



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

RHFL/SE/12/2021-22

June 26, 2021

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: REPCOHOME

Kind Attn: Listing Department

Respected Sir,

Sub: Investor Presentation on financial results for the year ended 31 March 2021

We submit herewith a copy of the presentation on the financial performance of the Company for the year ended 31 March 2021.

This is submitted for your information and records.

Thanking You,

Yours Faithfully,

Chief Financial 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 Q4FY21



www.repcohome.com

◆ Q4FY21 Performance

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

◆ Geographic Presence

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

◆ Annexure

Q4FY21 Performance

Business Summary



Repco Home Finance Limited

Loans outstanding -
Rs. 1,21,215 mn

Net worth
Rs. 19,351 mn

Tier 1 capital adequacy ratio
28.5% (Provisional)

Average loan per unit
Rs. 1.5 mn

Number of live accounts
1,01,153

Employee strength - 980

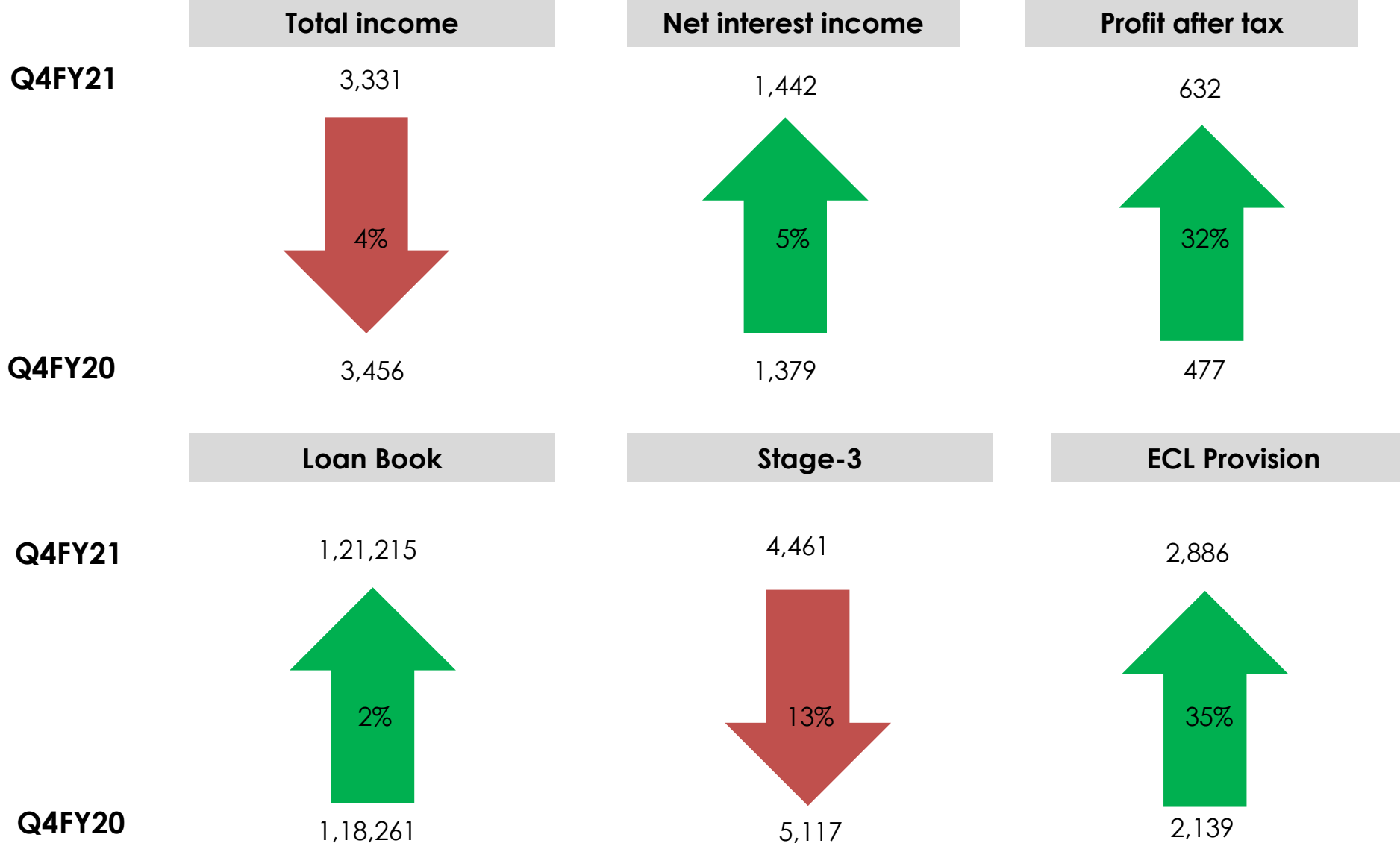
Stage 3 EAD (%) - 3.7%

ECL provision(%)- 2.4%

FY21 restructured book(%)-
0.3%

Q4FY21 performance

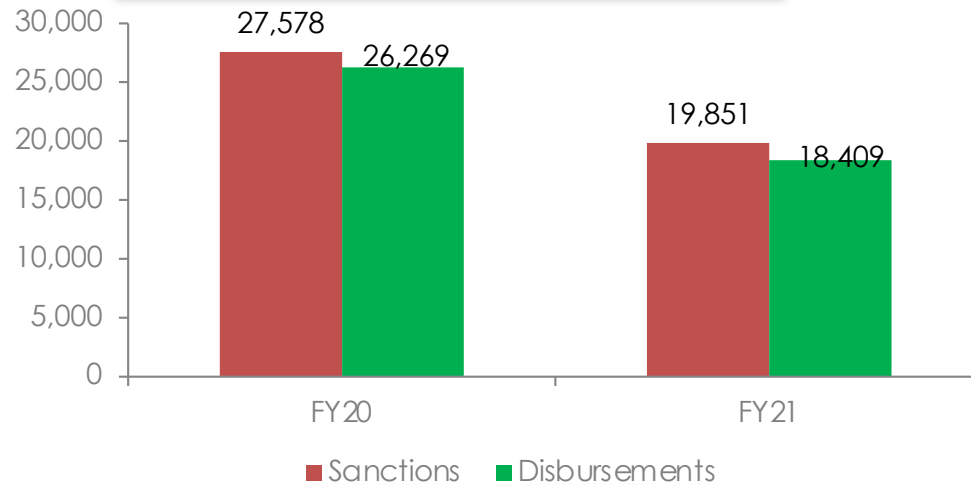
Figures in Rs million



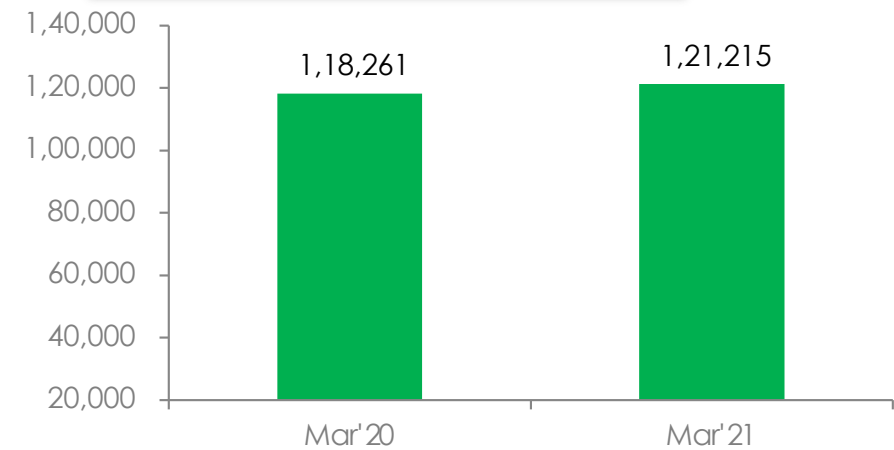
Asset book

Figures in Rs million

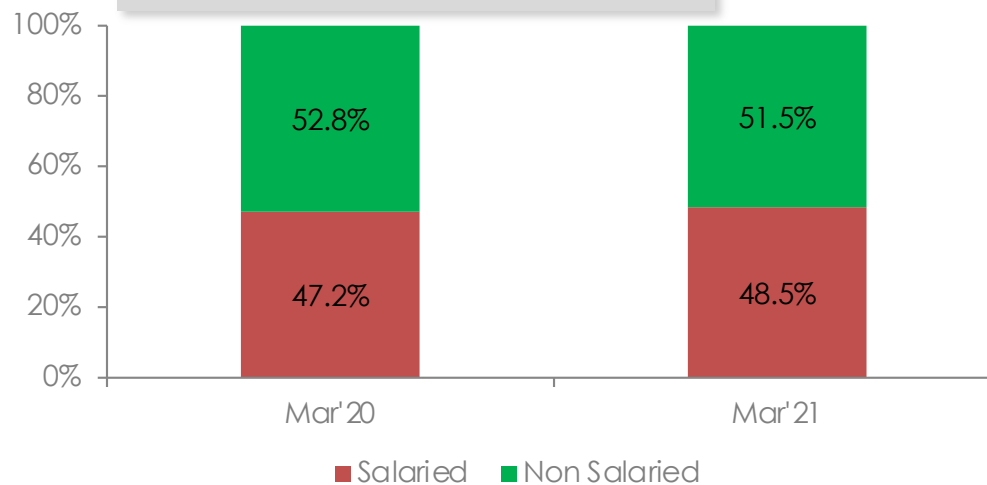
Sanctions and disbursements



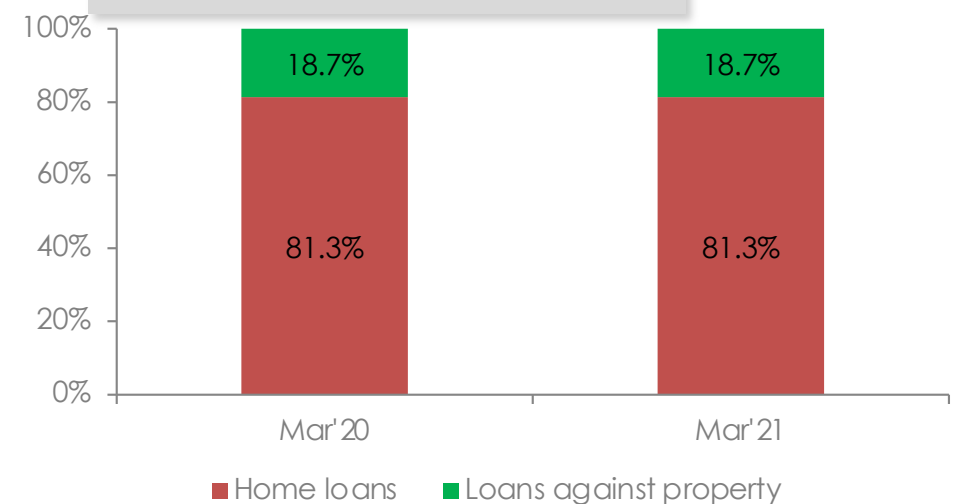
Loan Book



Loan book composition

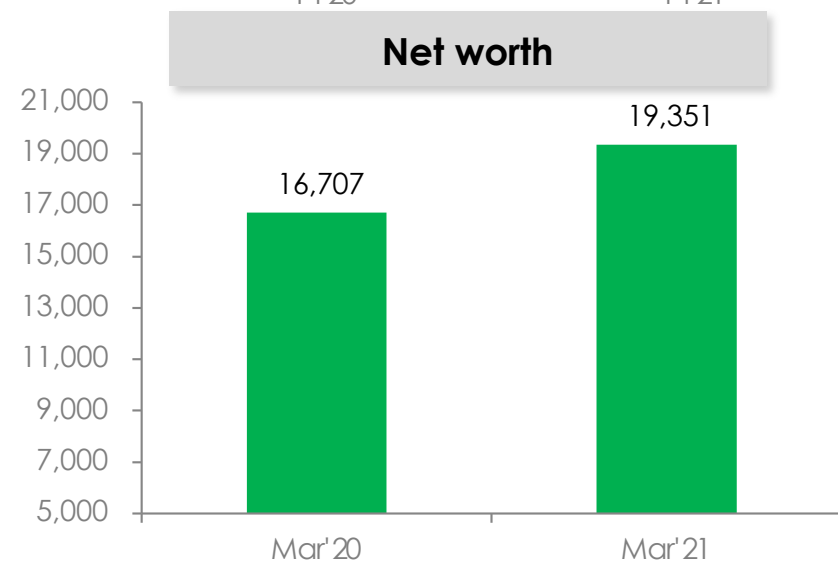
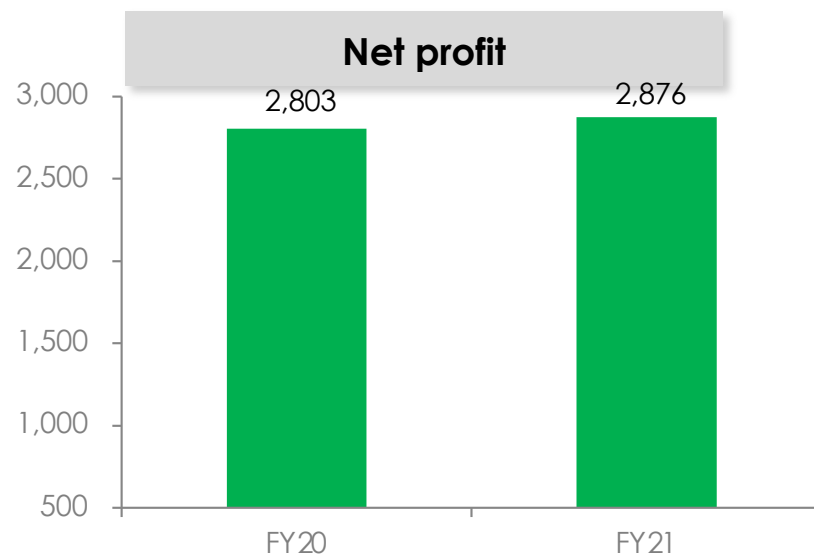
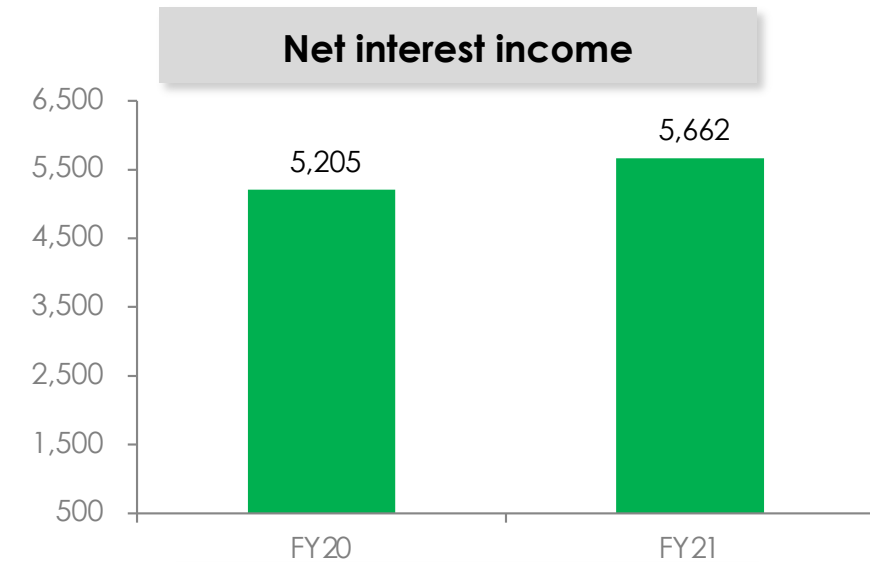
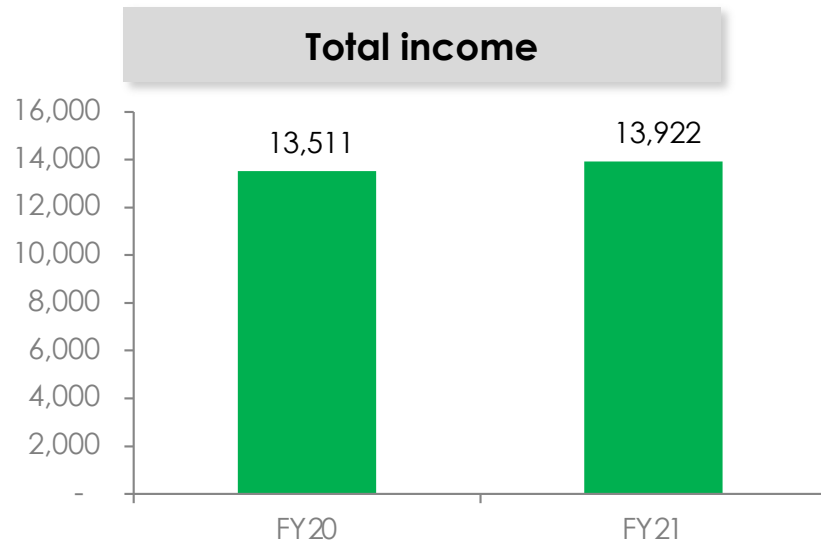


Mix of loan portfolio



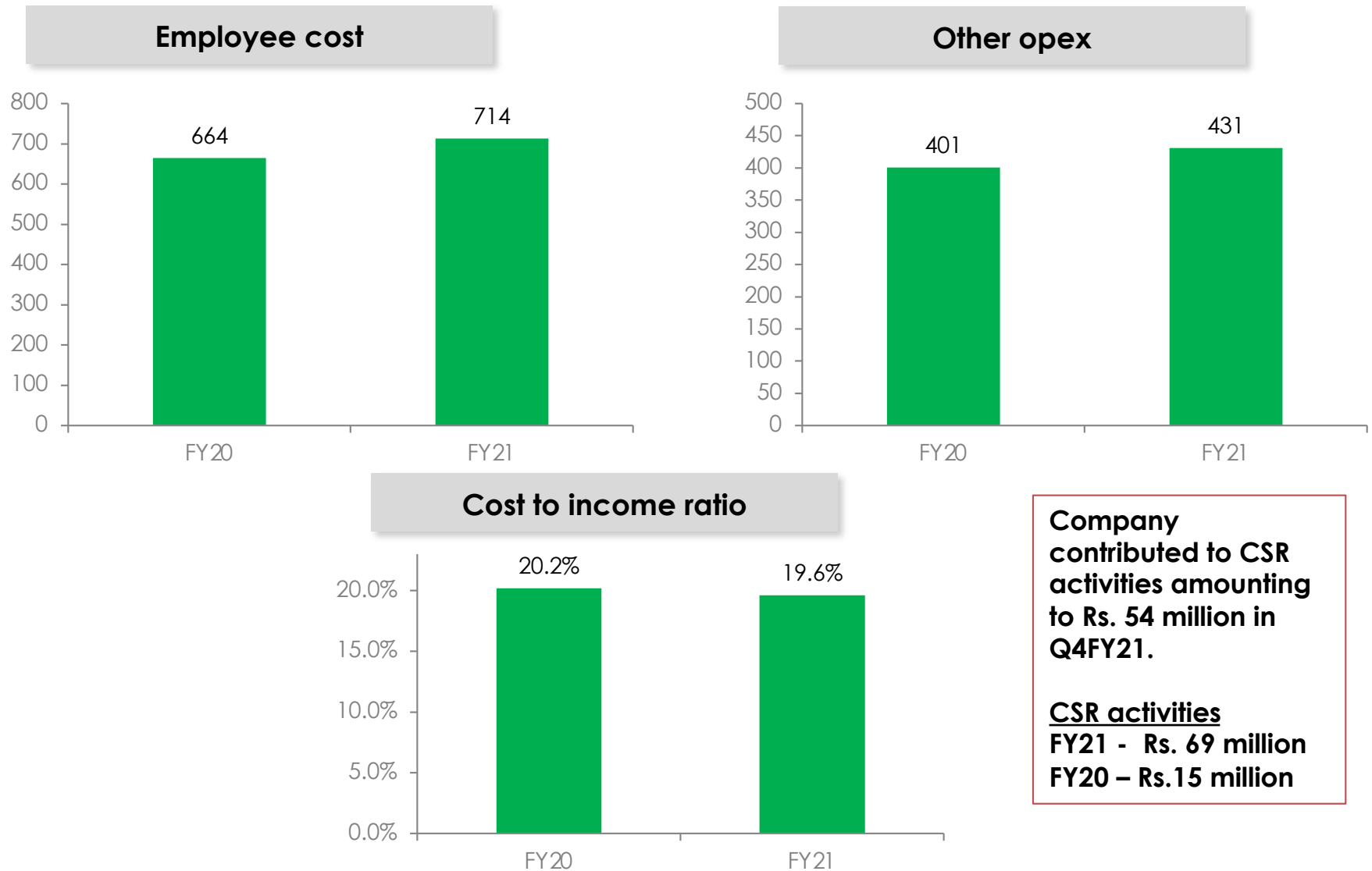
Income and earnings growth

Figures in Rs million



Operating cost

Figures in Rs million

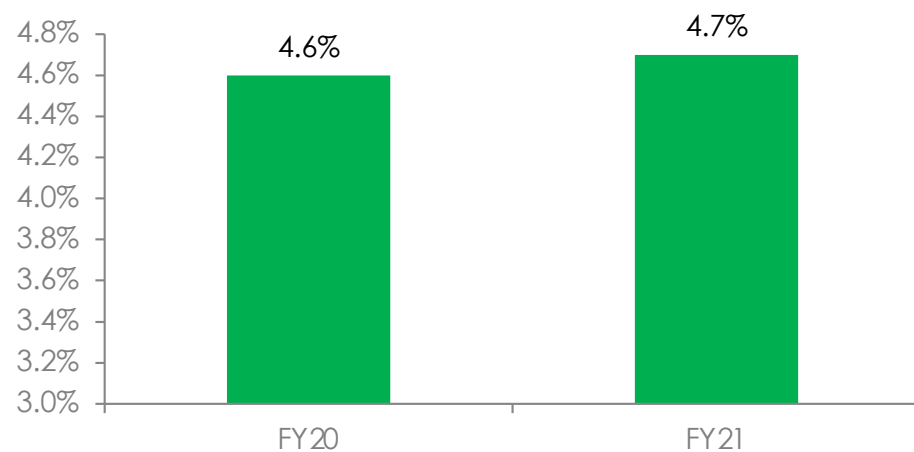


Company contributed to CSR activities amounting to Rs. 54 million in Q4FY21.

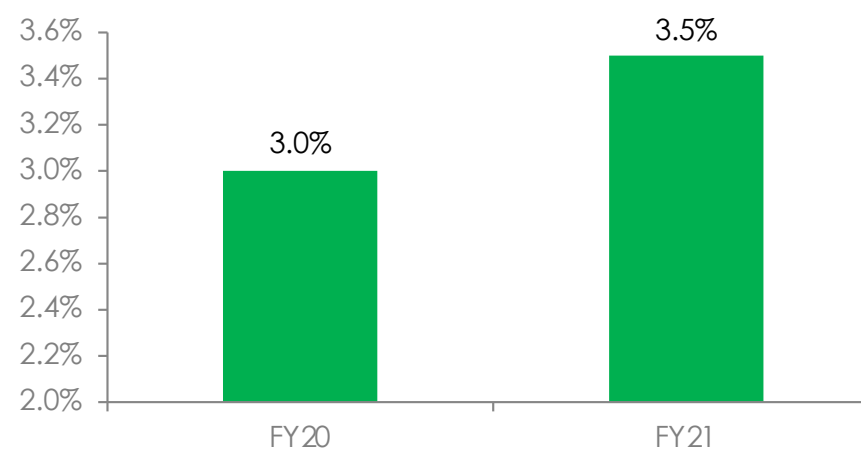
CSR activities
FY21 - Rs. 69 million
FY20 - Rs.15 million

Profitability ratios

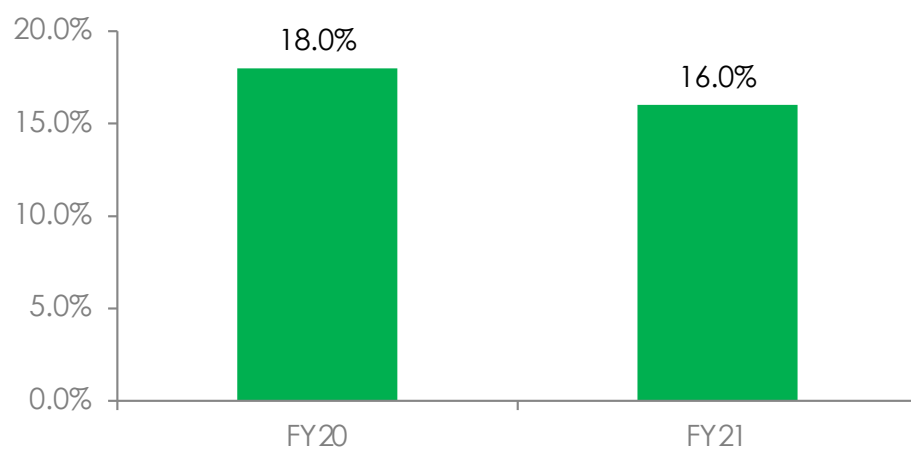
Net interest margin



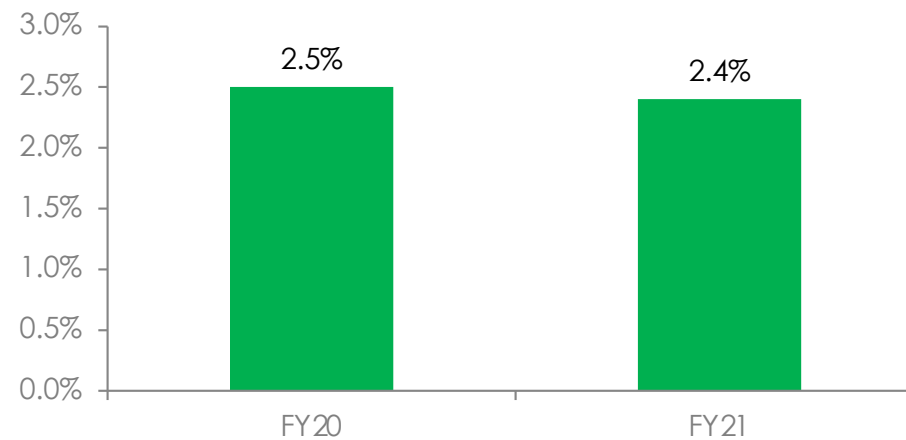
Spread



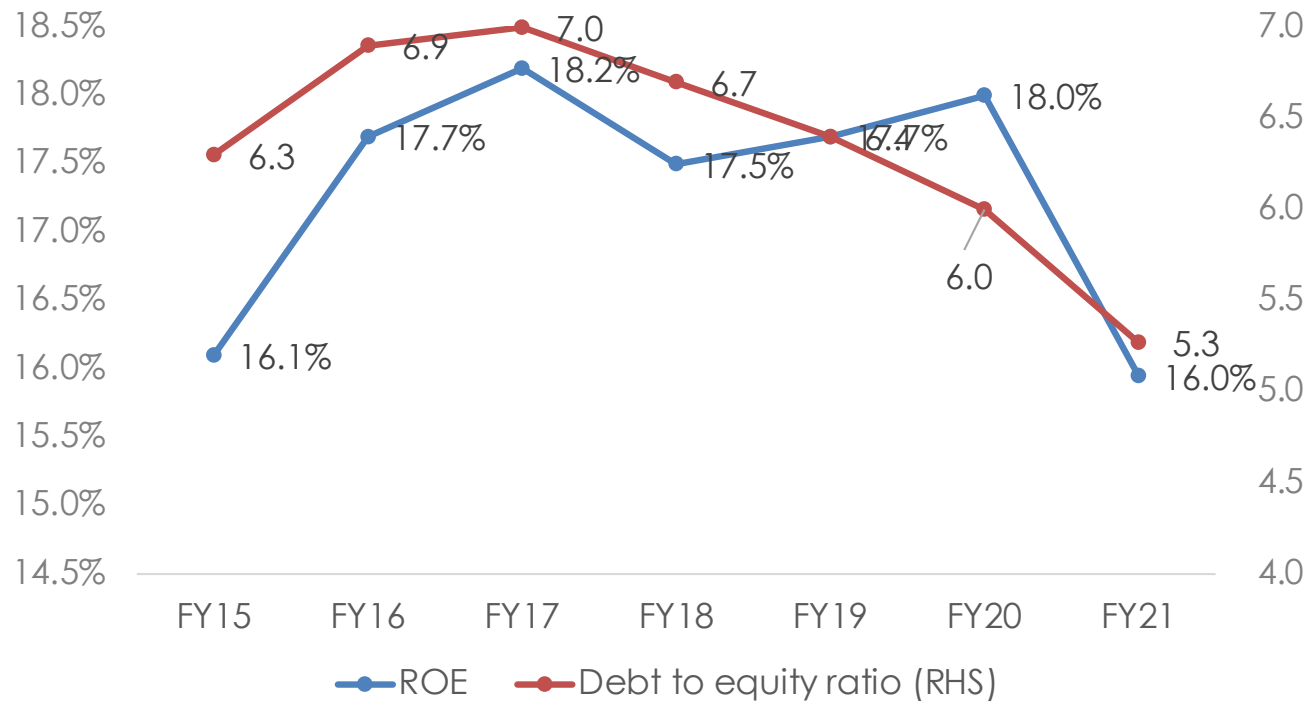
Return on equity



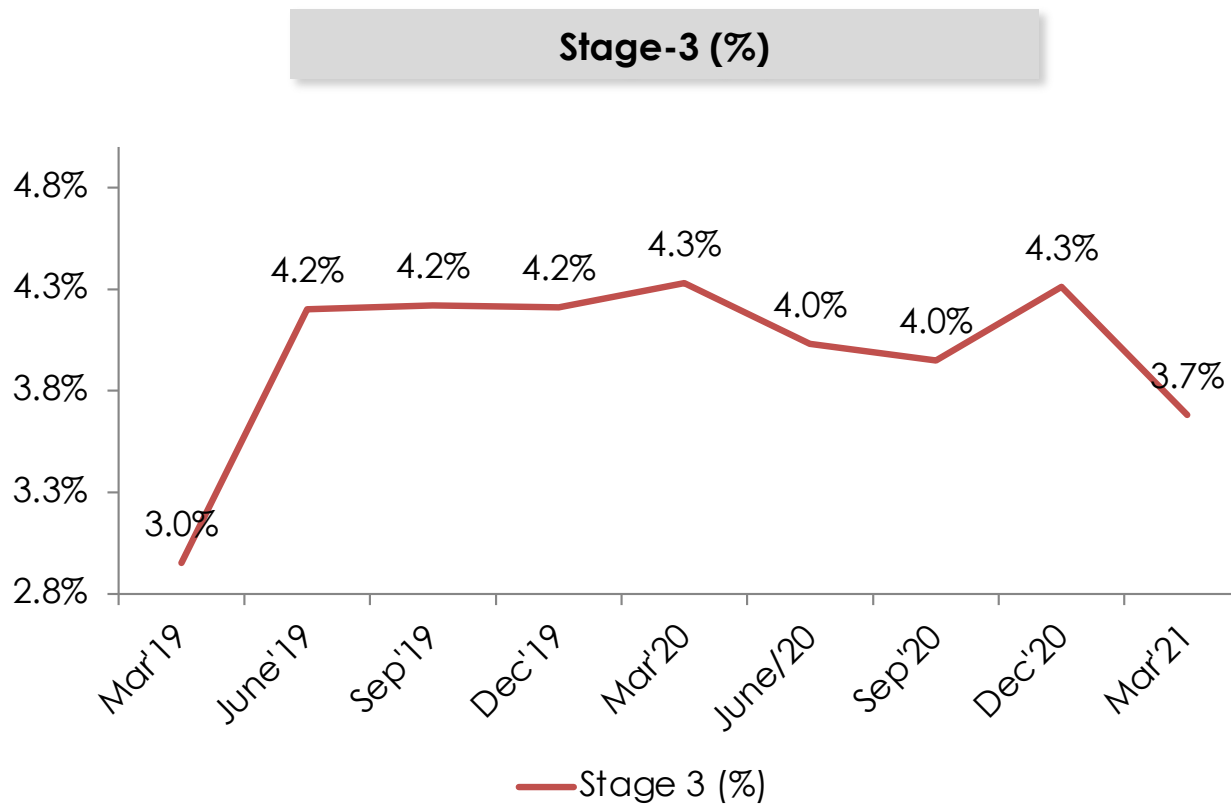
Return on assets



Return on equity Vs. Leverage

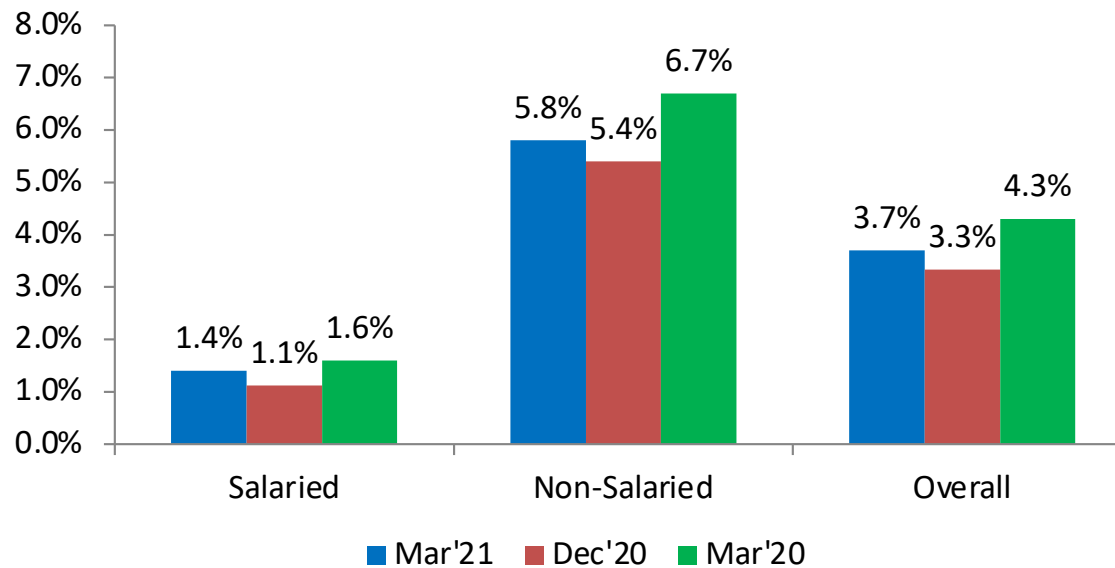
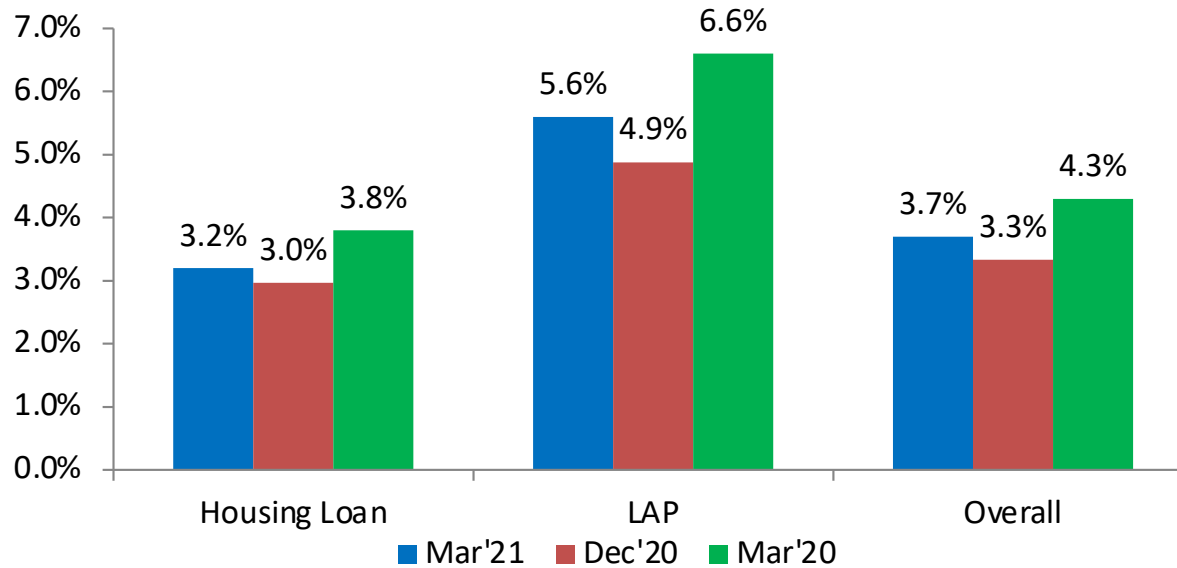


Asset quality



Note – Proforma Stage 3 (%) shown for Dec'20. Reported Stage 3 (%) was 3.3%.

Product mix / Occupation wise asset quality



ECL Provisioning

Figures in Rs million

	Mar'20	Dec'20	Mar'21
Gross Stage 3	5,117	4,014	4,461
% portfolio in Stage 3	4.3%	3.3%	3.7%
ECL provision - Stage 3	1,830	1,779	1,771
Net - Stage 3	3,287	2,234	2,690
Coverage ratio - Stage 3	36%	44%	40%

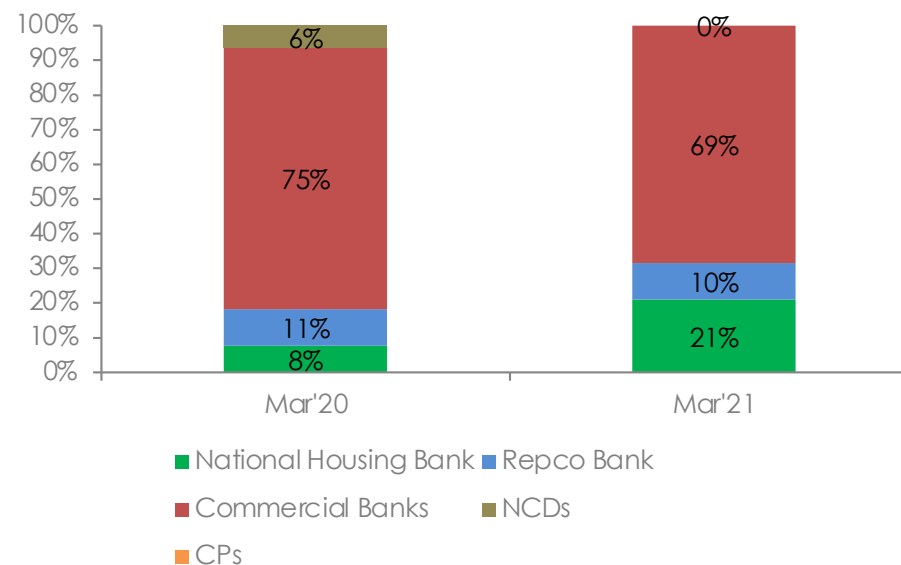
Gross Stage 1 & 2	1,13,145	1,16,574	1,16,754
% portfolio in Stage 1 & 2	95.7%	96.7%	96.3%
ECL provision % - Overall	1.8%	2.2%	2.4%
Total ECL provision to Stage-3 coverage ratio*	48%	70%	69%

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

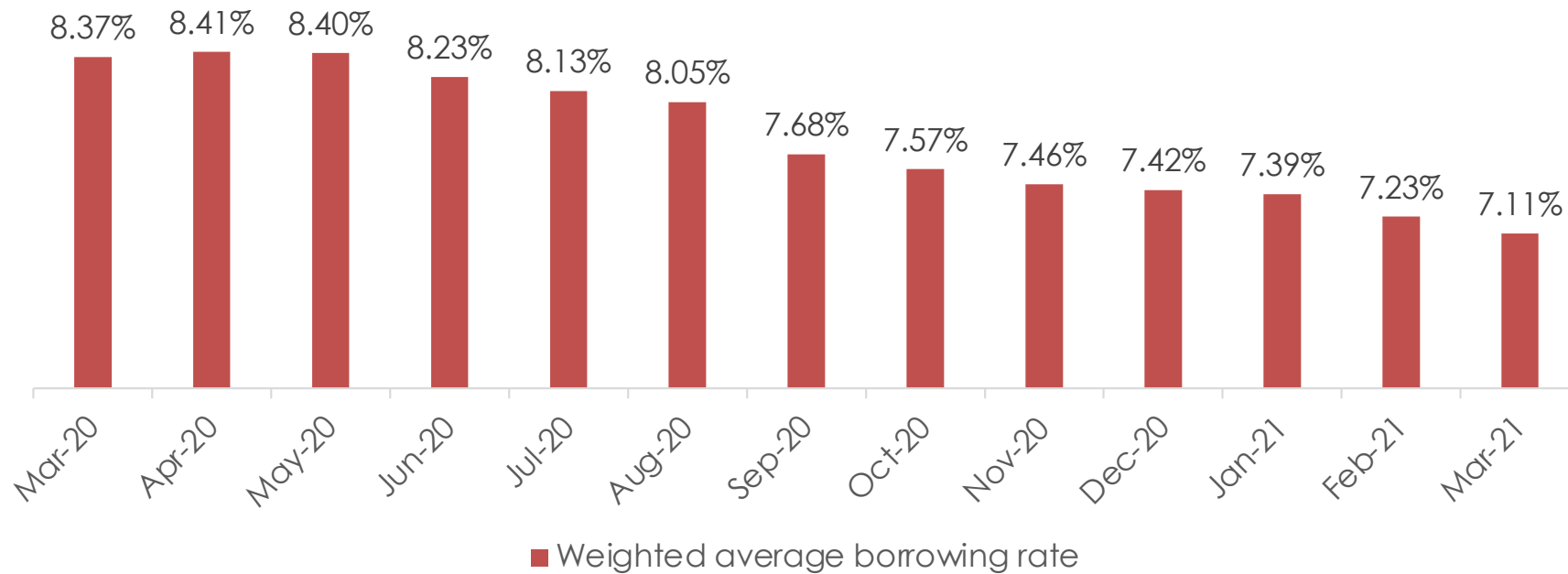
Borrowing profile

Figures in Rs million

Source (Rs mn)	Average cost	Mar'20	Mar'21	% change
National Housing Bank	5.68%	7,810	21,381	174%
Repco Bank	7.90%	10,612	10,678	1%
Commercial Banks	7.43%	75,657	69,843	-8%
NCDs	0.00%	6,520	0	-100%
Commercial Papers	0.00%	0	0	0%
Total	7.11%	1,00,599	1,01,901	1%

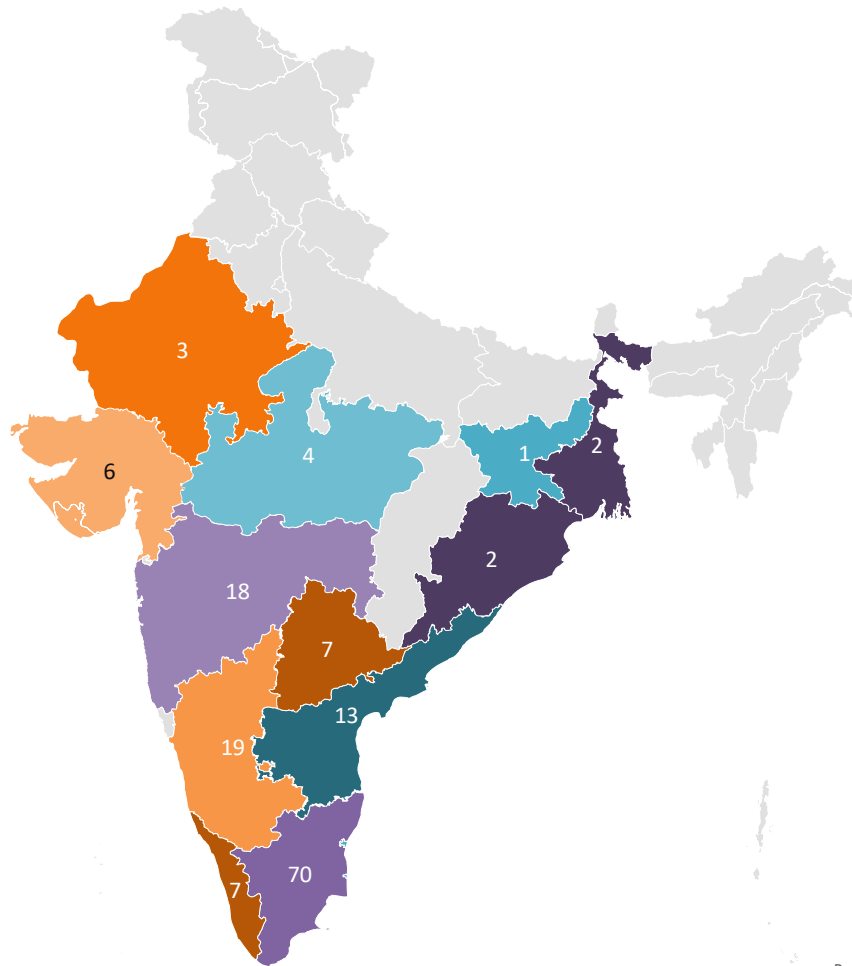


Movement in borrowing cost



Geographic Presence

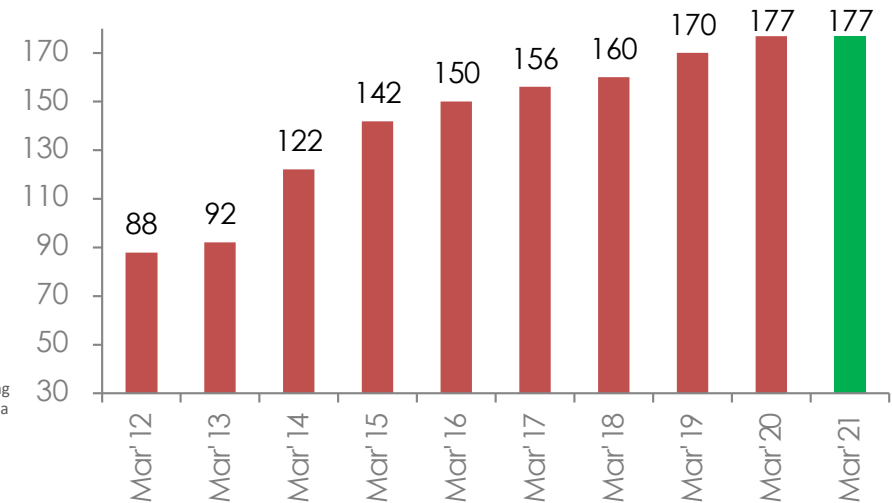
Footprint



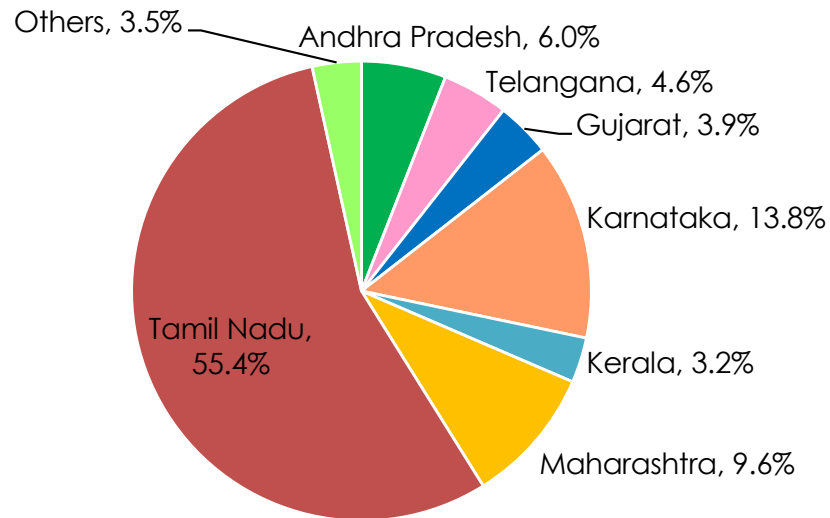
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- ◆ Present in 12 states and 1 Union Territory with 153 branches and 24 satellite centers.
- ◆ Plus 2 asset recovery branches.
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh & Rajasthan.

Network Expansion



Region-wise loan book



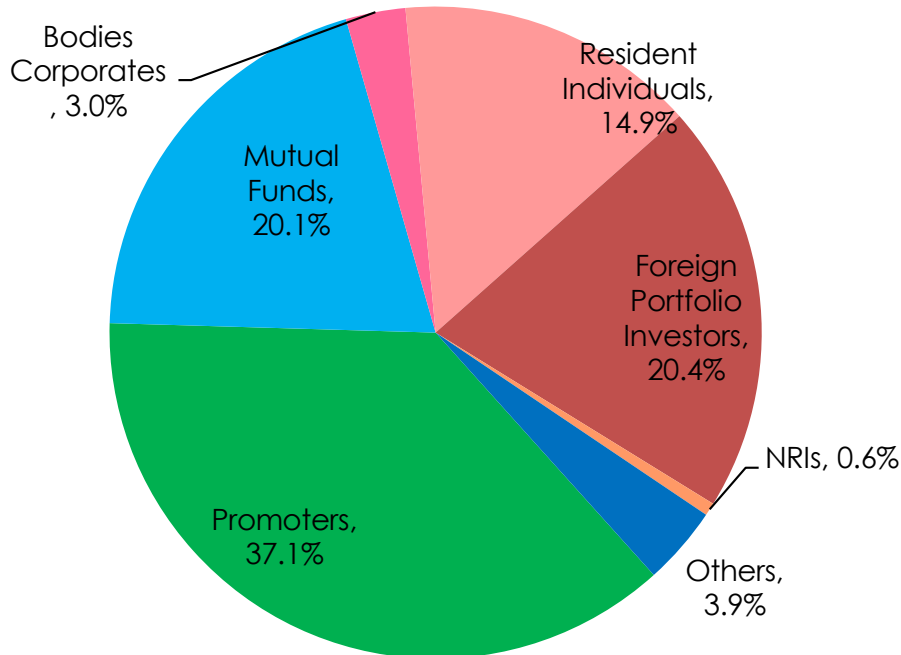
States	Exposure			YoY growth	QoQ growth
	Mar'20	Dec'20	Mar'21		
Andhra Pradesh	6.2%	5.9%	6.0%	-1%	6%
Telangana	4.6%	4.5%	4.6%	4%	14%
Gujarat	3.6%	3.8%	3.9%	9%	11%
Karnataka	14.1%	13.9%	13.8%	0%	1%
Kerala	3.3%	3.2%	3.2%	-3%	-3%
Maharashtra	9.2%	9.4%	9.6%	7%	12%
Tamil Nadu	55.9%	55.8%	55.4%	1%	0%
Others	3.0%	3.5%	3.5%	18%	-8%
Total	100%	100%	100%	2%	2%

Annualized

Annexure

Shareholding pattern

Outstanding shares – 62.6 mn



Major non-promoter shareholders

	% shareholding
Aditya Birla Mutual Fund	5.9%
HDFC Mutual Fund	6.8%
Fidelity Funds	4.5%
DSP Mutual Fund	2.6%
Somerset Emerging Markets Fund	3.3%
ICICI Prudential Mutual Fund	2.8%
Apax Global	2.1%
Reliance AIF	1.1%
SG Jokaland Holdings	1.8%
AB Funds	1.4%
BNP Paribas Mutual Fund	1.3%

Profit and loss statement

Figures in Rs million

(Rs. million)	Q4FY21	Q4FY20	YoY (%)	Q3FY21	QOQ (%)	FY21	FY20	YoY (%)
Income:								
Revenue from operations	3,331	3,456	-4%	3,546	-6%	13,734	13,455	2%
Other income	72	5	1312%	51	40%	188	56	233%
Total Income	3,403	3,461	-2%	3,598	-5%	13,922	13,511	3%
Expenses:								
Interest and other financial charges	1,855	2,062	-10%	2,024	-8%	8,072	8,250	-2%
Employee benefit expense	186	196	-5%	186	0%	714	664	7%
Depreciation and amortization expense	33	32	3%	27	24%	130	129	0%
Other expenses	142	79	80%	79	79%	301	271	11%
Provisions & write-offs	292	403	-27%	222	32%	808	594	36%
Total Expenses	2,508	2,772	-10%	2,537	-1%	10,024	9,909	1%
Profit before tax	895	690	30%	1,061	-16%	3,898	3,602	8%
Tax expense:								
Current tax	280	314	-11%	253	11%	985	952	3%
Deferred Tax	-17	-102	-83%	12	-241%	37	-154	-124%
Net Profit/(Loss)	632	477	32%	796	-21%	2,876	2,803	3%
Other Comprehensive Income	-2	-2	-5%	-2	0%	5	-6	-175%
Total Comprehensive Income	630	475	33%	794	-21%	2,880	2,797	3%

Balance Sheet

Figures in Rs million

(Rs. million)	As on Mar 31, 2021	As on Mar 31, 2020
EQUITY AND LIABILITIES:		
Shareholder's Funds	20,593	17,869
Share Capital	626	626
Reserves and Surplus	19,967	17,243
Financial liabilities	1,02,458	1,01,543
Debt securities	0	6,802
Other Borrowings	1,01,974	94,288
Other financial liabilities	484	453
Non-financial liabilities	609	534
Current tax liabilities (Net)	4	0
Provisions	209	176
Deferred tax liabilities (net)	397	358
Total Liabilities	1,03,067	1,02,077
Total	1,23,660	1,19,946
ASSETS:		
Financial assets	1,23,251	1,19,448
Cash and cash equivalents	4,550	3,243
Bank balance	0	0
Loans and advances	1,18,357	1,15,884
Other financial assets	124	101
Investment in associate	220	220
Non-financial assets	409	498
Property, plant and equipment	123	142
Other intangible assets	16	23
Right to use assets	175	207
Other non-financial assets	96	126
Total	1,23,660	1,19,946

Relative performance – Q4FY21

Particulars	Units	Q4FY20	Q4FY21
Sanctions	Rs. mn	6,321	6,459
Disbursements	Rs. mn	6,020	6,404
Net interest income	Rs. mn	1,379	1,442
PAT	Rs. mn	477	632
NIM	%	4.7	4.8
Yield on assets	%	11.8	11.0
Cost of funds	%	8.3	7.3
Spread	%	3.5	3.8
Return on assets	%	1.6	2.1
Return on equity	%	11.5	13.3

Relative performance – FY21

Particulars	Units	FY20	FY21
Sanctions	Rs. mn	27,578	19,851
Disbursements	Rs. mn	26,269	18,409
Net interest income	Rs. mn	5,205	5,662
PAT	Rs. mn	2,804	2,876
NIM	%	4.6	4.7
Yield on assets	%	11.5	11.5
Cost of funds	%	8.5	8.0
Spread	%	3.0	3.5
Return on assets	%	2.5	2.4
Return on equity	%	18.0	16.0

Repco MFL performance (IND AS) – FY21

Figures in Rs million

Particulars	FY20	FY21	Growth
Total income	1,901	1,795	-6%
Net interest income	1,136	1,075	-5%
Profit after tax	560	396	-29%
Loans	10,843	8,652	-20%
Borrowings	8,850	6,994	-21%
Equity	2,033	2,565	26%
Ratios			
NIM	11.4%	11.0%	
Return on assets	5.6%	4.1%	
Return on equity	30.3%	17.2%	

Repco MFL	Amount
Dividend received during FY20	22
Share of profits	126
Total	148
Cumulative equity investment	220
Return on investment	67%

For any Investor Relations queries, please contact:

Bala S

Repco Home Finance Limited

Phone: +91 44 42106650

Email: bala@repcohome.com

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