

RHFL/SE/26/2023-24

4th August, 2023

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 ended 30th June, 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 ended 30th June, 2023.

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



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



**Earnings Presentation
Q1FY24**



www.repcohome.com

Agenda



Repco Home Finance Limited

- ◆ **Q1FY24 Performance**
 - ▶ Business summary
 - ▶ Financial performance
 - ▶ Borrowing Profile

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

- ◆ **Annexure**

Q1FY24 Performance

Business Summary



Repco Home Finance Limited

Loans Outstanding
Rs. 126,554 Mn

Net Worth
Rs. 24,050 Mn

Total Capital Adequacy
Ratio 36.1%

Average loan per unit
Rs. 1.2 Mn

Number of live accounts
105,503

Employee strength
954

GNPA – 5.5%

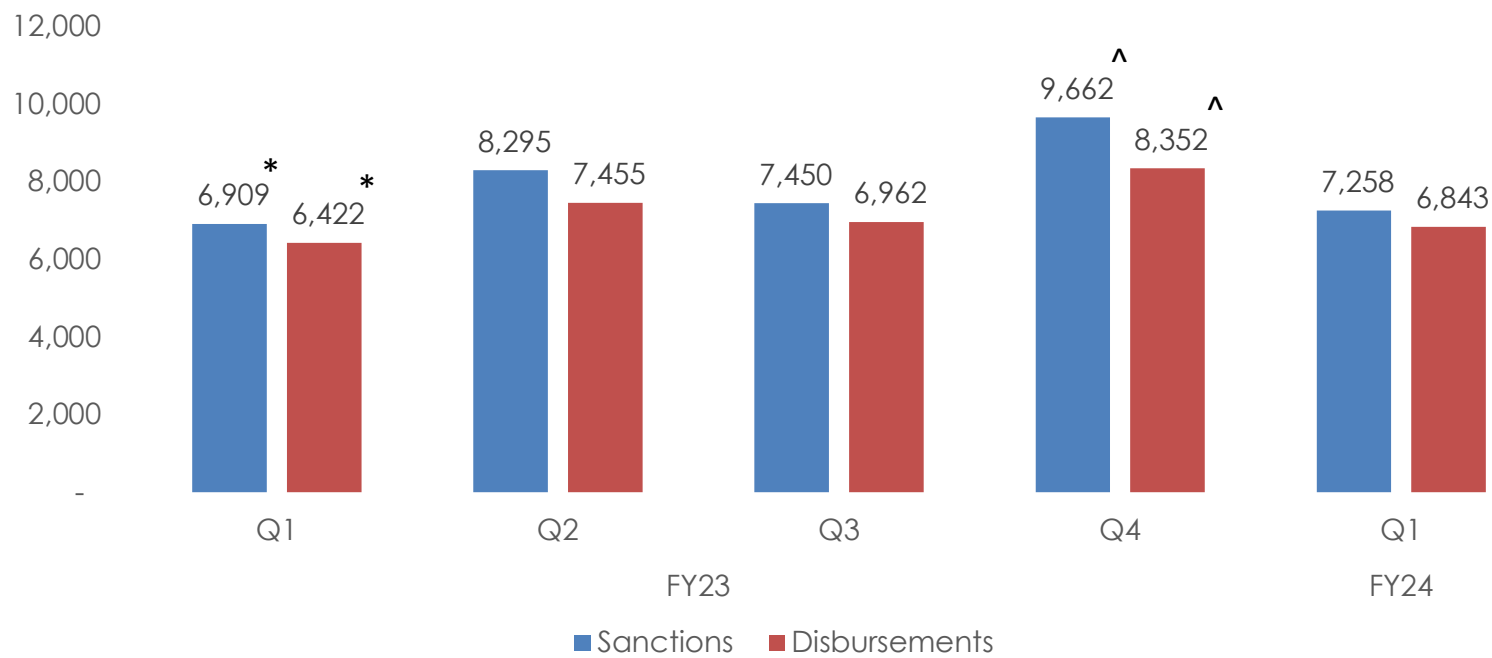
ECL provision – 4.2%

Business performance momentum



Repco Home Finance Limited

Figures in Rs million



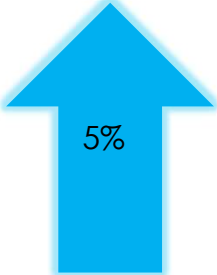
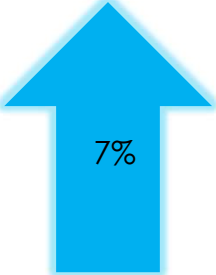
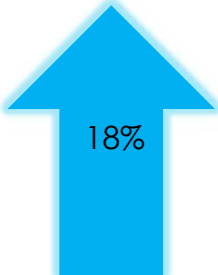
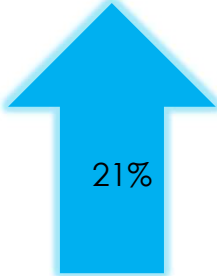
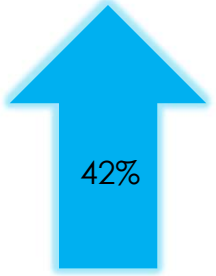
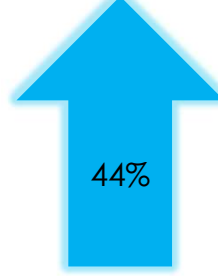
* Includes DA pool purchase of Rs. 706.8 Mn.

^ Includes DA pool purchase of Rs. 665.6 Mn.

Key Indicators – Q1FY24 vs Q1FY23

Repco Home Finance Limited

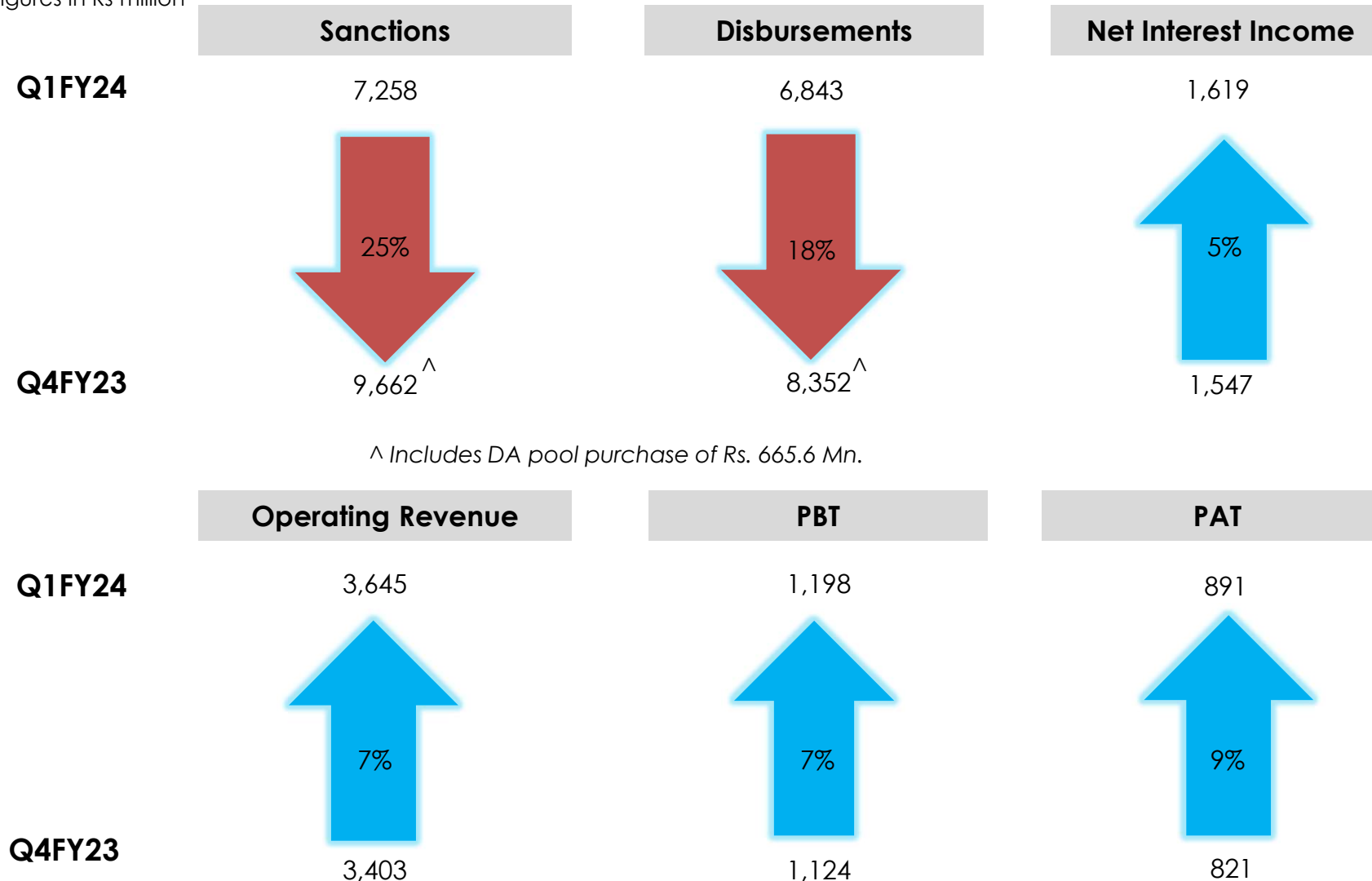
Figures in Rs million

	Sanctions	Disbursements	Net Interest Income
Q1FY24	7,258	6,843	1,619
			
Q1FY23	6,909*	6,422*	1,370
	* Includes DA pool purchase of Rs. 706.8 Mn.		
	Operating Revenue	PBT	PAT
Q1FY24	3,645	1,198	891
			
Q1FY23	3,023	841	621

Key Indicators – Q1FY24 vs Q4FY23

Repco Home Finance Limited

Figures in Rs million



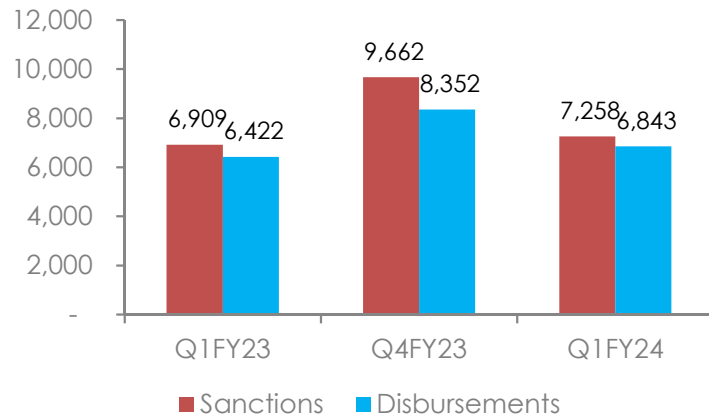
Asset Book



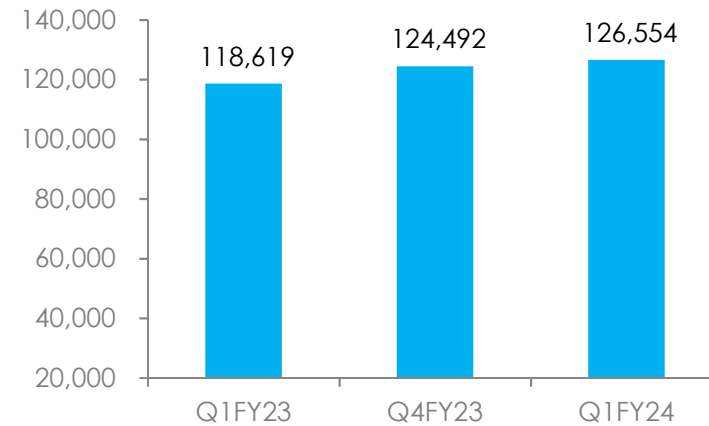
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Figures in Rs million

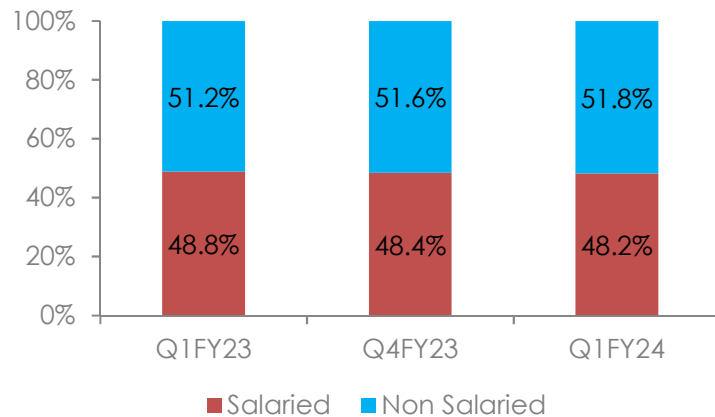
Sanctions and Disbursements



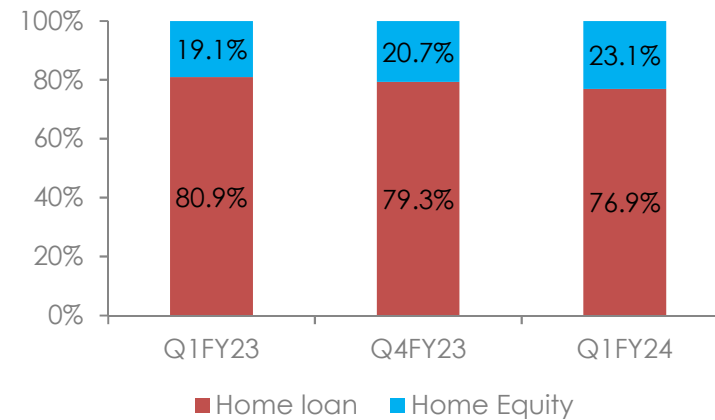
Loan Book



Loan book composition



Mix of Loan Portfolio

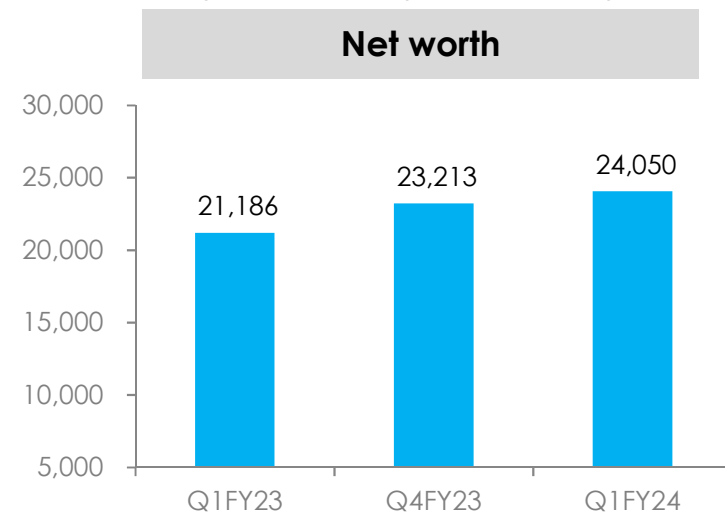
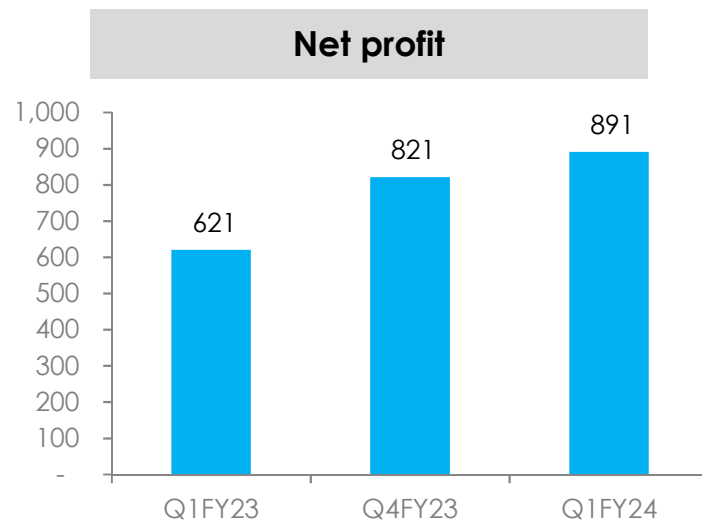
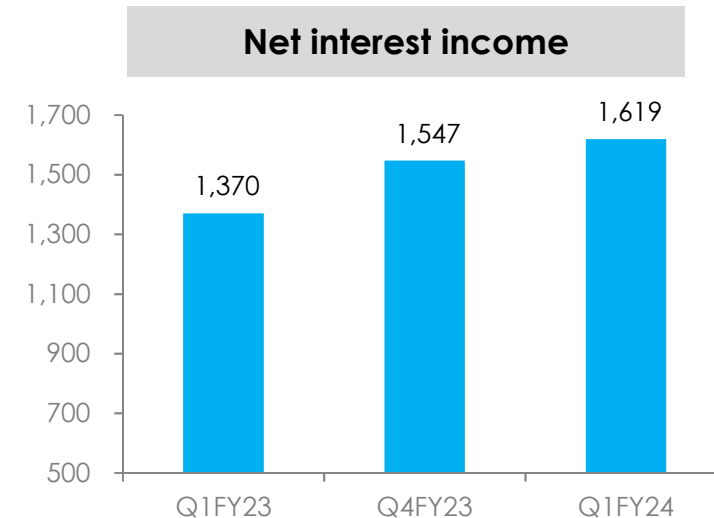
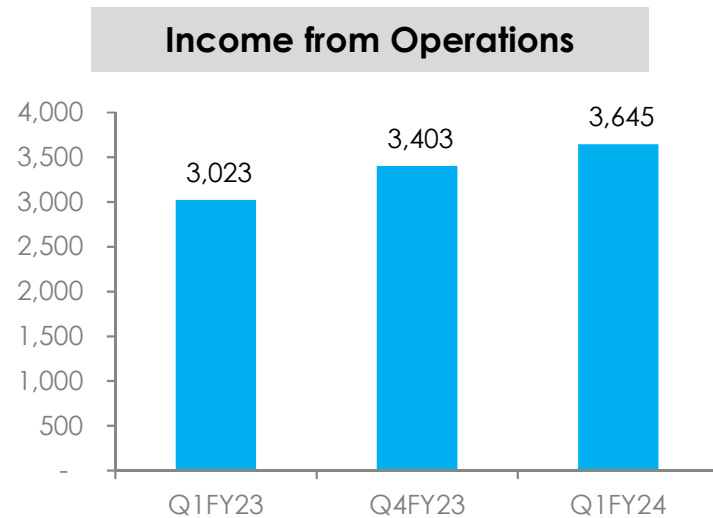


Income and earnings growth



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Figures in Rs million

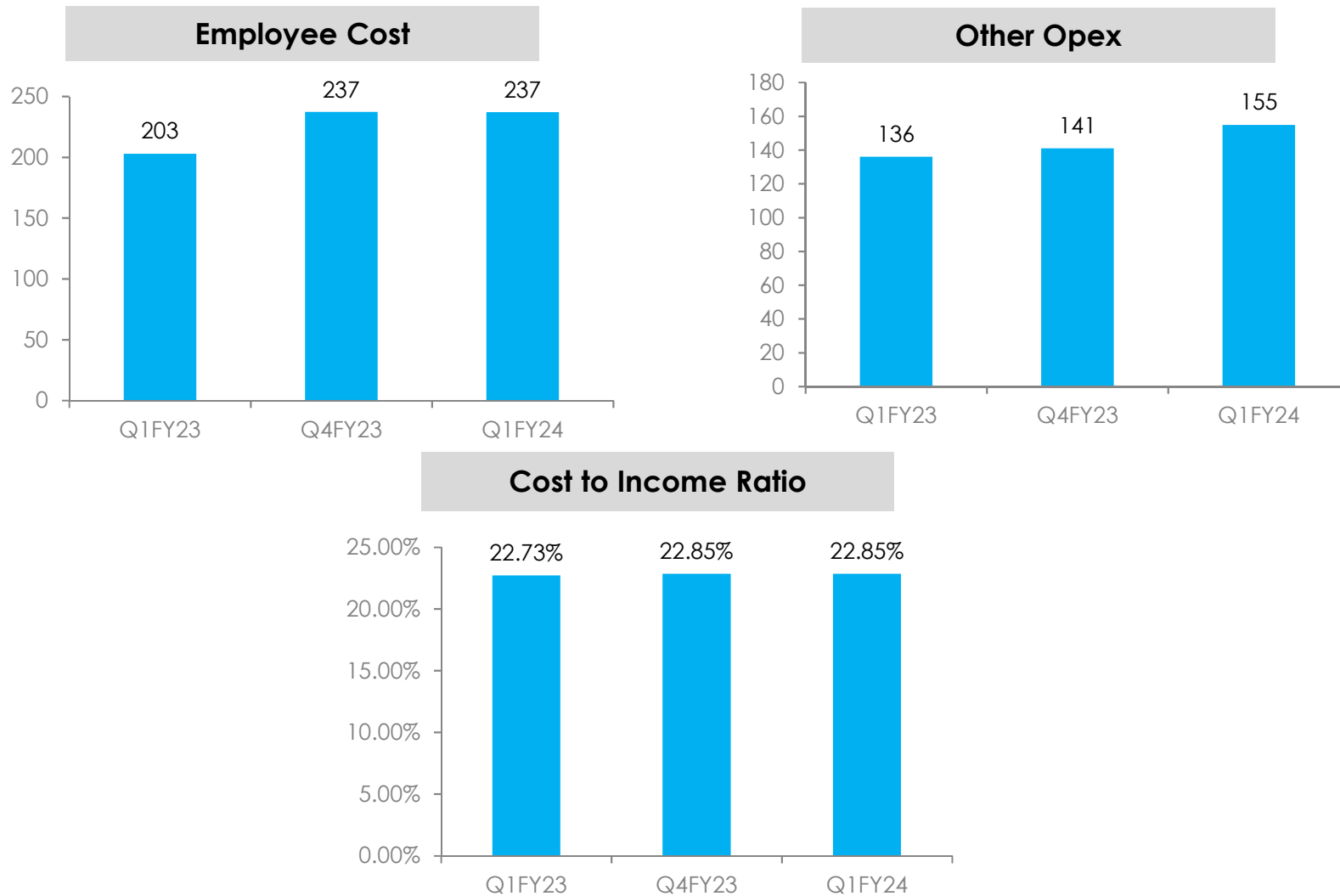


Operating cost



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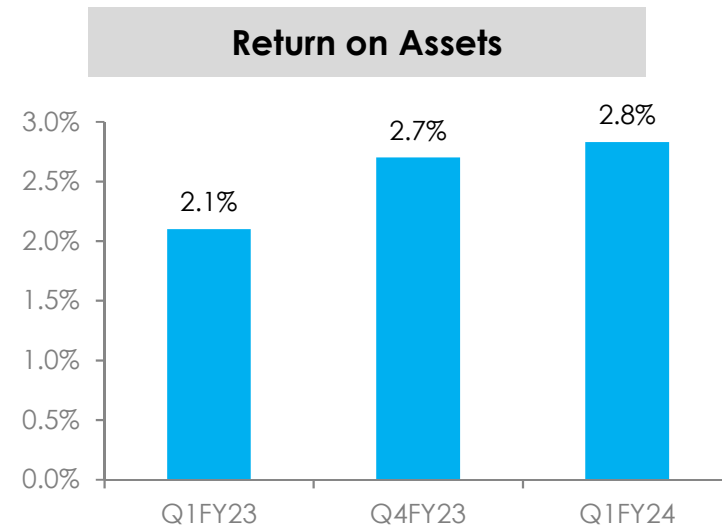
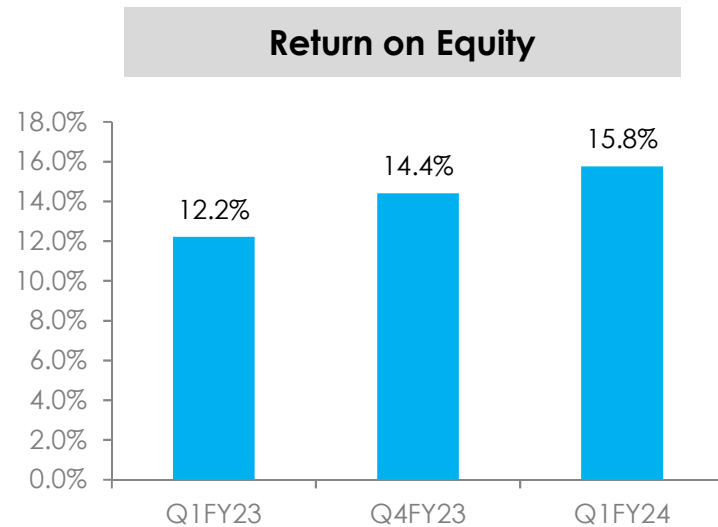
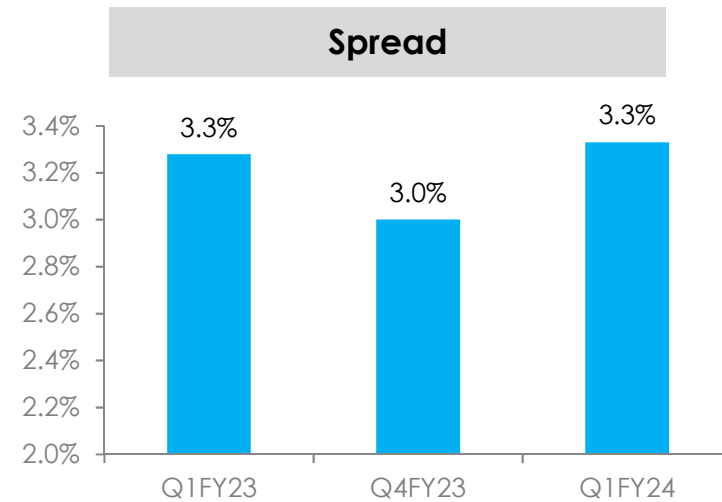
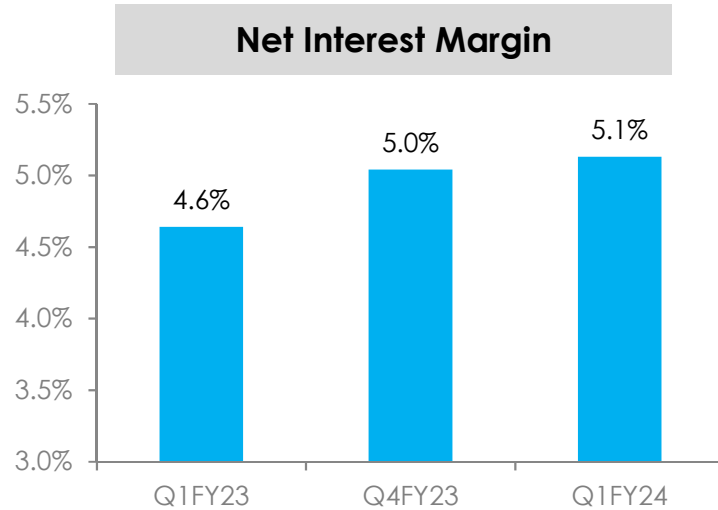
Figures in Rs million



Profitability ratios



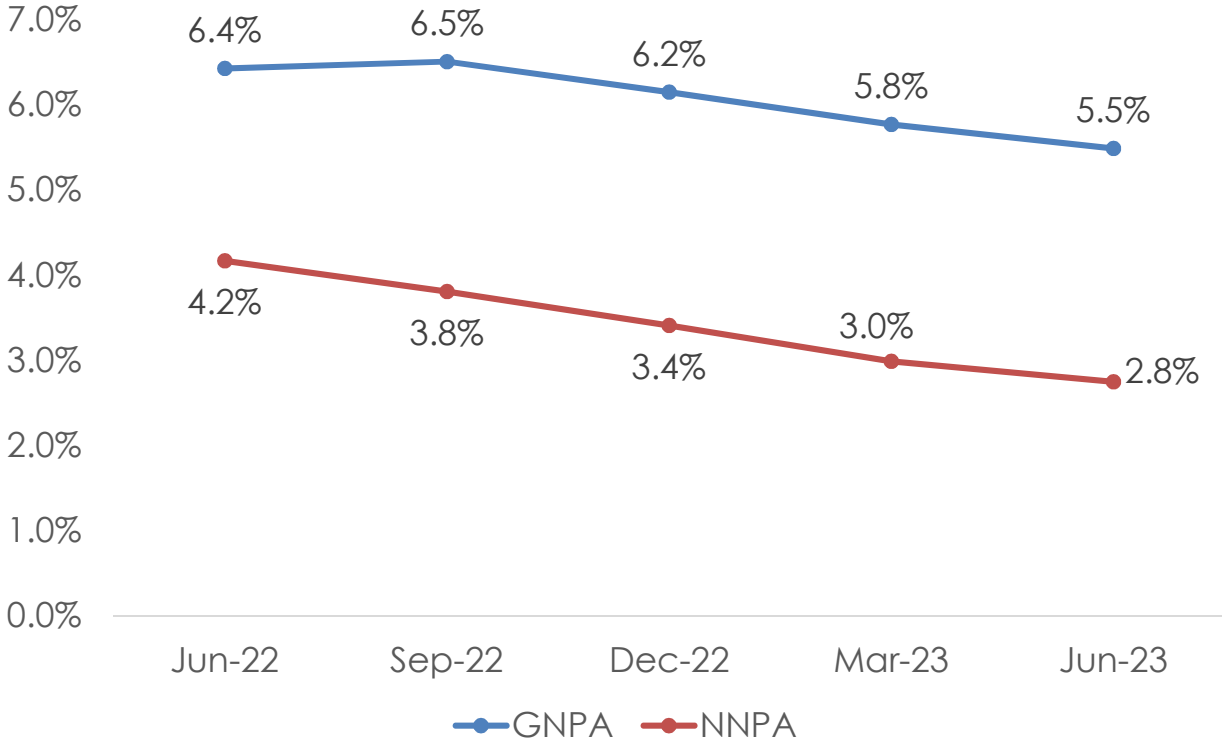
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Asset Quality



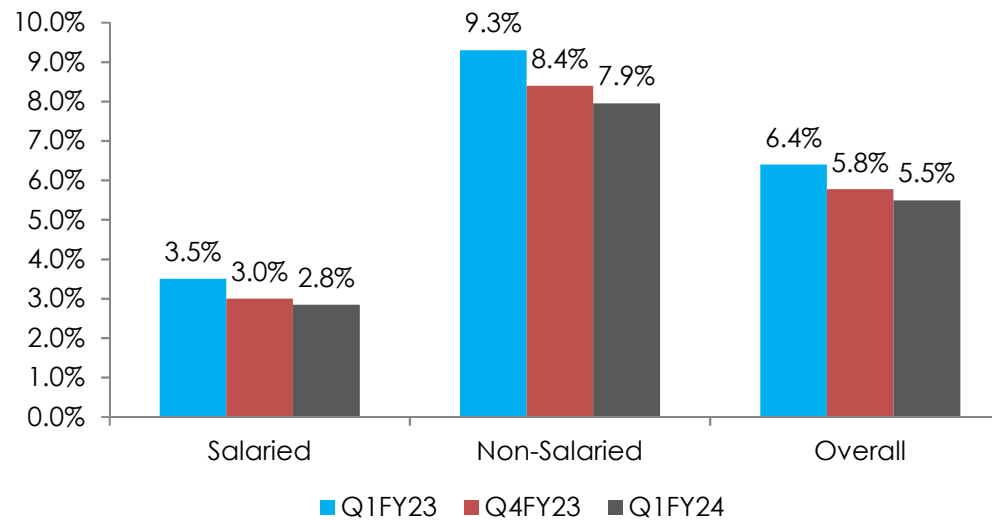
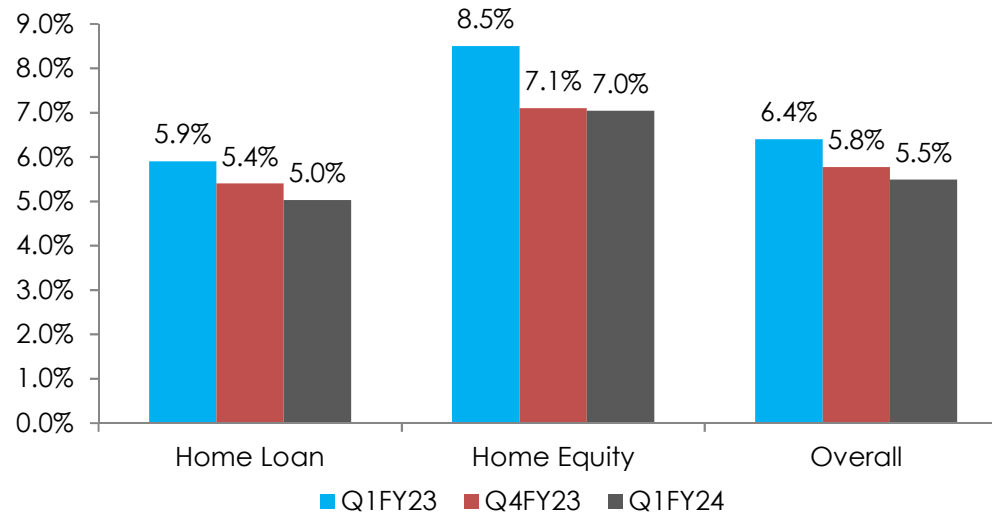
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Product mix / Occupation wise GNPA(%)



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ECL provision



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Figures in Rs million

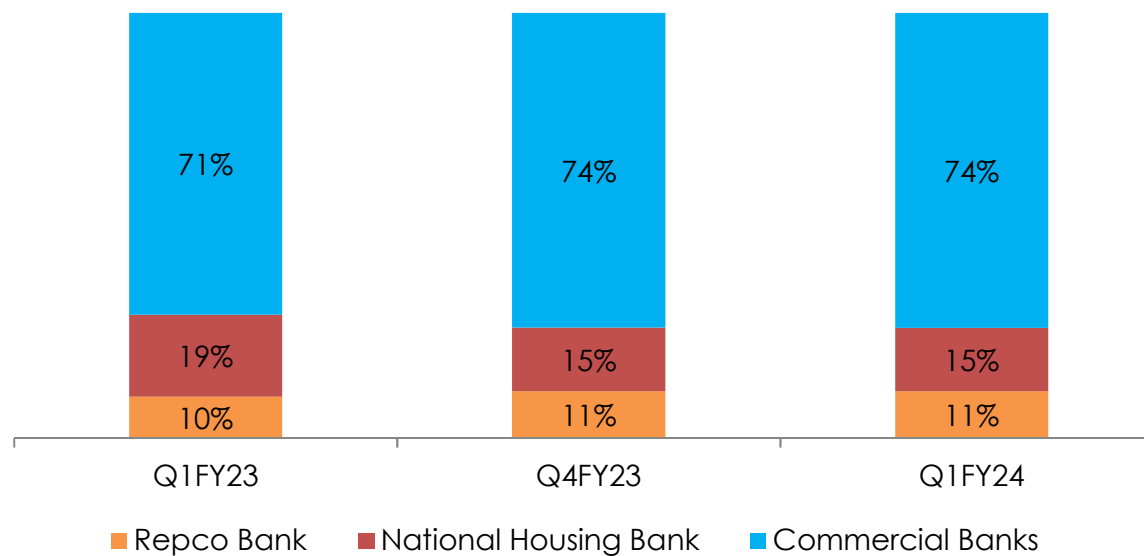
	Q1FY23	Q4FY23	Q1FY24
Gross Stage 3	7,631	7,187	6,947
% portfolio in Stage 3	6.4%	5.8%	5.5%
ECL provision - Stage 3	2,804	3,566	3,571
Net - Stage 3	4,827	3,621	3,376
Coverage ratio - Stage 3	36.7%	49.6%	51.4%
Gross Stage 1 & 2	110,988	117,305	119,607
% portfolio in Stage 1 & 2	93.6%	94.2%	94.5%
Total ECL provision	4,749	5,190	5,240

Borrowing profile



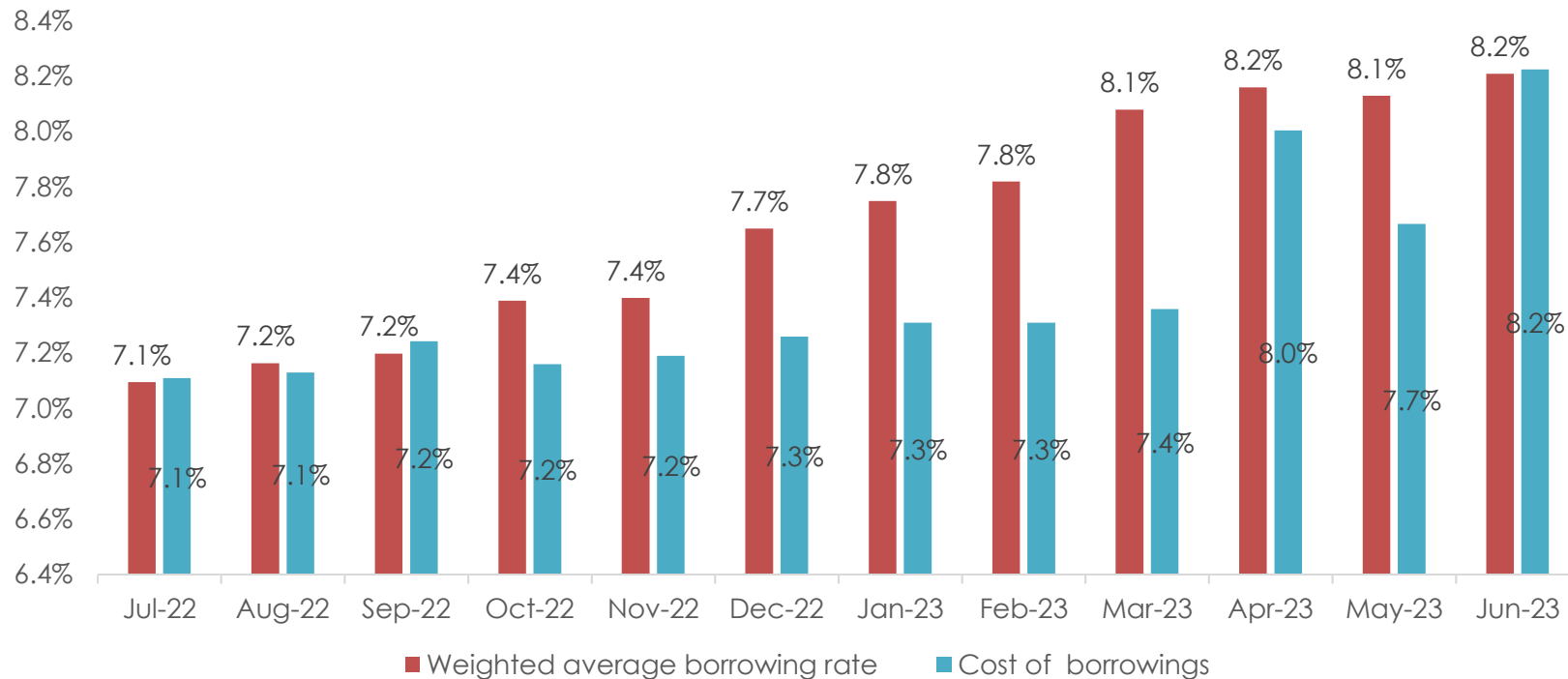
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Source (Rs Mn)	Average cost	Q1FY23	Q4FY23	Q1FY24	% change (Y-o-Y)
National Housing Bank	7.38%	17,939	14,870	14,736	-18%
Repco Bank	8.15%	9,090	10,905	10,920	20%
Commercial Banks	8.38%	66,090	73,371	73,046	11%
Total	8.21%	93,119	99,146	99,062	



Movement in borrowing cost

Repco Home Finance Limited



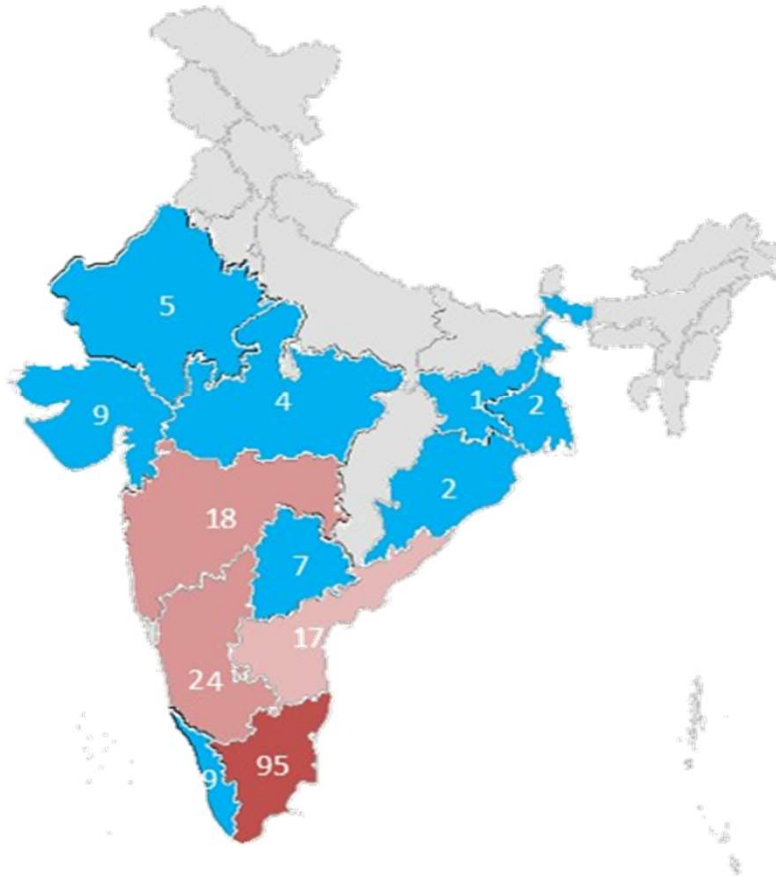
Geographic Presence

Network



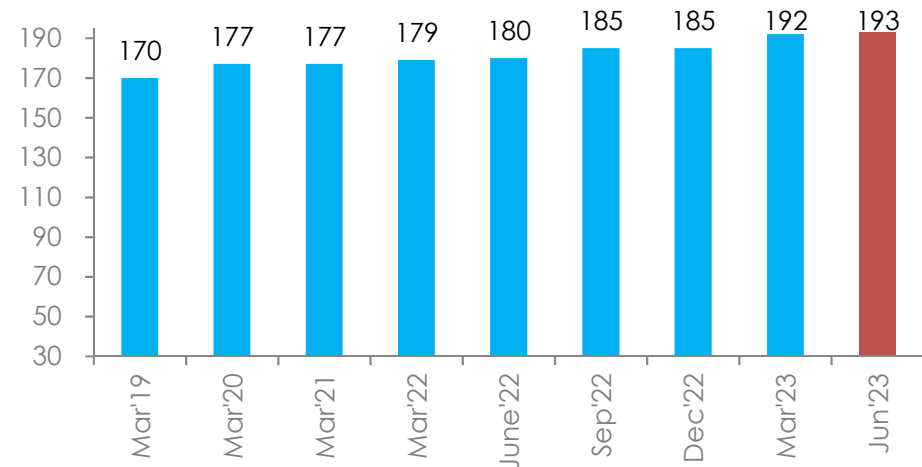
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Branch Network



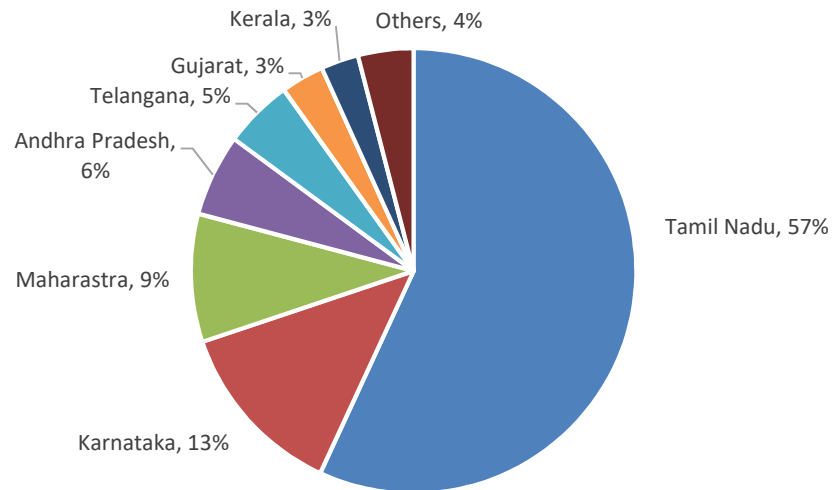
- ◆ Present in 12 states and 1 Union Territory with 159 branches and 34 satellite centers.
- ◆ Additionally, we have 2 asset recovery branches.
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh & Rajasthan.

Network



Region-wise loan book

Repco Home Finance Limited



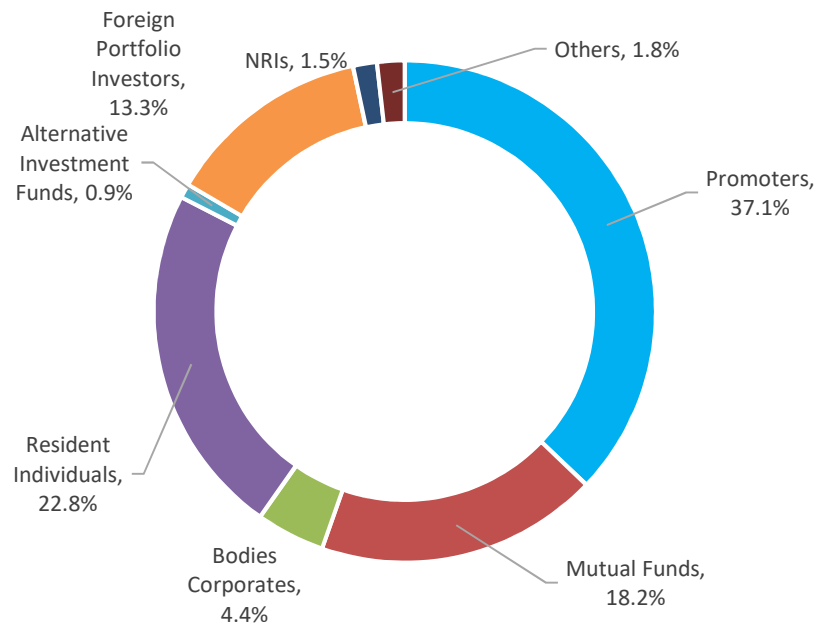
States	Exposure			Annualised Growth	
	Q1FY23	Q4FY23	Q1FY24	Y-o-Y	Q-o-Q
Tamil Nadu	56%	57%	57%	8%	6%
Karnataka	13%	13%	13%	5%	8%
Maharashtra	10%	9%	9%	2%	10%
Andhra Pradesh	6%	6%	6%	10%	10%
Telangana	5%	5%	5%	10%	10%
Gujarat	4%	3%	3%	-9%	-3%
Kerala	3%	3%	3%	-2%	1%
Others	4%	4%	4%	7%	7%
Total	100%	100%	100%	6%	2%

Annexure

Shareholding pattern

Repco Home Finance Limited

Outstanding shares – 62.6 Mn



Major Non-Promoter Shareholders	%
HDFC Mutual Fund	8.7%
Aditya Birla Sun Life Mutual Fund	5.6%
Fidelity Asian Values LLC	8.4%
SG Jokaland Holdings	1.8%
DSP Mutual Fund	1.4%
Tata Mutual Fund	1.0%

Profit and loss statement



Repco Home Finance Limited

Figures in Rs million

(Rs. Million)	Q1FY24	Q1FY23	YoY (%)	Q4FY23	QOQ (%)
<u>Income:</u>					
Revenue from operations	3,645	3,023	21%	3,403	7%
Other income	20	47	-57%	34	-41%
Total Income	3,665	3,070	19%	3,437	7%
<u>Expenses:</u>					
Interest and other financial charges	2,026	1,653	23%	1,856	9%
Employee benefit expense	237	203	17%	237	0%
Depreciation and amortization expense	40	41	-2%	38	5%
Other expenses	115	95	21%	103	11%
Provisions & write-offs	50	237	-79%	79	-37%
Total Expenses	2,468	2,229	11%	2,313	7%
Profit before tax	1,198	841	42%	1,124	7%
<u>Tax expense:</u>					
Current tax	250	217	15%	249	0%
Deferred Tax	57	3	1859%	54	5%
Net Profit/(Loss)	891	621	44%	821	9%
Other Comprehensive Income	0	2	-118%	-2	-82%
Total Comprehensive Income	891	623	43%	819	9%

Relative performance – Y-o-Y



Repco Home Finance Limited

Particulars	Units	Q1FY23	Q1FY24
Sanctions	Rs. Mn	6,909	7,258
Disbursements	Rs. Mn	6,422	6,843
Net interest income	Rs. Mn	1,370	1,619
PAT	Rs. Mn	621	891
NIM	%	4.6	5.1
Yield on assets	%	10.2	11.6
Cost of funds	%	7.0	8.2
Spread	%	3.3	3.3
Return on assets	%	2.1	2.8
Return on equity	%	11.9	15.8

Relative performance – Q-o-Q



Repco Home Finance Limited

Particulars	Units	Q4FY23	Q1FY24
Sanctions	Rs. Mn	9,662	7,258
Disbursements	Rs. Mn	8,352	6,843
Net interest income	Rs. Mn	1,547	1,619
PAT	Rs. Mn	821	891
NIM	%	5.0	5.1
Yield on assets	%	11.1	11.6
Cost of funds	%	8.1	8.2
Spread	%	3.0	3.3
Return on assets	%	2.7	2.8
Return on equity	%	14.4	15.8

For any queries, please contact:

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Repco Home Finance Limited
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Email: cfo@repcohome.com

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