



WE BRING
Lifeline to

Clean Sustainable Infrastructure



H1 / Q2FY22 Investor Presentation

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SANCTIONS FOR H1FY22

Rs. 2,298 Crore

DISBURSEMENTS FOR H1FY22

Rs. 1,687 Crore

CAPITAL ADEQUACY RATIO FOR H1FY22

26.06%

DIVERSIFYING INTO..

Sunshine sectors like electric vehicle mobility (1,050 EV), water projects (362 million litre per day), renewable projects (around 13,000 MW), Power Transmission, Waste Management Facility etc

NET INTEREST MARGIN FOR H1FY22

3.98%

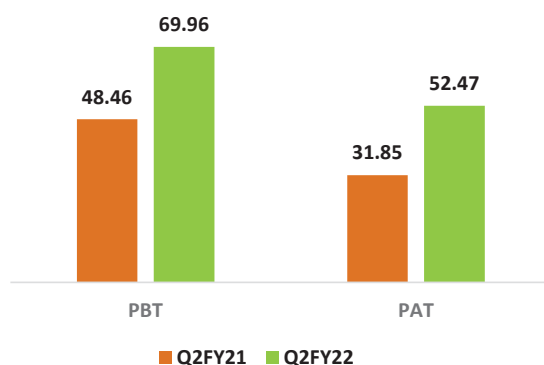
DEBT TO EQUITY FOR H1FY22

3.21x

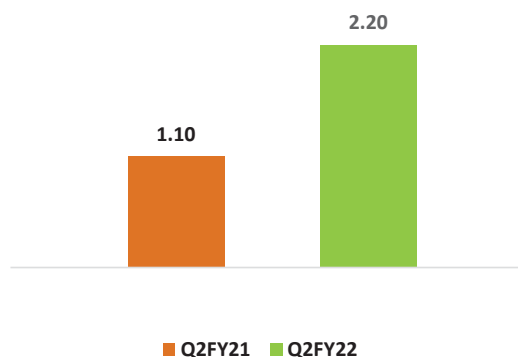
Facilities	CRISIL	ICRA	CARE
NCD / Bonds	CRISIL A+ / Stable	ICRA A+ /Stable	CARE A+ /Stable
Long Term Loan	CRISIL A+ / Stable	ICRA A+ /Stable	CARE A+ /Stable
Short Term Loan	-	ICRA A1+	CARE A1+
Commercial Paper	CRISIL A1+	ICRA A1+	-

QUARTERLY SNAPSHOT

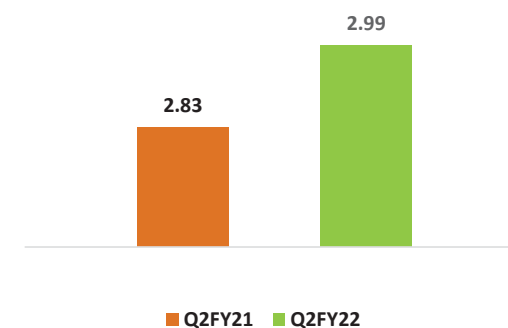
PBT & PAT (Rs. in Cr)



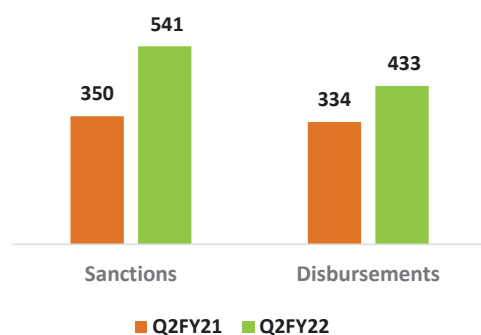
Return on Assets %



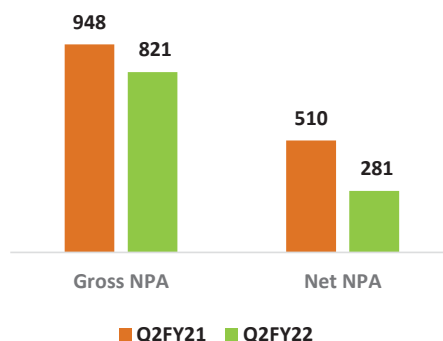
Interest Spread %



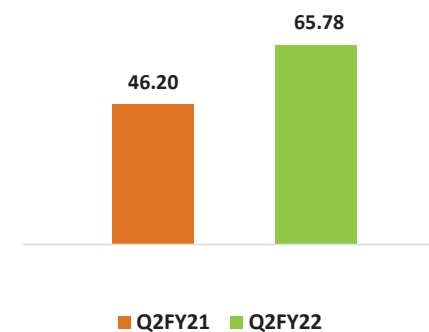
Sanctions & Disbursements (Rs. in Cr)



Gross & Net NPAs (Rs. in Cr)



Provision Coverage Ratio %



- PFS has provided financial assistance for renewable projects of around 13,000 MW with carbon abatement of 25 million tonnes per annum and a total of 125 million tonnes of CO2 considering average project life of 5 years
- PFS provided financial assistance to sunshine sectors like electric vehicle mobility (1,050 EV), water projects (362 million litre per day) etc.

ABOUT PFS

PTC India Financial Services Limited (PFS) is an infrastructure finance company which provides a vast array of services to the entities in energy value chain. The Company invests in equity and/or extending debt to power projects in generation, transmission, distribution, and fuel sources, fuel related infrastructure, equipment manufacturers and engineering, procurement and construction (EPC) contractors, renewables, transmission, road HAM, annuity projects, e-mobility projects, other sustainable infrastructure projects and other economic strategy sectors. PFS also offers long-term and short-term loans, in addition to providing both fund and non-fund-based financial assistance as debt or structured debts. The Company believes in building a sustainable future and provides fund based/non-fund based financial services to green and brown field projects to help them grow and gain foothold in the industry.



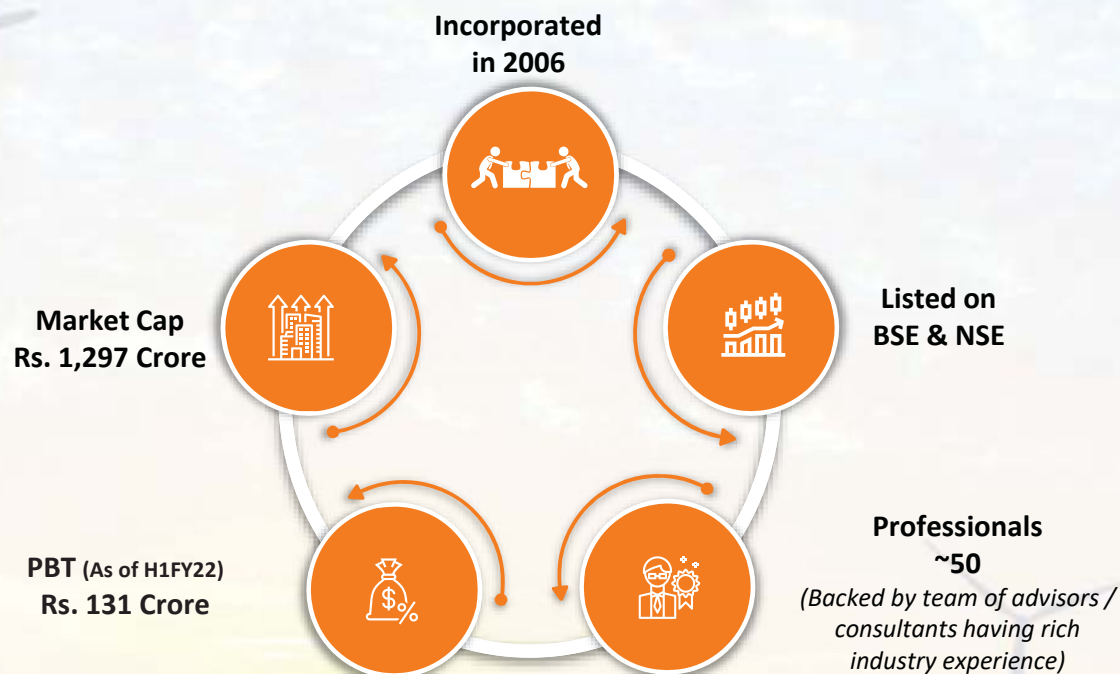
Mission

“To partner and forge strong relationships with credible stakeholders to provide complete financial solutions- equity, debt and other financial services for all links in sustainable infrastructure value chain and other related infrastructure sectors”

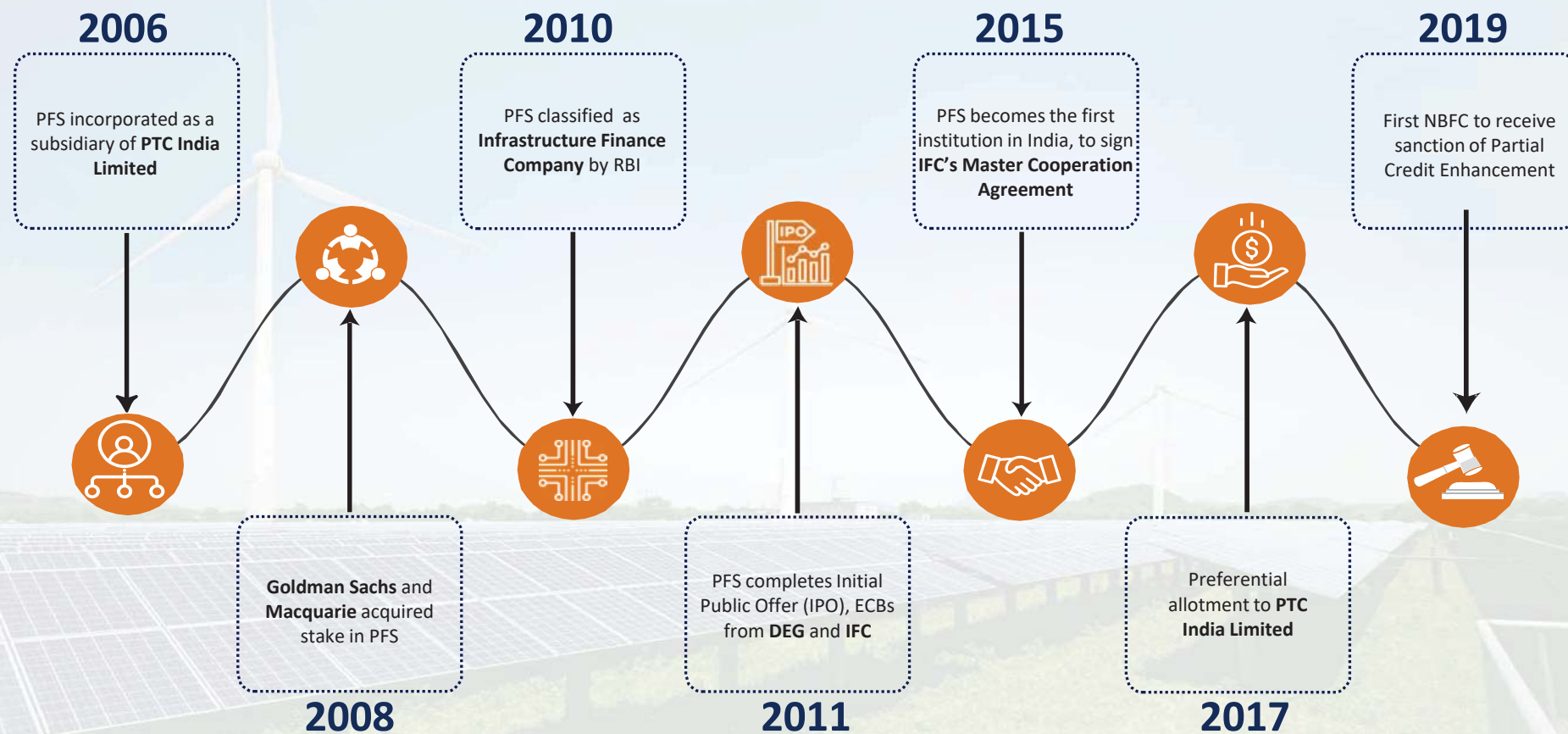


Vision

“To be the most preferred financial partner in sustainable infrastructure value chain”



COMPANY OVERVIEW-MILESTONES



OUR PURPOSE



GREENER



STRONGER



SUSTAINABLE

**WE EXTEND OUR SUPPORT TO
FINANCE ENVIRONMENT-
FRIENDLY PROJECTS WHICH
CONTRIBUTE TOWARDS**

PRODUCTS & SERVICES

PFS offers various investment and financing products/solutions to Infrastructure and Power projects, the details are illustrated in the graphic below:

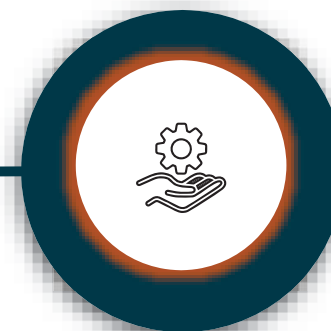


Debt Financing

PFS provides debt finance in the form of Long Term Loan, Short Term Loan as well as Bridge Financing to the projects in the entire energy value chain i.e. from power generation projects to transmission and distribution projects, fuel sources and to the related infrastructure. In addition, it also provides **Mezzanine finance, last mile finance, equity financing, structured loans, gap financing etc.** There are various factors considered for the debt assistance to any particular project/borrowing company viz. market conditions, regulatory requirements, risk and reward from the projects etc.

PFS team assists companies in structuring and raising debt and mezzanine capital tailored to their needs. Leveraging on its long term relationships with Banks and Financial Institutions and its experience in executing structured and vanilla debt transactions, PFS handholds companies in structuring and raising capital, which is optimal in terms of cost and structure. With an in-house core team of professionals with sectoral as well cross-functional knowledge, PFS helps its clients to become competitive, effective and successful

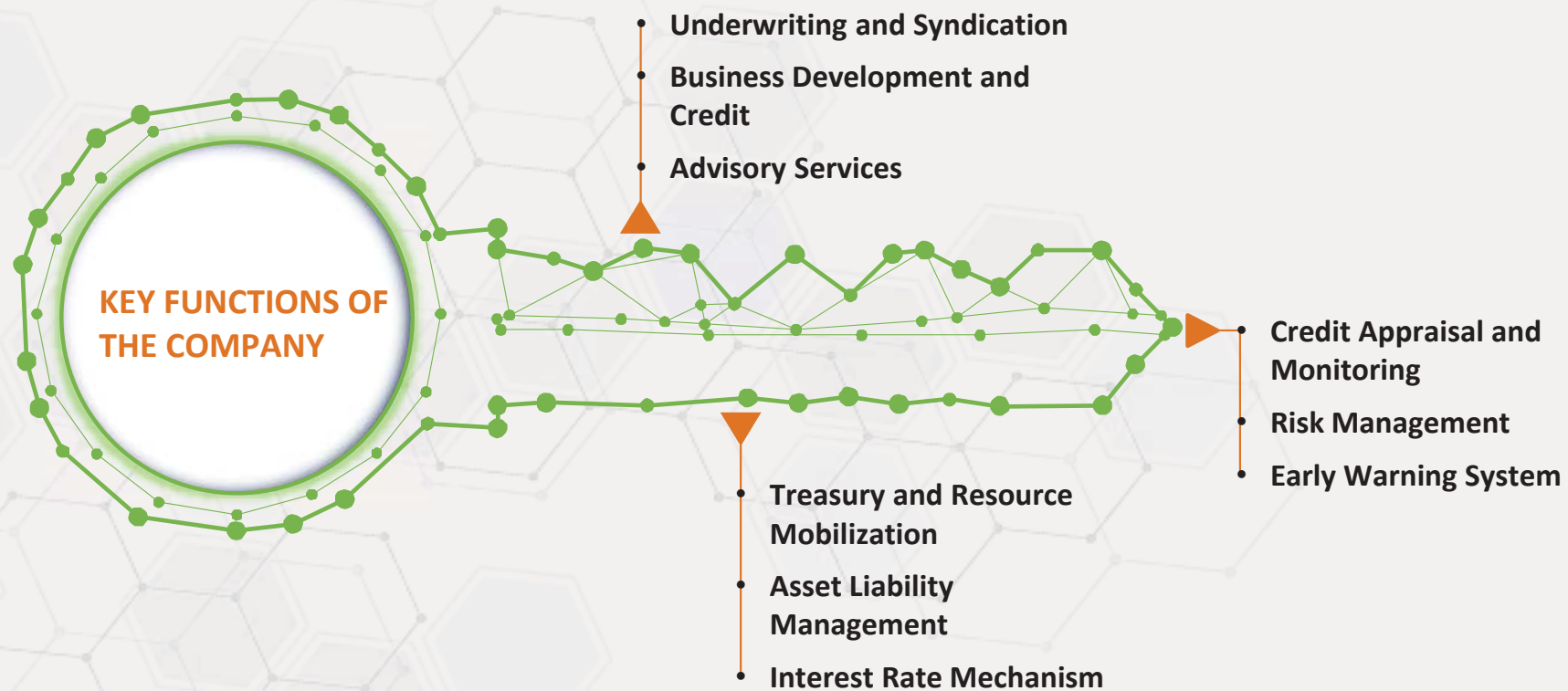
Fee Based Services



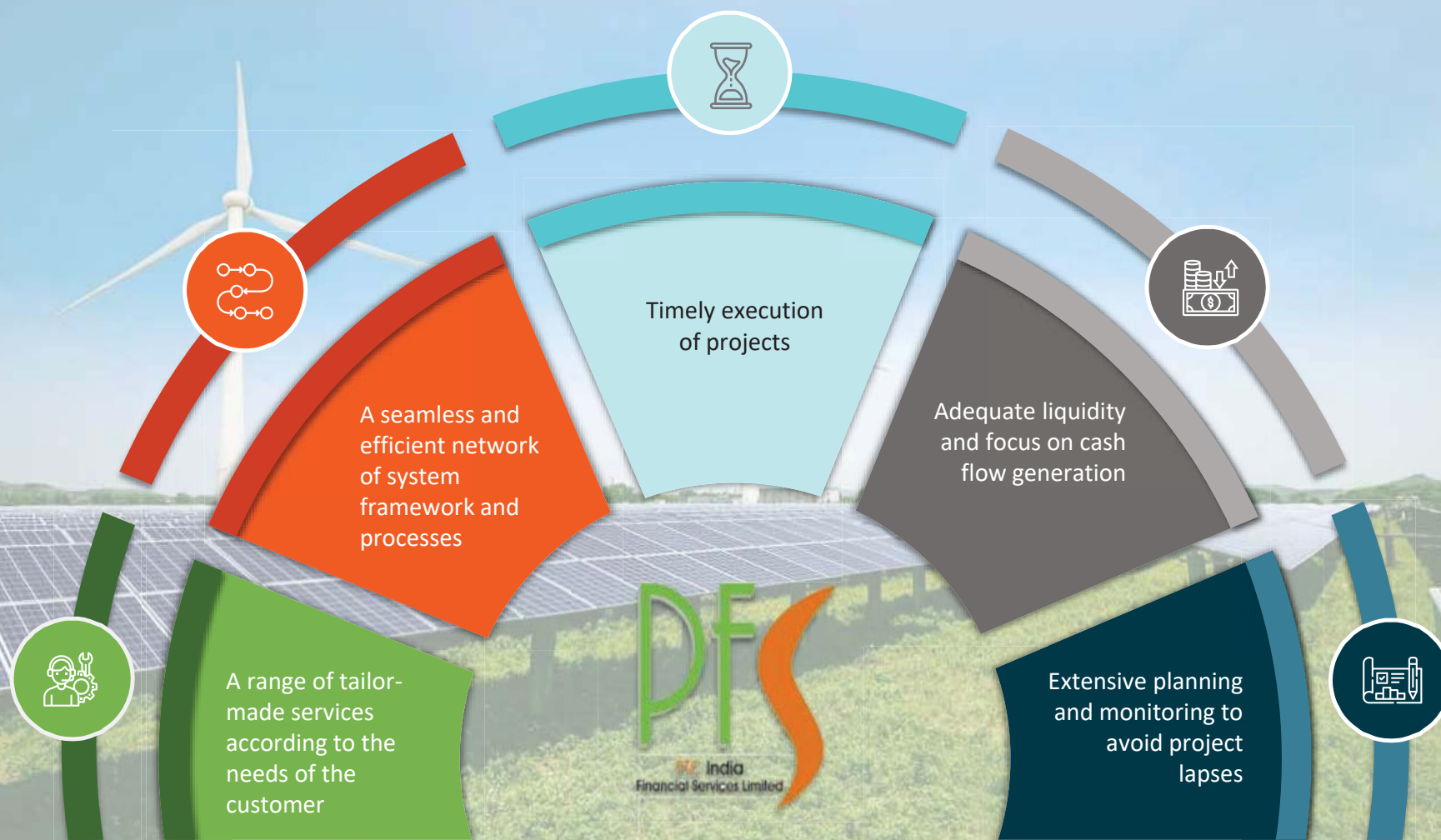
Advisory Services

PFS provides advisory services to the various infrastructure, renewable energy, energy efficiency projects and other projects for helping in efficient installation of these projects. The advisory services are focused in the areas of finance and in the areas which lie at the intersection of finance and the energy sector

KEY FUNCTIONS OF THE COMPANY



BUSINESS MODEL



WHAT MAKES PFS A UNIQUE INVESTMENT CASE

We have been the first movers in established and emerging green infrastructure finance sectors like *renewable energy, wastewater treatment plant, e-mobility, e-vehicle manufacturing* which are *long-term sustainable in the future*

Focus on Sustainable Infra and renewable projects which align with the Government's vision of a clean and green society

Motivated and experienced management who are proven experts in leading a business towards its vision

High Operating leverage and better Margins resulting to a sustainable business model

Favourably positioned to capitalise on growing opportunities in resilient sectors like transmission, waste water management, e-mobility, Road HAM and much more

Reduction in the number of Stress/NPA accounts to enhance the operational capabilities of the organisation

NAVIGATING THE NEXT STRATEGY





Credit Risk Management

- Implementation of Internal Credit Grading mechanism which captures sector specific risk related parameters during the entire loan-life cycle (i.e. pre-construction and post construction).
- Implementation of Early Warning System which has been integrated with internal credit grading mechanism to identify and closely monitor early warning signals to prevent slippages of performing loan accounts into NPA.
- Formulation of Corrective Action Plan for Loan accounts identified under EWS framework, and subsequently reviewing/monitoring on quarterly basis.
- Annual review of the entire portfolio through internal credit grading mechanism, wherein review of the security package, compliance of financial covenants is ascertained and assessed.



Market Risk Management

- Implemented the mechanism of Risk Based Pricing which has been integrated with internal credit grading mechanism.

PFS is focused on its stance of progressive growth and stability through the enhancement of its products and quality of the portfolio. In sustainable financing segment, new loans of Rs. 541 crore and disbursements of Rs. 433 crores were made during this quarter and post Q2FY22 further sanctions of Rs. 1,851 crores and disbursing of Rs. 761 crores has been made. This reiterates our resolve of achieving sustainable growth and contribute towards a better environment. The Company has rendered financial assistance to renewable projects of around 13,000 MW with carbon abatement of 25 million tonnes per annum. Our operational performance have improved significantly as we are in a very comfortable position to gear up our growth and expansion plans.

We have a steadfast commitment to maintain a clean and robust balance sheet pertaining the nature of business, quality of portfolio and good governance standard borrowers. In line with our vision to become a leader in sustainable green infrastructure finance with additionality, we are lending in various Sunshine sectors like electric vehicle mobility, water projects, renewable projects, Power Transmission, Waste Management Facility and many more. Our domestic and global lenders have been favourably disposed resulting in a steep rise in the Company's credit standing with large undrawn credit lines and declining borrowing cost. These positive growth indicators are our tailwinds which are converging towards our vision of becoming a leader in sustainable green infrastructure financial assistance space.

OUR MARQUEE CLIENTS



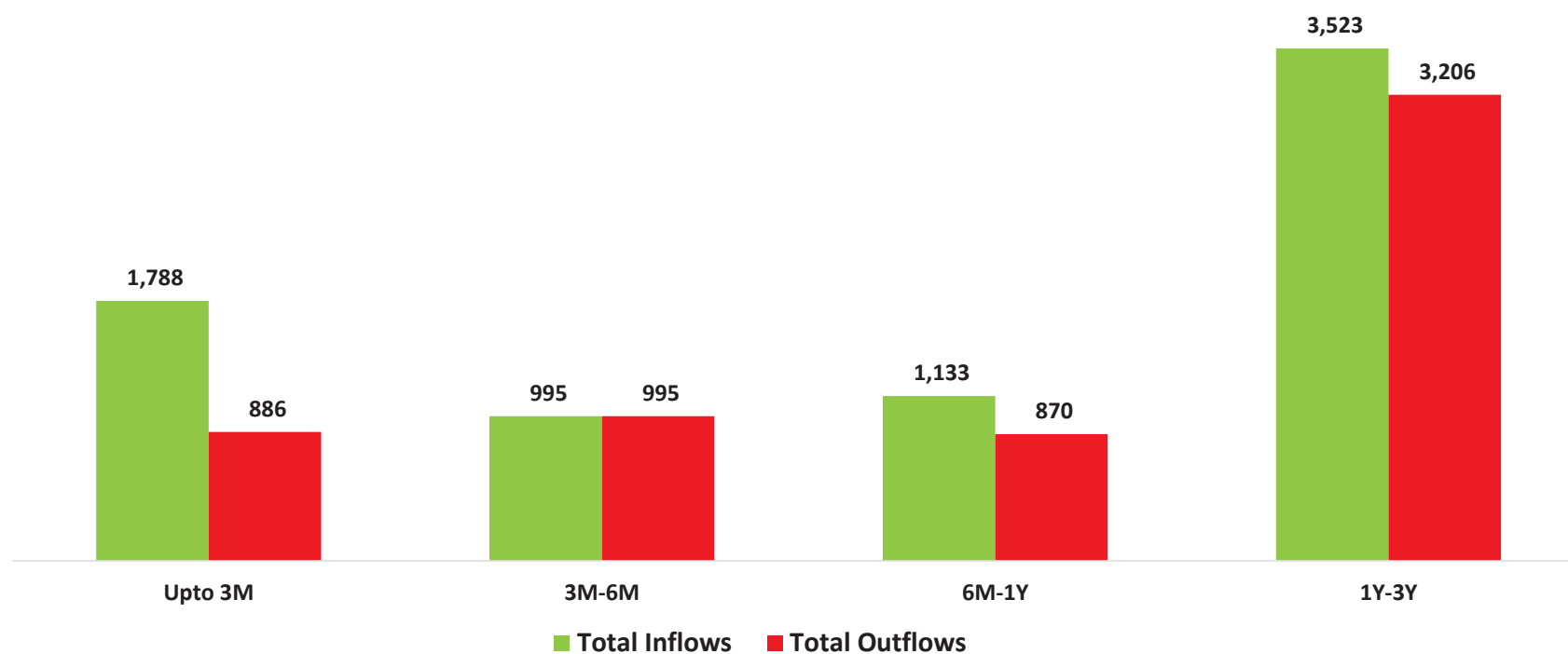
OUR KEY LENDERS (INTERNATIONAL AND DOMESTIC)

Established relationship with Leading Development Financial Institutions (DFIs) and Banks in form of treasury of around Rs. 10,000 crore (around \$ 140 million)



COMFORTABLE CASH FLOWS

- Undrawn credit lines of more than Rs. 1,400 Crore are available (Long Term of Rs. 570 crore and Short Term Rs. 840 crore)
- HQLA of Rs. 235 Crore in form of liquid assets to meet any contingencies





FINANCIALS

KEY BALANCE SHEET INDICATORS

Qtr ended 30 th September, 2021	Qtr ended 30 th June, 2021	Qtr ended 30 th September, 2020	Particulars	Half Year Ended 30 th September, 2021	Half Year Ended 30 th September, 2020
541	1,757	350	Loan Sanctioned (Rs. Crs)	2,298	350
433	1,254	334	Loan Disbursed (Rs. Crs)	1,687	434
9,633	10,426	11,638	Outstanding Credit (Rs. Crs)	9,633	11,638
343	343	444	Non fund based (Rs. Crs)	343	444
26.06	24.49	24.06	Capital Adequacy Ratio (%)	26.06	24.06

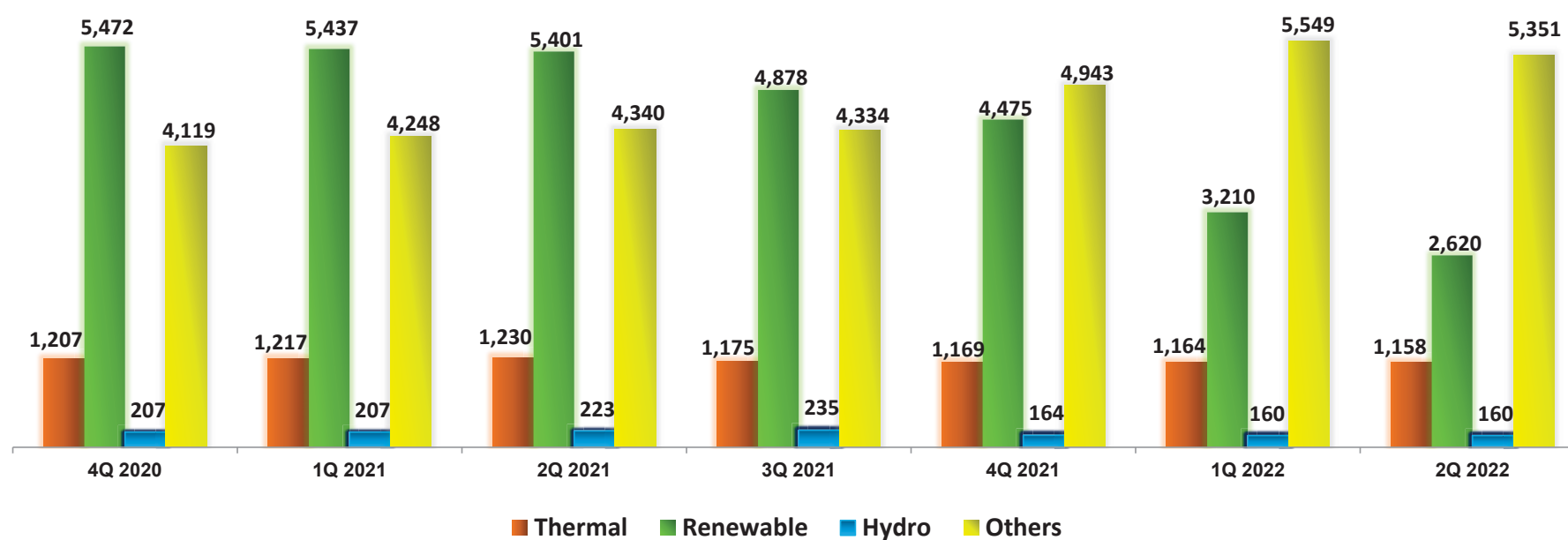
KEY OPERATIONAL INDICATORS

Qtr ended 30 th September, 2021	Qtr ended 30 th June, 2021	Qtr ended 30 th September, 2020	Particulars	Half Year Ended 30 th September, 2021	Half Year Ended 30 th September, 2020
89.60	79.62	95.87	Net Interest Income (Rs. Crs)	169.22	180.20
10.57	10.96	11.36	Yield on Earning Loan (%)	10.76	11.37
7.58	7.65	8.53	Cost of borrowed funds (%)	7.62	8.64
2.99	3.31	2.82	Interest Spread (%)	3.14	2.73
4.14	3.81	3.70	Net Interest Margin (%)	3.98	3.52
0.82	0.71	0.50	Earnings Per Share (Rs.)	1.53	0.91
3.21	3.95	4.30	Debt Equity Ratio (%)	3.21	4.30
9.52	8.46	5.96	Return on Networth (%)	8.99	5.50
2.20	1.67	1.10	Return on Assets (%)	2.06	1.01

RESULTS OVERVIEW (RS. IN CRORE)

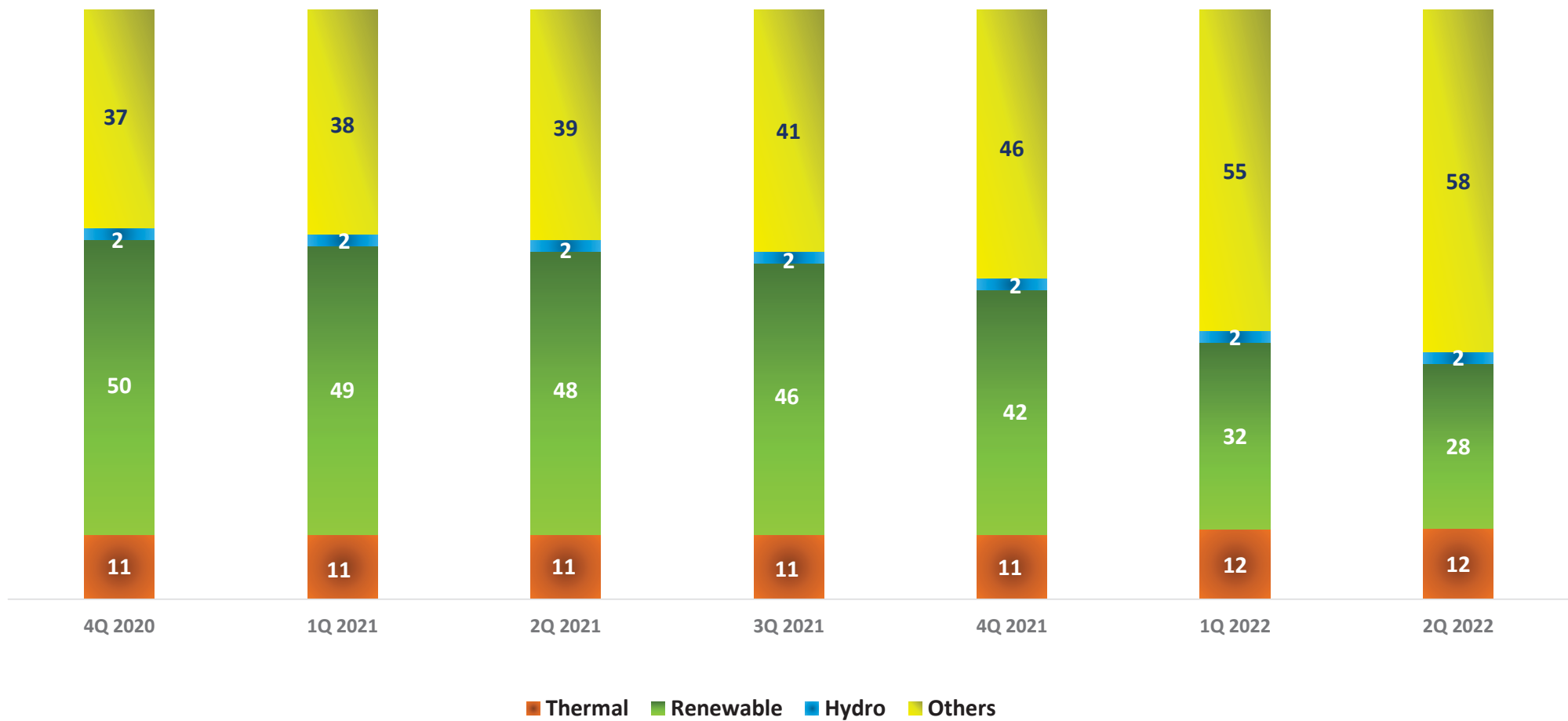
Qtr ended 30 th September, 2021	Qtr ended 30 th June, 2021	Qtr ended 30 th September, 2020	Particulars	Half Year Ended 30 th September, 2021	Half Year Ended 30 th September, 2020
232.85	245.20	291.89	Interest Income	478.04	582.26
242.34	253.95	297.98	Total Income	496.28	596.09
143.55	165.58	196.02	Interest and financial charges	309.14	402.06
17.03	18.30	41.07	Provision and contingencies	35.33	81.65
11.80	9.12	12.43	Other operating expenses	20.92	21.33
172.37	193.02	249.51	Total expenses	365.39	505.04
69.96	60.93	48.46	Profit before tax	130.88	91.06
17.49	15.33	16.61	Tax expense (including deferred tax)	32.81	32.64
52.47	45.60	31.85	Profit after tax	98.07	58.42

OPERATIONAL PERFORMANCE – DEBT OUTSTANDING

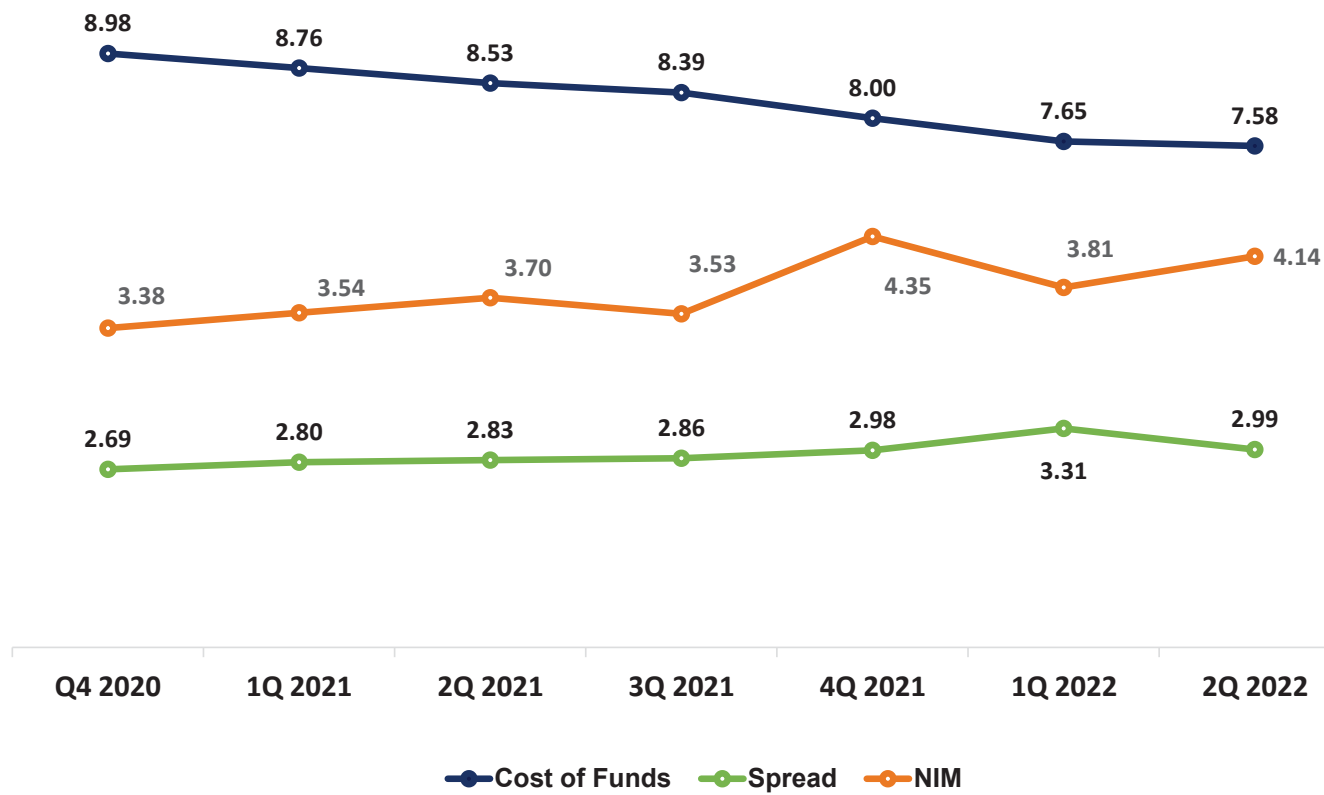


Total	11,005	11,109	11,194	10,621	10,751	10,083	9,290
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PORTFOLIO SHIFT – CREDIT PORTFOLIO %



NIMS / SPREAD DRIVEN BY CONSISTENT IMPROVEMENT ON OPERATIONAL PARAMETERS ON EARNING BOOK PORTFOLIO



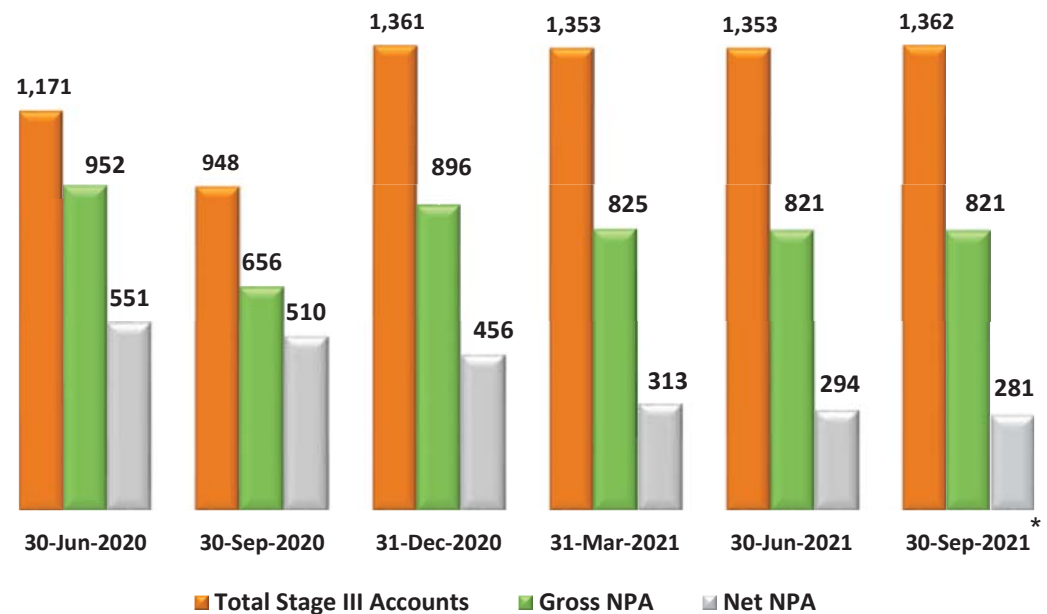
NPA LOAN ACCOUNT AS ON SEPTEMBER 30, 2021

Loan Account (Rs. crore)	Gross Loan	Provision	Net Exposure	Impairment Reserve in addition to Provisions
ICOMM Tele Ltd	2.65	0.03	2.62	1.68
Athena Chhattisgarh Power Limited	189.51	172.14	17.37	7.75
Konaseema Gas Power Limited	100.00	76.73	23.27	23.27
KSK Mineral Resources Private Limited	42.66	18.40	24.26	-
Meenakshi Energy Private Limited	150.00	68.69	81.31	23.34
NRSS XXXVI Transmission Limited	206.92	74.48	132.44	31.64
NSL Nagapatnam Power & Infratech Pvt Ltd	125.00	125.00	-	-
Varam Bio-energy Pvt Ltd	4.29	4.29	-	-
Total	821.03	539.76	281.27	87.68

CREDIT STANDING SNAPSHOT

- Fresh long term credit lines of Rs. 1,000 crore has been sanctioned and in discussion for another Rs. 2,000 crore at competitive rates. Reducing trend of cost of funds with improvement in yield of earning portfolio
- Relationship enhanced with existing bankers and establishing with new lenders, domestic as well as international
- Capital Adequacy at comfortable level with majority in form of Tier I capital
- Improvement in leverage position with simultaneously improvement in portfolio quality
- Majority of projects has been commissioned and hence nominal construction risk for projects
- Stress / NPA accounts are on declining trend and focus is on improving operational performance
- Company has shifted its pricing methodology from Reference Rate to Base Rate for higher yields in its business model

Stress Account Update



*Accounts of Rs. 331.92 crore are at advanced stage of resolution

CORPORATE SOCIAL RESPONSIBILITY



Crop Residue Management (CRM), a CSR project of PFS in Ludhiana and Patiala to stop stubble (पराली) burning and controlling air pollution. Above is picture of farmers and volunteers with the machinery funded by PFS



A Happy Seeder machinery donated by PFS (to farmers Coop Societies) in operation in the fields of Ludhiana. No stubble burning by farmers after use of the machines.



Potato sowing in the field without any stubble burning



Rain Water Harvesting (RWH) structures in public/RWA parks in Delhi were funded as part of CSR activity by PFS to save water and raise the ground water level. The first RWH structure was inaugurated by the Hon'ble Minister for Jal Shakti in Vasant Kunj



A NO-Stubble-Burning field, ready for the next crop



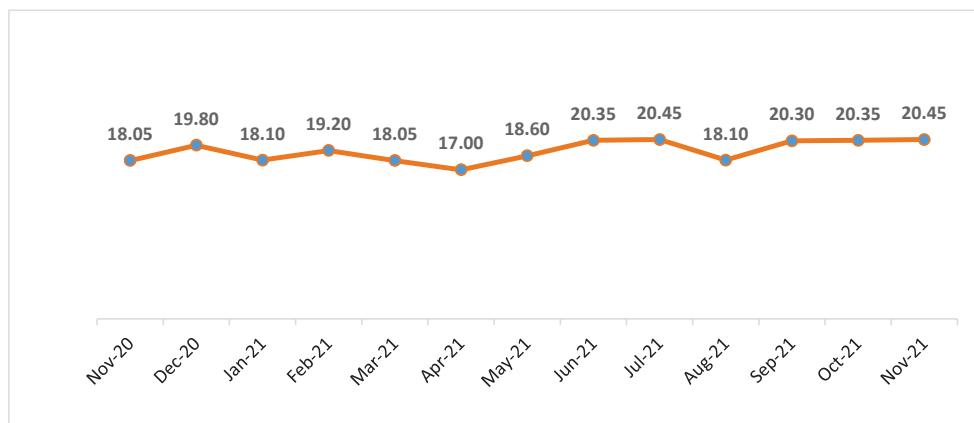
Mobile Health Clinics "सेहत की सवारी" are funded by PFS as a CSR activity in the underprivileged localities in Delhi, operated by HLPPT. Recently, a dental health check-up cum awareness camp was organized in Okhla. Toothpastes were distributed among the children also

SHAREHOLDER INFORMATION

Stock Information (As on 10th November, 2021)

₹	Market Cap	1,297 Cr
📈	Stock Price	20.45
↕	52 Week (High/Low)	24.30/15.75
📈	NSE/BSE Symbol	PFS/533344
🕒	No of shares outstanding	64.22 Cr
📊	Average Daily Volume (3 months)	21,24,053

Stock Chart (As on 10th November, 2021)

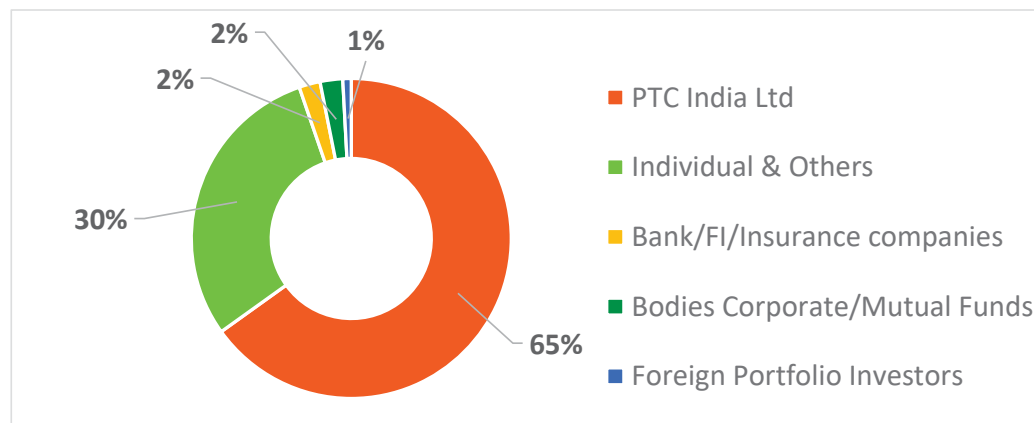


Source : BSE

Top Shareholders (As on 30th September, 2021)

Top Shareholders (As on 30 th September, 2021)	% of holding
PTC India Limited	64.99
Life Insurance Corporation of India	2.13
Quant Money Managers Ltd	1.54
Dimensional Fund Advisors LP	0.64

Shareholding Pattern as at 30th September, 2021



Rounded off to nearest multiple

THANK YOU



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