

**RHFL/SE/71/2022-23**

**13<sup>th</sup> February, 2023**

BSE Limited  
Phiroze Jeejeebhoy Towers,  
26<sup>th</sup> Floor, 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: Investor Presentation on financial results for the quarter and nine months ended on 31<sup>st</sup> December, 2022**

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, 2022.

This is submitted for your information and records.

Thanking You,  
Yours Faithfully,  
For Repco Home Finance Limited

Ankush Tiwari  
Company Secretary & Compliance Officer



**REPCO HOME FINANCE LIMITED**  
(Promoted by REPCO BANK - Govt. of India Enterprise)



**Earnings Presentation  
Q3FY23**



[www.repcohome.com](http://www.repcohome.com)

# Agenda

Repco Home Finance Limited

- ◆ **Q3FY23 Performance**
  - ▶ Business summary
  - ▶ Financial performance
  - ▶ Borrowing profile
  
- ◆ **Geographic Presence**
  - ▶ Footprint
  - ▶ Region-wise loan book
  
- ◆ **Annexure**

## **Q3FY23 Performance**

# Business summary



Repco Home Finance Limited

Loans outstanding -  
Rs. 1,21,963 mn

Net worth  
Rs. 22,407 mn

Total capital adequacy ratio  
36.7%

Average loan per unit  
Rs. 1.2 mn

Number of live accounts  
1,03,932

Employee strength - 958

GNPA – 6.2%

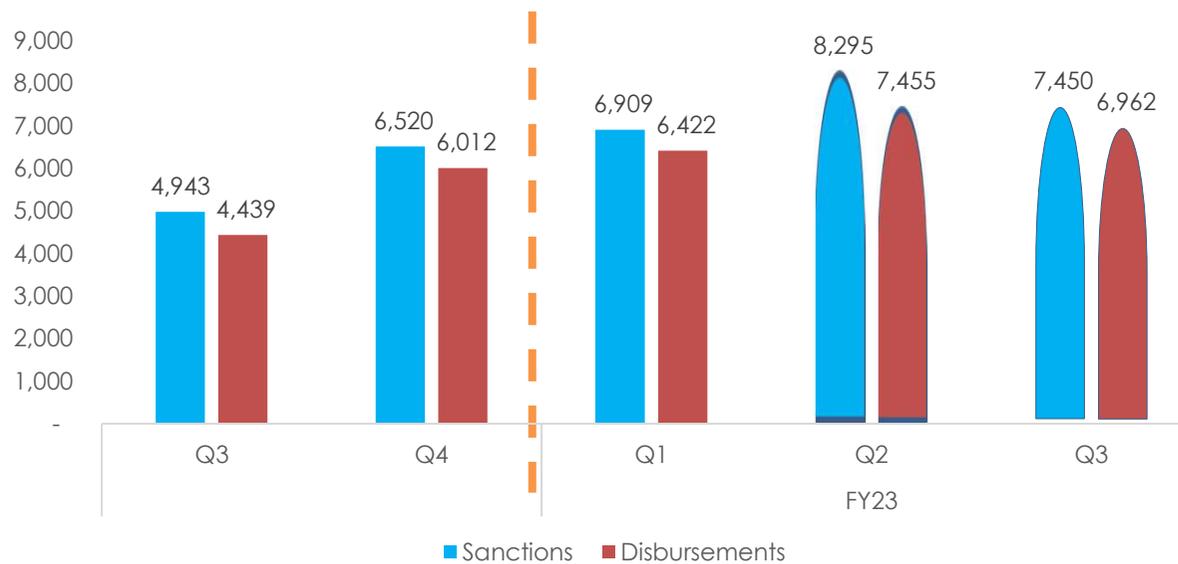
ECL provision(%)- 4.2%

# Business performance momentum



Repco Home Finance Limited

Figures in Rs million

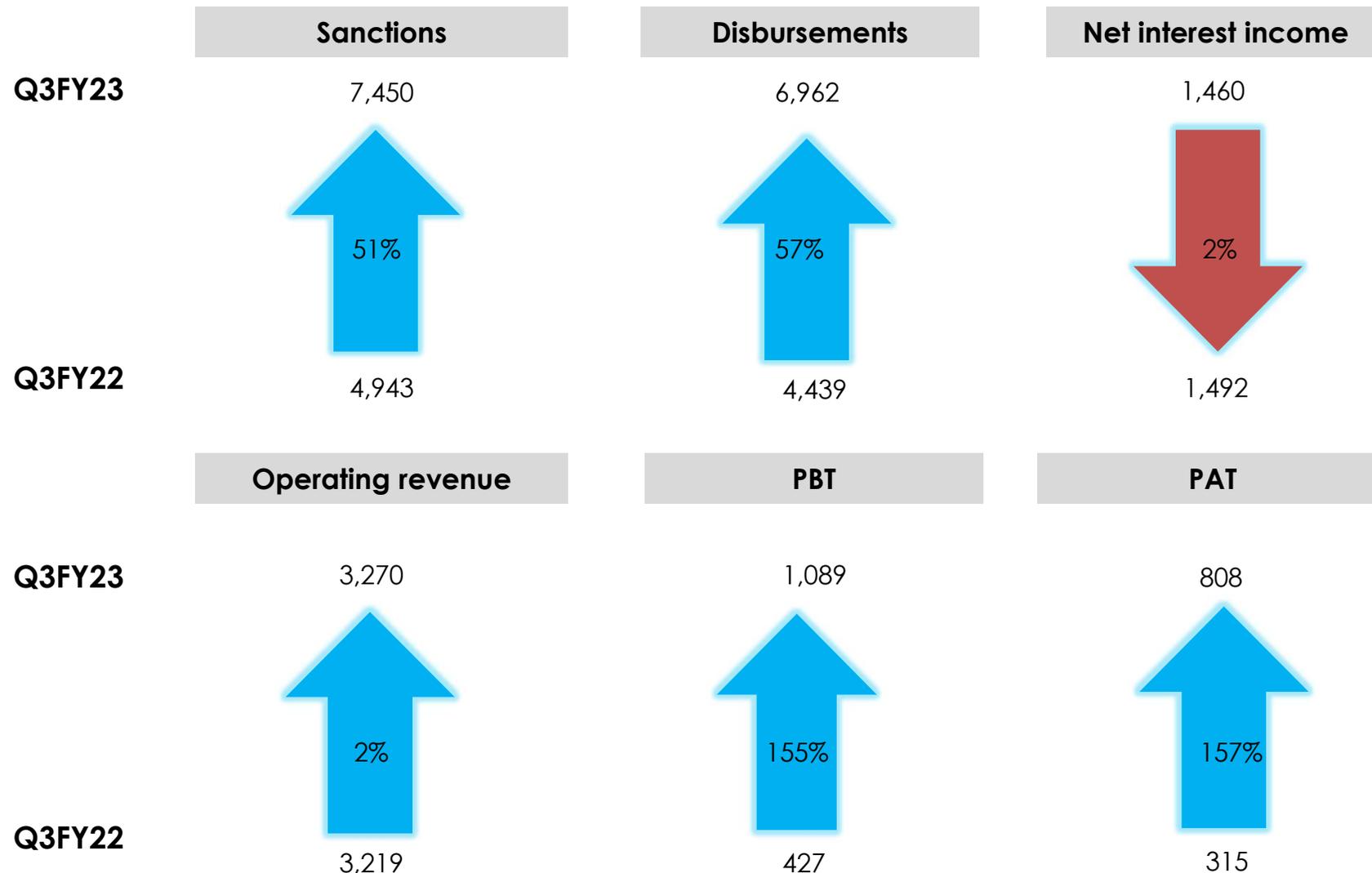


Note – The Company did not acquire any loan pool during Q3FY23.

# Key indicators – Q3FY23 vs Q3FY22

Repco Home Finance Limited

Figures in Rs million



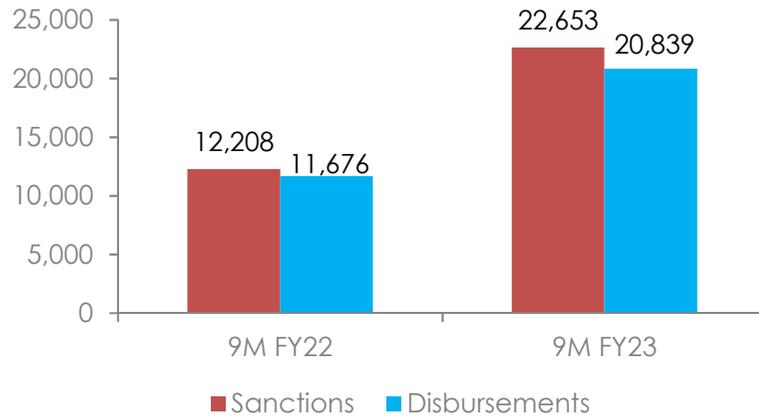
# Asset book



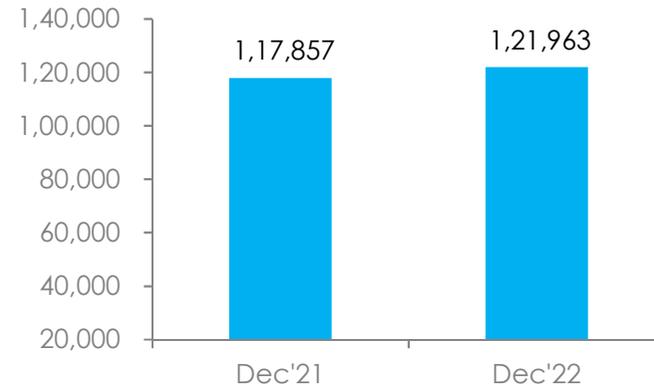
## Repco Home Finance Limited

Figures in Rs million

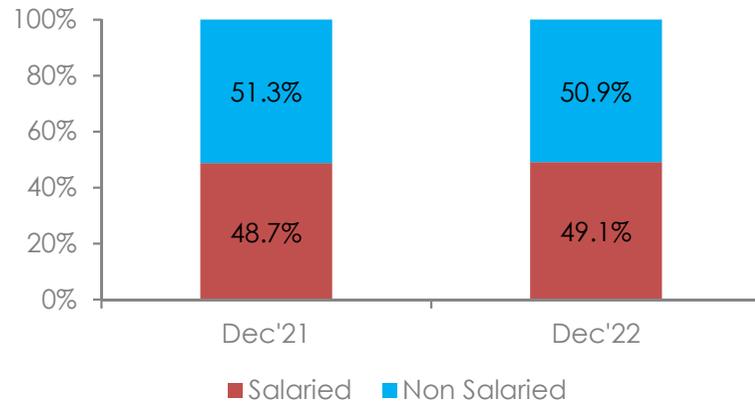
### Sanctions and disbursements



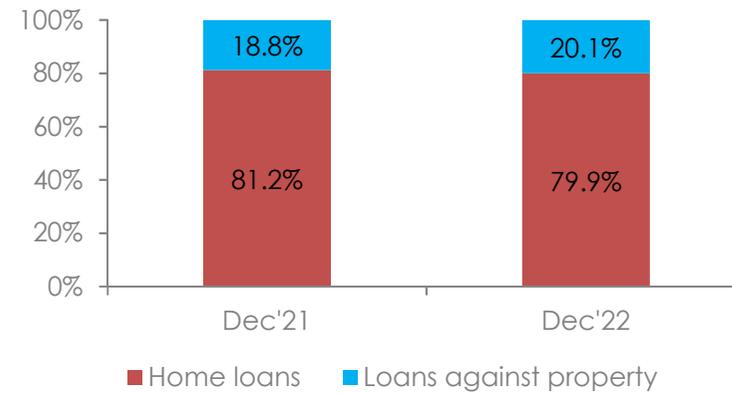
### Loan Book



### Loan book composition



### Mix of loan portfolio

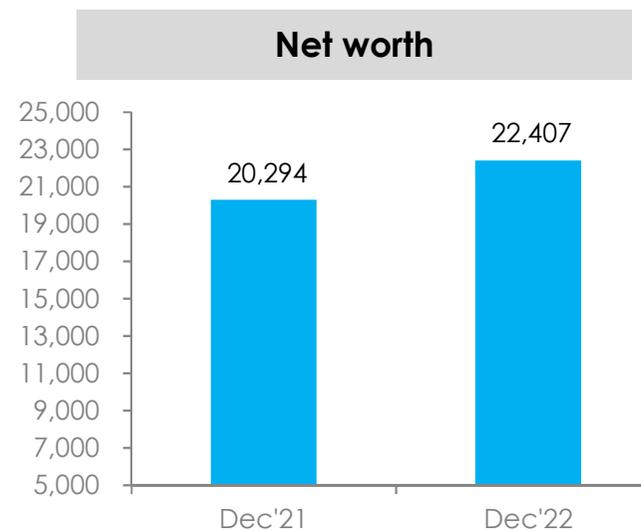
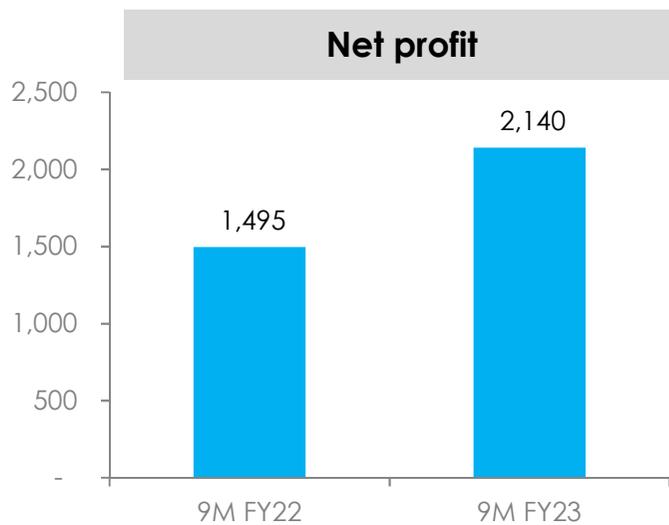
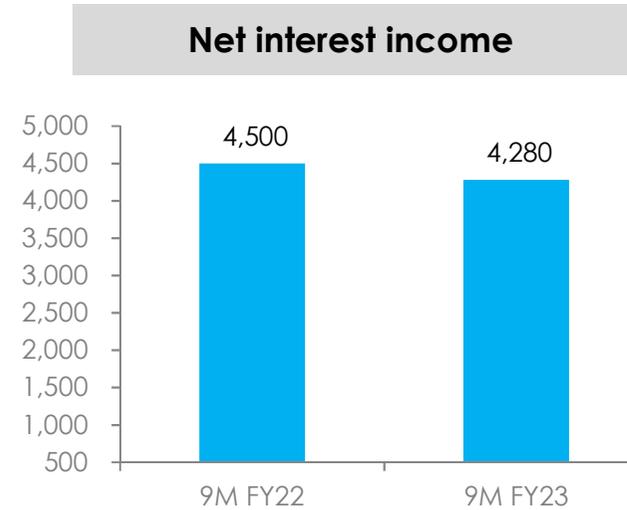
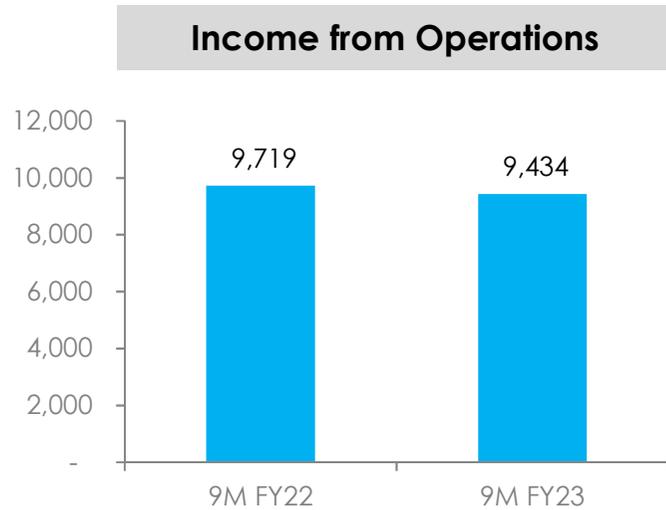


# Income and earnings growth



Repco Home Finance Limited

Figures in Rs million

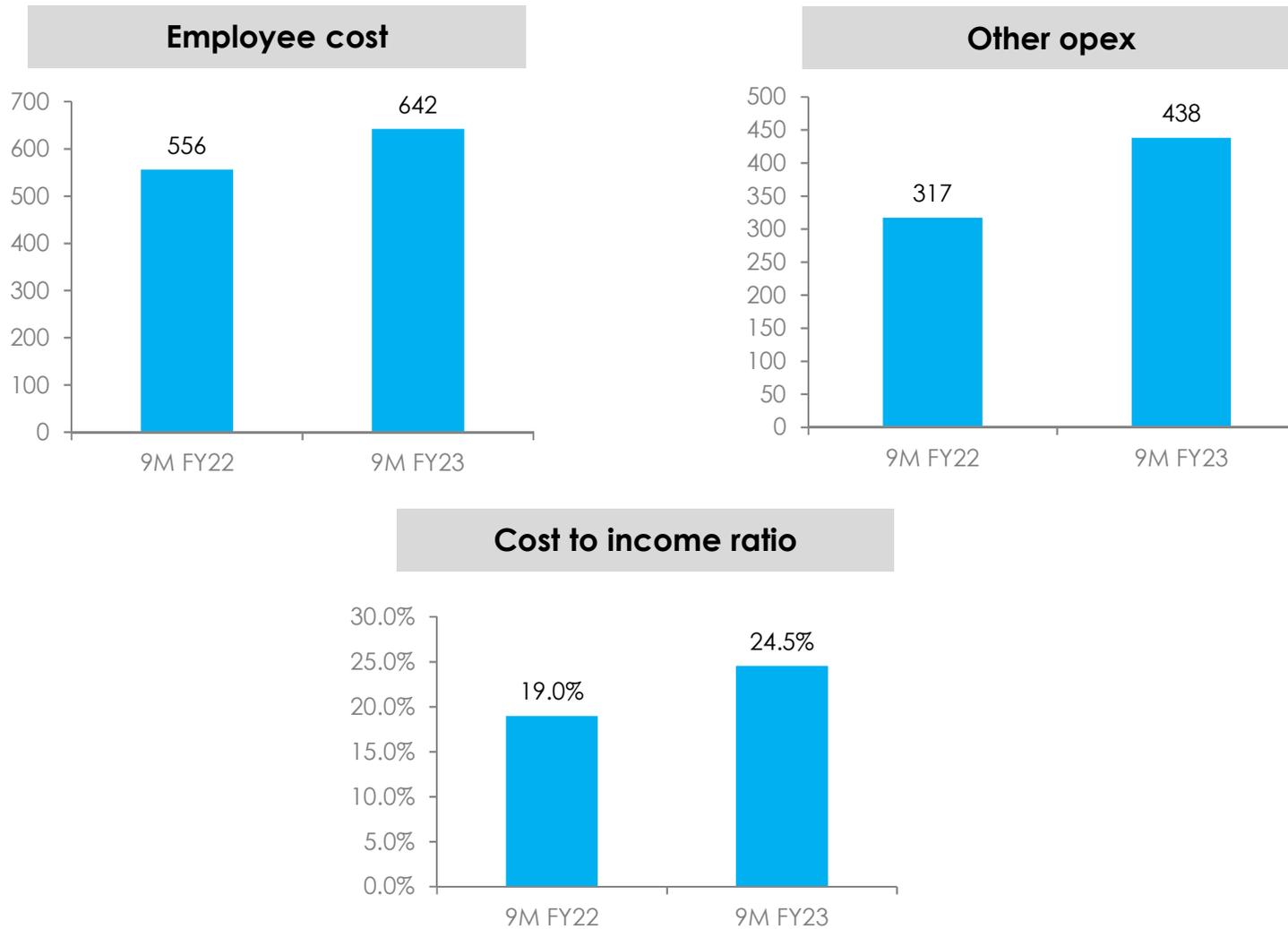


# Operating cost



Repco Home Finance Limited

Figures in Rs million

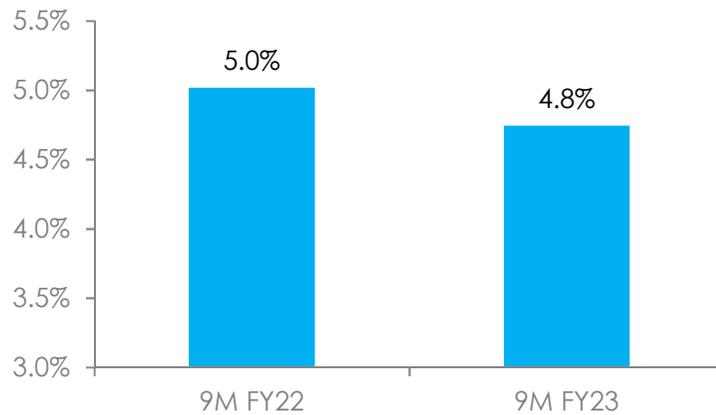


# Profitability ratios

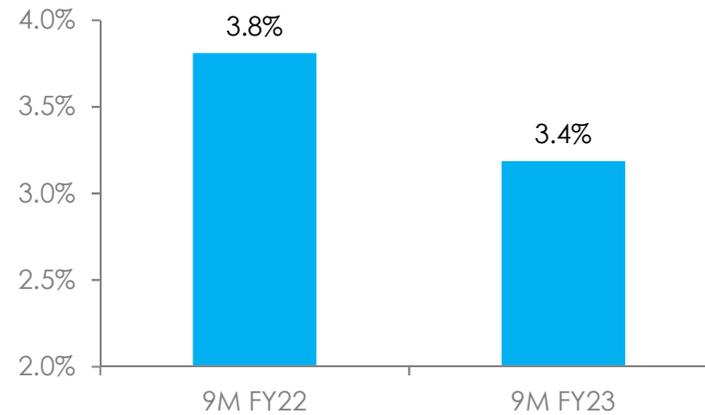


Repc Home Finance Limited

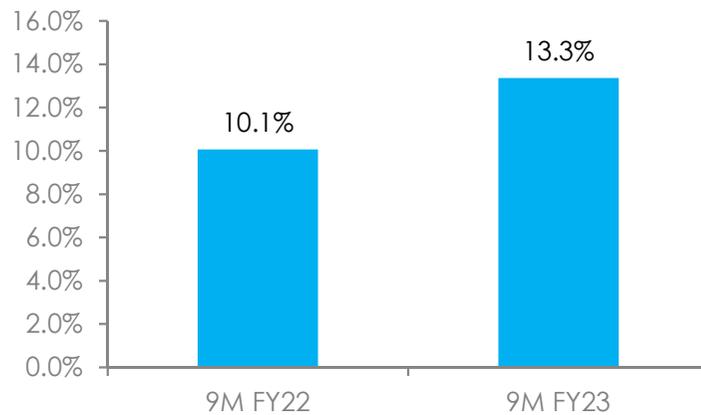
### Net interest margin



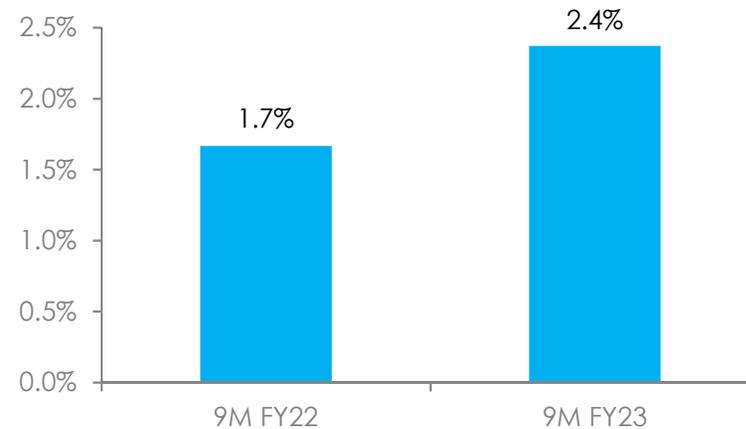
### Spread



### Return on equity



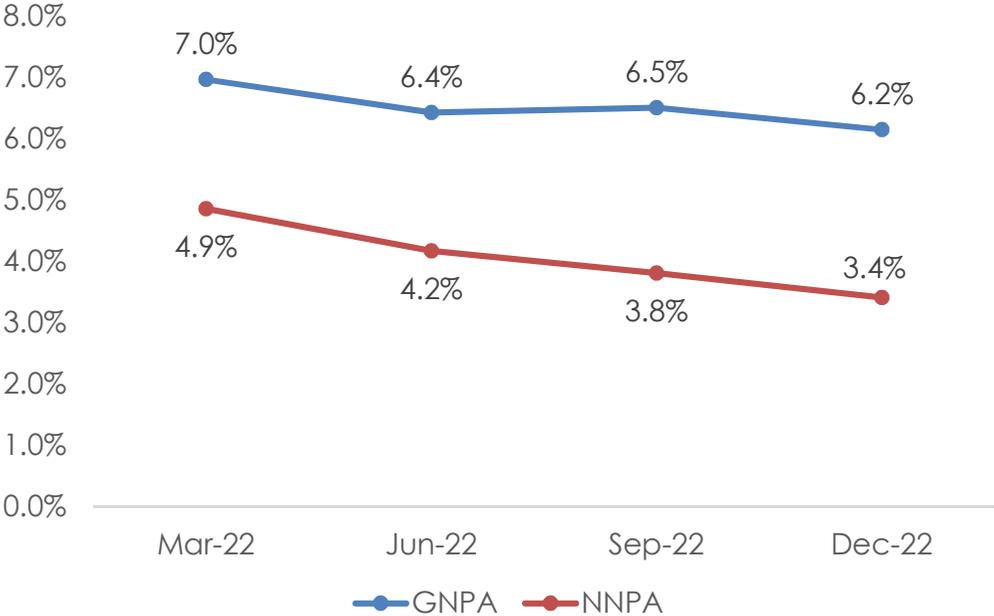
### Return on assets



# Asset quality



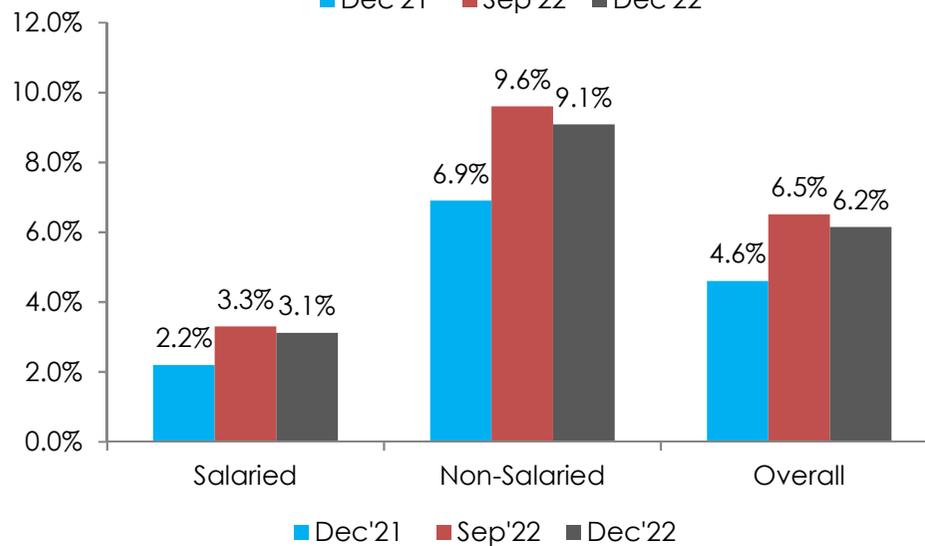
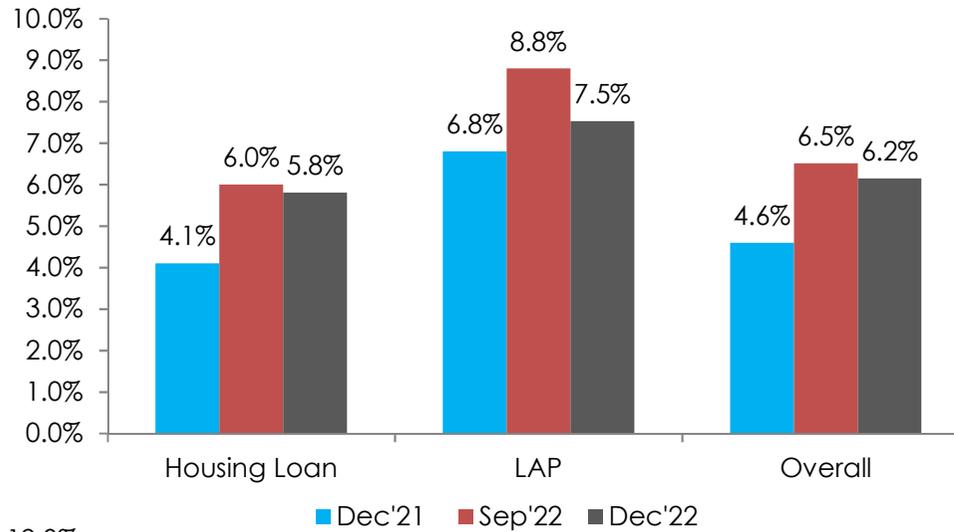
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# Product mix / Occupation wise GNPA(%)



Repco Home Finance Limited



# ECL provision



**Repco Home Finance Limited**

Figures in Rs million

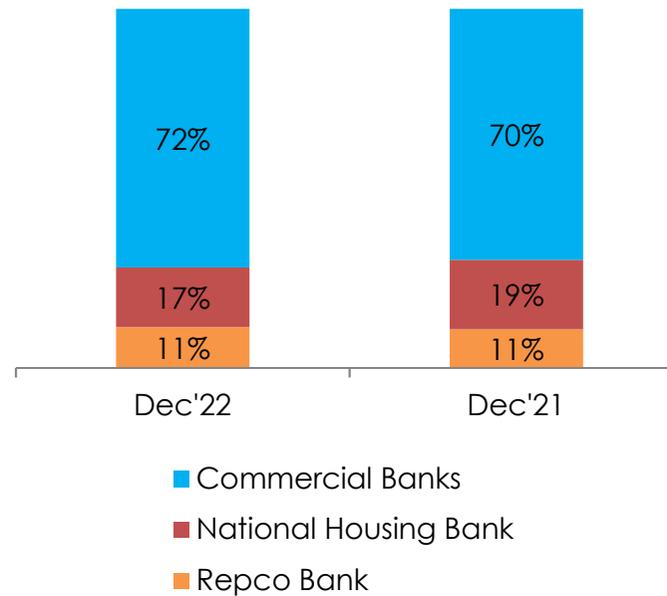
	<b>Dec'21</b>	<b>Sep'22</b>	<b>Dec'22</b>
Gross Stage 3	8,233	7,860	7,503
% portfolio in Stage 3	7.0%	6.5%	6.2%
ECL provision - Stage 3	2,477	3,386	3,465
Net - Stage 3	5,756	4,474	4,038
Coverage ratio - Stage 3	30.1%	43.1%	46.2%
Gross Stage 1 & 2	1,09,623	1,12,817	1,14,460
% portfolio in Stage 1 & 2	93.0%	93.5%	93.8%
ECL provision % - Overall	3.5%	4.3%	4.2%

# Borrowing profile



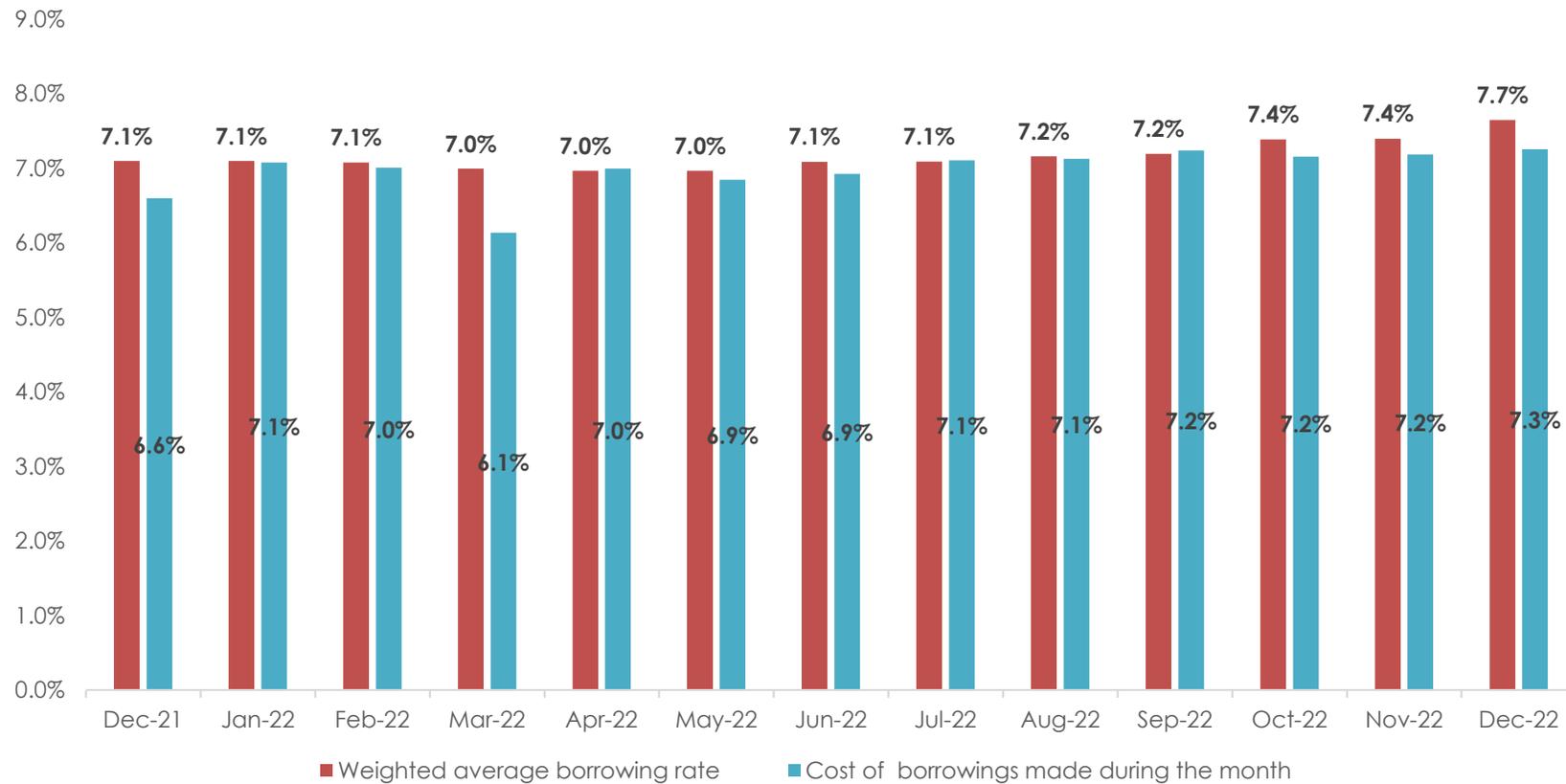
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Source (Rs mn)	Average cost (Dec'22)	Dec'21	Sep'22	Dec'22	% change (Y-o-Y)
National Housing Bank	6.73%	18,588	16,813	15,835	-15%
Repco Bank	7.65%	10,308	10,382	10,914	6%
Commercial Banks	7.89%	67,222	69,159	69,206	3%
<b>Total</b>	<b>7.67%</b>	<b>96,118</b>	<b>96,354</b>	<b>95,955</b>	



# Movement in borrowing cost

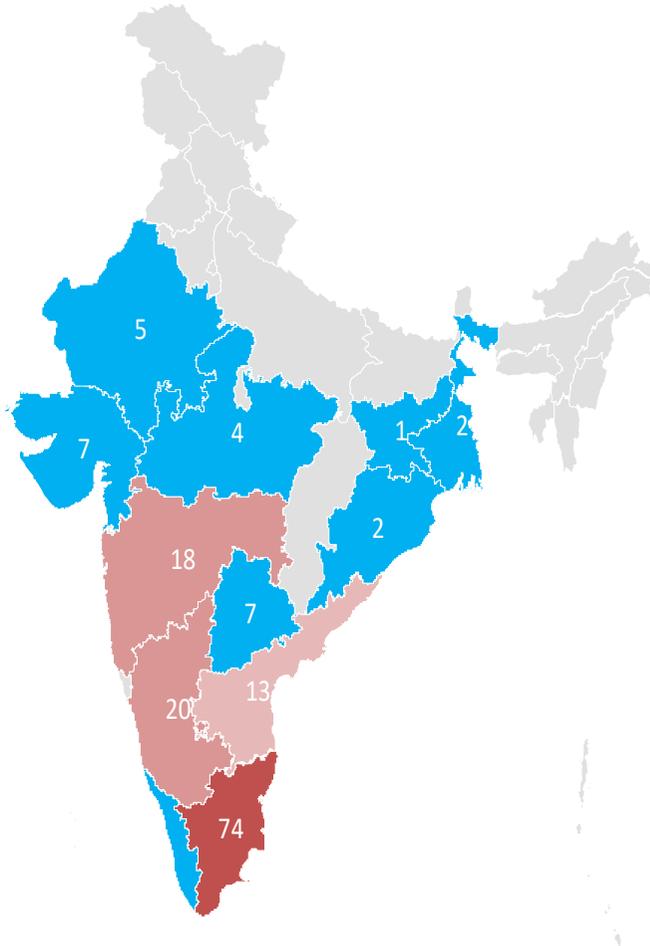
Repco Home Finance Limited



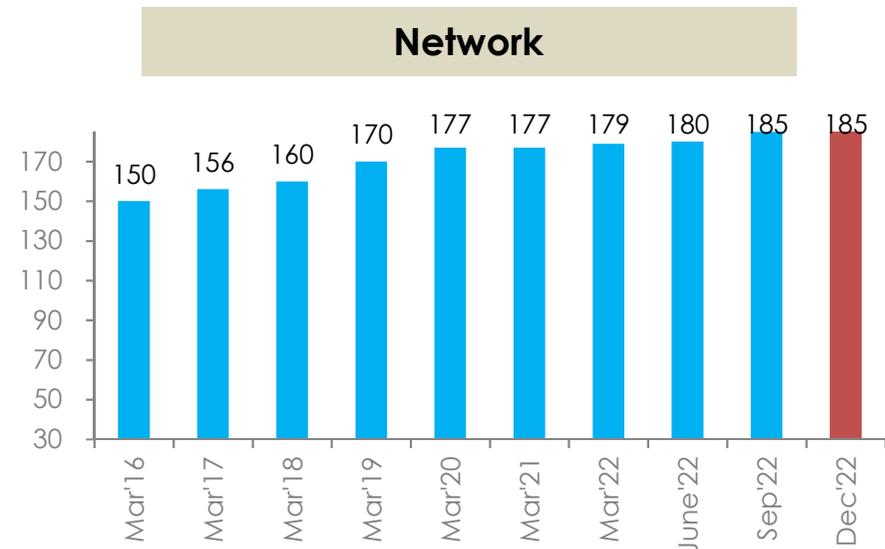
# Geographic Presence

# Network

## Branch network



- ◆ Present in 12 states and 1 Union Territory with 160 branches and 25 satellite centers.
- ◆ Additionally, we have 2 asset recovery branches.
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh & Rajasthan.

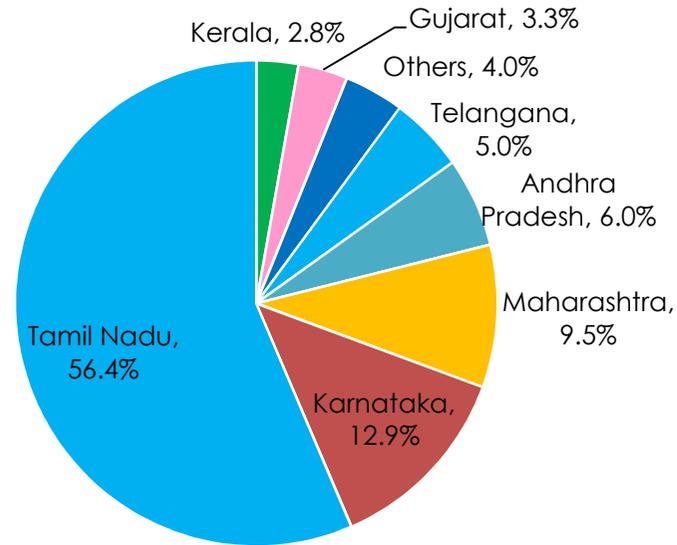


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# Region-wise loan book



RepcO Home Finance Limited



Annualized

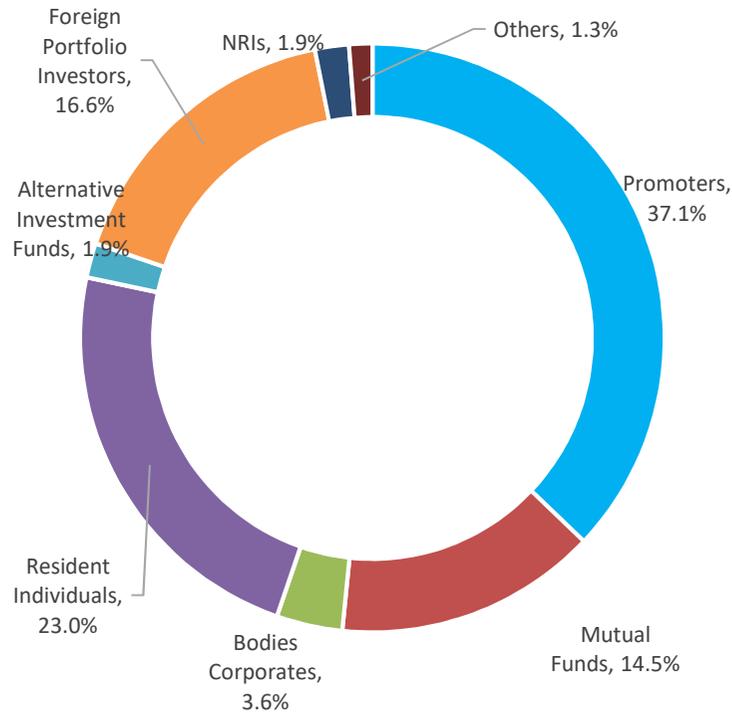
States	Exposure			YoY growth	QoQ growth
	Dec'21	Sep'22	Dec'22		
Kerala	3.0%	2.9%	2.8%	-3%	-3%
Gujarat	3.7%	3.4%	3.3%	-7%	-11%
Others	3.7%	3.2%	4.0%	12%	109%
Telangana	4.7%	4.9%	5.0%	10%	11%
Andhra Pradesh	5.8%	5.9%	6.0%	7%	9%
Maharashtra	9.7%	9.6%	9.5%	1%	-1%
Karnataka	13.3%	12.9%	12.9%	1%	7%
Tamil Nadu	55.9%	57.2%	56.4%	4%	-1%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>3%</b>	<b>4%</b>

# Annexure

# Shareholding pattern

Repco Home Finance Limited

Outstanding shares – 62.6 mn



Major non-promoter shareholders	%
HDFC Mutual Fund	6.7%
Aditya Birla Mutual Fund	5.6%
Fidelity Funds	5.0%
Gymkhana Partners L.P.	1.2%
DSP Mutual Fund	2.1%
SG Jokaland Holdings	1.8%
AB Funds	1.3%
OMNIS Portfolio Investments ICVC	3.3%

# Profit and loss statement



Repco Home Finance Limited

Figures in Rs million

(Rs. million)	Q3FY23	Q3FY22	YoY (%)	Q2FY23	QOQ (%)	9M FY23	9M FY22	YoY (%)
<u>Income:</u>								
Revenue from operations	3,270	3,219	2%	3,141	4%	9,434	9,719	-3%
Other income	39	36	8%	35	12%	120	104	15%
<b>Total Income</b>	<b>3,309</b>	<b>3,255</b>	<b>2%</b>	<b>3,176</b>	<b>4%</b>	<b>9,554</b>	<b>9,823</b>	<b>-3%</b>
<u>Expenses:</u>								
Interest and other financial charges	1,810	1,719	5%	1,692	7%	5,155	5,220	-1%
Employee benefit expense	228	211	8%	211	8%	642	556	15%
Depreciation and amortization expense	37	34	8%	33	10%	111	95	18%
Other expenses	133	99	35%	99	35%	327	222	47%
Provisions & write-offs	12	765	-98%	188	-94%	436	1,718	-75%
<b>Total Expenses</b>	<b>2,219</b>	<b>2,828</b>	<b>-22%</b>	<b>2,222</b>	<b>0%</b>	<b>6,671</b>	<b>7,810</b>	<b>-15%</b>
Profit before tax	1,089	427	155%	954	14%	2,884	2,014	43%
<u>Tax expense:</u>								
Current tax	234	245	-4%	238	-2%	690	745	-7%
Deferred Tax	47	-133	-136%	4	1110%	54	-227	-124%
<b>Net Profit/(Loss)</b>	<b>808</b>	<b>315</b>	<b>157%</b>	<b>711</b>	<b>14%</b>	<b>2,140</b>	<b>1,495</b>	<b>43%</b>
Other Comprehensive Income	0	1	-60%	1	-14%	3	3	-
<b>Total Comprehensive Income</b>	<b>808</b>	<b>316</b>	<b>156%</b>	<b>712</b>	<b>13%</b>	<b>2,143</b>	<b>1,498</b>	<b>43%</b>

## Relative performance – Q3FY23



Repco Home Finance Limited

Particulars	Units	Q3FY22	Q3FY23
Sanctions	Rs. mn	4,943	7,450
Disbursements	Rs. mn	4,439	6,962
Net interest income	Rs. mn	1,492	1,460
PAT	Rs. mn	315	808
NIM	%	5.0	4.8
Yield on assets	%	10.9	10.8
Cost of funds	%	7.1	7.5
Spread	%	3.8	3.3
Return on assets	%	1.1	2.7
Return on equity	%	6.2	14.7

# Relative performance – 9MFY23



Repco Home Finance Limited

Particulars	Units	9MFY22	9MFY23
Sanctions	Rs. mn	12,208	22,653
Disbursements	Rs. mn	11,676	20,839
Net interest income	Rs. mn	4,500	4,280
PAT	Rs. mn	1,495	2,140
NIM	%	5.0	4.8
Yield on assets	%	10.8	10.5
Cost of funds	%	7.0	7.1
Spread	%	3.8	3.4
Return on assets	%	1.7	2.4
Return on equity	%	10.2	13.3
Debt to Equity	X	4.7	4.3

For any queries, please contact:

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

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