

# TD POWER SYSTEMS LIMITED

*September 2016*



## *Company Presentation*



# BUSINESS STRUCTURE



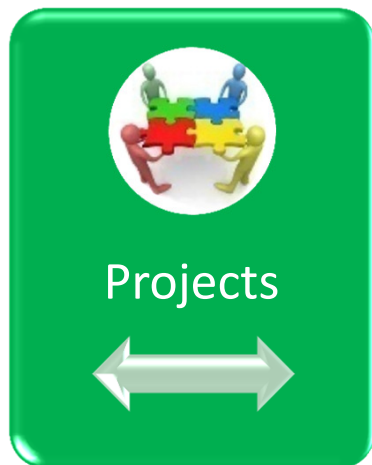
## Integrated operations

- manufacturing generators
- implementing projects for captive power plants and smaller capacity IPPs



### Manufacturer of AC Generators (Up to 200 MW)

- Diversified portfolio customized for a wide range of turbines (steam, gas, hydro and wind) and engines (diesel and gas)
- Since inception, manufactured 3,152 generators, including generators exported to 72 countries, with aggregate output capacity of 23,919 MW
- Three manufacturing facilities in Bangalore, backed by captive power/water supplies and a well-developed ancillary vendor network
- Sales through OEM's, which are turbine and engine manufacturers; strong engineering consultant relationships allow deep involvement in project tendering



### Projects business

#### (Turbine Generator Island projects of output capacity up to 52 MW)

- Steam turbine power plant projects combining TDPS' generators with Japanese turbines
- Completed 108 TG island projects with aggregate output capacity of 2,217 MW
- Projects executed in India, Uganda, Kenya, Zambia and the Philippines

### EPC business

#### (Engineering, Procurement, Construction of Projects of output capacity up to 150 MW)

- Steam turbine power plant projects based on equipment sourced from multiple global OEMs
- Completed 13 BTG island projects with aggregate output capacity of 997 MW

# State of the Art Manufacturing Facilities and Cost Efficient Production



Manufacturing units with advanced machines help in delivering competitively priced products with the highest quality standards

ISO 9001:2008 compliant  
manufacturing units in  
Bangalore



Unit I Factory

## Unit I - 157,624 sq ft

Core building, Coil making, Winding & Machining  
Impregnation and curing Balancing  
Final assembly and testing  
Material Handling & General Facilities  
Power House  
R&D Centre  
Quality lab and instruments



Unit II Factory

## Unit II – 219,756 sq ft

Core building, Coil making, Winding & Machining  
Impregnation and curing Balancing  
Final assembly and testing  
Material Handling & General Facilities  
Power House  
R&D Centre  
Quality lab and instruments



2 Pole Factory

## 2 Pole Factory – 78,449 sq ft

Core building, Coil making, & Winding  
Impregnation and curing  
Final assembly and testing  
Material Handling & General Facilities  
Power House (Common with Unit 2)  
R&D Centre (Common with Unit 2)  
Quality lab (Common with Unit 2) and instruments

## FINANCIALS : FY'17 H1

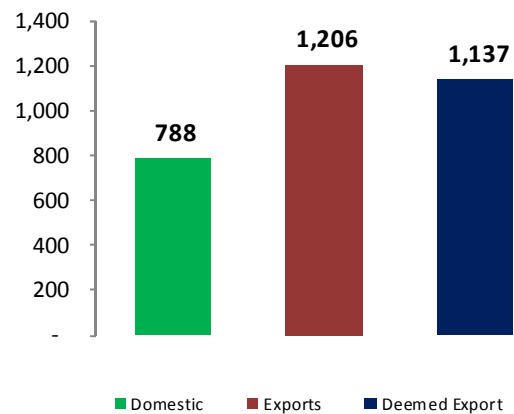
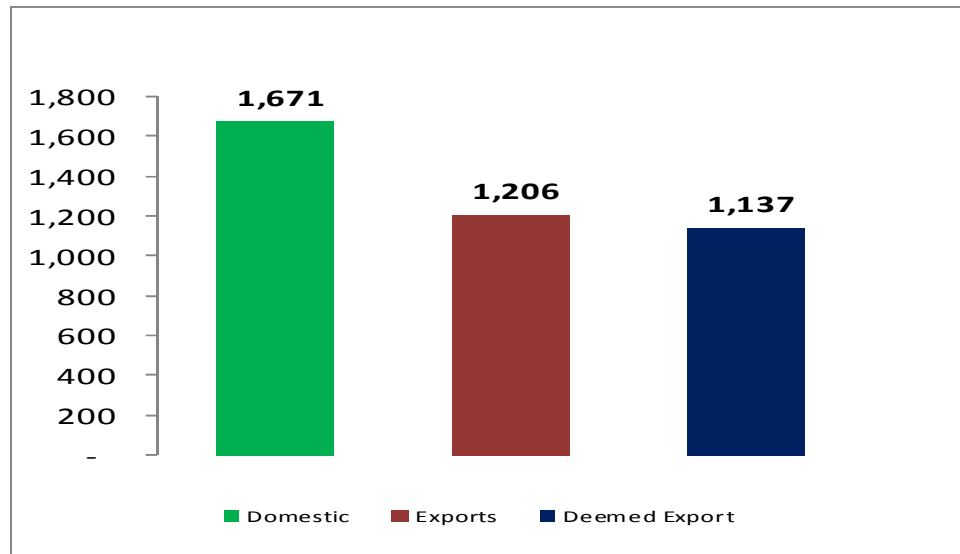


| Particulars (Rs Millions) | FY17 H1  | FY16 H1  | Y-on-Y Change |
|---------------------------|----------|----------|---------------|
| Total Income              | 1,978.82 | 2,848.90 | (31)%         |
| EBITDA                    | 142.82   | 170.09   | (16)%         |
| <i>Margins (%)</i>        | 7.22     | 5.97     |               |
| Depreciation              | 139.99   | 144.68   | (3)%          |
| Interest                  | 18.79    | 24.07    | (22)%         |
| PBT                       | (15.96)  | 1.34     |               |
| Tax                       | (7.29)   | 36.90    |               |
| PAT                       | (8.67)   | (35.56)  |               |

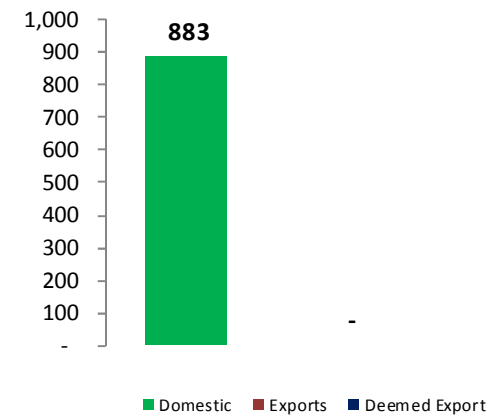
# PENDING ORDER



Total – Rs. 4,015 Million



**Manufacturing**  
Rs. 3,132 Million

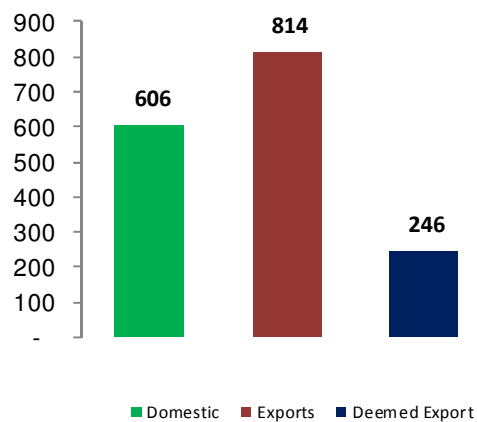
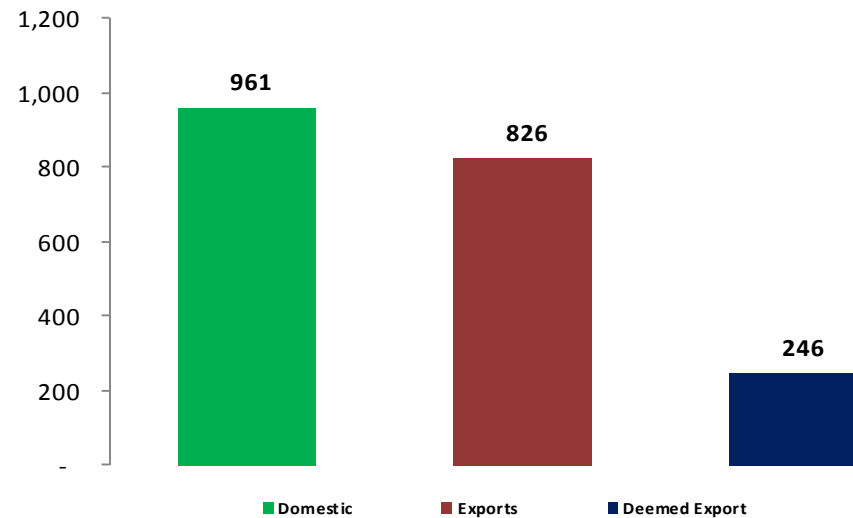


**Projects Business**  
Rs. 883 Million

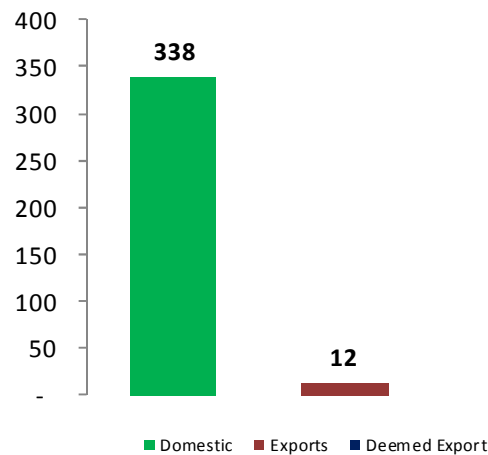
# REVENUE ANALYSIS



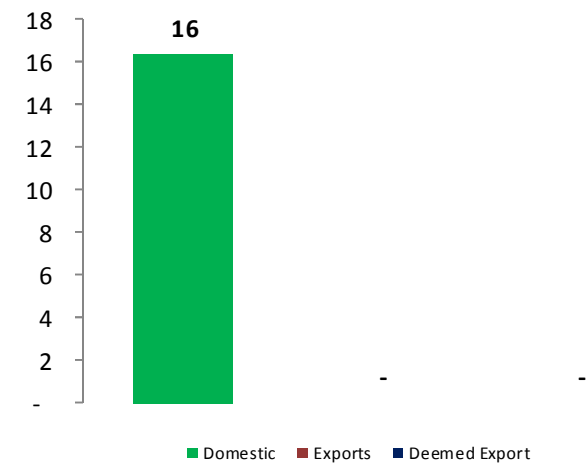
**Total Revenue \* Rs. 2,033 million**



Manufacturing Revenues\* - Rs. 1,666 million



Projects Business - Rs. 350 million



EPC Business - Rs. 16 million

\* Prior to inter-segment and inter-company eliminations

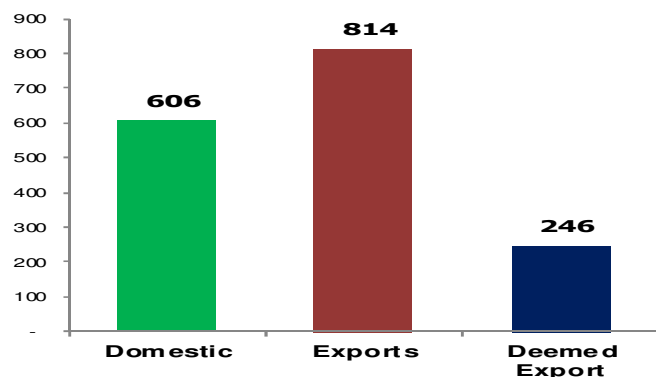
# BUSINESS SEGMENT : MANUFACTURING



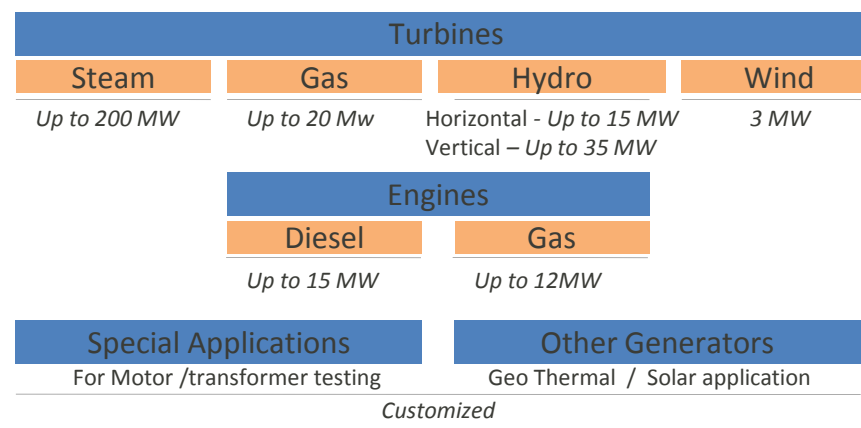
## Business highlights

- One of the leading manufacturers of AC Generators in the range of 1 MW up to 200 MW for prime movers such as steam & gas, and upto 52 MW for hydro, wind turbines, diesel and gas engines.
- 3,152 generators supplied as of September 30, 2016 with an aggregate output capacity of over 23,919 MW in 72 Countries.
- Three manufacturing facilities in Bangalore equipped with the latest technology.
- Our generators have been approved by leading engineering consultants.

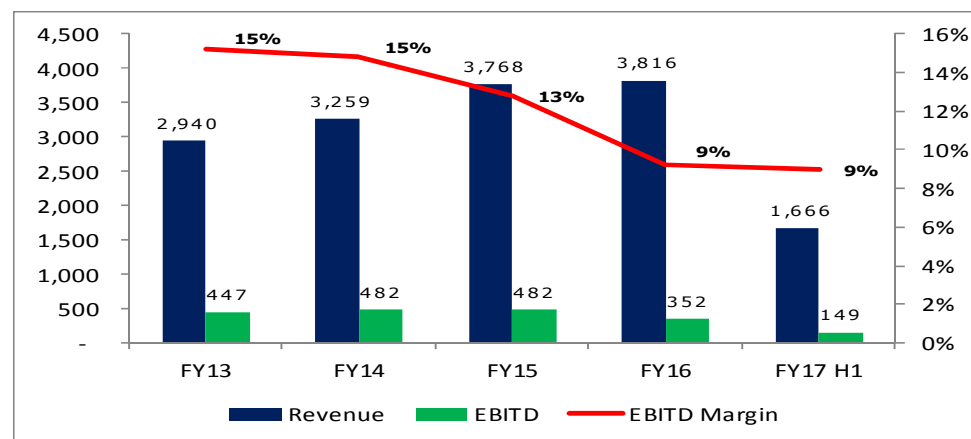
## Revenue Analysis FY 17 H1 (Rs. 1,666 Mn)



## AC Generators for various applications



## Key Segment Financials (Rs Mn)

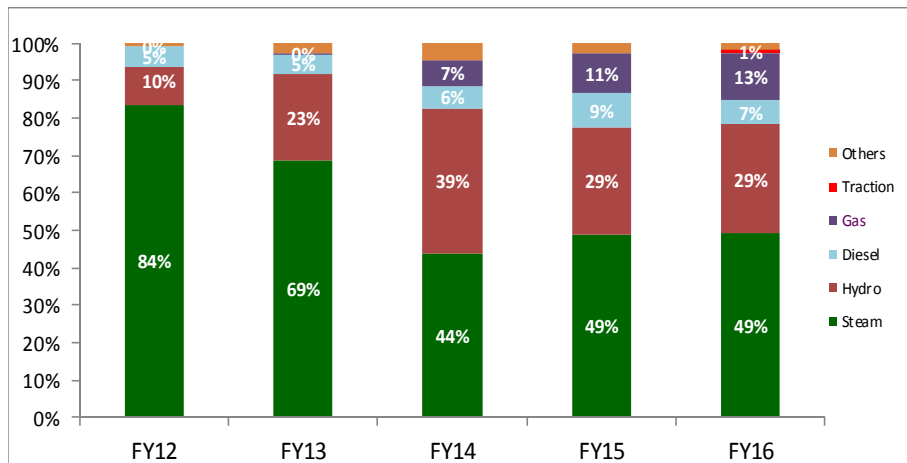


Segmental revenues without inter-segment & inter-company elimination. Segmental EBITD margins is on consol levels after adjusting income/expenses of wholly owned subsidiary.  
EBITDA – Earnings Before Interest, Taxes, Depreciation, Amortization

# BUSINESS SEGMENT : MANUFACTURING

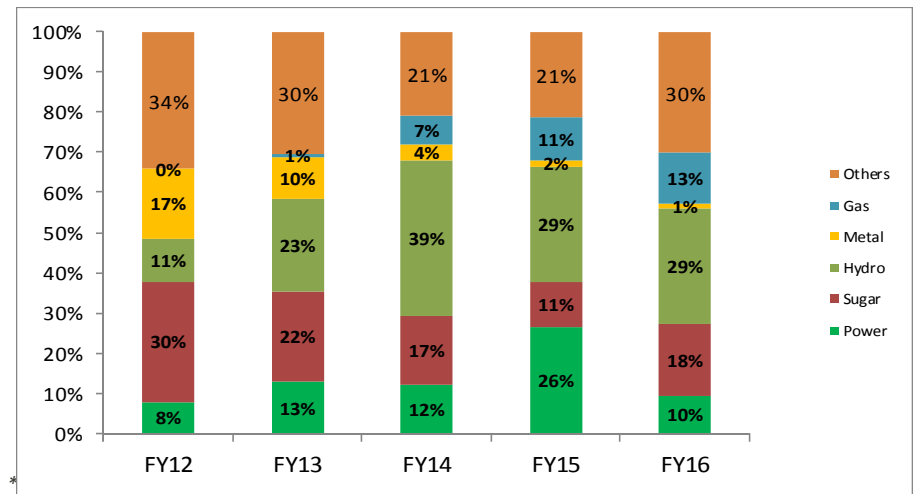


Product-wise sales (%)

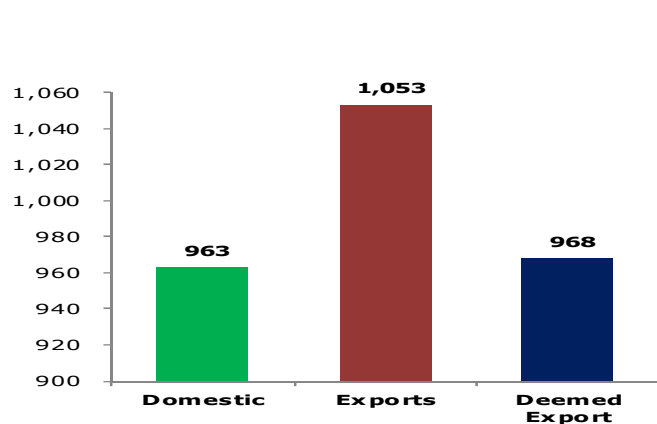


\*Other units include generators for transformer motor testing applications not reflected in charts above

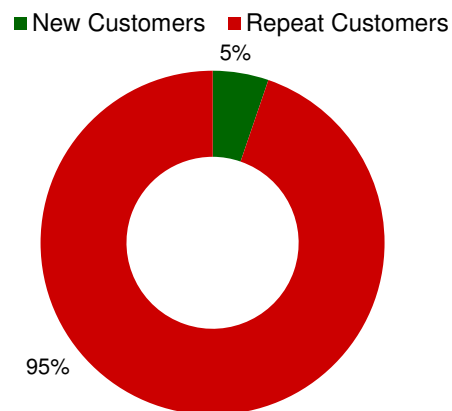
Key end user industries (%)



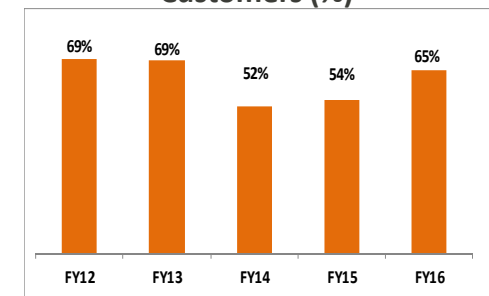
Pending Order FY17 Q1 (%) (Rs. 2,984 Mn)



Customer Profile FY 16 (%)



Revenue of Top 10 Customers (%)\*



\* Of Restated Consolidated Net Sales

Product portfolio spread across diverse and loyal customer base

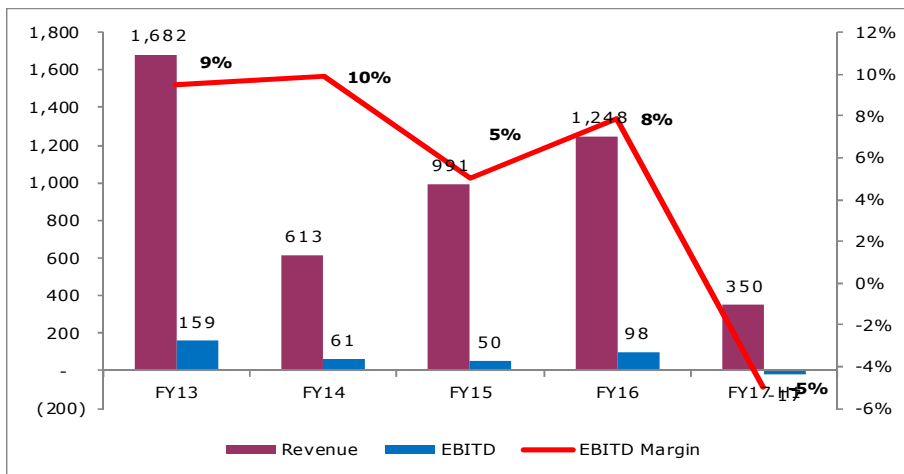
# BUSINESS SEGMENT : PROJECT BUSINESS



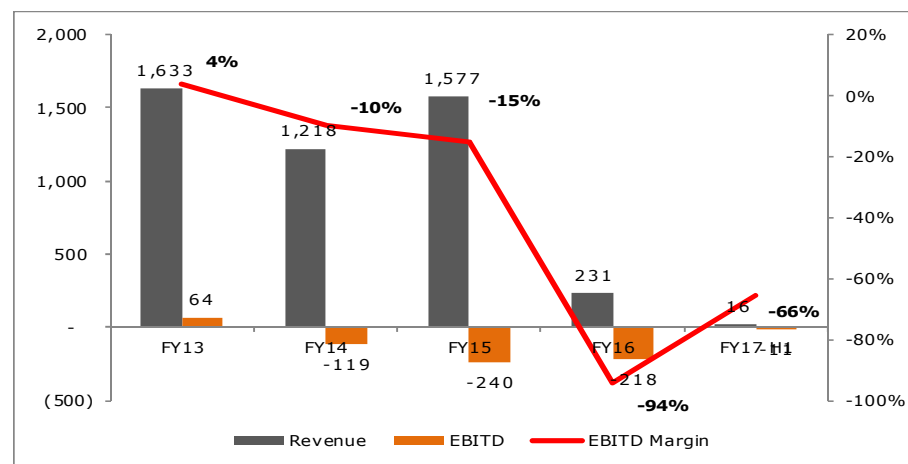
## Business highlights

- TG Projects for steam turbine power plants with output capacity of up to 52 MW done under *TD Power Systems Ltd*
- *DF Power Systems Private Ltd*, a wholly owned subsidiary, executes EPC projects for steam turbine power plants with output capacity up to 150 MW
- Executed 121 projects aggregating 3,214 MW in India and abroad (108 TG island projects and 13 BTG island projects)
- Experienced teams with established track record and reputation for efficient project management
- Power Projects order book as on September 30<sup>th</sup> 2016 stands at Rs. 883 Mn

## TG Projects including Japan WOS - Key Segment Financials (Rs Mn)



## EPC Projects – Key segment Financials (Rs Mn)



Segmental revenues without inter-segment elimination, including Japan subsidiary

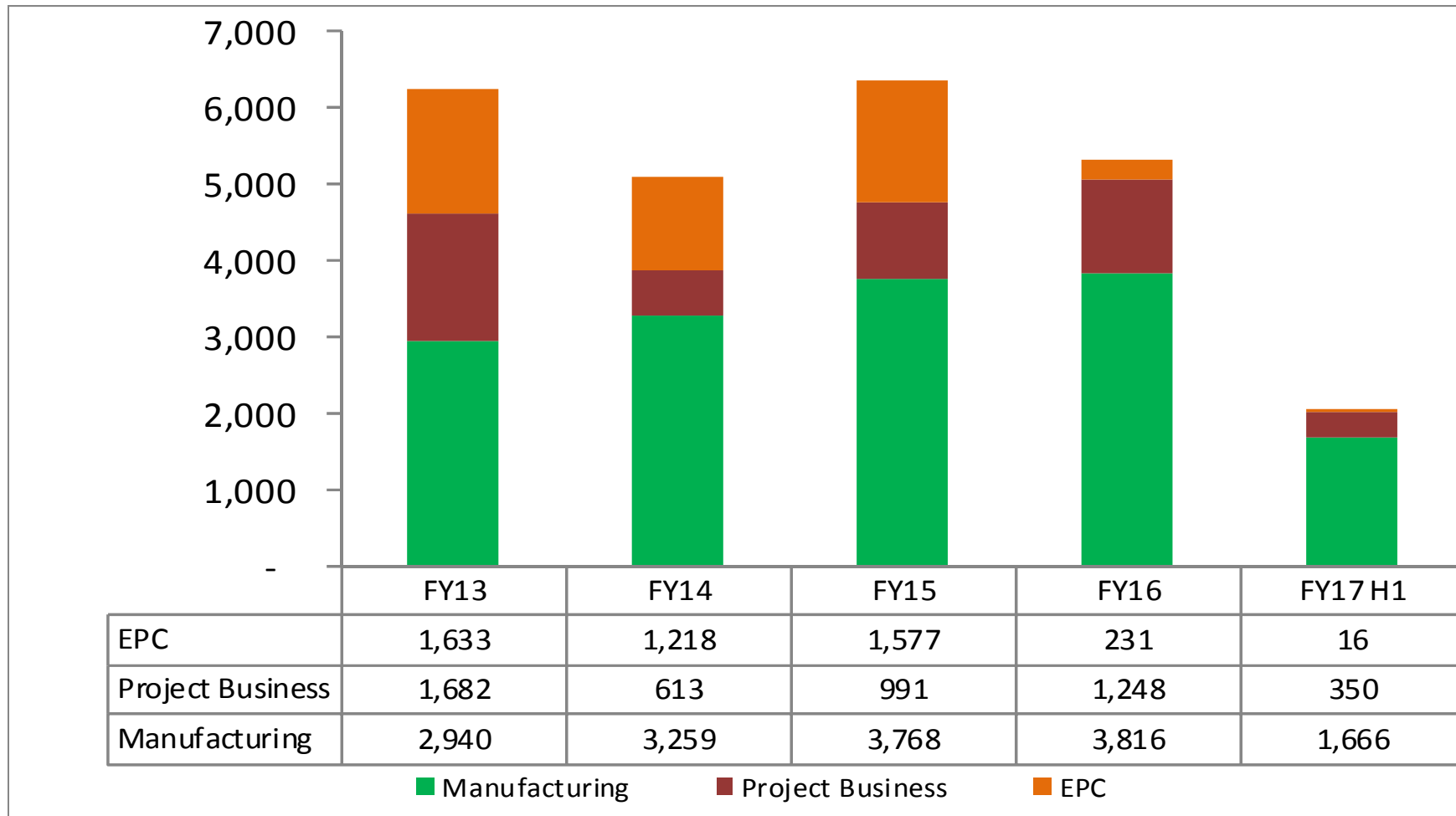
EBITDA – Earnings Before Interest, Taxes, Depreciation, Amortization

Established track record of executing power projects

# Financial Track Record

## Segmental Revenues Consolidated (Rs Mn)

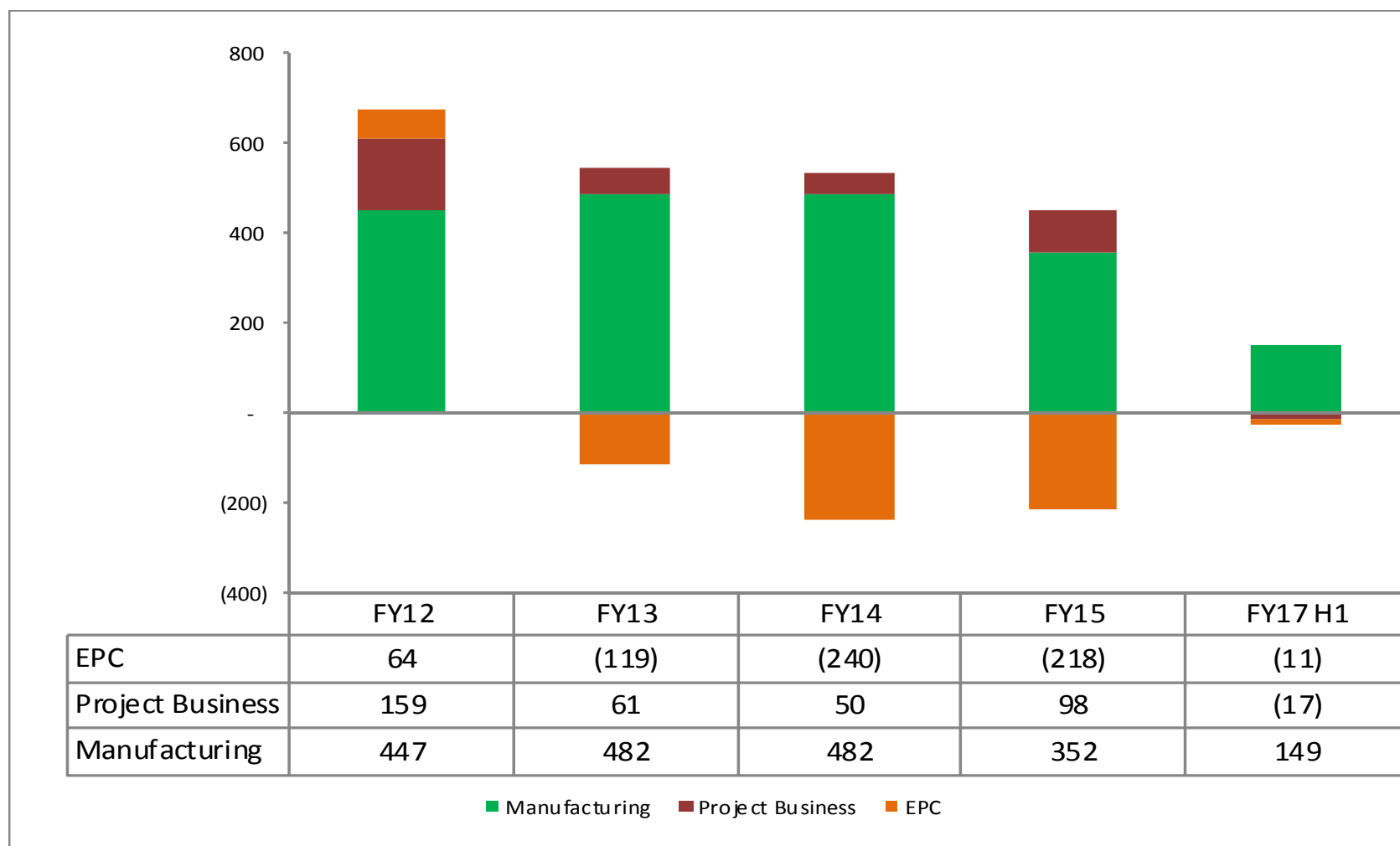
Consolidated



# Financial Track Record

## Segmental EBITDA Consolidated (Rs Mn)

Consolidated



## P & L Snapshot

### Consolidated

| Rs Mn                                       | FY13         | FY14         | FY15           | FY16           | Sept 16       |
|---------------------------------------------|--------------|--------------|----------------|----------------|---------------|
| <b>Sales</b>                                | <b>5,871</b> | <b>4,802</b> | <b>5,974</b>   | <b>5,068</b>   | <b>1,872</b>  |
| <b>EBITDA</b>                               | <b>495</b>   | <b>198</b>   | <b>141</b>     | <b>67</b>      | <b>36</b>     |
| Depreciation (incl. Amortization)           | 124          | 150          | 288            | 288            | 140           |
| EBIT                                        | 371          | 49           | (147)          | (221)          | (104)         |
| Other Income                                | 308          | 341          | 245            | 202            | 107           |
| Interest and Finance Charges                | 34           | 36           | 40             | 50             | 19            |
| PBT                                         | 644          | 354          | 59             | (69)           | (16)          |
| Tax                                         | 227          | 126          | 68             | 23             | (7)           |
| Restated PAT                                | 417          | 227          | (9)            | (92)           | (9)           |
| Minority Interest                           | 0            | 0            | 0              | 0              | 0             |
| <b>Restated PAT after minority interest</b> | <b>417</b>   | <b>227</b>   | <b>(9)</b>     | <b>(92)</b>    | <b>(9)</b>    |
| <i>EBITDA margin (%)</i>                    | <i>8.4%</i>  | <i>4.1%</i>  | <i>2.40%</i>   | <i>1.32%</i>   | <i>1.92%</i>  |
| <i>PAT margin (%)</i>                       | <i>7.1%</i>  | <i>4.7%</i>  | <i>(-0.2%)</i> | <i>(-1.8%)</i> | <i>(0.5%)</i> |

EBITDA – Earnings Before Interest, Taxes, Depreciation, Amortization and Other Income

## Balance Sheet Snapshot

| Rs Mn                                 | Consolidated |              |              |              |              |
|---------------------------------------|--------------|--------------|--------------|--------------|--------------|
|                                       | As on        |              |              |              |              |
|                                       | Mar-13       | Mar-14       | Mar-15       | Mar-16       | Sept 16      |
| <b>Source of Funds</b>                | <b>5,348</b> | <b>5,851</b> | <b>5,691</b> | <b>5,162</b> | <b>5,329</b> |
| <b>Net Worth</b>                      | <b>4,941</b> | <b>5,076</b> | <b>4,940</b> | <b>4,733</b> | <b>4,729</b> |
| <b>Minority Interest</b>              |              |              |              |              |              |
| <b>Borrowings</b>                     | <b>270</b>   | <b>630</b>   | <b>574</b>   | <b>276</b>   | <b>454</b>   |
| <b>Deferred Tax Liability</b>         | <b>137</b>   | <b>146</b>   | <b>177</b>   | <b>153</b>   | <b>146</b>   |
| <b>Uses of Funds</b>                  | <b>5,348</b> | <b>5,851</b> | <b>5,691</b> | <b>5,162</b> | <b>5,329</b> |
| Gross Block                           | 2,447        | 2,788        | 3,542        | 3,681        | 3,693        |
| Less :- Depreciation                  | 449          | 594          | 876          | 1,136        | 1,265        |
| <b>Net Block</b>                      | <b>1,998</b> | <b>2,194</b> | <b>2,667</b> | <b>2,545</b> | <b>2,427</b> |
| <b>CWIP</b>                           | <b>162</b>   | <b>540</b>   | <b>-</b>     | <b>7</b>     | <b>7</b>     |
| <b>Technical Knowhow</b>              | <b>-</b>     | <b>-</b>     | <b>49</b>    | <b>37</b>    | <b>31</b>    |
| <b>Net Working Capital incl. cash</b> | <b>3,188</b> | <b>3,117</b> | <b>2,975</b> | <b>2,574</b> | <b>2,864</b> |
| Current Assets                        | 6,259        | 6,946        | 6,245        | 5,340        | 5,358        |
| Inventories                           | 530          | 863          | 760          | 881          | 953          |
| Sundry Debtors                        | 1,778        | 2,218        | 1,551        | 1,552        | 1,389        |
| Cash and Bank Balances                | 2,905        | 2,404        | 2,721        | 2,258        | 2,386        |
| Loans & Advances                      | 1,046        | 1,461        | 1,212        | 648          | 630          |
| Current Liabilities                   | 2,938        | 3,680        | 3,095        | 2,567        | 2,422        |
| Provisions                            | 133          | 149          | 175          | 200          | 71           |

EBITDA – Earnings Before Interest, Taxes, Depreciation, Amortization and Other Income

THANK YOU

