



















Tourism Finance Corporation of India Ltd.

helping tourism grow

FY25 INVESTOR PRESENTATION







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Track Record of Over 36 Years with dominance in Hotel Financing

Key Business Areas





Hospitality Business

- > Hospitality Financing to remain the thrust area with emphasis on financing commercially viable tourism projects:
- Term loan for Setting-up Hotel, Resort, Motel, Spa/Health Resort, Apartment Hotels, Guest Houses, other approved Lodgings and restaurant chains.
- Term Loan for last mile funding, expansion, modernization, renovation & acquisition of all the projects mentioned above.
- Term Loan for takeover of existing loans with tenure elongation and top up.
- Term Loan for takeover from AIFs/ARCs of all the projects mentioned above.
- Special Situation Financing for turnaround cases.



Non-Hospitality Wholesale Business

Lending to other Selected sectors:

Real Estate Sector

- Construction Financing to affordable & middle income housing projects
- Construction Finance for Commercial Real Estate Projects.
- Lease Rental Discounting
- Loan Against Property

Manufacturing, Social Infra, Logistics & Other Sectors

- Established Manufacturing Units for expansion in capacity
 long-term working capital term loan & general corporate purposes
- Education School/College/Universities
- Healthcare Hospital / Diagnostic Centres/ Nursing Homes
- Logistics / Cold Storage / Data Centres
- •Solar/ Wind Renewable projects
- Focus on Special Situations.

NBFC Sector

- NBFCs with secured Wholesale loan book
- NBFCs with retail & MSE book
- Housing Finance Companies
- MFIs

The loan are provided for onward lending against security of receivables

- > Structured Finance, Acquisition Finance & ARC exit for cases facing bunching of repayments but having stable future cash-flows.
- > LAS- loan against security of listed shares to Corporates/ LLP.



Digital Lending

- Short-term loan to individual through fintech platform.
- > Short-term loan to individual against security of listed shares through digital mode.



Fee Based Services

- > Tourism/ Hospitality focused advisory services Project Feasibility Reports, Market Survey and Marketing Tie-ups of tourism projects
- Debt Syndication.
- Special Situation Structuring Services.





FY2024-25
Profitability &
Financial Highlights

Financial Performance Highlights – Last 5 years



| Particulars | 2020-21 | 2021-22 | 2022-23 | 2023-24 | 2024-25 |
|------------------------------------|-----------|-----------|-----------|-----------|-----------|
| i di dibutata | (Audited) | (Audited) | (Audited) | (Audited) | (Audited) |
| Interest Income (Rs.in Cr.) | 247.61 | 247.89 | 197.20 | 195.25 | 206.86 |
| Other Operating Income (Rs.in Cr.) | 10.90 | 6.42 | 34.50 | 46.79 | 53.20 |
| Total Income (Rs.in Cr.) | 258.51 | 254.31 | 231.70 | 242.04 | 260.06 |
| Net Interest Income (Rs.in Cr.) | 117.5 | 127.85 | 106.56 | 94.96 | 106.69 |
| Profit before tax (Rs.in Cr.) | 99.86 | 107.9 | 109.37 | 113.87 | 128.02 |
| Profit after tax (Rs.in Cr.) | 80.75 | 85.32 | 87.95 | 91.11 | 103.81 |
| Equity share Capital (Rs.in Cr.) | 80.71 | 90.37 | 90.37 | 90.37 | 92.60 |
| Reserve and Surplus (Rs.in Cr.) | 703.73 | 838.30 | 926.73 | 999.25 | 1123.77 |
| Net Worth (Rs.in Cr.) | 784.44 | 928.66 | 1008.94 | 1074.85 | 1207.28 |
| Total Borrowings (Rs.in Cr.) | 1363.60 | 1278.74 | 1004.73 | 983.04 | 866.09 |
| Loan Book (Rs.in Cr.) | 1,976.64 | 1,834.35 | 1621.48 | 1588.92 | 1693.57 |
| Investments (Rs.in Cr.) | 158.77 | 165.39 | 337.57 | 461.18 | 259.00 |
| Gross NPLs (Rs.in Cr.) | 69.48 | 13.54 | 63.62 | 43.66 | 54.49 |
| Gross NPLs(%) | 3.51% | 0.74% | 3.92% | 2.75% | 3.22% |
| Net NPLs (Rs.in Cr.) | 56.13 | 6.77 | 47.84 | 23.97 | 27.24 |
| Net NPLs (%) | 2.84% | 0.37% | 2.95% | 1.51% | 1.61% |
| Debt:Equity Ratio | 1.74:1 | 1.38:1 | 0.98:1 | 0.91:1 | 0.72:1 |
| Earning Per Share (Rs.) | 10.00 | 10.01 | 9.73 | 10.08 | 11.21 |
| Book Value (Rs.) | 97.18 | 102.76 | 111.64 | 118.94 | 130.38 |
| CRAR(%) | 39.87% | 54.59% | 62.65% | 59.05% | 69.70% |
| Return on Loan and Advances (%) | 12.34% | 12.44% | 12.27% | 12.11% | 12.45% |
| Cost of Borrowing (%) | 9.05% | 8.80% | 9.35% | 9.52% | 9.64% |
| NIM (%) | 5.31% | 5.77% | 4.97% | 4.58% | 5.07% |

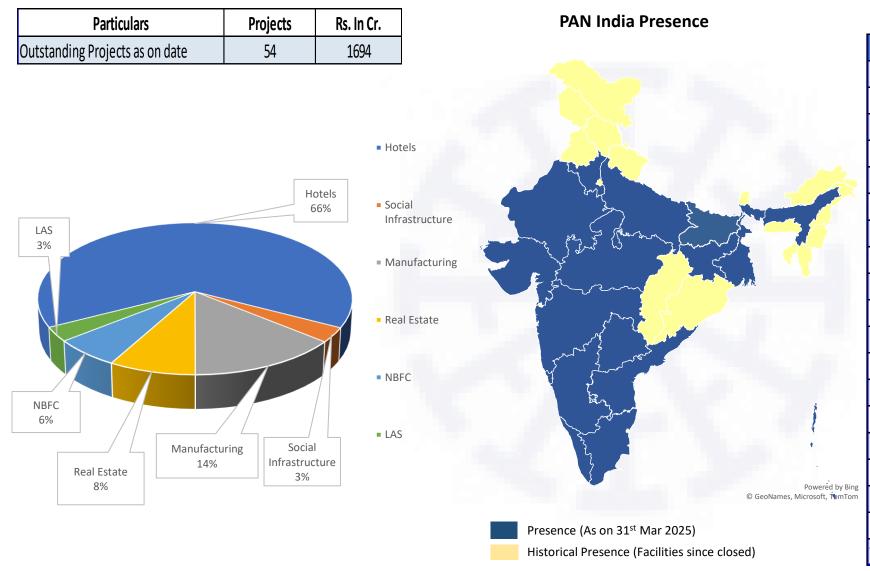
Credit Rating



Rating Agency Rating Amount (Rs. In Crs) **Rating Action** Long Term Bonds **Bank Borrowings** A+ Reaffirmed **ACUITE** Outlook: Stable Outlook: Stable (March 2025) (950.00)Bond:-(159.74) Reaffirmed **CARE** Outlook: Stable (August 2024) (175.00)Α+ Reaffirmed **BRICKWORK** Outlook: Stable (July 2024) (334.74)**A**+ **Assigned** Outlook: Stable **INFOMERICS** (March 2025) (75.00)Short Term Borrowing (Rs. In Crs) Reaffirmed **A1**+ **INFOMERICS** Proposed CP: 100cr (March 2025)

Portfolio Mix



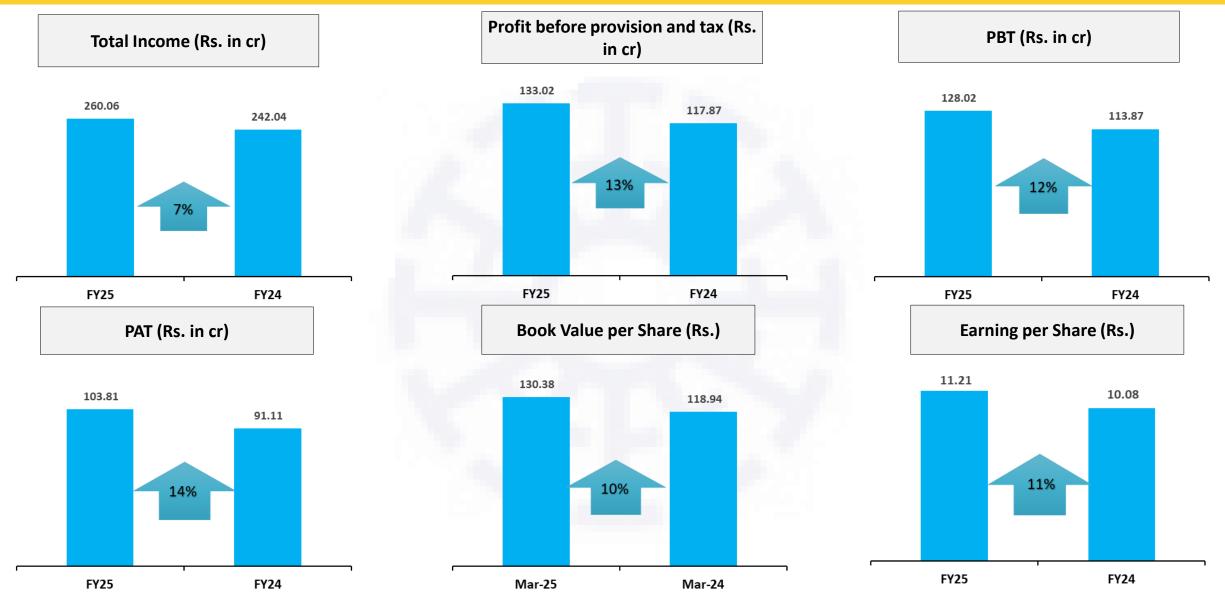


| State/Cities | AUM (Rs. In Cr.) |
|-------------------|------------------|
| Maharashtra | 320.70 |
| West Bengal | 73.17 |
| Uttar Pradesh | 329.27 |
| Gujarat | 224.36 |
| Rajasthan | 253.90 |
| Telangana | 125.49 |
| Andhra Pradesh | 59.92 |
| New Delhi | 56.33 |
| Haryana | 75.81 |
| Karnataka | 22.46 |
| Goa | 2.33 |
| Tamil Nadu | 25.00 |
| Madhya Pradesh | 51.18 |
| Assam | 19.00 |
| Kerala | 18.91 |
| Bihar | 18.75 |
| Jharkhand | 7.57 |
| Andaman & Nicobar | 9.44 |
| Total | 1,693.57 |

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

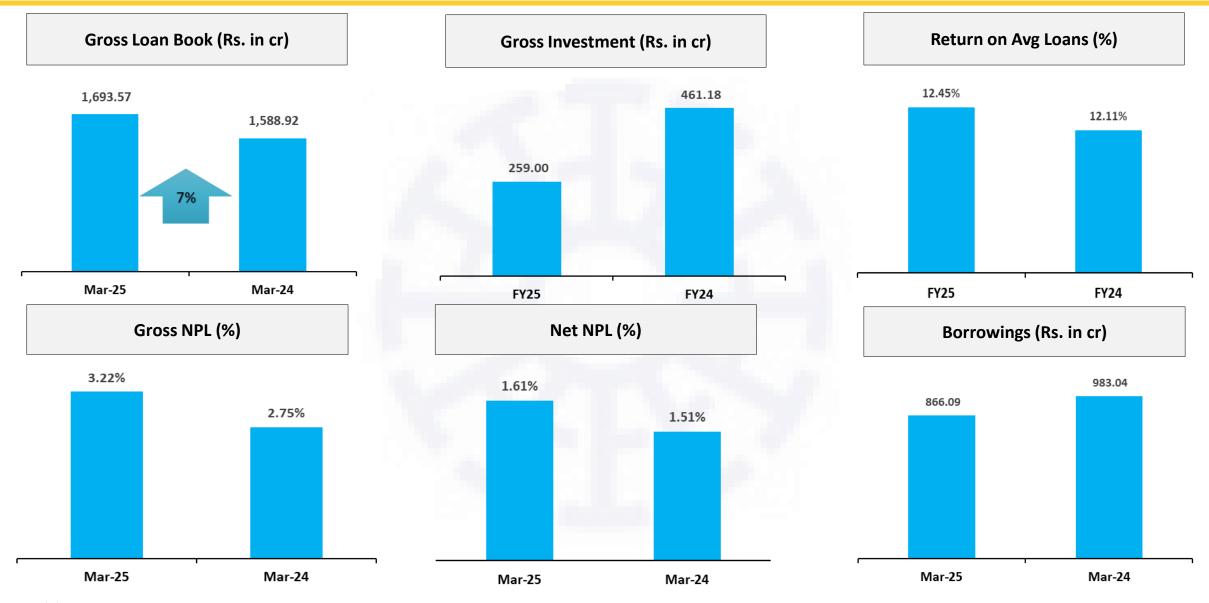
FY25 – Financial Highlights





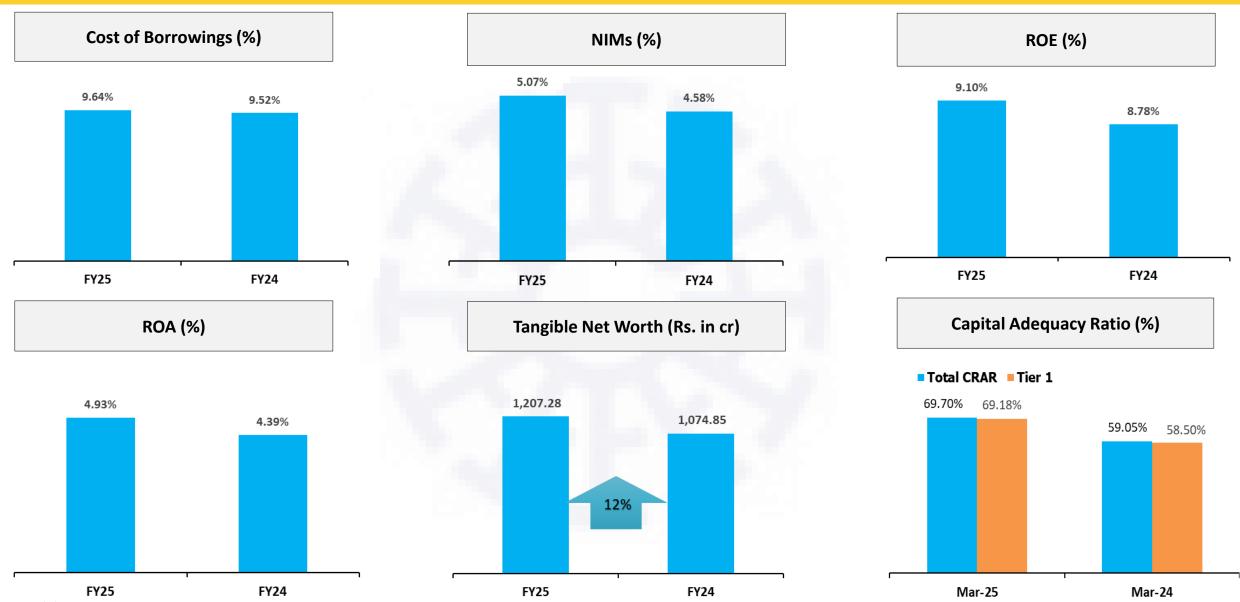
FY25 – Financial Highlights





FY25 – Financial Highlights





Profit & Loss Statement –FY25



| Particulars (Rs. in Cr.) | Q4FY25 | Q4FY24 | FY25 | FY24 |
|--------------------------------------------------------------|--------|--------|--------|--------|
| Income | | | | |
| Interest Income | 56.62 | 48.13 | 206.86 | 195.25 |
| Interest Expense | 24.47 | 25.51 | 100.17 | 100.29 |
| Net Interest Income | 32.15 | 22.62 | 106.69 | 94.96 |
| Other Income | 12.83 | 9.52 | 53.20 | 46.79 |
| Net Total Income | 44.98 | 32.14 | 159.89 | 141.74 |
| Expenditure | | | | |
| Employee Expenses | 4.30 | 3.35 | 14.11 | 12.70 |
| Depreciation and Amortization expense | 0.14 | 0.28 | 0.83 | 1.13 |
| Other Expenses | 4.23 | 3.84 | 11.93 | 10.04 |
| Total Expenditure | 8.67 | 7.47 | 26.87 | 23.87 |
| Pre Provision and pre fair value diminution operating profit | 36.31 | 24.67 | 133.02 | 117.87 |
| Provisions and diminution in fair value | - | - | 5.00 | 4.00 |
| Profit Before Tax | 36.31 | 24.67 | 128.02 | 113.87 |
| Tax | 6.11 | 4.27 | 24.21 | 22.76 |
| Profit After Tax | 30.20 | 20.40 | 103.81 | 91.11 |
| Other Comprehensive Income | (2.64) | 0.21 | (3.39) | 3.90 |
| Total Comprehensive Income (PAT + OCI) | 27.56 | 20.61 | 100.42 | 95.01 |

Balance Sheet for FY25



| Particulars (Rs. in Cr.) | Mar-25 | Mar-24 |
|-------------------------------------------------|----------|----------|
| Assets | | |
| Financial Assets | 2,069.28 | 2,060.79 |
| Cash & Cash Equivalents | 140.67 | 32.10 |
| Bank balance other than cash & cash equivalents | 1.33 | 1.45 |
| Receivables | 0.04 | 0.05 |
| Loans & Advances | | |
| Gross Loans & Advances | 1693.57 | 1588.92 |
| Add: Retail Loans (Unsecured) | - | - |
| Loan to Employees (Net) | 0.17 | 0.18 |
| Less: Unamortised upfront fee | 0.21 | 0.58 |
| Less: Impairment Loss/ ECL | 37.65 | 32.65 |
| Net Loans & Advances | 1655.88 | 1555.87 |
| Investments | 259.00 | 461.18 |
| - NCDs & Bonds | 25.25 | 97.04 |
| - Certificate of Deposit | 173.13 | 123.83 |
| - Debt Based Mutual Funds (Net) | - | 110.14 |
| - Security Receipts | 40.49 | 104.00 |
| - Equity (Listed/Unlisted) | 20.13 | 26.17 |
| Other Financial Assets | 12.36 | 10.14 |
| Non - Financial Assets | 32.99 | 39.79 |
| Current Tax Assets (Net) | 13.88 | 16.04 |
| Deferred Tax Assets (Net) | 4.15 | 6.89 |
| Property Plant & Equipment | 13.15 | 13.60 |
| Right to Use Assets | 0.52 | 0.73 |
| Other Intangible Assets | 0.10 | 0.19 |
| Other non-financial assets | 1.19 | 2.34 |
| Assets classified as held for sale | | 5.31 |
| Total Assets | 2,102.27 | 2,105.89 |

| Particulars (Rs. in Cr.) | Mar-25 | Mar-24 |
|---------------------------------|----------|----------|
| Liabilities | | |
| Financial Liabilities | 883.41 | 1,013.92 |
| Trade Payable | 1 | - |
| Secured/Unsecured Debentures | 334.31 | 373.77 |
| Bank Borrowings | 528.10 | 603.89 |
| Other financial Liabilities | 21.00 | 36.26 |
| Non - Financial Liabilities | 2.49 | 2.35 |
| Provisions | 1.46 | 1.59 |
| Other non-financial liabilities | 1.03 | 0.76 |
| Equity | 1,216.37 | 1,089.62 |
| Equity Share Capital | 92.60 | 90.37 |
| Reserves & Surplus | 1,123.77 | 999.25 |
| Total Liabilities | 2,102.27 | 2,105.89 |





Eminent Board &
&
Experienced
Management Team

Eminent Board of Directors





Dr. S. RaviNon-Executive Chairman
(Non-Independent Director)



Sh. Parkash Chand Director (Representing LIC)



Sh. Bapi Munshi Independent Director



Mrs. Thankom T Mathew Independent Director



Sh. Ashok Kumar Garg Independent Director



Dr. Mahabaleshwara MSIndependent Director



Sh. Deepak Amitabh Independent Director



Sh. Aditya Kumar Halwasiya
Director



Sh. Anoop BaliManaging Director & CFO

Managing Director & Leadership Team





Mr. Anoop Bali Managing Director & CFO

- Masters in Business Administration (Gold Medalist)
- Has over 35 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.

Managing Director & Leadership Team





Mrs. Charu Singh, President (Credit)

- 27 years' experience in project finance, appraisals & corporate finance functions with focus on tourism, urban infrastructure & manufacturing sectors
- 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 (ICMAI). She is also an Certified Associate of Indian Institute of Bankers (CAIIB)



Mr. Sanjay Behari, Vice President (Credit)

- 31 years' experience in Project Finance, Credit Administration, Post Sanction Follow-up, Debt Syndication, NPA Resolution, Asset Reconstruction, Project/transaction Advisory & Structuring and Loan Documentation.
- He is Bachelor of Textile Engineering, M.B.A (Finance).



Mr. Tarun Gupta, Vice President (Business Development & Credit)

- 19 years' experience in wholesale banking including real estate, project financing, structured finance and business development.
- He is B.Tech from IIT Delhi and Post graduate in Advanced Finance.



Mr. Sanjay Modi, Vice President (Business Development & Credit)

- 18 years' experience in business sourcing, debt syndication, project finance, wholesale/structured lending, promoter funding, acquisition finance, financial analysis & structuring and credit appraisal of large & mid-corp. projects etc.
- He is B.E. (NIT Jaipur), PGDBM (IIM, Bangalore),.

Managing Director & Leadership Team





Mr. Rajiv Singh, Senior Vice President (Finance and Accounts)

- 25 years' 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, Senior Vice President and Company Secretary

- 30 years' 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
- Contributed across multiple domains viz Corporate Laws compliances, Human Resource, Administration, Risk Management, treasury and resource raising etc.



Mr. Rudra Nath Jha, Vice President (Legal)

- 30 years' experience in various sectors viz. NBFC, telecom, real estate and electricity distribution with focus on regulatory policies coupled with strategic litigation, Merger & Acquisition, statutory compliances and implemented best practices of the corporate world and became a solution provider.
- B.com &LLB.



Shri P.K. Naik, Chief Technology Officer

- 32 years' experience in IT Governance, Information System and IT Infrastructure management, Information Security & Data protection, Business Continuity Planning, Compliances and Business Automation in Financial Sector.
- A Master in Computer Application (MCA), Certified Information System Auditor (CISA)

Thank You





Mr. Sanjay Ahuja, Company Secretary

Email id: complianceofficer@tfciltd.com

Website: www.tfciltd.com

