

CFHRO SE CS LODR 168/2021
October 21, 2021

ONLINE SUBMISSION

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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 Symbol: CANFINHOME | BSE Limited Corporate Relationship Department 25th Floor, P J Towers Dalal Street, Fort, Mumbai - 400 001 BSE Scrip Code: 511196 |
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Dear Sirs,

Sub: Submission of Investor Presentation - Post Q2 FY22 results
Ref: Our letter CFHRO SE CS LODR 166/2021 dated October 21, 2021


Pursuant to Regulation 30 (read with Para A of Part A of Schedule III) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the copy of Investor Presentation of the Company, post Q2 FY22 results.

The same is also made available on the website of the Company at www.canfinhomes.com

The above document may please be taken on record.

Thanking you,

Yours faithfully,
For Can Fin Homes Ltd.,



Veena G Kamath
DGM & Company Secretary

Encl: As above.





Can Fin Homes Limited at a Glance

33 successful years of financing dream homes
since 1987..... and miles to go.....

Information to Investors

2QFY22 ended Sept 2021

ABOUT US



Legacy

- 33 year old institution registered as a deposit taking HFC with NHB
- Promoted by Canara Bank in the year 1987 with the shareholding of 30%
- Can Fin Homes is a part of the Canara Group Financial Conglomerate led by Canara Bank
- Listed in 1991. Carries a legacy of an uninterrupted dividend payment since inception



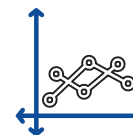
Focus

- To promote home ownership across India, with a motto of friendship finance and good service
- To focus on Housing loan to Individuals (June 2021: 90% of loan book for Housing; 10% Non Housing)
- To have strong fundamentals with ethical & transparent practices and prudent underwriting



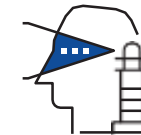
Reach

- Headquartered in Bangalore
- Pan-India presence with 166 branches, 21 Affordable Housing Loan Centers & 13 Satellite Offices as on 30/09/2021; spread across 21 States / Union Territories
- Added 142 branches/ Satellite Offices in the last ten years. 4 branches added during the FY 2020-21



Financials

- Last Five Year O/s Growth /CAGR (Mar.16 ~ Mar.21) :15.74%
- Net Interest Income: Rs.372.94 Cr
- Operating Profit: Rs. 315.39 Cr
- PAT: Rs.232.49 Cr
- Successfully migrated to IND AS w.e.f. 01.04.2018 as prescribed U/S 133 of the Companies Act 2013



Vision

- To increase lending to new home aspirants, enhance value for our stakeholders, uphold our ethics and good corporate governance

BOARD OF DIRECTORS



Shri L V Prabhakar
Chairman



Shri Girish Kousgi
Managing Director & CEO



Shri Debashish Mukherjee
Director (Promoter)



Shri G Naganathan
Director (Independent)



Dr. Yeluri Vijayanand
Director (Independent)

BOARD OF DIRECTORS



Shri Satish Kumar Kalra
Director (Independent)



Smt Shubhalakshmi Panse
Director (Independent)



Shri Amitabh Chatterjee
Director (Promoter)



Shri Ajay Kumar
Director (Independent)

PERFORMANCE HIGHLIGHTS - FY22

1. Disbursements during the quarter Q2 increased by 153% YOY
2. Loan Book reached Rs. 23584 Cr (+13%) with a clientele base of 1.86 lakh.
3. NII: Rs.191.78 Cr, PBT: Rs. 169.04 Cr and PAT: Rs. 123.64 Cr.
4. NIM: 3.40%, RoAA: 2.08%,
5. RoE: 16.43% and EPS: 17.46Rs.
6. Cost to Income Ratio:16.97 %,
7. DER: 7.32 , CRAR:25.22 %
8. Gross NPA 0.78% & Net NPA 0.47%.
9. 82% of fresh loan approvals during FY were for Housing.
10. The Salaried and Professional segment constitutes 74% of the outstanding loan book as on Sept ' 21. Housing forms 90% of the Loan Book and NHL, 10%.
11. Average ticket size of incremental housing and non-housing loans is Rs.21.02 Lakh and Rs.9.41 Lakh respectively.



PERFORMANCE HIGHLIGHTS – Q2FY22

Amount in Rs. Cr

| Sl. No. | Particulars | As per IND AS | | | As per IND AS | |
|---------|---|---------------|---------------|---------------|---------------|----------------|
| | | Sep'21 (3m) | Jun'21 (3m) | Sep'20 (3m) | Sep'21 (6m) | Sep'20 (6m) |
| 1 | New Approvals | 2288 | 829 | 851 | 3117 | 1115 |
| 2 | Disbursements | 2208 | 894 | 825 | 3102 | 1225 |
| 3 | Outstanding Loan Book | 23584 | 22221 | 20830 | 23584 | 20830 |
| 4 | Interest Income | 462.60 | 449.20 | 524.04 | 911.80 | 1046.15 |
| 5 | Fees & Other Income | 5.29 | 1.64 | 1.77 | 6.93 | 2.16 |
| 6 | Total Income | 467.89 | 450.84 | 525.81 | 918.73 | 1048.31 |
| 7 | Interest Expenditure | 270.82 | 268.04 | 313.45 | 538.85 | 644.28 |
| 8 | Other Expenditure | 34.23 | 30.25 | 25.21 | 64.48 | 46.70 |
| 9 | Total Expenditure | 305.05 | 298.29 | 338.66 | 603.33 | 690.98 |
| 10 | Profit Before Tax & Provisions | 162.84 | 152.54 | 187.15 | 315.39 | 357.34 |
| 11 | Net Interest Income | 191.78 | 181.16 | 210.48 | 372.94 | 401.76 |
| 12 | Cost to Income Ratio (%) (excluding Bad debts) | 17.37% | 16.55% | 11.88% | 16.97% | 11.56% |

(Contd...)

PERFORMANCE HIGHLIGHTS – Q2 FY22

Amount in Rs. Cr

| Sl. No. | Particulars | As per IND AS | | | As per IND AS | |
|---------|---|---------------|-------------|-------------|---------------|-------------|
| | | Sep'21 (3m) | Jun'21 (3m) | Sep'20 (3m) | Sep'21 (6m) | Sep'20 (6m) |
| 13 | Provisions for SA & NPA | (6.20) | 6.55 | 15.10 | 0.35 | 59.24 |
| 14 | Profit Before Tax | 169.04 | 146.00 | 172.05 | 315.05 | 298.09 |
| 15 | Provision for Taxation & DTL | 45.41 | 37.15 | 43.63 | 82.56 | 76.52 |
| 16 | Profit After Tax | 123.64 | 108.85 | 128.42 | 232.49 | 221.57 |
| 17 | Other Comprehensive Income (net of tax) | (0.58) | 0.12 | 0.01 | (0.46) | (0.19) |
| 18 | Total Comprehensive income | 123.06 | 108.97 | 128.43 | 232.02 | 221.38 |
| 19 | Earnings per share* | 9.29 | 8.17 | 9.64 | 17.46 | 16.64 |
| 20 | Profit Margin | 26.42% | 24.14% | 24.42% | 25.31% | 21.14% |
| 21 | Gross NPA | 185.08 | 199.99 | 149.90 | 185.08 | 149.90 |
| 22 | Gross NPA Ratio (%) | 0.78% | 0.90% | 0.72% | 0.78% | 0.72% |
| 23 | Net NPA | 110.31 | 126.49 | 95.35 | 110.31 | 95.35 |
| 24 | Net NPA Ratio(%) | 0.47% | 0.57% | 0.46% | 0.47% | 0.46% |

(Contd...)

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

KEY FINANCIAL RATIOS – Q2 FY22

Amount in Rs. Cr

| Sl. No. | Particulars | PERIOD ENDED | | |
|---------|--|---------------|---------------|---------------|
| | | Sep'21 | Jun'21 | Sep'20 |
| 1 | Return on Avg Assets (Annualised) | 2.08% | 1.97% | 2.13% |
| 2 | Return on Avg Equity (Annualised) | 16.43% | 15.97% | 18.78% |
| 3 | Earning Per Share (Rs.) | 17.46 | 8.17 | 16.64 |
| 4 | Net Interest Margin (%) | 3.40% | 3.31% | 4.09% |
| 5 | Yield (%) | 7.99% | 8.06% | 9.96% |
| 6 | Cost (%) | 5.57% | 5.66% | 7.10% |
| 7 | Spread (%) | 2.42% | 2.40% | 2.86% |
| 8 | Avg. Business Per Branch (Rs. Crore) | 120.33 | 113.35 | 106.65 |
| 9 | Avg. Business per Employee (Rs. Crore) | 26.80 | 25.94 | 25.00 |
| 10 | Cost Income Ratio (%) | 16.97% | 16.55% | 11.56% |
| 11 | DER | 7.32 | 7.17 | 7.78 |
| 12 | Capital Adequacy Ratio (%) * | 25.22 | 26.12 | 24.77 |
| 13 | of this Tier I Ratio (%) | 23.47 | 24.33 | 22.49 |

LENDING BASKET

CATEGORY-WISE PRODUCT-WISE DISTRIBUTION OF LOAN BOOK



Amount in Rs. Cr

| Sl. No. | Category/Product | Jun-20 | Sept-20 | Dec-20 | Mar-21 | Sep-21 |
|---------|---|--------------|--------------|--------------|--------------|--------------|
| | | O/s Amt. | O/s Amt. | O/s Amt. | O/s Amt. | O/s Amt. |
| 1 | Salaried & Professionals | | | | | |
| | i) Housing Loans | 13676 | 13750 | 14013 | 14920 | 16124 |
| | ii) Top-up Personal Loans | 485 | 483 | 499 | 553 | 625 |
| | iii) Mortgage Loans/ Flexilap | 395 | 393 | 399 | 459 | 525 |
| | iv) Loans for Sites | 165 | 158 | 149 | 152 | 150 |
| | v) Others | 37 | 35 | 33 | 31 | 30 |
| | Sub Total | 14758 | 14819 | 15093 | 16115 | 17454 |
| | (As a % to total) | 71% | 71% | 72% | 73% | 74% |
| 2 | Non Salaried Class- Self Employed & Non Professionals | | | | | |
| | i) Housing Loans | 5122 | 5073 | 4998 | 5052 | 5171 |
| | ii) Top-up Personal Loans | 256 | 249 | 243 | 249 | 258 |
| | iii) Mortgage Loans/Flexi Lap | 556 | 544 | 530 | 549 | 568 |
| | iv) Loans for Sites | 69 | 66 | 62 | 61 | 61 |
| | v) Others | 60 | 58 | 56 | 57 | 54 |
| | Sub Total | 6063 | 5990 | 5889 | 5968 | 6112 |
| | (As a % to total) | 29% | 29% | 28% | 27% | 26% |
| 3 | Builder Loans | 6 | 5 | 5 | 4 | 1 |
| | (As a % to total) | 0.03% | 0.02% | 0.02% | 0.02% | 0.02% |
| 4 | Staff Loans | 17 | 17 | 17 | 18 | 18 |
| | Grand Total | 20843 | 20831 | 21004 | 22105 | 23585 |

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 2020 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 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 4 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.

BRANCH NETWORK

(187 BRANCHES + 13 SATELLITE OFFICES)

- **Punjab** – Jalandhar
- **Chandigarh**
- **Rajasthan** – Alwar, Jaipur, Mansarovar, Kota, Udaipur, Ajmer, Jodhpur, Jhotwara, Jagatpura, Bhilwara
- **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 (27 branches), Belgaum, Davanagere, Hubli, Mysore, Mangalore, Mandya, Shimoga, Tumkur, Udupi, Hassan, Dharwad, Ballari, Haveri, Hoskote, Kalaburagi, **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 (10 branches), Siddipet, Warangal, Karimnagar, Khammam, Mancheril, Nizamabad
- **Delhi** – Nehru Place, Pitampura
- **Haryana** – Gurgaon, Manesar, Sonapat, Faridabad, Dharuhera, Rewari, Karnal, Ambala, Rohtak, Palwal, Gurgaon 2





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.