



**REPCO HOME FINANCE LIMITED.**

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

**RHFL/SE/81/2024-25**

**12<sup>th</sup> February, 2025**

National Stock Exchange of India Limited,  
Exchange Plaza,  
Bandra Kurla Complex, Bandra (E)  
Mumbai-400 051  
NSE Symbol: REPCOHOME  
Kind Attn: Listing Department

BSE Limited  
Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai- 400001  
BSE Security Code: 535322

Dear Sir/Madam,

**Sub: Investor Presentation on financial results for the quarter and nine months ended on 31<sup>st</sup> December, 2024**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we submit herewith a copy of the presentation on the financial performance of the Company for the quarter and nine months ended on 31<sup>st</sup> December, 2024.

This disclosure will also be made available on the website of the Company, [www.repcohome.com](http://www.repcohome.com).

This is submitted for your information and records.

Thanking You,  
Yours Faithfully,  
For Repco Home Finance Limited

Ankush Tiwari  
Company Secretary & 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](mailto:co@repcohome.com), [www.repcohome.com](http://www.repcohome.com)

**Registered Office** : 'REPCO TOWER', No. 33, North Usman Road, T.Nagar, Chennai - 600 017. Phone : 044 - 28340715 / 4037 / 2845

**Earnings Presentation**  
**Q3FY25**



- ◆ **About Us**
- ◆ **MD & CEO Comments**
- ◆ **Board of Directors**
- ◆ **Q3FY25 Performance**
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  - ▶ Financial performance
  - ▶ Borrowing Profile
  - ▶ Credit Rating
  - ▶ ALM Surplus
- ◆ **Geographic Presence**
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- ◆ **Annexure**

Repco Home Finance Ltd (RHFL) is a professionally managed housing finance company head quartered in Chennai, Tamil Nadu. We were incorporated in April 2000. We are registered as a Housing Finance Company (HFC) with the National Housing Bank (NHB)

The mission of RHFL has been to translate into reality the aspirations of people to own a house by covering the existing and potential market comprehensively through institutional credit support customized to suit individual needs in a transparent and ethical way.

The salient and unique features of RHFL are innovative loan products, direct customer contact and customer ownership, focus on quality customer servicing, transparency and speed of operations, focus on relatively under-penetrated markets and balanced portfolio mix, robust risk management systems and processes, low cost operations, established track record, stable and experienced senior management team.

We have witnessed a steady growth in the past by increasing our geographical footprint by deepening our reach selectively in existing regions and expanding to new regions.

# MD and CEO Comments on Q3 FY25

We are happy to share the performance of RHFL during the Quarter. Loans sanctions stood at Rs. 8,064 million in Q3 FY25 as against to Rs. 7,768 millions in Q3 FY24 and Rs. 9,264 million in Q2 FY25. Loan disbursements stood at Rs. 7,613 million in Q3 FY25 as against to Rs. 7,589 millions in Q3 FY24 and Rs. 8,672 million in Q2 FY25.

Total income stood at Rs. 4,453 million in Q3 FY25 as against to Rs. 3,932 millions in Q3 FY24 and Rs. 4,280 million in Q2 FY25.

Net profits stood at Rs. 1,066 million in Q3 FY25 as against to Rs. 994 millions in Q3 FY24 and Rs.1,125 million in Q2 FY25.

The overall loan book stood at Rs. 1,41,551 million at the end of December 31, 2024, as against Rs. 1,31,855 million a year back. The AUM was Rs. 1,39,644 crores as of September 30,2024.

As of December 31, 2024, loans to the non-salaried segment accounted for 52% of the outstanding loan book and loans for salaried segment accounts for 48% of loan book. Housing loans accounted for 74% of the loans while Home Equity products accounted for 26% of the outstanding loan book. 100% of the loans given by the Company are retail loans.

# Board of Directors



Mr. C. Thangaraju  
Chairman, Non-  
Executive and Non-  
Independent Director



Mr. E. Santhanam  
Non-Executive and  
Non-Independent  
Director



Mr. Anant Kishore  
Saran Non-Executive  
and Non-Independent  
Director



Mr. B. Raj Kumar Non-  
Executive and  
Independent Director



Mr. Mrinal Kanti  
Bhattacharya Non-  
Executive and  
Independent Director



Mr. R. Vaithianathan  
Non-Executive and  
Independent Director



Mrs. Usha Ravi Non-  
Executive and  
Independent Director



Mr. K. Swaminathan  
Managing Director &  
CEO

## Q3FY25 Performance

# Business Summary



Repco Home Finance Limited

Loans Outstanding  
Rs. 141,551 Mn

Net Owned Fund  
Rs. 29,801 Mn

Total Capital Adequacy  
Ratio 32.52%

Average loan per unit  
Rs. 1.28Mn

Number of live accounts  
110,524

Employee strength  
1407

GNPA – 3.86%

ECL provision – 3.5%

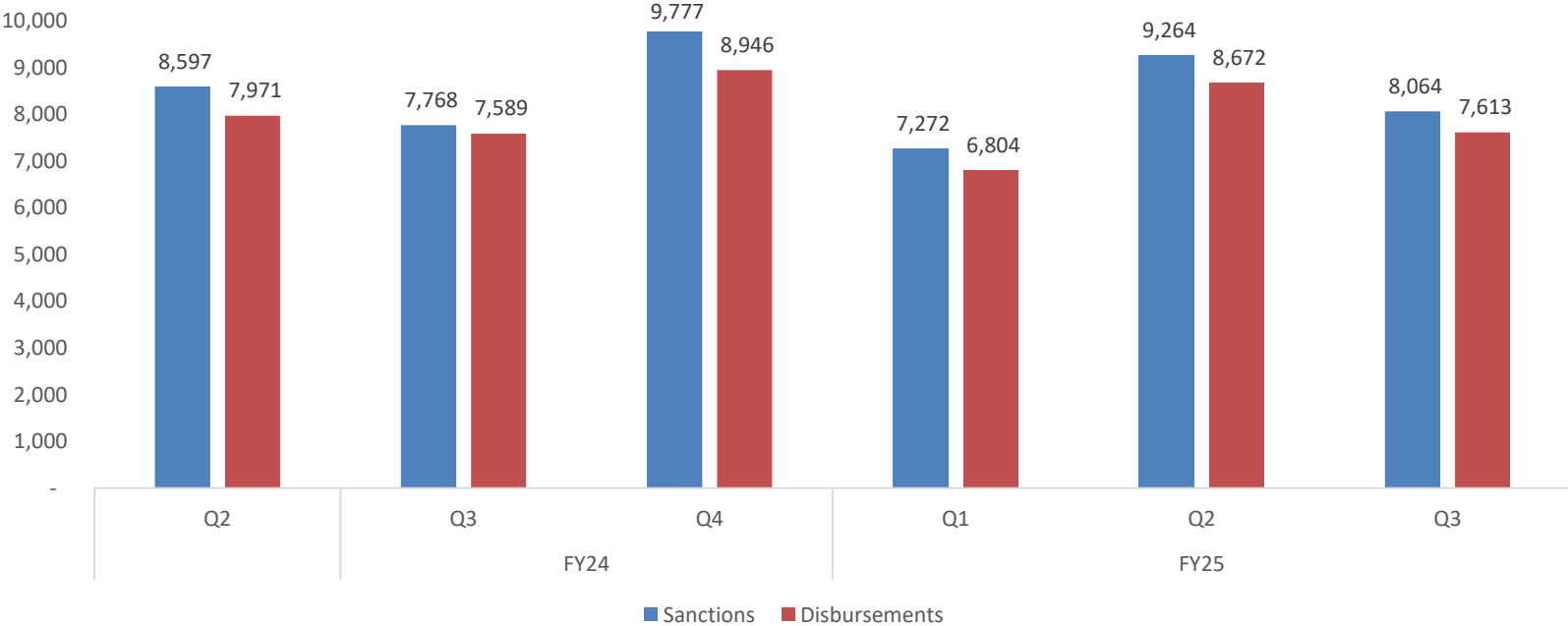


# Business performance momentum



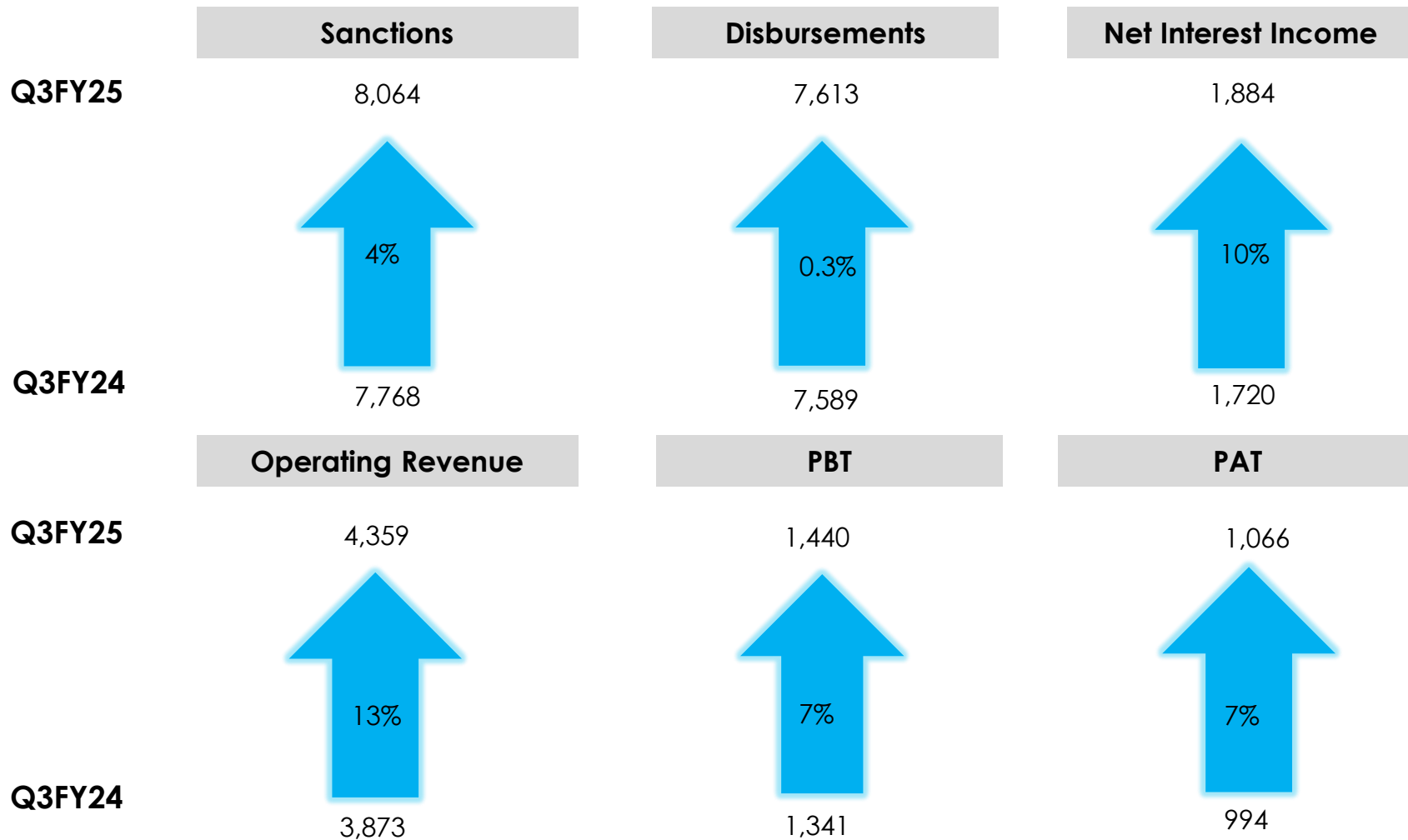
Repco Home Finance Limited

Figures in Rs million



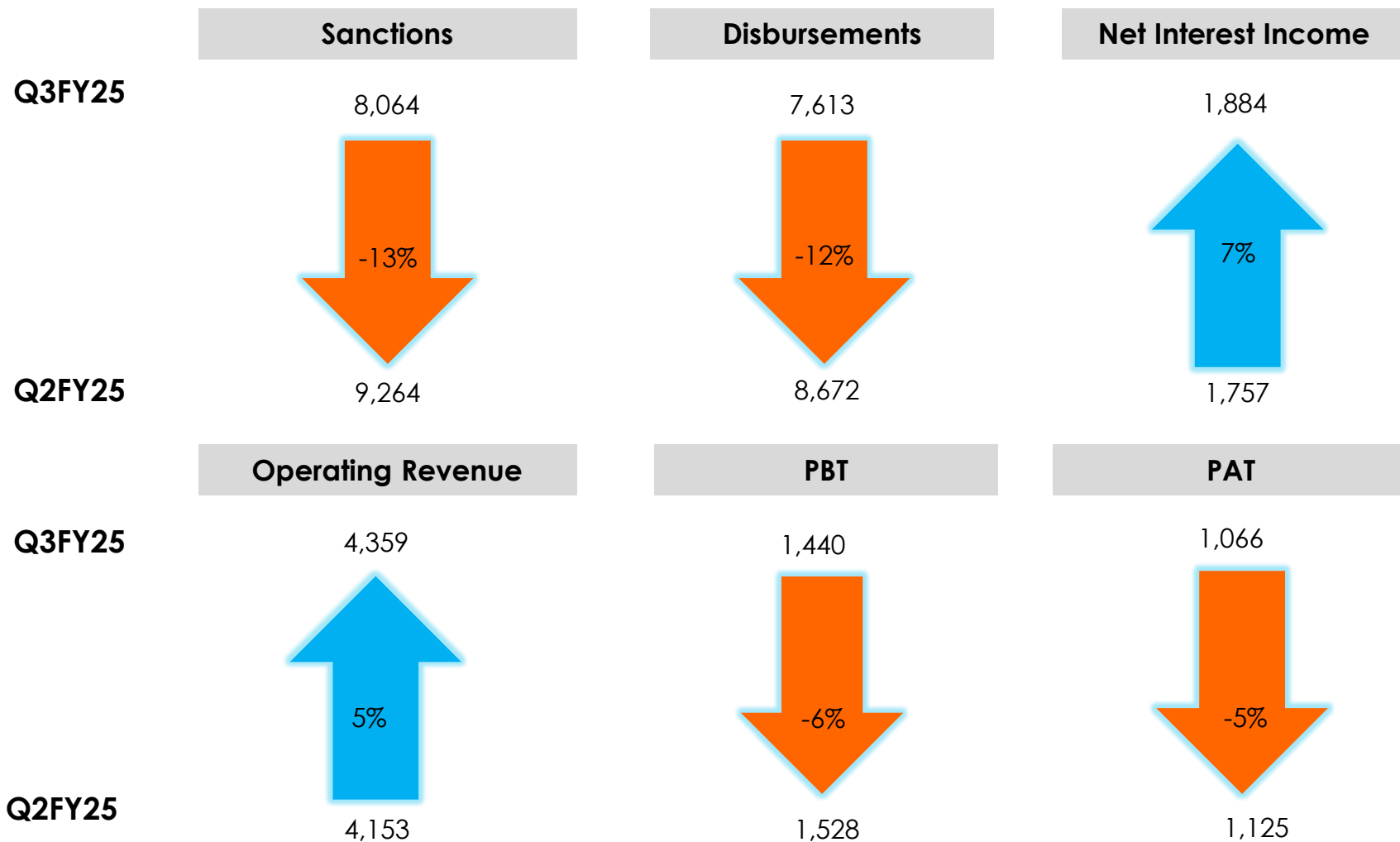
# Key Indicators – Q3FY25 vs Q3FY24

Figures in Rs million



# Key Indicators – Q3FY25 vs Q2FY25

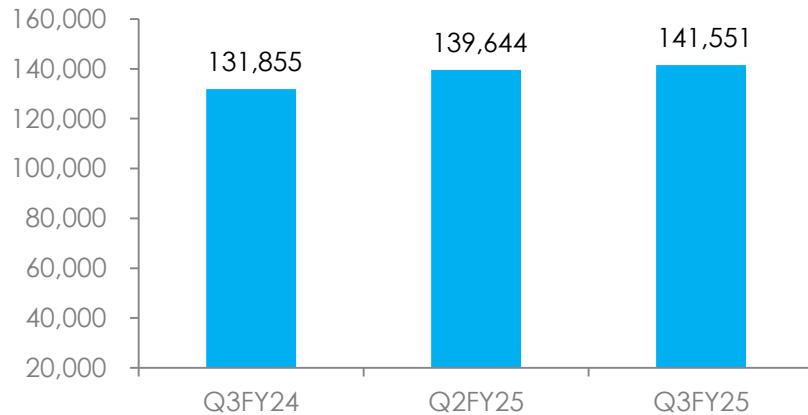
Figures in Rs million



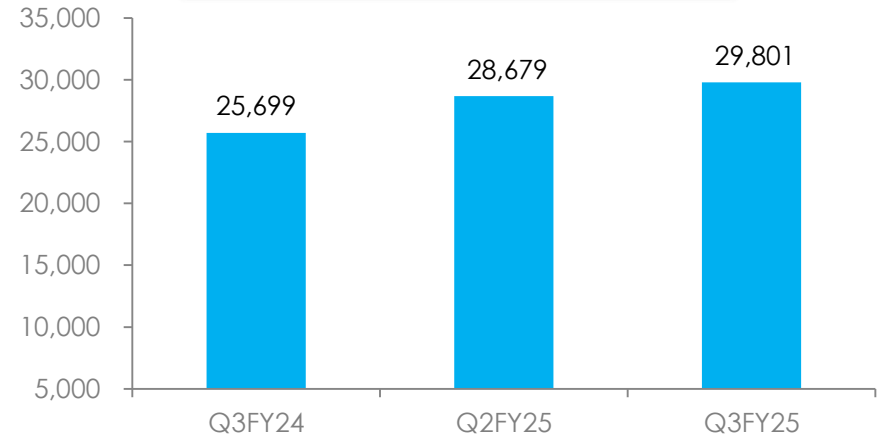
# Portfolio Composition (9M)

Figures in Rs million

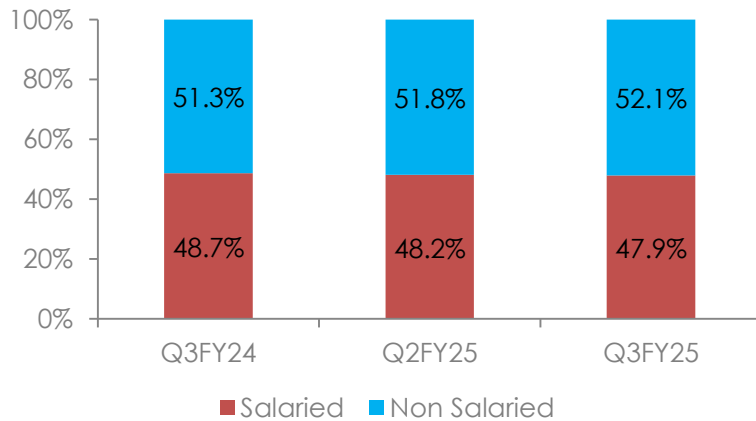
## Loan Book



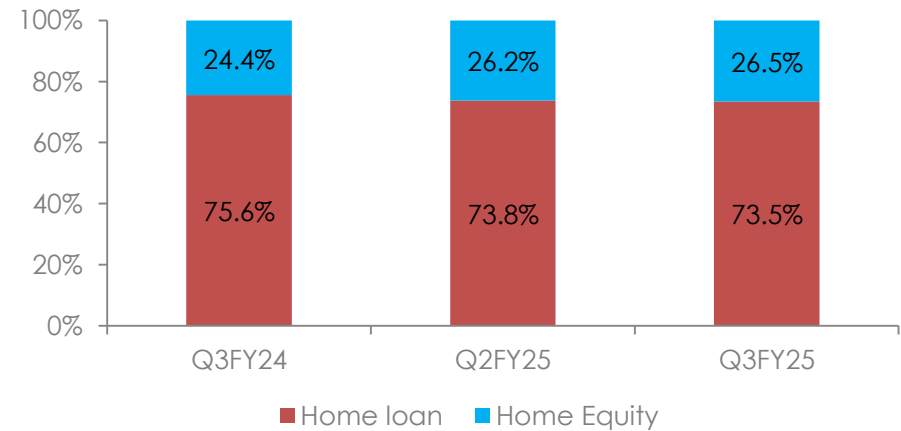
## Net Owned Fund



## Loan book composition



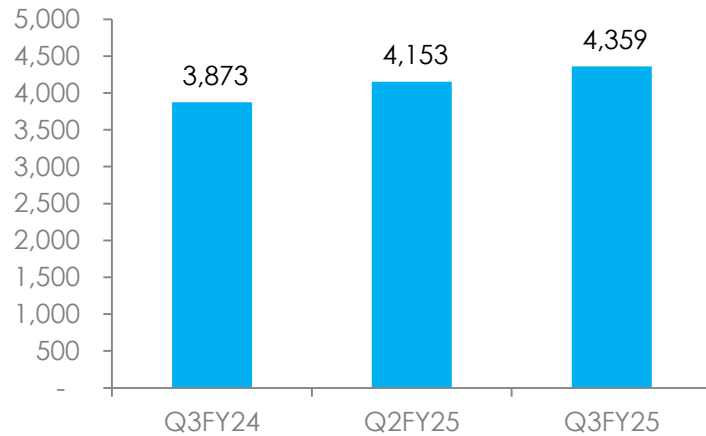
## Mix of Loan Portfolio



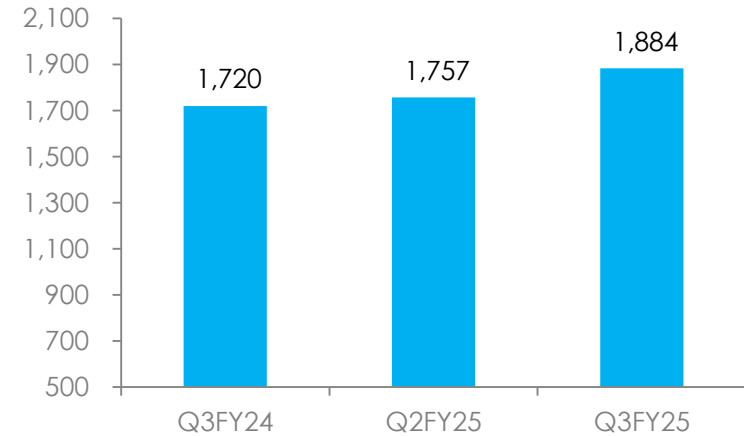
# Performance Metrics (3M)

Figures in Rs million

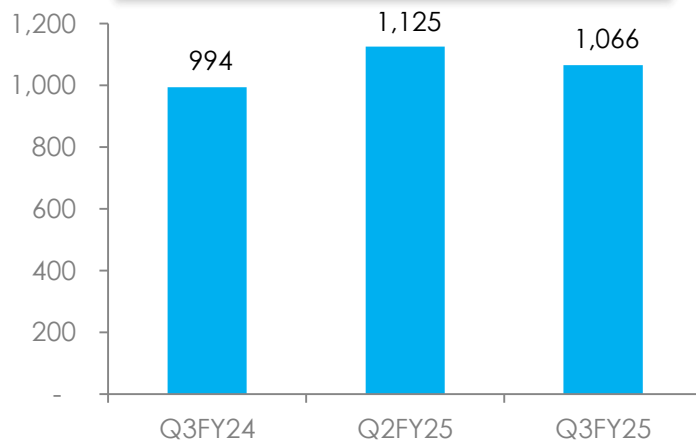
## Income from Operations



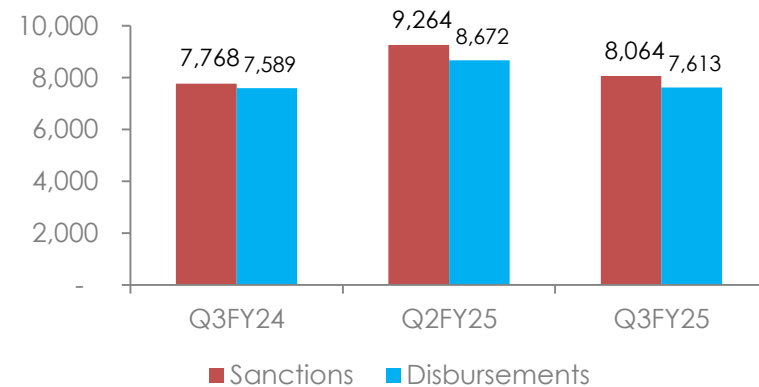
## Net interest income



## Net profit

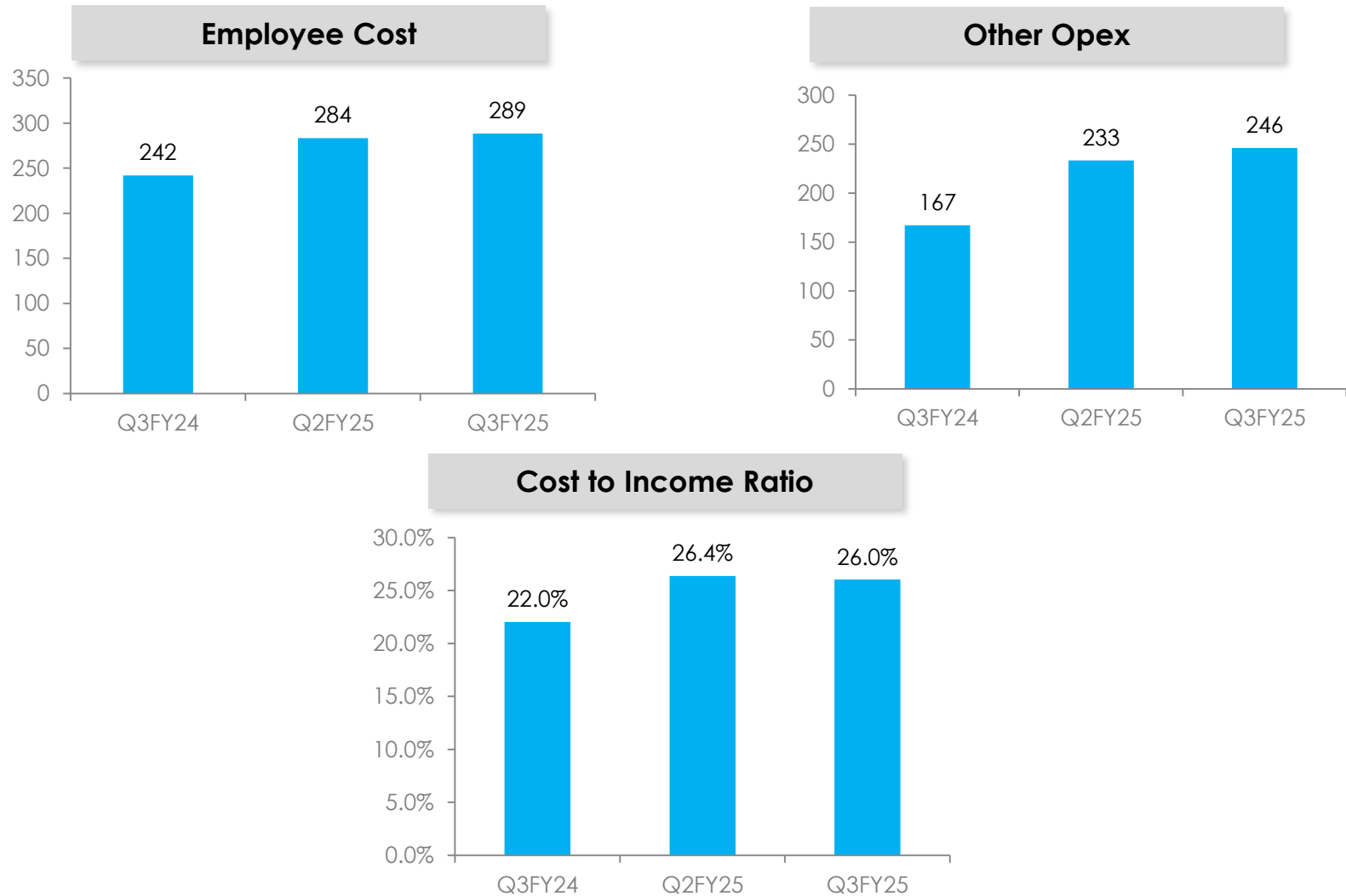


## Sanctions and Disbursements



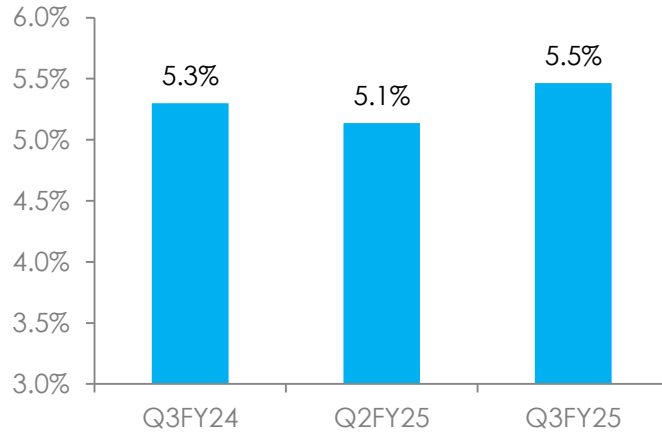
# Operating cost (3M)

Figures in Rs million

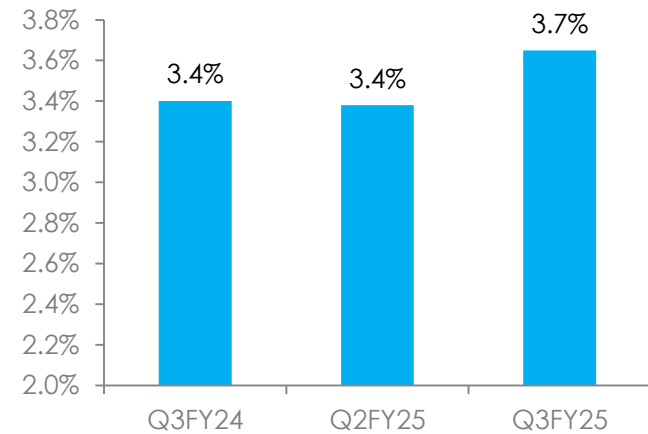


# Quarterly Profitability ratios (3M)

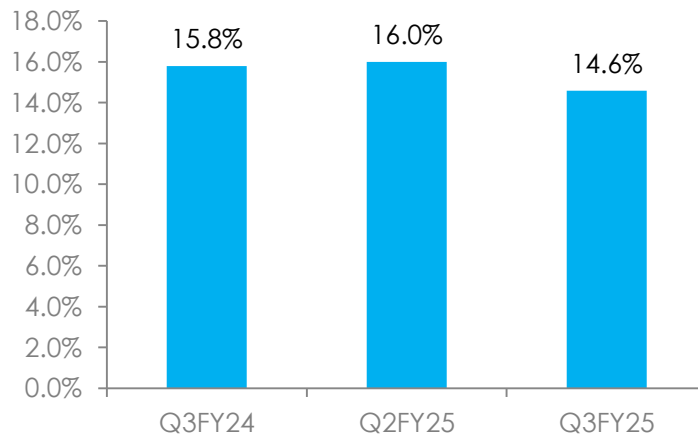
### Net Interest Margin



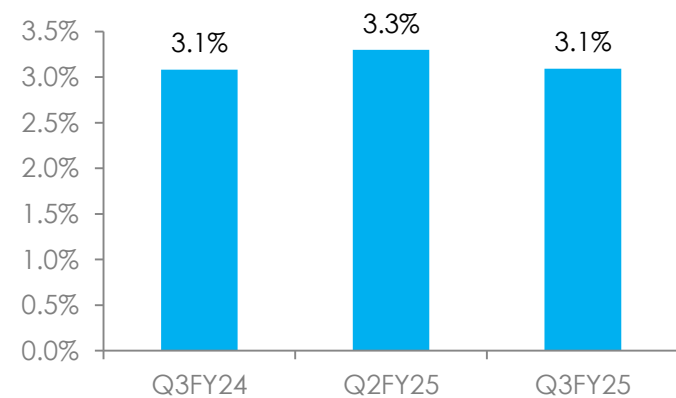
### Spread



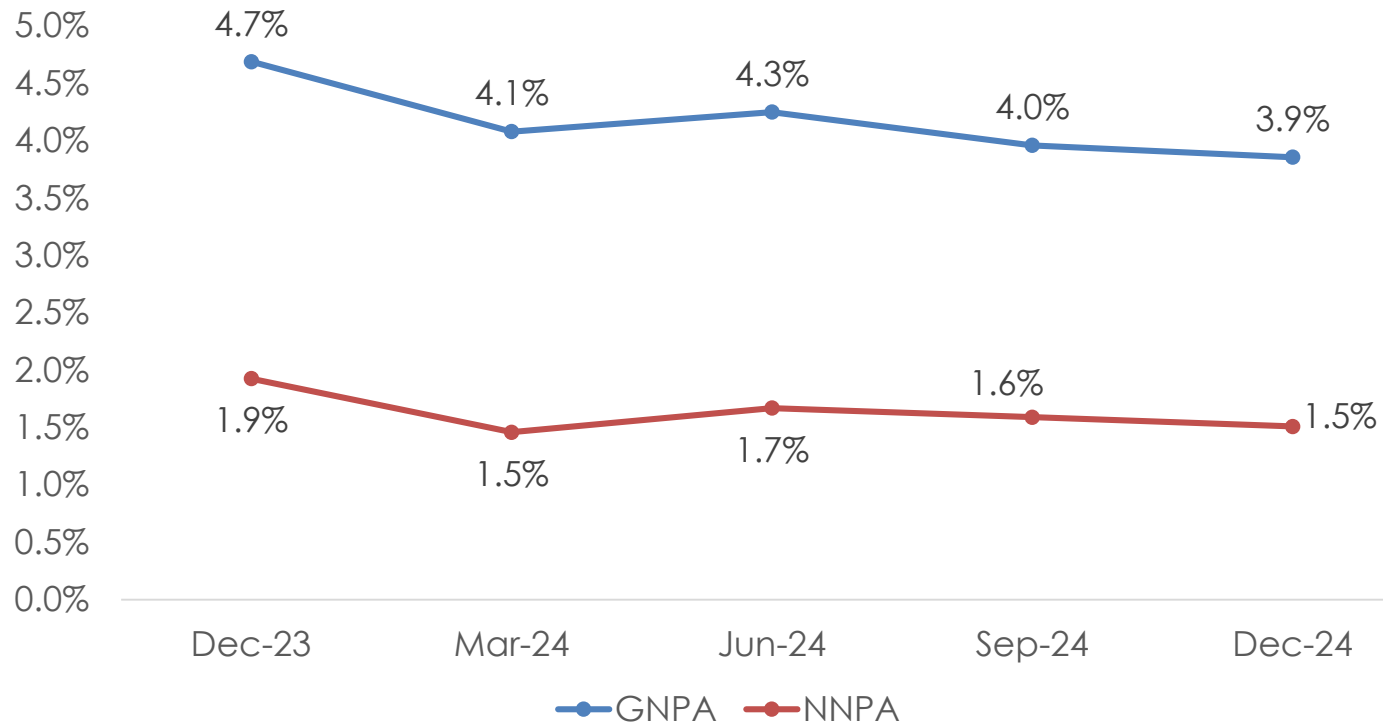
### Return on Equity



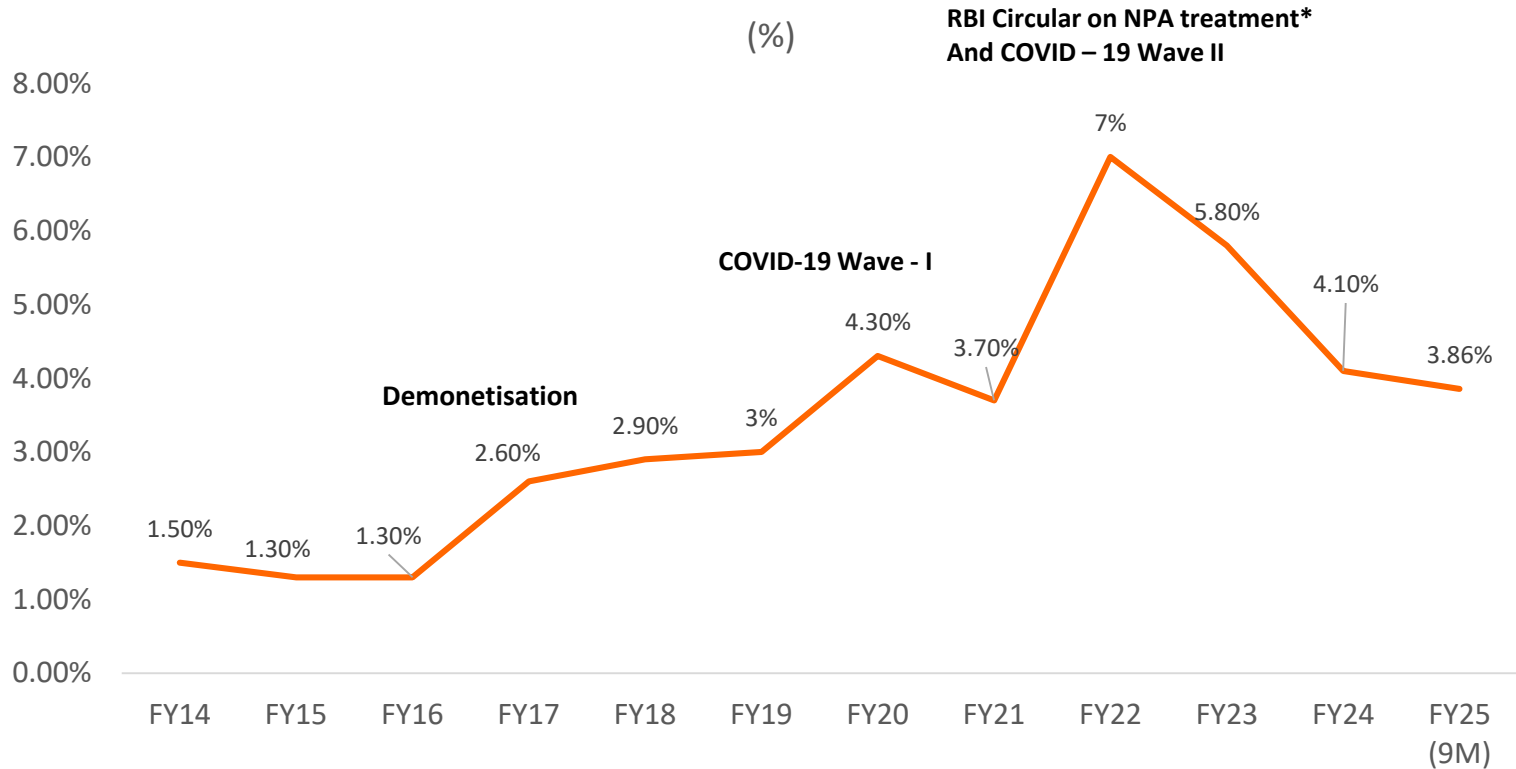
### Return on Assets



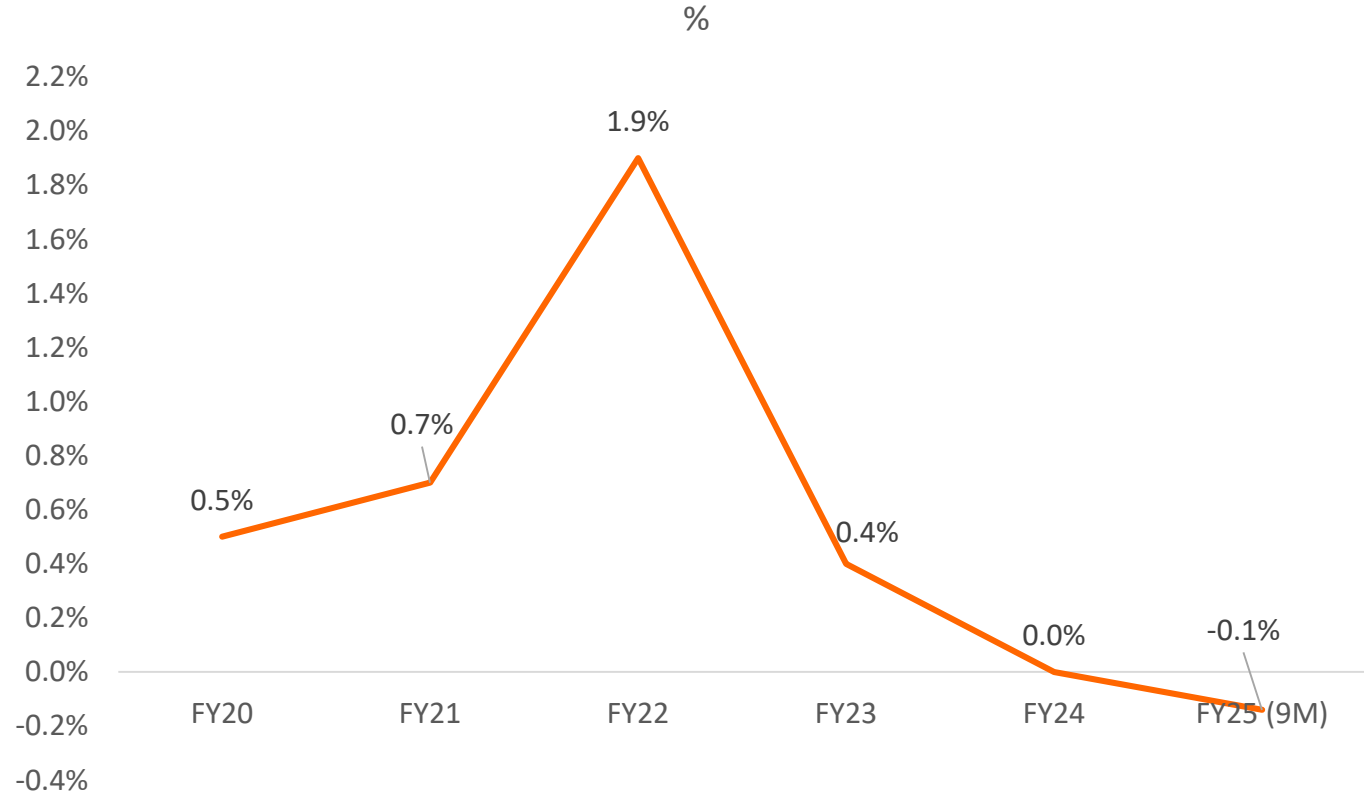
# Asset Quality



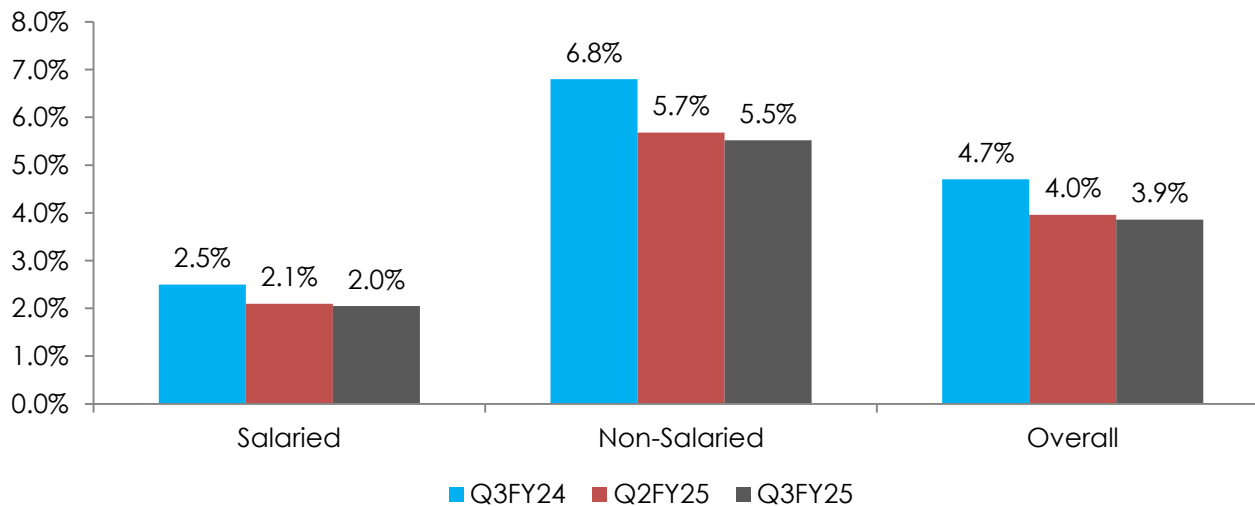
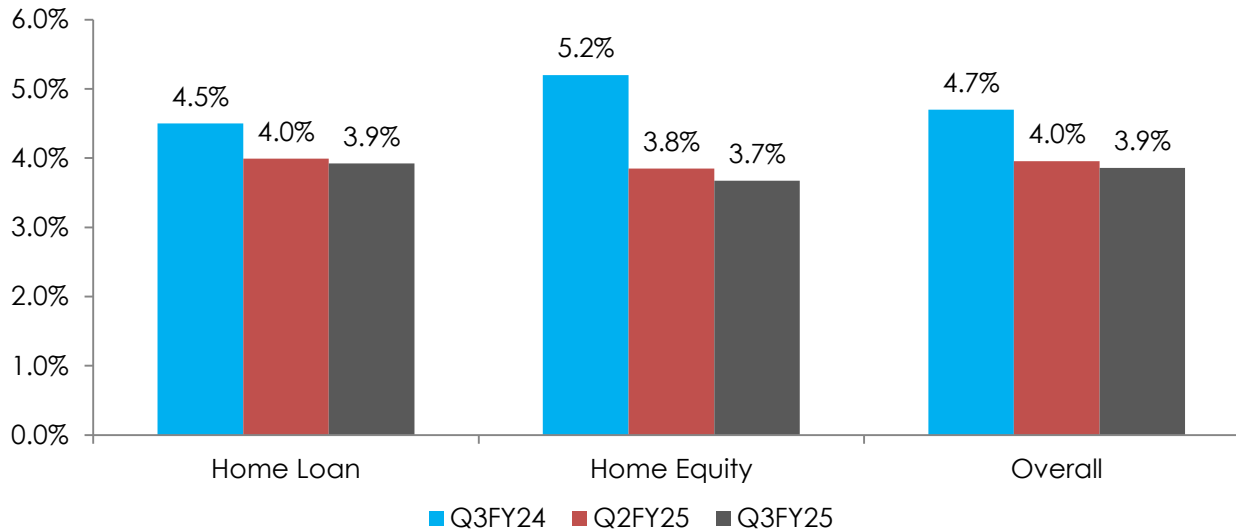




\* Circular No: RBI/2021-22/117  
DOR.No.STR.REC.64/21.04.048/2021-22



# Product / Occupation mix wise GNPA(%)



# ECL provision

Figures in Rs million

	Q3FY24	Q2FY25	Q3FY25
Gross Stage 3*	6,182	5,524	5,458
% portfolio in Stage 3	4.7%	3.9%	3.9%
ECL provision - Stage 3	3,714	3,354	3,373
Net - Stage 3*	2,467	2,170	2,086
Coverage ratio - Stage 3	60.1%	60.7%	61.8%
Gross Stage 1 & 2*	1,25,673	1,34,120	1,36,092
% portfolio in Stage 1 & 2	95.3%	96.0%	96.1%
Total ECL provision	5,285	4,891	4,892

\* Principal Outstanding

# Stage-wise Movement

Figures in Rs. million

Particulars	Dec'23		Sep'24		Dec'24	
	AUM	%	AUM	%	AUM	%
Stage-1	1,09,789	83.27%	1,18,812	85.08%	1,21,143	85.58%
Stage-2	15,884	12.05%	15,308	10.96%	14,949	10.56%
Stage-3	6,182	4.69%	5,524	3.96%	5,458	3.86%
<b>Grand Total</b>	<b>1,31,855</b>	<b>100.00%</b>	<b>1,39,644</b>	<b>100.00%</b>	<b>1,41,551</b>	<b>100.00%</b>

Amounts have been rounded off to the nearest million

# Breakup of Overdues

Figures in Rs. million

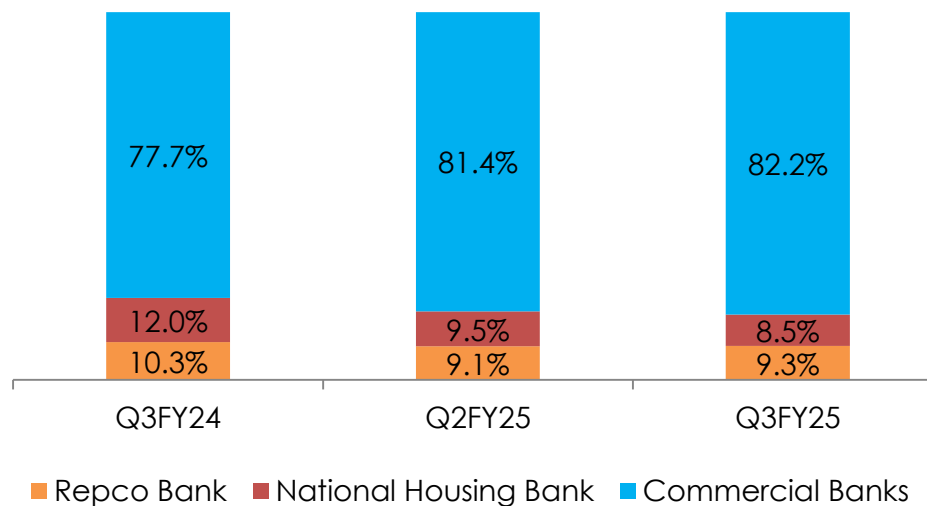
Particulars	Total AUM	Stage-2		Stage-3	
		AUM	% of AUM	AUM	% of AUM
Till March 2020* (Pre COVID)	50,840	8,951	17.6%	4,597	9.0%
From April 2020* (Post COVID)	90,711	5,998	6.6%	861	0.9%
<b>Grand Total</b>	<b>141,551</b>	<b>14,949</b>	<b>10.6%</b>	<b>5,458</b>	<b>3.9%</b>

\*Financial years categorised based on date of sanction

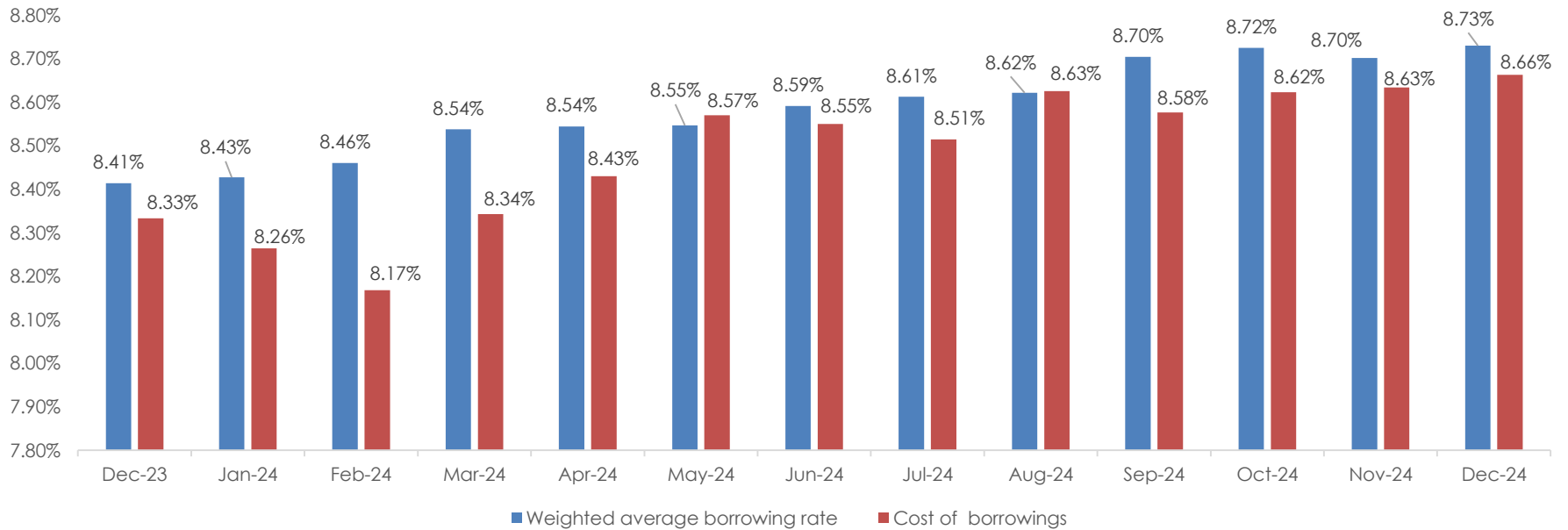
Amounts have been rounded off to the nearest million

# Borrowing profile

Source (Rs Mn)	Average cost	Q3FY24	Q2FY25	Q3FY25	% change (Y-o-Y)
National Housing Bank	8.16%	12,379	10,874	9,456	-24%
Commercial Banks	8.83%	80,502	93,280	91,049	13%
Repco Bank	8.40%	10,702	10,473	10,267	-4%
<b>Total</b>	<b>8.73%</b>	<b>1,03,583</b>	<b>1,14,627</b>	<b>1,10,773</b>	



# Movement in borrowing cost



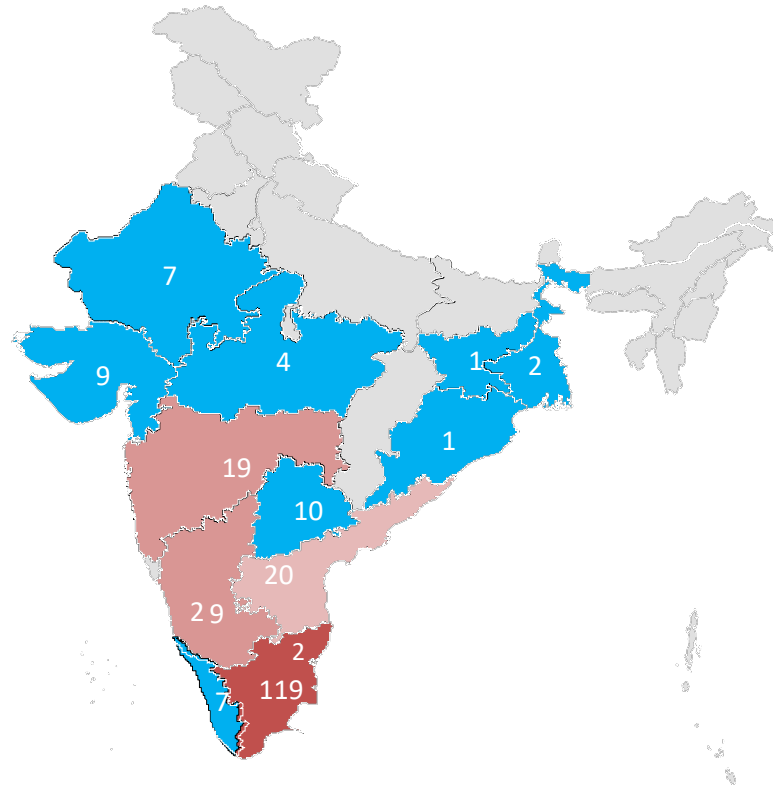


- Credit Rating as on 31<sup>st</sup> December 2024

Rating Agency	Instrument	Rating
CARE	Term Loan	AA-/ Stable
CARE	Commercial Paper	A1+
ICRA	Term Loan	AA-/ Stable
ICRA	Non- Convertible Debentures	AA-/ Stable
ICRA	Commercial Paper	A1+

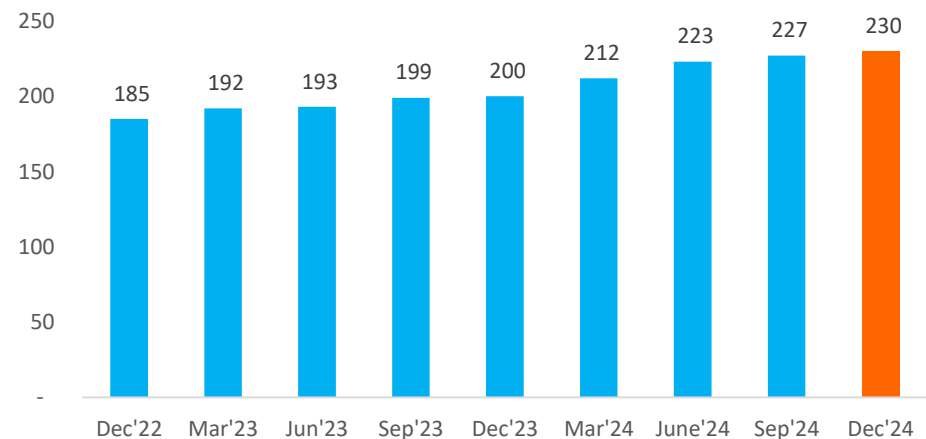
# Geographic Presence

## Branch Network

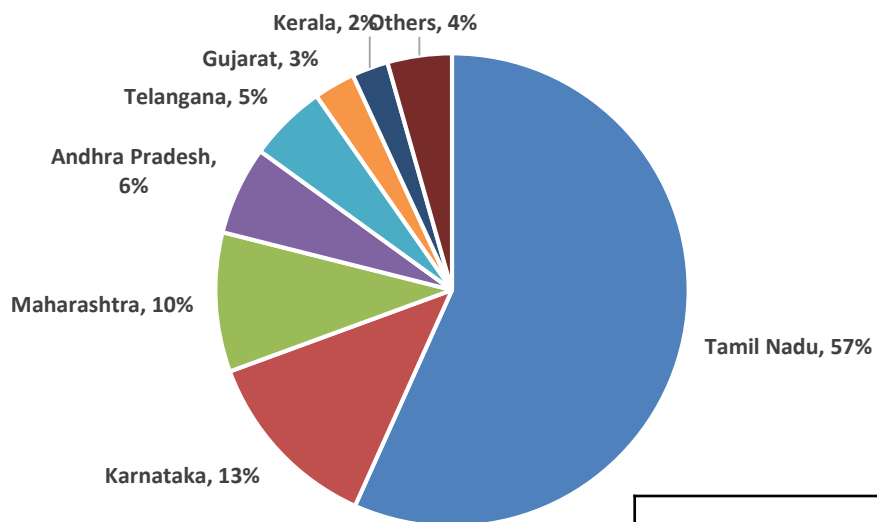


- ◆ Present in 12 states and 1 Union Territory with 186 branches and 44 satellite centers.
- ◆ Additionally, we have 2 asset recovery branches.
- ◆ Presence beyond South: branches in West Bengal, Odisha, Maharashtra, Jharkhand, Gujarat, Madhya Pradesh & Rajasthan.

**Network**



# Region-wise loan book

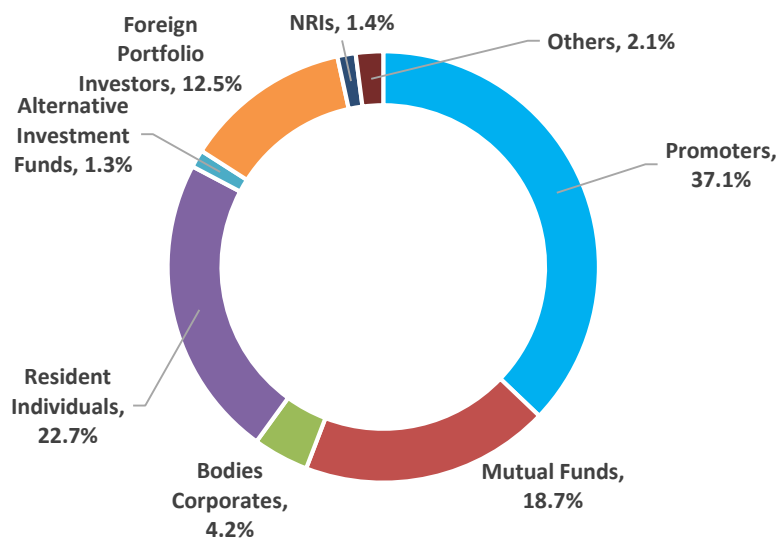


States	Exposure			Annualised Growth	
	Q3FY24	Q2FY25	Q3FY25	Y-o-Y	Q-o-Q
Tamil Nadu	56.7%	56.4%	56.6%	7%	7%
Karnataka	12.9%	12.9%	12.7%	5%	-2%
Maharashtra	9.5%	9.7%	9.7%	10%	8%
Andhra Pradesh	6.0%	6.1%	6.0%	8%	2%
Telangana	5.1%	5.3%	5.3%	11%	8%
Gujarat	3.0%	2.8%	2.8%	2%	2%
Kerala	2.6%	2.5%	2.5%	2%	4%
Others	4.2%	4.3%	4.4%	11%	11%
<b>Grand Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>7%</b>	<b>1%</b>

# **Annexure**

# Shareholding pattern

Outstanding shares – 62.6 Mn



Major Non-Promoter Shareholders	%
HDFC Mutual Fund	5.9%
Aditya Birla Sun Life Mutual Fund	4.8%
Evli Emerging Frontier Fund	2.2%
SG Jokaland Holdings LLC	1.8%
Fidelity Asian Values LLC	1.4%
Bandhan-Fund	2.2%
Tata Mutual Fund	1.2%
ICICI Prudential Small Cap Fund	1.5%

# Profit and loss statement (3M)

Figures in Rs million

(Rs. Million)	Dec'24	Sep'24	QOQ (%)	Dec'23	YoY (%)
<u>Income:</u>					
Revenue from operations	4,359	4,153	5%	3,873	13%
Other income	94	127	-26%	59.00	59%
<b>Total Income</b>	<b>4,453</b>	<b>4,280</b>	<b>4%</b>	<b>3,932</b>	<b>13%</b>
<u>Expenses:</u>					
Interest and other financial charges	2,475	2,396	3%	2,153	15%
Employee benefit expense	289	284	2%	242	19%
Depreciation and amortization expense	85	93	-8%	48	78%
Other expenses	161	141	15%	120	35%
Provisions & write-offs	3	-160	-102%	29	-89%
<b>Total Expenses</b>	<b>3,013</b>	<b>2,752</b>	<b>9%</b>	<b>2,591</b>	<b>16%</b>
Profit before tax	<b>1,440</b>	<b>1,528</b>	<b>-6%</b>	<b>1,341</b>	<b>7%</b>
<u>Tax expense:</u>					
Current tax	324	282	15%	290	12%
Deferred Tax	51	120	-58%	57	-11%
<b>Net Profit/(Loss)</b>	<b>1,066</b>	<b>1,125</b>	<b>-5%</b>	<b>994</b>	<b>7%</b>
Other Comprehensive Income	-0.1	-0.2	-50%	0	0%
<b>Total Comprehensive Income</b>	<b>1,065</b>	<b>1,125</b>	<b>-5%</b>	<b>994</b>	<b>7%</b>

Amounts have been rounded off to the nearest million

# Profit and loss statement (9M)

Figures in Rs million

(Rs. Million)	Dec'24	Dec'23	YoY (%)
<u>Income:</u>			
Revenue from operations	12,590	11,319	11%
Other income	305	117	162%
<b>Total Income</b>	<b>12,896</b>	<b>11,436</b>	<b>13%</b>
<u>Expenses:</u>			
Interest and other financial charges	7,201	6,253	15%
Employee benefit expense	863	734	18%
Depreciation and amortization expense	215	127	70%
Other expenses	426	368	16%
Provisions & write-offs	-143	95	-250%
<b>Total Expenses</b>	<b>8,562</b>	<b>7,576</b>	<b>13%</b>
Profit before tax	<b>4,334</b>	<b>3,861</b>	<b>12%</b>
<u>Tax expense:</u>			
Current tax	874	812	8%
Deferred Tax	215	183	18%
<b>Net Profit/(Loss)</b>	<b>3,245</b>	<b>2,866</b>	<b>13%</b>
Other Comprehensive Income	-0.6	-0.5	<b>20%</b>
<b>Total Comprehensive Income</b>	<b>3,244</b>	<b>2,866</b>	<b>13%</b>

Amounts have been rounded off to the nearest million



# Relative performance – (3M)

Particulars	Units	Dec'23	Sep'24	Dec'24
Sanctions	Rs. Mn	7,768	9,264	<b>8,064</b>
Disbursements	Rs. Mn	7,589	8,672	<b>7,613</b>
Net interest income	Rs. Mn	1,720	1,757	<b>1,884</b>
PAT	Rs. Mn	994	1,125	<b>1,066</b>
NIM	%	5.3	5.1	<b>5.5</b>
Yield on assets	%	11.9	12.1	<b>12.6</b>
Cost of funds	%	8.4	8.8	<b>8.9</b>
Spread	%	3.4	3.4	<b>3.7</b>
Return on assets	%	3.1	3.3	<b>3.1</b>
Return on equity	%	15.8	16.0	<b>14.6</b>

# Relative performance – (9M)

Particulars	Units	Dec'23	Dec'24
Sanctions	Rs. Mn	23,622	<b>24,600</b>
Disbursements	Rs. Mn	22,403	<b>23,088</b>
Net interest income	Rs. Mn	5,066	<b>5,390</b>
PAT	Rs. Mn	2,866	<b>3,245</b>
NIM	%	5.3	<b>5.2</b>
Yield on assets	%	11.8	<b>12.2</b>
Cost of funds	%	8.4	<b>8.7</b>
Spread	%	3.4	<b>3.5</b>
Return on assets	%	3.0	<b>3.1</b>
Return on equity	%	15.9	<b>15.6</b>

For any queries, please contact:

**Ms. Shanthi Srikanth**  
**Chief Financial Officer**  
**Repco Home Finance Limited**  
Phone: +91 44 42106650  
Email: [cfo@repcohome.com](mailto:cfo@repcohome.com)

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*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 .*

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