

**transformers &
rectifiers (india) ltd**

An ISO 9001:2015, ISO 14001:2015 & ISO 45001 : 2018 CERTIFIED

Q1 - FY 2021-22 - Presentation

10th August, 2021

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FINANCIALS - STANDALONE



Particulars (Rs. in Lakhs)	Q1 FY 2021-22	Q1 FY 2020-21	F Y 2020-21
Revenue from Operations (Gross)	21,319	11,517	72,686
Other Income	286	122	982
Total Income	21,605	11,639	73,668
Expenditure			
Cost of Raw Materials	16,804	8,672	54,774
Employee Cost	754	612	2,602
Finance Cost	992	1,035	4,492
Depreciation	408	442	1,767
Other Expenditure	2,250	1,276	8,959
Profit Before Tax	397	(398)	1,074
Less : Tax	139	(155)	379
Add: Other Comprehensive Income	3	3	6
PAT after Comprehensive Income	261	(240)	701
EBITDA	1,797	1,079	7,333
EBITDA Margin	8.32%	9.27%	9.95%
<i>PAT Margin</i>	1.21%	-2.06%	0.95%

Q1 FY 2021-22 RESULT HIGHLIGHTS



Q1 FY 2021-22

- Revenue from Operations stood at Rs. 213.19 Cr increased by 85.11% as compared to Q1 FY 2020-21 due to execution export orders and better product mix.
- EBIDTA stood at Rs. 17.97 Cr as compared to Rs. 10.79 Cr during Q1FY 2020-21 due to better product mix.

FINANCIALS - CONSOLIDATED



Particulars (Rs. in Lakhs)	Q1 FY 2021-22	Q1 FY 2020-21	F Y 2020-21
Revenue from Operations (Gross)	21,699	11,476	74,208
Other Income	272	110	960
Total Income	21,971	11,586	75,168
Expenditure			
Cost of Raw Materials	16,731	8,430	54,150
Employee Cost	814	664	2,844
Finance Cost	1,027	1,061	4,621
Depreciation	449	485	1,934
Other Expenditure	2,513	1,492	10,366
Profit Before Tax	437	(546)	1,253
Share of profit/ (loss) of associates and joint ventures	-	(2)	(2)
Less : Tax	152	(188)	488
Add: Other Comprehensive Income	3	3	6
PAT after Comprehensive Income	288	(357)	769
EBITDA	1,913	1,000	7,808
EBITDA Margin	8.71%	8.63%	10.39%
<i>PAT Margin</i>	1.31%	-3.08%	1.02%

Q1 FY2021-22 RESULT HIGHLIGHTS

Consolidated



Q1 FY 2021-22

- Revenue from Operations stood at Rs. 216.99 Cr increased by 89.08% as compared to Q1FY 2020-21.
- EBIDTA stood at Rs. 19.13 Cr as compared to Rs. 10.00 Cr during Q1FY 2020-21.

OPERATIONAL PERFORMANCE



Particulars	Q1 FY 2021-22		Q1 FY 2020-21		FY 2020-21	
Sales MVA						
Upto 220kV	1910		1002		10286	
Above 220kV	2000		2620		10286	
Particulars	Q1 FY 2021-22		Q1 FY 2020-21		FY 2020-21	
Sales Breakup -	In Crore	%	In Crore	%	In Crore	%
Customer Segment						
Utilities (SEBs, Rail and Utilities etc.)	111	52%	60	52%	345	47%
Industrial (incl. renewables)	53	25%	52	45%	284	39%
Exports (Incl. Third Party Exports - Utilities & Power)	49	23%	3	3%	98	13%
Total	213	100%	115	100%	727	100%

Orders on Hand - Rs. 1005 Cr as on 31st July, 2021.

Major Event during in Q1 2021-22.

- We has been received status of Two Star Export house from Directorate General of Foreign Trade upgrading from one Star Export House..
- We has received recognition from Power Grid Corporation of India Limited (POWERGRID). The Company has upgraded to Grade-A for Quality Inspection based on equipment performance.

In addition to orders on hand, we have participated in bidding process of state and central utilities for more than Rs. 700 Crs.

The Company's operational activities were partially impacted during Q1 due to 2nd wave of COVID-19. However Company had been able to come out with good financial results in Q1 on YoY basis.

Even in situation of predicable 3rd wave of COVID-19, Company will stick to it's initial financial outlook as indicated at the beginning of F Y. 2021-22.

REVENUE	Rs. 800-850 Crs.
EBITDA	10% to 12%
PAT	1% to 2%

STRENGTH



In-house technical & design capabilities

- Design & engineering capabilities developed indigenously & in-house enabling the company to achieve greater customization and cater to niche segments
- Designs structured so as to minimize the losses occurring within the transformer
- Unique distinction of being approved by utilities for power transformers up to 400 kV class without any external technological support

Cost Advantage

- Backward integration providing timely & cost-effective access to critical raw material components
- Installation of new machines (oven) has helped reduce cycle time to manufacture transformers

Wide product portfolio and customer base

- Manufacturing entire range of transformers including power generation, T&D, industrial and certain special transformers
- One of the largest manufacturers of furnace transformers
- Preferred supplier to many utilities & industrial companies in India
- Exported transformers to countries such as England, Canada, U.A.E., South Africa, Saudi Arabia & Indonesia

Well positioned to move up the value chain

- Manufacturing customized transformers & providing requisite on-site and after-sales service support
- Robust business model with revenues split almost equally between utilities & industries
- In house capabilities and self reliance by way of backward integration.
- Supported with strong technical collaboration with ZTR for 765 Kv transformer & with Fuji for 400/765 KV reactors and 400 Kv generator transformer.
- KEMA, Netherlands BV, the world renowned short circuit testing laboratory, Successfully tested our 315 MVA, 400/220/33 kV, 3 phase autotransformer

PRODUCT PORTFOLIO



Distribution Transformers



Furnace Transformers



Power Transformers

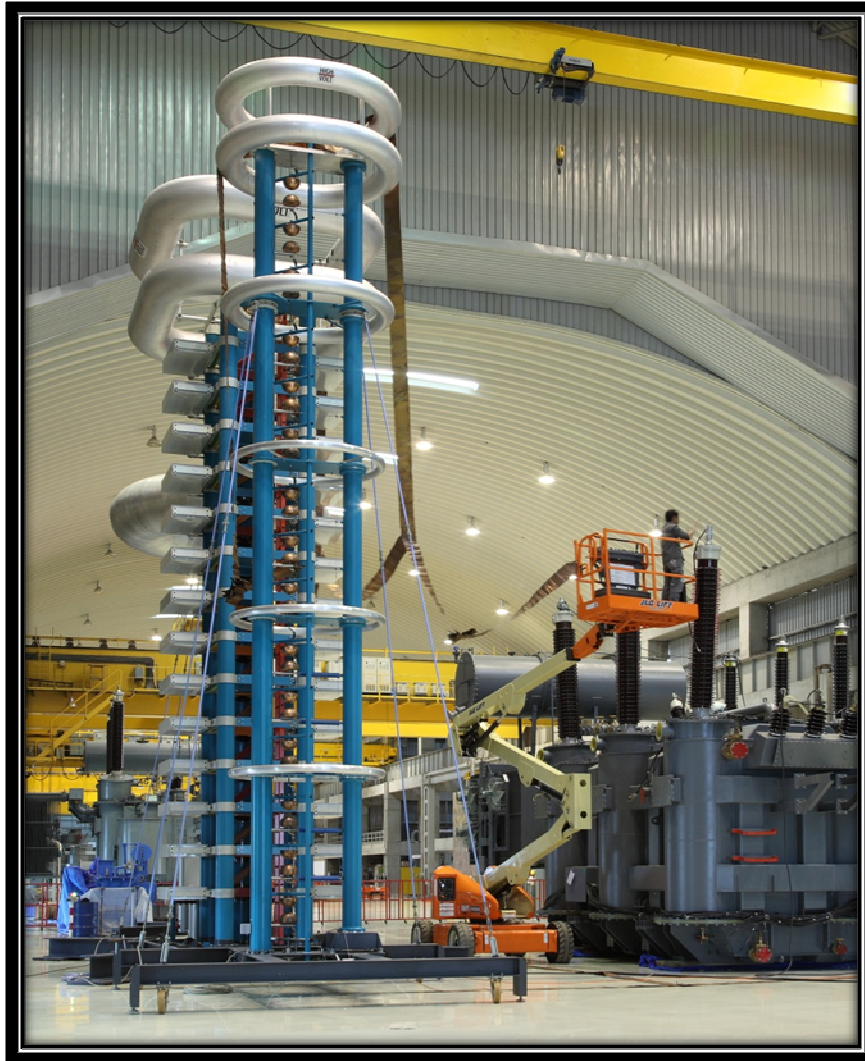


Rectifier Transformers



Classification of transformers	Range	Types
Power Transformer	Upto 1200 kV class	Generator transformer, Unit Auxiliary transformers, Step up & Step down transformers, Interconnecting Auto transformers, Dual Voltage Primary or Secondary Three winding transformers
Shunt Reactor	Upto 765 kV class	Reactors upto 765 kV class
Distribution Transformers	160 kVA and above	Earthing transformers, Three winding transformers, Step up & Step down transformers, Dual voltage Primary or Secondary
Furnace Transformers	105 kA and above	Arc Furnace, Induction Furnace, Laddle Arc Furnace and Submerged Arc Furnace transformers
Rectifier Transformers	Upto 160 kA DC	For DC power sources for Melt and Chemical Industries

TESTING LAB FACILITY

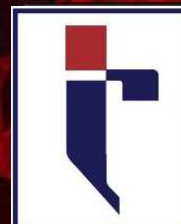


INFRASTRUCTURE

1000 Sq. 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 (provision to increase upto 100MVar)



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THANK YOU

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