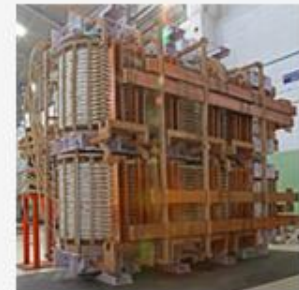


Q2 FY'2015- Presentation 20th Oct'2014



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- More than 6500 transformers installed globally
- Manufacturers of
 - Power Transformer up to 1150 kV class
 - Distribution Transformers 500KVA onwards
 - Furnace / Rectifier Transformers up to 120 kA
- Integrated Installed capacity of 33200 MVA

■ FINANCIALS Q2-STANDALONE

Particulars (Rs. Lacs)	Q2 FY' 2015	Q2 FY' 2014	H1 FY' 2015	H1 FY' 2014	FY' 2014
Net Sales/Income from Operations	12,404	14,837	27,077	23,329	71,826
Other Income	87	91	153	136	406
Total Income	12,491	14,928	27,230	23,465	72,232
<u>Expenditure</u>					
(Increase)/Decrease in stock in trade	(562)	(2,172)	(1,212)	(3,626)	(930)
Cost of Materials Consumed	10,791	13,395	23,109	22,181	60,232
Employee Cost	563	600	1,127	1,113	2,375
Other Expenditure	1,635	1,818	2,912	3,246	6,528
Depreciation	296	235	572	462	928
Finance Cost	750	455	1,569	814	2,333
PBT	(982)	597	(847)	(725)	766
Tax	(322)	206	(278)	(223)	286
PAT	(660)	391	(569)	(502)	480
EBIDTA	64	1,287	1294	551	4,027
EBIDTA Margins (In %)	1	9	5	2	6
PAT Margin (In %)	(5)	3	(2)	(2)	1

■ Major Highlights during Q2 FY'2015

- T&R has been recently received the positive evaluation and been qualified as an official supplier of DANIELI, a leading company of Italy operating in the manufacture of steelmaking plants globally.
- Received order from one of the EPC Contractor for 4 nos. 160 MVA transformer.
- Received order for Distribution Transformers 73 Nos.
- Received order for 44 nos distribution transformers.
- Received order for 04 nos 20 Mva 33/11 Kv class Power Transformers.
- Breakthrough Export Order received for 02 nos Furnace Transformer, 01 nos for 70 MVA 34.5-20/0.950-0.658-0.600 KV and 01 nos for 11 MVA 20-11.5/0.260-0.166 KV class.
- Received for 3 nos 63 MVA 132 KV for Wind Farm Application.
- Received 8 nos 10 MVA 110 KV Class transformer order through EPC.

- During the quarter the Company achieved total revenue of Rs. 124.91 Crores as compared to Rs. 149.28 Crores during Q2 FY2014. EBIDTA for the Q2FY15 was Rs. 64 Lacs as compared to EBIDTA of Rs. 12.87 Crores in Q2FY14 and PBT was negative to the tune of Rs. 9.82 Crores.
- During the Half Year the Company achieved total revenue of Rs. 272.30 Crores as compared to Rs. 234.65 Crores during H1 FY2014. During H1 FY15, the Company reported EBIDTA of Rs.12.94 Crores as compared EBIDTA of Rs 5.51 Crores during H1 FY14.
- The Company has order book of 13,745 MVA amounting to Rs.454 Crores as on 1st Oct, 2014.
- The company incurred losses due to higher RM cost to Sales, increased finance cost and lower turnover.



FINANCIAL PERFORMANCE STANDALONE (Qtr – On – Qtr)

Particulars (Rs. In Lacs)	Q2 FY'2015	Q2 FY'2014	FY'2014
Sales	12,404	14,837	71,826
EBIDTA	64	1,287	4,027
PBT	(982)	597	766
PAT	(660)	391	480

PRODUCTION & SALES

Particulars	Q2 FY'2015	Q2 FY'2014	H1 FY'2015	H1 FY'2014	FY'2014
Production (MVA)	3,141	3,905	6,609	7,024	20,650
Sales (MVA)	3,018	4,034	5,897	7,572	20,210
Sales (Rs. In Lacs)	12,404	14,837	27,077	23,329	71,826

SALES BREAKUP – CUSTOMER SEGMENTS

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:

	Q2 FY'2015		Q2 FY'2014		H1 FY'2015		H1 FY'2014	
	Rs. in Lacs	%	Rs. in Lacs	%	Rs. in Lacs	%	Rs. in Lacs	%
Utilities (SEBs, PGCIL and NTPC)	8,774	71%	11,500	78%	20,044	74%	16,252	70%
Industrial	3,630	29%	3,337	22%	7,033	26%	7,077	30%
Total	12,404	100%	14,837	100%	27,077	100%	23,329	100%

■ IN-HOUSE TESTING CAPACITIES

- State of the art testing facilities to perform all routine and special tests, available at each plant.
- Includes 1200 KVA impulse generation for carrying out impulse test, Capacitor Bank for load loss test, voltage divider for high voltage test, heat run test, etc.
- Moraiya unit equipped to test Transformers up to 1200 KV class, except for Type Test, which is outsourced by all Indian Transformer Manufacturers.



We believe quality endorses the operational integrity of our brand



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.



NABL
National Accreditation Board for
Testing and Calibration Laboratories
Department of Science & Technology, India

CERTIFICATE OF ACCREDITATION

**POWER TRANSFORMER TESTING LABORATORY,
TRANSFORMERS & RECTIFIERS (INDIA) LTD.**
has been assessed and accredited in accordance with the standard
ISO/IEC 17025:2005
"General Requirements for the Competence of Testing & Calibration Laboratories"
for its facilities at
Survey No.: 427P/3-4 & 431 P/1-2, Opp. Nova Petrochemical, Sarkhej Bavla Highway,
Post: Moraiya, Tal: Sanand, Dist, Ahmedabad, Gujarat
in the discipline of
ELECTRICAL TESTING

(To see the scope of accreditation of this laboratory, you may also visit NABL website www.nabl-india.org)

Certificate Number T-2837
Issue Date 11/02/2014



Valid Until 10/02/2016

This certificate remains valid for the Scope of Accreditation as specified in the annexure subject to continued satisfactory compliance to the above standard & the additional requirements of NABL.

Signed for and on behalf of NABL


Jagat Patel
Convenor


Anil Relia
Director


Dr. T. Ramasami
Chairman

POWER OF

“WE”



2007-08



2009-10



2010-11



2011-12

Awarded with "Best Equipment Supplier" Award - 2011-2012 from one of the major utilities in Western India, GETCO (Gujarat Energy Transmission Company) for THE FOURTH TIME consequently. It is graded on five major parameters, in respect of Achieving stipulated delivery, After sales services, Quality of the product, Basic engineering and Quality of tender submission.



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THANK YOU