

CAN FIN HOMES LIMITED

Registered Office No. 29/1, 1st Floor, Sir M N Krishna Rao Road Near Lalbagh West Gate, Basavanagudi Bengaluru – 560 004

> Tel: 080-48536192; Fax: 26565746 e-mail: compsec@canfinhomes.com Web: www.canfinhomes.com CIN - L85110KA1987PLC008699

CFHRO SE CS LODR 257/2024 October 22, 2024

ONLINE SUBMISSION

National Stock Exchange of India Limited
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 Sir/ Madam,

Sub: Submission of Investor Presentation - Post Q2 FY25 Results

Ref: Our letter CFHRO SE CS LODR 253/2024 dated October 22, 2024

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure

Requirements) Regulations, 2015

With reference to the subject, we are enclosing herewith the copy of Investor Presentation of the Company, post Q2 FY25 results.

The same is also made available on the website of the Company at www.canfinhomes.com

This is for your information & records.

Thanking you,

Yours Faithfully, For Can Fin Homes Limited

Nilesh Jain DGM & Company Secretary M.No. 18320

Encl: As above.



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Q2FY25

Reinforce.

Reinforce

Rebuild. Reach Higher.



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

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

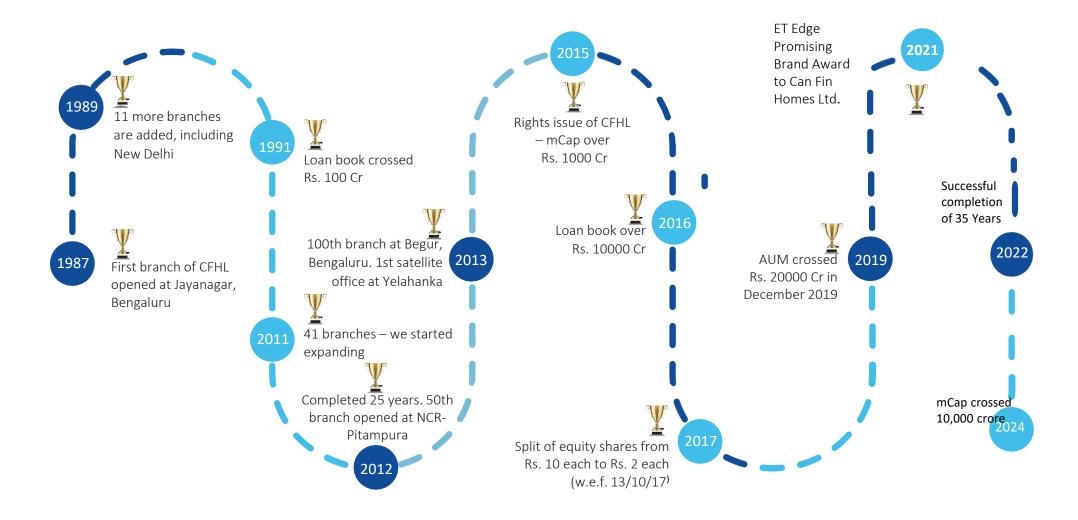
- Headquartered in Bengaluru
- Pan-India presence with 186 branches, 21 Affordable Housing Loan Centers & 12 Satellite Offices as on 30/09/2024;
- Spread across 21 States / Union Territories.





Journey So Far





Reinforce



- Company will continue thrust on growth, asset quality, profitability and liquidity.
- Unwavering focus on good governance and due diligence
- No deviation from fundamental ethos of the company.
- Utmost adherence to ethics, fair play, team-work and the pursuit of excellence.
- As always, priority will be given for compliance, audit and risk factors.

Rebuild



- Company intends to evolve further with the help of technology, duly keeping abreast with the changes in digitalization.
- Seamless integration of new processes with the tried and tested ones for better, improved customer service.
- Thrust on direct sourcing to enhance the Company's loan portfolio.

Reach Higher Can Find Homes Led





- Expansion of sourcing channels to attract different segments of borrowers, thus facilitating the Company's upward trajectory.
- Ensure that the products and services offered by the Company are environment friendly and in tune with the rationale of ecological conservation.



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.

Credit Rating



Position as on 30/09/2024

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 lyer 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 Vikram Saha Deputy Managing Director (w.e.f 29/04/2024)

Experienced Management Team





Shri Prakash Shanbhogue
General Manager
Total Exp: 30 Years
Service in Can Fin – 30 Years



Shri Nilesh Jain
Company Secretary
Total Exp: 21 Years
Service in Can Fin – 1 Year



Shri Apurav Agarwal
Chief Financial Officer
Total Exp: 14 Years
Service in Can Fin - 1 Year



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 Prashanth Joishy
Project Implementation Head
Total Exp: 35 Years
Service in Can Fin – 35 years



Shri Murugan R
Head – Learning & Development
Total Exp: 31 Years
Service in Can Fin – 28 years



Shri Madhu Kumar R
Head – Credit
Total Exp: 33 Years
Service in Can Fin – 28 years



Shri M Sundar Raman
Head – Centralized Credit
Processing Centre
Total Exp: 33 Years
Service in Can Fin – 33 Years



Smt Chitra Srinath
Head – Products & Strategy
Total Exp: 33 Years
Service in Can Fin – 33 years



Shri Ratheesh Kumar P
Head – RBIA
Total Exp: 26 Years
Service in Can Fin – 26 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; Online PAN verification; Online ITR verification; 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. Central CPC/Zonal Office for loans beyond sanctioning powers of branch heads.
Disbursement	Centralized Disbursement post verification of documents

Systems and Controls

Payments



Documentation Pre-filled System Generated documents - ready for Execution. Storage of Loan Centralised Document Storage. **Dockets** Through E -NACH, Salary deduction. Collection 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 Review of all branch loan sanctions by central credit review monitoring team at **CRM Head Office** Statutory Centralized statutory payments like TDS, GST, PT, ESI etc. **Payments** Vendor Centralized vendor payment

Digital Transformation

Can Fin Homes Ltd (Sponsor: CANARA, BANK) INCHARGO BANK) (Sponsor CANARA, BANK) (Sponsor CA

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



Upgrade of LOS and LMS in current platform initiated. To go live in Q3 FY 25

Performance Highlights – Q2FY25



- Loan Book reached Rs. 36591 Cr (+10 % YoY) with a clientele base of 2.73 lakh.
- 2. NII:Rs. 340 Cr, PBT: Rs.274 Cr and PAT: Rs. 211 Cr.
- 3. NIM: 3.75%, RoAA: 2.29%
- 4. RoE: 17.99%, EPS: Rs. 15.88
- 5. Cost to Income Ratio: 17.10%
- 6. DER: 7.19

- 7. Gross NPA 0.88% & Net NPA 0.47%.
- 8. The Salaried and Professional segment constitutes 71% of the outstanding loan book as on Sep 24. Housing forms 87% 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.

Performance Highlights- Q2FY25



* Amt in Crore

SI. No.	Particulars	2617 2123 196 2381 2019 185 36591 33359 3555 340 317 32 288 270 28 14 33 2 274 198 25		
NO.		Sep'24 (3m)	Sep'23 (3m)	Jun'24 (3m)
1	New Approvals	2617	2123	1969
2	Disbursements	2381	2019	1853
3	Outstanding Loan Book	36591	33359	35557
4	Net Interest Income	340	317	320
5	Operating Profit	288	270	280
6	ECL Provision	14	33	24
7	Profit Before Tax	274	198	255
8	Profit After Tax	211	158	200
9	Gross NPA	320	254	325
10	Gross NPA Ratio (%)	0.88%	0.76%	0.91%
11	Net NPA*	172	142	174
12	Net NPA Ratio(%)*	0.47%	0.43%	0.49%

^{*} Excluding Management overlay

Key Financial Ratios- Q2FY25



* Amt in Crore

SI.	Particulars		PERIOD ENDED	
No.		Sep'24(3m)	Sep'23(3m)	Jun'24(3m)
1	Return on Avg Assets (%)	2.29%	1.86%	2.17%
2	Return on Avg Equity (%)	17.99%	15.96%	17.57%
3	Earning Per Share (Rs.)	15.88	11.87	14.99
4	Net Interest Margin (%)	3.75%	3.80%	3.57%
5	Yield on Loan Portfolio (%)	10.12%	10.07%	10.12%
6	Cost of borrowing (%)	7.56%	7.46%	7.58%
7	Spread (%)	2.56%	2.61%	2.54%
8	Avg. Business Per Branch (Rs. Crore)	167	162	163
9	Avg. Business per Employee (Rs. Crore)	32	34	33
10	Cost Income Ratio (%)	17.10%	16.25%	14.87%
11	DER	7.19	7.73	7.14

^{*} Excluding impact of regrouping of provision for Ambala fraud

Performance Highlights- H1FY25



* Amt in Crore

SI. No.	Particulars	Year o	on Year (As per IND	AS)
		Sep'24 (6m)	Sep'23 (6m)	Growth%
1	New Approvals	4586	4195	9%
2	Disbursements	4233	3986	6%
3	Outstanding Loan Book	36591	33359	10%
4	Net Interest Income	660	602	10%
5	Operating Profit	567	478	19%
6	ECL Provision	38	46	-41%
7	Profit Before Tax	529	392	35%
8	Profit After Tax	411	302	36%
9	Gross NPA	320	254	
10	Gross NPA Ratio (%)	0.88%	0.76%	
11	Net NPA	172	142	
12	Net NPA Ratio (%)	0.47%	0.43%	

^{*}Excluding Management overlay of Rs.17 crore

Key Financial Ratios- H1FY25

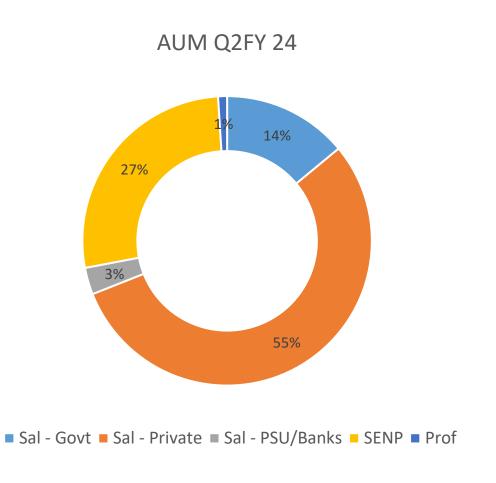


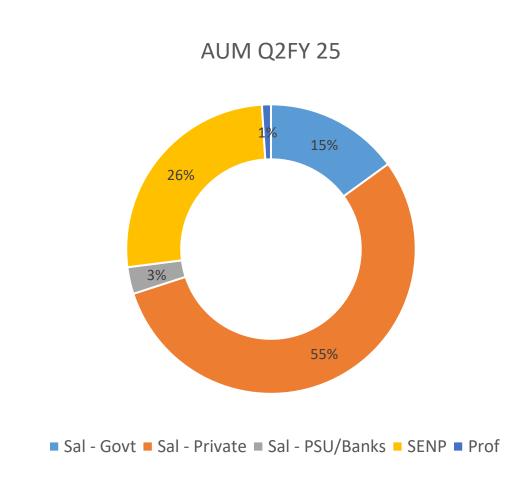
* Amt in Crore

SI.	Particulars	PERIOD I	ENDED
No.		Sep'24(6m)	Sep'23(6m)
1	Return on Avg Assets (%)	2.22%	1.78%
2	Return on Avg Equity (%)	17.49%	15.24%
3	Earning Per Share (Rs.)	30.88	25.65
4	Net Interest Margin (%)	3.65%	3.62%
5	Yield on Loan Portfolio (%)	10.12%	9.79%
6	Cost of borrowing (%)	7.56%	7.32%
7	Spread (%)	2.56%	2.47%
8	Avg. Business Per Branch (Rs. Crore)	167	162
9	Avg. Business per Employee (Rs. Crore)	32	34
10	Cost Income Ratio (%)	16.01%	22.09%
11	DER	7.19	7.73

Segment wise AUM

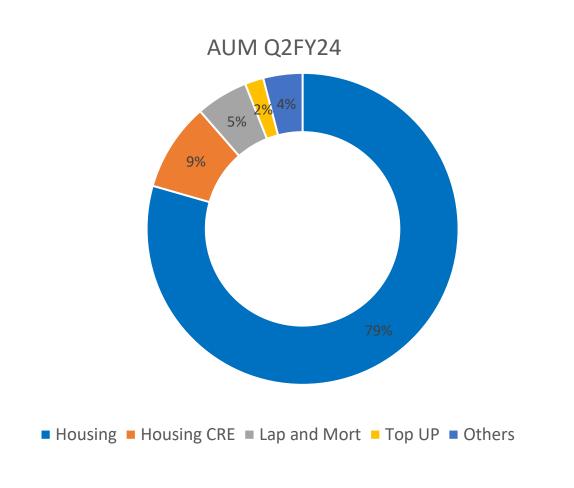


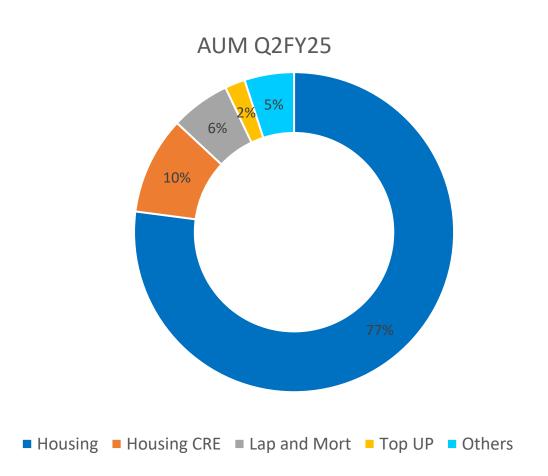




Product wise AUM

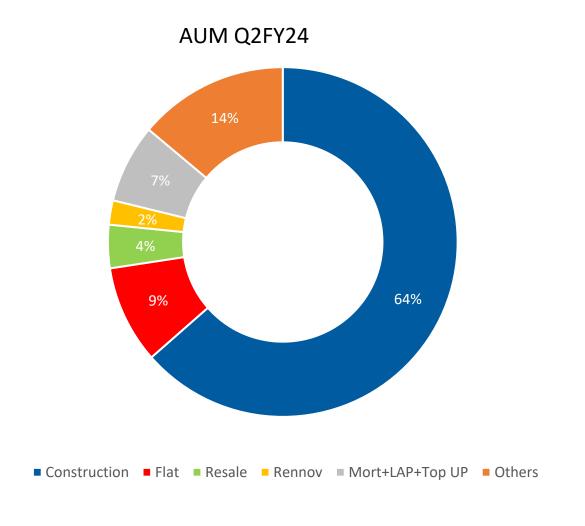


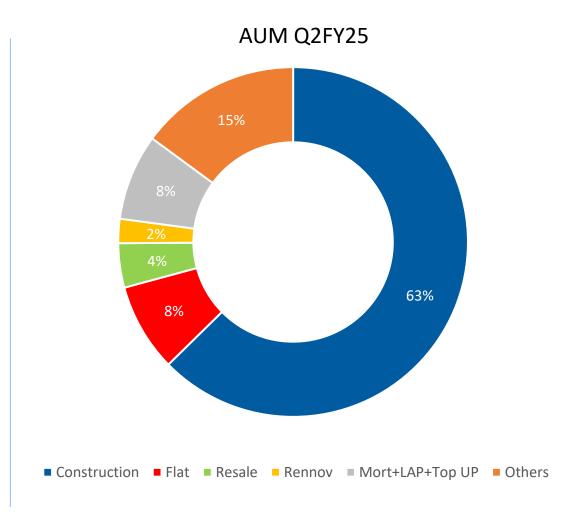




Purpose wise AUM





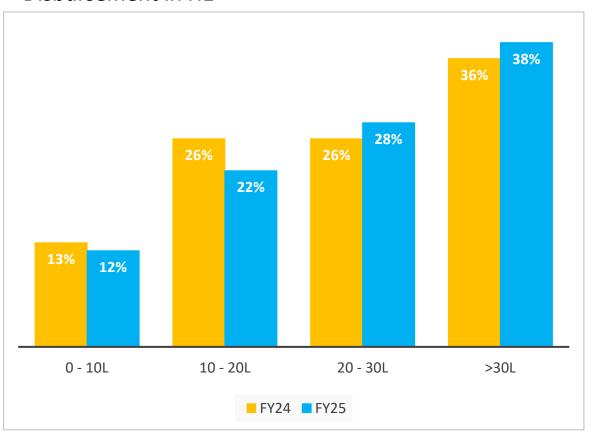


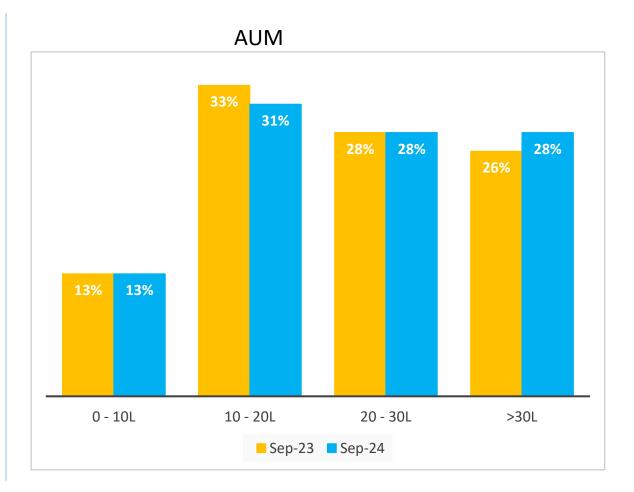
^{*}Others include Site loan, Loan against rent receivables, Loans for commercial property, Loans for children education, Personal loans, Commercial housing loans, Isecure loan

Loan Amount Wise Disbursement and AUM



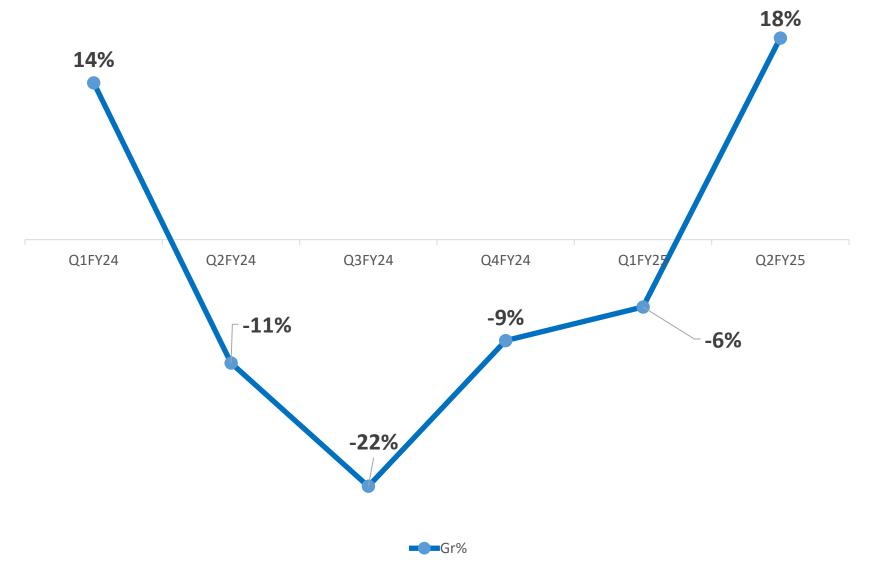
Disbursement in H1





Disbursement Growth Quarter wise





Channel Sourcing Mix

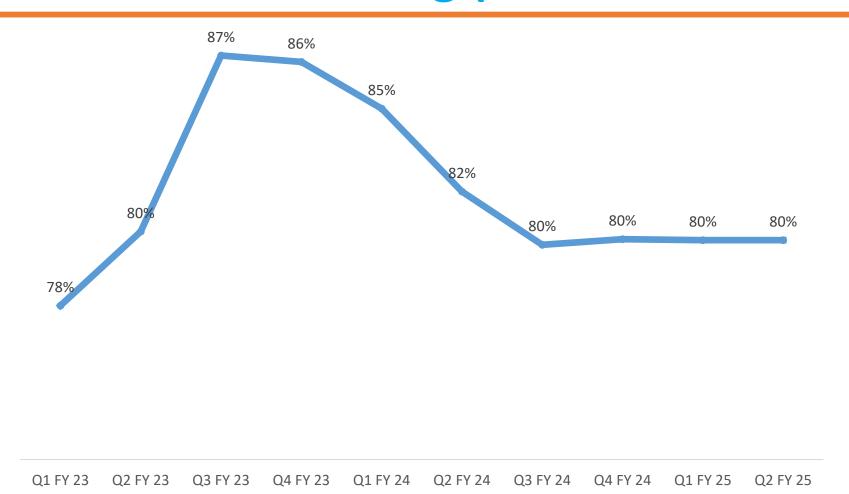


Amt in Crore

	FY23	FY24	Q1FY25	Q2FY25
Active DSA's	1463	1184	1310	1423
Total Disbursement (Crores)	8947	8117	1853	2381
Total DSA Sourced				
Amount(Crores)	7302	6669	1479	1919
% share of total business	82%	82%	80%	80%
Share of Top 20 DSA's				
Amount(Crores)	1011	844	247	243
% share of total business	11%	10%	13%	10%

Movement of DSA Sourcing (Incremental Disb.)

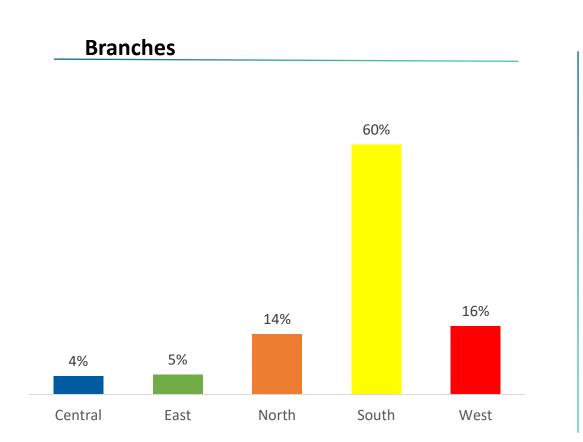




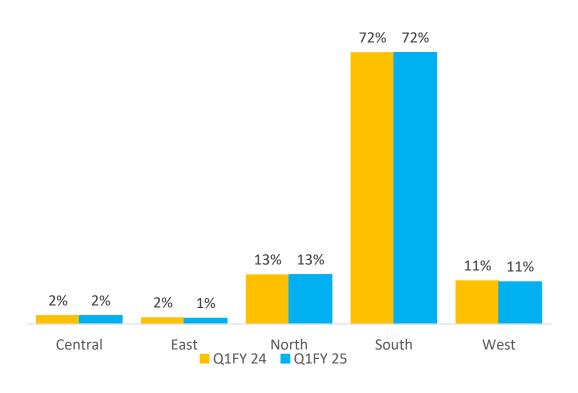
*72% of AUM sourced by DSA

Geographical Distribution





Loan Portfolio



Run Off Ratios



* Amt in Crore

	Opening Balance(A)	Disbursement (B)	Amortization+ Prepayment (C)	Closing Balance (D=A+B-C)	Run Off E= C/A
Q1 FY 22	22126	894	799	22221	3.61%
Q2 FY 22	22221	2208	845	23584	3.89%
Q3 FY 22	23584	2472	965	25091	4.18%
Q4 FY 22	25091	2730	1110	26711	4.50%
Q1 FY 23	26711	1726	899	27538	3.53%
Q2 FY 23	27538	2275	990	28823	3.69%
Q3 FY 23	28823	2408	1116	30115	4.05%
Q4 FY 23	30115	2538	1090	31563	3.68%
Q1 FY 24	31563	1966	1024	32505	3.31%
Q2 FY 24	32505	2019	1165	33359	3.64%
Q3 FY 24	33359	1879	1185	34053	3.61%
Q4 FY 24	34053	2313	1367	34999	4.01%
Q1 FY 25	34999	1853	1295	35557	3.64%
Q2 FY 25	35557	2381	1347	36591	3.68%

Lending Basket

CATEGORY-WISE PRODUCT-WISE DISTRIBUTION OF LOAN BOOK

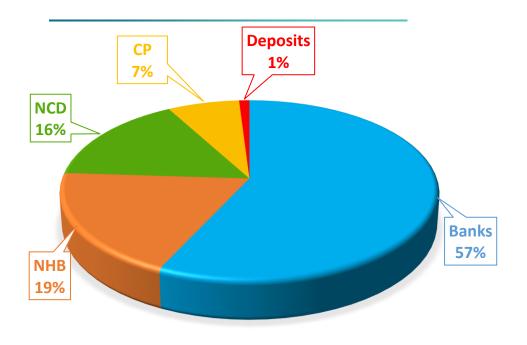
Can Fin Homes Ltd

						Annt in crore
SI.	Particulars	Sep - 23	Dec - 23	Mar - 24	Jun - 24	Sep - 24
No.	rarticulars	0/s Amt				
1	Salaried & Professionals					
	i) Housing Loans	22067	22442	22971	23245	23607
	ii) Top-up Personal Loans	1020	1040	1076	1092	1121
	iii) Mortgage Loans/ Flexilap	843	852	882	899	950
	iv) Loans for Sites	184	188	202	204	213
	v) Others	41	40	39	37	39
	Sub Total	24155	24562	25170	25477	25930
	(As a % to total)	72%	72%	72%	72%	71%
2	Non Salaried Class- Self Employed & Non Professionals					
	i) Housing Loans	7656	7899	8154	8357	8786
	ii) Top-up Personal Loans	437	459	487	507	548
	iii) Mortgage Loans/Flexi Lap	950	967	1017	1047	1144
	iv) Loans for Sites	87	93	97	99	109
	v) Others	52	51	50	47	51
	Sub Total	9182	9469	9806	10057	10638
	(As a % to total)	28%	28%	28%	28%	29%
3	Builder Loans					
	(As a % to total)					
4	Staff Loans	22	22	24	23	23
	Grand Total	33359	34053	34999	35557	36591

Funding Basket

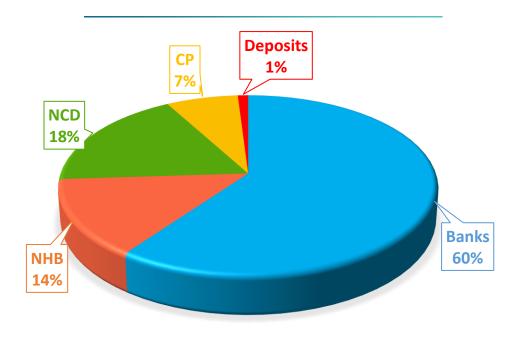


Funding Mix @ Sep 2023 (as %)



Total Borrowings – Rs. 30628 Crore

Funding Mix @ Sep 2024 (as %)

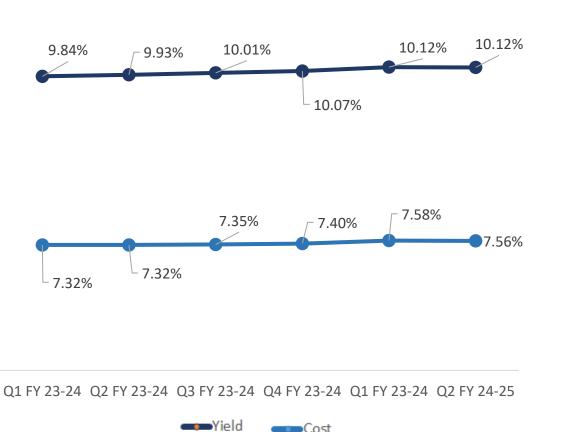


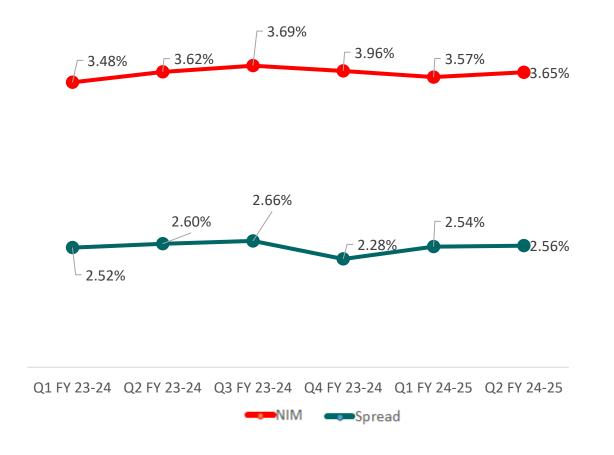
Total Borrowings – Rs. 33790 Crore

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



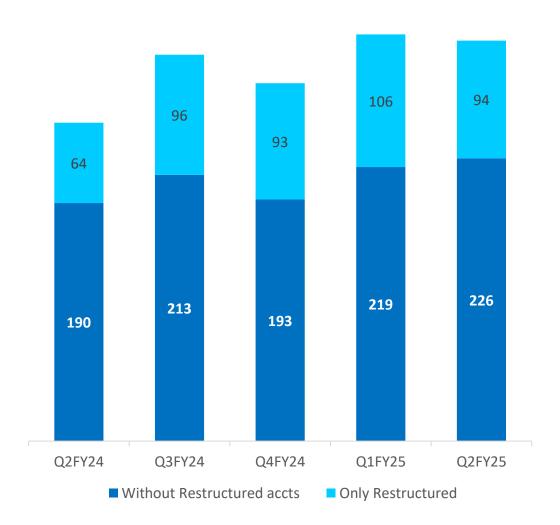
each quarter)





NPA and Restructured NPA





* Amt in Crore

	NPA An	nount	NPA%		
Quarter	Without Restructur ed accts	Only Restructur ed	Without Restructur ed accts	Only Restructur ed	
Q2FY24	190	64	0.57%	0.19%	
Q3FY24	213	96	0.62%	0.28%	
Q4FY24	193	93	0.55%	0.26%	
Q1FY25	219	106	0.61%	0.29%	
Q2FY25	226	94	0.61%	0.25%	

Total Provisions held



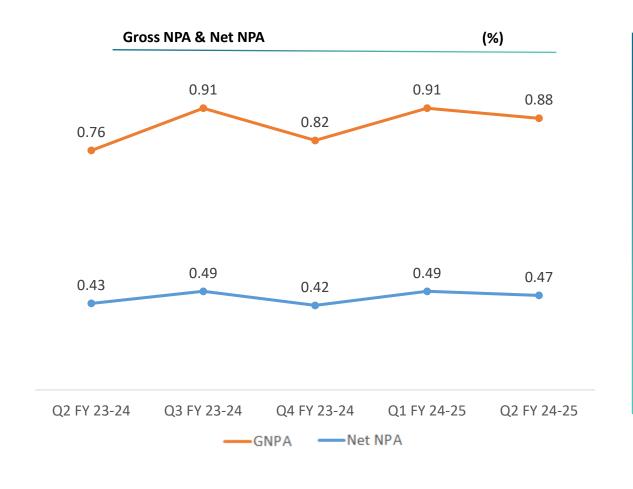
* Amt in Crore

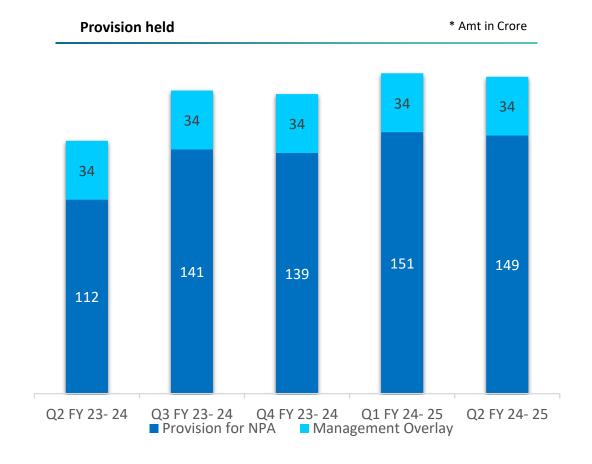
Asset Classification	ECL Stages	Balance as on 30 Sep 2024	Provision as per IRAC	Provision as per ECL Model
Standard Asset	1	32387		
SMA 0	1	1977	142.91	190.16
SMA 1	2	1012		
SMA 2	2	895		
NPA	3	320	147.17	148.62
Total Portfolio		36.59	290.08	338.78
Undisbursed Loan Commitment		1539		5.66
Management Overlay				34.28
Provision for Restructured accounts				50.04
Total Provision				428.77

The SMA/NPA Classification is based on the due date which falls on the last day of the calendar month

NPA and Provision







PCR with Management Overlay



* Amt in Crore

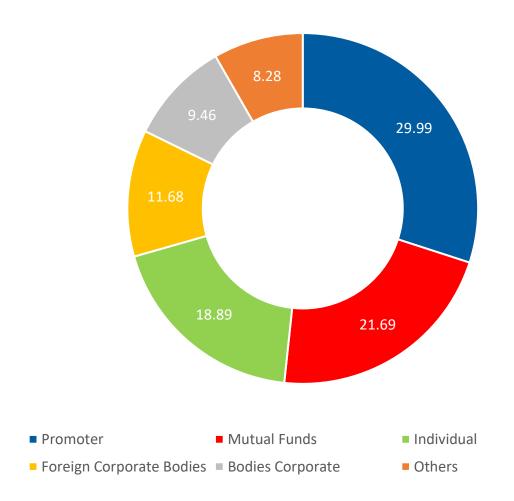
	H1FY24	As % of GNPA	H1FY25	As % of GNPA
Gross NPA	254.45		320.26	
A. ECL Provision (Stage 3)	112.01	44%	148.63	46%
B. Management Overlay	34.28		34.28	
Total Provision available (A+B)	146.29	57%	182.91	57%
C. Prov for Restructured Pool	67.69		50.04	
Total Provision available (A+B+C)	213.98	84%	232.95	73%
D. Provision for Std Asset and Undisbursed loan commitment	144.37		195.82	
Total Provision (A+B+C+D)	358.35		428.77	

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

Shareholding Pattern



As on 30.09.2024



SI No.	Category	shareholding as %
1	Promoter	29.99
2	Mutual Funds	21.69
3	Individual	18.89
4	Foreign Corporate Bodies	11.68
5	Bodies Corporate	9.46
6	Others	8.28
7	Grand Total	100.00

Branch Network

Can Fin Homes Ltd. Sponsor: Canara Bank, HOME OAF DEPORTS Sport par therety O.

(219 BRANCH OFFICES)

- Punjab Jalandhar
- Chandigarh
- Rajasthan Alwar, Jaipur, Mansarovar, Kota, Udaipur, Ajmer, Jodhpur, Jhotwara, Jagatpura, Bhilwara, sikar, Pali, Bikaner
- **Gujarat** Ahmedabad, Vadodara, Surat, Rajkot, Jamnagar, Bhavnagar
- MP Bhopal, Gwalior, Indore, Mandideep, Jobalpur, Pithampur, Sagar, Rewa, Ujjain
- Chhattisgarh Raipur, Bilaspur, Bhilai
- Maharashtra Kolhapur, Navi Mumbai, Mumbai, Nagpur, Panvel, Kalyan, Pune, Nashik, Boisar, Chakan, Hinjewadi, Aurangabad, Solapur, Hadapsar
- Karnataka Bengaluru (30 branches), Belgaum, Davanagere, Hubli, Mysore(2), Mangalore, Mandya, Shimoga, Tumkur, Udupi, Hassan, Dharwad, Ballari, Haveri, Hoskote, Kalaburagi,
- Kerala Calicut, Kochi(2), Thiruvananthapuram(2), Thrissur, Shoranur, Neyyattinkara

- Odisha Bhubaneshwar (2), Berhampur, Jharsuguda, Cuttack
- Bihar Patna, Darbhanga
- Tamilnadu Hosur, Chennai (9 branches), Madurai, Namakkal, Trichy(2), Coimbatore(2), Salem, Erode, Vellore, Thiruchengode, Dindigul(2), Karur(2), Virudhunagar, Tirunelveli, CBE-P N Palyam, Tirupur(2), Kumbakonam, Thoothkudi, Gobichettipalayam, Thirumangalam, Batlagundu, Theni, Thanjavur, Pollachi, Tenkasi, Karikudi, Mayiladuthurai
- Goa
- Pondicherry (2)
- West Bengal Durgapur
- Uttar Pradesh Lucknow, Meerut, Noida, Greater Noida, Agra, Varanasi, Allahabad, Kanpur, Ghaziabad, Jhansi, Hapur, Saharanpur, Mathura
- 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, Mancherial, Nizamabad
- Delhi Nehru Place, Pitampura
- Haryana Gurgaon (2), Manesar, Sonepat, 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.