

which can go electric. At the get-go, your Company is well-placed to support the segment with its award-winning, innovative flash and fleet charging solutions– Grid-eMotion™ Flash and Grid-eMotion™ Fleet.

As leaders in HVDC technology, your Company is currently executing the Raigarh-Pugalur HVDC project and see opportunities for upgrades of maturing HVDC stations in the coming years. Your Company is also seeing investments starting to happen toward port upgradation i.e., deployment of smart port infrastructure and shore-to-ship power systems. This is an encouraging development and your Company is well-positioned to take advantage of it with its offerings.

Opportunities and threats

For 2020, unexpected turn of events has impacted your Company's market outlook. While various macro parameters had been putting a downward pressure on economic growth, the Coronavirus outbreak has pushed many projects and orders to the backseat. However, Government spending in infrastructure and efforts to boost credit liquidity will provide a mild thrust for industry capex. As normalcy is restored, renewables and rail will continue to be areas of robust growth, while the data center and e-mobility markets will unleash opportunities for new business models and overall sector growth. More clarity and policy impetus from the Government will help to speed up investments. However, your Company expects prices to remain under pressure due to competition and the desire of Government for a lower price discovery in rail and solar projects.

In 2021, your Company looks forward to playing an even more active role in renewable energy integration as government aims to increase generation capacity, railway electrification with over 28,000 kilometers yet to be electrified by 2023-24, regional transport ventures and high-speed rail, and in metro projects that are either under execution or under planning. Data centers is another market for your Company that holds a huge untapped potential. With the Government expected to roll out a new data center policy soon, your Company expects to see exponential growth and areas to pitch its products and services for segment expansion and business growth.

Your Company is also awaiting further developments in the e-mobility space which is at a nascent stage in the country right now. With many cities coming up with transitways or Bus Rapid Transit, there is an opportunity area which can go electric. At the outset, your Company sees itself well-placed to support the segment with its award-winning, innovative flash and fleet charging solutions – Grid-eMotion™ Flash and Grid-eMotion™ Fleet.

As leaders in HVDC technology, your Company is currently executing the Raigarh-Pugalur HVDC project and has already energized the first phase. In the coming years, your Company see opportunities for upgrades of other maturing HVDC stations. Your Company is also seeing investments starting to happen toward port upgradation i.e., deployment of smart

port infrastructure and shore-to-ship power systems. This is an encouraging development and with your Company's offerings your Company is well-positioned to take advantage of it.

The financial stress due to the lockdown, coupled with the already precarious position of the power sector requires a renewed focus and commitment to reforms, such as a revisit to cross-subsidy surcharges and energy costs, that are not only balanced but also implemented at an accelerated pace.

India's power system has undergone massive transformation due to significant reforms by the Government of India in the past. Their reforms have led to the creation of a single national power grid (One Nation One Grid) and boosted access to electricity for citizens across urban and rural areas. The system has been in surplus in recent years thanks to the investment in generation. However, our Country's power infrastructure has also aged greatly and needs greater investment in power product and system upgradation. As a signatory to the Paris Agreement, India has taken the responsibility of creating a cumulative carbon sink of 2.5-3 billion tons of carbon dioxide equivalent by 2030. This coupled with the Renewable Energy target of 450 GW by 2030 makes it crucial for India to work towards modernizing its grid and make it smarter.

As your Company became more reliant on technology owing to a systemic push for Digital India and EV adoption, electricity will be the backbone of its entire energy system and the national economy. An efficient grid will make for overall economic prosperity while helping it to achieve its climate and renewable energy targets. Your Company aims for an exemplary partnership to build back better.

In all this, your Company is confident that it has the expertise and footprint to build on the momentum and power ahead.

Cautionary statement

Certain statements made in the Management Discussion and Analysis Report relating to the Company's objectives, projections, outlook, expectations, estimates and others may constitute 'forward looking statements' within the meaning of applicable laws and regulations. Actual results may differ from such expectations whether expressed or implied. Several factors could make significant difference to your Company's Operations. These include climatic and economic conditions affecting demand and supply, government regulations, taxation, and natural calamities over which the Company does not have any direct control.