

**RHFL/SE/42/2023-24**

**26<sup>th</sup> September, 2023**

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

BSE Limited  
Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai- 400001

Dear Sir/Madam,

**Sub: Outcome of Analysts/Investors Meet**

Ref: Our letter No. RHFL/SE/41/2023-24 dated 19<sup>th</sup> September, 2023

We hereby inform you that meeting was held between Mr.K.Swaminathan (Managing Director & CEO), of the Company and various Analysts/Investors (Clients of Nirmal Bang Institutional Equities) on 26<sup>th</sup> September, 2023. The participants details are provided in Annexure-1.

The Company gave an overview of the Financial Services Industry, Housing Finance Industry, and HFCs. The Company also gave updates on financial results and performance of the Company for the quarter ended June 30, 2023, improvements in the company's operations, future business prospects for the Industry and the Company, etc. which are covered in detail in the Investor Presentation, Results and the attached presentation (Annexure-2). We also confirm that no UPSI was disclosed during the call.

This intimation is given pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

This intimation is being uploaded on the Company's website [www.repcohome.com](http://www.repcohome.com).

Kindly take the above intimation on record.

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](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

Annexure-1

SNo	Name of the Participants	Represented by
1	Aegon Life Insurance Company	Mr. Lovelesh Manocha
2	Ask Investment Managers Private Limited	Ms. Ayushi Garodia
3	Bajaj Allianz	Mr. Paresh Jain
4	Bandhan Mutual Fund	Mr. Harshvardhan Agrawal Ms. Kirthi Jain
5	Bank of India Mutual Fund	Mr. Nilesh jethani
6	ICICI Prudential Mutual Fund	Mr. Anand Shah Mr. Chockalingam Narayanan
7	Mahindra Manulife Mutual Fund	Mr. Abhinav Khandelwal Mr. Ankit Ladhani
8	New Berry Capital	Mr. Vasu Nath
9	Nippon India Mutual Fund	Mr. Hitesh Agarwal
10	PNB Metlife Insurance	Mr. Nikhil Shah
11	Premji Invest	Mr. Nishant Rungta
12	Shreya Capital Advisors	Ms. Monisha Wadhvani
13	Sundaram Mutual Fund	Mr. Rohit Seksaria
14	Tunga Investments	Mr. Lakshminarayanan KG

**Management Participants:**

1. Mr. K Swaminathan, Managing Director & CEO



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



# *INDUSTRY AND SECTOR OVERVIEW*

# Financial Services Industry Recent Overview



**Market Composition:** Consisting of Capital Markets, Insurance Sector and NBFCs



**Market Players:** Booming players in Fintech, Insurance, ARCs, Investment Management, AIFs and Financial Broking & Stock Broking Firms. HNWI's participation is also growing.



**Government Initiatives:** Increased FDI in Insurance, Reforms in Capital Markets, introduction of UPI have contributed to opening new avenues.



**Structured Products:** In addition to NCDs and CPs, DA/PTCs, Covered Bonds, MLDs and AIFs emerged as primary sources for fund raise for tapping various investor segments.

# Housing Finance Industry Overview



**Market Size:** Overall on-book housing portfolio of estimated at Rs. 29.8 lakh crores as on March 31, 2023 with banks holding 68% and HFCs contributing 32%.



**Market Players:** Small Finance Banks emerging as active players in Housing Finance and other larger banks in addition to HFCs.



**Regulators:** RBI, NHB, SEBI and other regulators have brought in additional compliance measures tightening the scrutiny



**Innovative Sourcing Models:** After Securitisation, digital lending, co-lending are also on the rise in addition to the conventional DSAs, and connectors.



**Affordable Housing:** Growing Competition between Banks, and HFCs is accommodated by the fast growing Affordable Housing segment

## Overview



**Market Share:** HFCs contribute to around 32% of the overall housing loan book.



**Growth:** HFCs grew at 11% during FY23 while the industry grew at 21%, banks being their biggest competitors.



**Product Mix:** The share of HLs in the HFCs portfolio has also increased gradually and was 73% in March 2023 as against 71% in March 2022.

## Outlook



**AUM Growth:** Favourable short and long term growth. **12-14% for FY23-24**



**ROMA/ROA:** Higher profitability given large underserved market, favourable demographics and government support. **1.7-19% for FY23-24**



**Asset Quality:** Improvement in GNPA driven by recoveries, growth, write-offs and transfer of NPAs to ARCS. **30-50 bps improvement over March 2023 level**

# ***COMPANY OVERVIEW***



- NBFC-HFC registered with National Housing Bank
- Promoted by Repco Bank
- Incorporated in April 2000 and headquartered in Chennai, Tamil Nadu, started its business in Tamil Nadu
- Listed on NSE and BSE since April 1, 2013
- Geographical presence in 12 states and 1 Union Territory with 159 branches and 34 SAT centres as of June 2023
- Employee Strength of 954 as of June'23



Translating into reality the aspirations of people to own a house covering the market, existing and potential, comprehensively through institutional credit support, customised to suit individual needs in a transparent and ethical way.

## Product Segments

Home Loan	Home Equity
<ul style="list-style-type: none"><li>• Purchase &amp; Construction of Houses</li><li>• House Renovation</li><li>• Plot purchase</li></ul>	<ul style="list-style-type: none"><li>• Loan against Property</li><li>• Commercial Real Estate loan</li></ul>

## Customer Segments

Salaried and Non-salaried (self-employed professional and self-employed non-professional) segments to suit various requirements of individuals.

# Financial Highlights



Repco Home Finance Limited

Rs. in Crores

Particulars	FY19	FY20	FY21	FY22	FY23	Q1 FY24
Sanctions	3,370	2,758	1,985	1,880	3,232 *	726
Disbursements	3,092	2,627	1,841	1,769	2,919 *	684
Loan Assets	11,037	11,826	12,121	11,759	12,449	12,655
Net Worth	1,442	1,670	1,935	2,061	2,321	2,405
Net Interest Income	469	521	566	600	583	162
Profit after Tax	235	280	288	192	296	89

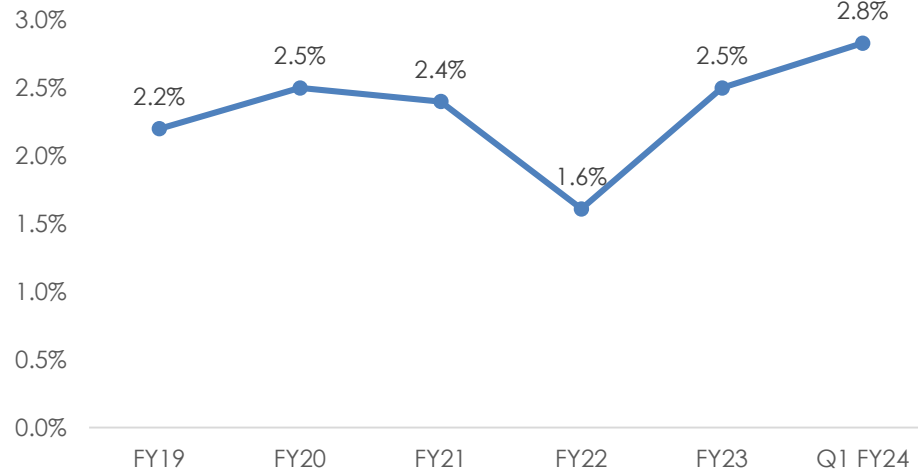
\* Includes DA pool purchase worth Rs. 137 crores

# Financial Highlights

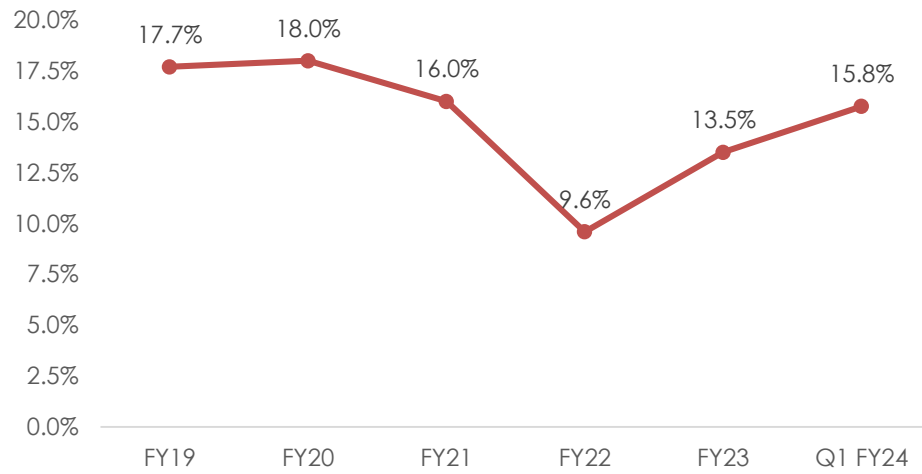


Repco Home Finance Limited

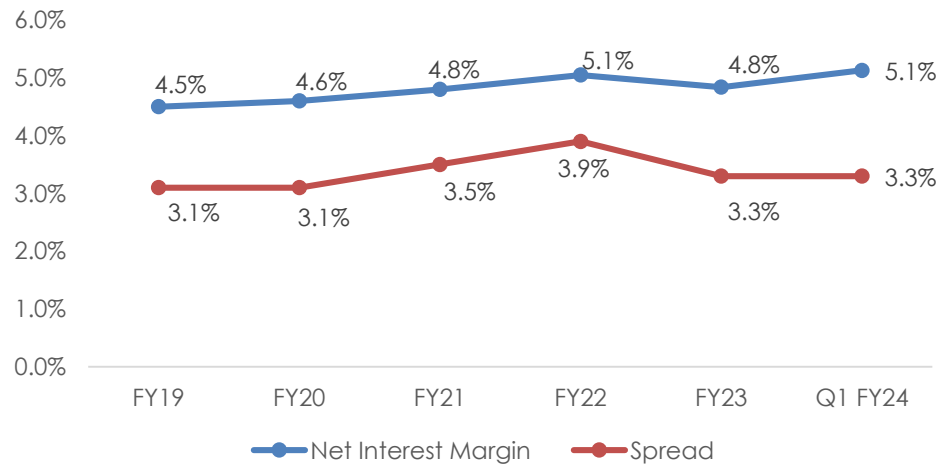
### Return on Assets



### Return on Equity



### NIM & Spread

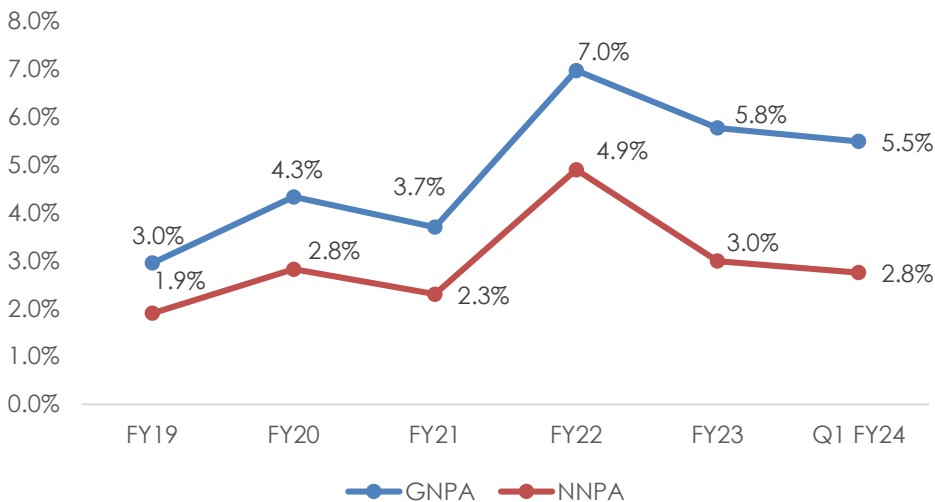


# Financial Highlights

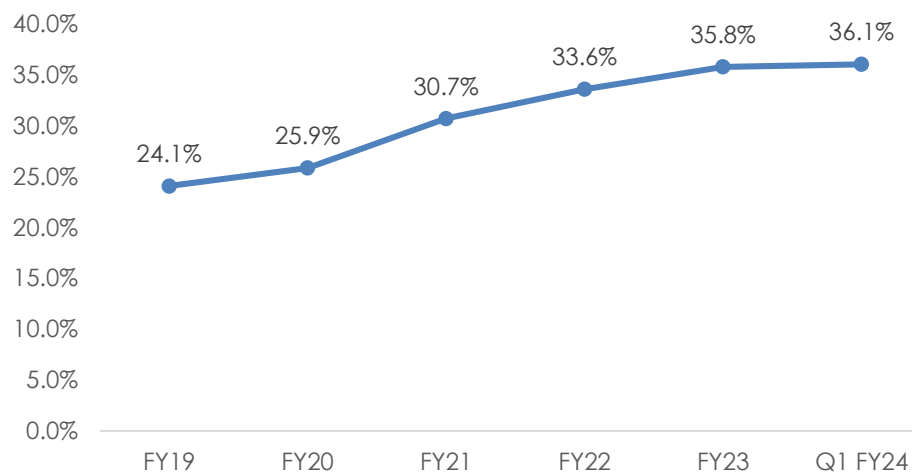


## Repco Home Finance Limited

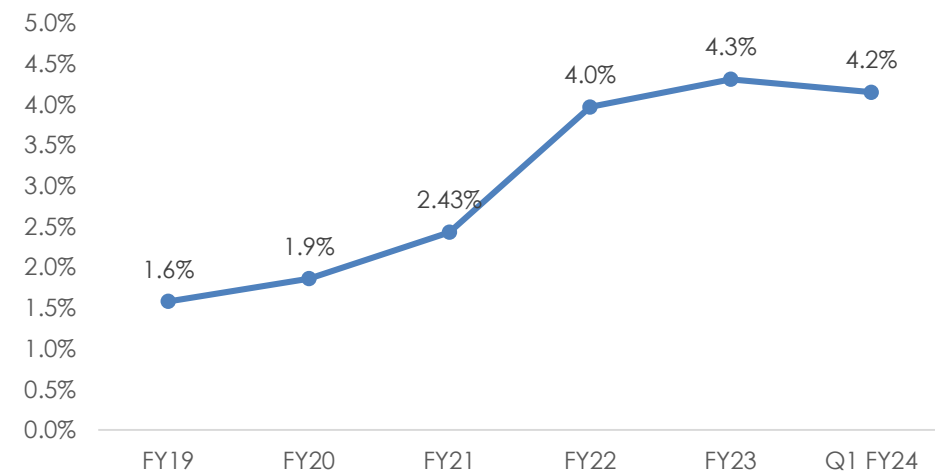
### Asset Quality



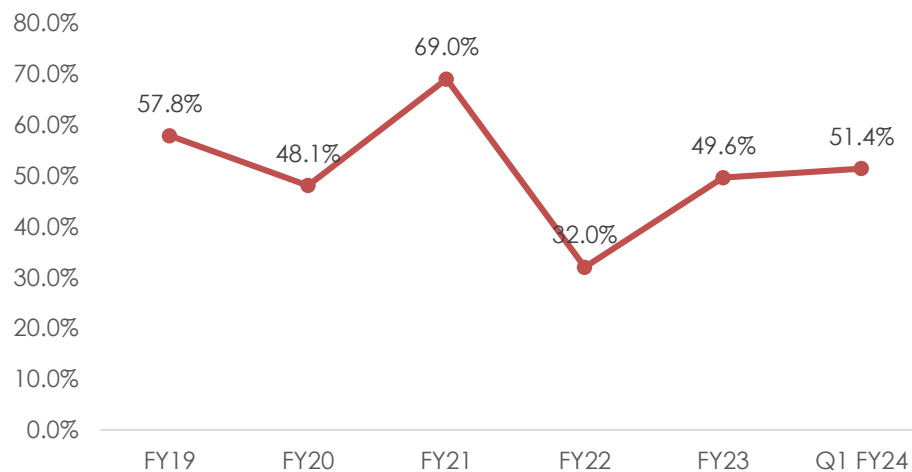
### CRAR



### ECL Provision Coverage



### NPA Provision Coverage

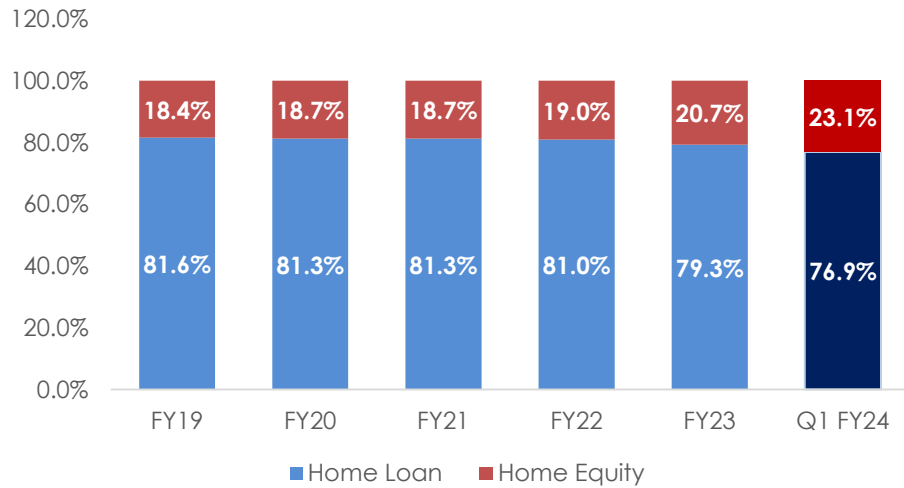


# Portfolio Composition

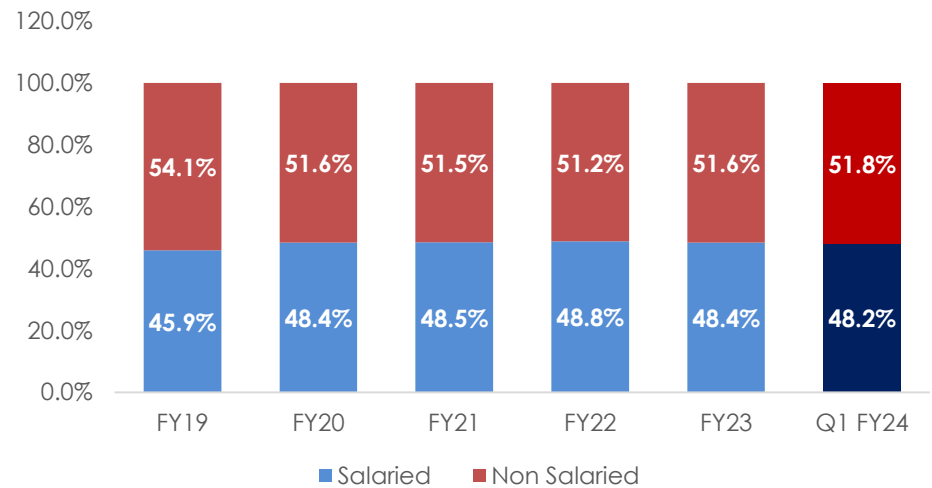


Repco Home Finance Limited

### Home Loan vs. Home Equity

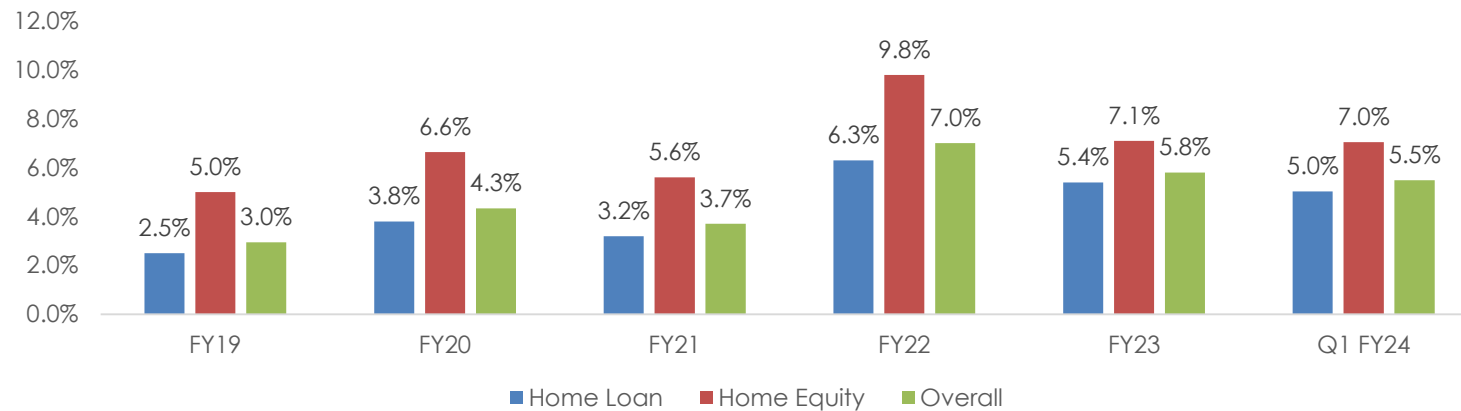


### Salaried vs. Non-salaried

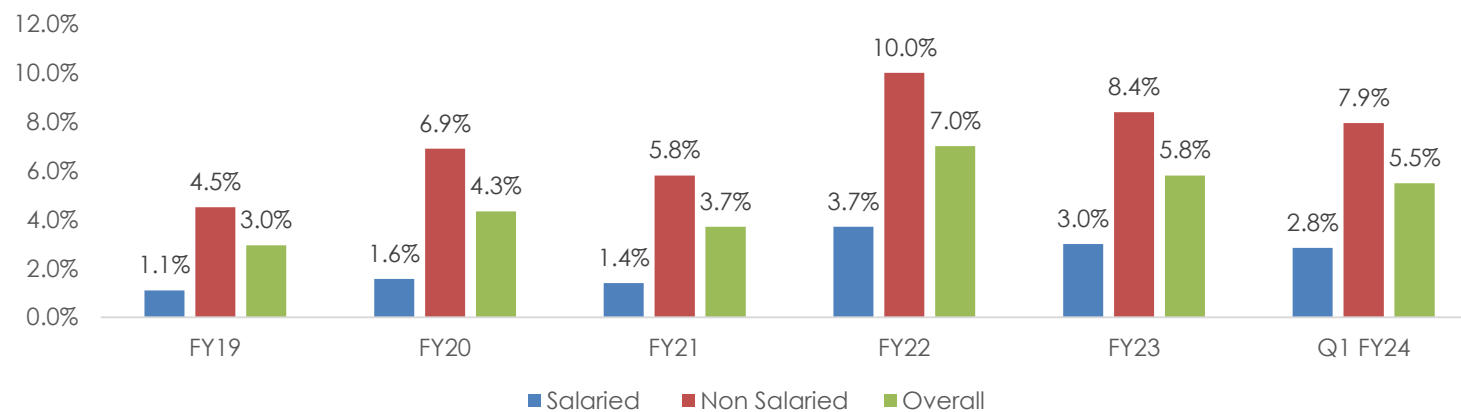


# Product / Occupation wise GNPA(%)

### Product-wise GNPA

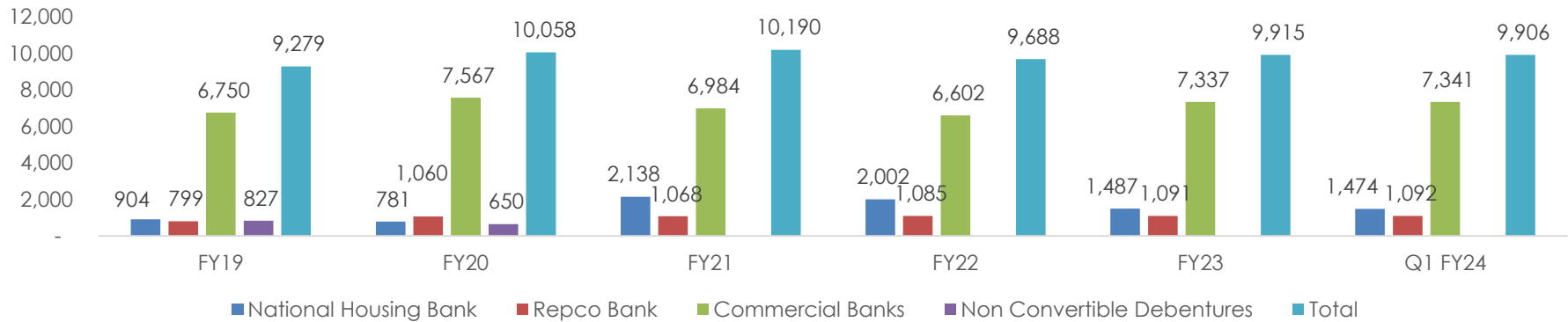


### Occupation-wise GNPA

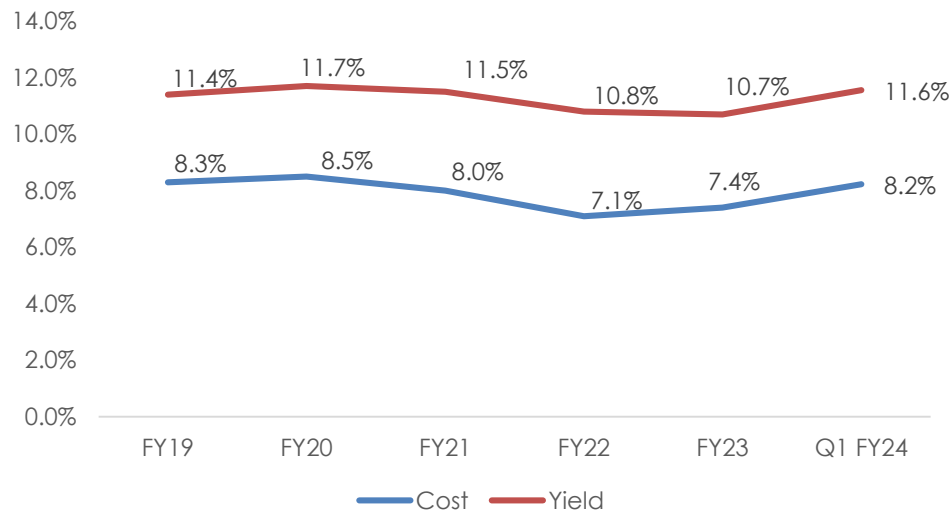


# Borrowing Mix

### Borrowing Mix

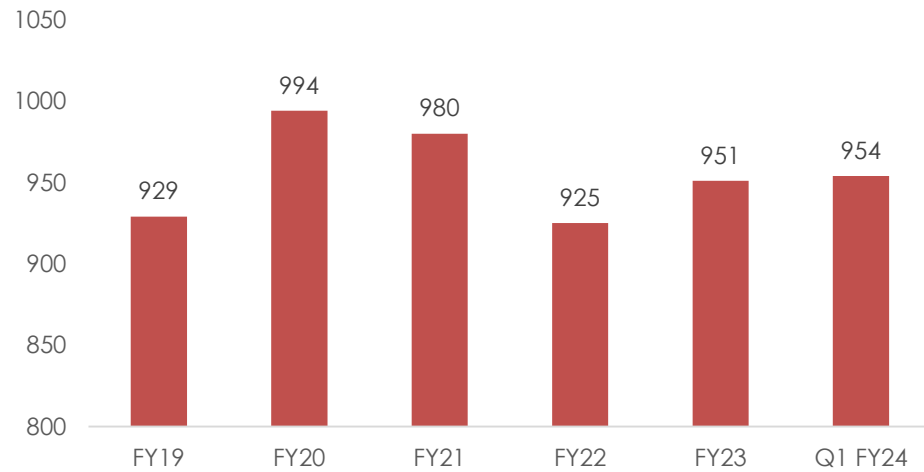


### Yield vs Cost

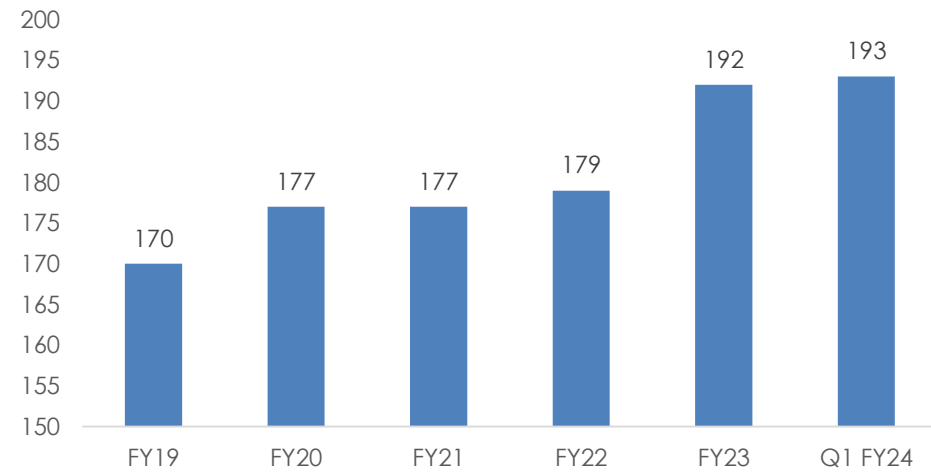




### Employee Strength



### Branches & SAT centres





**Verticalization of Business:** Separate verticals for Collections and Sales w.e.f April 2023.



**Credit Dispensation:** Decentralization of credit underwriting upto Rs. 25 lakhs and simplification of underwriting processes.

- For High ticket loans, pre-sanction inspections and underwriting by legal teams.



**New IT software & Platform:** Digitization and upgradation of IT equipment and Software to bring in organizational efficiencies – being implemented in 2 phases. Phase 1 covering operational integration underway.



**HR policies:** Updated HR policies to attract and retain talent.



**Recovery:** Set up specialized collection lines, appointed recovery agents and follow up of NPA accounts individually.



**Monitoring Mechanism:** Budgeting and monitoring the performance of business and costs.

- Introduced risk-based internal audit.

# Way Forward – Estimates FY24



**Loan Book:** Planned AUM growth of 12%, reaching approximately Rs. 14,000 crores.



**Sanctions & Disbursements:** Incremental Sanctions & disbursements expected to grow at 20%.



**Network:** Open 10 new branches and 10 SAT centres to increase penetration across states



**Asset Quality:** NPAs to be reduced to Rs. 600 crores.



**NIM & Spread:** Maintain NIM and spread at consistent levels.

**Thank You**