

# Q4 & FY2013 Results Presentation



# Preferred financial partner across energy value chain



# Results Overview

Qtr Ended 31 <sup>st</sup> March, 2013	Qtr Ended 31 <sup>st</sup> March, 2012	Shift %	Particulars (in Rs. Crore)	Year Ended 31 <sup>st</sup> March, 2013	Year Ended 31 <sup>st</sup> March, 2012	Shift %
77.07	116.06	(33.60)	Total Revenue	286.52	307.20	(6.73)
77.07	49.55	55.54	Total Revenue excluding profit on sale of equity investments	286.52	179.96	59.22
69.70	41.86	66.52	Interest Income	251.32	132.95	89.02
28.11	16.75	67.81	Interest Expense	97.71	64.28	51.99
41.60	25.11	65.66	Net Interest Income	153.61	68.67	123.69
36.95	82.85	(55.40)	Profit before tax	155.29	201.64	(22.99)
24.23	63.27	(61.70)	Profit after tax	104.16	154.04	(32.38)

Excluding profit on sale of equity investments, Profit after tax increased 132% and 111% during quarter and year ended 31<sup>st</sup> March 2013 respectively compared to corresponding previous periods.

# Financial Overview

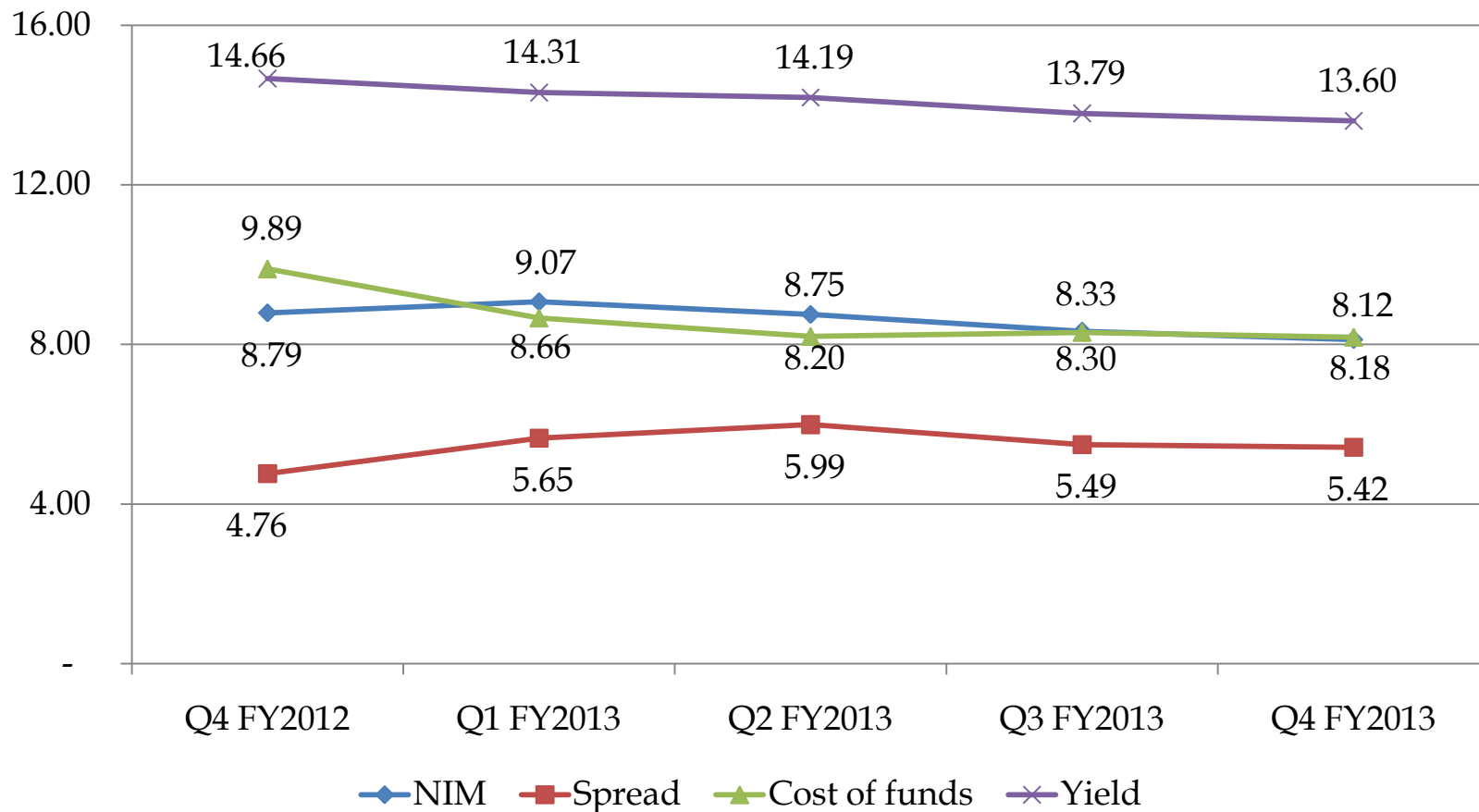
Particular (Rs. crore)	Q4 FY13	Q4 FY12	% Y-o-Y Variance	FY13	FY12	% Y-o-Y Variance
Interest Income	69.70	41.86	66.52	251.32	132.95	89.02
Profit on sale of investments	-	66.51	(100.00)	-	127.24	(100.00)
Other Operating Income	7.34	7.64	(3.92)	34.97	46.62	(25.00)
<b>Total Income from operations</b>	<b>77.04</b>	<b>116.01</b>	<b>(33.59)</b>	<b>286.28</b>	<b>306.81</b>	<b>(6.69)</b>
Interest & Financial charges	30.97	19.70	57.22	101.17	68.61	47.46
Contingent provision against standard assets	1.40	3.66	(61.69)	5.16	4.63	11.52
Other operating expenses	7.75	9.85	(21.36)	24.90	32.32	(22.96)
<b>Total Expenses</b>	<b>40.12</b>	<b>33.21</b>	<b>20.80</b>	<b>131.23</b>	<b>105.56</b>	<b>24.32</b>
Profit from operations (before other Income)	36.92	82.80	(55.40)	155.05	201.26	(22.96)
Other Income	0.03	0.05	(48.63)	0.24	0.38	(37.31)
<b>Profit before tax</b>	<b>36.95</b>	<b>82.85</b>	<b>(55.40)</b>	<b>155.29</b>	<b>201.64</b>	<b>(22.99)</b>
Tax expenses (including deferred tax)	12.72	19.58	(35.04)	51.13	47.60	7.42
<b>Net profit for the period</b>	<b>24.23</b>	<b>63.27</b>	<b>(61.70)</b>	<b>104.16</b>	<b>154.04</b>	<b>(32.38)</b>

Excluding profit on sale of equity investments, Profit after tax increased 132% and 111% during quarter and year ended March 31, 2013 respectively compared to corresponding previous periods.

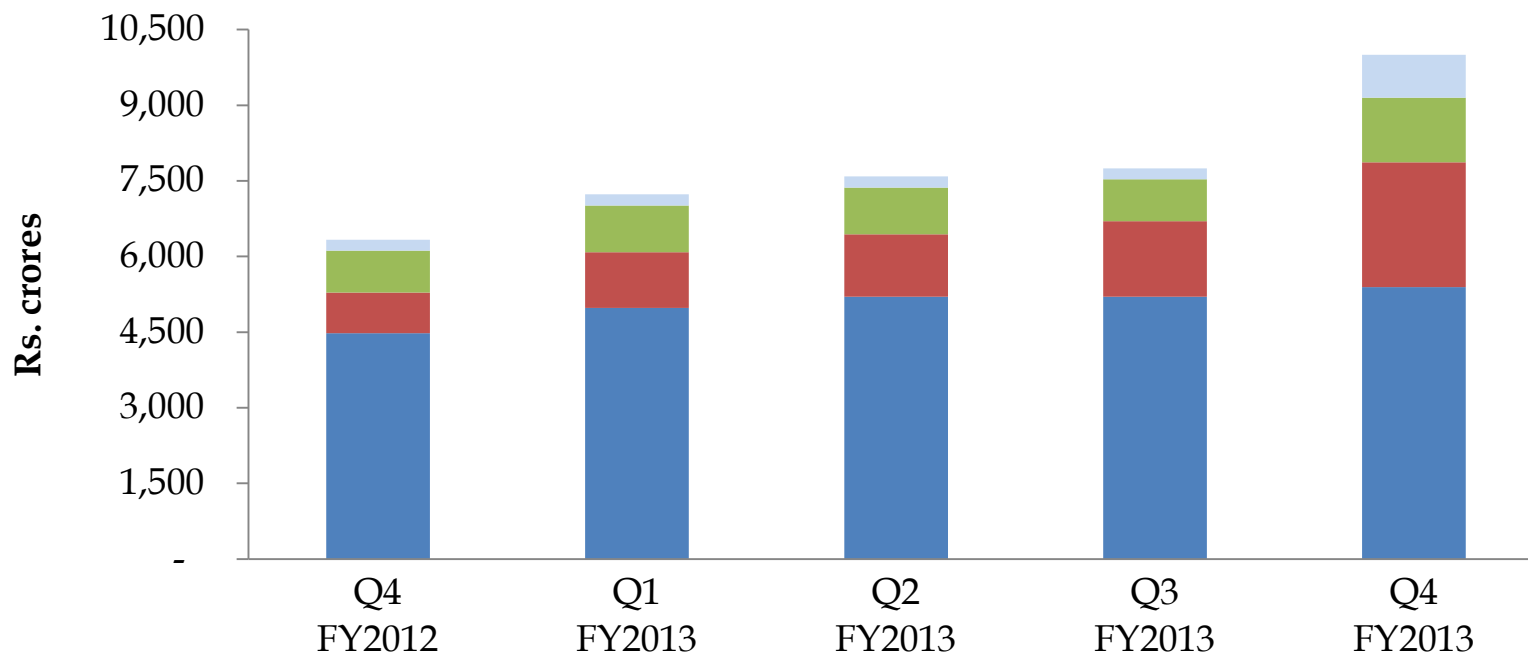
# Key Indicators

Qtr Ended 31 <sup>st</sup> March, 2013	Qtr Ended 31 <sup>st</sup> March, 2012	Particulars	Year Ended 31 <sup>st</sup> March, 2013	Year Ended 31 <sup>st</sup> March, 2012
2,342	1,438	Loan Sanctioned (Rs. Crs)	3,730	3,469
451	220	Loan Disbursed (Rs. Crs)	1,332	624
2,296	1,270	Loan Assets (Rs. Crs)	2,296	1,270
13.60	14.66	Yield on Loan Assets (%)	13.90	14.30
8.18	9.89	Cost of funds (%)	8.31	10.13
5.42	4.76	Interest Spread (%)	5.59	4.17
8.12	8.79	Net Interest Margin (%)	8.50	7.38
0.43	1.13	Earnings Per Share (Rs.)	1.85	2.74
42.01	66.98	Capital Adequacy Ratio (%)	42.01	66.98
1.27	0.65	Debt Equity Ratio (%)	1.27	0.65
1.94	5.55	Return on Average Networth (%)	8.60	14.07
1.94	0.91	Return on Average Networth (excluding profit on sale of investments) (%)	8.60	4.51
0.84	3.22	Return on Assets (%)	3.59	7.88
0.98	0.68	Return on Assets excluding equity investments(%)	4.22	3.22

# NIMs driven by optimal mix of funds

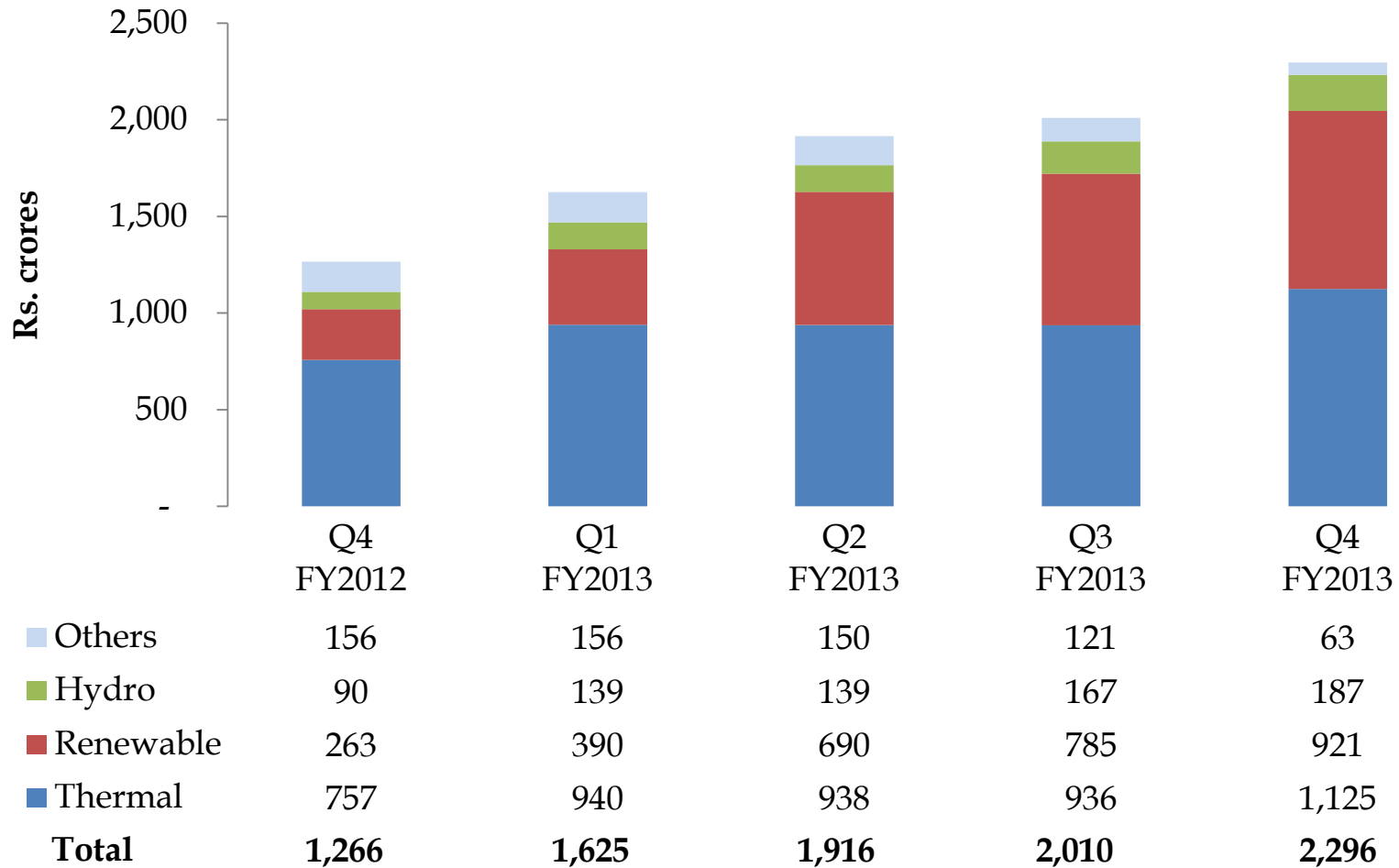


# Cumulative Debt Sanctioned



Others	218	218	218	218	850
Hydro	829	929	929	829	1,279
Renewable	809	1,106	1,241	1,501	2,474
Thermal	4,479	4,979	5,201	5,201	5,396
<b>Total</b>	<b>6,335</b>	<b>7,232</b>	<b>7,589</b>	<b>7,748</b>	<b>9,999</b>

# Debt Outstanding





# Status of Equity Investments

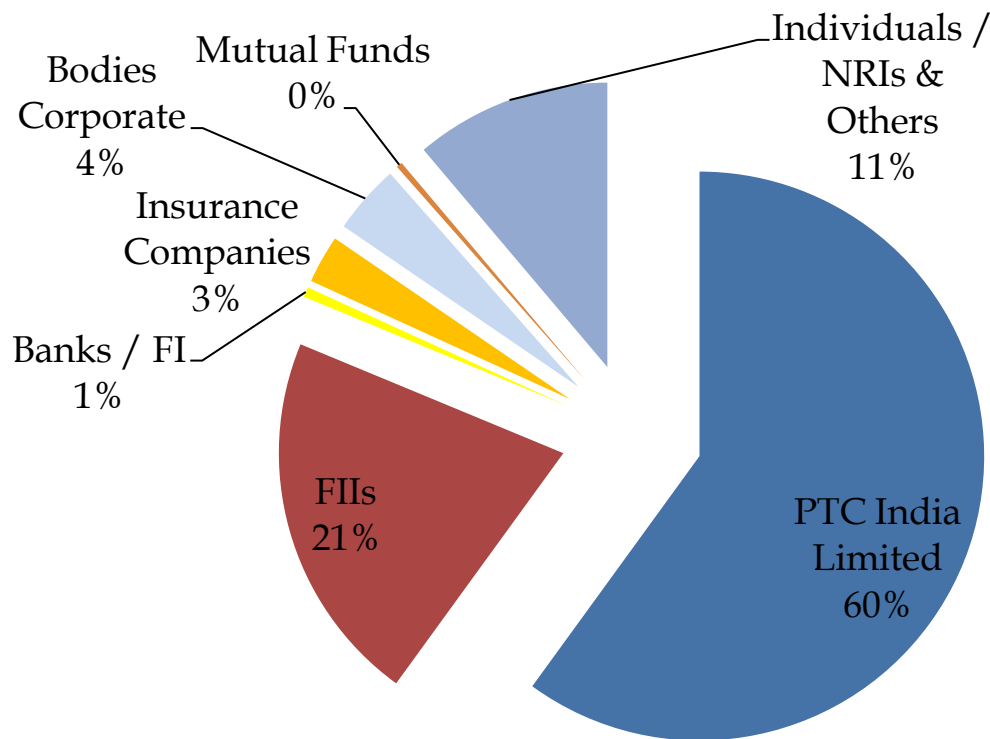
Project	Capacity (MW)	Outstanding as at 31 <sup>st</sup> March 2013 (Rs. crore)	Investment Status
Indian Energy Exchange Limited	N.A.	1.52	<ul style="list-style-type: none"> <li>Operational since June 2008.</li> <li>PFS holds 5% on fully diluted basis in the Company.</li> </ul>
Ind Barath Energy (Utkal) Limited	700	105.00	<ul style="list-style-type: none"> <li>Project execution is at advanced stage and is expected to be commissioned by November 2013.</li> </ul>
Meenakshi Energy Private Limited	1,000	124.68	<ul style="list-style-type: none"> <li>Phase I - Unit I and II (300MW each) fully commissioned.</li> <li>Phase II - Unit I and II (350 MW each) are expected to be commissioned by June 2014 and September 2014 respectively.</li> </ul>
East Coast Energy Private Limited	1,320	133.38	<ul style="list-style-type: none"> <li>Construction activities are in progress. Phase I is expected to be commissioned by December 2015 and phase II is expected by March 2016.</li> <li>PFS has received FIPB approval to swap its shareholding into shares of holding company.</li> </ul>
R S India Wind Energy Private Limited	99	61.12	<ul style="list-style-type: none"> <li>Phase I (41.25 MW) is commissioned and phase II is under implementation</li> <li>WTG manufacturing facility housed in a group company is also commissioned.</li> </ul>
<b>Total</b>		<b>425.70</b>	

# Balance Sheet

Equity and Liabilities (Rs. in Crores)	As at 31 <sup>st</sup> March 2013	As at 31 <sup>st</sup> March 2012	Assets (Rs. in Crores)	As at 31 <sup>st</sup> March 2013	As at 31 <sup>st</sup> March 2012
<b>Shareholders' funds</b>			<b>Non-current assets</b>		
Share capital	562.08	562.08	Fixed assets	22.61	25.83
Reserves and surplus	664.06	601.19	Non-current investments	529.22	421.10
<b>Non-current liabilities</b>			Long-term loans & advances	2,072.20	1,093.83
Long-term borrowings	945.66	687.97	Other non-current assets	32.59	13.39
Deferred tax liab. (net)	14.27	5.04	<b>Current assets</b>		
Long-term provisions	12.00	6.73	Current investments	14.99	-
<b>Current liabilities</b>			Trade receivables	0.28	0.62
Short-term borrowings	586.80	28.10	Cash and cash equivalents	67.93	198.13
Trade payables	3.46	6.57	Short-term loans & advances	42.29	138.99
Other current liabilities	84.37	57.94	Other current assets	116.91	63.73
Short-term provisions	26.33	0.01	<b>Total assets</b>	<b>2,899.03</b>	<b>1,955.62</b>
<b>Total liabilities</b>	<b>2,899.03</b>	<b>1,955.62</b>			

Robust balance sheet gives management the flexibility to scale up the loan book

# Shareholding as at 31<sup>st</sup> March 2013



## Top 10 shareholders as at 31<sup>st</sup> March 2013

Name	% Equity	Name	% Equity
PTC India Limited	60.00	Life Insurance Corporation Of India	2.47
GS Strategic Investments Limited	8.66	Bajaj Allianz Life Insurance Company Limited	2.16
HSBC Bank (Mauritius) Limited A/C GMFA Asia Venture Limited	3.68	Capital International Emerging Markets Fund	1.81
Macquarie India Holdings Limited	3.46	HDFC Trustee Company Limited	0.30
Emerging Markets Growth Fund, Inc.	2.81	General Insurance Corporation of India	0.26

# Way Forward

Continue to develop strategic partnerships with international finance institutions to maintain optimal cost of borrowing

Focus on Renewable Power & other emerging segments of Power sector

Consolidate position as preferred financing solutions provider, especially for smaller & medium power projects

Offer comprehensive structured financing solutions to private power sector developers

Judiciously grow the debt profile

Expand fee based services

# About PTC India Financial Services Limited (PFS)



PFS is an Indian non-banking finance company promoted by PTC India Limited. Company offers an integrated suite of financial services with a focus on infrastructure development, which includes debt (short term and long term) financing and making equity investments in, private sector Indian companies in the entire energy value chain. PFS also provides fee based syndication and other services as well as carbon credit financing against Certified Emissions Reduction (CER). It received the Infrastructure Finance Company (“IFC”) status in FY11.

For more updates and information on the Company, please log on to [www.ptcfinancial.com](http://www.ptcfinancial.com)  
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