



Reinforce
Rebuild
Reach Higher



Can Fin Homes Ltd
(Sponsor: CANARA BANK)
HOME LOANS ♦ DEPOSITS
Translating Dreams into Reality
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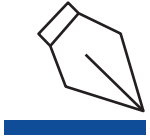
Investor Presentation

Q3FY24

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

January 2024

About Us



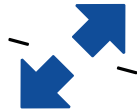
Legacy

- 36 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 uninterrupted dividend payment since inception



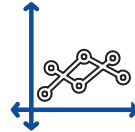
Focus

- 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 180 branches, 21 Affordable Housing Loan Centers & 12 Satellite Offices as on 31/12/2023;
- Spread across 21 States / Union Territories.
- Added 8 branches in current FY.



Financials (Q3FY24)

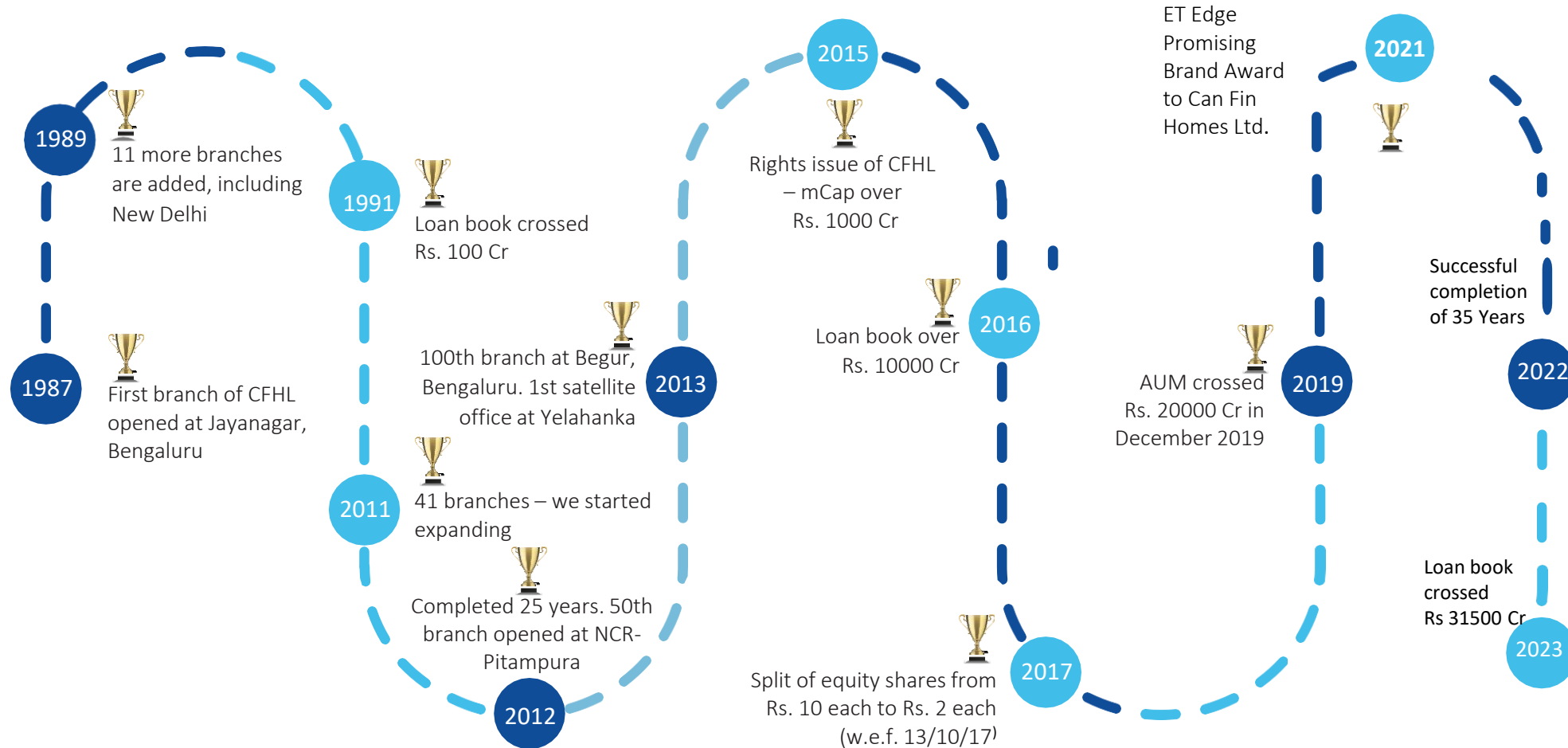
- Net Int Income: Rs.328.83 Cr
- Operating Profit: Rs.286.50Cr
- PBT : Rs 255.69Cr
- PAT: Rs.200.13 Cr
- ROE : 19.36%



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 pillars 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 36 years in housing finance.
- Eminent personalities with rich experience on the Board.
- Quick, hassle free and customer friendly lending process.
- Transparent and timely updation to stakeholders.
- Risk based evaluation of borrowers on merit.
- Single Window branch led loan process.
- Consistent and stable liquidity position.
- Steady, increased dividend - year after year.

Rating

Position as on 31/12/2023

Borrowings	CARE	ICRA	IND Ra
Term Loans (Long Term Loan)	AAA/Stable	AAA/Stable	
Term Loans (Short Term Loan)		A1+	
NHB Borrowings		AAA/Stable	
Commercial Papers (CPs)	A1+	A1+	
Non-Convertible Debentures (NCDs)	AAA/Stable	AAA/Stable	AA+/Stable
Public Deposits		AAA/Stable	



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

Experienced Management Team



Shri Sudhakar B M

General Manager

Total Exp: 36 Years

Service in Can Fin - 33 Years



Shri Nilesh Jain

Company Secretary

Total Exp: 20 Years

Service in Can Fin – 04 months



Shri Apurav Agarwal

Chief Financial Officer

Total Exp: 14 Years

Service in Can Fin - 1 Year



Shri Prakash Shanbhogue

Head - Collections

Total Exp: 30 Years

Service in Can Fin – 30 Years



Shri Prashanth Joishy

Head – Products & Strategy

Total Exp: 34 Years

Service in Can Fin – 34 years



Shri Madhu Kumar R

Head – Credit

Total Exp: 33 Years

Service in Can Fin – 28 years



Shri Arun Kumar V

Head – Centralized Credit Processing Centre

Total Exp: 37 Years

Service in Can Fin – 33 years



Shri Uthaya Kumar A

Chief Risk Officer

Total Exp: 30 Years

Service in Can Fin – 30 years



Shri D R Prabhu

Chief Compliance Officer

Total Exp: 34 Years

Service in Can Fin – 34 years



Shri Sikhin Tanu Shaw

Chief Information Officer

Total Exp: 20 Years

Service in Can Fin – 5 years



Shri Ratheesh Kumar P

Head – RBIA

Total Exp: 26 Years

Service in Can Fin – 26 years



Shri Murugan R

Head – Learning & Development

Total Exp: 31 Years

Service in Can Fin – 28 years

Systems and Controls

Lead Generation	➡	Through Website, Customer Referral, Direct marketing and DSA channel.
Due Diligence	➡	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.
Legal verification	➡	Through empanelled Advocate, Cross verification through State Govt. Land portal.
Valuation	➡	Through professional Valuers, validation of rates through market linked web sites.
Sanction	➡	Single Window – At branch level for loans upto delegated power of Branch Head. Over and above branch powers at Central CPC
Disbursement	➡	Centralized Disbursement post verification of documents

Systems and Controls

Documentation		Pre-filled System Generated documents - ready for Execution.
Storage of Loan Dockets		Centralised Document Storage at 3 different locations Pan India.
Collection		Through E -NACH, Salary deduction. Option for online Payment.
Monitoring		Data mining for EWS Monthly OTMS reports Cluster Risk Monitoring
Reconciliation		At branches and at Head office for all branches
CRM		Review of all branch loan sanctions by central credit review monitoring team at Head Office
Statutory Payments		Centralized statutory payments like TDS, GST, PT, ESI etc

Digital Transformation

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 digitization 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

RFP floated for onboarding System Integrator (SI) for IT Transformation project. Expect to finalise vendor in Jan'24

PERFORMANCE HIGHLIGHTS – Q3FY24

1. Loan Book reached Rs. 34053 Cr (+13% YoY) with a clientele base of 2.53 lakh.
2. NII: Rs. 328.83 Cr, PBT: Rs.255.69 Cr and PAT: Rs.200.13 Cr.
3. NIM: 3.92%, RoAA: 2.33%
4. RoE: 19.36%, EPS: Rs . 15.03
5. Cost to Income Ratio: 14.71%
6. DER: 7.55
7. Gross NPA 0.91% & Net NPA 0.49%.
8. The Salaried and Professional segment constitutes 72% of the outstanding loan book as on Dec 23. Housing forms 89% of the Loan Book including CRE.
9. Average ticket size of incremental housing and non-housing loans is Rs.25 Lakh and Rs.8 Lakh respectively.
10. Opened 5 new branches in Q3FY24

Performance Highlights- Q3FY24

* Amt in Crs

Sl. No.	Particulars	Year on Year and Sequential		
		Dec'23 (3m)	Dec'22 (3m)	Sep'23 (3m)
1	New Approvals	2052.52	2587.31	2123.48
2	Disbursements	1879.46	2408.03	2019.16
3	Outstanding Loan Book	34053.41	30115.13	33359.30
4	Net Interest Income	328.83	251.71	316.77
5	Operating Profit	286.50	212.93	270.18
6	Provision for Std Asset	1.36	(5.93)	(1.21)
7	Provision for NPA	29.45	14.35	16.43
8	Bad Debts + Management Overlay	0.00	0.00	56.95
9	Profit Before Tax	255.69	204.52	197.99
10	Profit After Tax	200.13	151.50	158.07
11	Gross NPA	308.84	181.14	254.45
12	Gross NPA Ratio (%)	0.91%	0.60%	0.76%
13	Net NPA	167.39	89.29	142.44
14	Net NPA Ratio(%)	0.49%	0.30%	0.43%

Key Financial Ratios- Q3FY24

* Amt in Crs

Sl. No.	Particulars	PERIOD ENDED		
		Dec'23 (3m)	Dec'22 (3m)	Sep'23 (3m)
1	Return on Avg Assets (Annualised)	2.33%	2.16%	1.86%
2	Return on Avg Equity (Annualised)	19.36%	17.30%	15.96%
3	Earning Per Share (Rs.)	15.03	11.38	11.87
4	Net Interest Margin (%)	3.92%	3.47%	3.80%
5	Yield on Loan Portfolio (%)	9.91%	8.87%	10.07%
6	Cost (%)	7.35%	6.63%	7.32%
7	Spread (%)	2.56%	2.24%	2.75%
8	Avg. Business Per Branch (Rs. Crore)	165.14	146.90	162.08
9	Avg. Business per Employee (Rs. Crore)	33.16	32.69	34.18
10	Cost Income Ratio (%)	14.71%	17.07%	16.25%
11	DER	7.55	7.92	7.73

Performance Highlights- Q3FY24

* Amt in Crs

Sl. No.	Particulars	Year on Year (As per IND AS)		
		Dec'23 (9m)	Dec'22 (9m)	Growth%
1	New Approvals	6206.47	6688.02	-7%
2	Disbursements	5864.69	6409.05	-9%
3	Outstanding Loan Book	34053.41	30115.13	13%
4	Net Interest Income	930.69	753.28	24%
5	Operating Profit	804.27	644.01	25%
6	Provision for Std Asset	9.20	15.96	-
7	Provision for NPA	50.55	2.00	-
8	Bad Debts + Management Overlay	56.95	-	-
9	Profit Before Tax	687.57	626.05	10%
10	Profit After Tax	541.66	455.43	19%
11	Gross NPA	308.84	181.14	70%
12	Gross NPA Ratio (%)	0.91%	0.60%	-
13	Net NPA	167.39	89.29	87%
14	Net NPA Ratio(%)	0.49%	0.30%	-

Key Financial Ratios- Q3FY24

* Amt in Crs

Sl. No.	Particulars	PERIOD ENDED	
		Dec'23 (9m)	Dec'22 (9m)
1	Return on Avg Assets (Annualised)	2.11%	2.17%
2	Return on Avg Equity (Annualised)	17.47%	17.30%
3	Earning Per Share (Rs.)	40.68	34.20
4	Net Interest Margin (%)	3.69%	3.46%
5	Yield on Loan Portfolio (%)	10.01%	8.66%
6	Cost (%)	7.35%	6.25%
7	Spread (%)	2.66%	2.41%
8	Avg. Business Per Branch (Rs. Crore)	165.14	146.90
9	Avg. Business per Employee (Rs. Crore)	33.16	32.69
10	Cost Income Ratio (%)	15.30%	16.23%
11	DER	7.55	7.92

Key Ratios

* Amt in Crs

Sl No.	Particulars	PERIOD ENDED		
		Dec'23 (3m) (With Ambala)	Sept'23 (3m) (Without Ambala)	Sep'23(3m) (With Ambala)
1	Profit Before Tax	255.69	237.65	197.98
2	Profit After Tax	200.13	187.76	158.07
3	Return on Assets	2.33%	2.21%	1.86%
4	Return on Equity	19.36%	18.82%	15.96%
5	EPS	15.03	14.10	11.87

Channel Sourcing Mix – Q3FY24

	FY23	Q1FY24	Q2FY24	Q3FY24
Active DSA's	1463	1464	1316	1174
Total Disbursement (Crores)	8947	1966	2019	1879
Total DSA Sourced				
Amount(Crores)	7302	1667	1651	1500
% share of total business	82%	85%	82%	79%
Share of Top 20 DSA's				
Amount(Crores)	1011	247	233	209
% share of total business	11%	12%	11%	11%

Diversified Sourcing no concentration

Run Off Ratios

* Amt in Crs

	Opening Balance(A)	Disbursement (B)	Amortization+ Prepayment (C)	Closing Balance (D=A+B-C)	Run Off E= C/A
Mar-21	21026	2002	902	22126	4.29%
Q1 FY 22	22126	894	778	22221	3.61%
Q2 FY 22	22242	2208	844	23584	3.89%
Q3 FY 22	23605	2472	965	25091	4.18%
Q4 FY 22	25112	2730	1084	26711	4.50%
Q1 FY 23	26758	1726	920	27538	3.53%
Q2 FY 23	27564	2275	962	28823	3.69%
Q3 FY 23	28877	2408	1150	30115	4.05%
Q4 FY 23	30135	2538	1089	31563	3.68%
Q1 FY 24	31583	1966	1026	32505	3.31%
Q2 FY 24	32524	2019	1165	33359	3.64%
Q3 FY 24	33378	1879	1186	34053	3.61%

Lending Basket

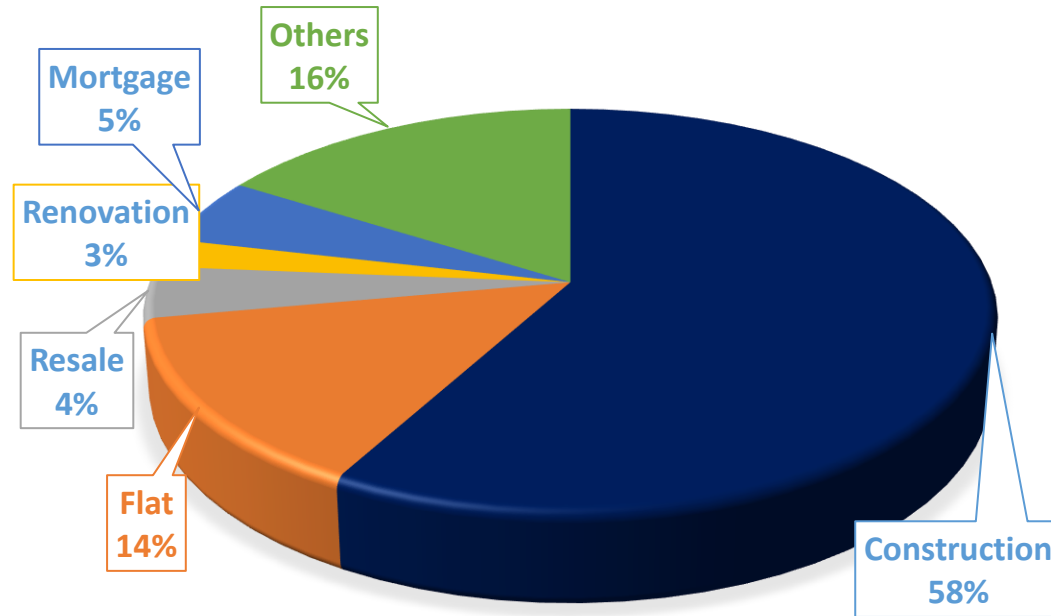
CATEGORY-WISE PRODUCT-WISE DISTRIBUTION OF LOAN BOOK

* Amt in Crs

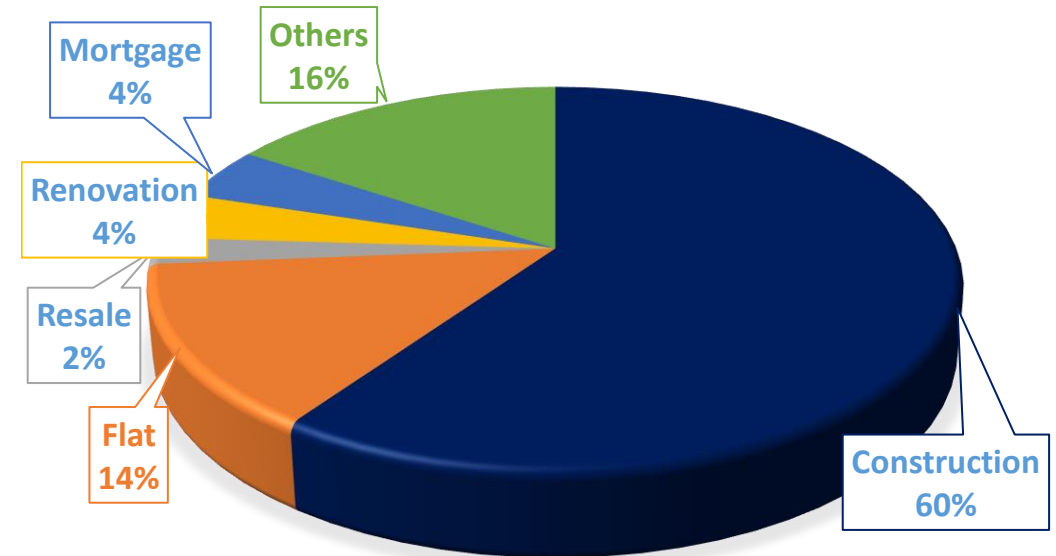
Sl. No.	Particulars	Dec - 22 O/s Amt.	Mar - 23 O/s Amt.	Jun - 23 O/s Amt.	Sep - 23 O/s Amt.	Dec - 23 O/s Amt.
1	Salaried & Professionals					
	i) Housing Loans	20256	21071	21602	22067	22442
	ii) Top-up Personal Loans	915	960	990	1020	1040
	iii) Mortgage Loans/ Flexilap	774	811	829	843	852
	iv) Loans for Sites	177	184	182	184	188
	v) Others	37	40	41	41	40
	Sub Total	22159	23066	23644	24155	24562
	(As a % to total)	74%	73%	73%	72%	72%
2	Non Salaried Class- Self Employed & Non Professionals					
	i) Housing Loans	6613	7050	7357	7656	7899
	ii) Top-up Personal Loans	367	397	415	437	459
	iii) Mortgage Loans/Flexi Lap	825	893	929	950	967
	iv) Loans for Sites	76	81	84	87	93
	v) Others	54	56	55	52	51
	Sub Total	7935	8477	8840	9182	9469
	(As a % to total)	26%	27%	27%	28%	28%
3	Builder Loans					
	(As a % to total)					
4	Staff Loans	21	20	21	22	22
	Grand Total	30115	31563	32505	33359	34053

Purpose wise AUM

OS FY 2023 - 2024

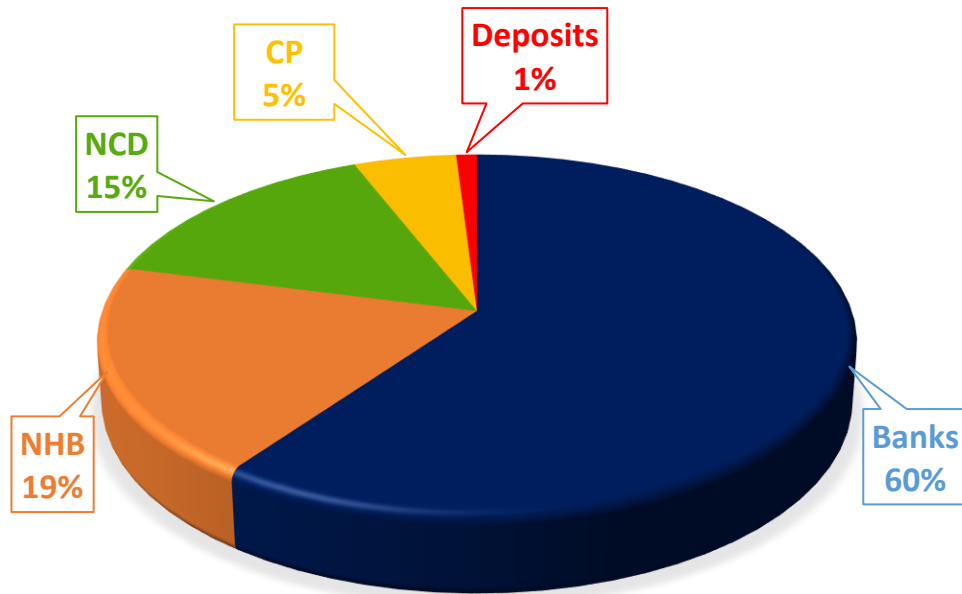


OS FY 2022 - 2023



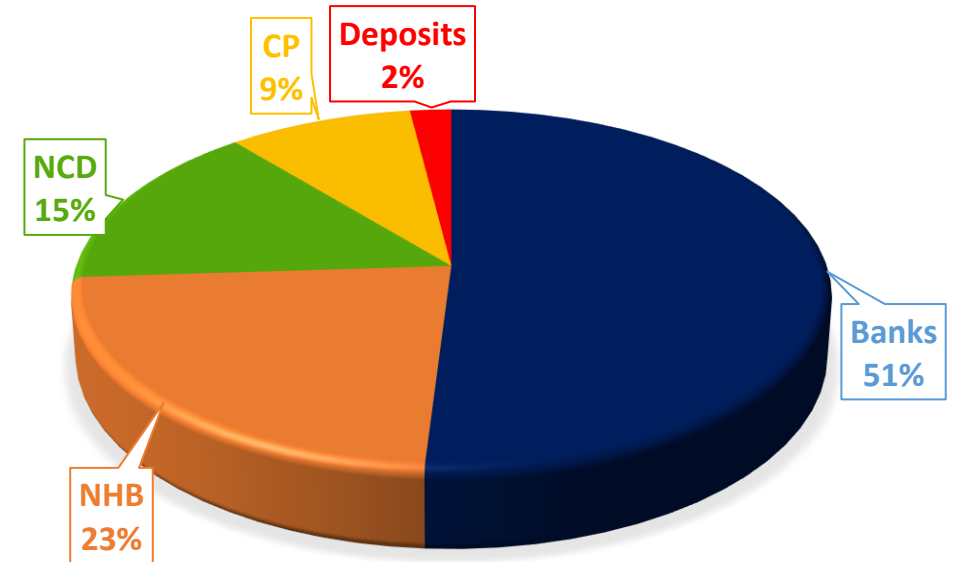
Funding Basket

Funding Mix @ Dec 2023 (as %)



Total Borrowings – Rs. 31196 Crs

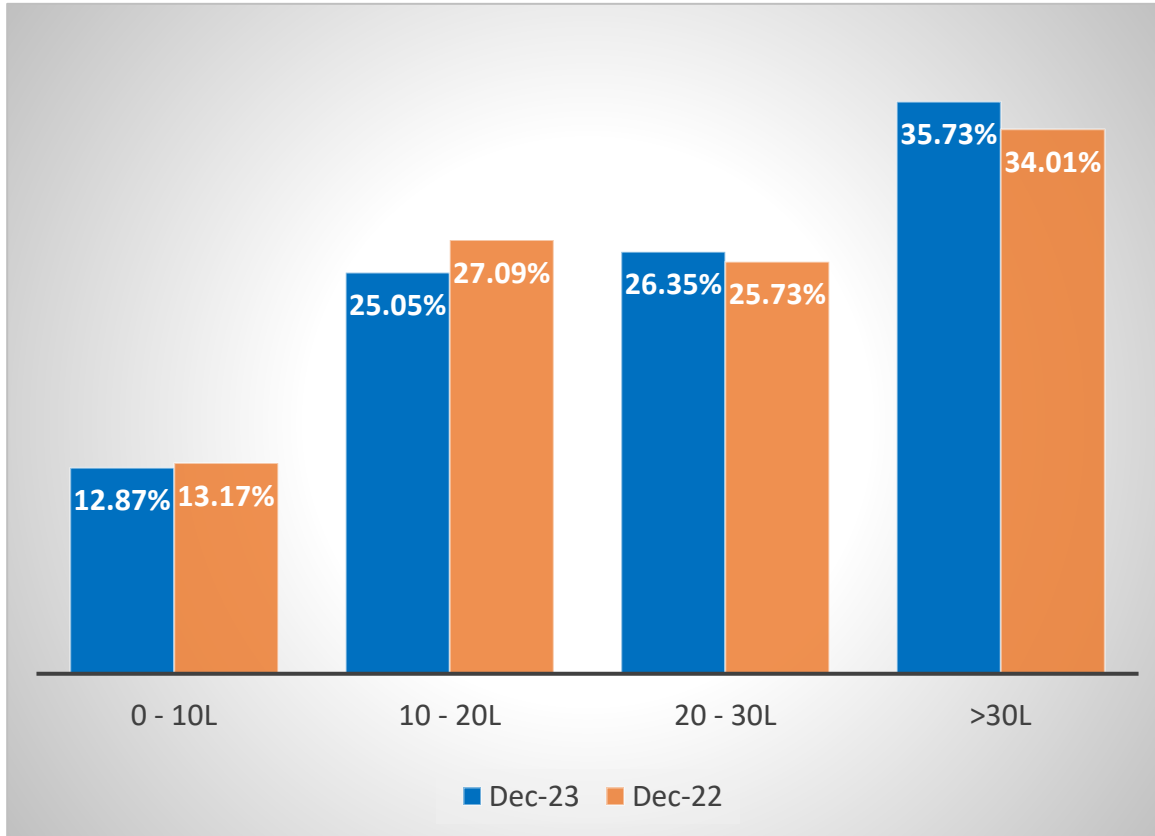
Funding Mix @ Dec 2022 (as %)



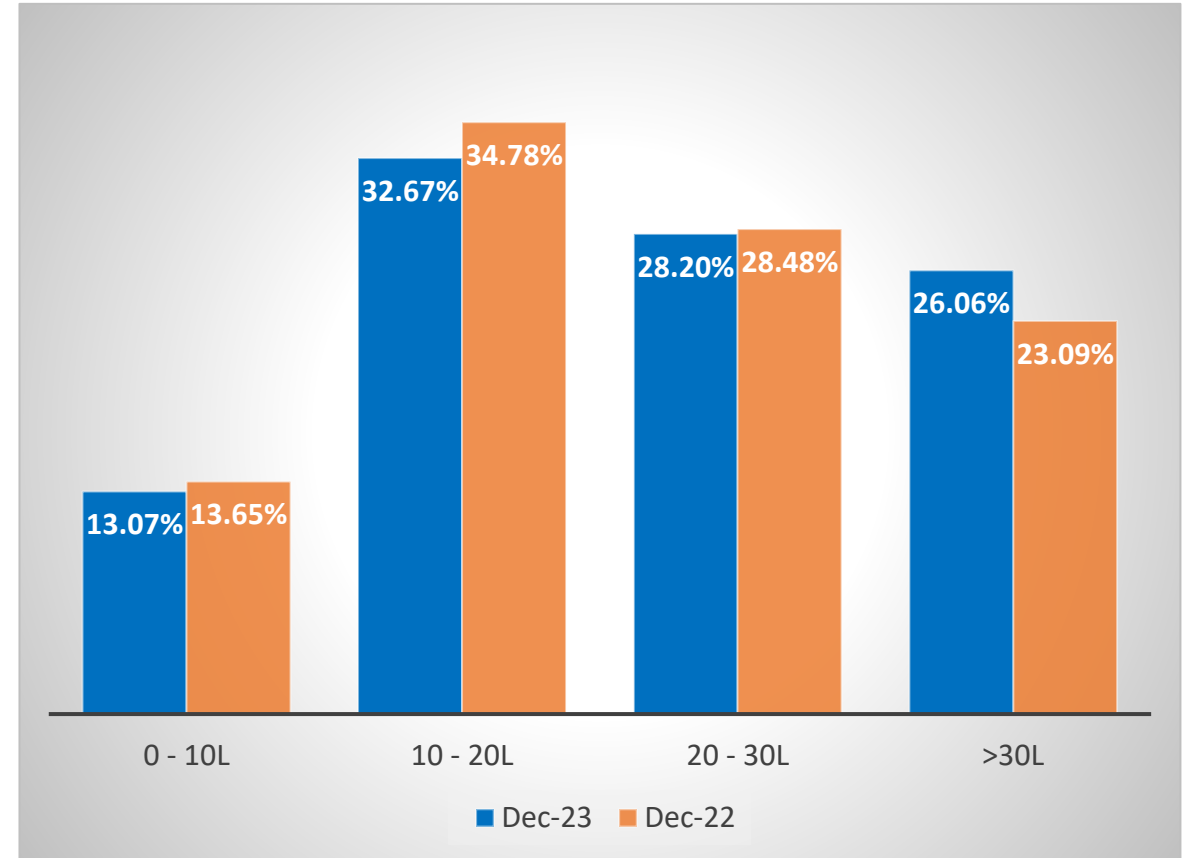
Total Borrowings – Rs. 27813 Crs

Loan Amount Wise

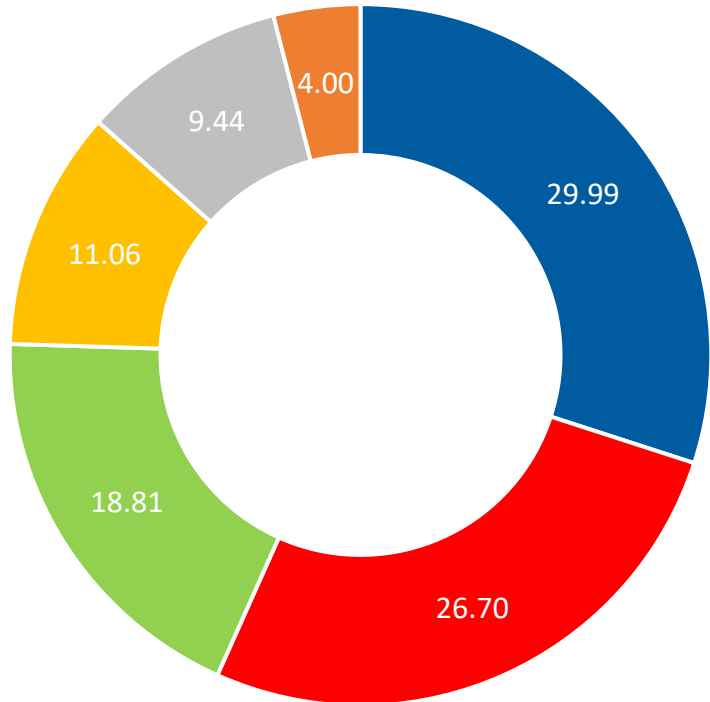
Disbursement FY 2023 -24 (9m)



Loan Portfolio as on Dec'23



SHAREHOLDING PATTERN



SI No.	Category	shareholding as %
1	Promoter	29.99
2	Mutual Funds	26.70
3	Individual	18.81
4	Foreign Corporate Bodies	11.06
5	Bodies Corporate	9.44
6	Others	4.00
7	Grand Total	100.00

Promoter

Mutual Funds

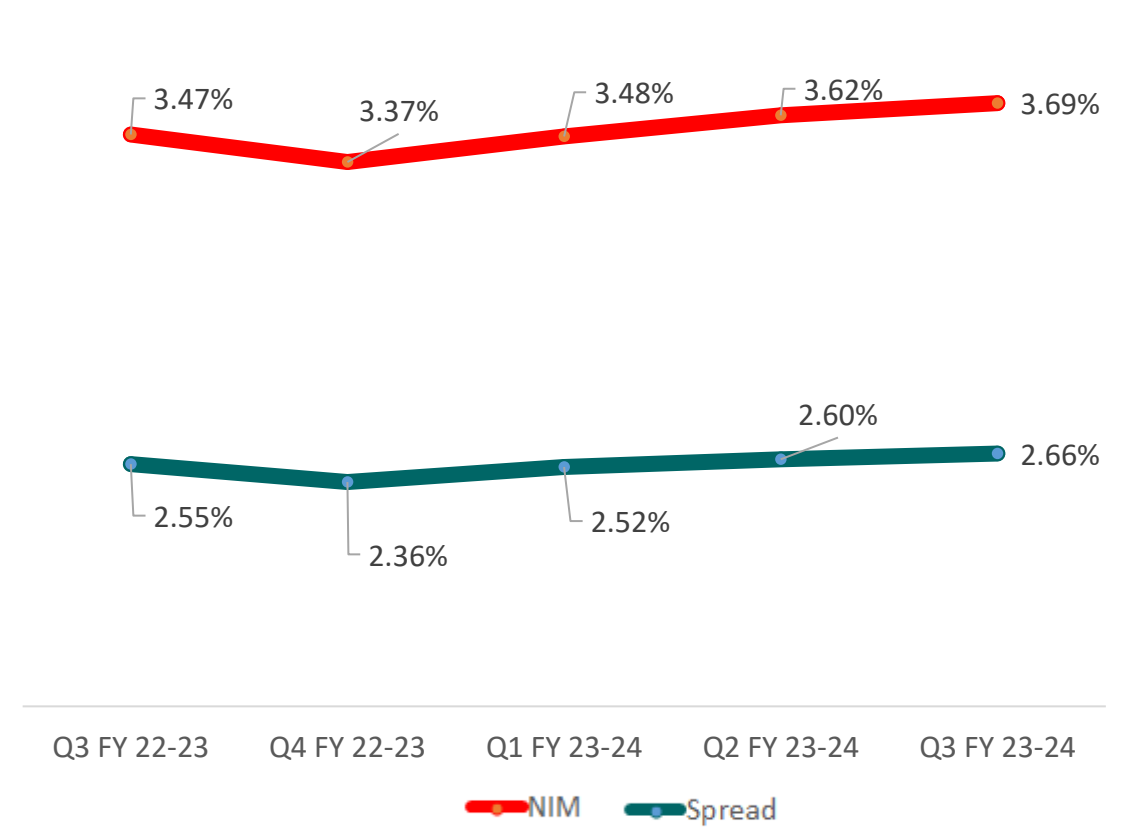
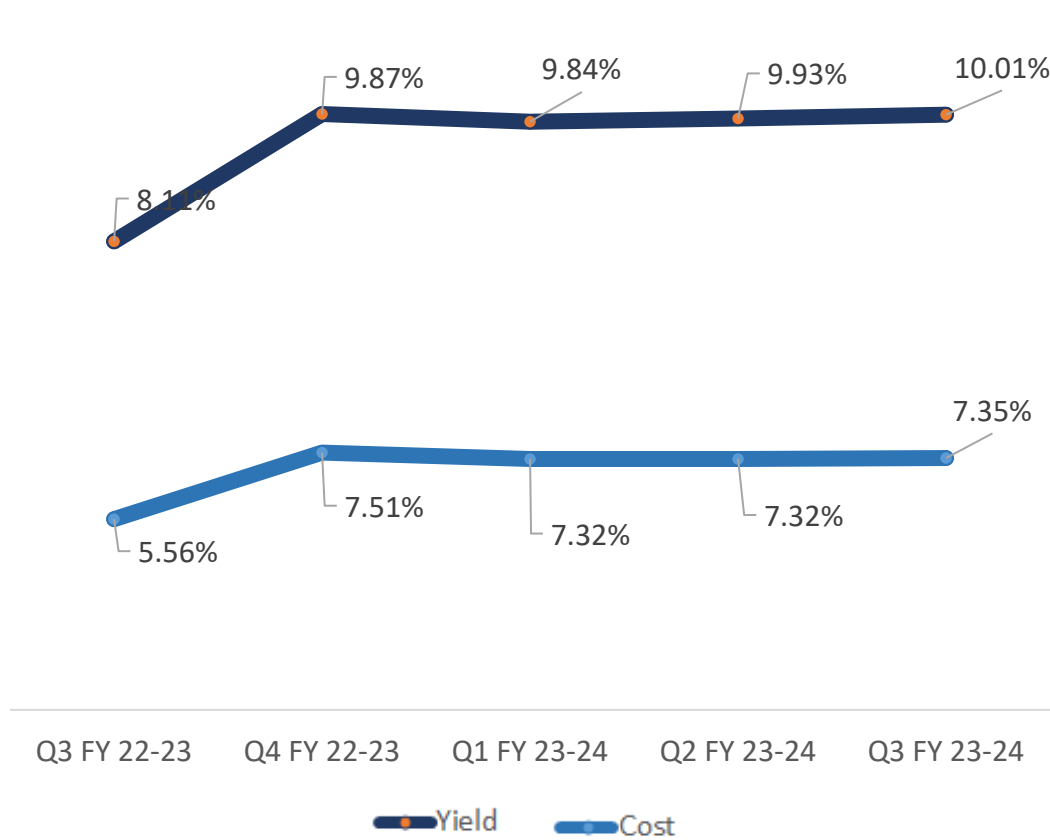
Individual

Foreign Corporate Bodies

Bodies Corporate

Others

Yield, Cost, NIM and Spread(As at the end of each quarter)



Total Provisions held

* Amt in Crs

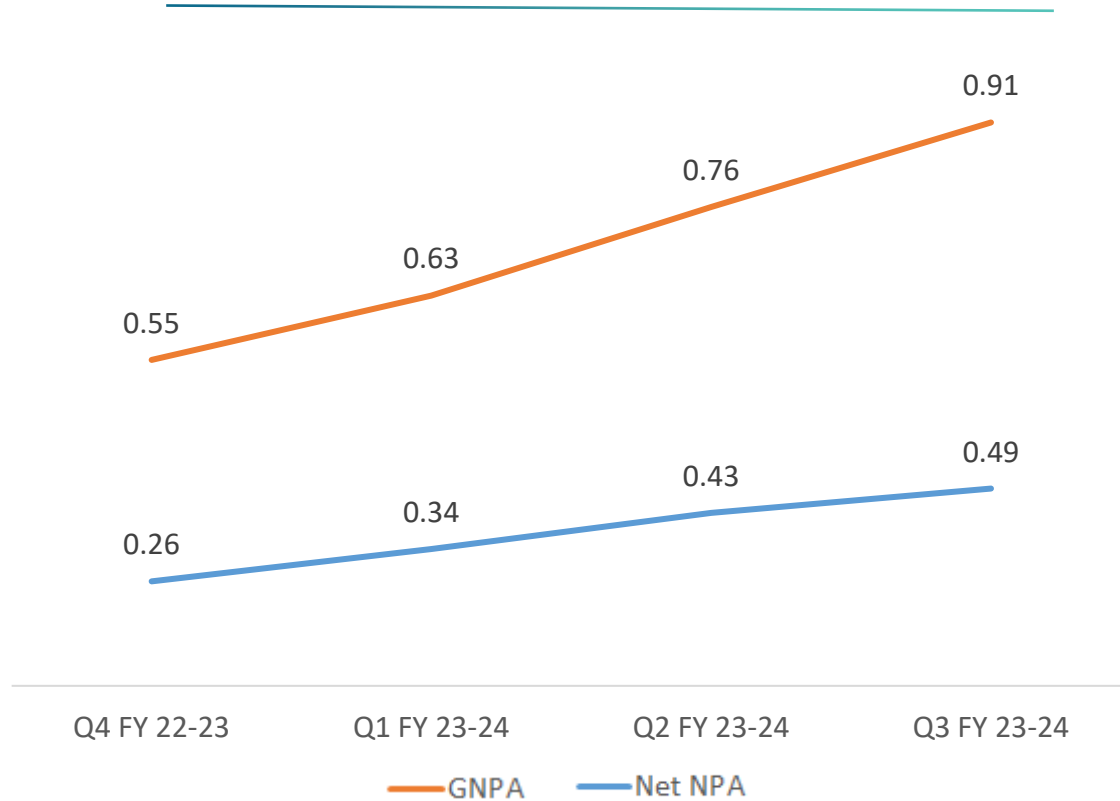
Asset Classification	ECL Stages	Balance as on 31 Dec 2023	Provision as per IRAC	Provision as per ECL Model
Standard Asset	1	30659	144.67	150.67
SMA 0	1	1476		
SMA 1	2	870		
SMA 2	2	739		
NPA	3	309	131.16	141.45
Total Portfolio		34053	275.83	292.12
Undisbursed Loan Commitment		1317		3.88
Management Overlay				34.28
Provision for Restructured accounts				58.87
Total Provision				389.15

Note: Entire restructure pool has come out of restructuring in November 2023

NPA and Provision

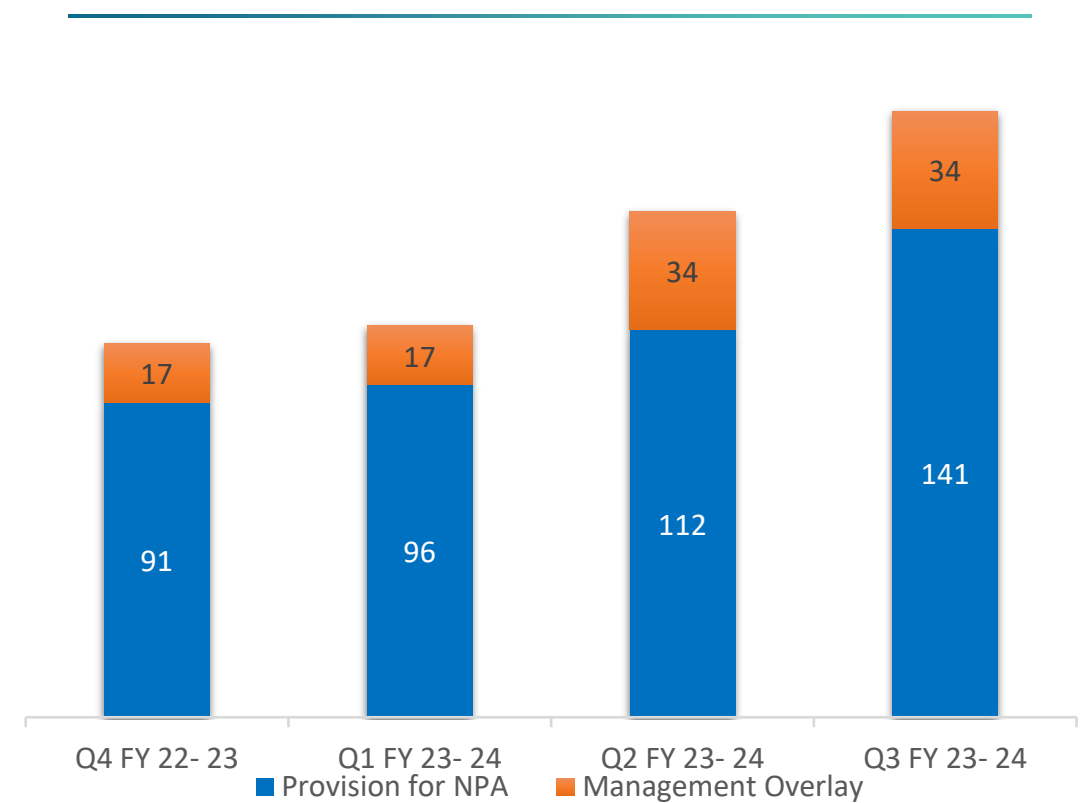
Gross NPA & Net NPA

(%)



Provision held

* Amt in Crs



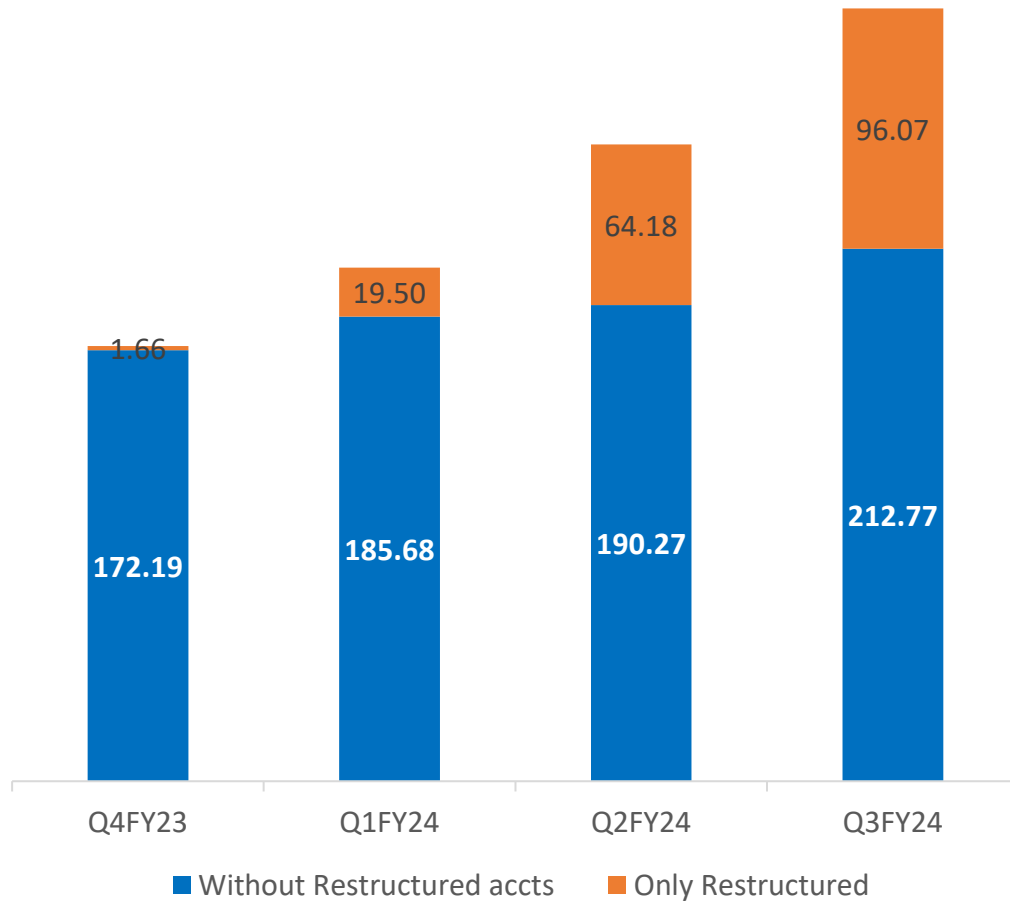
PCR with Management Overlay

* Amt in Crs

	FY23	As % of GNPA	H1FY24	As % of GNPA	Q3FY24	As % of GNPA
Gross NPA	174		254		309	
A. ECL Provision (Stage 3)	91	52%	112	44%	141	46%
B. Management Overlay	17		34		34	
Total Provision available (A+B)	108	62%	146	58%	175	57%
C. Prov for Restructured Pool	68		68		58	
Total Provision available (A+B+C)	176	101%	214	84%	233	76%
D. Provision for Std Asset and Undisbursed loan commitment	137		144		156	
Total Provision (A+B+C+D)	313		358		389	

Note: Provision for restructured pool has reduced on account of closure of restructured loans

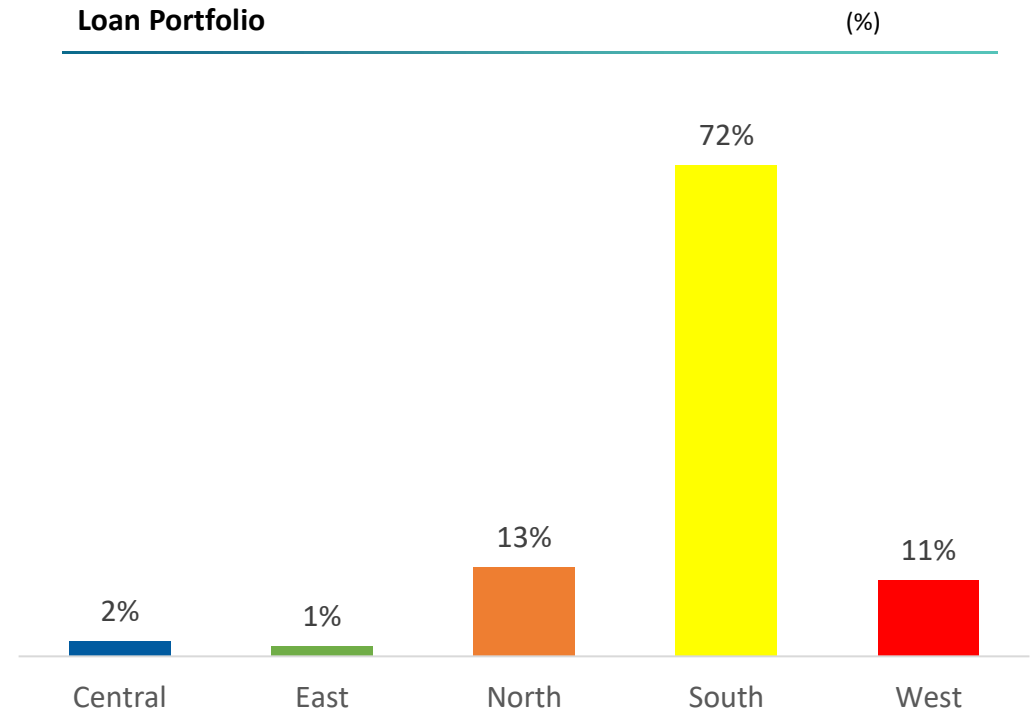
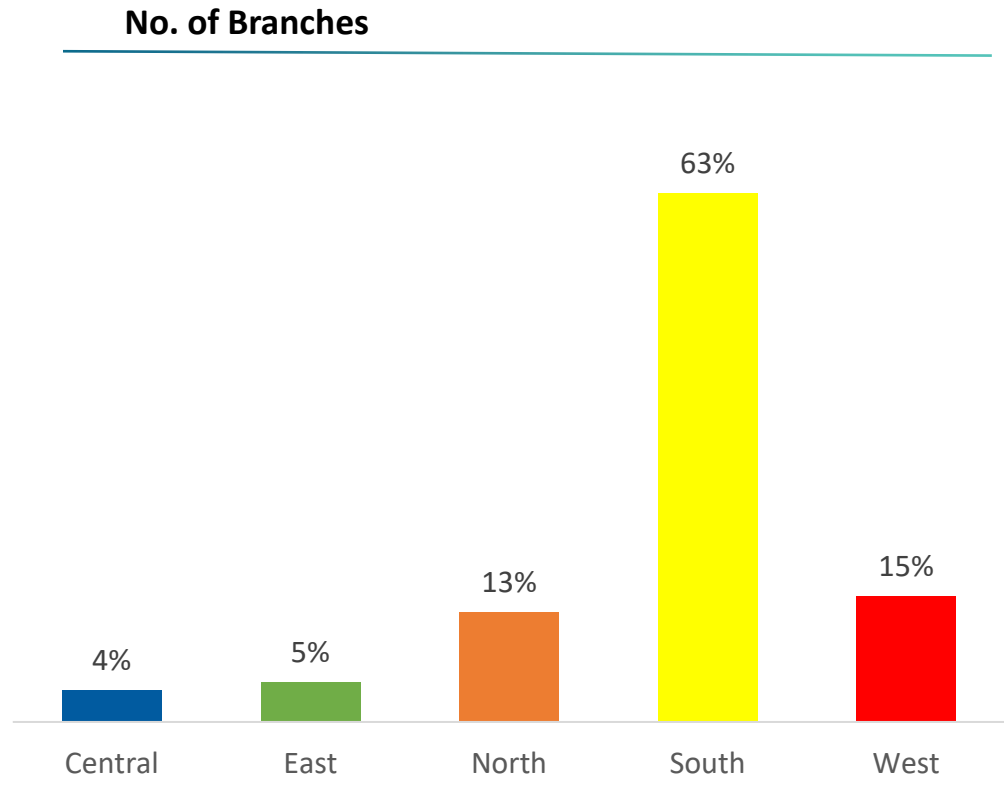
NPA and Restructured NPA



* Amt in Crs

Quarter	NPA Amount		NPA%	
	Without Restructured accts	Only Restructured	Without Restructured accts	Only Restructured
Q4FY23	172.19	1.66	0.55%	0.005%
Q1FY24	185.68	19.50	0.57%	0.06%
Q2FY24	190.27	64.18	0.57%	0.19%
Q3FY24	212.77	96.07	0.62%	0.28%

Geographical Wise Distribution – Q3 FY 24



Action Taken

Centralized Disbursement

Implemented from 03/10/2023

Centralized Vendor
Payments

Under UAT

Online Reconciliation

Implemented from November 2023

CRM

All branches covered from 01/10/2023

Litigation Management
Software

Implemented from 22/08/2023

Risk Management

Quarterly Cluster level risk monitoring implemented from July
2023

Branch Expansion

3 new branches opened in Q2 and 5 new branches opened in
Q3

STRATEGIC INITIATIVES PROPOSED

- ✓ RCSA
- ✓ Fraud control unit will be augmented – ITR, PAN, Aadhar, Phone and Mail IDs verification through App – Pilot done at 18 branches.
- ✓ App based valuation – Pilot project initiated for 8 branches.

Branch Network

(213 BRANCH OFFICES)

- **Punjab** – Jalandhar
- **Chandigarh**
- **Rajasthan** – Alwar, Jaipur, Mansarovar, Kota, Udaipur, Ajmer, Jodhpur, Jhotwara, Jagatpura, Bhilwara, sikar, Pali
- **Gujarat** – Ahmedabad, Vadodara, Surat, Rajkot, Jamnagar, Bhavnagar
- **MP** – Bhopal, Gwalior, Indore, Mandideep, Jobalpur, Pithampur, Sagar, Rewa
- **Chhattisgarh** – Raipur, Bilaspur, Bhilai
- **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, Cuttack
- **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, Tenkasi, Karikudi, Mayiladuthurai
- **Goa**
- **Pondicherry**
- **West Bengal** – Durgapur
- **Uttar Pradesh** – Lucknow, Meerut, Noida, Greater Noida, Agra, Varanasi, Allahabad, Kanpur, Ghaziabad, Jhansi, Hapur
- **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, Ananthpur

- **Telangana** – Hyderabad (13 branches), Siddipet, Warangal, Karimnagar, Khammam, Mancheria, 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.

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