



GE T&D India Limited

L31102DL1957PLC193993

T-5 & T-6 , Plot I-14, Axis House,  
Jaypee Wishtown, sector-128,  
Noida-201304, Uttar Pradesh

T +91 120 5021500

F +91 120 5021501

<https://www.ge.com/in/ge-td-india-limited>

November 12, 2021

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 November 8, 2021, 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

# ENABLING INDIA'S ENERGY TRANSITION

Analyst Presentation  
Q2 Financial Year 2021-22



# DISCLAIMER

---

This presentation has been prepared solely for the use at analyst/ investor presentation. By attending the meeting where this presentation is made, or by reading the presentation slides, you agree to be bound by the following limitations-

- The forward-looking information and statements can generally be identified by the fact that they do not relate only to historical or current facts. Forward-looking statements sometimes use terminology such as “targets”, “believes”, “expects”, “aims”, “assumes”, “intends”, “plans”, “seeks”, “will”, “may”, “anticipates”, “would”, “could”, “continues”, “estimate”, “milestone” or other words of similar meaning and similar expressions or the negatives thereof. GE T&D India Limited cannot give assurance to the correctness of such information and statements.
- By their nature, forward-looking information and statements involve known and unknown risks, uncertainties and other important factors that could cause the actual results, performance or achievements of the Company to differ materially from any future results, performance or achievements that may be expressed or implied by the forward-looking information and statements in this presentation. Should one or more of these risks or uncertainties materialize, or should any underlying assumptions prove to be incorrect, the Company's actual financial condition or results of operations could differ materially from that or those described herein as anticipated, believed, estimated or expected
- Given the aforementioned uncertainties, prospective or present investors are cautioned not to place undue reliance on any of these forward-looking statements
- No part of this presentation, nor the fact of its distribution, should form the basis of, or be relied on in connection with, any contract or commitment or investments decision whatsoever. Investor/prospective advisors must be sought on specific situation from well-informed legal, investment, tax, financial, and management professionals
- This presentation and its contents are confidential and must not be distributed, published or reproduced. This presentation does not constitute a recommendation regarding the securities of the Company.



# Changes to Board

---



**Mr. Rajendra Sheshadri Iyer appointed as the Director with effect from October 1, 2021**



**Mr. Sushil Kumar appointed as Whole-time Director and CFO with effect from January 1, 2022**

Mr Emanuel Bertolini and Mr Gaurav Negi ceased to be directors of the company with effect from October 1, 2021 & November 1, 2021, respectively

---



# Executive Summary



- Q2 FY 21-22 Orders booking at 6.3 BINR vs 5.4 BINR in Q2 FY 20-21, up 18% yoy
- Q2 FY 21-22 Sales at 8.5 BINR vs 8.7 BINR in Q2 FY 20-21, down 2% yoy
- Q2 FY 21-22 Loss After Tax at 77 MINR vs Profit After Tax of 86 MINR in Q2 FY 20-21
- Continuous Focus on operational excellence including lean implementation
- Order Intake improving gradually
- Order back log of ₹ 41.5 Billion
- Net debt increase by 600 MINR in Q2 FY 21-22



# Creating the Grid of Future | Key Commissioning



8x400kV bays, 4x220kV, 5x132kV GIS Bays, 2x500 MVA ICTs along with 1x63 MVAR Bus Reactor commissioned at UPPTCL Hardoi Road



5x220kV AIS Bays, 3x33kV Switchboards with 3x125 MVA Transformers for 300MW Solar Plant evacuation commissioned for Surya Urja at Bikaner



2x765kV AIS Extension Bays with 7x 80MVAR Line Reactors charged successfully for Adani BKTL at Bikaner



1 Bay along with line successfully charged for Doosan at Obra



12x400kV , 8x220kV AIS bays with 2x500 MVA ICTs & 2 x 125MVAR reactors commissioned for NKTL Adani at Dhanbad



220kV GIS along with GIB & 2x100 MVA ICT commissioned at KSEB Kunnamangalam



7x220 kV GIS bays, 1x160 MVA ATR, 1 X132 kV AIS Bay charged for DVC at Burdwan





# Making In India for the World

Factory Spotlight : Pallavaram



- Pallavaram Site since 1958 : Pioneer in Grid Automation and Protection Controls
- One of the largest relay manufacturing and panel integration facility in Asia.
- Making in India for the World – Exports to more than 60 countries
- 20 million safe man-hours without lost time injury
- First to manufacture relay & control panels for power systems in the country and continue to serve for more than 60 years
- Every 1 minute, 2 relays are manufactured and delivered to the customer across the globe from this plant
- First to introduce the digital technology in the Indian Power System and delivered complete digital bay/substation; Competence center for IEC61850.
- More than 300 substations across India are functioning with GE's automation technology



# LEAN WEEK

## President Kaizen Event



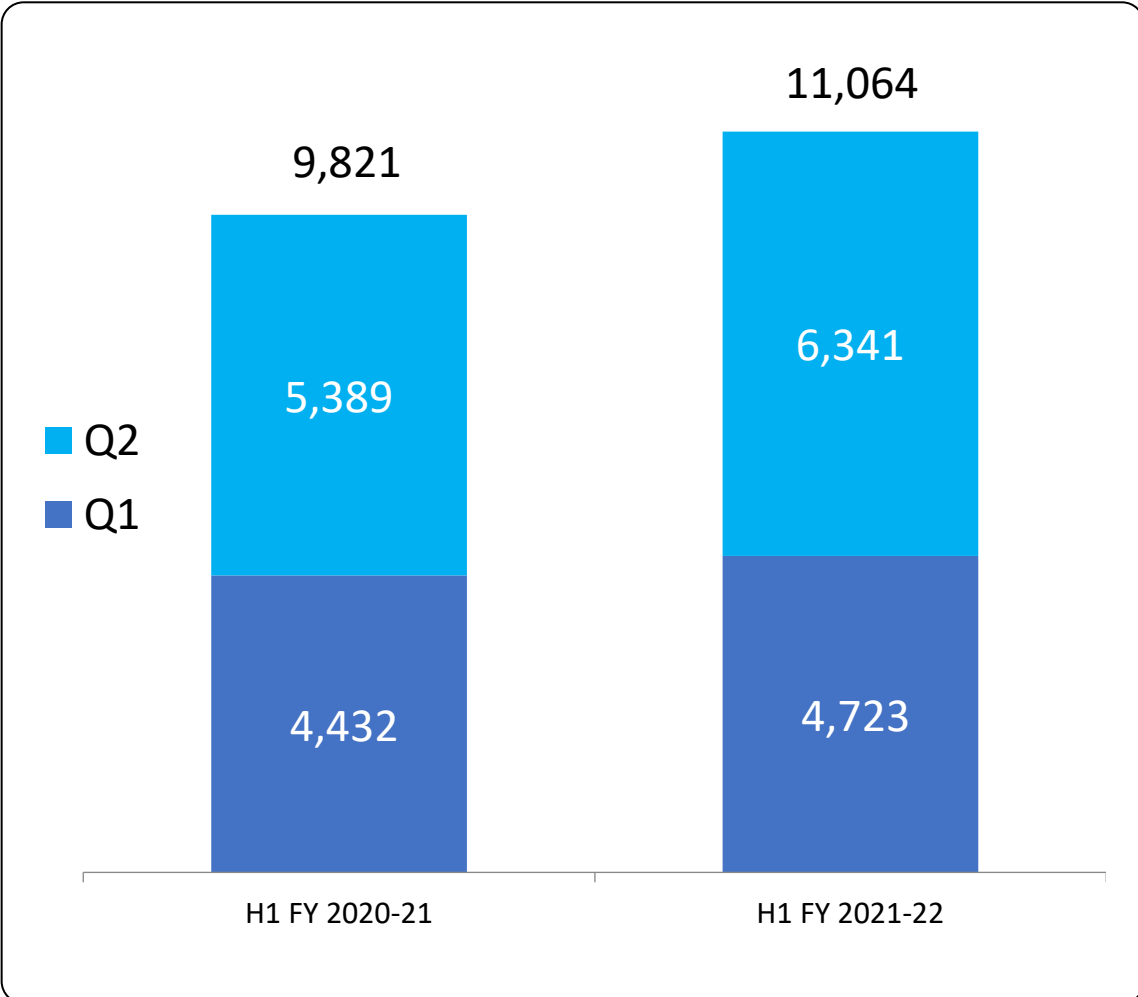
- **HVS team at Padappai** introduced Flow Line for ME4 drives in to cater to global requirements for meeting the \$ 3M top line
  - 15 Kaizens including ergonomics - 90% reduction in Manufacturing Lead times , product & people travel distance reduction by 13 % and 30% respectively and improved capacity of Drives line from 2 to 18 / day.
- **Grid Automation team at Pallavaram** applied 5s & Visual Management in the Projects Stores handling 1000+ Sub Station Automation Projects
  - 10 + Kaizens including ergonomics - 45 % reduction in Kitting cycle time & 40% in Material/Man Distance Travel in stores operations , 15% in space ,44% improvement in Ergo score
- **PTR team at Vadodara** took steps to defined and standardized material feeding system for 765 kV 1-ph Shunt Reactors in PTR
  - 15 Kaizens including ergonomics - 75% Reduction in replenishment lead time , Leakage by 50% , Spaghetti Movement by 45% as an average across all the sections



# ORDER INTAKE

Q2 & H1' FY 2021-22

(₹ in millions)



## Key Orders booked during Q2, FY 21-22

- Multiple contracts by Bhutan Power Corporation (BPC), to build four Gas-Insulated Substations (GIS) in Bhutan on a turnkey basis.
- 500 MVA 765KV Power Transformers from PowerGrid Corporation of India under the Transmission System Strengthening Scheme for evacuation of power from Solar Energy Zones in Rajasthan (8.1 GW) under Phase-II
- Services contract for maintenance of 400 kV Gas Insulated Substation at Kevadia in Gujrat from Sardar Sarovar Narmada Nigam Limited
- Supply of seventeen 132kV/145 kV Gas Insulated Switchgear bays in Arunachal Pradesh and Manipur from Sidhartha Engineering Private Limited
- 245 kV Gas Insulated switchyard at Gandhinagar in Gujrat from Torrent Power Limited



# Financial Data

## Q2 & H1 FY 2021-22

(₹ in millions)

	Q2 2021-22	Q2 2020-21	Change	H1 2021-22	H1 2020-21	Change
<b>Sales</b>	<b>8,517</b>	<b>8,709</b>	<b>-2.2%</b>	<b>14,898</b>	<b>15,137</b>	<b>-1.6%</b>
<b>EBITDA</b>	<b>199</b>	<b>428</b>	<b>-53.6%</b>	<b>213</b>	<b>431</b>	<b>-50.6%</b>
% of Sales	2.3%	4.9%	-2.6 pts	1.4%	2.8%	-1.4 pts
<b>Profit Before Tax</b>	<b>(96)</b>	<b>132</b>	<b>-173.4%</b>	<b>(349)</b>	<b>(131)</b>	<b>-167.1%</b>
% of Sales	-1.1%	1.5%	-2.6 pts	-2.3%	-0.9%	-1.4 pts
<b>Profit After Tax</b>	<b>(77)</b>	<b>86</b>	<b>-189.8%</b>	<b>(270)</b>	<b>(117)</b>	<b>-130.4%</b>
% of Sales	-0.9%	1.0%	-1.9 pts	-1.8%	-0.8%	-1.0 pts

**Net Debt\* of ₹1,966 M as on 30<sup>th</sup> Sep 21 vs ₹1,366 M as on 30<sup>th</sup> Jun, 21 vs ₹ 1,611 M as on 31<sup>st</sup> Mar, 21**



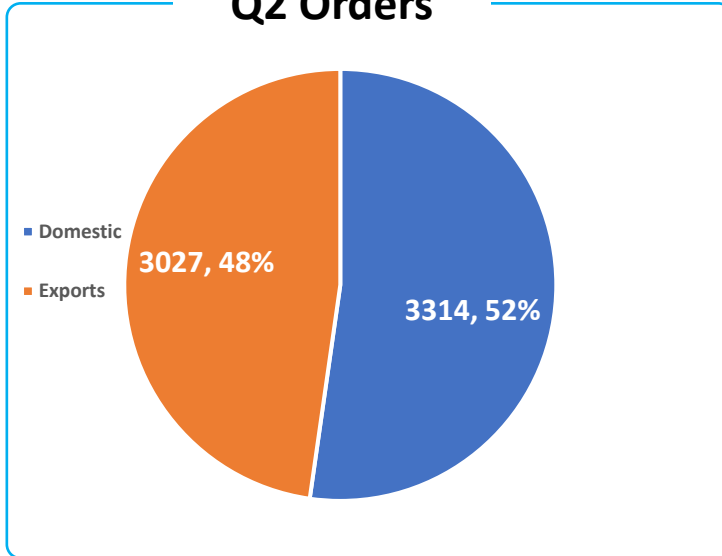
\* Net of Cash & Bank Balance of 808 MINR (Vs 602 MINR as on March 31, 2021)

© GE T&D India Limited

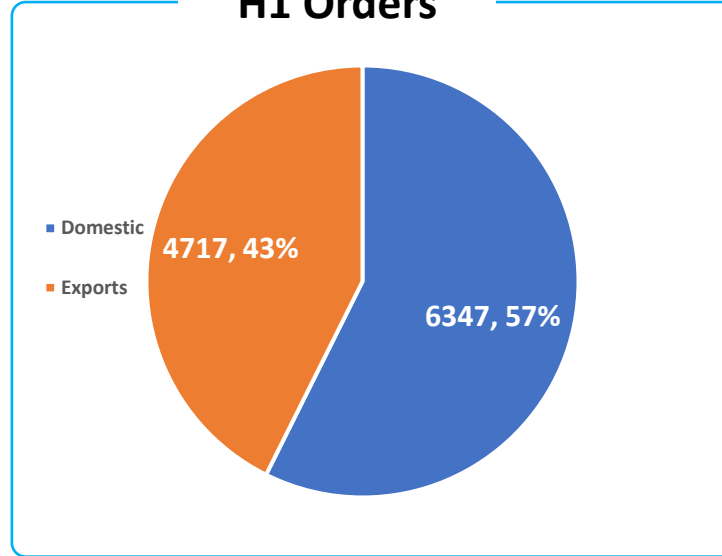
# Orders, Sales and Backlog Details

(₹ in millions)

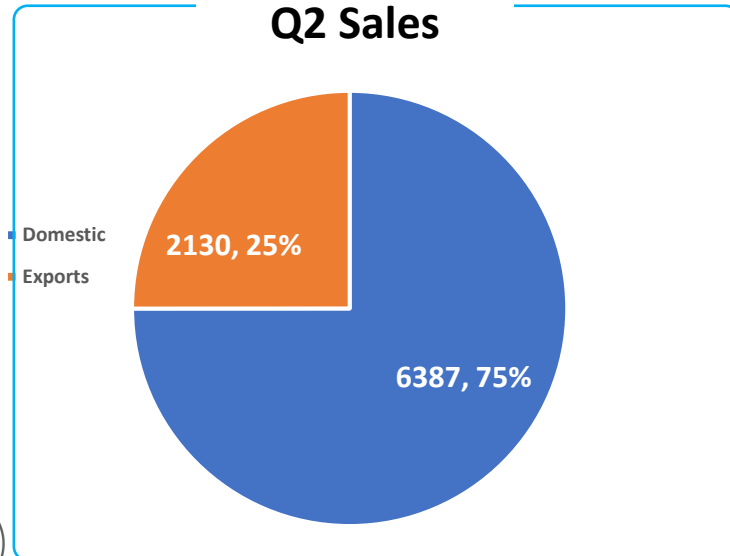
## Q2 Orders



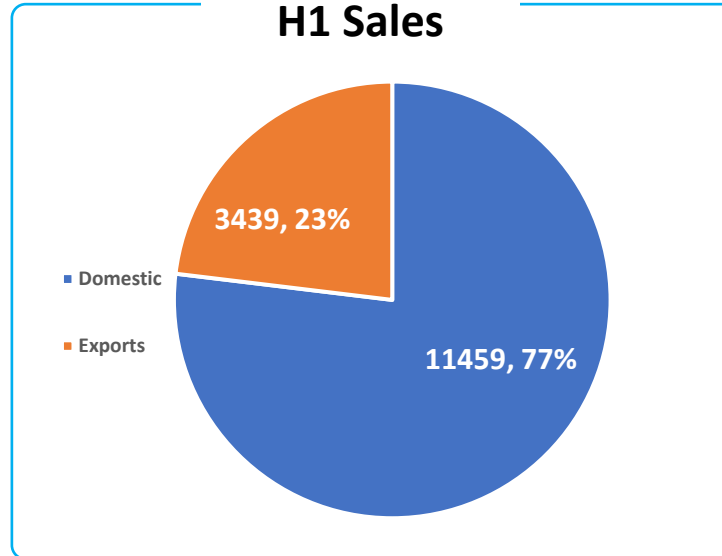
## H1 Orders



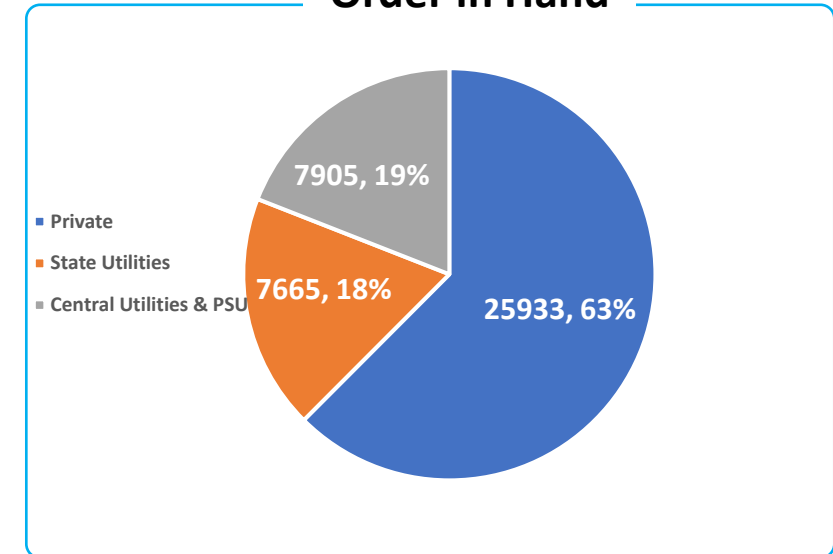
## Q2 Sales



## H1 Sales



## Order in Hand





# THANK YOU

---

Contact us:

Suneel Mishra  
Investor Relations Officer  
[suneel.mishra@ge.com](mailto:suneel.mishra@ge.com)

Anshul Madaan  
Head – Communications & PR  
[anshul.madaan@ge.com](mailto:anshul.madaan@ge.com)

<http://www.ge.com/in/ge-td-india-limited>

