



GE T&D India Limited

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July 2, 2020

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

Code No. 522275

Symbol: GET&D

Dear Sir,

Sub: **Analyst Presentation**

Further to our letter dated June 29, 2020, 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



GE T&D India Limited

Financial results for the Fourth quarter & Year
ended Mar 31, 2020 (Audited)

July 2, 2020

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Changes in Board of Directors



Mr. Pitamber Shivnani appointed Managing Director & Chief Executive Officer with effect from July 1, 2020 up to December 31, 2022.

Mr. Pitamber Shivnani joined on January 15, 2020 as CEO of GE T&D India Limited.



Mr. Sanjay Sagar appointed as Independent Director of the Company for a period of 5 years with effect from July 1, 2020.



Executive Summary

- ❖ ***Nation wide lockdown from 3rd week of March impacted Q420/FY 20 operations and financials***
- ❖ ***Gradual restart of manufacturing activities and project sites in mid of May after lock down 2***
 - ❖ *One manufacturing Unit in Chennai again went into shut down from 19th June to 5th July*
- ❖ ***Order decisions delayed during lock down Period in Q1 21. Picking up gradually***
- ❖ ***Focus on operational excellence, supply chain recovery***
- ❖ ***Cost saving actions being undertaken***
- ❖ ***Healthy Order back log of ₹ 59 Billion; >1.5 years of revenue***



Key Execution during 4th Quarter of 2019-20

75+ Bays
commissioned
during quarter



Commissioned 5 X 220 kV GIS at 245kV substation for TATA Power at Versova, Mumbai

Commissioned 14 bays of 400 kV GIS & 11 bays 220 kV GIS along with 2 X 500 MVA, 400/220/33 kV Transformer & 1 X 125 MVAR, 400 kV Reactor for Sterlite at Sohna Road

Commissioned 7 bays 132 kV , 9 bays 33 kV GIS along with 2 X 40 MVA, 132/33 kV Transformer for OPTCL at Mancheswar

Charged 6 bays each of 400 kV & 220 kV AIS along with 1 X 400 kV, 50 MVAR Reactor , 1 X 315 MVA, 400/220/33 kV Transformer at 400/220/33 kV AIS Substation for CSPTCL at Dhamteri

Commissioned 7 bays 132 kV, 18 bays 33 kV , 17 bays 11 kV along with 2 X 80 MVA, 132/33 kV Transformer & 3 X 10MVA, 33/11 kV Transformer for 132/33/11 kV GIS substation for WBSETCL at Salt Lake

Commissioning of 500 MVA transformer at 400kV PGCIL Pusauli Tr-01 Substation & 501 MVA transformer at Essar E-BOP for 2x 500MW NLC Package

Charged successfully 125MVA Reactor at 400/132 KV PGCIL , Patna SS03 Package & Commissioned 160MVA Auto Transformer at 220/132kV for PGCIL at Balipara, Assam



Key Orders

Customer

THDC India Ltd

HPPTCL

SAURYA URJA COMPANY

ADANI TRANSMISSION

Project

400 KV AIS SWITCHYARD AT KHURJA

220 KV SS AUGMENTATION & 220 KV CONDUCTOR STRINGING AT KANGOO

220KV SWITCHYARD AT BIKANER (RAJASTHAN)

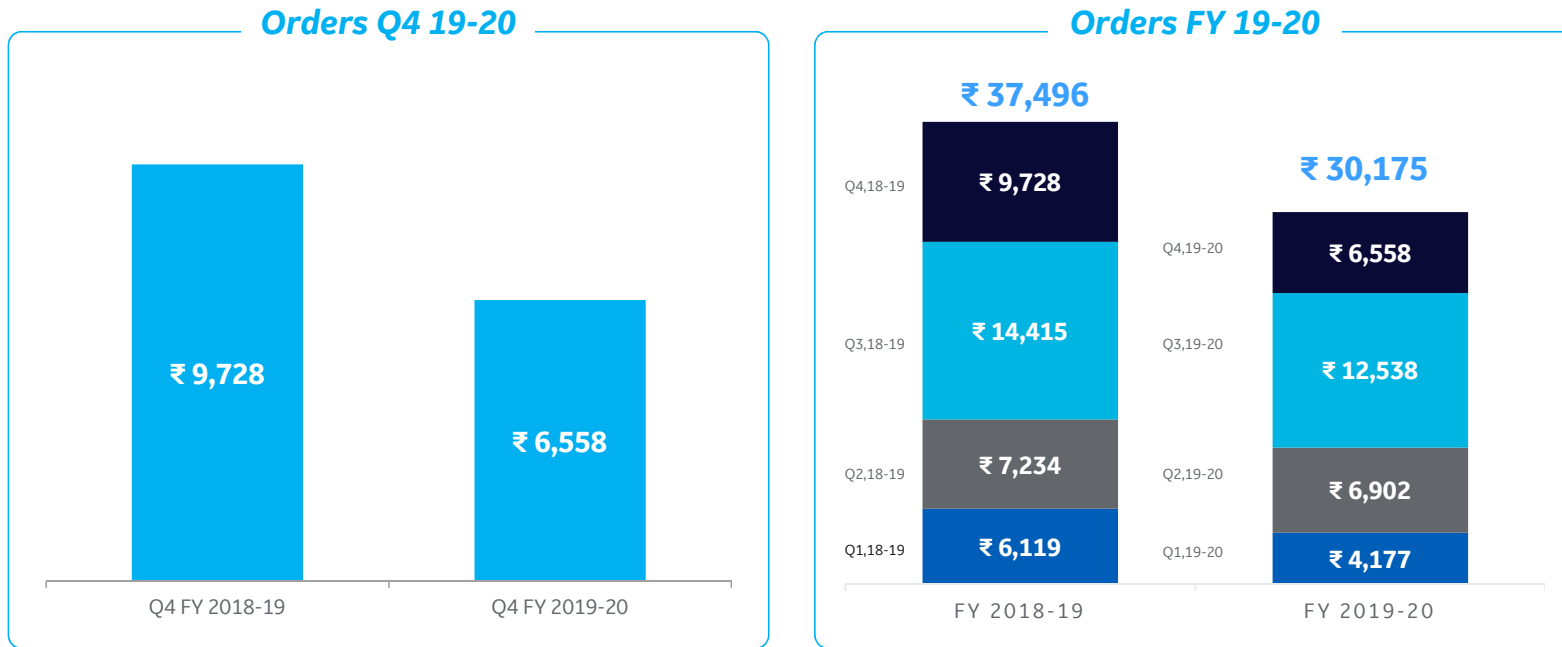
400 KV SERIES REACTOR SOLUTION AT MOHINDERGARH -

Challenging market environment continues



Order Intake

(₹ in millions)

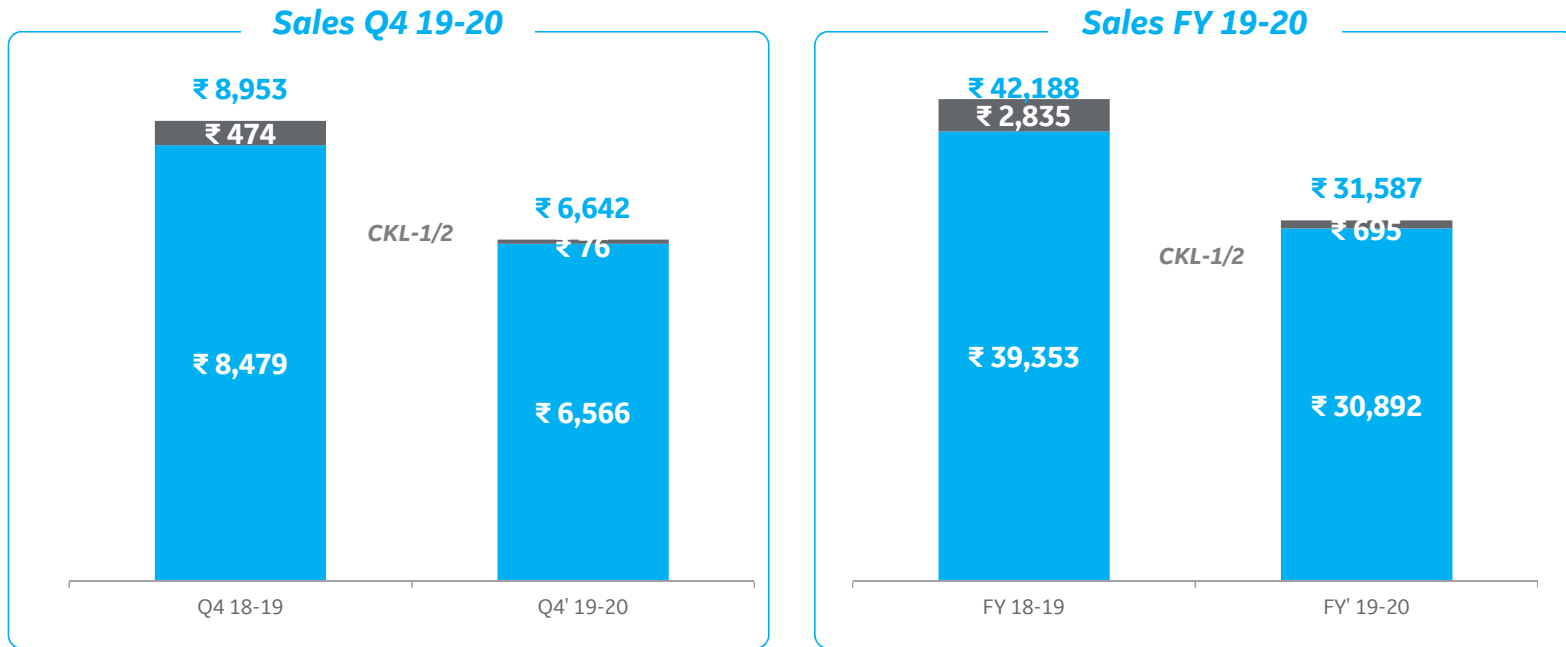


L1 position Orders of 1,700 MINR delayed due to Covid-19 lockdown



Sales Execution

(₹ in millions)

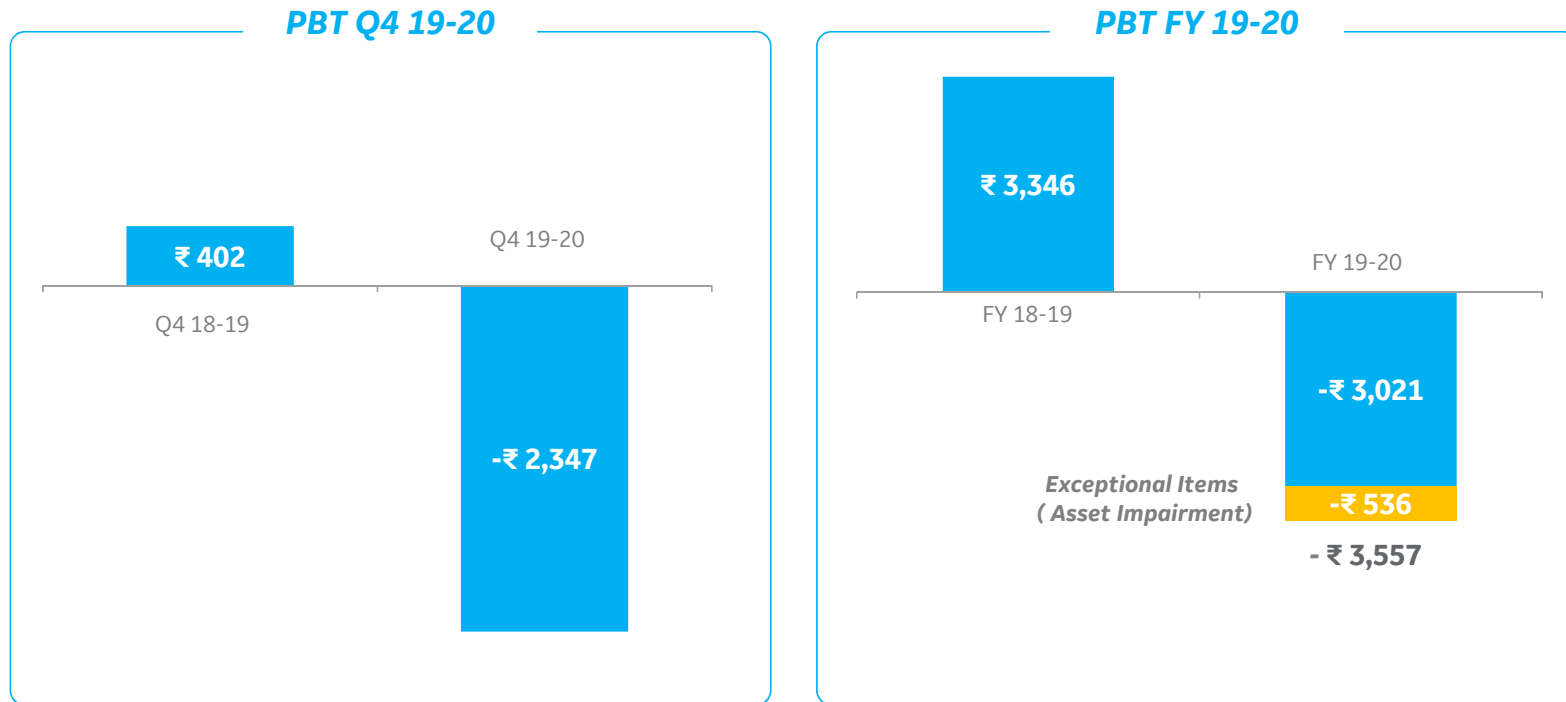


Sales impacted by declining HVDC, Covid-19 Lockdown & Customer project delays



Profit before tax

(₹ in millions)



Profit impacted by Lower Revenue, Covid 19 Disruptions, Exceptional Items and one off warranty provisions



Key Data : 4th quarter & Financial Year ended Mar'2020

(₹ in millions)

	Q4 2019-20	Q4 2018-19	Change	FY 2019-20	FY 2018-19	Change
Sales Revenue	6,642	8,953	-25.8%	31,587	42,188	-25.1%
Operating Profit % of Sales (Before exceptional item)	(2,189) -33.0%	628 7.0%	-40.0 pts	(2,339) -7.4%	4,010 9.5%	-16.9 pts
Profit Before Tax % of Sales (Before exceptional item)	(2,347) -35.3%	402 4.5%	-39.8 pts	(3,021) -9.6%	3,346 7.9%	-17.5 pts
Profit After Tax % of Sales	(1,871) -28.2%	261 2.9%	-31.1 pts	(3,026)* -9.6%	2,127 5.0%	-14.6 pts

* Includes one time deferred tax impact of 233 MINR and exceptional item for asset impairment amounting to ₹ 401 MINR (net of Tax)

Net Borrowings of ₹ 4,302 MINR as at March 31, 2020 vs ₹ 202 MINR as at March 31, 2019





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