

# WE BRING LIFELINE TO **CLEAN, SUSTAINABLE INFRASTRUCTURE**

Q 4 & F Y 2 3 I N V E S T O R P R E S E N T A T I O N



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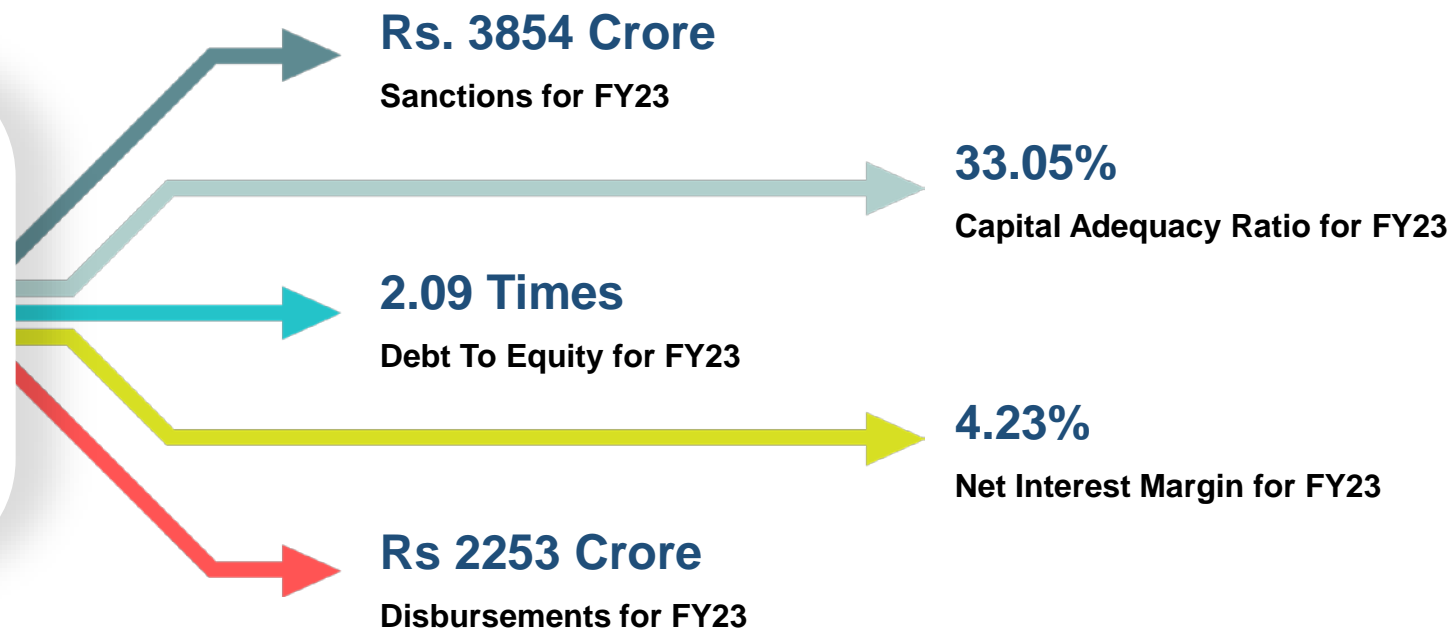


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# PFS at a glance

## Diversifying into sunshine sectors like

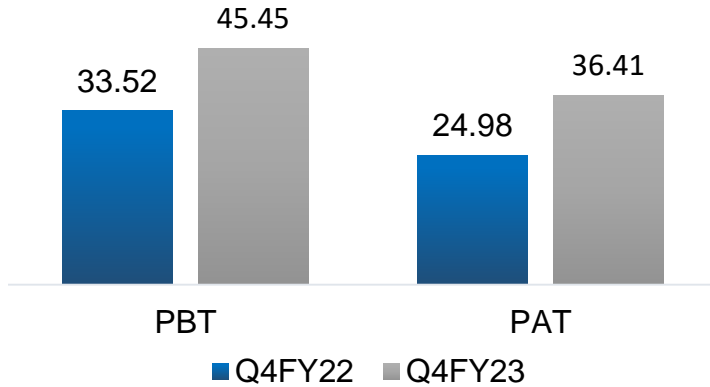
1. Electric Vehicle Mobility (494 EV),
2. Water Treatment Projects (362 million liters per day),
1. Renewable Projects (around 15,000 MW),
2. Power Transmission,
3. Waste Management Facility, etc.



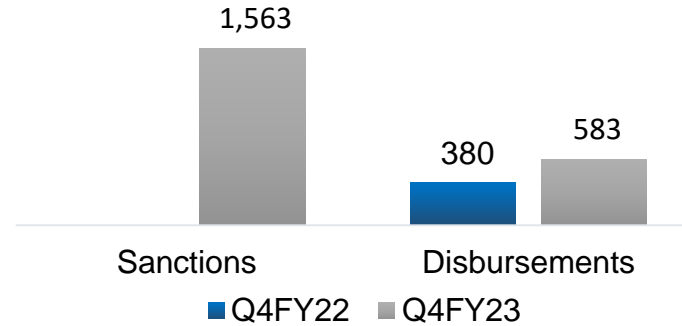
Facilities	CRISIL	ICRA
NCD / Bonds	CRISIL A+ / Watch Developing	ICRA A+ /Negative
Long Term Loan	CRISIL A+ / Watch Developing	ICRA A+ /Negative
Short Term Loan	CRISIL A1+ / Watch Developing	ICRA A1
Commercial Paper	CRISIL A1+ / Watch Developing	ICRA A1

# Quarterly Snapshot

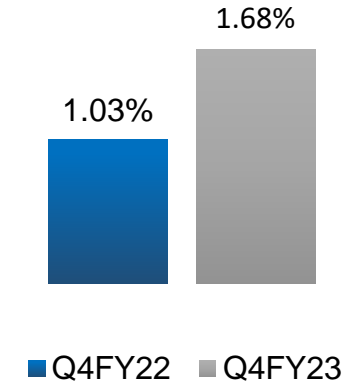
## PBT & PAT (Rs. In Cr)



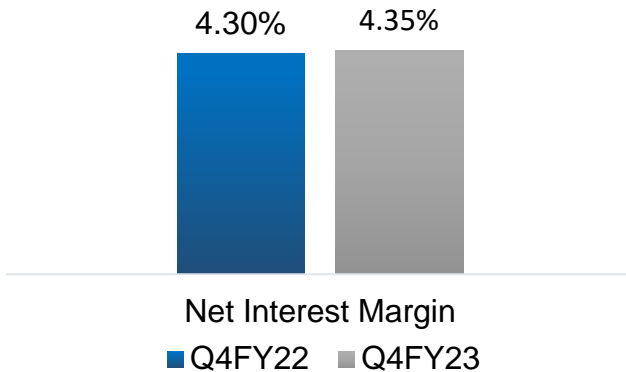
## Sanctions & Disbursements (Rs. In Cr)



## Return on Assets %



## Net Interest Margin



PFS has provided financial assistance for renewable projects of around 14,858 **MW** with carbon abatement of 25 million tonnes per annum - a total of 375 **million** tonnes of CO2 considering average project life of **15 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.”



Incorporated in  
2006

01



Listed on  
BSE & NSE

02



Professionals ~45

(Backed by team of  
advisors / consultants  
having rich industry  
experience)

03



PAT (As of FY23)  
Rs 175.81 Crore

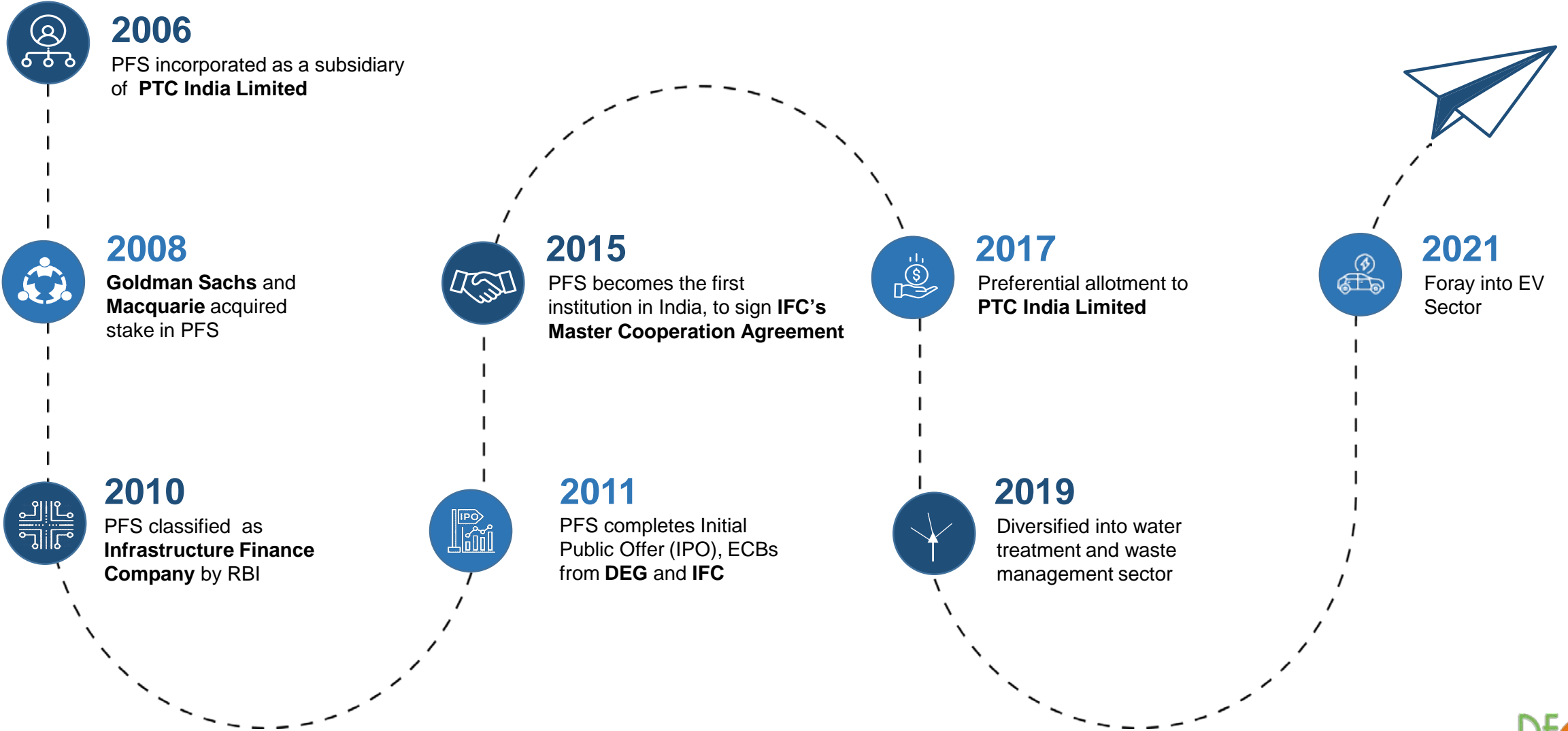
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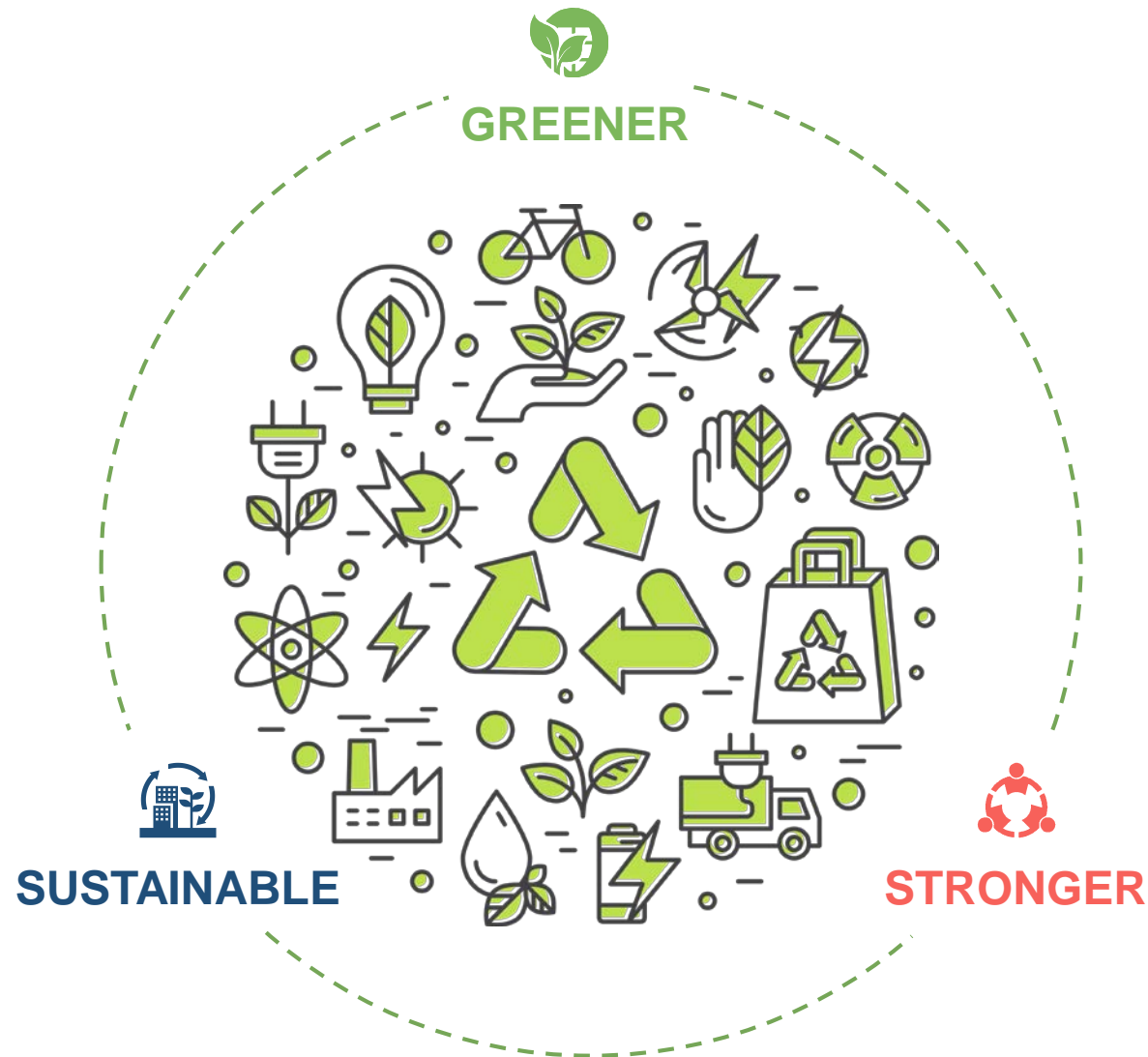


Market Cap  
Rs. 1004 Crore

05

# Milestones Over The Years





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.



## Fee Based Services

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.

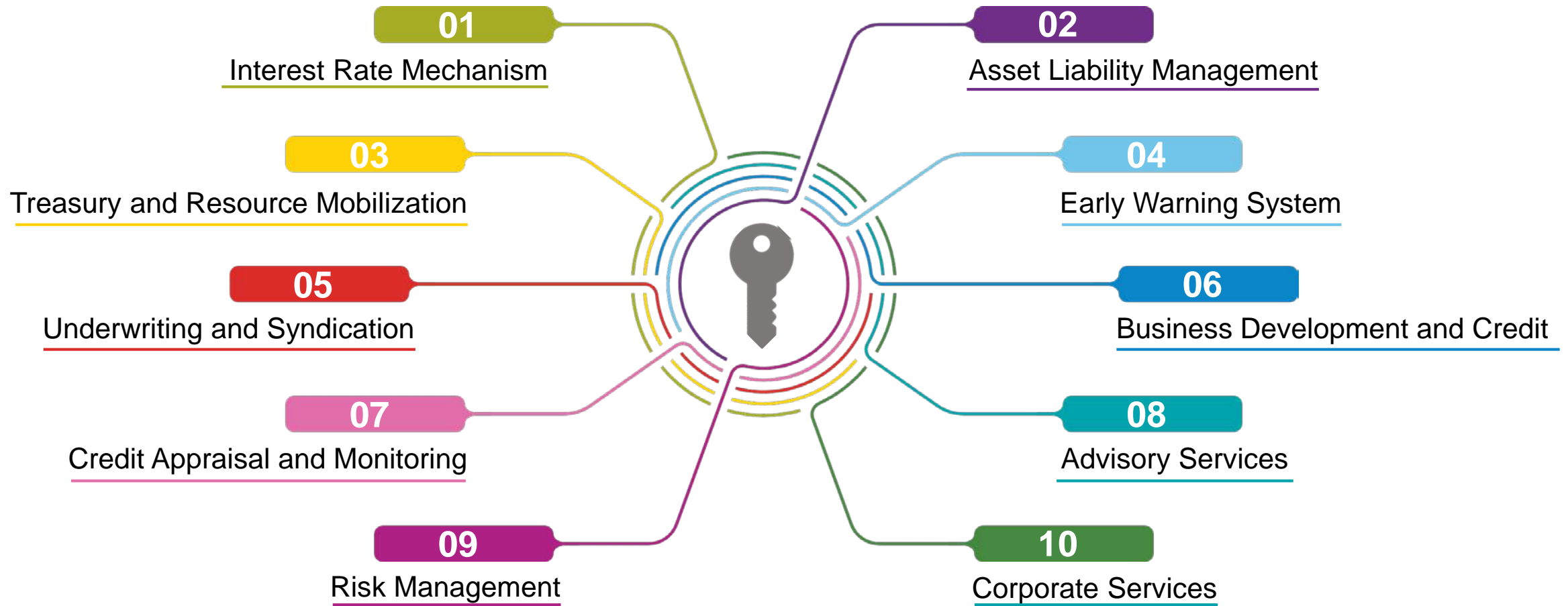


## Advisory Services

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

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

1

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

5

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

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

2

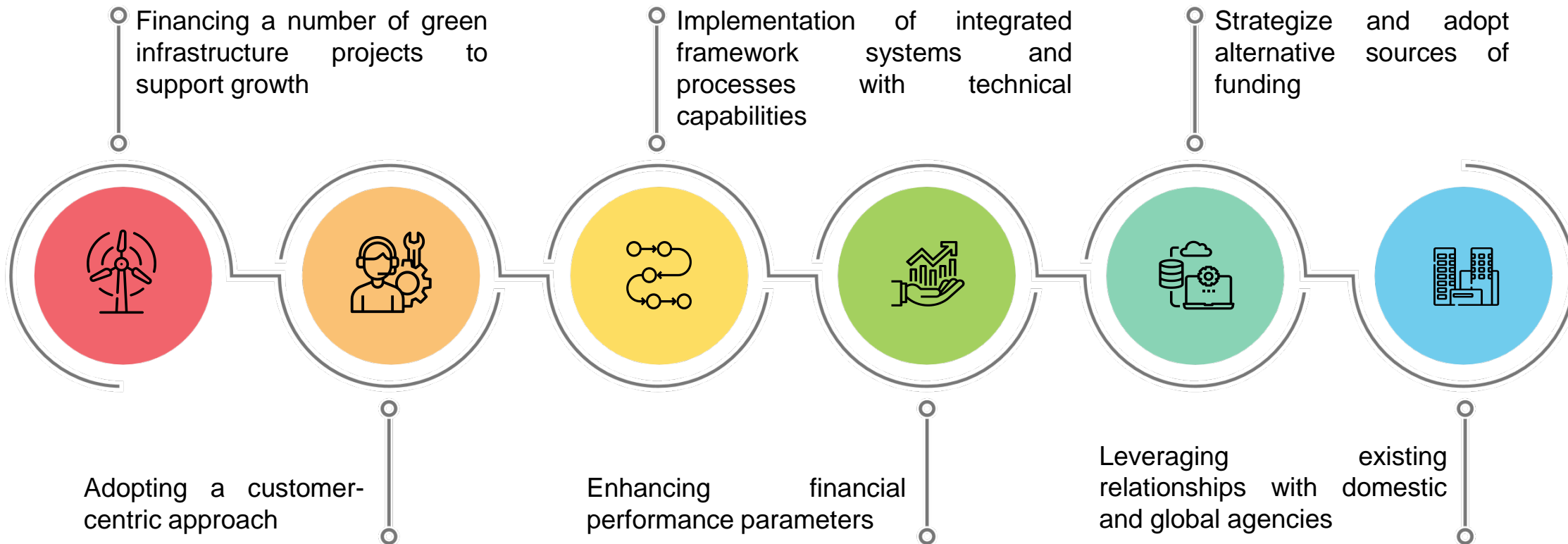
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4 Reduction in the number of Stress/NPA accounts to enhance the operational capabilities of the organization

3

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

# 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.





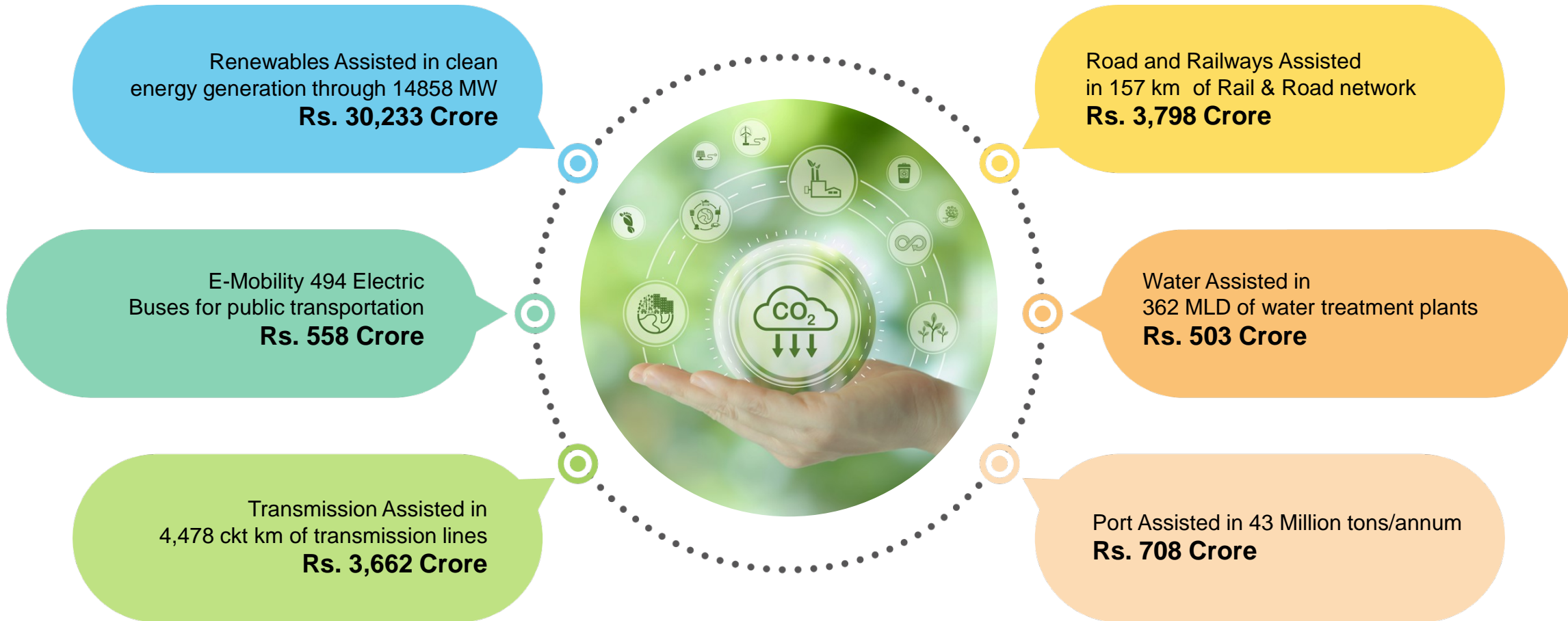


**PFS is focused on its stance of progressive growth and stability through the enhancement of its products and quality of the portfolio.**

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.

# Carbon Neutral; Marching Towards Sustainability



CARBON abatement of over 25 million tons of CO<sub>2</sub> per annum



# Our Marquee Clients

Partnering with leading players in green infrastructure development



DILIP BUILDCON LIMITED  
INFRASTRUCTURE & BEYOND

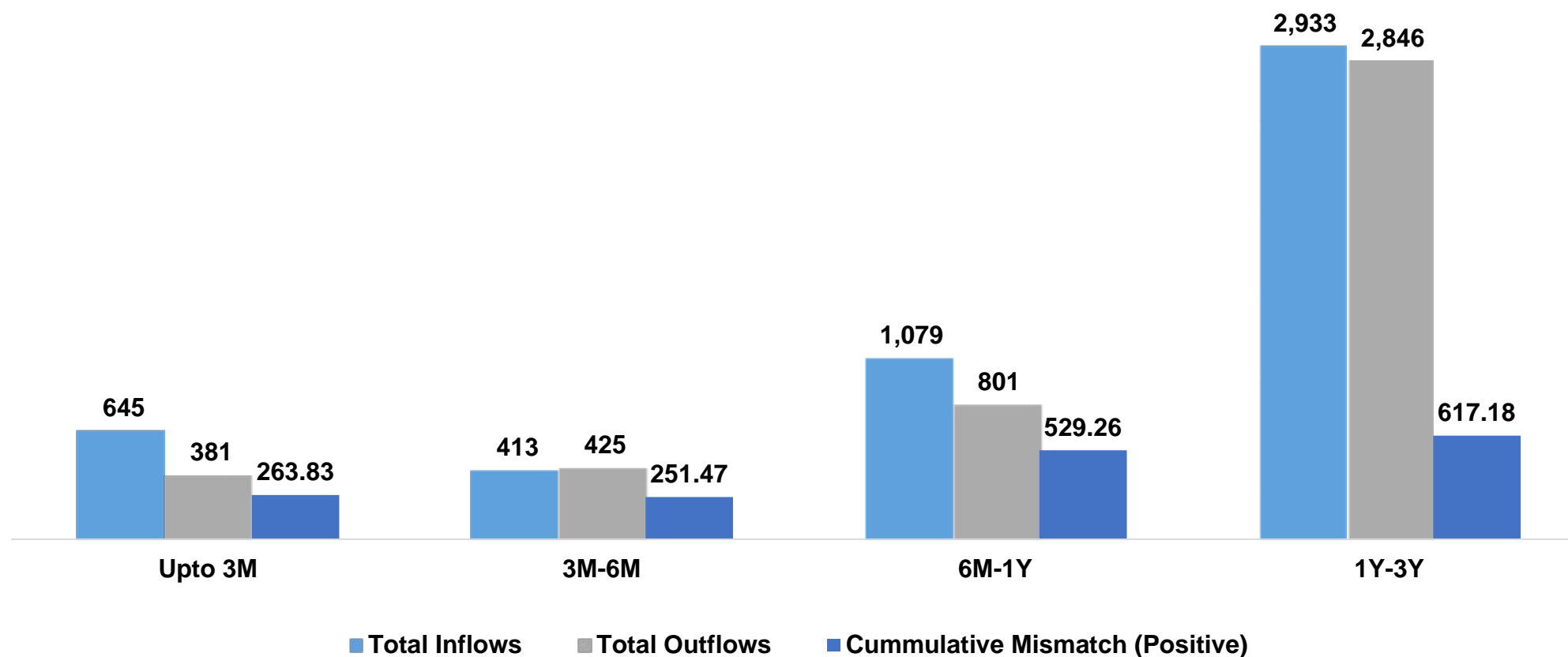


# FINANCIALS



# Comfortable Cash Flows

As on 1st April 2023 Company is having liquid funds of Rs.539 crore including HQLA of around Rs. 340 Crore.



# Key Balance Sheet Indicators

Quarter ended 31st March, 2023	Quarter ended 31st December, 2022	Quarter ended 31st March, 2022	Particulars	FY 23	FY 22
1,563	1,131	-	<b>Loan Sanctioned (Rs. Crs)</b>	3,854	4,150
583	609	380	<b>Loan Disbursed (Rs. Crs)</b>	2,253	3,888
7,339	7,301	8,686	<b>Outstanding Credit (Rs. Crs)</b>	7,339	8,686
-	-	36	<b>Non fund based (Rs. Crs)</b>	-	36
33.05	33.30	26.71	<b>Capital Adequacy Ratio (%)</b>	33.05	26.71

# Key Operational Indicators

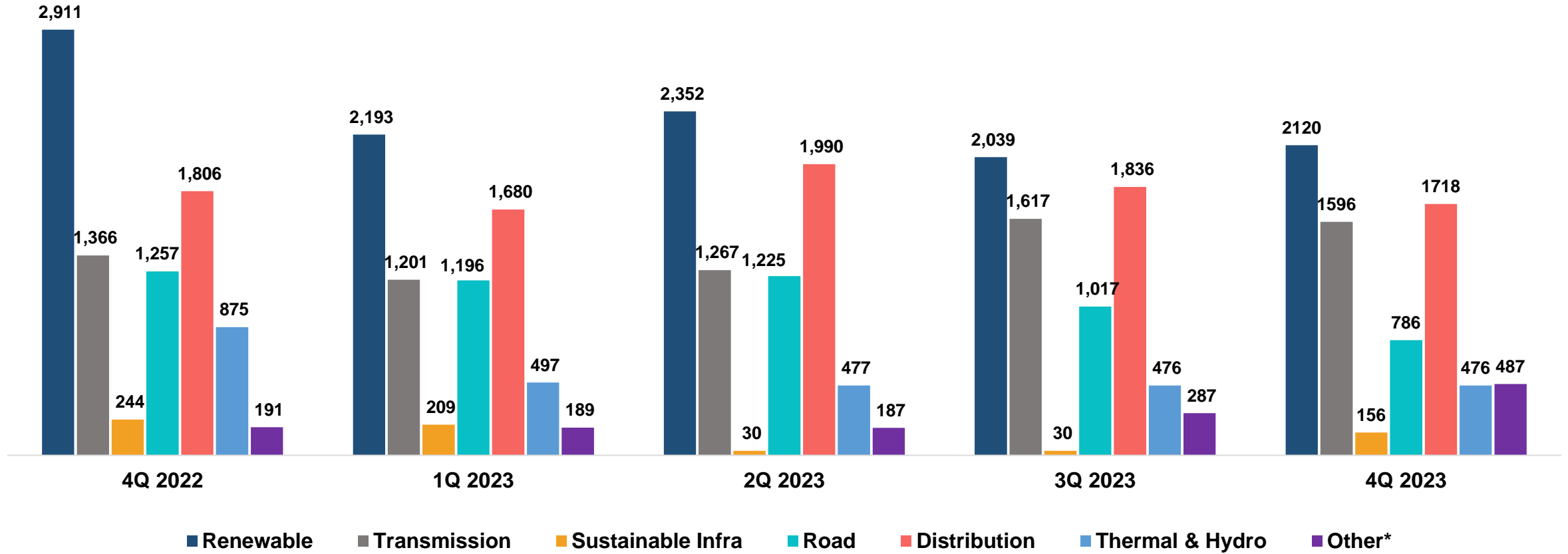
Quarter ended 31st March, 2023	Quarter ended 31st December, 2022	Quarter ended 31st March, 2022	Particulars	FY 23	FY 22
81.59	82.84	86.36	Net Interest Income (Rs. Crs)	334.66	344.92
10.61	10.35	10.52	Yield on Earning Loan (%)	10.51	10.60
8.11	7.66	7.60	Cost of borrowed funds (%)	7.68	7.60
2.50	2.69	2.92	Interest Spread (%)	2.83	3.00
4.35	4.00	4.30	Net Interest Margin (%)	4.23	4.19
0.57	0.56	0.39	Earnings Per Share (Rs.)	2.74	2.02
11.50	16.90	14.06	Cost to Income Ratio (%)	13.62	12.00
2.09	2.24	3.14	Debt Equity Ratio (%)	2.09	3.14
6.19	6.20	4.44	Return on Networth (%)	7.47	5.93
1.68	1.64	1.03	Return on Assets (%)	2.05	1.24

# Results Overview

Figures in Rs Cr

Quarter ended 31st March, 2023	Quarter ended 31st December, 2022	Quarter ended 31st March, 2022	Particulars	FY 23	FY 22
186.27	190.76	222.25	Interest Income	766.57	924.69
199.70	194.32	231.35	Total Income	797.08	968.74
105.14	107.92	136.50	Interest and financial charges	432.83	581.47
38.48	22.82	48.91	Provision and contingencies	80.69	167.86
10.63	14.61	12.42	Other operating expenses	51.19	45.50
154.25	145.35	197.83	Total expenses	564.71	794.84
45.45	48.97	33.52	Profit before tax	232.37	173.91
9.04	12.80	8.54	Tax expense (including deferred tax)	56.56	43.93
36.41	36.17	24.98	Profit after tax	175.81	129.98

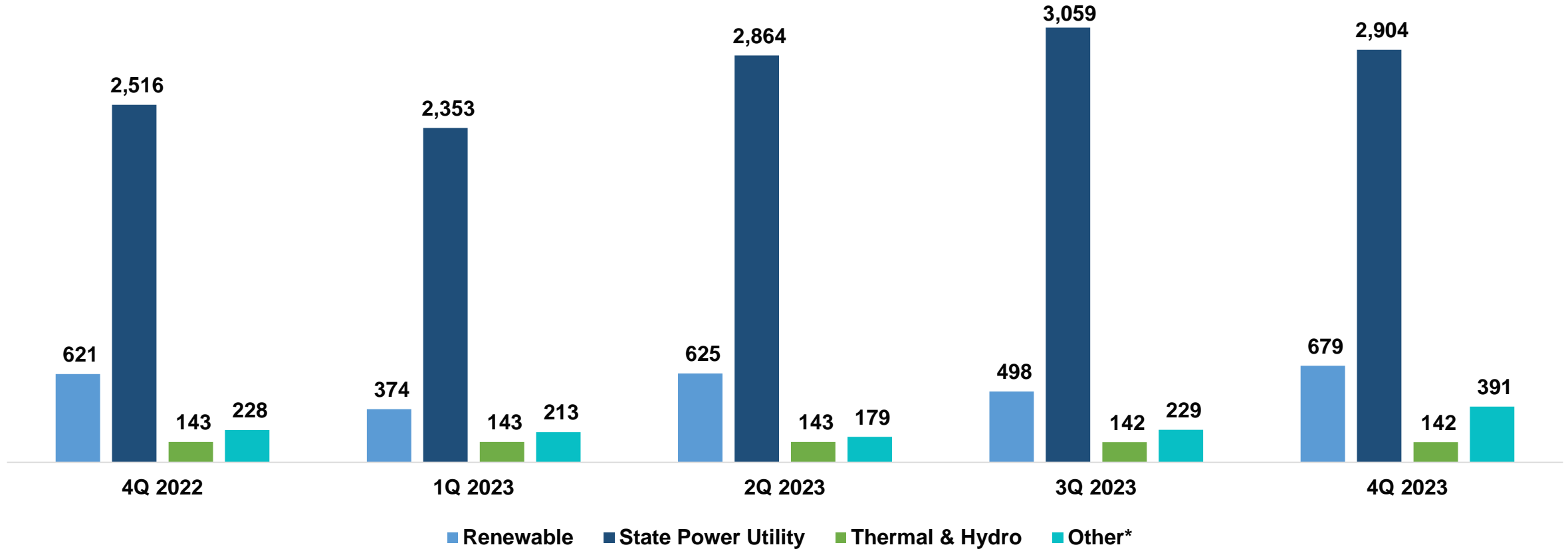
# Operational Performance – Sector Wise Outstanding



<b>Total</b>	<b>8,651</b>	<b>7,165</b>	<b>7,528</b>	<b>7,301</b>	<b>7,339</b>
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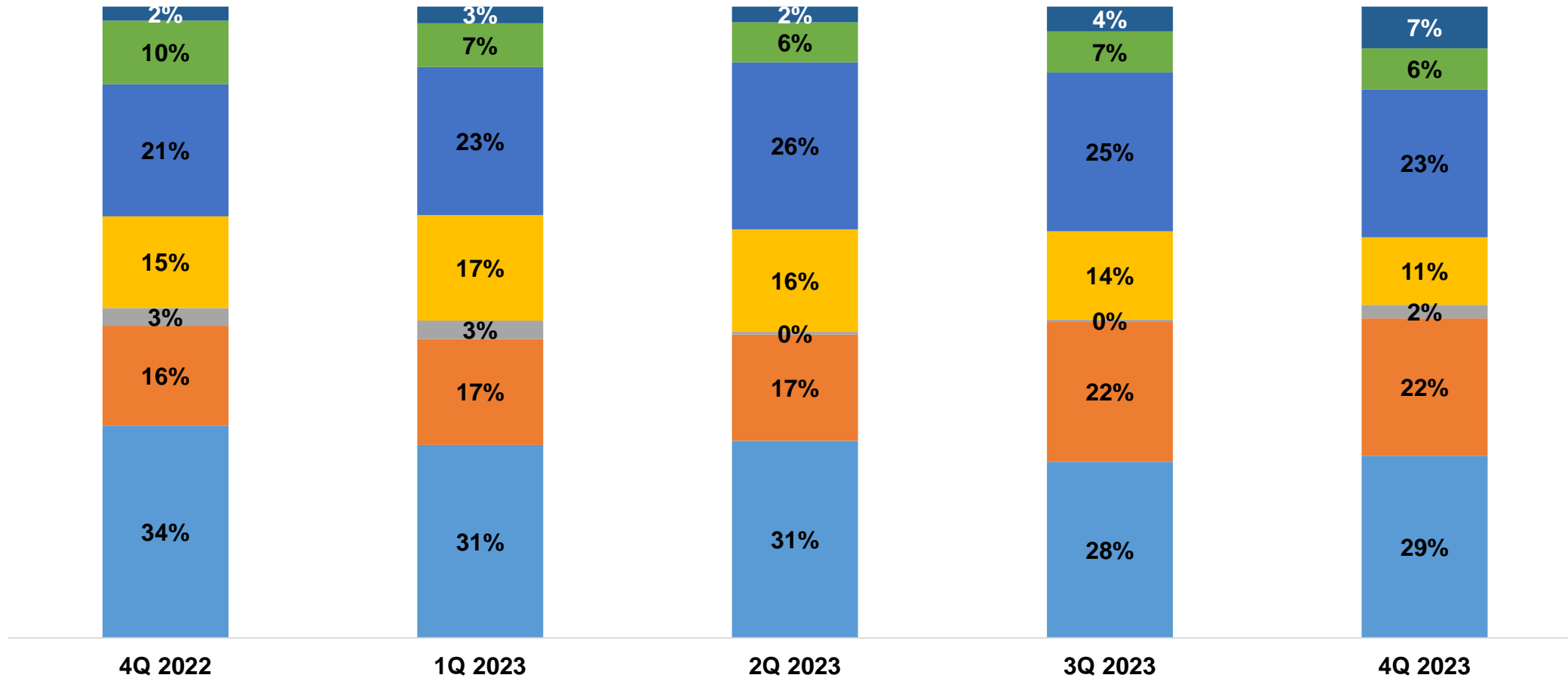


# Operational Performance – Corporate Loan under respective sector



Total	3,507	3,082	3,810	3,928	4,116
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# Portfolio Shift – Sector Wise Credit Portfolio %

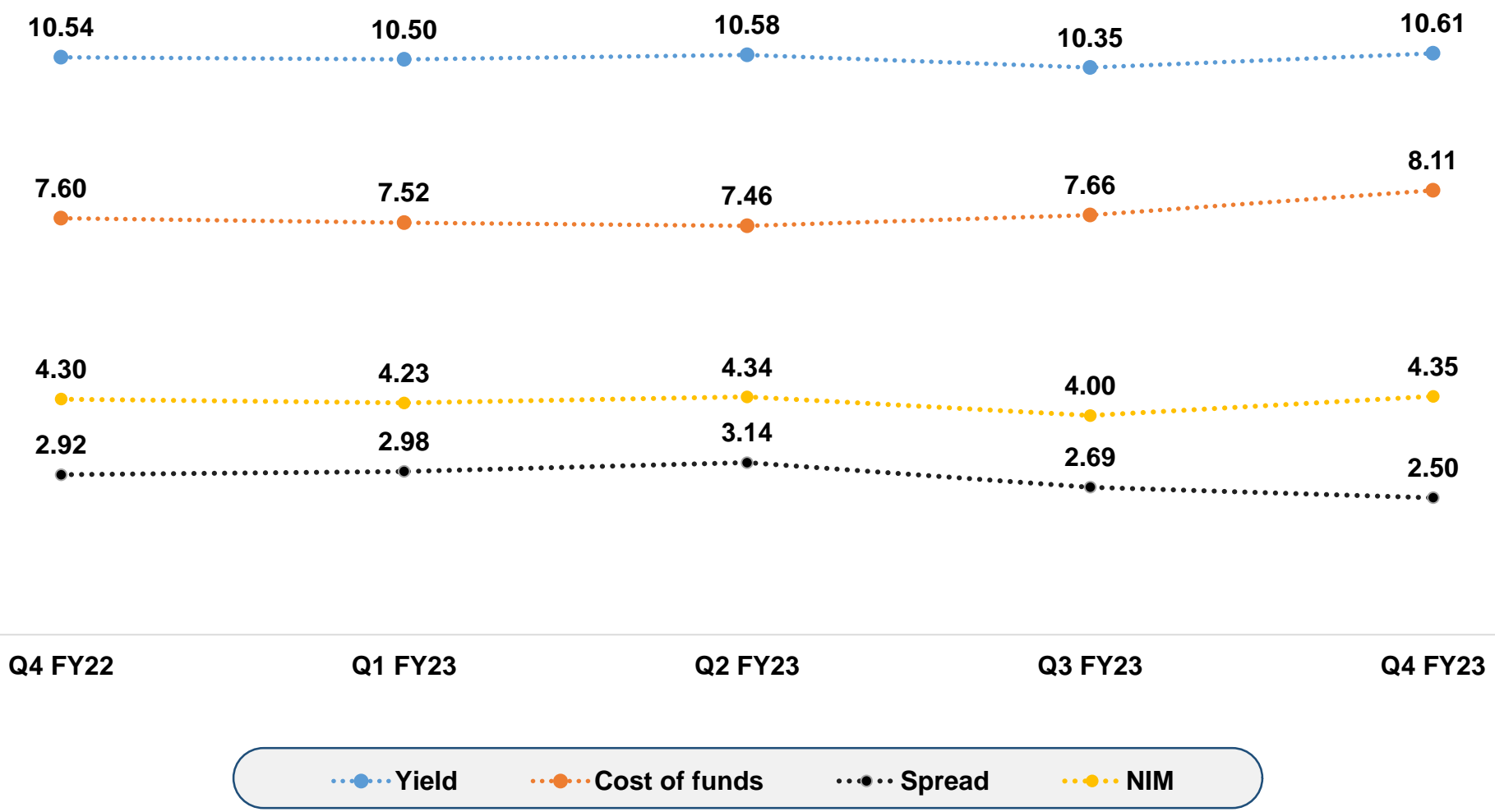


■ Renewable 
 ■ Transmission 
 ■ Sustainable Infra 
 ■ Road 
 ■ State Power Utility 
 ■ Thermal & Hydro 
 ■ Other\*

\* Other Sector - port, manufacturing, mining, Sustainable infra include – Water treatment, E- Mobility



# Key Ratio Movement



## Stage 3 as on March 2023

Loan Account	Gross Loan	Provision	Net Exposure	Impairment Reserve
Danu Wind Park Private Limited	292.93	43.61	249.32	60.51
IL&FS Tamil Nadu Power Company Limited	239.43	94.10	145.33	145.33
Meenakshi Energy Private Limited	150.00	97.21	52.79	14.79
Vento Power Infra Private Limited	134.41	47.25	87.16	
NSL Nagapatnam Power & Infratech Private Limited	125.00	125.00	-	-
KSK Mineral Resources Private Limited	41.11	38.71	2.40	0.39
Konaseema Gas Power Limited	16.71	0.68	16.02	16.02
Varam Bio-energy Pvt Ltd	4.29	4.29	-	-
Asian Hotels West Limited	3.13	1.16	1.97	0.19
ICOMM Tele Ltd	1.45	0.84	0.61	0.30
Athena Chhattisgarh Power Limited	0.76	0.76	-	
<b>Total</b>	<b>1,009.22</b>	<b>453.61</b>	<b>555.61</b>	<b>237.53</b>

# Credit Standing Snapshot

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.

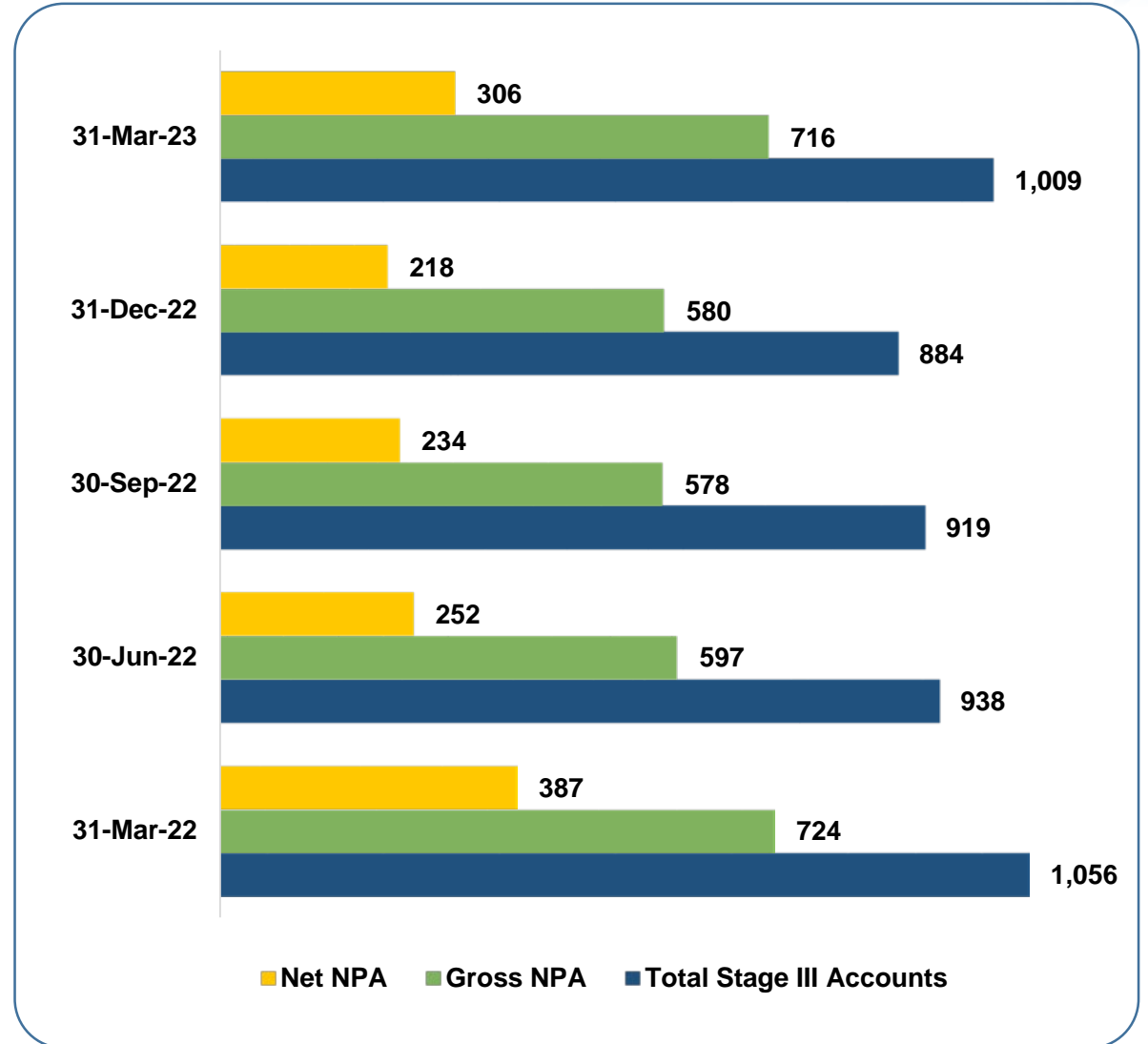
03 Capital Adequacy at comfortable level with majority in form of Tier I capital.

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



HLFPPT- MHC (Awareness Session)



HLFPPT- MHC (OPD)



MOU with IIT Roorkee for supporting their drinking water quality Lab



MOU with Sankal Cancer Care Foundation for PFS support for Mammography machine



Check Dams Gratitude Certificate



Waste management



CIIF-Community waste Management (Community meetings)



CIIF-Community waste Management (Wall Paintings)

# Board of Directors

## Nominee Directors



**DR. PAWAN SINGH**

**MD & CEO**



**DR. RAJIB KUMAR MISHRA**

Non Executive Chairman



**MR. PANKAJ GOEL**

Nominee Director

## Independent Directors



**MS. SEEMA BAHUGUNA**

Independent Director



**MR. NAVEEN BHUSHAN GUPTA**

Independent Director



**MS. PV BHARATHI**

Independent Director

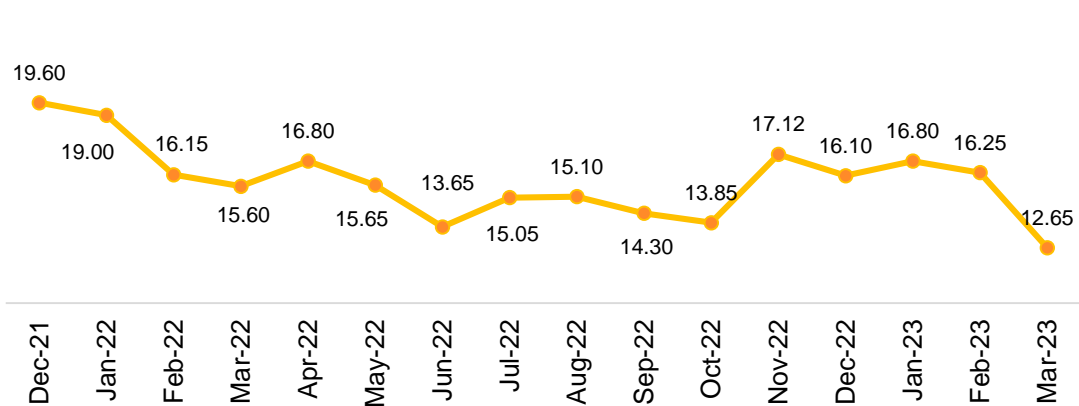


# Shareholder Information

## Stock Information (As on 19<sup>th</sup> May, 2023)

₹	Market Cap	<b>1,004 Cr</b>
📈	Stock Price	<b>16.25</b>
↕	52 Week (High/Low)	<b>18.65/12.25</b>
📈	NSE/BSE Symbol	<b>PFS/533344</b>
📊	No of shares outstanding	<b>64.22 Cr</b>
📊	Average Daily Volume (3 months)	<b>9,81,146</b>

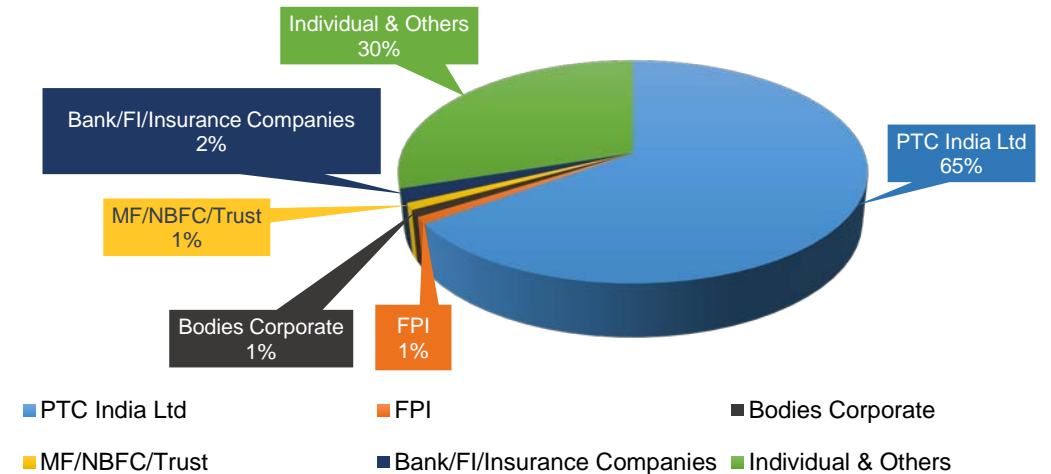
## Stock Chart (As on 31<sup>st</sup> March, 2023)



## Top Shareholders (As on 31<sup>st</sup> Mar, 2023)

PTC India Limited	<b>64.90%</b>
Life Insurance Corporation of India	<b>2.11%</b>
Quant Money Managers Ltd	<b>0.99%</b>
Dimensional Holdings, Inc.	<b>0.24%</b>

## Shareholding Pattern (As on 31<sup>st</sup> Mar, 2023)



# THANK YOU



**Abhinav Goyal - Vice President**

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Email: [info@ptcfincial.com](mailto:info@ptcfincial.com)

Contact



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