



# ALSTOM T&D India Limited

Year and Quarter ended 31st March 2016 Results  
11<sup>th</sup> May, 2016

**Imagination at work.**

# Disclaimer

## 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.



# Open Offer

The 'Open Offer' made by GE Energy Europe B.V. ("Acquirer") alongwith Persons acting in concert in terms of SEBI (Substantial Acquisition of Shares and Takeovers) Regulations, 2011 was completed in February 2016 and in terms of the same, 43,439 Equity Shares of the Company were tendered by the Shareholders of the Company and 42,570 Equity Shares were acquired by the Acquirer. The shareholding in the Company of the Acquirer/Promoter Group, as a result increased to 75.02% from 75% as hitherto.

The Company/Promoters have one year time from completion of open offer to comply with minimum public shareholding requirement.



# Indian Economy and the T&D Market

## Indian Economy

- The spike in bad loans continue, badly impacting private sector investments in Industry and Infrastructure.
- No noticeable change in Capex investment except in central PSUs.
- Several private IPPs are having serious M&A talks to reduce their huge debts.

## Power and T&D Market

- Though several states have signed the MOUs for “UDAY” (Ujwal Discom Assurance Yojana), the Capex investment impact is yet to be seen.
- Solar investments are gaining momentum. Wind and Hydro are also expected to receive additional attention from the government in FY16-17.
- T&D network congestion continues in some regions of India, blocking interstate and intrastate power flow.
- T&D market continues to be sluggish.



# Financial Highlights & Key Events

## Orders / Backlog

- Won contracts worth 10.9 BINR compared to 9.9 BINR in the corresponding quarter last year.
- Order Backlog at healthy level of 79.7 BINR.

## Sales

- Sales for the quarter at 9.7 BINR compared to 13.6 BINR in the corresponding quarter last year.
- Year to date Sales recorded at 34.1 BINR.

## Profit

- Operating profit for the quarter 698 MINR compared to 898 MINR during corresponding quarter last year, Year to date Operating Profit recorded at 1832 MINR.
- Profit after tax for the quarter 299 MINR compared to 540 MINR during corresponding quarter last year, Year to date Profit after Tax recorded at 775 MINR.

## Key Events

- A solid number of 64 substations, ranging from 66 kV to 765 kV (new, extension and renovation), were delivered and commissioned, during the fiscal year 2015/16 making a strong contribution in building the transmission backbone of the country.
- Successfully commissioned more than 900 SAS bays and retrofitted additional 690 schemes, from 33 kV to 765kV, during the fiscal year 2015/16.
- Since inception, delivered over 433 bays of GIS made in Padappai/Chennai, highest in India.
- Received award from Power Grid for highest number of Transformers/Reactors commissioned during the fiscal year 2015/16.



**Continue to maintain leadership position in the market**

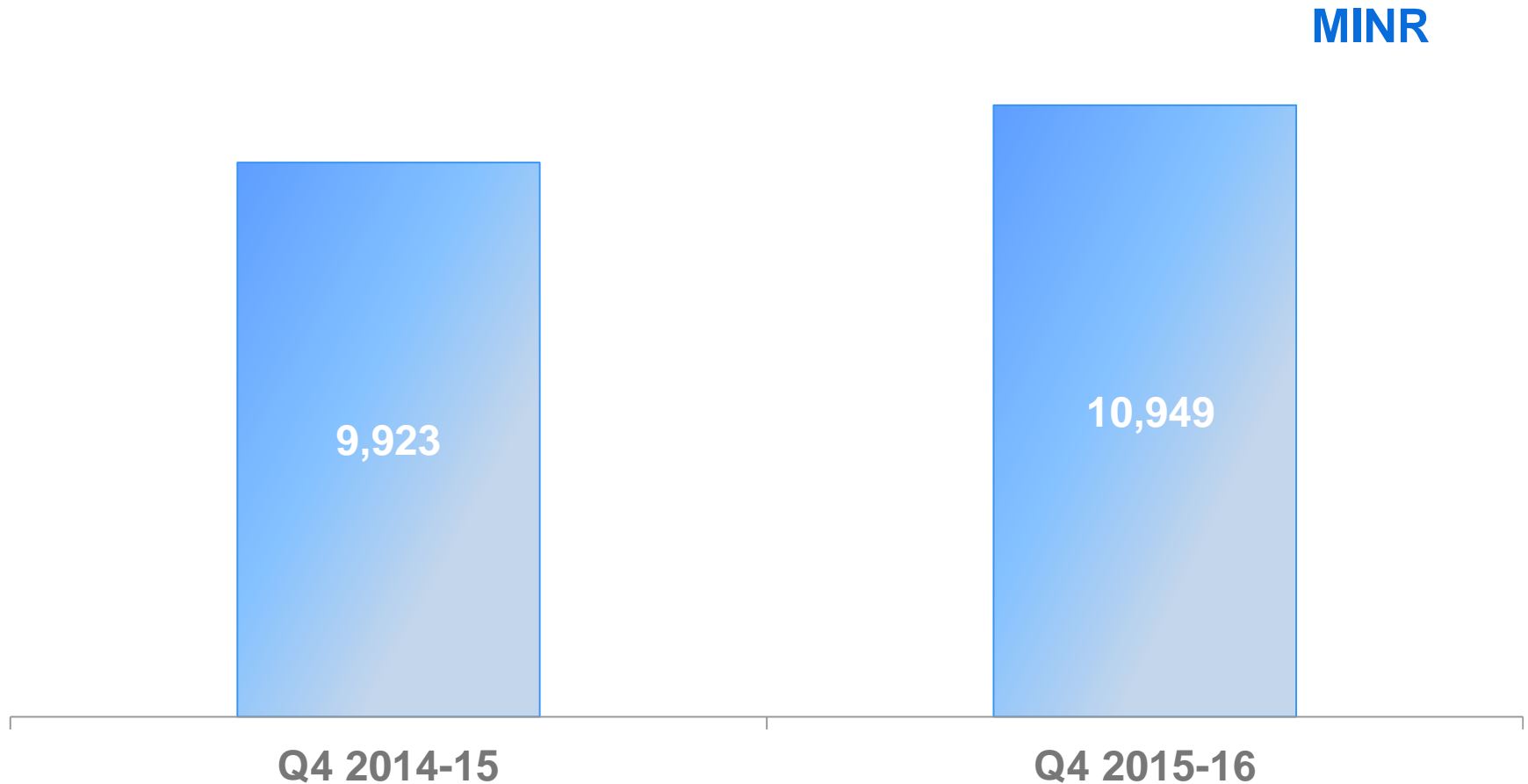
# Main Orders

		<b>MINR</b>
<b>Sterlite</b>	400/220 kV GIS Substation at Amargarh	2,085
<b>Essar</b>	eBOP for Neyveli Lignite	1,485
<b>PGCIL</b>	400/220 kV AIS Substation at Rewa	1,195
<b>PGCIL</b>	765 kV Reactors for Warangal Gadarwara	810
<b>Techno</b>	Power Transformers for PGCIL Tirunelveli Substation	455
<b>NDPL</b>	66 kV AIS Substation for Bawana	270
<b>OPTCL</b>	145 kV GIS Substation	245



**Orders mainly from Central and State PSUs**

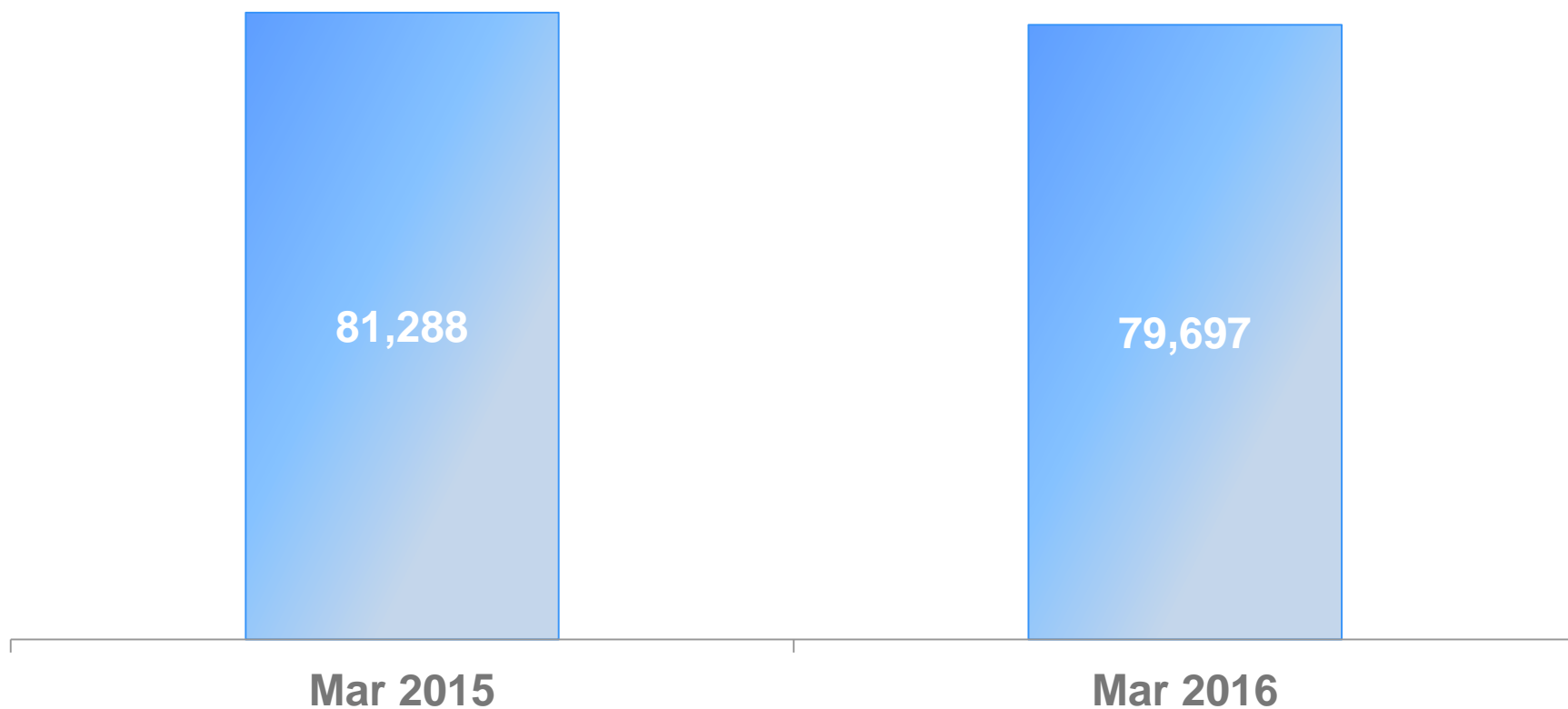
# Order Intake



**10.3% increase in order intake despite difficult market**

# Order Backlog

MINR

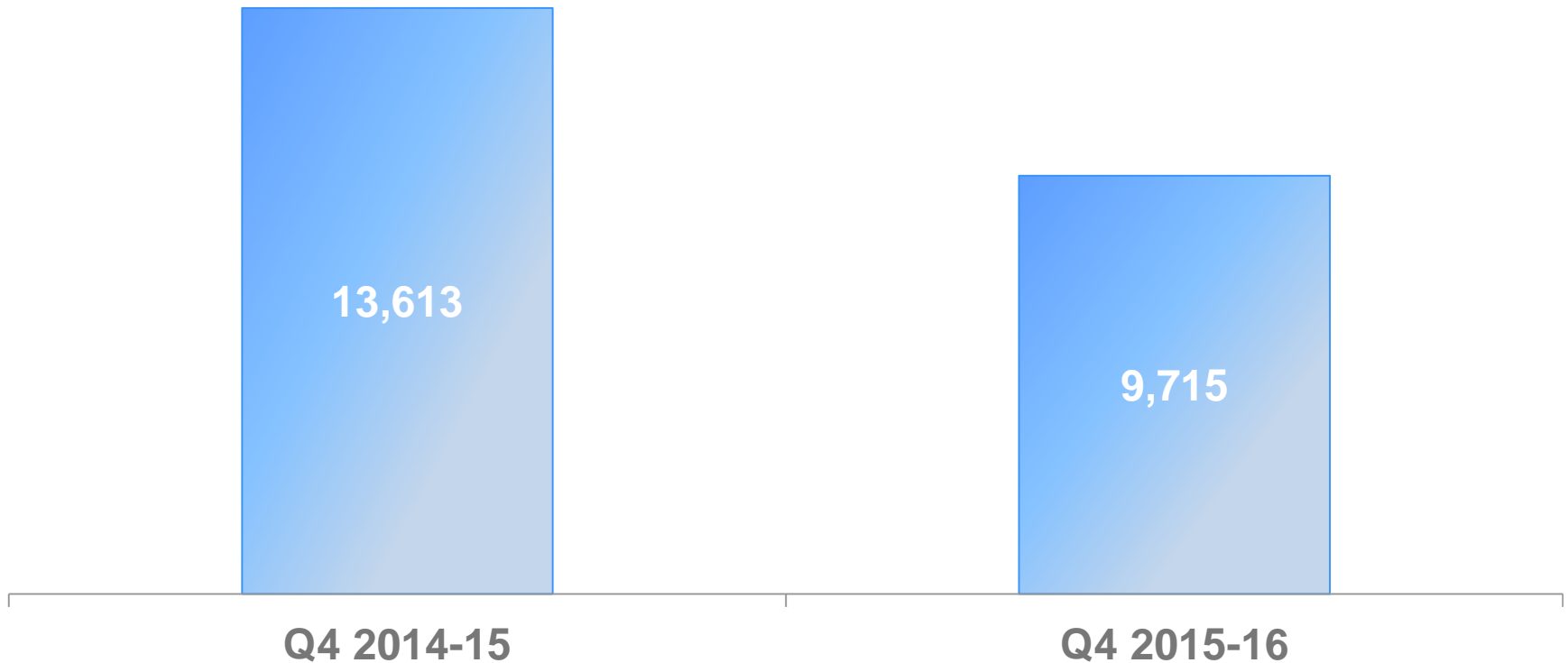


Healthy order backlog



# Sales

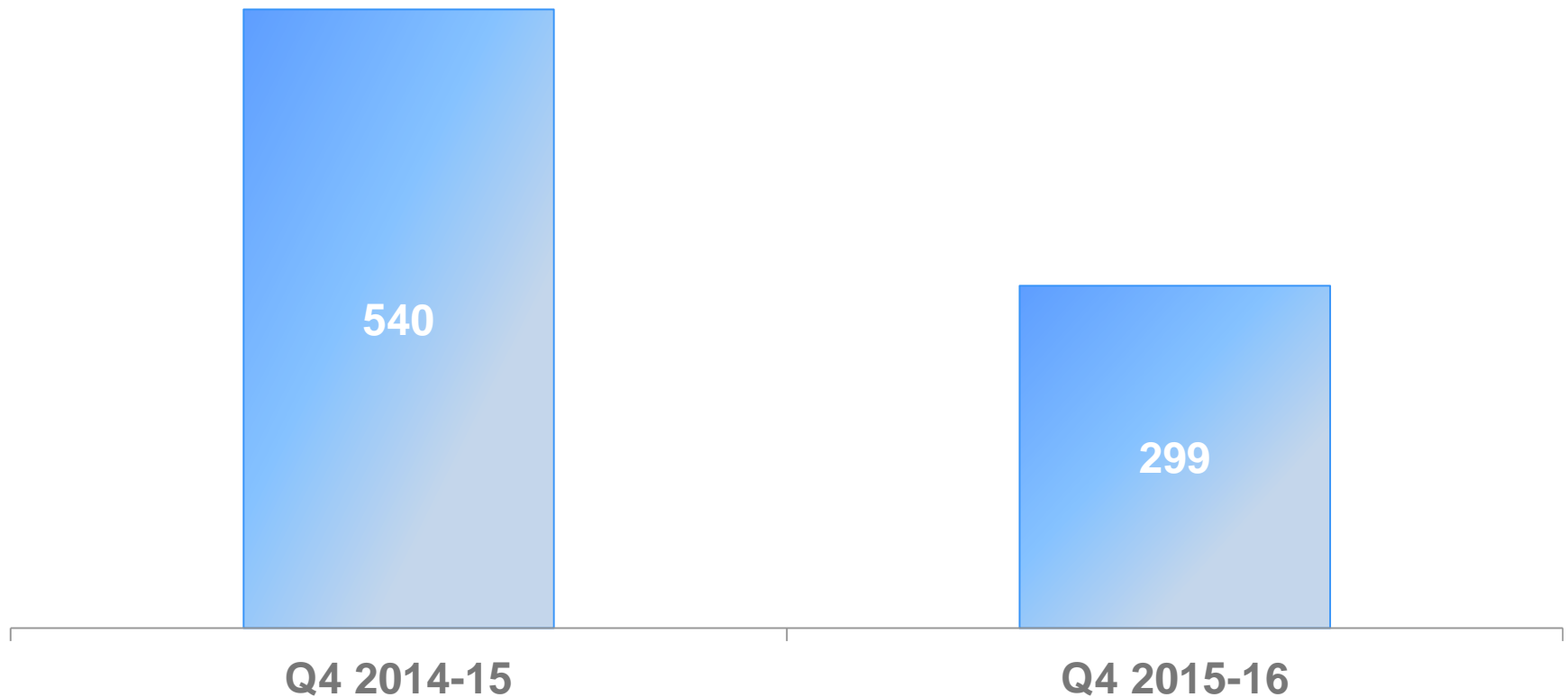
MINR



Mainly impacted by realignment of revenue recognition milestones, phasing of project and export sales

# Profit After Tax

MINR



Impacted by lower sales with associated volume effect on profits

# Key Data for the quarter ended 31st March, 2016

MINR Change		Q4	
		2014-15	2015-16
Sales Revenue	13,613	9,715	-28.6%
Operating Profit	898	698	
<i>pts As % of Sales</i>	6.6%	7.2%	+0.6
Profit After Tax	540	299	
<i>As % of Sales</i>	4.0%	3.1%	-0.9 pts



# Key Data for the year ended 31st March, 2016

<b>MINR Change</b>	<b>2014-15</b>	<b>2015-16</b>	
<b>△ Sales Revenue</b>	<b>37,031</b>	<b>34,135</b>	<b>-7.8%</b>
<b>Operating Profit</b>	<b>2,428</b>	<b>1,832</b>	
<i>pts As % of Sales</i>	<i>6.6%</i>	<i>5.4%</i>	<i>-1.2</i>
<b>Profit After Tax</b>	<b>1,206</b>	<b>775</b>	
<i>pts As % of Sales</i>	<i>3.3%</i>	<i>2.3%</i>	<i>-1.0</i>



# Thankyou

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