

TD POWER SYSTEMS LIMITED



August 2014

Q1 FY2015 Results Presentation



MANAGING DIRECTOR'S MESSAGE



Nikhil Kumar
Managing Director
TD Power Systems Limited

“The new fiscal year has started on a positive note for TDPS with significant improvement in order inflows in the manufacturing segment. New manufacturing orders in Q1 aggregated Rs. 145 crore, compared to Rs. 91 crore in the corresponding quarter last year. This is the highest order intake ever achieved in any one quarter through our 14-year tenure. We see the strong business visibility continuing into Q2, both in domestic as well as exports markets. Based on this, we reiterate our guidance of 20% manufacturing growth with about 16% margins. Overall, we are focused on building on the engines of growth in both India and key global markets to deliver secular growth over a longer timeframe by leveraging our existing production infrastructure and relationships. “

FINANCIALS : FY15 Q1

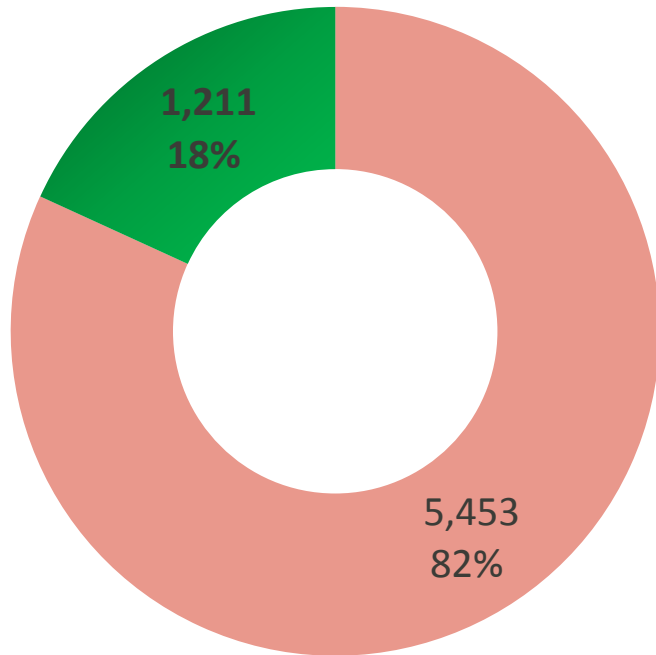


Particulars – Rs Millions	FY15 Q1	FY14 Q1	Y-on-Y Change
Total Income	933.96	885.13	5.52%
EBITDA	(9.63)	122.86	(53.72)%
Margins (%)	(1.03)%	13.88%	
Depreciation	73.86	34.62	113.33%
Interest	9.14	7.16	27.69%
PBT	(92.63)	81.07	(214.52)%
Tax	(0.21)	33.43	
PAT	(92.42)	47.64	(293.98)%

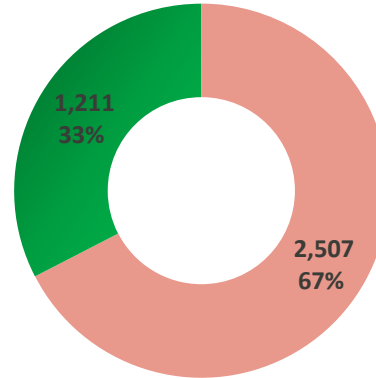
PENDING ORDER



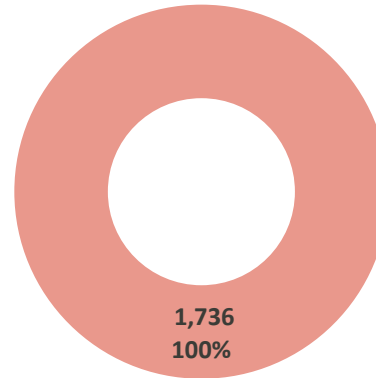
■ Domestic ■ Export



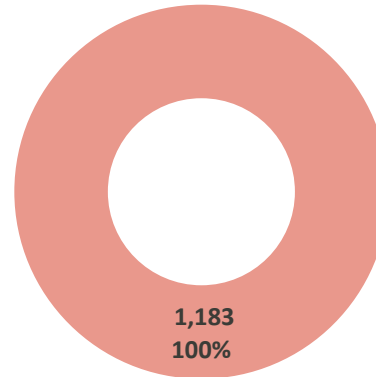
Total Order Book
6,664 million



Manufacturing
Rs. 3,718 Million



Projects Business
Rs. 1,763 Million



EPC Business
Rs. 1,183 Million

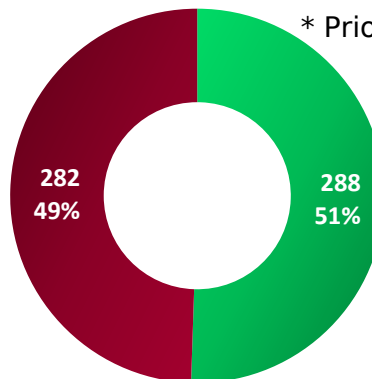
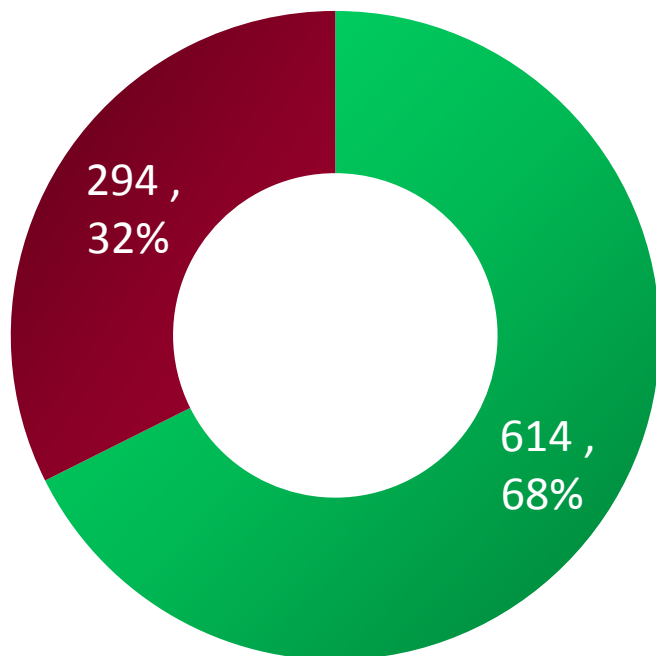
REVENUE ANALYSIS



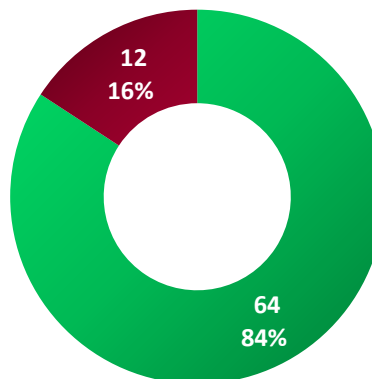
* Prior to inter-segment and inter-company eliminations

Total Revenue * Rs. 909 million

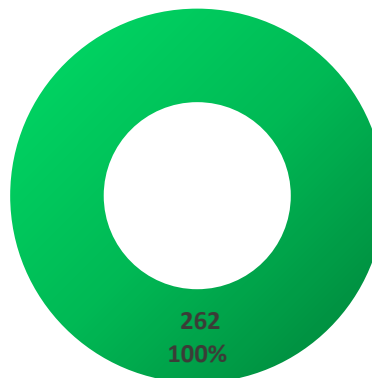
■ Domestic ■ Export



Manufacturing Revenues*
571 million



Projects Business Revenues
76 million



EPC Business Revenues
262 million

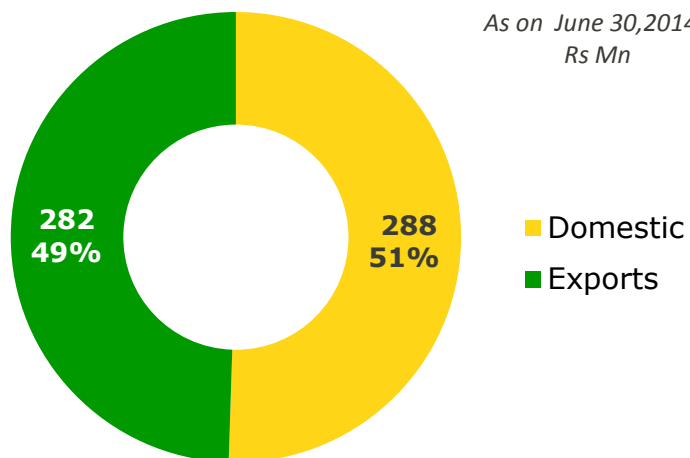
BUSINESS SEGMENT : MANUFACTURING



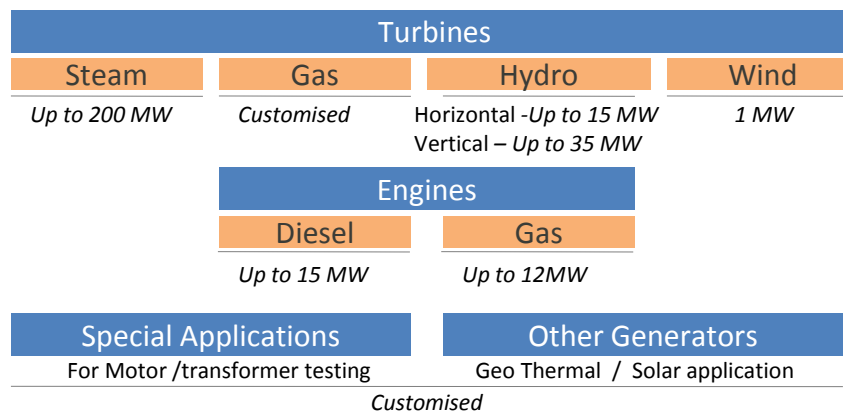
Business highlights

- 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
- 2,380 generators supplied as of June 30, 2014 with an aggregate output capacity of over 18,805 MW in 60 Countries
- Three manufacturing facilities in Bangalore equipped with the latest technology
- Our generators have been approved by leading engineering consultants

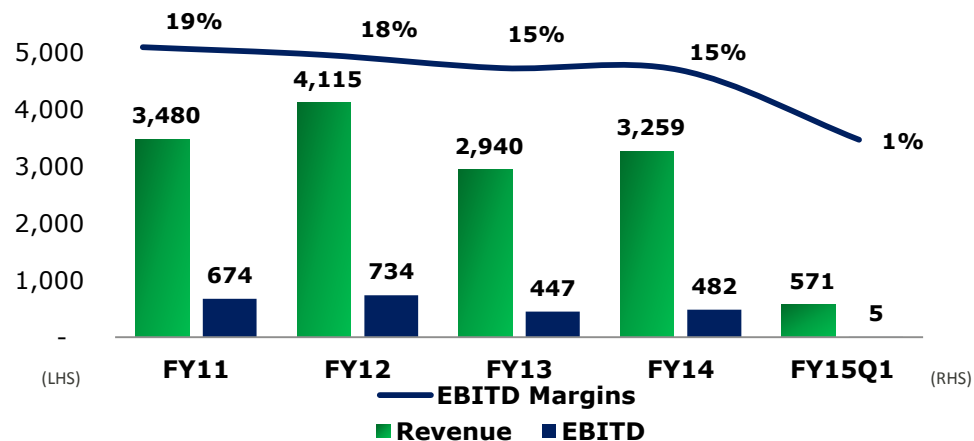
Revenue Analysis (Rs 571 Mn)



AC Generators for various applications



Key Segment Financials (Rs Mn)



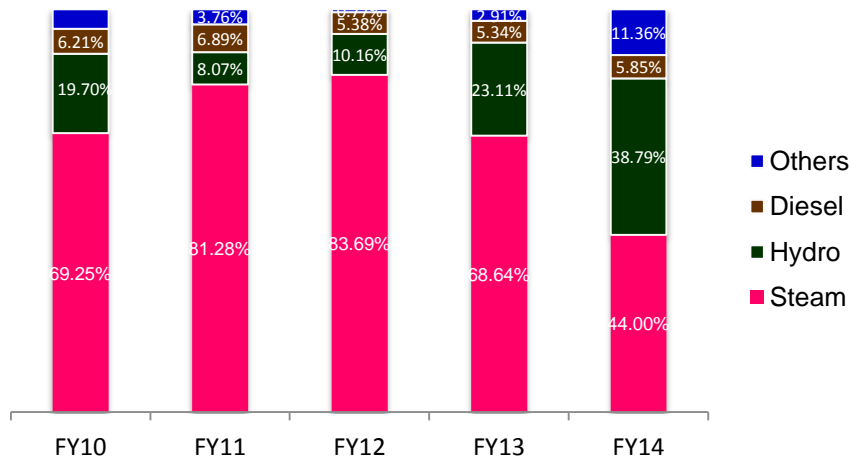
Segmental revenues without inter-segment & inter-company elimination. Segmental EBITD margins is on consol levels after adjusting income/expenses of wholly owned subsidiary.

EBITDA – Earnings Before Interest, Taxes, Depreciation, Amortization

BUSINESS SEGMENT : MANUFACTURING

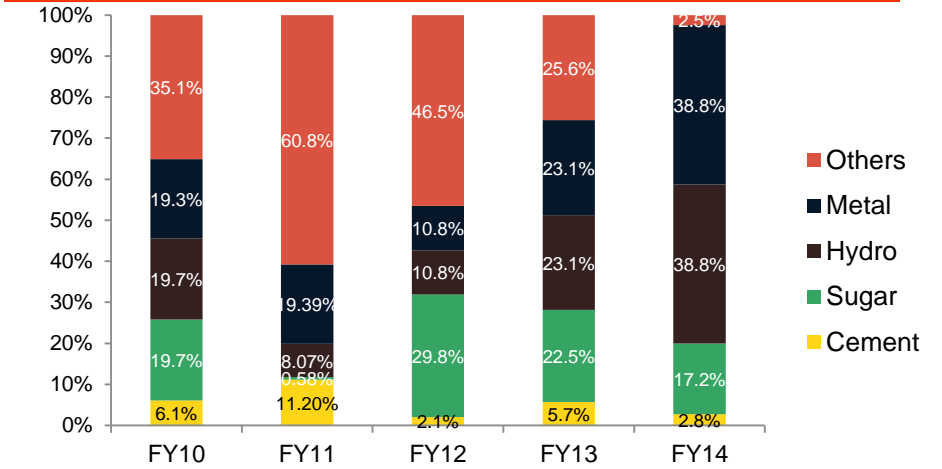


Product-wise sales (%)



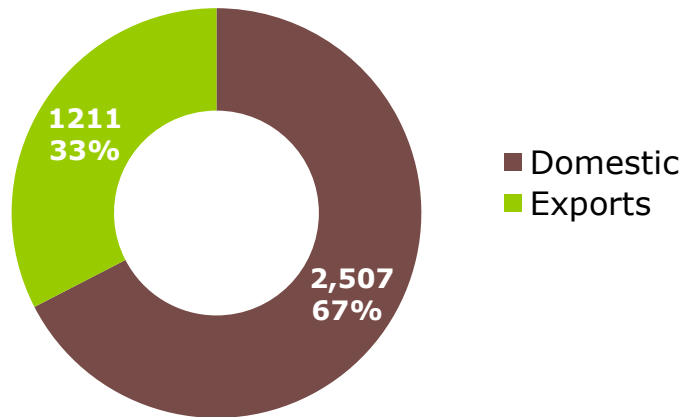
*Other units include generators for transformer motor testing applications not reflected in charts above

Key end user industries (%)

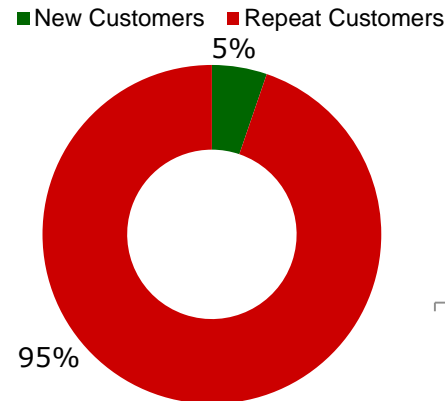


* Others include Chemical, Food, Paper, Textile, Process, Wind, Distillery, Fertilizer etc

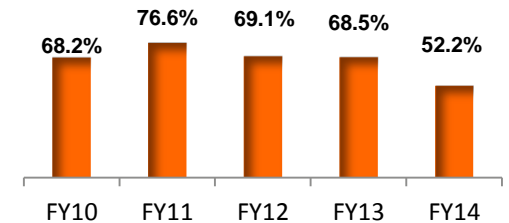
Pending Order FY15 Q1 (%)



Customer Profile FY 14 (%)



Revenue of Top 10 Customers (%)*



* Of Restated Consolidated Net Sales

Product portfolio spread across diverse and loyal customer base

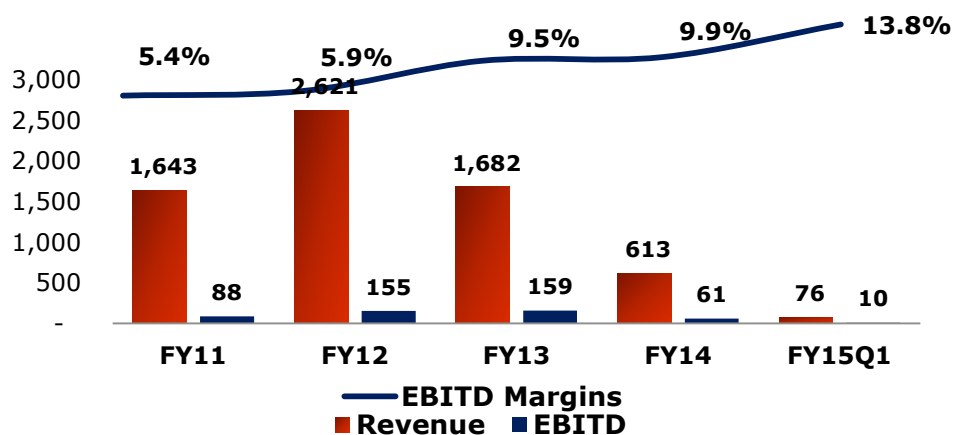
BUSINESS SEGMENT : PROJECT BUSINESS



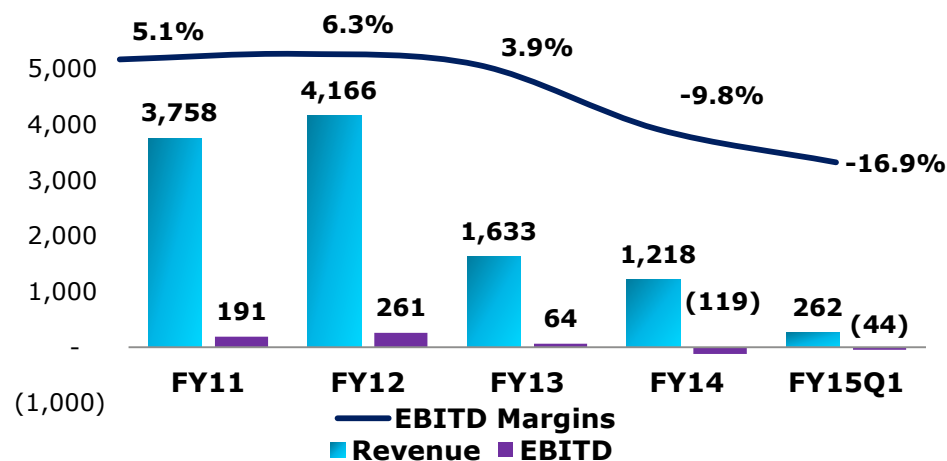
Business highlights

- 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 117 projects aggregating 3,087 MW in India and abroad (106 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 June 30th, 2014 stands at Rs 2,946 Mn (60% in TDPS, 40% in DFPS)

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

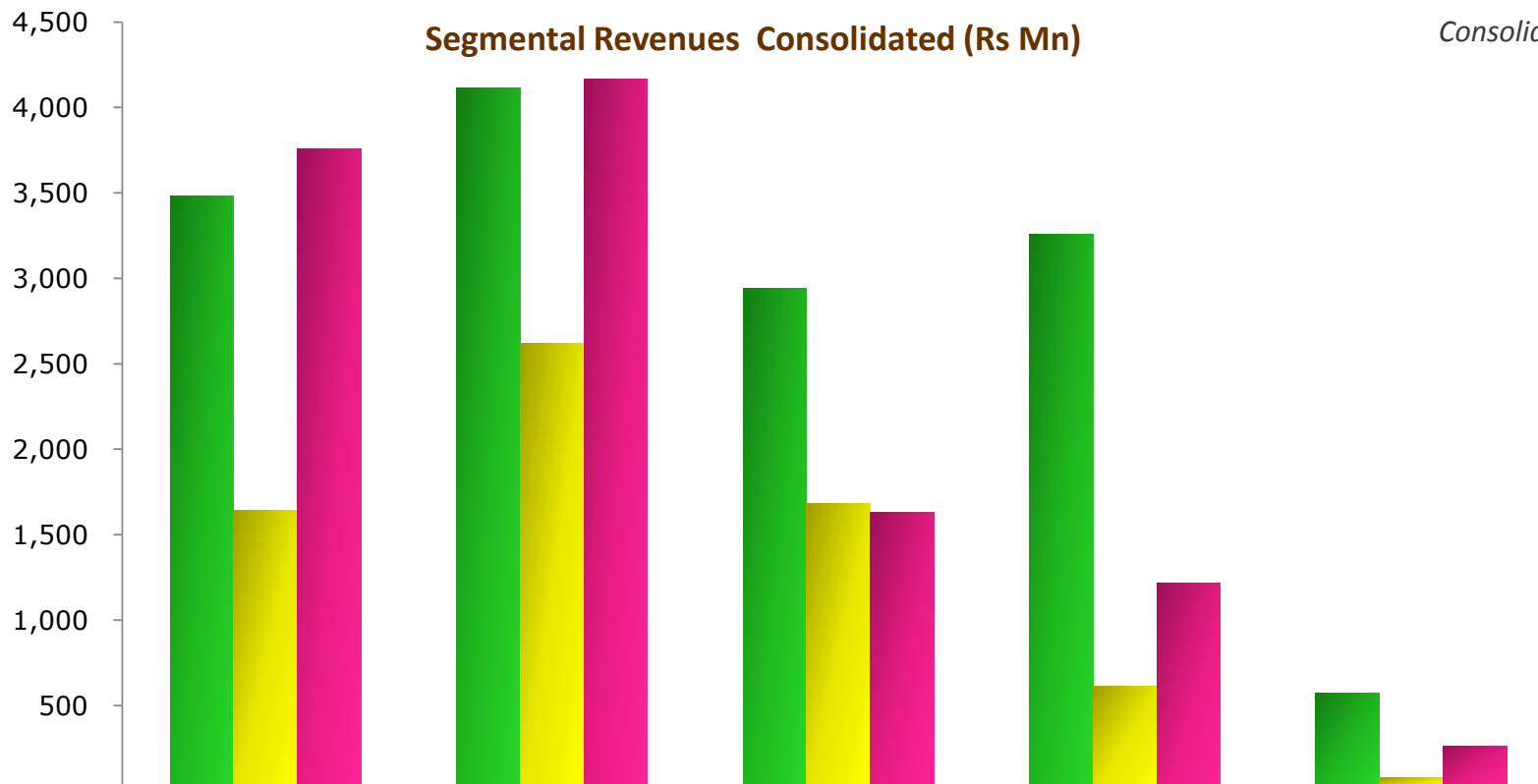
Established track record of executing power projects

FINANCIAL TRACK RECORD



Consolidated

Segmental Revenues Consolidated (Rs Mn)



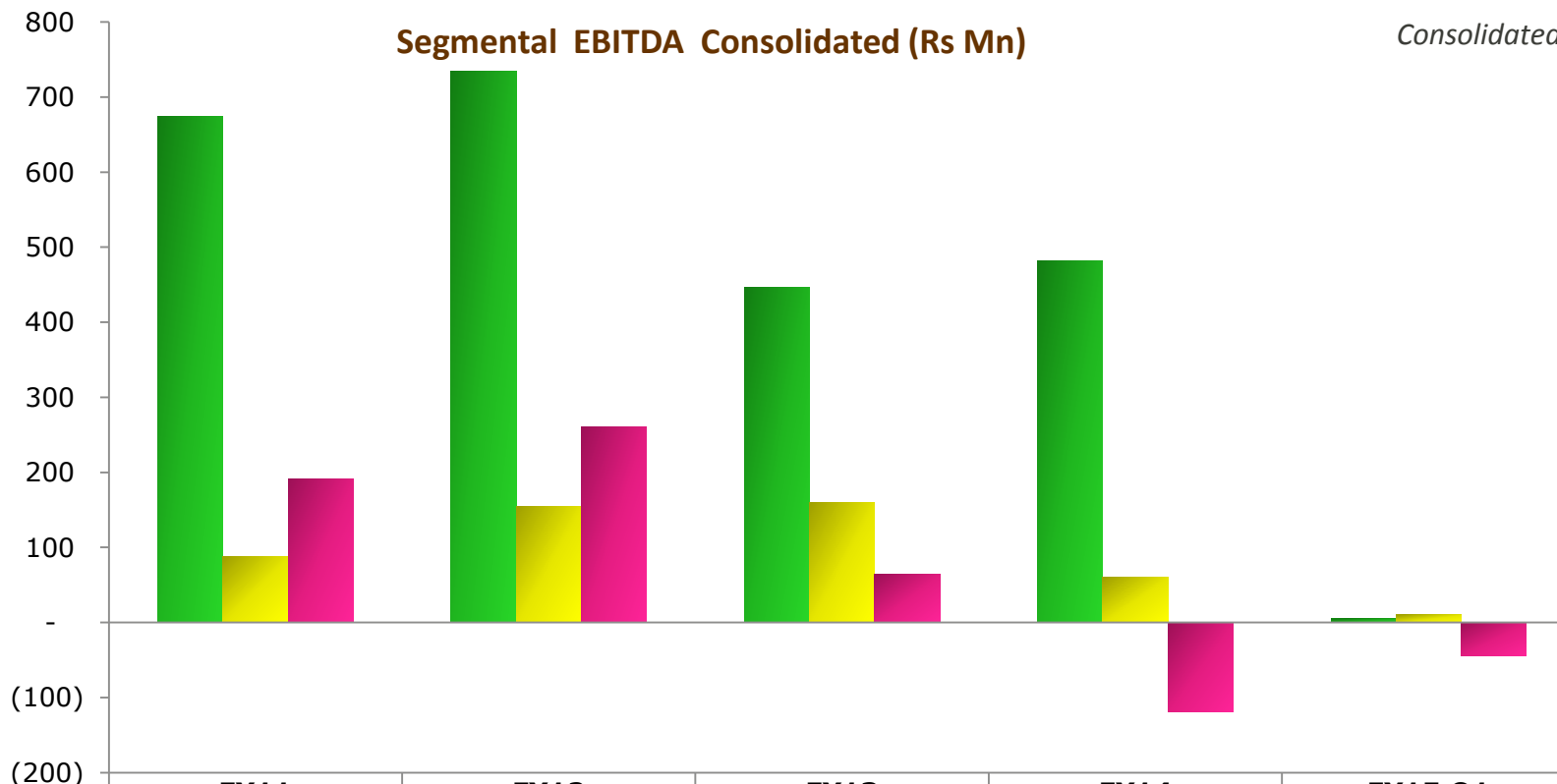
	FY11	FY12	FY13	FY14	FY15Q1
Manufacturing	3,480	4,115	2,940	3,259	571
Project Business	1,643	2,621	1,682	613	76
EPC	3,758	4,166	1,633	1,218	262

■ Manufacturing ■ Project Business ■ EPC

FINANCIAL TRACK RECORD



Consolidated



	FY11	FY12	FY13	FY14	FY15 Q1
Manufacturing	674	734	447	482	5
Project Business	88	155	159	61	10
EPC	191	261	64	(119)	(44)

■ Manufacturing ■ Project Business ■ EPC

P & L SNAPSHOT



Consolidated

Rs Mn	FY11	FY12	FY13	FY14	FY15 Q1
Sales	8,637	10,316	5,871	4,802	864
EBITDA	894	919	495	198	(80)
Depreciation (incl. Amortization)	80	91	124	150	74
EBIT	814	827	371	49	(153)
Other Income	109	224	308	341	70
Interest and Finance Charges	67	66	34	36	9
PBT	856	986	644	354	(93)
Tax	289	326	227	126	(1)
Restated PAT	567	671	417	227	(92)
Minority Interest	0	0	0	0	0
Restated PAT after minority interest	567	671	417	227	(92)
<i>EBITDA margin (%)</i>	<i>10.4%</i>	<i>8.6%</i>	<i>8.4%</i>	<i>4.1%</i>	<i>(9.2%)</i>
<i>PAT margin (%)</i>	<i>6.6%</i>	<i>6.1%</i>	<i>7.1%</i>	<i>4.7%</i>	<i>(10.7%)</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	Jun-14
Source of Funds	2,800	5,035	5,348	5,851	5,781
Net Worth	1,873	4,603	4,941	5,076	4,967
Minority Interest					
Borrowings	856	346	270	630	668
Deferred Tax Liability	72	85	137	146	146
Uses of Funds	2,800	5,035	5,348	5,851	5,781
Gross Block	1,368	1,641	2,447	2,788	3,472
Less :- Depreciation	236	326	449	594	681
Net Block	1,132	1,315	1,998	2,194	2,790
CWIP	20	126	162	540	3
Technical Knowhow	-	-	-	-	59
Net Working Capital incl. cash	1,648	3,593	3,188	3,117	2,929
Current Assets	5,540	7,413	6,259	6,946	6,536
Inventories	777	830	530	863	987
Sundry Debtors	2,040	2,402	1,778	2,218	1,521
Cash and Bank Balances	2,078	3,022	2,905	2,404	2,612
Loans & Advances	645	1,159	1,046	1,461	1,416
Current Liabilities	3,767	3,676	2,938	3,680	3,453
Provisions	126	144	133	149	153

tdps™ is

new

All the meticulous planning and detailing that goes into producing a generator is not something people think of — nor should they! We work hard to make sure that people don't have to think about generators — after all that's what we do for a living. In TDPS we deliver engineering solutions to world class generators.

www.tdps.co.in

BUSINESS STRUCTURE



Integrated operations

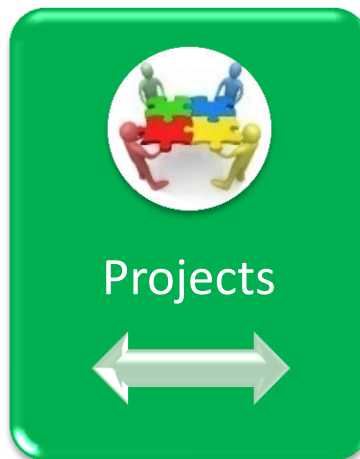
- manufacturing generators/motors
- implementing projects for captive power plants and smaller capacity IPPs



Manufacturer of AC Generators

(Currently manufacturing up to 52 MW, expanded portfolio 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 2,380 generators, including 442 generators exported to 60 countries, with aggregate output capacity of 18,805 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 106 TG island projects with aggregate output capacity of 2,144 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 II Factory



2 Pole 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 – 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

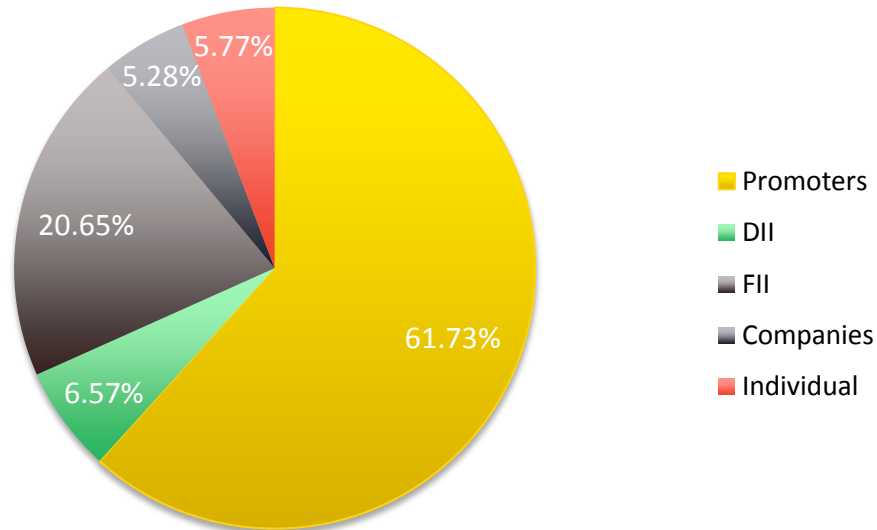
2 Pole Factory – 78,449 sq ft

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

SHAREHOLDING STRUCTURE

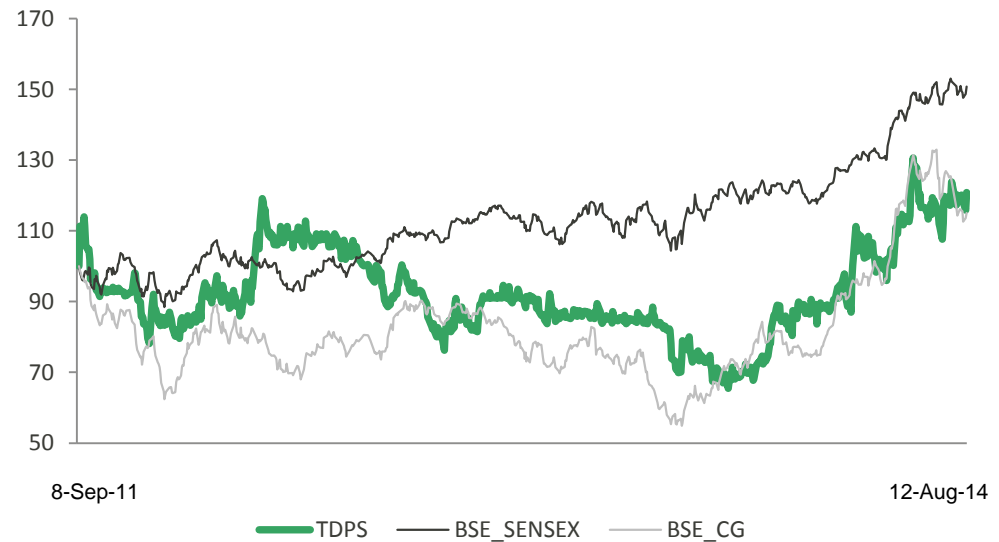


Shareholding %



As on June 30, 2014

TDPS stock price movement



Key Institutional Shareholding

Sequoia	5.7%
Capital	4.7%
India Value Fund	3.7%
IDFC MF	3.4%
Barings PE	2.4%

THANK YOU

