



GE Power India Limited

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13 April 2022

To,
The Manager Listing,
National Stock Exchange of India Ltd.
Exchange Plaza,
Plot No. C/1, G Block,
Bandra-Kurla Complex, Bandra (E),
Mumbai - 400 051

To,
The Manager Listing,
BSE Ltd.
P.J. Towers, Dalal Street,
Mumbai - 400 001

Symbol: **GEPIL**

Scrip Code: **532309**

Subject: **Presentation for the meeting scheduled with Institutional Investors/Analysts**

Dear Sir/Madam,

In furtherance to our letter dated 13 April 2022 regarding meeting with Institutional Investors/Analysts scheduled on 13 April 2022 at 4:00 pm, please find enclosed the presentation to be made before the Investors/analysts for your information.

This intimation is being made pursuant to Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 read with Part A of Schedule III of the said Regulations.

Thanking you,
Yours truly,

For GE Power India Limited

Kamna Tiwari
Company Secretary and Compliance Officer



GE POWER INDIA LIMITED

Investors Conference Call

April 13, 2022

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Agenda

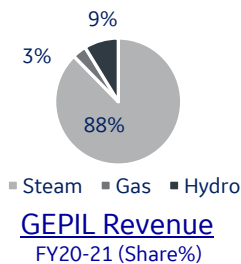
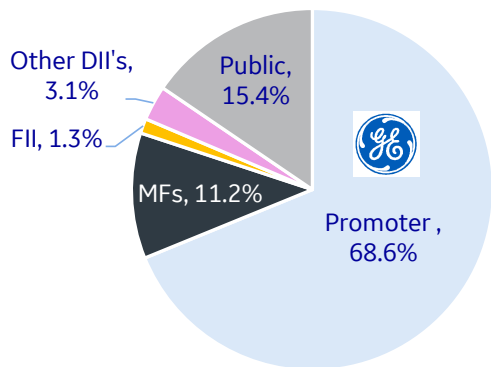
- Introduction-GEPIL activities
- GE –GEPIL Announcements & Actions taken
- GEPIL Vision, Opportunities & Readiness
- Q&A

Introduction-GEPIIL-Activities & Set Up



GE Power Operations

GEPIIL - A Public Listed Company



Mfg. Asset
Boiler & Mills
Mfg. Facility-
Durgapur

Currently executes

- New build FGD's, (New + Backlog)
- New build Boiler (Backlog)
- Services -Clean Combustion (CC)- Leveraging Durgapur factory (parts)
- Services- Rotating (RE)-Leveraging GEPSIPL-Sanand factory (parts, repairs, upgrades)
- Supports Global Gas projects resource support
- Hydro -NB & upgrades.

1. Steam power

Boilers



Activities

1. Boiler & Mills- Design, Engg. Mfg./ supply.
2. Site services- CC-TFA

AQCS



Activities

1. FGD-Design, Engg. Procurement, supply.
2. Site services- CC

Services



Activities

1. BTG & AQCS-Core services & Upgrades
2. Design, Engg. MFG. Supply & Site services-Outages & CC

2. Hydro



Activities

1. NB-Design, Engg, Supply of Hydro Turbine & generator+ Aux., Site services



3. Gas power

Activities

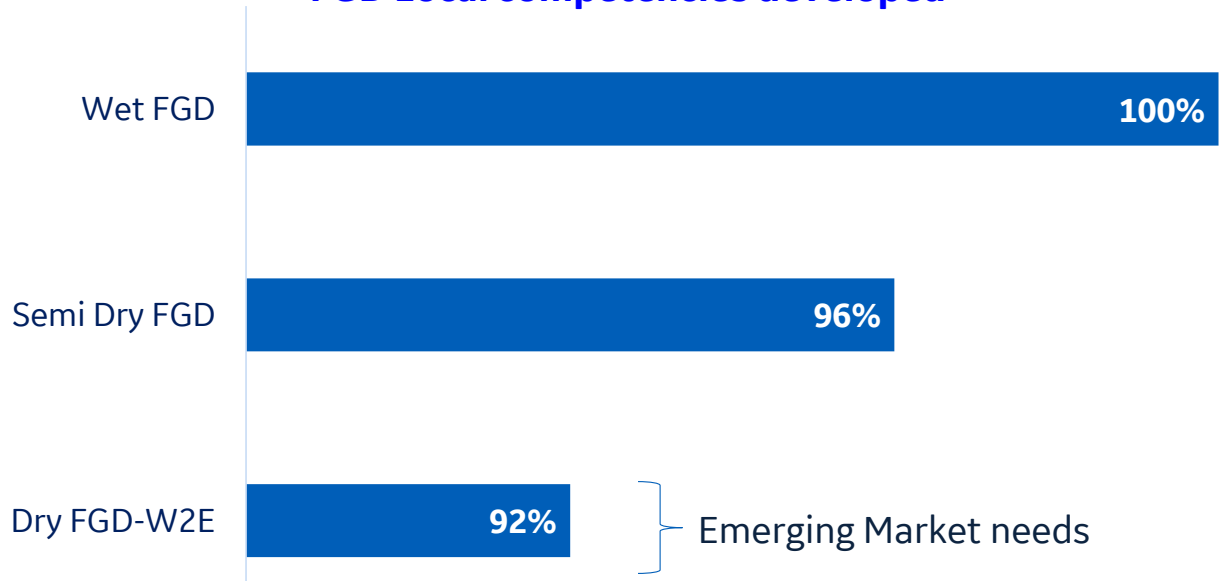
1. Support global projects- For Engg. Procurement & Construction & PM resources.

Actions taken Since GE Exit Announcement-(Sept'2020)

Technology Absorption in GEPIL & Readiness



FGD Local competencies developed



Service Competencies

- ✓ Fully Local service capabilities exist

Qualification of GEPIL

- ✓ Won-Annupur FGD order
- ✓ EP Scope

Opportunities

- ✓ 133 GW FGD market opportunities exists for coal
- ✓ Market needs for W2E emerging

Market Purchase Consideration

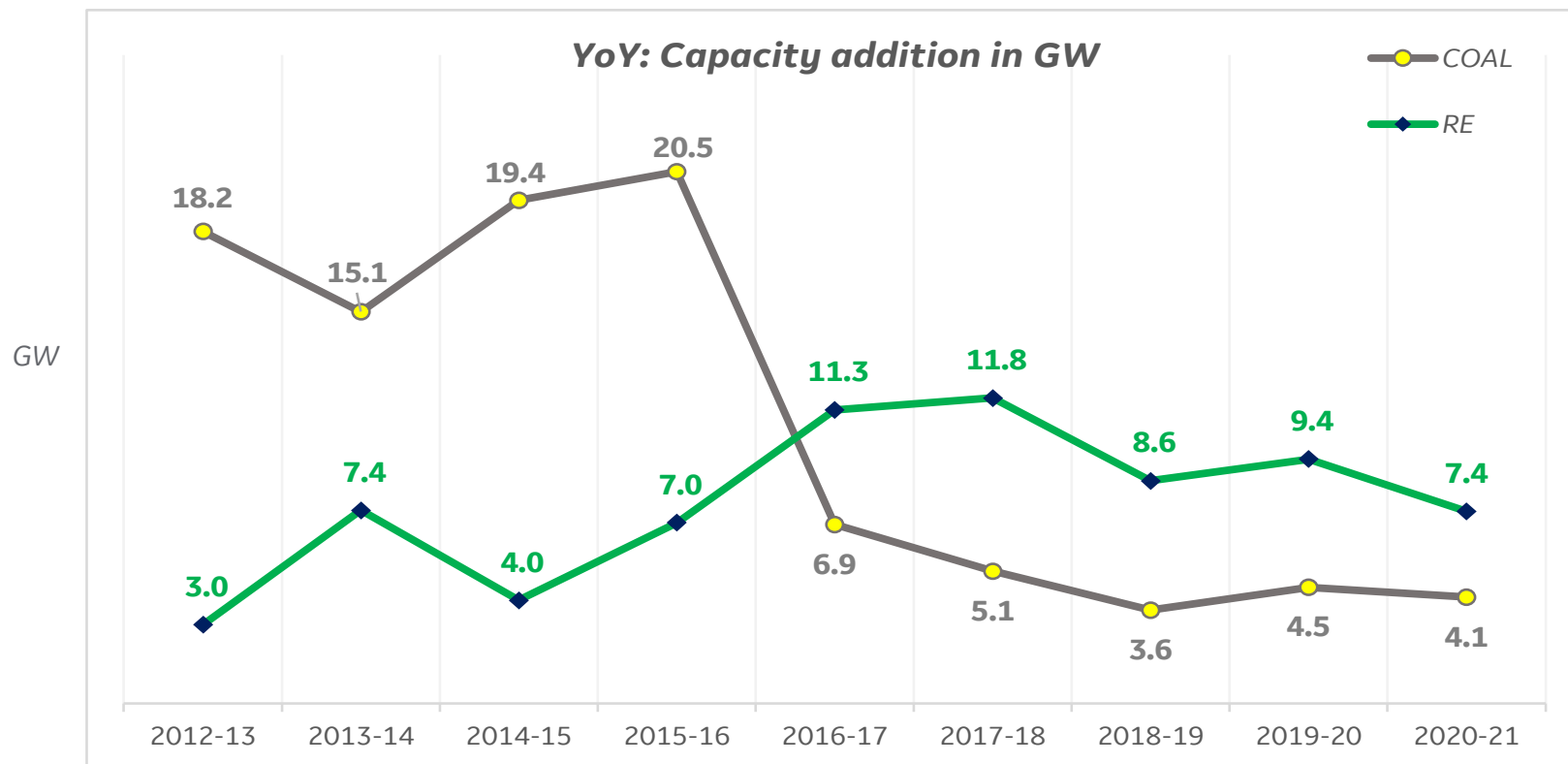
(Independent Customer Survey by PwC Strategy &)

- ✓ Technical Competence & Past Credentials –Most Important
- ✓ Brand –Low Priority (minimal ~5% impact)

Capacity addition trends- India



~35GW/yr. RE capacity addition needed for the 500GW target -'2030

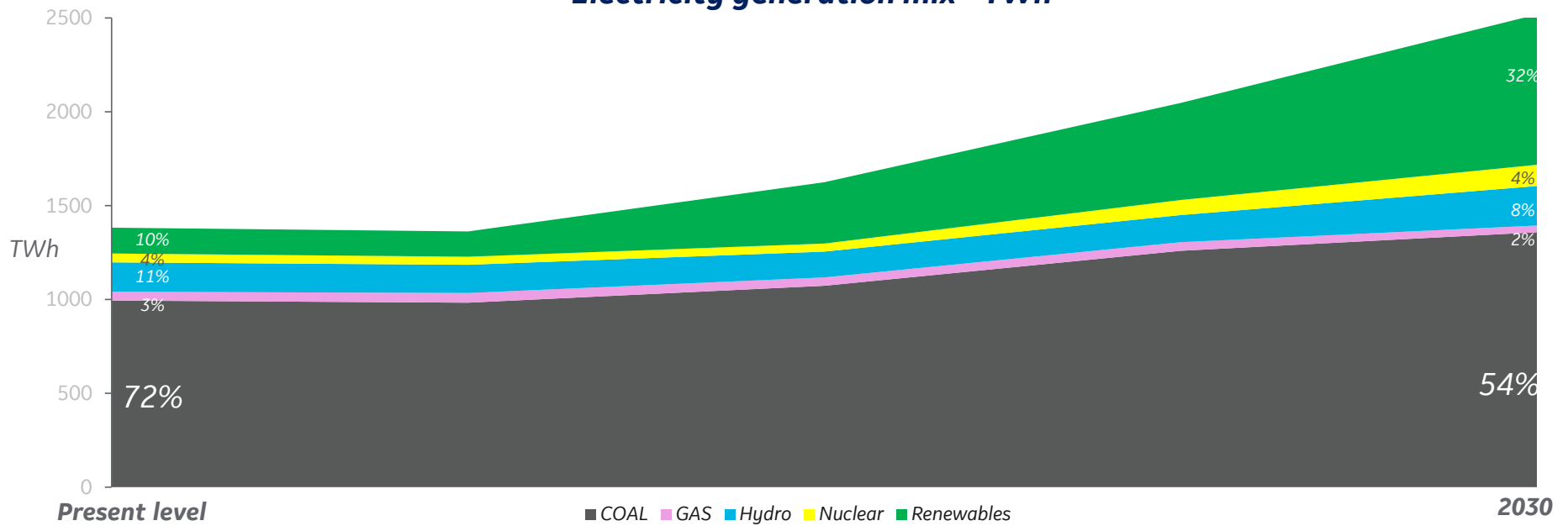


Changing energy mix- India



transition towards renewables –supported by conventional sources

Electricity generation mix - TWh

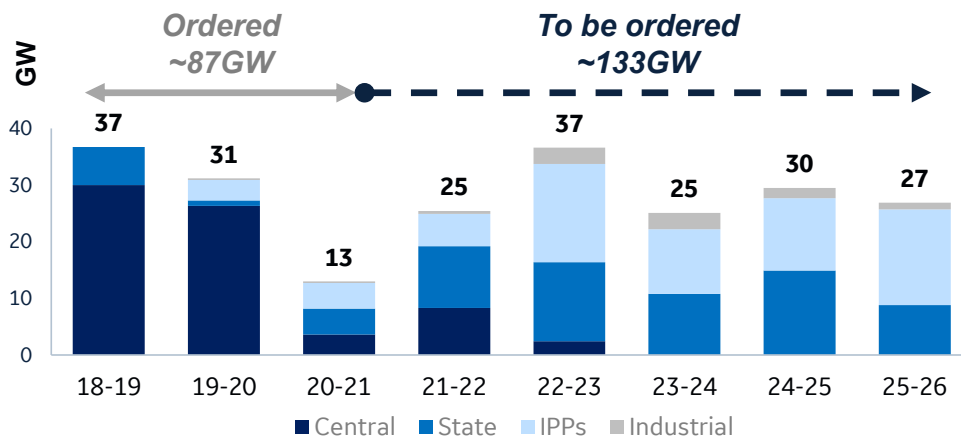


Emission reduction needs-Continued FGD opportunities



Projects → FGD

- ~>60% Installed Capacity-Yet to order FGD
- Area classification categorization- to drive priority adoption
- Major ordering in future- From State & Private IPPs



Technology Leadership & Absorption

- ✓ Own technology & capability from design to execution
- ✓ Wet FGD: Local end to end Competency (>98%) to execute projects independently

Strong References

- ✓ (FGD~13GW) with 1st live installations- NTPC Vindhyachal
- ✓ GEPIL a frontrunner in executing FGD

Strong Pipeline of projects

- ✓ FGD opportunity pipeline ~67,000 Cr.
- ✓ GEPIL to leverage its strong position to serve the market needs

India FGD market picking up-GEPIL well positioned to support

Backlog Execution: Operational Rigor across Value stream



Daily management is a team-based approach, on a regular cadence, that allows the group to drive action under KPI's and improve upon SQDC



Obeya @ Unchahal

Team Huddle
- Plan vs Actualproactive planning leading to problem solving

Kaizen means "Change for the better" or "Continuous Improvement"

Continuous improvement @ JAWA



Kaizen Outcome

1. Handling type

2. Sinter lift

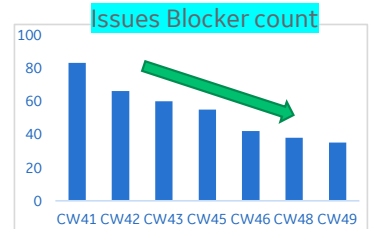
Challenge status quo
- Trystorm → Improve → Set new standard

Standard work the best-known method to perform work repeatedly/effectively & is Visualcontinuously evolving

Sourcing Q4 Revenues

Category	Count	Revenue
Total	58	26,759
Engg Clearance by GE	4	7.8
Manufacturing by Suppl	8	6.5
Project Clearance by GE	16	7,109
Quality Clearance by GE	9	3.8

GENBA connect
- Top 30 suppliers ...measure → engage → solve



Problem is a Discrepancy between an existing Standard or Expectation and the actual situation



Engg Process Simplification
- Handling & assembling made easy

DMS – Concept to Reality

Tallest chimney casted in shortest time

- +217 m shell cast in 246 working days
- Daily problem solve to pour 4032 m³ of concrete
- Design changes to enable constructability
- Accelerated execution to offset planned workforce shortages



Raft cast
(60 → 46) days



Slipform erection
(35 → 25) days



Shell casting
(180 → 175) days



Delivering impact to Customer & outcomes for the Business

Kaizen Planning

Daily Management

Day	Start	End	Activity	Resource	Status	
26-Sep	1	15:00	35.4	18.00	3	C130m
27-Sep	1	14:00	36.4	18.00	4	Priority 4
28-Sep	1	13:00	37.4	18.00	2	C
29-Sep	2	18:00	38.4	18.00	3	C
30-Sep	1	13:00	39.4	18.00	3	5. Safety, equipment
1-Oct	2	18:00	40.4	18.00	2	1.2
2-Oct	1	14:00	41.4	18.00	1	1.4
3-Oct	2	18:00	42.4	18.00	1	1.3
4-Oct	1	14:00	43.4	18.00	1	1.4
5-Oct	2	18:00	44.4	18.00	3	1.8
6-Oct	1	14:00	45.4	18.00	2	1.2
7-Oct	2	18:00	46.4	18.00	2	1.4
8-Oct	1	14:00	47.4	18.00	2	1.4
9-Oct	2	18:00	48.4	18.00	2	1.4
10-Oct	1	14:00	49.4	18.00	2	1.4
11-Oct	2	18:00	50.4	18.00	2	1.4
12-Oct	1	14:00	51.4	18.00	2	1.4
13-Oct	2	18:00	52.4	18.00	2	1.4
14-Oct	1	14:00	53.4	18.00	2	1.4
15-Oct	2	18:00	54.4	18.00	2	1.4

Problem Solve Daily

Set new Standards

- Shuttering simplification: Brick work & shutter
- Unequal Raft casting: Segment-1 (30%), Segment-2 (30%), Segment-3 (30%), Segment-4 (10%)
- Slip-form - parallel erection

Installed Base-Continued Services opportunities



Services → Market needs

- 6500 Cr./yr. market service opportunities
- Emission compliance (Nox/SPM/Co2)
- Upgrades-Fuel conversions/ efficiency/ availability etc.
- Flexibility- Support Substantial RE integration needs
- Grid Stability needs-with high RE Penetration-Syncon

Technology Leadership

- ✓ OEM/ OED technology know-how (~60%)
- ✓ End to end capability to serve/repair/upgrade
- ✓ Fully competent to serve India & Exports

Strong References

- ✓ References across the portfolio-Emissions/ Services/ Upgrades/ Digital

Strong Pipeline of active projects

- ✓ Active opportunity pipeline >1500 Cr. till March 2023 to work upon

GEPIL Vision



What

***Enabling our customers achieve
Energy Transition towards
Sustainable, Reliable, Affordable,
Cleaner Energy & Decarbonized
Future***

How we deliver

***With a broad portfolio of ESG technologies, strong
new build /service/ execution capabilities &
references:***

- ***Reliability & Availability-*** Core Services & Upgrades
- ***Affordability-*** Efficiency upgrades, Digital
- ***Reducing emissions-*** SOX/NOX/SPM/Co2
- ***Enabling RE Integration-*** Flexibility, Syncon
- ***Additional Export markets-*** Southeast Asia, Middle East & South Africa

Foundation Principles of LEAN, SQDC & Compliance

What we do at GEPIL Matters !!!



APPC-3.85/Kwh, Total cost ~4lakh Cr/yr.

Reduce

~15 paisa/kwh in APPC
~24000 Cr/yr. in power cost

~662 Mt/yr. for power
~32.5% : Avg. Coal efficiency

Save

~80 Mt/yr. coal fuel save

Global top spots for air pollution
& related deaths

Remove

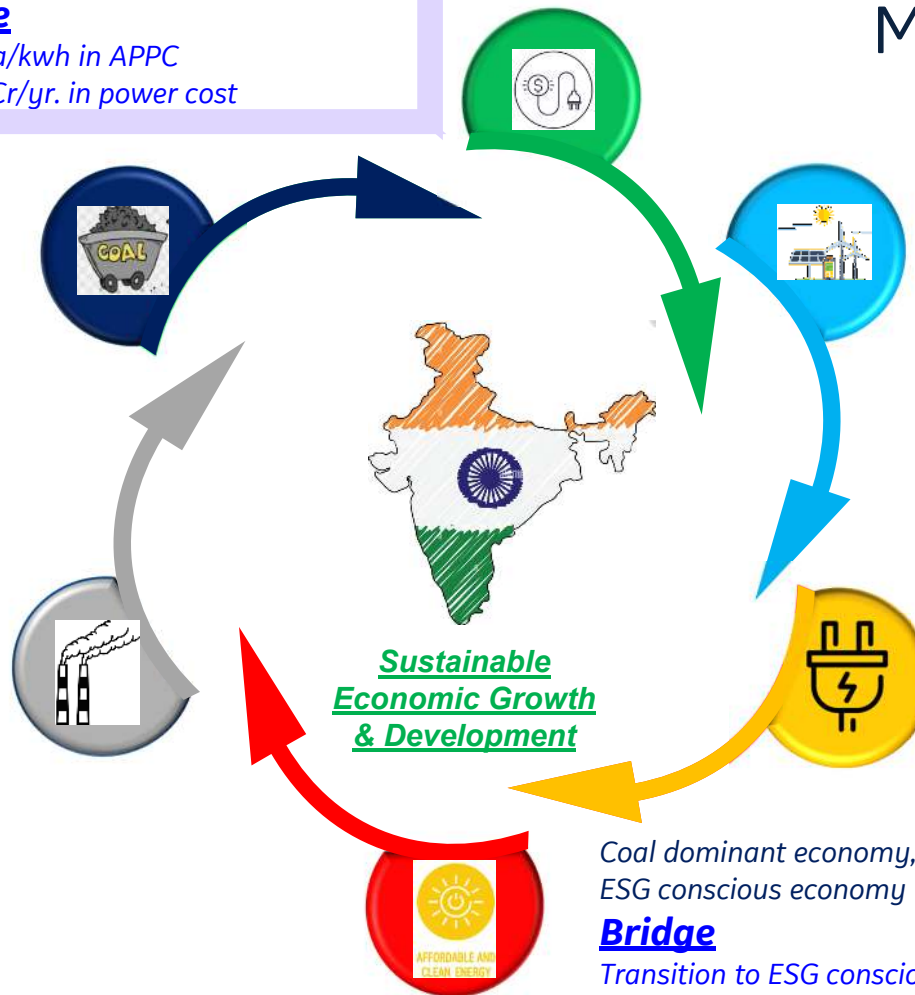
Sox- 25 Mt/yr. , Nox- 3.7 Mt/yr.
SPM- 1.4 Mt/yr., Co2- 380 Mt/yr.

LEGEND

Current status
Role & Potential Impact of GEPIL technology solutions

Note:

APPC-Average Power Purchasing cost
Toe-Tons of oil equivalent
HDI-Human Development Index (UN)
RE-Renewables
Mt-Million Ton



500GW RE by 2030, but
Limited balancing Options &
Grid Stability Mechanism

Support

Coal flexing (>70% balancing needs)
Reactive power, Inertia & grid stability

0.6 toe/capita (1/3rd of Global Avg.)
1208 Kwh /capita, HDI Rank (131/189)
Grow 2.5X for addl. \$5000/capita income

Enable

Consumption Growth –making energy
affordable, reliable & sustainable

Coal dominant economy, Needs to transform to
ESG conscious economy

Bridge

Transition to ESG conscious economy
Making Energy-Affordable, Reliable & Sustainable

