

#### **CAN FIN HOMES LTD**

Registered Office No. 29/1, 1st Floor, Sir M N Krishna Rao Road Basavanagudi, BENGALURU – 560 004 E-mail: investor.relationship@canfinhomes.com Tel: 080 26564259 Fax :080 26565746 Web: www.canfinhomes.com

CFHRO SE CS LODR 014/2020 January 20, 2020

ONLINE SUBMISSION

CIN: L85110KA1987PLC008699

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

Dear Sirs,

Sub: Submission of Investor Presentation - Post Q3 FY20 results

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are attaching the Investor Presentation, post Q3 FY20 results.

The investor presentation is also made available on the Company's website <a href="https://www.canfinhomes.com">www.canfinhomes.com</a>

The above intimation and document may please be taken on record.

Thanking you,

Yours faithfully, For Can Fin Homes Ltd.,

Veena G Kamath Company Secretary

Encl: As above.

Regd. Off.

No. 291, 1st Floor,

MN.K. Rao Road,



Can Fin Homes Ltd. at a Glance

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

### Information to Investors

Q3FY20 ended December 2019



### **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 (71% of business) as at December 2019



#### **Focus**

- To promote home ownership across India, with a motto of friendship finance and good service
- To focus on Housing loan to Individuals (December 2019: 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 160 branches, 21 Affordable Housing Loan Centers & 14 Satellite Offices as on date; spread across 21 States / Union Territories
- Added 139
   branches/ Satellite
   Offices in the
   last Five years. 7
   branches added
   during the HY



#### **Financials**

- → Last Five Year Growth /CAGR (Mar.14 ~ Mar.19):
- Fresh
   Approvals: 15%,
   Disbursements: 17%
   Loan Book: 26%
- Net Interest Income:
   32% Operating
   Profit: 33%, PAT:
   31%
- Successfully migrated to IND AS w.e.f. 01.04.2018 as prescribed U/S 133 of the Companies Act 2013



#### **Vision**

To reach the loan book size of Rs.40,000 Crore by March 2022 (CAGR of 26%) 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



**Sri Girish Kousgi**Managing Director & CEO



Shri Debashish Mukherjee
Director (Promoter)

Executive Director Canara Bank



**Shri Shreekant M Bhandinad** 

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)

Chief General Manager Canara Bank



### **PERFORMANCE HIGHLIGHTS -Q3 FY20**

- → Loan Book surpassed the Rs.20,000 crore mark with a clientele base of 1.55 lakh
- → Y-o-Y Loan Book Growth of 15%
- → PAT up by 41% in Q3 FY20 over Q3 FY19.
- → NIM: 3.42%, RoAA\*: 1.98%, RoE\*: 19.74% and EPS: Rs.21.42 \* Annualised
- → Cost to Income Ratio: 15.55%.
- → Gross NPA & Net NPA stood at 0.80% & 0.59%.
- → 71% of fresh loan approvals were to Salaried & Professionals while 29% were to SENP segment in Q3



# PERFORMANCE HIGHLIGHTS -Q3 FY20

			As per IND AS	As per IND AS		
SI. No.	Particulars	DEC'19 (3m)	SEP'19 (3m)	DEC'18 (3m)	DEC'19 (9m)	DEC'18 (9m)
1	New Approvals	1,617.31	1,424.00	1,483.10	4,330.00	4,214.00
2	Disbursements	1,476.65	1,334.00	1,318.09	4,087.00	3,925.00
3	Outstanding Loan Book	572.44	572.44 596.00		20,171.57	17,568.14
4	Interest Income	507.77	493.97	437.61	1478.97	1248.17
7	Fees & Other Income	9.02	6.70	6.34	22.62	20.25
6	Total Income	516.79	500.67	443.95	1501.59	1268.42
7	Interest Expenditure	339.14	337.86	301.50	1005.64	855.37
8	Other Expenditure	27.53	25.64	21.56	77.11	59.15
9	Total Expenditure	366.67	363.50	323.06	1082.75	914.52
10	Profit Before Tax & Provisions	150.12	137.17	120.89	418.84	353.90
11	Net Interest Income	168.63	156.11	136.11	473.34	392.79
12	Cost to Income Ratio (%) (excluding Bad debts)	15.55%	15.58%	14.32%	15.55%	14.32%



# PERFORMANCE HIGHLIGHTS -Q3 FY20

		As per IND AS			As per IND AS		
SI. No.	Particulars	DEC'19 (3m)	SEP'19 (3m)	DEC'18 (3m)	DEC'19 (9m)	DEC'18 (9m)	
13	Profit Before Tax & Provisions	150.12	137.17	120.89	418.84	353.90	
14	Provision for SA & NPA	4.55	6.27	0.00	19.48	0.00	
15	Profit Before Tax	145.57	130.89	120.89	399.36	353.90	
16	Provision for Taxation & DTL	38.96	33.27	45.08	114.15	123.30	
17	Profit After Tax	106.61	97.62	75.81	285.21	230.60	
18	Other Comprehensive Income (net of tax)	0.47	0.50	1.61	1.48	0.75	
19	Total Comprehensive income	106.14	97.12	74.20	283.72	229.85	
20	Earnings per share*	8.01	7.33	5.69	21.42	17.32	
21	Gross NPA	160.96	154.77	124.95	160.96	124.95	
22	Gross NPA Ratio (%)	0.80%	0.79%	071%	0.80%	0.71%	
23	Net NPA	118.72	113.19	89.08	118.72	89.08	
24	Net NPA Ratio(%)	0.59%	0.58%	0.51%	0.59%	0.51%	

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



# **KEY FINANCIAL RATIOS - Q3 FY20**

		PERIOD ENDED				
SI. No.	Particulars	DEC '19	SEP'19	DEC'18		
1	Return on Avg Assets (Annualised)	1.98%	1.88%	1.87%		
2	Return on Avg Equity (Annualised)	19.74	19.10	19.19		
3	Earning Per Share (Rs.)	21.42	13.41	17.32		
4	Net Interest Margin (%)	3.42%	3.34%	3.31%		
5	Yield (%)	10.20%	10.23%	10.06%		
6	Cost (%)	7.88%	7.95%	7.89%		
7	Spread (%)	2.32%	2.28%	2.17%		
8	Avg. Business Per Branch	109.70	108.27	109.12		
9	Avg. Business per Employee	23.94	23.63	25.35		
10	Cost Income Ratio (%)	15.55%	15.58%	14.32%		
11	DER	8.68	8.91	9.11		
12	Capital Adequacy Ratio (%)	22.07	18.82	19.39		
13	of this Tier I Ratio (%)	20.37	17.29	17.53		



### **LENDING BASKET**

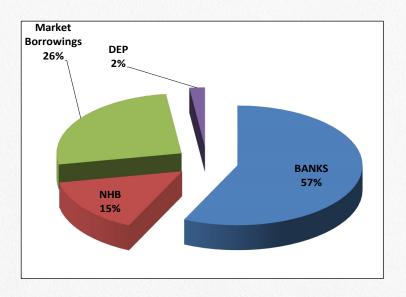
Category-wise Product-wise Distribution of Loan Book

Dec-18   Mar-19   Jun-19   Sep-19					Amount in As. Cro						
1   Salaried & Professionals   11,624   12012   12441   12860     ii)   Housing Loans   11,624   12012   12441   12860     iii)   Top-up Personal Loans   388   412   425   445     iii)   Mortgage Loans/ Flexilap   371   379   382   381     iv)   Loans for Sites   138   234   244   164     v)   Others   38   27   28   39     Sub Total   12,559   13,064   13520   13,889     (As a % to total)   71%   71%   71%   71%     2   Non Salaried Class-Self Employed & Non Professionals     ii)   Housing Loans   4,169   4407   4552   4792     iii)   Top-up Personal Loans   209   222   231   241     iii)   Mortgage Loans/Flexi Lap   485   508   515   524     iv)   Loans for Sites   59   96   100   70     v)   Others   59   56   57   61     Sub Total   4,980   5289   5455   5688     (As a % to total)   28%   29%   29%   29%     3   Builder Loans   12   11   11   6     (As a % to total)   0.06%   0.06%   0.06%   0.03%	Category/Product			Dec-18	Mar-19	Jun-19	Sep-19	Dec-19			
i) Housing Loans  ii) Top-up Personal Loans  388 412 425 445  iii) Mortgage Loans/ Flexilap  371 379 382 381  iv) Loans for Sites  138 234 244 164  v) Others  38 27 28 39  Sub Total 12,559 13,064 13520 13,889  (As a % to total) 71% 71% 71% 71%  2 Non Salaried Class- Self Employed & Non Professionals  i) Housing Loans  4,169 4407 4552 4792  iii) Top-up Personal Loans  209 222 231 241  iiii) Mortgage Loans/Flexi Lap  485 508 515 524  iv) Loans for Sites  59 96 100 70  v) Others  59 56 57 61  Sub Total 4,980 5289 5455 5688  (As a % to total) 28% 29% 29%  3 Builder Loans  1 11 6  (As a % to total) 0.06% 0.06% 0.06% 0.06%				O/s Amt.	O/s Amt.	O/s Amt.	O/s Amt.	O/s Amt.			
ii)       Top-up Personal Loans       388       412       425       445         iii)       Mortgage Loans/ Flexilap       371       379       382       381         iv)       Loans for Sites       138       234       244       164         v)       Others       38       27       28       39         Sub Total       12,559       13,064       13520       13,889         1       Von Salaried Class- Self Employed & Non Professionals       71%       71%       71%       71%         2       Non Salaried Class- Self Employed & Non Professionals       4,169       4407       4552       4792         ii)       Housing Loans       209       222       231       241         iii)       Mortgage Loans/Flexi Lap       485       508       515       524         iv)       Loans for Sites       59       96       100       70         v)       Others       59       56       57       61         Sub Total       4,980       5289       5455       5688         (As a % to total)       28%       29%       29%       29%         3       Builder Loans       12       11       11 <td< th=""><th colspan="3">Salaried &amp; Professionals</th><th></th><th></th><th></th><th></th><th></th></td<>	Salaried & Professionals										
iii)       Mortgage Loans/ Flexilap       371       379       382       381         iv)       Loans for Sites       138       234       244       164         v)       Others       38       27       28       39         Sub Total       12,559       13,064       13520       13,889         (As a % to total)       71%       71%       71%       71%         2       Non Salaried Class- Self Employed & Non Professionals       4,169       4407       4552       4792         ii)       Housing Loans       4,169       4407       4552       4792         iii)       Top-up Personal Loans       209       222       231       241         iii)       Mortgage Loans/Flexi Lap       485       508       515       524         iv)       Loans for Sites       59       96       100       70         v)       Others       59       56       57       61         Sub Total       4,980       5289       5455       5688         (As a % to total)       28%       29%       29%       29%         3       Builder Loans       12       11       11       6 <th>Но</th> <th>Housing Loans</th> <th></th> <th>11,624</th> <th>12012</th> <th>12441</th> <th>12860</th> <th>13255</th>	Но	Housing Loans		11,624	12012	12441	12860	13255			
iv) Loans for Sites 138 234 244 164 v) Others 38 27 28 39  Sub Total 12,559 13,064 13520 13,889  (As a % to total) 71% 71% 71% 71%  Non Salaried Class- Self Employed & Non Professionals i) Housing Loans 4,169 4407 4552 4792 ii) Top-up Personal Loans 209 222 231 241 iii) Mortgage Loans/Flexi Lap 485 508 515 524 iv) Loans for Sites 59 96 100 70 v) Others 59 56 57 61  Sub Total 4,980 5289 5455 5688  (As a % to total) 28% 29% 29% 29% 3 Builder Loans 12 11 11 6  (As a % to total) 0.06% 0.06% 0.06% 0.03%	Top	Top-up Personal Loans	388	412	425	445	466				
V   Others   38   27   28   39	Mc	Mortgage Loans/ Flexilap		371	379	382	381	390			
Sub Total         12,559         13,064         13520         13,889           (As a % to total)         71%         71%         71%         71%           2         Non Salaried Class- Self Employed & Non Professionals         4,169         4407         4552         4792           ii)         Housing Loans         209         222         231         241           iii)         Mortgage Loans/Flexi Lap         485         508         515         524           iv)         Loans for Sites         59         96         100         70           v)         Others         59         56         57         61           Sub Total         4,980         5289         5455         5688           (As a % to total)         28%         29%         29%         29%           3         Builder Loans         12         11         11         6           (As a % to total)         0.06%         0.06%         0.06%         0.03%	Lo	Loans for Sites		138	234	244	164	171			
(As a % to total)       71%       71%       71%         2 Non Salaried Class- Self Employed & Non Professionals       4,169       4407       4552       4792         ii) Housing Loans       209       222       231       241         iii) Mortgage Loans/Flexi Lap       485       508       515       524         iv) Loans for Sites       59       96       100       70         v) Others       59       56       57       61         Sub Total       4,980       5289       5455       5688         (As a % to total)       28%       29%       29%       29%         3       Builder Loans       12       11       11       6         (As a % to total)       0.06%       0.06%       0.06%       0.03%	Ot	Others		38	27	28	39	38			
2       Non Salaried Class- Self Employed & Non Professionals         i)       Housing Loans       4,169       4407       4552       4792         ii)       Top-up Personal Loans       209       222       231       241         iii)       Mortgage Loans/Flexi Lap       485       508       515       524         iv)       Loans for Sites       59       96       100       70         v)       Others       59       56       57       61         Sub Total       4,980       5289       5455       5688         (As a % to total)       28%       29%       29%       29%         3       Builder Loans       12       11       11       6         (As a % to total)       0.06%       0.06%       0.06%       0.03%			12,559	13,064	13520	13,889	14,320				
i) Housing Loans 4,169 4407 4552 4792 ii) Top-up Personal Loans 209 222 231 241 iii) Mortgage Loans/Flexi Lap 485 508 515 524 iv) Loans for Sites 59 96 100 70 v) Others 59 56 57 61  Sub Total 4,980 5289 5455 5688  (As a % to total) 28% 29% 29% 29% 3 Builder Loans 12 11 11 6	(As a % to total)				71%	71%	71%	71%			
ii)       Top-up Personal Loans       209       222       231       241         iii)       Mortgage Loans/Flexi Lap       485       508       515       524         iv)       Loans for Sites       59       96       100       70         v)       Others       59       56       57       61         Sub Total       4,980       5289       5455       5688         (As a % to total)       28%       29%       29%       29%         3       Builder Loans       12       11       11       6         (As a % to total)       0.06%       0.06%       0.06%       0.03%	n Salc	alaried Class-Self Employed & No	on Professionals								
iii)       Mortgage Loans/Flexi Lap       485       508       515       524         iv)       Loans for Sites       59       96       100       70         v)       Others       59       56       57       61         SubTotal       4,980       5289       5455       5688         (As a % to total)       28%       29%       29%       29%         3       Builder Loans       12       11       11       6         (As a % to total)       0.06%       0.06%       0.06%       0.03%	Но	Housing Loans		4,169	4407	4552	4792	4928			
iv)       Loans for Sites       59       96       100       70         v)       Others       59       56       57       61         Sub Total       4,980       5289       5455       5688         (As a % to total)       28%       29%       29%       29%         3       Builder Loans       12       11       11       6         (As a % to total)       0.06%       0.06%       0.06%       0.03%	Top	Top-up Personal Loans		209	222	231	241	252			
V)     Others     59     56     57     61       Sub Total     4,980     5289     5455     5688       (As a % to total)     28%     29%     29%     29%       3     Builder Loans     12     11     11     6       (As a % to total)     0.06%     0.06%     0.06%     0.03%	Мс	Mortgage Loans/Flexi Lap		485	508	515	524	536			
Sub Total         4,980         5289         5455         5688           (As a % to total)         28%         29%         29%         29%           3         Builder Loans         12         11         11         6           (As a % to total)         0.06%         0.06%         0.06%         0.03%	Lo	Loans for Sites		59	96	100	70	70			
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3 Builder Loans 12 11 11 6 (As a % to total) 0.06% 0.06% 0.06% 0.03%			Sub Total	4,980	5289	5455	5688	5850			
(As a % to total) 0.06% 0.06% 0.06% 0.03%			(As a % to total)	28%	29%	29%	29%	29%			
	der Lo	er Loans		12	11	11	6	7			
4 Chaff Lorens 17 17 17 17			(As a % to total)	0.06%	0.06%	0.06%	0.03%	0.03%			
4 Staff Loans 17 17 17 17	f Loa	oans		17	17	17	17	17			
Grand Total 17,569 18,381 19,003 19,600			17,569	18,381	19,003	19,600	20,194				

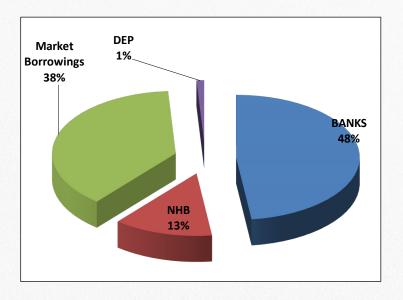


### **FUNDING BASKET**

#### Funding Mix @ DEC 2019 (as %)



#### Funding Mix @ DEC 2018 (as %)

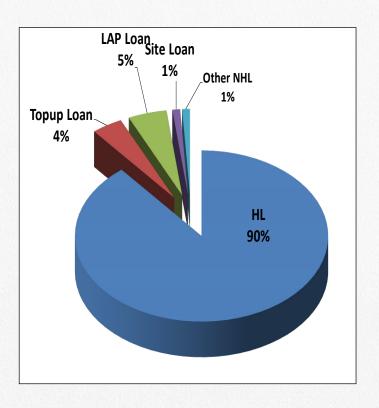


Cost of borrowings contained at 7.88% (vs 7.90% in Mar 19&7.89% in Dec'18,)

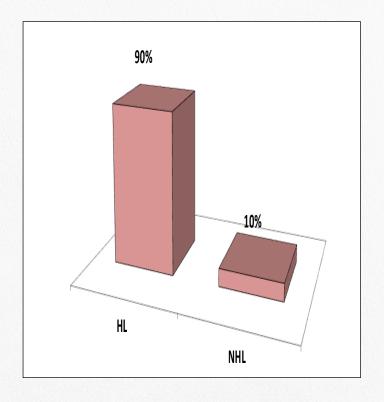


## **PORTFOLIO DETAILS**

#### Portfolio Break-up



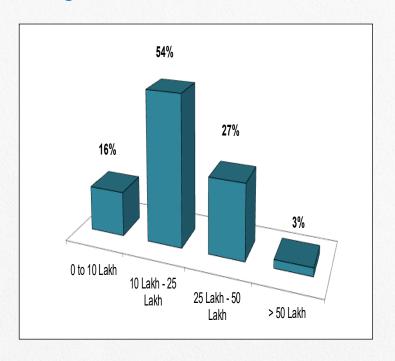
#### **Product category**



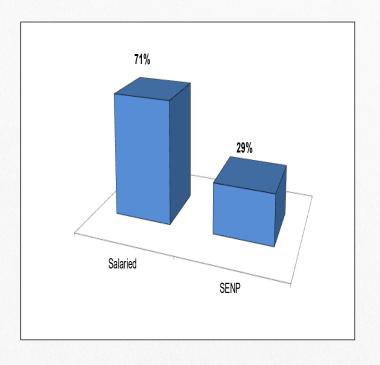


### **AVERAGE TICKET SIZE AND PROFILE OF CUSTOMER**

#### **Average Ticket Size**



#### **Customer Category**



# LIQUIDITY POSITION

Amount in Rs. Crore

Particulars	For Q4FY20 ending Mar.20	For Q1FY21 ending Jun.20	For Q2FY21 ending Sep.20
Un-availed limits as on 31/12/2019 (Opening Balance)	4,137.84	2,491.80	2,411.84
Add: Collections	1,650.00	1,600.00	1700.00
Less: Interest and principal repayment on borrowings	2,846.04	1,879.96	1,165.80
Less: Disbursements	1,950.00	1,800.00	1,900.00
Add: Future borrowings	1,500.00	2,000.00	1,000.00
Surplus/(Deficit) – (Closing Balance)	2,491.18	2,411.84	2,046.04

In addition to the above, the Company can further raise Rs.5,913 Crore from Money market.



### **BRANCH NETWORK**

(195 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, Jabalpur, Pithampur, Sagar, Rewa

#### Chhattisgarh

Raipur, Bilaspur, Bhilai

#### Maharashtra

Kolhapur, Navi Mumbai, Mumbai, Nagpur, Panvel, Kalyan, Pune, Nashik, Boisar, Chakan, Hinjewadi, Aurangabad,

#### **Bihar**

Patna

#### Karnataka

Bengaluru (21 branches), Belgaum, Davanagere, Hubli, Mysore, Mangalore, Mandya, Shimoga, Tumkur, Udupi, Hassan, Doddaballapur, Ramanagaram, Attibele, Thanisandra, Whitefield, Dharwad, Bellari

#### Kerala

Calicut, Kochi, Thiruvananthapuram, Thrissur, Shoranur, Neyyattinkara

#### Odisha

Bhubaneshwar, Berhampur Jharsuguda

#### Tamilnadu

Hosur, Chennai (9 branches), Madurai, Namakkal, Trichy, Coimbatore, Salem, Erode, Vellore, Thiruchengode, Dindigul, Karur, Virudhunagar, Tirunelveli, CBE-PN Palyam, Tirupur,, Kumbakonam, Thoothukudi, Gobichettipalayam, Thirumangalam, Batlagundu, Pollachi, Thanjavur, Theni

#### Kerala

Calicut, Kochi, Thiruvananthapuram, Thrissur, Shoranur, Neyyattinkara

#### 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, Vijayawada, Vizag-Steel Plant, Rajahmundry, Kurnool, Vizianagaram, Gollapudi, Tenali, Eluru, angalagiri, Srikakulam

#### **Telangana**

Hyderabad (8 branches), Siddipet, Warangal, Karimnagar, Khammam, Sangareddy,Ghatkesar,Mancherial A S Rao Nagar.

#### Delhi

Nehru Place, Pitampura

#### Haryana

Gurgaon, Manesar, Sonepat, Faridabad, Dharuhera, Rewari, Karnal, Ambala, Rohtak, Palwal



### STRATEGIC INITIATIVES

#### Branch expansion focus on Tier II/III Growth Centres .. Pan India

Network increased from 41 branches as at Mar'11 .. to 140 at Mar'16 .. to 195 now (181 Br/AHLCs + 14 SOs) of this Non-South network increased from 18 branches at Mar'11 .. to 40 at Mar'16 .. to 76 presently (76 Br/AHLCs + 1 SO)

Contribution of Non-South branches to New Business/Approvals increased from 23% for FY16 to 29% for Q3FY20

Share of these branches in Total Loan Book increased from 24% at March 2016 to 28% as at December 2019

	No. of Branches			Share in Sanctions		Share in Ioan book		YoY Gr for FY 20
Pop Group	Mar.16	New Add	Dec19	Mar 16	Dec 19	Mar.16	Dec 19	Loan Book
Metro	54	12	66	<b>72</b> %	55%	77%	64%	9%
Non Metro	56	59	115	28%	45%	23%	36%	28%



### **FUTURE OUTLOOK**



#### **Branch Expansion Plan for 2019-20:**

- → 10 New Branches to be opened in growth centres
- → Total Network (Branch/AHLC & SOs) to reach 200 by Mar'20
- → Focus on Affordable Housing with a proper mix of Non-Housing segments
- → Salaried & Professional class would continue to be our niche segments
- → Raising of fresh equity upto Rs.1000 Crore through Rights Issue/QIP / Pref Share

Being expressed during Investor/ Analyst Meet, TV Interviews, Press Releases, one-to-one interactions etc.





# 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.

