

CG Power and Industrial Solutions Ltd

Teaser for Prospective Resolution Applicant

11th August, 2020

Brief Business Description

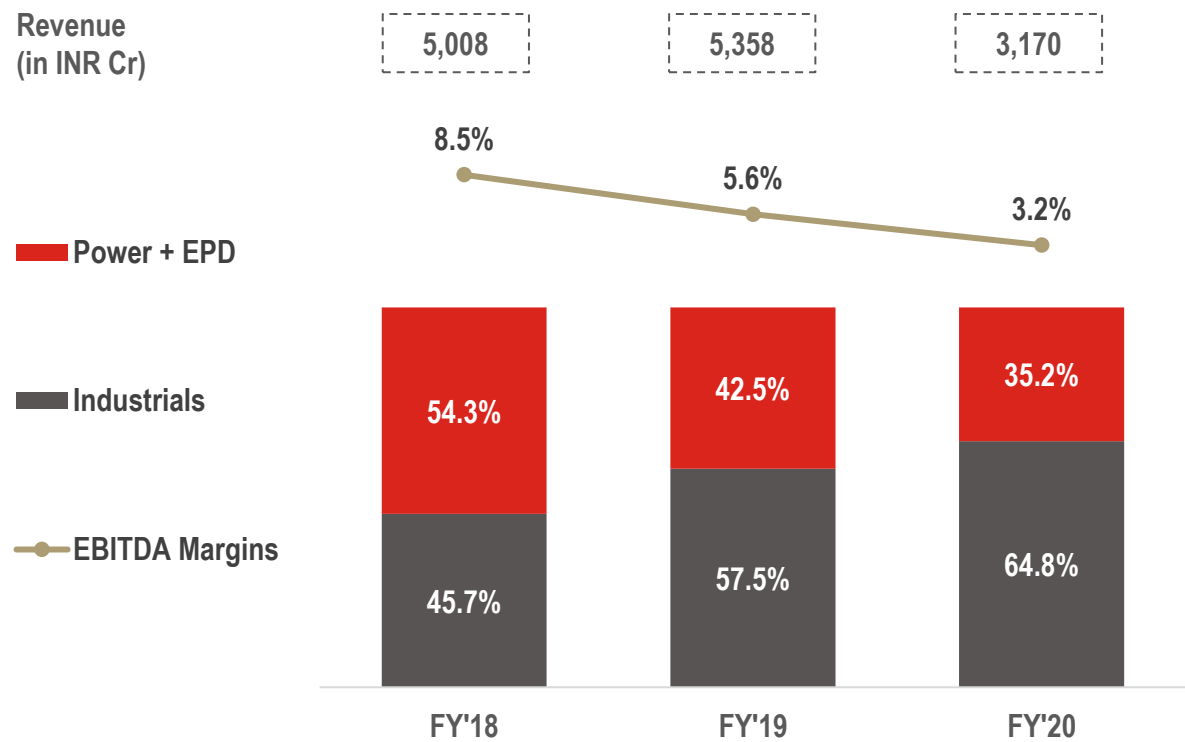
Established player with decades of experience in Industrial Motors and Power Components

80+ years of experience commanding a leadership position in the Industrials Market

- Offers a wide range of products, solutions and turn key services for Industrial and Traction Motors, Switchgears, Propulsion Electronics along with Transformers
- Organized in 2 strategic business Units:
 - Industrials (Motors, Railways and Drives and Automation)
 - Power and EPD (Switchgears, Transformers and EPD)
- Pan India distribution network with 820+ dealers further extending to multiple OEM players (both Large and Small players)
- Manufacturing base across 7 locations with a developed vendor base catering to about 21 industries
- LT Industrial Motor business, GIS Switchgear businesses are on top of the leadership chart
- Accomplished technical research and design team

Brief Standalone Financial Profile

Listed Entity with Market Capitalization (as of 10th Aug'20) – INR 758 Cr



Primarily organized in 2 Strategic Business Units (SBU) – Industrials and Power

Key Sub-Segments



Industrial Motors



Stamping

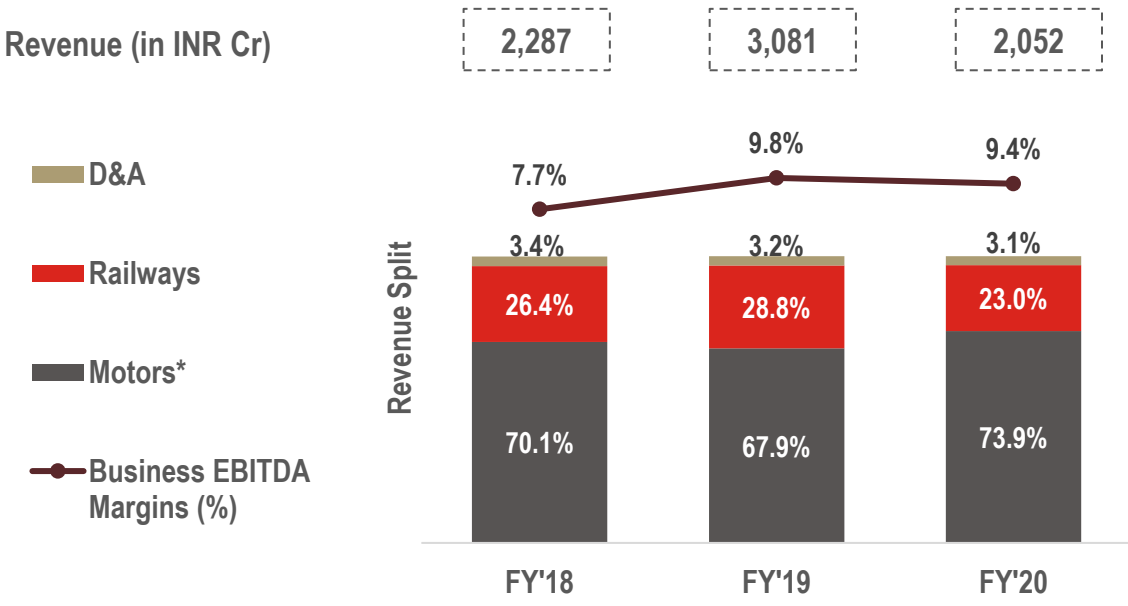


Railways



D&A

Financial Snapshot



* Motors is the summation of External Motors + External Stamping Sales

Key Sub-Segments



Transformers

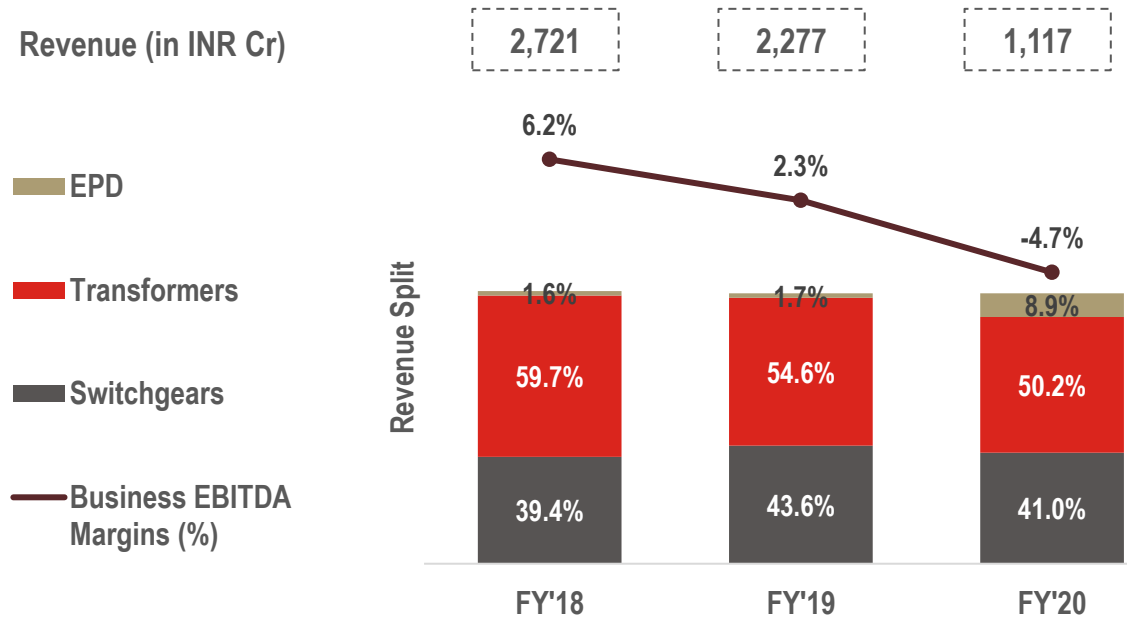


Switchgears



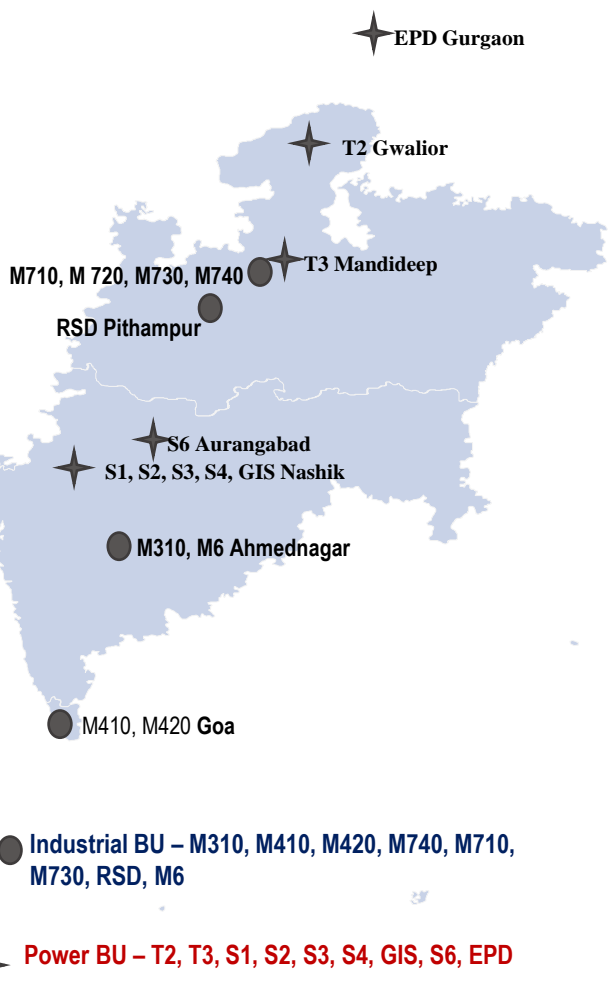
EPD

Financial Snapshot



Manufacturing footprint caters primarily to India along with GCC, S.E. Asian and African Markets

Manufacturing facilities (Power BU plants in red. Industrial BU plants in Blue)



Sub-Units	Manufacturing Facilities	Code	Location	Products
Transformers Division	Distribution	T2	Gwalior	Distribution transformer
	Power	T3	Mandideep	Power transformer, 1-phase reactors, Loco transformers
Switchgears Division	S1	S1	Nashik	Voltage transformers, current transformers and bushings
	S2	S2	Nashik	Medium voltage switchgear, Relay systems
	S3	S3	Nashik	Circuit breakers
	S4	S4	Nashik	Lightning arrestors
	GIS	GIS	Nashik	Gas insulated switchgear
	S6	S6	Aurangabad	Vacuum interrupters, Instrument Transformers
Effective Motors Division	Low Tension Motors	M310	Ahmednagar, Goa	AC motors, Alternators, DC motors
	FHP Motors	M410	Goa	Fractional Horse Power motors, Fans
	Pump Division	M420	Goa	Pump division
	Large Industrial Motors	M740	Mandideep	Large motors and generators
	Stamping	M6	Ahmednagar	Electrical steel stampings and laminations
Railways Division	Traction Machines & System Division	M710	Mandideep	Complete set of traction machines for Diesel Electric Tower car and Self Propelled Inspection Car, Traction motors, DC motors
	Traction Electronics	M730	Mandideep	Propulsion system
	Railway Signaling	RSD	Pithampur	Point machines, Electromagnetic relays, Brushless DC Motor ("BLDC") fans & panels
Drives & Automation	Drives & Automation	M720	Mandideep	Power auxiliary inverters, Converters and Control electronics, Electric inverters, AC/DC drives
EPD	EPD	EPD	Gurgaon	Installation and commission of large EPC project

Industrials SBU: Consistently amongst the Top 5 Players

Products		Indicative Product Market Size (INR Cr.)	Indicative Product Market Share (%)	Indicative Rank (#)
Motors	LT Motors	3,820	36%	#1
	Large Motors	970	17%	#2
	FHP Motors	750	29%	#1
Railways	AC Traction Motor TM 6068	485	31%	#2
	Propulsion Electrics	863	66%	#1
	IGBT Propulsion System	1,550	17%	#5
	Point Machine	109	60%	#1
	Relays + Carriage Fan (BLDC	137	49%	#1

Source – Management Estimates

Power SBU: Consistently among the Top 5 Players

Products		Indicative Product Market Size (INR Cr.)	Indicative Product Market Share (%)	Indicative Rank (#)
Transformers	Power Transformers	6,600	9%	#3
	Distribution Transformers	6,300	4%	#5
Switchgears	S1 - CT, PT, CVT, IVT ¹ (> 245 KV) & Bushings	637	25%	#2
	S2 - VCB, RMU-Ring Main Unit , GIS, Relays	2,781	12%	#4
	S3 – SF6 GCB- Gas Circuit Breakers	755	27%	#2
	S4 – Lightning & Surge Arrestors	190	32%	#2
	GIS - Gas Insulated Switchgear	1,523	5%	#4
	S6 – Vacuum interrupters CT, PT, CVT (172 kV)	MV : 207; EHV : 241	MV : 33.6%; EHV : 32.3%	MV (1); EHV (2)

Source – Management Estimates

Standalone Key Financial Metrics

Particulars	UoM	FY'18	FY'19	FY'20
<u>Key Profitability Items</u>				
Net Revenue from Operations	INR Cr.	5,008	5,356	3,169
EBITDA excl. Other Income	INR Cr	428	299	103
Exceptional Items	INR Cr	(133)	(1,518)	(1,698)
Profit Before Tax	INR Cr	162	(1,384)	(1,910)
Profit after Tax	INR Cr	86	(1,395)	(1,799)
<u>Key Balance Sheet Items pertaining to Capital Employed</u>				
Net Fixed Assets (incl.	INR Cr	1,377	1,042	898
Inventories	INR Cr	414	531	273
Trade Receivables	INR Cr	1,600	1,185	407
Trade Payables	INR Cr	1,253	1,555	1,190

Disclaimer

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