



**REPCO HOME FINANCE LIMITED.**  
(Promoted by Repco Bank-Govt. of India Enterprise)  
CIN : L65922TN2000PLC044655

**RHFL/SE/16/2020-21**

**July 23, 2020**

The BSE Ltd,  
Phiroze Jeejeebhoy Towers,  
26<sup>th</sup> Floor, Dalal Street,  
Mumbai-400001  
BSE Security Code: 535322

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

Kind Attn: Listing Department

Respected Sir,

**Sub: Investor Presentation on financial results for the year ended 31 March 2020**

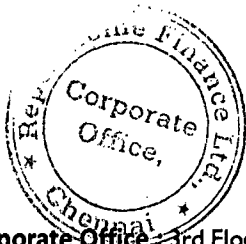
We submit herewith a copy of the presentation on the financial performance of the Company for the year ended 31 March 2020.

This is submitted for your information and records.

Thanking You,

Yours Faithfully,

Company Secretary



**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

**REPCO HOME FINANCE LIMITED**

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



# Earnings Presentation Q4FY20



## ◆ Q4FY20 Performance

- ▶ Business summary.....
- ▶ Financial performance.....
- ▶ Borrowing profile.....

## ◆ Geographic Presence

- ▶ Footprint.....
- ▶ Region-wise loan book.....

## ◆ Annexure

## **Q4FY20 Performance**

# Business Summary

**Repco Home Finance Limited**

• Loans outstanding (Mar 31, 2020)	Rs. 1,18,261 mn
• Net worth (Mar 31, 2020)	Rs. 16,707 mn
• Tier 1 capital adequacy ratio	25.9%
• Average loan per unit	Rs. 1.5 mn
• Number of live accounts	99,878
• Current employee Strength	994
• Stage 3 EAD (%) (Mar 31, 2020)	4.3%
• ECL provision(%) (Mar 31, 2020)	1.8%

# Impact of Covid-19

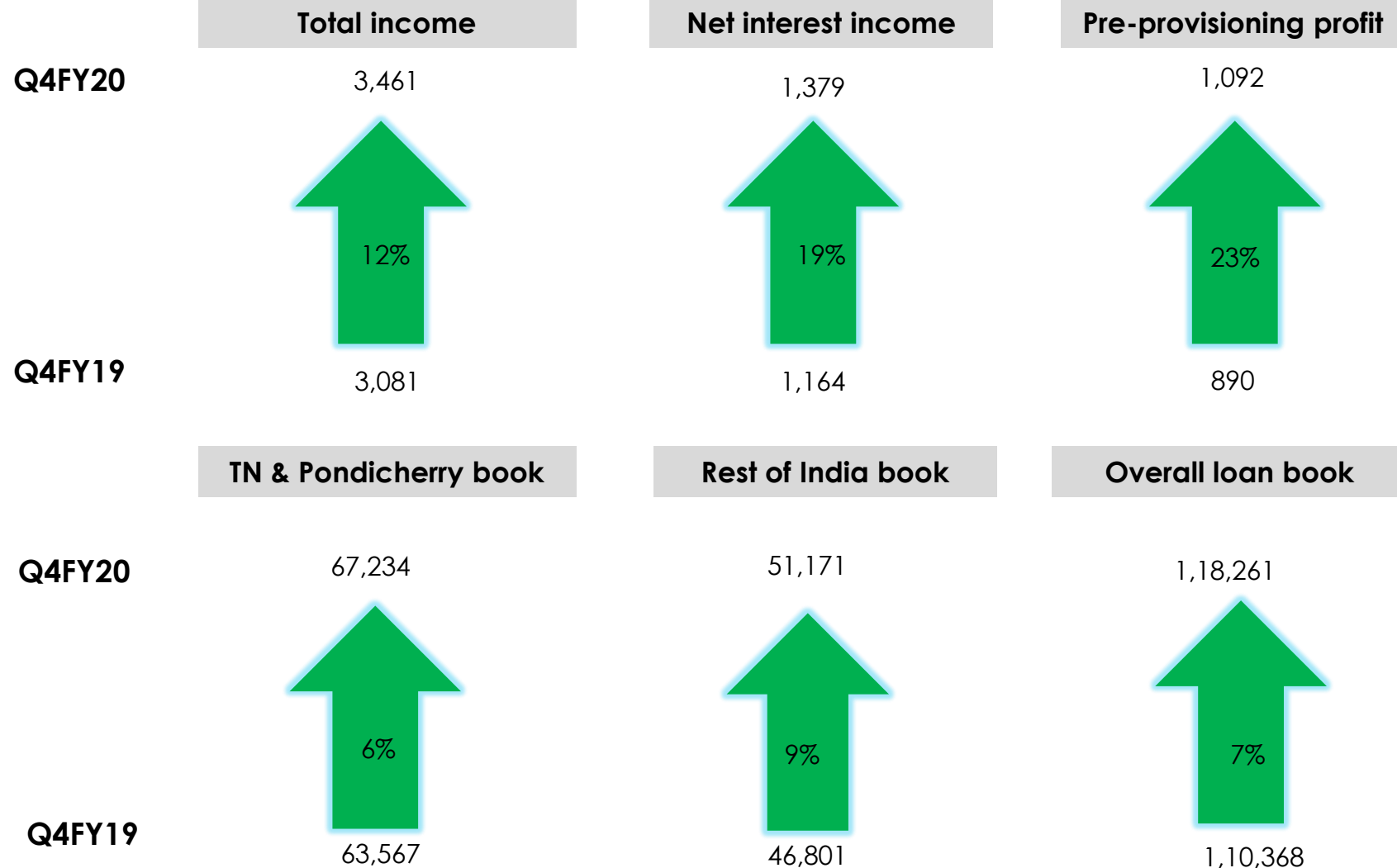
## Repco Home Finance Limited

1. The company could not do much lending for about two months starting the mid of March 2020.
2. The company restarted operations gradually from the last week of April 2020. Most of the branches are now operational.
3. Disbursements restarted gradually in the first week of May 2020.
4. As per RBI's directive, the company has offered moratorium on loan installments to its borrowers from March 2020 to August 2020.
5. The company has **not** sought moratorium on its borrowings from banks and other financial institutions.
6. The company has had comfortable on-balance sheet and off-balance sheet liquidity throughout the lockdown.
7. New long term and short term loan approvals amounting to over Rs. 20,000 mn received between March 2020 and July 2020 from our regulator and leading banks at competitive rate of interest.
8. Cash flows have improved meaningfully. The company has collected June 2020 month EMI from 68% of its customers.

# Q4FY20 performance

**Repco Home Finance Limited**

Figures in Rs million

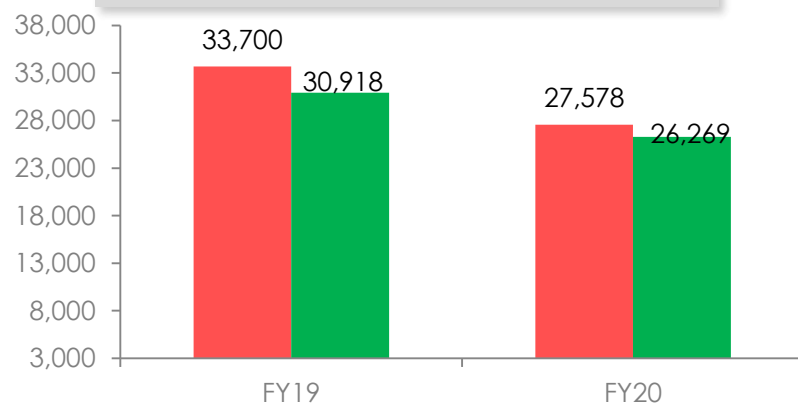


# Asset book

Repco Home Finance Limited

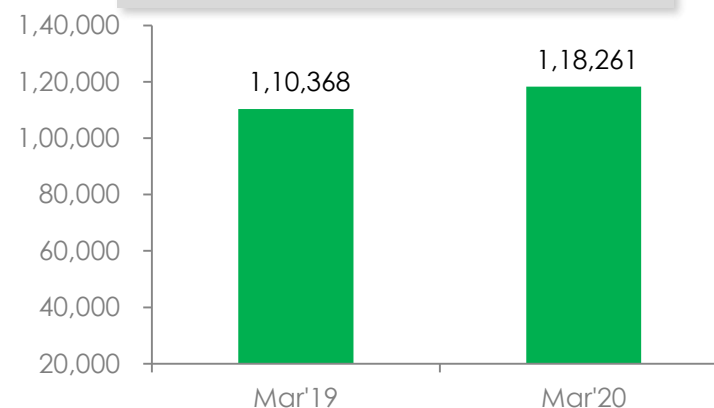
Figures in Rs million

## Sanctions and disbursements

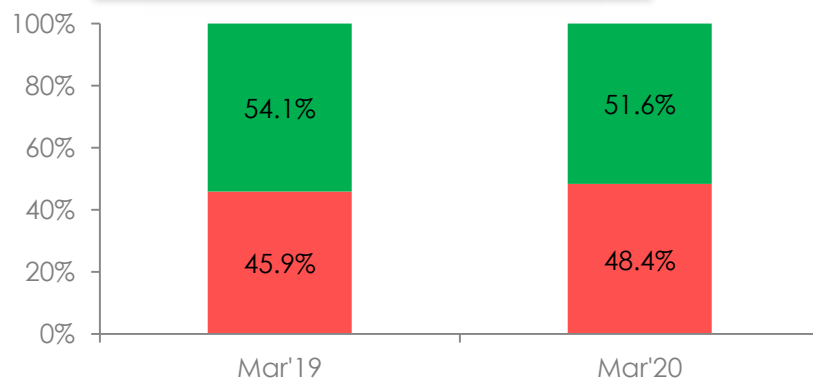


■ Sanctions ■ Disbursements

## Loan Book

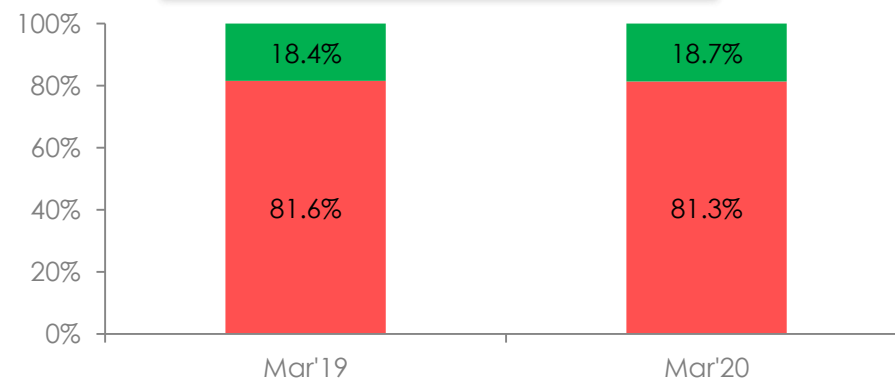


## Loan book composition



■ Salaried ■ Non Salaried

## Mix of loan portfolio



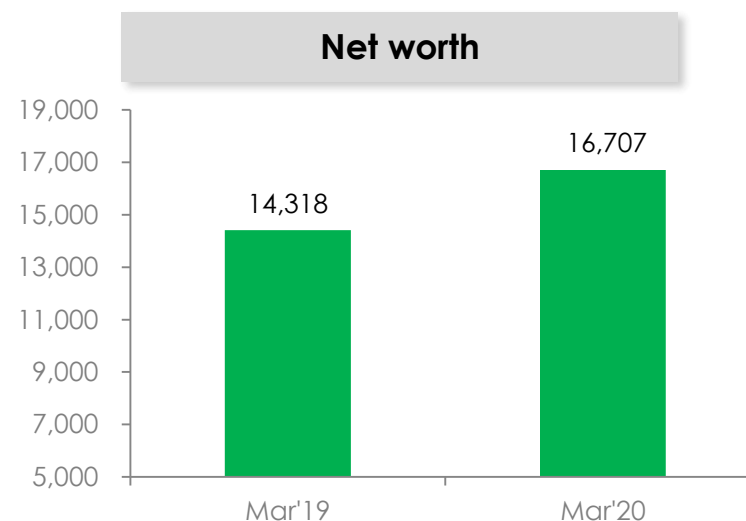
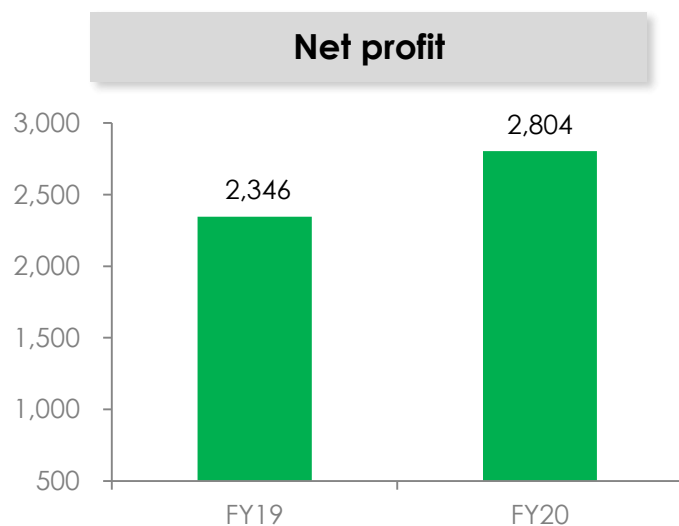
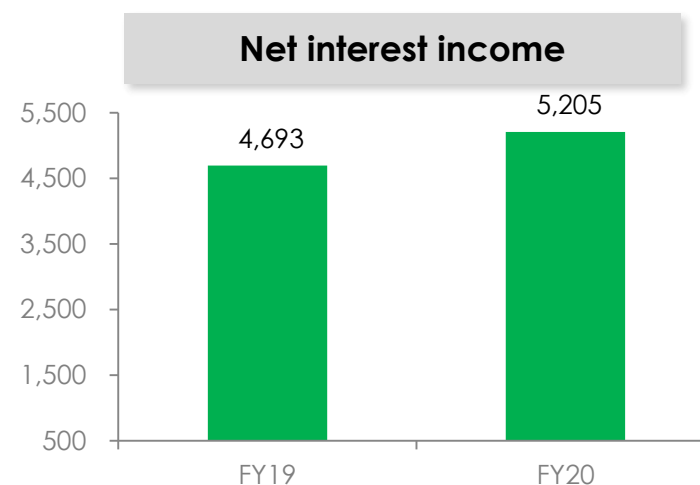
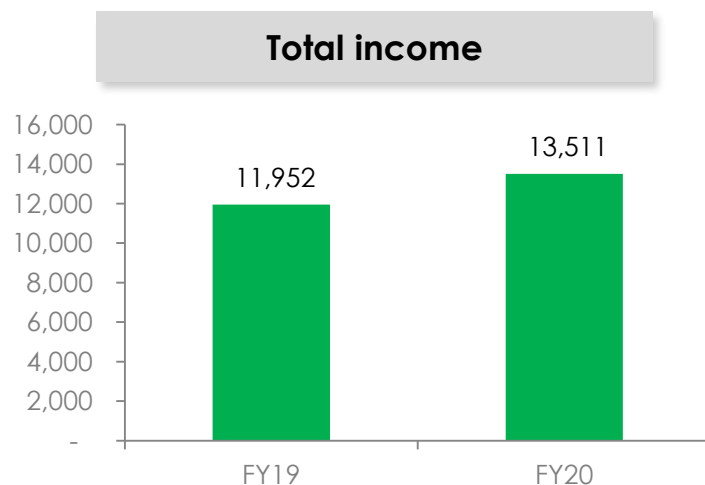
■ Home loans ■ Loans against property



# Income and earnings growth

**Repco Home Finance Limited**

Figures in Rs million

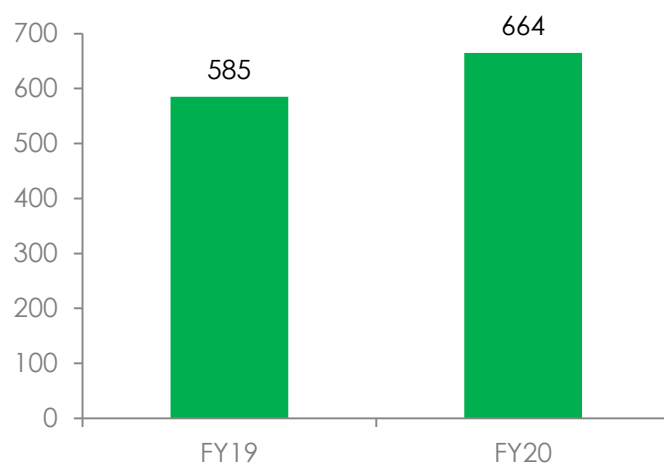


# Operating cost

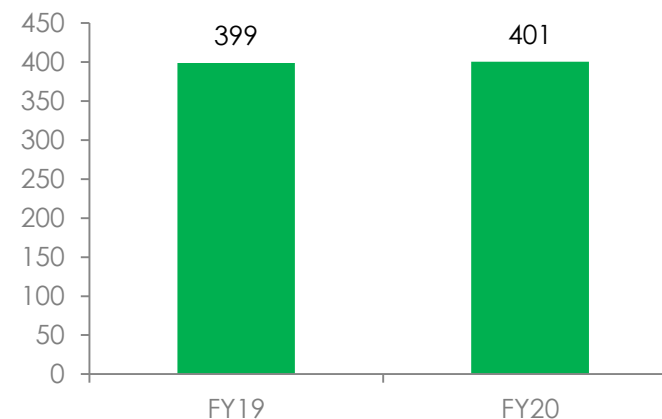
Repco Home Finance Limited

Figures in Rs million

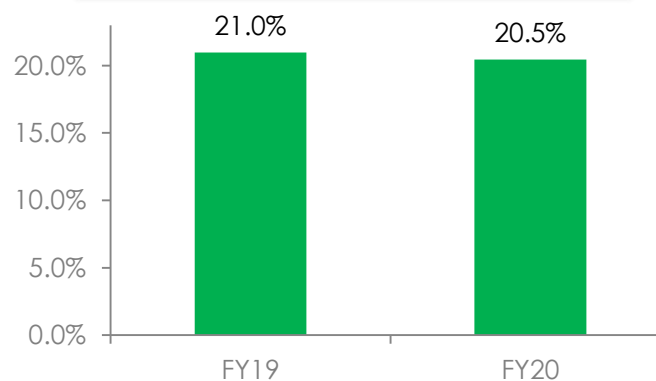
## Employee cost



## Other opex



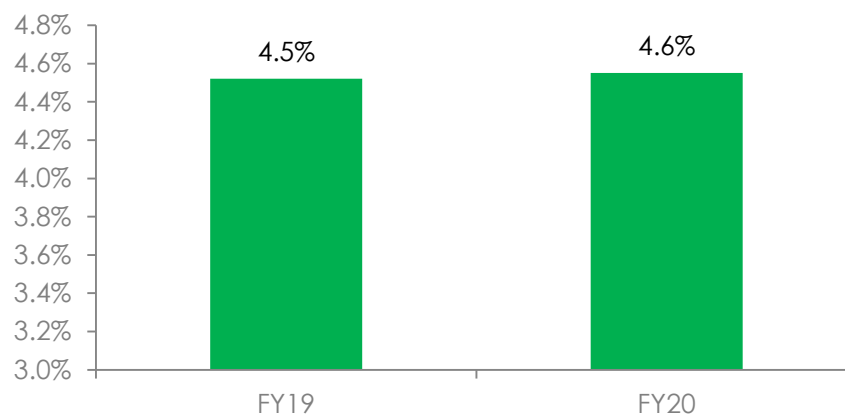
## Cost to income ratio



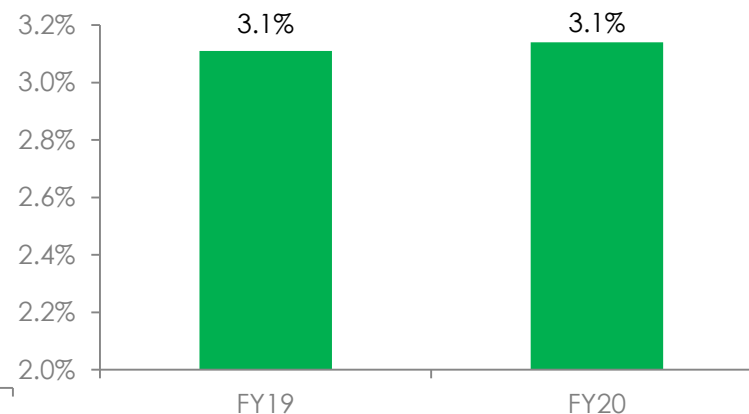
# Profitability ratios

**Repco Home Finance Limited**

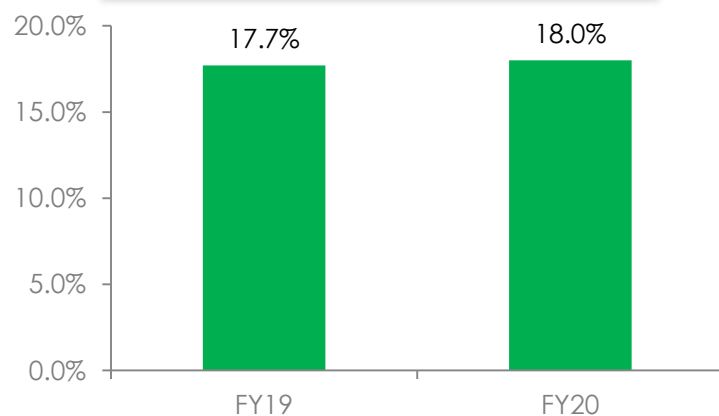
**Net interest margin**



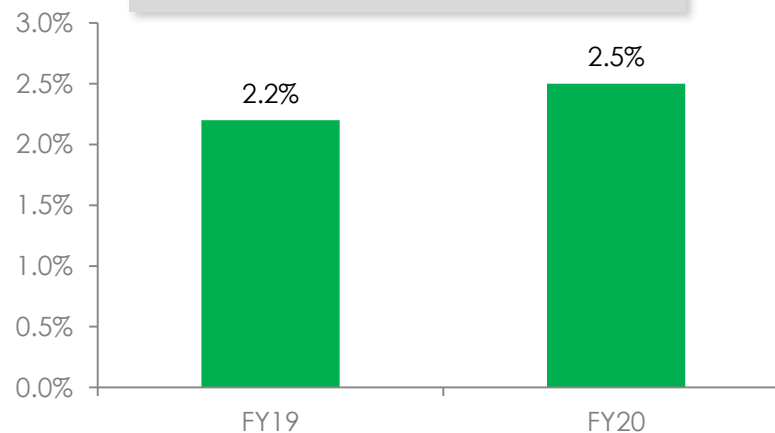
**Spread**



**Return on equity**

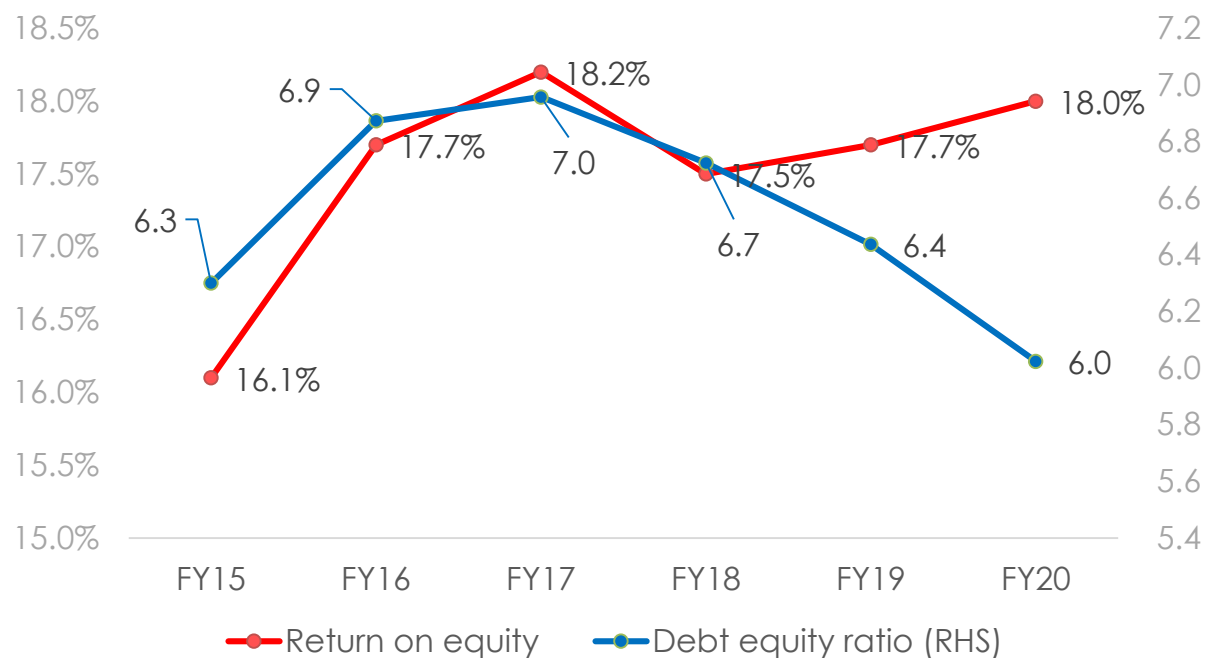


**Return on assets**



# Rising ROE and declining leverage

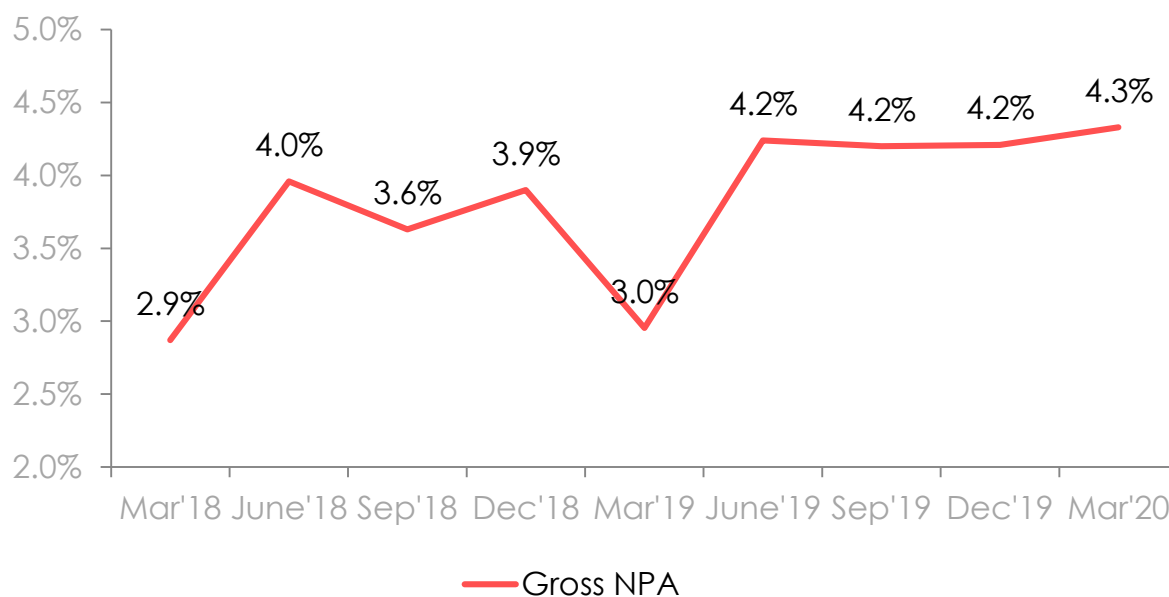
Repco Home Finance Limited



# Asset quality

Repco Home Finance Limited

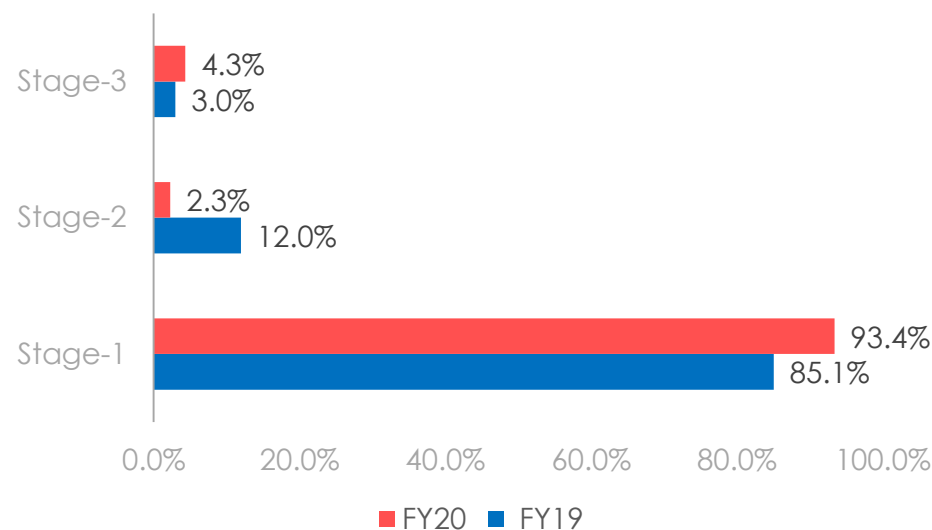
90+ dpd(%)



# Loan Book - Stagewise

Repco Home Finance Limited

Figures in Rs million



	FY19	FY20
Stage-1	93,885	1,10,443
Stage-2	13,224	2,702
Stage-3	3,258	5,117
<b>Total</b>	<b>1,10,368</b>	<b>1,18,261</b>

# ECL Provisioning

Repco Home Finance Limited

Figures in Rs million

	Mar'19	Dec'19	Mar'20
<b>Gross Stage 3</b>	3,258	4,896	5,117
<b>% portfolio in Stage 3</b>	3.0%	4.2%	4.3%
<b>ECL provision - Stage 3</b>	1,179	1,399	1,830
<b>Net - Stage 3</b>	2,079	3,497	3,287
<b>Coverage ratio - Stage 3</b>	36%	29%	36%

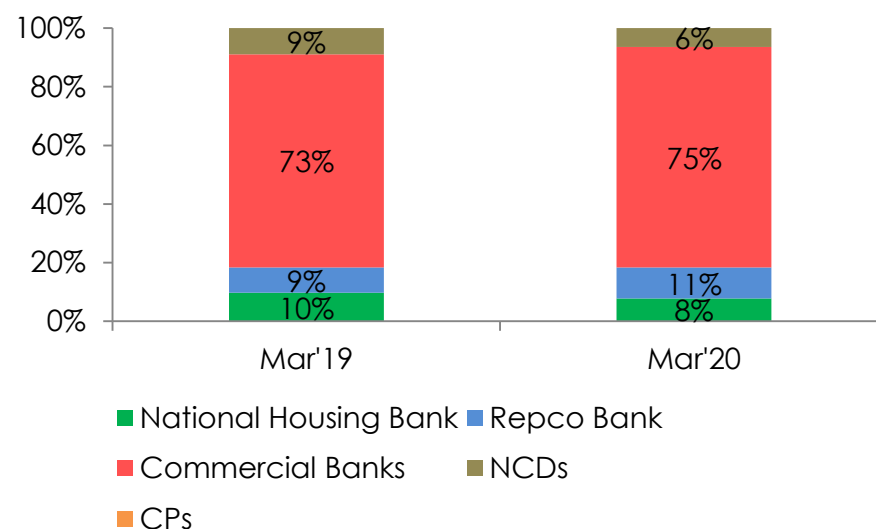
<b>Gross Stage 1 &amp; 2</b>	1,07,111	1,11,353	1,13,145
<b>% portfolio in Stage 1 &amp; 2</b>	97.0%	95.8%	95.7%
<b>ECL provision - Overall</b>	1.5%	1.5%	1.8%

# Borrowing profile

Repco Home Finance Limited

Figures in Rs million

Source (Rs mn)	Average cost	Mar'19	Mar'20	% change
National Housing Bank	6.9%	9,036	7,810	-14%
Repco Bank	8.3%	7,987	10,604	33%
Commercial Banks	8.5%	67,497	75,665	12%
NCDs	8.1%	8,270	6,500	-21%
Commercial Papers	5.1%	0	0	0%
<b>Total</b>	<b>8.4%</b>	<b>92,790</b>	<b>1,00,579</b>	<b>8%</b>

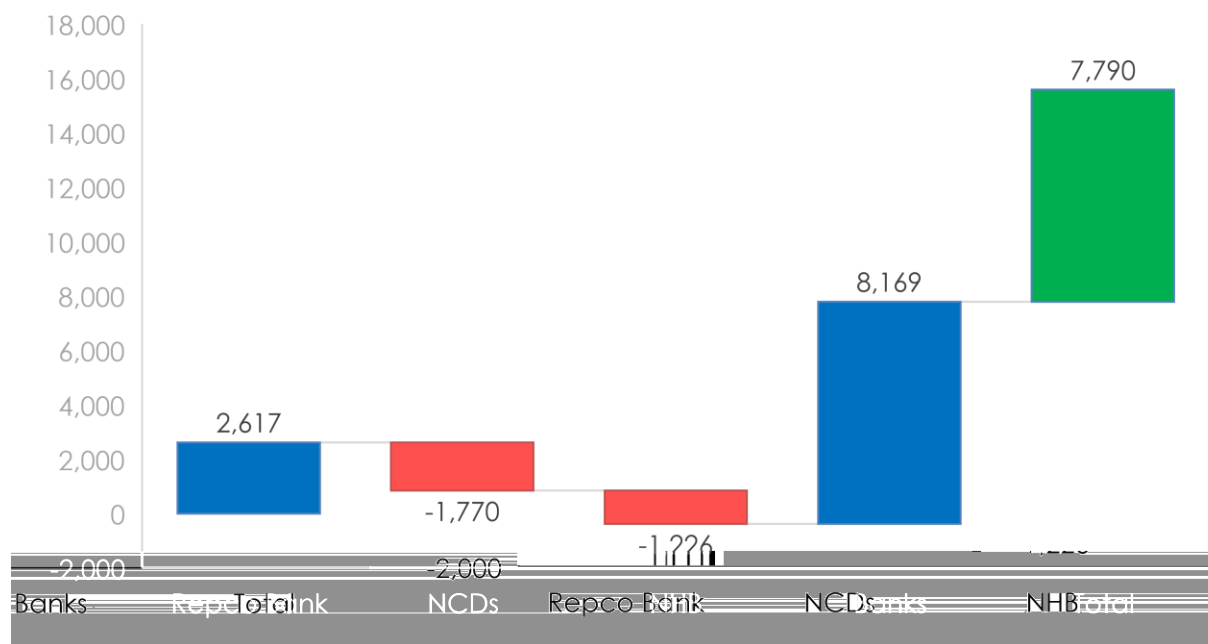




# Change in borrowings (net)

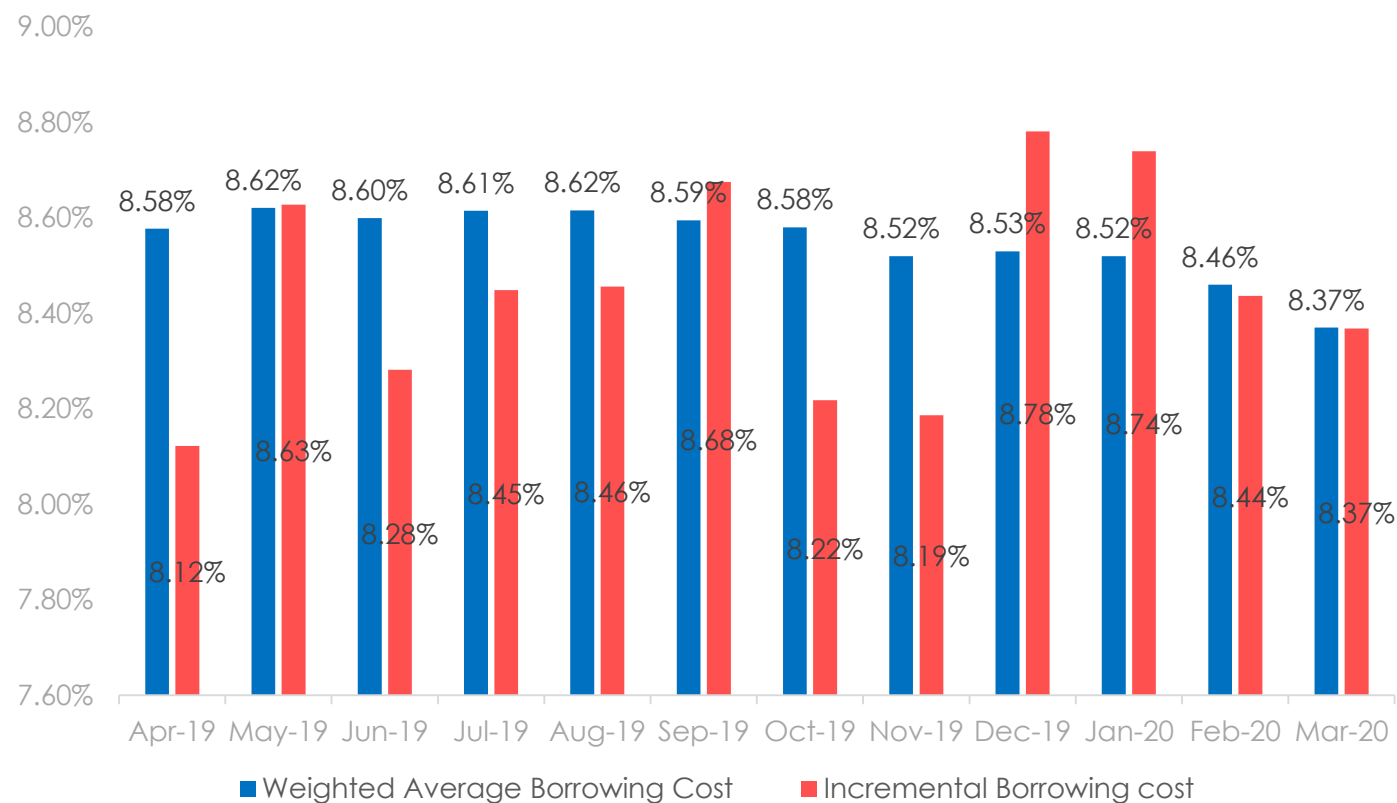
Repco Home Finance Limited

Figures in Rs million



# Movement in borrowing cost

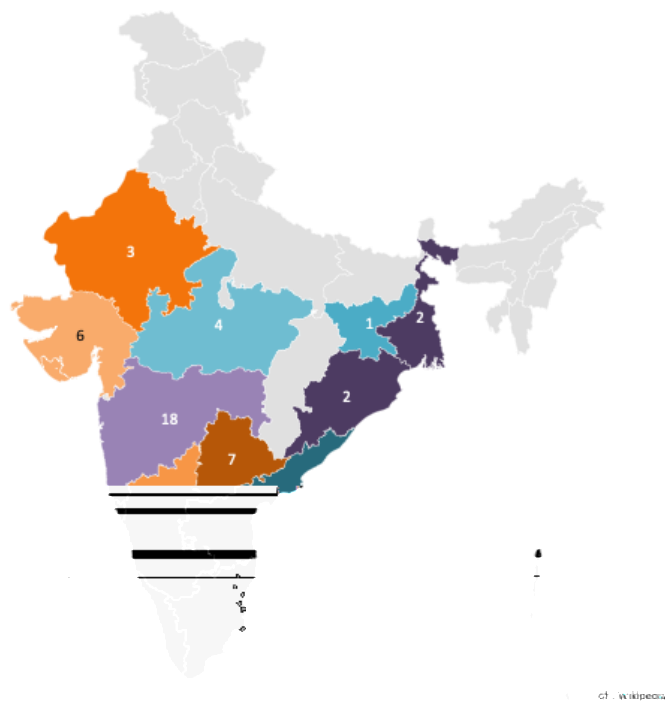
Repco Home Finance Limited



# Geographic Presence

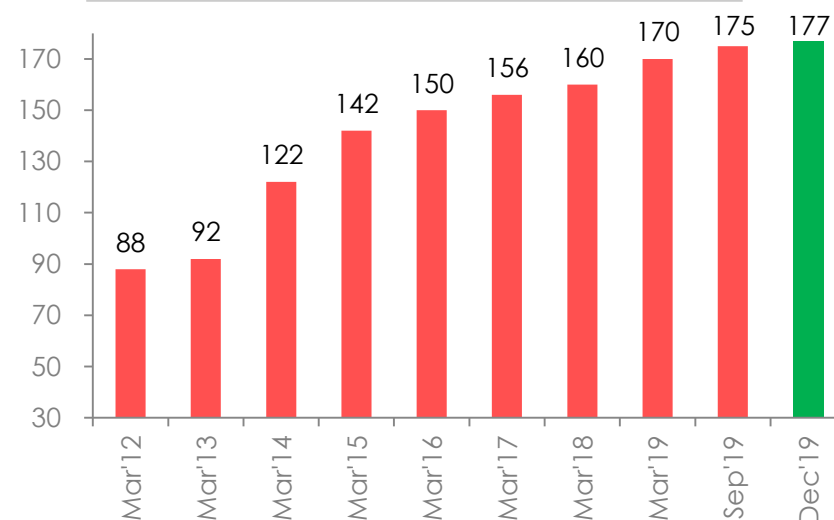
# Footprint

## Repco Home Finance Limited

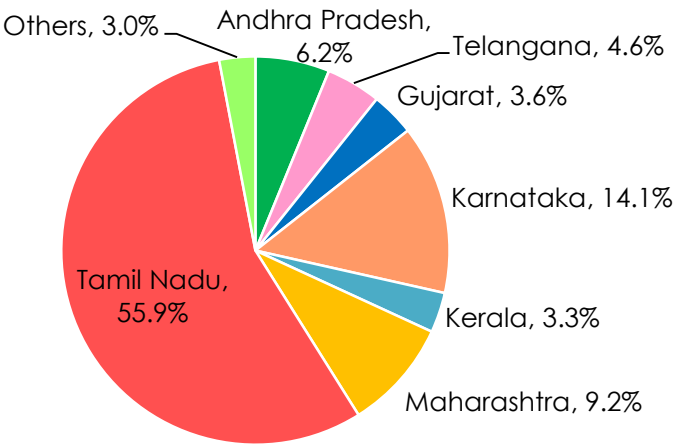


- ◆ Present in 12 states and 1 Union Territory with 153 branches and 24 satellite centers.
- ◆ Plus 2 asset recovery branches.
- ◆ Entered the State of Rajasthan in FY20.
- ◆ Presence beyond South: branches in West Bengal, Orissa, Maharashtra, Gujarat, Madhya Pradesh & Rajasthan.

### Network Expansion



# Region-wise loan book



States	Exposure			YoY growth	QoQ growth
	Mar'19	Dec'19	Mar'20		
Andhra Pradesh	6.7%	6.4%	6.2%	0%	-5%
Telangana	4.6%	4.6%	4.6%	6%	3%
Gujarat	3.3%	3.6%	3.6%	18%	13%
Karnataka	13.8%	14.2%	14.1%	10%	7%
Kerala	3.7%	3.4%	3.3%	-3%	-4%
Maharashtra	8.4%	9.0%	9.2%	18%	16%
Tamil Nadu	56.6%	55.8%	55.9%	6%	8%
Others	3.0%	3.0%	3.0%	8%	11%
Total	100%	100%	100%	7%	7%

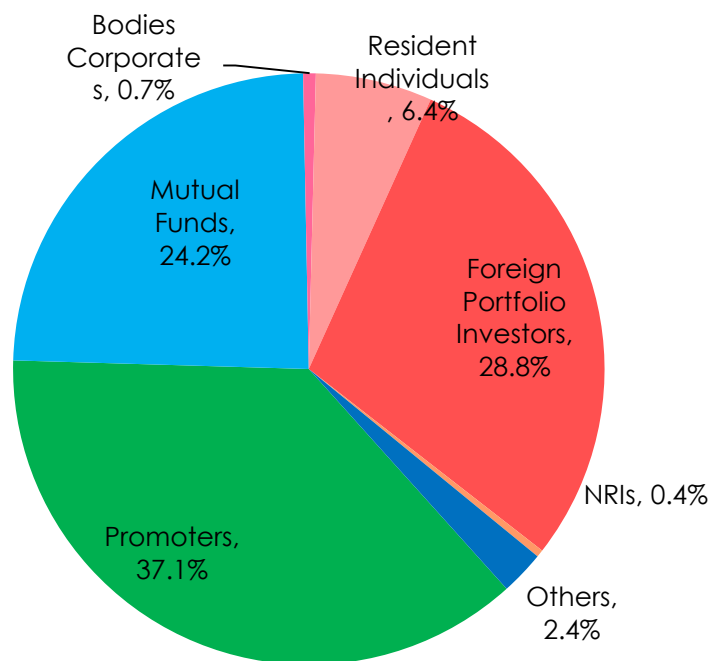
Annualized

# **Annexure**

# Shareholding pattern

Repco Home Finance Limited

Outstanding shares – 62.6 mn



Major non-promoter shareholders

	% shareholding
India Capital	7.4%
HDFC Mutual Fund	5.8%
Franklin Templeton Mutual Fund	5.5%
Aditya Birla Mutual Fund	4.6%
DSP Mutual Fund	4.4%
Somerset Fund	3.3%
ICICI Mutual Fund	3.1%
Apax Global	2.1%
SG Jokaland Holdings	1.8%
AB Fund	1.8%
Parvest Equity India	1.0%
Fidelity Funds	1.0%

# Profit and loss statement (Standalone)

Repco Home Finance Limited

Figures in Rs million

(Rs. million)	Q4FY20	Q4FY19	YoY (%)	Q3FY20	QOQ (%)	FY20	FY19	YoY (%)
<b>Income:</b>								
Revenue from operations	3,378	3,004	12%	3,320	2%	13,174	11,634	13%
Other income	83	77	8%	91	-9%	337	318	6%
<b>Total Income</b>	<b>3,461</b>	<b>3,081</b>	<b>12%</b>	<b>3,410</b>	<b>1%</b>	<b>13,511</b>	<b>11,952</b>	<b>13%</b>
<b>Expenses:</b>								
Interest and other financial charges	2,062	1,914	8%	2,088	-1%	8,250	7,200	15%
Employee benefit expense	195	170	15%	167	17%	664	585	13%
Depreciation and amortization expense	33	13	147%	35	-7%	129	50	157%
Other expenses	78	93	-16%	73	8%	271	349	-22%
Provisions & write-offs	403	-24	100%	115	249%	594	170	250%
<b>Total Expenses</b>	<b>2,772</b>	<b>2,166</b>	<b>28%</b>	<b>2,477</b>	<b>12%</b>	<b>9,909</b>	<b>8,354</b>	<b>19%</b>
Profit before tax	<b>689</b>	<b>914</b>	<b>-25%</b>	<b>933</b>	<b>-26%</b>	<b>3,602</b>	<b>3,598</b>	<b>0%</b>
<b>Tax expense:</b>								
Current tax	314	228	38%	221	42%	952	1,017	-6%
Deferred Tax	-102	172	-159%	15	-776%	-154	235	-165%
<b>Net Profit/(Loss)</b>	<b>477</b>	<b>515</b>	<b>-7%</b>	<b>697</b>	<b>-32%</b>	<b>2,804</b>	<b>2,346</b>	<b>20%</b>
Other Comprehensive Income	-5	3	-260%	-1	535%	-6	8	-171%
<b>Total Comprehensive Income</b>	<b>471</b>	<b>518</b>	<b>-9%</b>	<b>696</b>	<b>-32%</b>	<b>2,798</b>	<b>2,355</b>	<b>19%</b>



# Balance Sheet (Standalone)

## Repco Home Finance Limited

Figures in Rs million

(Rs. million)	As on March 31, 2020	As on March 31, 2019
<b>EQUITY AND LIABILITIES:</b>		
<b>Shareholder's Funds</b>	<b>17,869</b>	<b>15,274</b>
Share Capital	626	626
Reserves and Surplus	17,243	14,648
<b>Financial liabilities</b>	<b>1,01,553</b>	<b>93,656</b>
Debt securities	6,802	8,254
Other Borrowings	94,288	84,520
Other financial liabilities	463	882
<b>Non-financial liabilities</b>	<b>517</b>	<b>640</b>
Current tax liabilities (Net)	0	0
Provisions	159	120
Deferred tax liabilities (net)	358	520
<b>Total Liabilities</b>	<b>1,02,071</b>	<b>94,296</b>
<b>Total</b>	<b>1,19,940</b>	<b>1,09,570</b>
<b>ASSETS:</b>		
<b>Financial assets</b>	<b>1,19,442</b>	<b>1,09,318</b>
Cash and cash equivalents	3,243	575
Bank balance	0	1
Loans and advances	1,15,877	1,08,379
Other financial assets	101	143
Investment in associate	220	220
<b>Non-financial assets</b>	<b>498</b>	<b>252</b>
Property, plant and equipment	142	136
Other intangible assets	23	19
Right to use assets	207	0
Other non-financial assets	126	97
<b>Total</b>	<b>1,19,940</b>	<b>1,09,570</b>

# Relative performance – Q4FY20

Repco Home Finance Limited

Particulars	Units	Q4FY19	Q4FY20
Sanctions	Rs. mn	9,728	6,321
Disbursements	Rs. mn	8,781	6,020
Net interest income	Rs. mn	1,164	1,379
PAT	Rs. mn	515	477
NIM	%	4.3	4.7
Yield on assets	%	11.4	11.8
Cost of funds	%	8.4	8.3
Spread	%	3.0	3.5
Return on assets	%	1.9	1.6
Return on equity	%	14.1	11.5

# Relative performance – FY20

Repco Home Finance Limited

Particulars	Units	FY19	FY20
Sanctions	Rs. mn	33,700	27,578
Disbursements	Rs. mn	30,918	26,269
Net interest income	Rs. mn	4,693	5,205
PAT	Rs. mn	2,346	2,804
NIM	%	4.5	4.6
Yield on assets	%	11.4	11.7
Cost of funds	%	8.3	8.5
Spread	%	3.1	3.1
Return on assets	%	2.2	2.5
Return on equity	%	17.7	18.0

# Historical performance at a glance

**Repco Home Finance Limited**

Particulars	Units	FY15	FY16	FY17	FY18	FY19	FY20	CAGR
Loan Book	Rs Mn	60,129	76,912	89,399	98,568	1,10,368	1,18,261	<b>14%</b>
Home Loans	Rs Mn	48,584	61,683	71,340	80,234	90,060	96,146	<b>15%</b>
Home Equity	Rs Mn	11,545	15,229	18,059	18,334	20,308	22,115	<b>14%</b>
Sanctions	Rs Mn	23,989	30,828	28,758	30,793	33,700	27,578	<b>3%</b>
Disbursements	Rs Mn	21,812	28,512	26,424	28,065	30,918	26,269	<b>4%</b>
Net interest income	Rs Mn	2,373	3,039	3,678	4,583	4,693	5,205	<b>17%</b>
Profit after tax	Rs Mn	1,231	1,501	1,823	2,010	2,346	2,804	<b>18%</b>
Networth	Rs Mn	8,057	9,512	10,866	12,100	14,415	16,707	<b>16%</b>
Debt	Rs Mn	51,044	65,379	75,604	81,370	92,790	1,00,579	<b>15%</b>
<b>Ratios</b>								
Net interest margin	%	4.5	4.4	4.4	4.9	4.5	4.6	
Gross NPA	%	1.3	1.3	2.6	2.9	3.0	4.3	
Return on assets	%	2.3	2.2	2.2	2.1	2.2	2.5	
Return on equity	%	16.1	17.7	18.2	17.5	17.7	18.0	

# Repco MFL performance – FY20

Repco Home Finance Limited

Figures in Rs million

Particulars	FY19	FY20	Growth
Total income	1,563	1,921	23%
Net interest income	870	1,054	21%
Profit after tax	453	541	19%
Loans	9,072	10,843	20%
Borrowings	7,451	8,850	19%
Equity	1,664	2,105	26%
<b>Ratios</b>			
NIM	10.8%	10.6%	
Return on assets	5.6%	5.4%	
Return on equity	33.0%	28.7%	
GNPA	0.9%	1.9%	

Repco MFL	Amount
Dividend received during FY20	26
Share of profits	178
Total	
Cumulative equity investment	
<b>Return on investment</b>	

For any Investor Relations queries, please contact:

**Bala S**

**Repco Home Finance Limited**

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Email: [bala@repcohome.com](mailto:bala@repcohome.com)