



## GE T&D India Limited

(formerly ALSTOM T&D India Limited)  
L31102DL1957PLC193993

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Uttar Pradesh, India

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September 7, 2016

The Secretary  
BSE Limited  
Phiroze Jeejeebhoy Towers  
Dalal Street  
MUMBAI 400 001

The Manager  
Listing Department  
National Stock Exchange of India Ltd  
Exchange Plaza, Bandra Kurla  
Complex, Bandra (East)  
MUMBAI 400 051

The Secretary  
The Calcutta Stock  
Exchange Limited  
7, Lyons Range  
KOLKATA 700 001

**Code No. 522275**

**Symbol: ALSTOMT&D**

**Code No. 17035**

Dear Sir,

Sub: Analyst Presentation

Further to our letter dated August 31, 2016, enclosed please find a copy of the analyst presentation in respect of earnings conference call with analysts / institutional investors.

You are requested to take note of the same.

Thanking you,

Yours faithfully,

For GE T&D India Limited

  
Manoj Prasad Singh  
Company Secretary

Encl: As above



# GE T&D India Limited

(formerly known as Alstom T & D India Ltd.)

Quarter ended 30<sup>th</sup> June 2016 Results  
8<sup>th</sup> Sep, 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 GE T&D India (formerly Alstom T & D India Ltd) control.



## Name Change

The name of the Company stood changed to GE T&D India Limited w.e.f. August 02, 2016 from Alstom T&D India Ltd.

## Change in Accounting GAAP

Financial results for the quarter ended 30 June 2016 are in compliance with the Indian Accounting Standards (Ind-AS) prescribed under Section 133 of the Companies Act, 2013. Consequently, previous Indian Generally Accepted Accounting Principals (IGAAP) result for the quarter ended 30 June 2015 has been restated to make them comparable.

## Open Offer

Pursuant to an “Open Offer” in terms of Security and Exchange Board of India (Substantial Acquisition of Shares & Takeovers) Regulations, 2011 (“SEBI SAST Regulations”) completed in February 2016, the shareholding of the Acquirer/Promoter Group increased from 75% to 75.02%. In terms of the regulation 7(4) of SEBI SAST Regulations read with rule 19A of Securities Contracts (Regulations) Rules, 1957, the Company/ Promoters have one year time from completion of the open offer to comply with minimum public shareholding requirement. SEBI has allowed the promoter(s) / Promoter group of the Company to sell up 42,565 equity shares on the floor of stock exchanges to comply with the minimum public shareholding requirement.



# Indian Economy and the T&D Market

## Indian Economy

- GST clearance is a positive step.
- NPA stress continues, no clear sign of improvement.
- Cash flow crisis with IPP and SEBs continues to be a huge challenge.
- Capex environment continues to be unfavourable : only central and some state utilities are investing. Private and Industrial investments are still missing.

## Power and T&D Market

- Limited new opportunities in traditional Power Gen market.
- SEB new investments are yet to be seen, post UDAY .
- Market growth is still not visible in the T&D domain.
- Solar opportunities are on the rise.
- Reverse auction process adopted by some utilities as an additional step beyond the normal bidding process.



# Financial Highlights & Key Events

## Orders / Backlog

- Won contracts worth 8.0 BINR compared to 7.0 BINR in the corresponding quarter last year.
- Order Backlog at healthy level of 78.6 BINR.

## Sales

- Sales for the quarter at 8.5 BINR compared to 7.6 BINR in the corresponding quarter last year.

## Profit

- Operating Loss for the quarter 1,703 MINR compared to Operating profit of 272 MINR during corresponding quarter last year.
- Loss after tax for the quarter 1974 MINR compared to profit after tax of 102 MINR during corresponding quarter last year.

## Key Events

- Mr. Gaurav Manohar Negi has been appointed in July as Whole-time Director & Chief Financial officer of the company upon superannuation of Mr. S.M. Momaya.
- Mr. Ravi Kumar Krishnamurthy has been appointed in July as Whole-time Director & Head AIS Business.
- Mr. Michel Augonnet, Chairman, as part of his retirement plan, resigned from the Board. Mr. Stephane Cai has joined the Board as non executive Chairman on September 7, 2016.
- Ms Neera Saggi has been inducted on Board as Independent Director in July.
- Successfully commissioned 765/400/220 kV AIS Substation at Greater Noida and 400/220 kV AIS Substation at Sikandrabad for Megha Engineering & Infrastructure Ltd.
- Successfully commissioned 220 kV GIS Substation at Vidyasagar Park for WBSETCL and 400 kV AIS Substation at Sankhari for GETCO.



**Maintained leadership position in the T&D domain**

# Main Orders

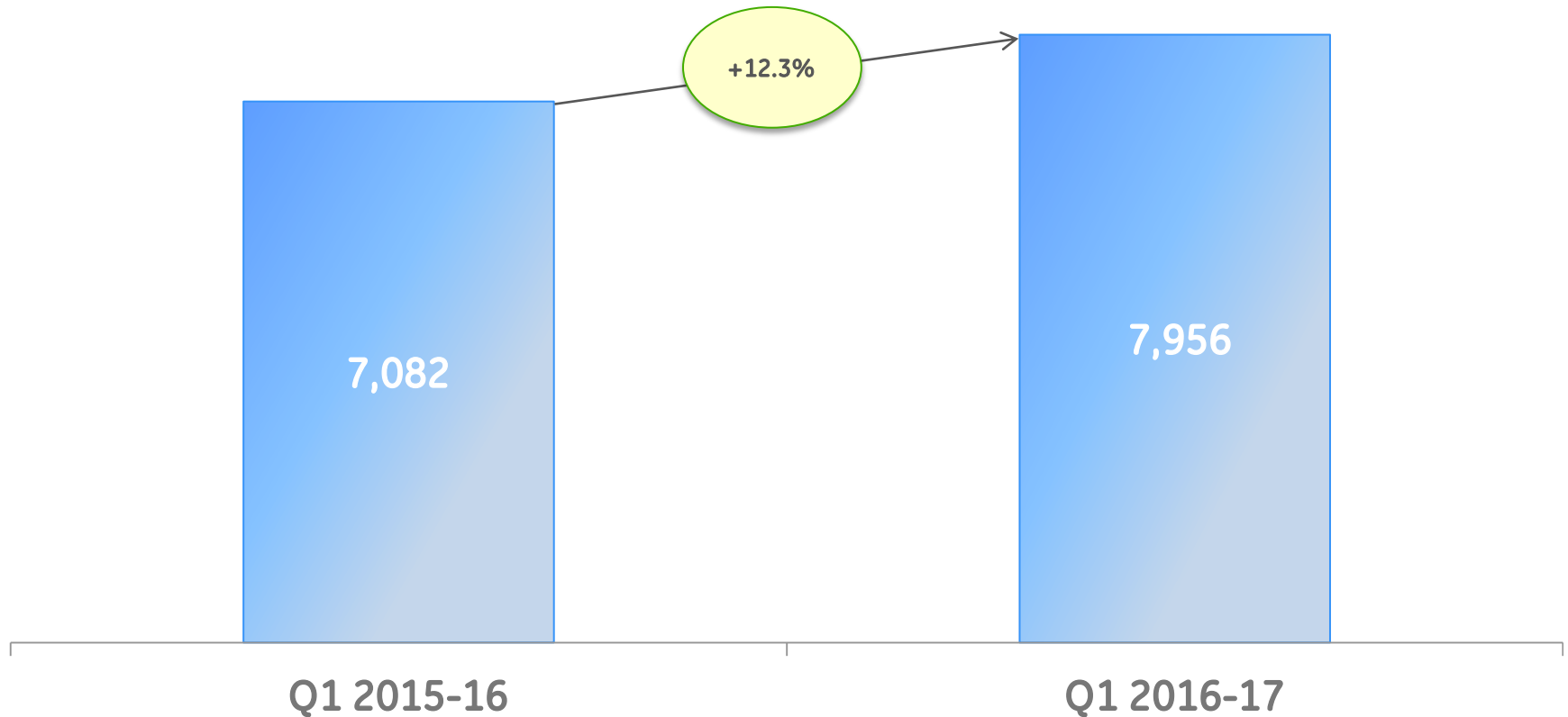
		MINR
PGCIL	400 kV AIS Extension Substation with Reactors	900
NTPC	400 kV Switchyard Extension Kahalgaon	680
L & T Power	Generator Transformer package for Khargone	670
BSPTCL	Renovation Modernisation Extn. Package 61	510
BSPTCL	Renovation Modernisation Extn. Package 79 for Bihar	440
PGCIL	400 kV Daltonganj Substation package (part)	390
OPTCL	132 kV GIS Substation at Chandbali	335



Won mixed basket of orders despite difficult market

# Order Intake

MINR

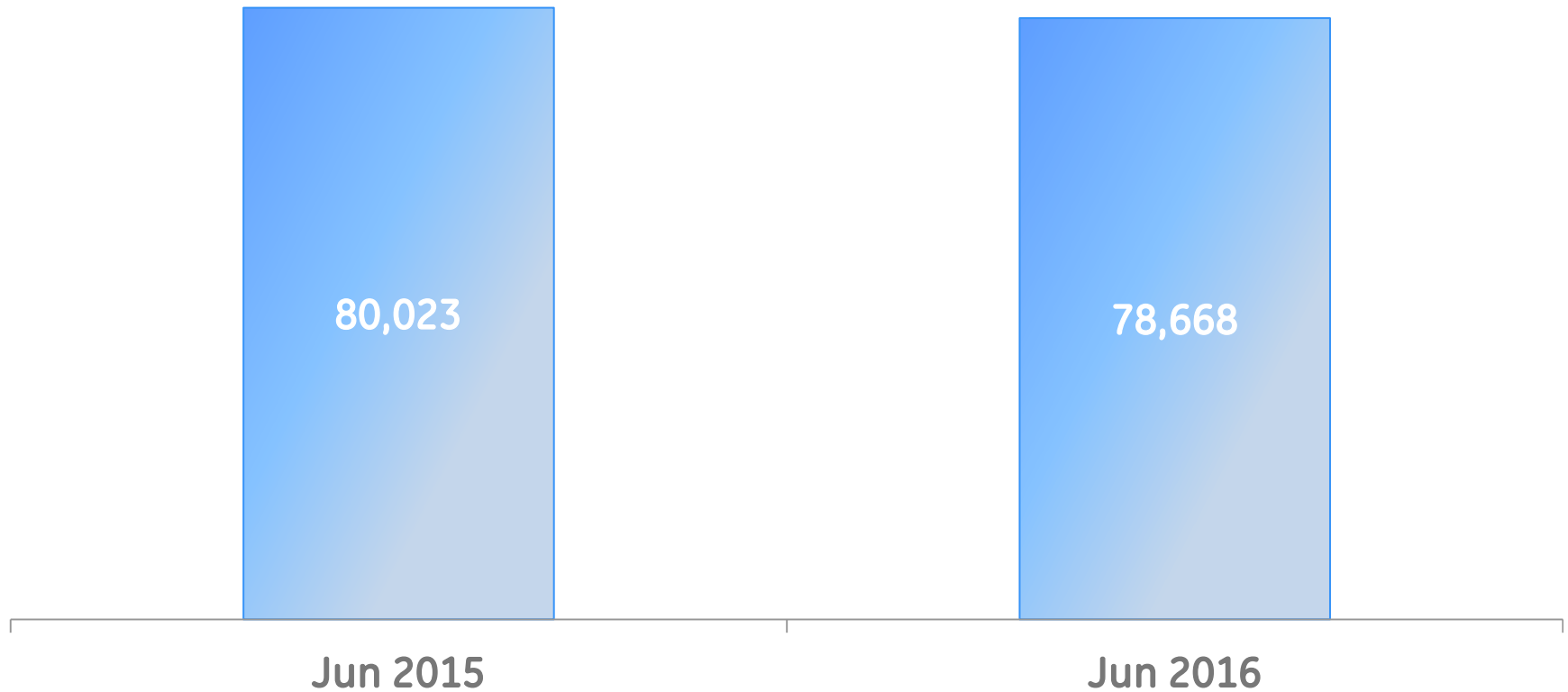


**Increased order intake despite challenging macroeconomic environment**



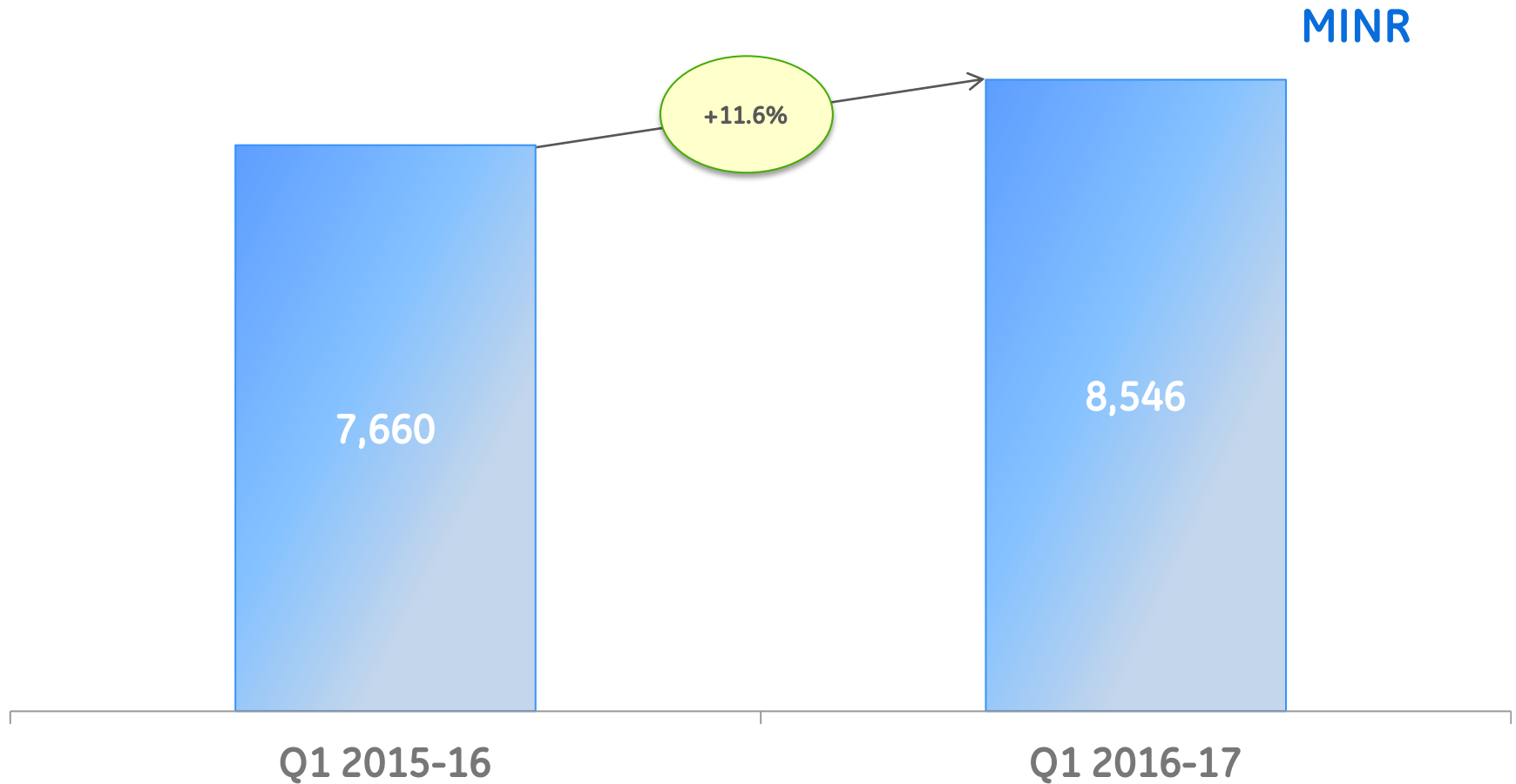
# Order Backlog

MINR



Healthy order backlog

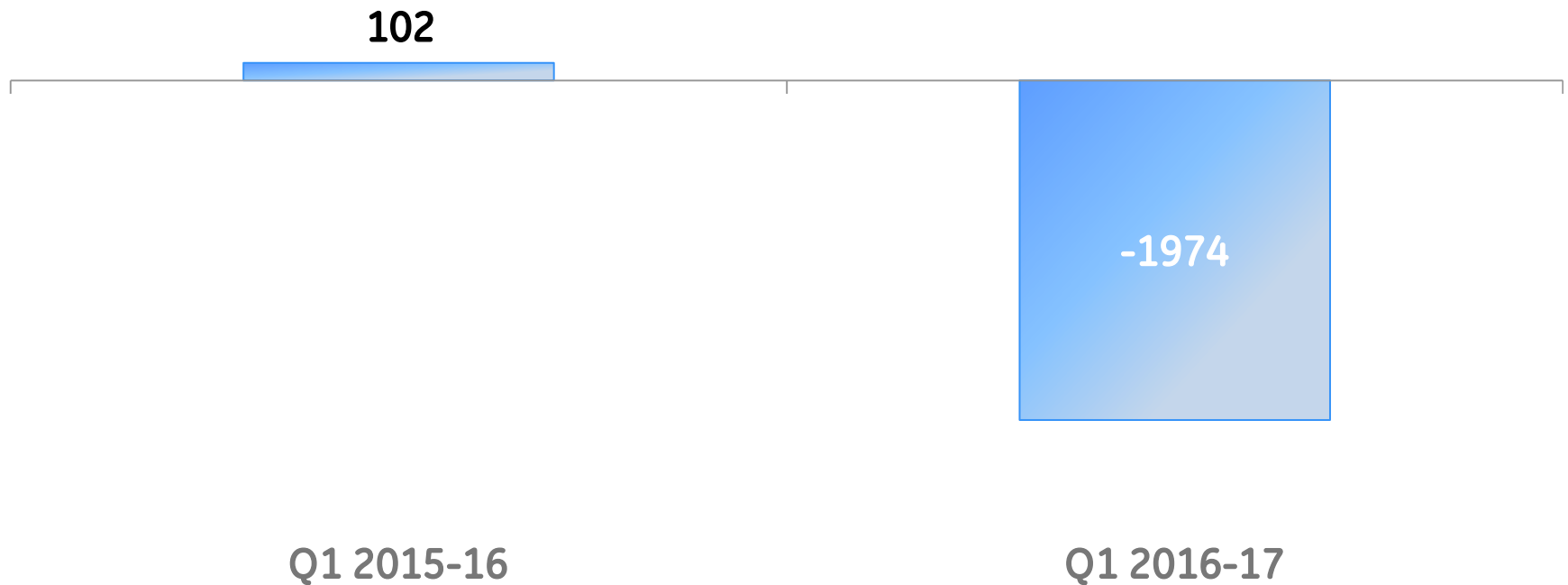
# Sales



Strong execution resulted into increased sales during the quarter <sup>9</sup>

# Profit After Tax

MINR



Impacted by provisions for doubtful debts and tax litigations/disputes

## Key Data for the quarter ended 30th June, 2016

<b>MINR</b>	<b>Q1 2015-16</b>	<b>Q1 2016-17</b>	<b>Change Δ</b>
<b>Sales Revenue</b>	<b>7,660</b>	<b>8,546</b>	<b>+11.6%</b>
<b>Operating Profit</b>	<b>272</b>	<b>-1,703</b>	
<i>As % of Sales</i>	<i>3.6%</i>	<i>-19.9%</i>	<i>-23.1pts</i>
<b>Profit After Tax</b>	<b>102</b>	<b>-1974</b>	
<i>As % of Sales</i>	<i>1.3%</i>	<i>-23.1%</i>	<i>-24.3pts</i>



# Thank you

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