

**REPCO HOME FINANCE LIMITED**

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



## Earnings Presentation Q3FY26



# Agenda

- ◆ **About Us**
- ◆ **MD & CEO Comments**
- ◆ **Board of Directors**
- ◆ **Q3FY26 Performance**
  - ▶ Business summary
  - ▶ Financial performance
  - ▶ Borrowing Profile
  - ▶ Credit Rating
- ◆ **Geographic Presence**
  - ▶ Footprint
  - ▶ Region-wise loan book
- ◆ **Annexure**

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.

### Repco Home Finance Limited

We are happy to share the performance of RHFL during the Quarter Q3 FY26. Loans sanctions stood at Rs.1,087 crores in Q3 FY26 as against to Rs. 806 crores in Q3 FY25 and Rs. 1,206 crores in Q2 FY26. Loan disbursements stood at Rs. 1,064 crores in Q3 FY26 as against to Rs. 761 crores in Q3 FY25 and Rs. 1,069 crores in Q2 FY26.

Total income stood at Rs. 457 crores in Q3 FY26 as against to Rs. 445 crores in Q3 FY25 and Rs. 446 crores in Q2 FY26.

The GNPA for Q3 FY26 is 2.92%, compared to 3.86% in Q3 FY25 and 3.16% in Q2 FY26. Furthermore, the proportion of stage-2 assets has declined to 8.02% in Q3 FY26, compared to 10.56% Q3 FY25 and 8.81% in Q2 FY26, reflecting an overall improvement in the asset quality.

Net profits stood at Rs. 109 crores in Q3 FY26 as against to Rs. 107 crores in both Q3 FY25 and Q2 FY26.

The employee strength of the Company as of 31<sup>st</sup> December 2025 is 1,592.

The overall loan book stood at Rs. 15,394 crores at the end of December 31, 2025, as against Rs. 14,155 crores a year back. The AUM was Rs. 15,033 crores as of September 30, 2025.

As of December 31, 2025, loans to the non-salaried segment accounted for 53% of the outstanding loan book and loans for salaried segment accounts for 47%. 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



**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



**Mr. T. Karunakaran**, Managing Director & CEO



**Mr. P. K. Vaidyanathan**, Whole time Director & Chief Development Officer (Additional Director)

## **Q3FY26 Performance**

# Business Summary

## Repco Home Finance Limited

Loans Outstanding  
Rs. 15,394 Cr

Net Owned Fund  
Rs. 3,574 Cr

Total Capital Adequacy  
Ratio 37.22%

Average loan per unit  
Rs. 13 Lakhs

Number of live accounts  
1,13,939

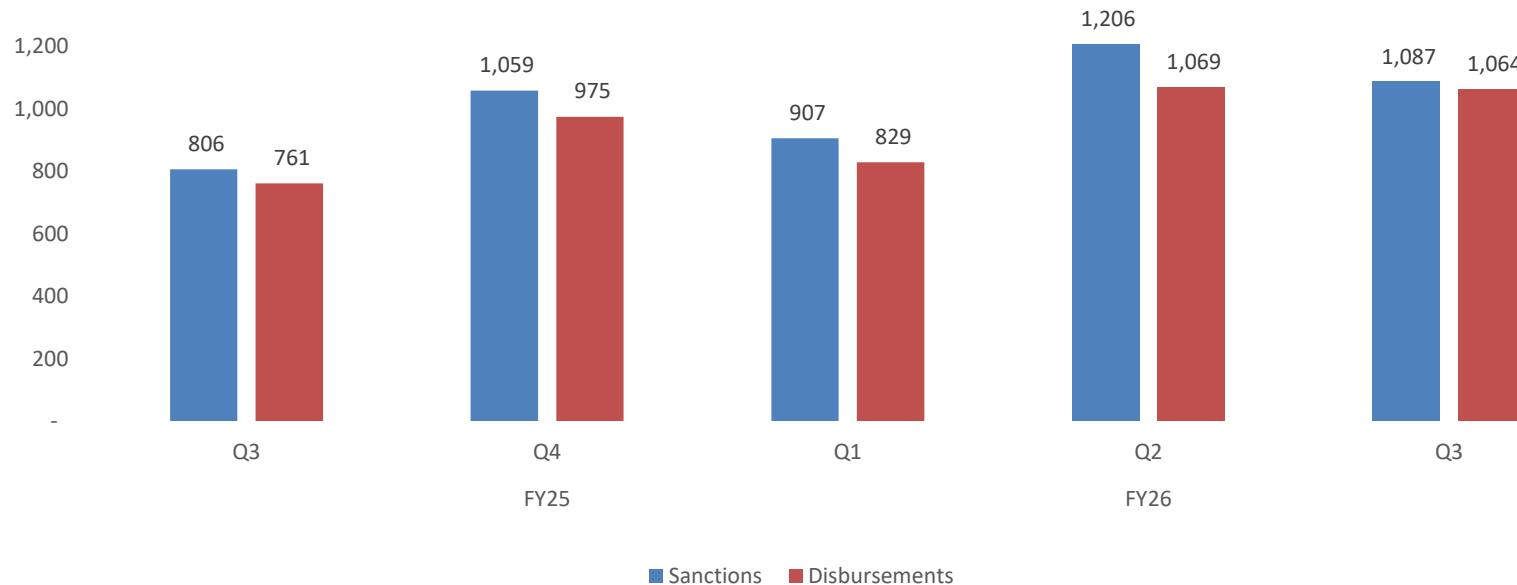
Network  
236

GNPA – 2.92%

ECL provision – 2.3%

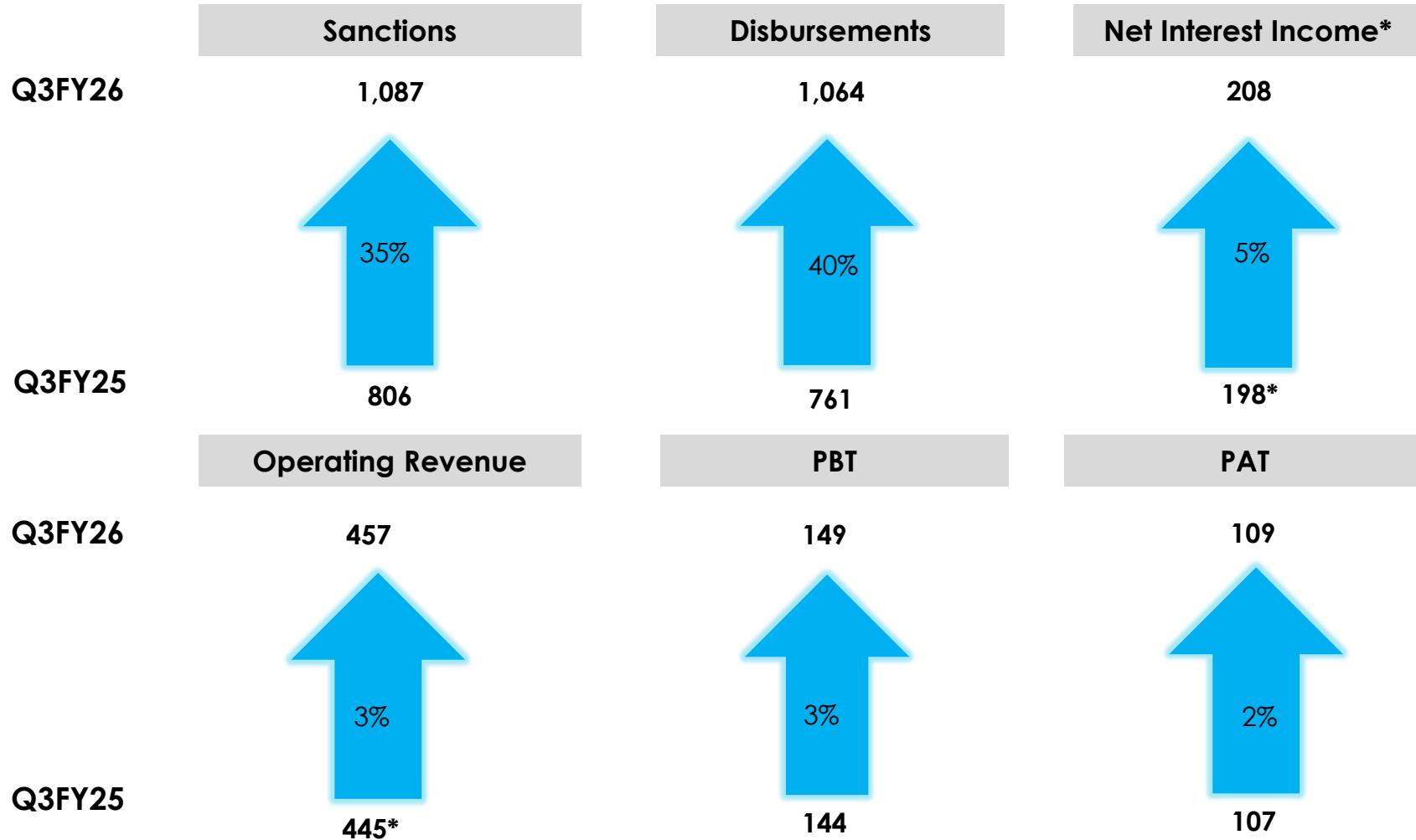
# Business performance momentum

Figures in Rs. crores



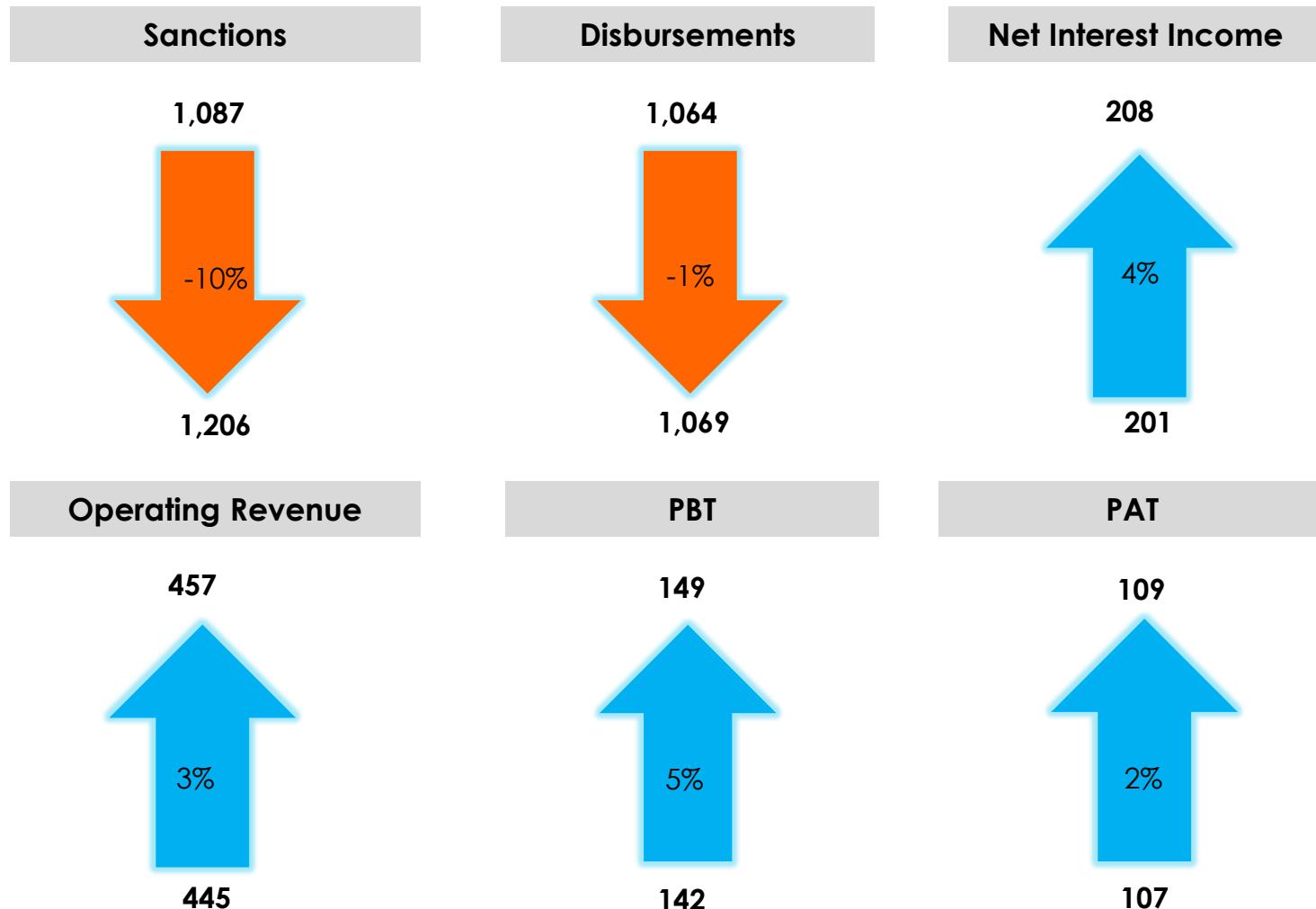
# Key Indicators – Q3FY26 vs Q3FY25

Figures in Rs crores



# Key Indicators – Q3FY26 vs Q2FY26

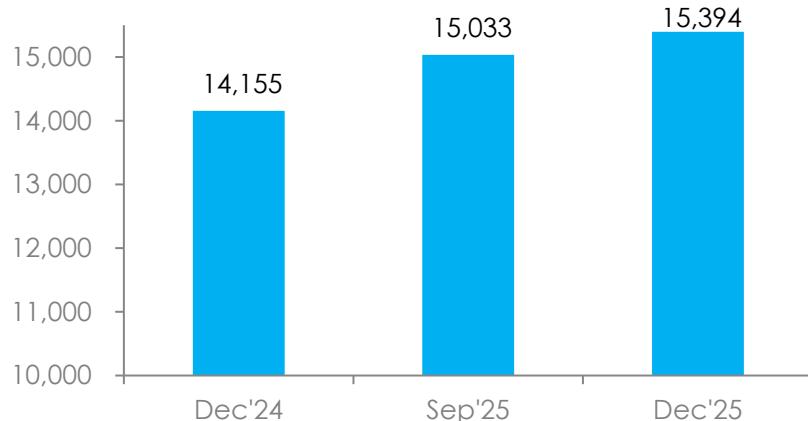
Figures in Rs crores



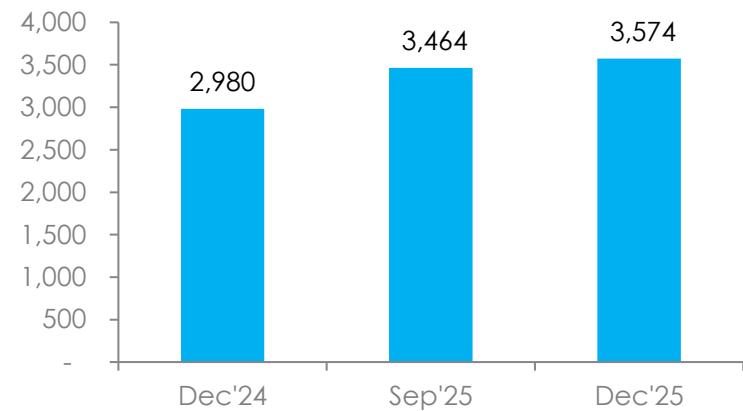
# Portfolio Composition

Figures in Rs crores

**Loan Book**



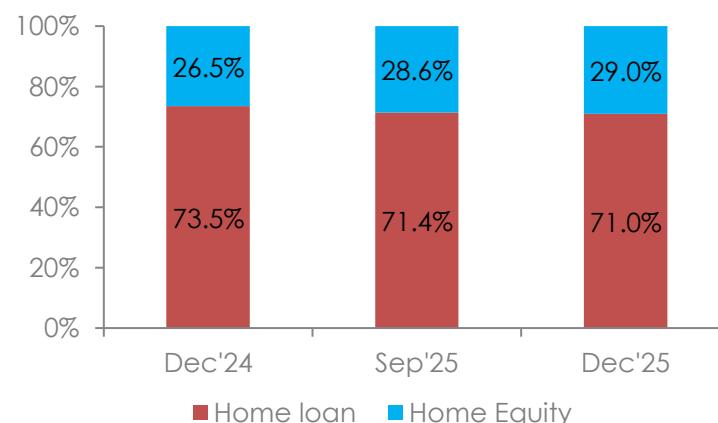
**Net Owned Fund**



**Loan book composition**

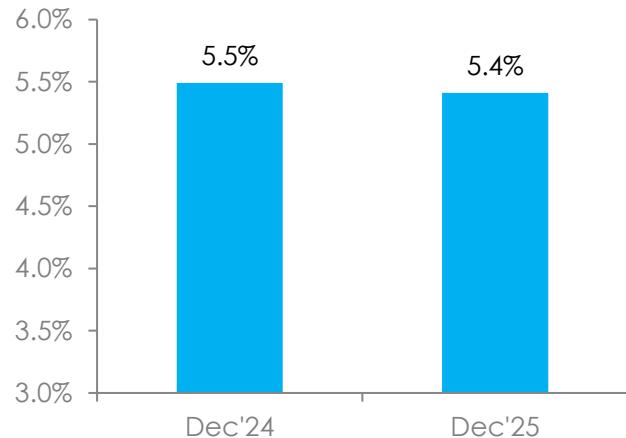


**Mix of Loan Portfolio**

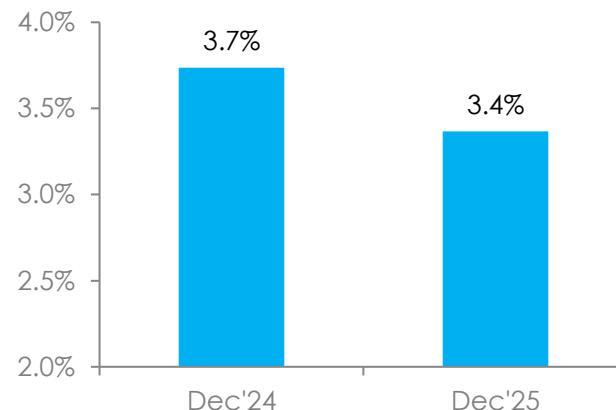


# Profitability ratios (9M)

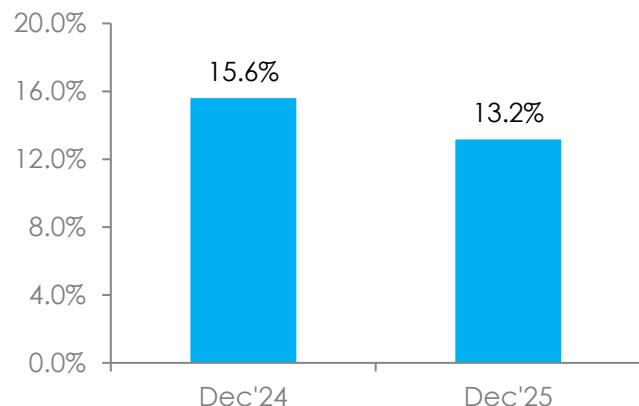
**Net Interest Margin\***



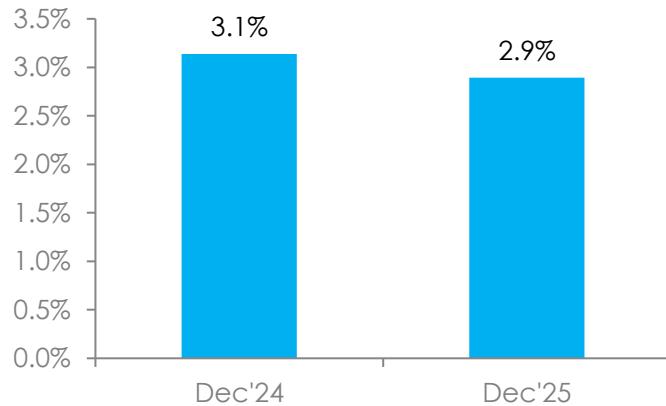
**Spread\***



**Return on Equity**



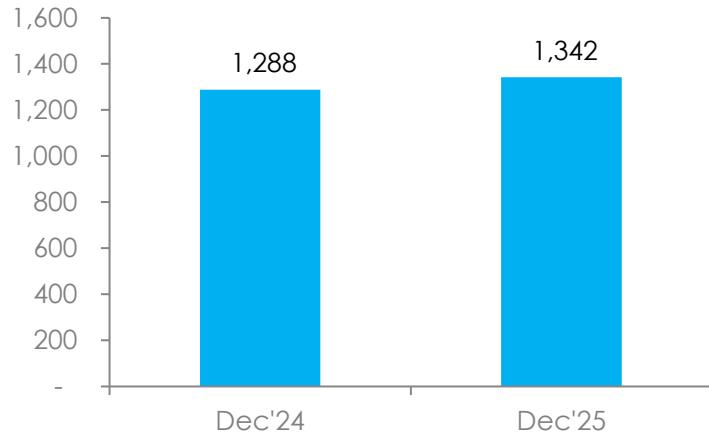
**Return on Assets**



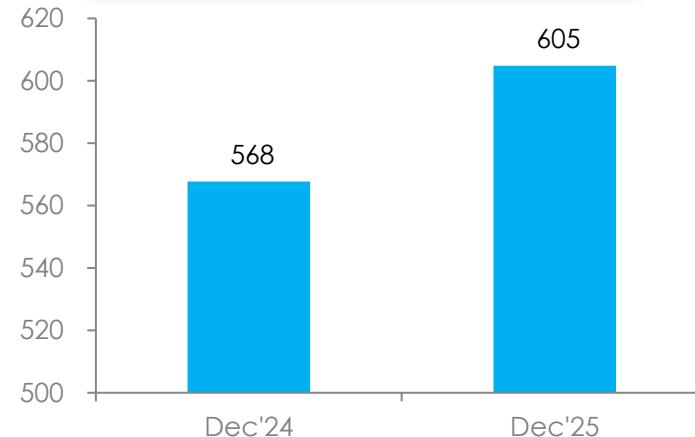
# Performance Metrics (9M)

Figures in Rs crores

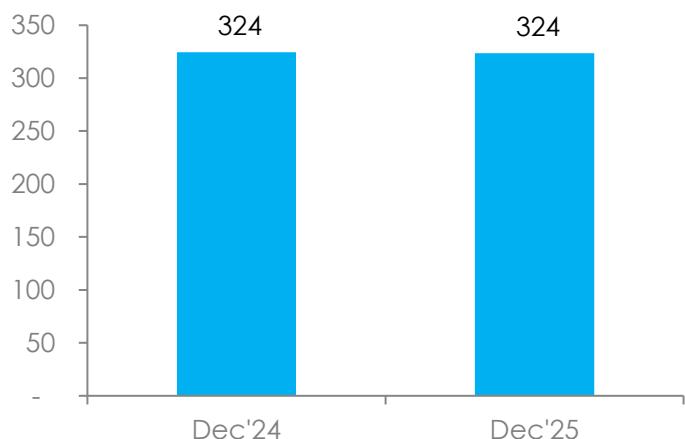
## Income from Operations\*



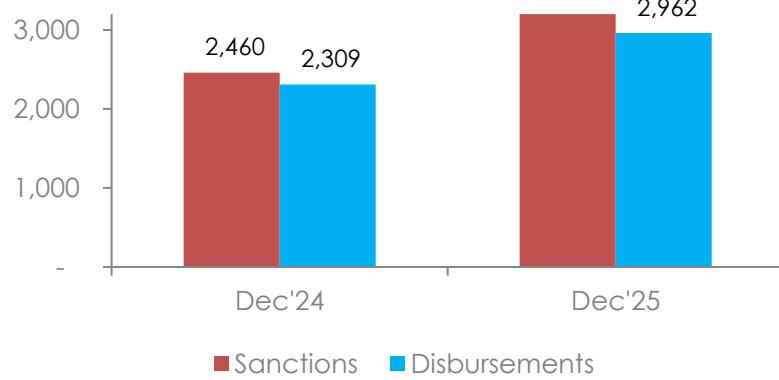
## Net interest income\*



## Net profit



## Sanctions and Disbursements

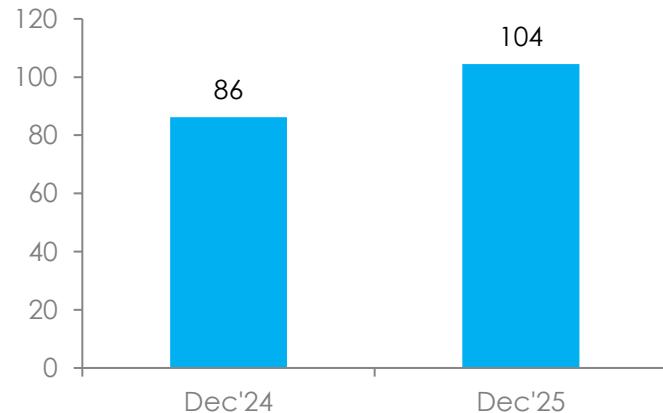


# Operating cost (9M)

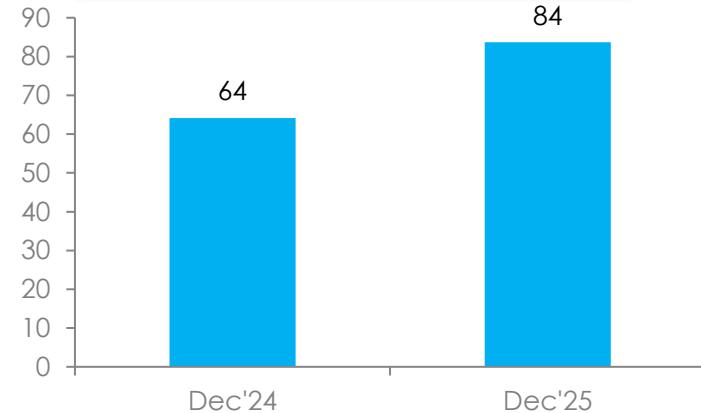
**Repco Home Finance Limited**

Figures in Rs crores

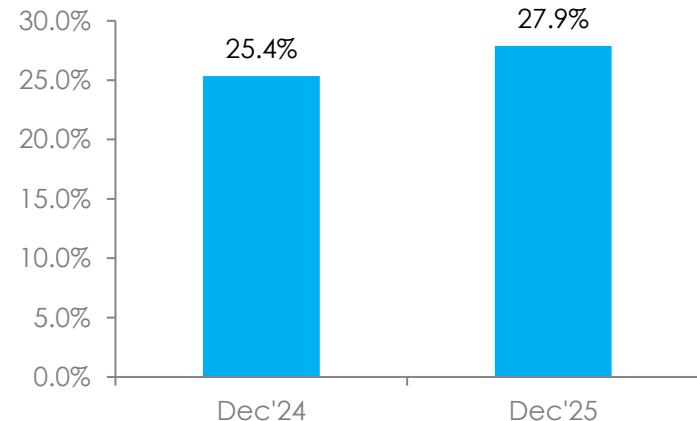
**Employee Cost**



**Other Opex**



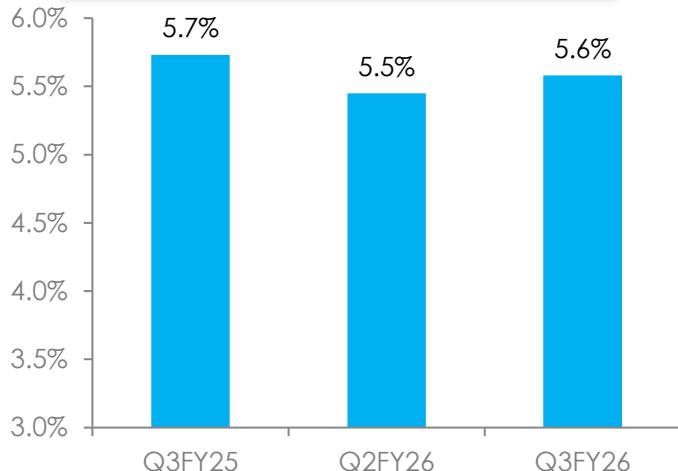
**Cost to Income Ratio**



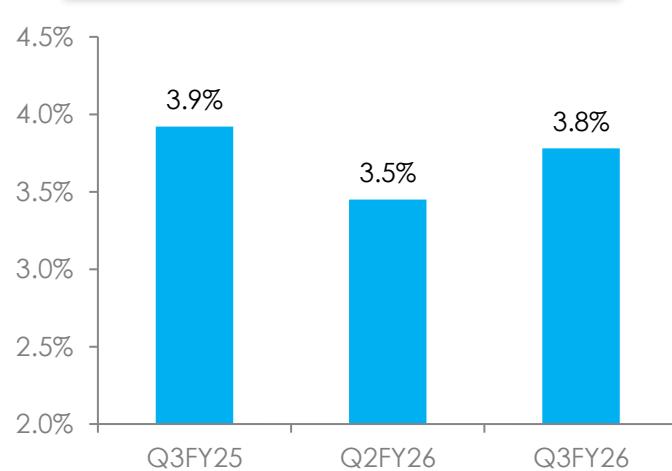
# Quarterly Profitability ratios (3M)

Repco Home Finance Limited

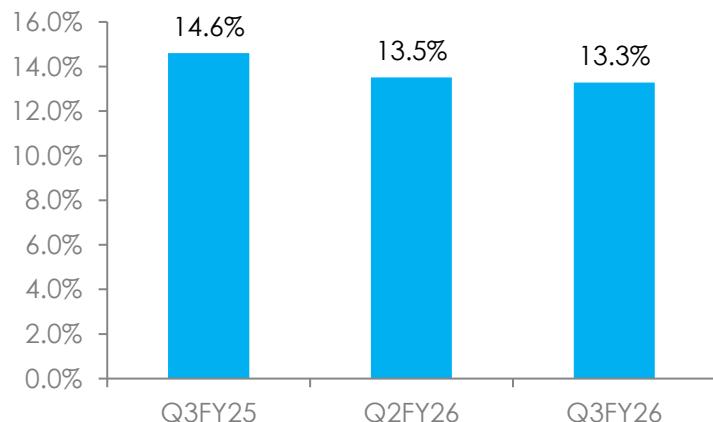
**Net Interest Margin\***



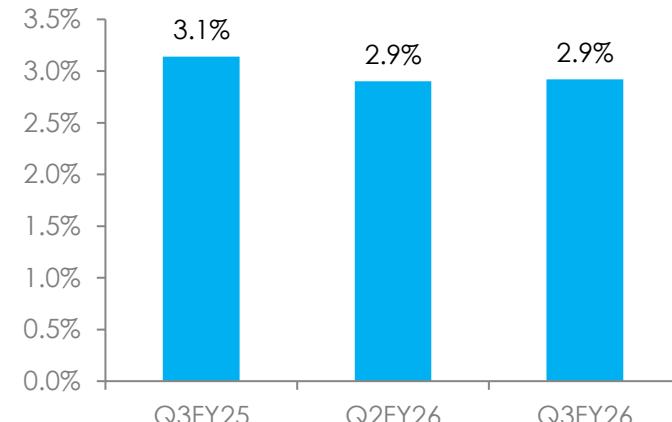
**Spread\***



**Return on Equity**



**Return on Assets**

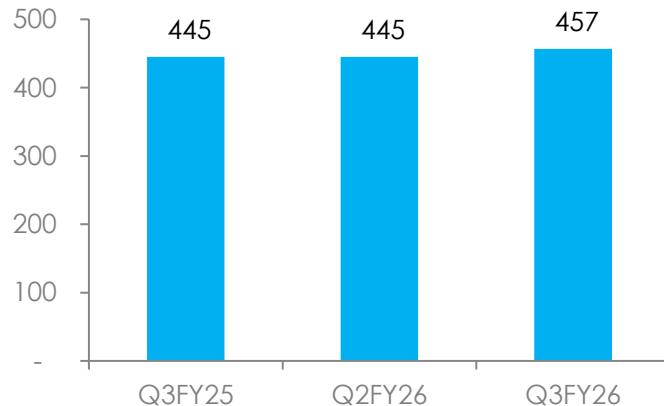


\* Figures for the prior period have been regrouped and / or reclassified

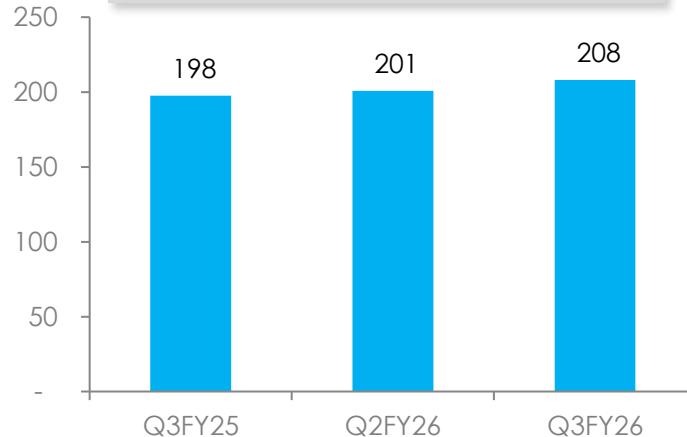
# Quarterly Performance Metrics (3M)

Figures in Rs crores

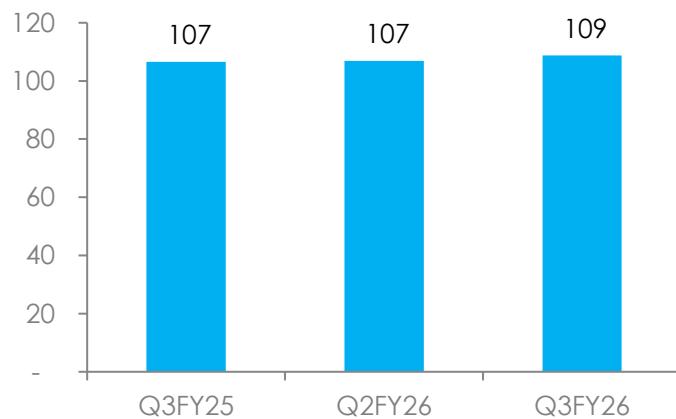
## Income from Operations\*



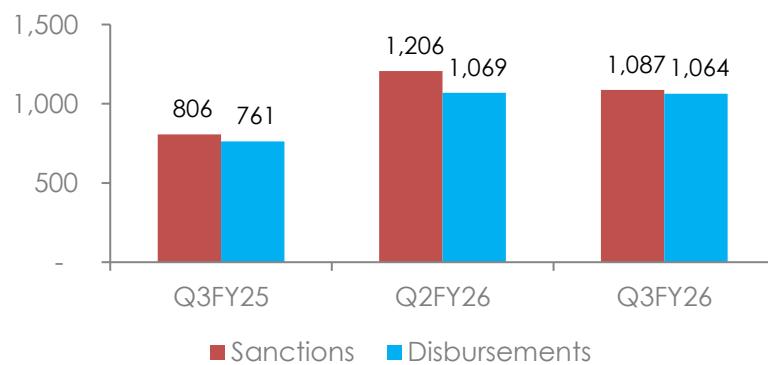
## Net interest income\*



## Net profit



## Sanctions and Disbursements



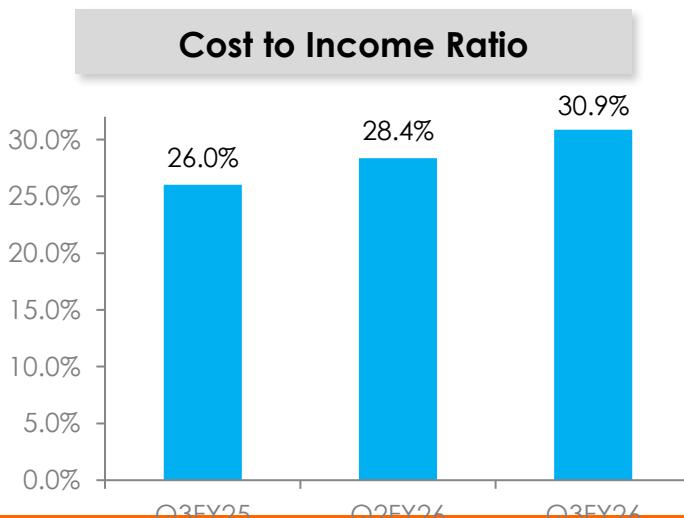
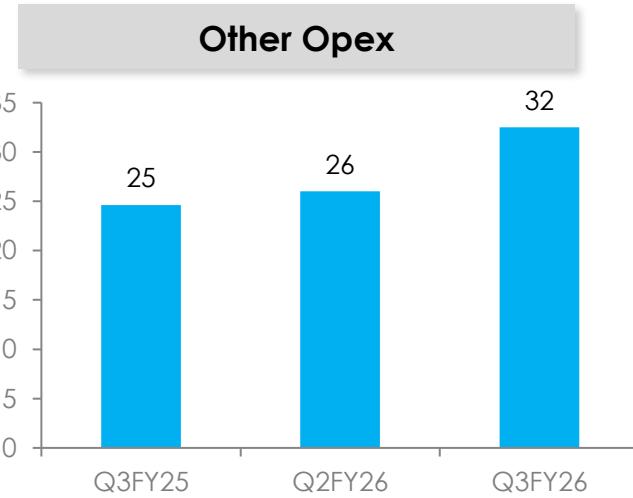
# Quarterly Operating cost (3M)

Repco Home Finance Limited

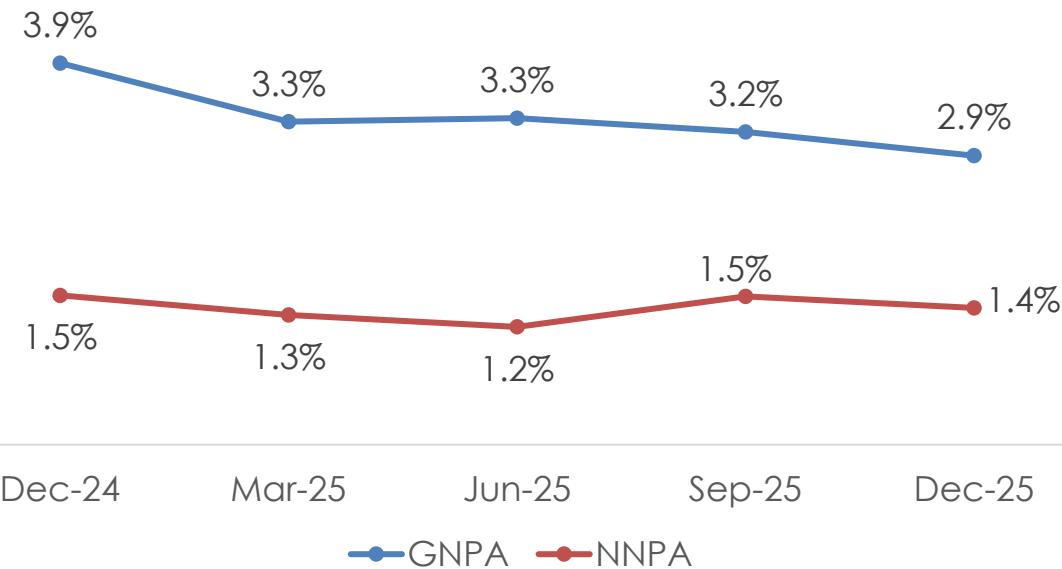
Figures in Rs crores

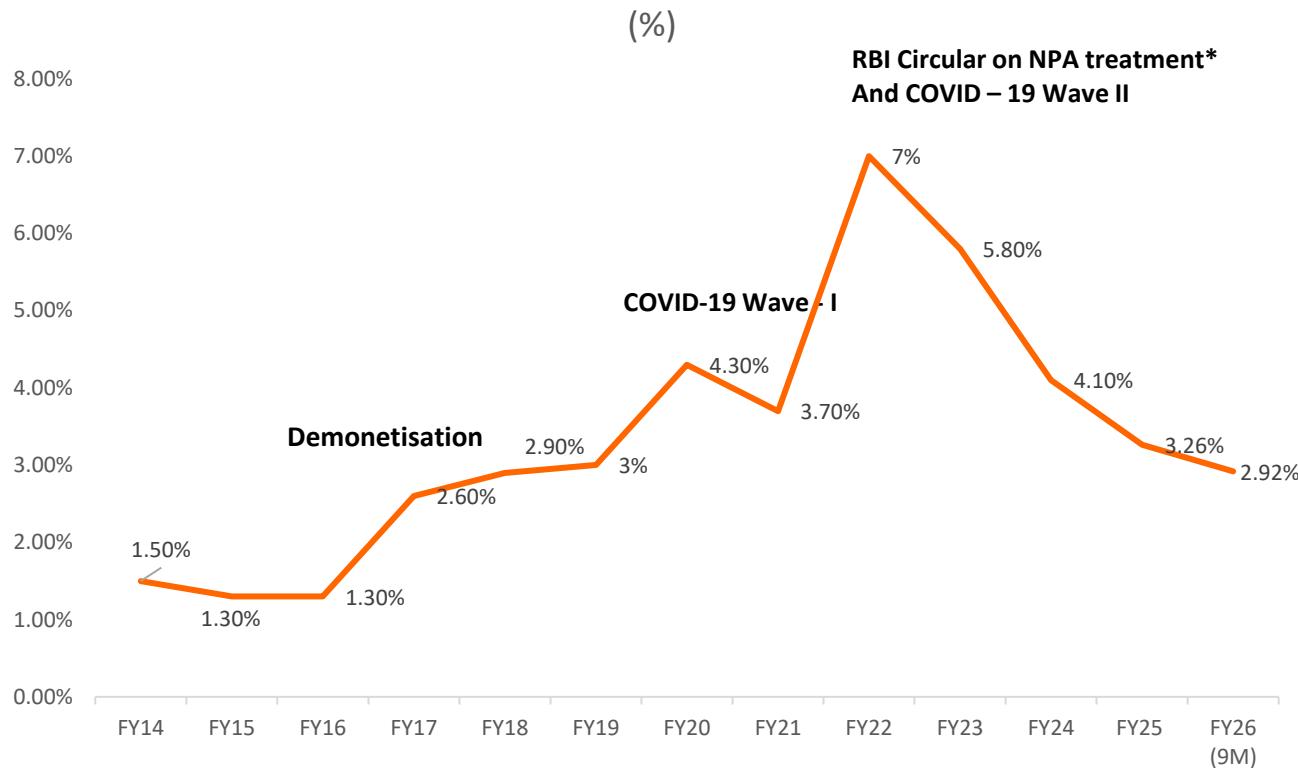


\* The hike in the employee cost in Q3 FY26 is due to provision of gratuity as per new labour code and one time leave encashment which is done on yearly basis

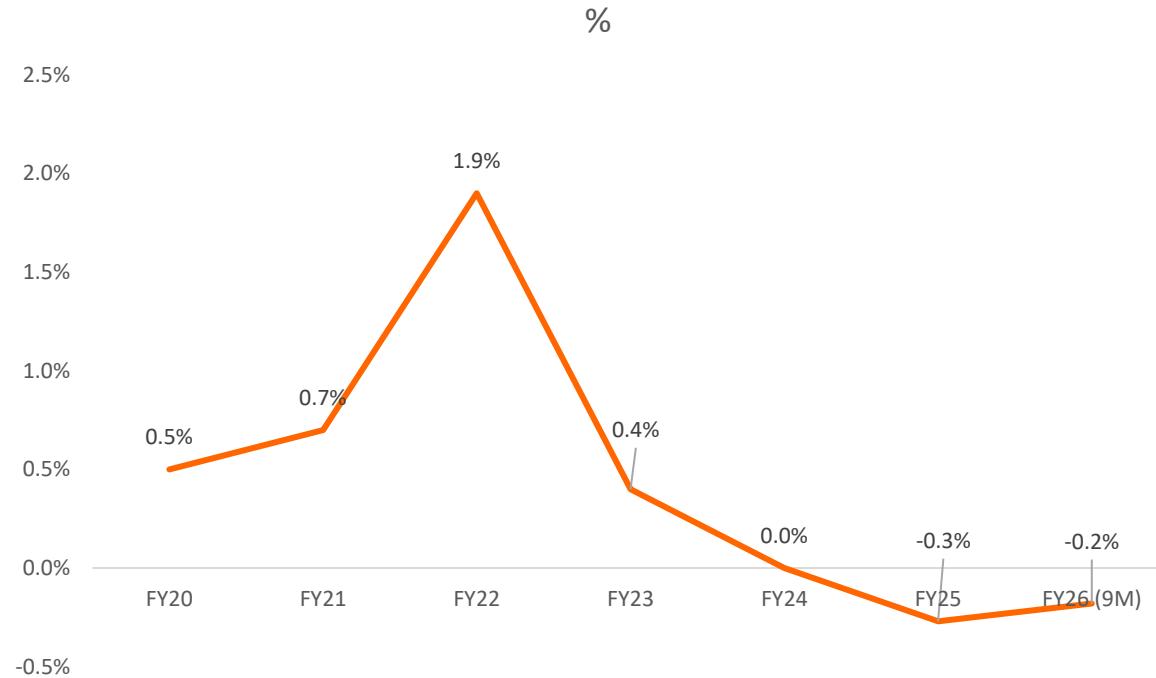


# Asset Quality



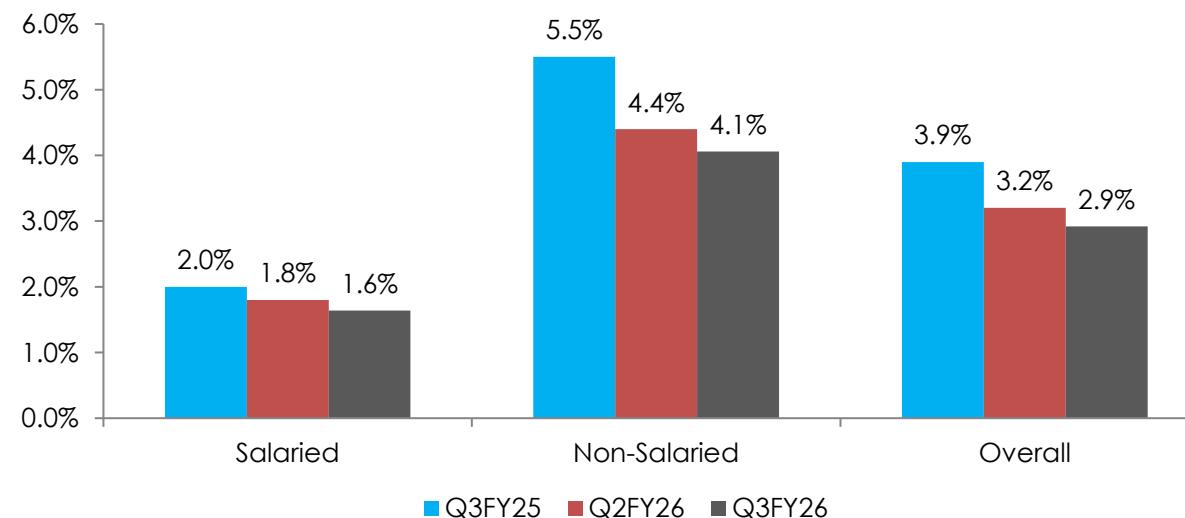
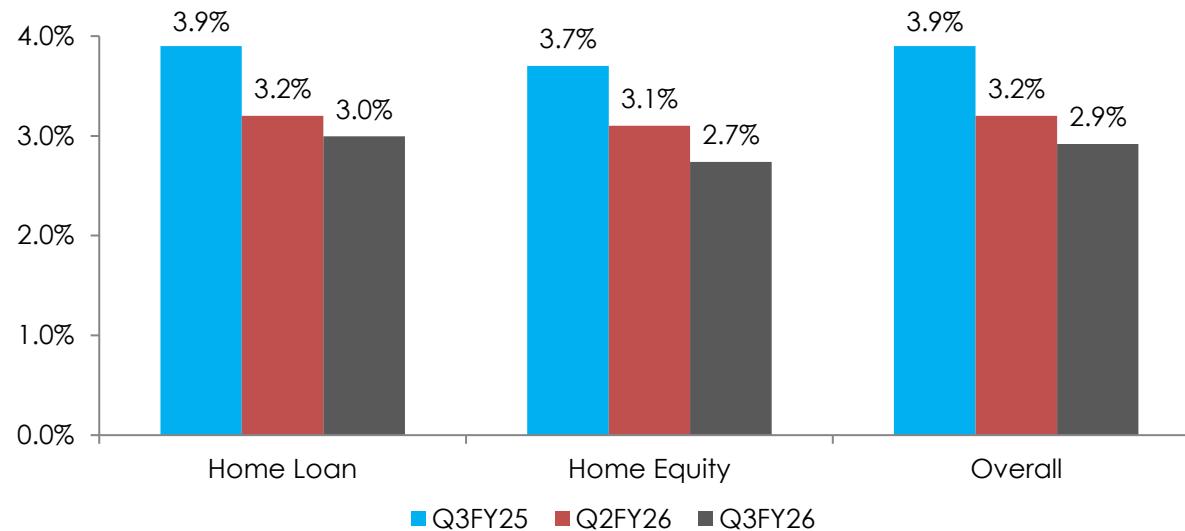


\* Circular No: RBI/2021-22/117  
DOR.No.STR.REC.64/21.04.048/2021-22



# Product / Occupation mix wise GNPA(%)

Repco Home Finance Limited



# ECL provision

Figures in Rs crores

	Dec'24	Sep'25	Dec'25
Gross Stage 3*	546	475	450
% portfolio in Stage 3	3.9%	3.2%	2.9%
ECL provision - Stage 3	337	250	237
Net - Stage 3*	209	225	213
Coverage ratio - Stage 3	62%	53%	53%
Gross Stage 1 & 2*	13,609	14,558	14,945
% portfolio in Stage 1 & 2	96.1%	96.8%	97.1%
Total ECL provision	489	375	359

\* Principal Outstanding

# Stage-wise Movement

Figures in Rs. crores

Particulars	Dec'24		Sep'25		Dec'25	
	AUM	%	AUM	%	AUM	%
Stage-1	12,114	85.6%	13,235	88.0%	13,710	89.1%
Stage-2	1,495	10.6%	1,324	8.8%	1,235	8.0%
Stage-3	546	3.9%	475	3.2%	450	2.9%
<b>Grand Total</b>	<b>14,155</b>	<b>100.0%</b>	<b>15,033</b>	<b>100.0%</b>	<b>15,394</b>	<b>100.00%</b>

*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*	5,856	805	13.7%	340	5.8%
From April 2022*	9,538	430	4.5%	109	1.1%
<b>Grand Total</b>	<b>15,394</b>	<b>1,235</b>	<b>8.0%</b>	<b>449</b>	<b>2.9%</b>

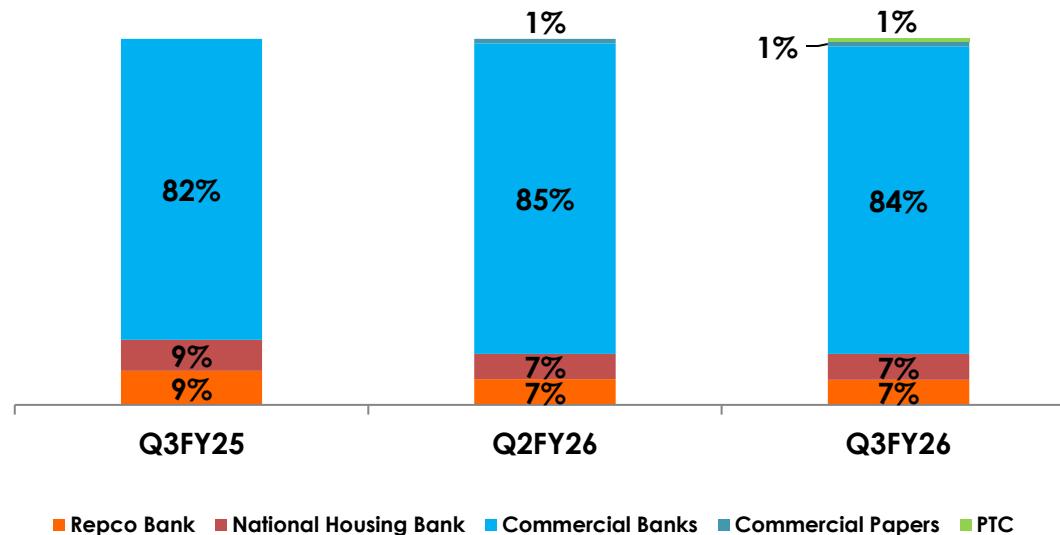
\*Financial years categorised based on date of sanction

Amounts have been rounded off to the nearest crores

# Borrowing profile

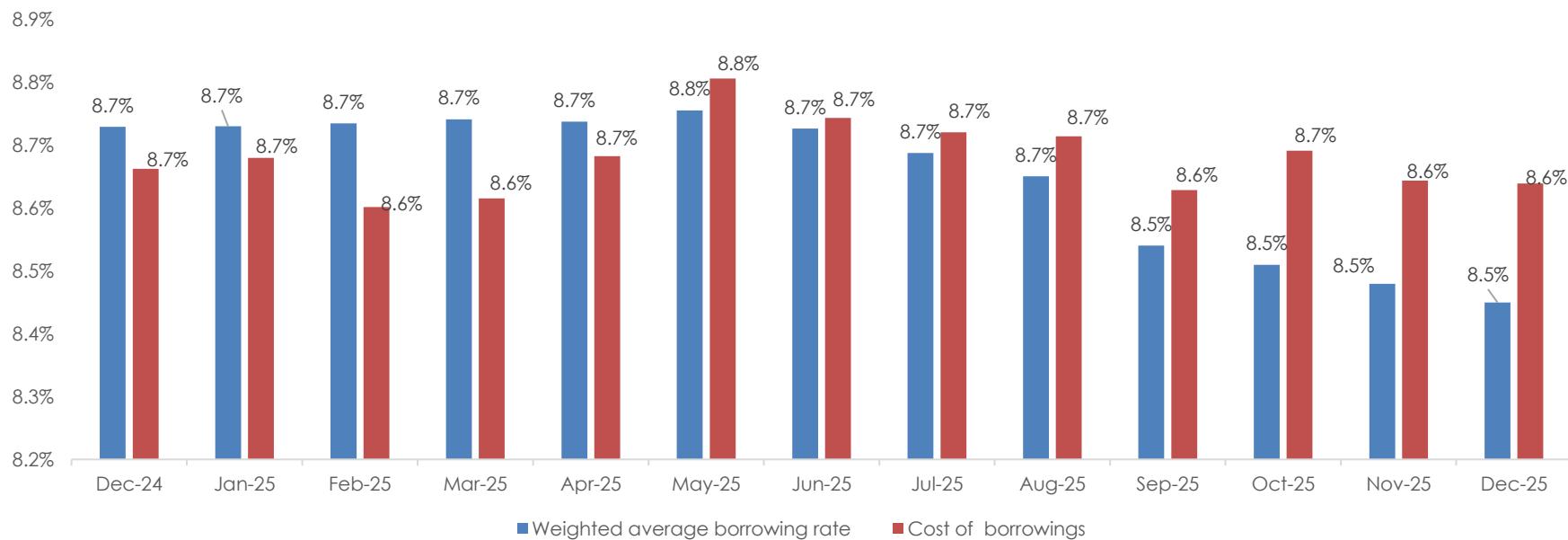
Repco Home Finance Limited

Source (Rs Crs)	Average cost	Q3FY25	Q2FY26	Q3FY26	% change (Y-o-Y)
National Housing Bank	8.00%	946	799	829	-12%
Commercial Banks	8.46%	9,105	9,751	9,893	9%
Repco Bank	8.75%	1,027	805	810	-21%
Commercial Paper	8.38%	-	142	145	100%
PTC	7.75%	-	-	93	100%
<b>Total</b>	<b>8.45%</b>	<b>11,077</b>	<b>11,498</b>	<b>11,769</b>	



# Movement in borrowing cost

Repco Home Finance Limited



# Credit Rating

**Repco Home Finance Limited**

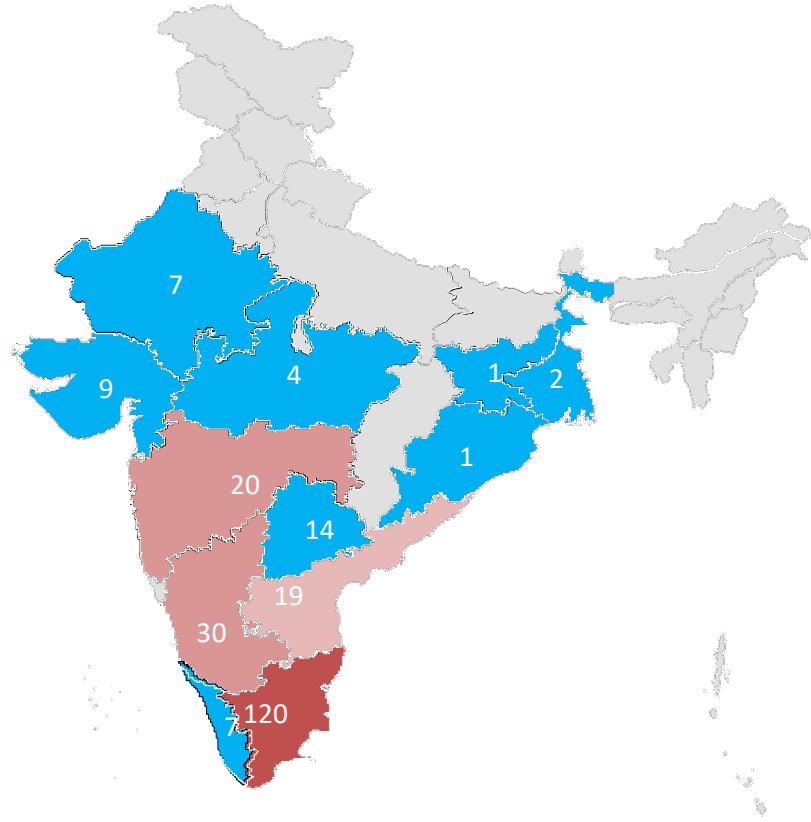
- Credit Rating as on 31<sup>st</sup> December 2025

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 for senior tranche (Provisional)

## Geographic Presence

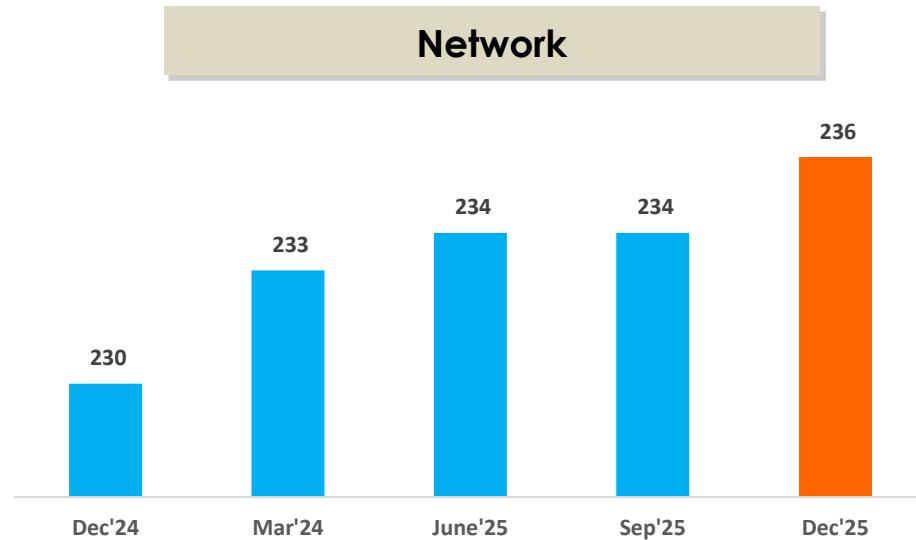
## Repco Home Finance Limited

### Branch Network

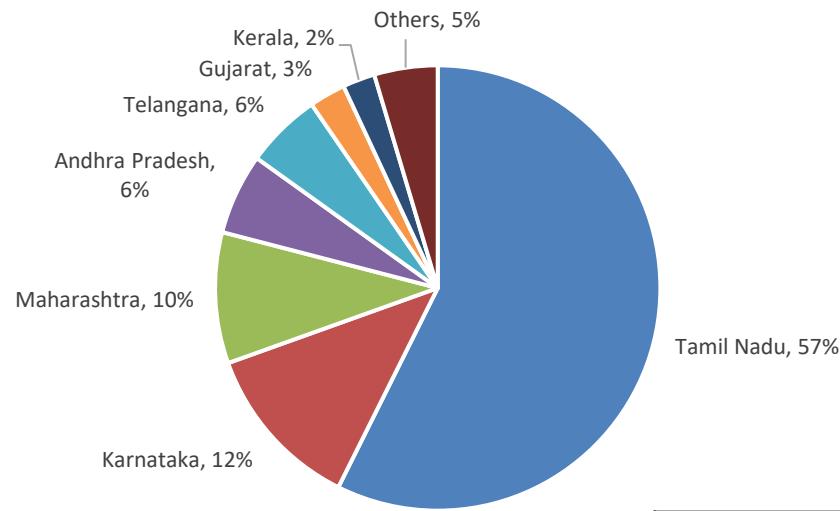


- Present in 12 states and 1 Union Territory with 205 branches and 31 satellite centers.
- Additionally, we have 2 asset recovery branches.
- Presence beyond South: branches in Maharashtra, Gujarat, Rajasthan, Madhya Pradesh, West Bengal, Odisha & Jharkhand.

### Network



# Region-wise loan book

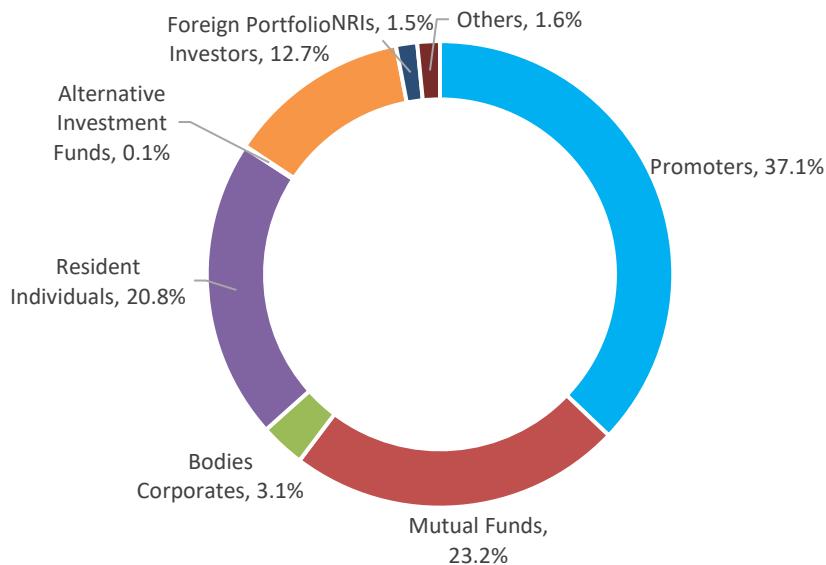


States	Exposure			Annualised Growth	
	Dec-24	Sep-25	Dec-25	Y-o-Y	Q-o-Q
Tamil Nadu	56.6%	57.1%	57.3%	9%	10%
Karnataka	12.7%	12.3%	12.1%	3%	3%
Maharashtra	9.7%	9.7%	9.7%	7%	9%
Andhra Pradesh	6.0%	5.9%	5.9%	5%	4%
Telangana	5.3%	5.4%	5.5%	12%	14%
Gujarat	2.8%	2.6%	2.6%	1%	8%
Kerala	2.5%	2.3%	2.3%	2%	8%
Others	4.4%	4.5%	4.6%	13%	16%
<b>Grand Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>8%</b>	<b>2%</b>

## Annexure

# Shareholding pattern

**Outstanding shares – 6.26 Cr**



<b>Major Non-Promoter Shareholders</b>	<b>%</b>
Bandhan Small Cap Fund	6.5%
ICICI Prudential Banking and Financial Services Fund	4.0%
ICICI Prudential Small Cap Fund	2.9%
Aditya Birla Sun Life Mutual Fund	2.8%
Fidelity Asian Values LLC	2.3%
SG Jokaland Holdings LLC	1.8%
Tata Banking & Financial Services Fund	1.3%

# Profit and loss statement (3M)

Figures in Rs crores

(Rs. crores)	Q3FY26	Q2FY26	QOQ (%)	Q3FY25	YoY (%)
<b><u>Income:</u></b>					
Revenue from operations	457	445	3%	445	3%
Other income	0	1	-67%	0	-17%
<b>Total Income</b>	<b>457</b>	<b>446</b>	<b>3%</b>	<b>445</b>	<b>3%</b>
<b><u>Expenses:</u></b>					
Interest and other financial charges	249	244	2%	248	1%
Employee benefit expense	42	34	23%	29	47%
Depreciation and amortization expense	10	8	30%	9	21%
Other expenses	22	18	23%	16	38%
Provisions & write-offs	-16	-1		0	
<b>Total Expenses</b>	<b>308</b>	<b>303</b>	<b>2%</b>	<b>301</b>	<b>2%</b>
Profit before tax	149	142	5%	144	3%
<b><u>Tax expense:</u></b>					
Current tax	31	20	56%	32	-3%
Deferred Tax	9	15	-42%	5	75%
<b>Net Profit/(Loss)</b>	<b>109</b>	<b>107</b>	<b>2%</b>	<b>107</b>	<b>2%</b>

Amounts have been rounded off to the nearest crores

# Profit and loss statement (9M)

Figures in Rs crores

(Rs. crores)	Dec'25	Dec'24	YoY (%)
<u>Income:</u>			
Revenue from operations	1,342	1,288	4%
Other income	1	2	-30%
<b>Total Income</b>	<b>1,344</b>	<b>1,290</b>	<b>4%</b>
<u>Expenses:</u>			
Interest and other financial charges	737	720	2%
Employee benefit expense	104	86	21%
Depreciation and amortization expense	26	22	20%
Other expenses	58	43	36%
Provisions & write-offs	-20	-14	38%
<b>Total Expenses</b>	<b>906</b>	<b>856</b>	<b>6%</b>
Profit before tax	<b>438</b>	<b>433</b>	<b>1%</b>
<u>Tax expense:</u>			
Current tax	77	87	-12%
Deferred Tax	37	22	74%
<b>Net Profit/(Loss)</b>	<b>324</b>	<b>324</b>	<b>0%</b>

Amounts have been rounded off to the nearest crores

# Relative performance (3M)

Particulars	Units	Q3FY25	Q2FY26	Q3FY26
Sanctions	Rs. Cr	806	1,206	<b>1,087</b>
Disbursements	Rs. Cr	761	1,069	<b>1,064</b>
Net interest income*	Rs. Cr	198	201	<b>208</b>
PAT	Rs. Cr	107	107	<b>109</b>
NIM*	%	5.7	5.5	<b>5.6</b>
Yield on assets*	%	12.9	12.1	<b>12.3</b>
Cost of Borrowings	%	8.9	8.6	<b>8.5</b>
Spread*	%	3.9	3.5	<b>3.8</b>
Return on assets	%	3.1	2.9	<b>2.9</b>
Return on equity	%	14.6	13.5	<b>13.3</b>

# Relative performance (9M)

Particulars	Units	Dec'24	Dec'25
Sanctions	Rs. Cr	2,460	<b>3,199</b>
Disbursements	Rs. Cr	2,309	<b>2,962</b>
Net interest income*	Rs. Cr	568	<b>605</b>
PAT	Rs. Cr	324	<b>324</b>
NIM*	%	5.5	<b>5.4</b>
Yield on assets*	%	12.5	<b>12.0</b>
Cost of Borrowings	%	8.7	<b>8.6</b>
Spread*	%	<b>3.7</b>	<b>3.4</b>
Return on assets	%	3.1	<b>2.9</b>
Return on equity	%	15.6	<b>13.2</b>

## Repco Home Finance Limited

For any queries, please contact:

**Mr. Ankush Tiwari**  
**Company Secretary and Compliance Officer**  
**Repco Home Finance Limited**  
Phone: +91 44 42106650  
Email: [cs@repcohome.com](mailto:cs@repcohome.com)

### Safe Harbor:

This presentation may have certain statements that may be "forward looking" including those relating to general business plans and strategy of Repco Home Finance Ltd., (RHFL), its future outlook and growth prospects. The actual results may differ materially from these forward looking statements due to a number of risks and uncertainties which could include future changes or developments in RHFL, the competitive environment, the company's ability to implement its strategies and initiatives, respond to technological changes as well as sociopolitical, economic and regulatory conditions in India.

All financial data in this presentation is obtained from the audited financial statements and the various ratios are calculated based on these data. This presentation does not constitute a prospectus, offering circular or offering memorandum or an offer, invitation or a solicitation of any offer, to purchase or sell, any shares of RHFL and should not be considered or construed in any manner whatsoever as a recommendation that any person should subscribe for or purchase any of RHFL's shares. None of the projection, expectations, estimates or prospects in this presentation should be construed as a forecast implying any indicative assurance or guarantee of future performance, nor that the assumptions on which such future projects, expectations, estimates or prospects have been prepared are complete or comprehensive .

This presentation is for information purposes only. This document and its contents should not be forwarded or delivered or transmitted in any manner to any person other than its intended recipients, and should not be reproduced in any manner whatsoever. The recipients further represents and warrants that : (i) It is lawfully able to receive this presentation under the laws of the jurisdiction in which it is located, and / or any other applicable laws, (ii) It is not a U.S. person, (iii) This presentation is furnished to it, and has been received, outside of the United States, and (iv) It will not reproduce, publish, disclose, redistribute or transmit this presentation, directly or indirectly, into the United States or to any U.S. person either within or outside of recipient's organisation.