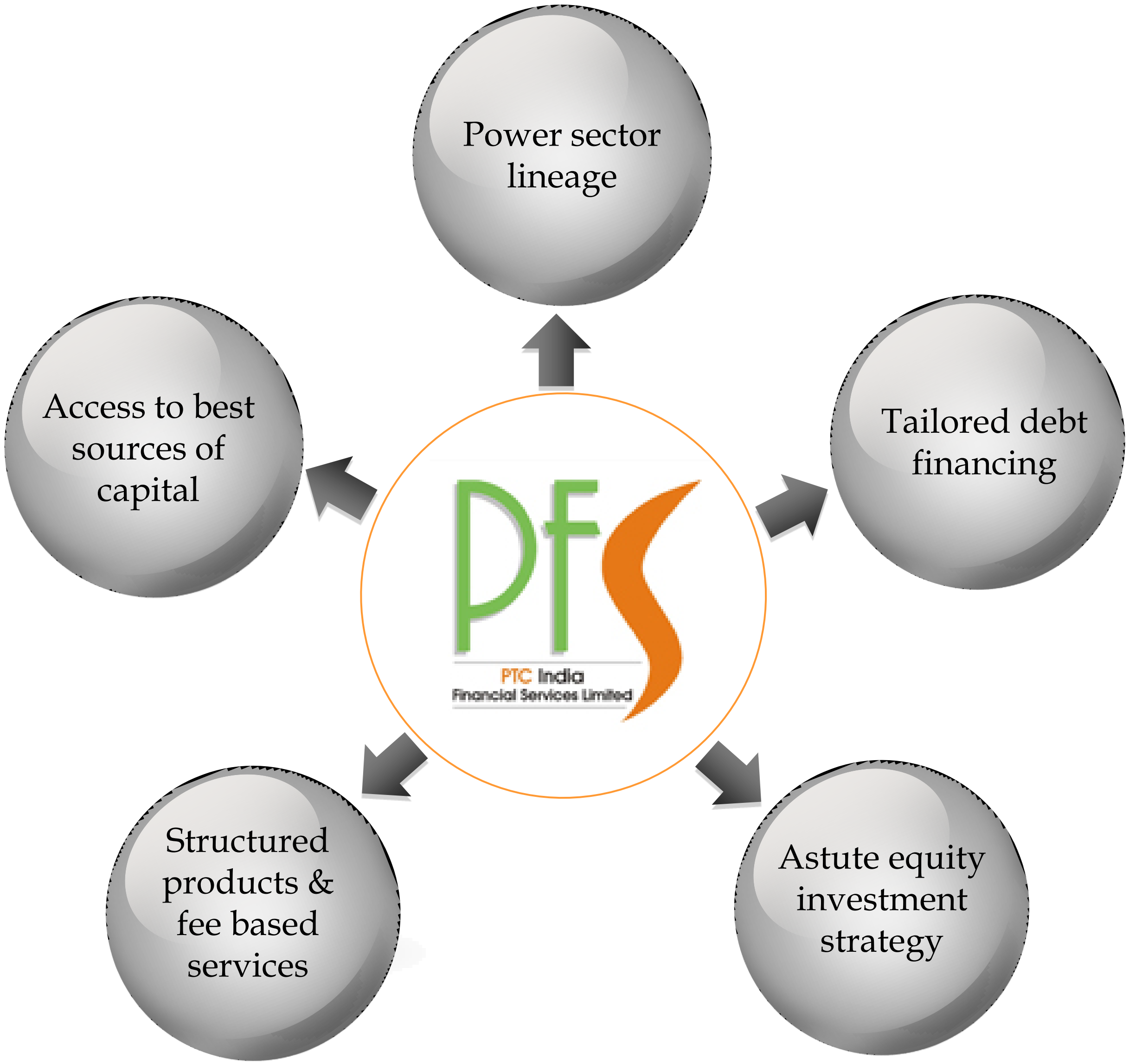
# Q3 & 9M FY2018
# Results Presentation

PTC India Financial Services Limited

# Preferred financial partner across energy value chain



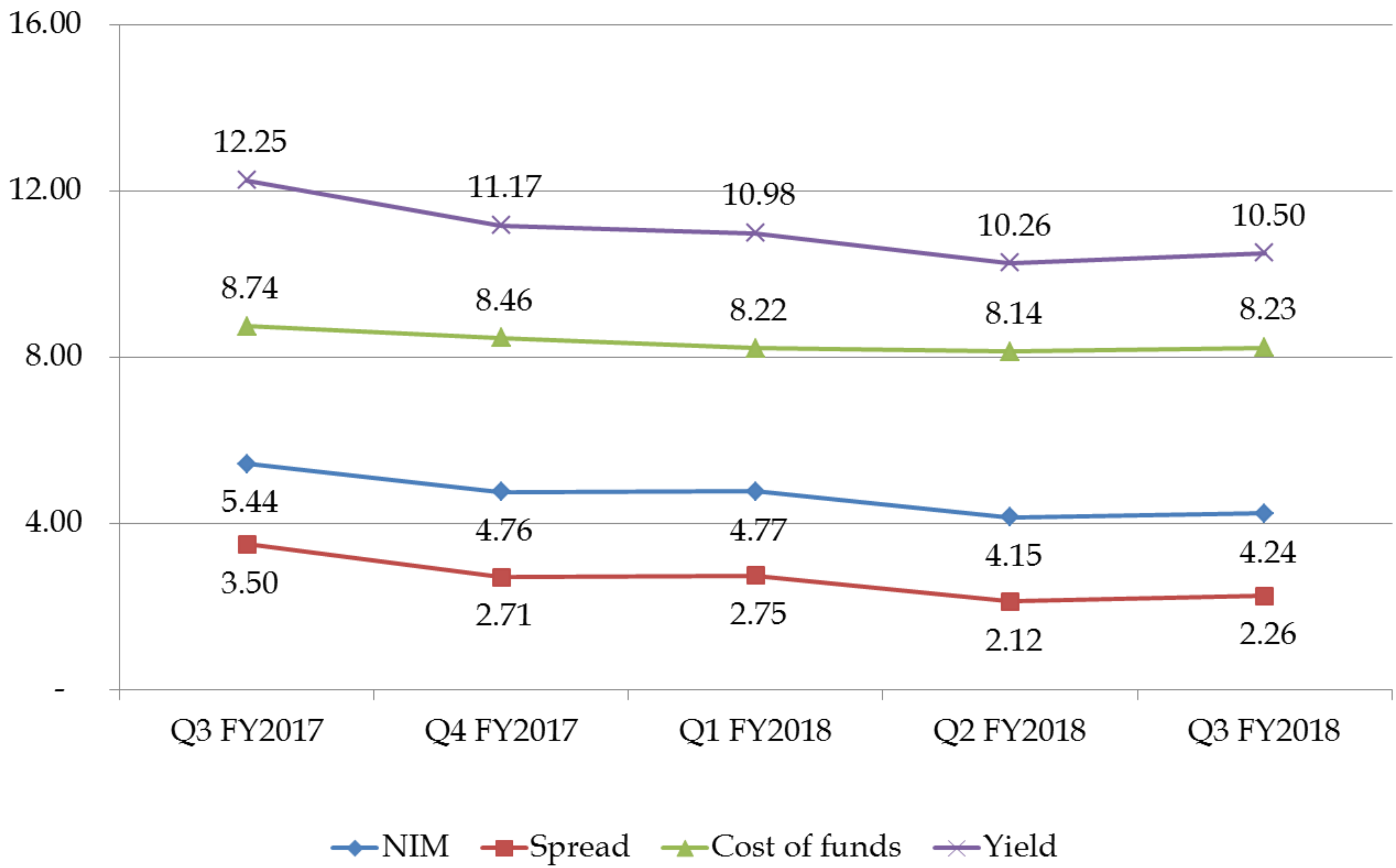
## Results Overview

| Qtr ended 31st Dec 2017 | Qtr ended 31st Dec 2016 | Shift % | Particulars (Rs. Crores) | 9 months ended 31st Dec 2017 | 9 months ended 31st Dec 2016 | Shift % | Year ended 31st Mar 2017 |
|---|---|---|---|---|---|---|---|
| 283.21 | 293.38 | (3.47) | Interest Income | 839.77 | 849.84 | (1.19) | 1,113.69 |
| - | - | - | Profit on sale of equity investments | - | 11.59 | (100.00) | 142.61 |
| 18.75 | 20.03 | (6.38) | Other Operating Income | 59.39 | 58.31 | 1.85 | 94.49 |
| 0.01 | 0.13 | (93.93) | Other Income | 0.57 | 0.50 | 14.83 | 1.09 |
| **301.97** | **313.54** | **(3.69)** | **Total Income** | **899.73** | **920.23** | **(2.23)** | **1,351.88** |
| 169.10 | 163.46 | 3.45 | Interest and financial charges | 492.11 | 478.96 | 2.75 | 630.29 |
| 0.37 | 5.90 | (93.74) | Loss on foreign currency translation | 5.57 | 15.28 | (63.58) | 14.41 |
| 69.97 | 8.64 | 709.47 | Provision and contingencies | 141.94 | 44.43 | 219.48 | 142.57 |
| 9.98 | 9.06 | 10.12 | Other operating expenses | 28.52 | 25.84 | 10.38 | 35.94 |
| **249.41** | **187.06** | **33.33** | **Total expenses** | **668.13** | **564.50** | **18.36** | **823.20** |
| **52.55** | **126.47** | **(58.45)** | **Profit before tax** | **231.59** | **355.73** | **(34.90)** | **528.68** |
| 18.27 | 43.25 | (57.75) | Tax expense (including deferred tax) | 96.45 | 120.16 | (19.73) | 183.35 |
| **34.28** | **83.22** | **(58.81)** | **Profit after tax** | **135.14** | **235.57** | **(42.63)** | **345.33** |

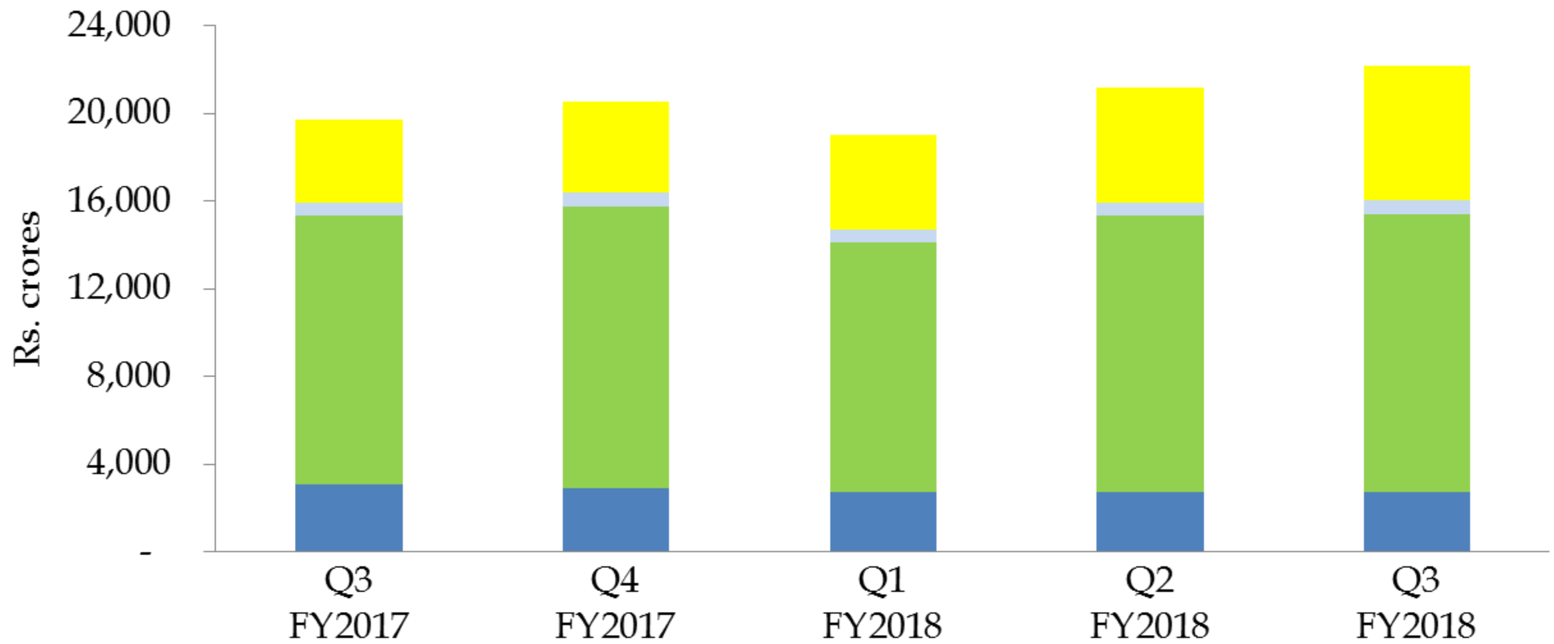
# Key Indicators

| Qtr ended 31st Dec 2017 | Qtr ended 31st Dec 2016 | Particulars | 9 months ended 31st Dec 2017 | 9 months ended 31st Dec 2016 | Year ended 31st Mar 2017 |
|---|---|---|---|---|---|
| 1,685 | 3,377 | Loan Sanctioned (Rs. Crs) | 5,687 | 7,954 | 10,297 |
| 1,501 | 597 | Loan Disbursed (Rs. Crs) | 3,243 | 2,348 | 4,179 |
| 13,297 | 10,190 | Outstanding Credit | 13,297 | 10,190 | 12,342 |
| 11,672 | 9,613 | Loan Assets (Rs. Crs) | 11,672 | 9,613 | 10,610 |
| 1,625 | 577 | Non fund based (Rs. Crs) | 1,625 | 577 | 1,732 |
| 10.50 | 12.25 | Yield on Loan Assets (%) | 10.59 | 12.43 | 12.10 |
| 8.23 | 8.74 | Cost of borrowed funds (%) | 8.21 | 8.90 | 8.79 |
| 2.26 | 3.50 | Interest Spread (%) | 2.39 | 3.53 | 3.31 |
| 4.24 | 5.44 | Net Interest Margin (%) | 4.39 | 5.43 | 5.26 |
| 0.53 | 1.64 | Earnings Per Share (Rs.) | 2.10 | 4.66 | 5.86 |
| 7.53 | 6.28 | Cost to Income Ratio (%) | 7.09 | 6.23 | 6.37 |
| 23.00 | 26.20 | Capital Adequacy Ratio (%) | 23.00 | 26.20 | 24.09 |
| 3.71 | 3.21 | Debt Equity Ratio (%) | 3.71 | 3.21 | 3.36 |
| 5.60 | 16.43 | Return on Networth (%) | 7.37 | 17.56 | 18.69 |
| 0.29 | 0.85 | Return on Assets (%) | 1.15 | 2.40 | 3.21 |

# NIMs driven by optimal mix of funds

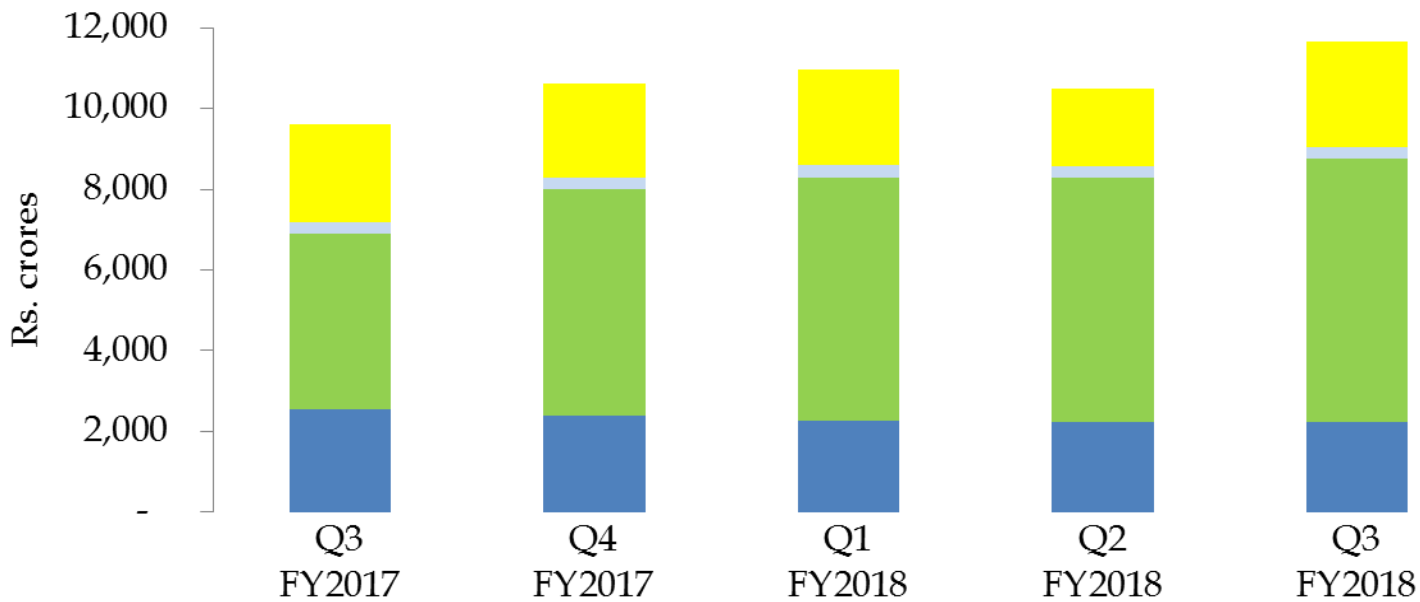


# Cumulative Debt Sanctioned



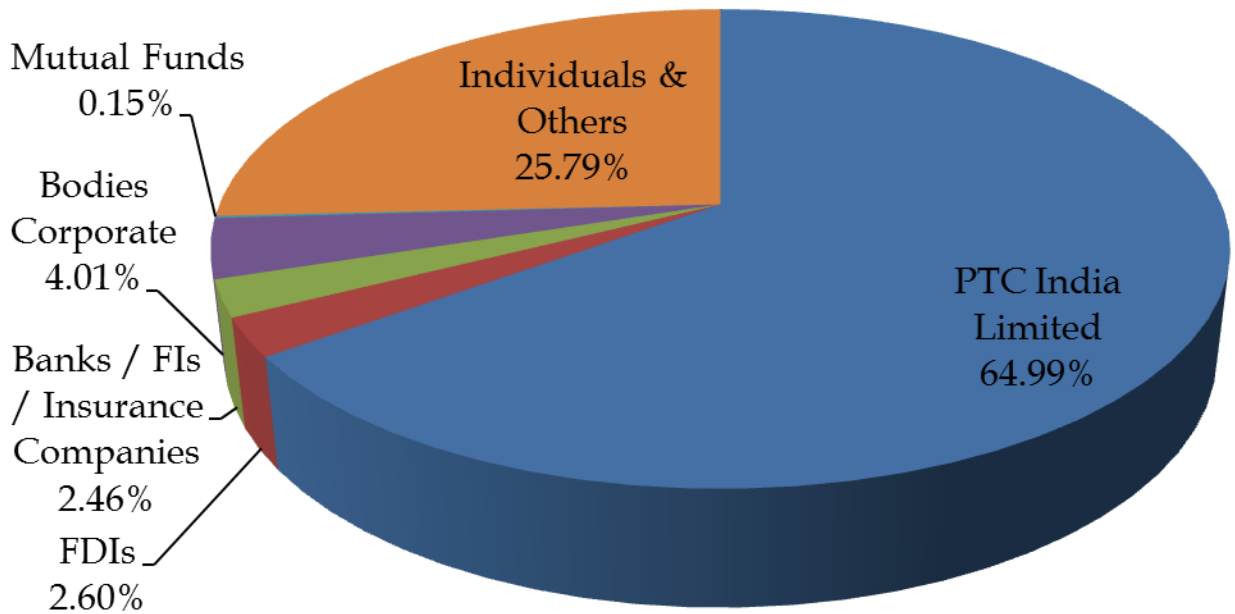

| | Q3 FY2017 | Q4 FY2017 | Q1 FY2018 | Q2 FY2018 | Q3 FY2018 |
|---|---|---|---|---|---|
| Others | 3,773 | 4,148 | 4,295 | 5,235 | 6,174 |
| Hydro | 596 | 596 | 596 | 596 | 596 |
| Renewable | 12,276 | 12,860 | 11,393 | 12,603 | 12,693 |
| Thermal | 3,051 | 2,906 | 2,707 | 2,724 | 2,724 |
| **Total** | **19,696** | **20,510** | **18,991** | **21,158** | **22,187** |

# Debt Outstanding




| | Q3 FY2017 | Q4 FY2017 | Q1 FY2018 | Q2 FY2018 | Q3 FY2018 |
|---|---|---|---|---|---|
| Others | 2,439 | 2,327 | 2,364 | 1,942 | 2,622 |
| Hydro | 275 | 286 | 294 | 294 | 295 |
| Renewable | 4,361 | 5,606 | 6,045 | 6,059 | 6,511 |
| Thermal | 2,538 | 2,391 | 2,260 | 2,217 | 2,244 |
| **Total** | **9,613** | **10,610** | **10,963** | **10,512** | **11,672** |

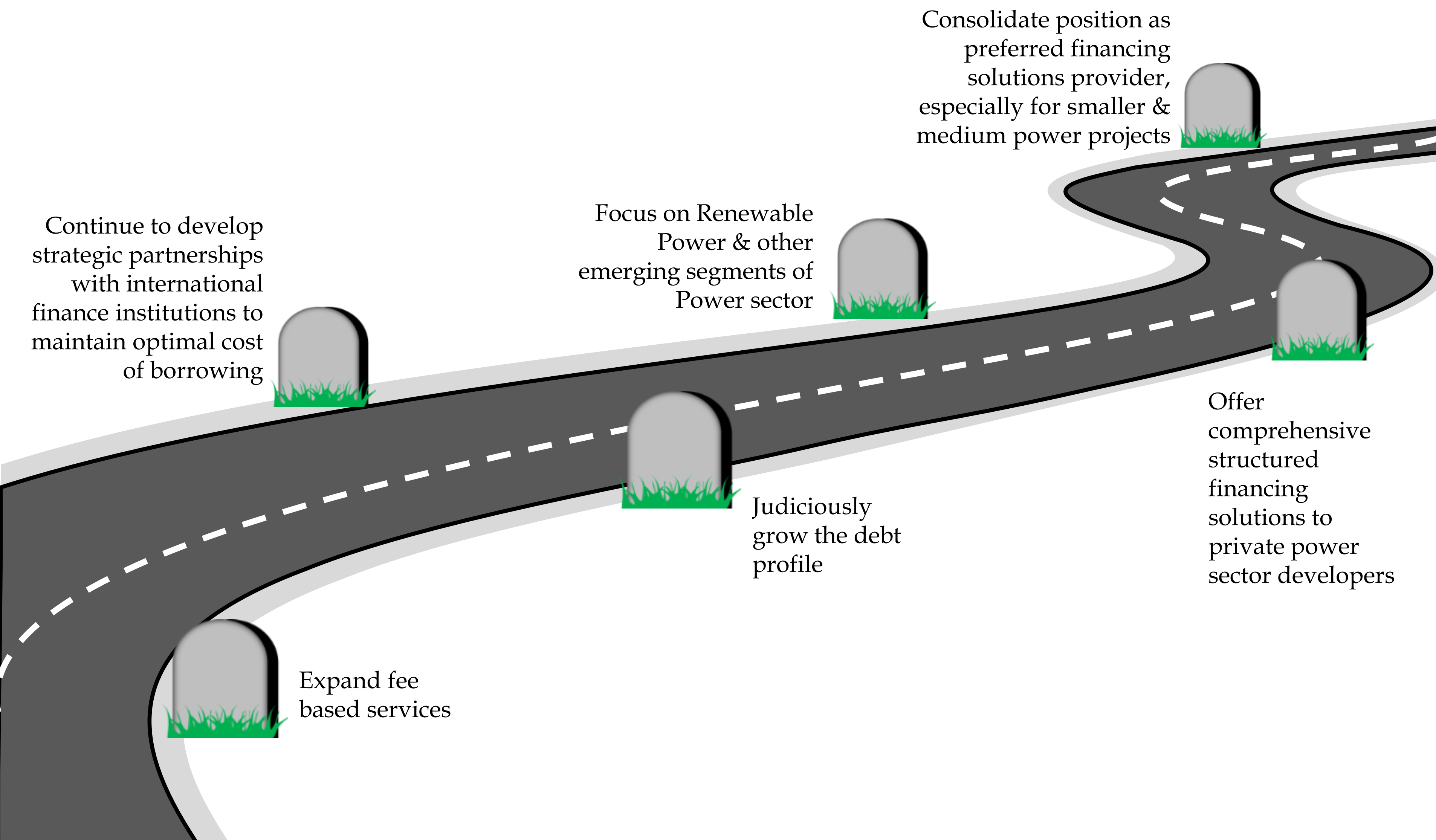
# Shareholding as at 31st December 2017




**Top 10 shareholders as at 31st December 2017**

| Name | % Equity | Name | % Equity |
|---|---|---|---|
| PTC India Limited | 64.99 | State Street Emerging Markets Small Cap Active Non-Lending QIB Common Trust | 0.28 |
| Life Insurance Corporation Of India | 2.13 | The Emerging Markets Small Cap Series Of The Dfa Investment Trust Company | 0.26 |
| Dimensional Emerging Markets Value Fund | 0.39 | Bajaj Allianz Life Insurance Company Limited | 0.19 |
| Emerging Markets Core Equity Portfolio (The Portfolio) Of Dfa Investment | 0.38 | Madhavan Kunniyur | 0.19 |
| MV SCIF Mauritius | 0.29 | IL AND FS Securities Services Limited | 0.18 |

# Way Forward



Expand fee based services
Judiciously grow the debt profile
Continue to develop strategic partnerships with international finance institutions to maintain optimal cost of borrowing
Focus on Renewable Power & other emerging segments of Power sector
Offer comprehensive structured financing solutions to private power sector developers
Consolidate position as preferred financing solutions provider, especially for smaller & medium power projects

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