



GE T&D India Limited

# ACCELERATING INDIA'S ENERGY TRANSITION

Analyst Presentation  
Q4 & Financial Year 2021-22



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# Executive Summary



- **Q4 FY 21-22 Orders booking at 5.5 BINR vs 6.1 BINR in Q4 FY 20-21, down 10% yoy.**  
**FY 21-22 Orders booking at 21.7 BINR vs 22.9 BINR in FY 21-22, down 5% yoy**
- **Q4 FY 21-22 Sales at 6.6 BINR vs 9.0 BINR in Q4 FY 20-21, down 27% yoy.**  
**FY 21-22 Sales at 30.7 BINR vs 34.5 BINR in FY 20-21, down 11% yoy**
- **Q4 FY 21-22 Loss After Tax at 225 MINR vs Profit After Tax of 161 MINR in Q4 FY 20-21.**  
**FY 21-22 Loss After Tax at 496 MINR vs Profit After Tax of 603 MINR in FY 20-21**
- **Order back log of ₹ 37.2 Billion**
- **Net debt decreased by 801 MINR in FY 21-22**





# Creating the Grid of Future | Key Commissioning



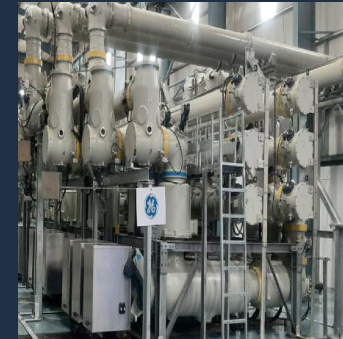
HPPTCL, Hatkoti, HP –  
Commissioning of 220 kv 7 GIS  
bays



WBSETCL Manbazar  
Full Commissioning of 132kv 6 GIS bays ,  
33kv 15 GIS bays and 2x31.5MVA  
transformer Substation



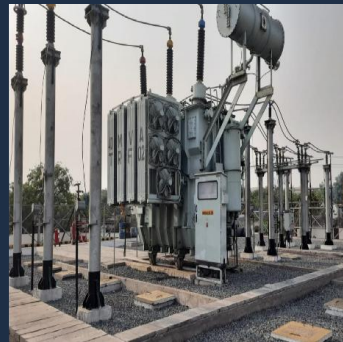
GETCO Shapar, Gujarat  
Commissioning of 400 kv 12 bays  
and 220kv 15 GIS bays



PGCIL, Tuticorin, TN –  
Commissioning of 400kv 2  
bays & 220kv 2 GIS bays



Adani , Mohindergarh, Haryana  
Commissioning of Dhanoda  
Line 1 GIS bay & line 2 AIS bay  
for 400kv Series Reactor



OPTCL at Hirakud, Odisha  
Commissioning of 132kv 7 GIS bays ,  
33kv 7 GIS bays along with 1 X 40 MVA  
Transformer



HMEL, Bhatinda, Punjab  
Commissioning of 400kv 12 GIS bays  
along with 250MVA 2 nos.  
transformers

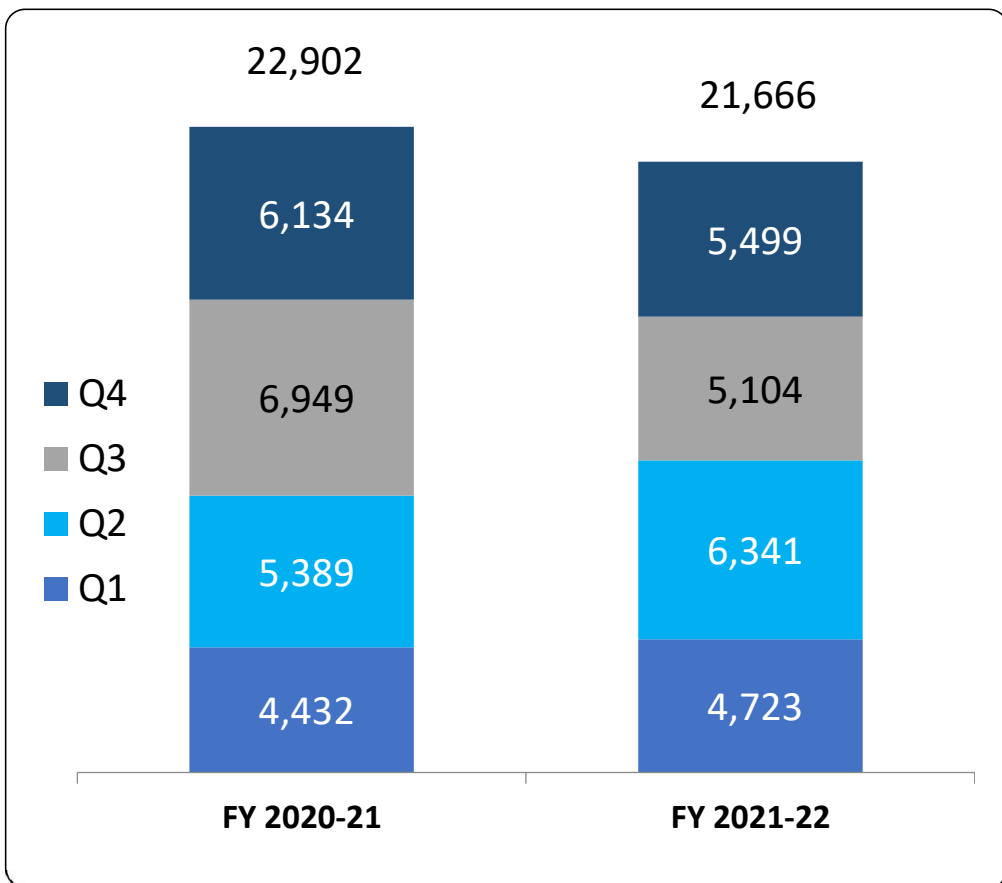


BPC Samcholing, Bhutan (Phase I) –  
Charging of 2x5MVA, 33/0.415kV  
Transformer along with LT Distribution  
Board & Busduct

# Order Intake

Q4 & FY 2021-22

(₹ in millions)



## Key Orders booked during Q4, FY 21-22

- 400 kV switchyard package under Green Energy Corridor(GEC) scheme at Gadag Substation from Renew Power Ltd.(TBCB Developer)
- 420 kV Gas-Insulated Substation (GIS) at Kalawad Substation for GETCO in Gujrat from SMS
- 245/72.5kV Gas-Insulated Substation (GIS) at Bhildi Substation for GETCO in Gujrat from SMS 220 kV
- 220kV Supply and retrofit of LBB Relays in various existing substations
- ADMS control Center for Tata Power Central Odisha DISCOM
- RTU & Telecom Equipment Package for Manipur State Power Company Limited
- Multiple Export Orders of 1,241 MINR

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# Financial Data

## Q4 & FY 2021-22

(₹ in millions)

	Q4 2021-22	Q4 2020-21	Change	12M 2021-22	12M 2020-21	Change
<b>Sales</b>	<b>6,621</b>	<b>9,045</b>	<b>-26.8%</b>	<b>30,660</b>	<b>34,524</b>	<b>-11.2%</b>
<b>EBITDA</b>	<b>(1,594)</b>	<b>446</b>		<b>(1,089)</b>	<b>1,452</b>	
<i>% of Sales</i>	-24.1%	4.9%	-29.0 pts	-3.6%	4.2%	-7.8 pts
<b>Profit Before Tax &amp; Exceptional Items</b>	<b>(1,452)</b>	<b>495</b>		<b>(1,797)</b>	<b>859</b>	
<i>% of Sales</i>	-21.9%	5.5%	-27.4 pts	-5.9%	2.5%	-8.3 pts
<b>Profit Before Tax &amp; after exceptional Items</b>	<b>(350)</b>	<b>270</b>		<b>(695)</b>	<b>893</b>	
<i>% of Sales</i>	-5.3%	3.0%	-8.3 pts	-2.3%	2.6%	-4.9 pts
<b>Profit After Tax</b>	<b>(225)</b>	<b>161</b>		<b>(496)</b>	<b>603</b>	
<i>% of Sales</i>	-3.4%	1.8%	-5.2 pts	-1.6%	1.7%	-3.4 pts

**Net Debt\* of ₹ 810M as on 31<sup>st</sup> Mar, 22 vs ₹242M as on 31<sup>st</sup> Dec, 21 & ₹ 1,611 M as on 31<sup>st</sup> Mar, 21**

\* Net of Cash & Bank Balance of 824 MINR vs 622 MINR as on Dec'21 & 602 MINR as on March 31, 2021

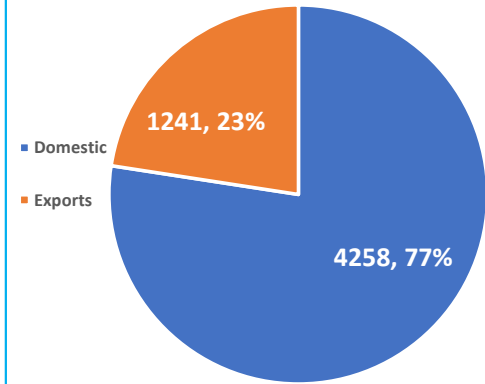
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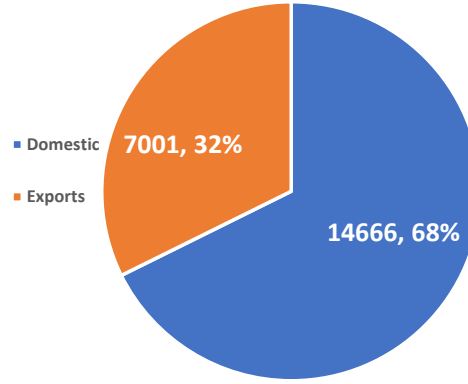
# Orders, Sales and Backlog Details

(₹ in millions)

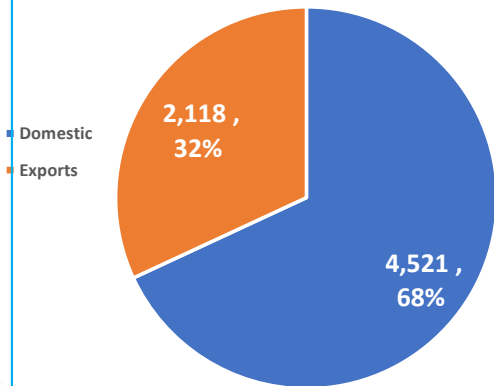
### Q4 Orders



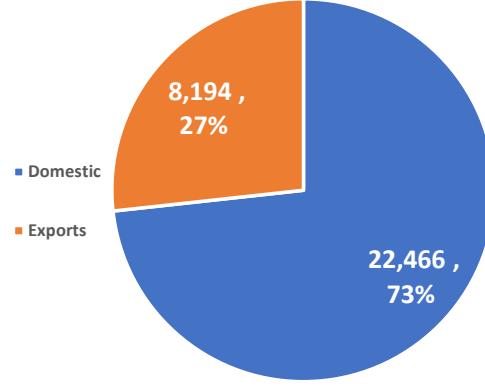
### FY 21-22 Orders



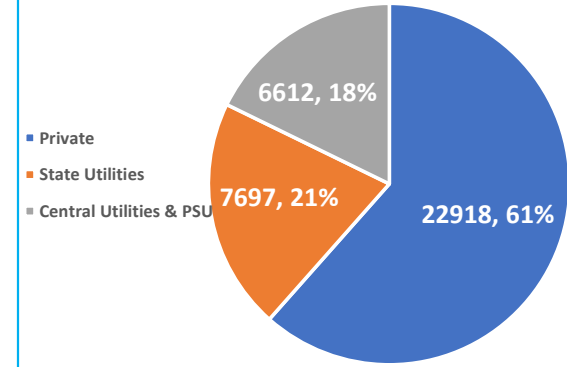
### Q4 Sales



### FY 21-22 Sales



### Order in Hand



# THANK YOU

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