



Tourism Finance Corporation of India Ltd.

helping tourism grow

9MFY25 INVESTOR PRESENTATION



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Track Record of Over
35 Years
with dominance in
Hotel Financing



Key Business Areas



Hospitality Business

- **Hospitality Financing to remain the thrust area with emphasis on financing commercially viable tourism projects:**
 - Term loan for Setting-up Hotel, Resort, Motel, Spa/Health Resort, Apartment Hotels, Guest Houses, other approved Lodgings and restaurant chains.
 - Term Loan for last mile funding, expansion, modernization, renovation & acquisition of all the projects mentioned above.
 - Term Loan for takeover of existing loans with tenure elongation and top up.
 - Term Loan for takeover from AIFs/ARCs of all the projects mentioned above.
 - Special Situation Financing for turnaround cases.



Non-Hospitality Wholesale Business

➤ **Lending to select Sectors for setting-up, expansion, renovation projects & refinancing with focus on:**

Real Estate Sector

- Construction Financing to affordable & middle income housing projects, Builder Floors construction finance (Delhi & Gurugram)
- Lease Rental Discounting
- LAP backed by cashflows
- Commercial Real Estate Projects (on selective Basis).

Manufacturing, Social Infra, Logistics & Other Sectors

- Established Manufacturing Units for expansion & working capital term loan & corporate loans
- Education School/College/Universities
- Healthcare – Hospital/Nursing Homes
- Logistics & Cold Storages
- Focus on Special Situations.
- Captive Solar/ Renewable projects

NBFC/ARC Sector

- NBFCs with secured Wholesale loan book
- NBFCs with retail & MSE book
- NBFC-MFIs
- HFCs
- ARCs (backed by minimum RR1 rated SRs giving cover of 2.5x)

- **Co- Lending tie up with NBFCs engaged in secured SME & LAP to foray in Retail segment.**
- **Structured Finance, Acquisition Finance & ARC exit for cases facing bunching of repayments but having stable future cash-flows.**



Fee Based Services

- **Debt Syndication /Down selling of loans.**
- **Tourism/Hospitality focused advisory services –Project Feasibility Reports, Market Survey and Marketing Tie-ups of tourism projects**
- **Special situation structuring /restructuring.**



Digital Lending

- **TFCI has initiated digital retail lending through fintech platform on trail basis during the quarter ended 31.12.2024. Prior to commencing regular disbursement, the organization is analysing the delinquency pattern in the portfolio.**



9MFY25 Profitability & Financial Highlights

Financial Performance Highlights – Last 5 years



Particulars	2019-20	2020-21	2021-22	2022-23	2023-24	9M FY24-25
	(Audited)	(Audited)	(Audited)	(Audited)	(Audited)	(Reviewed)
Total Income (Rs.in Cr.)	265.66	258.51	254.31	231.70	242.04	190.61
Gross Interest Income (Rs.in Cr.)	240.23	247.61	247.89	197.20	195.25	150.24
Net Interest Income (Rs.in Cr.)	119.51	117.5	127.85	106.56	94.96	74.54
Profit before tax (Rs.in Cr.)	97.45	99.86	107.9	109.37	113.87	91.71
Profit after tax (Rs.in Cr.)	81.02	80.75	85.32	87.95	91.11	73.61
Equity share Capital (Rs.in Cr.)	80.71	80.71	90.37	90.37	90.37	92.59
Reserve and Surplus (Rs.in Cr.)	665.76	703.73	838.30	926.73	999.25	1096.27
Tangible Net Worth (Rs.in Cr.)	746.47	784.44	928.66	1008.94	1074.85	1176.46
Total Borrowings (Rs.in Cr.)	1451.24	1363.60	1278.74	1004.73	983.04	969.92
Earning per share (Rs.)	10.04	10.00	10.01	9.73	10.08	7.95
Book Value (Rs.)	92.48	97.18	102.76	111.64	118.94	127.05
Debt:Equity Ratio	1.94:1	1.74:1	1.38:1	0.98:1	0.91:1	0.82:1
CRAR(%)	37.54	39.87	54.59	62.65	59.01	59.94
Gross NPLs (Rs.in Cr.)	44.82	69.48	13.54	63.62	43.66	94.11*
Gross NPLs(%)	2.50%	3.51%	0.74%	3.92%	2.75%	5.61%*
Net NPLs (Rs.in Cr.)	28.9	56.13	6.77	47.84	23.97	65.69*
Net NPLs (%)	1.61%	2.84%	0.37%	2.95%	1.51%	3.92%*
Loan Book (Rs.in Cr.)	1,793.54	1,976.64	1,834.35	1621.48	1588.92	1676.55
Return on Loan and Advances (%)	12.73%	12.34%	12.44%	12.27%	12.11%	12.29%
Cost of Borrowing (%)	9.24%	9.05%	8.80%	9.35%	9.52%	9.73%
NIM (%)	5.51%	5.31%	5.77%	4.97%	4.58%	4.65%

* Post 31.12.2024, sale of secured asset of NPA at Rs.2872 lakh has been confirmed under provision of SARFAESI Act 2002. On receipt of the sale consideration, within regulatory timelines and issue of sale certificate, the GNPA & NNPA ratios as of 31.12.2024 will improve to 3.82% & 2.25% respectively and PCR will improve to 41.18%.

Credit Rating

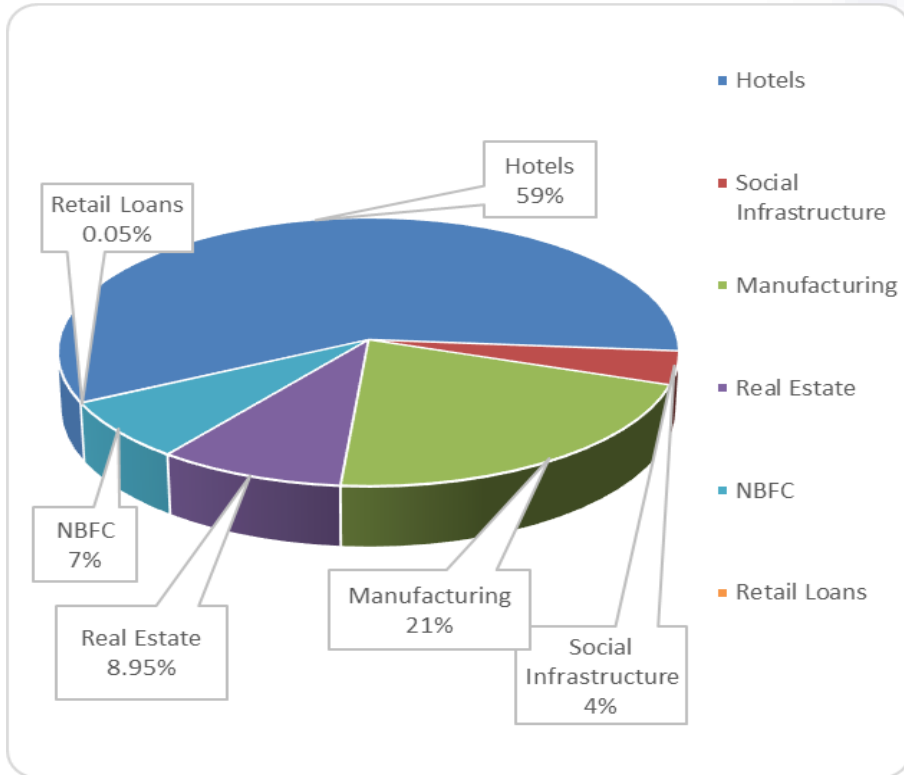


Rating Agency	Rating Amount (In Rs. Crs)		Rating Action
	Long Term Bonds	Bank Borrowings	
ACUITE	A+ Outlook: Stable NCD's :- (359.74) MLD :- (75.00)	A+ Outlook: Stable (950.00)	Reaffirmed (June 2024)
CARE	A Outlook: Stable (175.00)	-	Reaffirmed (August 2024)
BRICKWORK	A+ Outlook: Stable (334.74)	-	Reaffirmed (July 2024)
	Short Term Borrowing (In Rs. Crs)		
INFOMERICS	A1+ Proposed CP: (100)	-	Assigned (July 2024)

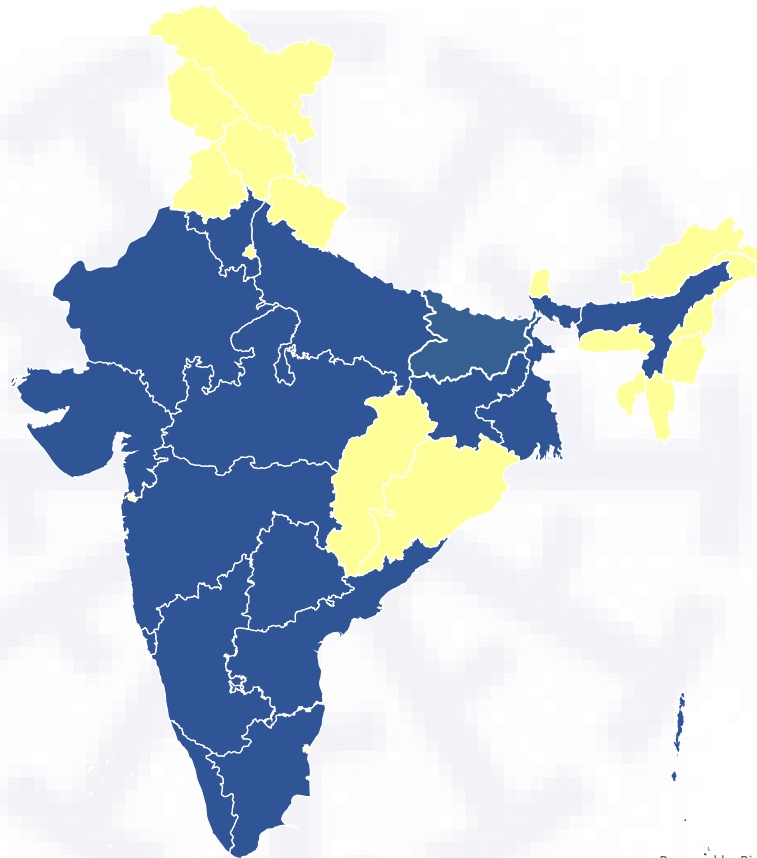
Portfolio Mix



Particulars	Projects	Rs. In Cr.
Cumulative Sanctioned	1009	16005
Cumulative Disbursement	622	9430
Cumulative Closed	558	7645
Cumulative Write-offs	10	109
Outstanding Projects as on date	54	1677



PAN India Presence



■ Presence (As on 31st Dec 2024)
■ Historical Presence (Facilities since closed)

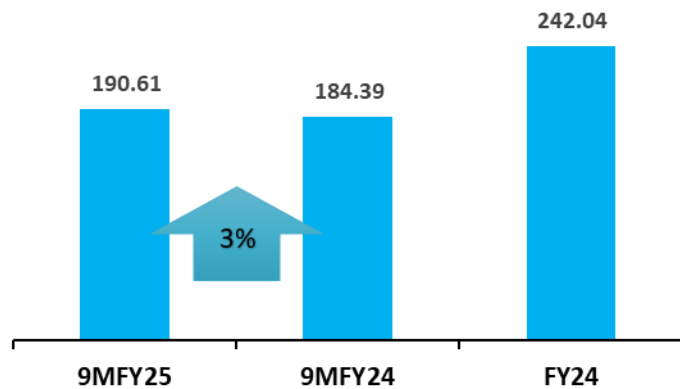
State/Cities	AUM (Rs. In Cr.)
Maharashtra	277.12
West Bengal	187.06
Uttar Pradesh	190.38
Gujarat	223.03
Rajasthan	261.64
Telangana	128.55
Andhra Pradesh	62.61
New Delhi	61.66
Haryana	93.03
Karnataka	18.72
Goa	42.16
Tamil Nadu	25.00
Madhya Pradesh	26.70
Assam	20.50
Kerala	19.53
Bihar	19.00
Jharkhand	9.42
Andaman & Nicobar	9.54
Total	1,675.64

Note: Map not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

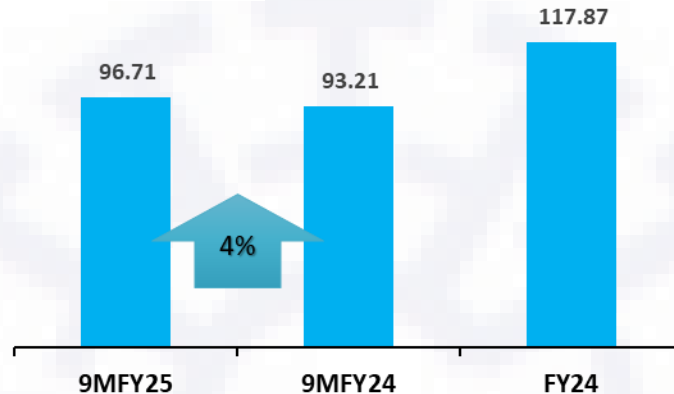
9MFY25 – Financial Highlights



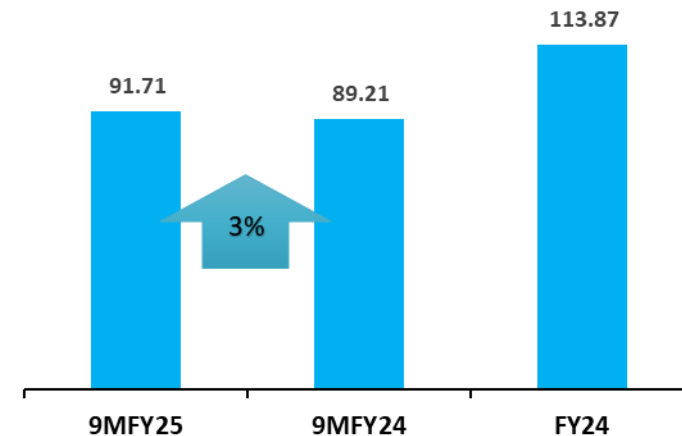
Total Income (Rs. in cr)



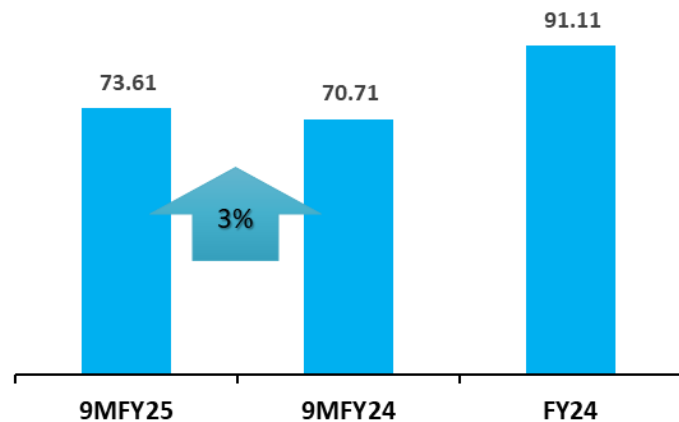
Profit before provision and tax (Rs. in cr)



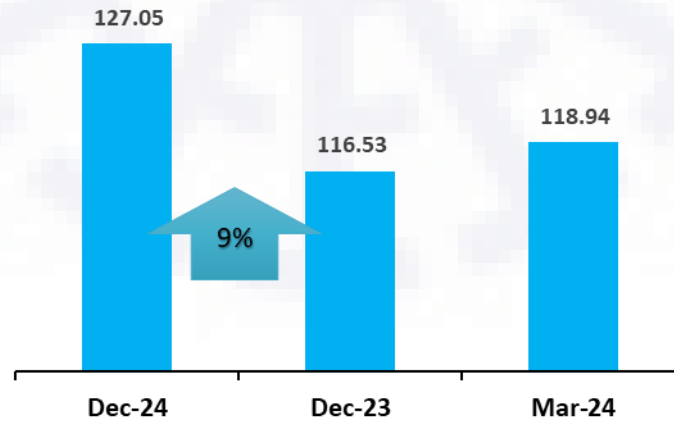
PBT (Rs. in cr)



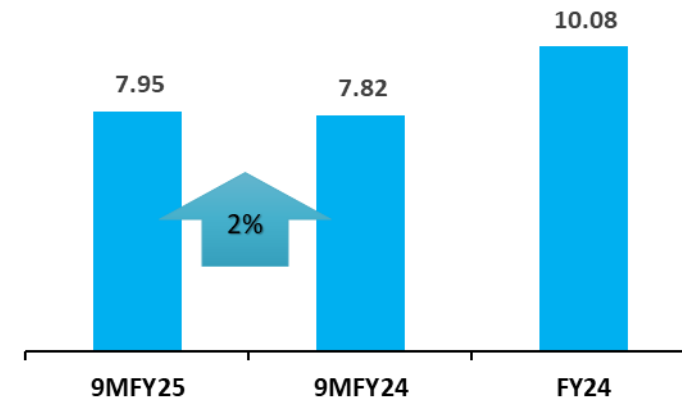
PAT (Rs. in cr)



Book Value per Share (Rs.)



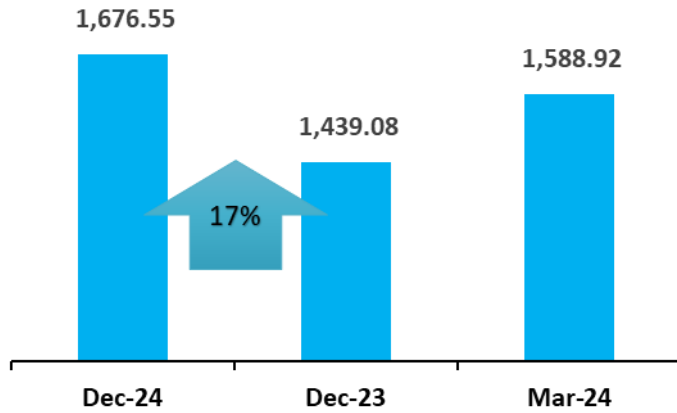
Earning per Share (Rs.)



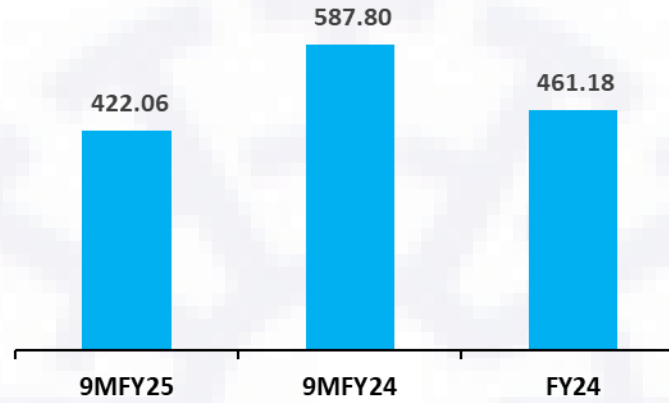
9MFY25 – Financial Highlights



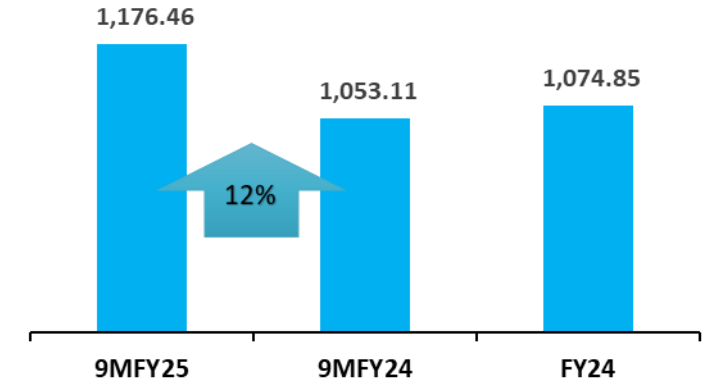
Gross Loan Book (Rs. in cr)



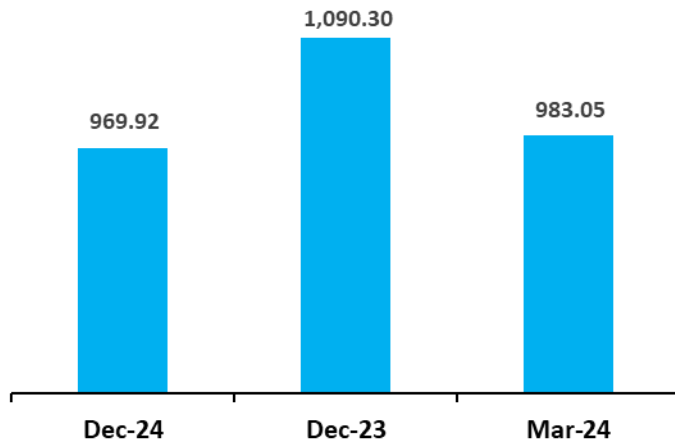
Gross Investment (Rs. in cr)



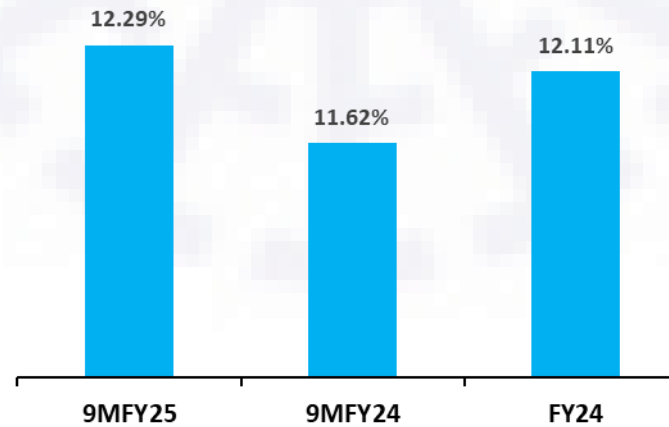
Tangible Net Worth (Rs. in cr)



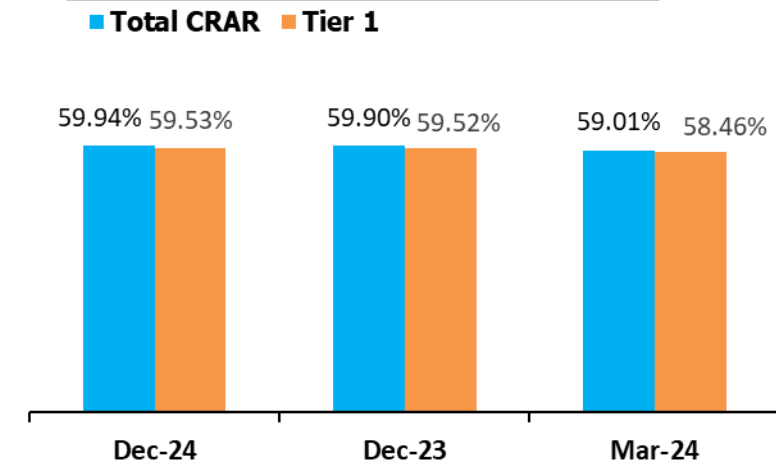
Borrowings (Rs. in cr)



Return on Loans (%)



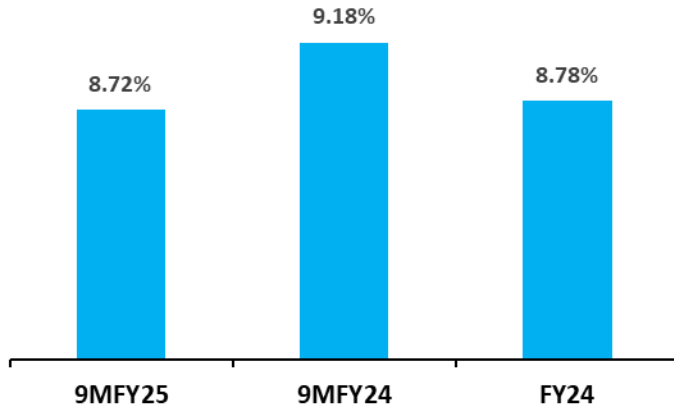
Capital Adequacy Ratio (%)



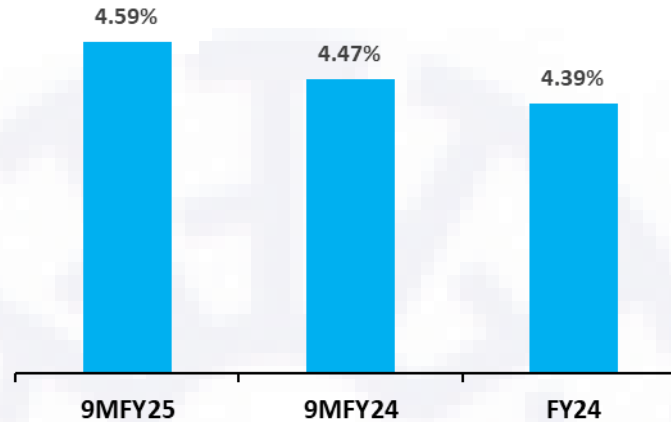
9MFY25 – Financial Highlights



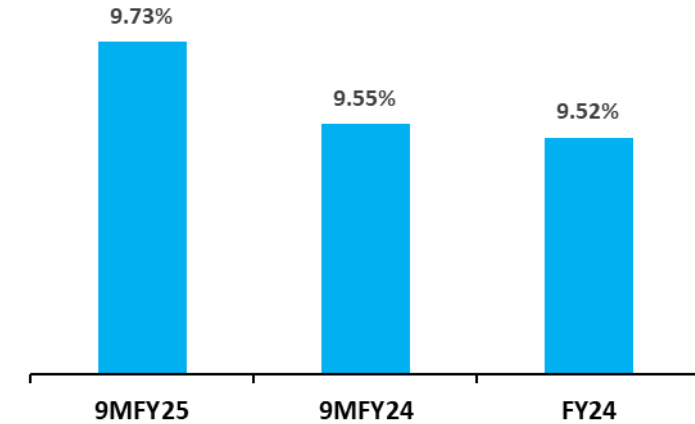
ROE (%)



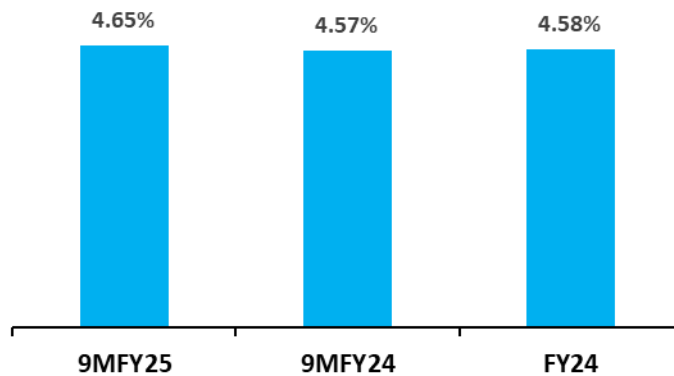
ROA (%)



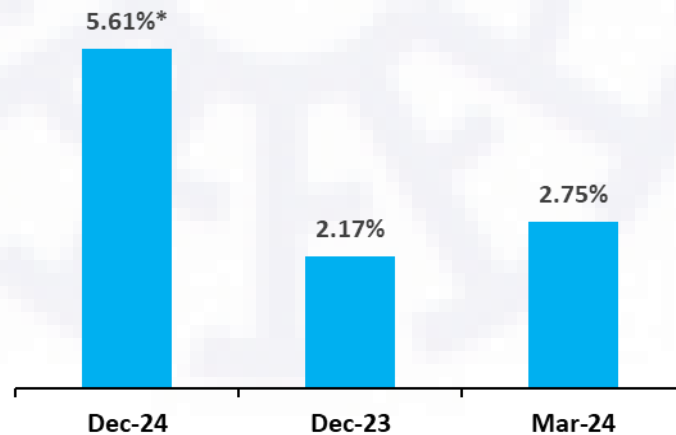
Cost of Borrowings (%)



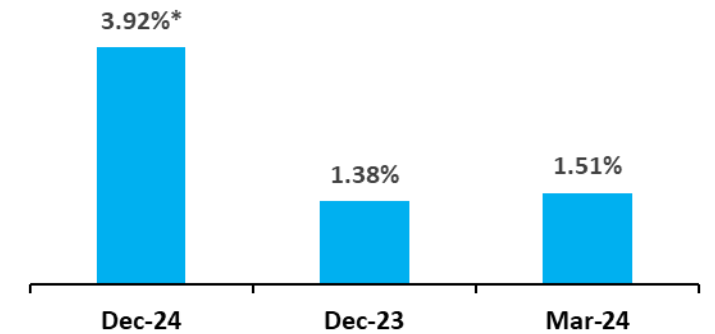
NIMs (%)



Gross NPL (%)



Net NPL (%)



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Profit & Loss Statement – 9MFY25



Particulars (Rs. in Cr.)	Q3FY25	Q3FY24	9M FY25	9M FY24	FY24
Income					
Interest Income	48.12	53.12	150.24	147.12	195.25
Interest Expense	26.11	25.61	75.70	74.78	100.29
Net Interest Income	22.01	27.51	74.54	72.33	94.96
Other Income	16.02	14.24	40.37	37.27	46.79
Net Total Income	38.03	41.75	114.91	109.60	141.74
Expenditure					
Employee Expenses	3.45	3.17	9.80	9.35	12.70
Depreciation and Amortization expense	0.17	0.27	0.69	0.85	1.13
Other Expenses	2.88	2.22	7.71	6.20	10.04
Total Expenditure	6.50	5.66	18.20	16.40	23.87
Pre Provision and pre fair value diminution operating profit	31.53	36.09	96.71	93.21	117.87
Provisions and diminution in fair value	4.00	-	5.00	4.00	4.00
Profit Before Tax	27.53	36.09	91.71	89.21	113.87
Tax	4.90	8.50	18.10	18.50	22.76
Profit After Tax	22.63	27.59	73.61	70.71	91.11
Other Comprehensive Income	0.06	0.02	(0.75)	3.69	3.90
Total Comprehensive Income (PAT + OCI)	22.69	27.61	72.86	74.40	95.01

Balance Sheet for 9MFY25



Particulars (Rs. in Cr.)	Dec-24	Dec-23	Mar-24
Assets			
Financial Assets	2,131.61	2,128.95	2,060.78
Cash & Cash Equivalents	56.55	119.57	32.10
Bank balance other than cash & cash equivalents	1.33	1.46	1.45
Receivables	0.03	0.05	0.05
Loans & Advances			
Gross Loans & Advances	1675.64	1439.08	1588.92
Add: Retail Loans (Unsecured)	0.91	-	-
Loan to Employees (Net)	0.17	0.18	0.18
Less: Unamortised upfront fee	0.30	0.67	0.57
Less: Impairment Loss/ ECL	37.65	32.65	32.65
Net Loans & Advances	1638.77	1405.93	1555.87
Investments	422.06	587.80	461.18
- NCDs & Bonds	40.25	97.04	97.04
- Certificate of Deposit	98.61	143.89	123.83
- Debt Based Mutual Funds (Net)	159.07	216.15	110.14
- Security Receipts	104.00	104.00	104.00
- Equity (Listed/Unlisted)	20.13	26.72	26.17
Other Financial Assets	12.87	14.14	10.14
Non - Financial Assets	37.41	37.93	39.80
Current Tax Assets (Net)	15.47	13.40	16.04
Deferred Tax Assets (Net)	6.89	7.77	6.89
Property Plant & Equipment	13.23	13.79	13.60
Right to Use Assets	0.58	0.78	0.73
Other Intangible Assets	0.11	0.17	0.19
Other non-financial assets	1.13	2.03	2.34
Assets classified as held for sale	0.00	5.31	5.31
Total Assets	2,169.02	2,172.19	2,105.89

Particulars (Rs. in Cr.)	Dec-24	Dec-23	Mar-24
Liabilities			
Financial Liabilities	978.59	1,101.54	1,013.92
Trade Payable	-	-	-
Secured/Unsecured Debentures	334.25	373.61	373.77
Bank Borrowings	631.37	710.34	603.89
Other financial Liabilities	12.97	17.59	36.26
Non - Financial Liabilities	1.57	1.34	2.35
Provisions	0.74	0.65	1.59
Other non-financial liabilities	0.83	0.70	0.76
Equity	1,188.86	1,069.31	1,089.62
Equity Share Capital	92.59	90.37	90.37
Reserves & Surplus	1,096.27	978.94	999.25
Total Liabilities	2,169.02	2,172.19	2,105.89



Eminent Board
&
Experienced
Management Team



Eminent Board of Directors



Dr. S. Ravi
Non-Executive Chairman
(Non-Independent Director)



Sh. Parkash Chand
Director
(Representing LIC)



Sh. Bapi Munshi
Independent Director



Mrs. Thankom T Mathew
Independent Director



Sh. Ashok Kumar Garg
Independent Director



Dr. Mahabaleshwara MS
Independent Director



Sh. Deepak Amitabh
Independent Director



Sh. Aditya Kumar Halwasiya
Director



Sh. Anoop Bali
Managing Director & CFO



Mr. Anoop Bali
Managing Director & CFO

- Masters in Business Administration (Gold Medalist)
- Has over 33 years of experience in Credit appraisal, Monitoring & Recovery, NPA/Stressed Asset Management, Legal Matters, Risk Management, Accounts & Finance, Treasury and Resource Management, Corporate Advisory, etc.
- Has expertise in development of varied hospitality projects, branding and financial structuring.
- Eminent speaker at various tourism forums and has played key role in tourism planning with several State Governments/ Ministry of Tourism, Govt of India.

Experienced Team of Professionals



Mrs. Charu Singh, President (Credit)

- Has over 2 decades of experience in project finance, appraisals & corporate finance functions with focus on tourism, urban infrastructure & manufacturing sectors
- Joined TFCI in 1997 and has contributed across multiple domains viz. credit appraisals, project monitoring & follow-up, credit risk management, NPA resolution and various consultancy assignments
- Holds an MBA (Finance) degree and is a qualified Cost Accountant (ICMAI). She is also an Certified Associate of Indian Institute of Bankers (CAIIB)



Mr. Sanjay Behari, Vice President (Credit)

- Has more than 31 years of experience in Project Finance, Credit Administration, Post Sanction Follow-up, Debt Syndication, NPA Resolution, Asset Reconstruction, Project/transaction Advisory & Structuring and Loan Documentation.
- He is Bachelor of Textile Engineering, M.B.A (Finance).



Mr. Tarun Gupta, Vice President (Business Development & Credit)

- Has over 19 years of experience in wholesale banking including real estate, project financing, structured finance and business development.
- He is B.Tech from IIT Delhi and Post graduate in Advanced Finance.



Mr. Sanjay Modi, Vice President (Business Development & Credit)

- Has more than 18 years of experience in business sourcing, debt syndication, project finance, wholesale/structured lending, promoter funding, acquisition finance, financial analysis & structuring and credit appraisal of large & mid-corp. projects etc.
- He is B.E. (NIT Jaipur), PGDBM (IIM, Bangalore),.

Experienced Team of Professionals



Mr. Rajiv Singh, Senior Vice President (Finance and Accounts)

- Has over 2 decades of experience with listed companies, public financial institution in Company Secretary functions, Accounts Finance, Resource Mobilisation, Banking operations, Risk Management, Treasury, RBI Compliances etc.
- An associate member of Institute of Company Secretaries of India(ICSI) Institute of Cost Accountants of India(ICMAI) and holds Bachelor of Law Degree(LLB) from Delhi University He is also a Certified Associate of Indian Institute of Bankers (CAIIB)



Mr. Sanjay Ahuja, Senior Vice President and Company Secretary

- Having over 29 years of experience in corporate laws and governance related matters
- Fellow Member of the Institute of Company Secretaries of India, member of Institute of Cost Accountants of India and is a Law Graduate
- Joined TFCI in 1995 and has contributed across multiple domains viz Corporate Laws compliances, Human Resource, Administration, Risk Management, treasury and resource raising etc.



Mr. Rudra Nath Jha, Vice President (Legal)

- Has more than 30 years of experience in various sectors viz. NBFC, telecom, real estate and electricity distribution with focus on regulatory policies coupled with strategic litigation, Merger & Acquisition, statutory compliances and implemented best practices of the corporate world and became a solution provider.
- He is Law and Commerce graduate from Delhi University.



Shri P.K. Naik, Chief Technology Officer

- Having more than 32 years of experience in IT Governance, Information System and IT Infrastructure management, Information Security & Data protection, Business Continuity Planning, Compliances and Business Automation in Financial Sector.
- A Master in Computer Application (MCA), Certified Associate of Indian Institute of Banker (CAIIB) and Certified Information System Auditor (CISA)

Thank You



Tourism Finance Corporation of India Ltd.
helping tourism grow

Mr. Sanjay Ahuja, Company Secretary

Email id: complianceofficer@tfciltd.com

Website : www.tfciltd.com



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New Delhi 110017

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