



## GE Power India Limited

CIN-L74140MH1992PLC068379

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29 May 2023

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**

Subject: **Presentation for the Earnings Conference Call on 29 May 2023**

Dear Sir/Madam,

In furtherance to our letter dated 24 May 2023 regarding Earnings Conference Call scheduled on Monday, 29 May 2023 at 03:45 p.m., please find enclosed the presentation to be made before the Investors/analysts for your information.

This intimation is being made pursuant to Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 read with Part A of Schedule III of the said Regulations.

Thanking you,  
Yours truly,  
For GE Power India Limited

**Kamna Tiwari**  
Company Secretary and Compliance Officer



# GE POWER INDIA LIMITED

## Earnings presentation – Q4 2022-23

### Results

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- Executive Summary – Q4 and FY 2022-23
- Financials
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- GEPIL market relevance
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# Safety update



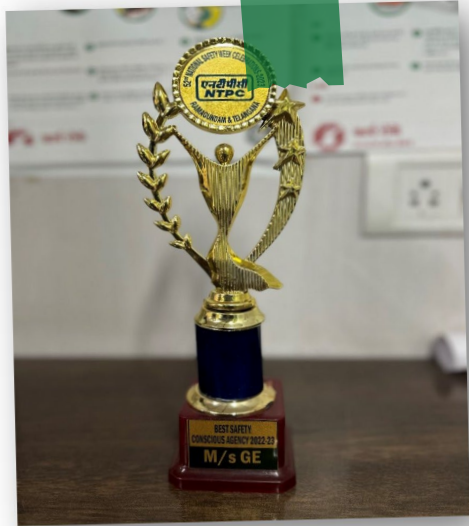
**GEPIL EHS  
PERFORMANCE FY23**

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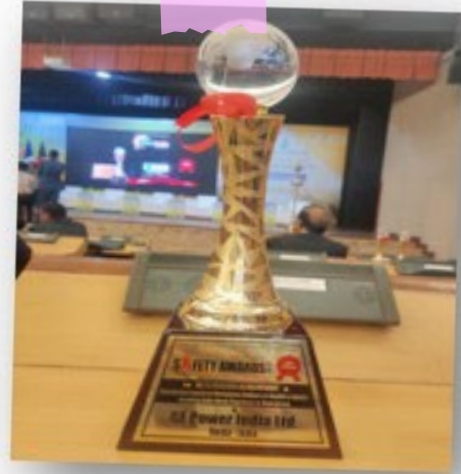
**Fatalities**                      **0**

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**Total Hours  
worked**                      **24M**



1. Customer Award to Telangana Project, India.
2. Customer Appreciation Award to Service, India.
3. International Greentech EHS award'23 to GEPIL in Construction Safety and Leadership Category
4. International Level Global Safety Award'23 by Energy and Environment Foundation to GEPIL for outstanding achievements in Health and Safety.



# Executive Summary

## Q4 2022-23



- Excellent quarter for Core Service orders; 70% up over Q4 PY
- FGD and Upgrade opportunities converting to orders slower than anticipated
- Revenue down 40% vs. Q4 PY due to lower orders in previous quarters and project delays
- Extension of time relief from NTPC for 8.5+ months project delay due to covid, mitigating cost escalations on lot 2 and 3; further we are seeking relief from NTPC on lot 1



# Executive Summary

## FY 2022-23



- Challenging year with geopolitical impact on supply chain & overall inflation
- Orders up 116% over PY, revenue down by 31%
- Core Services 20+% growth in tough market environment
- New build market continues to see delays in ordering, impacting backlog
- Focus on GEPIL structure & cost to meet the evolving market needs



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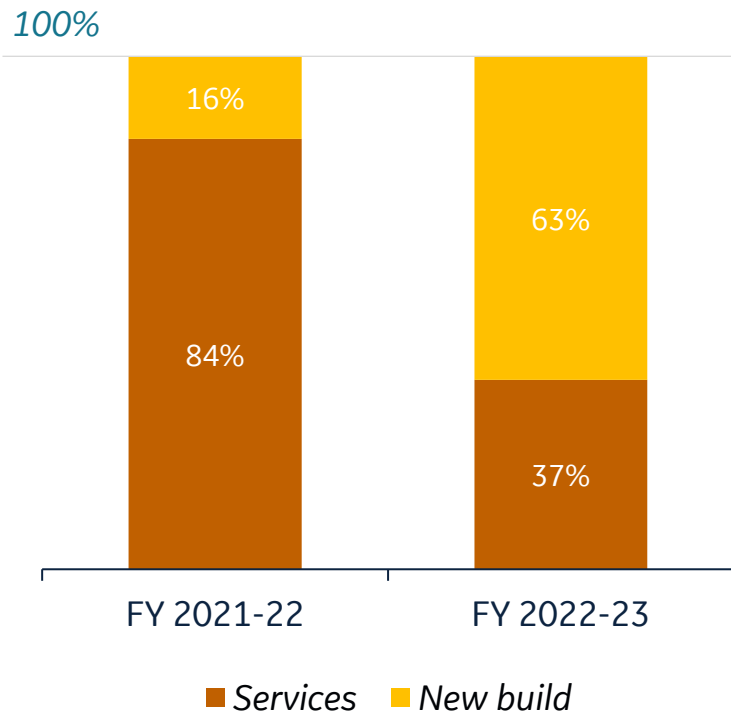
# Financials

# Orders mix

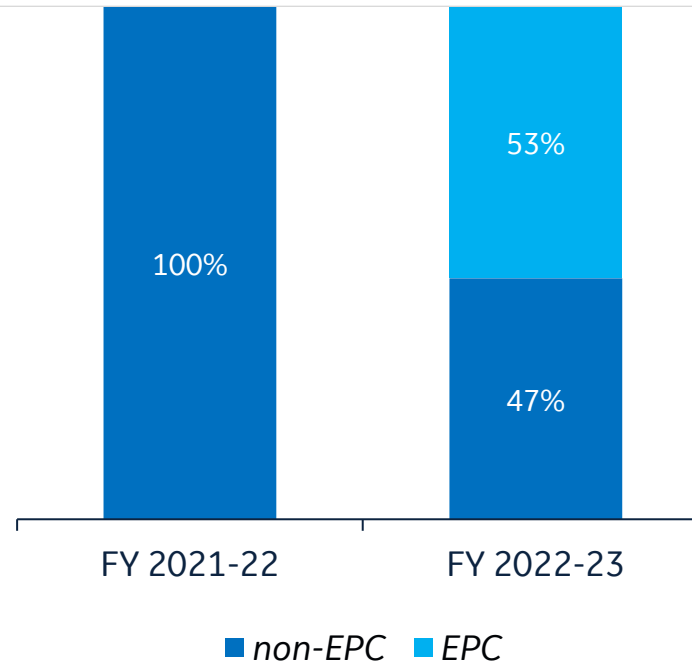
Driving towards a better business mix: Full Year



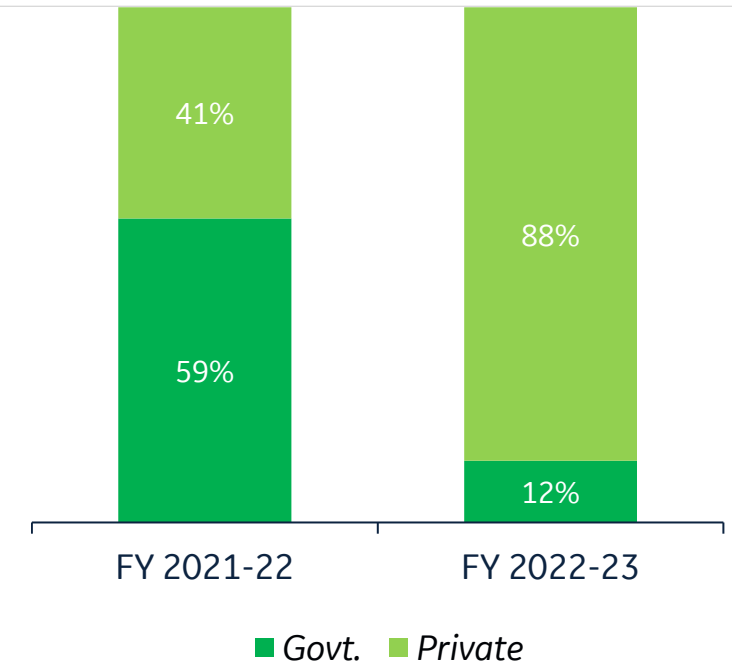
## New build vs Services



## EPC vs non-EPC



## Govt. vs Private



% Orders mix scaled to 100% - derived from the absolute orders value of the respective financial year

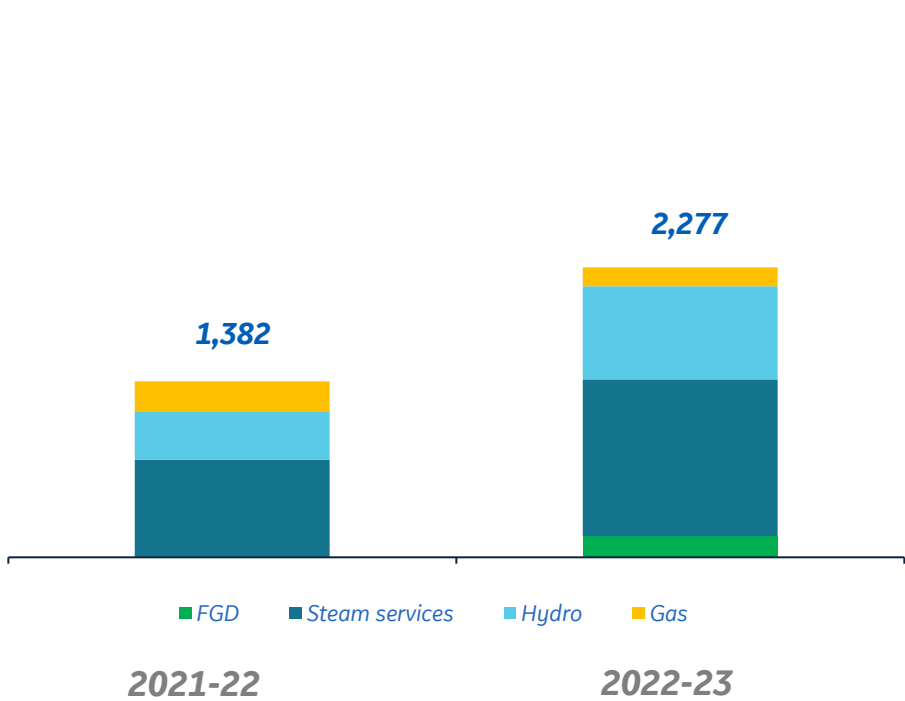


# Orders

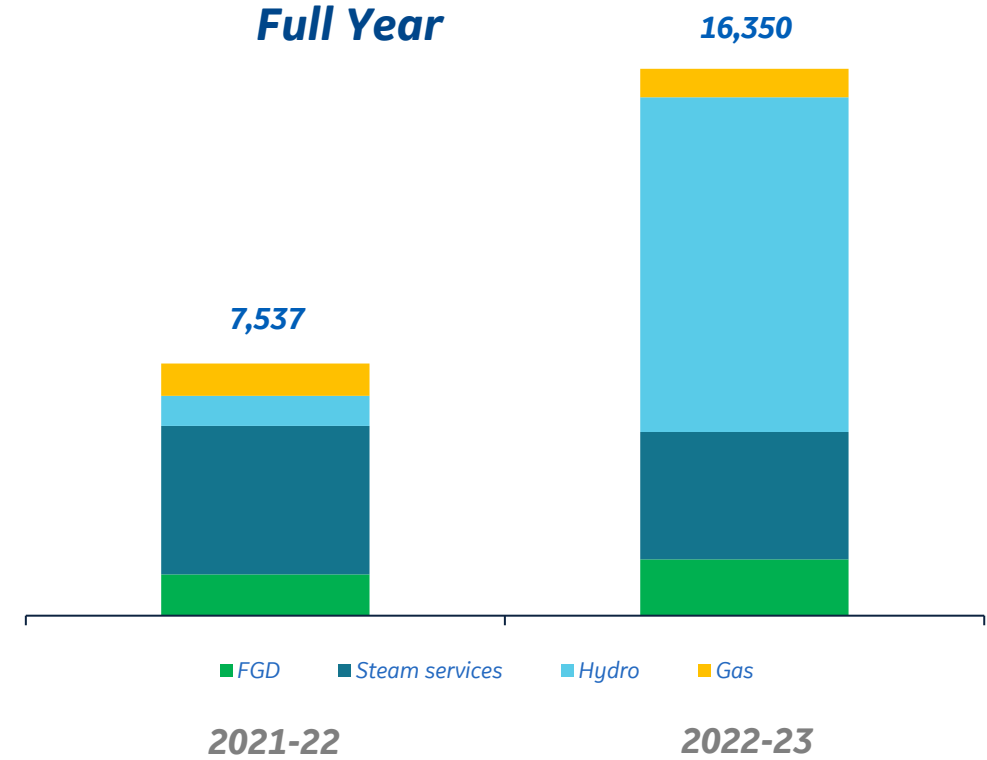
₹ Million



Q4



Full Year



## FY 2022 - 23

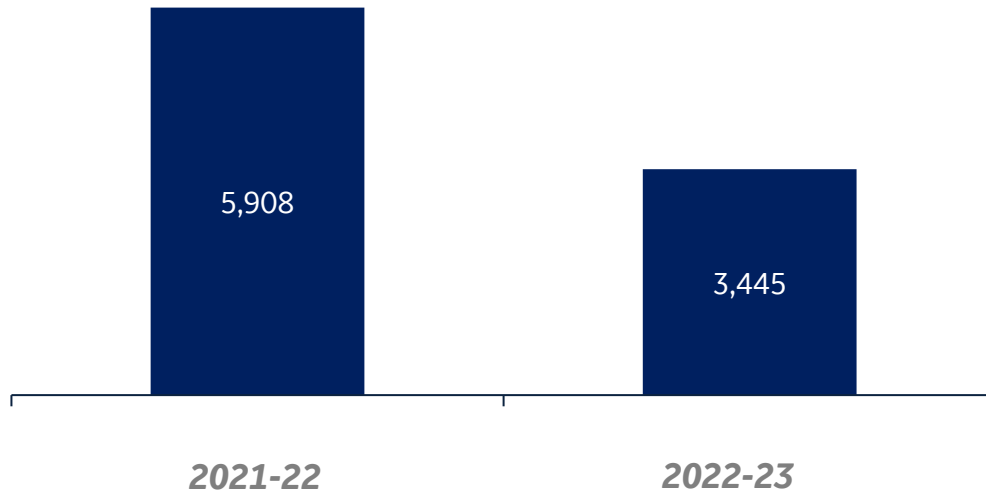
- Steam Core Service ordering has grown by ~ 21%
- FGD market size is larger than last year but not where we expected it to be
- Pipeline of opportunities for FGD & Upgrades converting to orders slower than anticipated
- Good Order intake for Hydro - Saundatti INR 8,634 million
- Backlog INR 36,153 million at the end of FY 2022-23

# Revenue

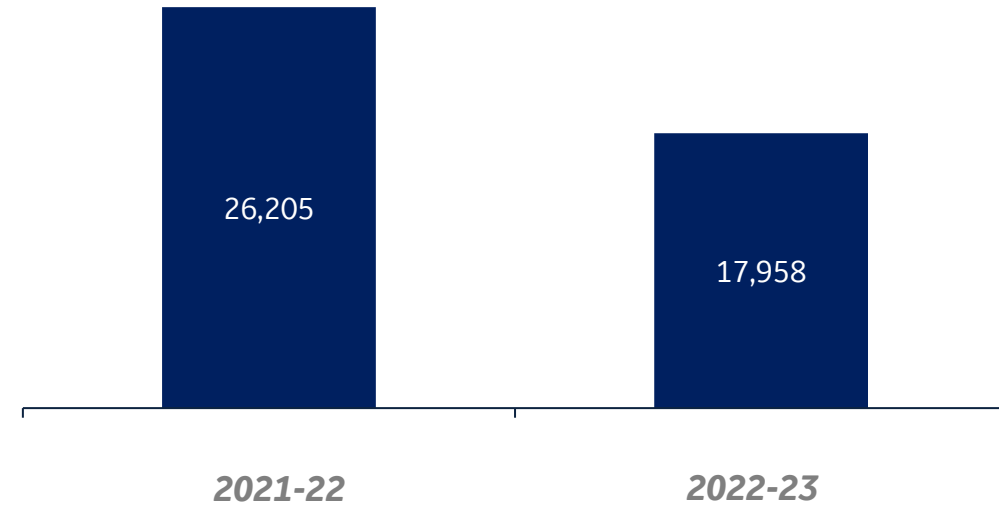
₹ Million



## Q4



## Full Year



### FY 2022 - 23

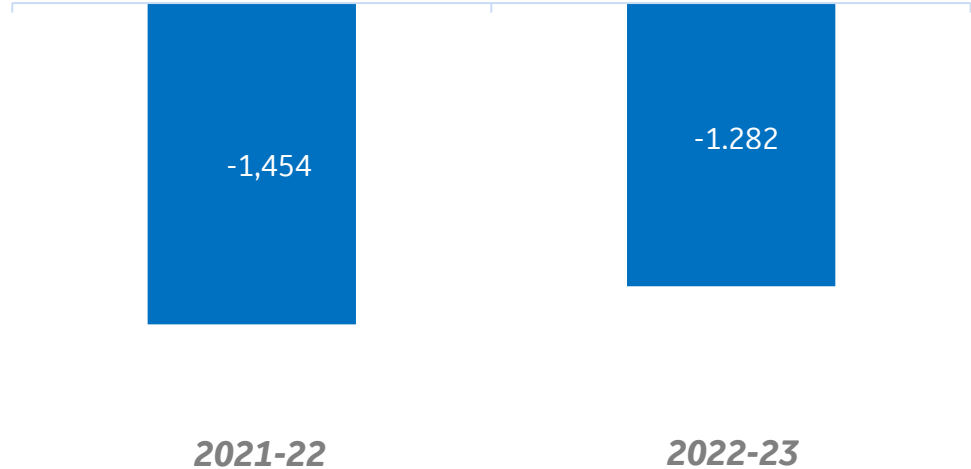
- Lower FGD Revenue due to Low Order Intake, Site Delays & projects nearing completion
- Core Services Continues to Grow.
- Execution of Hydro Projects – Subhansri, Kundah & Tehri.

# Profit before Tax

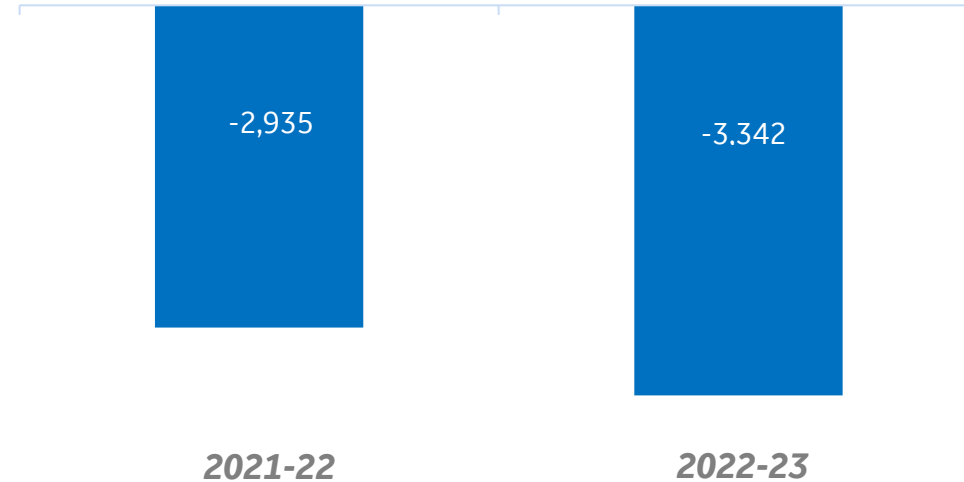
₹ Million



## Q4



## Full Year



### FY 2022 - 23

- Low Volume & product mix impact
- One-off provisions & expenses – Solapur Fire Incident & Durgapur Restructuring
- Project delays and Cost Escalation impact
- Improved Service profitability





# Continuous Improvement in Execution FY2022-23

Over 20 Kaizen events executed to resolve complex issues by engaging upstream & downstream stakeholders

## Challenges / Opportunities

## Improvement Plan

FGD

- Focus on milestones and sustained execution accelerating cash
- Supply chain bottlenecks & workforce availability continue to challenge performance

- Rigor on Cash collections, execute the claims strategy
- Problem solving mindset through visible Daily management

Services Rihand  
NTPC mills

- GEPIL is executing pulveriser upgrade project at NPTC Rihand, 1st of its kind in India
- In May '22 outage time to upgrade was 72 days/mill leading to project delay by ~5 months

- Kaizen event done for waste elimination with process improvements focusing on SQDC
- Outage time reduce by ~13%/mill
- Improvements horizontally deployed across 15 other mills

# GE Power India Limited's Relevance



- GEPIL will play a key role to deliver India's promise to reach net zero by 2070
- Through the transition, coal is expected to remain a significant part of India's energy mix
- GEPIL is one of the very few players who have technology, expertise and capabilities to partner with power producers on adjusting their operating models to changing needs of India's grid
- GEPIL has deep industry experience, dedicated & highly skilled team in engineering and project execution

***50% power flow in India managed through GEPIL's equipment & software***

