

REPCO HOME FINANCE LIMITED

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



Earnings Presentation Q2FY20



www.repcohome.com

◆ Q2FY20 Performance

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

◆ Geographic Presence

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

◆ Annexure

Q2FY20 Performance

Business Summary

Repco Home Finance Limited

| | |
|------------------------------------|---------------------|
| • Loans outstanding (Sep 30, 2019) | Rs. 1,14,959 mn |
| • Net worth (Sep 30, 2019) | Rs. 15,913 mn |
| • Tier 1 capital adequacy ratio | 25.1% (Provisional) |
| • Average loan per unit | Rs. 1.4 mn |
| • Number of live accounts | 97,007 |
| • Current employee Strength | 951 |
| • Gross NPA (%) (Sep 30, 2019) | 4.2% |
| • ECL provision(%) (Sep 30, 2019) | 1.4% |

Q2FY20 performance

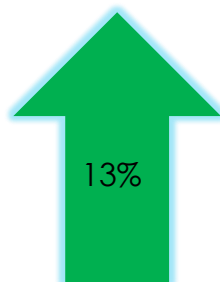
Repco Home Finance Limited

Figures in Rs million

Total income

Q2FY20

3,355

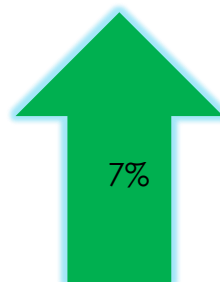


Q2FY19

2,960

Net interest income

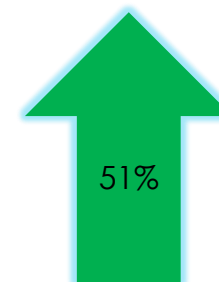
1,237



1,153

Profit after tax

1,006

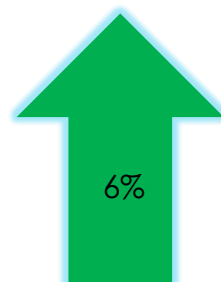


666

TN & Pondicherry book

Q2FY20

65,700

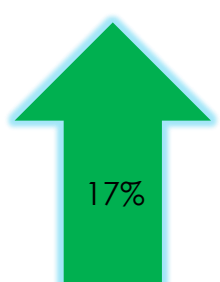


Q2FY19

61,757

Rest of India book

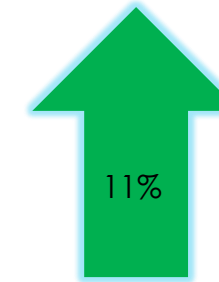
49,259



42,063

Overall loan book

1,14,959



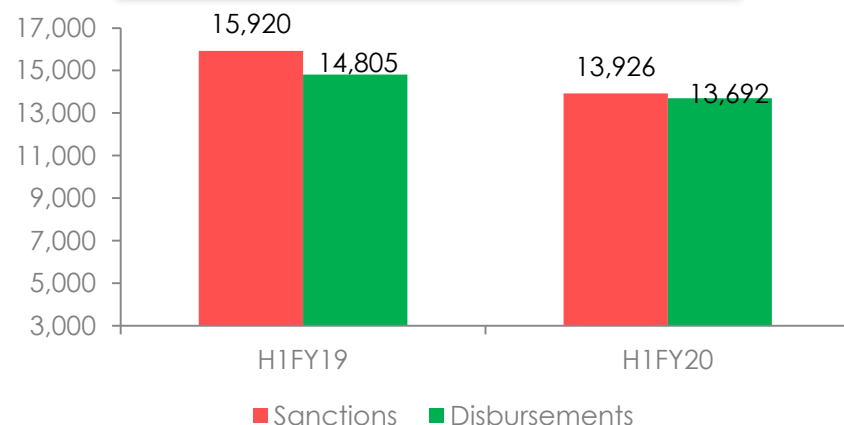
1,03,820

Asset book

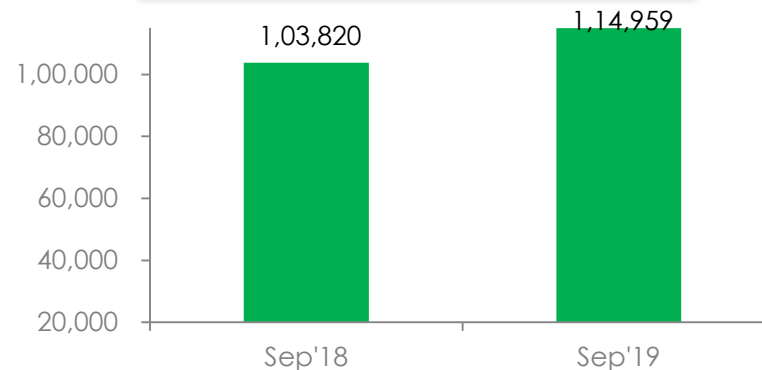
Repco Home Finance Limited

Figures in Rs million

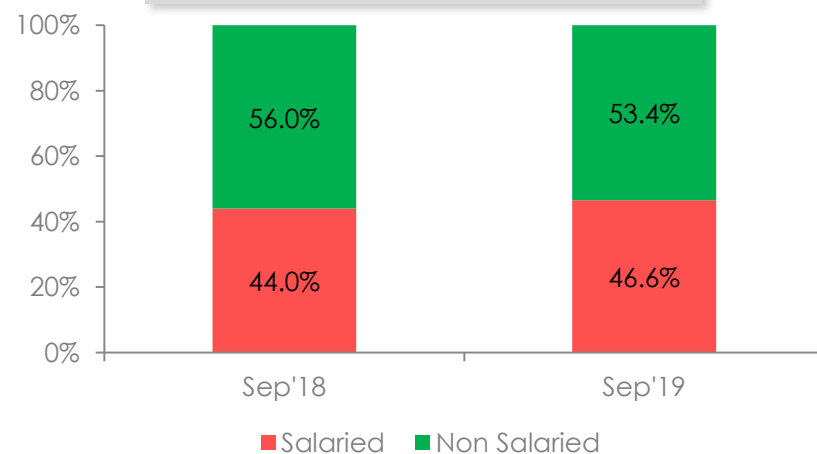
Sanctions and disbursements



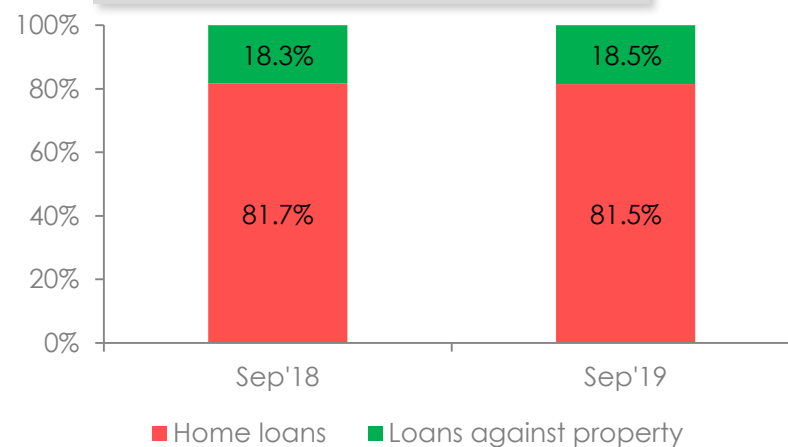
Loan Book



Loan book composition



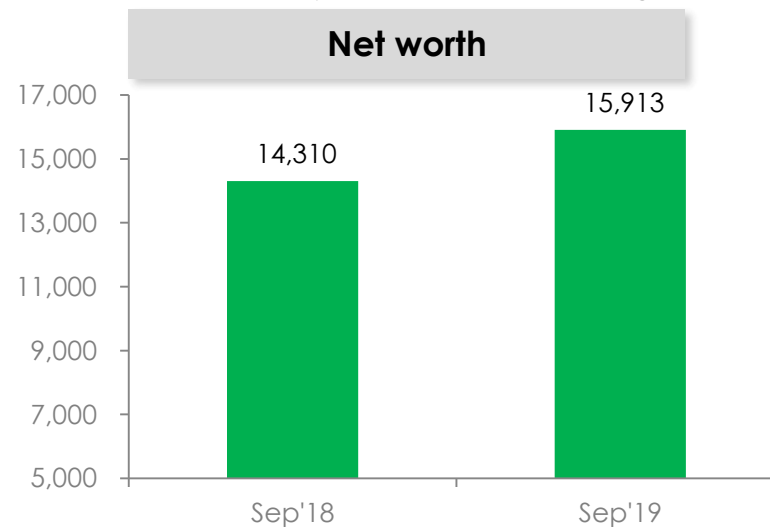
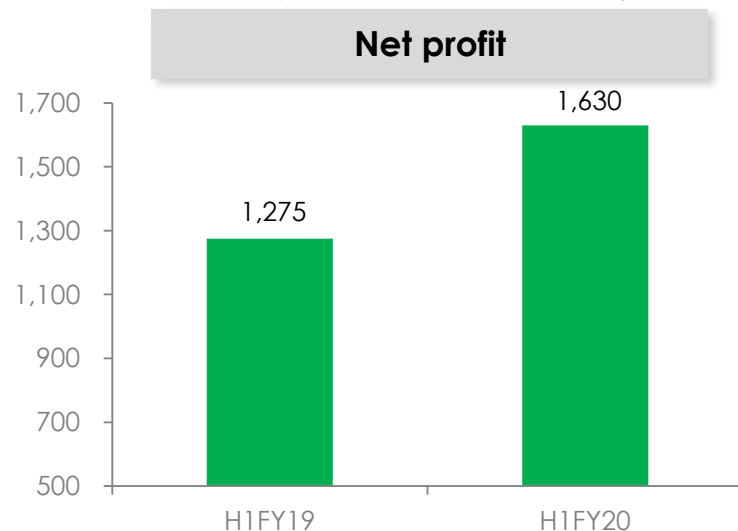
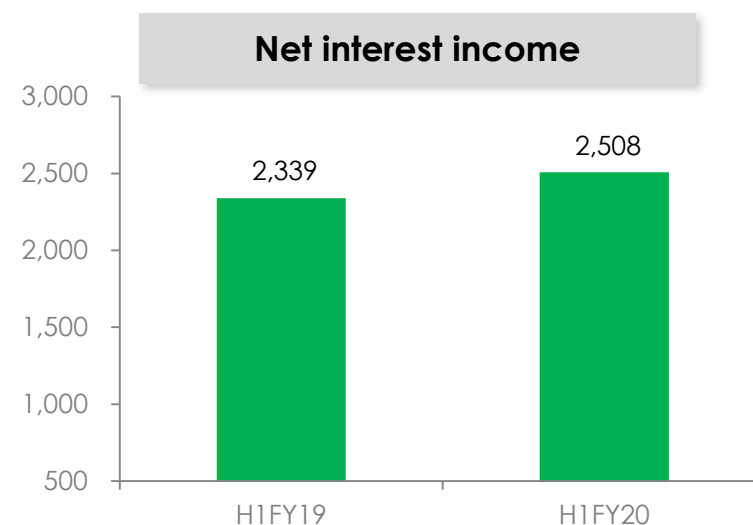
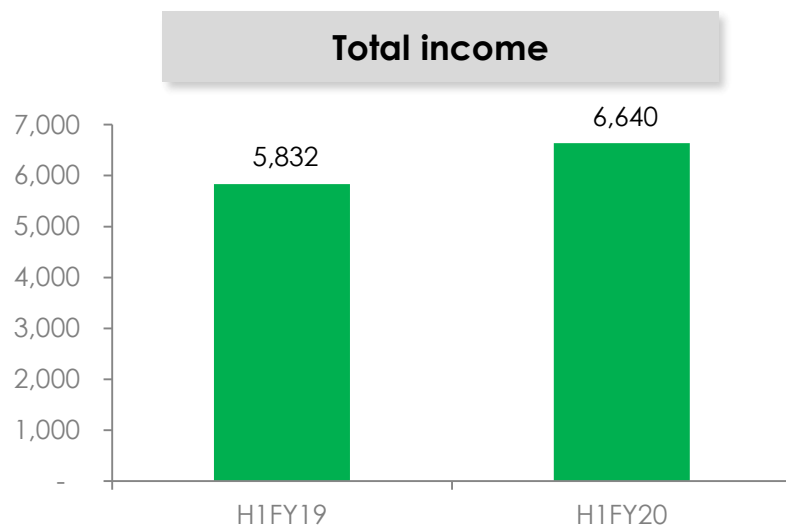
Mix of loan portfolio



Income and earnings growth

Repco Home Finance Limited

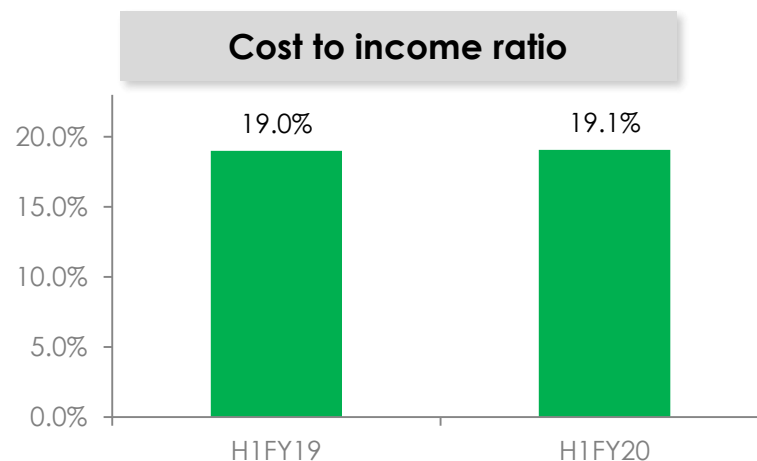
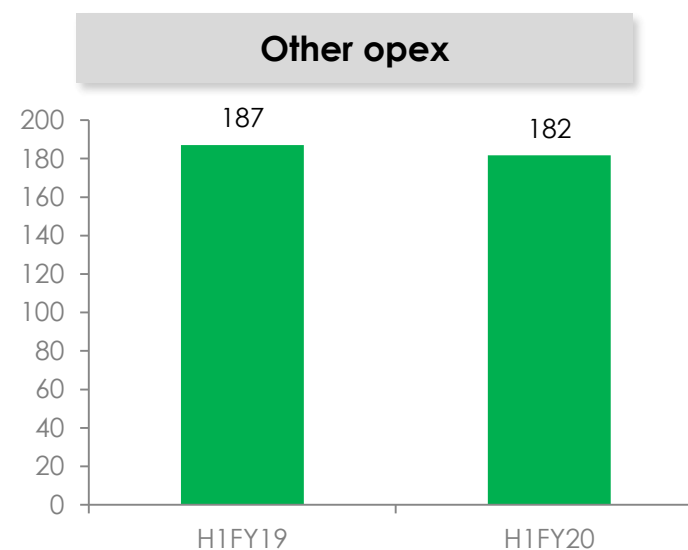
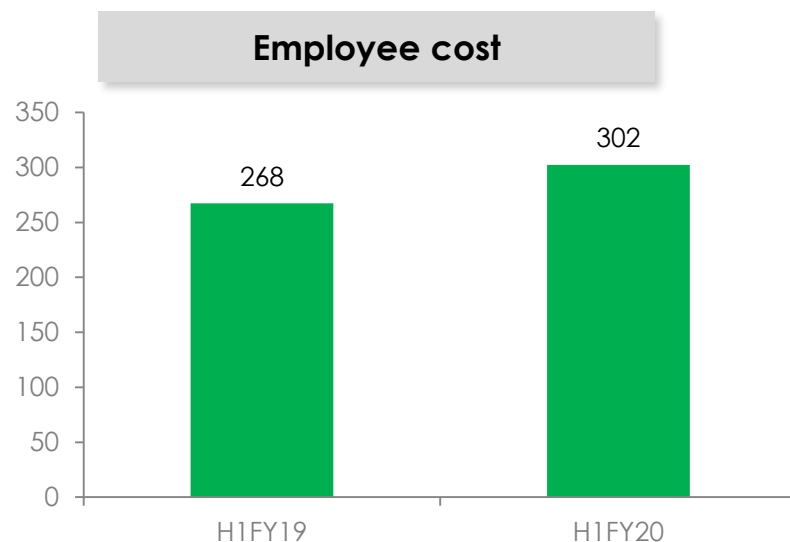
Figures in Rs million



Operating cost

Repco Home Finance Limited

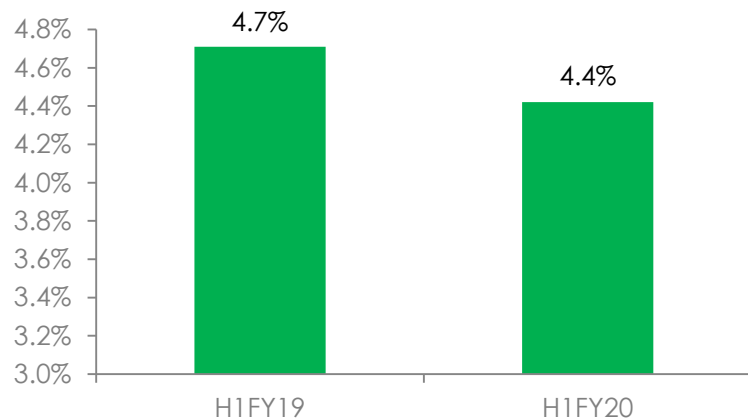
Figures in Rs million



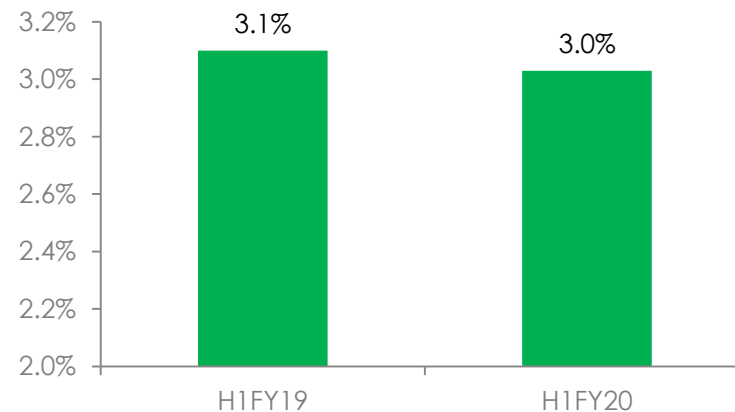
Profitability ratios

Repco Home Finance Limited

Net interest margin



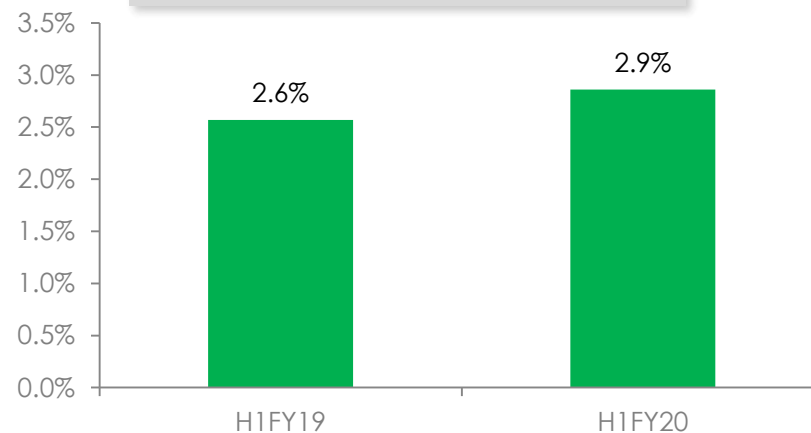
Spread



Return on equity

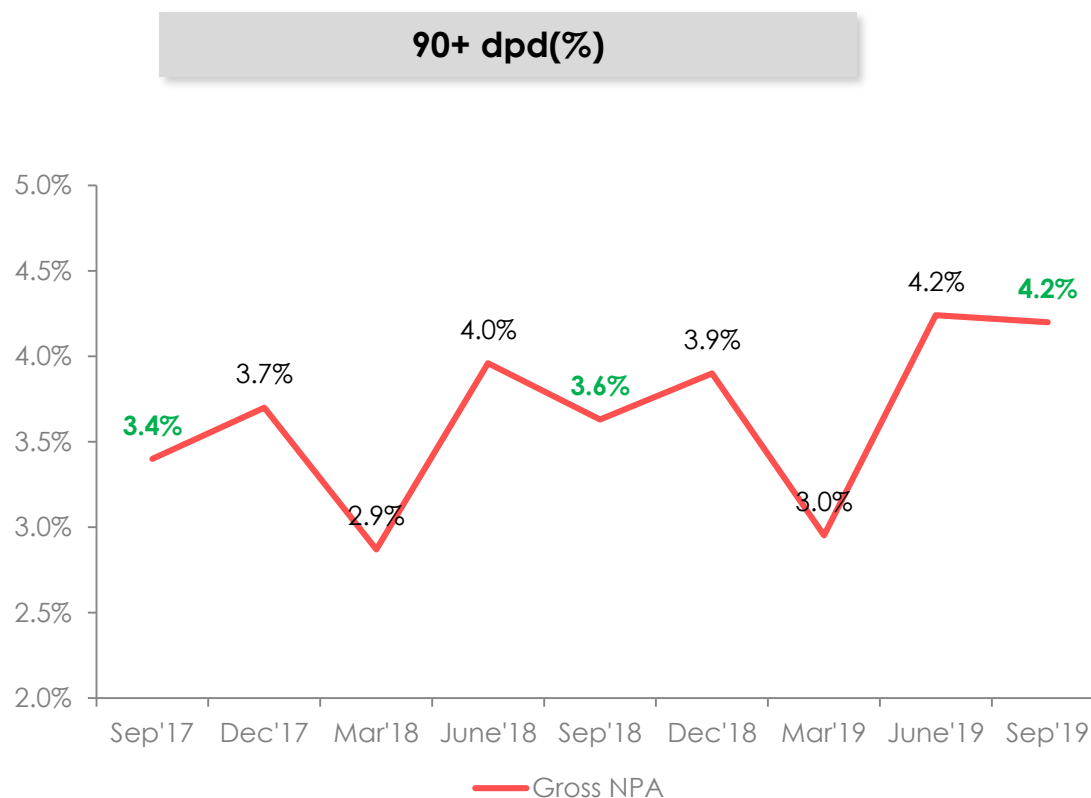


Return on assets



Asset quality

Repco Home Finance Limited



ECL Provisioning

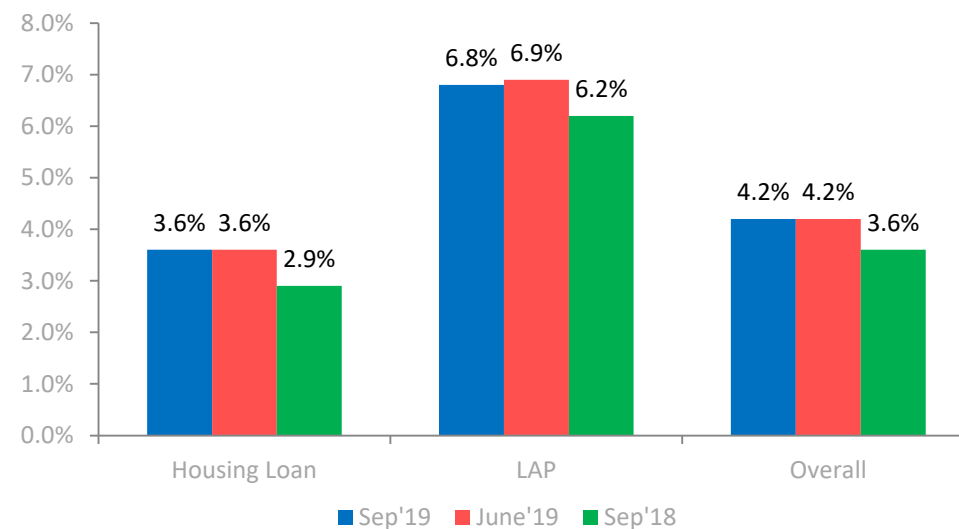
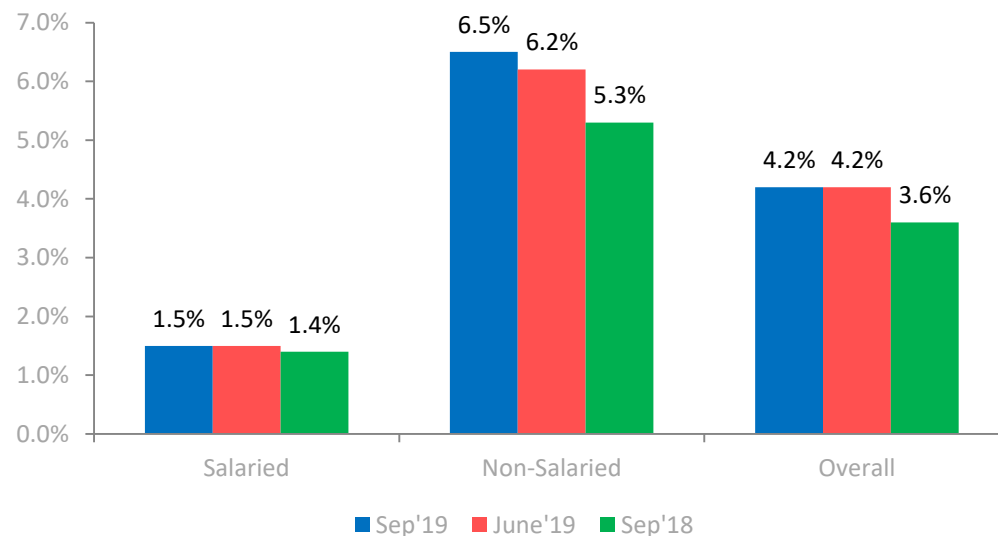
Repco Home Finance Limited

Figures in Rs million

| | Sep'18 | June'19 | Sep'19 |
|---------------------------------------|--------|----------|-----------------|
| Gross Stage 3 | 3,733 | 4,812 | 4,850 |
| % portfolio in Stage 3 | 3.6% | 4.2% | 4.2% |
| ECL provision - Stage 3 | 669 | 1,469 | 1,369 |
| Net - Stage 3 | 3,064 | 3,343 | 3,481 |
| Coverage ratio - Stage 3 | 18% | 31% | 28% |
| | | | |
| Gross Stage 1 & 2 | 99,051 | 1,08,609 | 1,10,110 |
| % portfolio in Stage 1 & 2 | 96.4% | 95.8% | 95.8% |
| ECL provision - Overall | 0.7% | 1.5% | 1.4% |

Mix/Product-wise GNPA (%)

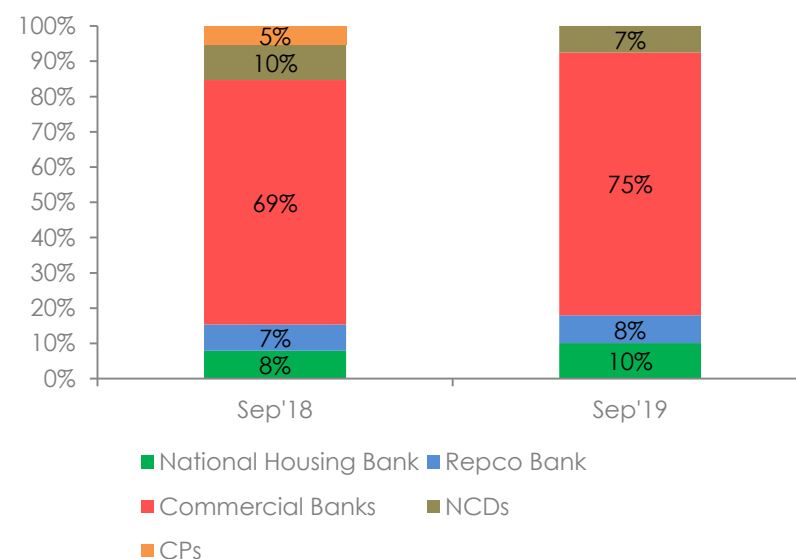
Repco Home Finance Limited



Diversified borrowing profile

Repco Home Finance Limited

| Source (Rs mn) | Average cost | Sep'18 | Sep'19 | % change |
|-----------------------|--------------|---------------|-----------------|------------|
| National Housing Bank | 7.5% | 6,858 | 10,105 | 47% |
| Repco Bank | 8.3% | 6,537 | 7,932 | 21% |
| Commercial Banks | 8.8% | 60,407 | 74,772 | 24% |
| NCDs | 8.2% | 8,870 | 7,520 | -15% |
| Commercial Papers | 6.9% | 4,500 | 0 | -100% |
| Total | 8.6% | 87,171 | 1,00,329 | 15% |



Update on Liquidity

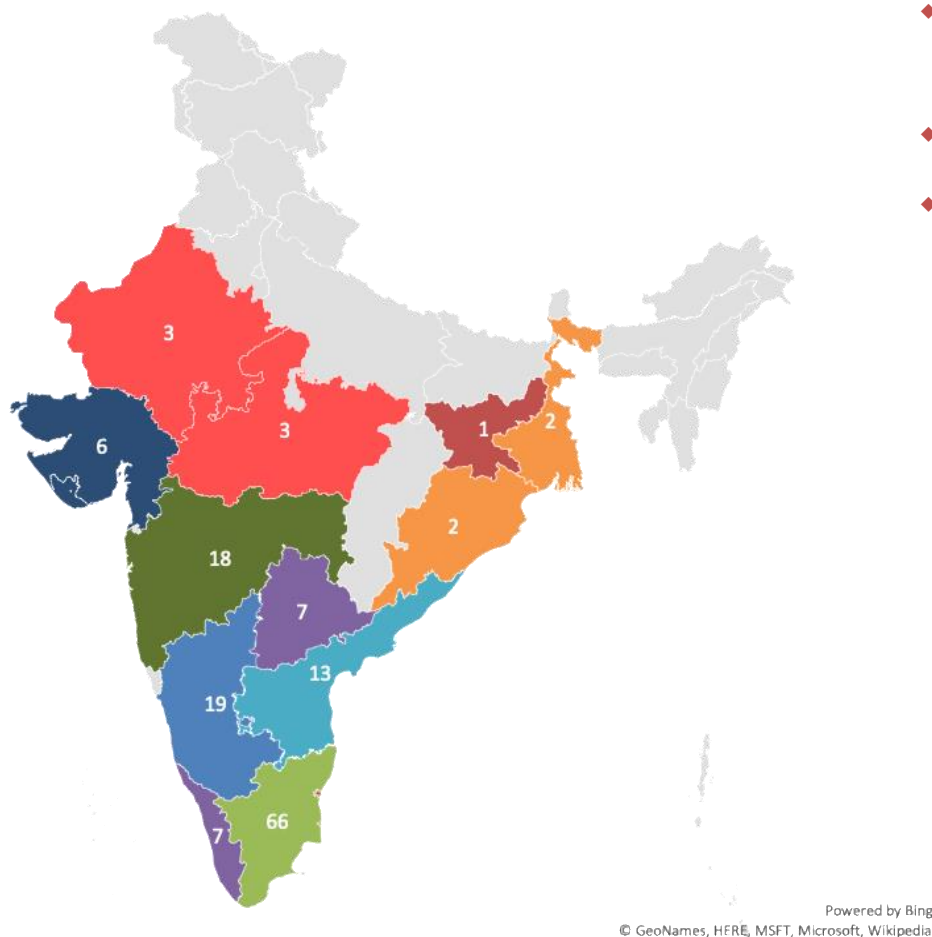
On-Balance Sheet liquidity - Rs. 5,035 mn of cash and cash equivalents.

Off- Balance Sheet liquidity - Unutilized credit lines of about Rs. 28,000 mn with 11 banks.

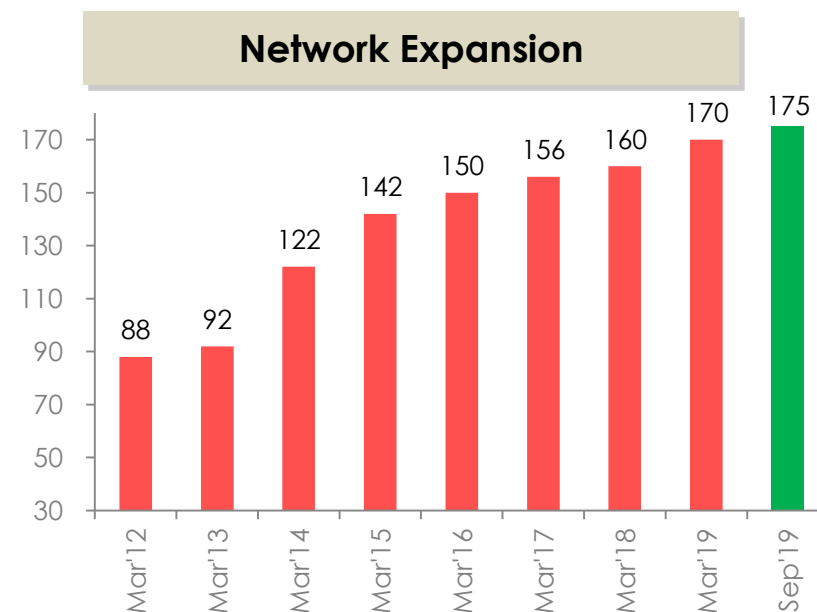
Geographic Presence

Footprint

Repco Home Finance Limited

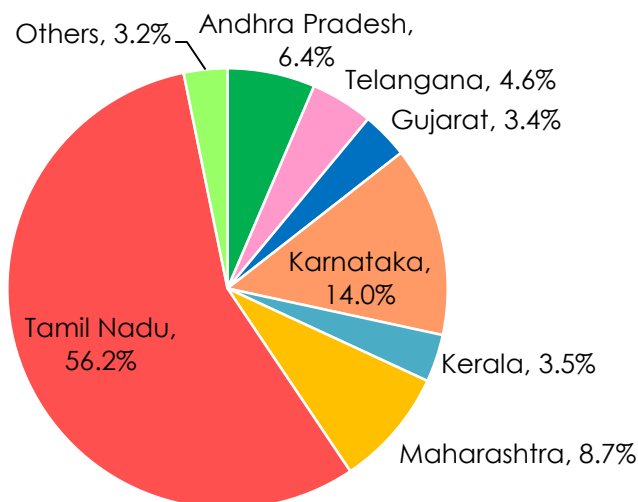


- ◆ Present in 12 states and 1 Union Territory with 148 branches and 27 satellite centers.
- ◆ Entered the State of Rajasthan in FY20
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh & Rajasthan.



Region-wise loan book

Repco Home Finance Limited



| States | Exposure | | | YoY growth | QoQ growth |
|----------------|-------------|-------------|-------------|------------|------------|
| | Sep'18 | June'19 | Sep'19 | | |
| Andhra Pradesh | 6.7% | 6.5% | 6.4% | 6% | 0% |
| Telangana | 4.4% | 4.6% | 4.6% | 15% | 8% |
| Gujarat | 2.8% | 3.4% | 3.4% | 34% | 12% |
| Karnataka | 13.3% | 13.8% | 14.0% | 16% | 10% |
| Kerala | 3.8% | 3.6% | 3.5% | 1% | -9% |
| Maharashtra | 7.8% | 8.5% | 8.7% | 23% | 13% |
| Tamil Nadu | 58.4% | 56.4% | 56.2% | 7% | 4% |
| Others | 2.6% | 3.2% | 3.2% | 36% | 6% |
| Total | 100% | 100% | 100% | 11% | 5% |

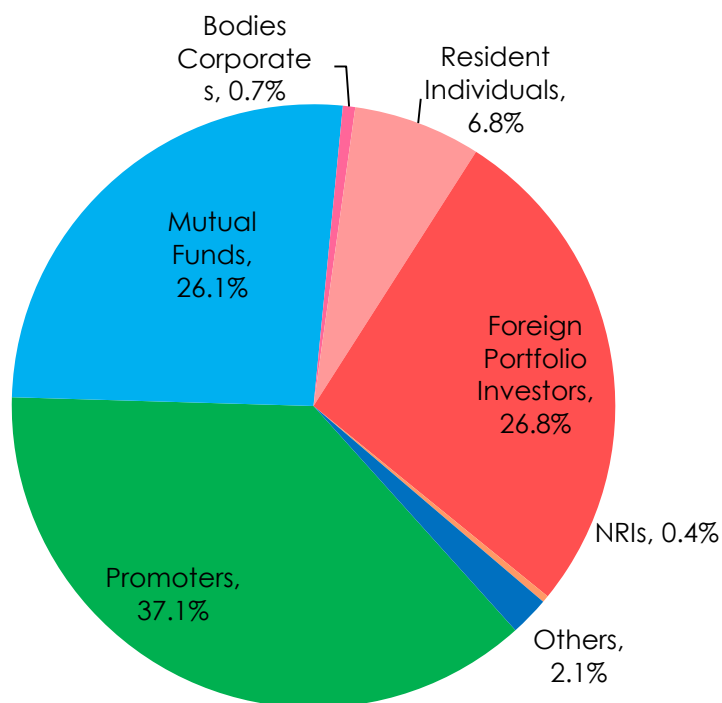
Annualized

Annexure

Shareholding pattern

Repco Home Finance Limited

Outstanding shares – 62.6 mn



Major non-promoter shareholders

**%
shareholding**

| | |
|--------------------------------|------|
| HDFC Mutual Fund | 7.1% |
| Franklin Templeton Mutual Fund | 6.2% |
| India Capital Fund Limited | 5.9% |
| Aditya Birla Mutual Fund | 5.7% |
| DSP Mutual Fund | 4.4% |
| Somerset Emerging Markets Fund | 3.3% |
| Apax Global Fund | 2.1% |
| ICICI Mutual Fund | 1.8% |
| Alliance Bernstein Funds | 1.8% |

Profit and loss statement (Standalone)

Repco Home Finance Limited

Figures in Rs million

| (Rs. million) | Q2FY20 | Q2FY19 | YoY (%) | Q1FY20 | QOQ (%) | H1FY20 | H1FY19 | YoY (%) |
|---------------------------------------|--------------|--------------|------------|--------------|------------|--------------|--------------|------------|
| Income: | | | | | | | | |
| Revenue from operations | 3,317 | 2,909 | 14% | 3,281 | 1% | 6,598 | 5,778 | 14% |
| Other income | 38 | 51 | -25% | 3 | 1248% | 41 | 54 | -23% |
| Total Income | 3,355 | 2,960 | 13% | 3,284 | 2% | 6,640 | 5,832 | 14% |
| Expenses: | | | | | | | | |
| Interest and other financial charges | 2,085 | 1,755 | 19% | 2,015 | 3% | 4,100 | 3,439 | 19% |
| Employee benefit expense | 156 | 138 | 13% | 147 | 6% | 302 | 268 | 13% |
| Depreciation and amortization expense | 32 | 15 | 117% | 30 | 6% | 62 | 25 | 147% |
| Other expenses | 62 | 83 | -26% | 58 | 5% | 120 | 162 | -26% |
| Provisions & write-offs | 1 | -35 | -104% | 75 | -98% | 76 | 12 | 528% |
| Total Expenses | 2,336 | 1,956 | 19% | 2,325 | 0% | 4,660 | 3,905 | 19% |
| Profit before tax | 1,020 | 1,004 | 2% | 960 | 6% | 1,980 | 1,927 | 3% |
| Tax expense: | | | | | | | | |
| Current tax | 150 | 268 | -44% | 268 | -44% | 417 | 542 | -23% |
| Deferred Tax | -136 | 70 | -294% | 69 | -298% | -67 | 110 | -161% |
| Net Profit/(Loss) | 1,006 | 666 | 51% | 623 | 61% | 1,630 | 1,275 | 28% |
| Other Comprehensive Income | -2 | 4 | -153% | 2 | -201% | 0 | 3 | -101% |
| Total Comprehensive Income | 1,004 | 670 | 50% | 625 | 61% | 1,630 | 1,278 | 27% |

Balance Sheet (Standalone)

Repco Home Finance Limited

Figures in Rs million

| (Rs. million) | As on Sep 30, 2019 | As on Mar 31, 2019 |
|----------------------------------|--------------------|--------------------|
| EQUITY AND LIABILITIES: | | |
| Shareholder's Funds | 16,701 | 15,274 |
| Share Capital | 626 | 626 |
| Reserves and Surplus | 16,075 | 14,648 |
| Financial liabilities | 1,01,842 | 93,656 |
| Debt securities | 7,502 | 8,254 |
| Other Borrowings | 92,809 | 84,520 |
| Other financial liabilities | 1,531 | 882 |
| Non-financial liabilities | 588 | 640 |
| Current tax liabilities (Net) | 0 | 0 |
| Provisions | 142 | 120 |
| Deferred tax liabilities (net) | 446 | 520 |
| Total Liabilities | 1,02,430 | 94,296 |
| Total | 1,19,131 | 1,09,570 |
| ASSETS: | | |
| Financial assets | 1,18,674 | 1,09,318 |
| Cash and cash equivalents | 5,035 | 575 |
| Bank balance | 1 | 1 |
| Loans and advances | 1,13,056 | 1,08,379 |
| Other financial assets | 362 | 143 |
| Investment in associate | 220 | 220 |
| Non-financial assets | 457 | 252 |
| Property, plant and equipment | 329 | 136 |
| Other intangible assets | 22 | 19 |
| Other non-financial assets | 105 | 97 |
| Total | 1,19,131 | 1,09,570 |

Relative performance – Q2FY20

Repco Home Finance Limited

| Particulars | Units | Q2FY19 | Q2FY20 |
|---------------------|--------|--------|--------|
| Sanctions | Rs. mn | 8,340 | 6,945 |
| Disbursements | Rs. mn | 7,766 | 7,018 |
| Net interest income | Rs. mn | 1,153 | 1,237 |
| PAT | Rs. mn | 666 | 1,006 |
| NIM | % | 4.5 | 4.3 |
| Yield on assets | % | 11.4 | 11.6 |
| Cost of funds | % | 8.2 | 8.5 |
| Spread | % | 3.1 | 3.1 |
| Return on assets | % | 2.6 | 3.5 |
| Return on equity | % | 19.4 | 26.1 |

Relative performance – H1FY20

Repco Home Finance Limited

| Particulars | Units | H1FY19 | H1FY20 |
|---------------------|--------|--------|--------|
| Sanctions | Rs. mn | 15,920 | 13,926 |
| Disbursements | Rs. mn | 14,805 | 13,692 |
| Net interest income | Rs. mn | 2,339 | 2,508 |
| PAT | Rs. mn | 1,275 | 1,630 |
| NIM | % | 4.7 | 4.4 |
| Yield on assets | % | 11.3 | 11.6 |
| Cost of funds | % | 8.2 | 8.6 |
| Spread | % | 3.1 | 3.0 |
| Return on assets | % | 2.6 | 2.9 |
| Return on equity | % | 19.0 | 21.6 |

For any Investor Relations queries, please contact:

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