

CG Power and Industrial Solutions Limited

Registered Office:
CG House, 6th Floor, Dr Annie Besant Road, Worli, Mumbai 400 030, India
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Corporate Identity Number: L99999MH1937PLC002641



Smart solutions.
Strong relationships.

Our Ref: COSEC/024/2023-24

8th May, 2023

By portal

**The Corporate Relationship
Department**

BSE Limited
1st Floor, New Trading Ring
Rotunda Building,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai 400 001

Scrip Code : 500093

The Assistant Manager – Listing

National Stock Exchange of India Ltd.
Exchange Plaza, Bandra-Kurla
Complex,
Bandra (East),
Mumbai 400 051

Scrip Id : CGPOWER

Dear Sir/Madam,

Sub: Intimation of Schedule of meeting with Analyst(s)/Institutional Investor(s).

Pursuant to Regulations 30(2) and 46(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended from time to time, please find below the schedule of Analyst / Institutional Investor meeting with the Company:

Day and Date	Organised by
Wednesday, 10 th May, 2023	IIFL Securities Limited
Thursday, 11 th May, 2023	

Please find enclosed the presentation to be presented to the Investors on the date of the meetings.

The above schedule is subject to changes due to exigencies on part of the Analyst/ Institutional Investor/the Company.

Request you to kindly take the above information on record.

Thanking you.

Yours faithfully,
For **CG Power and Industrial Solutions Limited**

PURUSHOTHAMAN
VARADARAJAN
Digitally signed by
PURUSHOTHAMAN
VARADARAJAN
Date: 2023.05.08
18:14:13 +0530

**P Varadarajan
Company Secretary**

Encl.: As above.



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CG Power and Industrial Solutions Limited

Investor/ Analyst Presentation

8 May 2023



murugappa



Contents



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S. no.	Particulars	Page no.
1	Company Background	3-5
2	CGPISL – Standalone Performance	6-10
3	Industrial Systems – Motors & Drives	11-15
4	Industrial Systems - Railways	16-19
5	Power Systems	20-23

Company Background



- CG Power and Industrial Solutions Ltd (“CGPISL”) is a **80+ years old Company** with 16 manufacturing facilities in India and 2 operating subsidiaries (including 1 outside India).
- Consumer products business (B2C business) in the erstwhile Crompton Greaves Ltd. was demerged in FY 2015-16 and the name of the company was changed to CGPISL.
- Business Divisions of the Company are:



Subsidiaries

Subsidiary name ¹	Sales (Rs. In crs)	PBT (Rs. In crs)
Drives & Automation, Europe	393	37
CG Adhesives Products Ltd, India	24	3

Note:

¹ The Company has decided to divest its investment in a wholly owned subsidiary “QEI LLC” and as per accounting standard, the operations of the subsidiary including its assets, liabilities and net results are disclosed as discontinuing.

The above numbers for Subsidiaries pertains to FY 23 converted at average exchange rates

Tube Investments of India is the new Promoter effective Nov 2020



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CG Power and Industrial solutions Ltd (CGPISL), due to several reasons including diversion of funds, suffered losses during the years 2017-2019 and became a non-performing asset.



The Lenders initiated steps to revive the company by bringing in a new promoter and in that process, Tube Investments of India (TII) acquired majority equity stake and took control of the company with effect from 26th November 2020.



TII infused capital of Rs. 800 crores, made a one-time settlement of all secured creditors and guarantee obligations and paid all operational creditors. Besides, need based working capital was also infused to revive the operations. TII now holds 58.05% of the Company.



The entire Board of Directors and Key Management Personnel were replaced w.e.f. 26th Nov 2020. Mr. Vellayan Subbiah was appointed as Chairman of the Board and Mr. Natarajan Srinivasan was appointed as Managing Director of the company.

Leadership Team



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Mr. Natarajan Srinivasan

Managing Director



Mr. Ramesh Kumar N

President - Industrial Division

- BE (Electrical) from University of Allahabad
- 37+ yrs of work experience (31+ yrs in CGPISL).



Mr. Mukul Srivastava

President - Power Division

- M Tech (Mechanical) from IIT Kanpur, B Sc Engineering (Mechanical) from Dayalbagh University
- 30+ yrs of work experience (29+ yrs in CGPISL).



Mr. Ranjan Singh

*Executive Vice President –
Railway Division*

- BE (Electrical) from DAVV (Indore) and MBA from B.U. (Bhopal)
- 34+ yrs of work experience (28+ yrs in CGPISL).



Mr. Susheel Todi

Chief Financial Officer

- Member of ICAI and Commerce graduate
- 20+ yrs of work experience (17+ yrs in CGPISL).



Mr. Aniruddha Khakale

Executive Vice President – HR

- PGDBM (Business) from XLRI Jamshedpur and MBA (HR) from Pune University
- 27+ yrs of work experience.



Mr. P Varadarajan

Company Secretary

- Member of ICSI, LLB (Law) from Osmania University and Commerce graduate
- 30+ yrs of work experience.



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CGPISL

Standalone Performance

CGPISL (Standalone)

Performance Highlights



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Rs. In crores	FY 18-19	FY 19-20	FY 20-21	FY 21-22	FY 22-23
Sales	5,356	3,169	2,526	5,159	6,580
% YoY growth	7%	(41%)	(20%)	104%	28%
EBITDA	447	160	157	642	1,016
EBITDA %	8.3%	5.0%	6.2%	12.4%	15.4%
PBT (before EI)	41	(179)	(91)	502	927
PBT %	0.8%	(5.6%)	(3.6%)	9.7%	14.1%
PBT (after EI)	(3,544)	(1,548)	824	742	983
PAT	(2,680)	(1,480)	689	627	785
Capital Employed	1,835	26	1,887	2,171	2,488
ROCE % (annualised)	19%	270%	5%	35%	47%
Unexecuted Order Book	4,358	3,060	2,730	3,550	4,319

EI: Exceptional items



- Sales in FY 22-23 have grown by 28% YoY while PBT (before EI) has grown by 85% YoY.
- **Order intake during FY 22-23 was Rs. 7,828 crs (20% growth YoY). Unexecuted Order book as at 31 Mar 2023 stood at Rs. 4,319 crores (22% growth YoY).**

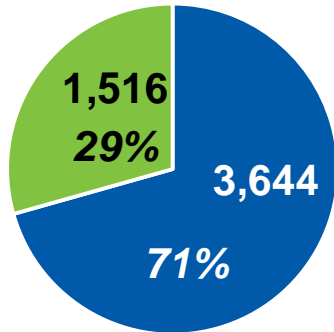
CGPISL (Standalone)

Revenue and PBIT Mix



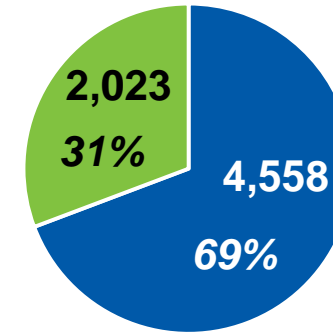
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Sales (Rs. crs) - FY22



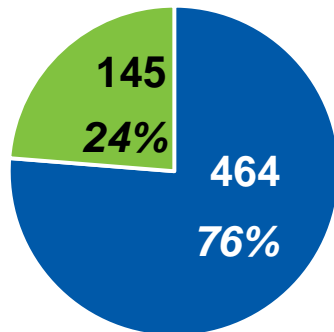
■ Industrial Systems ■ Power Systems

Sales (Rs. crs) - FY23



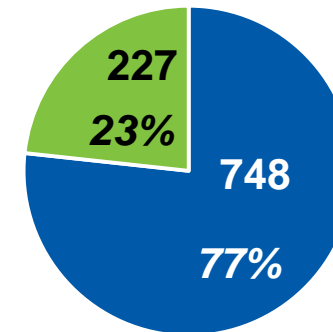
■ Industrial Systems ■ Power Systems

PBIT (Rs. crs) - FY22



■ Industrial Systems ■ Power Systems

PBIT (Rs. crs) - FY23



■ Industrial Systems ■ Power Systems

CGPISL (Standalone)

Balance Sheets and Key ratios



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Rs. in crores	31-Mar-23	31-Mar-22	31-Mar-21
Fixed Assets	786	784	803
Investments	303	302	304
Non-current assets	14	11	8
Deferred tax assets	434	623	733
Inventories	490	447	382
Trade Receivables	1,230	889	522
Other Current Assets	286	314	440
Cash and cash equivalents	662	460	399
Assets held for sale	-	-	280
Total Assets	4,204	3,830	3,871
Shareholders Equity	2,430	1,819	1,034
Borrowings	-	299	942
Other Non-current liabilities	47	47	38
Trade Payables	1,253	1,125	999
Other Current Liabilities	474	539	859
Total Liabilities	4,204	3,830	3,871
Net Cash/ (Net Debt)	662	161	(542)
Net Working Capital	467	211	(95)

Net Working Capital	31-Mar-23	31-Mar-22	31-Mar-21
Inventory days	38	44	80
Trade Receivable days	68	68	98
Trade Payable days	(88)	(97)	(185)
Cash conversion cycle	19	15	(8)

Key Ratios	31-Mar-23	31-Mar-22	31-Mar-21
ROCE % (annualised)	47%	34%	5%
Debt to Equity ratio (times)	-	0.16	0.91
Current Ratio	1.54	1.27	0.94
Fixed Asset Turnover	8.38	6.50	2.97
RoNW %	37%	32%	67%
Free Cash Flow (Rs. Crs)	749	388	(379)

- Term loans and Non-convertible debentures are now repaid/ redeemed in full and **Company is debt free.**
- Balance sheet today is strong and all the key ratios have improved significantly compared to 31 Mar 2022.
- In March 2023, Company declared and paid interim dividend of Rs. 229 crs (75% on face value) after a gap of 7 years.



- ✓ Market leader and Volume player in Motors business.
- ✓ Excellent reach with loyal Channel Partners
- ✓ Proposed expansion in Motors (announced in Q2 FY23) and Transformers (announced in Q3 FY23) to give further economies of scale.
- ✓ Diversified product portfolio with complete range for Power Transmission and Distribution sub-station.
- ✓ Lean cost structure and capability to serve customised solutions to customers.
- ✓ State of art Manufacturing facilities.



Industrial Systems

(A) Motors, Drives and Consumer products

(B) Railways

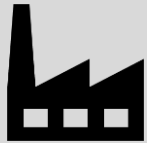
Motors, Drives & Consumer Products

Plant Locations and Product Portfolio



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Plant Locations



9
Manufacturing
plants

Locations

No. of plants

Ahmednagar	▲ ◆	3
Goa	▲ ▼ ◆ ■	4
Bhopal	● ◆	2

Product Portfolio

Motors

Low Tension
Motors ▲



Large Industrial
Motors ●



Fractional Horse
Power Motors ▼



Stampings ◆



Drives

Drives &
Automation ◆



Consumer products

Commercial
Products ■



Motors & Drives

Customers we serve



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LT Motors	Large Industrial Machines	FHP Motors	Drives & Automation

Industrial Systems (Motors + Railways)

Performance Highlights



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Rs. In crores	FY 18-19	FY 19-20	FY 20-21	FY 21-22	FY 22-23
Sales	3,081	2,052	1,794	3,644	4,558
% YoY growth	32%	(33%)	(13%)	103%	25%
EBITDA	404	274	233	493	780
EBITDA %	13.1%	13.4%	13.0%	13.5%	17.1%
PBIT	377	246	207	464	748
PBIT %	12.2%	12.0%	11.5%	12.7%	16.4%
Capital Employed	206	(147)	119	281	374
ROCE % (annualised)	183%	NA	173%	165%	200%
Unexecuted Order Book	1922	1527	1,673	1,992	2,040

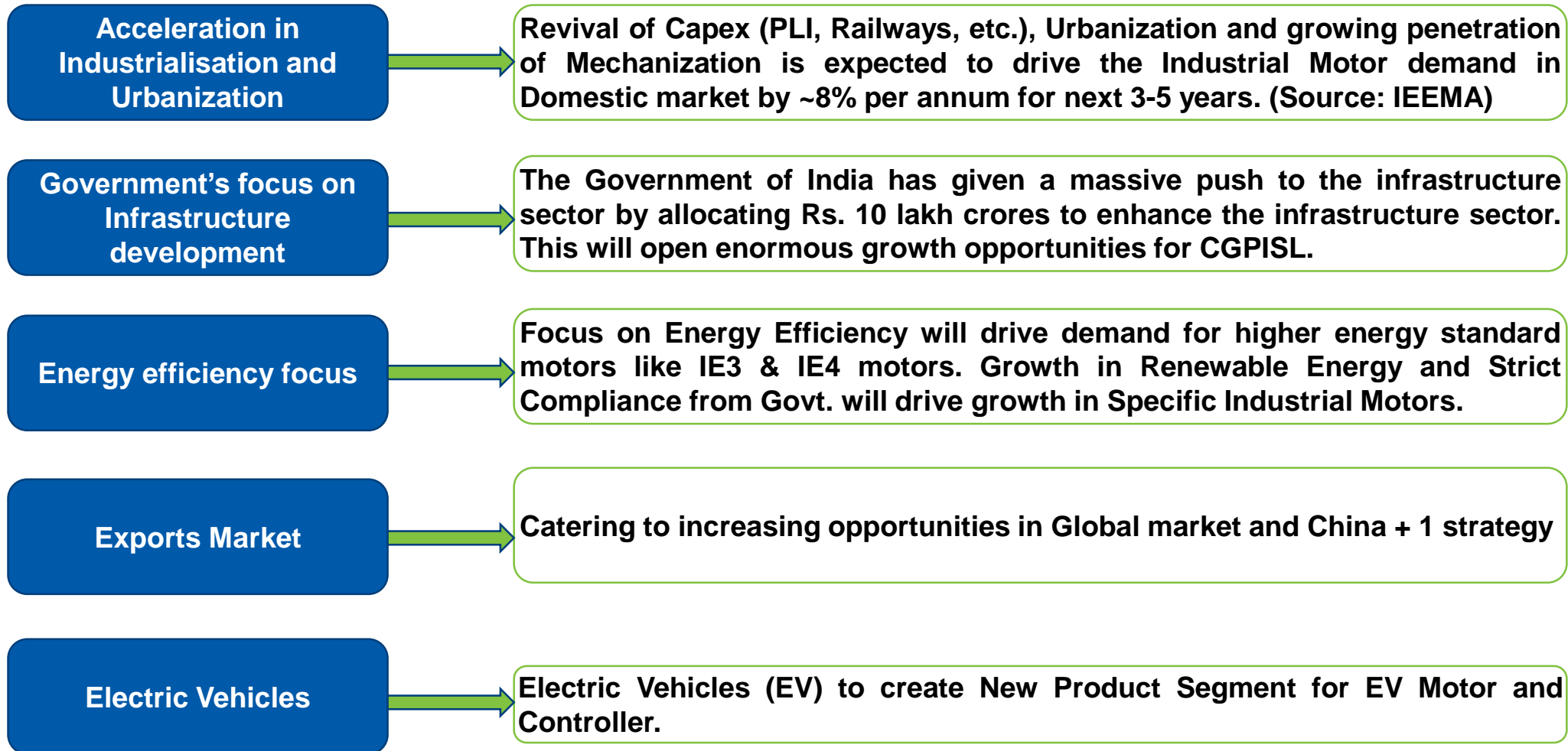
- Sales in FY23 have grown by 25% YoY while PBIT has grown by 61% YoY.
- **Order intake during FY 22-23 was Rs. 4,963 crs (13% growth YoY). Unexecuted Order book as at 31 Mar 2023 stood at Rs. 2,040 crores (2% growth YoY).** Generally, Motors business have short cycle orders and replenish every 2 months, while Railways business have long cycle orders.
- Capacity utilisation for Motors Division in FY23 was ~85%. In Q2 FY23, the Board of Directors approved the proposal to expand the Motors capacity with an investment of Rs. 230 crores over a period of 2-3 years.

Motors & Drives

Growth Drivers



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Railways Business

Railways Business

Plant Locations and Product Portfolio



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Plant Locations



3
Manufacturing
plants

Locations

Bhopal ▲ ◆
Pithampur ◆

No. of plants

2
1

Product Portfolio

Rolling Stock Products

Traction Machines ▲



**Railway Transportation
and Traction Electronics** ◆



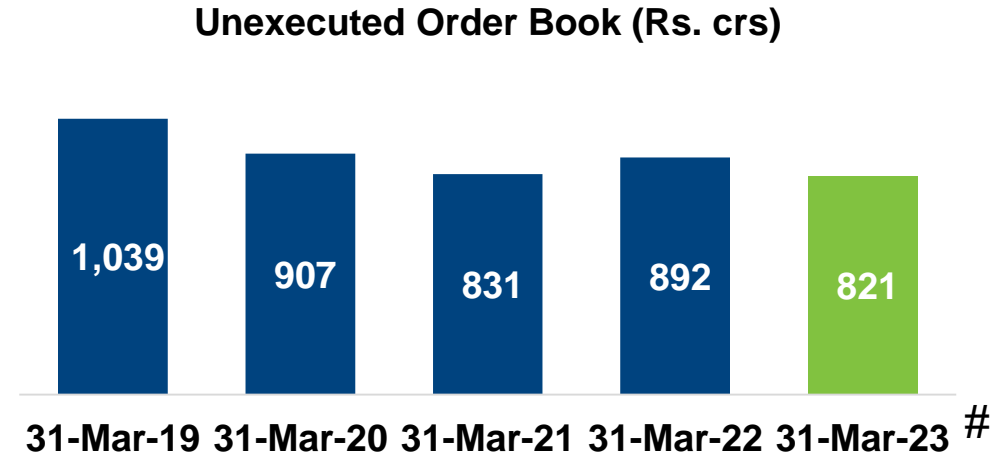
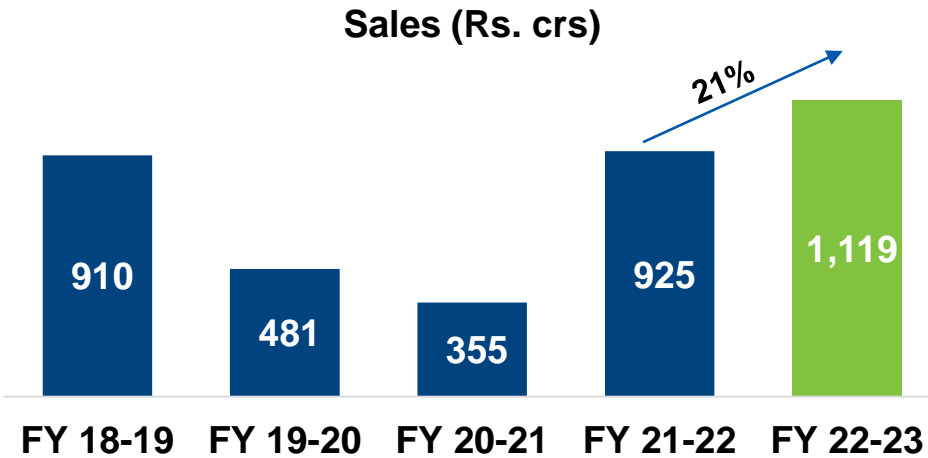
Signalling products

Railway Signaling ◆



Railways Division

Performance Highlights



- Sales in FY23 have grown by 21% YoY.
- Order intake during FY 22-23 was Rs. 1,101 crs (3% growth YoY). Unexecuted Order book as at 31 Mar 2023 stood at Rs. 821 crores.

Indian Railways tenders got postponed and the company received orders worth Rs. 135 crores to 1st week of April 2023. Hence, the revised order book would have been Rs. 956 crores with a growth of 7% YoY.

Railways Division – Business opportunities



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100% Railway route Electrification	Indian Railways (IR) plans to complete 100% Railway route Electrification by 2024-25. Over 75% of 68,000 route kms. More than 5 times electrification was achieved during (2014-21) last seven years as compared to during 2007-2014.
Demand for urban transport	There is a rapid increase in demand for urban mass transportation systems in the country. Significant jump is expected in EMU/ MEMU and Metro requirement.
Gati Shakti programme	IR plans to establish ~500 multi-modal cargo terminals under the 'PM GatiShakti' programme, with an estimated outlay of Rs. 50,000 crore (US\$ 6.68 billion) in four-five years.
TCAS (Train collision Avoidance System)	IR plans to carry out large scale implementation of TCAS on 37,000 route kms of HDN and HUN railway routes in next 5 years.
Electronic Interlocking	2221 stations already covered with Electronic Interlocking, which constitutes 34% of the total stations in India and 1550 installations are planned shortly.



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Power Systems

A. Transformers

- Power Transformers
- Distribution Transformers

B. Switchgears

- Air Insulated Switchgears / Gas Insulated Switchgears
- Vacuum Interrupters
- Circuit Breakers
- Instrument Transformers
- Surge Arrestors
- Numerical Relays

Power Systems

Plant Locations and Product Portfolio



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Plant Locations



4
Manufacturing
plants

Locations

Location	Markings	No. of plants
Nashik	▼ ◆	1
Aurangabad	▼ ◆	1
Bhopal	●	1
Gwalior	▲	1

No. of plants

1 2

Products

Products	Range
Distribution Transformer	315 kVA to 2.5 MVA (3.3kV to 33kV Class)
Power Transformer	3.0 MVA to 500 MVA (66 kV to 765 kV)
Locomotive Transformer	6.531 MVA to 7.775 MVA

Product Portfolio

Transformers

Distribution Transformer ① ▲

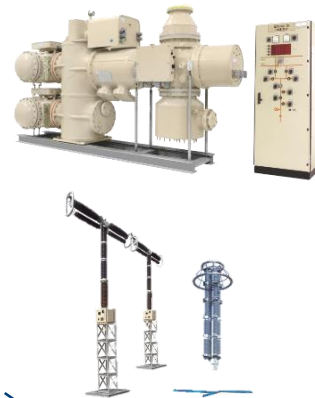


Power Transformer ② ●



Switchgears

EHV Switchgears ▼



MV Switchgears ◆



Power Systems

Performance Highlights



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Rs. In crores	FY 18-19	FY 19-20	FY 20-21	FY 21-22	FY 22-23
Sales	2,277	1,117	733	1,516	2,023
% YoY growth	(18%)	(51%)	(34%)	107%	33%
EBITDA	124	(12)	(55)	181	262
EBITDA %	5.5%	(1.1%)	(7.5%)	11.9%	12.9%
PBIT	76	(58)	(96)	145	227
PBIT %	3.3%	(5.2%)	(13.1%)	9.5%	11.2%
Capital Employed	411	32	66	298	372
ROCE % (annualised)	18%	NA	NA	49%	61%
Unexecuted Order Book	2436	1532	1,057	1,558	2,279

- Sales in FY23 have grown by 33% YoY while PBIT has grown by 57% YoY.
- **Order intake during FY 22-23 was Rs. 2,865 crs (33% growth YoY). Unexecuted Order book as at 31 Mar 2023 stood at Rs. 2,279 crores (46% growth YoY).**
- Considering the demand for Transformers, the Board of directors, in Q3 FY23, had approved a proposal to expand the manufacturing capacity of Transformers at its plants in Bhopal and Malanpur at an outlay of Rs. 126 crores.



Renewable Energy

- Planned Establishment of 523GW by 2030
- Business Potential for EHV Switchgear : Rs. 300 Cr (Next 5 years)
- Alternate to SF6 gas
- MV Switchgear with Dry air / Nitrogen

METRO Projects

- Projects planned in >40 Cities
- Business Potential : 600 Cr (Next 5 Years)
- **Dedicated Freight Corridors**
- Traction Stations
- Business Potential : 200 Cr (Next 5 Years)

GIS Substations in Urban Area

- GIS projects up by 30% in Power Utilities
- Business Potential : 1000 Cr. (Next 5 Years)



Demand for Power Transformers

- Tariff Based Competitive Bidding (TBCB) projects of Rs. 2 lacs crores expected in next 5 years.

Revamped Distribution Sector Scheme (RDSS)

- As on Nov. 2022, total 1.89 L Cr RDSS proposals cleared.
- Business Potential : 1000 Cr (Next 5 Years)



Data Centres

- Digitalization and local data regulation are drivers.
- Nexra, Brookfield, Princeton, L&T and Yotta Infra are investing
- Business Potential : 300 Cr (Next 5 Years)



Railway

- Railways target 100% electrification by 2023
- Modernization of Railway Stations (300 Nos)
- Business Potential : 300 Cr. (Next 5 Years)



Service Business

- Long Terms Service Contracts.
- Spare Modules for Older Installations
- Life Assessment and enhancement programs for supplied material.

Make in India Initiative

- Reduced Chinese Players



Export Business

- Retrofit Business
- Business Potential : 2500 Cr (Next 5 Years)





This Release / Communication, except for the historical information, may contain statements, including the words or phrases such as 'expects, anticipates, intends, will, would, undertakes, aims, estimates, contemplates, seeks to, objective, goal, projects, should' and similar expressions or variations of these expressions or negatives of these terms indicating future performance or results, financial or otherwise, which are forward looking statements. These forward looking statements are based on certain expectations, assumptions, anticipated developments and other factors which are not limited to, risk and uncertainties regarding fluctuations in earnings, market growth, intense competition and the pricing environment in the market, consumption level, ability to maintain and manage key customer relationship and supply chain sources and those factors which may affect our ability to implement business strategies successfully, namely changes in regulatory environments, political instability, change in international copper, aluminum, oil prices and input costs and new or changed priorities of the trade. The Company, therefore, cannot guarantee that the forward-looking statements made herein shall be realized. The Company, based on changes as stated above, may alter, amend, modify or make necessary corrective changes in any manner to any such forward looking statement contained herein or make written or oral forward-looking statements as may be required from time to time on the basis of subsequent developments and events. The Company does not undertake any obligation to update forward looking statements that may be made from time to time by or on behalf of the Company to reflect the events or circumstances after the date hereof.



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Thank You!