

ALSTOM T&D India Limited Quarter ended December 2012 Results

1st February, 2013



ALSTOM

Disclaimer

Forward-looking statements

This document contains forward-looking statements and information. These statements 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.

Financial Year Change and Comparatives

During the quarter ended 31st December 2011 of the Previous Accounting Period, the Company completed the demerger of its Distribution business to Smartgrid Automation Distribution and Switchgear India Limited (now called Schneider Electric Infrastructure Limited) through a Court approved Scheme of Arrangement with the Appointed Date of 1st April 2011. Accordingly, the Previous Accounting Period financial results include the financial information for the demerged business upto the quarter ended 31st March,2011

Open Offer

The open offer made by ALSTOM Holdings (“Acquirer”), a group holding company to the Equity Shareholders of the company under Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeovers) Regulations, 2011 is in progress.

Indian Economy and T&D Market

Indian Economy

- National Development council (Central Government and Chief Ministers of States) validated the GDP target growth rate at 8% for the 12th Plan. This is indeed challenging given the fact that India will have 5.4% GDP growth for the current year
- Investment outlook is still not positive though Government has asked GOM to accelerate project clearances. Recent exit of Contractors from BOOT based road projects reflect the difficulties that exist in the infra sector

T&D Market

- 40 to 50GW of Power Gen capacity remains stranded due to lack of fuel supply and SEB demand
- SEBs continue to suffer from severe cash crisis. Consequently they are not able to pay their dues to GENCOs and other suppliers. This in turn has created cash crunch for several private GENCOs
- On the positive side several SEBs are having serious discussions with Central Government to implement the Financial Restructuring Plan (FRP) which was initiated by Central Government in October 2012. Hopefully some States would be able to implement the FRP by April 2013. This is expected to bring some relief to the Power and T&D Sectors in 2013-14. SEBs may take 2 to 3 years for complete recovery
- Several contractors and suppliers who made aggressive bidding during 2009 to 2012 are having severe cash and profitability challenges
- Transmission segment outlook is positive mainly due to Power Grid led investments to evacuate / transport power generation capacity added in the 11th Plan
- Price pressure continues due to poor demand, no signs of price recovery

GRID

ALSTOM

Financial Highlights & Key Events

Orders / Backlog

- Strong growth in Order intake, up by 78% over the corresponding December quarter of 2011
- Order Backlog is 66.5 BINR, up by 53%, against December 2011 of 43.4 BINR

Sales

- Sales accelerated by 4.4% despite power generation customers unable to keep pace with their projects

Profit

- Operating profit for the quarter recorded at 4.6% compared to 1.4% in the preceding quarter
- Profit After Tax (PAT) is impacted due to pressure on pricing and lower sales

Key Events

- World's first 1200 kV double knee type disconnector unveiled for Power Grid 1200 kV national test station at Bina
- Commissioned 400 kV Switchyard for Jindal Power Limited, Tamnar
- Successfully commissioned eBop & 400 kV sub-station for GMR's Warora Power Plan.

Main Orders

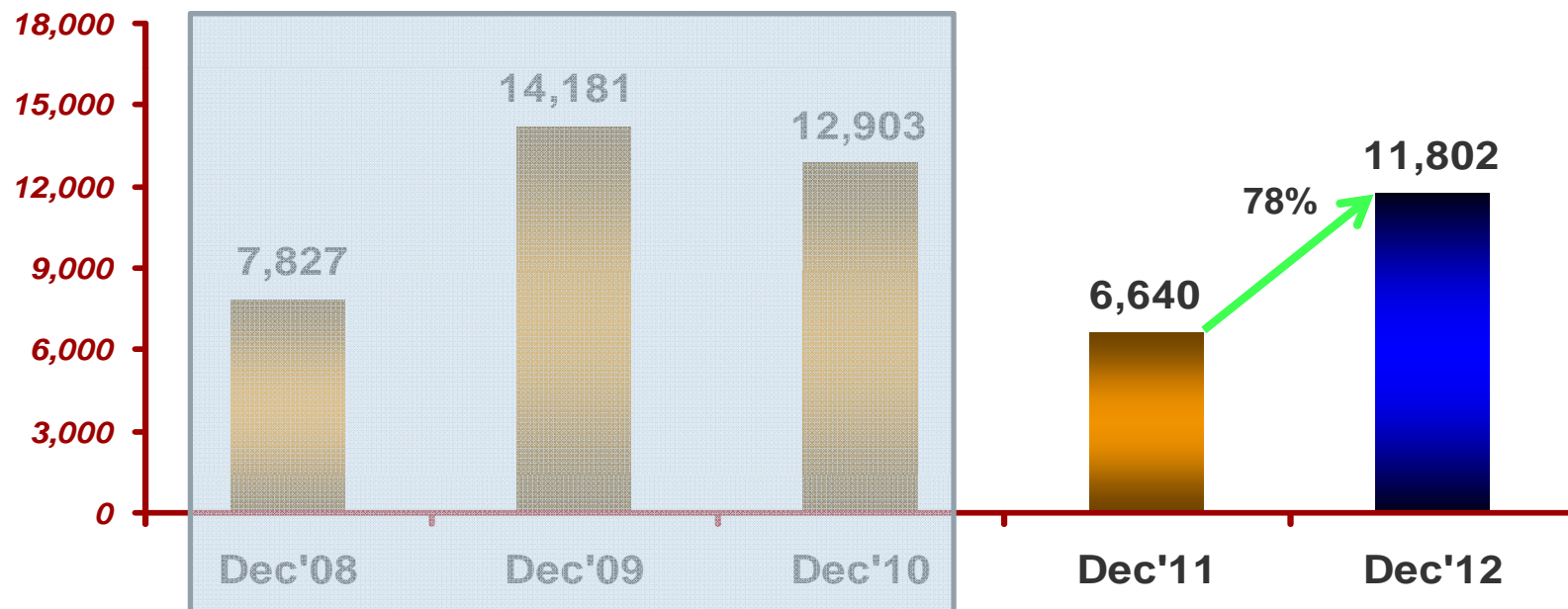
	MINR
MEIL UP BOOT – 765 kV AIS Substations, Automation Packages	3,800
Bajaj Infra – eBOP Lalitpur 3 X 660 MW	1,800
Power Grid – 220 kV AIS Package for Myanmar	1,040
Power Grid – 400 kV Substation Package- Jabalpur, Khandwa, Shujalpur	660
Bajaj Infra – Product Package via L&T	425
Power Grid – 765 kV CBR Package- Wardha/Nellor/Rajgarh/Bina	400
Power Grid – Scada EMS Package for SRLDC	380
Power Grid – 765 kV Reactors Package- Padghe/Aurangabad/Bhiwani/Meerut	270

Wide Portfolio of offerings and large Customer base helped us to mitigate adverse market conditions

Order Intake

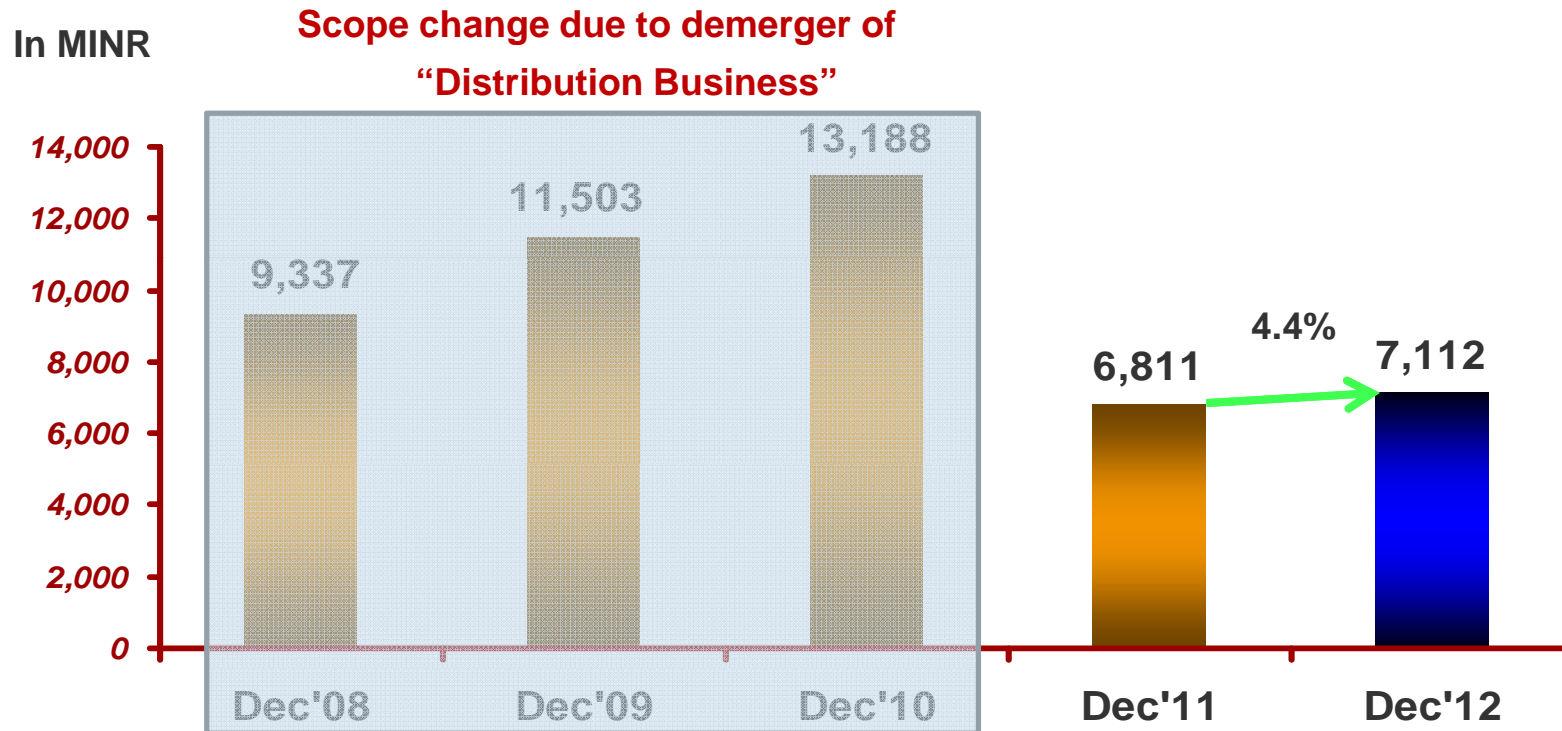
In MINR

Scope change due to demerger of
"Distribution Business"



Strong Growth in Orders leading to a healthy backlog

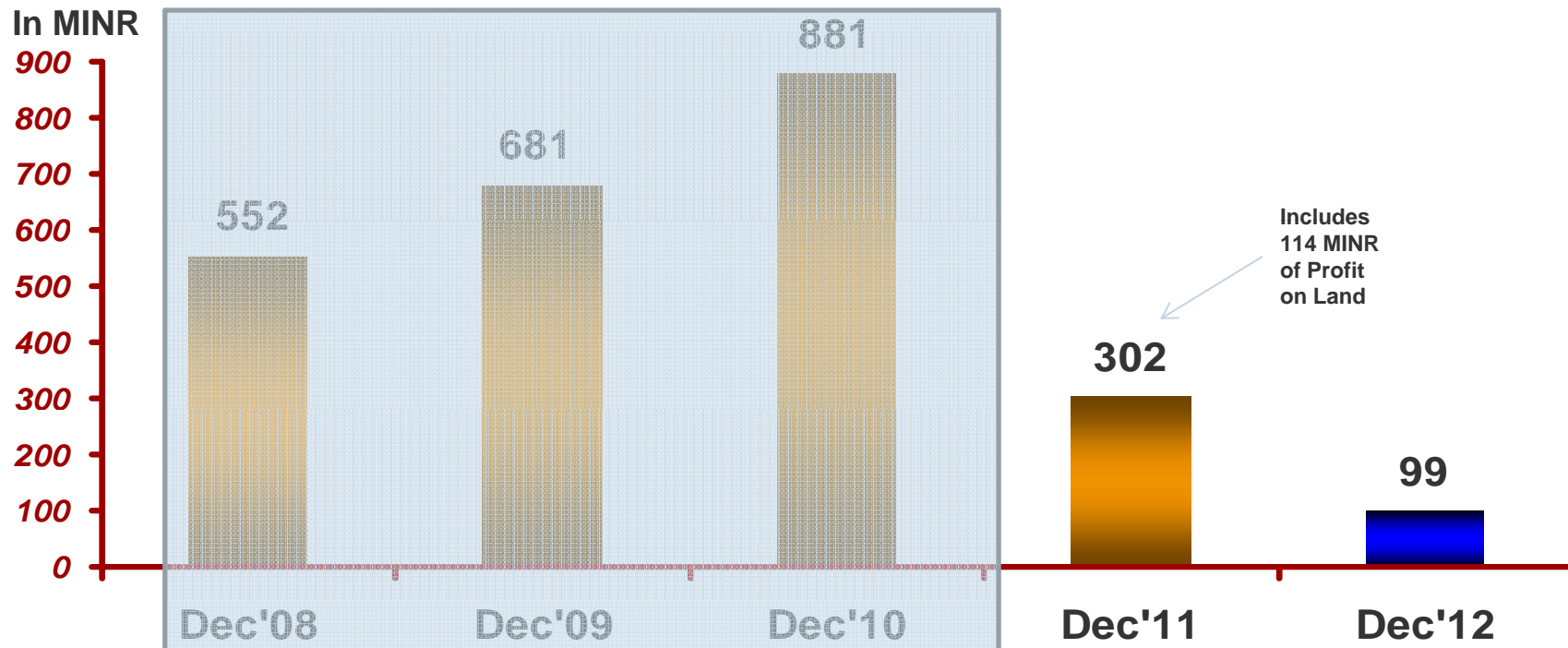
Sales



Sales growth was restricted mainly due to Customers issues such as project delays impacted by lack of fuel clearances, non-availability of land, etc

Profit After Tax

Scope change due to demerger of
"Distribution Business"



Profit is low due to slower growth in sales and price pressure in the market

Key Data

In MINR	Quarter Dec'11	Quarter Dec'12	Change Δ
Sales Revenue	6,811	7,112	4.4%
Operating Income As % of Sales	443 6.5%	328 4.6%	-1.9 pts
<i>Profit After Tax</i> As % of Sales	302 4.4%	99 1.4%	-3.0 pts

GRID

ALSTOM

We are shaping the future

GRID

ALSTOM