



## GE T&D India Limited

(formerly ALSTOM T&D India Limited)  
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<https://www.ge.com/in/ge-td-india-limited>

February 20, 2019

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: GET&D**

**Code No. 17035**

Dear Sir,

Sub: **Analyst Presentation**

Further to our letter dated February 13, 2019, enclosed please find a copy of the analyst presentation in respect of earnings conference call with analysts / institutional investors scheduled today.

You are requested to take note of the same.

Thanking you,

Yours faithfully,

For GE T&D India Limited

Manoj Prasad Singh  
Company Secretary



# GE T&D India Limited

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

Feb 20, 2019, Noida





# Disclaimer

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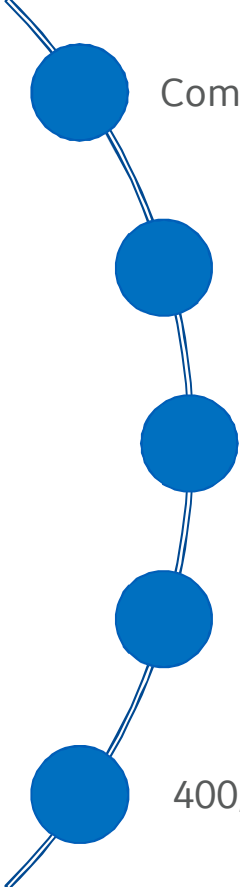
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# Key Executions

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- 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

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## 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**

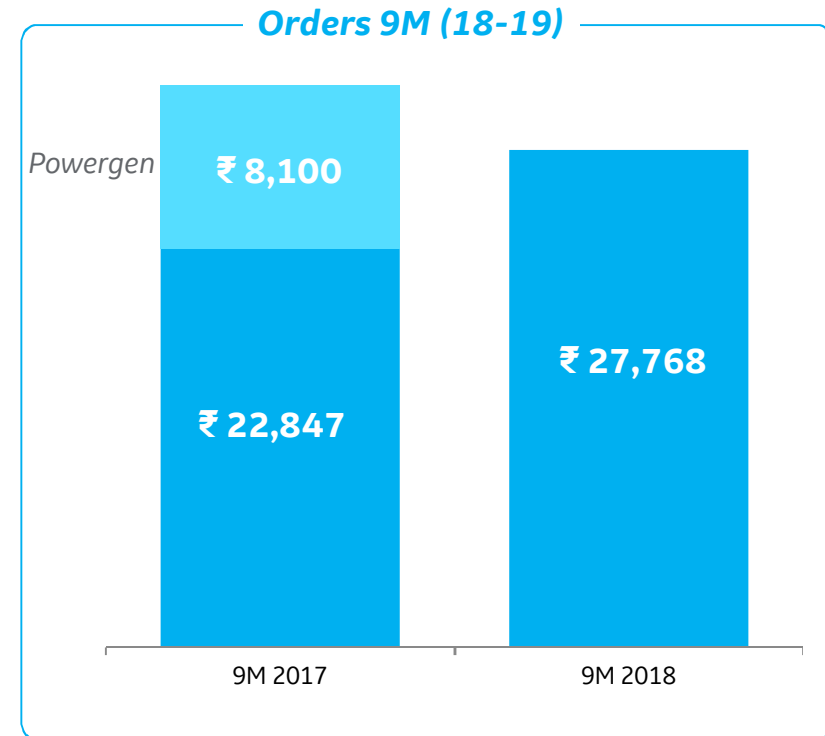
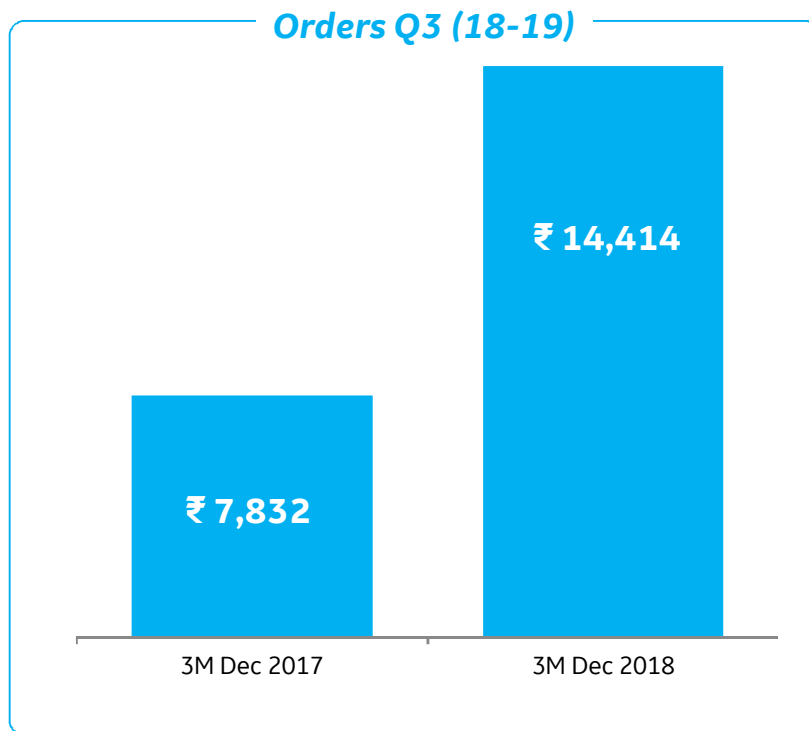
765 kV Ghatampur Evacuation Transmission system

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



# Order Intake

(Million ₹)



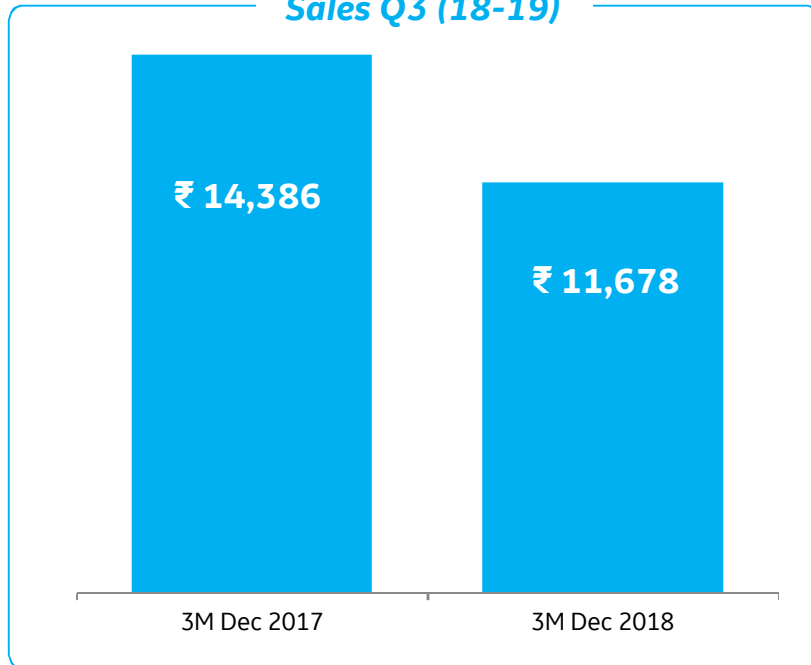
...Power market size stable, well positioned with order backlog of over 64 BINR as of Dec-18  
....Further, ~5BINR contracts signed/won in Q4 18-19 till date



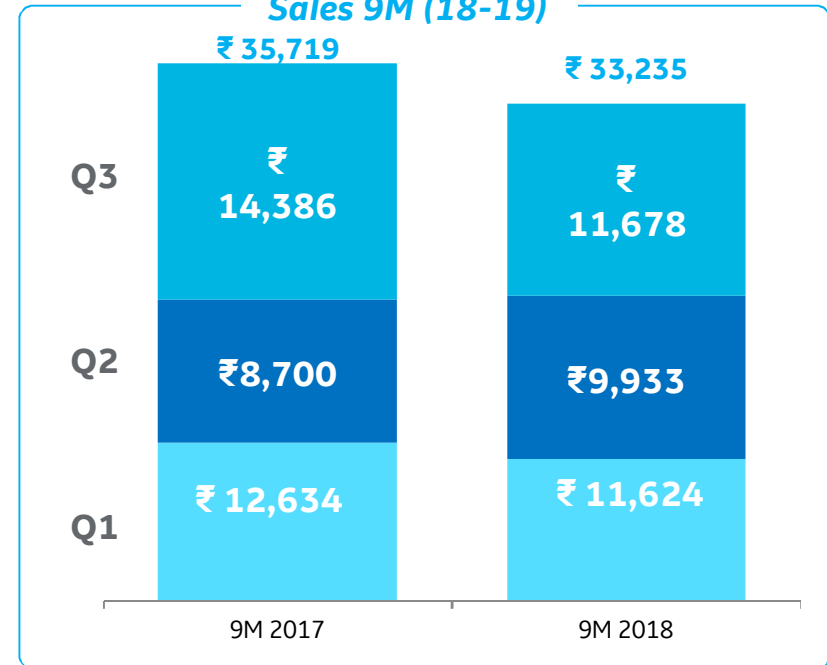
# Sales Execution

(Million ₹)

Sales Q3 (18-19)



Sales 9M (18-19)



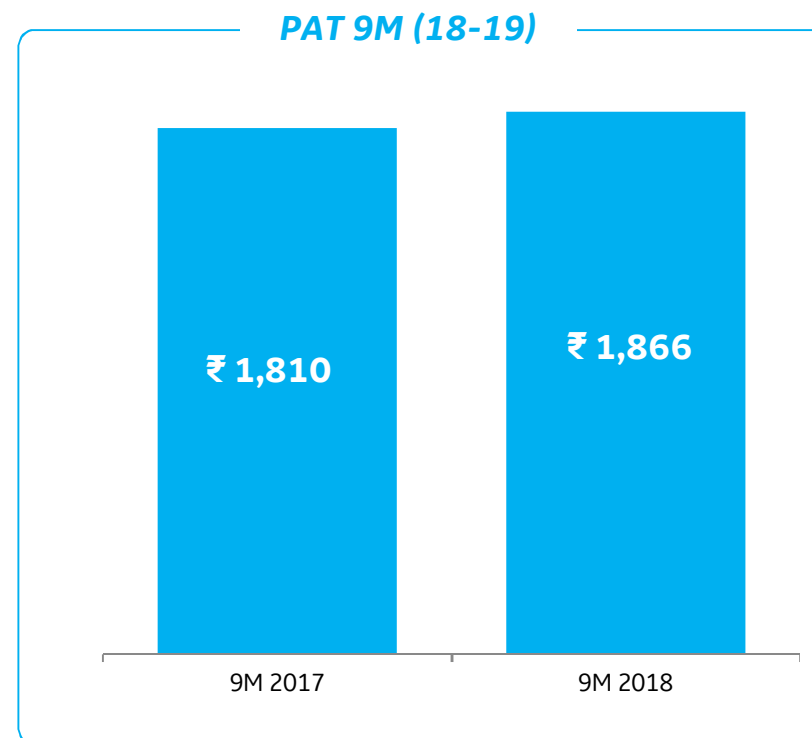
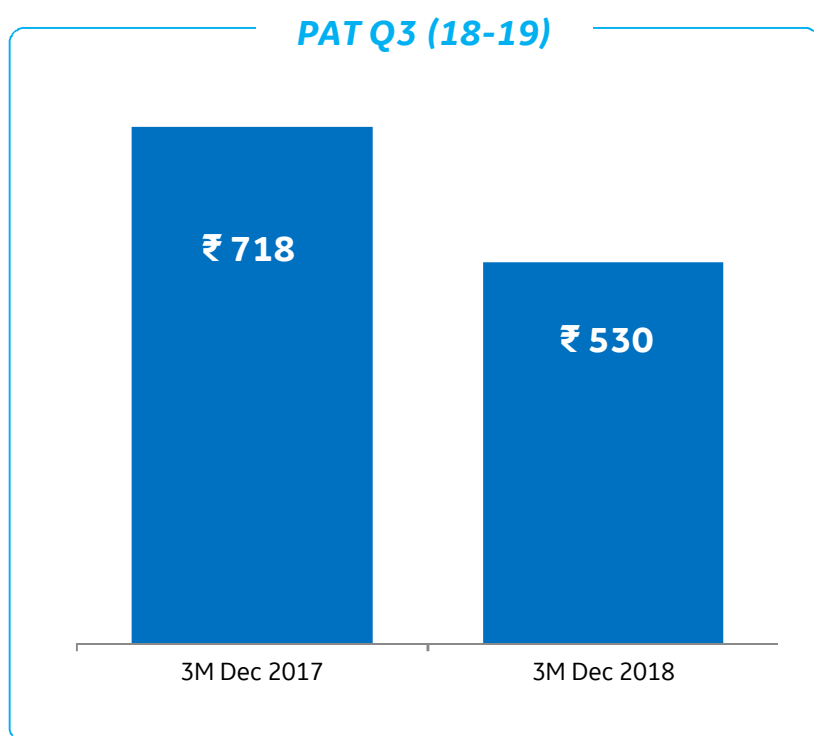
	Q3 17-18	Q3 18-19		9M 17-18	9M 18-19	
Total Sales	14,386	11,678		35,719	33,235	
HVDC	3,607	838		6,740	2,361	
<b>Sales (Ex-HVDC)</b>	<b>10,779</b>	<b>10,840</b>	<b>+0.5%</b>	<b>28,979</b>	<b>30,874</b>	<b>+6.5%</b>

... Operational performance in line



# Profit after tax

(Million ₹)



... Cost optimization and operational excellence continues





# Key Data : 3<sup>rd</sup> Quarter and 9M YTD ended 31<sup>st</sup> 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
<b>Sales Revenue</b>	<b>11,678</b>	<b>14,386</b>	<b>-19%</b>	<b>33,235</b>	<b>35,719</b>	<b>-7%</b>
<b>Operating Profit (EBIT)</b>	<b>1,021</b>	<b>1,337</b>		<b>3,382</b>	<b>3,510</b>	
% of Sales	8.7%	9.3%	-0.6 pts	10.2%	9.8%	+0.4 pts
<b>Profit After Tax</b>	<b>530</b>	<b>718</b>		<b>1,866</b>	<b>1,810</b>	
% 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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