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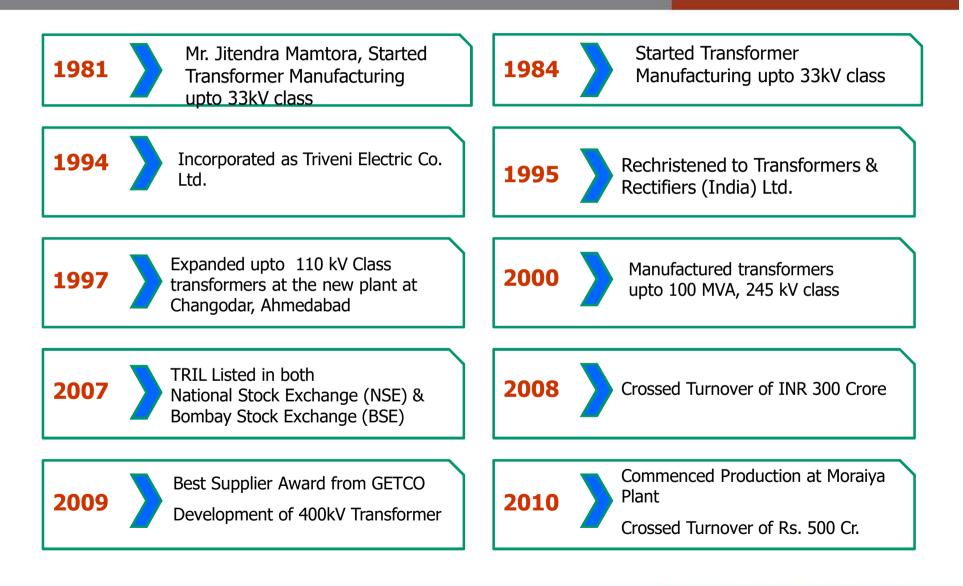
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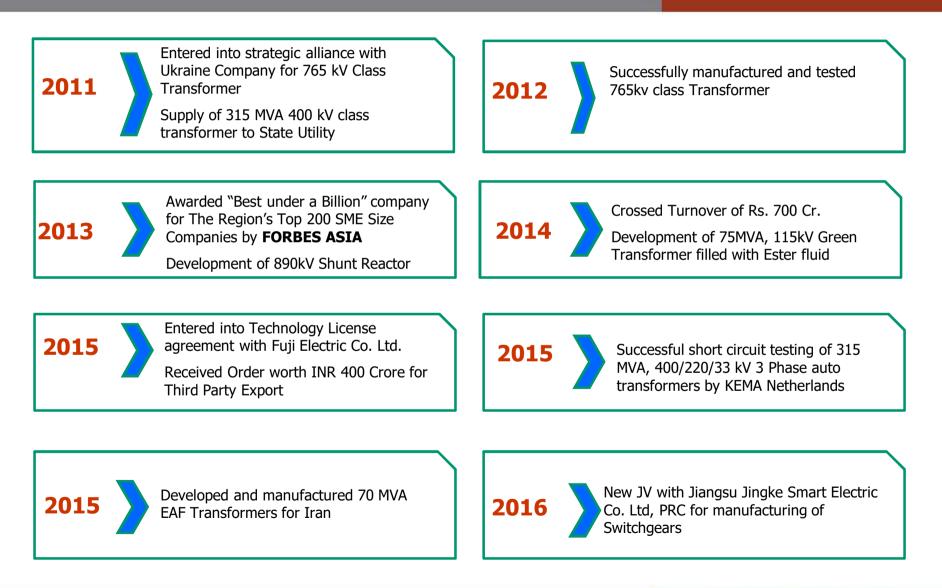
## **Our USP Today**

- Leading manufacturer of transformers up to 1200 kV class.
- A wide range of transformers: Power and Distribution Transformers, Furnace Transformers, Rectifier Transformers & Special Transformers, creating a unique positioning in the country.
- Strong in-house design & technical expertise; combined with technical collaboration/Joint Venture relationship for 765 kV Transformers & Reactors.
- Technical collaboration with Fuji, Japan for 400/765 kV reactors and 400 kV generator transformer.
- A diversified customer base in India, coupled with International presence in over 25 countries.
- Vision to become a leading global player in Transformer Industry.
- Fully integrated manufacturing set up creating economies and improving efficiency.

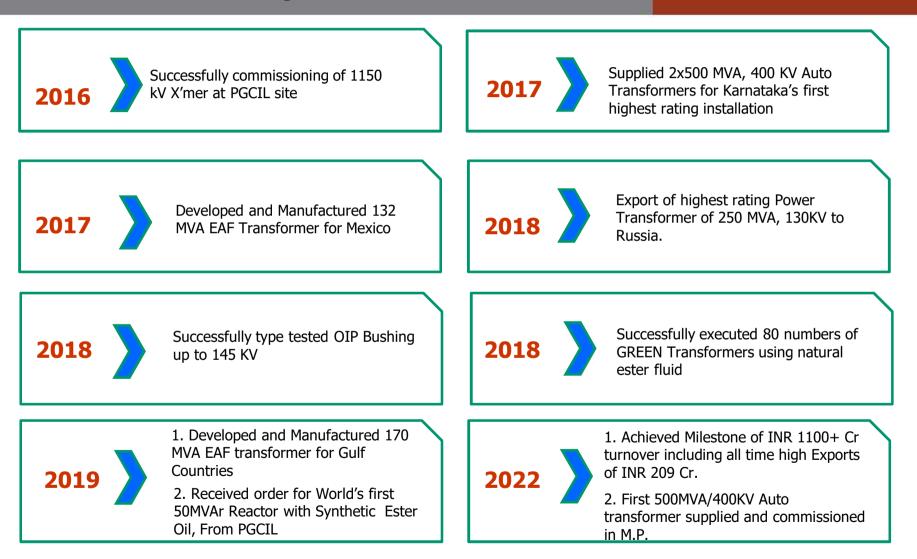
# **Key Milestones**



# **Key Milestones**



# **Key Milestones**



#### **Product Mix**



#### **Power Transformers**







Furnace Transformers

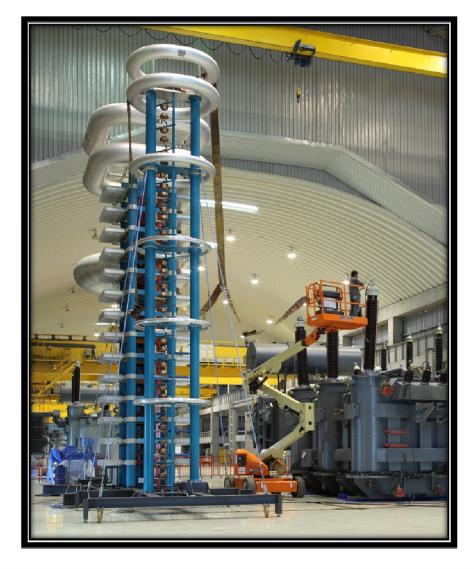


**Rectifier Transformers** 



Classification of transformers	Range	Туреѕ					
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	220MVA/101KA	Arc Furnace, Induction Furnace, Laddle Arc Furnace and Submerged Arc Furnace transformers					
Rectifier Transformers	90 KA DC	For DC power sources for Melt and Chemical Industries					

#### STATE OF THE ART 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)

#### **Competitive Strengths**

In-house technical & design capabilities	<ul> <li>Design &amp; engineering capabilities developed indigenously enabling the company to achieve greater customization and cater to niche segments.</li> <li>Designs structured so as to minimize losses occurring within the transformer.</li> <li>Unique distinction of being approved by utilities for power transformers up to 765 kV class without any external technological support. This becomes an entry barrier for new units.</li> </ul>
Cost Advantage	<ul> <li>Backward integration providing timely &amp; cost-effective access to critical raw material components.</li> <li>Installation of new machines (oven) has helped reduce cycle time to manufacture transformers.</li> </ul>
Wide product portfolio and customer base	<ul> <li>Manufacturing entire range of transformers including power generation, T&amp;D, industrial and certain special transformers.</li> <li>One of the largest manufacturers of furnace transformers.</li> <li>Preferred supplier to many utilities &amp; industrial companies in India.</li> <li>Exported transformers to countries such as USA, England, Canada, GCC., South Africa, Saudi Arabia, Australia, West Africa &amp; Indonesia.</li> </ul>
Well positioned to move up the value chain	<ul> <li>Manufacturing customized transformers &amp; providing requisite on-site and after-sales service support.</li> <li>Robust business model with revenues split almost equally between utilities &amp; industries.</li> <li>Supported with strong technical collaboration with Fuji for 400/765 KV reactors and 400 Kv generator transformer.</li> <li>KEMA, Netherlands BV, the world renowned short circuit testing laboratory, Successfully tested our 315 MVA, 400/220/33 kV, 3 phase auto transformer.</li> </ul>

## **Growth Strategy**

Further developing niche business segments of private players which offer better margins

Increasing market share in Furnace & Rectifier Transformers

Increasing its presence in International Markets



Optimal utilization of Manufacturing facilities

Maintaining a judicious mix of Generation, T & D and Industrial Transformers

Backward integration of products with higher markup

### FINANCIALS – STANDALONE

#### transformers & rectifiers (india) Itd

	Q3	Q3 Q2		9M	9M	FY	
Particulars (Rs. in Lakhs)	FY 2022-23	FY 2022-23	FY 2021-22	FY 2022-23	FY 2021-22	2021-22	
Revenue from Operations	31,953	31,925	32,975	93,439	80,097	112,898	
Other Income	450	245	299	899	730	1,246	
Total Income	32,403	32,170	33,274	94,338	80,827	114,144	
Expenditure							
Cost of Raw Materials	23,349	24,012	27,134	70,494	65,261	92,038	
Cost of Trading Goods	1,090	941	-	3,821	-	-	
Employee Cost	1,039	815	741	2,601	2,241	2,987	
Finance Cost	1,206	1,321	942	3,502	2,916	4,227	
Depreciation	884	366	431	1,612	1,228	1,531	
Other Expenditure	3,736	3,140	3,378	8,732	7,666	11,265	
Total Expenses	31,304	30,595	32,626	90,762	79,312	112,048	
Profit Before Tax	1,099	1,575	648	3,576	1,515	2,096	
Less : Tax	(86)	521	227	749	547	793	
Add: Other Comprehensive Income	4	3	3	11	10	(3)	
PAT after Comprehensive Income	1,189	1,057	424	2,838	978	1,300	
EBITDA	3,189	3,262	2,021	8,690	5,659	7,854	
EBITDA Margin	9.84%	10.14%	6.07%	9.21%	7.00%	6.88%	
PAT Margin	3.7%	3.3%	1.3%	3.0%	1.2%	1.1%	
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FINANCIALS – ASSETS & LIABILITIES STANDALONE							
Particulars (Rs. in Lakhs)	As at 31st December 2022	As at 31st March 2022					
Share Holders Fund	37,362	34,723					
Long Term Borrowing	6,604	5,442					
Other Non Current Liabilities	1,438	1,790					
Short Term Borrowing	22,618	26,081					
Current Liabilities	38,631	38,931					
Current Tax Liabilities' (net)	521	401					
Total Equity and Liabilities	107,174	107,368					
Property, Plant & Equipment Other Non Current Assets Cash and Bank Balances Other Current Assets	13,672 4,300 2,180 87,022	14,563 4,362 4,464 83,978					
Total Assets	107,174	<b>107,368</b> ISO 45001 : 2018					
		100 40001.2010					

### FINANCIALS – CONSOLIDATED

#### transformers & rectifiers (india) Itd

	Q3	Q2	Q3	9M	9M	FΥ	
Particulars (Rs. in Lakhs)	FY 2022-23	FY 2022-23	FY 2021-22	FY 2022-23	FY 2021-22	2021-22	
Revenue from Operations	32,829	32,034	33,701	94,710	82,112	116,174	
Other Income	409	180	279	752	696	985	
Total Income	33,238	32,214	33,980	95,462	82,808	117,159	
Expenditure							
Cost of Raw Materials	23,282	23,089	26,907	69,115	64,604	92,397	
Cost of Trading Goods	1,090	941	-	3,821	-	-	
Employee Cost	1,112	885	804	2,802	2,429	3,244	
Finance Cost	1,234	1,343	983	3,597	3,023	4,359	
Depreciation	934	416	470	1,759	1,351	1,699	
Other Expenditure	4,201	3,700	3,977	10,137	9,296	13,130	
Total Expenses	31,853	30,374	33,141	91,231	80,703	114,829	
Profit Before Tax	1,385	1,840	839	4,231	2,105	2,330	
Less : Tax	(27)	620	282	956	714	902	
Add: Other Comprehensive Income	4	3	3	11	10	(3)	
PAT after Comprehensive Income	1,416	1,223	560	3,286	1,401	1,425	
EBITDA	3,553	3,599	2,291	9,587	6,479	8,388	
EBITDA Margin	10.69%	11.17%	6.74%	10.04%	7.82%	7.16%	
PAT Margin	4.3%	3.8%	1.6%	3.4%	1.7%	1.2%	
	15	SO 45001 : 201	8				

FINANCIALS – ASSETS & LIABILITIES CONSOLIDATED								
Particulars (Rs. in Lakhs)	As at 31st December 2022	As at 31st March 2022						
Share Holders Fund	39,653	36,327						
Long Term Borrowing	6,771	5,553						
Other Non Current Liabilities	1,530	1,870						
Short Term Borrowing	23,259	26,775						
Current Liabilities	40,250	39,912						
Current Tax Liabilities' (net)	622	495						
Total Equity and Liabilities	112,085	110,931						
Property, Plant & Equipment	15,835	16,376						
Other Non Current Assets	3,690	3,659						
Cash and Bank Balances	2,552	4,638						
Other Current Assets	90,008	86,259						
Total Assets	112,085	110,931						
ISO 45001 : 2018								

### OPERATIONAL PERFORMANCE CONSOLIDATED

#### transformers & rectifiers (india) Itd

Particulars		Q3			9M				FY	
	FY 202	22-23	FY 2021-22		FY 2022-23		FY 2021-22		2021-22	
Sales MVA										
Upto 220kV	22	96	20	11	4525		6315		6959	
Above 220kV	23	2357 5952		10448		13423		19692		
Particulars		Q3				91	M		FY	
	FY 202	22-23	FY 20	21-22	FY 2022-23 FY 2021-2		021-22	2021-22		
Sales Breakup -	In Crore	%	In	%	In	%	In	%	In Crore	%
Customer Segment			Crore		Crore		Crore			
Utilities (SEBs, Rail and Utilities etc.)	142	43%	156	46%	475	50%	461	56%	634	55%
Industrial (incl. renewables)	154	47%	70	21%	399	42%	180	22%	288	25%
Exports (Incl. Third Party Exports - Utilities & Power)	24	7%	104	31%	60	6%	161	20%	206	18%
Others	8	2%	7	2%	13	1%	20	2%	33	3%
Total	328	100%	337	100%	947	100%	821	100%	1,162	100%

ISO 45001 : 2018

#### Orders on Hand - Rs. 1504 Crs. as on 31<sup>st</sup> January, 2023.

#### Major Event during in Q3 2022-23.

- Company have received order inflow of Rs. 415 Cr during the Quarter, out of which Rs. 123 Cr belongs to a Central Utility and Rs. 143 Cr belongs to 2 well known Indian Private Companies.
- Company has participated under bidding process of state utilities, central utilities, EPC's, Private, TBCB tenders etc. for more than Rs. 2053 Cr. during the quarter.
- Company expects to close Order-book as on March-23 at a higher level.

There are challenges with uncertainty due to tense situation in Russia – Ukraine Border, China – Taiwan Border, frequent changes in repo rate by RBI, depreciating rupee and increase in petroleum prices.

However with our continuous focus & efforts on existing customers to get repetitive business, gaining opportunities in new market / segment and improving margins at all level, we are optimistic to achieve a healthy growth in revenue during the year 2022-23.

- **REVENUE** Rs. 1250-1300 Crs.
- EBITDA Rs. 100-110 Crs.
- PAT Rs. 45-50 Crs.



THANK YOU

www.transformerindia.com