



Smart solutions.  
Strong relationships.

# CG Power Systems

## Five Years of fulfilling engagement

Dileep Patil, CEO CG Power  
December 9, 2010





Smart solutions.  
Strong relationships.

# **CG Power Systems**

**Is the one of the three SBUs of  
Crompton Greaves Ltd, Mumbai  
which is part of \$3bn Avantha  
Group**



**Since 2005**



Smart solutions.  
Strong relationships.

**CG Power Systems  
Is Headquartered in Belgium and  
contributes \$1.3Bn out of  
Crompton's Revenue of \$2Bn**



**Since 2005**



Smart solutions.  
Strong relationships.

**CG Power Systems  
Is Engaged in High Power  
Transmission, Distribution and  
Systems Business with full product  
basket from 6.6kV to 800kV**



# Today



Smart solutions.  
Strong relationships.

## **CG Power Systems**

**Employs 1800 people in Europe and  
contributes Revenue of \$650m from  
Belgium, UK, France, Ireland and  
Hungary with a compounding  
growth of 16%**

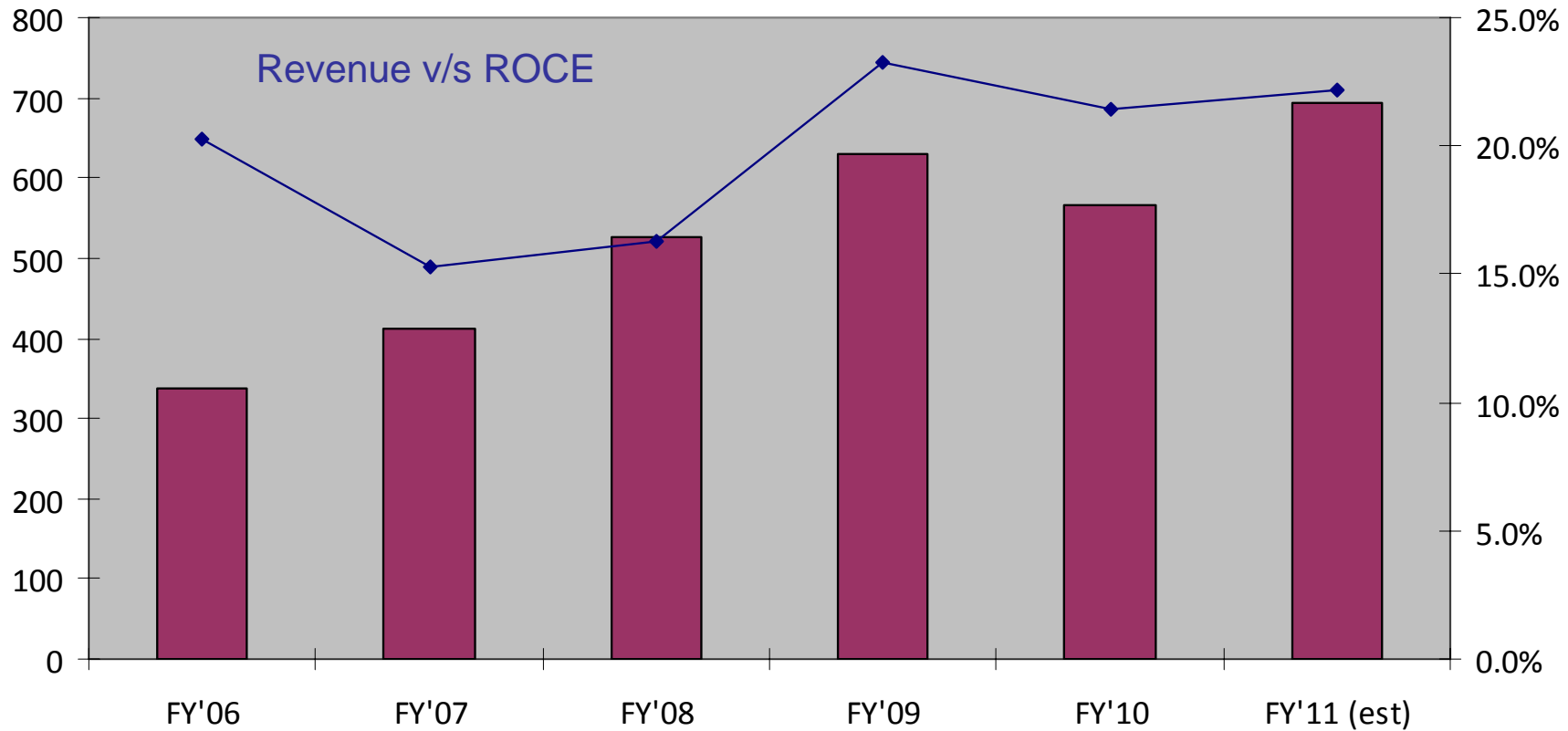


# Performance

€000s



Smart solutions.  
Strong relationships.



As per internal MIS



## In 2005 CG Acquired Pauwels.....



Smart solutions.  
Strong relationships.

- **Pauwels was 55Yr old ailing Belgium company, with huge debt and operational problems**
- **It had a good reputation in the marketplace for Product quality and reliability**

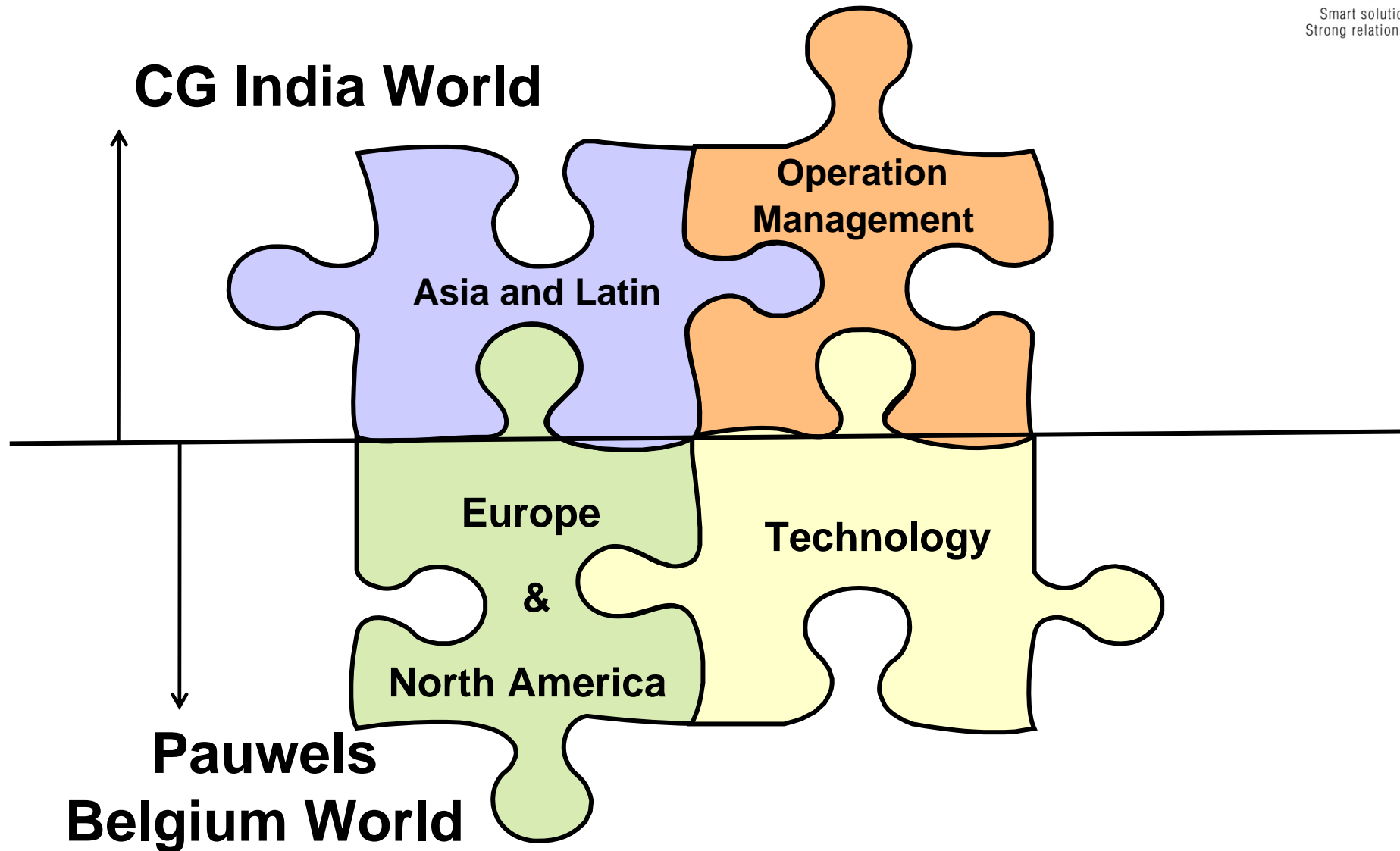


AVANTHA  
GROUP COMPANY

# Strategic Fit



Smart solutions.  
Strong relationships.





## Integration was smooth.....



Smart solutions.  
Strong relationships.

- **CG decided a route of “Transformation Integration” and decided to change both the companies**
- **CG decided to be a Talent Driven company and not a HQ driven company**
- **Centre of Excellences were immediately announced**



AVANTHA  
GROUP COMPANY

## Integration was smooth.....



Smart solutions.  
Strong relationships.

- **400 People were added in Europe**
- **€35m were invested in Green Field**
- **Gains of the integration were pumped back for further Strategic acquisition**
- **Further acquisition in Hungary, Ireland, France and UK**

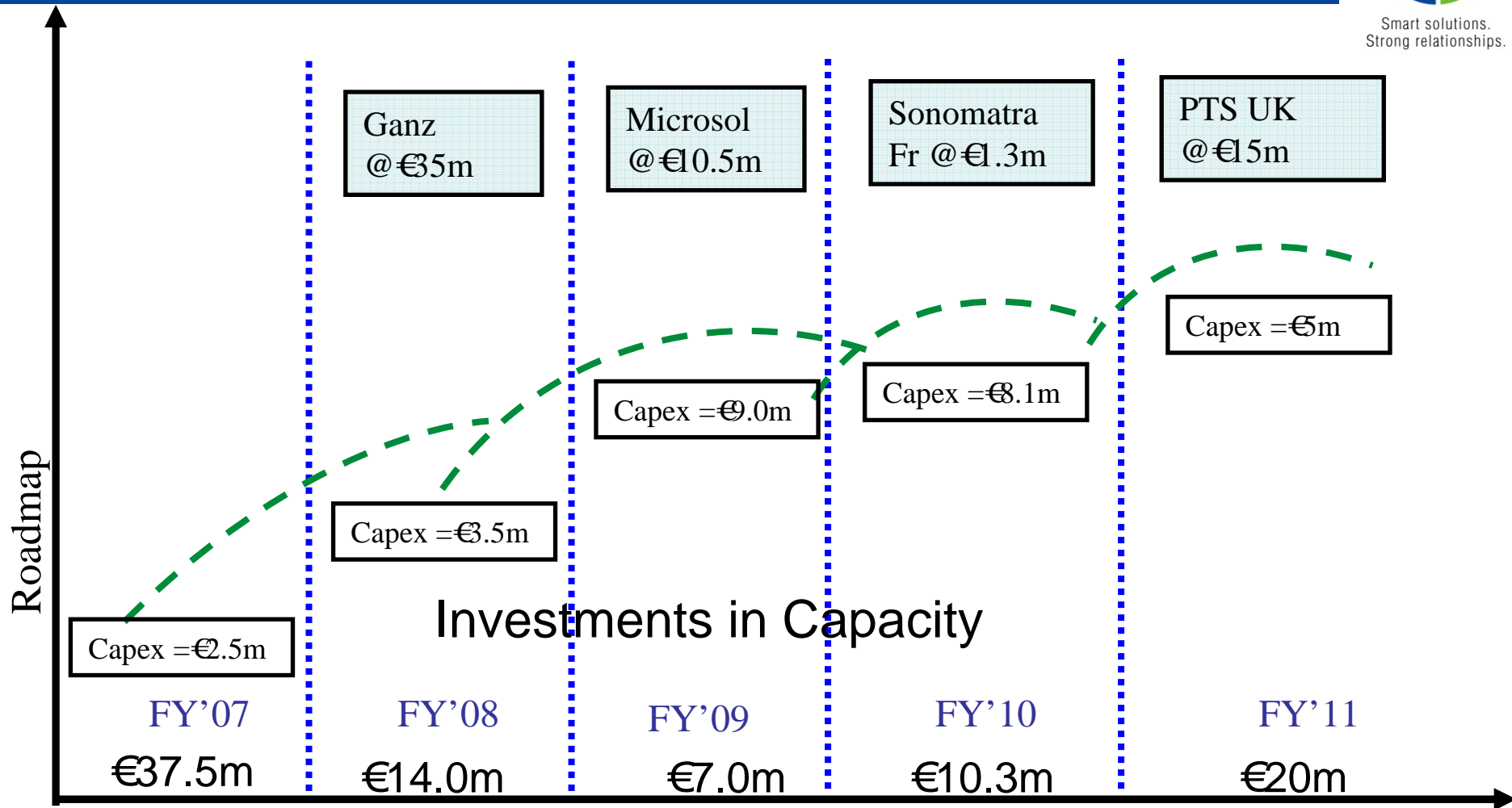


AVANTHA  
GROUP COMPANY

# Investments in Europe



Smart solutions.  
Strong relationships.



Cumulative investments in excess of €50m over last 4 years



## In Partnership...What India offers and what it Gains



Smart solutions.  
Strong relationships.

- **India offers a Hungry market for Hi Tech Products and Services with Excellent Growth**
- **India offers Huge technical talent pool for Development and Soft aspects of operational excellence at low cost**
- **India gains in technology**
- **India gains in Quality and Reliability aspects**



AVANTHA  
GROUP COMPANY

## In Partnership...What Europe offers and what it Gain



Smart solutions.  
Strong relationships.

- **Europe offers Technology for both Products and Systems**
- **Europe offers Quality and Reliability aspects in the business**
- **Europe gains on market**
- **Europe gains on Talent pool for Profitable growth**



AVANTHA  
GROUP COMPANY

# Positive Synergy potential



Smart solutions.  
Strong relationships.

**If Synergy in the partnership is handled with  
positive synergy, both will gain in**

**“Innovation”**

**Which is going to be the battle ground for  
future**



AVANTHA  
GROUP COMPANY

# Leveraging Technology – moving up the chain



Smart solutions.  
Strong relationships.



**PT Mechelen – 750 MVA ODAF – 380 / 230 / 13,8kV (Saudi)**



# Leveraging Technology – moving up the chain



Smart solutions.  
Strong relationships.



PCGIL India –  
500MVA, 1 ph, 765  
kV transformer





# Leveraging Technology – moving up the chain



Smart solutions.  
Strong relationships.

PCGIL India –  
500MVA, 1 ph, 765  
kV transformer



# Leveraging Technology – moving up the chain



Smart solutions.  
Strong relationships.



# Leveraging Technology – moving up the chain



Smart solutions.  
Strong relationships.



**Thank you**