



GE T&D India Limited

L31102DL1957PLC193993

T-5 & T-6, Plot I-14, Axis House,  
Jaypee Wishtown, sector-128,  
Noida-201304, Uttar Pradesh

T +91 120 5021500

F +91 120 5021501

<https://www.ge.com/in/ge-td-india-limited>

February 17, 2021

The Secretary  
BSE Limited  
Phiroze Jeejeebhoy Towers  
Dalal Street  
MUMBAI 400 001

The Manager  
Listing Department  
National Stock Exchange of India Ltd  
Exchange Plaza, Bandra Kurla  
Complex, Bandra (East)  
MUMBAI 400 051

**Code No. 522275**

**Symbol: GET&D**

Dear Sir,

Sub: **Analyst Presentation**

Further to our letter dated February 8, 2021, enclosed please find a copy of the analyst presentation in respect of earnings conference call with analysts/ institutional investors.

You are requested to take note of the same.

Thanking you,

Yours faithfully,

For GE T&D India Limited

Manoj Prasad Singh  
Company Secretary

# GE T&D INDIA LIMITED

## Unleashing Limitless Energy

Analyst Presentation  
Q3 Financial Year 2020-21



# DISCLAIMER

---

This presentation has been prepared solely for the use at analyst/ investor presentation. By attending the meeting where this presentation is made, or by reading the presentation slides, you agree to be bound by the following limitations-

- The forward-looking information and statements can generally be identified by the fact that they do not relate only to historical or current facts. Forward-looking statements sometimes use terminology such as “targets”, “believes”, “expects”, “aims”, “assumes”, “intends”, “plans”, “seeks”, “will”, “may”, “anticipates”, “would”, “could”, “continues”, “estimate”, “milestone” or other words of similar meaning and similar expressions or the negatives thereof. GE T&D India Limited cannot give assurance to the correctness of such information and statements.
- By their nature, forward-looking information and statements involve known and unknown risks, uncertainties and other important factors that could cause the actual results, performance or achievements of the Company to differ materially from any future results, performance or achievements that may be expressed or implied by the forward-looking information and statements in this presentation. Should one or more of these risks or uncertainties materialize, or should any underlying assumptions prove to be incorrect, the Company's actual financial condition or results of operations could differ materially from that or those described herein as anticipated, believed, estimated or expected
- Given the aforementioned uncertainties, prospective or present investors are cautioned not to place undue reliance on any of these forward-looking statements
- No part of this presentation, nor the fact of its distribution, should form the basis of, or be relied on in connection with, any contract or commitment or investments decision whatsoever. Investor/prospective advisors must be sought on specific situation from well-informed legal, investment, tax, financial, and management professionals
- This presentation and its contents are confidential and must not be distributed, published or reproduced. This presentation does not constitute a recommendation regarding the securities of the Company.



# 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 team** .....working together  
**One goal** .....zero 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%)

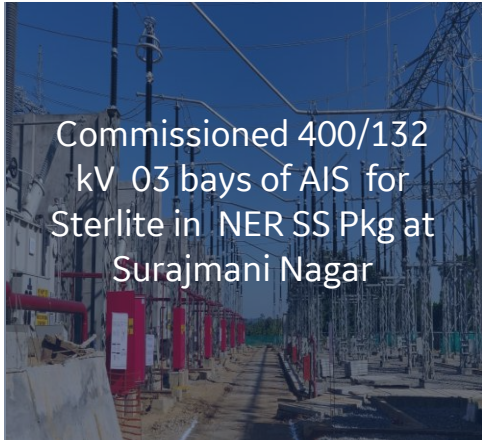
### Noida (Corporate, Projects & Engg Office)

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



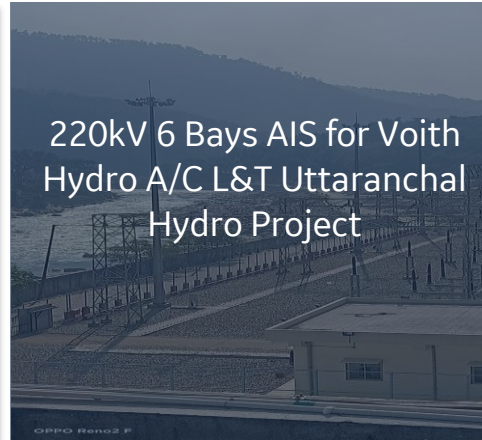
Commissioned 220kV 05 bays & 160 MVA transformer at KSEB, Kaloor



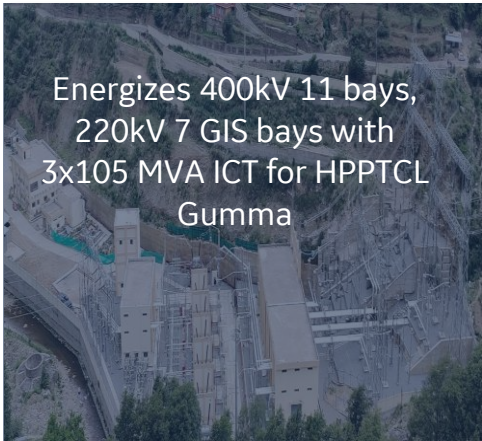
Commissioned 220kV 02 Extn. bays at KSEB, Brahmapuram



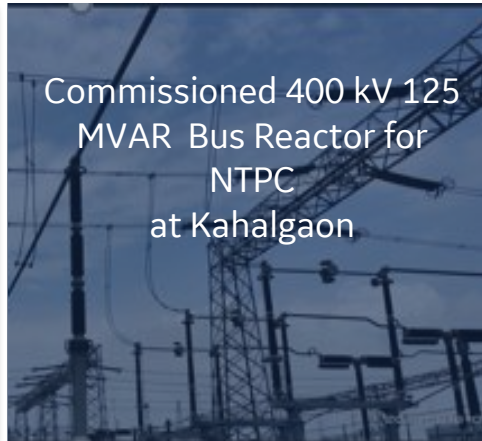
Energized 400kV GSS, RSS with 150MVA Trafo & 12x12.5 MW ICRs for Azure Power at Bikaner



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



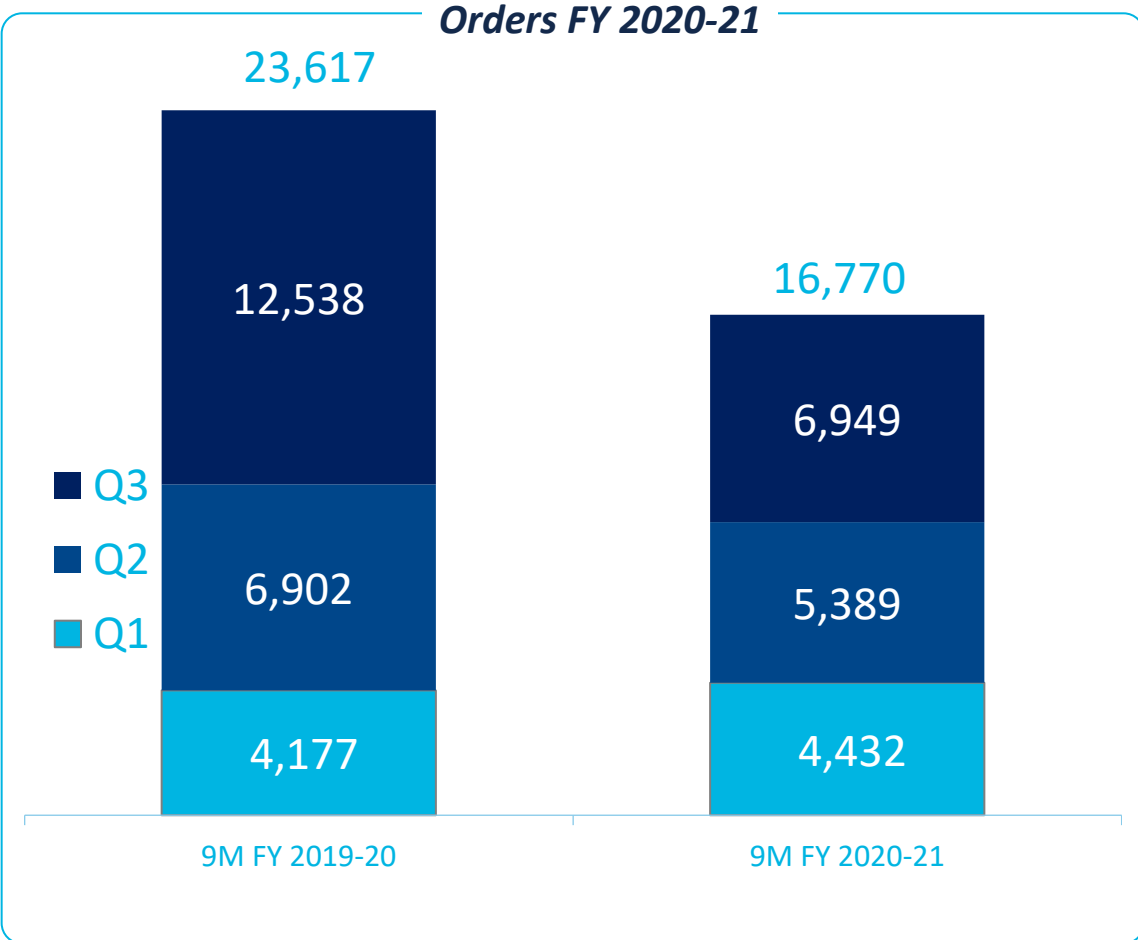
- GE T&D's Hosur plant manufactures world-class Air Insulated Switchgear upto 1200 kV
- GE T&D's Hosur plant is the first manufacturing unit in the world to have designed, manufactured and supplied 1200 kV Capacitive Voltage Transformer
- It's also the manufacturing unit in India to have designed, manufactured 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 Lapsipedi 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
<b>Sales</b>	<b>10,342</b>	<b>9,398</b>	<b>10.0%</b>	<b>25,479</b>	<b>24,945</b>	<b>2.1%</b>
<b>EBITDA</b>	<b>575</b>	<b>-256</b>	<b>325.0%</b>	<b>1,006</b>	<b>207</b>	<b>385.8%</b>
% of Sales	5.6%	-2.7%	+8.3 pts	3.9%	0.8%	3.1 pts
<b>Profit Before Tax</b>	<b>754*</b>	<b>-498</b>	<b>251.4%</b>	<b>623*</b>	<b>-1,210**</b>	<b>151.5%</b>
% of Sales	7.3%	-5.3%	+12.6pts	2.4%	-4.8%	+7.2 pts
<b>Profit After Tax</b>	<b>559</b>	<b>-377</b>	<b>248.2%</b>	<b>442</b>	<b>-1,154</b>	<b>138.3%</b>
% 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)

© GE T&D India Limited



# THANK YOU

---

Contact us:

Suneel Mishra  
Investor Relations Officer  
[suneel.mishra@ge.com](mailto:suneel.mishra@ge.com)

Anshul Madaan  
Head – Communications & PR  
[anshul.madaan@ge.com](mailto:anshul.madaan@ge.com)

<http://www.ge.com/in/ge-td-india-limited>

