



REPCO HOME FINANCE LIMITED.

CIN : L65922TN2000PLC044655

RHFL/SE/56/2022-23

11th November, 2022

BSE Limited
Phiroze Jeejeebhoy Towers,
26th Floor, Dalal Street,
Mumbai-400001
BSE Security Code: 535322

National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai- 400051
NSE Symbol: REPCOHOME

Kind Attn: Listing Department

Dear Sir/Madam,

Sub: Investor Presentation on financial results for the quarter and half year ended on 30th September, 2022

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, 2022.

This is submitted for your information and records.

Thanking You,
Yours Faithfully,
For Repco Home Finance Limited

Ankush Tiwari
Company Secretary & Compliance Officer



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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 Q2FY23



- ◆ **Q2FY23 Performance**
 - ▶ Business summary
 - ▶ Financial performance
 - ▶ Borrowing profile

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

- ◆ **Annexure**

Q2FY23 Performance

Business summary

Loans outstanding -
Rs. 1,20,677 mn

Net worth
Rs. 21,604 mn

Total capital adequacy ratio
34.1%

Average loan per unit
Rs. 1.5 mn

Number of live accounts
1,02,913

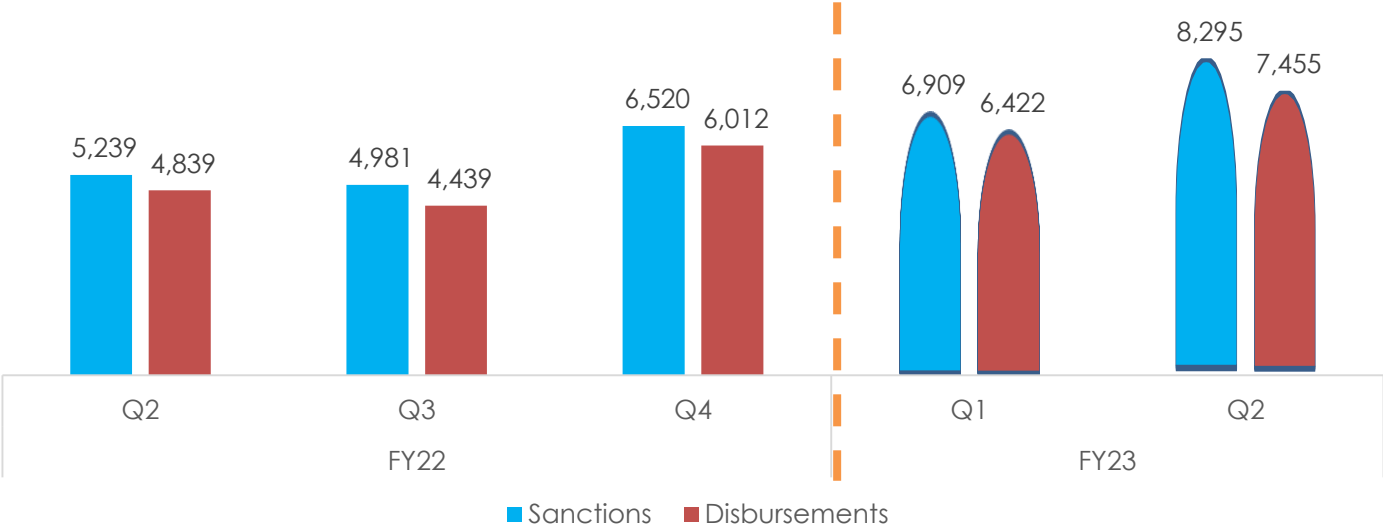
Employee strength - 940

GNPA – 6.5%

ECL provision(%)- 4.3%

Business performance momentum

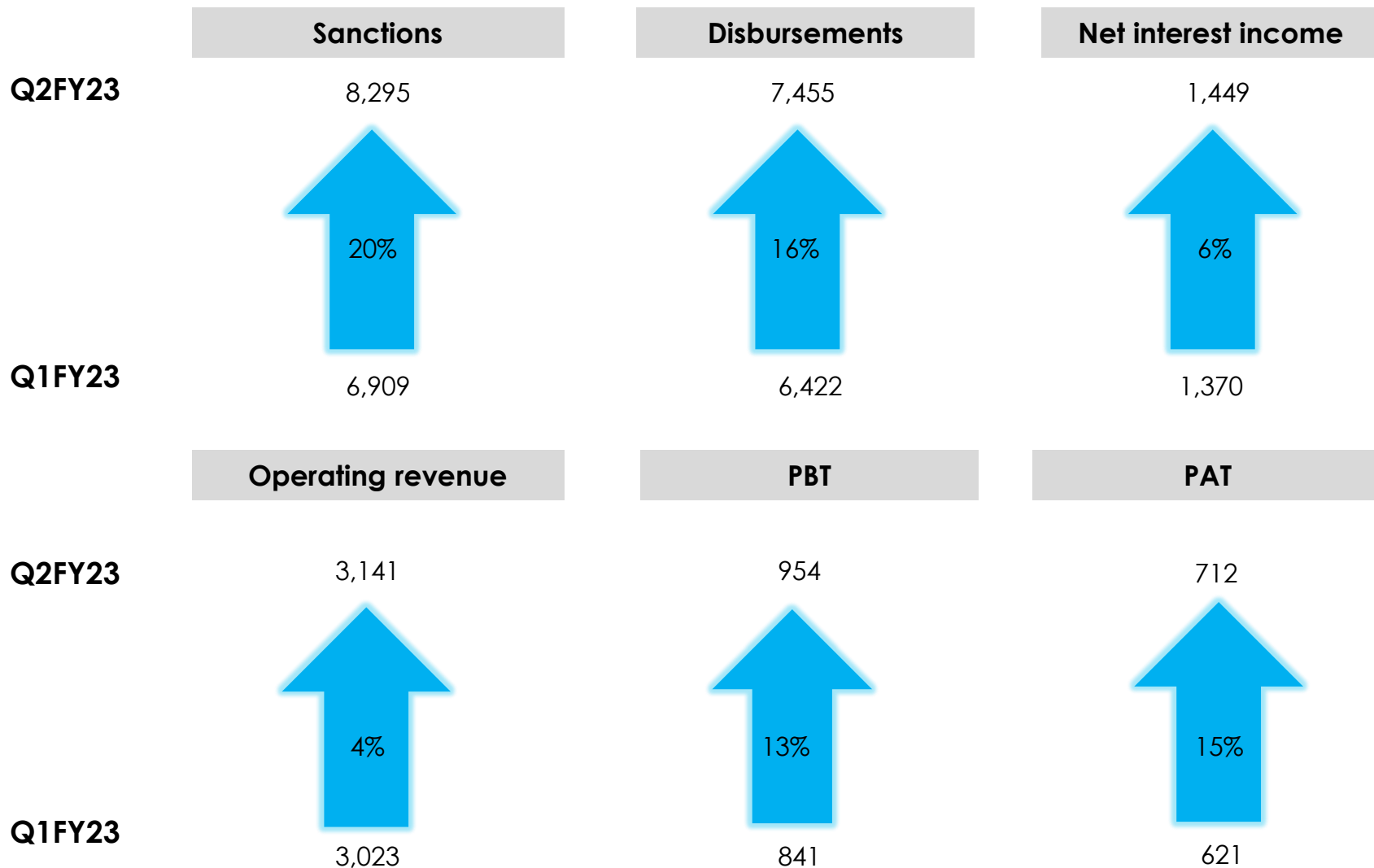
Figures in Rs million



Note – The Company did not acquire any loan pool during Q2FY23.

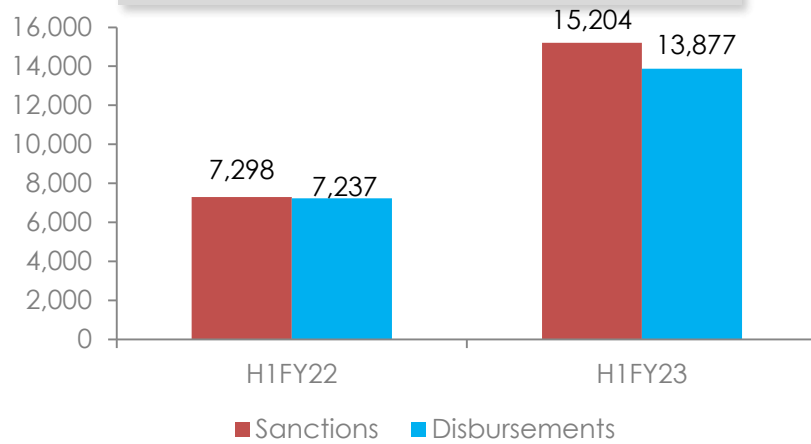
Key indicators – Q2 vs Q1

Figures in Rs million

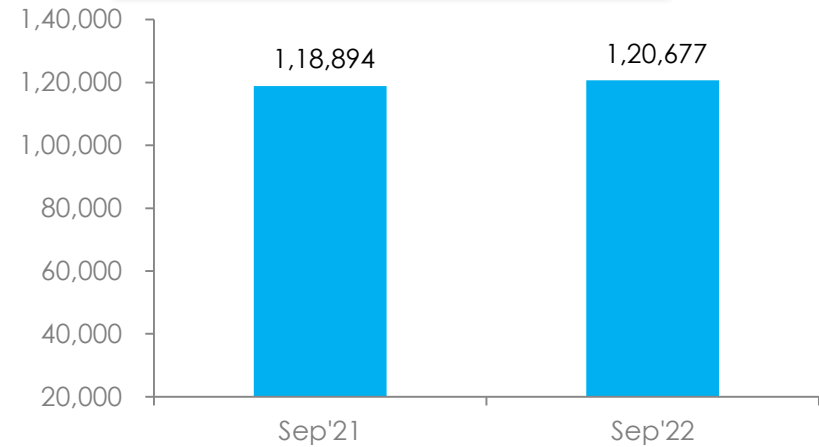


Figures in Rs million

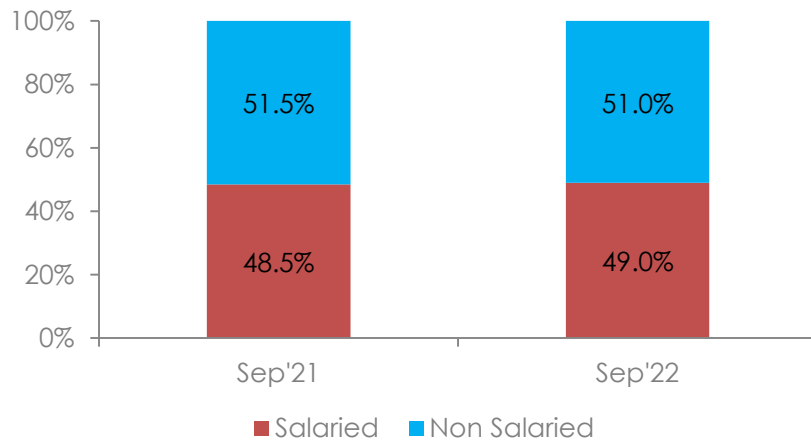
Sanctions and disbursements



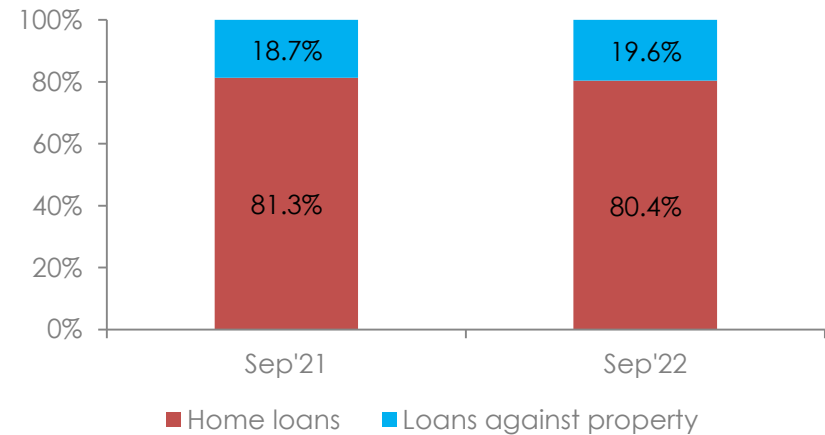
Loan Book



Loan book composition

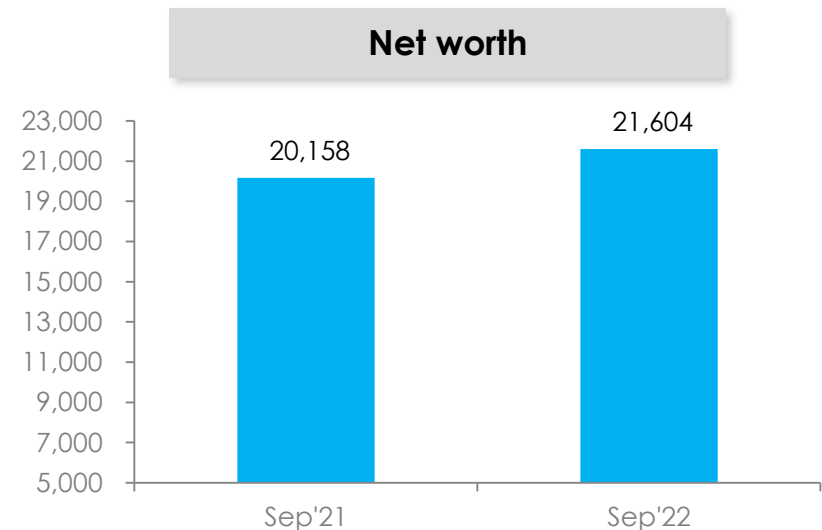
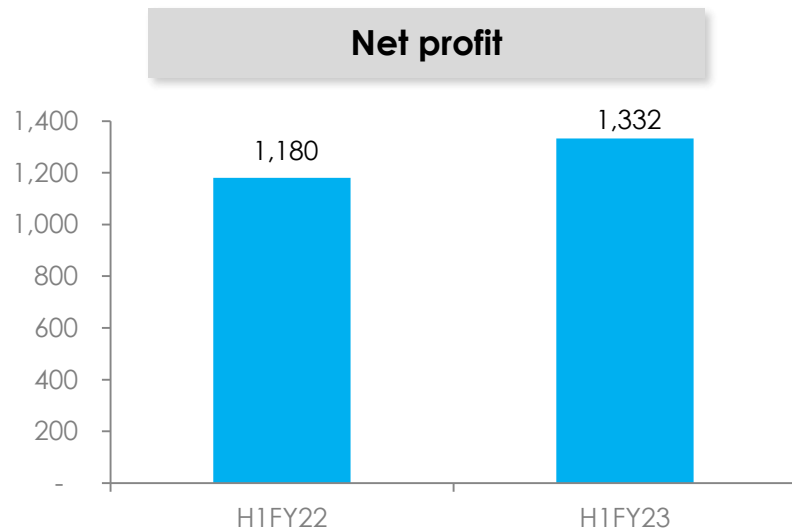
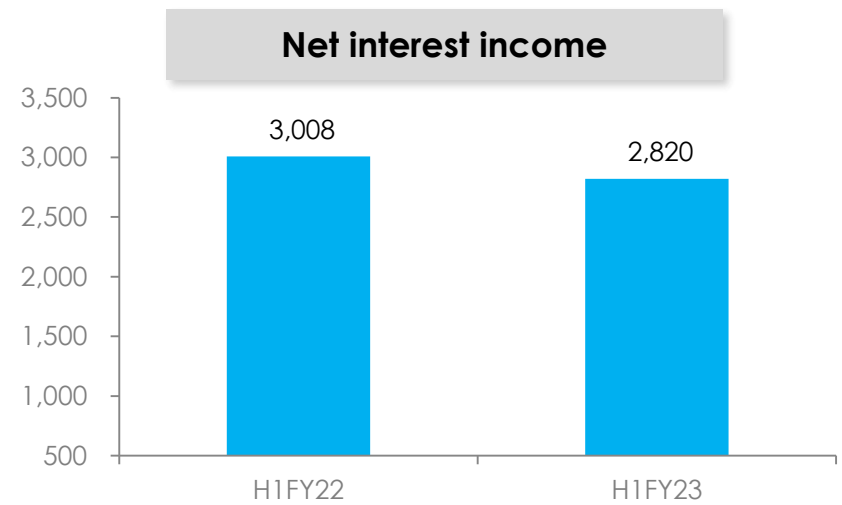
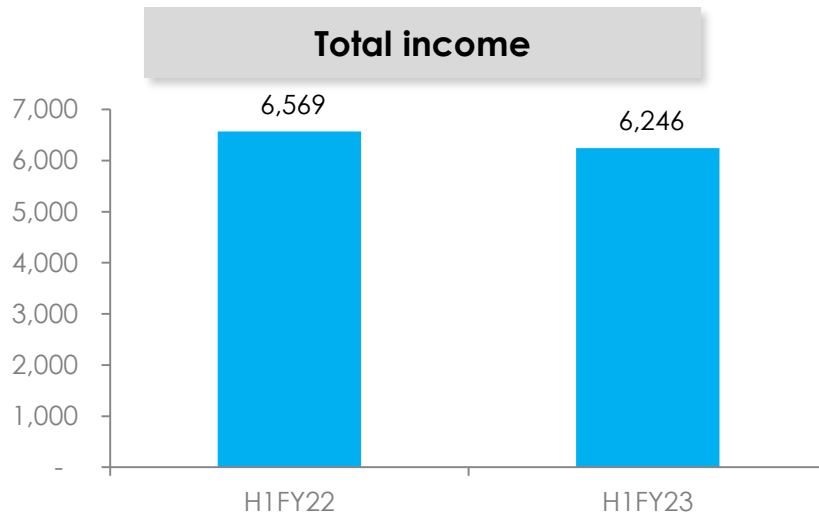


Mix of loan portfolio



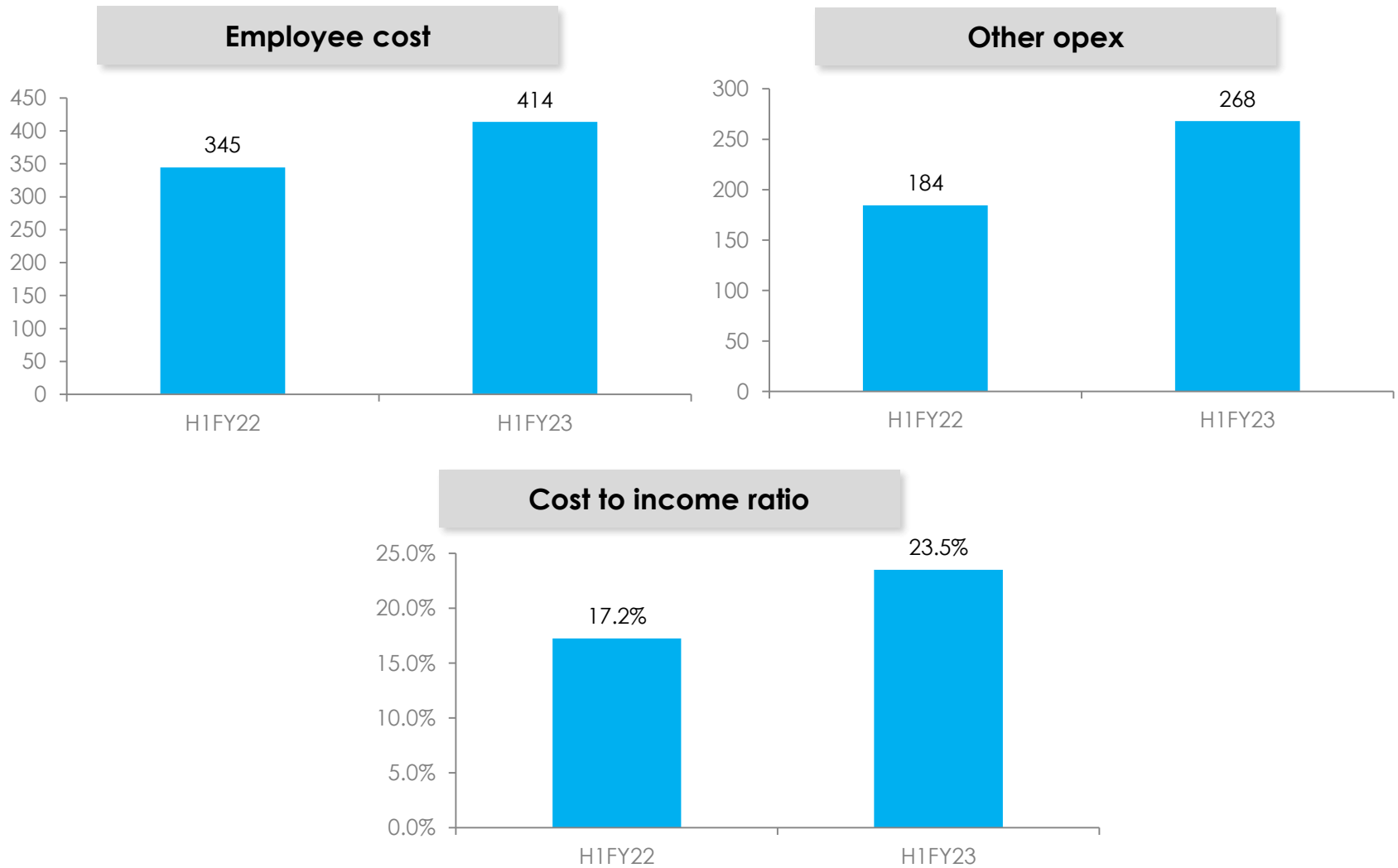
Income and earnings growth

Figures in Rs million



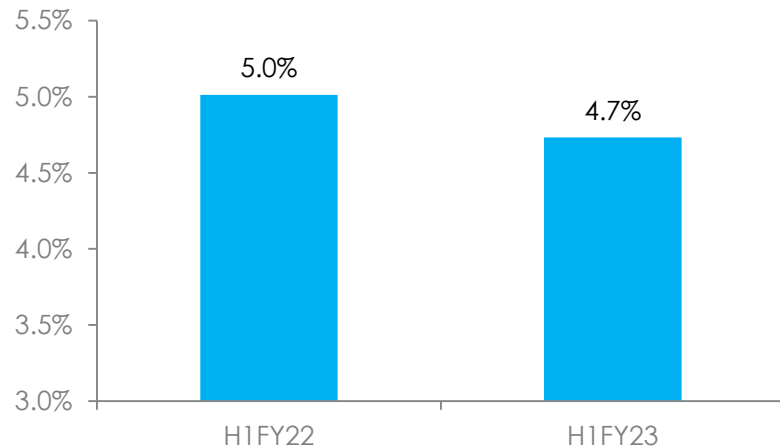
Operating cost

Figures in Rs million

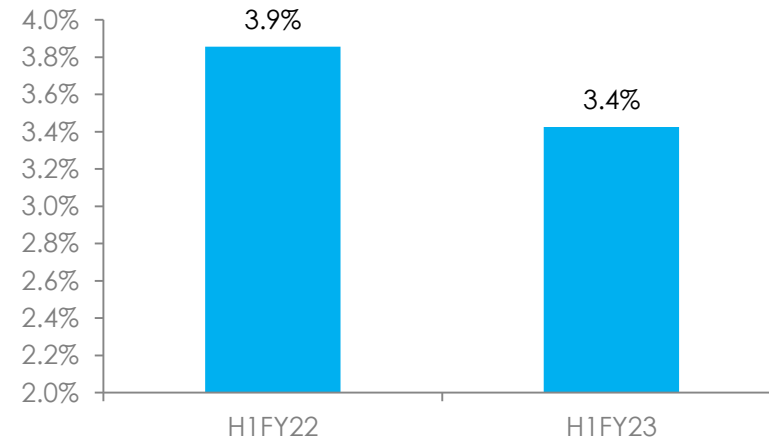


Profitability ratios

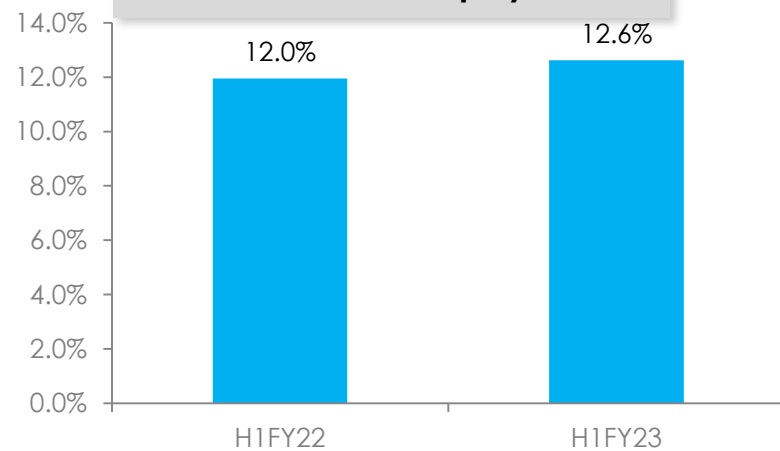
Net interest margin



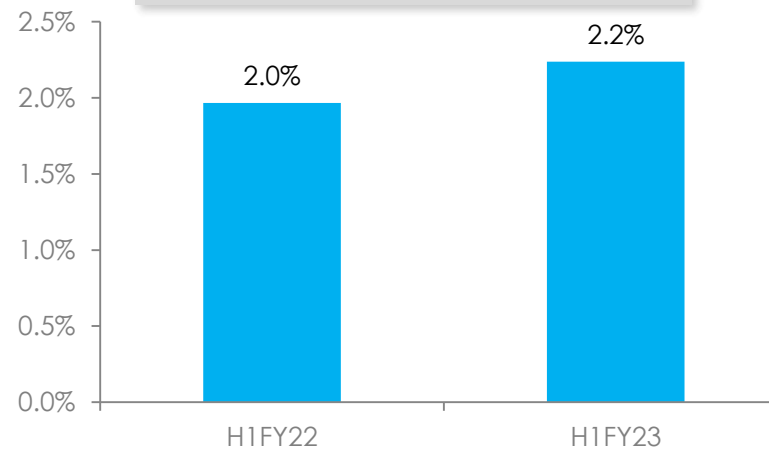
Spread



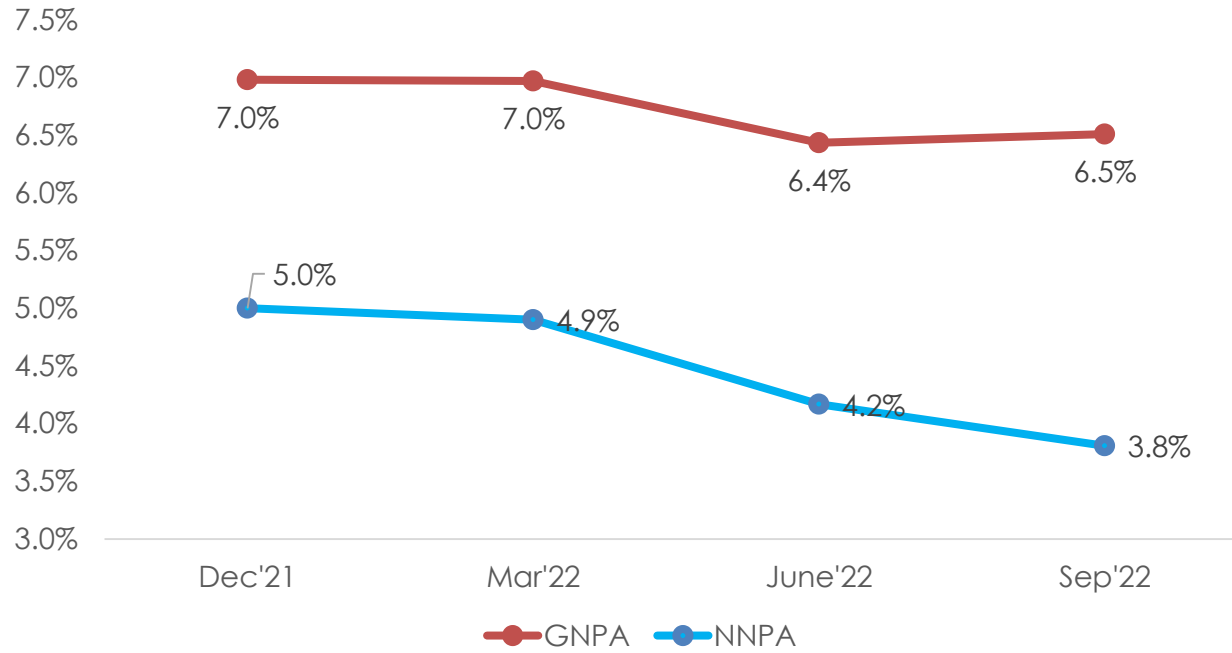
Return on equity



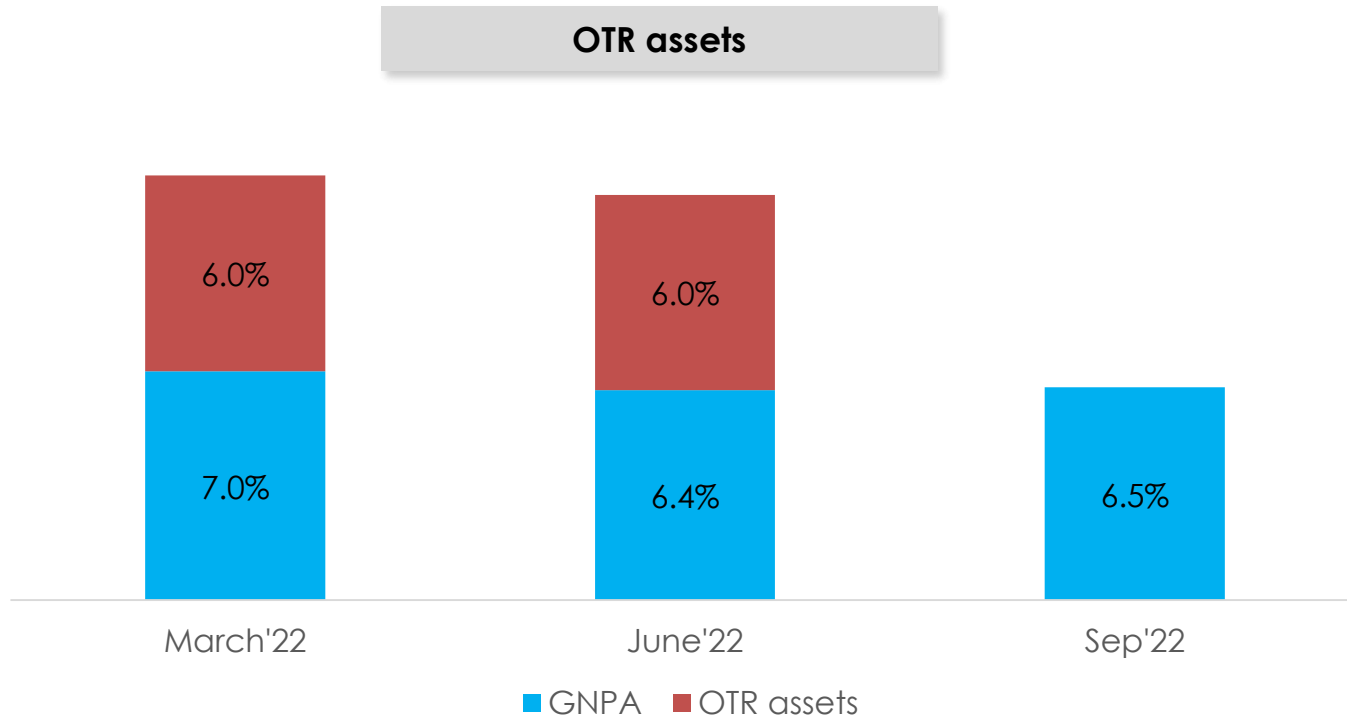
Return on assets



Asset quality

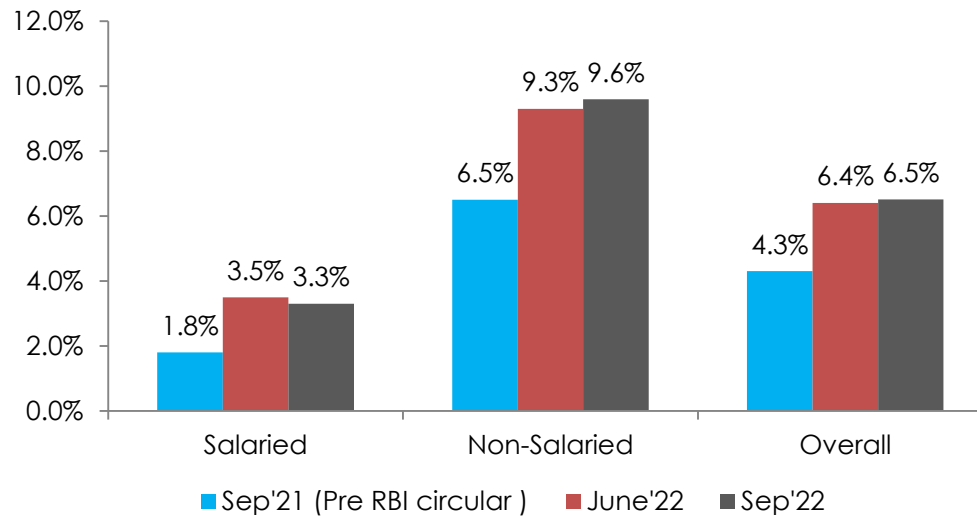
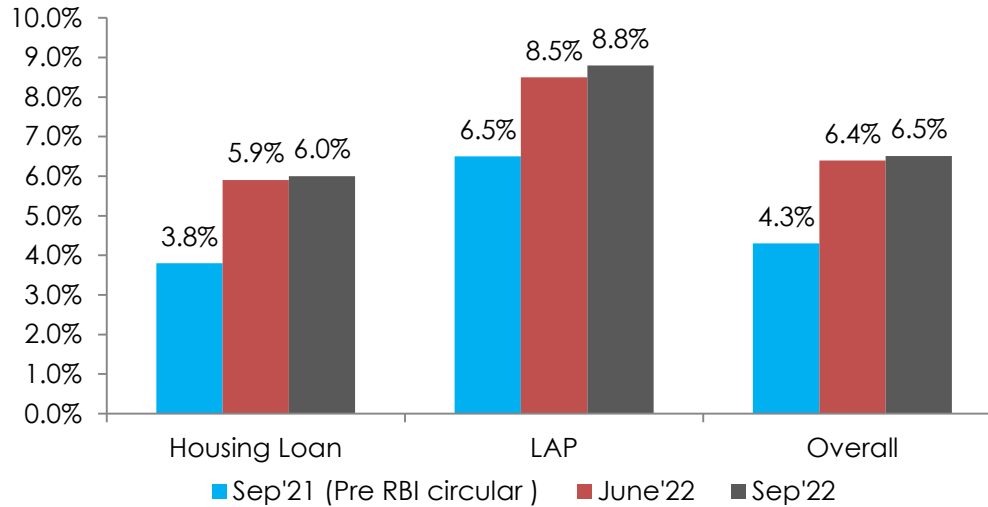


Movement in Restructured assets (OTR)



Note – Sep'22 GNPA includes about 1.5% of OTR assets that slipped.

Product mix / Occupation wise GNPA(%)



ECL provision

Figures in Rs million

	Sep'21	June'22	Sep'22
Gross Stage 3	5,087	7,632	7,860
% portfolio in Stage 3	4.3%	6.4%	6.5%
ECL provision - Stage 3	2,204	2,808	3,386
Net - Stage 3	2,883	4,824	4,474
Coverage ratio - Stage 3	43%	37%	43%

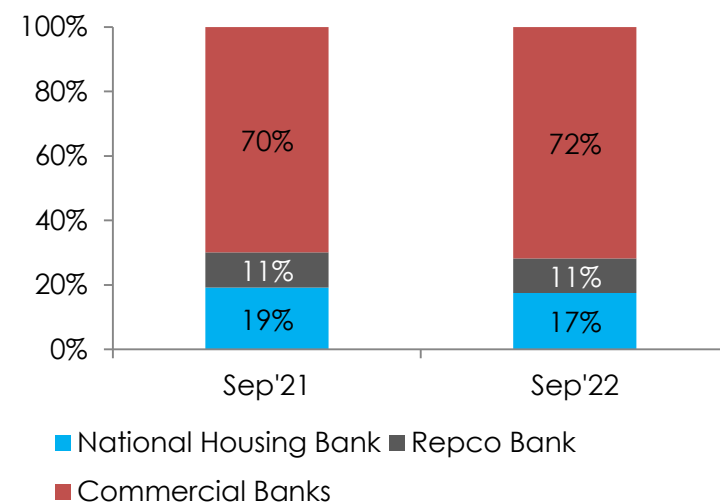
Gross Stage 1 & 2	1,13,807	1,109,87	1,121,87
% portfolio in Stage 1 & 2	95.7%	93.6%	93.5%
ECL provision % - Overall	3.2%	4.0%	4.3%*

*Note – In Q2FY23, The company has utilized the contingency provision created in the previous quarter to the tune of Rs. 200 million to make asset-specific provisions. Total provisions carried in the Balance Sheet summarized below

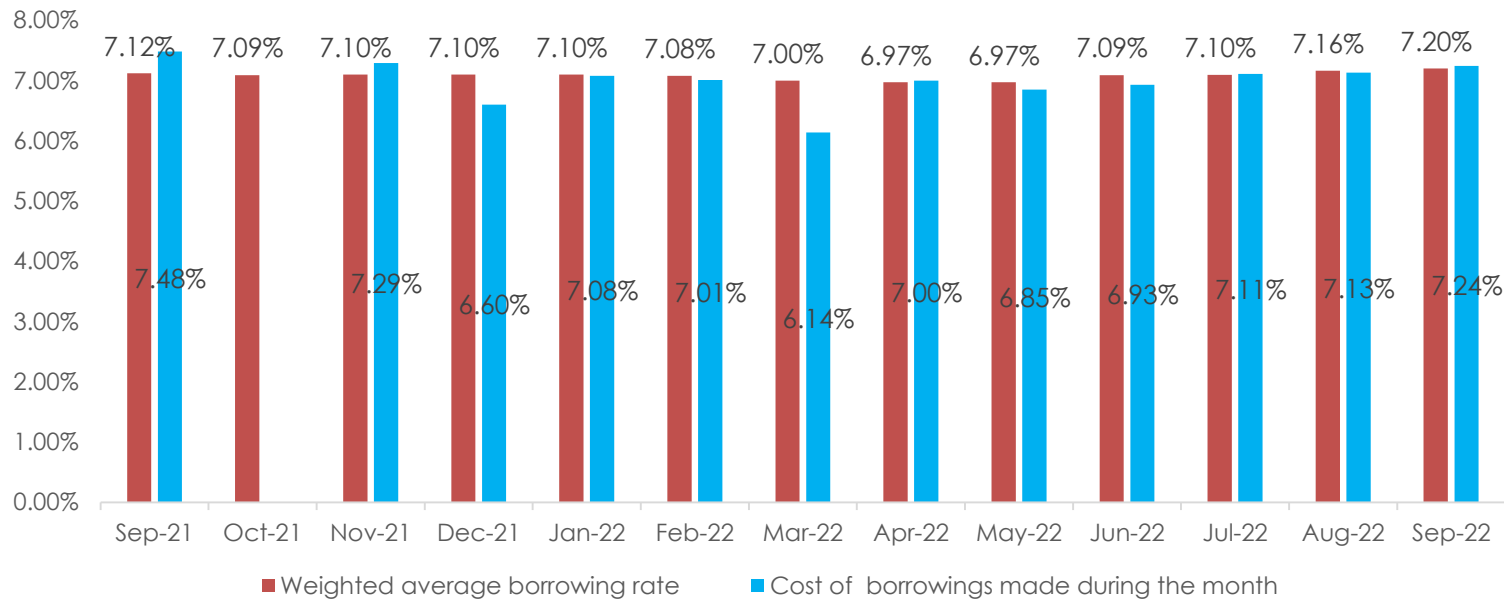
- Total ECL provisions – Rs. 5,134 million and,
- Contingency provisions – Rs. 0

Borrowing profile

Source (Rs mn)	Average cost	Sep'21	June'22	Sep'22	% change
National Housing Bank	6.42%	18,936	17,939	16,813	-11%
Repco Bank	7.65%	10,827	9,090	10,382	-4%
Commercial Banks	7.32%	69,188	66,090	69,159	0%
Total	7.20%	98,951	93,119	96,354	-3%

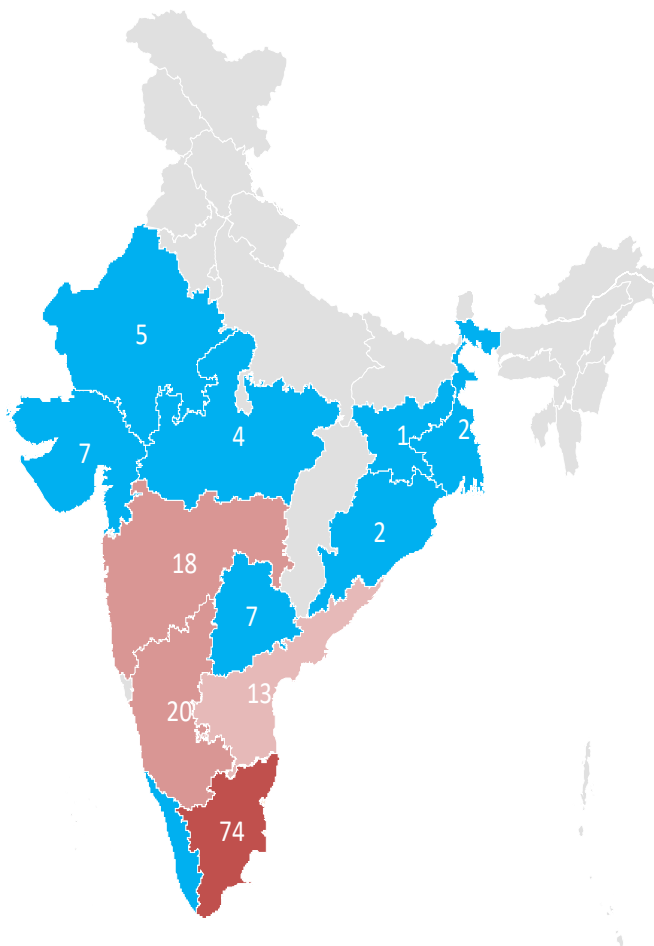


Movement in borrowing cost

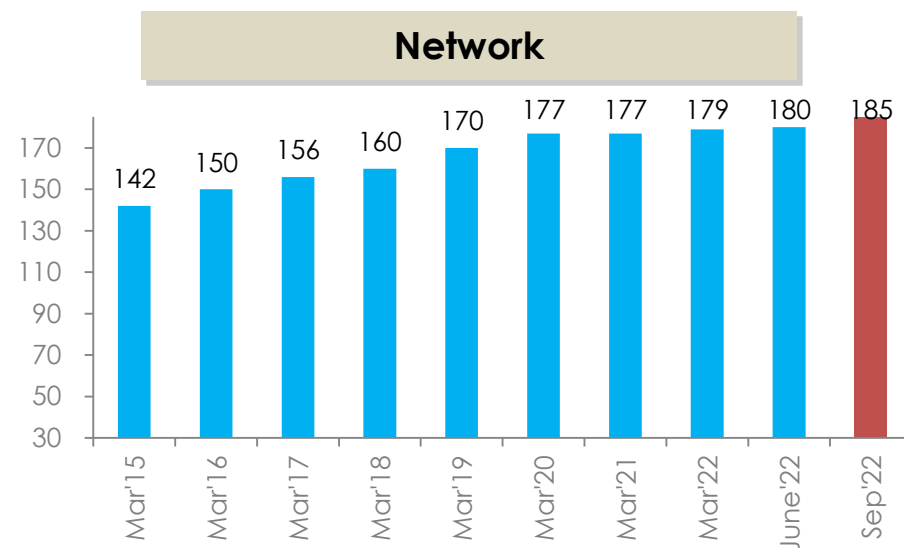


Geographic Presence

Branch network

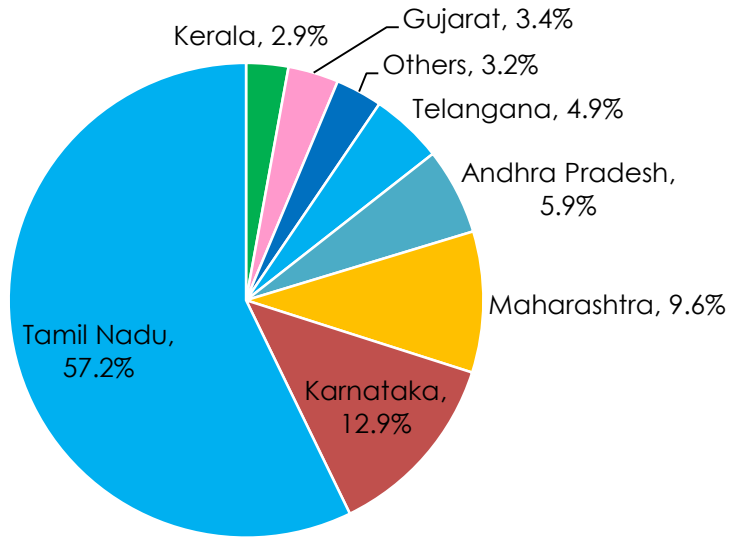


- ◆ Present in 12 states and 1 Union Territory with 160 branches and 25 satellite centers.
- ◆ Additionally, we have 2 asset recovery branches.
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh & Rajasthan.



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Region-wise loan book



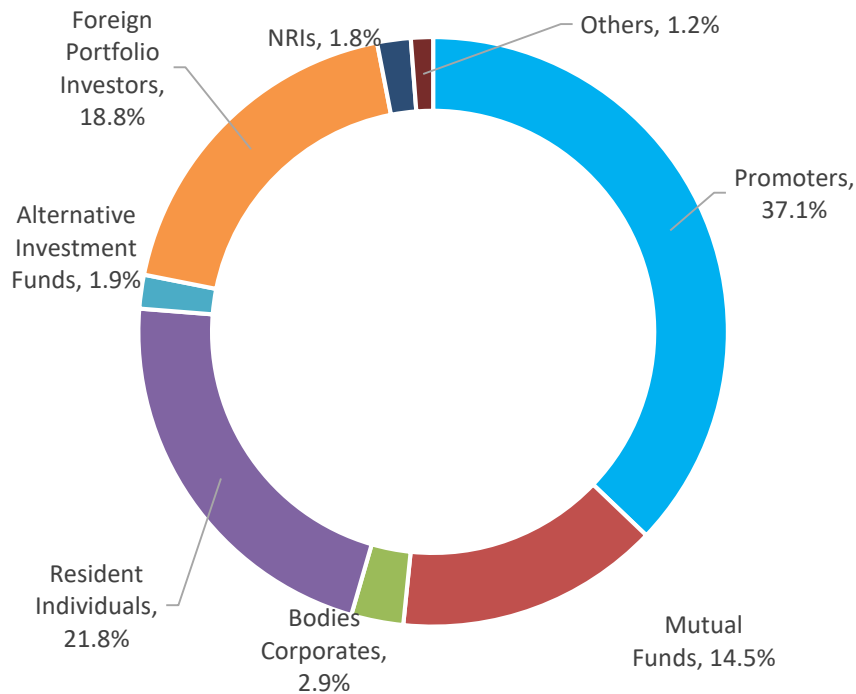
Annualized

States	Exposure			YoY growth	QoQ growth
	Sep'21	June'22	Sep'22		
Kerala	3.1%	2.9%	2.9%	-6%	-2%
Gujarat	3.7%	3.6%	3.4%	-7%	-10%
Others	2.8%	3.1%	3.2%	17%	15%
Telangana	4.7%	4.9%	4.9%	7%	11%
Andhra Pradesh	5.9%	5.8%	5.9%	2%	12%
Maharashtra	9.6%	9.8%	9.6%	1%	0%
Karnataka	13.5%	13.2%	12.9%	-3%	-3%
Tamil Nadu	56.8%	56.7%	57.2%	2%	11%
Total	100%	100%	100%	1%	7%

Annexure

Shareholding pattern

Outstanding shares – 62.6 mn



Major non-promoter shareholders

	% shareholding
HDFC Mutual Fund	6.7%
Aditya Birla Mutual Fund	5.6%
Fidelity Funds	5.0%
Omnis Portfolio Investments	3.1%
Apax Global	2.1%
DSP Mutual Fund	2.1%
SG Jokaland Holdings	1.8%
Gymkhana Partners	1.3%
AB Funds	1.3%
Nippon AIF	1.1%

Profit and loss statement

Figures in Rs million

(Rs. million)	Q2FY23	Q2FY22	YoY (%)	Q1FY23	QOQ (%)	H1FY23	H1FY22	YoY (%)
Income:								
Revenue from operations	3,141	3,299	-5%	3,023	4%	6,164	6,500	-5%
Other income	35	46	-24%	47	-26%	81	69	19%
Total Income	3,176	3,345	-5%	3,070	3%	6,246	6,569	-5%
Expenses:								
Interest and other financial charges	1,692	1,744	-3%	1,653	2%	3,345	3,501	-4%
Employee benefit expense	211	183	15%	203	4%	414	345	20%
Depreciation and amortization expense	33	30	11%	41	-19%	75	61	23%
Other expenses	99	70	41%	95	4%	193	124	56%
Provisions & write-offs	188	169	11%	237	-21%	425	953	-55%
Total Expenses	2,222	2,196	1%	2,229	0%	4,451	4,982	-11%
Profit before tax	954	1,149	-17%	841	13%	1,795	1,587	13%
Tax expense:								
Current tax	238	263	-9%	217	10%	456	500	-9%
Deferred Tax	4	27	-86%	3	34%	7	-94	-107%
Net Profit/(Loss)	712	859	-17%	621	15%	1,332	1,180	13%
Other Comprehensive Income	1	1	-42%	2	-68%	3	2	25%
Total Comprehensive Income	712	860	-17%	623	14%	1,335	1,183	13%

Balance Sheet

Figures in Rs million

(Rs. million)	As on Sep 30, 2022	As on Sep 30, 2021
EQUITY AND LIABILITIES:		
Shareholder's Funds	23,535	21,619
Share Capital	626	626
Reserves and Surplus	22,909	20,994
Financial liabilities	97,182	99,957
Creditors	10	69
Debt securities	0	0
Borrowings	96,453	99,531
Other financial liabilities	720	357
Non-financial liabilities	298	597
Current tax liabilities (Net)	0	92
Provisions	204	202
Deferred tax liabilities (net)	94	303
Total Liabilities	97,480	1,00,555
Total	1,21,015	1,22,174
ASSETS:		
Financial assets	1,20,412	1,21,740
Cash and cash equivalents	2,218	1,799
Bank balance	2,021	4,318
Loans and advances	1,15,722	1,15,171
Other financial assets	135	137
Investment in associate	316	316
Non-financial assets	602	434
Property, plant and equipment	151	118
Other intangible assets	43	38
Intangible assets under development	5	0
Right to use assets	206	173
Other non-financial assets	198	105
Total	1,21,015	1,22,174

Relative performance – Q2FY23

Particulars	Units	Q2FY22	Q2FY23
Sanctions	Rs. mn	5,239	8,295
Disbursements	Rs. mn	4,839	7,455
Net interest income	Rs. mn	1,560	1,449
PAT	Rs. mn	859	712
NIM	%	5.2	4.8
Yield on assets	%	11.1	10.5
Cost of funds	%	7.0	7.1
Spread	%	4.0	3.4
Return on assets	%	2.9	2.4
Return on equity	%	17.3	13.3

Relative performance – H1FY23

Particulars	Units	H1FY22	H1FY23
Sanctions	Rs. mn	7,298	15,204
Disbursements	Rs. mn	7,237	13,877
Net interest income	Rs. mn	3,008	2,820
PAT	Rs. mn	1,180	1,332
NIM	%	5.0	4.7
Yield on assets	%	10.8	10.3
Cost of funds	%	7.0	7.0
Spread	%	3.9	3.4
Return on assets	%	2.0	2.2
Return on equity	%	12.0	12.6
Debt to Equity	X	4.9	4.5

For any queries, please contact:

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