

GE T&D INDIA LIMITED

Unleashing Limitless Energy

Analyst Presentation
Q3 Financial Year 2020-21



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GE T&D India Limited EHS Month 2020

Health
October 5-11

Environment
October 12-18

Safety
October 19-25

Safety is our # 1 Priority
One teamworking together
One goalzero harm
One standard.....world class



Changes to Board



Mr. Mahesh Shrikrishna Palashikar appointed as Director and Chairman of the Board of Directors with effect from March 1, 2021.



Mr. Emanuel Esteban Nicolas Bertolini appointed as the Director with effect from March 1, 2021 or the date of allotment of Director Identification Number whichever is later

Mr Vishal K Wanchoo and Mr Nagesh Tilwani shall cease to be directors of the company with effect from March 1, 2021

Executive Summary



All manufacturing units & projects sites fully operational



Sales 10.3 BINR (up by 10% YoY)



Focus on operational excellence including lean implementation



Reduction in Net Debt by 2.7 BINR in Q3



Order Intake gradually picking up supported by inflows from neighboring countries



Order back log of ₹ 49 Billion; 1.5 years of revenue



KEEPING YOUR LIGHTS ON!

Update on GETDIL Plants and Sites

Padappai (AIS/GIS)

Post completion of Chennai lockdown period; operations are scaled up from 6th July onwards and factory operating at 100% capacity

Pallavaram (GA)

Business as usual. Factory layout redesigned to maintain social distancing and necessary actions are taken to adhere to PPE norms. Manufacturing is operational at 100%.

Hosur (AIS)

Post completion of Bengaluru lockdown on 14th July gradual ramp up in operations, currently operating at 100% operator strength

Vadodara (Transformers)

100% operational

Project Sites

Total sites : 73, All Operational
(Resource Strength : 100%)

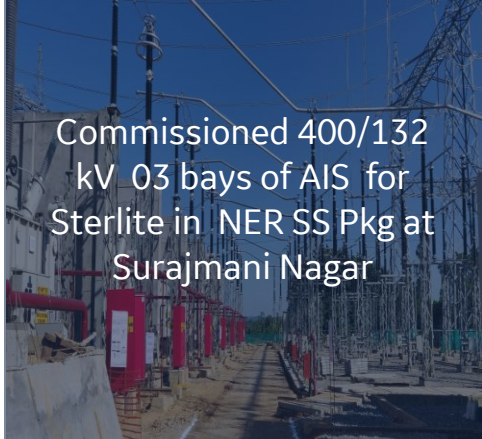
Noida (Corporate, Projects & Engg Office)

Fully operational, few employees working from home



Delivering from the Frontline

Key Execution during Q3, FY 2020-21



Commissioned 400/132 kV 03 bays of AIS for Sterlite in NER SS Pkg at Surajmani Nagar



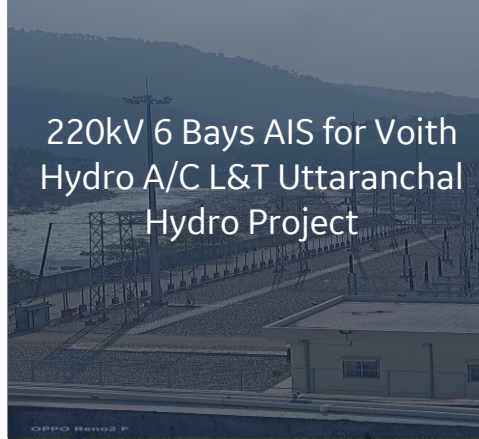
Commissioned 220kV 05 bays & 160 MVA transformer at KSEB, Kaloor



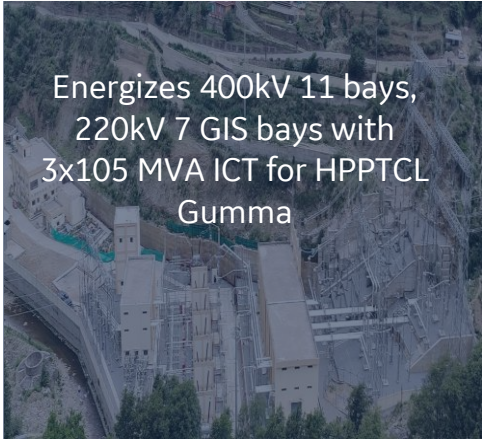
Commissioned 220kV 02 Extn. bays at KSEB, Brahmapuram



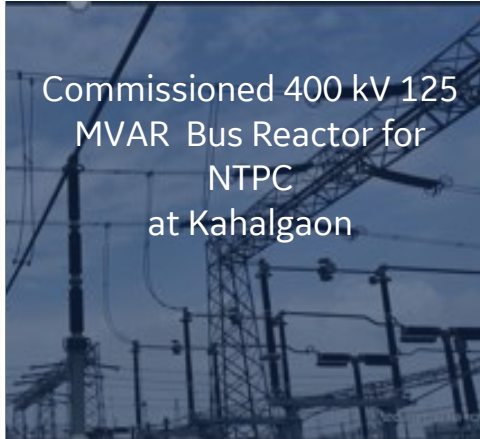
Energized 400kV GSS, RSS with 150MVA Trafo & 12x12.5 MW ICRs for Azure Power at Bikaner



220kV 6 Bays AIS for Voith Hydro A/C L&T Uttaranchal Hydro Project



Energizes 400kV 11 bays, 220kV 7 GIS bays with 3x105 MVA ICT for HPPTCL Gumma



Commissioned 400 kV 125 MVAR Bus Reactor for NTPC at Kahalgaon



2 Transmission lines SPDR-I & II Commissioned for PGCIL SR PKG at Nellore



Energized 250 MVA ICT & 33kV NGT for TATA Power at Versova



Commissioned 400/220/33kV 315 MVA ICT 2 AIS for CPSTCL at Dhamteri

Making In India for the World

Factory Spotlight : Hosur



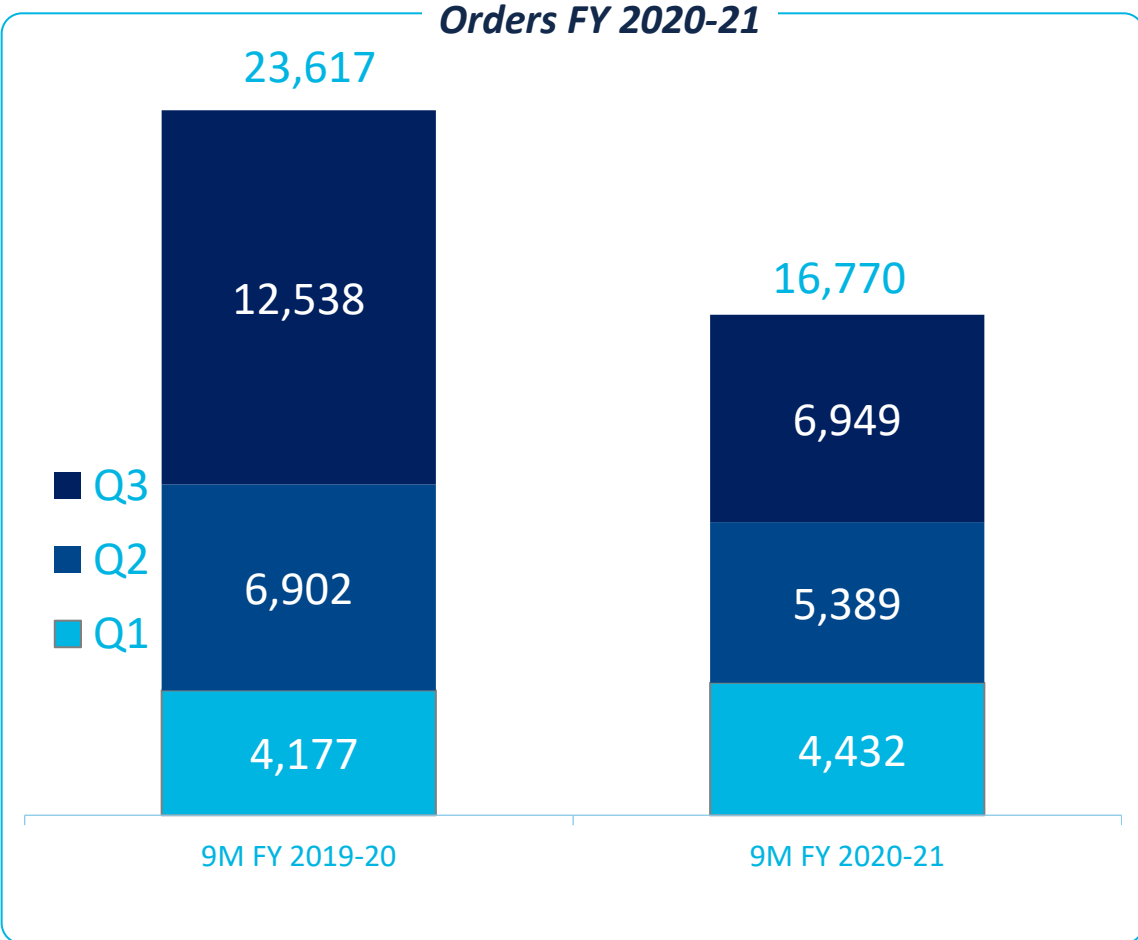
- GE T&D's Hosur plant manufactures world-class Air Insulated Switchgear upto 1200 kV
- GE T&D's Hosur plant is the first manufacturing unit in the world to have designed, manufactured and supplied 1200 kV Capacitive Voltage Transformer
- It's also the manufacturing unit in India to have designed, manufactured and supplied 765 kV Current Transformer
- Besides supplying for Indian utilities, the plant exports GIS equipments to more than 44 countries across the globe
- During Covid times, state-of-the-art digital infrastructure has been developed for clients to witness Factory Acceptance Test from remote locations, in Hosur and across all the other plants

In the pics: Pitamber Shivnani, MD & CEO, GE T&D India Limited, visiting the Company's manufacturing facility at Hosur to recognize and encourage the employees

ORDER INTAKE

Q3 & 9M FY 2020-21

(₹ in millions)



Key Orders booked during Q3, FY 20-21

- ✓ Upgradation of three 220 kV Gas-Insulated Substation (GIS) substations, located at Khimti, Barhabise and Lapsiphedhi in Nepal, to 400 kV Gas Insulated Substations (GIS) by Nepal Electricity Authority (NEA)
- ✓ 400 kV and 220 kV Gas Insulated Substation at Kasaragod Sterlite Project in Kerala from Techno
- ✓ Establishment of main and backup control centre for remote operation (monitoring & control) of various transmission substations of HPPTCL
- ✓ Order of supplying 3x110 MVAR Reactors from Lalitpur Power Generation Co. Ltd



Financial Data

Q3 & 9M FY 2020-21

(₹ in millions)

	Q3 2020-21	Q3 2019-20	Change	9M 2020-21	9M 2019-20	Change
Sales	10,342	9,398	10.0%	25,479	24,945	2.1%
EBITDA	575	-256	325.0%	1,006	207	385.8%
% of Sales	5.6%	-2.7%	+8.3 pts	3.9%	0.8%	3.1 pts
Profit Before Tax	754*	-498	251.4%	623*	-1,210**	151.5%
% of Sales	7.3%	-5.3%	+12.6pts	2.4%	-4.8%	+7.2 pts
Profit After Tax	559	-377	248.2%	442	-1,154	138.3%
% of Sales	5.4%	-4.0%	+9.4 pts	1.7%	-4.6%	+6.3 pts

*includes extraordinary Income of 259 MINR

** includes extraordinary expense of 536 MINR

Net Debt* of ₹ 1,753 MINR as on 31 Dec 2020 vs ₹ 4,429 MINR as on 30 Sep 2020 & ₹ 4,302 MINR as on 31 Mar 2020

* Net of Cash & Bank Balance of 620 MINR (490 MINR as on Sep 30, 2020 and 595 MINR as on March 31, 2020)

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THANK YOU

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