

REPCO HOME FINANCE LIMITED

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



Earnings Presentation Q1FY22



www.repcohome.com

◆ Q1FY22 Performance

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

◆ Geographic Presence

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- ▶ Region-wise loan book.....

◆ Annexure

Q1FY22 Performance

Business Summary

Loans outstanding -
Rs. 1,19,855 mn

Net worth
Rs. 19,495 mn

Total capital adequacy ratio
31.2% (Provisional)

Average loan per unit
Rs. 1.4 mn

Number of live accounts
1,00,595

Employee strength - 995

Stage 3 (%) – 4.4%

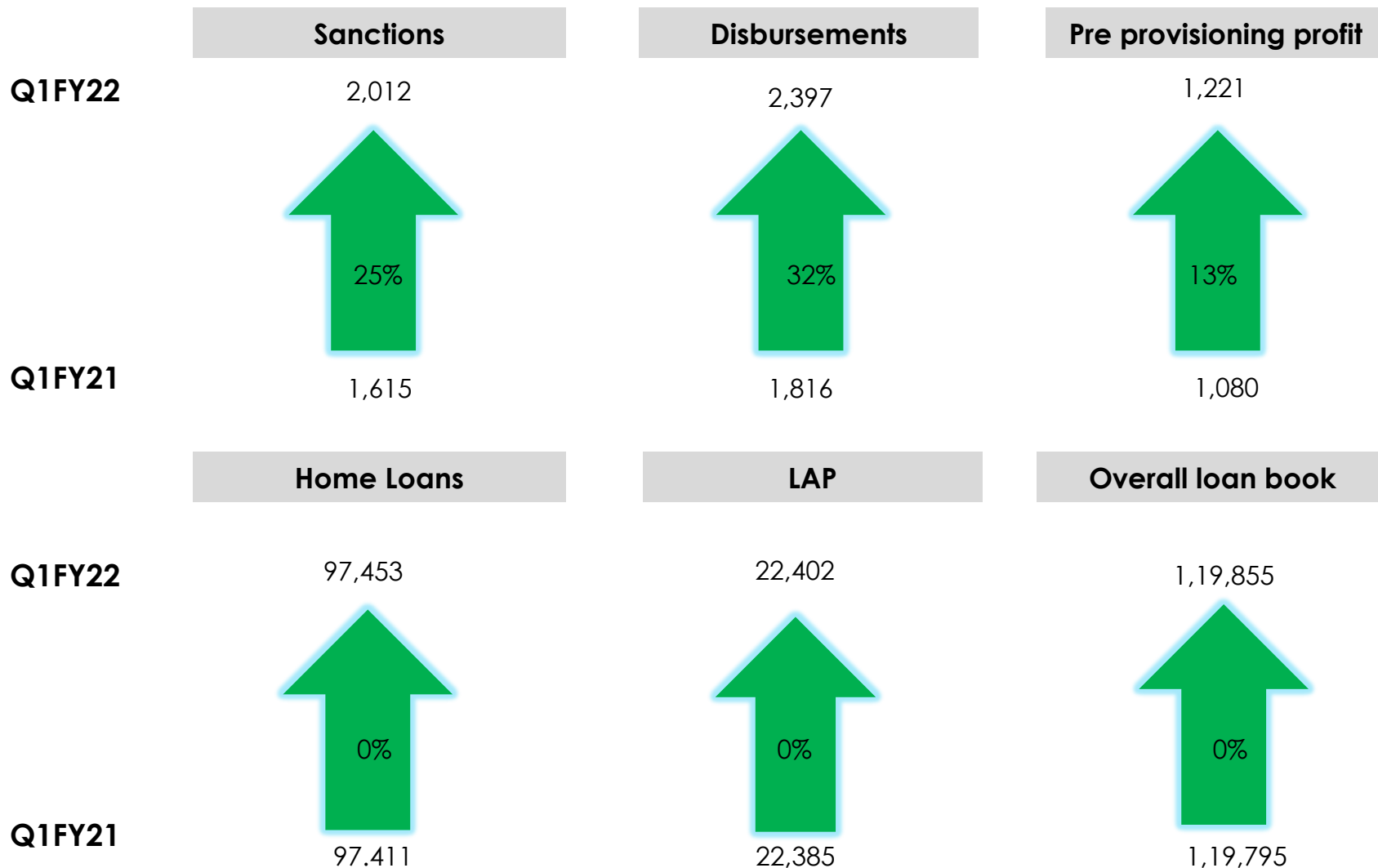
ECL provision(%)- 3.1%

OTR 2 book(%)- 5.1%

Q1FY22 performance

Repco Home Finance Limited

Figures in Rs million

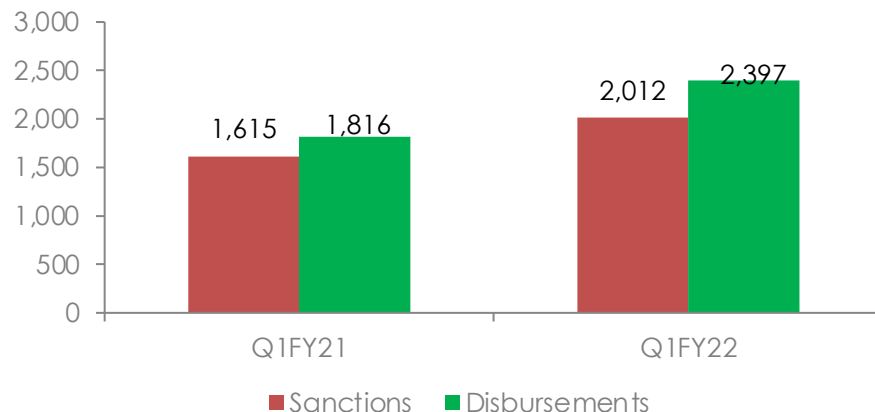


Asset book

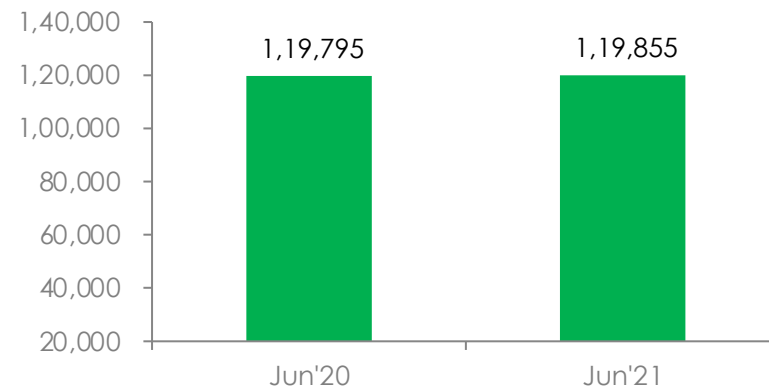
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Figures in Rs million

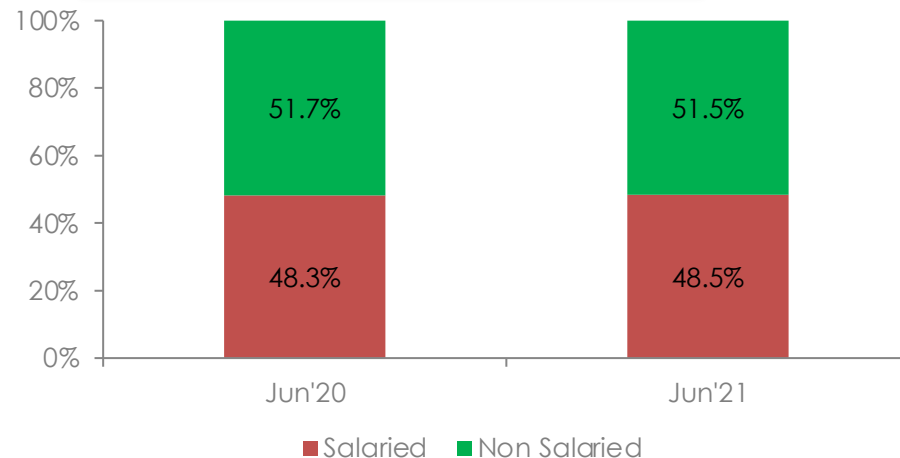
Sanctions and disbursements



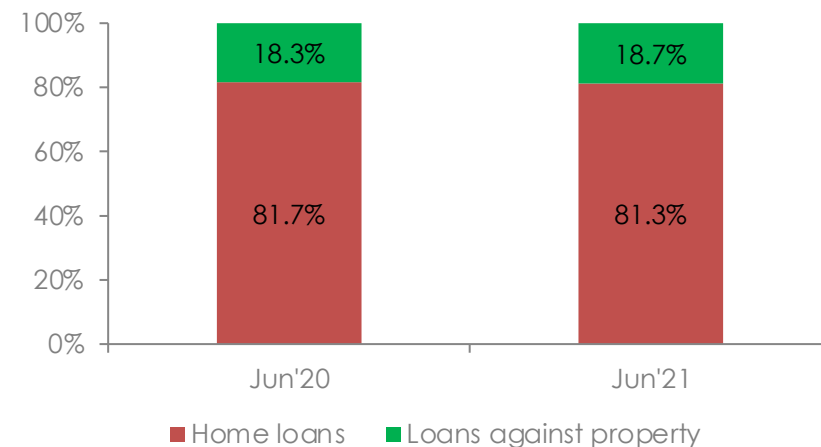
Loan Book



Loan book composition



Mix of loan portfolio

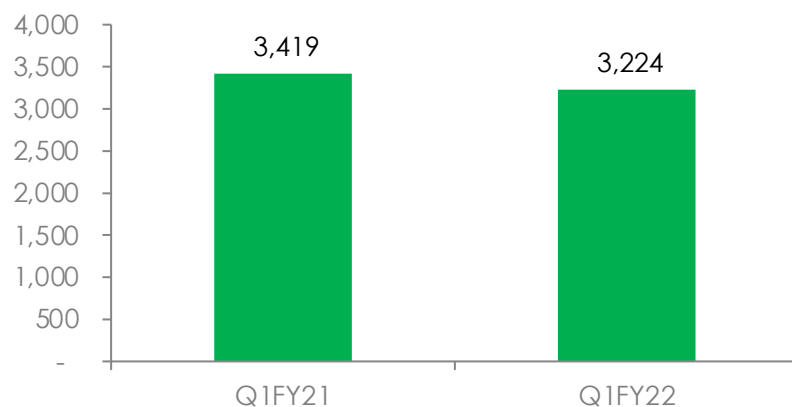


Income and earnings growth

Repco Home Finance Limited

Figures in Rs million

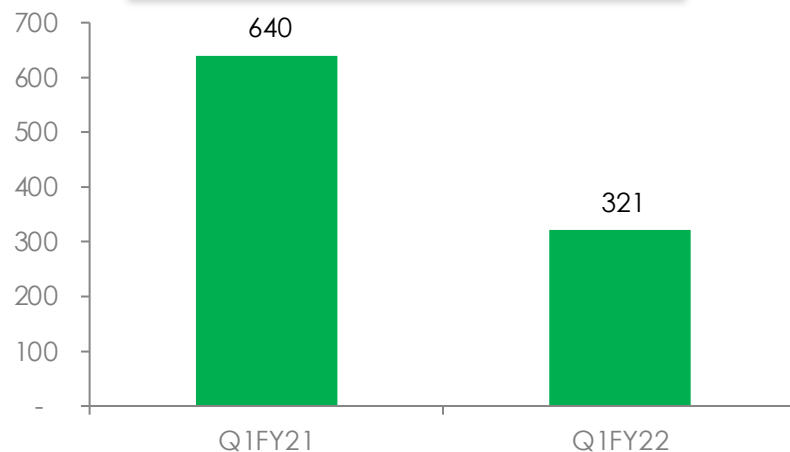
Total income



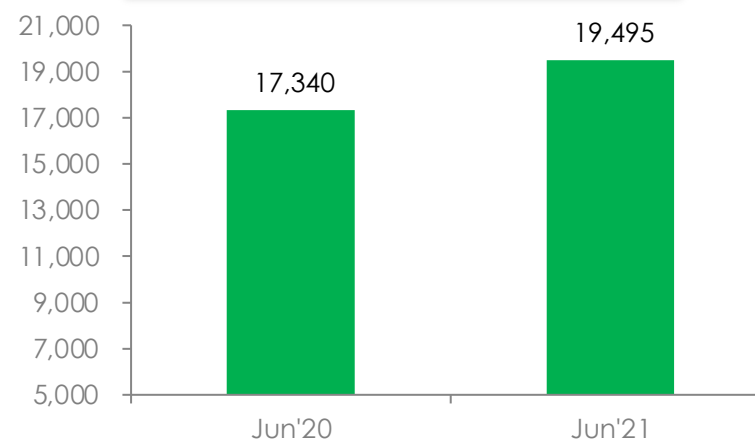
Net interest income



Net profit



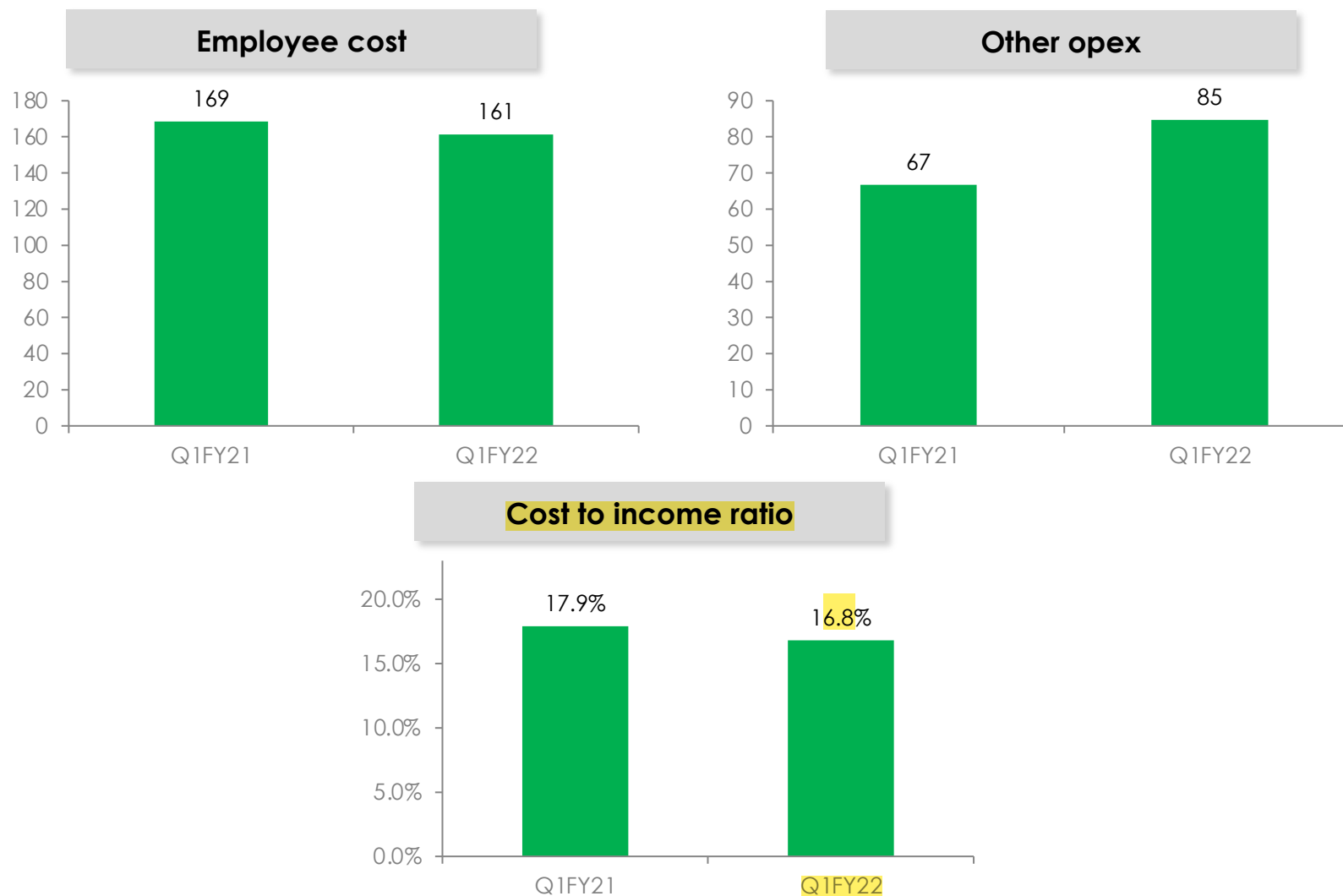
Net worth



Operating cost

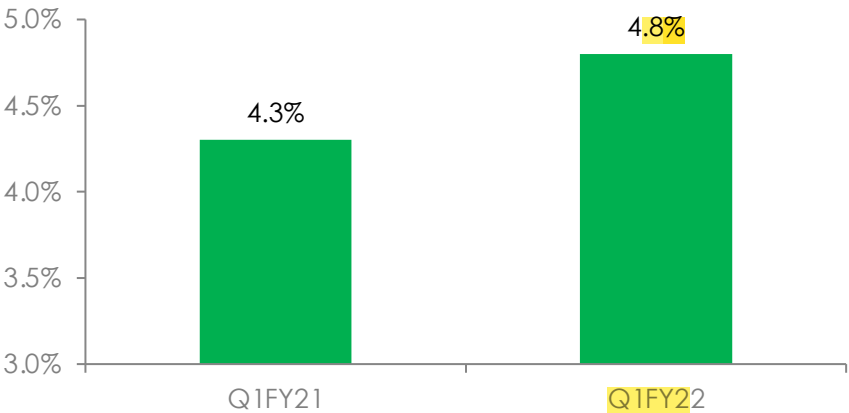
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Figures in Rs million

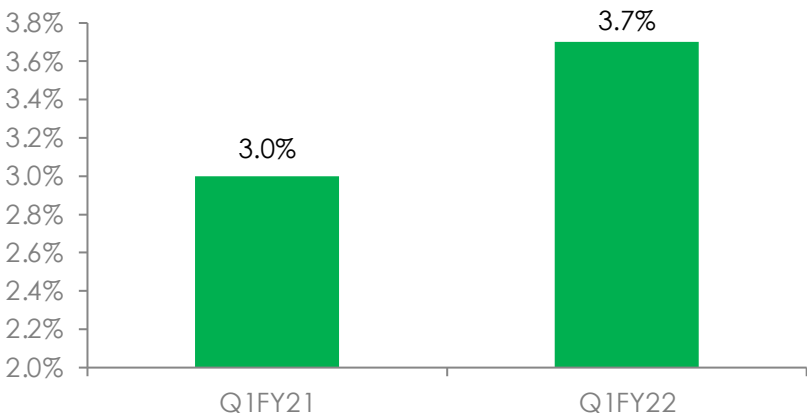


Profitability ratios

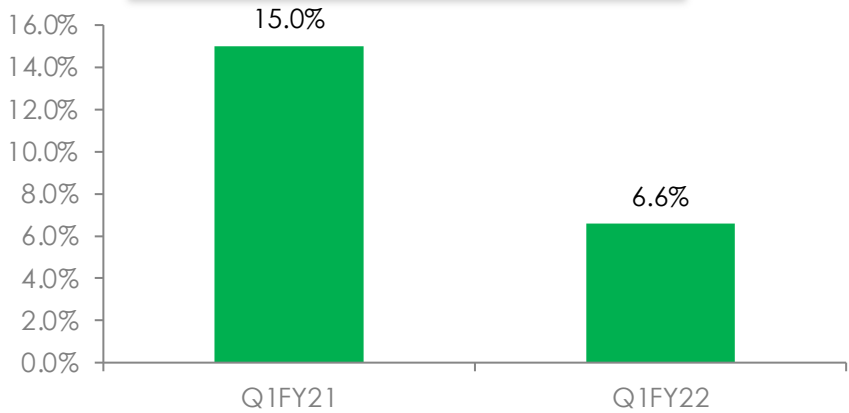
Net interest margin



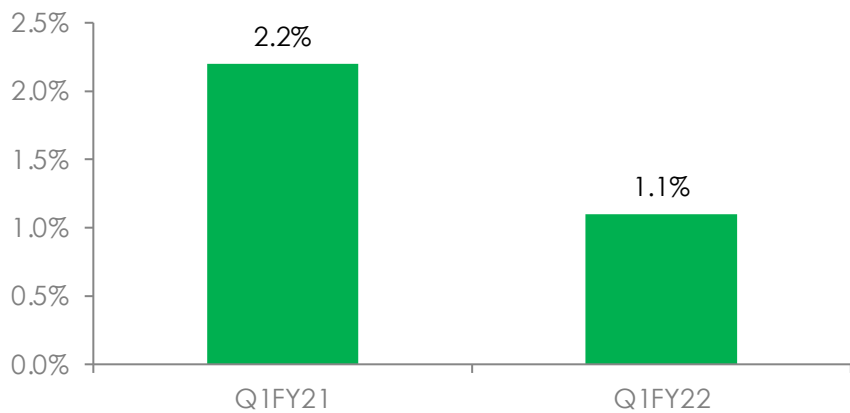
Spread



Return on equity

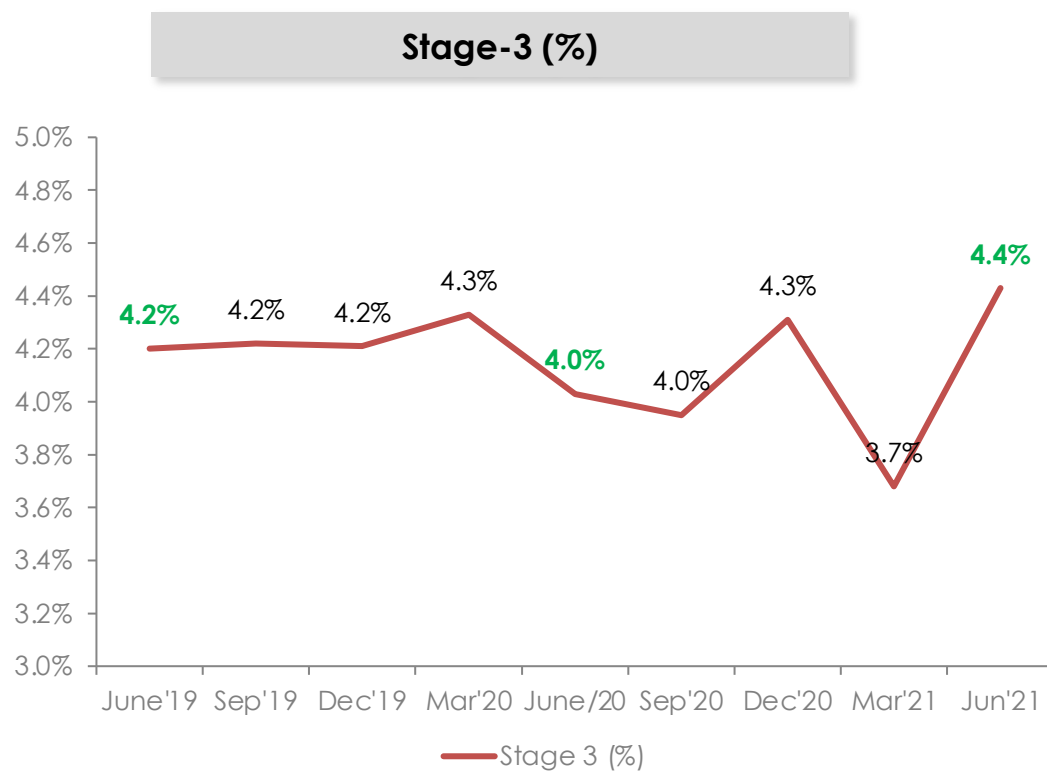


Return on assets



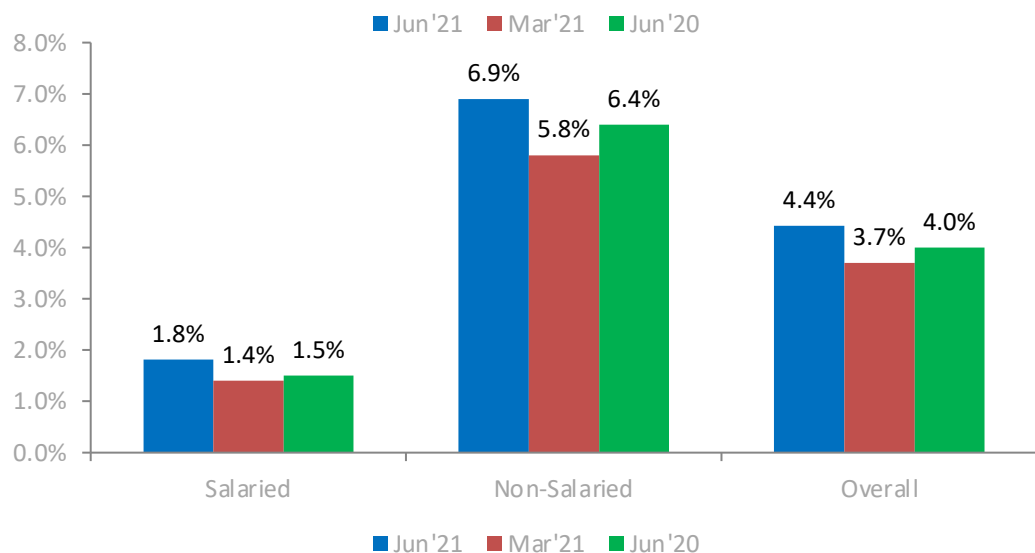
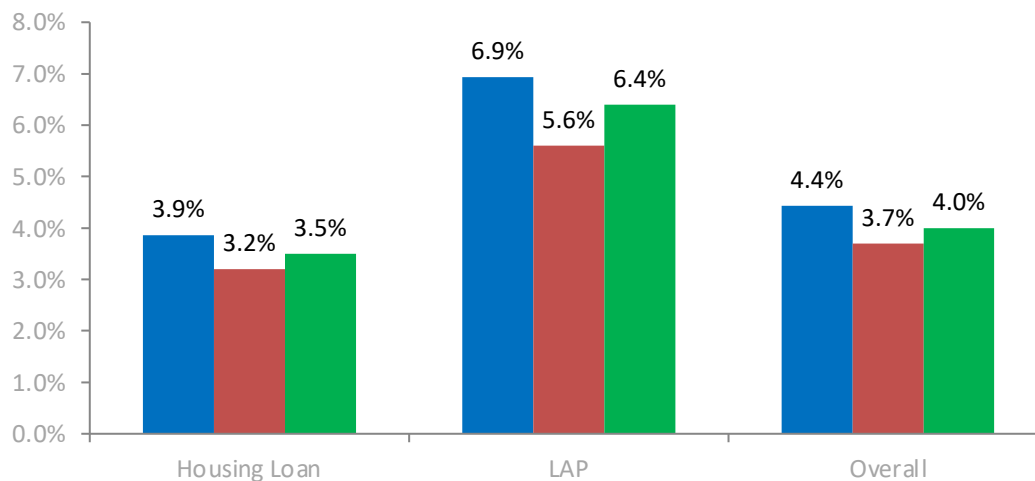
Asset quality

Repco Home Finance Limited



Product mix / Occupation wise asset quality

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ECL Provisioning

Repco Home Finance Limited

Figures in Rs million

	Jun'20	Mar'21	Jun'21
Gross Stage 3	4,832	4,461	5,312
% portfolio in Stage 3	4.0%	3.7%	4.4%
ECL provision - Stage 3	1,992	1,771	2,234
Net - Stage 3	2,839	2,690	3,078
Coverage ratio - Stage 3	41%	40%	42%

Gross Stage 1 & 2	1,14,964	1,16,754	1,14,543
% portfolio in Stage 1 & 2	96.0%	96.3%	95.6%
ECL provision % - Overall	2.0%	2.4%	3.1%
Total ECL provision to Stage-3 coverage ratio*	55%	69%	72.5%

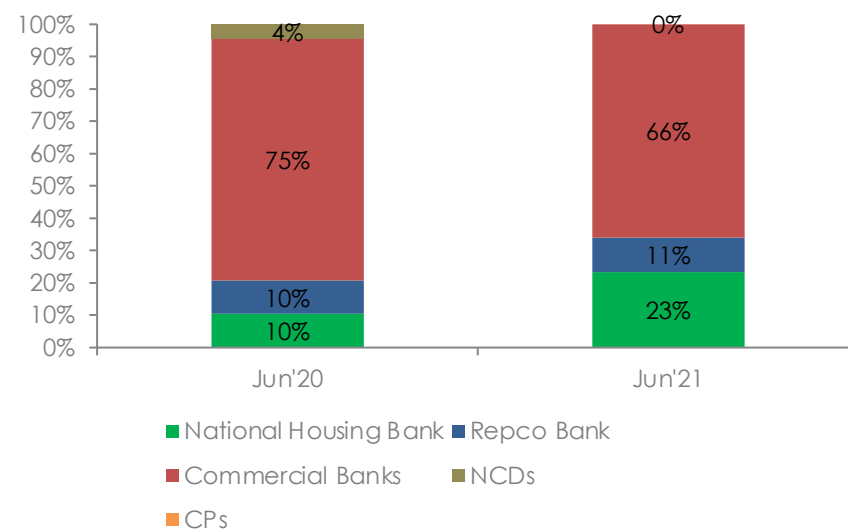
*** Technically written-off loans added to both the numerator and the denominator.**

Borrowing profile

Repco Home Finance Limited

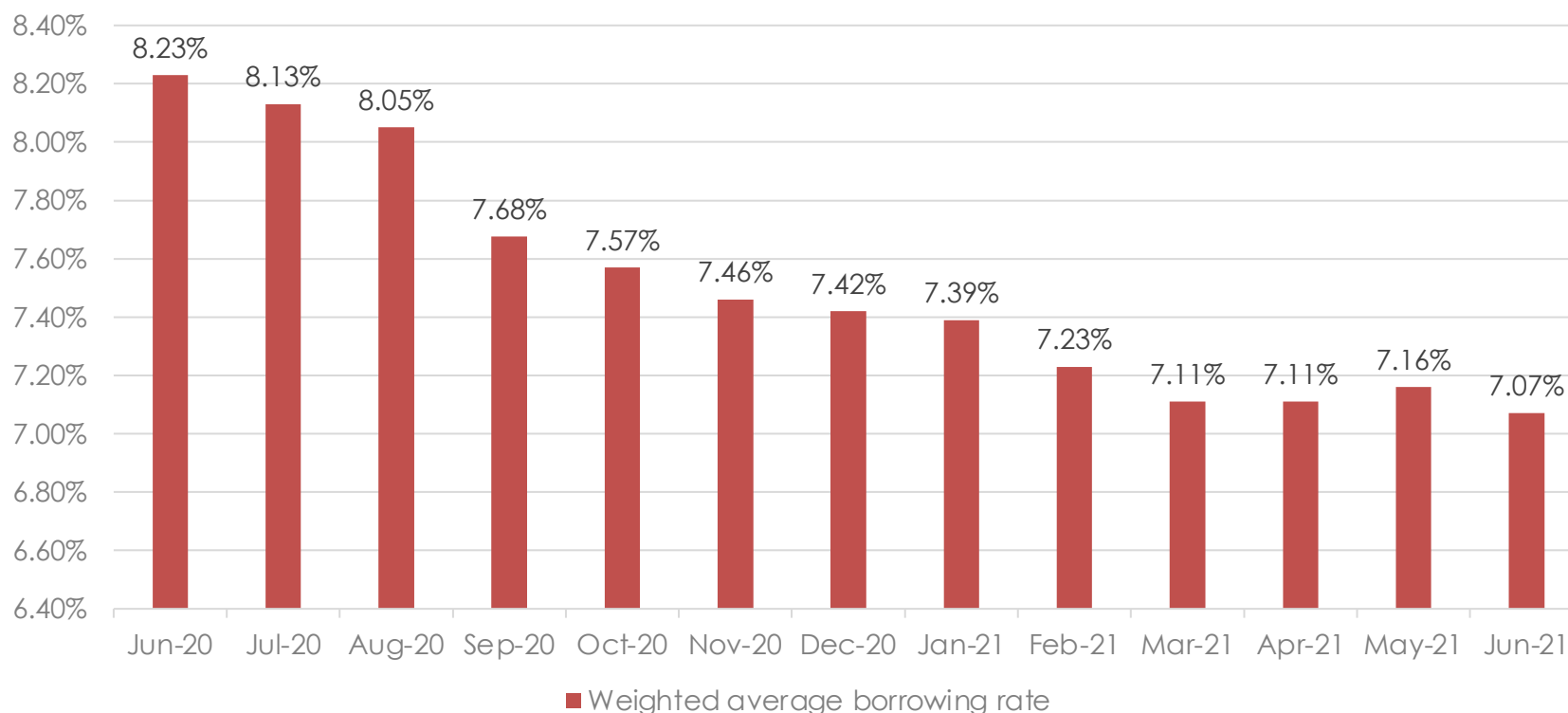
Figures in Rs million

Source (Rs mn)	Average cost	Jun'20	Jun'21	% change
National Housing Bank	5.71%	10,609	23,358	120%
Repco Bank	7.90%	10,453	10,678	2%
Commercial Banks	7.42%	75,902	65,938	-13%
NCDs	0.00%	4,520	0	-100%
Commercial Papers	0.00%	0	0	0%
Total	7.07%	1,01,484	99,973	-1%



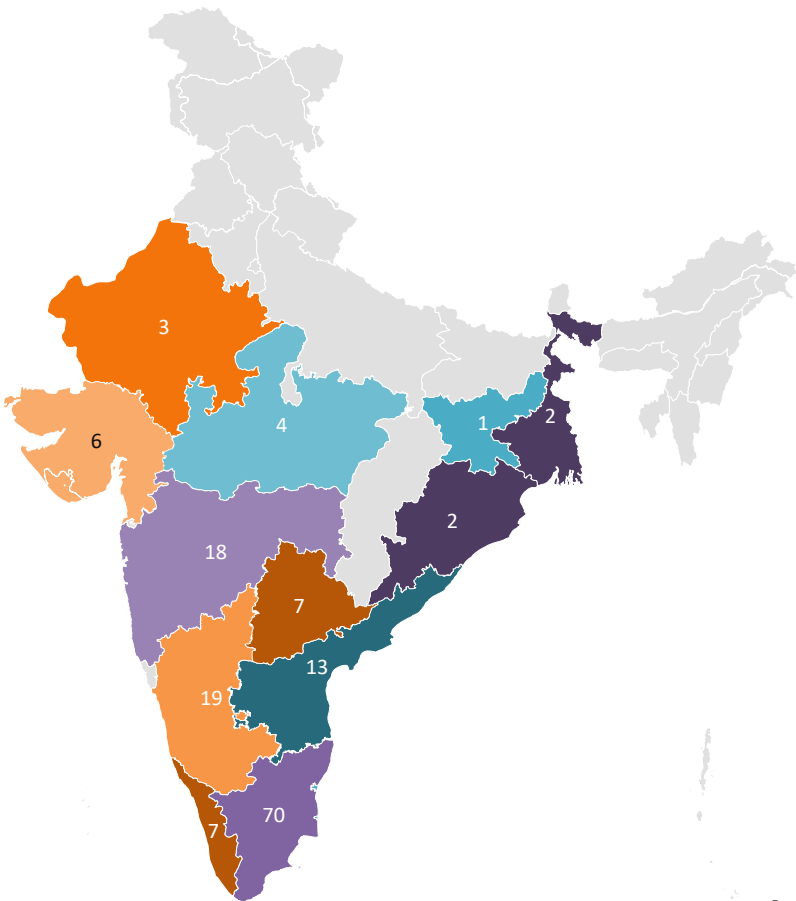
Movement in borrowing cost

Repco Home Finance Limited



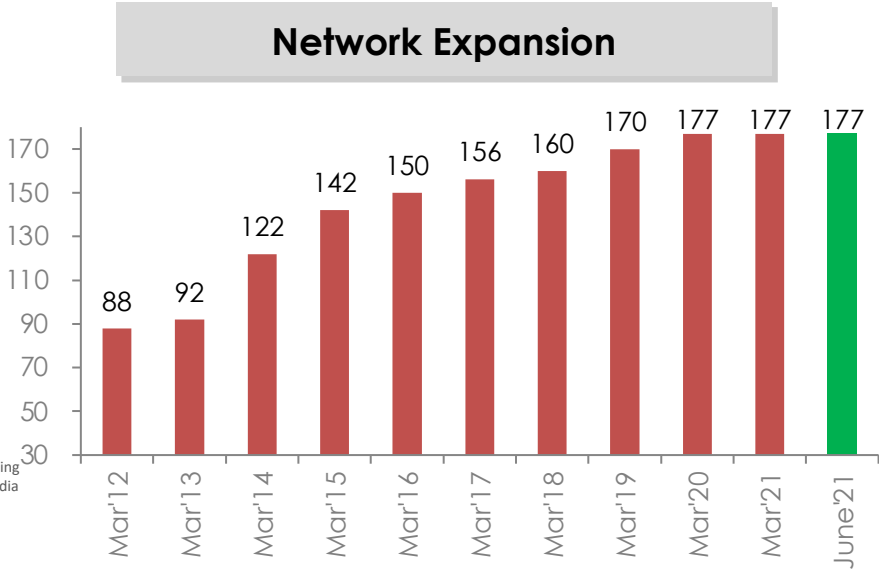
Note – The average borrowing cost between reporting periods would be different.

Geographic Presence

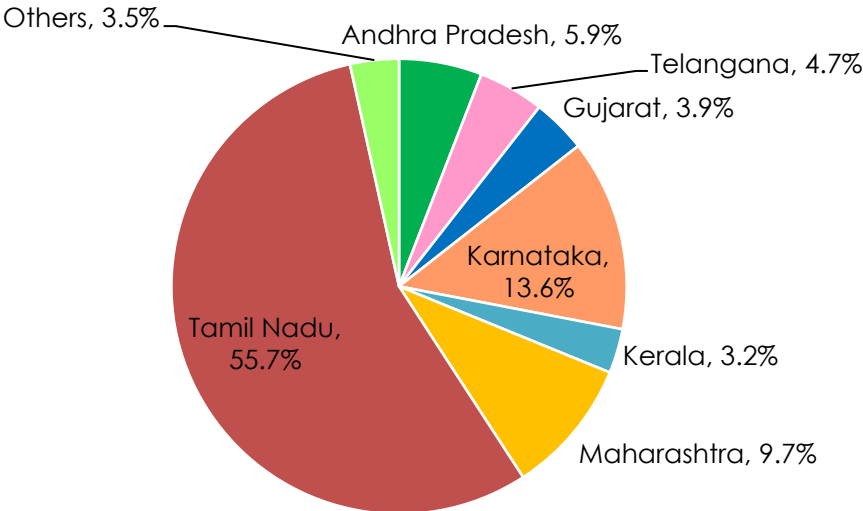


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- ◆ Present in 12 states and 1 Union Territory with 153 branches and 24 satellite centers.
- ◆ Plus 2 asset recovery branches.
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh & Rajasthan.



Region-wise loan book



States	Exposure			YoY growth	QoQ growth
	Jun'20	Mar'21	Jun'21		
Andhra Pradesh	6.1%	6.0%	5.9%	-3%	-8%
Telangana	4.6%	4.6%	4.7%	3%	0%
Gujarat	3.6%	3.9%	3.9%	6%	-5%
Karnataka	14.1%	13.8%	13.6%	-3%	-10%
Kerala	3.3%	3.2%	3.2%	-5%	-7%
Maharashtra	9.2%	9.6%	9.7%	5%	-3%
Tamil Nadu	55.9%	55.4%	55.7%	0%	-2%
Others	3.2%	3.5%	3.5%	9%	-2%
Total	100%	100%	100%	0%	-4%

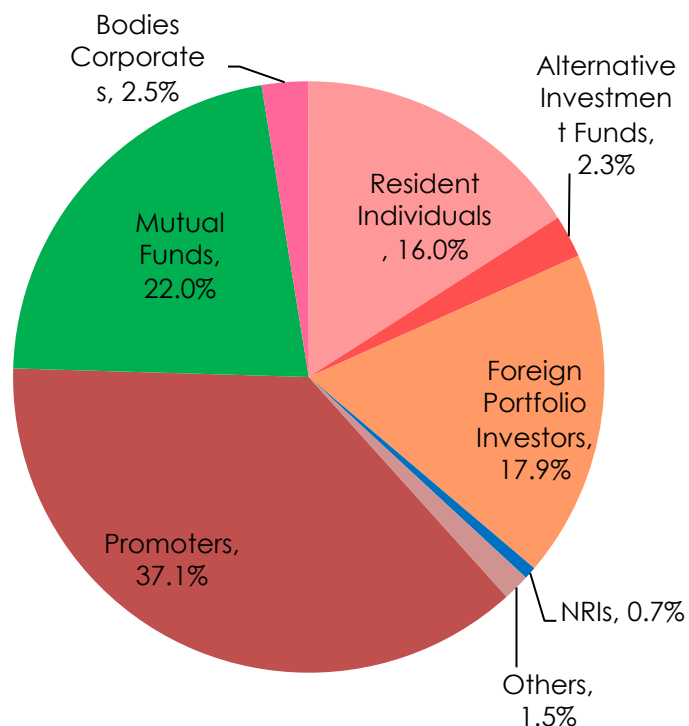
Annualized

Annexure

Shareholding pattern

Repco Home Finance Limited

Outstanding shares – 62.6 mn



Major non-promoter shareholders

	% shareholding
HDFC Mutual Fund	6.9%
Aditya Birla Mutual Fund	5.9%
Fidelity Funds	4.5%
Somerset Emerging Markets Fund	2.9%
ICICI Prudential Mutual Fund	2.8%
DSP Mutual Fund	2.6%
Invesco Mutual Fund	2.6%
Apax Global	2.1%
SG Jokaland Holdings	1.8%
AB Funds	1.4%
Reliance AIF	1.1%
BNP Paribas Mutual Fund	1.1%

Profit and loss statement

Figures in Rs million

(Rs. million)	Q1FY22	Q1FY21	YoY (%)	Q4FY21	QOQ (%)	FY21	FY20	YoY (%)
<u>Income:</u>								
Revenue from operations	3,201	3,377	-5%	3,331	-4%	13,734	13,455	2%
Other income	23	42	-46%	72	-68%	188	56	233%
Total Income	3,224	3,419	-6%	3,403	-5%	13,922	13,511	3%
<u>Expenses:</u>								
Interest and other financial charges	1,757	2,104	-16%	1,855	-5%	8,072	8,250	-2%
Employee benefit expense	161	169	-4%	186	-13%	714	664	7%
Depreciation and amortization expense	31	35	-13%	33	-8%	130	129	0%
Other expenses	54	32	71%	142	-62%	301	271	11%
Provisions & write-offs	783	221	254%	292	168%	808	594	36%
Total Expenses	2,787	2,561	9%	2,508	11%	10,024	9,909	1%
Profit before tax	437	859	-49%	895	-51%	3,898	3,602	8%
<u>Tax expense:</u>								
Current tax	237	214	11%	280	-15%	985	952	3%
Deferred Tax	-121	5	-2796%	-17	621%	37	-154	-124%
Net Profit/(Loss)	321	640	-50%	632	-49%	2,876	2,803	3%
Other Comprehensive Income	1	-2	-160%	-2	-162%	5	-6	-175%
Total Comprehensive Income	322	638	-49%	630	-49%	2,880	2,797	3%

Relative performance – Q1FY22

Repco Home Finance Limited

Particulars	Units	Q1FY21	Q1FY22
Sanctions	Rs. mn	1,615	2,012
Disbursements	Rs. mn	1,816	2,397
Net interest income	Rs. mn	1,280	1,448
PAT	Rs. mn	640	321
NIM	%	4.3	4.8
Yield on assets	%	11.3	10.6
Cost of funds	%	8.3	7.0
Spread	%	3.0	3.7
Return on assets	%	2.2	1.1
Return on equity	%	15.0	6.6

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