

# ALSTOM T&D India Quarter ended June 2012 Results

*2<sup>nd</sup> August, 2012*



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# Disclaimer

## Forward-looking statements

This document contains forward-looking statements and information. These statements 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.

# Financial Year Change and Comparatives

For the quarter ended 30<sup>th</sup> June 2011, the Company had published results for both Continuing and Discontinuing Operations, as the Demerger Scheme was pending for approval with the Courts. Consequent to the completion of the demerger during the Previous Accounting Period ended 31<sup>st</sup> March 2012, the results for the quarter ended June 30, 2011 have been presented to include the financial results of the Continuing Operations only for any meaningful comparison.

# Indian Economy and T&D Market

## Indian Economy

- Prime Minister recently spoke of accelerating economic reforms which is yet to be backed up by visible actions. Let's hope that Mr. P Chidambaram, as new Finance Minister, would drive the economic reforms
- The economic (GDP 6.5%) and investment climate continue to be gloomy (Power Gen & Industry are the major sufferers)

## T&D Market

- Power Generation Sector Continues to struggle. Several IPPs are struggling with losses and as a result have adverse cash flow
- 37,000 MW of generation capacity is stranded due to either:
  - Lack of fuel supply or
  - Lack of Buyers (SEBs don't want to buy power to add losses)
- Industry Segment is also cautious on new Investments as demand and economic climate continue to remain weak
- Power Grid will remain the key driver for investment in Transmission segment, especially in 765 kV and HVDC links
- Price pressure continues due to poor demand

# Financial Highlights & Key Events

## Orders / Backlog

- Strong growth in Order intake, up by 95% over the corresponding June quarter of 2011
- Order Backlog is 50,828 MINR, up by 25%, against June 2011 of 40,581 MINR, up by 9% as compared to March 2012

## Sales

- With the power generation customers unable to keep pace with their projects due to multiple issues related to fuel shortages and project clearances, our sales growth was impacted though we have a healthy backlog.

## Profit

- Profit After Tax (PAT) up by 28% compared to corresponding quarter of previous year.

## Key Events

- 1200 kV CVT was commissioned at Power Grid Bina UHV substation.
- India's first digital substation at GETCO's Jambuva at 220 kV substation was commissioned.
- India's largest eBoP 2x600 MW at ESSAR's Salaya was commissioned.

**Overall Performance ahead of the Market Trend**

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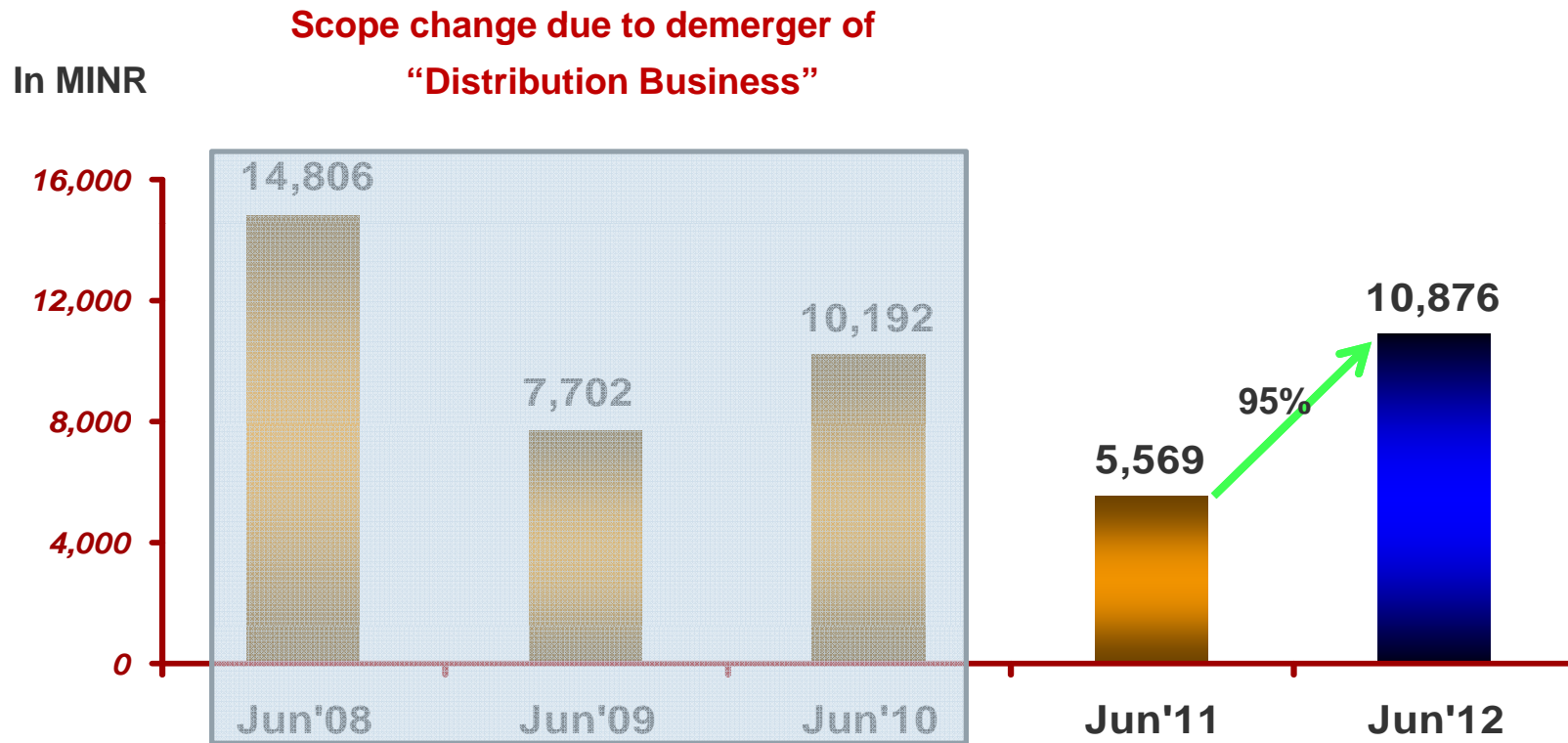
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# Main Orders

<b>Power Grid</b> - NTAMC Package	1,550 MINR
<b>MSETCL</b> - 765 kV Aurangabad Sub-Station	1,900 MINR
<b>NTPC</b> - Meja Transformer 400kV Package - 400kV Switchyard for Meja Urja:	850 MINR 700 MINR
<b>WBSETCL</b> - 132 KV Sub-Station Package	300 MINR
<b>GETCO</b> - 400 KV Switchyard at Amreli	250 MINR
<b>L&amp;T</b> - Transmission Products & Automation Systems for RRVPNL 765kV Phagi	1,300 MINR
<b>Reliance</b> - Doorsar Solar eBOP Package	250 MINR

**Strong Growth in Orders**

# Order Intake

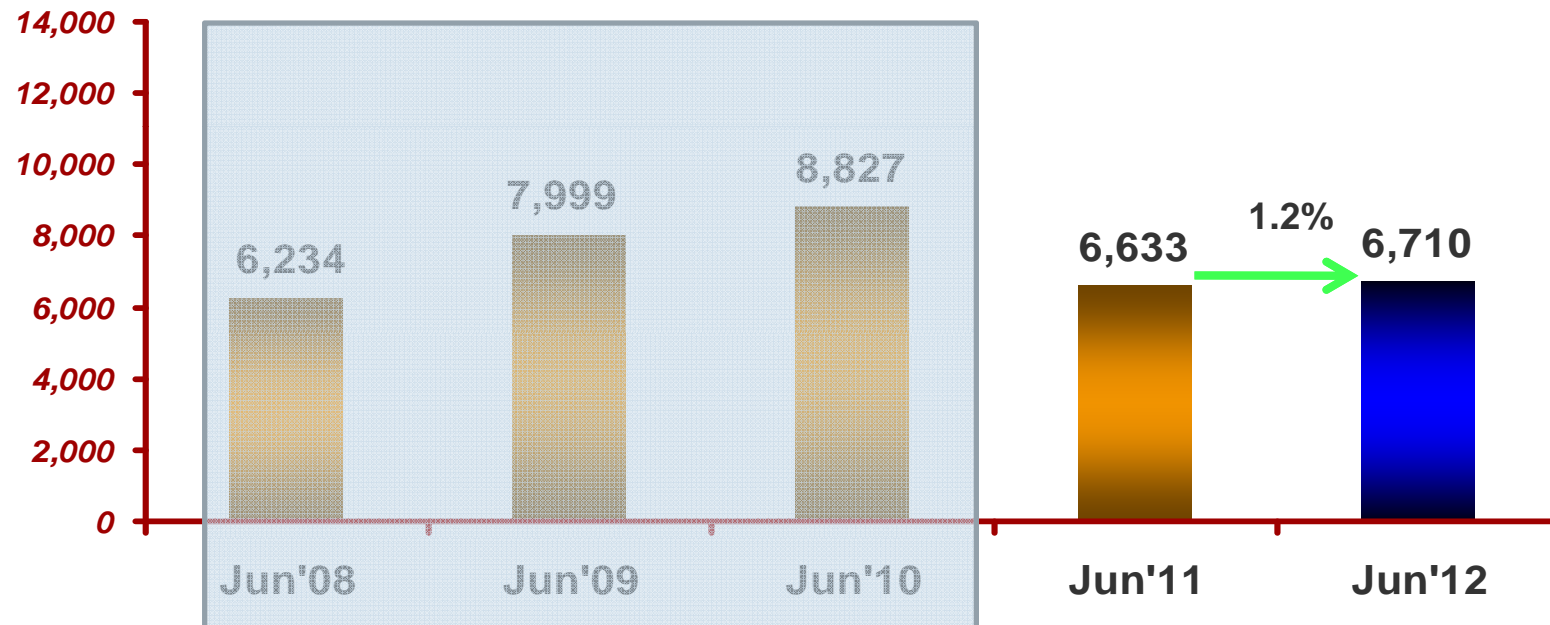


**Robust order intake from Central & State Utilities and Private Sector**

# Sales

Scope change due to demerger of  
"Distribution Business"

In MINR



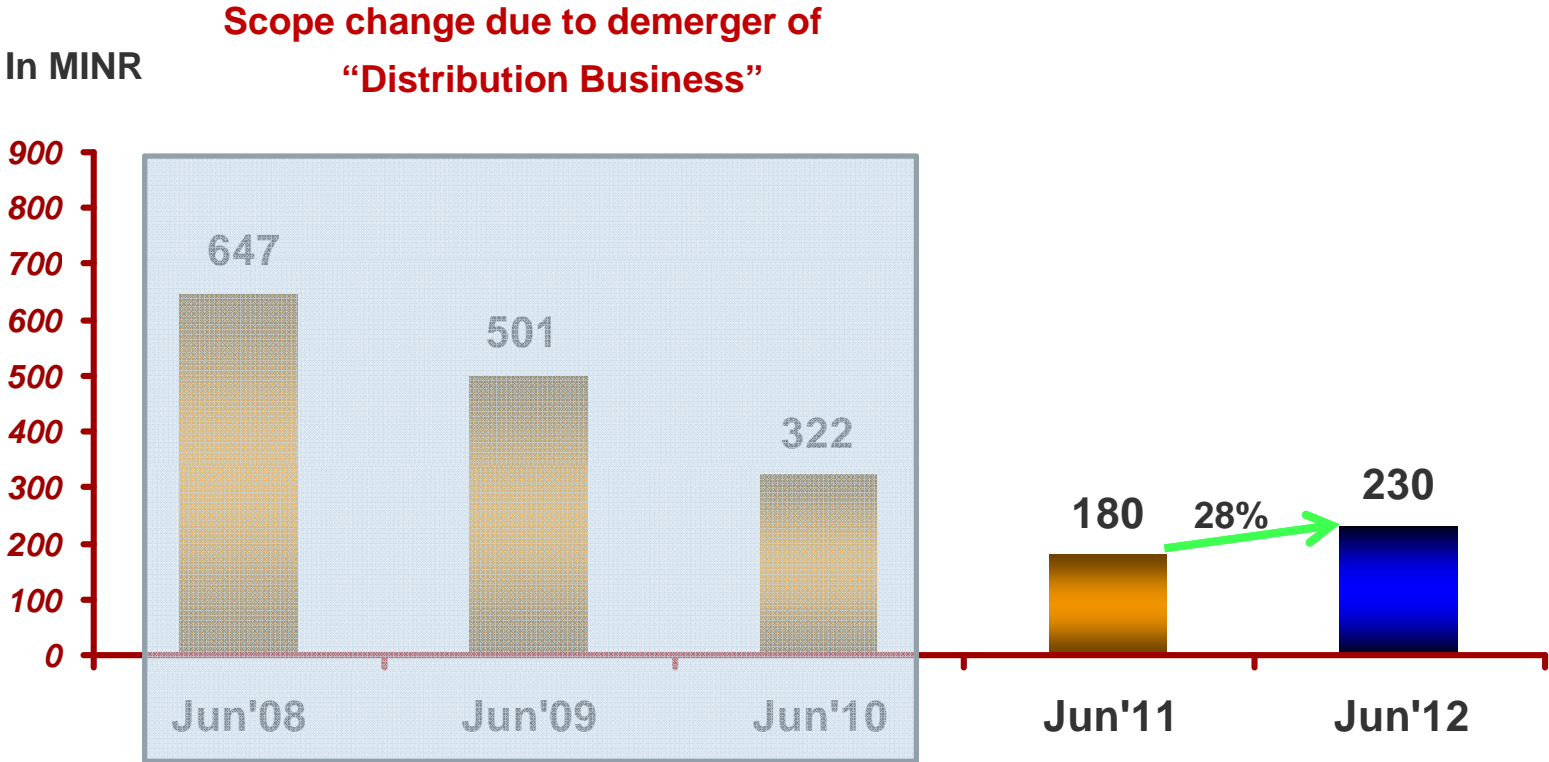
**Quarterly sales growth impacted due to customer delays**  
**Thanks to healthy backlog, sales are expected to accelerate**

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# Profit After Tax



**Strong pressure on prices due to market conditions  
Focus on cost optimisation & delivery of sales continuing**

# Key Data

In M₹	Actual Jun'11	Actual Jun'12	Change Δ
<b>Sales Revenue</b>	6,633	6,710	+1.2%
<b>Operating Income</b>	476	470	-1.3%
As % of Sales	7.2%	7.0%	-0.2 pts
<b><i>Profit After Tax</i></b>	180	230	+27.8 %
As % of Sales	2.7%	3.4%	+ 0.7 pts

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