

REPCO HOME FINANCE LIMITED

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



Earnings Presentation Q3FY21



◆ Q3FY21 Performance

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

◆ Geographic Presence

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

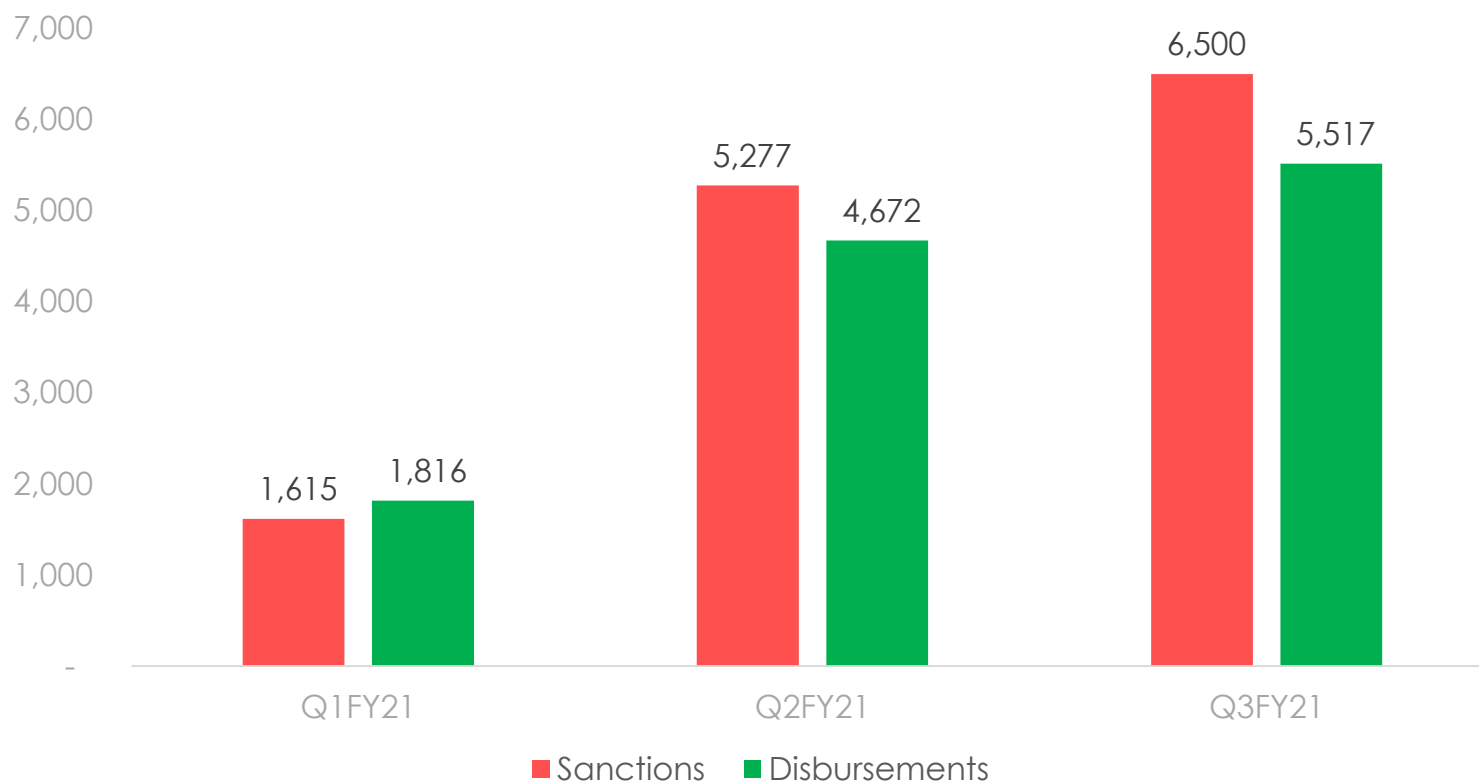
◆ Annexure

Q3FY21 Performance

• Loans outstanding (Dec 31, 2020)	Rs. 1,20,588 mn
• Net worth (Dec 31, 2020)	Rs. 18,755 mn
• Tier 1 capital adequacy ratio	27.4% (Provisional)
• Average loan per unit	Rs. 1.5 mn
• Number of live accounts	1,00,830
• Current employee Strength	1,010
• Stage 3 EAD (%) (Dec 31, 2020)	3.3%
• Restructured loan book (%)	0.3%
• ECL provision(%) (Dec 31, 2020)	2.2%

Incremental improvement in business performance

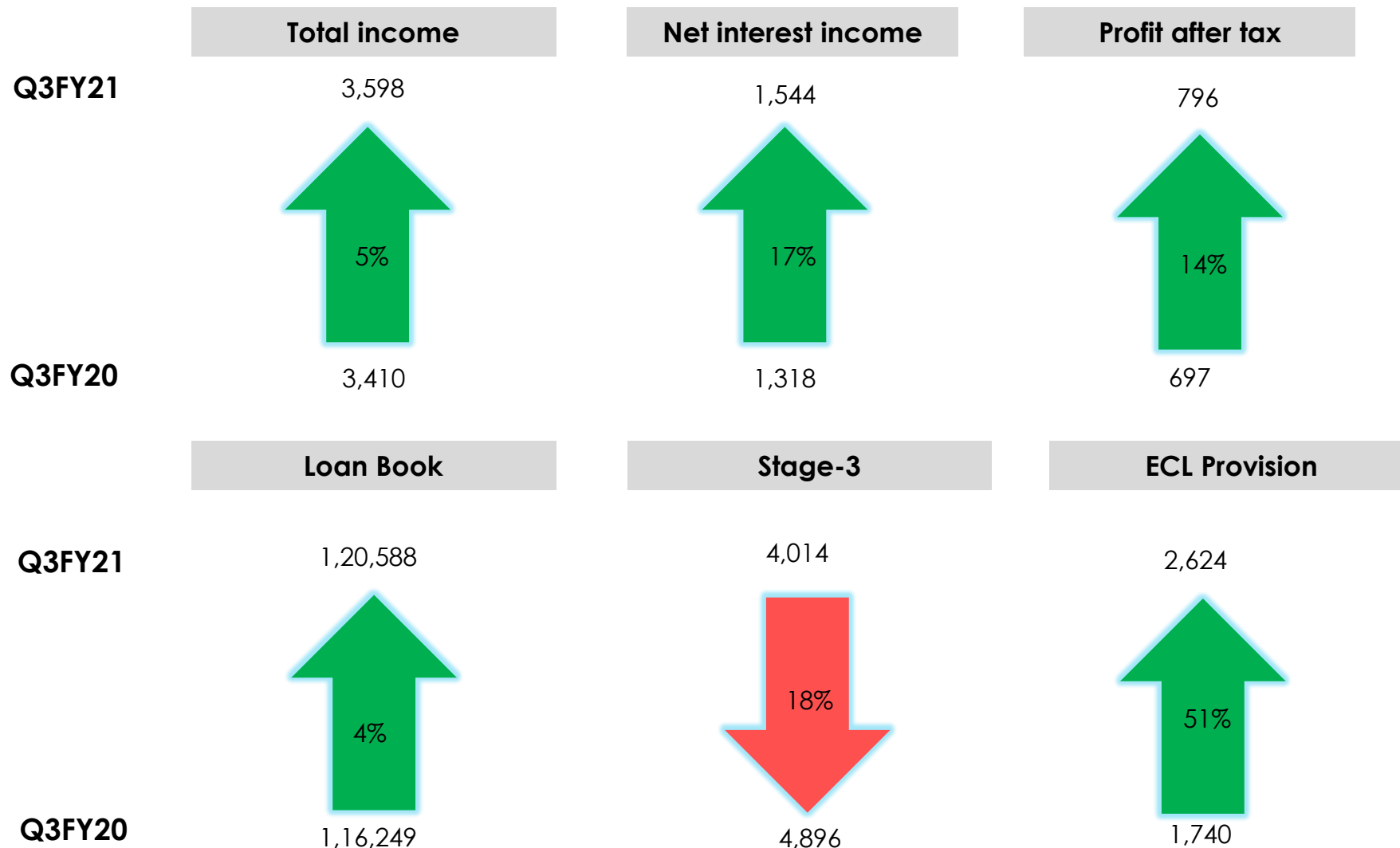
Repco Home Finance Limited



Q3FY21 performance

Repco Home Finance Limited

Figures in Rs million

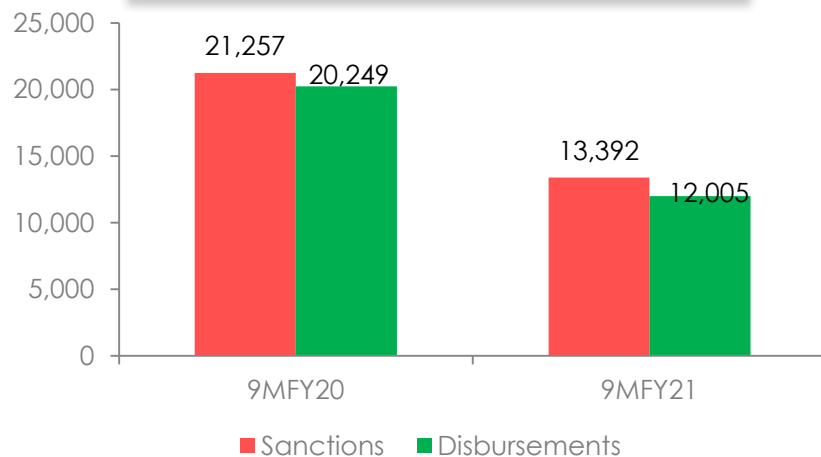


Asset book

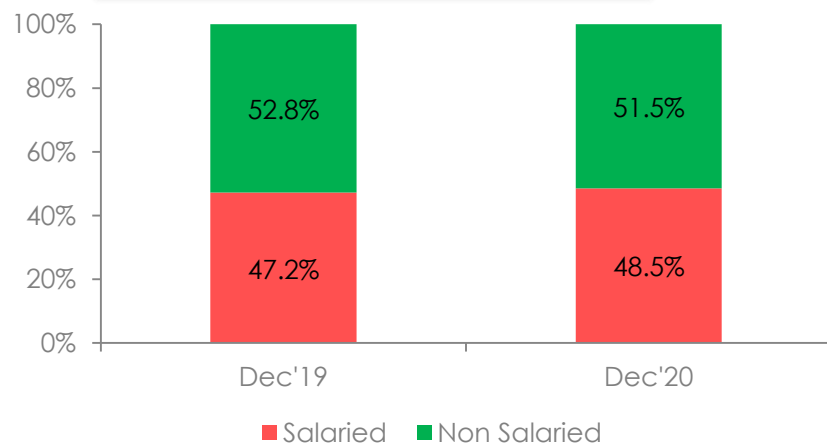
Repco Home Finance Limited

Figures in Rs million

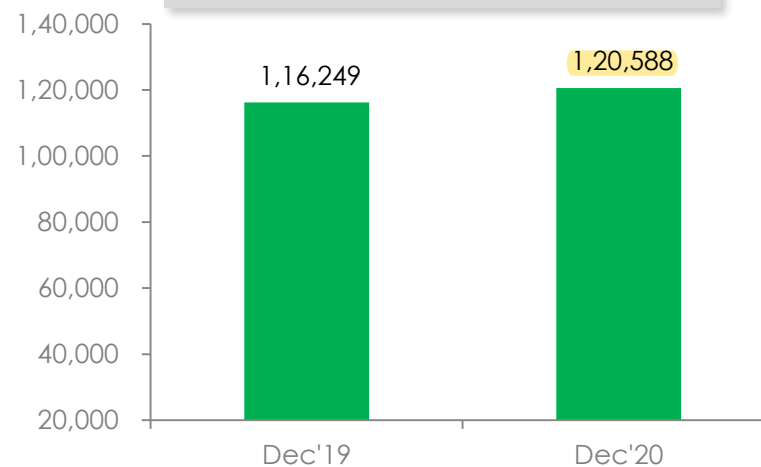
Sanctions and disbursements



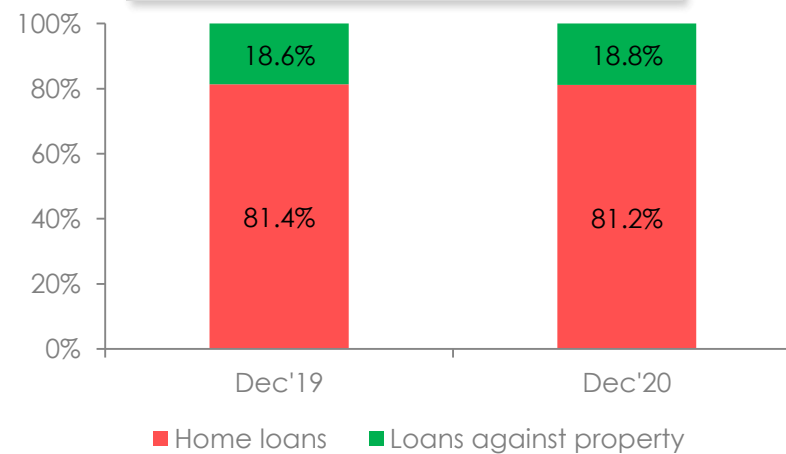
Loan book composition



Loan Book



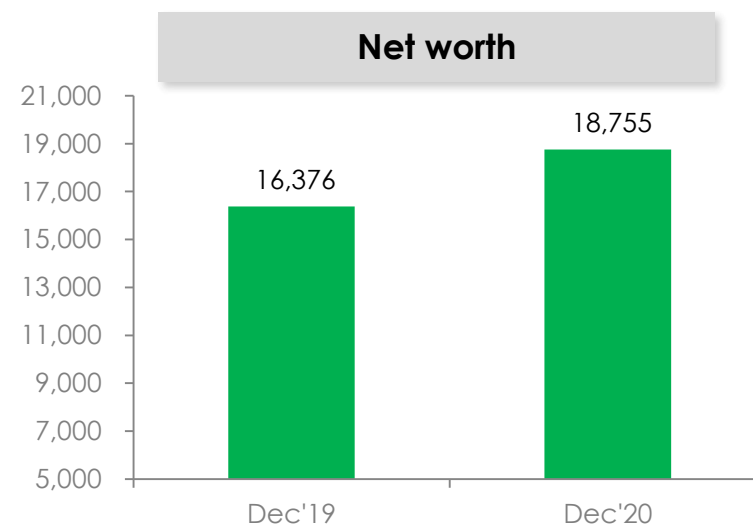
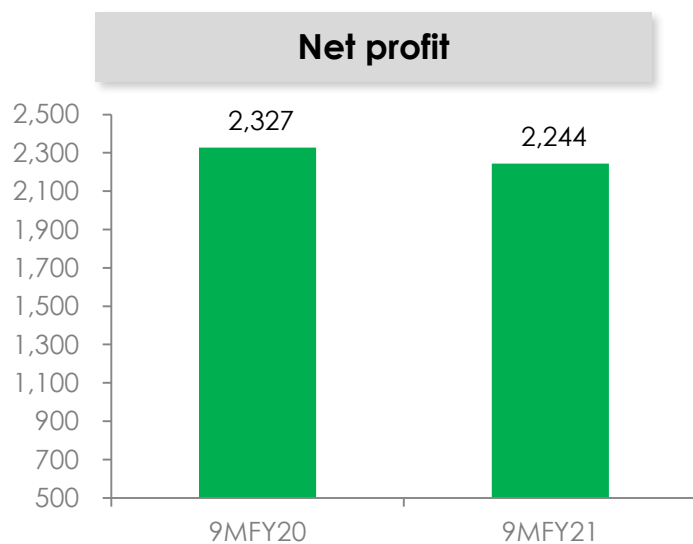
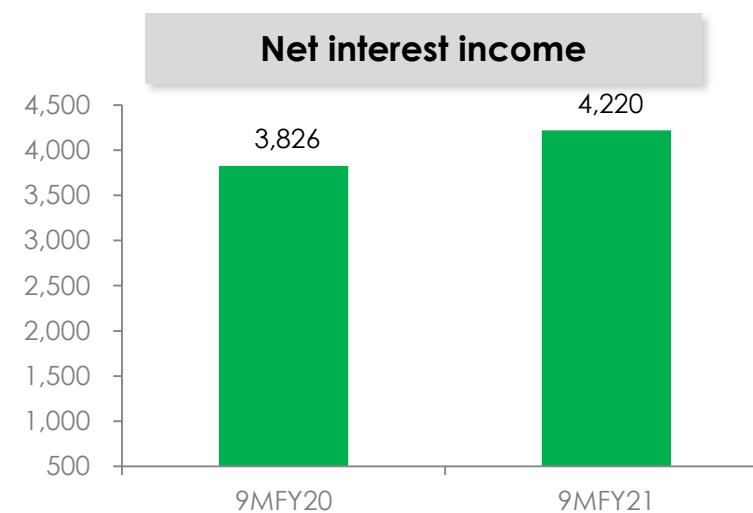
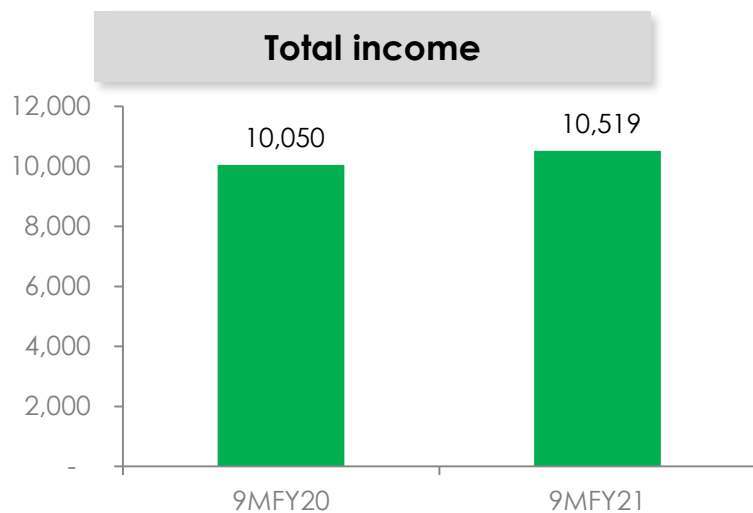
Mix of loan portfolio



Income and earnings growth

Repco Home Finance Limited

Figures in Rs million

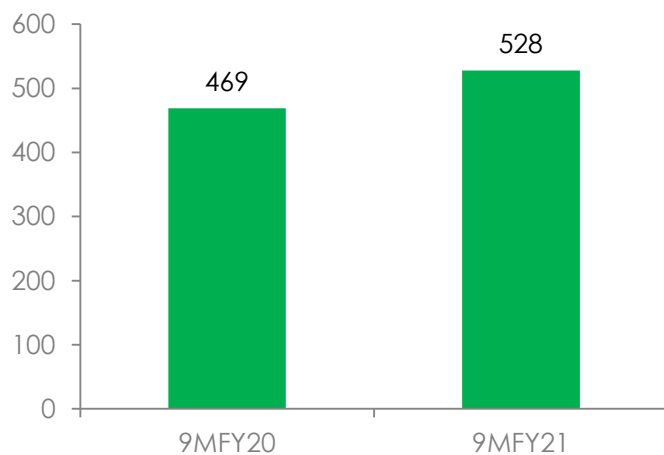


Operating cost

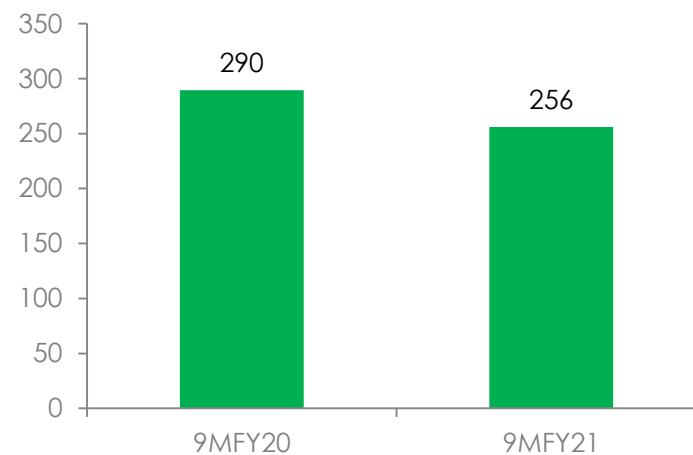
Repco Home Finance Limited

Figures in Rs million

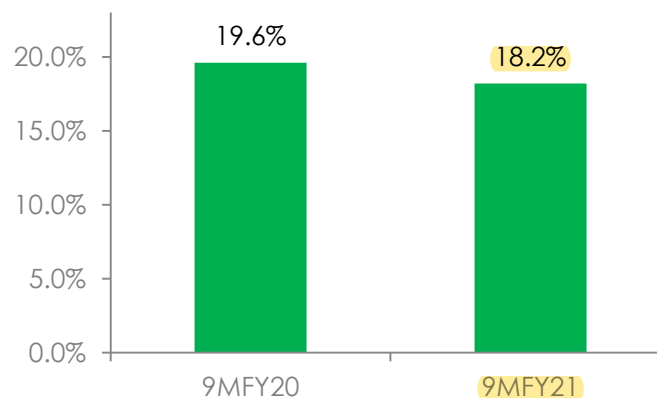
Employee cost



Other opex



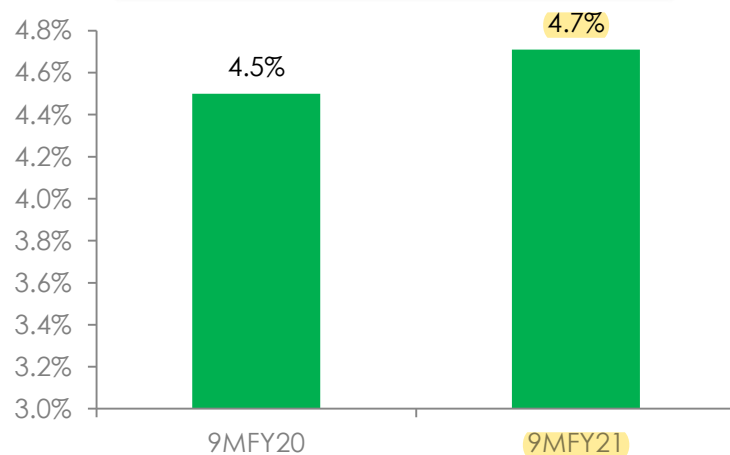
Cost to income ratio



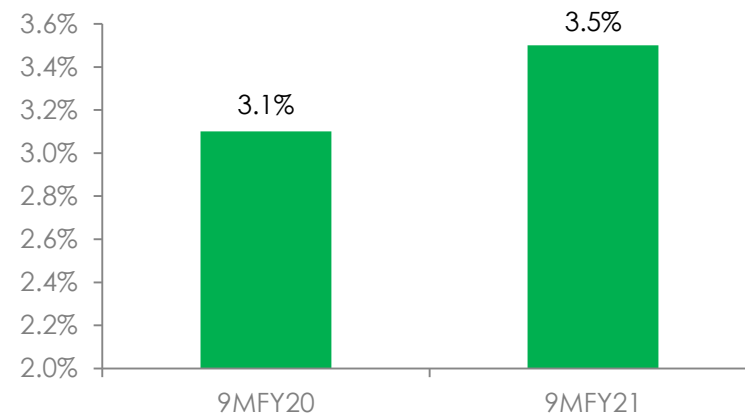
Profitability ratios

Repco Home Finance Limited

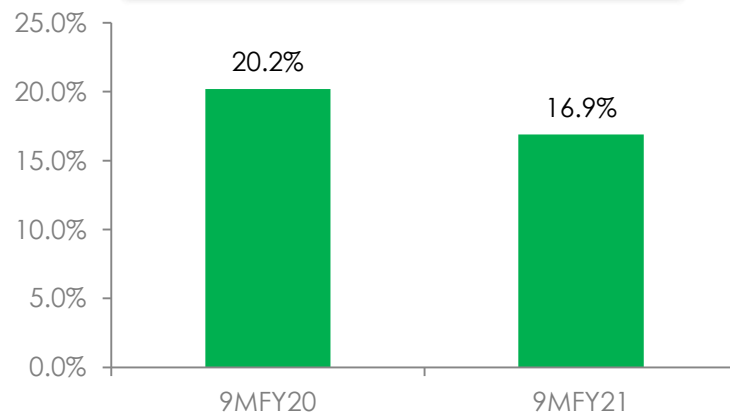
Net interest margin



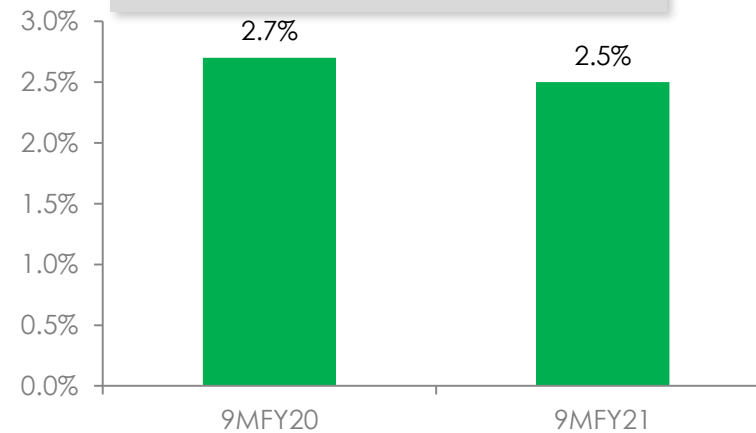
Spread

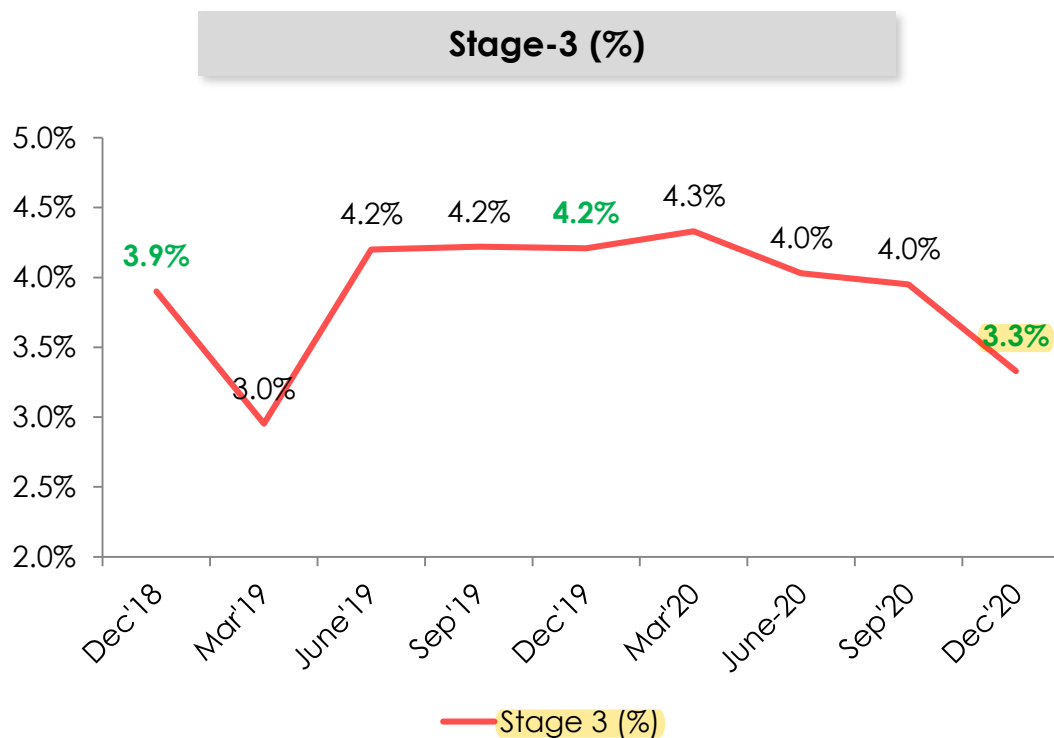


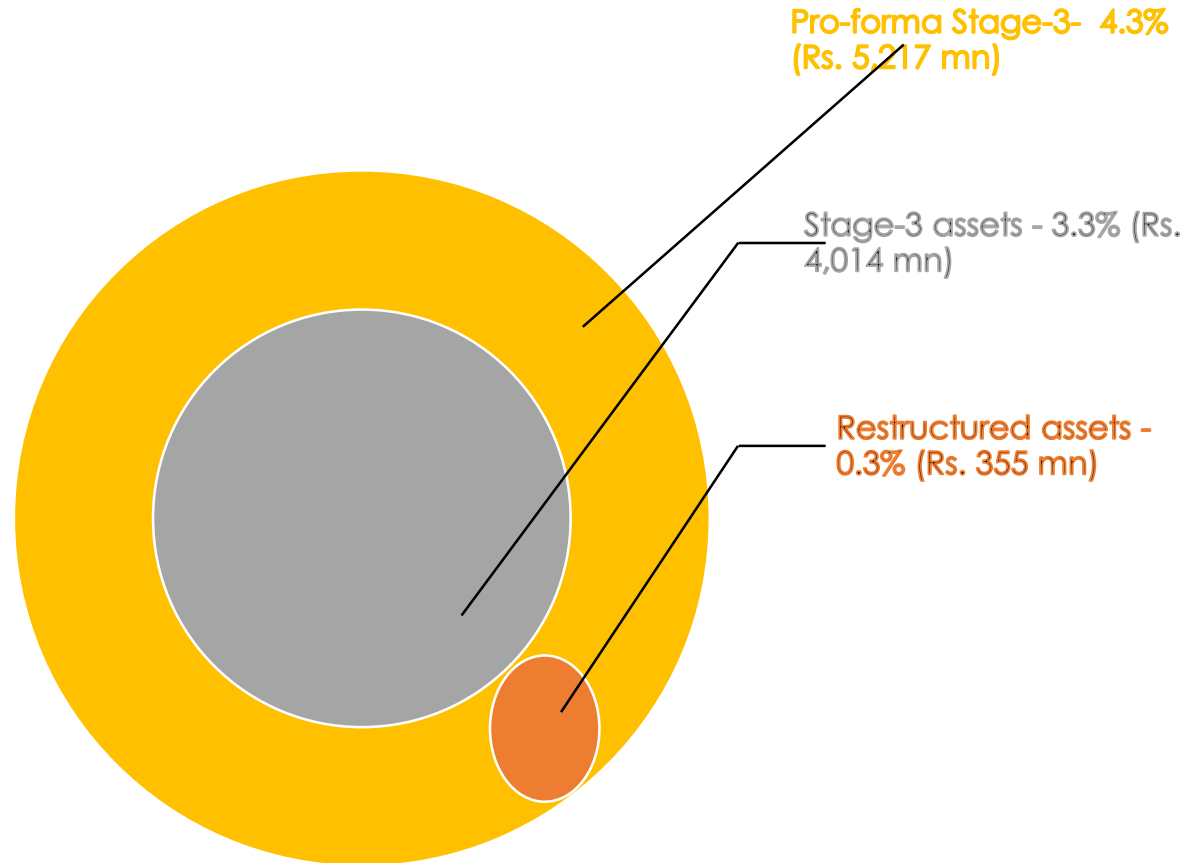
Return on equity



Return on assets





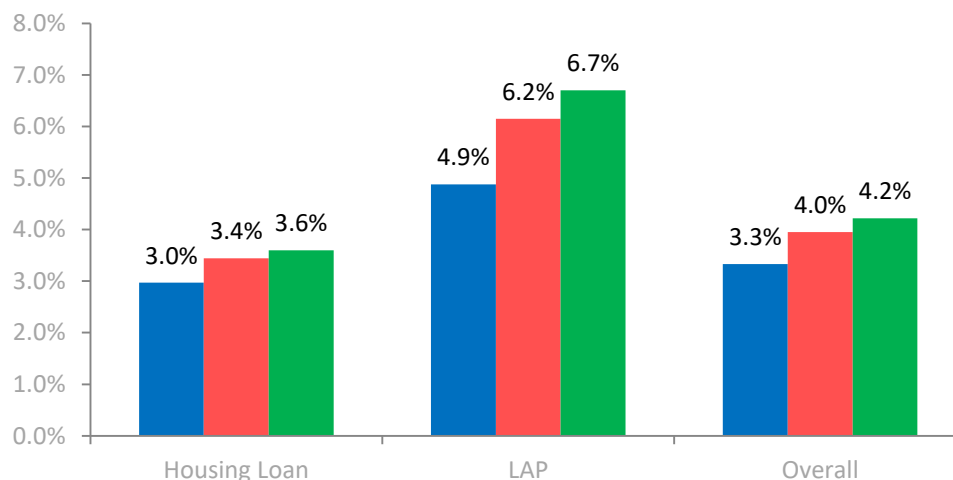


Note –

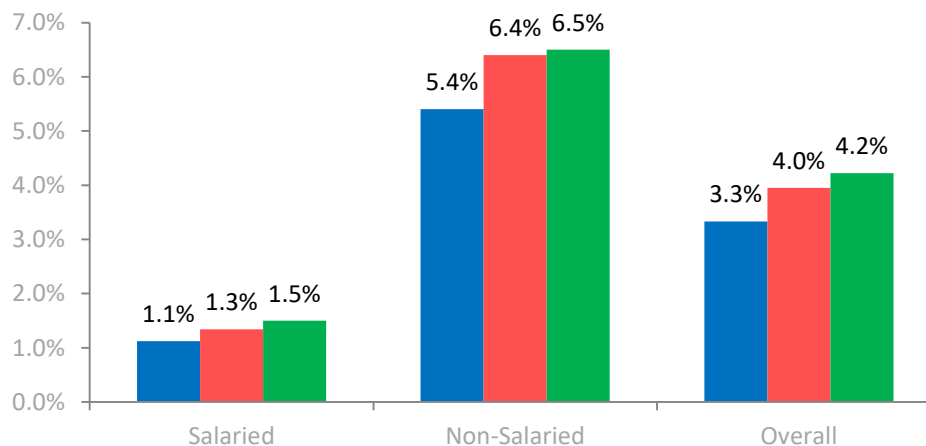
1. Restructured loan assets, which are part of the aforementioned Pro-forma Stage-3, carry a total ECL provision of Rs.106 mn.
2. Pro-forma Stage-3 assets net of Stage-3 (totaling to Rs. 1,203 mn) carry a total ECL provision of Rs. 308 mn.

Product mix / Occupation wise asset quality

Repco Home Finance Limited



■ Dec'20 ■ Sep'20 ■ Dec'19



■ Dec'20 ■ Sep'20 ■ Dec'19

ECL Provisioning

Repco Home Finance Limited

Figures in Rs million

	Dec'19	Sep'20	Dec'20
Gross Stage 3	4,896	4,779	4,014
% portfolio in Stage 3	4.21%	3.95%	3.33%
ECL provision - Stage 3	1,399	1,978	1,779
Net - Stage 3	3,497	2,801	2,234
Coverage ratio - Stage 3	29%	41%	44%

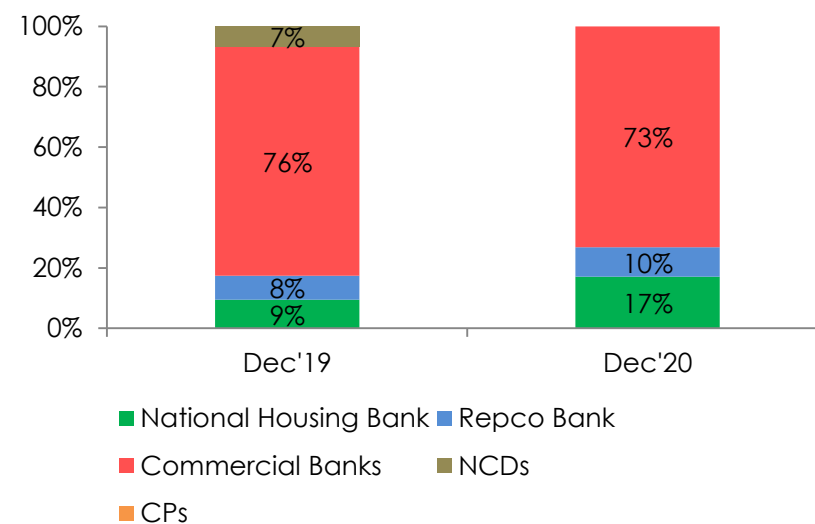
Gross Stage 1 & 2	1,11,353	1,16,113	1,16,574
% portfolio in Stage 1 & 2	95.8%	96.1%	96.7%
ECL provision % - Overall	1.5%	2.0%	2.2%
Total ECL provision to Stage-3 coverage ratio	42%	57%	70%

Borrowing profile

Repco Home Finance Limited

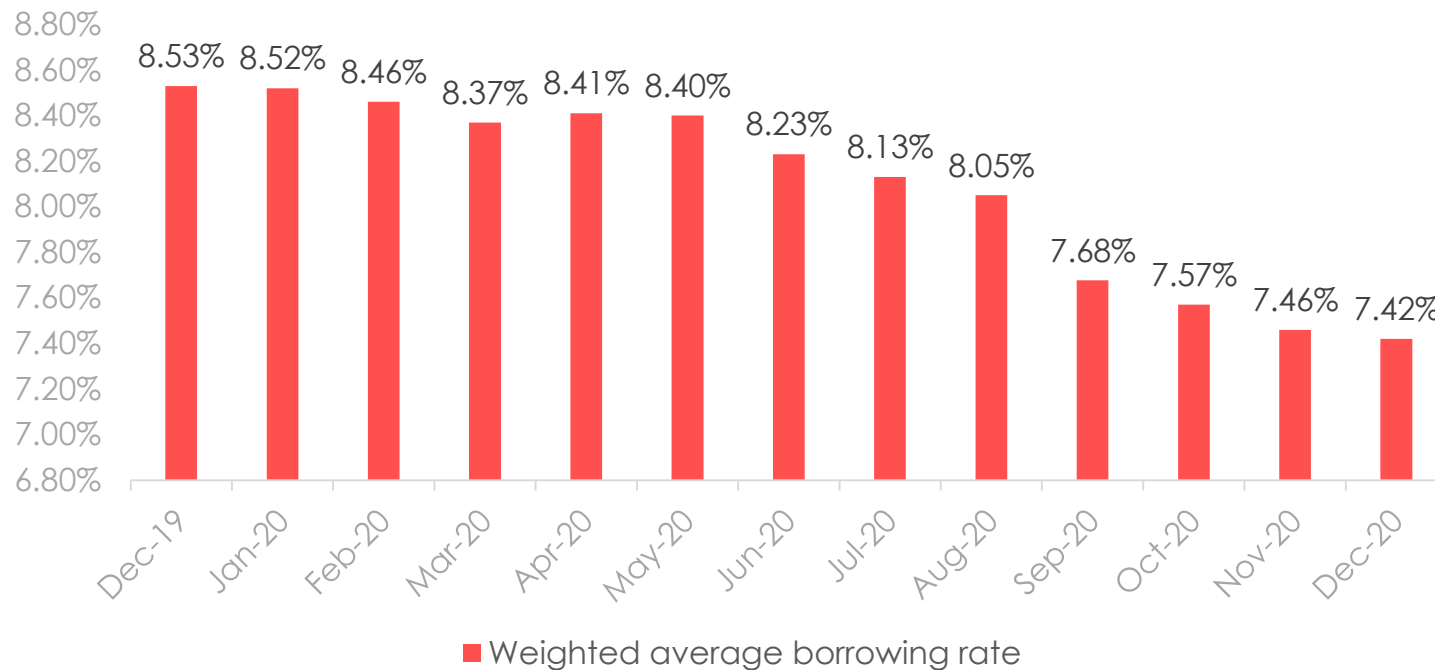
Figures in Rs million

Source (Rs mn)	Average cost	Dec'19	Dec'20	% change
National Housing Bank	6.10%	9,248	17,569	90%
Repco Bank	8.20%	7,814	9,986	28%
Commercial Banks	7.62%	74,297	75,155	1%
NCDs	8.05%	6,520	0	-100%
Commercial Papers	5.10%	0	0	0%
Total	7.42%	97,878	1,02,710	5%



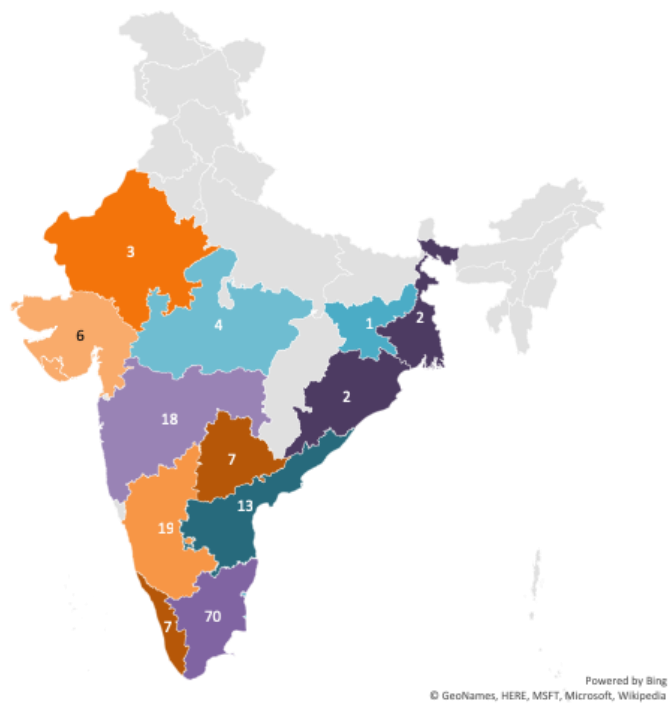
Movement in borrowing cost

Repco Home Finance Limited



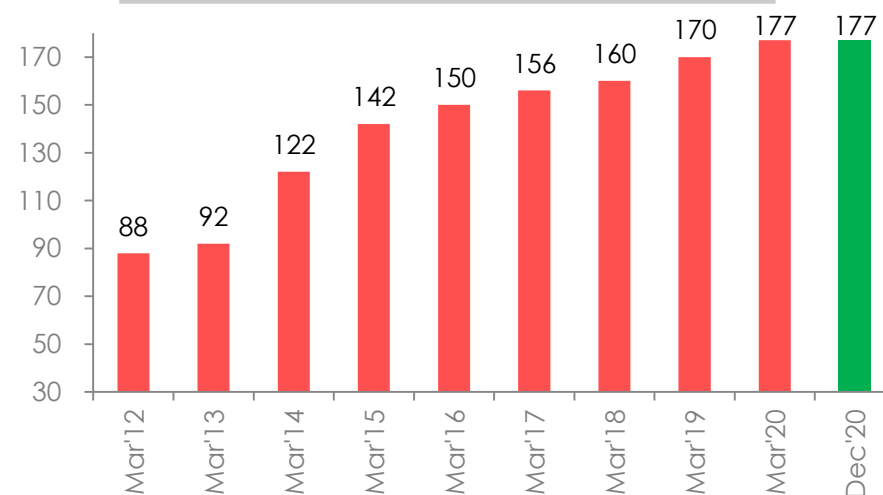
Note - Finance expense for a reporting quarter consists of borrowing cost and other loan related charges.

Geographic Presence



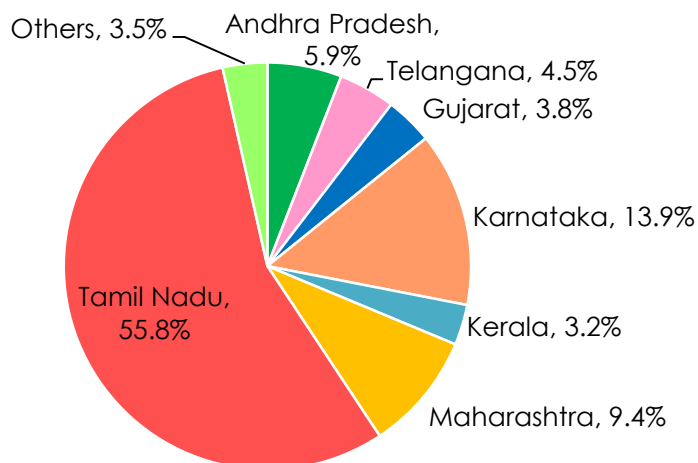
- ◆ Present in 12 states and 1 Union Territory with 153 branches and 24 satellite centers.
- ◆ Plus 2 asset recovery branches.
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh & Rajasthan.

Network Expansion



Region-wise loan book

Repco Home Finance Limited



States	Exposure			YoY growth	QoQ growth
	Dec'19	Sep'20	Dec'20		
Andhra Pradesh	6.4%	6.0%	5.9%	-4%	-8%
Telangana	4.6%	4.6%	4.5%	1%	-6%
Gujarat	3.6%	3.7%	3.8%	10%	8%
Karnataka	14.2%	14.1%	13.9%	2%	-7%
Kerala	3.4%	3.3%	3.2%	-3%	-11%
Maharashtra	9.0%	9.3%	9.4%	8%	3%
Tamil Nadu	55.8%	55.7%	55.8%	4%	-1%
Others	3.0%	3.3%	3.5%	24%	31%
Total	100%	100%	100%	4%	-1%

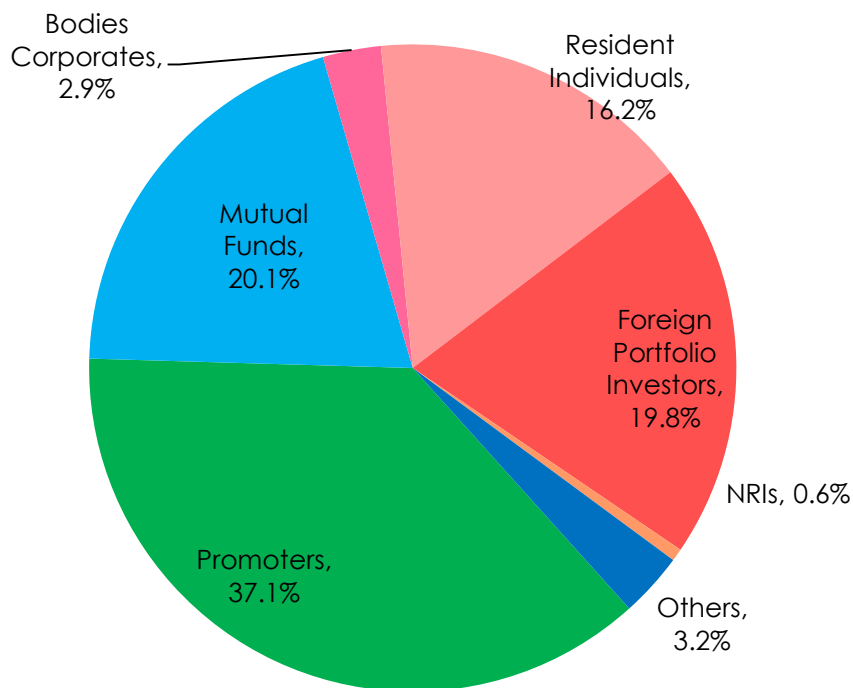
Annualized

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%
Fidelity Funds	4.5%
DSP Mutual Fund	4.4%
Somerset Emerging Markets Fund	3.5%
ICICI Prudential Mutual Fund	2.4%
Apax Global	2.1%
Reliance AIF	2.0%
SG Jokaland Holdings	1.8%
AB Funds	1.4%
BNP Paribas Mutual Fund	1.0%

Profit and loss statement

Figures in Rs million

(Rs. million)	Q3FY21	Q3FY20	YoY (%)	Q2FY21	QOQ (%)	9MFY21	9MFY20	YoY (%)
Income:								
Revenue from operations	3,546	3,400	4%	3,480	2%	10,403	9,999	4%
Other income	51	10	414%	23	128%	116	51	126%
Total Income	3,598	3,410	5%	3,502	3%	10,519	10,050	5%
Expenses:								
Interest and other financial charges	2,024	2,088	-3%	2,090	-3%	6,218	6,188	0%
Employee benefit expense	186	166	11%	174	7%	528	469	13%
Depreciation and amortization expense	27	35	-23%	34	-22%	96	97	0%
Other expenses	79	73	9%	49	61%	160	193	-17%
Provisions & write-offs	222	115	92%	72	207%	515	191	169%
Total Expenses	2,537	2,477	2%	2,419	5%	7,517	7,138	5%
Profit before tax	1,061	933	14%	1,083	-2%	3,002	2,912	3%
Tax expense:								
Current tax	253	221	14%	238	6%	705	638	10%
Deferred Tax	12	15	-21%	37	-68%	54	-52	-203%
Net Profit/(Loss)	796	697	14%	808	-1%	2,244	2,327	-4%
Other Comprehensive Income	-2	-2	-5%	-2	0%	-1	-1	42%
Total Comprehensive Income	794	695	14%	806	-1%	2,243	2,326	-4%

Relative performance – Q3FY21

Repco Home Finance Limited

Particulars	Units	Q3FY20	Q3FY21
Sanctions	Rs. mn	7,331	6,500
Disbursements	Rs. mn	6,557	5,517
Net interest income	Rs. mn	1,318	1,544
PAT	Rs. mn	697	796
NIM	%	4.6	5.1
Yield on assets	%	11.8	11.7
Cost of funds	%	8.4	7.9
Spread	%	3.3	3.9
Return on assets	%	2.4	2.6
Return on equity	%	17.3	17.3

Relative performance – 9MFY21

Repco Home Finance Limited

Particulars	Units	9MFY20	9MFY21
Sanctions	Rs. mn	21,257	13,392
Disbursements	Rs. mn	20,249	12,005
Net interest income	Rs. mn	3,826	4,220
PAT	Rs. mn	2,327	2,244
NIM	%	4.5	4.7
Yield on assets	%	11.8	11.6
Cost of funds	%	8.7	8.2
Spread	%	3.1	3.5
Return on assets	%	2.7	2.5
Return on equity	%	20.2	16.9

For any Investor Relations queries, please contact:

Bala S

Repco Home Finance Limited

Phone: +91 44 42106650

Email: bala@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.