



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

RHFL/SE/53/2019-20

November 12, 2019

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: Presentation on financial results for the Quarter ended 30 September 2019 made to analysts and institutional investors

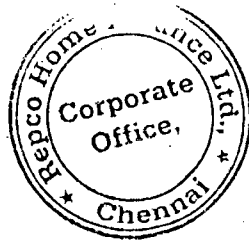
We submit herewith a copy of the presentation made to analysts and institutional investors on the financial performance of the Company for the quarter ended 30th September 2019.

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.

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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 Q2FY20



◆ **Q2FY20 Performance**

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

◆ **Geographic Presence**

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

◆ **Annexure**

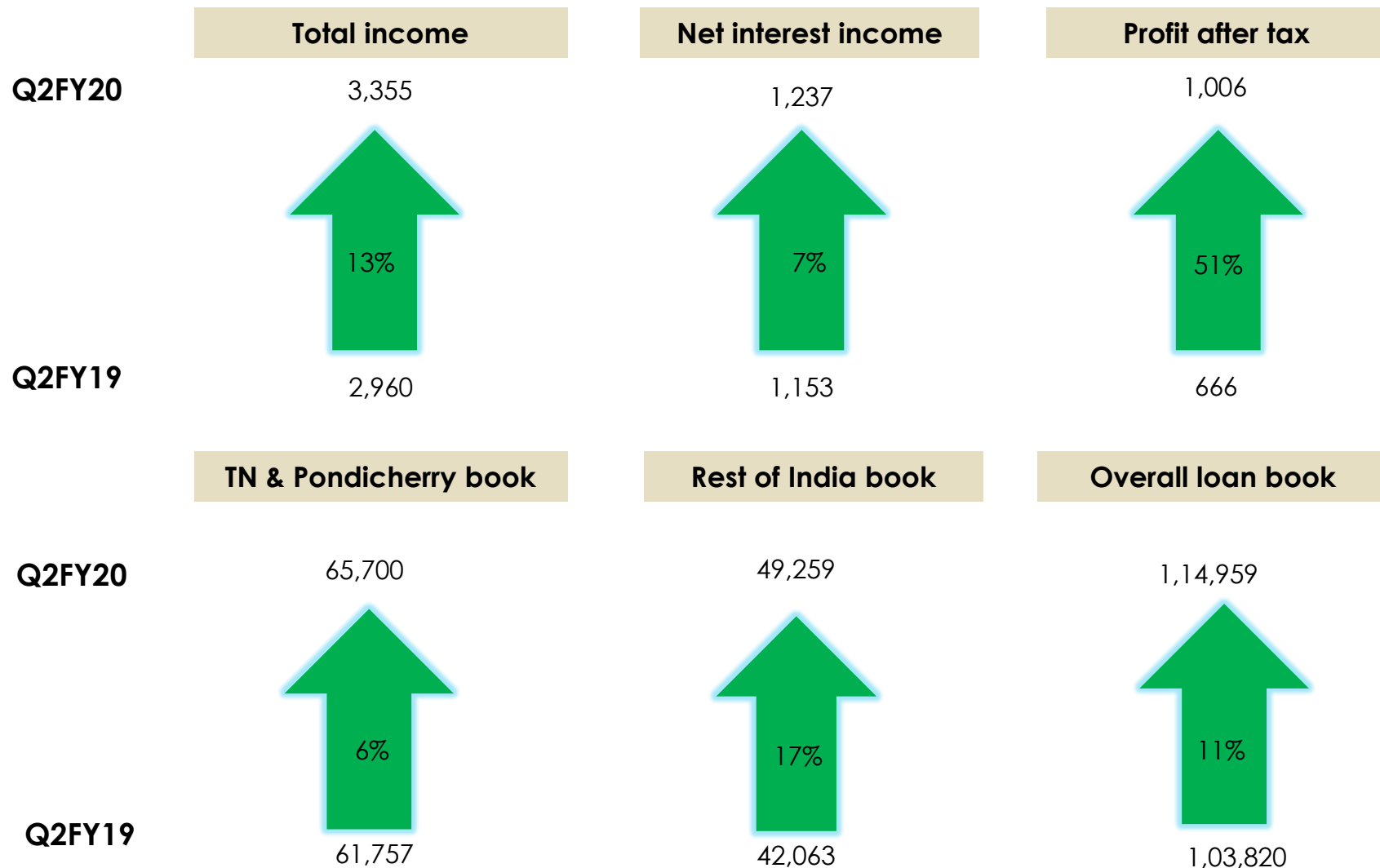
Q2FY20 Performance

• Loans outstanding (Sep 30, 2019)	Rs. 1,14,959 mn
• Net worth (Sep 30, 2019)	Rs. 15,913 mn
• Tier 1 capital adequacy ratio	25.1% (Provisional)
• Average loan per unit	Rs. 1.4 mn
• Number of live accounts	97,007
• Current employee Strength	951
• Gross NPA (%) (Sep 30, 2019)	4.2%
• ECL provision(%) (Sep 30, 2019)	1.4%

Q2FY20 performance

Repco Home Finance Limited

Figures in Rs million

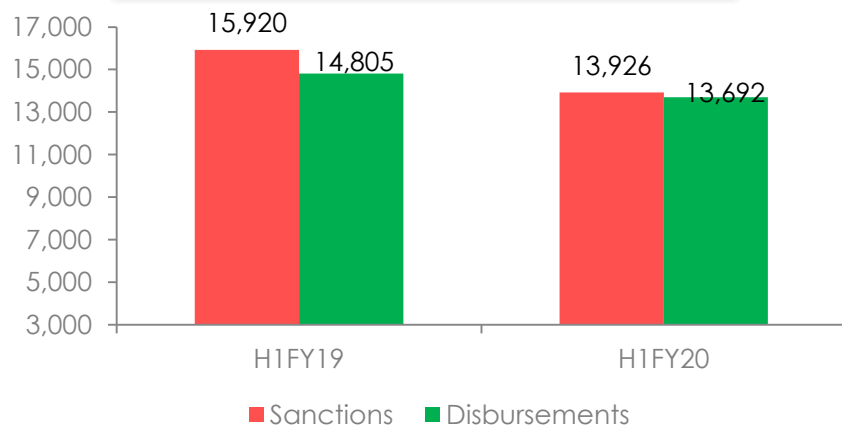


Asset book

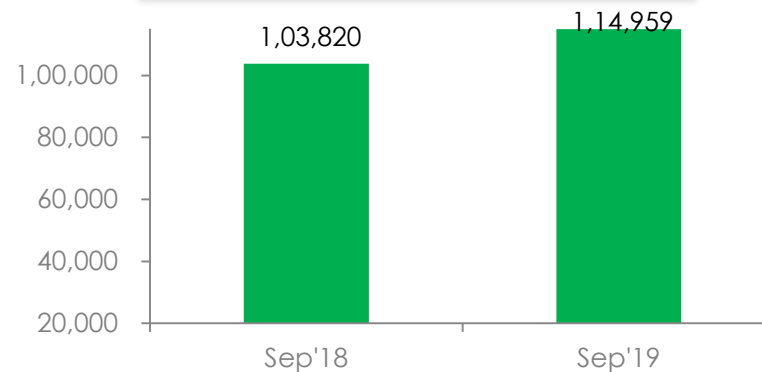
Repco Home Finance Limited

Figures in Rs million

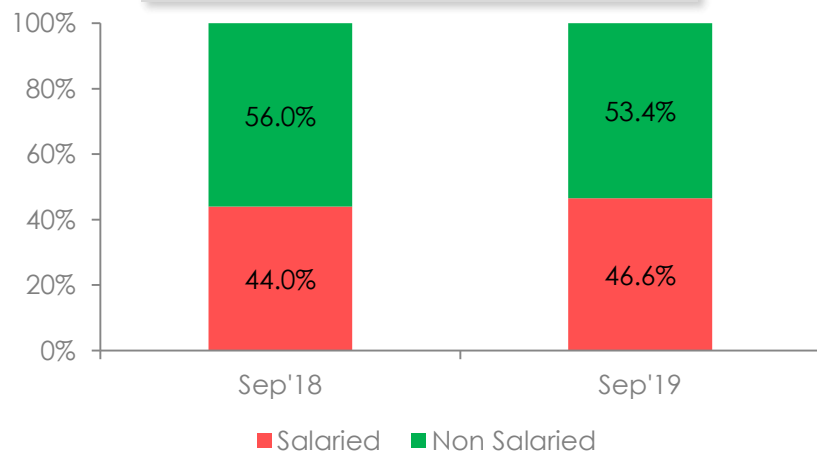
Sanctions and disbursements



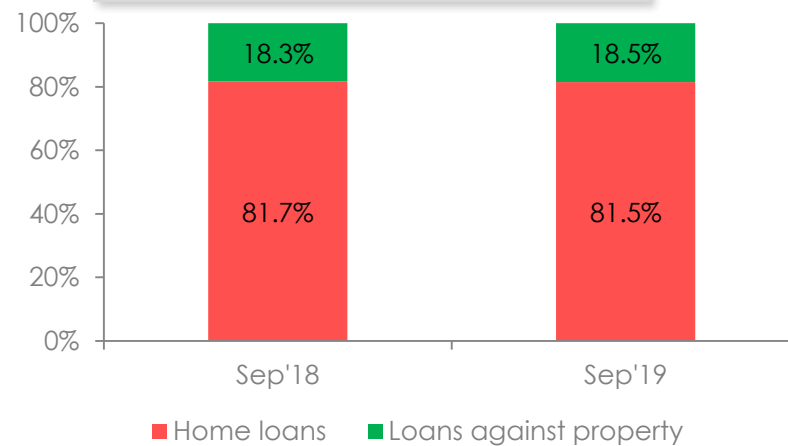
Loan Book



Loan book composition



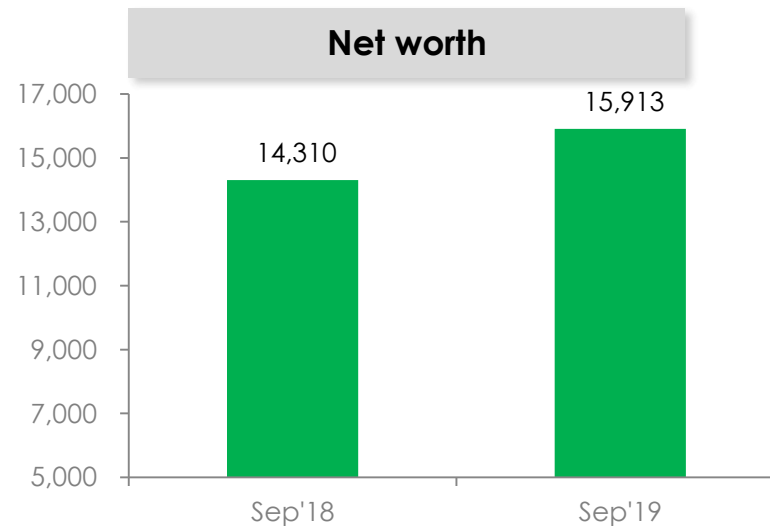
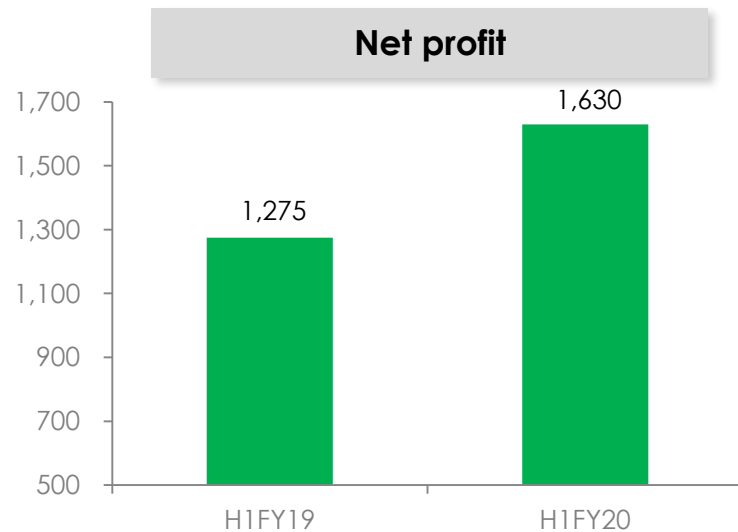
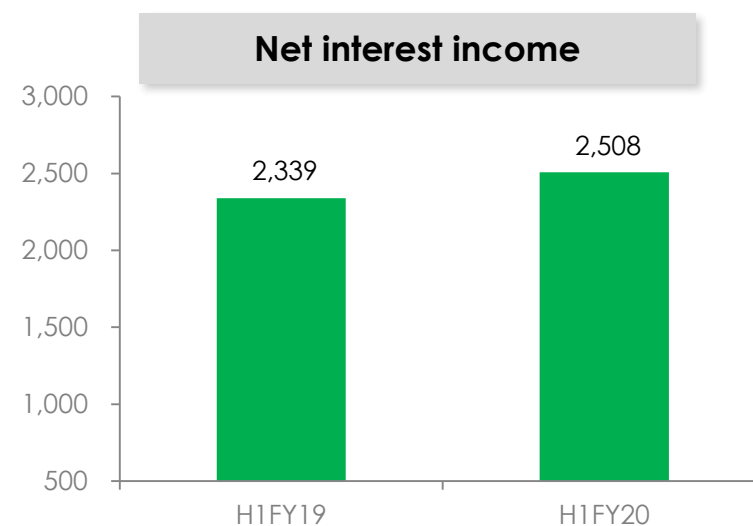
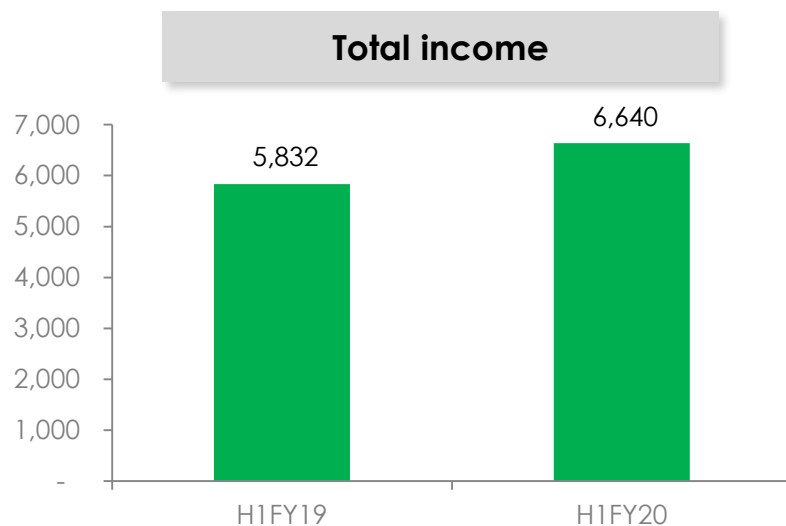
Mix of loan portfolio



Income and earnings growth

Repco Home Finance Limited

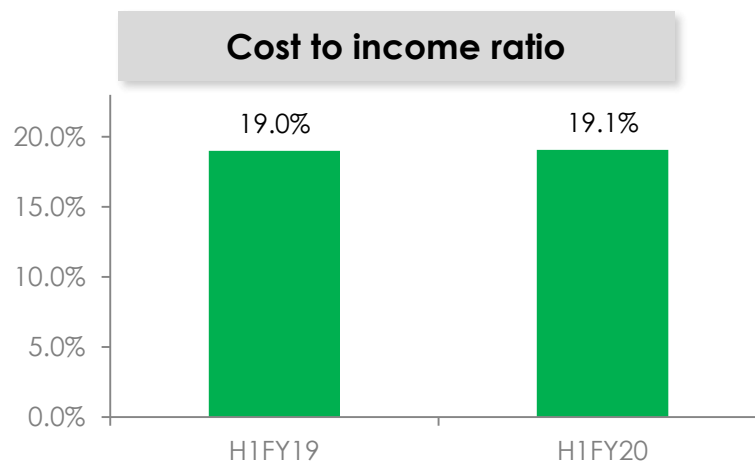
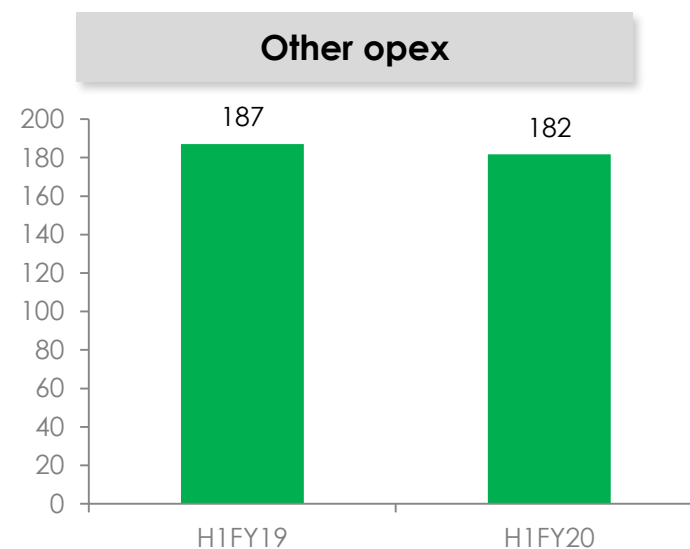
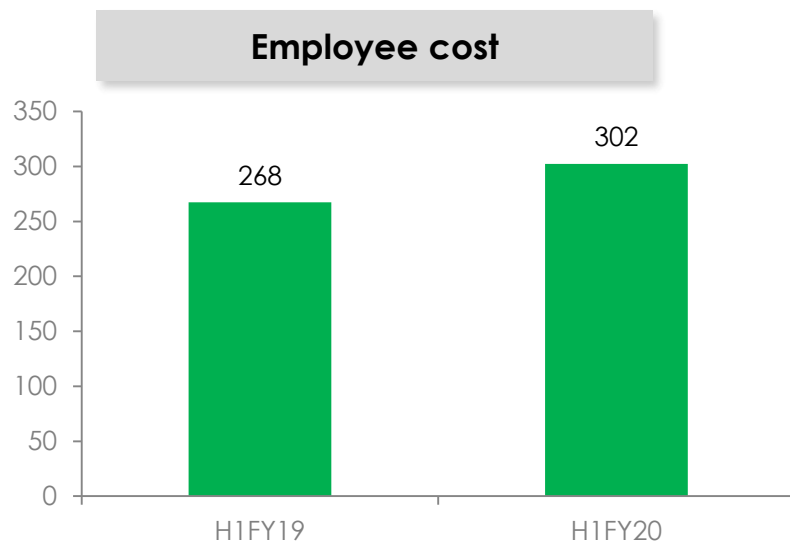
Figures in Rs million



Operating cost

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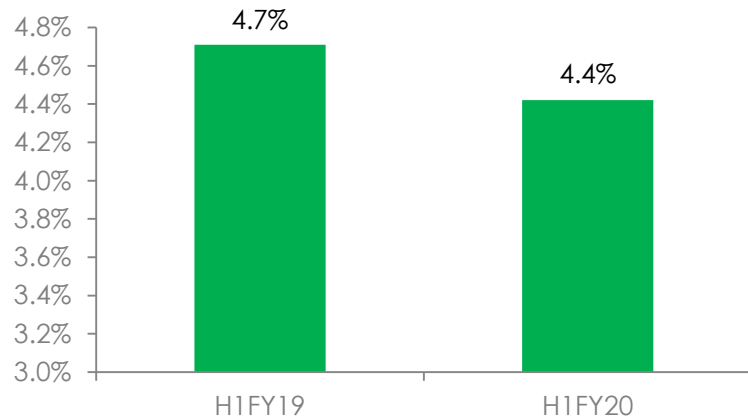
Figures in Rs million



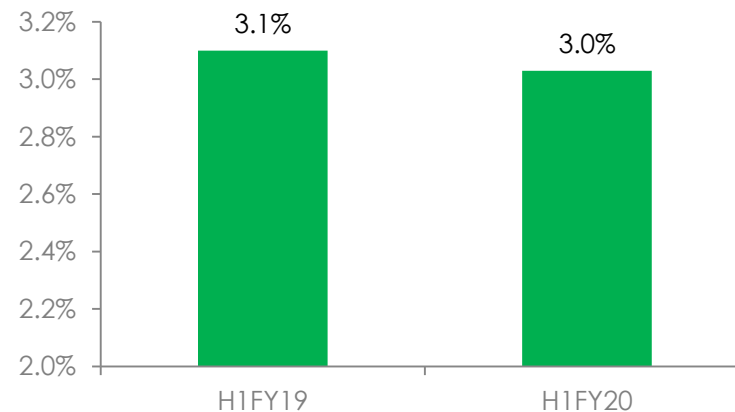
Profitability ratios

Repc Home Finance Limited

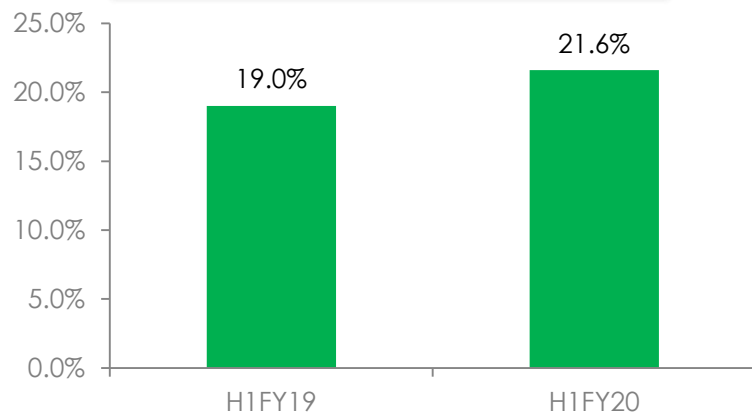
Net interest margin



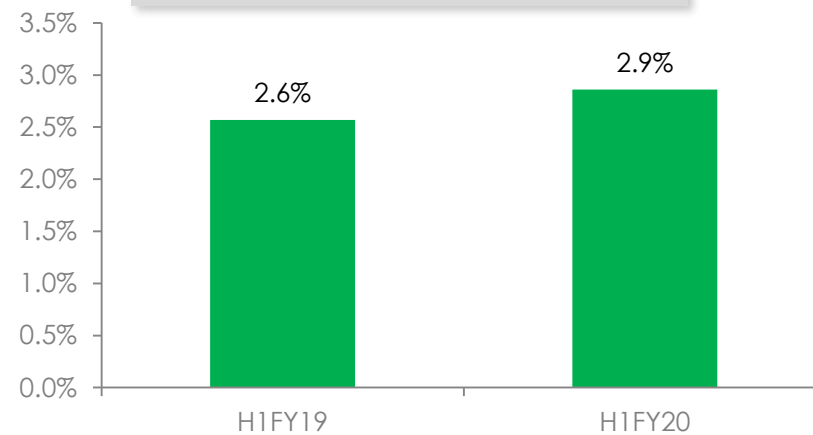
Spread

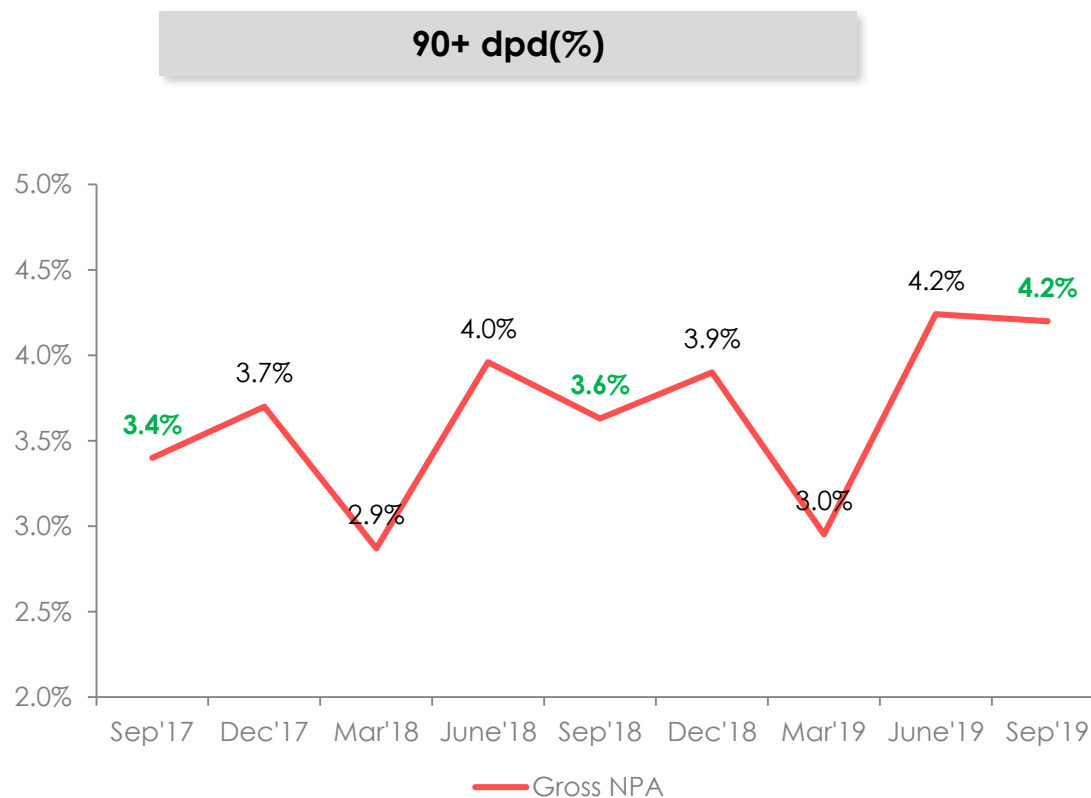


Return on equity



Return on assets





ECL Provisioning

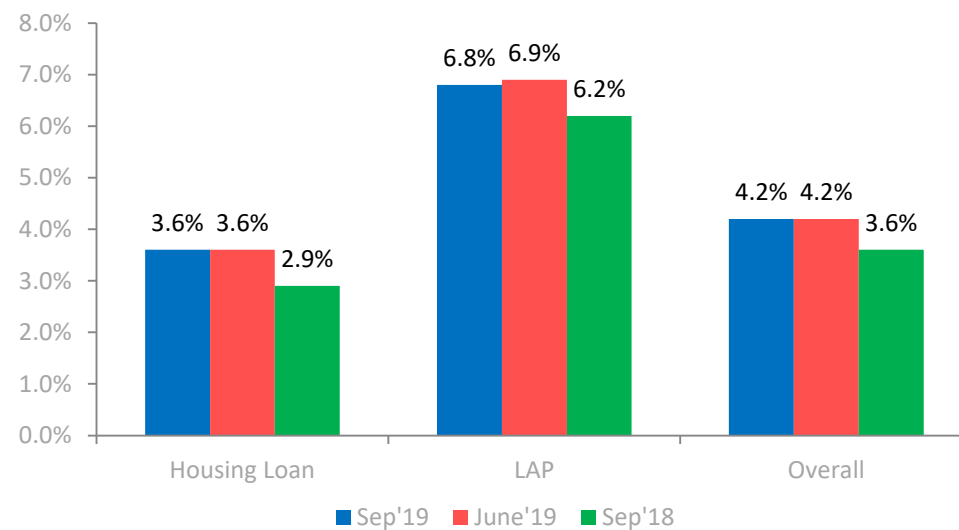
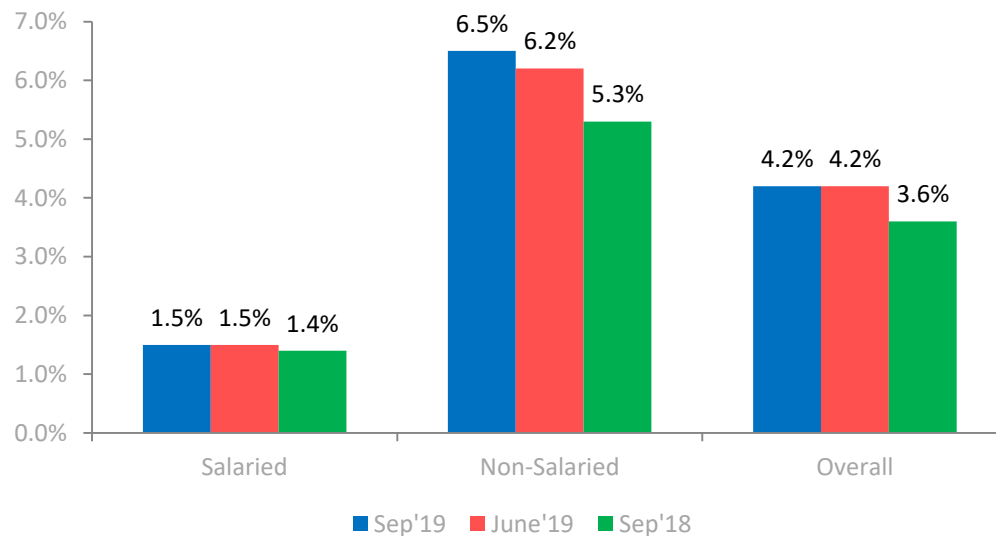
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Figures in Rs million

	Sep'18	June'19	Sep'19
Gross Stage 3	3,733	4,812	4,850
% portfolio in Stage 3	3.6%	4.2%	4.2%
ECL provision - Stage 3	669	1,469	1,369
Net - Stage 3	3,064	3,343	3,481
Coverage ratio - Stage 3	18%	31%	28%
Gross Stage 1 & 2	99,051	1,08,609	1,10,110
% portfolio in Stage 1 & 2	96.4%	95.8%	95.8%
ECL provision - Overall	0.7%	1.5%	1.4%

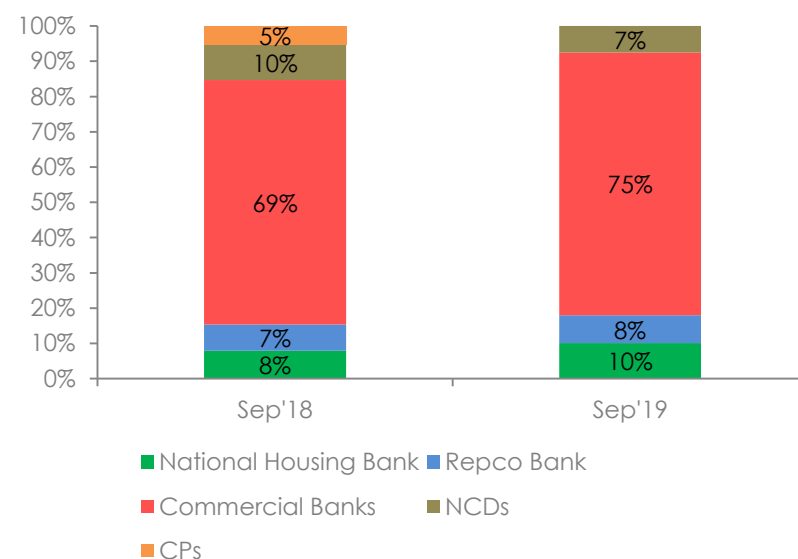
Mix/Product-wise GNPA (%)

Repco Home Finance Limited



Diversified borrowing profile

Source (Rs mn)	Average cost	Sep'18	Sep'19	% change
National Housing Bank	7.5%	6,858	10,105	47%
Repco Bank	8.3%	6,537	7,932	21%
Commercial Banks	8.8%	60,407	74,772	24%
NCDs	8.2%	8,870	7,520	-15%
Commercial Papers	6.9%	4,500	0	-100%
Total	8.6%	87,171	1,00,329	15%



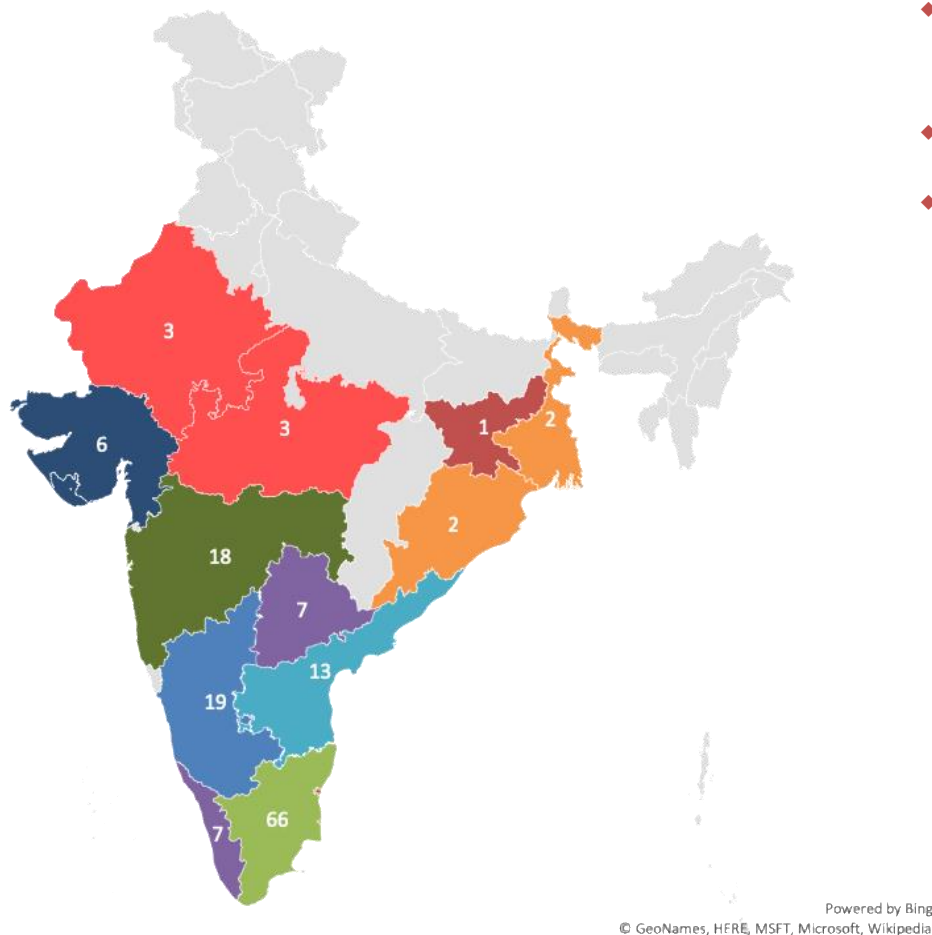
Update on Liquidity

On-Balance Sheet liquidity - Rs. 5,035 mn of cash and cash equivalents.

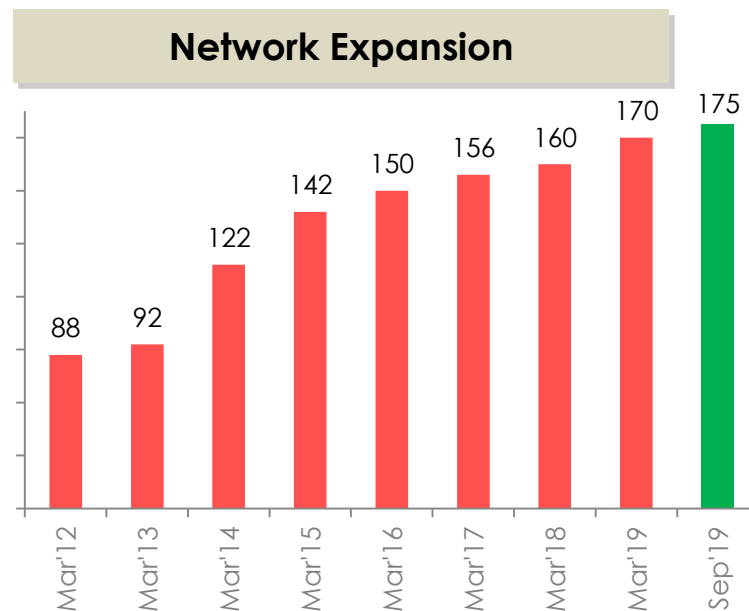
Off- Balance Sheet liquidity - Unutilized credit lines of about Rs. 28,000 mn with 11 banks.

Geographic Presence

Footprint

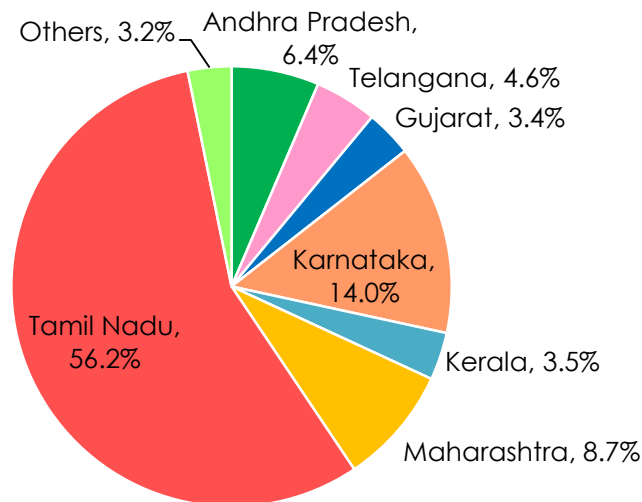


- ◆ Present in 12 states and 1 Union Territory with 148 branches and 27 satellite centers.
- ◆ Entered the State of Rajasthan in FY20
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh & Rajasthan.



Region-wise loan book

Repco Home Finance Limited



States	Exposure			YoY growth	QoQ growth
	Sep'18	June'19	Sep'19		
Andhra Pradesh	6.7%	6.5%	6.4%	6%	0%
Telangana	4.4%	4.6%	4.6%	15%	8%
Gujarat	2.8%	3.4%	3.4%	34%	12%
Karnataka	13.3%	13.8%	14.0%	16%	10%
Kerala	3.8%	3.6%	3.5%	1%	-9%
Maharashtra	7.8%	8.5%	8.7%	23%	13%
Tamil Nadu	58.4%	56.4%	56.2%	7%	4%
Others	2.6%	3.2%	3.2%	36%	6%
Total	100%	100%	100%	11%	5%

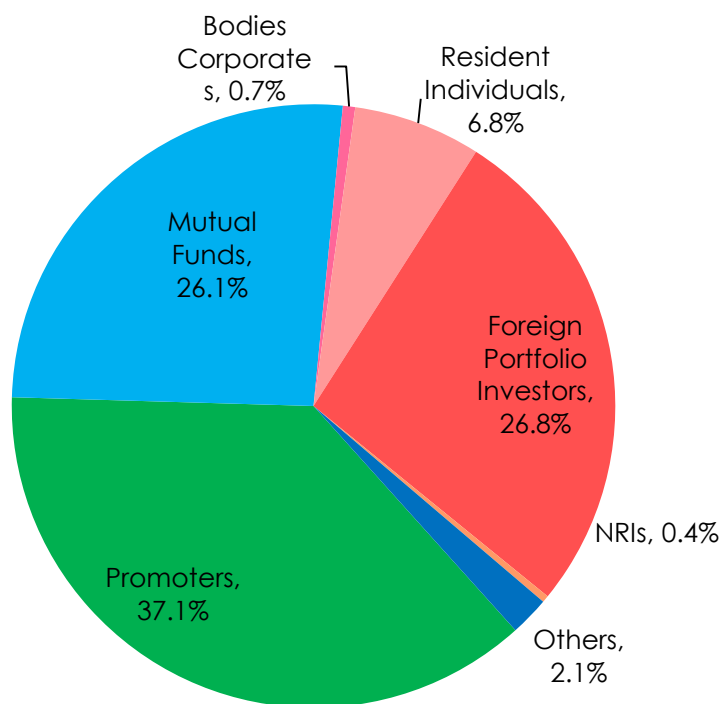
Annualized

Annexure

Shareholding pattern

Repco Home Finance Limited

Outstanding shares – 62.6 mn



Major non-promoter shareholders

	% shareholding
HDFC Mutual Fund	7.1%
Franklin Templeton Mutual Fund	6.2%
India Capital Fund Limited	5.9%
Aditya Birla Mutual Fund	5.7%
DSP Mutual Fund	4.4%
Somerset Emerging Markets Fund	3.3%
Apax Global Fund	2.1%
ICICI Mutual Fund	1.8%
Alliance Bernstein Funds	1.8%

Profit and loss statement (Standalone)

Repco Home Finance Limited

Figures in Rs million

(Rs. million)	Q2FY20	Q2FY19	YoY (%)	Q1FY20	QOQ (%)	H1FY20	H1FY19	YoY (%)
Income:								
Revenue from operations	3,317	2,909	14%	3,281	1%	6,598	5,778	14%
Other income	38	51	-25%	3	1248%	41	54	-23%
Total Income	3,355	2,960	13%	3,284	2%	6,640	5,832	14%
Expenses:								
Interest and other financial charges	2,085	1,755	19%	2,015	3%	4,100	3,439	19%
Employee benefit expense	156	138	13%	147	6%	302	268	13%
Depreciation and amortization expense	32	15	117%	30	6%	62	25	147%
Other expenses	62	83	-26%	58	5%	120	162	-26%
Provisions & write-offs	1	-35	-104%	75	-98%	76	12	528%
Total Expenses	2,336	1,956	19%	2,325	0%	4,660	3,905	19%
Profit before tax	1,020	1,004	2%	960	6%	1,980	1,927	3%
Tax expense:								
Current tax	150	268	-44%	268	-44%	417	542	-23%
Deferred Tax	-136	70	-294%	69	-298%	-67	110	-161%
Net Profit/(Loss)	1,006	666	51%	623	61%	1,630	1,275	28%
Other Comprehensive Income	-2	4	-153%	2	-201%	0	3	-101%
Total Comprehensive Income	1,004	670	50%	625	61%	1,630	1,278	27%

Balance Sheet (Standalone)

Figures in Rs million

(Rs. million)	As on Sep 30, 2019	As on Mar 31, 2019
EQUITY AND LIABILITIES:		
Shareholder's Funds	16,701	15,274
Share Capital	626	626
Reserves and Surplus	16,075	14,648
Financial liabilities	1,01,842	93,656
Debt securities	7,502	8,254
Other Borrowings	92,809	84,520
Other financial liabilities	1,531	882
Non-financial liabilities	588	640
Current tax liabilities (Net)	0	0
Provisions	142	120
Deferred tax liabilities (net)	446	520
Total Liabilities	1,02,430	94,296
Total	1,19,131	1,09,570
ASSETS:		
Financial assets	1,18,674	1,09,318
Cash and cash equivalents	5,035	575
Bank balance	1	1
Loans and advances	1,13,056	1,08,379
Other financial assets	362	143
Investment in associate	220	220
Non-financial assets	457	252
Property, plant and equipment	329	136
Other intangible assets	22	19
Other non-financial assets	105	97
Total	1,19,131	1,09,570

Relative performance – Q2FY20

Repco Home Finance Limited

Particulars	Units	Q2FY19	Q2FY20
Sanctions	Rs. mn	8,340	6,945
Disbursements	Rs. mn	7,766	7,018
Net interest income	Rs. mn	1,153	1,237
PAT	Rs. mn	666	1,006
NIM	%	4.5	4.3
Yield on assets	%	11.4	11.6
Cost of funds	%	8.2	8.5
Spread	%	3.1	3.1
Return on assets	%	2.6	3.5
Return on equity	%	19.4	26.1

Relative performance – H1FY20

Repco Home Finance Limited

Particulars	Units	H1FY19	H1FY20
Sanctions	Rs. mn	15,920	13,926
Disbursements	Rs. mn	14,805	13,692
Net interest income	Rs. mn	2,339	2,508
PAT	Rs. mn	1,275	1,630
NIM	%	4.7	4.4
Yield on assets	%	11.3	11.6
Cost of funds	%	8.2	8.6
Spread	%	3.1	3.0
Return on assets	%	2.6	2.9
Return on equity	%	19.0	21.6

For any Investor Relations queries, please contact:

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