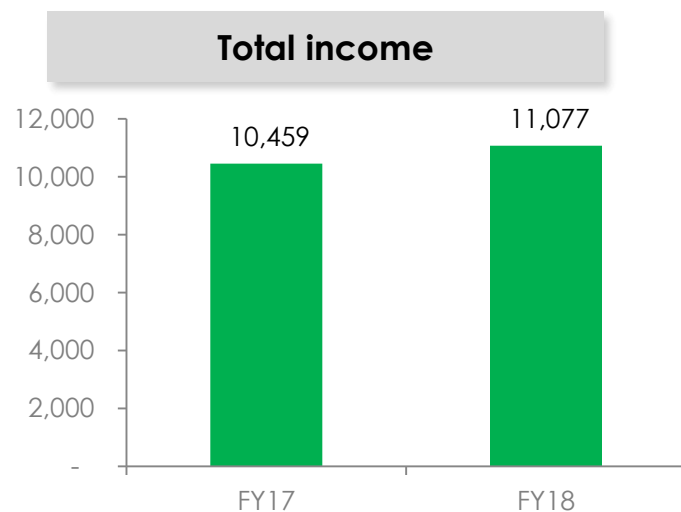
Mix of loan portfolio



Income and earnings growth

Repco Home Finance Limited

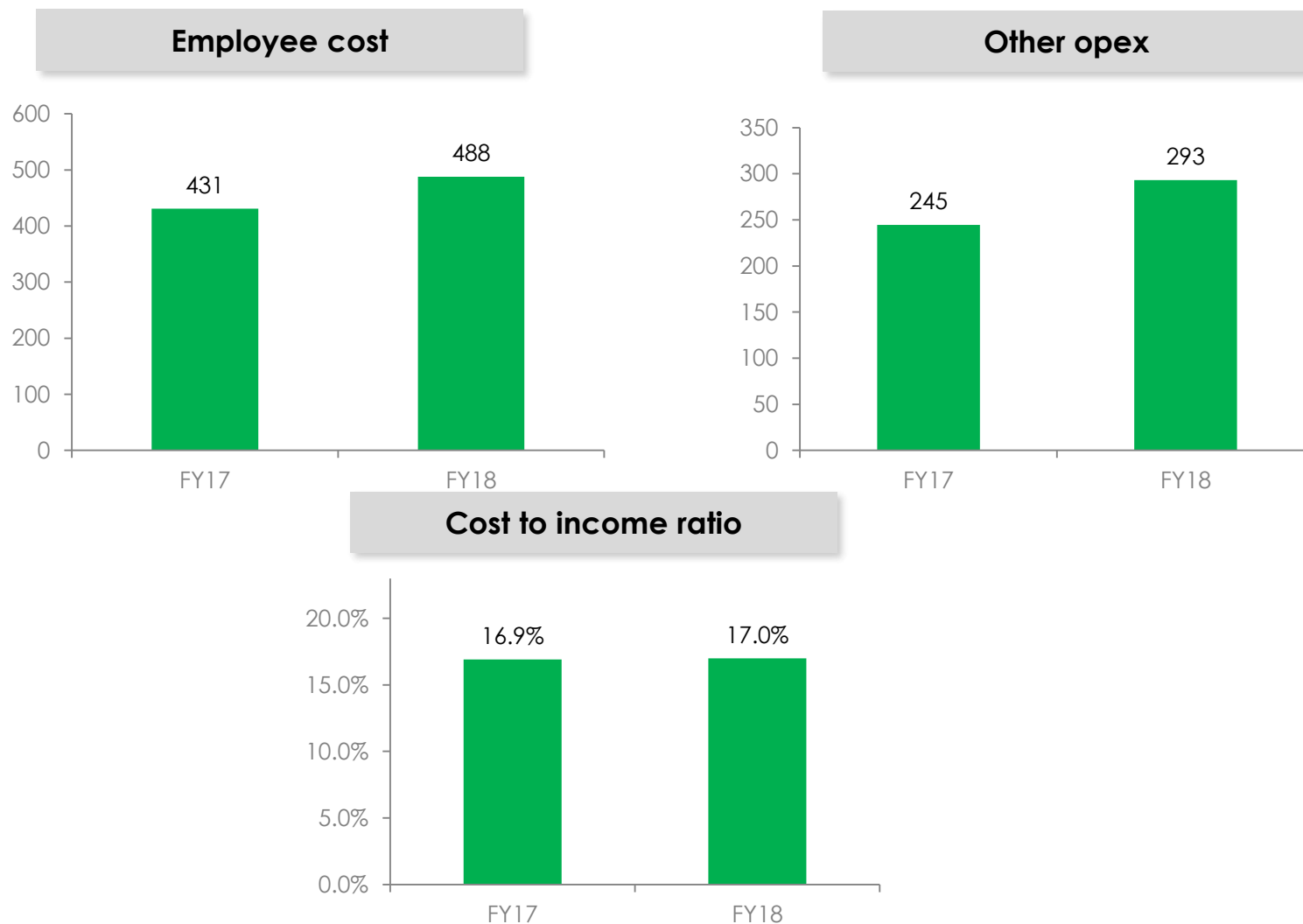
Figures in Rs million



Operating cost

Repco Home Finance Limited

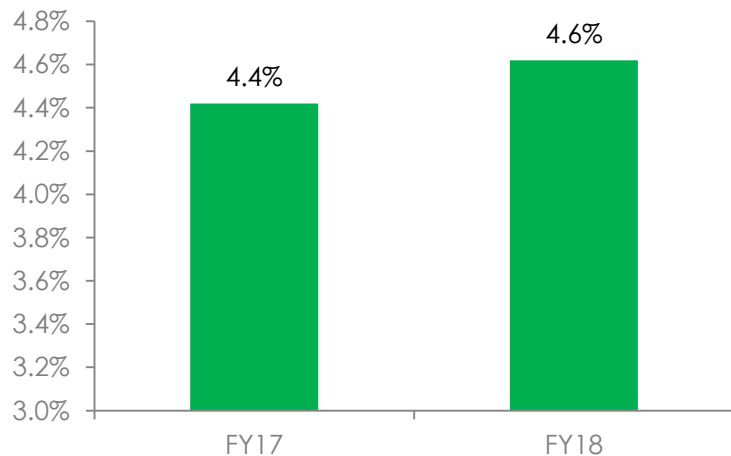
Figures in Rs million



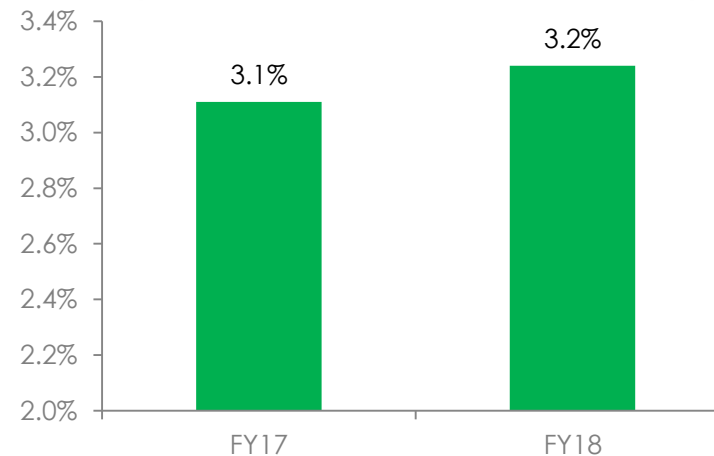
Profitability ratios

Repco Home Finance Limited

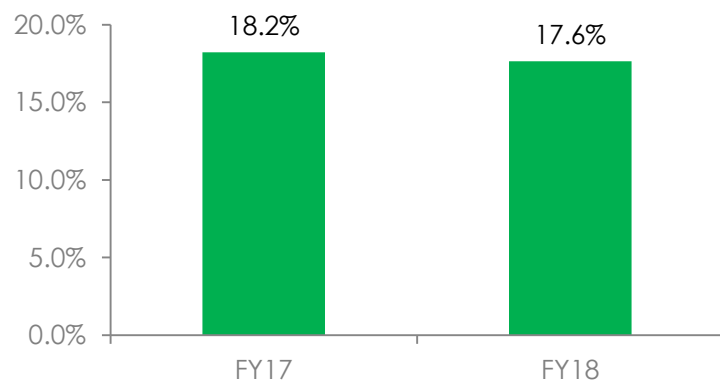
Net interest margin



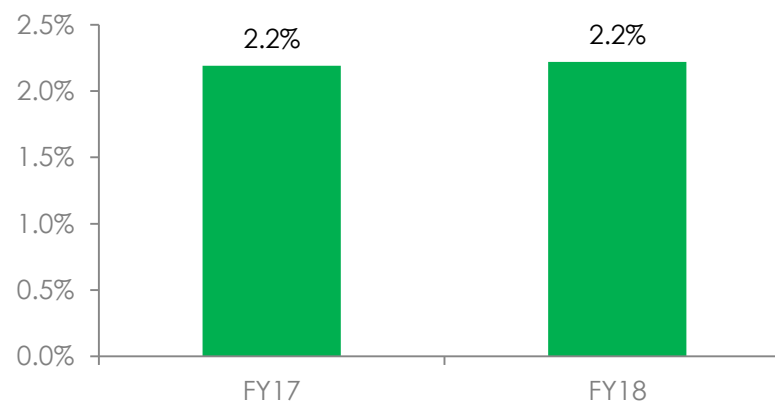
Spread



Return on equity



Return on assets

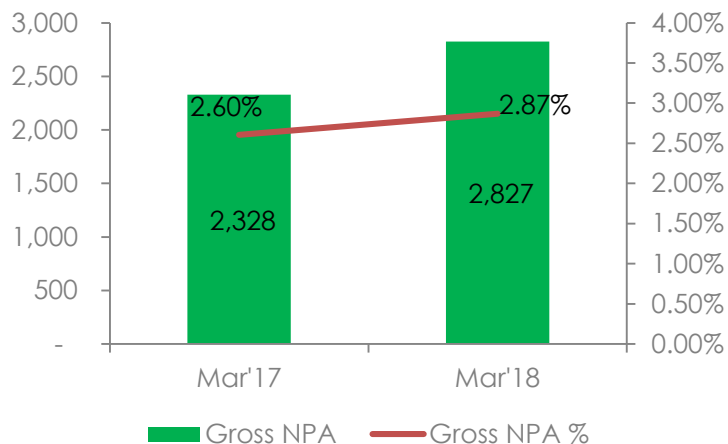


Asset quality & provisioning

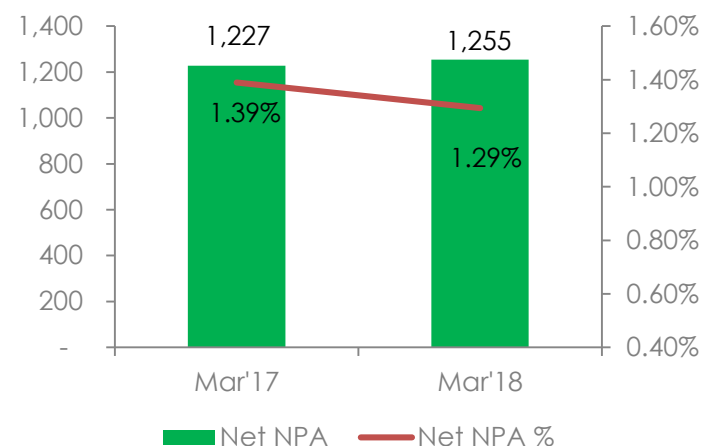
Repco Home Finance Limited

Figures in Rs million

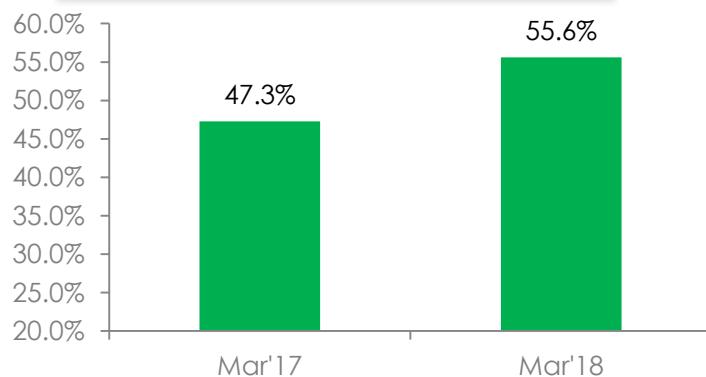
Gross NPA



Net NPA



Provision coverage ratio

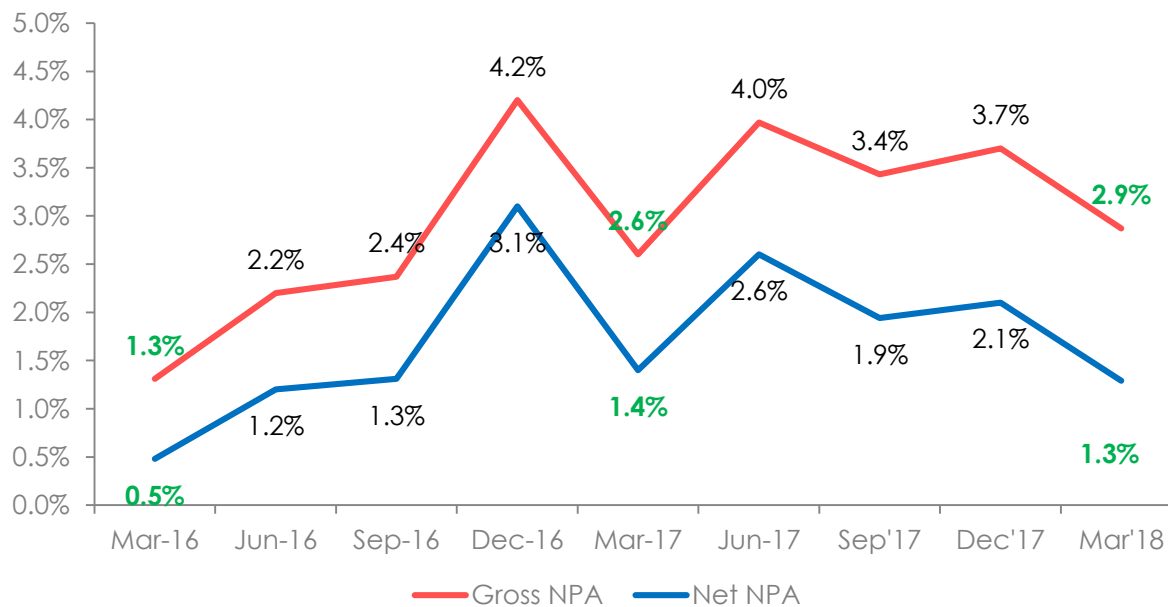


Note – Rs. 340 Mn of loans outstanding backed by repossessed collateral assets is included in the aforementioned Mar'18 GNPA amount. Details of the pool –

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

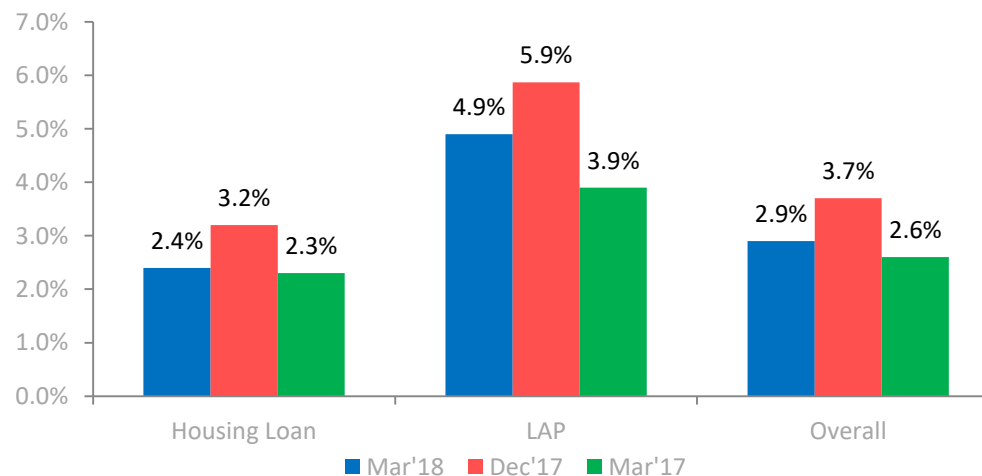
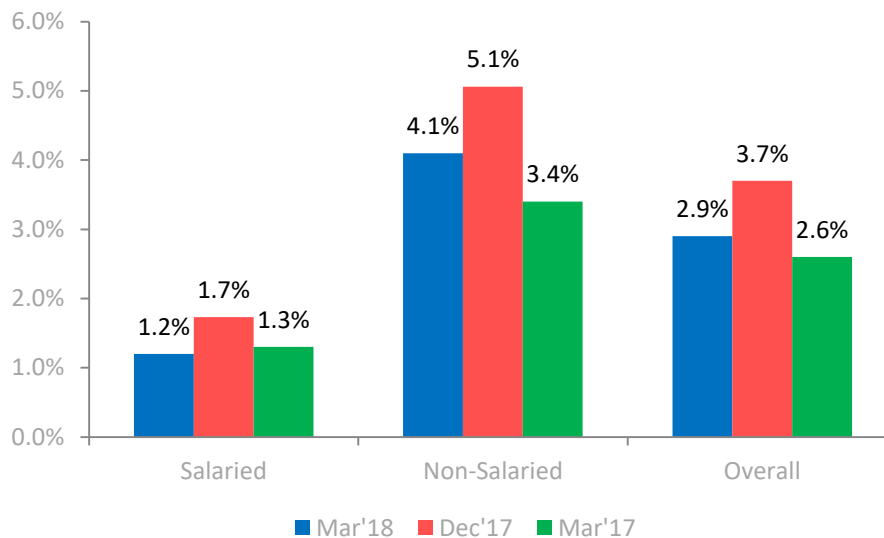
The aforementioned amount EXCLUDES loans outstanding backed by repossessed collateral assets but part of the pool technically written off during Q4FY18.

90+ dpd(%)



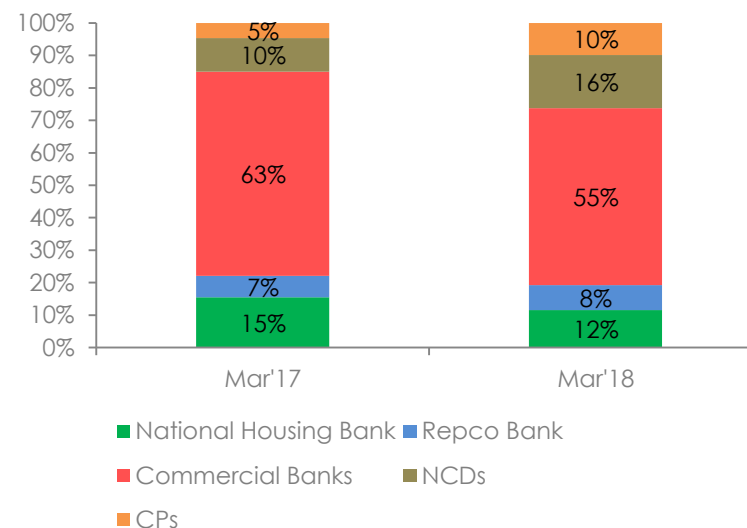
Mix/Product-wise GNPA (%)

Repco Home Finance Limited



Diversified borrowing profile

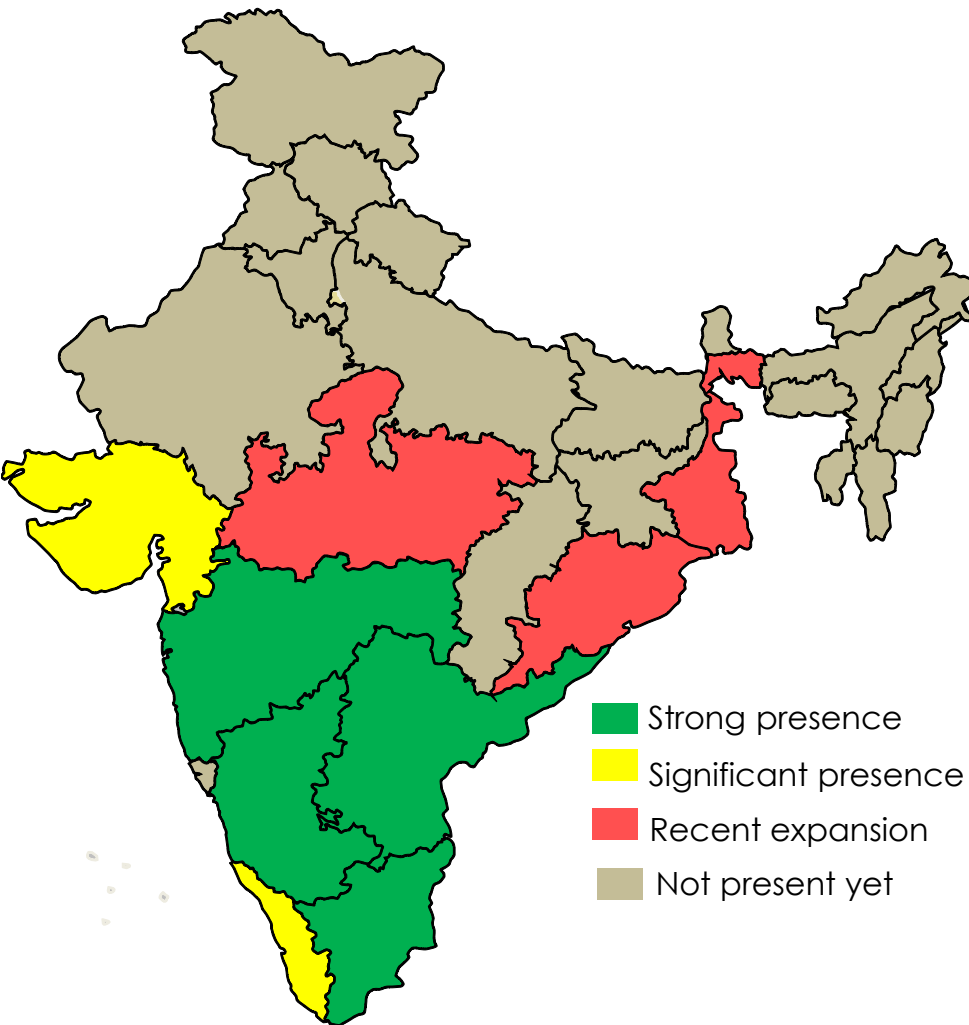
Source (Rs mn)	Cost*	Mar'17	Mar'18	% change
National Housing Bank	7.6%	11,701	9,423	-19%
Repco Bank	8.2%	4,981	6,227	25%
Commercial Banks	8.3%	47,572	44,350	-7%
NCDs	8.5%	7,850	13,370	70%
CPs	7.9%	3,500	8,000	129%
Total	8.18%	75,604	81,370	8%



*Weighted average cost as on the Balance Sheet date

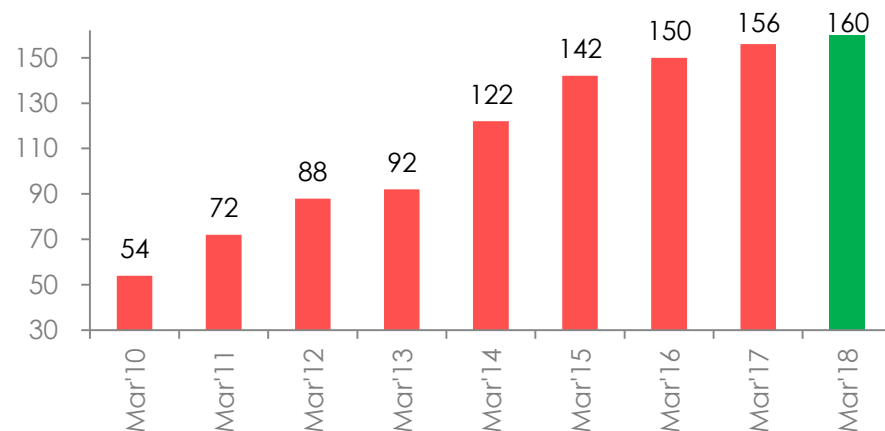
Geographic Presence

Footprint



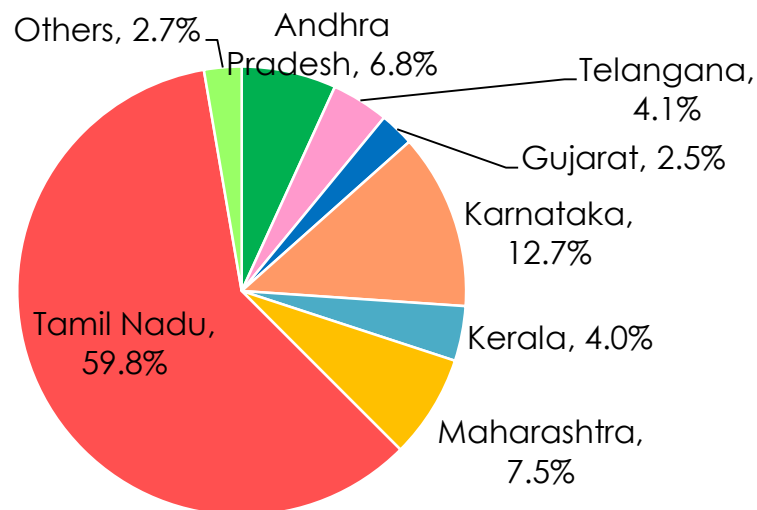
- ◆ Presence in 11 states and 1 Union Territory with 131 branches and 29 satellite centers.
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh and Jharkhand.

Network Expansion



Region-wise loan book

Repco Home Finance Limited



Annualized

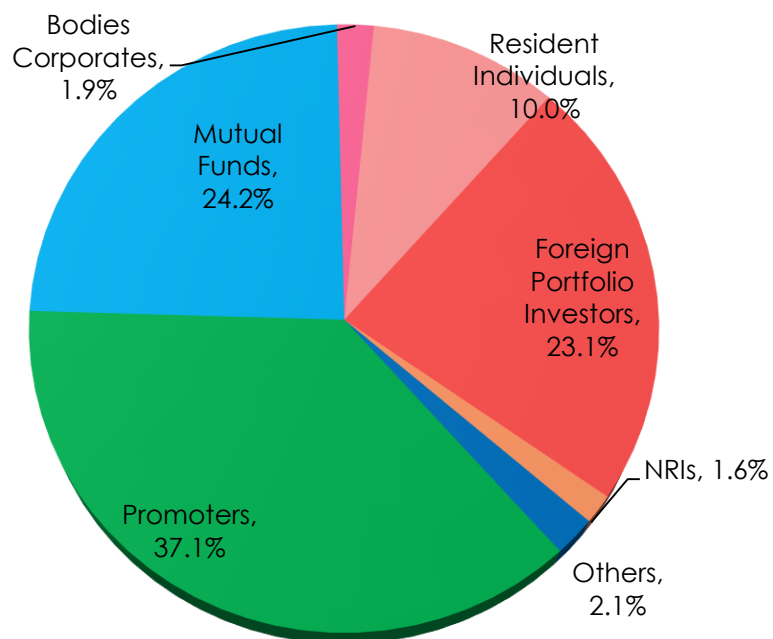
States	Exposure			YoY growth	QoQ growth
	Mar'18	Dec'17	Mar'17		
Andhra Pradesh	6.8%	6.8%	7.0%	7%	14%
Telangana	4.1%	4.0%	3.7%	24%	28%
Gujarat	2.5%	2.4%	2.1%	30%	37%
Karnataka	12.7%	12.2%	12.2%	14%	29%
Kerala	4.0%	3.9%	3.8%	15%	17%
Maharashtra	7.5%	7.2%	6.4%	29%	28%
Tamil Nadu	59.8%	60.7%	62.2%	6%	9%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

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 (%)
Income:								
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%
Total Income	2,833	2,737	4%	2,776	2%	11,077	10,459	6%
Expenses:								
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	
Total Expenses	1,967	1,951	1%	2,035	-3%	7,934	7,657	4%
Profit before tax	866	786	10%	741	17%	3,143	2,802	12%
Tax expense:								
Current tax	249	235	6%	260	-4%	1,024	940	9%
Deferred Tax	51	45	12%	-3		58	39	48%
Net Profit/(Loss)	566	506	12%	485	17%	2,061	1,823	13%

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
EQUITY AND LIABILITIES:		
Shareholder's Funds	13,283	11,372
Share Capital	626	626
Reserves and Surplus	12,657	10,747
Non-Current Liabilities	53,514	57,612
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
Current Liabilities	32,950	21,445
Short-term borrowings	15,263	9,217
Other current liabilities	17,591	12,092
Short-term provisions	96	136
Total	99,747	90,429
ASSETS:		
Non-current assets	92,592	84,063
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
Current assets	7,154	6,366
Cash and Bank Balances	259	225
Short-term loans and advances	6,378	5,724
Other current assets	517	417
Total	99,747	90,429

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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Repco Home Finance Limited

Phone: +91 44 42106650

Email: bala@repcohome.com

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