

PTC India Financial Services Limited



Investor Presentation Q1 2019



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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**

Preferential allotment to **PTC India Limited**

2006

2008

2010

2011

2015

2017

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 - 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. Naveen Kumar - Director Operations	Mr. Naveen Kumar is an Electrical Engineer, MBA (Finance) and LLB. Prior to joining PFS, he has worked in power sector majors including BHEL, NTPC and PFC. He has overall experience of about 37 years covering various areas including infrastructure projects formulation, technical and financial appraisal, monitoring and financing / consortium lending of power projects. He also possesses rich experience in area of erection, commissioning, O&M of power projects and setting up of UMPPs.
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. H. L. Bajaj	Mr. 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.
Dr. Rajib Kumar Mishra	Director (Marketing and Business Development) of PTC India Limited.
Mr. C. Gangopadhyay	Director (Projects) at Power Finance Corporation Limited having more than 35 years of experience in power sector, serving organizations like NTPC, PFC and PFCCL.
Mr. H. R. Khan	Ex Deputy Governor of Reserve Bank of India having nearly 38 years experience with RBI. Currently Senior Advisor with KPMG and has been Non-Executive Chairman of the National Securities Clearing Corporation Ltd. (NSCCL).

Board of Directors



Name	Brief Profile
SHRI KAMLESH SHIVJI VIKAMSEY	Shri Kamlesh Shivji Vikamsey has a bachelor's degree in commerce from the University of Mumbai and is a qualified chartered accountant. He is a Senior Partner of Khimji Kunverji & Co, Chartered Accountants since 1982. He has more than thirty five years of experience in Accounting and Finance, Taxation, Corporate and Advisory services. Presently: He is Chairperson of the External Audit Committee (EAC) of International Monetary Fund (IMF), Washington D.C., United States of America; Deputy Chairperson of the Audit Advisory Committee of United Nations Children's Fund (UNICEF), New York, United States of America; and Member of the Independent Management Advisory Committee (IMAC) of International Telecommunication Union (ITU), Geneva, Switzerland.
SHRI SANTOSH B. NAYAR	Shri Sanotsh Balachandran Nayar is the Independent Director on the Board of the Company. Shri Sanotsh Balachandran Nayar has rich working experience of around 40 years in project finance and banking, including international & investment banking, and life insurance industry. Shri Nayar was the Chairman of India Infrastructure Finance Company Limited (IIFCL) , a wholly-owned Government of India Enterprise with an asset size of USD6.5 Bn.

Financial Highlights

Q1 & FY2019

Results Overview



Qtr ended 30 th June 2018	Qtr ended 30 th June 2017	Shift %	Particulars (Rs. Crores)
305.66	286.44	6.71	Interest Income
8.17	13.11	(37.65)	Other Operating Income
11.36	0.58	1,882.98	Other Income
325.19	300.13	8.35	Total Income
209.60	160.78	30.37	Interest and financial charges
5.62	2.12	165.56	Loss on foreign currency translation
17.11	14.23	20.24	Provision and contingencies
8.78	12.45	(29.48)	Other operating expenses
241.11	189.58	27.18	Total expenses
84.07	110.55	(23.95)	Profit before tax
28.15	38.16	(26.23)	Tax expense (including deferred tax)
55.93	72.40	(22.75)	Profit after tax

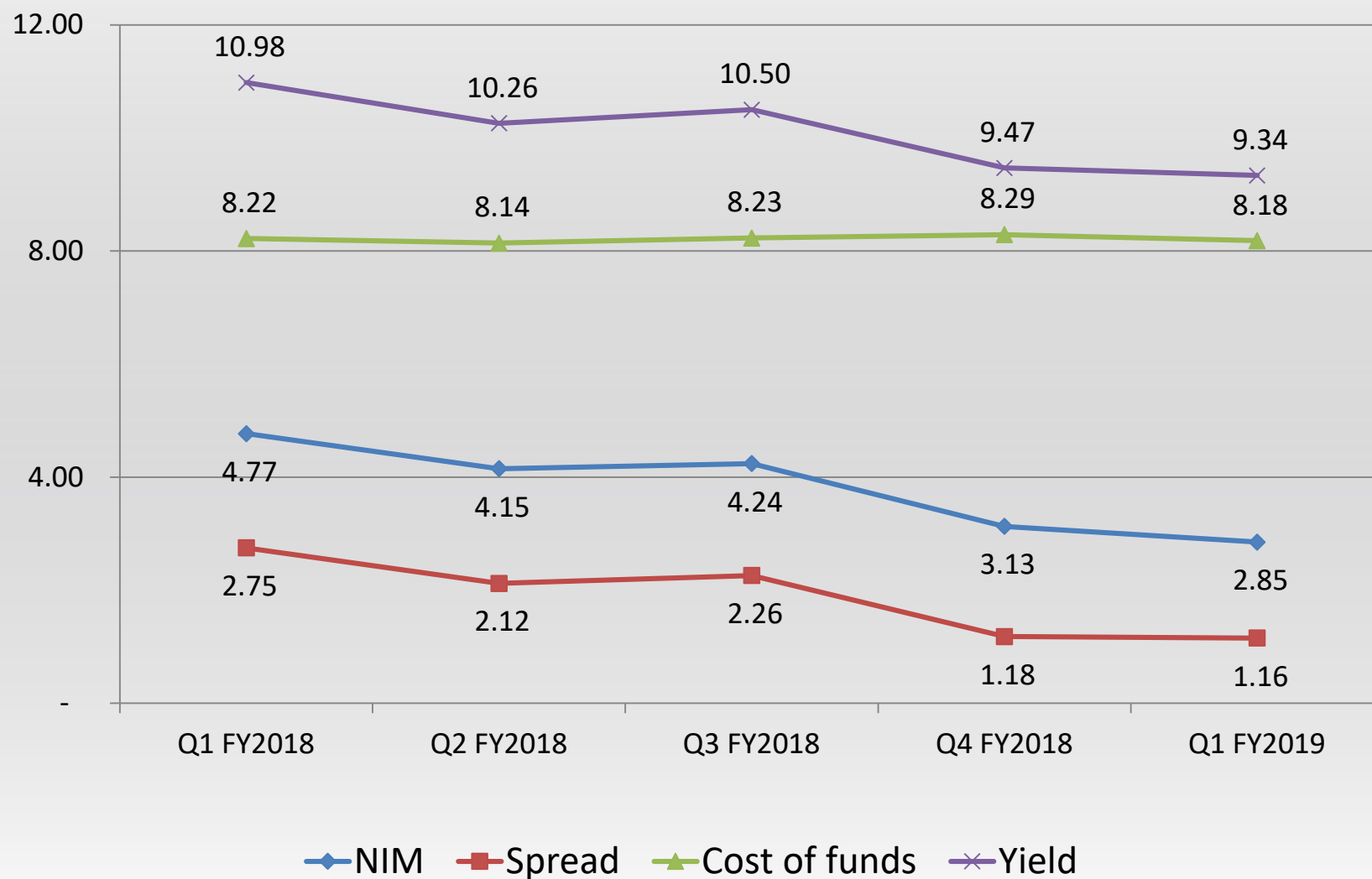
Key Indicators



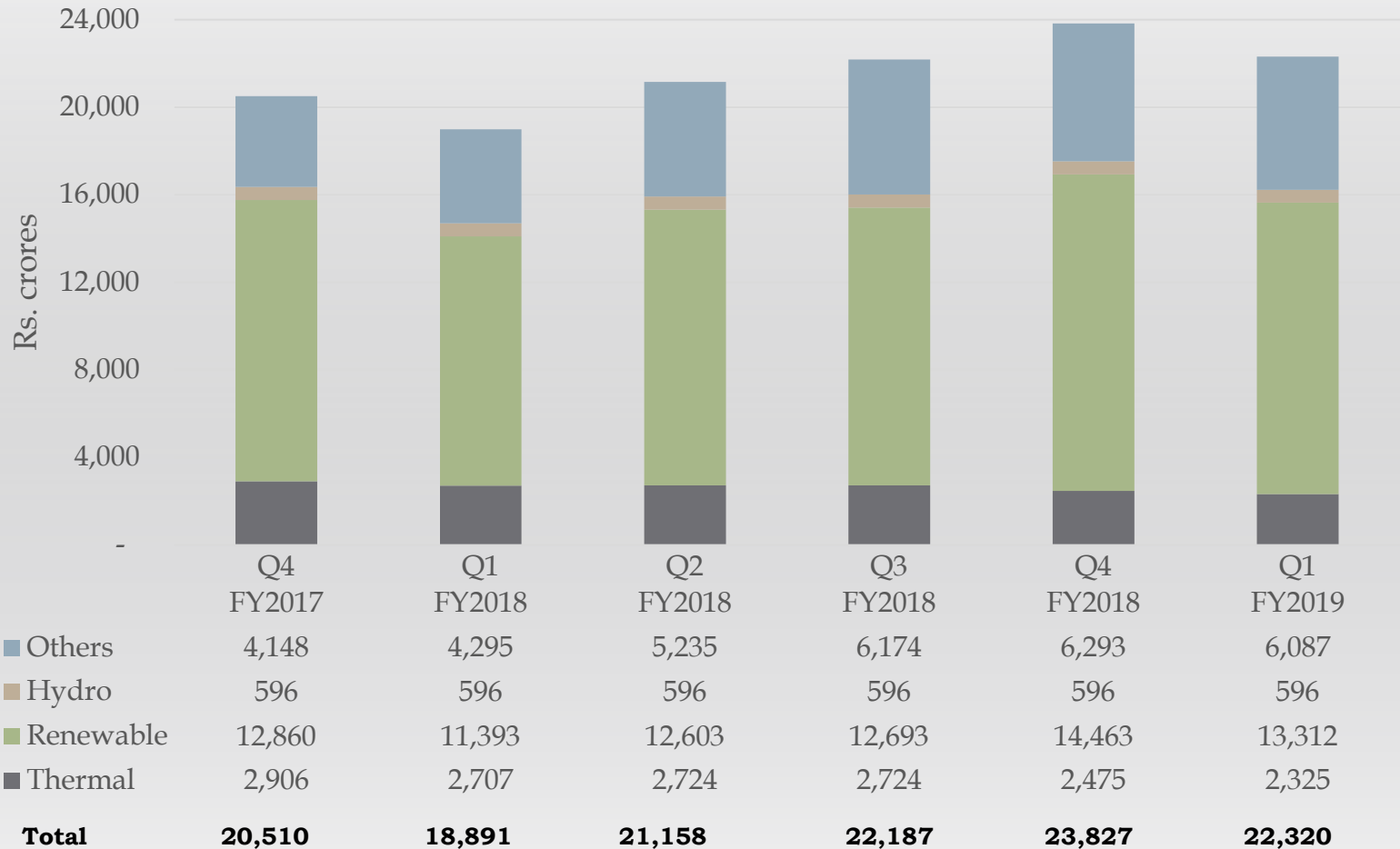
Qtr ended 30 th June 2018	Qtr ended 30 th June 2017	Particulars
1,712	643	Loan Sanctioned (Rs. Crs)
1,189	947	Loan Disbursed (Rs. Crs)
14,364	12,553	Outstanding Credit
13,361	10,963	Loan Assets (Rs. Crs)
1,003	1,590	Non fund based (Rs. Crs)
9.34	10.98	Yield on Loan Assets (%)
8.18	8.22	Cost of borrowed funds (%)
1.16	2.75	Interest Spread (%)
2.85	4.77	Net Interest Margin (%)
0.87	1.13	Earnings Per Share (Rs.)
7.99	9.07	Cost to Income Ratio (%)
19.24	21.19	Capital Adequacy Ratio (%)
5.35	3.41	Debt Equity Ratio (%)
9.65	13.00	Return on Networth (%)
1.74	2.62	Return on Assets (%)

* If adjusted for stressed loan assets, yield, spread and NIM would have been 10.65%, 2.46% and 4.16%

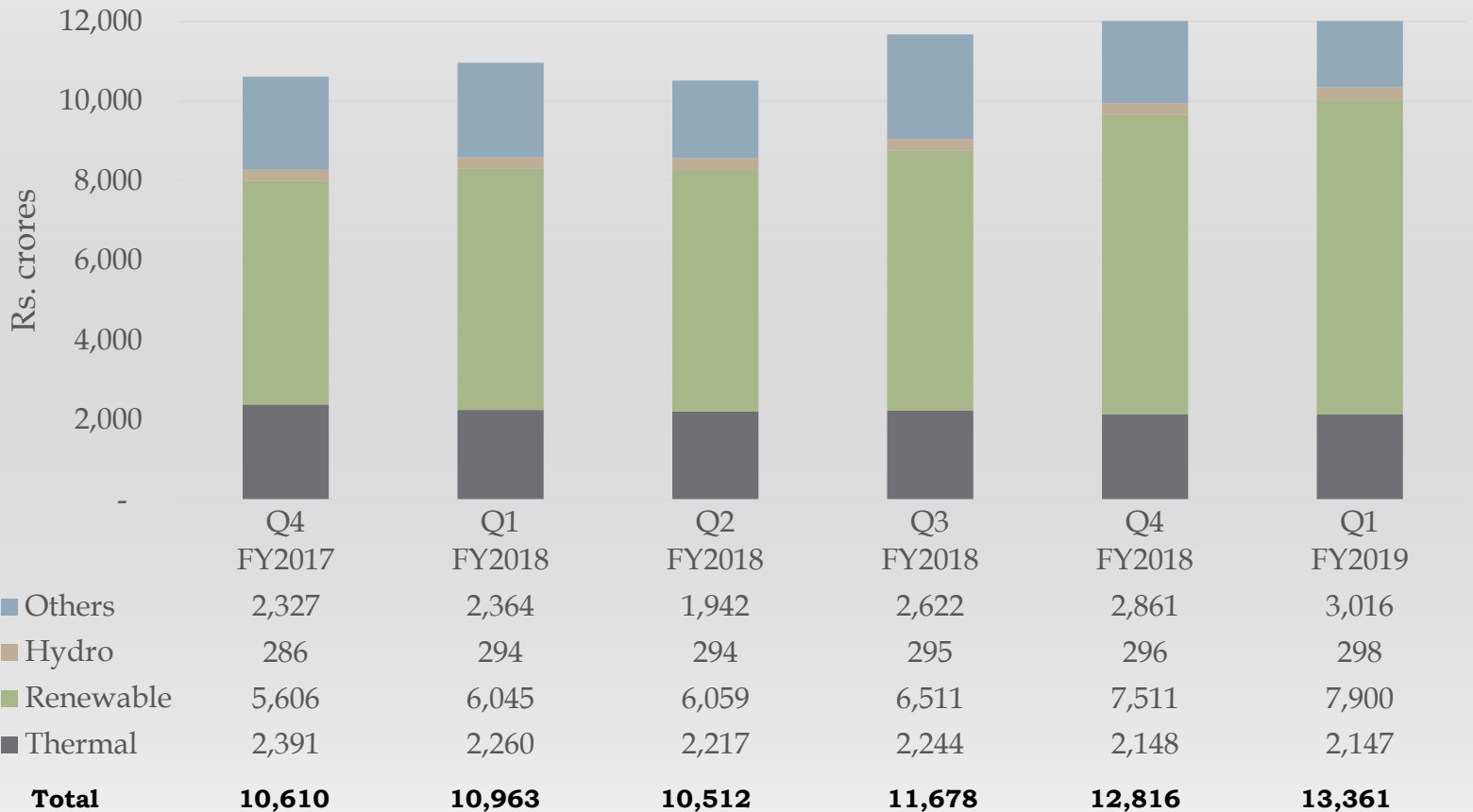
NIMs driven by optimal mix of funds



Cumulative Debt Sanctioned

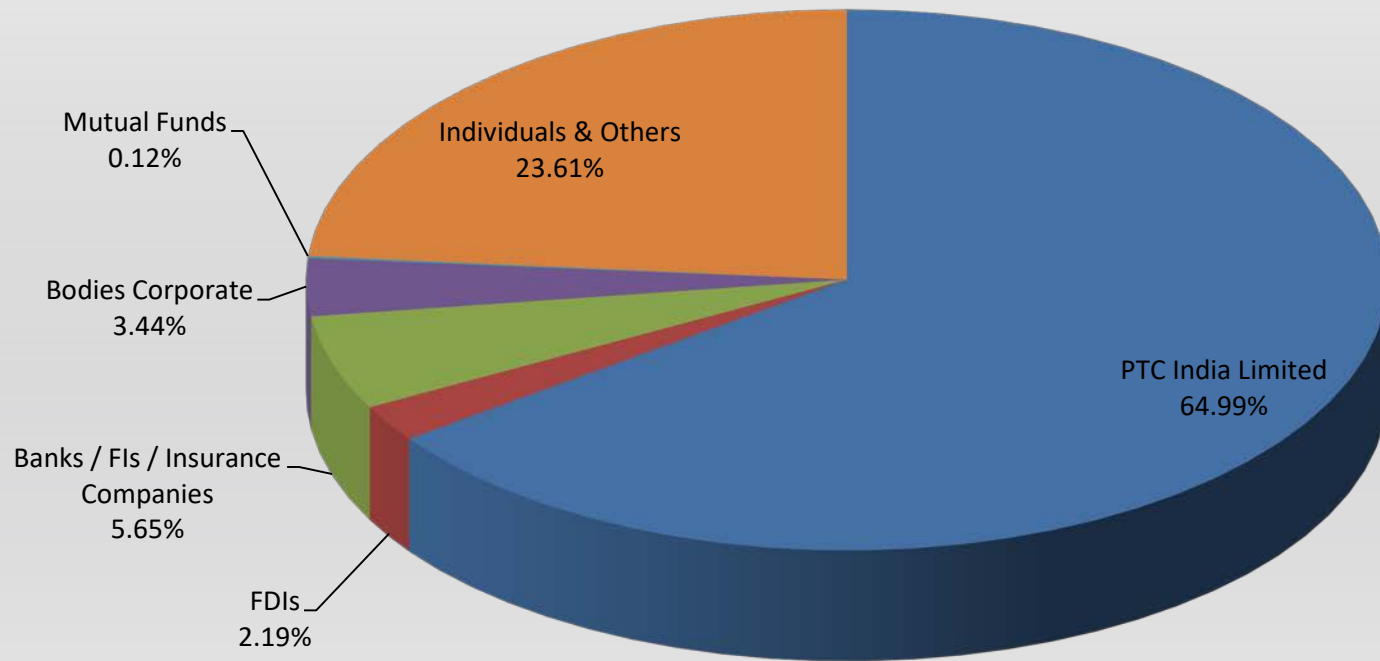


Debt Outstanding

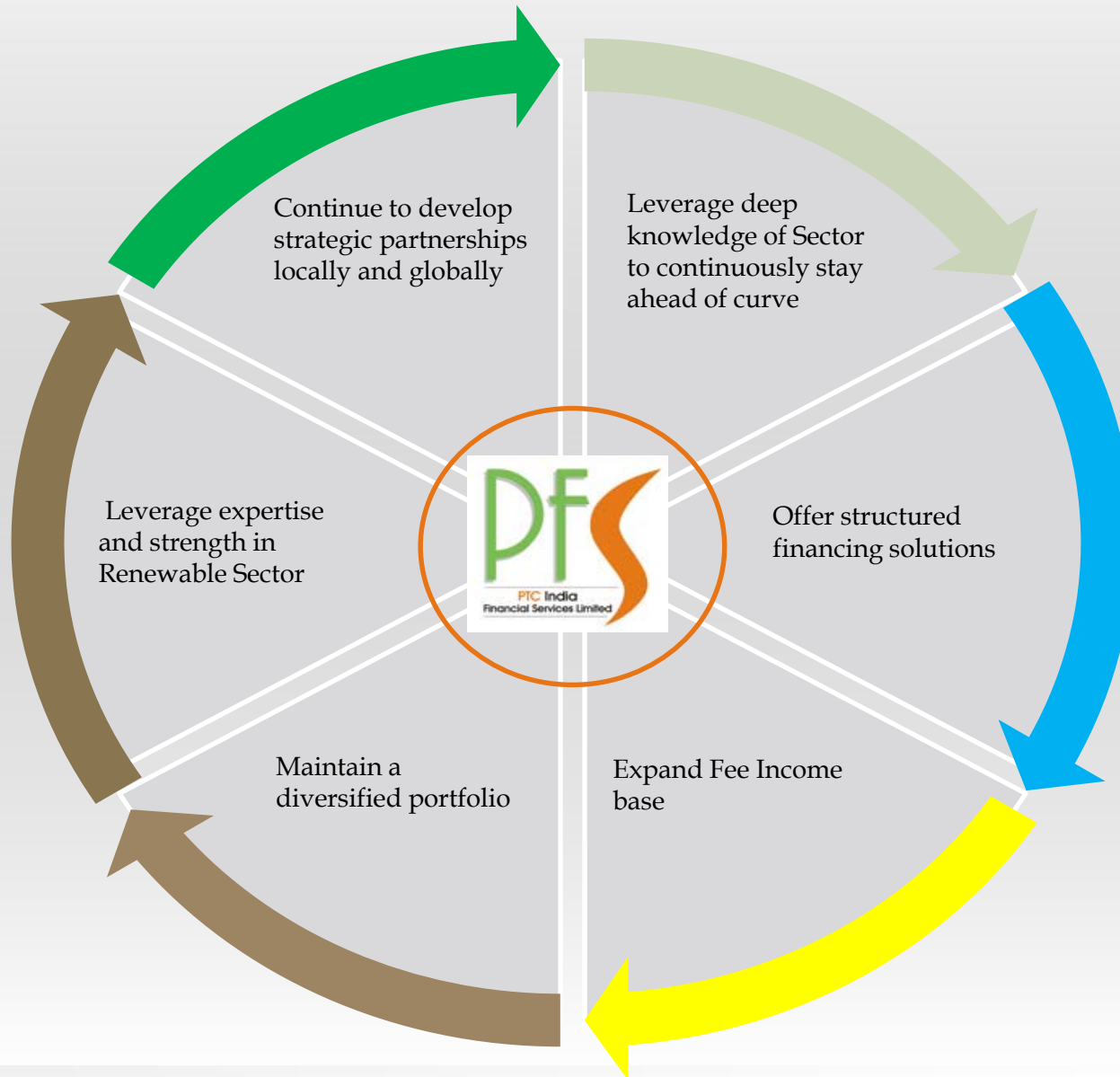


Shareholding Pattern

Shareholding as at 30th June 2018



Way Forward





Thank You