Repco Home Finance

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,
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: 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

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)

Repco Home Finance

Earnings Presentation Q1FY21

www.repcohome.com

Agenda

Q1FY21 Performance

Business Summary

• 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

Figures in Rs million

	Total income	Net interest income	Profit after tax
Q1FY21	3,419	1,280	640
Growth	4%	1%	3%
Q1FY20	3,284	1,271	623

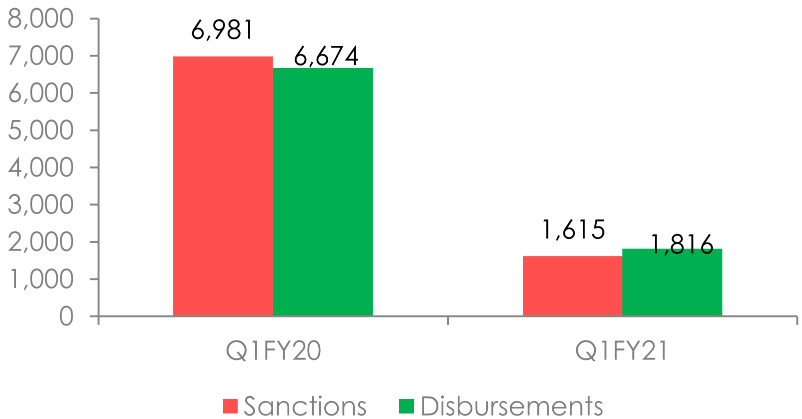
	Home Loans	LAP
Q1FY21	97,406	22,390
Growth	5%	7%
Q1FY20	92,438	20,983

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

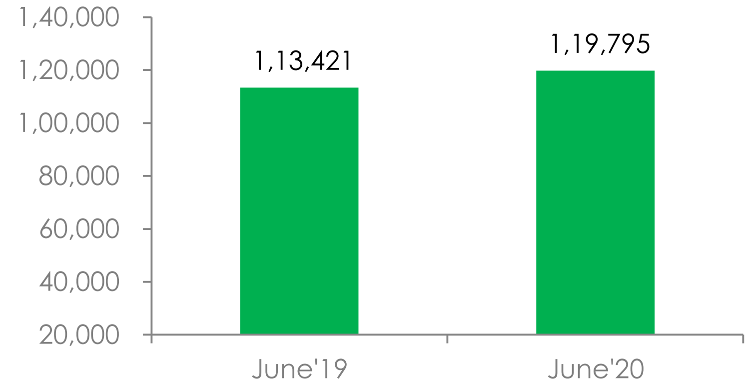
Asset book

Figures in Rs million

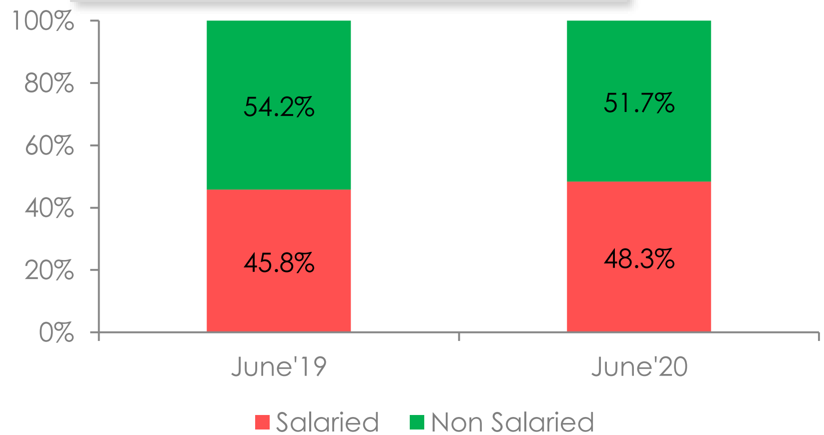
Sanctions and disbursements



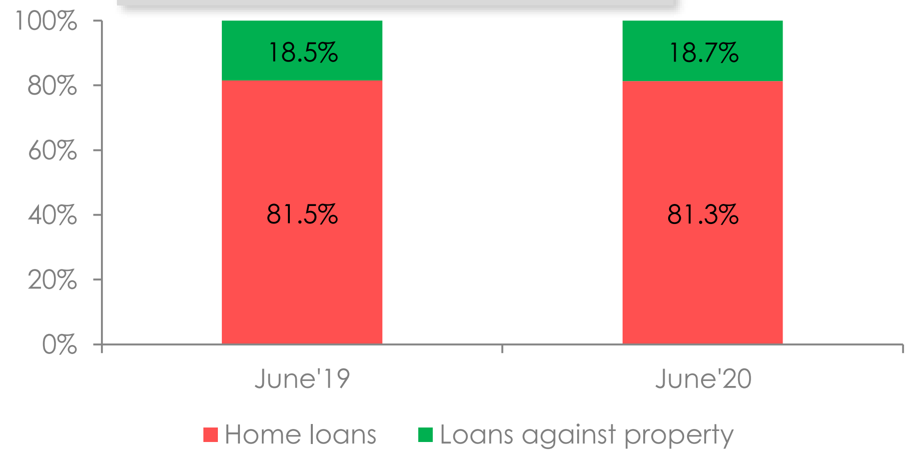
Loan Book



Loan book composition

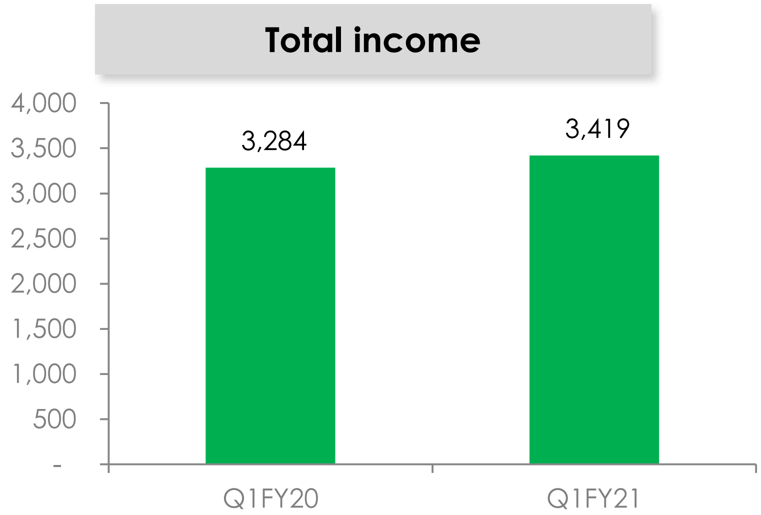


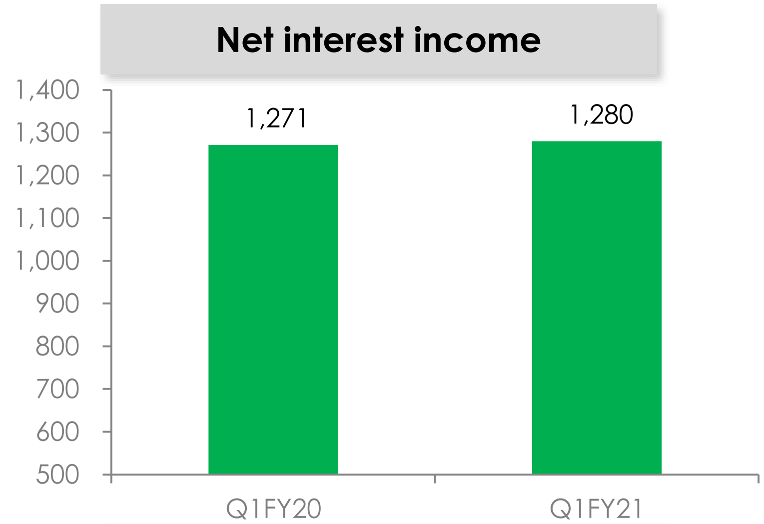
Mix of loan portfolio

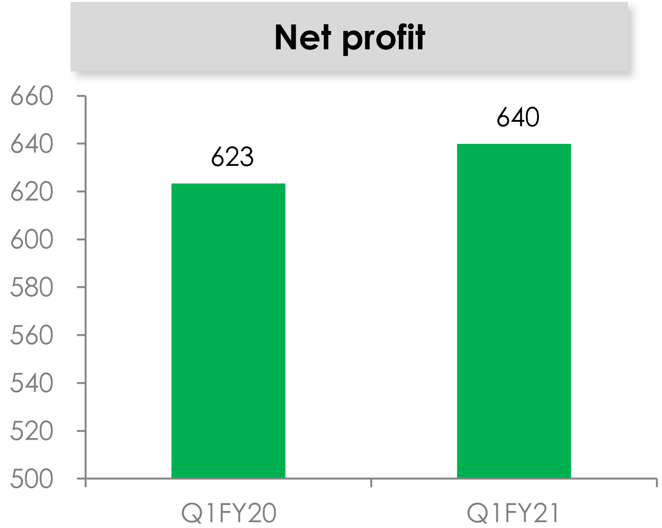


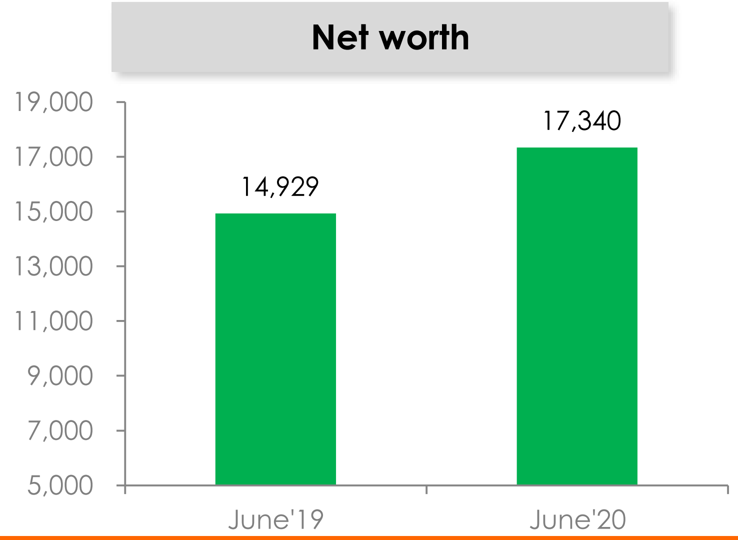
Income and earnings growth

Figures in Rs million





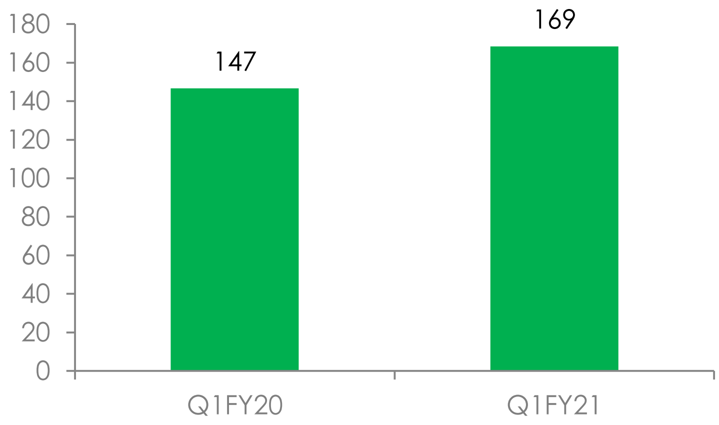




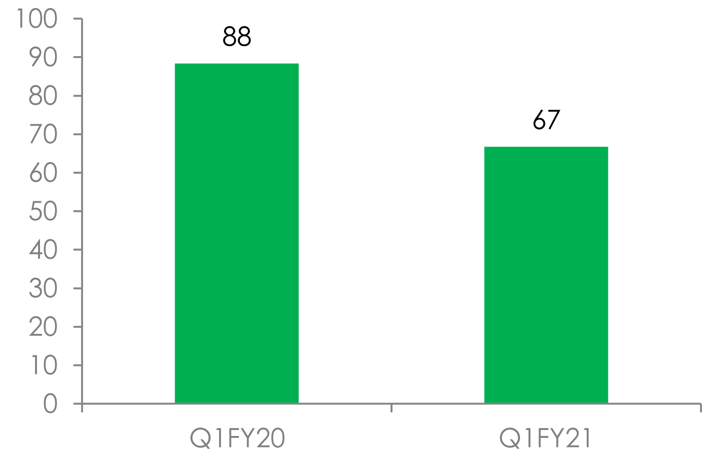
Operating cost

Figures in Rs million

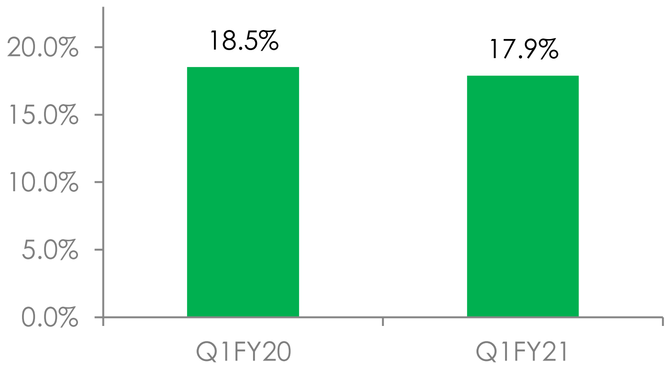
Employee cost



Other opex

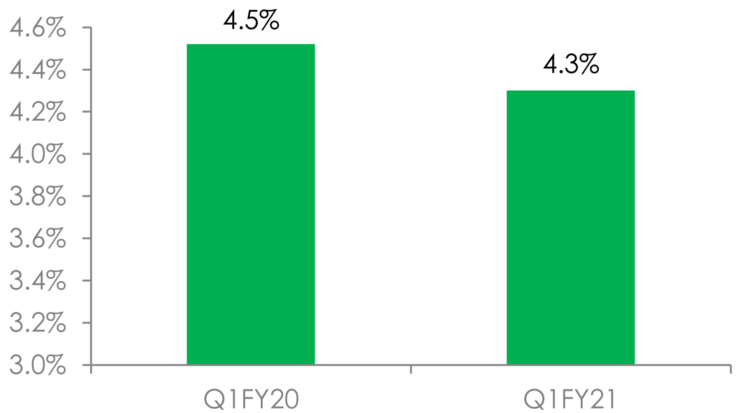


Cost to income ratio

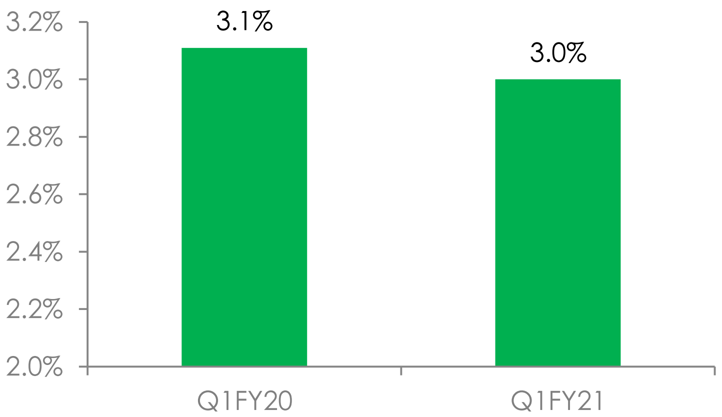


Profitability ratios

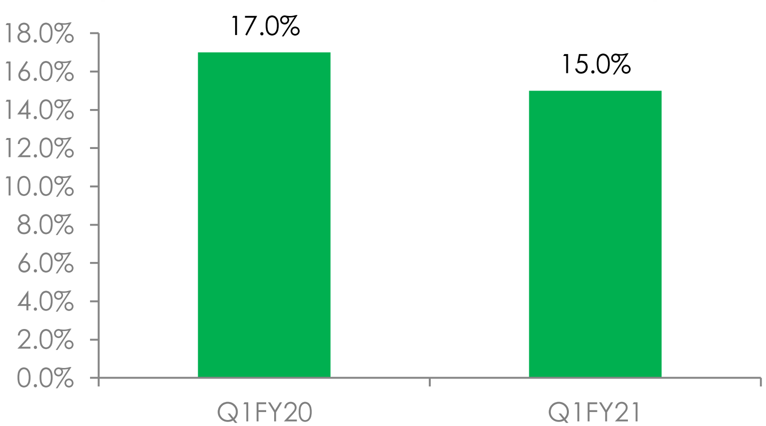
Net interest margin



Spread



Return on equity



Return on assets

Asset liability management (June 30, 2020)

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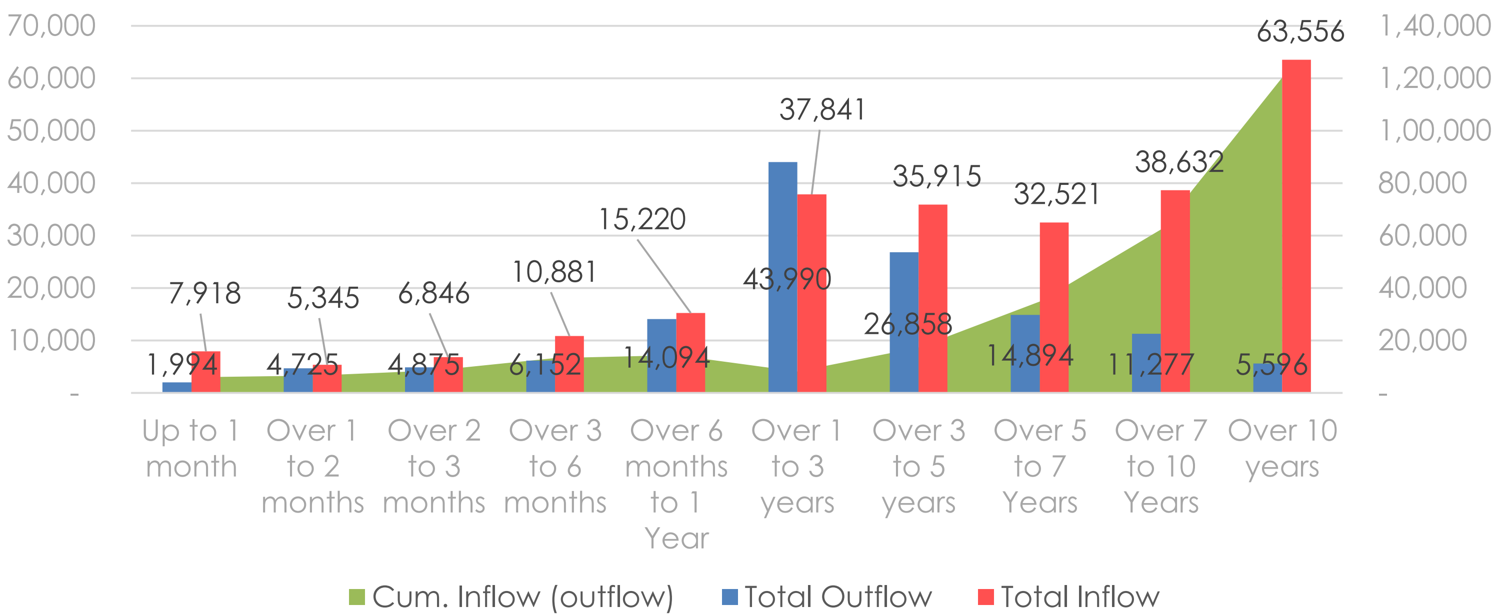
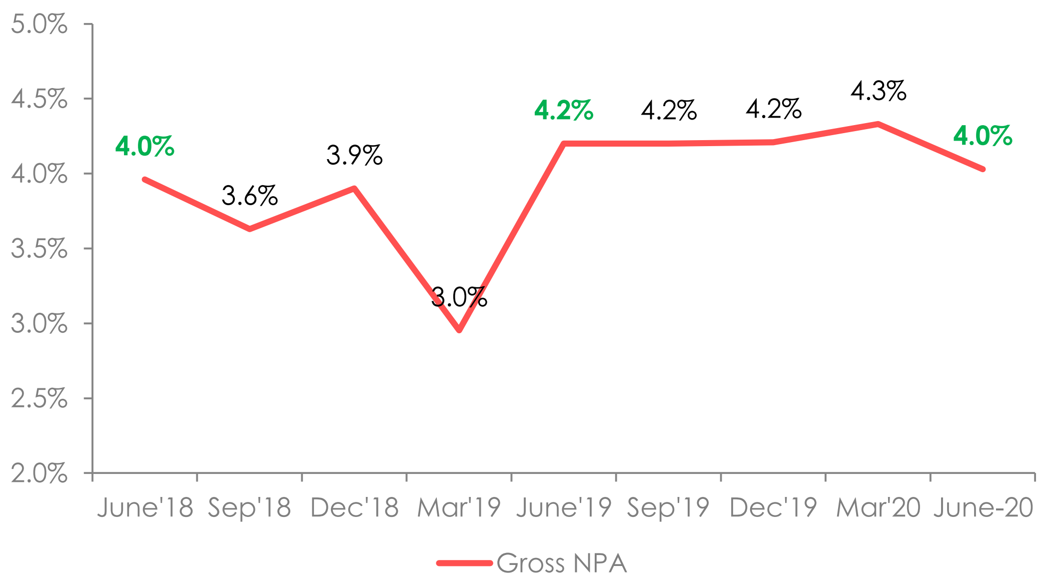
Figures in Rs million



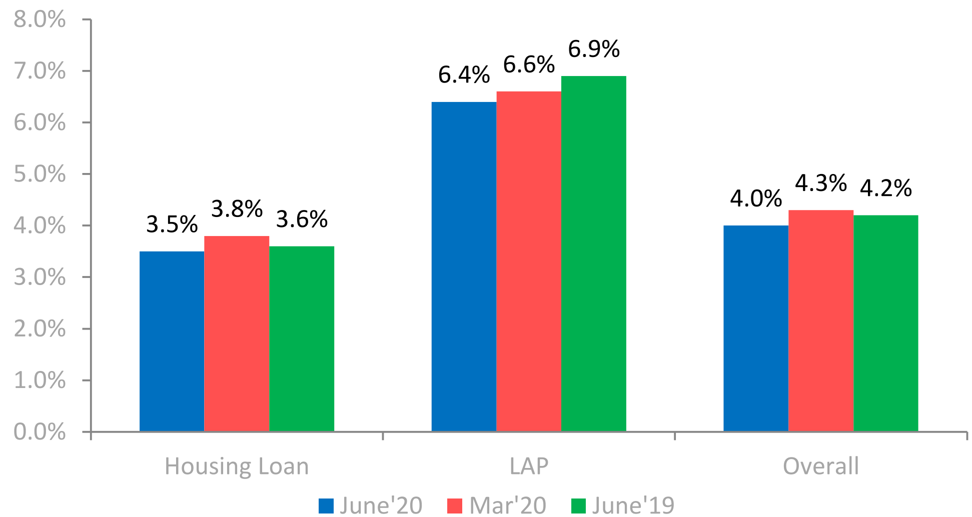
- **Note 1 - Total unutilized line of credit on June 30, 2020 stood at Rs. 28,838 million.**
- **Note 2- Prepayments assumed to be Rs. 350 million per month, which is significantly lower than historical and most recent trends.**
- **Note 3 – No prepayment cash flows assumed in any of the 1+ year buckets.**

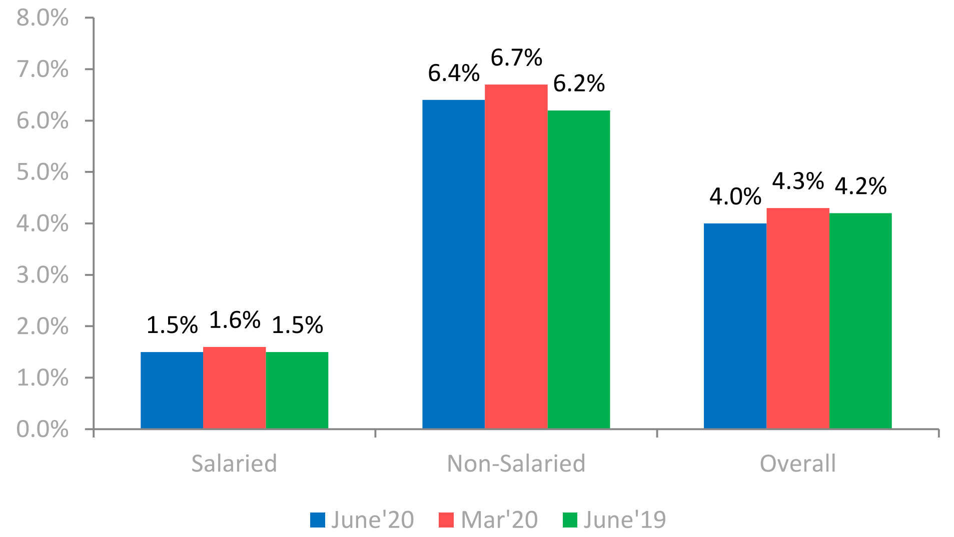
Asset quality

90+ dpd(%)



Product mix / Occupation wise asset quality

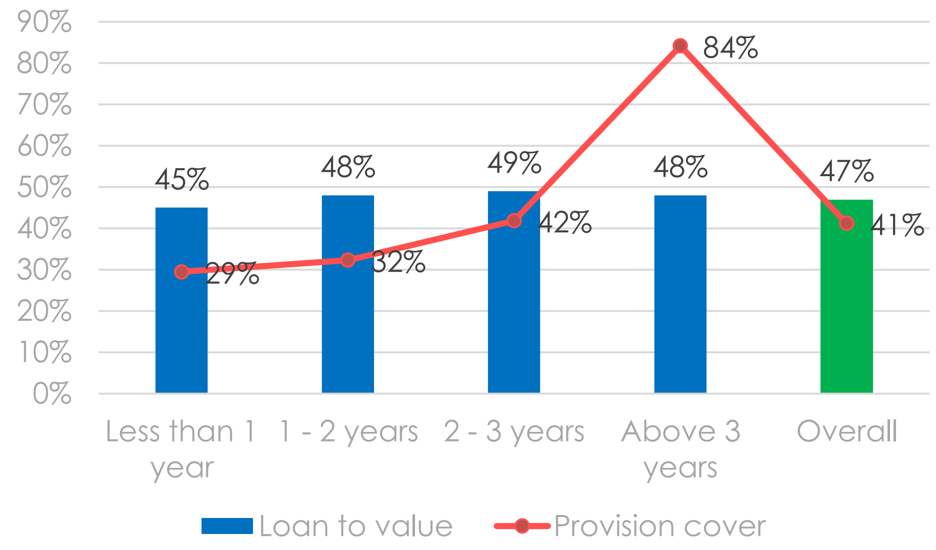




Stage 3 – ageing wise LTV & provision cover (June'20)

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%
Overall	**47%**	**4,832**	**41%**



ECL Provisioning

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Figures in Rs million

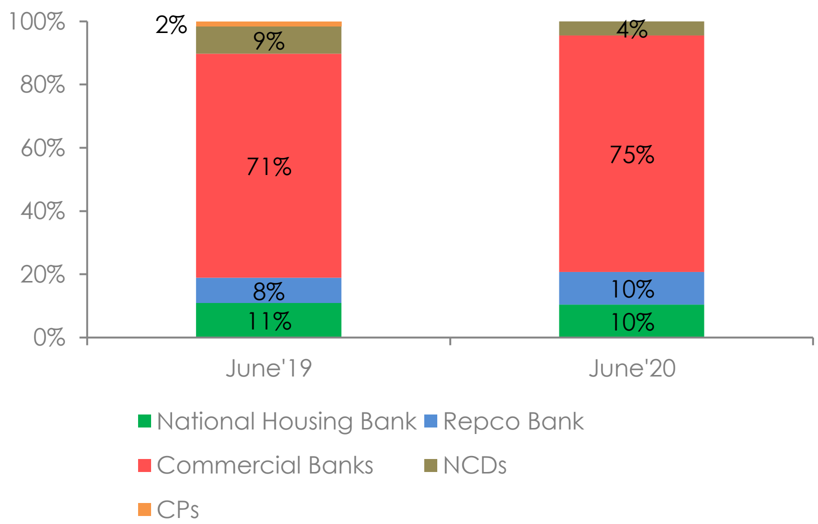
	June'19	Mar'20	June'20
Gross Stage 3	4,812	5,117	4,832
% portfolio in Stage 3	**4.24%**	**4.33%**	**4.03%**
ECL provision - Stage 3	1,469	1,830	1,992
Net - Stage 3	3,343	3,287	2,839
Coverage ratio - Stage 3	**31%**	**36%**	**41%**

Gross Stage 1 & 2	1,08,609	1,13,145	1,14,964
% portfolio in Stage 1 & 2	95.8%	95.7%	96.0%
ECL provision - Overall	**1.5%**	**1.8%**	**2.0%**

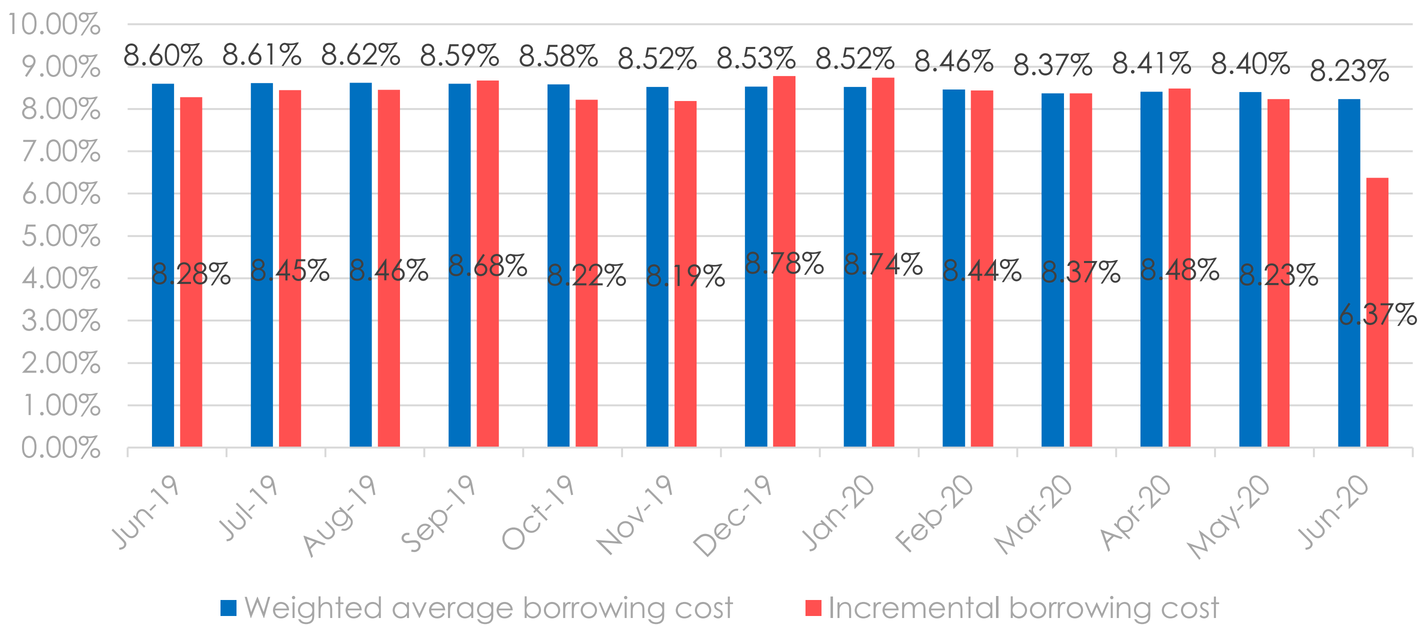
Borrowing profile

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%
Total	**8.2%**	**95,573**	**1,01,484**	**6%**

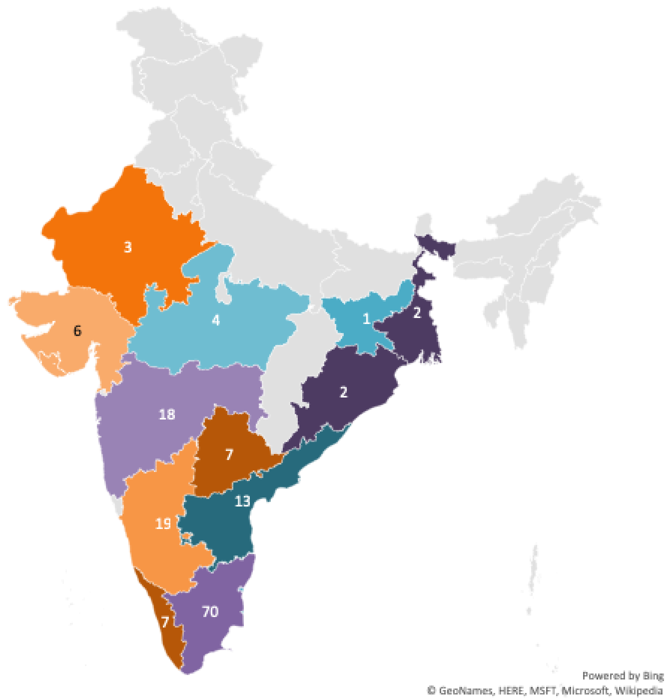


Movement in borrowing cost



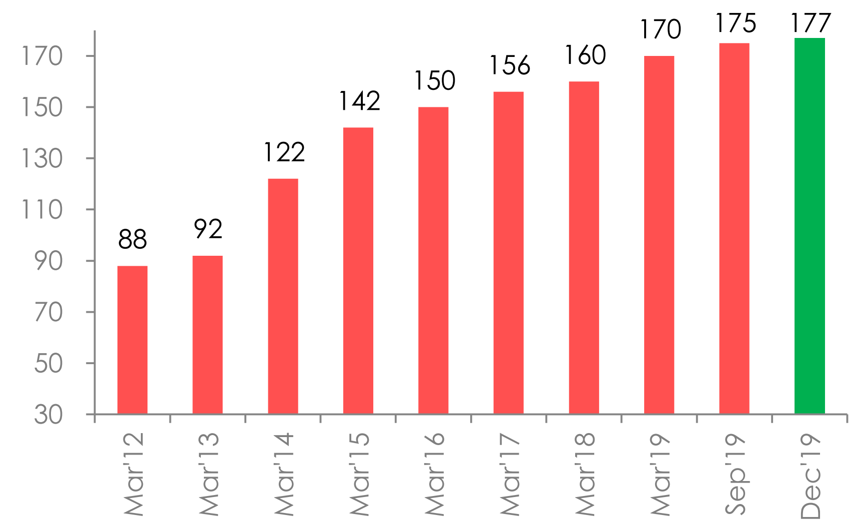
Geographic Presence

Footprint

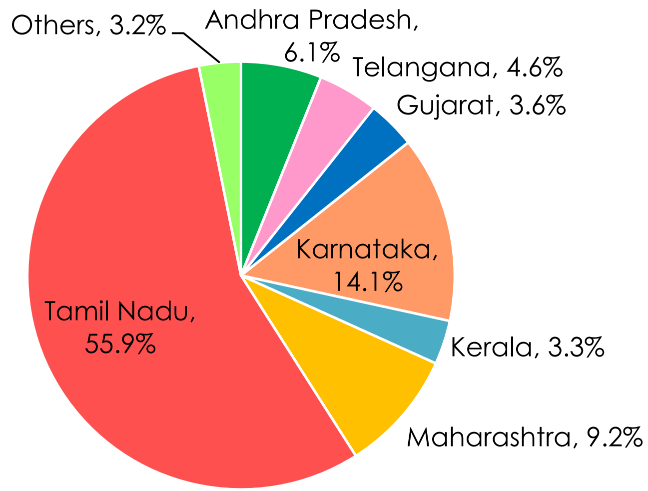


- Present in 12 states and 1 Union Territory with 153 branches and 24 satellite centers.
- Plus 2 asset recovery branches.
- Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh & Rajasthan.

Network Expansion



Region-wise loan book



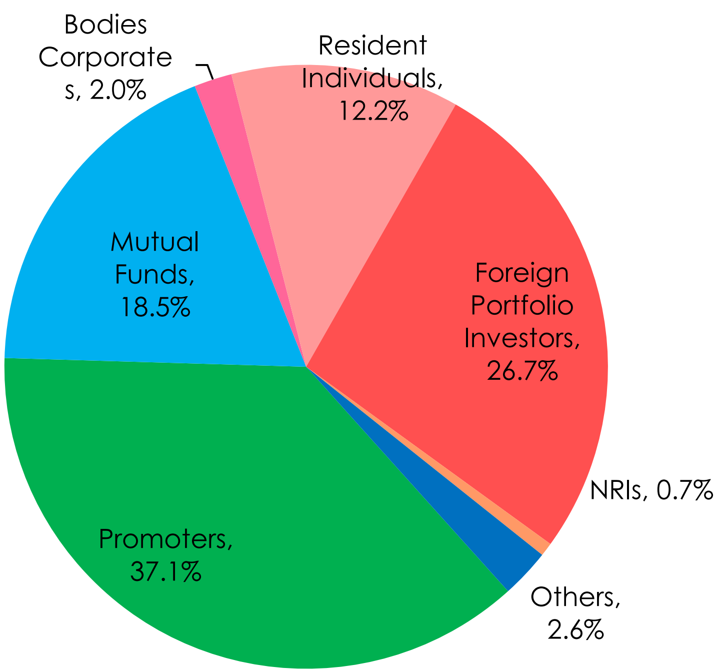
States	Exposure			YoY growth	QoQ growth
	June'19	Mar'20	June'20		
Andhra Pradesh	6.6%	6.2%	6.1%	-2%	0%
Telangana	4.6%	4.6%	4.6%	5%	5%
Gujarat	3.4%	3.6%	3.6%	12%	6%
Karnataka	13.8%	14.1%	14.1%	8%	4%
Kerala	3.6%	3.3%	3.3%	-3%	4%
Maharashtra	8.6%	9.2%	9.2%	14%	6%
Tamil Nadu	56.6%	55.9%	55.9%	4%	5%
Others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

Annualized

Annexure

Shareholding pattern

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)

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Figures in Rs million

(Rs. million)	Q1FY21	Q1FY20	YoY (%)	Q4FY20	QOQ (%)	FY20	FY19	YoY (%)
Income:								
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%
Total Income	**3,419**	**3,284**	**4%**	**3,461**	**-1%**	**13,511**	**11,952**	**13%**
Expenses:								
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%
Total Expenses	**2,561**	**2,325**	**10%**	**2,772**	**-8%**	**9,909**	**8,354**	**19%**
Profit before tax	**859**	**960**	**-11%**	**689**	**25%**	**3,602**	**3,598**	**0%**
Tax expense:								
Current tax	214	268	-20%	314	-32%	952	1,017	-6%
Deferred Tax	5	69	-93%	-102	-104%	-154	235	-165%
Net Profit/(Loss)	**640**	**623**	**3%**	**477**	**34%**	**2,804**	**2,346**	**20%**
Other Comprehensive Income	-2	2	**-197%**	-5	**-64%**	-6	8	**-171%**
Total Comprehensive Income	**638**	**625**	**2%**	**471**	**35%**	**2,798**	**2,355**	**19%**

Relative performance – Q1FY21

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

For any Investor Relations queries, please contact:

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Phone: +91 44 42106650
Email: bala@repcohome.com

Safe Harbor:

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