



GE T&D INDIA LIMITED

Unleashing Limitless Energy

Analyst Presentation

Q1 Financial Year 2020-21

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Executive Summary



- ✓ *Gradual restart of manufacturing activities and project sites in mid of May after lock down 2*
- ✓ *Order decisions delayed during lock down Period in Q1 21. Picking up gradually*
- ✓ *Focus on operational excellence, cash collection and supply chain recovery*
- ✓ *Cost saving actions being undertaken*
- ✓ *Healthy Order back log of ₹ 57 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 Padappai is operating with operator strength upto 90% for AIS & 85% for GIS Activity.

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 90%.

Hosur (AIS)

Post completion of Bengaluru lockdown on 14th July gradual ramp up in progress; currently operating at 85% operator strength

Vadodara (Transformers)

85% operational

Project Sites

Total sites : 100, Operational:98; Under Lockdown :2 (Kunamangalam / Champa); Resource strength on average is 80% of pre-Covid numbers

Noida (Corporate, Projects & Engg Office) Gradually re-opening. Most employees continue to work from home



Delivering from the Frontline

Key Execution during Q1, FY 2020-21



Kept India's electrical grid stable during the 'Light's off event on 5th April.



Uninterrupted delivery of power supply at Delhi & Chennai airport



Commissioned the final pole of the Champa-Kurukshetra (CK) HVDC project



Commissioned 220/132/33 kV AIS for BSPTCL at Supaul



Commissioned 6 bays 400 kV for TPL A/c at Ramagundam



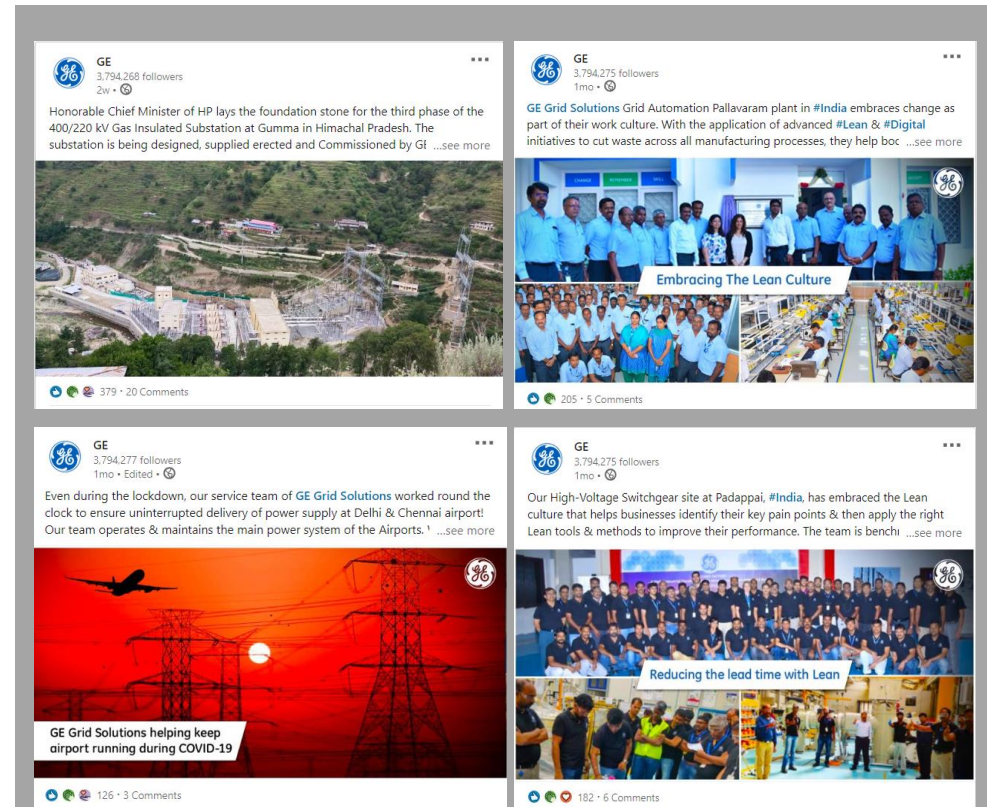
Safety continues to be of paramount importance to us. Our plant at Pallavaram achieved an important milestone of 3000 safe man-days on 27 May 2020, this is equivalent to 19.03 Million Man hours.

CUSTOMER CONNECT



Launched eGridSPRINT - a technical webinar series focusing on latest transmission technologies that are set to power a secure, sustainable and affordable grid of the future. The webinar series offers insightful sessions on advanced AC substations, Substation Protection, g3 (Green Gas for Grid), Power Transformers, Storage, Hybrid, Asset performance Management and Digital Grid solutions.

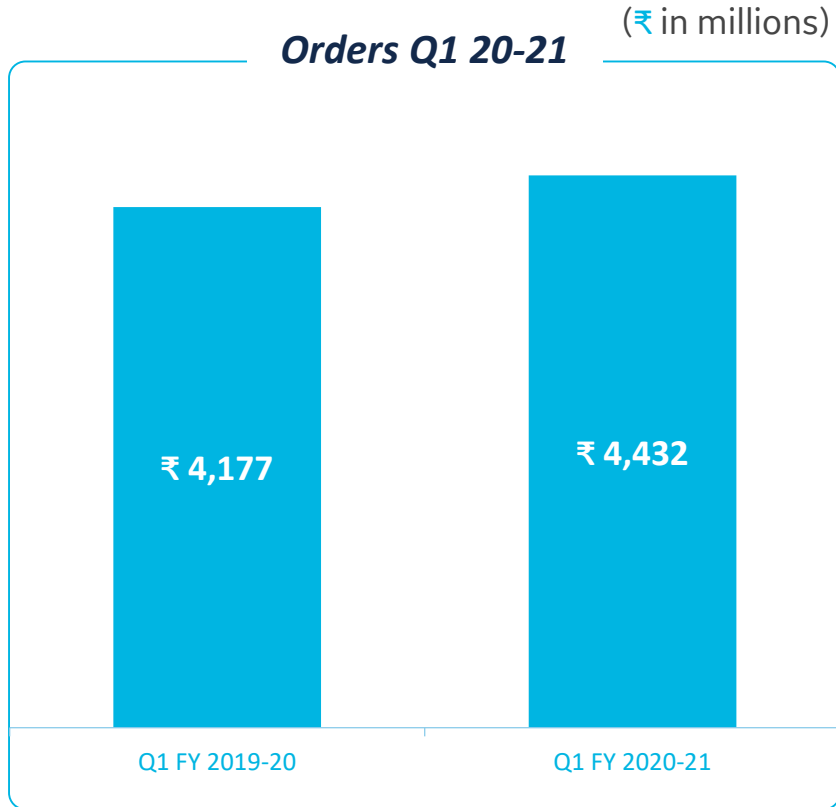
14 Webinars in 3 Months
~2300 Customer Registrations
~4300 Unique Visitors



Socially connected, Always !

ORDER INTAKE

Q1 FY 2020-21



L1 position Orders of 2,500 MINR delayed due to Covid-19 lockdown

Key Orders booked during Q1, FY 20-21

- ✓ Series Reactor package at Thiruvalem and Nellore Sub-Stations from Power Grid Corporation of India Limited
- ✓ 6X80 MVAR 765 kV single phase switchable line reactors for extension of 765/400/220 kV Fatehgarh II substation from Power Grid Corporation of India Limited
- ✓ 66/11 kV Gas Insulated Substation at Dochula from Bhutan Power Corporation Limited
- ✓ 400 kV switchyard at Meghnaghat in Bangladesh from GE Switzerland



Financial Data

Q1 FY 2020-21

(₹ in millions)

	Q1 2020-21	Q1 2019-20	Change	FY 2019-20
Sales	6,428	7,337	-12.0%	31,587
EBITDA % of Sales	3 0.0%	424 5.8%	-99% -5.7 pts	(2,150) -6.8%
Profit Before Tax % of Sales	(262) -4.1%	60 0.8%	-534% -4.9 pts	(3,557) -11.3%
Profit After Tax % of Sales	(203) -3.1%	34 0.5%	-702% -3.6 pts	(3,026) -9.6%

**Net Borrowings of ₹ 4,604 MINR
as at Jun 30, 2020 vs ₹ 4,302
MINR as at Mar 31, 2020**



THANK YOU

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