

# Q2 FY23 Investor Update



# CHFL: A Journey of 33 Years...

Best HFC by

**ABP News** 2014 Crosses Rs 1 25 lakh cr in portfolio Best Housing Crossed Rs, 1000 cr profit & Finance Co. by BFSI Awards Rs 75.000 Cr assets 2012: New Logo introduced Best data 2013 quality in HFC Best HFC by CNBC TV 18 by CIBIL 2012 **Construction Industry Award** 2011 Crossed Rs. 50,000 Cr loan portfolio 2009 Crossed Rs. 500 crs profit 2004 **GDR** Issue 2002 **AAA** Rating 2022

Crossed Rs. 2,50,000 Cr in Assets

"Best Organisation for Women 2022"

award by 'The Economic Times'

the 11th Edition of Global CSR

Excellence & Leadership Awards.

"BEST CSR" Award in

2016

 Business Today-**Best CEO Award** 

usiness World/Most Respected Co

vard

Outlook Money-Best HFC

Best HFC by ABP News

•Best Data Quality by CIBIL

Asia Pacific Entrepreneurship Award

•Power Brands Awards by Franchise India

2017

Crossed 150,000 cr in assets

Outlook Money-Best HFC

•Business Today BFSI Best CEO

•NSE for highest Debt Issuance

#### 2019

 Voted as the 'Brand of the Decade 2019' by **BARC** Asia

•Crossed 2,00,000 Cr in Assets

•NSE for Best Issuer on **EBP** 2



2015



1994

1989

IPO

Incorporated



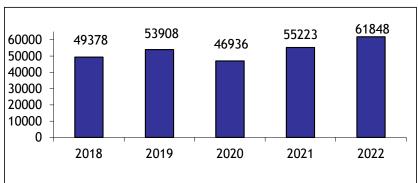
## Executive Summary – Q2/FY23

- Q2 FY23 PAT at Rs. 304.97 Cr as against Rs. 247.86 Cr, up by 23%
- Q2 FY23 Total Revenue from operations Rs. 5086 Cr as against Rs. 4708 Cr, up by 8%
- Outstanding Loan portfolio up by 10 % to Rs. 262336 Cr.
  - Individual Home Loan Portfolio up by 15% to Rs. 216771 Cr.
- Q2 FY23 Disbursements Rs. 16786 Cr against Rs. 16110 Cr, growth of 4%.
  - Individual Home Loan Disbursements Rs. 14300 Cr against Rs. 14330 Cr.
- Net Interest Income Rs.1163 Cr as against Rs.1173 Cr as on 30.09.2021.
- Net Interest Margins 1.80 % for Q2 FY23 as against 2.00 % for Q2 FY22
- Stage 3 EAD at 4.90 % as against 5.14 % as on 30.09.2021
- Total ECL provision stood at Rs. 6521.89 Cr as on 30.09.2022.
  - Covid-19 related provision stood at Rs. 535.50 Cr as on 30.09.2022.
  - Collection efficiency for September 2022 stood at 99%.

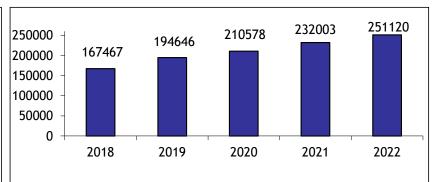


## Update - last 5 years

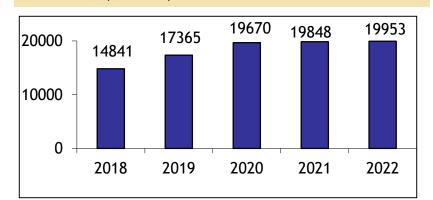
#### Disbursement (Rs. Cr) CAGR 6%



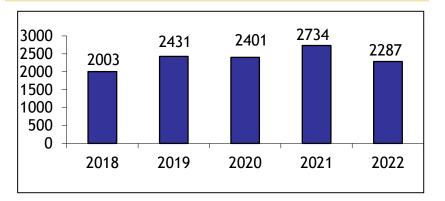
#### Loan Portfolio (Rs.cr) CAGR 11%



#### Income (Rs. cr) CAGR 7%



### Profit After Tax (Rs. cr) CAGR 4%



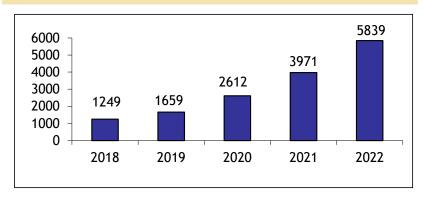


### **Update – last 5 years**

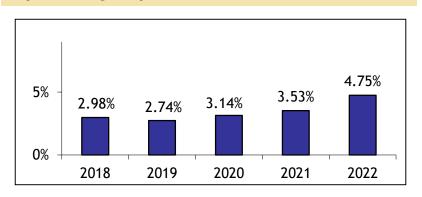
#### Gross & Net NPAs #



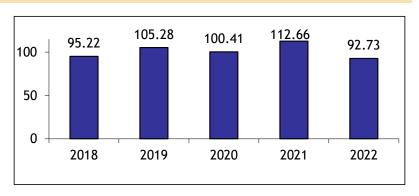
#### Total Provisions\* (Rs cr)



#### Operating Expense to Total Income



#### Profit per employee (Rs. lacs)



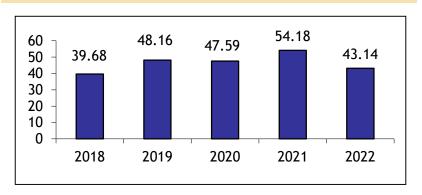
<sup>#</sup> As per IGAAP till 2021 and as per RBI notification dated 12th Nov. 2021 for 2022

<sup>\*</sup> For 2019, 2020, 2021 & 2022 ECL Provisions of Stage 1,2 and 3

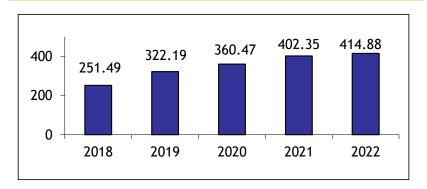


### **Update – last 5 years**

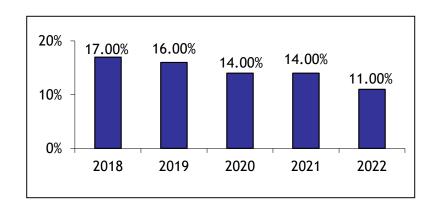
### EPS (Rs) (Rs 2/- pd up)



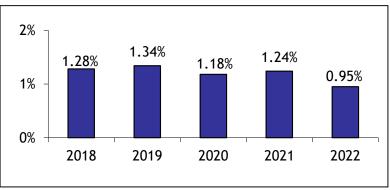
### Book Value (Rs)(Rs 2/- pd up)



### **Return on Avg Equity**



### Return on Avg Loan Assets





## Large geographic presence



O Hosur Vellore

Coimbatore

Pondicherry

Thanjavur

Kannur o

Ernakulam 💍 Thiruvananthapuram O

Palghat 0

Nagercoil

Thrissur

- 9 Regional Offices
- 24 Back Offices
- 281 Marketing Offices
- Rep offices in Dubai
- Coverage of more than 450 centres
- 2430 Employees

### Widening footprint...improved efficiencies

Year	No of Marketing Offices	No of Back offices	No of Regional Offices	No of Employees	Lon Portfolio Rs cr
2008	125	14	6	985	21936
2013	194	16	7	1446	77812
2020	282	24	9	2392	210578
2022	282	24	9	2467	251120



### Distribution Network

HOME LOAN AGENTS (HLAs)
(Agents of LIC)

**DIRECT SALES AGENTS** (DSAs) (Small Firms/Companies etc)

CUSTOMER RELATIONS
ASSOCIATES (CRAs)
(Individual Agents of the Company)

48 branches of LICHFL Financial Services (100% subsidiary of LICHFL)

DIRECT MARKETING EXECUTIVES (DME)

(Captive Marketing Channel)

281

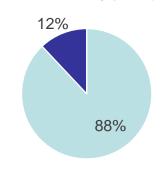
**Marketing Offices** 

**New Marketing Channel** 



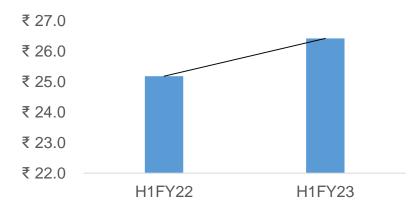
## **Origination Pattern & Average Ticket Size**

### Customer Type (No.)

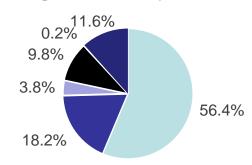


Salaried Self Employed

# Incremental Ticket Size (Rs lacs)

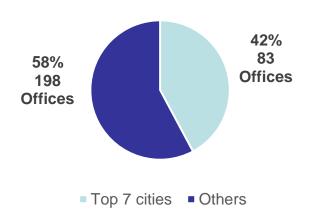


### Originations by source



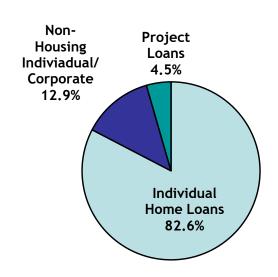
■ HLA ■ DSA ■ CRA ■ DME ■ DIRECT ■ LICHFLFSL

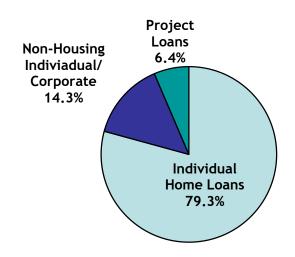
### Top 7 cities & Others





## **Loan Book Composition**





30.09.2022

O/s Portfolio Rs. 262336 Cr

30.09.2021

O/s Portfolio Rs. 237660 Cr



## Individual Loans – Portfolio Stats

Pure Floating Rate Loans To Outstanding Portfolio					
As of FY 21 97%					
As of FY 22	95%				
As of H1FY23	98%				

Loan To Value Ratio On Incremental Sanctions				
As of FY 21 48%				
As of FY 22	48%			
For H1FY23 48%				

Prepayment				
Lump Sum/ opening book				
As of FY 21 10.8%				
As of FY 22	10.9%			
For H1FY23	9.7%			

Installment to Net Income Ratio				
On Incremental Sanctions				
For FY 21 29.00%				
For FY 22	29.00%			
For H1FY23	29.00%			



## Financial Highlights- Q2

	Q2 FY 2023	Q2 FY 2022	
Return on Average Equity (%)	4.97%	4.60%	
Return on Average Assets (%)	0.47%	0.42%	
Earnings per share (on Rs 2 pd up)	5.54	4.51	
Capital Adequacy Ratio	March 2022	Sept 2021	
Tier I	16.23	15.63	
Tier II	1.85	1.33	
Total	18.08	16.95	



## **Executive Summary-Q2/FY23**

	Var	Q2 FY23 (Rs. Cr)	Q2 FY22 (Rs. Cr)	Var	H1 FY23 (Rs. Cr)	H1 FY22 (Rs. Cr)
Revenue from Operations	8%	5085.54	4708.01	8.4%	10371.00	9565.12
Finance cost	11%	3886.40	3504.29	<b>7</b> %	7526.44	7051.79
Net Interest Income	-1%	1162.90	1172.94	13%	2773.09	2455.68
Impairment on Financial Instruments and Net Loss on De-recognition of Financial Instruments	-11%	565.80	639.15	-41%	873.53	1473.79
Profit before Tax	23%	378.85	308.95	203%	1519.21	501.88
Tax Expense	21%	73.88	61.09	187%	288.76	100.58
Net Profit	23%	304.97	247.86	207%	1230.45	401.30



## Executive Summary-Q2/FY23

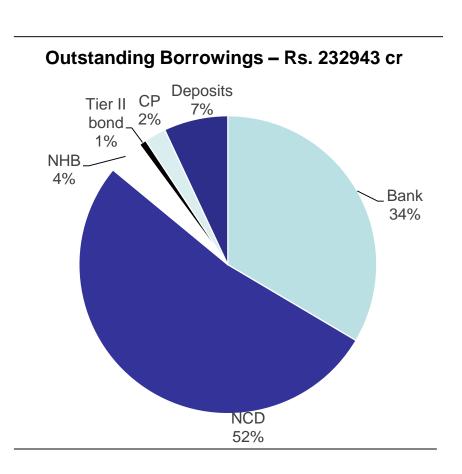
	Var	Q2 FY23 (Rs. Cr)	Q2 FY22 (Rs. Cr)	Var	H1 FY23 (Rs. Cr)	H1 FY22 (Rs. Cr)
Disbursements						
Individual	4%	16379	15757	29%	31272	24172
Project	15%	407	353	21%	716	590
Total	4%	16786	16110	29%	31988	24762
Outstanding Portfolio						
Individual				13%	250617	222365
Project				-23%	11719	15295
<u>Total</u>				10%	262336	237660
Net Interest Margins(%)		1.80%	2.00%		2.16%	2.09%
Outstanding Liabilities				11%	232943	209090
Weighted average cost of funds					7.10%	6.76%
Yield on advances annualised					8.60%	8.72%



## **Liability Profile**

### as on 30.09.2022

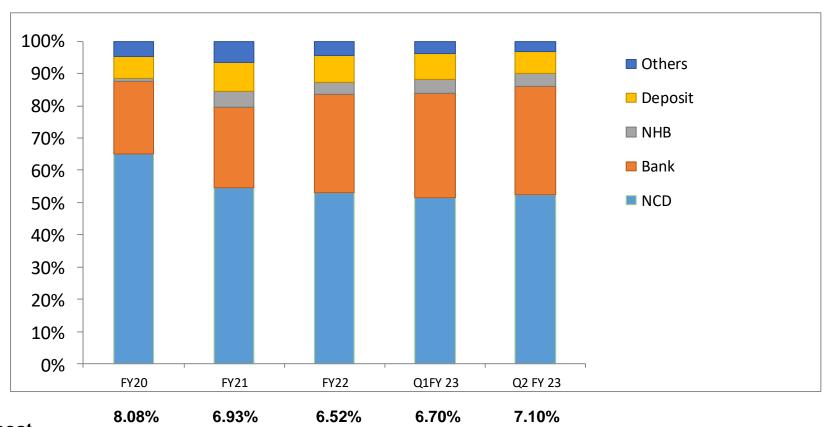
Source	Wtd Avg Cost (%)
Banks & Institutions	7.12%
National Housing Bank	5.44%
Non Convertible Debenture	7.44%
Tier II Bond	7.30%
Commercial Paper	5.61%
Deposits	5.92%
Total	7.10%



**During Q2 FY23, Incremental Cost of funds was 6.89%** 



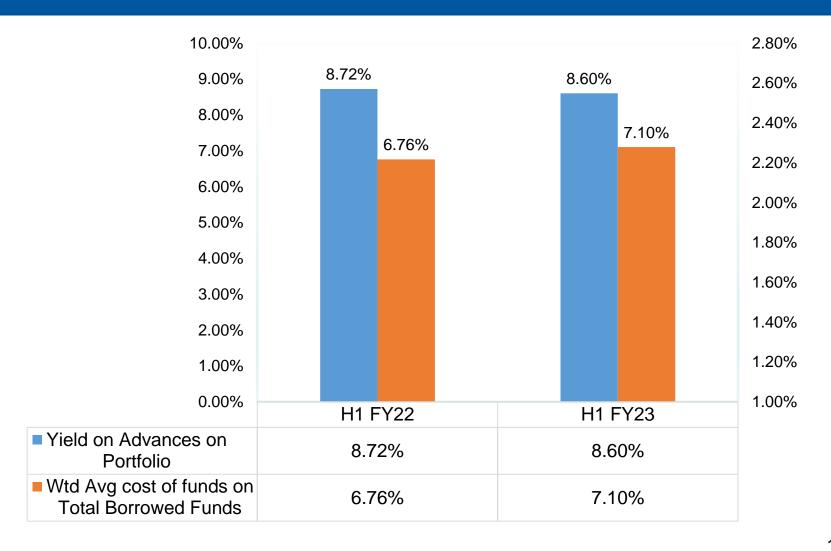
## Change in Liability Mix- last 4 yrs



Wtd. Avg. cost of Funds

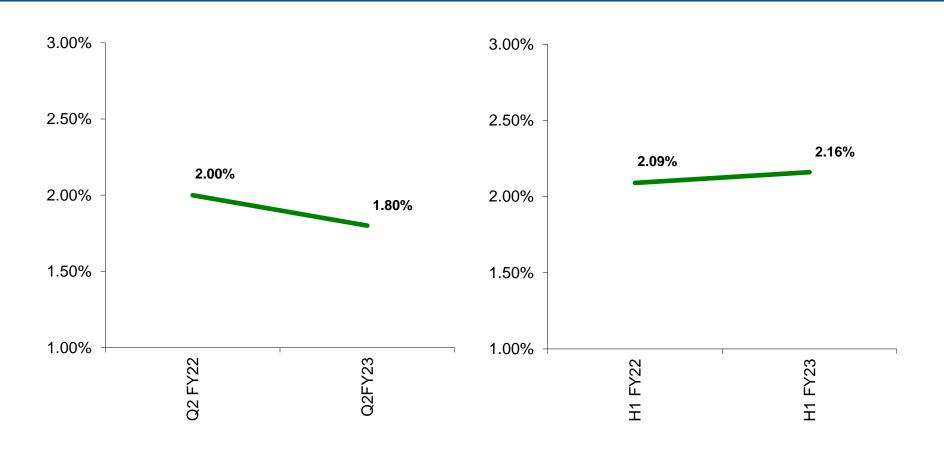


## Yield & Cost of Funds on portfolio





## NIMs





## Classification of Assets

Exposure At Default %	September-22	September-21
Stage 1	91.10 %	90.44 %
Stage 2	4.00 %	4.42 %
Stage 3	4.90 %	5.14 %
Total	100.00 %	100.00 %
ECL Provision	September-22	September-21
Stage 1	Rs. 141.80 cr	Rs. 40.83 cr
Stage 2	Rs. 758.06 cr	Rs. 19.55 cr
Stage 3	Rs. 5622.03 cr	Rs. 5294.52 cr

<sup>\*</sup>ECL Provisions for Assets recategorised as NPA as per RBI notification dated 12<sup>th</sup> November, 2021 is Rs. 118 Cr, which are in Stage 1 & Stage 2.

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# Thank you

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