

TD POWER SYSTEMS LIMITED

September 2016



Company Presentation



BUSINESS STRUCTURE



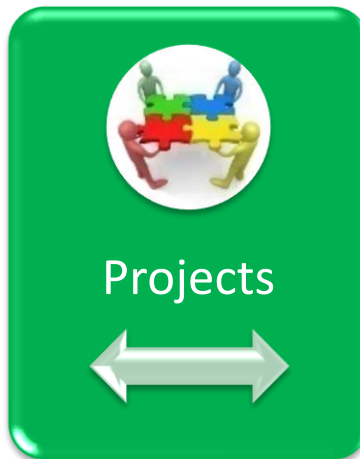
Integrated operations

- 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

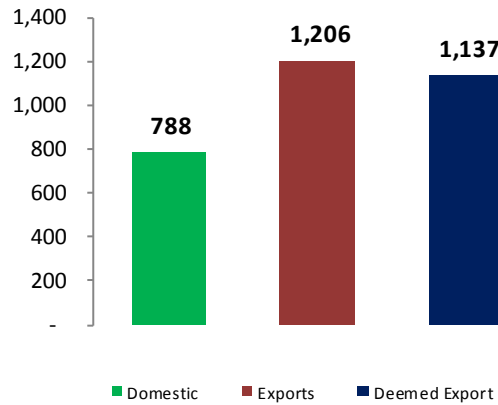
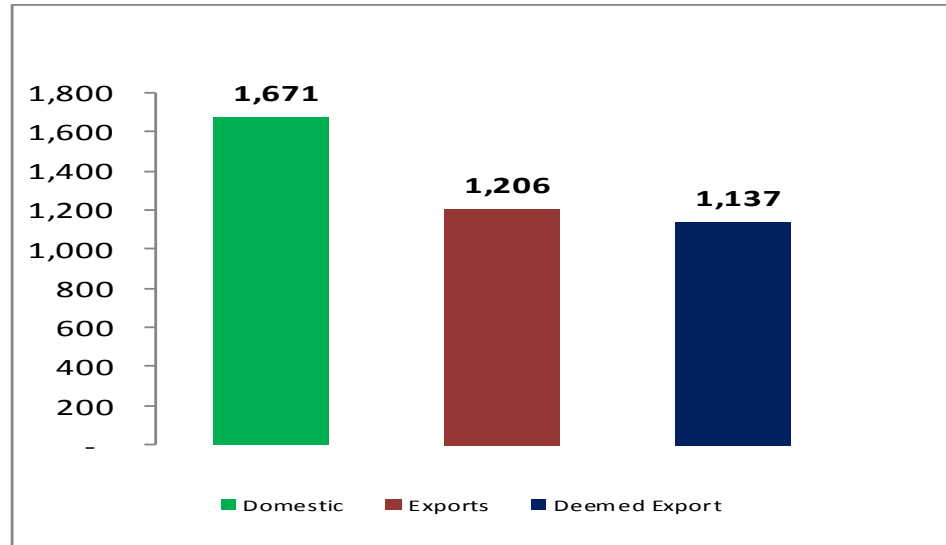


| Particulars (Rs Millions) | FY17 H1 | FY16 H1 | Y-on-Y Change |
|---------------------------|----------|----------|---------------|
| Total Income | 1,978.82 | 2,848.90 | (31)% |
| EBITDA | 142.82 | 170.09 | (16)% |
| <i>Margins (%)</i> | 7.22 | 5.97 | |
| Depreciation | 139.99 | 144.68 | (3)% |
|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

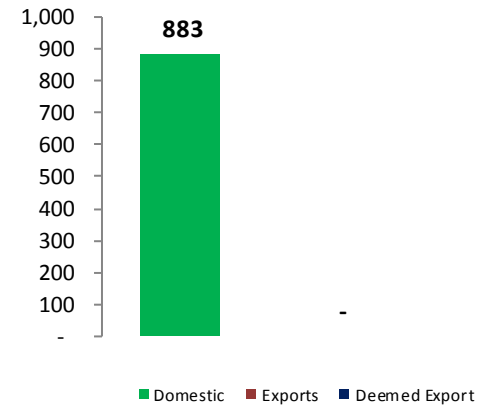
PENDING ORDER



Total – Rs. 4,015 Million



Manufacturing
Rs. 3,132 Million

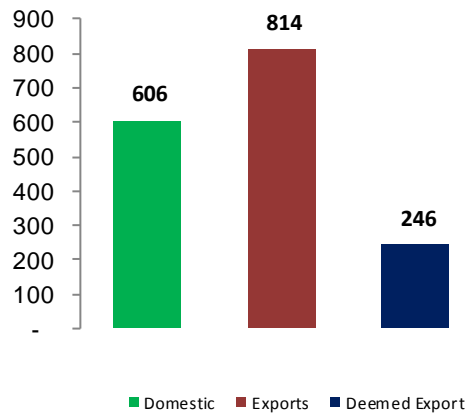
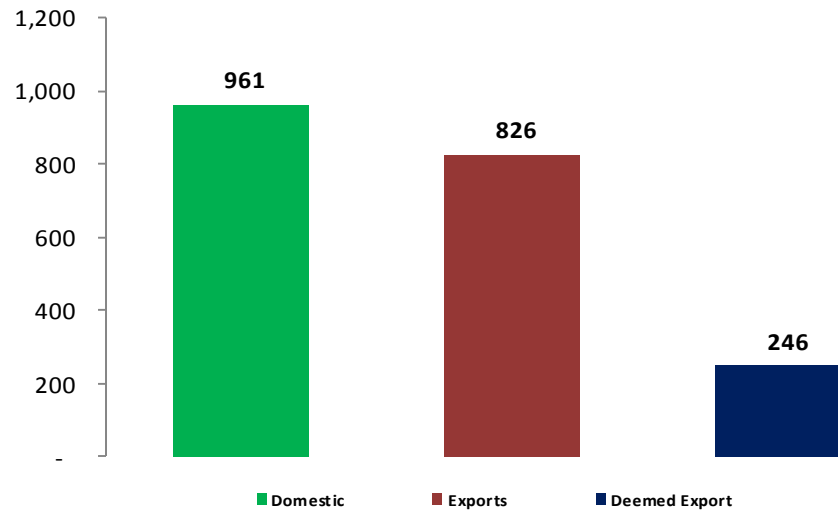


Projects Business
Rs. 883 Million

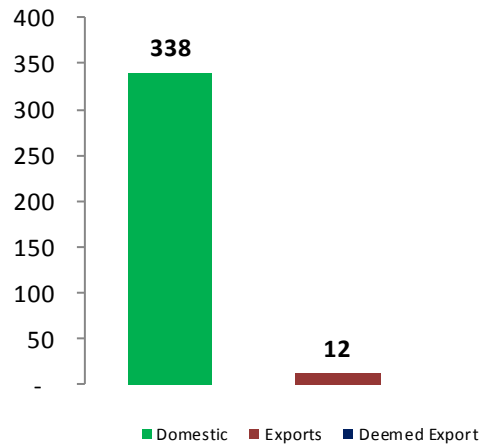
REVENUE ANALYSIS



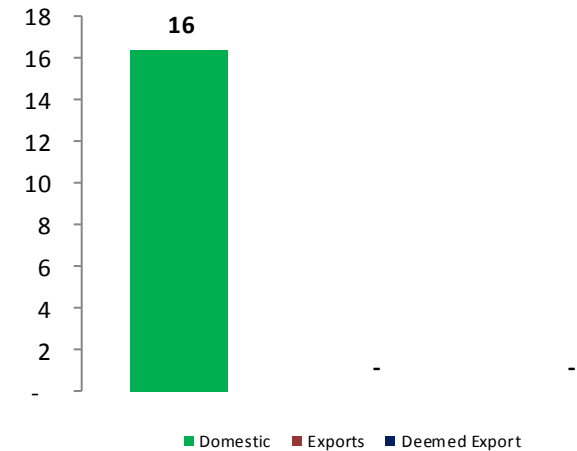
Total Revenue * Rs. 2,033 million



Manufacturing Revenues* - Rs. 1,666 million



Projects Business - Rs. 350 million



EPC Business - Rs. 16 million

* Prior to inter-segment and inter-company eliminations

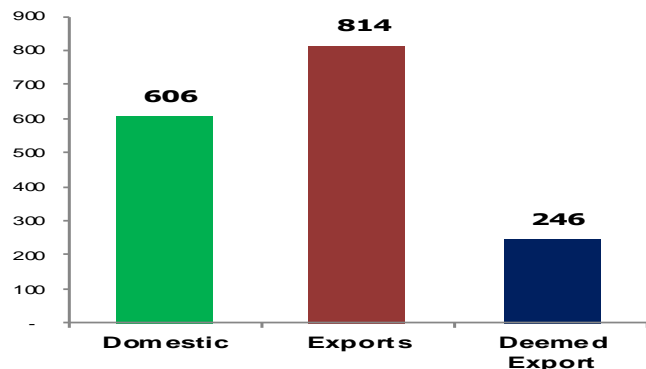
BUSINESS SEGMENT : MANUFACTURING



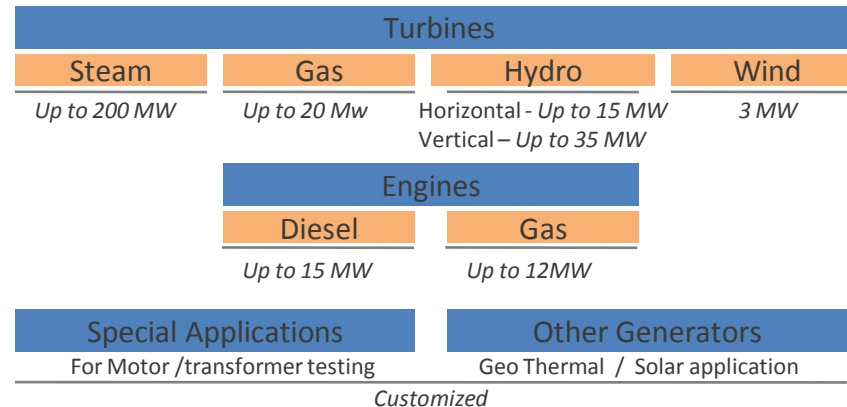
Business highlights

- 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.

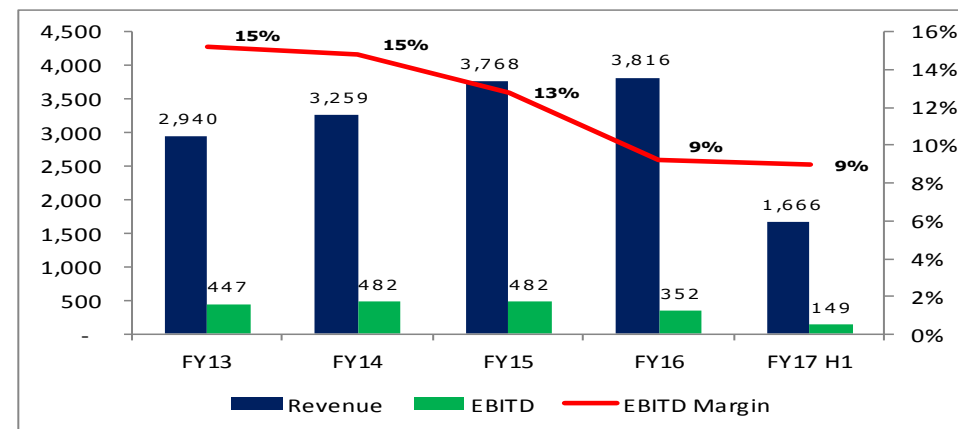
Revenue Analysis FY 17 H1 (Rs. 1,666 Mn)



AC Generators for various applications



Key Segment Financials (Rs Mn)

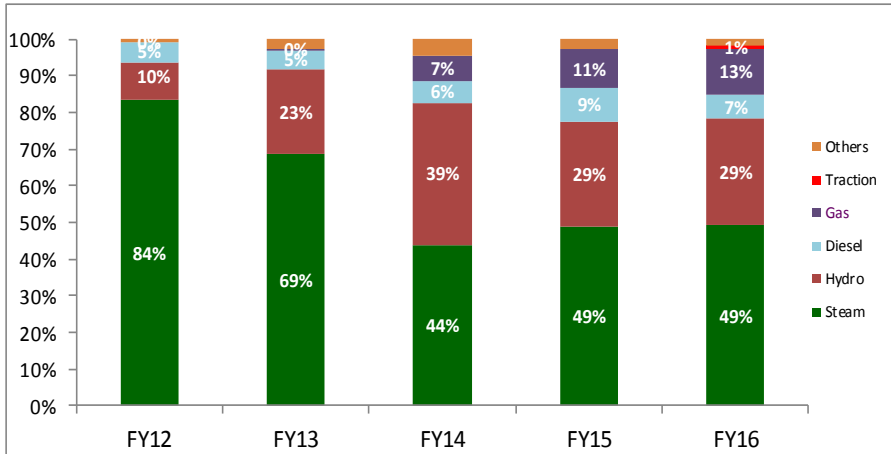


Segmental revenues without inter-segment & inter-company elimination. Segmental EBITD margins is on consol levels after adjusting income/expenses of wholly owned subsidiary. EBITDA – Earnings Before Interest, Taxes, Depreciation, Amortization

BUSINESS SEGMENT : MANUFACTURING

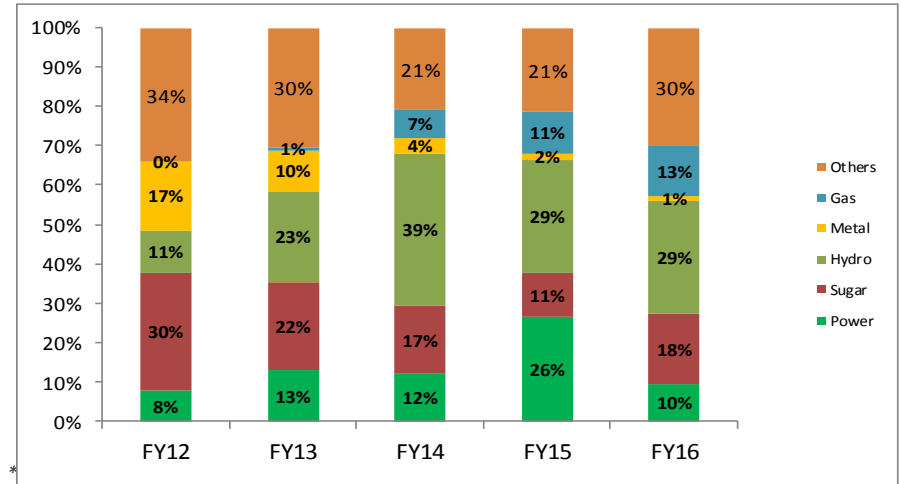


Product-wise sales (%)



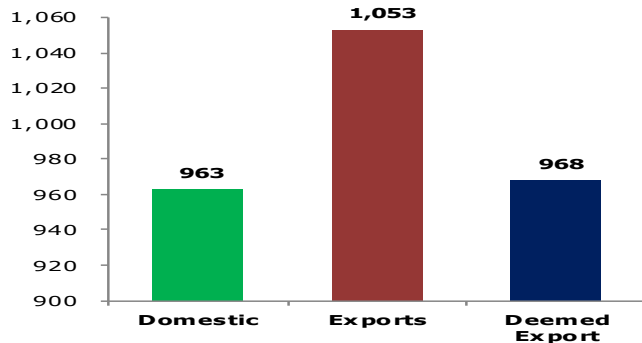
*Other units include generators for transformer motor testing applications not reflected in charts above

Key end user industries (%)

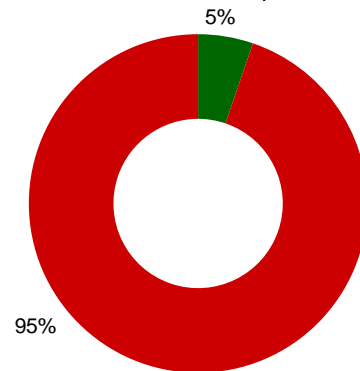


Pending Order FY17 Q1 (%) (Rs. 2,984 Mn)

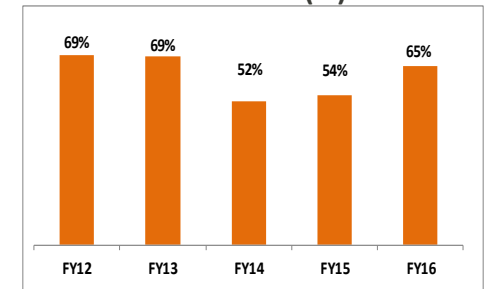
Customer Profile FY 16 (%)



New Customers Repeat Customers



Revenue of Top 10 Customers (%)*



* Of Restated Consolidated Net Sales

Product portfolio spread across diverse and loyal customer base

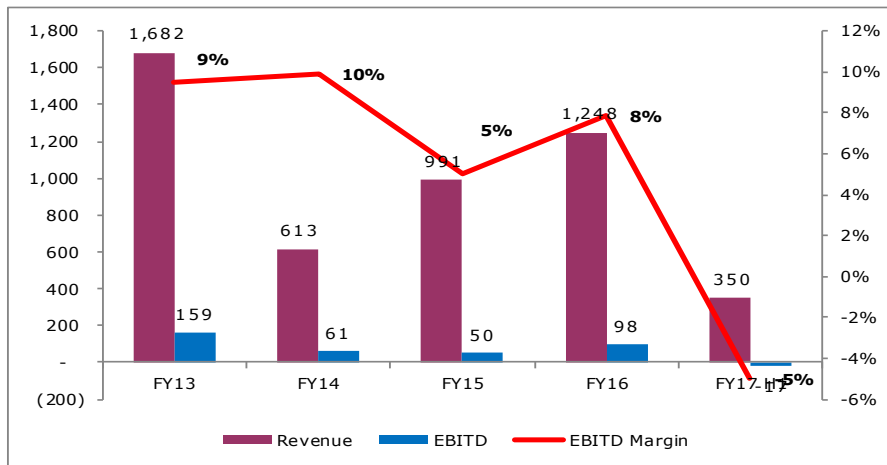
BUSINESS SEGMENT : PROJECT BUSINESS



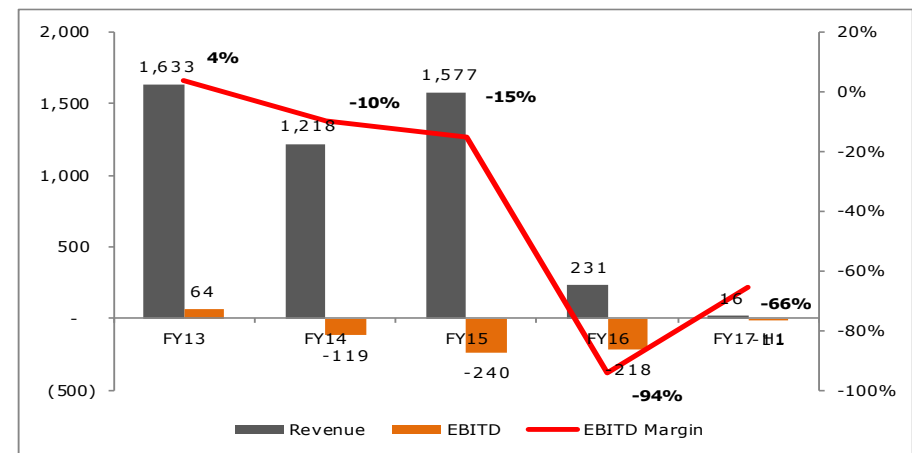
Business highlights

- 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 30th 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

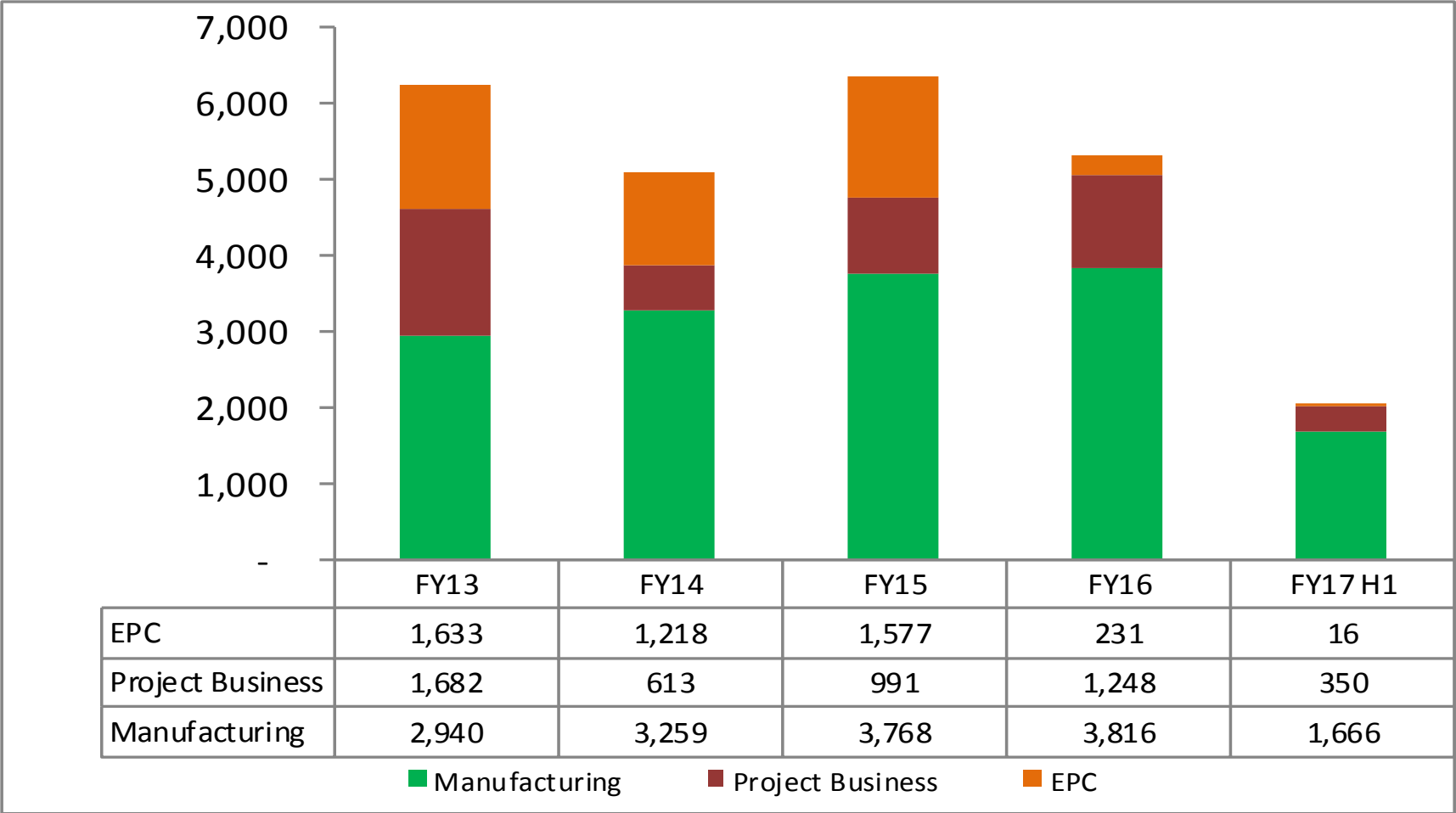
EBITDA – Earnings Before Interest, Taxes, Depreciation, Amortization

Established track record of executing power projects

Financial Track Record

Segmental Revenues Consolidated (Rs Mn)

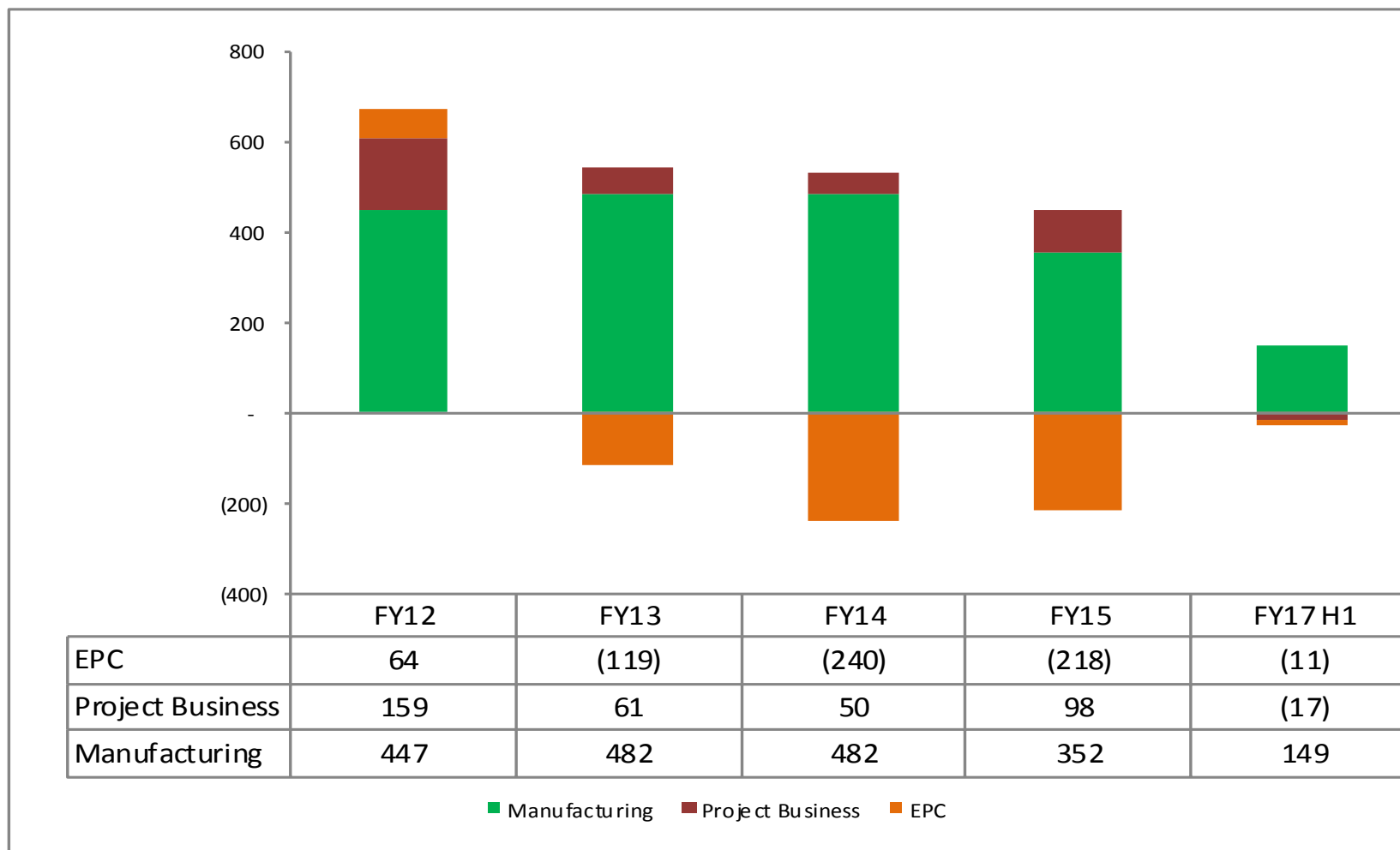
Consolidated



Financial Track Record

Segmental EBITDA Consolidated (Rs Mn)

Consolidated



P & L Snapshot

Consolidated

| Rs Mn | FY13 | FY14 | FY15 | FY16 | Sept 16 |
|---|--------------|--------------|----------------|----------------|---------------|
| Sales | 5,871 | 4,802 | 5,974 | 5,068 | 1,872 |
| EBITDA | 495 | 198 | 141 | 67 | 36 |
| 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 |
| Restated PAT after minority interest | 417 | 227 | (9) | (92) | (9) |
| <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 |
| Source of Funds | 5,348 | 5,851 | 5,691 | 5,162 | 5,329 |
| Net Worth | 4,941 | 5,076 | 4,940 | 4,733 | 4,729 |
| Minority Interest | | | | | |
| Borrowings | 270 | 630 | 574 | 276 | 454 |
| Deferred Tax Liability | 137 | 146 | 177 | 153 | 146 |
| Uses of Funds | 5,348 | 5,851 | 5,691 | 5,162 | 5,329 |
| Gross Block | 2,447 | 2,788 | 3,542 | 3,681 | 3,693 |
| Less :- Depreciation | 449 | 594 | 876 | 1,136 | 1,265 |
| Net Block | 1,998 | 2,194 | 2,667 | 2,545 | 2,427 |
| CWIP | 162 | 540 | - | 7 | 7 |
| Technical Knowhow | - | - | 49 | 37 | 31 |
| Net Working Capital incl. cash | 3,188 | 3,117 | 2,975 | 2,574 | 2,864 |
| 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 |

THANK YOU

