



REPCO HOME FINANCE LIMITED.
(Promoted by Repco Bank-Govt. of India Enterprise)
CIN : L65922TN2000PLC044655

RHFL/SE/40/2021-22

13th November, 2021

National Stock Exchange of India Limited,
Exchange Plaza,
Bandra Kurla Complex, Bandra (E)
Mumbai-400 051

BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai- 400001

Kind Attn: Listing Department

Dear Sir,

Sub: Investor Presentation on financial results for the quarter and half year ended 30th September, 2021

We submit herewith a copy of the presentation on the financial performance of the Company for the quarter and half year ended 30th September, 2021.

This is submitted for your information and records.

Thanking You,
Yours Faithfully,
For Repco Home Finance Limited

Ankush Tiwari
Company Secretary & Compliance Officer
M.No.A38879

REPCO HOME FINANCE LIMITED

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



Earnings Presentation Q2FY22



www.repcohome.com

◆ Q2FY22 Performance

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

◆ Geographic Presence

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

◆ Annexure

Q2FY22 Performance

Business Summary

Loans outstanding -
Rs. 1,18,894 mn

Net worth
Rs. 20,158 mn

Total capital adequacy ratio
32.3% (Provisional)

Average loan per unit
Rs. 1.4 mn

Number of live accounts
1,00,581

Employee strength - 998

Stage 3 (%) – 4.28%

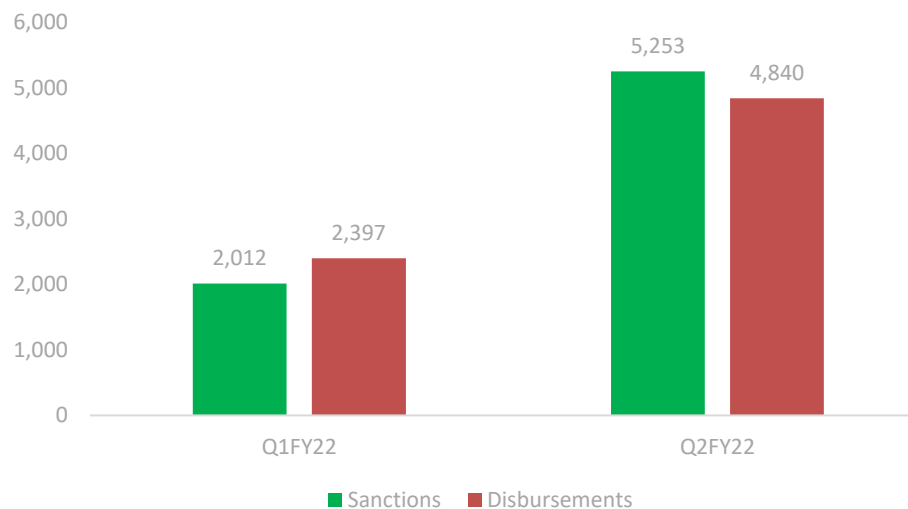
ECL provision(%) - 3.15%

OTR 2 book(%) - 5.7%
OTR 1 book(%) – 0.3%

Sequential improvement in business performance

Repco Home Finance Limited

Figures in Rs million

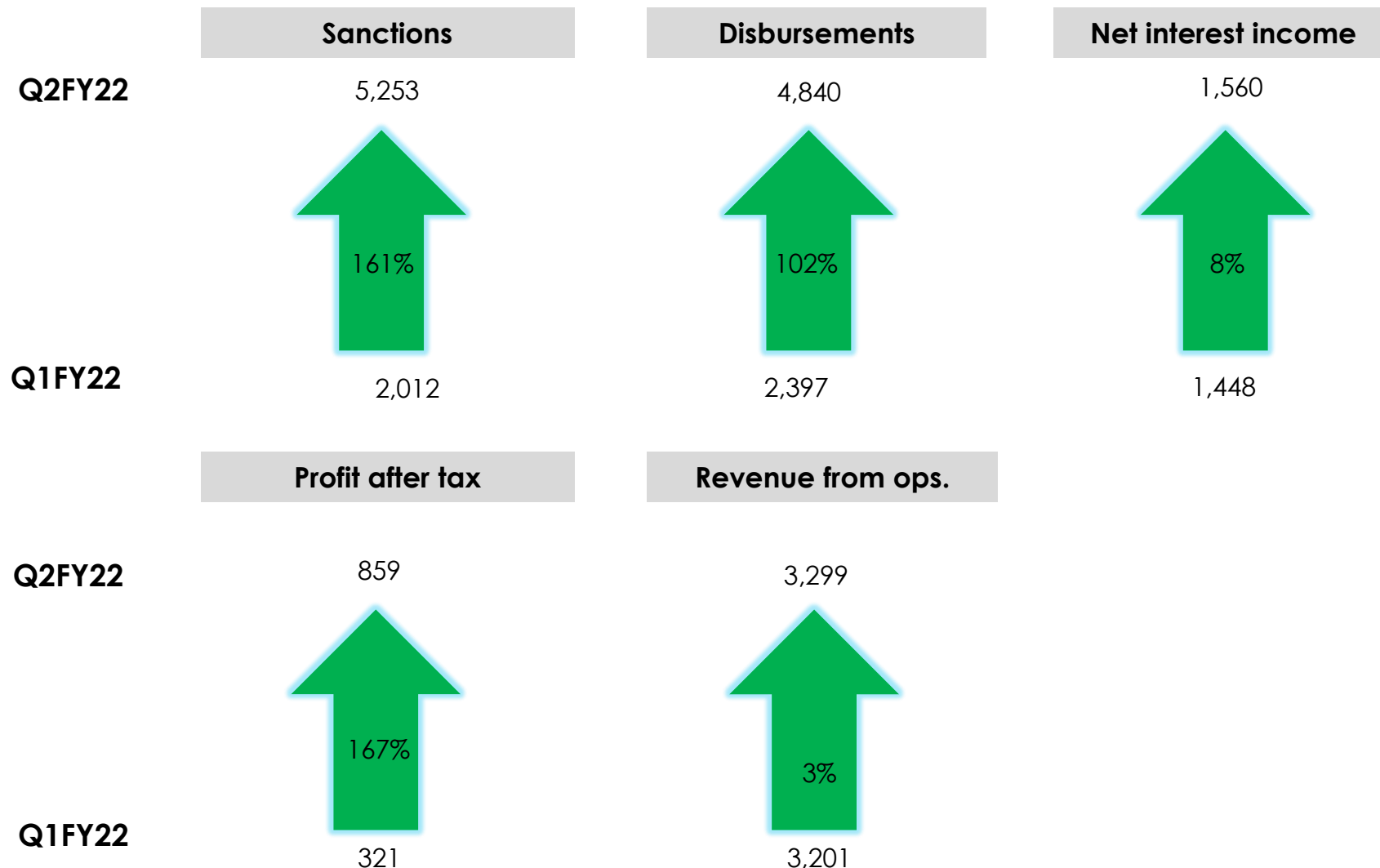


Item	Q2FY22	Q1FY22	Growth
Sanctions	5,253	2,012	161%
Disbursements	4,840	2,397	102%

Sequential performance (Q2 vs Q1)

Repco Home Finance Limited

Figures in Rs million

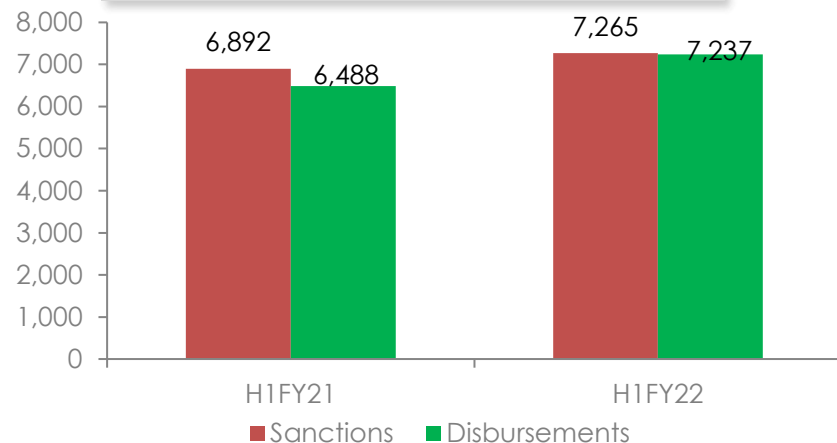


Asset book

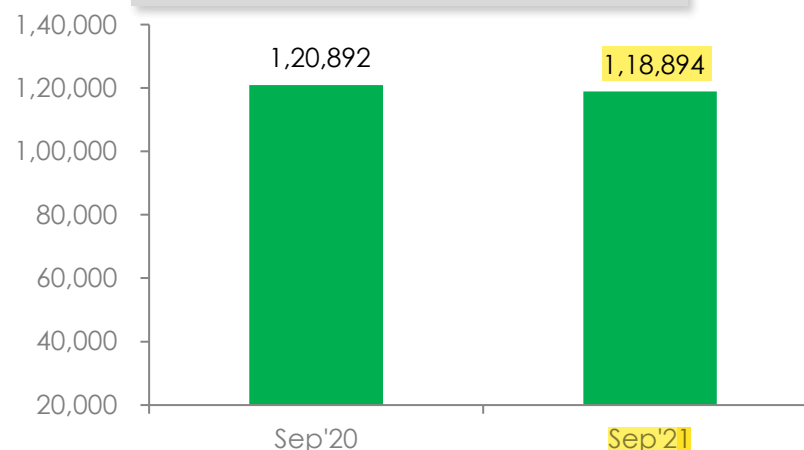
Repco Home Finance Limited

Figures in Rs million

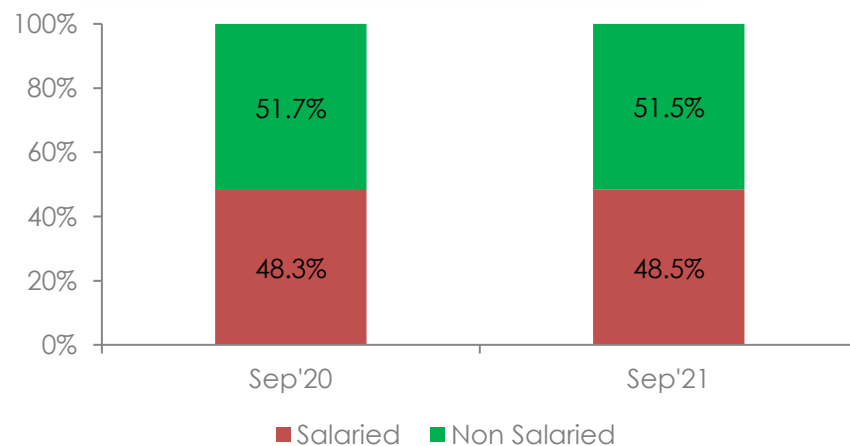
Sanctions and disbursements



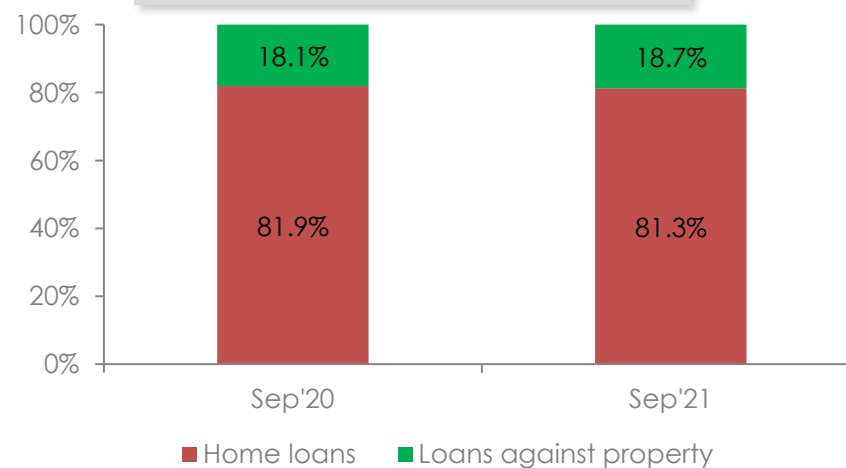
Loan Book



Loan book composition



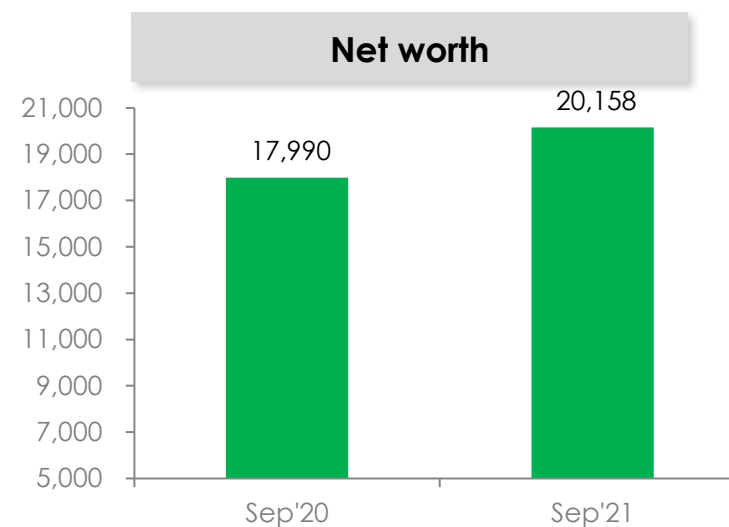
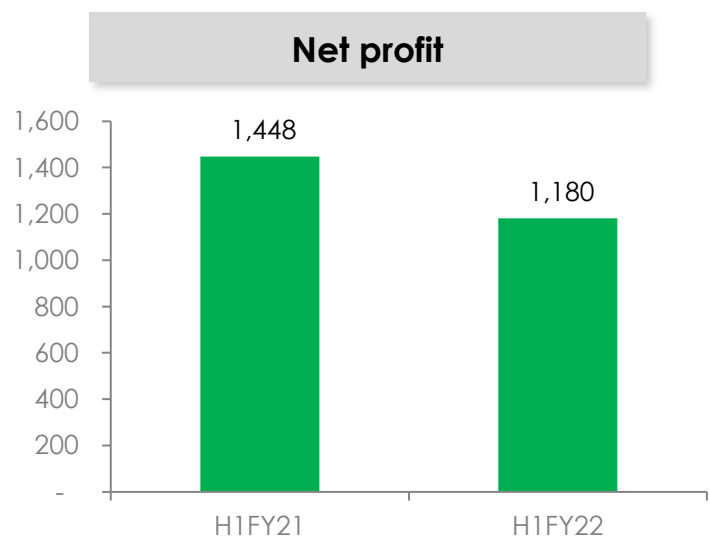
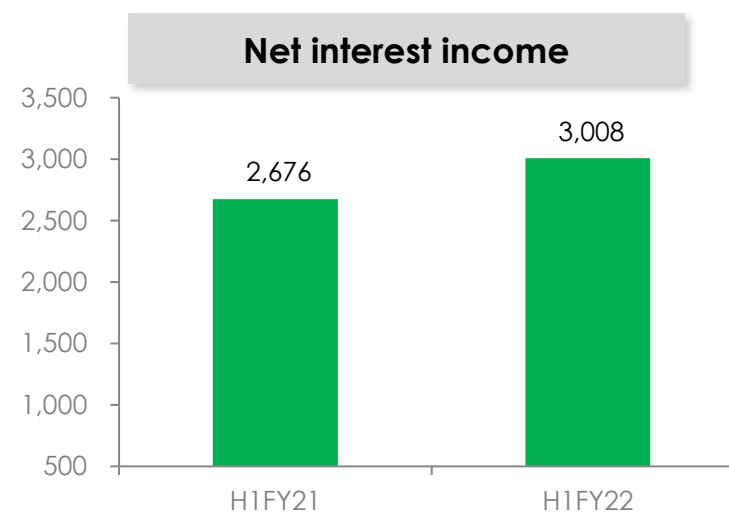
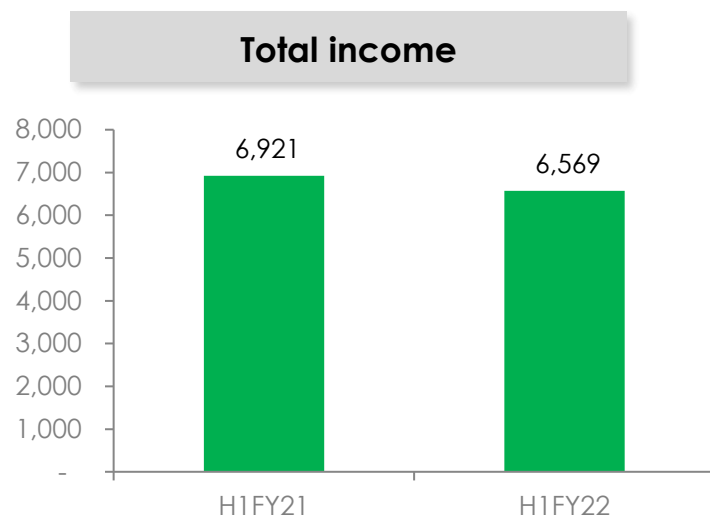
Mix of loan portfolio



Income and earnings growth

Repco Home Finance Limited

Figures in Rs million

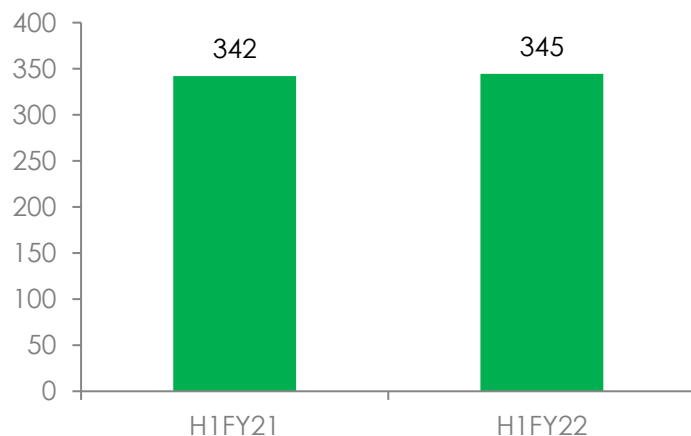


Operating cost

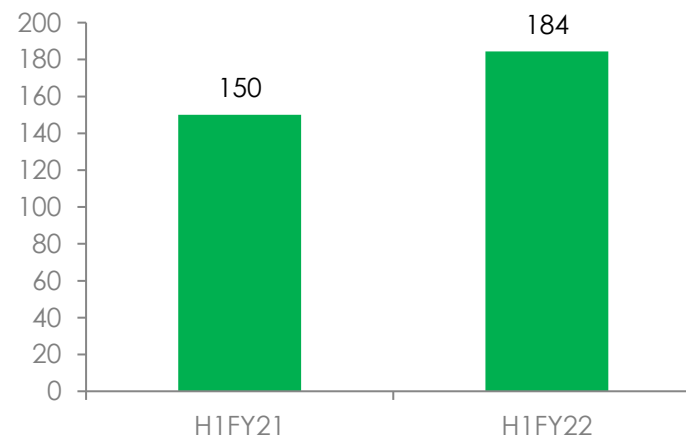
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Figures in Rs million

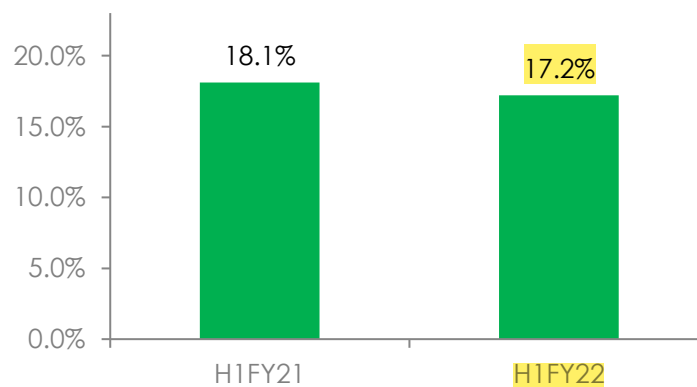
Employee cost



Other opex



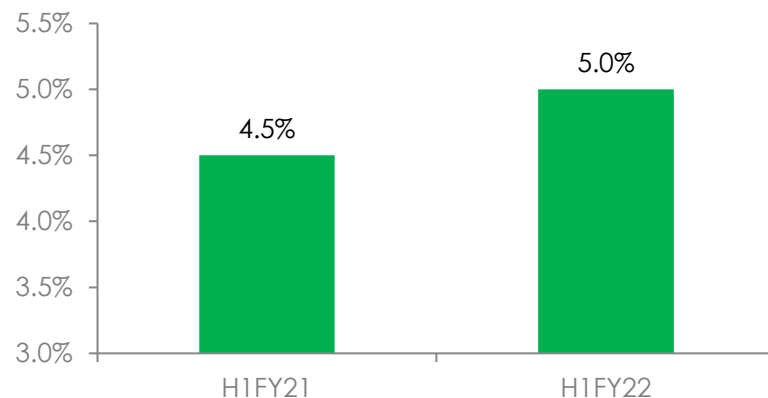
Cost to income ratio



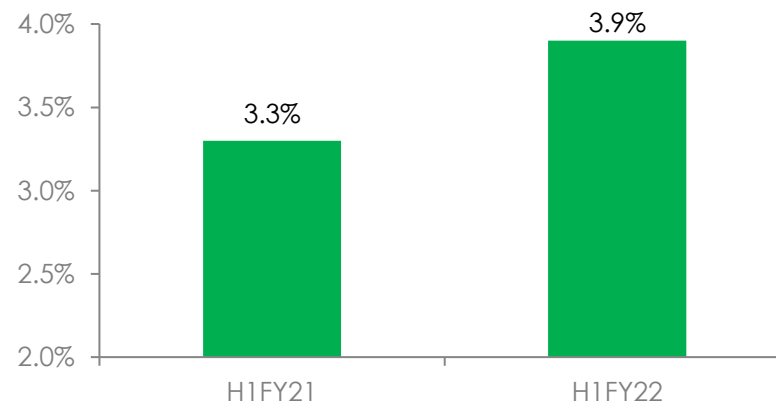
Profitability ratios

Repco Home Finance Limited

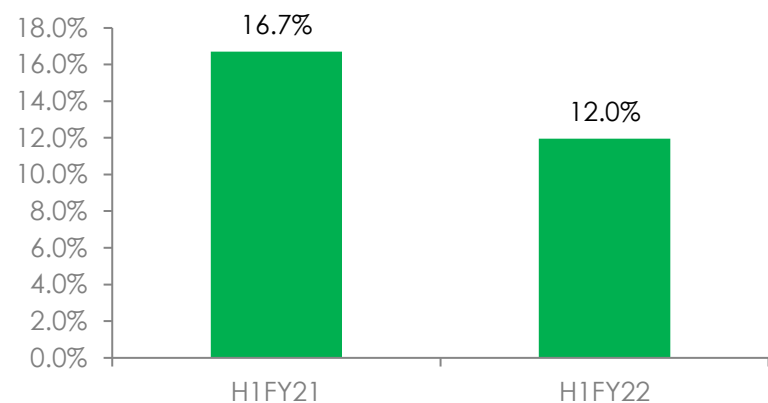
Net interest margin



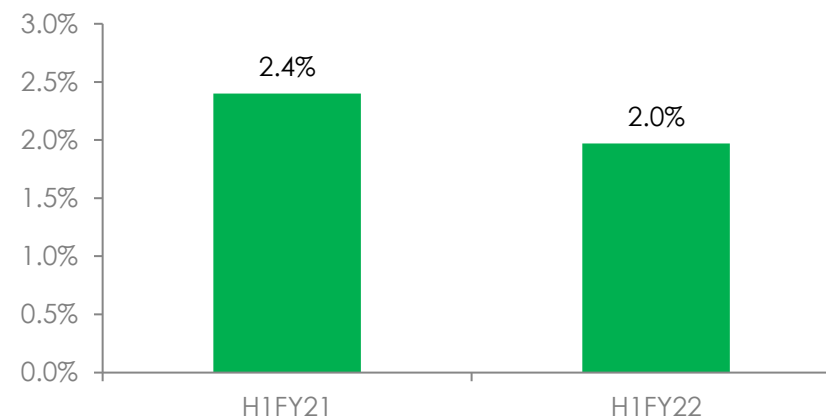
Spread



Return on equity

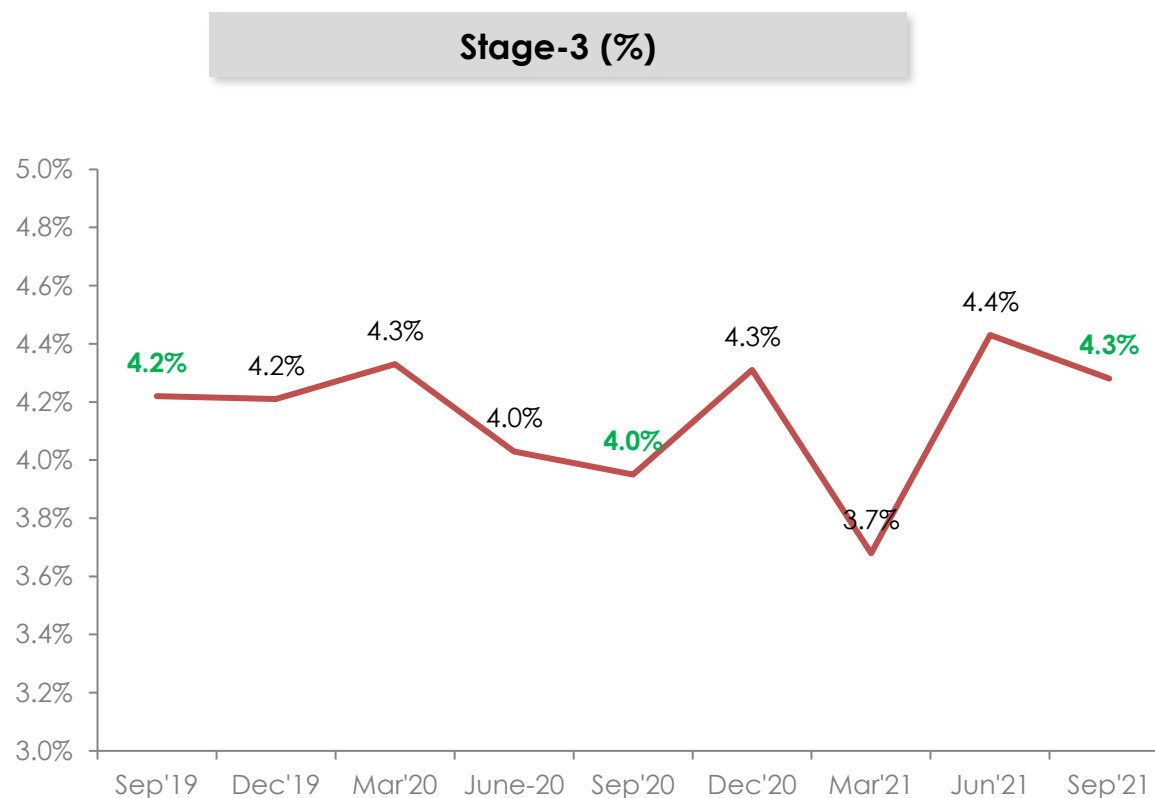


Return on assets



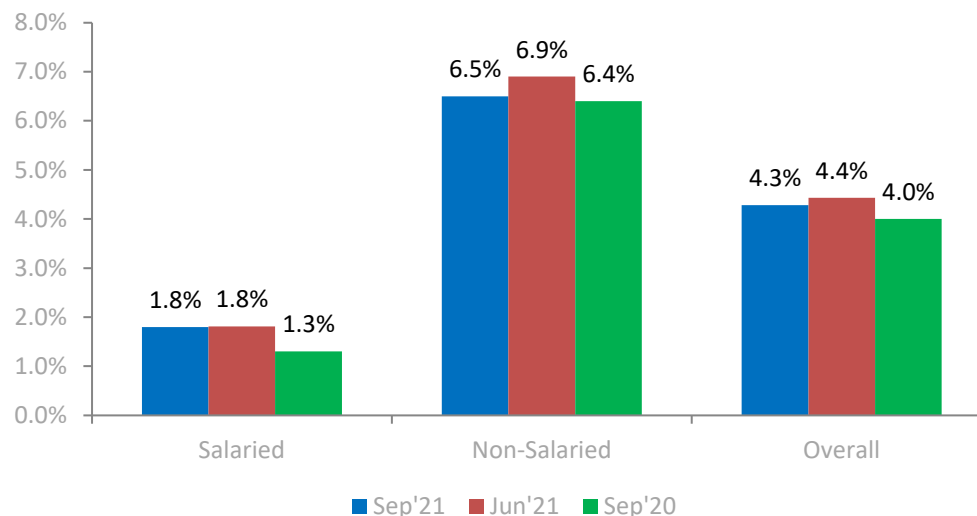
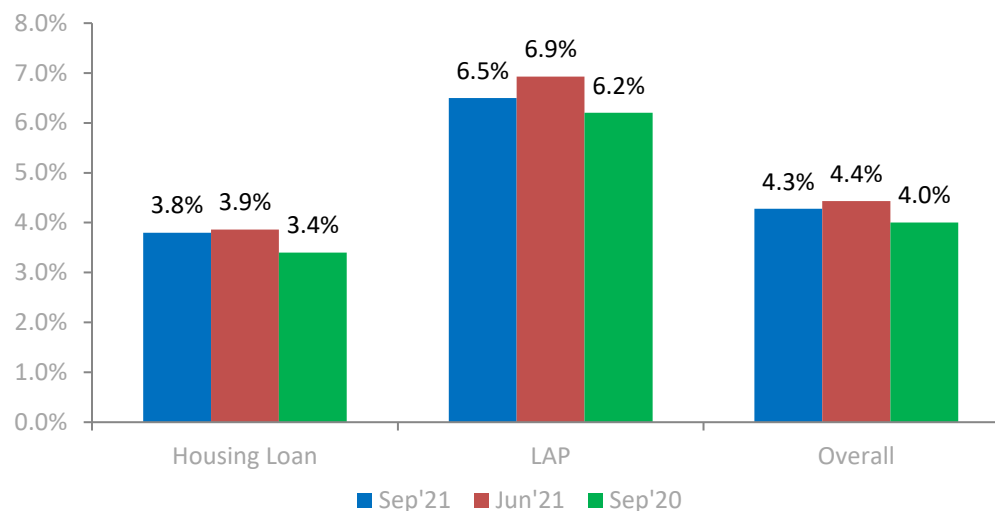
Asset quality

Repco Home Finance Limited



Product mix / Occupation wise asset quality

Repco Home Finance Limited



ECL Provisioning

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Figures in Rs million

	Sep'20	Jun'21	Sep'21
Gross Stage 3	4,779	5,312	5,087
% portfolio in Stage 3	3.95%	4.4%	4.3%
ECL provision - Stage 3	1,978	2,234	2,204
Net - Stage 3	2,801	3,078	2,883
Coverage ratio - Stage 3	41%	42%	43%

Gross Stage 1 & 2	1,16,113	1,14,543	1,13,807
% portfolio in Stage 1 & 2	96.1%	95.6%	95.7%
ECL provision % - Overall	2.0%	3.1%	3.2%
Total ECL provision to Stage-3 coverage ratio*	57%	72%	77%

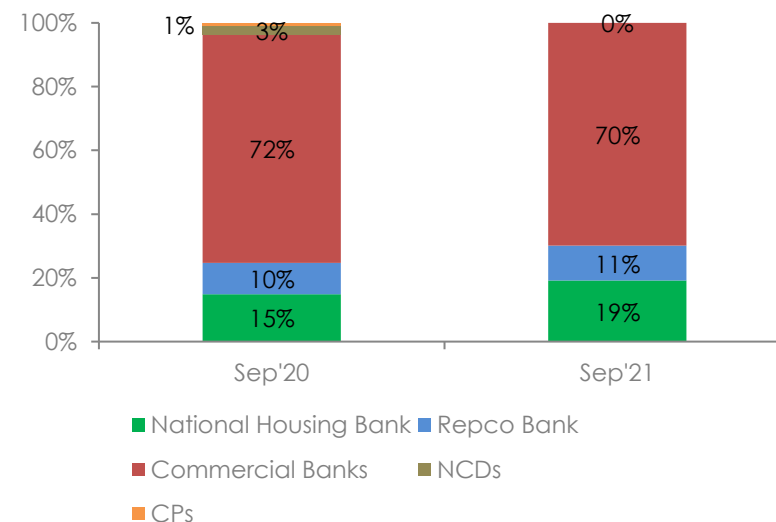
*** Technically written-off loans added to both the numerator and the denominator.**

Borrowing profile

Repco Home Finance Limited

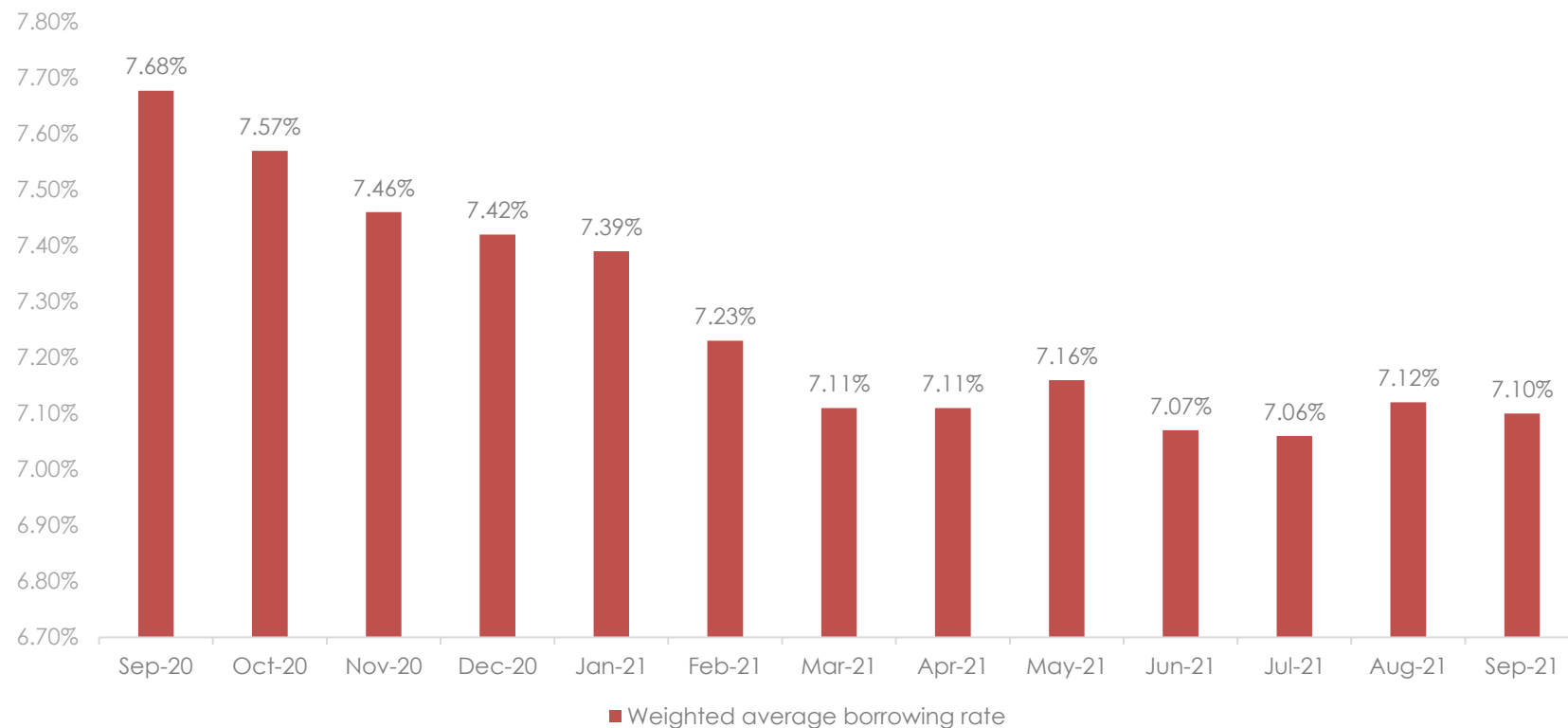
Figures in Rs million

Source (Rs mn)	Average cost	Sep'20	Sep'21	% change
National Housing Bank	5.74%	15,259	18,936	24%
Repco Bank	7.90%	10,144	10,827	7%
Commercial Banks	7.35%	73,848	69,188	-6%
NCDs	0.00%	2,720	0	-100%
Commercial Papers	0.00%	1,000	0	0%
Total	7.10%	1,02,971	98,951	-4%

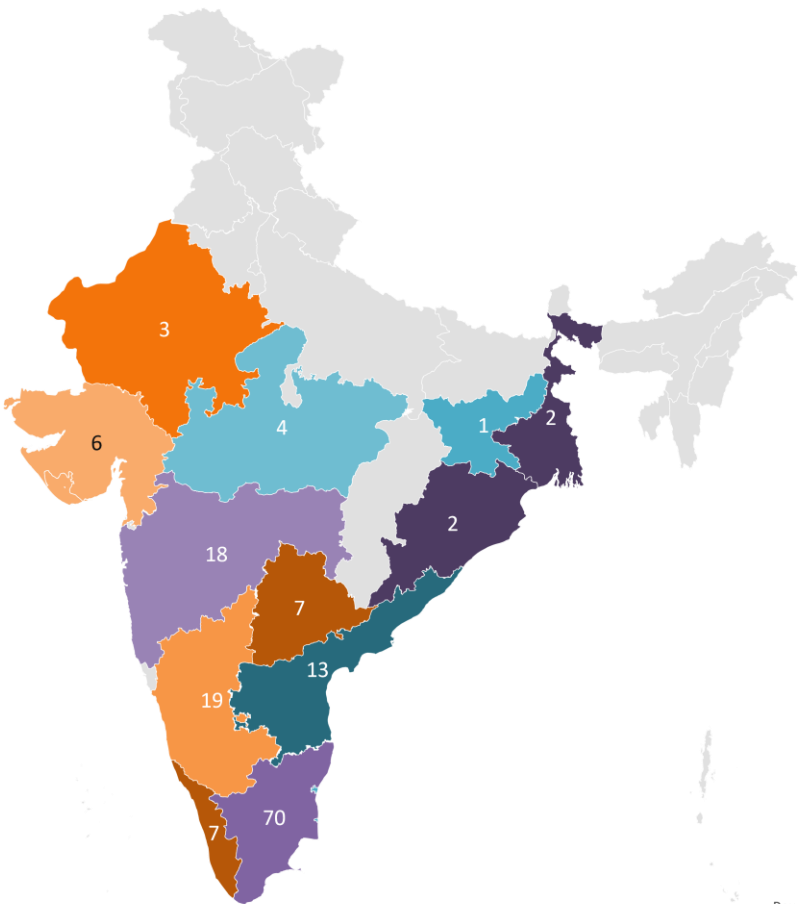


Movement in borrowing cost

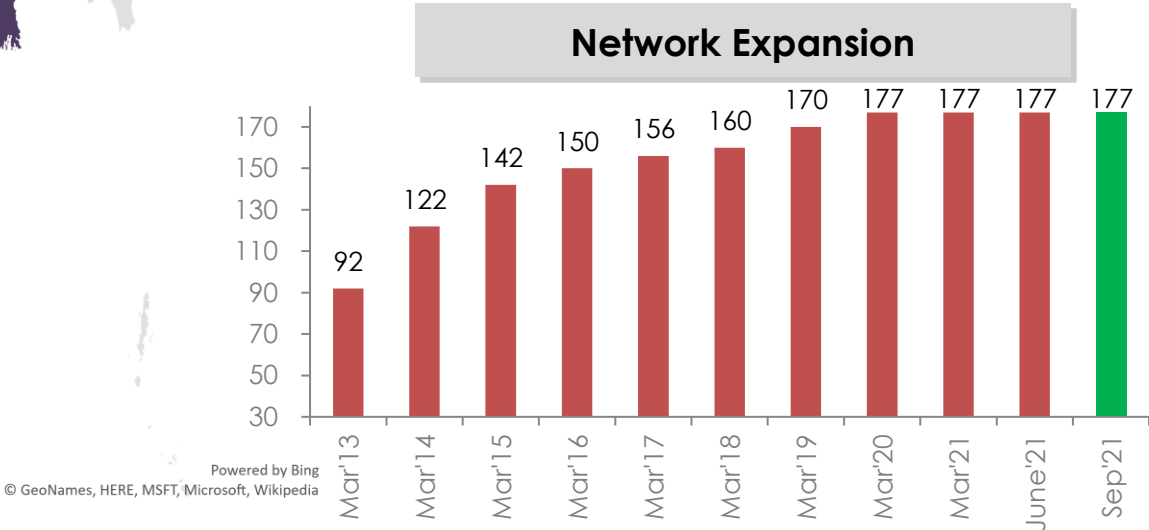
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Geographic Presence

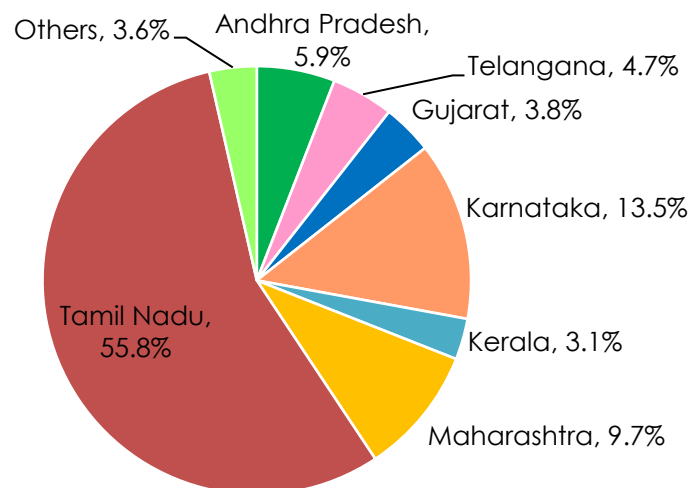


- ◆ Present in 12 states and 1 Union Territory with 153 branches and 24 satellite centers.
- ◆ Plus 2 asset recovery branches.
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh & Rajasthan.



Region-wise loan book

Repco Home Finance Limited



Annualized

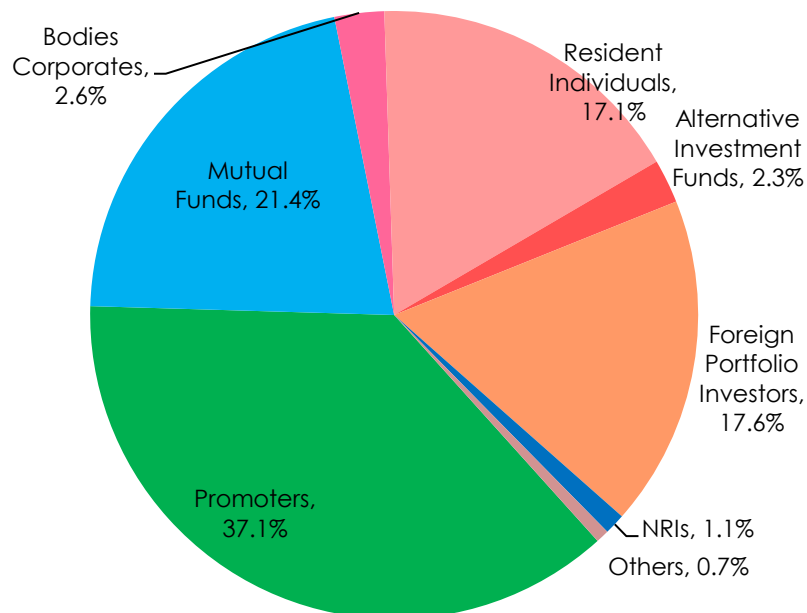
States	Exposure			YoY growth	QoQ growth
	Sep'20	Jun'21	Sep'21		
Andhra Pradesh	6.0%	5.9%	5.9%	-3%	-1%
Telangana	4.6%	4.7%	4.7%	2%	-1%
Gujarat	3.7%	3.9%	3.8%	1%	-7%
Karnataka	14.1%	13.6%	13.5%	-5%	-5%
Kerala	3.3%	3.2%	3.1%	-7%	-9%
Maharashtra	9.3%	9.7%	9.7%	3%	0%
Tamil Nadu	55.7%	55.7%	55.8%	-1%	-1%
Others	3.3%	3.5%	3.6%	8%	10%
Total	100%	100%	100%	-2%	-4%

Annexure

Shareholding pattern

Repco Home Finance Limited

Outstanding shares – 62.6 mn



Major non-promoter shareholders

	% shareholding
HDFC Mutual Fund	6.7%
Aditya Birla Mutual Fund	5.8%
Fidelity Funds	4.5%
Somerset Emerging Markets Fund	2.1%
ICICI Prudential Mutual Fund	2.0%
DSP Mutual Fund	2.6%
Invesco Mutual Fund	3.1%
Apax Global	2.1%
SG Jokaland Holdings	1.8%
AB Funds	1.3%
Nippon AIF	1.1%
BNP Paribas Mutual Fund	1.1%

Profit and loss statement

Figures in Rs million

(Rs. million)	Q2FY22	Q2FY21	YoY (%)	Q1FY22	QOQ (%)	H1FY21	H1FY20	YoY (%)
Income:								
Revenue from operations	3,299	3,480	-5%	3,201	3%	6,500	6,857	-5%
Other income	46	23	104%	23	101%	69	65	6%
Total Income	3,345	3,502	-4%	3,224	4%	6,569	6,921	-5%
Expenses:								
Interest and other financial charges	1,744	2,090	-17%	1,757	-1%	3,501	4,194	-17%
Employee benefit expense	183	174	6%	161	14%	345	342	1%
Depreciation and amortization expense	30	34	-13%	31	-3%	61	70	-13%
Other expenses	70	49	42%	54	29%	124	81	54%
Provisions & write-offs	169	72	135%	783	-78%	953	294	225%
Total Expenses	2,196	2,419	-9%	2,787	-21%	4,982	4,980	0%
Profit before tax	1,149	1,083	6%	437	163%	1,587	1,942	-18%
Tax expense:								
Current tax	263	238	11%	237	11%	500	452	11%
Deferred Tax	27	37	-27%	-121	-122%	-94	42	-326%
Net Profit/(Loss)	859	808	6%	321	167%	1,180	1,448	-18%
Other Comprehensive Income	1	-2	100%	1	7%	2	-4	100%
Total Comprehensive Income	860	806	7%	322	167%	1,183	1,444	-18%

Balance Sheet

Repco Home Finance Limited

Figures in Rs million

(Rs. million)	As on Sep 30, 2021	As on Sep 30, 2020
EQUITY AND LIABILITIES:		
Shareholder's Funds	21,619	20,593
Share Capital	626	626
Reserves and Surplus	20,994	19,967
Financial liabilities	99,957	1,02,458
Creditors	69	101
Debt securities	0	0
Borrowings	99,531	1,01,974
Other financial liabilities	357	382
Non-financial liabilities	597	609
Current tax liabilities (Net)	92	4
Provisions	202	208
Deferred tax liabilities (net)	303	397
Total Liabilities	1,00,555	1,03,067
Total	1,22,174	1,23,659
ASSETS:		
Financial assets	1,21,740	1,23,250
Cash and cash equivalents	6,117	4,550
Bank balance	0	0
Loans and advances	1,15,171	1,18,356
Other financial assets	137	125
Investment in associate	316	220
Non-financial assets	434	409
Property, plant and equipment	118	123
Other intangible assets	38	16
Right to use assets	173	175
Other non-financial assets	105	96
Total	1,22,174	1,23,659

Relative performance – Q2FY22

Repco Home Finance Limited

Particulars	Units	Q2FY21	Q2FY22
Sanctions	Rs. mn	5,277	5,253
Disbursements	Rs. mn	4,672	4,840
Net interest income	Rs. mn	1,396	1,560
PAT	Rs. mn	808	859
NIM	%	4.6	5.2
Yield on assets	%	11.6	11.1
Cost of funds	%	8.2	7.0
Spread	%	3.4	4.0
Return on assets	%	2.7	2.9
Return on equity	%	18.3	17.3

Relative performance – H1FY22

Repco Home Finance Limited

Particulars	Units	H1FY21	H1FY22
Sanctions	Rs. mn	6,892	7,265
Disbursements	Rs. mn	6,488	7,237
Net interest income	Rs. mn	2,676	3,008
PAT	Rs. mn	1,448	1,180
NIM	%	4.5	5.0
Yield on assets	%	11.5	10.8
Cost of funds	%	8.2	7.0
Spread	%	3.3	3.9
Return on assets	%	2.4	2.0
Return on equity	%	16.7	12.0
Gearing	X	5.7	4.9

For any Investor Relations queries, please contact:

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