



GE T&D India Limited

ACCELERATING INDIA'S ENERGY TRANSITION

Analyst Presentation
Q4 Financial Year 2022-23



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Changes to Board of Directors



Mr. Sandeep Zanzaria appointed as the new Managing Director and Chief Executive Officer with effect from April 17, 2023

Sandeep brings with him over three decades of experience in the power sector. He joined GE in 2017 as the regional commercial leader for GE Grid Solutions, South Asia, where he was responsible for commercial strategy and order intake for the region.

Prior to joining GE, he has held various roles in commissioning, project management, engineering, commercial head and business head at BHEL, Areva T&D, Alstom T&D, and Schneider Electric.

Executive Summary



- **Q4 FY 22-23 orders booking at 8.7 BINR vs 5.5 BINR in Q4 FY 21-22, up by 58% YoY**
FY 22-23 order booking at 27.4 BINR vs 21.7 BINR in FY 21-22, up by 26% YoY
- **Q4 FY 22-23 sales at 7.0 BINR vs 6.6 BINR in Q4 FY 21-22, up by 6% YoY**
FY 22-23 sales at 27.7 BINR vs 30.7 BINR in 21-22, down by 10% YoY
- **Q4 FY 22-23 profit before tax & exceptional items at 43 MINR vs loss before tax & exceptional items of 1452 MINR in Q4 FY 21-22**
FY 22-23 profit before tax & exceptional items at 381 MINR vs loss before tax & exceptional items of 1,797 in FY 21-22
- **Order backlog of ₹ 37.0 Billion**
- **Net debt improved by 365 MINR in Q4 FY 22-23 (1,730 MINR vs 2,095 MINR in Q3'23)**



GE at ELECRAMA 2023



Creating the Grid of Future | Key Commissioning



Installation of a 66 kV Gas Insulated Switchgear (GIS) system with 8 bays, 11 kV High Voltage (HV) Panels, 2x25 MVA Transformers, and associated civil works for **Tata Power Delhi Distribution Limited at Bhalaswa**. This newly commissioned substation will ensure the continuous and uninterrupted supply of power to nearby hospitals, schools, and residential colonies.



GE's first 220 kV Gas Insulated Substation in Bhutan for **Bhutan Power Corporation**. This GIS will play a crucial role in meeting the critical power requirements of the capital of Bhutan and its surrounding areas



Installation of a 66 kV Gas Insulated Switchgear (GIS) system with 14 bays, along with associated 66 kV cable laying and termination works for **Delhi Transco Limited at Gopalpur**. The substation will cater to the load requirements of the Delhi Metro Rail Corporation (DMRC) and provide redundancy to the nearby TPDDL (Tata Power Delhi Distribution Limited) substation



Ten transformers/Reactors, were successfully commissioned for various project sites, including **Sterlite Powergrid Venture Limited at Lakadia, Bhutan Power Company in Bhutan, Adani WRSS Transco Limited at Lakadia, and Jaiprakash Power Venture Limited at Nigri**

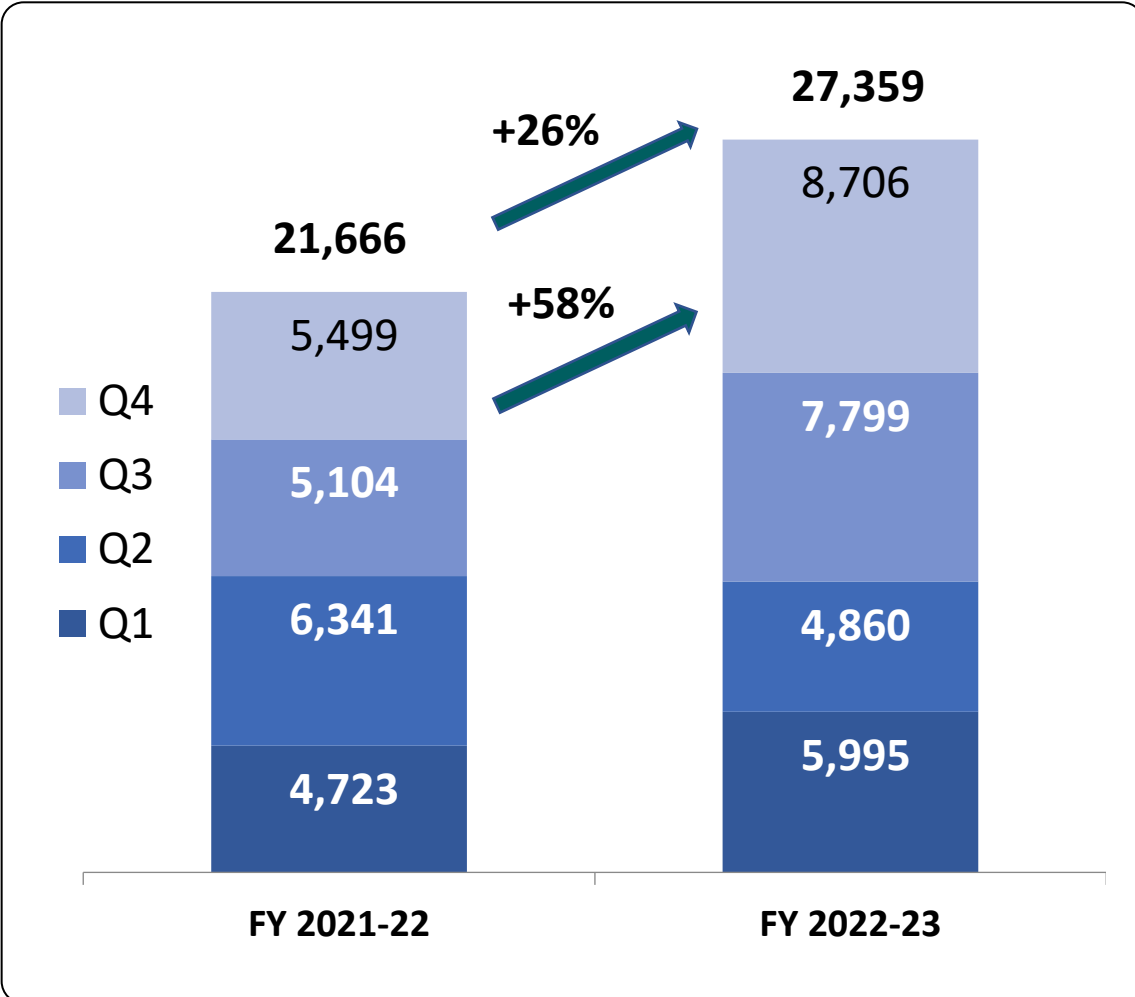


SCADA system for **TP Southern Odisha Distribution Limited (TPSODL)**, a joint venture between Tata Power and the Odisha Government, enabling the monitoring of approximately 100 distribution substations. Additionally, we are currently in the process of commissioning SCADA systems for two more distribution utilities in Odisha, namely TPCODL and TPWODL

Order Intake

Q4 & FY 2022-23

(₹ in millions)



Key Orders booked during Q4, FY 22-23

- Upgradation and automation of 39 substations in Nepal, located across six different locations, by **Nepal Electricity Authority**, including setting up of six Master Control Centers (MCCs) with GE Digital technologies. The project is funded by Asian Development Bank (ADB). The scope also includes replacements and retrofitting of old control and relay equipments
- Order from **large private transmission company** for supply of 765 kV , 110 MVAR Reactors for sub stations in Narendra & Pune
- Order from **Power Grid Corporation of India Limited** for supply of 765 kV Reactors for their project in Narela
- Centralized Remote Protection (CRP) Substation Automation System (SAS) orders from various private transmission companies like, **KEC, Techno and Kalaptru**
- 220 kV order Gas Insulated Substations for Data Center and O&G sector



Financial Data

Q4 & FY 2022-23

(₹ in millions)

	Q4 2022-23	Q4 2021-22	Change	FY 2022-23	FY 2021-22	Change
Sales	7,031	6,621	6.2%	27,732	30,660	-9.5%
EBITDA*	316	-1,356		1,355	-831	
% of Sales	4.5%	-20.5%	+25.0 pts	4.9%	-2.7%	+7.6 pts
Profit Before Tax & Exceptional Items	43	-1,452		381	-1,797	
% of Sales	0.6%	-21.9%	+22.5 pts	1.4%	-5.9%	+7.3 pts
Profit Before Tax & after exceptional Items	-1	-350		267	-695	
% of Sales	0.0%	-5.3%	+5.3 pts	1.0%	-2.3%	+3.3 pts
Profit After Tax	-154	-225		-15	-496	
% of Sales	-2.2%	-3.4%	+1.2 pts	-0.1%	-1.6%	+1.5 pts
Net Debt**	1,730	810		1,730	810	

* EBITDA includes other income of +37 MINR in Q4'2022'23 & +339 MINR in FY 2022-23 (+239 MINR in Q4' 2021-22 & +257 MINR in FY 2021-22)

**Net of Cash & Bank Balance of 468 MINR as on Mar 31, 2023 vs 824 MINR as on March 31, 2022

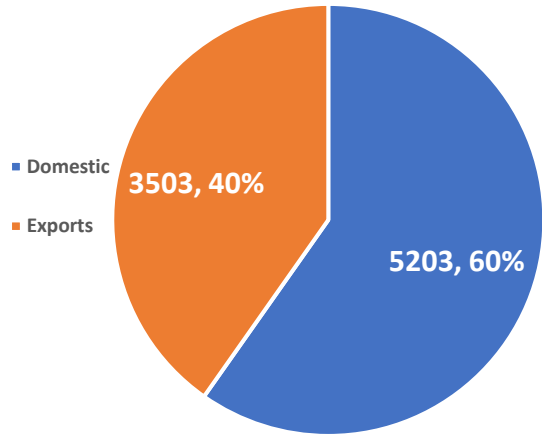
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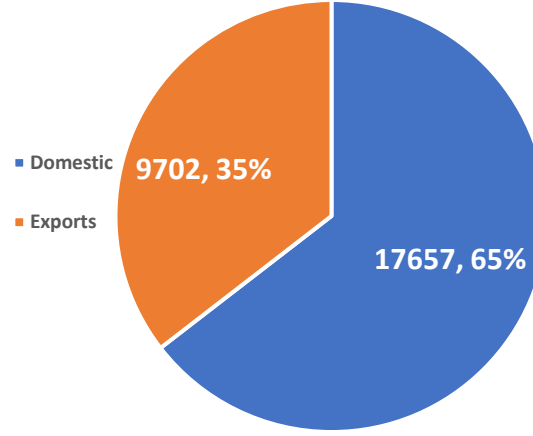
Orders, Sales and Backlog Details

(₹ in millions)

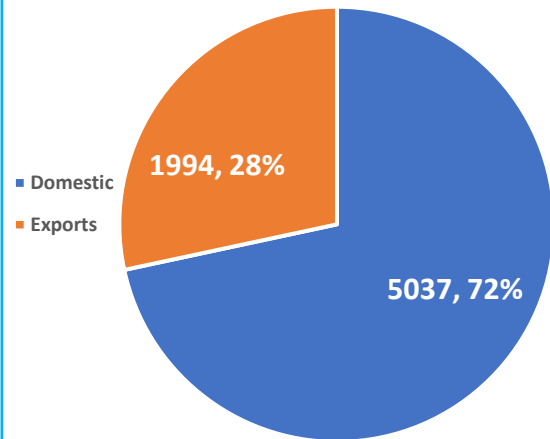
Q4 Orders



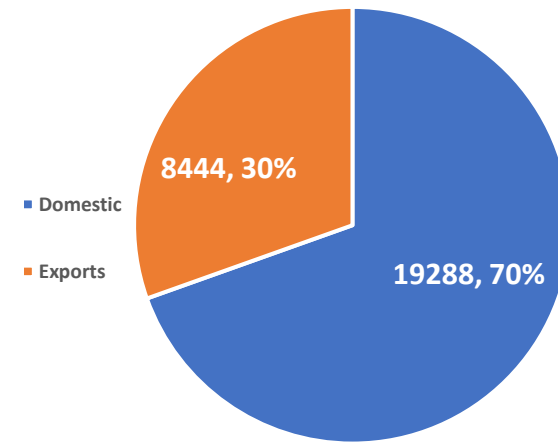
12M Orders



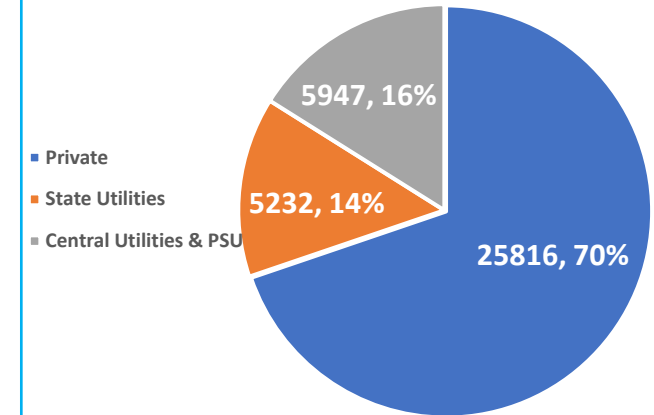
Q4 Sales



12M Sales



Order in Hand



THANK YOU

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