



REPCO HOME FINANCE LIMITED.

(Promoted by Repco Bank-Govt. of India Enterprise)
CIN : L65922TN2000PLC044655

RHFL/SE/43/2020-21

November 13, 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: REPCOHOM

Kind Attn: Listing Department

Respected Sir,

Sub: Investor Presentation on financial results for the quarter/half year ended 30 September 2020

We submit herewith a copy of the presentation on the financial performance of the Company for the quarter/half year ended 30 September 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)



Earnings Presentation Q2FY21



www.repcohome.com

◆ Q2FY21 Performance

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

◆ Geographic Presence

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

◆ Annexure

Q2FY21 Performance

Business Summary

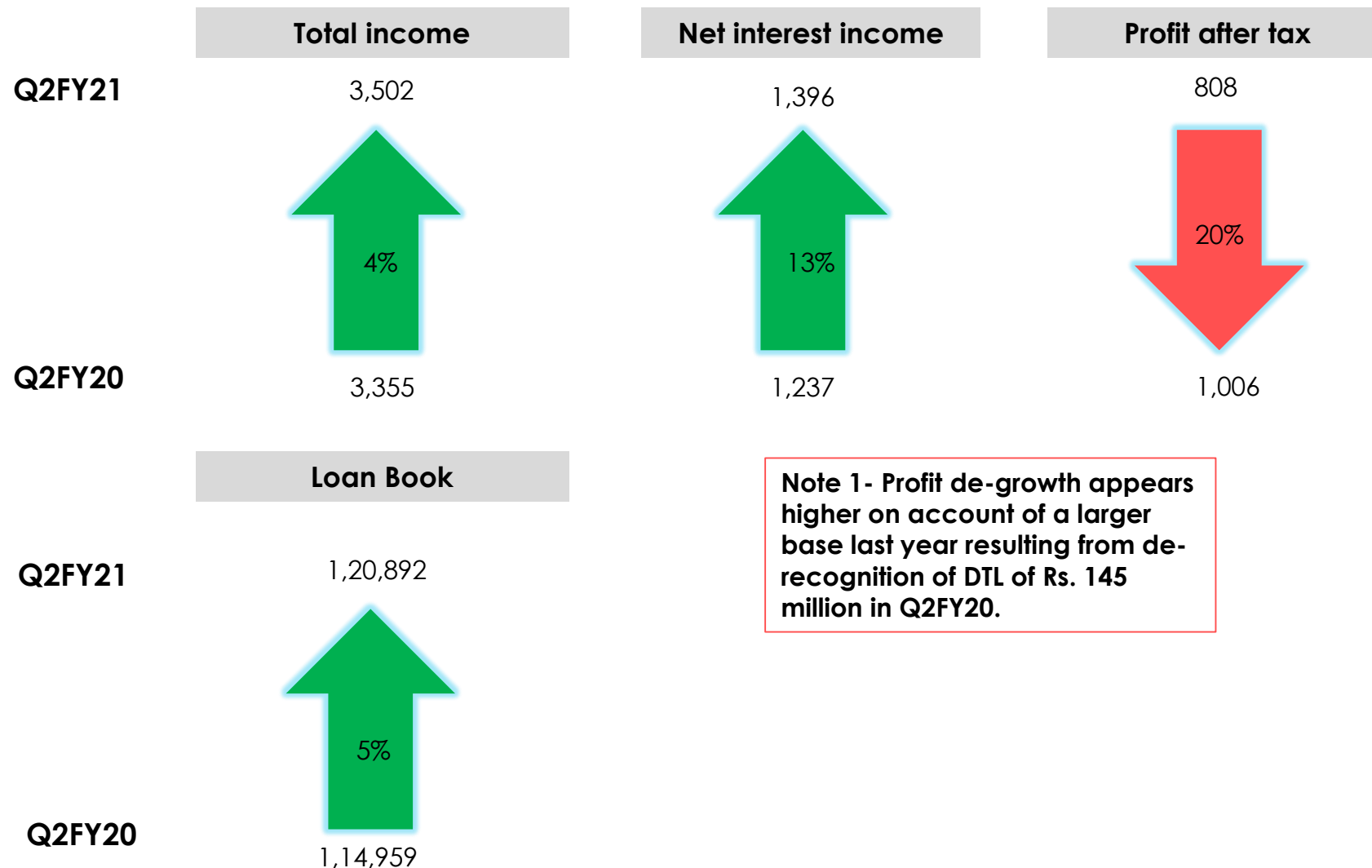
Repco Home Finance Limited

• Loans outstanding (Sep 30, 2020)	Rs. 1,20,892 mn
• Net worth (Sep 30, 2020)	Rs. 17,990 mn
• Tier 1 capital adequacy ratio	26.8% (Provisional)
• Average loan per unit	Rs. 1.5 mn
• Number of live accounts	1,00,243
• Current employee Strength	1,002
• Stage 3 EAD (%) (Sep 30, 2020)	3.95%
• ECL provision(%) (Sep 30, 2020)	2.0%
• Collection efficiency(%) – Sep'20	93%

Q2FY21 performance

Repco Home Finance Limited

Figures in Rs million

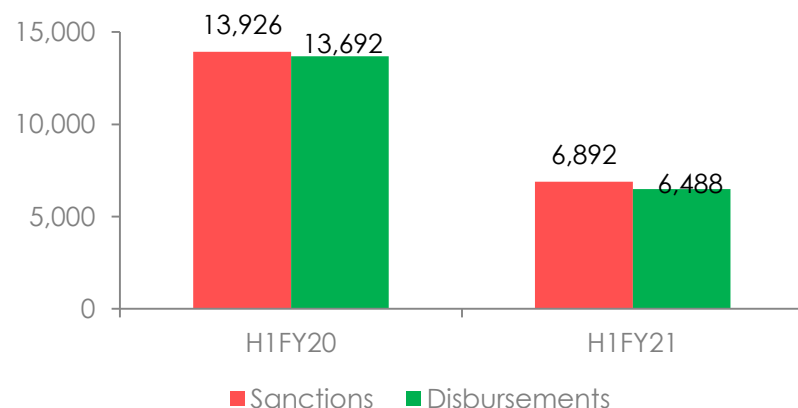


Asset book

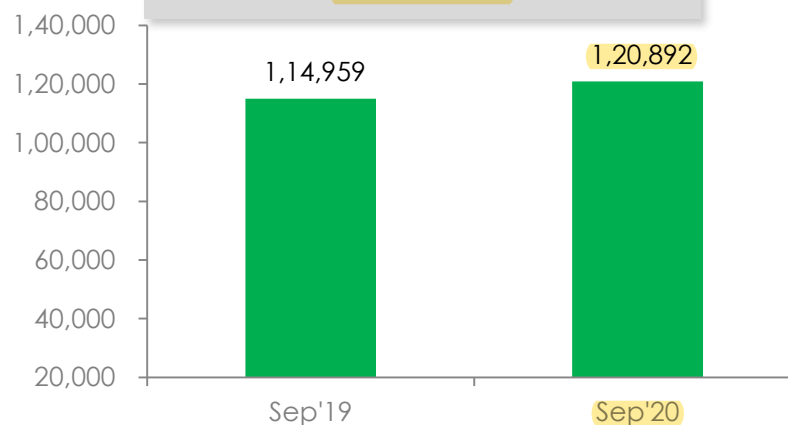
Repco Home Finance Limited

Figures in Rs million

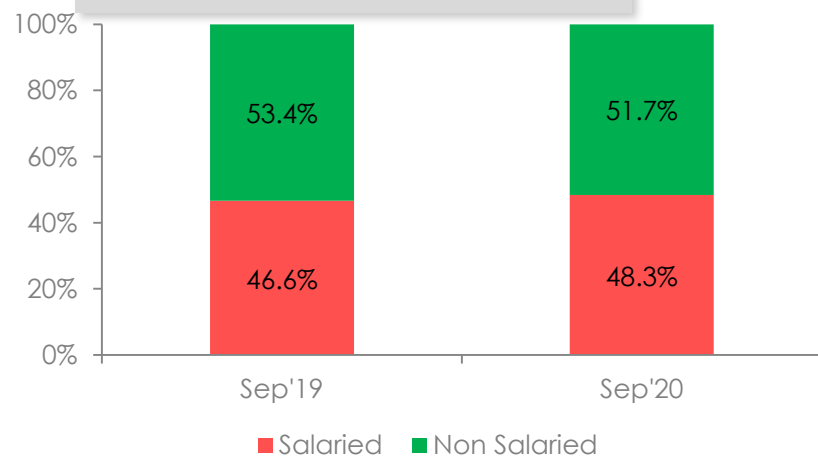
Sanctions and disbursements



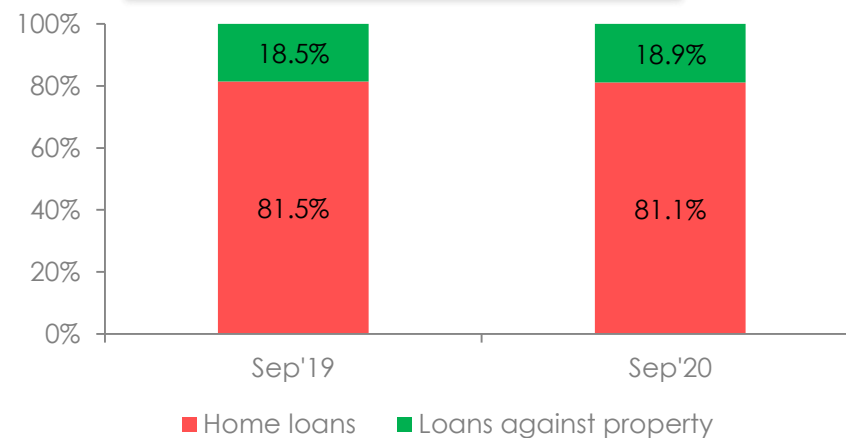
Loan Book



Loan book composition



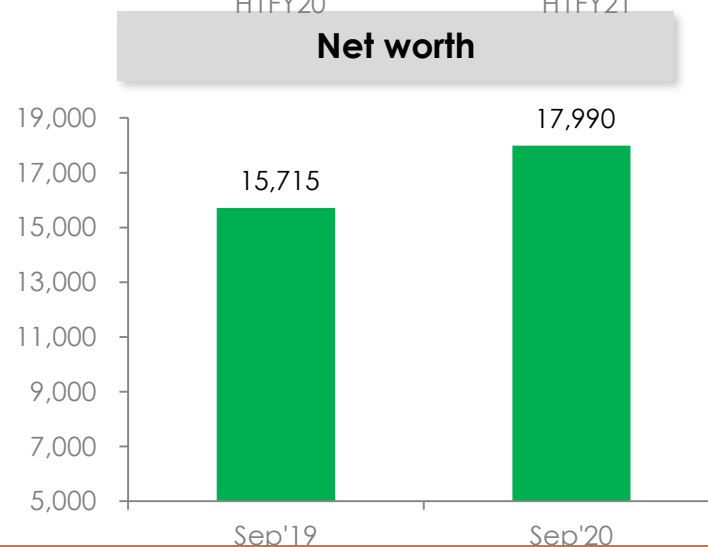
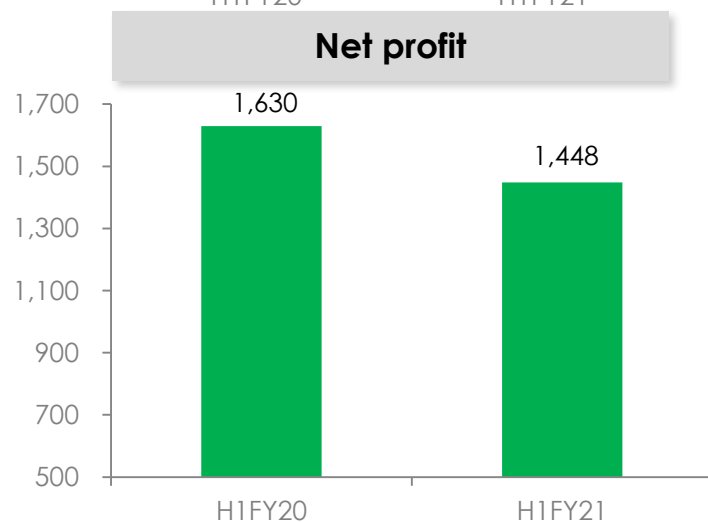
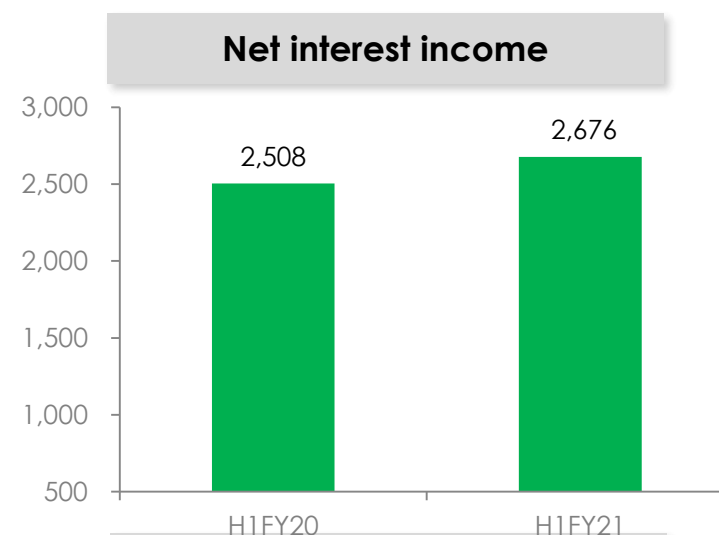
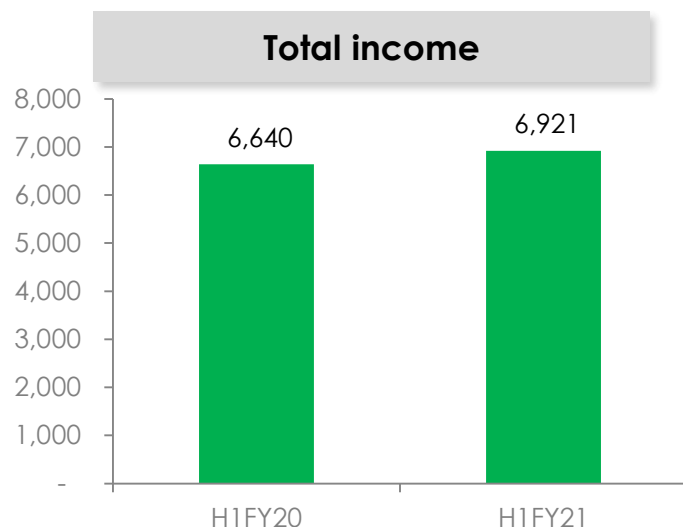
Mix of loan portfolio



Income and earnings growth

Repco Home Finance Limited

Figures in Rs million

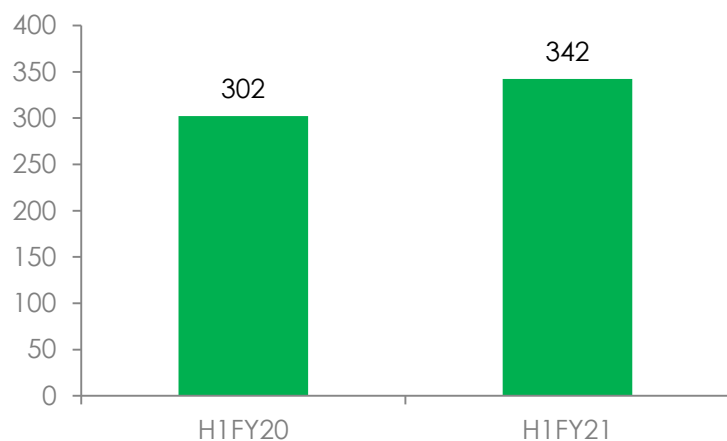


Operating cost

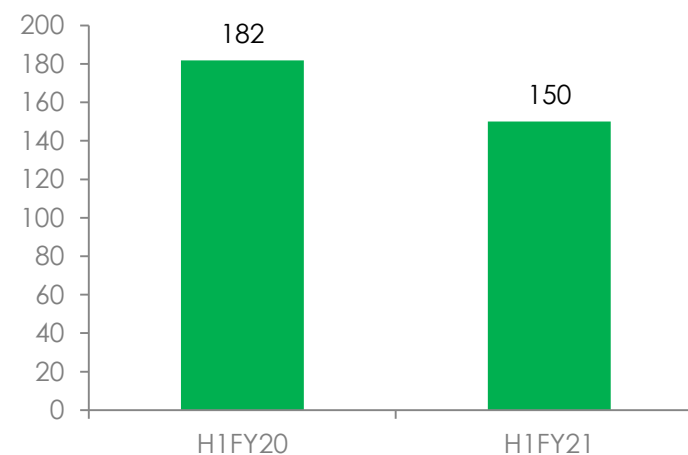
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Figures in Rs million

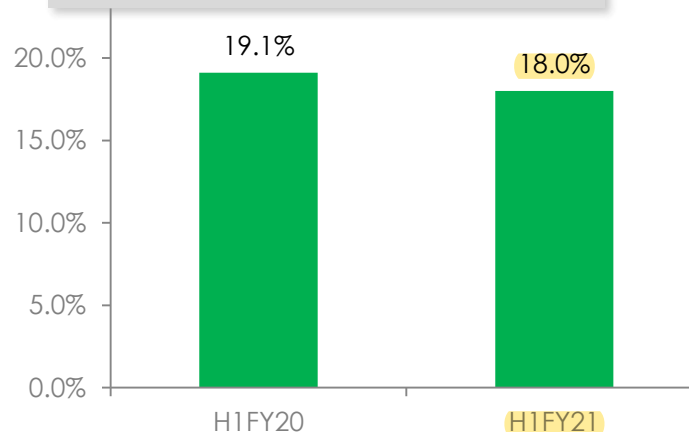
Employee cost



Other opex



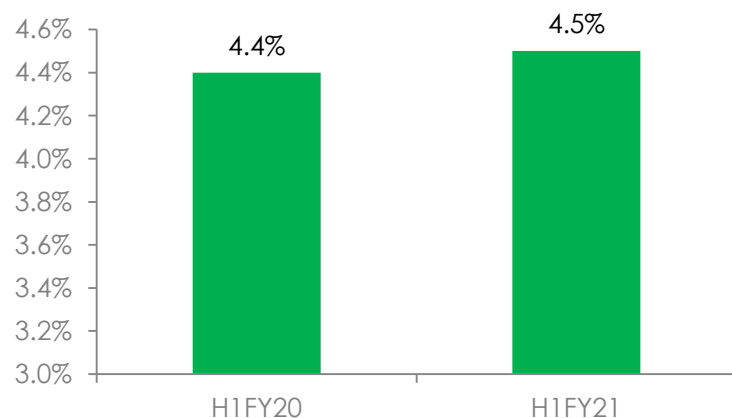
Cost to income ratio



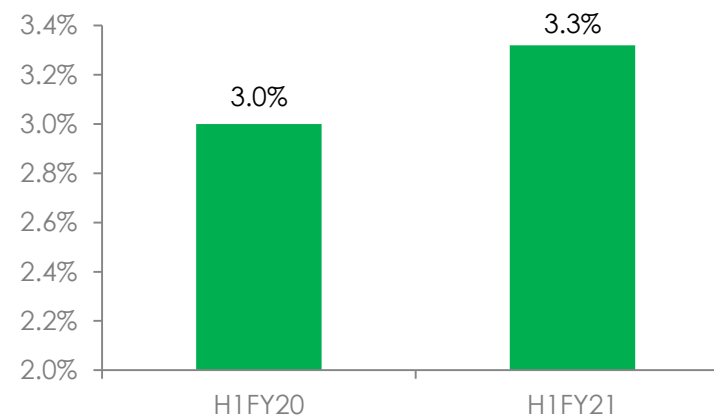
Profitability ratios

Repco Home Finance Limited

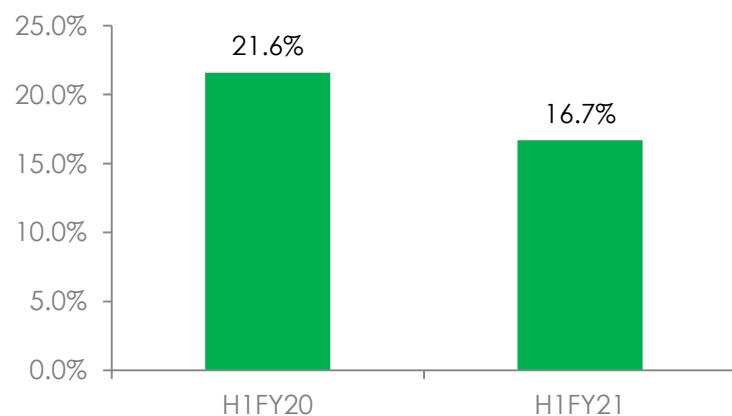
Net interest margin



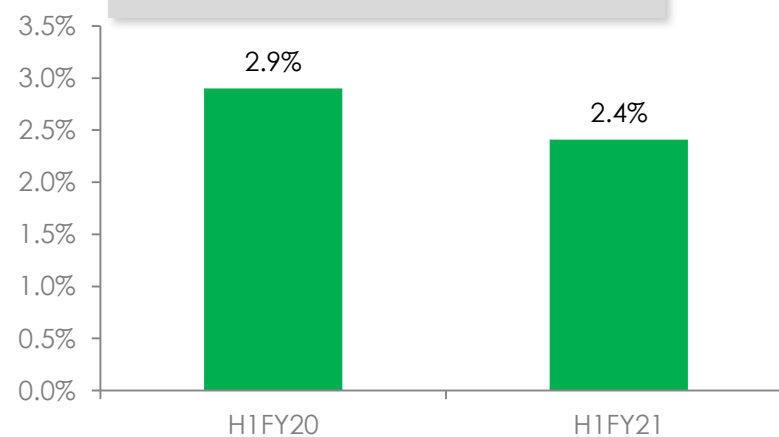
Spread



Return on equity

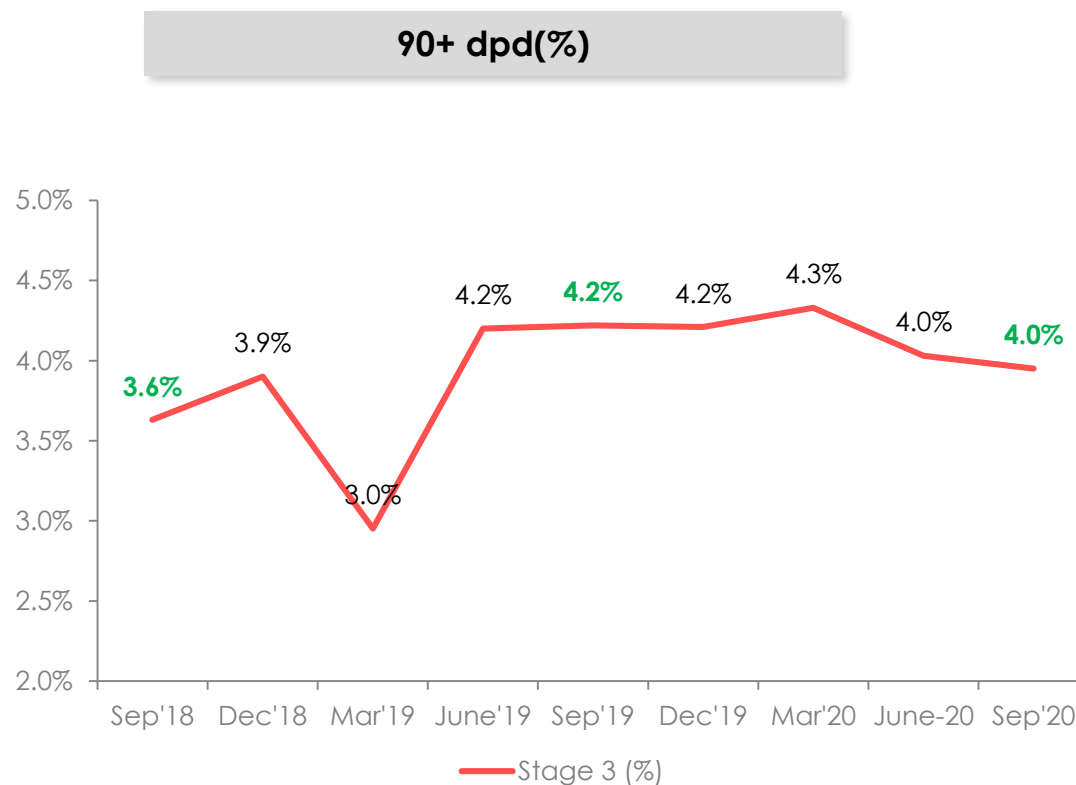


Return on assets



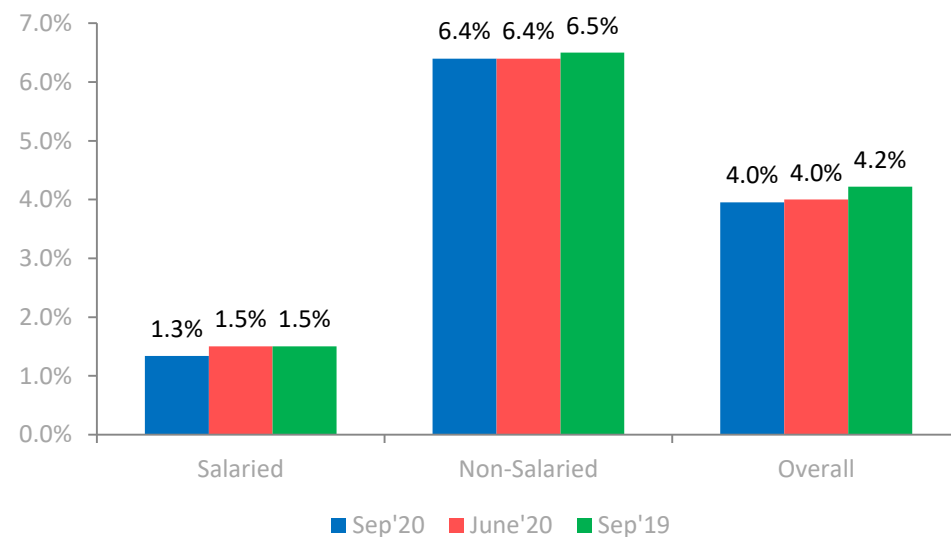
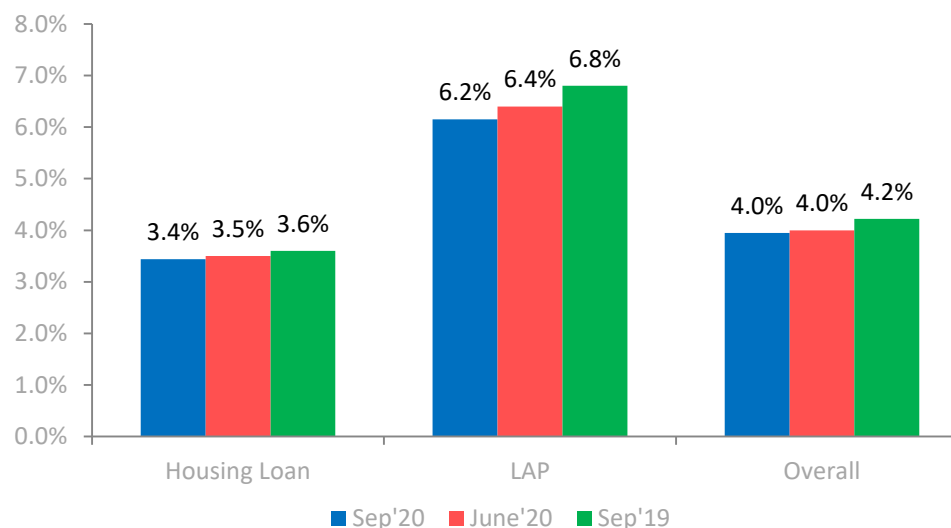
Asset quality

Repco Home Finance Limited



Product mix / Occupation wise asset quality

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ECL Provisioning

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Figures in Rs million

	Sep'19	June'20	Sep'20
Gross Stage 3	4,850	4,832	4,779
% portfolio in Stage 3	4.22%	4.03%	3.95%
ECL provision - Stage 3	1,369	1,992	1,978
Net - Stage 3	3,481	2,839	2,801
Coverage ratio - Stage 3	28%	41%	41%

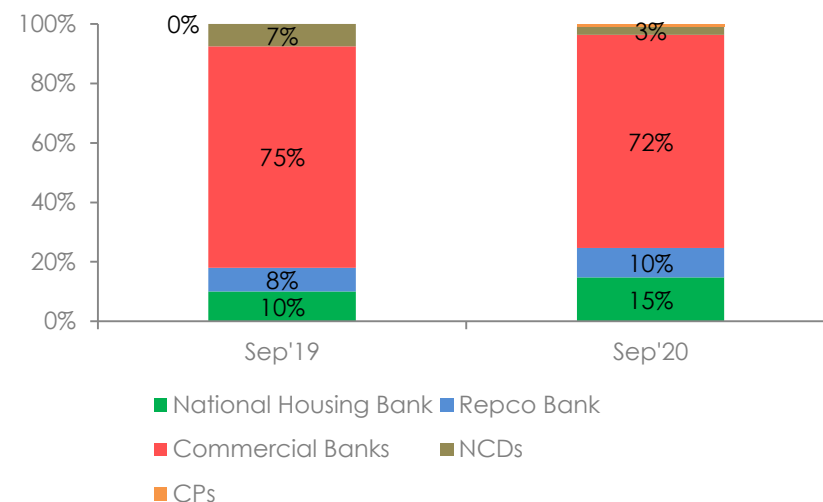
Gross Stage 1 & 2	1,10,110	1,14,964	1,16,113
% portfolio in Stage 1 & 2	95.8%	96.0%	96.1%
ECL provision - Overall	1.4%	2.0%	2.0%

Borrowing profile

Repco Home Finance Limited

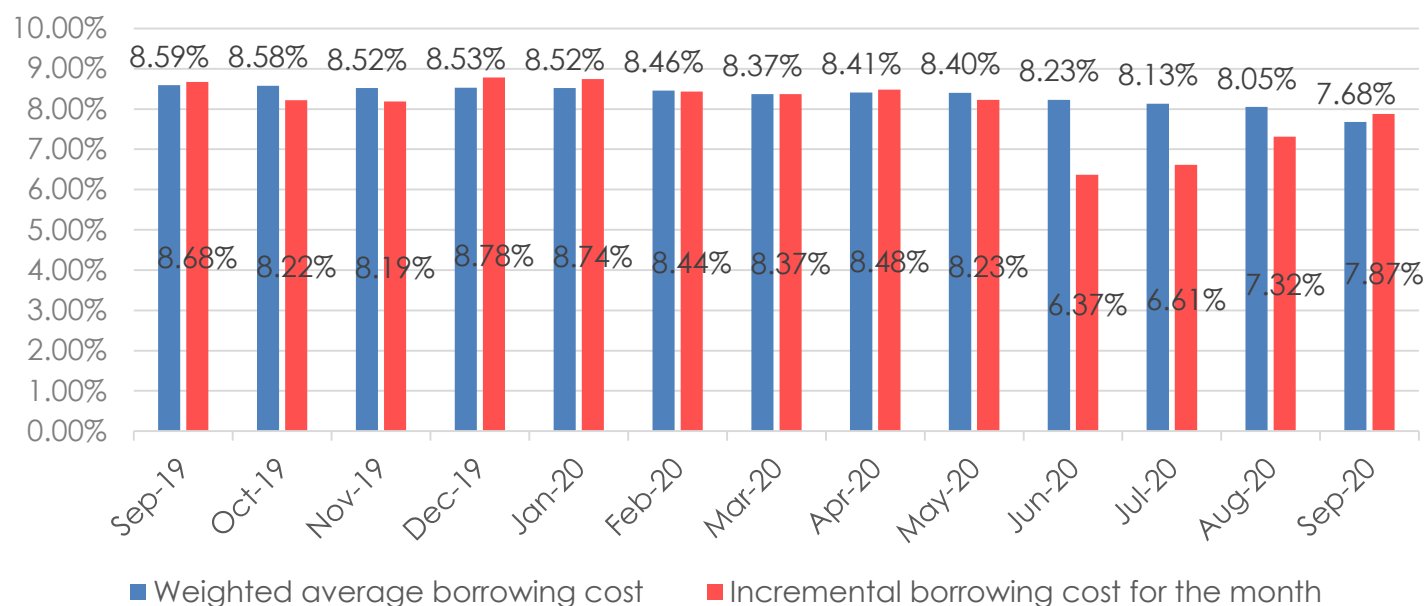
Figures in Rs million

Source (Rs mn)	Average cost	Sep'19	Sep'20	% change
National Housing Bank	6.43%	10,105	15,259	51%
Repco Bank	8.30%	7,932	10,144	28%
Commercial Banks	7.87%	74,772	73,848	-1%
NCDs	8.05%	7,520	2,720	-64%
Commercial Papers	5.10%	0	1,000	100%
Total	7.68%	1,00,329	1,02,970	3%



Movement in borrowing cost

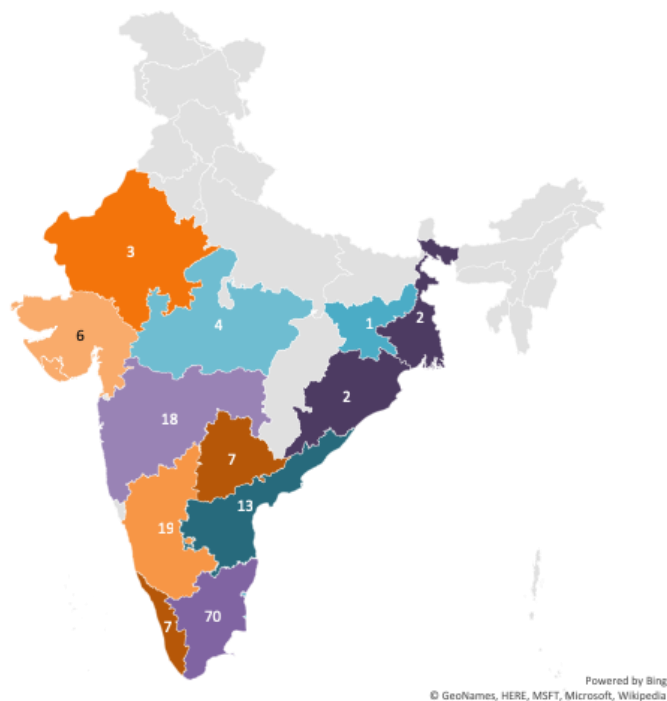
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Geographic Presence

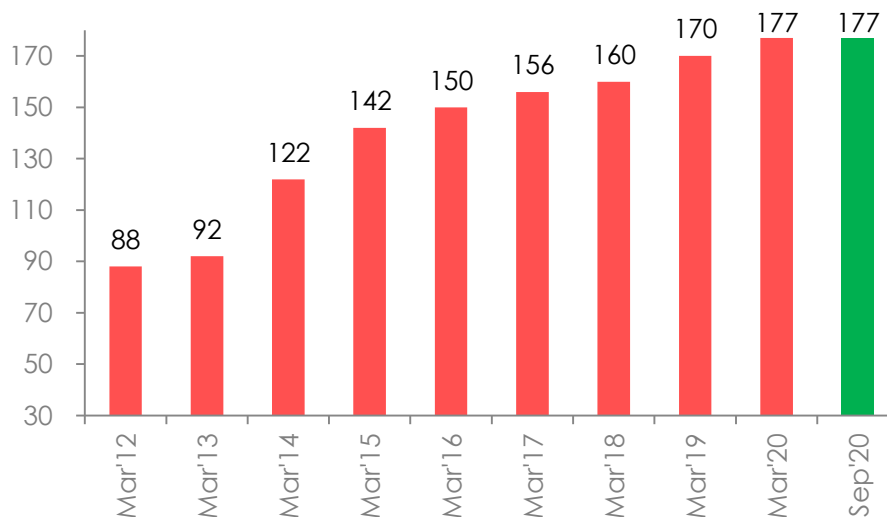
Footprint

Repco Home Finance Limited

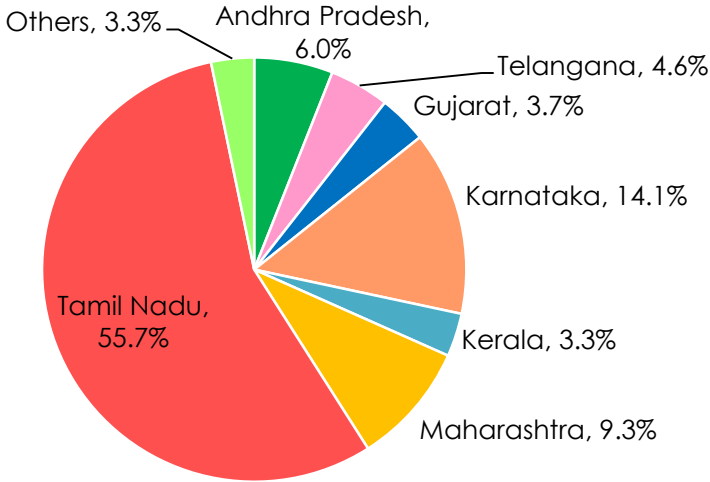


- ◆ Present in 12 states and 1 Union Territory with 153 branches and 24 satellite centers.
- ◆ Plus 2 asset recovery branches.
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh & Rajasthan.

Network Expansion



Region-wise loan book



States	Exposure			YoY growth	QoQ growth
	Sep'19	June'20	Sep'20		
Andhra Pradesh	6.4%	6.1%	6.0%	-2%	-3%
Telangana	4.6%	4.6%	4.6%	5%	3%
Gujarat	3.4%	3.6%	3.7%	14%	10%
Karnataka	14.0%	14.1%	14.1%	6%	2%
Kerala	3.5%	3.3%	3.3%	-1%	0%
Maharashtra	8.7%	9.2%	9.3%	13%	8%
Tamil Nadu	56.2%	55.9%	55.7%	4%	2%
Others	3.2%	3.2%	3.3%	7%	16%
Total	100%	100%	100%	5%	3%

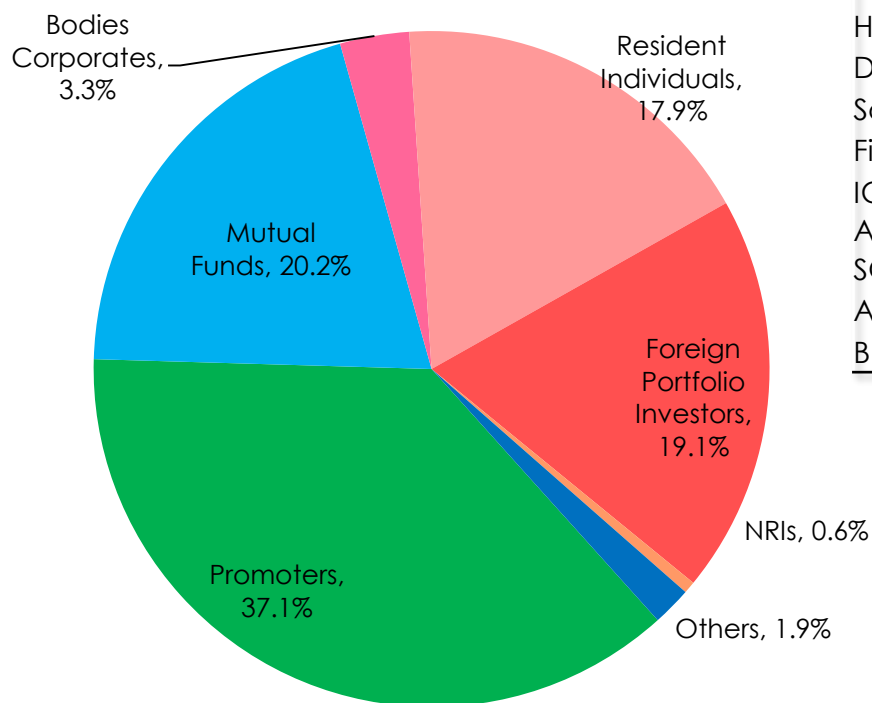
Annualized

Annexure

Shareholding pattern

Repco Home Finance Limited

Outstanding shares – 62.6 mn



Major non-promoter shareholders

	% shareholding
Aditya Birla Mutual Fund	6.1%
HDFC Mutual Fund	6.1%
DSP Mutual Fund	4.4%
Somerset Emerging Markets Fund	3.3%
Fidelity Funds	4.2%
ICICI Prudential ETF	2.4%
Apax Global	2.1%
SG Jokaland Holdings	1.8%
AB - India Growth Portfolio	1.8%
BNP Mutual Fund	2.0%

Profit and loss statement (Standalone)

Repco Home Finance Limited

Figures in Rs million

(Rs. million)	Q2FY21	Q2FY20	YoY (%)	Q1FY21	QOQ (%)	H1FY21	H1FY20	YoY (%)
Income:								
Revenue from operations	3,480	3,317	5%	3,377	3%	6,857	6,598	4%
Other income	23	38	-41%	42	-47%	65	41	56%
Total Income	3,502	3,355	4%	3,419	2%	6,921	6,640	4%
Expenses:								
Interest and other financial charges	2,090	2,085	0%	2,104	-1%	4,194	4,100	2%
Employee benefit expense	174	156	11%	169	3%	342	302	13%
Depreciation and amortization expense	34	32	8%	35	-2%	70	62	13%
Other expenses	49	62	-20%	32	55%	81	120	-33%
Provisions & write-offs	72	1	5050%	221	-67%	294	76	286%
Total Expenses	2,419	2,336	4%	2,561	-6%	4,980	4,660	7%
Profit before tax	1,083	1,020	6%	859	26%	1,942	1,980	-2%
Tax expense:								
Current tax	238	150	59%	214	11%	452	417	8%
Deferred Tax	37	-136	-127%	5	727%	42	-67	-162%
Net Profit/(Loss)	808	1,006	-20%	640	26%	1,448	1,630	-11%
Other Comprehensive Income	-2	-2	-5%	-2	-4%	-4	0	
Total Comprehensive Income	806	1,004	-20%	638	26%	1,444	1,630	-11%

Balance Sheet (Standalone)

Repco Home Finance Limited

Figures in Rs million

(Rs. million)	As on Sep 30, 2020	As on Sep 30, 2019
EQUITY AND LIABILITIES:		
Shareholder's Funds	19,157	16,701
Share Capital	626	626
Reserves and Surplus	18,531	16,075
Financial liabilities	1,04,042	1,01,842
Debt securities	3,784	7,502
Other Borrowings	99,733	92,809
Other financial liabilities	525	1,531
Non-financial liabilities	598	588
Current tax liabilities (Net)	2	0
Provisions	198	142
Deferred tax liabilities (net)	399	446
Total Liabilities	1,04,640	1,02,430
Total	1,23,797	1,19,131
ASSETS:		
Financial assets	1,23,372	1,18,674
Cash and cash equivalents	4,780	5,035
Bank balance	0	1
Loans and advances	1,18,267	1,13,056
Other financial assets	106	362
Investment in associate	220	220
Non-financial assets	425	457
Property, plant and equipment	127	329
Other intangible assets	18	22
Right to use assets	175	0
Other non-financial assets	104	105
Total	1,23,797	1,19,131

Relative performance – Q2FY21

Repco Home Finance Limited

Particulars	Units	Q2FY20	Q2FY21
Sanctions	Rs. mn	6,945	5,277
Disbursements	Rs. mn	7,018	4,672
Net interest income	Rs. mn	1,237	1,396
PAT	Rs. mn	1,006	808
NIM	%	4.3	4.6
Yield on assets	%	11.6	11.6
Cost of funds	%	8.5	8.2
Spread	%	3.1	3.4
Return on assets	%	3.5	2.7
Return on equity	%	26.1	18.3

Relative performance – H1FY21

Repco Home Finance Limited

Particulars	Units	H1FY20	H1FY21
Sanctions	Rs. mn	13,926	6,892
Disbursements	Rs. mn	13,692	6,488
Net interest income	Rs. mn	2,508	2,676
PAT	Rs. mn	1,630	1,448
NIM	%	4.4	4.5
Yield on assets	%	11.6	11.5
Cost of funds	%	8.6	8.2
Spread	%	3.0	3.3
Return on assets	%	2.9	2.4
Return on equity	%	21.6	16.7

For any Investor Relations queries, please contact:

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