



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

RHFL/SE/16/2020-21

July 23, 2020

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 31 March 2020

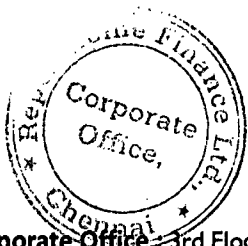
We submit herewith a copy of the presentation on the financial performance of the Company for the year ended 31 March 2020.

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

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



Earnings Presentation Q4FY20



◆ **Q4FY20 Performance**

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

◆ **Geographic Presence**

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

◆ **Annexure**

Q4FY20 Performance

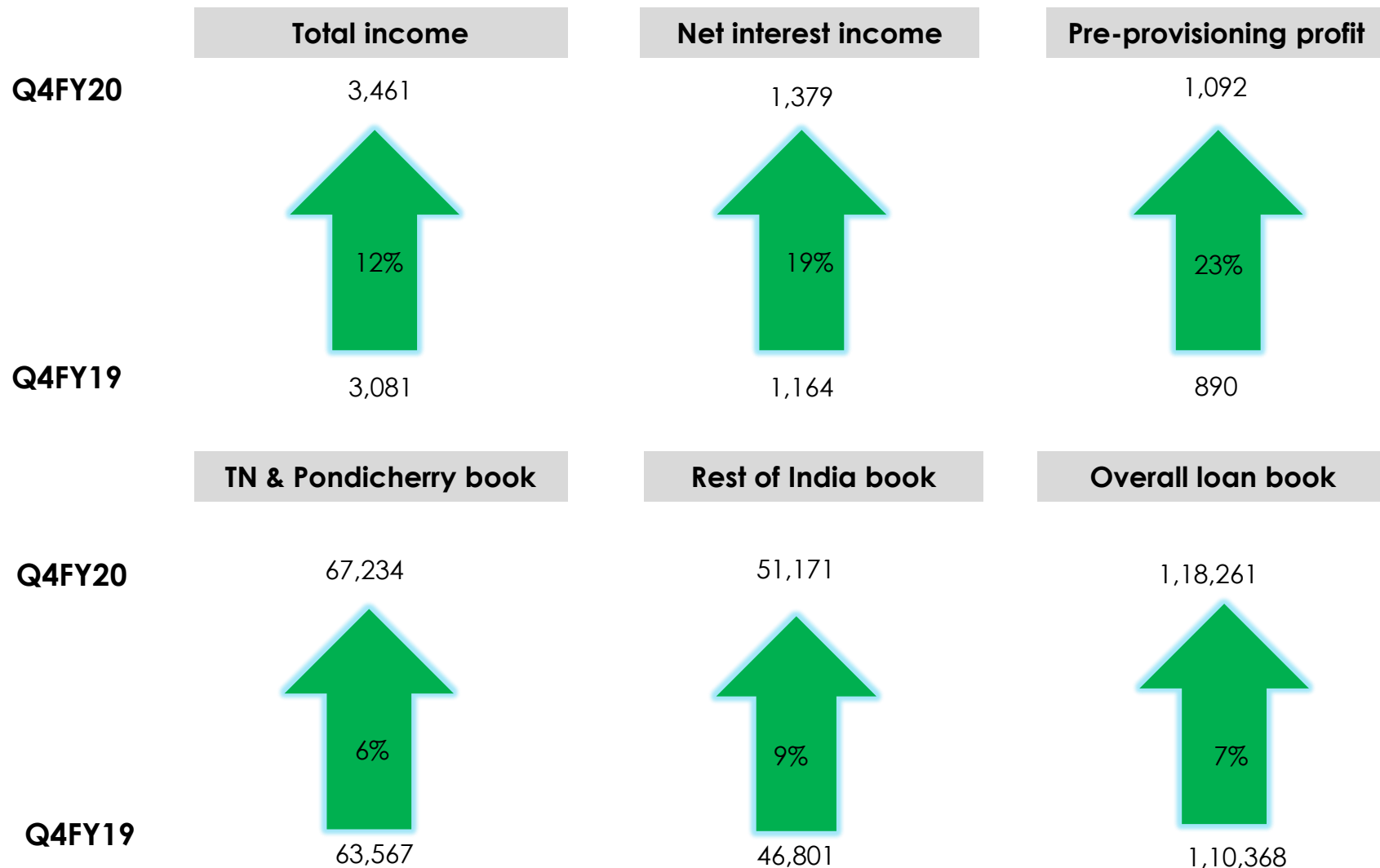
• Loans outstanding (Mar 31, 2020)	Rs. 1,18,261 mn
• Net worth (Mar 31, 2020)	Rs. 16,707 mn
• Tier 1 capital adequacy ratio	25.9%
• Average loan per unit	Rs. 1.5 mn
• Number of live accounts	99,878
• Current employee Strength	994
• Stage 3 EAD (%) (Mar 31, 2020)	4.3%
• ECL provision(%) (Mar 31, 2020)	1.8%

1. The company could not do much lending for about two months starting the mid of March 2020.
2. The company restarted operations gradually from the last week of April 2020. Most of the branches are now operational.
3. Disbursements restarted gradually in the first week of May 2020.
4. As per RBI's directive, the company has offered moratorium on loan installments to its borrowers from March 2020 to August 2020.
5. The company has **not** sought moratorium on its borrowings from banks and other financial institutions.
6. The company has had comfortable on-balance sheet and off-balance sheet liquidity throughout the lockdown.
7. New long term and short term loan approvals amounting to over Rs. 20,000 mn received between March 2020 and July 2020 from our regulator and leading banks at competitive rate of interest.
8. Cash flows have improved meaningfully. The company has collected June 2020 month EMI from 68% of its customers.

Q4FY20 performance

Repco Home Finance Limited

Figures in Rs million

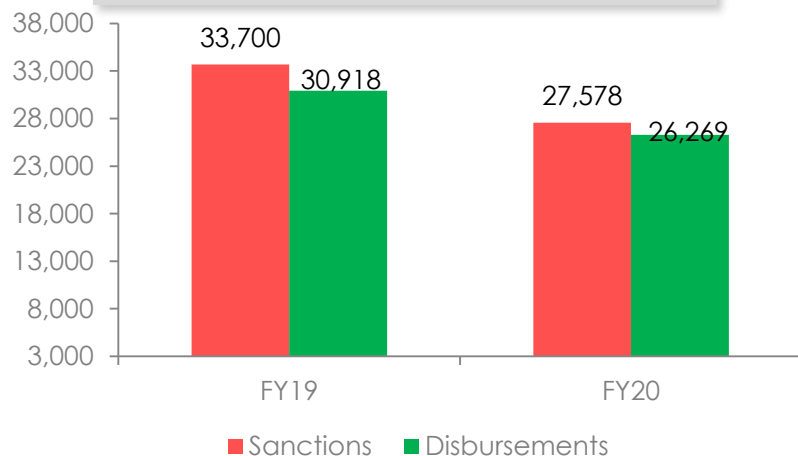


Asset book

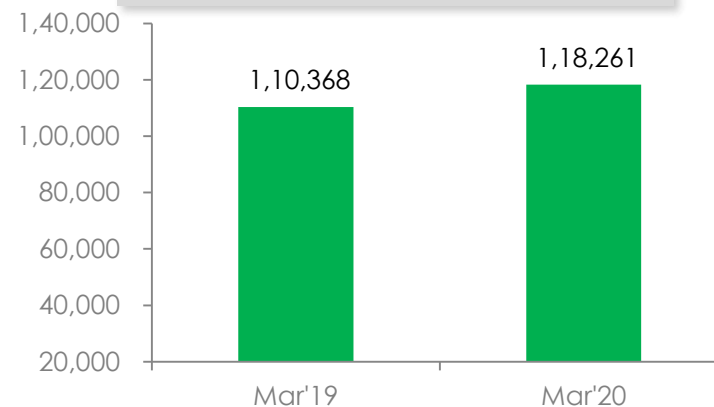
Repco Home Finance Limited

Figures in Rs million

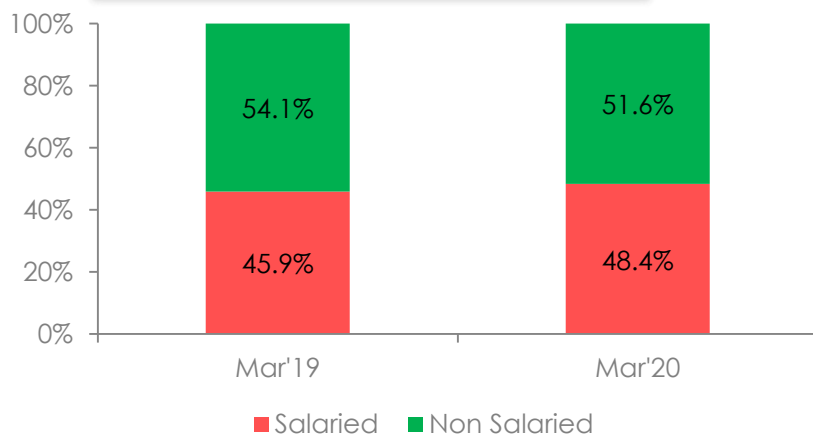
Sanctions and disbursements



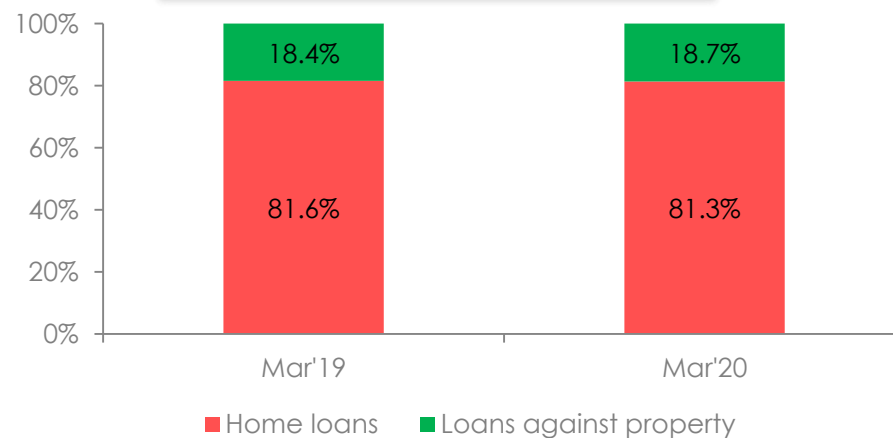
Loan Book



Loan book composition



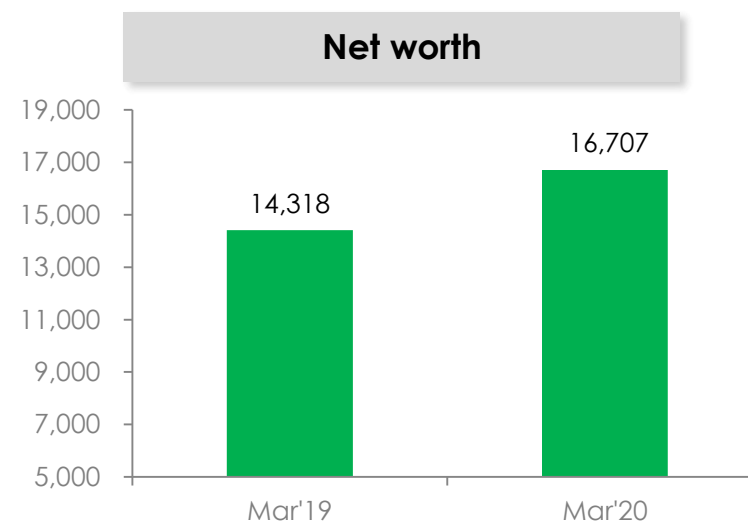
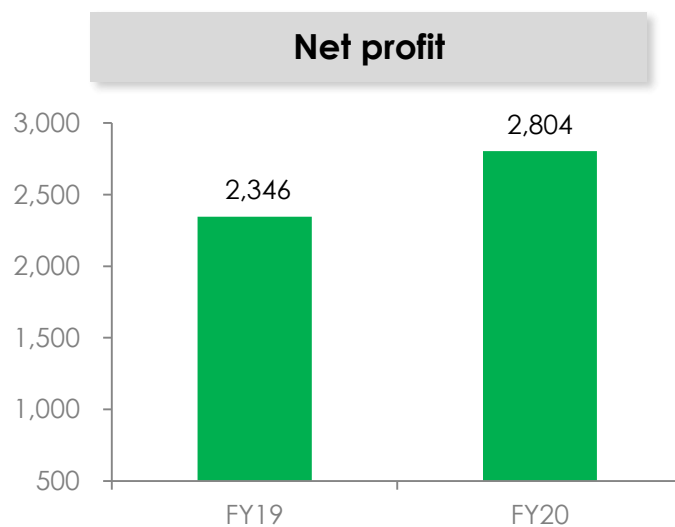
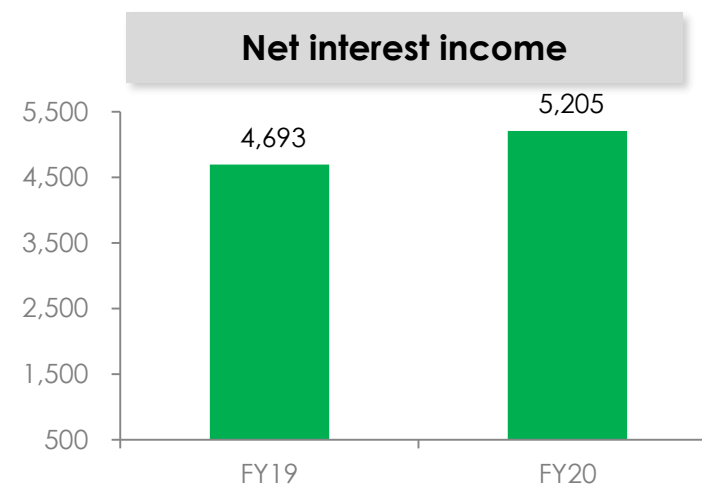
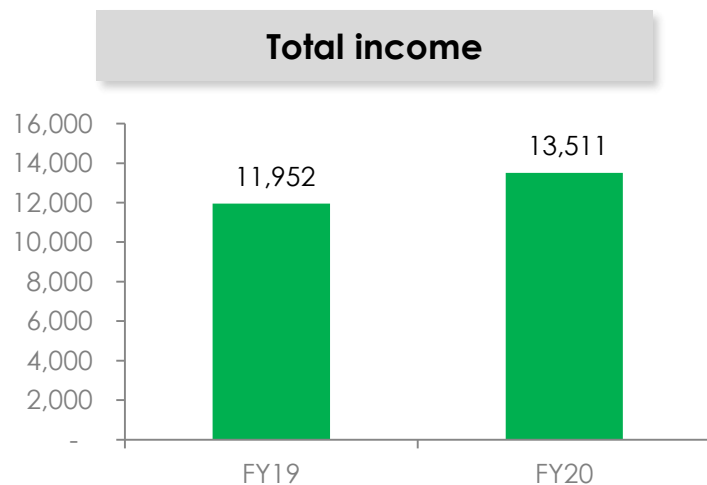
Mix of loan portfolio



Income and earnings growth

Repco Home Finance Limited

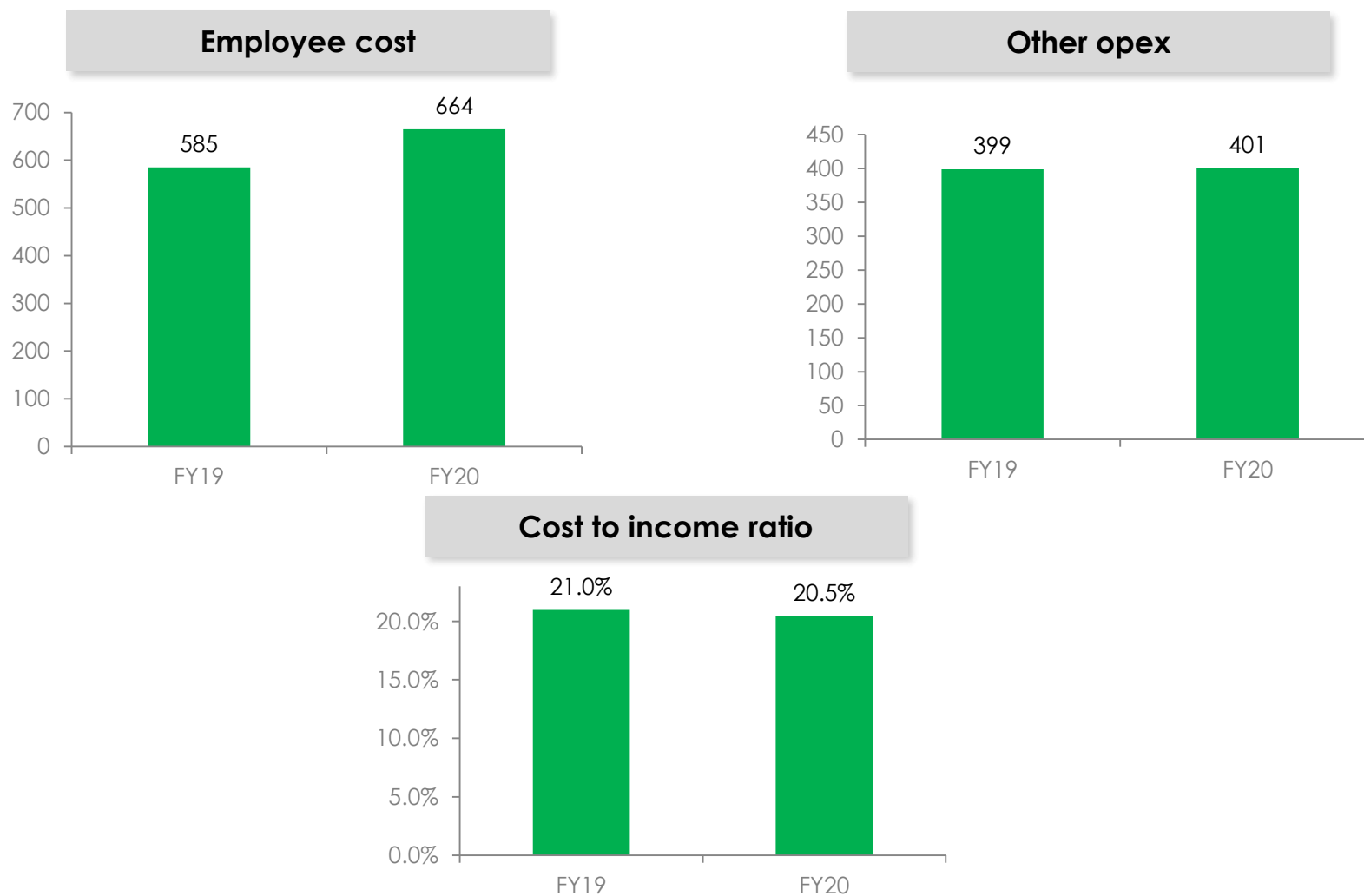
Figures in Rs million



Operating cost

Repco Home Finance Limited

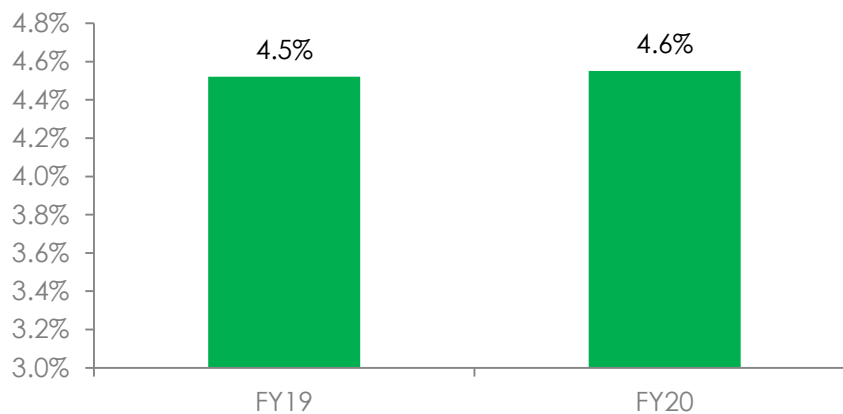
Figures in Rs million



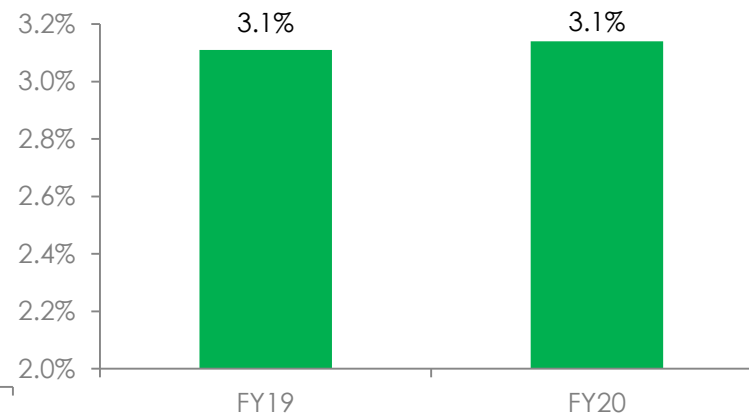
Profitability ratios

Repco Home Finance Limited

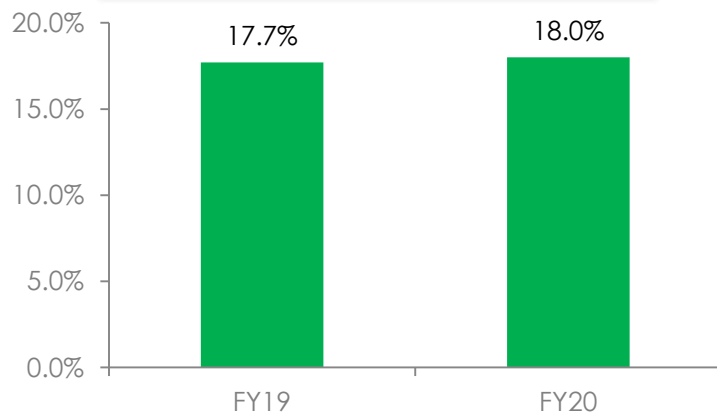
Net interest margin



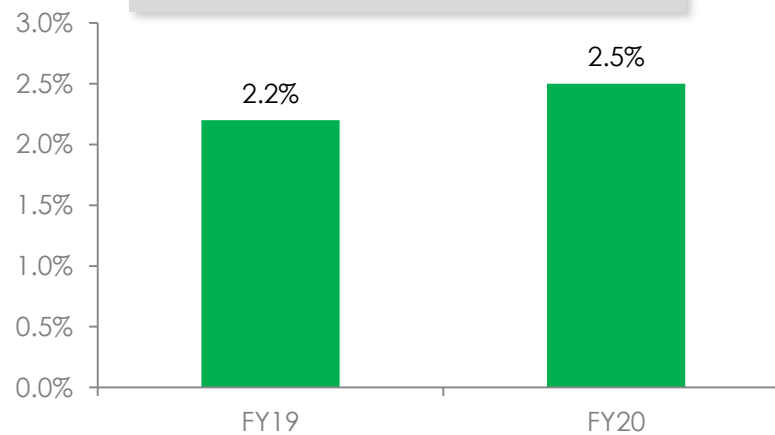
Spread



Return on equity

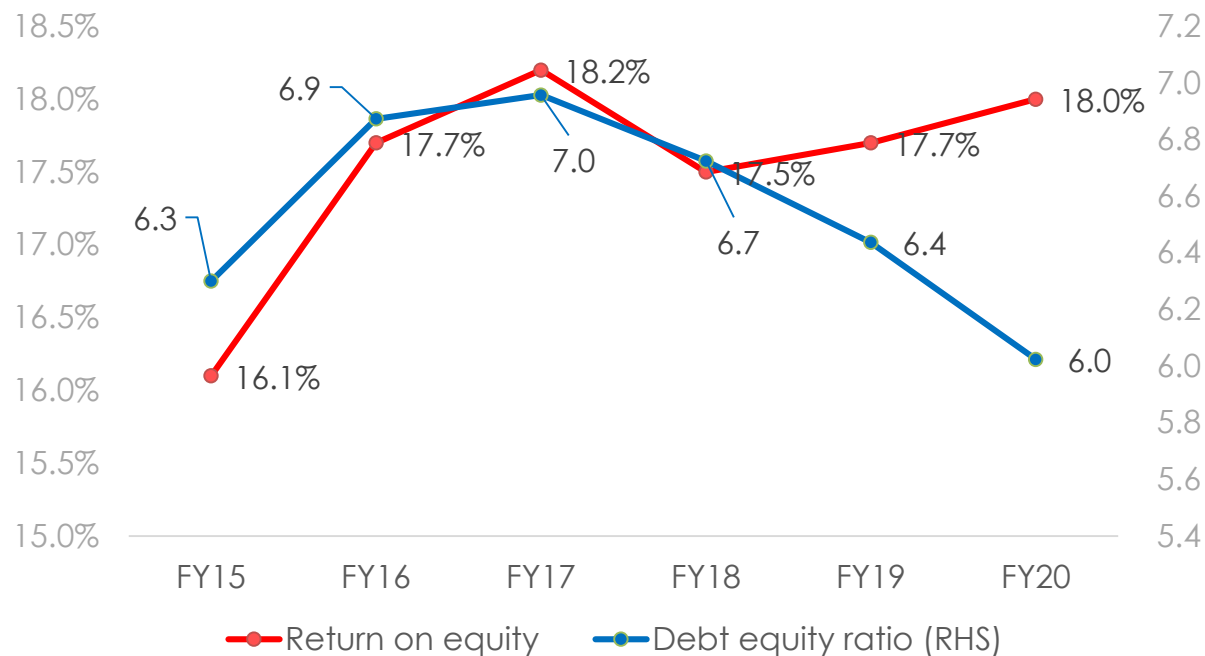


Return on assets

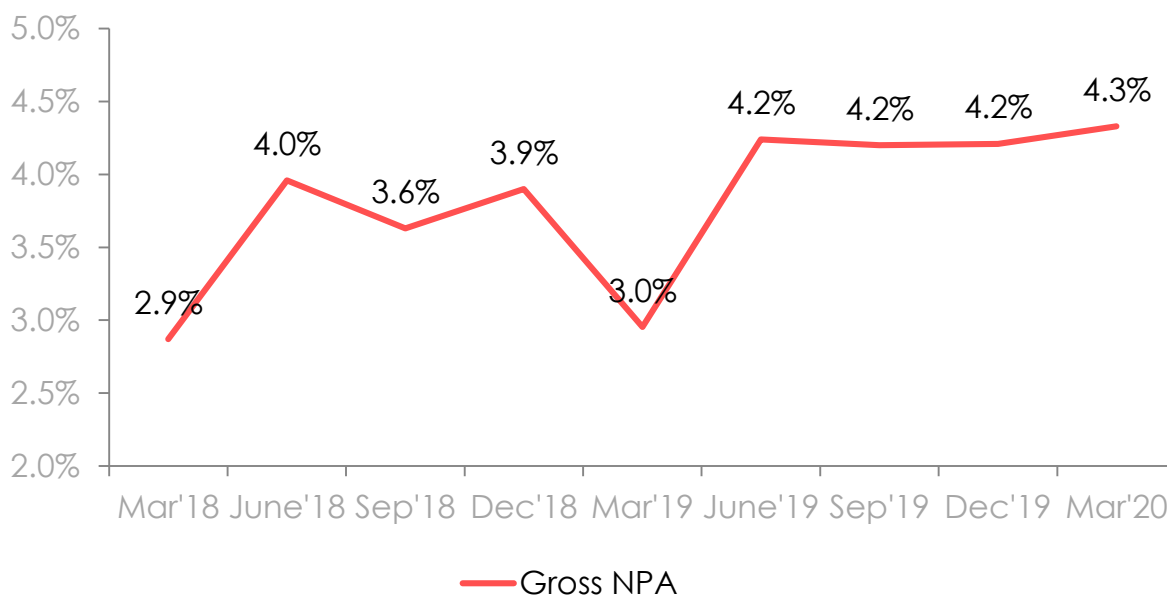


Rising ROE and declining leverage

Repco Home Finance Limited



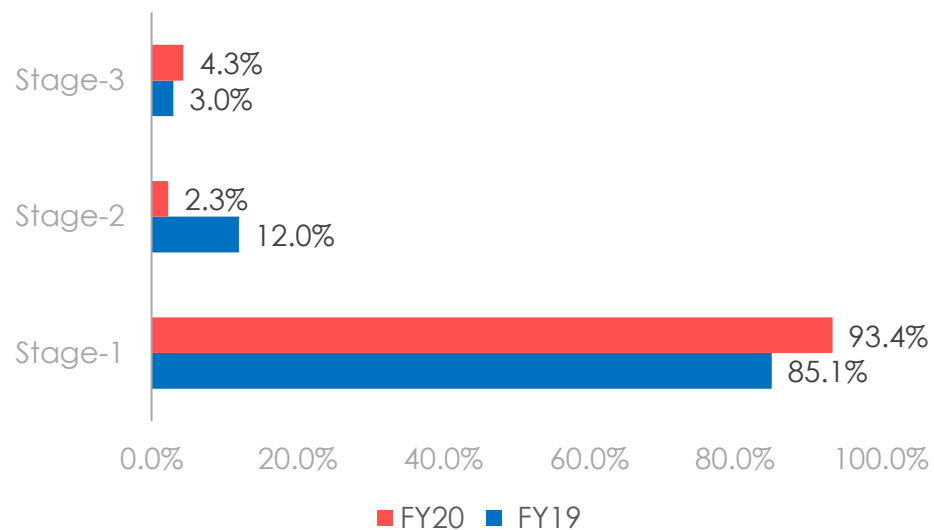
90+ dpd(%)



Loan Book - Stagewise

Repco Home Finance Limited

Figures in Rs million



	FY19	FY20
Stage-1	93,885	1,10,443
Stage-2	13,224	2,702
Stage-3	3,258	5,117
Total	1,10,368	1,18,261

ECL Provisioning

Repco Home Finance Limited

Figures in Rs million

	Mar'19	Dec'19	Mar'20
Gross Stage 3	3,258	4,896	5,117
% portfolio in Stage 3	3.0%	4.2%	4.3%
ECL provision - Stage 3	1,179	1,399	1,830
Net - Stage 3	2,079	3,497	3,287
Coverage ratio - Stage 3	36%	29%	36%

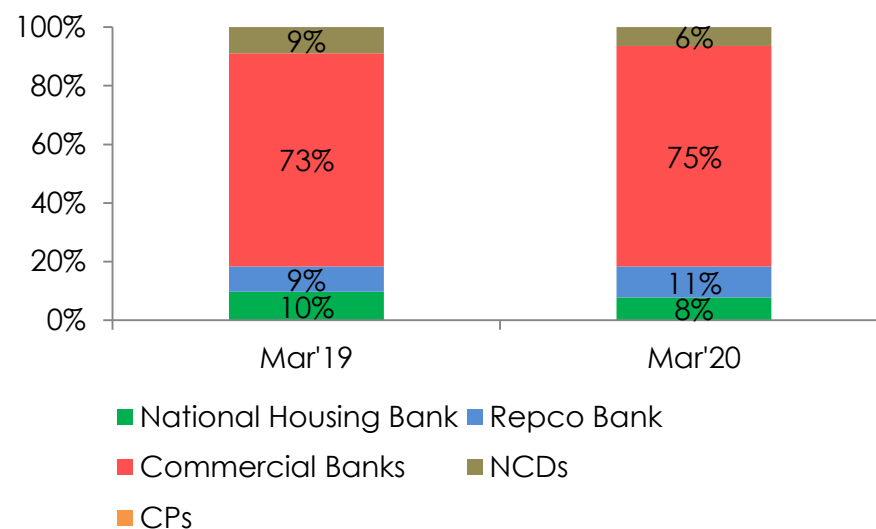
Gross Stage 1 & 2	1,07,111	1,11,353	1,13,145
% portfolio in Stage 1 & 2	97.0%	95.8%	95.7%
ECL provision - Overall	1.5%	1.5%	1.8%

Borrowing profile

Repco Home Finance Limited

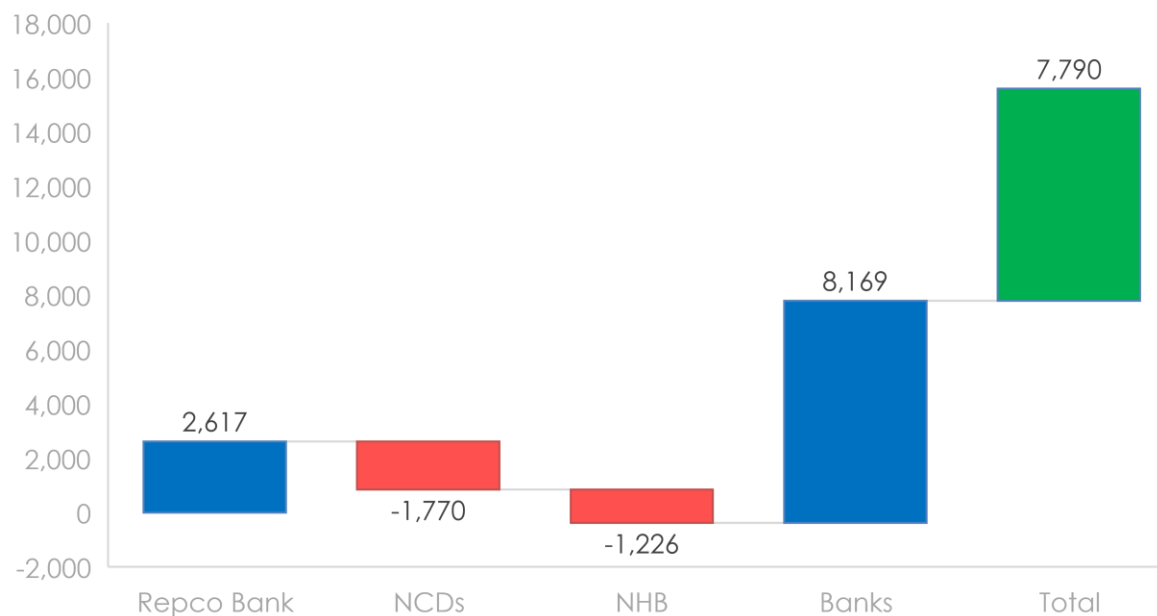
Figures in Rs million

Source (Rs mn)	Average cost	Mar'19	Mar'20	% change
National Housing Bank	6.9%	9,036	7,810	-14%
Repco Bank	8.3%	7,987	10,604	33%
Commercial Banks	8.5%	67,497	75,665	12%
NCDs	8.1%	8,270	6,500	-21%
Commercial Papers	5.1%	0	0	0%
Total	8.4%	92,790	1,00,579	8%



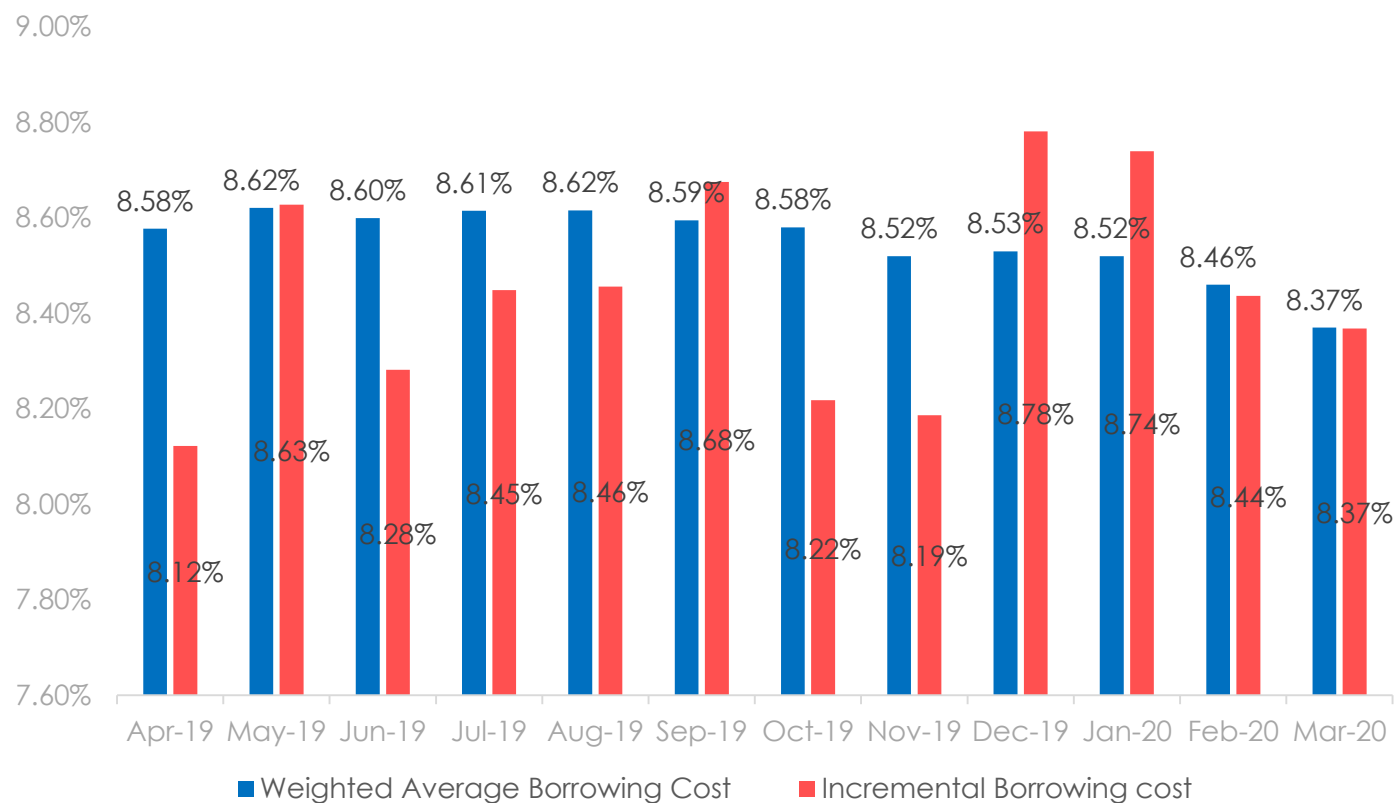
Change in borrowings (net)

Figures in Rs million

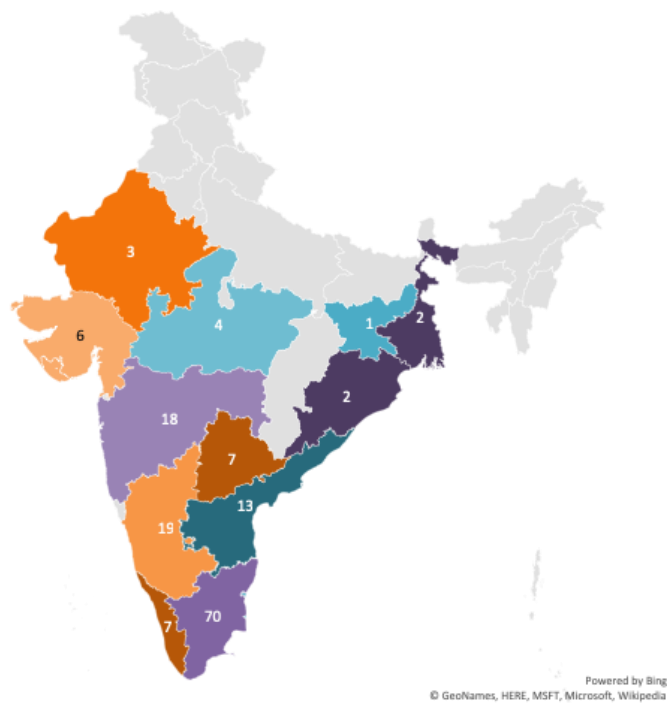


Movement in borrowing cost

Repco Home Finance Limited

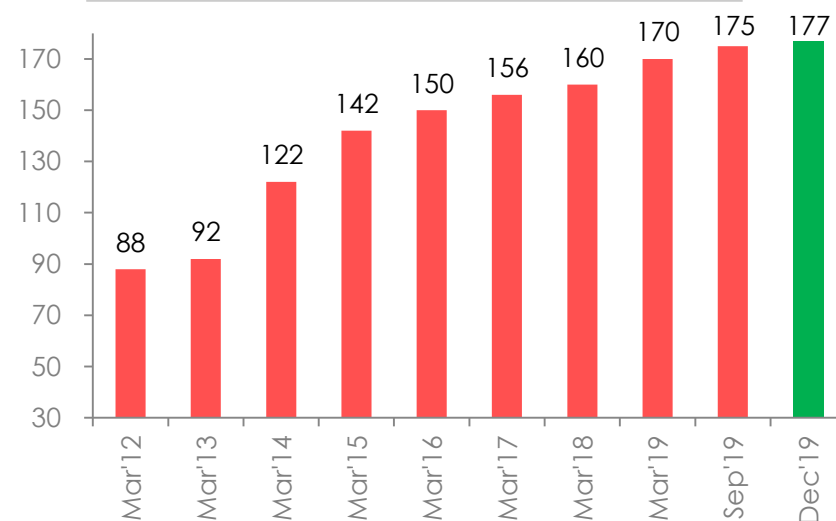


Geographic Presence



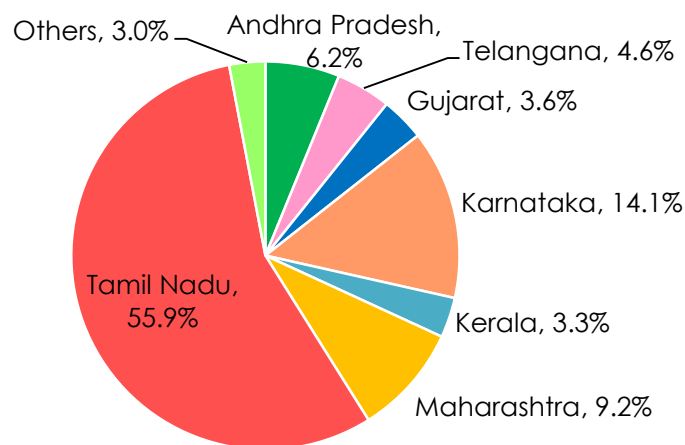
- ◆ Present in 12 states and 1 Union Territory with 153 branches and 24 satellite centers.
- ◆ Plus 2 asset recovery branches.
- ◆ Entered the State of Rajasthan in FY20.
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh & Rajasthan.

Network Expansion



Region-wise loan book

Repco Home Finance Limited



States	Exposure			YoY growth	QoQ growth
	Mar'19	Dec'19	Mar'20		
Andhra Pradesh	6.7%	6.4%	6.2%	0%	-5%
Telangana	4.6%	4.6%	4.6%	6%	3%
Gujarat	3.3%	3.6%	3.6%	18%	13%
Karnataka	13.8%	14.2%	14.1%	10%	7%
Kerala	3.7%	3.4%	3.3%	-3%	-4%
Maharashtra	8.4%	9.0%	9.2%	18%	16%
Tamil Nadu	56.6%	55.8%	55.9%	6%	8%
Others	3.0%	3.0%	3.0%	8%	11%
Total	100%	100%	100%	7%	7%

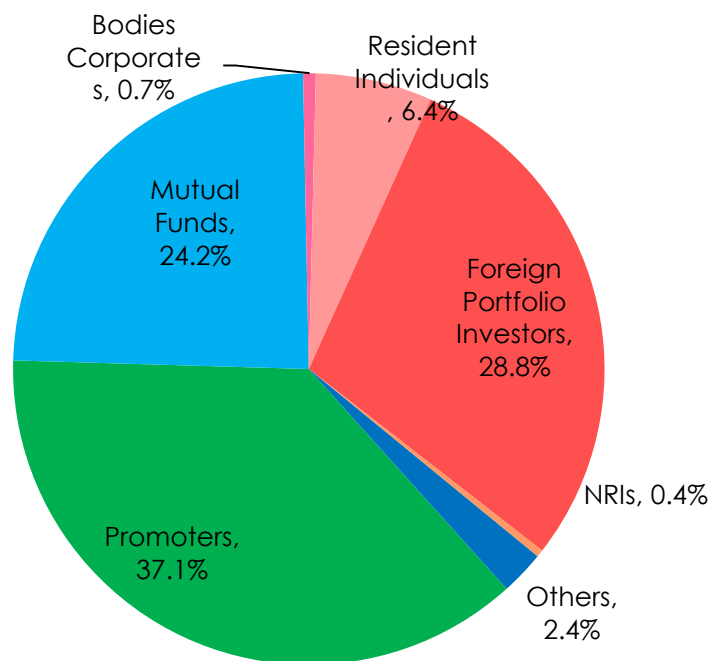
Annualized

Annexure

Shareholding pattern

Repco Home Finance Limited

Outstanding shares – 62.6 mn



Major non-promoter shareholders

	% shareholding
India Capital	7.4%
HDFC Mutual Fund	5.8%
Franklin Templeton Mutual Fund	5.5%
Aditya Birla Mutual Fund	4.6%
DSP Mutual Fund	4.4%
Somerset Fund	3.3%
ICICI Mutual Fund	3.1%
Apax Global	2.1%
SG Jokaland Holdings	1.8%
AB Fund	1.8%
Parvest Equity India	1.0%
Fidelity Funds	1.0%

Profit and loss statement (Standalone)

Repco Home Finance Limited

Figures in Rs million

(Rs. million)	Q4FY20	Q4FY19	YoY (%)	Q3FY20	QOQ (%)	FY20	FY19	YoY (%)
Income:								
Revenue from operations	3,378	3,004	12%	3,320	2%	13,174	11,634	13%
Other income	83	77	8%	91	-9%	337	318	6%
Total Income	3,461	3,081	12%	3,410	1%	13,511	11,952	13%
Expenses:								
Interest and other financial charges	2,062	1,914	8%	2,088	-1%	8,250	7,200	15%
Employee benefit expense	195	170	15%	167	17%	664	585	13%
Depreciation and amortization expense	33	13	147%	35	-7%	129	50	157%
Other expenses	78	93	-16%	73	8%	271	349	-22%
Provisions & write-offs	403	-24	100%	115	249%	594	170	250%
Total Expenses	2,772	2,166	28%	2,477	12%	9,909	8,354	19%
Profit before tax	689	914	-25%	933	-26%	3,602	3,598	0%
Tax expense:								
Current tax	314	228	38%	221	42%	952	1,017	-6%
Deferred Tax	-102	172	-159%	15	-776%	-154	235	-165%
Net Profit/(Loss)	477	515	-7%	697	-32%	2,804	2,346	20%
Other Comprehensive Income	-5	3	-260%	-1	535%	-6	8	-171%
Total Comprehensive Income	471	518	-9%	696	-32%	2,798	2,355	19%

Balance Sheet (Standalone)

Figures in Rs million

(Rs. million)	As on March 31, 2020	As on March 31, 2019
EQUITY AND LIABILITIES:		
Shareholder's Funds	17,869	15,274
Share Capital	626	626
Reserves and Surplus	17,243	14,648
Financial liabilities	1,01,553	93,656
Debt securities	6,802	8,254
Other Borrowings	94,288	84,520
Other financial liabilities	463	882
Non-financial liabilities	517	640
Current tax liabilities (Net)	0	0
Provisions	159	120
Deferred tax liabilities (net)	358	520
Total Liabilities	1,02,071	94,296
Total	1,19,940	1,09,570
ASSETS:		
Financial assets	1,19,442	1,09,318
Cash and cash equivalents	3,243	575
Bank balance	0	1
Loans and advances	1,15,877	1,08,379
Other financial assets	101	143
Investment in associate	220	220
Non-financial assets	498	252
Property, plant and equipment	142	136
Other intangible assets	23	19
Right to use assets	207	0
Other non-financial assets	126	97
Total	1,19,940	1,09,570

Relative performance – Q4FY20

Repco Home Finance Limited

Particulars	Units	Q4FY19	Q4FY20
Sanctions	Rs. mn	9,728	6,321
Disbursements	Rs. mn	8,781	6,020
Net interest income	Rs. mn	1,164	1,379
PAT	Rs. mn	515	477
NIM	%	4.3	4.7
Yield on assets	%	11.4	11.8
Cost of funds	%	8.4	8.3
Spread	%	3.0	3.5
Return on assets	%	1.9	1.6
Return on equity	%	14.1	11.5

Relative performance – FY20

Particulars	Units	FY19	FY20
Sanctions	Rs. mn	33,700	27,578
Disbursements	Rs. mn	30,918	26,269
Net interest income	Rs. mn	4,693	5,205
PAT	Rs. mn	2,346	2,804
NIM	%	4.5	4.6
Yield on assets	%	11.4	11.7
Cost of funds	%	8.3	8.5
Spread	%	3.1	3.1
Return on assets	%	2.2	2.5
Return on equity	%	17.7	18.0

Historical performance at a glance

Repco Home Finance Limited

Particulars	Units	FY15	FY16	FY17	FY18	FY19	FY20	CAGR
Loan Book	Rs Mn	60,129	76,912	89,399	98,568	1,10,368	1,18,261	14%
Home Loans	Rs Mn	48,584	61,683	71,340	80,234	90,060	96,146	15%
Home Equity	Rs Mn	11,545	15,229	18,059	18,334	20,308	22,115	14%
Sanctions	Rs Mn	23,989	30,828	28,758	30,793	33,700	27,578	3%
Disbursements	Rs Mn	21,812	28,512	26,424	28,065	30,918	26,269	4%
Net interest income	Rs Mn	2,373	3,039	3,678	4,583	4,693	5,205	17%
Profit after tax	Rs Mn	1,231	1,501	1,823	2,010	2,346	2,804	18%
Networth	Rs Mn	8,057	9,512	10,866	12,100	14,415	16,707	16%
Debt	Rs Mn	51,044	65,379	75,604	81,370	92,790	1,00,579	15%
Ratios								
Net interest margin	%	4.5	4.4	4.4	4.9	4.5	4.6	
Gross NPA	%	1.3	1.3	2.6	2.9	3.0	4.3	
Return on assets	%	2.3	2.2	2.2	2.1	2.2	2.5	
Return on equity	%	16.1	17.7	18.2	17.5	17.7	18.0	

Repco MFL performance – FY20

Repco Home Finance Limited

Figures in Rs million

Particulars	FY19	FY20	Growth
Total income	1,563	1,921	23%
Net interest income	870	1,054	21%
Profit after tax	453	541	19%
Loans	9,072	10,843	20%
Borrowings	7,451	8,850	19%
Equity	1,664	2,105	26%
Ratios			
NIM	10.8%	10.6%	
Return on assets	5.6%	5.4%	
Return on equity	33.0%	28.7%	
GNPA	0.9%	1.9%	

Repco MFL	Amount
Dividend received during FY20	26
Share of profits	178
Total	204
Cumulative equity investment	220
Return on investment	93%

For any Investor Relations queries, please contact:

Bala S

Repco Home Finance Limited

Phone: +91 44 42106650

Email: bala@repcohome.com

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