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CFHRO LODR 055 SE CS 2016 29/04/2016

Online submission

CIN-L85110KA1987PLC008699

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National Stock Exchange of India Ltd., Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E) Mumbai – 400 051

NSE Scrip Code: CANFINHOME

Email: corp.relations@bseindia.com

SE Limited
Corporate Relationship Department
25th Floor, P J Towers
Dalal Street, Fort,
Mumbai – 400 001

BSE Scrip Code: 511196

Dear Sir,

Sub: Disclosure of events under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Pursuant to Regulations 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform that a telephonic interview with Shri C.Ilango, Managing Director of the Company was recorded by `CNBC Bajar' in Bengaluru today i.e., 29/04/2016 at 1.30pm, post dissemination of the financial results on both the above Stock Exchanges on 28/04/2016.

Further, please find attached a copy of the Press Release, post announcement of Audited Financial Results of the Company for the quarter and financial ended 31/03/2016 provided for publication.

We have also attached the modified Investor's Presentation of the Company as at 31/03/2016.

The above `Press Release' and `Investor Presentation' are being uploaded on the website of the company <a href="http://www.canfinhomes.com/">http://www.canfinhomes.com/</a>

This may please be treated as compliance made under Regulations 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015.

Thanking you,

Yours faithfully, For CAN FIN HOMES LTD.,

Veena G Kamath Company Secretary

Encl: As above.





### **Press Release**

### Can Fin Homes Ltd posts 82% growth in Net Profit

The audited standalone and consolidated financial results for the financial year 2015-16, was declared on 28/04/16 following the meeting of the Board of Directors on that day in Bengaluru. The accounts have been subject to a limited review by Company's statutory auditors in line with the regulatory guidelines.

### Performance Highlights (12 months)

 For the period ended March 31, 2016, the operating profit stood at Rs.273.27 crore as compared to Rs.151.70 crore in the corresponding period of the previous year, representing a growth of 80 %.



C Ilango, Managing Director

- The profit after tax for the year ended March 31, 2016 stood at **Rs 157.11 crore**, representing **a growth of 82%** as compared to Rs.86.24 crore in the corresponding period of the previous year.
- Gross NPA at Rs.19.76 cr amounts to 0.19% of loan book. The Company continues to maintain its track record of **NIL net NPA** at March 2016 as well.

### Financials for the Quarter ended March 31, 2016 (Standalone – 3 months)

- For the quarter ended March 31, 2016, the profit before tax stood at **Rs.79.44 crore** as compared to Rs. 67.68 crore in the preceding quarter (31/12/15) representing a growth of 17% Q to Q.
- The profit after tax stood at **Rs.47.45 crore** compared to Rs.42.18 crore in the previous quarter 31/12/15, indicating a growth of 12%.

### Other Statistics:

SI No	Head	31/03/15 (12 mths)	31/03/16 (12 mths)
1	Branches + SO Network	117	140
2	Loan Book	8,251cr	10,643cr
3	Gross NPA	0.17%	0.19%
4	Net NPA	0.00%	0.00%
5	NIM a)Without PC	2.54%	3.24%
3	b)With PC	2.95%	3.65%
6	ROA	1.23%	1.69%
7	ROE	11.18%	17.89%
8	Interest Spread	1.72%	2.49%
9	EPS(in Rs)	41.45	59.02
10	Capital Adequacy Ratio	18.39%	20.69%

With 7 branches plus 20 Satellite Offices opened on 21/04/16, the network of offices stands expanded at 167 as on date. In the financial year 2015-16, loan book grown by 29% on year to year basis, the individual housing loan share being 83% of the total loan book. The Company's focus on the retail sector remains unchanged.



# Can Fin Homes Ltd. at a glance

28 years of vision, passion and progress and offering home loans since 1987.....and it is just a beginning

Information to investors upto 31/03/16

### About us

Legacy

Focus

Reach

Financials

Vision

- 28 year old institution registered as a deposit taking HFC with NHB
- Promoted by Canara Bank in the year 1987 which owns 43.45% shareholding of
- Can Fin Homes
- Listed in 1991, with uninterrupted dividend payment since inception
- Dominance in South (76% of business) as on March 31,2016
- To promote home ownership across India, with a motto of friendship finance and good service with focus on retail lending
- Lending to individuals 84% of loan book as on March 31,2016
- To have strong fundamentals with ethical & transparent practices and prudent underwriting
- Headquartered in Bangalore
- Pan-India presence with 117 branches & 50 Satellite Offices in over 19 States/Union Territories as on 28/04/16
- Added 76 branches and 50 satellite offices in the last Five years
- YoY (Mar 15 to Mar 16) growth of Loan Book, NII, Operating Profit & Net Profit are 29%, 69%, 80% and 82% respectively.
- GNPA is 0.19% as on March 31,2016
- AAA / A1+ ratings for Loans/ NCDs/ CP
- To reach the loan book size of Rs.35,000 Crore by March 2020 with high Asset quality with transparent and best ethical practices and prudent risk management practices.

# Board of Directors as on 28/04/16

Name of the Director	Designation	Occupation
Shri. K.N.Prithviraj	Chairman (Independent)	Former Chairman and Managing Director, Oriental Bank of Commerce
Shri.C. Ilango	Managing Director	General Manager Canara Bank (Deputed to Can Fin as MD)
Shri Sarada Kumar Hota	Whole Time Director	Deputy General Manager Canara Bank (Deputed to Can Fin)
Smt. Bharati Rao	Director (Independent)	Former Deputy Managing Director of State Bank of India

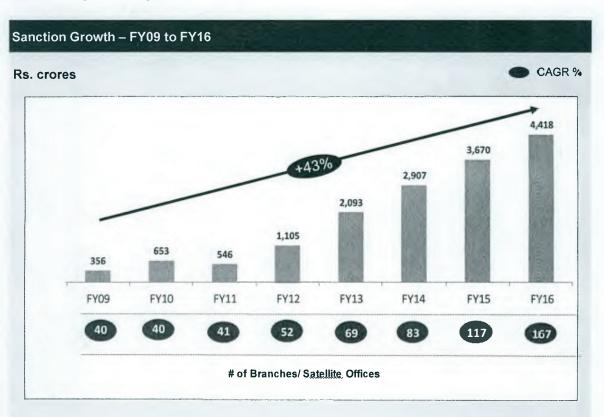
# Board of Directors as on 28/04/16

	Name of the Director	Designation	Occupation
9	Shri.P.B.Santhana Krishnan	Director (Independent)	Practicing Chartered Accountant
9	Shri T. V. Rao	Director (Independent)	Director (E.C.) EXIM Bank
	Smt P.V.Bharathi	Director (Canara Bank Nominee)	General Manager Canara bank
	Shri S. A. Kadur	Director (Canara Bank Nominee)	General Manager Canara Bank

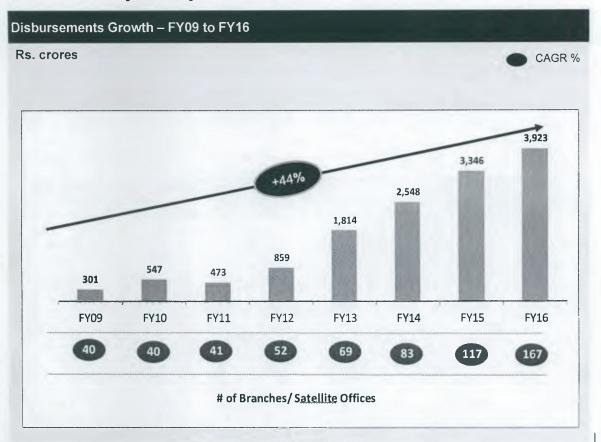
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ata for last	10 Q	uarte	rs						(Rs	Crores)
Income Statement	Dec13 Q 3	Mar14 Q 4	Jun14 Q1	Sep14 Q 2	Dec14 Q3	Mar15 Q4	Jun15 Q1	Sep 15 Q2	Dec 15 Q3	Mar 16 Q4
NII	34.64	33.92	36.59	40.66	48.12	52.24	64.03	70.93	79.30	86. <b>68</b>
Other income	5.66	5.65	5.81	8.74	7.37	7.22	5.80	9.17	12.26	11.89
Total opex	10.41	11.99	11.30	16.82	13.01	13.91	15.63	16.56	16.88	17.73
Provisions	1.00	-0.56	2.00	3.50	2.50	6.25	3.50	7.50	7.00	1.41
Tax/ DTL	8.54	7.8	10.14	10.63	14.03	16.41	18.59	20.68	<b>25</b> .50	31.99
Net Profit* (post DTL)	20.35	20.11	*18.96	*18.45	*25.95	*22.88	*32.10	*35.38	* <b>42</b> .18	*47.45
Balance Sheet (Cum)	Dec1 3 Q 3	Mar14 Q 4	Jun14 Q 1	Sep14 Q 2	Dec14 Q3	Mar15 Q4	Jun15 Q1	Sep 15 Q2	Dec 15 Q3	7Aur 15
Shareholders Funds	448	452	471	490	516	771	799	829	866	878
Borrowings	4,817	5,268	5,751	6416	7033	7375	7737	8357	8797	9478
Loan book	5,355	5,844	6,355	7037	7634	8231	8717	9303	9895	10643
Total assets	5,471	5,912	6,395	7088	7695	8334	8794	9412	10014	10795
Key Ratios (Annualised)	Dec1 3 Q3	Mar14 Q 4	Jun14 Q 1	Sep14 Q 2	Dec14 Q3	Mar15 Q4	Jun15 Q1	Sep 15 Q2	Dec 15 Q3	Mar 16 Q4
NIM (%) (without Processing Charges)	2.85	2.71	2.40	2.41	2.50	2.54	3.04	3.10	3.17	3.24
CAR (%)	14.98	13.84	13.24	12.50	14.36	18.39	18.05	17.23	21.14	20.69
Gross NPA	16.93	12.10	18.43	19.91	18.82	14.35	22.75	27.44	26.29	19.76
Net NPA	0.02	0.00	6.33	7.81	6.72	0.00	7.40	9.09	3.94	0.00

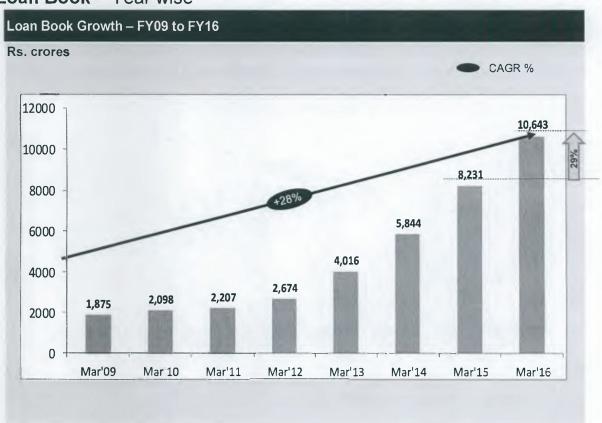
# Sanctions- year to year



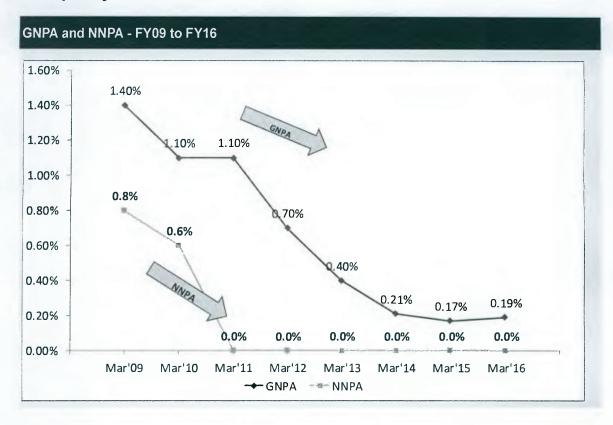
### Disbursements- year to year



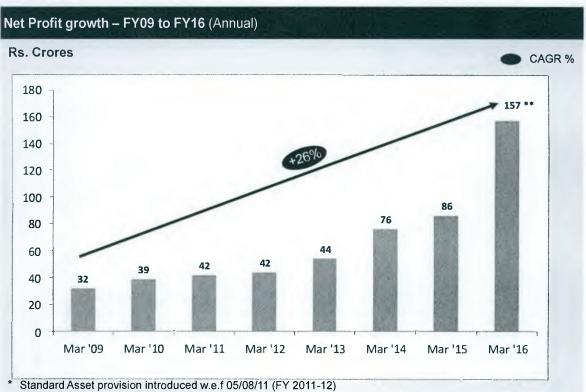
Loan Book - Year wise



### Asset quality - Year to Year

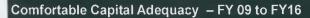


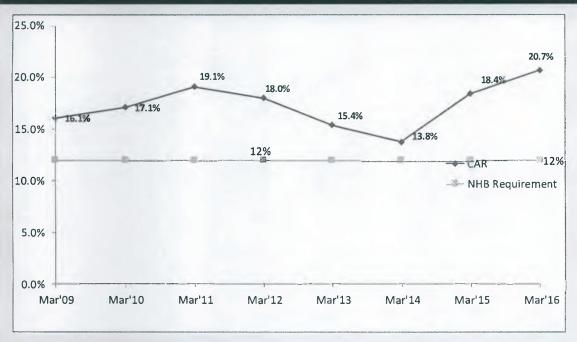
Net Profit - Year to Year



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# Capital Adequacy- year to year

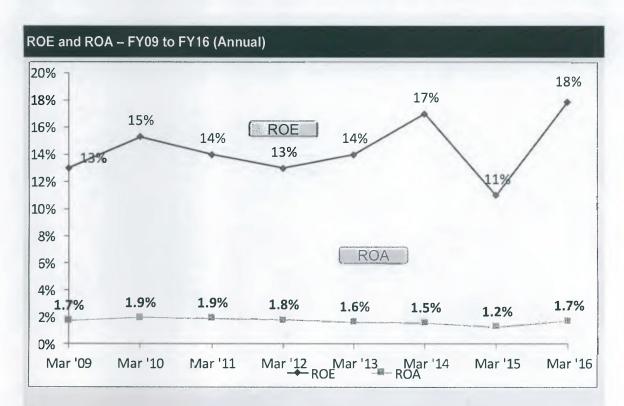




<sup>\*</sup> NHB requirement: 12%; Rights ssue amount Rs.276.07 Cr received/accounted on 13/03/15

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### Return matrices - Return on Assets and Return on Equity- Year to Year

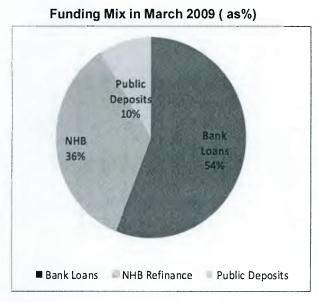


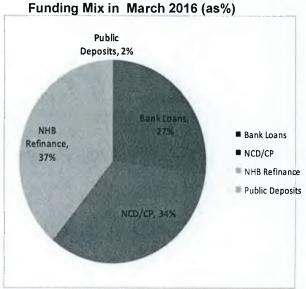
\*With Rights Issue (Rs.276 Cr) as on 13/03/15, No. of shares increased from 2.05 cr to 2.66 cr

### **Lending Basket**

SI.	Category/Product		Mar-13	Mar-14	Mar-15	Mar-16
No.			O/s Amt.	O/s Amt.	O/s Amt.	O/s Amt.
1	Sal	aried & Professionals				
	i)	Housing Loans	3339	4676	6215	7465
	ii)	Top-up Personal Loans	19	102	211	275
	iii)	Mortgage Loans/ Flexilap	78	163	254	332
	iv)	Commercial HL+ Loans for Sites	27	52	215	432
	V)	Others	4	27	50	58
		Sub Total	3467	5020	6945	8562
		(As a % to total)	86%	86%	84%	80%
2		n Salaried Class- Self Employed & Non fessionals				
	i)	Housing Loans	437	647	880	1382
	ii)	Top-up Personal Loans	23	31	42	82
	iii)	Mortgage Loans/Flexilap	46	84	186	298
	iv)	Commercial HL+ Loans for Sites	7	12	88	226
	V)	Others	3	22	49	48
		Sub Total	516	796	1245	2036
		(As a % to total)	13%	14%	15%	19%
3	Buil	lder Loans	26	19	28	29
		(As a % to total)	0.65%	0.33%	0.34%	0.27%
4	Staf	ff Loans	6.95	9.29	13.44	15.78
		Grand Total	4016	5844	8231	10643

### Funding Basket - increased focus on NCD/CPs





Reduced dependence on Bank Loans from 54% in 2009 to 27% in March 2016

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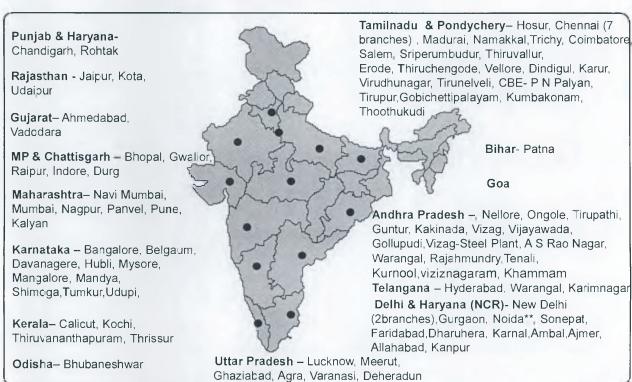
With strong AAA ratings for our borrowing/NCD & A1+ for CP programs, cost of borrowing is reduced.

### Ratings as on 31/03/16

SI. No.	Nature of Borrowing	Rating Agency					
		ICRA Ltd.	FITCH	CARE			
1	Deposits	MAAA	*	•			
2	Term Loans (Long)	[ICRA] AAA		*			
3	Term Loans (short)	[ICRA] A1+	+	-			
4	Secured NCDs (SRNCD)	[ICRA] AAA	IND AAA	CARE AAA			
5	Unsecured NCDs (Tier II Subordinated Bonds)	[ICRA] AAA	IND AAA	CARE AAA			
6	Commercial Paper	[ICRA] A1+	-				

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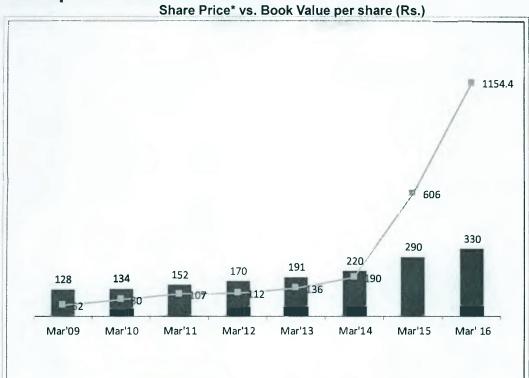
# Branch network —117 branches & 30 Satellite Offices across 19 states / Union Territories as on 28/04/16



<sup>\*</sup>Karmadai SO merged with CBE-P N Palyam Branch w.e.f. 29/12/15

<sup>\* \*</sup>Noida comes within UP, but included in the NCR

## Stock price & Book Value – Year to Year



Face Value – Rs.10/- per Equity Share
Closing price as on the last trading day of the respective financial year/specific days (Source: BSE)
Book Value for March 16 is computed based on actual no. of shares and equity as on 31/03/16

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# Statistics for March 16 quarter (3m)

- 1. Gross NPA continues to be low now (0.19)%
- 2. Loan approvals for Housing Loan is 76% and Non-Housing Loans is 24%

Share Price

- Average ticket size for Housing Loan and Non-Housing Loan are Rs.17.36 lakhs and Rs.13 lakhs respectively.
- 74% of Housing Loans were granted to Salaried & Professional (S&P) category and 26% to Non-Salaried class.
- 5. 53% of the business is secured through DSA.

# Performance Highlights - YoY growth as at 31/03/16

(% are annualized)

SI. No.	Particulars	31/03/16	31/03/15
1	Branches + SO Network	140	117
2	Loan Book	10643cr	8231cr
3	Gross NPA	0.19%	0.17%
4	Net NPA	0.00%	0.00%
5	NIM - Without Processing Charges	3.24%	2.54%
6	NIM - With Processing Charges	3.66%	2.95%
7	ROA	1.69%	1.23%
8	ROE	17.89%	11.18%
9	Advance Yield	11.24%	11.27%
10	Cost of Borrowing	8.75%	9.55%
11	Interest Spread (9-10)	2.49%	1.72%
12	EPS (12m) (in Rs) (Actuals)	59.02	41.45
13	Capital Adequacy Ratio	20.69%	18.39%
14	Cost to Income Ratio	18.67%	25.61%

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### Figures with future perspectives

(Being expressed during Investor/Analyst meet, TV interviews, Press Releases, one-to-one interactions etc.)

- 1. Expected Loan book size will be Rs.35,000 Cr by 31/03/20 (Vision 2020 document)
- 2. Business Budgets for 2016-17 have been finalised by Board on 05/02/16.
  - Loan book size will be Rs.13,500 Cr (from Rs.10,643 Cr at Mar'16)
  - Number of Branches/Satellite Offices to be up at 175 (from 140 as at Mar 2016). We have already opened 7 branches & 20 Satellite Offices on 21/04/16 taking the network to 167 (Branches+SO) and will open further in 8 locations during the FY2016-17.
- 3. 29th Annual General Meeting of the Company will be convened during III week of July 2016 at the same venue.

### Disclaimer:

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.

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### Management Team as on 28/04/16

Managing Director	Mr.C.llango
Whole Time Director	Mr. S.K. Hota
Deputy General Managers (6) Mrs.Shamila M , New Delhi Mr.K S Sathyaprakash (Compliance Officer) RO Mr.RM.Veerappan, Annasalai - Insp Unit Mr.P.Vijaya Sekhara Raju- Cunnigham Road Mr. Ajay kumar g shettar-Koramangala Mr.Atanu Bagchi – CFO(KMP) RO	Asst. Gen. Managers (11) Mr.Sudhakar B M, BLR-Jayanagar Mr.N.Babu, Kukatpally Mr.G.K.Nagaraja Rao, BLR-Jayanagar Mr.Prashanth Shenoy – Credit RO Mr.A.Madhukar, Gachibowli Mr.V.Durga Rao – IT RO Mr.R.Murugan, Annasalai Mr. Prakash shanbogue B, Sahakarnagar Mr.Jagadeesha Acharya, BLR-Uttarahalli Mr.M.Sundar Raman, CHN-Tambaram Mr.Sanjay Kumar J, Noida
Chief Managers (23)	
Mr.H.R.Narendra – Hesargatta Mr.Prashanth Joishy, Mum-Borivilli Mr.Srinivas Malladi, HYD-Nampalli Mr.Mallya P S, BLR-Kengeri Mr.A.Uthaya Kumar, CBE-Gandhipuram Mr.Srinivas K, NCR-Faridabad Mr.D.R.Prabhu, BLR-Marathalli Mr.R.Madhu Kumar, Bhopal Mr.Arun Kumar V, BLR-Basavanagudi Mrs.Veena G Kamath - Company Secretary (KMP) RO Mr.Jayakumar N, Hosur	Mr. S N Venkatesh, BLR-Sarjapur Mr. R Badri Srinivas, Vijayawada Mr. R Hariharasubramanian, Madurai Mr. M Naveen Prabhu, Begur Mr. N Sivasankaran, Trichy Mr. T T Achuthanand, Vishakapatnam Mr. Vinayaka rao M-Electroniccity Mrs. Reshma Mallya-RO Mrs. J Meenakshi- RO Mr. Santosh prakash Srivastav, Jaipur Mrs. Chitra Srinath, RO Mrs. Mallika Shetty- Kanakapura

# **Appendix**

### Year-wise statistics on:

- a) Business
- b) Income & Expenditure
- c) Financial & Ratios

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### Statistics On Business – Year to Year

SI. No.	Parameters	2011-12	2012-13	2013-14	2014-15	2015-16
1	Loan Approvals(Rs. in cr)	1105	2093	2907	3670	4418
2	Loan Disbursements (Rs. in cr)	859	1814	2548	3346	3923
3	Total Loan Outstanding (Rs. in cr)	2674	4016	5844	8231	10643
4	Out of 3 above,					
	(i) Housing Loans (Rs. in cr)	2599	3782	5331	7298	9352
	(ii) Non Housing Loans (Rs. in cr)	76	234	513	934	1291
5	Borrowings (Rs. in cr.)	2300	3539	5269	7375	9478
5	NPA					
	(i) Gross NPA (Rs. in cr.)	19	16	12	14	20
	(ii) Gross NPA %	0.71	0.39	0.21	0.17	0.19
	(iii) Net NPA %	NIL	NIL	NIL	NIL	NIL

### Statistics On Business – Year to Year

SI. No	Parameters	2011-12	2012-13	2013-14	2014-15	2015-16
7	Average Assets (Rs. in cr.)					
	(i) Housing Loan	2303	3132	4607	6234	8188
	(ii) Non Housing Loan	46	118	340	736	1090
	(iii) Investments	39	21	20	20	24
8	Average Borrowings (Rs. in cr.)	1994	2798	4299	6388	8401
9	No. of Branches/Offices					
	(i) Branches	52	69	83	107	110
	(ii) Satellite Offices	0	0	0	10	30
10	No. of employees (incl. Junior Officers on Contract)	251	319	387	491	553

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# Statistics On Income & Expenditure

SL No	Parameters	2011-12	2012-13	2013-14	2014-15	2015-16
11	Interest Collected (Rs. in cr) i. Housing Loan ii. Non Housing Loan iii. Investment	270 6 3	356 21 1	509 47 1	686 100 1	891 152 1
12	Processing Charges (Rs. in cr)	7	14	21	28	39
13	Other Income (Rs. in cr)	0.65	0.21	0.26	0.73	0.61
14	Total Income (Rs. in cr) (11+12+13)	287	393	578	817	1083
15	Interest Paid (Rs. in cr)	196	283	423	610	743
16	Net Interest Income (NII) (Rs. in cr) (11-15)	83	96	134	178	301
17	Staff Cost (Rs. in cr)	11	16	18	25	33
18	Other Expenses (Rs. in cr)  i. Establishment (Rent, Repairs & maintenance, Professional fee, Advertising, Auditors fee)  ii. DSA Commission  iii. IT payments etc.  iv. Others (Travelling & conveyance, bad debts, bank charges, rates & taxes, electricity, postage, etc.)	5 1 0 3	6 4 1 4	7 6 2 5	8 8 2 6	10 8 3 7

### Statistics On Income & Expenditure

SL No	Parameters	2011-12	2012-13	2013-14	2014-15	2015-16
19	Depreciation (Rs. in cr)	0.55	1.16	2.01	3.73	3.46
20	Operating Cost (Rs. in cr) (17+18+19)	20	33	41	53	64
21	Bad Debts written off (Rs. in cr)	2.81	3.29	3.22	2.10	3.29
22	Total Cost (Rs. in cr) (15+20+21)	218	319	467	665	810
23	Operating Profit (Rs. in cr) (14-22)	68	74	111	152	273
24	Provisions & Taxes (Rs. in cr) i. Standard Assets ii. Non Performing Assets iii. Income Tax iv. Deferred Tax Liability/(Asset)	11.00 (3.61) 17.80 (0.58)	6.85 (8.24) 20.20 0.78	8.00 (3.56) 30.93 0.24	12.00 2.25 43.23 7.98	14.00 5.41 80.00 16.76
25	Net Profit (Rs. in cr) (23-24)	44	54	76	86	157

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### Statistics On Financials & Ratios

SL No	Parameters	2011-12	2012-13	2013-14	2014-15	2015-16
26	Share Capital (Rs. in cr)	20.49	20.49	20.49	26.62	26.62
27	Reserves (Rs. in cr)	327.09	371.68	431.81	744.86	851.42
28	Shareholder's Funds – Tier I (Rs. in cr) (26+27 – DTA)	341.92	387.30	447.44	771.49	878.04
29	Number of Shares (in cr)	2.05	2.05	2.05	2.66	2.66
30	Tier II Capital (Rs. in cr) - SA Provision -Tier II Bonds	11.15 0.00	18.00 0.00	26.00 0.00	38.00 100.00	52.00 100.00
31	Dividend					
	i. Percentage	30	40	65	70	*100
	ii. Amount (Rs. in cr) excluding tax	6.15	8.20	13.32	18.64	26.63
	iii. Payout Ratio %	14.05	15.15	17.59	21.61	16.95
1000	iv. Dividend yield %	2.67	2.94	3.41	1.15	0.87
32	Book Value (BV) (FV of share ₹10) (Rs. ) ((26+27)/29)	169.63	191.40	220.80	290.03	330.00
33	Earnings per Share (EPS) (25 / 29) (Rs.)	21.36	26.42	36.93	32.42	59.02
34	Return on Equity (ROE) % (25 /(26+27))	12.59	13.80	16.74	11.18	17.89
35	Return on Average Asset (ROA) % (25 / 7)	1.83	1.65	1.53	1.23	1.69

SI No 31 Subject to declaration at the ensuing Annual General Meeting.
SI. No : 3&34 for FY 2014-15: If computed based upon average Equity(Since Right Issue capital was received /accounted on 13/03/2015 only)
ROE will be 18.20% and EPS will be Rs.41.45 for 2014-15.
SI No 35 : If computed including DTL component(Rs.9.69 Cr.),ROA will 1.37% for 2014-15

### **Statistics On Financials & Ratios**

	Parameters	2011-12	2012-13	2013-14	2014-15	2015-16
36	Closing Stock Price (CMP/NSE) (₹ as on 31st March)	112.45	135.90	190.70	607.40	1154.35
37	CMP/ Earnings Ratio (P/E Ratio) (36/ 33)	5.26	5.14	5.16	14.65	19.56
38	CMP / Book Value (P/B Ratio) (36/32)	0.66	0.71	0.86	2.09	3.50
39	Risk Weighted Assets (Rs. in cr)	1961.04	2631.41	3421.11	4945.71	4979.46
40	Capital Adequacy Ratio (CAR) % ((28+30)/39)	18.00	15.40	13.84	18.39	20.69
41	Net Interest Margin (NIM) % pa (16/7)	3.51	2.93	2.71	2.54*	3.24
42	Cost to Income Ratio % (21 / (16+12+13))	22.04	29.80	26.22	25.61	18.67
43	Average Business Per Branch (Rs. in cr)	47.94	49.38	61.65	67.15	86.71
44	Average Business Per Employee (BPE) (Rs. in cr)	10.88	11.43	13.90	15.90	18.52
45	Average Yield on Assets % pa (11/7)	11.70	11.58	11.22	11.27	11.24
46	Average Cost of Borrowings % pa (15/8)	9.81	10.11	9.83	9.55	8.75
47	Interest Spread % pa (45-46)	1.89	1.47	1.39	1.72	2.49
48	Gearing Ratio (5/28)	6.73	9.14	11.78	9.57	10.79

Note: SI. 41 - \* If processing Chrge(Sl.No. 12) is added, NIM will be 2.94% pa for 2014-15 & 3.66% for 2015-16

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# **Thank You**