



## 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)

08 February 2021

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.: Presentation for the earnings conference call on 09 February 2021**

Dear Sir/Madam,

In furtherance to our letter dated 08 February 2021 regarding Investors/Analysts meeting scheduled on 09 February 2021 at 11 a.m. please find enclosed the presentation to be made before the investors/analysts for your information. This intimation is given pursuant to Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 read with Part A of Schedule III to the said Regulations.

Thanking you,  
Yours truly,

**For GE Power India Limited**

**Kamna Tiwari**  
**Company Secretary & Compliance Officer**

Encl: Investor Presentation



# GE POWER INDIA LIMITED

## Earnings presentation FY2020-21: Q3 & 9months

February 9, 2020

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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-forwardlooking-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

- Key highlights
- Financials
- Q & A



# Key highlights

# Key highlights FY2020-21: Q3 & 9months



## ₹ Orders

- India's first-ever semi dry FGD order
- De-NOx orders from NTPC, UPRUVNL
- Chinese OEM ST repair order from Adani Power
- Hydro order from Megha engineering

## ₹ Record revenue in Q3

## 🏆 Recognition

- Durgapur awarded with Gold award by CII for process optimization

## 🔄 Strong execution – Sites ramp up post COVID

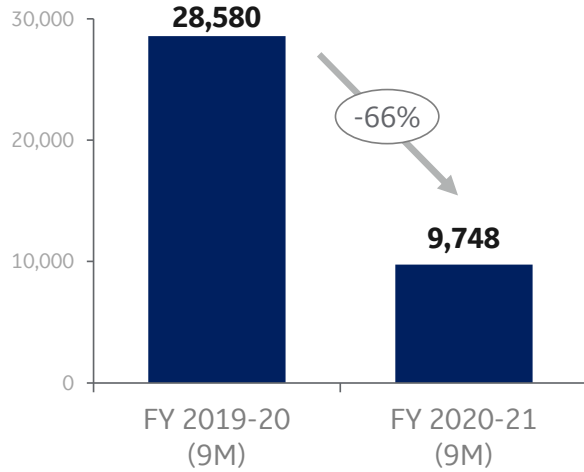


# Financials

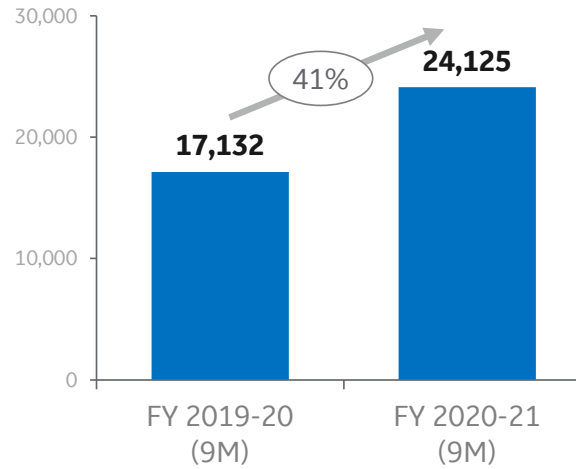
# Financial highlights FY2020-21: 9months

₹ Million

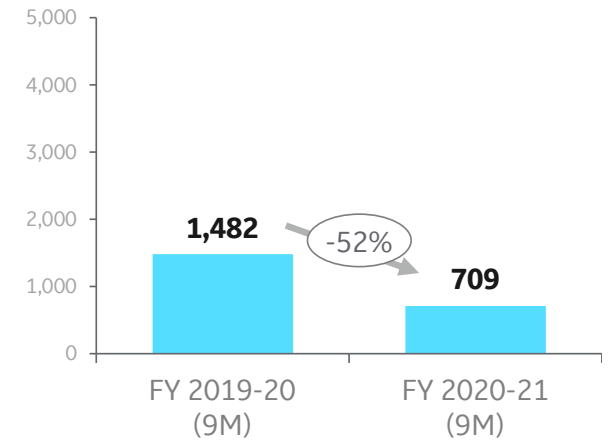
## Orders



## Revenue from operations



## PBT

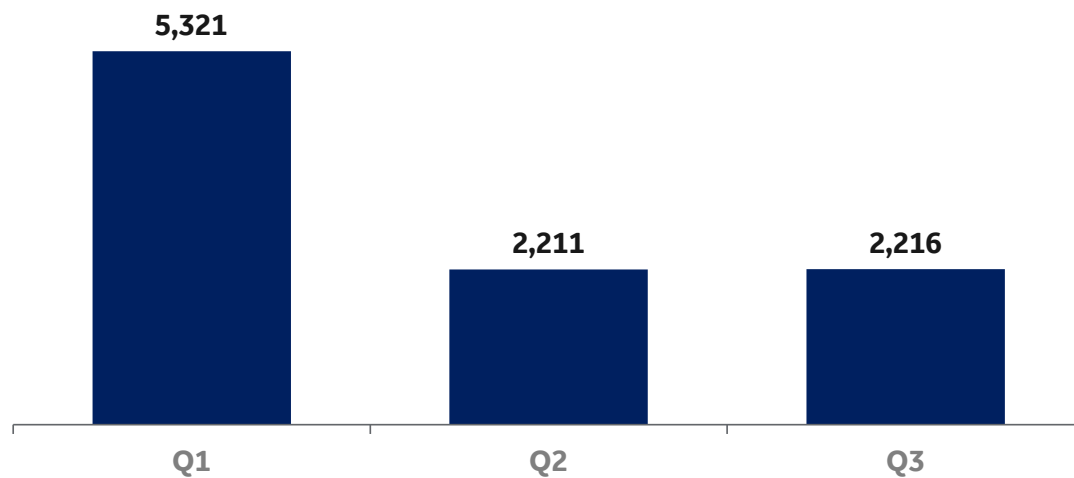


Profit before exceptional items	1,153	1,012
Exceptional items	+329	(274)
<b>PBT</b>	<b>1,482</b>	<b>709</b>



# Orders FY2020-21: Q1-Q3

₹ Million



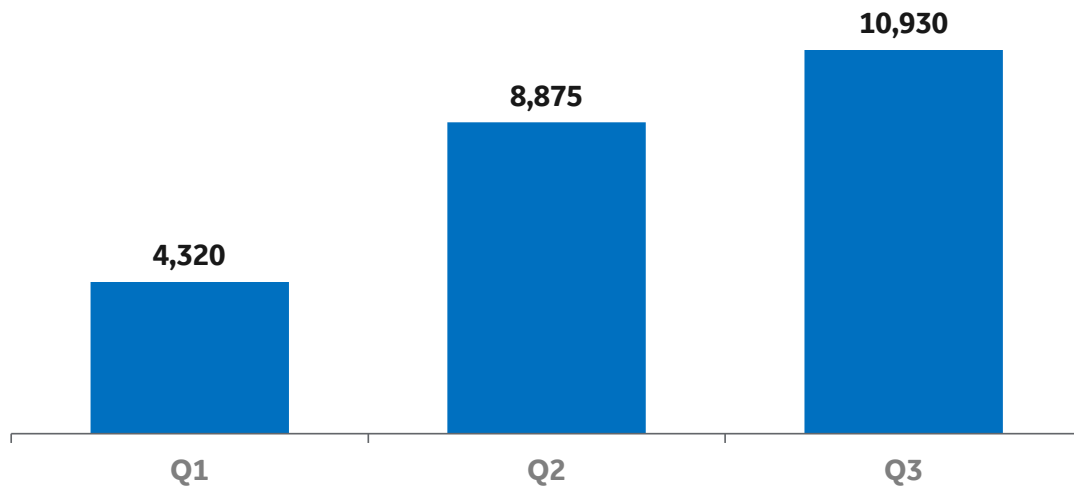
- Shift in orders due to COVID, Imports restriction
- Slow Customer decisions impacted ordering
- Market share largely intact





# Revenue from operations FY2020-21: Q1-Q3

₹ Million



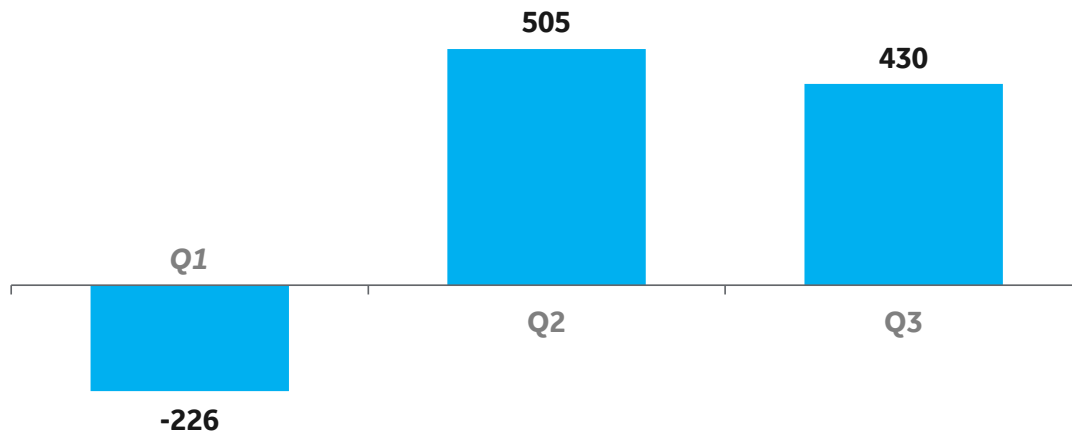
- Record in Q3
- Strong backlog execution
- Current\* backlog ~₹60,000M



\* end Q3 FY2020-21

# PBT FY2020-21: Q1-Q3

₹ Million



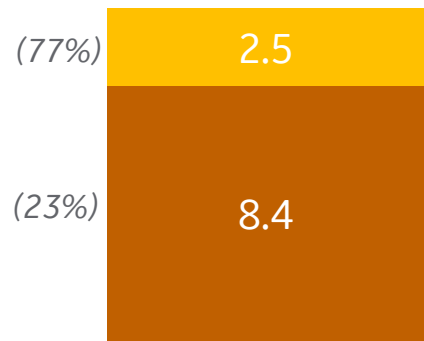
- COVID impacted volume & margin in Q1
- Q3 restructuring ₹274M



# Revenue mix – Q3 actual

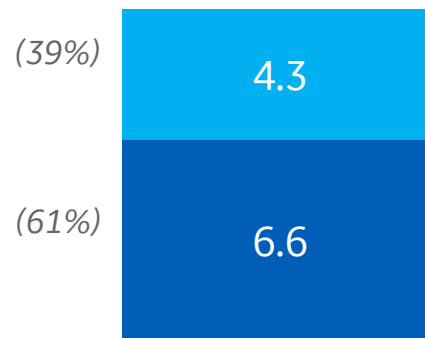
₹ Billion

## New build vs Services



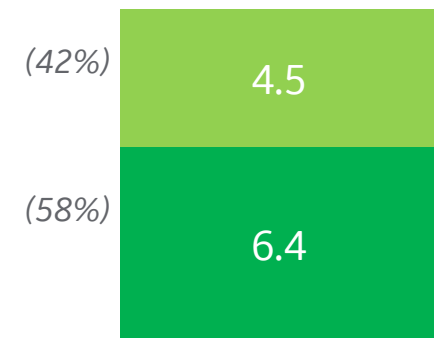
■ New build ■ Services

## EPC vs non-EPC



■ EPC ■ non-EPC

## Govt. vs Private



■ Govt. ■ Private





**Q & A**