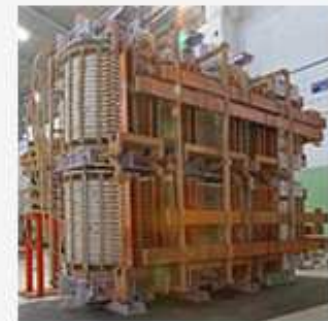


Q1 FY'2014- Presentation

13th Aug'2013



THE **POWER** TO TRANSFORM



■ DISCLAIMER



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■ FINANCIALS Q1-STANDALONE



Particulars (Rs. in Lacs)	Q1 FY' 2014	Q1 FY' 2013	FY'2013
Net Sales/Income from Operations	8,304	8,441	50,213
Other Income	188	91	755
Total Revenue	8,492	8,532	50,968
Expenditure			
Consumption of Raw Materials	7,332	6,617	42,275
Employee Cost	402	344	1,426
Other Expenditure	1,539	1,278	5,461
Depreciation	227	168	698
Finance Cost	359	187	1,023
PBT	(1,322)	108	608
Tax	(429)	36	134
PAT	(893)	72	474
EBIDTA	(736)	463	2,329
EBIDTA Margins	(9%)	5%	5%
PAT Margin	(11%)	1%	1%

■ HIGHLIGHTS OF THE Q1 FY 2014



- Received Tantransco order for 3 nos. 100MVA, 230/110/11kV transformers (EPC L&T Chennai)
- Company has secured Tantransco order for 3 nos., 105MVA, 400kV class, 1ph transformers (EPC Shreem Electricals)
- Received MSETCL order for 2 nos. 100MVA, 220/132kV class transformers (EPC ECI, Hyderabad)
- Company has received First order from KEC international for 4 nos. of 33.33MVA, 220kV class, 1ph transformers
- Received BSEB order for 4 nos. 50MVA, 132/33kV class transformers through Techno Electric
- Received order from Gamesha for 2 nos. 63MVA, 132/33kV class transformers for Aptransco

■ HIGHLIGHTS OF THE Q1 FY 2014



- Company has secured prestigious order from Inductotherm for 4 sets of 26MVA(4x6.5MVA), 33kV/4x500v Induction Furnace Transformers for their Bangladesh Project
- CARE has maintained Short Term & Long Term rating as BBB+
- Repeat Order from M/s. Hitech for 2 nos. 20MVA, 33kV class transformers for their CESC Project.
- Company has got sanction for Term Loan of Rs. 35 Crore at BR+0.75 BPS (at present 11%) for our Long Term fund requirements.
- Dispatched 3 nos. 765 kV class transformers to PGCIL during Q1 FY 2014. Total dispatch of 04 nos. 765 kV class transformers till 30th June,2013.
- The Company has issued Bonus Shares to non-promoters in the ratio of 1:9 to comply with SEBI Minimum Public Share Holding requirement.

- The Company has done Turnover of around Rs. 39.10 Cr for PGCIL out of Total Sale of Rs. 83.04 Cr in the Q1 FY2013
- As the Company has taken PGCIL order at almost NIL Margins, no contribution to Fixed overheads envisaged from PGCIL Turnover.
- Balance Turnover Rs. 43.94 Cr was not enough to absorb overheads of the Company.
- Slow execution of PGCIL jobs due to issues such as non - availability of project sites; hampering execution of other orders from Moraiya Unit.
- Finance Cost increased to Rs. 3.59 Cr during the Quarter as compared to Rs. 1.87 Cr Mainly due to Increase in working capital / borrowing.
- Electricity Cost has gone up due to increase in price from April, 2013

■ FINANCIAL PERFORMANCE STANDALONE (Qtr – On – Qtr)

Particulars (Rs. In Lacs)	Q1 FY 2014	Q1 FY 2013	FY'2013
Sales	8304	8441	50213
EBIDTA	(736)	463	2329
PBT	(1322)	108	608
PAT	(893)	72	474

PRODUCTION & SALES

Particulars	Q1 FY'2014	Q1 FY'2013	FY'2013
Production (MVA)	3119	2023	13217
Sales (MVA)	3538	1652	12786
Sales* (Rs. In Lacs)	8304	8441	50213
Value Per MVA (Rs. In Lacs)	2.35	5.11	3.93

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:

	Q1 FY'2014		Q1 FY'2013		FY'2013	
	Rs. in Lacs	%	Rs. in Lacs	%	Rs. in Lacs	%
Utilities (SEBs, PGCIL and NTPC)	4564	55%	4059	48%	32910	66%
Industrial	3740	45%	4382	52%	17,303	34%
Total	8304	100%	8441	100%	50213	100%

SALES BREAKUP – PRODUCT SEGMENTS

Sales position relating to Power, Distribution and industrial transformers (Furnace, rectifier transformer and other special transformers) as a percentage of total sales is as under:

	Q1 FY'2014		Q1 FY'2013		FY'2013	
	Rs. in Lacs	%	Rs. in Lacs	%	Rs. in Lacs	%
Industrial (Furnace & Rectifier)	723	9%	1645	19%	3348	7%
Power & Distribution	7581	91%	6796	81%	46865	93%
Total	8304	100%	8441	100%	50213	100%

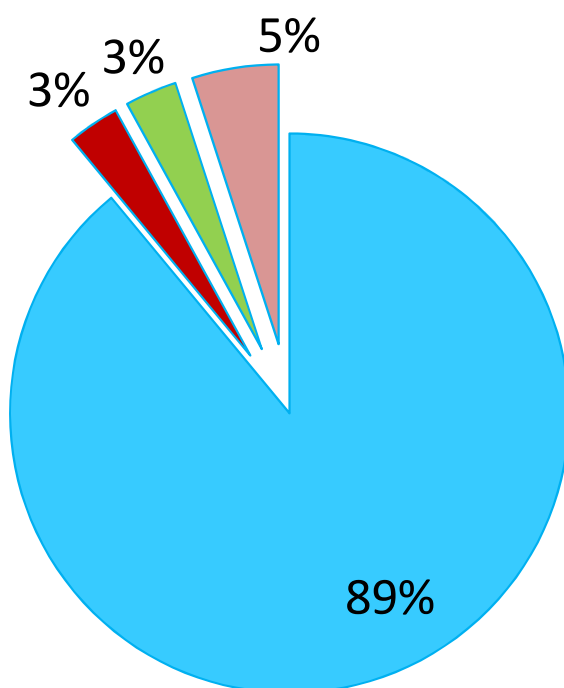
■ ORDER BOOK POSITION

Order Book Break As on 01st July, 2013

Type	MVA	Rs. in Lacs	%
Power	16,549	57,206	89%
Distribution	264	1,701	3%
Furnace/ Rectifier	277	2,040	3%
Exports	836	3,397	5%
Total	17,926	64,344	100%



ORDER BOOK GRAPH



- Power Transformers
- Distribution Transformers
- Furnace & Rectifier Transformers
- Export

■ ORDER BOOK POSITION

- Division of our order book Transformer KV Class – wise is shown as below.

Unexecuted Order Book-KV Class wise		
Transformer Class	Order Book (Rs. In Lacs)	%
Up to 33 KV Class	4,923	8%
>33 KV & < 72 KV	30,226	47%
≥ 72 KV & ≤ 219 KV	5,830	9%
≥ 220 KV & ≤ 399 KV	5,416	8%
≥ 400 KV & ≤ 764 KV	7,252	11%
≥ 765 KV & Above	10,697	17%
Total	64,344	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 Short Circuit Test , which is outsourced by all Indian Transformer Manufacturers.
- Every Transformer is 100% Tested before dispatch.

QUALITY ASSURANCE




We believe quality endorses the operational integrity of our brand



BUREAU VERITAS
Certification

Certification
Awarded to

TRANSFORMERS & RECTIFIERS (INDIA) LTD.



SURVEY No. 427P/3-4 & 431P/1-2,
OPP. NOVA PETROCHEMICAL, SARKHEJ - BAVLA HIGHWAY,
POST: MORAIYA, TALUKA SANAND, DIST: AHMEDABAD - 382 213, GUJARAT, INDIA.

*Bureau Veritas Certification (India) Private Limited certify that the
Management System of the above organisation has been audited and found
to be in accordance with the requirements of the standards detailed below*

STANDARDS

ISO 9001:2008 & ISO 14001:2004

SCOPE OF SUPPLY

DESIGN, MANUFACTURE & SERVICE OF POWER TRANSFORMERS
(Up to 500 MVA, 765kV Class), FURNACE TRANSFORMERS AND
CONVERTER DUTY TRANSFORMERS (UP TO 63 MVA, 33kV CLASS).

PERMITTED EXCLUSIONS (UNDER ISO 9001:2008)

Nil


Original Approval Date: 15 November 2011
Next Recertification Due Before: 16 August 2014


Subject to the continued satisfactory operation of the organisation's Management System,
this certificate is valid until: 14 November 2014

To check this certificate validity please +91 22 6695 6300
call:


Further clarifications regarding the scope of this certificate and the applicability of the
Management System requirements may be obtained by consulting the organisation.

Certificate Number: IND11.6803U/QE


R. K. SHARMA
 Director


Bureau Veritas Certification
using the accreditation
certificate number 008
 008

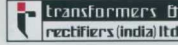
Certification / Managing Office Address: "Marwah Centre" 6th Floor, Krishanlal Marwah Marg,
Opp. Ansa Industrial Estate, Off Saki Vihar Road, Andheri (East), Mumbai - 400 072, India.



BUREAU VERITAS
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BS OHSAS 18001:2007

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Certificate Number: IND11.6803HS


R. K. SHARMA
 Director


Bureau Veritas Certification
using the accreditation
certificate number 008
 008

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THE POWER TO TRANSFORM

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