



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

RHFL/SE/55/2020-21

February 11, 2021

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

Respected Sir,

Sub: Investor Presentation on financial results for the quarter year ended December 31, 2020

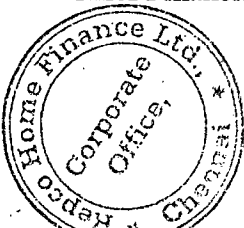
We submit herewith a copy of the presentation on the financial performance of the Company for the quarter year ended December 31, 2020.

This is submitted for your information and records.

Thanking You,

Yours Faithfully,

Chief Financial Officer



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 Q3FY21



◆ **Q3FY21 Performance**

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

◆ **Geographic Presence**

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

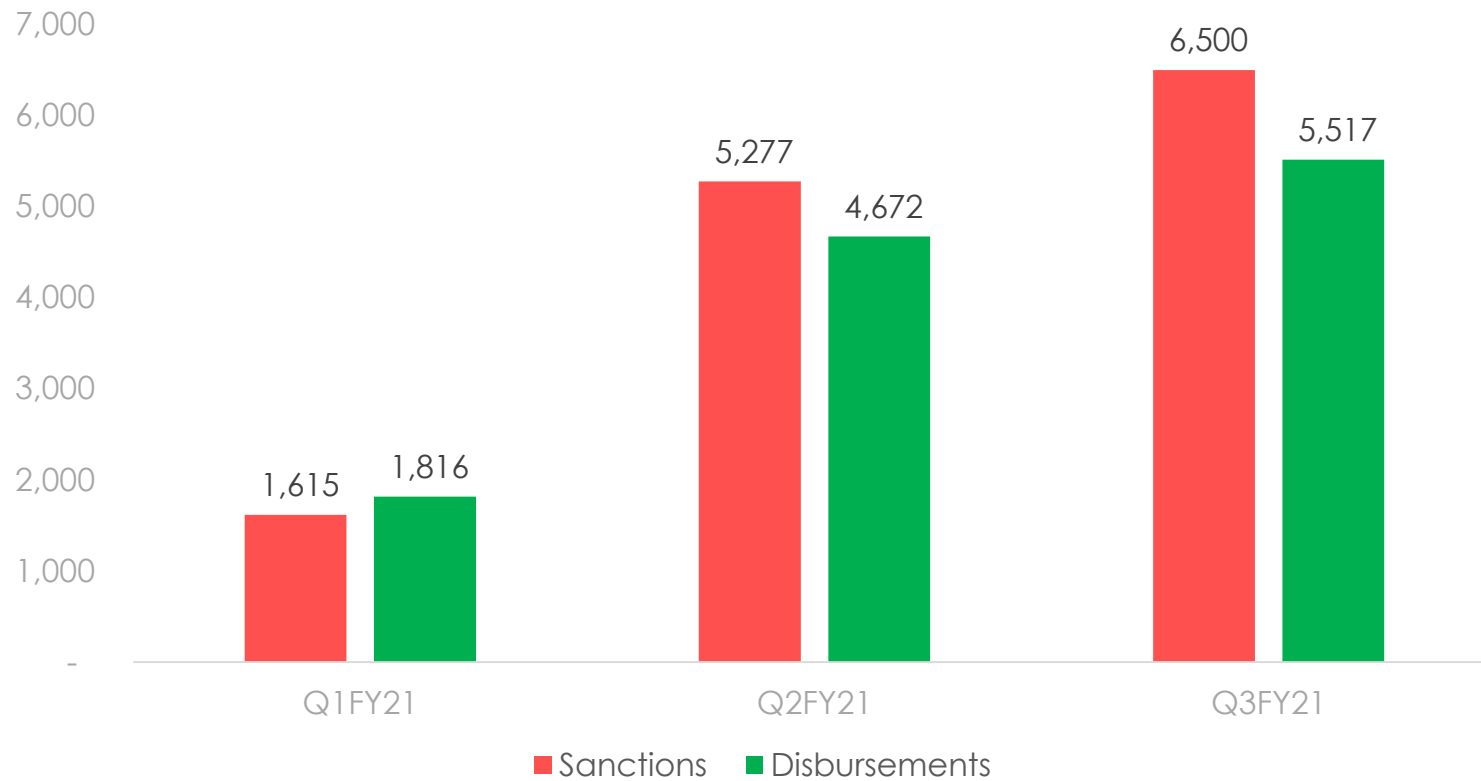
◆ **Annexure**

Q3FY21 Performance

• Loans outstanding (Dec 31, 2020)	Rs. 1,20,588 mn
• Net worth (Dec 31, 2020)	Rs. 18,755 mn
• Tier 1 capital adequacy ratio	27.4% (Provisional)
• Average loan per unit	Rs. 1.5 mn
• Number of live accounts	1,00,830
• Current employee Strength	1,010
• Stage 3 EAD (%) (Dec 31, 2020)	3.3%
• Restructured loan book (%)	0.3%
• ECL provision(%) (Dec 31, 2020)	2.2%

Incremental improvement in business performance

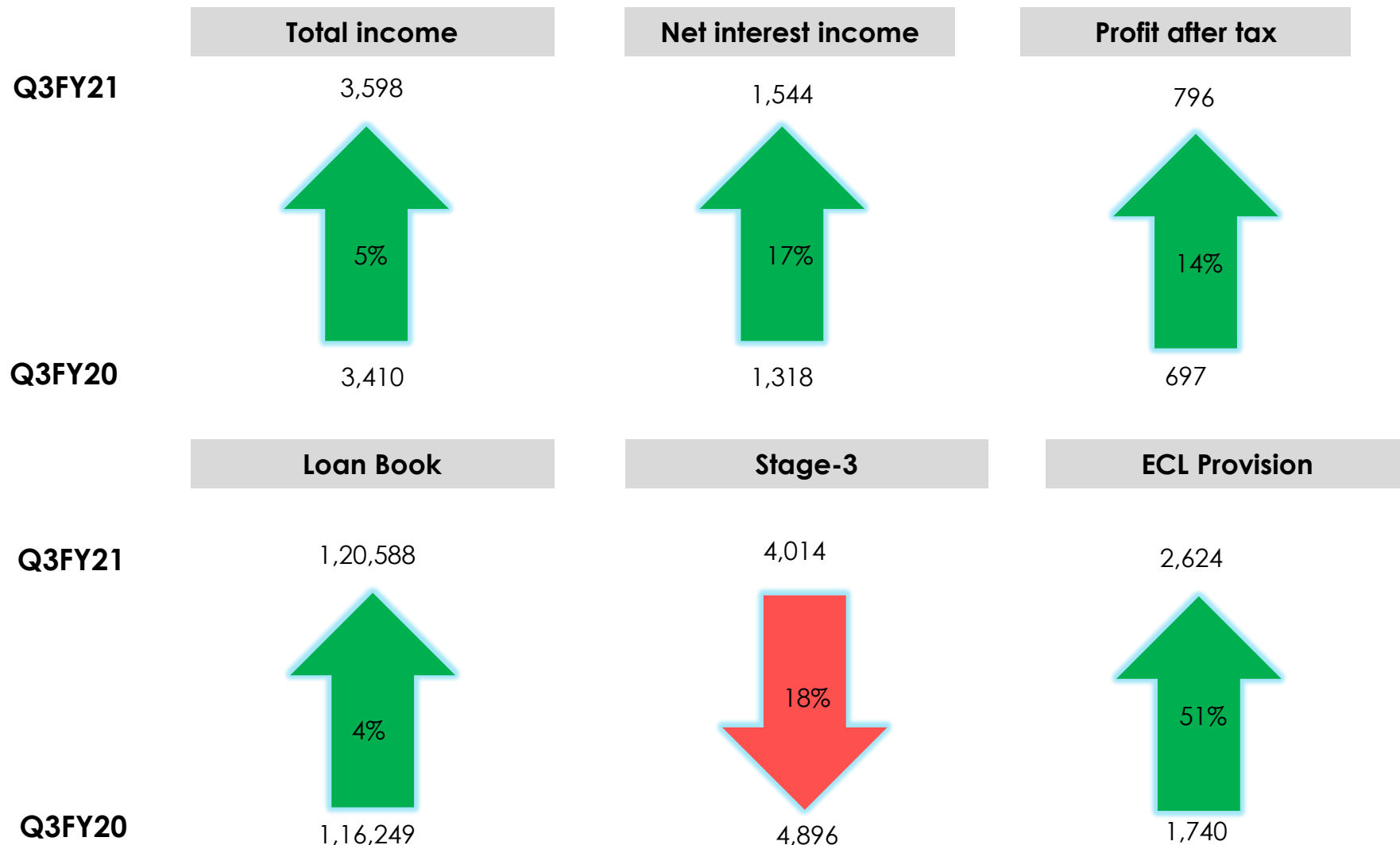
Repco Home Finance Limited



Q3FY21 performance

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Figures in Rs million

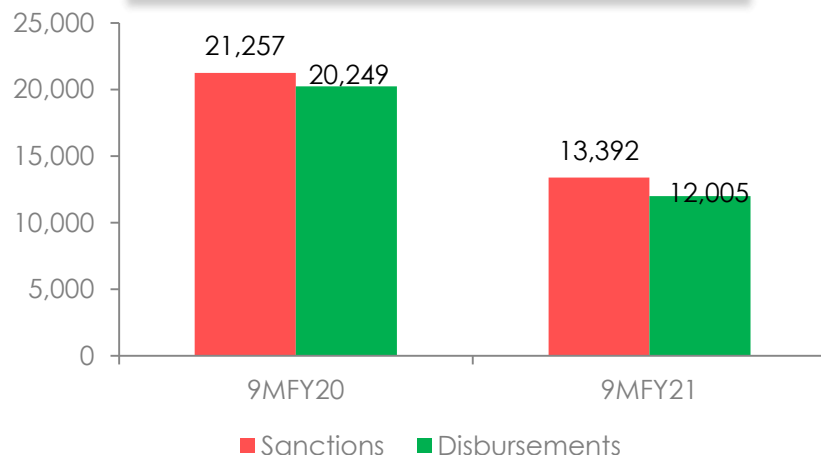


Asset book

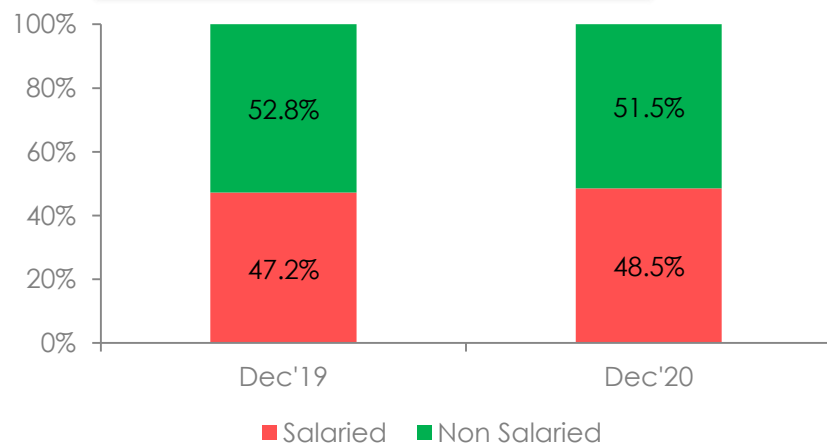
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Figures in Rs million

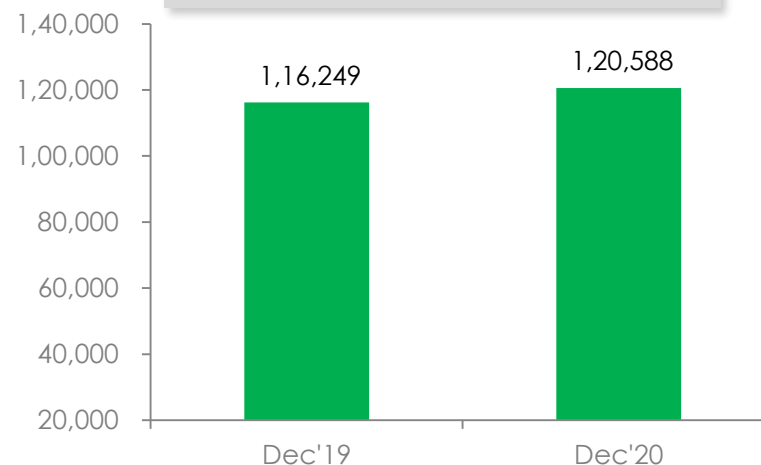
Sanctions and disbursements



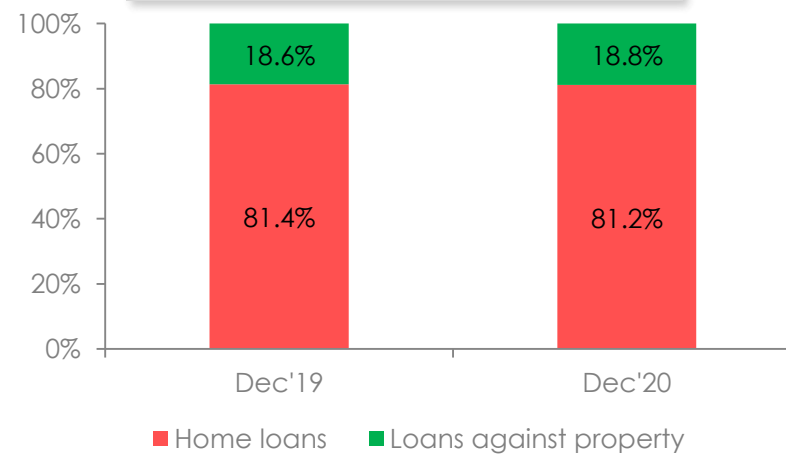
Loan book composition



Loan Book



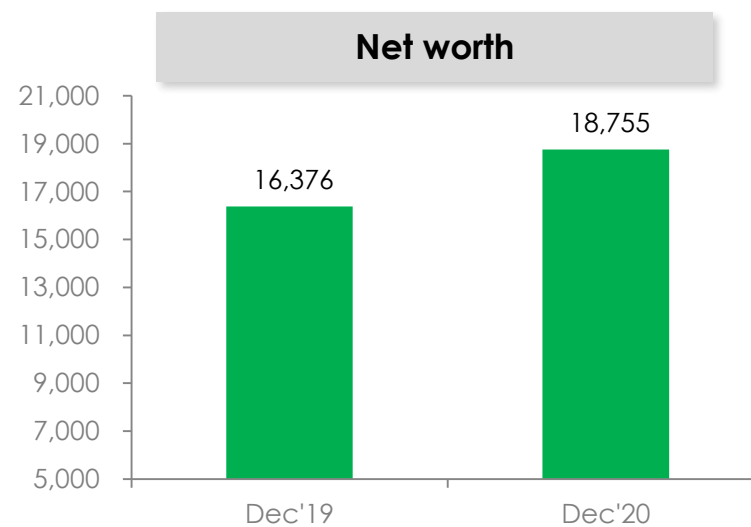
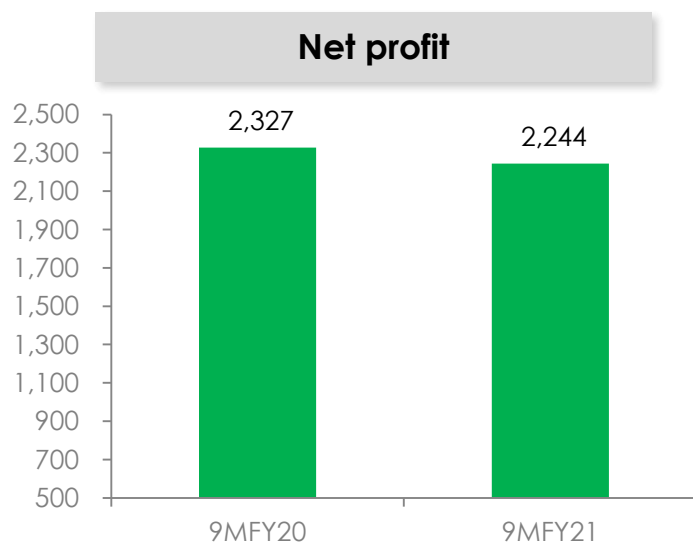
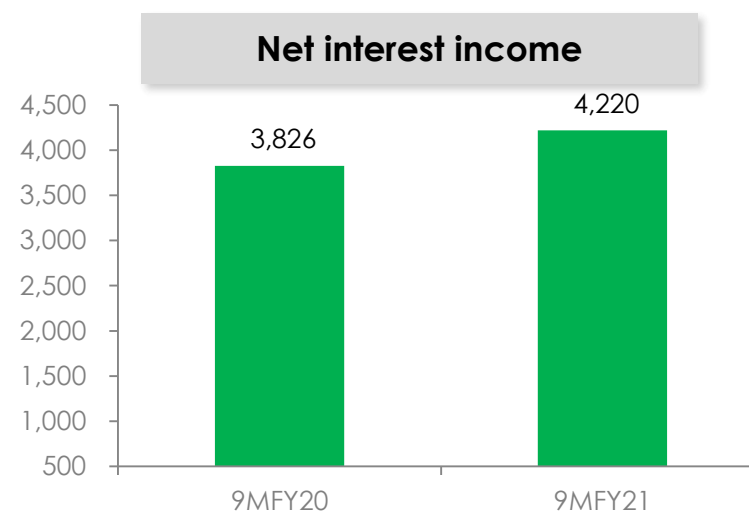
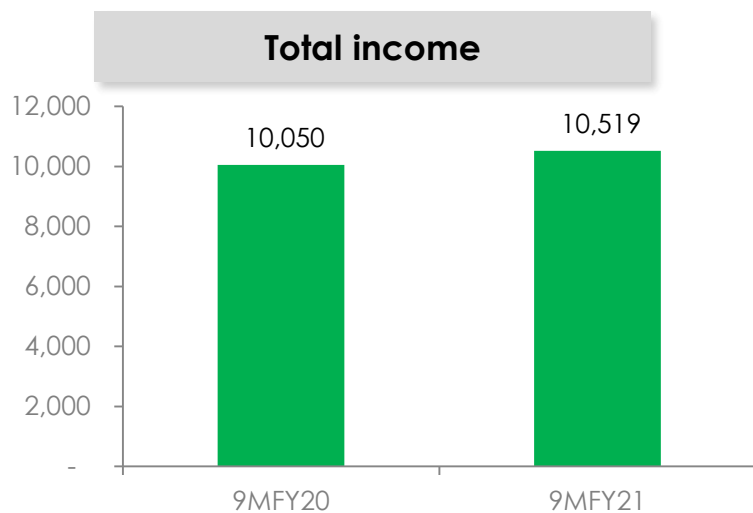
Mix of loan portfolio



Income and earnings growth

Repco Home Finance Limited

Figures in Rs million

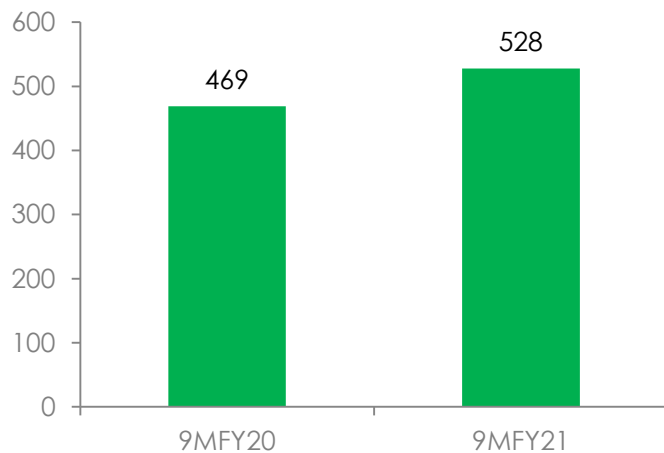


Operating cost

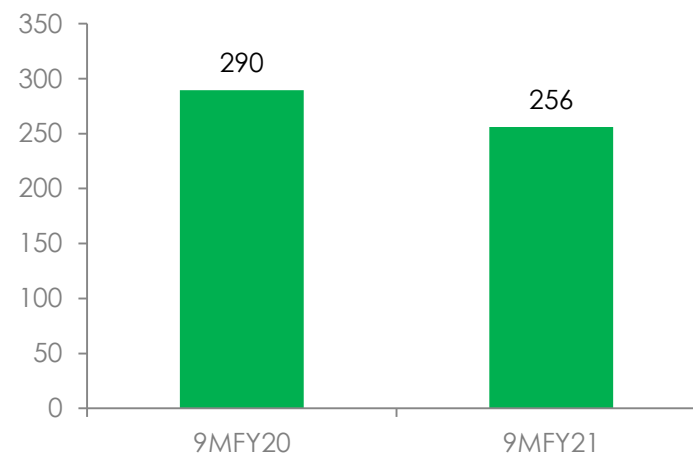
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Figures in Rs million

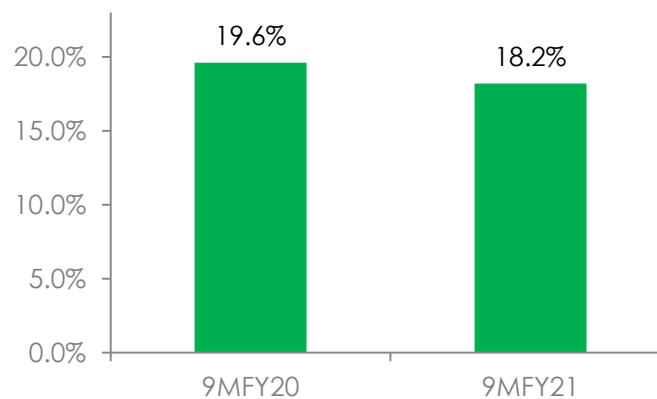
Employee cost



Other opex



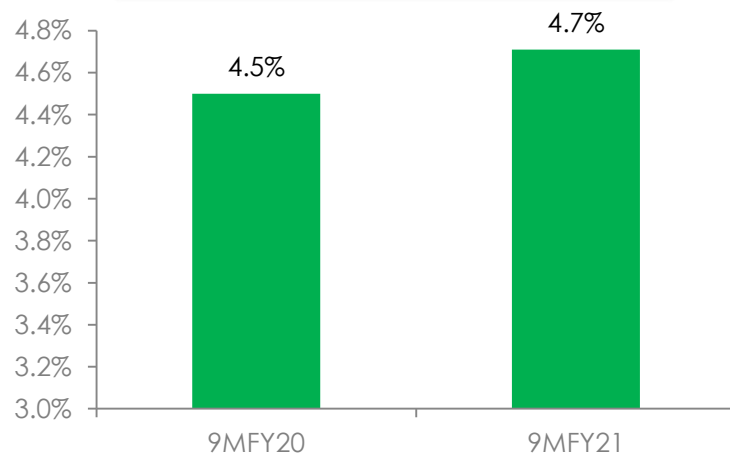
Cost to income ratio



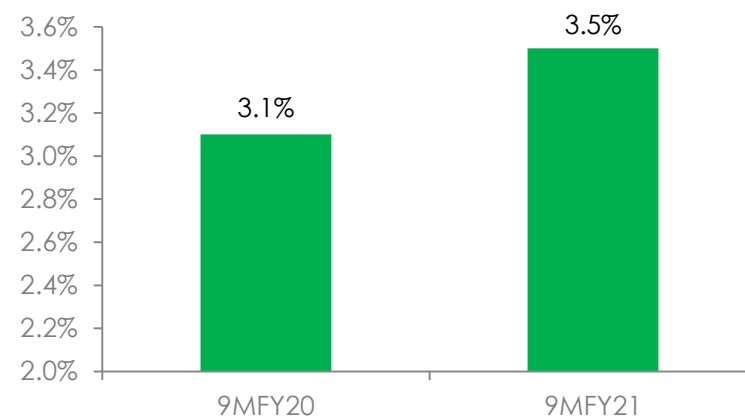
Profitability ratios

Repco Home Finance Limited

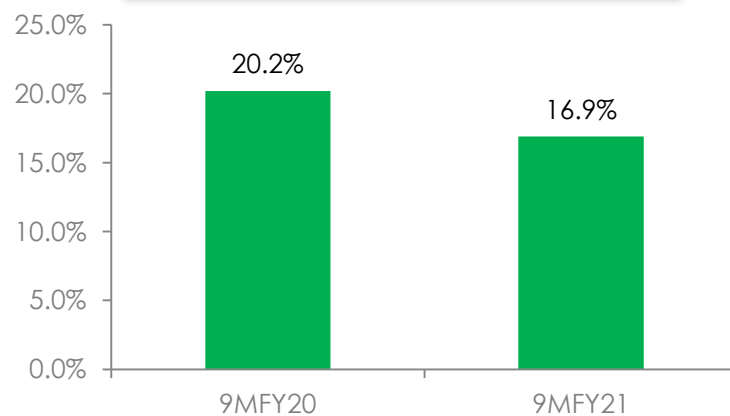
Net interest margin



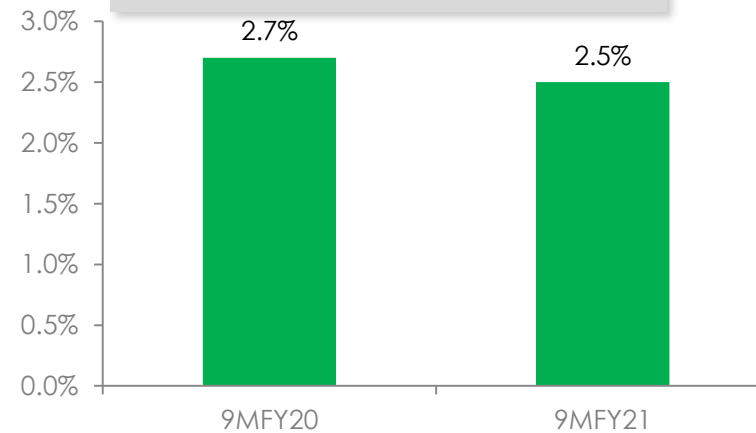
Spread

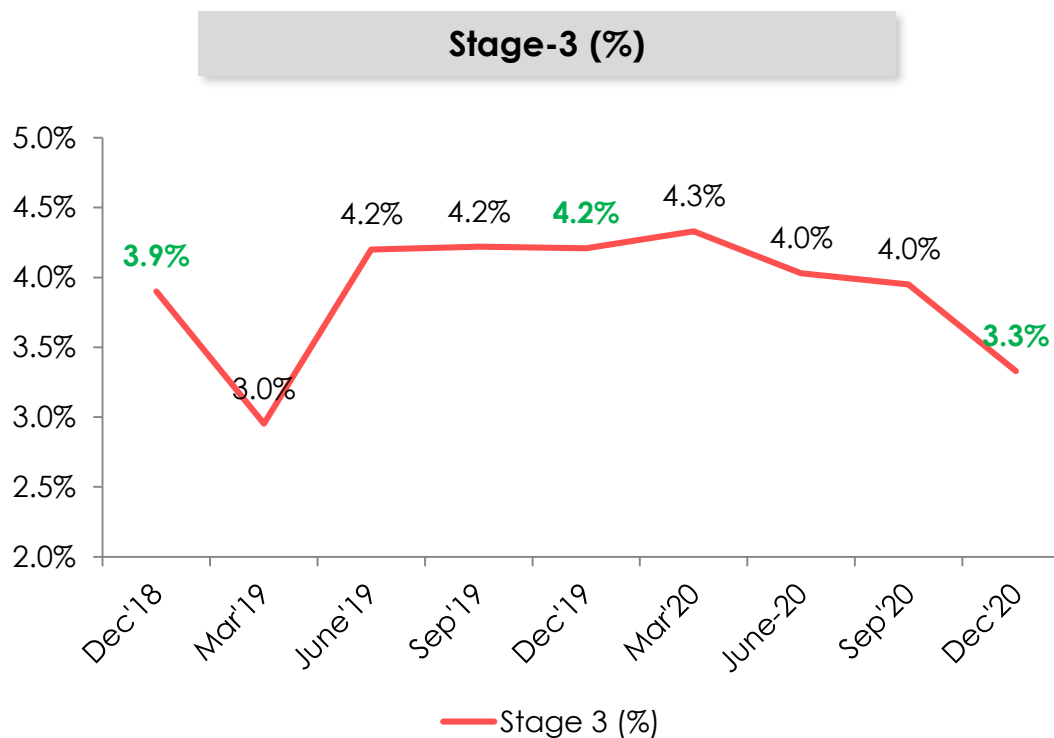


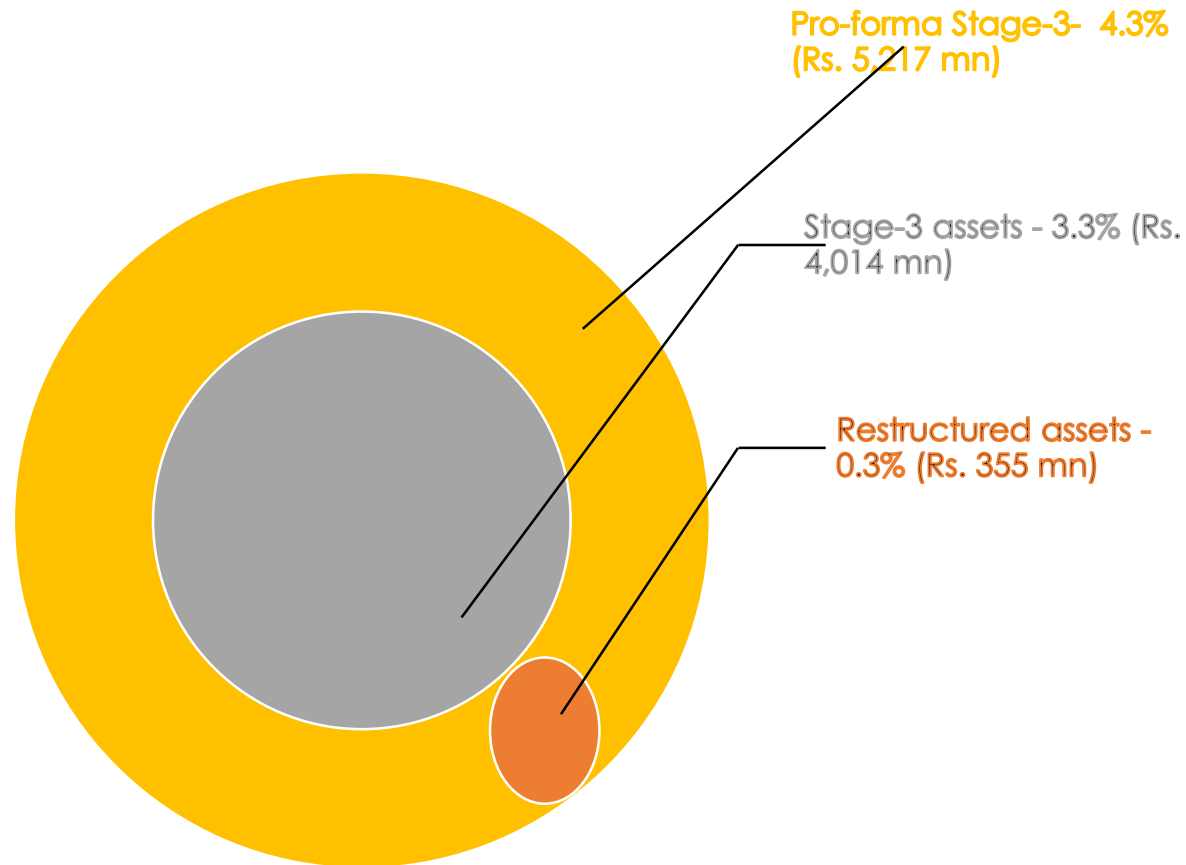
Return on equity



Return on assets





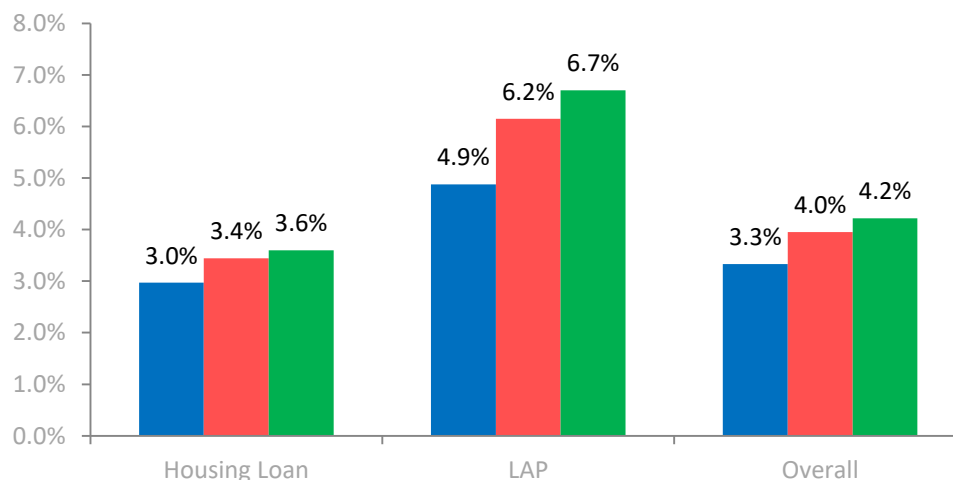


Note –

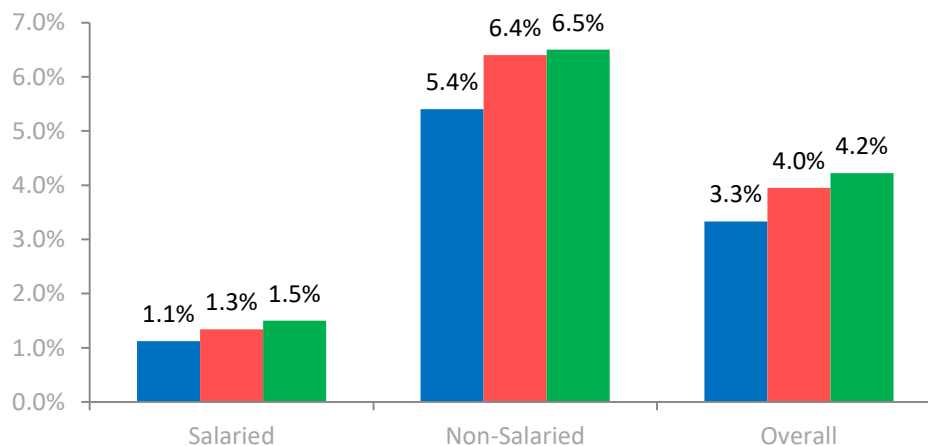
1. Restructured loan assets, which are part of the aforementioned Pro-forma Stage-3, carry a total ECL provision of Rs.106 mn.
2. Pro-forma Stage-3 assets net of Stage-3 (totaling to Rs. 1,203 mn) carry a total ECL provision of Rs. 308 mn.

Product mix / Occupation wise asset quality

Repco Home Finance Limited



■ Dec'20 ■ Sep'20 ■ Dec'19



■ Dec'20 ■ Sep'20 ■ Dec'19

ECL Provisioning

Repco Home Finance Limited

Figures in Rs million

	Dec'19	Sep'20	Dec'20
Gross Stage 3	4,896	4,779	4,014
% portfolio in Stage 3	4.21%	3.95%	3.33%
ECL provision - Stage 3	1,399	1,978	1,779
Net - Stage 3	3,497	2,801	2,234
Coverage ratio - Stage 3	29%	41%	44%

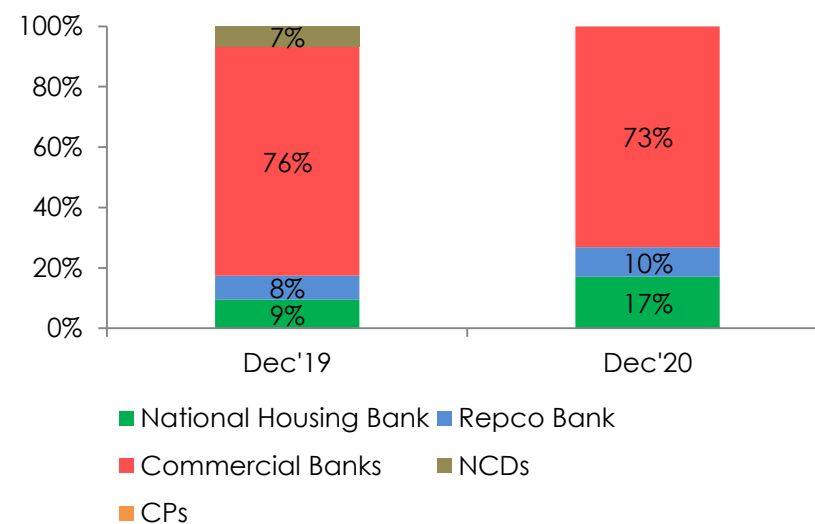
Gross Stage 1 & 2	1,11,353	1,16,113	1,16,574
% portfolio in Stage 1 & 2	95.8%	96.1%	96.7%
ECL provision % - Overall	1.5%	2.0%	2.2%
Total ECL provision to Stage-3 coverage ratio	42%	57%	70%

Borrowing profile

Repco Home Finance Limited

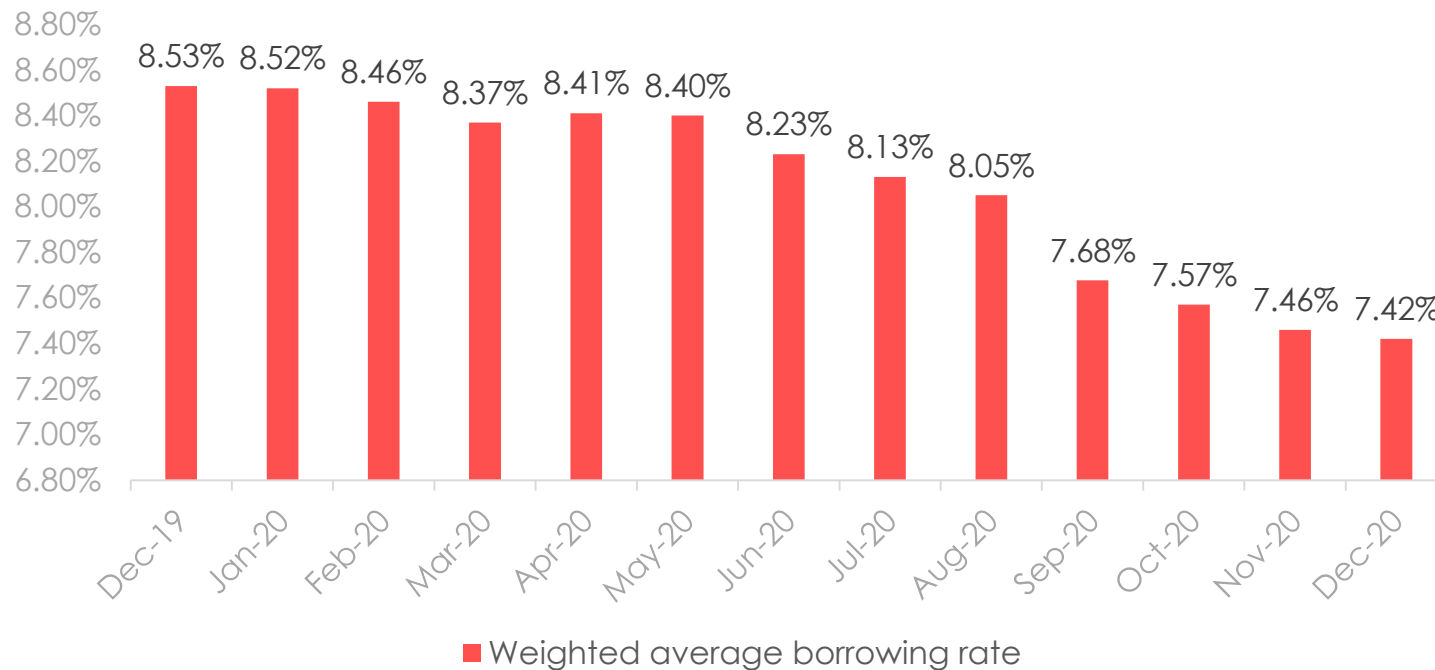
Figures in Rs million

Source (Rs mn)	Average cost	Dec'19	Dec'20	% change
National Housing Bank	6.10%	9,248	17,569	90%
Repco Bank	8.20%	7,814	9,986	28%
Commercial Banks	7.62%	74,297	75,155	1%
NCDs	8.05%	6,520	0	-100%
Commercial Papers	5.10%	0	0	0%
Total	7.42%	97,878	1,02,710	5%



Movement in borrowing cost

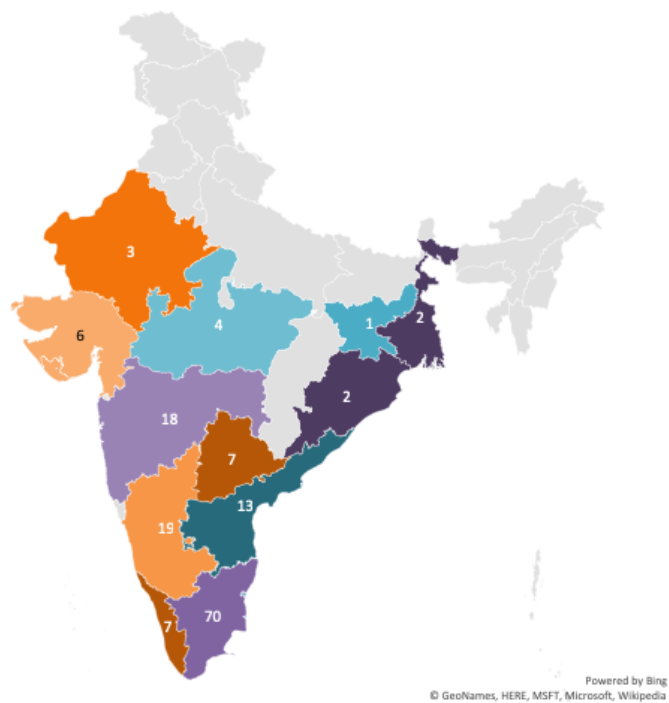
Repco Home Finance Limited



Note - Finance expense for a reporting quarter consists of borrowing cost and other loan related charges.

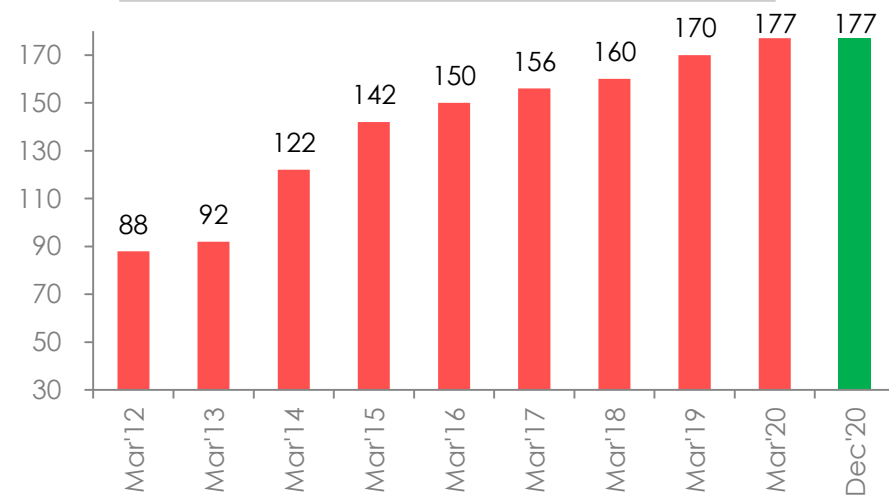
Geographic Presence

Footprint



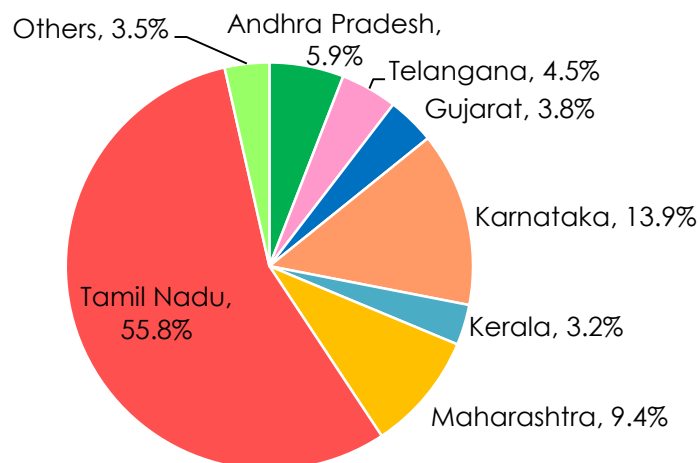
- ◆ Present in 12 states and 1 Union Territory with 153 branches and 24 satellite centers.
- ◆ Plus 2 asset recovery branches.
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh & Rajasthan.

Network Expansion



Region-wise loan book

Repco Home Finance Limited



States	Exposure			YoY growth	QoQ growth
	Dec'19	Sep'20	Dec'20		
Andhra Pradesh	6.4%	6.0%	5.9%	-4%	-8%
Telangana	4.6%	4.6%	4.5%	1%	-6%
Gujarat	3.6%	3.7%	3.8%	10%	8%
Karnataka	14.2%	14.1%	13.9%	2%	-7%
Kerala	3.4%	3.3%	3.2%	-3%	-11%
Maharashtra	9.0%	9.3%	9.4%	8%	3%
Tamil Nadu	55.8%	55.7%	55.8%	4%	-1%
Others	3.0%	3.3%	3.5%	24%	31%
Total	100%	100%	100%	4%	-1%

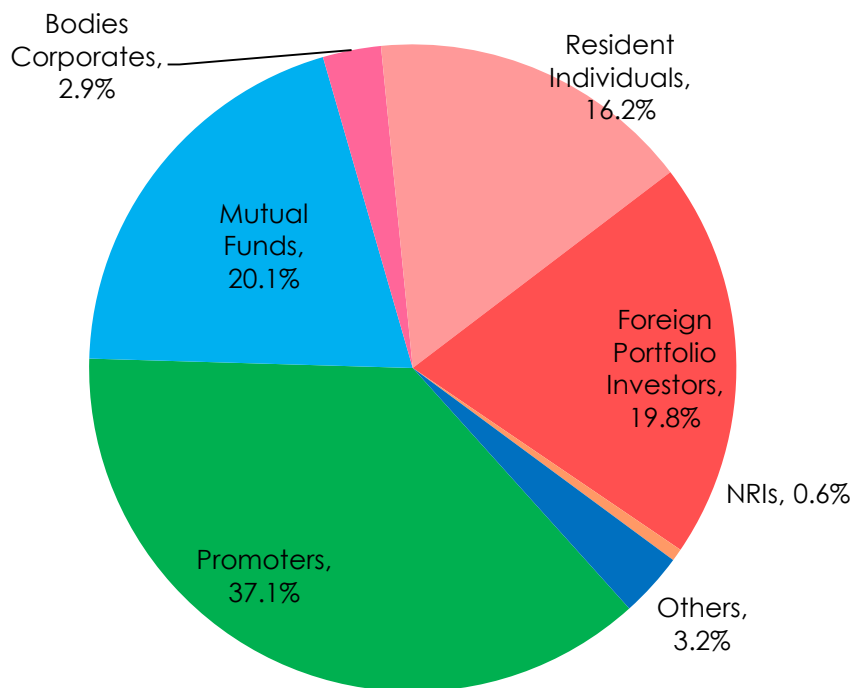
Annualized

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%
Fidelity Funds	4.5%
DSP Mutual Fund	4.4%
Somerset Emerging Markets Fund	3.5%
ICICI Prudential Mutual Fund	2.4%
Apax Global	2.1%
Reliance AIF	2.0%
SG Jokaland Holdings	1.8%
AB Funds	1.4%
BNP Paribas Mutual Fund	1.0%

Profit and loss statement

Figures in Rs million

(Rs. million)	Q3FY21	Q3FY20	YoY (%)	Q2FY21	QOQ (%)	9MFY21	9MFY20	YoY (%)
Income:								
Revenue from operations	3,546	3,400	4%	3,480	2%	10,403	9,999	4%
Other income	51	10	414%	23	128%	116	51	126%
Total Income	3,598	3,410	5%	3,502	3%	10,519	10,050	5%
Expenses:								
Interest and other financial charges	2,024	2,088	-3%	2,090	-3%	6,218	6,188	0%
Employee benefit expense	186	166	11%	174	7%	528	469	13%
Depreciation and amortization expense	27	35	-23%	34	-22%	96	97	0%
Other expenses	79	73	9%	49	61%	160	193	-17%
Provisions & write-offs	222	115	92%	72	207%	515	191	169%
Total Expenses	2,537	2,477	2%	2,419	5%	7,517	7,138	5%
Profit before tax	1,061	933	14%	1,083	-2%	3,002	2,912	3%
Tax expense:								
Current tax	253	221	14%	238	6%	705	638	10%
Deferred Tax	12	15	-21%	37	-68%	54	-52	-203%
Net Profit/(Loss)	796	697	14%	808	-1%	2,244	2,327	-4%
Other Comprehensive Income	-2	-2	-5%	-2	0%	-1	-1	42%
Total Comprehensive Income	794	695	14%	806	-1%	2,243	2,326	-4%

Relative performance – Q3FY21

Repco Home Finance Limited

Particulars	Units	Q3FY20	Q3FY21
Sanctions	Rs. mn	7,331	6,500
Disbursements	Rs. mn	6,557	5,517
Net interest income	Rs. mn	1,318	1,544
PAT	Rs. mn	697	796
NIM	%	4.6	5.1
Yield on assets	%	11.8	11.7
Cost of funds	%	8.4	7.9
Spread	%	3.3	3.9
Return on assets	%	2.4	2.6
Return on equity	%	17.3	17.3

Relative performance – 9MFY21

Repco Home Finance Limited

Particulars	Units	9MFY20	9MFY21
Sanctions	Rs. mn	21,257	13,392
Disbursements	Rs. mn	20,249	12,005
Net interest income	Rs. mn	3,826	4,220
PAT	Rs. mn	2,327	2,244
NIM	%	4.5	4.7
Yield on assets	%	11.8	11.6
Cost of funds	%	8.7	8.2
Spread	%	3.1	3.5
Return on assets	%	2.7	2.5
Return on equity	%	20.2	16.9

For any Investor Relations queries, please contact:

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