



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

RHFL/SE/57/2021-22

February 14, 2022

National Stock Exchange of India Limited,
Exchange Plaza,
Bandra Kurla Complex, Bandra (E)
Mumbai-400 051

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai- 400001

Kind Attn: Listing Department

Dear Sir,

**Sub: Investor Presentation on financial results for the quarter and nine months ended
December 31, 2021**

We submit herewith a copy of the presentation on the financial performance of the Company for the quarter and nine months ended December 31, 2021.

This is submitted for your information and records.

Thanking You,
Yours Faithfully,
For Repco Home Finance Limited


Ankush Tiwari
Company Secretary & Compliance Officer

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



Earnings Presentation Q3FY22



www.repcohome.com

Agenda

◆ Q3FY22 Performance

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

◆ Geographic Presence

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

◆ Annexure

Q3FY22 Performance

Business Summary

Repco Home Finance Limited

Loans outstanding -
Rs. 1,17,857 mn

Net worth
Rs. 20,294 mn

Total capital adequacy ratio
31.3% (Provisional)

Average loan per unit
Rs. 1.5 mn

Number of live accounts
1,00,505

Employee strength - 998

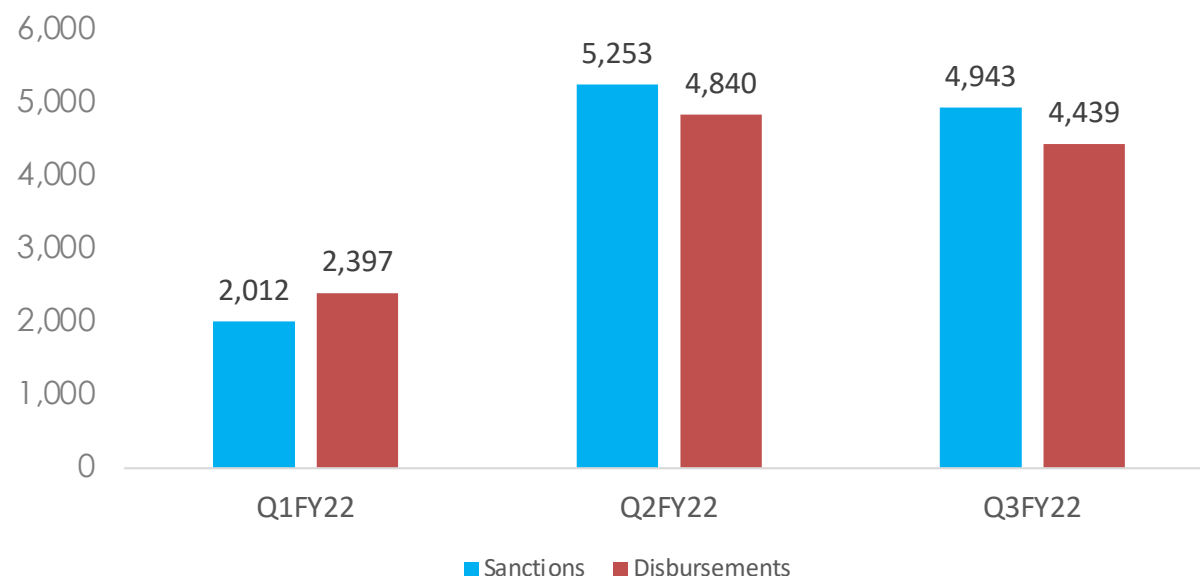
GNPA before RBI circular-
4.6%

ECL provision(%)- 3.5%

GNPA post RBI circular- 6.99%

Movement in business performance

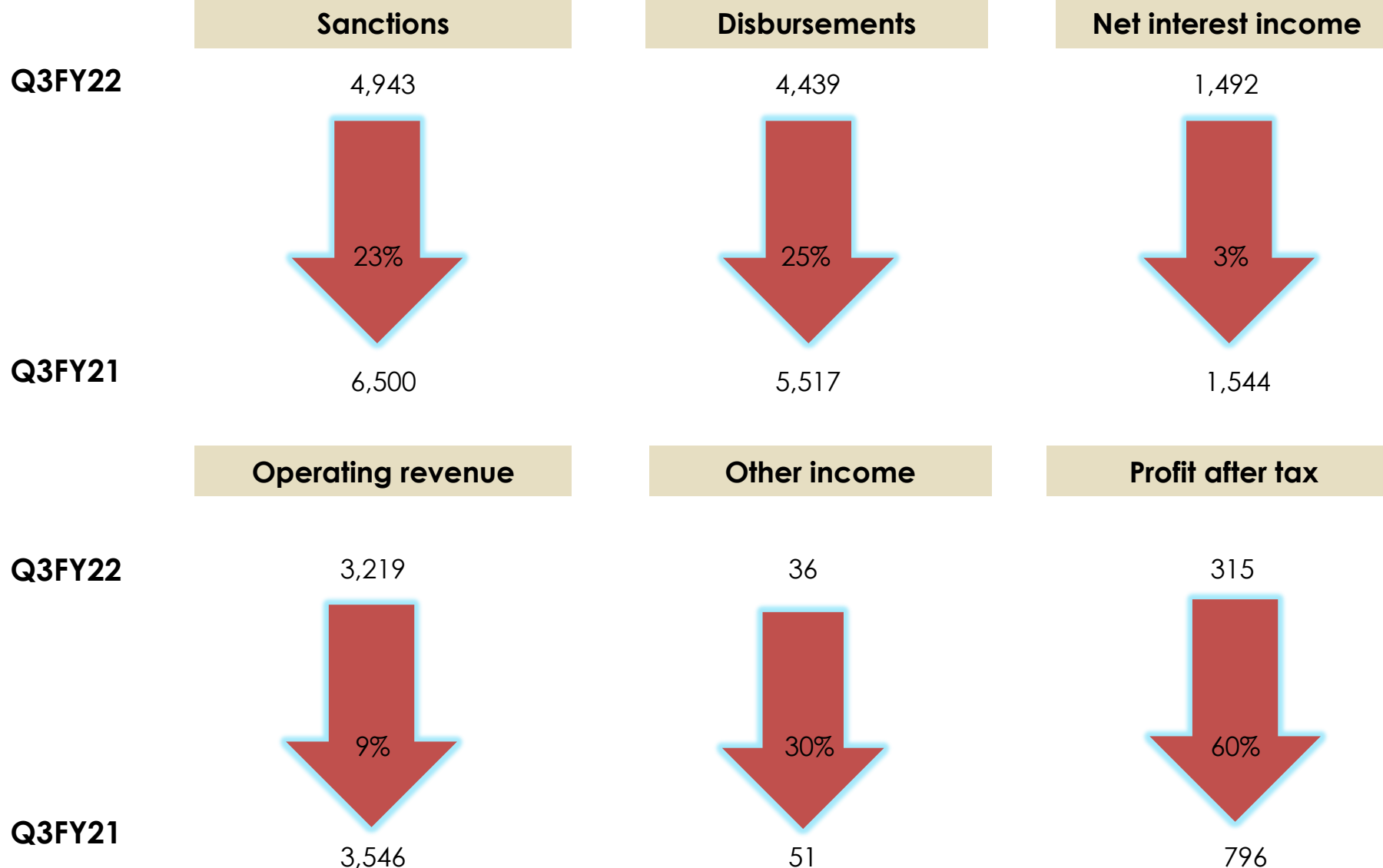
Figures in Rs million



Item	Q1FY22	Q2FY22	Q3FY22
Sanctions	2,012	5,253	4,943
Disbursements	2,397	4,840	4,439

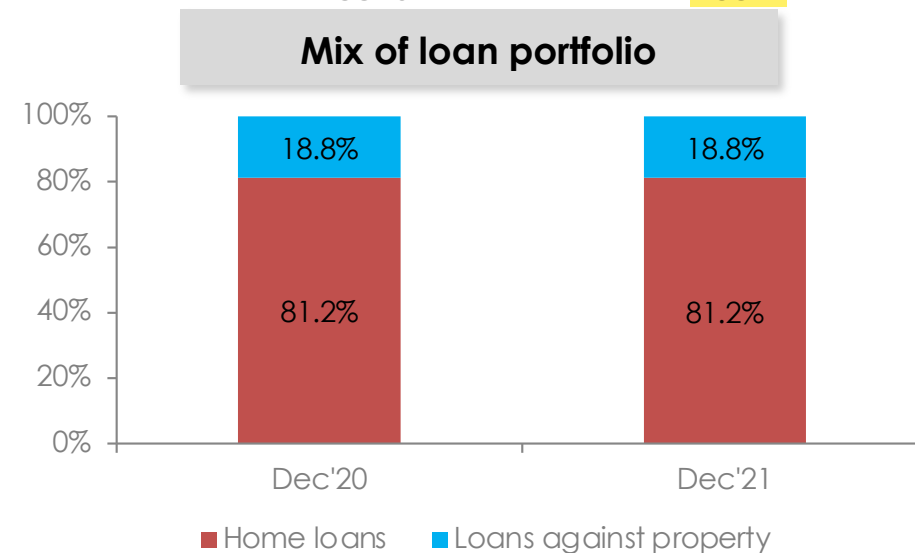
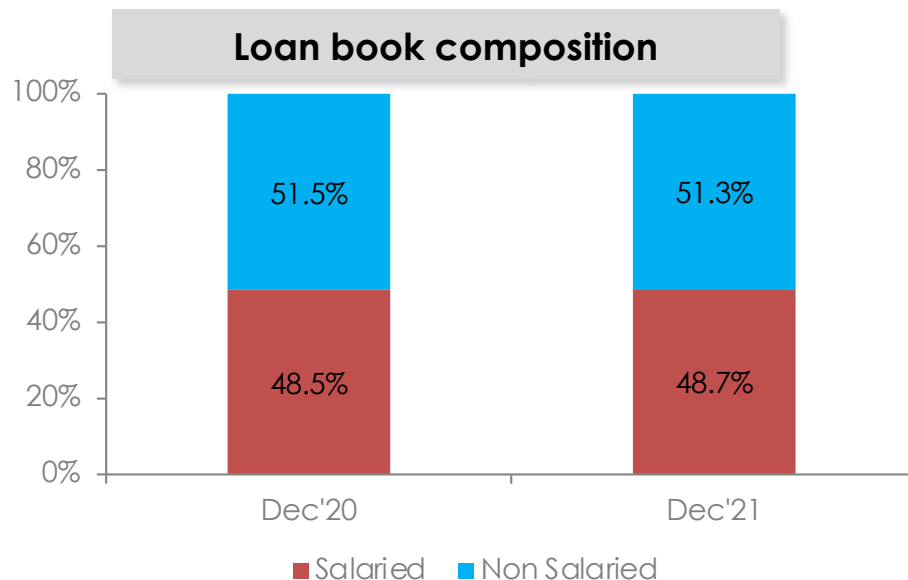
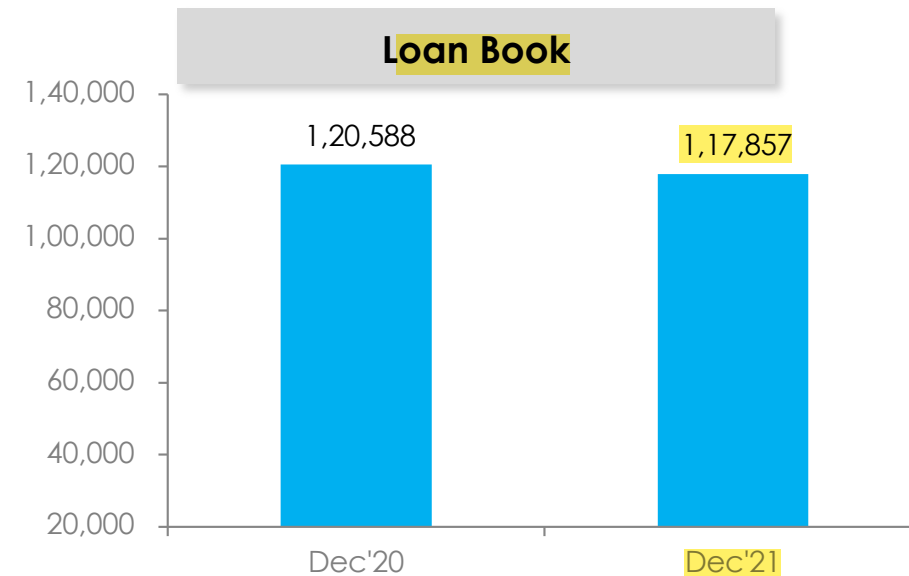
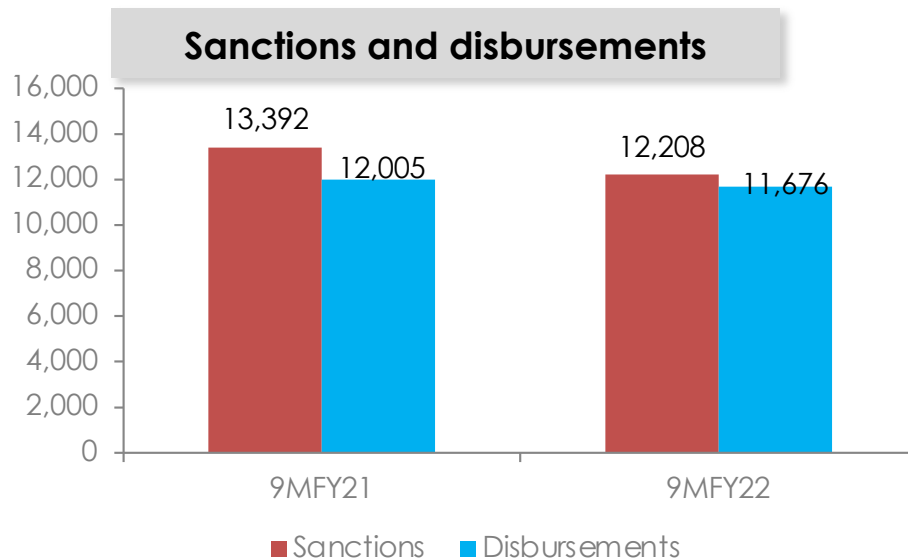
Performance Highlights

Figures in Rs million



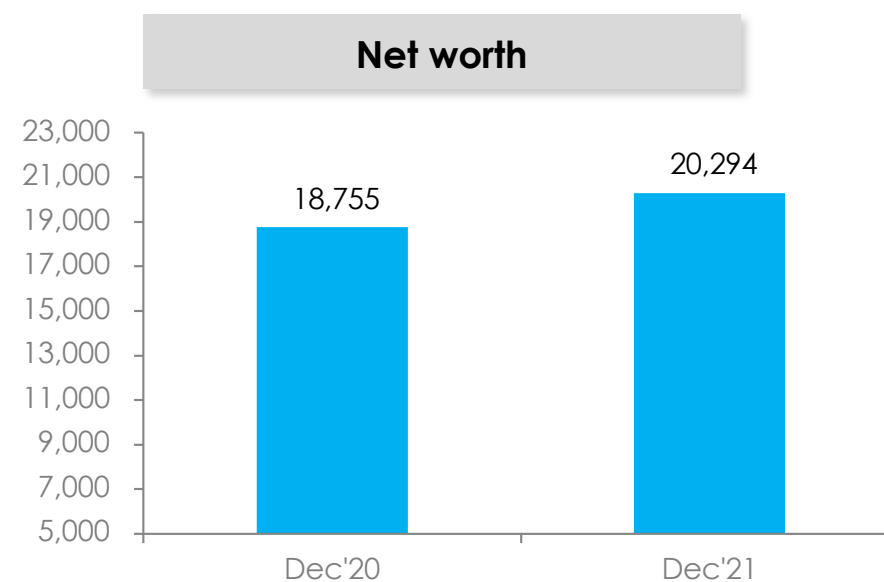
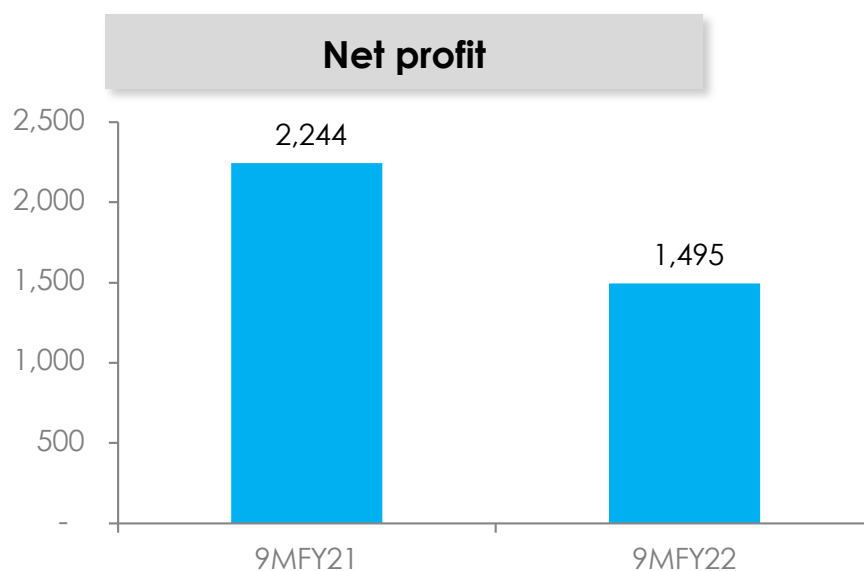
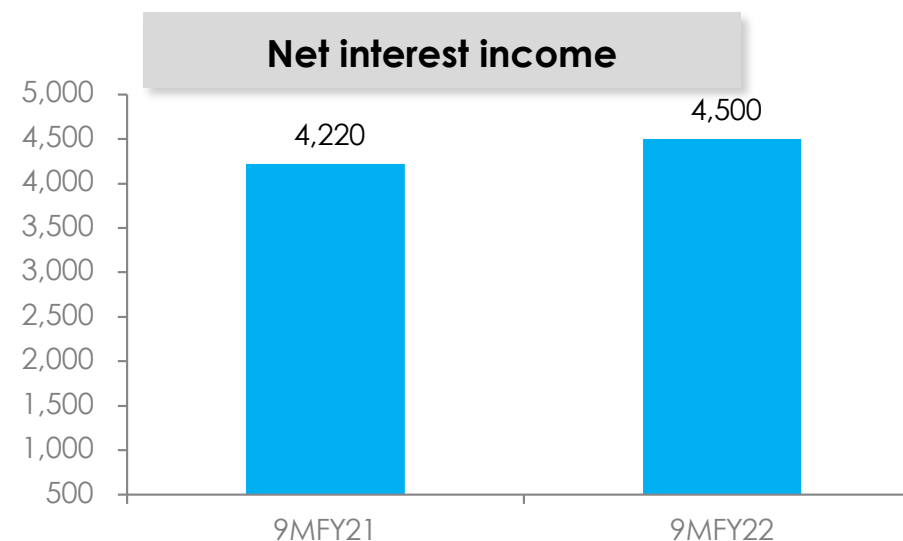
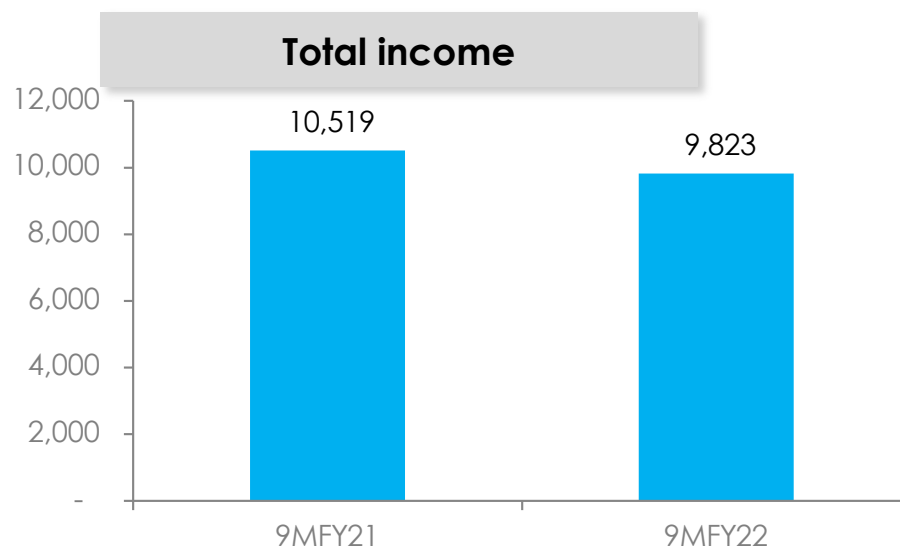
Asset book

Figures in Rs million



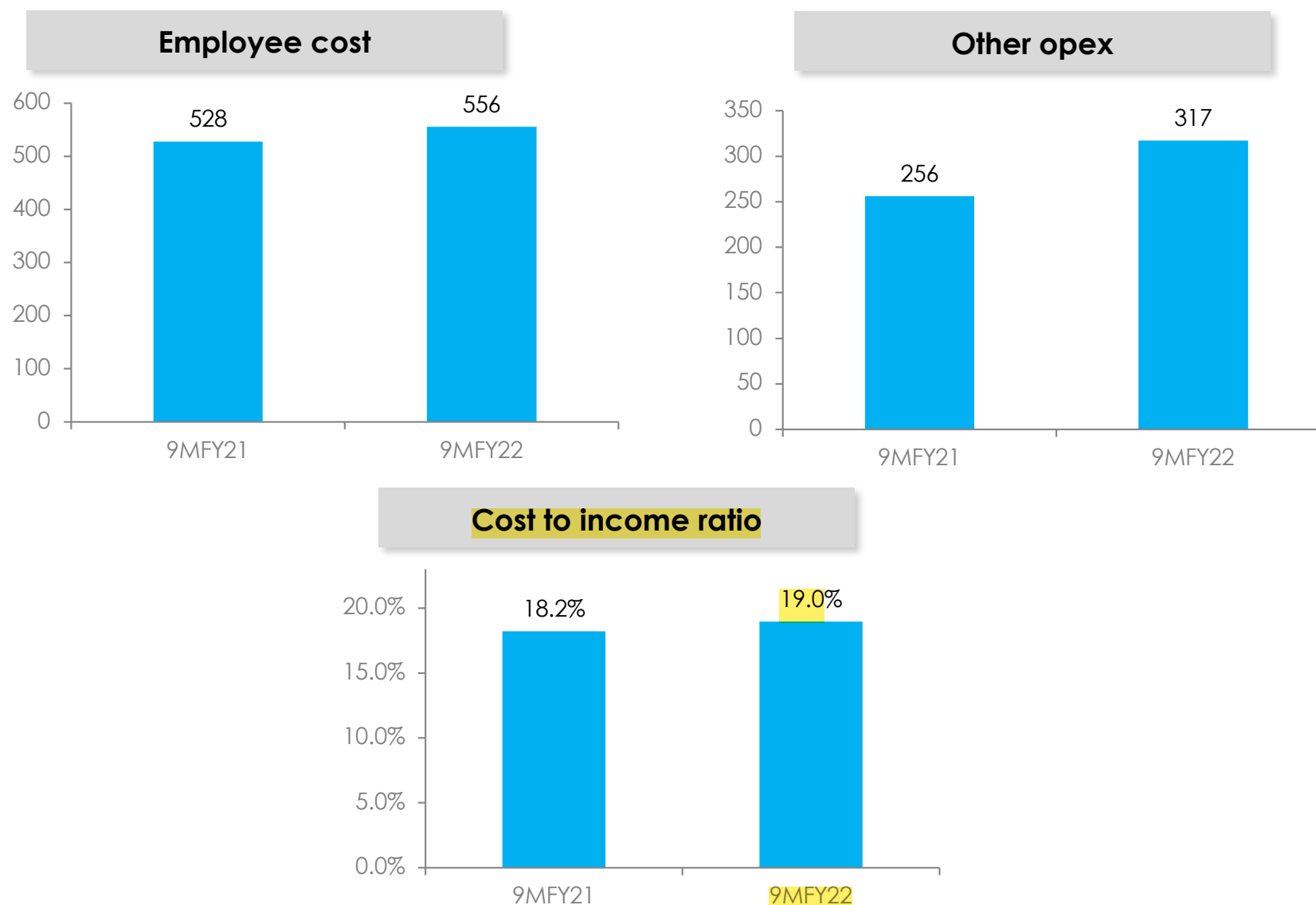
Income and earnings growth

Figures in Rs million



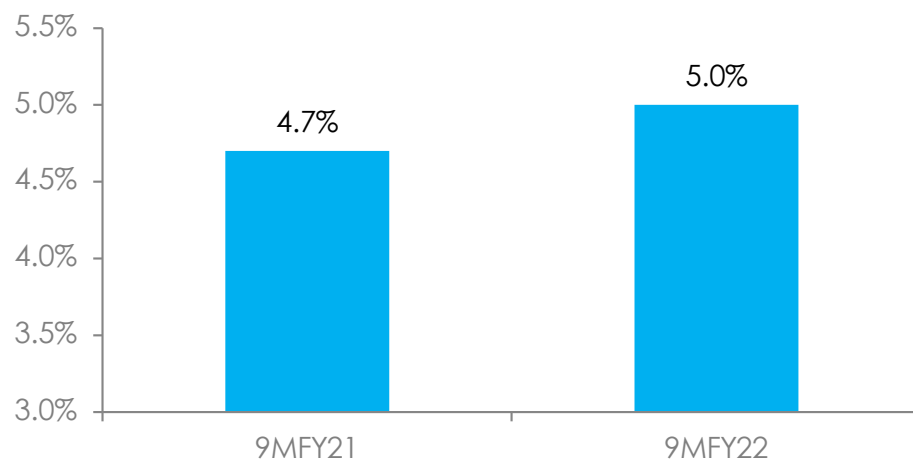
Operating cost

Figures in Rs million

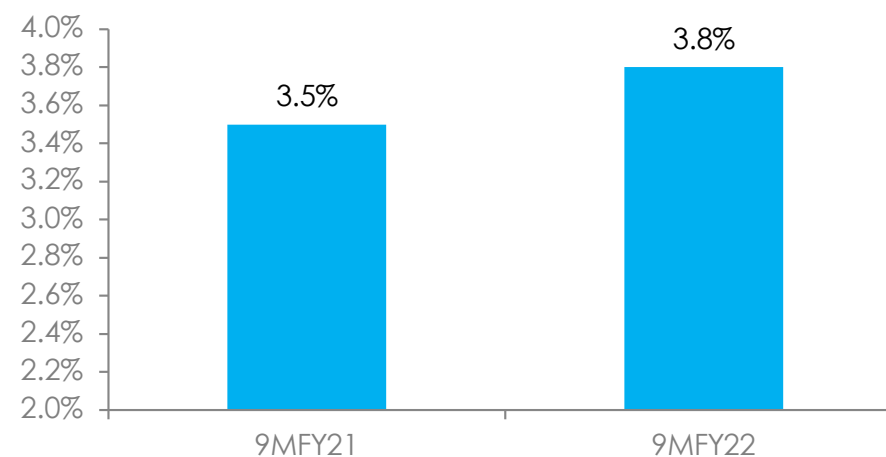


Profitability ratios

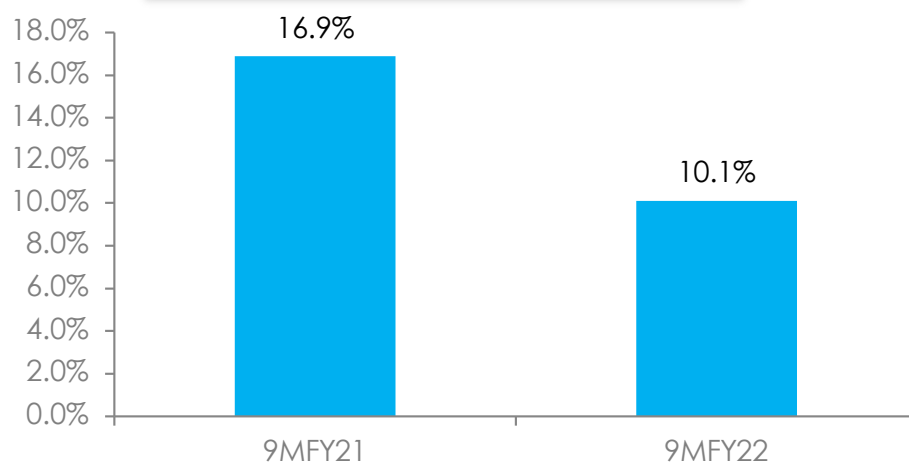
Net interest margin



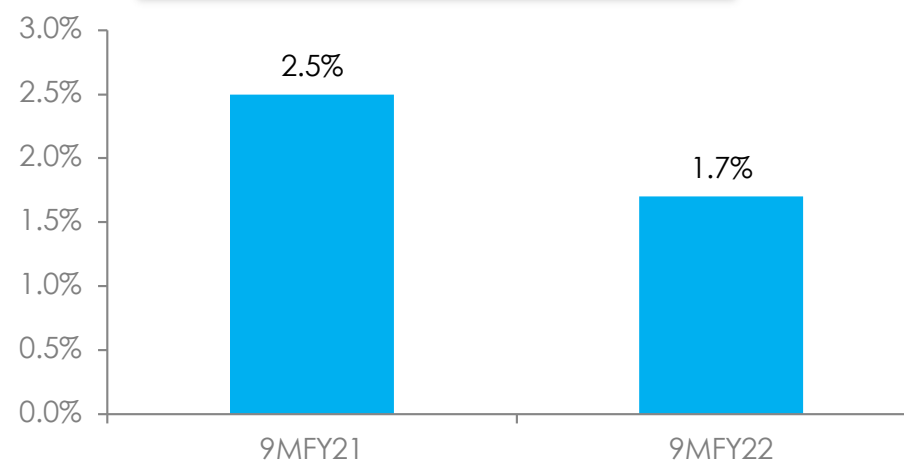
Spread



Return on equity

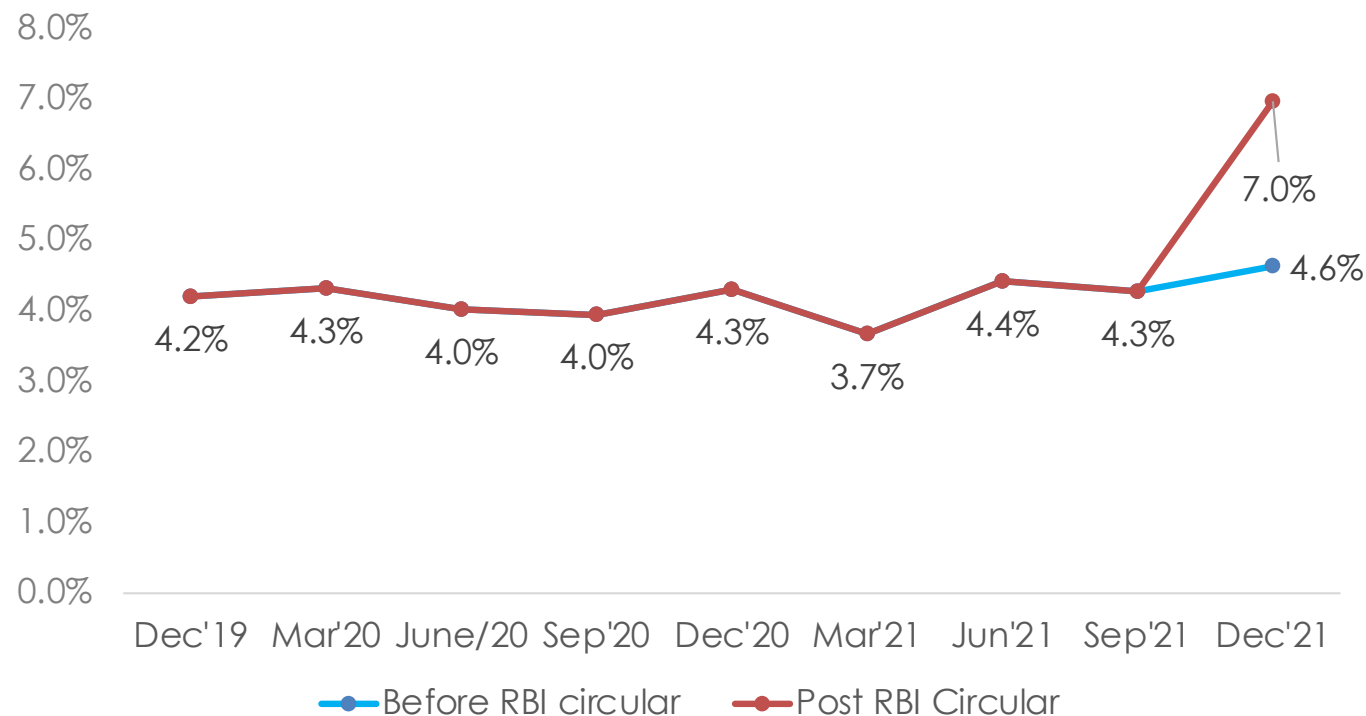


Return on assets



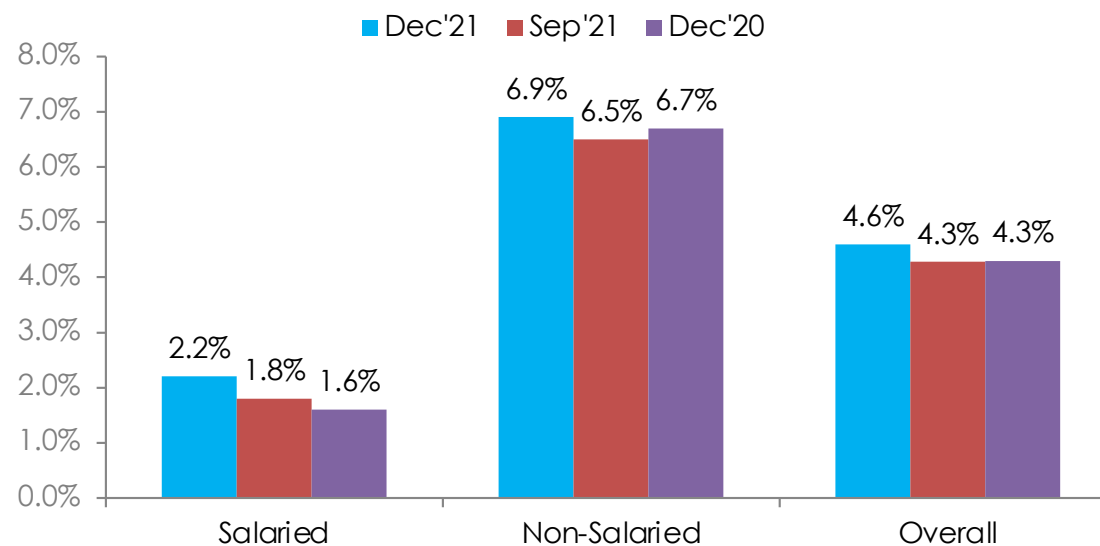
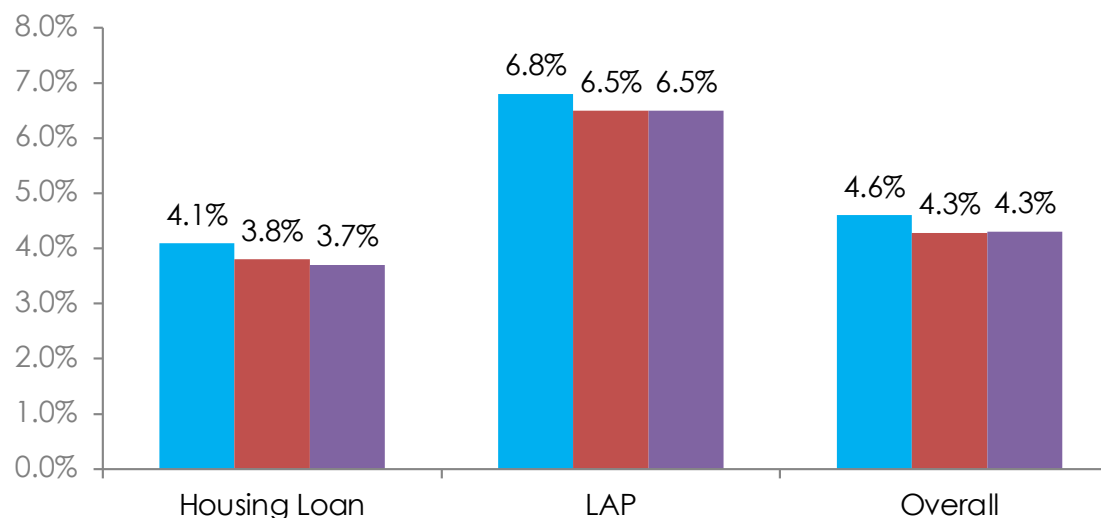
Asset quality

GNPA (%)



Note – Dec'20 Proforma GNPA shown above.

Product mix / Occupation wise GNPA(%)



Note – Before RBI circular.

ECL Provisioning

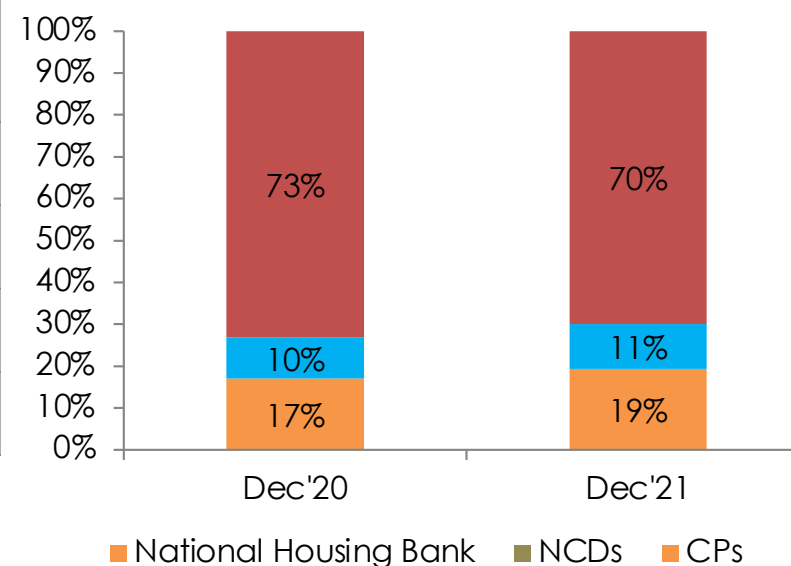
Figures in Rs million

			Dec'21	
	Dec'20	Sep'21	Post RBI circular	Before RBI Circular
Gross Stage 3	4,014	5,087	8,233	5,467
% portfolio in Stage 3	3.3%	4.3%	7.0%	4.6%
ECL provision - Stage 3	1,779	2,204	2,477	2,477
Net - Stage 3	2,234	2,883	5,756	2,990
Coverage ratio - Stage 3	44%	43%	30%	45%
Gross Stage 1 & 2	1,16,574	1,13,807	1,09,623	1,12,390
% portfolio in Stage 1 & 2	96.7%	95.7%	93.0%	95.4%
ECL provision % - Overall	2.2%	3.2%	3.5%	3.5%

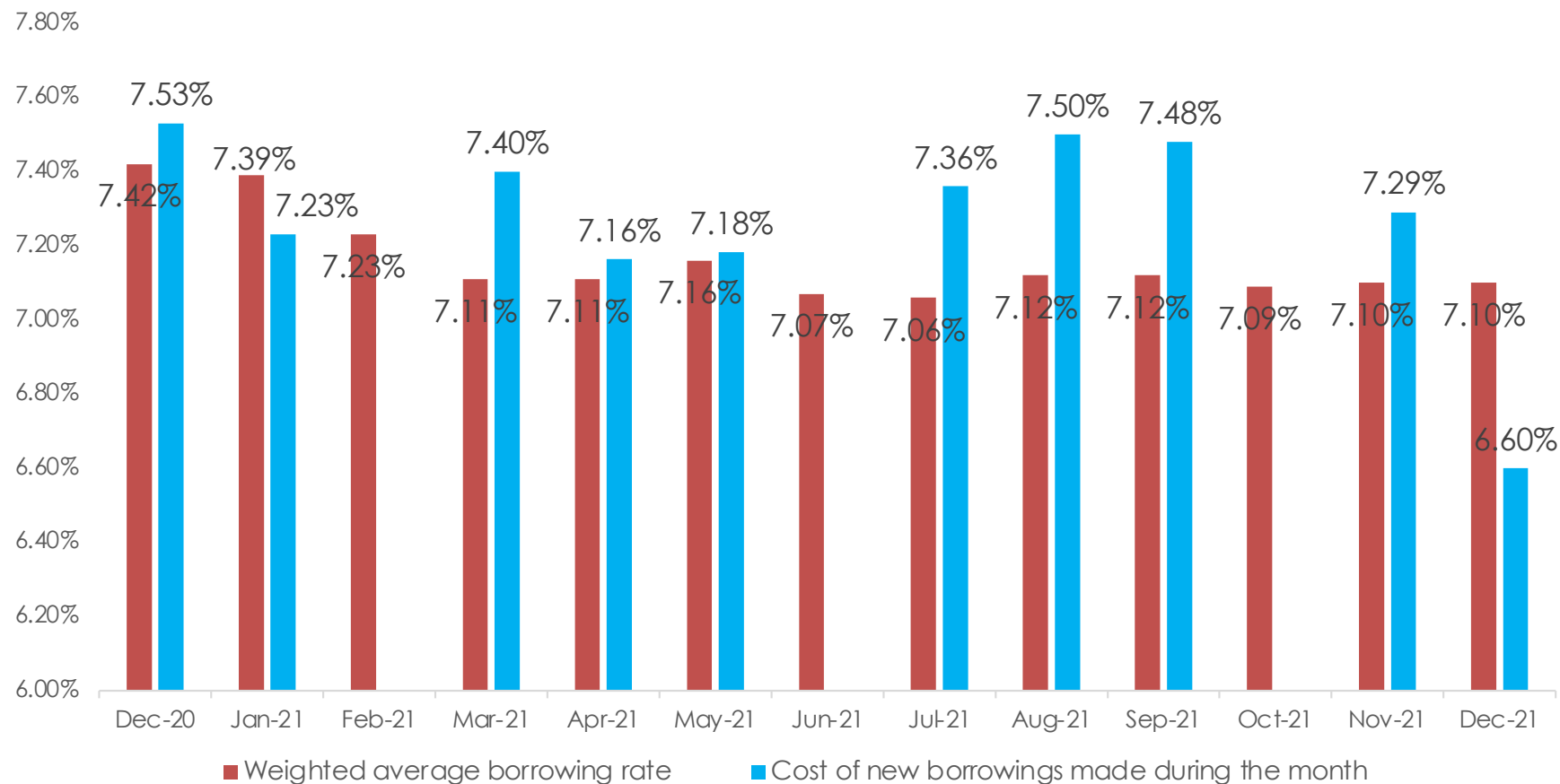
Borrowing profile

Figures in Rs million

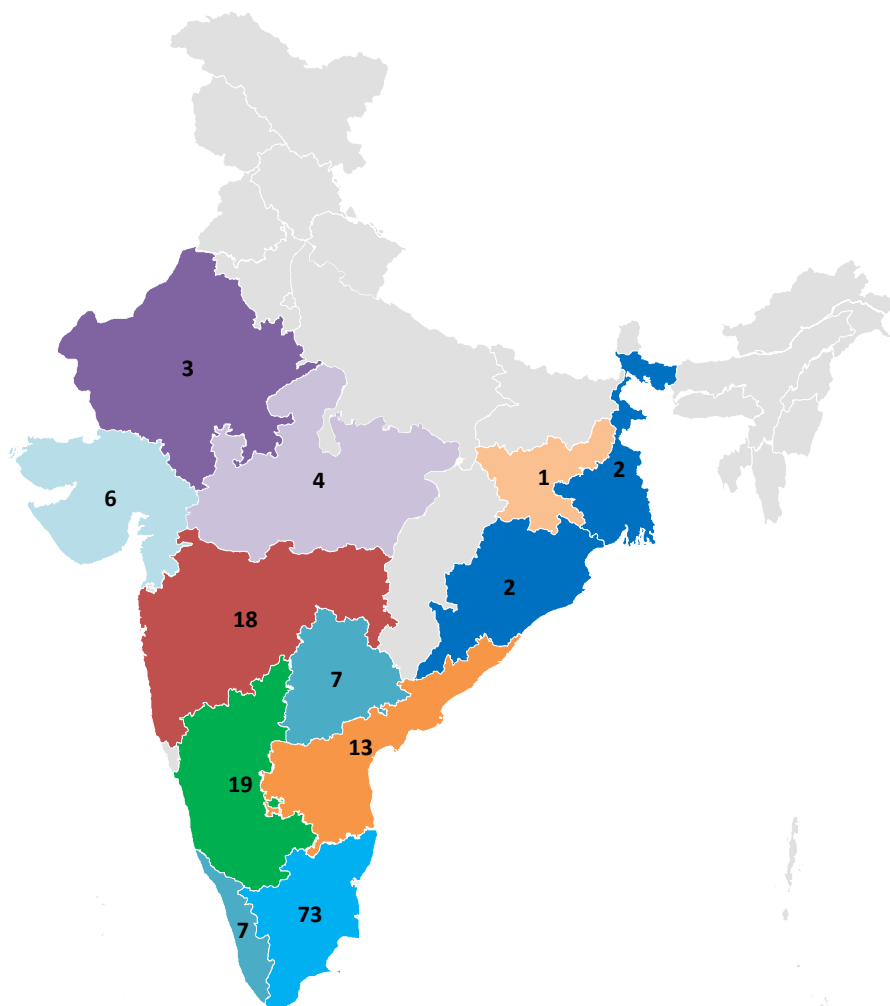
Source (Rs mn)	Average cost	Dec'20	Sep'21	Dec'21	% change
National Housing Bank	5.80%	17,569	18,936	18,588	6%
Repco Bank	7.90%	9,986	10,827	10,308	3%
Commercial Banks	7.33%	75,155	69,188	67,222	-11%
Total	7.10%	1,02,710	98,951	96,118	-6%



Movement in borrowing cost



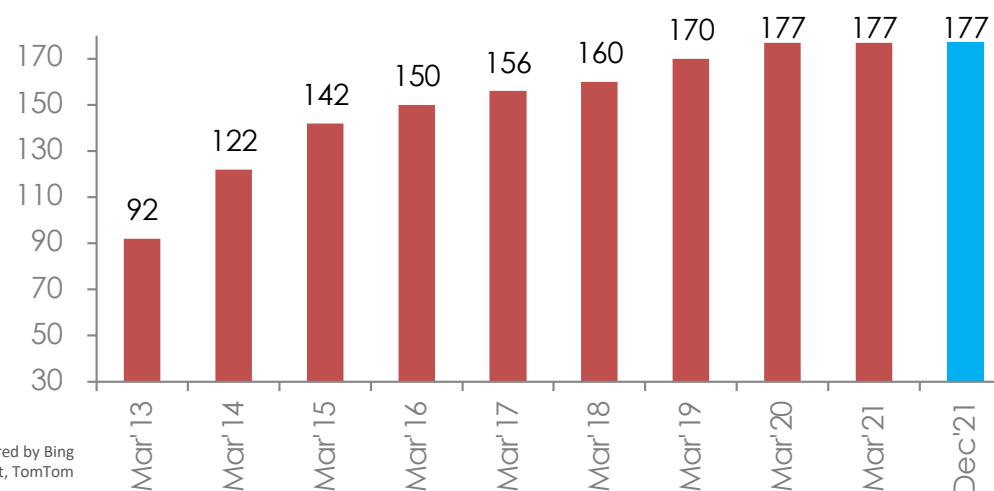
Geographic Presence



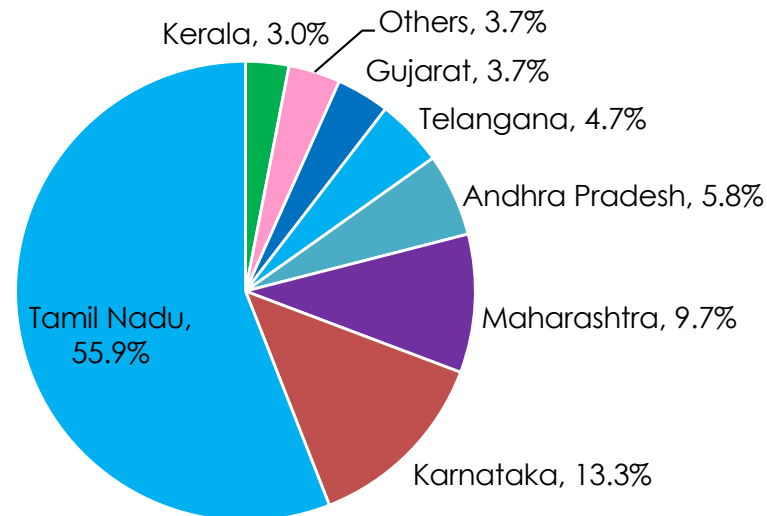
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- ◆ Present in 12 states and 1 Union Territory with 155 branches and 22 satellite centers.
- ◆ Additionally, 2 asset recovery branches.
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh & Rajasthan.

Network



Region-wise loan book



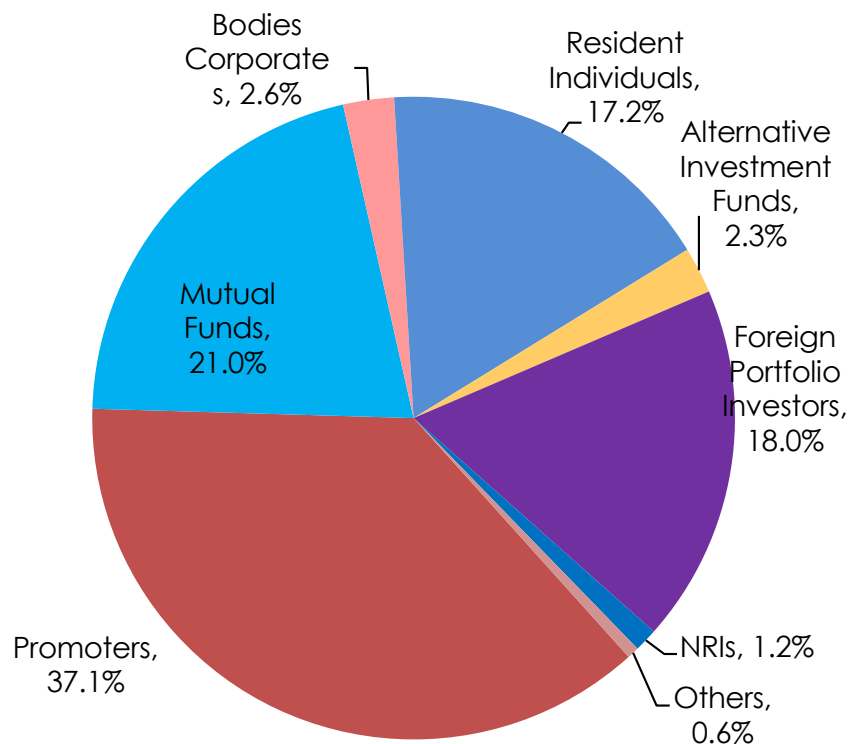
States	Exposure			YoY growth	QoQ growth
	Dec'20	Sep'21	Dec'21		
Kerala	3.2%	3.1%	3.0%	-8%	-13%
Others	3.5%	3.6%	3.7%	1%	3%
Gujarat	3.8%	3.8%	3.7%	-4%	-13%
Telangana	4.5%	4.7%	4.7%	3%	-1%
Andhra Pradesh	5.9%	5.9%	5.8%	-3%	-11%
Maharashtra	9.4%	9.7%	9.7%	1%	-4%
Karnataka	13.9%	13.5%	13.3%	-6%	-11%
Tamil Nadu	55.8%	55.8%	55.9%	-2%	-5%
Total	100%	100%	100%	-2%	-6%

Annualized

Annexure

Shareholding pattern

Outstanding shares – 62.6 mn



Major non-promoter shareholders	% shareholding
Nippon AIF	1.1%
BNP Paribas Mutual Fund	1.1%
AB Funds	1.3%
SG Jokaland Holdings	1.8%
ICICI Prudential Mutual Fund	1.9%
Apax Global	2.1%
DSP Mutual Fund	2.6%
Invesco Mutual Fund	2.9%
Somerset Emerging Markets Fund	2.9%
Fidelity Funds	5.0%
Aditya Birla Mutual Fund	5.7%
HDFC Mutual Fund	6.7%

Profit and loss statement

Figures in Rs million

	Q3FY22	Q3FY21	YoY (%)	Q2FY22	QOQ (%)	9MFY22	9MFY21	YoY (%)
Income:								
Revenue from operations	3,219	3,546	-9%	3,299	-2%	9,719	10,403	-7%
Other income	36	51	-30%	46	-22%	104	116	-10%
Total Income	3,255	3,598	-10%	3,345	-3%	9,823	10,519	-7%
Expenses:								
Interest and other financial charges	1,719	2,024	-15%	1,744	-1%	5,220	6,218	-16%
Employee benefit expense	211	186	14%	183	15%	556	528	5%
Depreciation and amortization expense	34	27	26%	30	13%	95	96	-2%
Other expenses	99	79	25%	70	42%	222	160	39%
Provisions & write-offs	765	222	245%	169	352%	1,718	515	233%
Total Expenses	2,828	2,537	11%	2,196	29%	7,810	7,517	4%
Profit before tax	427	1,061	-60%	1,149	-63%	2,014	3,002	-33%
Tax expense:								
Current tax	245	253	-3%	263	-7%	745	705	6%
Deferred Tax	-133	12	-1210%	27	-591%	-227	54	-523%
Net Profit/(Loss)	315	796	-60%	859	-63%	1,495	2,244	-33%
Other Comprehensive Income	2	3	-40%	1	25%	4	-1	-417%
Total Comprehensive Income	316	799	-60%	860	-63%	1,499	2,243	-33%

Relative performance – Q3FY22

Particulars	Units	Q3FY21	Q3FY22
Sanctions	Rs. mn	6,500	4,943
Disbursements	Rs. mn	5,517	4,439
Net interest income	Rs. mn	1,544	1,492
PAT	Rs. mn	796	315
NIM	%	5.1	5.0
Yield on assets	%	11.7	10.9
Cost of funds	%	7.9	7.1
Spread	%	3.9	3.8
Return on assets	%	2.6	1.1
Return on equity	%	17.3	6.2

Relative performance – 9MFY22

Particulars	Units	9MFY21	9MFY22
Sanctions	Rs. mn	13,392	12,208
Disbursements	Rs. mn	12,005	11,676
Net interest income	Rs. mn	4,220	4,500
PAT	Rs. mn	2,244	1,495
NIM	%	4.7	5.0
Yield on assets	%	11.6	10.8
Cost of funds	%	8.2	7.0
Spread	%	3.5	3.8
Return on assets	%	2.5	1.7
Return on equity	%	17.0	10.2
Gearing	X	5.5	4.7

For any queries, please contact:

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