

RHFL/SE/61/2024-25

12th November, 2024

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 half year ended on 30th September, 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 half year ended on 30th September, 2024.

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

Earnings Presentation
Q2FY25



- ◆ **Q2FY25 Performance**
 - ▶ Business summary
 - ▶ Financial performance
 - ▶ Borrowing Profile

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

- ◆ **Annexure**

Q2FY25 Performance

Business Summary



Repco Home Finance Limited

Loans Outstanding
Rs. 139,644 Mn

Net Worth
Rs. 28,679 Mn

Total Capital Adequacy
Ratio 33.98%

Average loan per unit
Rs. 1.27Mn

Number of live accounts
109,898

Employee strength
1325

GNPA – 3.96%

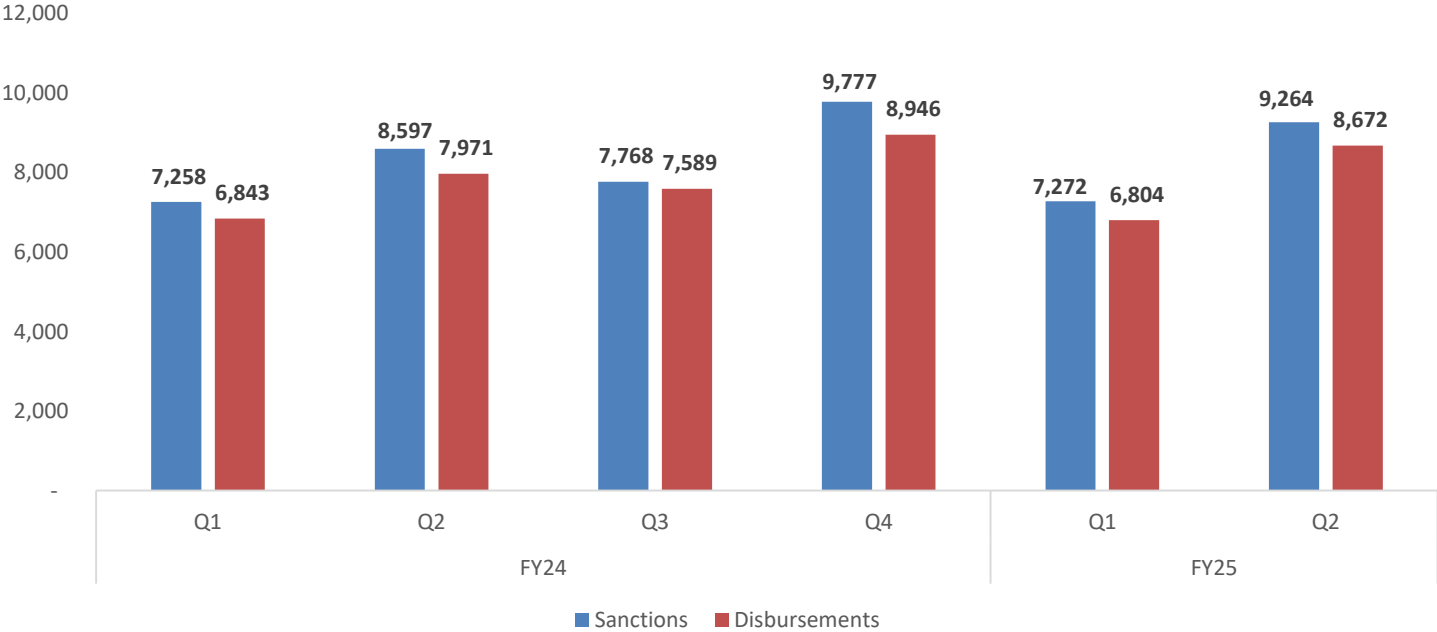
ECL provision – 3.5%

Business performance momentum



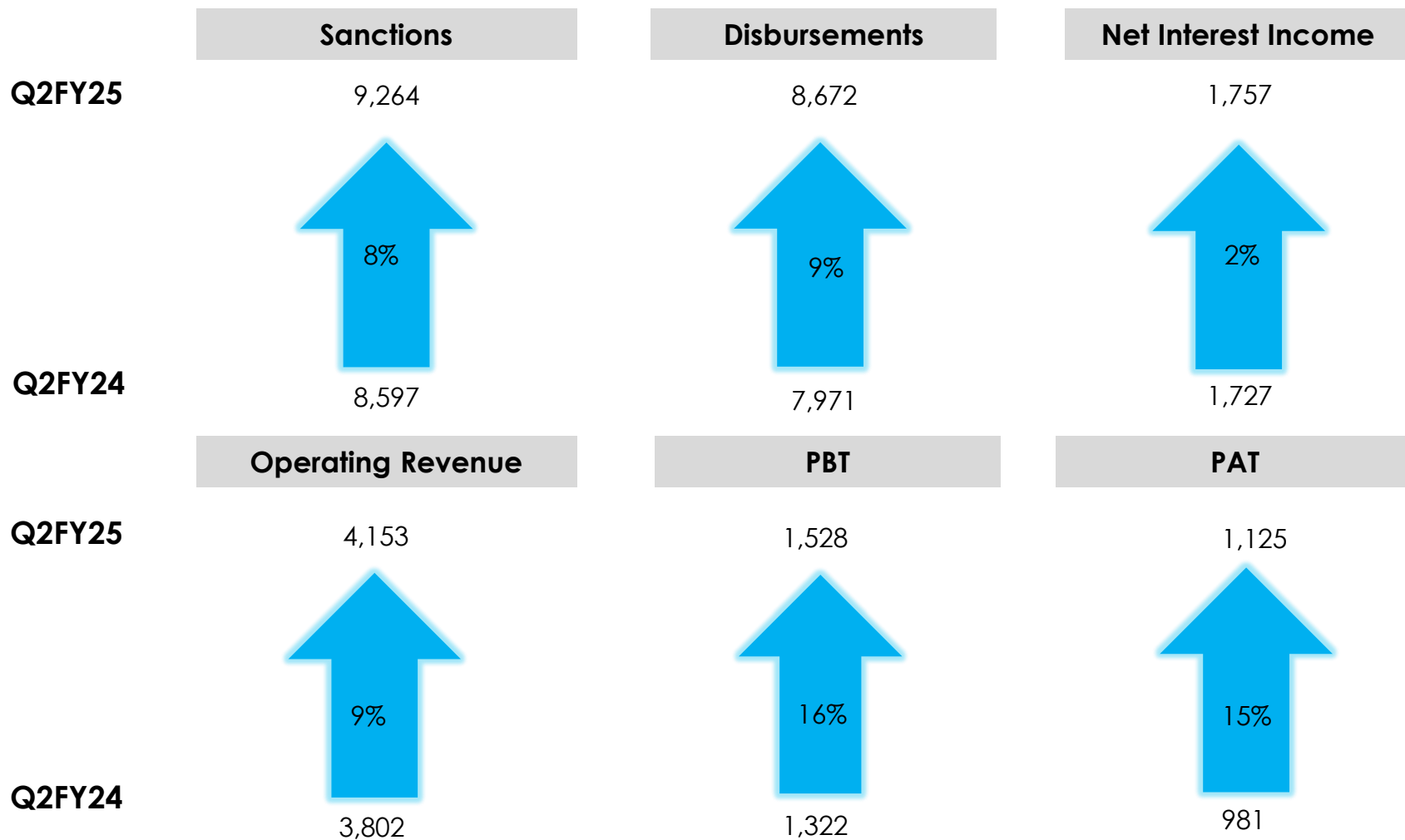
Repco Home Finance Limited

Figures in Rs million



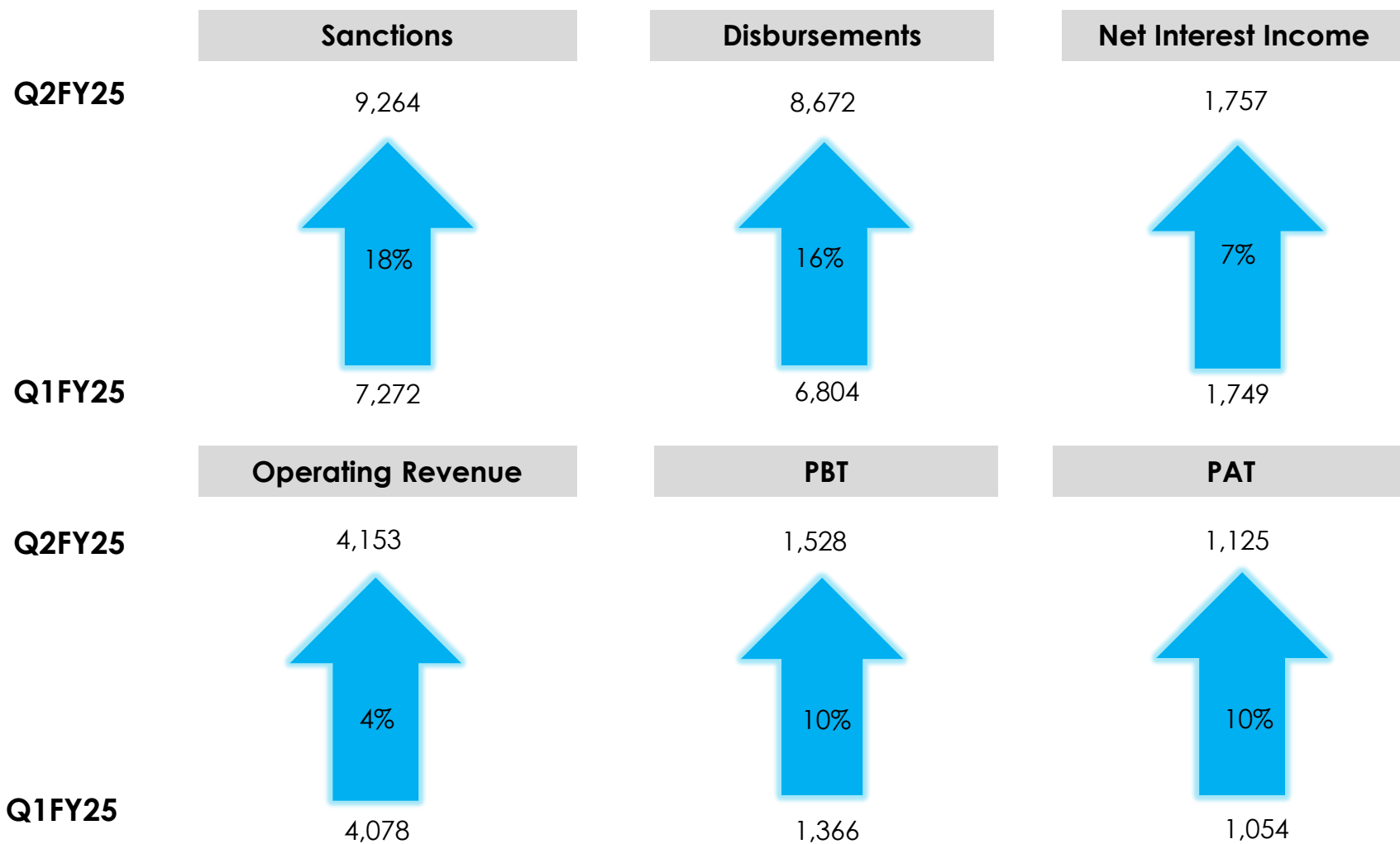
Key Indicators – Q2FY25 vs Q2FY24

Figures in Rs million



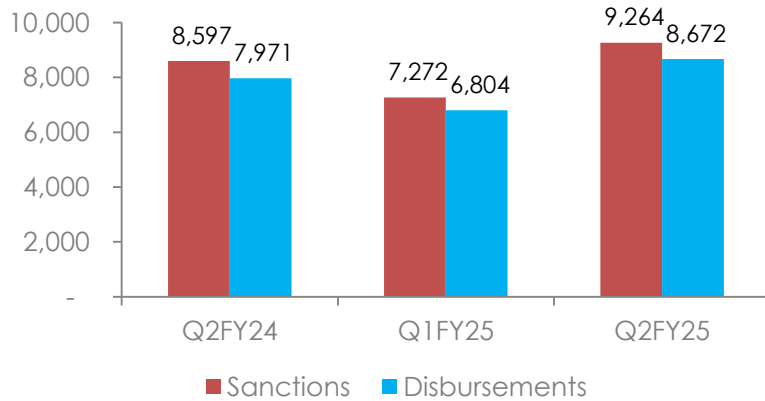
Key Indicators – Q2FY25 vs Q1FY25

Figures in Rs million

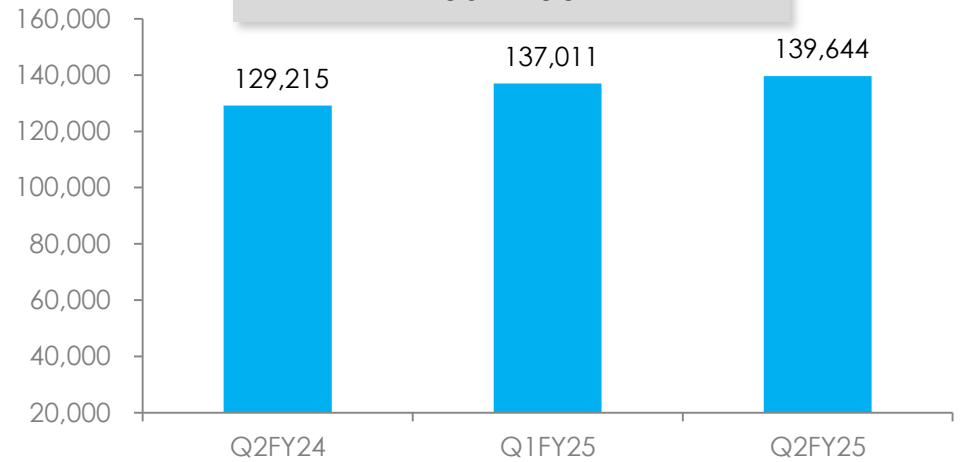


Figures in Rs million

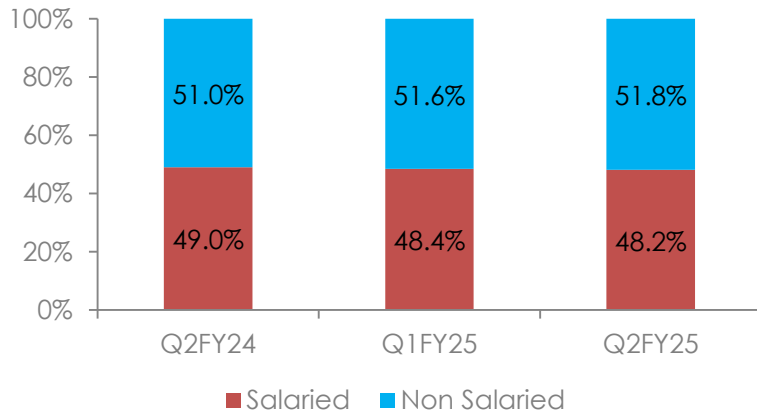
Sanctions and Disbursements



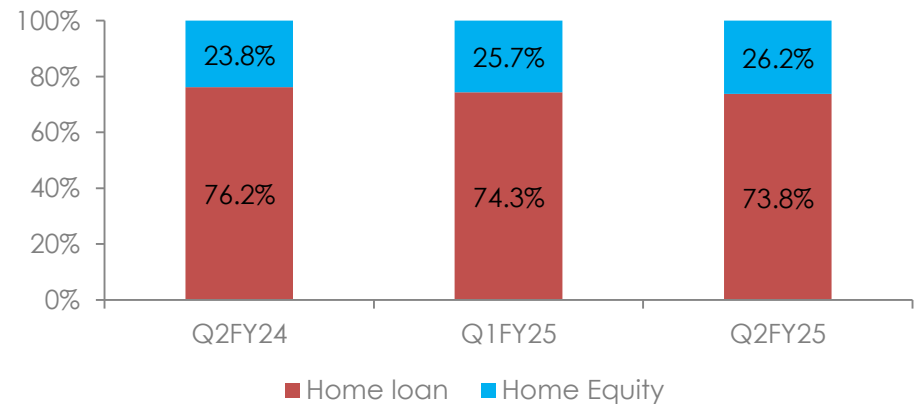
Loan Book



Loan book composition



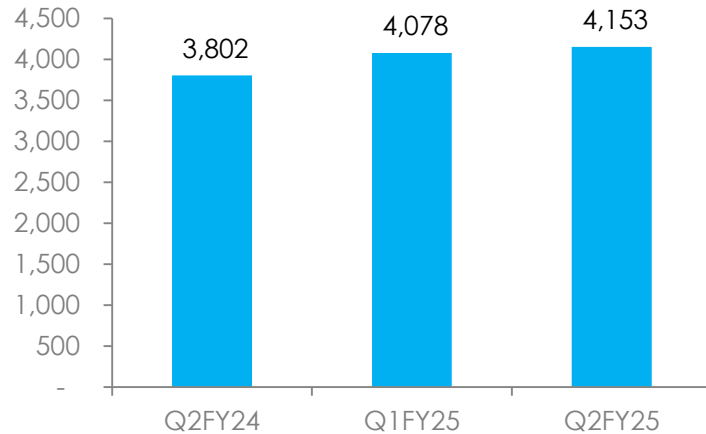
Mix of Loan Portfolio



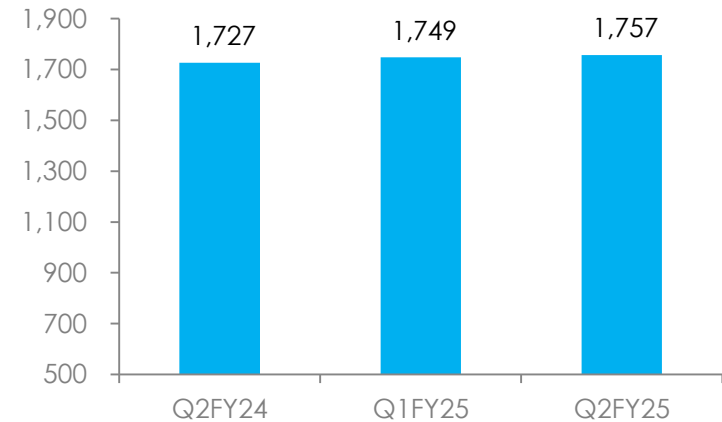
Income and earnings growth

Figures in Rs million

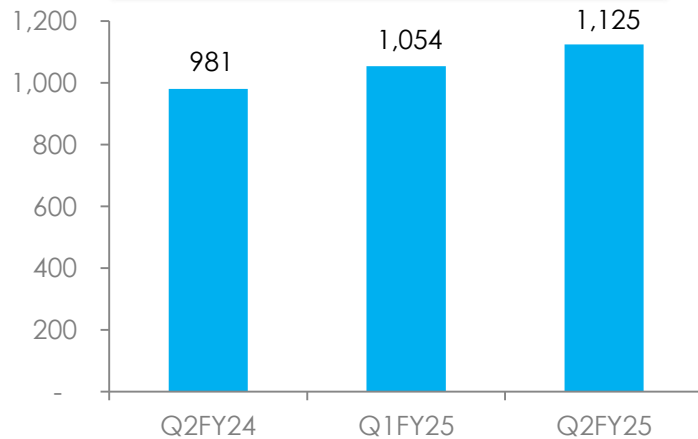
Income from Operations



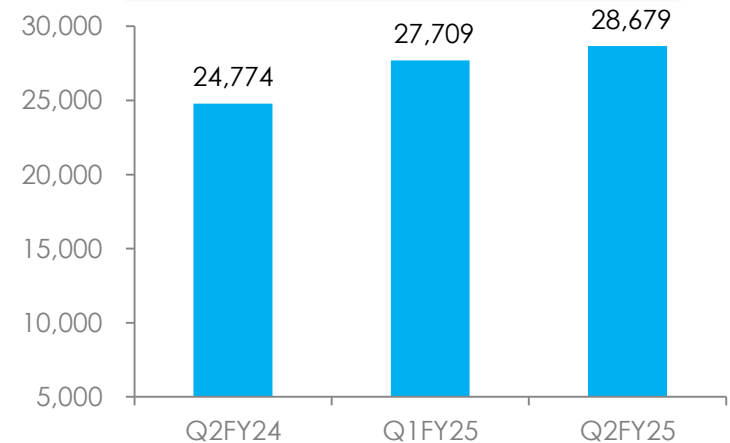
Net interest income



Net profit

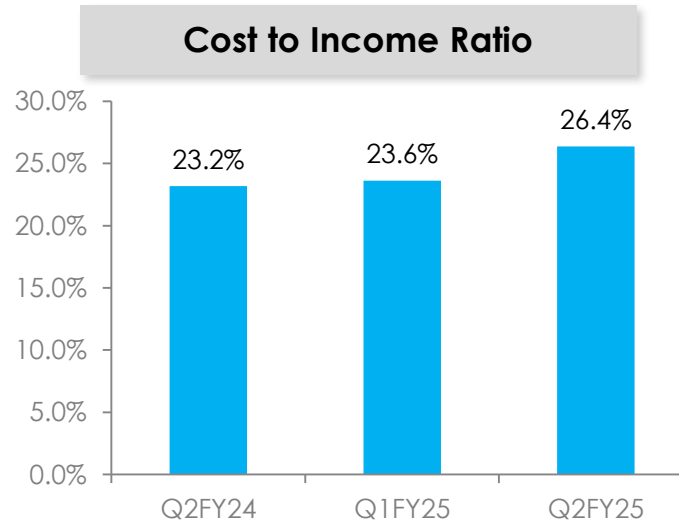
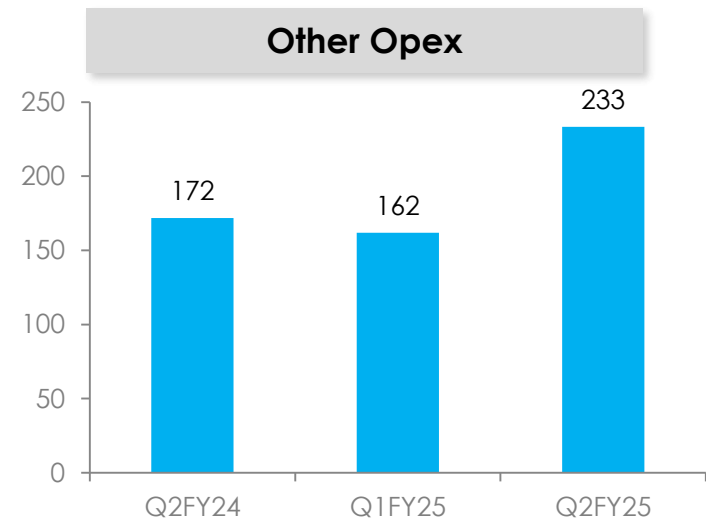
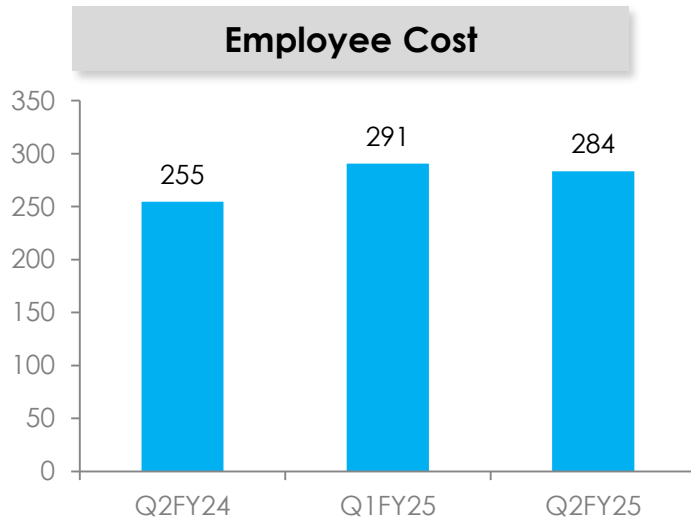


Net worth



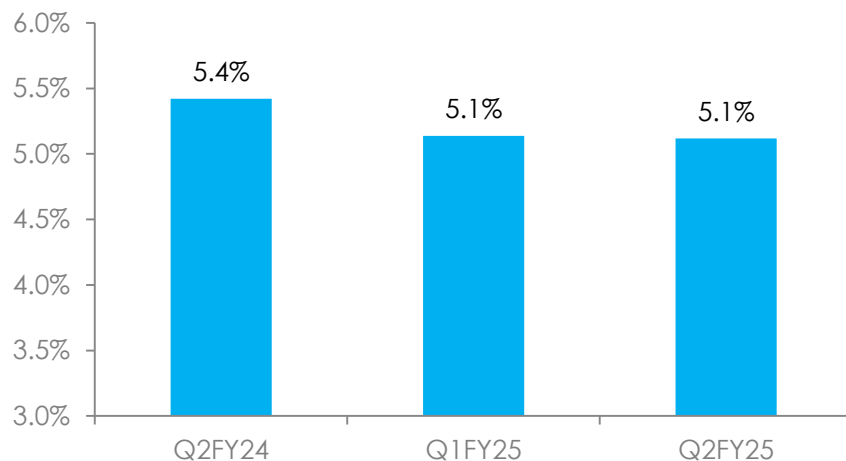
Operating cost

Figures in Rs million

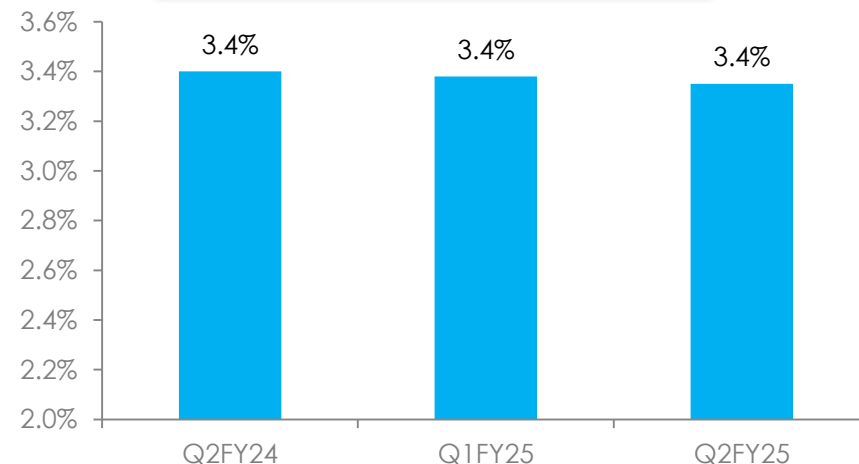


Quarterly Profitability ratios

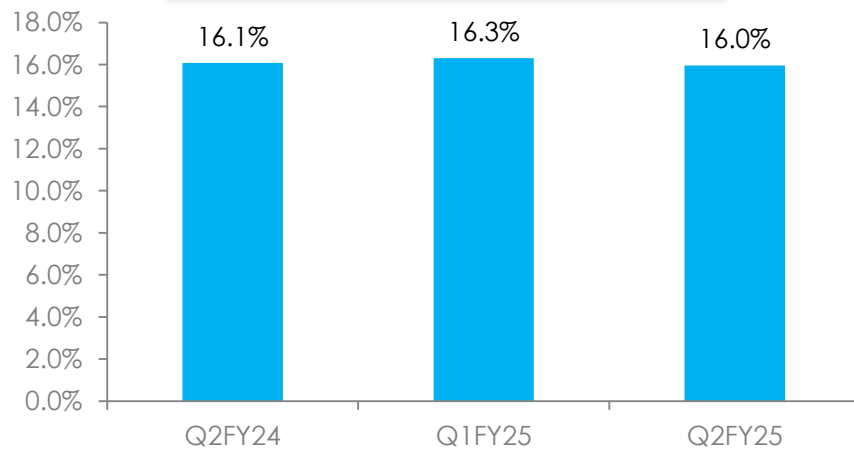
Net Interest Margin



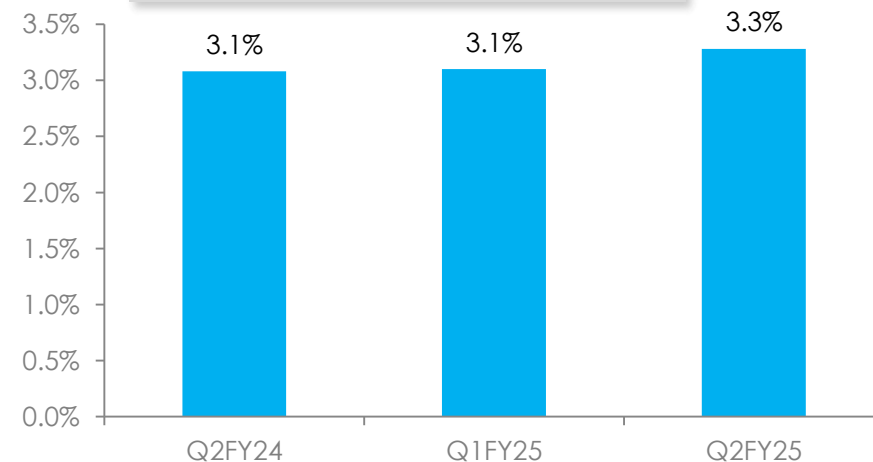
Spread



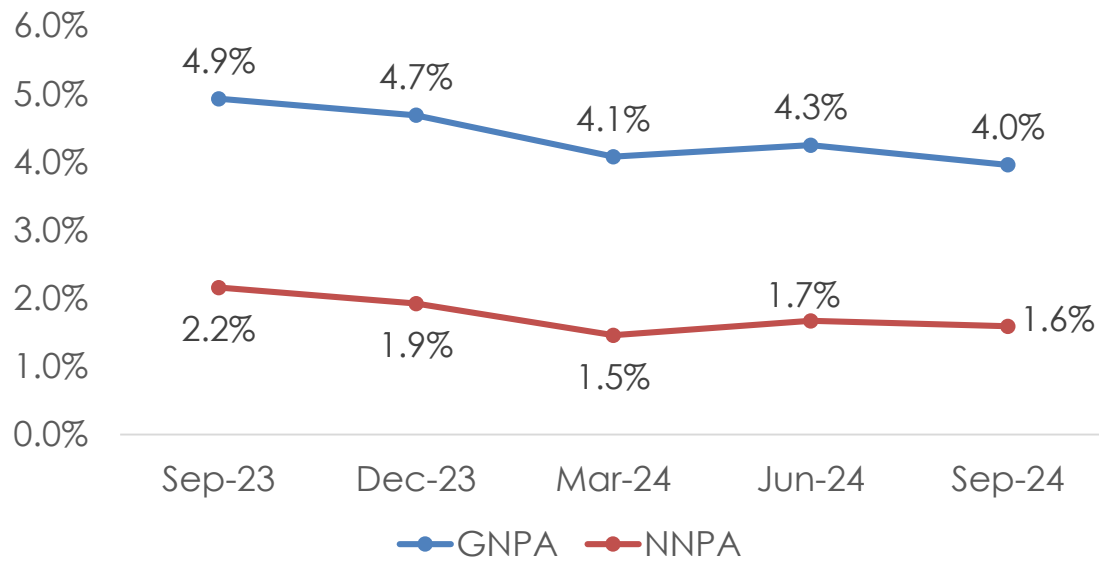
Return on Equity



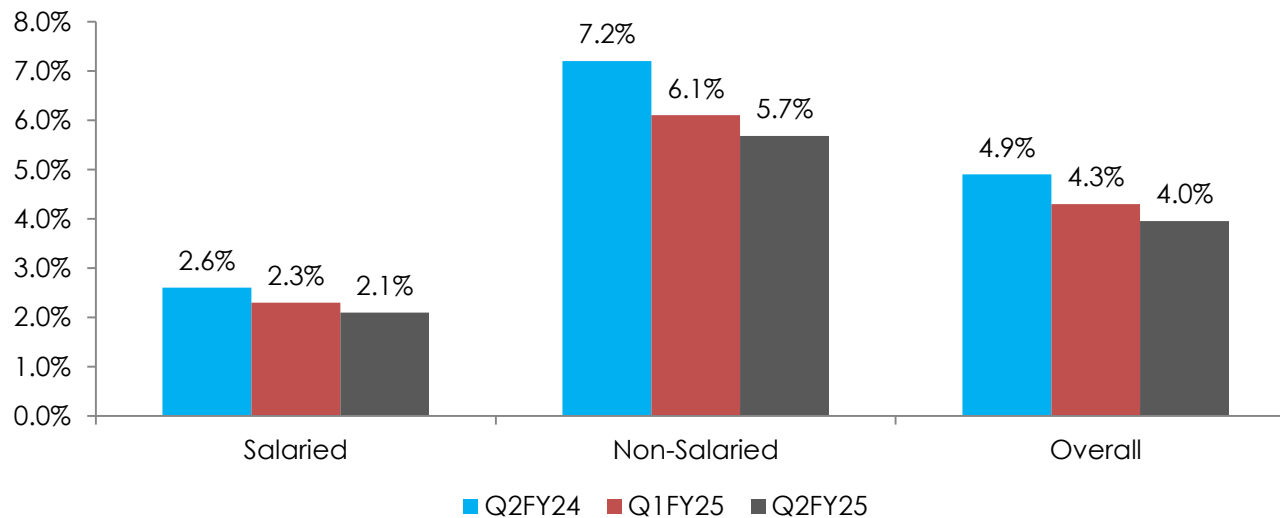
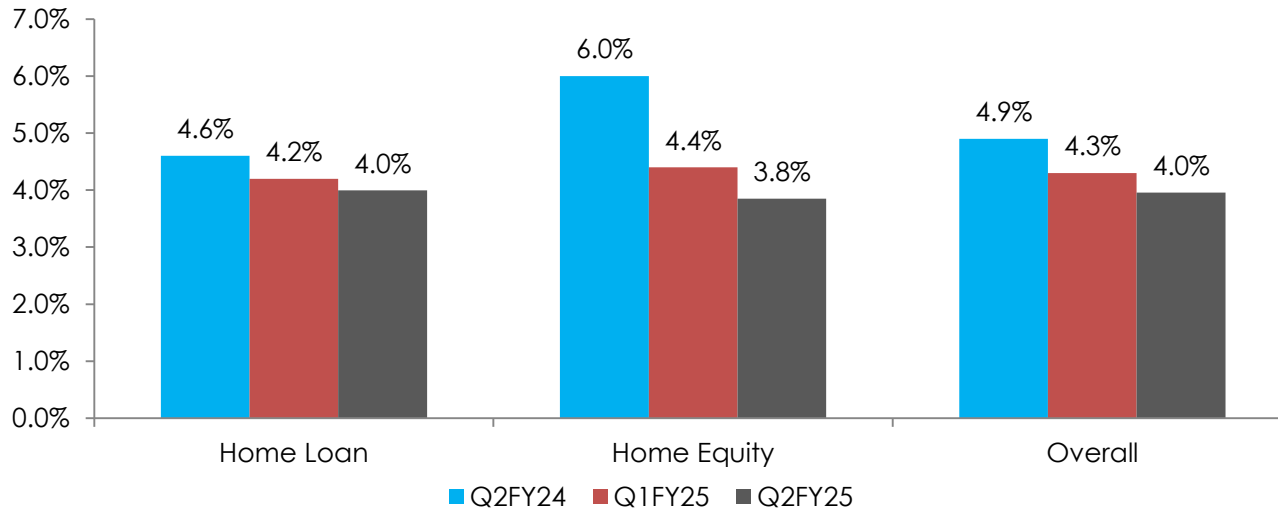
Return on Assets



Asset Quality



Product / Occupation mix wise GNPA(%)



ECL provision

Figures in Rs million

	Q2FY24	Q1FY25	Q2FY25
Gross Stage 3*	6,371	5,826	5,524
% portfolio in Stage 3	4.9%	4.3%	3.9%
ECL provision - Stage 3	3,655	3,600	3,354
Net - Stage 3*	2,716	2,226	2,170
Coverage ratio - Stage 3	57.4%	61.8%	60.7%
Gross Stage 1 & 2*	1,22,844	1,31,185	1,34,120
% portfolio in Stage 1 & 2	95.1%	95.7%	96.0%
Total ECL provision	5,256	5,193	4,891

* Principal Outstanding

Stage-wise Movement

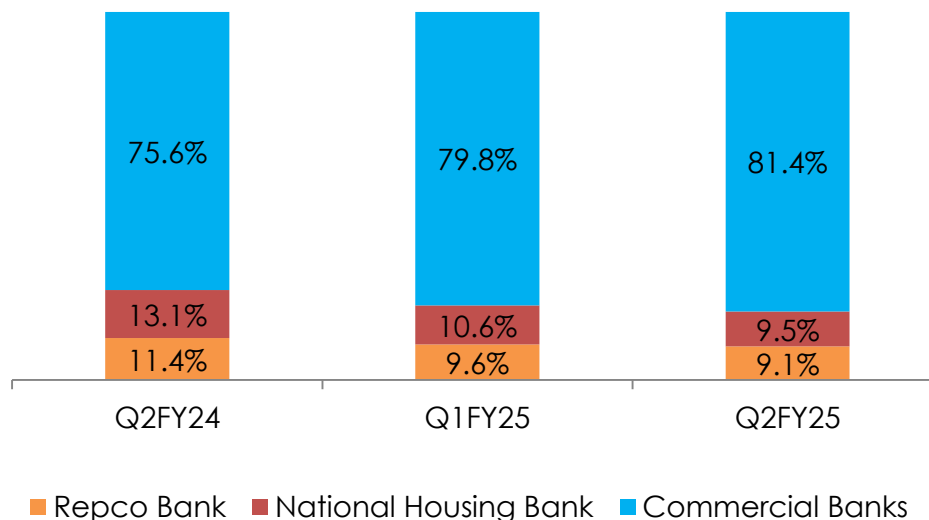
Figures in Rs. million

Particulars	Sep'23		June'24		Sep'24	
	AUM	%	AUM	%	AUM	%
Stage-1	1,06,503	82.42%	1,15,222	84.10%	1,18,812	85.08%
Stage-2	16,341	12.65%	15,963	11.65%	15,308	10.96%
Stage-3	6,371	4.93%	5,826	4.25%	5,524	3.96%
Grand Total	1,29,215	100.00%	1,37,011	100.00%	1,39,644	100.00%

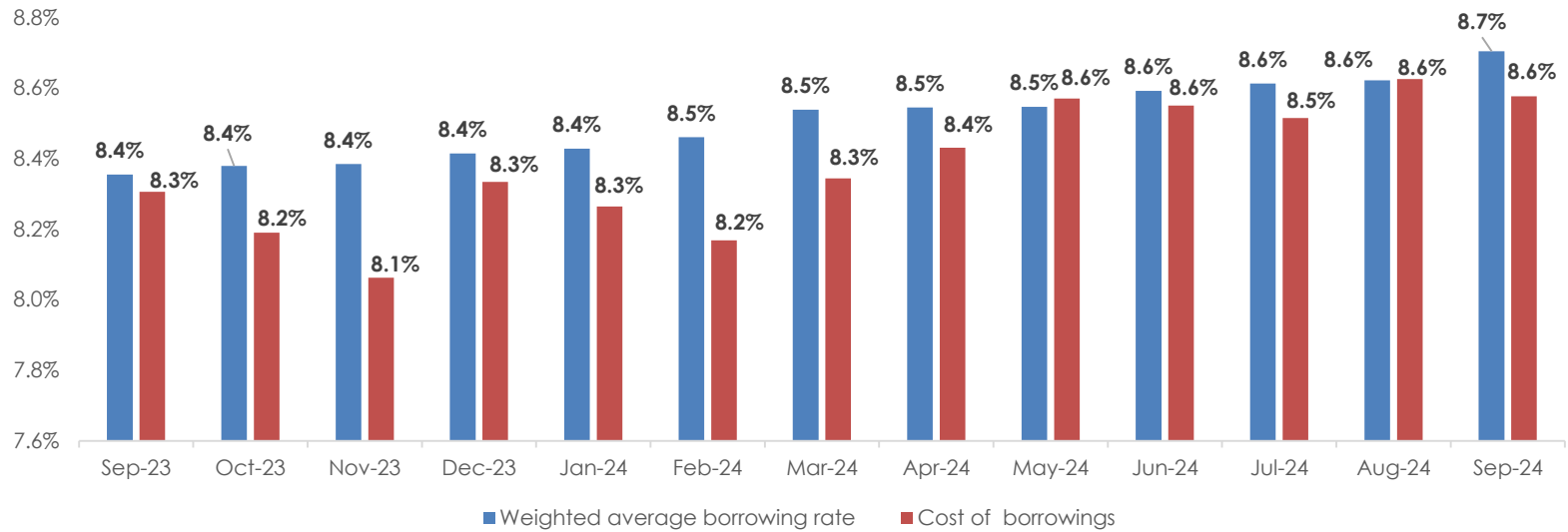
Amounts have been rounded off to the nearest million

Borrowing profile

Source (Rs Mn)	Average cost	Q2FY24	Q1FY25	Q2FY25	% change (Y-o-Y)
National Housing Bank	8.06%	13,152	11,602	10,874	-17%
Commercial Banks	8.81%	75,905	87,055	93,280	23%
Repco Bank	8.40%	11,412	10,482	10,473	-8%
Total	8.70%	1,00,470	1,09,140	1,14,627	

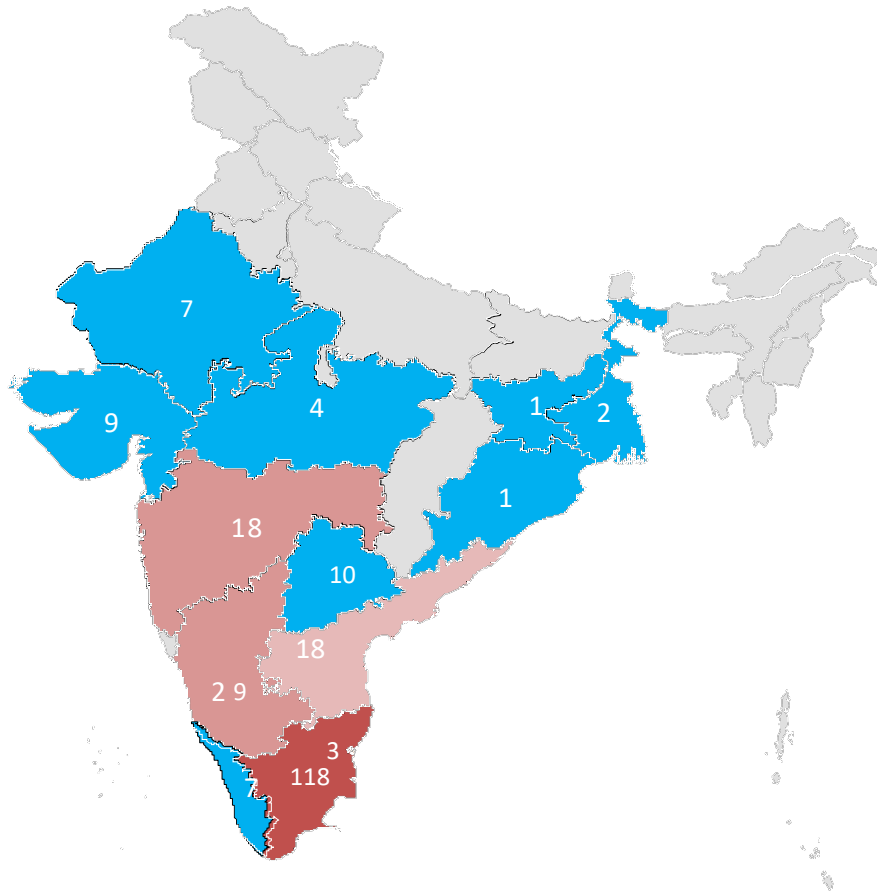


Movement in borrowing cost



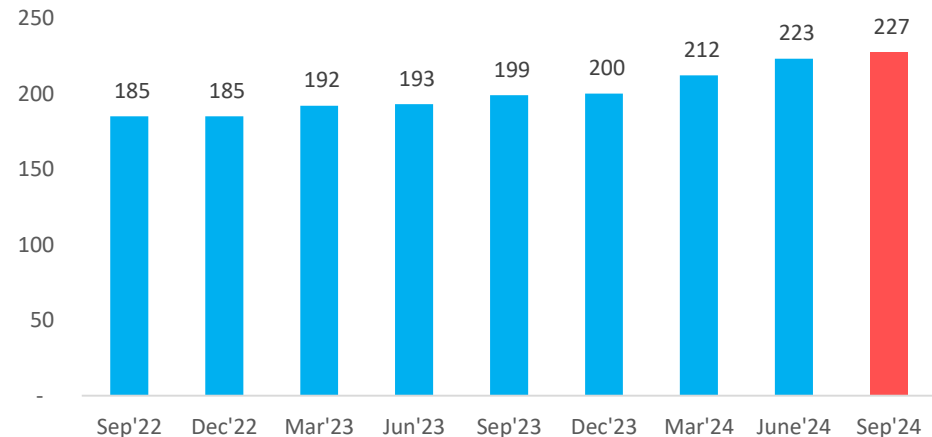
Geographic Presence

Branch Network

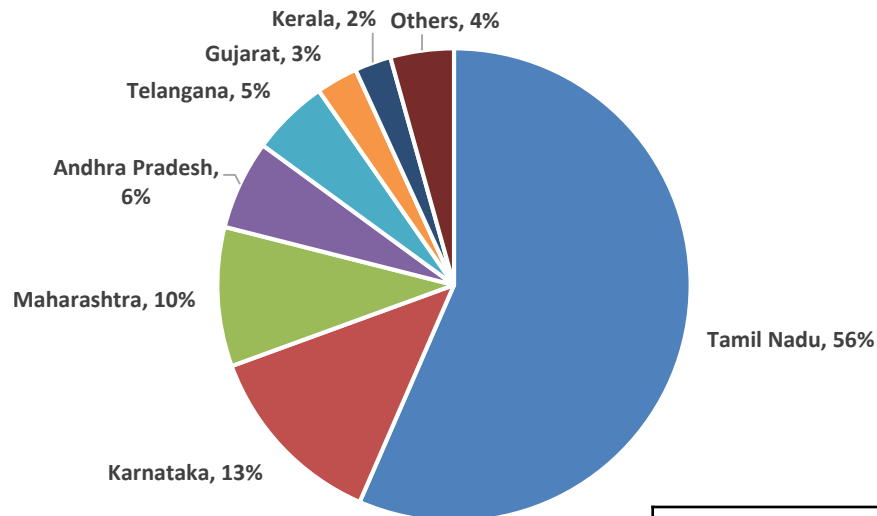


- ◆ Present in 12 states and 1 Union Territory with 184 branches and 43 satellite centers.
- ◆ Additionally, we have 2 asset recovery branches.
- ◆ Presence beyond South: branches in West Bengal, Odisha, Maharashtra, Jharkhand, Gujarat, Madhya Pradesh & Rajasthan.

Network



Region-wise loan book

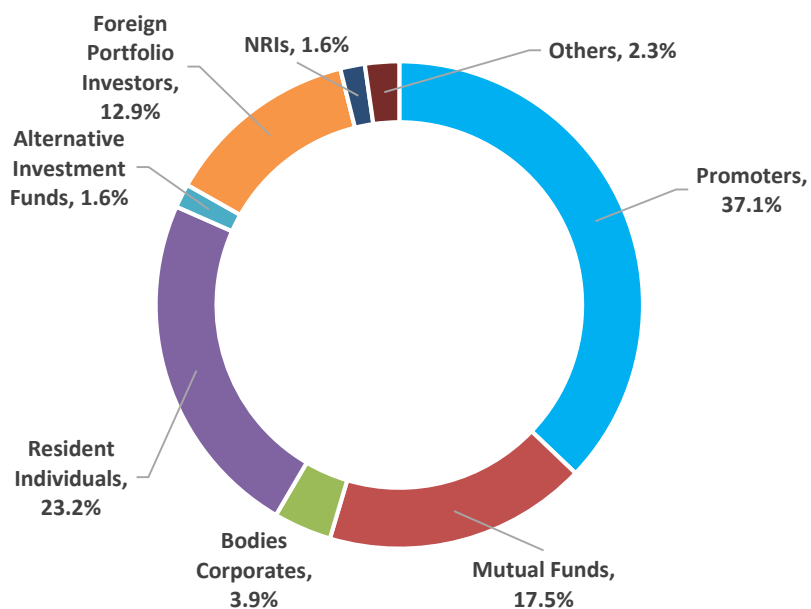


States	Exposure			Annualised Growth	
	Q2FY24	Q1FY25	Q2FY25	Y-o-Y	Q-o-Q
Tamil Nadu	56.9%	56.4%	56.4%	7%	8%
Karnataka	13.0%	12.9%	12.9%	8%	8%
Maharashtra	9.4%	9.6%	9.7%	11%	9%
Andhra Pradesh	6.0%	6.1%	6.1%	10%	6%
Telangana	5.1%	5.3%	5.3%	13%	10%
Gujarat	3.0%	2.9%	2.8%	3%	4%
Kerala	2.6%	2.5%	2.5%	1%	3%
Others	4.1%	4.3%	4.3%	14%	9%
Grand Total	100%	100%	100%	8%	2%

Annexure

Shareholding pattern

Outstanding shares – 62.6 Mn



Major Non-Promoter Shareholders	%
HDFC Mutual Fund	6.0%
Aditya Birla Sun Life Mutual Fund	5.0%
Evli Emerging Frontier Fund	2.4%
SG Jokaland Holdings LLC	1.8%
Fidelity Asian Values LLC	1.6%
Bandhan-Fund	1.6%
Tata Mutual Fund	1.2%

Profit and loss statement

Figures in Rs million

(Rs. Million)	Q2FY25	Q1FY25	QOQ (%)	Q2FY24	YoY (%)
<u>Income:</u>					
Revenue from operations	4,153	4,078	2%	3,802	9%
Other income	127	84	51%	38	239%
Total Income	4,280	4,163	3%	3,839	11%
<u>Expenses:</u>					
Interest and other financial charges	2,396	2,330	3%	2,075	15%
Employee benefit expense	284	291	-2%	255	11%
Depreciation and amortization expense	93	37	148%	38	141%
Other expenses	141	124	13%	133	5%
Provisions & write-offs	-160	14	-1213%	16	-1101%
Total Expenses	2,752	2,797	-2%	2,517	9%
Profit before tax	1,528	1,366	12%	1,322	16%
<u>Tax expense:</u>					
Current tax	282	268	5%	272	4%
Deferred Tax	120	44	174%	69	74%
Net Profit/(Loss)	1,125	1,054	7%	981	15%
Other Comprehensive Income	0	0	-300%	0	-109%
Total Comprehensive Income	1,125	1,054	7%	981	15%

Relative performance – Y-o-Y

Particulars	Units	Q2FY24	Q2FY25
Sanctions	Rs. Mn	8,597	9,264
Disbursements	Rs. Mn	7,971	8,672
Net interest income	Rs. Mn	1,727	1,757
PAT	Rs. Mn	981	1,125
NIM	%	5.4	5.1
Yield on assets	%	11.8	12.1
Cost of funds	%	8.4	8.8
Spread	%	3.4	3.4
Return on assets	%	3.1	3.3
Return on equity	%	16.1	16.0

Relative performance – Q-o-Q

Particulars	Units	Q1FY25	Q2FY25
Sanctions	Rs. Mn	7,272	9,264
Disbursements	Rs. Mn	6,804	8,672
Net interest income	Rs. Mn	1,749	1,757
PAT	Rs. Mn	1,054	1,125
NIM	%	5.1	5.1
Yield on assets	%	12.0	12.1
Cost of funds	%	8.6	8.8
Spread	%	3.4	3.4
Return on assets	%	3.1	3.3
Return on equity	%	16.3	16.0

For any queries, please contact:

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Chief Operating Officer

Repco Home Finance Limited

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