

REPCO HOME FINANCE LIMITED

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



Earnings Presentation Q3FY26



www.repcohome.com

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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 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 31st 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

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

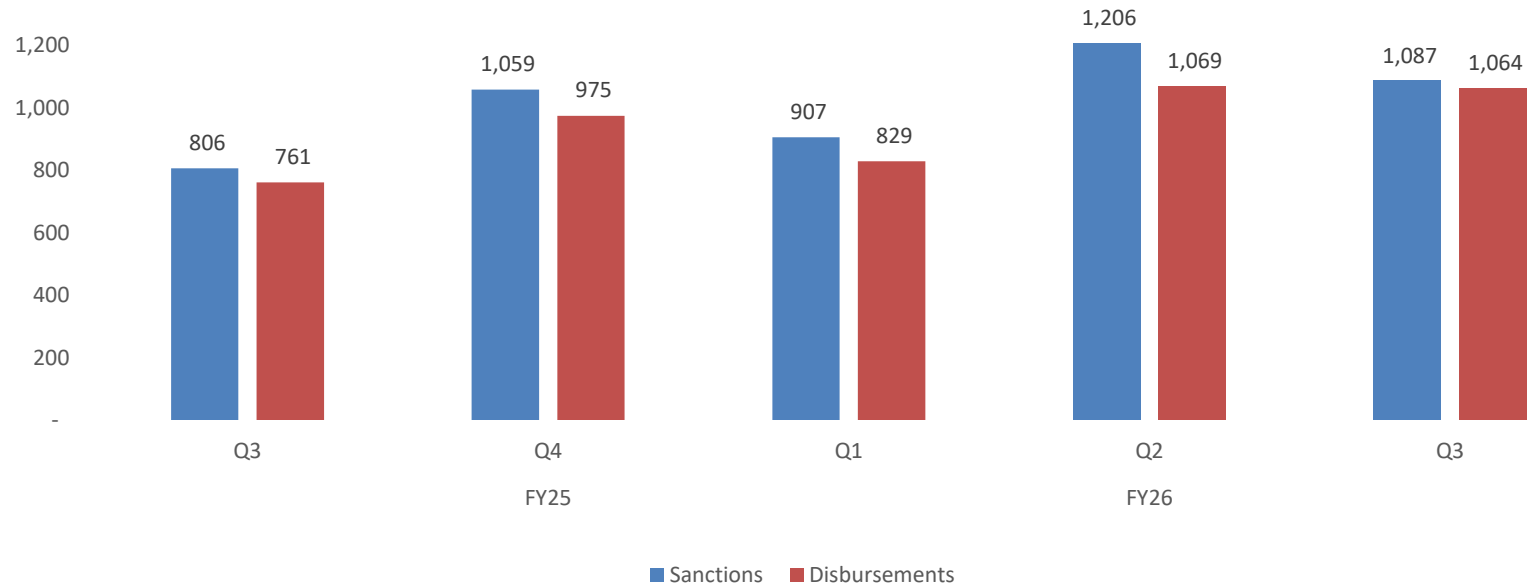
Network
236

GNPA – 2.92%

ECL provision – 2.3%

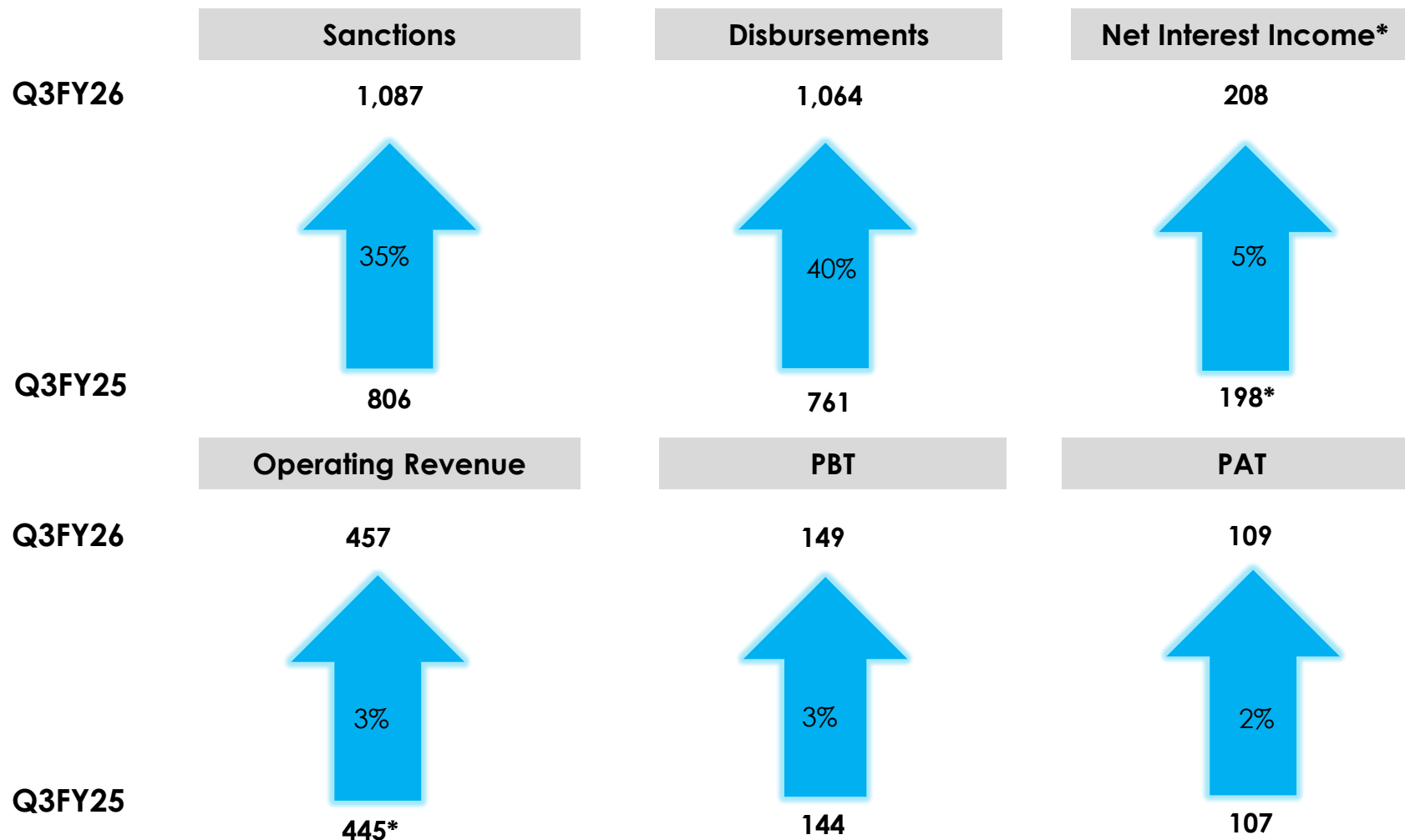
Business performance momentum

Figures in Rs. crores



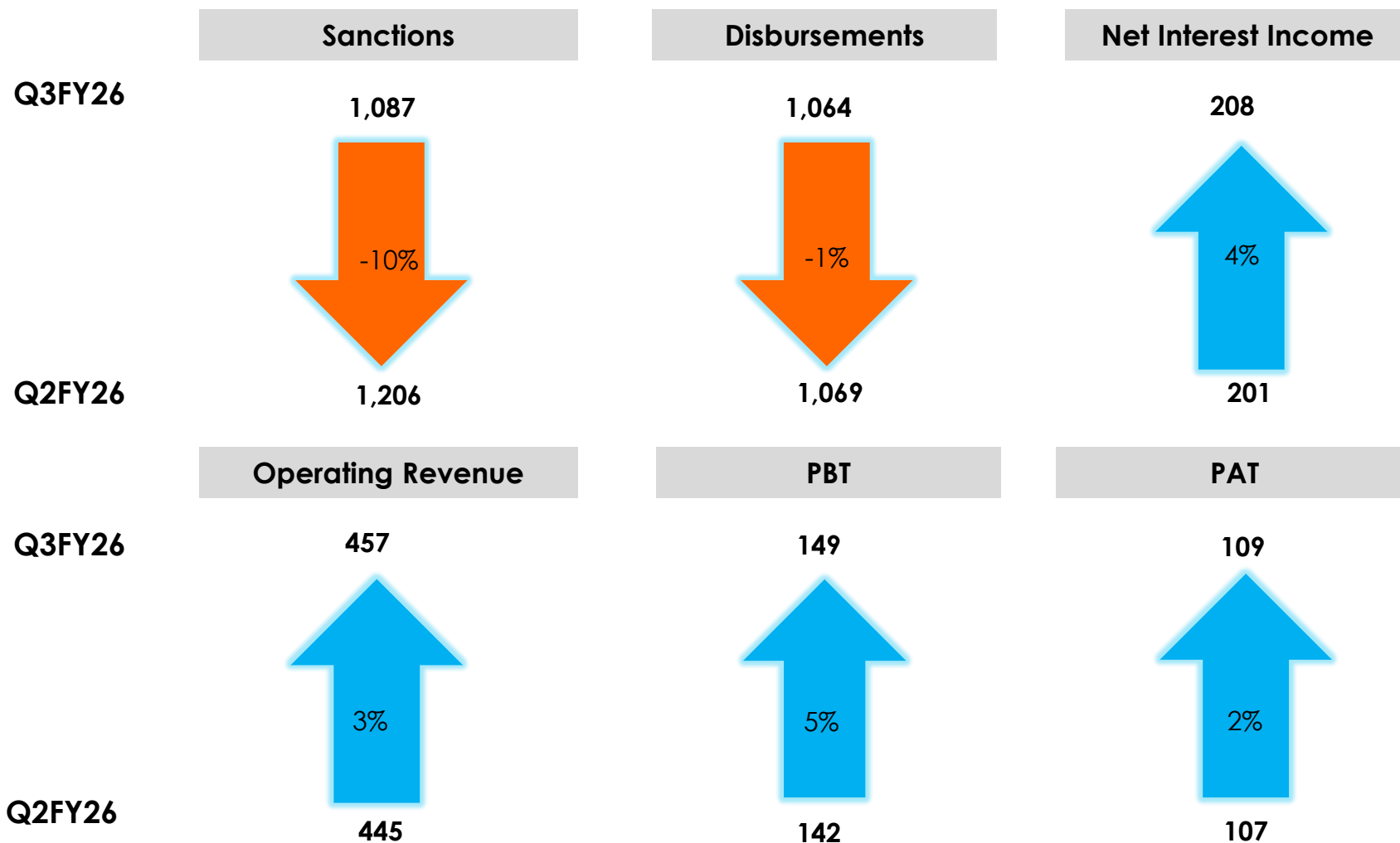
Key Indicators – Q3FY26 vs Q3FY25

Figures in Rs crores



Key Indicators – Q3FY26 vs Q2FY26

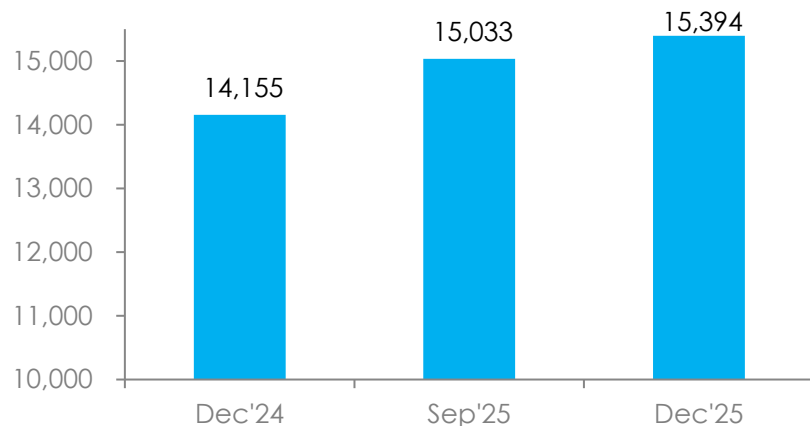
Figures in Rs crores



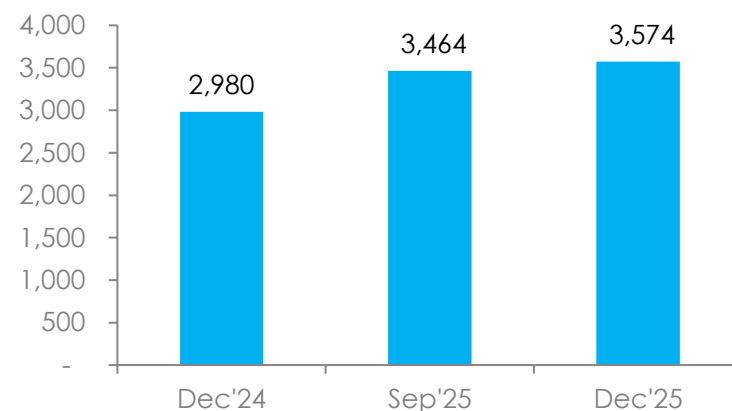
Portfolio Composition

Figures in Rs crores

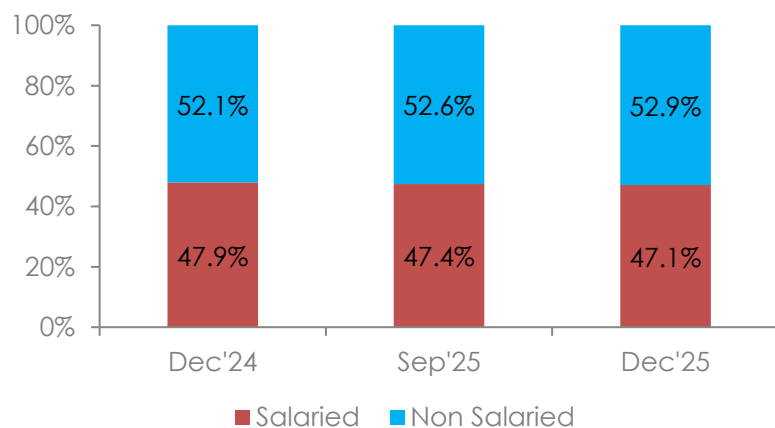
Loan Book



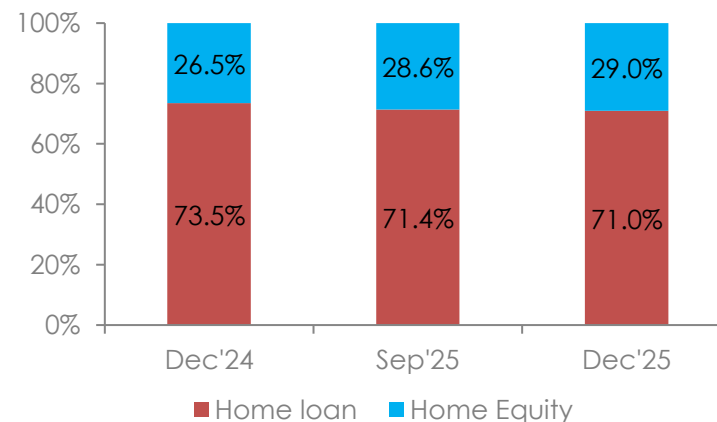
Net Owned Fund



Loan book composition

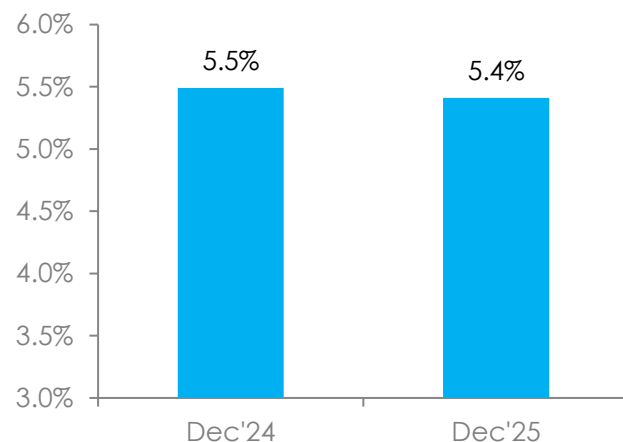


Mix of Loan Portfolio

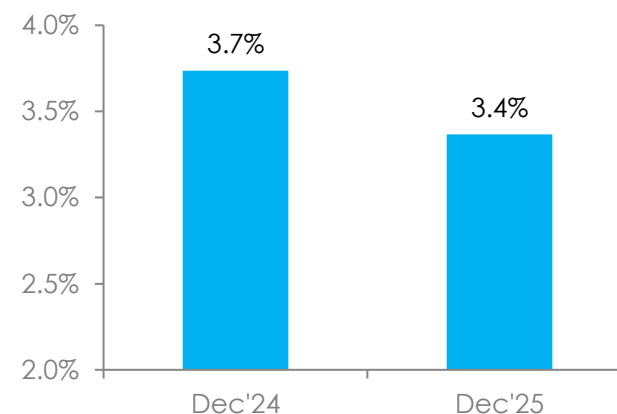


Profitability ratios (9M)

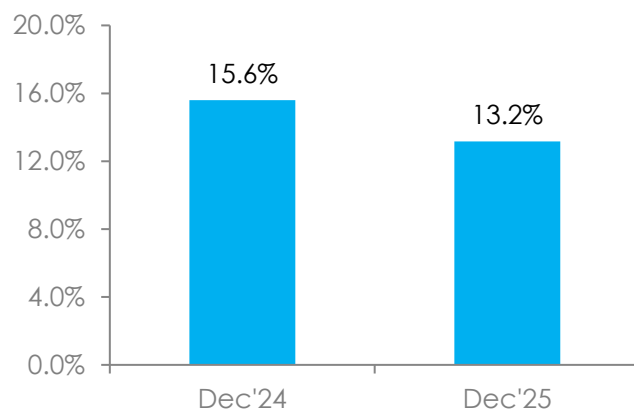
Net Interest Margin*



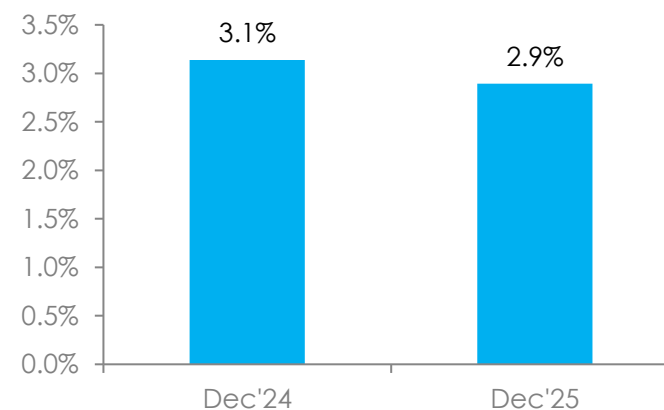
Spread*



Return on Equity



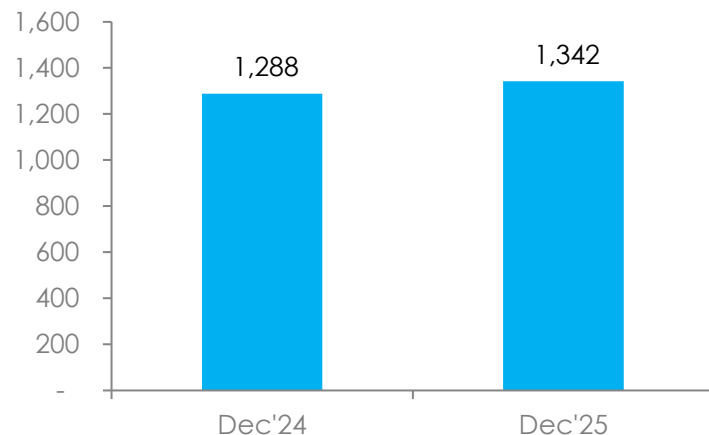
Return on Assets



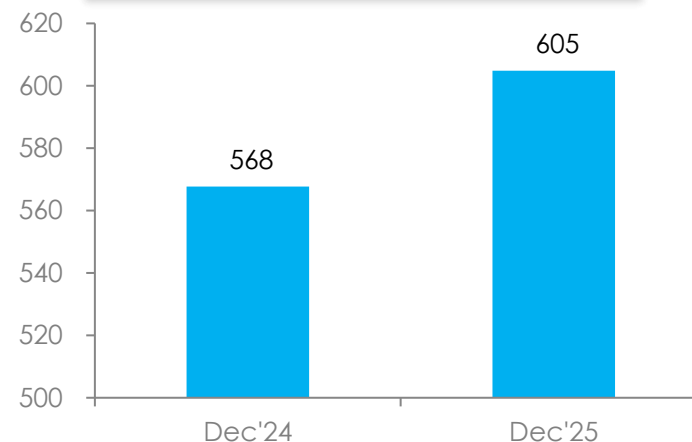
Performance Metrics (9M)

Figures in Rs crores

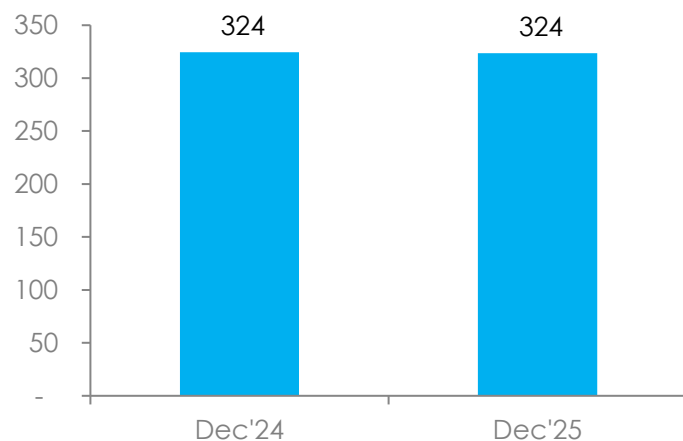
Income from Operations*



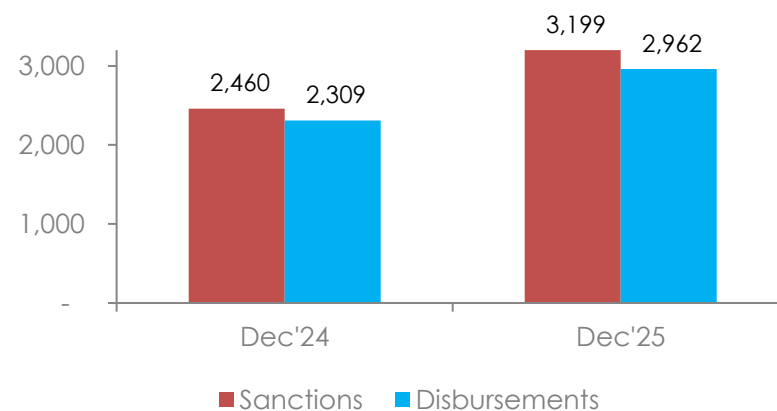
Net interest income*



Net profit



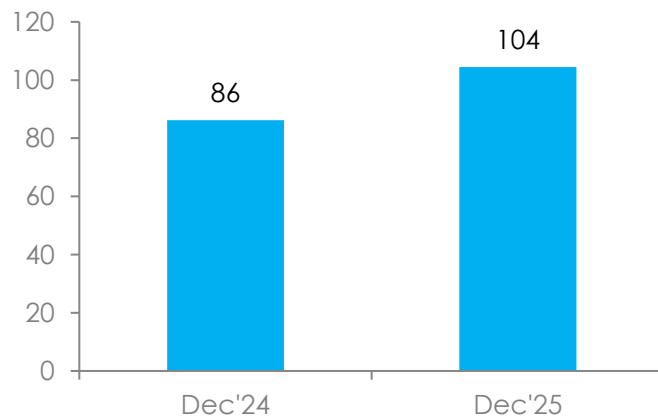
Sanctions and Disbursements



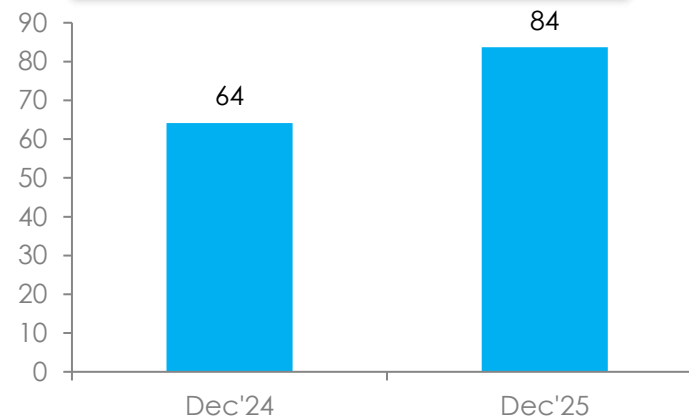
Operating cost (9M)

Figures in Rs crores

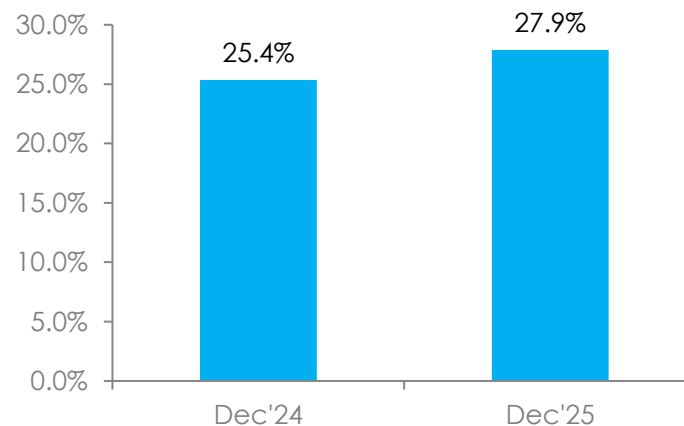
Employee Cost



Other Opex

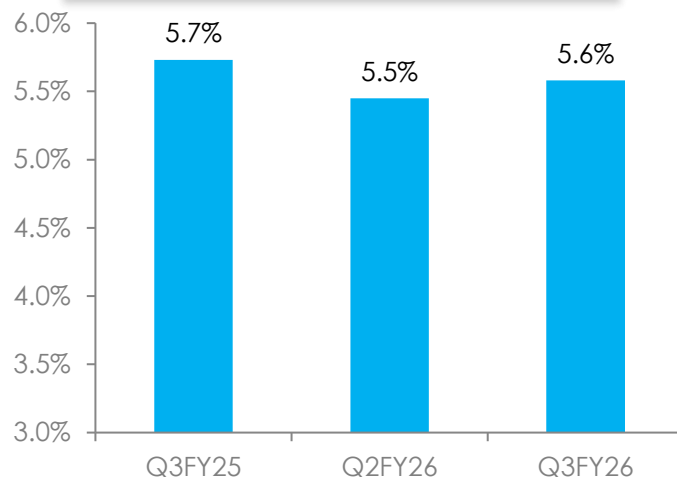


Cost to Income Ratio

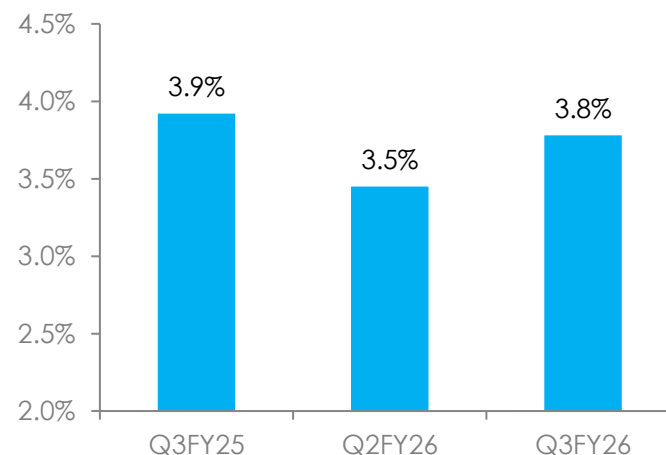


Quarterly Profitability ratios (3M)

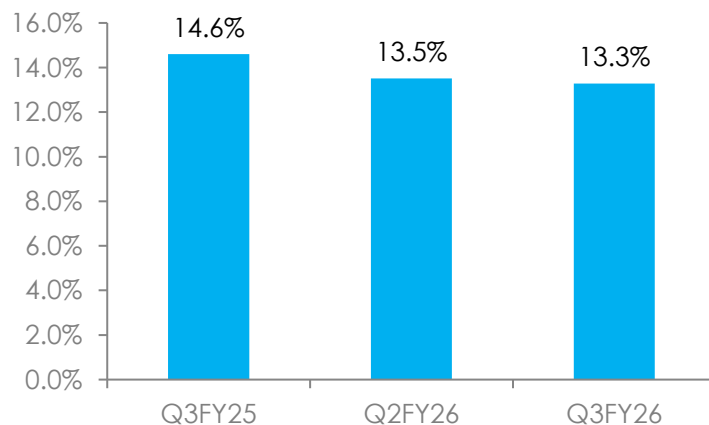
Net Interest Margin*



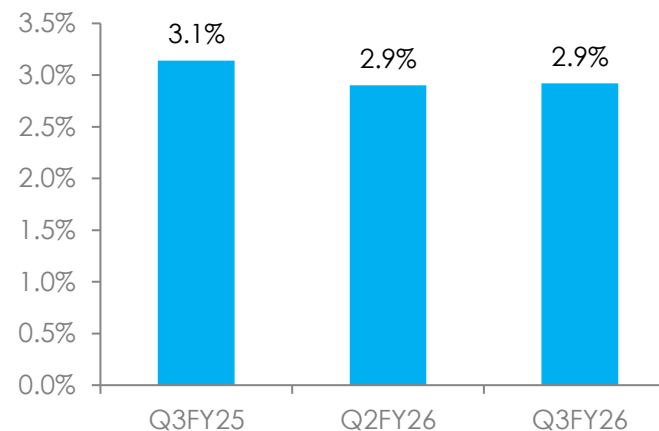
Spread*



Return on Equity



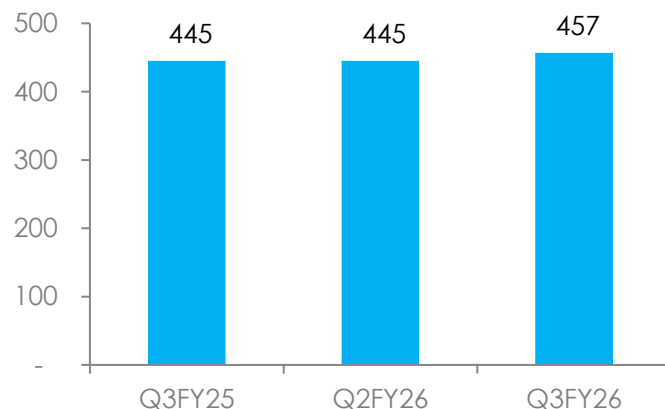
Return on Assets



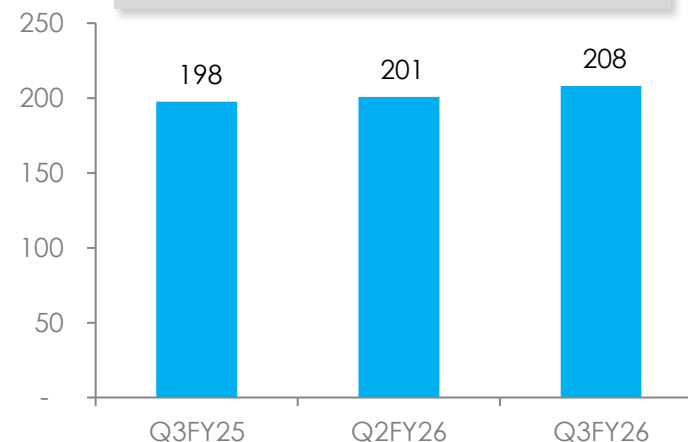
Quarterly Performance Metrics (3M)

Figures in Rs crores

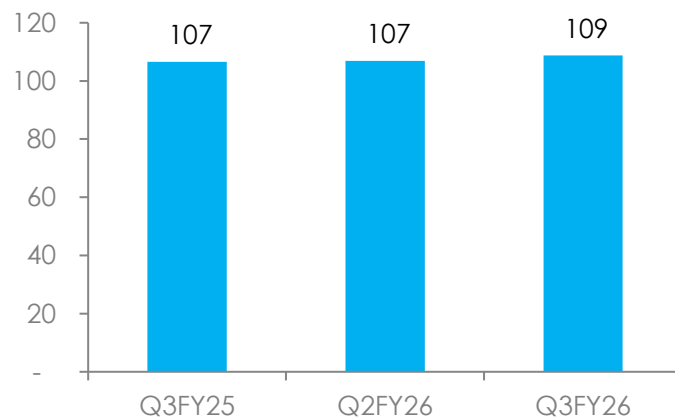
Income from Operations*



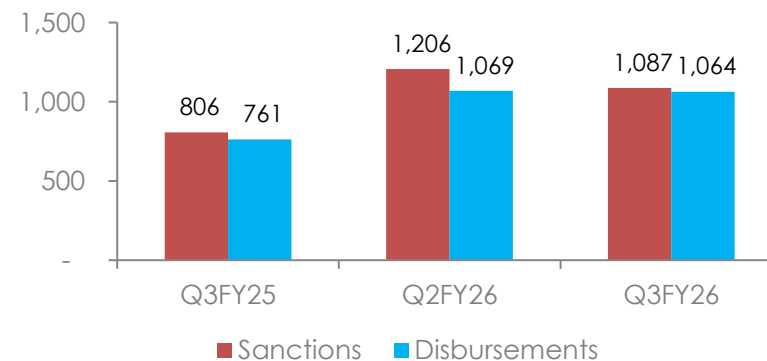
Net interest income*



Net profit

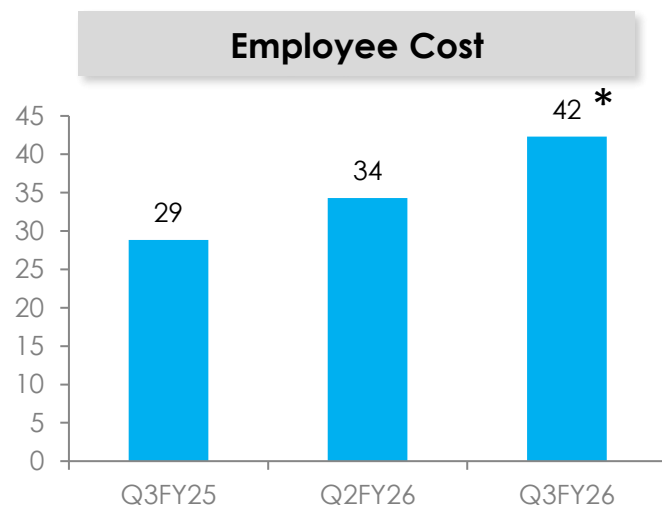


Sanctions and Disbursements

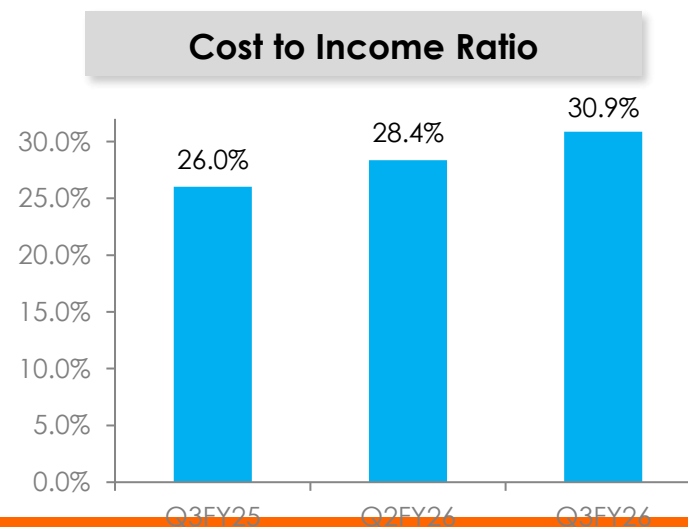
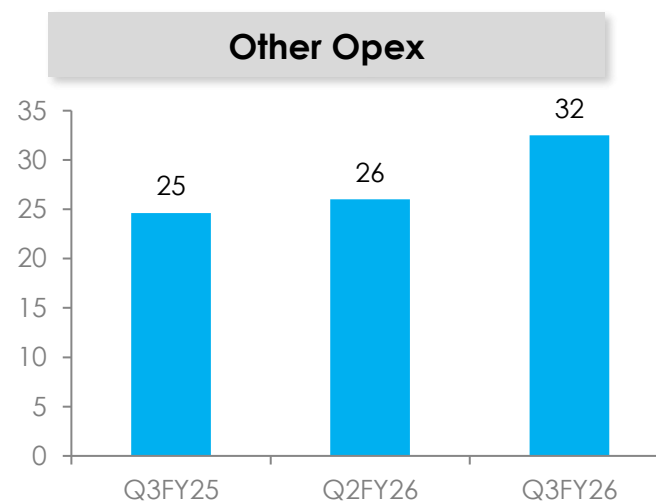


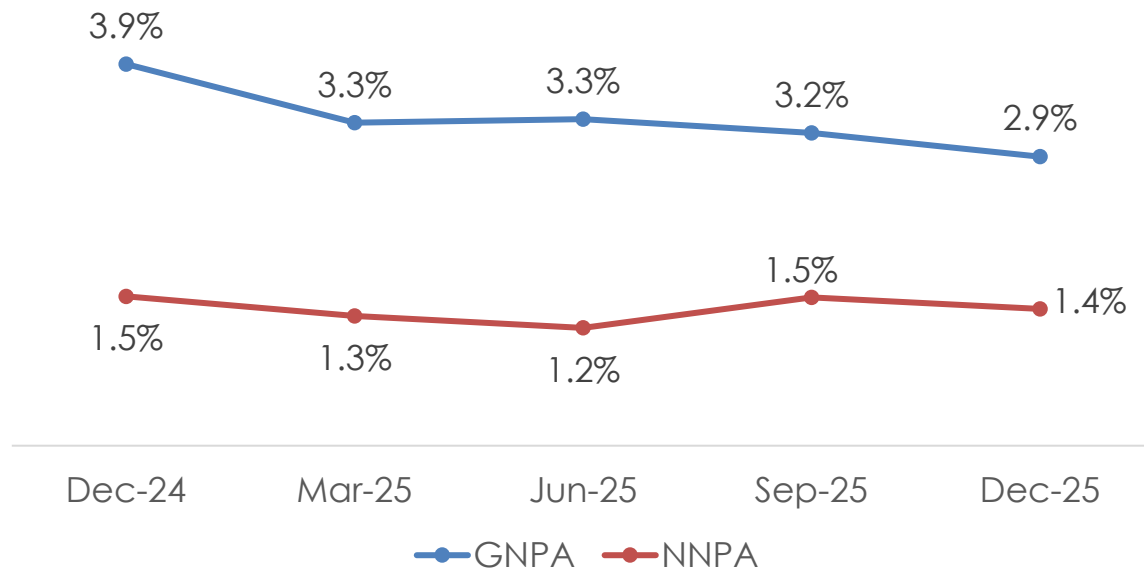
Quarterly Operating cost (3M)

Figures in Rs crores

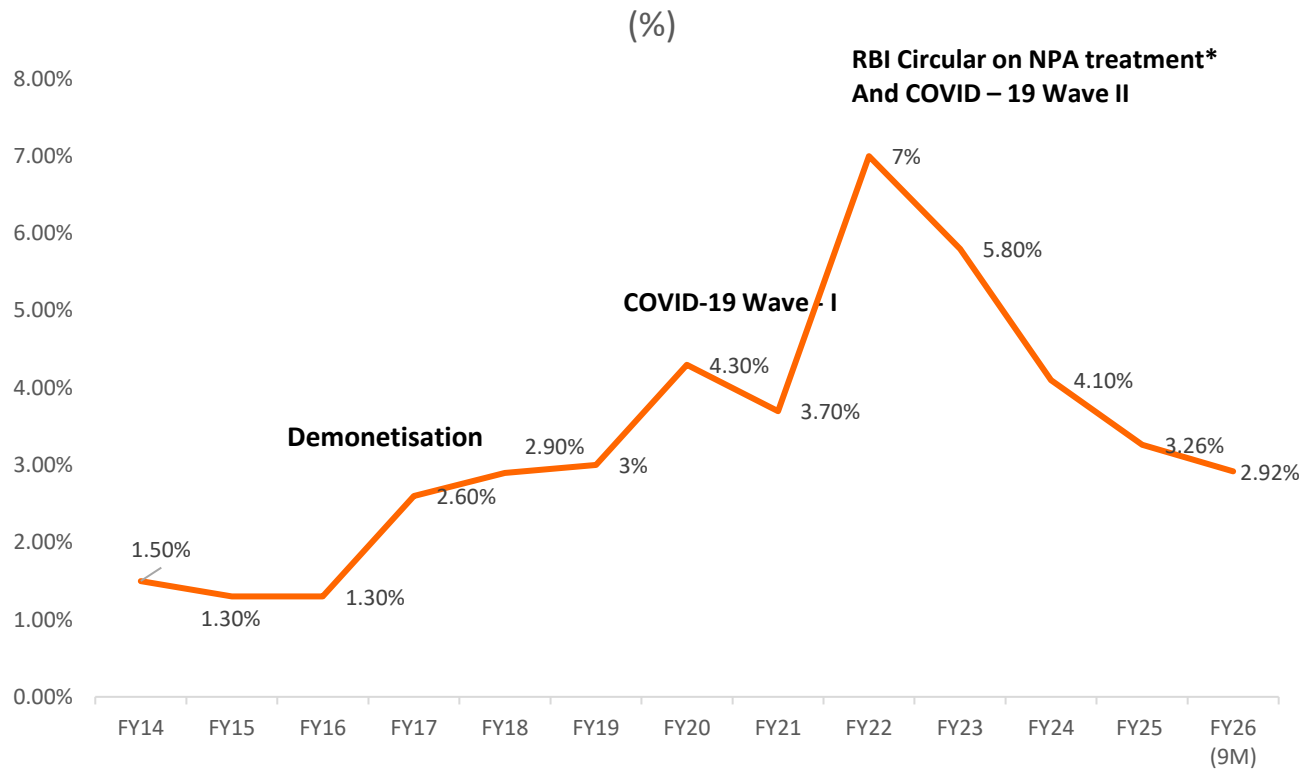


* The hike in the employee cost in Q3 FY26 is due to provision of gratuity as per new labour code and one time leave encashment which is done on yearly basis

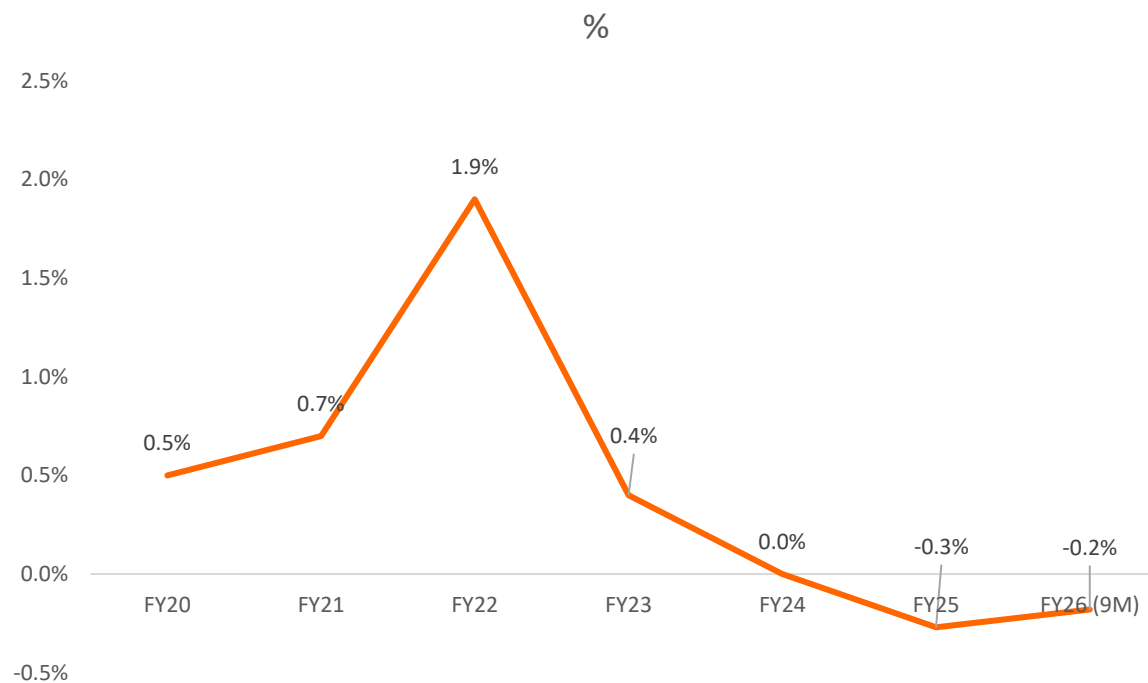




GNPA Movement

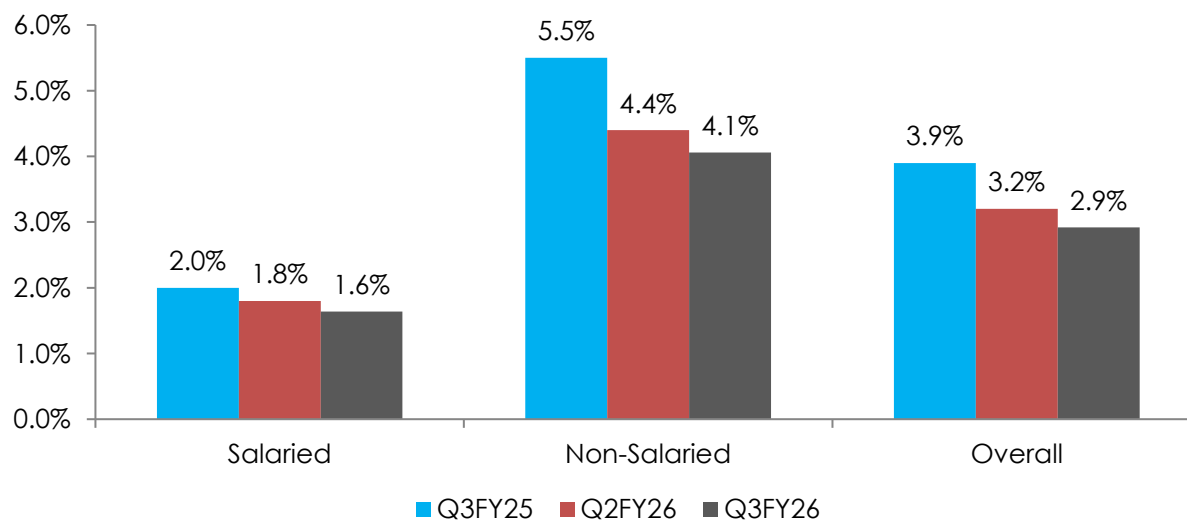
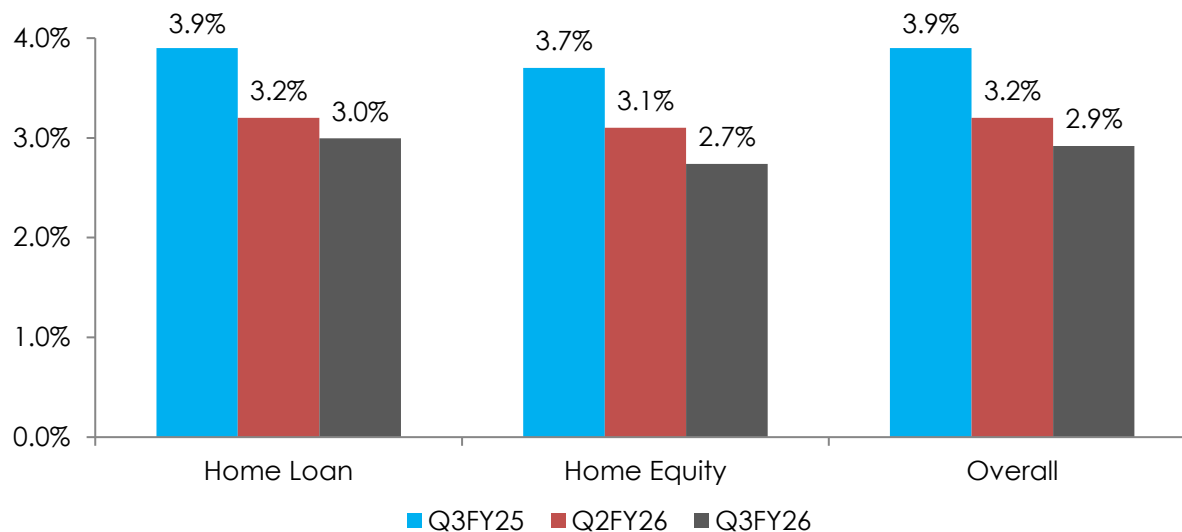


* Circular No: RBI/2021-22/117
DOR.No.STR.REC.64/21.04.048/2021-22



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%
Grand Total	14,155	100.0%	15,033	100.0%	15,394	100.00%

Amounts have been rounded off to the nearest crores

Breakup of Overdues

Figures in Rs. crores

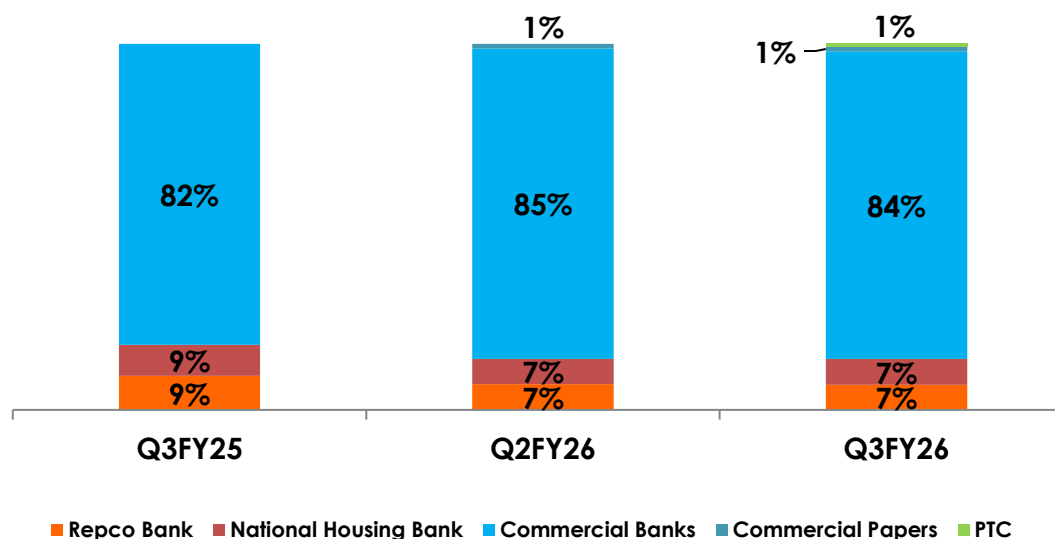
Particulars	Total AUM	Stage-2		Stage-3	
		AUM	% of AUM	AUM	% of AUM
Till March 2022*	5,856	805	13.7%	340	5.8%
From April 2022*	9,538	430	4.5%	109	1.1%
Grand Total	15,394	1,235	8.0%	449	2.9%

*Financial years categorised based on date of sanction

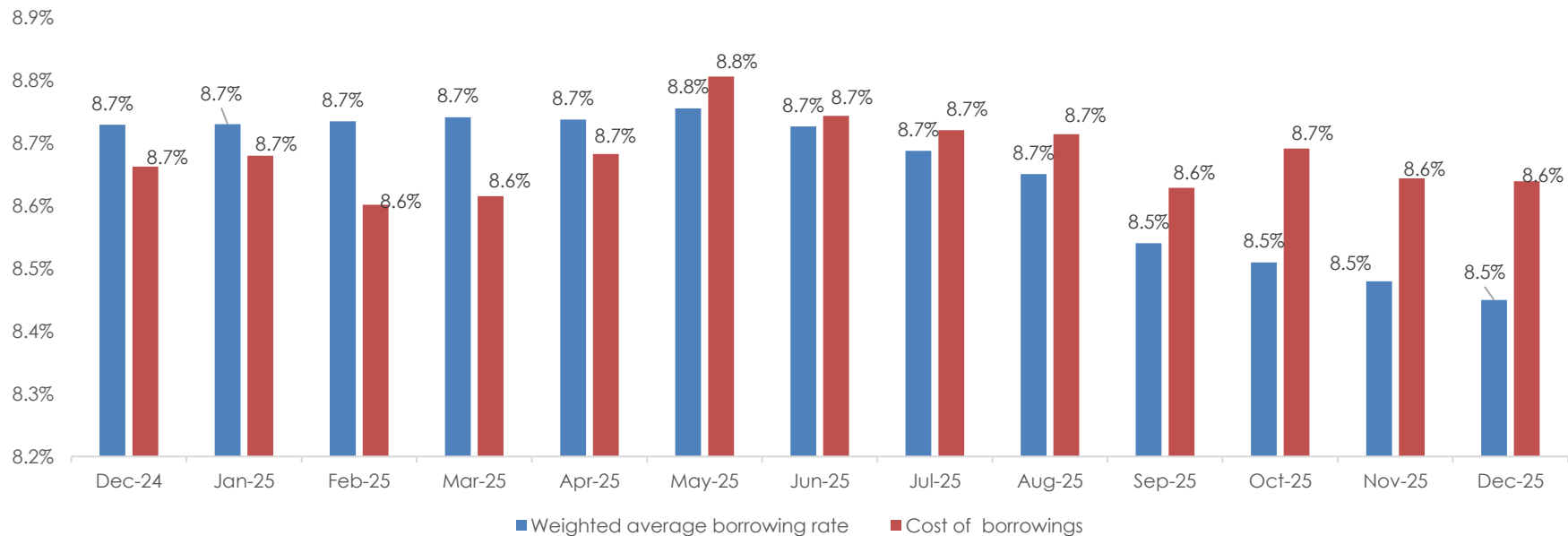
Amounts have been rounded off to the nearest crores

Borrowing profile

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%
Total	8.45%	11,077	11,498	11,769	



Movement in borrowing cost

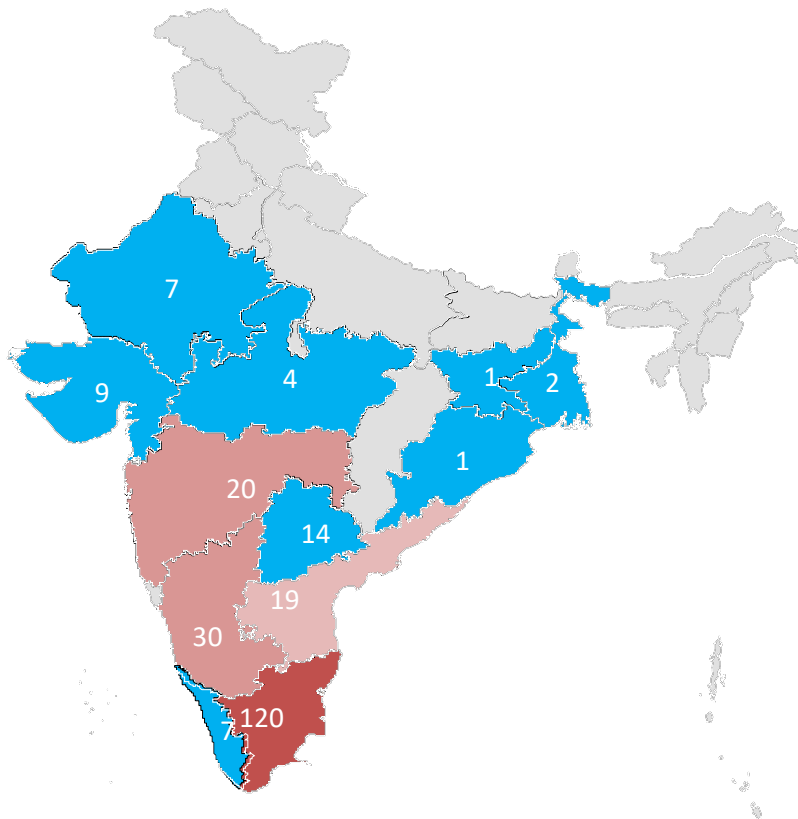


- Credit Rating as on 31st December 2025

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)

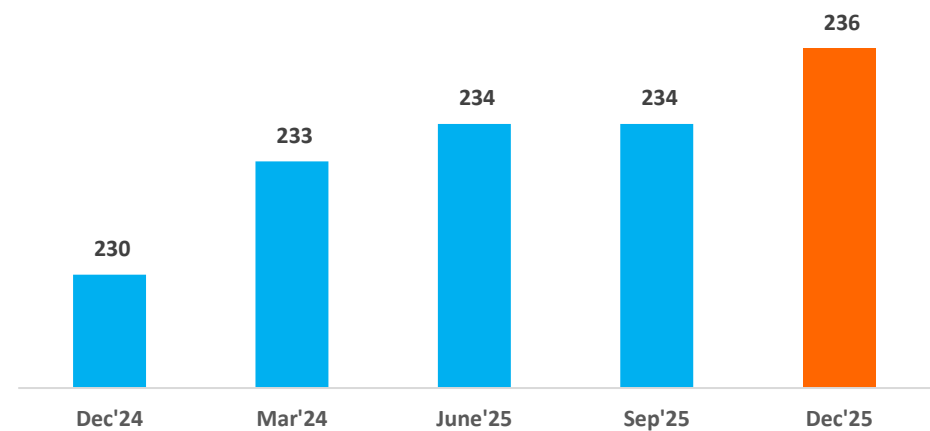
Geographic Presence

Branch Network

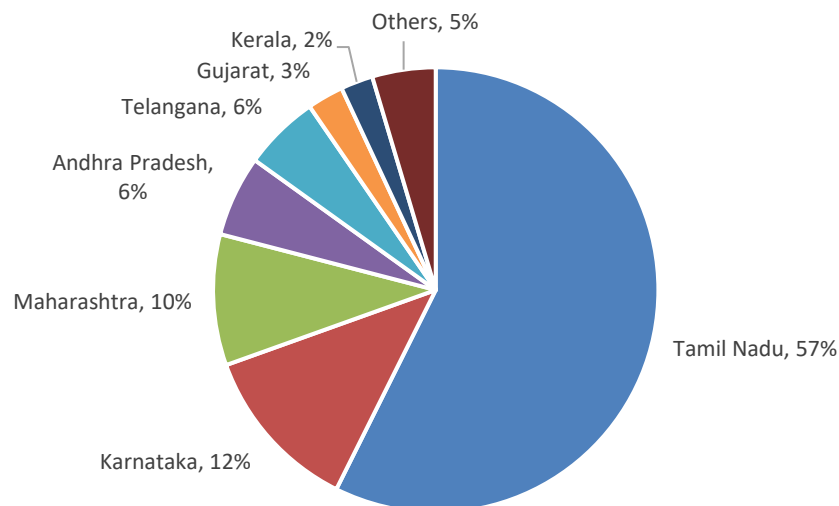


- ◆ Present in 12 states and 1 Union Territory with 205 branches and 31 satellite centers.
- ◆ Additionally, we have 2 asset recovery branches.
- ◆ Presence beyond South: branches in Maharashtra, Gujarat, Rajasthan, Madhya Pradesh, West Bengal, Odisha & Jharkhand.

Network



Region-wise loan book

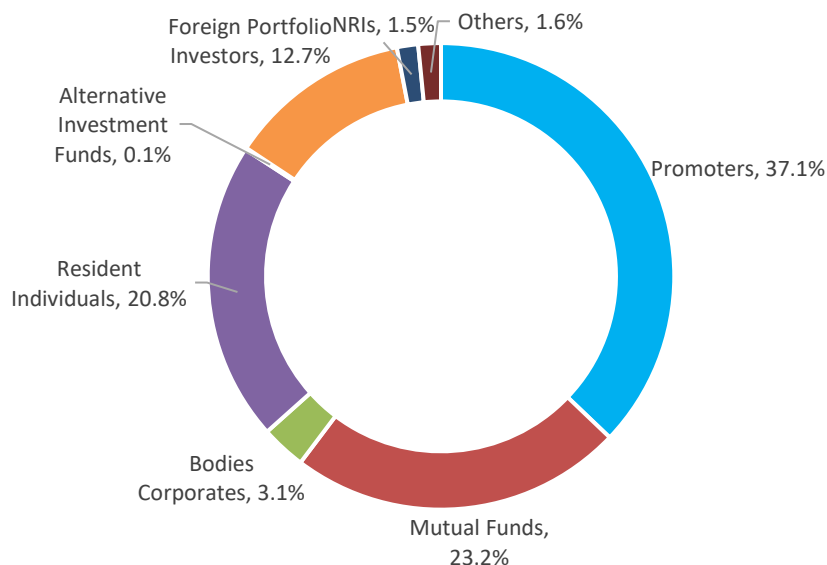


	Exposure			Annualised Growth	
States	Dec-24	Sep-25	Dec-25	Y-o-Y	Q-o-Q
Tamil Nadu	56.6%	57.1%	57.3%	9%	10%
Karnataka	12.7%	12.3%	12.1%	3%	3%
Maharashtra	9.7%	9.7%	9.7%	7%	9%
Andhra Pradesh	6.0%	5.9%	5.9%	5%	4%
Telangana	5.3%	5.4%	5.5%	12%	14%
Gujarat	2.8%	2.6%	2.6%	1%	8%
Kerala	2.5%	2.3%	2.3%	2%	8%
Others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

Annexure

Shareholding pattern

Outstanding shares – 6.26 Cr



Major Non-Promoter Shareholders	%
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 (%)
<u>Income:</u>					
Revenue from operations	457	445	3%	445	3%
Other income	0	1	-67%	0	-17%
Total Income	457	446	3%	445	3%
<u>Expenses:</u>					
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	
Total Expenses	308	303	2%	301	2%
Profit before tax	149	142	5%	144	3%
<u>Tax expense:</u>					
Current tax	31	20	56%	32	-3%
Deferred Tax	9	15	-42%	5	75%
Net Profit/(Loss)	109	107	2%	107	2%

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%
Total Income	1,344	1,290	4%
<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%
Total Expenses	906	856	6%
Profit before tax	438	433	1%
Tax expense:			
Current tax	77	87	-12%
Deferred Tax	37	22	74%
Net Profit/(Loss)	324	324	0%

Amounts have been rounded off to the nearest crores

Relative performance (3M)

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

Relative performance (9M)

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

For any queries, please contact:

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Company Secretary and Compliance Officer

Repco Home Finance Limited

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Email: 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.

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