

ALSTOM T&D India Limited  
Quarter ended 30<sup>th</sup> June 2014 Results

28<sup>th</sup> July 2014



# Disclaimer

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## Forward-looking statements

This document contains forward-looking statements and information. These statements may include financial forecasts and estimates as well as the assumptions on which they are based, statements related to projects, objectives and expectations concerning future operations, products and services or future performance. Although the management believes that these forward-looking statements are reasonable, interested parties are hereby advised that these forward-looking statements are subject to numerous risks and uncertainties that are difficult to foresee and generally beyond ALSTOM T&D India's control.

# Indian Economy and T&D Market

## Indian Economy

- The new budget for the FY 2014-15 is growth oriented aiming to reach 8% GDP growth by 2017 (last year 4.5%).
- Foreign Investors are bullish on India's stock. FIIs are expected to bring in capital flows.
- Budget push for Infrastructure is expected to improve investment climate.
- Ministry of Finance and Ministry of Power are discussing to solve the issue of huge NPAs in power sector. Government has formed 6 debt recovery panels to address the issues.

## Power and T&D Market

- Power Ministry is focused on completing 30 GW stalled power plants and push for more T&D Investments.
- Renewable Energy is under strong push. Wind and Solar Investments are going to accelerate.
- Special focus is on to improve Coal production to ensure increased plant load factor of the private IPPs
- Government is making strong efforts to remove hurdles in stuck up projects.
- SEB "Financial restructuring plan" related actions slowed down considerably in Q1 due to national elections.

# Financial Highlights & Key Events

## Orders / Backlog

- Won major contracts to the tune of 7.5 BINR during the quarter despite prevailing tough market conditions.
- Order Backlog remains healthy at 66.0 BINR increasing by 4.6% from June last year.

## Sales

- Sales for the quarter at 6.7 BINR, up by 19.9%, as compared to 5.6 BINR in the same quarter of last year.

## Profit

- Operating profit for the quarter at 572 MINR, up by 43.7%, as compared to 398 MINR in the same quarter of last year.
- Profit After Tax for the quarter at 284 MINR, up by 89.3%, as compared to 150 MINR in the same quarter of last year.

## Key Events

- Flagged-off Bangladesh's highest capacity transformer (500MVA/420 kV) to PGCB, Bangladesh.
- Commissioned 400 kV reactor bays for Power Grid's Aurangabad, Khandwa and Gwalior substations.
- Commissioned 220/132/33 kV AIS substation at Vishrampur for CSPTCL.
- Commissioned 765 kV Bhopal substation for Sterlite.

**Good operational performance**

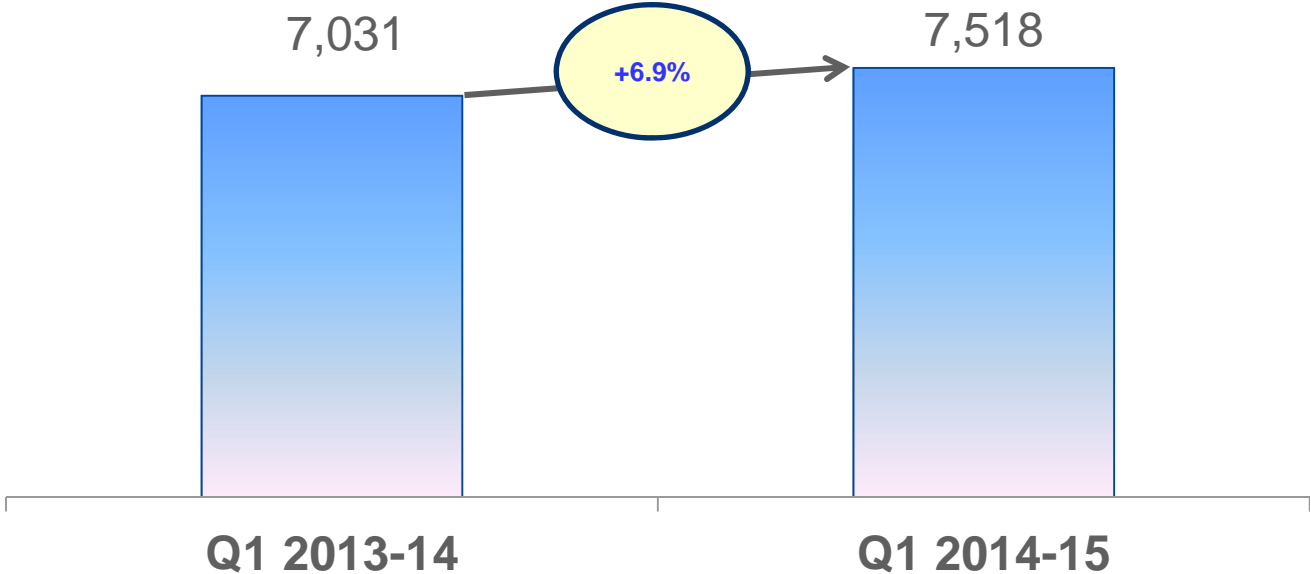
# Main Orders

		<b>MINR</b>
<b>PGCIL</b>	Turnkey Substation package (TR01) for replacement of Power Transformers	2000
<b>Tantransco</b>	400 kV AIS Substation at Rasipalayam	1530
<b>Tantransco</b>	220 kV Vyasarpadi Substation	300
<b>Tantransco</b>	220 kV Omega Industrial Estate Substation	370
<b>Ceylon Electricity Board (CEB)</b>	NMS Package for Sri Lanka	560
<b>HPPTCL</b>	66 kV GIS Switching station at Urni	277

**Market and orders were mostly from utility segment**

# Order Intake

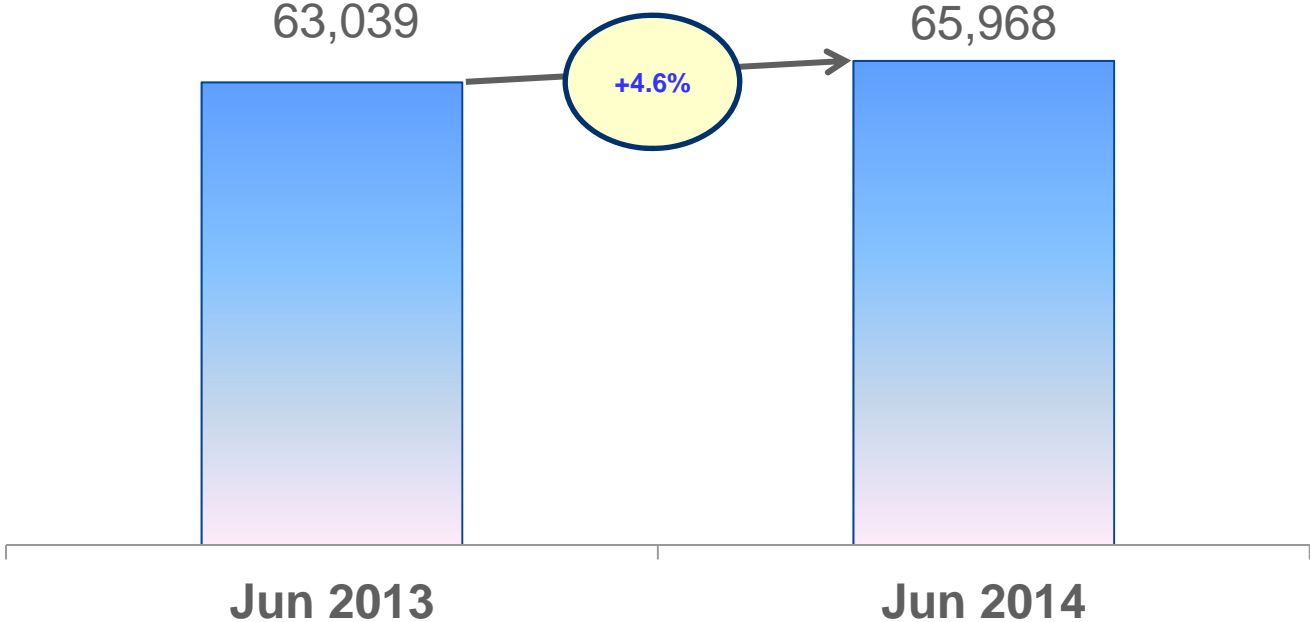
MINR



**Increased order intake compared to last year Q1 despite challenging market conditions**

# Order Backlog

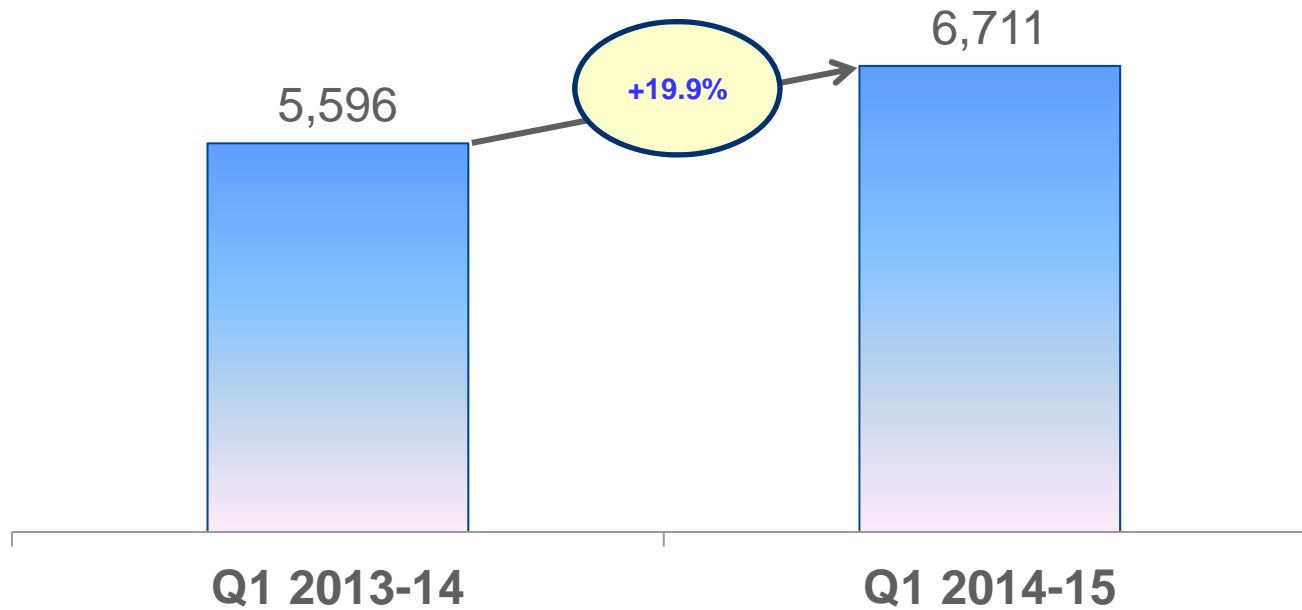
MINR



**Strong Order Backlog**

# Sales

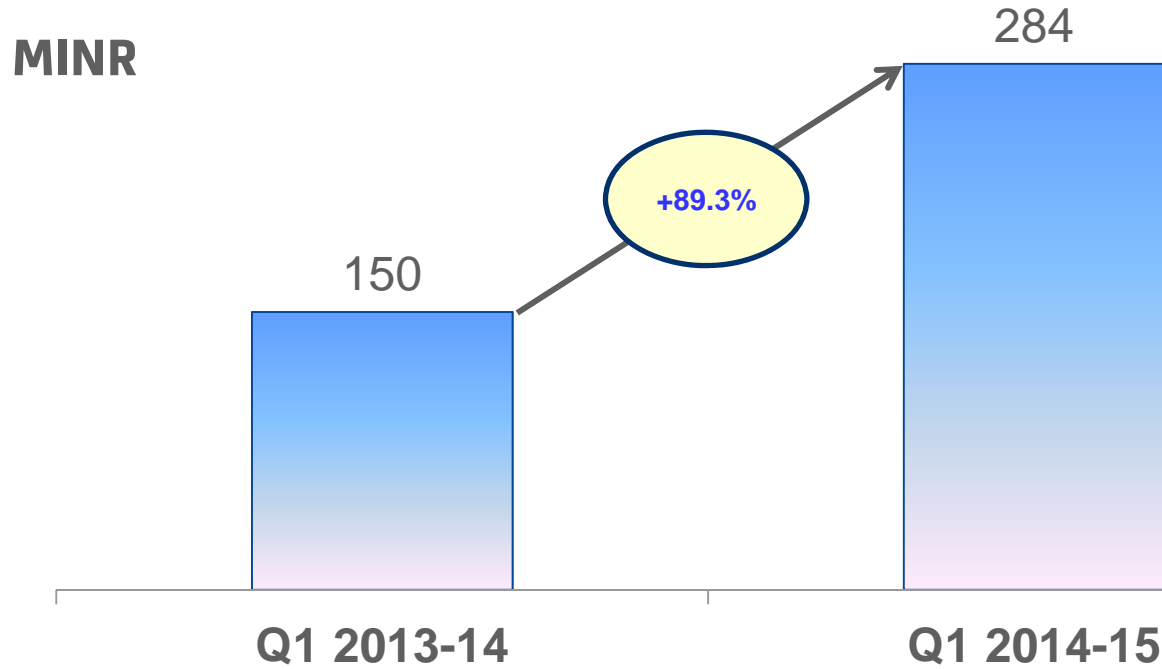
MINR



**Improved execution efforts resulted in higher sales.**



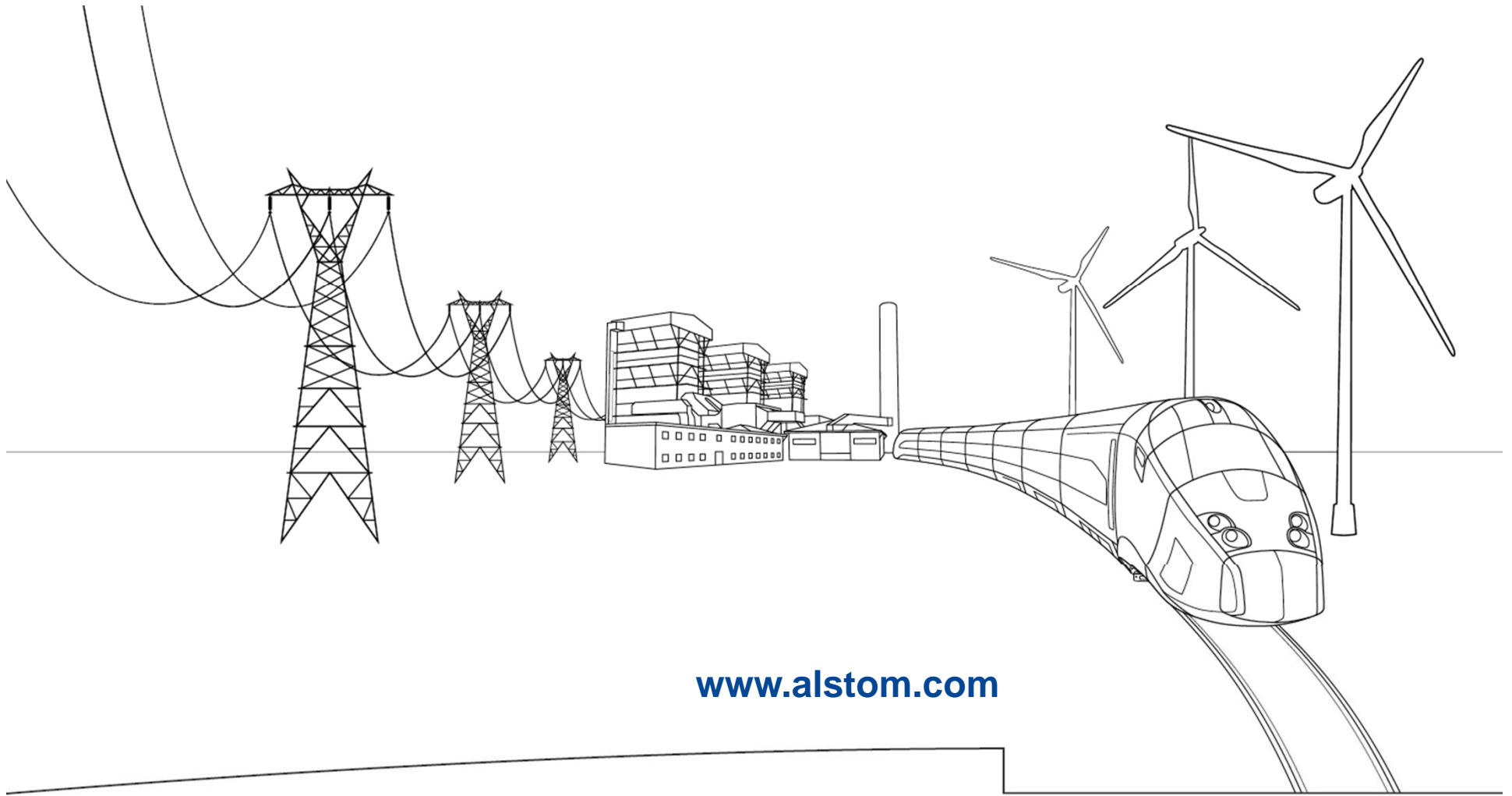
# Profit After Tax



**Profit increased due to higher volumes and cost control**

# Key Data for the quarter ended 30th June, 2014

<b>MINR</b>	<b>Q1 2013-14</b>	<b>Q1 2014-15</b>	<b>Change △</b>
<b>Sales Revenue</b>	<b>5,596</b>	<b>6,711</b>	<b>+19.9%</b>
<b>Operating Profit</b>	<b>398</b>	<b>572</b>	<b>+43.7%</b>
<i>As % of Sales</i>	<i>7.1%</i>	<i>8.5%</i>	<i>+1.4 pts</i>
<b>Profit After Tax</b>	<b>150</b>	<b>284</b>	<b>+89.3%</b>
<i>As % of Sales</i>	<i>2.7%</i>	<i>4.2%</i>	<i>+1.5 pts</i>



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