



## GE T&D India Limited

(formerly ALSTOM T&D India Limited)  
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<https://www.ge.com/in/ge-td-india-limited>

August 29, 2019

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/ Investor meetings presentation**

Further to our letter dated August 29, 2019, enclosed please find a copy of the presentation made in Analyst/ Investor meetings held today.

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 Overview

**August 29, 2019**

Confidential. Not to be copied, distributed, or reproduced without prior approval.

**Sunil Wadhwa**

**Gaurav M. Negi**



# GE T&D India Limited Overview

**August 29, 2019**

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**CAUTION CONCERNING FORWARD-LOOKING STATEMENTS:**

This document contains "forward-looking statements" – that is, statements related to future events that by their nature address matters that are, to different degrees, uncertain. For details on the uncertainties that may cause our actual future results to be materially different than those expressed in our forward-looking statements, see <http://www.ge.com/investor-relations/disclaimer-caution-concerning-forwardlooking-statements> as well as our annual reports on Form 10-K and quarterly reports on Form 10-Q. We do not undertake to update our forward-looking statements. This document also includes certain forward-looking projected financial information that is based on current estimates and forecasts. Actual results could differ materially. to total risk-weighted assets.]

**NON-GAAP FINANCIAL MEASURES:**

In this document, we sometimes use information derived from consolidated financial data but not presented in our financial statements prepared in accordance with U.S. generally accepted accounting principles (GAAP). Certain of these data are considered "non-GAAP financial measures" under the U.S. Securities and Exchange Commission rules. These non-GAAP financial measures supplement our GAAP disclosures and should not be considered an alternative to the GAAP measure. The reasons we use these non-GAAP financial measures and the reconciliations to their most directly comparable GAAP financial measures are posted to the investor relations section of our website at [www.ge.com](http://www.ge.com). [We use non-GAAP financial measures including the following:

- Operating earnings and EPS, which is earnings from continuing operations excluding non-service-related pension costs of our principal pension plans.
- GE Industrial operating & Verticals earnings and EPS, which is operating earnings of our industrial businesses and the GE Capital businesses that we expect to retain.
- GE Industrial & Verticals revenues, which is revenue of our industrial businesses and the GE Capital businesses that we expect to retain.
- Industrial segment organic revenue, which is the sum of revenue from all of our industrial segments less the effects of acquisitions/dispositions and currency exchange.
- Industrial segment organic operating profit, which is the sum of segment profit from all of our industrial segments less the effects of acquisitions/dispositions and currency exchange.
- Industrial cash flows from operating activities (Industrial CFOA), which is GE's cash flow from operating activities excluding dividends received from GE Capital.
- Capital ending net investment (ENI), excluding liquidity, which is a measure we use to measure the size of our Capital segment.
- GE Capital Tier 1 Common ratio estimate is a ratio of equity

# Agenda

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## **GE Global Overview**

GE T&D Outlook

GE T&D India Ltd - Financials

Q&A



# GE exists to bring real progress and possibility to every corner of the planet.



**~283,000  
employees**



**180+  
Countries**



**125+ years of  
innovation**



# GE Portfolio



### Power

Equipping **90%** of transmission utilities worldwide  
**7,000+** gas turbines + nearly **6,000** coal and nuclear steam turbines



### Renewable Energy

Installed **400+** GW capacity globally **40,000+** onshore wind turbines



### Aviation

Powering two-thirds of commercial aircraft departures\*  
**~70,000** aircraft engines



### Healthcare

Providing **16,000+** scans every minute  
**4 million+** healthcare installations

←----- Digital + Capital + Research + Global Growth + Additive -----→

### GE holds a stake in:



### Baker Hughes, a GE Company

Pursuing an orderly separation from BHGE, the world's first and only Fullstream oil & gas company, to maximize value for both companies



### Wabtec

Combined GE Transportation with Wabtec, creating a global leader for rail equipment, services, and software



# GE In South Asia

- **6 Countries** -India, Bangladesh, Sri Lanka, Nepal, Bhutan, Maldives
- **17 Manufacturing Sites**
- **5 Technology & Engineering Centre**
- **30+ Sales Offices**
- **20,000 + Employees**

## GE Businesses present



Aviation



Renewable Energy



Steam Power



Gas Power Systems & Power Services



Healthcare

## GE holds a stake in



Transportation



Baker Hughes



# Agenda

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# GE T&D India Ltd. - Enabling India's Energy Transition

## The Board of Directors



**VISHAL WANCHOO**  
Chairman



**SUNIL WADHWA**  
Managing Director



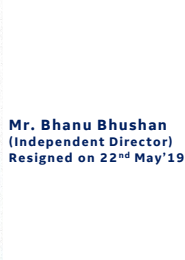
**GAURAV M. NEGI**  
Whole-time Director  
& CFO



**NAGESH TILWANI**  
Whole-time Director  
& Head - HVS Business



**NEERA SAGGI**  
Independent Director



**Mr. Bhanu Bhushan**  
(Independent Director)  
Resigned on 22<sup>nd</sup> May '19



**DR. KIRITS S. PARIKH**  
Independent Director



**RAKESH NATH**  
Independent Director

## Setting Benchmarks for Energy Transmission

- ✓ GE T&D :100+ years of expertise in building the transmission infrastructure
- ✓ Market leader in the Indian power transmission sector.
- ✓ Average Commissioning of one substation per week.
- ✓ 60% of the energy flow in India is managed by Grid Technology
- ✓ GE's Software Solutions are used at load dispatch centres across the South Asian Association for Regional Cooperation (SAARC)
- ✓ Champa Kurushetra Link – India's Largest HVDC project with power transmitting 3000 MW (going upto 6000 MW)
- ✓ World's Largest Wide Area Monitoring system for Power Grid Corporation of India at Manesar

## Employees

Total  
Headcount

2,600



## Not only a corporate but a Society Builder



# GE T&D India Ltd. - pioneers since 1957

## Manufacturing Sites

1957-58

1958-59

2007



Naini

Pallavaram

Noida

2008-09

2008-09

2008-09



Padappai

Vadodara

Hosur

## Offices across country



## Operational Excellence (2018-19)

### Manufacturing Excellence 2018-19

Over **60+**  
Substations Commissioned across  
66kV/132kV/220kV/440kV/765kV

Over **40+**  
Renovation and modernization bays  
commissioned across all voltages

Around **1250+**  
Bays Commissioned across  
220/400/765kV with substation  
automation

Around **18,500**  
MVA Commissioned with over 150  
units of transformers and reactors

Around **60% OF THE ENERGY FLOW** in India  
is managed on  
GE T&D technology

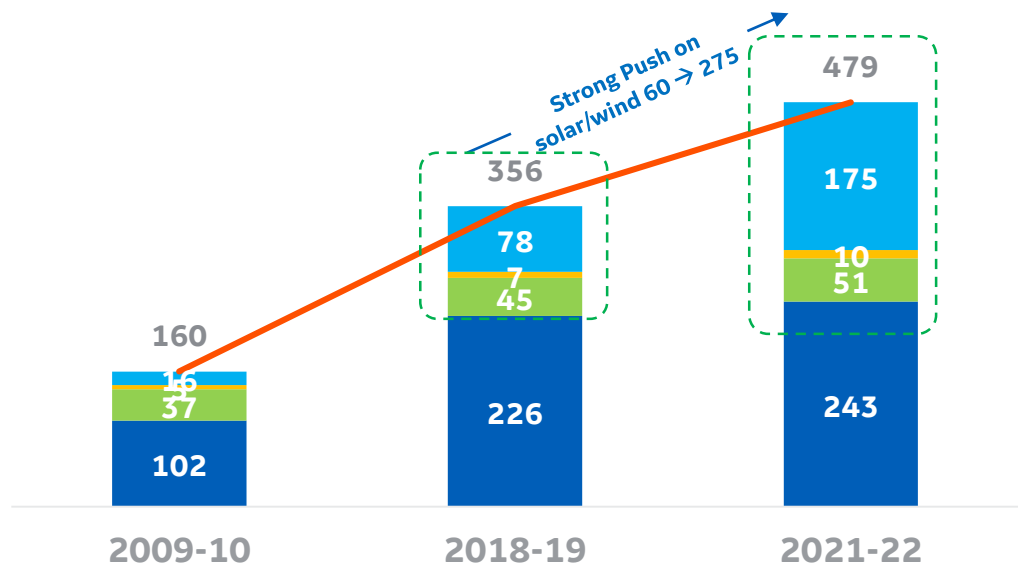


# Generation & Transmission Trend

## Generation mix

Increase by 25-30GW pa

■ Thermal ■ Hydro ■ Nuclear ■ Ren ■ Total



### 2019-2022 additions

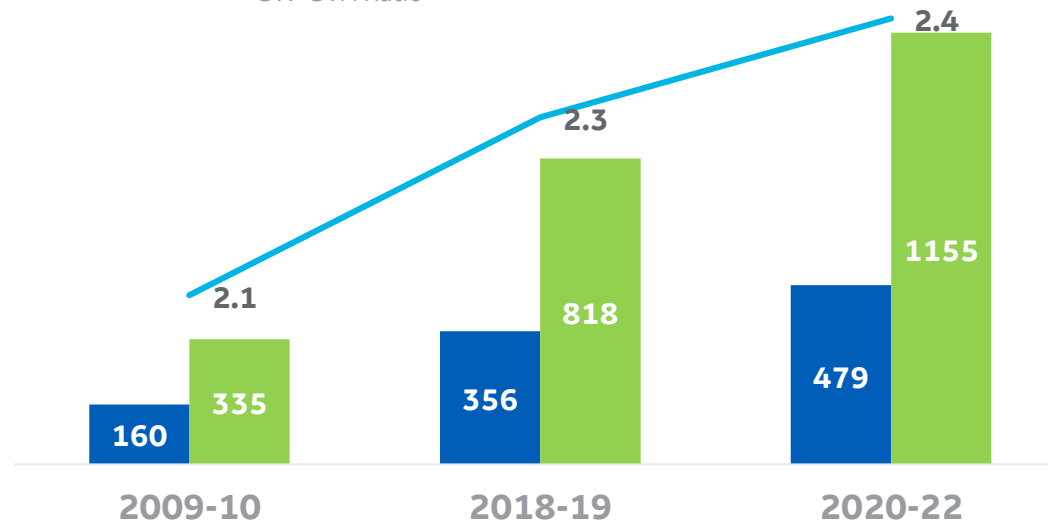
**Renewables (S/W):** ~100GW new Installation (75 Solar/25 Wind)

**Thermal** : 17 GW

Source: CEA Document

## Transmission Capacity

■ Installed Generation Capacity (GW)  
 ■ Installed Transmission Capacity (GVA 220kV and above)  
 — GW-GVA Ratio



Increase by 60-70 GVA pa

Optimal GW-GVA Ratio is ~3.0

- CEA bottoms up estimate \$35B transmission spend during 2017-22
- Transmission schemes for total ~125GW REN evacuation GEC corridor, 28 GW under Phase-I(Tendered & execution), ~38.5 GW under Phase-II(approved by CEA), ~28GW Phase-III(In planning)
- 23GW of Solar project along with HVDC for evacuation to be installed in Leh- Ladakh in 3 phases - 7.5GW each

Source: CEA Document



# Agenda

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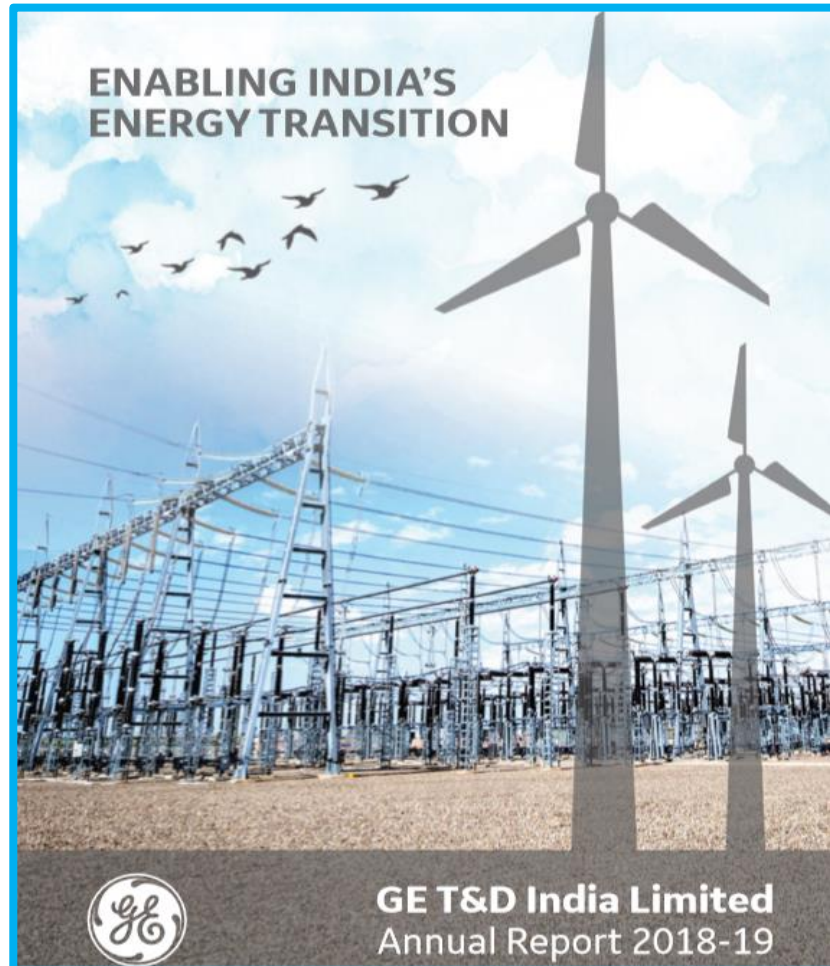
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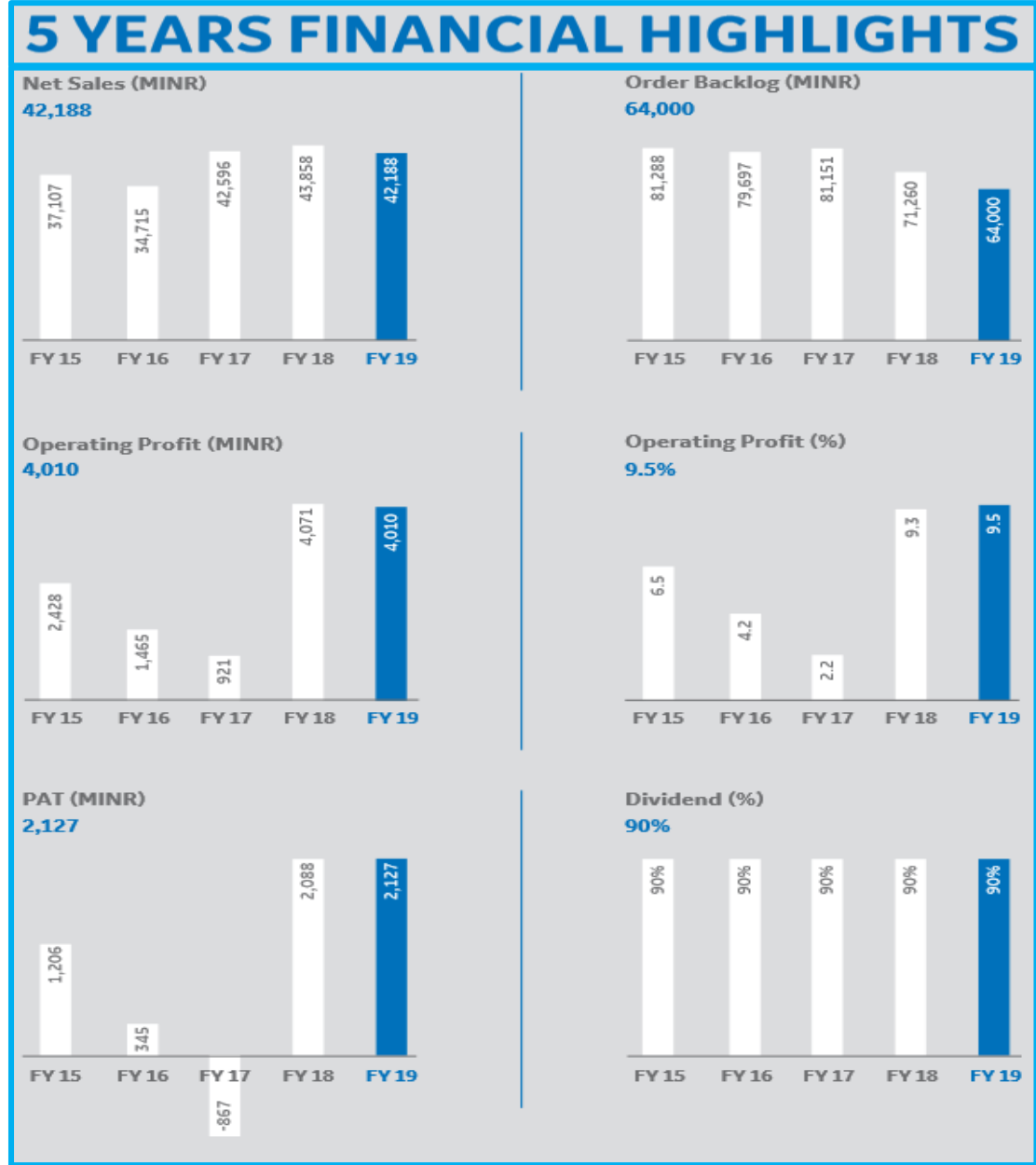




# GE T&D India Limited



*Driving profitable growth ... delivered highest profit in last decade*



Imagination at work