



GE Power India Limited  
CIN-L74140MH1992PLC068379

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[www.ge.com/in/ge-power-india-limited](http://www.ge.com/in/ge-power-india-limited)

25 July 2019

To,  
The Manager Listing,  
National Stock Exchange of India Ltd.  
Exchange Plaza,  
Plot No. C/1, G Block,  
Bandra-Kurla Complex, Bandra (E),  
Mumbai - 400 051

To,  
The Manager Listing,  
BSE Ltd.  
P.J. Towers, Dalal Street,  
Mumbai - 400 001

Symbol: **GEPIL**

Scrip Code: **532309**

**Sub.: Investor/Analyst meet on 25 July 2019 - Presentation**

Dear Sir/Madam,

This is in continuation of our intimation dated 24 July 2019 on the captioned subject. Pursuant to Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 please find enclosed the presentations made to the investors/analysts today i.e. 25 July 2019.

Thanking you,  
Yours truly,

**For GE Power India Limited**

**Pradeepta Kumar Puhan**  
**Company Secretary**



# GE Power India Limited Investor Meet FY 2018-19

25 July 2019

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**Vishal Wanchoo**  
Chairman

**Prashant Jain**  
Managing Director

**Vijay Sharma**  
Chief Financial Officer



## GEPII - Investor Meet FY 2018-19

25 July 2019

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**CAUTION CONCERNING FORWARD-LOOKING STATEMENTS:**

This document contains "forward-looking statements" – that is, statements related to future events that by their nature address matters that are, to different degrees, uncertain. For details on the uncertainties that may cause our actual future results to be materially different than those expressed in our forward-looking statements, see <http://www.ge.com/investor-relations/disclaimer-caution-concerning-forward-looking-statements> as well as our annual reports on Form 10-K and quarterly reports on Form 10-Q. We do not undertake to update our forward-looking statements. This document also includes certain forward-looking projected financial information that is based on current estimates and forecasts. Actual results could differ materially. to total risk-weighted assets.]

**NON-GAAP FINANCIAL MEASURES:**

In this document, we sometimes use information derived from consolidated financial data but not presented in our financial statements prepared in accordance with U.S. generally accepted accounting principles (GAAP). Certain of these data are considered "non-GAAP financial measures" under the U.S. Securities and Exchange Commission rules. These non-GAAP financial measures supplement our GAAP disclosures and should not be considered an alternative to the GAAP measure. The reasons we use these non-GAAP financial measures and the reconciliations to their most directly comparable GAAP financial measures are posted to the investor relations section of our website at [www.ge.com](http://www.ge.com). [We use non-GAAP financial measures including the following:

- Operating earnings and EPS, which is earnings from continuing operations excluding non-service-related pension costs of our principal pension plans.
- GE Industrial operating & Verticals earnings and EPS, which is operating earnings of our industrial businesses and the GE Capital businesses that we expect to retain.
- GE Industrial & Verticals revenues, which is revenue of our industrial businesses and the GE Capital businesses that we expect to retain.
- Industrial segment organic revenue, which is the sum of revenue from all of our industrial segments less the effects of acquisitions/dispositions and currency exchange.
- Industrial segment organic operating profit, which is the sum of segment profit from all of our industrial segments less the effects of acquisitions/dispositions and currency exchange.
- Industrial cash flows from operating activities (Industrial CFOA), which is GE's cash flow from operating activities excluding dividends received from GE Capital.
- Capital ending net investment (ENI), excluding liquidity, which is a measure we use to measure the size of our Capital segment.
- GE Capital Tier 1 Common ratio estimate is a ratio of equity

# Agenda

**GE Global Overview**

GE Power Outlook

GE Power India Ltd Financials

Q&A



GE exists to bring real progress and possibility  
to every corner of the planet.



**~283,000  
employees**



**180+  
countries**



**125+ years of  
innovation**



# GE Portfolio



### Power

Equipping **90%** of transmission utilities worldwide  
**7,000+** gas turbines + nearly **6,000** coal and nuclear steam turbines



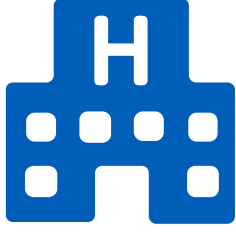
### Renewable Energy

Installed **400+** GW capacity globally  
**40,000+** onshore wind turbines



### Aviation

Powering two-thirds of commercial aircraft departures\*  
**~70,000** aircraft engines



### Healthcare

Providing **16,000+** scans every minute  
**4 million+** healthcare installations

←----- Digital + Capital + Research + Global Growth + Additive -----→

### GE holds a stake in:



### Baker Hughes, a GE Company

Pursuing an orderly separation from BHGE, the world's first and only fullstream oil & gas company, to maximize value for both companies



### Wabtec

Combined GE Transportation with Wabtec, creating a global leader for rail equipment, services, and software



\*Including CFM International, a 50-50 joint venture between Snecma (Safran) and GE.

# GE In South Asia

- **6 Countries** - India, Bangladesh, Sri Lanka, Nepal, Bhutan, Maldives
- **17 Manufacturing Sites**
- **5 Technology & Engineering Centre**
- **30+ Sales Offices**
- **20,000 + Employees**

## GE Businesses present:



Aviation



Renewable Energy



Steam Power



Gas Power Systems & Power Services

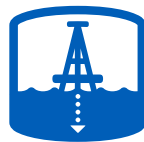


Healthcare

## GE holds a stake in:



Transportation



Baker Hughes



# Multi Dimensional Growth

## What we Sell, Buy/Make and Innovate matters



- **Buy/Make**  
2.5x growth in Global Supply Chain over 4 years



- **Sell**  
~2.7x growth in orders over 4 years



- **Innovate**  
Powering Efficiency  
Hybrid Storage  
Grid Balancing  
Low Wind Speed NPI  
Skill Independent Ultrasound

## Microcosm of GE - Our technology makes a difference

~55% Power generation

~62% Commercial aviation fleet

~20% Population touched by HC equipment

~60% Grid connectivity

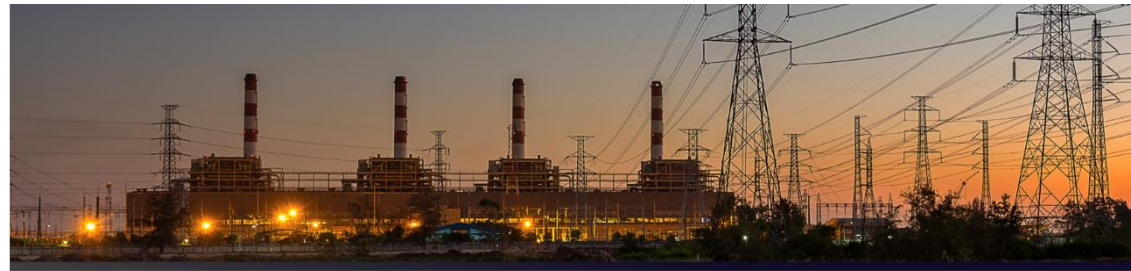




# Key Wins



IndiGo places \$20 billion LEAP-1A engine order with CFM



GE Power awarded three contracts from NTPC Limited to supply and install Wet FGD systems



Significant wins in the  
Renewable Energy Sector

*(1.5GW + of commitments 2018/19)*



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Q&A



# GE Power India Ltd.

**July 25, 2019**

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# GEPIL – Leading the power sector with a 100-year strong presence

## The Board of Directors and Key Managerial Personnel



## Business Divisions



## Employees

Total Headcount 1,697

~ 36000 public shareholders



## Not only a corporate but a Society Builder



Village & Community development



Livelihoods and Income-Generation Programmes



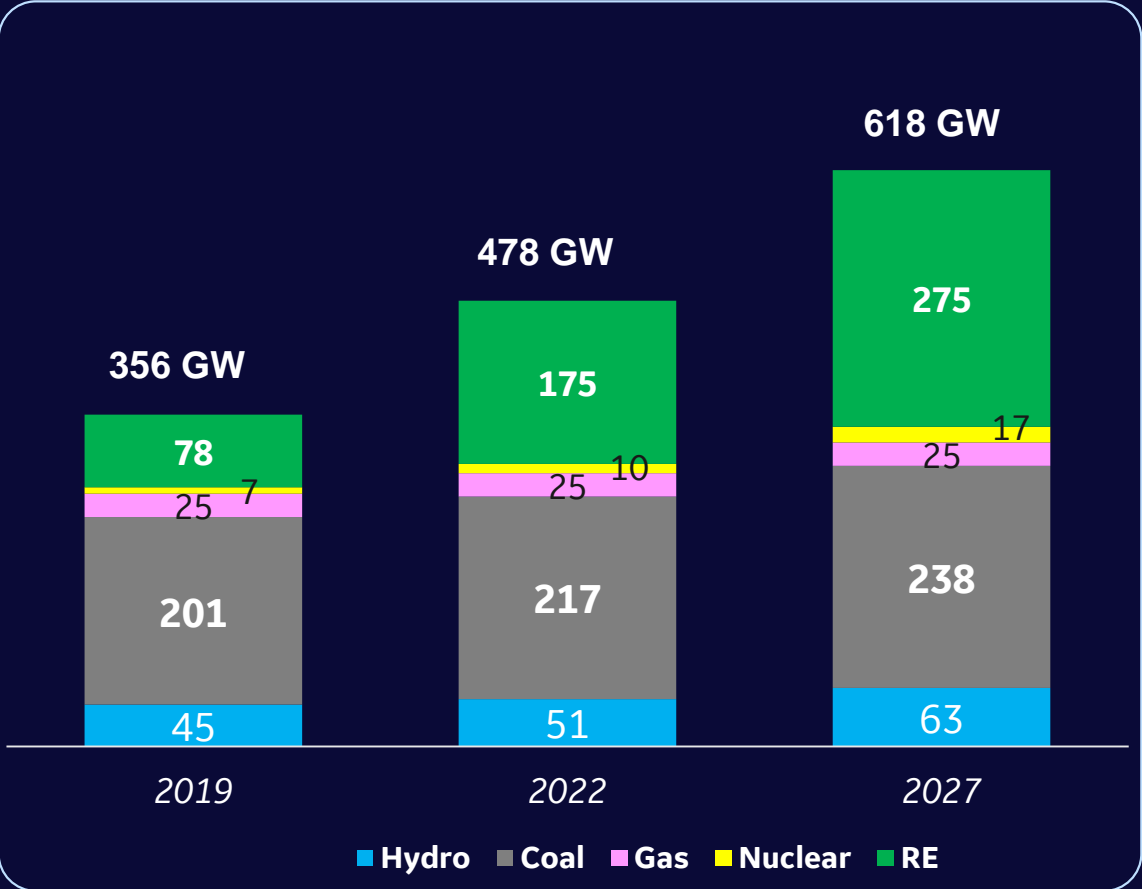
Community Sanitation



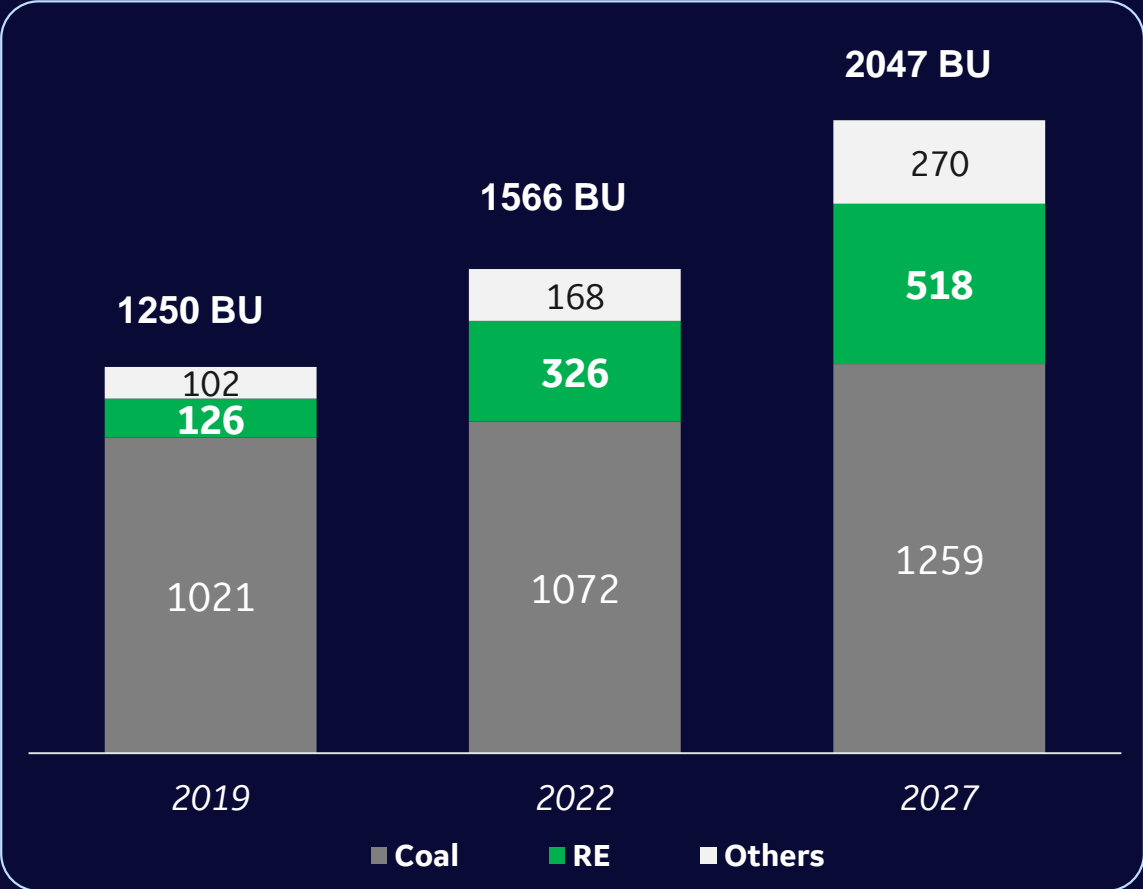


# Capacity and Generation Mix

Capacity Mix - GW



Generation Mix -BU



Source: CEA, National Electricity Plan

**New Coal ordering and Nuclear ordering to remain.**

Coal still a major play but do we have the optimal mix considering Systemwide cost for each source?



# Coal to stay main energy.....

## Thermal power to stay main energy source despite renewable push


The capacity of coal based generation would increase from the current about 195 gigawatt (GW) to 238 GW by March, 2027.

NEW DELHI: Even as the government continues its push for renewables, coal-fired power is expected to remain the main source of energy for the next decade or so, Power and New and Renewable Energy Minister R.K. Singh said on Tuesday.

The capacity of coal based generation would increase from the current about 195 gigawatt (GW) to 238 GW by March, 2027.

"Accordingly, the total coal requirement would increase from 698 MT for 2019-20 to 877 MT during 2026-27," Singh said in a written reply to the Rajya Sabha.

As there is a already shortage in coal supply, the government needs to raise production to meet the needs of thermal power plants.



BCCL

1 Comments

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Coal fossil fuel renewable energy capacity Economic survey Central Electricity Authority of India renewable energy Paris agreement energy requirements

### Economic Survey: Fossil fuels, coal to remain an important source of energy

This comes after India making huge strides in ramping up renewable energy capacity and improving energy efficiency through various policy initiatives

ETEnergyWorld | Updated: July 04, 2019, 17:23 IST

## India hooked to coal in bn green energy push

Rs. 40 Lacs

Delhi: The Economic Survey

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Your Email

## Coal to dominate India power to 2030 despite renewables boost

1 min read . Updated: 02 Jul 2019, 05:26 PM IST  
Anindya Upadhyay , Rajesh Kumar Singh

- The report highlights that there's a mismatch between peak periods of demand and output from renewables
- The report says India may be able to exceed one of its 2015 Paris Agreement commitments — reaching 40% of installed capacity from non-fossil fuel sources

live **mint**

Share: Facebook, LinkedIn, Twitter

# COI

NEW DELHI: India may be running the world's largest renewable energy programme and offering space for investments in excess of \$300 billion over the next decade. But it will remain hooked to fossil fuels, especially coal, unless a breakthrough in power storage technology makes it affordable at scale.



# MARKET DRIVERS- INDIA



## COST OF ELECTRICITY

- Power for all @ affordable cost
- Improve fleet efficiency
- Unaccounted losses
- Leverage Digital



## FLEXIBILITY & RELIABILITY

- Integrate renewable - 175GW by 2022
- Coal flexing - low cost
- Fuel Flexibility
- Reliability ↑ with Digital



## FINANCIAL STATE

- Stranded Asset - NPAs
- DISCOMs financials - Lack of PPA



## SUSTAINABILITY - SOx/NOx/CO2

- COP21 - ↓ carbon intensity 33-35%
- ↓ NOx, SOx, PM
- ↓ Water consumption
- Ash disposal

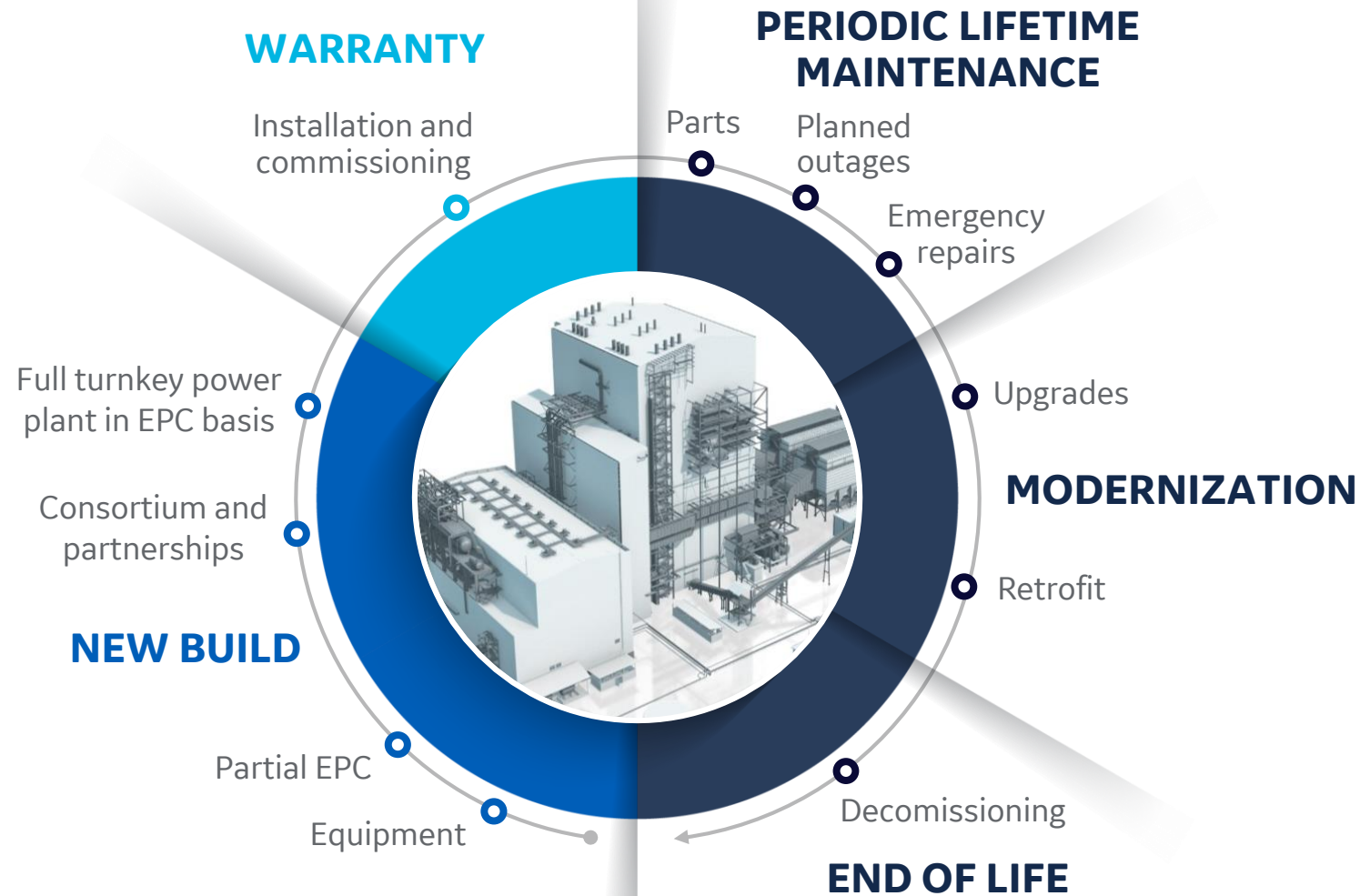




# GE Steam Power

## Your Lifecycle Partner for coal and nuclear power plants

Leading hardware and software ranging from a single part to standalone components to large scale upgrades to full turnkey plants, regardless of the OEM





# Providing affordable, reliable and sustainable Power to India- Steam Power

## In India, For India

Cutting down SO<sub>2</sub> emissions in India

GE IS EXECUTING FGD ORDERS OF **~15.68 GW** IN INDIA making it one of the leaders in FGD market

GE Steam Power has installed SO<sub>2</sub> emission reduction systems over **167 GW** OF THERMAL PLANTS ACROSS THE WORLD

REMOVING UP TO **99% SO<sub>2</sub>** from the air

GE'S WET FGD SYSTEMS FOR THREE NTPC COAL PLANTS WILL TREAT **~35 MILLION** cubic meters per hour of flue gas and will reduce SO<sub>2</sub> by up to **108,400** tons per year

DEAL WORTH **\$335 M (USD)** (INR 2,311 crores)

ge.com/power/steam

**India Emissions**  
~25 GW

## Powering India Forward

With cleaner, more sustainable power generation

GE's Wet Flue Gas Desulphurization (Wet FGD) will equip 6.6 GW of thermal plant in India, bringing GE's full installed base of Wet FGD across the world to close to 70 GW.

### EMISSION CONTROL LANDSCAPE IN INDIA

- More than **70%** of the country's energy supplied by coal power plants
- India contributes to nearly **50%** of the world's SO<sub>2</sub> emissions coal power plants
- India is taking steps to ensure a **cleaner** and **more sustainable** future with its Environment Policy Reform in 2015

### GE'S WET FGD FOOTPRINT IN INDIA

- 1x500 MW NTPC Feroze Gandhi Unchahar TPP
- 2x660 MW NTPC Tamda STPP Stage II
- 2x660 MW NTPC Meja TPP
- 1x500 MW NTPC Vinidhyachal TPP Stage V / Unit 13
- 2x800 MW NTPC Telangana TPP
- 2x660 MW NTPC Solapur STPP

### GE'S TECHNOLOGY PERFORMANCE

**TOTAL 42 Million** cubic metres per hour flue gas treatment

**MORE THAN 540,000** tons of SO<sub>2</sub> capture each year

**India Execution**  
~44 SC Boilers

## DELIVERING EFFICIENT POWER WITH LOWER EMISSIONS TO INDIA

A GE POWERING EFFICIENCY SOLUTION

### FUTURE OF ENERGY IN INDIA

It is estimated that **240M** people in India have no access to electricity.

Power sector is expected to nearly **quadruple** in size by 2040

Commitment to slash emissions per GDP by **33 to 35%** by 2030

### ADVANCED STEAM PATH (ASP) SOLUTION AT UKAI 4, INDIA

Plant efficiency increased by **5.5%**

Reduction of **140,000** tons of coal used per year

Coal reduction will turn in expected **\$7 million USD\*** savings per year

Steam turbine heat rate improved by **~14.5%**

### GE'S HIGH PERFORMANCE APPROACH TO STEAM TURBINE UPGRADES

Proven technology with **1,300 ASPs** installed in past 30 years

Up to **10%** output increase

**80+** Steam turbine OEM brands supported

### POWERING EFFICIENCY CENTER OF EXCELLENCE

**10%** fuel savings potential per year

**192,000+** tons of CO<sub>2</sub> potentially reduced per year

Equivalent of the amount absorbed by **162,356** square miles of forest per year\*\*

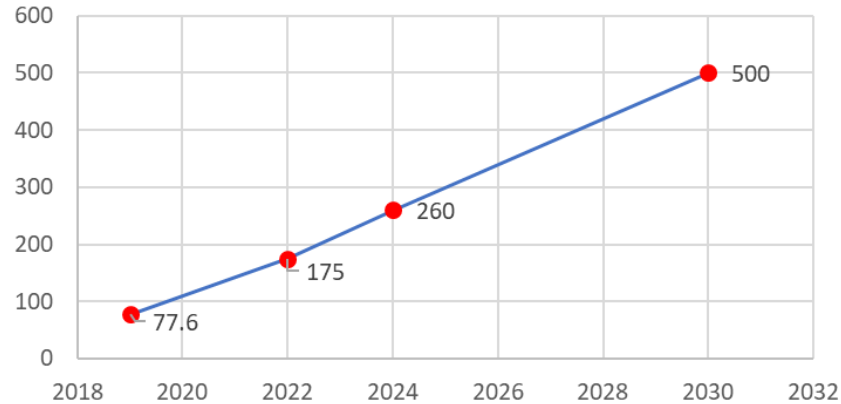
162,356 SQ MILE

**90+** Service Other OEM brands



# Hydro Potential – South Asia – Growth Areas

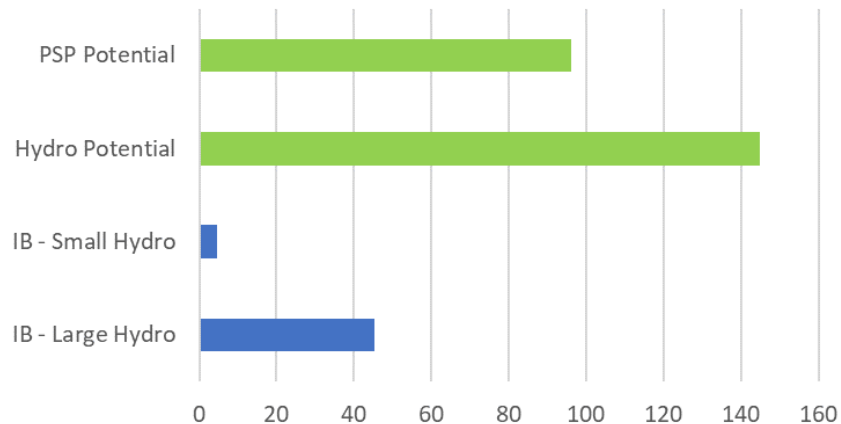
Renewable Power - MNRE Targetted Capacity Addition (GW)



## Pump Storage Projects (PSPs)

- Influencing factor - aggressive growth of intermittent sources of power – need for ‘grid stability’
- PSP, an established renewable storage technology

Hydro in India - Installed Base & Potential (GW)



## Conventional Hydro Power Projects (HPPs)

- Hydro Policy to promote HPPs’ expected to be implemented soon
- GE Hydro, among the top players with a worldwide installed base of ~25% encompassing all hydro turbine technologies
- Small Hydro - Active market in Nepal and SEA

Sources: [http://www.cea.nic.in/reports/others/planning/resd/mom\\_pump\\_storage\\_plants.pdf](http://www.cea.nic.in/reports/others/planning/resd/mom_pump_storage_plants.pdf), [https://en.wikipedia.org/wiki/Renewable\\_energy\\_in\\_India](https://en.wikipedia.org/wiki/Renewable_energy_in_India), ET Energy World, 19<sup>th</sup> July '19

**South Asia – Stable Market of 2 – 2.5GW / year**

# Agenda

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GE Power Outlook

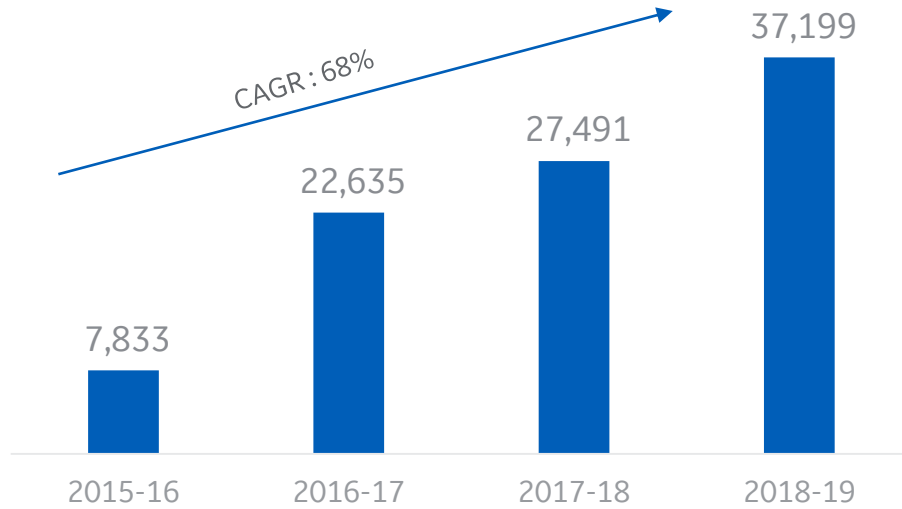
**GE Power India Ltd Financials**

Q&A

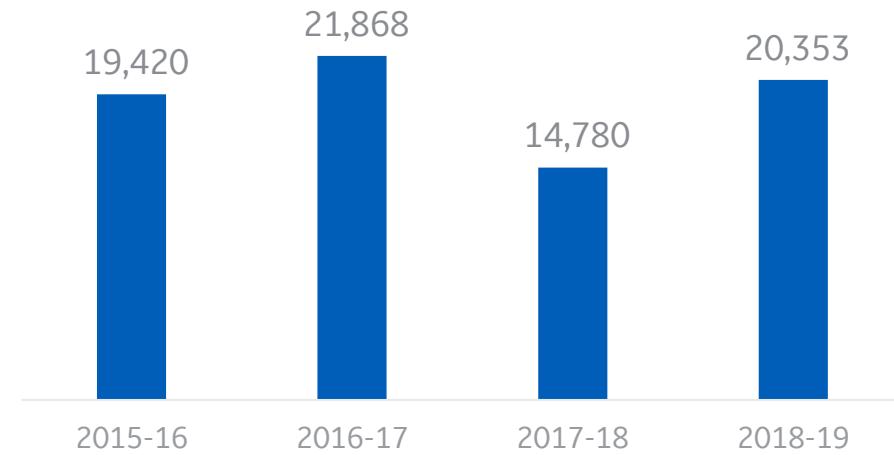


# GEPIIL – Gearing for growth

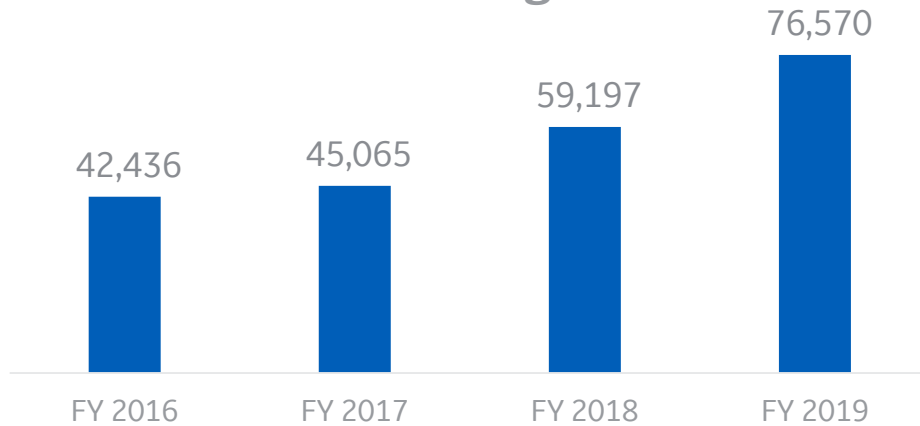
## Orders Received



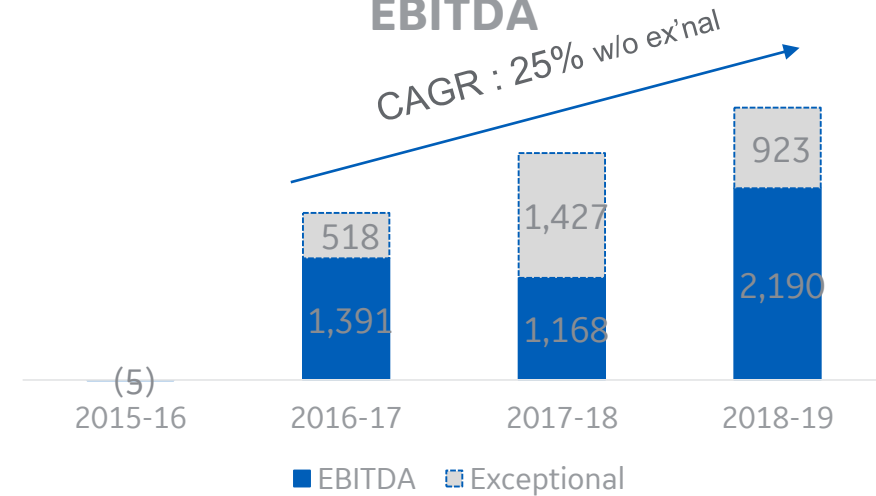
## Revenue



## Backlog



## EBITDA



# Q1 Financials

MINR

Particulars	Quarter ended		
	30 June 2019	31 March 2019	30 June 2018
Revenue from operations	4,287	3,446	4,431
Profit(+)/loss(-) before exceptional items	(122)	564	158
Exceptional items	-	17	76
Profit(+) /loss(-) before tax	(122)	548	82
Orders	24,601	3,056	5,612
Orders in hand	96,902	76,570	60,577



Imagination at work