

PTC India Financial Services Limited Q3 - FY2019-20



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PFS – Background and Business



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**

Initiated RIDF

2006

2008

2010

2011

2015

2017

2019

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

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

Preferential allotment to **PTC India Limited**

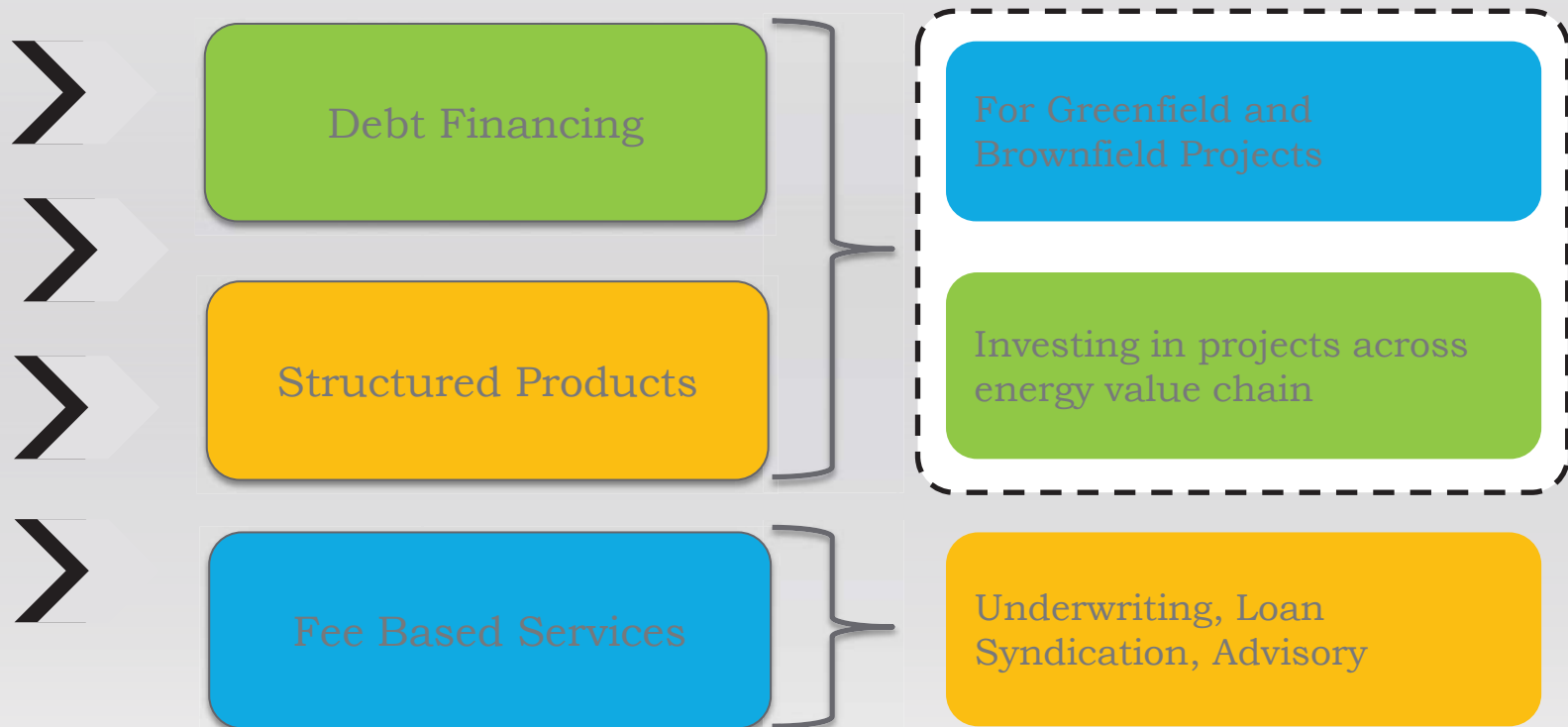
First NBFC availed partial credit enhancement

Business Activities of PFS



To provide Investment and Financing for Power and Related Infrastructure

**PTC India Financial
Services Limited**



Our Board of Directors



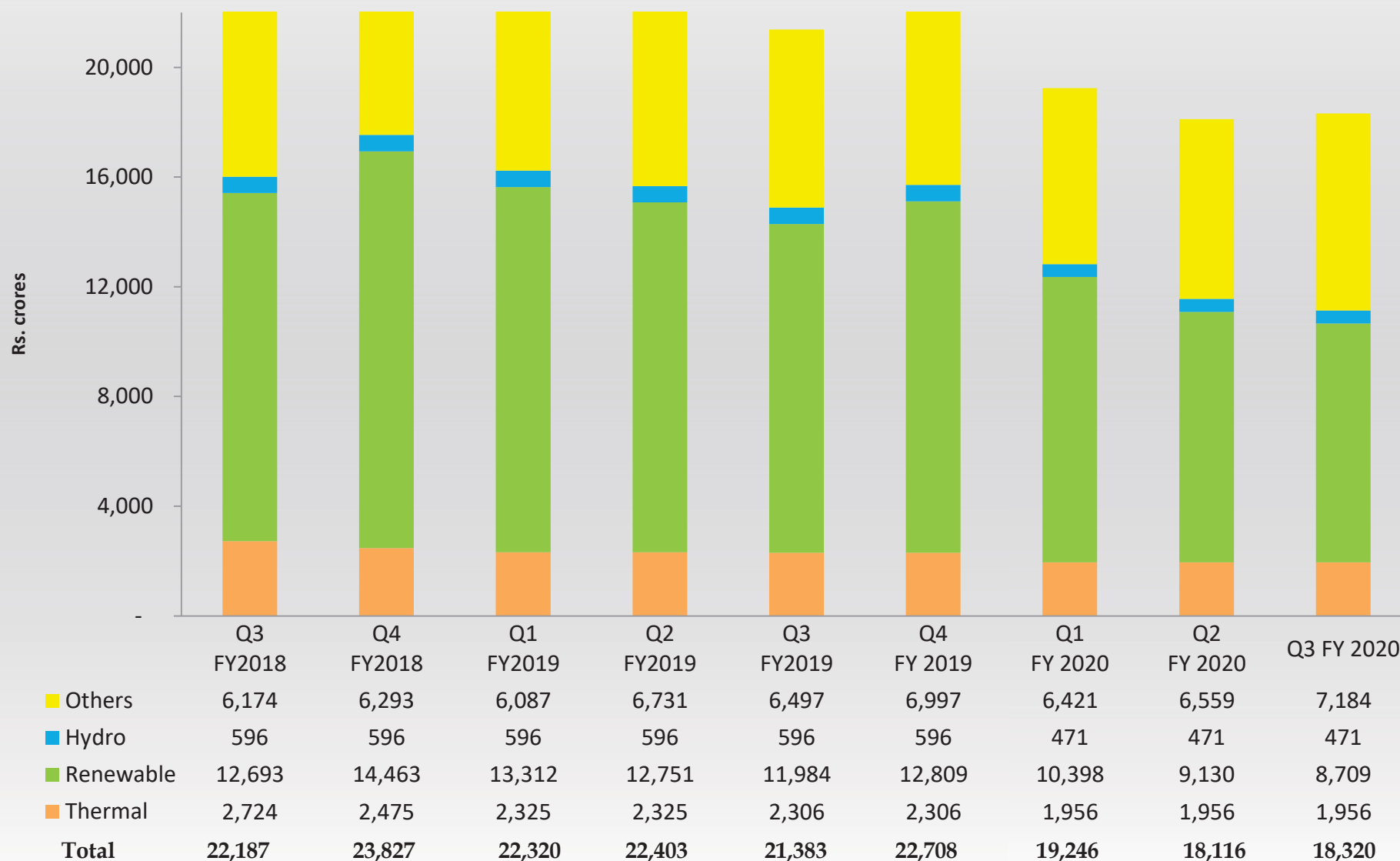
Name	Brief Profile
Mr. Deepak Amitabh – Chairman	CMD of PTC India Ltd and a former member of Civil Services
Dr. Pawan Singh - MD & CEO	Former member of Civil Services, served as D (F) for nearly 8 years at PTC Financial board, Former Director (Finance) of Delhi Power Company Ltd, Delhi Transco Ltd, Genco etc. and was involved with power reforms in Delhi. Has served in various infrastructure sector organizations like Power grid, Indian Railways, Tata Steel. He has been on board of various companies/ institution including IIFCL (AMC), presently also on Board of PTC Energy, MDI, Chairperson of Audit Committee.
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 39 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.
Mr. Kamlesh Shivji Vikamsey	Mr. 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.
Dr. Rajib Kumar Mishra	Director (Marketing and Business Development) of PTC India Limited.

Our Board of Directors

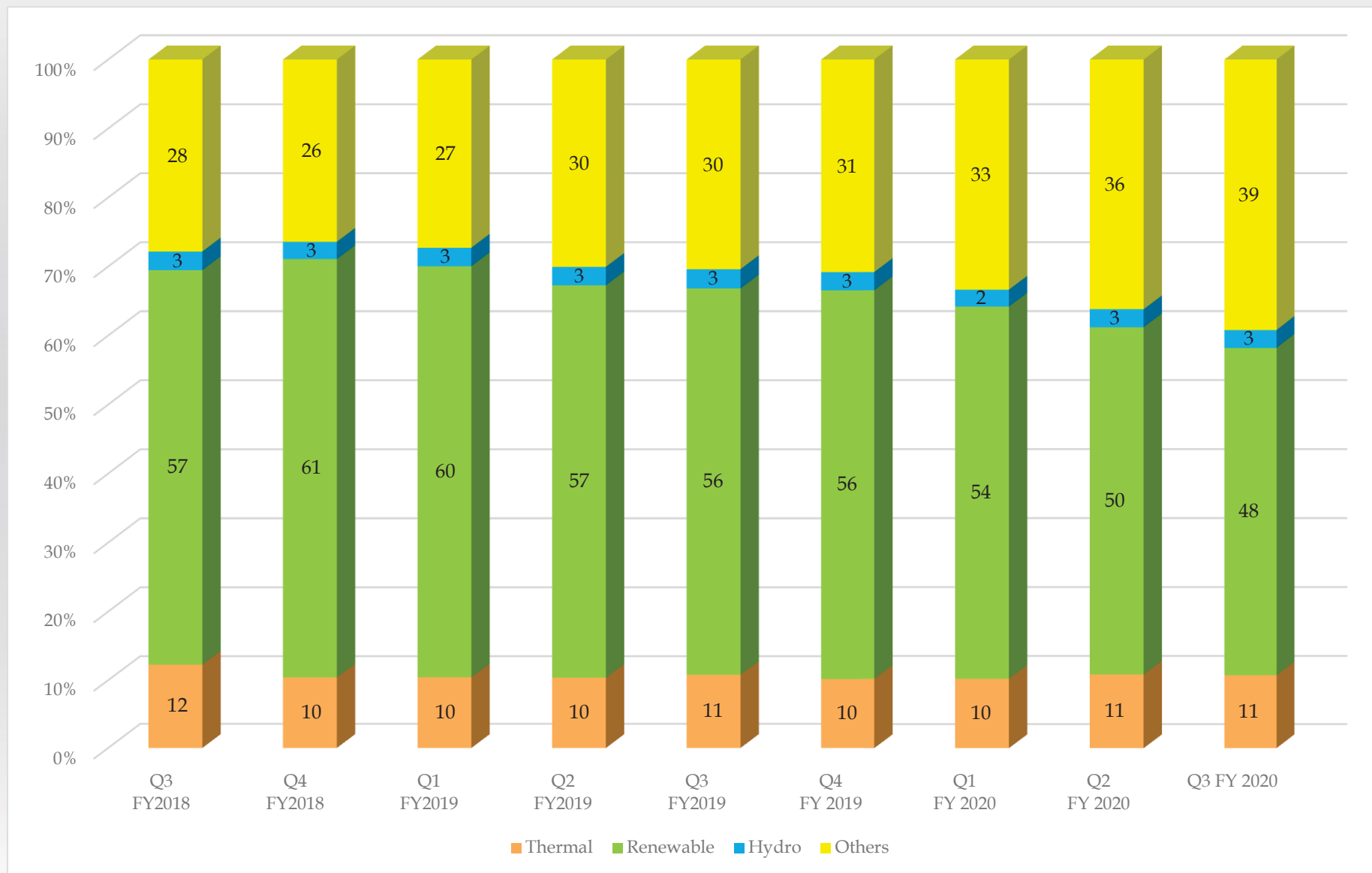


Name	Brief Profile
Mrs. Pravin Tripathi	Mrs. Tripathi is from IA&AS of 1973 Batch (retired) and has worked at various senior positions in Govt. of India. She has served as member - Competition Appellate Tribunal, Member - Airport Economic Regulatory Authority Appellate Tribunal and as Deputy Comptroller & Auditor General of India
Mr. Santosh B. Nayar	Mr. Nayar is the Independent Director on the Board of the Company. He has rich working experience of around 40 years in project finance and banking, including international & investment banking, and life insurance industry. He 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.
Dr. Nagesh Singh	Dr. Nagesh Singh joined the Indian Economic Services 1982 and had worked in Planning Commission, Department of Industrial Policy and Promotion, Ministry of Social Justice and Empowerment, Ministry of Human Resources Development and Ministry of Rural Development. I Dr. Singh retired as Additional Secretary from Government of India in January 2018.
Mr. Rakesh Kacker	Mr. Rakesh is a nominee director of PTC India Limited on the Board of the company. He has earlier worked as Secretary to the Government of India and hold various posts at senior level in the Government. He has rich experience of India Power Sector.
Mr. Thomas Mathew T	Mr. Thomas served as Managing Director and Interim Chairman of Life Insurance Corporation of India. He has also served as Managing Director and CEO of Reinsurance Group of America (RGA) for India Bangladesh and Sri Lanka. And also also served on the board of leading companies like Tata Power, Voltas, Mahindra & Mahindra, Corporation Bank, IFCI Limited, MDI, Gurgaon, National Insurance Academy, Pune, Metropolitan Stock Exchange of India and L&T Capital Markets. Currently he is on board of Larsen & Turbo Limited, L&T Finance Holdings, L&T Infra Debt Fund. L&T Infrastructure Finance Limited, Canara HSBC OBC Life Insurance Company Limited, LIC (International) Bahrain, L&T Capital Markets, Dubai.

Operational Performance – Cumulative Sanction



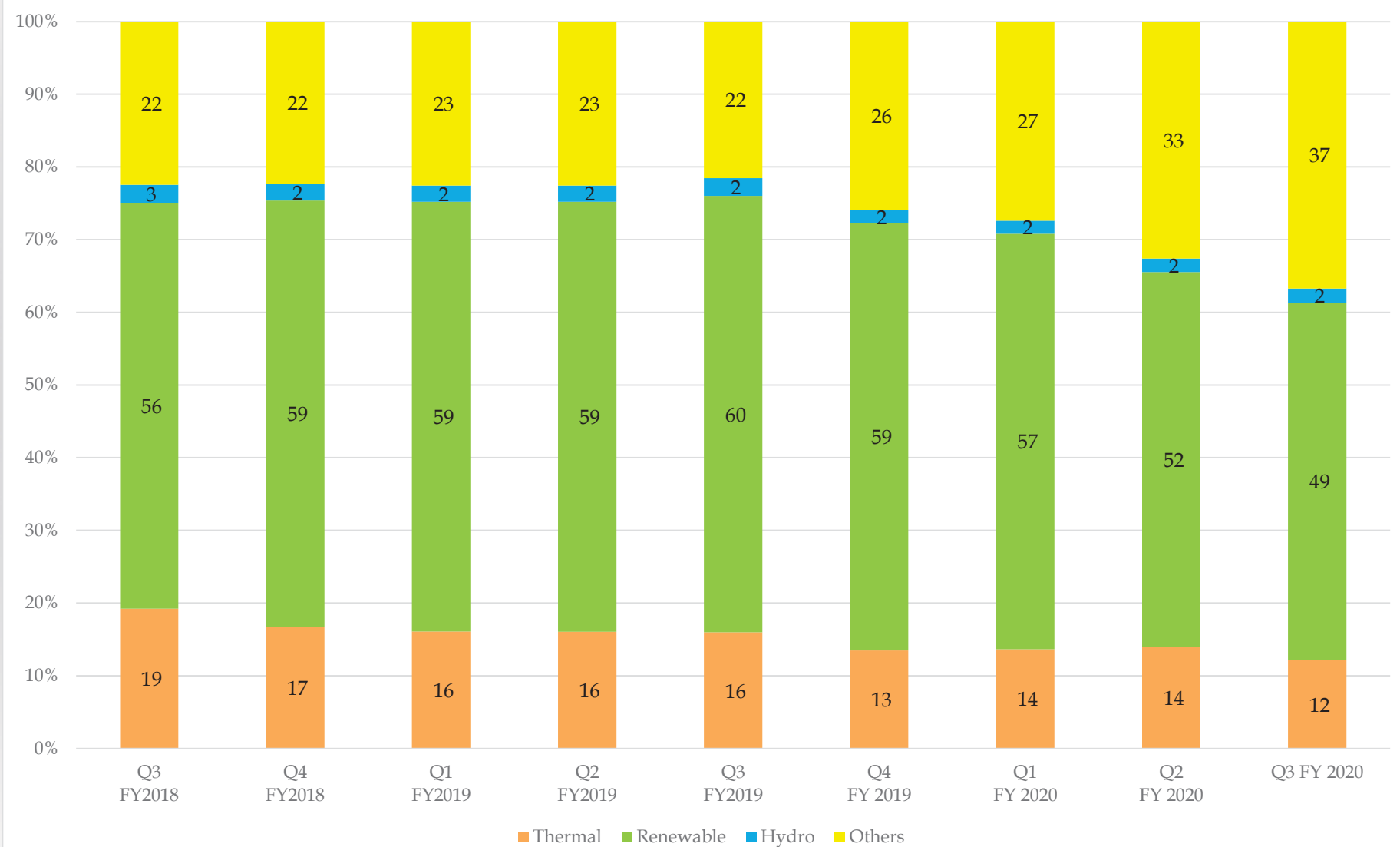
Portfolio Shift – Cumulative Sanction



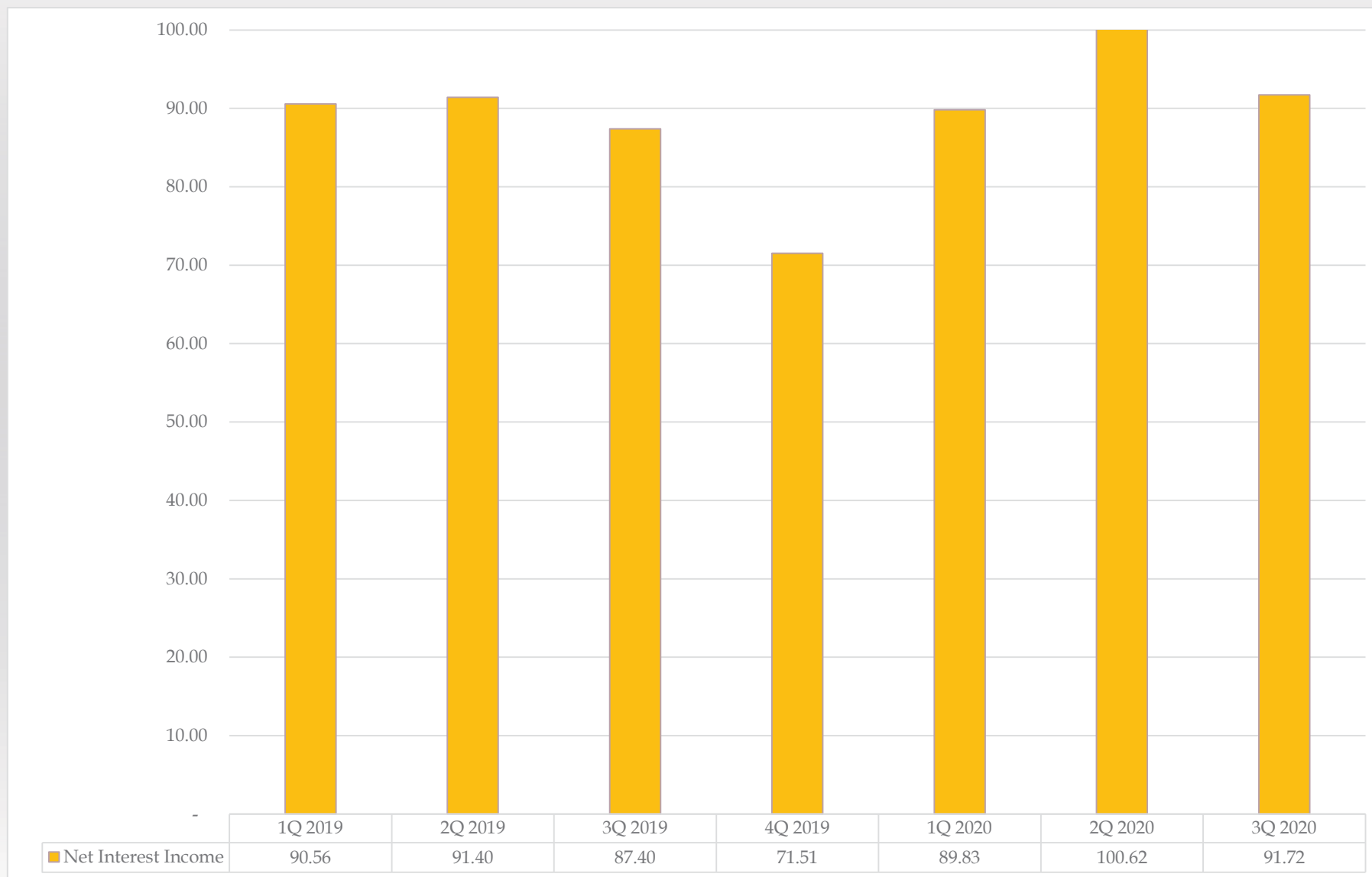
Operational Performance Highlights - Debt Outstanding



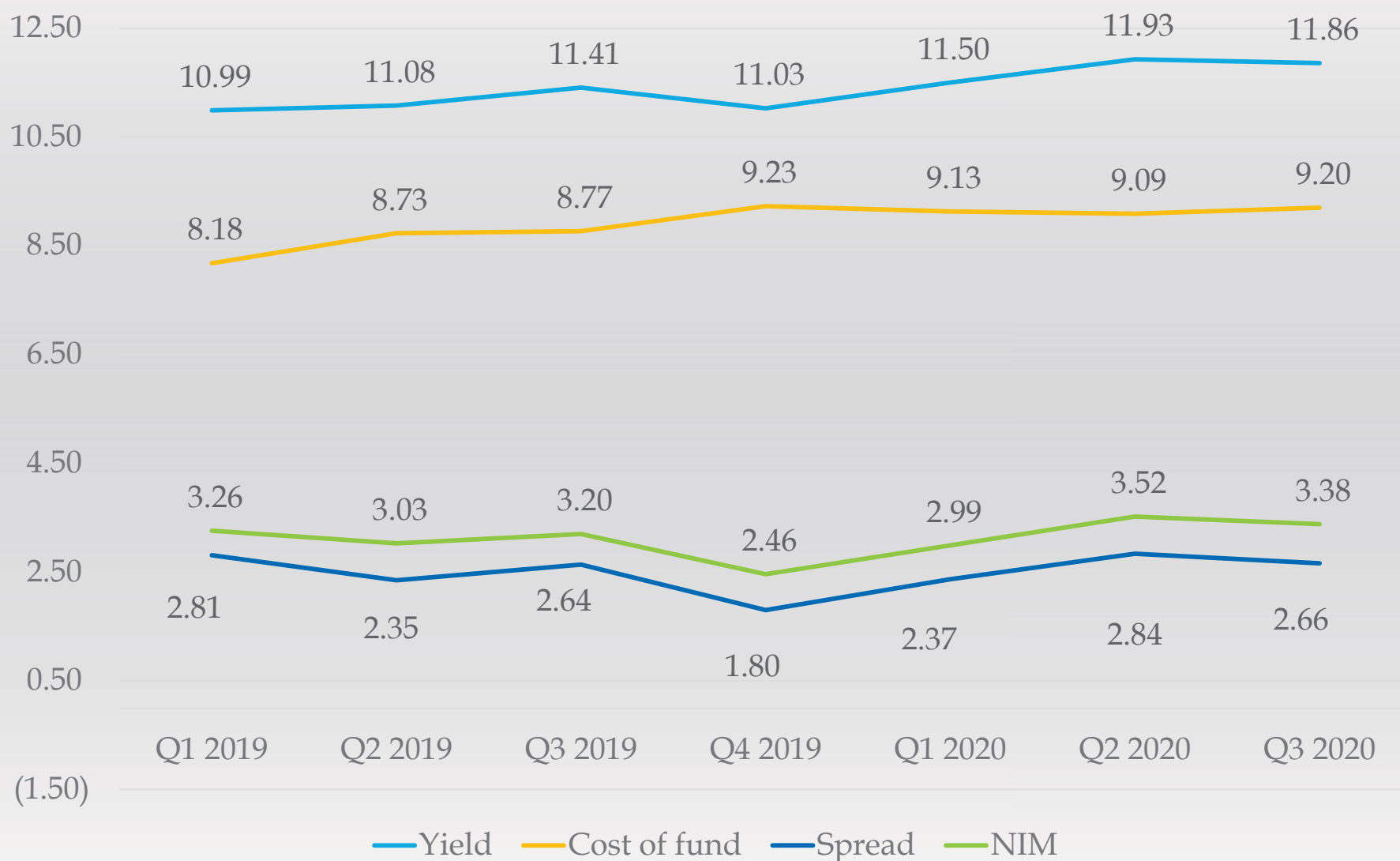
Portfolio Shift – Credit Portfolio



Net Interest Income (NII)



NIM – Earning Portfolio



Results Overview



Qtr ended 31 st Dec 2019	Qtr ended 31 st Dec 2018	Shift %	Particulars (Rs. Crores)	9 months ended 31 st Dec 2019	9 months ended 31 st Dec 2018	Shift %	Year ended 31 st Mar 2019
322.11	329.11	(2.13)	Interest Income	1,007.65	968.50	4.04	1,285.17
331.70	336.31	(1.37)	Total Income	1,036.83	1,006.78	2.98	1,336.51
230.53	250.15	(7.84)	Interest and financial charges	725.61	699.44	3.74	945.48
23.17	10.13	128.73	Provision and contingencies	121.92	51.77	135.50	60.58
11.92	11.49	3.74	Other operating expenses	31.66	31.81	(0.47)	49.45
265.62	271.77	(2.26)	Total expenses	879.20	783.01	12.28	1,055.51
66.08	64.54	2.39	Profit before tax	157.63	223.77	(29.56)	281.00
23.02	22.81	0.92	Tax expense (including deferred tax)	54.68	76.38	(28.41)	96.86
43.06	41.73	3.19	Profit after tax	102.95	147.39	(30.15)	184.14

Key Indicators



Qtr ended 31 st Dec 2019	Qtr ended 30 th Sept 2019	Qtr ended 31 st Dec 2018	Particulars	9 months ended 31 st Dec 2019	9 months ended 31 st Dec 2018	Year ended 31 st Mar 2019
915	443	1,316	Loan Sanctioned (Rs. Crs)	2,117	3,758	5,124
499	1,123	697	Loan Disbursed (Rs. Crs)	2,079	2,725	4,085
12,638	13,211	14,465	Outstanding Credit	12,638	14,465	14,297
12,000	12,830	13,390	Loan Assets (Rs. Crs)	12,000	13,390	13,321
638	381	1,075	Non fund based (Rs. Crs)	638	1,075	916
11.86	11.93	11.41	Yield on Earning Portfolio (%)	11.76	11.17	11.13
9.20	9.09	8.77	Cost of borrowed funds (%)	9.14	8.43	8.56
2.66	2.84	2.64	Interest Spread (%)	2.62	2.74	2.57
3.38	3.52	3.20	Net Interest Margin (%)	3.29	3.16	2.99
0.67	0.69	0.65	Earnings Per Share (Rs.)	1.60	2.29	2.87
9.62	8.47	10.70	Cost to Income Ratio (%)	9.11	10.51	10.30
23.02	20.65	21.67	Capital Adequacy Ratio (%)	23.02	21.67	21.55
4.67	5.06	5.32	Debt Equity Ratio (%)	4.67	5.32	5.28
8.24	8.65	8.13	Return on Networth (%)	6.66	9.61	9.19
1.42	1.37	0.32	Return on Assets (%)	1.13	1.50	1.40

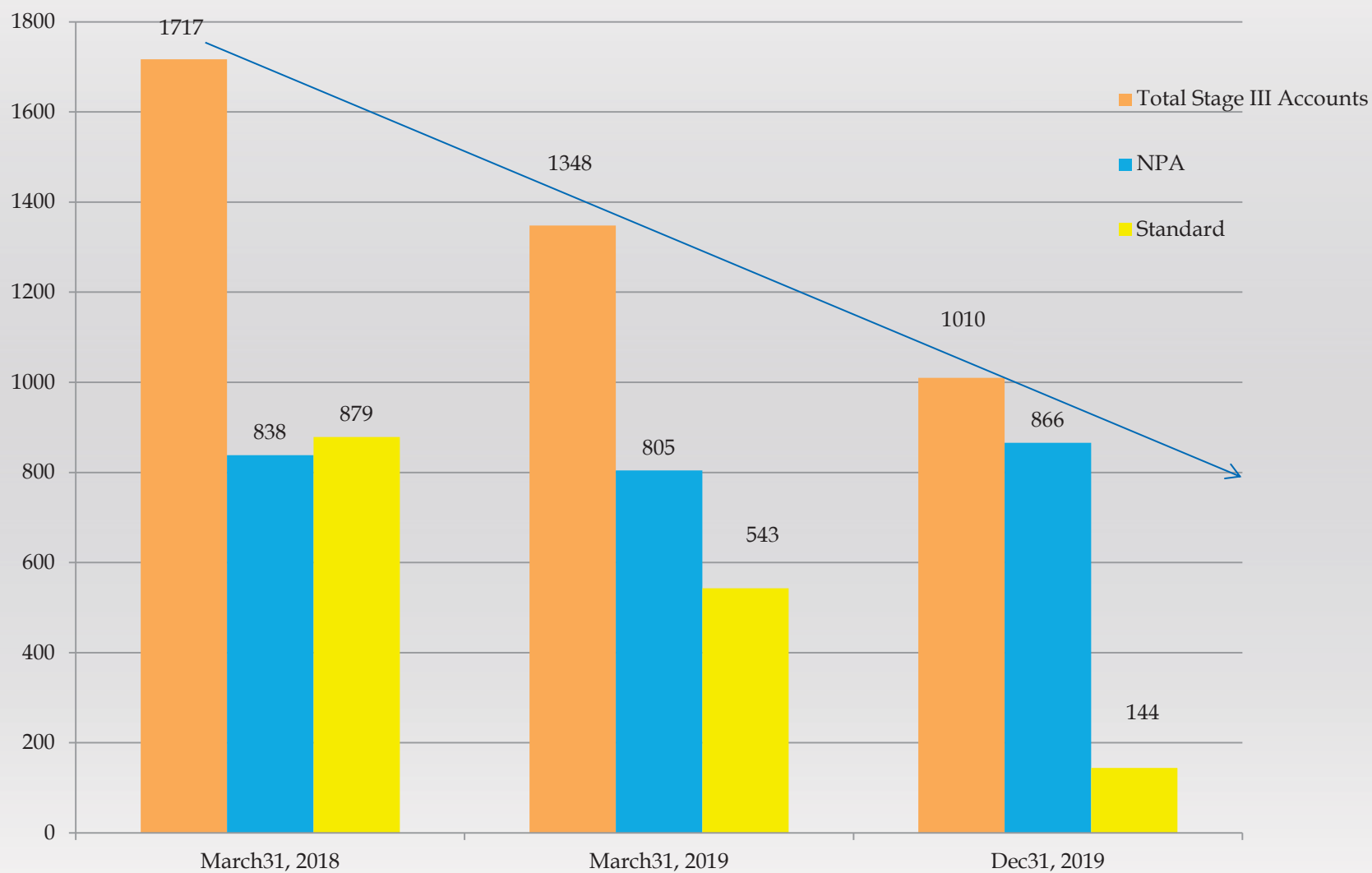
Qualitative



- As on 31st December 2019 the company was having funds in fixed deposits of Rs. 40 crore, undrawn credit lines of around Rs.1,200 crore, LOI / In-principle sanction of around Rs.1,400 crore and in discussion for further credit lines of Rs.1,000 crore.
- Company is have fresh loan request of Rs.3,000 crore of area of Solar, City Gas, Water Supply, EV etc. under evaluation at various stages.
- Company is focusing in generating more fees based income and have started advisory unit during current year which has taken numerous projects from NTPC, BHEL, ADB, Central Coal Fields etc. till date.
- Loan portfolio of more than Rs.5,365 crore is having risk weight of 50% as on 31st December 2019.
- Company has short term credit rating of A1+ for its Commercial Paper upto Rs.1,750 crore against which utilization is Nil as on 31st December 2019.
- Company has shifted its pricing methodology from Reference Rate to Base Rate for higher yields in its business model.
- Loans of Rs. 676 crore has been prepaid / down sold in Q3FY2020.
- Composition of Capital Adequacy is as below :

	Q2/H1FY20	Q3FY20
Tier I	20.07%	22.09%
Tier II	0.58%	0.93%
Total	20.65%	23.02%

Stress Accounts Updates





Digitization of SOS Children's Villages

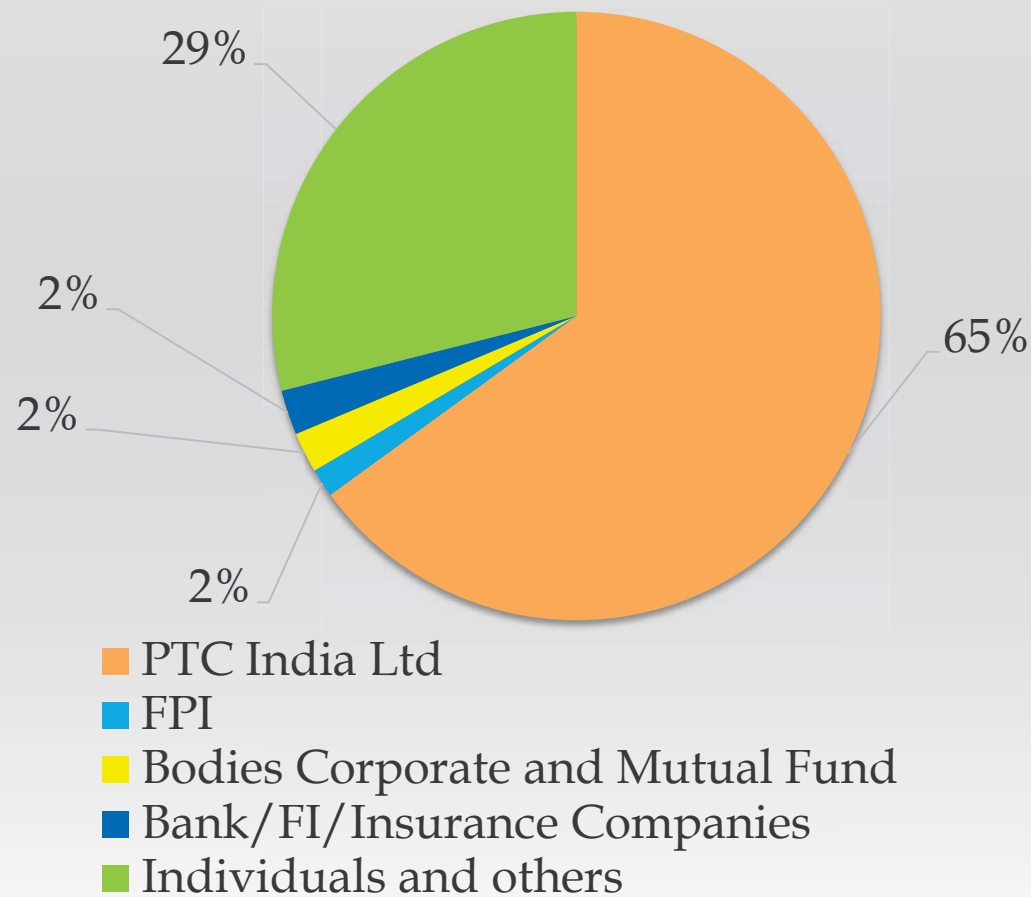
Brief Glimpse of Social Consciousness Initiatives

Running Mobile Health Clinic in Delhi, benefited more than 19,000 patients

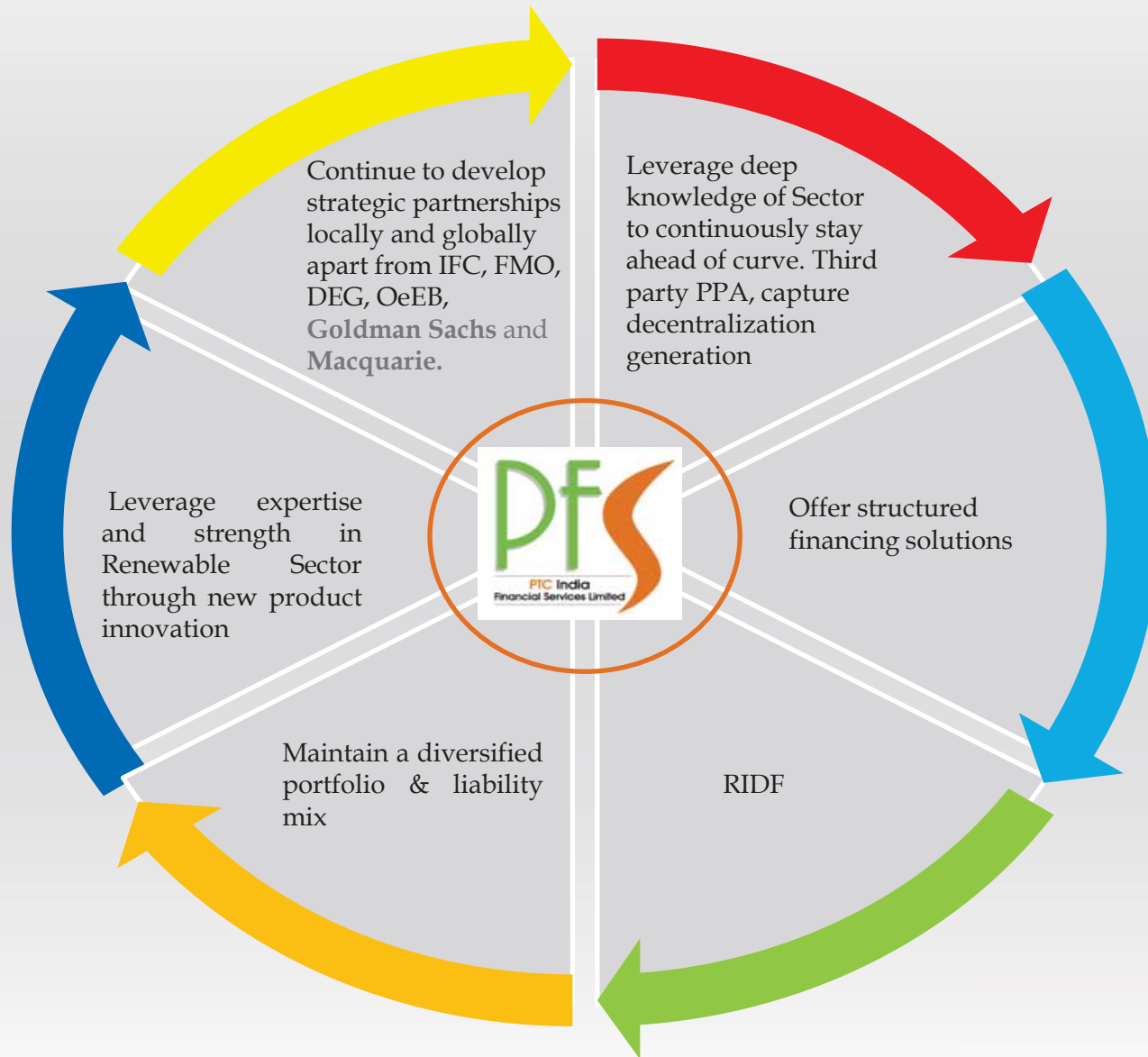


Partnered to train disadvantaged street children for Street Child Cricket World Cup

Shareholding as at 31st December 2019



Way Forward





Thank You