



GE T&D India Limited

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June 15, 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 June 7, 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,

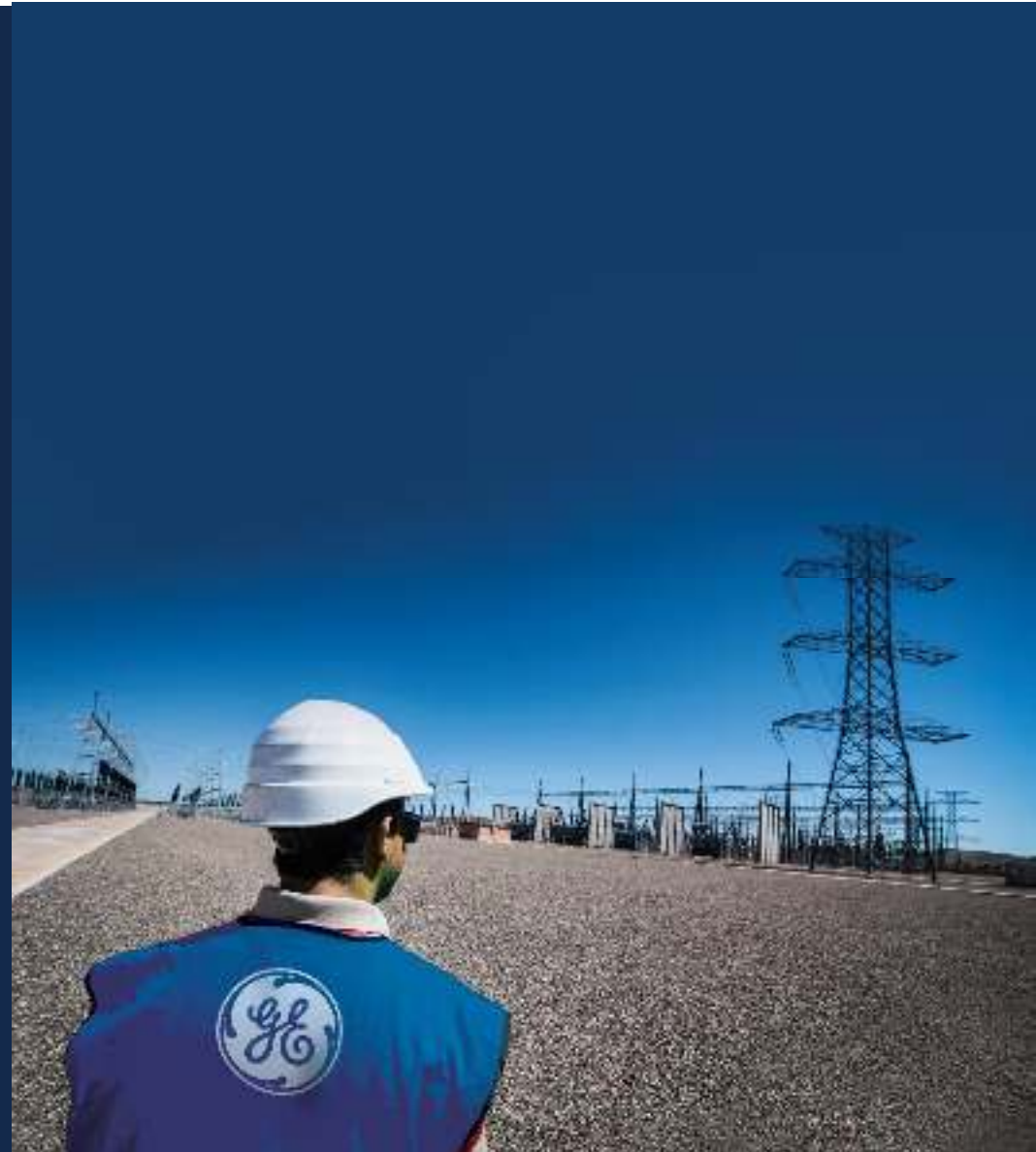
For GE T&D India Limited

Manoj Prasad Singh
Company Secretary

GE T&D INDIA LIMITED

Unleashing Limitless Energy

Analyst Presentation
Q4 Financial Year 2020-21



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Safety is our top priority



Safety Innovation Award for 2020 from "The Institution of Engineers (India)" for innovative Safety Management System



66/11 KV TPDDL Narela project site won EHS award from CIDC (Construction Industry Development Council)



Appreciation certificates from National Safety Council of India for two project sites



EHS Excellence Award from CII - Southern Region: 4 Star Rating for HVS Hosur & Padappai Units



Received various appreciation certificates from customers like TATA, AZURE, PGCIL, UPPTCL, Doosan, etc



Executive Summary



- ✓ **Q4 Sales at 9 BINR (up by 36% YoY), Full Year Sales at 34.5 BINR, up 9% YoY**
- ✓ **FY 20-21 , Profit After Tax at 603 MINR vs Loss After Tax of 3,026 MINR in FY 19-20**
- ✓ **Net debt reduction of 2.7 BINR in FY 20-21**
- ✓ **Continuous Focus on operational excellence including lean implementation**
- ✓ **Order Intake impacted by shift of market due to Covid 19**
- ✓ **Order back log of ₹ 46 Billion; 1.5 years of revenue**



Covid 19 Wave 2 Update

GETDIL Plants and Sites

Padappai (AIS/GIS)

Plant shutdown for 9 days due to lock down in Tamilnadu. Manufacturing activities restarted.

Pallavaram (GA)

Plant shutdown for 9 days due to lock down in Tamilnadu. Manufacturing activities restarted.

Hosur (AIS)

Plant shutdown for 9 days due to lock down in Tamilnadu. Manufacturing activities restarted.

Vadodara (Transformers)

No lockdown, fully operational

Project Sites

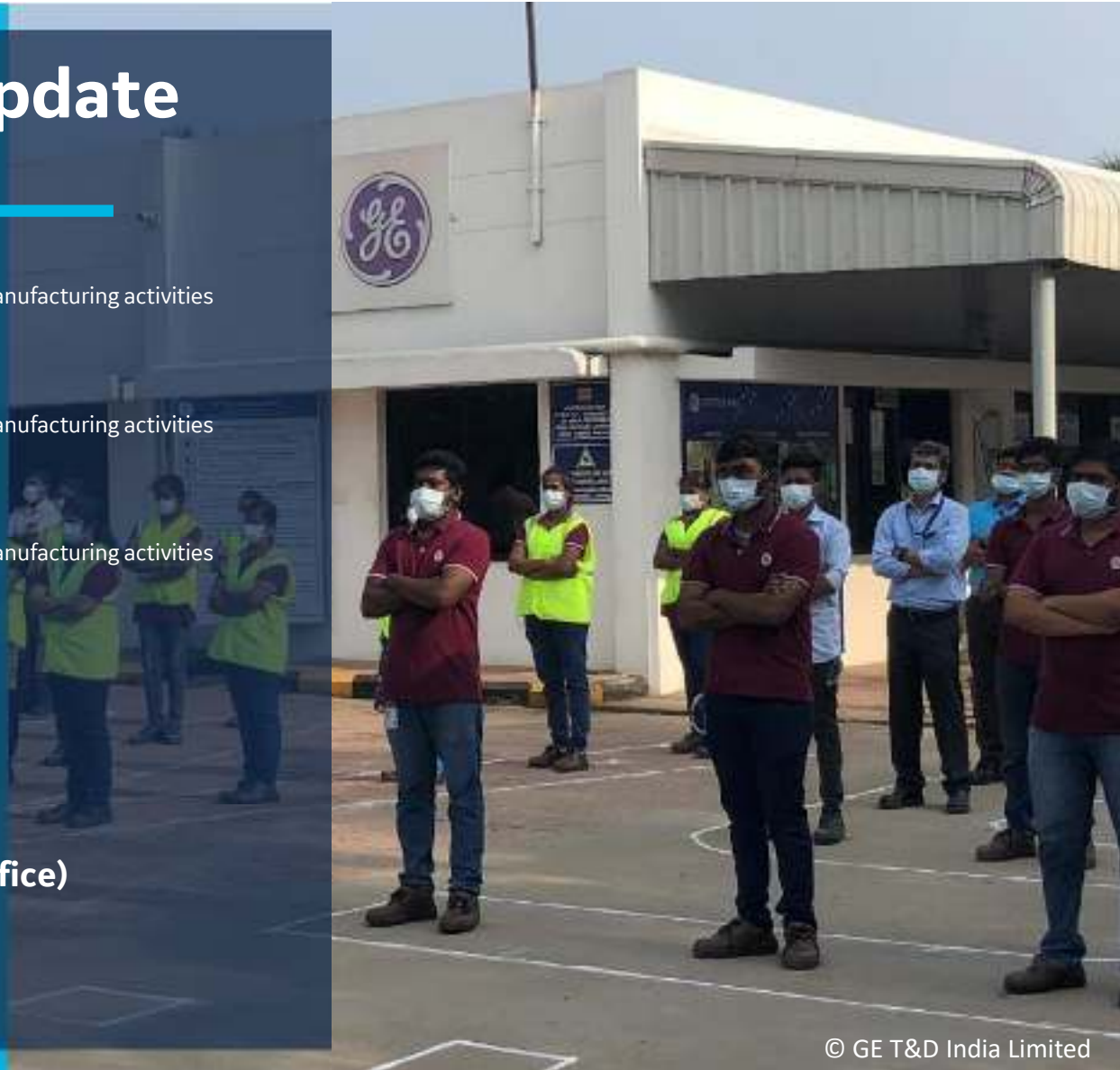
Total sites : 73, All Operational
(Resource Strength : 50%-75%)

Noida (Corporate, Projects & Engg Office)

Fully operational, employees working from home

Supply Chain / Logistics

Severely impacted due to lockdown. Gradually picking up



COVID 19- Wave 2 - Addressing Employee Critical needs

Category of Support	Support Available
GE India Employee Fund-Raising program	GE India Employee Relief Fund in partnership with Give India
Hotel-Hospital tie ups	Tie up with hospitals in major cities like Hyderabad, Chennai, Bangalore, Delhi-NCR, Vadodara and Ahmedabad, Pune and Kolkata
Vaccination	Vaccination Drives carried out at Bangalore, Noida, Vadodara, Mumbai, Kochi, Pune, Chennai, Kolkata, Durgapur, Sanand, Hyderabad
Ventilators	GE South Asia sponsored 10 Ventilators for St Johns Hospital Bangalore & 4 Ventilators for Holy Family Hospital, Delhi
Teleconsultation	COVID-19 teleconsultation through internal and external medical team made available for all GE Employees and their dependents
Assistance in finding Hospital Beds/Oxygen	Employee Resource Group formed to assist GE employees and their dependents to find critical support as needed
Ambulance Services	Partnered with STAN ambulance services provider in all major cities for use by our employees and declared dependents



COVID 19- Wave 2 - Addressing Employee Critical needs

Category of Support	Support Available
Medical Supplies	Tie-up with medicine delivery portal to employees at their home/location
Oxygen concentrators	O2 Concentrators provided at various project sites and office locations
Employee Open Hour & Staying Connected	Weekly open house with Company doctors to help provide a credible and clear source of information
Health & Wellness	Free counselling support is also available via our Employee Assistance Program
Caregiver Leave	Temporary leave category introduced for employees taking care of their immediate family 10 working days (Over & above the current leave policy)
Salary Advance	To support medical expenses that do not get covered by medical insurance, salary advance policy has been modified to allow upto 6 months of advance and 12 months of recovery window
Support for family of deceased employee	Dependent medical insurance till end of policy period & funding portability for 1 year Company supporting with additional 25% of Term Insurance coverage
Home Care	Tie-up with Doctors for Home care



Extending Our Support During Extraordinary Times

The Company spent over 11 MINR during the previous financial year towards COVID-19 Emergency Response. From Portable Testing Units to Ventilators, the Company has endeavoured to support the society during these testing times. The Company is also going to launch one Mobile Medical Unit at Hosur and contributing a vaccination vehicle to the Ghaziabad Authority




Delivering from the Frontline

Key Execution during Q4, FY 2020-21



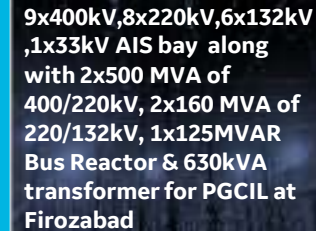
66/11kV GIS Substation
for TPDDL Narela




Energized 2X132kV AIS
bay extension for
WBSETCL at Serakol



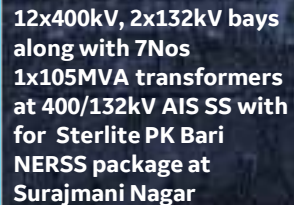
2X220kV GIS bay
extension for PGCIL at
New Melli




9x400kV, 8x220kV, 6x132kV
, 1x33kV AIS bay along
with 2x500 MVA of
400/220kV, 2x160 MVA of
220/132kV, 1x125MVAR
Bus Reactor & 630kVA
transformer for PGCIL at
Firozabad



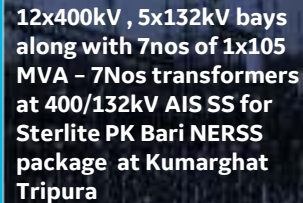
16 bays with 400kV GIS
along with associated GIB
1560 Mtrs at 2x800 MW
Thermal Power Plant for
NTPC through Tata Projects
Limited at Ramagundam



12x400kV, 2x132kV bays
along with 7Nos
1x105MVA transformers
at 400/132kV AIS SS with
for Sterlite PK Bari
NERSS package at
Surajmani Nagar



2x 132kV AIS extension
bays for Sterlite PK Bari
NERSS package at
Kumarghat Tripura



12x400kV, 5x132kV bays
along with 7nos of 1x105
MVA - 7Nos transformers
at 400/132kV AIS SS for
Sterlite PK Bari NERSS
package at Kumarghat
Tripura



Commissioned 220kV GIS
at BPCL, Kochi



Energized 110kV GIS bay
commissioned for KSEB,
Pallakad

Making In India for the World

Factory Spotlight : Padappai

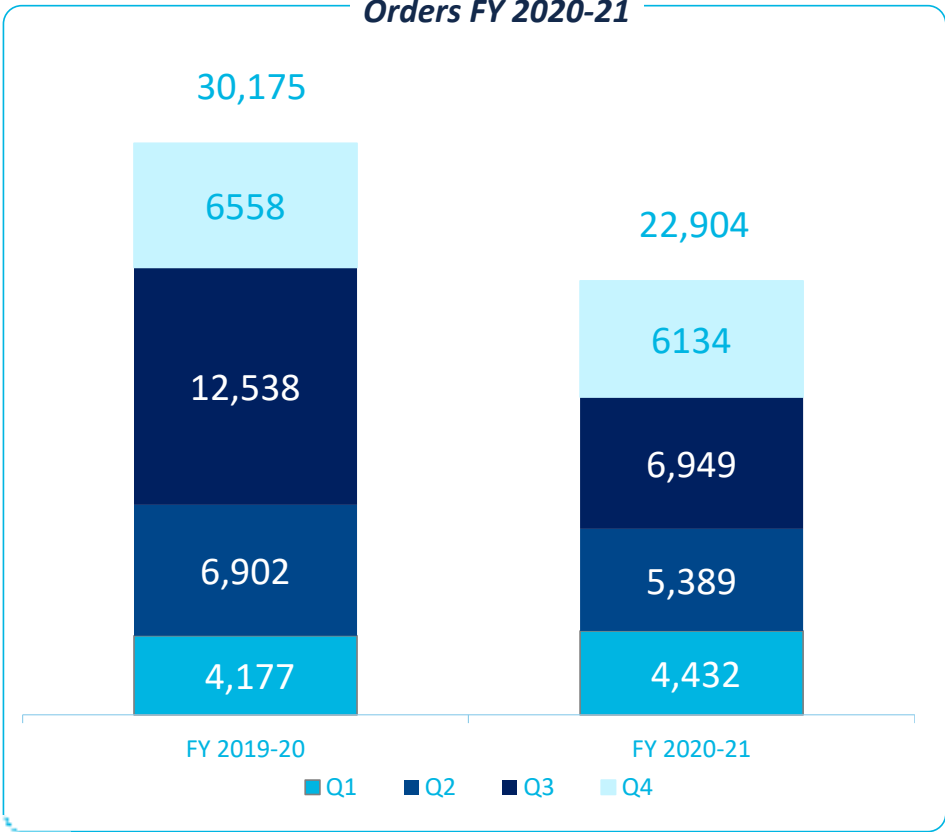


- GE T&D's Padappai plant manufactures world-class Air & SF6 Gas Air Insulated Switchgear up to 800 kV
- GE T&D's Padappai plant is the global manufacturing unit in GE Grid Solution for design, manufacturing and supply of 765kV Gas Insulated Switchgear
- Besides supplying for Indian utilities, the plant exports AIS (**EHV CB & Drives**) equipments to more than 40+ countries across the globe
- State of the art Extra High Voltage Test Labs, Clean Room ((ISO 14664 – 1:1999) integrated with Auto controls of Temp/Humidity/Sf6 flow for GIS Manufacturing) and World class Lean Moving Lines for drives manufacturing with digital monitoring system.
- During Covid times, digital infrastructure has been developed for clients to witness Factory Acceptance Test from remote locations, for domestic & exports contracts.

ORDER INTAKE

Q4 & FY 2020-21

(₹ in millions)



Key Orders booked during Q4, FY 20-21

- ✓ 13 X 110 MVAR & 6 X80 MVAR 765KV REACTORS AT SIKAR II & BHADLA II - REACTOR PACKAGE from PGCIL
- ✓ 7 X 500 MVA 765KV ICTS AT SIKAR II TRANSFORMER PACKAGE from PGCIL
- ✓ 13 X 765KV REACTORS AT SIKAR II & ALIGARH PS UNDER RAJASTHAN/REACTOR PACKAGE from PGCIL
- ✓ L&T/ NEA NEPAL 220KV GIS AT LAPSIPHEDI SS 132KV GIS AT CHANGUNARAYAN SS/ 220&145KV GIS from L&T

Financial Data

Q4 & FY 2020-21

(₹ in millions)

	Q4 2020-21	Q4 2019-20	Change	FY 2020-21	FY 2019-20	Change
Sales	9,045	6,642	36.2%	34,524	31,587	9.3%
EBITDA	446	-2,357	118.9%	1,452	-2,150	167.5%
% of Sales	4.9%	-35.5%	+40.4 pts	4.2%	-6.8%	+11.0 pts
Profit Before Tax	270*	-2,347	111.5%	893**	-3,557***	125.1%
% of Sales	3.0%	-35.3%	+38.3pts	2.6%	-11.3%	+13.9 pts
Profit After Tax	161	-1,871	108.6%	603	-3,026	119.9%
% of Sales	1.8%	-28.2%	+30.0 pts	1.7%	-9.6%	+11.3 pts

*includes extraordinary expense of 225 MINR

**includes extraordinary Income of 35 MINR

*** includes extraordinary expense of 536 MINR

Net Debt* of ₹1,611 MINR as on 31st March 2021 vs ₹ 4,302 MINR as on 31st March 2020

* Net of Cash & Bank Balance of 602 MINR (Vs 595 MINR as on March 31, 2020)

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GEOD Update

Global Engineering Operations Division (GEOD) Sale Proposal

- GE Created Global Engg Operating Center (GEOC) at GE India Industrial Pvt Ltd (GEIPL) to support global technology development to meet the challenges of the global energy transition and respond to changing market needs.
- Considering non-core (revenues <3% of total), lack of long-term commitment, exclusivity, Board approved for sale of GEOD to GEIPL
- 873 minr consideration based on Independent Valuation from M/s. Ernst & Young Merchant Banking Services LLP

GE Grid Solution communication:

- Company has been notified that with effect from 30 June 2021 no new contracts/purchase orders will be issued to it in relation to those services and existing contracts/purchase orders will lapse at their expiry date or be terminated by notice.
- Stock Exchange duly communicated on April 30, 2021
- Impact on GETDIL : ~190 employees and ~100minr assets redundant

Postal Ballot : Approval of Majority of Minority not received

	No of Votes	No of Shares
In favour	217	47.7%
Against	31	52.3%
	248	100%

Action under progress

- To mitigate restructuring cost of impacted employees and assets, GETDIL Board has advised the management to explore potential solutions to minimize adverse impact on the Company



THANK YOU

Contact us:

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