



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 up to 31/12/15

About us

Legacy

- 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 December 31,2015

Focus

- 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 December 31,2015
- To have strong fundamentals with ethical & transparent practices and prudent underwriting

Reach

- Headquartered in Bangalore
- Pan-India presence with 110 branches & 27 Satellite Offices in over 19 States/Union Territories as on December 31,2015
- Added 69 branches and 27 satellite offices in the last four years







Financials

- YoY (Dec 14 to Dec 15) growth of Loan Book, NII, Operating Profit & Net Profit are 30%, 71%, 81% and 73% respectively.
- GNPA is 0.27% as on December 31,2015
- AAA / A1+ ratings for Loans/ NCDs/ CP

Vision

- To reach the loan book size of Rs.35,000 Crore with high Asset quality with transparent and best ethical practices and prudent risk management practices.

Board of Directors

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

Data for last 10 Quarters

(Rs. Crores)

Income Statement	Sep13 Q 2	Dec13 Q 3	Mar14 Q 4	Jun14 Q 1	Sep14 Q 2	Dec14 Q 3	Mar15 Q 4	Jun15 Q 1	Sep 15 Q 2	Dec 15 Q 3
NII	32.78	34.64	33.92	36.59	40.66	48.12	52.24	64.03	70.93	79.30
Other income	5.39	5.66	5.65	5.81	8.74	7.37	7.22	5.80	9.17	12.26
Total opex	10.92	10.41	11.99	11.30	16.82	13.01	13.91	15.63	16.56	16.88
Provisions	1.50	1.00	-0.56	2.00	3.50	2.50	6.25	3.50	7.50	7.00
Tax/ DTL	7.00	8.54	7.8	10.14	10.63	14.03	16.41	18.59	20.68	25.50
Net Profit* (post DTL)	18.74	20.35	20.11	*18.9 6	*18.45	*25.95	*22.88	*32.10	*35.38	*42.18

Balance Sheet (Cum)	Sep1 3 Q 2	Dec13 Q 3	Mar14 Q 4	Jun14 Q 1	Sep14 Q 2	Dec14 Q 3	Mar15 Q 4	Jun15 Q 1	Sep 15 Q 2	Dec 15 Q 3
Shareholders Funds	427	448	452	471	490	516	771	799	829	866
Borrowings	4,315	4,817	5,268	5,751	6416	7033	7375	7737	8357	8797
Loan book	4,864	5,355	5,844	6,355	7037	7634	8231	8717	9303	9895
Total assets	4,970	5,471	5,912	6,395	7088	7695	8334	8794	9412	10014

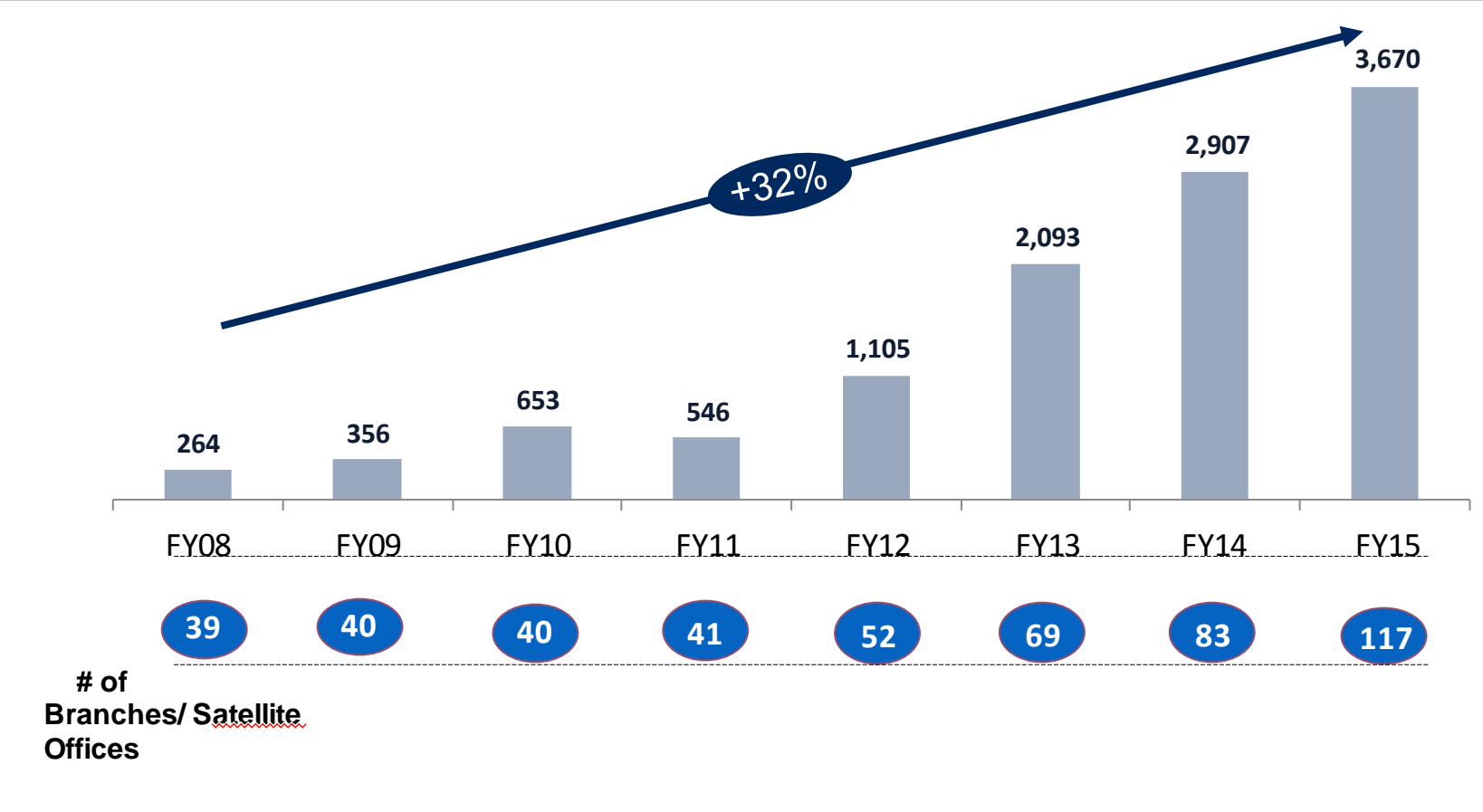
Key Ratios (Annualised)	Sep1 3 Q 2	Dec13 Q 3	Mar14 Q 4	Jun14 Q 1	Sep14 Q 2	Dec14 Q 3	Mar15 Q 4	Jun15 Q 1	Sep 15 Q 2	Dec 15 Q 3
NIM (%)	2.98	2.85	2.71	2.40	2.41	2.50	2.54	3.04	3.10	3.17
CAR (%)	15.85	14.98	13.84	13.24	12.50	14.36	18.39	18.05	17.23	21.14
Gross NPA	16.44	16.93	12.10	18.43	19.91	18.82	14.35	22.75	27.44	26.29
Net NPA	0.78	0.02	0.00	6.33	7.81	6.72	0.00	7.40	9.09	3.94

Sanctions- year to year

Sanction Growth – FY08 to FY15

Rs. crores

CAGR %

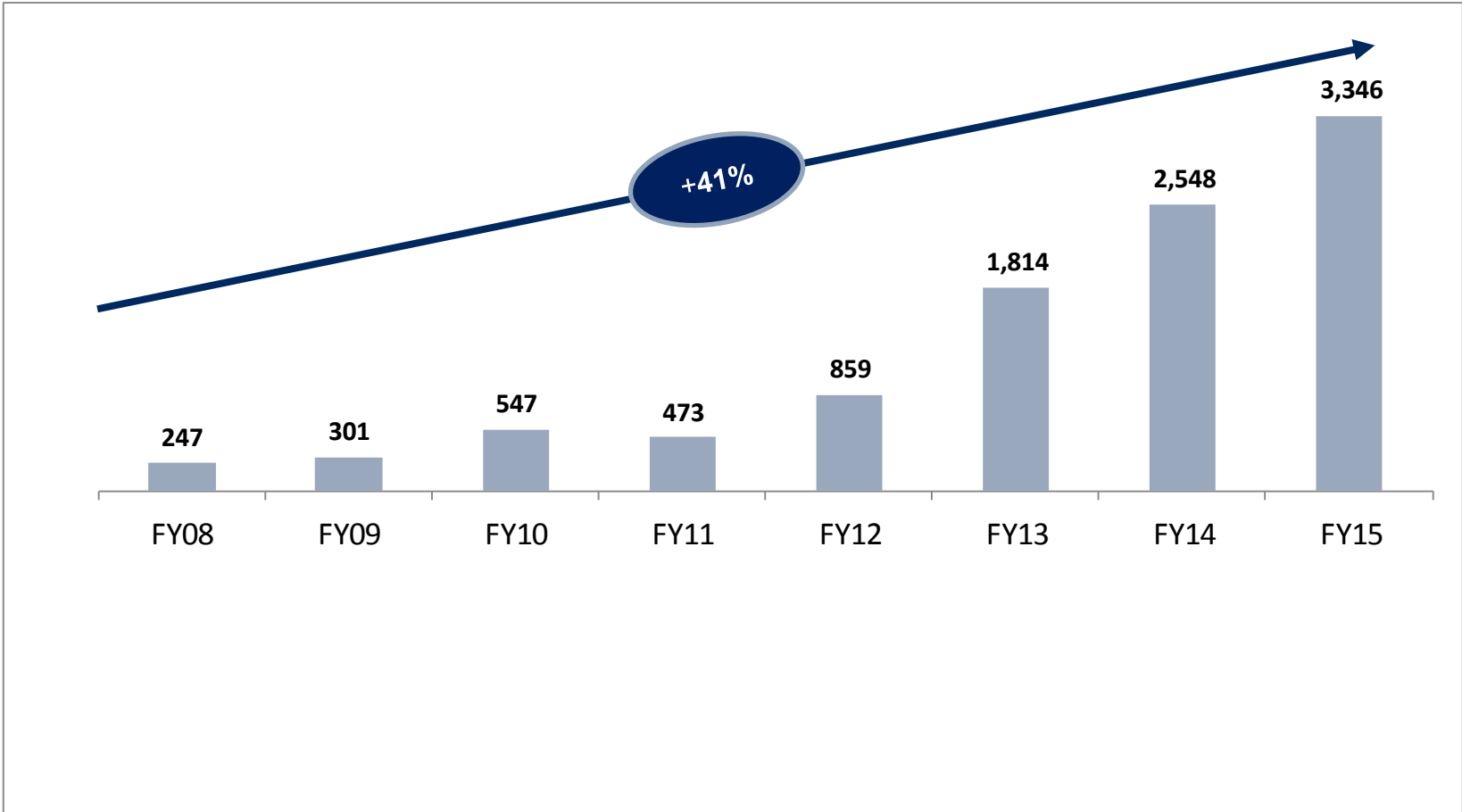


Disbursements- year to year

Disbursements Growth – FY08 to FY15

Rs. crores

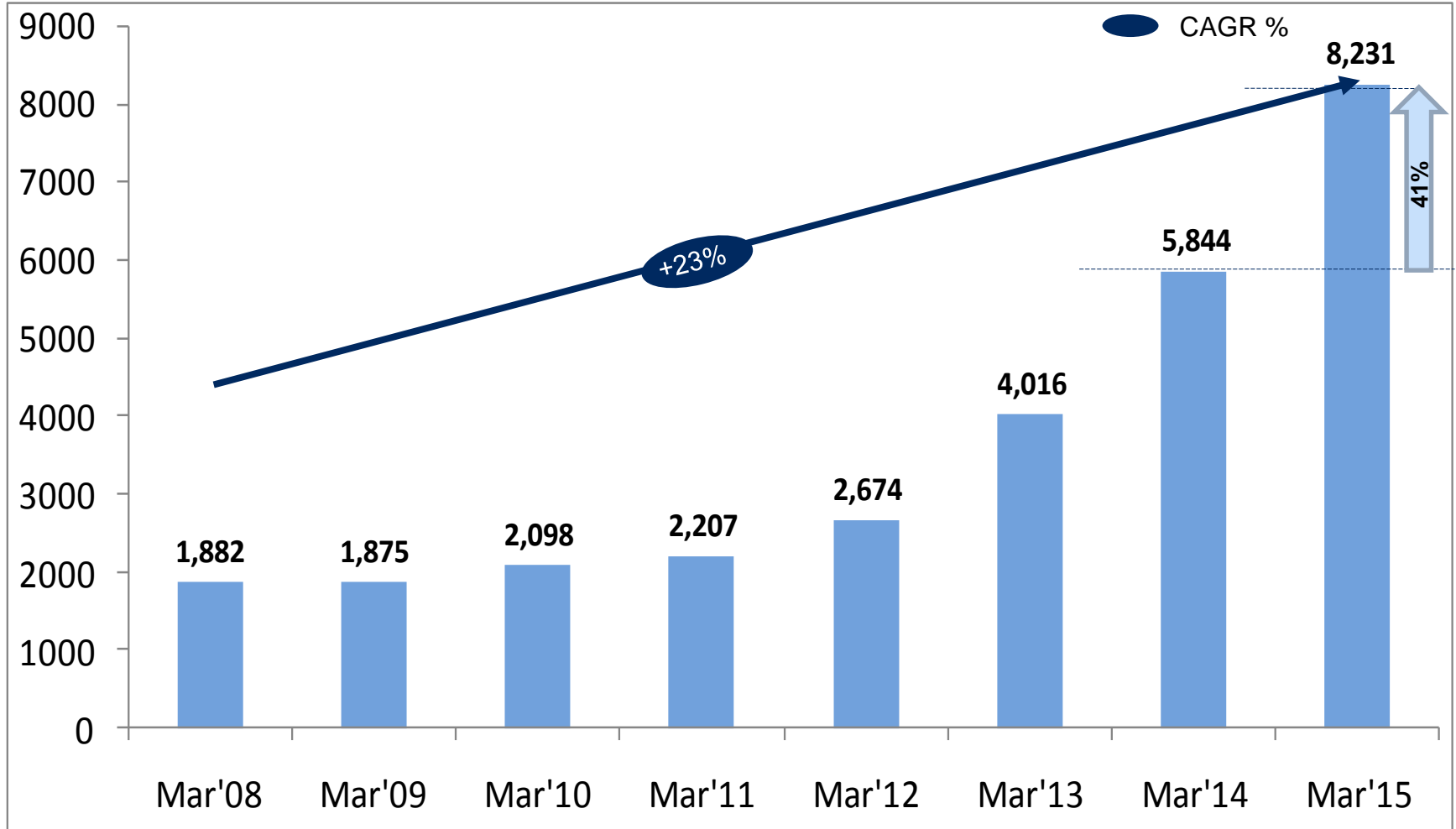
CAGR %



Loan Book – Year wise

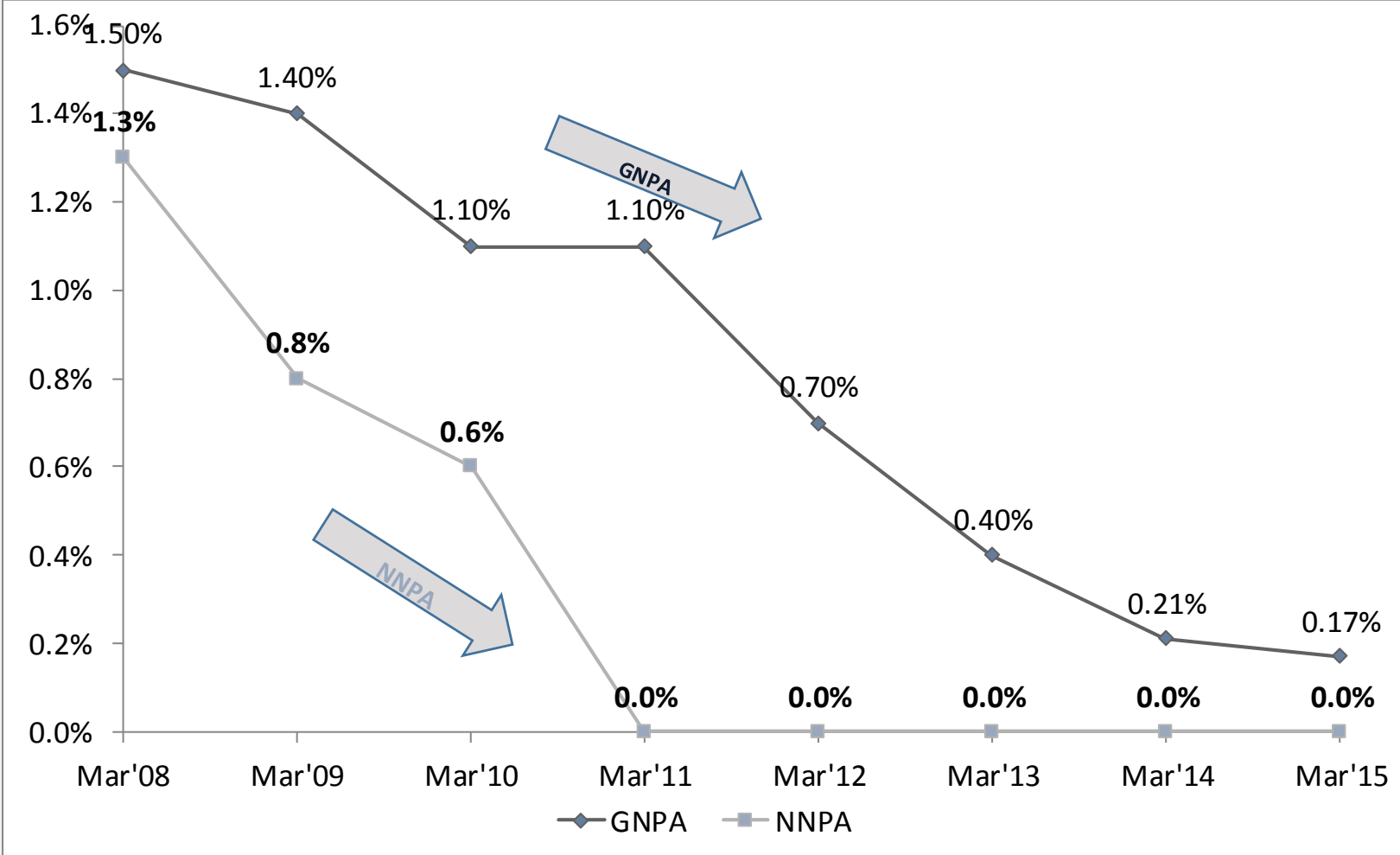
Loan Book Growth – FY08 to FY15

Rs. crores



Asset quality – Year to Year

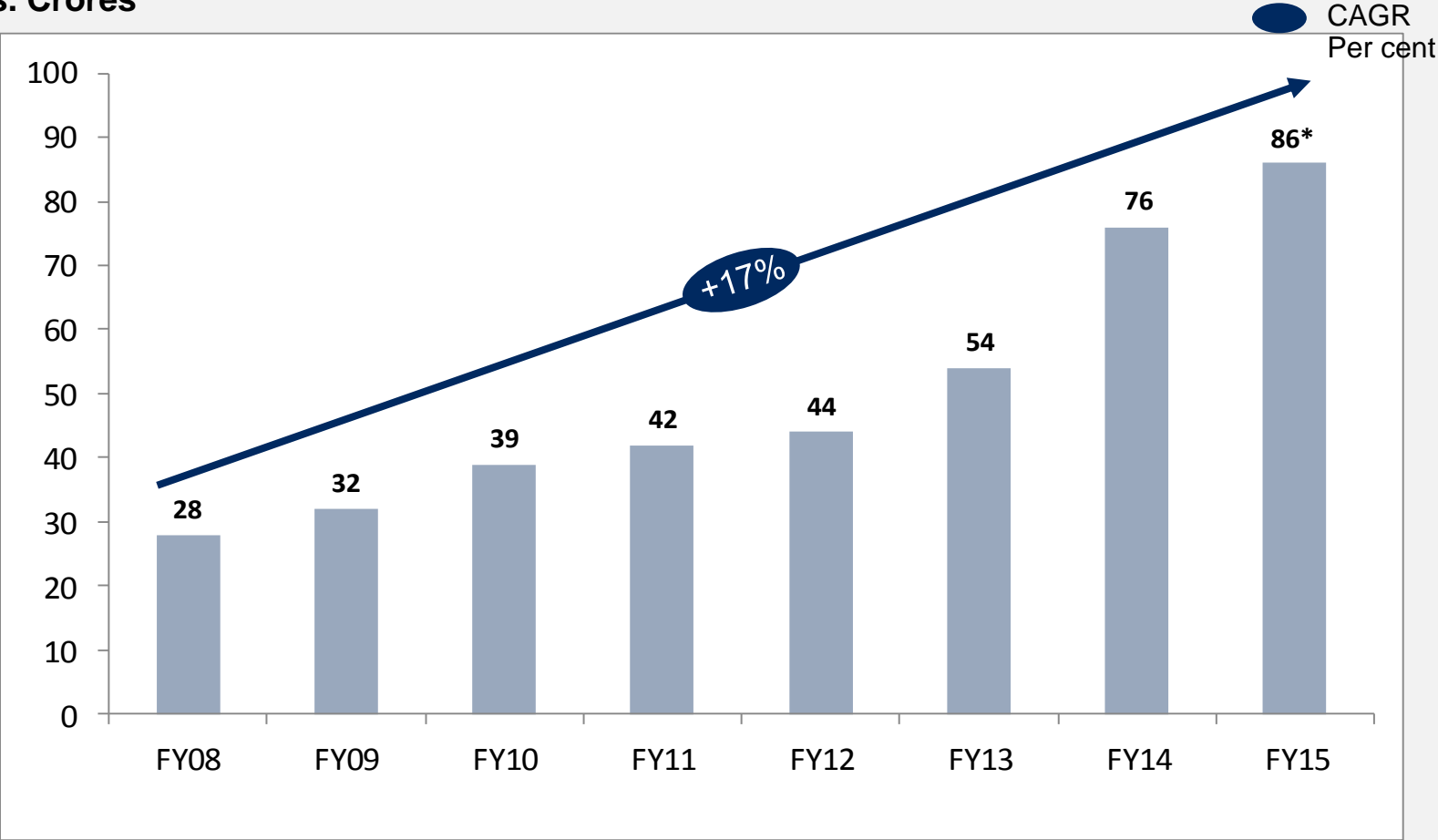
GNPA and NNPA – FY08 to FY15



Net Profit – Year to Year

Net Profit growth – FY08 to FY15 (Annual)

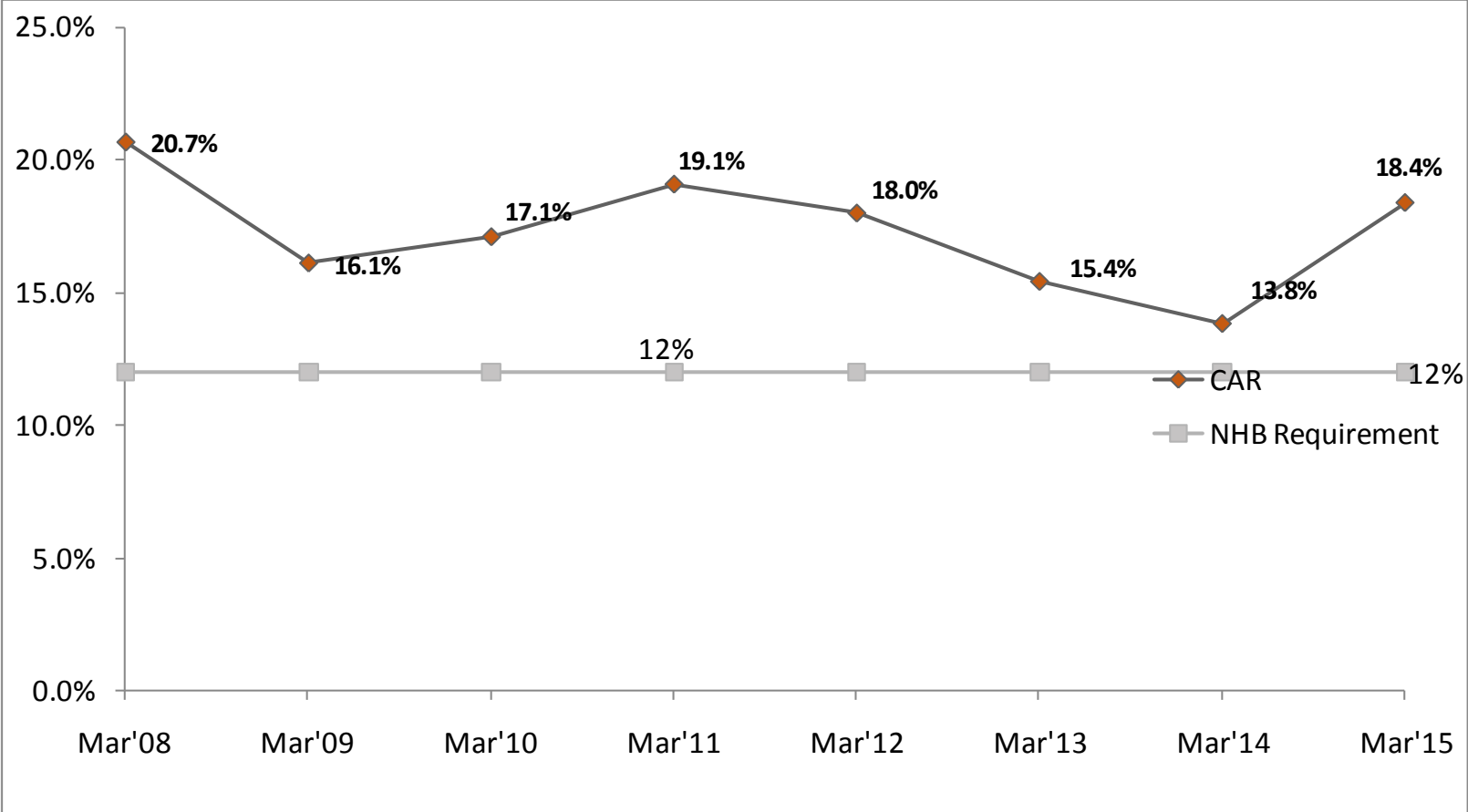
Rs. Crores



*without DTL component Net Profit is Rs.95 Cr

Capital Adequacy- year to year

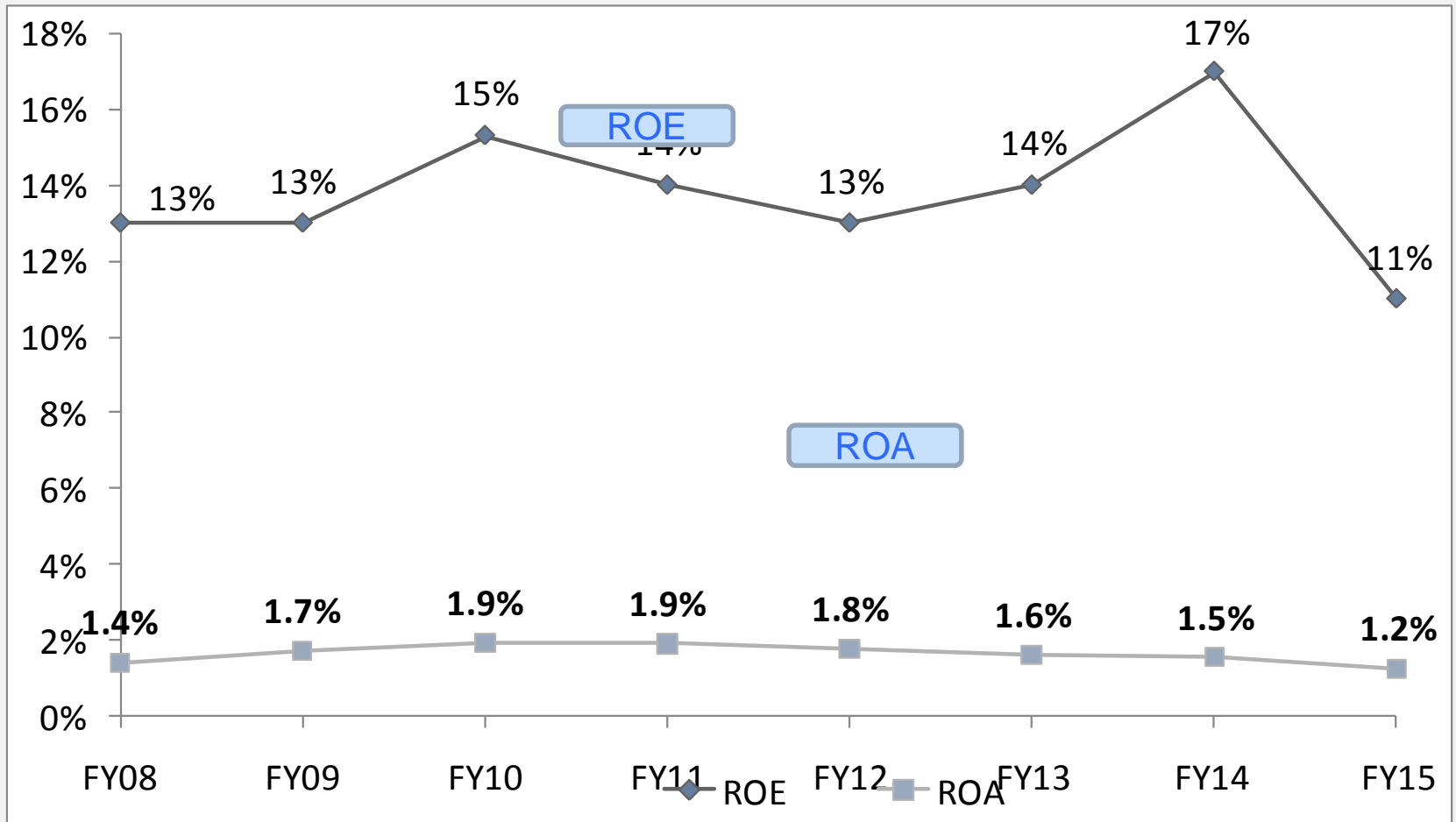
Comfortable Capital Adequacy – FY 08 to FY15



* NHB requirement: 12% ; Rights issue amount Rs.276.07 Cr received/accounted on 13/03/15

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

ROE and ROA – FY08 to FY15 (Annual)



Lending Basket

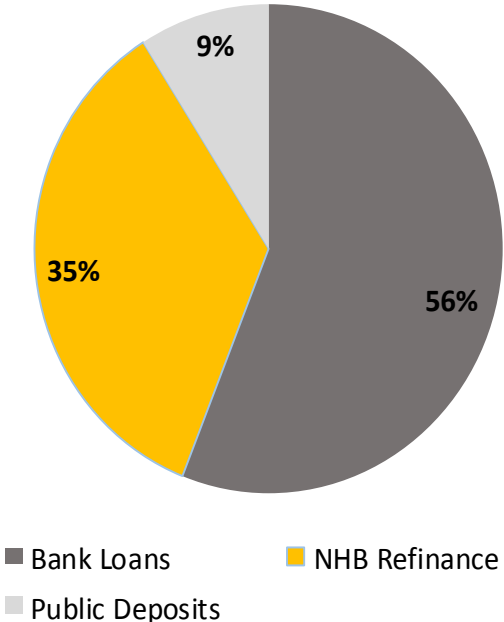
Category-wise Product-wise Distribution of Loan Book

Rs. In Cr

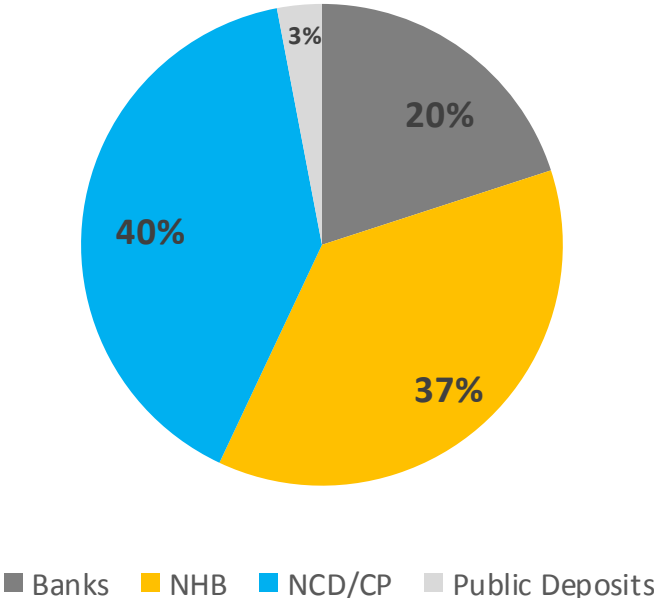
Sl. No.	Category/Product		Mar-13	Mar-14	Mar-15	Dec-15
			O/s Amt.	O/s Amt.	O/s Amt.	O/s Amt.
1	Salaried & Professionals					
	i)	Housing Loans	3339	4676	6215	7080
	ii)	Top-up Personal Loans	19	102	211	264
	iii)	Mortgage Loans/ Flexilap	78	163	254	306
	iv)	Commercial HL+ Loans for Sites	27	52	215	380
	v)	Others	4	27	50	56
	Sub Total		3467	5020	6945	8086
	<i>(As a % to total)</i>		<i>86%</i>	<i>86%</i>	<i>84%</i>	<i>82%</i>
2	Non Salaried Class- Self Employed & Non Professionals					
	i)	Housing Loans	437	647	880	1212
	ii)	Top-up Personal Loans	23	31	42	69
	iii)	Mortgage Loans/Flexilap	46	84	186	257
	iv)	Commercial HL+ Loans for Sites	7	12	88	183
	v)	Others	3	22	49	44
	Sub Total		516	796	1245	1765
	<i>(As a % to total)</i>		<i>13%</i>	<i>14%</i>	<i>15%</i>	<i>18%</i>
3	Builder Loans		26	19	28	29
	<i>(As a % to total)</i>		<i>0.65%</i>	<i>0.33%</i>	<i>0.34%</i>	<i>0.30%</i>
4	Staff Loans		6.95	9.29	13.44	15.14
	Grand Total		4016	5844	8231	9895

Funding Basket – increased focus on NCD/CPs

Funding Mix in 2008 (%)



Funding Mix in Dec 2015 (%)



- Reduced dependence on Bank Loans from 56% in 2008 to 20% in December 2015
- With strong AAA ratings for our borrowing programs reduced the cost of borrowing

Ratings as on 31/12/15

Sl. 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+	-	-

Branch network –110 branches & 27* Satellite Offices across 19 states / Union Territories as on 31/12//15

Punjab & Haryana-
Chandigarh, Rohtak

Rajasthan - Jaipur, Kota,
Udaipur

Gujarat– Ahmedabad,
Vadodara

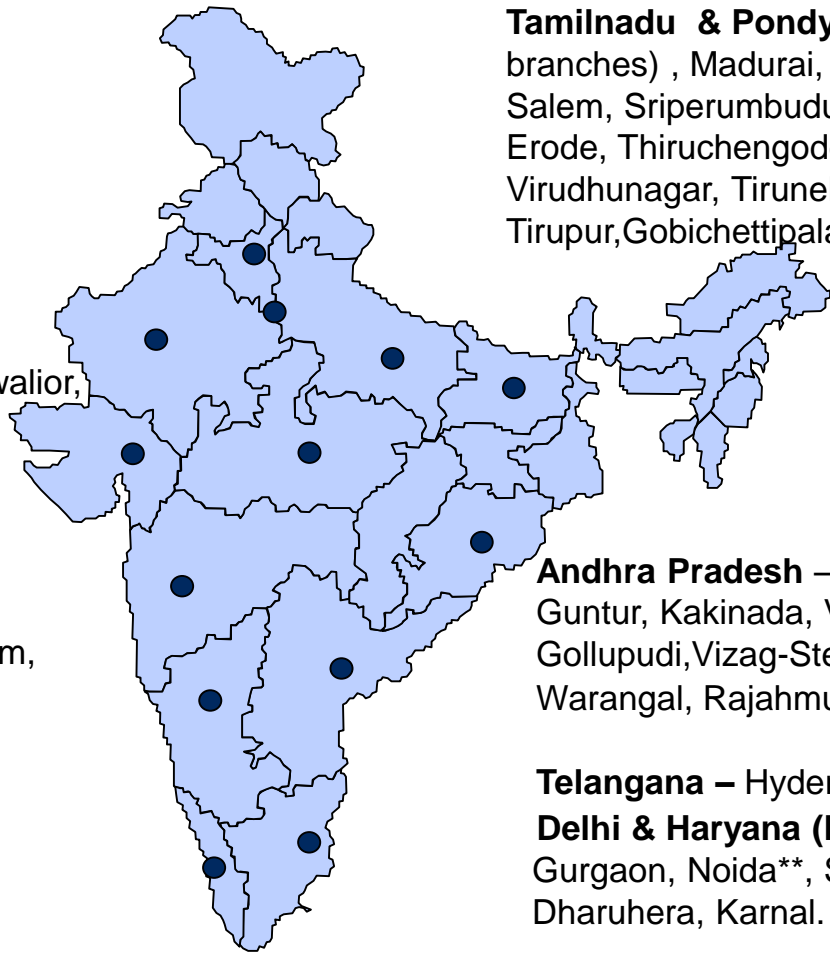
MP & Chattisgarh – Bhopal, Gwalior,
Raipur, Indore, Durg

Maharashtra– Navi Mumbai,
Mumbai, Nagpur, Panvel, Pune

Karnataka – Bangalore, Belgaum,
Davanagere, Hubli, Mysore,
Mangalore, Mandya,
Shimoga, Tumkur, Udupi,

Kerala– Calicut, Kochi,
Thiruvananthapuram, Thrissur

Odisha– Bhubaneshwar



Tamilnadu & Pondyichery– Hosur, Chennai (7 branches) , Madurai, Namakkal, Trichy, Coimbatore, Salem, Sriperumbudur, Thiruvallur, Erode, Thiruchengode, Vellore, Dindigul, Karur, Virudhunagar, Tirunelveli, CBE- P N Palyan, Tirupur, Gobichettipalayam

Bihar- Patna

Goa

Andhra Pradesh –, Nellore, Ongole, Tirupathi, Guntur, Kakinada, Vizag, Vijayawada, Gollupudi, Vizag-Steel Plant, A S Rao Nagar, Warangal, Rajahmundry, Tenali

Telangana – Hyderabad, Warangal, Karimnagar
Delhi & Haryana (NCR)- New Delhi (2 branches), Gurgaon, Noida**, Sonapat, Faridabad, Dharuhera, Karnal.

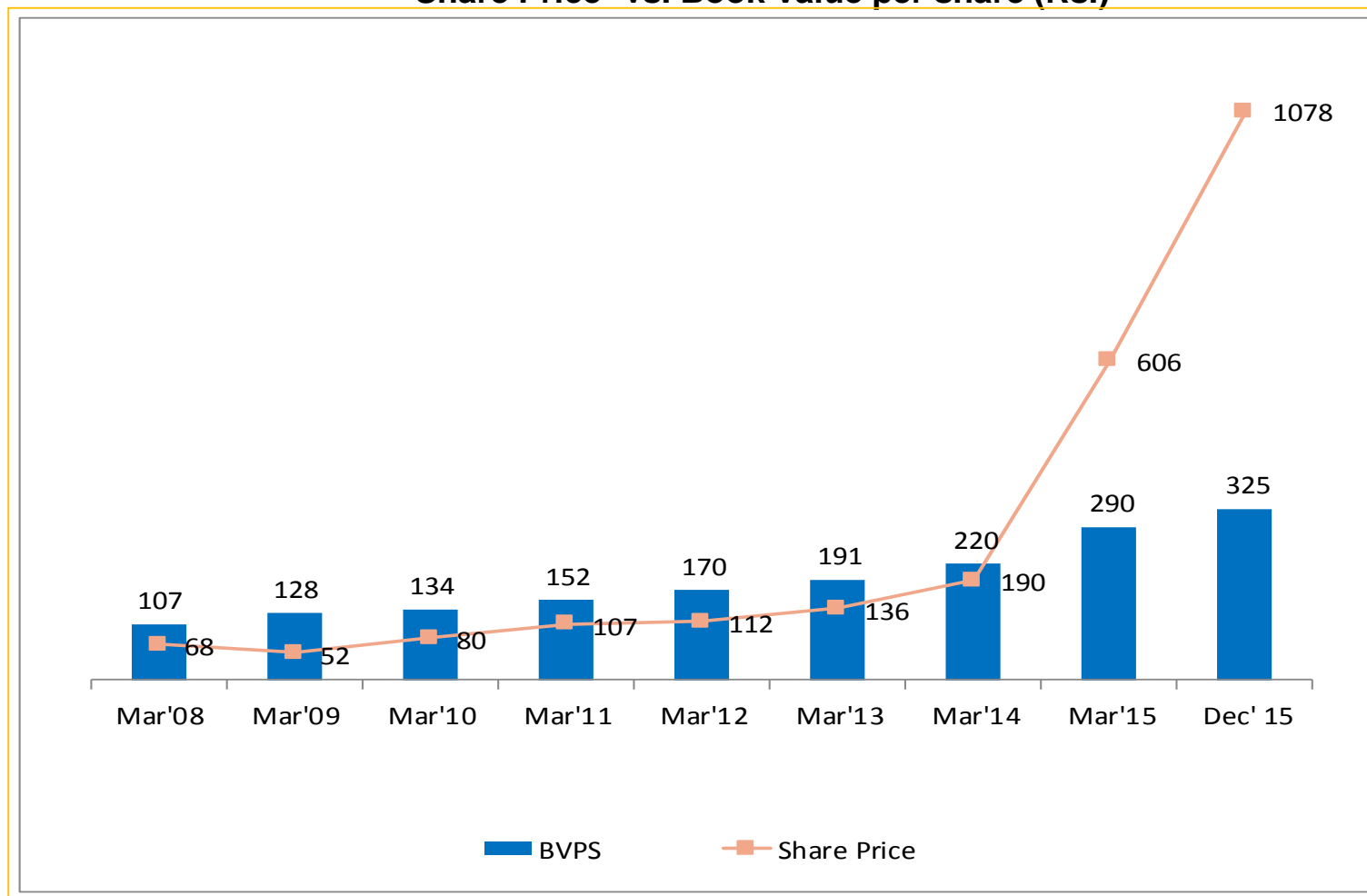
Uttar Pradesh – Lucknow, Meerut, Ghaziabad, Agra, Varanasi, Deheradun

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

**Noida comes within UP, but included in the NCR

Stock price & Book Value – Year to Year

Share Price* vs. Book Value per share (Rs.)



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 15 is computed based on actual no. of shares and equity as on 31/03/15 (61.35 lakh shares issued for Rs.276 Cr got accounted on 13/03/15)

Statistics for December 15 quarter (3m)

- 1) Gross NPA continues to be low – 0.27%
- 2) Loan approvals for Housing Loan is 84% and Non-Housing Loans is 16%
- 3) Average ticket size for Housing Loan and Non-Housing Loan are Rs.17.31 lakhs and Rs.12.75 lakhs respectively.
- 4) 76% of Housing Loans were granted to Salaried & Professional (S&P) category and 24% to Non-Salaried class.
- 5) 53% of the business is secured through DSA.

Performance Highlights – YoY growth as at 31/12/15

Sl. No.	Particulars	31/12/15	31/12/14
1	Branches + SO Network	137	114
2	Loan Book	9895cr	7634cr
3	Gross NPA	0.27%	0.25%
4	Net NPA	0.04%	0.09%
5	NIM - Without PC	3.17%	2.49%
6	NIM - With PC	3.58%	2.91%
7	ROA	1.62%	1.26%
8	ROE	16.88%	16.38%
9	Advance Yield	11.21%	11.27%
10	Cost of Borrowing	8.99%	9.78%
11	Interest Spread (9-10)	2.22%	1.49%
12	EPS (9m) (in Rs)	41.19	30.93
13	Capital Adequacy Ratio	21.14%	14.35%
14	Cost to Income Ratio	18.88%	26.92%

Figures with future perspectives

(Being expressed during Investor/Analyst meet, TV interviews, 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. Targets for Loan book size will be Rs.13,500 Cr (from expected Rs.10,500 Cr by 31/03/16) with Number of Branches/Satellite Offices at 175 (from 140 now) by 31/03/17. We have planned to open 25 branches on 21/04/16.
- 3) We have been expressing confidence on marginal improvements in present levels of NII, NIM, RoA, RoE & Cost to Income ratio (Numbers not specified)
- 4) We do not foresee any major shocks on NPA front and hope the present low GNPA level may be sustained or probably ending marginally up (Numbers not specified). NNPA will continue to be maintained at “NIL” for 31/03/16 also.
- 5) 29th Annual General Meeting of the Company will be convened on 29/06/16 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.

Management Team

Managing Director	Mr.C.Ilango
Deputy General Managers (4)	Mrs.Shamila M (Principal Officer-KYC) RO Mr.K S Sathyaprakash (Compliance Officer) RO Mr.RM.Veerappan, CHN-Anna Salai Mr.P.Vijaya Sekhara Raju- HYD Kukatpally
Asst. Gen. Managers (9)	Chief Managers (17)
Mr.Atanu Bagchi – CFO(KMP) RO Mr.Ajay Kumar Shettar, BLR-Koramangala Mr.Sudhakar B M, NCR-New Delhi Mr.N.Babu, HYD-Nampalli Mr.G.K.Nagaraja Rao, BLR-Jayanagar Mr.Prashanth Shenoy – Credit RO Mr.A.Madhukar,BLR-Vijayanagar Mr.V.Durga Rao – IT RO Mr.R.Murugan, BLR-Cunningham rd.	Mr.M.Sundar Raman, CHN-Tambaram Mr.Jagadeesha Acharya, BLR-Uttarahalli Mr.H.R.Narendra – Audit & Vigilance RO Mr.Prakash Shanbogue, BLR-Sahakarnagar Mr.Prashanth Joishy, Mum-Borivilli Mr.Srinivas Malladi, HYD-Gachibowli Mr.Mallya P S, BLR-Kengeri Mr.A.Uthaya Kumar, CBE-Gandhipuram Mr.Srinivas K, NCR-Faridabad Mr.Sanjay Kumar J, NCR-Gurgaon 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

Appendix

Year-wise statistics on:

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

Statistics On Business – Year to Year

Sl . No.	Parameters	2010-11	2011-12	2012-13	2013-14	2014-15
1	Loan Approvals(Rs. in cr)	546	1105	2093	2907	3670
2	Loan Disbursements (Rs. in cr)	473	859	1814	2548	3346
3	Total Loan Outstanding (Rs. in cr)	2208	2674	4016	5844	8231
4	Out of 3 above,					
	(i) Housing Loans (Rs. in cr)	2174	2599	3782	5331	7298
	(ii) Non Housing Loans (Rs. in cr)	33	76	234	513	934
5	Borrowings (Rs. in cr.)	1904	2300	3539	5269	7375
6	NPA					
	(i) Gross NPA (Rs. in cr.)	23	19	16	12	14
	(ii) Gross NPA %	1.06	0.71	0.39	0.21	0.17
	(iii) Net NPA %	NIL	NIL	NIL	NIL	NIL

Statistics On Business – Year to Year

Sl . No	Parameters	2010-11	2011-12	2012-13	2013-14	2014-15
7	Average Assets (Rs. in cr.)					
	(i) Housing Loan	2104	2303	3132	4607	6234
	(ii) Non Housing Loan	89	46	118	340	736
	(iii) Investments	42	39	21	20	20
8	Average Borrowings (Rs. in cr.)	1853	1994	2798	4299	6388
9	No. of Branches/Offices					
	(i) Branches	41	52	69	83	107
	(ii) Satellite Offices	0	0	0	0	10
10	No. of employees	223	251	319	387	491

Statistics On Income & Expenditure

SL No	Parameters	2010-11	2011-12	2012-13	2013-14	2014-15
11	Interest Collected (Rs. in cr)					
	i. Housing Loan	217	270	356	509	686
	ii. Non Housing Loan	6	6	21	47	100
	iii. Investment	3	3	1	1	1
12	Processing Charges (Rs. in cr)	5	7	14	21	28
13	Other Income (Rs. in cr)	0.08	0.65	0.21	0.26	0.73
14	Total Income (Rs. in cr) (11+12+13)	231	287	393	578	817
15	Interest Paid (Rs. in cr)	154	196	283	423	610
16	Net Interest Income (NII) (Rs. in cr) (11-15)	72	83	96	134	178
17	Staff Cost (Rs. in cr)	11	11	16	18	25
18	Other Expenses (Rs. in cr)					
	i. Establishment	4	5	6	7	8
	ii. DSA Commission	0	1	4	6	8
	iii. Professional fees – IBS	0	0	1	2	2
	iv. Others	2	3	4	5	6

Statistics On Income & Expenditure

SL No	Parameters	2010-11	2011-12	2012-13	2013-14	2014-15
19	Depreciation (Rs. in cr)	0.34	0.55	1.16	2.01	3.73
20	Bad Debts written off (Rs. in cr)	0.00	2.81	3.29	3.22	2.10
21	Operating Cost (Rs. in cr) (17+18+19)	17	20	33	41	53
22	Total Cost (Rs. in cr) (15+20+21)	171	218	319	467	665
23	Operating Profit (Rs. in cr) (14-22)	60	68	74	111	152
	Provisions & Taxes (Rs. in cr)					
	i. Standard Assets	0.15	11.00	6.85	8.00	12.00
24	ii. Non Performing Assets	1.31	(3.61)	(8.24)	(3.56)	2.25
	iii. Income Tax	17.25	17.80	20.20	30.93	43.23
	iv. Deferred Tax Liability/(Asset)	(0.75)	(0.58)	0.78	0.24	7.98
25	Net Profit (Rs. in cr) (23-24)	42	44	54	76	86

Statistics On Financials & Ratios

SL No	Parameters	2010-11	2011-12	2012-13	2013-14	2014-15
26	Share Capital (Rs. in cr)	20.49	20.49	20.49	20.49	26.62
27	Reserves (Rs. in cr)	290.47	327.09	371.68	431.81	744.86
28	Shareholder's Funds – Tier I (Rs. in cr) (26+27 – DTA)	305.89	341.92	387.30	447.44	771.49
29	Number of Shares (in cr)	2.05	2.05	2.05	2.05	2.66
30	Tier II Capital (Rs. in cr) - SA Provision	0.15	11.15	18.00	26.00	38.00
	-Tier II Bonds	0.00	0.00	0.00	0.00	100.00
31	Dividend					
	i. Percentage	25	30	40	65	70*
	ii. Amount (Rs. in cr) excluding tax	5.12	6.15	8.20	13.32	18.64
	iii. Payout Ratio %	12.19	14.05	15.15	17.59	21.61
	iv. Dividend yield %	2.33	2.67	2.94	3.41	1.15
32	Book Value (BV) (FV of share ₹10) (Rs.) ((26+27)/29)	151.69	169.63	191.40	220.80	290.03
33	Earnings per Share (EPS) (25 / 29) (Rs.)	20.50	21.36	26.42	36.93	32.42
34	Return on Equity (ROE) % (25 / (26+27))	13.51	12.59	13.80	16.74	11.18
35	Return on Average Asset (ROA) % (25 / 7)	1.88	1.83	1.65	1.53	1.23

Note:

SI No 31 :Subject to declaration at the AGM on 08/07/2015

SI. No 33&34 :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	2010-11	2011-12	2012-13	2013-14	2014-15
36	Closing Stock Price (CMP/NSE) (₹ as on 30 th March)	107.15	112.45	135.90	190.70	607.40
37	CMP/ Earnings Ratio (P/E Ratio) (36/ 33)	5.22	5.26	5.14	5.16	14.65
38	CMP / Book Value (P/B Ratio) (36/ 32)	0.71	0.66	0.71	0.86	2.09
39	Risk Weighted Assets (Rs. in cr)	1598.20	1961.04	2631.41	3421.11	4945.71
40	Capital Adequacy Ratio (CAR) % ((28+30)/39)	19.14	18.00	15.40	13.84	18.39
41	Net Interest Margin (NIM) % pa (16/ 7)	3.23	3.51	2.93	2.71	2.54
42	Cost to Income Ratio % (21 / (16+12+13))	22.28	22.04	29.80	26.22	25.61
43	Average Business Per Branch (Rs. in cr)	56.71	47.94	49.38	61.65	67.15
44	Average Business Per Employee (BPE) (Rs. in cr)	11.68	10.88	11.43	13.90	15.90
45	Average Yield on Assets % pa (11/7)	10.12	11.70	11.58	11.22	11.27
46	Average Cost of Borrowings % pa (15/8)	8.32	9.81	10.11	9.83	9.55
47	Interest Spread % pa (45-46)	1.80	1.89	1.47	1.39	1.72
48	Gearing Ratio (5-28)	6.22	6.73	9.14	11.78	9.57

Note:

Sl. 41 ; If processing Chrg(SI.No. 12) is added, NIM will be 2.94% pa for 2014-15

Thank You