



# GE T&D India Limited

Financial results for the quarter and year ended on Mar 31, 2019  
(Audited)

**May 24, 2019**

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# Key Execution during 4<sup>th</sup> Quarter of 2018-19

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- 50 MW Solar Power Plant for Marine Electrical in Tirunelveli, Tamil Nadu
  - 400/220 kV Gas Insulated Substation (GIS) for PGCIL at Bongaigaon and Salakati in Assam
  - 400 kV AIS AIS for RRVPNL in Barmer, Rajasthan
  - 11 bays of 400kV GIS substation for Neyveli Lignite Corporation Limited (NLC) in Neyveli, Tamil Nadu
  - 11 bays of 400 kV AIS Substation for PGCIL in Chilkaluripeta, AP (6), Narasaraopet, AP (4) and Gaya, Bihar (1)
  - 27 Bays of four 765 kV AIS Substations for PGCIL in Jharsuguda, Odisha (4), Raipur, Chhattisgarh (4), Chilakaluripeta, Andhra Pradesh (16) and Gaya, Bihar (1)

...Commissioned many landmark projects that enabled integration of more than 16 GW power into the national grid during 2018-19



# Key Orders

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## **Customer**

## **Project**

**GETCO**

400/220/66 kV Gas Insulated Substation (GIS) in Shapar

**PGCIL**

400/220/132 kV AIS substation package as part of TBCB scheme in Jawaharpur

**PGCIL**

500 MVAR Thyristor Controlled Reactors (TCR) package in Kurukshetra

**Damodar Valley Corporation**

R&M of 3 different 220KV Substations in the state of Jharkhand

**Adani**

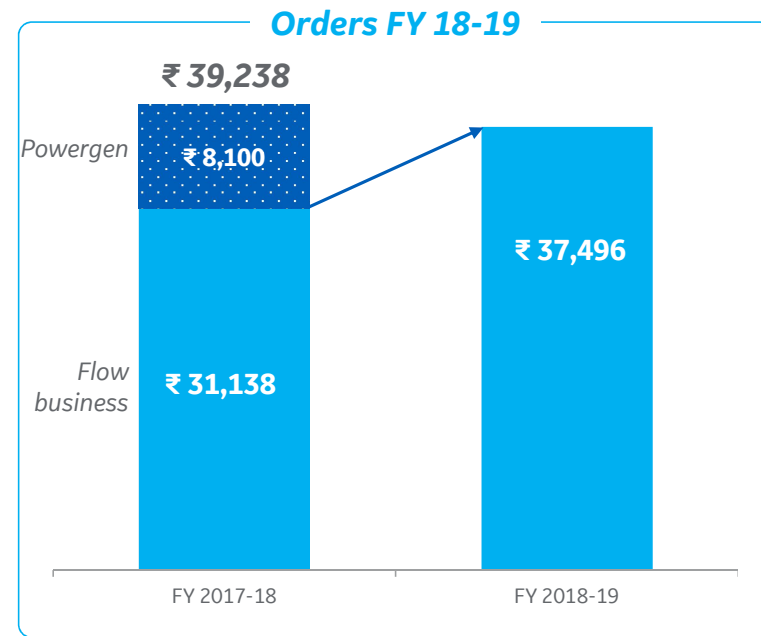
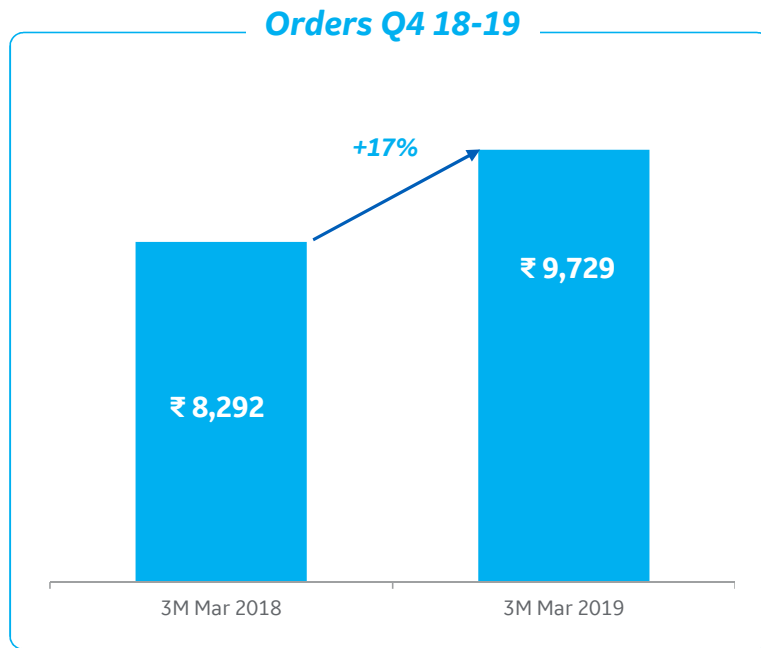
765 kV bay extension reactor package at Ghatampur

... Won Key orders both from Government and Private customers despite the headwinds



# Order Intake

(₹ in millions)

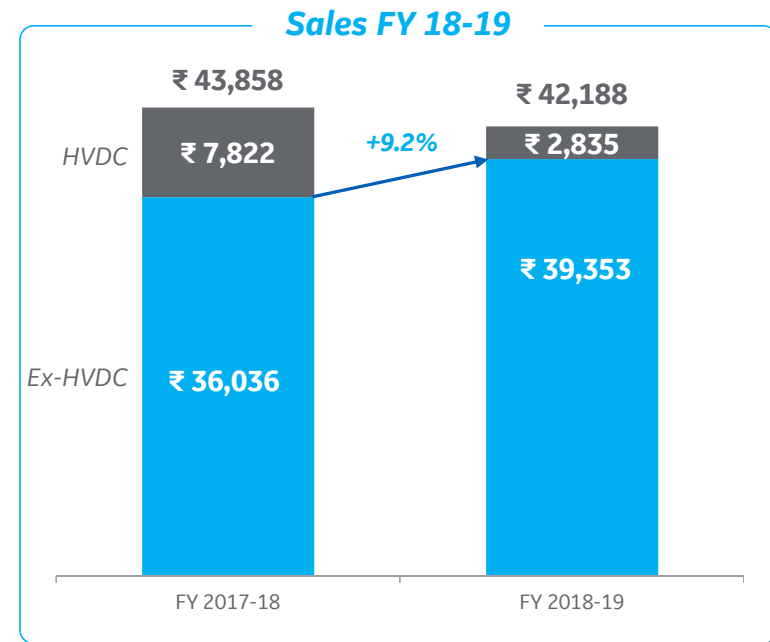
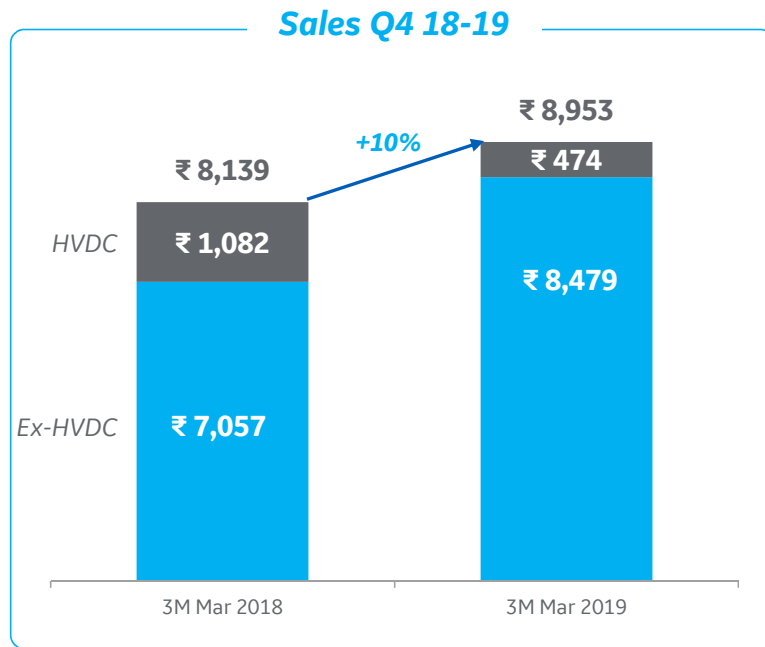


... Balanced portfolio of orders; Well positioned with an order backlog of over INR 64 billion



# Sales Execution

(₹ in millions)

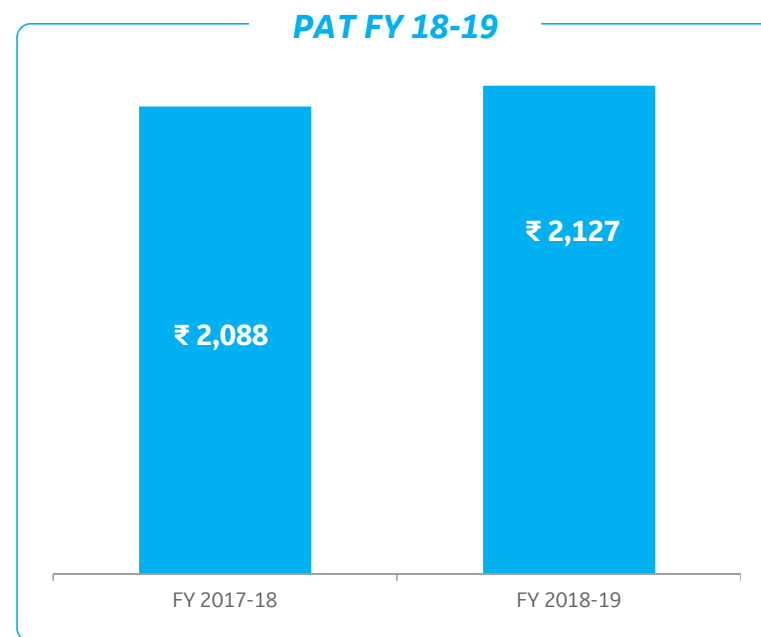
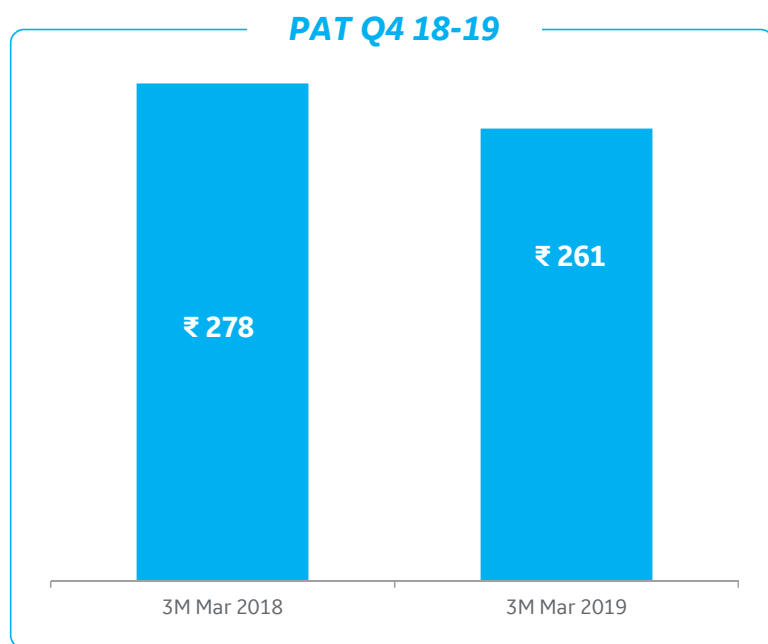


...Commissioning of several key projects pushed revenue



# Profit after tax

(₹ in millions)



... Maintained margins despite challenging operating environment during 2018-19



# Key Data : 4<sup>th</sup> Quarter and year ended 31<sup>st</sup> Mar'2019

(₹ in millions)

|  | Jan- Mar 19        |                    |                 | April- Mar 19        |                      |                 |
|--|--------------------|--------------------|-----------------|----------------------|----------------------|-----------------|
|  | Q4<br>2018-19      | Q4<br>2017-18      | Change          | FY<br>2018-19        | FY<br>2017-18        | Change          |
| <b>Sales Revenue</b>                         | <b>8,953</b>       | <b>8,139</b>       | <b>10%</b>      | <b>42,188</b>        | <b>43,858</b>        | <b>-4%</b>      |
| <b>Operating Profit (EBIT)</b><br>% of Sales | <b>628</b><br>7.0% | <b>561</b><br>6.9% | <b>+0.1 pts</b> | <b>4,010</b><br>9.5% | <b>4,071</b><br>9.3% | <b>+0.2 pts</b> |
| <b>Profit Before Tax</b><br>% of Sales       | <b>402</b><br>4.5% | <b>419</b><br>5.1% | <b>-0.6 pts</b> | <b>3,346</b><br>7.9% | <b>3,188</b><br>7.3% | <b>+0.6 pts</b> |
| <b>Profit After Tax</b><br>% of Sales        | <b>261</b><br>2.9% | <b>278</b><br>3.4% | <b>-0.5 pts</b> | <b>2,127</b><br>5.0% | <b>2,088</b><br>4.8% | <b>+0.2 pts</b> |







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