



GE T&D India Limited

(formerly ALSTOM T&D India Limited)
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July 31, 2017

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 July 21, 2017, enclosed please find a copy of the analyst presentation in respect of earnings conference call with analysts/ institutional investors.

You are requested to take note of the same.

Thanking you,

Yours faithfully,

For GE T&D India Limited

Manoj Prasad Singh
Company Secretary

Encl: As above



GE T&D India Limited

(formerly Alstom T & D India Ltd.)

Financial results for the first quarter ended June 30, 2017

Sunil Wadhwa, Managing Director

Gaurav Manohar Negi, Whole-Time Director & CFO

Suneel Mishra, Investor Relations Officer

July 31st 2017, New Delhi



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Indian Economy and the T&D Market



Indian Economy

- The Asian Development Bank (ADB) has retained its earlier growth forecast for India at 7.4% for the current fiscal and 7.6% for 2018.
- RBI, post the Banking Regulation Ordinance (Amendment) is pushing for resolution of bad loans by March 2019.



Power and T&D Market



- PGCIL is diversifying into new area like international markets, railway electrification, energy storage, electric vehicles and JV with states to develop state T&D infrastructure.
- DIPP has issued a Purchase Preference Policy favoring make in India.
 - If value of procurement is < 5 MINR only local suppliers shall be eligible.
 - For orders > 5 MINR, if L1 is not from Local supplier, 50% of qty shall be awarded to L1, thereafter lowest bidder among the local suppliers will be invited to match L1 price subject to local suppliers quoted price falling within 20% margin.
 - Local is defined based on amount of value added in India (% Localization vs footprint)
- NTPC plans to invest 10 B\$ in new coal fired plants but is awaiting govt clearance
- As per National Electricity Plan, Transmission sector to see expenditure of ₹ 2.6 lakh cr. during 13th plan with expected Capacity addition of 292 GVA of substation capacity (vs 12th Plan 2.3 lakh cr./287 GVA)



Key Events



Successfully commissioned 400kV AIS substation for Jindal Steel Works (JSW) Bellary.

Successfully commissioned 220kV AIS substation for Tamil Nadu Transmission Company.

Successfully commissioned 400kV, 315 MVA Transformer for Power Grid Corporation of India Limited in Agra.

Strong focus on execution continues....



Main Orders

(Million ₹)

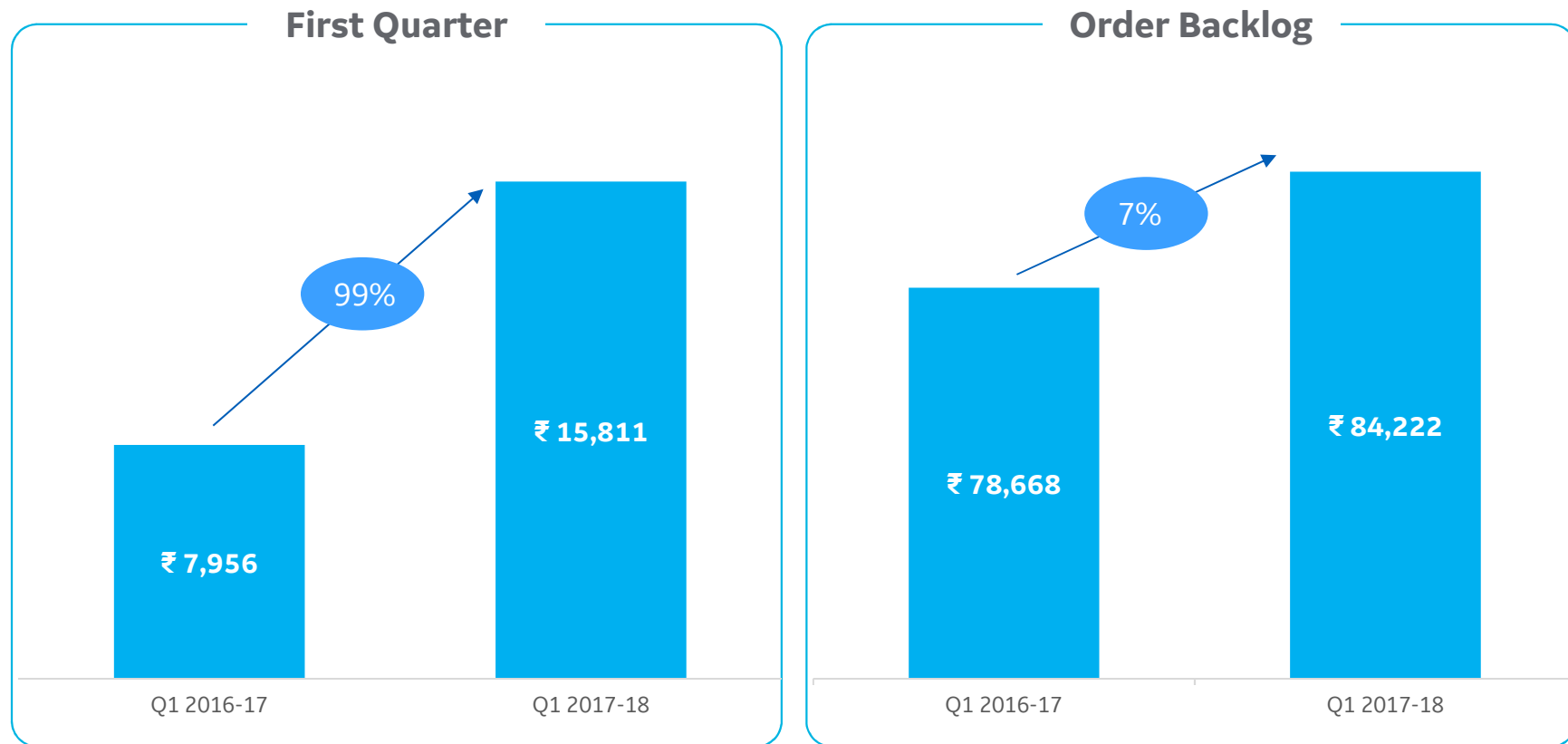
Customer	Project	Order Value
Doosan	Jawaharpur (765 kV GIS s/s)	4,018
	Obra (765 AIS/400 kV GIS s/s)	
Mumbai WTR	Warangal (765 kV AIS Substation)	3,259
PAN India Infra	Solar Project Odisha	1,550
ABFPL	Ghatampur Project eBOP	1,192
PGCIL	765 kV 80 MVAR Reactors-Jharsuguda	662
PGCIL	765/400/33 kV Auto Transformers-Aligarh	612
WBSETCL	132 /33/11 kV GIS Turnkey package – Salt lake stadium	345

... Significant orders won from Private developers along with Central and State utilities.



Order intake

(Million ₹)

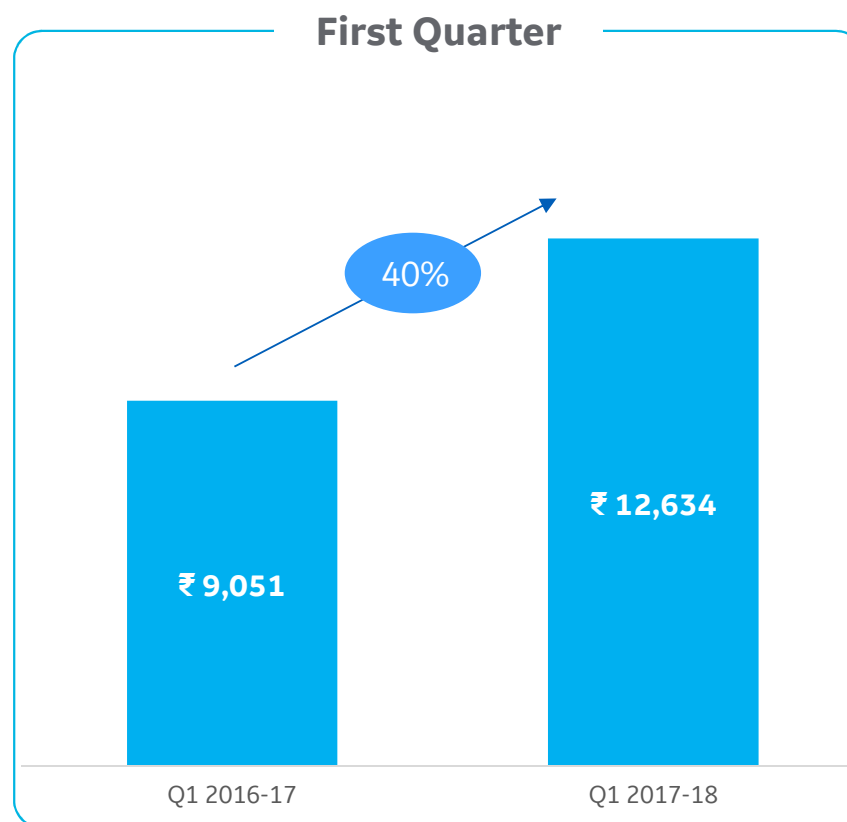


Key order wins in GIS, Solar and 765kV ... well positioned with a robust order book.



Sales execution

(Million ₹)

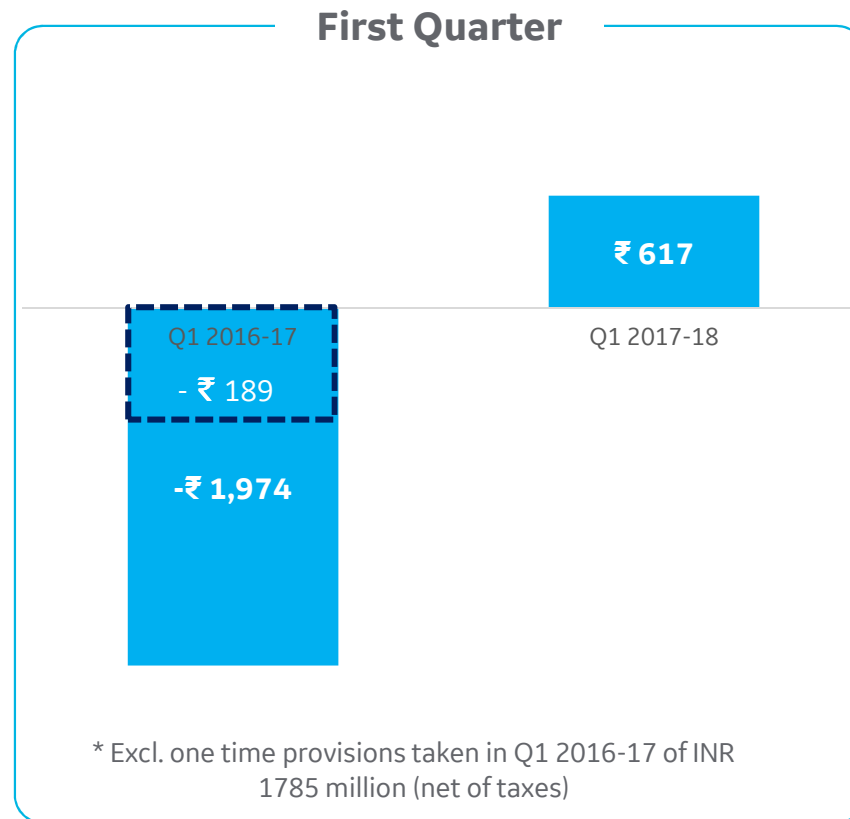


... execution focus driving sales



Profit after tax

(Million ₹)



... PAT driven by strong and profitable operational performance.



Key Data : 1st Quarter ended 30th June 2017

(Million ₹)

	Q1' 2017-18		
	Q1 2016-17	Q1 2017-18	Change Δ
Sales Revenue <i>(Including Excise Duty)</i>	9,051	12,634	40%
Operating Profit (EBIT)	-1703	1,253	
% of Sales	-18.8%	9.9%	+29pt
Profit after Tax	-1974*	617	
% of Sales	-21.8%	4.9%	+27pt
Working Capital Days	104 days	65 days	+ 39 days

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

- Operating Profit (91) MM & -1.0% of Sales.
- Profit after Tax (189)MM & -2.1% of Sales.



Thank you

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

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