



GE T&D India Limited

Financial results for the quarter and nine months ended on Dec 31, 2018
(unaudited)

Feb 20, 2019, Noida





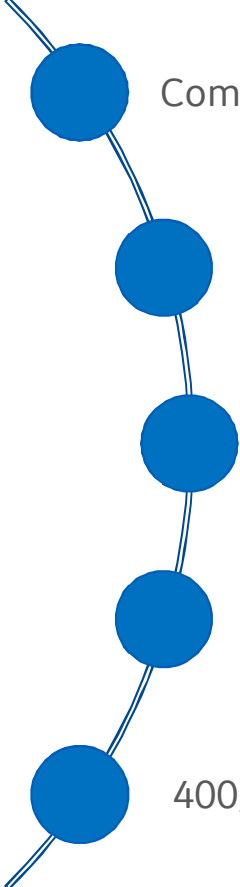
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Key Executions

- 
- Commissioned Pole 3 of Champa Kurukshetra HVDC project
 - 40 MW and 20 MW Solar Plant commissioned for Essel at Maharashtra, Parbani
 - 400 kV Series Reactor Package for PGCIL at Mandola and Ballabgarh
 - First Traveling Wave Fault Locator (TWFL) for 765kv line commissioned in Power Grid Bhiwani Moga Line
 - 400/220kV AIS Substation commissioned for OPTCL in Lapanga

... Some large and critical projects commissioned during the quarter



Key Orders

Customer

Project

PGCIL

400/230kV Tuticorin-II & Extension of 765/400/220 kV substation package in Bhuj

RRVPNL

A first-of-its kind grid stabilization package for Smart Transmission Network and Asset Management System

UPPTCL

420/220/132 KV GIS Substation in Shahupuri and an order for three 500 MVA transformers

**Jharkhand Urja Sancharan
Nigam Limited**

Turnkey 132/33KV Substation package

BPCL

220KV GIS Substation in Kochi

Damodar Valley Corporation

Turnkey 220 kV GIS substation package and a retrofitting and modernisation package for five substations in West Bengal

Adani

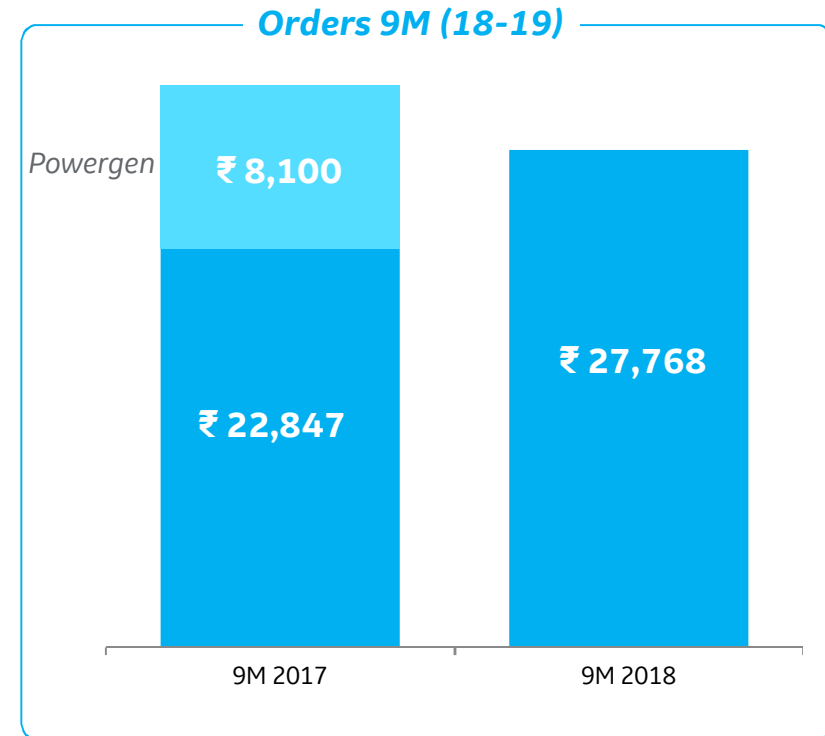
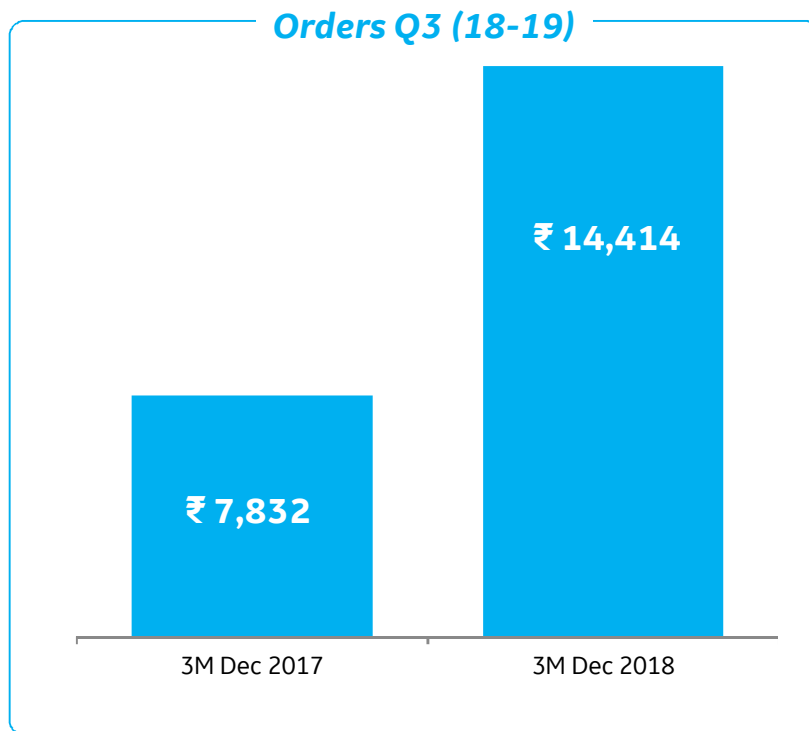
765 kV Ghatampur Evacuation Transmission system

...Mixed Basket; Some landmark deals from PGCIL and State utilities



Order Intake

(Million ₹)



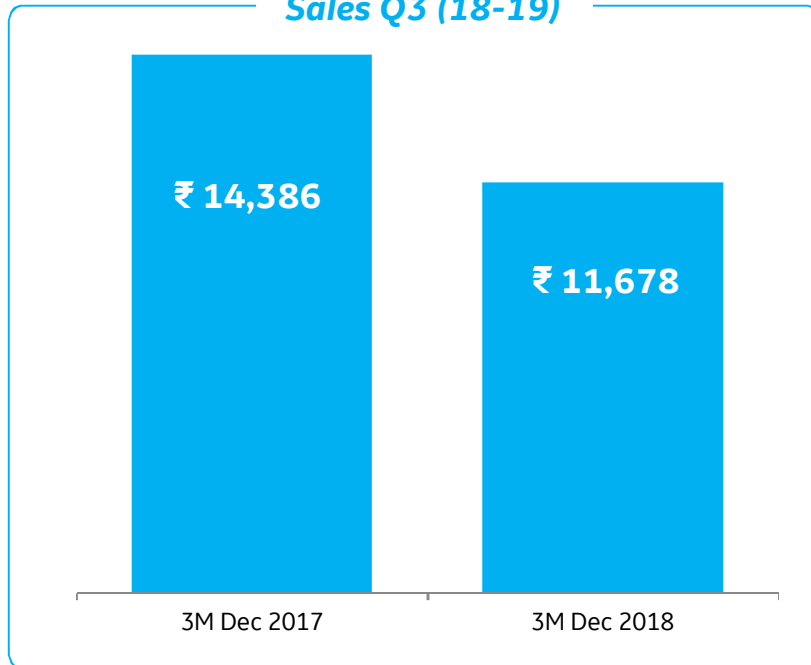
...Power market size stable, well positioned with order backlog of over 64 BINR as of Dec-18
....Further, ~5BINR contracts signed/won in Q4 18-19 till date



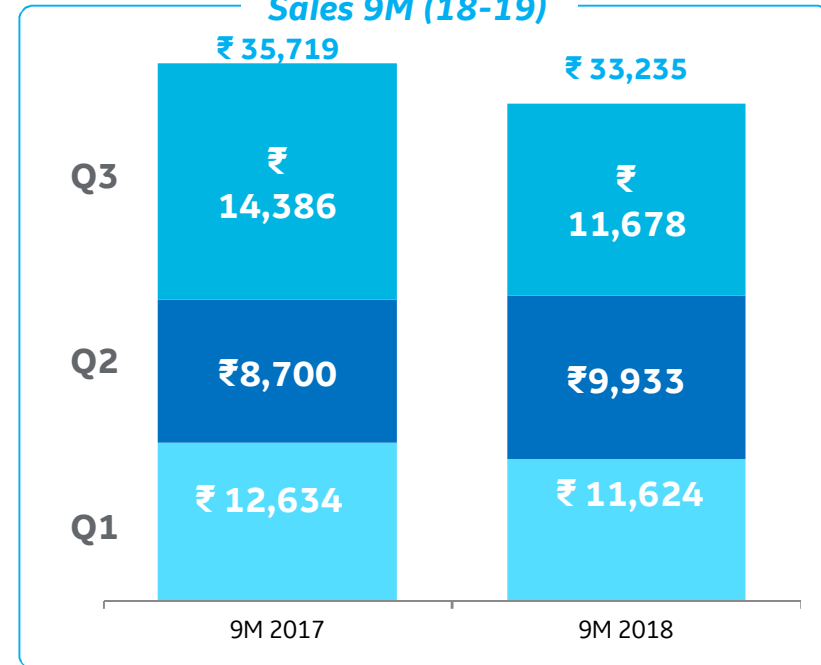
Sales Execution

(Million ₹)

Sales Q3 (18-19)



Sales 9M (18-19)



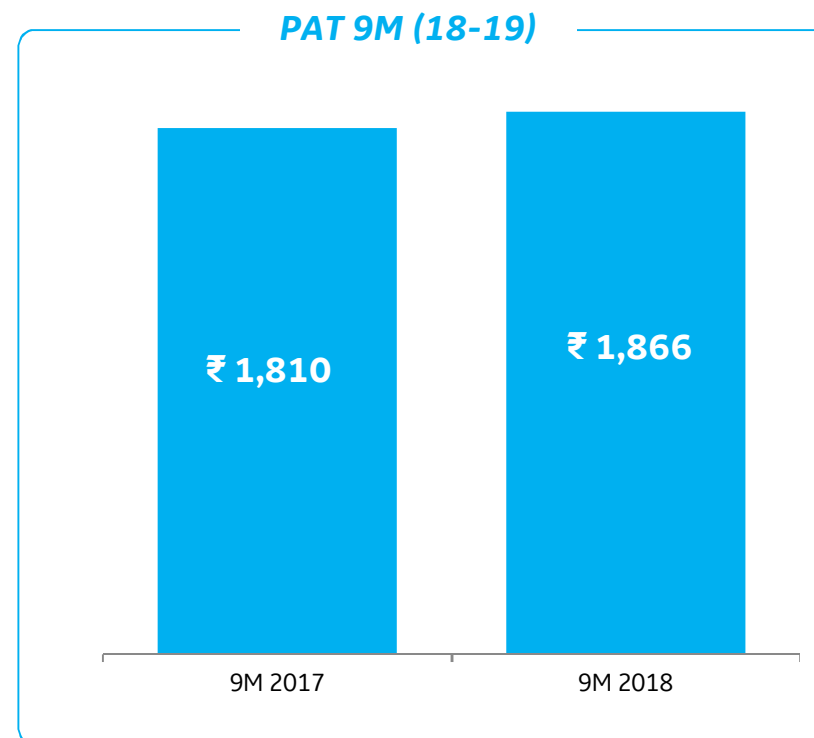
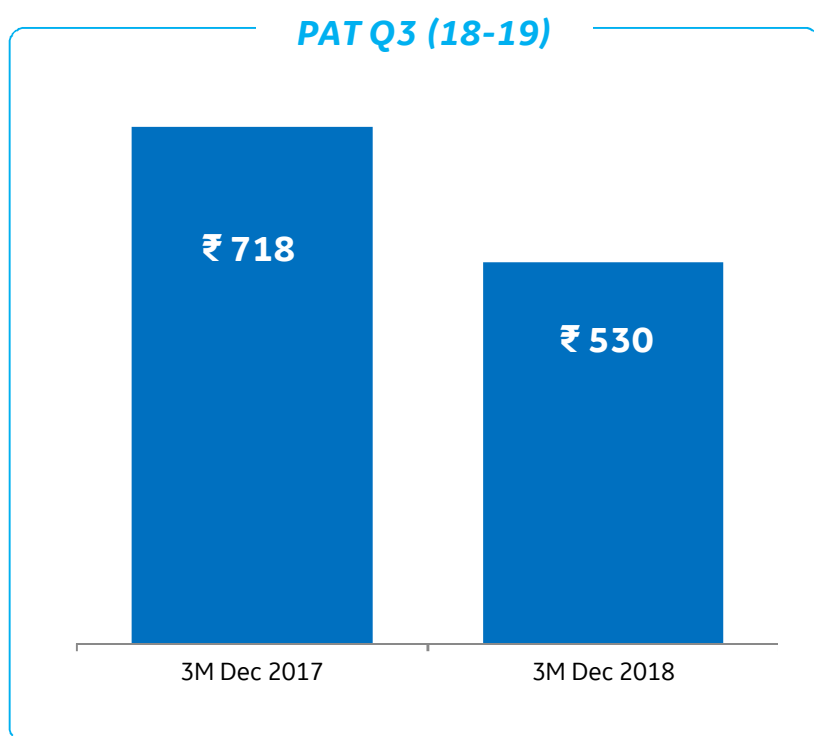
| | Q3 17-18 | Q3 18-19 | | 9M 17-18 | 9M 18-19 | |
|------------------------|---------------|---------------|--------------|---------------|---------------|--------------|
| Total Sales | 14,386 | 11,678 | | 35,719 | 33,235 | |
| HVDC | 3,607 | 838 | | 6,740 | 2,361 | |
| Sales (Ex-HVDC) | 10,779 | 10,840 | +0.5% | 28,979 | 30,874 | +6.5% |

... Operational performance in line



Profit after tax

(Million ₹)



... Cost optimization and operational excellence continues



Key Data : 3rd Quarter and 9M YTD ended 31st Dec 2018

(Million ₹)

| | Oct- Dec 18 | | | April- Dec 18 | | |
|------------------------------------|---------------|---------------|-------------|---------------|---------------|-------------|
| | Q3 2018-19 | Q3 2017-18 | Change Δ | 9M 2018-19 | 9M 2017-18 | Change Δ |
| Sales Revenue | 11,678 | 14,386 | -19% | 33,235 | 35,719 | -7% |
| Operating Profit (EBIT) | 1,021 | 1,337 | | 3,382 | 3,510 | |
| % of Sales | 8.7% | 9.3% | -0.6 pts | 10.2% | 9.8% | +0.4 pts |
| Profit After Tax | 530 | 718 | | 1,866 | 1,810 | |
| % of Sales | 4.5% | 5.0% | -0.5 pts | 5.6% | 5.1% | +0.5 Pts |



Thank you

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

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