

**Tourism Finance Corporation of India Ltd.**  
*helping tourism grow*

**Q4FY22 INVESTOR PRESENTATION**





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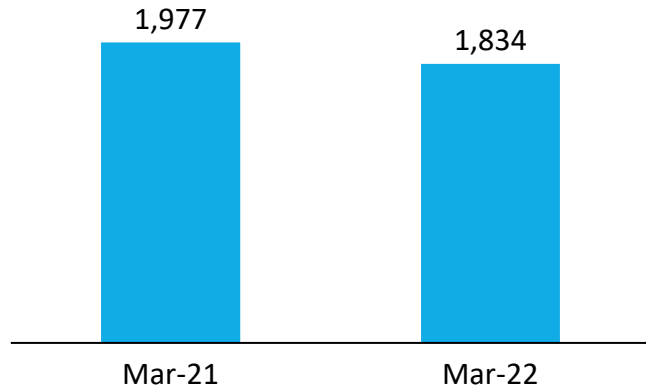
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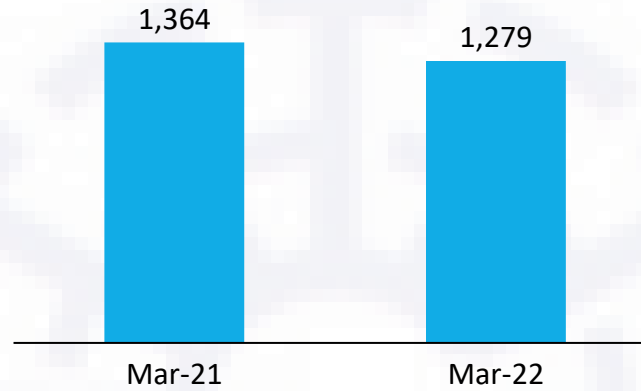
# FY22 – Financial Highlights



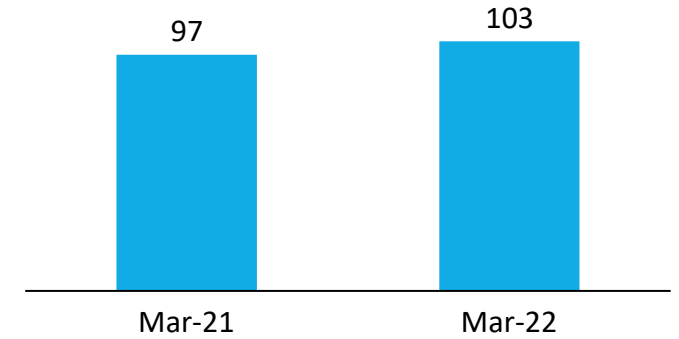
### Gross Loan Book (Rs. In Crs)



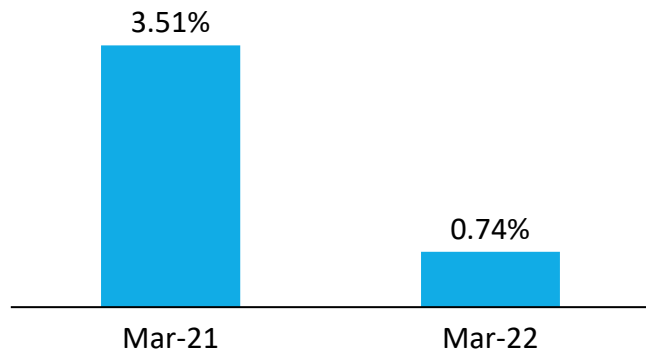
### Borrowings (Rs. In Crs)



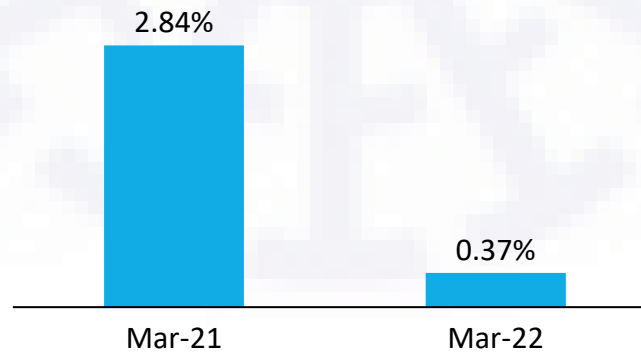
### Book Value per Share (Rs.)



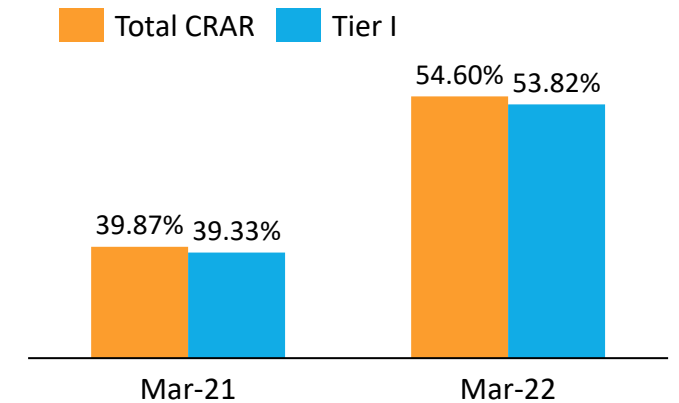
### Gross NPL (%)



### Net NPL (%)



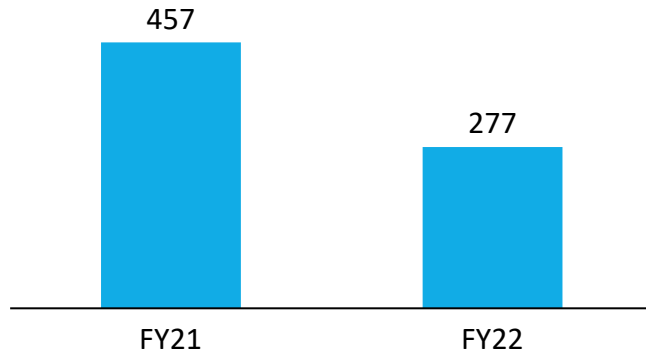
### Capital Adequacy Ratio (%)



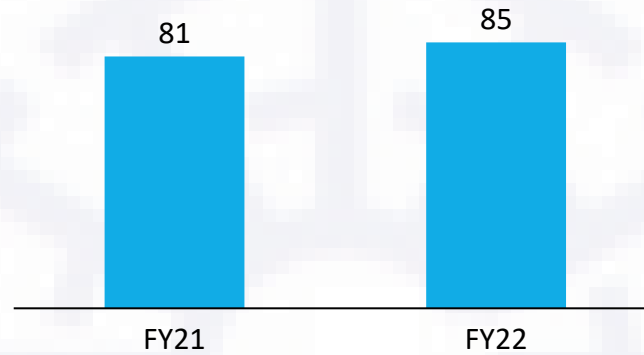
# FY22 – Financial Highlights



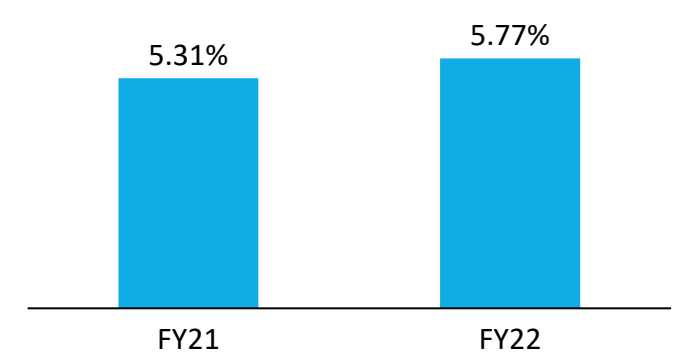
### Disbursements (Rs. In Crs)



### PAT (Rs. In Crs)

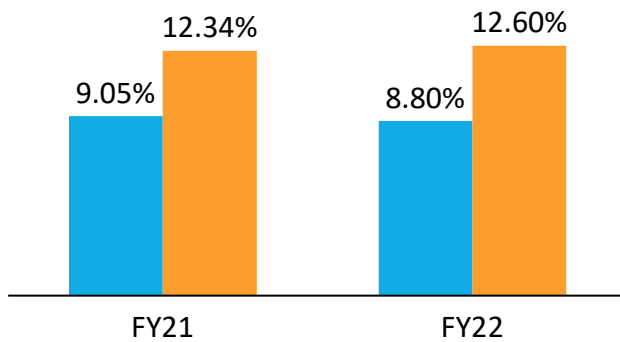


### NIMs (%)

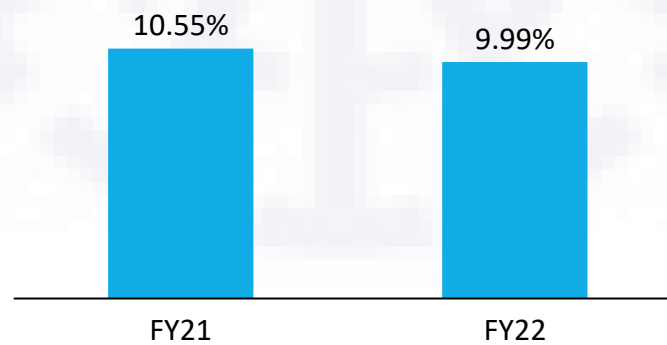


### Cost of Borrowings & Return on Loans & Advances (%)

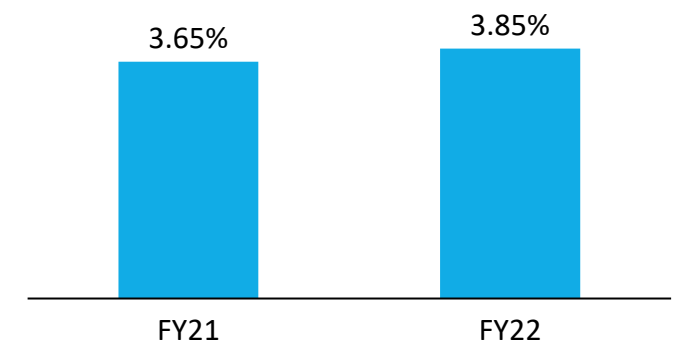
■ COB ■ Return on Loans & Advances



### ROE (%)



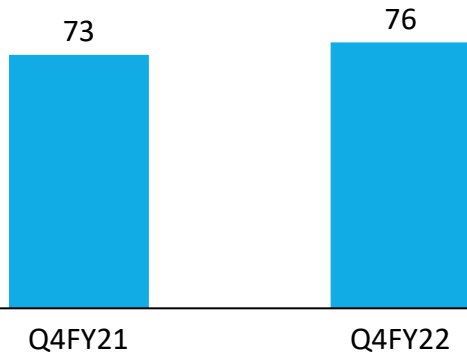
### ROA (%)



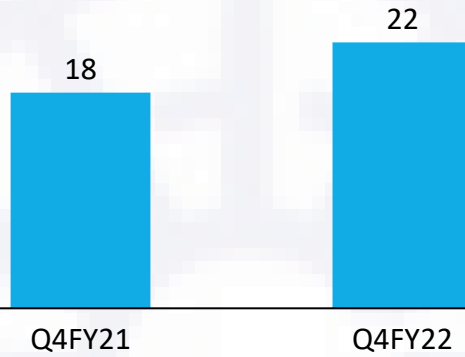
# Q4 FY22 – Financial Highlights



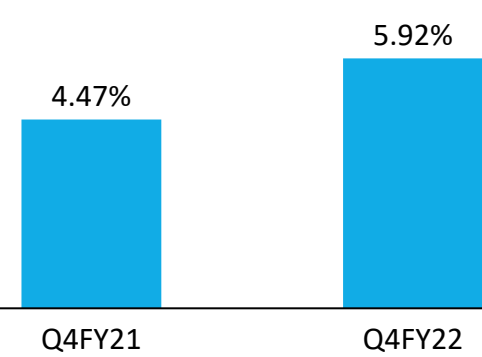
### Disbursements (Rs. In Crs)



### PAT (Rs. In Crs)

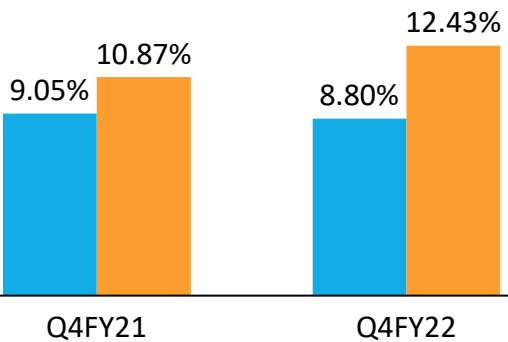


### NIMs (%)

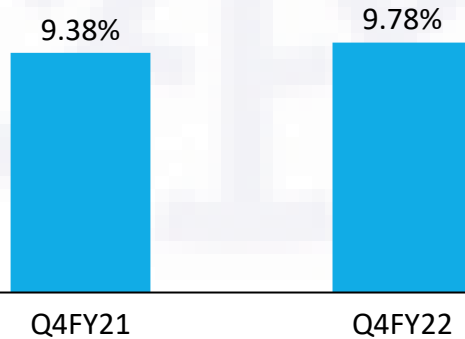


### Cost of Borrowings & Return on Loans & Advances (%)

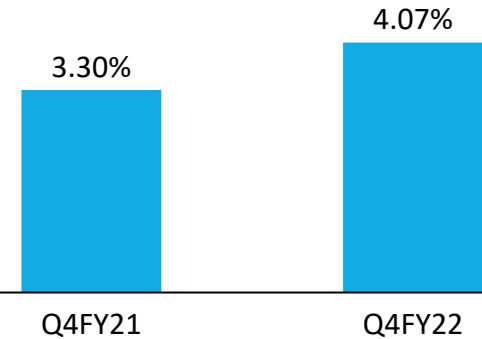
COB    Return on Loans & Advances



### 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
<b>Income</b>				
Interest Income	59.61	56.75	247.89	247.61
Interest Expense	27.03	32.08	120.04	130.11
<b>Net Interest Income</b>	<b>32.58</b>	<b>24.67</b>	<b>127.85</b>	<b>117.50</b>
Other Income	1.20	2.78	6.42	10.90
<b>Net Total Income</b>	<b>33.78</b>	<b>27.45</b>	<b>134.27</b>	<b>128.40</b>
<b>Expenditure</b>				
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
<b>Total Expenditure</b>	<b>8.22</b>	<b>8.94</b>	<b>26.37</b>	<b>27.45</b>
<b>Pre Provision operating profit</b>	<b>25.56</b>	<b>18.51</b>	<b>107.90</b>	<b>100.95</b>
Provisions	-3.00	-3.58	0.00	1.10
<b>Profit Before Tax</b>	<b>28.56</b>	<b>22.09</b>	<b>107.90</b>	<b>99.85</b>
Tax	6.13	3.91	22.58	19.10
<b>Profit After Tax</b>	<b>22.43</b>	<b>18.18</b>	<b>85.32</b>	<b>80.75</b>
Other Comprehensive Income	0.60	-0.08	3.13	1.80
<b>Total Comprehensive Income (PAT + OCI)</b>	<b>23.03</b>	<b>18.10</b>	<b>88.45</b>	<b>82.55</b>

# Balance Sheet



Particulars (Rs. Crores)	Mar-22	Mar-21
<b>Assets</b>		
<b>Financial Assets</b>	<b>2,195.35</b>	<b>2,135.63</b>
Cash & Cash Equivalents	209.50	16.16
Bank balance other than cash & cash equivalents	1.97	2.01
Receivables	0.14	0.26
<b>Loans &amp; Advances</b>		
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
<b>Net Loans &amp; Advances</b>	<b>1,804.53</b>	<b>1,943.92</b>
Investments	165.39	158.77
Other financial assets	13.82	14.51
<b>Non - Financial Assets</b>	<b>43.91</b>	<b>43.95</b>
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
<b>Total Assets</b>	<b>2,244.57</b>	<b>2,184.89</b>

Particulars (Rs. Crores)	Mar-22	Mar-21
<b>Liabilities</b>		
<b>Financial Liabilities</b>	<b>1,305.08</b>	<b>1,390.04</b>
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
<b>Non - Financial Liabilities</b>	<b>2.53</b>	<b>3.22</b>
Provisions	2.02	2.39
Other non-financial liabilities	0.51	0.83
<b>Equity</b>	<b>936.96</b>	<b>791.63</b>
Equity Share Capital	90.37	80.72
Reserves & Surplus	846.59	710.91
<b>Total Liabilities</b>	<b>2,244.57</b>	<b>2,184.89</b>



# Credit Rating



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

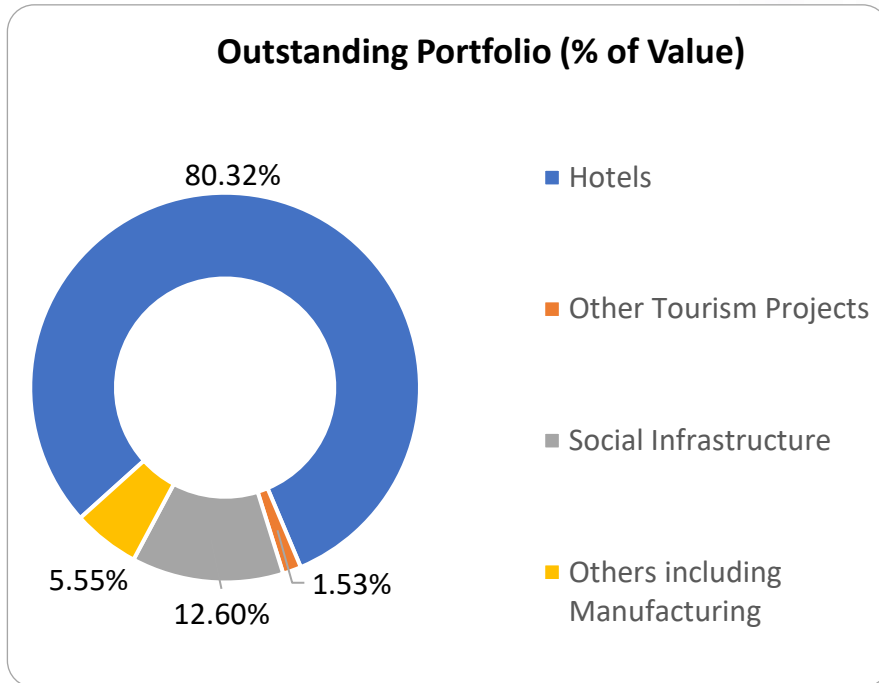


PAN India  
presence with  
Track Record of over  
30 Years

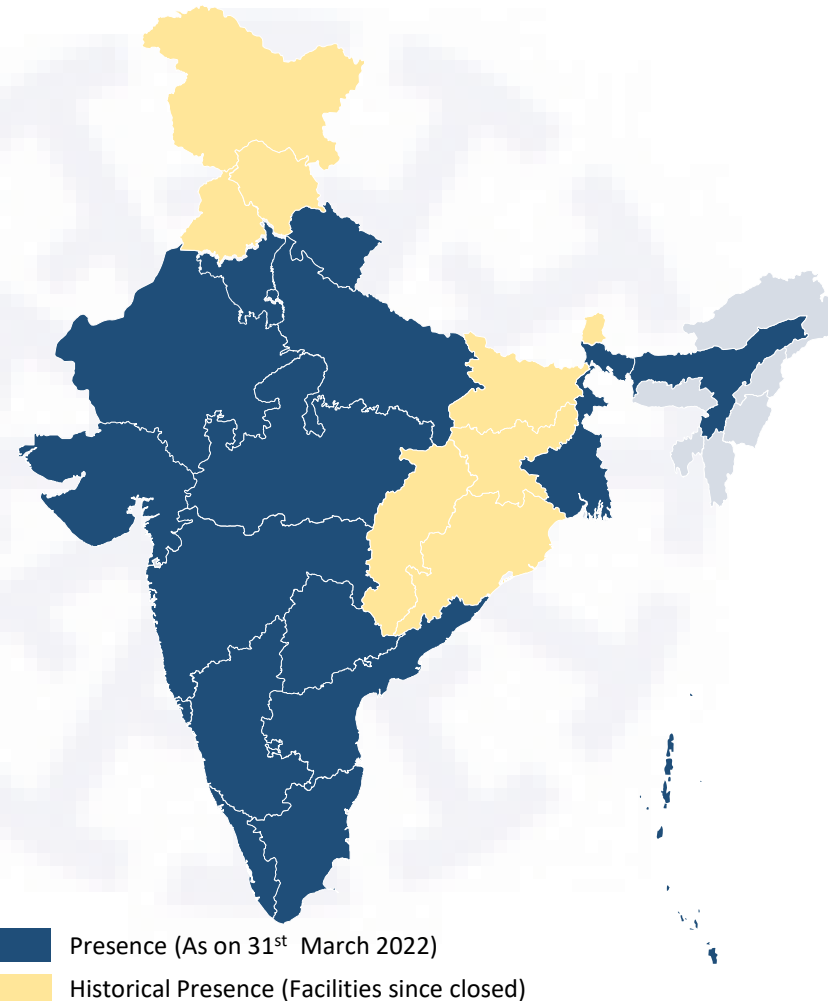
# Multiple Project sanctions



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



## 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
<b>Total</b>	<b>57</b>

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**

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