



WE BRING LIFELINE

**CLEAN, SUSTAINABLE
INFRASTRUCTURE**

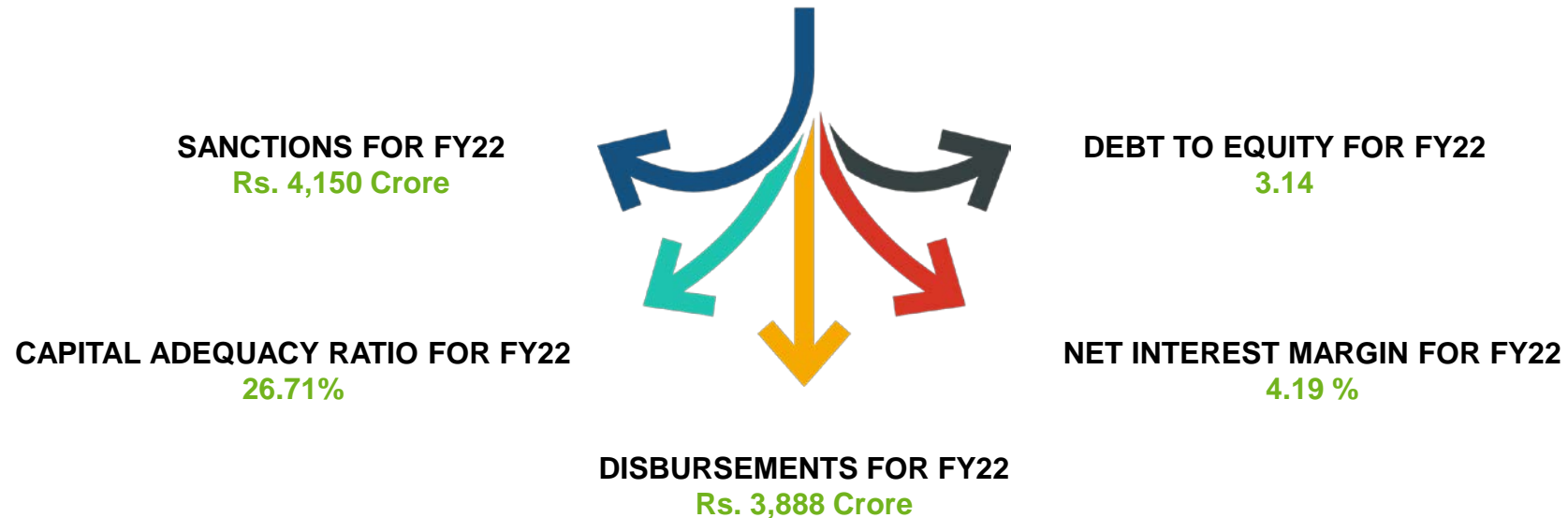


Q4 FY22 Investor Presentation

PFS at a glance

DIVERSIFYING INTO..

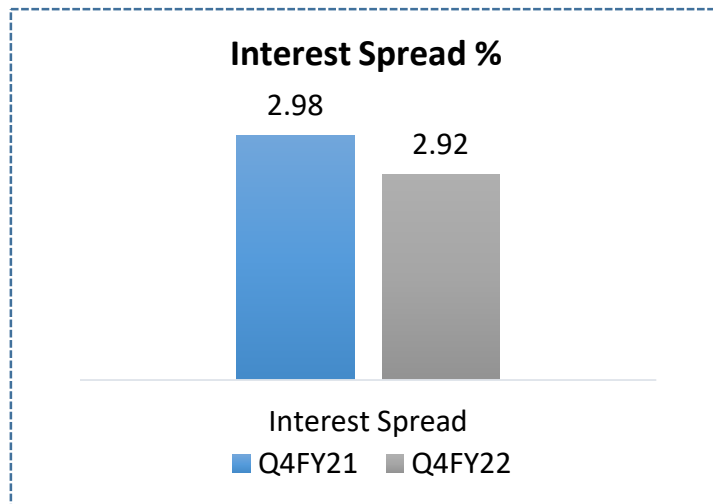
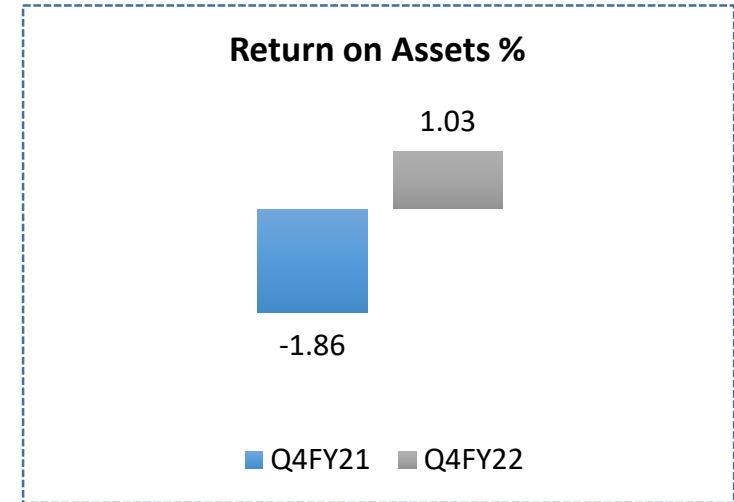
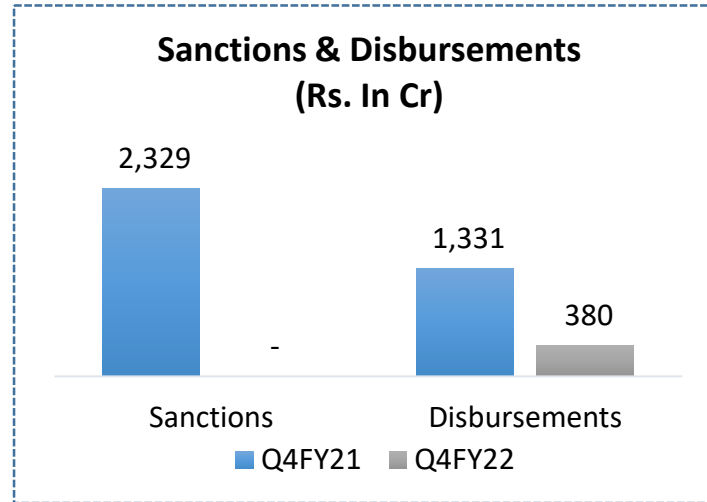
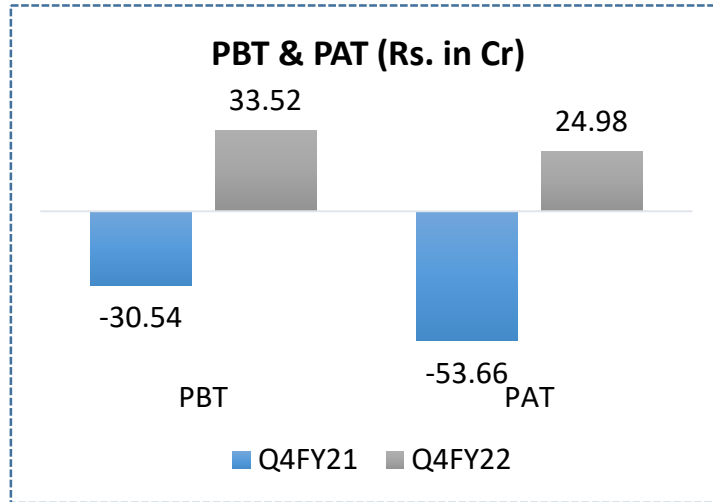
Sunshine sectors like Electric Vehicle Mobility (350 EV), Water Treatment Projects (362 million liters per day), Renewable Projects (around 15,000 MW), Power Transmission, Waste Management Facility etc.



Facilities	CRISIL	ICRA	CARE
NCD / Bonds	CRISIL A+ / Watch Developing	ICRA A+ / Watch with Negative implication	CARE A+ /Negative
Long Term Loan	CRISIL A+ / Watch Developing	ICRA A+ / Watch with Negative implication	CARE A+ /Negative
Short Term Loan	-	ICRA A1+ / Watch with Negative implication	CARE A1+
Commercial Paper	CRISIL A1+ / Watch Developing	ICRA A1+ / Watch with Negative implication	-

Company is representing to rating agency/ies for restoration of rating outlook to stable

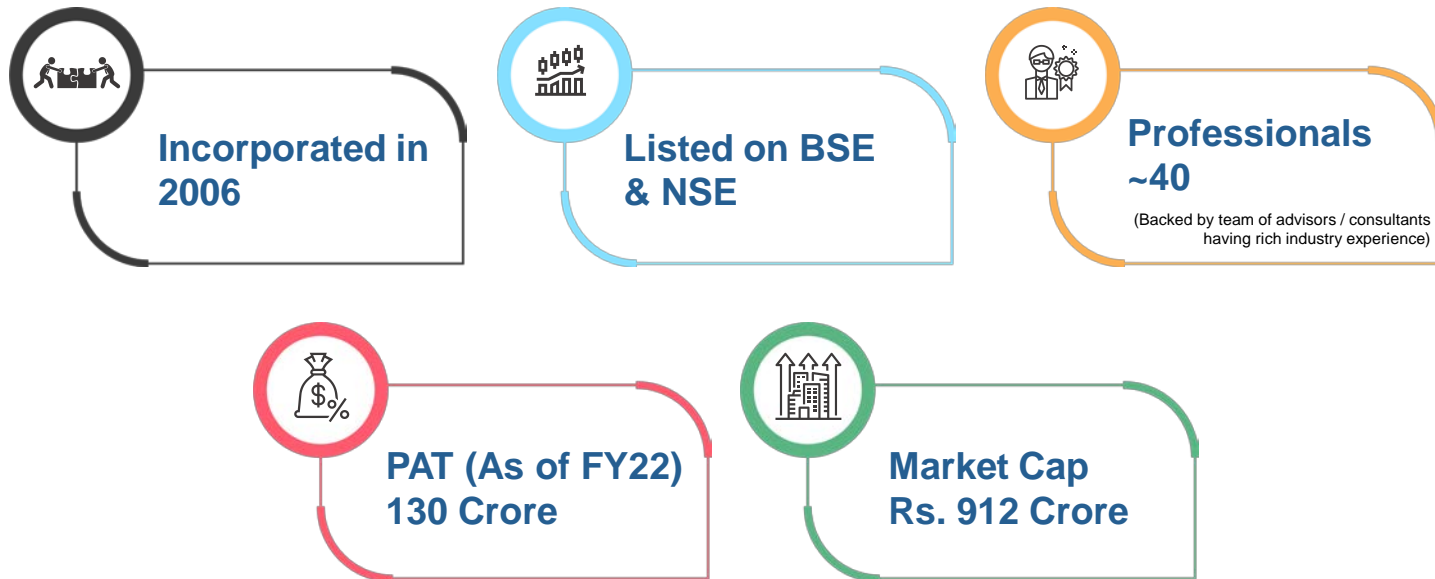
Quarterly Snapshot



- PFS has provided financial assistance for renewable projects of around **15,000 MW** with carbon abatement of 25 million tonnes per annum - a total of **125 million tonnes** of CO2 considering average project life of **5 years and further in 362 million liter water preservation per day..** We envisage yourself as major contributor to protect and preserve our environment with pollution reduction.*

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.



VISION

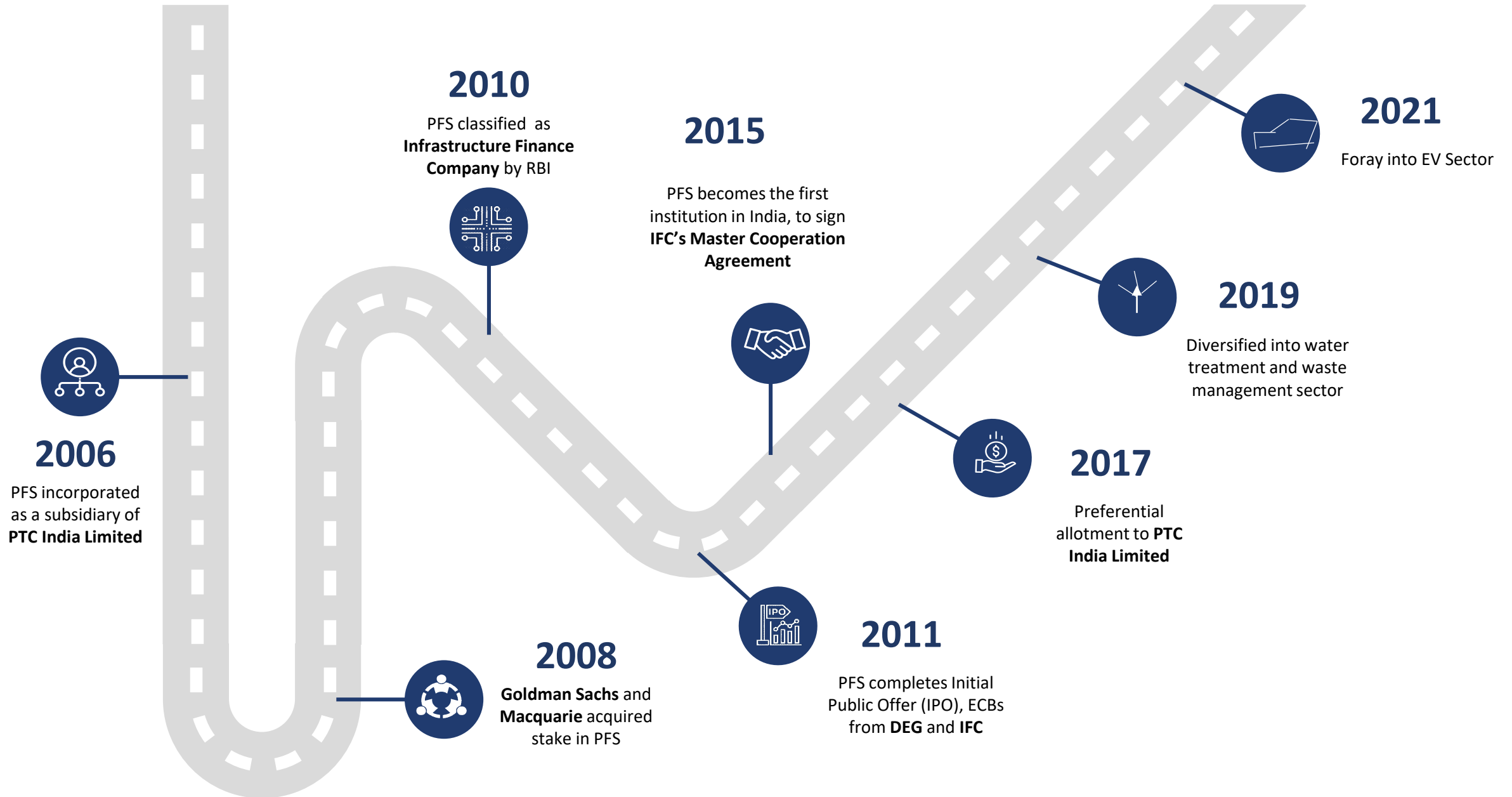
“To be the most preferred financial partner in sustainable infrastructure value chain.”



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.”

MILESTONES OVER THE YEARS



Our Purpose

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:



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.

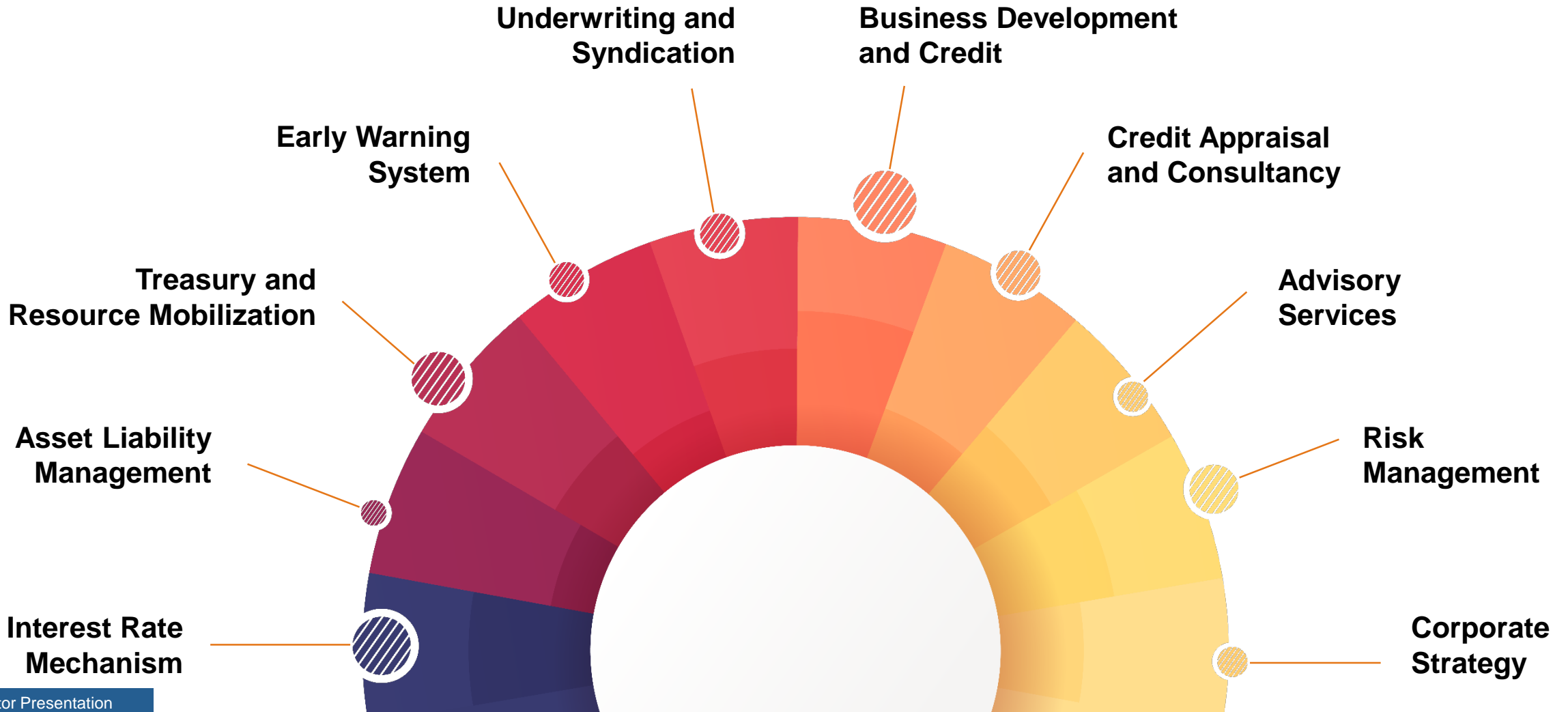


PFS team assists companies in structuring and raising debt and mezzanine capital tailored to their needs. Leveraging on its long term relationships with Banks and Financial Institutions and its experience in executing structured and vanilla debt transactions, PFS handholds companies in structuring and 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.



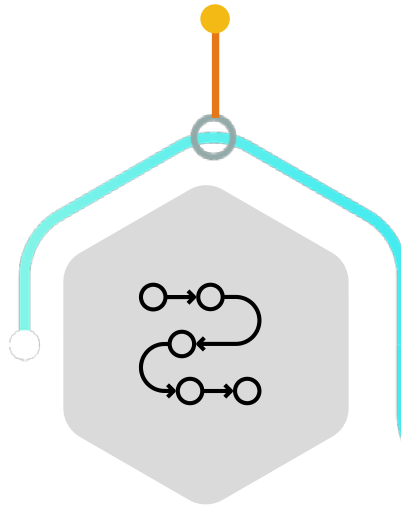
PFS provides advisory services to the various infrastructure, renewable energy, energy efficiency projects and other projects for helping in efficient installation of these projects. The advisory services are focused in the areas of finance and in the areas which lie at the intersection of finance and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

Key Functions of the Company



Business Model

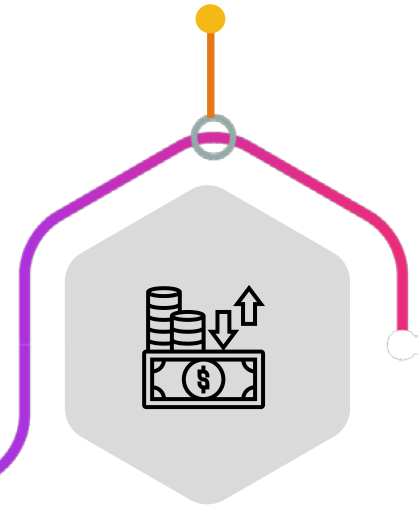
Robust credit appraisal management system and processes



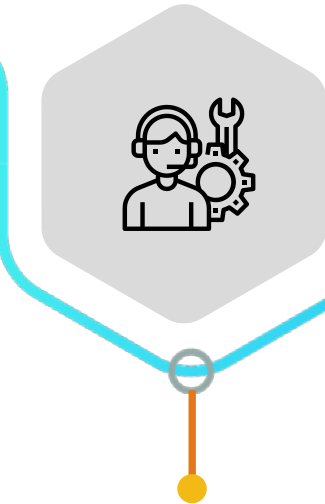
Seamless operational risk management system



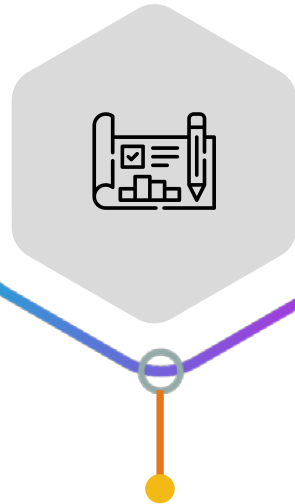
Maintain adequate liquidity and focus on cash flow generation



System for effective monitoring of compliance of loan conditions



Enhanced focus on Early Warning Signal and Stress Resolution



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 , green hydrogen, sustainable agriculture projects – biomass , waste management and other green infrastructure finance 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

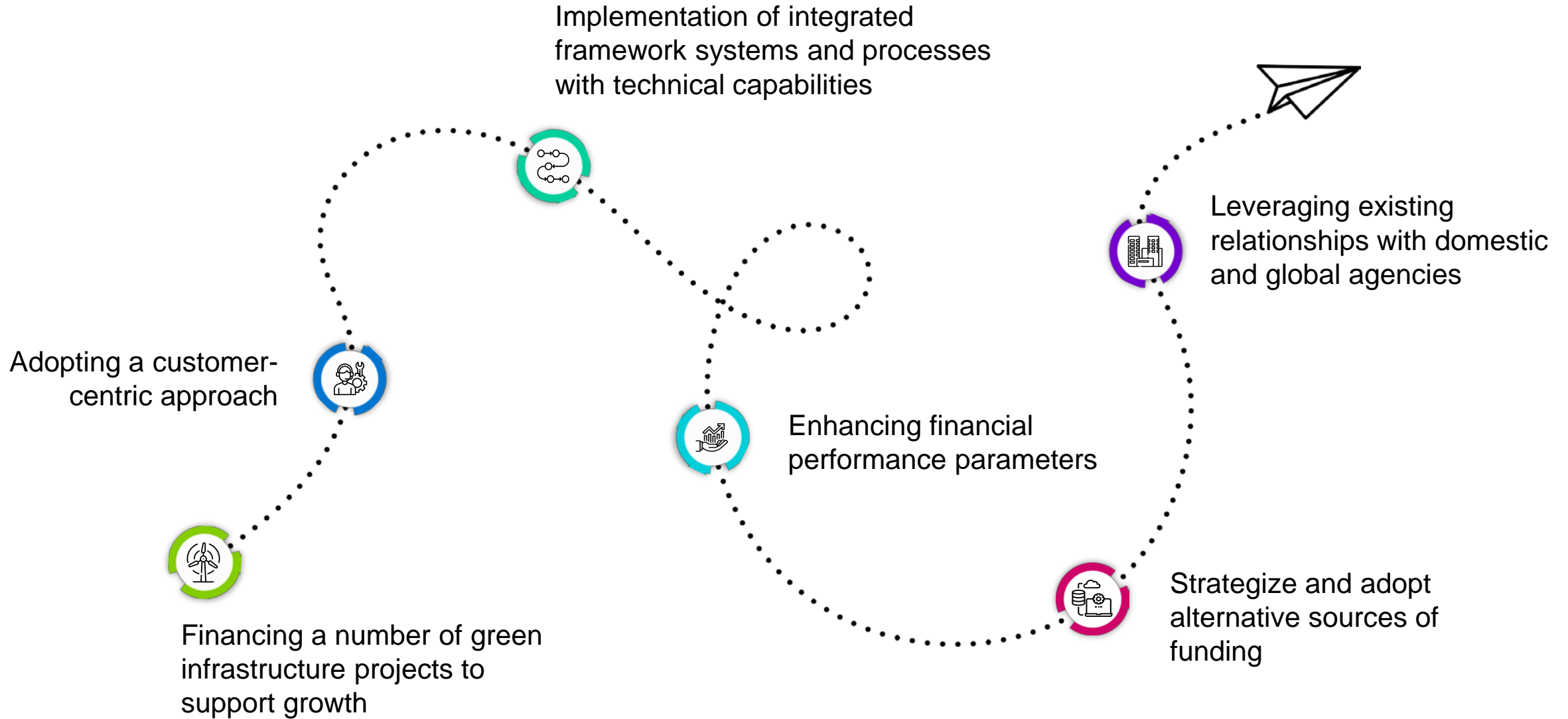
High Operating leverage and better Margins resulting to a sustainable business model

Favorably positioned to capitalize 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 organization

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

Navigating the next strategy



Risk Management System

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.

We are focused to sustainable green infrastructure finance, sunshine sectors and retail green financing. 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 15,000 MW with carbon abatement of 25 million tones per annum.

Our operational performance have improved significantly as we are in a very comfortable position to gear up our growth and expansion plans.

Renewables
Assisted in clean
energy generation
through 14858 MW
Rs. 30,233 Crore



E-Mobility
350 Electric Buses for
public transportation
Rs. 334 Crore

Road and Railways
Assisted in 1571km of
Rail & Road network
Rs. 3,798 Crore

Water
Assisted in 362 MLD of water
treatment plants
Rs. 503 Crore

Transmission
Assisted in 4478 ckt km of
transmission lines
Rs. 3,537 Crore

Port
Assisted in 43 Million
tons/annum
Rs. 708 Crore

CARBON abatement of over 25 million tons of CO₂ per annum

OUR KEY LENDERS (INTERNATIONAL AND DOMESTIC)

Established relationship with Leading Development Financial Institutions (DFIs) and Banks



Partnering with leading players in green infrastructure development



HERO
FUTURE
ENERGIES
planet positive power



DILIP BUILDCON LIMITED
INFRASTRUCTURE & BEYOND

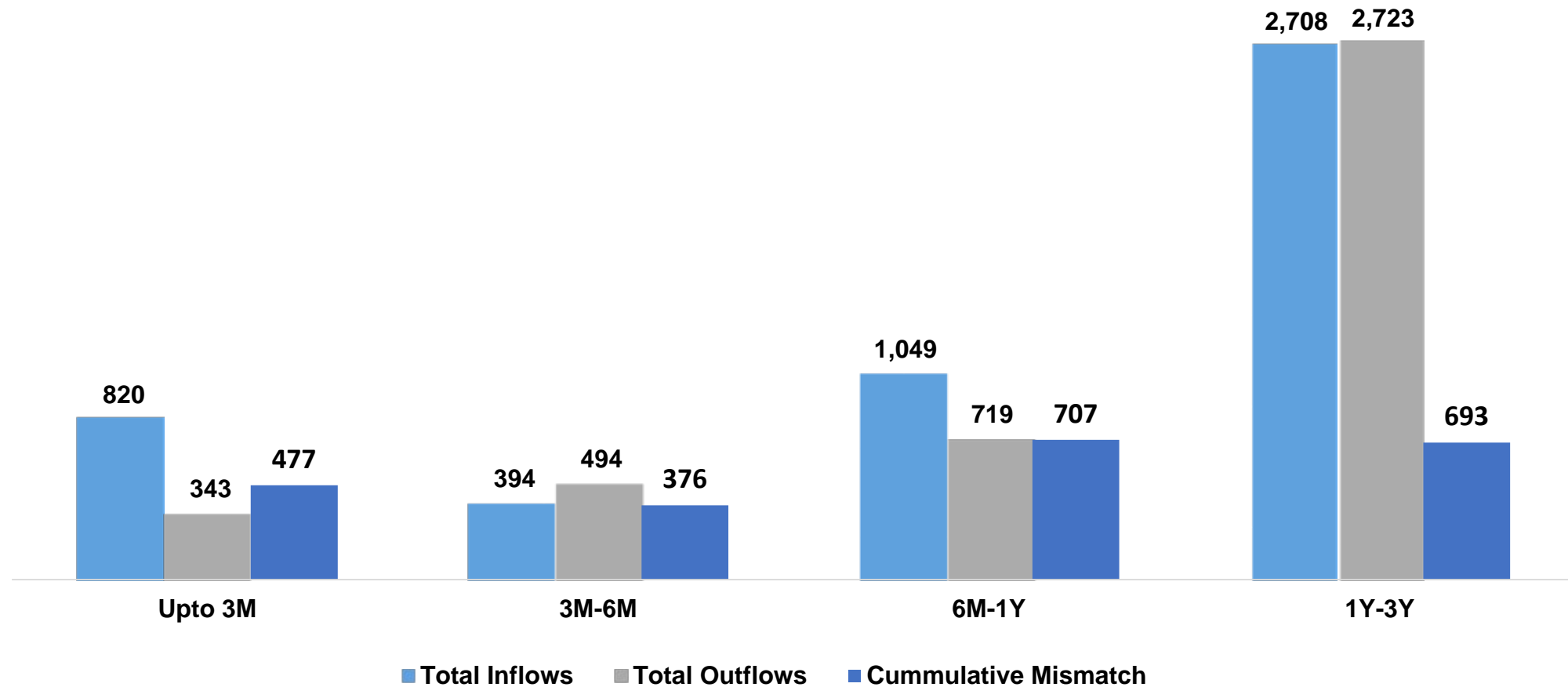


FINANCIALS



Comfortable Cash Flows

- As on 16 November 2022 Company is having liquid funds of Rs.1,245.11 crore including HQLA of **Rs. 245.77 Crore** to meet any contingencies



Key Balance Sheet Indicators

Quarter ended 31 st March, 2022	Quarter ended 30 th December, 2021	Quarter ended 31 st March, 2021	Particulars	Year Ended 31 st March, 2022	Year Ended 31 st March, 2021
-	1,852	2,329	Loan Sanctioned (Rs. Crs)	4,150	4,098
380	1,821	1,331	Loan Disbursed (Rs. Crs)	3,888	2,647
8,686	9,836	11,094	Outstanding Credit (Rs. Crs)	8,686	11,094
36	36	343	Non fund based (Rs. Crs)	36	343
26.71	22.50	24.10	Capital Adequacy Ratio (%)	26.71	24.10

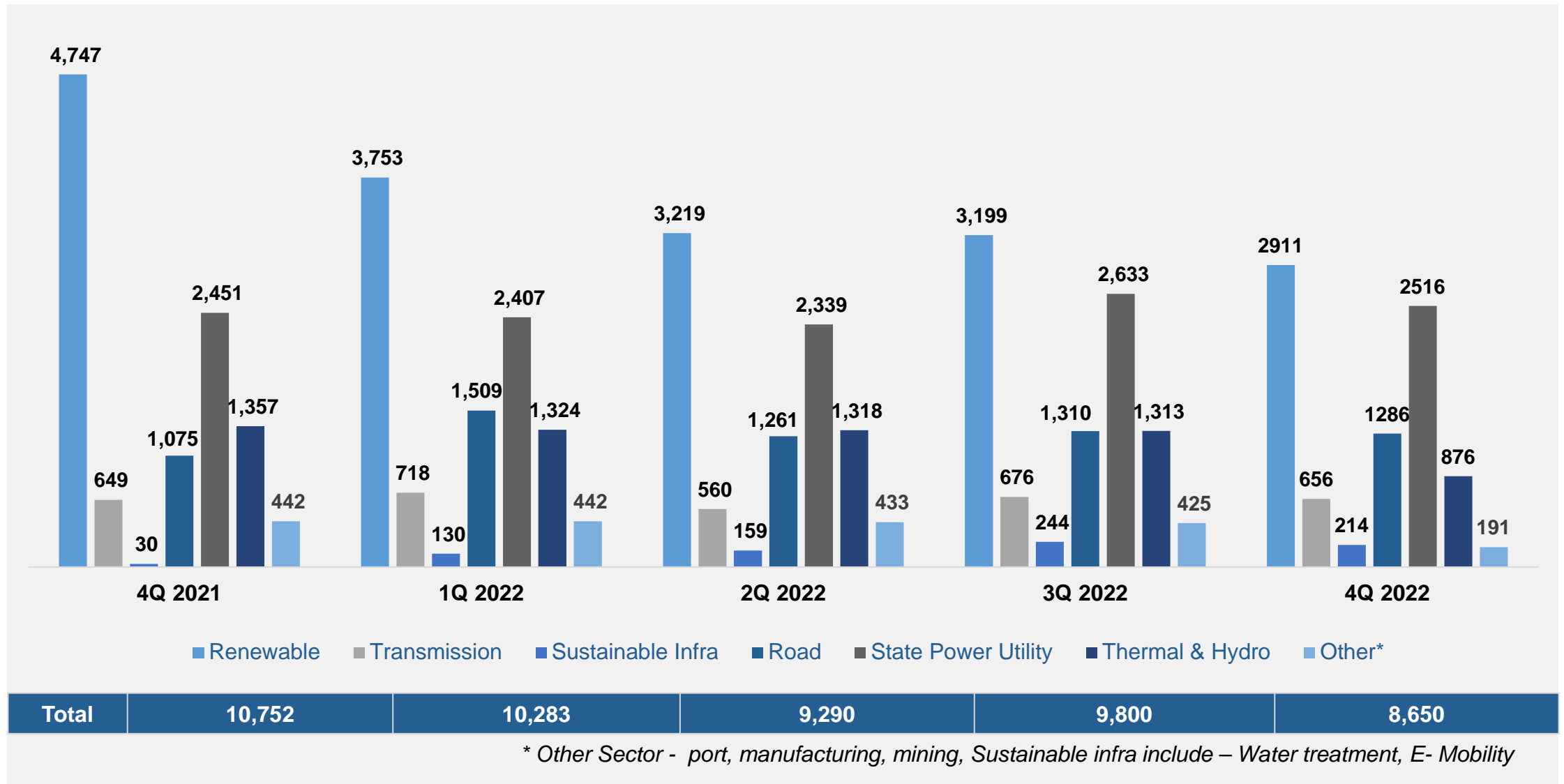
Key Operational Indicators

Quarter ended 31 st March, 2022	Quarter ended 30 th December, 2021	Quarter ended 31 st March, 2021	Particulars	Year Ended 31 st March, 2022	Year Ended 31 st March, 2021
86.36	88.56	96.48	Net Interest Income (Rs. Crs)	344.92	353.74
10.52	10.34	10.98	Yield on Earning Loan (%)	10.60	11.13
7.60	7.54	8.00	Cost of borrowed funds (%)	7.60	8.42
2.92	2.80	2.98	Interest Spread (%)	3.00	2.71
4.30	4.02	4.24	Net Interest Margin (Adjusted) (%)	4.19	3.47
0.39	0.11	(0.84)	Earnings Per Share (Rs.)	2.02	0.42
14.06	11.23	12.78	Cost to Income Ratio (%)	12.00	11.83
3.14	3.36	4.37	Debt Equity Ratio (%)	3.14	4.27
4.44	1.24	(10.00)	Return on Networth (%)	5.93	1.22
1.03	0.29	(1.86)	Return on Assets (%)	1.24	0.22

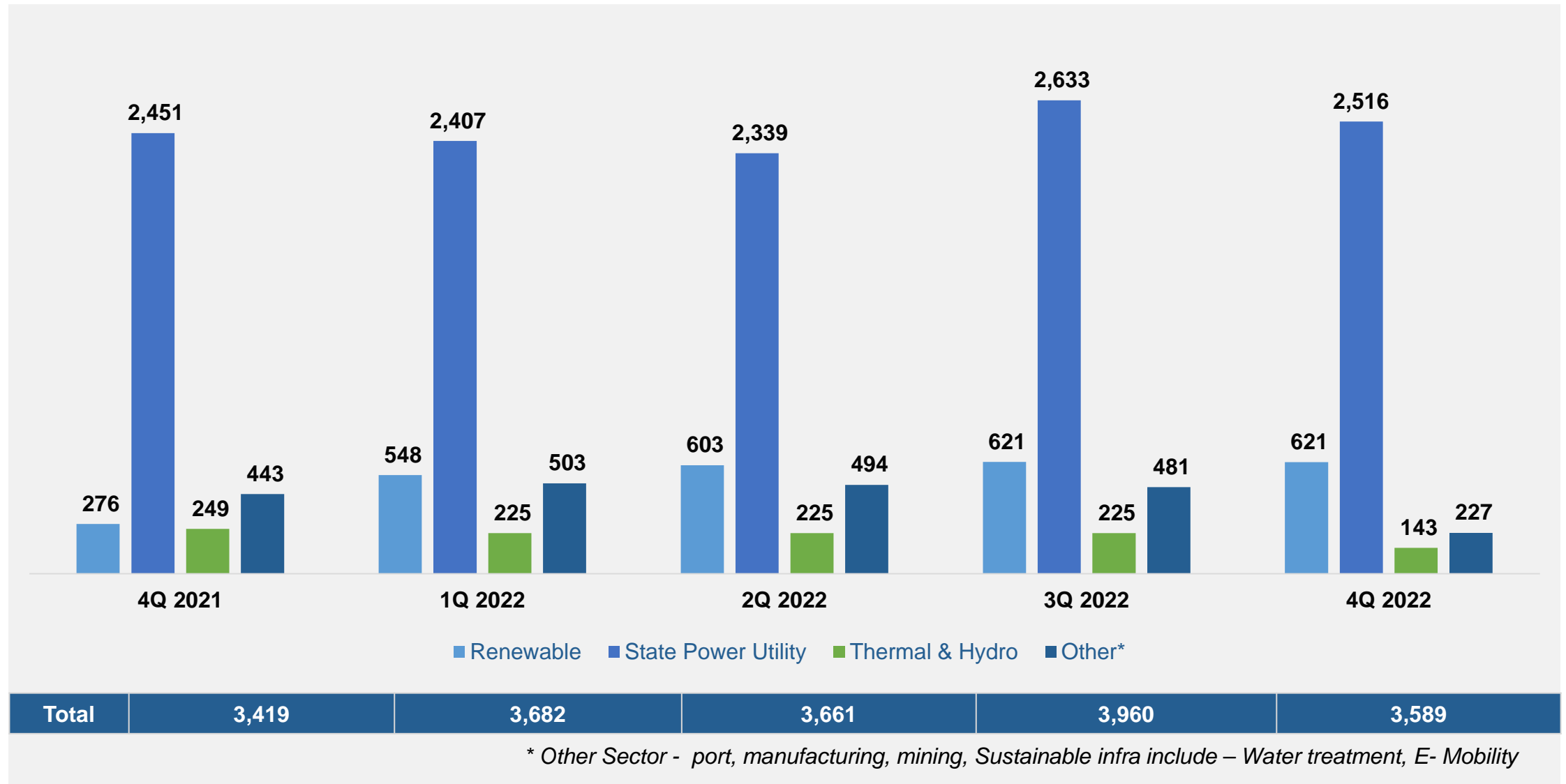
Results Overview

Quarter ended 31 st March, 2022	Quarter ended 30 th December, 2021	Quarter ended 31 st March, 2021	Particulars	Year Ended 31 st March, 2022	Year Ended 31 st March, 2021
222.25	224.39	262.68	Interest Income	924.69	1,105.24
231.35	241.09	274.57	Total Income	968.74	1,139.45
136.5	135.83	166.85	Interest and financial charges	581.47	752.98
48.91	83.61	106.92	Provision and contingencies	167.86	229.47
12.42	12.16	31.34	Other operating expenses	45.5	63.58
197.83	231.60	305.11	Total expenses	794.83	1046.03
33.52	9.49	(30.54)	Profit before tax	173.91	93.42
8.54	2.56	23.12	Tax expense (including deferred tax)	43.93	67.82
24.98	6.93	(53.66)	Profit after tax	129.98	25.60

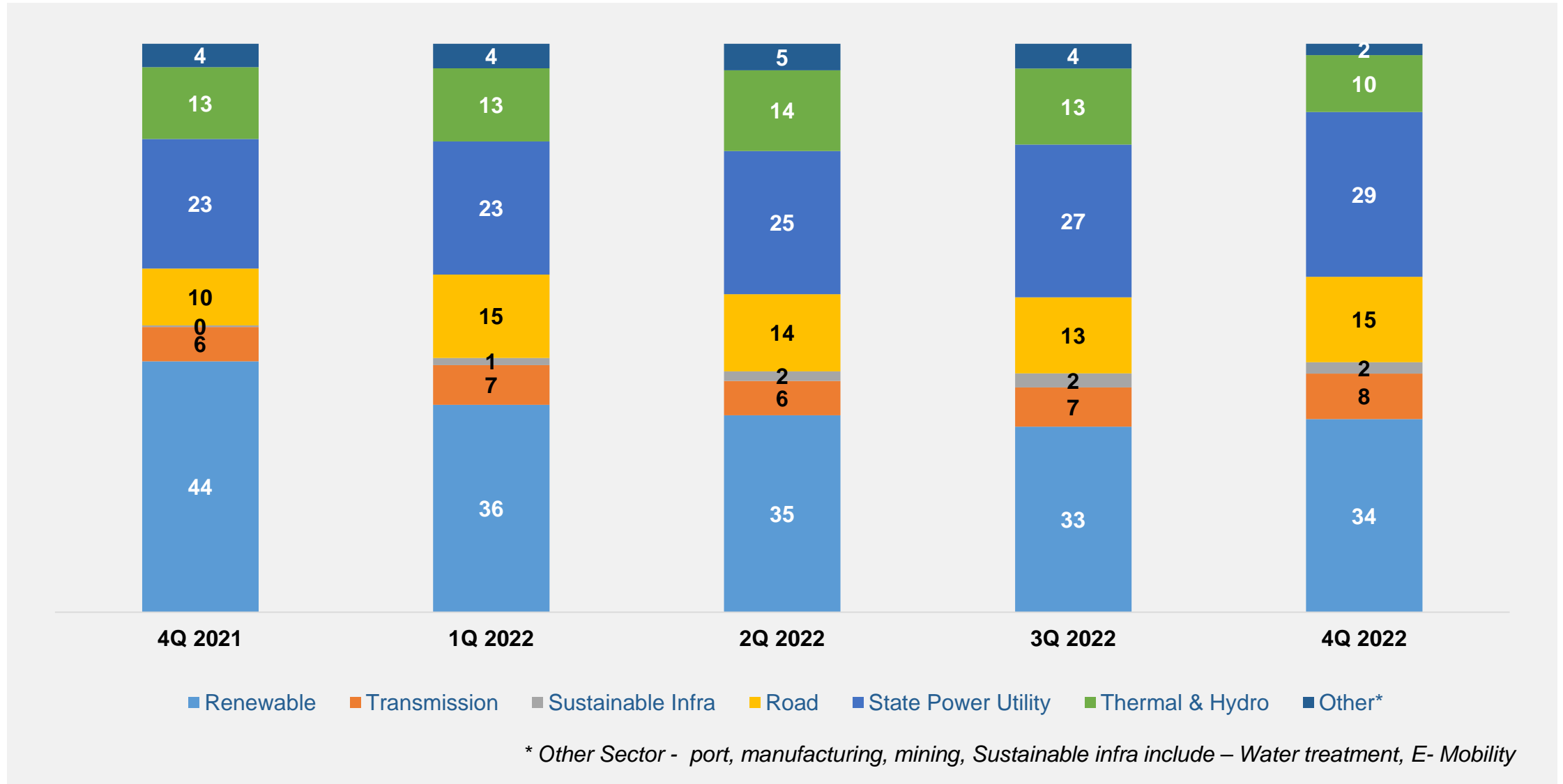
Operational Performance – Sector Wise Outstanding



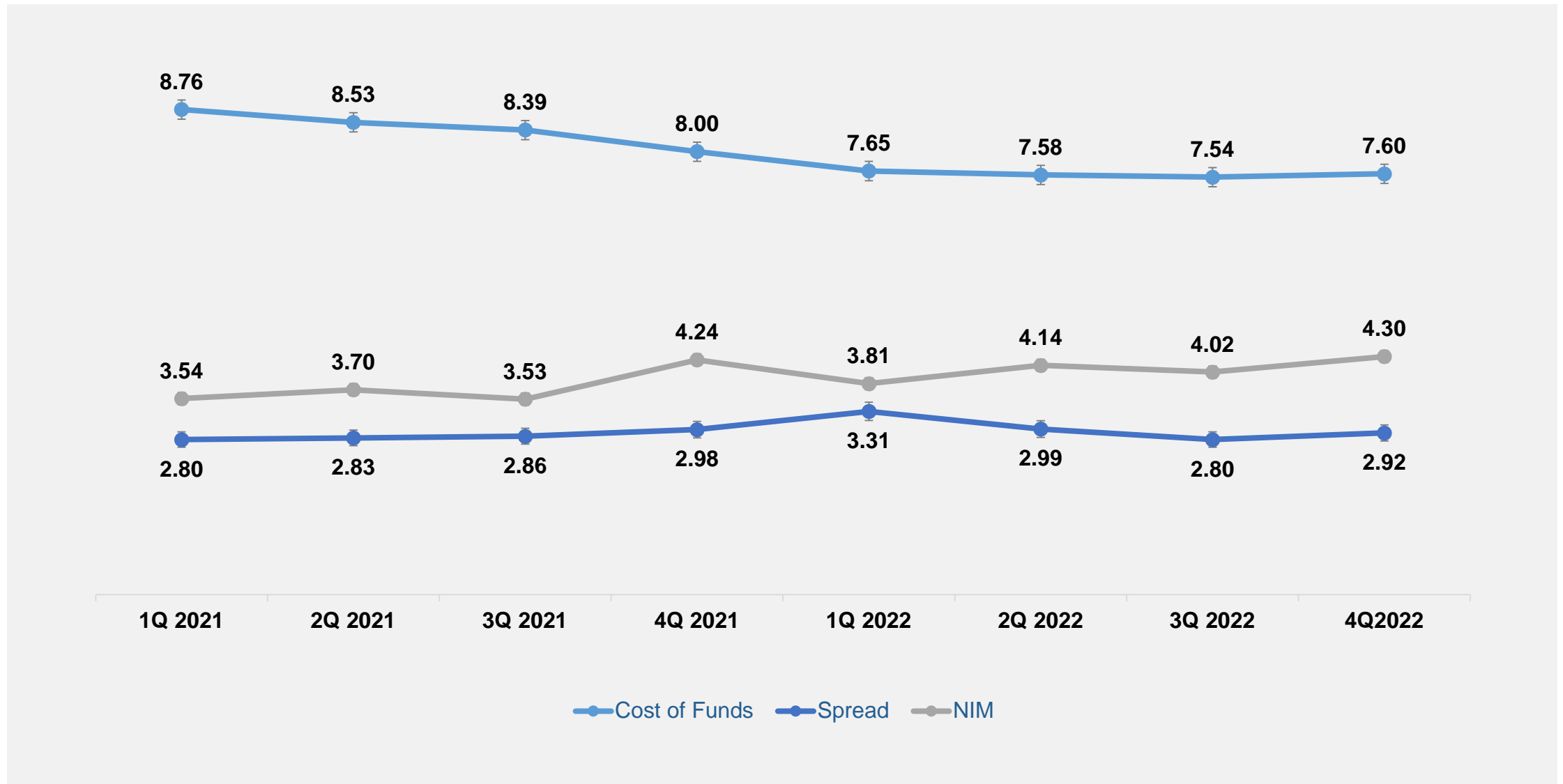
Operational Performance – Corporate Loan under Respective Sector



Portfolio Shift – Sector Wise Credit Portfolio %



NIMs / Spread driven by consistent improvement on operational parameters on earning book portfolio

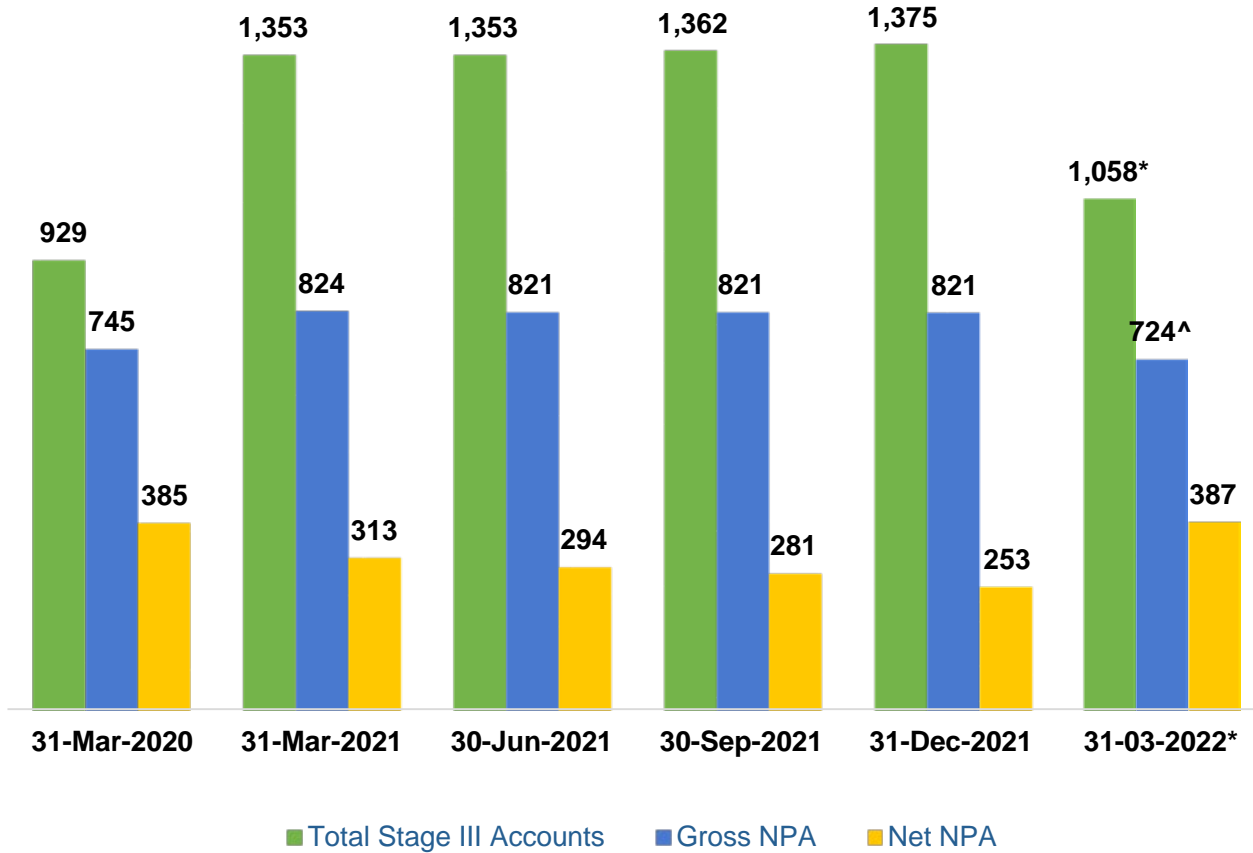


Stage III as on March 31, 2022

Loan Account	Gross Loan	Provision	Net Exposure	Impairment Reserve
Athena Chhattisgarh Power Limited *	20.44	1.92	18.52	8.30
Danu Wind Park Private Limited	333.60	40.63	292.96	67.88
ICOMM Tele Ltd	2.65	0.03	2.62	1.68
Asian Hotels West Limited	3.14	0.03	3.10	0.29
IL&FS Tamil Nadu Power Company Limited	230.69	94.00	136.69	136.69
Konaseema Gas Power Limited	17.58	1.00	16.58	16.58
KSK Mineral Resources Private Limited	42.66	21.66	21.00	-
Meenakshi Energy Private Limited	150.00	87.27	62.73	18.83
NRSS XXXVI Transmission Limited *	128.13	2.07	126.06	23.56
NSL Nagapatnam Power & Infratech Private Limited	125.00	125.00	-	-
Varam Bio-energy Pvt Ltd	4.29	4.29	-	-
Total	1,058.18	377.90	680.28	273.81

*Accounts of Rs.147.83 crore pertains to two accounts have been received post March 22.

Credit Standing Snapshot



*Accounts of Rs.147.83 crore pertains to two accounts have been received post March 22. ^includes interest

- 01 Company is having adequate liquidity in the form of HQLA, liquid assets and undrawn credit lines to meet any contingency and growth.
- 02 Relationship enhanced with existing bankers and establishing with new lenders, domestic as well as international.
- 03 Capital Adequacy at comfortable level with majority in form of Tier I capital.
- 04 Improvement in leverage position with simultaneously improvement in portfolio quality.
- 05 Majority of projects has been commissioned and hence nominal construction risk for projects.
- 06 Stress / NPA accounts are on declining trend and focus is on improving operational performance.
- 07 Company has shifted its pricing methodology from Reference Rate to Base Rate for higher yields in its business model.

Corporate Social Responsibility



Community Waste Management project site in Abul Fazal, Okhla. The initiative will build a strong community managed waste management model, and provide support to the existing system operated by the municipal corporation. The project complements the existing system.



Check dams being constructed in Alwar district to catch and channelize rain water. Another sustainable initiative is to channelize and save water through a project of "Water conservation through installation of rainwater harvesting structures in the form of check dams and gabion structures" in Alwar, Rajasthan. PFS has funded four check dams and two gabion structures to improve ground water situation in the area.



Water ATM project in underprivileged localities in Delhi. Pure/potable water can be taken at highly subsidized rates.



Ongoing project of Crop Residue Management in Ludhiana & Patiala. A Happy Seeder in action.



As part of PFS CSR initiatives, it has funded 25 sustainable Rain Water Harvesting structures in public/RWA parks and 25 Rain Gardens in Delhi NCR.



Ongoing Mobile Health Clinic project in Delhi NCR

Shareholder Information

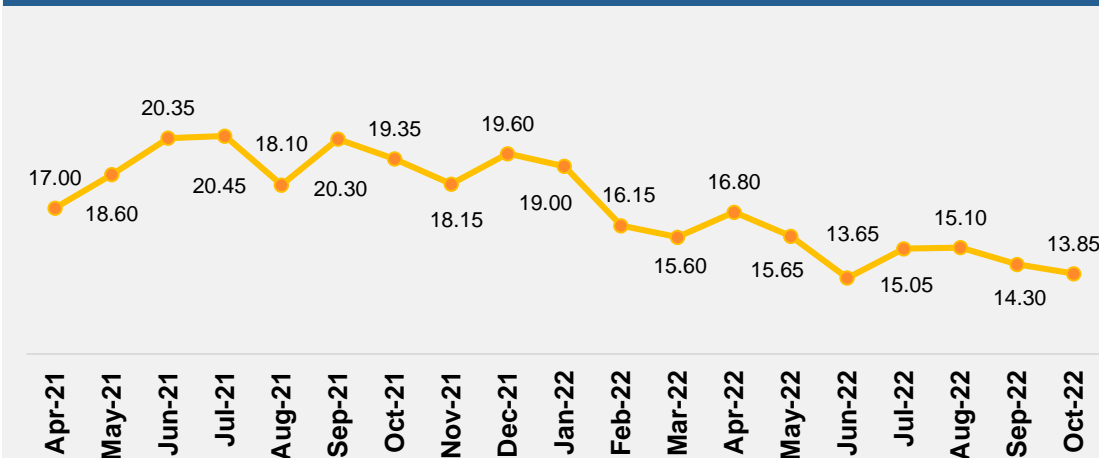
Stock Information (As on 31st Oct, 2022)

₹	Market Cap	890 Cr
📈	Stock Price	13.85
↕	52 Week (High/Low)	25.90/12.40
📈	NSE/BSE Symbol	PFS/533344
🕒	No of shares outstanding	64.22 Cr
📊	Average Daily Volume (3 months)	4,81,533

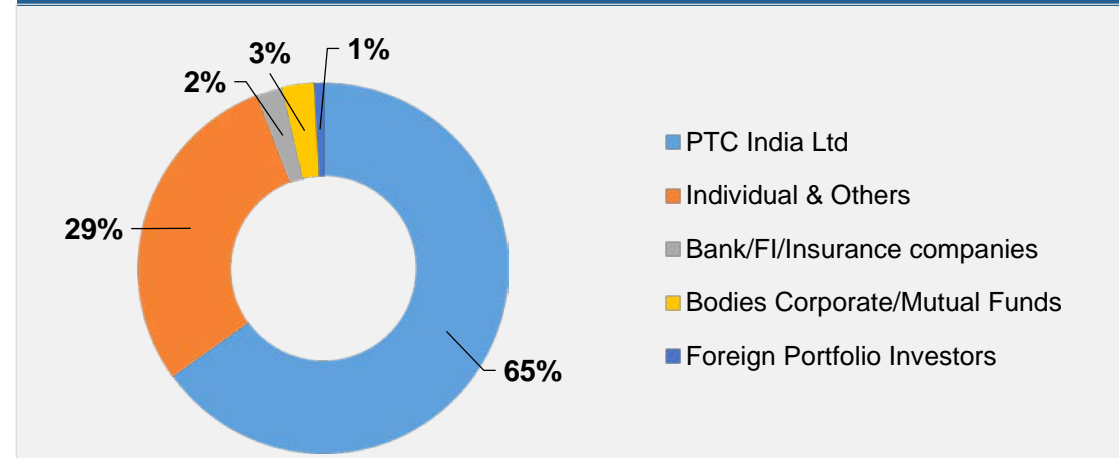
Stock Information (As on 31st Oct, 2022)

PTC India Limited	64.99
Life Insurance Corporation of India	2.11
Quant Money Managers Ltd	1.54
Dimensional Holdings, Inc.	0.64

Stock Chart (As on 31st Oct, 2022)



Shareholding Pattern as at 31st March, 2022



THANK YOU



PTC India Financial Services Ltd

7th Floor Telephone Exchange Building,
8 Bhikaji Cama Place, New Delhi - 110 066 INDIA

Fax: +91 11 26737373 / 26737374

Email: info@ptcfinancial.com

Abhinav Goyal - Vice President

Email: abhinav.goyal@ptcfinancial.com

Tel: +91 11 2673 7300 / 2673 7400

Contact



Nihar Mehta / Ronak Jain

Email: nihar@s-ancial.com / ronak.jain@s-ancial.com

Tel: +91 9920252534 / 9820950544

ExchangeConnect (Investor Relations)

215, Shivshakati Industrial Estate, JR Boricha
Marg, Lower Parel (E) - Mumbai - 400 011