

# STRENGTHENING THE CORE

CG has been an integral part of the India manufacturing story, one that has accelerated with the socio-economic change in the country. A legacy company spanning over seventy five years, CG has maintained its unwavering focus on India as a strategically important market. Backed by our strong manufacturing capabilities, skilled workforce and technological edge,

we have retained a competitive advantage in the industry. From our market leading UHV solutions, to being a preferred partner in sectors that define India's economic prowess and industrial growth, to supporting the country's next leg of modernisation through Smart Grid and GIS, producing best-in-class energy efficient motors, providing technological support to Indian Railways - CG has made

its mark as a reliable, innovative and sharply skilled manufacturer. Strengthening the Core is about building on that intrinsic power centre from which springs the innate ability to perform and operate effectively.

At CG, we are doing this by building on our core strengths, capabilities and competencies. Simply put, it is about doing what we do best.

# REVITALISING THE GRID

from technology upgradation  
to capacity addition in  
making the vision of 24x7  
Power For All a reality.

We're complimenting  
our portfolio by  
renewing our offerings  
to support the  
changing needs of our  
customers.

## OUR POSITION IN THE MARKET

for Transformers and Switchgears is deep entrenched but state utilities now have the need for our Automation offerings that create a smart, stable and reliable T&D network and help relieve the stress on power utilities.

● *Substation Automation Solutions that form the backbone of the smart grid, have been successfully implemented with some of the major state utilities like UPPTCL, WBSETCL, MSETCL, TANTRANSCO.*

## PROVIDING DIAGONSTIC POWER

and self-healing features that help in monitoring the health of the grid requires the ability to interconnect remote micro generating stations to the main system.

● *It is now possible to communicate and remotely access lines and equipment to monitor their health in the far reaches of the country with*

## OUR FIRST SUCCESSFULLY COMMISSIONED

**765KV PLC<sup>C</sup>\***  
FOR PGCIL

\* Power Line Carrier Communication

We're looking inwards,  
to refine processes and  
increase operational  
efficiencies.

# REFINING METHODS

## IMPROVED OPERATIONS

in the Industrial business with a reengineered logistics and supply chain that led to enhanced productivity, faster delivery and increased customer satisfaction.

● *For example CG's LVRM business. Despite the stagnant market, focused actions in all the plants saw positive results*

**15% GROWTH**  
IN LV MOTORS

**3X MARKET SHARE**  
IN IE2/IE3 RANGE

### REBUILDING THE VITALITY

of the Power sector in India with our cutting edge technology and long standing technical expertise in the UHV and EHV segments.

- *We have secured order for coupling transformers for STATCOM projects to further support grid stability.*
- *Other significant solutions include our complete range of UHV equipment, along with MV and EHV GIS, Distribution transformers & other intelligent electronic devices.*

### UPGRADING AND EXPANDING

T&D networks by partnering with distribution companies, state electricity boards, solar IPP and PGCIL in UDAY and IPDS (Integrated Power Development Scheme), across the country.

- *As one of the few bidders that are well positioned to gain from the business opportunity presented by UDAY, CG is geared to partner DISCOMs better commercialise power, with its wide gamut of MV Switchgears and Distribution Transformers.*

### ADDING CAPACITY

to the national grid by actively participating in government projects that integrate renewable energy into the system.

- *CG provides Transformers and Switchgears for evacuation and delivery of power from renewable sources as part of the green energy corridor, also supporting the target for renewable capacity to 175 GW by 2022.*

### SMART DISTRIBUTION SYSTEMS

offering on the other end, add intelligence by ensuring reliable supply and safe delivery to the end user.

- *MV & LV products in applications such as sensors, couplers and supervision devices on the distribution side will further reduce losses and improve power efficiency. CG made Feeder RTUs and PLC & radio communication devices can deliver safe power to the end user.*

# RENEWING RELATIONSHIPS

### GROWING OUR NETWORKS

to increase customer touchpoints and widespread accessibility.

- *Our existing network of 500 retailers and 250 service centers was expanded to improve customer access to our products, leading to a 9% increase in value from sales.*

### AUGMENTING THROUGH EXPORTS

by serving the growing needs of emerging, global markets.

- *Our agreement with the cement major Lafarge, to provide our large motors augmenting their manufacturing efficiency in projects will create a steady stream of orders for the MV segment in coming years.*

### ADAPTING TO REQUIREMENTS

isn't just about customization. It's continuously adapting and adopting technologies to meet customers' evolving requirements.

- *CG has successfully developed traction electronics based on IGBT technology to serve the Railways, which will be a tailwind to our steady growth in the Industrial business.*