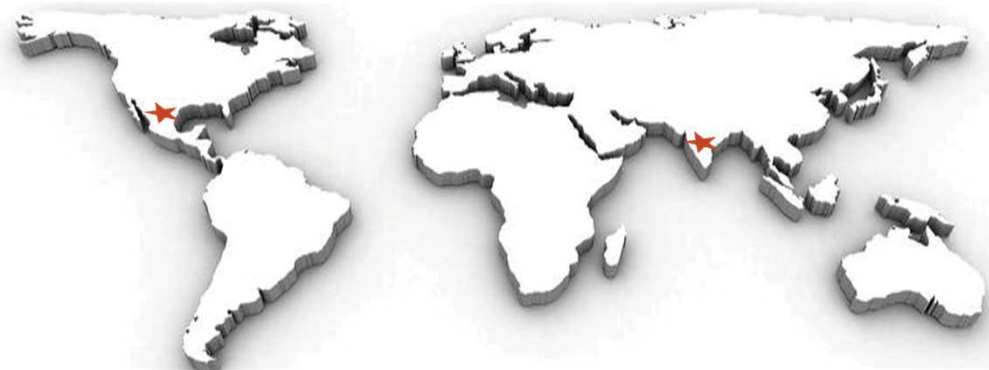




Powering reliable solutions for you



Prolec GE India Business Profile



Content



- ✓ Highlights
- ✓ Structure
- ✓ History
- ✓ Product offering
- ✓ Customer base
- ✓ What PGE brings
- ✓ Business model
- ✓ Differentiators
- ✓ Organization chart
- ✓ Reliability & responsiveness



Prolec GE highlights

- Prolec GE is the result of a join-venture of Xignux, a Mexican industrial consortium based in Monterrey, and GE a worldwide leader for several markets
- One of the largest transformer manufactures
- A complete line of transformer products for generation, transmission and distribution of electric power
- Modern large facilities in Monterrey (Mexico) and Chennai (India)



Monterrey, Mexico



Chennai, India

Prolec GE highlights



- More than 35 years of experience
- State of the art equipment in core processes to build full scope of oil filled transformers
- Around 5,000 employees in Monterrey, and 445 in Chennai
- Annual revenue of US \$1 billion

Prolec GE India highlights

- Prolec GE India, facilities in Kanchipuram and Thirumazhisai, Chennai, India
- Competitive manufacturing base and skilled workforce, with 445 employees
- Complete range of Distribution, Power and Dry type transformers
- Modern facilities, expansion capability, and state of the art equipment



Serving the Indian utility and industrial markets

Product Offerings



Distribution transformers

From 100 and 3150 kVA and voltages up to 33 kV for residential, commercial and industrial applications



Power transformers

From 5 MVA / 33kV to 315 MVA / 400 kV including substation, generation step up, and autotransformers



Open ventilated dry type transformers

From 100 kVA / 11 kV to 2500 kVA / 22 kV
In technical tie-up with DuPont™ environmentally friendly, maintenance free, safe, with low operating cost & with overloading capability.

Special Applications



Unitized substation

Up to 5MVA , 11kV (HV)



Solar Power Applications

250kVA-1.5MVA, 11/22/33kV (HV)
Solar Power Application



Wind Power Generation

250kVA-1.5MVA, 11/22/33kV (HV)
Wind Mill Generators

Customer base – Domestic & Exports

Indian Industries / EPC	Selective Exports / Middle East / South Asia
	
<p>Indian Utilities- Leading South Indian Player</p> 	

What Prolec GE brings

Customers	Stockholders	Employees	Community
<ul style="list-style-type: none">• Competitive price• Quality products• On time / short deliveries	<ul style="list-style-type: none">• Profitable growth• Reliable / predictable• ROI / Short term – Long term balanced performance	<ul style="list-style-type: none">• Safe work environment• Personal and career development• Sensitivity to family issues	<ul style="list-style-type: none">• Social Responsibility• Environmental• Legal & Compliance



- Customer base ... growing
- Operational processes... mechanisms
- Continuous improvement... multi-fronts
- Innovation ... formalizing process
- Knowledge and talent management
- Corporate support from both partners
- Business Practices (TPS, HR, TQM, ISO, etc.)

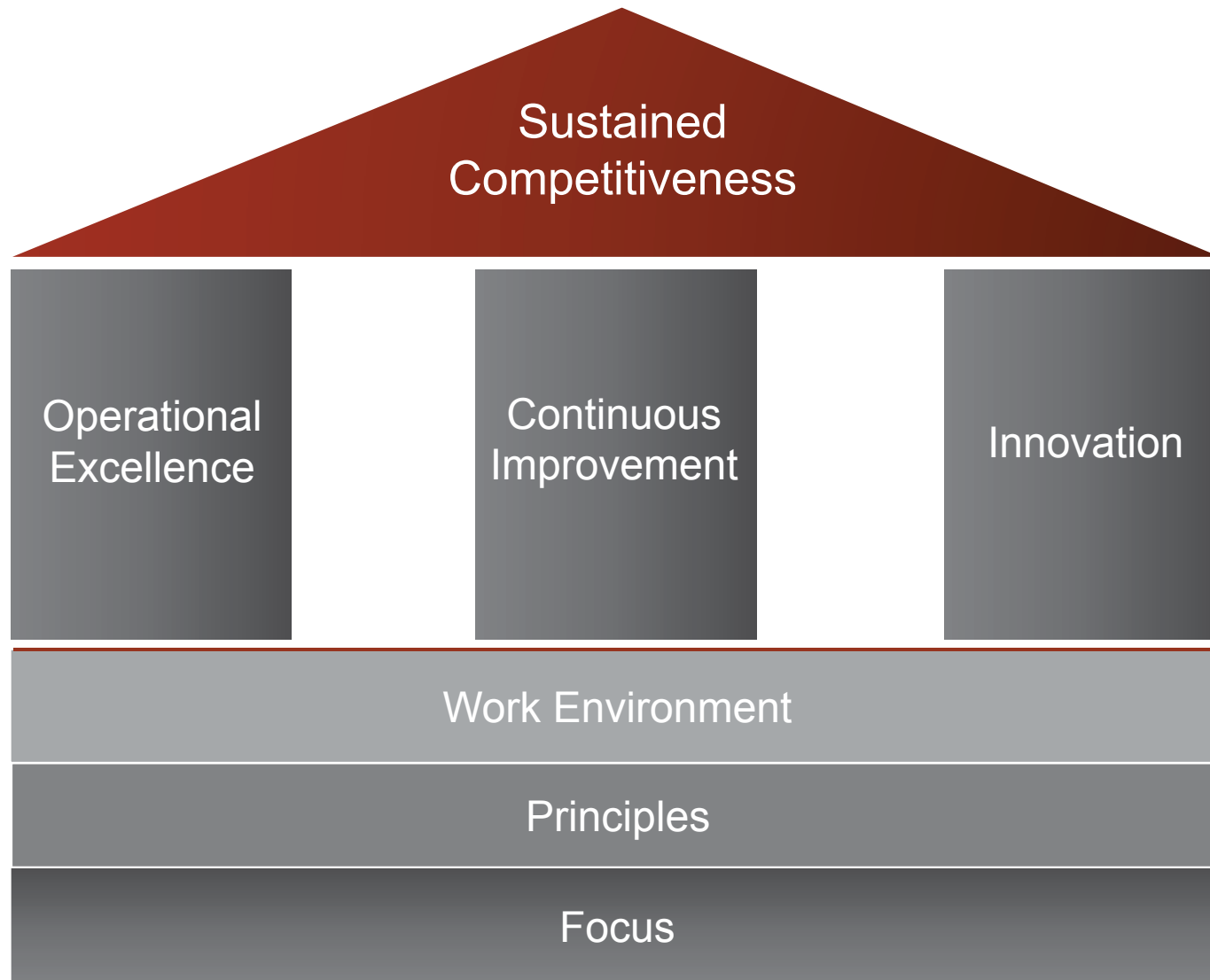
Indo Tech Transformers

- Adequate infrastructure
- Competitive cost structure
- Local positioning
- Product portfolio
- Local talent

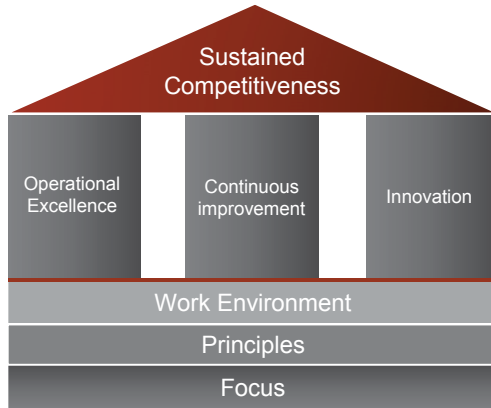
Differentiators...

Consistency and Long Term Commitment & Relationships... Across the board

Prolec GE Business Model



Prolec GE Business Model



We focus on...

Customers

- Responsiveness
- Strategic councils
- Solutions to specific requirements
- 24/7 Service



Employees

- Safe work environment
- Comprehensive personal development
- Sense of belonging
- Family integration



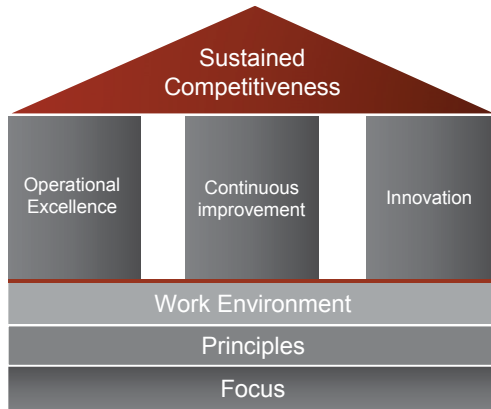
Community

- Social responsibility
- Environmental protection



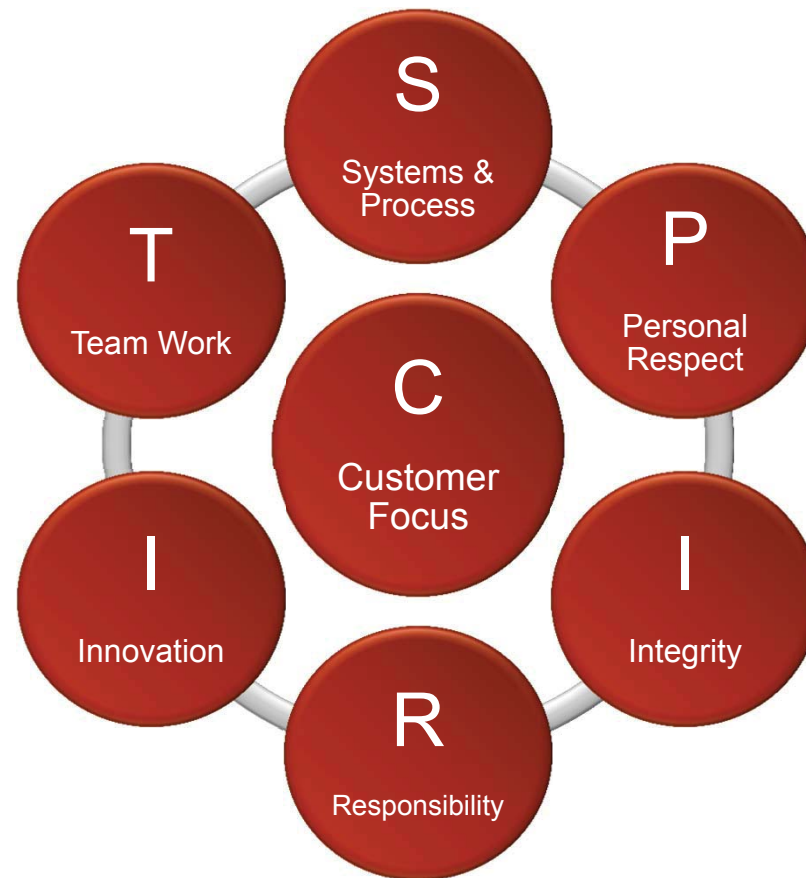
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Prolec GE Business Model

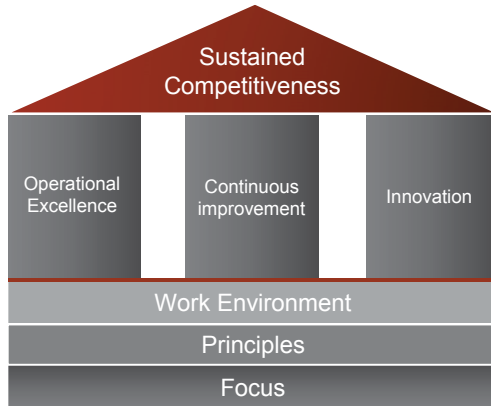


Principles...

C-SPIRIT



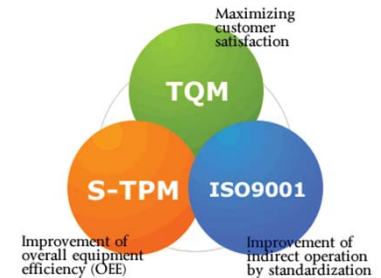
Prolec GE Business Model



Business practices...

Continuous improvement

- Total Quality Management (TQM) & Six Sigma
- Toyota Production System (TPS)
- Knowledge management (KDS, KDDS)
- Competitive intelligence
- Strategic sourcing



Operational excellence:

- Interaction mechanisms
- Factory loading
- Supply chain management
- Design systems
- Commercial practices
- Customer design review



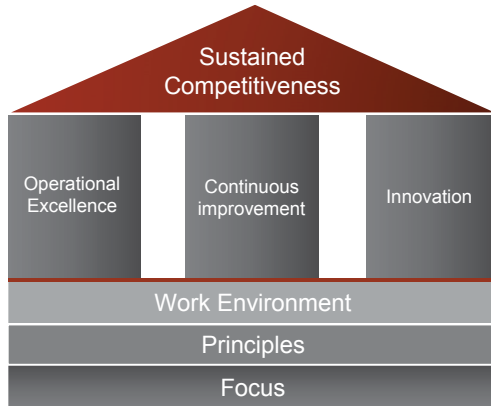
Innovation

- Applied Technology Center fully dedicated to R&D, with more than 80 engineers and specialists
- We partner with our customers and innovative organizations around the world to expand our product offerings and enhance efficiency, function and design



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Prolec GE Business Model



Sustained competitiveness...

- Our vision is to maximize the value of business group looking towards the leadership in the market, by a sustainable balance of our customers' needs, shareholders and employees among a context of social responsibility and continuous learning

