



Regd. Office : Survey No. 344-350, Changodar, Sarkhej Bavla Highway, Ahmedabad-382213  
UNAUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH JUNE, 2011

(Rs. In Lacs)

Sr. No.	Particulars	Standalone		
		Quarter Ended 30.06.2011	Quarter Ended 30.06.2010	Year Ended 31.03.2011
		(Unaudited)		(Audited)
1	Net Sales/ Income from Operations	13,729	8,300	54,122
	<b>Total Income</b>	<b>13,729</b>	<b>8,300</b>	<b>54,122</b>
2	Expenditure			
	a. (Increase)/Decrease in stock in trade & work in	452	(1,586)	(3,285)
	b. Consumption of raw materials	10,300	7,423	45,436
	c. Purchase of Traded Goods	-	71	71
	d. Employee Cost	387	279	1,608
	e. Depreciation	141	142	579
	f. Other Expenditure	1,207	790	3,999
	g. Total	12,487	7,119	48,408
3	<b>Profit from Operations before Other Income, Interest &amp; Exceptional Items (1-2)</b>	<b>1,242</b>	<b>1,181</b>	<b>5,714</b>
4	Other Income	83	150	580
5	<b>Profit before Interest &amp; Exceptional Items (3+4)</b>	<b>1,325</b>	<b>1,331</b>	<b>6,294</b>
6	Interest	168	74	411
7	<b>Profit after Interest but before Exceptional Items (5-6)</b>	<b>1,157</b>	<b>1,257</b>	<b>5,883</b>
8	Exceptional Items	-	-	-
9	<b>Profit/(Loss) from Ordinary Activities before Tax (7+8)</b>	<b>1,157</b>	<b>1,257</b>	<b>5,883</b>
10	Tax Expenses	379	407	1,872
11	<b>Net Profit/(Loss) from Ordinary Activities after Tax (9-10)</b>	<b>778</b>	<b>850</b>	<b>4,011</b>
12	Extraordinary Items	-	-	-
13	<b>Net Profit/(Loss) for the Period (11+12)</b>	<b>778</b>	<b>850</b>	<b>4,011</b>
14	Paid-up equity share capital (Rs 10/- per share)	1,292	1,292	1,292
15	Reserves (excluding revaluation reserve)	-	-	30,638
16	Earning Per Share (EPS)			
	a) Basic & Diluted EPS before extra ordinary items	6.02	6.58	31.04
	b) Basic & Diluted EPS after extra ordinary items	6.02	6.58	31.04
17	Aggregate of Public Shareholding			
	- No. of Shares	2,995,196	2,995,196	2,995,196
	- Percentage of Shareholding	23.18%	23.18%	23.18%
18	Promoters and Promoter group Shareholding			
	a) Pledged/Encumbered			
	- Number of Shares	2,110,000	2,110,000	2,110,000
	- Percentage of Shares (as a % of the total Shareholding)	21.25%	21.25%	21.25%
	- Percentage of Shares (as a % of the total share capital of the Company)	16.33%	16.33%	16.33%
	b) Non-encumbered			
	- Number of Shares	7,818,415	7,818,415	7,818,415
	- Percentage of Shares (as a % of the total Shareholding)	78.75%	78.75%	78.75%
	- Percentage of Shares (as a % of the total Share capital of the Company)	60.49%	60.49%	60.49%

**Notes :**

- The above results have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on Friday, July 29, 2011.
- The Company operates in a single segment i.e. "Electric Transformers". In the context of the Accounting Standard 17, on Segment Reporting issued by the Institute of Chartered Accountants of India, the same is considered to constitute one single primary segment.
- Status of Investors' complaints : Opening - Nil, Received -07, Resolved-07, Pending Nil.
- Figures of the previous year/period have been regrouped, wherever necessary.
- The Statutory auditors have carried out limited review of the unaudited financial results of the company for the quarter ended June 30, 2011.

**For and on behalf of Board**

**Place : Ahmedabad  
Date : July 29, 2011**

**Jitendra Mamtora  
Chairman**



**transformers &  
rectifiers (india) ltd**

**AN ISO 9001 : 2000 CERTIFIED**

# **Q1 Financial Year 2012 - Presentation**

## **29<sup>th</sup> July 2011**



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# FINANCIALS STANDALONE



Particulars (Rs. In Lacs)	Q1 FY' 2012	Q1 FY' 2011	FY' 2011
Net Sales / Income from Operations	13,729	8,300	54,122
Other Income	83	150	580
Total Income	13,812	8,450	54,702
<u>Expenditure</u>			
(Increase)/Decrease in stock in trade	452	(1,586)	(3,285)
Consumption of raw materials	10,300	7,423	45,436
Purchase of Traded Goods	-	71	71
Employee Cost	387	279	1,608
Other Expenditure	1,207	790	3,999
EBITDA	1,466	1,473	6,873
Depreciation	141	142	579
Interest	168	74	411
PBT	1,157	1,257	5,883
Tax	379	407	1,872
PAT	778	850	4,011
EBITDA Margin	11%	17%	13%
PAT Margin	6%	10%	8%

# HIGHLIGHTS OF THE Q1 FY 2012



- Production in terms of MVA increased from 1,770 MVA to 3,270 MVA- Growth of 85%
- Sales in terms of MVA increased from 1,591 MVA to 3,148 MVA- Growth of 98 %
- Healthy order book of 34,668 Lacs
- EPS for Quarter: 6.02 per share

# FINANCIAL PERFORMANCE STANDALONE (Qtr – On – Qtr)



Particulars ( Rs. In Lacs)	Q1 FY 12	Q1 FY 11	FY 2011
Revenue	13,812	8,450	54,702
Sales	12,976	8,332	51,142
EBIDTA	1,466	1,473	6,873
PBT	1,157	1,257	5,883
PAT	778	850	4,011

## PRODUCTION & SALES (In MVA)

Particulars	Q1 FY'2012	Q1 FY'2011	% Change (Qtr-o-Qtr)	FY'2011
Production (MVA)	3,270	1,770	85%	13,527
Sales (MVA)	3,148	1,591	98%	12,557
Sales (Rs.In Lacs)	12,976	8,332	56%	51,142
Realisation per MVA (Rs.In Lacs)	4.13	5.24		4.07

# OPERATIONAL PERFORMANCE



## 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'2012		Q1 FY'2011		FY'2011	
	Rs. in Lacs	%	Rs. in Lacs	%	Rs. in Lacs	%
Power Transformer	7,973	61%	6,740	81%	37,247	73%
Distribution Transformer	220	2%	322	4%	1,810	4%
Industrial (Furnace & Rectifier)	1,560	12%	999	12%	5,692	11%
Export	3,223	25%	271	3%	6,393	12%
Total	12,976	100%	8,332	100%	51,142	100%

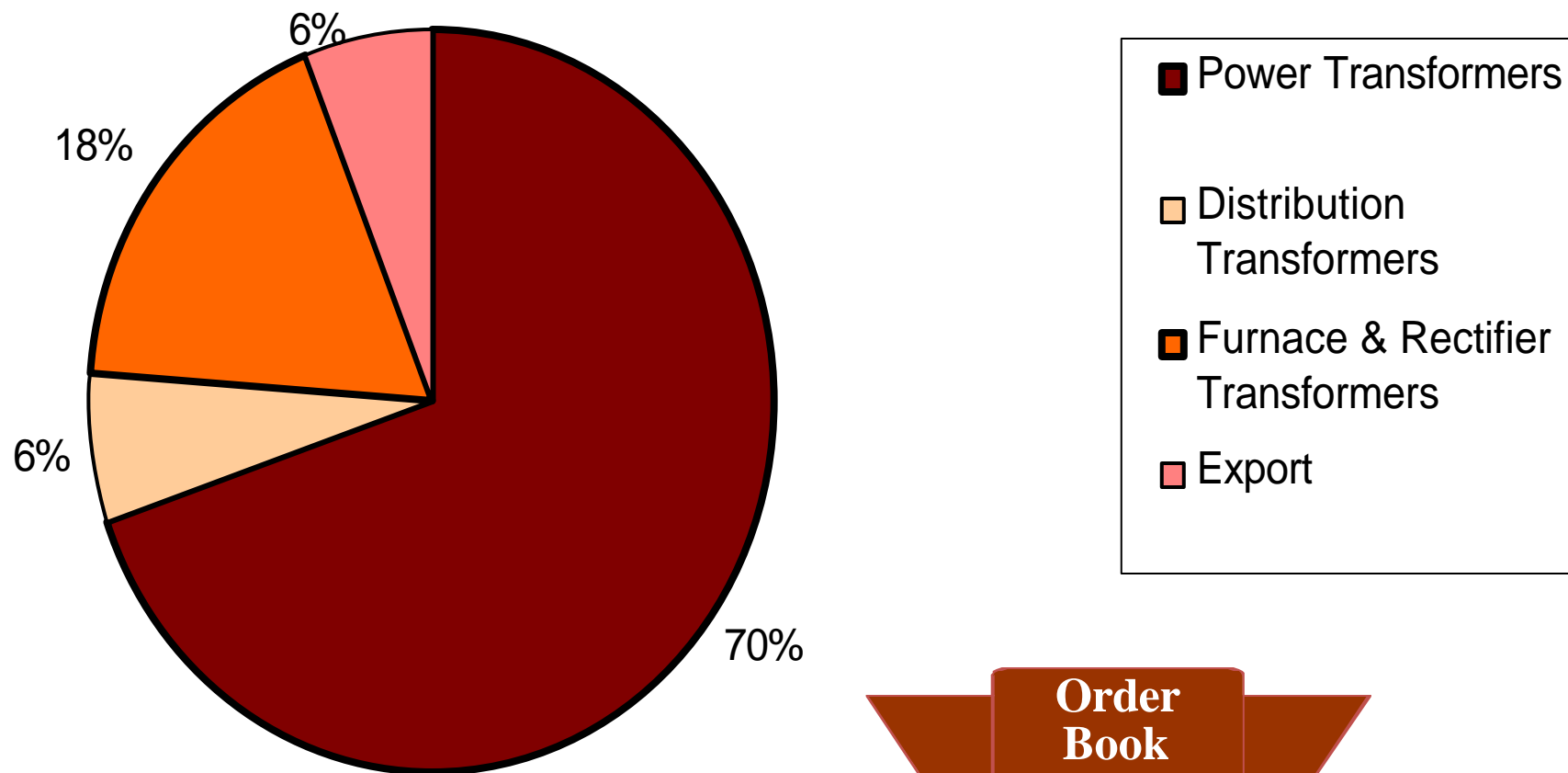


# ORDER BOOK POSITION



Type of Transformer	As on 29th July'11 (Rs. in Lacs )	MVA	%
Power Transformers	24,198	8,205	70%
Distribution Transformers	2,143	340	6%
Furnace & Rectifier Transformers	6,164	594	18%
Export	2,163	334	6%
Total	34,668	9,473	100%

# PRODUCT MIX % OF ORDER BOOK



**Order  
Book  
347 Crore**

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 Lac)	%
Up to 33 KV Class	10,638	31%
>33 KV & < 72 KV	4,632	13%
≥72 KV & = 219 KV	7,643	22%
>220 KV & Above	11,755	34%
Total	34,668	100%

- Supplied 400 KV Transformer to a SEB – an important PQ for PGCIL, paving way for strong growth in this space.
- Entered into a J/V arrangement with ZTR, Ukraine – (a leading global manufacturer of Power Transformers) specification for 765 KV class transformers, submitted bids to PGCIL for 765 KV Transformers & is L1 for 7 Nos. of 765 KV Transformers.
- Supply of 765 KV Transformers to PGCIL will automatically qualify T & R for supply of 400 KV Transformers.
- Participated in a Development Project for design, manufacturing & supply of 1200 KV Transformer to PGCIL –The 1200 KV Transformer targeted to be supplied in current quarter.

# LEVERAGING STRENGTHS



- Recognized Design & Technology
- Quality driven Supply Chain Management conforming to best industry practices
- State of the Art and continuously enhanced Manufacturing Infrastructure
  - Sound and evolved Engineering practices
  - Well grounded Manufacturing capability
- Extensive Testing Capability
- Highly qualified & Experienced Design & Manufacturing Team
- Experienced Team of Skilled Technicians



# MANUFACTURING TECHNOLOGY



- State-of-art modern fully pressurized plant at Moraiya near Ahmedabad.
- Plant has all the equipment for manufacturing and testing of Transformers upto 1200 kV & Reactors up to 765kV.

# QUALITY ASSURANCE



- Other than traditional quality functions our focus is on:
- Total Quality Management
- Planning, implementation and monitoring improvement plan
- Investigations and preventive actions on critical quality issues
- Training & Development





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**THANK YOU**

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