



**Reinforce**  
**Rebuild**  
**Reach Higher**



**Can Fin Homes Ltd**  
(Sponsor: CANARA BANK)  
**HOME LOANS ♦ DEPOSITS**  
*Translating Dreams into Reality*  
ಕ್ಯಾನ್ ಫಿನ್ ಹೋಮ್ಸ್ ಲಿ.

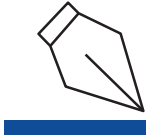
# Investor Presentation

Q1FY24

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

July 2023

# About Us



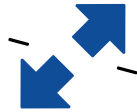
## Legacy

- 35 year old institution registered as a deposit taking HFC with NHB
- Promoted by Canara Bank in the year 1987, shareholding of 30% approx.
- 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



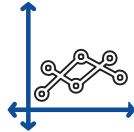
## Focus

- To promote home ownership across India, with a motto of friendship finance and good service
- To focus on Housing loans to Individuals
- To have strong fundamentals with ethical & transparent practices and prudent underwriting



## Reach

- Headquartered in Bengaluru
- Pan-India presence with 172 branches, 21 Affordable Housing Loan Centers & 12 Satellite Offices as on 30/06/2023; spread across 21 States / Union Territories.
- Added 147 branches/ Satellite Offices in the last ten years.



## Financials (Q1FY24)

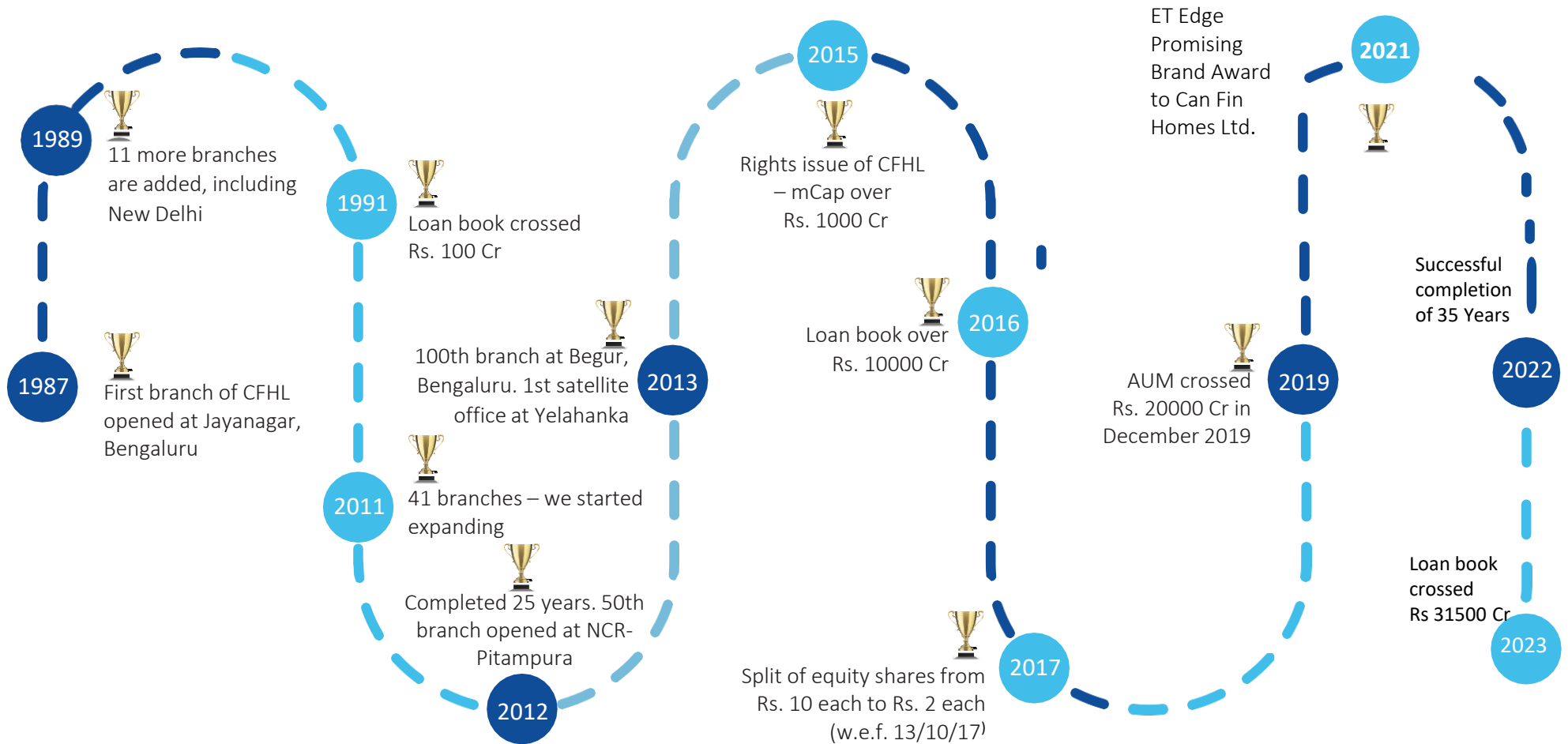
- Net Int Income: Rs.285.09 Cr
- Operating Profit: Rs.247.60 Cr
- PBT : Rs 233.90 Cr
- PAT: Rs.183.46 Cr
- ROE : 19.16%



## Vision

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

# JOURNEY OF CAN FIN HOMES





# Reinforce

The Company's reliance on the crucial parameters of growth, asset quality, profitability, liquidity, backed by good governance and due diligence will continue.

The commitment to basic, underlying principles of ethics, integrity, sincerity, customer-centricity, fairness, team work and the spirit of excellence is what drives Can Fin forward.

Strengthening the pillar of Risk, Compliance and Audit



# Rebuild



The reliance on digital platforms has increased phenomenally over the past few years. With rapidly evolving business requirements and the need to remain relevant amidst change, we are striving hard to improve our digital presence and shore up our infrastructure for accommodating agile and innovative processes.

Strengthen direct sourcing

# Reach Higher

In order to facilitate its upward trajectory, the Company intends to expand its sourcing channels to optimally reach its target segment of borrowers.

It is proposed to introduce new products such as Green Housing which will align with Can Fin's commitment to conduct its business in an environmentally friendly manner.





## Our Strengths

- Consistent support from the sponsor, Canara Bank.
- Expertise gained over 35 years in housing finance.
- Quick, hassle free and transparent lending process.
- Regular updations to stakeholders through website.
- Risk based evaluation of borrowers on merit.
- Single Window concept.
- Consistent and stable liquidity position.
- Eminent personalities with rich experience on the board.
- Steady, increased dividend year after year.



# Board of Directors



**Shri K Satyanarayana Raju**  
Chairman (Promoter)



**Shri Suresh S Iyer**  
Managing Director & CEO



**Shri Debashish Mukherjee**  
Director (Promoter)



**Smt Shubhalakshmi Aamod  
Panse**  
Director (Independent)



**Shri Ajai Kumar**  
Director (Independent)



**Shri Arvind Narayan Yennemadi**  
Director (Independent)



**Shri Anup Sankar Bhattacharya**  
Director (Independent)



**Shri Murali Ramaswami**  
Director (Independent)



**Shri Ajay Kumar Singh**  
Deputy Managing Director



# Systems and Controls

<b>Lead Generation</b>	➡	Through Website, Customer Referral, Direct marketing and DSA channel.
<b>Due Diligence</b>	➡	CKYC-UIDAI linked verification; Bank account verification through PERFIOS; Field verification of residence, employment, property in each proposal; PAN verification; Online ITR verification through web site; CERSAI verification.
<b>Legal verification</b>	➡	Through empanelled Advocate, cross verification through State Govt. Land portal.
<b>Valuation</b>	➡	Through professional Valuers, validation of rates through market linked web sites.
<b>Sanction</b>	➡	Single Window – At branch level for loans upto delegated power of Branch Head. Over and above at Central CPC
<b>Documentation</b>	➡	System Generated, Pre-filled documents, ready for Execution.
<b>Storage of Loan Dockets</b>	➡	Centralised Document Storage at 3 different location Pan India.
<b>Collection</b>	➡	Through E -NACH, Salary deduction.

# Digital Transformation

In order to ensure uninterrupted services to our customers, even during challenging times like today, we leveraged various advanced digital tools and technologies. These enabled us to reach more customers, across the length and breadth of the country, improve our efficiency and tide through challenges despite difficulties.

## Our digital focus areas:



**Providing personalized and seamless services to our customers across the country**



**Creating a digital financial services bouquet in collaboration with some of the nation's leading technological support providers**



**Automation and digitisation of processes to make things simpler, faster and user-friendly**



**Building robust and secure digital capabilities across platforms to prevent frauds and ensure customer data protection**

# PERFORMANCE HIGHLIGHTS – Q1FY24

1. Disbursements during the quarter increased by 14% YOY.
2. Loan Book reached Rs. 32505 Cr (+18% YoY) with a clientele base of 2.46 lakh.
3. NII: Rs. 285 Cr, PBT: Rs.234 Cr and PAT: Rs.183 Cr.
4. NIM: 3.48%, RoAA: 2.19%
5. RoE: 19.16%, EPS: Rs . 13.78
6. Cost to Income Ratio: 14.94%
7. DER: 7.81
8. Gross NPA 0.63% & Net NPA 0.34%.
9. The Salaried and Professional segment constitutes 73% of the outstanding loan book as on June 23. Housing forms 89% of the Loan Book including CRE and NHL 11%.
10. Average ticket size of incremental housing and non-housing loans is Rs.22 Lakh and Rs.8 Lakh respectively.



# Performance Highlights- Q1FY24

Amount Rs. in Crore

Sl. No.	Particulars	Year on Year (As per IND AS)		
		Jun'23 (3m)	Jun'22 (3m)	Growth%
1	New Approvals	2,071	1,751	18%
2	Disbursements	1,966	1,722	14%
3	Outstanding Loan Book	32,505	27,538	18%
4	Net Interest Income	285.09	250.40	14%
5	Operating Profit	247.60	215.00	15%
6	Provision for Std Asset	9.04	(11.66)	
7	Provision for NPA	4.66	7.97	
8	Profit Before Tax	233.90	218.69	13%
9	Profit After Tax	183.46	162.22	13%
10	Gross NPA	205.18	179.78	14%
11	Gross NPA Ratio (%)	0.63%	0.65%	
12	Net NPA	109.61*	81.94	
13	Net NPA Ratio(%)	0.34%*	0.30%	

\*Excluding Management overlay of Rs.17 crore

# Performance Highlights- Q1FY24

Amount Rs. in Crore

Sl. No.	Particulars	Sequential (As per IND AS)		
		Jun'23 (3m)	Mar'23 (3m)	Growth%
1	New Approvals	2,071	2,769	-25%
2	Disbursements	1,966	2,538	-23%
3	Outstanding Loan Book	32,505	31,563	3%
4	Net Interest Income	285.09	261.27	9%
5	Operating Profit	247.60	221.78	11%
6	Provision for Std Asset	9.04	24.75	-63%
7	Provision for NPA	4.66	(0.97)	
8	Profit Before Tax	233.90	197.98	18%
9	Profit After Tax	183.46	165.79	11%
10	Gross NPA	205.18	173.84	
11	Gross NPA Ratio (%)	0.63%	0.55%	
12	Net NPA	109.61*	82.94	
13	Net NPA Ratio(%)	0.34%*	0.26%	

\*Excluding Management overlay of Rs.17 crore

# Key Financial Ratios- Q1FY24

Amount Rs. in Crore

Sl. No.	Particulars	PERIOD ENDED	
		Jun'23 (3m)	Jun'22 (3m)
1	Return on Avg Assets (Annualised)	2.19%	2.41%
2	Return on Avg Equity (Annualised)	19.16%	20.03%
3	Earning Per Share (Rs.)	13.78	12.18
4	Net Interest Margin (%)	3.48%	3.60%
5	Yield on Loan Portfolio (%)	9.84%	8.46%
6	Cost (%)	7.32%	5.80%
7	Spread (%)	2.52%	2.66%
8	Avg. Business Per Branch (Rs. Crore)	160.40	146.48
9	Avg. Business per Employee (Rs. Crore)	33.87	30.83
10	Cost Income Ratio (%)	14.94%	15.84%
11	DER	7.81	7.84



# Key Financial Ratios- Q1FY24

Amount Rs. in Crore

Sl. No.	Particulars	PERIOD ENDED (SEQUENTIAL)	
		Jun'23 (3m)	Mar'23 (3m)
1	Return on Avg Assets (Annualised)	2.19%	2.32%
2	Return on Avg Equity (Annualised)	19.16%	18.18%
3	Earning Per Share (Rs.)	13.78	12.45
4	Net Interest Margin (%)	3.48%	3.37%
5	Yield on Loan Portfolio (%)	9.84%	9.87%
6	Cost (%)	7.32%	7.51%
7	Spread (%)	2.52%	2.36%
8	Avg. Business Per Branch (Rs. Crore)	160.40	153.96
9	Avg. Business per Employee (Rs. Crore)	33.87	32.36
10	Cost Income Ratio (%)	14.94%	18.90%
11	DER	7.81	7.97

# Lending Basket

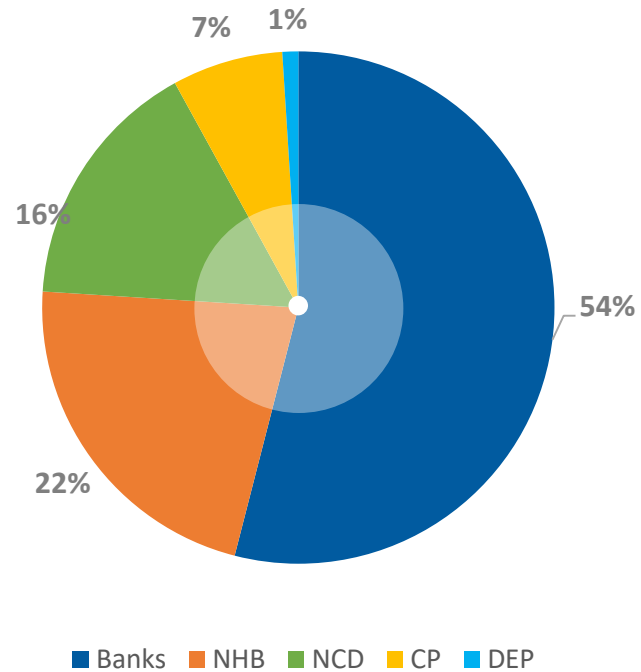
## CATEGORY-WISE PRODUCT-WISE DISTRIBUTION OF LOAN BOOK

Amount Rs. in Crore

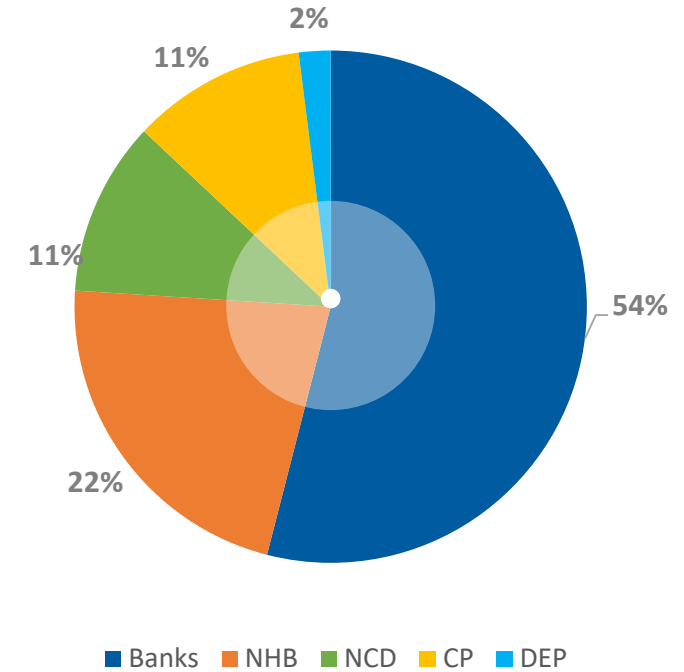
Sl. No.	Particulars	Jun - 22 O/s Amt.	Sep - 22 O/s Amt.	Dec - 22 O/s Amt.	Mar - 23 O/s Amt.	Jun - 23 O/s Amt.
1	Salaried & Professionals					
	i) Housing Loans	18767	19562	20256	21071	21602
	ii) Top-up Personal Loans	795	852	915	960	990
	iii) Mortgage Loans/ Flexilap	687	729	774	811	829
	iv) Loans for Sites	166	171	177	184	182
	v) Others	34	34	37	40	41
	<b>Sub Total</b>	<b>20449</b>	<b>21348</b>	<b>22159</b>	<b>23066</b>	<b>23644</b>
	(As a % to total)	74%	74%	74%	73%	73%
2	Non Salaried Class- Self Employed & Non Professionals					
	i) Housing Loans	5917	6228	6613	7050	7357
	ii) Top-up Personal Loans	306	336	367	397	415
	iii) Mortgage Loans/Flexi Lap	722	763	825	893	929
	iv) Loans for Sites	66	71	76	81	84
	v) Others	57	56	54	56	55
	<b>Sub Total</b>	<b>7068</b>	<b>7454</b>	<b>7935</b>	<b>8477</b>	<b>8840</b>
	(As a % to total)	26%	26%	26%	27%	27%
3	Builder Loans					
	(As a % to total)					
4	Staff Loans	21	21	21	20	21
	<b>Grand Total</b>	<b>27538</b>	<b>28823</b>	<b>30115</b>	<b>31563</b>	<b>32505</b>

# Funding Basket

Funding Mix @ Jun 2023 (as %)



Funding Mix @ Jun 2022 (as %)

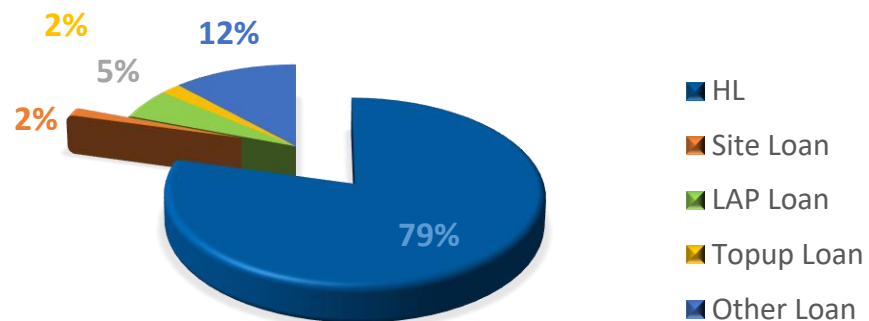


Cost of borrowings at 7.32% ( 5.80% in June '22 & 6.34% in March '23)

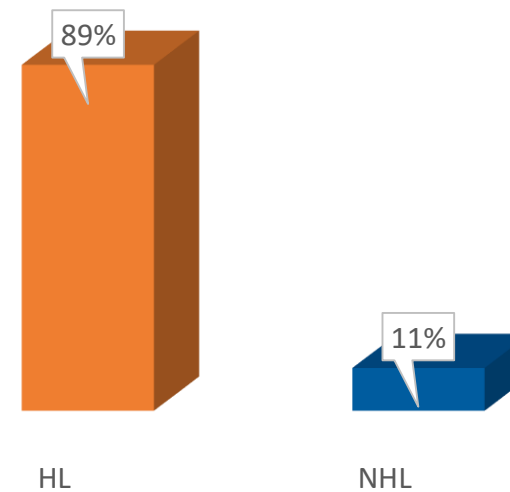


# PORTFOLIO DETAILS

Product Wise Portfolio Break up @ Jun 2023 (as %)



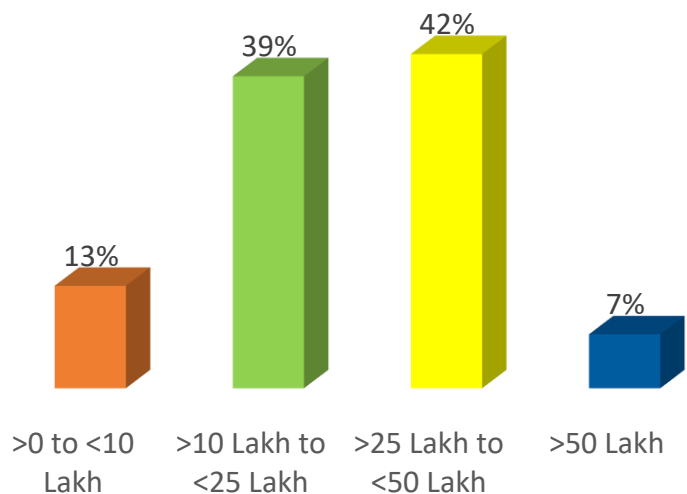
HL NHL Bifurcation



\*Housing loan forms 89% of the loan book including CRE and NHL 11%

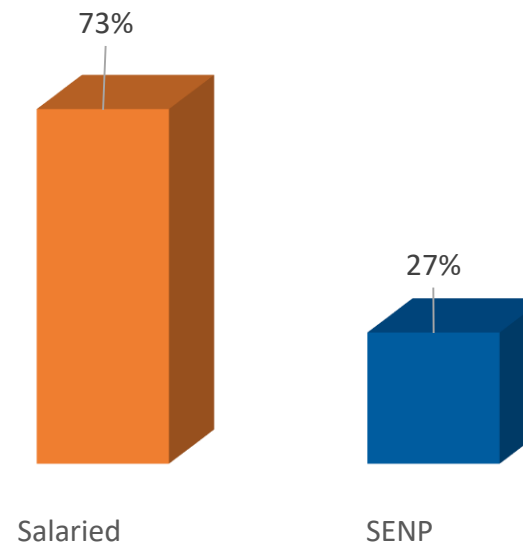
# PORTFOLIO DETAILS

## Average Ticket Size



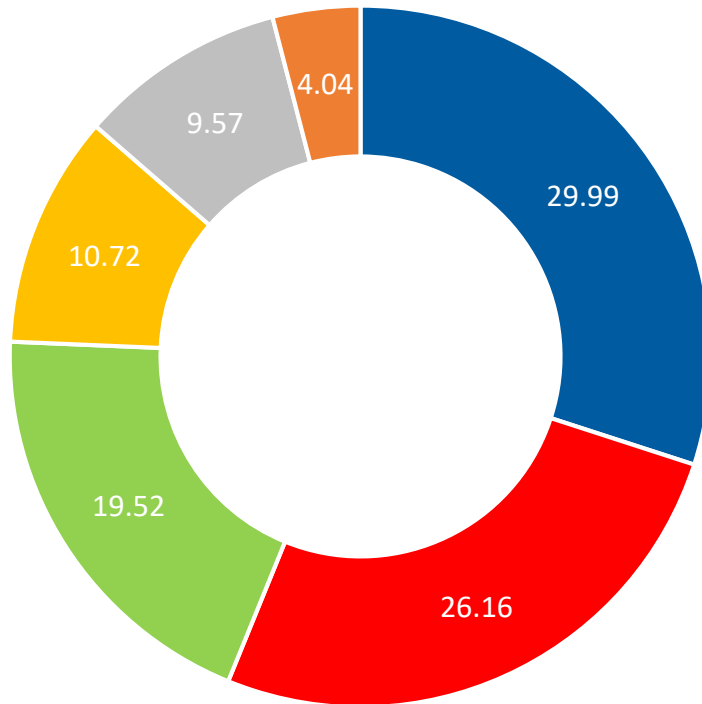
Incremental Sanctions Q1FY24

## Profile of Customers



Based on OS June 2023

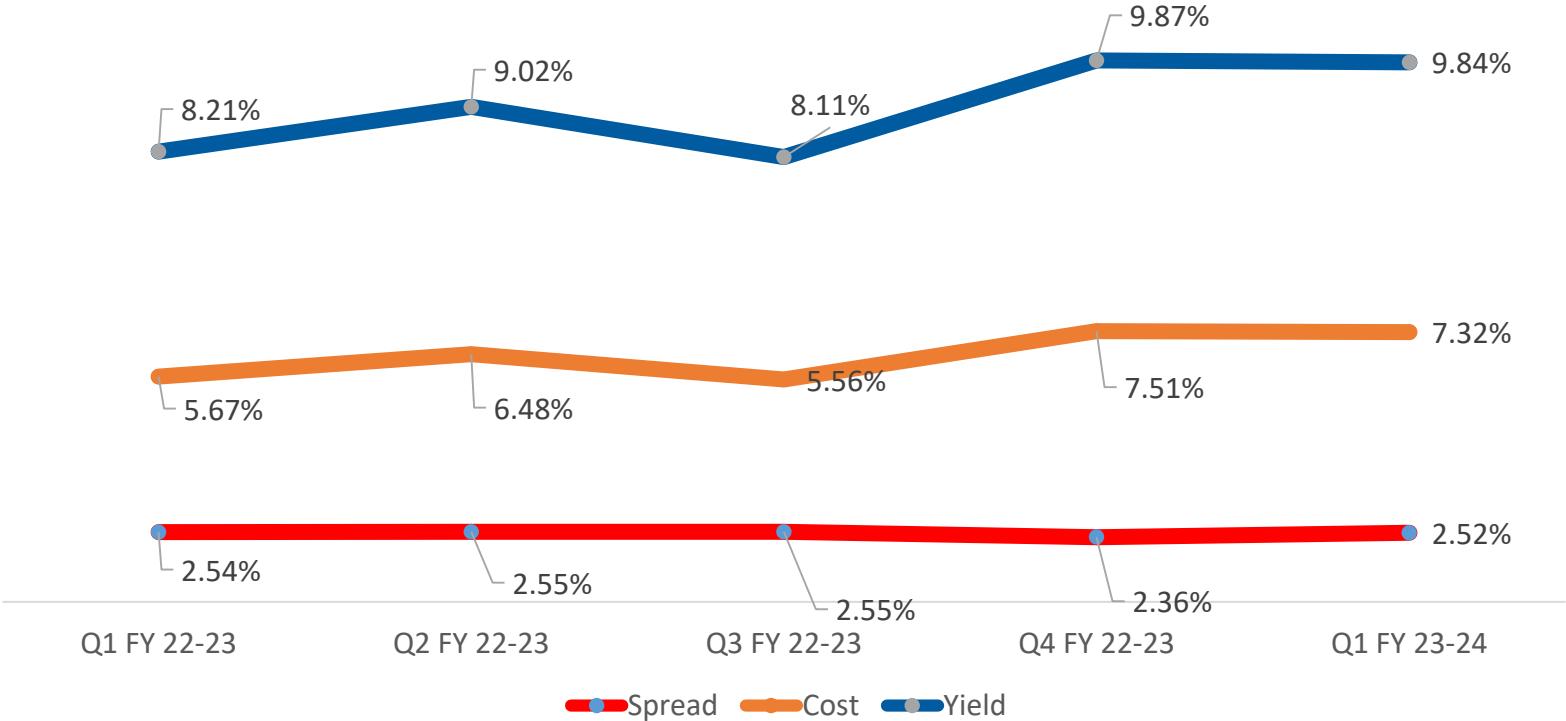
# SHAREHOLDING PATTERN



■ Promoter
 ■ Mutual Funds
 ■ Individual  
■ Foreign Corporate Bodies
 ■ Bodies Corporate
 ■ Others

SI No.	Category	shareholding as %
1	Promoter	29.99
2	Mutual Funds	26.16
3	Individual	19.52
4	Foreign Corporate Bodies	10.72
5	Bodies Corporate	9.57
6	Others	4.04
7	Grand Total	100.00

# Yield, Cost and Spread (standalone at the end of each quarter)



# Total Provisions held

Amount Rs. in Crore

Asset Classification	ECL Stages	Balance as on 30 June 2023	%	Provision as per IRAC as on 30 June 2023	Provision held as per ECL Model
Standard Asset	1	28,551	93.39%	122.51	71.72
SMA 0	1	1,806			
SMA 1	2	723	5.97%		70.61
SMA 2	2	548			
Restructured A/c	2	672			
NPA	3	205	0.63%	113.98	95.56
Total Portfolio		32,505			
Undisbursed Loan Commitment		1,239			3.25
Total Provision				236.49	241.14

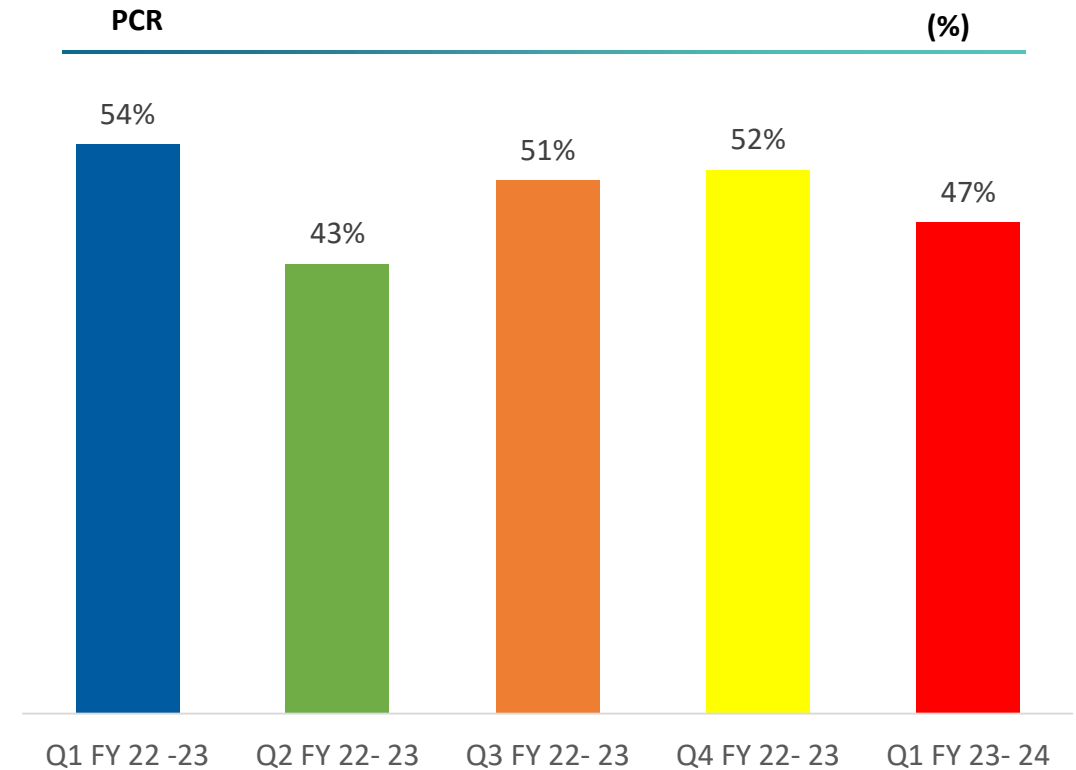
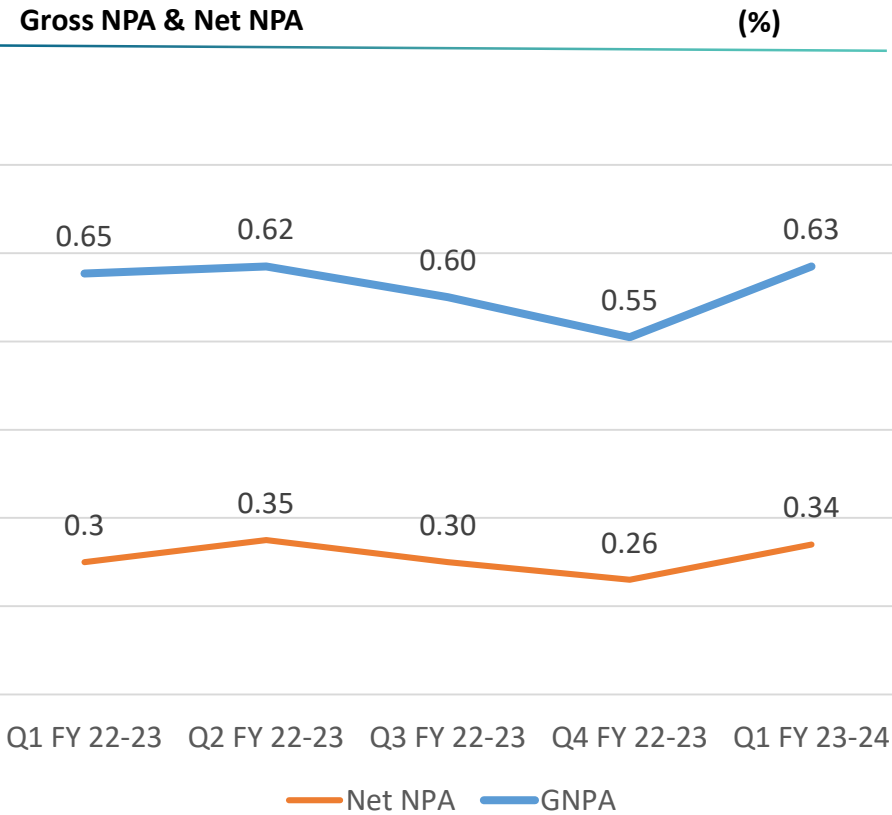


# Provisioning

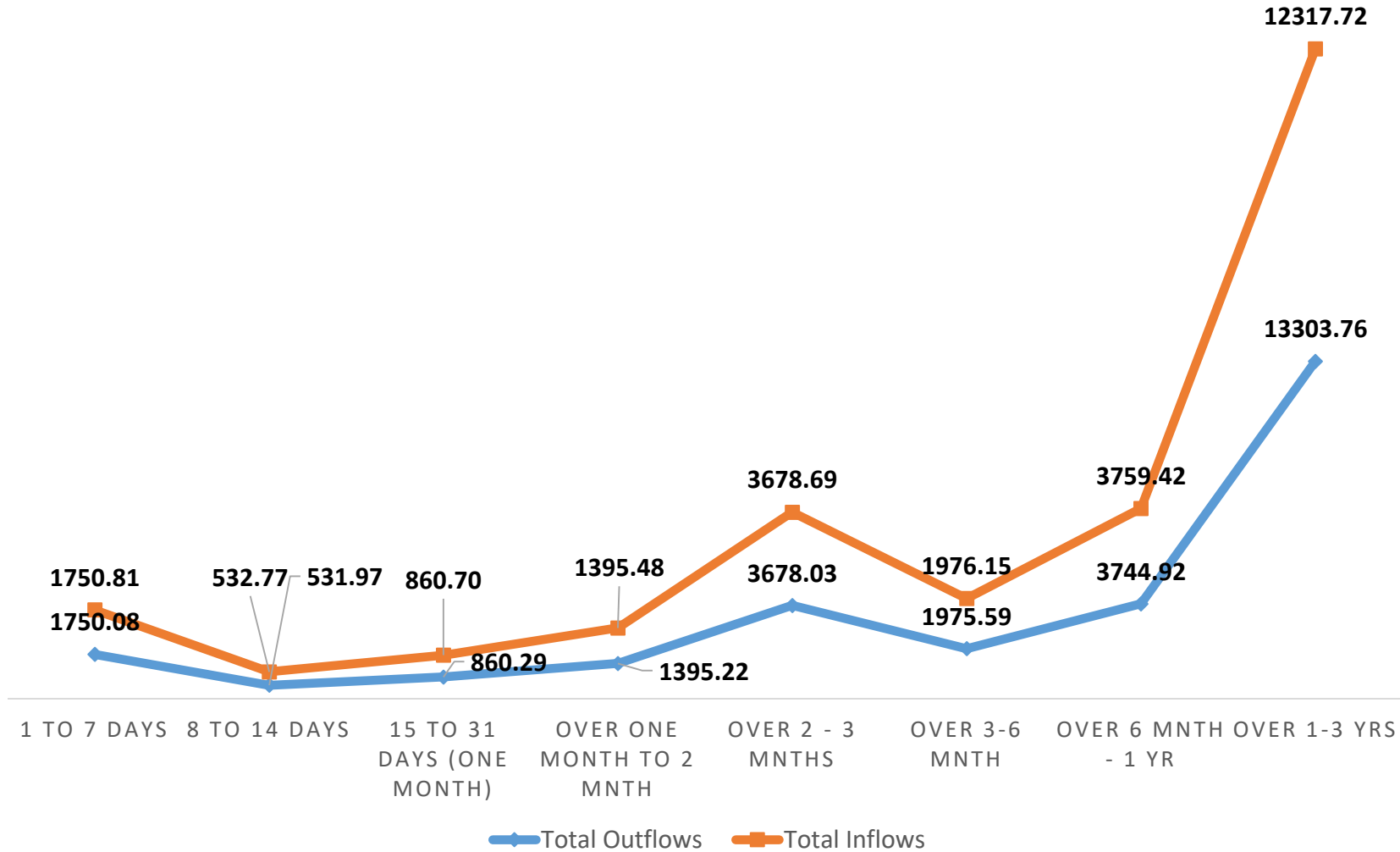
Impairment Loss Allowance as per Ind AS and RBI Resolution Framework held by the Company is as follows:

ECL provision held as on June 30, 2023	₹ in Crores
For Standard Assets	142.33
For NPAs	95.56
Undisbursed Loan Commitment	3.25
Management Overlay	17.00
Provision as per Resolution Framework 1 & 2	67.69
Total provision	325.83

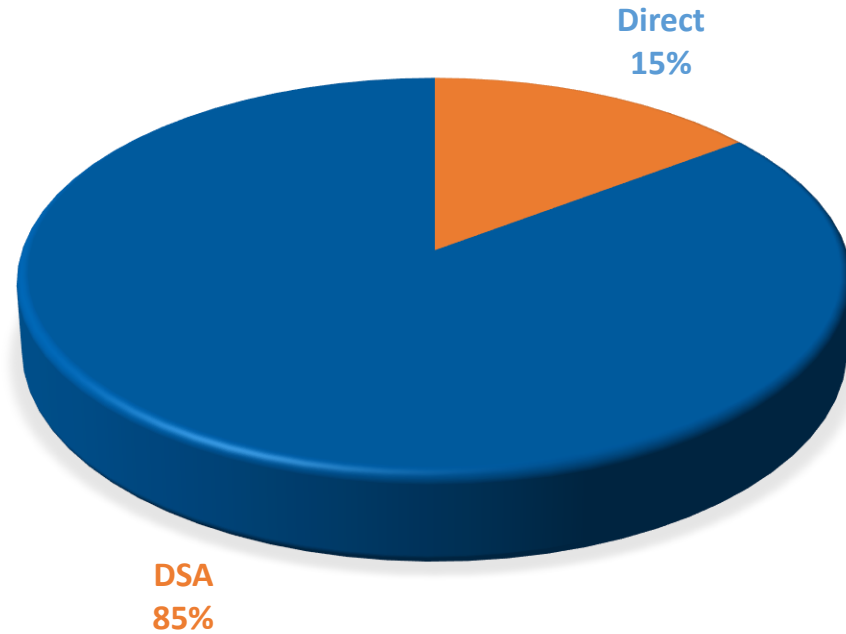
# NPA and PCR



# Bucket wise ALM



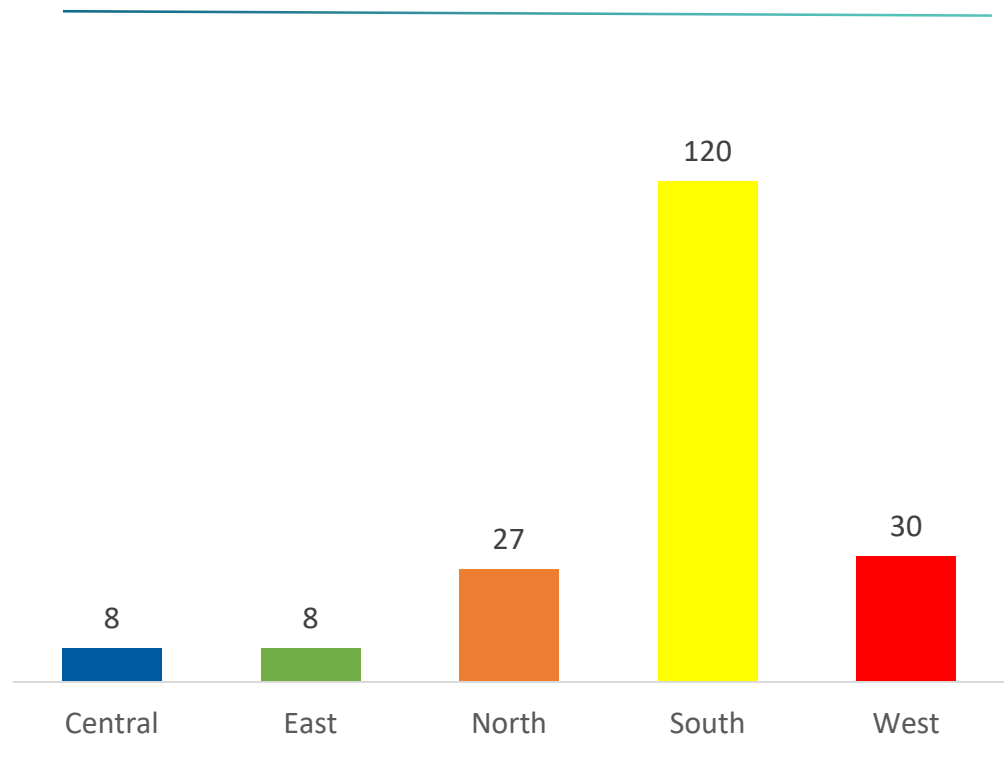
# CHANNEL WISE SOURCING MIX



SI No.	Sourced by	%
1	Direct	14.76%
2	DSA	85.24%

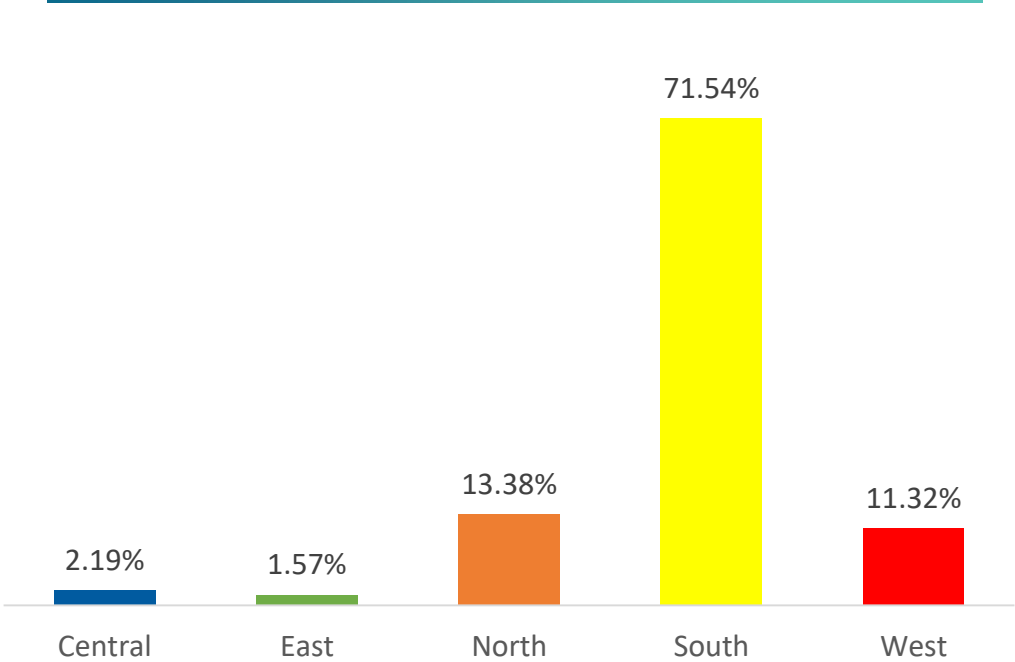
# Geographical Wise Distribution

No. of Branches



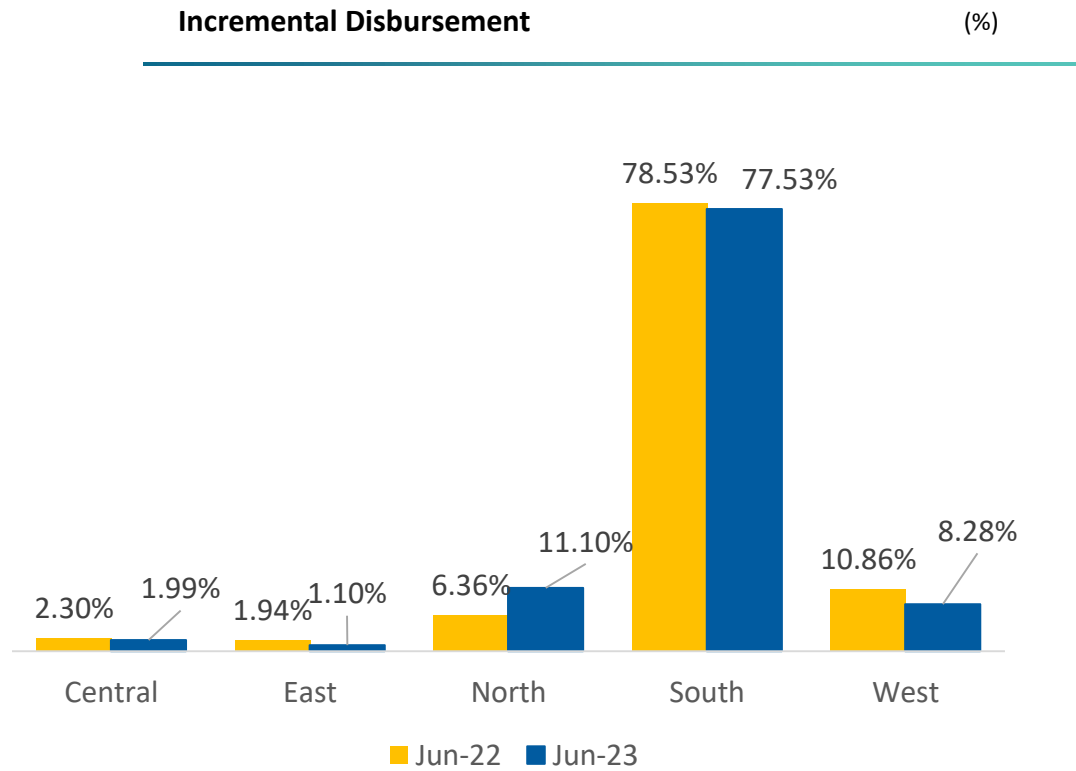
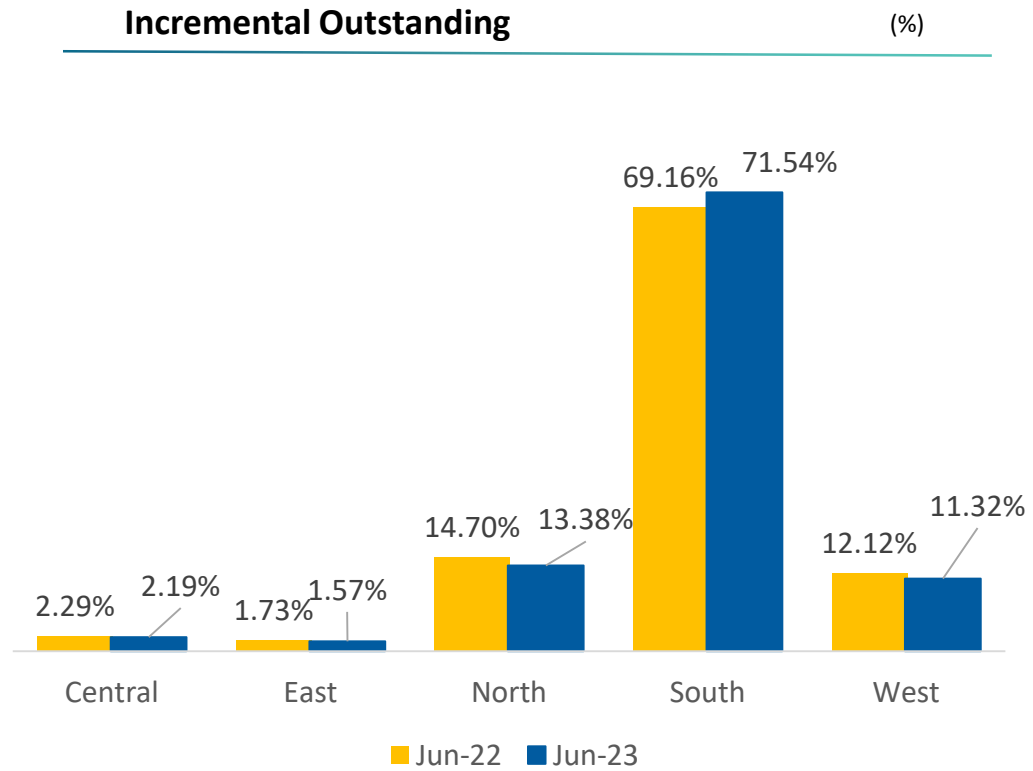
Outstanding

(%)





# Geographical Wise Distribution



# STRATEGIC INITIATIVES

- ✓ Augmentation of direct proposals and Advanced Processing Facility (APF).
- ✓ GEO tagging of the property photos through mobile apps.
- ✓ Pre disbursement centralised document vetting system.
- ✓ Centralised Loan disbursal mechanism / Vendor payment.
- ✓ Centralised Reconciliations using CMS facility.

# Branch Network

(205 BRANCH 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, Jabalpur, Pithampur, Sagar, Rewa
- **Chhattisgarh** – Raipur, Bilaspur, Bilai
- **Maharashtra** – Kolhapur, Navi Mumbai, Mumbai, Nagpur, Panvel, Kalyan, Pune, Nashik, Boisar, Chakan, Hinjewadi, Aurangabad, Solapur
- **Karnataka** – Bengaluru (30 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 (13 branches), Siddipet, Warangal, Karimnagar, Khammam, Mancheril, Nizamabad
- **Delhi** – Nehru Place, Pitampura
- **Haryana** – Gurgaon (2), Manesar, Sonapat, Faridabad, Dharuhera, Rewari, Karnal, Ambala, Rohtak, Palwal





# 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.