



REPCO HOME FINANCE LIMITED.

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

RHFL/SE/10/2024-25

14th May, 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 financial year ended on 31st March, 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 financial year ended on 31st March, 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 Q4FY24



- ◆ **Q4FY24 Performance**
 - ▶ Business summary
 - ▶ Financial performance
 - ▶ Borrowing Profile

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

- ◆ **Annexure**

Q4FY24 Performance

Business Summary



Repco Home Finance Limited

Loans Outstanding
Rs. 135,134 Mn

Net Worth
Rs. 26,771 Mn

Total Capital Adequacy
Ratio 32%

Average loan per unit
Rs. 1.24 Mn

Number of live accounts
108,562

Employee strength
1,087

GNPA – 4.1%

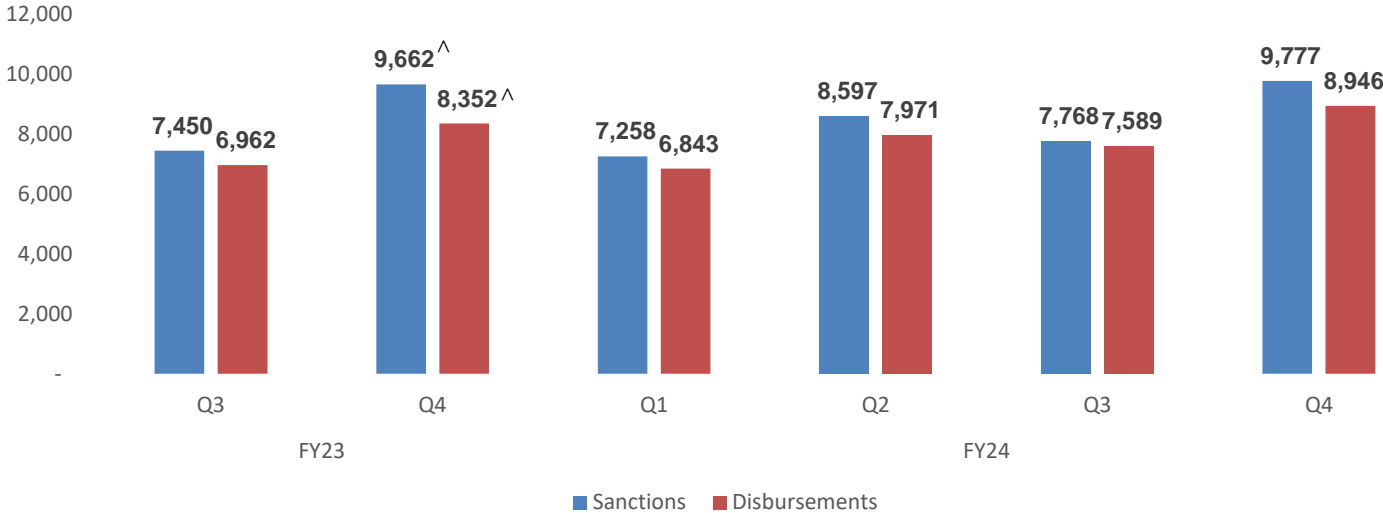
ECL provision – 4.0%

Business performance momentum



Repco Home Finance Limited

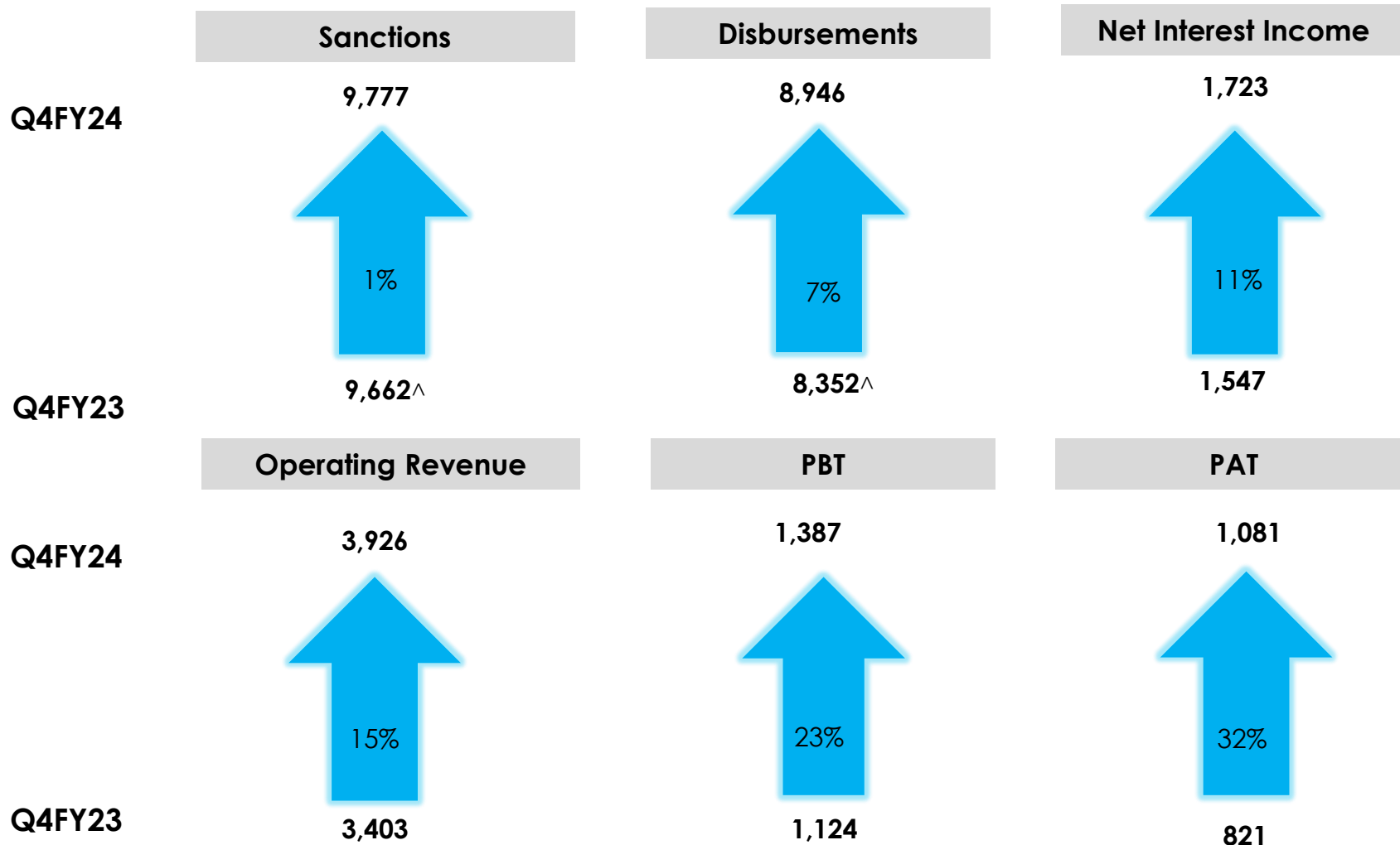
Figures in Rs million



[^] Includes DA pool purchase of Rs. 665.6 Mn.

Key Indicators – Q4FY24 vs Q4FY23

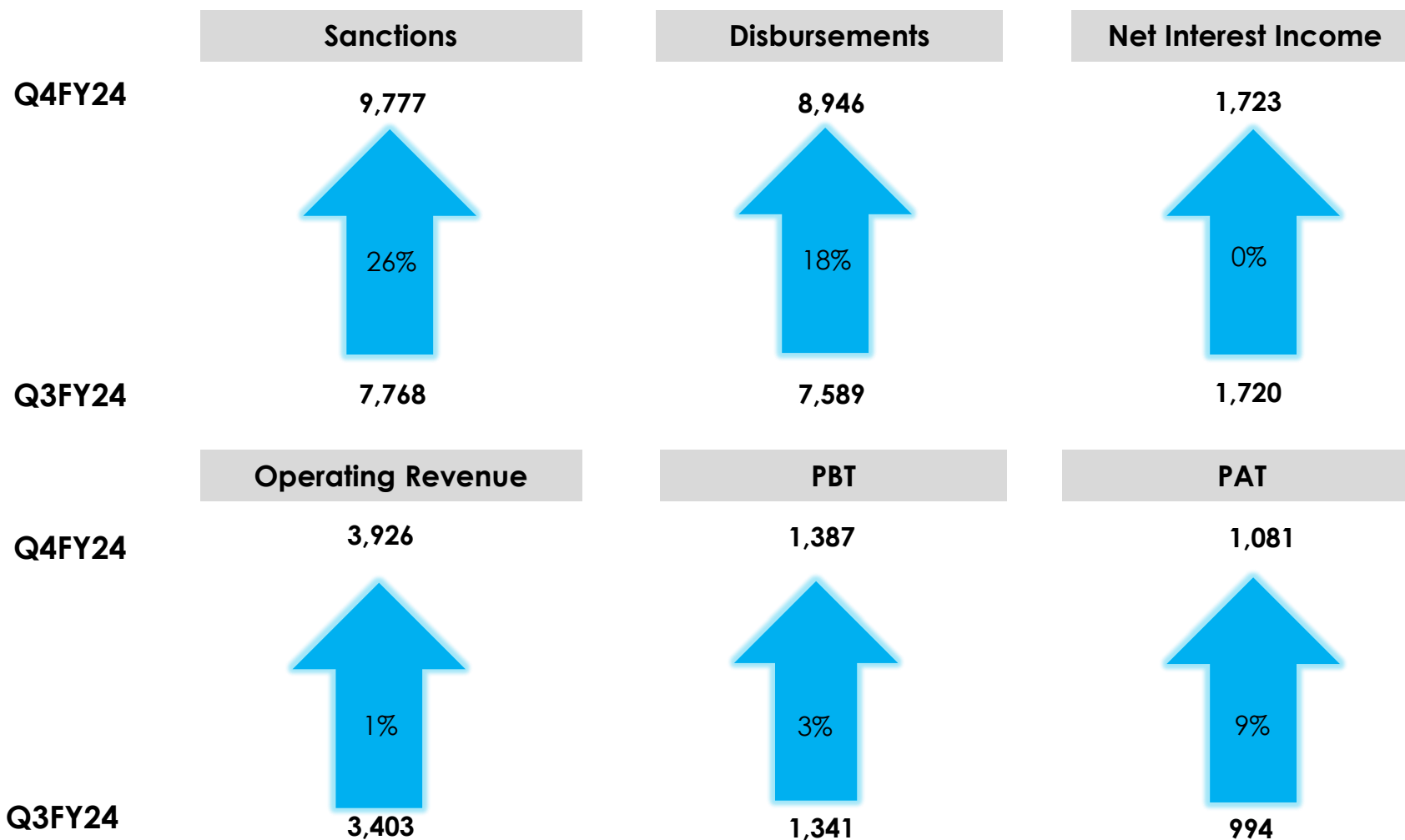
Figures in Rs million



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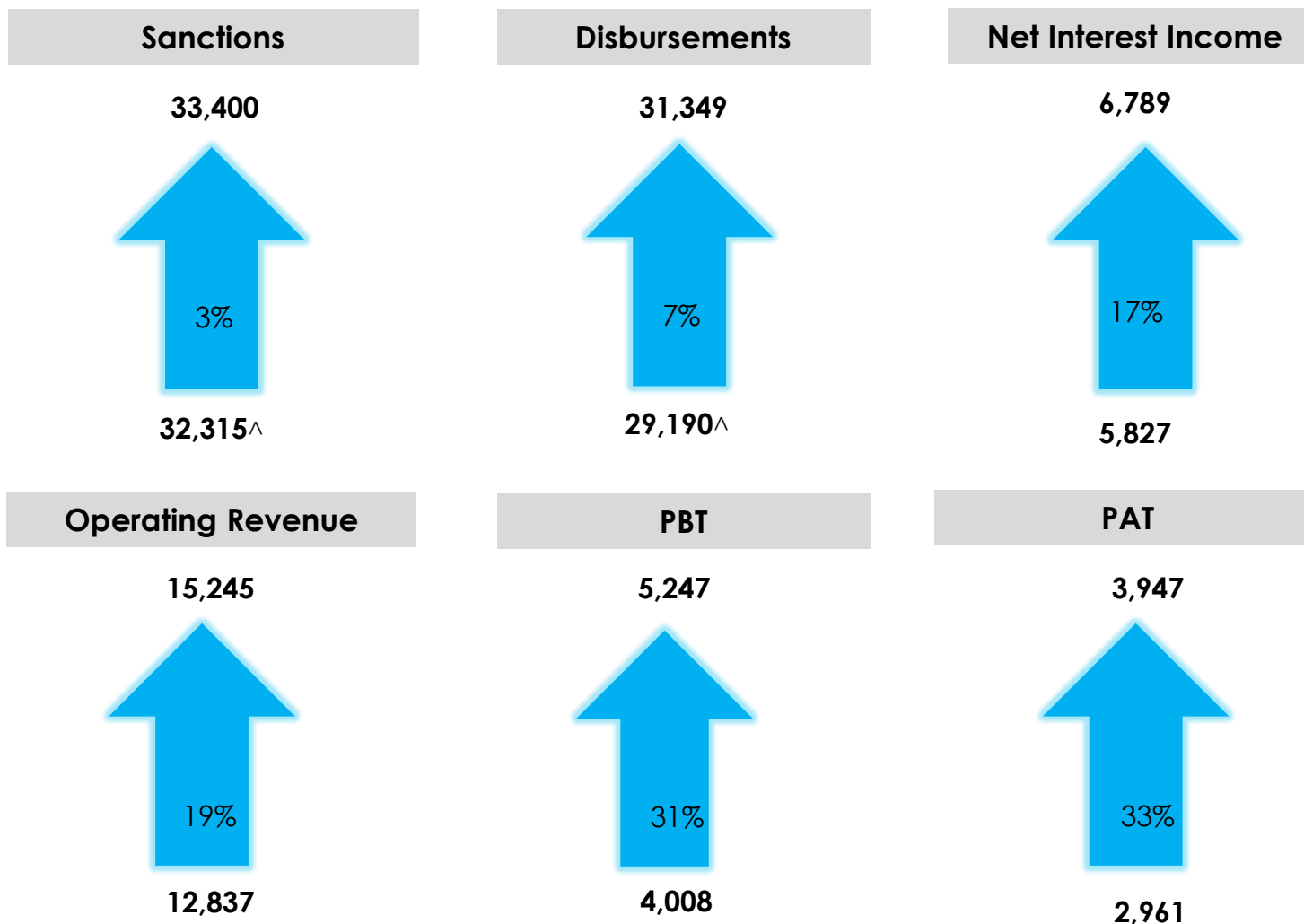
Key Indicators – Q4FY24 vs Q3FY24

Figures in Rs million



Key Indicators –FY24 vs FY23

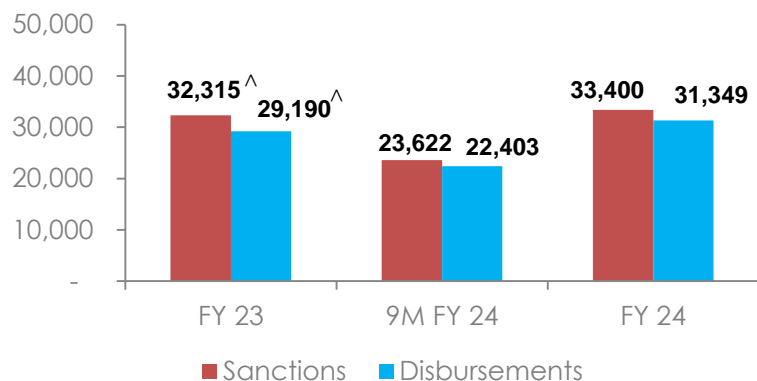
Figures in Rs million



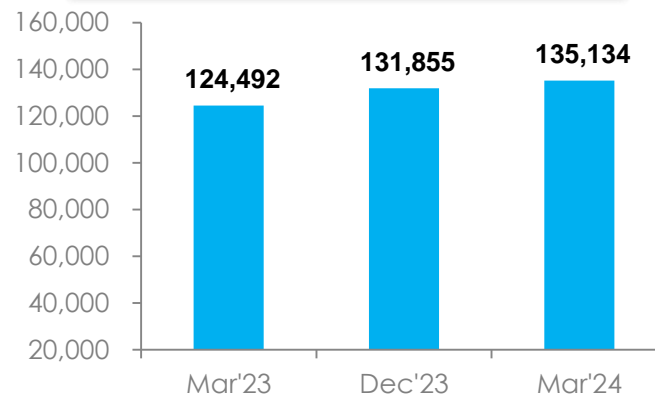
[^] Includes DA pool purchase of Rs. 1372.4 Mn.

Figures in Rs million

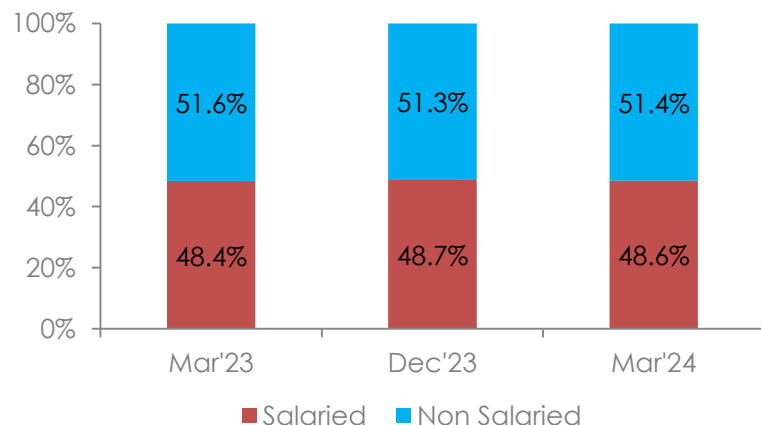
Sanctions and Disbursements



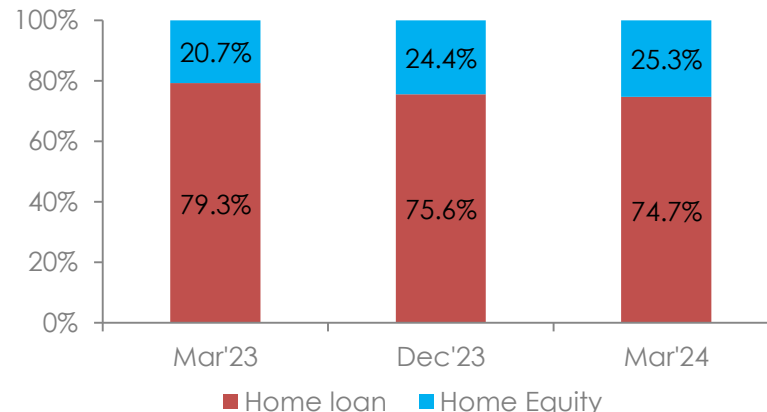
Loan Book



Loan book composition



Mix of Loan Portfolio

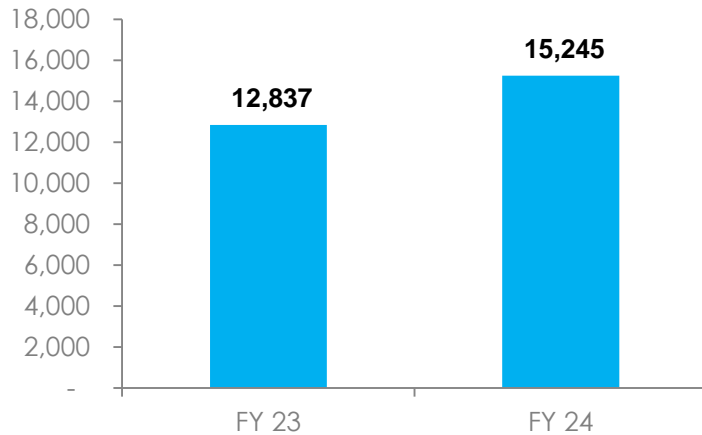


[^] Includes DA pool purchase of Rs. 1372.4 Mn.

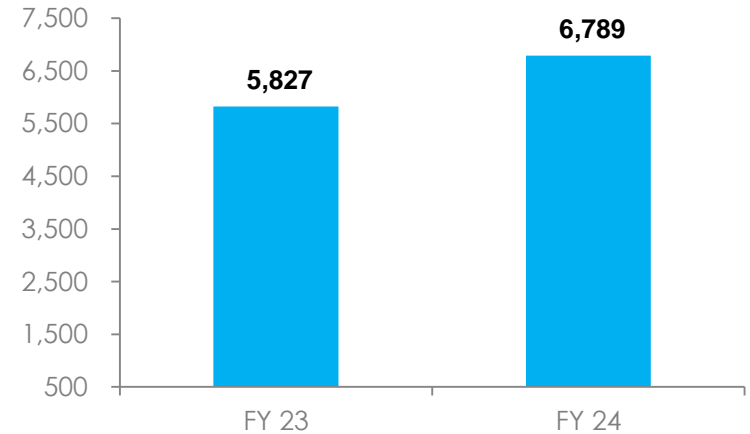
Income and earnings growth Y-o-Y

Figures in Rs million

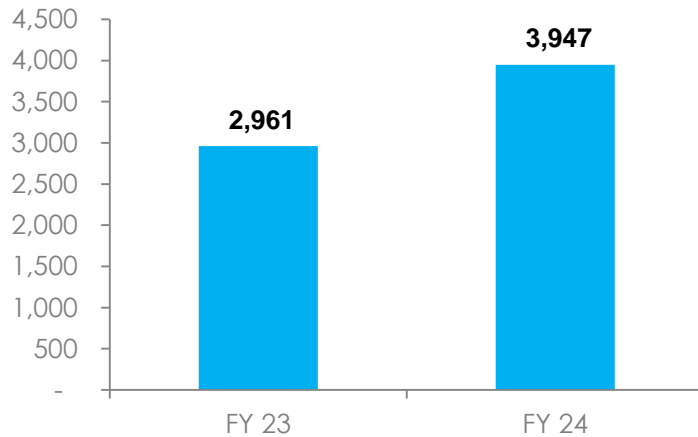
Income from Operations



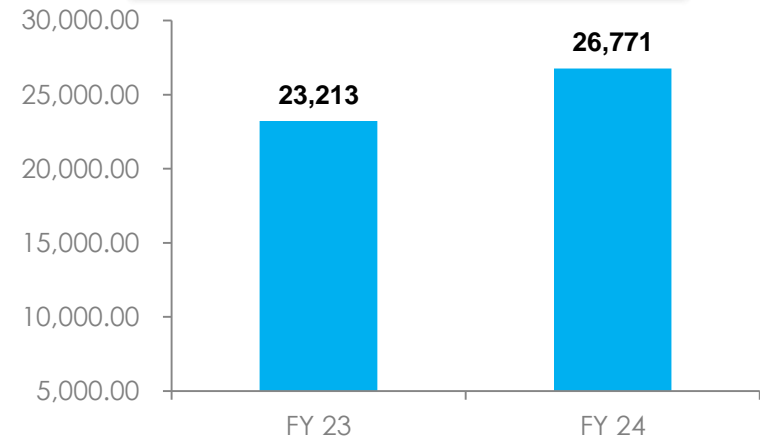
Net interest income



Net profit



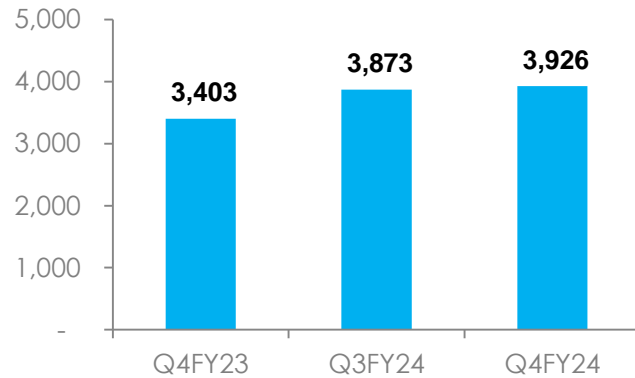
Net worth



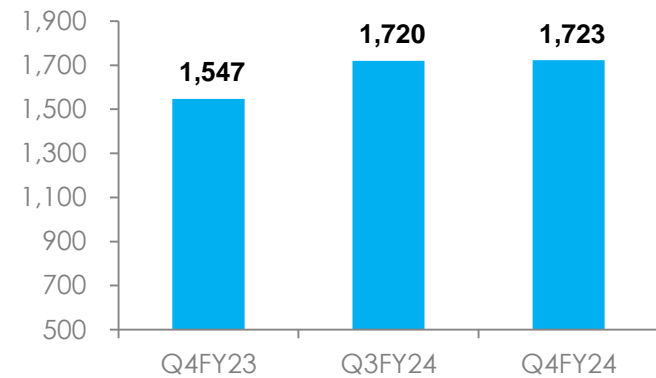
Income and earnings growth Q-o-Q

Figures in Rs million

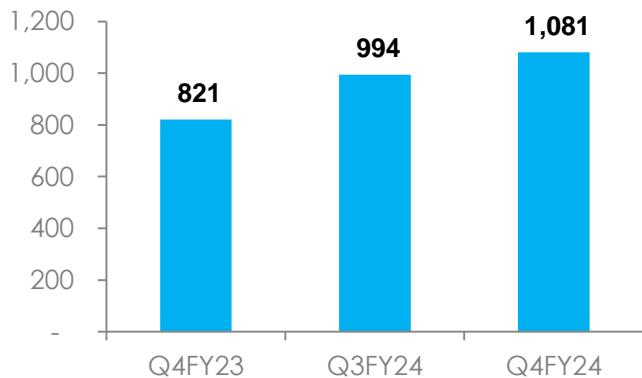
Income from Operations



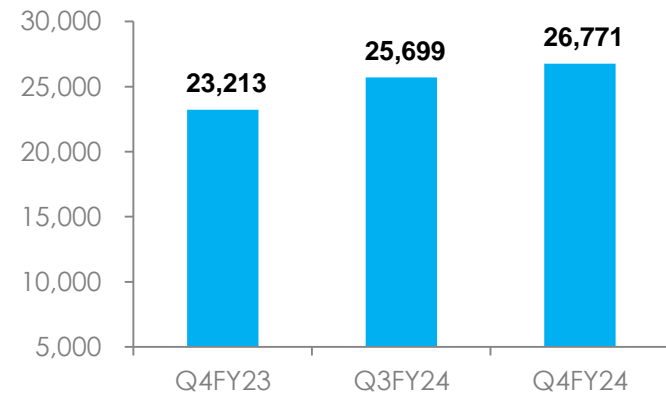
Net interest income



Net profit

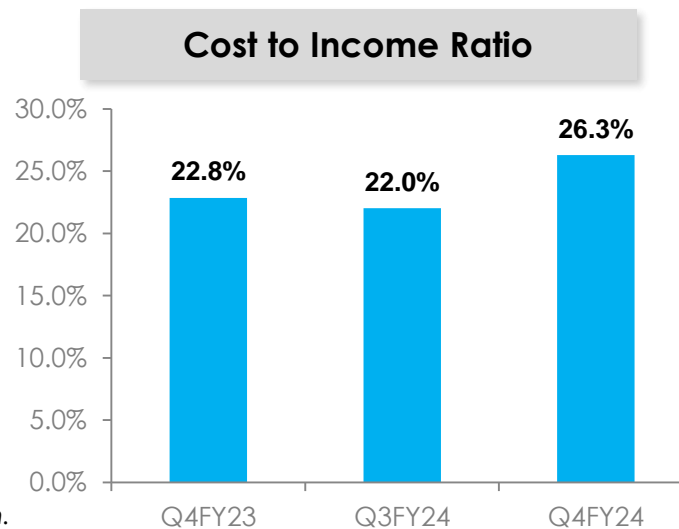
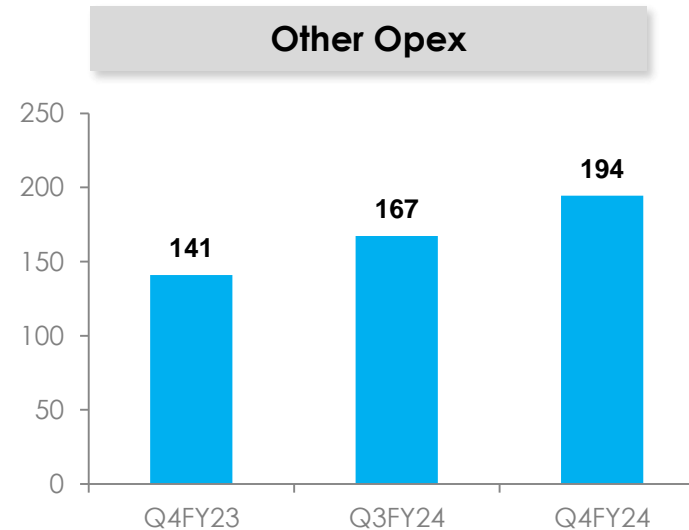
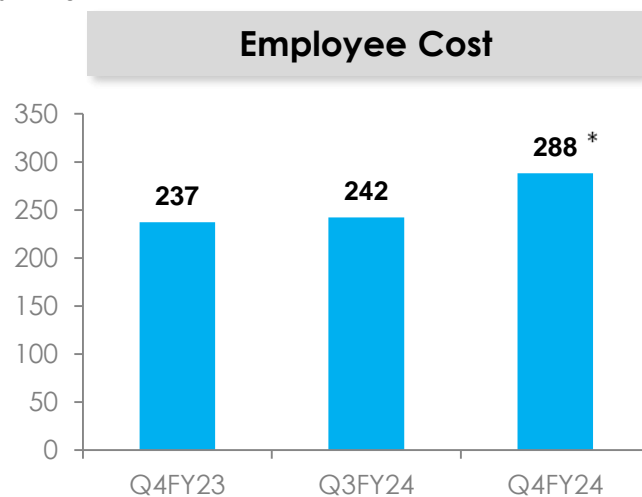


Net worth



Operating cost

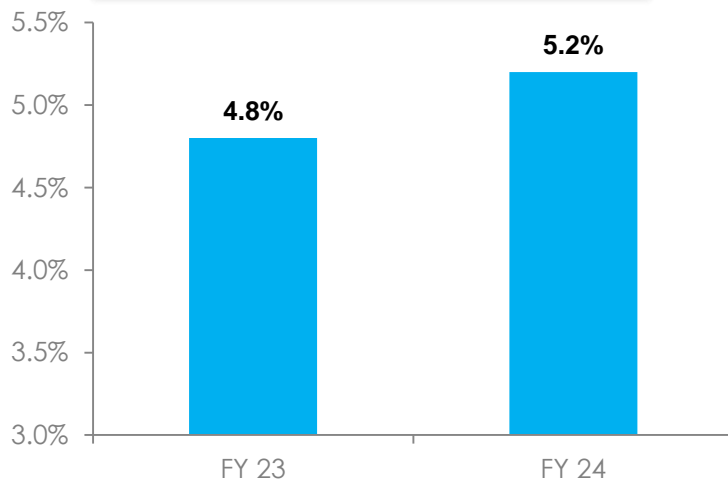
Figures in Rs million



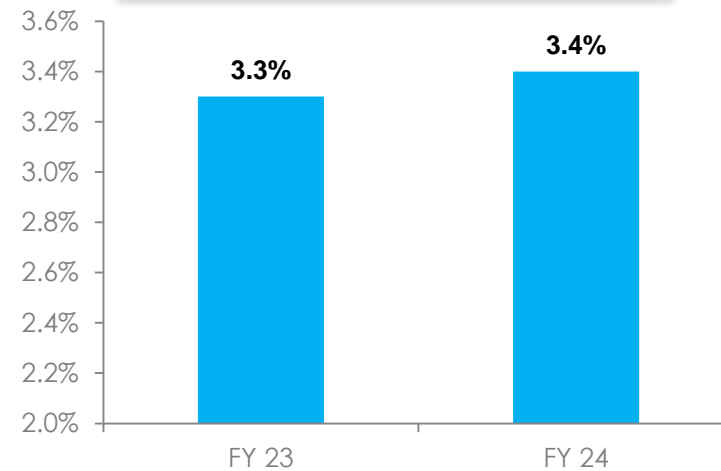
* Employee Cost includes provision of Rs. 45 Mn.

Profitability ratios Y-o-Y

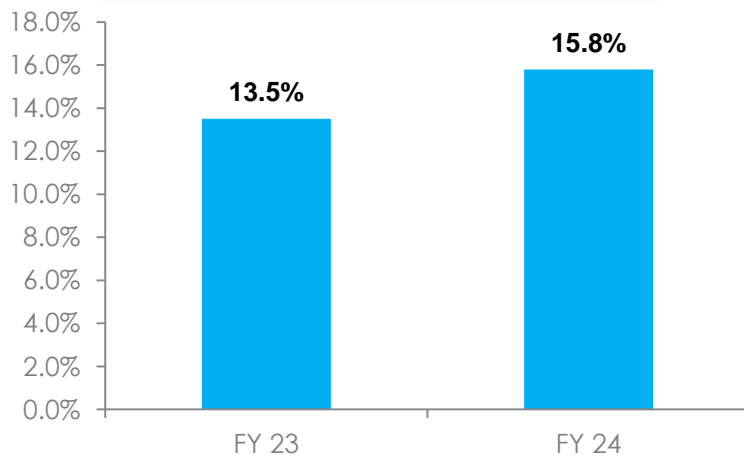
Net Interest Margin



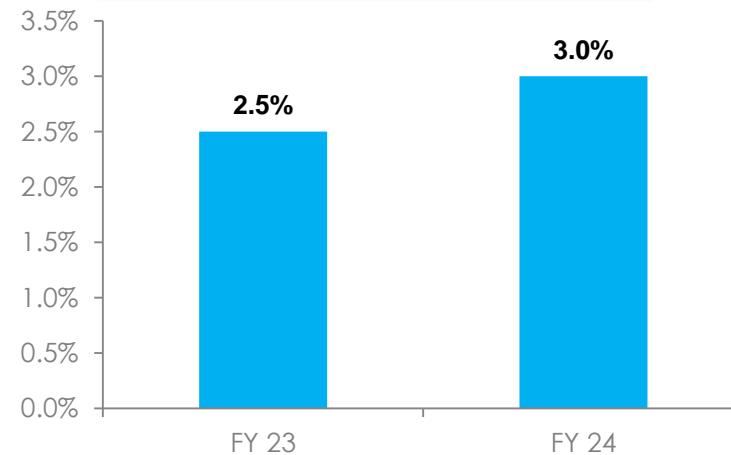
Spread



Return on Equity

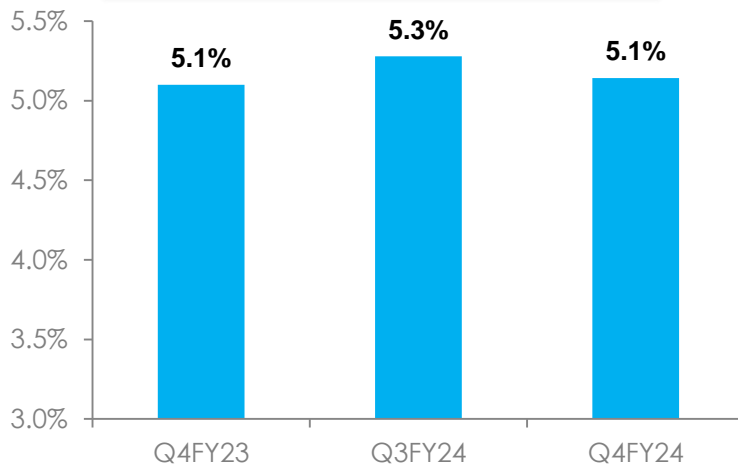


Return on Assets

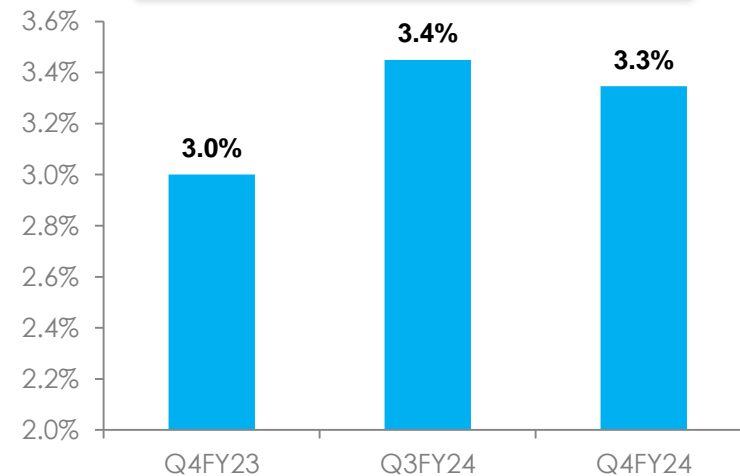


Profitability ratios Q-o-Q

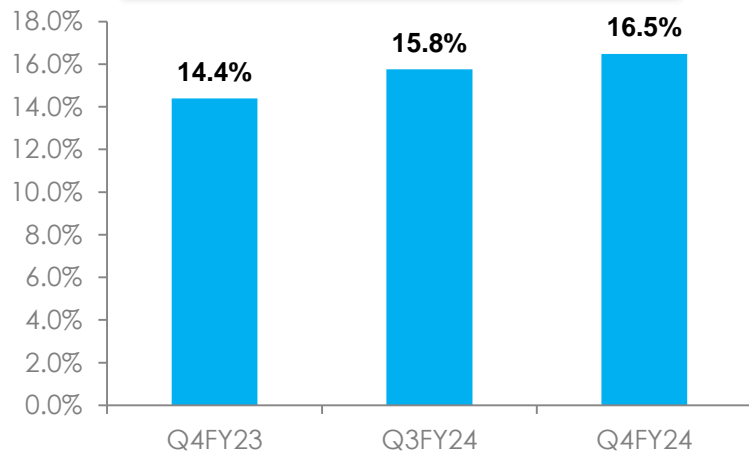
Net Interest Margin



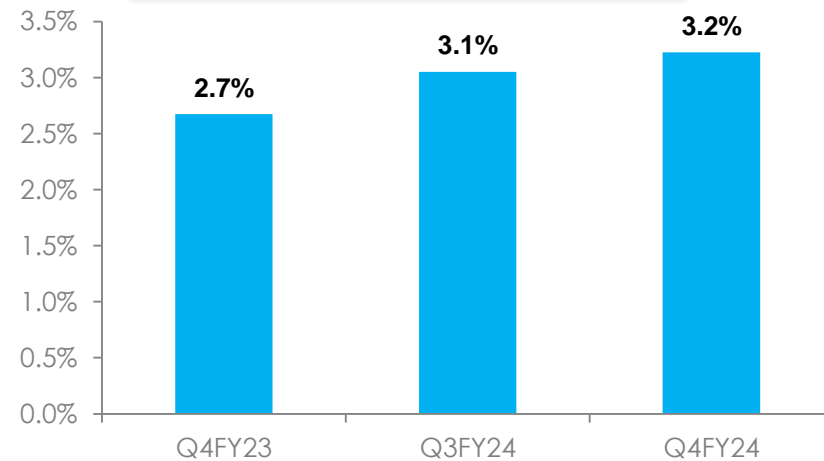
Spread

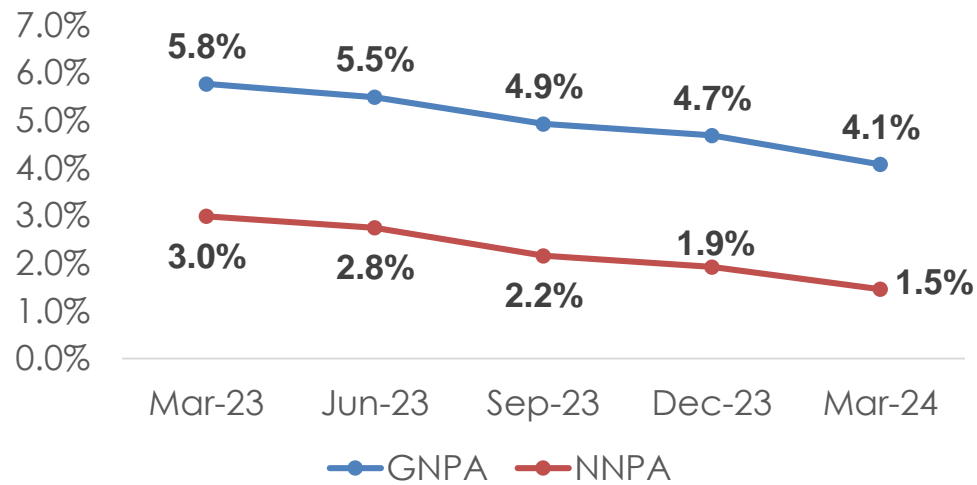


Return on Equity

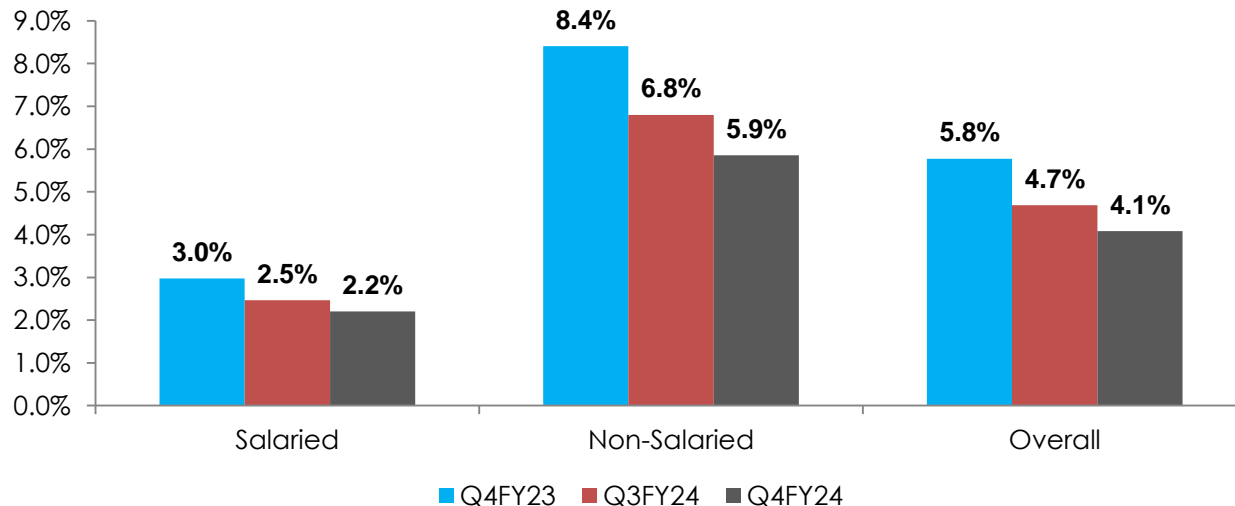
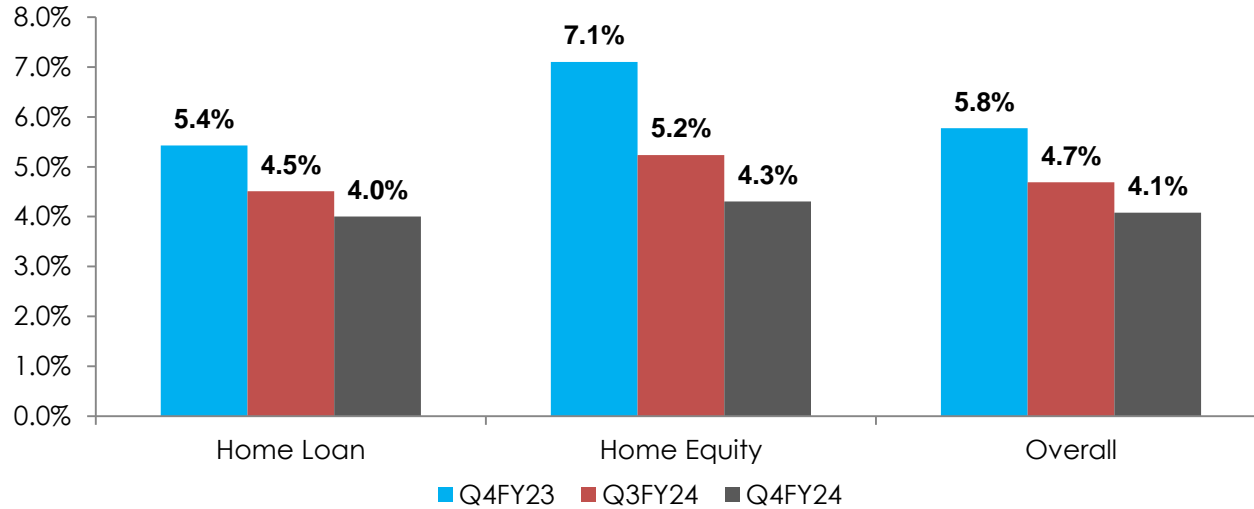


Return on Assets





Product / Occupation mix wise GNPA(%)



ECL provision

Figures in Rs million

	Q4FY23	Q3FY24	Q4FY24
Gross Stage 3	7,187	6,182	5,516
% portfolio in Stage 3	5.8%	4.7%	4.1%
ECL provision - Stage 3	3,566	3,714	3,597
Net - Stage 3	3,621	2,467	1,918
Coverage ratio - Stage 3	49.6%	60.1%	65.2%
Gross Stage 1 & 2	1,17,305	1,25,673	1,29,618
% portfolio in Stage 1 & 2	94.2%	95.3%	95.9%
Total ECL provision	5,190	5,285	5,179

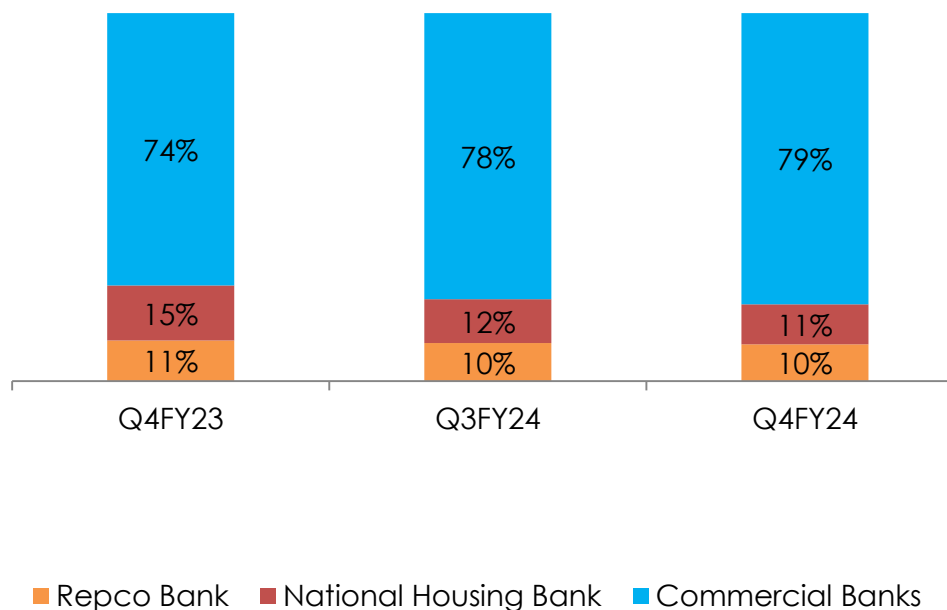
Stage wise Movement

Figures in Rs million

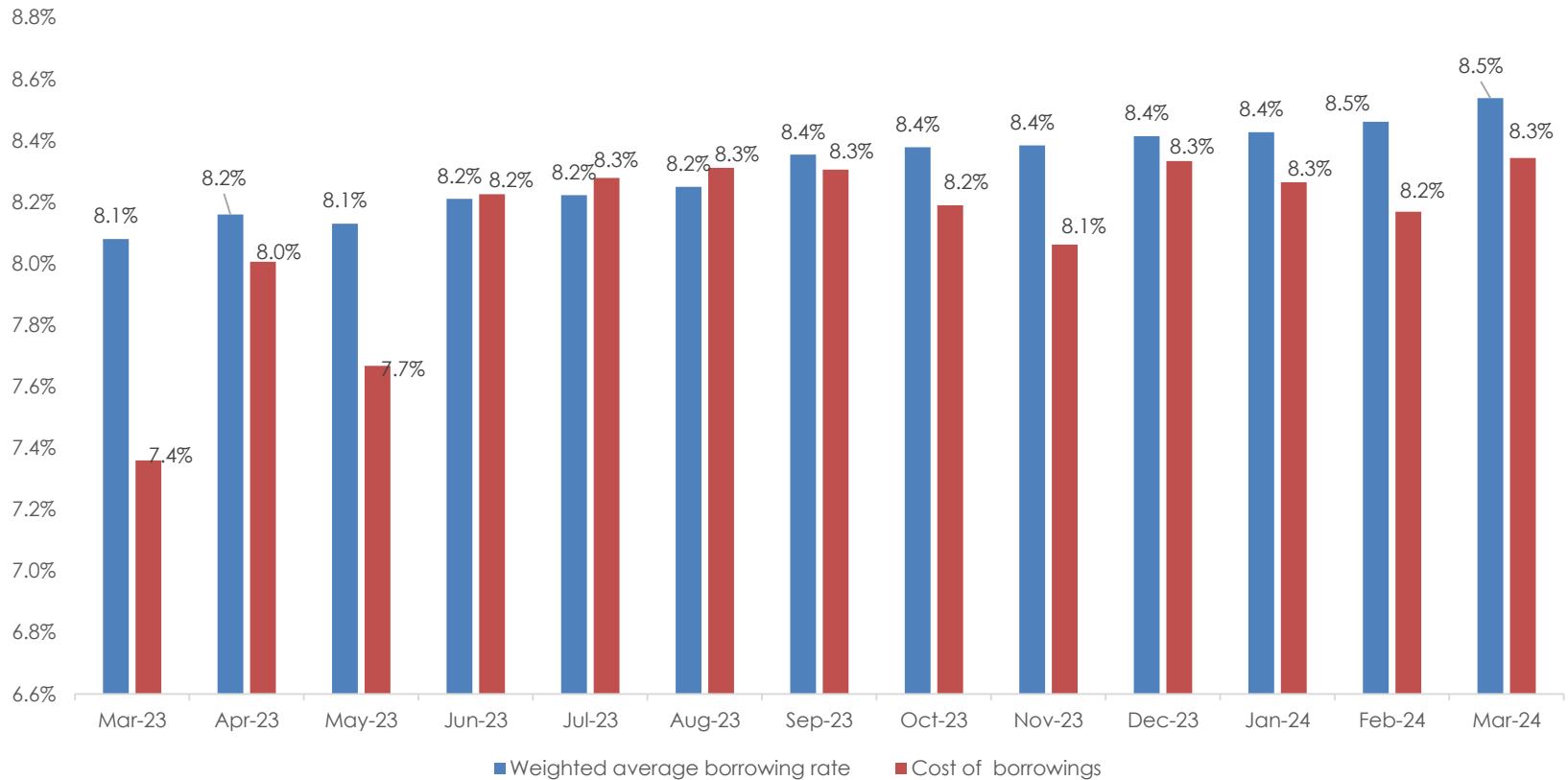
Particulars	Mar'24		Mar'23	
	AUM	%	AUM	%
Stage-1	1,14,006	84.4%	1,00,404	80.7%
Stage-2	15,612	11.6%	16,901	13.6%
Stage-3	5,516	4.1%	7,187	5.8%
Grand Total	1,35,134	100.0%	1,24,492	100.0%

Borrowing profile

Source (Rs Mn)	Average cost	Q4FY23	Q3FY24	Q4FY24	% change (Y-o-Y)
National Housing Bank	7.85%	14,870	12,379	11,606	-22%
Commercial Banks	8.68%	73,371	80,502	84,681	15%
Repco Bank	8.15%	10,905	10,702	10,693	-2%
Total	8.54%	99,146	1,03,582	1,06,980	

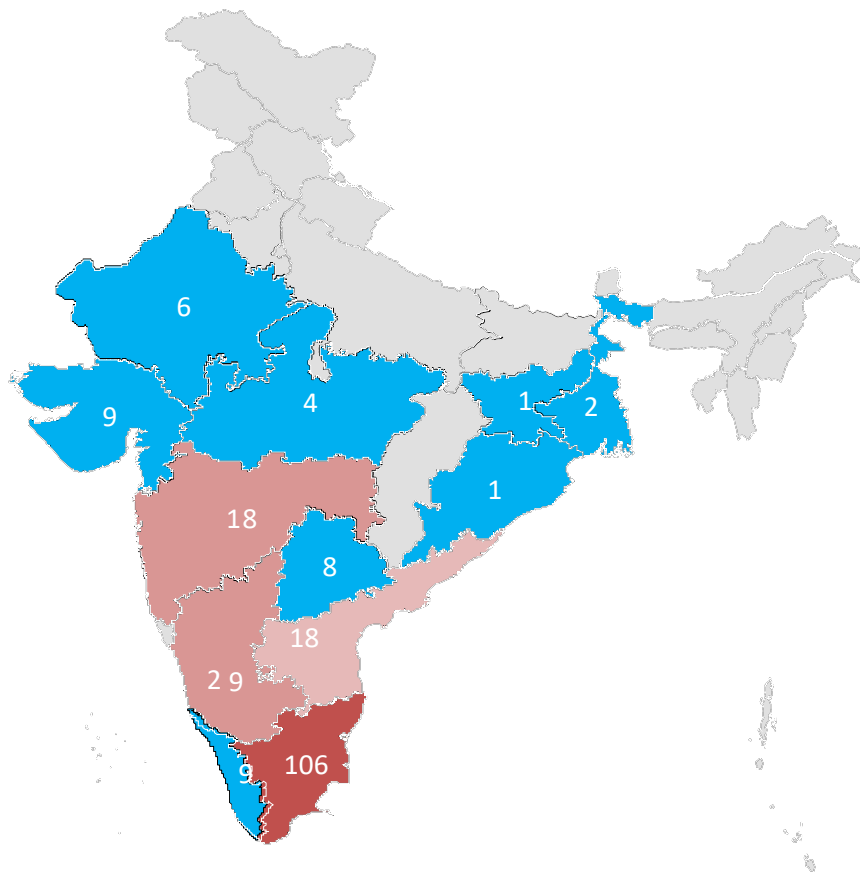


Movement in borrowing cost

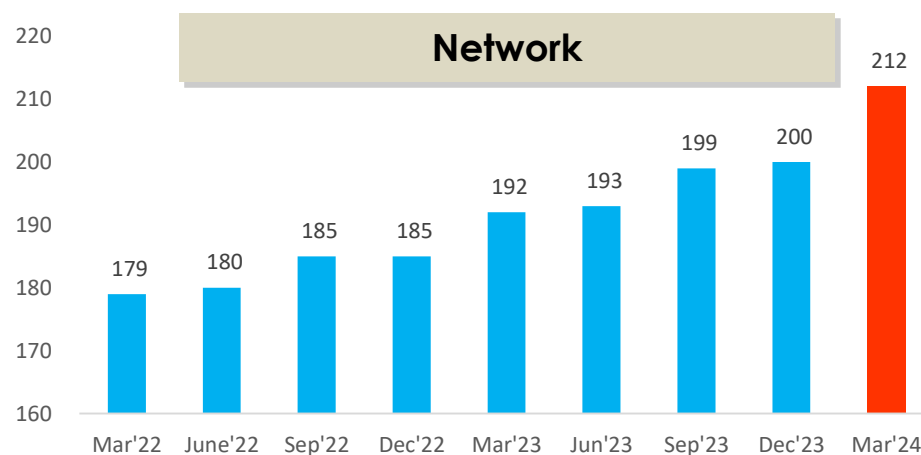


Geographic Presence

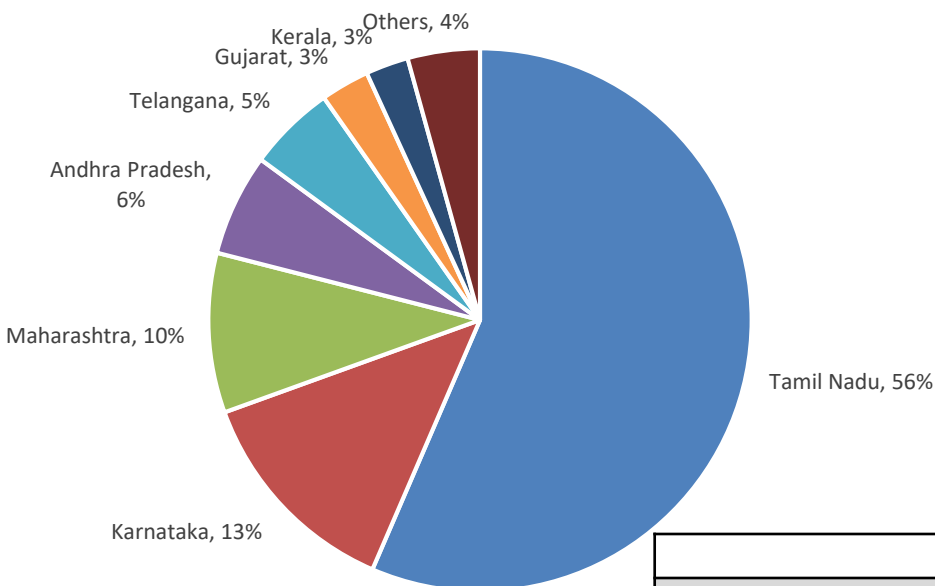
Branch Network



- ◆ Present in 12 states and 1 Union Territory with 168 branches and 44 satellite centers. During the year, we opened 18 new Satellite Centers, 2 new branches and upgraded 7 Satellite centers to branches. We shall be opening another 40 centers during FY 2024-25.
- ◆ Additionally, we have 2 asset recovery branches.
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh & Rajasthan.



Region-wise loan book

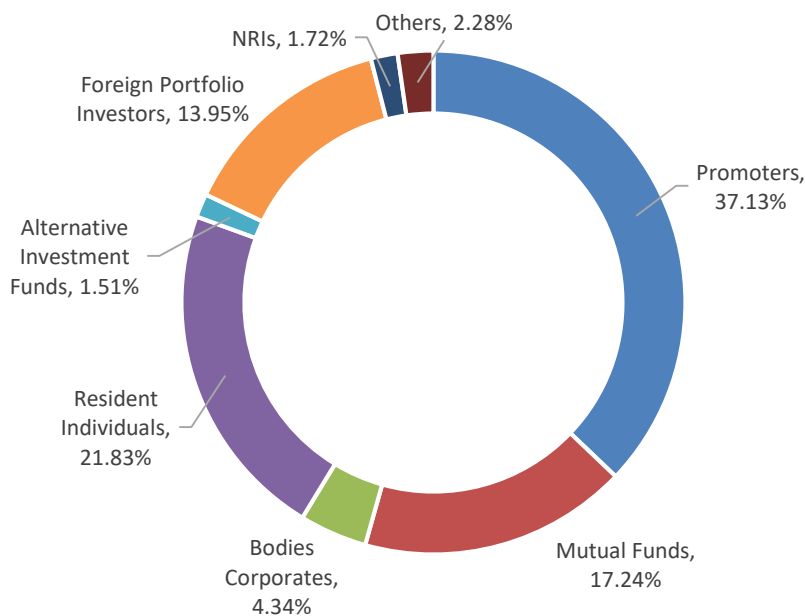


States	Exposure			Annualised Growth	
	Q4FY23	Q3FY24	Q4FY24	Y-o-Y	Q-o-Q
Tamil Nadu	57%	57%	56%	8%	8%
Karnataka	13%	13%	13%	9%	13%
Maharashtra	9%	9%	10%	12%	12%
Andhra Pradesh	6%	6%	6%	11%	14%
Telangana	5%	5%	5%	13%	14%
Gujarat	3%	3%	3%	0%	3%
Kerala	3%	3%	3%	1%	0%
Others	4%	4%	4%	16%	15%
Total	100%	100%	100%	9%	2%

Annexure

Shareholding pattern

Outstanding shares – 62.6 Mn



Major non-promoter shareholders	%
HDFC Mutual Fund	7.2%
Aditya Birla Sun Life Mutual Fund	5.0%
Fidelity Asian Values LLC	3.1%
Evli Emerging Frontier Fund	2.4%
SG Jokaland Holdings LLC	1.8%
Tata Mutual Fund	1.2%

Profit and loss statement

Figures in Rs million

Particulars	Quarter Ended			Year Ended		Growth (%)	
	Mar-24	Dec-23	Mar-23	Mar-24	Mar-23	Q-o-Q	Y-o-Y
1 Revenue from operations							
(a) Interest income	3,831	3,787	3,330	14,960	12,570	1	15
(b) Other loan related income	95	86	74	285	267	11	29
Total revenue from operations	3,926	3,873	3,403	15,245	12,837	1	15
2 Other income	46	59	34	163	154	-22	35
3 Total income (1+2)	3,972	3,932	3,437	15,408	12,992	1	16
4 Expenditure							
(a) Finance costs	2,203	2,153	1,856	8,456	7,011	2	19
(b) Employees benefit expenses	288	242	237	1022	879	19	21
(c) Depreciation and Amortisation	56	48	38	182	150	17	45
(d) Other expenditure	139	120	103	506	429	16	35
(e) Impairment of financial instrument / bad debts written off	(100)	29	79	(5)	516	-443	-226
Total expenditure (sum of (a) to (e))	2,585	2,591	2,313	10,161	8,984	0	12
5 Profit before tax (3-4)	1,387	1,341	1,124	5,247	4,008	3	23
6 Tax expense							
Current tax	267	290	249	1,078	939	-8	7
Deferred tax	39	57	54	222	108	-31	-27
Total tax expense	306	346	303	1,300	1,047	-12	1
7 Net profit for the period / year (5-6)	1,081	994	821	3,947	2,961	9	32
8 Total other comprehensive income net of tax	0	0	-2	0	1	-	-
Total comprehensive income (7+8)	1,081	994	819	3,947	2,962	9	32

Relative performance – Q4 FY24

Particulars	Units	Q4FY23	Q4FY24
Sanctions	Rs. mn	9,662	9,777
Disbursements	Rs. mn	8,352	8,946
Net interest income	Rs. mn	1,547	1,723
PAT	Rs. mn	821	1,081
NIM	%	5.1	5.1
Yield on assets	%	11.1	11.7
Cost of funds	%	8.1	8.3
Spread	%	3.0	3.3
Return on assets	%	2.7	3.2
Return on equity	%	14.4	16.5

Relative performance – FY24

Particulars	Units	FY23	FY24
Sanctions	Rs. mn	32,315	33,400
Disbursements	Rs. mn	29,190	31,349
Net interest income	Rs. mn	5,827	6,789
PAT	Rs. mn	2,961	3,947
NIM	%	4.8	5.2
Yield on assets	%	10.7	11.7
Cost of funds	%	7.4	8.3
Spread	%	3.3	3.4
Return on assets	%	2.5	3.0
Return on equity	%	13.5	15.8

For any queries, please contact:

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Repco Home Finance Limited

Phone: +91 44 42106650

Email: cfo@repcohome.com

Safe Harbor:

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