

Tourism Finance Corporation of India Ltd.
helping tourism grow

Q4 & FY21 INVESTOR PRESENTATION



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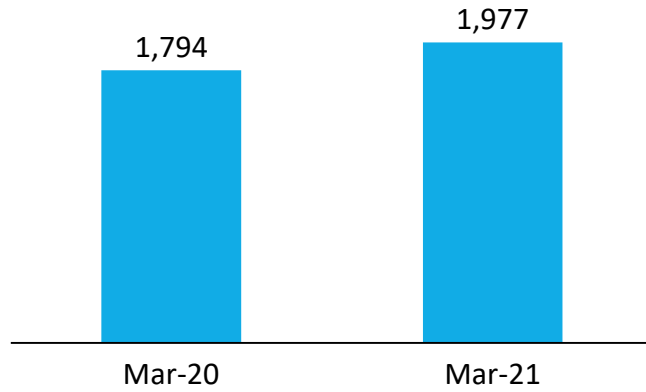
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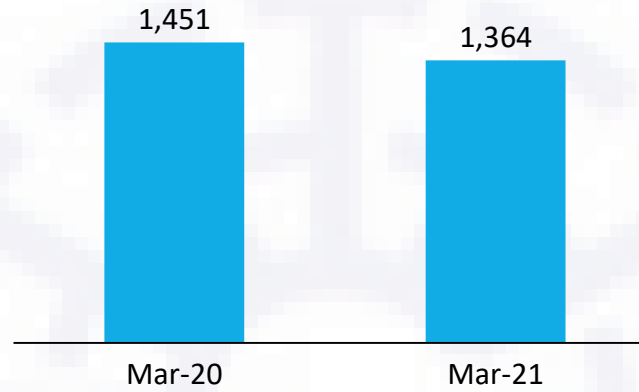
FY21 – Financial Highlights



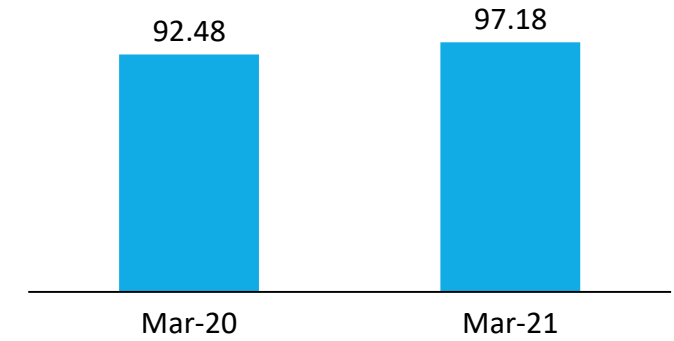
Gross Loan Book (Rs. In Crs)#



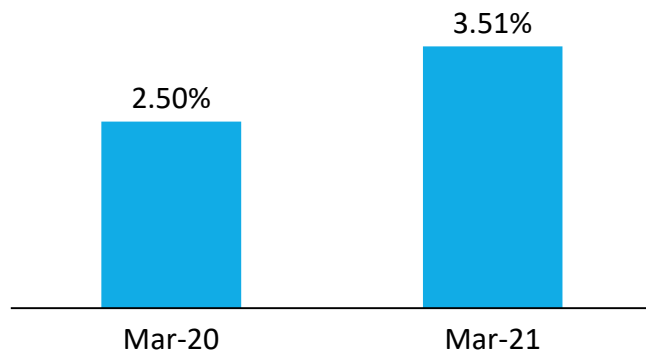
Borrowings (Rs. In Crs)



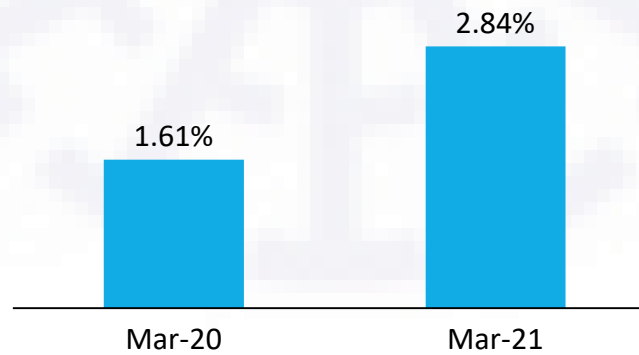
Book Value per Share (Rs.)



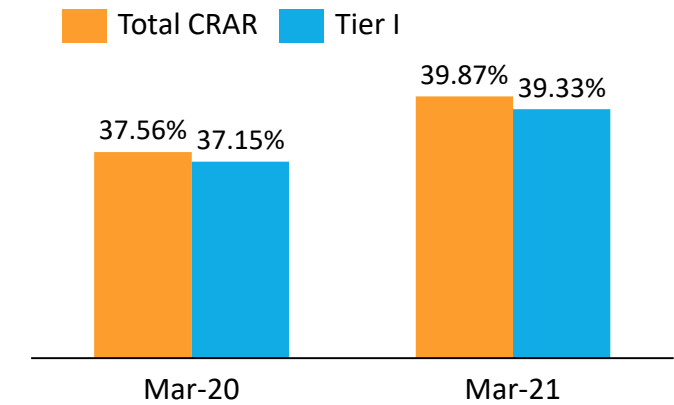
Gross NPL (%)



Net NPL (%)



Capital Adequacy Ratio (%)

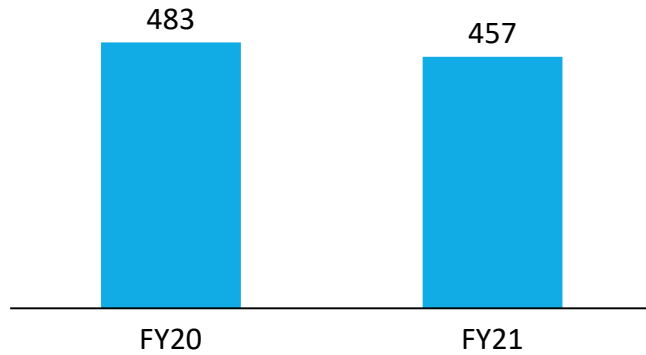


#84% of GLB constitutes of MSME Loans

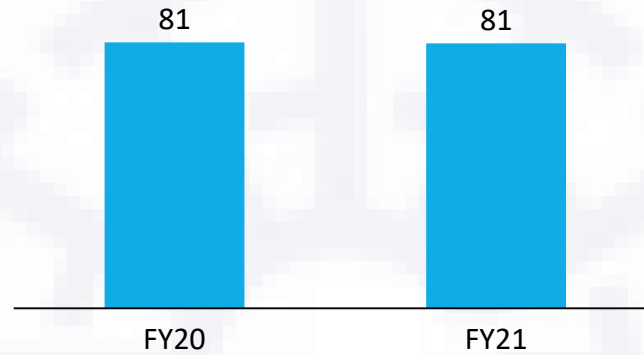
FY21 – Financial Highlights



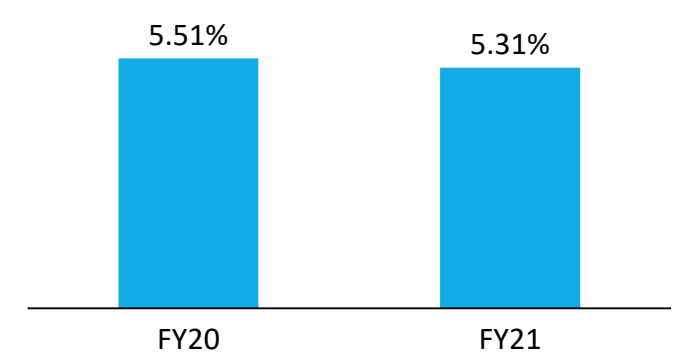
Disbursements (Rs. In Crs)



PAT (Rs. In Crs)

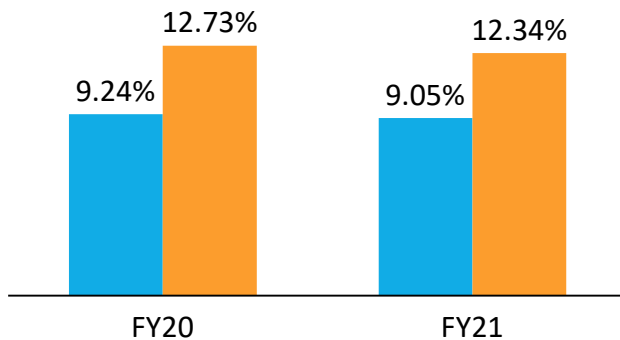


NIMs (%)

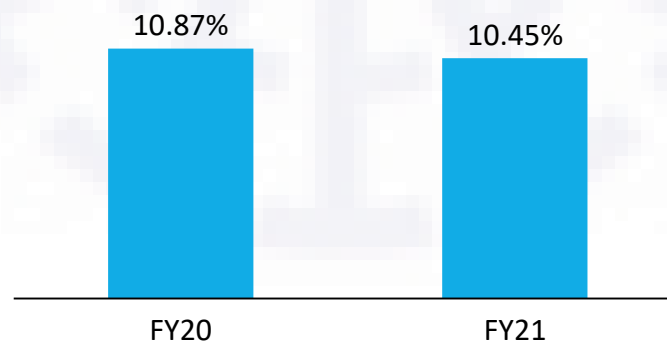


Cost of Borrowings & Return on Loans & Advances (%)

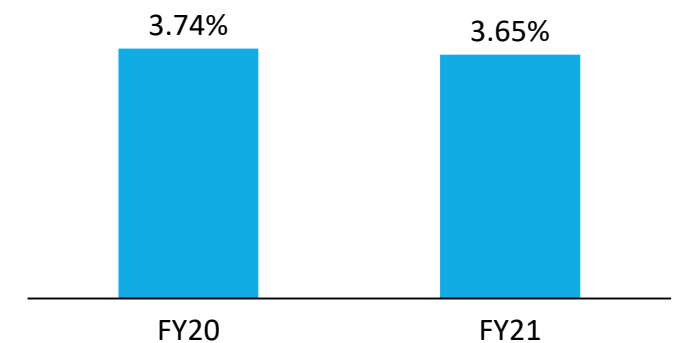
COB Return on Loans & Advances



ROE (Tangible) (%)



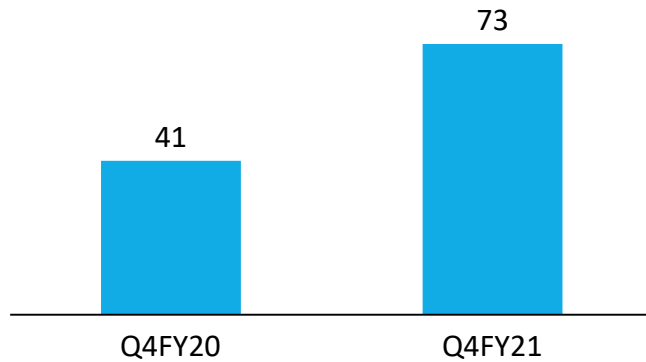
ROA (%)



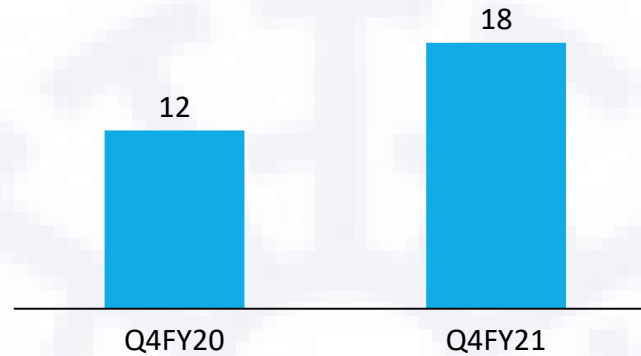
Q4 FY21 – Financial Highlights



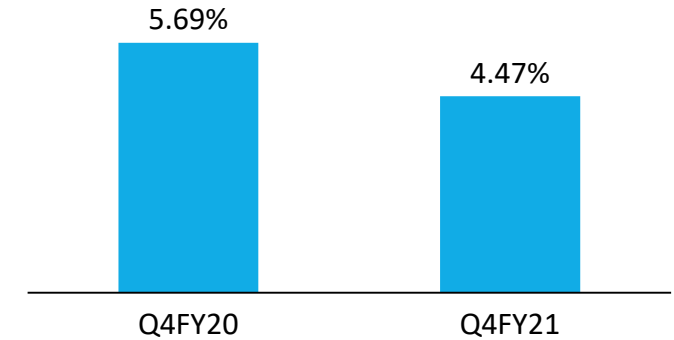
Disbursements (Rs. In Crs)



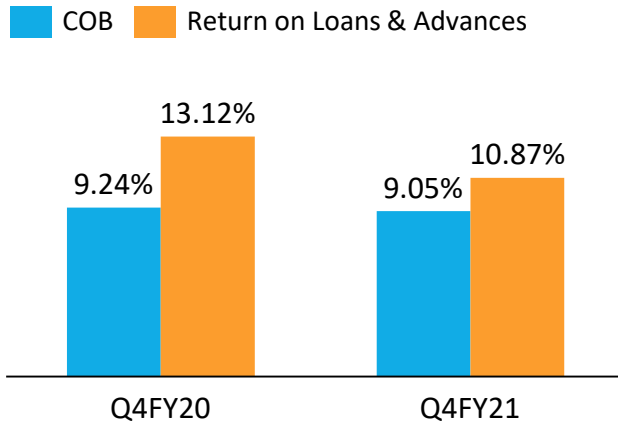
PAT (Rs. In Crs)



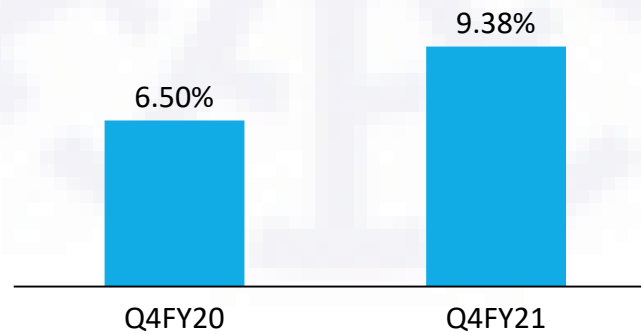
NIMs (%)



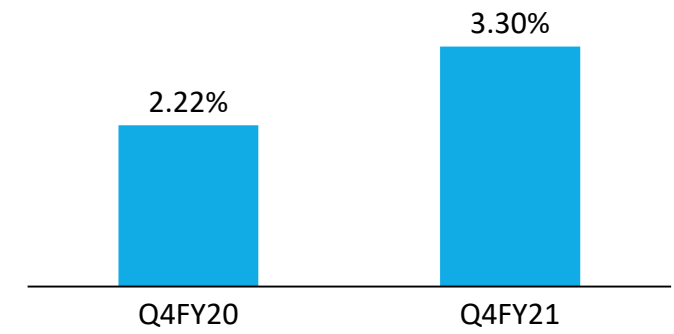
Cost of Borrowings & Return on Loans & Advances (%)



ROE(Tangible) (%)



ROA (%)





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

“The Easing of lockdown restrictions and declining Covid-19 cases in Q3 & first half of Q4 of FY21 had led to the rise in demand for the domestic tourism industry which also resulted in improved occupancy rates for the hotel and tourism sector. However, an unprecedented surge in Covid-19 cases in the ongoing second wave, has slowed down the economic growth trajectory and will have some impact in Q1 FY22.

One positive indicator is that, in comparison to last year's calamity, the recent dip in mobility has not been as sharp as seen during the lockdown in March 2020 and we expect that the travel and tourism sector will show recovery and return to normalcy with a bang on the back of a pick-up in consumption, as the vaccination rate improves and the local restrictions start to ease out in the coming quarters.

Additionally, the extension of the scope of ECLGS for the Travel & Tourism Sector has provided much relief as this scheme will boost the liquidity for meeting operational and financial problems of the industry.

As on 31st March 2021, despite the Covid-19 Pandemic and its resultant challenges, TFCI has reported a resilient performance. Our Loan Book stood at ~Rs 1,977 Cr (of which 84% is towards the MSME segment) with fresh disbursements of ~Rs 73 Cr in Q4FY21. Profitability continued to remain consistent with Profit After Tax at Rs 18 Cr in Q4FY21. Our Asset Quality continued to be robust with Gross NPL and Net NPL standing at 3.51% and 2.84% respectively. The asset cover of our assisted projects help us recovering our entire dues even at times of duress.

Our company is well capitalized with a CAR of 39.87%. We believe that our healthy financials complemented with a strong recovery path make us well-positioned for achieving sustained growth momentum in the coming quarters as we continue to focus on business growth in diversified sectors while maintaining our leadership position in the hospitality sector.”

Profit & Loss Statement – Q4 & FY21



Particulars (Rs. Crores)	Q4FY21	Q4FY20	YoY	FY21	FY20	YoY
Income						
Interest Income	56.75	63.78		247.61	240.23	
Interest Expense	32.08	32.58		130.11	120.72	
Net Interest Income	24.67	31.21	(21%)	117.50	119.51	(2%)
Other Income	2.78	(9.35)		10.90	25.43	
Net Total Income	27.45	21.86	26%	128.40	144.94	(11%)
Expenditure						
Employee Expenses	4.82	5.33		17.33	14.10	
Depreciation and Amortization expense	0.28	0.28		1.15	0.64	
Other Expenses	3.84	3.74		8.96	8.75	
Total Expenditure	8.94	9.35	(4%)	27.44	23.49	17%
Pre Provision operating profit	18.51	12.51	48%	100.96	121.45	(17%)
Provisions	(3.58)	2.00		1.10	24.00	
Profit Before Tax	22.09	10.51	110%	99.86	97.45	2%
Tax	3.91	(1.66)		19.11	16.43	
Profit After Tax	18.18	12.17	49%	80.75	81.02	0%
Other Comprehensive Income	(0.08)	(0.42)		1.80	1.37	
Total Comprehensive Income (PAT + OCI)	18.10	11.75	54%	82.55	82.39	0%

Balance Sheet



Particulars (Rs. Crores)	Mar-21	Mar-20
Assets		
Financial Assets	2,135.63	2,192.94
Cash & Cash Equivalents	16.16	188.37
Bank balance other than cash & cash equivalents	2.01	2.23
Receivables	0.26	0.24
Loans & Advances		
Gross Loans & Advances	1,976.64	1,793.54
Loan to Employees (Net)	2.07	2.84
Less: Unamortized upfront fee	2.93	3.74
Less: Impairment Loss and other allowances (ECL)	31.86	30.76
Net Loans & Advances	1,943.92	1,761.88
Investments	158.77	218.54
Other financial assets	14.51	21.68
Non - Financial Assets	49.26	50.83
Current Tax Assets (Net)	18.92	17.93
Deferred tax assets (Net)	7.17	7.05
Property Plant and Equipment	16.50	17.50
Other non-financial assets	1.36	3.05
Assets classified as held for sale	5.31	5.31
Total Assets	2,184.89	2,243.78

Particulars (Rs. Crores)	Mar-21	Mar-20
Liabilities		
Financial Liabilities	1,390.04	1,487.79
Trade Payable	0.06	0.06
Secured/Unsecured Debentures	789.78	839.39
Bank Borrowings	569.84	607.56
Other financial Liabilities	30.37	40.79
Non - Financial Liabilities	3.22	2.47
Provisions	2.39	1.70
Other non-financial liabilities	0.83	0.76
Equity	791.63	753.52
Equity Share Capital	80.72	80.72
Reserves & Surplus	710.91	672.81
Total Liabilities	2,184.89	2,243.78

Credit Rating Reaffirmed



Rating Agency	Rating Amount (Rs. In Crs)		Rating Action
	Long Term Bonds	Bank Borrowings	
CARE	A+ Outlook: Negative (681.50)	-	Reaffirmed (March 2021)
ACUITE	AA- Outlook: Negative (300.00)	-	Reaffirmed (March 2021)
Brickwork	BWR A+ Outlook: Negative (841.24)	BWR A+ Outlook: Negative (1,150.00)	Revalidated (September 2020)

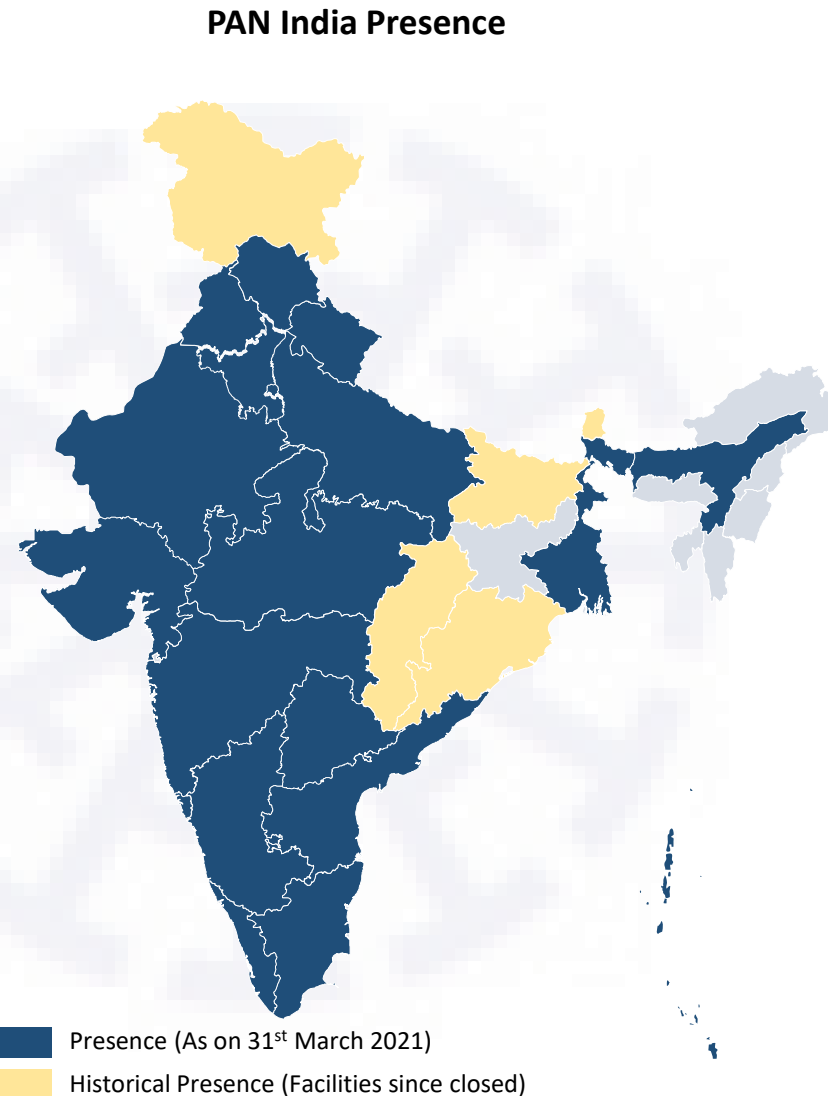
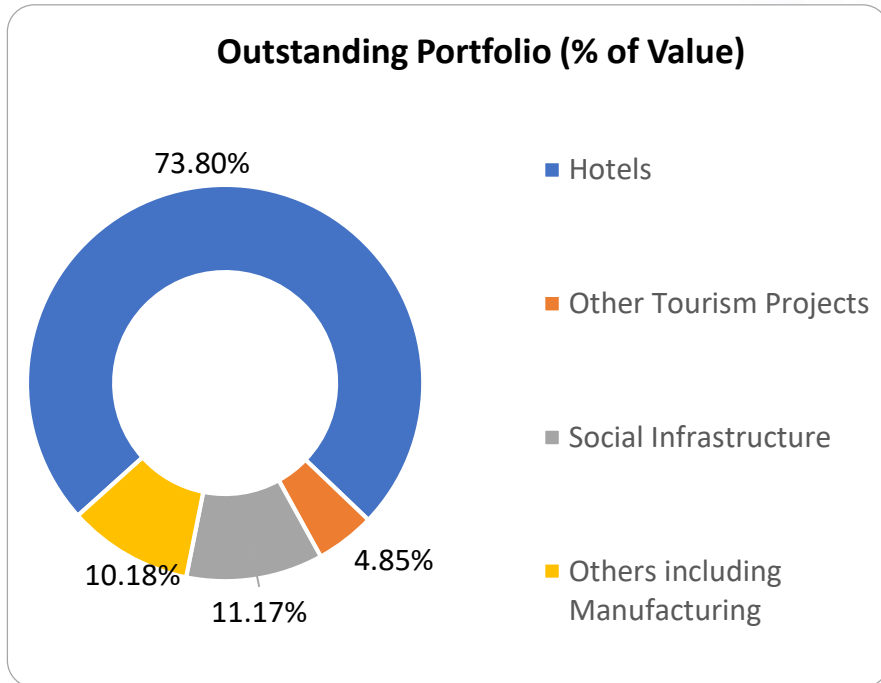


PAN India
presence with
Track Record of over
30 Years

Multiple Project sanctions



Particulars	Projects	Rs. Crores
Cumulative Sanctioned	914	12,360
Cumulative Disbursement	554	7,822
Cumulative Closed	475	5,737
Cumulative Write-offs	10	108
Outstanding Projects as on date	69	1,977



State/Cities	# Projects
Maharashtra	8
Uttar Pradesh	10
Gujarat	5
Delhi	5
Madhya Pradesh	9
Haryana	4
Rajasthan	7
Punjab	1
Tamil Nadu	3
Karnataka	4
Andhra Pradesh	3
Telangana	1
Kerala	1
Himachal Pradesh	1
Andaman & Nicobar	1
Assam	1
Goa	2
West Bengal	1
UT of Chandigarh	1
Uttarakhand	1
Total	69

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	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21
	(Audited)	(Audited)	(Audited)	(Audited)	(Audited)	(Audited)
Disbursements	380.56	487.37	692.98	490.42	483.35	457.27
Profit before tax	75.68	97.02	106.98	113.64	97.45	99.86
Profit after tax	53.61	70.43	77.48	86.25	81.02	80.75
Equity share capital	80.71	80.71	80.71	80.71	80.71	80.71
Reserves and surplus	424.14	532.13	587.35	656.20	672.81	710.91
Tangible Net worth	504.86	612.85	668.07	729.68	746.47	784.44
Earnings per share(Rs.)	6.64	8.73	9.33	10.69	10.04	10.00
Book Value(Rs.)	62.55	75.92	82.77	90.40	92.48	97.18
Debt: Equity Ratio	1.86:1	1.91:1	1.61:1	1.78:1	1.88:1	1.74:1
CRAR(%)	37.82	39.03	39.90	39.01	37.54	39.87
Gross NPLs	158.85	81.12	33.3	87.14	44.82	69.48
Gross NPLs(%)	12.30	5.72	2.15	5.14	2.50	3.51
Net NPLs	130.08	43.02	1.22	47.62	28.90	56.13
Net NPLs(%)	10.07	3.03	0.08	2.81	1.61	2.84
Net Interest Income	79.31	82.63	80.49	107.25	119.51	117.50
Loan Book	1,291.92	1,419.26	1,550.16	1,693.82	1,793.54	1,976.64
Return on Loans & Advances(%)	12.30	12.31	12.18	11.81	12.73	12.34
Cost of Borrowings(%)	9.32	9.23	8.96	9.15	9.24	9.05
NIM(%)	6.26	6.87	5.37	5.21	5.51	5.31

Consolidated Results: Year Ended 31.03.2021



Profit & Loss Statement	FY21
Total Income	258.51
Income	
Interest Income	247.61
Interest Expense	130.12
Net Interest Income (NII)	117.49
Other Income	10.9
Net Total Income	128.39
Expenditure	
Employee Expenses	17.33
Depreciation and Amortization expense	1.15
Other Expenses	8.99
Total Expenditure	27.47
Pre-Provision Operating Profit	100.92
Provisions	1.1
Profit Before Tax	99.82
Tax	19.11
Profit After Tax	80.71
Other Comprehensive Income	1.81
Total Comprehensive Income (PAT + OCI)	82.52
EPS (Rs.)	10.00

Balance Sheet	As on 31-03-2021	
ASSETS		
1) Financial Assets		
(i) Cash and cash equivalents	16.18	
(ii) Bank balances other than (i) above	2.02	
(iii) Receivables	0.26	
(iv) Loans & Advances	1943.91	
(v) Investments	158.72	
(vi) Other financial assets	14.51	2,135.60
2) Non-Financial Assets		
(i) Current tax assets (Net)	18.92	
(ii) Deferred tax assets (Net)	7.17	
(iii) Property, Plant and Equipment	14.27	
(iv) Other Intangible Assets	0.01	
(v) Right to use Assets	2.22	
(vi) Other non-financial assets	1.36	43.95
3) Assets classified as held for sale		5.31
TOTAL ASSETS		2184.86
LIABILITIES AND EQUITY		
1) Financial Liabilities		
(i) Payables	0.05	
(ii) Debt Securities	789.78	
(iii) Borrowings (Other than Debt Securities)	569.84	
(iv) Other financial liabilities	30.37	1,390.04
2) Non-Financial Liabilities		
(i) Provisions	2.40	
(ii) Other Non-financial liabilities	0.83	3.23
3) Equity		
(i) Equity Share Capital	80.72	
(ii) Other Equity	710.87	791.59
TOTAL LIABILITIES AND EQUITY		2,184.86



Eminent Board
&
Experienced
Management Team



Eminent Board of Directors



Anirban Chakraborty

Managing Director & CEO



S. Ravi

Independent Director
Chairman of the Board



Shyam Maheshwari

Director



**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: 49 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. Vasan Paulraj, Executive Director – Head Investment Banking

- Has ~30 years of Experience in Investment Banking
- Has handled advisory and ECM transactions of marquee clients and complex, large and innovative transactions
- Prior to TFCI, was MD & Head – PE, SSG and NEG at Axis Capital (17 years)
- Chartered Accountant and B.Com from Mumbai university



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



Mr. Anoop Bali

E: ir@tfciltd.com

Website : www.tfciltd.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