



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

**RHFL/SE/40/2021-22**

**13<sup>th</sup> November, 2021**

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

BSE Limited  
Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai- 400001

Kind Attn: Listing Department

Dear Sir,

**Sub: Investor Presentation on financial results for the quarter and half year ended 30<sup>th</sup> September, 2021**

We submit herewith a copy of the presentation on the financial performance of the Company for the quarter and half year ended 30<sup>th</sup> September, 2021.

This is submitted for your information and records.

Thanking You,  
Yours Faithfully,  
For Repco Home Finance Limited

Ankush Tiwari  
Company Secretary & Compliance Officer  
M.No.A38879

**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](mailto:co@repcohome.com), [www.repcohome.com](http://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 Q2FY22



◆ **Q2FY22 Performance**

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

◆ **Geographic Presence**

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

◆ **Annexure**

# Q2FY22 Performance

# Business Summary

Loans outstanding -  
Rs. 1,18,894 mn

Net worth  
Rs. 20,158 mn

Total capital adequacy ratio  
32.3% (Provisional)

Average loan per unit  
Rs. 1.4 mn

Number of live accounts  
1,00,581

Employee strength - 998

Stage 3 (%) – 4.28%

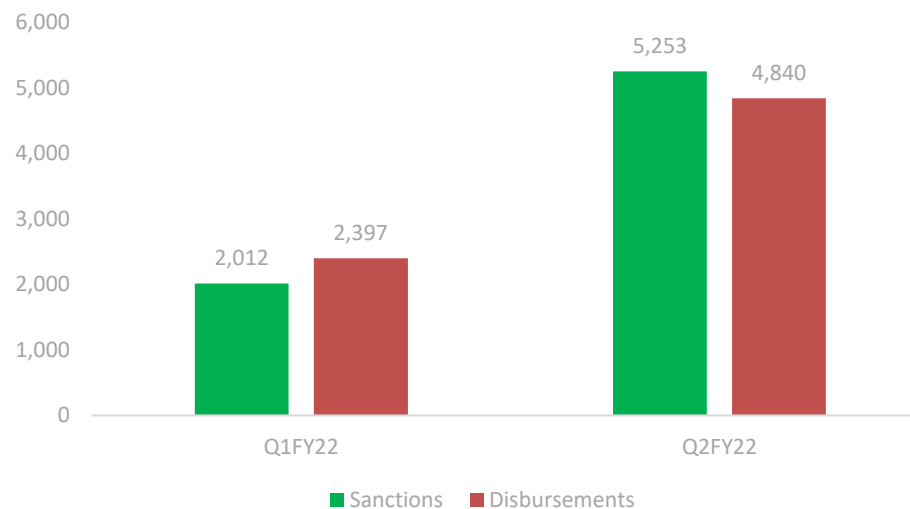
ECL provision(%) - 3.15%

OTR 2 book(%) - 5.7%  
OTR 1 book(%) – 0.3%

# Sequential improvement in business performance

Repco Home Finance Limited

Figures in Rs million

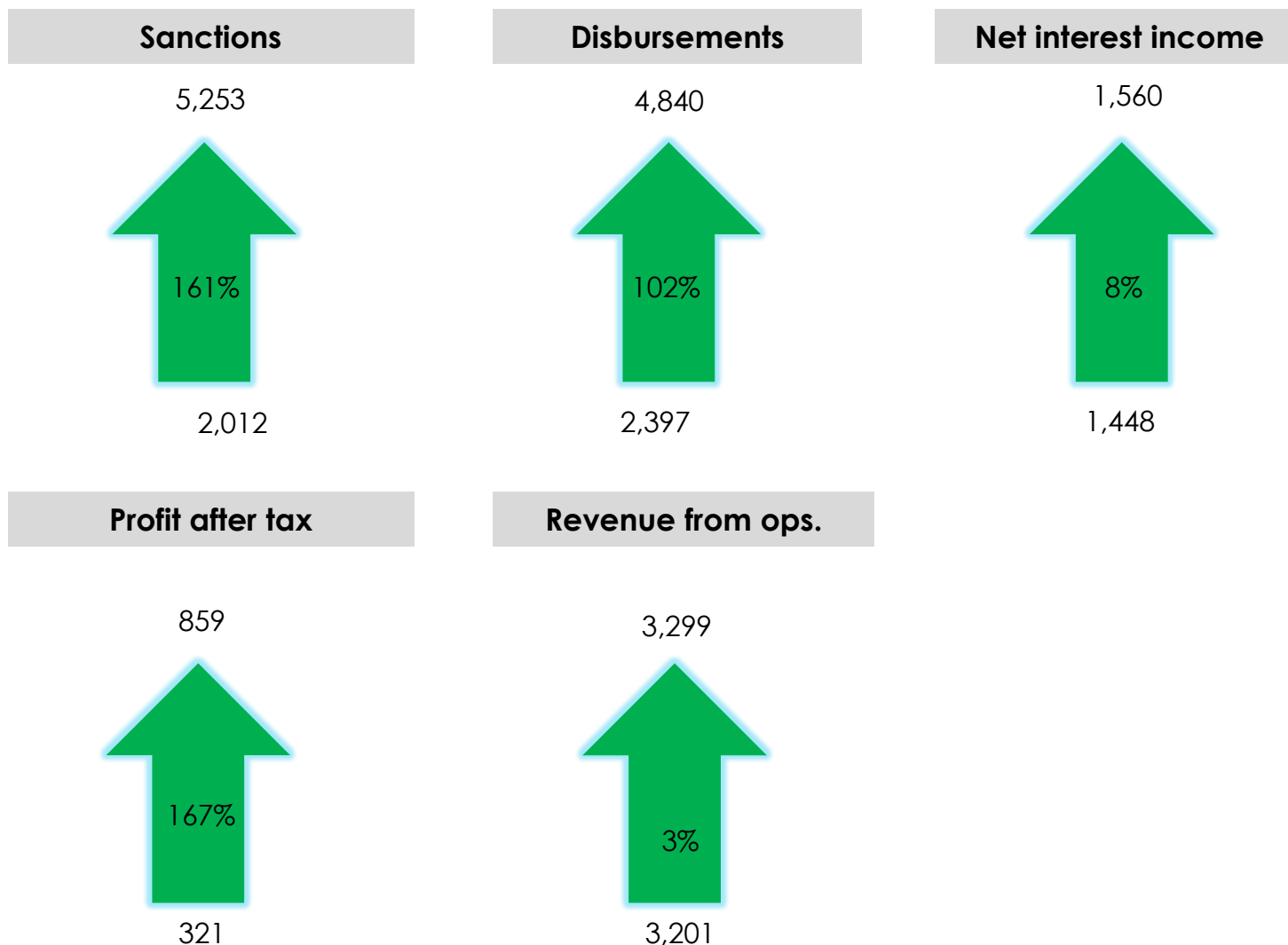


Item	Q2FY22	Q1FY22	Growth
Sanctions	5,253	2,012	161%
Disbursements	4,840	2,397	102%

# Sequential performance (Q2 vs Q1)

Repco Home Finance Limited

Figures in Rs million

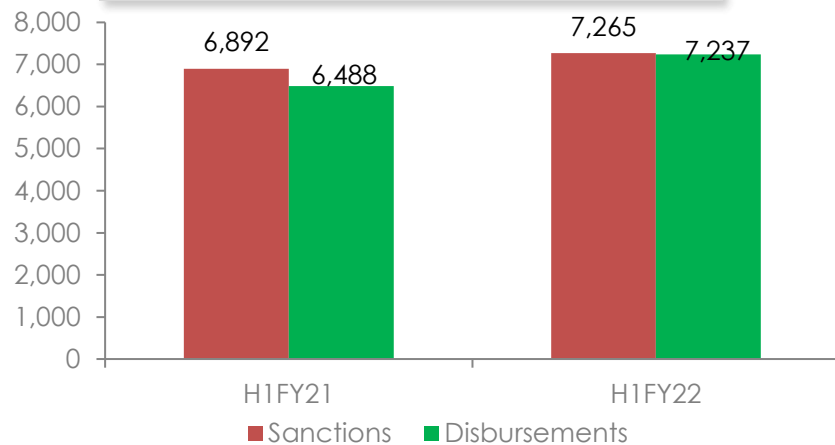


# Asset book

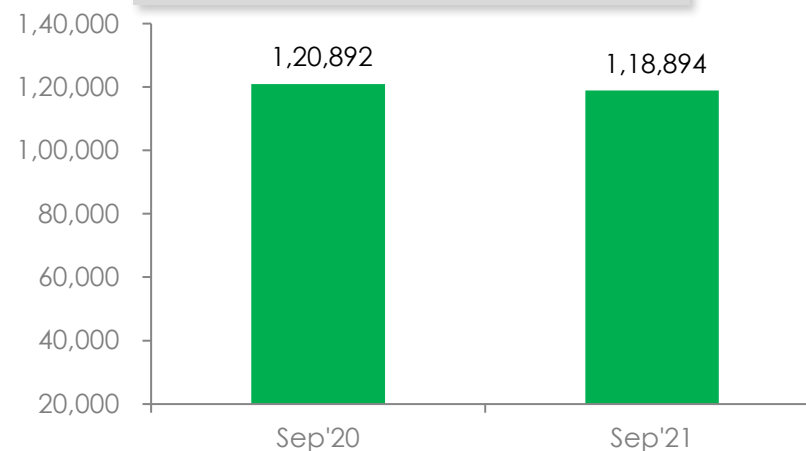
Repco Home Finance Limited

Figures in Rs million

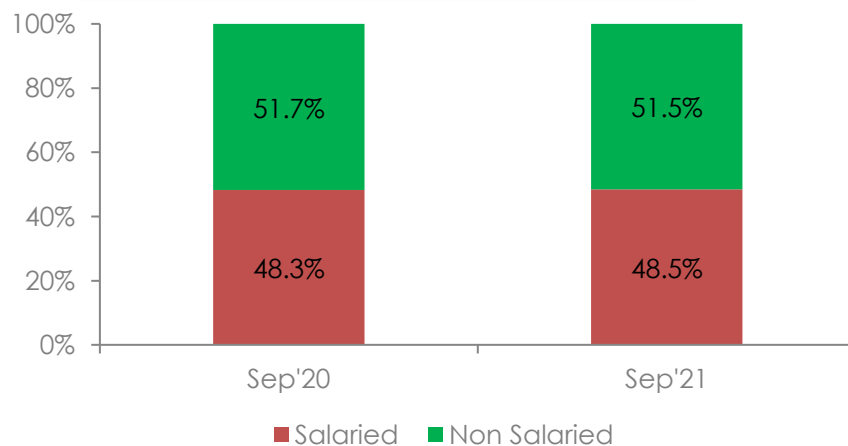
## Sanctions and disbursements



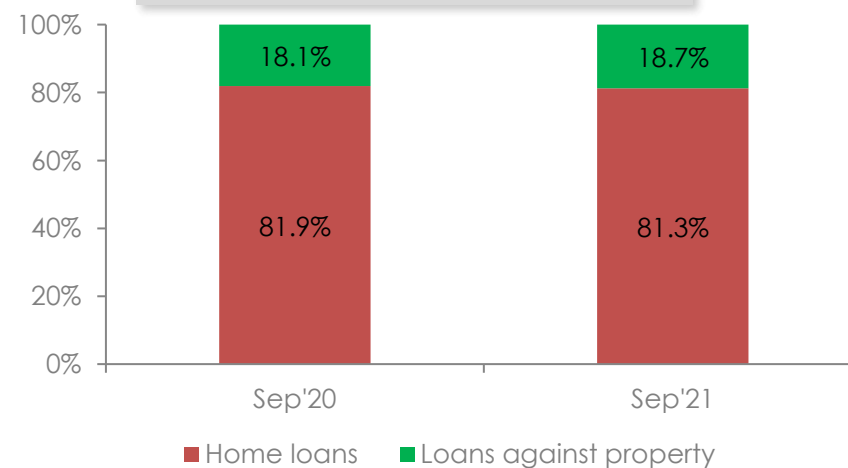
## Loan Book



## Loan book composition



## Mix of loan portfolio

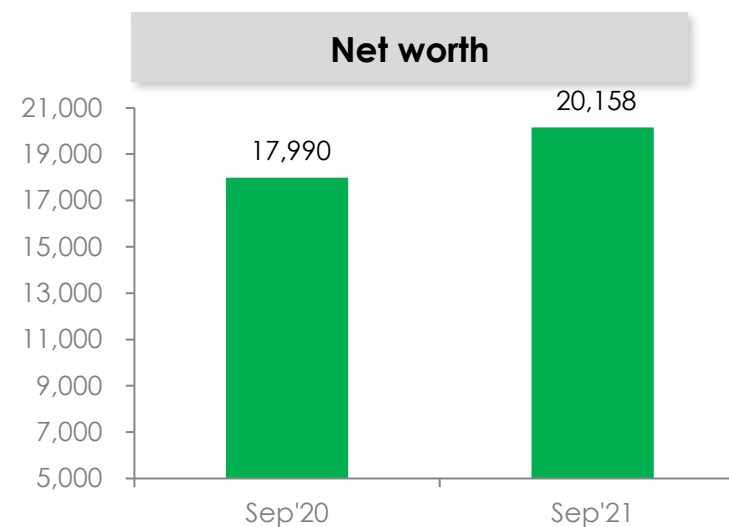
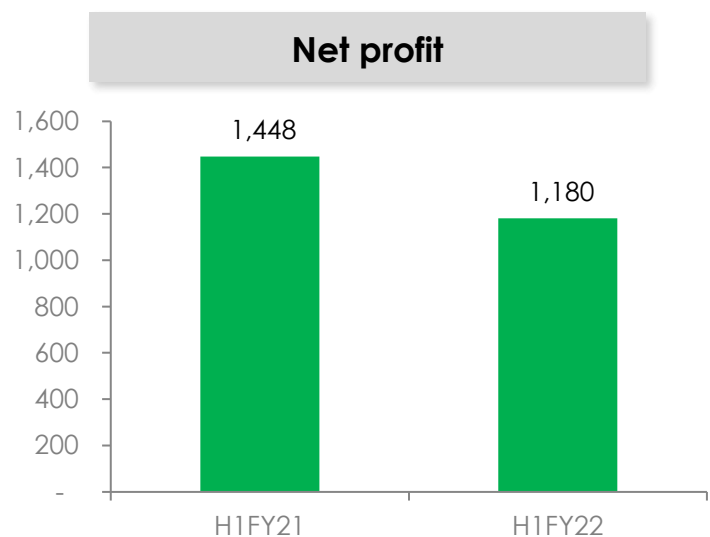
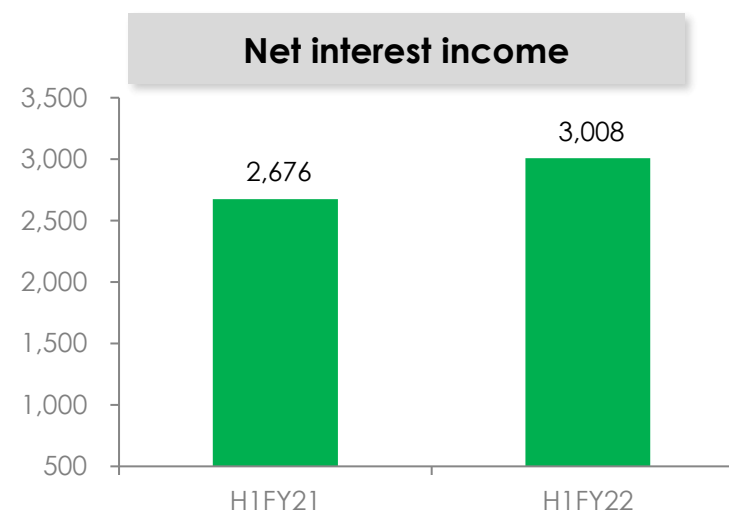
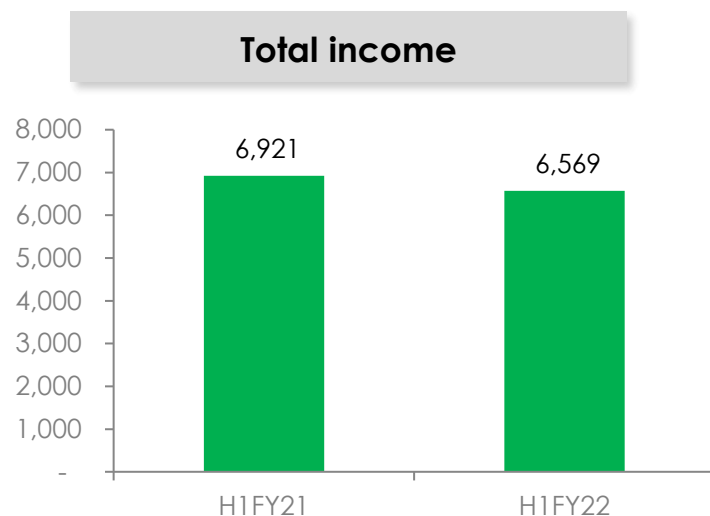




# Income and earnings growth

Repco Home Finance Limited

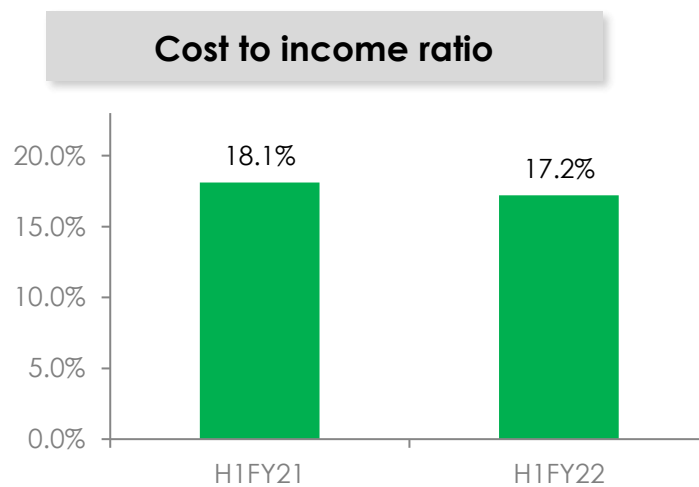
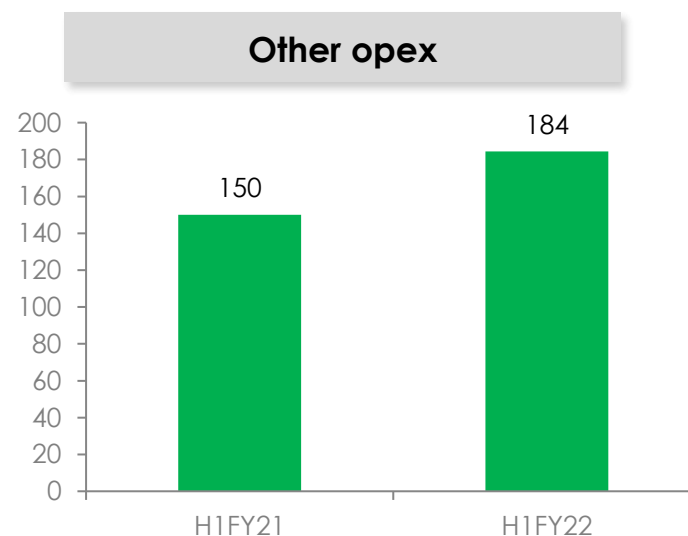
Figures in Rs million



# Operating cost

Repco Home Finance Limited

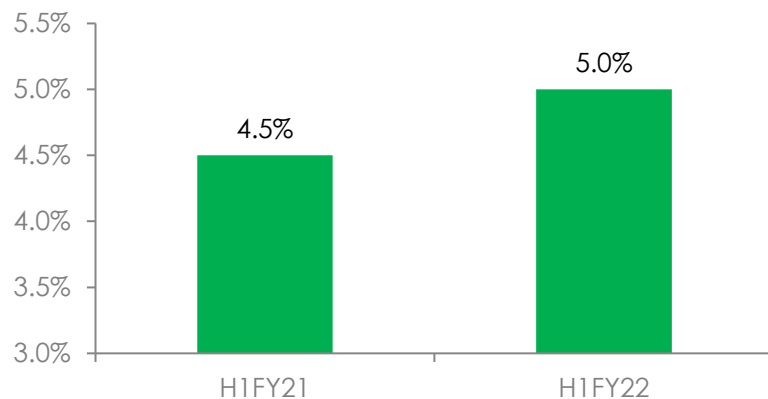
Figures in Rs million



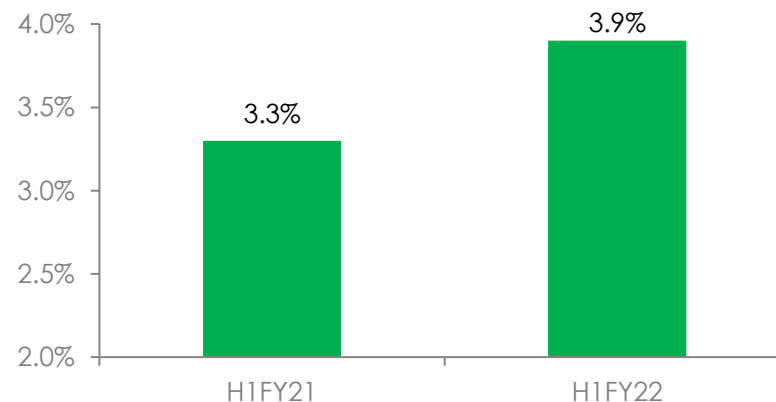
# Profitability ratios

Repco Home Finance Limited

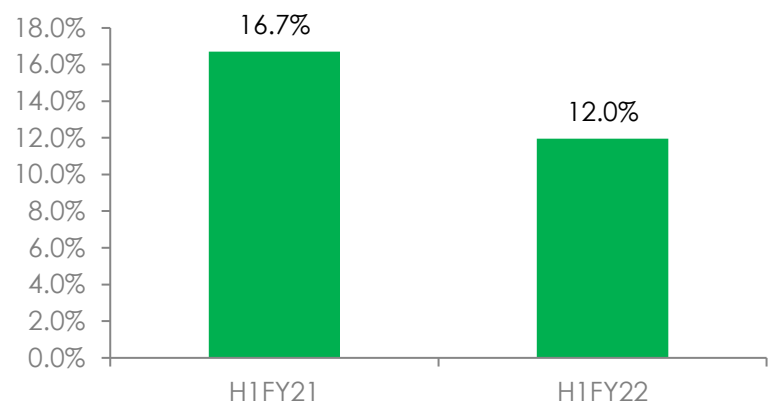
**Net interest margin**



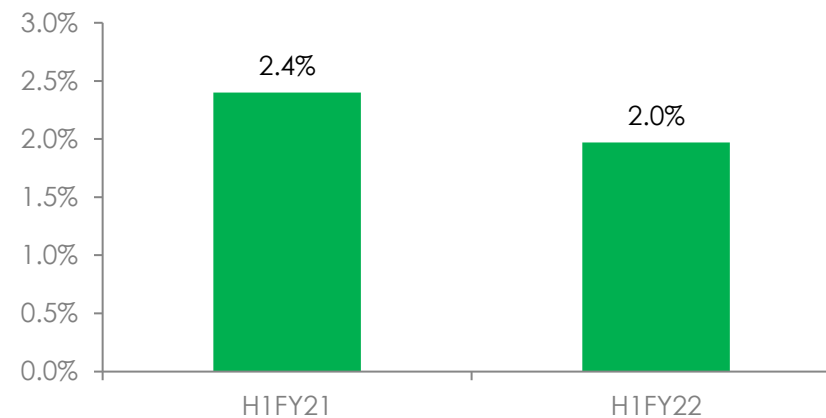
**Spread**

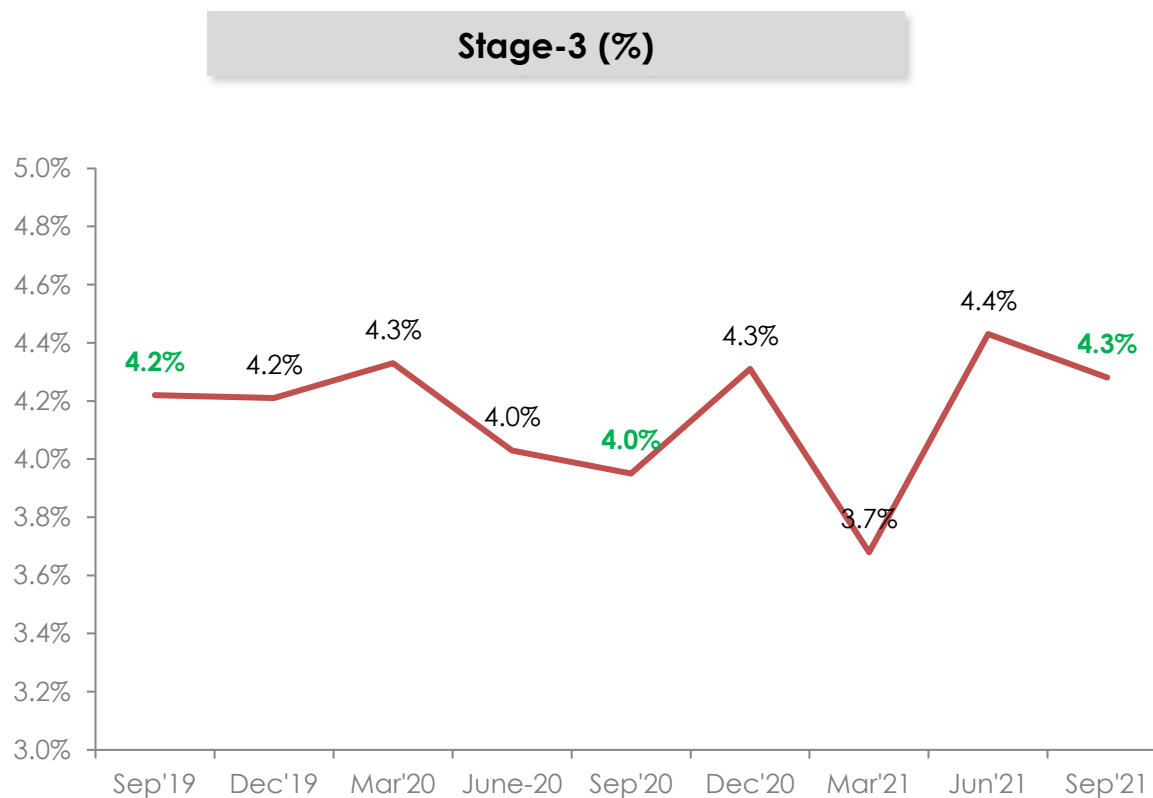


**Return on equity**



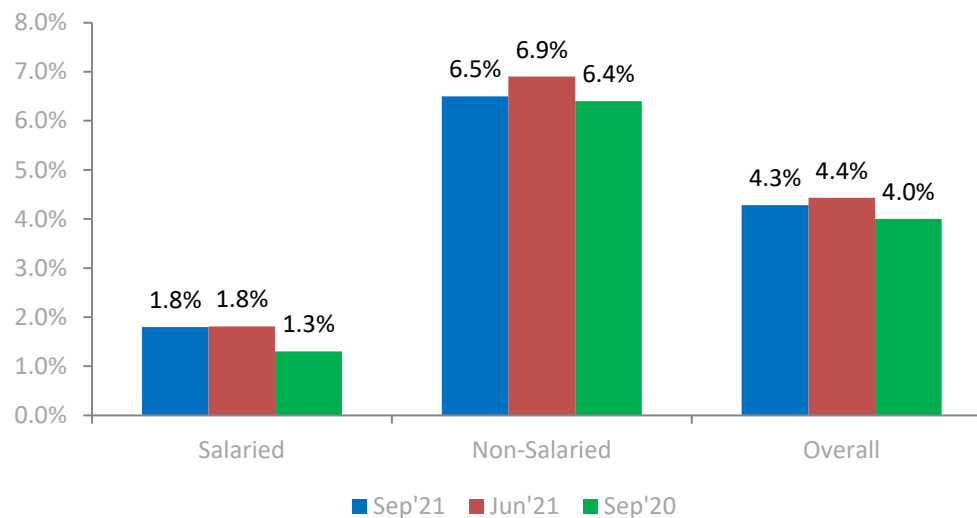
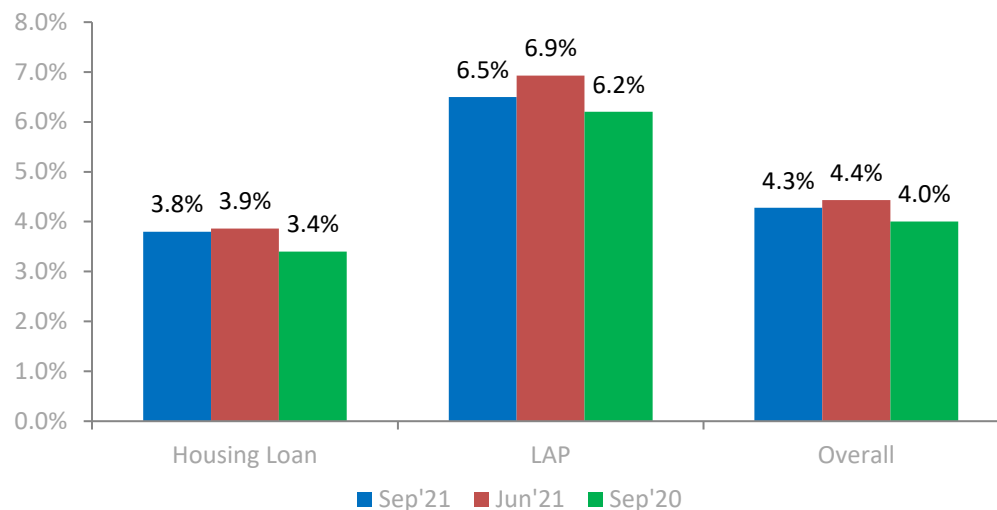
**Return on assets**





# Product mix / Occupation wise asset quality

Repco Home Finance Limited



# ECL Provisioning

Repco Home Finance Limited

Figures in Rs million

	Sep'20	Jun'21	Sep'21
<b>Gross Stage 3</b>	4,779	5,312	5,087
<b>% portfolio in Stage 3</b>	<b>3.95%</b>	<b>4.4%</b>	<b>4.3%</b>
<b>ECL provision - Stage 3</b>	1,978	2,234	2,204
<b>Net - Stage 3</b>	2,801	3,078	2,883
<b>Coverage ratio - Stage 3</b>	<b>41%</b>	<b>42%</b>	<b>43%</b>

<b>Gross Stage 1 &amp; 2</b>	1,16,113	1,14,543	1,13,807
<b>% portfolio in Stage 1 &amp; 2</b>	96.1%	95.6%	95.7%
<b>ECL provision % - Overall</b>	<b>2.0%</b>	<b>3.1%</b>	<b>3.2%</b>
<b>Total ECL provision to Stage-3 coverage ratio*</b>	<b>57%</b>	<b>72%</b>	<b>77%</b>

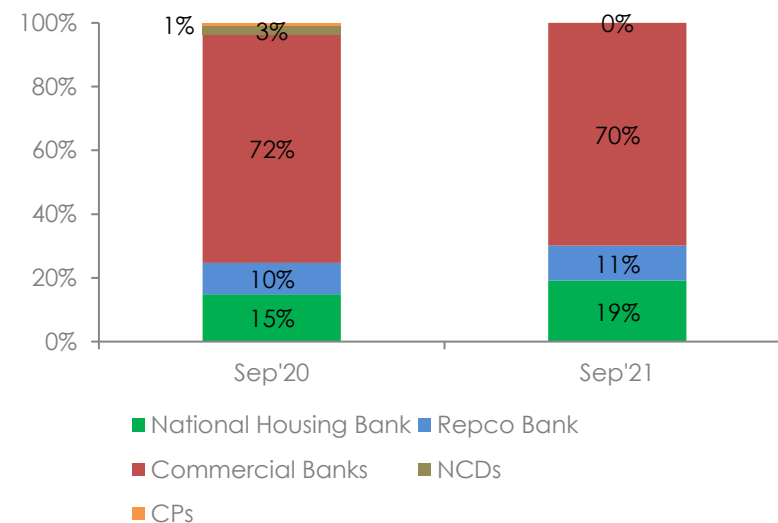
\* Technically written-off loans added to both the numerator and the denominator.

# Borrowing profile

Repco Home Finance Limited

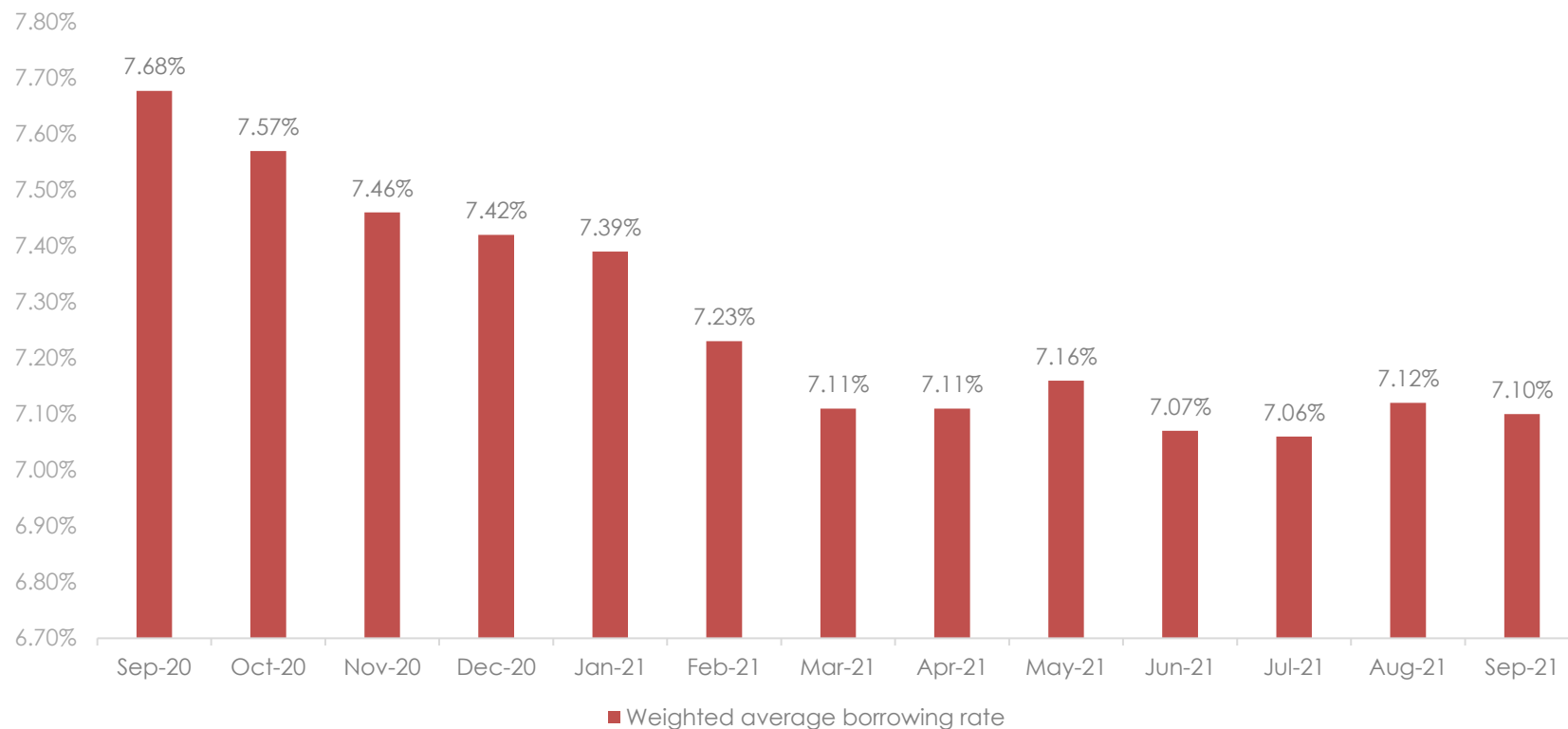
Figures in Rs million

Source (Rs mn)	Average cost	Sep'20	Sep'21	% change
National Housing Bank	5.74%	15,259	18,936	24%
Repco Bank	7.90%	10,144	10,827	7%
Commercial Banks	7.35%	73,848	69,188	-6%
NCDs	0.00%	2,720	0	-100%
Commercial Papers	0.00%	1,000	0	0%
<b>Total</b>	<b>7.10%</b>	<b>1,02,971</b>	<b>98,951</b>	<b>-4%</b>



# Movement in borrowing cost

Repco Home Finance Limited



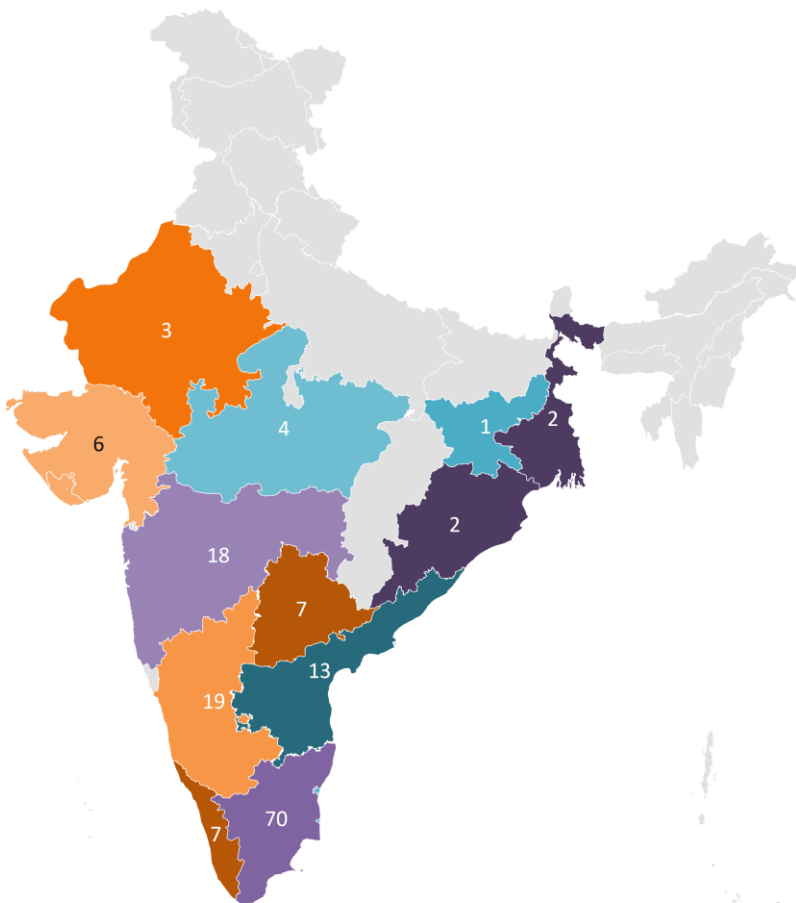


# Geographic Presence

# Footprint

## Repco Home Finance Limited

- ◆ 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.



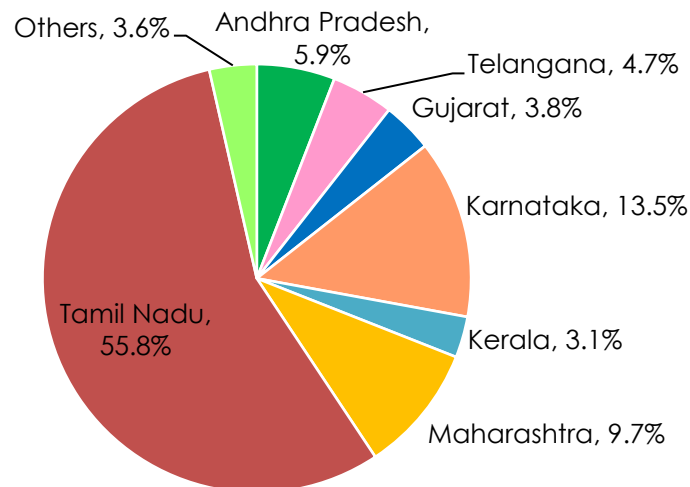
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### Network Expansion



# Region-wise loan book

Repco Home Finance Limited



Annualized

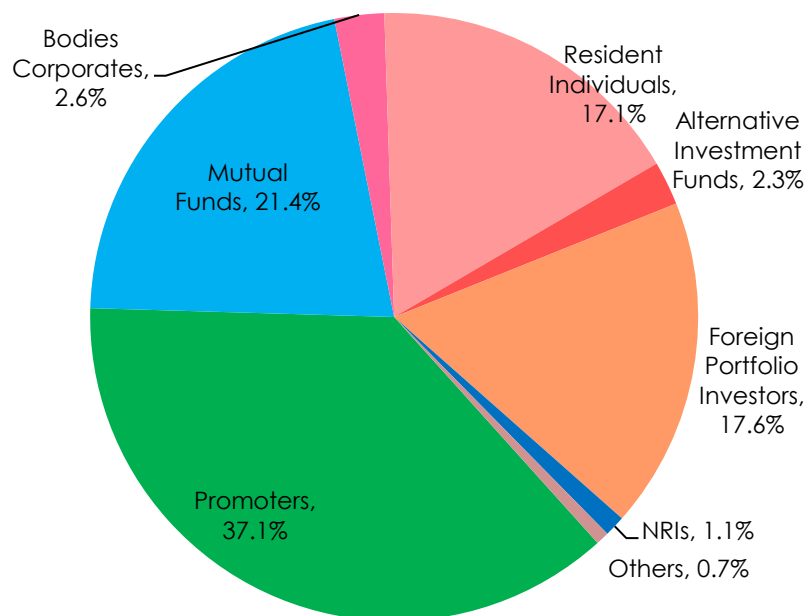
States	Exposure			YoY growth	QoQ growth
	Sep'20	Jun'21	Sep'21		
Andhra Pradesh	6.0%	5.9%	5.9%	-3%	-1%
Telangana	4.6%	4.7%	4.7%	2%	-1%
Gujarat	3.7%	3.9%	3.8%	1%	-7%
Karnataka	14.1%	13.6%	13.5%	-5%	-5%
Kerala	3.3%	3.2%	3.1%	-7%	-9%
Maharashtra	9.3%	9.7%	9.7%	3%	0%
Tamil Nadu	55.7%	55.7%	55.8%	-1%	-1%
Others	3.3%	3.5%	3.6%	8%	10%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>-2%</b>	<b>-4%</b>

# **Annexure**

# Shareholding pattern

Repco Home Finance Limited

Outstanding shares – 62.6 mn



Major non-promoter shareholders

	% shareholding
HDFC Mutual Fund	6.7%
Aditya Birla Mutual Fund	5.8%
Fidelity Funds	4.5%
Somerset Emerging Markets Fund	2.1%
ICICI Prudential Mutual Fund	2.0%
DSP Mutual Fund	2.6%
Invesco Mutual Fund	3.1%
Apax Global	2.1%
SG Jokaland Holdings	1.8%
AB Funds	1.3%
Nippon AIF	1.1%
BNP Paribas Mutual Fund	1.1%

# Profit and loss statement

Figures in Rs million

(Rs. million)	Q2FY22	Q2FY21	YoY (%)	Q1FY22	QOQ (%)	H1FY21	H1FY20	YoY (%)
<b>Income:</b>								
Revenue from operations	3,299	3,480	-5%	3,201	3%	6,500	6,857	-5%
Other income	46	23	104%	23	101%	69	65	6%
<b>Total Income</b>	<b>3,345</b>	<b>3,502</b>	<b>-4%</b>	<b>3,224</b>	<b>4%</b>	<b>6,569</b>	<b>6,921</b>	<b>-5%</b>
<b>Expenses:</b>								
Interest and other financial charges	1,744	2,090	-17%	1,757	-1%	3,501	4,194	-17%
Employee benefit expense	183	174	6%	161	14%	345	342	1%
Depreciation and amortization expense	30	34	-13%	31	-3%	61	70	-13%
Other expenses	70	49	42%	54	29%	124	81	54%
Provisions & write-offs	169	72	135%	783	-78%	953	294	225%
<b>Total Expenses</b>	<b>2,196</b>	<b>2,419</b>	<b>-9%</b>	<b>2,787</b>	<b>-21%</b>	<b>4,982</b>	<b>4,980</b>	<b>0%</b>
Profit before tax	<b>1,149</b>	<b>1,083</b>	<b>6%</b>	<b>437</b>	<b>163%</b>	<b>1,587</b>	<b>1,942</b>	<b>-18%</b>
<b>Tax expense:</b>								
Current tax	263	238	11%	237	11%	500	452	11%
Deferred Tax	27	37	-27%	-121	-122%	-94	42	-326%
<b>Net Profit/(Loss)</b>	<b>859</b>	<b>808</b>	<b>6%</b>	<b>321</b>	<b>167%</b>	<b>1,180</b>	<b>1,448</b>	<b>-18%</b>
Other Comprehensive Income	1	-2	100%	1	7%	2	-4	100%
<b>Total Comprehensive Income</b>	<b>860</b>	<b>806</b>	<b>7%</b>	<b>322</b>	<b>167%</b>	<b>1,183</b>	<b>1,444</b>	<b>-18%</b>

# Balance Sheet

## Repco Home Finance Limited

(Rs. million)	As on Sep 30, 2021	As on Sep 30, 2020
Figures in Rs million		
<b>EQUITY AND LIABILITIES:</b>		
<b>Shareholder's Funds</b>	<b>21,619</b>	<b>20,593</b>
Share Capital	626	626
Reserves and Surplus	20,994	19,967
<b>Financial liabilities</b>	<b>99,957</b>	<b>1,02,458</b>
Creditors	<b>69</b>	<b>101</b>
Debt securities	0	0
Borrowings	99,531	1,01,974
Other financial liabilities	357	382
<b>Non-financial liabilities</b>	<b>597</b>	<b>609</b>
Current tax liabilities (Net)	92	4
Provisions	202	208
Deferred tax liabilities (net)	303	397
<b>Total Liabilities</b>	<b>1,00,555</b>	<b>1,03,067</b>
<b>Total</b>	<b>1,22,174</b>	<b>1,23,659</b>
<b>ASSETS:</b>		
<b>Financial assets</b>	<b>1,21,740</b>	<b>1,23,250</b>
Cash and cash equivalents	6,117	4,550
Bank balance	0	0
Loans and advances	1,15,171	1,18,356
Other financial assets	137	125
Investment in associate	316	220
<b>Non-financial assets</b>	<b>434</b>	<b>409</b>
Property, plant and equipment	118	123
Other intangible assets	38	16
Right to use assets	173	175
Other non-financial assets	105	96
<b>Total</b>	<b>1,22,174</b>	<b>1,23,659</b>

# Relative performance – Q2FY22

Repco Home Finance Limited

Particulars	Units	Q2FY21	Q2FY22
Sanctions	Rs. mn	5,277	<b>5,253</b>
Disbursements	Rs. mn	4,672	<b>4,840</b>
Net interest income	Rs. mn	1,396	<b>1,560</b>
PAT	Rs. mn	808	<b>859</b>
NIM	%	4.6	<b>5.2</b>
Yield on assets	%	11.6	<b>11.1</b>
Cost of funds	%	8.2	<b>7.0</b>
Spread	%	3.4	<b>4.0</b>
Return on assets	%	2.7	<b>2.9</b>
Return on equity	%	18.3	<b>17.3</b>



# Relative performance – H1FY22

Repco Home Finance Limited

Particulars	Units	H1FY21	H1FY22
Sanctions	Rs. mn	6,892	<b>7,265</b>
Disbursements	Rs. mn	6,488	<b>7,237</b>
Net interest income	Rs. mn	2,676	<b>3,008</b>
PAT	Rs. mn	1,448	<b>1,180</b>
NIM	%	4.5	<b>5.0</b>
Yield on assets	%	11.5	<b>10.8</b>
Cost of funds	%	8.2	<b>7.0</b>
Spread	%	3.3	<b>3.9</b>
Return on assets	%	2.4	<b>2.0</b>
Return on equity	%	16.7	<b>12.0</b>
Gearing	X	5.7	<b>4.9</b>

For any Investor Relations queries, please contact:

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Email: [bala@repcohome.com](mailto:bala@repcohome.com)

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