REPCO HOME FINANCE LIMITED

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

Repco Home Finance

# Earnings Presentation Q2 FY27



www.repcohome.com

# Agenda



- **About Us**
- **MD & CEO Comments**
- **Board of Directors**
- **Q2 FY27 Performance**
  - Business summary
  - Financial performance
  - Borrowing Profile
  - Credit Rating
- **Geographic Presence**
  - Footprint
  - Region-wise loan book
- **Annexure**

# About us



Repco Home Finance Ltd (RHFL) is a professionally managed housing finance company head quartered in Chennai, Tamil Nadu. We were incorporated in April 2000. We are registered as a Housing Finance Company (HFC) with the National Housing Bank (NHB)

The mission of RHFL has been to translate into reality the aspirations of people to own a house by covering the existing and potential market comprehensively through institutional credit support customized to suit individual needs in a transparent and ethical way.

The salient and unique features of RHFL are innovative loan products, direct customer contact and customer ownership, focus on quality customer servicing, transparency and speed of operations, focus on relatively under-penetrated markets and balanced portfolio mix, robust risk management systems and processes, low cost operations, established track record, stable and experienced senior management team.

We have witnessed a steady growth in the past by increasing our geographical footprint by deepening our reach selectively in existing regions and expanding to new regions.

We are happy to share the performance of RHFL during the Quarter Q2 FY27. Loan sanctions stood at Rs. 1359 crores in Q2 FY27 as against to Rs. 938 crores in Q1 FY27 and Rs. 1205 crores in Q2 FY26. Loan disbursements stood at Rs. 1205 crores in Q2 FY27 as against to Rs. 843 crores in Q1 FY27 and Rs. 1069 crores in Q2 FY26.

Total income stood at Rs. 481 crores in Q2 FY27 as against to Rs. 468 crores in Q1 FY27 and Rs. 445 crores in Q2 FY26.

The GNPA for Q2 FY27 is 2.4%, compared to 2.7% in Q1 FY27 and 3.1% in Q2 FY26. Furthermore, the proportion of stage-2 assets is 7.0% in Q2 FY27, compared to 7.2% Q1 FY27 and 8.8% in Q2 FY26.

Net profits stood at Rs. 116 crores in Q2 FY27 as against to Rs. 114 crores in Q1 FY27 and Rs. 107 crores in Q2 FY26.

The employee strength of the Company as of 30th September 2026 is 1,636.

The overall loan book stood at Rs. 16,425 crores at the end of September 30, 2026, as against Rs. 15,033 crores a year back. The AUM was Rs. 15,990 crores as of June 30, 2026.

As of September 30, 2026, loans to the non-salaried segment accounted for 53.6% of the outstanding loan book and loans for salaried segment accounts for 46.4%. Housing loans accounted for 71% of the loans while Home Equity products accounted for 29% of loan book. 100% of the loans given by the Company are retail loans.

# Board of Directors

Repco Home Finance





Mr. C. Thangaraju Chairman, Non-Executive and Non-Independent Director



Mr. E.Santhanam, Non-Executive and Non-Independent Director'



Mr. B. Raj Kumar, Non-Executive and Independent Director



Mr. Mrinal Kanti Bhattacharya, Non-Executive and Independent Director



Mr. R.Vaithianathan, Non-Executive and Independent Director



Mrs. Usha Ravi, Non-Executive and Independent Director



Dr. G. Venkataiah, Non-Executive and Independent Director



Mrs. Aparna Sudip Kumar , Non-Executive and Independent Director



Mr. T. Karunakaran, Managing Director & CEO



Mr. B Kannan , Whole time Director & Chief Development Officer (Additional Director)

# Q2 FY27 Performance

# Business Summary



Loans Outstanding
Rs. 16,425 Crs

Net Owned Fund
Rs. 3,875 Crs

Total Capital Adequacy
Ratio 37%

Average loan per unit
Rs. 14 Lakhs

Number of live accounts
1,16,229

Network
242

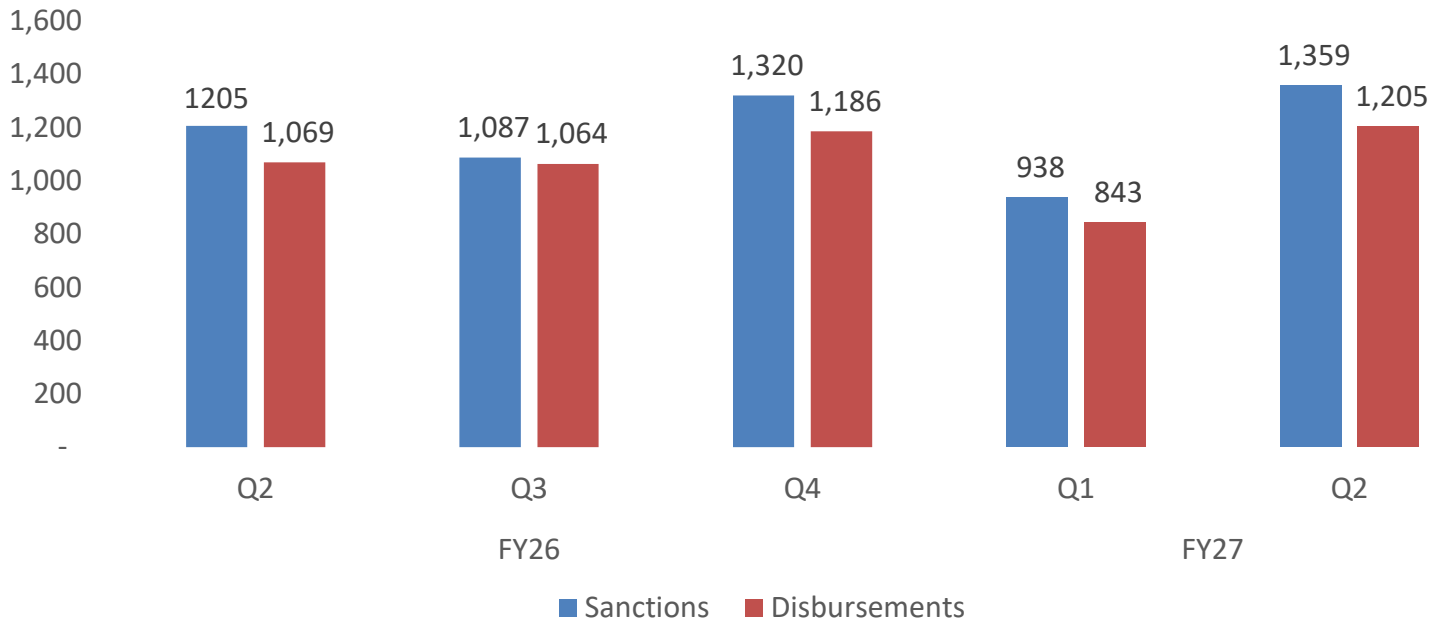
GNPA – 2.4%

ECL provision – 2.1%

# Business performance momentum



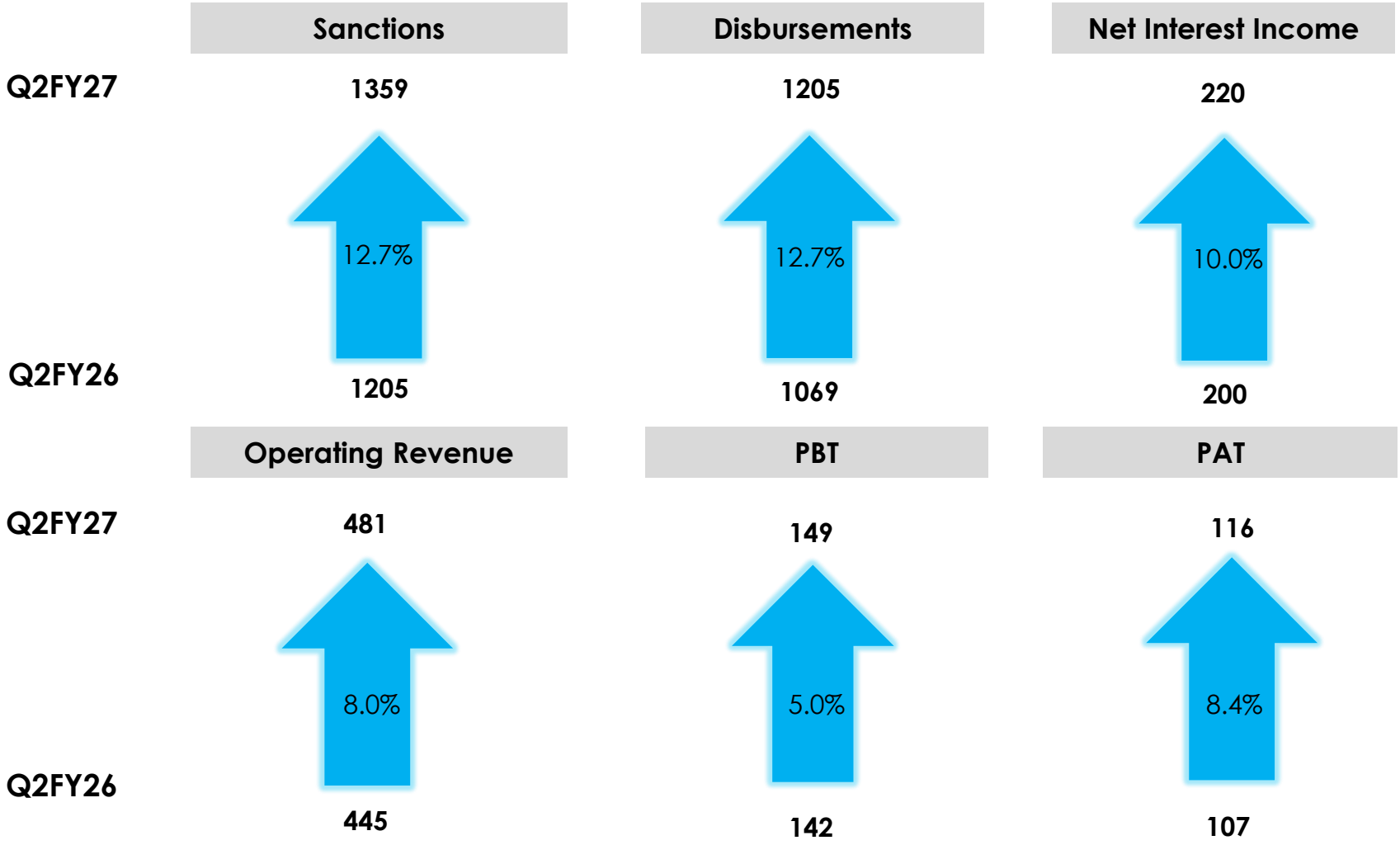
Figures in Rs. crores



# Key Indicators –Q2FY27 vs Q2FY26



Figures in Rs crores



# Key Indicators – Q2FY27 vs Q1FY27



Figures in Rs crores

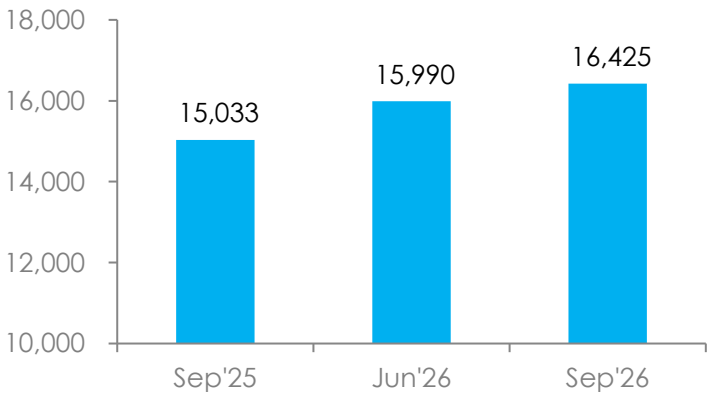


# Portfolio Composition

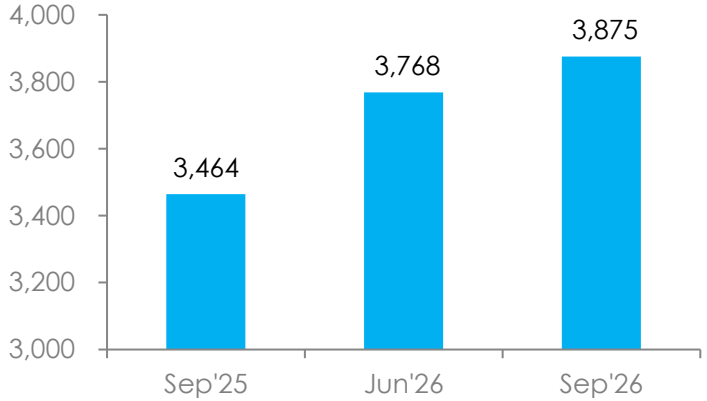


Figures in Rs crores

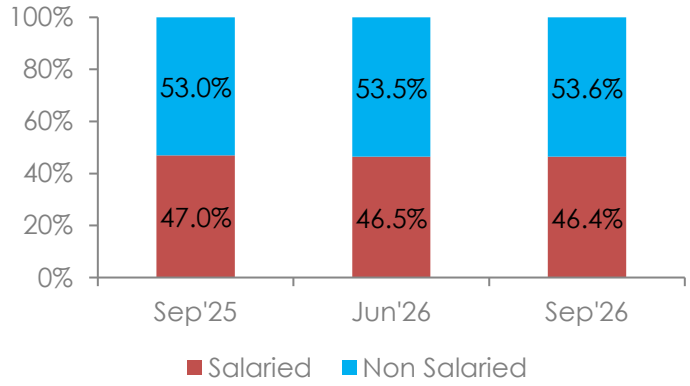
## Loan Book



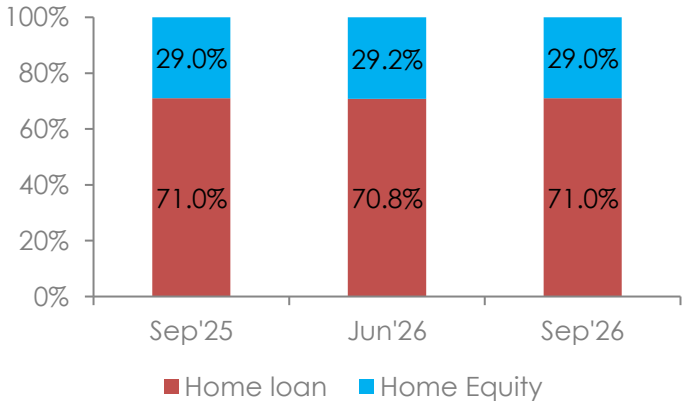

## Net Owned Fund




## Loan book composition



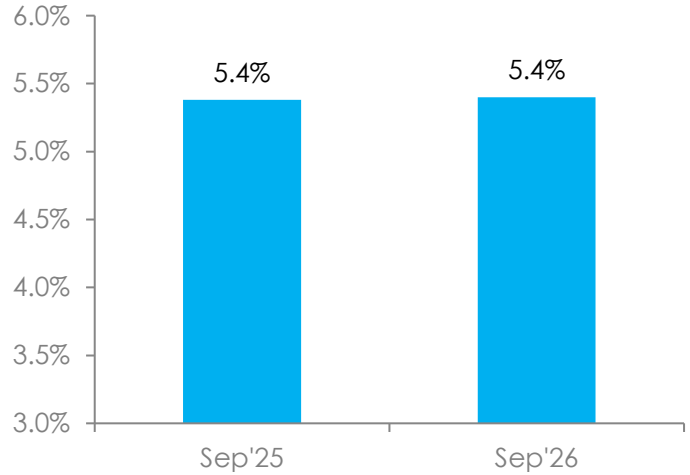

## Mix of Loan Portfolio



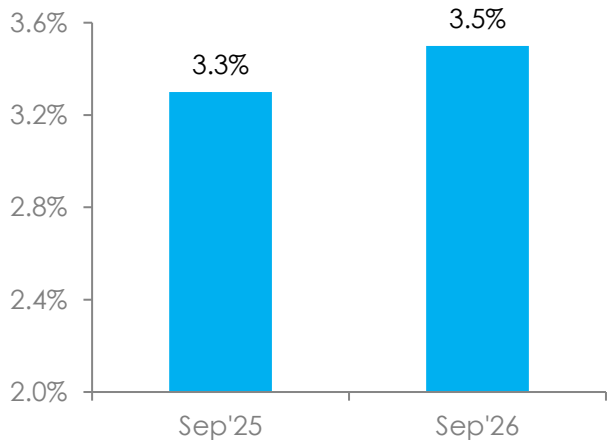
# Half-Yearly Profitability ratios (6M)



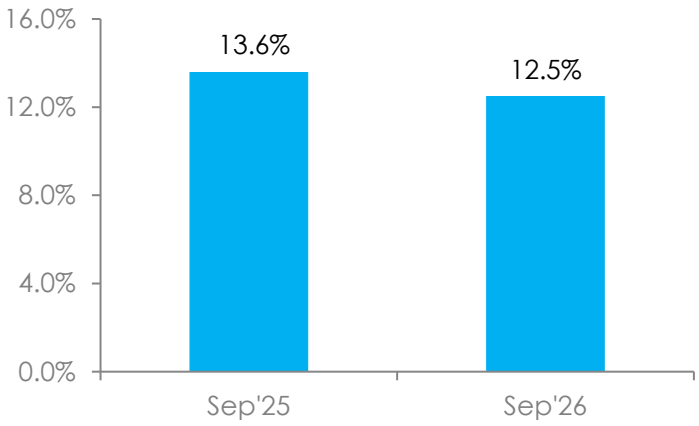
## Net Interest Margin



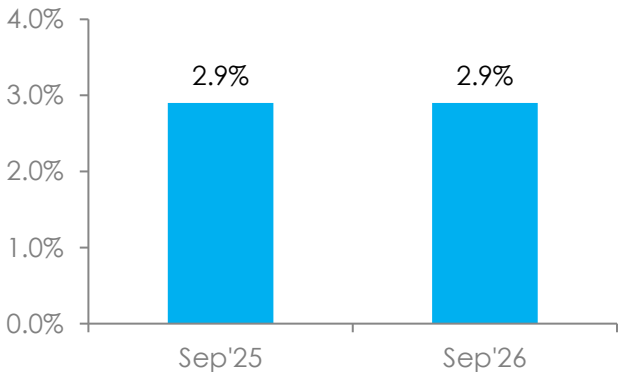

## Spread




## Return on Equity



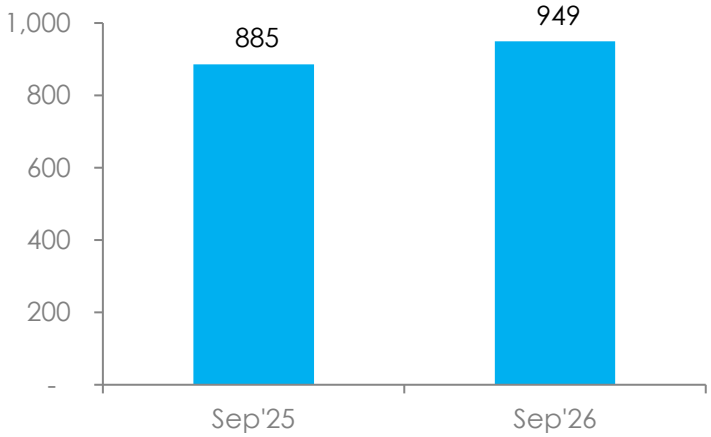

## Return on Assets



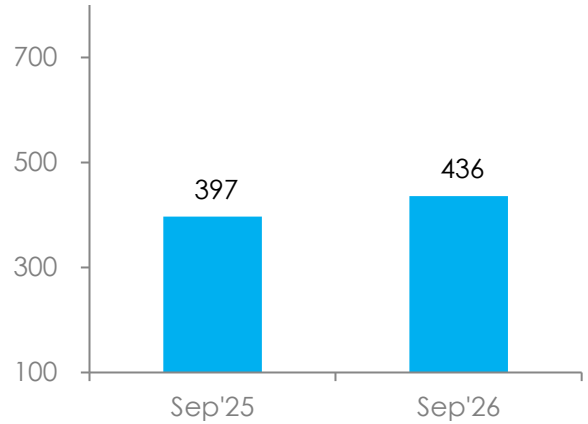
# Half-Yearly Performance Metrics (6M)



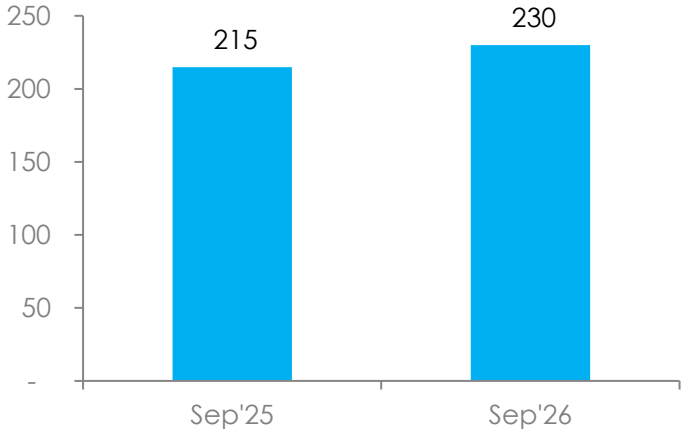
## Income from Operations



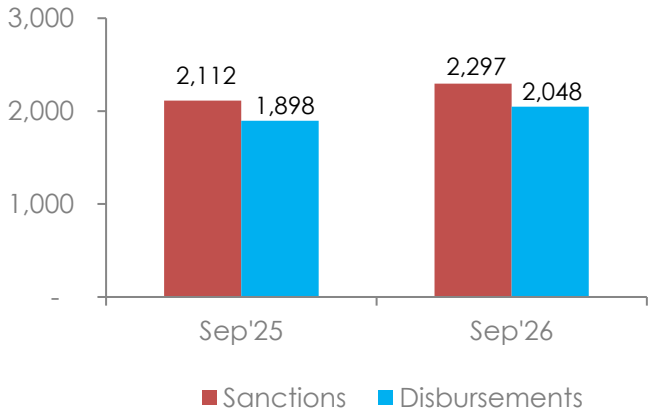

## Net Interest Income




## Net Profit



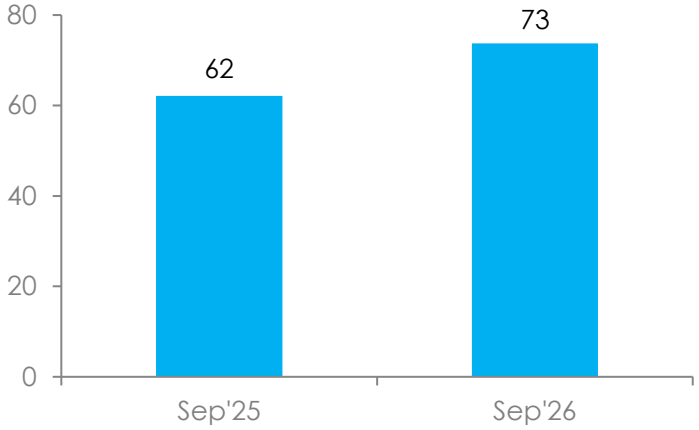

## Sanctions and Disbursements



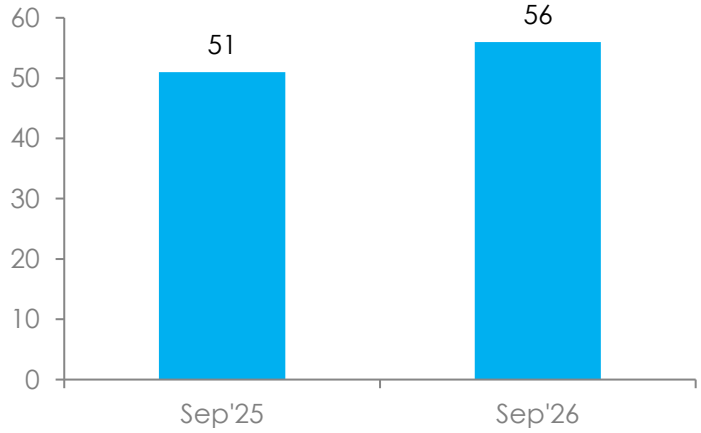
# Half-Yearly Operating Cost (6M)



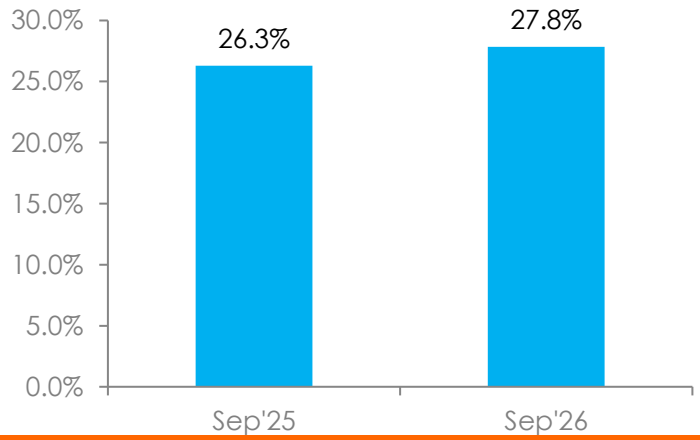
## Employee Cost




## Other OPEX



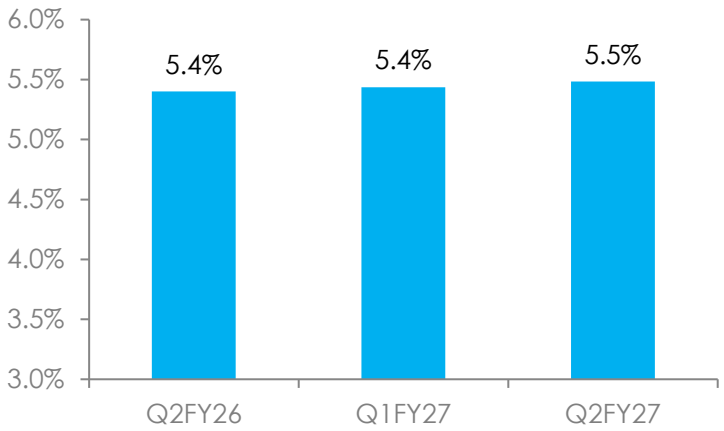

## Cost to Income Ratio



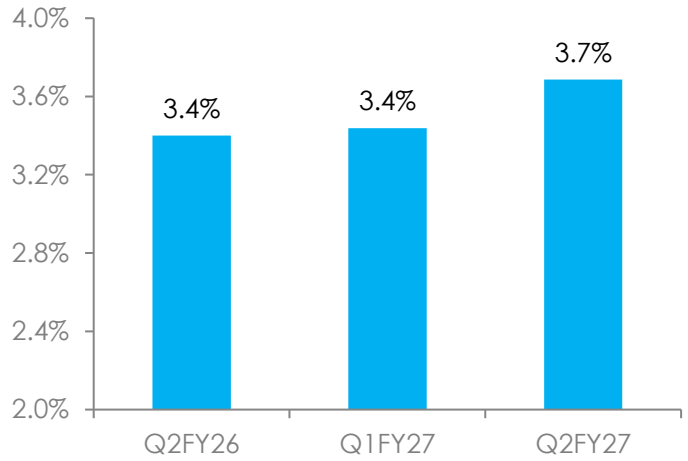
# Quarterly Profitability ratios (3M)



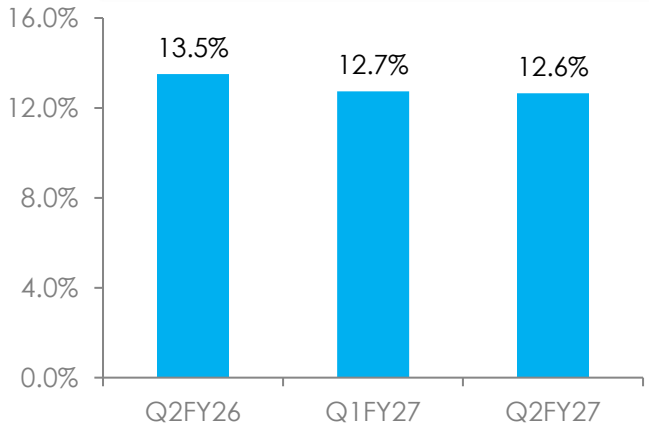
## Net Interest Margin



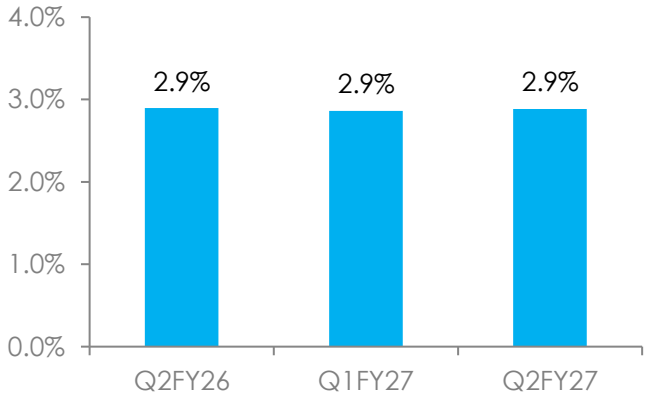

## Spread




## Return on Equity




## Return on Assets

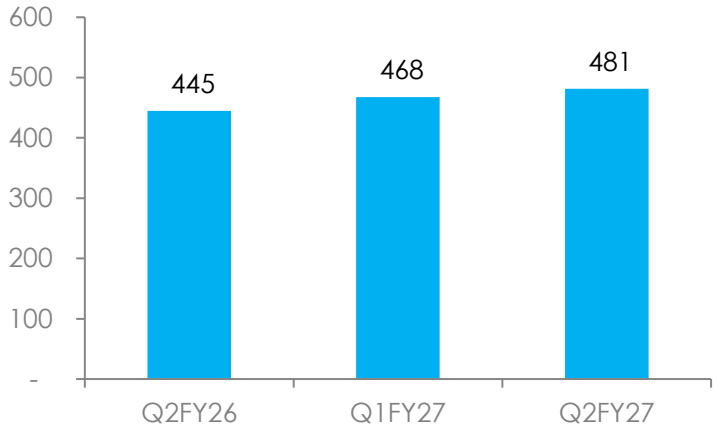


# Quarterly Performance Metrics (3M)

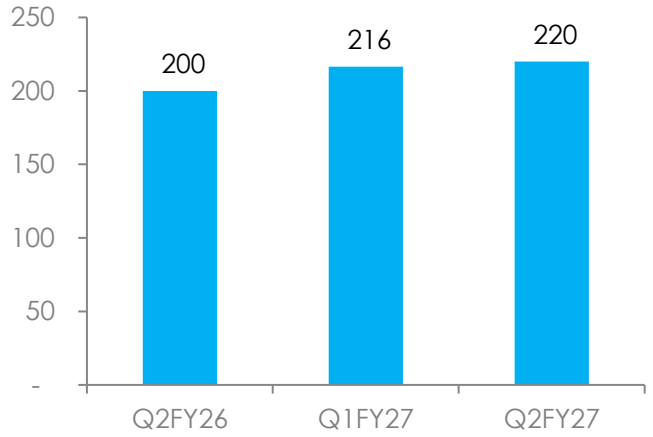


Figures in Rs crores

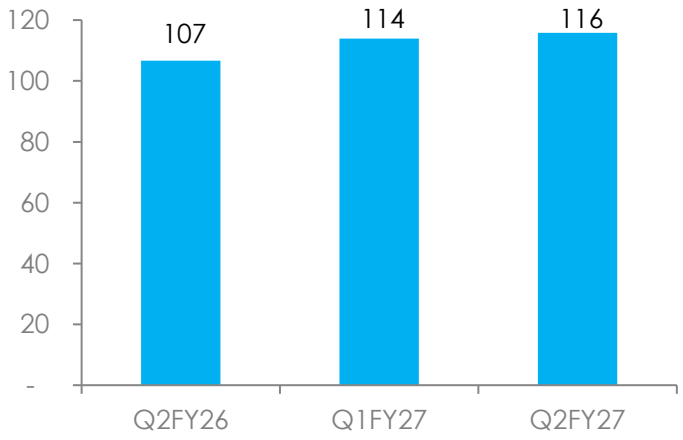
## Income from Operations



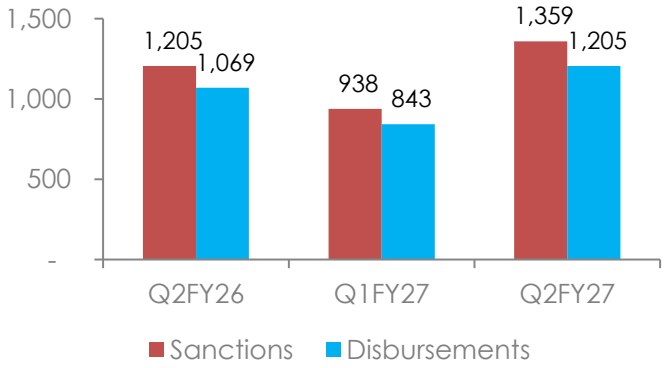

## Net interest income




## Net profit




## Sanctions and Disbursements

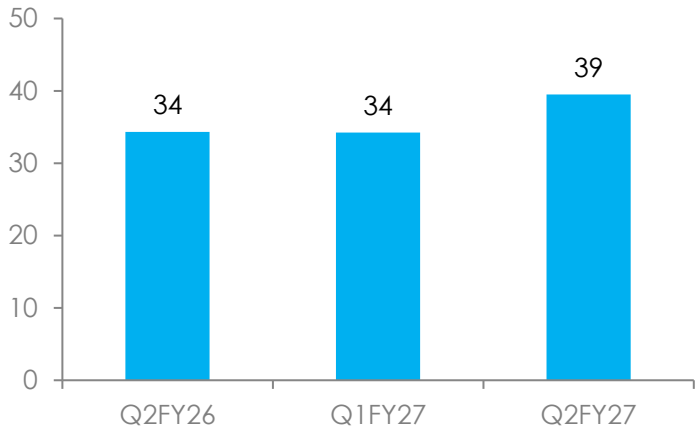


# Quarterly Operating cost (3M)

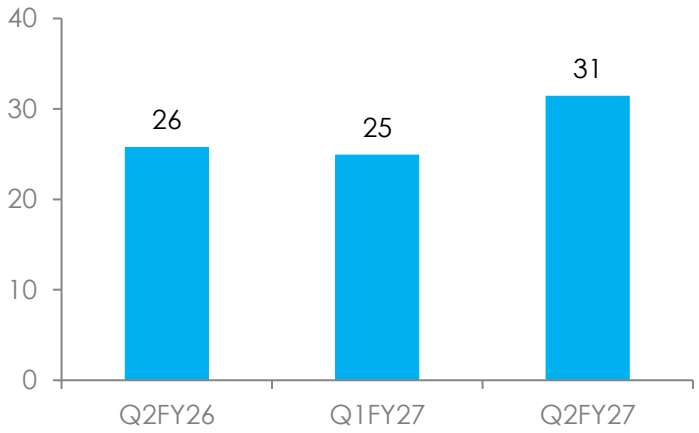


Figures in Rs crores

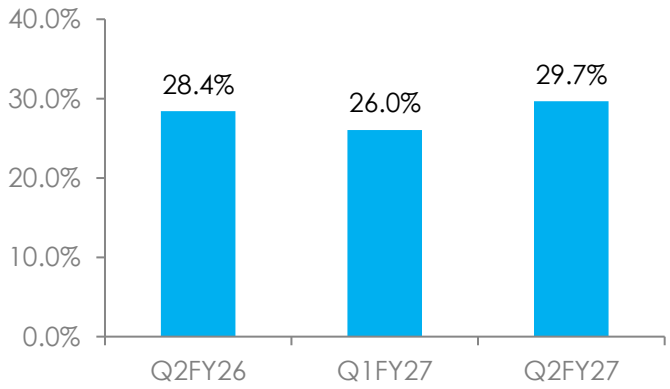
## Employee Cost




## Other Opex

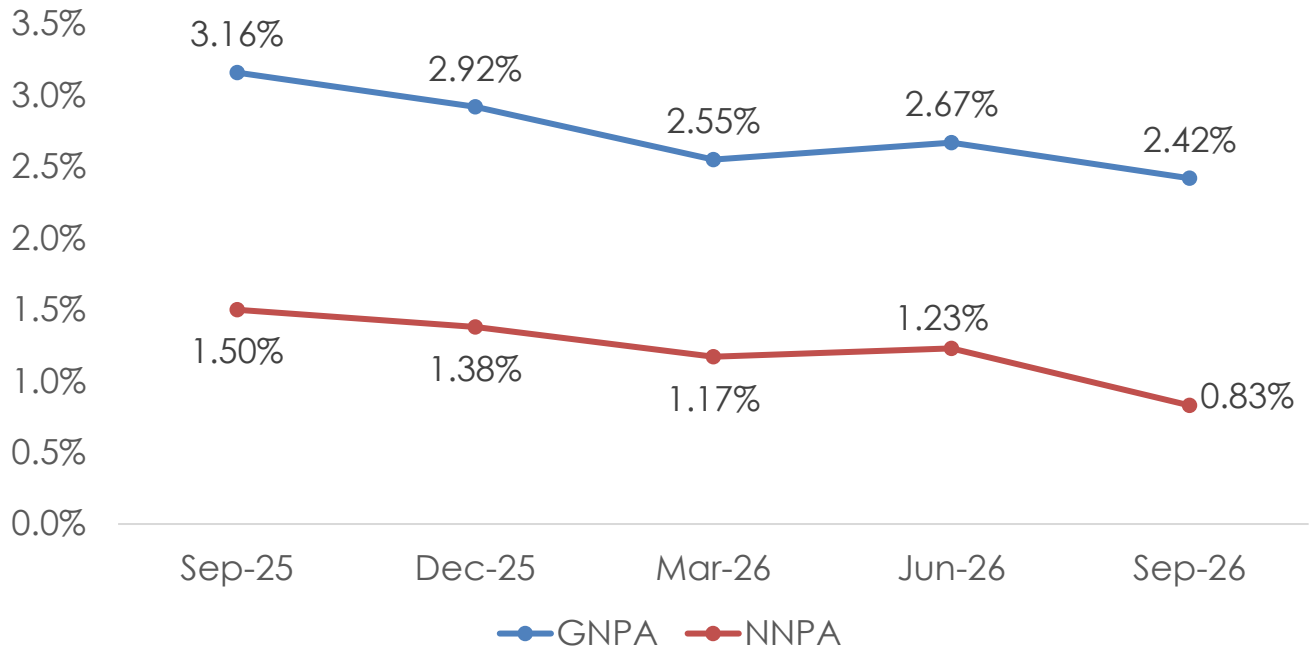



## Cost to Income Ratio



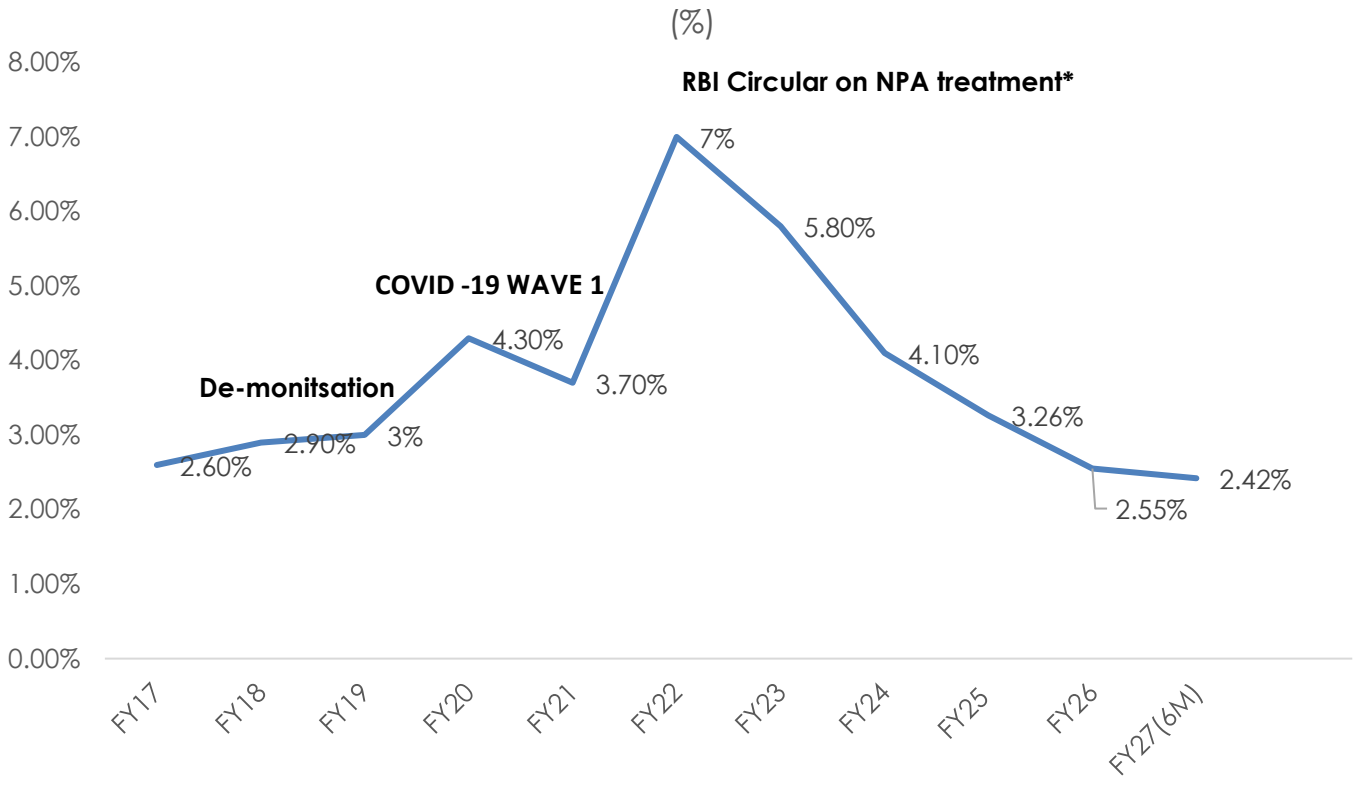
# Asset Quality





# GNPA Movement

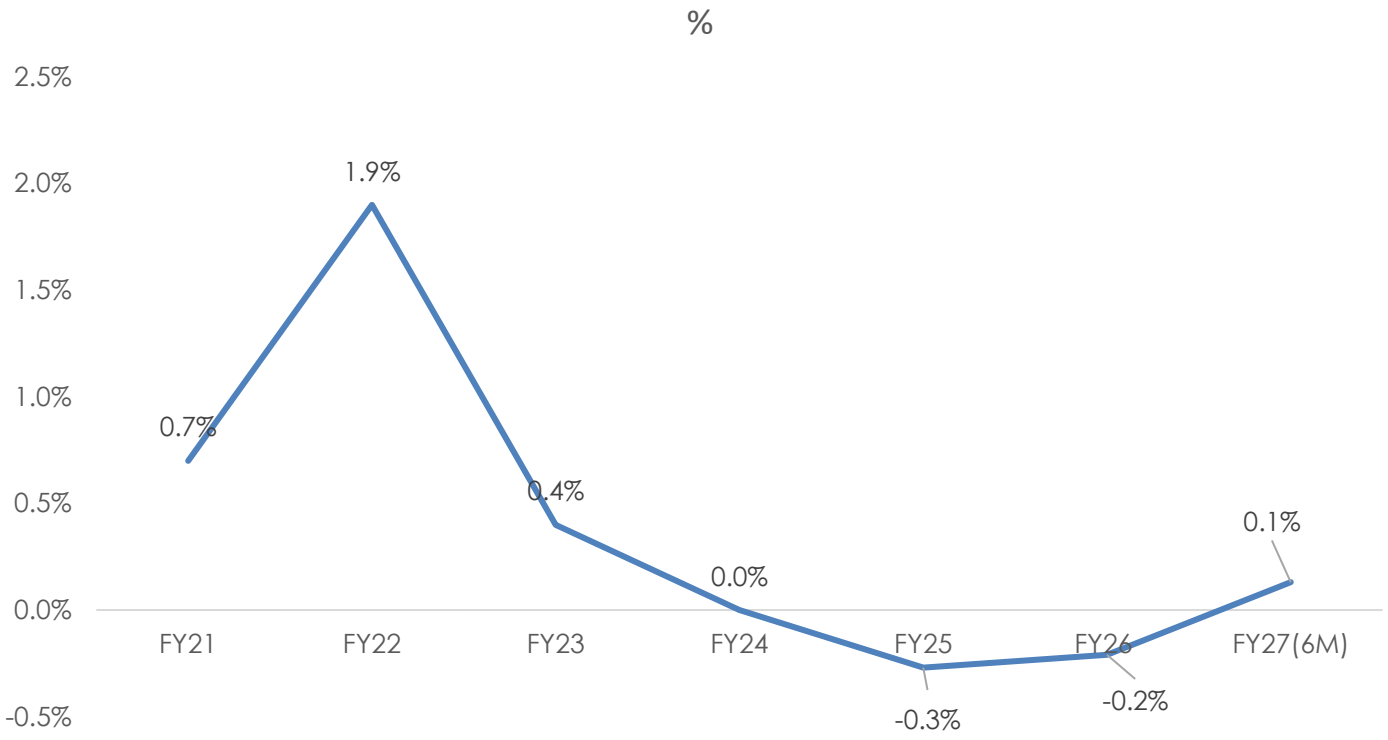





*** Circular No: RBI/2021-22/117**
**DOR.No.STR.REC.64/21.04.048/2021-22**

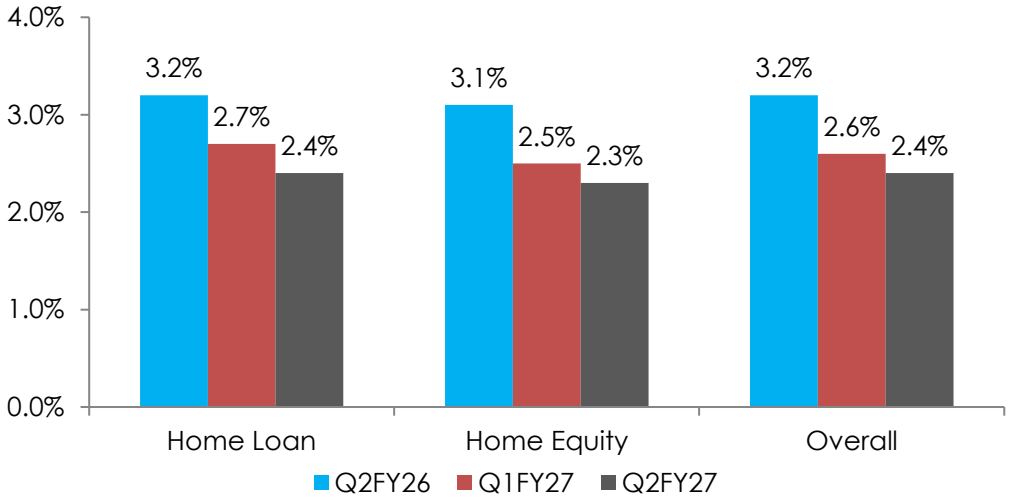
# Credit Cost

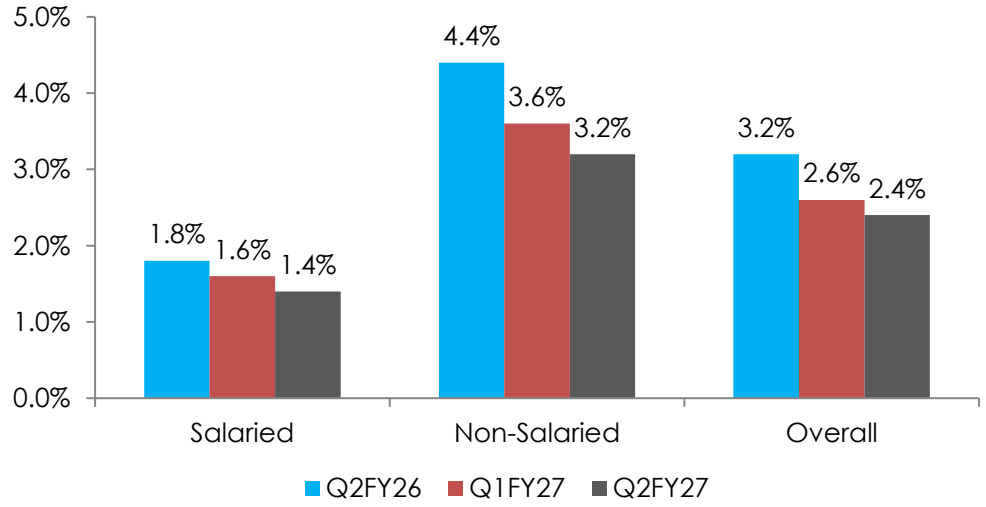



%
2.5%
2.0%
1.5%
1.0%
0.5%
0.0%
-0.5%
0.7%
1.9%
0.4%
0.0%
-0.3%
-0.2%
0.1%
FY21
FY22
FY23
FY24
FY25
FY26
FY27(6M)

# Product / Occupation mix wise GNPA(%)





# ECL provision



Figures in Rs crores

| | Sep'25 | Jun'26 | Sep'26 |
|---|---|---|---|
| Gross Stage 3* | 475 | 427 | 398 |
| % portfolio in Stage 3 | 3.2% | 2.7% | 2.4% |
| ECL provision - Stage 3 | 249 | 233 | 263 |
| Net - Stage 3* | 225 | 194 | 135 |
| Coverage ratio - Stage 3 | 52.5% | 54.5% | 66.0% |
| | | | |
| Gross Stage 1 & 2* | 14558 | 15564 | 16027 |
| % portfolio in Stage 1 & 2 | 96.8% | 97.3% | 97.5% |
| Total ECL provision | 374 | 353 | 353 |

** Principal Outstanding*

# Stage-wise Movement



Figures in Rs. crores

| Particulars | Sep'25 | | Jun'26 | | Sep'26 | |
|---|---|---|---|---|---|---|
| | AUM | % | AUM | % | AUM | % |
| Stage-1 | 13,234 | 88.03% | 14,411 | 90.1% | 14,873 | 90.5% |
| Stage-2 | 1,324 | 8.8% | 1,152 | 7.2% | 1,154 | 7.0% |
| Stage-3 | 475 | 3.1% | 427 | 2.7% | 398 | 2.4% |
| **Grand Total** | 15,033 | 100.0% | 15,990 | 100.0% | 16,425 | 100% |

*Amounts have been rounded off to the nearest crores*

# Breakup of Overdues



Figures in Rs. crores

| Particulars | Total AUM | Stage-2 | | Stage-3 | |
|---|---|---|---|---|---|
| | | AUM | % of AUM | AUM | % of AUM |
| Till March 2022* | 4,986 | 645 | 13% | 275 | 5.5% |
| From April 2022* | 11,439 | 508 | 4.3% | 129 | 1.1% |
| **Grand Total** | 16,425 | 1153 | 7.0% | 404 | 2.4% |

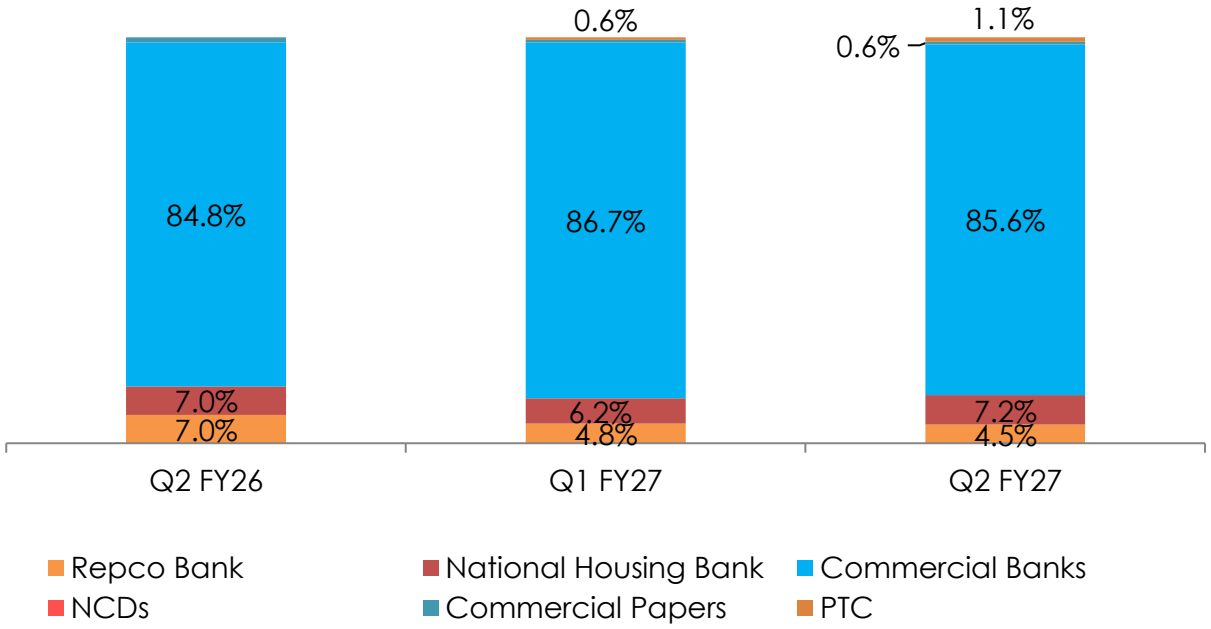
**Financial years categorised based on date of sanction*

*Amounts have been rounded off to the nearest crores*

# Borrowing profile



| Source (Rs Crs) | Average cost | Q2FY26 | Q1FY27 | Q2FY27 | % change (Y-o-Y) |
|---|---|---|---|---|---|
| National Housing Bank | **7.73%** | 799 | 748 | 921 | 15% |
| Commercial Banks | **8.40%** | 9,751 | 10,474 | 10,967 | 12% |
| Repco Bank | **8.50%** | 805 | 581 | 580 | -28% |
| Commercial Paper | **7.60%** | 141.91 | 74 | 74 | -48% |
| PTC | **7.85%** | - | 76.78 | 145 | - |
| Non - Convertible Debentures | **8.40%** | | 125.00 | 125 | - |
| **Total** | **8.35%** | **11,498** | **12,078** | **12,812** | |



# Credit Rating



- Credit Rating as on 30th September 2026

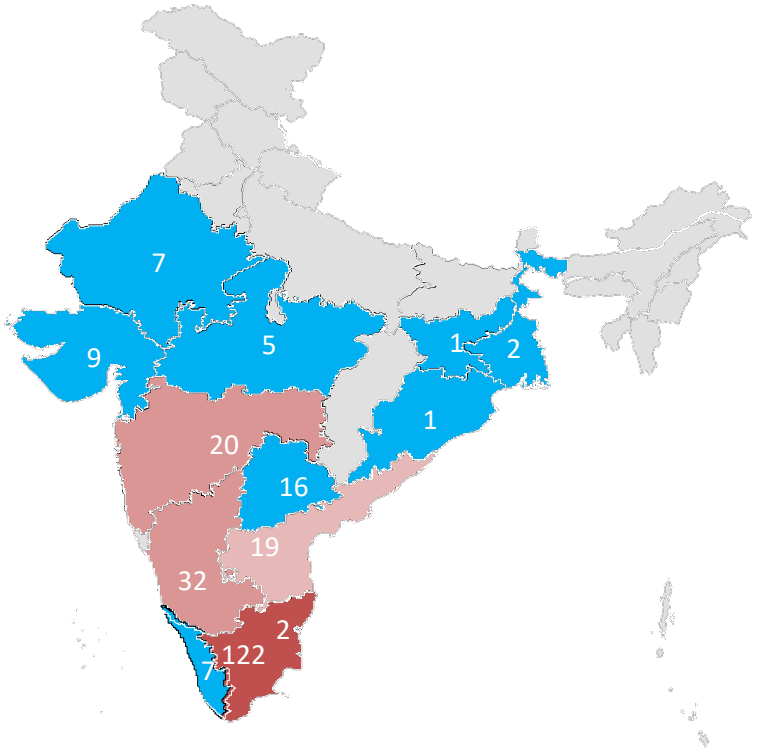
| Rating Agency | Instrument | Rating |
|---|---|---|
| CARE | Term Loan | AA-/ Stable |
| CARE | Commercial Paper | A1+ |
| ICRA | Term Loan | AA-/ Stable |
| ICRA | Non- Convertible Debentures | AA-/ Stable |
| ICRA | Commercial Paper | A1+ |
| ICRA | Pass Through Certificates | AAA (SO) |

# Geographic Presence

# Network

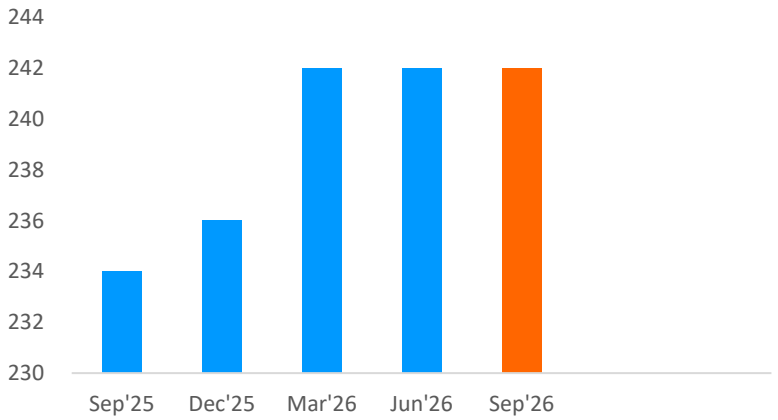


## Branch Network



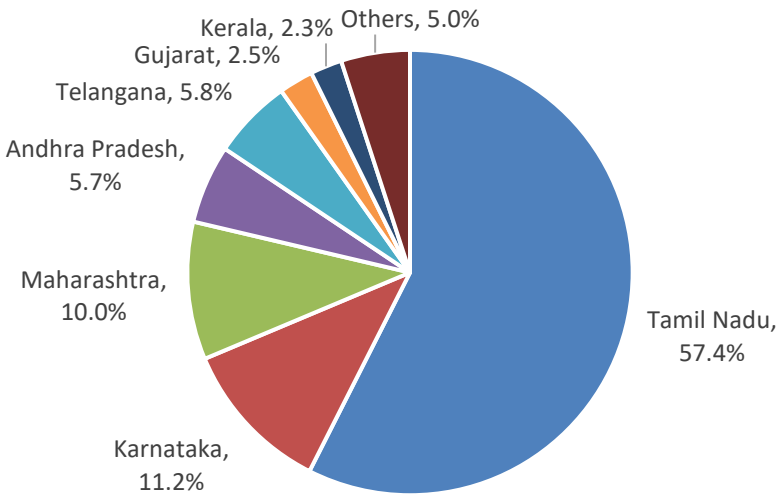

- Present in 12 states and 1 Union Territory with 210 branches and 32 satellite centers.
- Additionally, we have 2 asset recovery branches.
- Presence beyond South: branches in Maharashtra, Gujarat, Rajasthan, Madhya Pradesh, West Bengal, Odisha & Jharkhand.

## Network



# Region-wise loan book





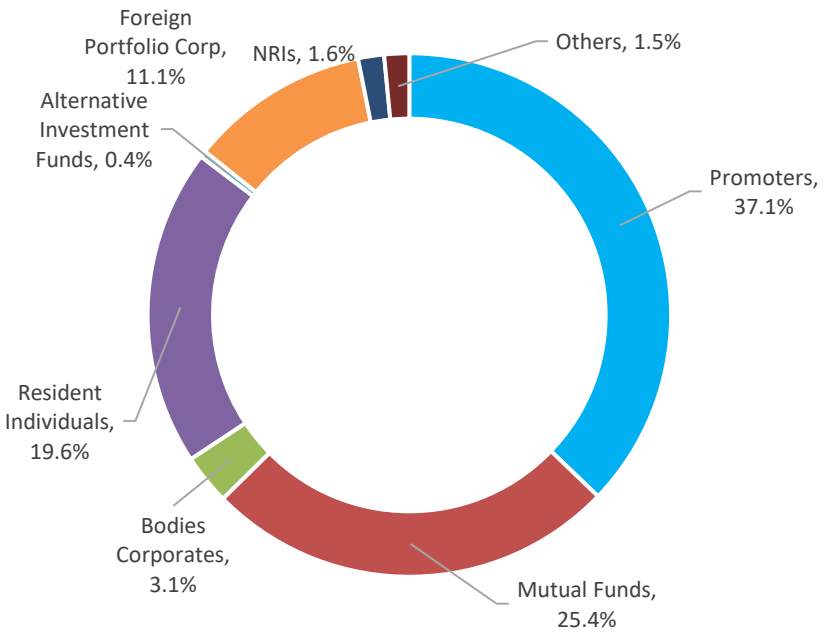

| | Exposure | | | Annualised Growth | |
|---|---|---|---|---|---|
| **States** | **Sep-25** | **Jun-26** | **Sep-26** | **Y-o-Y** | **Q-o-Q** |
| Tamil Nadu | 57.1% | 57.3% | 57.4% | 10% | 3% |
| Karnataka | 12.3% | 11.4% | 11.2% | -1% | 1% |
| Maharashtra | 9.7% | 9.8% | 10% | 13% | 5% |
| Andhra Pradesh | 5.9% | 5.7% | 5.7% | 6% | 3% |
| Telangana | 5.4% | 5.7% | 5.8% | 17% | 5% |
| Gujarat | 2.6% | 2.6% | 2.5% | 5% | -1% |
| Kerala | 2.3% | 2.3% | 2.3% | 9% | 3% |
| Others | 4.5% | 5.0% | 5.0% | 21% | 3% |
| **Grand Total** | **100%** | **100%** | **100%** | 9.3% | 2.7% |

# Annexure

# Shareholding pattern



**Outstanding shares – 6.26 Cr**




| Major Non-Promoter Shareholders | % |
|---|---|
| Bandhan Small Cap Fund | 9.8% |
| ICICI Prudential Banking and Financial Services Fund | 4.1% |
| ICICI Prudential Small Cap Fund | 2.9% |
| Fidelity Funds - Asian Smaller Companies Pool | 2.8% |
| Aditya Birla Sun Life Trustee Private Limited A/C Aditya Birla Sun Life Small Cap Fund | 1.5% |
| Whiteoak Capital Flexi Cap Fund | 1.2% |
| HDFC Mutual Fund - HDFC Banking And Financial Services Fund | 1.0% |
| Fidelity Asian Values Plc | 0.9% |

# Profit and loss statement (3M)



Figures in Rs crores

| (Rs. crore) | Q2FY27 | Q1FY27 | QOQ (%) | Q2FY26 | YoY (%) |
|---|---|---|---|---|---|
| Income: | | | | | |
| Revenue from operations | 481 | 468 | 3% | 445 | 8% |
| Other income | 0.3 | 0.2 | 0% | 0.6 | -44% |
| **Total Income** | **481** | **468** | **3%** | **445** | **8%** |
| Expenses: | | | | | |
| Interest and other financial charges | 261 | 251 | 4% | 244 | 7% |
| Employee benefit expense | 39 | 34 | 15% | 34 | 15% |
| Administrative & Other Expenses | 21 | 15 | 45% | 18 | 17% |
| Provision for Depreciation | 10 | 10 | 0% | 8 | 35% |
| ECL Provision | 0 | 10 | -96% | -1 | -123% |
| **Total Expenses** | **332** | **320** | **4%** | **303** | **10%** |
| Profit before tax | 149 | 148 | 1% | 142 | 5% |
| Tax expense: | | | | | |
| Current tax | 32 | 32 | -2% | 20 | 57% |
| Deferred Tax | 0.5 | 1 | 47% | 15 | -88% |
| **Net Profit/(Loss)** | **116** | **114** | **2%** | **107** | **9%** |

*Amounts have been rounded off to the nearest crores*

# Profit and loss statement (6M)



Figures in Rs crores

| (Rs. crores) | Sep'26 | Sep'25 | YoY (%) |
|---|---|---|---|
| Income: | | | |
| Revenue from operations | 949 | 885 | 7% |
| Other income | 0 | 1 | -49% |
| **Total Income** | **949** | **886** | **7%** |
| Expenses: | | | |
| Interest and other financial charges | 512 | 488 | 5% |
| Employee benefit expense | 73 | 62 | 17% |
| Depreciation and amortization expense | 21 | 16 | 31% |
| Other expenses | 35 | 35 | 2% |
| Provisions & write-offs | 10 | -5 | -311% |
| **Total Expenses** | **652** | **597** | **9%** |
| Profit before tax | 297 | 289 | 3% |
| Tax expense: | | | |
| Current tax | 65 | 45 | 44% |
| Deferred Tax | 2 | 29 | -94% |
| **Net Profit/(Loss)** | **230** | **215** | **7%** |

*Amounts have been rounded off to the nearest crores*

# Relative performance (3M)



| Particulars | Units | Q2FY26 | Q1FY27 | Q2FY27 |
|---|---|---|---|---|
| Sanctions | Rs. Cr | 1,205 | 938 | 1,359 |
| Disbursements | Rs. Cr | 1,069 | 843 | 1,205 |
| Net interest income | Rs. Cr | 200 | 216 | 220 |
| PAT | Rs. Cr | 107 | 114 | 116 |
| NIM | % | 5.4 | 5.4 | 5.5 |
| Yield on assets | % | 12.1 | 11.7 | 12 |
| Cost of Borrowings | % | 8.5 | 8.3 | 8.3 |
| Spread | % | 3.4 | 3.4 | 3.7 |
| Return on assets | % | 2.9 | 2.9 | 2.9 |
| Return on equity | % | 13.5 | 12.7 | 12.6 |

# Relative performance (6M)



| Particulars | Units | Sep'25 | Sep'26 |
|---|---|---|---|
| Sanctions | Rs. Cr | 2,112 | **2,297** |
| Disbursements | Rs. Cr | 1,898 | **2,048** |
| Net interest income | Rs. Cr | 397 | **436** |
| PAT | Rs. Cr | 215 | **230** |
| NIM | % | 5.4 | **5.4** |
| Yield on assets | % | 12.0 | **11.8** |
| Cost of Borrowings | % | 8.7 | **8.3** |
| Spread | % | 3.3 | **3.5** |
| Return on assets | % | 2.9 | **2.9** |
| Return on equity | % | 13.6 | **12.5** |

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