



GE T&D India Limited

(formerly Alstom T & D India Ltd.)

Financial results for the third quarter and nine months ended
December 31, 2017

February 9, 2018, Noida





Disclaimer

This presentation has been prepared solely for the use at analyst/ investor presentation. By attending the meeting where this presentation is made, or by reading the presentation slides, you agree to be bound by the following limitations-

- The **forward-looking information and statements** can generally be identified by the fact that they do not relate only to historical or current facts. Forward-looking statements sometimes use terminology such as “targets”, “believes”, “expects”, “aims”, “assumes”, “intends”, “plans”, “seeks”, “will”, “may”, “anticipates”, “would”, “could”, “continues”, “estimate”, “milestone” or other words of similar meaning and similar expressions or the negatives thereof. GE T&D India Limited cannot give assurance to the correctness of such information and statements.
- By their nature, forward-looking information and statements involve known and unknown risks, uncertainties and other important factors that could cause the actual results, performance or achievements of the Company to differ materially from any future results, performance or achievements that may be expressed or implied by the forward-looking information and statements in this presentation. Should one or more of these risks or uncertainties materialize, or should any underlying assumptions prove to be incorrect, the **Company's actual financial condition or results of operations could differ materially from that or those described herein as anticipated, believed, estimated or expected**
- Given the aforementioned uncertainties, prospective or present investors are cautioned **not to place undue reliance** on any of these forward looking statements
- **No part of this presentation**, nor the fact of its distribution, **should form the basis of**, or be relied on in connection with, **any contract or commitment or investments decision whatsoever**. Investor/prospective advisors must be sought on specific situation from well-informed legal, investment, tax, financial, and management professionals
- This presentation and its contents are confidential and must not be distributed, published or reproduced. **This presentation does not constitute a recommendation regarding the securities of the Company.**



Main Orders

Customer	Project
Sterlite Power Grid Ventures	400/132 kV Substation in Tripura
Gujarat Energy Transmission	400 kV GIS Substation at Bhachunda
Power Grid Company of Bangladesh	Upgradation and Annual Maintenance of NLDC
Bhutan Power	66kV GIS Substation at Thimphu
NTPC Ltd	Ramagundam
BHEL	TANTRANSCO Ariyalur - CB - 765 KV
PGCIL	400 kV Bays at Bhiwani
Delhi Transco	BUSBAR Protection Scheme

... Continue to be key player in market supported by key win from private and Govt sector



Execution Excellence

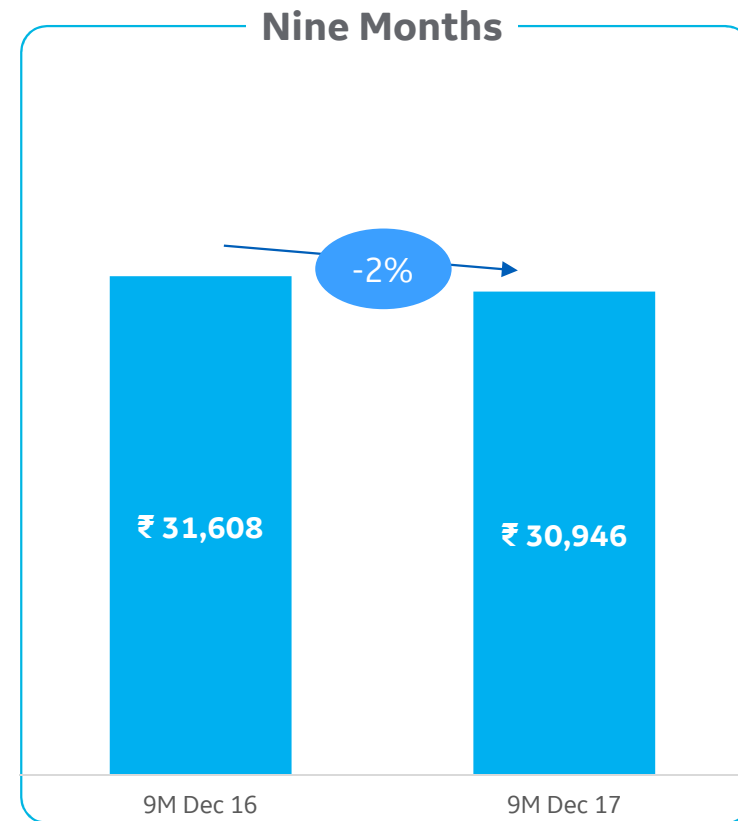
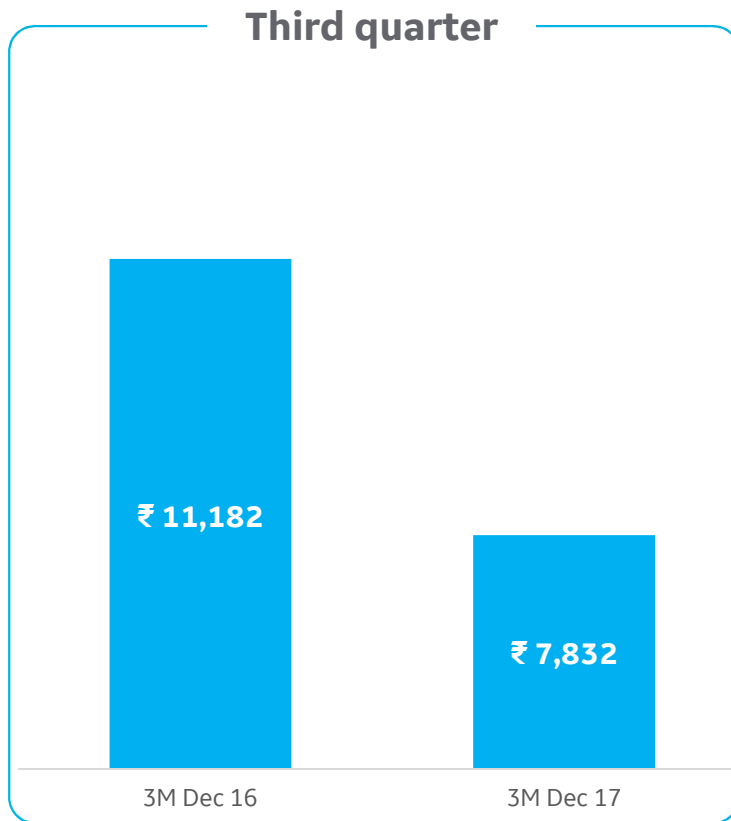
- 48 substations commissioned during YTD FY 18, including 15 substations in the third quarter
Key projects:
 - *400 kV AIS substation for Chattisgarh state electricity board in Jagdalpur, Chhattisgarh.*
 - *400/220 kV AIS Substation for MSETCL in Kudus, Maharashtra*
 - *400 kV AIS Substation extension for Power Grid Corporation of India in Jind and Kaithal in Haryana*
 - *400 kV AIS Substation for Power Grid Corporation of India Limited in Kanpur, Uttar Pradesh*
 - *400 kV AIS Substation for Megha Engineering in Greater Noida, Uttar Pradesh*
 - *400 kV Bay Extension for RRVPNL in Bikaner, Rajasthan*
- 400/220kV GIS s/s for Sterlite at Amargarh ready for commissioning ahead of time
- Strong Cash focus and performance
 - 3.9 BINR net cash generated during 3Q FY18 (7.3 BINR YTD FY 18)
 - 2.9 BINR Cash surplus (net of borrowings) vs Borrowings (net of cash) of 4.5 BINR at March 17
 - Increased intensity on project closure and retentions collection

Strong focus on execution continues....



Order intake

(Million ₹)

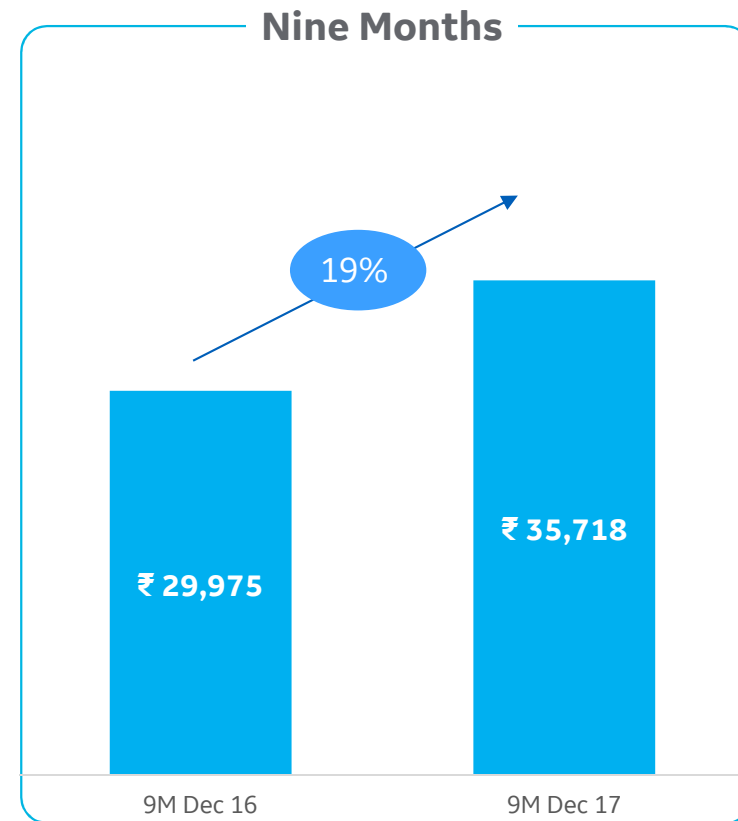
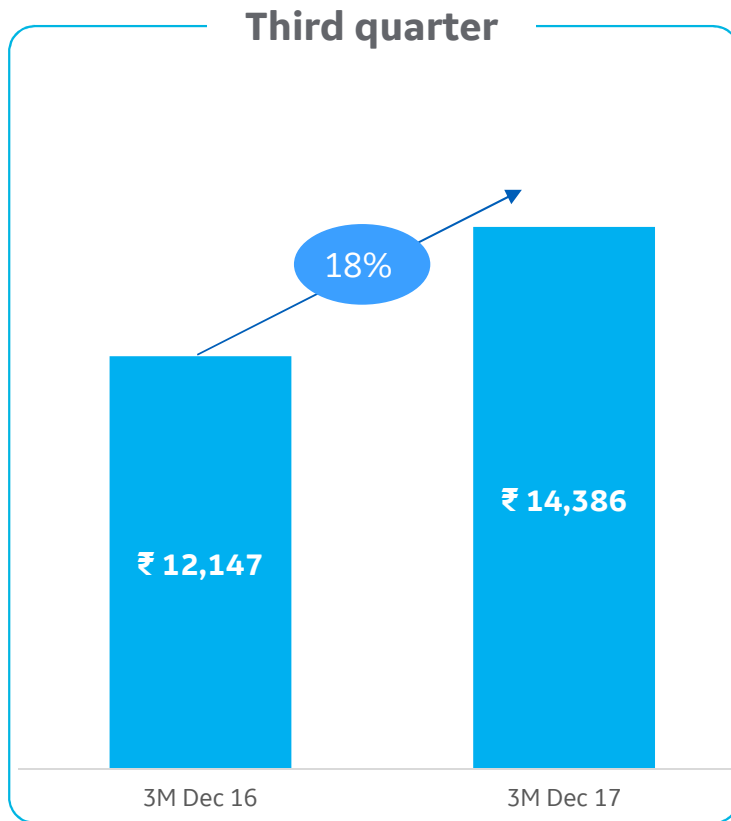


... Well positioned with order in hand of 72 BINR (1.5 years of sales)



Sales execution

(Million ₹)

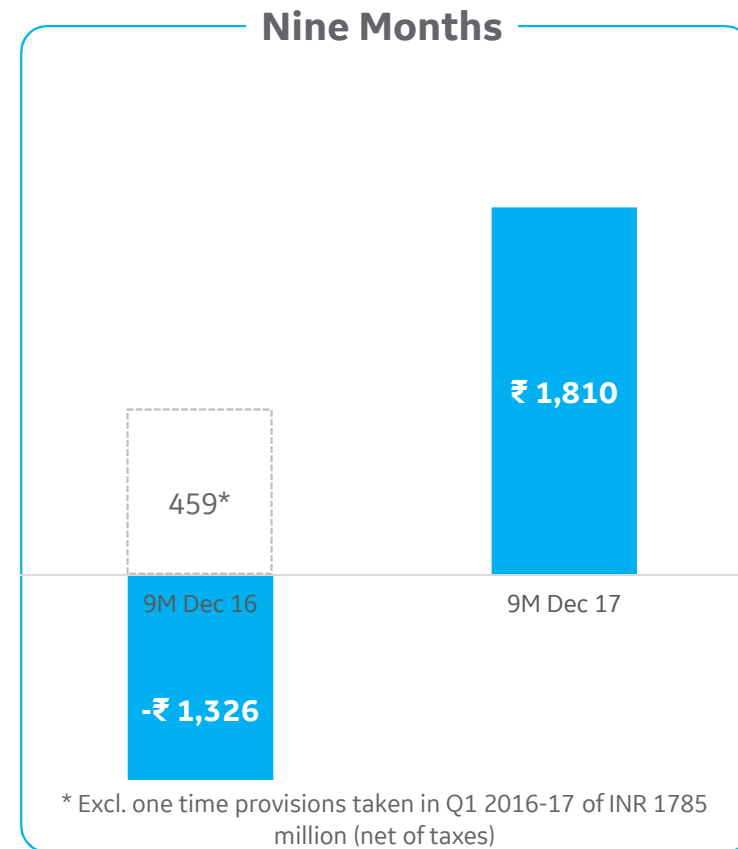
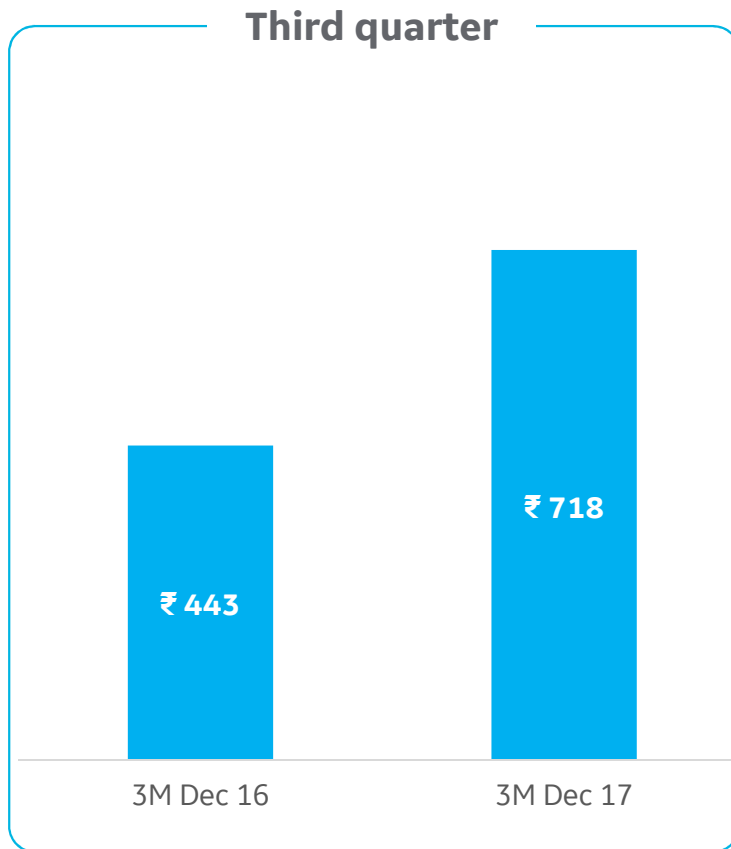


... Strong project execution driving revenue growth



Profit after tax

(Million ₹)

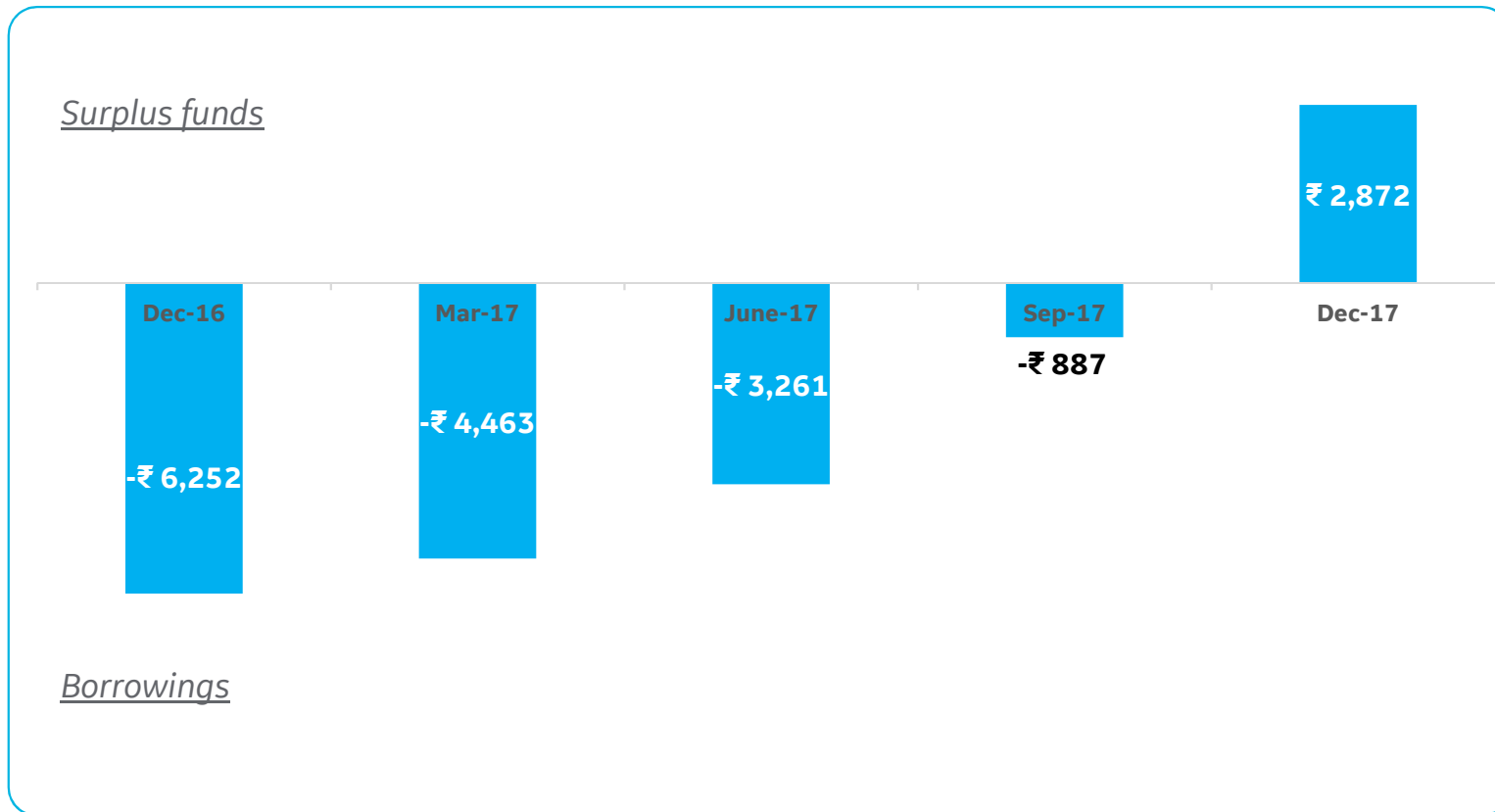


... Strong operational performance supported by one-offs during the quarter



Fund position

(Million ₹)



... Strong focus on project execution and retention collection driving cash performance



Key Data : 3rd Quarter and 3Q YTD FY 18

(Million ₹)

	Third quarter			Nine Months		
	Q3 2017-18	Q3 2016-17	Change Δ	3Q YTD Dec 17	3Q YTD Dec 16	Change Δ
Sales Revenue	14,386	12,176	18%	35,719	30,020	19%
Operating Profit (EBIT)	1,337 *	1,022		3,510*	(127) **	
% of Sales	9.3%	8.4%	+0.9pt	9.8%	(0.4%)	+10pt
Profit after Tax	718	443		1,810	(1,326)**	
% of Sales	5.0%	3.6%	+1.4pt	5.1%	(4.4%)	+10pt

* Includes INR 197 million on account of shared services slump sales; evaluation and reassessment of specific customer receivables and indirect tax obligation. (Refer note 2, 3 of published results)

**Excl. one time provisions of INR 1785 million (net of taxes) ...

- Operating Profit 1485 MM & 4.9% of Sales.
- Profit after Tax 459 MM & 1.5% of Sales.



Thank you

<http://www.ge.com/in/ge-td-india-limited>

Suneel Mishra
Investor Relations Officer
Email id - suneel.mishra@ge.com

