



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

**RHFL/SE/23/2020-21**

**September 04, 2020**

The BSE Ltd,  
Phiroze Jeejeebhoy Towers,  
26<sup>th</sup> 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: Investor Presentation on financial results for the Quarter ended 30 June 2020**

We submit herewith a copy of the presentation on the financial performance of the Company for the quarter ended 30 June 2020.

This is submitted for your information and records.

Thanking You,

Yours Faithfully,

  
Company Secretary

**REPCO HOME FINANCE LIMITED**

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



# Earnings Presentation Q1FY21



## ◆ Q1FY21 Performance

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

## ◆ Geographic Presence

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

## ◆ Annexure

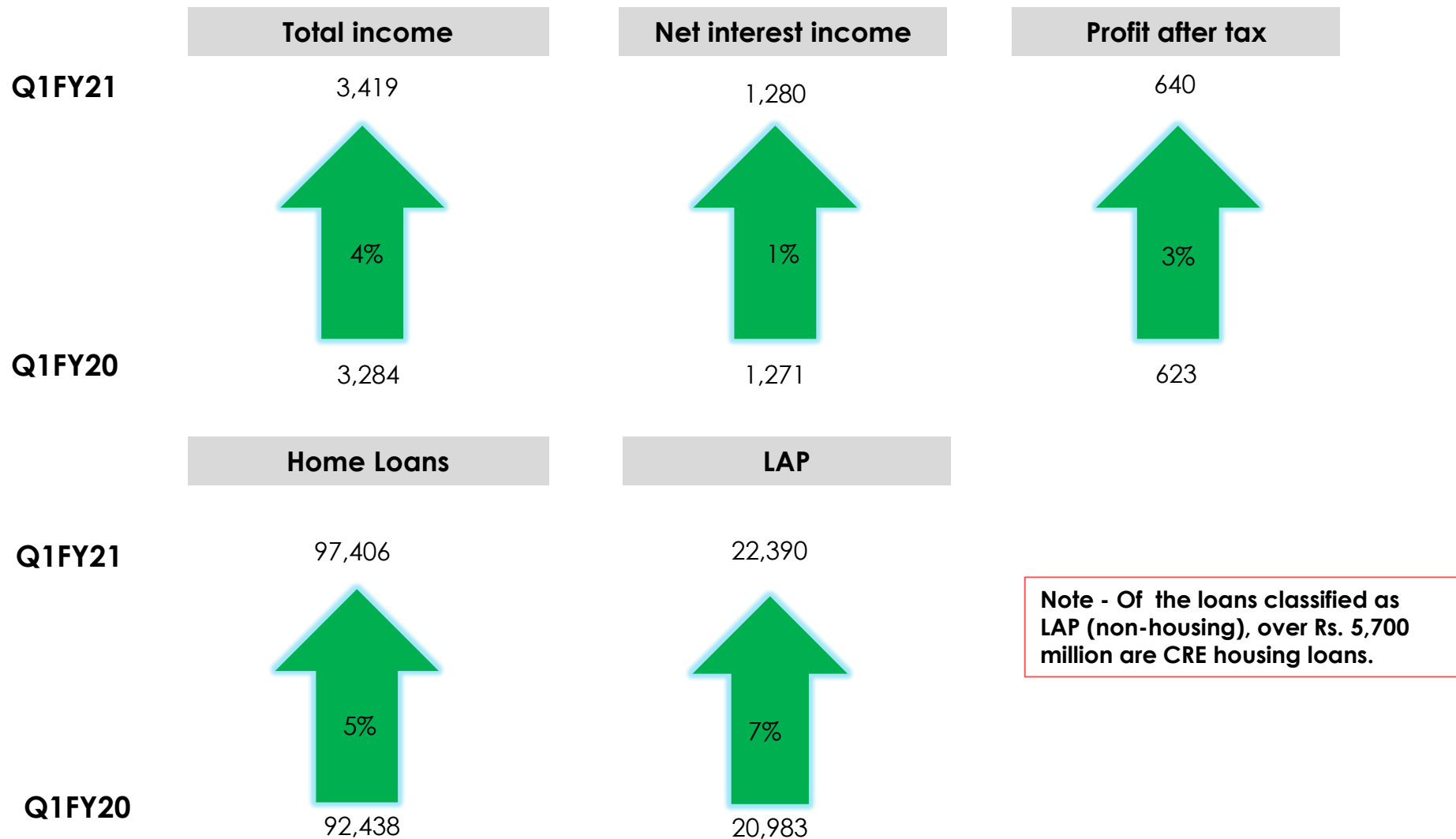
# Q1FY21 Performance

• Loans outstanding (June 30, 2020)	Rs. 1,19,795 mn
• Net worth (June 30, 2020)	Rs. 17,340 mn
• Tier 1 capital adequacy ratio	26.2% (Provisional)
• Average loan per unit	Rs. 1.5 mn
• Number of live accounts	99,425
• Current employee Strength	997
• Stage 3 EAD (%) (June 30, 2020)	4.0%
• ECL provision(%) (June 30, 2020)	2.0%

# Q1FY21 performance

Repco Home Finance Limited

Figures in Rs million



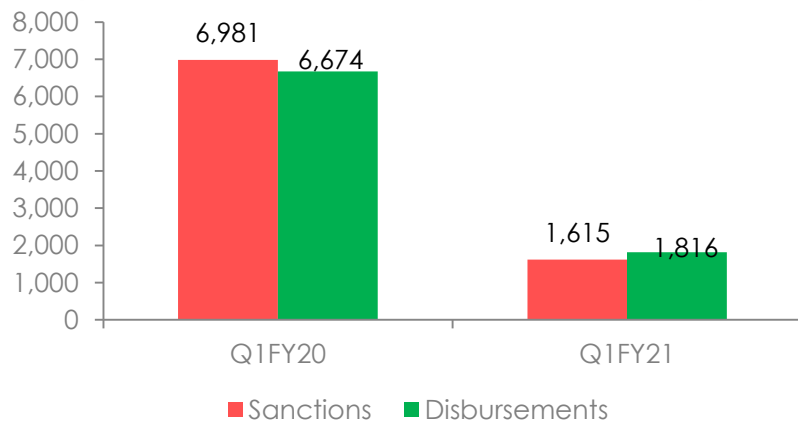
Note - Of the loans classified as LAP (non-housing), over Rs. 5,700 million are CRE housing loans.

# Asset book

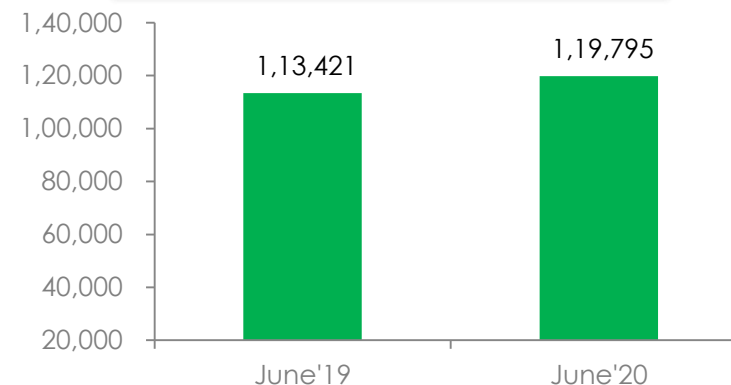
Repco Home Finance Limited

Figures in Rs million

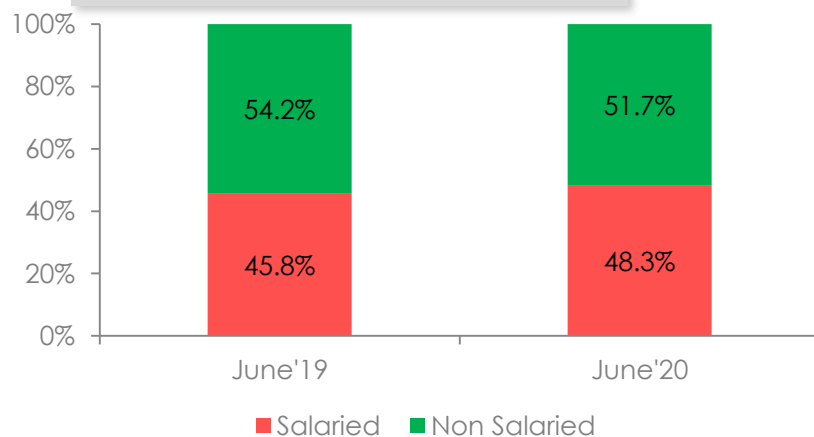
## Sanctions and disbursements



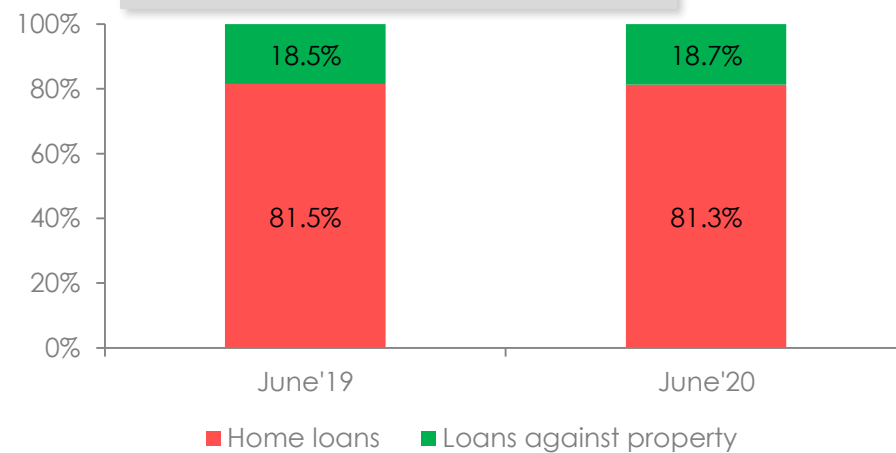
## Loan Book



## Loan book composition



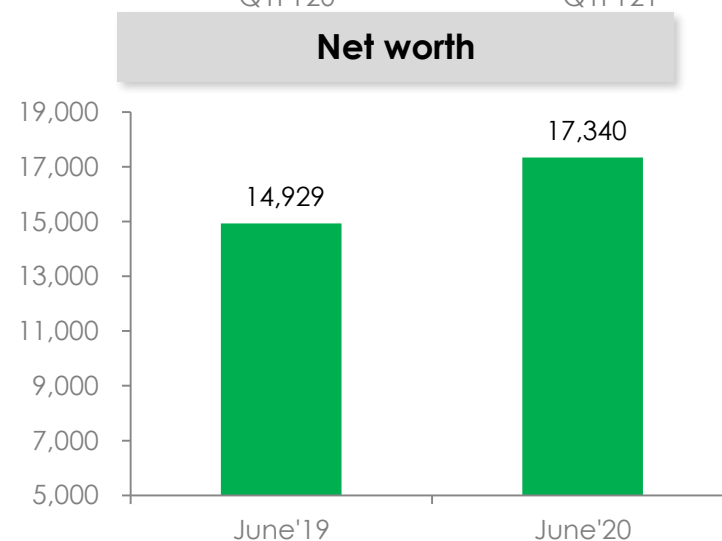
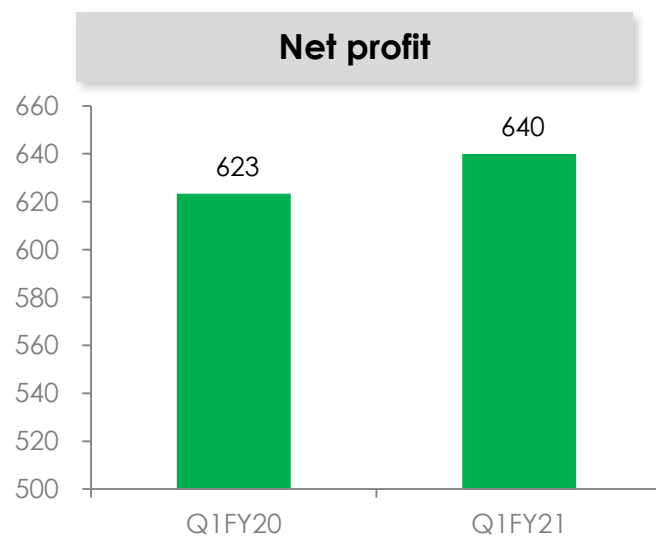
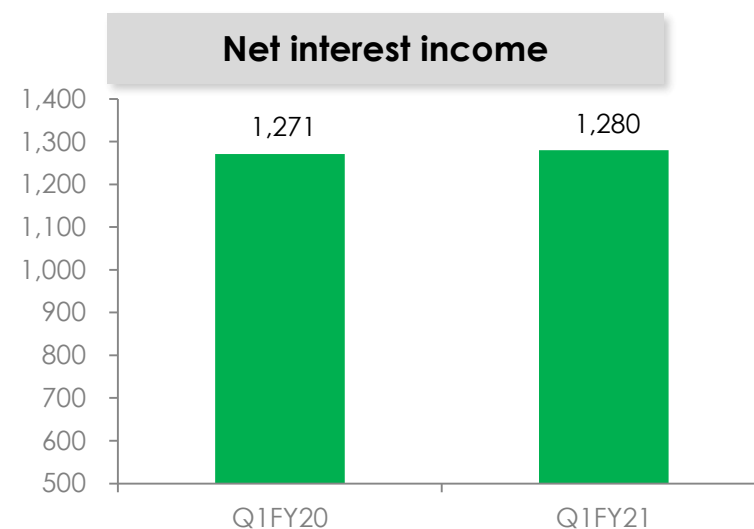
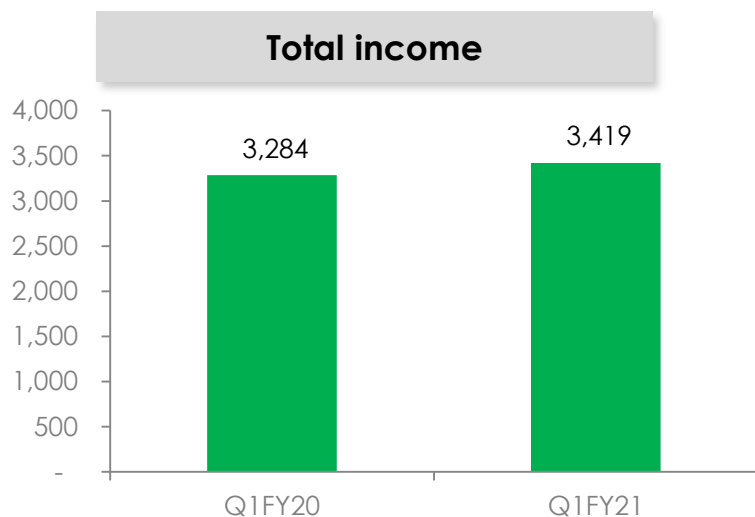
## Mix of loan portfolio



# Income and earnings growth

Repco Home Finance Limited

Figures in Rs million

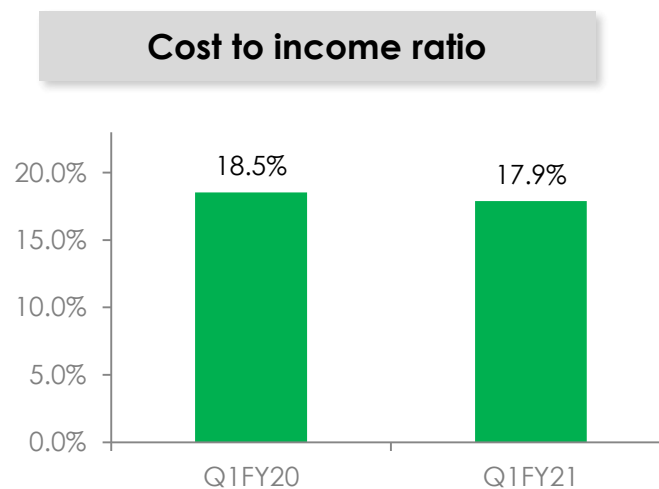
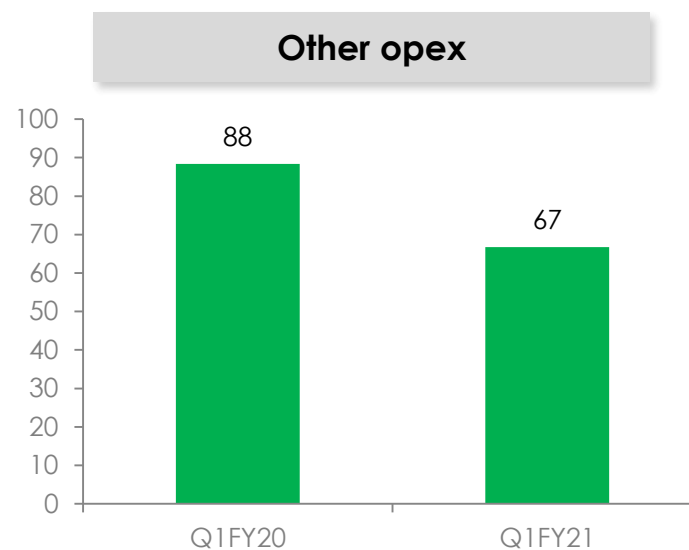
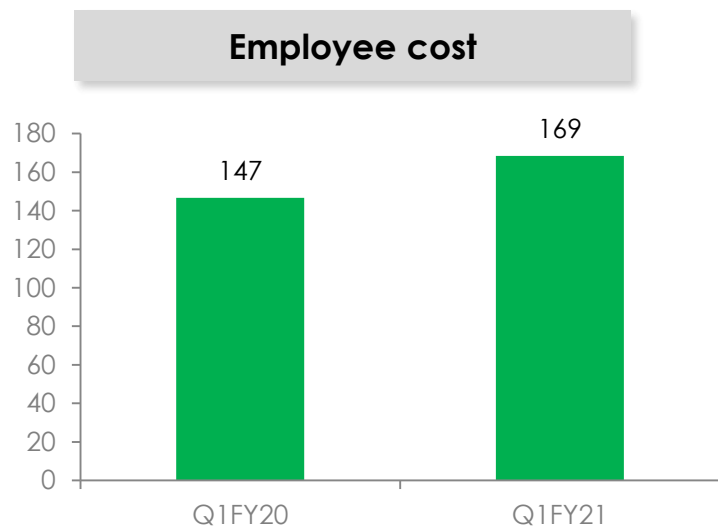




# Operating cost

Repco Home Finance Limited

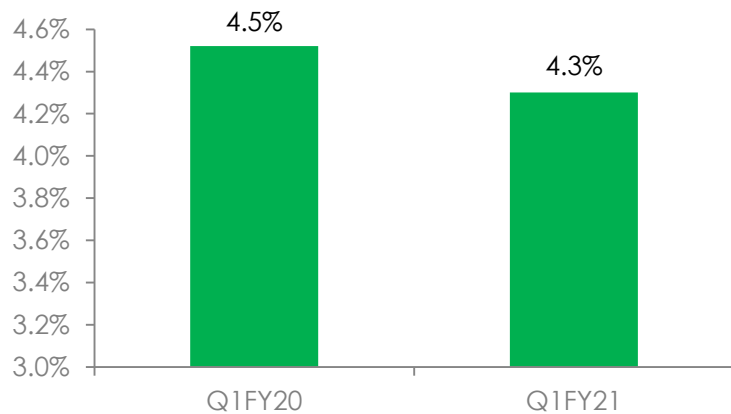
Figures in Rs million



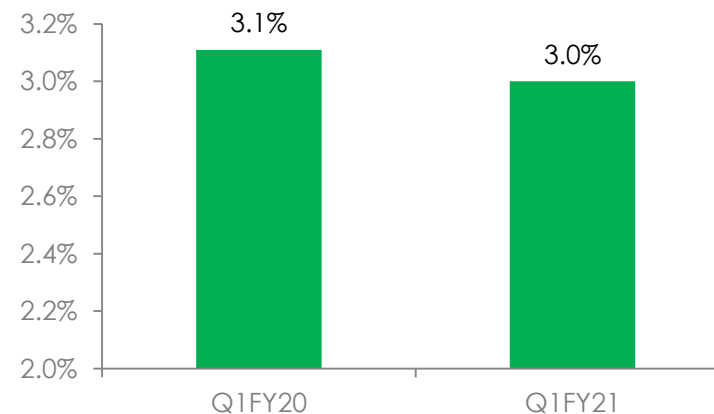
# Profitability ratios

Repco Home Finance Limited

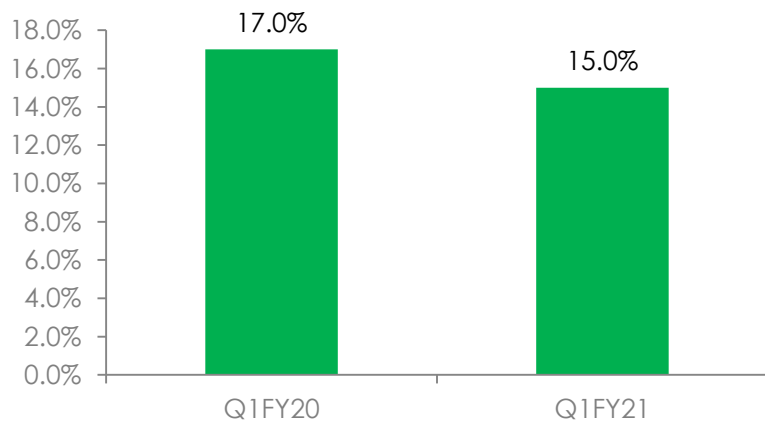
**Net interest margin**



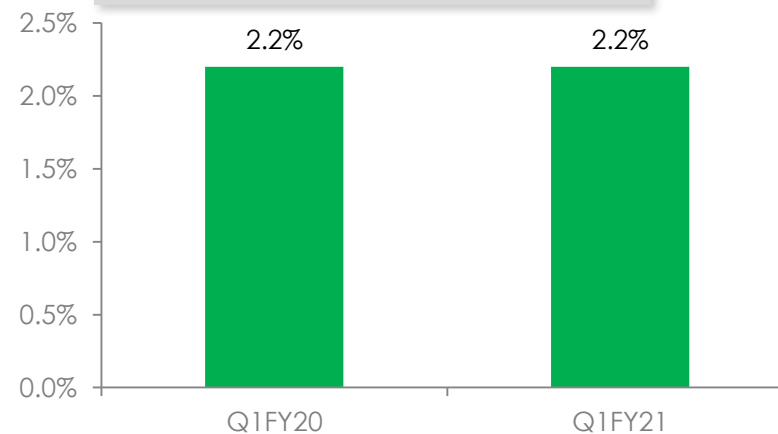
**Spread**



**Return on equity**



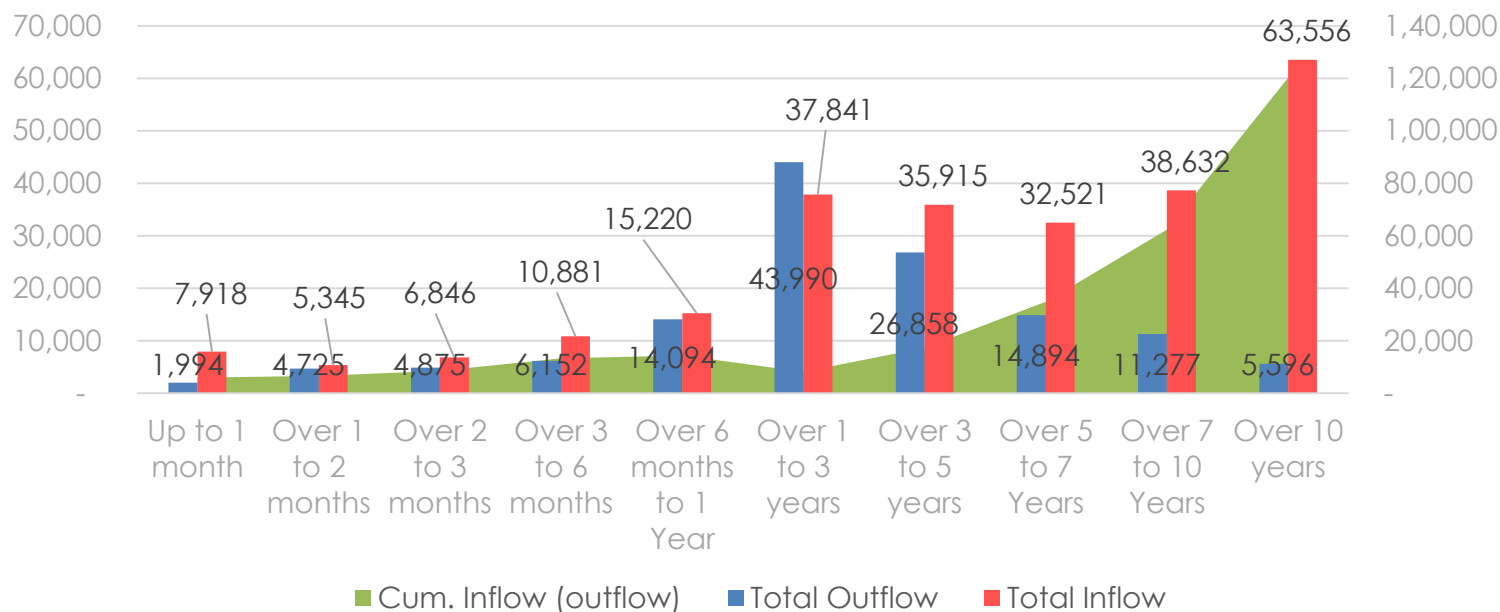
**Return on assets**



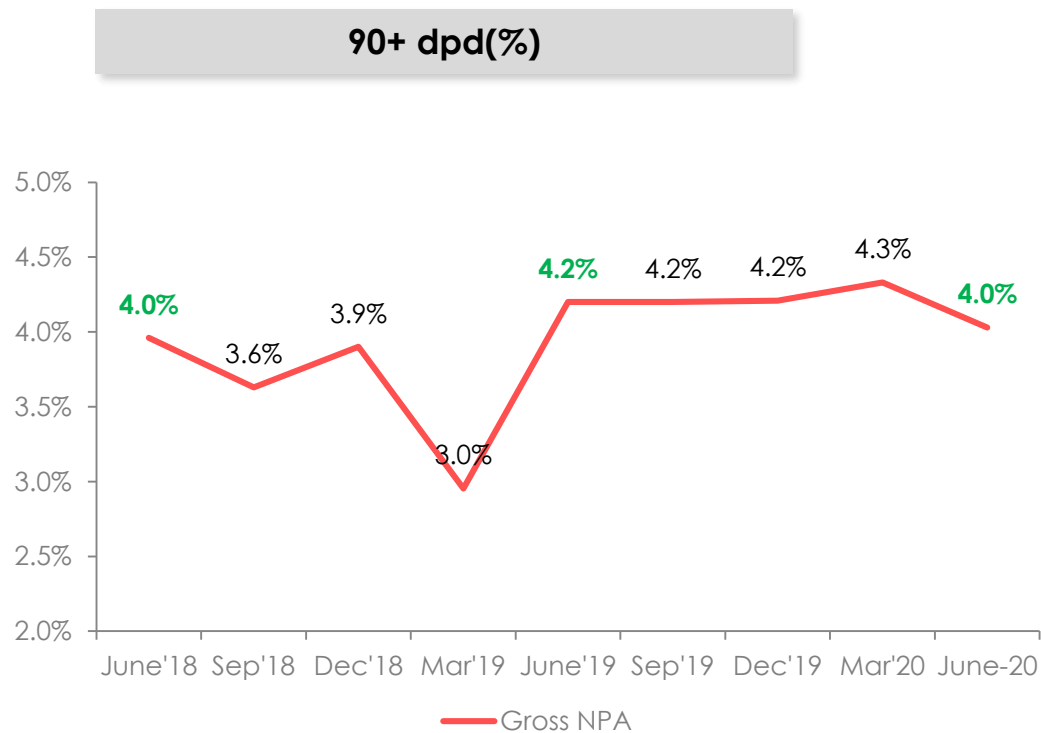
# Asset liability management (June 30, 2020)

Repco Home Finance Limited

Figures in Rs million

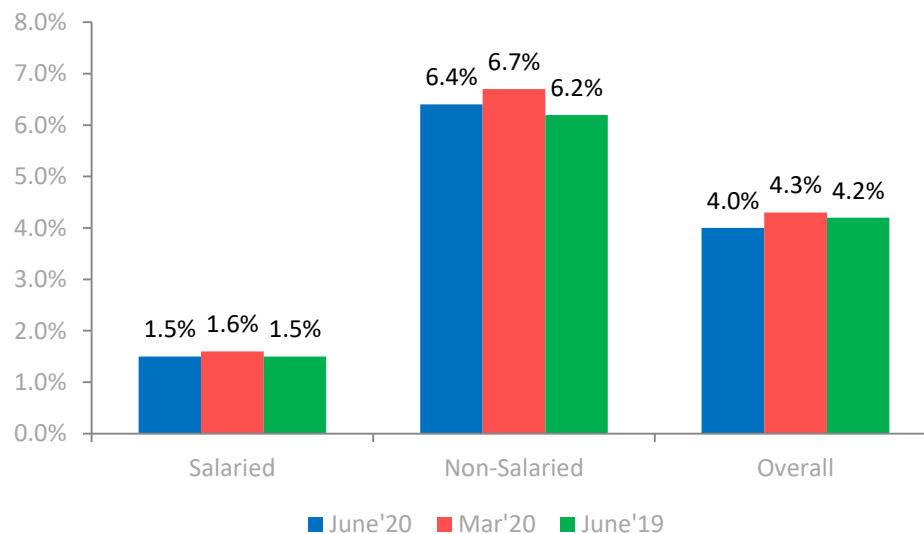
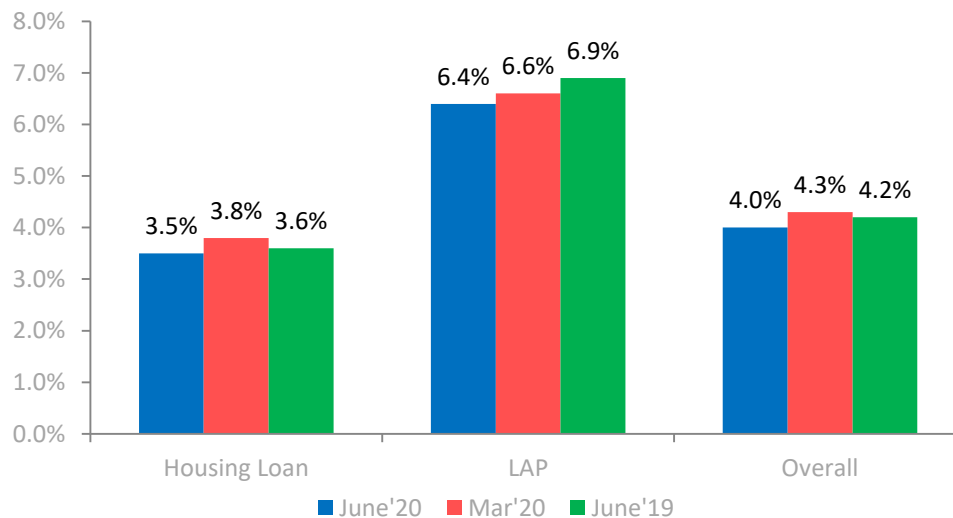


- **Note 1 - Total unutilized line of credit on June 30, 2020 stood at Rs. 28,838 million.**
- **Note 2- Prepayments assumed to be Rs. 350 million per month, which is significantly lower than historical and most recent trends.**
- **Note 3 – No prepayment cash flows assumed in any of the 1+ year buckets.**



# Product mix / Occupation wise asset quality

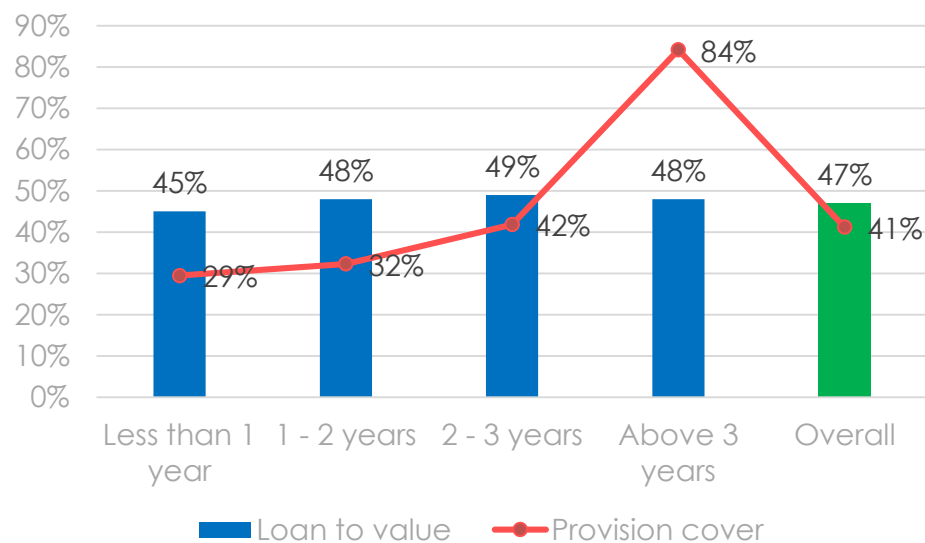
Repco Home Finance Limited



# Stage 3 – ageing wise LTV & provision cover (June'20)

Figures in Rs million

Stage 3 ageing	At origination avg LTV	Loans	Provision cover
Less than 1 year	45%	1,932	29%
1 - 2 years	48%	1,204	32%
2 - 3 years	49%	931	42%
Above 3 years	48%	765	84%
<b>Overall</b>	<b>47%</b>	<b>4,832</b>	<b>41%</b>



# ECL Provisioning

Repco Home Finance Limited

Figures in Rs million

	June'19	Mar'20	June'20
<b>Gross Stage 3</b>	4,812	5,117	4,832
<b>% portfolio in Stage 3</b>	<b>4.24%</b>	<b>4.33%</b>	<b>4.03%</b>
<b>ECL provision - Stage 3</b>	1,469	1,830	1,992
<b>Net - Stage 3</b>	3,343	3,287	2,839
<b>Coverage ratio - Stage 3</b>	<b>31%</b>	<b>36%</b>	<b>41%</b>

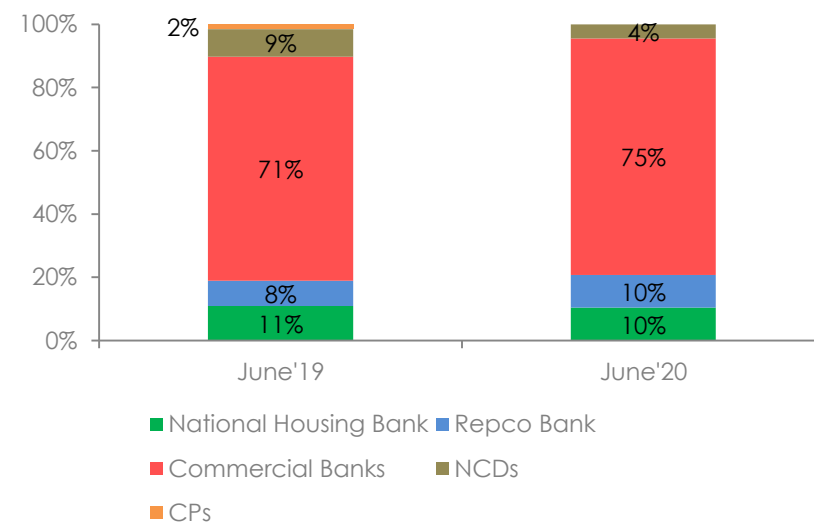
<b>Gross Stage 1 &amp; 2</b>	1,08,609	1,13,145	1,14,964
<b>% portfolio in Stage 1 &amp; 2</b>	95.8%	95.7%	96.0%
<b>ECL provision - Overall</b>	<b>1.5%</b>	<b>1.8%</b>	<b>2.0%</b>

# Borrowing profile

Repco Home Finance Limited

Figures in Rs million

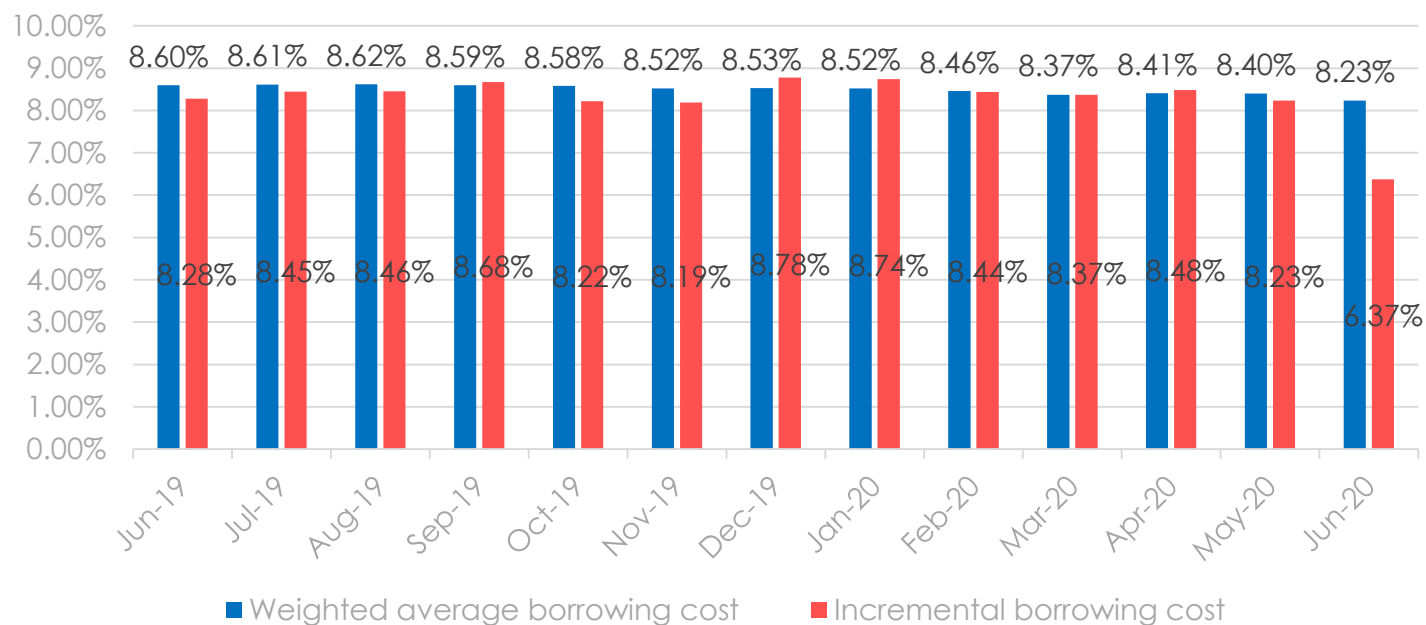
Source (Rs mn)	Average cost	June'19	June'20	% change
National Housing Bank	6.2%	10,459	10,609	1%
Repco Bank	8.3%	7,583	10,453	38%
Commercial Banks	8.5%	67,762	75,902	12%
NCDs	8.1%	8,270	4,520	-45%
Commercial Papers	5.1%	1,500	0	-100%
<b>Total</b>	<b>8.2%</b>	<b>95,573</b>	<b>1,01,484</b>	<b>6%</b>



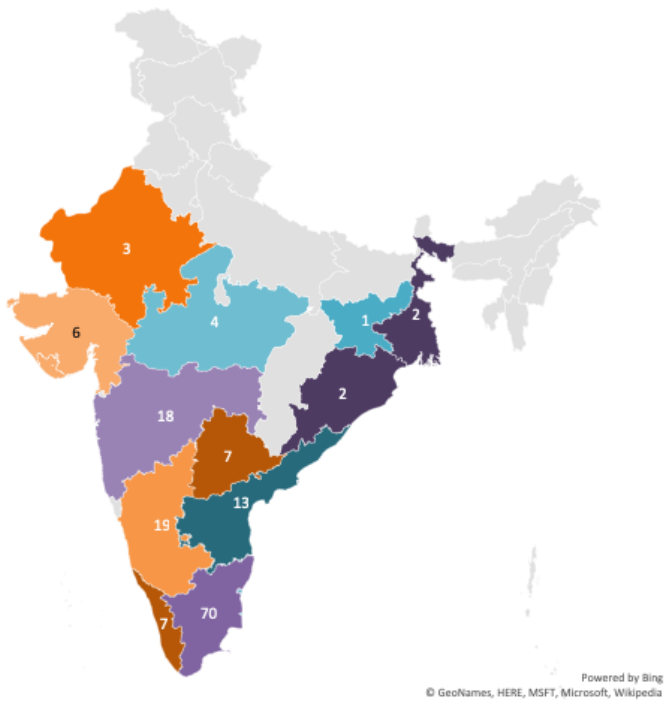


# Movement in borrowing cost

Repco Home Finance Limited

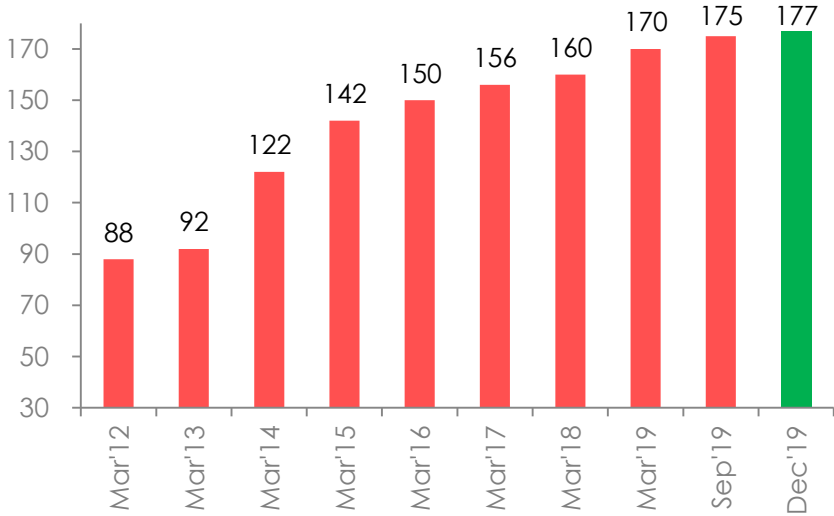


# Geographic Presence



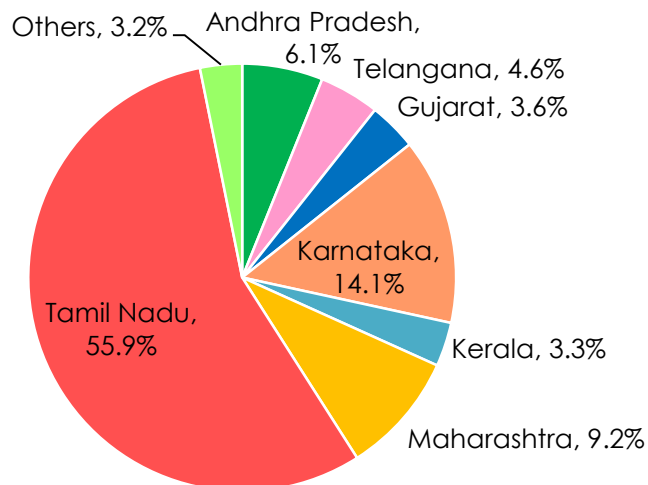
- ◆ Present in 12 states and 1 Union Territory with 153 branches and 24 satellite centers.
- ◆ Plus 2 asset recovery branches.
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh & Rajasthan.

### Network Expansion



# Region-wise loan book

Repco Home Finance Limited



States	Exposure			YoY growth	QoQ growth
	June'19	Mar'20	June'20		
Andhra Pradesh	6.6%	6.2%	6.1%	-2%	0%
Telangana	4.6%	4.6%	4.6%	5%	5%
Gujarat	3.4%	3.6%	3.6%	12%	6%
Karnataka	13.8%	14.1%	14.1%	8%	4%
Kerala	3.6%	3.3%	3.3%	-3%	4%
Maharashtra	8.6%	9.2%	9.2%	14%	6%
Tamil Nadu	56.6%	55.9%	55.9%	4%	5%
Others	2.9%	3.0%	3.2%	15%	29%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>6%</b>	<b>5%</b>

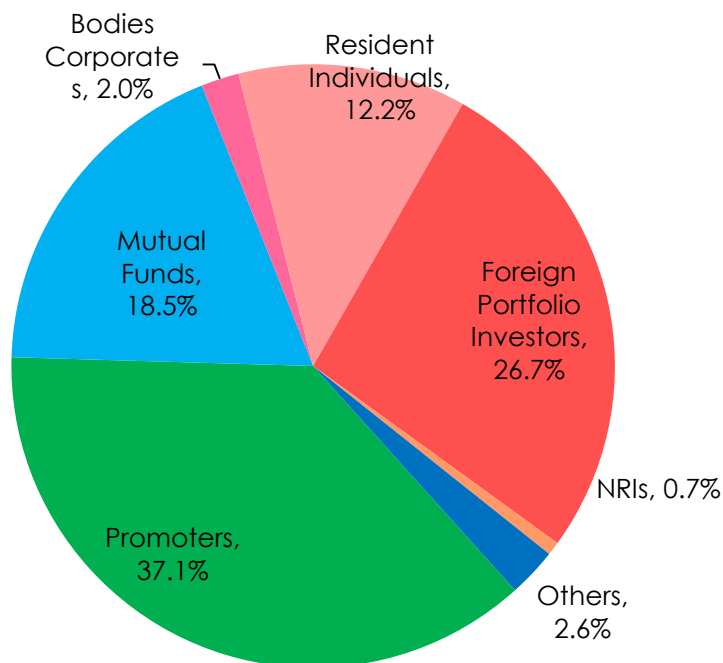
Annualized

# **Annexure**

# Shareholding pattern

Repco Home Finance Limited

## Outstanding shares – 62.6 mn



## Major non-promoter shareholders

	% shareholding
India Capital	7.4%
HDFC Mutual Fund	6.0%
Aditya Birla Mutual Fund	5.0%
DSP Mutual Fund	4.4%
Somerset Fund	3.3%
ICICI Mutual Fund	2.4%
Apax Global	2.1%
SG Jokaland Holdings	1.8%
AB Fund	1.8%
Fidelity Funds	1.5%
Parvest Equity India	1.0%

# Profit and loss statement (Standalone)

Figures in Rs million

(Rs. million)	Q1FY21	Q1FY20	YoY (%)	Q4FY20	QOQ (%)	FY20	FY19	YoY (%)
<b>Income:</b>								
Revenue from operations	3,377	3,281	3%	3,378	0%	13,174	11,634	13%
Other income	42	3	1375%	83	-49%	337	318	6%
<b>Total Income</b>	<b>3,419</b>	<b>3,284</b>	<b>4%</b>	<b>3,461</b>	<b>-1%</b>	<b>13,511</b>	<b>11,952</b>	<b>13%</b>
<b>Expenses:</b>								
Interest and other financial charges	2,104	2,015	4%	2,062	2%	8,250	7,200	15%
Employee benefit expense	169	147	15%	195	-14%	664	585	13%
Depreciation and amortization expense	35	31	15%	33	8%	129	50	157%
Other expenses	32	58	-45%	78	-60%	271	349	-22%
Provisions & write-offs	221	75	197%	403	-45%	594	170	250%
<b>Total Expenses</b>	<b>2,561</b>	<b>2,325</b>	<b>10%</b>	<b>2,772</b>	<b>-8%</b>	<b>9,909</b>	<b>8,354</b>	<b>19%</b>
Profit before tax	<b>859</b>	<b>960</b>	<b>-11%</b>	<b>689</b>	<b>25%</b>	<b>3,602</b>	<b>3,598</b>	<b>0%</b>
<b>Tax expense:</b>								
Current tax	214	268	-20%	314	-32%	952	1,017	-6%
Deferred Tax	5	69	-93%	-102	-104%	-154	235	-165%
<b>Net Profit/(Loss)</b>	<b>640</b>	<b>623</b>	<b>3%</b>	<b>477</b>	<b>34%</b>	<b>2,804</b>	<b>2,346</b>	<b>20%</b>
Other Comprehensive Income	-2	2	-197%	-5	-64%	-6	8	-171%
<b>Total Comprehensive Income</b>	<b>638</b>	<b>625</b>	<b>2%</b>	<b>471</b>	<b>35%</b>	<b>2,798</b>	<b>2,355</b>	<b>19%</b>

# Relative performance – Q1FY21

Repco Home Finance Limited

Particulars	Units	Q1FY20	Q1FY21
Sanctions	Rs. mn	6,981	<b>1,615</b>
Disbursements	Rs. mn	6,674	<b>1,816</b>
Net interest income	Rs. mn	1,271	<b>1,280</b>
PAT	Rs. mn	623	<b>640</b>
NIM	%	4.5	<b>4.3</b>
Yield on assets	%	11.7	<b>11.3</b>
Cost of funds	%	8.6	<b>8.3</b>
Spread	%	3.1	<b>3.0</b>
Return on assets	%	2.2	<b>2.2</b>
Return on equity	%	17.0	<b>15.0</b>



For any Investor Relations queries, please contact:

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**Repco Home Finance Limited**

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

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