

Tourism Finance Corporation of India Ltd.
helping tourism grow

Q4FY22 INVESTOR PRESENTATION



This presentation has been prepared by and is the sole responsibility of **Tourism Finance Corporation of India Limited** (the “Company”). By accessing this presentation, you are agreeing to be bound by the trailing restrictions.

This presentation does not constitute or form part of any offer or invitation or inducement to sell or issue, or any solicitation of any offer or recommendation to purchase or subscribe for, any securities of the Company, nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any contract or commitment thereof. In particular, this presentation is not intended to be a prospectus or offer document under the applicable laws of any jurisdiction, including India. No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. There is no obligation to update, modify or amend this communication or to otherwise notify the recipient if information, opinion, projection, forecast or estimate set forth herein, changes or subsequently becomes inaccurate.

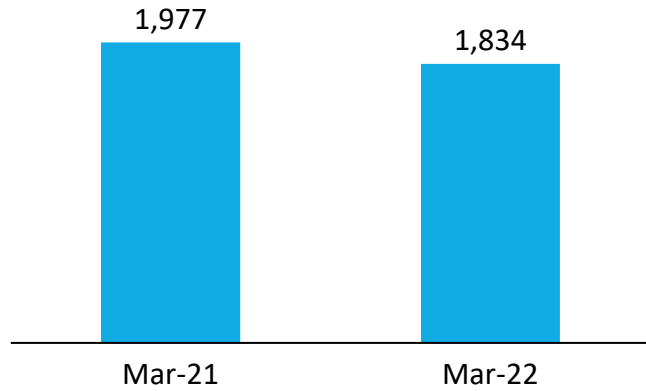
Certain statements contained in this presentation that are not statements of historical fact constitute “forward-looking statements.” You can generally identify forward-looking statements by terminology such as “aim”, “anticipate”, “believe”, “continue”, “could”, “estimate”, “expect”, “intend”, “may”, “objective”, “goal”, “plan”, “potential”, “project”, “pursue”, “shall”, “should”, “will”, “would”, or other words or phrases of similar import. These forward-looking statements involve known and unknown risks, uncertainties, assumptions and other factors that may cause the Company’s actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements or other projections. Important factors that could cause actual results, performance or achievements to differ materially include, among others: (a) our ability to successfully implement our strategy, (b) our growth and expansion plans, (c) changes in regulatory norms applicable to the Company, (d) technological changes, (e) investment income, (f) cash flow projections, and (g) other risks.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such change or changes.

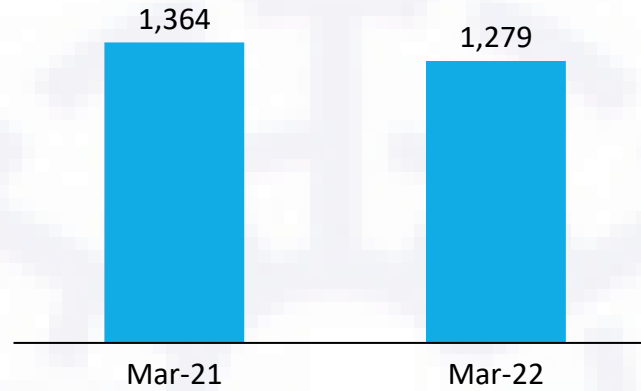
FY22 – Financial Highlights



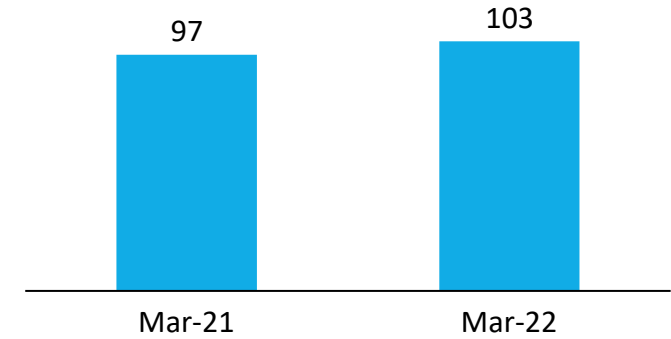
Gross Loan Book (Rs. In Crs)



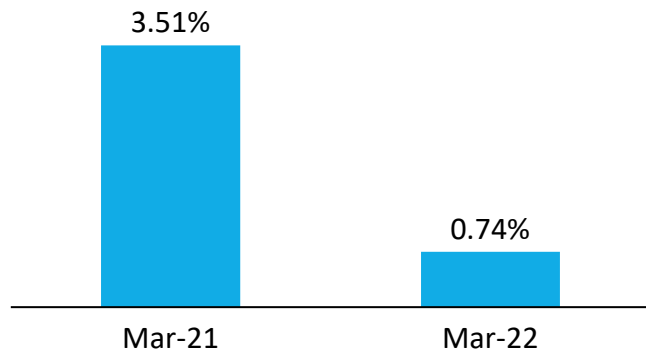
Borrowings (Rs. In Crs)



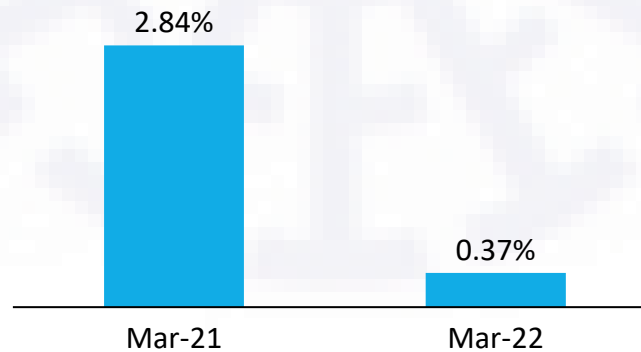
Book Value per Share (Rs.)



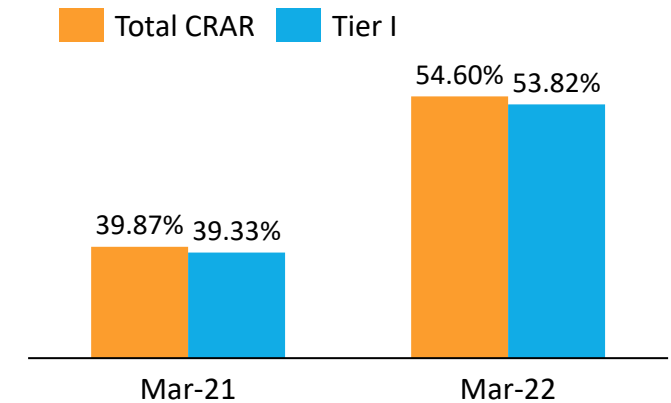
Gross NPL (%)



Net NPL (%)



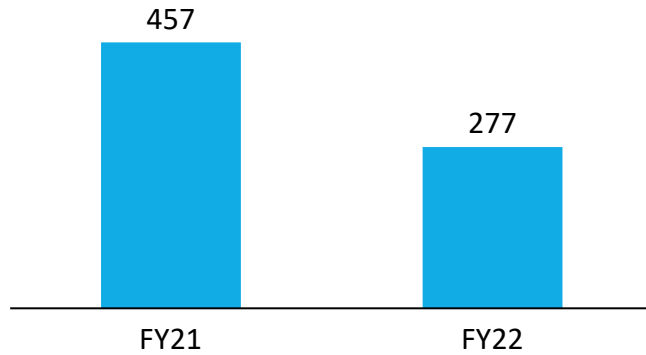
Capital Adequacy Ratio (%)



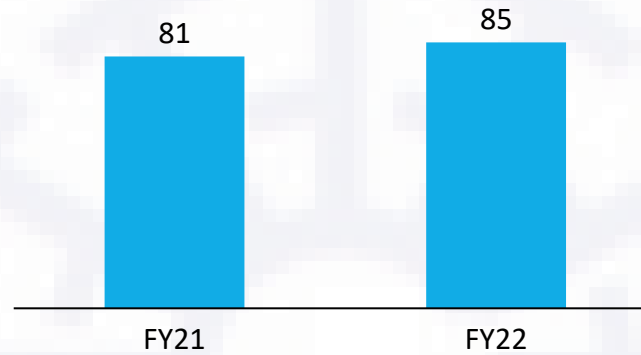
FY22 – Financial Highlights



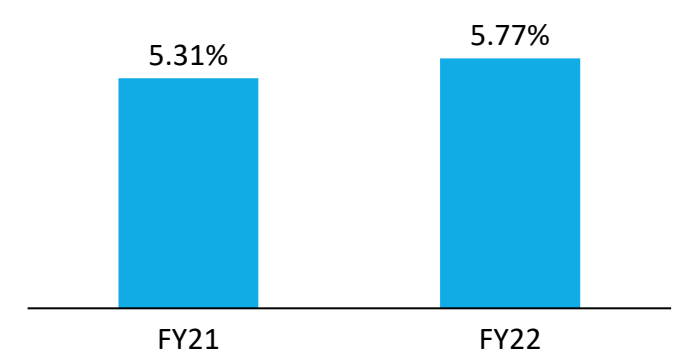
Disbursements (Rs. In Crs)



PAT (Rs. In Crs)

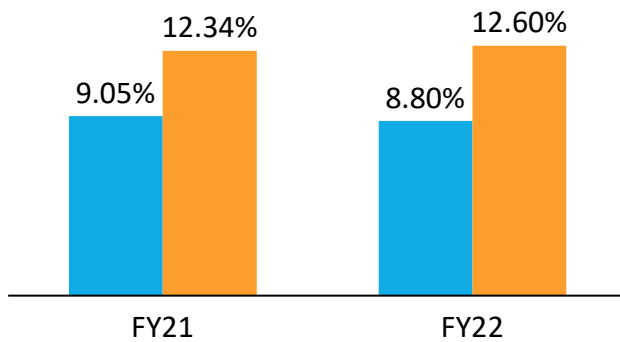


NIMs (%)

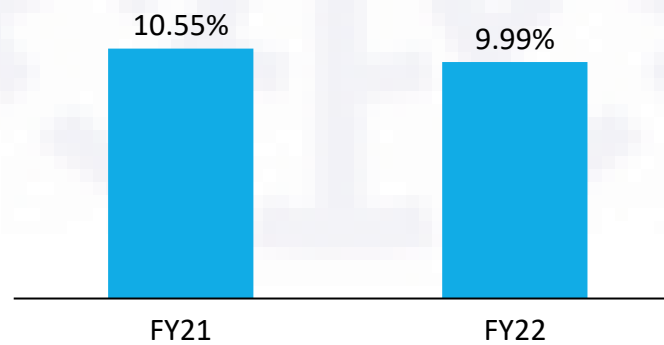


Cost of Borrowings & Return on Loans & Advances (%)

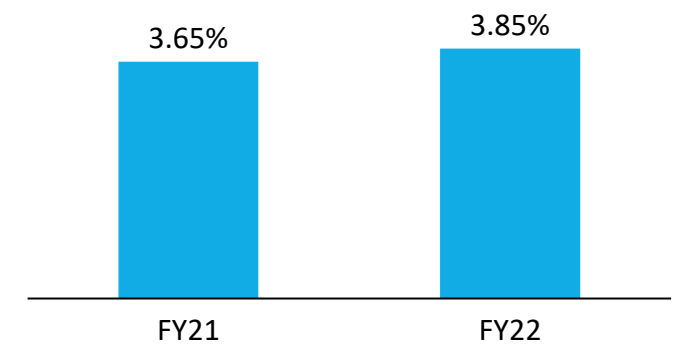
COB Return on Loans & Advances



ROE (%)



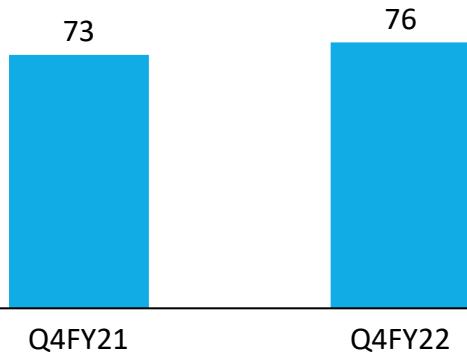
ROA (%)



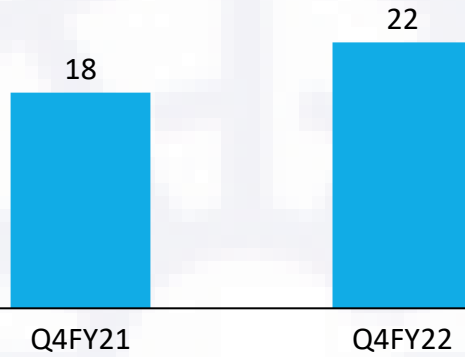
Q4 FY22 – Financial Highlights



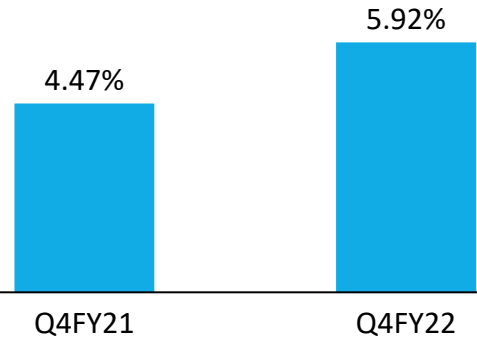
Disbursements (Rs. In Crs)



PAT (Rs. In Crs)

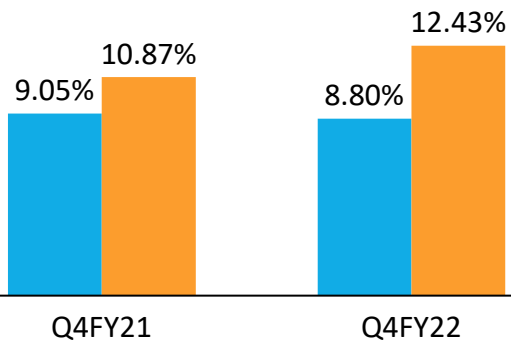


NIMs (%)

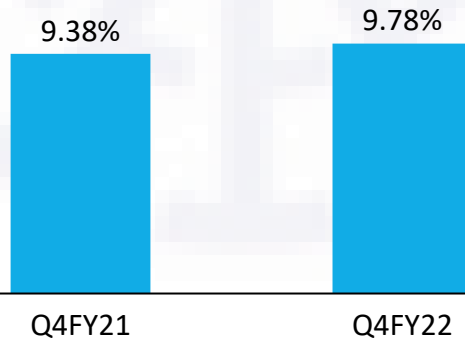


Cost of Borrowings & Return on Loans & Advances (%)

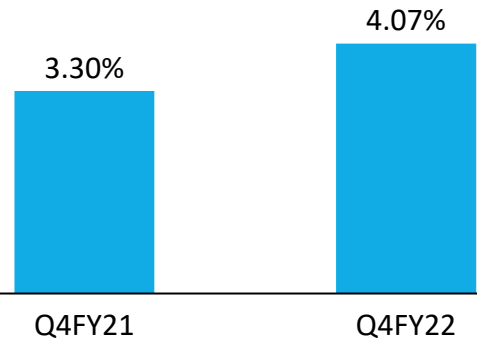
COB Return on Loans & Advances



ROE (%)



ROA (%)





Commenting on the results and performance, Mr. Anoop Bali, Whole Time Director & CFO said:

"The hospitality business is witnessing steady recovery during the past few months and is likely to reach pre-pandemic levels soon. Hotels, especially in leisure locations, are receiving steady flow of tourists, with occupancies and ADRs surpassing pre-pandemic levels in most of the locations. With the recovery of economic activity, the MSME sector is expected to grow at a healthy rate in the financial year 2022-23, in addition to the numerous government initiatives undertaken recently to boost the sector. What needs to be monitored now, is the inflationary pressure that various sectors of the economy are facing. RBI's recent decision to raise the REPO Rate by 40 basis points may have some effect in reigning-in the inflation, going forward.

Specifically, from the company's standpoint, the year gone by has seen significant progress in the shape of the Balance Sheet. The successful raising of Rs. 65 Crore of equity share capital by way of preferential allotment of shares and conclusion of our maiden issuance of Market Linked Debentures of Rs. 40 Crore, aggregating to a total capital raise of Rs. 105 crores demonstrate continued investor confidence in TFCI. Further, during the fiscal, we have also diversified our lender-base and have added 4 additional term-loan lenders.

TFCI continues to take a cautious and well-calibrated approach in terms of preserving asset quality paired with leveraging the ongoing revival in demand. TFCI is holding enhanced ECL provisions in its books to absorb unlikely sudden shocks, if any. Our Gross NPL and Net NPL were at 0.74% and 0.37% respectively. The company continues to remain well capitalized with a CRAR of 54.60%. with high liquidity position as on 31st March 2022.

We envisage enhanced business recovery and a fairly stable credit demand that'll help us fulfil our growth objectives"

Profit & Loss Statement – Q4 & FY22



Particulars (Rs. Crores)	Q4FY22	Q4FY21	FY22	FY21
Income				
Interest Income	59.61	56.75	247.89	247.61
Interest Expense	27.03	32.08	120.04	130.11
Net Interest Income	32.58	24.67	127.85	117.50
Other Income	1.20	2.78	6.42	10.90
Net Total Income	33.78	27.45	134.27	128.40
Expenditure				
Employee Expenses	3.85	4.82	15.18	17.33
Depreciation and Amortization expense	0.42	0.28	1.47	1.15
Other Expenses	3.95	3.84	9.72	8.97
Total Expenditure	8.22	8.94	26.37	27.45
Pre Provision operating profit	25.56	18.51	107.90	100.95
Provisions	-3.00	-3.58	0.00	1.10
Profit Before Tax	28.56	22.09	107.90	99.85
Tax	6.13	3.91	22.58	19.10
Profit After Tax	22.43	18.18	85.32	80.75
Other Comprehensive Income	0.60	-0.08	3.13	1.80
Total Comprehensive Income (PAT + OCI)	23.03	18.10	88.45	82.55

Balance Sheet



Particulars (Rs. Crores)	Mar-22	Mar-21
Assets		
Financial Assets	2,195.35	2,135.63
Cash & Cash Equivalents	209.50	16.16
Bank balance other than cash & cash equivalents	1.97	2.01
Receivables	0.14	0.26
Loans & Advances		
Gross Loans & Advances	1,834.35	1,976.64
Loan to Employees (Net)	0.18	2.07
Less: Unamortized upfront fee	2.99	2.93
Less: Impairment Loss and other allowances (ECL)	27.01	31.86
Net Loans & Advances	1,804.53	1,943.92
Investments	165.39	158.77
Other financial assets	13.82	14.51
Non - Financial Assets	43.91	43.95
Current Tax Assets (Net)	17.64	18.92
Deferred Tax Assets (Net)	7.74	7.17
Property Plant and Equipment and Right to use Assets	16.56	16.49
Intangible Assets under Development and Other Intangible Assets	0.56	0.01
Other non-financial assets	1.41	1.36
Assets classified as held for sale	5.31	5.31
Total Assets	2,244.57	2,184.89

Particulars (Rs. Crores)	Mar-22	Mar-21
Liabilities		
Financial Liabilities	1,305.08	1,390.04
Trade Payable	0.00	0.06
Secured/Unsecured Debentures	628.90	789.77
Bank Borrowings	643.34	569.84
Other financial Liabilities	32.84	30.37
Non - Financial Liabilities	2.53	3.22
Provisions	2.02	2.39
Other non-financial liabilities	0.51	0.83
Equity	936.96	791.63
Equity Share Capital	90.37	80.72
Reserves & Surplus	846.59	710.91
Total Liabilities	2,244.57	2,184.89

Credit Rating



Rating Agency	Rating Amount (Rs. In Crs)		Rating Action
	Long Term Bonds	Bank Borrowings	
CARE	A Outlook: Negative (631.50)	-	Downgraded from A+ (September 2021)
Brickwork	A+ Outlook: Negative (791.24)	A+ Outlook: Negative (1,150.00)	Reaffirmed (June 2021)
ACUITE	AA- Outlook: Negative NCD :- (159.74) MLD :- (75.00) NCD :- (200.00)	AA- Outlook: Negative (200.00)	Reaffirmed/Assigned (April 2022)

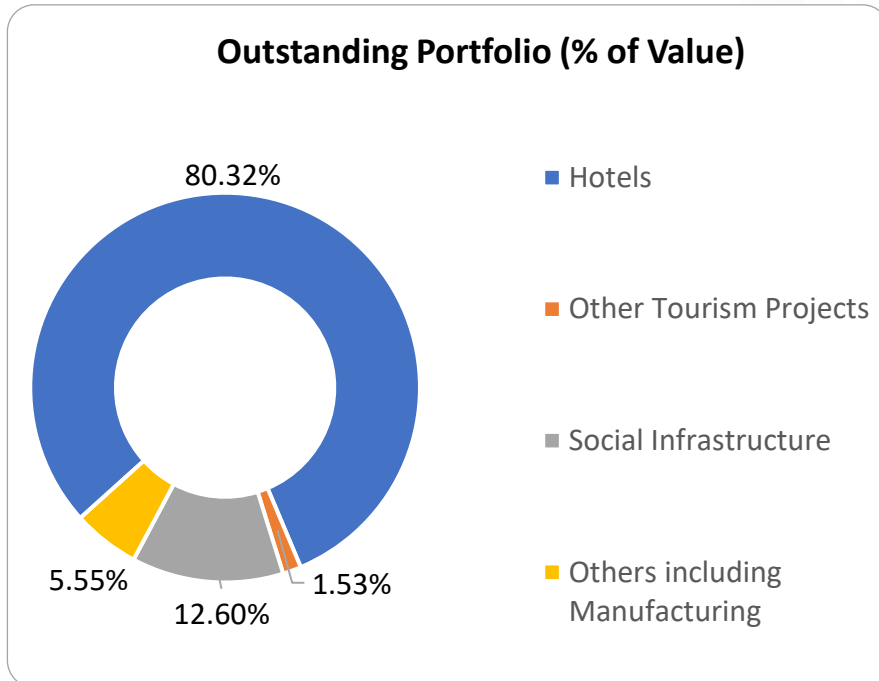


PAN India
presence with
Track Record of over
30 Years

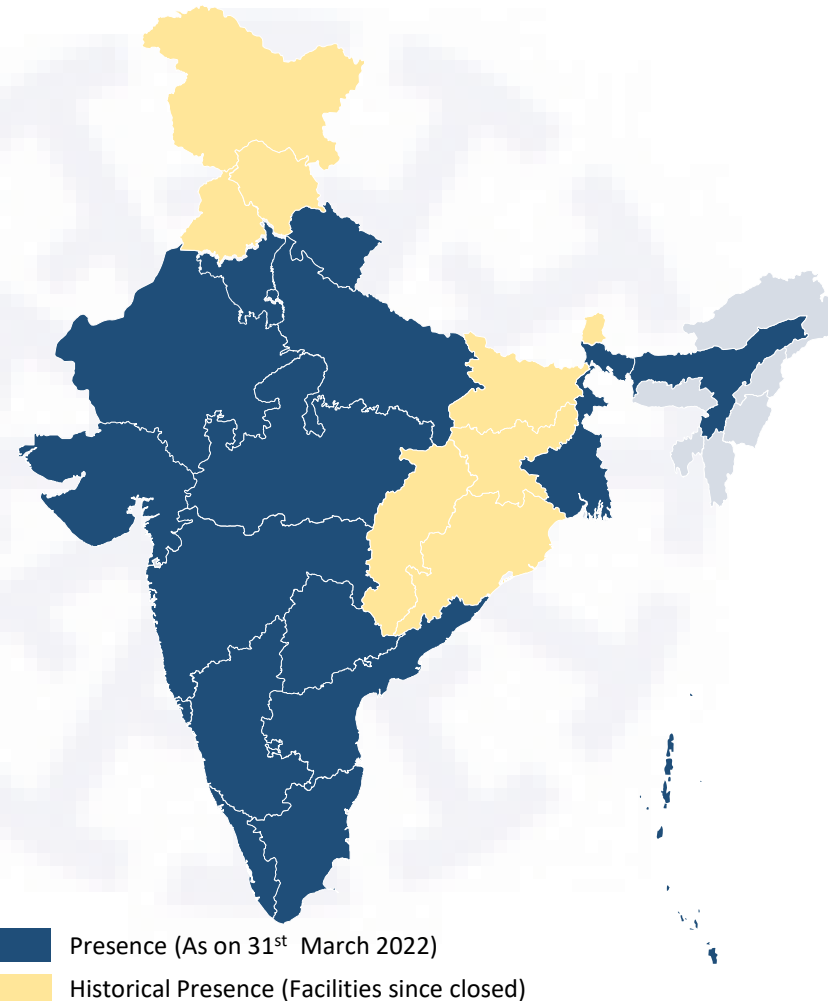
Multiple Project sanctions



Particulars	Projects	Rs. Crores
Cumulative Sanctioned	917	12,597
Cumulative Disbursement	554	8,099
Cumulative Closed	481	6,157
Cumulative Write-offs	16	108
Outstanding Projects as on date	57	1,834



PAN India Presence



State/Cities	# Projects
Maharashtra	6
Uttar Pradesh	10
Gujarat	5
Delhi	2
Madhya Pradesh	8
Haryana	3
Rajasthan	6
Tamil Nadu	2
Karnataka	4
Andhra Pradesh	2
Telangana	1
Kerala	1
Andaman & Nicobar	1
Assam	1
Goa	2
West Bengal	1
UT of Chandigarh	1
Uttarakhand	1
Total	57

Note: Map not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness



Track record of
Consistent
Performance

Financial Performance Summary



Rs. Crores	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22
	(Audited)	(Audited)	(Audited)	(Audited)	(Audited)	(Audited)
Disbursements	487.37	692.98	490.42	483.35	457.27	277.47
Profit before tax	97.02	106.98	113.64	97.45	99.86	107.90
Profit after tax	70.43	77.48	86.25	81.02	80.75	85.32
Equity share capital	80.71	80.71	80.71	80.71	80.71	90.37
Reserves and surplus	532.13	587.35	656.20	672.81	710.91	846.59
Tangible Net worth	612.85	668.07	729.68	746.47	784.44	928.67
Earnings per share(Rs.)	8.73	9.33	10.69	10.04	10.00	10.01
Book Value(Rs.)	75.92	82.77	90.40	92.48	97.18	102.76
Debt: Equity Ratio	1.91:1	1.61:1	1.78:1	1.88:1	1.74:1	1.38:1
CRAR(%)	39.03	39.90	39.01	37.54	39.87	54.60
Gross NPLs	81.12	33.3	87.14	44.82	69.48	13.54
Gross NPLs(%)	5.72	2.15	5.14	2.50	3.51	0.74
Net NPLs	43.02	1.22	47.62	28.90	56.13	6.77
Net NPLs(%)	3.03	0.08	2.81	1.61	2.84	0.37
Net Interest Income	82.63	80.49	107.25	119.51	117.50	127.85
Loan Book	1,419.26	1,550.16	1,693.82	1,793.54	1,976.64	1,834.35
Return on Loans & Advances(%)	12.31	12.18	11.81	12.73	12.34	12.60
Cost of Borrowings(%)	9.23	8.96	9.15	9.24	9.05	8.80
NIM(%)	6.87	5.37	5.21	5.51	5.31	5.77



Eminent Board
&
Experienced
Management Team

Eminent Board of Directors



S. Ravi

Non-Executive Chairman of Board



Koppara Sajeeve Thomas

Director



S C Sekhar

Independent Director



Bapi Munshi

Independent Director



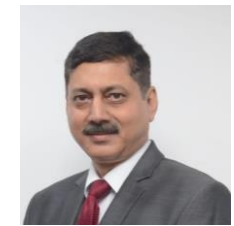
Thankom T Mathew

Independent Director



Ravinder Kumar Sood

Director



Anoop Bali

Whole Time Director & CFO



Anoop Bali
Whole Time Director & CFO

- Masters in Business Administration.
- Has over 30 years of experience in Credit appraisal, Monitoring & Recovery, NPA/Stressed Asset Management, Legal Matters, Risk Management, Accounts & Finance, Treasury and Resource Management, Corporate Advisory, etc.
- Has expertise in development of varied hospitality projects, branding and financial structuring.
- Eminent speaker at various tourism forums and has played key role in tourism planning with several State Governments/ Ministry of Tourism, Govt of India.



Mrs. Charu Singh, President

- Has over 2 decades of experience in project finance, appraisals & corporate finance functions with focus on tourism, urban infrastructure & manufacturing sectors
- Joined TFCI in 1997 and has contributed across multiple domains viz. credit appraisals, project monitoring & follow-up, credit risk management, NPA resolution and various consultancy assignments
- Holds an MBA(Finance) degree and is a qualified Cost Accountant (ICWAI). She is also an associate of Institute of Bankers (CAIIB)



Mr. Debashish Dutta, Senior Vice President

- Has over 15 years of experience across Loan Syndication, Resource Mobilization, Business Development, managing Financial Institutions and Public Relations
- Holds a MBA (Finance) degree and BE in Computer Technology



Mr. Rajiv Singh, Vice President

- Has over 2 decades of experience with listed companies & public financial institution in Company Secretary functions, Accounts & Finance, Resource Mobilisation, Banking operations, Risk Management, Treasury, RBI Compliances etc.
- An associate member of Institute of Company Secretaries of India(ICSI) & Institute of Cost Accountants of India(ICMAI) and holds Bachelor of Law Degree(LLB) from Delhi University. He is also a Certified Associate of Indian Institute of Bankers (CAIIB)



Mr. Sanjay Ahuja, Vice President & Company Secretary

- Having over 28 years of experience in corporate laws and governance related matters.
- Fellow Member of the Institute of Company Secretaries of India, member of Institute of Cost Accountants of India and is a Law Graduate.
- Joined TFCI in 1995 and has contributed across multiple domains viz. Corporate Laws compliances, Human Resource, Administration, Risk Management, treasury and resource raising etc.

Thank You



Mr. Sanjay Ahuja

E: ir@tfciltd.com

Website : www.tfciltd.com

SGA Strategic Growth Advisors

Mr. Abhishek Shah / Ms. Krunali Shah

E: abhishek.shah@sgapl.net / krunali.shah@sgapl.net

T: +91 9930651660 / +91 9820987564

www.sgapl.net



Address: TFCI Limited

4th Floor, Tower-1
NBCC Plaza, Pushp Vihar
Sector 5, Saket,
New Delhi 110017
India