

Tourism Finance Corporation of India Ltd.

helping tourism grow

Q3FY22 INVESTOR PRESENTATION



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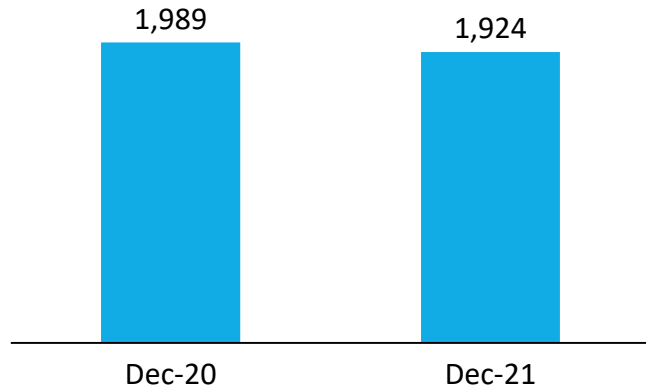
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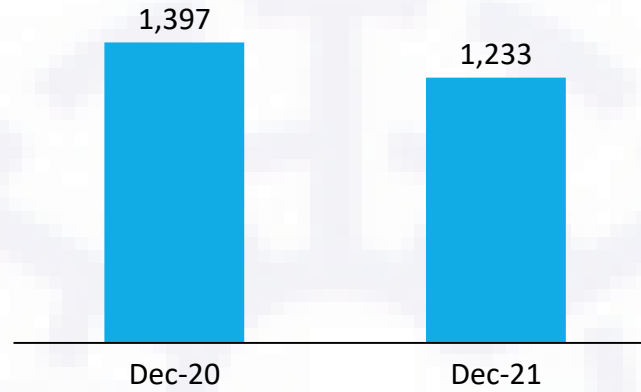
9MFY22 – Financial Highlights



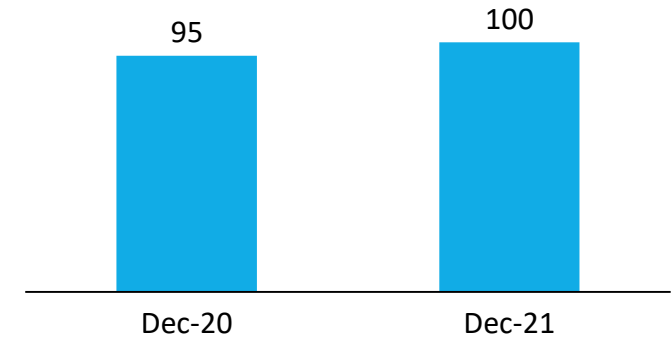
Gross Loan Book (Rs. In Crs)#



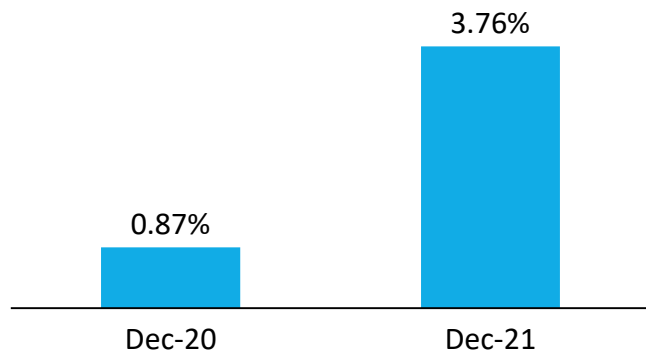
Borrowings (Rs. In Crs)



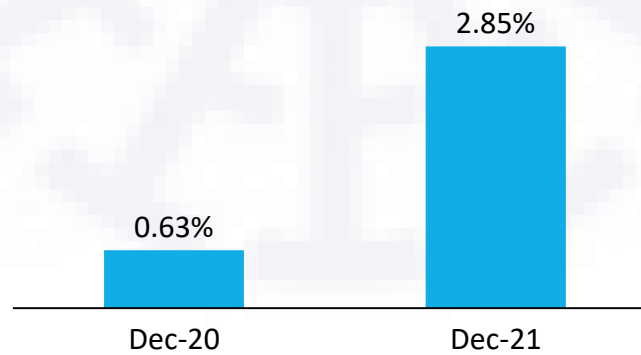
Book Value per Share (Rs.)



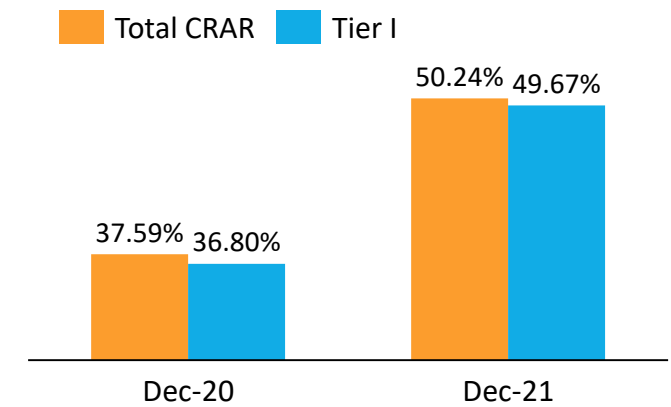
Gross NPL (%)



Net NPL (%)



Capital Adequacy Ratio (%)

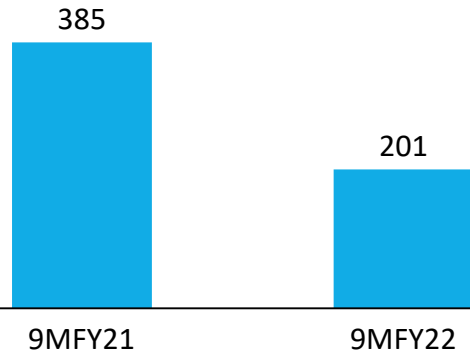


#86% of GLB constitutes of MSME Loans

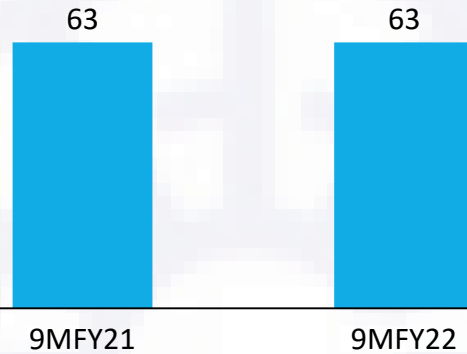
9MFY22 – Financial Highlights



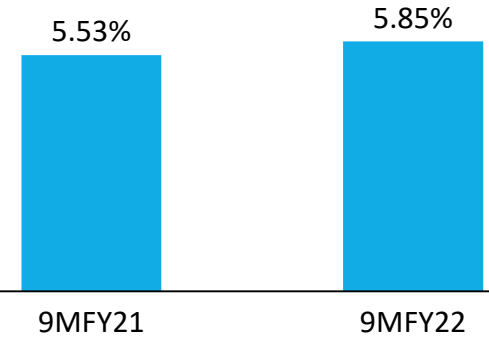
Disbursements (Rs. In Crs)



PAT (Rs. In Crs)

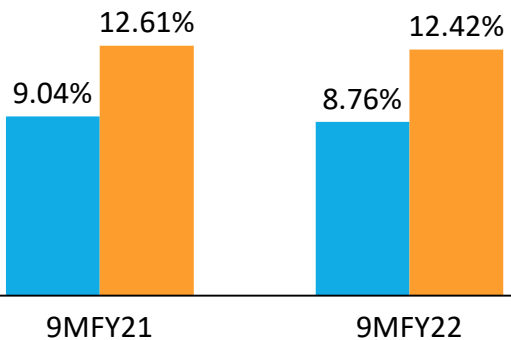


NIMs (%)

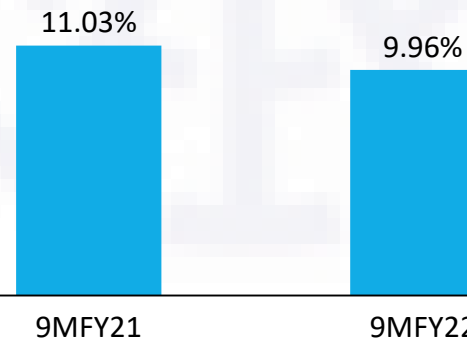


Cost of Borrowings & Return on Loans & Advances (%)

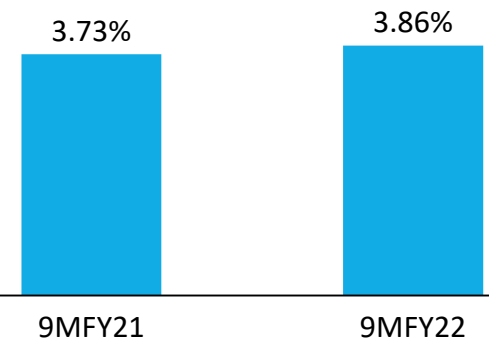
COB Return on Loans & Advances



ROE (%)



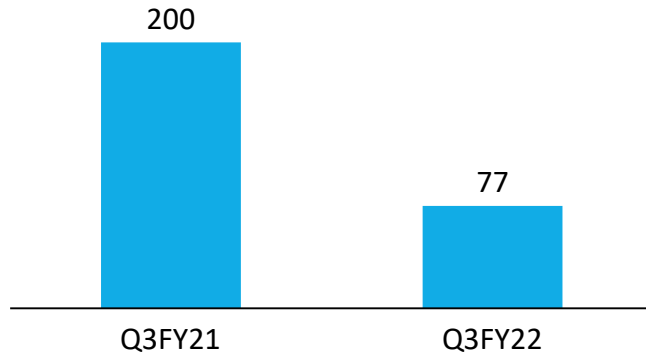
ROA (%)



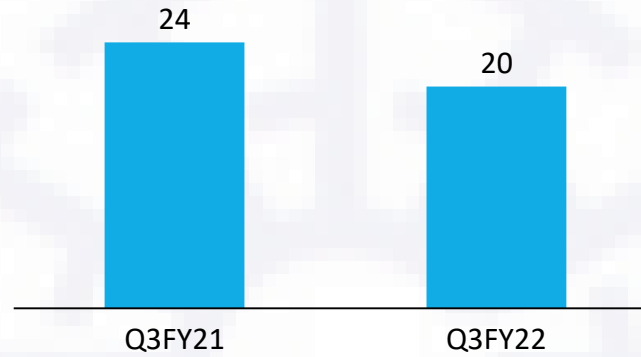
Q3FY22 – Financial Highlights



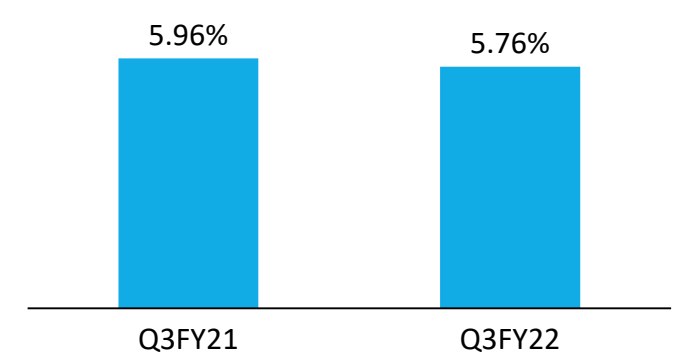
Disbursements (Rs. In Crs)



PAT (Rs. In Crs)

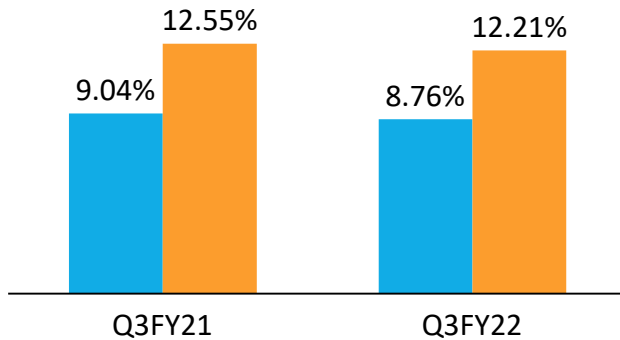


NIMs (%)

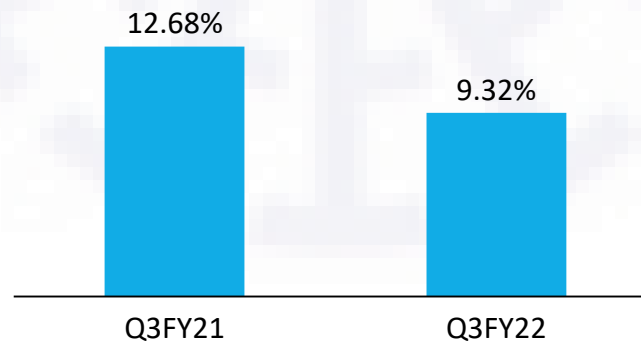


Cost of Borrowings & Return on Loans & Advances (%)

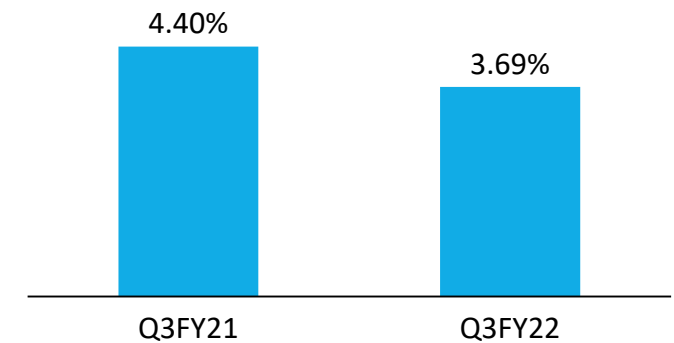
COB Return on Loans & Advances



ROE (%)



ROA (%)





Commenting on the results and performance, Mr. Anirban Chakraborty, Managing Director said:

“Since the outbreak of the COVID-19 pandemic, India's hospitality and tourism sector has been through a difficult ride. However, with the relaxation of lockdown restrictions, our borrowers have seen a resurgence in demand. Furthermore, the gradual recovery, together with falling Covid-19 caseloads, and increased immunisation coverage, have resulted in an increased consumer optimism. These reasons encouraged people to travel within the country, reviving domestic tourism and providing a much-needed boost to the hotel industry.

Furthermore, the extension of ECLGS through March 2023 has brought much-needed relief to the sector and will aid in mitigating the impact of the pandemic, since hospitality and allied services, particularly those provided in MSME segment are yet to return to pre-pandemic levels of activity.

Throughout the quarter, the Company took a careful and calibrated approach in disbursing loans to new customers, emphasising more on disbursing loans to existing customers with regular payback cycles and strong credit history. Our consolidated Assets Under Management (AUM) amounted to ~Rs. 1,924 crores with Gross NPL and Net NPL at 3.76% and 2.85% respectively.

The company continues to remain well capitalised with a CRAR of 50.24%. as on 31st December 2021. During the quarter, your company raised Rs. 65 Crore of equity share capital by way of preferential allotment of shares and also successfully concluded its maiden issuance of Market Linked Debentures of Rs. 40 Crore, aggregating to a total capital raise of Rs. 105 Crore from marquee investors.

Going forward, with better inoculation coverage coupled with faster recoveries, we anticipate stable credit demand and improved business recovery, allowing us to focus more on new disbursements and achieve our outlined growth.”

Profit & Loss Statement – Q3 & 9M FY22



Particulars (Rs. Crores)	Q3FY22	Q3FY21	9MFY22	9MFY21
Income				
Interest Income	60.47	64.37	188.28	190.86
Interest Expense	29.16	31.72	93.01	98.04
Net Interest Income	31.31	32.65	95.27	92.82
Other Income	1.39	6.72	5.22	8.12
Net Total Income	32.70	39.37	100.49	100.94
Expenditure				
Employee Expenses	3.77	4.90	11.33	12.51
Depreciation and Amortization expense	0.43	0.29	1.04	0.86
Other Expenses	1.87	2.34	5.79	5.12
Total Expenditure	6.07	7.53	18.16	18.49
Pre Provision operating profit	26.63	31.84	82.33	82.45
Provisions	1.00	2.68	3.00	4.68
Profit Before Tax	25.63	29.16	79.33	77.77
Tax	5.60	5.10	16.45	15.20
Profit After Tax	20.03	24.06	62.88	62.57
Other Comprehensive Income	2.52	-0.45	2.52	1.88
Total Comprehensive Income (PAT + OCI)	22.55	23.61	65.40	64.45

Balance Sheet



Particulars (Rs. Crores)	Dec-21	Dec-20
Assets		
Financial Assets	2,111.68	2,180.64
Cash & Cash Equivalents	20.58	8.18
Bank balance other than cash & cash equivalents	26.97	2.02
Receivables	0.12	0.61
Loans & Advances		
Gross Loans & Advances	1,923.87	1,988.51
Loan to Employees (Net)	0.17	2.11
Less: Unamortized upfront fee	2.96	3.24
Less: Impairment Loss and other allowances (ECL)	32.12	35.44
Net Loans & Advances	1,888.96	1,951.94
Investments	158.24	193.43
Other financial assets	16.81	24.46
Non - Financial Assets	43.56	43.55
Current Tax Assets (Net)	18.06	18.3
Deferred tax assets (Net)	7.17	7.05
Property Plant and Equipment	17.32	16.76
Other non-financial assets	1.01	1.44
Assets classified as held for sale	5.31	5.31
Total Assets	2,160.55	2,229.50

Particulars (Rs. Crores)	Dec-21	Dec-20
Liabilities		
Financial Liabilities	1,244.20	1,452.32
Trade Payable	0.00	0.06
Secured/Unsecured Debentures	628.71	789.68
Bank Borrowings	599.19	603.27
Other financial Liabilities	16.30	59.31
Non - Financial Liabilities	2.24	3.56
Provisions	1.63	2.44
Other non-financial liabilities	0.61	1.12
Equity	914.11	773.62
Equity Share Capital	90.37	80.72
Reserves & Surplus	823.74	692.90
Total Liabilities	2,160.55	2,229.50

Credit Rating Reaffirmed



Rating Agency	Rating Amount (Rs. In Crs)		Rating Action
	Long Term Bonds	Bank Borrowings	
CARE	A Outlook: Negative (631.50)	-	Revised to A+ Negative (September 2021)
ACUITE	AA- Outlook: Negative (NCD - 159.74) (MLD - 75.00)	AA- Outlook: Negative (200.00)	Reaffirmed (November 2021)
Brickwork	A+ Outlook: Negative (791.24)	A+ Outlook: Negative (1,150.00)	Reaffirmed (June 2021)

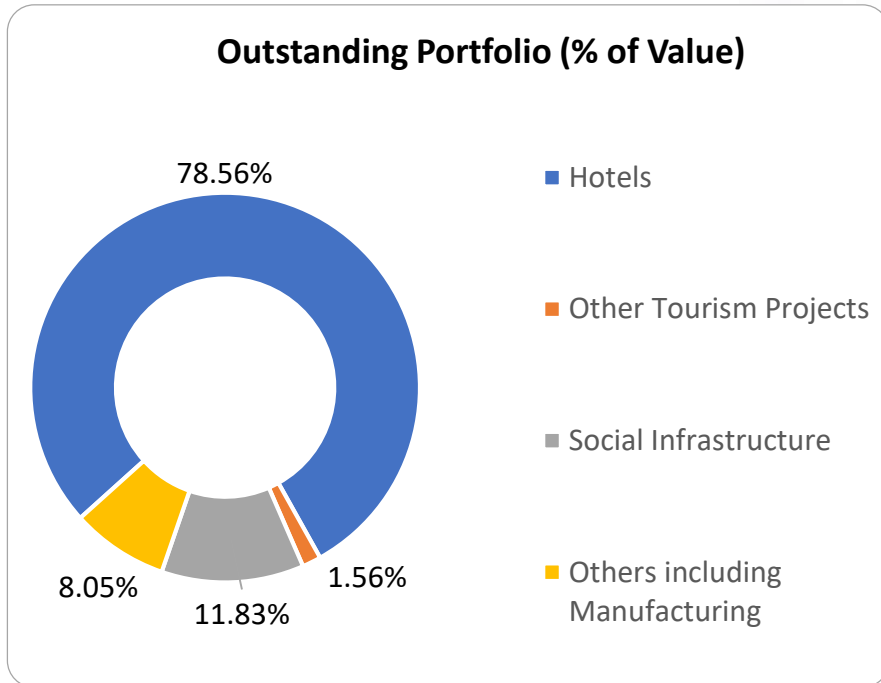


PAN India
presence with
Track Record of over
30 Years

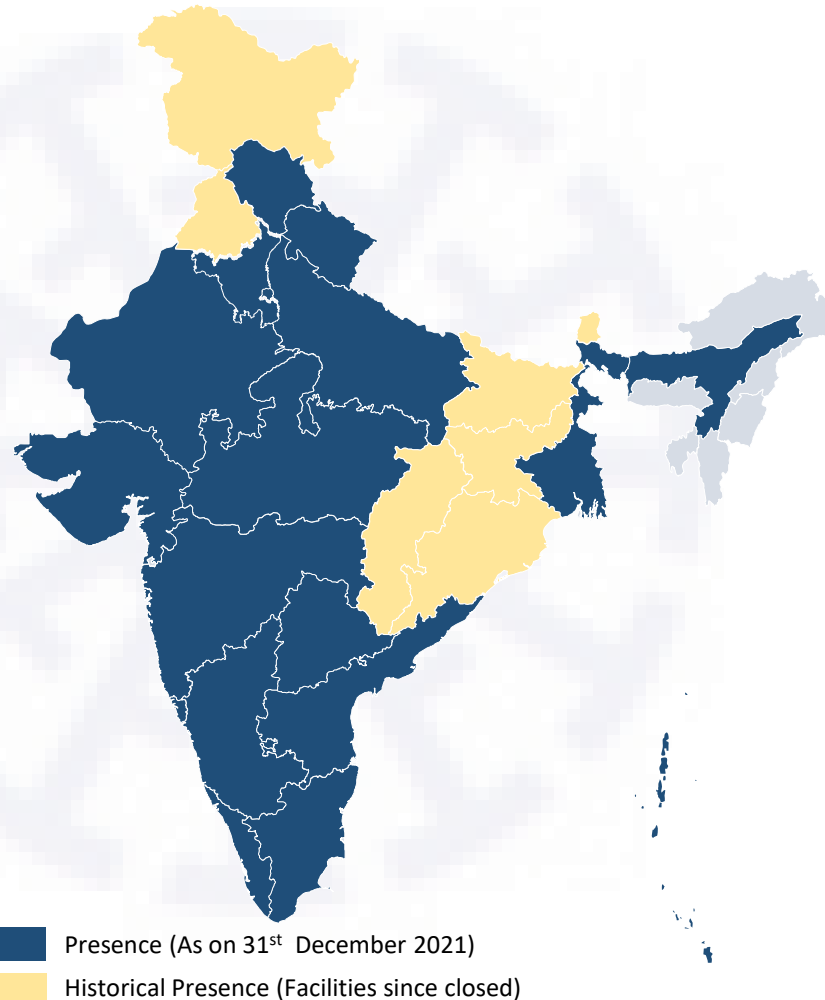
Multiple Project sanctions



Particulars	Projects	Rs. Crores
Cumulative Sanctioned	915	12,534
Cumulative Disbursement	554	8,023
Cumulative Closed	481	5,991
Cumulative Write-offs	12	108
Outstanding Projects as on date	61	1,924



PAN India Presence



State/Cities	# Projects
Maharashtra	6
Uttar Pradesh	10
Gujarat	5
Delhi	3
Madhya Pradesh	9
Haryana	4
Rajasthan	6
Tamil Nadu	2
Karnataka	4
Andhra Pradesh	2
Telangana	1
Kerala	1
Himachal Pradesh	1
Andaman & Nicobar	1
Assam	1
Goa	2
West Bengal	1
UT of Chandigarh	1
Uttarakhand	1
Total	61

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



Track record of
Consistent
Performance

Financial Performance Summary



Rs. Crores	2016-17	2017-18	2018-19	2019-20	2020-21	Dec-21
	(Audited)	(Audited)	(Audited)	(Audited)	(Audited)	(Unaudited)
Disbursements	487.37	692.98	490.42	483.35	457.27	201.35
Profit before tax	97.02	106.98	113.64	97.45	99.86	79.33
Profit after tax	70.43	77.48	86.25	81.02	80.75	62.88
Equity share capital	80.71	80.71	80.71	80.71	80.71	90.37
Reserves and surplus	532.13	587.35	656.20	672.81	710.91	823.74
Tangible Net worth	612.85	668.07	729.68	746.47	784.44	906.57
Earnings per share(Rs.)	8.73	9.33	10.69	10.04	10.00	7.52
Book Value(Rs.)	75.92	82.77	90.40	92.48	97.18	100.32
Debt: Equity Ratio	1.91:1	1.61:1	1.78:1	1.88:1	1.74:1	1.35:1
CRAR(%)	39.03	39.90	39.01	37.54	39.87	50.24
Gross NPLs	81.12	33.3	87.14	44.82	69.48	72.38
Gross NPLs(%)	5.72	2.15	5.14	2.50	3.51	3.76
Net NPLs	43.02	1.22	47.62	28.90	56.13	54.77
Net NPLs(%)	3.03	0.08	2.81	1.61	2.84	2.85
Net Interest Income	82.63	80.49	107.25	119.51	117.50	95.27
Loan Book	1,419.26	1,550.16	1,693.82	1,793.54	1,976.64	1,923.87
Return on Loans & Advances(%)	12.31	12.18	11.81	12.73	12.34	12.42
Cost of Borrowings(%)	9.23	8.96	9.15	9.24	9.05	8.76
NIM(%)	6.87	5.37	5.21	5.51	5.31	5.85



Eminent Board
&
Experienced
Management Team



Eminent Board of Directors



Anirban Chakraborty

Managing Director & CEO



S. Ravi

Independent Director
Chairman of the Board



**Koppara Sajeeve
Thomas**

Director



Bapi Munshi

Independent Director



S C Sekhar

Independent Director



Thankom T Mathew

Independent Director



**Ravinder Kumar
Sood**

Director

Key Managerial Personnel...



Mr. Anirban Chakraborty
Managing Director & CEO

Age: 50 Years

Prior Engagement: Deputy CEO of Axis Capital

Education & Qualifications: Mr. Chakraborty is a B.Tech, CEngg, FIE (Fellow of Institution of Engineers) and has done his Post Graduate in Financial Management from University of Mumbai.

Experience: Headed various divisions in Axis Bank from 2003 to 2015, ranging from SME, Corporate debt & capital markets, Relationship Management group, and Structured Finance

He was also associated with IFCI from 1999 to 2003, where he advised corporates across sectors on assignments spanning different product offerings of financial advisory, project appraisal, due diligence, capital restructuring, loan syndication, credit monitoring

He was in Voltas in 1993 where he worked in diverse areas ranging from Business Development, assessing techno feasibility of projects, project implementation

Expertise: Advisory led Investment banking, which comprised advisory practices such as private equity placement, Mergers & Acquisitions and Debt Capital market

Instrumental in building best practices in the domain of sourcing, distribution, risk, underwriting, analytics, technology & human capital....



Mr. Anoop Bali, Executive Director & CFO

- Has 30+ years in the areas of Project Finance, Project Development, Project Monitoring, NPA Management, Risk Management, Accounts & Finance, Treasury, Corporate Advisory, etc.
- Has developed expertise in development and financial structuring of tourism related projects
- Chairman of 'Investment Committee of India Enterprise Development Fund' of IFCI Venture Capital Funds Limited and a nominee director on board of several leading hotel companies
- Holds Master's Degree in Business Administration from University of Jammu



Mrs. Charu Singh, President

- 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 (ICWAI). She is also an associate of Institute of Bankers (CAIIB)

Thank You



Tourism Finance Corporation of India Ltd.

helping tourism grow

Mr. Anoop Bali

E: ir@tfcilttd.com

Website : www.tfcilttd.com

SGA Strategic Growth Advisors

Mr. Abhishek Shah / Ms. Krunali Shah

E: abhishek.shah@sgapl.net / krunali.shah@sgapl.net

T: +91 9930651660 / +91 9820987564

www.sgapl.net



Address: TFCI Limited

4th Floor, Tower-1
NBCC Plaza, Pushp Vihar
Sector 5, Saket,
New Delhi 110017
India