

PTC India Financial Services Limited



Corporate Presentation



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Background & Business

PFS – Background and business



Goldman Sachs and **Macquarie** acquire stake in PFS

PFS completes Initial Public Offer (IPO), ECBs from **DEG** and **IFC**

2006

2008

2010

2011

2015

PFS incorporated as a subsidiary of **PTC India Limited**

PFS classified as **Infrastructure Finance Company** by RBI

PFS becomes the first institution in India, to sign IFC's **Master Cooperation Agreement**

Lends and invests primarily in private power projects

Robust track record on equity investments

Offers unique structured & innovative products

Efficient capital utilisation to aid scale up



To provide Investment and Financing for Power and Related Infrastructure

**PTC India Financial
Services Limited**



Debt Financing

Equity Financing

Structured Products

Fee Based Services

For Greenfield and Brownfield
Projects

Providing Capital for
Expansion activities

Investing in projects across
energy value chain

Underwriting, Loan
Syndication, Advisory

Board of Directors

Board of Directors



Name	Brief Profile
Mr. Deepak Amitabh - Chairman	CMD of PTC India Ltd and a former member of Civil Services
Dr. Ashok Haldia - Managing Director & CEO	Whole-time Director of PFS since 2008. Former Secretary, ICAI and Technical Advisor on Board of International Federations of Accountants. Has wide experience in power sector, reforms and restructuring, policy and financing of power projects and public sector management and reforms, participative banking, corporate law and governance, formulation of accounting & auditing standards, WTO-GATS
Dr. Pawan Singh - Whole-time Director (Finance) & CFO	Former member of Civil Services. Former Director (Finance) of Delhi Power Company Ltd, Delhi Transco Ltd etc. Has worked in various infrastructure sector companies like Powergrid, Indian Railways, Tata Steel.
Mr. Ajit Kumar	Director (Commercial & Operations) of PTC India Limited. Former Executive Director of NTPC Limited.
Mr. Arun Kumar	Director (Finance) & CFO of PTC India Limited.
Mr. H. L. Bajaj	Shri H L Bajaj is the former Chairperson of CEA and Ex officio Secretary to the GoI. He has served on the Boards of NTPC Ltd and Nuclear Power Corporation. He is Life Fellow: The Institute of Electrical and Electronics Engineers, U.S.A and All India Management Association; Fellow: The Institute of Engineering and Technology (UK), The Institution of Engineers (India), Indian National Academy of Engineering.
Mrs. Pravin Tripathi	Mrs. Tripathi is from IA&AS of 1973 Batch (retired) and has worked at various senior positions in Govt. of India. She has served as member - Competition Appellate Tribunal, Member - Airport Economic Regulatory Authority Appellate Tribunal and as Deputy Comptroller & Auditor General of India
Mr. Ved Kumar Jain	A known authority in Direct Taxes, was on Board of Governors of Indian Institute of Corporate Affairs, served as the President of The Institute of Chartered Accountants of India. Now holds Directorship in various companies.

Financial Highlights

Q3 & 9M FY2017

Key Indicators



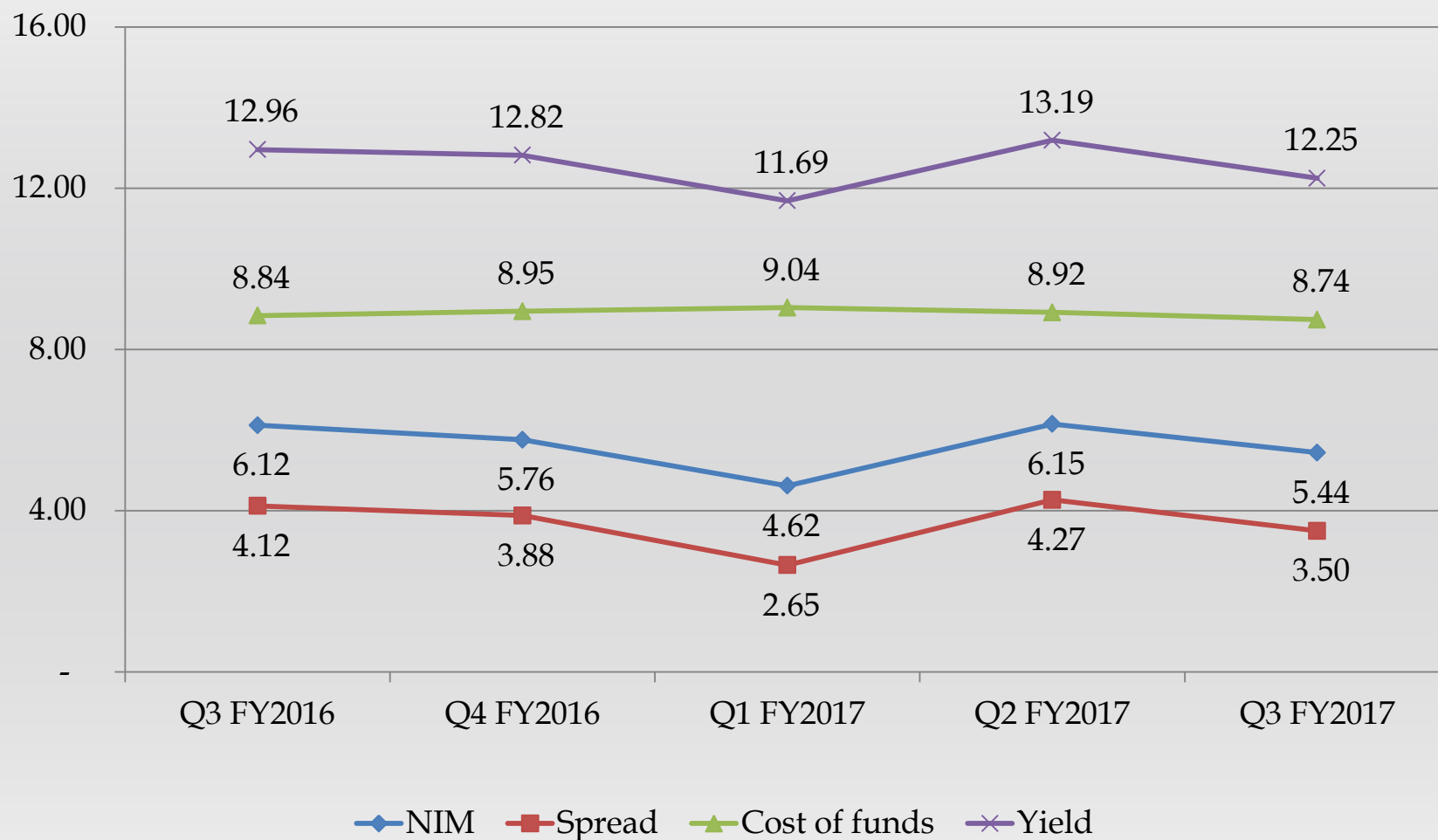
Qtr ended 31 st Dec 2016	Qtr ended 31 st Dec 2015	Particulars	9 months ended 31 st Dec 2016	9 months ended 31 st Dec 2015	Year ended 31 st Mar 2016
3,377	1,522	Loan Sanctioned (Rs. Crs)	7,954	4,398	6,528
597	905	Loan Disbursed (Rs. Crs)	2,348	2,105	3,555
9,613	7,795	Loan Assets (Rs. Crs)	9,613	7,795	8,634
12.25	12.96	Yield on Loan Assets (%)	12.43	13.13	13.07
8.74	8.84	Cost of borrowed funds (%)	8.90	9.07	9.05
3.50	4.12	Interest Spread (%)	3.53	4.07	4.02
5.44	6.12	Net Interest Margin (%)	5.43	6.05	5.98
1.64	1.24	Earnings Per Share (Rs.)	4.66	6.09	6.96
6.28	6.68	Cost to Income Ratio (%)	6.23	6.45	6.71
26.20	23.58	Capital Adequacy Ratio (%)	26.20	23.58	21.77
3.21	3.45	Debt Equity Ratio (%)	3.21	3.45	3.75
16.43	15.87	Return on Networth (%)	17.56	28.30	23.99
0.85	0.86	Return on Assets (%)	2.40	4.25	4.43

Results Overview: P&L

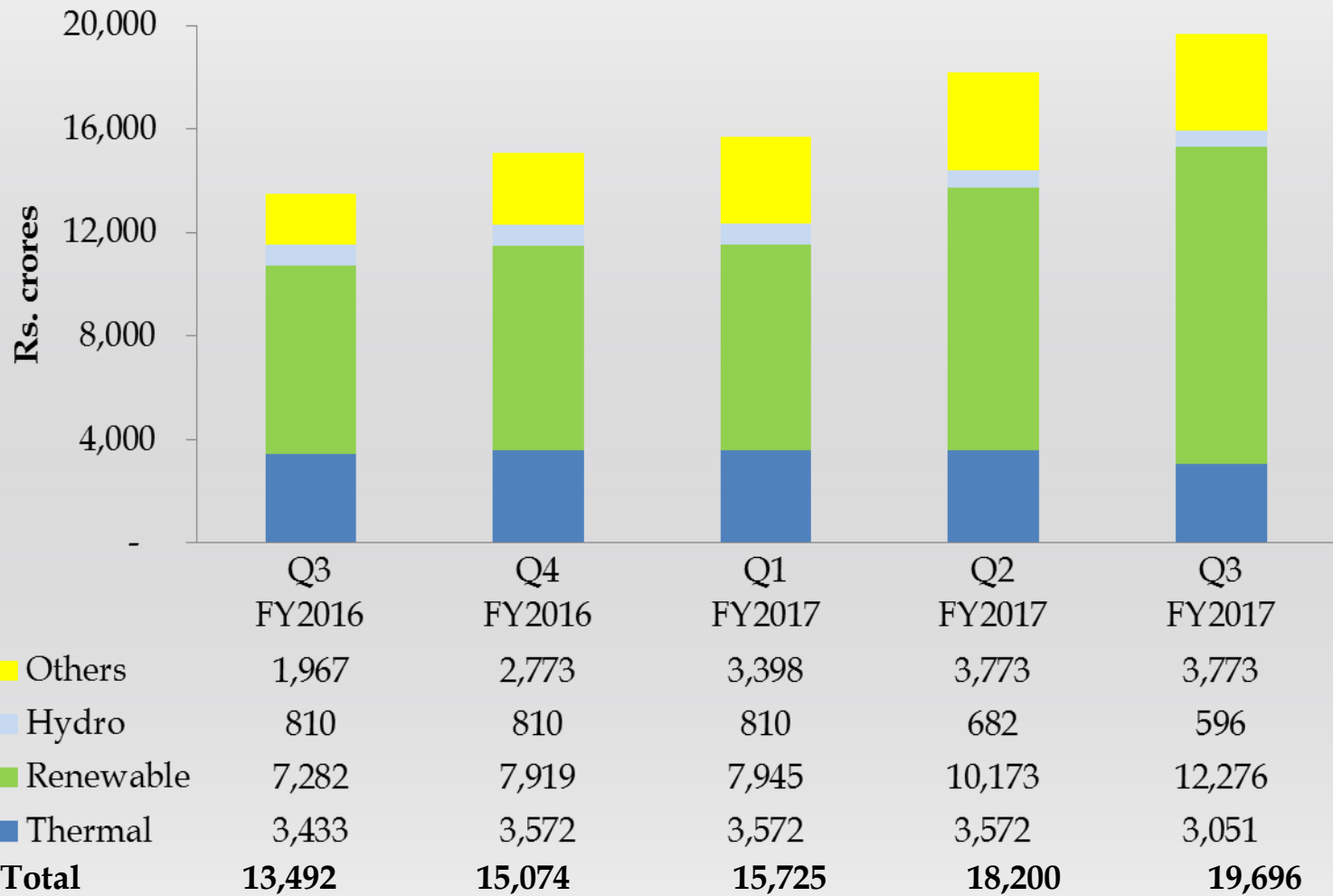


Qtr ended 31 st Dec 2016	Qtr ended 31 st Dec 2015	Shift %	Particulars (Rs. Crores)	9 months ended 31 st Dec 2016	9 months ended 31 st Dec 2015	Shift %	Year ended 31 st Mar 2016
293.38	233.38	25.71	Interest Income	849.84	665.40	27.72	921.41
-	-	-	Profit on sale of equity investments	11.59	206.93	(94.40)	206.93
20.03	14.69	36.37	Other Operating Income	58.31	44.60	30.72	58.58
313.41	248.06	26.34	Total Income	919.74	916.93	0.31	1,186.91
163.46	125.56	30.18	Interest and financial charges	478.96	366.03	30.85	507.24
5.90	5.63	4.83	Loss on foreign currency translation	15.28	17.30	(11.71)	22.87
8.64	3.36	157.02	Provisions	44.43	51.65	(13.98)	95.19
9.06	7.80	16.08	Other operating expenses	25.84	21.06	22.67	30.19
187.06	142.36	31.40	Total expenses	564.50	456.05	23.78	655.49
126.35	105.70	19.54	Profit from operation (before other income)	355.24	460.89	(22.92)	531.43
0.13	0.00	3,522.86	Other Income	0.50	0.01	4,404.55	0.01
126.47	105.70	19.65	Profit before tax	355.73	460.90	(22.82)	531.44
43.25	36.25	19.30	Tax expense (including deferred tax)	120.16	118.83	1.12	140.35
83.22	69.45	19.84	Profit after tax	235.57	342.06	(31.13)	391.10

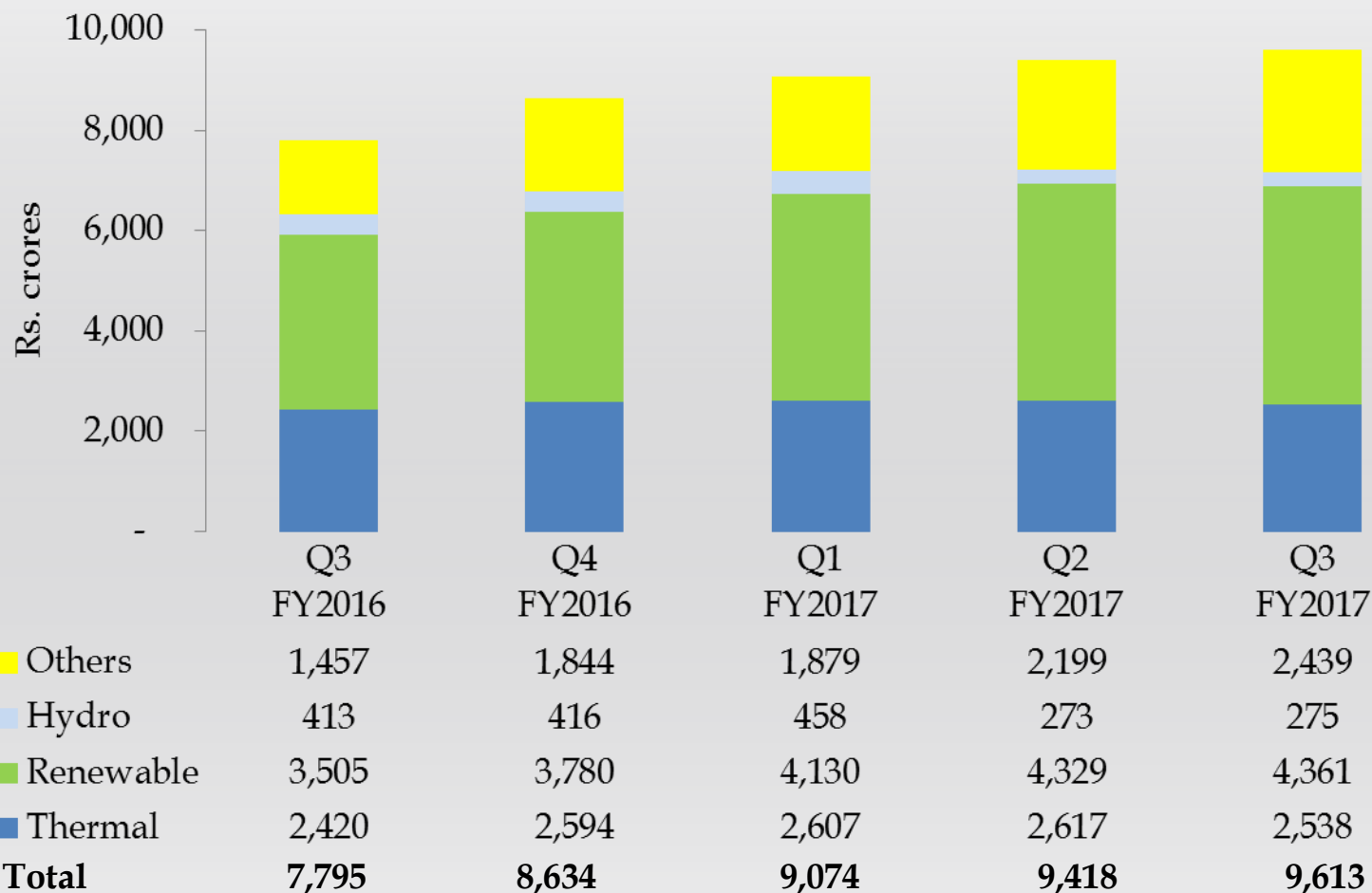
NIMs driven by optimal mix of funds



Cumulative Debt Sanctioned



Debt Outstanding



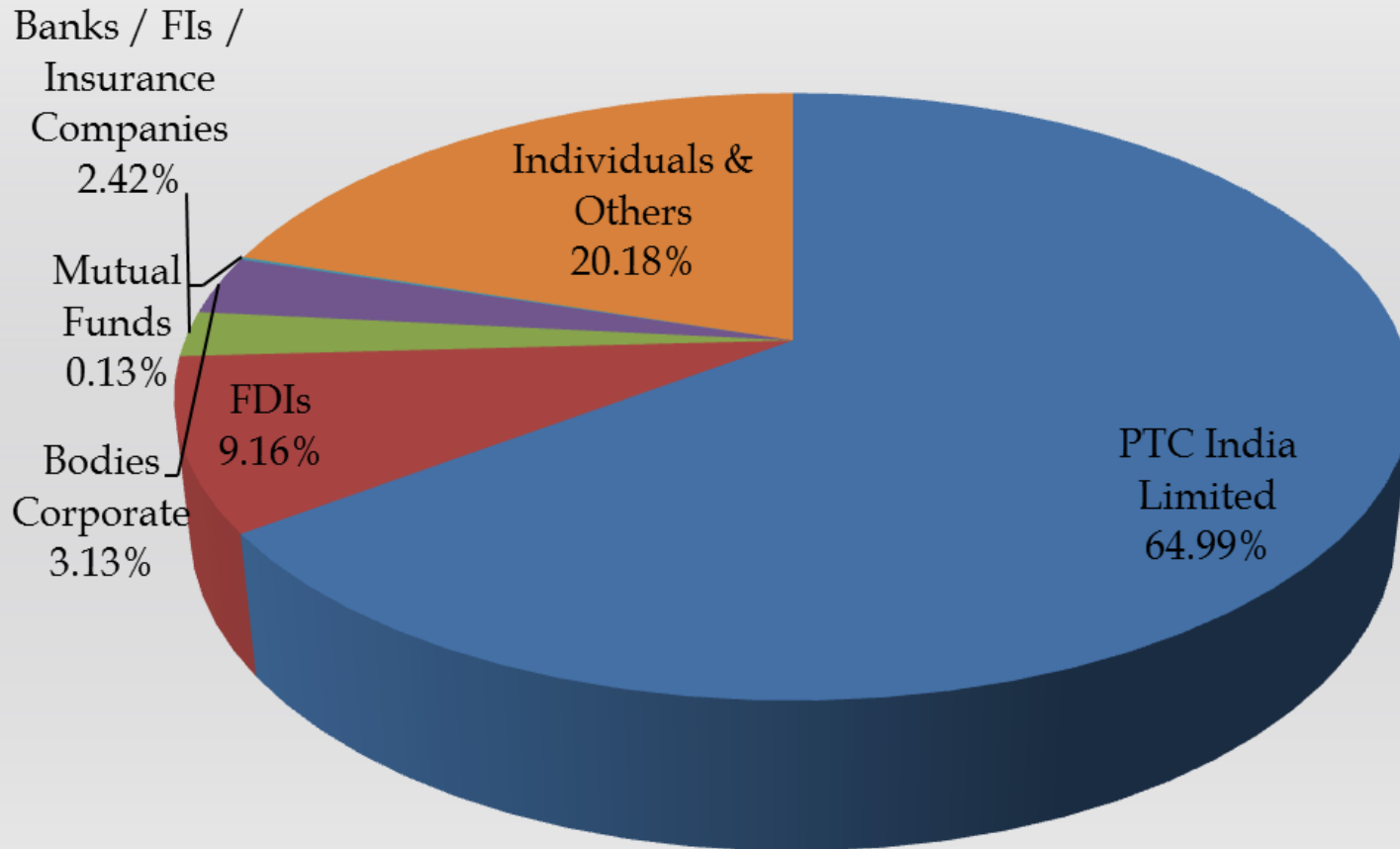
Status of significant equity investments



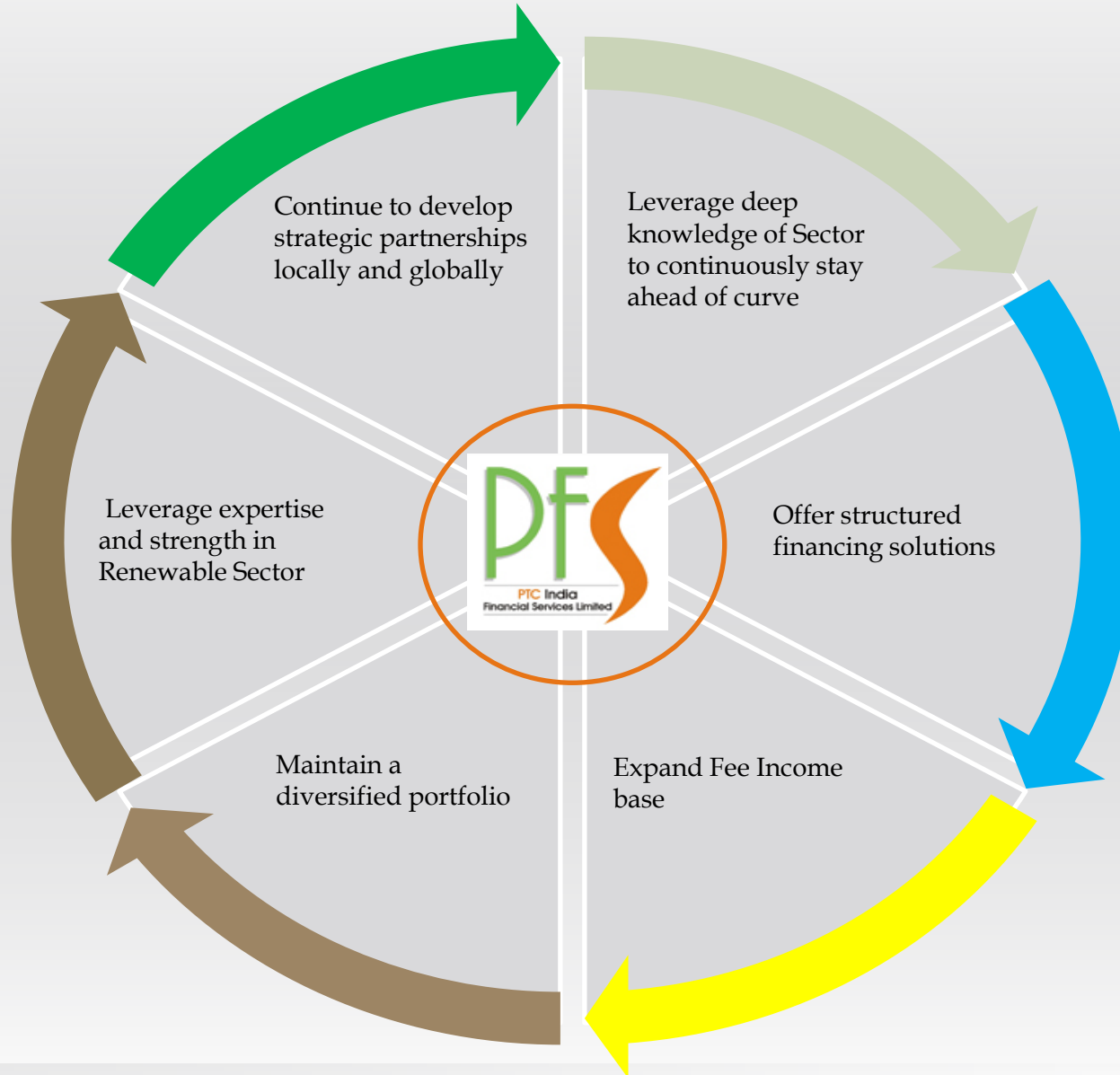
Project	Capacity (MW)	Outstanding as at 31 st Dec 2016 (Rs. crore)	Investment Status
Indian Energy Exchange Limited	N.A.	1.52	<ul style="list-style-type: none"> Operational since June 2008. PFS holds 5% on fully diluted basis in the Company.
East Coast Energy Private Limited	1,320	133.38	<ul style="list-style-type: none"> Construction activities are in progress. Cost overrun for the project has been approved by the lead FI. PFS has received FIPB approval to swap its shareholding into shares of holding company.
R S India Wind Energy Private Limited	99	61.12	<ul style="list-style-type: none"> Phase I (41.25 MW) is commissioned. WTG manufacturing facility housed in a group company is commissioned. PFS has made a provision of entire amount.
Total		196.02	

Shareholding Pattern

Shareholding as at 31st December 2016



Way Forward





Thank You