



**REPCO HOME FINANCE LIMITED.**

(Promoted by Repco Bank-Govt. of India Enterprise)  
CIN : L65922TN2000PLC044655

**RHFL/SE/43/2020-21**

**November 13, 2020**

The BSE Ltd,  
Phiroze Jeejeebhoy Towers,  
26<sup>th</sup> 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 quarter/half year ended 30 September 2020**

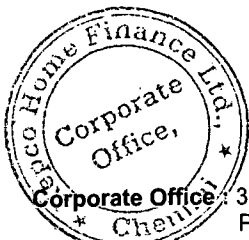
We submit herewith a copy of the presentation on-the-financial performance of the Company for the quarter/half year ended 30 September 2020.

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

**Earnings Presentation  
Q2FY21**



## ◆ Q2FY21 Performance

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

## ◆ Geographic Presence

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

## ◆ Annexure

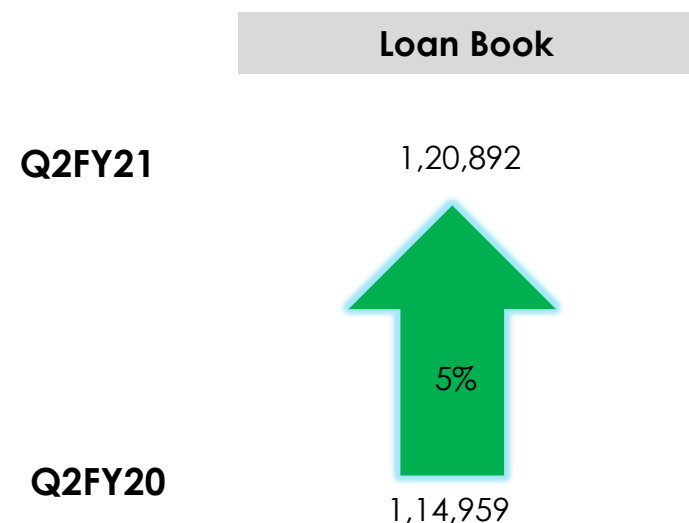
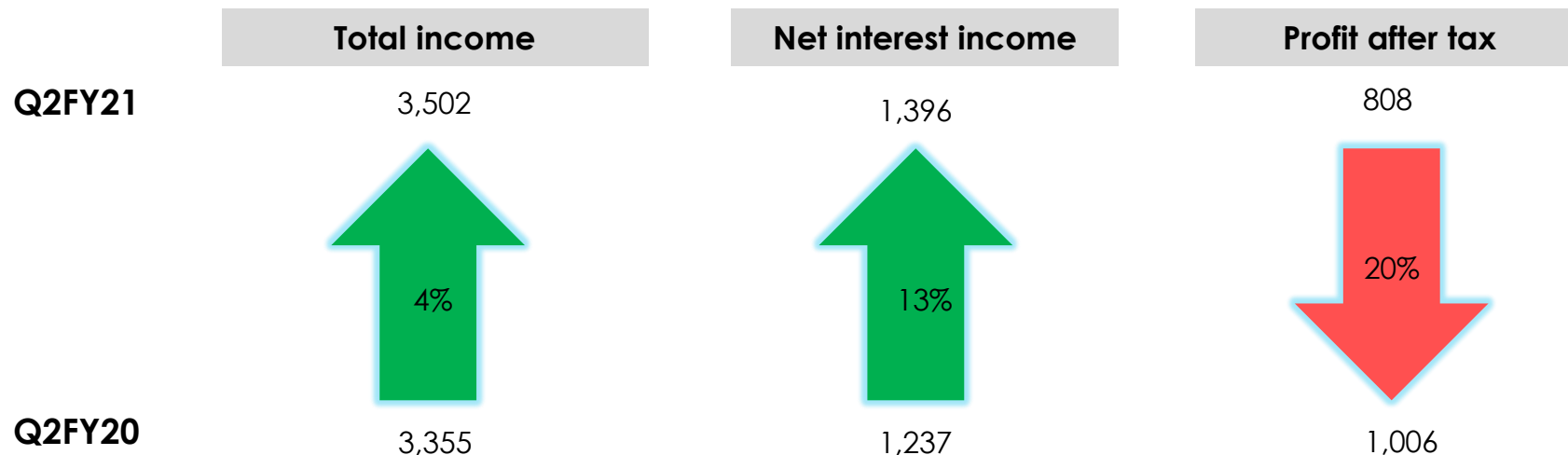
# Q2FY21 Performance

• Loans outstanding (Sep 30, 2020)	Rs. 1,20,892 mn
• Net worth (Sep 30, 2020)	Rs. 17,990 mn
• Tier 1 capital adequacy ratio	26.8% (Provisional)
• Average loan per unit	Rs. 1.5 mn
• Number of live accounts	1,00,243
• Current employee Strength	1,002
• Stage 3 EAD (%) (Sep 30, 2020)	3.95%
• ECL provision(%) (Sep 30, 2020)	2.0%
• Collection efficiency(%) – Sep'20	93%

# Q2FY21 performance

Repco Home Finance Limited

Figures in Rs million



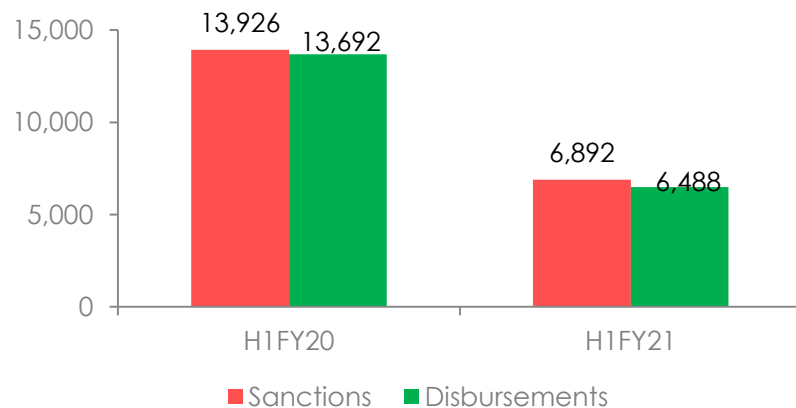
**Note 1- Profit de-growth appears higher on account of a larger base last year resulting from de-recognition of DTL of Rs. 145 million in Q2FY20.**

# Asset book

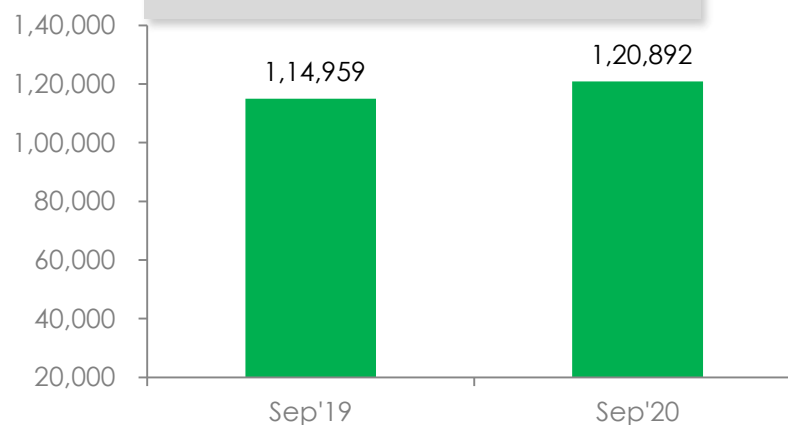
Repco Home Finance Limited

Figures in Rs million

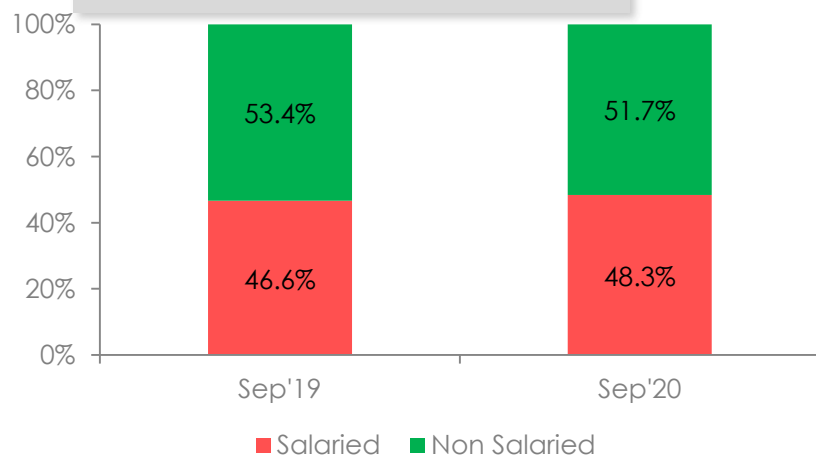
## Sanctions and disbursements



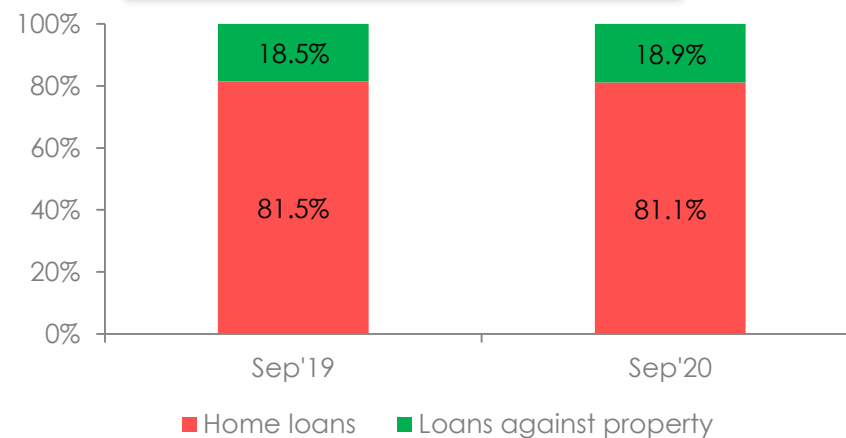
## Loan Book



## Loan book composition



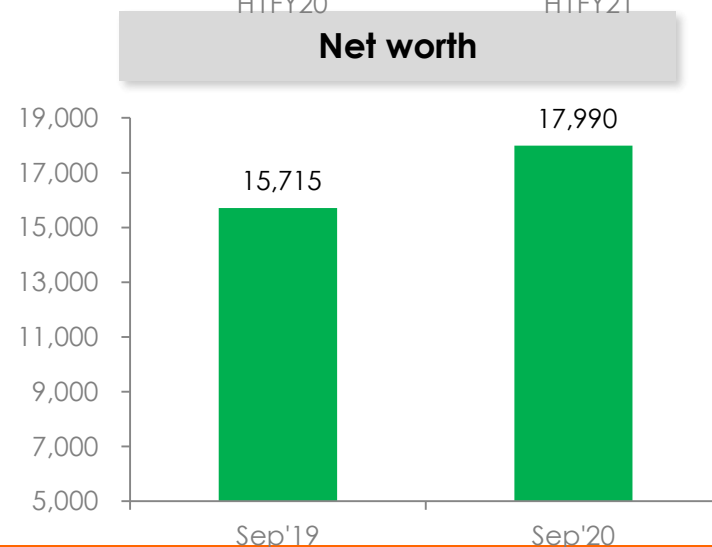
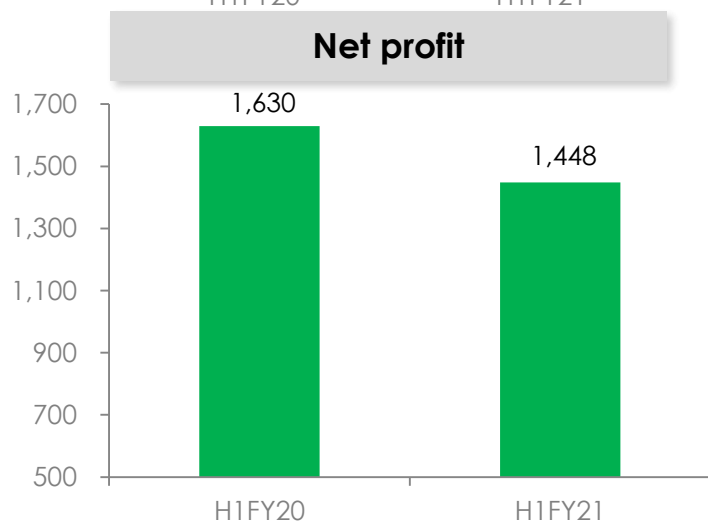
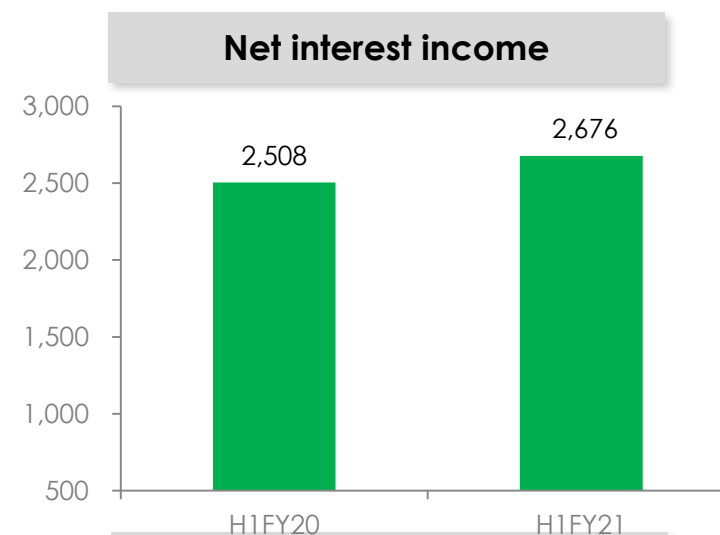
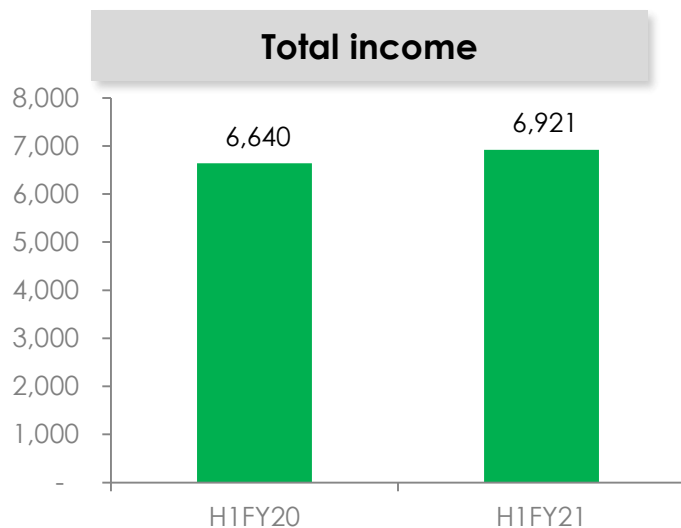
## Mix of loan portfolio



# Income and earnings growth

Repco Home Finance Limited

Figures in Rs million





# Operating cost

Repco Home Finance Limited

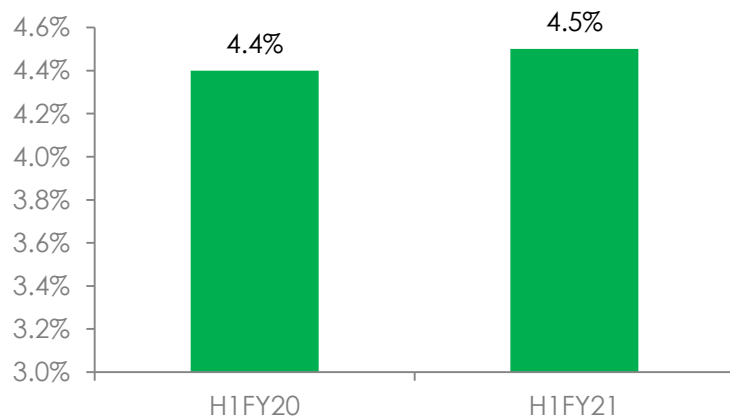
Figures in Rs million



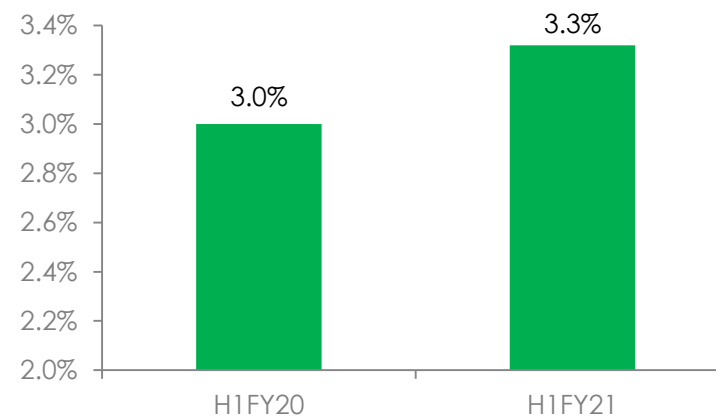
# Profitability ratios

Repco Home Finance Limited

**Net interest margin**



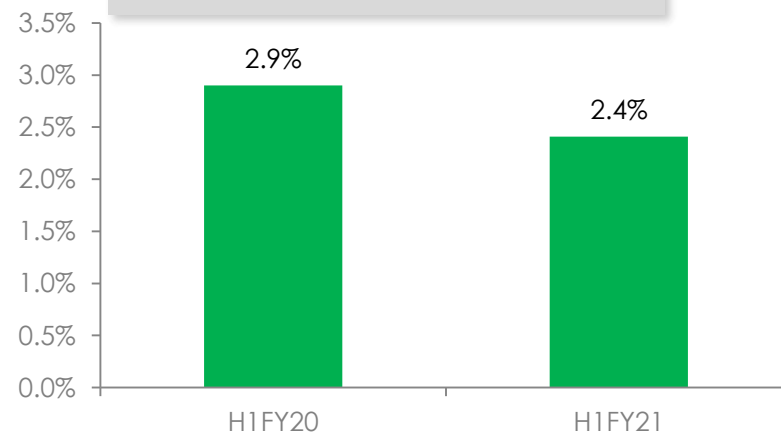
**Spread**

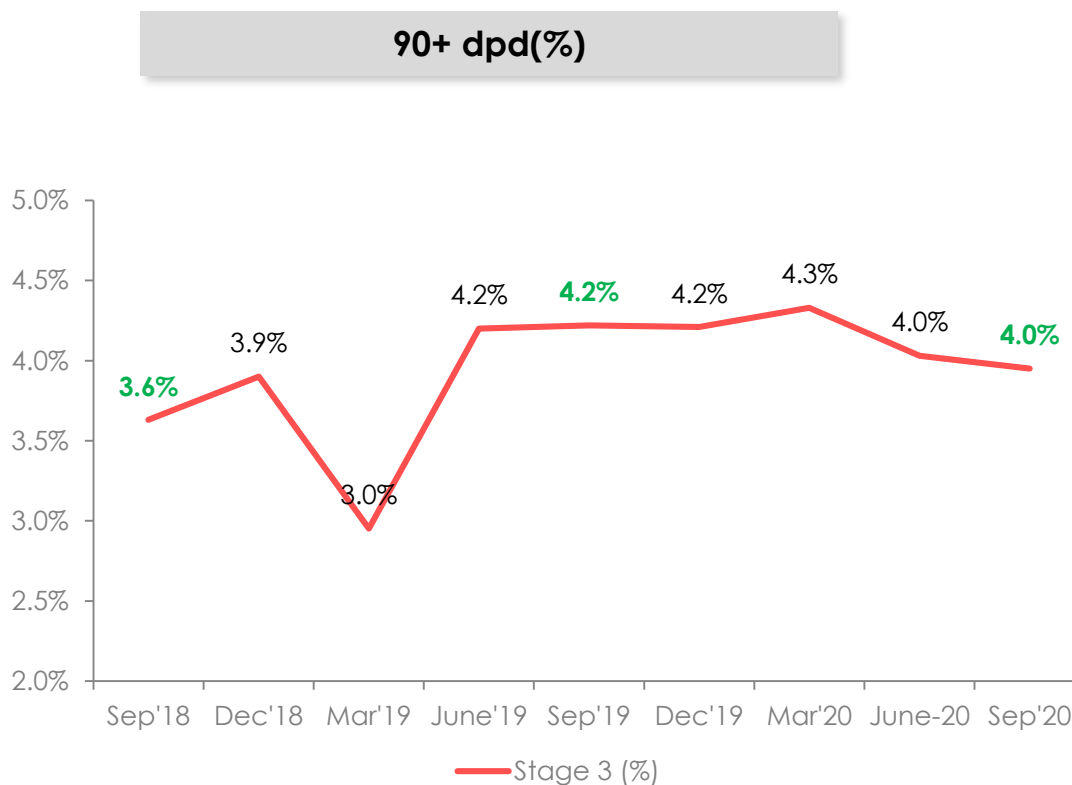


**Return on equity**



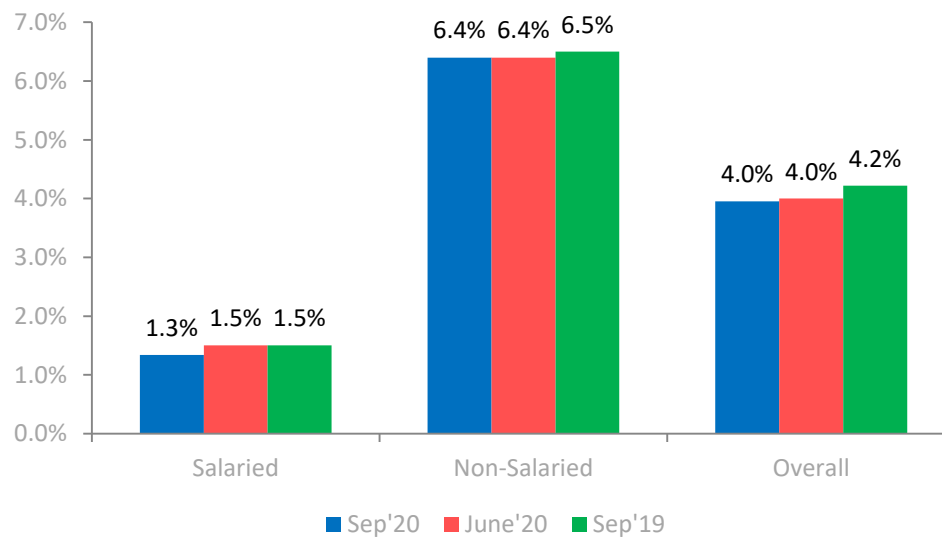
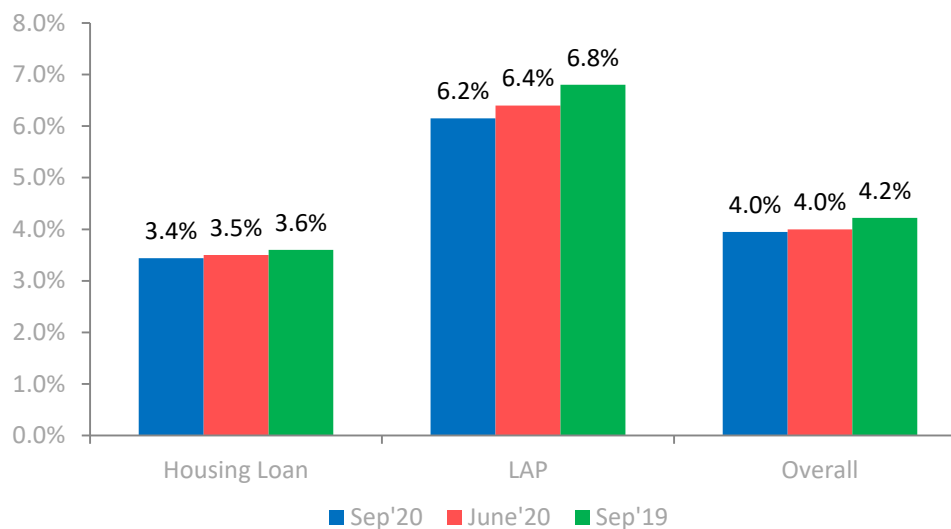
**Return on assets**





# Product mix / Occupation wise asset quality

Repco Home Finance Limited



# ECL Provisioning

Repco Home Finance Limited

Figures in Rs million

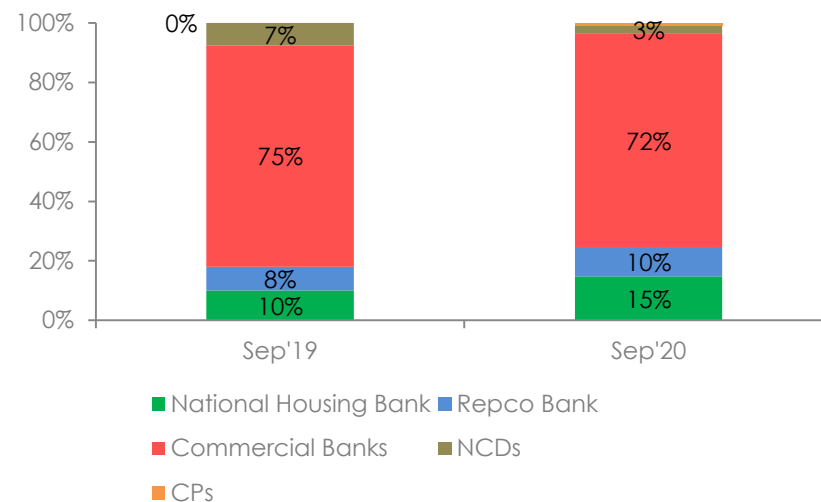
	Sep'19	June'20	Sep'20
<b>Gross Stage 3</b>	4,850	4,832	4,779
<b>% portfolio in Stage 3</b>	<b>4.22%</b>	<b>4.03%</b>	<b>3.95%</b>
<b>ECL provision - Stage 3</b>	1,369	1,992	1,978
<b>Net - Stage 3</b>	3,481	2,839	2,801
<b>Coverage ratio - Stage 3</b>	<b>28%</b>	<b>41%</b>	<b>41%</b>

<b>Gross Stage 1 &amp; 2</b>	1,10,110	1,14,964	1,16,113
<b>% portfolio in Stage 1 &amp; 2</b>	95.8%	96.0%	96.1%
<b>ECL provision - Overall</b>	<b>1.4%</b>	<b>2.0%</b>	<b>2.0%</b>

# Borrowing profile

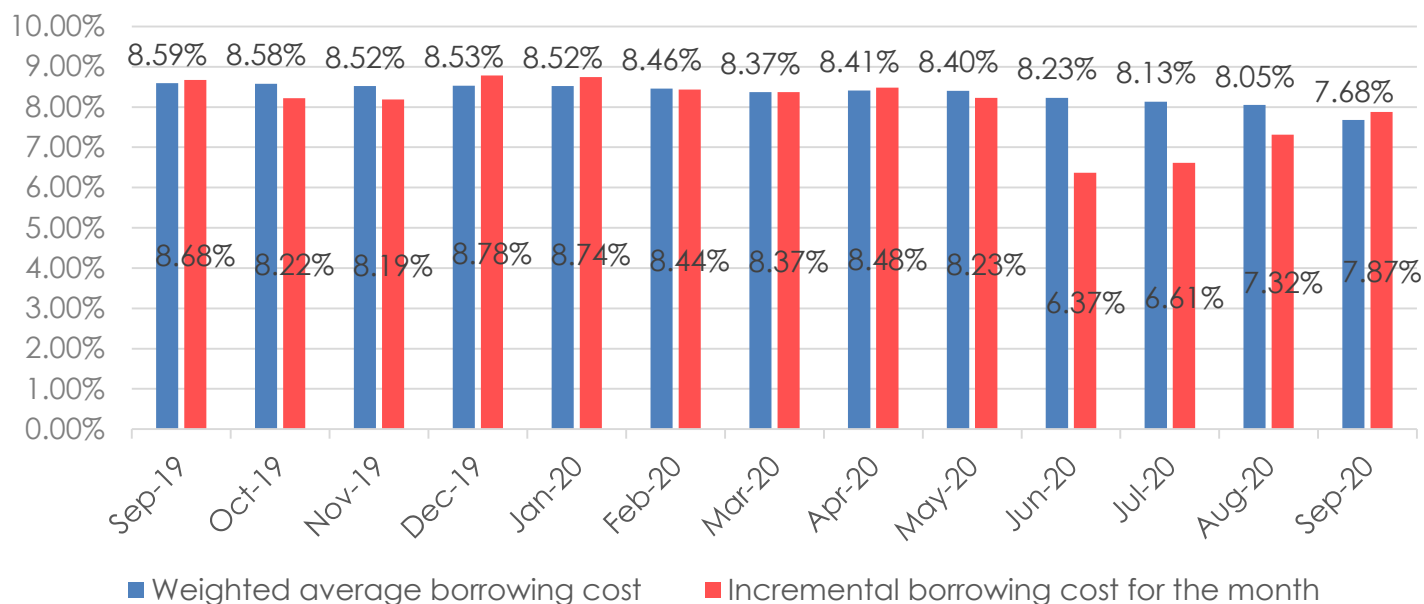
Figures in Rs million

Source (Rs mn)	Average cost	Sep'19	Sep'20	% change
National Housing Bank	6.43%	10,105	15,259	51%
Repco Bank	8.30%	7,932	10,144	28%
Commercial Banks	7.87%	74,772	73,848	-1%
NCDs	8.05%	7,520	2,720	-64%
Commercial Papers	5.10%	0	1,000	100%
<b>Total</b>	<b>7.68%</b>	<b>1,00,329</b>	<b>1,02,970</b>	<b>3%</b>



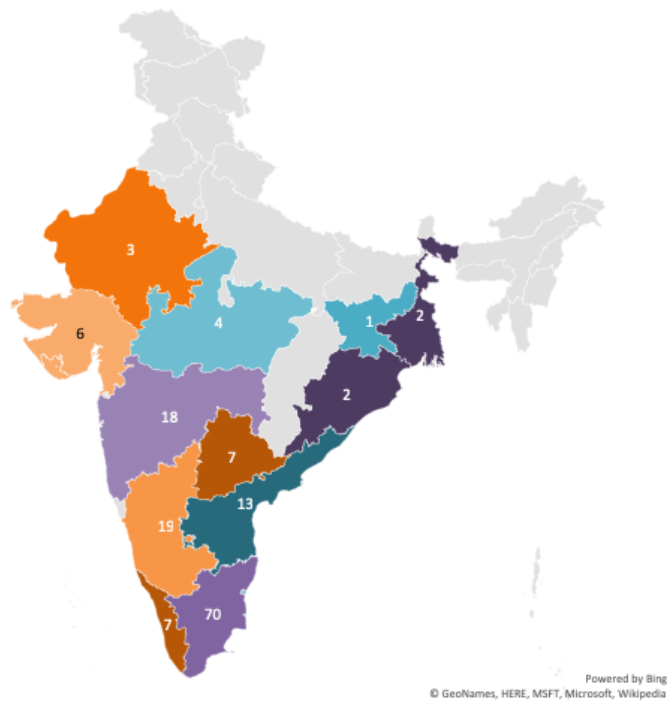
# Movement in borrowing cost

Repco Home Finance Limited



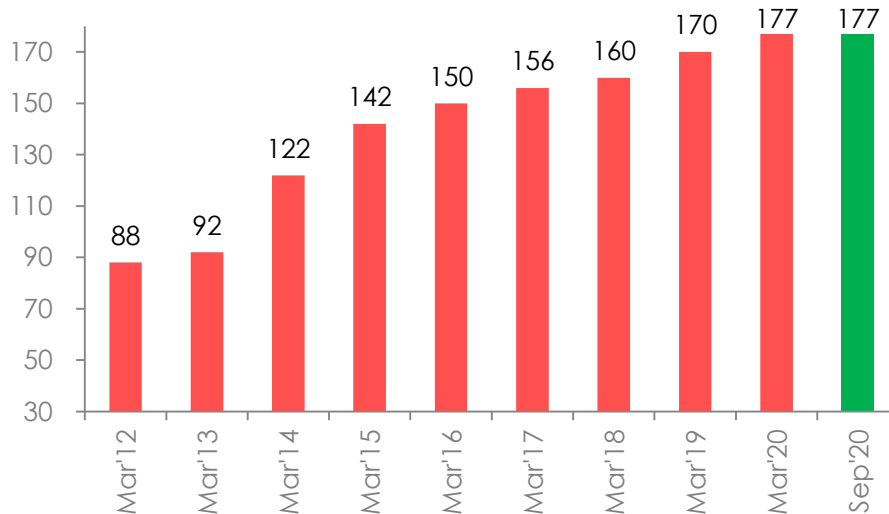
# Geographic Presence





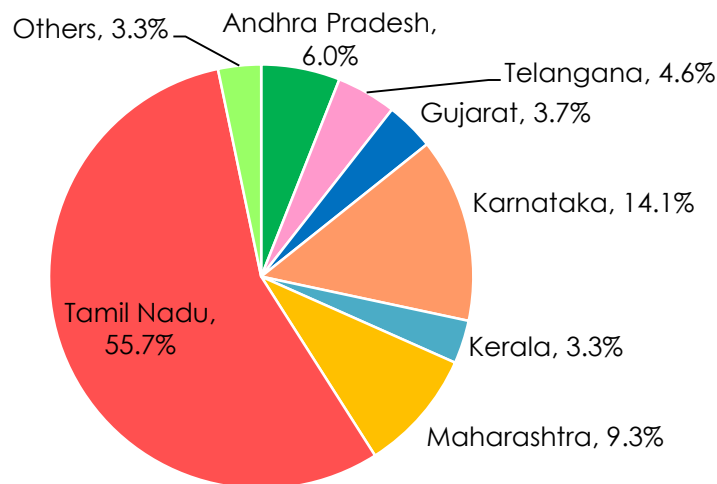
- ◆ Present in 12 states and 1 Union Territory with 153 branches and 24 satellite centers.
- ◆ Plus 2 asset recovery branches.
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh & Rajasthan.

### Network Expansion



# Region-wise loan book

Repco Home Finance Limited



States	Exposure			YoY growth	QoQ growth
	Sep'19	June'20	Sep'20		
Andhra Pradesh	6.4%	6.1%	6.0%	-2%	-3%
Telangana	4.6%	4.6%	4.6%	5%	3%
Gujarat	3.4%	3.6%	3.7%	14%	10%
Karnataka	14.0%	14.1%	14.1%	6%	2%
Kerala	3.5%	3.3%	3.3%	-1%	0%
Maharashtra	8.7%	9.2%	9.3%	13%	8%
Tamil Nadu	56.2%	55.9%	55.7%	4%	2%
Others	3.2%	3.2%	3.3%	7%	16%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>5%</b>	<b>3%</b>

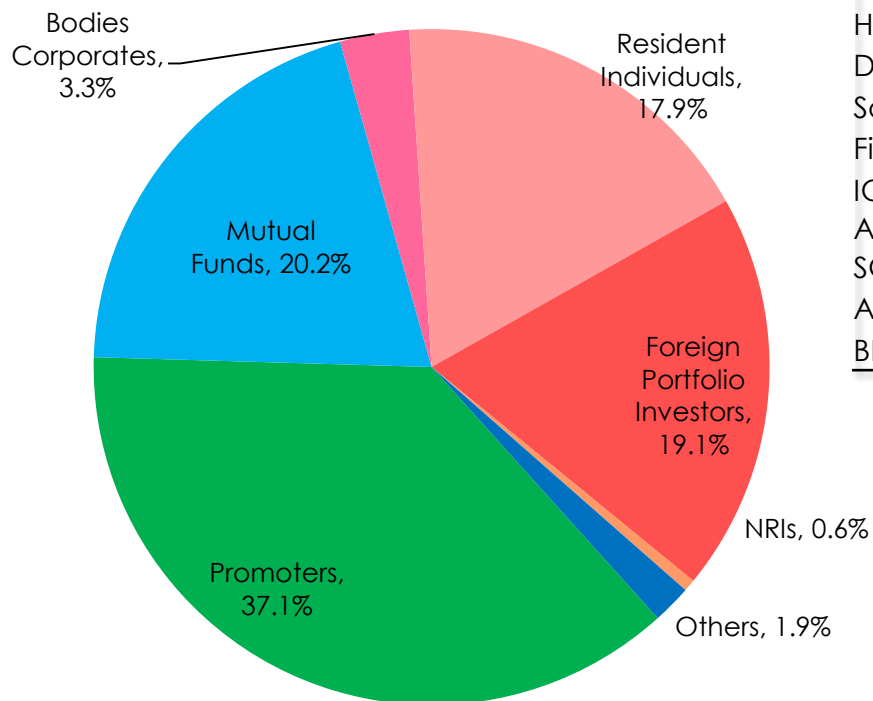
Annualized

# **Annexure**

# Shareholding pattern

Repco Home Finance Limited

Outstanding shares – 62.6 mn



Major non-promoter shareholders

	% shareholding
Aditya Birla Mutual Fund	6.1%
HDFC Mutual Fund	6.1%
DSP Mutual Fund	4.4%
Somerset Emerging Markets Fund	3.3%
Fidelity Funds	4.2%
ICICI Prudential ETF	2.4%
Apax Global	2.1%
SG Jokaland Holdings	1.8%
AB - India Growth Portfolio	1.8%
BNP Mutual Fund	2.0%

# Profit and loss statement (Standalone)

Repco Home Finance Limited

Figures in Rs million

(Rs. million)	Q2FY21	Q2FY20	YoY (%)	Q1FY21	QOQ (%)	H1FY21	H1FY20	YoY (%)
<b>Income:</b>								
Revenue from operations	3,480	3,317	5%	3,377	3%	6,857	6,598	4%
Other income	23	38	-41%	42	-47%	65	41	56%
<b>Total Income</b>	<b>3,502</b>	<b>3,355</b>	<b>4%</b>	<b>3,419</b>	<b>2%</b>	<b>6,921</b>	<b>6,640</b>	<b>4%</b>
<b>Expenses:</b>								
Interest and other financial charges	2,090	2,085	0%	2,104	-1%	4,194	4,100	2%
Employee benefit expense	174	156	11%	169	3%	342	302	13%
Depreciation and amortization expense	34	32	8%	35	-2%	70	62	13%
Other expenses	49	62	-20%	32	55%	81	120	-33%
Provisions & write-offs	72	1	5050%	221	-67%	294	76	286%
<b>Total Expenses</b>	<b>2,419</b>	<b>2,336</b>	<b>4%</b>	<b>2,561</b>	<b>-6%</b>	<b>4,980</b>	<b>4,660</b>	<b>7%</b>
Profit before tax	<b>1,083</b>	<b>1,020</b>	<b>6%</b>	<b>859</b>	<b>26%</b>	<b>1,942</b>	<b>1,980</b>	<b>-2%</b>
<b>Tax expense:</b>								
Current tax	238	150	59%	214	11%	452	417	8%
Deferred Tax	37	-136	-127%	5	727%	42	-67	-162%
<b>Net Profit/(Loss)</b>	<b>808</b>	<b>1,006</b>	<b>-20%</b>	<b>640</b>	<b>26%</b>	<b>1,448</b>	<b>1,630</b>	<b>-11%</b>
Other Comprehensive Income	-2	-2	-5%	-2	-4%	-4	0	
<b>Total Comprehensive Income</b>	<b>806</b>	<b>1,004</b>	<b>-20%</b>	<b>638</b>	<b>26%</b>	<b>1,444</b>	<b>1,630</b>	<b>-11%</b>

# Balance Sheet (Standalone)

Figures in Rs million

(Rs. million)	As on Sep 30, 2020	As on Sep 30, 2019
<b>EQUITY AND LIABILITIES:</b>		
<b>Shareholder's Funds</b>	<b>19,157</b>	<b>16,701</b>
Share Capital	626	626
Reserves and Surplus	18,531	16,075
<b>Financial liabilities</b>	<b>1,04,042</b>	<b>1,01,842</b>
Debt securities	3,784	7,502
Other Borrowings	99,733	92,809
Other financial liabilities	525	1,531
<b>Non-financial liabilities</b>	<b>598</b>	<b>588</b>
Current tax liabilities (Net)	2	0
Provisions	198	142
Deferred tax liabilities (net)	399	446
<b>Total Liabilities</b>	<b>1,04,640</b>	<b>1,02,430</b>
<b>Total</b>	<b>1,23,797</b>	<b>1,19,131</b>
<b>ASSETS:</b>		
<b>Financial assets</b>	<b>1,23,372</b>	<b>1,18,674</b>
Cash and cash equivalents	4,780	5,035
Bank balance	0	1
Loans and advances	1,18,267	1,13,056
Other financial assets	106	362
Investment in associate	220	220
<b>Non-financial assets</b>	<b>425</b>	<b>457</b>
Property, plant and equipment	127	329
Other intangible assets	18	22
Right to use assets	175	0
Other non-financial assets	104	105
<b>Total</b>	<b>1,23,797</b>	<b>1,19,131</b>

# Relative performance – Q2FY21

Repco Home Finance Limited

Particulars	Units	Q2FY20	Q2FY21
Sanctions	Rs. mn	6,945	<b>5,277</b>
Disbursements	Rs. mn	7,018	<b>4,672</b>
Net interest income	Rs. mn	1,237	<b>1,396</b>
PAT	Rs. mn	1,006	<b>808</b>
NIM	%	4.3	<b>4.6</b>
Yield on assets	%	11.6	<b>11.6</b>
Cost of funds	%	8.5	<b>8.2</b>
Spread	%	3.1	<b>3.4</b>
Return on assets	%	3.5	<b>2.7</b>
Return on equity	%	26.1	<b>18.3</b>

# Relative performance – H1FY21

Repco Home Finance Limited

Particulars	Units	H1FY20	H1FY21
Sanctions	Rs. mn	13,926	<b>6,892</b>
Disbursements	Rs. mn	13,692	<b>6,488</b>
Net interest income	Rs. mn	2,508	<b>2,676</b>
PAT	Rs. mn	1,630	<b>1,448</b>
NIM	%	4.4	<b>4.5</b>
Yield on assets	%	11.6	<b>11.5</b>
Cost of funds	%	8.6	<b>8.2</b>
Spread	%	3.0	<b>3.3</b>
Return on assets	%	2.9	<b>2.4</b>
Return on equity	%	21.6	<b>16.7</b>



For any Investor Relations queries, please contact:

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