

# 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

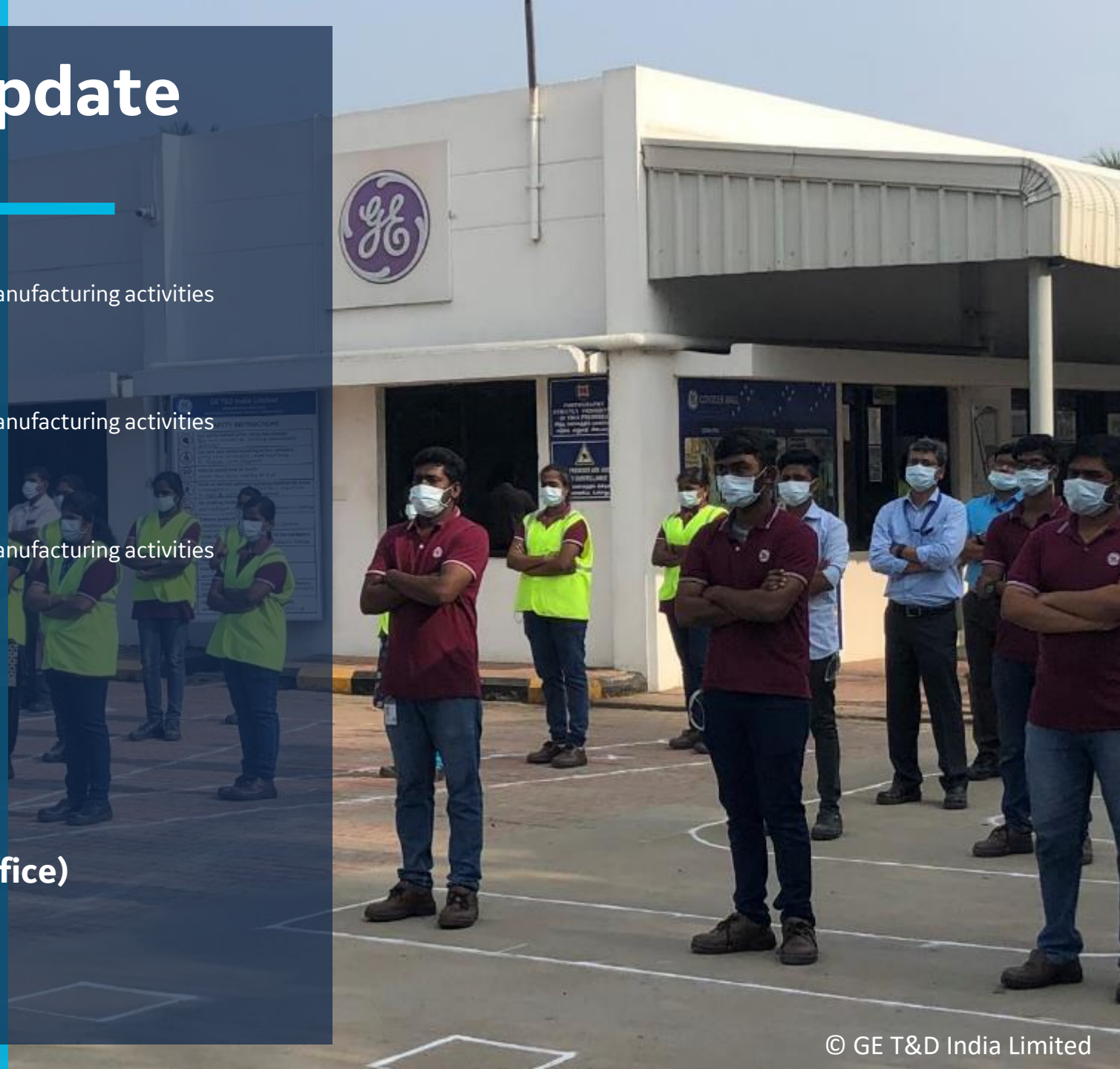
Total sites : 73, All Operational  
(Resource Strength : 50%-75%)

### 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	<b>GE India Employee Relief Fund</b> in partnership with <b>Give India</b>
Hotel-Hospital tie ups	Tie up with hospitals in major cities like <b>Hyderabad, Chennai, Bangalore, Delhi-NCR, Vadodara and Ahmedabad, Pune and Kolkata</b>
Vaccination	<b>Vaccination Drives carried out</b> at Bangalore, Noida, Vadodara, Mumbai, Kochi, Pune, Chennai, Kolkata, Durgapur, Sanand, Hyderabad
Ventilators	GE South Asia sponsored <b>10 Ventilators</b> for <b>St Johns Hospital Bangalore</b> & <b>4 Ventilators</b> for <b>Holy Family Hospital, Delhi</b>
Teleconsultation	COVID-19 teleconsultation through internal and external medical team made available for all <b>GE Employees and their dependents</b>
Assistance in finding Hospital Beds/Oxygen	<b>Employee Resource Group formed</b> to assist GE employees and their dependents to find critical support as needed
Ambulance Services	<b>Partnered with STAN ambulance services provider</b> 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
<b>Medical Supplies</b>	Tie-up with <b>medicine</b> delivery portal to employees at their home/location
<b>Oxygen concentrators</b>	<b>O2 Concentrators provided at various project sites and office locations</b>
<b>Employee Open Hour &amp; Staying Connected</b>	<b>Weekly open house</b> with Company doctors to help provide a credible and clear source of information
<b>Health &amp; Wellness</b>	Free counselling support is also available via our Employee Assistance Program
<b>Caregiver Leave</b>	<b>Temporary leave category</b> introduced for employees taking care of their <b>immediate family 10 working days (Over &amp; above the current leave policy)</b>
<b>Salary Advance</b>	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
<b>Support for family of deceased employee</b>	Dependent medical insurance till end of policy period & funding portability for 1 year Company supporting with additional 25% of Term Insurance coverage
<b>Home Care</b>	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



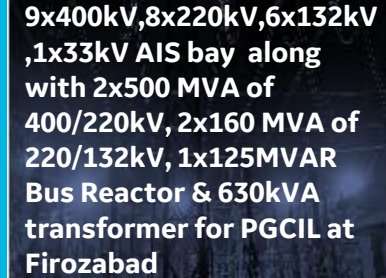
66/11kV GIS Substation  
for TPDDL Narela




Energized 2X132kV AIS  
bay extension for  
WBSETCL at Serakol



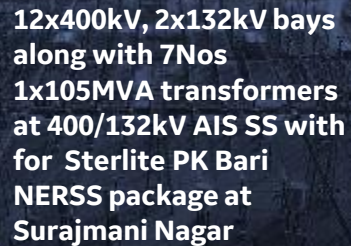
2X220kV GIS bay  
extension for PGCIL at  
New Melli




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



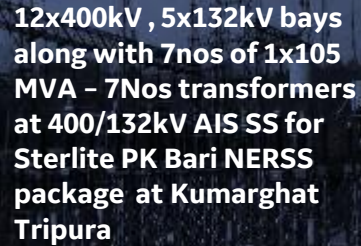
16 bays with 400kV GIS  
along with associated GIB  
1560 Mtrs at 2x800 MW  
Thermal Power Plant for  
NTPC through Tata Projects  
Limited at Ramagundam



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

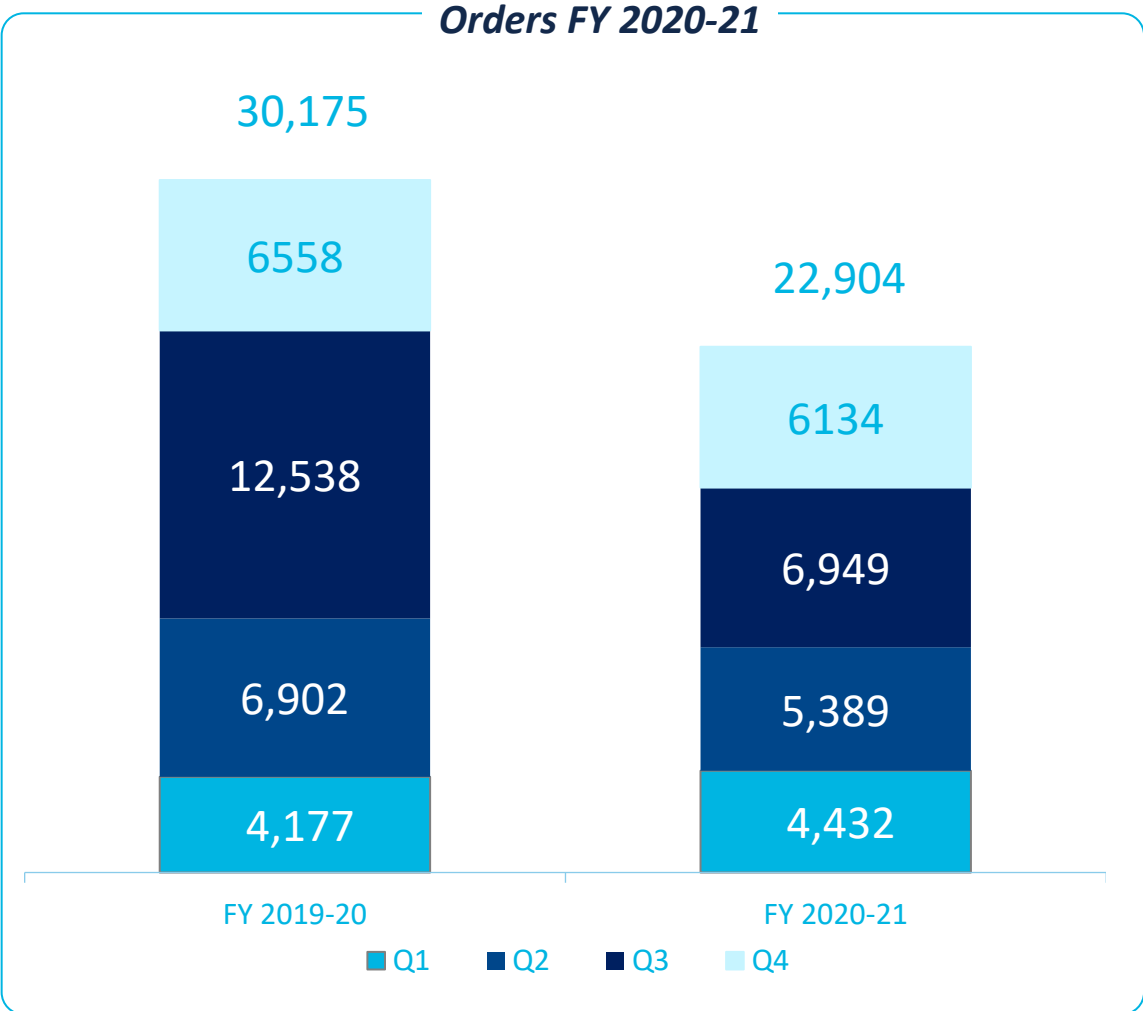


- GE T&D's Padappai plant manufactures world-class Air & SF6 Gas Air Insulated Switchgear up to 800 kV
- GE T&D's Padappai plant is the global manufacturing unit in GE Grid Solution for design, manufacturing and supply of 765kV Gas Insulated Switchgear
- Besides supplying for Indian utilities, the plant 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
<b>Sales</b>	<b>9,045</b>	<b>6,642</b>	<b>36.2%</b>	<b>34,524</b>	<b>31,587</b>	<b>9.3%%</b>
<b>EBITDA</b>	<b>446</b>	<b>-2,357</b>	<b>118.9%</b>	<b>1,452</b>	<b>-2,150</b>	<b>167.5%</b>
% of Sales	4.9%	-35.5%	+40.4 pts	4.2%	-6.8%	+11.0 pts
<b>Profit Before Tax</b>	<b>270*</b>	<b>-2,347</b>	<b>111.5%</b>	<b>893**</b>	<b>-3,557***</b>	<b>125.1%</b>
% of Sales	3.0%	-35.3%	+38.3pts	2.6%	-11.3%	+13.9 pts
<b>Profit After Tax</b>	<b>161</b>	<b>-1,871</b>	<b>108.6%</b>	<b>603</b>	<b>-3,026</b>	<b>119.9%</b>
% 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 31<sup>st</sup> March 2021 vs ₹ 4,302 MINR as on 31<sup>st</sup> 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

## 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%

## 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

## 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

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