

**ALSTOM T&D India Limited**

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February 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**

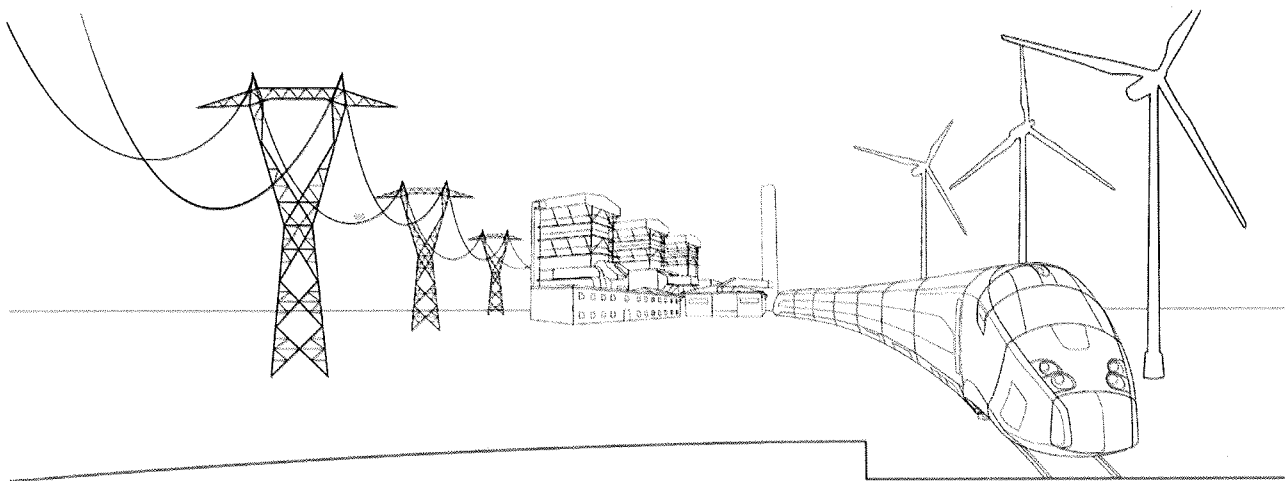
Further to our letter dated February 5, 2016, enclosed please find a copy of the analyst presentation which was made at earnings conference call with analysts / institutional investors today.

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 Quarter ended 31<sup>st</sup> December 2015 Results

11<sup>th</sup> Feb. 2016

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*Shaping the future*

### 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

GE Energy Europe B.V. along with persons acting in concert made the open offer under Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeovers) Regulations, 2011 for acquisition of up to 64,011,639 fully paid-up equity shares (representing 25% of the Equity Share capital) from the public shareholders of the Company at a price of Rs. 300.98 per Equity Share. The tendering period for the open offer was from January 18, 2016 upto February 1, 2016.

Provisional Offer - 11/02/2016 - P.3

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## Indian Economy and the T&D Market

### Indian Economy

- Suggestive industrial demand, practically no private investment.
- Bank NPAs continues its upward trend.

### Power and T&D Market

- Central/State Govts have come out with the 4<sup>th</sup> bailout plan for the State Discoms under "UDAY" scheme. Hope it improves Discoms financial health and increases the demand of electricity. Future of IPPs and overall health of the Power sector depend on this reform.
- Power Grid, NTPC and some state Gencos and Transcos are investing
- Some TBOB projects are also on the way
- GIS Opportunities growing, but Chinese/Koreans are continuing their aggressive pricing. Most of the PSU buyers are yet to implement "Make in India" policy.
- T&D market de-growth continues for the fourth consecutive year.

Provisional Offer - 11/02/2016 - P.3

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# Financial Highlights & Key Events

## Orders / Backlog

- Won contracts worth 8.1 BINR compared to 11.8 BINR in the corresponding quarter last year.
- Order Backlog at a strong level of 79.0 BINR.

## Sales

- Sales for the quarter at 7.4 BINR compared to 7.6 BINR in the corresponding quarter last year.

## Profit

- Operating profit /(loss) for the quarter (113) MINR compared to 184 MINR during corresponding quarter last year.
- Profit /(loss) after tax for the quarter (182) MINR compared to 26 MINR during corresponding quarter last year.

## Key Events

- Commissioned several projects, out of which major ones were 220 kV GIS substation at Dharampur for WBSETCL, three 765 kV Generator Transformers at Anpara D for UPPCL, 2<sup>nd</sup> bank of 765 kV Reactors at Power Grid Gaya Substation, 765 kV substation at Bareilly for Power Grid, 110 kV Gas Insulated substation (GIS) at Kozhikode for KSEB and 132/33 kV AIS substation at Bordubi for Assam Electricity Grid Corp Limited.

T&D market continues to be challenging

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## Main Orders

|             |                                                   | MINR  |
|-------------|---------------------------------------------------|-------|
| PGCL        | 400/220 kV AIS/GIS Substation at Bongaigaon       | 1,280 |
| PGCL        | 765 kV Reactors for Jabalpur, Orai                | 1,200 |
| KPTCL       | RME Package (Renovation of Protection System)     | 775   |
| PGCL        | 765 kV, 333 MVA Power Transformer for Orai TN 111 | 710   |
| PGCL        | 765 kV, 80 MVAR Reactors for Orai TN 110          | 490   |
| Bajaj Infra | Reactors Package for Lalitpur project             | 350   |
| OPTCL       | 145 kV GIS Substation for Unit VIII               | 245   |

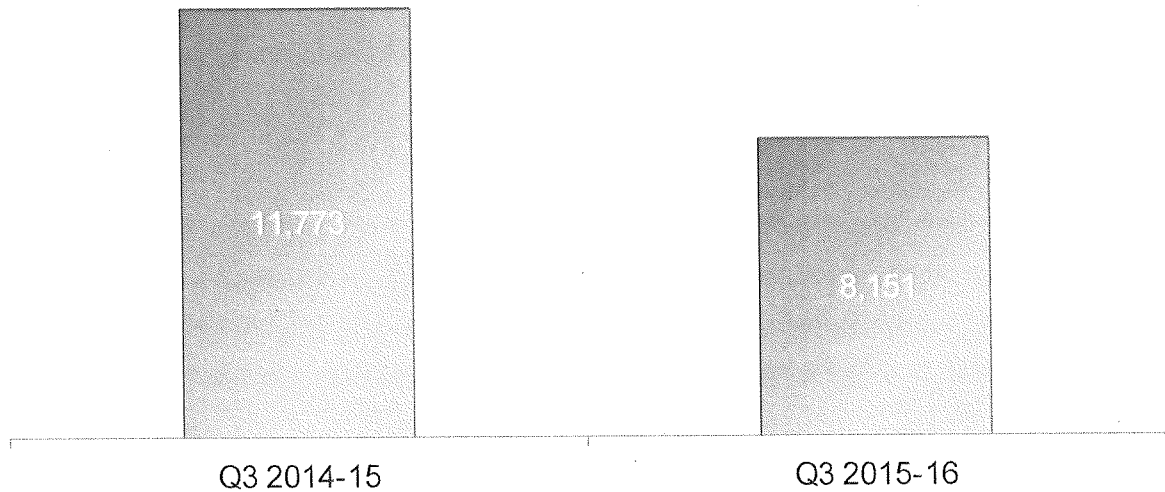
Key contracts won despite strong competition,  
market driven by central and state PSUs

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## Order Intake

MINR



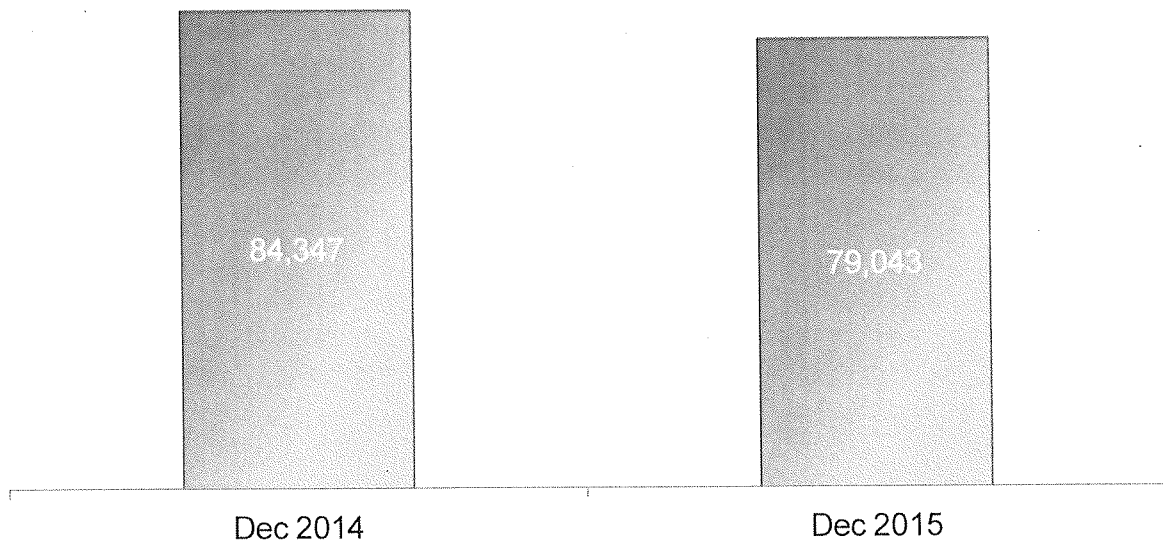
Lack of adequate opportunities

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## Order Backlog

MINR

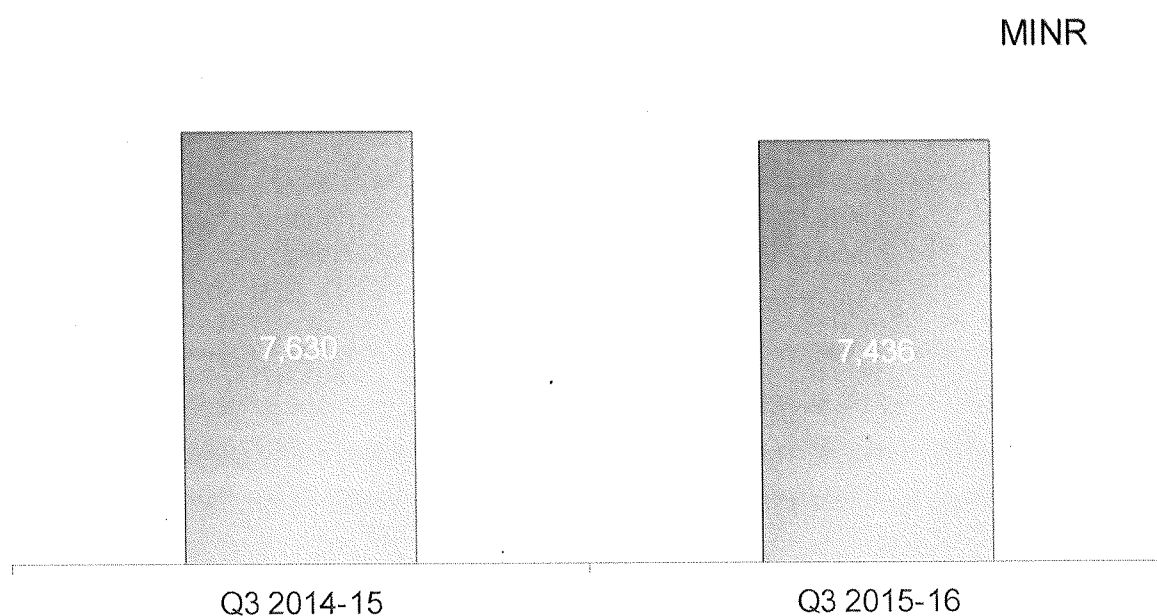


Robust order backlog

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## Sales

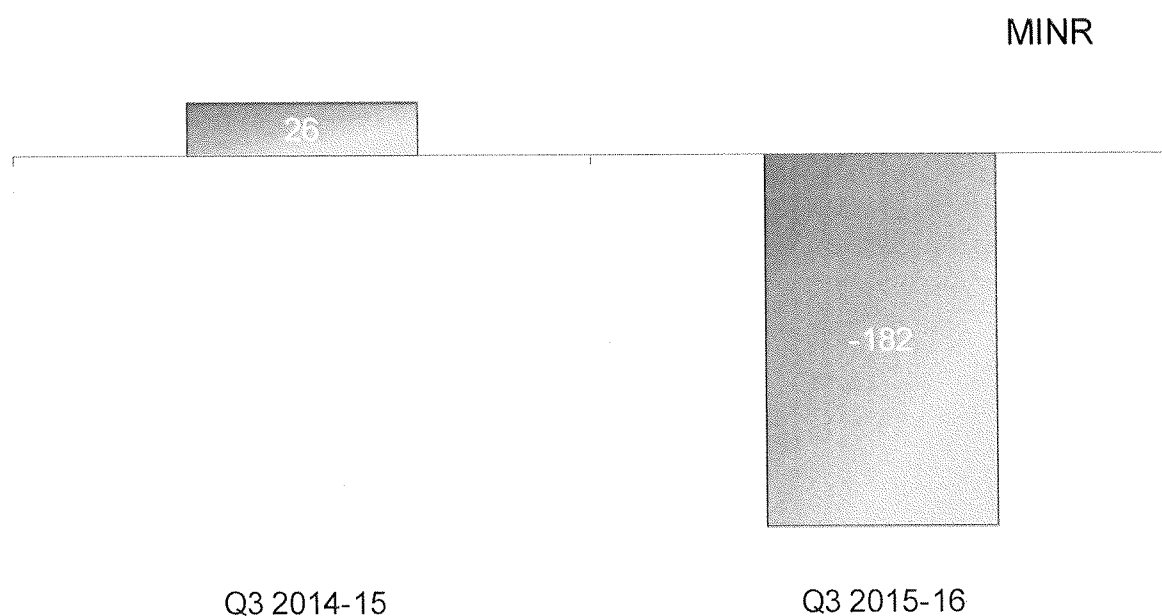


Marginal sales decrease impacted by Chennai flood

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## Profit After Tax



Impacted due to Chennai flood and higher material costs/ expenses in some contracts

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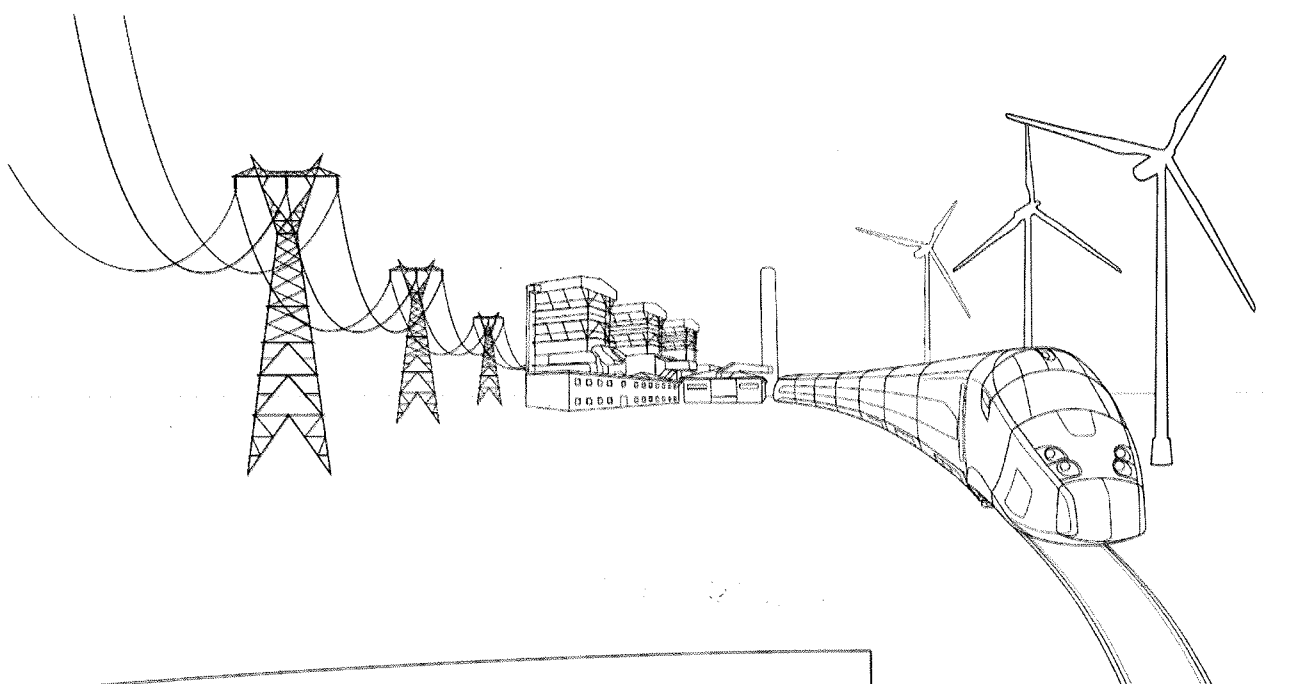
## Key Data for the quarter ended 31st December, 2015

| MINR                 | Q3<br>2014-15 | Q3<br>2015-16 | Change<br>Δ |
|----------------------|---------------|---------------|-------------|
| Sales Revenue        | 7,630         | 7,436         | -2.5%       |
| Operating Profit     | 184           | -113          |             |
| <i>As % of Sales</i> | 2.4%          | -1.5%         | -3.9pts     |
| Profit After Tax     | 26            | -182          |             |
| <i>As % of Sales</i> | 0.3%          | -2.4%         | -2.7pts     |

Presentation title - 13/03/2016 - P 11

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