

PRESENTATION ON

**Tourism Finance Corporation of
India Limited**



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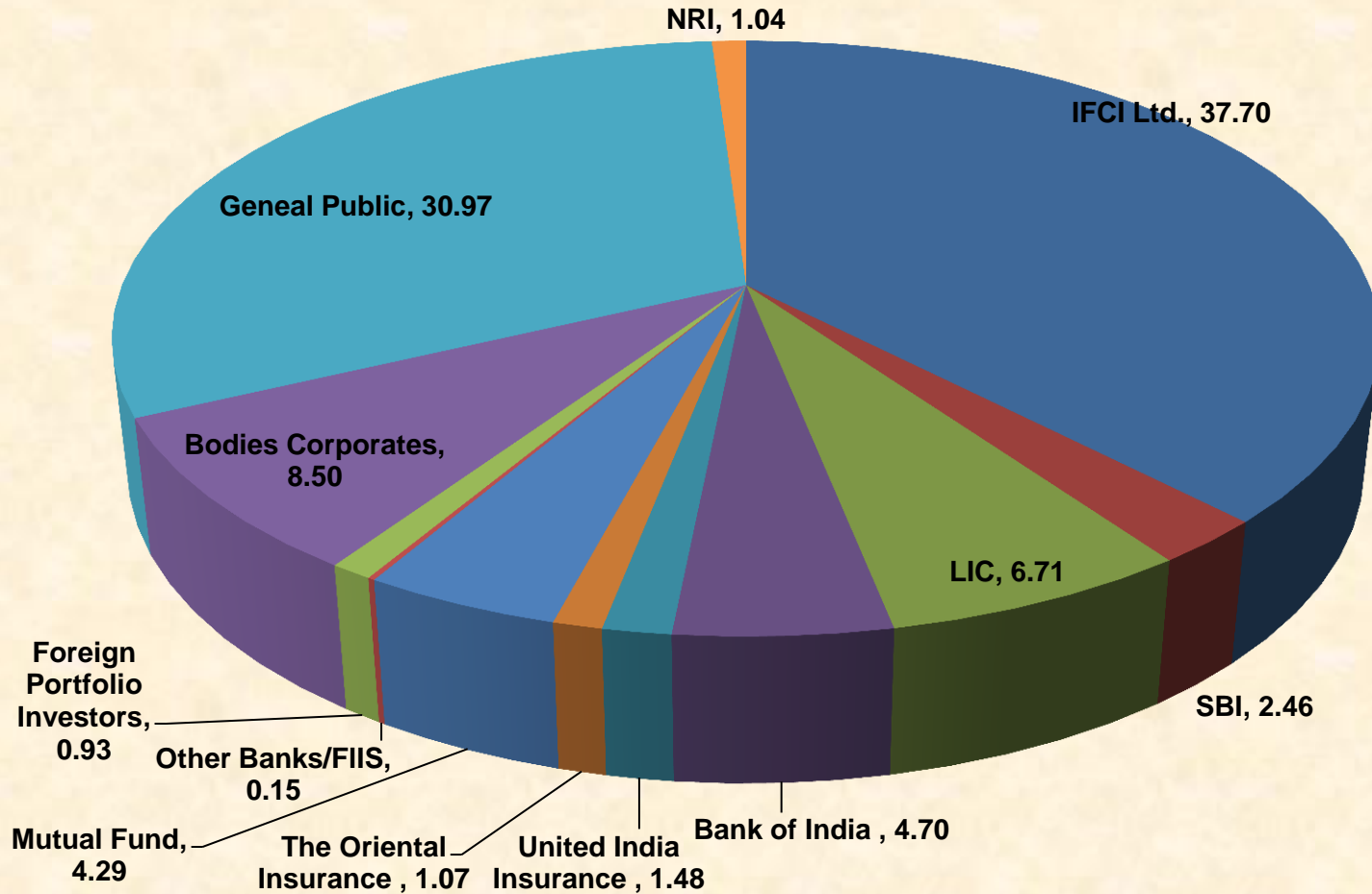
helping tourism grow

BACKGROUND

- Set up as an All-India Financial Institution in 1989
- Classified as a systematically important NBFC-NDFI by RBI
- **Offices**
 - Regd. Office : IFCI Tower, Nehru Place ,New Delhi
 - Branch office: Earnest House, Nariman Point, Mumbai
- **Sponsors:-** IFCI, LIC, PSU banks and other Financial/Investment Institutions
- **Status/Objective:-** All-India Financial Institution for funding Tourism Sector.



TFCI Shareholding Pattern as on 30-06-2016 (in percentages)



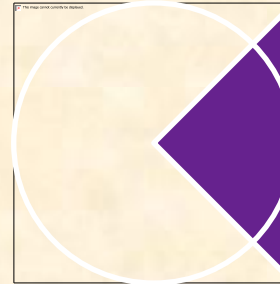
SECTORS FUNDED BY TFCI

Tourism Finance Corporation of India Ltd. ("TFCI"), is an All-India Financial Institution catering to the requirement of the tourism industry by providing financial assistance for hotels, resorts, motels restaurants, and non-conventional tourism projects like health spas, entertainment centers, multiplexes, amusement parks, etc. besides providing project/tourism-related advisory services to the industry.

TFCI has diversified by extending financial assistance to sectors such as infrastructure, manufacturing, and services etc. to expand its business and meet the growing demand of these sectors apart from tourism infrastructure projects.



Tourism Sector



Infrastructure Sector



Manufacturing & Other Sectors



TYPE OF PROJECTS WE FUND

Tourism Project Financing

- Hotels, Resorts and Serviced Apartments.
- Restaurant Chains
- Theme / Amusement Parks
- Multiplexes and Entertainment Centers
- Education and Sports
- Rope-ways / Safari Parks
- Convention Halls
- Travel and Tour Operating Agencies

Tourism Infrastructure Sector

- Non-conventional power projects, Power distribution networks. E.g. Wind Turbine and solar power projects.
- Roads, Airports, Ports, Rail Infra related to tourism
- Special economic zones, Industrial estates, Warehouses
- Media, Entertainment & telecom



TYPES OF FINANCIAL ASSISTANCE-PRODUCTS

Rupee Loan

Corporate
Loan

Bridge Loan

Subscription
to Equity

Take over
funding

Equipment
Financing



ADVISORY SERVICES

Project-related Services

- Site evaluation studies
- Market-potential assessment for tourism projects
- Techno- economic feasibility studies
- Loan / Equity syndication services
- Financial restructuring of project proposals, review and appraisal
- Project implementation and monitoring services
- Pre-opening technical and facility planning service

Institutional Services for Central and State Govts

- Tourism-potential studies
- Preparation of tourism-development Master Plans for state/ travel circuit / destination.
- Tourist profiles and image-rating studies.
- Tourist-flow surveys
- Carrying out accommodation and other infrastructure assessment, studies

GLIMPSES OF ADVISORY PROJECTS

- Financial Feasibility Reports for 5-star category eco-resort near Mohali Chandigarh
- Pre-feasibility Reports for 5-star category hotels at Hyderabad, Chennai and Bangalore for a large corporate house
- Feasibility Report for recreation centre and budget hotels at Gurgaon for a leading real-estate company
- Detailed Project Report for 5-star category hotel at Chennai for leading corporate house
- Preparation of project feasibility for budget hotels at Khajuraho, Bhusi and Sawantwadi for IRCTC
- Tourism Policy for the state of Gujarat
- Preparation of feasibility report for renovation and expansion of existing 9-hole Golf Course to 18 hole in Coorg, Karnataka for Ministry of Tourism, Govt of India.
- Preparation of financial feasibility report for running a Punjab Luxury Train for IRCTC
- Financial feasibility report for luxury tourist trains in the state of Punjab and Gujarat
- Transaction Advisory for multifarious tourism projects at Rajkot for Gujarat Infrastructure Development Board
- Tourism Master Plans for Chhattisgarh and Puducherry

OUR STRENGTHS

Dominance in Niche segment

- ❖ TFCI is the only specialized institution catering exclusively to the Tourism Sector.
- ❖ Good-quality assets – exposure to most of the 3,4,5 star hotels
- ❖ Opportunity to leverage sector knowledge, experience and relationships to scale up to the business
- ❖ Pioneer in taking new projects

Strong Business Metrics and growth visibility

- ❖ Marked improvement in the revival of India's hospitality sector
- ❖ Strong business pipeline

Key Investment Arguments

- ❖ First port of call for tourism-related businesses seeking finance
- ❖ Ability to add value to investors through advisory – Fee income potential
- ❖ Strong professional management and eminent board of directors
- ❖ Track record of 27 years – over 787 projects funded; sanctioned assistance over Rs.8105.62 crore
- ❖ Poised to grow on the back of growing hospitality sector and overall consumption

Created 45910 hotel rooms by funding 758 projects.

Catalyzed investments to the tune of Rs.25657crore.

Created Direct employment to the tune of 86465 persons and indirect employment to many more.

SECTOR-WISE CUMULATIVE ASSISTANCE SANCTIONED BY TFCI UPTO 31.3.2016

Segments	No. of Projects	Amount Sanctioned (Rs. in Crore)	Percentage
A. TOURISM			
(i)Hotels			
5 Star Hotels	154	2554.38	31.51%
4 Star Hotels	69	918.78	11.34%
3 Star Hotels	346	2232.19	27.54%
2 star, Heritage & Others	58	204.64	2.53%
Sub-Total	627	5909.99	72.92%
(ii)Amusement/Water Park/ Shopping Complex-cum- entertainment centre/ multiplex	42	350.50	4.32%
(iii)Restaurants/Food Court	25	99.23	1.22%
(iv)Other Tourism Projects*	59	627.54	7.74%
Total Tourism	753	6987.26	86.20%
B. Infrastructure:			
Infrastructure projects	9	249.50	3.08%
C. Others:			
Other Sectors	25	868.86	10.72%
Grand Total	787	8105.62	100.00%





KEY FINANCIALS

FINANCIAL HIGHLIGHTS FOR PAST FIVE YEARS

	(Rs. in crore)				
	2011-12	2012-13	2013-14	2014-15	2015-16
Sanctions	779.98	423.48	767.10	873.70	640.70
Disbursements	563.24	343.11	440.87	584.40	380.56
Net worth	374.02	414.76	436.42	472.74	514.06
Profit Before Tax	63.08	72.43	84.06	81.86	75.68
Profit After Tax	49.47	55.53	58.5	60.18	53.61
Dividend	12%	12%	12%	18%	18%
Equity Share Capital	80.72	80.72	80.72	80.72	80.72
Reserves and surplus	296.63	339.29	355.75	398.38	433.34
Capital Adequacy ratio	40.47	37.21	39.86	37.65	37.82
Book Value(Rs.)	46.34	51.38	54.06	58.57	62.55



TOURISM FINANCE CORPORATION OF INDIA LIMITED

Regd. Office :13th Floor, IFCI Tower, 61 Nehru Place, New Delhi - 110019

CIN:L65910DL1989PLC034812

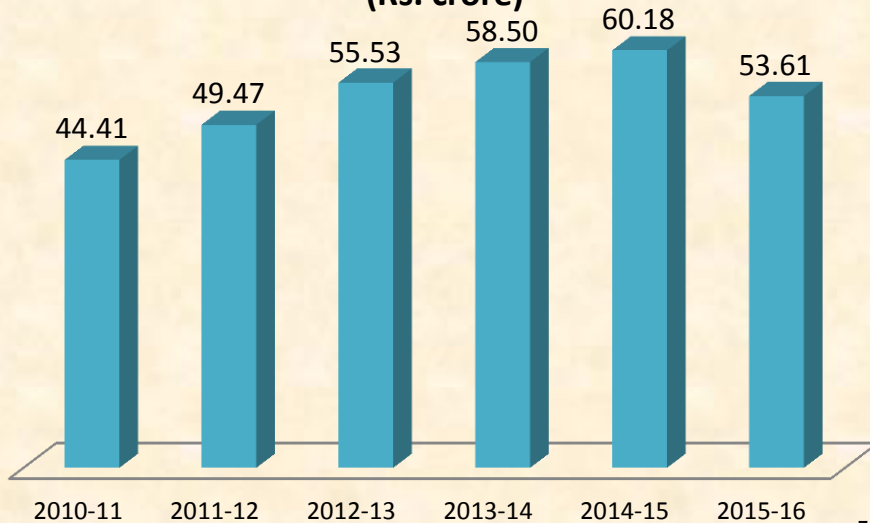
EXTRACT OF THE AUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30 JUNE 2016

(Rs. In crore)

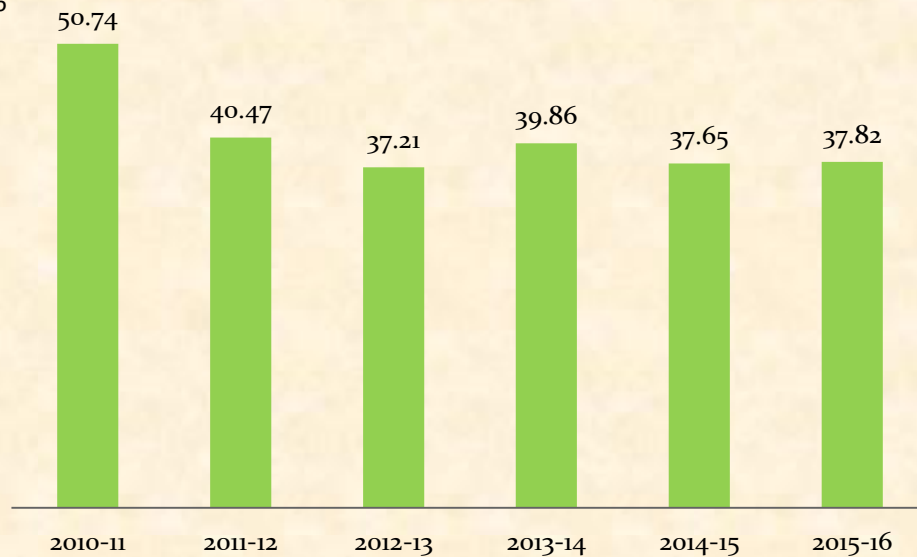
S. No.	Particulars	Quarter Ended	Quarter Ended	Year Ended
		30.06.2016	30.06.2015	31.03.2016
		(Audited)	(Audited)	(Audited)
1	Income from Operations	53.95	46.98	184.22
2	Net Profit for the period (before tax, exceptional items and/or extraordinary items)	26.71	20.96	75.68
3	Net Profit for the period before tax (after exceptional items and/or extraordinary items)	26.71	20.96	75.68
4	Net Profit for the period after tax (after exceptional items and/or extraordinary items)	20.16	16.46	53.61
5	Total Comprehensive Income for the period [Comprising profit for the period (after tax) and other comprehensive income (after tax)]	#	#	#
6	Equity Share Capital (Face Value of Rs.10/- each)	80.72	80.72	80.72
7	Reserve (excluding Revaluation Reserve) as shown in the audited balance sheet of the previous year	-	-	433.34
8	Earning Per Share (Face value of Rs.10/- each) (not annualised)			
	- Basic (Rs.)	2.50	2.04	6.64
	- Diluted (Rs.)	2.50	2.04	6.64

FINANCIAL HIGHLIGHTS(RS. IN CR)

Profit After Tax
(Rs. crore)



Capital Adequacy Ratio (%)



KEY INDICATORS TFCI

INDICATOR	2015-16	2014-15	2013-14	2012-13	2011-12
Return on Loans and Advances (%)	12.31	13.20	13.55	14.15	14.05
Return on Total Assets (%)	11.52	12.90	13.40	13.60	13.40
PAT (Rs. crore)	53.61	60.18	58.50	55.53	49.46
Net Worth (Rs. crore)	504.86	472.74	436.41	414.76	374.01
Return on Net Worth (%)	10.62	12.73	13.40	13.39	13.22
NIM (%)	2.71	3.36	3.84	4.10	2.78
Book Value (Rs.)	62.55	58.57	54.07	51.38	46.34

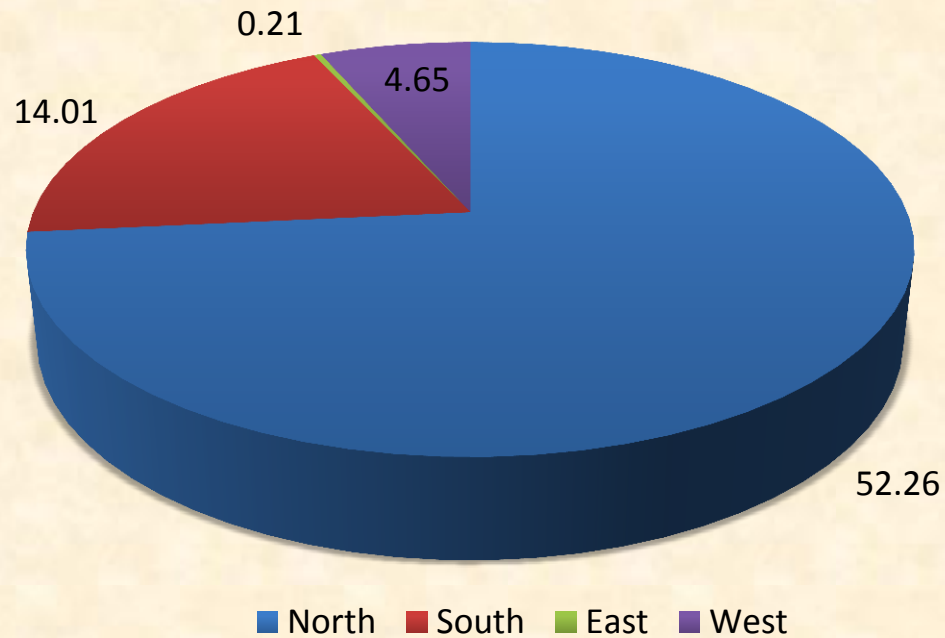
ASSET CLASSIFICATION(AS ON 31-03-16)

ASSET	Rs in crore
Standard	1408.19
Sub-Standard	131.61
Doubtful	27.24
Loss	-
Total	1567.04

INDUSTRY WISE DISTRIBUTION OF TFCI PORTFOLIO

	(Figures in Percentage)		
(A) Tourism	2015-16	2014-15	2013-14
-5 Star	35.01	37.97	35.73
-4 Star/ 3 Star	26.06	25.63	35.61
-2 Star/ Heritage/ Restaurant	1.55	1.91	1.91
-Family Entertainment/ Multiplex	4.33	3.87	4.8
-Travel Agent	10.92	6.21	5.79
(B) Infrastructure	5.29	5.86	0
(C) Others (including Real Estate)	16.84	18.55	16.16
Total	100.00	100.00	100.00

REGION WISE DISTRIBUTION OF TFCI PORTFOLIO AS ON 31st March 2016



(figures in percentages)

Industry outlook

- Hotel industry in 2015 /16 witnessed a supply growth of 3.9%, where as demand increased by 10.5% over the previous year which indicates the return of growth phase.
- E-Tourist Visa scheme for India is now available across 150 countries, at 16 Airports in India which will facilitate the foreign Tourist arrivals to the country.
- Initiatives of central govt, such as ‘Make in India, Smart-cities, Ease of Doing business, Digital India’ would ramp-up the economic growth fuel the demand for hotel rooms.



THANK YOU



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www.tfciltd.com

Helping Tourism Grow