

RHFL/SE/75/2023-24

12th February, 2024

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai-400001
BSE Security Code: 535322
Kind Attn: Listing Department

National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai- 400051
NSE Symbol: REPCOHOME

Dear Sir/Madam,

Sub: Revised Investor Presentation on financial results for the quarter and nine months ended on 31st December, 2023

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we submit herewith the revised presentation on the financial performance of the Company for the quarter and nine months ended on 31st December, 2023.

This disclosure will also be made available on the website of the Company, www.repcohome.com.

This is submitted for your information and records.

Thanking You,
Yours Faithfully,
For Repco Home Finance Limited

Ankush Tiwari
Company Secretary & Chief Compliance Officer



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
Q3FY24**



www.repcohome.com

Agenda



Repco Home Finance Limited

- ◆ **Q3FY24 Performance**
 - ▶ Business summary
 - ▶ Financial performance
 - ▶ Borrowing Profile

- ◆ **Geographic Presence**
 - ▶ Footprint
 - ▶ Region-wise loan book

- ◆ **Annexure**

Q3FY24 Performance

Business Summary



Repco Home Finance Limited

Loans Outstanding
Rs. 131,855 Mn

Net Worth
Rs. 25,699 Mn

Total Capital Adequacy
Ratio 34.7%

Average loan per unit
Rs. 1.2 Mn

Number of live accounts
107,191

Employee strength
1,050

GNPA – 4.7%

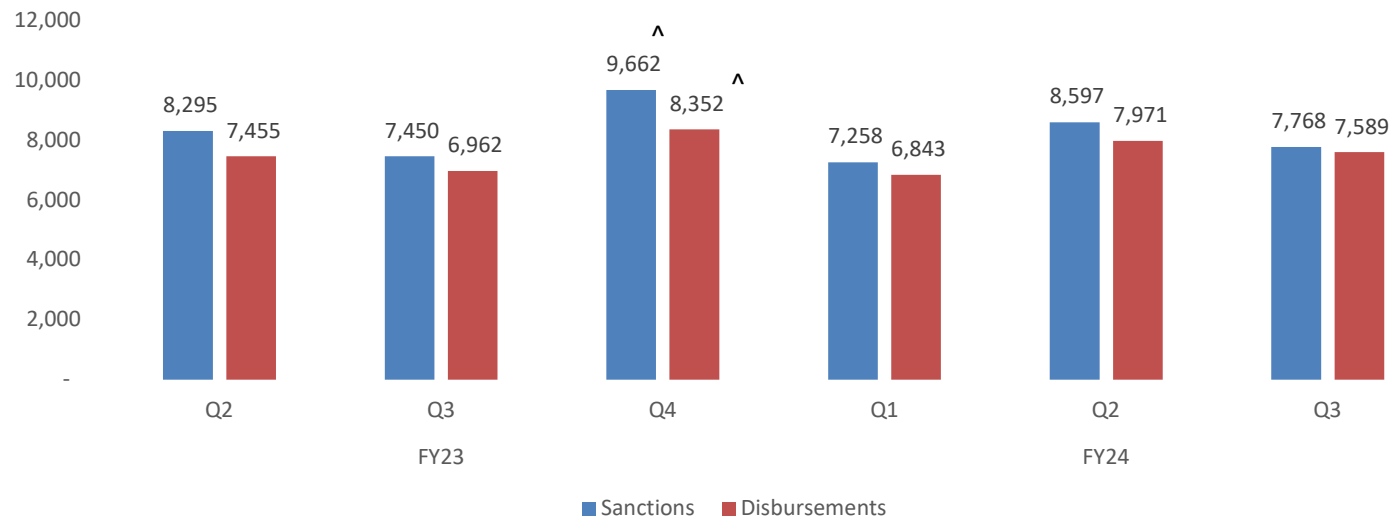
ECL provision – 4.1%

Business performance momentum



Repco Home Finance Limited

Figures in Rs million

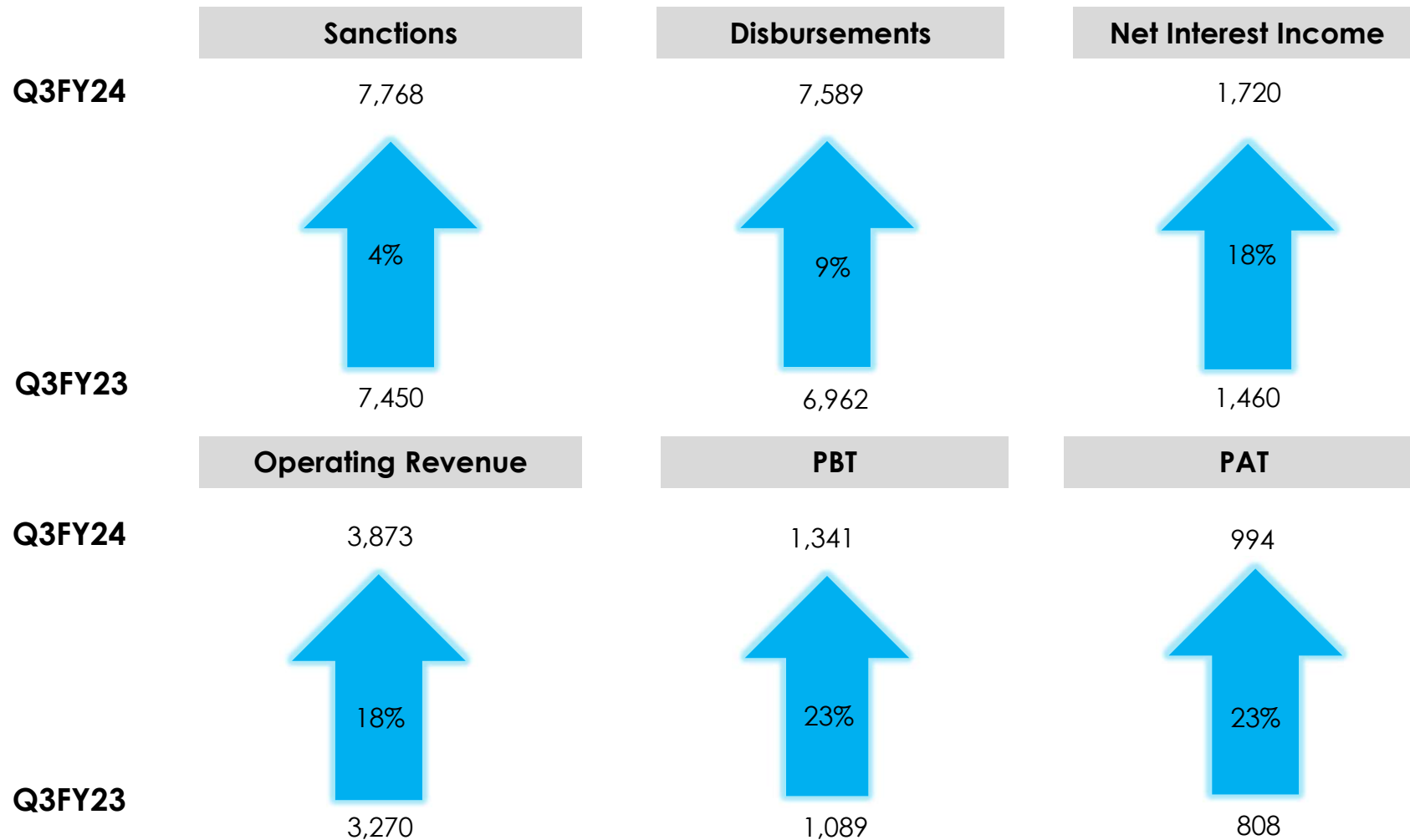


[^] Includes DA pool purchase of Rs. 665.6 Mn.

Key Indicators – Q3FY24 vs Q3FY23

Repco Home Finance Limited

Figures in Rs million



Key Indicators – Q3FY24 vs Q2FY24

Repco Home Finance Limited

Figures in Rs million



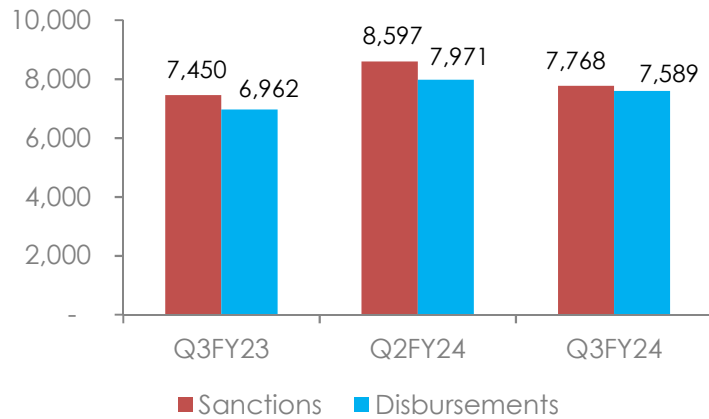
Asset Book



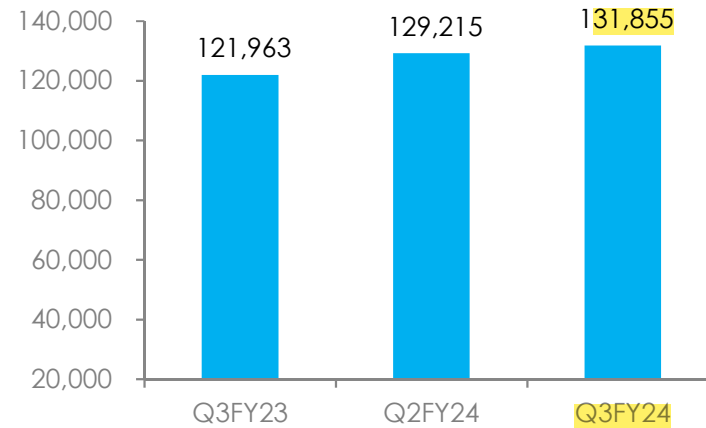
Repco Home Finance Limited

Figures in Rs million

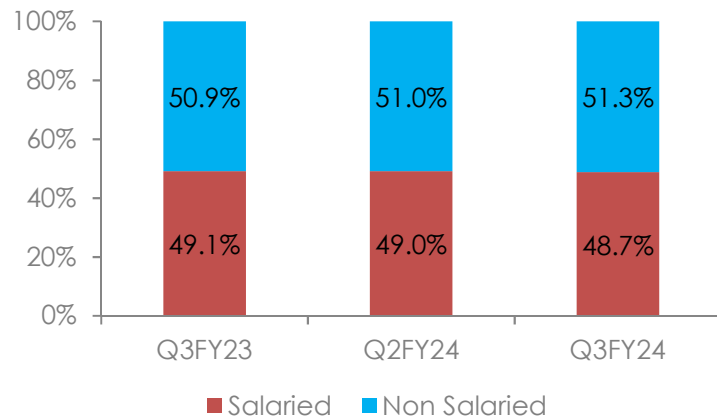
Sanctions and Disbursements



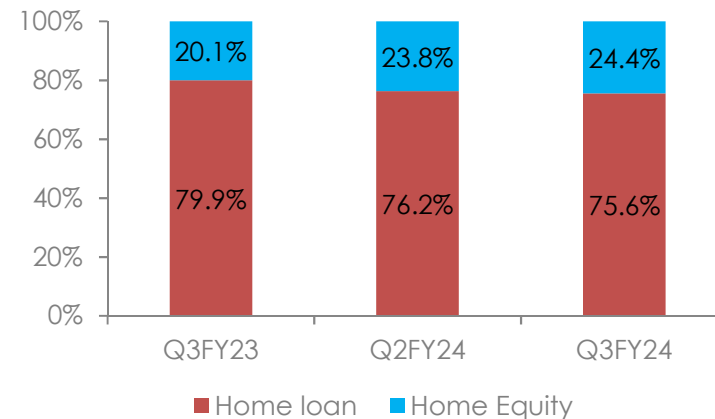
Loan Book



Loan book composition



Mix of Loan Portfolio

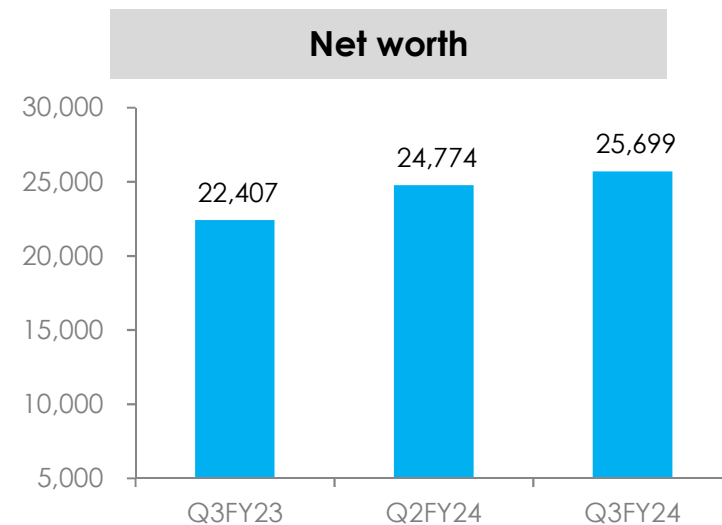
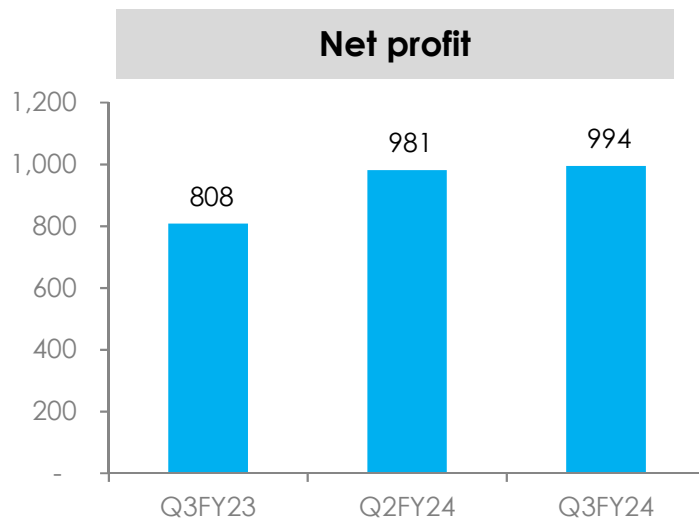
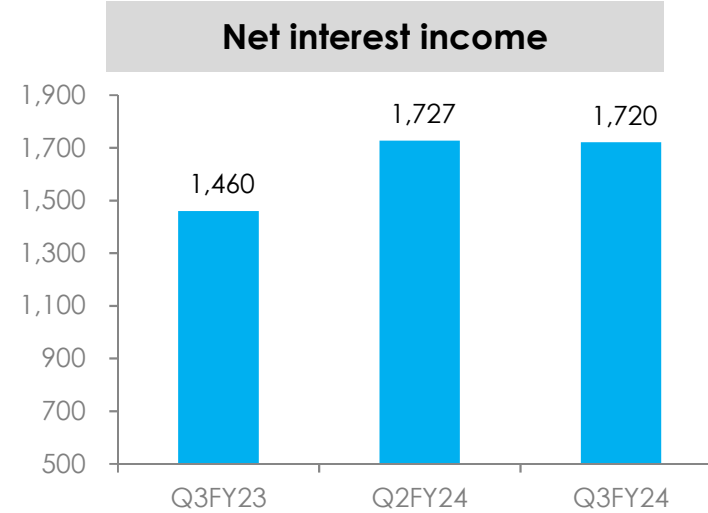
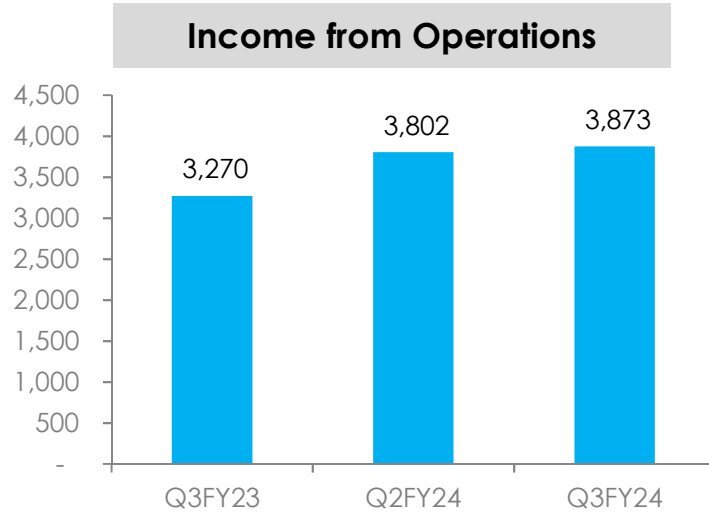


Income and earnings growth



Repc Home Finance Limited

Figures in Rs million

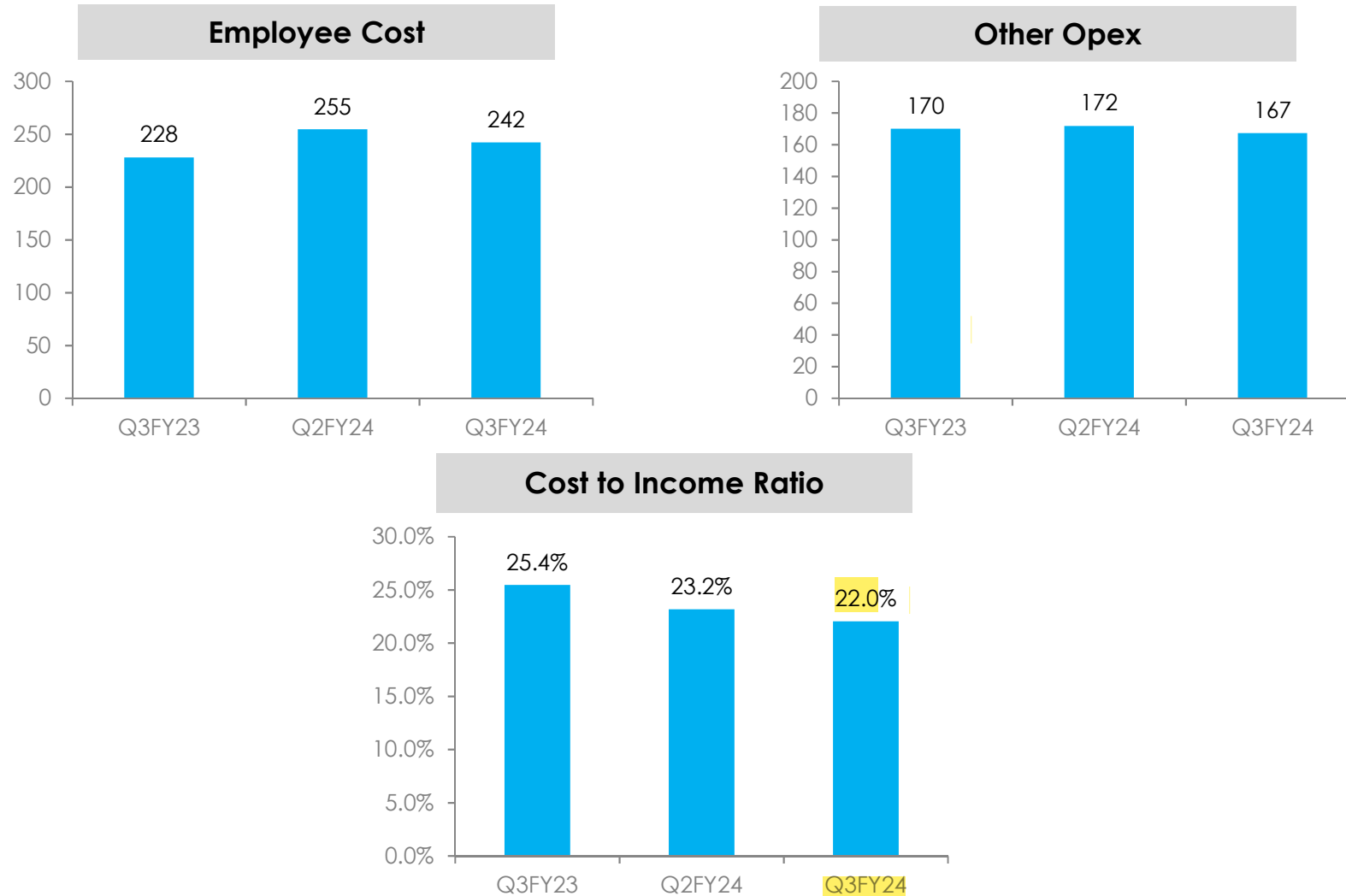


Operating cost



Repc Home Finance Limited

Figures in Rs million

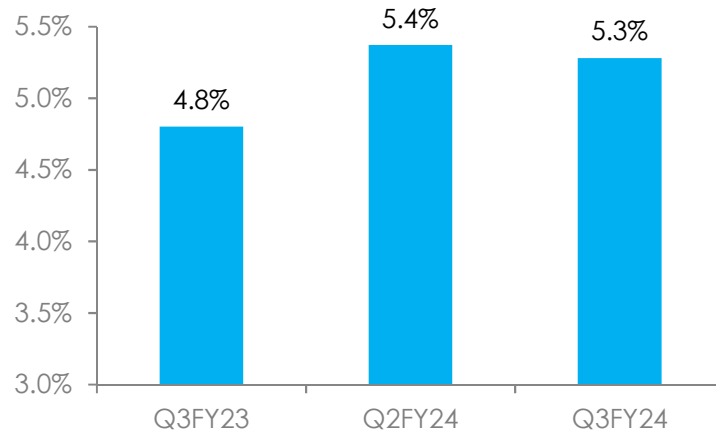


Quarterly Profitability ratios

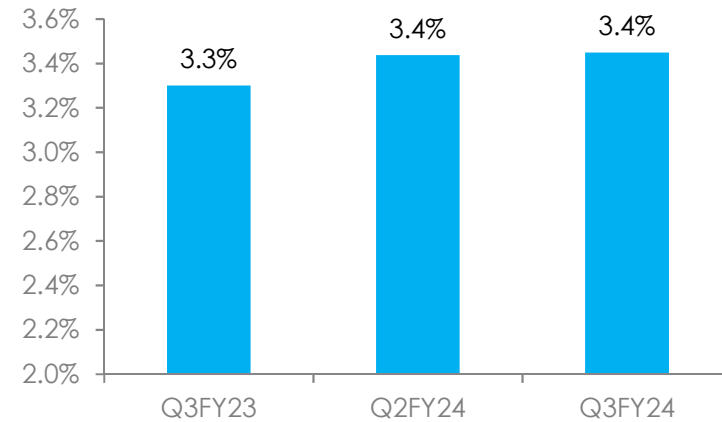


Repco Home Finance Limited

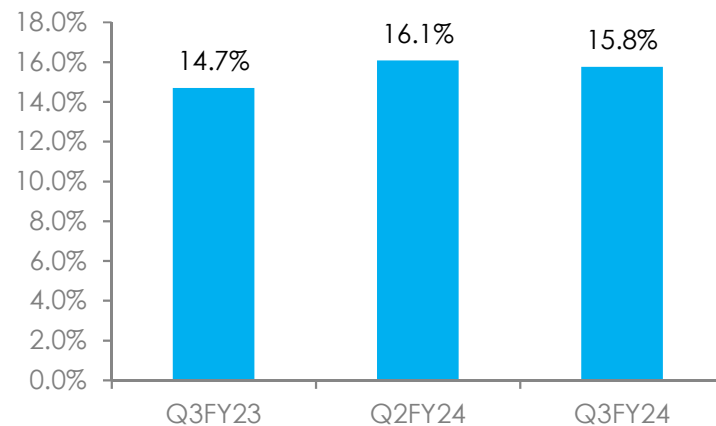
Net Interest Margin



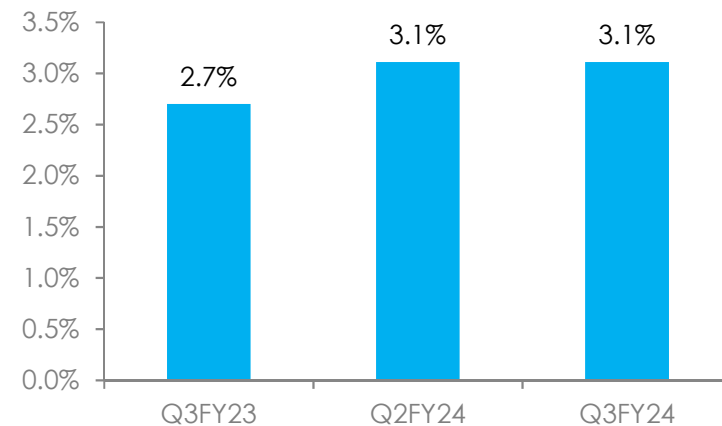
Spread



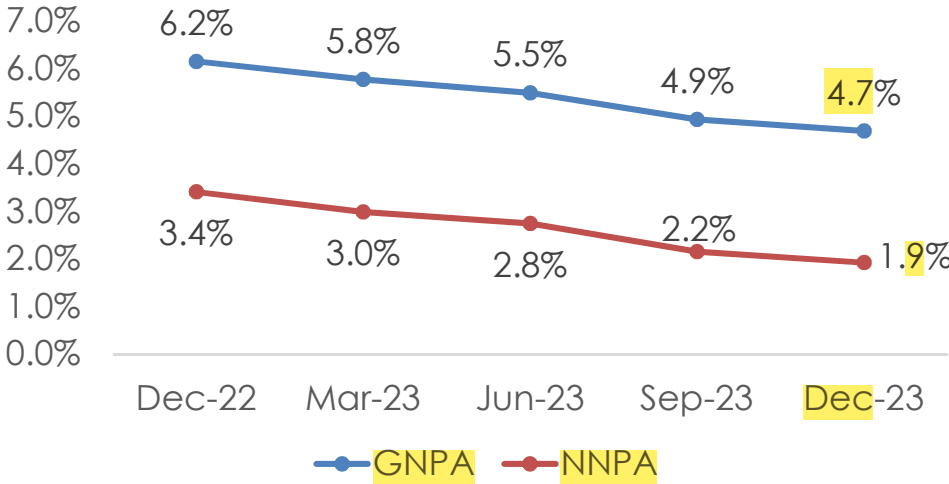
Return on Equity



Return on Assets



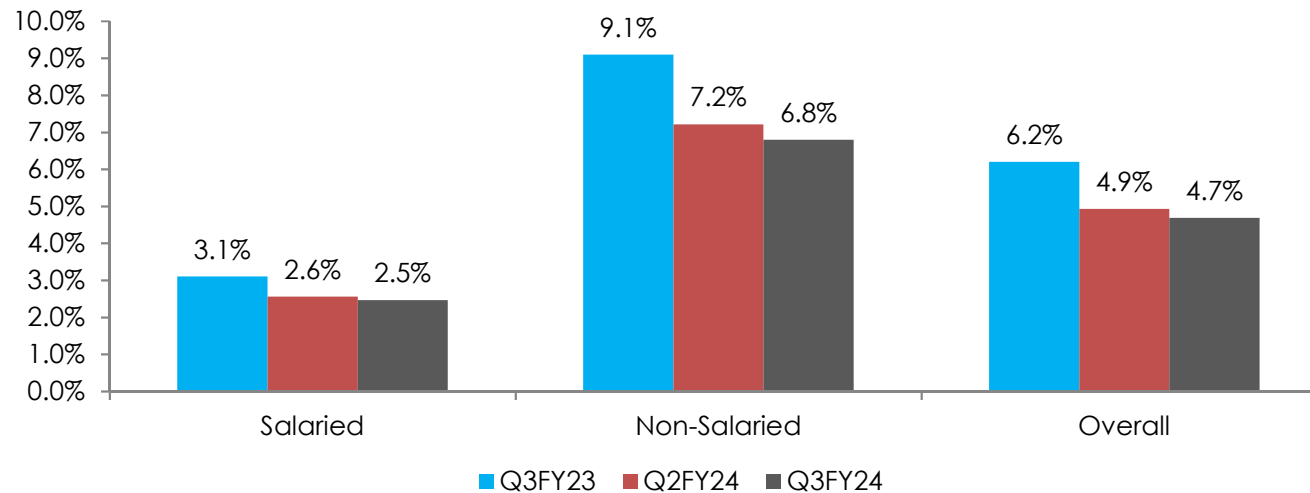
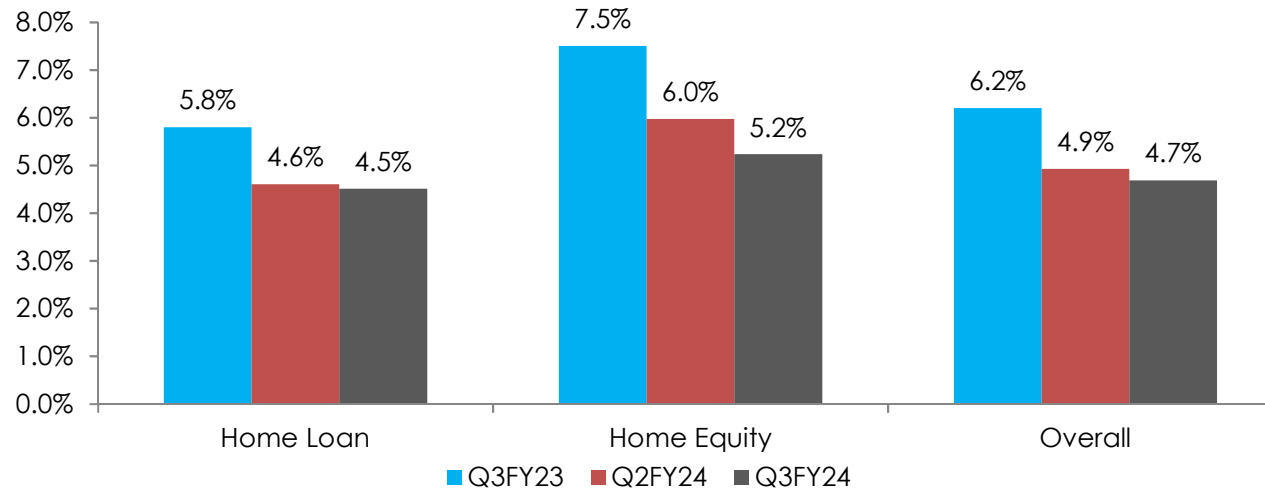
Asset Quality



Product / Occupation mix wise GNPA(%)



Repco Home Finance Limited



ECL provision



Repco Home Finance Limited

Figures in Rs million

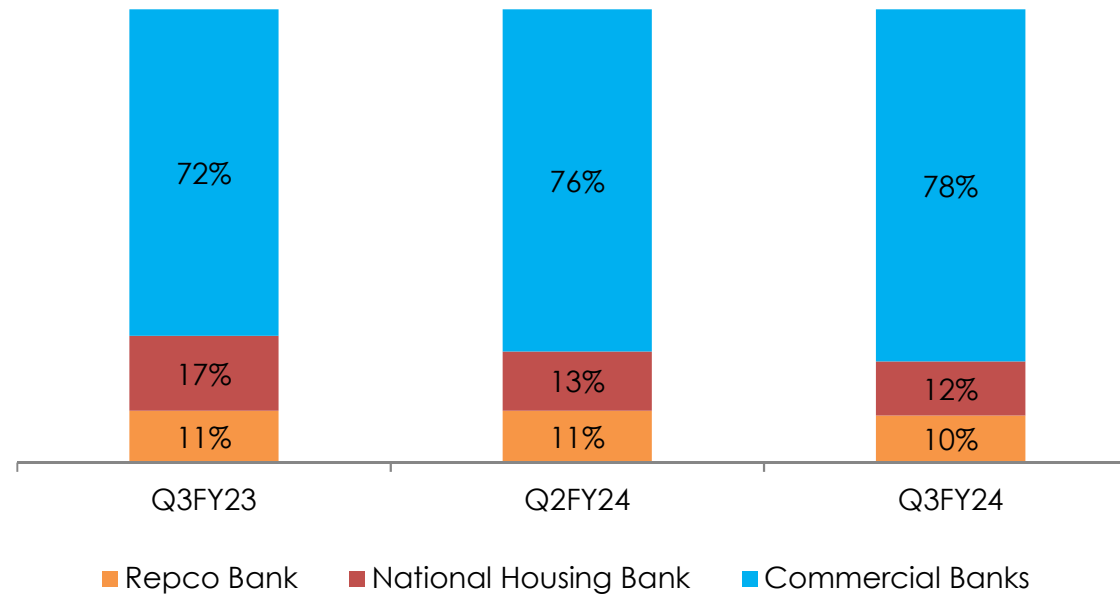
	Q3FY23	Q2FY24	Q3FY24
Gross Stage 3	7,503	6,371	6,182
% portfolio in Stage 3	6.2%	4.9%	4.7%
ECL provision - Stage 3	3,465	3,655	3,714
Net - Stage 3	4,038	2,716	2,467
Coverage ratio - Stage 3	46.2%	57.4%	60.1%
Gross Stage 1 & 2	1,14,460	1,22,844	1,25,673
% portfolio in Stage 1 & 2	93.8%	95.1%	95.3%
Total ECL provision	5,144	5,256	5,285

Borrowing profile



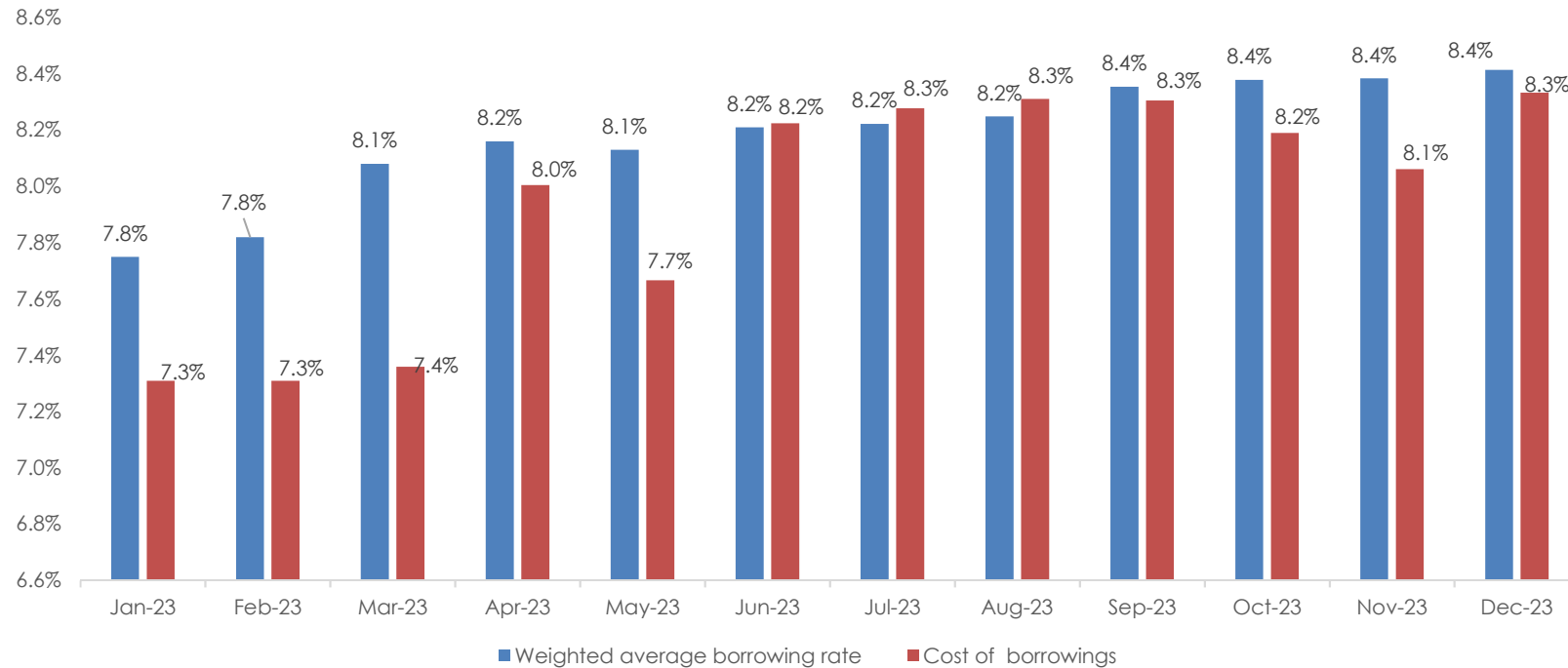
Repco Home Finance Limited

Source (Rs Mn)	Average cost	Q3FY23	Q2FY24	Q3FY24	% change (Y-o-Y)
National Housing Bank	7.59%	15,835	13,152	12,379	-22%
Commercial Banks	8.58%	69,207	75,905	80,502	16%
Repco Bank	8.15%	10,914	11,412	10,702	-2%
Total	8.41%	95,955	1,00,470	1,03,582	



Movement in borrowing cost

Repco Home Finance Limited



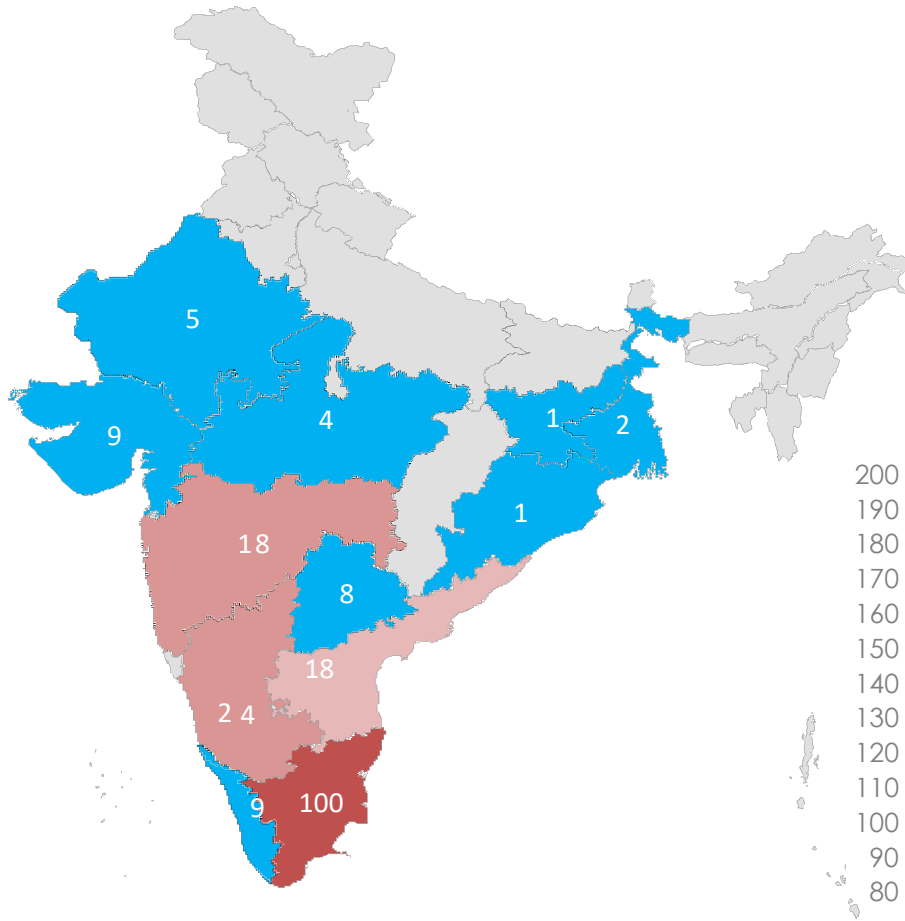
Geographic Presence

Network



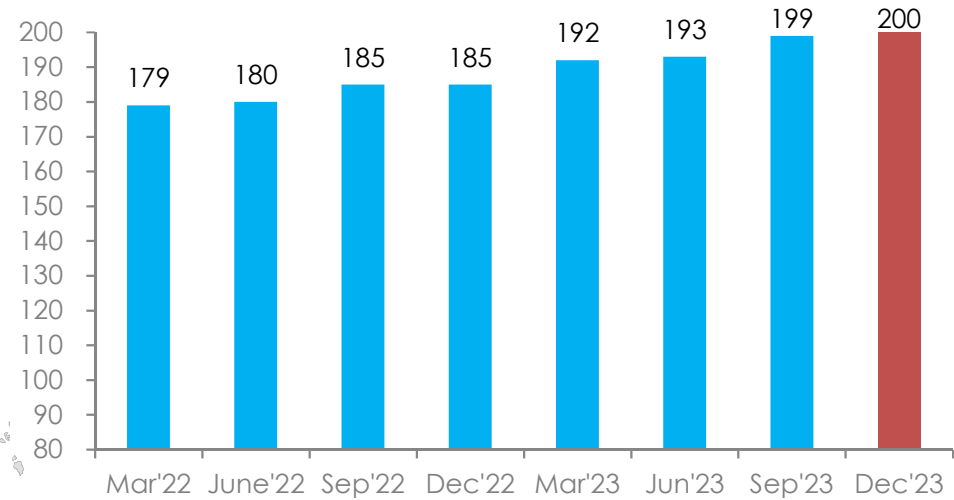
Repc Home Finance Limited

Branch Network



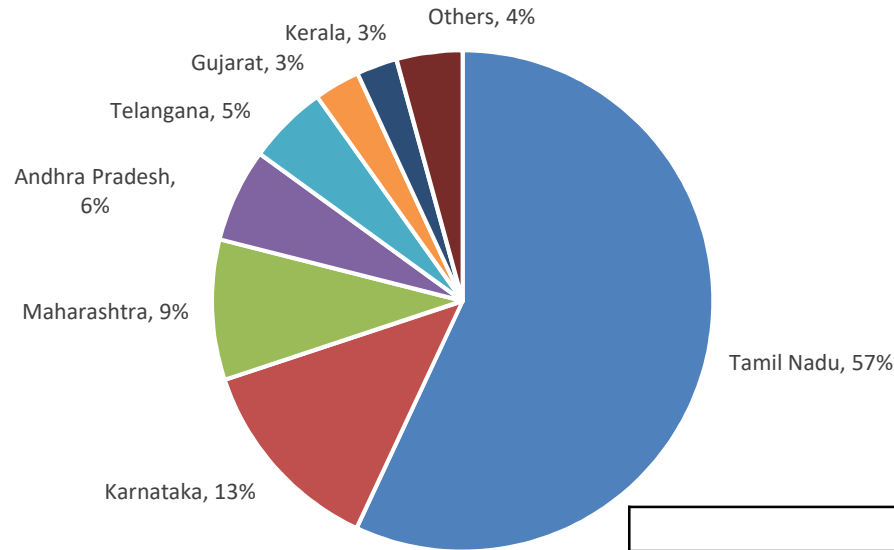
- ◆ Present in 12 states and 1 Union Territory with 166 branches and 34 satellite centers.
- ◆ Additionally, we have 2 asset recovery branches.
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh & Rajasthan.

Network



Region-wise loan book

Repco Home Finance Limited



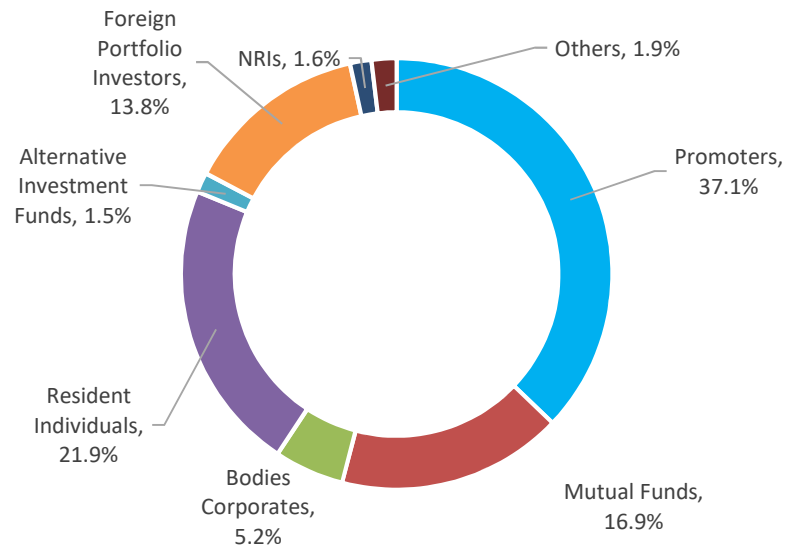
States	Exposure			Annualised Growth	
	Q3FY23	Q2FY24	Q3FY24	Y-o-Y	Q-o-Q
Tamil Nadu	57%	57%	57%	9%	7%
Karnataka	13%	13%	13%	8%	6%
Maharashtra	9%	9%	9%	8%	14%
Andhra Pradesh	6%	6%	6%	9%	10%
Telangana	5%	5%	5%	11%	15%
Gujarat	3%	3%	3%	-4%	2%
Kerala	3%	3%	3%	0%	2%
Others	4%	4%	4%	14%	20%
Total	100%	100%	100%	8%	2%

Annexure

Shareholding pattern

Repco Home Finance Limited

Outstanding shares – 62.6 Mn



Major Non-Promoter Shareholders	%
HDFC Mutual Fund	7.2%
Aditya Birla Sun Life Mutual Fund	5.1%
Fidelity Asian Values LLC	3.3%
Evli Emerging Frontier Fund	2.0%
SG Jokaland Holdings LLC	1.8%
Tata Mutual Fund	1.2%

Profit and loss statement



Repco Home Finance Limited

Figures in Rs million

(Rs. Million)	Q3FY24	Q2FY24	QoQ (%)	Q3FY23	YoY (%)
<u>Income:</u>					
Revenue from operations	3,873	3,802	2%	3,270	18%
Other income	59	38	57%	39	53%
Total Income	3,932	3,839	2%	3,309	19%
<u>Expenses:</u>					
Interest and other financial charges	2,153	2,075	4%	1,810	19%
Employee benefit expense	242	255	-5%	228	6%
Depreciation and amortization expense	48	38	24%	37	30%
Other expenses	120	133	-10%	133	-10%
Provisions & write-offs	29	16	82%	12	153%
Total Expenses	2,591	2,517	3%	2,219	17%
Profit before tax	1,341	1,322	1%	1,089	23%
<u>Tax expense:</u>					
Current tax	290	272	7%	234	24%
Deferred Tax	57	69	-18%	47	20%
Net Profit/(Loss)	994	981	1%	808	23%

Relative performance – Y-o-Y



Repco Home Finance Limited

Particulars	Units	Q3FY23	Q3FY24
Sanctions	Rs. Mn	7,450	7,768
Disbursements	Rs. Mn	6,962	7,589
Net interest income	Rs. Mn	1,460	1,720
PAT	Rs. Mn	808	994
NIM	%	4.8	5.3
Yield on assets	%	10.8	11.9
Cost of funds	%	7.5	8.4
Spread	%	3.3	3.4
Return on assets	%	2.7	3.1
Return on equity	%	14.7	15.8

Relative performance – Q-o-Q



Repco Home Finance Limited

Particulars	Units	Q2FY24	Q3FY24
Sanctions	Rs. Mn	8,597	7,768
Disbursements	Rs. Mn	7,971	7,589
Net interest income	Rs. Mn	1,727	1,720
PAT	Rs. Mn	981	994
NIM	%	5.4	5.3
Yield on assets	%	11.8	11.9
Cost of funds	%	8.4	8.4
Spread	%	3.4	3.4
Return on assets	%	3.1	3.1
Return on equity	%	16.1	15.8

For any queries, please contact:

Ms.Lakshmi K
Chief Financial Officer
Repco Home Finance Limited
Phone: +91 44 42106650
Email: cfo@repcohome.com

Safe Harbor:

This presentation may have certain statements that may be “forward looking” including those relating to general business plans and strategy of Repco Home Finance Ltd., (RHFL), its future outlook and growth prospects. The actual results may differ materially from these forward looking statements due to a number of risks and uncertainties which could include future changes or developments in RHFL, the competitive environment, the company’s ability to implement its strategies and initiatives, respond to technological changes as well as sociopolitical, economic and regulatory conditions in India.

All financial data in this presentation is obtained from the audited financial statements and the various ratios are calculated based on these data. This presentation does not constitute a prospectus, offering circular or offering memorandum or an offer, invitation or a solicitation of any offer, to purchase or sell, any shares of RHFL and should not be considered or construed in any manner whatsoever as a recommendation that any person should subscribe for or purchase any of RHFL’s shares. None of the projection, expectations, estimates or prospects in this presentation should be construed as a forecast implying any indicative assurance or guarantee of future performance, nor that the assumptions on which such future projects, expectations, estimates or prospects have been prepared are complete or comprehensive .

This presentation is for information purposes only. This document and its contents should not be forwarded or delivered or transmitted in any manner to any person other than its intended recipients, and should not be reproduced in any manner whatsoever. The recipients further represents and warrants that : (i) It is lawfully able to receive this presentation under the laws of the jurisdiction in which it is located, and / or any other applicable laws, (ii) It is not a U.S. person, (iii) This presentation is furnished to it, and has been received, outside of the United States, and (iv) It will not reproduce, publish, disclose, redistribute or transmit this presentation, directly or indirectly, into the United States or to any U.S. person either within or outside of recipient’s organisation.