

CFHRO SE CS LODR 055/2020  
16/06/2020

ONLINE SUBMISSION

<b>National Stock Exchange of India Ltd.,</b> Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E) Mumbai - 400 051  NSE Symbol: CANFINHOME	<b>BSE Limited</b> 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 Q4 FY20 results  
Ref: Our letter CFHRO SE CS LODR 050/2020 dated 15/06/2020  
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Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are attaching the Investor Presentation, post Q4 FY20 results.

The investor presentation is also made available on [www.canfinhomes.com](http://www.canfinhomes.com) the Company's website.

The above document may please be taken on record.

Thanking you,

Yours faithfully,  
**For Can Fin Homes Ltd.,**

  
**Veena G Kamath**  
**AGM & Company Secretary**

Encl: As above.



# Can Fin Homes Ltd. at a Glance

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

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## 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



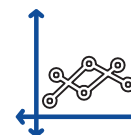
## Focus

- 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



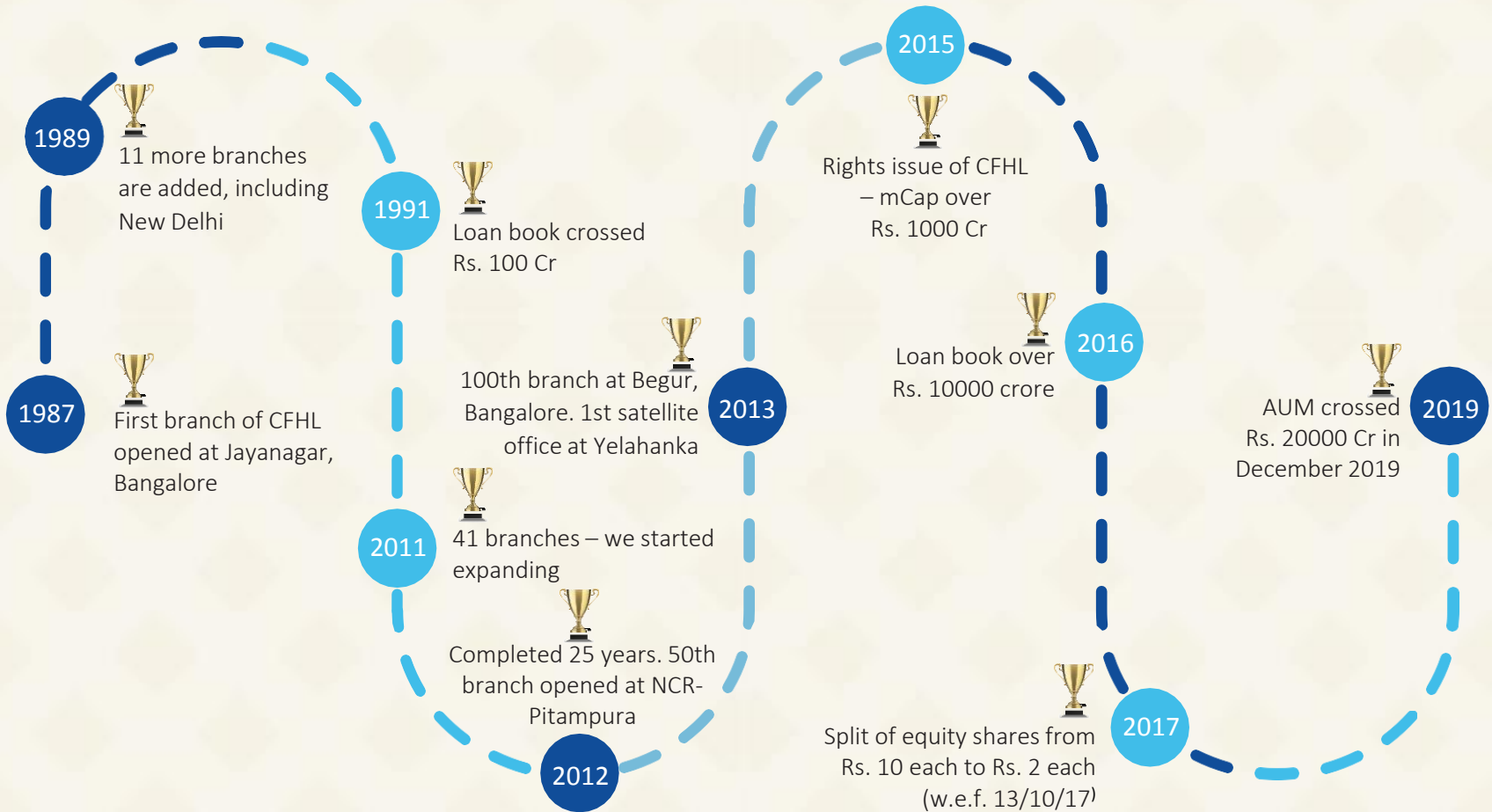
**Dr. Yeluri Vijayanand**  
Director (Independent)  
Former Dy. Managing Director  
State Bank of India



**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

05

More than 70% of our lending is to salaried class

02

Best Asset Quality amongst Peers

06

Sustainable NIM, ROA and ROE

03

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

07

Consistency in profit making and dividend pay out

04

Concentration on middle and lower income category

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	<b>Outstanding Loan Book Growth</b>	<b>536.90</b>	<b>572.44</b>	<b>812</b>	<b>2327</b>	<b>2638</b>
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	<b>Total Income</b>	<b>528.86</b>	<b>516.79</b>	<b>462.93</b>	<b>2030.45</b>	<b>1731.35</b>
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	<b>Profit Before Tax &amp; Provisions</b>	<b>159.76</b>	<b>150.12</b>	<b>117.58</b>	<b>578.63</b>	<b>470.60</b>
11	<b>Net Interest Income</b>	<b>186.26</b>	<b>170.20</b>	<b>137.79</b>	<b>674.70</b>	<b>544.14</b>
12	<b>Cost to Income Ratio (%)</b> (excluding Bad debts)	<b>15.68%</b>	<b>15.55%</b>	<b>16.30%</b>	<b>15.68%</b>	<b>16.30%</b>

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

(Contd...)



# PERFORMANCE HIGHLIGHTS - Q4 FY20

Amount in Rs. Cr

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14	Provision for SA & NPA	40.83	4.55	1.09	60.32	1.09	
15	<b>Profit Before Tax</b>	<b>118.93</b>	<b>145.57</b>	<b>116.49</b>	<b>518.29</b>	<b>469.51</b>	<b>10.39%</b>
16	Provision for Taxation & DTL	28.02	38.96	49.47	142.17	172.77	-21.17%
17	<b>Profit After Tax</b>	<b>90.91</b>	<b>106.61</b>	<b>67.02</b>	<b>376.12</b>	<b>296.74</b>	<b>26.75%</b>
18	Other Comprehensive Income (net of tax)	-3.21	0.47	0.78	-1.71	0.03	
19	<b>Total Comprehensive income</b>	<b>94.11</b>	<b>106.14</b>	<b>67.79</b>	<b>374.41</b>	<b>296.77</b>	<b>26.16%</b>
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	<b>Gross NPA Ratio (%)</b>	<b>0.76%</b>	<b>0.80%</b>	<b>0.62%</b>	<b>0.76%</b>	<b>0.62%</b>	
23	Net NPA	111.85	118.72	79.47	111.85	79.47	77.80%
24	<b>Net NPA Ratio (%)</b>	<b>0.54%</b>	<b>0.59%</b>	<b>0.43%</b>	<b>0.54%</b>	<b>0.43%</b>	

\* 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	<b>Return on Avg Assets (Annualised)</b>	<b>1.93%</b>	<b>1.98%</b>	<b>1.76%</b>
2	<b>Return on Avg Equity (Annualised)</b>	<b>17.44%</b>	<b>19.74</b>	<b>18.16%</b>
3	Earning Per Share (Rs.)	28.25	21.42	22.29
4	<b>Net Interest Margin (%)</b>	<b>3.52%</b>	<b>3.42%</b>	<b>3.33%</b>
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	<b>Cost Income Ratio (%)</b>	<b>15.68%</b>	<b>15.55%</b>	<b>16.30%</b>
11	<b>DER</b>	<b>8.64</b>	<b>8.68</b>	<b>9.37</b>
12	<b>Capital Adequacy Ratio (%)</b>	<b>22.28</b>	<b>22.07</b>	<b>**16.44</b>
13	Of this Tier I Ratio (%)	20.47	20.37	**14.64

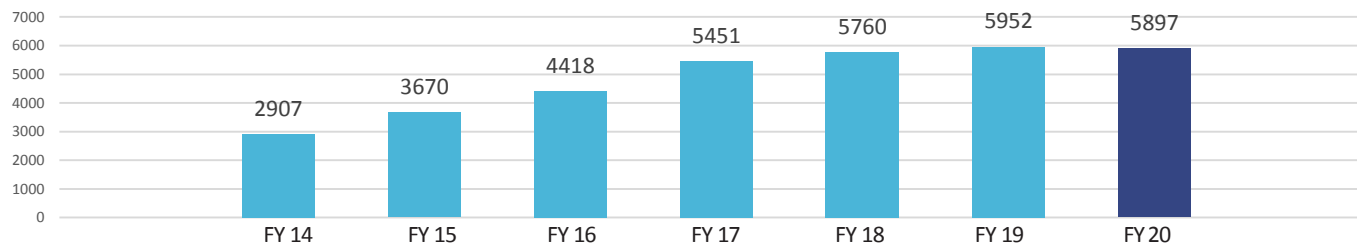
Financials for Previous Period realigned / restated as per revised Accounting Policy adopted under Ind-AS

\*\* 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

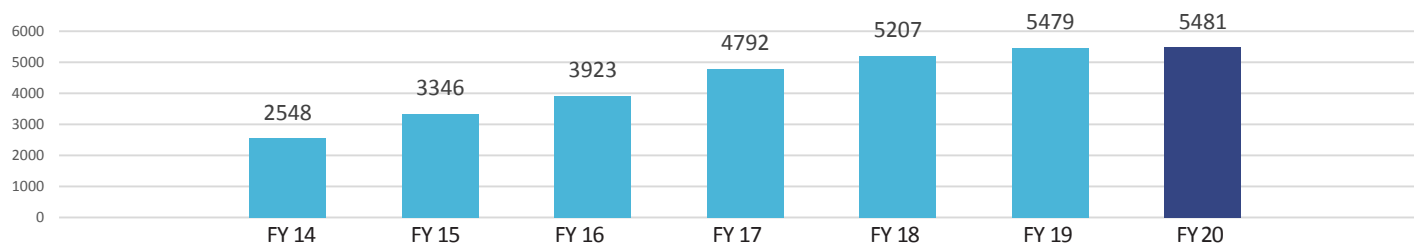
Amount in Rs. Cr

Fresh Approvals Annual Growth... Year on Year



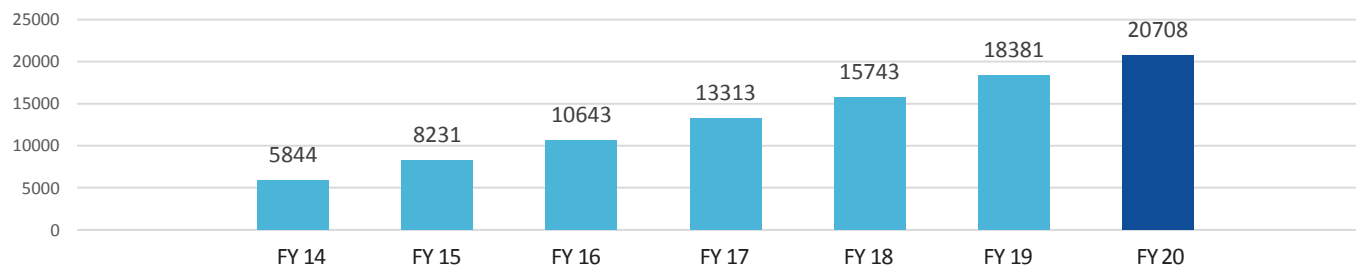
Fresh Approvals Year on Year

Disbursements Annual Growth... Year on Year



Disbursements Year on Year

Annual Loan Book Growth... Year on Year



Loan Book Growth Year on Year

# MOVEMENT OF NPA

Amount in Rs. Cr

Sl. No	Particulars	Previous Year	Current Year
<b>1</b>	<b>Movement of NPAs (Gross)</b>		
	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
<b>2</b>	<b>Movement of provisions for NPAs</b>		
	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

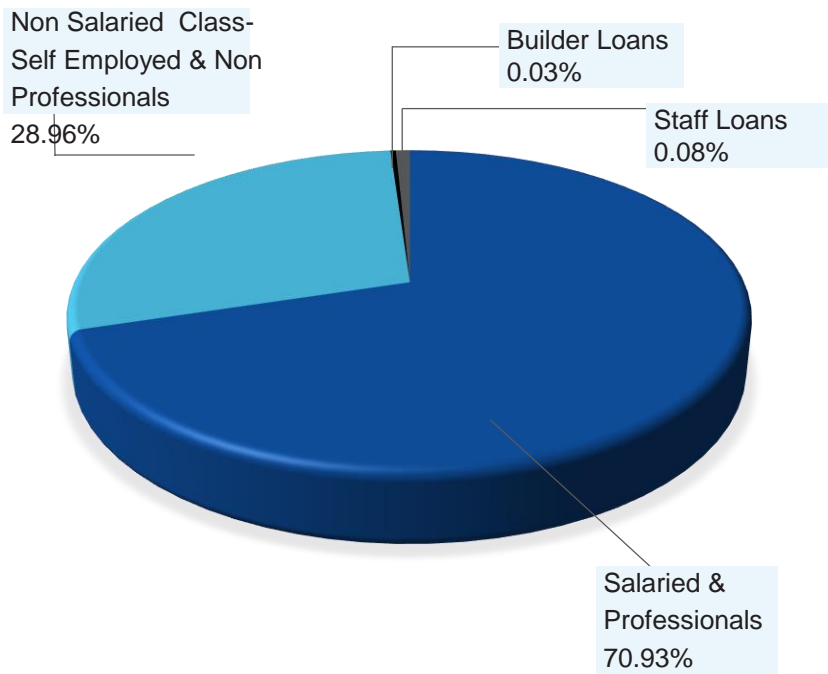
Sl. No	Category/Product	Mar-19	Jun-19	Sep-19	Dec-19	Mar-20
		O/s Amt.	O/s Amt.	O/s Amt.	O/s Amt.	O/s Amt.
<b>1</b>	<b>Salaried &amp; Professionals</b>					
i)	Housing Loans	12012	12441	12860	13255	13598
ii)	Top-up Personal Loans	412	425	445	466	486
iii)	Mortgage Loans/ Flexi lap	379	382	381	390	397
iv)	Loans for Sites	234	244	164	171	167
v)	Others	27	28	39	38	39
	<b>Sub Total</b>	<b>13,064</b>	<b>13520</b>	<b>13,889</b>	<b>14,320</b>	<b>14,689</b>
	(As a % to total)	71%	71%	71%	71%	71%
<b>2</b>	<b>Non Salaried Class- Self Employed &amp; Non Professionals</b>					
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
	<b>Sub Total</b>	<b>5289</b>	<b>5455</b>	<b>5688</b>	<b>5850</b>	<b>5996</b>
	(As a % to total)	29%	29%	29%	29%	29%
<b>3</b>	<b>Builder Loans</b>	11	11	6	7	6
	(As a % to total)	0.06%	0.06%	0.03%	0.03%	
<b>4</b>	<b>Staff Loans</b>	17	17	17	17	17
	<b>Grand Total</b>	<b>18,381</b>	<b>19,003</b>	<b>19,600</b>	<b>20,194</b>	<b>20,708*</b>

\* excluding Ind-AS adjustments



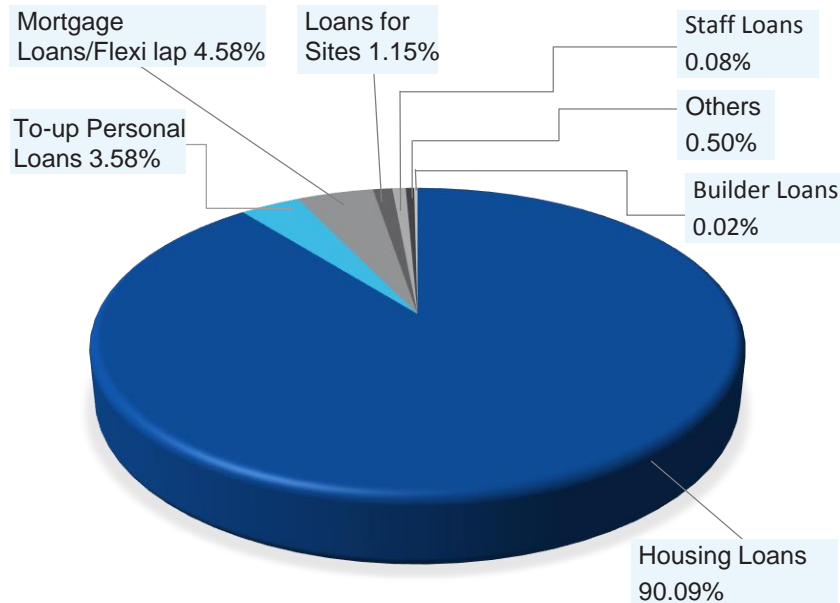
# LENDING BASKET

Category wise Lending Mix @ Mar 20(%)



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

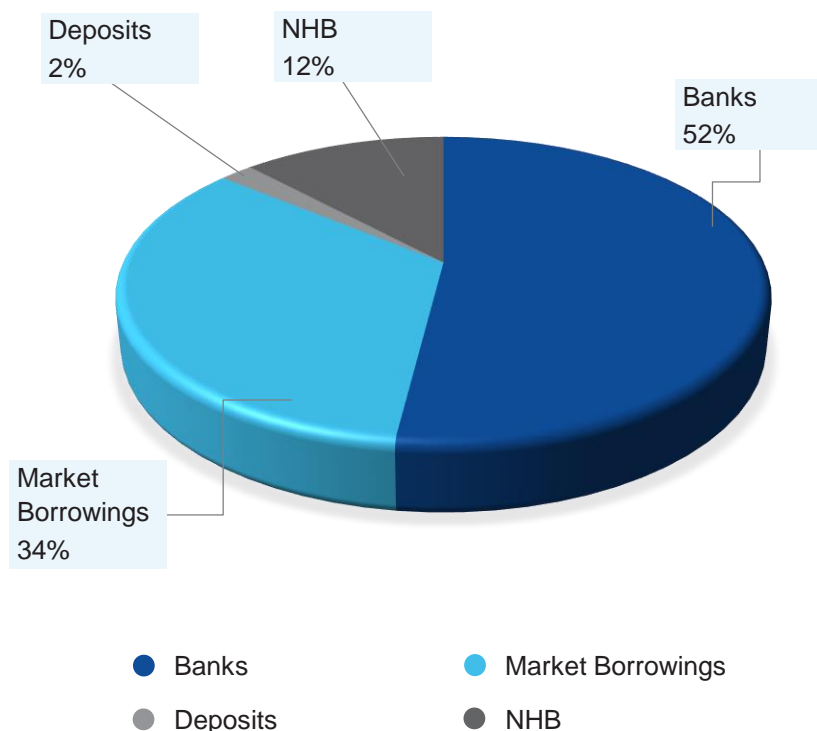
Product wise Lending Mix @ Mar 20(%)



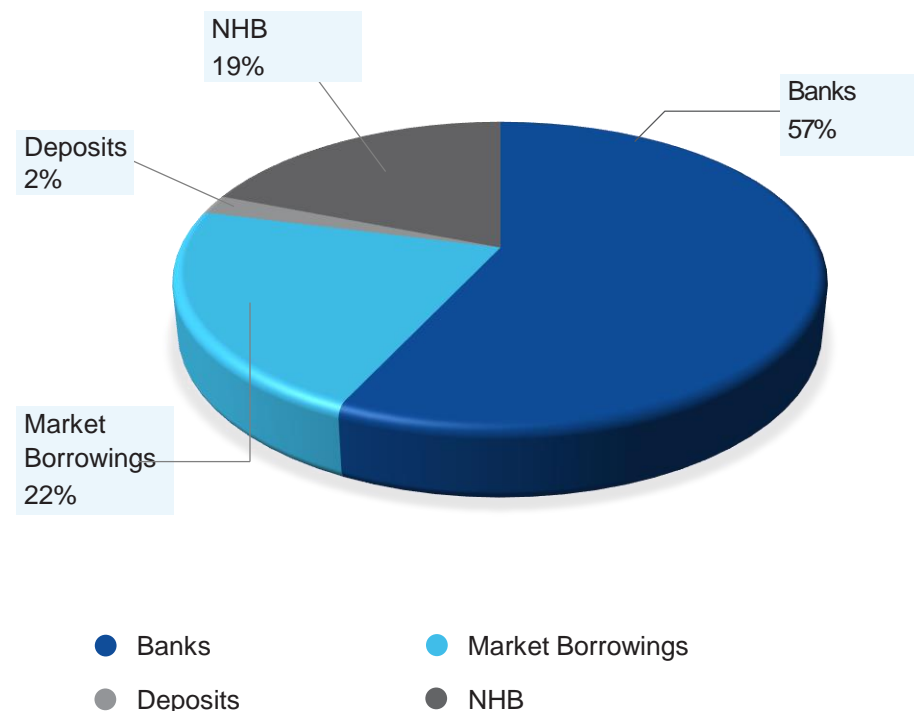
- Housing Loans
- To-up Personal Loans
- Mortgage Loans / Flexi Lap
- Loans for Sites
- Builder Loans
- Staff Loans
- Others

# 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** – Bhubaneswar, 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, Mancherial
- **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.