

RHFL/SE/13/2022-23

23<sup>rd</sup> May, 2022

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: REPCOHOM

Kind Attn: Listing Department

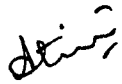
Respected Sir,

**Sub: Investor Presentation on financial results for the year ended 31<sup>st</sup> March, 2022**

We submit herewith a copy of the presentation on the financial performance of the Company for the year ended 31<sup>st</sup> March, 2022.

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 Q4FY22



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# Agenda

## ◆ **Q4FY22 Performance**

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

## ◆ **Geographic Presence**

- ▶ Footprint
- ▶ Region-wise loan book

## ◆ **Annexure**

## **Q4FY22 Performance**

# Business Summary

## Repco Home Finance Limited

Loans outstanding -  
Rs. 1,17,590 mn

Net worth  
Rs. 20,611 mn

Total capital adequacy ratio  
33.6%

Average loan per unit  
Rs. 1.4 mn

Number of live accounts  
1,01,137

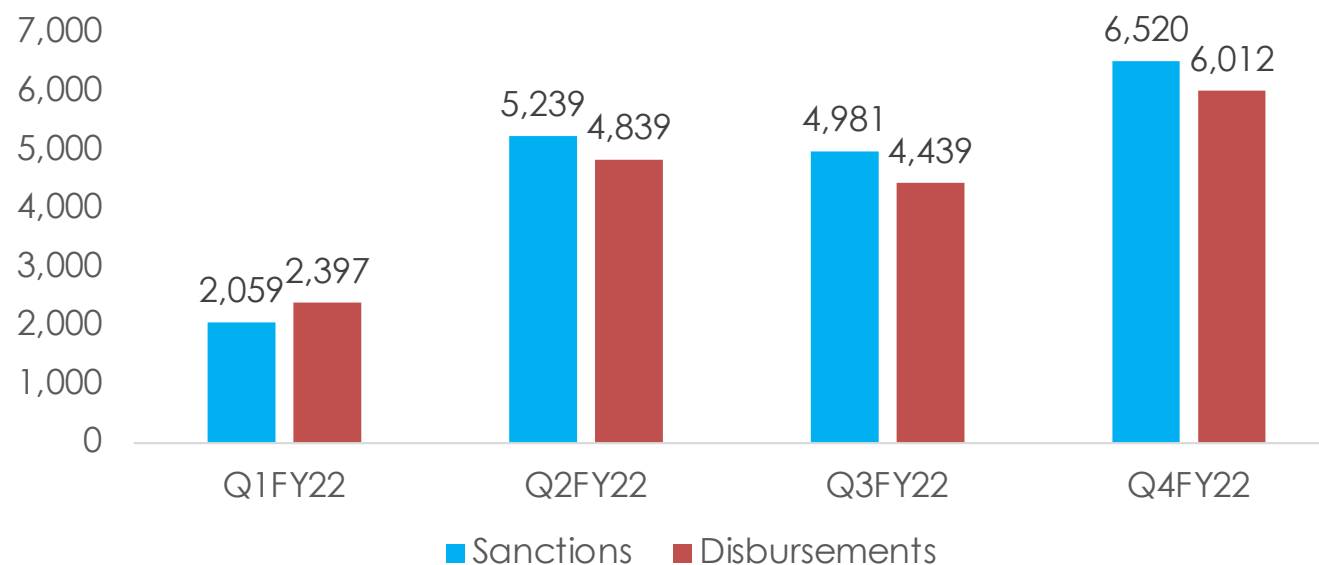
Employee strength - 925

GNPA – 6.97%

ECL provision(%)- 4.0%

# Business performance – FY22

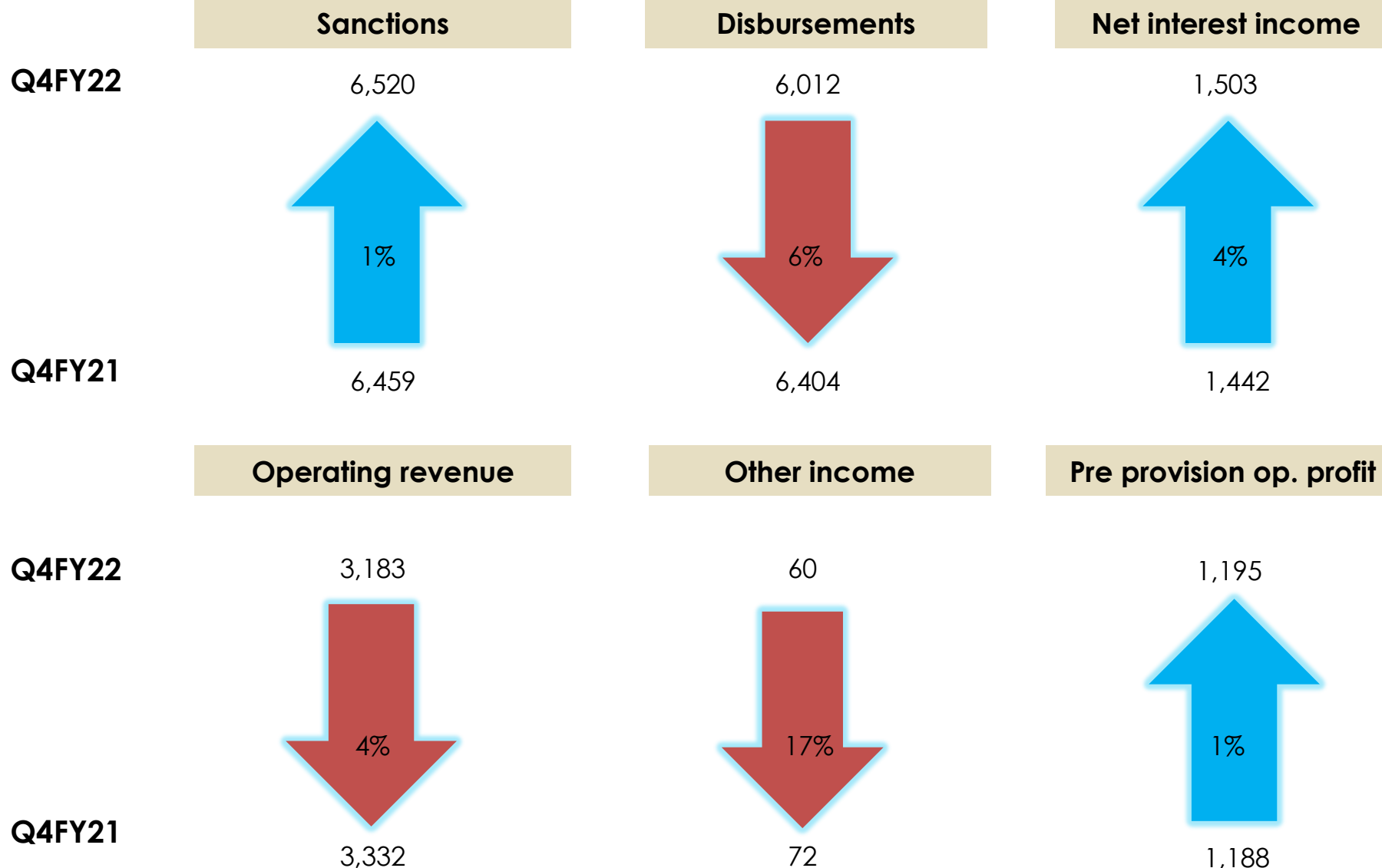
Figures in Rs million



Item	Q1FY22	Q2FY22	Q3FY22	Q4FY22
Sanctions	2,059	5,239	4,981	6,520
Disbursements	2,397	4,839	4,439	6,012

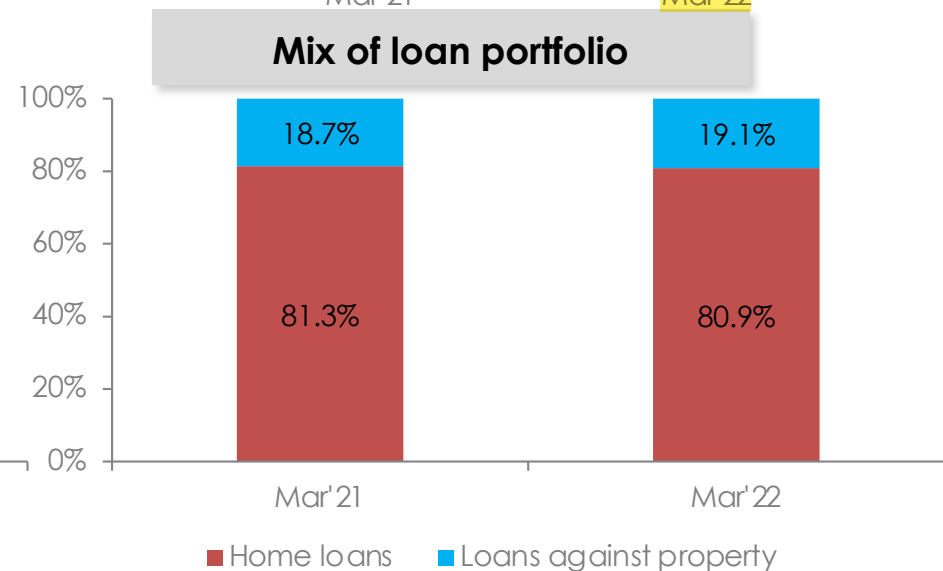
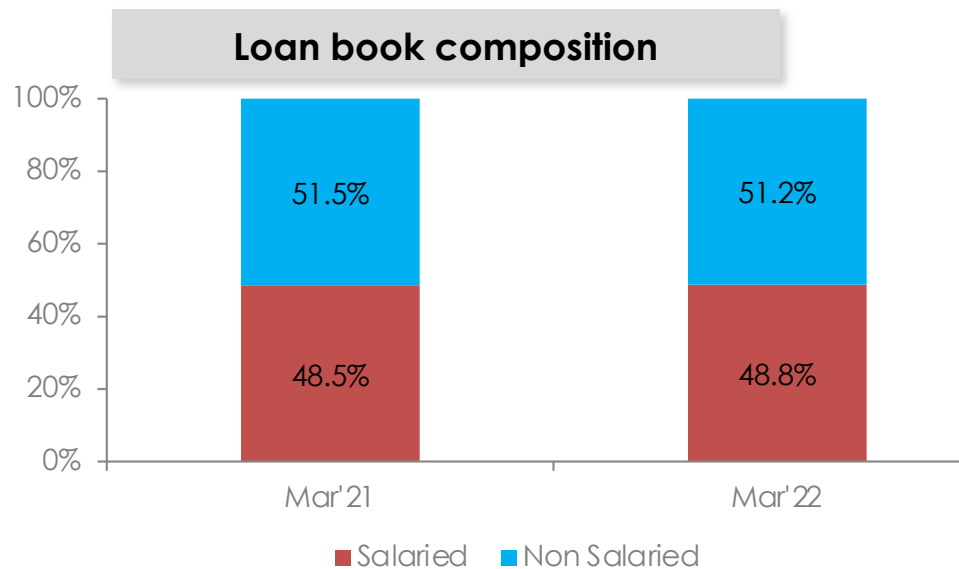
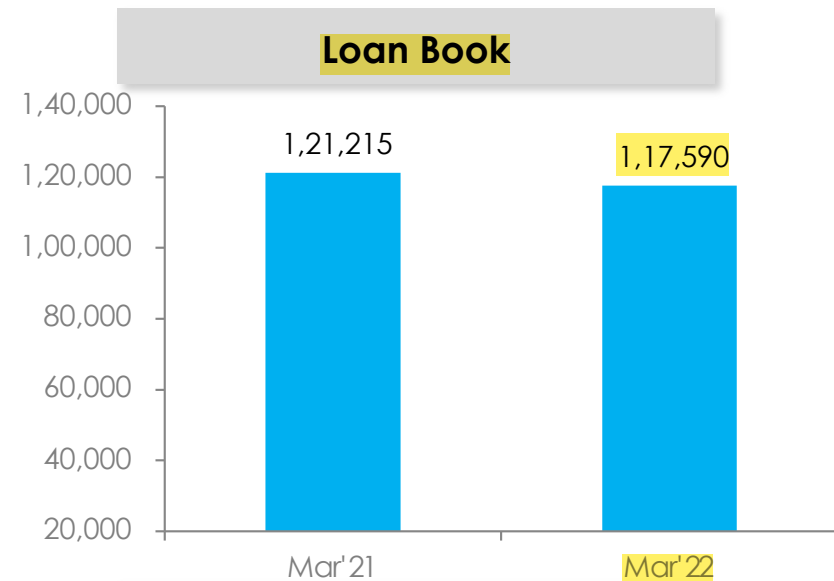
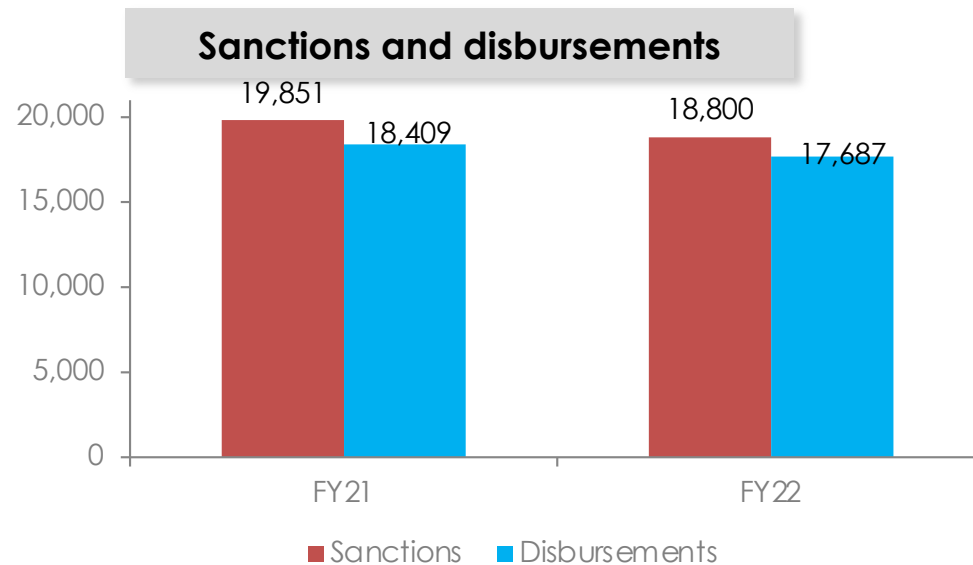
# Key performance indicators

Figures in Rs million



# Asset book

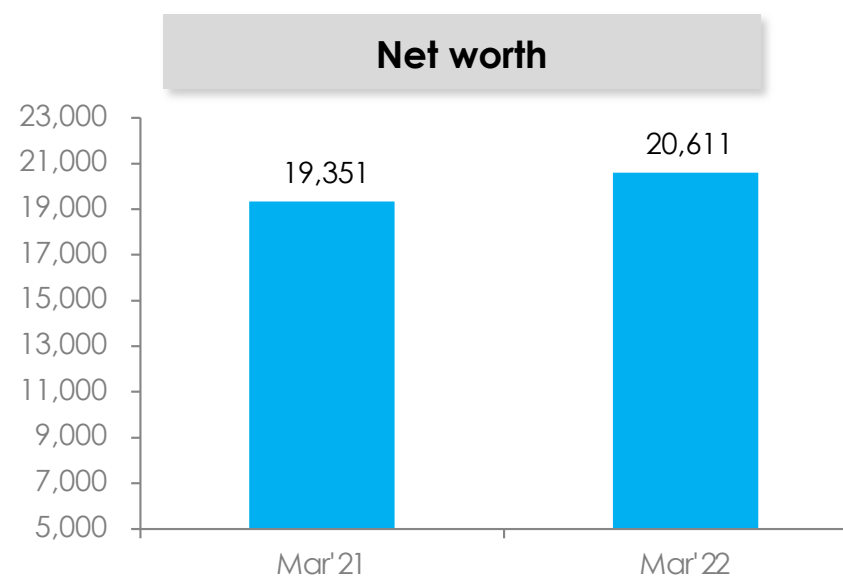
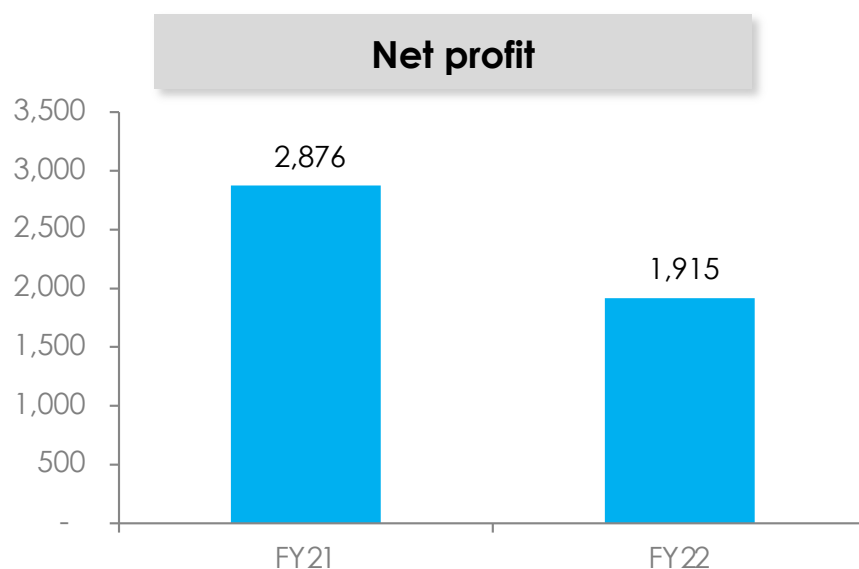
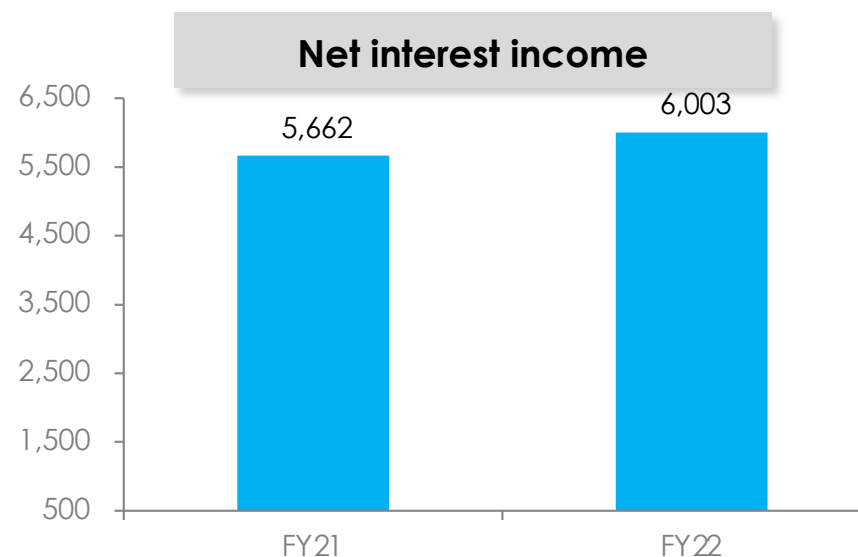
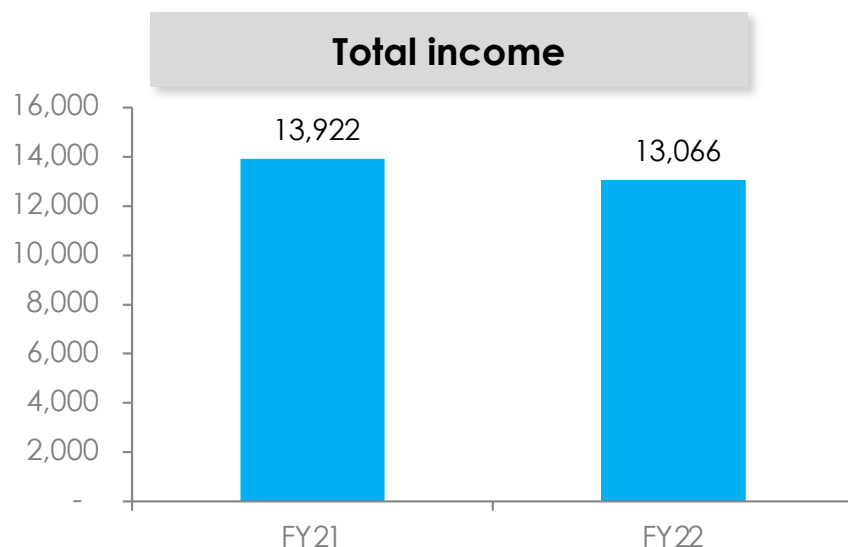
Figures in Rs million





# Income and earnings growth

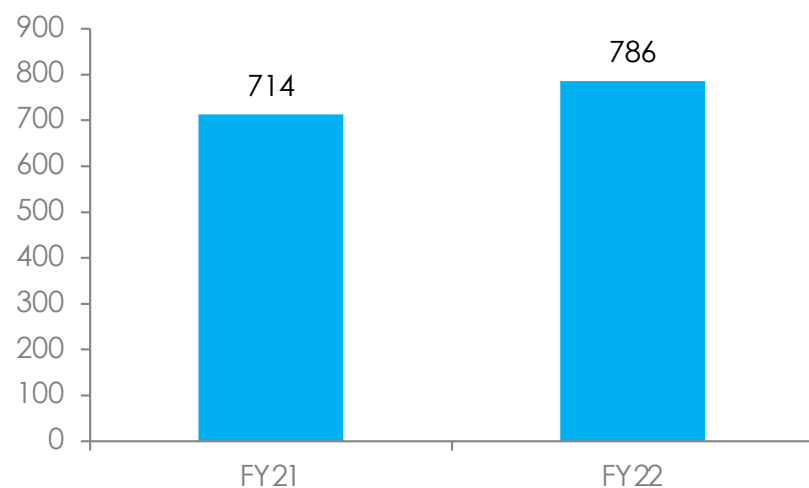
Figures in Rs million



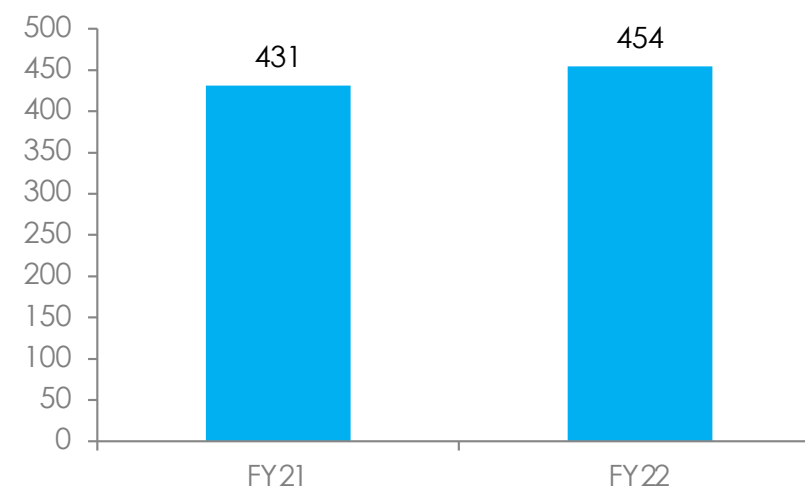
# Operating cost

Figures in Rs million

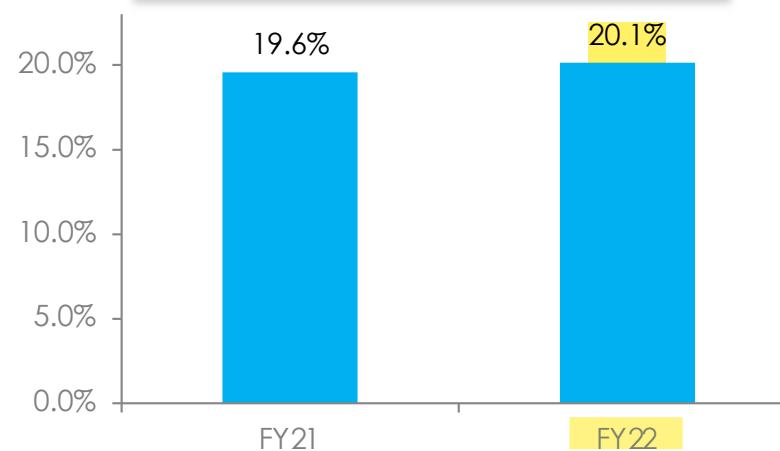
## Employee cost



## Other opex

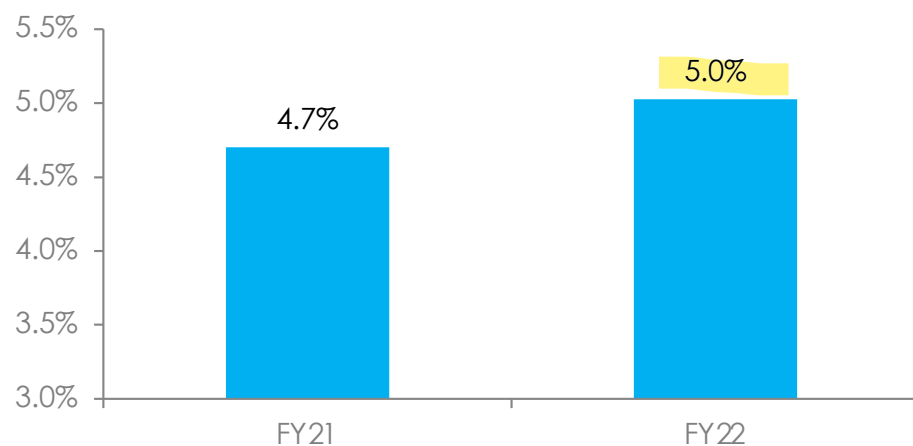


## Cost to income ratio

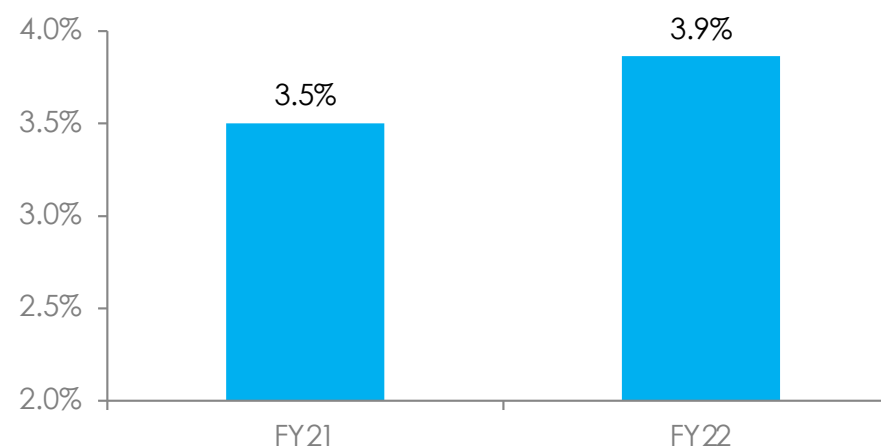


# Profitability ratios

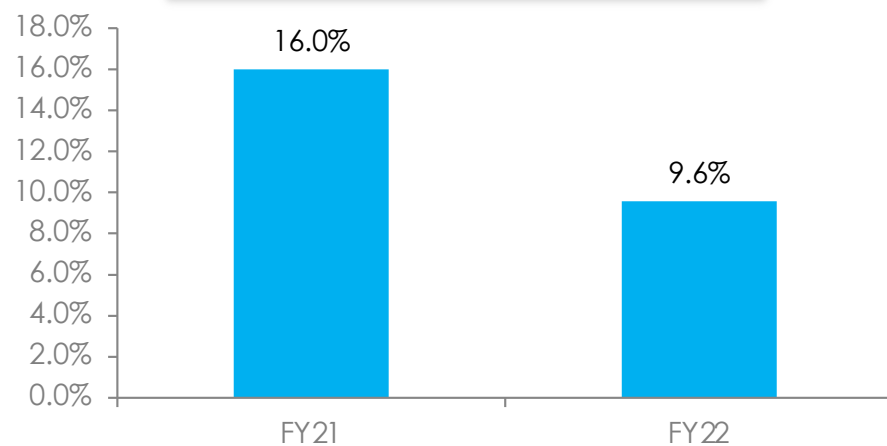
## Net interest margin



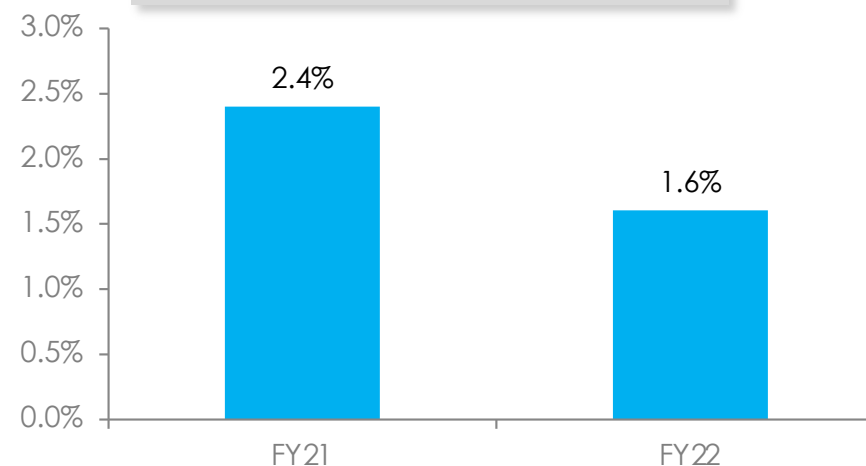
## Spread



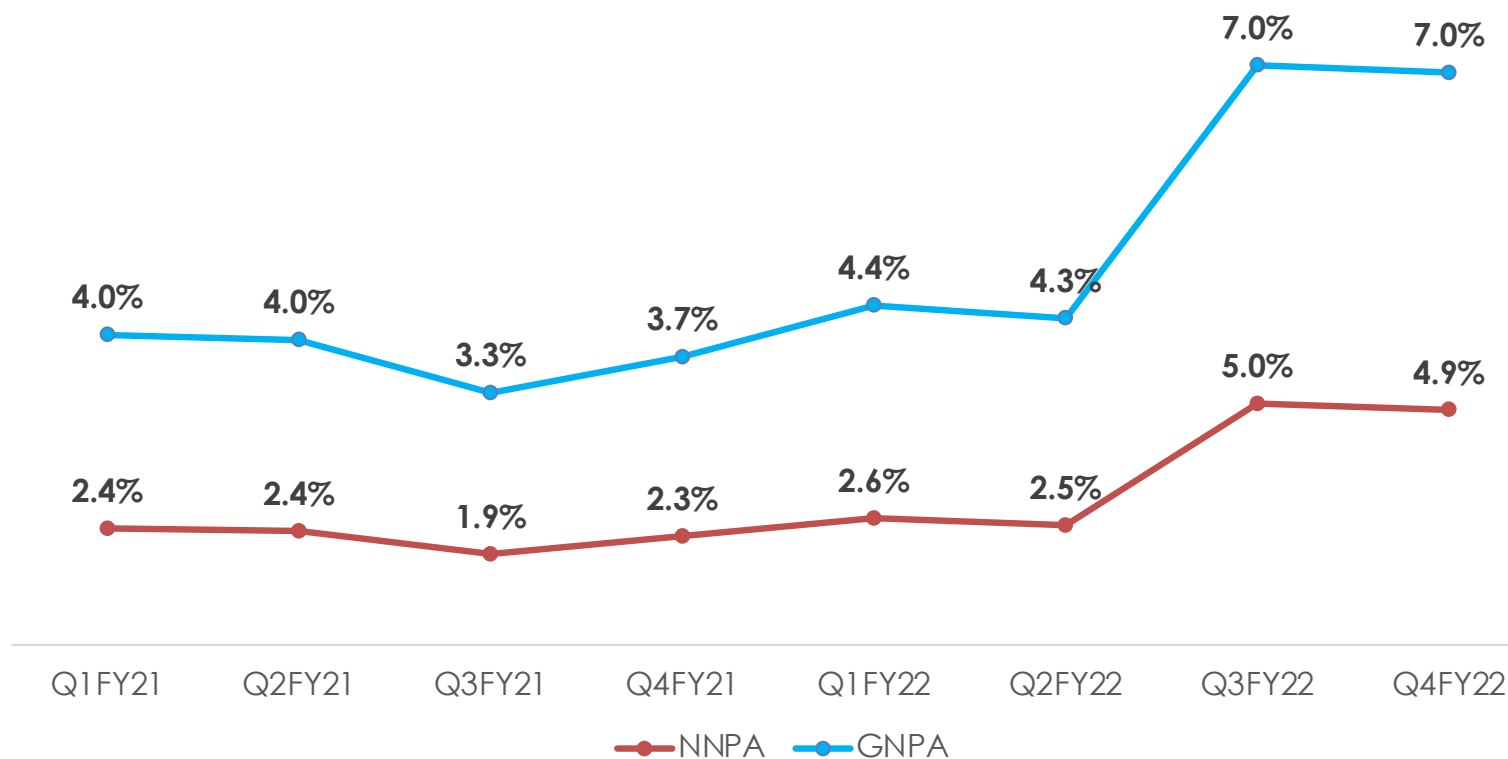
## Return on equity



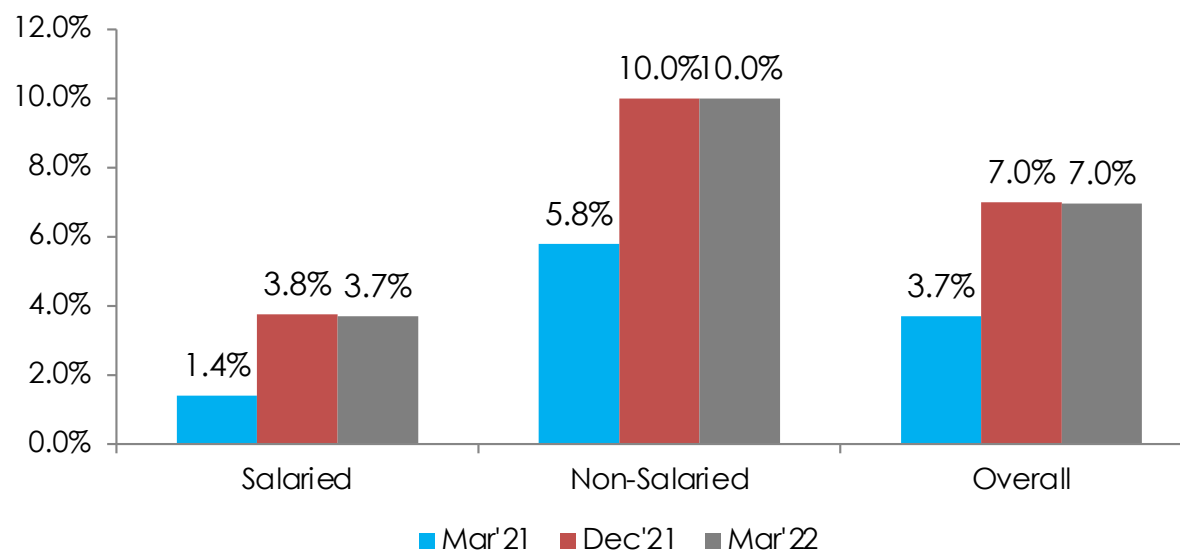
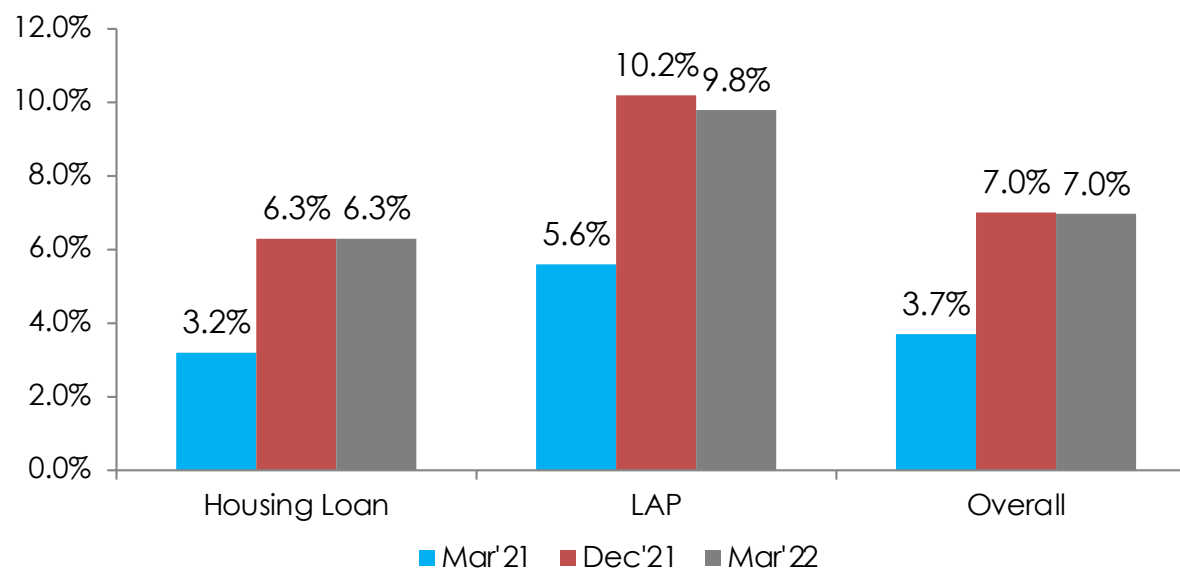
## Return on assets



## GNPA & NNPA ratio



# Product mix / Occupation wise GNPA(%)



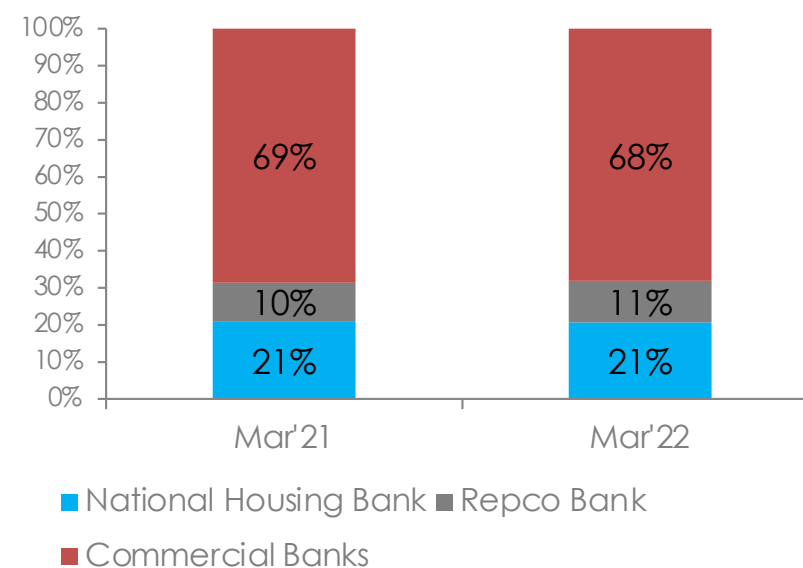
# ECL provision

Figures in Rs million

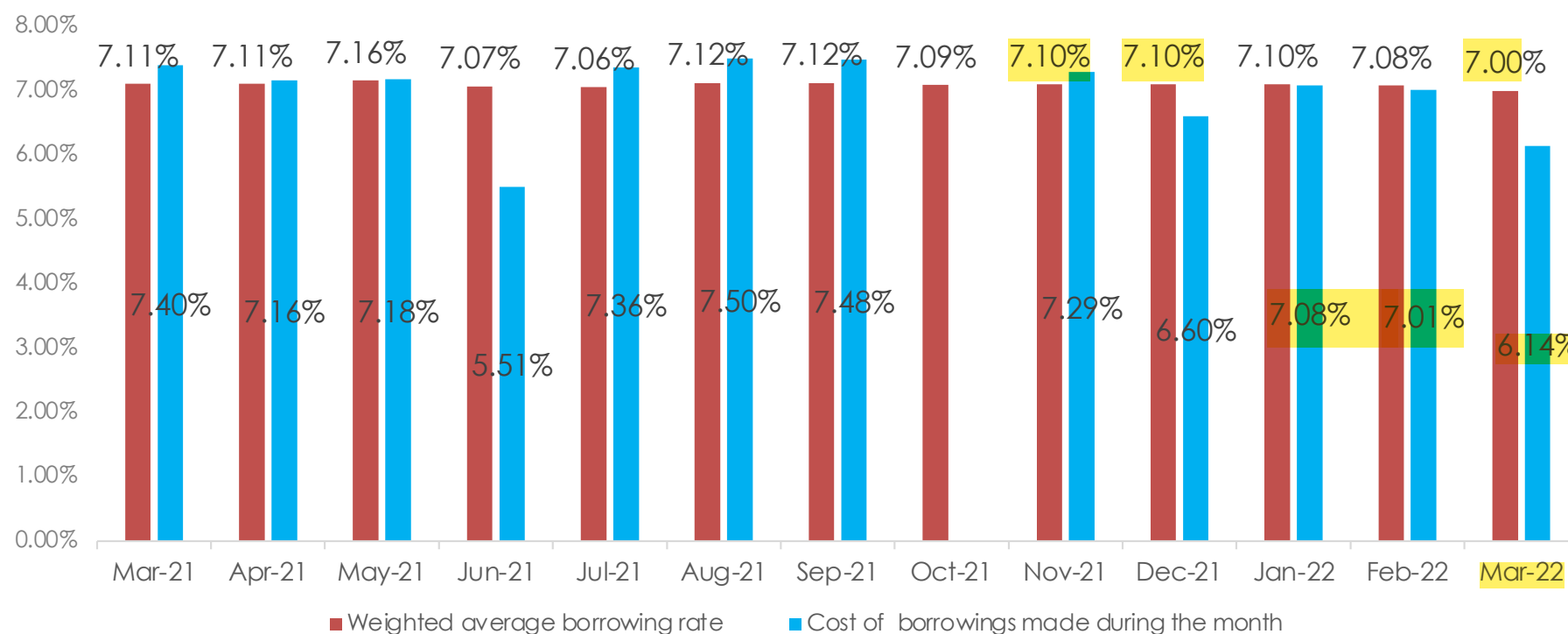
	Mar'21	Dec'21	Mar'22
Gross Stage 3	4,461	8,233	8,198
% portfolio in Stage 3	3.7%	7.0%	7.0%
ECL provision - Stage 3	1,771	2,477	2,611
Net - Stage 3	2,690	5,756	5,587
Coverage ratio - Stage 3	40%	30%	32%
Gross Stage 1 & 2	1,16,754	1,09,623	1,09,392
% portfolio in Stage 1 & 2	96.3%	93.0%	93.0%
ECL provision % - Overall	2.4%	3.5%	4.0%

# Borrowing profile

Source (Rs mn)	Average cost	Mar'21	Dec'21	Mar'22	% change
National Housing Bank	6.0%	21,381	18,588	20,015	-6%
Repco Bank	7.9%	10,678	10,308	10,848	2%
Commercial Banks	7.3%	69,842	67,222	66,019	-5%
<b>Total</b>	<b>7.0%</b>	<b>1,01,901</b>	<b>96,118</b>	<b>96,883</b>	<b>-5%</b>



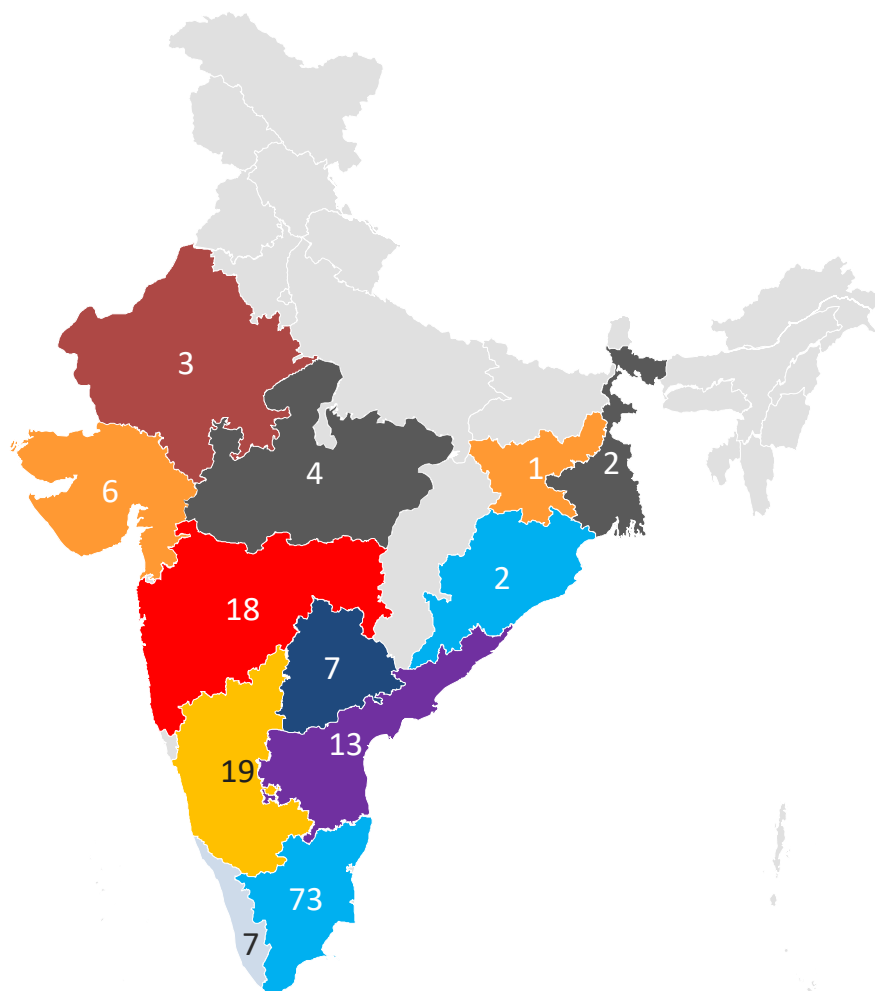
# Movement in borrowing cost





# Geographic Presence

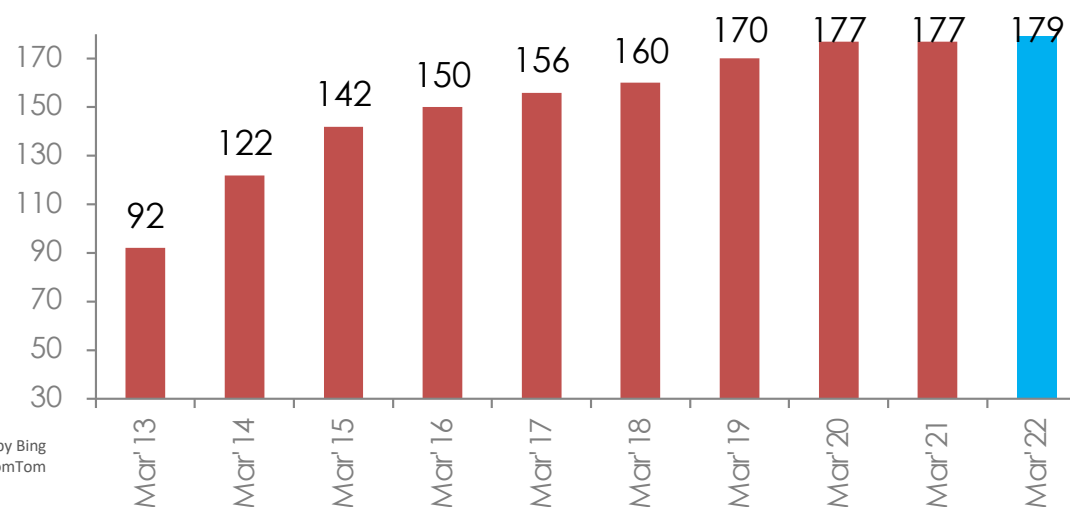
## Branch Network



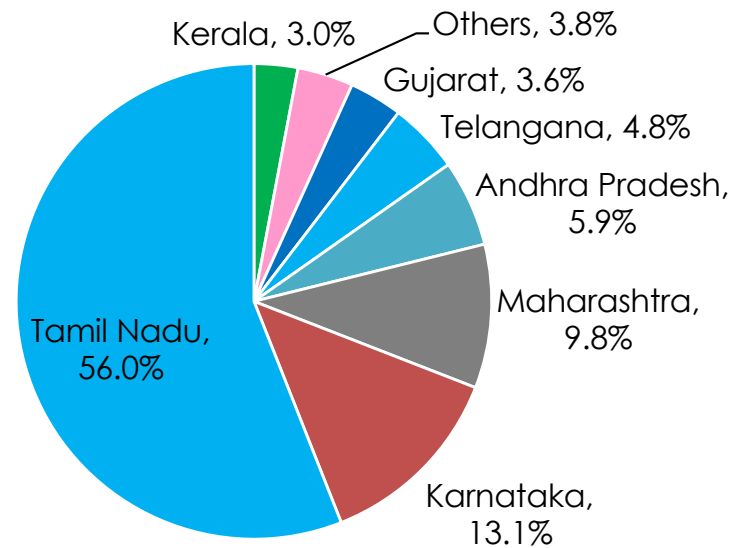
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- ◆ Present in 12 states and 1 Union Territory with 155 branches and 24 satellite centers.
- ◆ Additionally, 2 asset recovery branches.
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh & Rajasthan.

## Network



# Region-wise loan book



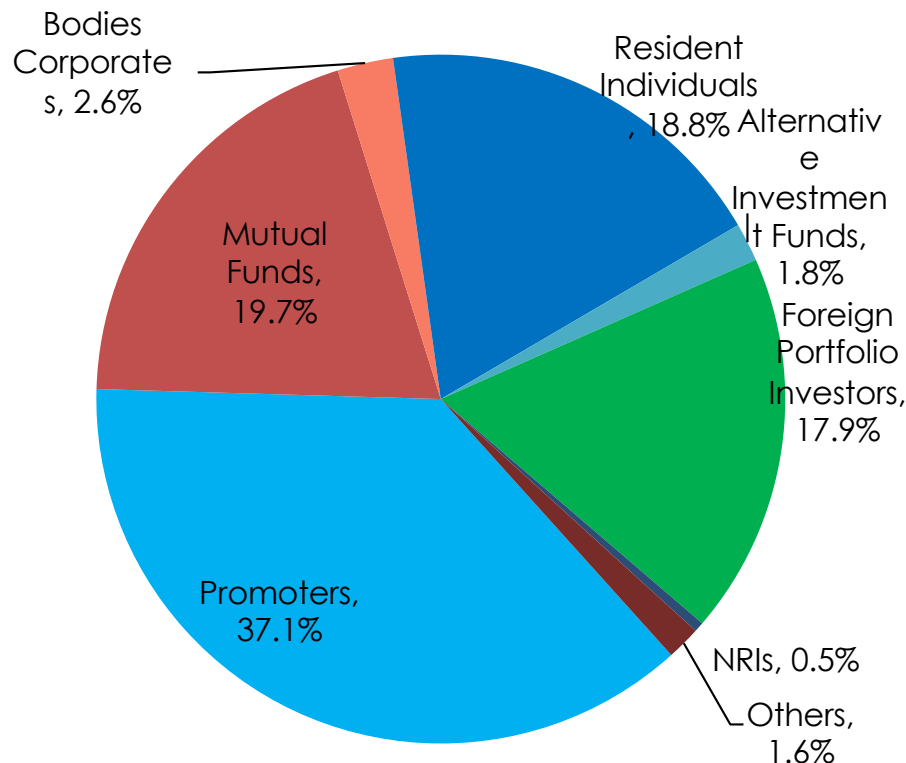
States	Exposure			YoY growth	QoQ growth
	Mar'21	Dec'21	Mar'22		
Kerala	3.2%	3.0%	3.0%	-9%	-2%
Others	3.5%	3.7%	3.8%	7%	4%
Gujarat	3.9%	3.7%	3.6%	-9%	-3%
Telangana	4.6%	4.7%	4.8%	1%	2%
Andhra Pradesh	6.0%	5.8%	5.9%	-4%	1%
Maharashtra	9.6%	9.7%	9.8%	-2%	0%
Karnataka	13.8%	13.3%	13.1%	-8%	-2%
Tamil Nadu	55.4%	55.9%	56.0%	-2%	0%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>-3%</b>	<b>0%</b>

Annualized

# Annexure

# Shareholding pattern

**Outstanding shares – 62.6 mn**



**Major non-promoter shareholders**

**%  
shareholding**

HDFC Mutual Fund	6.7%
Aditya Birla Mutual Fund	5.7%
Fidelity Funds	5.0%
Somerset Emerging Markets Fund	2.7%
Invesco Mutual Fund	2.5%
DSP Mutual Fund	2.5%
Apax Global	2.1%
SG Jokaland Holdings	1.8%
Nippon AIF	1.8%
ICICI Prudential Mutual Fund	1.5%
AB Funds	1.3%
BNP Paribas Mutual Fund	0.8%

# Profit and loss statement

Figures in Rs million

(Rs. million)	Q4FY22	Q4FY21	YoY (%)	Q3FY22	QOQ (%)	FY22	FY21	YoY (%)
<b>Income:</b>								
Revenue from operations	3,183	3,331	-4%	3,219	-1%	12,902	13,735	-6%
Other income	60	72	-17%	36	67%	164	188	-13%
<b>Total Income</b>	<b>3,242</b>	<b>3,403</b>	<b>-5%</b>	<b>3,255</b>	<b>0%</b>	<b>13,066</b>	<b>13,922</b>	<b>-6%</b>
<b>Expenses:</b>								
Interest and other financial charges	1,680	1,855	-9%	1,719	-2%	6,899	8,072	-15%
Employee benefit expense	231	186	24%	211	9%	786	714	10%
Depreciation and amortization expense	34	33	2%	34	1%	129	130	-1%
Other expenses	103	142	-27%	99	4%	326	301	8%
Provisions & write-offs	613	292	110%	765	-20%	2,331	808	189%
<b>Total Expenses</b>	<b>2,661</b>	<b>2,508</b>	<b>6%</b>	<b>2,828</b>	<b>-6%</b>	<b>10,471</b>	<b>10,024</b>	<b>4%</b>
Profit before tax	<b>582</b>	<b>896</b>	<b>-35%</b>	<b>427</b>	<b>36%</b>	<b>2,595</b>	<b>3,898</b>	<b>-33%</b>
<b>Tax expense:</b>								
Current tax	243	280	-13%	245	-1%	989	985	0%
Deferred Tax	-82	-17	388%	-133	-38%	-309	37	-939%
<b>Net Profit/(Loss)</b>	<b>420</b>	<b>632</b>	<b>-33%</b>	<b>315</b>	<b>34%</b>	<b>1,915</b>	<b>2,876</b>	<b>-33%</b>
Other Comprehensive Income	0	6	-95%	2	-80%	4	5	-9%
<b>Total Comprehensive Income</b>	<b>421</b>	<b>638</b>	<b>-34%</b>	<b>316</b>	<b>33%</b>	<b>1,920</b>	<b>2,881</b>	<b>-33%</b>

# Balance sheet

## Repco Home Finance Limited

Figures in Rs million

(Rs. million)	As on Mar 31, 2022	As on Mar 31, 2021
<b>EQUITY AND LIABILITIES:</b>		
<b>Shareholder's Funds</b>	<b>22,356</b>	<b>20,593</b>
Share Capital	626	626
Reserves and Surplus	21,730	19,967
<b>Financial liabilities</b>	<b>97,308</b>	<b>1,02,458</b>
Creditors	19	13
Debt securities	0	0
Borrowings	96,920	1,01,974
Other financial liabilities	369	471
<b>Non-financial liabilities</b>	<b>310</b>	<b>595</b>
Current tax liabilities (Net)	0	4
Provisions	223	194
Deferred tax liabilities (net)	87	397
<b>Total Liabilities</b>	<b>97,618</b>	<b>1,03,052</b>
<b>Total</b>	<b>1,19,974</b>	<b>1,23,645</b>
<b>ASSETS:</b>		
<b>Financial assets</b>	<b>1,19,434</b>	<b>1,23,236</b>
Cash and cash equivalents	6,077	4,550
Loans and advances	1,12,918	1,18,342
Other financial assets	124	125
Investment in associate	316	220
<b>Non-financial assets</b>	<b>540</b>	<b>409</b>
Property, plant and equipment	153	123
Other intangible assets	48	16
Intangible assets under development	4	0
Right to use assets	152	175
Other non-financial assets	184	96
<b>Total</b>	<b>1,19,974</b>	<b>1,23,645</b>

## Relative performance – Q4FY22

Particulars	Units	Q4FY21	Q4FY22
Sanctions	Rs. mn	6,459	6,520
Disbursements	Rs. mn	6,404	6,012
Net interest income	Rs. mn	1,442	1503
PAT	Rs. mn	632	420
NIM	%	4.8	5.1
Yield on assets	%	11.0	10.8
Cost of funds	%	7.3	7.0
Spread	%	3.8	3.8
Return on assets	%	2.1	1.4
Return on equity	%	13.3	8.2



# Relative performance

Particulars	Units	FY21	FY22
Sanctions	Rs. mn	19,851	18,800
Disbursements	Rs. mn	18,409	17,687
Net interest income	Rs. mn	5,662	6,003
PAT	Rs. mn	2,876	1,915
NIM	%	4.7	5.0
Yield on assets	%	11.5	10.8
Cost of funds	%	8.0	6.9
Spread	%	3.5	3.9
Return on assets	%	2.4	1.6
Return on equity	%	16.0	9.6
Gearing	X	5.3	4.7

# Repco RMFL performance

Figures in Rs million

Particulars	FY21	FY22	Growth
Total income	1,795	1,596	-11%
Net interest income	1,074	1,010	-6%
Profit after tax	396	81	-80%
Loans	9,161	10,202	11%
Borrowings	6,988	7,203	3%
Equity	2,565	2,686	5%
<b>Ratios</b>			
NIM	11.0%	10.4%	
Return on assets	4.1%	0.8%	
Return on equity	17.2%	3.1%	

Return earned by Repco Home from investment	Amount
Dividend received during FY22 (Pre-tax)	17.6
Share of profits	25.6
<b>Total</b>	<b>43.2</b>
Cumulative equity investment	316
<b>Return on investment (Post tax)</b>	<b>12%</b>

For any queries, please contact:

**Subramanian Balaganapathy**

**Repco Home Finance Limited**

Phone: +91 44 42106650

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

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