

Can Fin Homes Ltd. at a Glance

years of vision, passion and progress.... offering home
loans since 1987..... and the journey continues

Information to Investors

Q4 FY20 ended March 2020

ABOUT US



Legacy

- 32 year old institution registered as a deposit taking HFC with NHB
- Promoted by Canara Bank in the year 1987 with the shareholding of 30%
- Listed in 1991. Carries a legacy of an uninterrupted dividend payment since inception
- Dominance in South (70% of business) as at March 2020



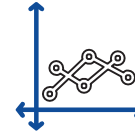
Focus

- To promote home ownership across India, with a motto of friendship finance and good service
- To focus on Housing loan to Individuals (March 2020: 90% of loan book for Housing; 10% Non Housing)
- To have strong fundamentals with ethical & transparent practices and prudent underwriting



Reach

- Headquartered in Bangalore
- Pan-India presence with 163 branches, 21 Affordable Housing Loan Centers & 14 Satellite Offices as on date; spread across 21 States / Union Territories
- Added 142 branches/ Satellite Offices in the last Five years. 9 branches added during the FY



Financials

- Last Five Year O/s Growth /CAGR (Mar.15 ~ Mar.20) :20.326%
- Net Interest Income: Rs.675 Cr
- Operating Profit: Rs.518 Cr
- PAT: Rs.376 Cr
- Successfully migrated to IND AS w.e.f. 01.04.2018 as prescribed U/S 133 of the Companies Act 2013



Vision

- To continue our journey with high asset quality, transparent & best ethical practices and prudent risk management practices.

BOARD OF DIRECTORS



Smt. Bharati Rao
Chairperson (Independent)
Former Dy. Managing
Director State Bank of India



Shri Girish Kousgi
Managing Director & CEO
Managing Director & CEO



Shri Debashish Mukherjee
Director (Promoter)
Executive Director
Canara Bank



Shri Shreekant M Bhandiwad
Dy. Managing Director
Dy.General Manager Canara
Bank (On Deputation to Can
Fin Homes)



Shri G Naganathan
Director (Independent)
Practicing Chartered
Accountant

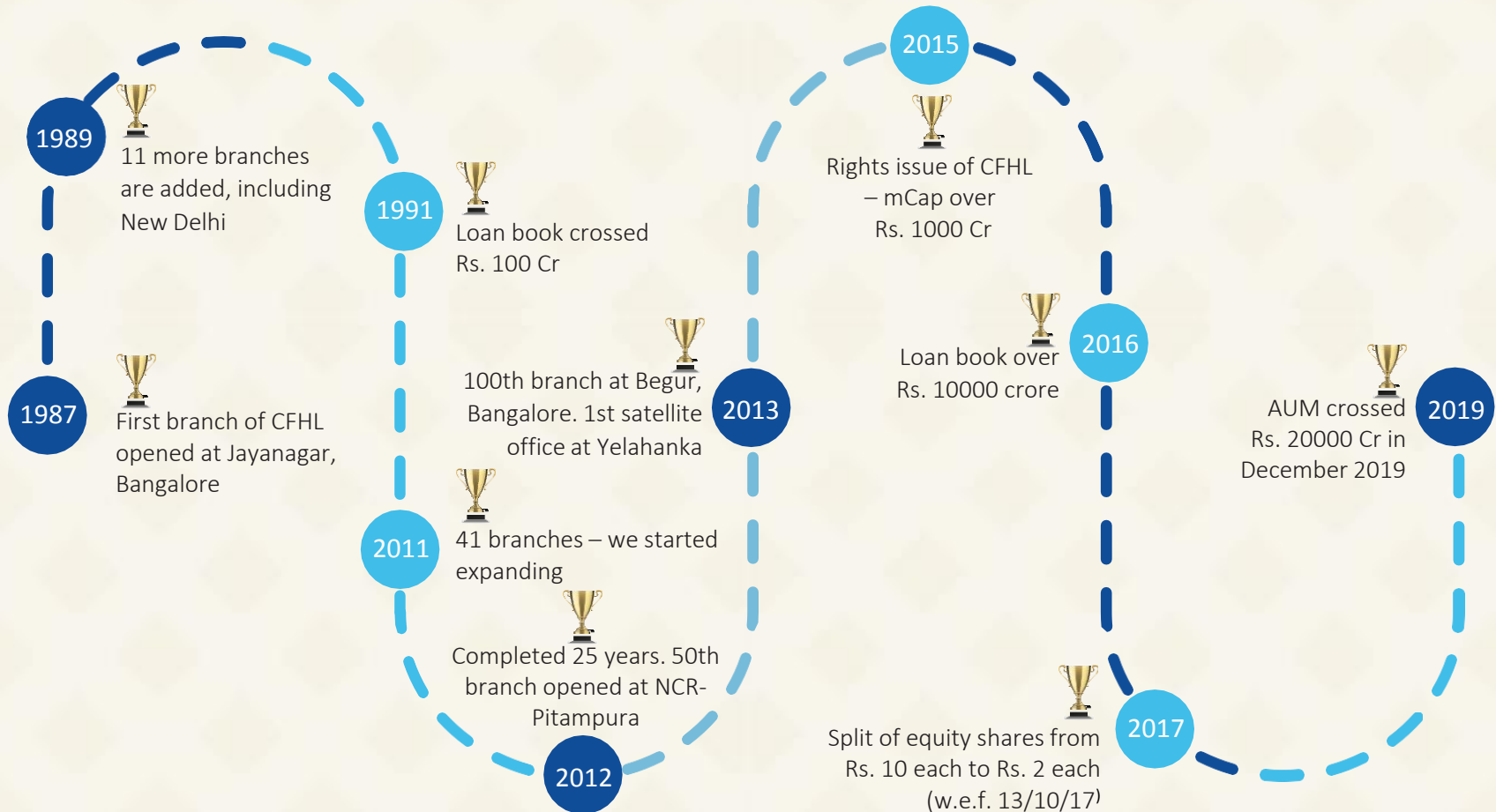


Dr. Yeluri Vijayanand
Director (Independent)
Former Dy. Managing Director
State Bank of India



Shri S Subramanian
Director (Promoter)
General Manager
Canara Bank
(upto 04.06.2020)

JOURNEY OF CAN FIN HOMES



PERFORMANCE HIGHLIGHTS - Q4 FY20

1. Loan Book reached Rs. 20708 Cr (+13%) with a clientele base of 1.70 lakh
2. NII: Rs.675 Cr (+24%), PBT: Rs.518 Cr (+10%) and PAT: Rs.376 Cr (+27%)
3. NIM: 3.52%, RoAA: 1.93%, RoE: 17.44% and EPS: Rs.28.25
4. Cost to Income Ratio: 15.68%, DER: 8.64, CRAR: 22.28 %
5. Gross NPA 0.76% & Net NPA 0.68%.
6. 90% of fresh loan approvals during were for Housing, 5% for Top up Loans 5% for Loans Against Property (LAP)
7. 71 % of the outstanding loan book as Mar'20 comes from Salaried Professionals; 90% from HL
8. Average ticket size of the incremental housing and non-housing loans is Rs.18 Lakh and Rs.9 Lakh respectively.



CAN FIN HOMES – FACT SHEET

01

Consistent Loan Book growth

02

Best Asset Quality amongst Peers

03

Focus on HL to Individuals (90% to HL, 5% for Top-Up loans & 5% for LAP)

04

Concentration on middle and lower income category

05

More than 70% of our lending is to salaried class

06

Sustainable NIM, ROA and ROE

07

Consistency in profit making and dividend pay out

08

Value Based, ethical & transparent...Strong Parentage

PERFORMANCE HIGHLIGHTS - Q4 FY20

Amount in Rs. Cr

Sl. No	Particulars	Quarter Ended			Year Ended	
		Mar'20 (3m)	Dec'19 (3m)	Mar'19 (3m)	Mar'20 (12m)	Mar'19 (12m)
1	New Approvals	1,566	1,617	1,738	5,897	5,952
2	Disbursements	1,394	1,477	1,554	5,481	5,479
3	Outstanding Loan Book Growth	536.90	572.44	812	2327	2638
4	Interest Income	525.06	513.52	455.19	2018.91	1713.41
5	Fees & Other Income	3.80	3.27	7.74	11.54	17.94
6	Total Income	528.86	516.79	462.93	2030.45	1731.35
7	Interest Expenditure	339.80	343.32	317.40	1344.21	1169.27
8	Other Expenditure	29.30	23.35	28.83	107.61	92.57
9	Total Expenditure	369.10	366.67	346.23	1451.82	1261.84
10	Profit Before Tax & Provisions	159.76	150.12	117.58	578.63	470.60
11	Net Interest Income	186.26	170.20	137.79	674.70	544.14
12	Cost to Income Ratio (%) (excluding Bad debts)	15.68%	15.55%	16.30%	15.68%	16.30%

* Financials for Previous Period realigned / restated as per revised Accounting Policy adopted under Ind-AS

(Contd...)

PERFORMANCE HIGHLIGHTS - Q4 FY20

Amount in Rs. Cr

Sl. No	Particulars	Quarter Ended			Year Ended		YoY Gr
		Mar'20 (3m)	Dec'19 (3m)	Mar'19 (3m)	Mar'20 (12m)	Mar'19 (12m)	
13	Profit Before Tax & Provisions	159.76	150.12	117.58	578.60	470.60	22.95%
14	Provision for SA & NPA	40.83	4.55	1.09	60.32	1.09	
15	Profit Before Tax	118.93	145.57	116.49	518.29	469.51	10.39%
16	Provision for Taxation & DTL	28.02	38.96	49.47	142.17	172.77	-21.17%
17	Profit After Tax	90.91	106.61	67.02	376.12	296.74	26.75%
18	Other Comprehensive Income (net of tax)	-3.21	0.47	0.78	-1.71	0.03	
19	Total Comprehensive income	94.11	106.14	67.79	374.41	296.77	26.16%
20	Earnings per share*	6.83	8.01	5.09	28.25	22.29	
21	Gross NPA	157.15	160.96	113.51	157.15	113.51	38.45%
22	Gross NPA Ratio (%)	0.76%	0.80%	0.62%	0.76%	0.62%	
23	Net NPA	111.85	118.72	79.47	111.85	79.47	77.80%
24	Net NPA Ratio (%)	0.54%	0.59%	0.43%	0.54%	0.43%	

* Financials for Previous Period realigned / restated as per revised Accounting Policy adopted under Ind-AS

KEY FINANCIAL RATIOS - Q4 FY20

Amount in Rs. Cr

Sl. No	Particulars	Period Ended		
		Mar'20	Dec'19	Mar'19
1	Return on Avg Assets (Annualised)	1.93%	1.98%	1.76%
2	Return on Avg Equity (Annualised)	17.44%	19.74	18.16%
3	Earning Per Share (Rs.)	28.25	21.42	22.29
4	Net Interest Margin (%)	3.52%	3.42%	3.33%
5	Yield (%)	10.23%	10.20%	10.06%
6	Cost (%)	7.77%	7.88%	7.90%
7	Spread (%)	2.46%	2.32%	2.17%
8	Avg. Business per Branch	114.26	109.70	111.86
9	Avg. Business per Employee	25.08	23.94	25.99
10	Cost Income Ratio (%)	15.68%	15.55%	16.30%
11	DER	8.64	8.68	9.37
12	Capital Adequacy Ratio (%)	22.28	22.07	**16.44
13	Of this Tier I Ratio (%)	20.47	20.37	**14.64

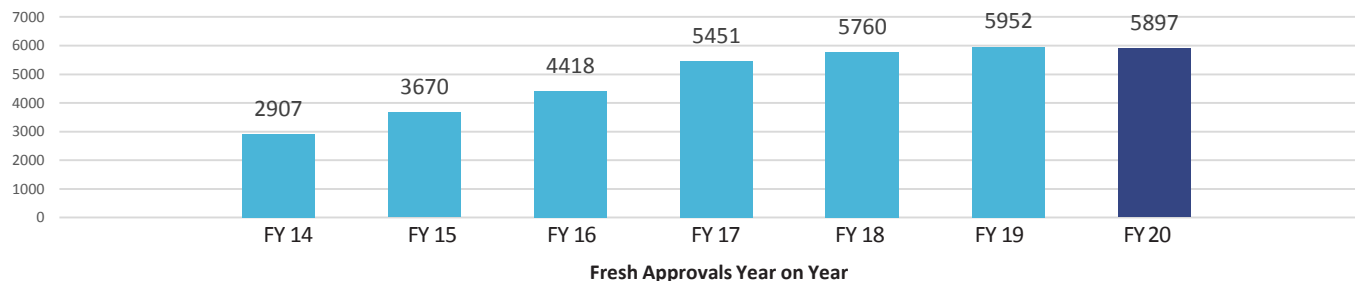
Financials for Previous Period realigned / restated as per revised Accounting Policy adopted under Ind-AS

** Term deposit amounting to Rs.257.00 crore(matured on 10/04/2019) held with Canara Bank is reduced in the computation of Net Owned funds. The CAR without considering the aforesaid term deposit would have been 19.24%

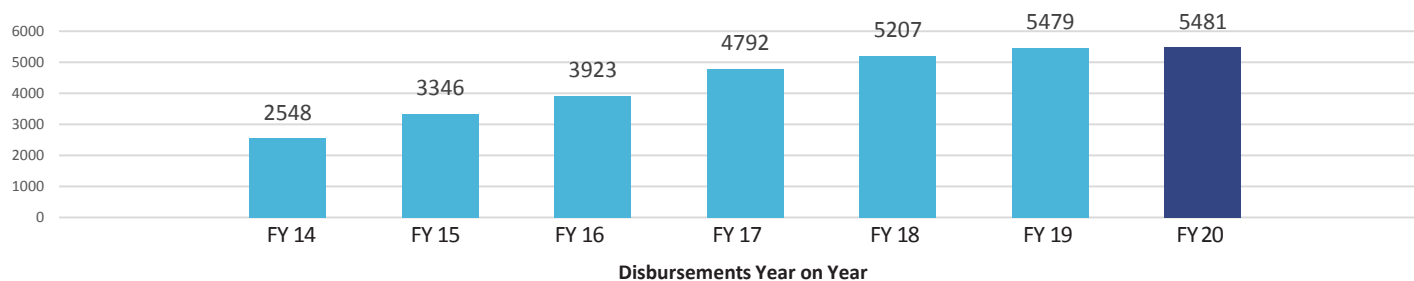
FRESH APPROVALS, DISBURSEMENTS AND LOAN BOOK GROWTH

Amount in Rs. Cr

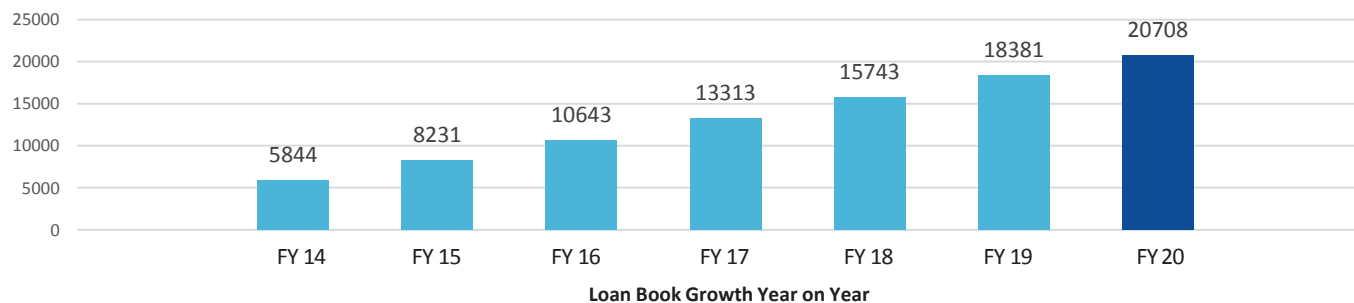
Fresh Approvals Annual Growth... Year on Year



Disbursements Annual Growth... Year on Year



Annual Loan Book Growth... Year on Year



MOVEMENT OF NPA

Amount in Rs. Cr

Sl. No	Particulars	Previous Year	Current Year
1	Movement of NPAs (Gross)		
	Opening balance	67.49	113.51
	Additions during the year	67.52	75.08
	Reductions during the year	21.50	31.46
	Closing balance	113.51	157.13
2	Movement of provisions for NPAs		
	Opening balance	35.87	34.05
	Provisions made during the year	17.43	21.30
	Write-off/write-back of provisions	19.25	10.04
	Closing balance	34.05	45.31

SARFAESI initiated during the year – 402 a/cs - Rs 68.73 Cr. Sold during the year – 57 - Rs 11.67 Cr

LENDING BASKET

CATEGORY-WISE PRODUCT-WISE DISTRIBUTION OF LOAN BOOK

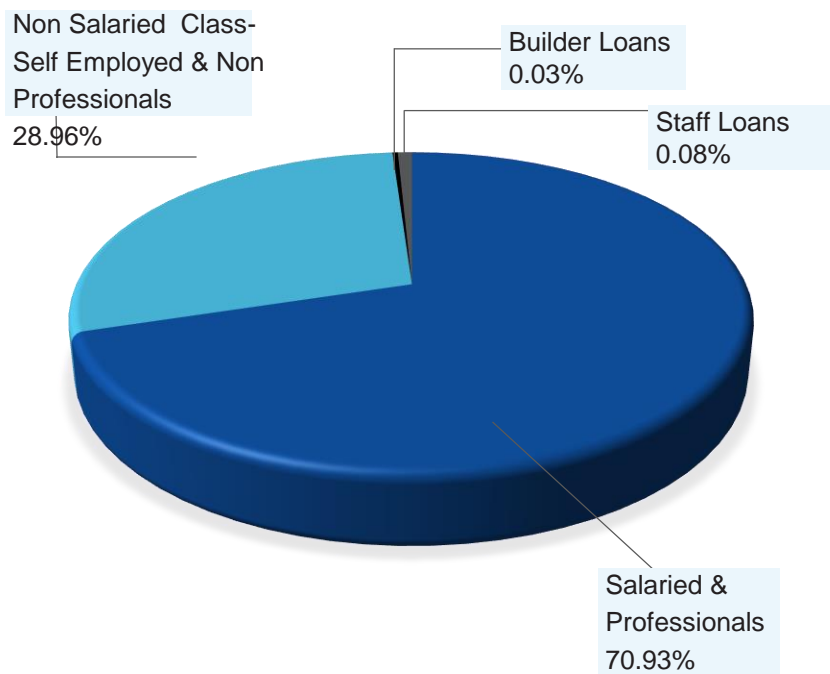
Amount in Rs. Cr

Sl. No	Category/Product	Mar-19	Jun-19	Sep-19	Dec-19	Mar-20
		O/s Amt.	O/s Amt.	O/s Amt.	O/s Amt.	O/s Amt.
1	Salaried & Professionals					
i)	Housing Loans	12012	12441	12860	13255	13598
ii)	Top-up Personal Loans	412	425	445	466	486
iii)	Mortgage Loans/ Flexi lap	379	382	381	390	397
iv)	Loans for Sites	234	244	164	171	167
v)	Others	27	28	39	38	39
	Sub Total	13,064	13520	13,889	14,320	14,689
	(As a % to total)	71%	71%	71%	71%	71%
2	Non Salaried Class- Self Employed & Non Professionals					
i)	Housing Loans	4407	4552	4792	4928	5058
ii)	Top-up Personal Loans	222	231	241	252	256
iii)	Mortgage Loans/Flexi Lap	508	515	524	536	551
iv)	Loans for Sites	96	100	70	70	70
v)	Others	56	57	61	64	61
	Sub Total	5289	5455	5688	5850	5996
	(As a % to total)	29%	29%	29%	29%	29%
3	Builder Loans	11	11	6	7	6
	(As a % to total)	0.06%	0.06%	0.03%	0.03%	
4	Staff Loans	17	17	17	17	17
	Grand Total	18,381	19,003	19,600	20,194	20,708*

* excluding Ind-AS adjustments

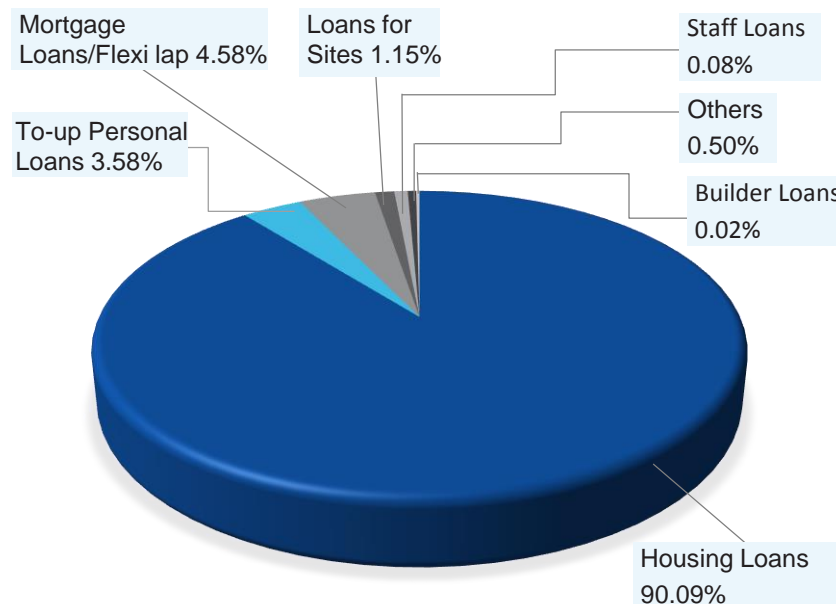
LENDING BASKET

Category wise Lending Mix @ Mar 20(%)



- Salaried & Professionals
- Non Salaried Class- Self Employed & Non Professionals
- Market Borrowings
- Builder Loans

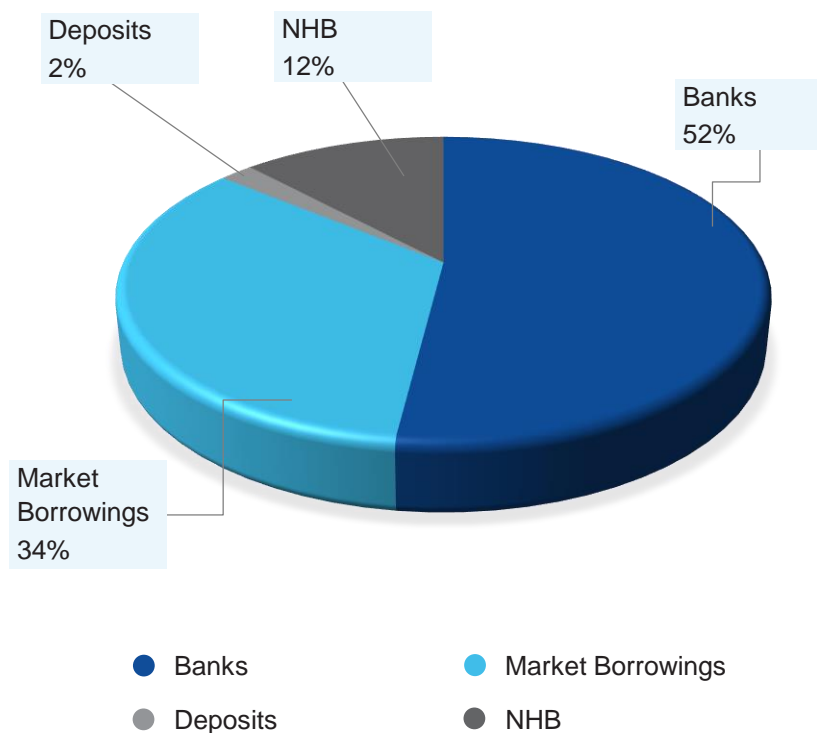
Product wise Lending Mix @ Mar 20(%)



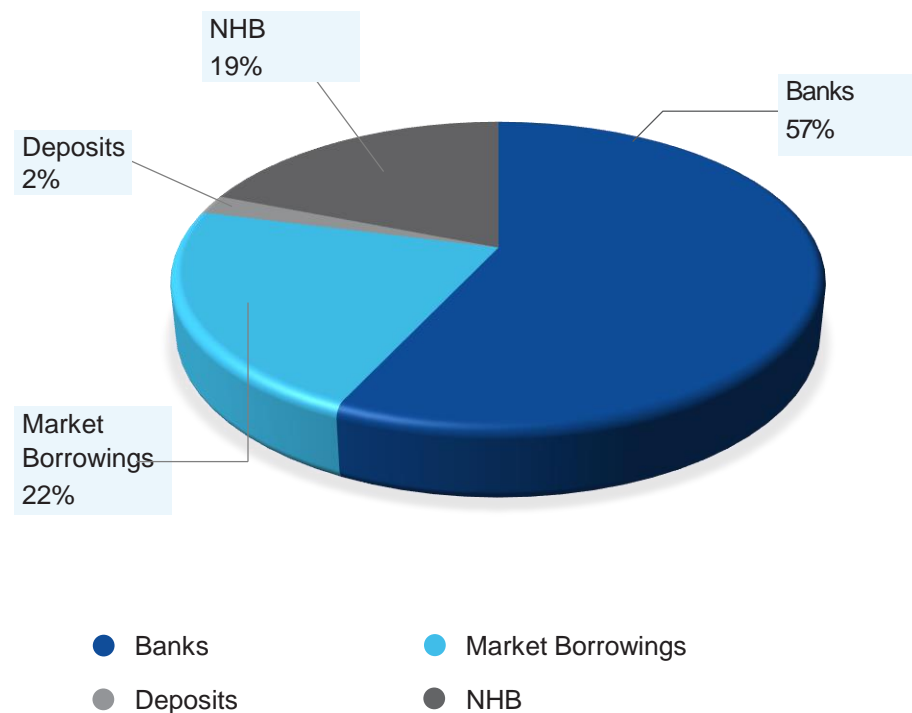
- Housing Loans
- To-up Personal Loans
- Mortgage Loans / Flexi Lap
- Loans for Sites
- Builder Loans
- Staff Loans
- Others

CFHL - FUNDING BASKET FY 2018-19 & 2019-20

CFHL Funding Mix @ Mar 2019 (%)



CFHL Funding Mix @ Mar 2020 (%)



Cost of borrowings contained at 7.77% (vs 7.88% in Dec'19 and 7.90% in Mar'19)

BALANCE SHEET STATISTICS

Amount in Rs. Cr

Sl. No	Parameters	Year 2018-19	Year 2019-20
1	CAPITAL	26.63	26.63
2	RESERVES	1755.55	2123.43
3	NETWORTH (TIER I)	1782.18	2150.07
4	TIER II	165.15	189.61
5	CAR (%)	16.44%	22.28%

CREDIT RATINGS

Sl. No	Product	Rating Institution		
		M/s. ICRA LTD	M/s. CARE LTD	M/s. INDIA RATINGS (FITCH)
1	Deposits	MAAA	--	--
2	Term Loans (Long)	(ICRA) AA+	--	--
3	Term Loans (Short)	(ICRA) A1+	--	--
4	Secured NCDs (SRNCD)	(ICRA) AA+	CARE AAA	IND AA/Stable
5	Unsecured NCDs (Tier II Subordinated Bonds)	(ICRA)NCD	CARE AAA	IND AA/Stable
6	Commercial Paper	(ICRA) A1+	CARE A1+	IND A1+

BRANCH NETWORK

(184 BRANCHES + 14 SATELLITE OFFICES)

- **Punjab** – Jalandhar
- **Chandigarh**
- **Rajasthan** – Alwar, Jaipur, Mansarovar, Kota, Udaipur, Ajmer, Jodhpur, Jhotwara, Jagatpura
- **Gujarat** – Ahmedabad, Vadodara, Surat, Rajkot, Jamnagar, Bhavnagar
- **MP** – Bhopal, Gwalior, Indore, Mandideep, Jobalpur, Pithampur, Sagar Rewa
- **Chhattisgarh** – Raipur, Bilaspur, Bilai
- **Maharashtra** – Kolhapur, Navi Mumbai, Mumbai, Nagpur, Panvel, Kalyan, Pune, Nashik, Boisar, Chakan, Hinjewadi, Aurangabad, Solapur
- **Karnataka** – Bengaluru (21 branches), Belgaum, Davanagere, Hubli, Mysore, Mangalore, Mandya, Shimoga, Tumkur, Udupi, Hassan, Doddaballapur, Ramanagaram, Attibele, Thanisandra, Whitefield, Dharwad, Ballari, Haveri, Hoskote
- **Kerala** – Calicut, Kochi, Thiruvananthapuram, Thrissur, Shoranur, Neyyattinkara
- **Odisha** – Bhubaneshwar, Berhampur, Jharsuguda
- **Bihar** – Patna
- **Tamilnadu** – Hosur, Chennai (9 branches), Madurai, Namakkal, Trichy, Coimbatore, Salem, Erode, Vellore, Thiruchengode, Dindigul, Karur, Virudhunagar, Tirunelveli, CBE-P N Palyam, Tirupur, Kumbakonam, Thoothkudi, Gobichettipalayam, Thirumangalam, Batlagundu, Theni, Thanjavur, Pollachi
- **Goa**
- **Pondicherry**
- **West Bengal** – Durgapur
- **Uttar Pradesh** – Lucknow, Meerut, Noida, Greater Noida, Agra, Varanasi, Allahabad, Kanpur, Ghaziabad, Jhansi
- **Uttarakhand** – Dehradun, Haridwar
- **Andhra Pradesh** – Bhimavaram, Kadapa, Nellore, Ongole, Tirupathi, Guntur, Kakinada, Vizag, Vijaywada, Vizag – Steel Plant, Rajahmundry, Kumool, Vizianagaram, Gollapudi, Tenali, Eluru, Mangalagiri, Srikakulam

- **Telangana** – Hyderabad (8 branches), Siddipet, Warangal, Karimnagar, Khammam, Sangareddy, Ghatkesar, AS Rao Nagar, Mancherla
- **Delhi** – Nehru Place, Pitampura
- **Haryana** – Gurgaon, Manesar, Sonapat, Faridabad, Dharuhera, Rewari, Karnal, Ambala, Rohtak, Palwal



IMPACT OF COVID-19

Covid-19: The COVID-19 pandemic has spread rapidly throughout the world and has had an impact on almost all entities either directly or indirectly. WHO has declared Covid-19 as a pandemic in March 2020.

On operations: The Company is fully operational from April 20th with necessary precautions for the safety of employees and customers.

On Capital & Financial Resources: The Company is well capitalised and there is no impact on the Company's capital and financial resources.

On Moratorium: Collection of EMIs in about 28% of the accounts have been postponed due to moratorium offered to borrowers as per RBI guidelines.

On Profitability: From 24th March till third week of May, lending was impacted. However, impact on revenues has been minimum.

On Liquidity and debt servicing: The Company has enough liquidity and sufficient unavailed sanctioned limits from banks and financial institutions to meet all obligations and business growth.

CSR activity: The Company has contributed Rs 1.50 cr to Prime Minister's Citizen Assistance & Relief in Emergency Situations Fund (PM – CARES) and Rs 1 cr to Karnataka State Disaster Management Authority – Covid 19.



THANK YOU

The forward looking statements and projections, if any, contained in this presentation are predictions and involve known and unknown risks, uncertainties and other factors including the future changes or developments, the competitive environment, ability to implement the strategies and initiatives, technological changes, political, economic, regulatory and social conditions in India etc. that may cause the actual results, performance and achievements of CFHL to be materially different from any future results, performance or achievements expressed or implied by such forward looking statements or other projections.