

RHFL/SE/13/2022-23

23rd May, 2022

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: REPCOHOM

Kind Attn: Listing Department

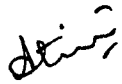
Respected Sir,

Sub: Investor Presentation on financial results for the year ended 31st March, 2022

We submit herewith a copy of the presentation on the financial performance of the Company for the year ended 31st March, 2022.

This is submitted for your information and records.

Thanking You,
Yours Faithfully,
For Repco Home Finance Limited



Ankush Tiwari
Company Secretary & Compliance Officer



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



Earnings Presentation Q4FY22



www.repcohome.com

Agenda

◆ **Q4FY22 Performance**

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

◆ **Geographic Presence**

- ▶ Footprint
- ▶ Region-wise loan book

◆ **Annexure**

Q4FY22 Performance

Business Summary

Loans outstanding -
Rs. 1,17,590 mn

Net worth
Rs. 20,611 mn

Total capital adequacy ratio
33.6%

Average loan per unit
Rs. 1.4 mn

Number of live accounts
1,01,137

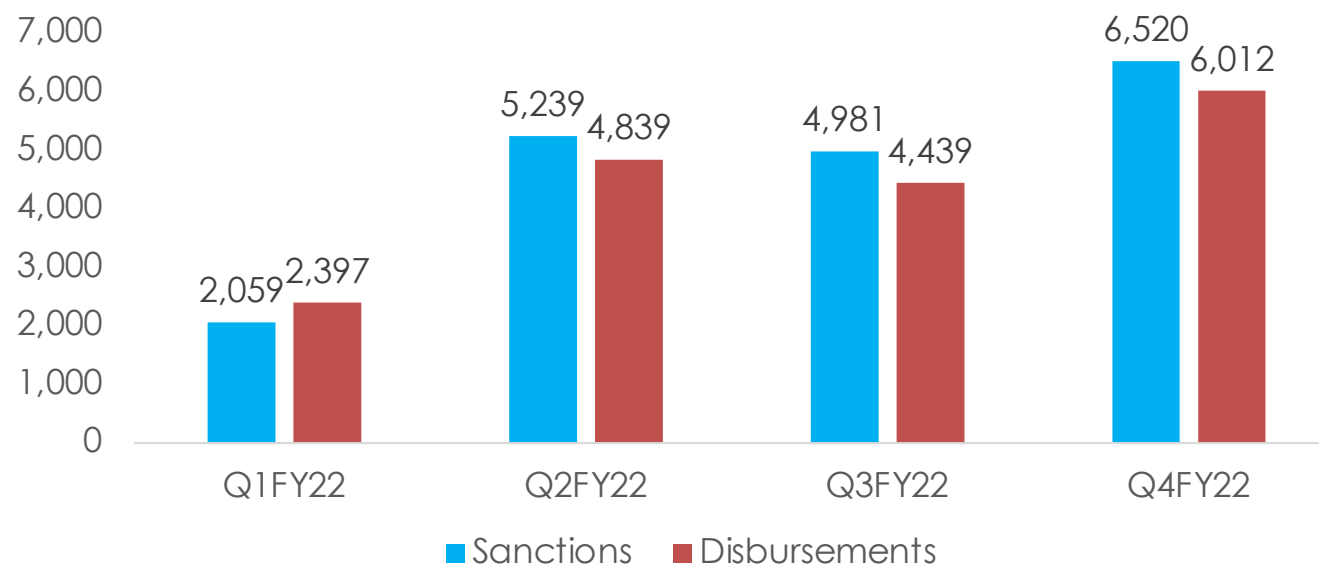
Employee strength - 925

GNPA – 6.97%

ECL provision(%)- 4.0%

Business performance – FY22

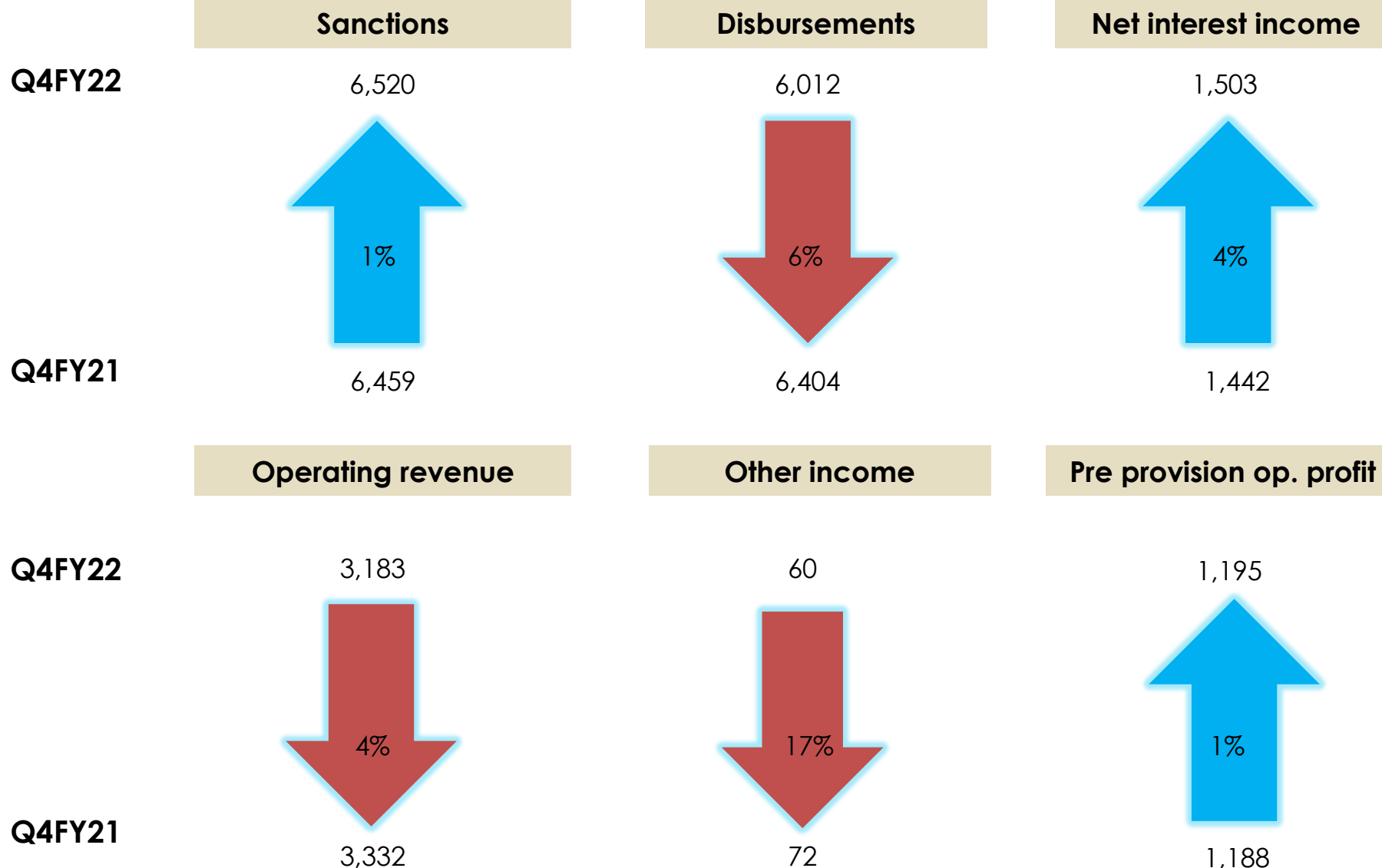
Figures in Rs million



Item	Q1FY22	Q2FY22	Q3FY22	Q4FY22
Sanctions	2,059	5,239	4,981	6,520
Disbursements	2,397	4,839	4,439	6,012

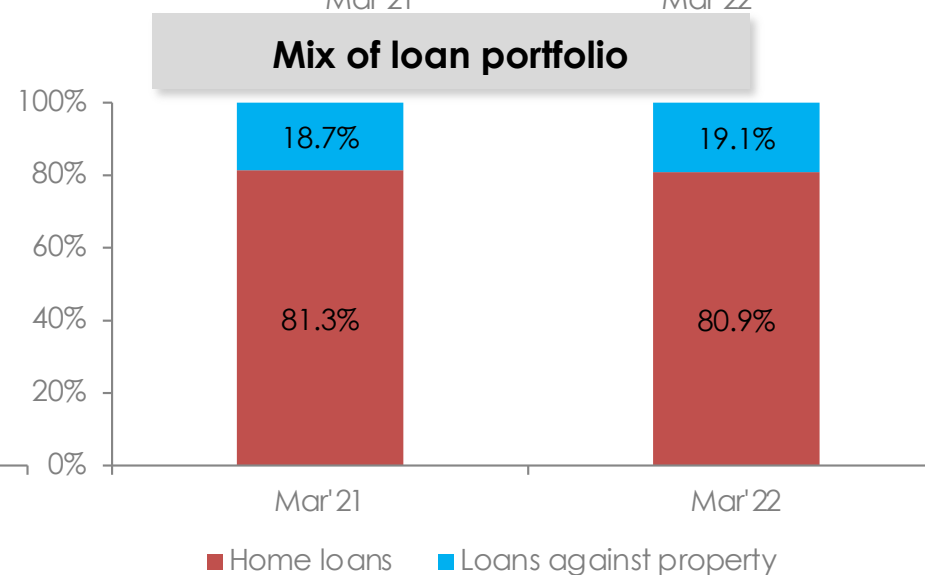
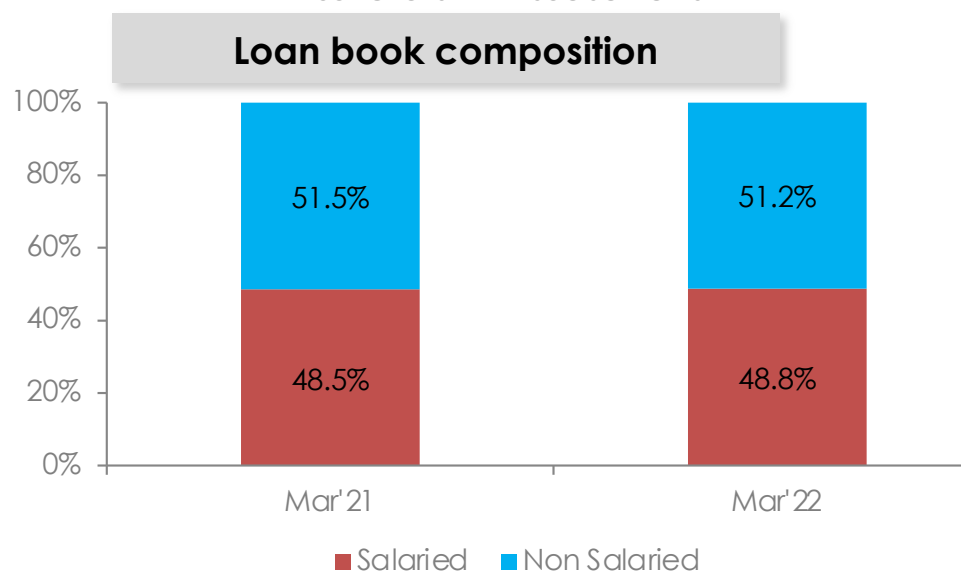
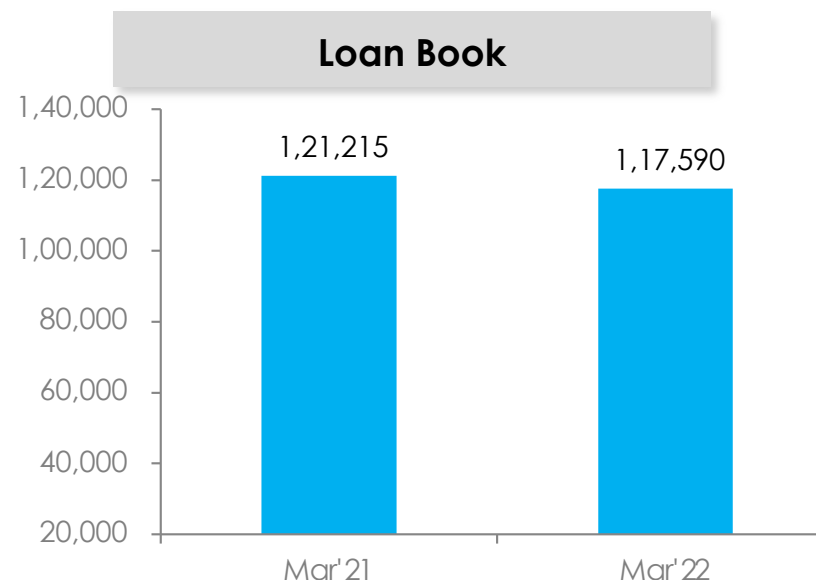
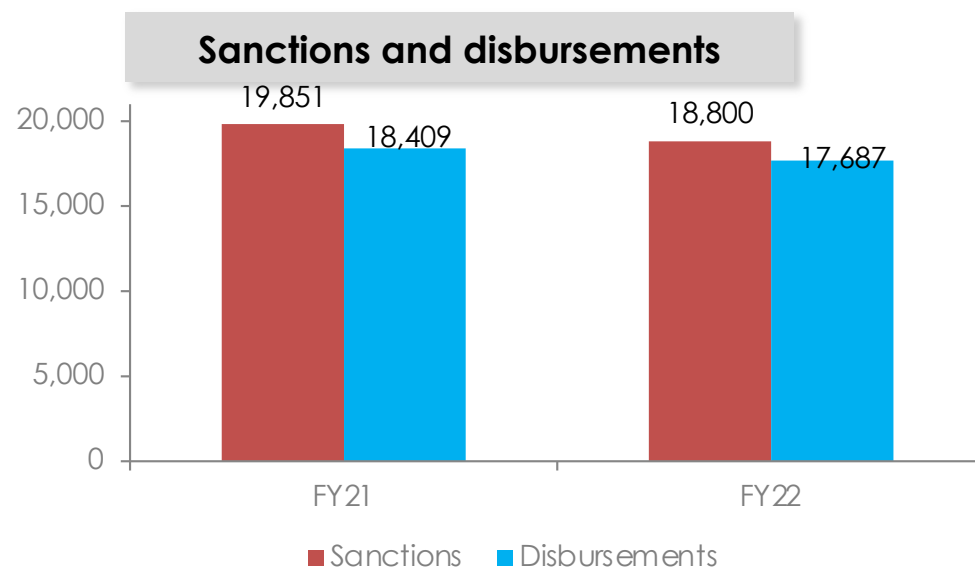
Key performance indicators

Figures in Rs million



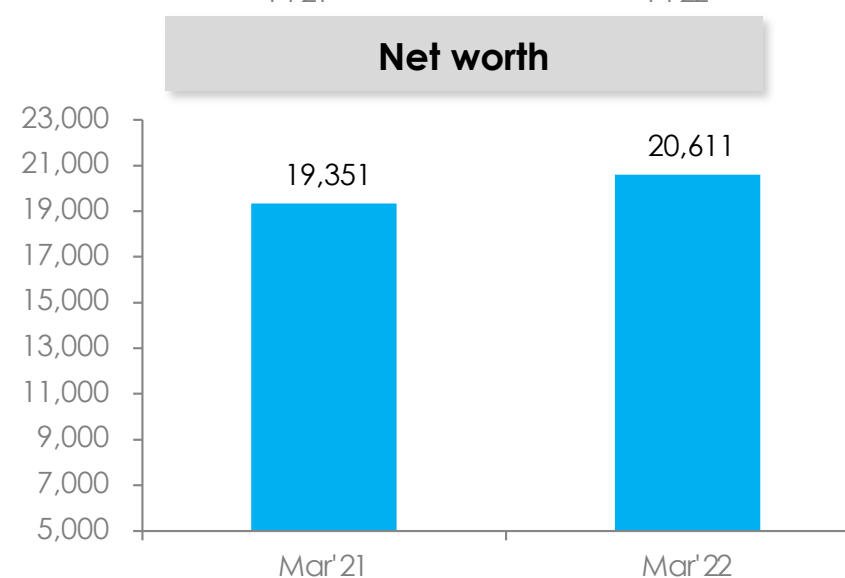
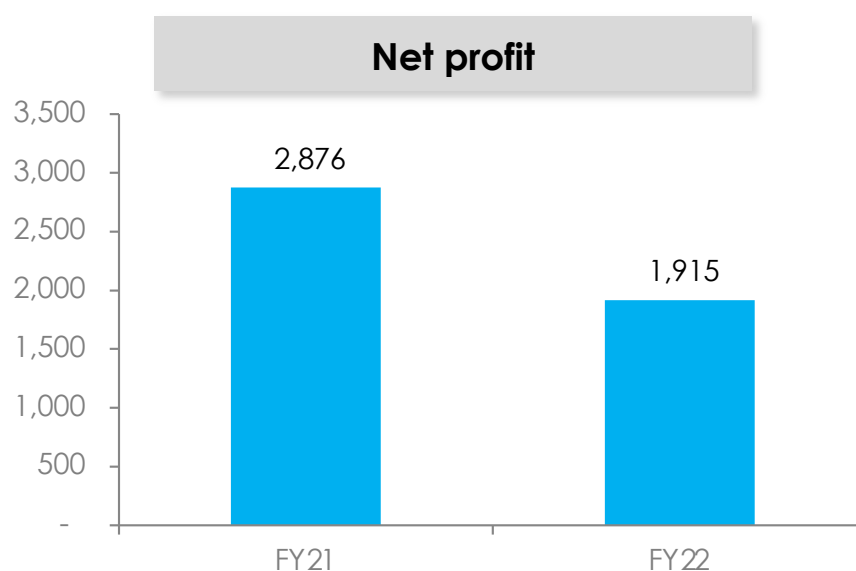
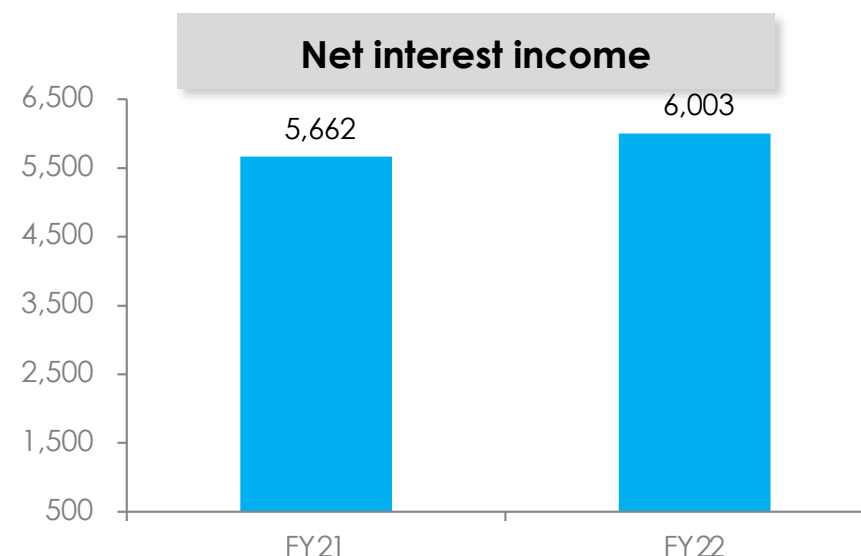
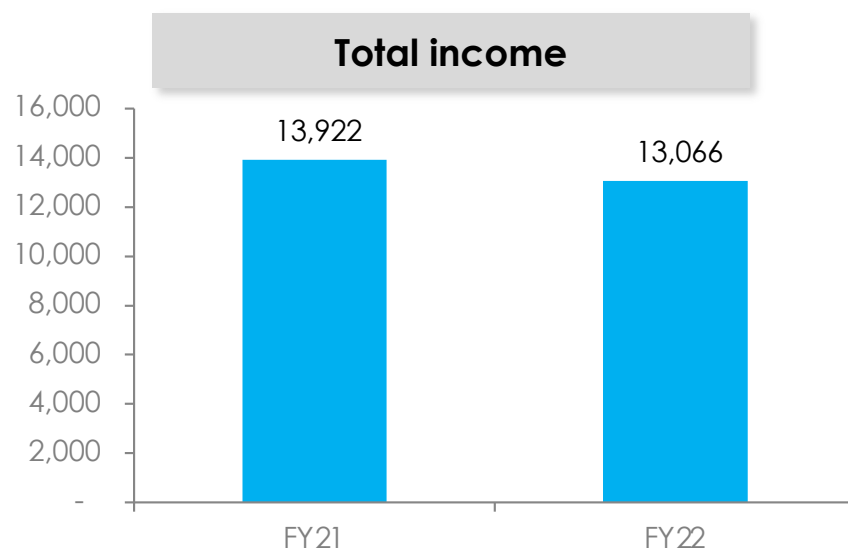
Asset book

Figures in Rs million



Income and earnings growth

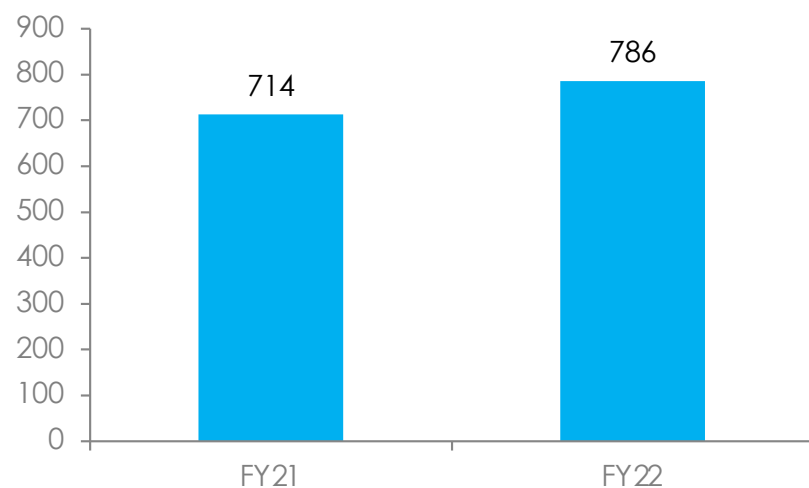
Figures in Rs million



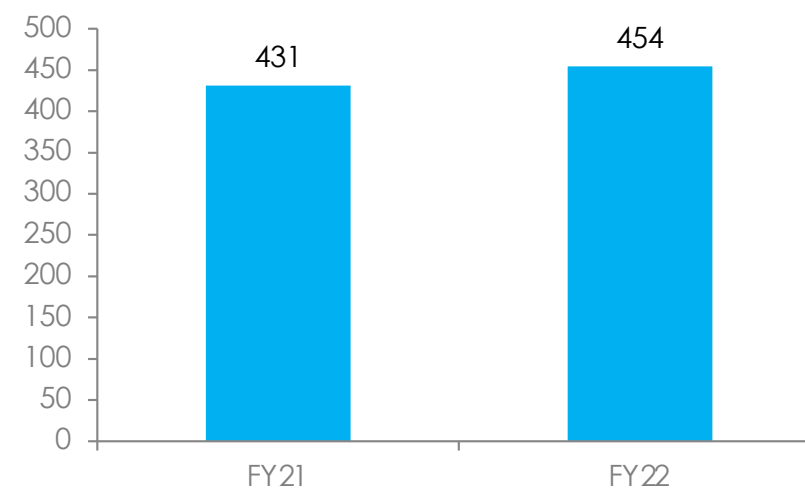
Operating cost

Figures in Rs million

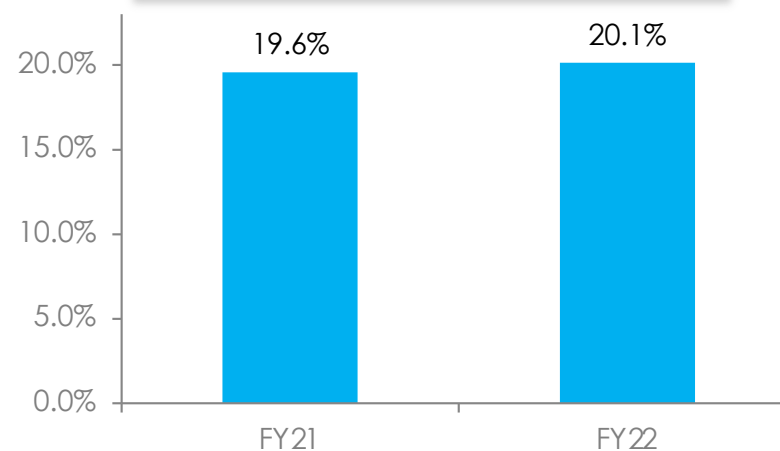
Employee cost



Other opex

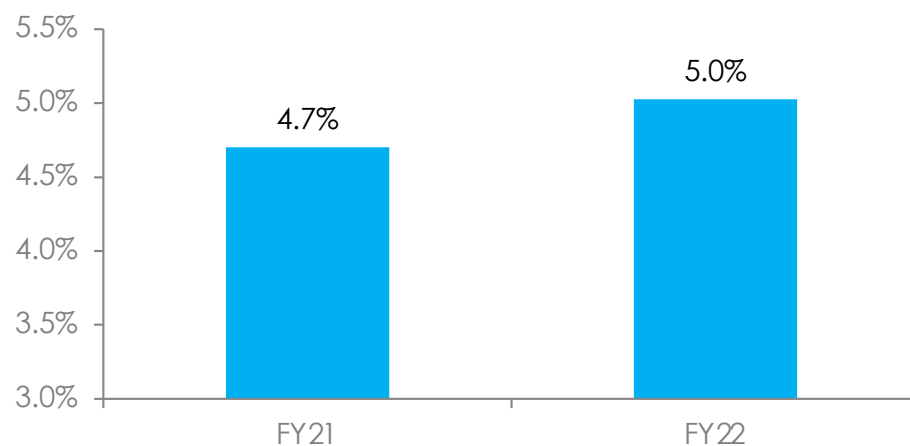


Cost to income ratio

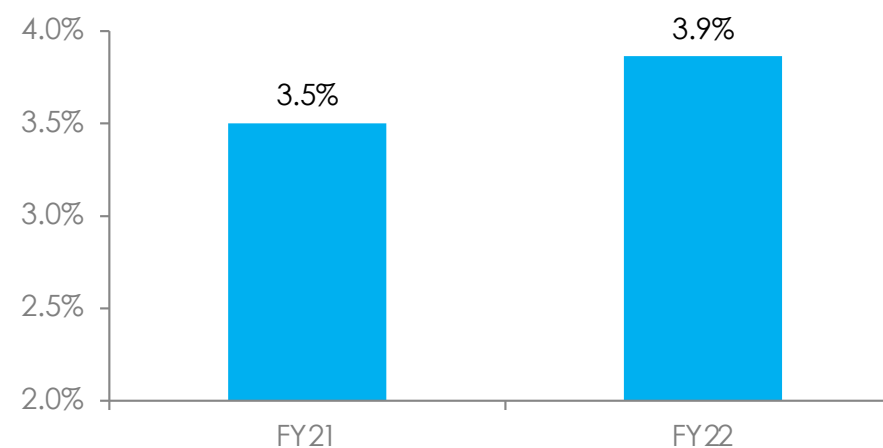


Profitability ratios

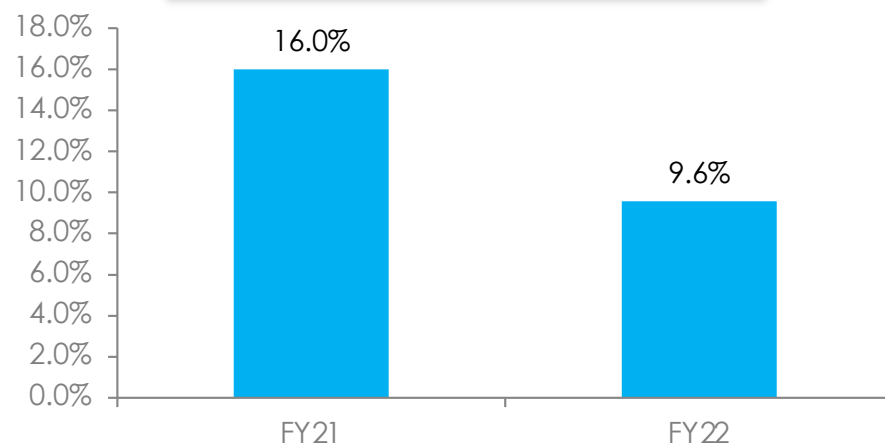
Net interest margin



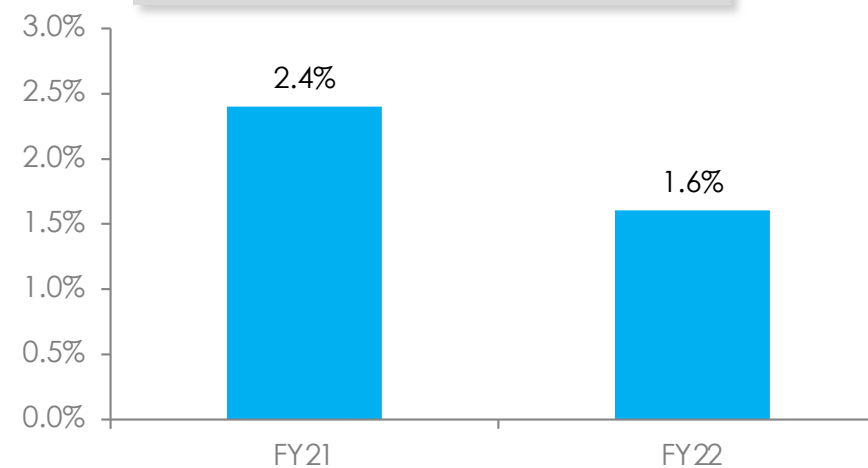
Spread



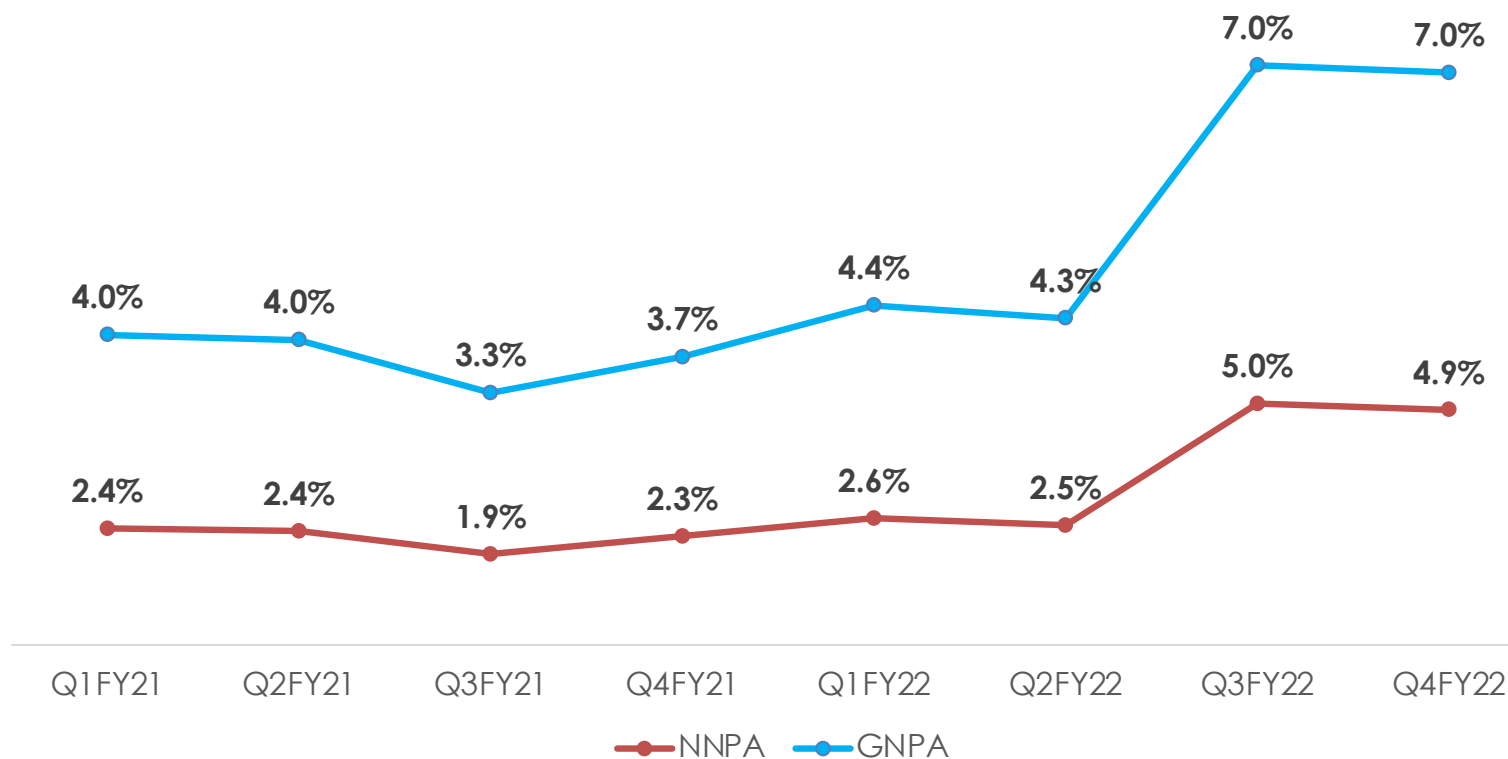
Return on equity



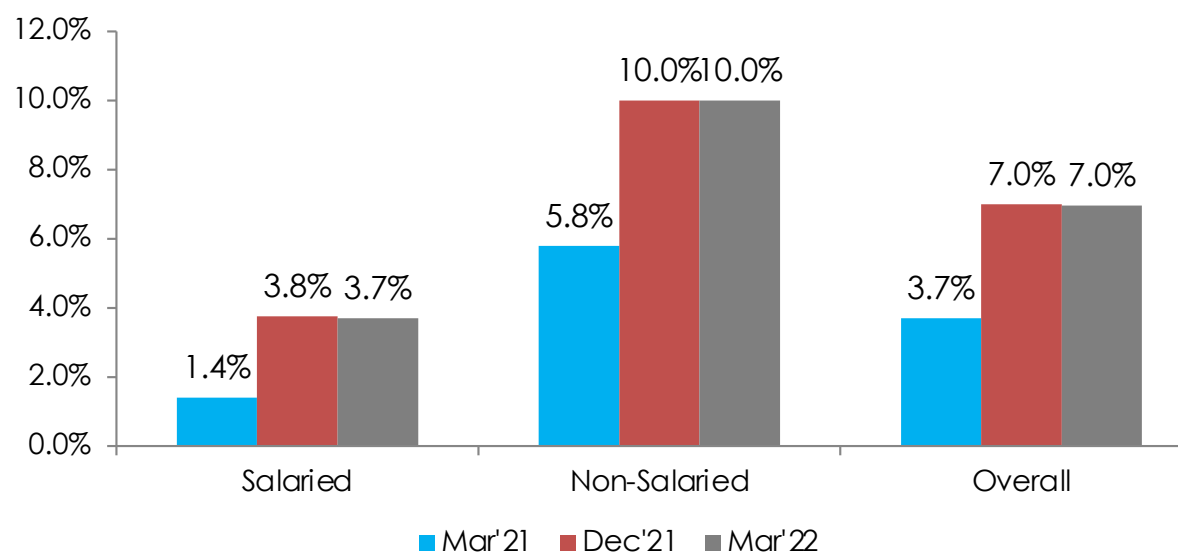
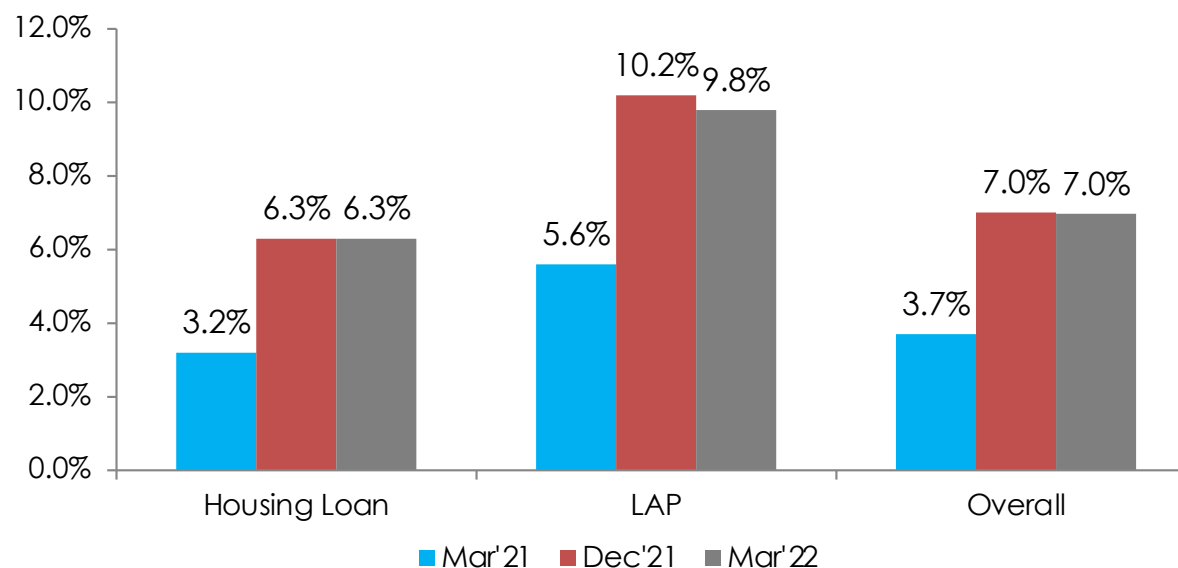
Return on assets



GNPA & NNPA ratio



Product mix / Occupation wise GNPA(%)



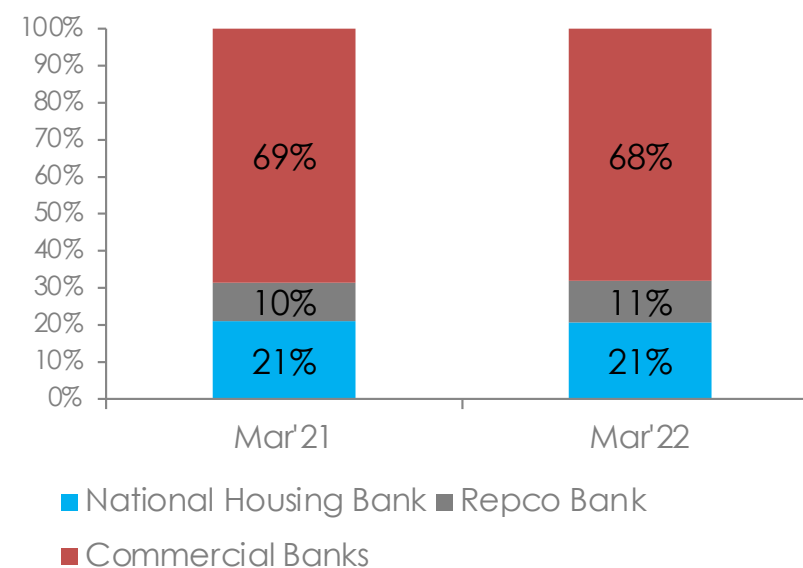
ECL provision

Figures in Rs million

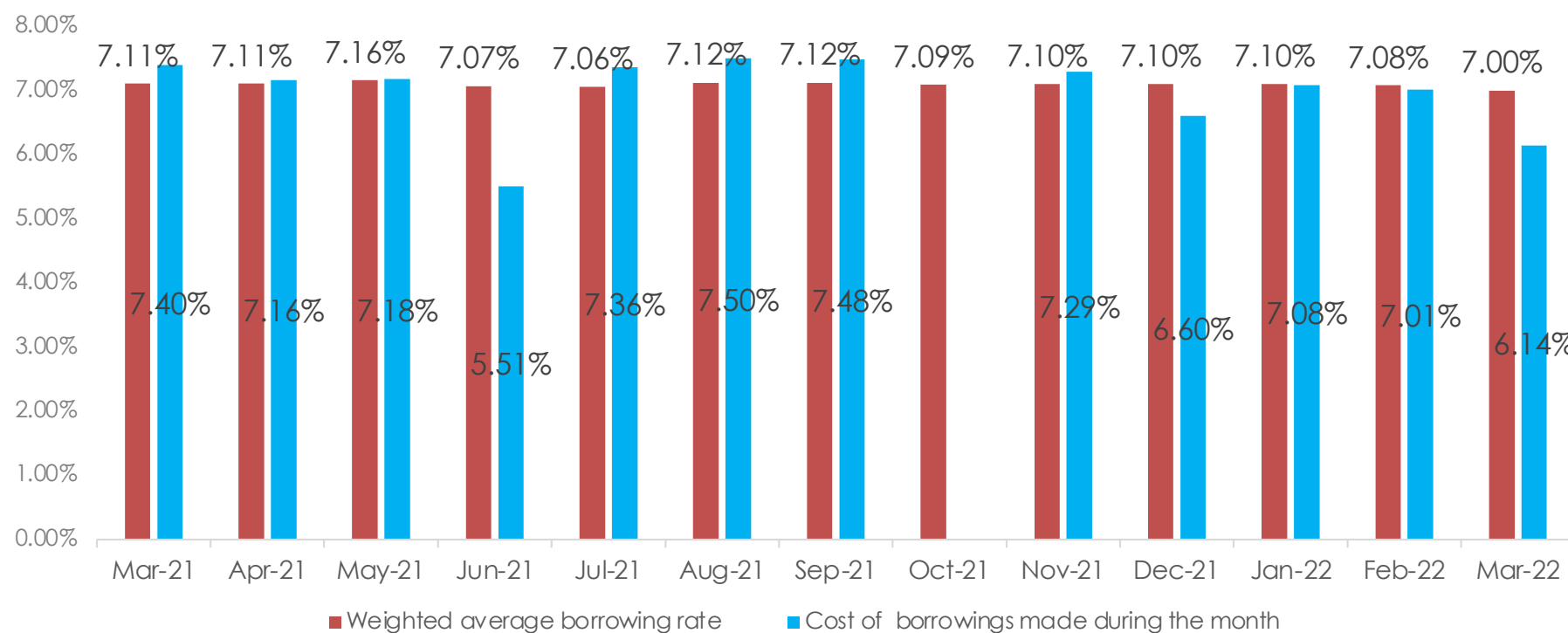
	Mar'21	Dec'21	Mar'22
Gross Stage 3	4,461	8,233	8,198
% portfolio in Stage 3	3.7%	7.0%	7.0%
ECL provision - Stage 3	1,771	2,477	2,611
Net - Stage 3	2,690	5,756	5,587
Coverage ratio - Stage 3	40%	30%	32%
Gross Stage 1 & 2	1,16,754	1,09,623	1,09,392
% portfolio in Stage 1 & 2	96.3%	93.0%	93.0%
ECL provision % - Overall	2.4%	3.5%	4.0%

Borrowing profile

Source (Rs mn)	Average cost	Mar'21	Dec'21	Mar'22	% change
National Housing Bank	6.0%	21,381	18,588	20,015	-6%
Repco Bank	7.9%	10,678	10,308	10,848	2%
Commercial Banks	7.3%	69,842	67,222	66,019	-5%
Total	7.0%	1,01,901	96,118	96,883	-5%

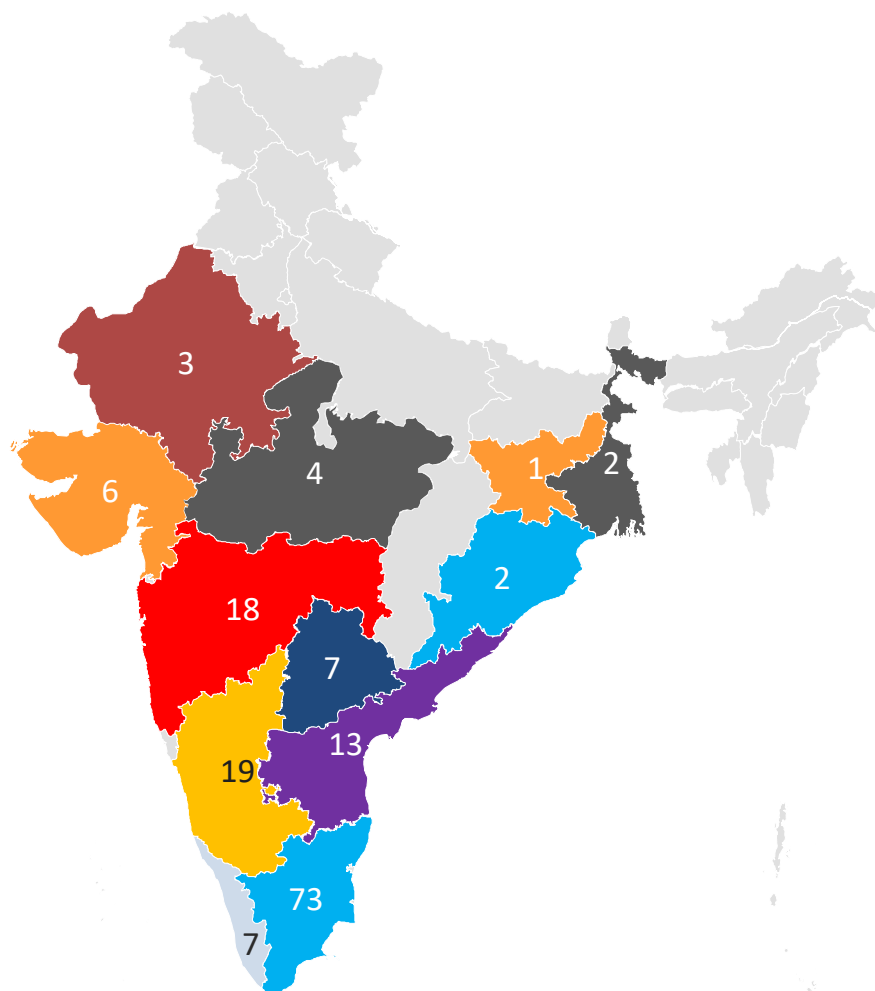


Movement in borrowing cost



Geographic Presence

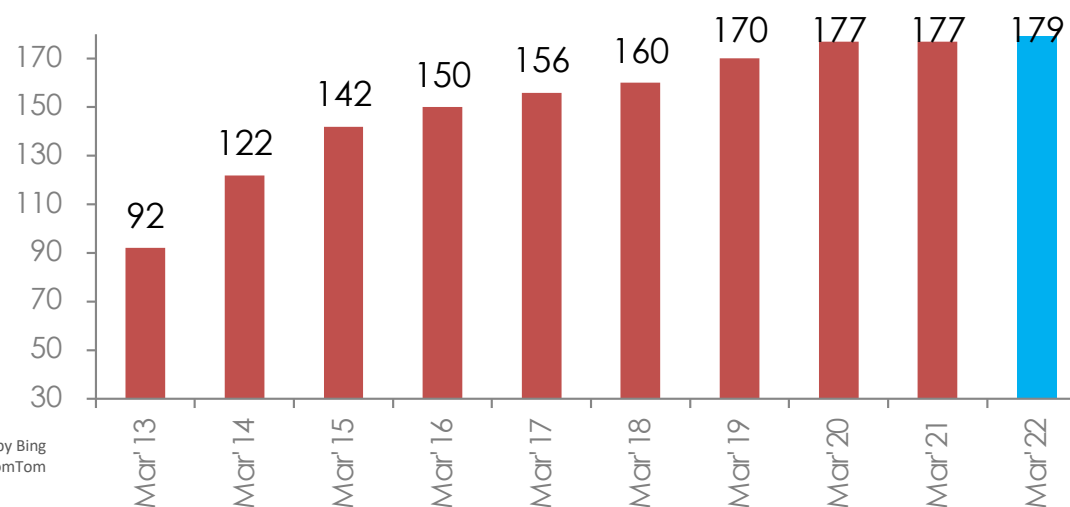
Branch Network



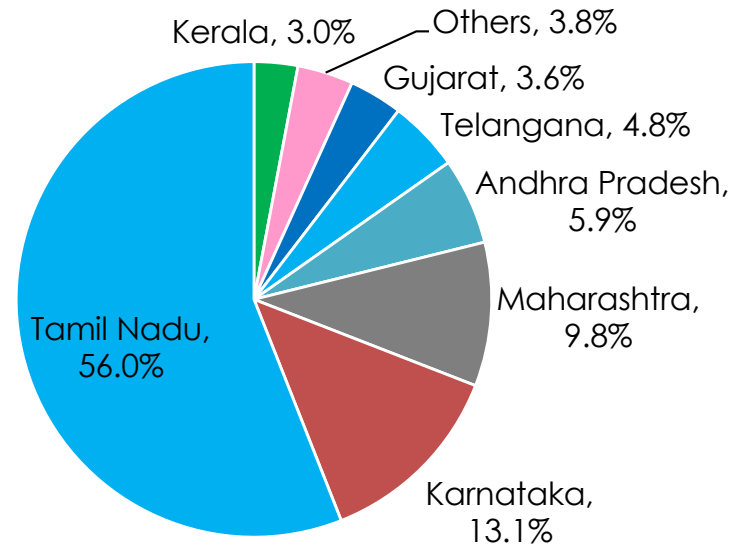
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- ◆ Present in 12 states and 1 Union Territory with 155 branches and 24 satellite centers.
- ◆ Additionally, 2 asset recovery branches.
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh & Rajasthan.

Network



Region-wise loan book



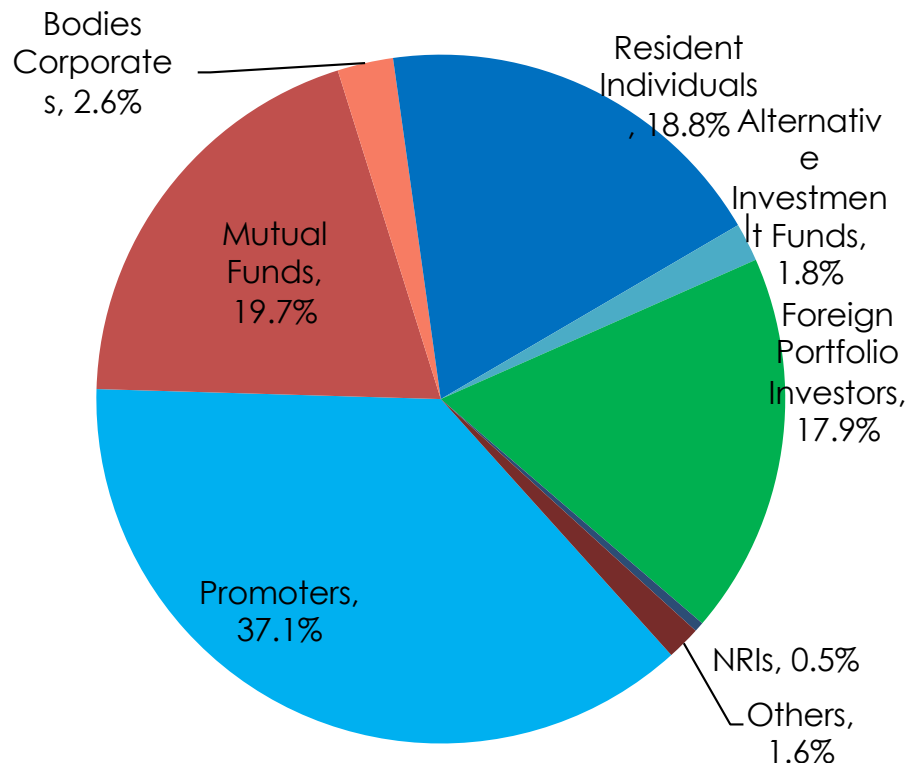
States	Exposure			YoY growth	QoQ growth
	Mar'21	Dec'21	Mar'22		
Kerala	3.2%	3.0%	3.0%	-9%	-2%
Others	3.5%	3.7%	3.8%	7%	4%
Gujarat	3.9%	3.7%	3.6%	-9%	-3%
Telangana	4.6%	4.7%	4.8%	1%	2%
Andhra Pradesh	6.0%	5.8%	5.9%	-4%	1%
Maharashtra	9.6%	9.7%	9.8%	-2%	0%
Karnataka	13.8%	13.3%	13.1%	-8%	-2%
Tamil Nadu	55.4%	55.9%	56.0%	-2%	0%
Total	100%	100%	100%	-3%	0%

Annualized

Annexure

Shareholding pattern

Outstanding shares – 62.6 mn



Major non-promoter shareholders	% shareholding
HDFC Mutual Fund	6.7%
Aditya Birla Mutual Fund	5.7%
Fidelity Funds	5.0%
Somerset Emerging Markets Fund	2.7%
Invesco Mutual Fund	2.5%
DSP Mutual Fund	2.5%
Apax Global	2.1%
SG Jokaland Holdings	1.8%
Nippon AIF	1.8%
ICICI Prudential Mutual Fund	1.5%
AB Funds	1.3%
BNP Paribas Mutual Fund	0.8%

Profit and loss statement

Figures in Rs million

(Rs. million)	Q4FY22	Q4FY21	YoY (%)	Q3FY22	QOQ (%)	FY22	FY21	YoY (%)
<u>Income:</u>								
Revenue from operations	3,183	3,331	-4%	3,219	-1%	12,902	13,735	-6%
Other income	60	72	-17%	36	67%	164	188	-13%
Total Income	3,242	3,403	-5%	3,255	0%	13,066	13,922	-6%
<u>Expenses:</u>								
Interest and other financial charges	1,680	1,855	-9%	1,719	-2%	6,899	8,072	-15%
Employee benefit expense	231	186	24%	211	9%	786	714	10%
Depreciation and amortization expense	34	33	2%	34	1%	129	130	-1%
Other expenses	103	142	-27%	99	4%	326	301	8%
Provisions & write-offs	613	292	110%	765	-20%	2,331	808	189%
Total Expenses	2,661	2,508	6%	2,828	-6%	10,471	10,024	4%
Profit before tax	582	896	-35%	427	36%	2,595	3,898	-33%
<u>Tax expense:</u>								
Current tax	243	280	-13%	245	-1%	989	985	0%
Deferred Tax	-82	-17	388%	-133	-38%	-309	37	-939%
Net Profit/(Loss)	420	632	-33%	315	34%	1,915	2,876	-33%
Other Comprehensive Income	0	6	-95%	2	-80%	4	5	-9%
Total Comprehensive Income	421	638	-34%	316	33%	1,920	2,881	-33%

Balance sheet

Repco Home Finance Limited

Figures in Rs million

(Rs. million)	As on Mar 31, 2022	As on Mar 31, 2021
EQUITY AND LIABILITIES:		
Shareholder's Funds	22,356	20,593
Share Capital	626	626
Reserves and Surplus	21,730	19,967
Financial liabilities	97,308	1,02,458
Creditors	19	13
Debt securities	0	0
Borrowings	96,920	1,01,974
Other financial liabilities	369	471
Non-financial liabilities	310	595
Current tax liabilities (Net)	0	4
Provisions	223	194
Deferred tax liabilities (net)	87	397
Total Liabilities	97,618	1,03,052
Total	1,19,974	1,23,645
ASSETS:		
Financial assets	1,19,434	1,23,236
Cash and cash equivalents	6,077	4,550
Loans and advances	1,12,918	1,18,342
Other financial assets	124	125
Investment in associate	316	220
Non-financial assets	540	409
Property, plant and equipment	153	123
Other intangible assets	48	16
Intangible assets under development	4	0
Right to use assets	152	175
Other non-financial assets	184	96
Total	1,19,974	1,23,645

Relative performance – Q4FY22

Particulars	Units	Q4FY21	Q4FY22
Sanctions	Rs. mn	6,459	6,520
Disbursements	Rs. mn	6,404	6,012
Net interest income	Rs. mn	1,442	1503
PAT	Rs. mn	632	420
NIM	%	4.8	5.1
Yield on assets	%	11.0	10.8
Cost of funds	%	7.3	7.0
Spread	%	3.8	3.8
Return on assets	%	2.1	1.4
Return on equity	%	13.3	8.2

Relative performance

Particulars	Units	FY21	FY22
Sanctions	Rs. mn	19,851	18,800
Disbursements	Rs. mn	18,409	17,687
Net interest income	Rs. mn	5,662	6,003
PAT	Rs. mn	2,876	1,915
NIM	%	4.7	5.0
Yield on assets	%	11.5	10.8
Cost of funds	%	8.0	6.9
Spread	%	3.5	3.9
Return on assets	%	2.4	1.6
Return on equity	%	16.0	9.6
Gearing	X	5.3	4.7

Repco RMFL performance

Figures in Rs million

Particulars	FY21	FY22	Growth
Total income	1,795	1,596	-11%
Net interest income	1,074	1,010	-6%
Profit after tax	396	81	-80%
Loans	9,161	10,202	11%
Borrowings	6,988	7,203	3%
Equity	2,565	2,686	5%
Ratios			
NIM	11.0%	10.4%	
Return on assets	4.1%	0.8%	
Return on equity	17.2%	3.1%	

Return earned by Repco Home from investment	Amount
Dividend received during FY22 (Pre-tax)	17.6
Share of profits	25.6
Total	43.2
Cumulative equity investment	316
Return on investment (Post tax)	12%

For any queries, please contact:

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