

**GRID**  
COUNTRY OFFICE  
India

**ALSTOM**

**ALSTOM T&D India Limited**  
A-7, Sector - 65  
Noida-201 301, U.P., INDIA  
t +91 120 479 00 00  
f +91 120 479 02 88

May 11, 2016

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

Code No. 522275

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

Symbol: ALSTOMT&D

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

Code No. 17035

Dear Sir,

Sub: **Analyst Presentation**

Further to our letter dated April 22, 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 ALSTOM T&D India Limited

  
Manoj Prasad Singh  
Company Secretary



# 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

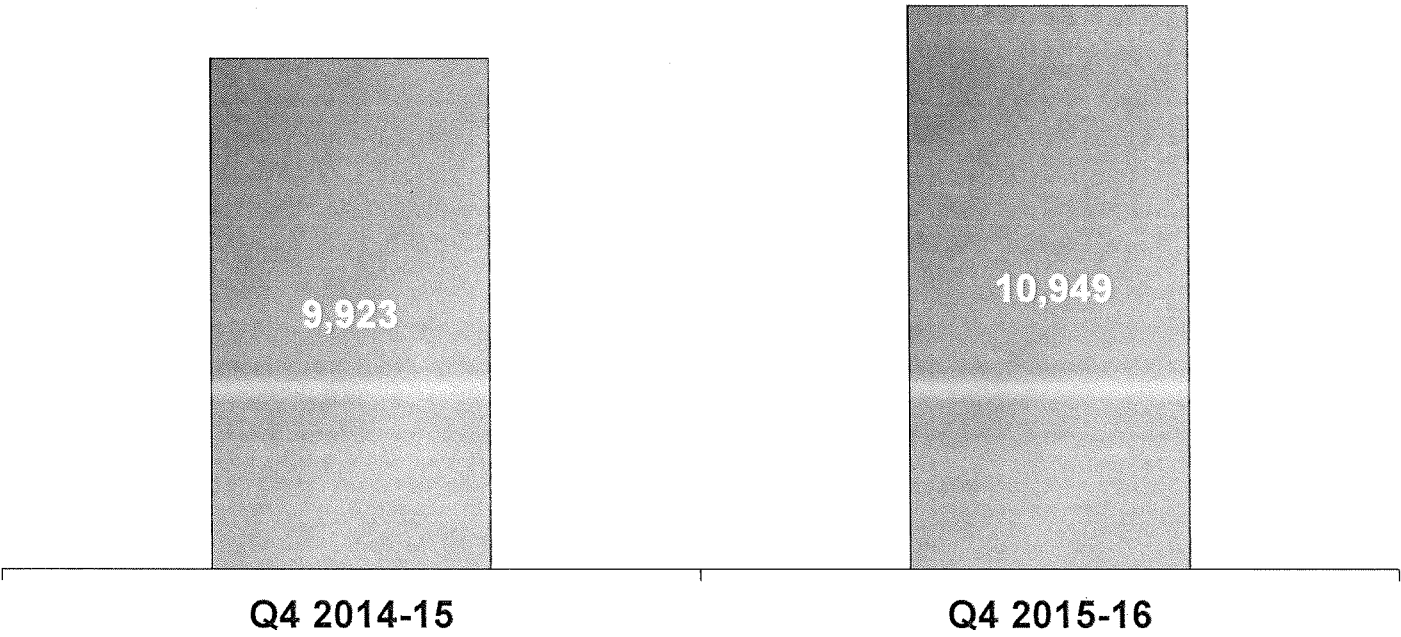
		<b>MINR</b>
<b>Sterlite</b>	400/220 kV GIS Substation at Amargarh	2,085
<b>Essar</b>	eBOP for Neyveli Lignite	1,485
<b>PGCIL</b>	400/220 kV AIS Substation at Rewa	1,195
<b>PGCIL</b>	765 kV Reactors for Warangal Gadarwara	810
<b>Techno</b>	Power Transformers for PGCIL Tirunelveli Substation	455
<b>NDPL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

MINR

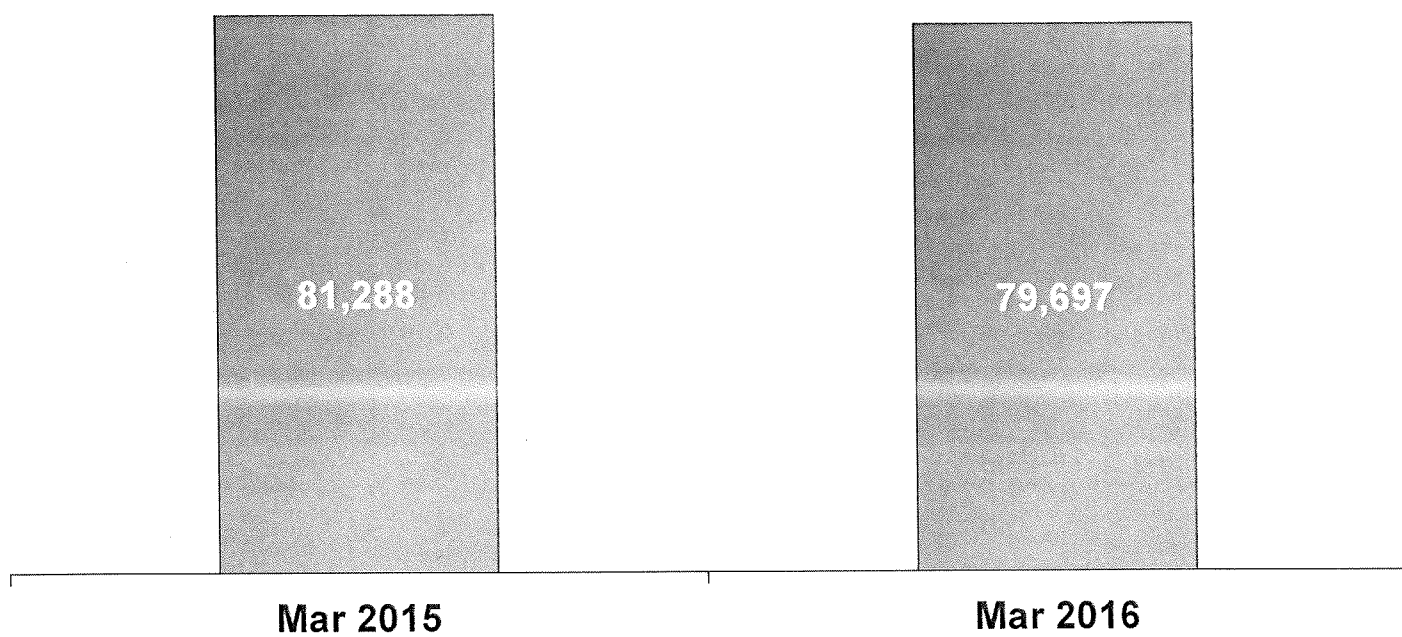


10.3% increase in order intake despite difficult market



# Order Backlog

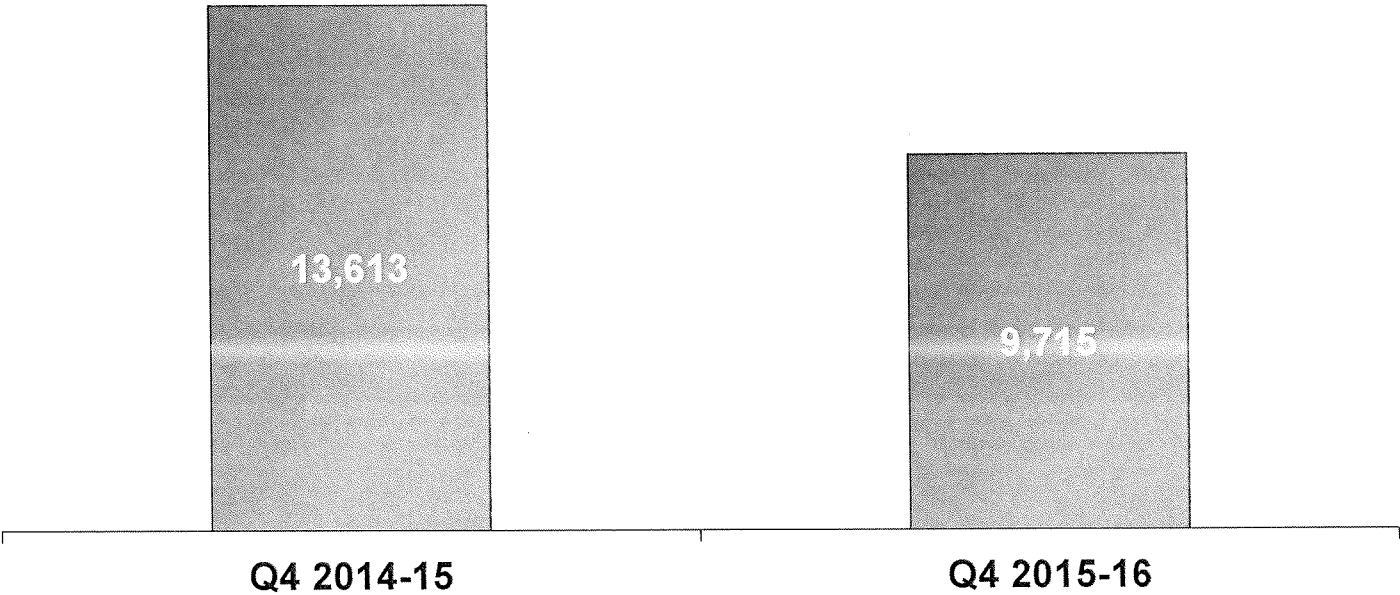
MINR



Healthy order backlog

# Sales

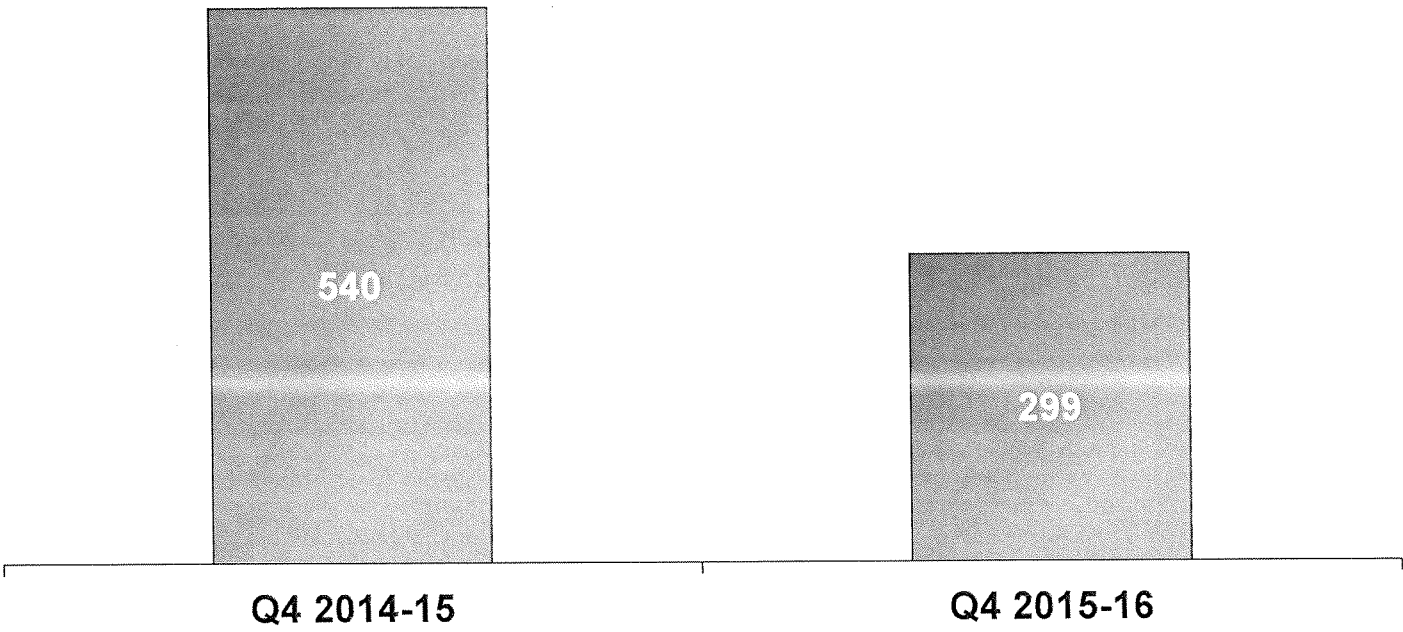
MINR



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



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

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



# Thankyou

[www.alstomindiainvestorrelations.com](http://www.alstomindiainvestorrelations.com)

