



**transformers &
rectifiers (india) ltd**

BS OHSAS 18001 : 2007

**Q1 FY'2017- Presentation
25th July'2016**

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Major Highlights during Q1FY'2017



- Achieved Highest Turnover during Q1FY2017 on QoQ basis.
- Received breakthrough order for 2 Nos 500 MVA 400kV Transformer from one of the Utility.
- Received breakthrough Order for 2 Nos 500 MVA 400kV and 1 nos 60MVA reactor from one of the Utility.
- Received Export Order for 132 MVA Arc Furnace Transformer, is the Highest rating Arc Furnace Transformer order received by the Company.
- Company is L1 in tender for 20 Nos Transformers of various rating upto 160 MVA 220kV class, project funded by World Bank.

- During the quarter the Company achieved total revenue of Rs. 159 Cr as compared to Rs. 62 Cr during Q1FY2016. Thus achieving growth of 156% on QoQ basis.
- During Q1FY2017, company reported EBIDTA of Rs. 13 Cr as compared to negative Rs. 8 Cr in Q1FY2016.
- During Q1FY2017, company reported PAT of Rs. 1 Cr as compared to loss of Rs. 12 Cr in Q1FY2016.
- The Company has order book of 30761 MVA valuing Rs. 868 Cr as on 30th June, 2016.

Financials – Standalone



Particulars (Rs. In Lacs)	Q1 FY'2017	Q1 FY'2016	FY' 2016
Net Sales / Income from Operations	15917	6211	57637
Other Income	87	105	504
Total Income	16004	6316	58141
Expenditure			
Cost of Raw Materials	12697	5049	46386
Employee Cost	545	625	2279
Other Expenditure	1472	1426	6101
Depreciation	336	330	1348
Finance Cost	839	718	3281
PBT	115	(1832)	(1254)
Tax	40	(583)	(400)
PAT	75	(1249)	(854)
EBITDA	1290	(784)	3375
EBITDA Margin	8%	(13%)	6%

Operational Performance



Production & Sales

Particulars	Q1 FY'2017	Q1 FY'2016	FY'2016
Revenue (In Lacs)	15917	6211	57637
Production (MVA)	5032	2155	15973
Sales (MVA)	3543	1308	15739

(* includes only Transformers sales)

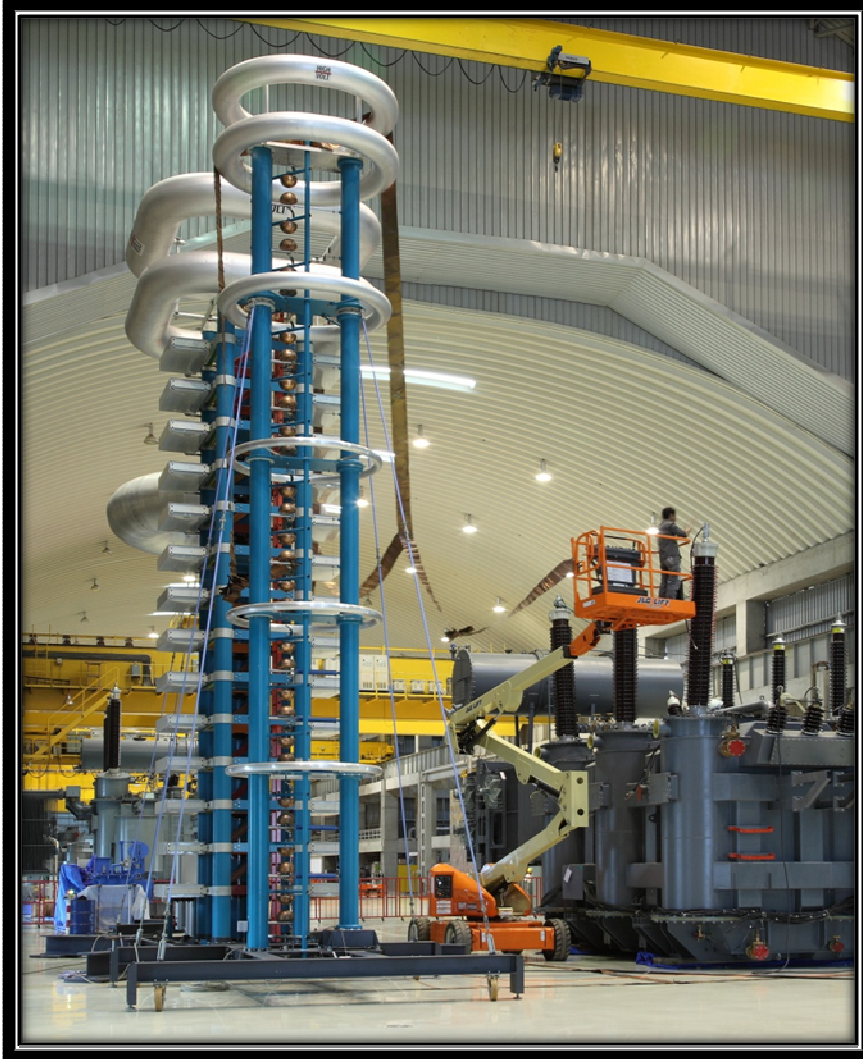
Operational Performance



- Sales Breakup – Customer segment

The break-up of the sales achieved by the company between industrial segment (including furnace, rectifier, power and distribution transformers) and utility segment (SEBs, PGCIL and NTPC) is as under:

	Q1 FY'2017		Q1 FY'2016		FY'2016	
	Rs. (In Lacs)	%	Rs. (In Lacs)	%	Rs. (In Lacs)	%
Utilities (SEBs, PGCIL and NTPC)	5715	36%	4216	68%	20863	36%
Industrial	10202	64%	1995	32%	36774	64%
Total	15917	100%	6211	100%	57637	100%



INFRASTRUCTURE

1000Sq meter, 25 meter high test bay with shielding suitable for partial discharge measurements

Test Sources

- 3000 kW 50/60 Hz Generator
- 250kV Transformer for High Voltage test
- 0-170kV Source Transformer for losses measurement
- 1500 kW 200Hz Generator
- 50 MVAR Capacitor Bank
- 800kV Source Transformer (under design)
(provision to increase upto 100MVAR)

NABL Accredited Test Lab



- Moraiya Plant Test Lab is accredited by NABL (National Accreditation Board for Testing and Calibration Laboratories); Highest recognition of competence given by the Department of Science and Technology, Government of India.




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BUREAU VERITAS
Certification

TRANSFORMERS & RECTIFIERS (INDIA) LTD.



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This is a multi-site certificate, additional site details are listed in the appendix to this certificate

Bureau Veritas Certification certifies that the Management System of the above organization has been audited and found to be in accordance with the requirements of the management system standards detailed below

Standards

ISO 9001:2008, ISO 14001:2004 & BS OHSAS 18001:2007

Scope of certification

DESIGN OF DISTRIBUTION TRANSFORMERS, POWER TRANSFORMERS, PHASE SHIFTING TRANSFORMERS, FURNACE TRANSFORMERS, TRACK SIDE TRANSFORMERS, CONVERTER DUTY TRANSFORMERS, SERIES & SHUNT REACTORS

MANUFACTURE AND SERVICE OF POWER TRANSFORMERS (UP TO 750 MVA, 765 KV CLASS), FURNACE TRANSFORMERS, TRACK SIDE TRANSFORMERS, CONVERTER DUTY TRANSFORMERS (UP TO 300 MVA, 220 KV CLASS) AND SERIES & SHUNT REACTORS (UP TO 100 MVA, 765 KV CLASS)

Certification cycle start date:	15 November 2014
Subject to the continued satisfactory operation of the organization's Management System, this certificate expires on:	14 November 2017
Original certification date:	15 November 2011

Certificate No. **INDIA888UGQENB** Version : 1 Revision date: **10 November 2014**



Signed on behalf of BVR SAS - UK Branch
Ramkishan KOREGADE
General Manager, CERTIFICATION
South Asia Region



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Certification body address: **39 Place, 80-Place de l'Inde, London, E1 4DQ, United Kingdom**

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THANK YOU