



GE T&D India Limited

ENABLING INDIA'S ENERGY TRANSITION

Analyst Presentation
Q2 Financial Year 2021-22



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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

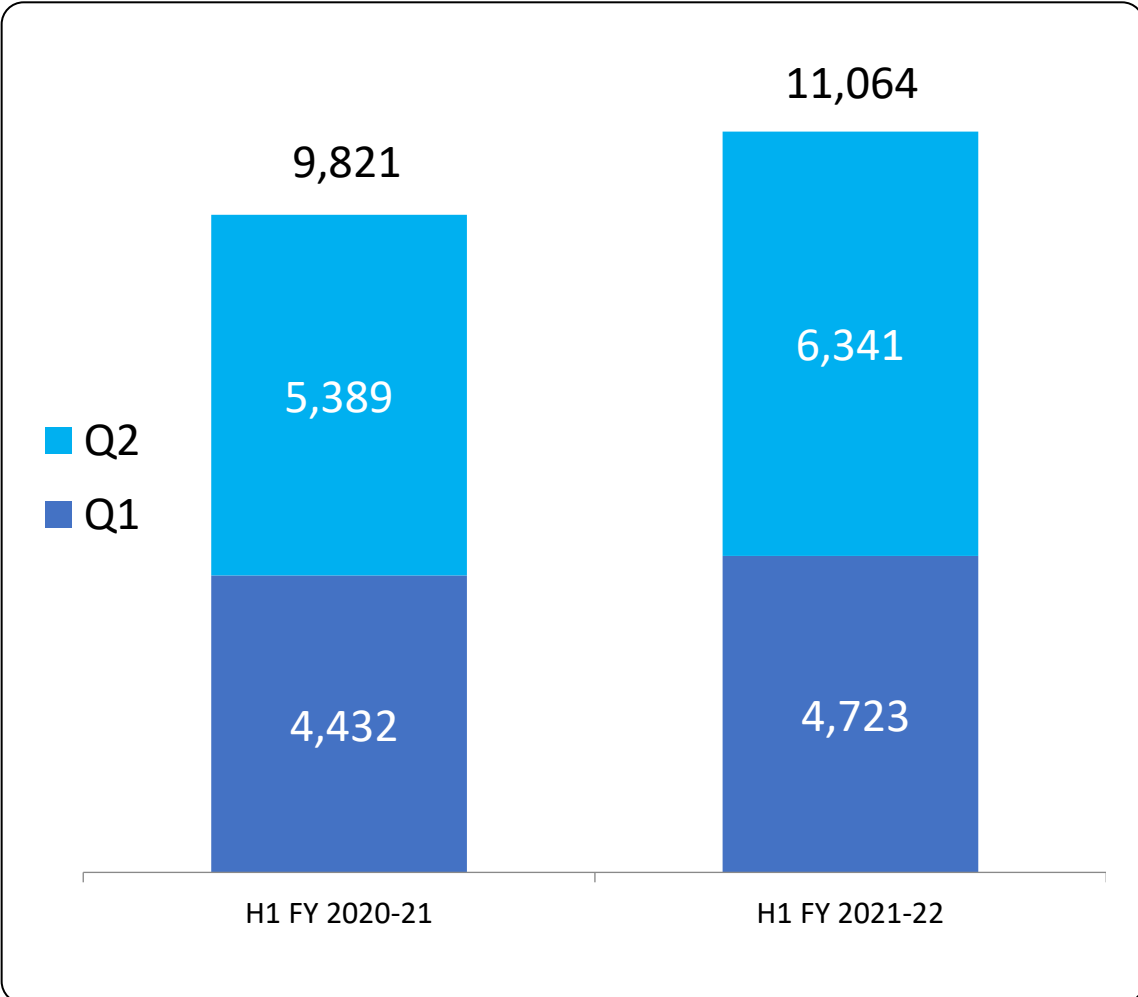


- **HVS team at Padappai** introduced Flow Line for ME4 drives in to cater to global requirements for meeting the \$ 3M top line
 - 15 Kaizens including ergonomics - 90% reduction in Manufacturing Lead times , product & people travel distance reduction by 13 % and 30% respectively and improved capacity 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
Sales	8,517	8,709	-2.2%	14,898	15,137	-1.6%
EBITDA	199	428	-53.6%	213	431	-50.6%
% of Sales	2.3%	4.9%	-2.6 pts	1.4%	2.8%	-1.4 pts
Profit Before Tax	(96)	132	-173.4%	(349)	(131)	-167.1%
% of Sales	-1.1%	1.5%	-2.6 pts	-2.3%	-0.9%	-1.4 pts
Profit After Tax	(77)	86	-189.8%	(270)	(117)	-130.4%
% of Sales	-0.9%	1.0%	-1.9 pts	-1.8%	-0.8%	-1.0 pts

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



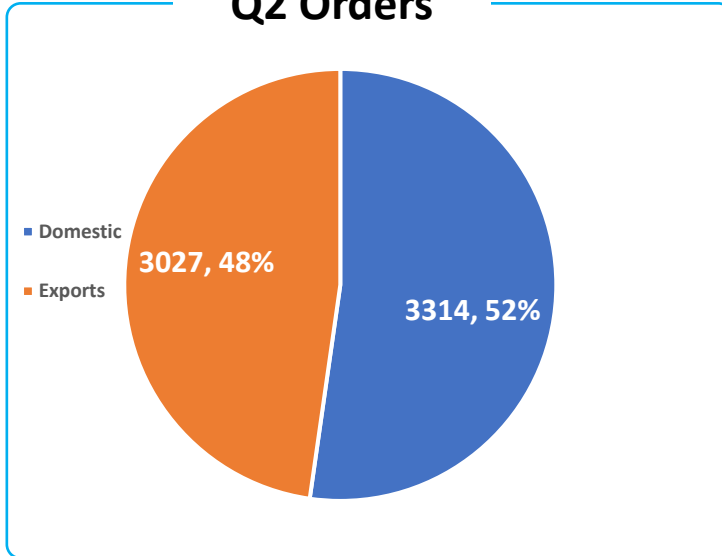
* Net of Cash & Bank Balance of 808 MINR (Vs 602 MINR as on March 31, 2021)

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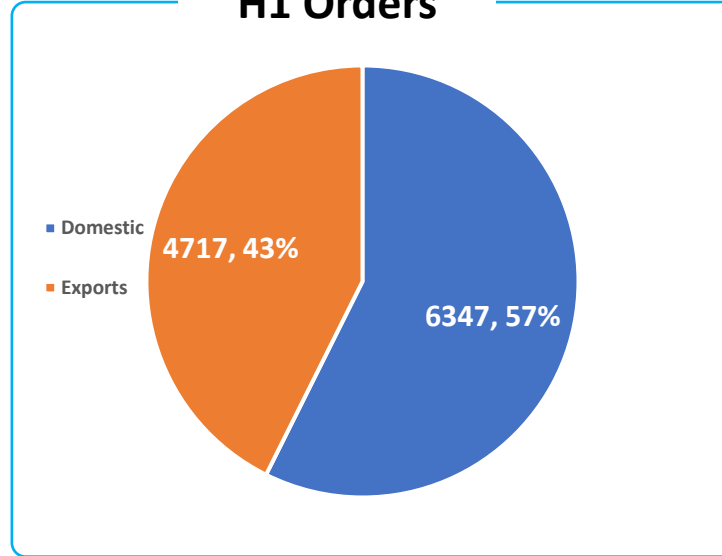
Orders, Sales and Backlog Details

(₹ in millions)

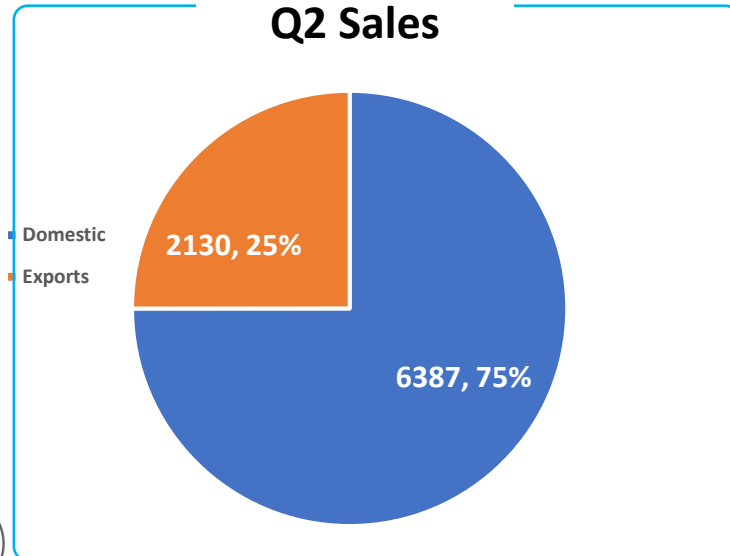
Q2 Orders



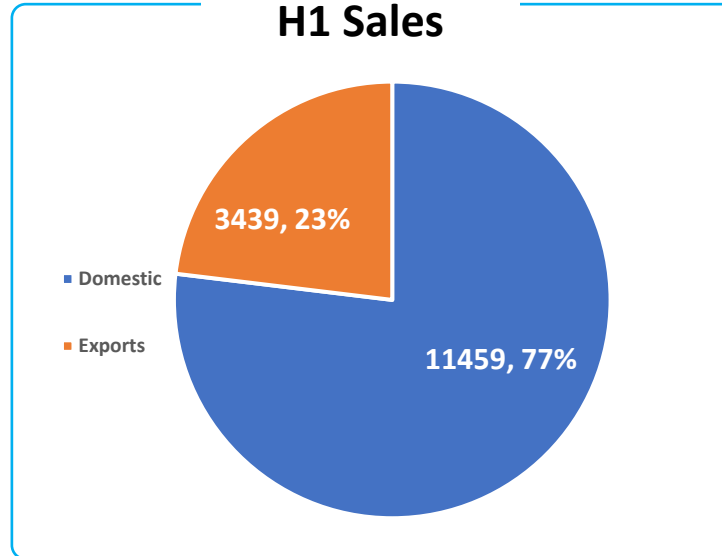
H1 Orders



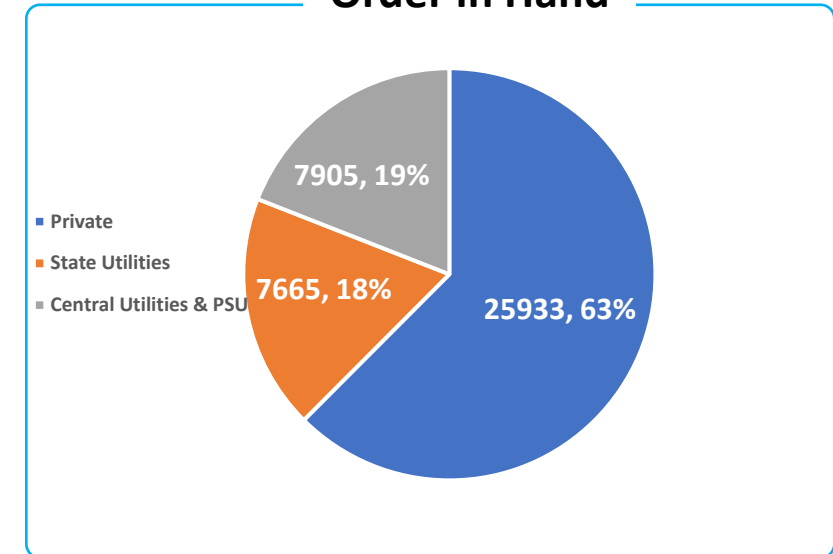
Q2 Sales



H1 Sales



Order in Hand



THANK YOU

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