



GE T&D India Limited

(formerly Alstom T & D India Ltd.)

Financial results for the year ended on March 31, 2018
(Audited) and for the fourth quarter ended on that date

May 29, 2018 , Noida





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Execution Excellence

- Successfully commissioned 60 AIS and GIS substations, adding more than 13-Gigawatt of power into the Indian Grid. Major projects include:
 - *Pole 2 of Champa-Kurukshetra 800 kV UHVDC link for Power Grid Corporation of India Limited*
 - *765 kV ICT and Line bays for NTPC Limited, Darlipalli*
 - *765 kV AIS extension substations for Power Grid Corporation of India Limited at Vindhyachal, Jabalpur and Raipur*
 - *400 kV & 220 kV GIS for Sterlite Power at Amargarh, North Kashmir*
 - *400 kV AIS substation for Jindal Steel Works (JSW) Bellary*
 - *440 kV AIS substation for Tamil Nadu Transmission Corporation Limited in Rasipalayam*
 - *400 kV AIS Substation for CSPTCL in Jaglapur, Chhattisgarh*
 - *400 kV AIS Substation for MSCTL in Kudus, Maharashtra*
 - *400 kV AIS substation for Power Grid Corporation of India Limited in Kanpur, UP*
 - *400 kV AIS Substation for Megha Engineering in Greater Noida, Uttar Pradesh*

Strong Cash focus and performance

- 8.8 BINR net cash generated during FY18.. (More than 4X of PAT)
- 4.3 BINR Cash surplus (net of borrowings) vs Borrowings (net of cash) of 4.5 BINR at March 17
- Increased intensity on project closure and focus on retentions collection

execution excellence continues....



Orders: Segment wise performance

(Million ₹)

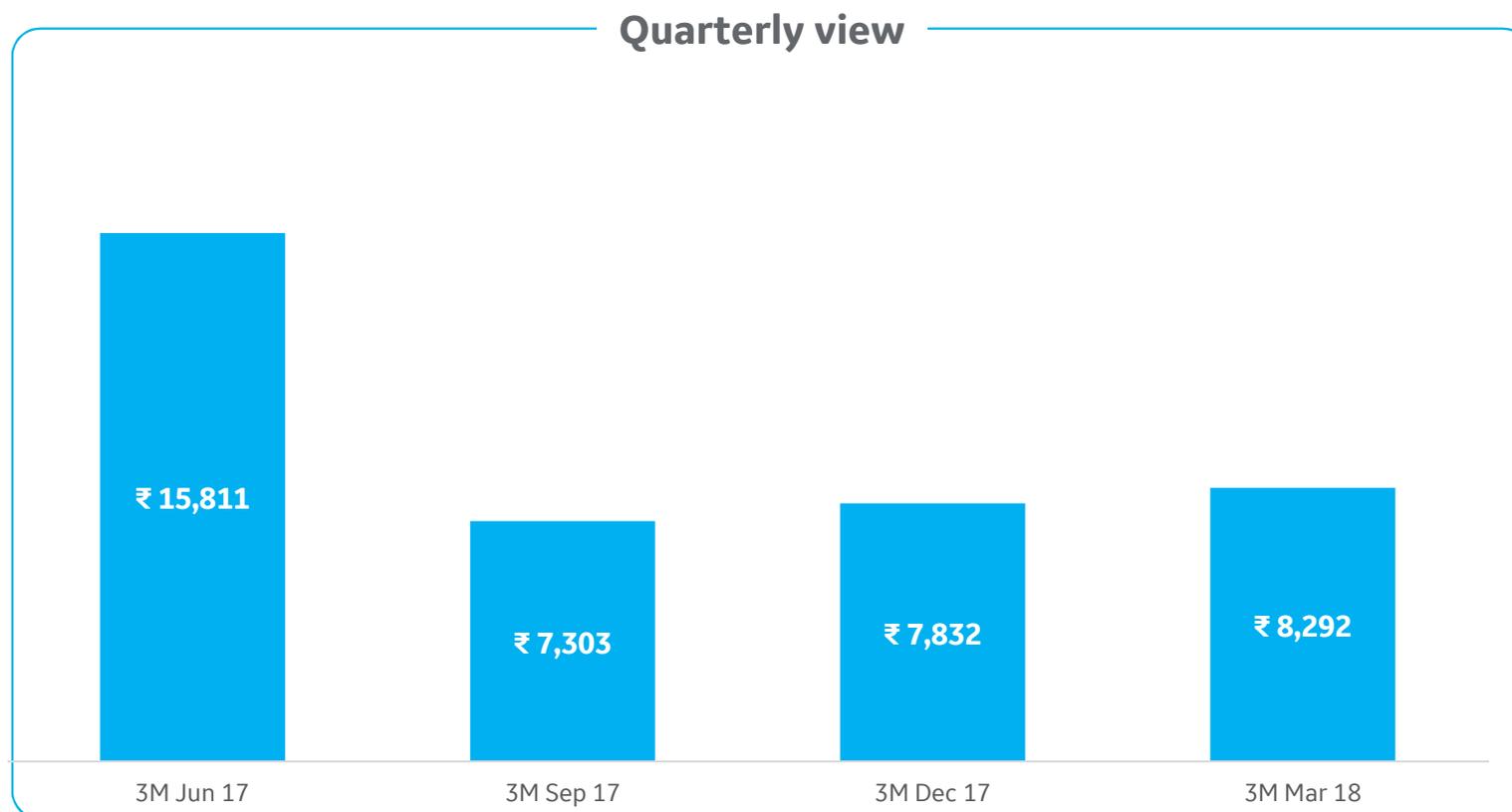
Segment	FY 17-18	FY 16-17
Power grid	2,278 6%	12,740 30%
State electricity board	5,695 15%	7,630 18%
Private	31,264 79%	22,717 53%
Total	39,237	43,087

... Key wins in private sector offsetting reduced pipeline in central utility



Order intake trending

(Million ₹)

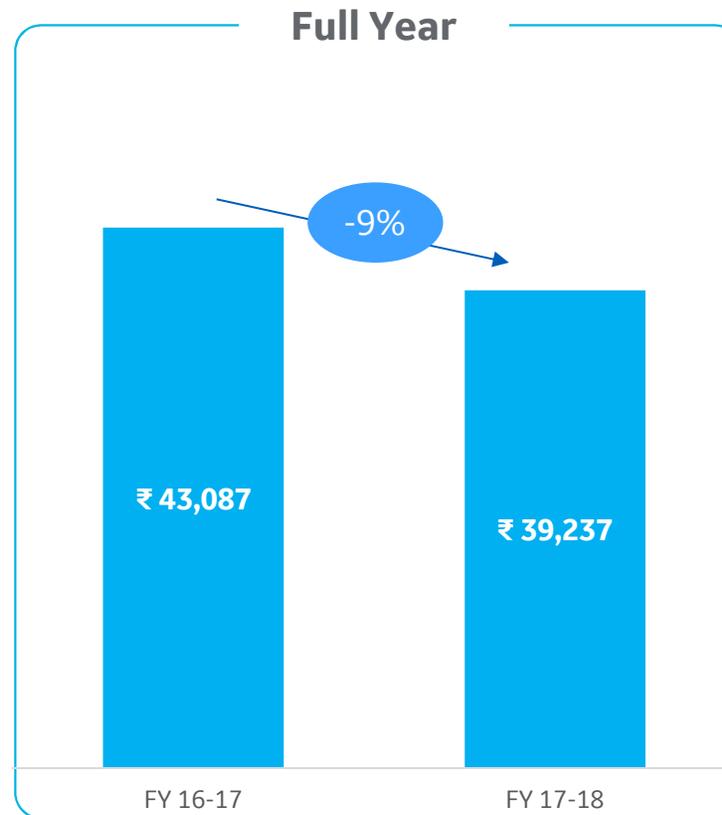


...Consistence performance on order intake



Order intake

(Million ₹)

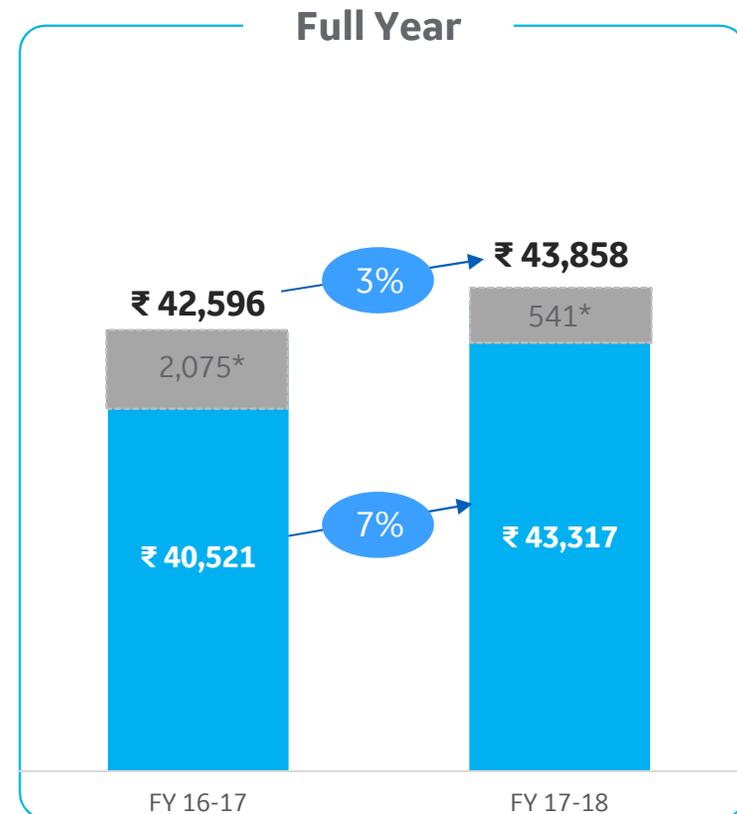
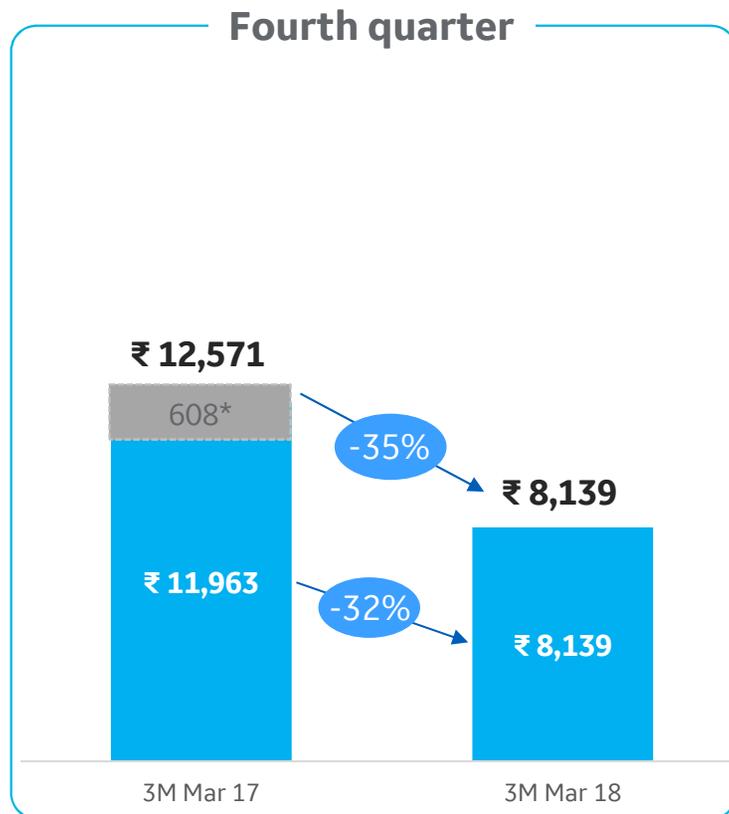


... Continue to maintain good order book of 71 BINR (1.6 years of sales)



Sales execution

(Million ₹)



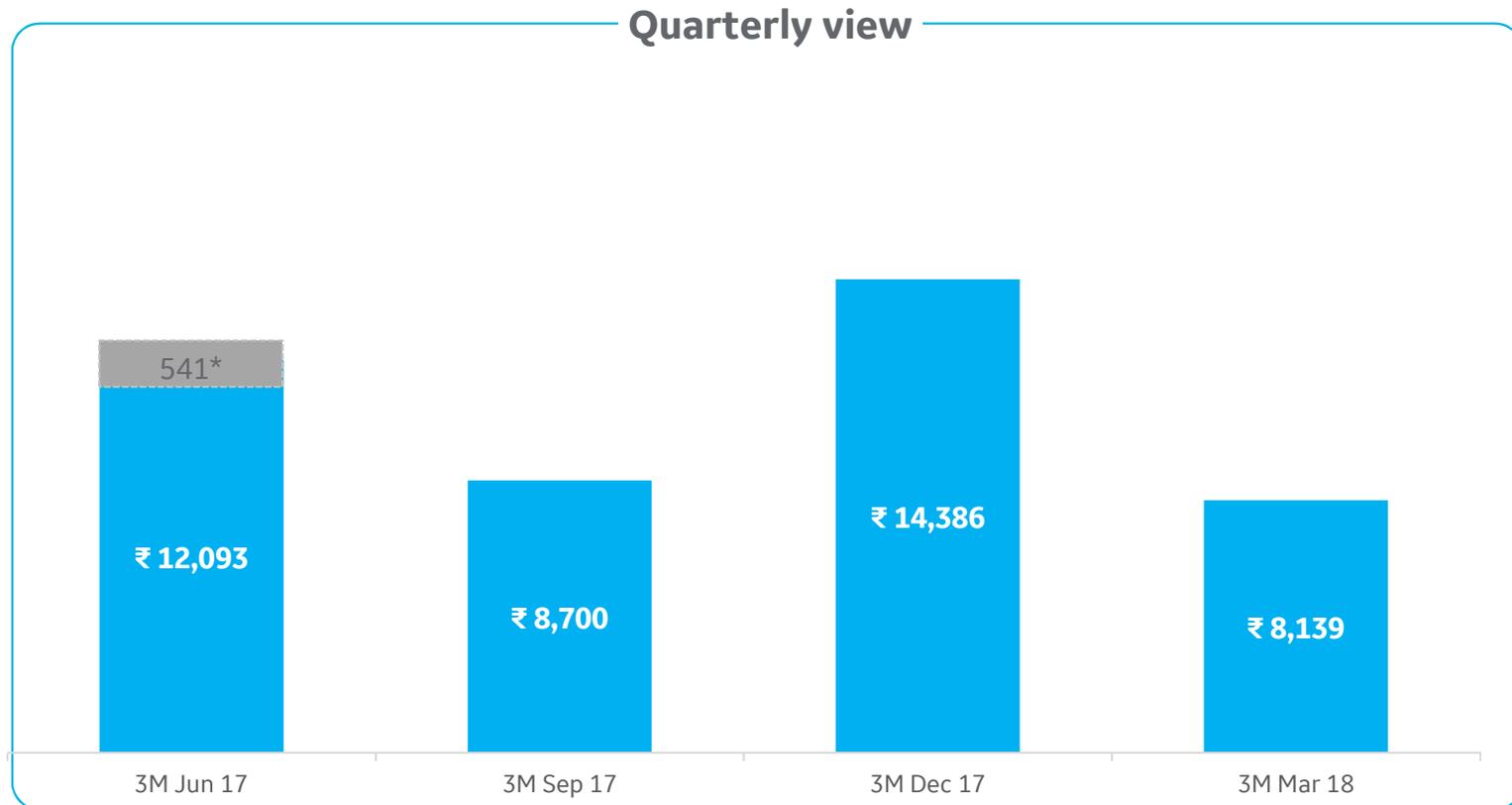
* Including Excise duty.

... Excellent year for project execution; commissioned several key projects



Sales execution trending

(Million ₹)



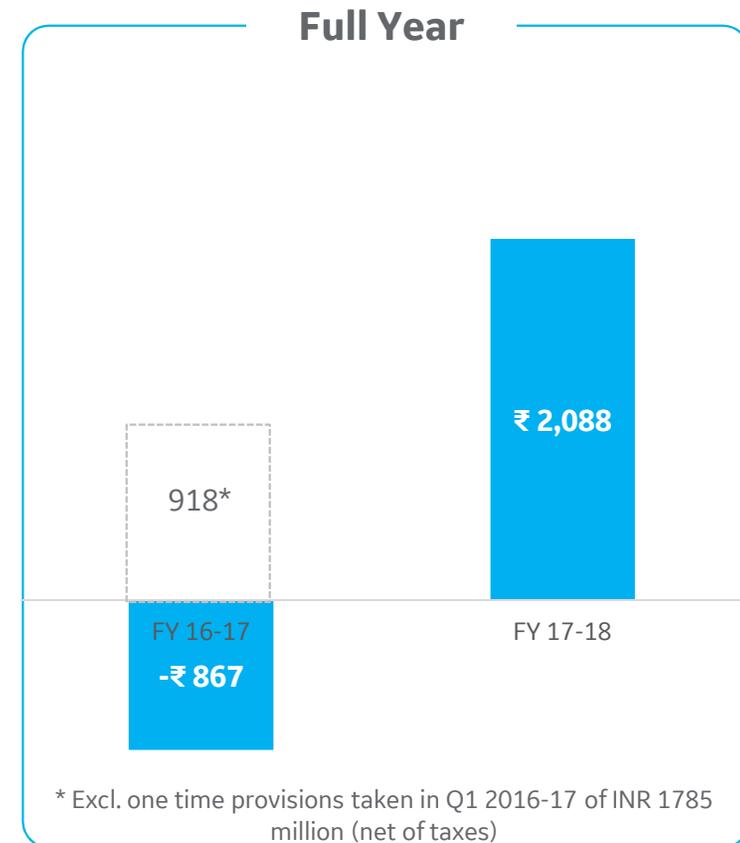
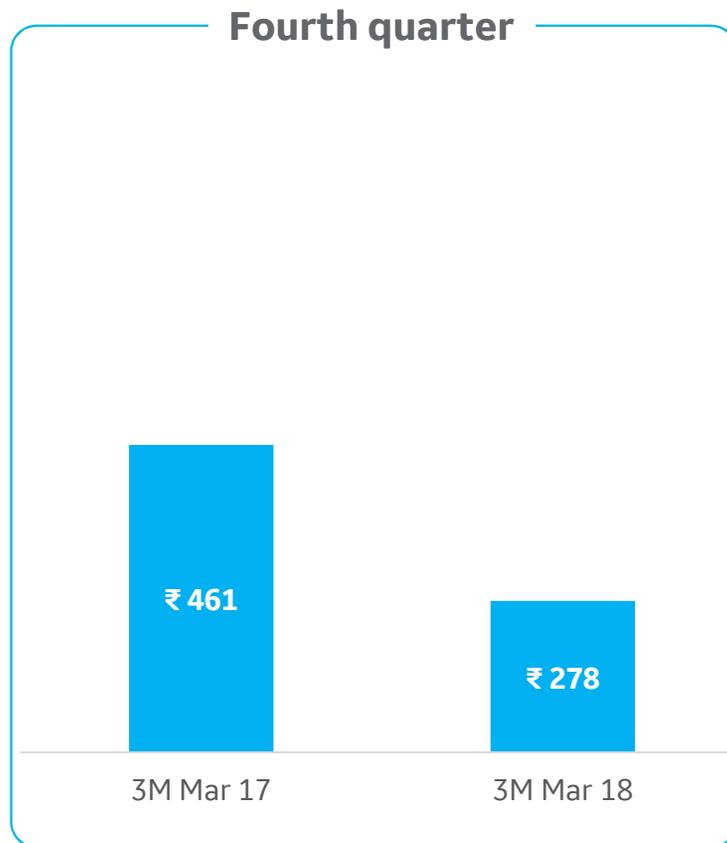
* Including Excise duty.

... Quarterly sales driven by customer project phasing... maintaining growth on full year basis



Profit after tax

(Million ₹)

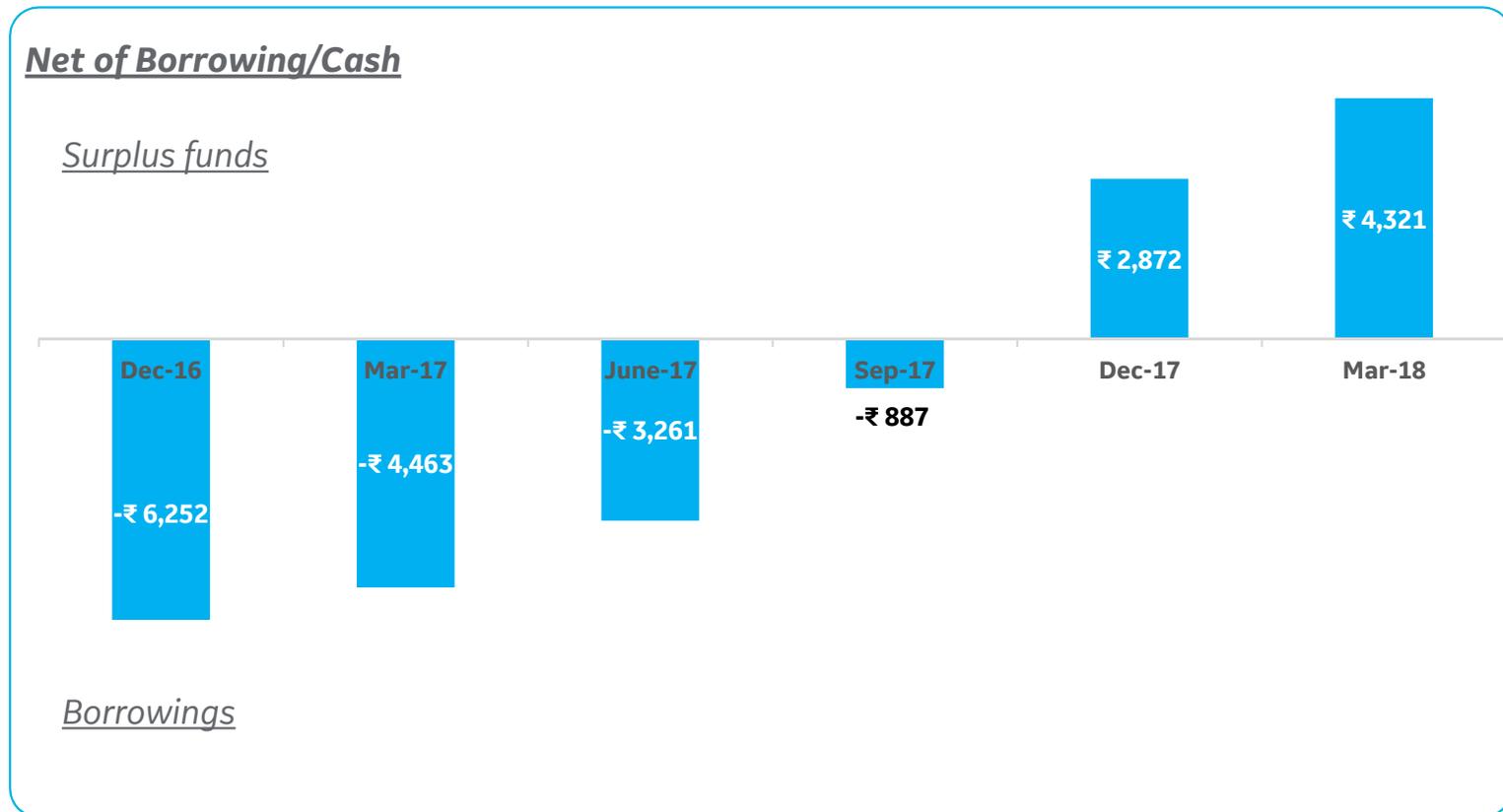


... Strong execution focus helped turnaround from loss to profit



Fund position

(Million ₹)



Debt Free.. Turnaround from Net Debt to Net Cash during the year..



Key Data : 4th Quarter and FY 17-18

(Million ₹)

	Fourth quarter			Full year		
	Q4 2017-18	Q4 2016-17	Change Δ	FY 17-18	FY 16-17	Change Δ
Sales Revenue	8,139	12,571	35%	43,858	42,596	3%
Operating Profit (EBIT)	561	1,050		4,071	921 *	
% of Sales	6.9%	8.3%	-1.4pt	9.3%	2.2%	+7.1pt
Profit after Tax	278	461		2,088	(867)*	
% of Sales	3.4%	3.7%	-0.3pt	4.8%	(2.0%)	+6.8pt

**Excl. one time provisions of INR 1785 million (net of taxes)

...

- Operating Profit 2,533 MM & 5.9% of Sales.
- Profit after Tax 918 MM & 2.2% of Sales.



Operational Performance

	FY 17-18	FY 16-17	FY 15-16
EBITDA Margin % (Inc other income)	11.3%	4.2%	6.7%
Return on Equity %	18.8%	-7.8%	2.9%
Return on Investment %	14.7%	-5.4%	2.2%
Debt (net of cash) /Equity	Debt free	0.4	0.4
Cash Generation (B INR)	8.8 (4X PAT)	0.1	(0.2)
Current Ratio	1.1	1.0	1.1

... strong operations efficiency helped improved business performance



Thank you

<http://www.ge.com/in/ge-td-india-limited>

Suneel Mishra
Investor Relations Officer
Email id - suneel.mishra@ge.com

