





## **Topics to Cover**

- □ TRIL at a Glance
- Drivers that transcended TRIL's growth story over the years
- □ Financial Performance
- ☐ Key Strengths and Business Growth Strategy
- Industry Outlook





## Transformers & Rectifiers (India) Limited (TRIL) - At a glance



- □ First-generation company started by Mr. Jitendra Mamtora, a bachelor's in electrical engineering, running successfully for over 4 decades under the leadership of Mr. Jitendra Mamtora, Chairman and Mr. Satyen Mamtora, Managing Director of TRIL
- □ Most preferred Indian Brand, known for manufacturing High Voltage Transformers viz. 220 kV 400 kV, 765 kV, 1200 kV indigenously
- ☐ Manufactures entire range of transformers viz. Power, Distribution, Furnace, Rectifier Transformers & Shunt Reactors, creating a unique positioning for itself in the transformer industry
- □ Supported by backward integrated manufacturing facilities housed in Gujarat
- □ International presence in 25+ countries
- ☐ An only Indian company who has the capability to manufacture Green Energy Transformers



Robust 3-year CAGR Growth Rate FY20-FY23\*

**26%**Revenue from Operations

23% EBITDA

309% PAT

**312%** EPS

\* Based on standalone financial numbers



# Strong In-House Capabilities and Collaboration led to Growth over the years





Incorporated TRIL and began manufacturing upto 110 kV class transformers at Changodar plant



- Strategic alliance with ZTR Ukraine for 765 kV Transformer
- Technology License agreement with Fuji Electric Co. Ltd. for 400 & 765 kV class reactor and generator transformers



- Manufactured Green
  Transformers and
  reactors (up to 400 kV)
  using natural ester fluid
- Executed maiden order for 400 kV Generator Transformers.
- Successfully type tested OIP bushings upto 145 kV



1980-1993

1994-2000

2007-2010

2011-2015

2016-2017

2018-2022

2023

Mr. Jitendra Mamtora, began his journey from repairing to manufacturing 33 kV class transformer



- Listed on NSE & BSE raising ₹ 139 crore at price of ₹ 465/share.
- Commissioned greenfield project at Moraiya in 2010



- Successfully commissioned 1150 kV transformer
- Developed and manufactured Electric Arc Furnace transformer upto 132 MVA



- Raised ₹ 120 crore by way of preferential issue on private placement basis in October 2023
- Only Indian transformer company having NABL accredited lab for electricals steel testing

## Industry leader in manufacturing wide range of high voltage Transformers



## Power Transformer

## **Upto 1200 kV class**

Manufactures a range from medium to ultra-high voltage (1200 kV AC) and from small (5 MVA) to very large power ratings (500 MVA)





## Furnace Transformer

#### 220MVA/101KA

Manufactures a wide range of furnace duty transformers including Arc Furnace including 250 MVA rating

## Rectifier Transformer

## Up to 160 kA DC

Manufactures a wide range of Rectifier application transformers. Market leader in India





## **Distribution Transformer**

#### 500 kVA & Above

Manufactures
Distribution
Transformers up to
10 MVA / 33 kV
Voltage class.
Primary focus on
industrial customers

## Shunt Reactors

## **Up to 765 kA**

Manufactures Shunt and Series Reactors upto 135 MVAr, 400 kV Three phase and 110 MVAr, 765 kV Single phase.



| % of Revenue-FY23 | 70% | 5%  | 1%   | 8%  | 5%  |
|-------------------|-----|-----|------|-----|-----|
| 3Y CaGR FY20:FY23 | 20% | 22% | -19% | 64% | 91% |

## Earned Brand Value over the years for its Customized, Niche **Transformers**



**Magnum Opus** 333 MVA, 1200 kV auto transformer dispatched to **National Test Station BINA** India through Power Grid. **Highest AC Voltage in the** world

132 MVA, 33 kV **Electric Arc Furnace duty Transformer – 60** Hz **Installed at Grupo,** Mexico

70 MVA, 36 kV, Electric **Arc Furnace** Transformers – 50 Hz Installed at Yazd, Iran















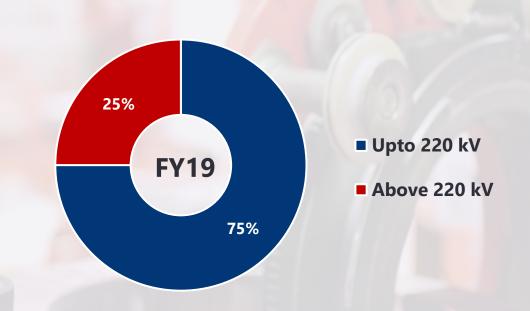
**156 MVA Biggest Furnace duty** installed at Novorross Steel, Russia

70 MVA, 36 kV, Electric **Arc Furnace** Transformers – 50 Hz Installed at Yazd, Iran

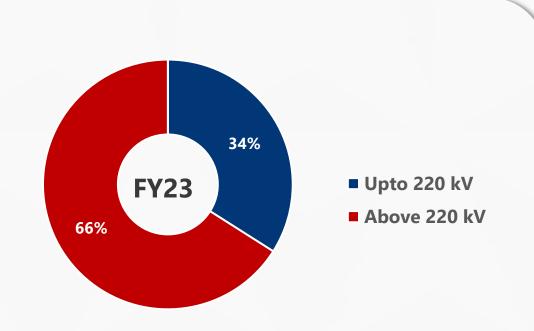
315 MVA, 400/220 kV **Auto Transformer** under Short Circuit test at KEMA, **Netherlands** 

# Design excellence led to Business Model more skewed towards High Voltage Transformers





Upto 220 kV is a competitive segment with presence of unorganized private players



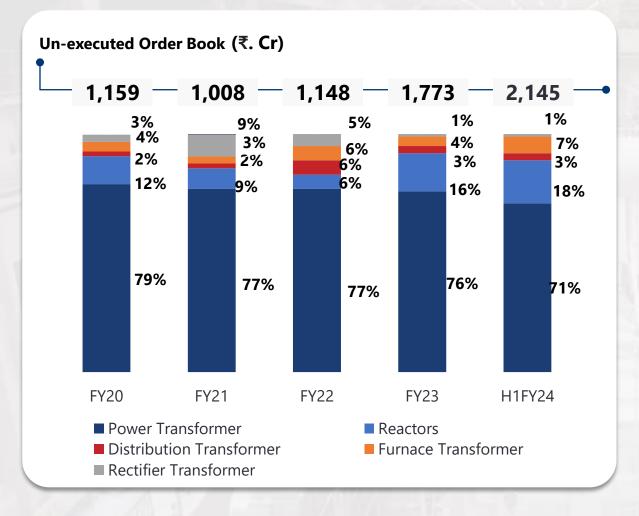
Above 220 kV: Over the years, TRIL excelled in manufacturing higher voltage transformers supported by technocrat promoter and his strong hold in design, product customization, etc. enabled TRIL develop a competitive position in this segment

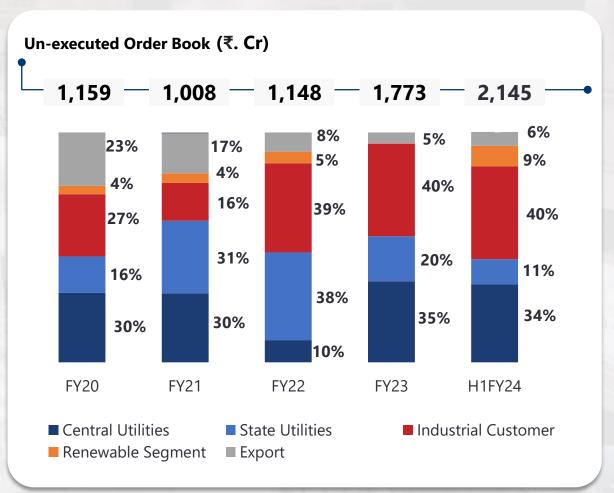
## Leading to Robust Order Book supported by pent up Industry **Demand**



#### **Product-wise Order Book**

## **Customer Segment-wise Order Book**

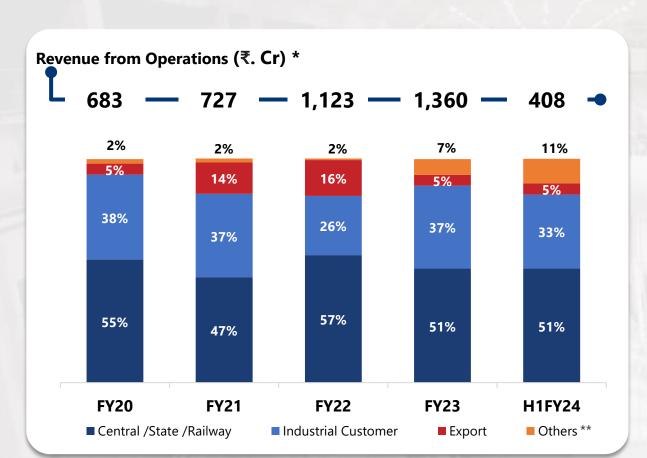




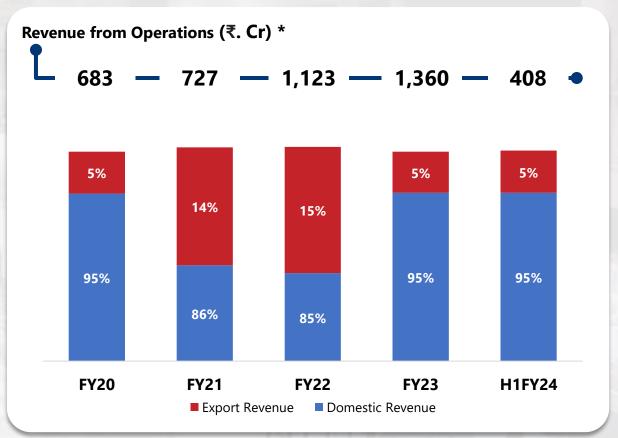
# Widespread presence in Domestic market and gradually expanding its presence in International landscape



**Customer-wise Revenue Break-up** 



**Exports/Domestic Revenue Break-up** 



3Y CaGR

22%

25%

25%

91%

25%

26%

## Manufactures Transformers with application in varied Industries





**Distribution** 



**Petrochemical** 



**Pharmaceutical** 



**Power Transmission** 



**Metal Processing** 









**Paper and Pulp** 



Mining



**Green Energy** 

## **Supported by Integrated Manufacturing Facility**



### Moralya



33,856 sq. mt.

24,000 MVA p.a.

2010

**Operational Since** 

Area

**Capacity** 

Products Manufactured □ Large Power Transformers up to 500

MVA 1200 kV voltage class

Reactors up to 765 kV Class

- □ Generator transformers up to 500 MVA 765 KV voltage class
- □ Large ratings of furnace duty transformers (>100 MVA)

## Changodar



25,000 sq. mt.

12,000 MVA p.a.

1997

- □ Medium Power Transformers up to 160MVA, 220KV voltage class
- □ Transformers for Renewable sector
- □ Furnace transformer up to 100 MVA rating
- ☐ Transformers for rectifier application and traction duty for railways

#### Odhav



1,180 sq.mt.

1,200 MVA p.a.

1994

 Upto 10 MVA 66 KV voltage class rating including distribution transformers from 500 KVA to 5 MVA

## **Backward Integration help achieve Operational Efficiency**



Products manufactured in-house by TRIL include:



Radiators upto **765 kV** 



Transformer Tanks
Fabrication upto **765 KV** 



OIP Bushings upto **245 KV** and CTs upto **765 KV** 

In total they comprise between 10%-15% of the total RM requirement

#### **Benefits of being Backward Integrated:**



Guarantees reliable and uninterrupted supplies



Quality controls remain in order



Ensures timely delivery



Generates cost advantage



In-house products retain intellectual property

## Supplying to Esteemed Customers in Domestic market; Presence in 25+ Countries Globally























































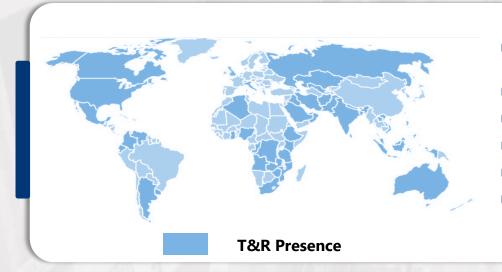












- Asia: India, Bangladesh, Nepal, Bhutan, Srilanka, Phillippines, Saudi Arabia, UAE, Oman, Kazakhastan, Azerbaijan, Iran
- **Europe** : United Kingdon, Belgium, Italy
- Oceania : Australia, Fuji
- North America: USA, Canada, Puerto Rico, Mexico, Ecuador
- South America : Uruguay
- Africa: South Africa, Kenya, Tanzania, Ethiopia, Uganda, Zambia, Zimbabwe, Congo, Ghana, Nigeria, Togo, Benin, Lesotho

International Presence

## Technocrat Promoters supported by Qualified and Professional Senior Management





Mr. Jitendra Mamtora

Chairman

- A Bachelor's in Electrical Engineering. After working as an engineer in east India, he moved to Gujarat and set out on his entrepreneurship journey
- 40+ years of experience in dealing with power utilities across India
- ☐ He is an executive council member of IEEMA and have been nominated as the Chairman of IEEMA since 2007
- ☐ He is also a member of CII and FICCI



Mr. Satyen Mamtora

Managing Director

- Diploma in Electrical Engineering from Uxbridge College of Engineering, London, UK
- ☐ 20+ years of association with TRIL
- □ He spearheads production, marketing division and has played a key role in consolidating the organisation's presence in the power utilities segment across the country
- He has also played an aggressive role in strategizing and putting in place a global marketing plan which has successfully ensured TRIL's presence in African, Asian and South American geographies.
- ☐ He is a lifetime member of IEEMA

# Technocrat Promoters supported by Qualified and Professional Senior Management







- □ A Chartered Accountant (CA) with nearly 2.5 decades of work-ex in Corporate Finance, Fund Raising, Financial Planning, M&A, Credit & Risk Management, BD, PR, etc
- His out of the box thinking has helped him manage organizations at senior levels, define strategies and action plans for various organizations
- His business relationship skills, decision making ability, international exposure, knowledge of Infrastructure, Capital Goods, Power Industry and Financial Market will be instrumental in carving growth story at TRIL



Ashwani Sharma VP Marketing

- □ B.E in Electrical Engineering from Punjab University
- □ 25+ years of experience in Business Development & Marketing, Business Forecasting, etc
- □ 10+ years of association with TRIL
- ☐ He has played a pivotal role in the company in streamlining the tendering process, developing transformers business over the years.



Niki Ghumra
Head Fabrication & Production

- □ Diploma in Mechanical Engineering from P.E.S polytechnic, Bangalore
- □ 18+ years of experience in heading Fabrication unit
- □ 15 years of association with TRIL
- ☐ He has played an important role in managing manufacturing operations, driving operational excellence programs, profitability improvement initiatives and people management



Anirudh Jhala
GM Tech & Quality Assurance

- □ B.E in Electrical Engineering from L.E Collage, Morbi
- □ 18+ years of experience in Testing, Design, Product Development, Process Control, etc
- □ 18 years of association with TRIL
- He has played a pivotal role in institutionalizing licensed technology for 765kV transformers and 400/765kV Shunt Reactors and development of UHV 1200 kV class Transformers
- Contributed about 33 technical papers in national/international seminars magazines



## Standalone Quarterly Financial Highlights – Q2FY24 & H1FY24

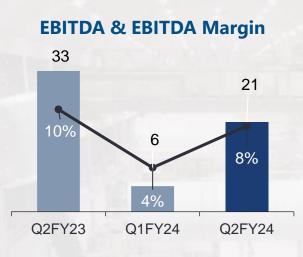


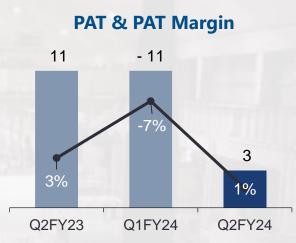


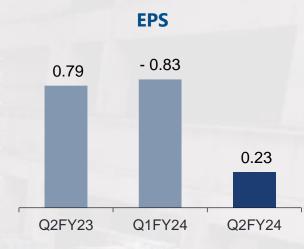
Q1FY24

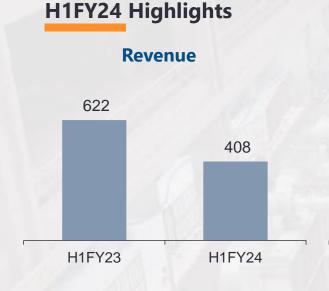
Q2FY24

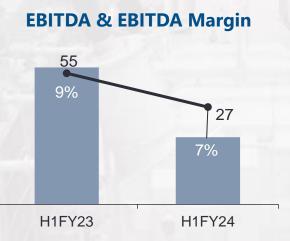
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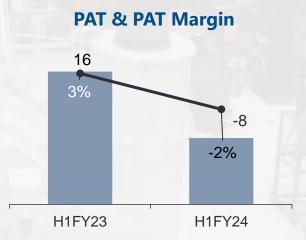


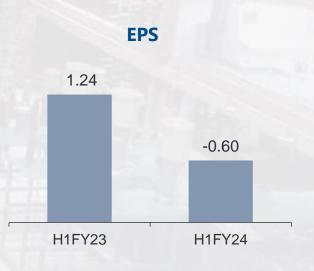












## Standalone Financial Highlights – Q2 & H1FY24



| Particulars (₹ Cr)              | Q2FY24 | Q2FY23 | YoY (%) | Q1FY24 | QoQ (%) | H1FY24 | H1FY23 | YoY (%)  |
|---------------------------------|--------|--------|---------|--------|---------|--------|--------|----------|
| Revenue from Operations         | 254.37 | 324.67 | -21.65% | 153.36 | 65.86%  | 407.73 | 622.17 | -34.47%  |
| Other Income                    | 1.89   | 2.60   |         | 2.00   |         | 3.89   | 4.66   |          |
| Total Income                    | 256.26 | 327.27 | -21.70% | 155.36 | 64.95%  | 411.62 | 626.83 | -34.33%  |
| Expenditure                     |        |        |         |        |         |        |        |          |
| Cost of material consumed       | 199.72 | 249.53 |         | 114.36 |         | 314.08 | 498.76 |          |
| Employee Cost                   | 8.81   | 8.15   |         | 8.77   |         | 17.58  | 15.62  |          |
| Finance Cost                    | 11.20  | 13.21  |         | 14.46  |         | 25.66  | 22.96  |          |
| Depreciation                    | 5.71   | 3.66   |         | 5.67   | 217     | 11.38  | 7.28   |          |
| Other Expenses                  | 26.69  | 36.97  |         | 26.43  |         | 53.12  | 57.44  |          |
| Total Expenses                  | 2.52   | 3.12   | -19.06% | 1.70   | 48.58%  | 4.22   | 6.02   | -29.94%  |
| Profit Before Tax               | 4.13   | 15.75  | -73.78% | -14.33 | 128.82% | -10.20 | 24.77  | -141.18% |
| Less : Tax                      | 1.09   | 5.21   |         | -3.35  |         | -2.26  | 8.35   |          |
| Add: Other Comprehensive Income | 0.03   | 0.03   |         | 0.04   |         | 0.07   | 0.07   |          |
| PAT after Comprehensive Income  | 3.07   | 10.57  | -70.96% | -10.94 | 128.06% | -7.87  | 16.49  | -147.73% |
| EBITDA                          | 21.04  | 32.62  | -35.50% | 5.80   | 262.76% | 26.84  | 55.01  | -51.21%  |
| EBITDA Margin                   | 8.21%  | 9.97%  |         | 3.73%  |         | 6.52%  | 8.78%  |          |

## **Standalone Balance Sheet**



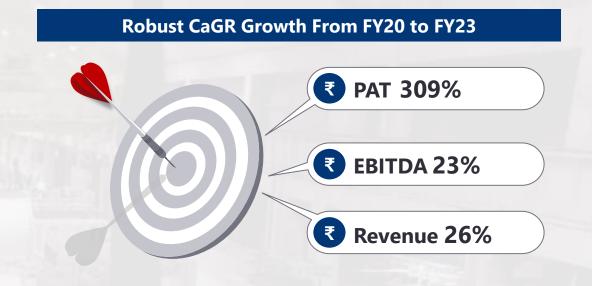
| Particulars (₹ Cr)                                  | FY23     | H1FY24   |
|---|----------|----------|
| Assets  |          |          |
| Fixed Assets  | 130.24   | 123.80   |
| Capital work-in-progress                            | 3.36     | 5.66     |
| Intangible assets                                   | 5.33     | 4.04     |
| Other non-current assets                            | 43.66    | 33.10    |
| Inventory   | 244.56   | 339.97   |
| Trade Receivable                                    | 630.21   | 604.01   |
| Cash and cash equivalents including Bank<br>Balance | 18.41    | 27.15    |
| Total current assets                                | 72.69    | 95.64    |
| Total Assets  | 1,148.46 | 1,233.37 |

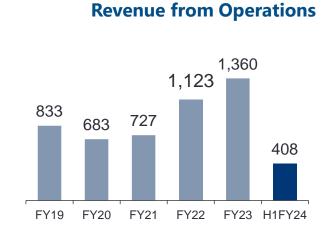
| Particulars (₹ Cr)                                     | FY23     | H1FY24   |
|--|----------|----------|
| Equity   |          |          |
| Equity share capital                                   | 13.26    | 13.26    |
| Tangible Net worth                                     | 369.21   | 359.36   |
| Liabilities  |          |          |
| Non-current liabilities                                |          |          |
| (i) Long-term Borrowings                               | 62.78    | 58.48    |
| (ii) Other non current liabilities                     | 13.08    | 8.96     |
| Total non current liabilities                          | 75.86    | 67.44    |
| Current liabilities                                    |          |          |
| (i) Short-term Borrowings including current maturities | 258.99   | 317.15   |
| (ii) Trade Payables                                    | 338.81   | 326.85   |
| (ii) Other liabilities                                 | 92.33    | 149.31   |
| Total current liabilities                              | 690.13   | 793.31   |
| Total Equity and Liabilities                           | 1,148.46 | 1,233.37 |

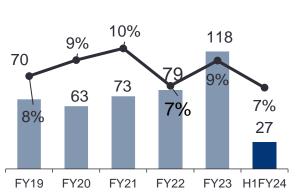
## **Standalone Historical Financial Highlights – FY19:FY23**



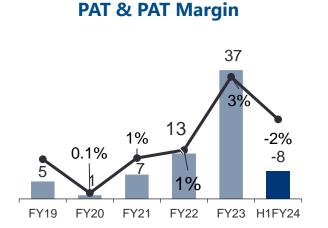
| Particulars (₹ Cr)      | FY19 | FY20 | FY21 | FY22  | FY23  | H1FY24 |
|-------------------------|------|------|------|-------|-------|--------|
| Revenue from Operations | 833  | 683  | 727  | 1,123 | 1,360 | 408    |
| EBIDTA                  | 70   | 63   | 73   | 79    | 118   | 27     |
| EBIDTA %                | 8%   | 9%   | 10%  | 7%    | 9%    | 7%     |
| Profit after tax        | 5    | 1    | 7    | 13    | 37    | -8     |
| PAT %                   | 1%   | 0.1% | 1%   | 1%    | 3%    | -2%    |
| EPS                     | 0.37 | 0.04 | 0.52 | 0.98  | 2.80  | -0.60  |
|                         |      |      |      |       |       |        |

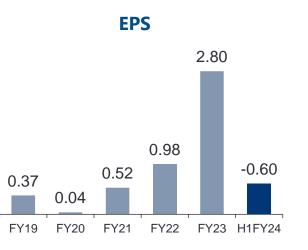




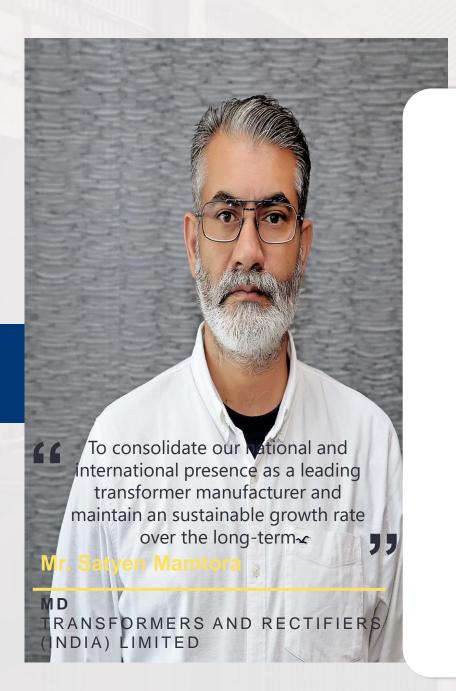


**EBITDA & EBITDA Margin** 





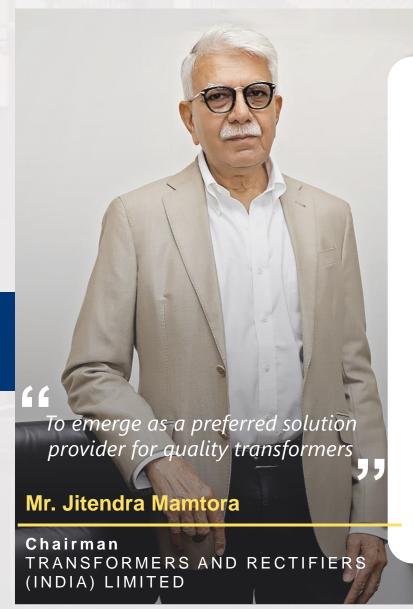




## **Management Comments on the Quarter**

- □ In October 2023, the company successfully raised ₹ 120 crore by the way of preferential issue on private placement basis to a renowned investor. This infusion brings comfort and confidence on the prospects of the company and in the medium term provides capital support to ensure smooth operations
- □ GETCO has began releasing payments from 3<sup>rd</sup> week of October in tranches, thereby expecting reduction in receivables to a larger extent in H2FY24
- □ During the quarter, the company received new orders worth ₹ 314 crore taking orders on hand to ₹ 2,145 crore as on 30 September 2023, growth of 23% YoY basis.
- □ During the quarter, revenue from operations was at ₹ 254 crore, a de-growth by 22% from ₹ 324 crore in Q2FY23. The decline in revenue was on account of:
  - Non-receipt of dispatch instruction from few customers because of non availability of their inspection team
  - The company experienced short-term mismatch in working capital that caused delay in execution of certain jobs. Post infusion of funds, we are certain to streamline the operations during Q3FY24
- □ During the quarter, EBIDTA margin was at 8.2% as compared to 9.9% in Q2FY23





## **Future Business Prospects and Outlook**

- ➤ As on Q2FY23, the unexecuted order book was at ₹ 2,145 crore
- ➤ Tenders and inquiries for domestic market of value ₹ 2,741 crore are under negotiation or bidding stage
- ➤ Export orders of value ₹ 994 crore are under various stages of negotiations
- > The transformers industry is flushed with orders and demand outlook is positive with end use in various industries viz. Railways, Renewables, Green Energy, Power, etc
- In the current industry landscape, TRIL is positioned advantageously and expects to participate in the growth story of transformers



## **Key Strengths**





#### **Integrated manufacturing facility**

- > Over the years, TRIL has continually moved up the value chain by developing expertise in designing and manufacturing transformers from 5kV up to 1,200kV class
- > To optimize the operations, company has continually undertaken backward integration, manufacturing key components in-house to support quality, timely delivery, cost-effective access to critical raw material components that has enabled TRIL to achieve operational efficiency over the years
- > Installation of new machines (oven) has helped reduce cycle time to manufacture transformers



#### **Indigenous transformer manufacturer**

- > A well-known Indian Brand since 1994, known for manufacturing high voltage transformers indigenously
- > Design, engineering capabilities developed indigenously enabled the company to achieve customization and cater to niche segments of transformer manufacturing
- > The company evolved and achieved manufacturing prowess due to technical know-how of technocrat promoters supported by strong team



#### Preferred supplier to Utilities and long-standing relationship with Industrial Customers

- > Unique distinction of being approved by utilities for power transformers up to 765 kV class without any external technological support
- > Manufacturing higher voltage transformer is a space dominated by limited players due to technical expertise, design, customization involved which has led to entry barriers



#### **Wide Product Portfolio and Significant Order Wins**

- > Manufacturer of entire range of transformers viz. power generation, T&D, industrial, specialized transformers; having a market share of 22-25% in Power transformers
- > One of the first manufacturer of V-Connect & Scott-Connect railway application transformers
- > The only transformer manufacturer in Green Hydrogen Energy application
- > One of the largest manufacturers of furnace transformers; recent orders for manufacturing Arc Furnace duty transformer which were earlier imported
- > Export orders for one of the largest Electric Arc Furnace Transformer (220MVA). TRIL will be 3<sup>rd</sup> company in the world to manufacture this kind of transformer



#### Uptick in capex cycle and government policies lights up power sector

- > Pent up demand from the industrial expansions backed by pickup in capex is leading to higher consumption of power in India leading to improved OB of transformer manufacturers
- > Railways: With higher roll out of fast speed trains, metro's, freight corridors, TRIL is at an advantageous position to contribute to the demand
- > Green Energy: For transmitting energy from solar parks to the grid higher voltage transformers are required where TRIL has necessary facility and capabilities
- > Replacement demand expected from Steel mills using glass furnaces will transition to Arc furnace transformer because of pollution regulations
- > Due to elongated industry downturn, many players are either out of business or consolidated, Chinese players exited which has in-turn benefitted TRIL



## **Opportunities in the Transformer Industry**



The transformer market is poised for significant growth, particularly as federal investments in the development and implementation of renewable sources of energy increase, underpinning the ongoing support to create better and more efficient electricity infrastructure.

Several key market trends are expected to continue driving growth, including aging electrical infrastructure, grid hardening and modernization initiatives, expanding renewable distributed energy, and increasing demand from high-growth sectors, among many others.

## **Electric Grid by the Numbers**



#### 2+ Thousand

Photovoltaic Generating Facilities



#### 642+ Thousand

Miles of High-Voltage Transmission Lines



4.6B +

Total Kilowatt-Hours 2021 Energy Output



#### 70+ Thousand

**Total Wind Turbines** 



#### 1+ Thousand

Wind Power Projects



7+ Thousand

**Total Power Plants** 



#### 6.3M +

Miles of Distribution Lines



#### ~50M+

Distribution Transformers Currently in Use



50+ Thousand

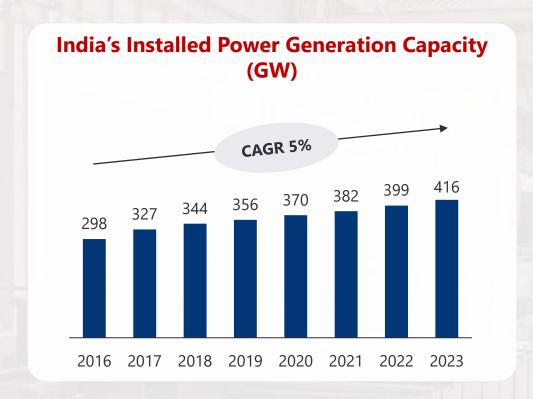
**EV Charging Stations** 

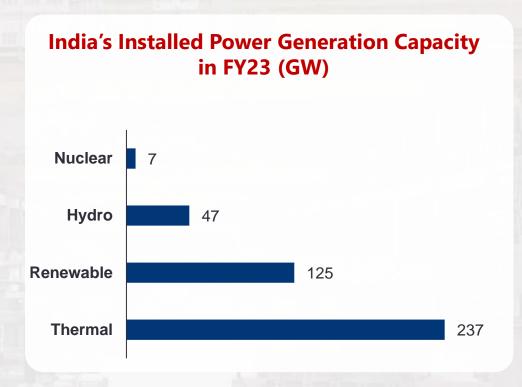
Transformers are critical infrastructure; connect every power source throughout the grid

Source: Harris Willams | Period: Q1 2023

## **Industry Outlook: Power Sector**



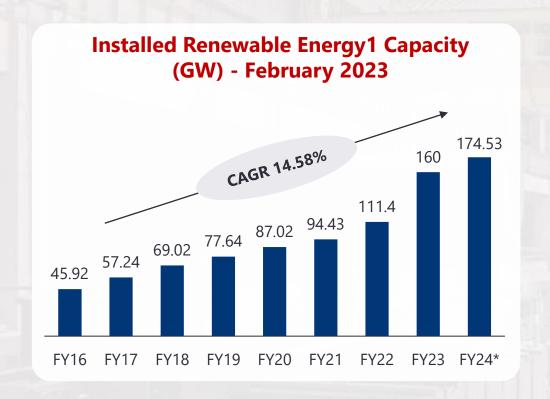


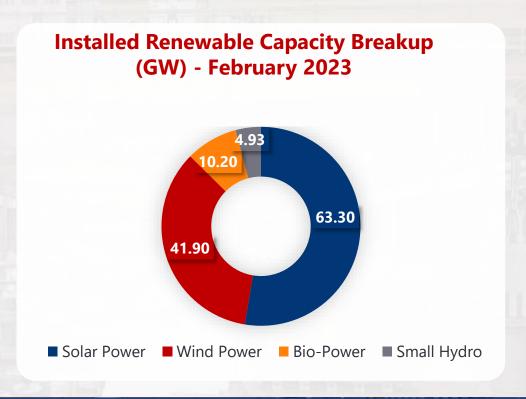


- Over the last 9 years, significant strides have been made in enhancing power generation capacity, expanding access to electricity, promoting renewable energy, and implementing innovative policies
- □ India is currently the third-largest generator of electricity in the world, with an installed generation capacity of more than 416 GW as of March 31, 2023.

## **Industry Outlook: Renewables**







- ☐ Installed renewable generation capacity posted a CAGR of 14.58% between FY16 and FY23
- ☐ The country plans to reach 450 GW of installed renewable energy capacity by 2030, with 280 GW (over 60%) expected from solar power
- ☐ The ambitious target of 450 GW will provide investment opportunities worth US\$ 221 billion by 2030

## **Transformer Demand Drivers**



#### **Export Opportunities**

India is being a preferred transformer supplier for US, Europe markets and on-going tensions in Ukraine & Russia has accelerated the transition

## **Aging Infrastructure**

Aging transformers and related T&D infrastructure are anticipated to receive meaningful equipment upgrades while undergoing significant revitalization and modernization to minimize outages and prevent high-cost grid failures.

#### **High-Growth End Markets viz. Renewables**

Strong demand from high-growth end markets, such as technology and data centers, EV charging networks, and renewable energy will place additional stress on grid capacity and resiliency, and require new, modern transformers.



#### **Railways**

Indian Railways moving towards high speed trains had led to increased demand of transformers from 66 kV to 133 kV. Further, demand anticipated from freight corridors, metros, etc.

#### **Grid Resiliency**

Extreme weather, natural disasters, and growing national security concerns after recent attacks on substation transformers have resulted in an increasing emphasis on grid resiliency and durability, all while customers express decreasing tolerance for outages.

#### **Supply Chain Disruption**

Global supply chains have experienced significant disruptions in recent years driven by the compounding effects of increasing demand and decreasing materials supply, which was exacerbated following Russia's invasion of Ukraine

## **Safe Harbor**

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