

**RHFL/SE/53/2023-24**

**6<sup>th</sup> November, 2023**

BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai-400001  
BSE Security Code: 535322  
Kind Attn: Listing Department

National Stock Exchange of India Limited  
Exchange Plaza, C-1, Block G,  
Bandra Kurla Complex,  
Bandra (E), Mumbai- 400051  
NSE Symbol: REPCOHOME

Dear Sir/Madam,

**Sub: Investor Presentation on financial results for the quarter and half year ended on 30<sup>th</sup> September, 2023**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we submit herewith a copy of the presentation on the financial performance of the Company for the quarter and half year ended on 30<sup>th</sup> September, 2023.

This disclosure will also be made available on the website of the Company, [www.repcohome.com](http://www.repcohome.com).

This is submitted for your information and records.

Thanking You,  
Yours Faithfully,  
For Repco Home Finance Limited

Ankush Tiwari  
Company Secretary & Chief Compliance Officer



**REPCO HOME FINANCE LIMITED**

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



# Earnings Presentation Q2FY24



- ◆ **Q2FY24 Performance**
  - ▶ Business summary
  - ▶ Financial performance
  - ▶ Borrowing Profile
  
- ◆ **Geographic Presence**
  - ▶ Footprint
  - ▶ Region-wise loan book
  
- ◆ **Annexure**

# Q2FY24 Performance

# Business Summary



Repco Home Finance Limited

Loans Outstanding  
Rs. 129,215 Mn

Net Worth  
Rs. 24,774 Mn

Total Capital Adequacy  
Ratio 35.8%

Average loan per unit  
Rs. 1.2 Mn

Number of live accounts  
106,442

Employee strength  
967

GNPA – 4.9%

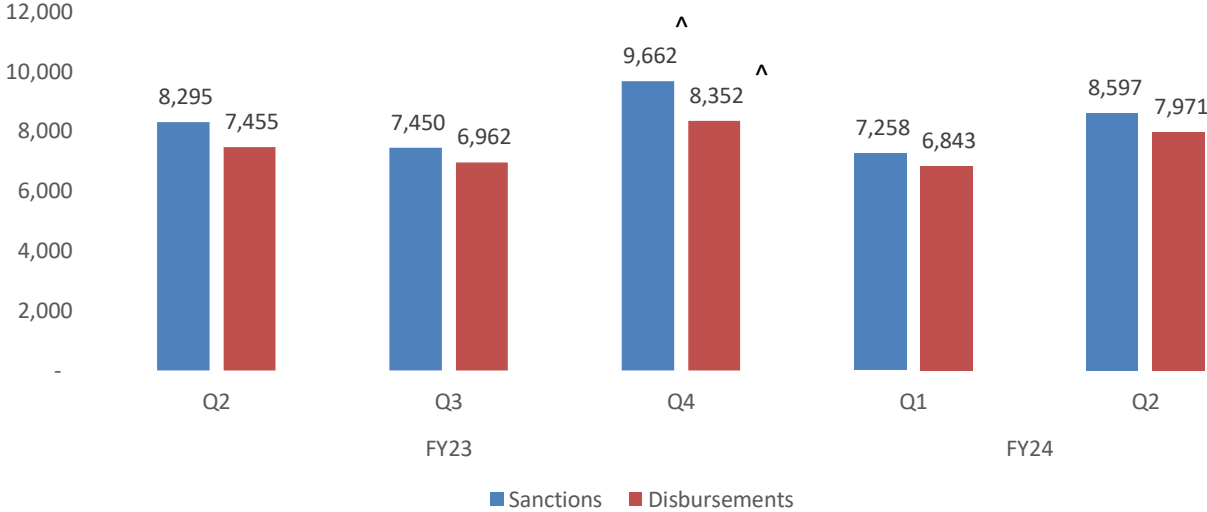
ECL provision – 4.1%

# Business performance momentum



Repco Home Finance Limited

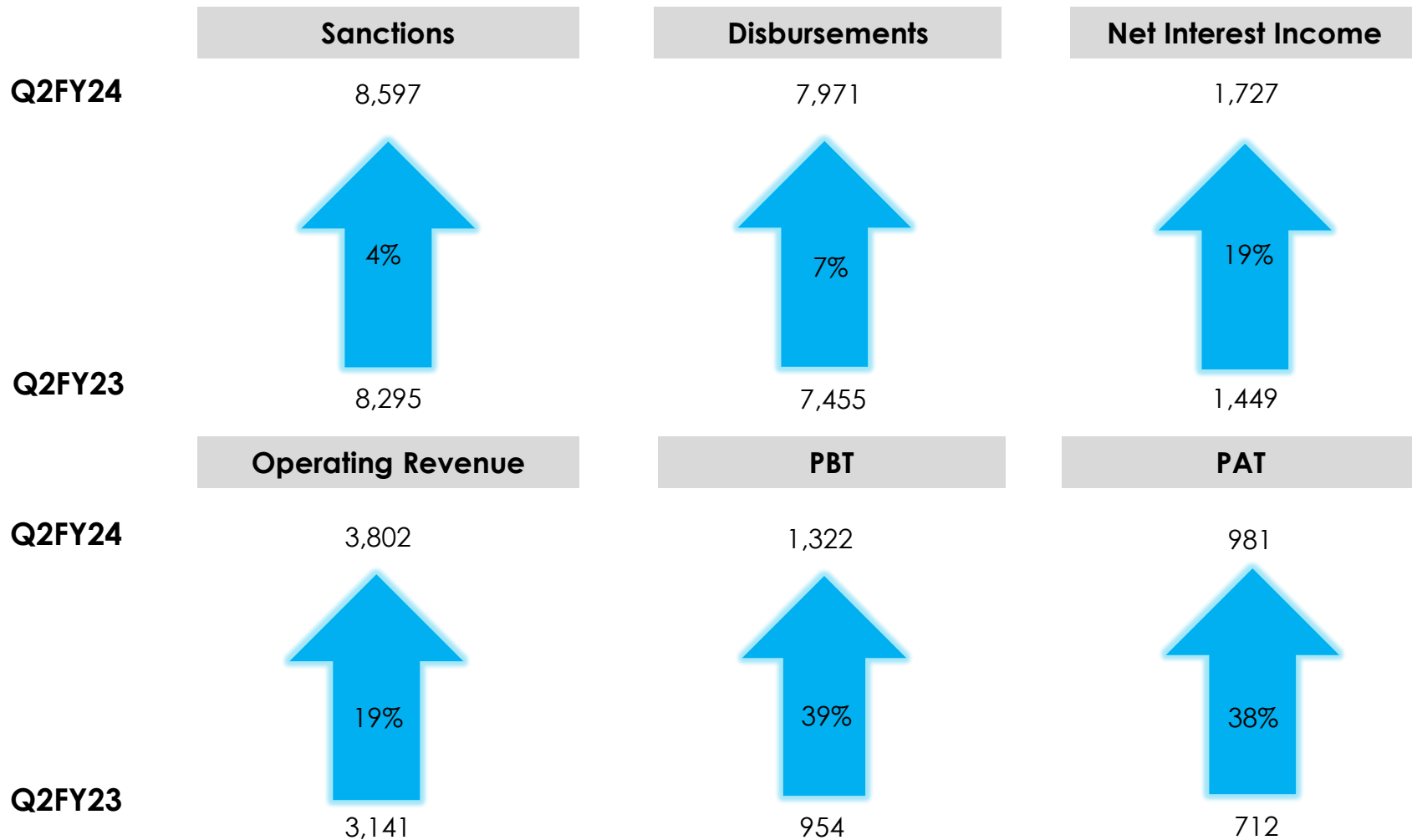
Figures in Rs million



<sup>^</sup> Includes DA pool purchase of Rs. 665.6 Mn.

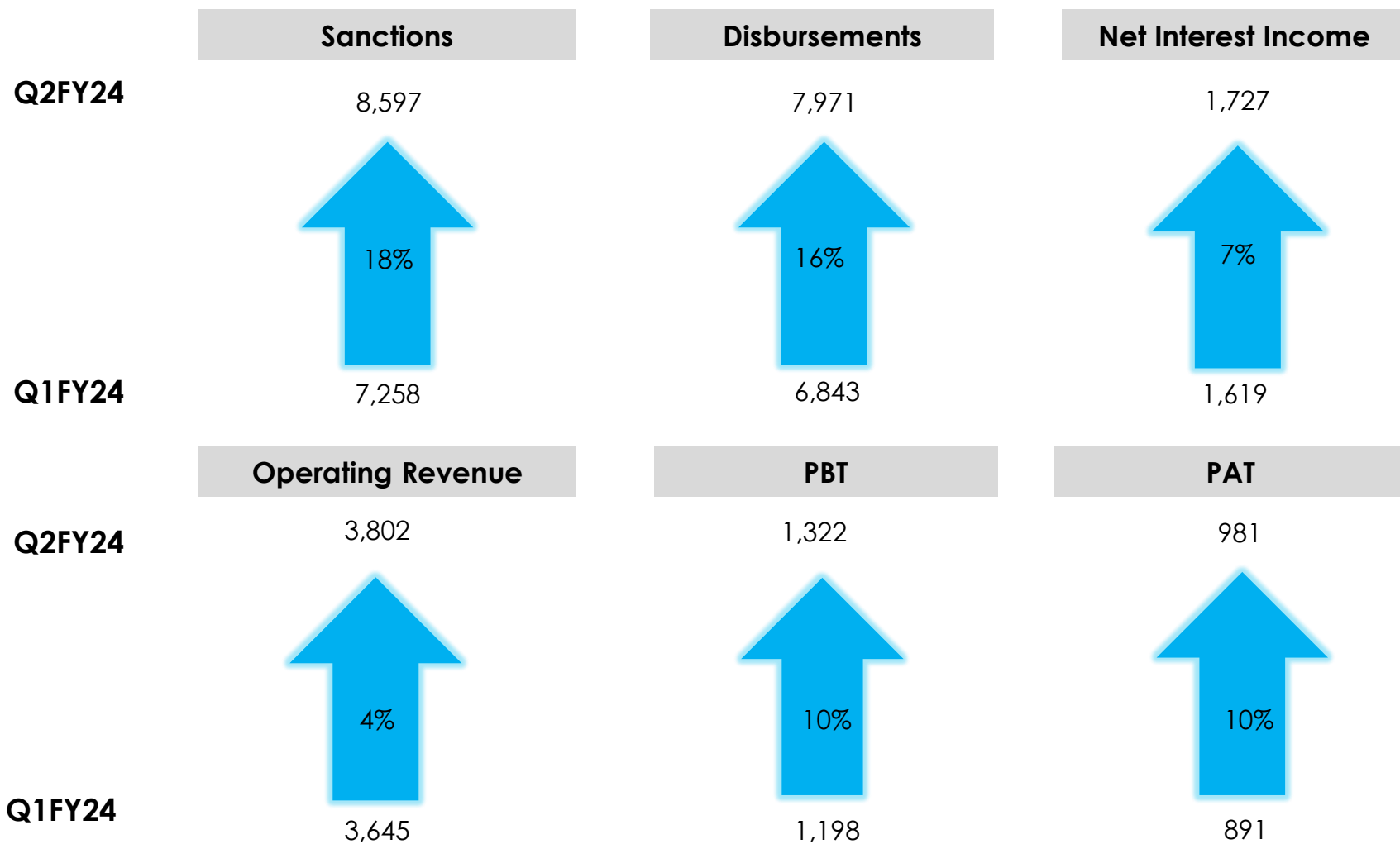
# Key Indicators – Q2FY24 vs Q2FY23

Figures in Rs million



# Key Indicators – Q2FY24 vs Q1FY24

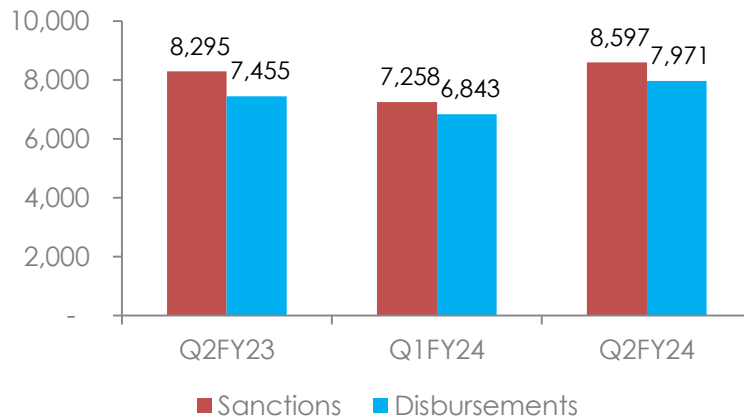
Figures in Rs million



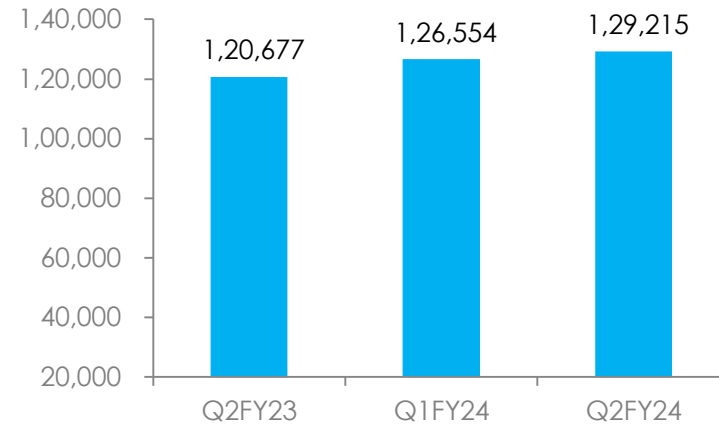


Figures in Rs million

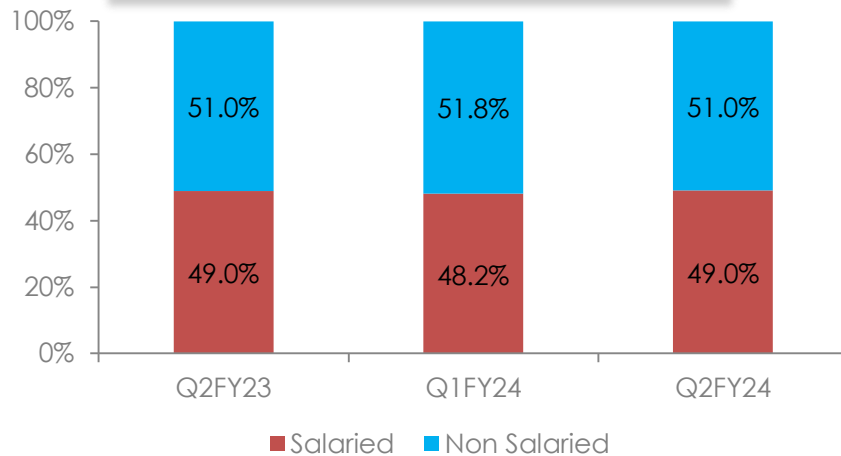
### Sanctions and Disbursements



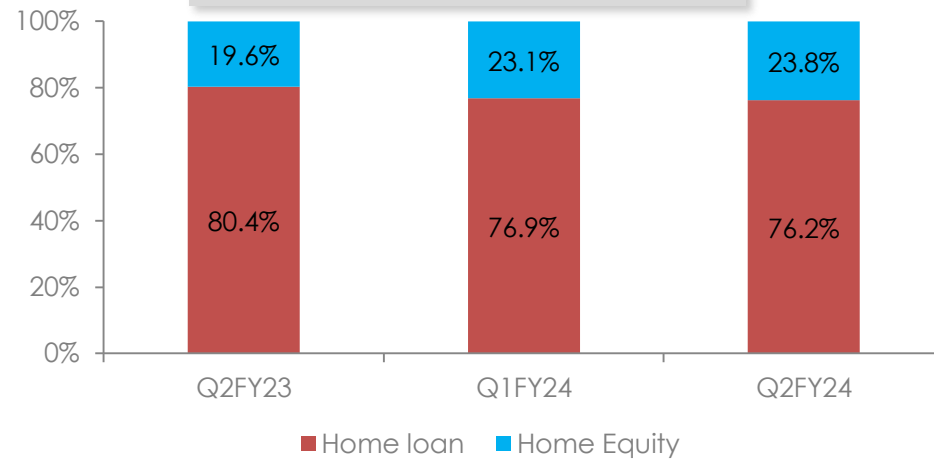
### Loan Book



### Loan book composition



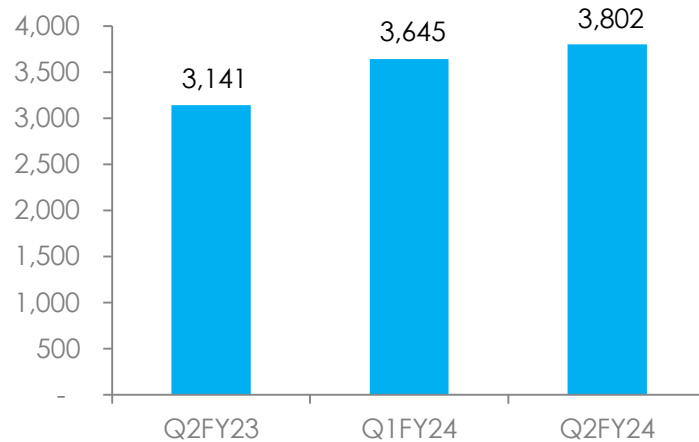
### Mix of Loan Portfolio



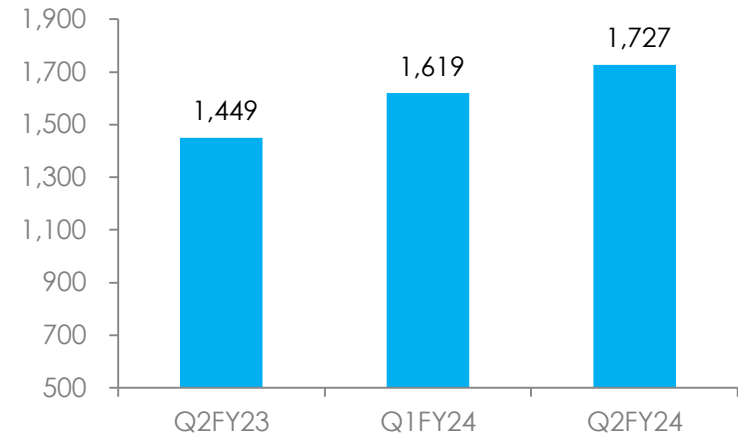
# Income and earnings growth

Figures in Rs million

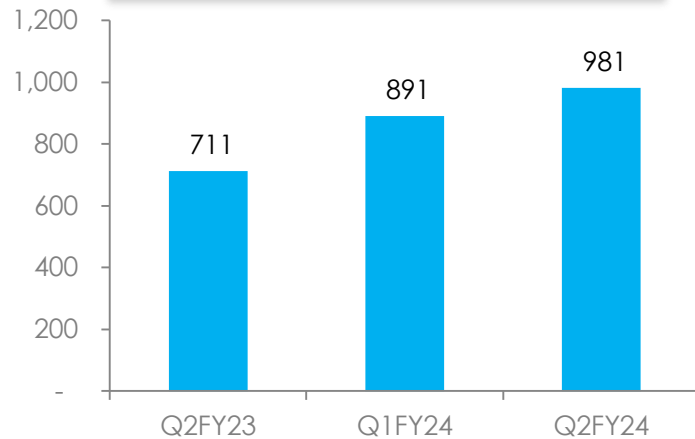
## Income from Operations



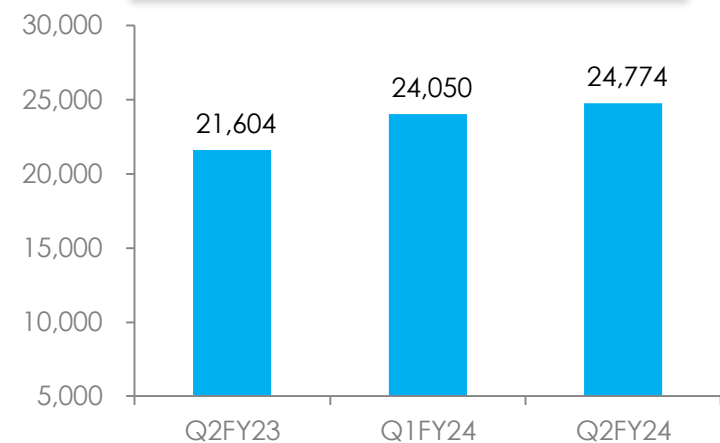
## Net interest income



## Net profit

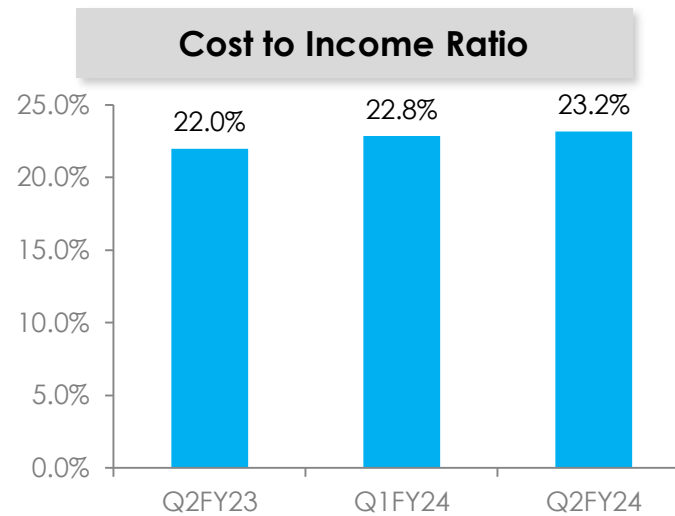
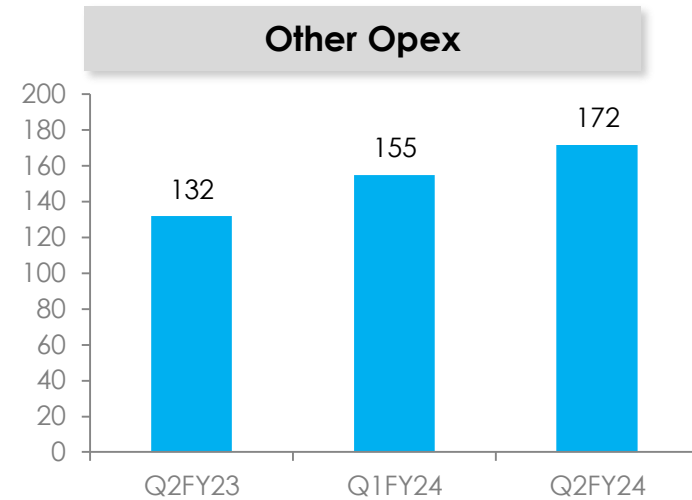
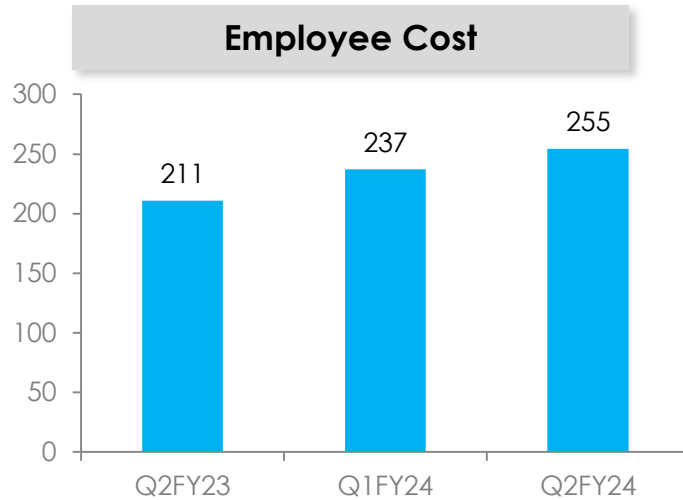


## Net worth



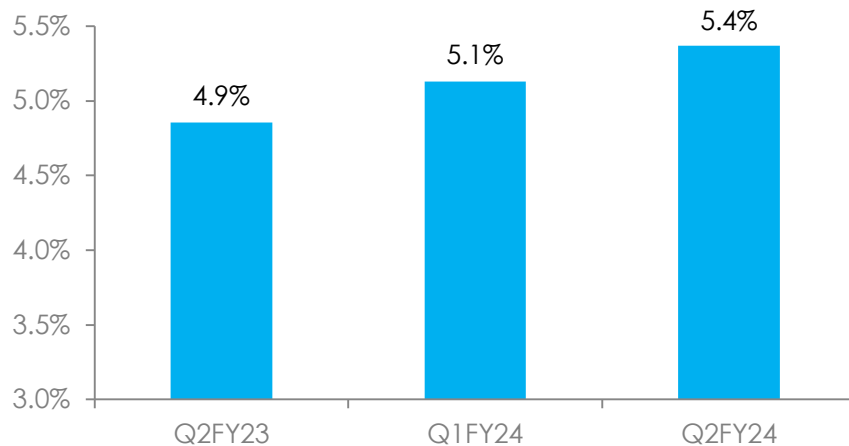
# Operating cost

Figures in Rs million

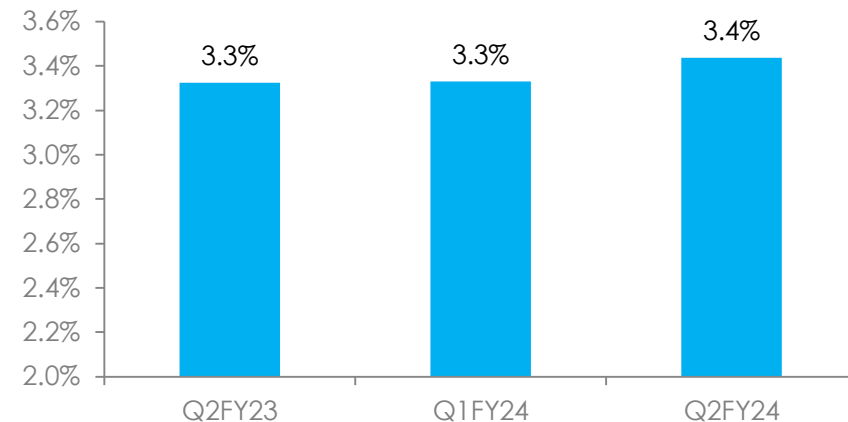


# Quarterly Profitability ratios

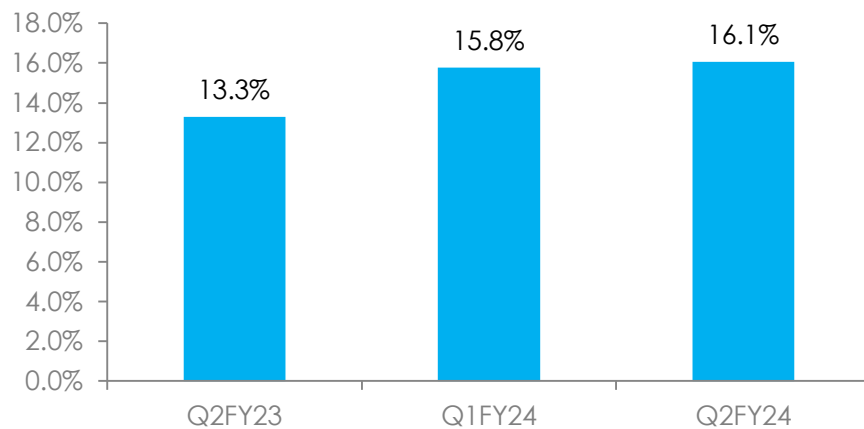
### Net Interest Margin



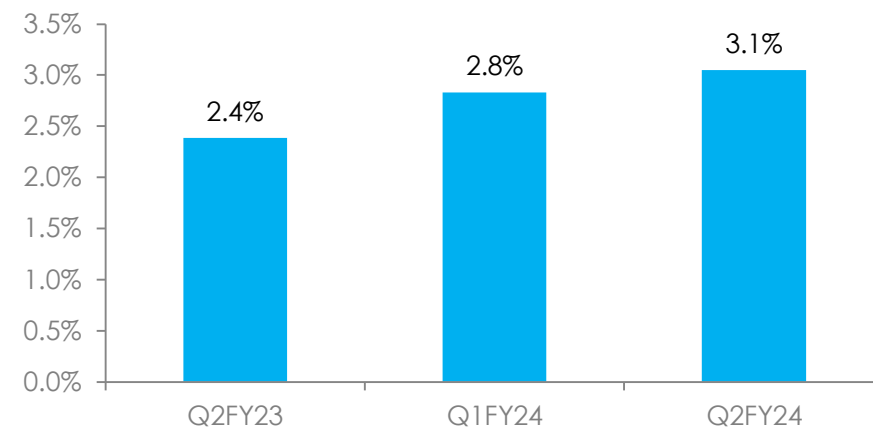
### Spread

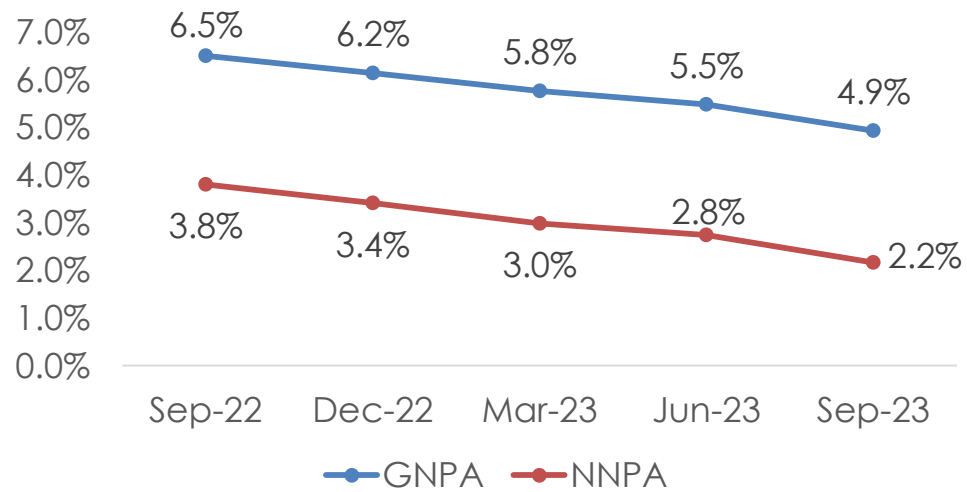


### Return on Equity

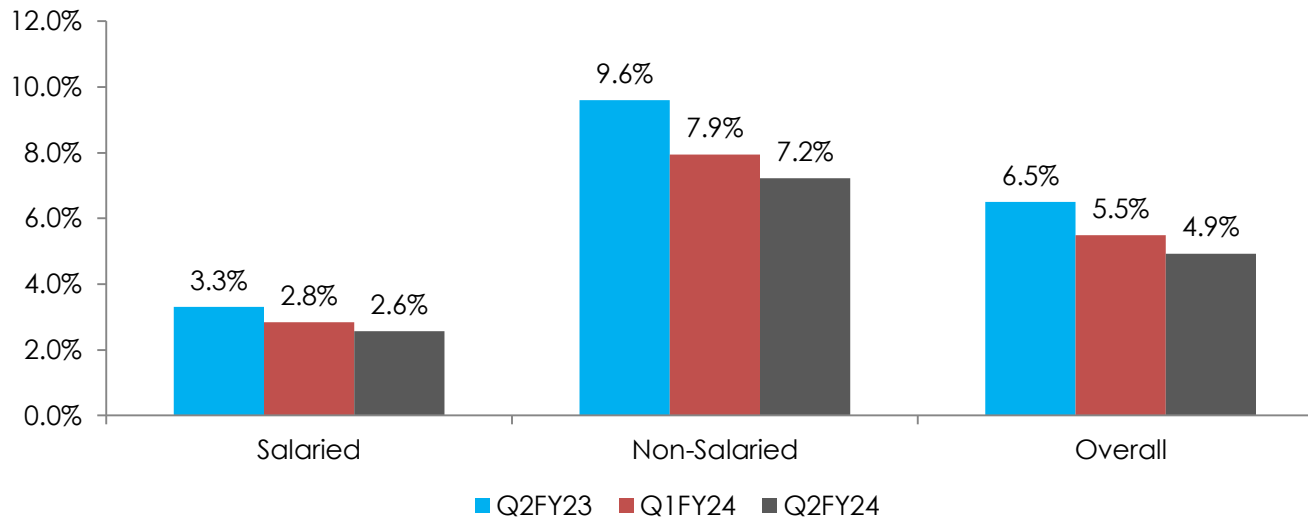
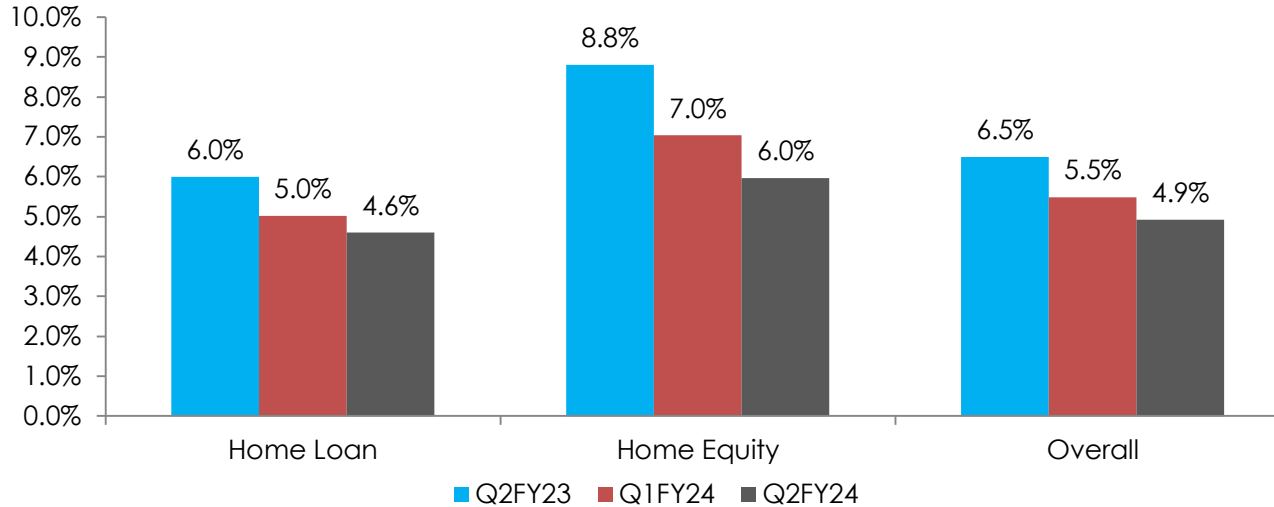


### Return on Assets





# Product / Occupation mix wise GNPA(%)



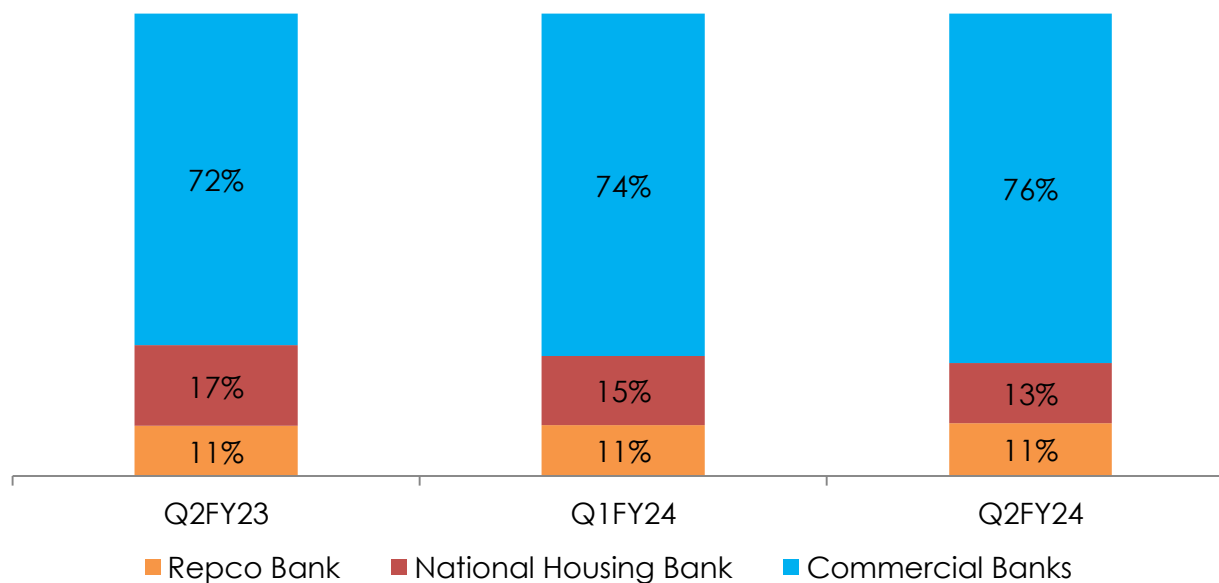
# ECL provision

Figures in Rs million

	Q2FY23	Q1FY24	Q2FY24
Gross Stage 3	7,860	6,947	6,371
% portfolio in Stage 3	6.5%	5.5%	4.9%
ECL provision - Stage 3	3,386	3,571	3,655
Net - Stage 3	4,474	3,376	2,716
Coverage ratio - Stage 3	43.1%	51.4%	57.4%
Gross Stage 1 & 2	1,12,817	1,19,607	1,22,844
% portfolio in Stage 1 & 2	93.5%	94.5%	95.1%
Total ECL provision	5,134	5,240	5,256

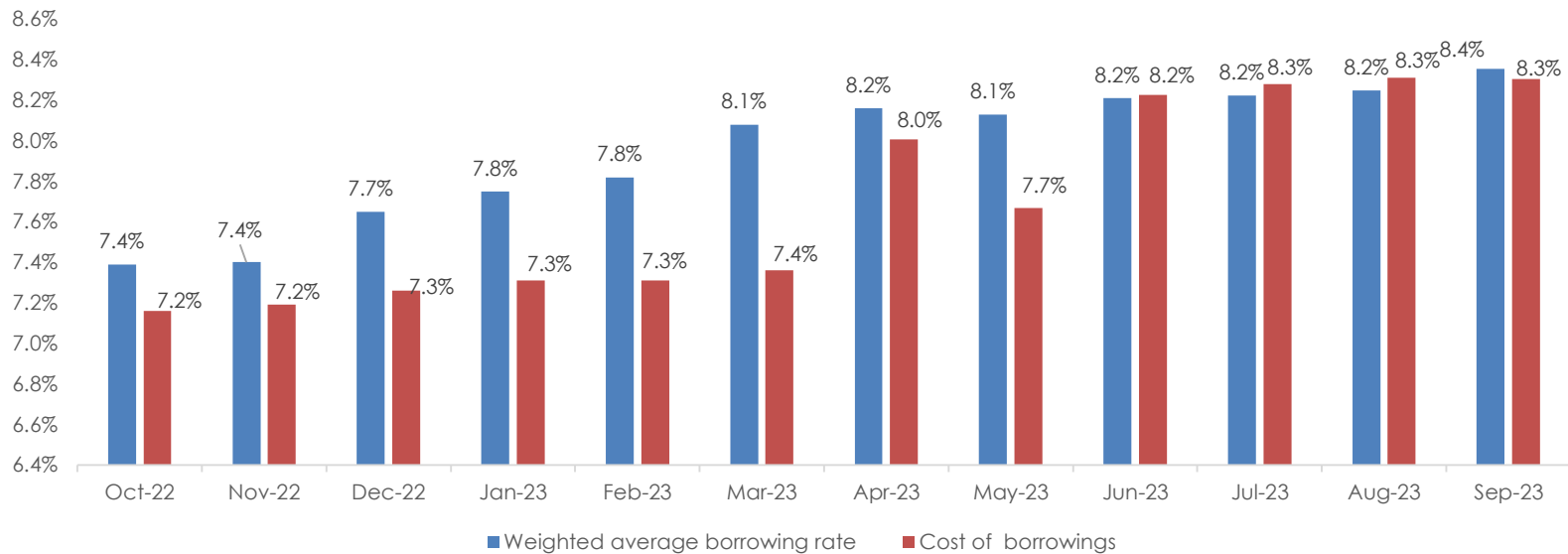
# Borrowing profile

Source (Rs Mn)	Average cost	Q2FY23	Q1FY24	Q2FY24	% change (Y-o-Y)
National Housing Bank	7.52%	16,813	14,736	13,152	-22%
Repco Bank	8.17%	10,382	10,920	11,412	10%
Commercial Banks	8.53%	69,159	73,406	75,905	10%
<b>Total</b>	<b>8.35%</b>	<b>96,354</b>	<b>99,062</b>	<b>1,00,470</b>	



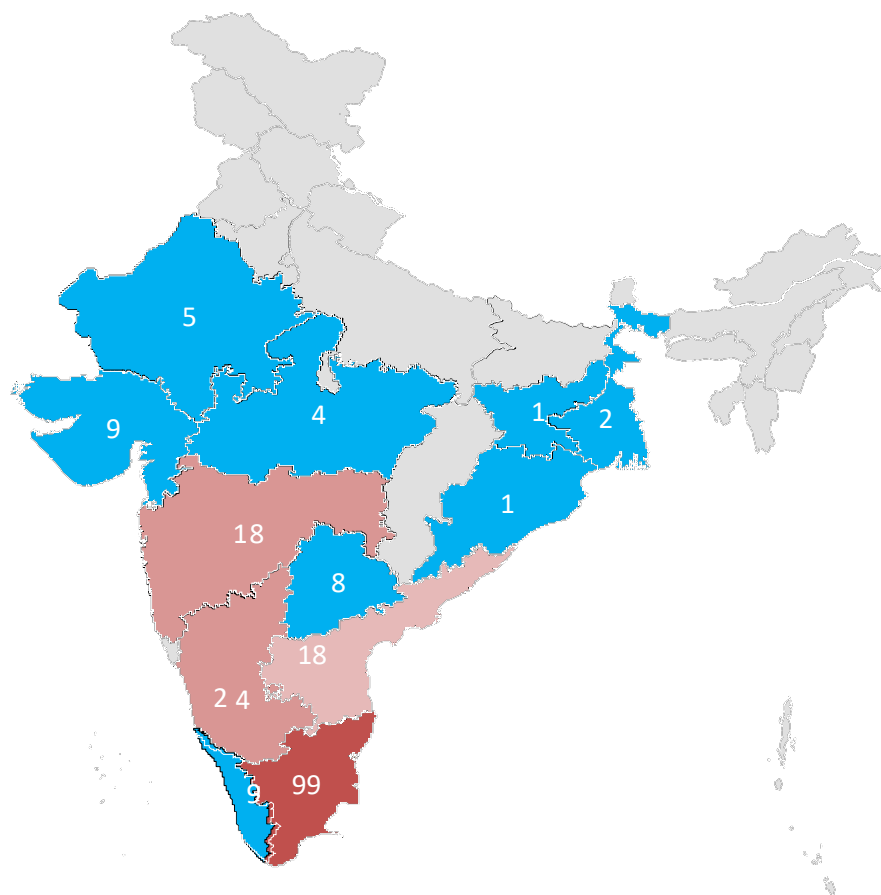


# Movement in borrowing cost

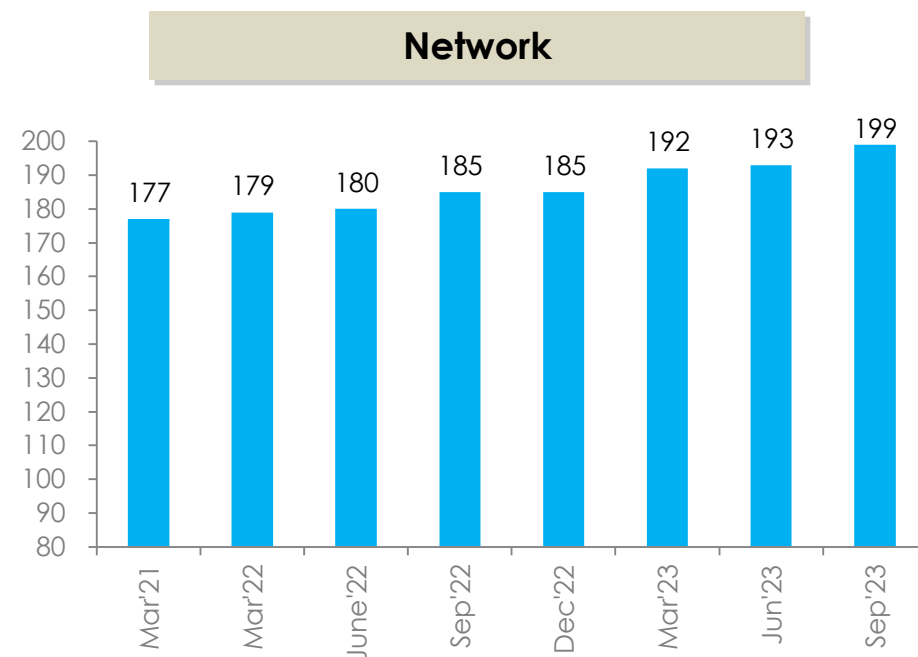


# Geographic Presence

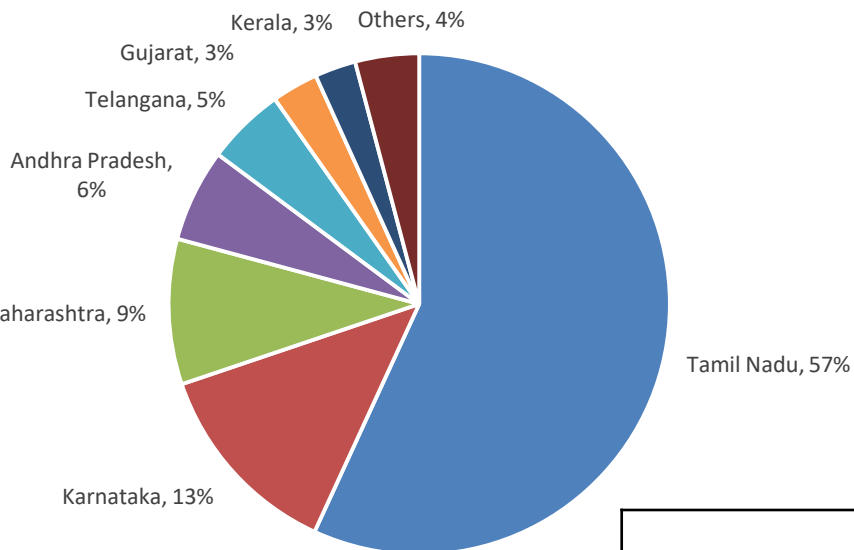
## Branch Network



- ◆ Present in 12 states and 1 Union Territory with 166 branches and 33 satellite centers.
- ◆ Additionally, we have 2 asset recovery branches.
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh & Rajasthan.



# Region-wise loan book

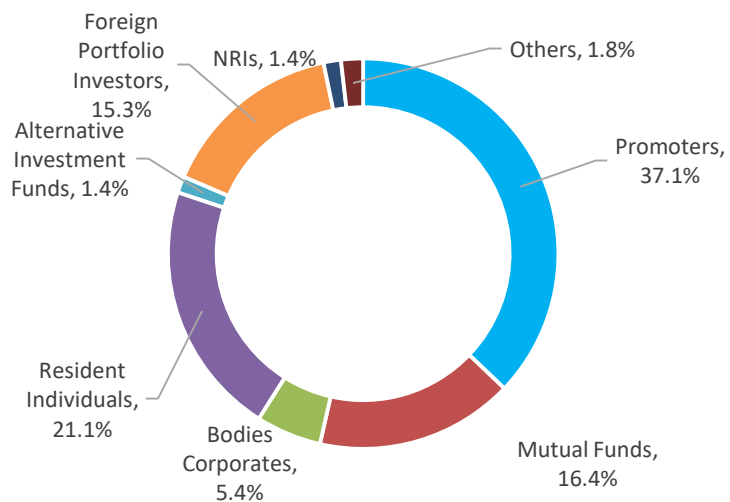


States	Exposure			Annualised Growth	
	Q2FY23	Q1FY24	Q2FY24	Y-o-Y	Q-o-Q
Tamil Nadu	56%	57%	57%	8%	9%
Karnataka	13%	13%	13%	8%	7%
Maharashtra	10%	9%	9%	4%	9%
Andhra Pradesh	6%	6%	6%	9%	7%
Telangana	5%	5%	5%	10%	9%
Gujarat	3%	3%	3%	-7%	0%
Kerala	3%	3%	3%	-1%	1%
Others	4%	4%	4%	10%	17%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>7%</b>	<b>2%</b>

# **Annexure**

# Shareholding pattern

Outstanding shares – 62.6 Mn



Major Non-Promoter Shareholders	%
HDFC Mutual Fund	8.7%
Aditya Birla Sun Life Mutual Fund	5.6%
Fidelity Asian Values LLC	5.0%
SG Jokaland Holdings LLC	1.8%
Evli Emerging Frontier Fund	1.8%
Tata Mutual Fund	1.3%

# Profit and loss statement

Figures in Rs million

(Rs. Million)	Q2FY24	Q2FY23	YoY (%)	Q1FY24	QOQ (%)
<u>Income:</u>					
Revenue from operations	3,802	3,141	21%	3,645	4%
Other income	38	35	8%	20	86%
<b>Total Income</b>	<b>3,839</b>	<b>3,176</b>	<b>21%</b>	<b>3,665</b>	<b>5%</b>
<u>Expenses:</u>					
Interest and other financial charges	2,075	1,692	23%	2,026	2%
Employee benefit expense	255	211	21%	237	7%
Depreciation and amortization expense	38	33	15%	40	-5%
Other expenses	133	99	35%	115	17%
Provisions & write-offs	16	188	-91%	50	-68%
<b>Total Expenses</b>	<b>2,517</b>	<b>2,222</b>	<b>13%</b>	<b>2,468</b>	<b>2%</b>
Profit before tax	<b>1,322</b>	<b>954</b>	<b>39%</b>	<b>1,198</b>	<b>10%</b>
<u>Tax expense:</u>					
Current tax	272	238	14%	250	9%
Deferred Tax	69	4	1674%	57	22%
<b>Net Profit/(Loss)</b>	<b>981</b>	<b>711</b>	<b>38%</b>	<b>891</b>	<b>10%</b>
Other Comprehensive Income	0	1	-114%	0	-75%
<b>Total Comprehensive Income</b>	<b>981</b>	<b>712</b>	<b>38%</b>	<b>891</b>	<b>10%</b>

# Relative performance – Y-o-Y

Particulars	Units	Q2FY23	Q2FY24
Sanctions	Rs. Mn	8,295	<b>8,597</b>
Disbursements	Rs. Mn	7,455	<b>7,971</b>
Net interest income	Rs. Mn	1,449	<b>1,727</b>
PAT	Rs. Mn	711	<b>981</b>
NIM	%	4.9	<b>5.4</b>
Yield on assets	%	10.5	<b>11.8</b>
Cost of funds	%	7.2	<b>8.4</b>
Spread	%	3.3	<b>3.4</b>
Return on assets	%	2.4	<b>3.1</b>
Return on equity	%	13.3	<b>16.1</b>



# Relative performance – Q-o-Q

Particulars	Units	Q1FY24	Q2FY24
Sanctions	Rs. Mn	7,258	<b>8,597</b>
Disbursements	Rs. Mn	6,843	<b>7,971</b>
Net interest income	Rs. Mn	1,619	<b>1,727</b>
PAT	Rs. Mn	891	<b>981</b>
NIM	%	5.1	<b>5.4</b>
Yield on assets	%	11.6	<b>11.8</b>
Cost of funds	%	8.2	<b>8.4</b>
Spread	%	3.3	<b>3.4</b>
Return on assets	%	2.8	<b>3.1</b>
Return on equity	%	15.6	<b>16.1</b>

For any queries, please contact:

**Ms.Lakshmi K**  
**Chief Financial Officer**  
**Repco Home Finance Limited**

Phone: +91 44 42106650

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

#### *Safe Harbor:*

*This presentation may have certain statements that may be “forward looking” including those relating to general business plans and strategy of Repco Home Finance Ltd., (RHFL), its future outlook and growth prospects. The actual results may differ materially from these forward looking statements due to a number of risks and uncertainties which could include future changes or developments in RHFL, the competitive environment, the company’s ability to implement its strategies and initiatives, respond to technological changes as well as sociopolitical, economic and regulatory conditions in India.*

*All financial data in this presentation is obtained from the audited financial statements and the various ratios are calculated based on these data. This presentation does not constitute a prospectus, offering circular or offering memorandum or an offer, invitation or a solicitation of any offer, to purchase or sell, any shares of RHFL and should not be considered or construed in any manner whatsoever as a recommendation that any person should subscribe for or purchase any of RHFL’s shares. None of the projection, expectations, estimates or prospects in this presentation should be construed as a forecast implying any indicative assurance or guarantee of future performance, nor that the assumptions on which such future projects, expectations, estimates or prospects have been prepared are complete or comprehensive .*

*This presentation is for information purposes only. This document and its contents should not be forwarded or delivered or transmitted in any manner to any person other than its intended recipients, and should not be reproduced in any manner whatsoever. The recipients further represents and warrants that : (i) It is lawfully able to receive this presentation under the laws of the jurisdiction in which it is located, and / or any other applicable laws, (ii) It is not a U.S. person, (iii) This presentation is furnished to it, and has been received, outside of the United States, and (iv) It will not reproduce, publish, disclose, redistribute or transmit this presentation, directly or indirectly, into the United States or to any U.S. person either within or outside of recipient’s organisation.*