



Dated: February 07, 2023

Manager Listing Department BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400001 Scrip Code : 533344	Manager Listing Department National Stock Exchange of India Limited Exchange Plaza, C-1, Block G, Bandra- Kurla Complex, Bandra (East), Mumbai- 400051 Scrip Symbol : PFS
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Sir/ Madam,

Sub: Investor Presentation for 9MQ3-FY23, pursuant to Regulation 30 of SEBI (LODR) Regulations, 2015

With reference to our earlier letter dated February 04, 2023 regarding the Investor and Analyst Meet 2023 scheduled to be held today at 4:00 PM, please find enclosed the Investor Presentation of PTC India Financial Services Limited in this regard.

This is also being uploaded on the website of the Company at <https://www.ptcfinancial.com>.

This is for your information and records.

Yours faithfully,

For PTC India Financial Services Limited

Shweta Agrawal
Company Secretary and Compliance Officer

Enclosed: as above

PTC India Financial Services Ltd. (CIN: L65999DL2006PLC153373)

(A subsidiary of PTC India Limited)

Registered Office: 7th Floor, Telephone Exchange Building, 8 Bhikaji Cama Place, New Delhi - 110 066, India

Board: +91 11 26737300 / 26737400 Fax: 26737373 / 26737374, Website: www.ptcfinancial.com, E-mail: info@ptcfinancial.com

WE BRING LIFELINE TO

CLEAN, SUSTAINABLE INFRASTRUCTURE





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PFS at a glance

DIVERSIFYING INTO..
 Sunshine sectors like
 Electric Vehicle Mobility (350 EV),
 Water Treatment Projects (362 million liters per day),
 Renewable Projects (around 15,000 MW),
 Power Transmission,
 Waste Management Facility etc.

SANCTIONS FOR 9MFY23
Rs. 2,291 Crore

CAPITAL ADEQUACY RATIO FOR 9MFY23
33.30%

DEBT TO EQUITY FOR 9MFY23
2.24 Times

NET INTEREST MARGIN FOR 9MFY23
4.19%

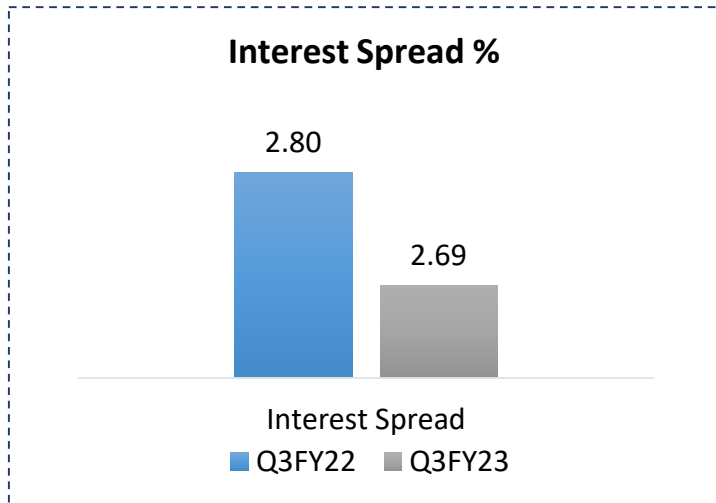
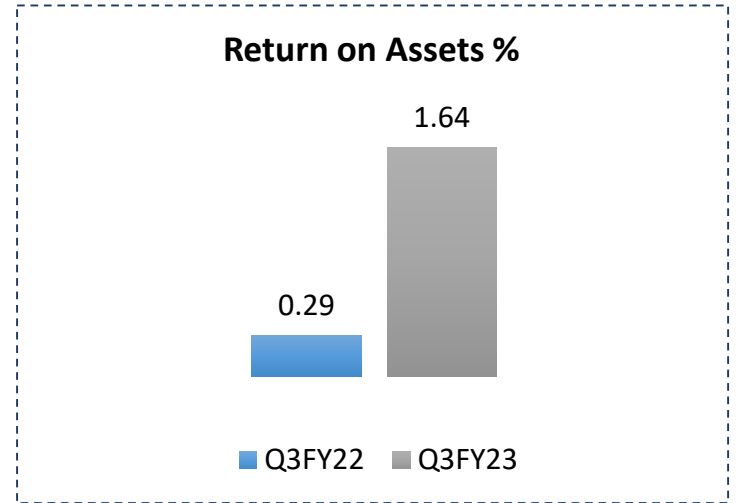
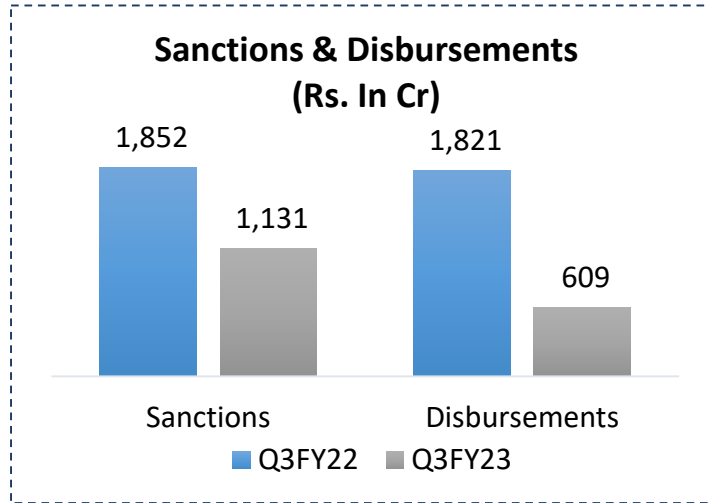
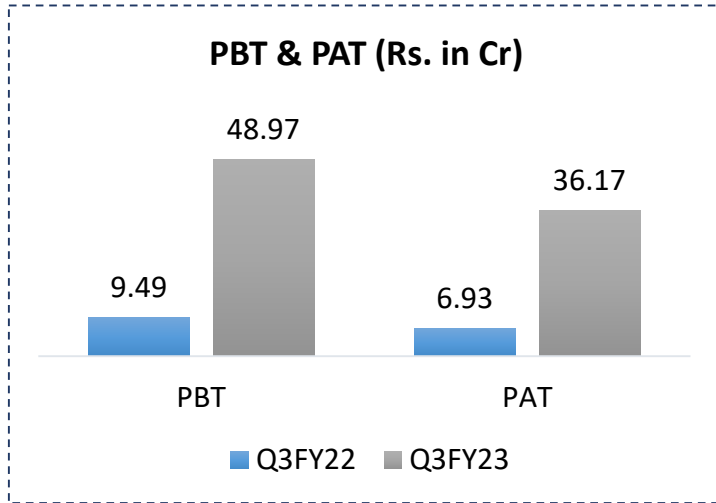
DISBURSEMENTS FOR 9MFY23
Rs 1,670 Crore

Facilities	CRISIL	ICRA	CARE
NCD / Bonds	CRISIL A+ / Watch Developing	ICRA A+ /Negative	CARE A /CW with Developing Implications
Long Term Loan	CRISIL A+ / Watch Developing	ICRA A+ /Negative	CARE A /CW with Developing Implications
Short Term Loan	CRISIL A1+ / Watch Developing	ICRA A1	CARE A1 /CW with Developing Implications
Commercial Paper	CRISIL A1+ / Watch Developing	ICRA A1	-





Quarterly Snapshot



- PFS has provided financial assistance for renewable projects of around **15,000 MW** with carbon abatement of 25 million tonnes per annum - a total of **125 million** tonnes of CO2 considering average project life of **5 years and further in 362 million liter water preservation per day**. We envisage yourself as major contributor to protect and preserve our environment with pollution reduction.





About PFS

PTC India Financial Services Limited (PFS) is an infrastructure finance company which provides a vast array of services to the entities in energy value chain. The Company invests in equity and/or extending debt to power projects in generation, transmission, distribution, and fuel sources, fuel related infrastructure, equipment manufacturers and engineering, procurement and construction (EPC) contractors, renewables, transmission, road HAM, annuity projects, e-mobility projects, other sustainable infrastructure projects and other economic strategy sectors. PFS also offers long-term and short-term loans, in addition to providing both fund and non-fund-based financial assistance as debt or structured debts. The Company believes in building a sustainable future and provides fund based/non-fund based financial services to green and brown field projects to help them grow and gain foothold in the industry.



VISION

“To be the most preferred financial partner in sustainable infrastructure value chain.”

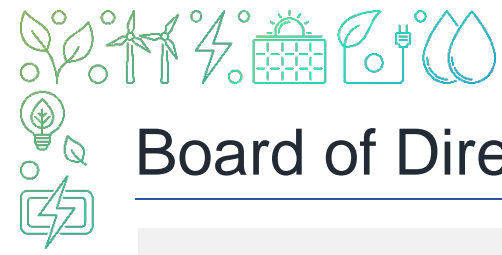


MISSION

“To partner and forge strong relationships with credible stakeholders to provide complete financial solutions- equity, debt and other financial services for all links in sustainable infrastructure value chain and other related infrastructure sectors.”

- 01** Incorporated in 2006
- 02** Listed on BSE & NSE
- 03** Professionals ~50
(Backed by team of advisors / consultants having rich industry experience)
- 04** PAT (As of 9M-FY23) Rs 139.40 Crore
- 05** Market Cap Rs. 1,043 Crore





Board of Directors



DR. PAWAN SINGH

MD & CEO



DR. RAJIB KUMAR MISHRA

Non Executive Chairman



SH. PANKAJ GOEL

Nominee Director



MS. PV BHARATHI

Independent Director



MS. SEEMA BAHUGUNA

Independent Director

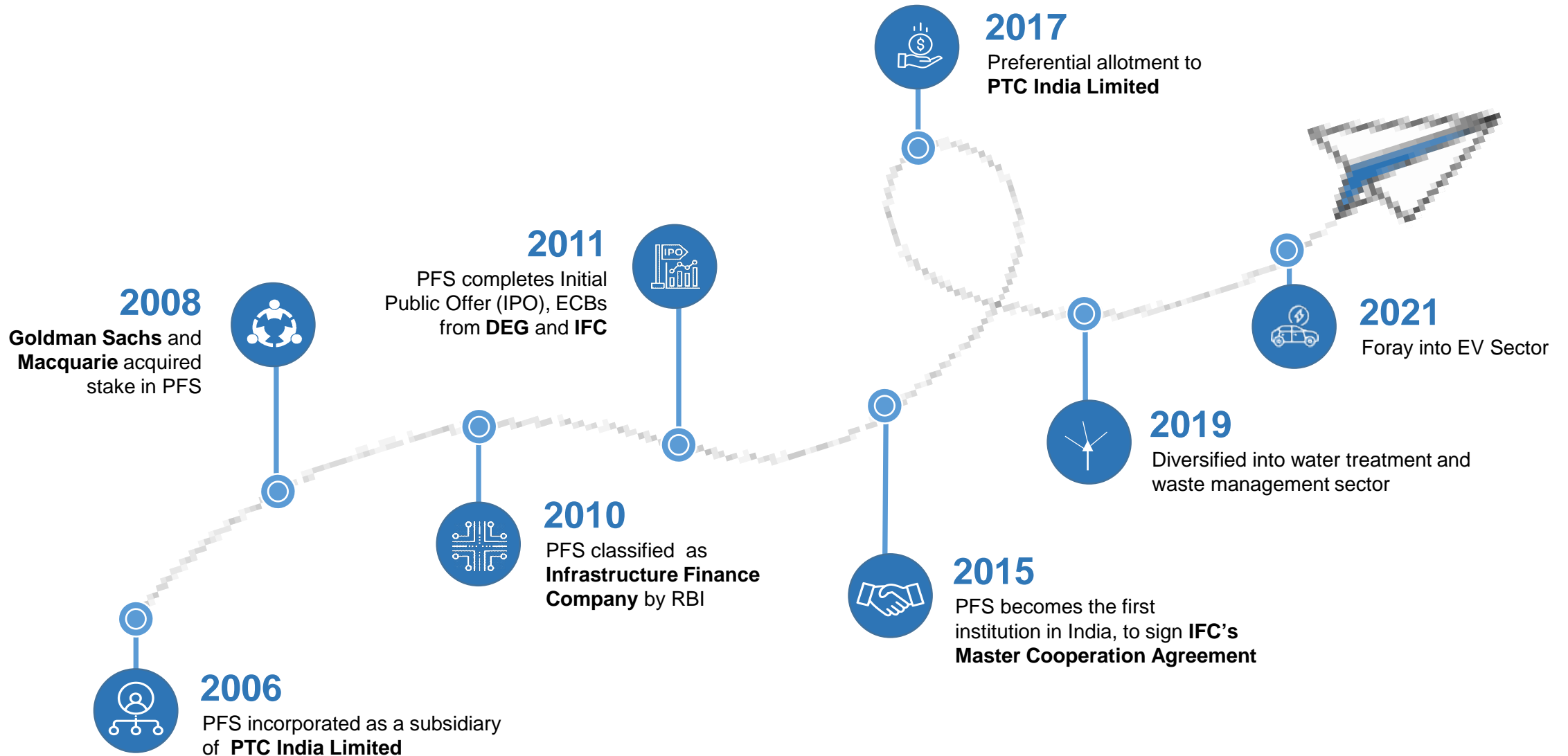


MR. NAVEEN BHUSHAN GUPTA

Independent Director



Milestones Over The Years





Our Purpose

We extend our support to
**FINANCE ENVIRONMENT-FRIENDLY
PROJECTS**
which contribute towards





Products & Services

PFS offers various investment and financing products/solutions to infrastructure and power projects, the details are illustrated in the graphic below:



Debt Financing

PFS provides debt finance in the form of Long Term Loan, Short Term Loan as well as Bridge Financing to the projects in the entire energy value chain i.e. from power generation projects to transmission and distribution projects, fuel sources and to the related infrastructure. In addition, it also provides **Mezzanine finance, last mile finance, equity financing, structured loans, gap financing etc.** There are various factors considered for the debt assistance to any particular project/ borrowing company viz. market conditions, regulatory requirements, risk and reward from the projects etc.



Fee Based Services

PFS team assists companies in structuring and raising debt and mezzanine capital tailored to their needs. Leveraging on its long term relationships with Banks and Financial Institutions and its experience in executing structured and vanilla debt transactions, PFS handholds companies in structuring and raising capital, which is optimal in terms of cost and structure. With an in-house core team of professionals with sectoral as well cross-functional knowledge, PFS helps its clients to become competitive, effective and successful.

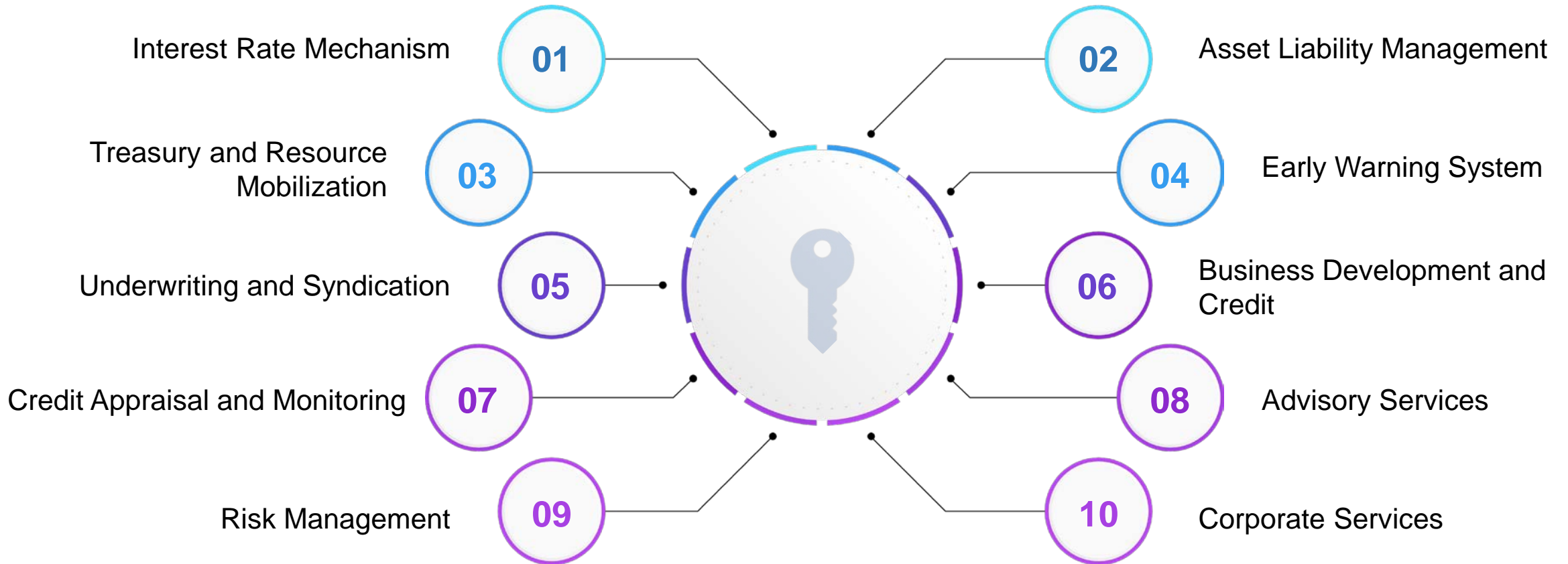


Advisory Services

PFS provides advisory services to the various infrastructure, renewable energy, energy efficiency projects and other projects for helping in efficient installation of these projects. The advisory services are focused in the areas of finance and in the areas which lie at the intersection of finance and the energy sector.



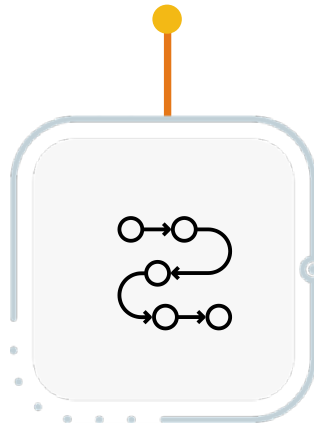
Key Functions of the Company





Business Model

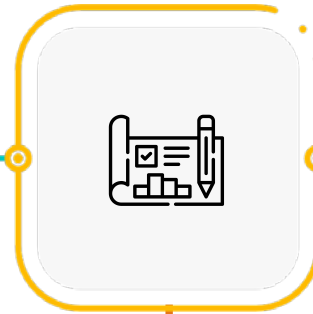
Robust credit appraisal management system and processes



Seamless operational risk management system



Maintain adequate liquidity and focus on cash flow generation



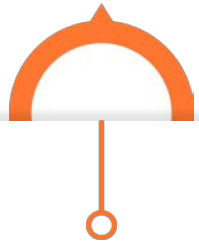
System for effective monitoring of compliance of loan conditions

Enhanced focus on Early Warning Signal and Stress Resolution

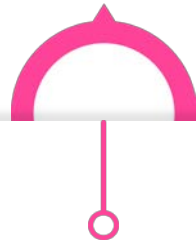


What makes PFS a unique Investment case

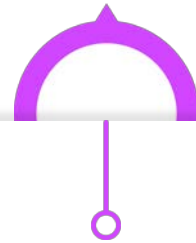
We have been the first movers in established and emerging green infrastructure finance sectors like renewable energy, wastewater treatment plant, e-mobility, e-vehicle manufacturing which are long-term sustainable in the future



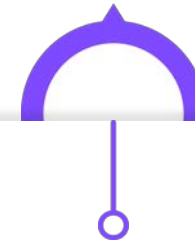
Focus on Sustainable Infra and renewable projects which align with the Government's vision of a clean and green society



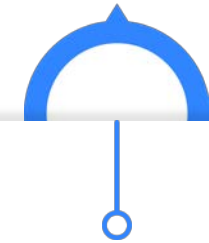
High Operating leverage and better Margins resulting to a sustainable business model



Favorably positioned to capitalize on growing opportunities in resilient sectors like transmission, waste water management, e-mobility, Road HAM and much more



Reduction in the number of Stress/NPA accounts to enhance the operational capabilities of the organization



Motivated and experienced management who are proven experts in leading a business towards its vision



Navigating the next strategy

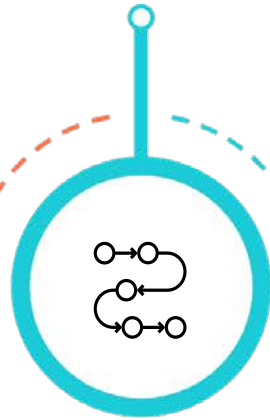
Financing a number of green infrastructure projects to support growth



Implementation of integrated framework systems and processes with technical capabilities



Strategize and adopt alternative sources of funding



Adopting a customer-centric approach

Enhancing financial performance parameters



Leveraging existing relationships with domestic and global agencies





Risk Management System

Credit Risk Management

- Implementation of Internal Credit Grading mechanism which captures sector specific risk related parameters during the entire loan-life cycle (i.e. pre-construction and post construction).
- Implementation of Early Warning System which has been integrated with internal credit grading mechanism to identify and closely monitor early warning signals to prevent slippages of performing loan accounts into NPA.
- Formulation of Corrective Action Plan for Loan accounts identified under EWS framework, and subsequently reviewing/monitoring on quarterly basis.
- Annual review of the entire portfolio through internal credit grading mechanism, wherein review of the security package, compliance of financial covenants is ascertained and assessed.

Market Risk Management

- Implemented the mechanism of Risk Based Pricing which has been integrated with internal credit grading mechanism.





Management Outlook

PFS is focused on its stance of progressive growth and stability through the enhancement of its products and quality of the portfolio.

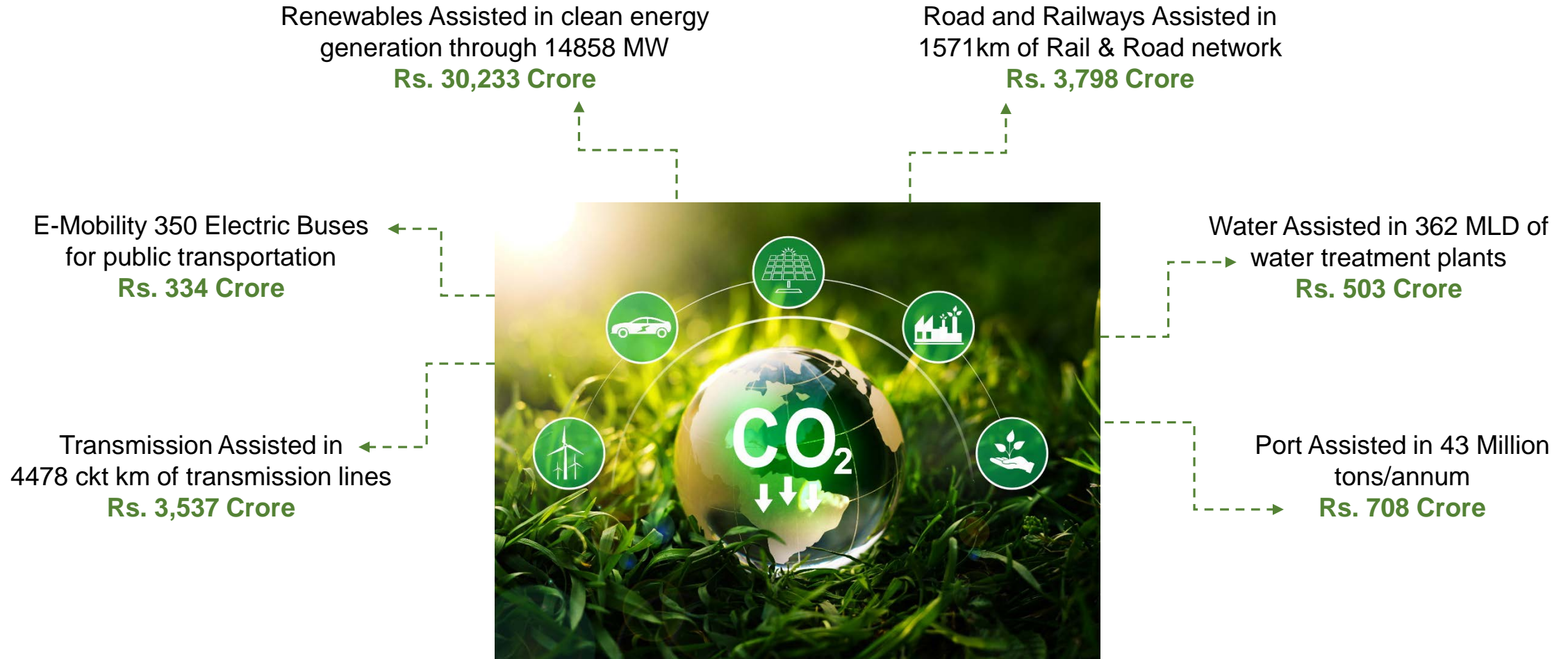
We are focused to sustainable green infrastructure finance, sunshine sectors and retail green financing. This reiterates our resolve of achieving sustainable growth and contribute towards a better environment. The Company has rendered financial assistance to renewable projects of around 15,000 MW with carbon abatement of 25 million tones per annum.

Our operational performance have improved significantly as we are in a very comfortable position to gear up our growth and expansion plans.





Carbon Neutral; Marching Towards Sustainability



CARBON abatement of over 25 million tons of CO₂ per annum

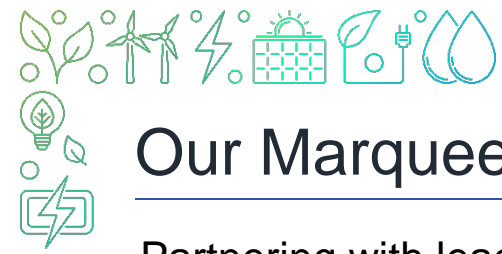




Our Key Lenders (International And Domestic)

Established relationship with Leading Development Financial Institutions (DFIs) and Banks





Our Marquee Clients

Partnering with leading players in green infrastructure development



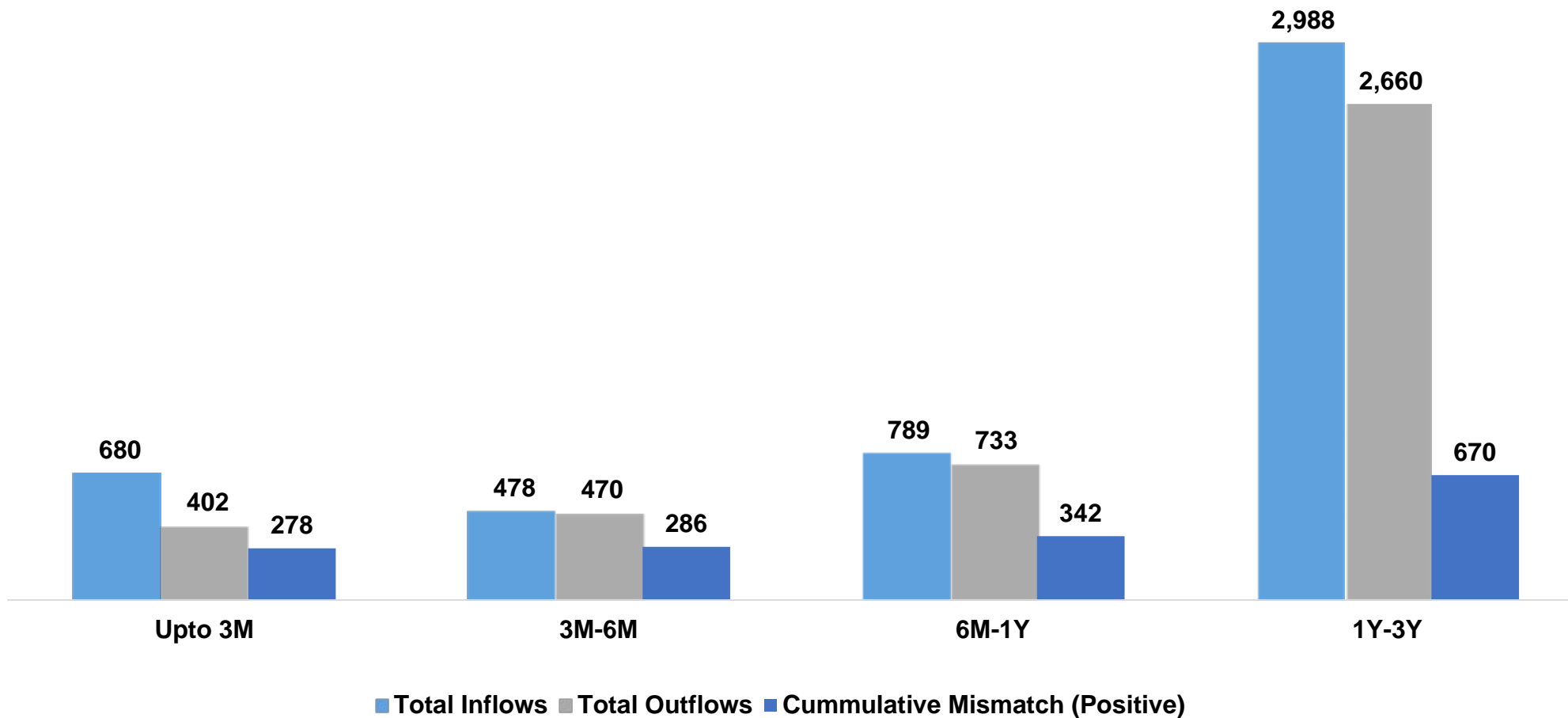
A large blue diamond shape is centered on the page. Inside the diamond, there are several stacks of silver coins. Overlaid on the coins and extending across the diamond are various financial charts, including a candlestick chart and a line graph with a red trend line. The background of the diamond is a gradient from light blue to dark blue. The word "FINANCIALS" is written in white, bold, uppercase letters on a dark blue horizontal bar that passes through the right side of the diamond.

FINANCIALS



Comfortable Cash Flows

As on 1st January 2023 Company is having liquid funds of Rs.740 crore including HQLA of around Rs. 454 Crore .





Key Balance Sheet Indicators

Quarter ended 31st December, 2022	Quarter ended 30th September, 2022	Quarter ended 31st December, 2021	Particulars	9 Months Ended 31st December, 2022	9 Months Ended 31st December, 2021
1,131	1,160	1,852	Loan Sanctioned (Rs. Crs)	2,291	4,150
609	1,041	1,821	Loan Disbursed (Rs. Crs)	1,670	3,508
7,301	7,528	9,836	Outstanding Credit (Rs. Crs)	7,301	9,836
-	-	36	Non fund based (Rs. Crs)	-	36
33.30	31.74	22.50	Capital Adequacy Ratio (%)	33.30	22.50



Key Operational Indicators

Quarter ended 31st December, 2022	Quarter ended 30th September, 2022	Quarter ended 31st December, 2021	Particulars	9 Months Ended 31st December, 2022	9 Months Ended 31st December, 2021
82.84	84.00	88.56	Net Interest Income (Rs. Crs)	252.61	257.47
10.35	10.58	10.34	Yield on Earning Loan (%)	10.48	10.62
7.66	7.46	7.54	Cost of borrowed funds (%)	7.55	7.60
2.69	3.12	2.80	Interest Spread (%)	2.93	3.02
4.00	4.34	4.02	Net Interest Margin (%)	4.19	3.99
0.56	0.82	0.11	Earnings Per Share (Rs.)	2.17	1.63
16.90	12.24	11.49	Cost to Income Ratio (%)	14.37	11.32
2.24	2.38	3.36	Debt Equity Ratio (%)	2.24	3.36
6.20	9.09	1.24	Return on Networth (%)	7.96	6.41
1.64	2.38	0.29	Return on Assets (%)	2.14	1.31





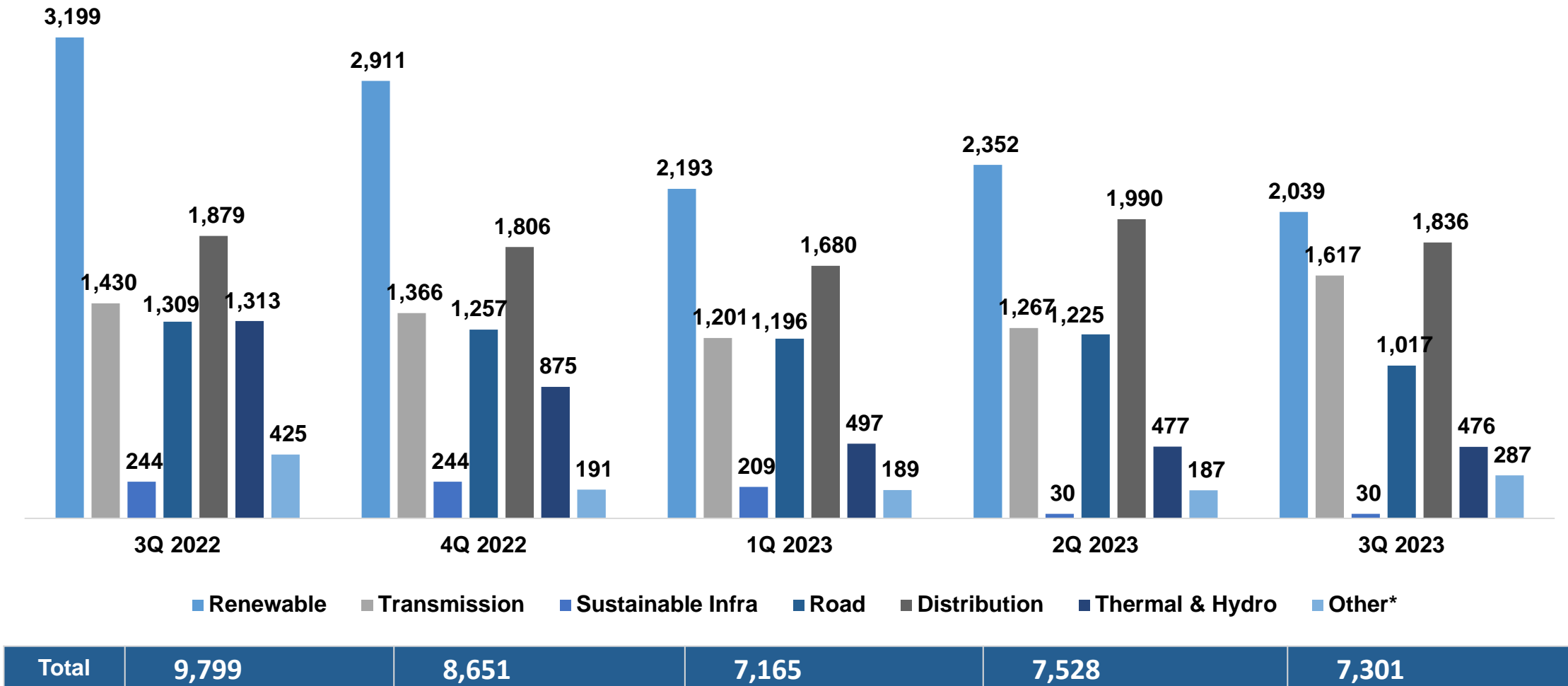
Results Overview

Quarter ended 31st December, 2022	Quarter ended 30th September, 2022	Quarter ended 31st December, 2021	Particulars	9 Months Ended 31st December, 2022	9 Months Ended 31st December, 2021
190.76	190.78	224.39	Interest Income	580.30	702.44
194.32	195.94	241.09	Total Income	597.38	737.38
107.92	107.03	135.83	Interest and financial charges	327.69	444.97
22.82	7.20	83.61	Provision and contingencies	42.21	118.94
14.61	11.34	12.16	Other operating expenses	40.57	33.08
145.35	125.57	231.60	Total expenses	410.47	596.99
48.97	70.27	9.49	Profit before tax	186.91	140.39
12.80	17.61	2.56	Tax expense (including deferred tax)	47.51	35.38
36.17	52.66	6.93	Profit after tax	139.40	105.01





Operational Performance – Sector Wise Outstanding

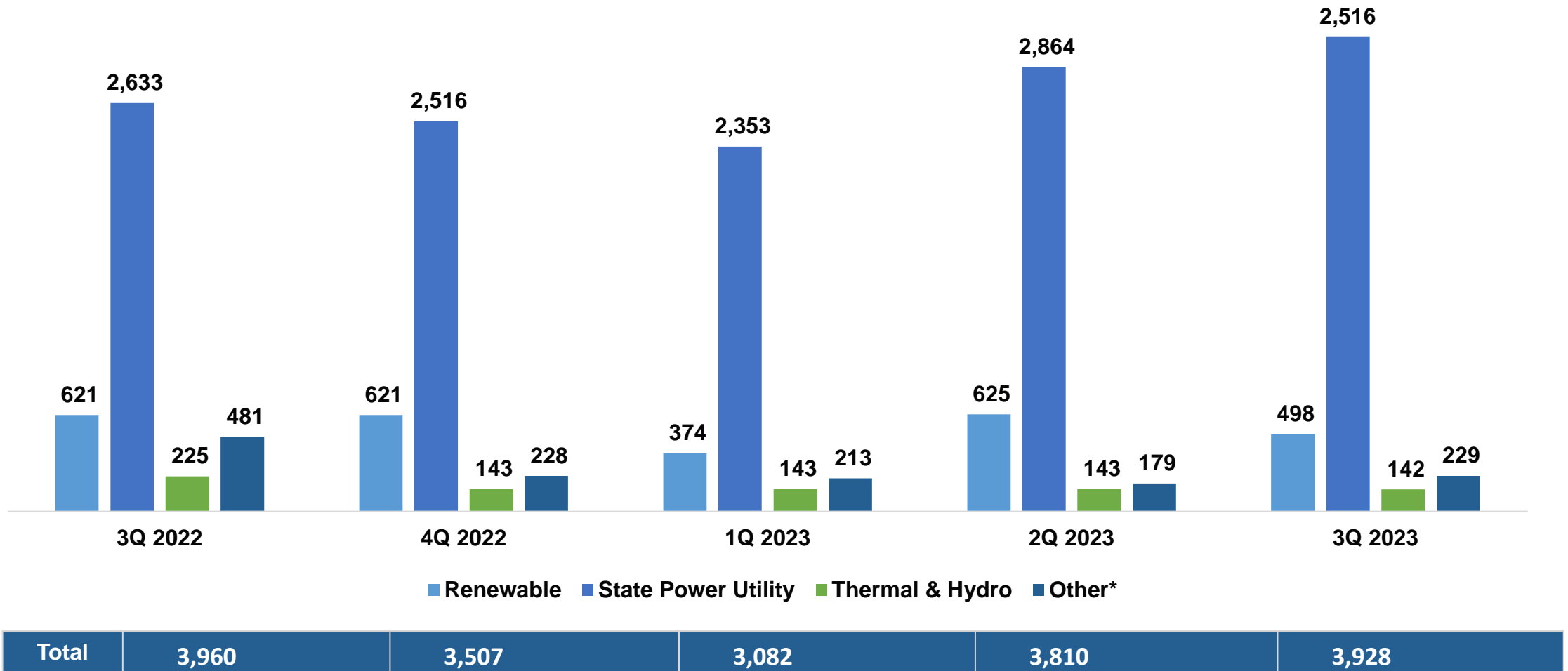


* Other Sector - port, manufacturing, mining, Sustainable infra include – Water treatment, E- Mobility





Operational Performance – Corporate Loan under respective sector

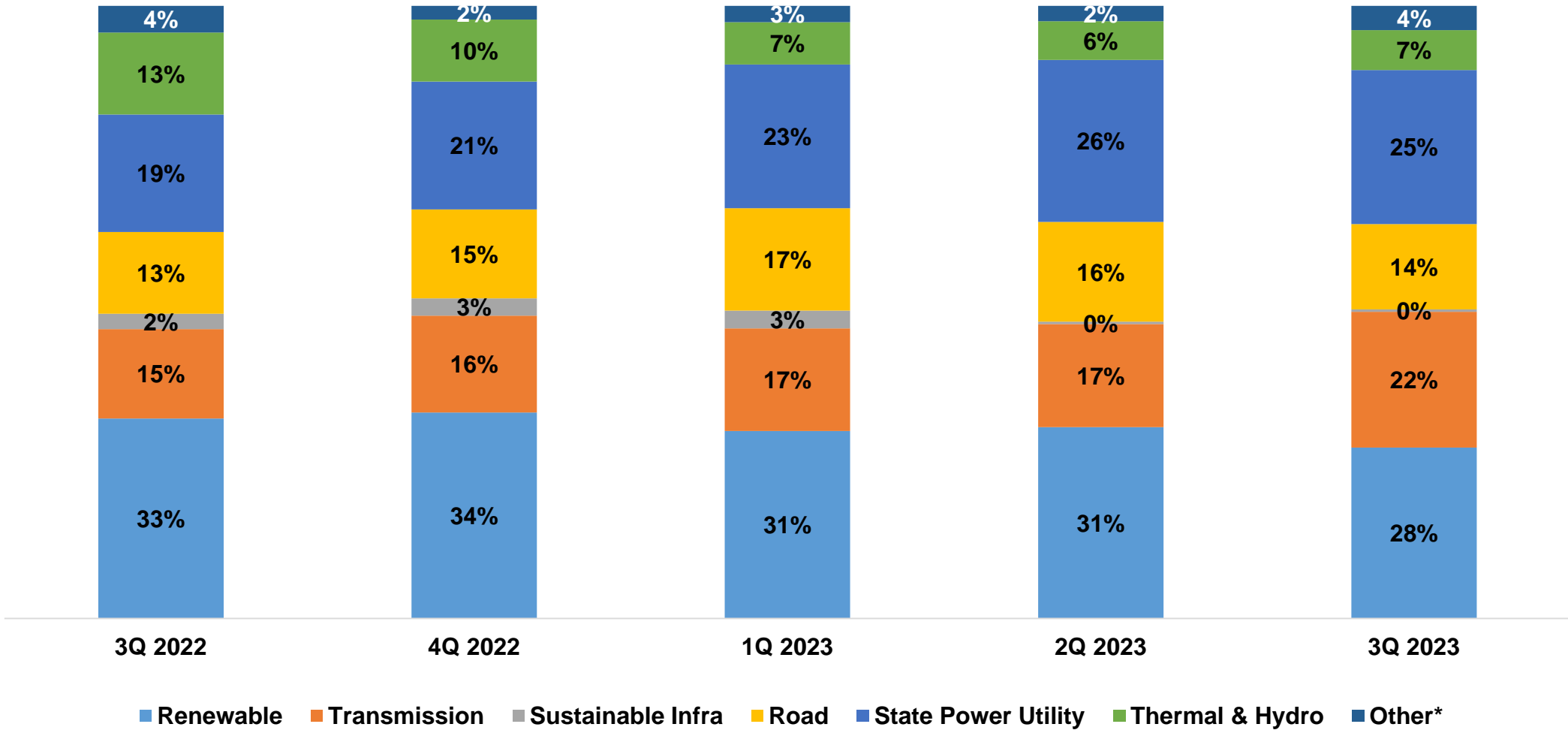


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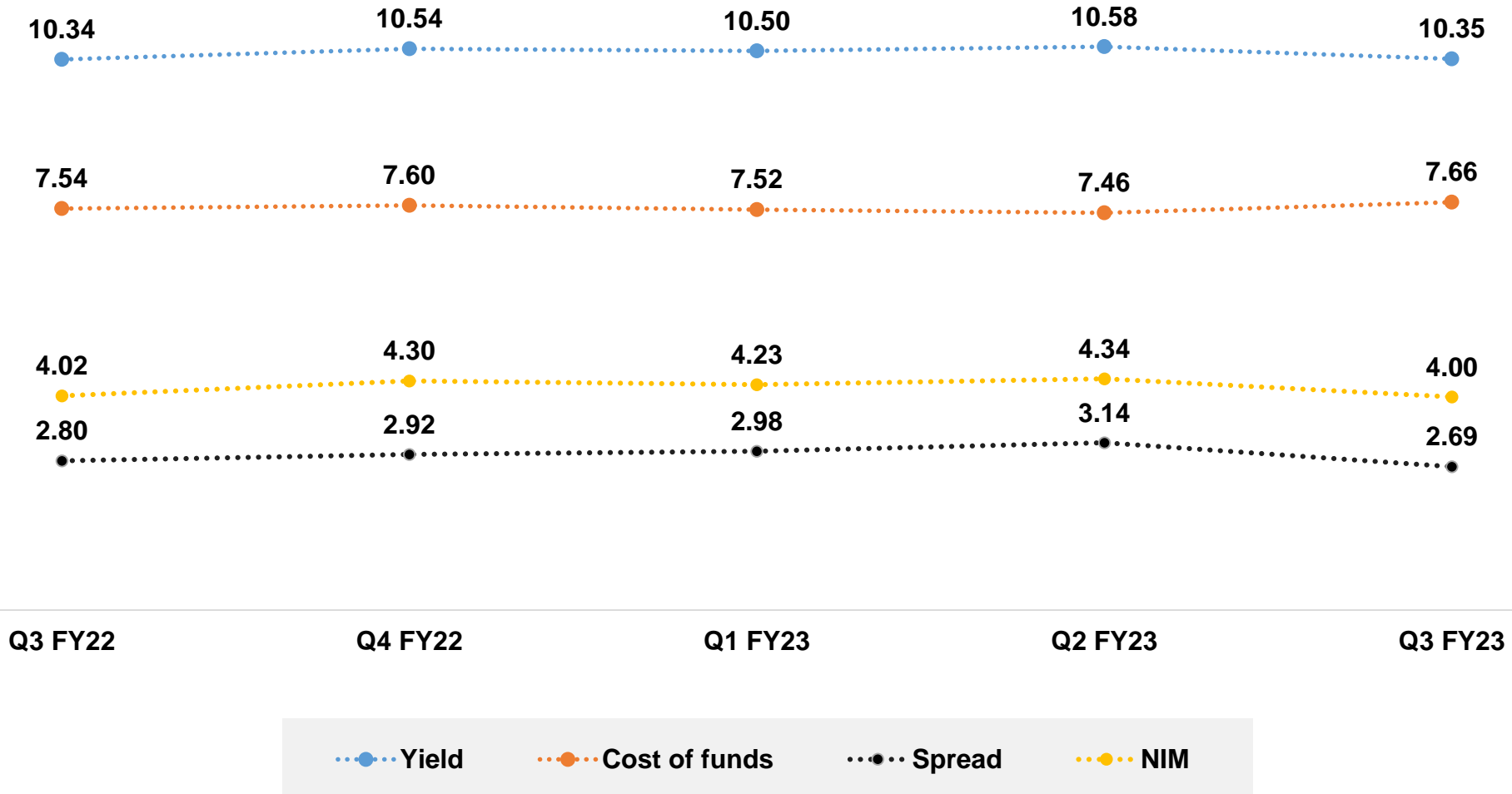
Portfolio Shift – Sector Wise Credit Portfolio %

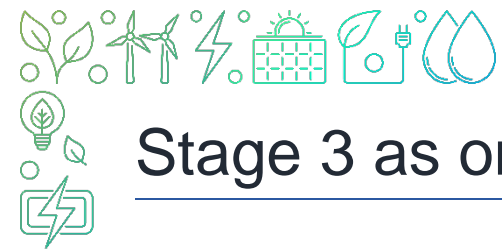


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Key Ratio Movement





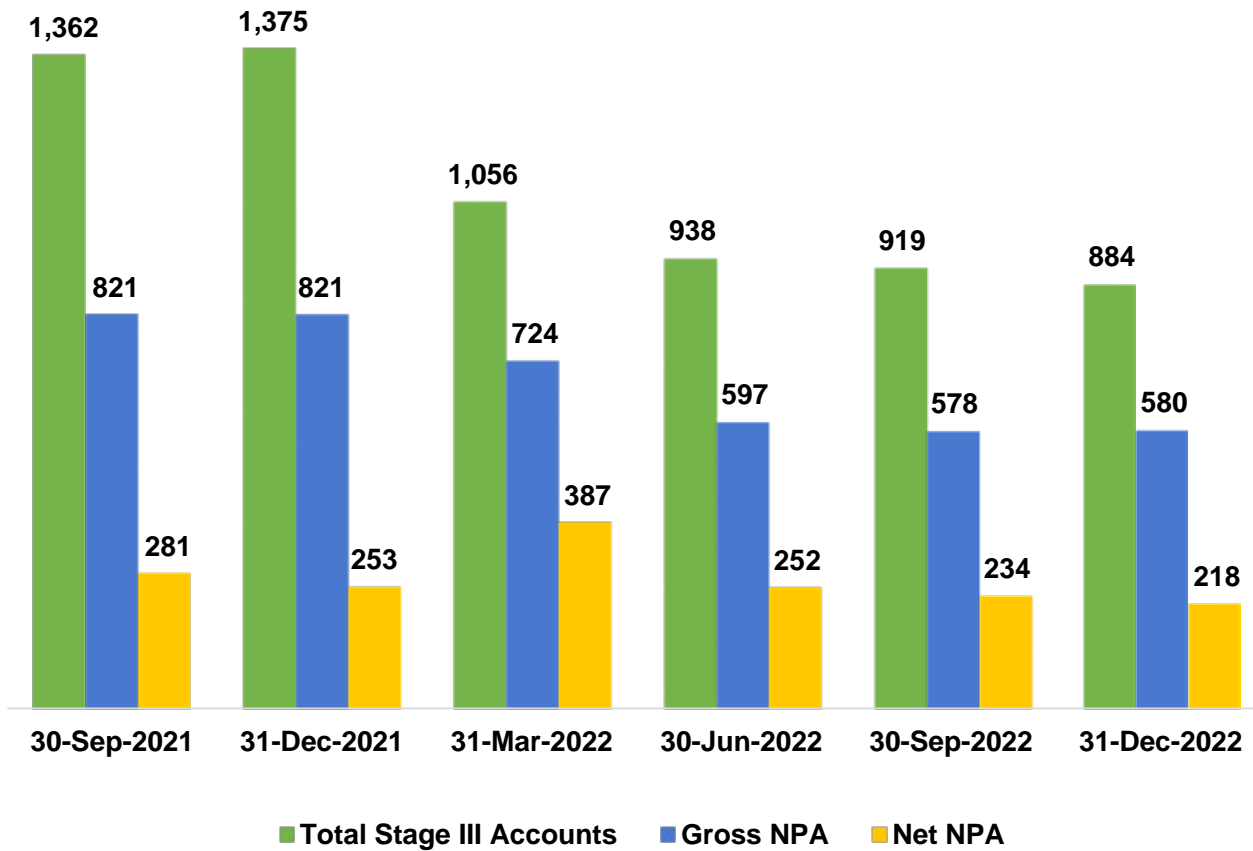
Stage 3 as on December 2022

Loan Account	Gross Loan	Provision	Net Exposure	Impairment Reserve
Athena Chhattisgarh Power Limited	0.76	0.76	-	
Danu Wind Park Private Limited	308.62	43.62	265.00	69.34
ICOMM Tele Ltd	1.45	0.73	0.72	0.28
IL&FS Tamil Nadu Power Company Limited	237.27	94.07	143.20	143.20
Konaseema Gas Power Limited	16.71	1.82	14.89	14.89
KSK Mineral Resources Private Limited	41.11	37.28	3.83	-
Meenakshi Energy Private Limited	150.00	97.21	52.79	14.79
Asian Hotels West Limited	3.13	0.31	2.82	-
NSL Nagapatnam Power & Infratech Private Limited	125.00	125.00	-	-
Varam Bio-energy Pvt Ltd	4.29	4.29	-	-
Total	888.34	405.09	483.25	242.50





Credit Standing Snapshot



- 01 Company is having adequate liquidity in the form of HQLA, liquid assets and undrawn credit lines to meet any contingency and growth.
- 02 Relationship enhanced with existing bankers and establishing with new lenders, domestic as well as international.
- 03 Capital Adequacy at comfortable level with majority in form of Tier I capital.
- 04 Improvement in leverage position with simultaneously improvement in portfolio quality.
- 05 Majority of projects has been commissioned and hence nominal construction risk for projects.
- 06 Stress / NPA accounts are on declining trend and focus is on improving operational performance.
- 07 Company has shifted its pricing methodology from Reference Rate to Base Rate for higher yields in its business model.





Corporate Social Responsibility



HLFPPT- MHC (Awareness Session)



HLFPPT- MHC (OPD)



CIIF-CRM (Awareness Van)



CIIF-CRM (Machinery In the field)



FORCE- Rainwater Harvesting (Rain Water Harvesting Structure- B 10 Vasant Kunj)



FORCE- Rainwater Harvesting (D6 Santushti Apts. near Gate 2- Vasant Kunj)



CIIF-Community waste Management (Community meetings)



CIIF-Community waste Management (Wall Paintings)

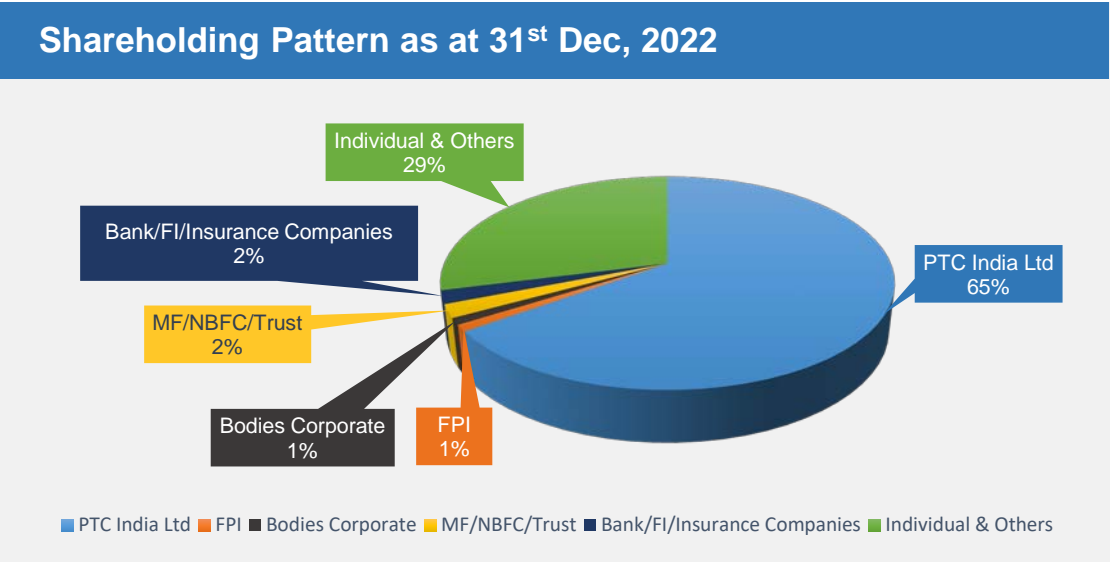
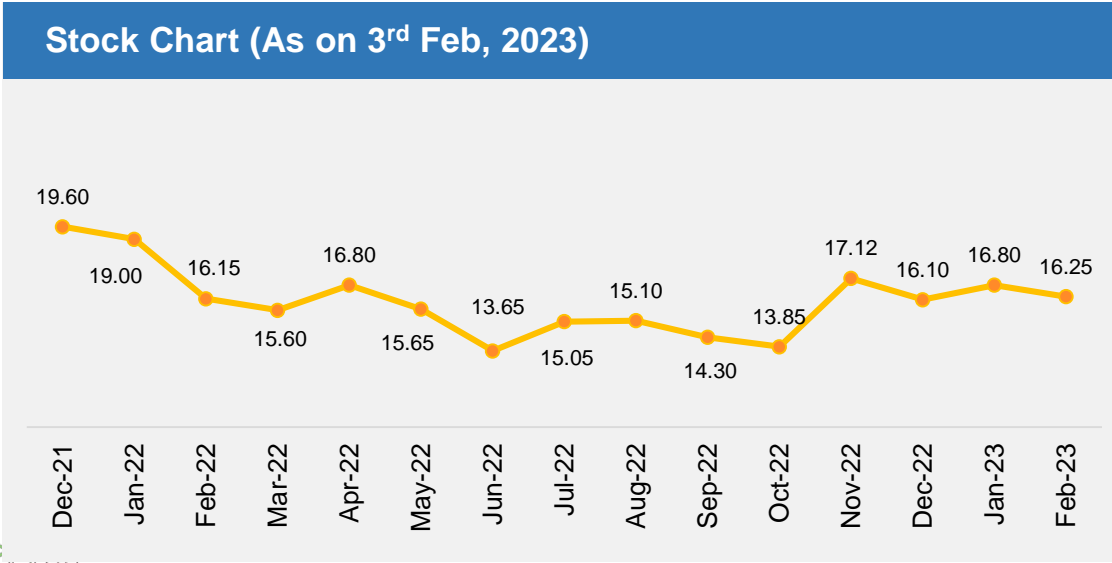




Shareholder Information

Stock Information (As on 3 rd Feb, 2023)		
₹	Market Cap	1,043 Cr
📈	Stock Price	16.25
↕	52 Week (High/Low)	20.60/12.40
📈	NSE/BSE Symbol	PFS/533344
📊	No of shares outstanding	64.22 Cr
📊	Average Daily Volume (3 months)	2,86,463

Top Shareholders (As on 31 st Dec,2022)	
PTC India Limited	64.99
Life Insurance Corporation of India	2.11
Quant Money Managers Ltd	1.54
Dimensional Holdings, Inc.	0.64



THANK YOU

Abhinav Goyal - Vice President

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Tel: +91 11 2673 7300 / 2673 7400

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7th Floor Telephone Exchange Building,
8 Bhikaji Cama Place, New Delhi - 110 066 INDIA

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ExchangeConnect (*Investor Relations*)

215, Shivshakati Industrial Estate, JR Boricha
Marg, Lower Parel (E) - Mumbai - 400 011

