

**RHFL/SE/74/2023-24**

**12<sup>th</sup> February, 2024**

BSE Limited  
Phiroze Jeejeebhoy Towers,  
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, 2023**

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, 2023.

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 & 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

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



**Earnings Presentation  
Q3FY24**



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

# Agenda



Repco Home Finance Limited

- ◆ **Q3FY24 Performance**
  - ▶ Business summary
  - ▶ Financial performance
  - ▶ Borrowing Profile
  
- ◆ **Geographic Presence**
  - ▶ Footprint
  - ▶ Region-wise loan book
  
- ◆ **Annexure**

## Q3FY24 Performance

# Business Summary



Repco Home Finance Limited

Loans Outstanding  
Rs. 131,855 Mn

Net Worth  
Rs. 25,699 Mn

Total Capital Adequacy  
Ratio 34.7%

Average loan per unit  
Rs. 1.2 Mn

Number of live accounts  
107,191

Employee strength  
1,050

GNPA – 4.7%

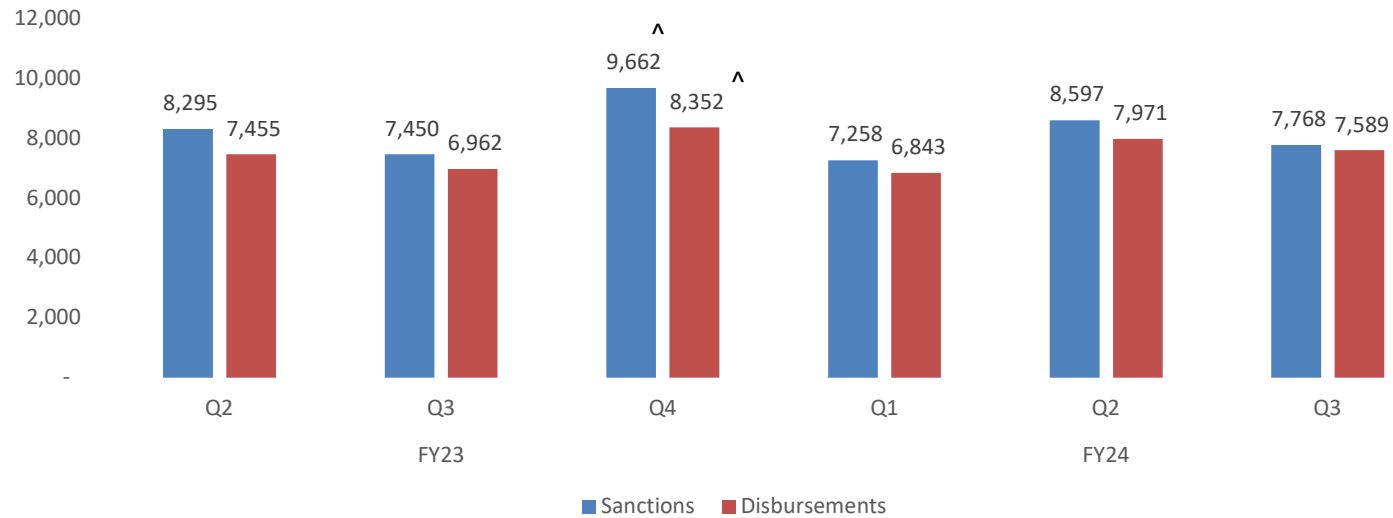
ECL provision – 4.1%

# Business performance momentum



Repco Home Finance Limited

Figures in Rs million

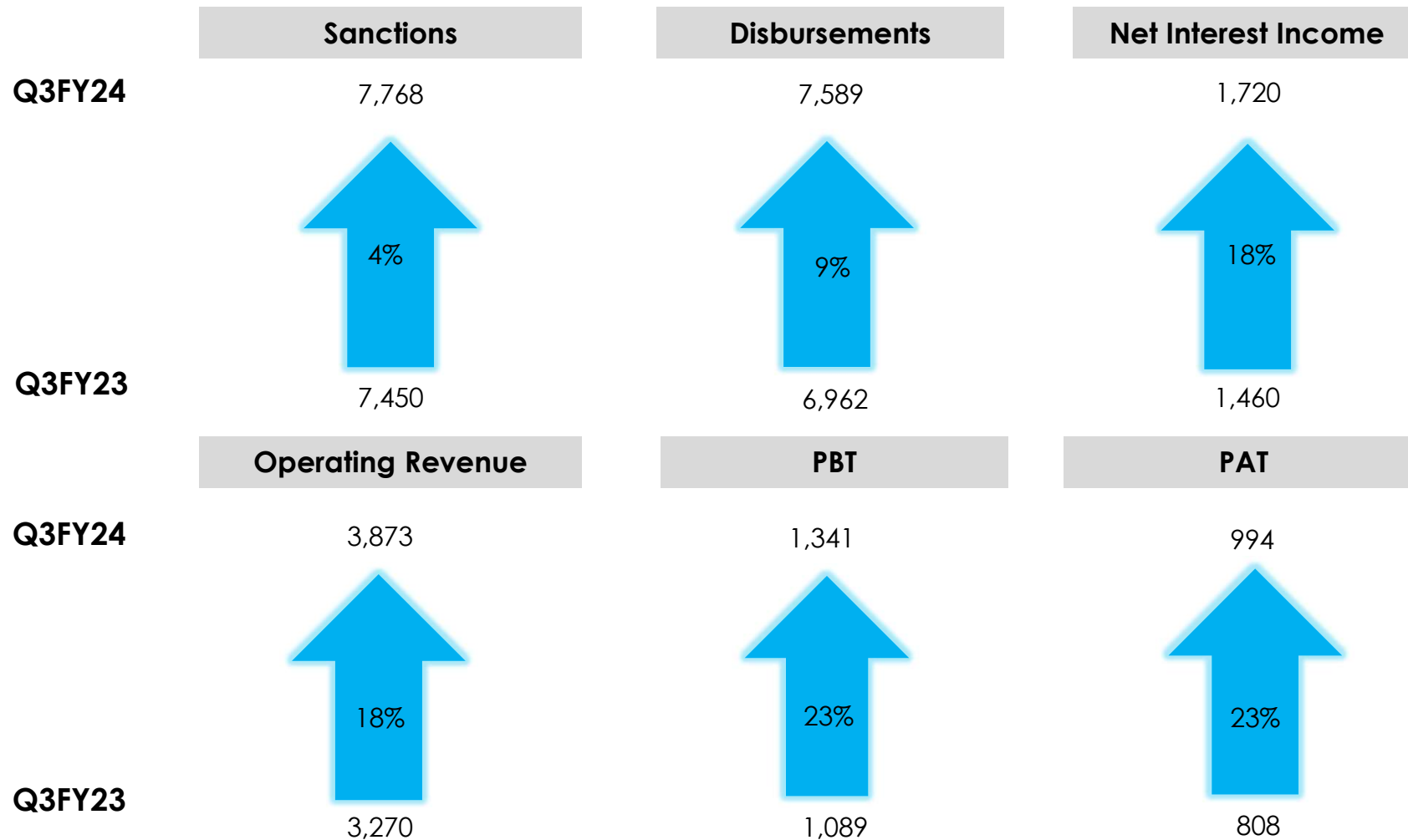


^ Includes DA pool purchase of Rs. 665.6 Mn.

# Key Indicators – Q3FY24 vs Q3FY23

Repco Home Finance Limited

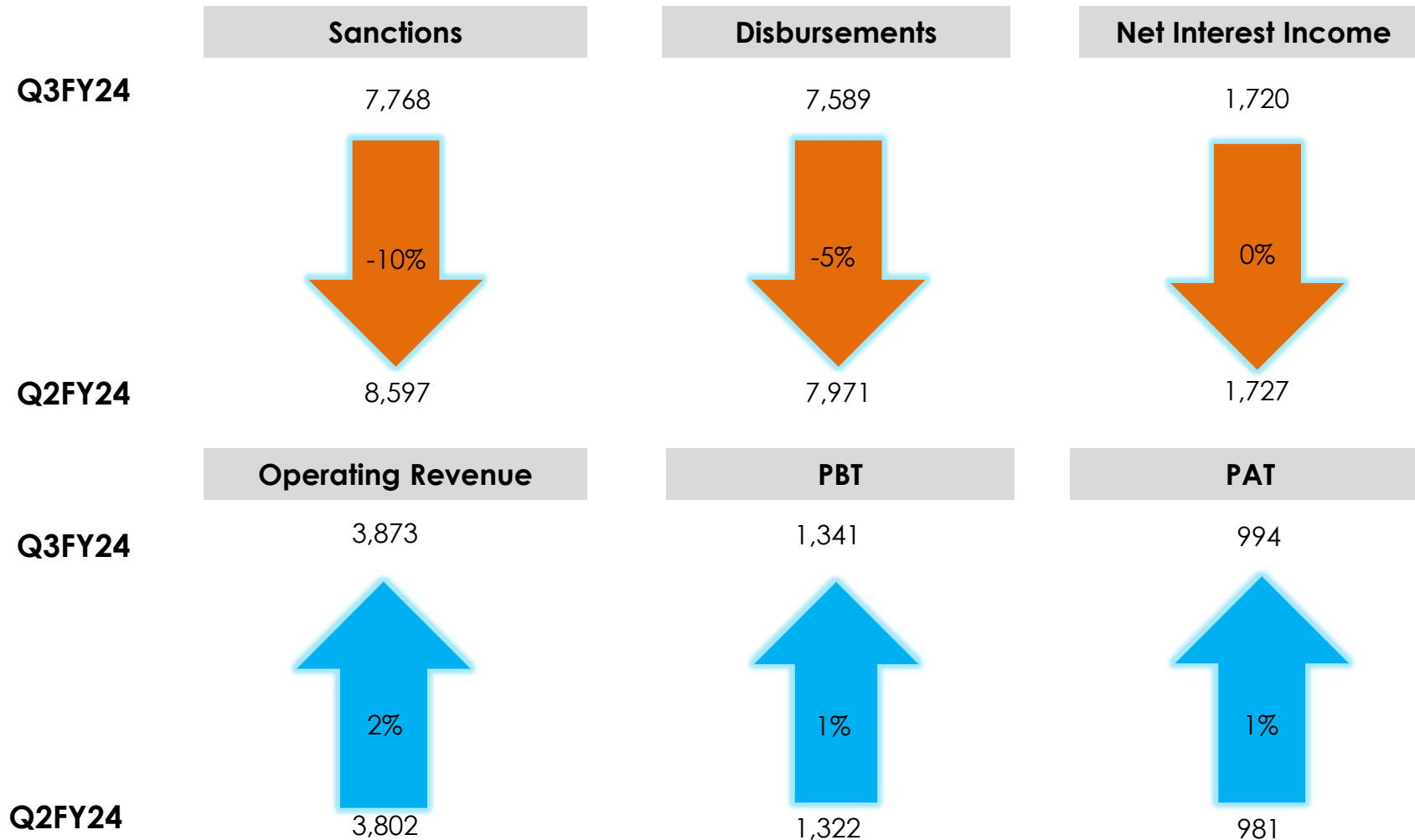
Figures in Rs million



# Key Indicators – Q3FY24 vs Q2FY24

Repco Home Finance Limited

Figures in Rs million





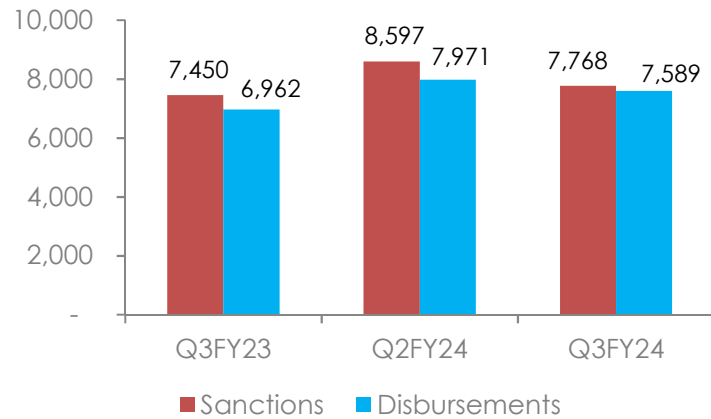
# Asset Book



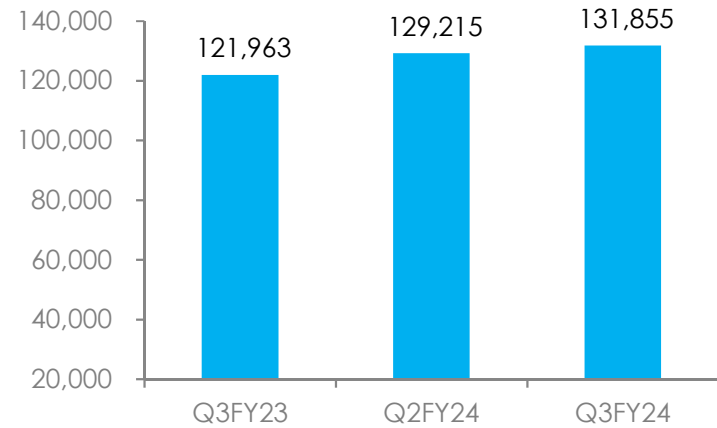
## Repco Home Finance Limited

Figures in Rs million

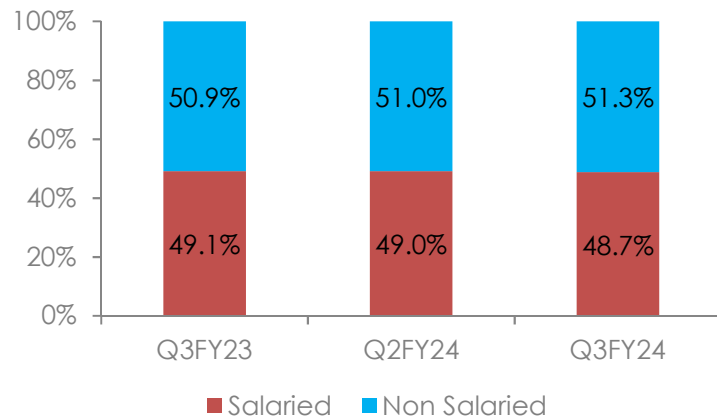
### Sanctions and Disbursements



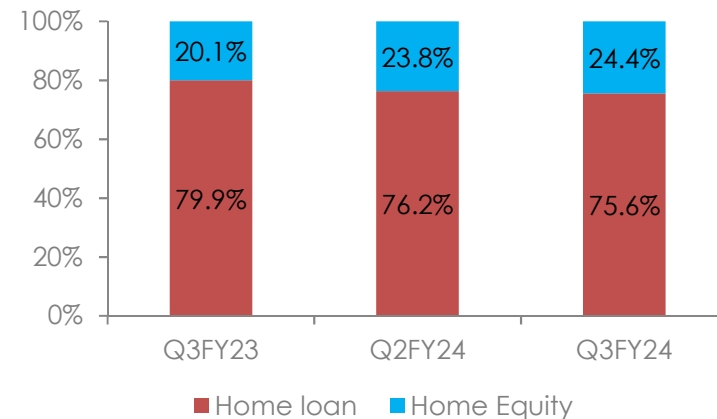
### Loan Book



### Loan book composition



### Mix of Loan Portfolio

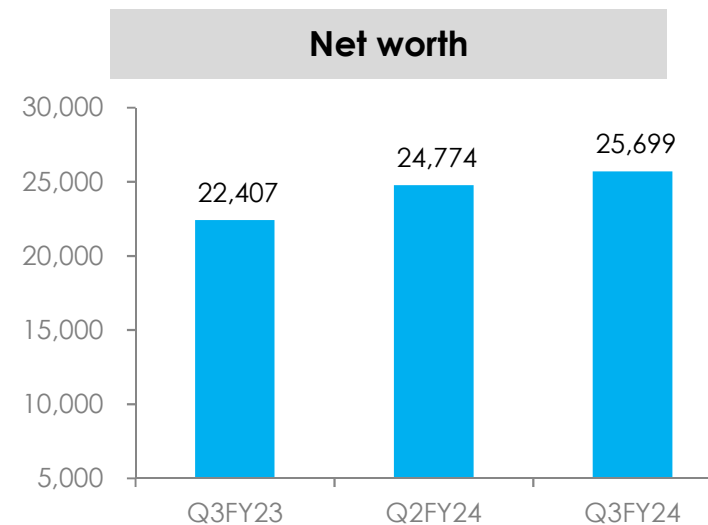
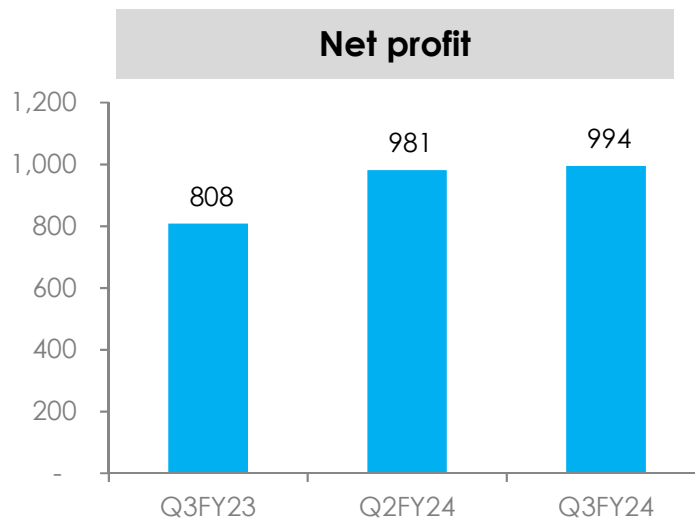
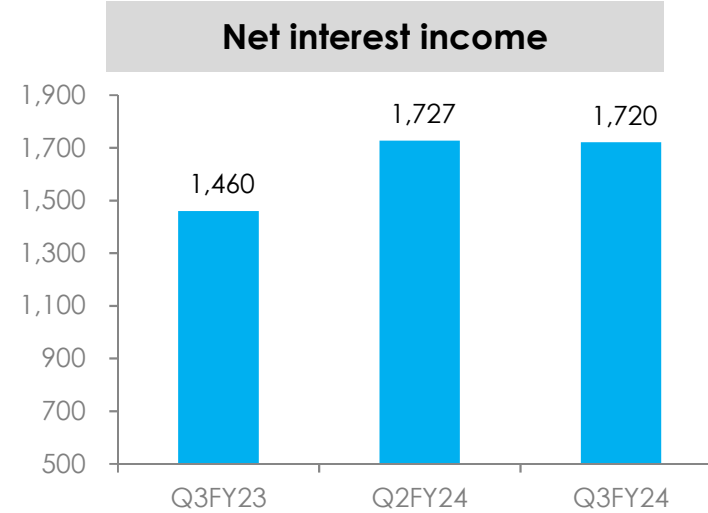
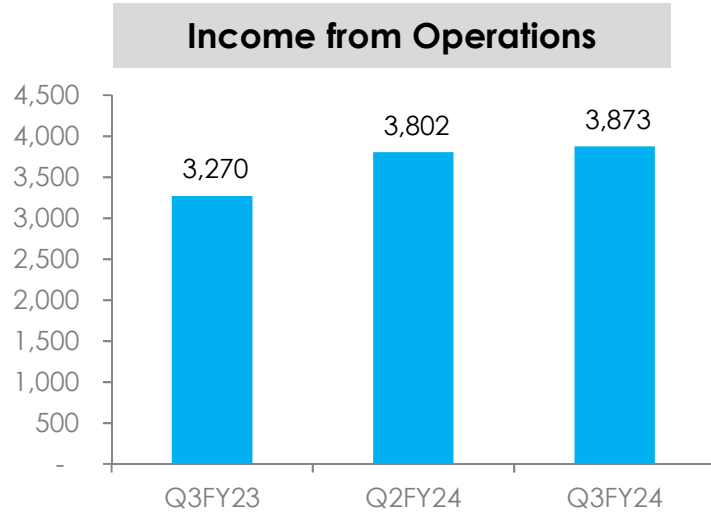


# Income and earnings growth



Repc Home Finance Limited

Figures in Rs million



# Operating cost



Repc Home Finance Limited

Figures in Rs million

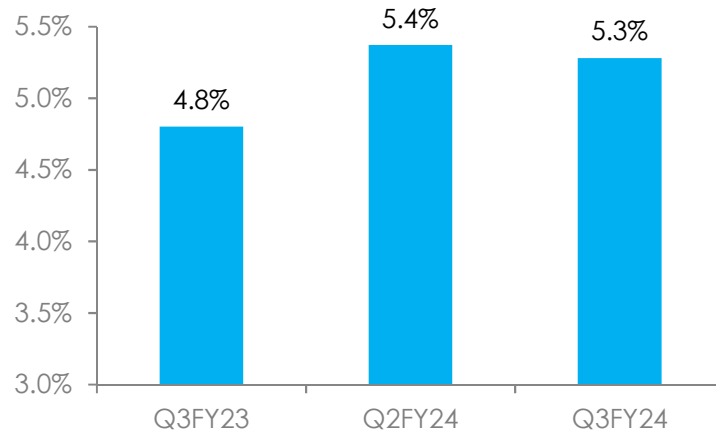


# Quarterly Profitability ratios

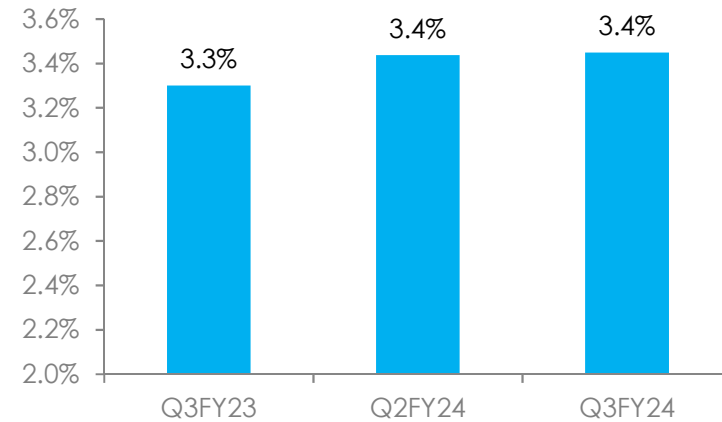


Repco Home Finance Limited

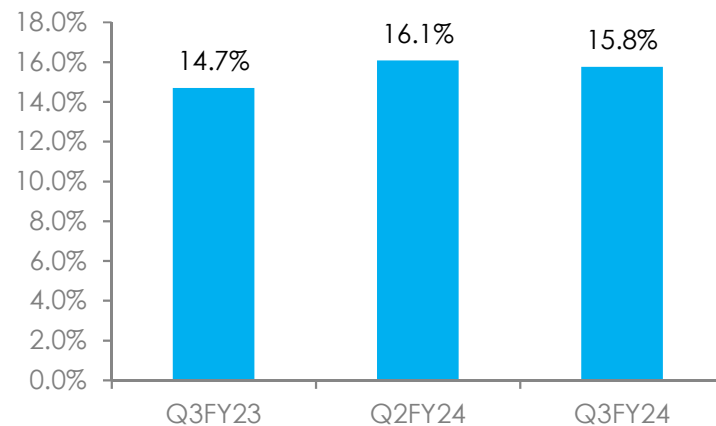
### Net Interest Margin



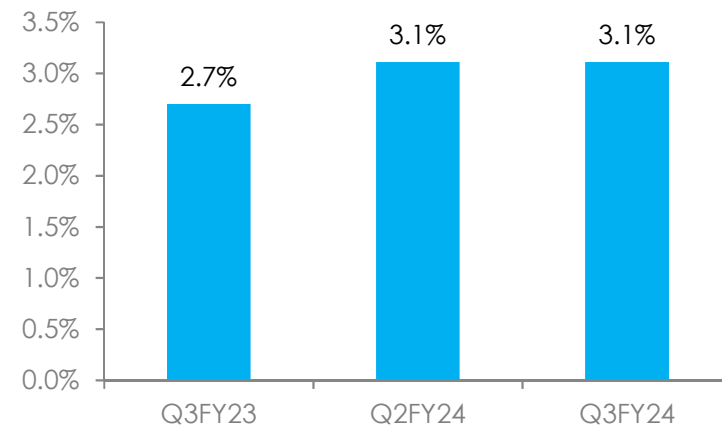
### Spread



### Return on Equity



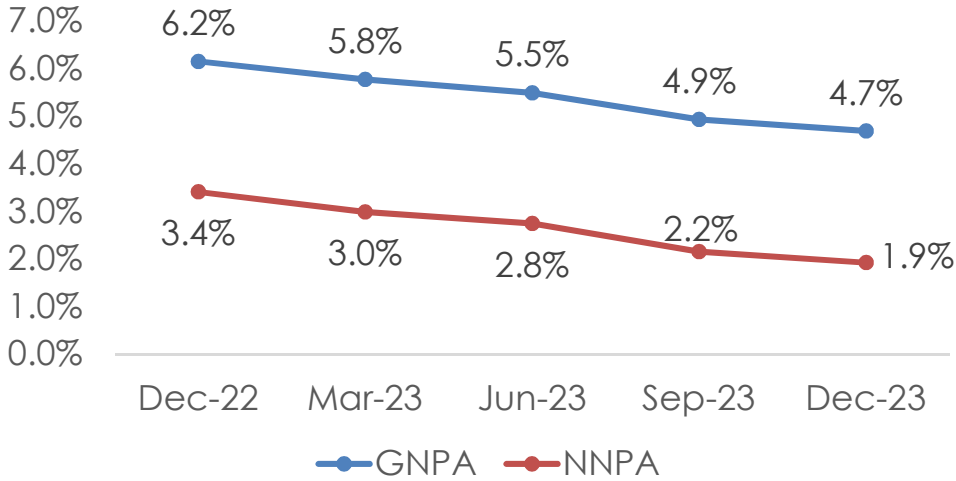
### Return on Assets



# Asset Quality



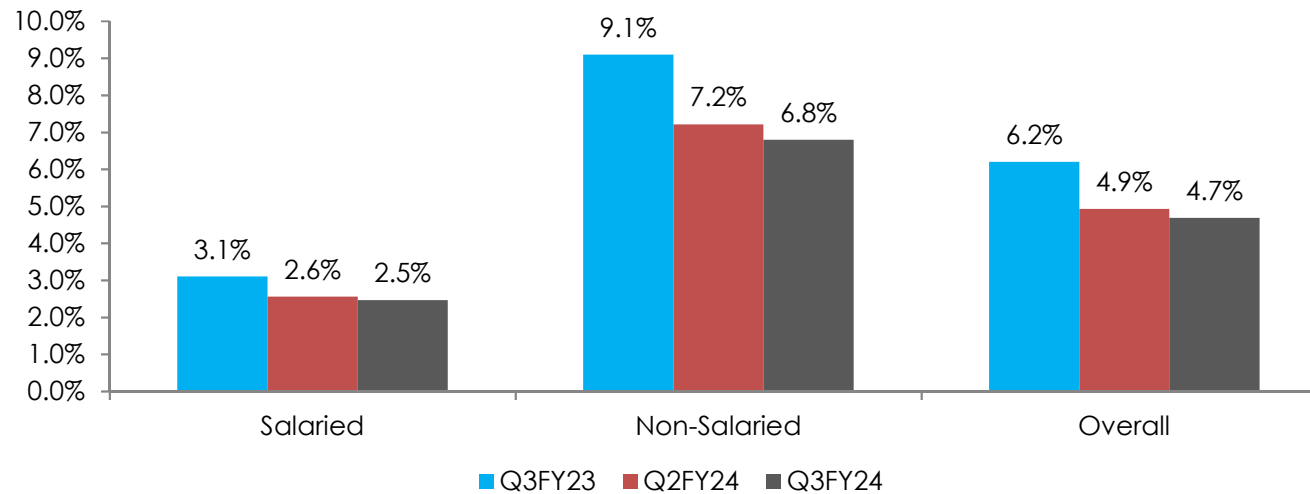
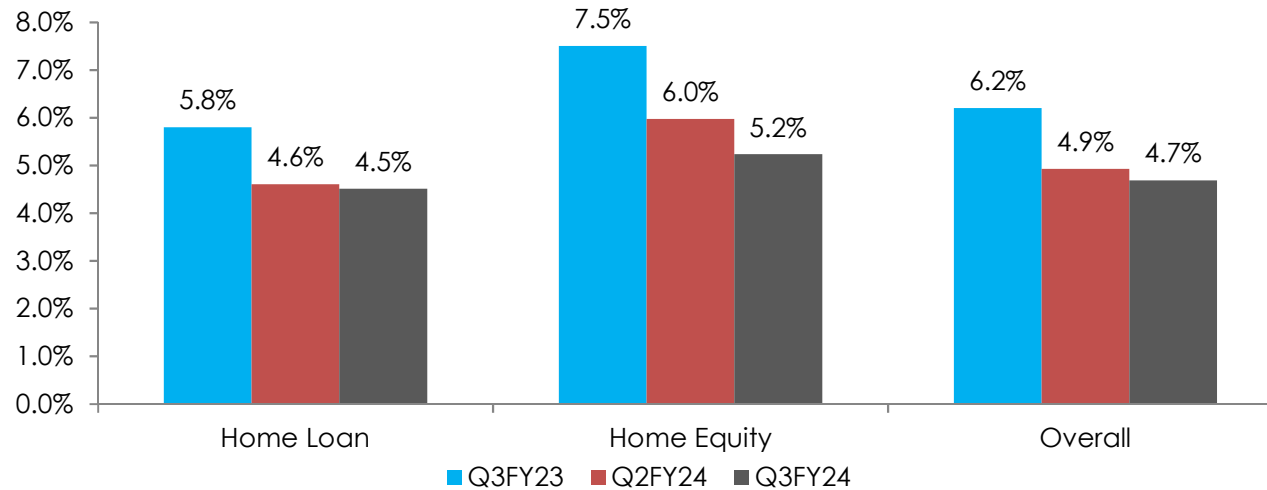
Repco Home Finance Limited



# Product / Occupation mix wise GNPA(%)



Repco Home Finance Limited



# ECL provision



**Repco Home Finance Limited**

Figures in Rs million

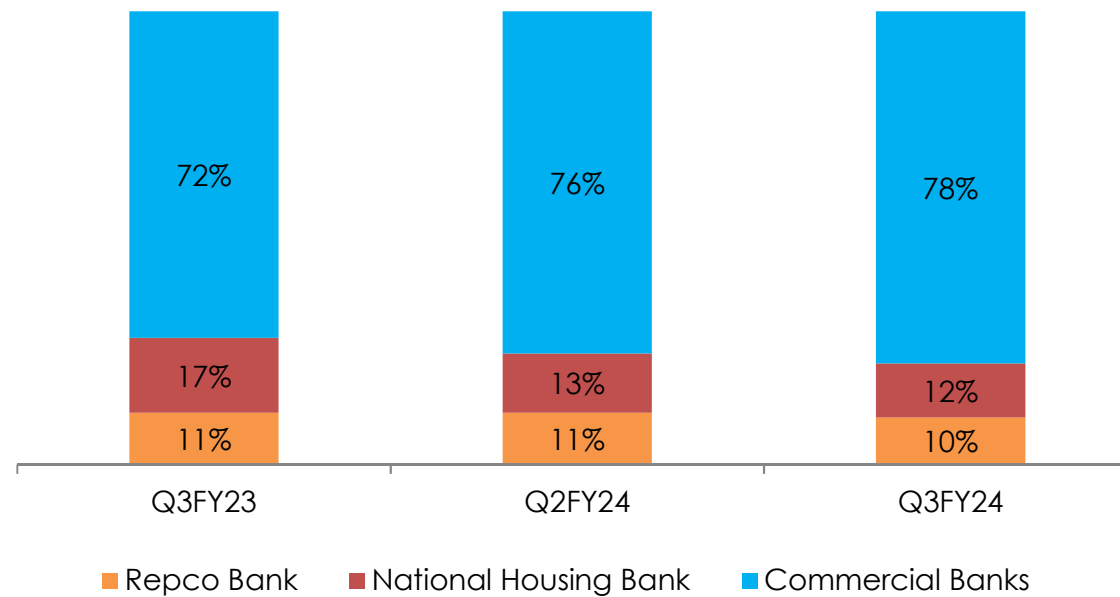
	<b>Q3FY23</b>	<b>Q2FY24</b>	<b>Q3FY24</b>
Gross Stage 3	7,503	6,371	6,182
% portfolio in Stage 3	6.2%	4.9%	4.7%
ECL provision - Stage 3	3,465	3,655	3,714
Net - Stage 3	4,038	2,716	2,467
Coverage ratio - Stage 3	46.2%	57.4%	60.1%
Gross Stage 1 & 2	1,14,460	1,22,844	1,25,673
% portfolio in Stage 1 & 2	93.8%	95.1%	95.3%
Total ECL provision	5,144	5,256	5,285

# Borrowing profile



Repco Home Finance Limited

Source (Rs Mn)	Average cost	Q3FY23	Q2FY24	Q3FY24	% change (Y-o-Y)
National Housing Bank	7.59%	15,835	13,152	12,379	-22%
Commercial Banks	8.58%	69,207	75,905	80,502	16%
Repco Bank	8.15%	10,914	11,412	10,702	-2%
<b>Total</b>	<b>8.41%</b>	<b>95,955</b>	<b>1,00,470</b>	<b>1,03,582</b>	





# Movement in borrowing cost

Repco Home Finance Limited



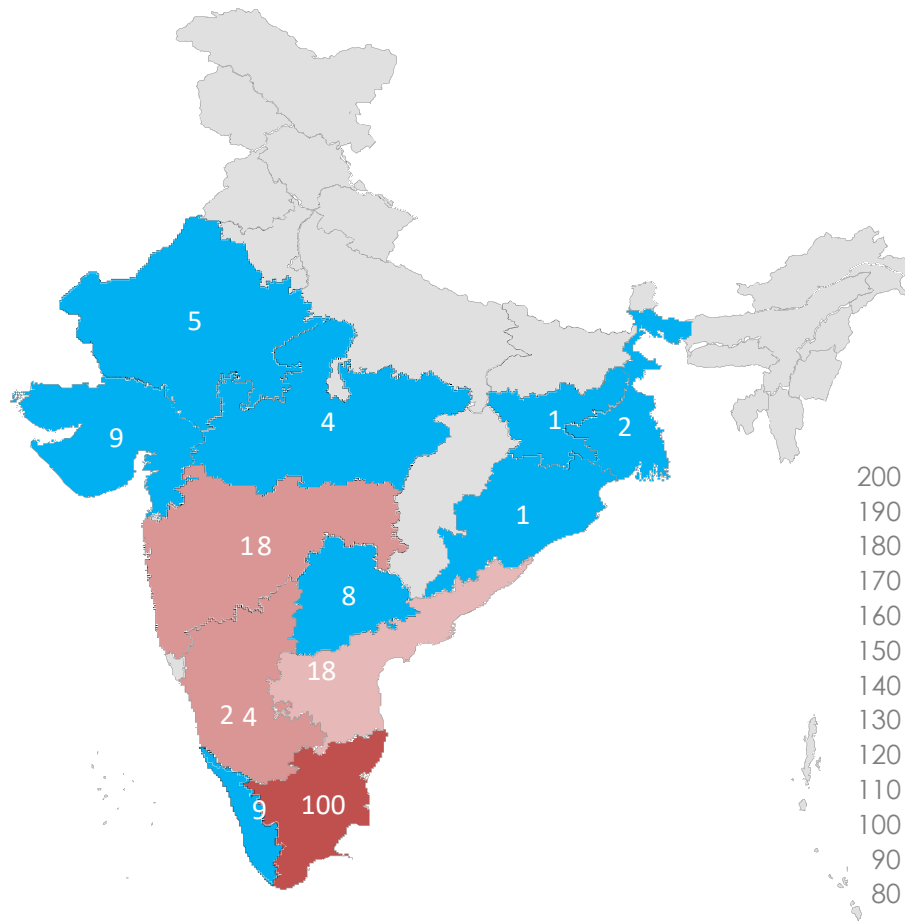
## Geographic Presence

# Network



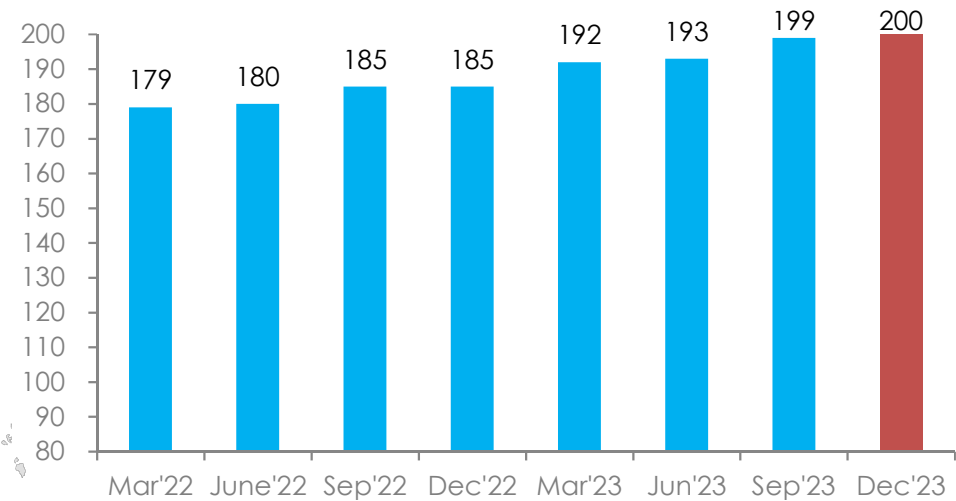
**Repc Home Finance Limited**

## Branch Network



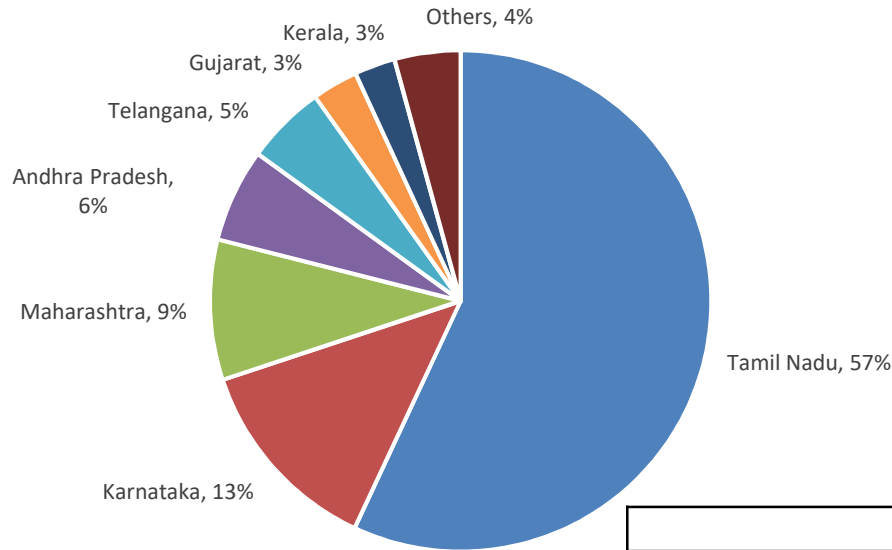
- ◆ Present in 12 states and 1 Union Territory with 166 branches and 34 satellite centers.
- ◆ Additionally, we have 2 asset recovery branches.
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh & Rajasthan.

## Network



# Region-wise loan book

Repco Home Finance Limited



States	Exposure			Annualised Growth	
	Q3FY23	Q2FY24	Q3FY24	Y-o-Y	Q-o-Q
Tamil Nadu	57%	57%	57%	9%	7%
Karnataka	13%	13%	13%	8%	6%
Maharashtra	9%	9%	9%	8%	14%
Andhra Pradesh	6%	6%	6%	9%	10%
Telangana	5%	5%	5%	11%	15%
Gujarat	3%	3%	3%	-4%	2%
Kerala	3%	3%	3%	0%	2%
Others	4%	4%	4%	14%	20%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>8%</b>	<b>2%</b>

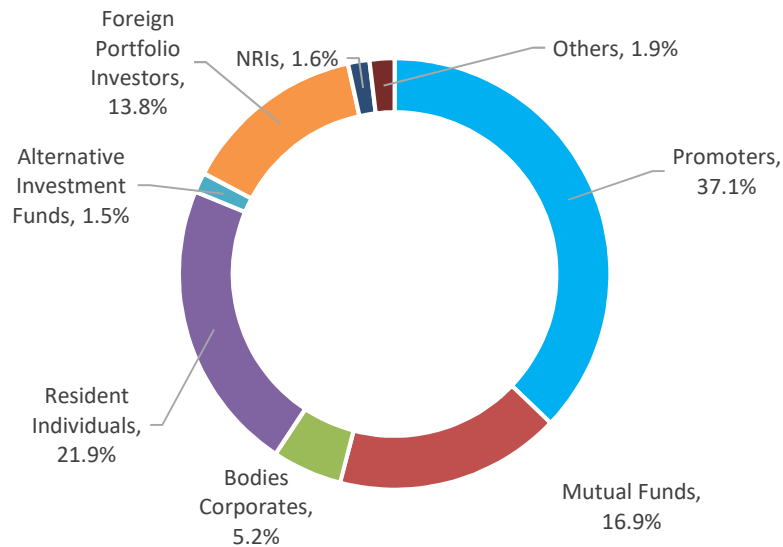
# Annexure

# Shareholding pattern



Repco Home Finance Limited

Outstanding shares – 62.6 Mn



Major Non-Promoter Shareholders	%
HDFC Mutual Fund	7.2%
Aditya Birla Sun Life Mutual Fund	5.1%
Fidelity Asian Values LLC	3.3%
Evli Emerging Frontier Fund	2.0%
SG Jokaland Holdings LLC	1.8%
Tata Mutual Fund	1.2%

# Profit and loss statement



Repco Home Finance Limited

Figures in Rs million

(Rs. Million)	Q3FY24	Q3FY23	YoY (%)	Q2FY24	QOQ (%)
<u>Income:</u>					
Revenue from operations	3,873	3,802	2%	3,270	18%
Other income	59	38	57%	39	53%
<b>Total Income</b>	<b>3,932</b>	<b>3,839</b>	<b>2%</b>	<b>3,309</b>	<b>19%</b>
<u>Expenses:</u>					
Interest and other financial charges	2,153	2,075	4%	1,810	19%
Employee benefit expense	242	255	-5%	228	6%
Depreciation and amortization expense	48	38	24%	37	30%
Other expenses	120	133	-10%	133	-10%
Provisions & write-offs	29	16	82%	12	153%
<b>Total Expenses</b>	<b>2,591</b>	<b>2,517</b>	<b>3%</b>	<b>2,219</b>	<b>17%</b>
Profit before tax	<b>1,341</b>	<b>1,322</b>	<b>1%</b>	<b>1,089</b>	<b>23%</b>
<u>Tax expense:</u>					
Current tax	290	272	7%	234	24%
Deferred Tax	57	69	-18%	47	20%
<b>Net Profit/(Loss)</b>	<b>994</b>	<b>981</b>	<b>1%</b>	<b>808</b>	<b>23%</b>

# Relative performance – Y-o-Y



**Repco Home Finance Limited**

Particulars	Units	Q3FY23	Q3FY24
Sanctions	Rs. Mn	7,450	<b>7,768</b>
Disbursements	Rs. Mn	6,962	<b>7,589</b>
Net interest income	Rs. Mn	1,460	<b>1,720</b>
PAT	Rs. Mn	808	<b>994</b>
NIM	%	4.8	<b>5.3</b>
Yield on assets	%	10.8	<b>11.9</b>
Cost of funds	%	7.5	<b>8.4</b>
Spread	%	3.3	<b>3.4</b>
Return on assets	%	2.7	<b>3.1</b>
Return on equity	%	14.7	<b>15.8</b>



# Relative performance – Q-o-Q



**Repco Home Finance Limited**

Particulars	Units	Q2FY24	Q3FY24
Sanctions	Rs. Mn	8,597	<b>7,768</b>
Disbursements	Rs. Mn	7,971	<b>7,589</b>
Net interest income	Rs. Mn	1,727	<b>1,720</b>
PAT	Rs. Mn	981	<b>994</b>
NIM	%	5.4	<b>5.3</b>
Yield on assets	%	11.8	<b>11.9</b>
Cost of funds	%	8.4	<b>8.4</b>
Spread	%	3.4	<b>3.4</b>
Return on assets	%	3.1	<b>3.1</b>
Return on equity	%	16.1	<b>15.8</b>

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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