

TD POWER SYSTEMS LIMITED

March 2016



Company Presentation



TABLE OF CONTENTS



- Company Overview
- Business Structure
- Business Segments
- Strengths and Strategy
- Management Team
- Financial Overview

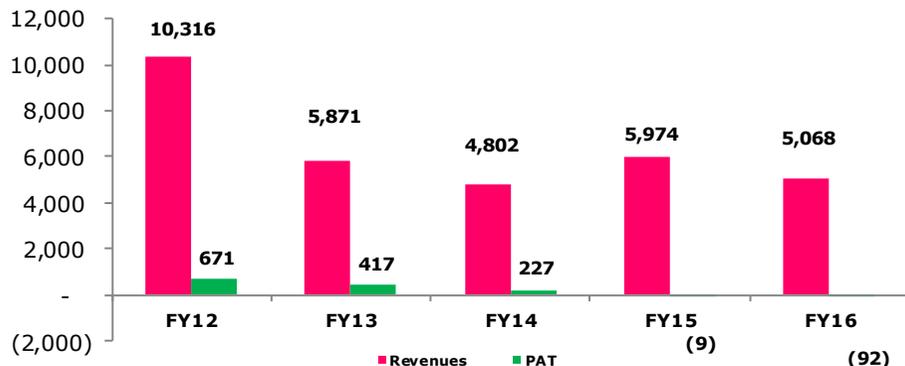
COMPANY OVERVIEW





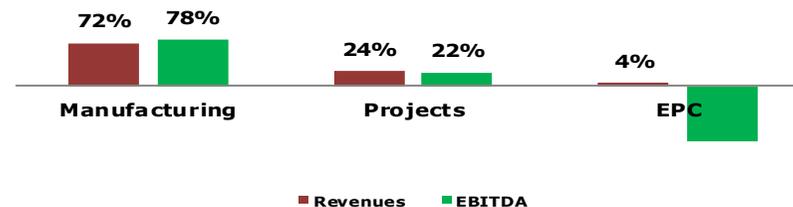
- ❖ Incorporated in 1999, TD Power Systems is one of the leading manufacturers of AC Generators for a diverse range of prime movers with output capacity in the range of 1 MW to 200 MW and as of March 31, 2016 has supplied 2,990 generators with an aggregate output capacity of over 22,849 MW.
- ❖ Also undertakes execution of Power Projects and has till date, executed 121 projects aggregating 3,214 MW
 - ❖ Turbine Generator ('TG') island projects for steam turbine power plants up to 52 MW, and;
 - ❖ Engineering, Procurement & construction ("EPC") of steam turbine power plants with output capacity up to 150 MW through its subsidiary, **DF Power Systems Pvt Ltd**
- ❖ Has in-house technology for manufacturing generators up to 55 MW
- ❖ Granted license to GE, USA to manufacture generators for the Brazilian market, and on co-manufacturing basis for other countries in Central & South America
- ❖ As on March 31, 2016 the total outstanding order book stood at ~Rs. 3,751 million
- ❖ Promoted by Mr. Nikhil Kumar, Mr. Hitoshi Matsuo and Mr. Mohib N. Khericha, Mr. Nikhil and Mr. Hitoshi have extensive experience in the manufacturing and project businesses in the power sector in India and overseas

Summary financials (Rs Mn)



1. Restated Financials - after intersegment & intercompany eliminations.

Business segments (FY16)



Segmental revenues without inter-segment elimination
 EBITDA – Earnings Before Interest, Taxes, Depreciation, Amortization, including Other Income

MILESTONES



1999

- Company was incorporated

2001

- Technical Assistance, License and Transfer Agreement with Toyo Denki up to 30 MW for Steam Application

2007

- Granted License to General Electric Company under a Technology License and Technical Assistance Agreement

2008

- Purchase Framework Agreement and License Agreement with Siemens AG

2009

- Product Development Cooperation and Manufacturing Agreement with Voith Hydro Holding GmbH for jointly developing electrical generators

2011

- IPO of TDPS

2012

- License & Supply Framework Agreement with Siemens AG for 2 Pole Generators in the range of 74 MVA to 250 MVA,
- Commissioned second manufacturing facility in Nov 2012.

2013

- Established Wholly Owned Subsidiaries at Ohio, USA and Tokyo, Japan

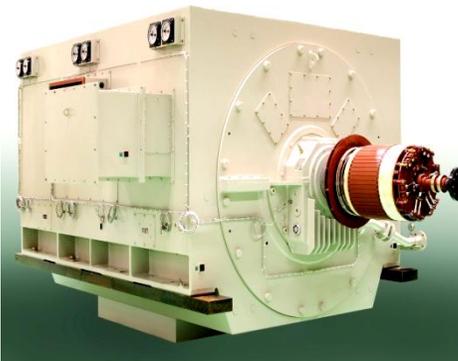
2014

- Commissioned Manufacturing facility for large generators in April 2014

2016

- Established Wholly Owned Subsidiary in Germany.

BUSINESS STRUCTURE



BUSINESS STRUCTURE



**TD Power Systems
Ltd (TDPS)**

*AC Generator
manufacturing up to
200 MW*

- For prime movers such as steam turbines, gas turbines, hydro turbines, wind turbines and diesel and gas engines
- Technology tie ups with international power equipment manufacturers

Manufacturing *

*TG island projects
up to 52 MW
(Projects)*

- **Turbine-Generator ('TG') Projects** – using Japanese turbine with TDPS Generators

Power Projects

Wholly owned subsidiary

**DF Power Systems
Pvt Ltd
(DFPS)**

*EPC of Steam
Turbine Power Plant
Projects
(Upto – 150 MW)*

- **Engineering, Procurement & construction ('EPC')** of steam turbine power plants

* - Excludes sale of generators manufactured in India and sold to branch office in Japan which are included as a part of the Power Projects business

BUSINESS SEGMENTS



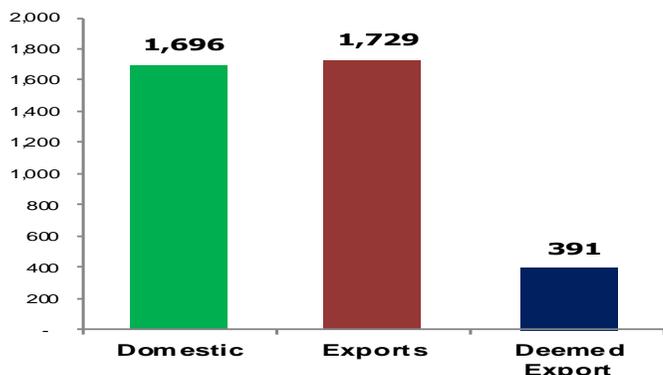
BUSINESS SEGMENT : MANUFACTURING



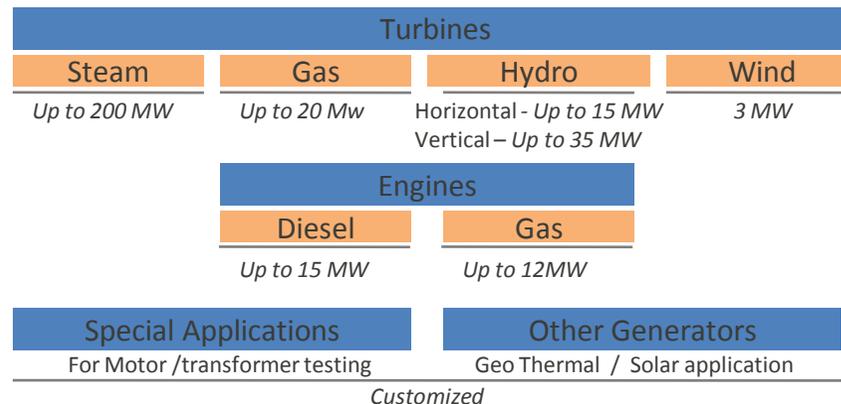
Business highlights

- 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.
- 2,990 generators supplied as of March 31, 2016 with an aggregate output capacity of over 22,849 MW in 72 Countries.
- Three manufacturing facilities in Bangalore equipped with the latest technology.
- Our generators have been approved by leading engineering consultants.

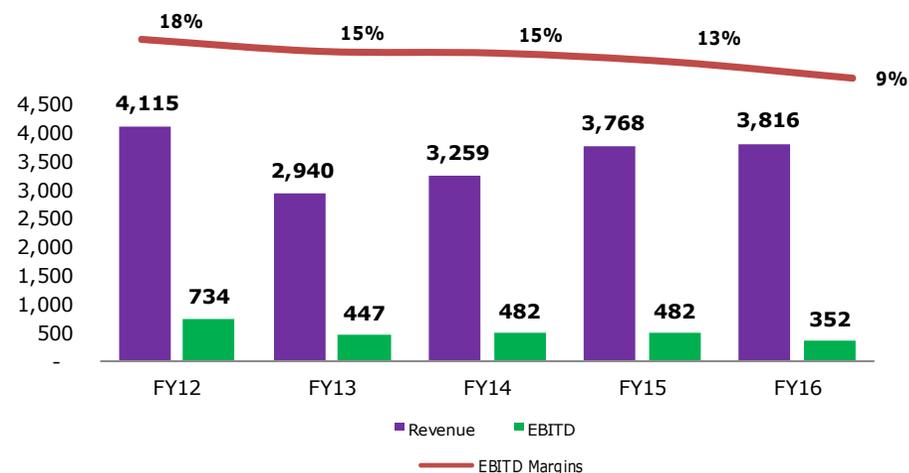
Revenue Analysis FY 16 (Rs. 3,816 Mn)



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

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



Large Generator Factory

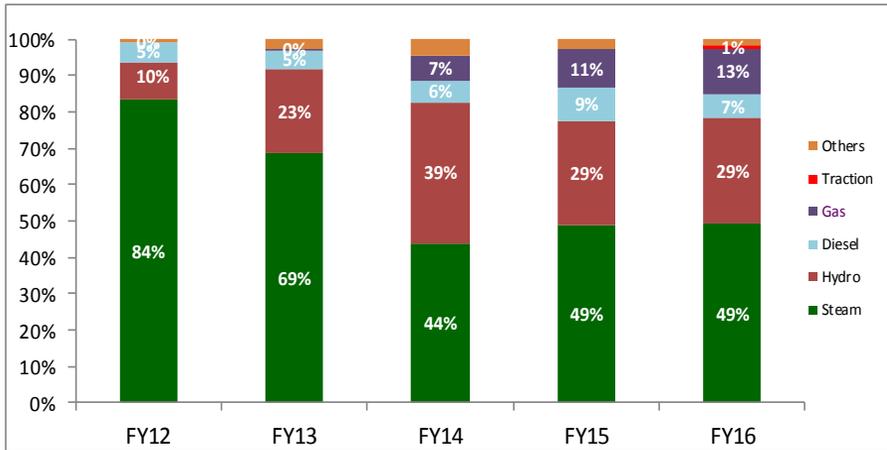
Large Generator Factory – 78,449 sq ft

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

BUSINESS SEGMENT : MANUFACTURING

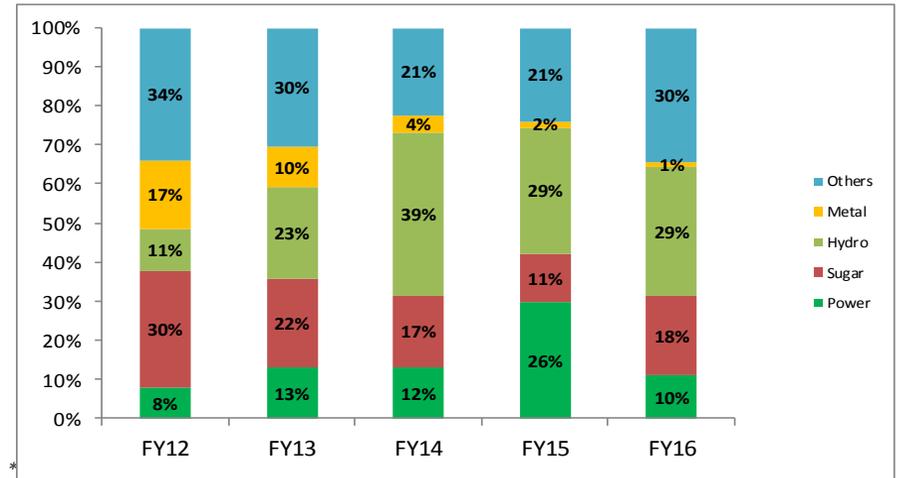


Product-wise sales (%)

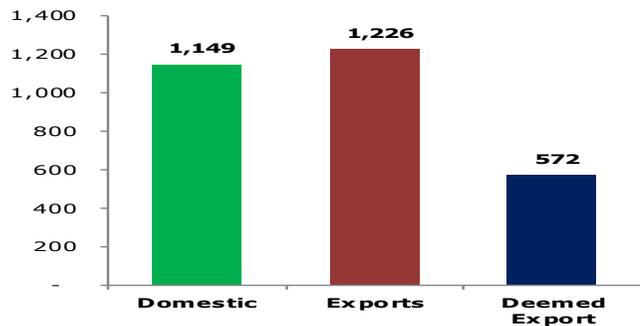


*Other units include generators for transformer motor testing applications not reflected in charts above

Key end user industries (%)

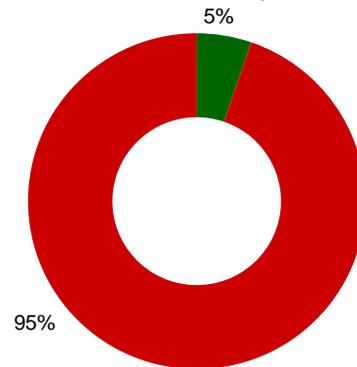


Pending Order FY16 (%) (Rs. 2,947 Mn)

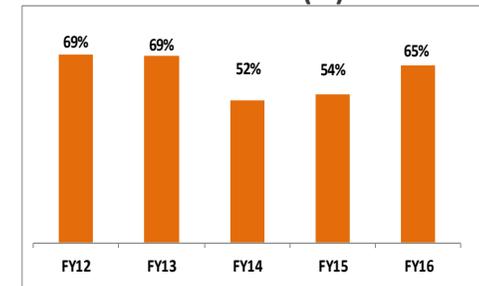


Customer Profile FY 16 (%)

■ New Customers ■ Repeat Customers



Revenue of Top 10 Customers (%)*



* Of Restated Consolidated Net Sales

Product portfolio spread across diverse and loyal customer base

STRENGTH & GROWTH STRATEGY



- Leading manufacturer of AC Generators with diversified product portfolio
- Technology ownership, relationships and in-house design expertise
- State of the art manufacturing facilities and cost efficient production
- Diversified Product portfolio across industry
- Customer centric approach with the ability to customize
- Skilled senior management and technical team

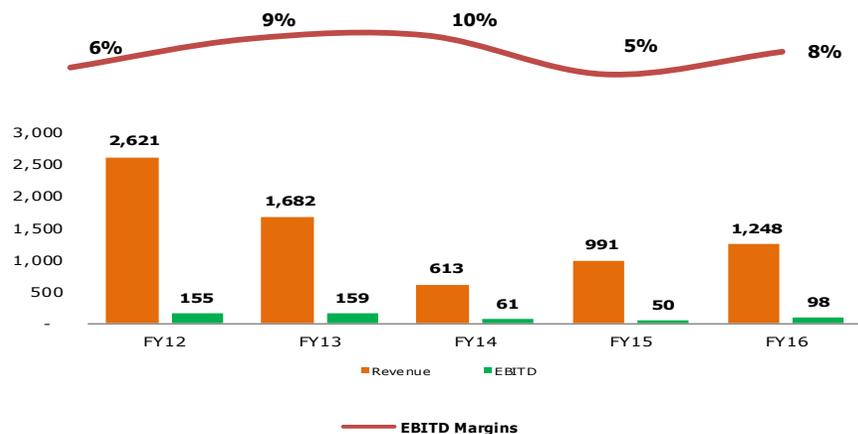
BUSINESS SEGMENT : PROJECT BUSINESS



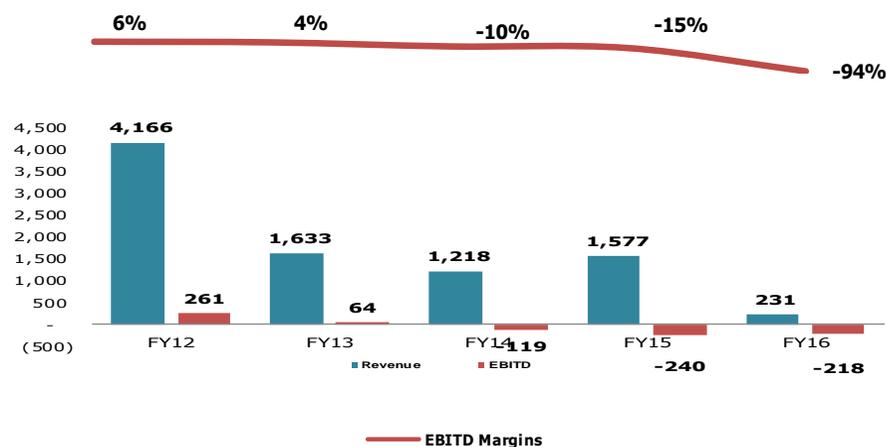
Business highlights

- 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 March 31st, 2016 stands at Rs. 804 Mn (98% in TDPS, 2% in DFPS)

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



EPC Projects – Key segment Financials (Rs Mn)

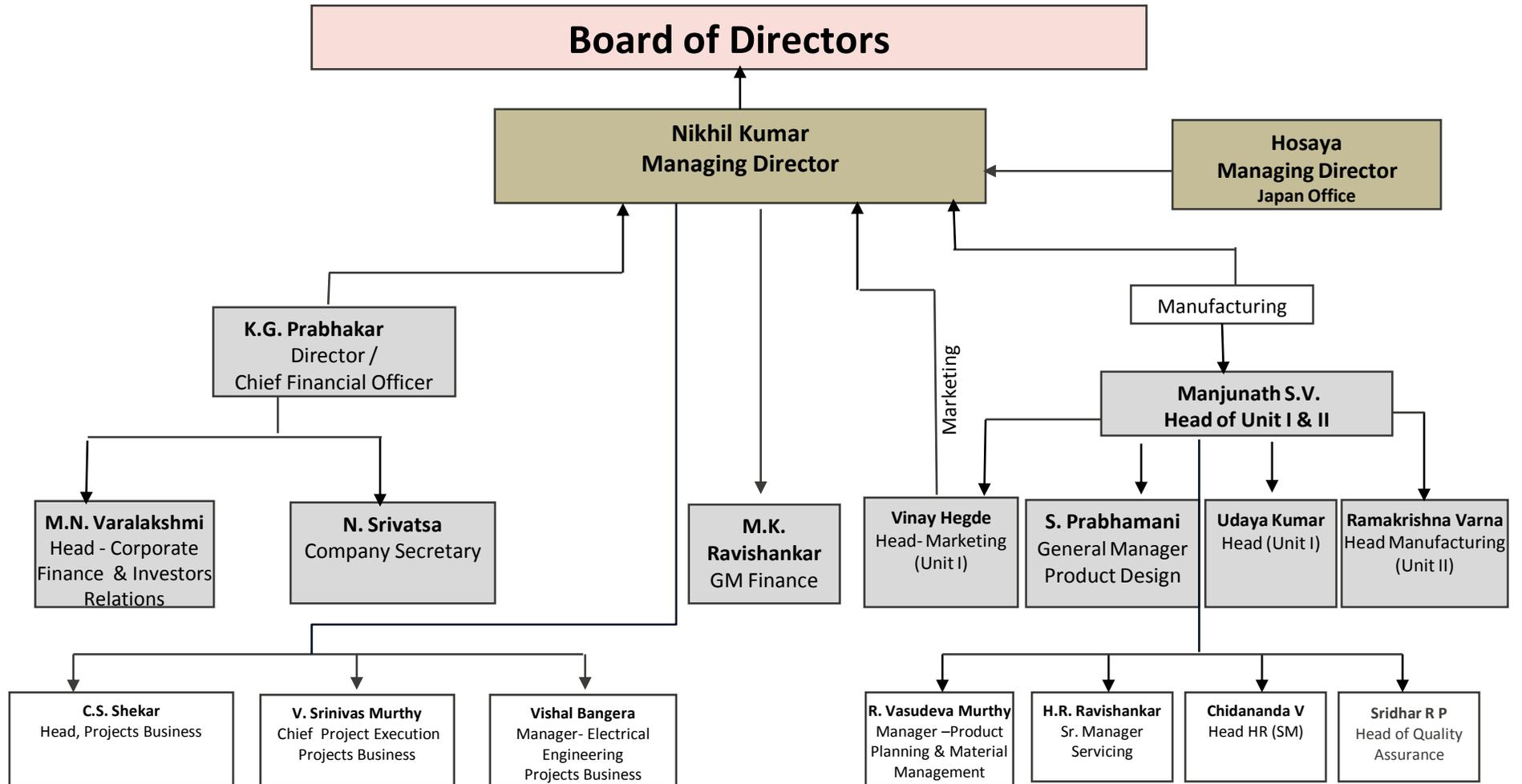


Segmental revenues without inter-segment elimination, including Japan subsidiary

EBITDA – Earnings Before Interest, Taxes, Depreciation, Amortization

Established track record of executing power projects

Managerial Organization Structure



MANAGEMENT TEAM



Board Of Directors

Nikhil Kumar

Managing Director

B.E - REC Karnataka, General
Management Harvard Business School

- Over 22 years of work experience in manufacturing business of electrical rotating machines
- Responsible for overall management of operations, strategic planning, technology alliances and sales and marketing. Prior to this he has worked in Kirloskar Electric Company

Mohib N. Khericha

Non-Executive Chairman

B.Com, Chartered Accountant - ICAI

- Over 42 years of work experience in capital structuring, restructuring, financial management and loan syndication before venturing into merchant banking in the year 1994
- Currently, also the MD of Chartered Capital And Investment Ltd

Nandita Lakshmanan

Independent Director

M. Arts in English Literature – Delhi
University

- Over 12 yrs of work experience in PR consultancy
- Currently heads the knowledge forum at Public Relations Consultants Association of India

Nithin Bagmane

Independent Director

B. Arts – St Josephs College, Bangalore

- Over 22 yrs of work experience in business and industry
- Currently manages a SEZ for IT activity in Bangalore

Dr. Arjun Kalyanpur

Independent Director

MBBS – AIIMS

- Over 12 years of work experience in diagnostic radiology and internal medicine
- He is also an assistant clinical professor at Department of Diagnostic Radiology at Yale University School of Medicine

Mr. Ravi Mantha

Independent Director

BA, Chartered Financial Analyst

- An author, social entrepreneur, angle investor, & corporate advisor. As a portfolio manager for over a decade, he co-managed select global equity portfolios.
- Chairman & President, of TiE Singapore Chapter, & a trustee of TiE global, global network of entrepreneurs.

K G Prabhakar

Director /

Chief Financial Officer

B.Com, Chartered Accountant - ICAI

- Over 30 years of work experience in accounting, corporate finance, and tax management.
- Responsible for Accounting, Financial and tax management of the Company and Group.

Senior Management Team at TDPS



N. Srivatsa

Company Secretary
B.Com, Company Secretary - ICSI

- Over 22 years of work experience in corporate legal, banking and secretarial practice areas.
- Responsible for all the secretarial, legal and compliance matters of the Group.

M N Varalakshmi

Head – Corporate Finance
B.Com - Pune University ,
Cost Accountant -ICWAI

- Over 20 years of work experience in cost and financial accounting.
- Responsible for Accounts of Unit, Financial Management, Taxation of the company and Group and investors Relations.

Manjunath S. V

Head – Manufacturing
B.E Bangalore University,
MBA, Central College, Bangalore

- Over 30 years of work experience in the manufacturing industry.
- Responsible for manufacturing operations.

S. Prabhamani

Head – Product Design
M.Tech- IIT Delhi

- Over 29 years of work experience in product design.
- Responsible for product design and engineering.

Vinay Hegde

Head – Marketing
B.E – NMAIT, Mangalore

- Over 20 years of work experience in marketing of generators and power plants.
- Responsible for business development and sale of generators, power plants

Ramakrishna Varna

Head-Manufacturing (Unit II)
BE - Bangalore University , MBA -
Central College, Bangalore

- Over 20 years of work experience in the manufacturing industry.
- Responsible for Manufacturing Operations of Unit II.

Udaya Kumar

Head-Manufacturing (Unit I)
BE – BMS College,
MBA – Bangalore University

- Over 25 years of work experience in Procurement and Project Management
- Responsible for Manufacturing Operations of Unit I.

Sridhar R P

Head-Quality Assurance
BE – BMS College,

- Over 17 years of experience in Quality Assurance of electrical machines.
- Responsible for Quality Assurance of Unit -I and II..

Senior Management Team at DFPS

M K Ravishankar
GM Finance -Subsidiary
M.Com - Mysore University

- Over 30 years of work experience in finance and accounts.
- Responsible for accounts and administration of DFPS and investors relations of TDPS.

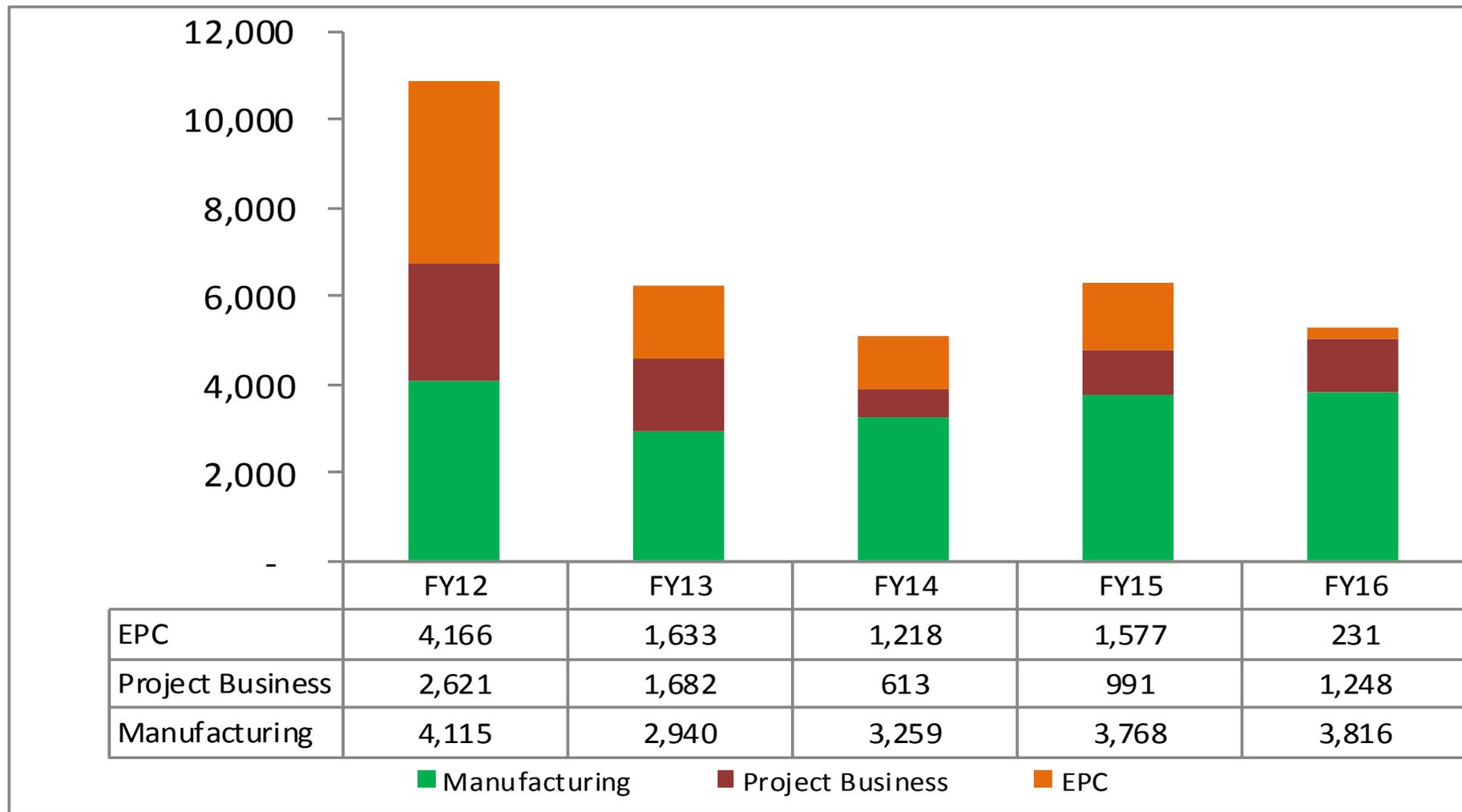
C S Shekar
Head Mechanical Engineering
Group I Power Projects-Subsidiary
BE - Gulbarga University

- Over 20 years of work experience in system and mechanical engineering.
- Overall Responsible for power projects business.

Financial Track Record

Segmental Revenues Consolidated (Rs Mn)

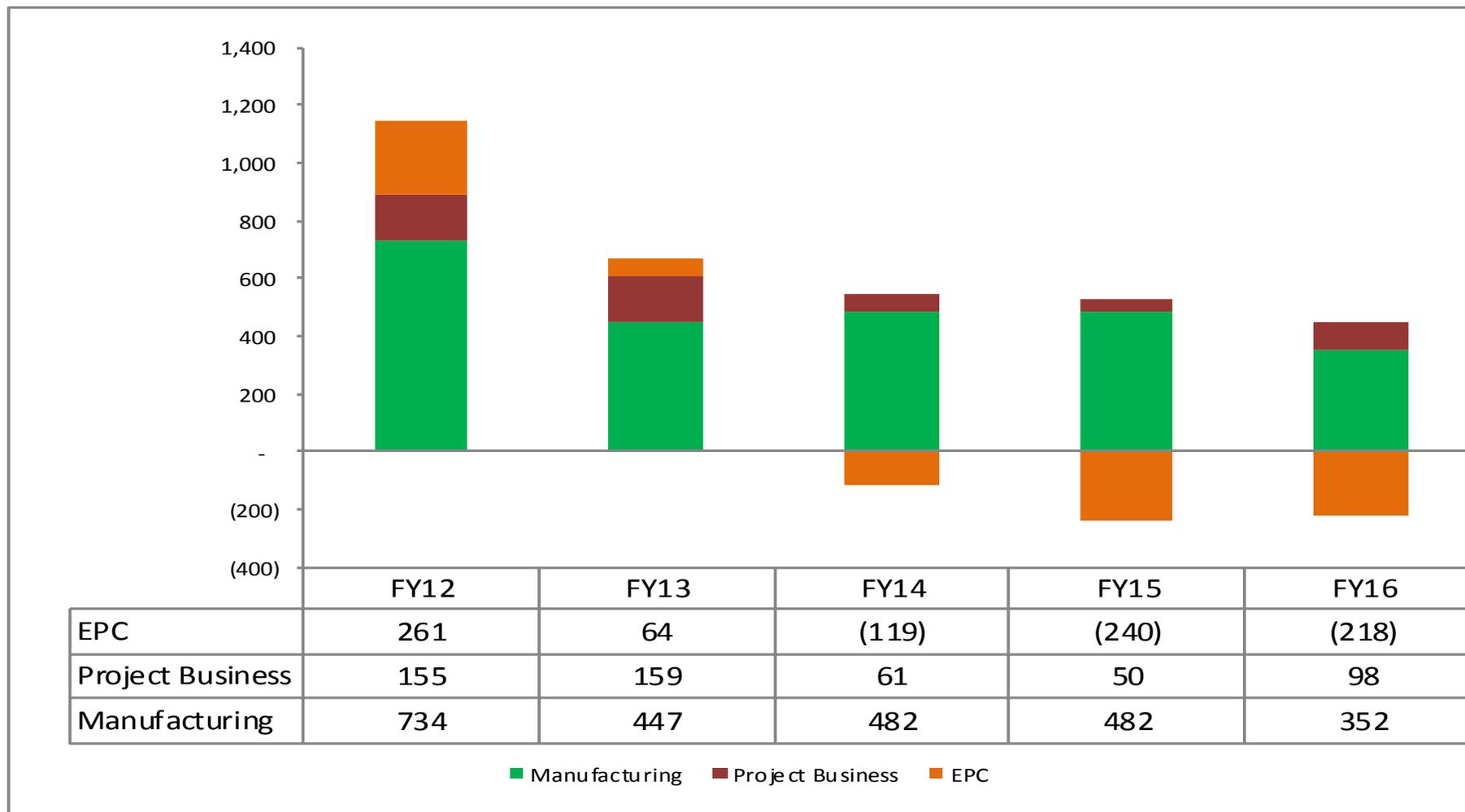
Consolidated



Financial Track Record

Segmental EBITDA Consolidated (Rs Mn)

Consolidated



P & L Snapshot

Consolidated

Rs Mn	FY12	FY13	FY14	FY15	FY16
Sales	10,316	5,871	4,802	5,974	5,068
EBITDA	919	495	198	141	67
Depreciation (incl. Amortization)	91	124	150	288	288
EBIT	827	371	49	(147)	(221)
Other Income	224	308	341	245	202
Interest and Finance Charges	66	34	36	40	50
PBT	986	644	354	59	(69)
Tax	326	227	126	68	23
Restated PAT	671	417	227	(9)	(92)
Minority Interest	0	0	0	0	0
Restated PAT after minority interest	671	417	227	(9)	(92)
<i>EBITDA margin (%)</i>	<i>8.6%</i>	<i>8.4%</i>	<i>4.1%</i>	<i>2.40%</i>	<i>1.32%</i>
<i>PAT margin (%)</i>	<i>6.1%</i>	<i>7.1%</i>	<i>4.7%</i>	<i>(-0.2%)</i>	<i>(-1.8%)</i>

Balance Sheet Snapshot

Rs Mn	Consolidated				
	As on				
	Mar-12	Mar-13	Mar-14	Mar-15	Mar-16
Source of Funds	5,035	5,348	5,851	5,691	5,162
Net Worth	4,603	4,941	5,076	4,940	4,733
Minority Interest					
Borrowings	346	270	630	574	276
Deferred Tax Liability	85	137	146	177	153
Uses of Funds	5,035	5,348	5,851	5,691	5,162
Gross Block	1,641	2,447	2,788	3,542	3,681
Less :- Depreciation	326	449	594	876	1,136
Net Block	1,315	1,998	2,194	2,667	2,545
CWIP	126	162	540	-	7
Technical Knowhow	-	-	-	49	37
Net Working Capital incl. cash	3,593	3,188	3,117	2,975	2,574
Current Assets	7,413	6,259	6,946	6,245	5,340
Inventories	830	530	863	760	881
Sundry Debtors	2,402	1,778	2,218	1,551	1,552
Cash and Bank Balances	3,022	2,905	2,404	2,721	2,258
Loans & Advances	1,159	1,046	1,461	1,212	648
Current Liabilities	3,676	2,938	3,680	3,095	2,567
Provisions	144	133	149	175	200

Order Book

	As at March 31 st 2016	
	Value (Rs. Mn)	Quantity
Manufacturing	2,946.65	227
Domestic	1,720.85	145
Export*	1,225.80	82
Projects Business (Including Japan WOS)	788.60	
Domestic (Including Japan WOS value of Rs. 96.61 Million)	788.60	2
Export	-	
EPC Business	15.70	
Domestic	15.70	0
Total	3,750.95	229

•includes orders for AC Generators placed through our branch office in Japan

The value of our order book may not necessarily indicate what our actual sales will be

THANK YOU

