



# **PTC India Financial Services Limited**

**January 2012**

# Our Vision and Mission

## Vision

Be the most preferred financial services partner in the entire energy value chain.

## Mission

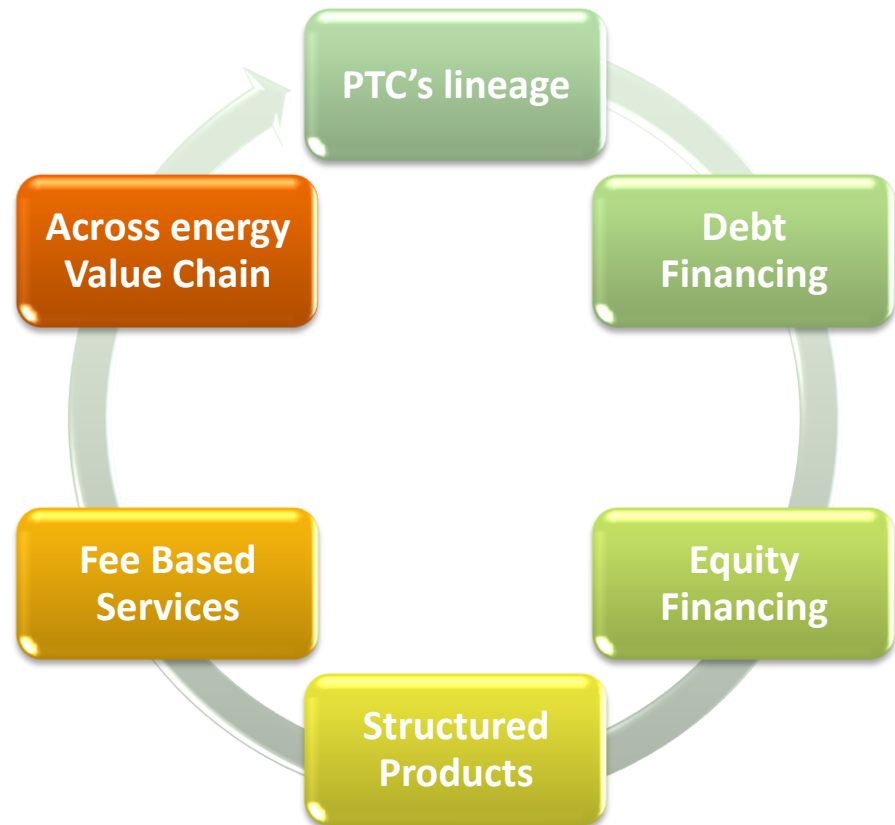
To partner and forge strong relationships with credible stakeholders to provide complete financial services for all links in the energy value chain.

# Business Activities of PFS

To provide Investment and Financing solutions for the broader Energy Value Chain

## Scope of business activities

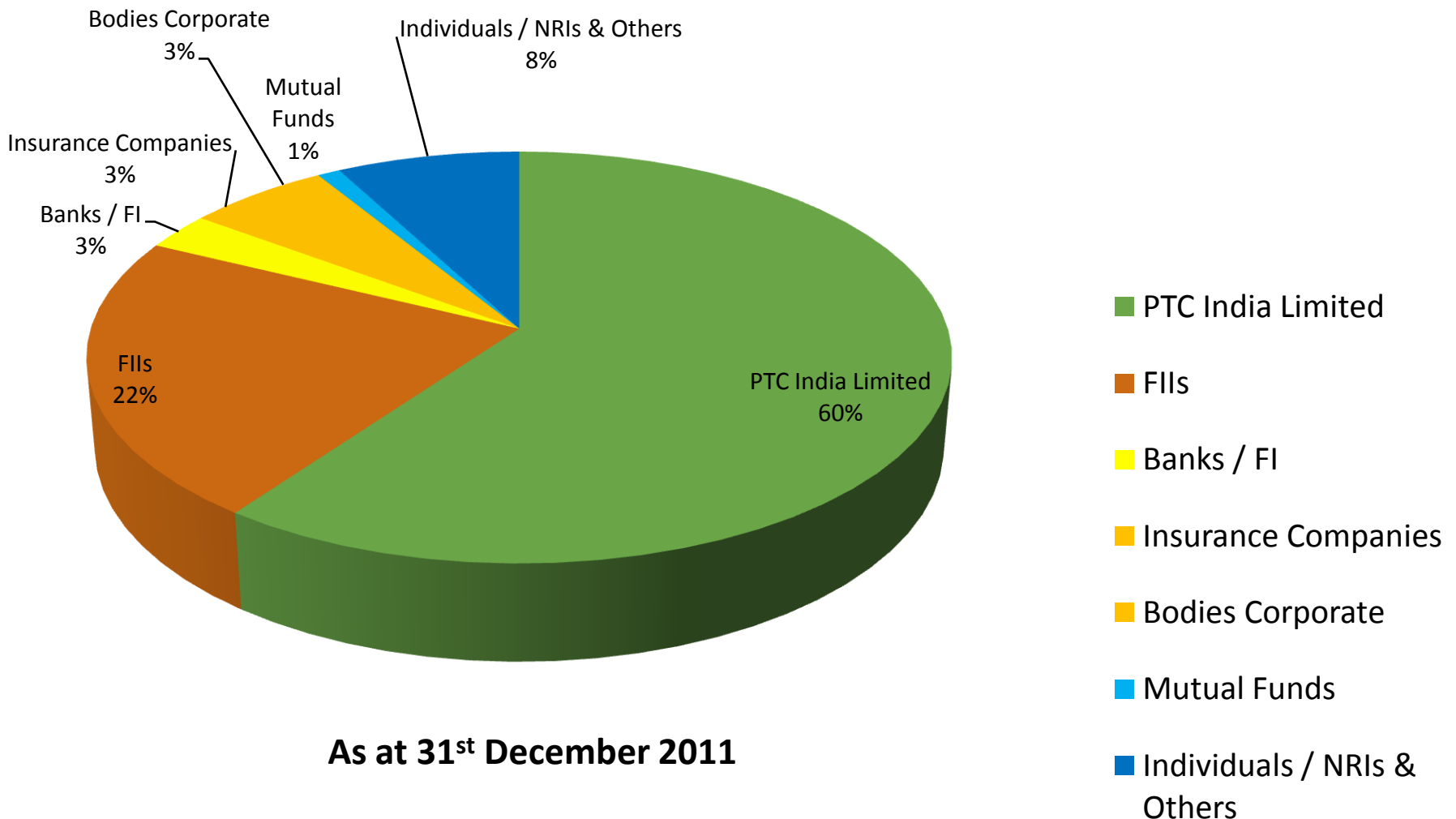
- ◆ Invest in Greenfield projects, Brownfield projects and provide expansion capital on an ongoing basis
  - To the companies engaged in identified target sectors
- ◆ Invest in identified projects
  - Power Exchange
  - Tolling projects
  - Biomass projects
  - Wind projects
  - Coal projects
  - Investment in cross border transmission link
- ◆ Term Financing
- ◆ Financial solutions and advisory



**Strategic financial partnership to bring in :**

- ◆ Fund management best practices
- ◆ Strong relationship with global investors

# Shareholding Pattern



# Our Shareholders

## Top 10 shareholders as at December 31, 2011

| Name  | No. of shares | % Equity | Name  | No. of shares | % Equity |
|---|---------------|----------|---|---------------|----------|
| PTC India Limited                                       | 337,250,001   | 60.00    | Life Insurance Corporation Of India                             | 13,882,595    | 2.47     |
| GS Strategic Investments Ltd                            | 48,666,667    | 8.66     | Bajaj Allianz Life Insurance Co. Ltd                            | 12,147,346    | 2.16     |
| HSBC Bank (Mauritius) Limited A/C GMFA Asia Venture Ltd | 20,691,920    | 3.68     | Capital International Emerging Markets Fund                     | 10,220,735    | 1.82     |
| Macquarie India Holdings Ltd                            | 19,466,667    | 3.46     | State Bank of India   | 9,240,898     | 1.64     |
| Emerging Markets Growth Fund, Inc.                      | 15,933,450    | 2.83     | HDFC Trustee Company Limited - HDFC MF Monthly Income Long Term | 5,478,063     | 0.97     |

## Other institutional shareholders as at December 31, 2011

|  |  |
|--|--|
| Corporation Bank                                   | Indian Overseas Bank                           |
| Citigroup Global Markets Mauritius Private Limited | Union Bank Of India                            |
| Aviva Life Insurance Company India Limited         | IBM Diversified Global Equity Fund             |
| General Insurance Corporation Of India             | Oriental Bank of Commerce                      |
| BNY Mellon Vietnam India & China VIC Fund          | Government Of Singapore Investment Corporation |

# Highlights of Income Statement

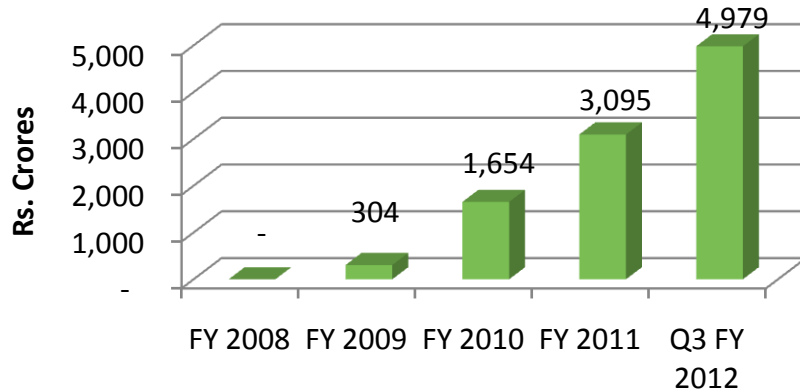
Amount' Rs. in crores

|                                   | Q3<br>FY2012 | Q2<br>FY2012 | Q3<br>FY2011 | 9M<br>FY2012  | 9M<br>FY2011 | FY2011       |
|-----------------------------------|--------------|--------------|--------------|---------------|--------------|--------------|
| Interest income                   | 37.00        | 30.04        | 22.89        | 91.09         | 54.70        | 74.26        |
| Interest expense                  | 16.27        | 16.04        | 12.58        | 47.53         | 28.58        | 42.65        |
| <b>Net interest income</b>        | <b>20.73</b> | <b>14.00</b> | <b>10.31</b> | <b>43.56</b>  | <b>26.12</b> | <b>31.61</b> |
| Other operating income            | 52.26        | 22.34        | 5.07         | 83.24         | 23.98        | 29.46        |
| Operating expenditure *           | 6.28         | 7.02         | 5.56         | 22.26         | 9.68         | 14.78        |
| Foreign Exchange Translation Loss | (1.80)       | 4.36         | -            | 2.55          | -            | -            |
| <b>Profit from operations</b>     | <b>68.51</b> | <b>24.96</b> | <b>9.82</b>  | <b>101.99</b> | <b>40.42</b> | <b>46.29</b> |
| Other Income                      | 4.82         | 5.44         | 0.98         | 16.80         | 3.87         | 5.14         |
| <b>Profit before tax</b>          | <b>73.33</b> | <b>30.40</b> | <b>10.80</b> | <b>118.79</b> | <b>44.29</b> | <b>51.43</b> |
| Tax expense                       | 15.43        | 7.77         | 5.09         | 28.02         | 13.07        | 14.40        |
| <b>Profit after tax</b>           | <b>57.90</b> | <b>22.63</b> | <b>5.71</b>  | <b>90.77</b>  | <b>31.22</b> | <b>37.03</b> |

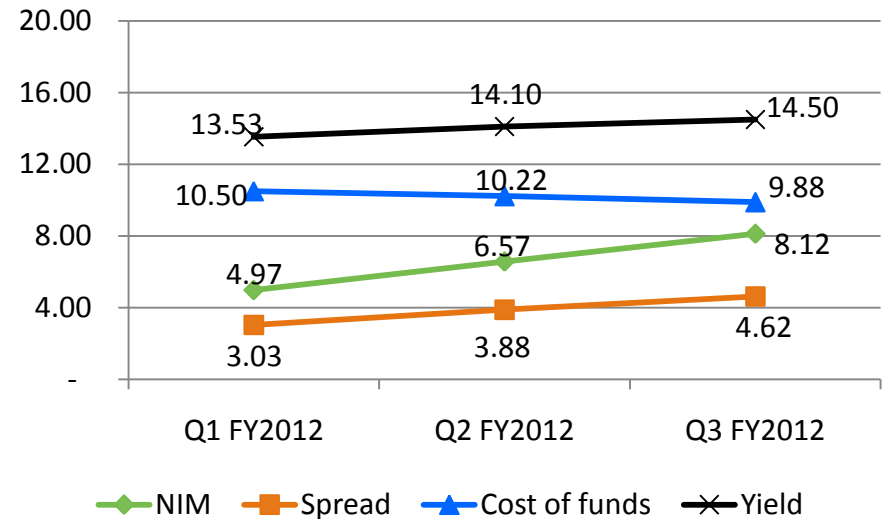
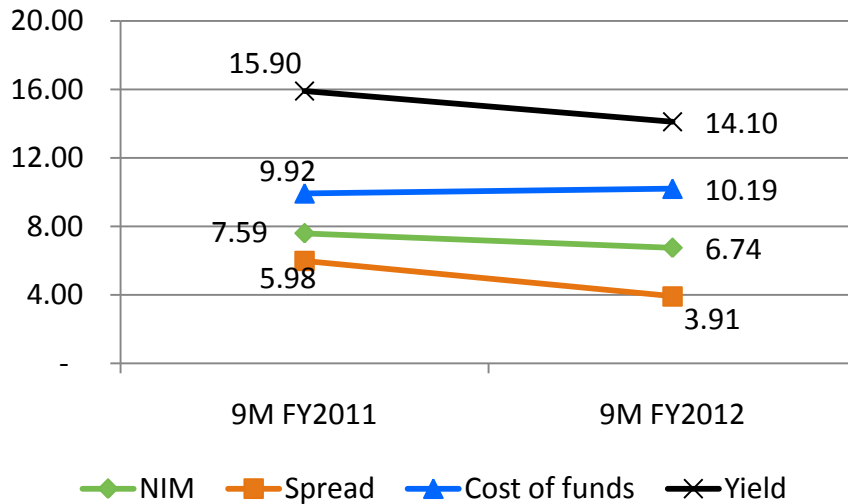
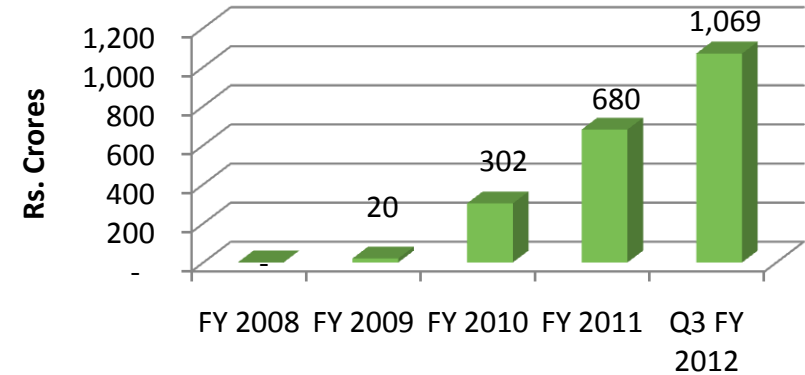
\* Includes fund raising expenses, provision for contingencies, cost of CERs and other expenditure incurred during 9 months ended 31<sup>st</sup> December 2011

# Operational Highlights

## Cumulative Debt Sanctioned



## Outstanding loan book



# Highlights

Total revenue `94.07 crores in Q3 FY12 compared to `28.94 crores in Q3 FY11 and PAT `57.90 crores in Q3 FY12 compared to `5.71 crores in Q3 FY11

Net Interest Income `20.73 crores in Q3 FY12 compared to `10.31 crores in Q3 FY11

Gain of `47.86 crores in Q3 FY12 on sale of equity investment (total gain `60.73 crores in nine months ended 31<sup>st</sup> December 2011)

Nil NPAs as at 31.12.2011 and Return on Assets (ROA) of 3.24% for Q3 FY12. ROA for nine months ended 31.12.2011 at 5.00% against 2.67% for the corresponding previous period.

NIM stands at 8.12% for Q3 FY12 as compared to 6.85% in Q3 FY11. Net interest income considered for NIM excludes interest income on temporary surplus funds

Spread stands at 4.62% in Q3 FY12 as compared to 5.24% in Q3 FY11.

Loans sanctioned aggregating to `1,263 crores post Q3 FY12.

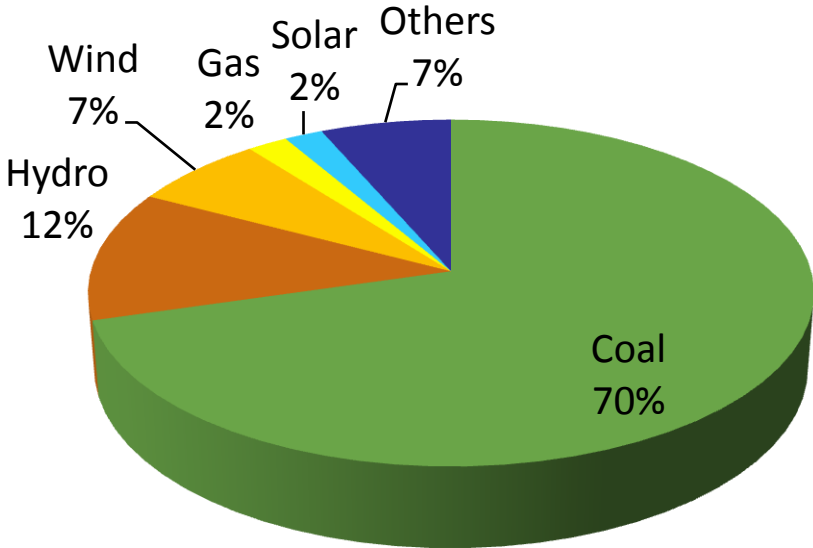
# Overview of Major Equity Investments

| Equity Investments                    | Capacity (MW) | Outstanding as at 31.12.11 (Rs. Crores) | Investment Status  |
|---------------------------------------|---------------|---|--|
| Indian Energy Exchange Limited        | N.A.          | 5.77                                    | <ul style="list-style-type: none"> <li>Operational since June 2008.</li> <li>PFS holds 21% after divesting 5% stake during FY 2011.</li> <li>Further divestment is underway.</li> </ul>  |
| Ind- Barath Energy (Utkal) Limited    | 700           | 105.00                                  | <ul style="list-style-type: none"> <li>Financial closure has been achieved.</li> <li>All clearances received and project is on track to be commissioned by March 2012.</li> </ul>  |
| Meenakshi Energy Private Limited      | 900           | 109.46                                  | <ul style="list-style-type: none"> <li>Phase I (300MW) project is expected to be commissioned in December 2011</li> <li>Phase II (600 MW) project is on track after financial closure and expected to be commissioned in March 2013.</li> </ul>  |
| East Coast Energy Private Limited     | 1,320         | 133.39                                  | <ul style="list-style-type: none"> <li>Project on track after financial closure.</li> <li>Clearance from Expert Appraisal Committee , MoEF received on recent environment issues.</li> <li>Received FIPB approval for swap of shares to the holding company.</li> </ul>                                |
| R S India Wind Energy Private Limited | 99            | 61.12                                   | <ul style="list-style-type: none"> <li>Rs 539.44 million invested in 99.45 MW wind power project. Phase I (41.25 MW) of the project fully commissioned and phase II is under implementation</li> <li>Rs 71.77 million invested in WTG manufacturing facility housed in a subsidiary company</li> </ul> |
| <b>Total</b>                          |               | <b>414.74</b>                           |  |

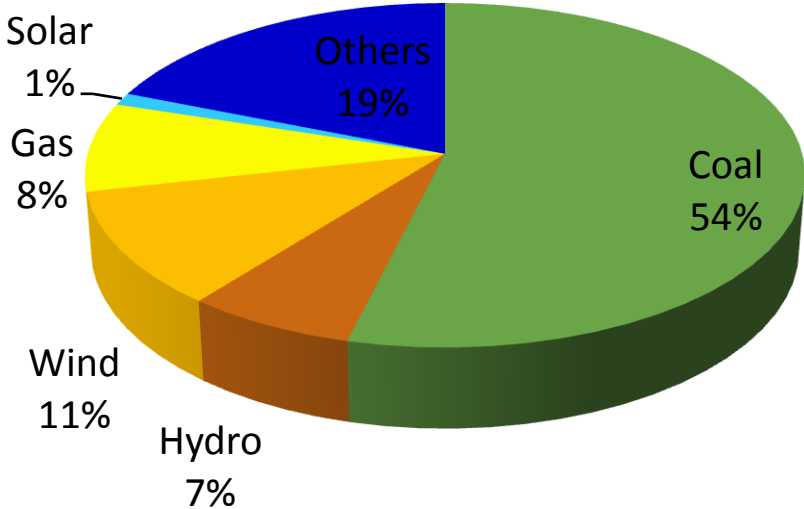
# Portfolio Mix – Debt Assisted Projects

As at December 31, 2011

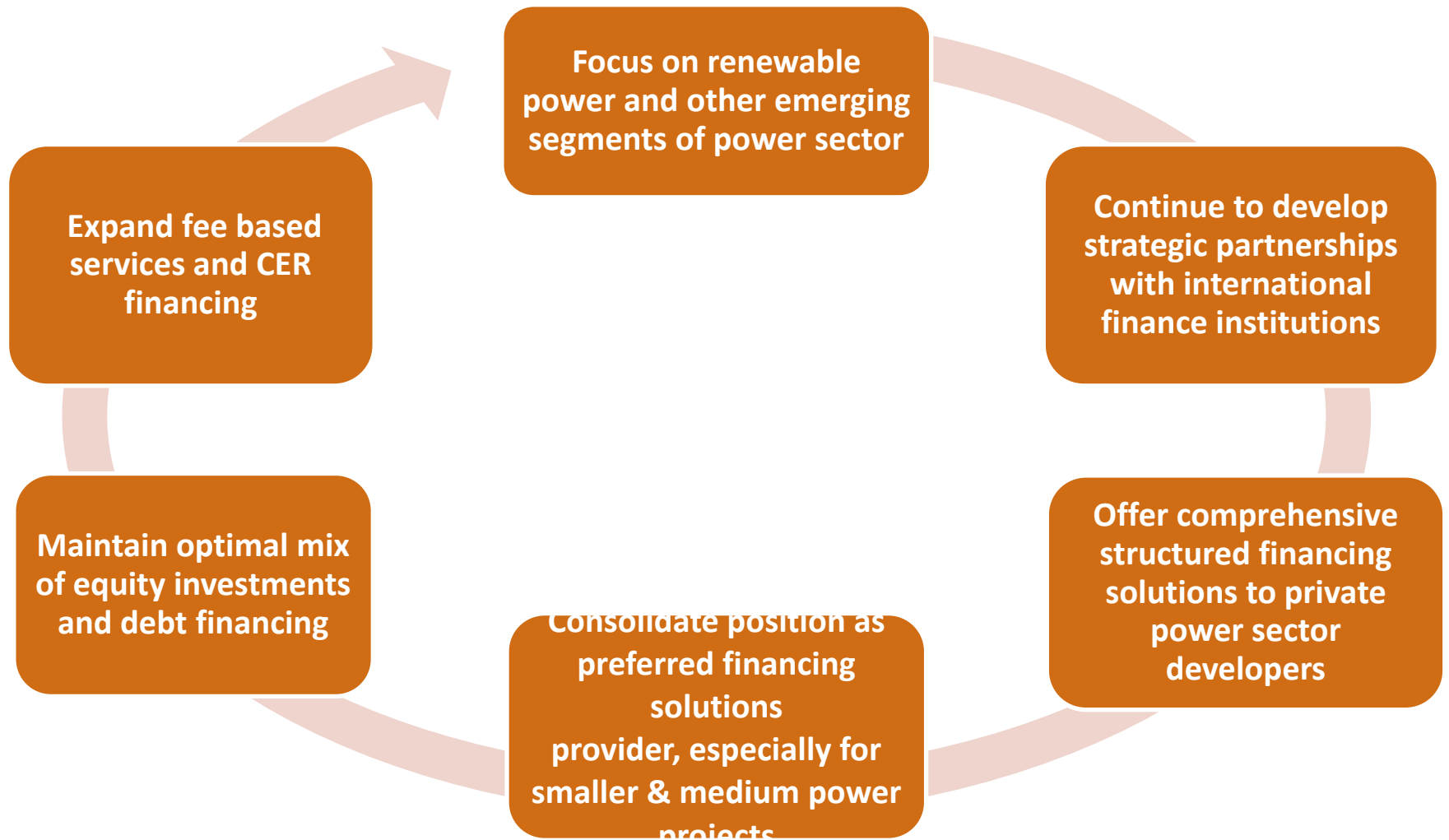
**Debt Sanctioned**



**Debt Outstanding**



# Way Forward



**Thank You**