

**Date:** 30<sup>th</sup> May 2022

Manager, Listing Department, BSE Limited Phiroze Jeejeebhoy Tower, Dalal Street, Mumbai 400 001 Scrip Code - 533344	Manager Listing Department National Stock Exchange of India Limited Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (East), Mumbai 51 Scrip Code - PFS
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Dear Sir,

**Sub: Investor Presentation cum clarification cum corrigendum – Information for Quarter & 9 months ended 31<sup>st</sup> December, 2021 under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Please find attached herewith our investor presentation for **Quarter & 9 months ended 31<sup>st</sup> December, 2021**.

We further refer to our Press Release dated 28 May 2022 in which there is a typo error on Page no. 2 (Key Performance Variables). We request to read Sanctions as Rs. 1,419 crore for Q3FY2 (instead of Rs.1,719 crore). There is no other change in the Press Release.

An investor presentation is enclosed herewith.

You are requested to kindly take the above on record.

For PTC India Financial Services Limited

Sd/-  
(Authorised Signatory)



# WE BRING

Lifeline to

Clean | Sustainable | Infrastructure

Q3 FY22 Investor Presentation



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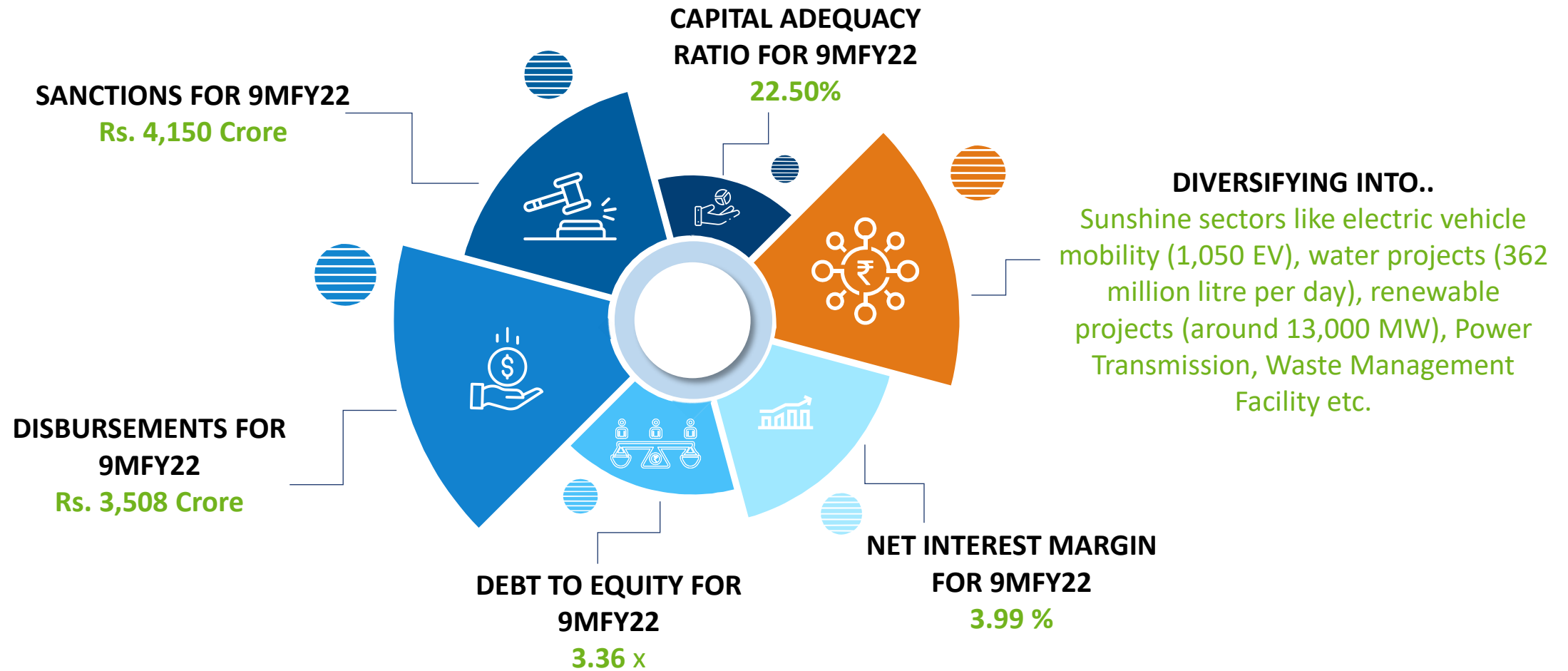
**Shareholder Information**

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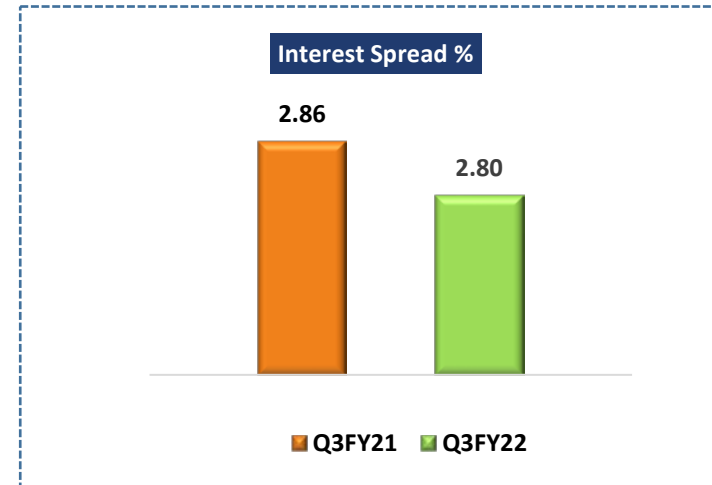
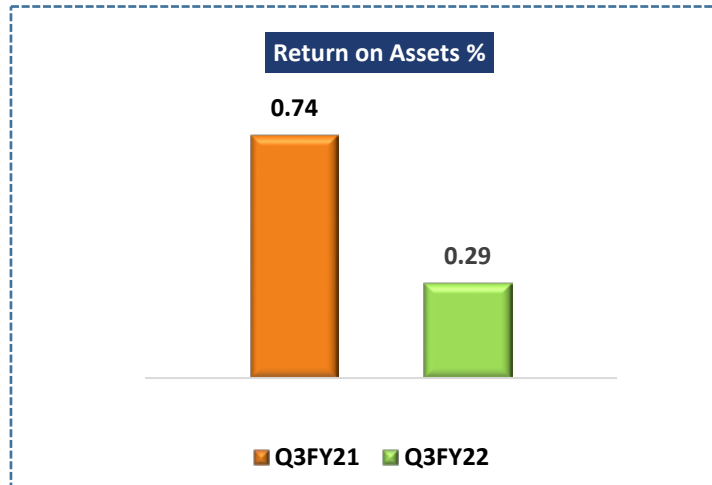
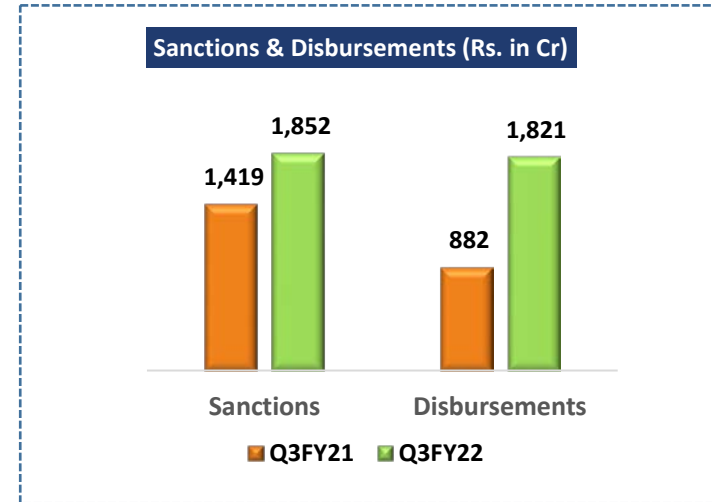
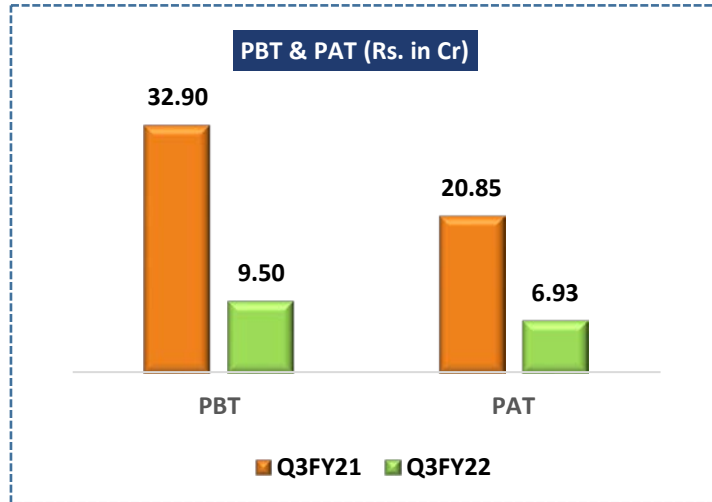


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Facilities	CRISIL	ICRA	CARE
NCD / Bonds	CRISIL A+ / Watch Developing implication	ICRA A+ / Watch with Negative implication	CARE A+ /Stable
Long Term Loan	CRISIL A+ / Watch Developing implication	ICRA A+ / Watch with Negative implication	CARE A+ /Stable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



- PFS has provided financial assistance for renewable projects of around 13,000 MW with carbon abatement of 25 million tonnes per annum and a total of 125 million tonnes of CO2 considering average project life of 5 years.
- PFS provided financial assistance to sunshine sectors like electric vehicle mobility (1,050 EV), water projects (362 million litre per day) etc.

**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.

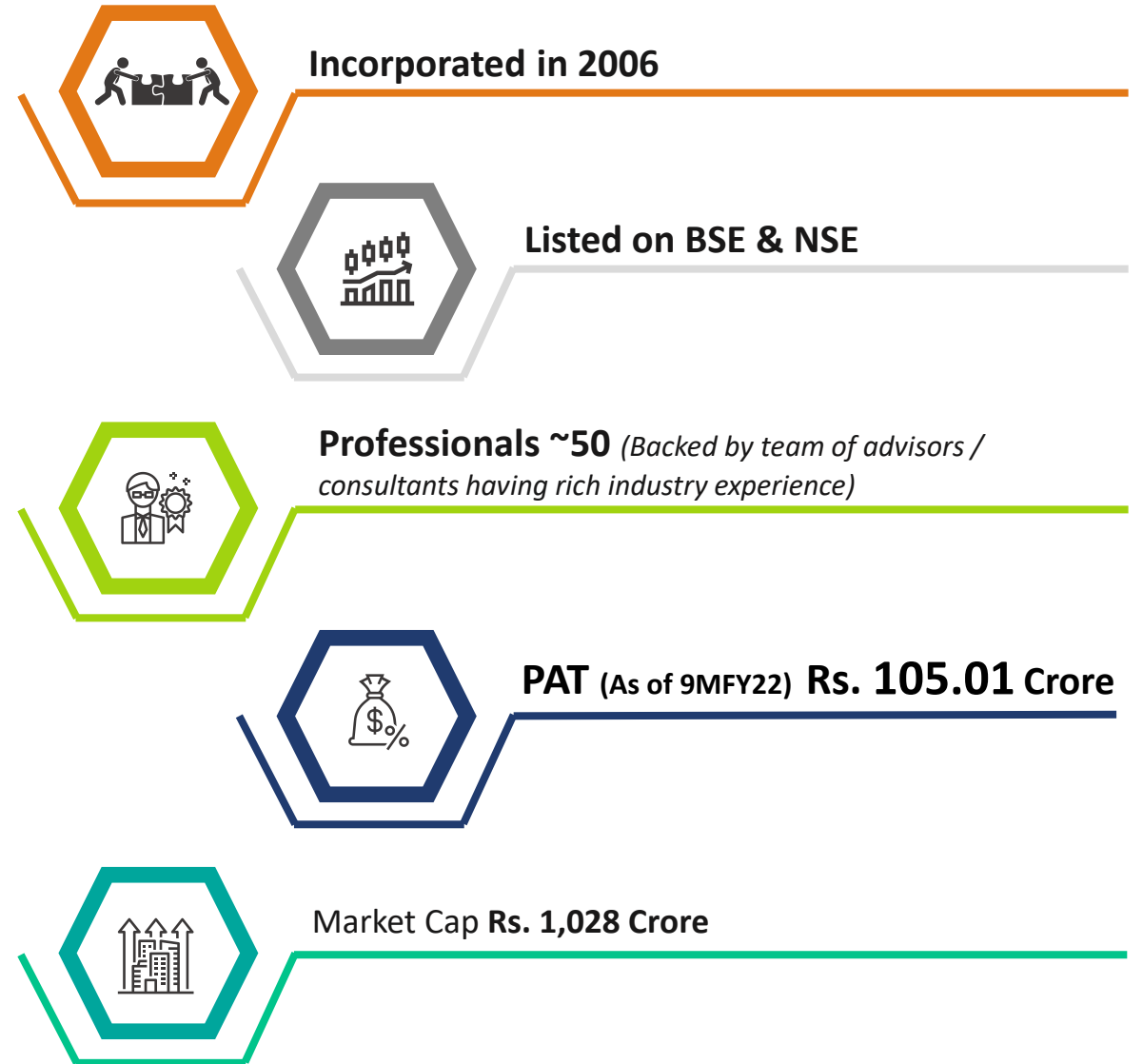


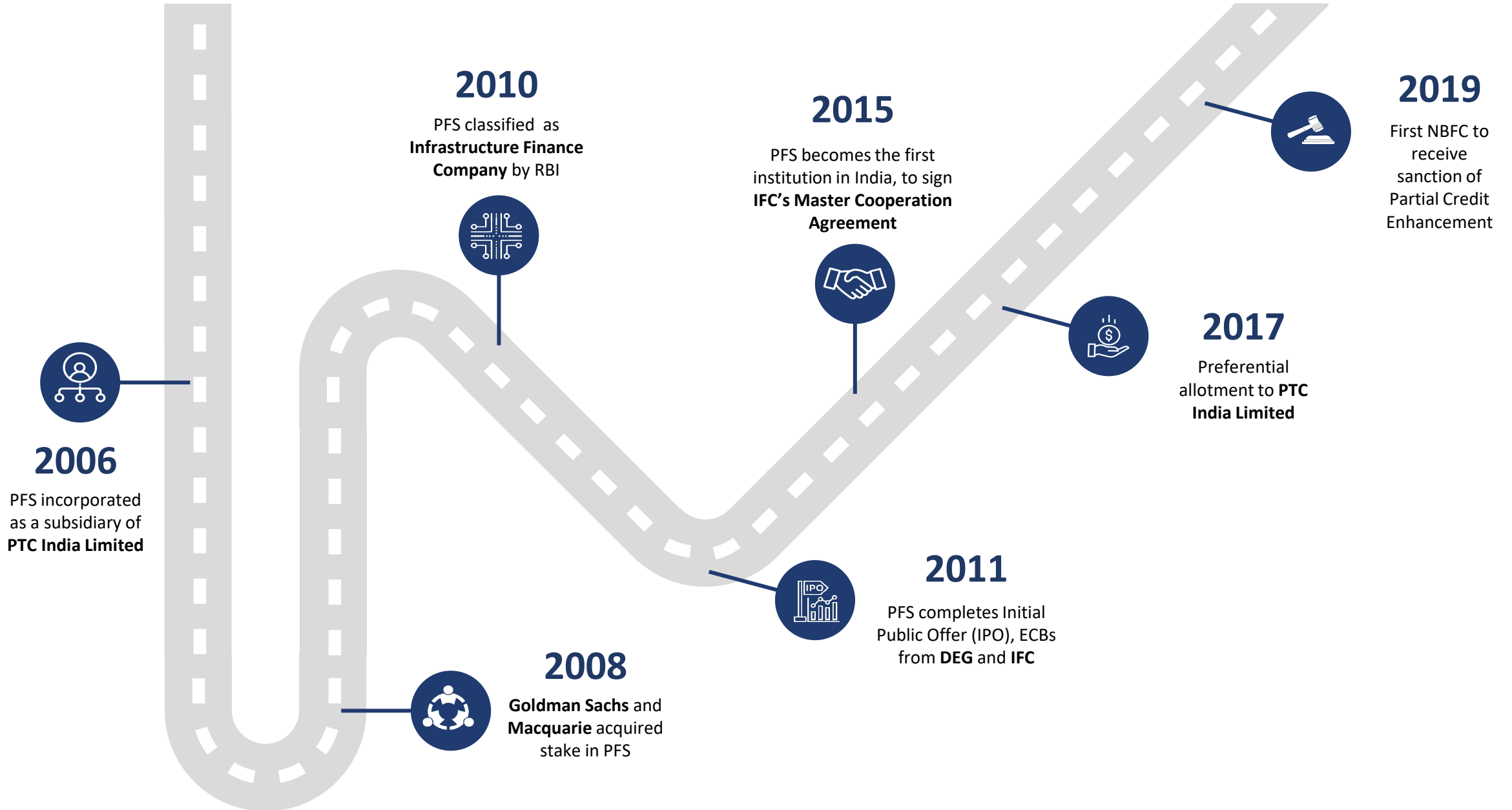
## Vision

“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.”





WE EXTEND OUR SUPPORT TO FINANCE ENVIRONMENT-FRIENDLY PROJECTS WHICH CONTRIBUTE TOWARDS



STRONGER



GREENER



SUSTAINABLE



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.



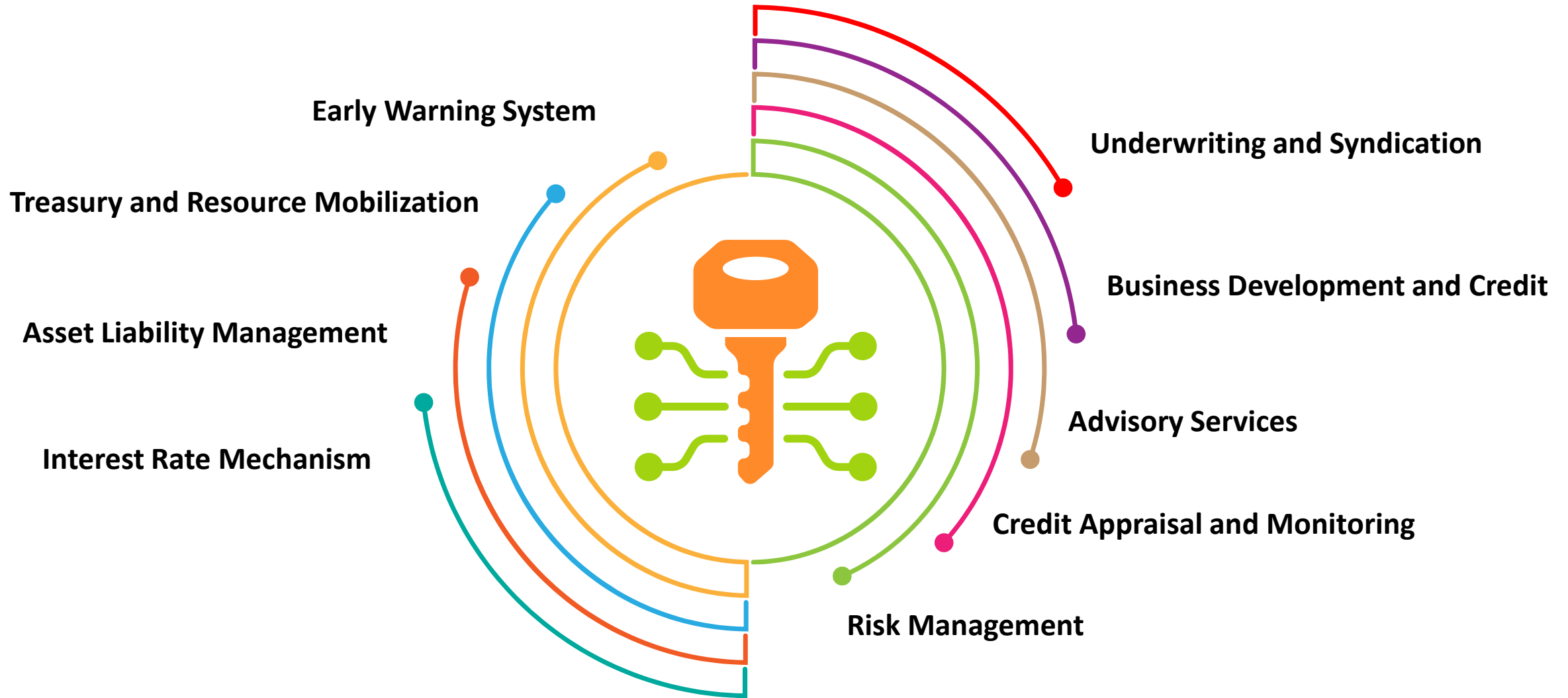
### Fee Based Services

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.





A range of tailor-made services according to the needs of the customer



A seamless and efficient network of system framework and processes



Timely execution of projects



Adequate liquidity and focus on cash flow generation




Extensive planning and monitoring to avoid project lapses




# 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




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




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



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



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



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





**Financing a number of green infrastructure projects to support growth**



**Adopting a customer-centric approach**



**Implementation of integrated framework systems and processes with technical capabilities**



**Enhancing financial performance parameters**



**Strategize and adopt alternative sources of funding**



**Leveraging existing relationships with domestic and global agencies**



## 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.



*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 13,000 MW with carbon abatement of 25 million tonnes per annum. Our operational performance have improved significantly as we are in a very comfortable position to gear up our growth and expansion plans.*

# OUR MARQUEE CLIENTS



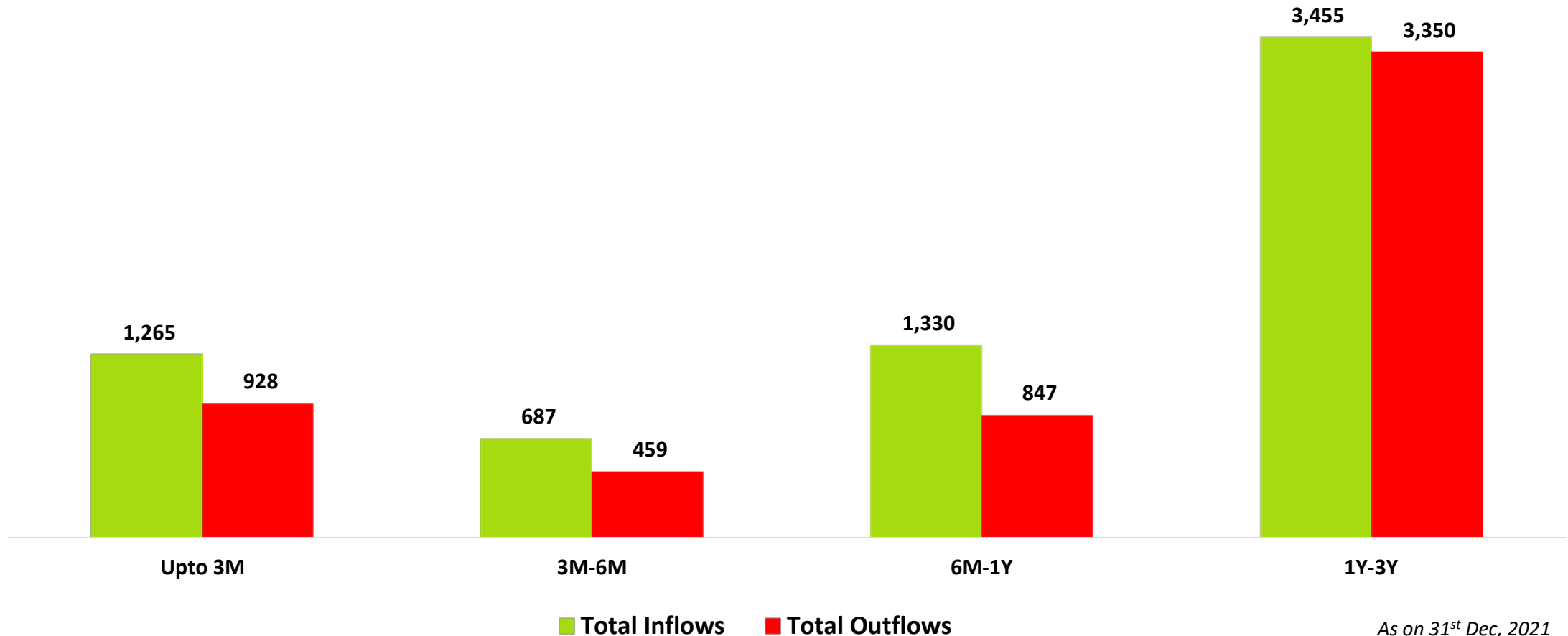


# OUR MARQUEE CLIENTS

Established relationship with Leading Development Financial Institutions (DFIs) and Banks in form of treasury of around Rs. 10,000 crore (around \$ 140 million)



- As on 27<sup>th</sup> May 2022, Undrawn credit lines of more than Rs. 1,800 Crore are available (Long Term of Rs. 610 crore and Short Term Rs. 1,200 crore)
- HQLA of Rs. 644 Crore in form of liquid assets to meet any contingencies





# FINANCIALS

# KEY BALANCE SHEET INDICATORS

Qtr ended 31 <sup>st</sup> December, 2021	Qtr ended 30 <sup>th</sup> September, 2021	Qtr ended 31 <sup>st</sup> December, 2020	Particulars	9 Months Ended 31 <sup>st</sup> December, 2021	9 Months Ended 31 <sup>st</sup> December, 2020
1,852	541	1,419	Loan Sanctioned (Rs. Crs)	4,150	1,769
1,821	433	882	Loan Disbursed (Rs. Crs)	3,508	1,316
9,836	9,632	10,972	Outstanding Credit (Rs. Crs)	9,836	10,972
36	343	351	Non fund based (Rs. Crs)	36	351
22.50	26.06	23.33	Capital Adequacy Ratio (%)	22.50	23.33

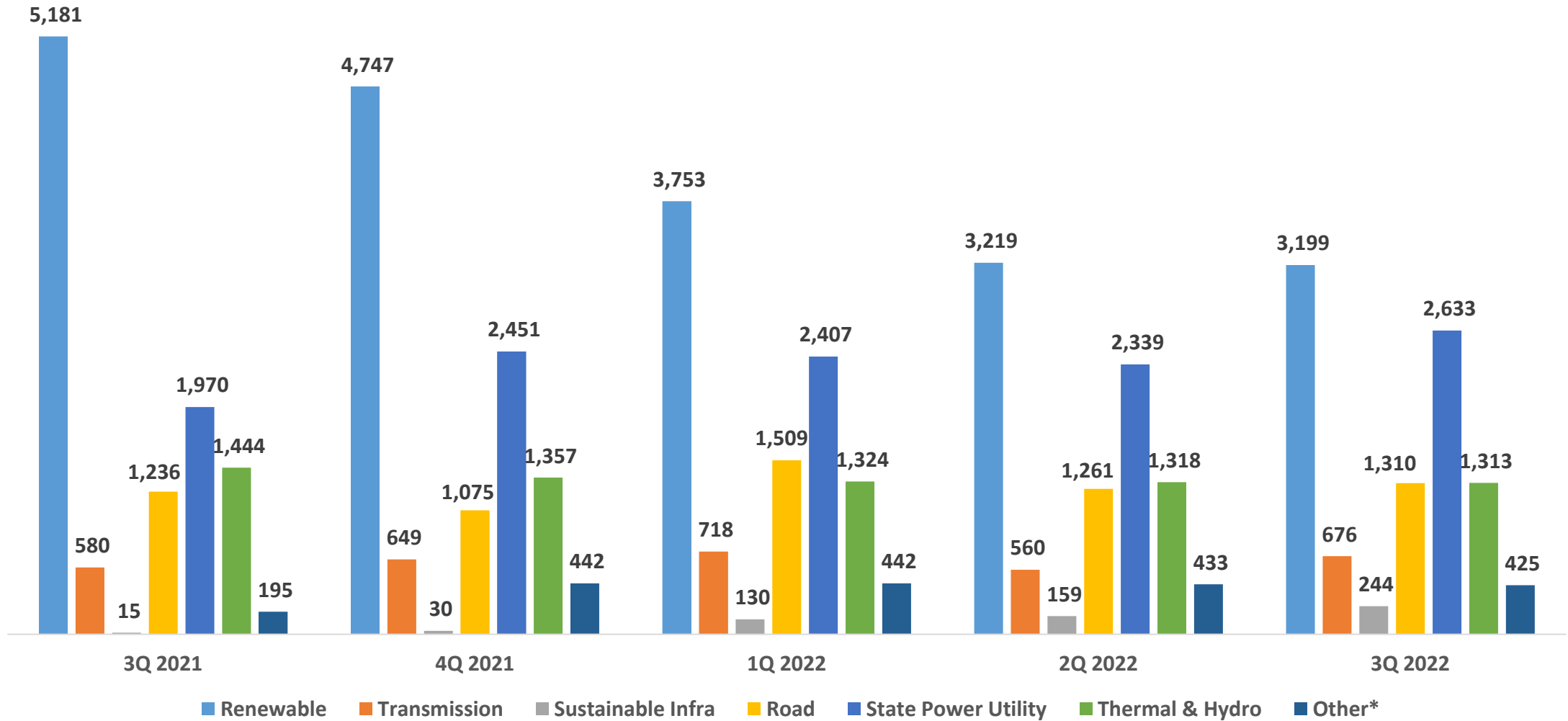
# KEY OPERATIONAL INDICATORS

Qtr ended 31 <sup>st</sup> December, 2021	Qtr ended 30 <sup>th</sup> September, 2021	Qtr ended 31 <sup>st</sup> December, 2020	Particulars	9 Months Ended 31 <sup>st</sup> December, 2021	9 Months Ended 31 <sup>st</sup> December, 2020
88.56	89.60	76.23	Net Interest Income (Rs. Crs)	257.47	256.44
10.34	10.57	11.25	Yield on Earning Loan (%)	10.62	11.33
7.54	7.58	8.39	Cost of borrowed funds (%)	7.60	8.56
2.80	2.99	2.86	Interest Spread (%)	3.02	2.77
4.02	4.14	3.84	Net Interest Margin (%)	3.99	3.53
0.11	0.82	0.32	Earnings Per Share (Rs.)	1.63	1.23
11.23	12.16	13.54	Cost to Income Ratio (%)	11.22	11.48
3.36	3.21	4.09	Debt Equity Ratio (%)	3.36	4.09
1.24	9.52	3.85	Return on Networth (%)	6.41	4.94
0.29	2.20	0.74	Return on Assets (%)	1.31	0.94

# RESULTS OVERVIEW

Qtr ended 31 <sup>st</sup> December, 2021	Qtr ended 30 <sup>th</sup> September, 2021	Qtr ended 31 <sup>st</sup> December, 2020	Particulars (Rs. In Crore)	9 Months Ended 31 <sup>st</sup> December, 2021	9 Months Ended 31 <sup>st</sup> December, 2020
224.39	232.85	260.30	Interest Income	702.44	842.57
<b>241.09</b>	<b>242.34</b>	<b>269.39</b>	<b>Total Income</b>	<b>737.38</b>	<b>864.91</b>
135.83	143.55	184.07	Interest and financial charges	444.97	586.13
83.61	17.03	40.91	Provision and contingencies	118.94	122.55
12.16	11.80	11.51	Other operating expenses	33.08	32.26
<b>231.60</b>	<b>172.37</b>	<b>236.49</b>	<b>Total expenses</b>	<b>596.99</b>	<b>740.95</b>
<b>9.49</b>	<b>69.96</b>	<b>32.90</b>	<b>Profit before tax</b>	<b>140.39</b>	<b>123.96</b>
2.56	17.49	12.05	Tax expense (including deferred tax)	35.38	44.69
<b>6.93</b>	<b>52.47</b>	<b>20.85</b>	<b>Profit after tax</b>	<b>105.01</b>	<b>79.27</b>

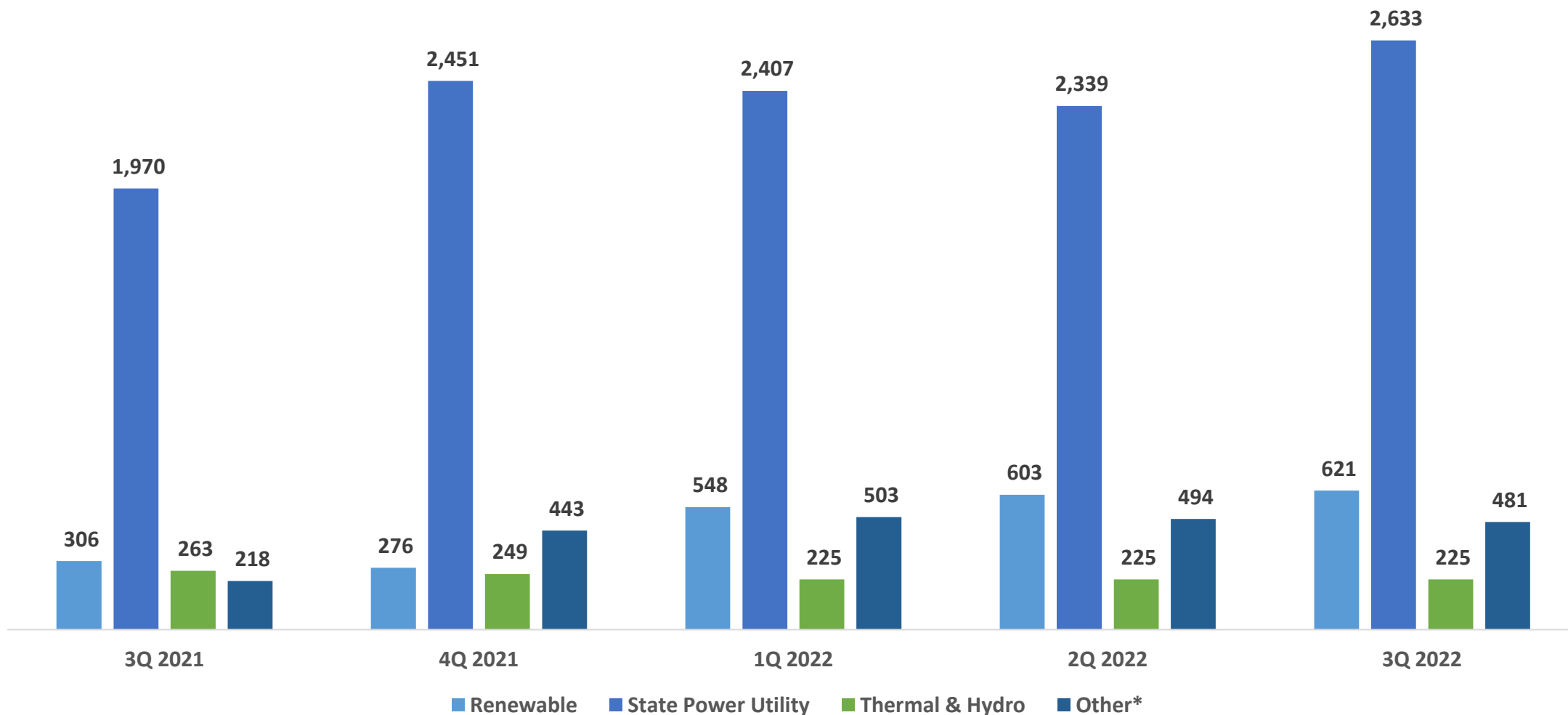
# OPERATION PERFORMANCE – SECTOR WISE OUTSTANDING



<b>Total</b>	<b>10,621</b>	<b>10,752</b>	<b>10,283</b>	<b>9,290</b>	<b>9,800</b>
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\* Other Sector - Port, Road, Manufacturing

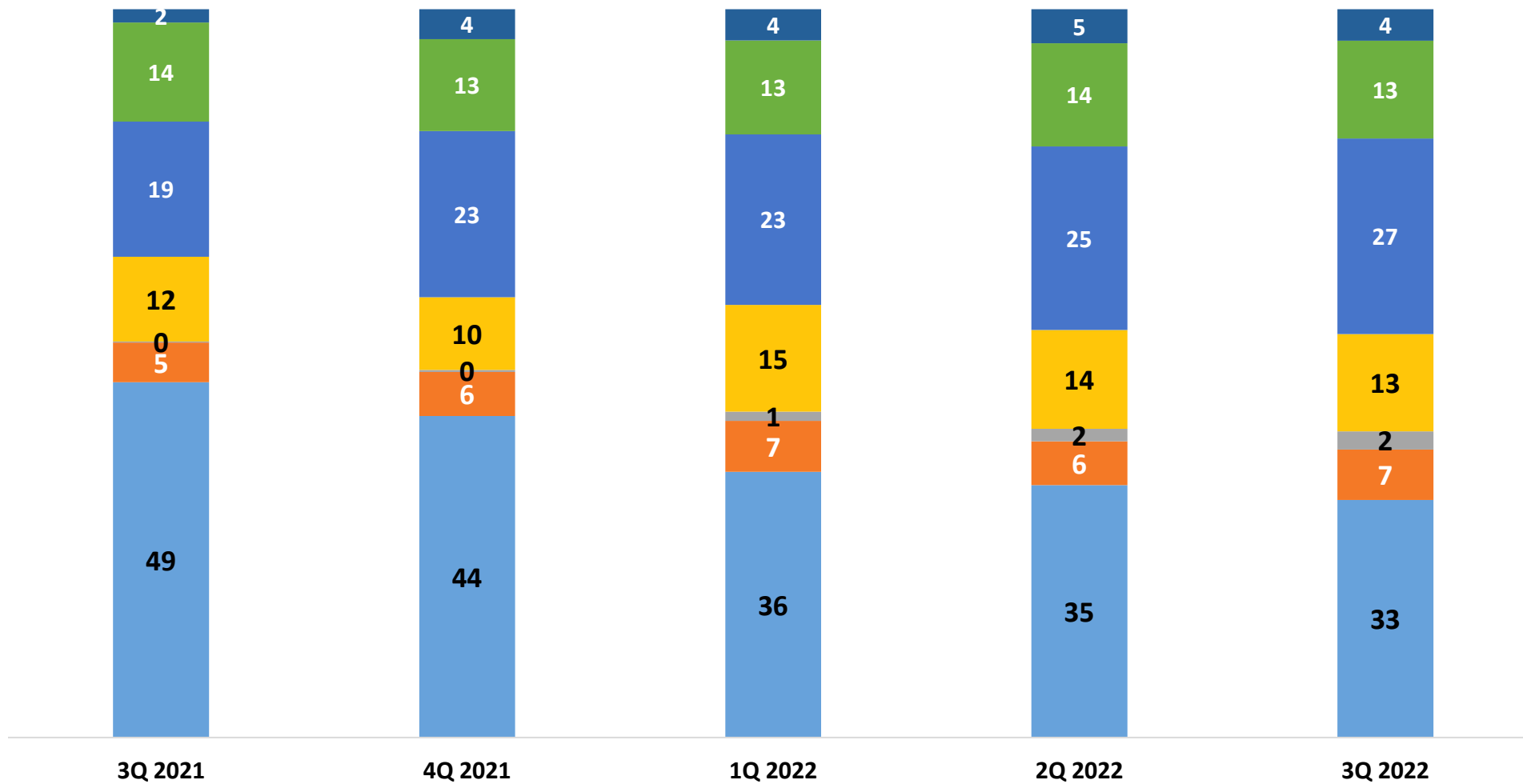
# OPERATION PERFORMANCE – CORPORATE LOAN UNDER RESPECTIVE SECTOR



\* Other Sector - Port, Road, Manufacturing



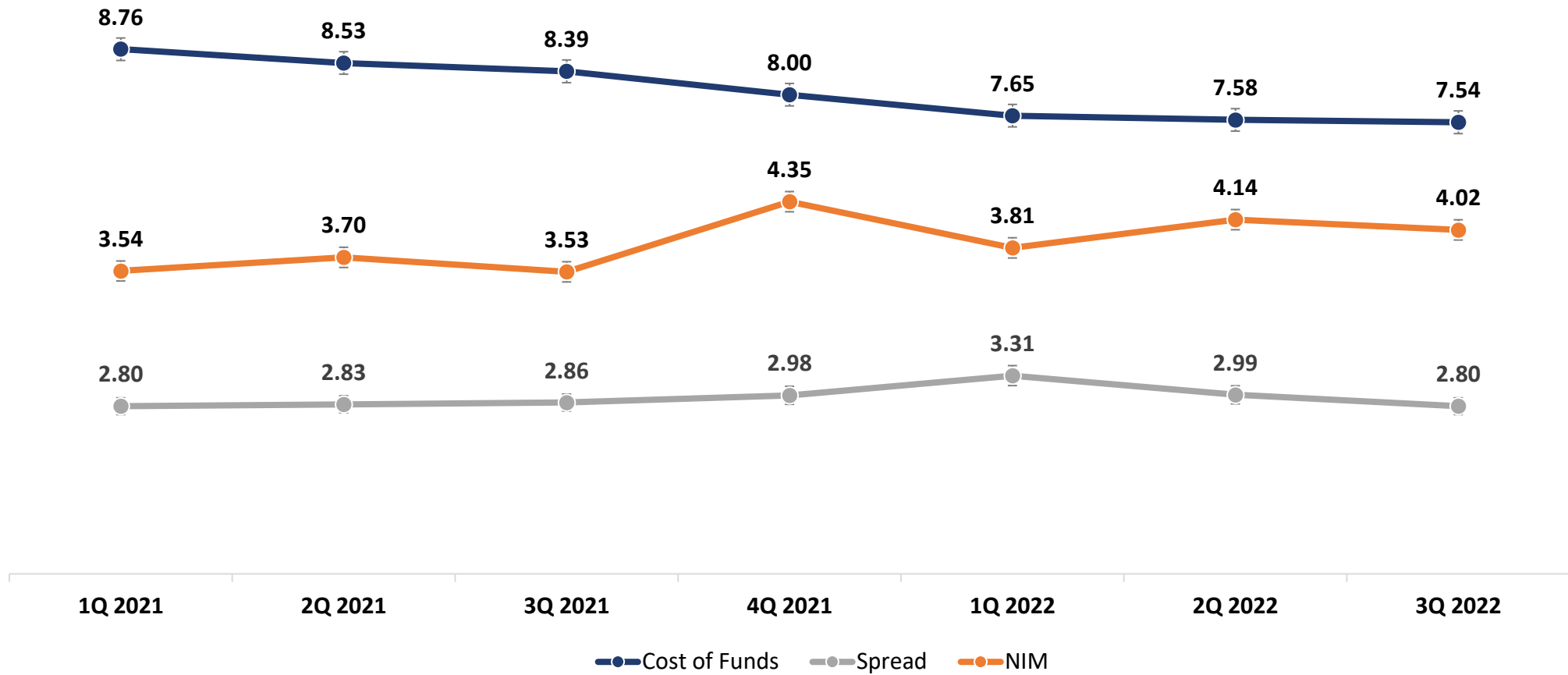
# PORTFOLIO SHIFT – SECTOR WISE CREDIT PORTFOLIO %



■ Renewable  
 ■ Transmission  
 ■ Sustainable Infra  
 ■ Road  
 ■ State Power Utility  
 ■ Thermal & Hydro  
 ■ Other\*

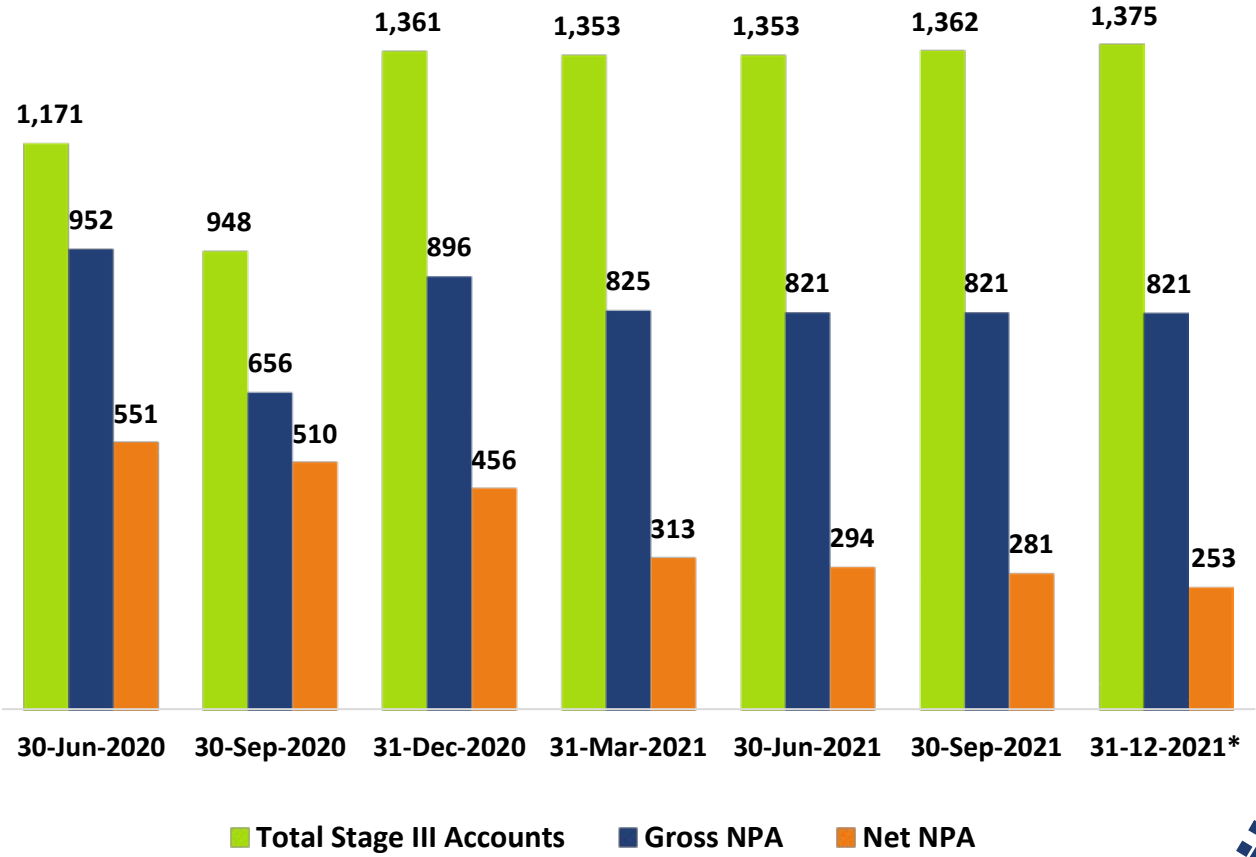
\* Other Sector - Port, Road, Manufacturing

# NIMS / SPREAD DRIVEN BY CONSISTENT IMPROVEMENT ON OPERATIONAL PARAMETERS ON EARNING BOOK PORTFOLIO



Loan Account (Rs. crore)	Gross Loan	Provision	Net Exposure	Impairment Reserve in addition to Provisions
Athena Chhattisgarh Power Limited	189.51	170.98	18.53	8.91
Danu Wind Park Private Limited	325.45	28.40	297.05	71.97
ICOMM Tele Ltd	2.65	0.03	2.62	1.68
IL&FS Tamil Nadu Power Company Limited	228.54	91.70	136.84	136.84
Konaseema Gas Power Limited	100.00	83.42	16.58	16.58
KSK Mineral Resources Private Limited	42.66	21.66	21.00	-
Meenakshi Energy Private Limited	150.00	87.27	62.73	17.77
NRSS XXXVI Transmission Limited	206.92	74.48	132.44	24.83
NSL Nagapatnam Power & Infratech Private Limited	125.00	125.00	-	-
Varam Bio-energy Pvt Ltd	4.29	4.29	-	-
<b>Total</b>	<b>1,375.01</b>	<b>687.22</b>	<b>687.79</b>	<b>278.58</b>

# CREDIT STANDING SNAPSHOT



\*Accounts of Rs. 331.92 crore are at advanced stage of resolution

- 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.



Community Waste Management project site in Abul Fazal, Okhla. The initiative will build a strong community managed waste management model, and provide support to the existing system operated by the municipal corporation. The project complements the existing system.



Water ATM project in underprivileged localities in Delhi. Pure/potable water can be taken at highly subsidised rates.



Ongoing project of Crop Residue Management in Ludhiana & Patiala. A Happy Seeder in action.



Check dams being constructed in Alwar district to catch and channelize rain water. Another sustainable initiative is to channelize and save water through a project of "Water conservation through installation of rainwater harvesting structures in the form of check dams and gabion structures" in Alwar, Rajasthan. PFS has funded four check dams and two gabion structures to improve ground water situation in the area.



As part of PFS CSR initiatives, it has funded 25 sustainable Rain Water Harvesting structures in public/RWA parks and 25 Rain Gardens in Delhi NCR.

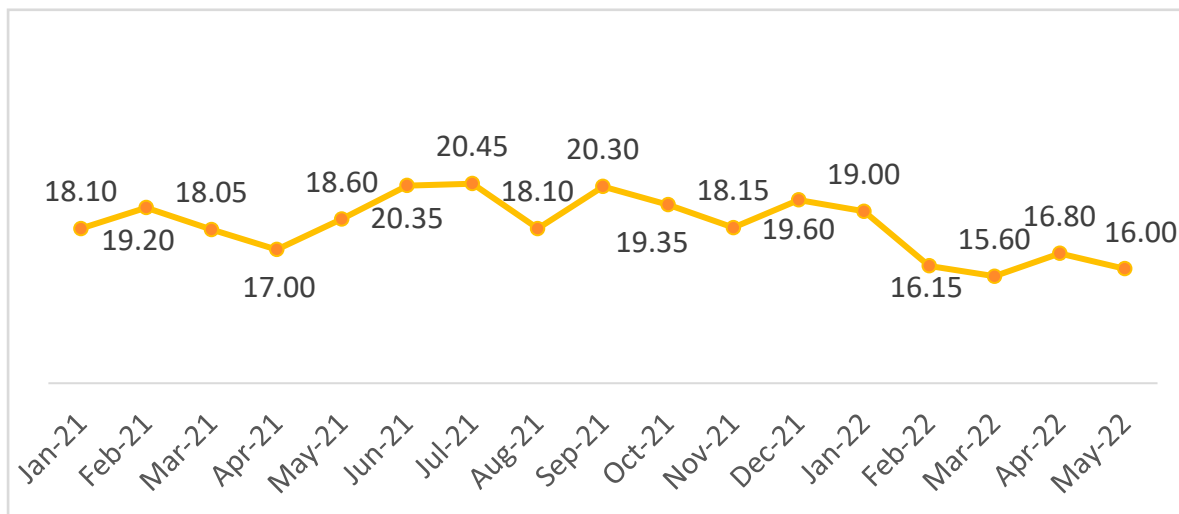


Ongoing Mobile Health Clinic project in Delhi NCR

Stock Information (As on 27 <sup>th</sup> May, 2022)		
	Market Cap	1,028 Cr
	Stock Price	16.00
	52 Week (High/Low)	25.95/14.00
	NSE/BSE Symbol	PFS/533344
	No of shares outstanding	64.22 Cr
	Average Daily Volume (3 months)	19,52,783

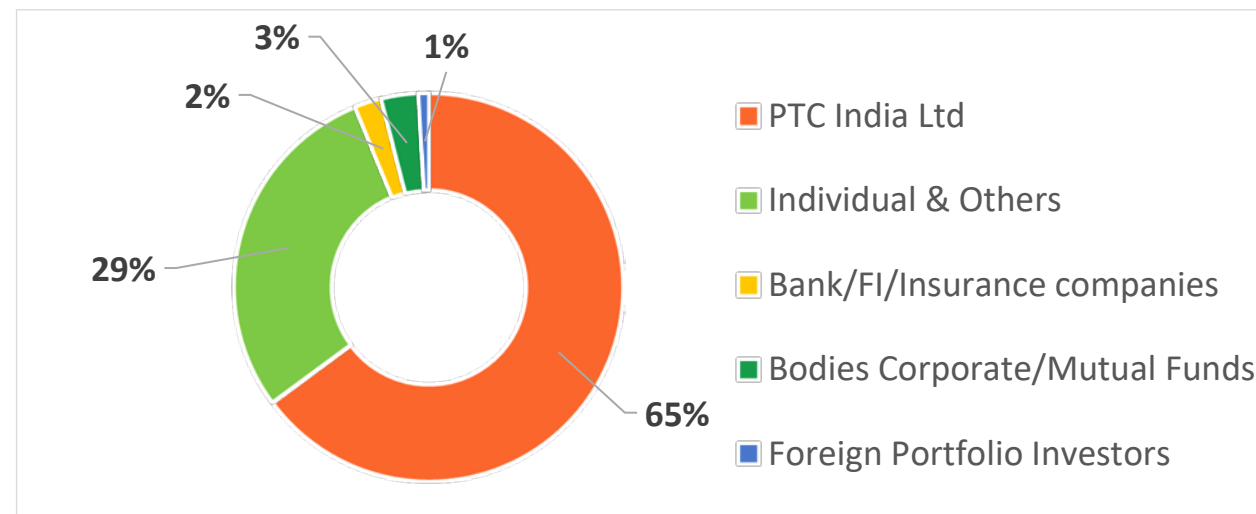
Top Shareholders (As on 31 <sup>st</sup> December, 2021)	% of holding
PTC India Limited	64.99
Life Insurance Corporation of India	2.13
Quant Money Managers Ltd	1.54
Dimensional Holdings, Inc.	0.60

## Stock Chart (As on 27<sup>th</sup> May, 2022)



Source : NSE

## Shareholding Pattern as at 31<sup>st</sup> December, 2021



Rounded off to nearest multiple



**Abhinav Goyal - Vice President**

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