



**transformers &
rectifiers (india) ltd**

An ISO 9001:2008, ISO 14001:2004 & BS OHSAS 18001:2007 CERTIFIED

Q1 - FY 2017-18 - Presentation
13th September, 2017

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FINANCIALS - STANDALONE



Particulars (Rs. in Lakhs)	Q1 FY 2018	Q1 FY 2017
Revenue from Operations (Gross)	13150	17142
Other Income	152	96
Total Income	13302	17238
Expenditure		
Cost of Raw Materials	9434	12684
Excise duty on sales	816	1225
Employee Cost	686	542
Other Expenditure	1481	1517
Depreciation	361	336
Finance Cost	817	841
Profit Before Tax	(293)	92
Less : Tax	77	(31)
Add: Other Comprehensive Income	(5)	(2)
PAT	(221)	59
EBITDA	885	1269
<i>EBITDA Margin</i>	6.7%	7.4%
<i>PAT Margin</i>	(1.7)%	0.3%

MAJOR UPDATES



- The Company successfully manufactured and tested First Order from Powerlink, Australia of 125 MVA, 132/33KV Transformer.
- Repeat Order of 14 No. of 500 MVA, 765 KV Transformer from PGCIL execution commenced successfully with dispatch of first lot of 2 Transformers.
- The Company successfully manufactured, tested & commissioned 1 Rectifier transformers at Vedanta, Tamil Nadu.
- The Company successfully completed order from “UP Power Transmission Corporation Limited (UPPTCL)” for supply of 3 500 MVA 400 KV 3-Phase Transformers

Q1 FY18 RESULT HIGHLIGHTS



- The Company has order book of 26980 MVA valuing Rs. 893 Cr as on 31st August, 2017
- During the Q1FY2018 Revenue from Operations stood at Rs. 131.5Cr., decline by 23% as compared to corresponding Q1FY2017
- During the Q1FY2018 EBIDTA declined by 29.9% to Rs. 8.9 Cr as compared to Rs. 12.7 Cr during Q1FY2017
- During the Q1FY2018 EBIDTA margin decreased to 6.7% of Revenue as compared to 7.4% of Revenue during Q1FY2017
- During the Q1FY2018 PAT of Rs. (2.21) Cr i.e. (1.7)% of Total Income as compared to PAT of Rs. 0.59 Cr i.e. 0.3% during Q1FY2017

TRIL Strengths



In-house technical & design capabilities

- Design & engineering capabilities developed indigenously & in-house enabling the company to achieve greater customization and cater to niche segments
- Designs structured so as to minimize the losses occurring within the transformer
- Unique distinction of being approved by utilities for power transformers up to 400 kV class without any external technological support

Cost Advantage

- Backward integration providing timely & cost-effective access to critical raw material components
- Installation of new machines (oven) has helped reduce cycle time to manufacture transformers

Wide product portfolio and customer base

- Manufacturing entire range of transformers including power generation, T&D, industrial and certain special transformers
- One of the largest manufacturers of furnace transformers
- Preferred supplier to many utilities & industrial companies in India
- Exported transformers to countries such as England, Canada, U.A.E., South Africa, Saudi Arabia & Indonesia

Well positioned to move up the value chain

- Manufacturing customized transformers & providing requisite on-site and after-sales service support
- Robust business model with revenues split almost equally between utilities & industries
- In house capabilities and self reliance by way of backward integration in FY15.
- Supported with strong technical collaboration with ZTR for 765 Kv transformer & with Fuji for 400/765 KV reactors and 400 Kv generator transformer.
- KEMA, Netherlands BV, the world renowned short circuit testing laboratory, Successfully tested our 315 MVA, 400/220/33 kV, 3 phase autotransformer



Product Portfolio

Distribution Transformers



Furnace Transformers



Power Transformers



Rectifier Transformers



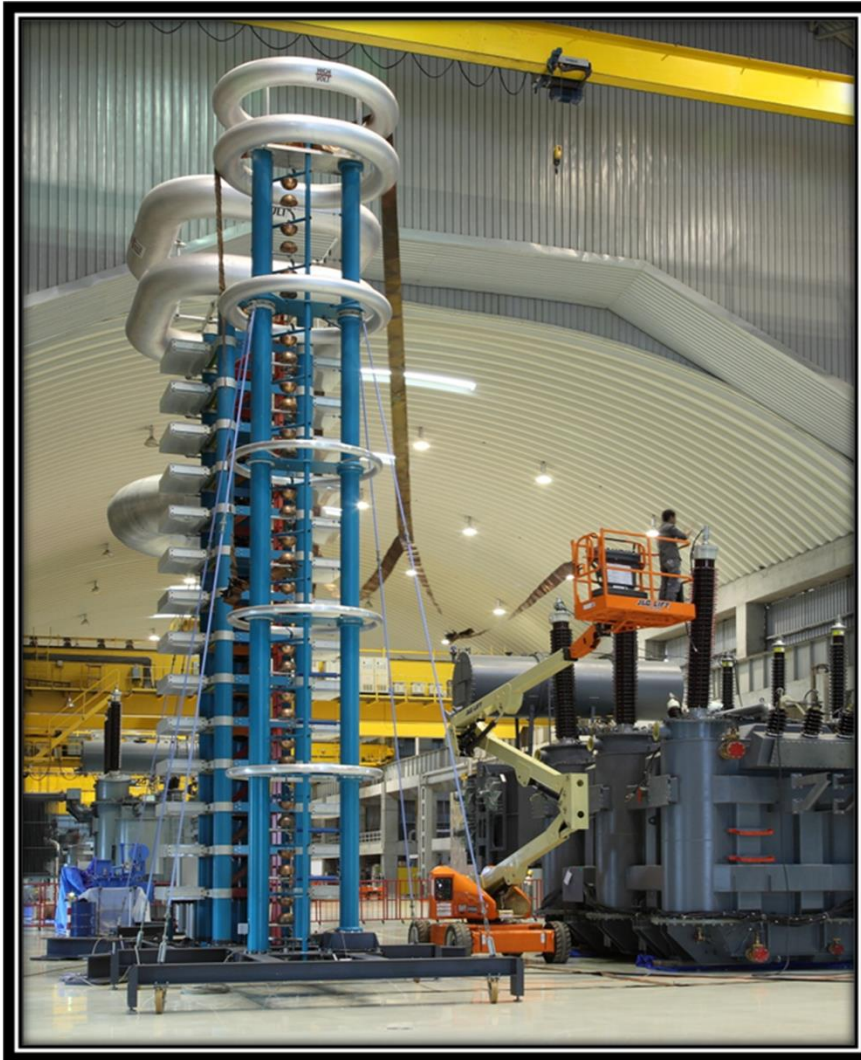
Classification of transformers	Range	Types
Power Transformer	Upto 1200 kV class	Generator transformer, Unit Auxiliary transformers, Step up & Step down transformers, Interconnecting Auto transformers, Dual Voltage Primary or Secondary Three winding transformers
Shunt Reactor	Upto 765 kV class	Reactors 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	105 kA and above	Arc Furnace, Induction Furnace, Ladle Arc Furnace and Submerged Arc Furnace transformers
Rectifier Transformers	Upto 160 kA DC	For DC power sources for Melt and Chemical Industries

OPERATIONAL PERFORMANCE



Particulars	Q1FY'2018		Q1FY'2017		FY'2017		FY'2016		FY'2015	
Production and Sales										
Sales (Rs. In Crores)	131		171		870		636		599	
Production (MVA)	5306		5032		24428		16202		15925	
Sales (MVA)	3717		3543		23617		15739		15004	
Particulars	Q1FY'2018		Q1FY'2017		FY'2017		FY'2016		FY'2015	
Sales Breakup - Customer Segment	(Rs. In Crore)	%	(Rs. In Crore)	%	(Rs. In Crore)	%	(Rs. In Crore)	%	(Rs. In Crore)	%
Utilities (SEBs, PGCIL , NTPC etc.)	38	29%	57	36%	240	28%	234	36%	421	70%
Industrial (incl. renewables)	82	63%	86	39%	248	29%	246	39%	161	27%
Exports (Incl. Third Party Exports - Utilities & Power)	11	8%	28	25%	382	43%	156	25%	17	3%
Total	131	100%	171	100%	870*	100%	636*	100%	599*	100%

* Sales Figures are inclusive of Excise Duty



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)



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THANK YOU

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