

# TD POWER SYSTEMS LIMITED



*December 2014*

## *Q3 & 9M Financial Results Presentation*



# BUSINESS STRUCTURE



## Integrated operations

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



### Manufacturer of AC Generators

#### (Generators of capacities 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 2,566 generators, including generators exported to 61 countries, with aggregate output capacity of 20,003 MW
- Two 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 107 TG island projects with aggregate output capacity of 2,152 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 11 BTG island projects with aggregate output capacity of 943 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 : FY15 Q3

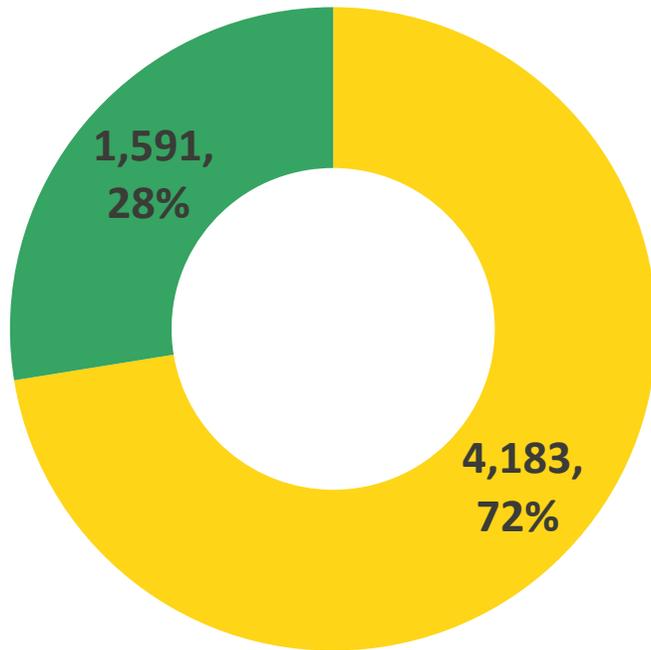


Particulars – Rs Millions	FY15 Q3	FY14 Q3	Y-on-Y Change
Total Income	4,255.26	3,254.33	30.76%
EBITDA	276.04	319.37	(13.57%)
<i>Margins (%)</i>	<i>6.5%</i>	<i>9.8%</i>	
Depreciation	217.06	109.25	98.69%
Interest	26.96	24.81	8.65%
PBT	32.03	185.31	(82.72%)
Tax	46.90	100.42	(53.29%)
PAT	(14.88)	84.89	(117.53%)

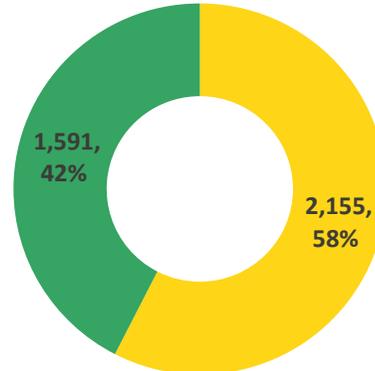
# PENDING ORDER



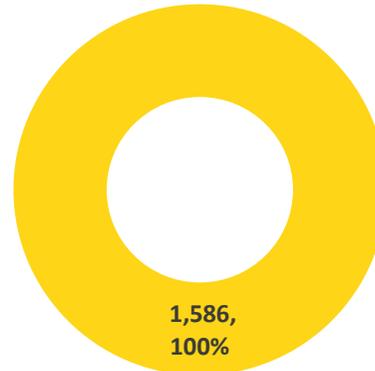
■ Domestic ■ Export



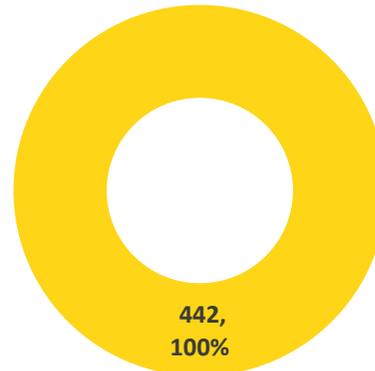
Total Order Book  
Rs. 5,774 million



Manufacturing  
Rs. 3,746 Million



Projects Business  
Rs. 1,586 Million



EPC Business  
Rs. 442 Million

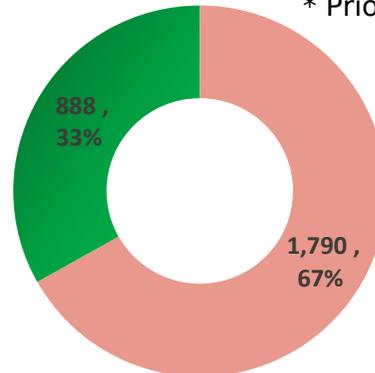
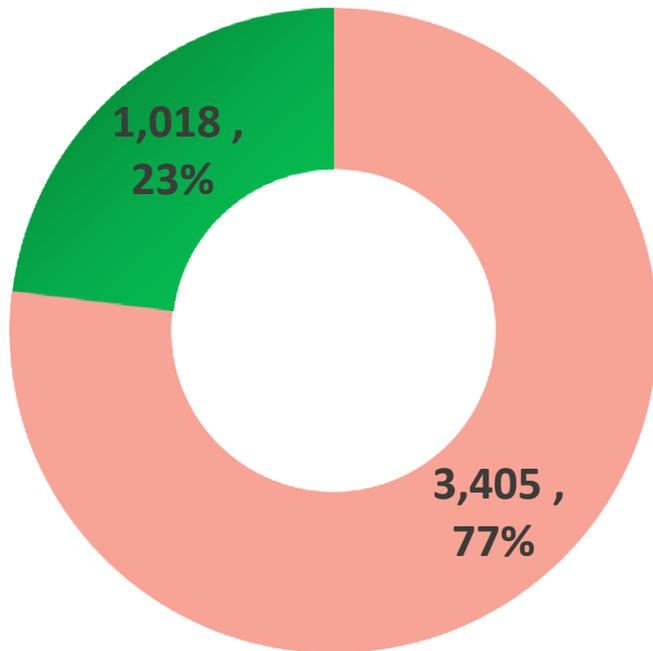
# REVENUE ANALYSIS



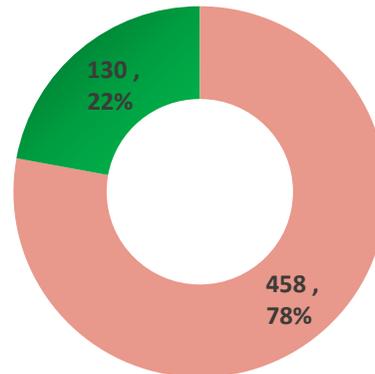
\* Prior to inter-segment and inter-company eliminations

Total Revenue \* Rs. 4,423 million

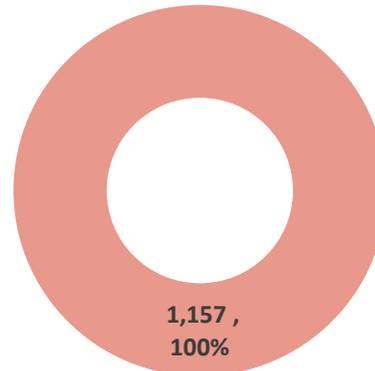
Domestic Export



Manufacturing Revenues\*  
Rs. 2,678 million



Projects Business Revenues  
Rs. 588 million



EPC Business Revenues  
Rs. 1,157 million

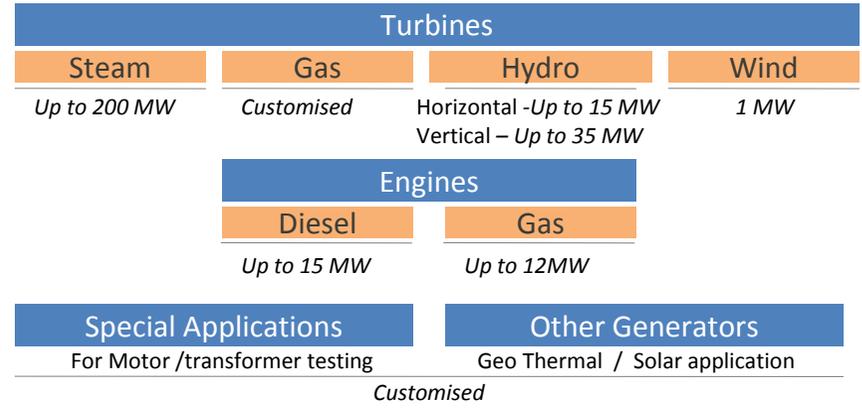
# BUSINESS SEGMENT: MANUFACTURING



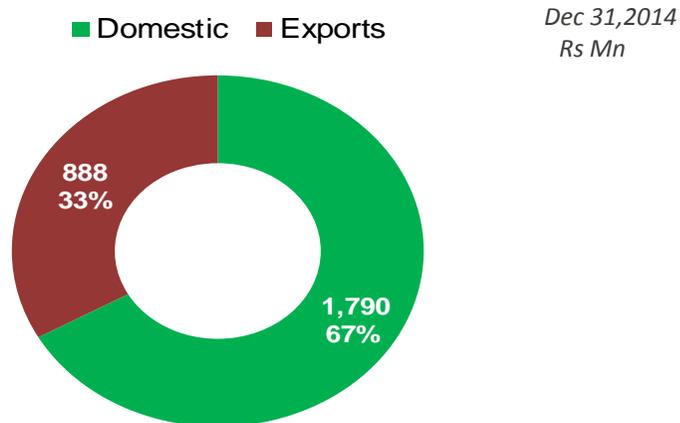
## Business highlights

- 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
- 2,566 generators supplied as of December 30, 2014 with an aggregate output capacity of over 20,003 MW in 61 Countries
- Three manufacturing facilities in Bangalore equipped with the latest technology
- Our generators have been approved by leading engineering consultants

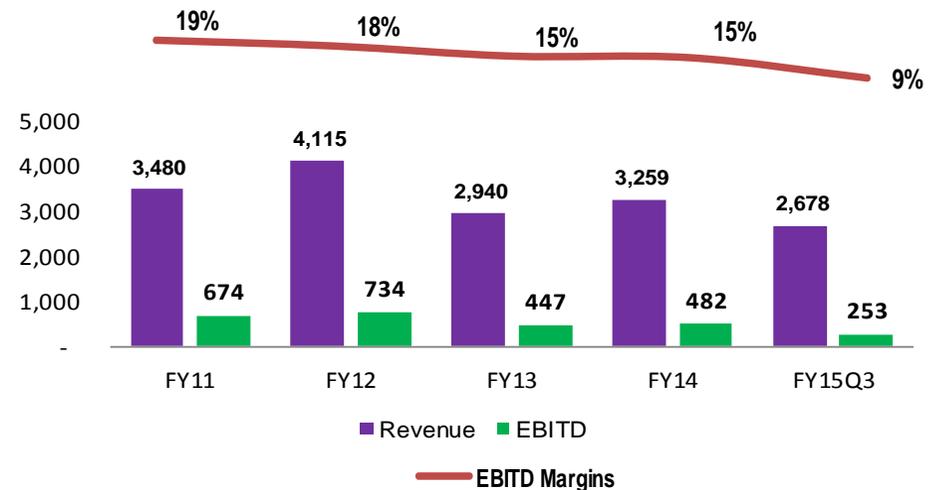
## AC Generators for various applications



## Revenue Analysis (Rs. 2,678 Mn)



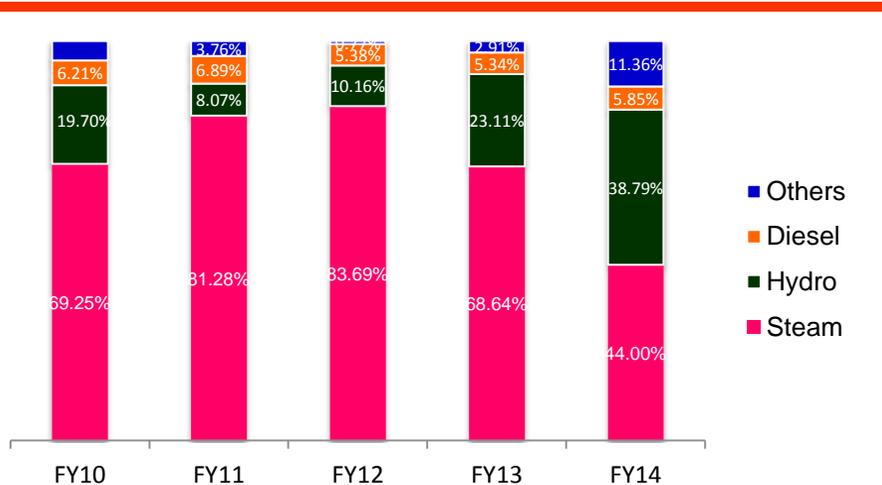
## Key Segment Financials (Rs Mn)



# BUSINESS SEGMENT : MANUFACTURING

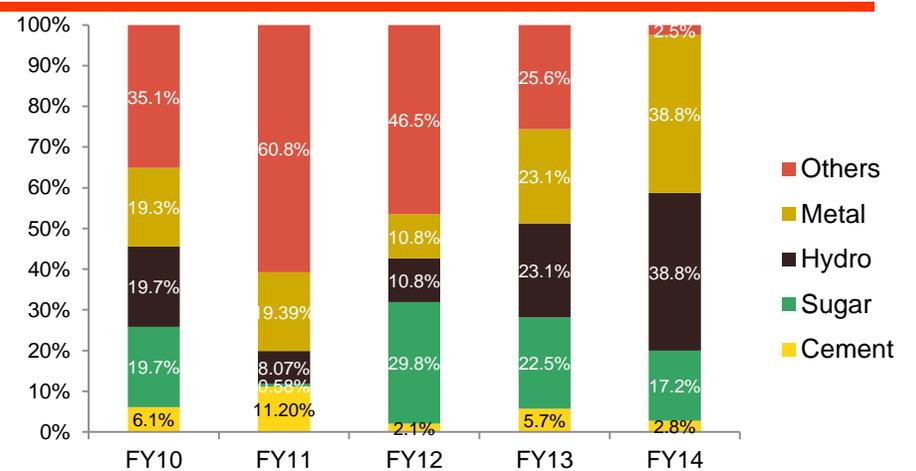


Product-wise sales (%)



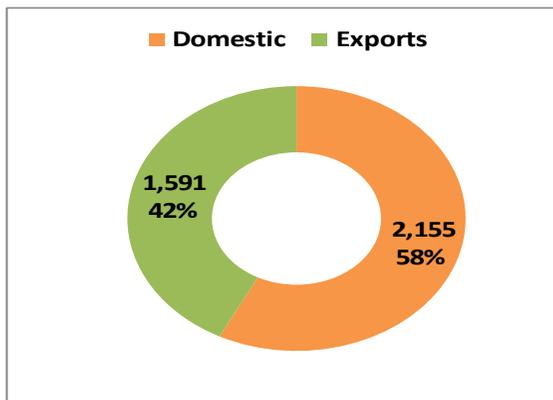
\*Other units include generators for transformer motor testing applications not reflected in charts above

Key end user industries (%)

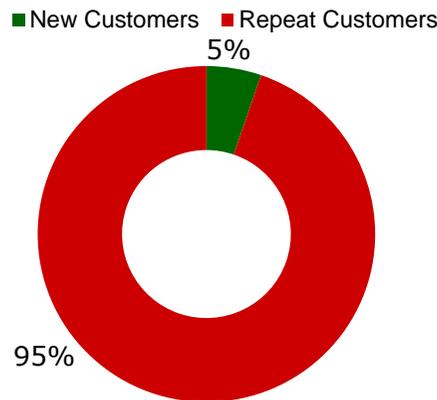


\* Others include Chemical, Food, Paper, Textile, Process, Wind, Distillery, Fertilizer etc

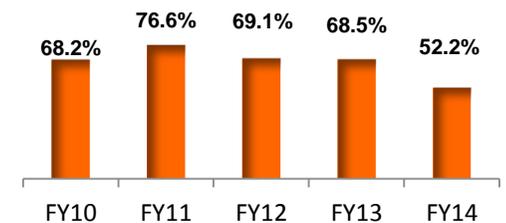
Pending Order FY15 Q3 (%) (Rs. 3,746 Mn)



Customer Profile FY 14 (%)



Revenue of Top 10 Customers (%)\*



\* Of Restated Consolidated Net Sales

Product portfolio spread across diverse and loyal customer base

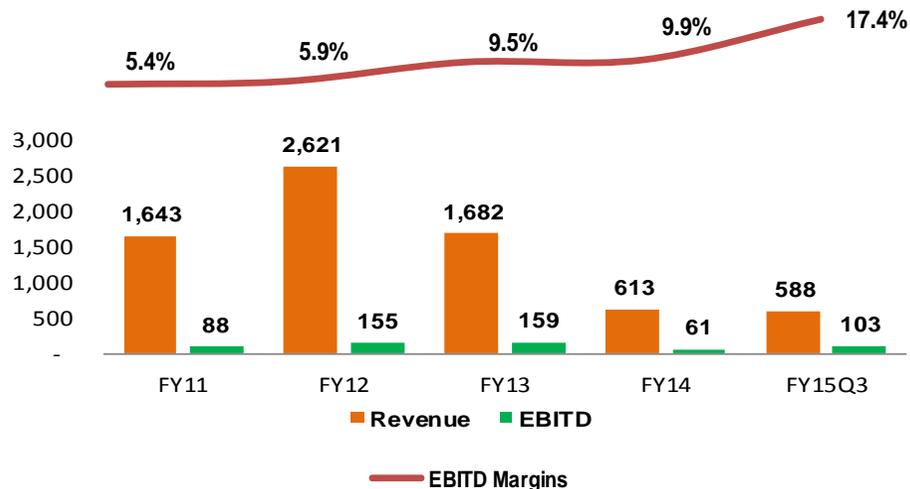
# BUSINESS SEGMENT : PROJECT BUSINESS



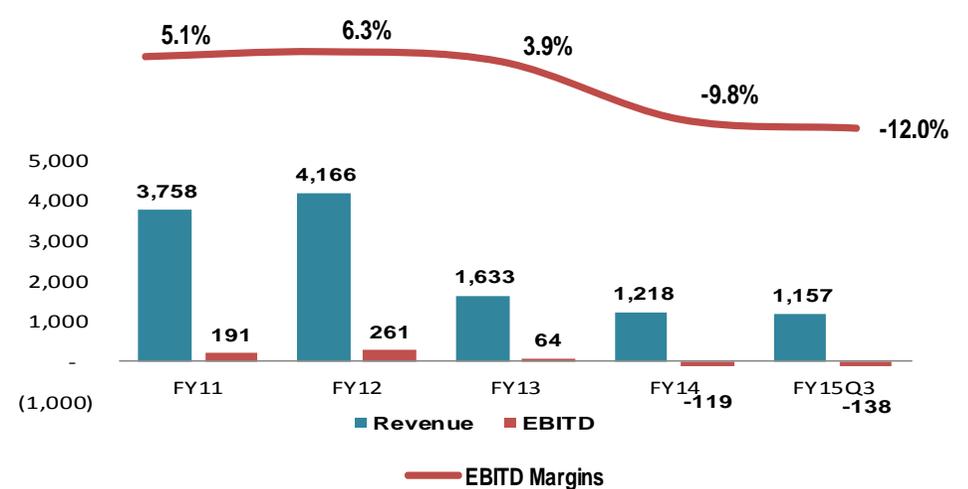
## Business highlights

- 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 118 projects aggregating 3,105 MW in India and abroad (107 TG island projects and 11 BTG island projects)
- Experienced teams with established track record and reputation for efficient project management
- Power Projects order book as on December 31<sup>st</sup>, 2014 stands at Rs 2,028 Mn (78% in TDPS, 22% in DFPS)

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



EPC Projects – Key segment Financials (Rs Mn)



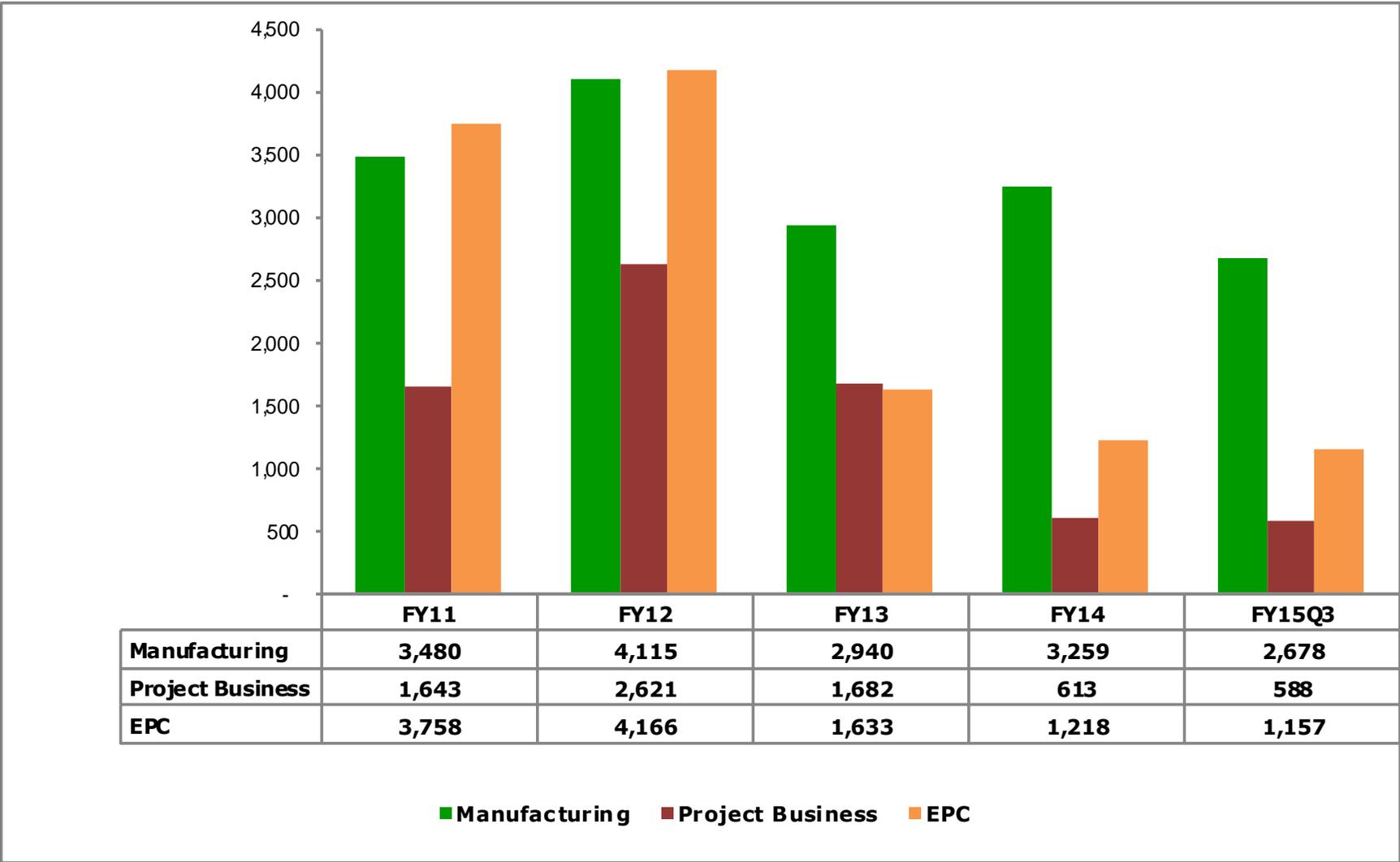
EBITDA – Earnings Before Interest, Taxes, Depreciation, Amortization

Established track record of executing power projects

# Financial Track Record

## Segmental Revenues Consolidated (Rs Mn)

Consolidated



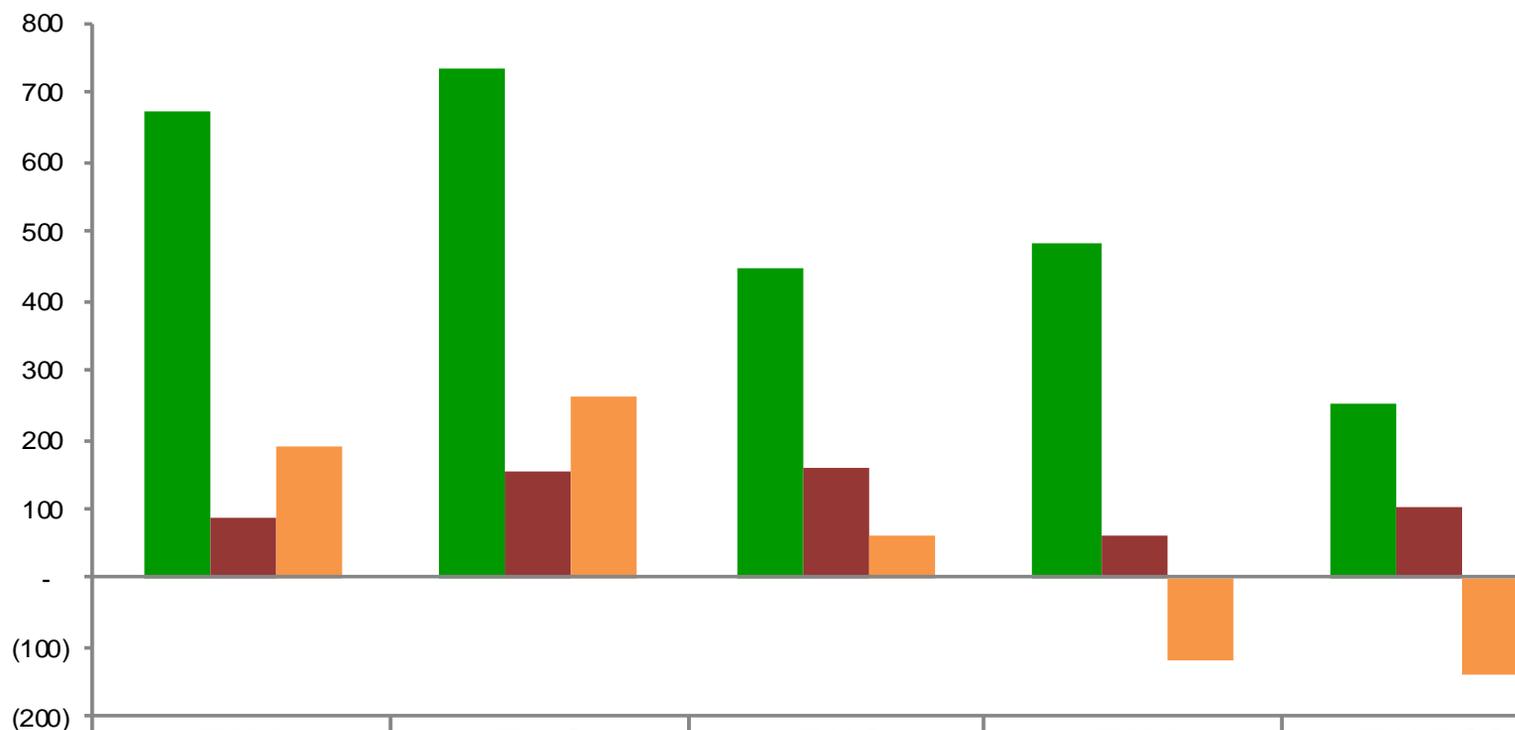
Segmental revenues without inter-segment elimination

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

# Financial Track Record

## Segmental EBITDA Consolidated (Rs Mn)

Consolidated



	FY11	FY12	FY13	FY14	FY15 Q3
<b>Manufacturing</b>	<b>674</b>	<b>734</b>	<b>447</b>	<b>482</b>	<b>253</b>
<b>Project Business</b>	<b>88</b>	<b>155</b>	<b>159</b>	<b>61</b>	<b>103</b>
<b>EPC</b>	<b>191</b>	<b>261</b>	<b>64</b>	<b>(119)</b>	<b>(138)</b>

■ Manufacturing ■ Project Business ■ EPC

## P & L Snapshot

### Consolidated

Rs Mn	FY11	FY12	FY13	FY14	FY15 Q3
<b>Sales</b>	<b>8,637</b>	<b>10,316</b>	<b>5,871</b>	<b>4,802</b>	<b>4,104</b>
<b>EBITDA</b>	<b>894</b>	<b>919</b>	<b>495</b>	<b>198</b>	<b>125</b>
Depreciation (incl. Amortization)	80	91	124	150	217
EBIT	814	827	371	49	(93)
Other Income	109	224	308	341	152
Interest and Finance Charges	67	66	34	36	27
PBT	856	986	644	354	32
Tax	289	326	227	126	47
Restated PAT	567	671	417	227	(15)
Minority Interest	0	0	0	0	0
<b>Restated PAT after minority interest</b>	<b>567</b>	<b>671</b>	<b>417</b>	<b>227</b>	<b>(15)</b>
<i>EBITDA margin (%)</i>	<i>10.4%</i>	<i>8.6%</i>	<i>8.4%</i>	<i>4.1%</i>	<i>(3.0%)</i>
<i>PAT margin (%)</i>	<i>6.6%</i>	<i>6.1%</i>	<i>7.1%</i>	<i>4.7%</i>	<i>(-0.4%)</i>

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

## Balance Sheet Snapshot

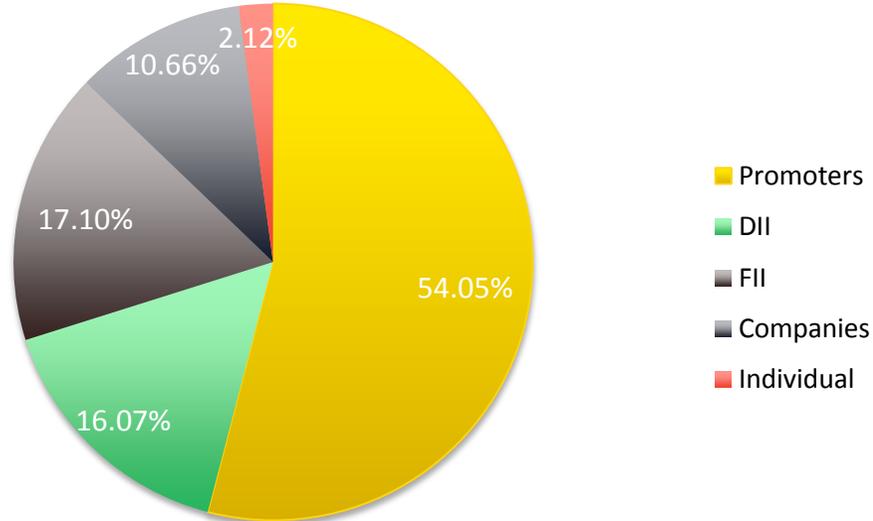
Rs Mn	Consolidated				
	As on				
	Mar-11	Mar-12	Mar-13	Mar-14	Dec-14
<b>Source of Funds</b>	<b>2,800</b>	<b>5,035</b>	<b>5,348</b>	<b>5,851</b>	<b>5,816</b>
<b>Net Worth</b>	<b>1,873</b>	<b>4,603</b>	<b>4,941</b>	<b>5,076</b>	<b>5,040</b>
<b>Minority Interest</b>					
<b>Borrowings</b>	<b>856</b>	<b>346</b>	<b>270</b>	<b>630</b>	<b>618</b>
<b>Deferred Tax Liability</b>	<b>72</b>	<b>85</b>	<b>137</b>	<b>146</b>	<b>158</b>
<b>Uses of Funds</b>	<b>2,800</b>	<b>5,035</b>	<b>5,348</b>	<b>5,851</b>	<b>5,816</b>
Gross Block	1,368	1,641	2,447	2,788	3,534
Less :- Depreciation	236	326	449	594	811
<b>Net Block</b>	<b>1,132</b>	<b>1,315</b>	<b>1,998</b>	<b>2,194</b>	<b>2,724</b>
<b>CWIP</b>	<b>20</b>	<b>126</b>	<b>162</b>	<b>540</b>	<b>-</b>
<b>Technical Knowhow</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>52</b>
<b>Net Working Capital incl. cash</b>	<b>1,648</b>	<b>3,593</b>	<b>3,188</b>	<b>3,117</b>	<b>3,040</b>
Current Assets	5,540	7,413	6,259	6,946	6,545
Inventories	777	830	530	863	908
Sundry Debtors	2,040	2,402	1,778	2,218	1,524
Cash and Bank Balances	2,078	3,022	2,905	2,404	2,961
Loans & Advances	645	1,159	1,046	1,461	1,152
Current Liabilities	3,767	3,676	2,938	3,680	3,435
Provisions	126	144	133	149	70

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

# SHAREHOLDING STRUCTURE

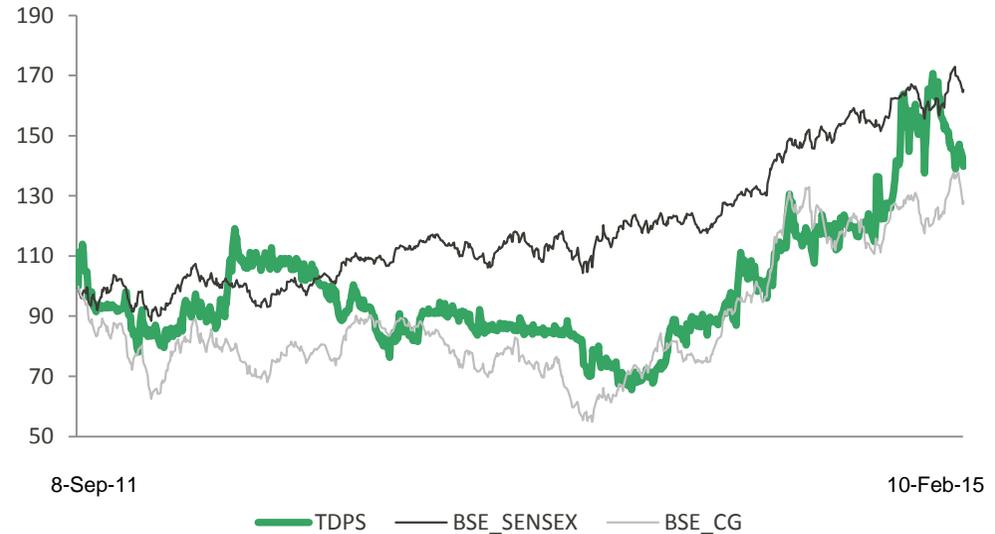


## Shareholding %



As on Dec 31, 2014

## TDPS stock price movement



## Key Institutional Shareholding

Sequoia	5.7%
Capital	4.7%
India Value Fund	3.7%
IDFC MF	4.6%
Barings PE	2.4%

THANK YOU

