

CFHRO SE CS LODR 23/2025 January 21, 2025

ONLINE SUBMISSION

National Stock Exchange of India Limited	BSE Limited
Exchange Plaza, C-1, Block G,	Corporate Relationship Department
Bandra Kurla Complex,	25th Floor, P J Towers
Bandra (E)	Dalal Street, Fort,
Mumbai – 400 051	Mumbai – 400 001
NSE Symbol: CANFINHOME	BSE Scrip Code: 511196

Dear Sir/ Madam,

Sub: Investor Presentation - Post Q3 FY25 Results- Revised

Ref: Our letter CFHRO SE CS LODR 17/2025 dated January 18, 2025 Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

With reference to the subject, we are enclosing herewith the Revised Investor Presentation post Q3 FY25 results.

We would like to inform you that the following modifications have been made in Investor presentation which are provided in the below table:

SI. No.	Slide No.	Remarks
1	Slide 25	Loan Portfolio for the East zone for the Q3 FY 25 has been revised.
2	Slide 28	Breakup of Fund Basket consisting of Bank borrowings, CP, NCD and
		NHB up to the 3 rd quarter ended 31-12- 2024 are revised.
3	Slide 29	Percentage of Yield and Cost for Q3 FY 25 are revised.
4	Slide 31	Total Provision as per ECL Model consisting of Standard Asset, SMA 0,
		SMA 1, SMA 2 is revised.
5	Slide 33	Total provision consisting of ECL Provision (Stage 3), Management Overlay; and Provisions for Standard Asset and Undisbursed loan commitment for Q3 FY25 is revised.

Besides above, there is no other change in Investors' presentation.

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

This is for your information & records.

Thanking you,

Yours Faithfully, For Can Fin Homes Limited

Nilesh Jain DGM & Company Secretary

Encl: As above





Translating Dreams into Reality

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Investor Presentation

Reinforce.

Reinforce



Q3FY25

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

January 2025

About Us



Legacy

- 37 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

in Bengaluru • Pan-India presence with 201 branches, 18 Affordable

Headquartered

Housing Loan Centers as on 31/12/2024;

- Spread across 21 States / Union Territories.



Vision

To increase lending

aspirants, enhance

uphold our ethics

and good corporate

to new home

value for our

stakeholders,

governance

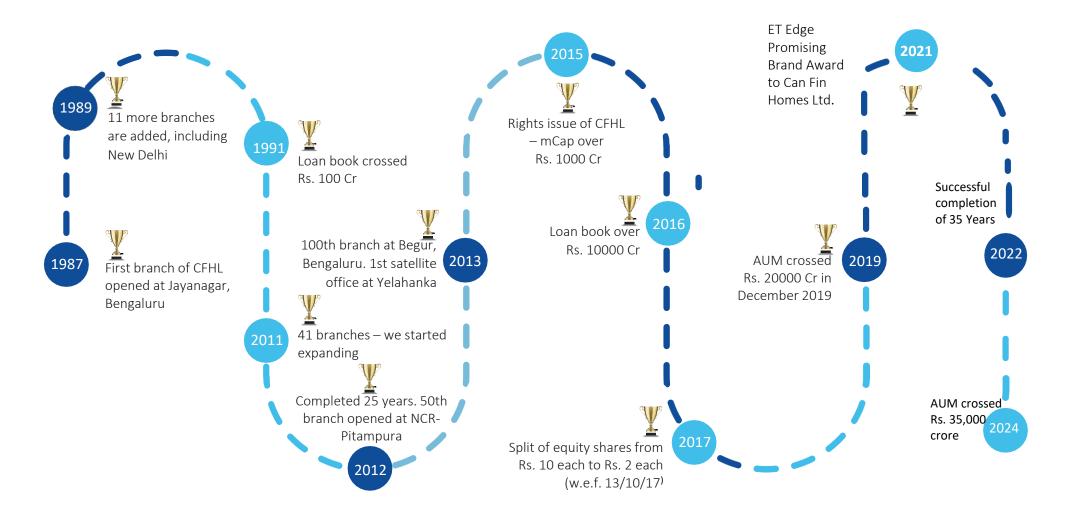
Reach



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Reinforce



- Company will continue its thrust on growth, asset quality, profitability and liquidity.
- Unwavering focus on good governance and due diligence
- No deviation from • the 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 ٠ enhance the Company's loan portfolio.

Reach Higher





- 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



- Expertise gained over 37 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.







Position as on 31/12/2024

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 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 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 Apurav Agarwal Chief Financial Officer Total Exp: 16 Years Service in Can Fin - 2 Year



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

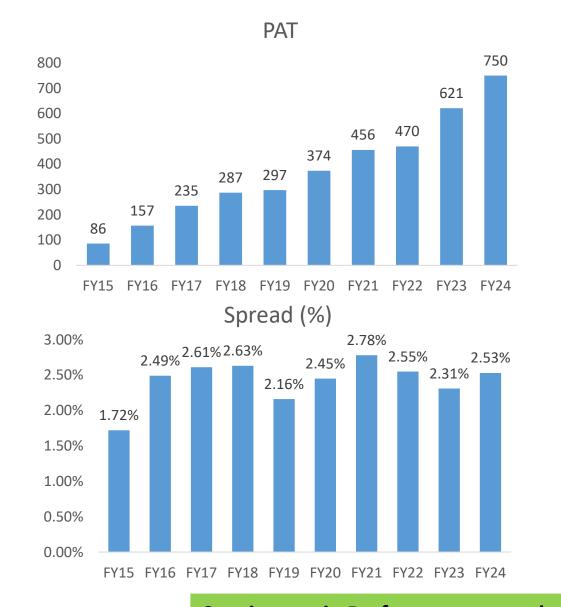


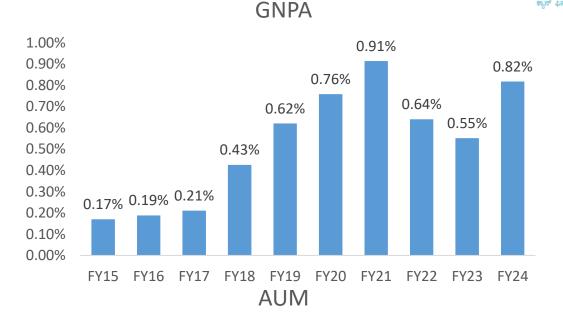
Shri Ratheesh Kumar P Head – RBIA Total Exp: 26 Years Service in Can Fin – 26 years

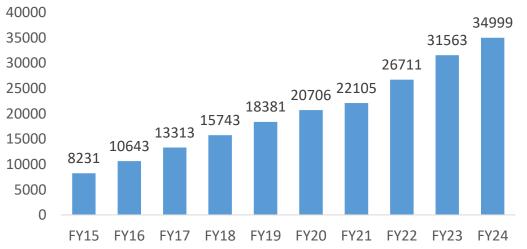
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Consistent Business Performance









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Consistency in Performance over the years

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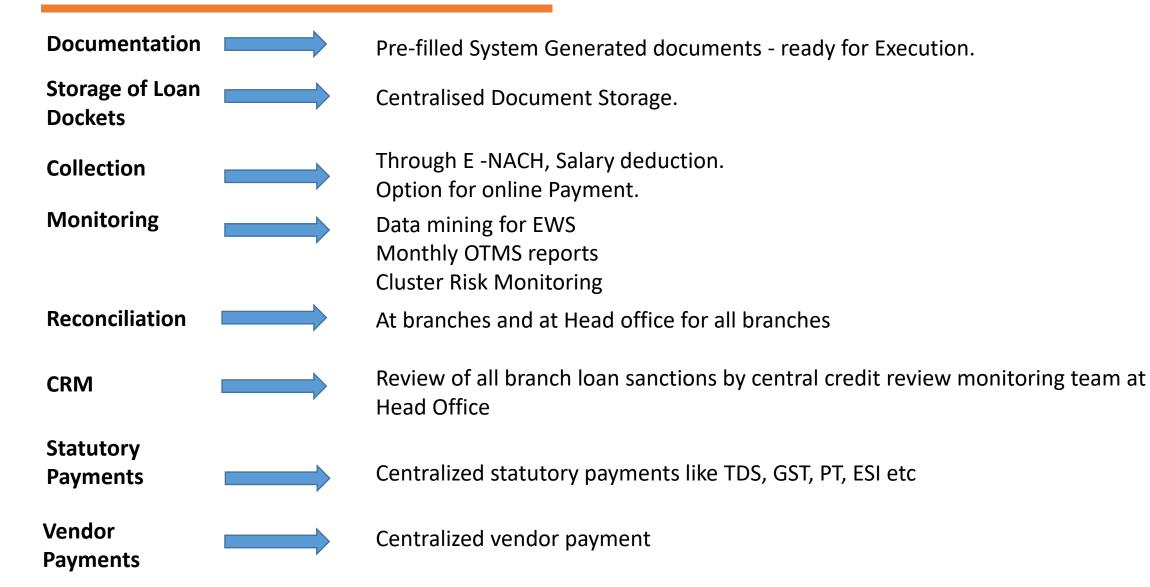
Systems and Controls



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





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

Process of Identification of SI through RFP Process completed. M/S IBM selected as provisional L1T1 bidder





Performance Highlights – Q3FY25



- 1. Loan Book reached Rs. 37155 Cr (+9 % YoY) with a clientele base of 2.73 lakh.
- 2. NII:Rs. 345 Cr, PBT: Rs. 269 Cr and PAT: Rs. 212 Cr.
- 3. NIM: 3.73 %, RoAA: 2.25 %
- 4. RoE: 17.55 %, EPS: Rs. 15.93
- 5. Cost to Income Ratio: 16.92 %
- 6. DER: 7.08

- 7. Gross NPA 0.92% & Net NPA 0.49%.
- The Salaried and Professional segment constitutes 71 % of the outstanding loan book as on Dec 24. Housing forms 87% of the Loan Book including CRE.
- Average ticket size of incremental housing and nonhousing loans is Rs.23 Lakh and Rs.13 Lakh respectively.

Performance Highlights- Q3FY25



* Amt in Crore

Year on Year and Sequential SI. Particulars No. Dec'24 (3m) Sep'24 (3m) New Approvals Disbursements **Outstanding Loan Book** Net Interest Income **Operating Profit ECL** Provision **Profit Before Tax** Profit After Tax **Gross NPA** Gross NPA Ratio (%) 0.92% 0.91% 0.88% Net NPA* Net NPA Ratio(%)* 0.50% 0.49% 0.47%

* Excluding Management overlay

Key Financial Ratios- Q3FY25



* Amt in Crore

SI.	Particulars	PERIOD ENDED			
No.		Dec'24(3m)	Dec'23(3m)	Sep'24(3m)	
1	Return on Avg Assets (%)	2.25%	2.33%	2.29%	
2	Return on Avg Equity (%)	17.55%	19.36%	17.99%	
3	Earning Per Share (Rs.)	15.93	15.03	15.88	
4	Net Interest Margin (%)	3.73%	3.92%	3.75%	
5	Yield on Loan Portfolio (%)	10.19%	9.91%	10.12%	
6	Cost of borrowing (%)	7.51%	7.35%	7.56%	
7	Spread (%)	2.68%	2.56%	2.56%	
8	Avg. Business Per Branch (Rs. Crore)	170	165	167	
9	Avg. Business per Employee (Rs. Crore)	32	33	32	
10	Cost Income Ratio (%)*	16.92%	14.71%	17.10%	
11	DER	7.08	7.55	7.19	

* Excluding impact of regrouping of provision for Ambala fraud

Performance Highlights- Q3FY25(9m)



* Amt in Crore

SI.	Particulars	Year o	on Year (As per IND AS)		
No.		Dec'24 (9m)	Dec'23 (9m)	Growth%	
1	New Approvals	6659	6206	7%	
2	Disbursements	6112	5865	4%	
3	Outstanding Loan Book	37155	34053	9%	
4	Net Interest Income	1005	931	8%	
5	Operating Profit	859	804	6%	
6	ECL Provision	60	77	-22%	
7	Profit Before Tax	798	688	16%	
8	Profit After Tax	623	542	15%	
9	Gross NPA	341	309		
10	Gross NPA Ratio (%)	0.92%	0.91%		
11	Net NPA*	187	167		
12	Net NPA Ratio (%)*	0.50%	0.49%		

*Excluding Management overlay of Rs.17 crore

Key Financial Ratios- Q3FY25

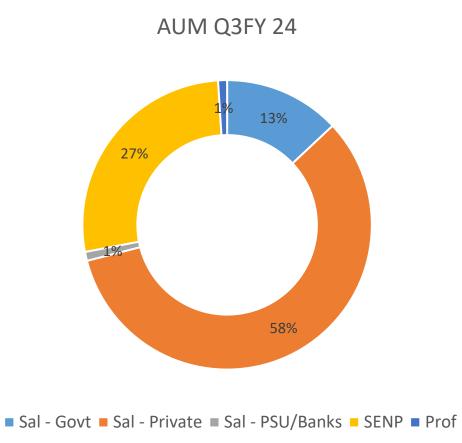


* Amt in Crore

SI. No.	Particulars	PERIOD ENDED		
		Dec'24(9m)	Dec'23(9m)	
1	Return on Avg Assets (%)	2.21%	2.11%	
2	Return on Avg Equity (%)	17.19%	17.47%	
3	Earning Per Share (Rs.)	46.81%	40.68	
4	Net Interest Margin (%)	3.64%	3.69%	
5	Yield on Loan Portfolio (%)	10.14%	10.01%	
6	Cost of borrowing (%)	7.54%	7.35%	
7	Spread (%)	2.60	2.66%	
8	Avg. Business Per Branch (Rs. Crore)	170	165	
9	Avg. Business per Employee (Rs. Crore)	32	33	
10	Cost Income Ratio (%)	16.32%	19.48%	
11	DER	7.08	7.55	

Segment wise AUM





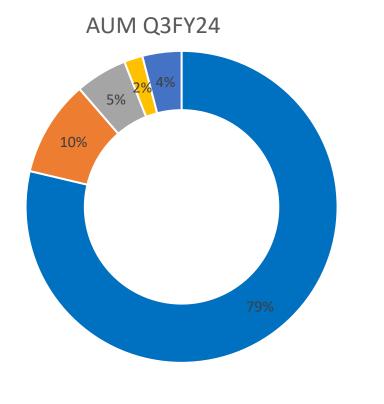
AUM Q3FY 25

Sal - Govt Sal - Private Sal - PSU/Banks SENP Prof

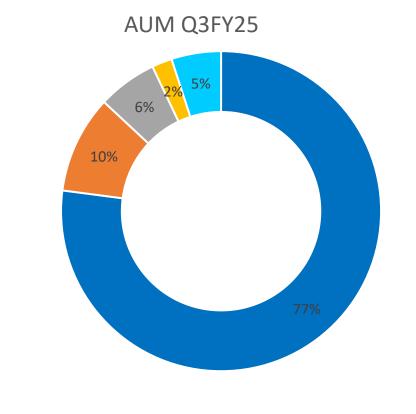
56%

Product wise AUM





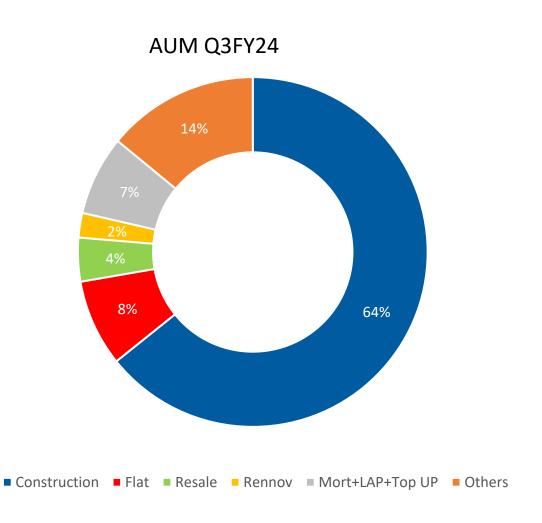
■ Housing ■ Housing CRE ■ Lap and Mort ■ Top UP ■ Others

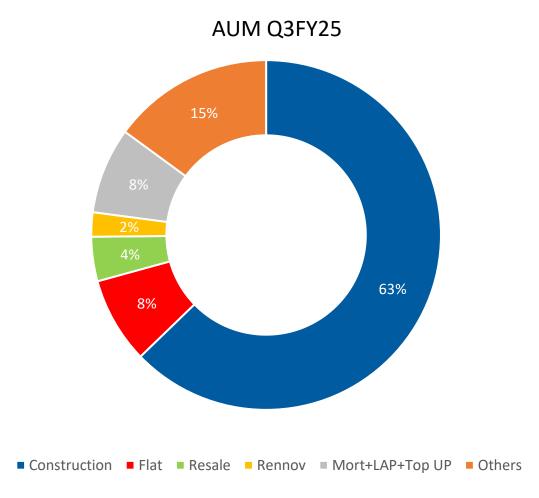


■ Housing ■ Housing CRE ■ Lap and Mort ■ Top UP ■ Others

Purpose wise AUM



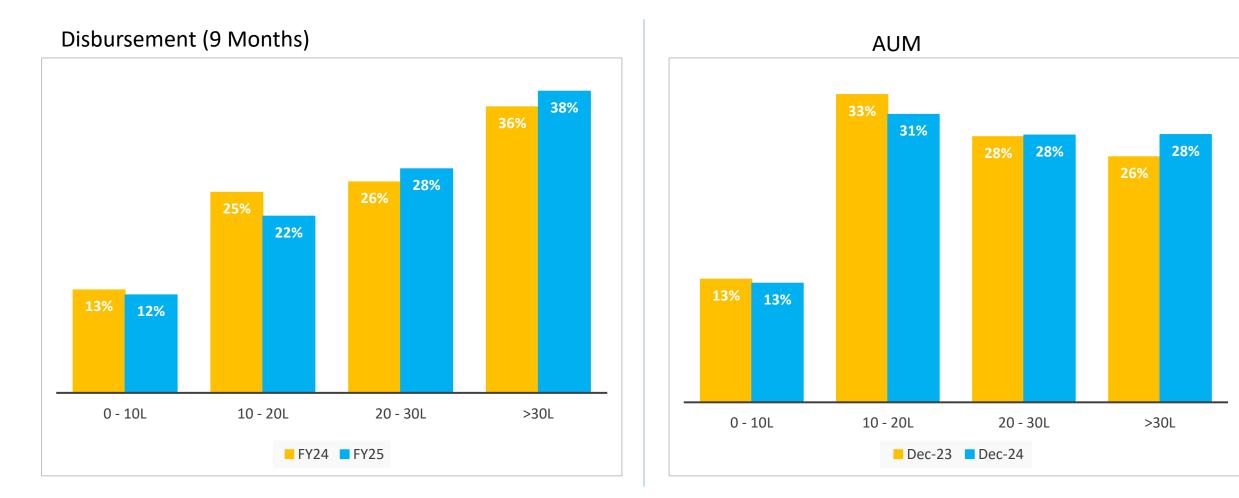


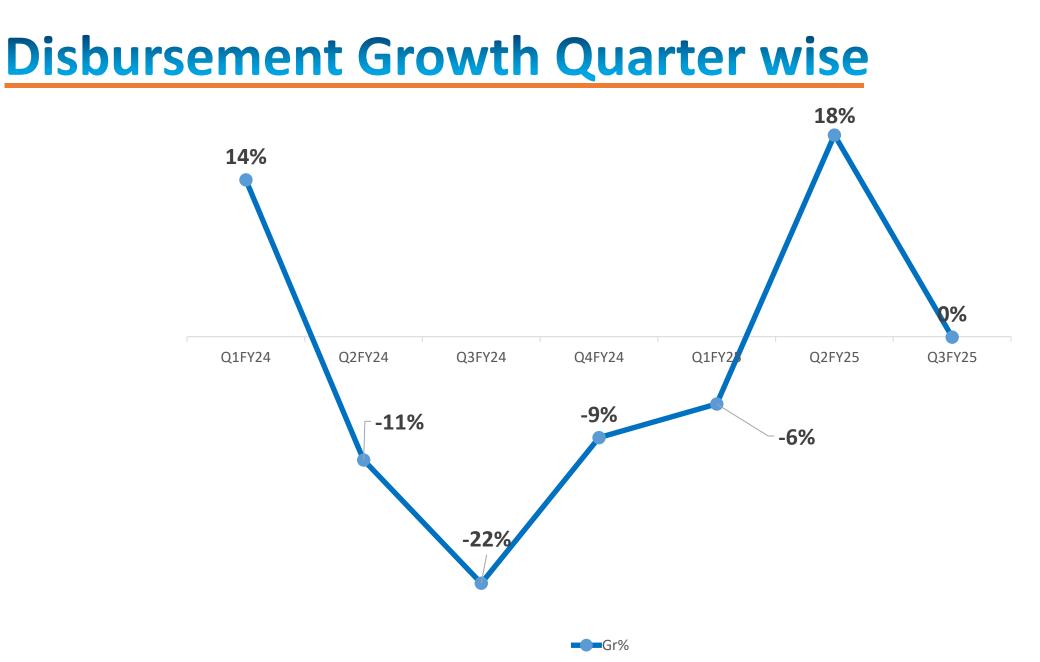


*Others include Site Ioan, Loan against rent receivables, Loans for commercial property, Loans for children education, Personal Ioans, Commercial housing Ioans, Isecure Ioan

Loan Amount Wise Disbursement and AUM







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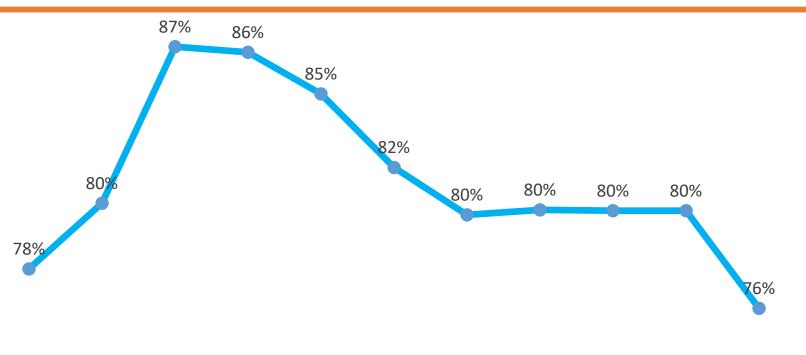


	FY23	FY24	Q1FY25	Q2FY25	Q3FY25
Active DSA's	1463	1184	1310	1423	1350
Total Disbursement (Crores)	8947	8117	1853	2381	1879
Total DSA Sourced					
Amount(Crores)	7302	6669	1479	1919	1421
% share of total business	82%	82%	80%	80%	76%
Share of Top 20 DSA's					
Amount(Crores)	1011	844	247	243	163
% share of total business	11%	10%	13%	10%	9%

Amt in Crore

Diversified Sourcing no concentration

Movement of DSA Sourcing (Incremental Disb.)

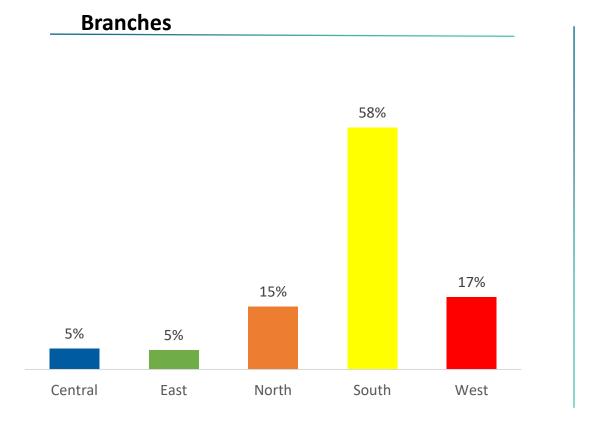


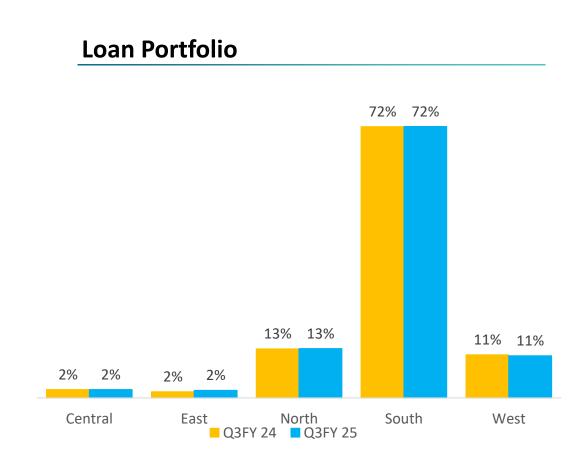
Q1 FY 23 Q2 FY 23 Q3 FY 23 Q4 FY 23 Q1 FY 24 Q2 FY 24 Q3 FY 24 Q4 FY 24 Q1 FY 25 Q2 FY 25 Q3 FY 25

*72% of AUM sourced through DSA channel

Geographical Distribution







Run Down Ratios



					* Amt in Cr
	Opening Balance(A)	Disbursement (B)	Amortization+ Prepayment (C)	Closing Balance (D=A+B-C)	Run Down 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	3.79%
Q3 FY 25	36591	1879	1315	37155	3.59%

Lending Basket

CATEGORY-WISE PRODUCT-WISE DISTRIBUTION OF LOAN BOOK



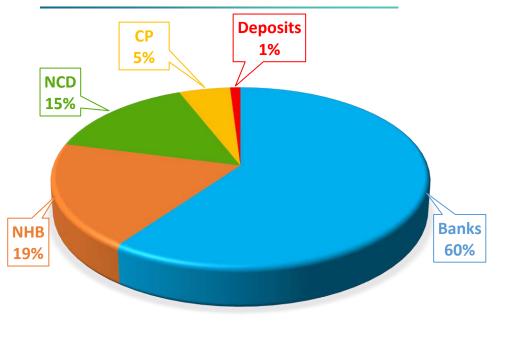
_						* Amt in Crore
SI.	Particulars	Dec - 23	Mar - 24	Jun - 24	Sep - 24	Dec - 24
No.		0/s Amt				
1	Salaried & Professionals					
	i) Housing Loans	22442	22971	23245	23607	23950
	ii) Top-up Personal Loans	1040	1076	1092	1121	1155
	iii) Mortgage Loans/ Flexilap	852	882	899	950	996
	iv) Loans for Sites	188	202	204	213	214
	v) Others	40	39	37	39	44
	Sub Total	24562	25170	25477	25930	26359
	(As a % to total)	72%	72%	72%	71%	71%
2	Non Salaried Class- Self Employed & Non Professionals					
	i) Housing Loans	7899	8154	8357	8786	8843
	ii) Top-up Personal Loans	459	487	507	548	567
	iii) Mortgage Loans/Flexi Lap	967	1017	1047	1144	1203
	iv) Loans for Sites	93	97	99	109	109
	v) Others	51	50	47	51	49
	Sub Total	9469	9806	10057	10638	10771
	(As a % to total)	28%	28%	28%	29%	29%
3	Builder Loans					
	(As a % to total)					
4	Staff Loans	22	24	23	23	25
	Grand Total	34053	34999	35557	36591	37155

Total Borrowings – Rs. 31196 Crore

Total Borrowings – Rs. 33454 Crore

Funding Mix @ Dec 2023 (as %)

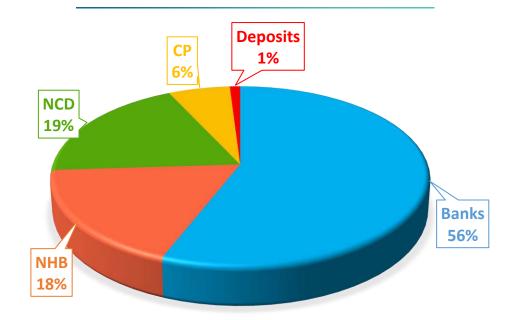
Funding Basket





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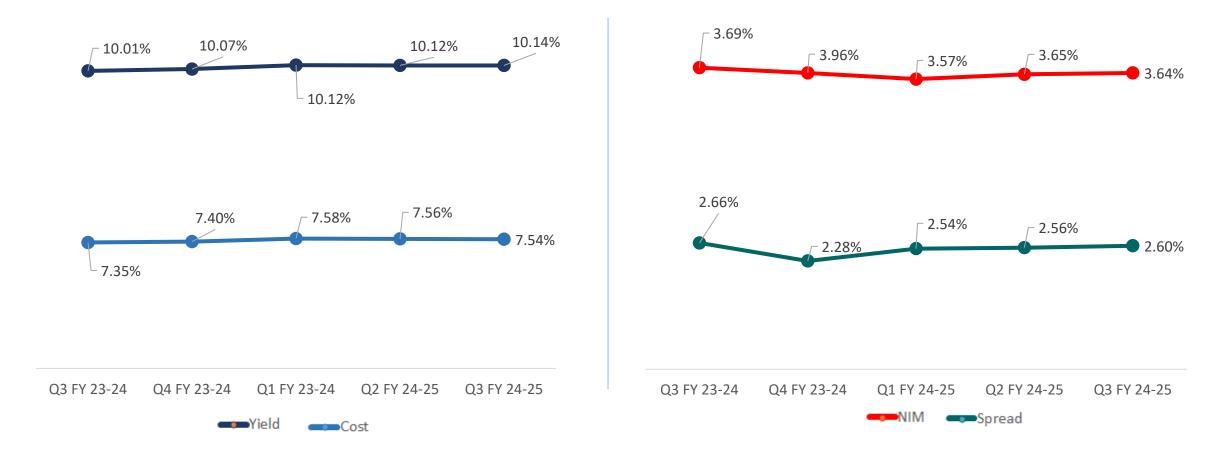
Funding Mix @ Dec 2024 (as %)



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

each quarter)





NPA and Restructured NPA



* Amt in Crore

94 94 106 96 93 247 226 219 213 193 **O3FY24** Q4FY24 Q1FY25 Q2FY25 **O3FY25** Without Restructured accts Only Restructured

NPA Amount NPA% Quarter Without Only Only Restructur Restructur Restructur Restructur ed accts ed ed accts 0.28% Q3FY24 213 96 0.62% Q4FY24 193 93 0.55% 0.26% 0.29% Q1FY25 219 106 0.61% 0.25% Q2FY25 226 94 0.61% 247 94 0.66% 0.25% Q3FY25

Total Provisions held

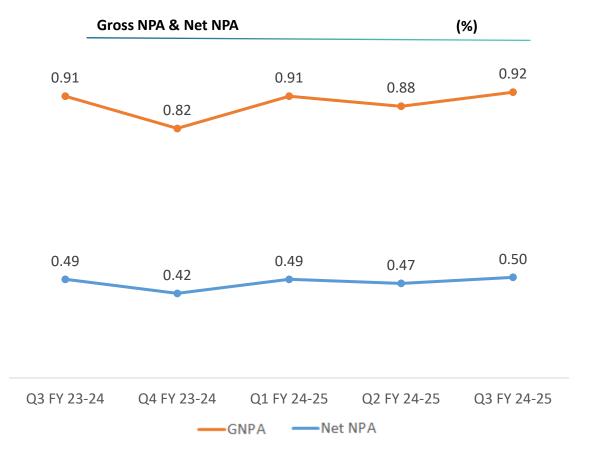


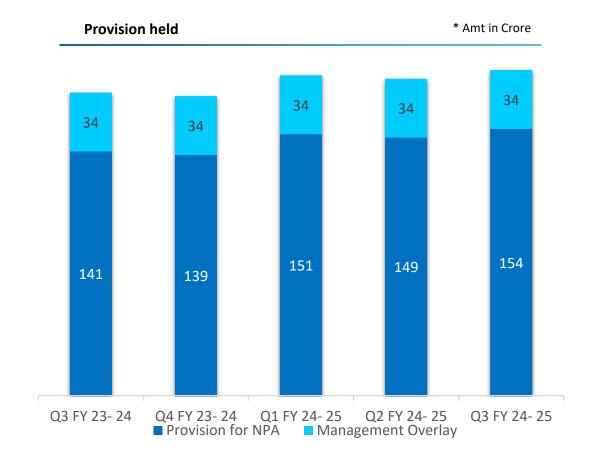
* Amt in Crore Provision as Balance as on Provision as **Asset Classification ECL Stages** per ECL 31 Dec 2024 per IRAC Model 1 32269 **Standard Asset** 1 2593 SMA 0 142.62 206.80 2 1045 SMA 1 2 907 SMA 2 NPA 3 341 157.02 154.26 **Total Portfolio** 37155 299.64 361.06 1597 **Undisbursed Loan Commitment** 7.43 34.28 **Management Overlay Provision for Restructured** 48.12 accounts **Total Provision** 450.90

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



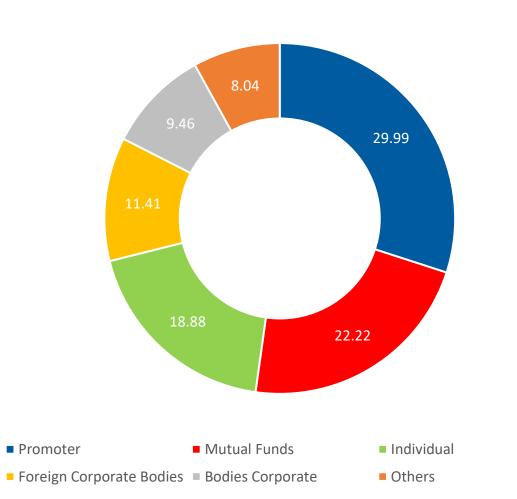
				* Amt in Crore
	Q3FY24	As % of GNPA	Q3FY25	As % of GNPA
Gross NPA	309		341	
A. ECL Provision (Stage 3)	141	46%	154	45%
B. Management Overlay	34		34	
Total Provision available (A+B)	175	57%	188	55%
C. Prov for Restructured Pool	58		48	
Total Provision available (A+B+C)	233	76%	236	69%
D. Provision for Std Asset and Undisbursed loan commitment	156		215	
Total Provision (A+B+C+D)	389		451	

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

Shareholding Pattern



As on 31.12.2024



SI No.	Category	shareholding as %
1	Promoter	29.99
2	Mutual Funds	22.22
3	Individual	18.88
4	Foreign Corporate Bodies	11.41
5	Bodies Corporate	9.46
6	Others	8.04
7	Grand Total	100.00

Branch Network

(219 BRANCH OFFICES)

- Punjab Jalandhar, Ludhiana
- Chandigarh
- Rajasthan Alwar, Jaipur, Mansarovar, Kota, Udaipur, Ajmer, Jodhpur, Jhotwara, Jagatpura, Bhilwara, sikar, Pali, Bikaner, Jhalawar, Kotputli, Chomu
- Gujarat Ahmedabad, Vadodara, Surat, Rajkot, Jamnagar, Bhavnagar
- MP Bhopal, Gwalior, Indore, Mandideep, Jobalpur, Pithampur, Sagar, Rewa, Ujjain, Ratlam, Indore Airport Road
- Chhattisgarh Raipur, Bilaspur, Bhilai
- Maharashtra Kolhapur, Navi Mumbai, Mumbai, Nagpur, Panvel, Kalyan, Pune, Nashik, Boisar, Chakan, Hinjewadi, Aurangabad, Solapur, Hadapsar, Jalgaon
- Karnataka Bengaluru (31 branches), Belgaum, Davanagere, Hubli, Mysore, Mangalore, Mandya, Shimoga, Tumkur, Hassan, Ballari, Hoskote, Kalaburagi,
- Kerala Calicut, Kochi, Thiruvananthapuram, Thrissur

- Odisha Bhubaneshwar, 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, Rajapalayam, Cuddalore
- Goa,
- Pondicherry
- West Bengal Durgapur
- Uttar Pradesh Lucknow, Meerut, Noida, Greater Noida, Agra, Varanasi, Allahabad, Kanpur, Ghaziabad, Jhansi, Hapur, Saharanpur, Mathura, Muradnagar, Moradabad
- 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.