



**transformers &
rectifiers (india) ltd**

BS OHSAS 18001 : 2007

**Q3 FY'2016- Presentation
5th Feb'2016**

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Financials – Standalone



Particulars (Rs. In Lacs)	Q3 FY'2016	Q3 FY'2015	9Month FY' 2016	9Month FY' 2015	FY'2015
Net Sales / Income from Operations	12,642	10,749	32,832	37,826	54,169
Other Income	146	89	339	242	351
Total Income	12,788	10,838	33,171	38,068	54,520
Expenditure					
Cost of Raw Materials	10,390	7,985	26,691	29,882	43,109
Employee Cost	524	583	1,687	1,710	2,307
Other Expenditure	1,407	1,621	4,341	4,536	6,098
Depreciation	350	312	1,012	884	1,200
Finance Cost	803	563	2,309	2,129	2,767
PBT	(686)	(226)	(2,869)	(1,073)	(961)
Tax	(242)	(68)	(941)	(346)	(316)
PAT	(444)	(158)	(1,928)	(727)	(645)
EBITDA	467	649	452	1,940	3,006
EBITDA Margin	4%	6%	1%	5%	6%

Major Highlights during Q3 FY'2016



- Received order for supply of 6 nos 500 MVA, 400/220/33 kV Auto transformer amounting to Rs. 49 Crore from one of the SEBs.
- Secured order for total 11 nos transformers, includes 01 nos 500 MVA, 400/220/33 kV, 01 nos 315 MVA, 400/220/33 kV and 08 nos 150 MVA, 220/132 kV and 01 nos 100 MVA 220/132 kV class power transformer, total amounting to Rs. 45.60 Crore through one of the SEBs.
- Received order for total 10 nos transformers, for 25 MVA, 66/11 kV power transformer through one of the EPC.
- The Company is L1 in one of the SEBs for 4 nos 315 MVA, 400/220/33 kV power transformers. Order expected in 4th Quarter.
- Received export order for 25 MVA, 110/20 kV class power transformer from Afghanistan.

- During the quarter the Company achieved total revenue of Rs. 126.42 Crores as compared to Rs. 107.49 Crores during Q3 FY2015. EBIDTA for the quarter remained at Rs. 4.67 Crores as compared to EBIDTA of Rs. 6.49 Crores in Q3 FY15 and PBT was negative to the tune of Rs. 6.86 Crores.
- During 9M FY 2016 the Company has total revenue of Rs. 328.32 Crores as compared to Rs. 378.26 Crores during 9M FY2015 and during 9M 2016 EBIDTA stood at Rs.4.52 Crores as against EBIDTA of Rs 19.40 Crores during 9M FY15.
- The Company has order book of 26,728 MVA amounting to Rs.932.65 Crores as on 31st Dec, 2015.

Operational Performance



Production & Sales

Particulars	Q3 FY'2016	Q3 FY'2015	9 Month FY'2016	9 Month FY'2015	FY '2015
Revenue (In Lacs)	12,642	10,749	32,832	37,826	54,169
Production (MVA)	3,930	3,286	9,358	9,895	20,650
Sales (MVA)	2,965	2,842	8,574	8,739	20,210

(* includes only Transformers sales)

Operational Performance



- Sales Breakup – Customer segment

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:

	Q3 FY'2016		Q3 FY'2015		9 Month FY'2016		9 Month FY'2015	
	Rs. (In Lacs)	%	Rs. (In Lacs)	%	Rs. (In Lacs)	%	Rs. (In Lacs)	%
Utilities (SEBs, PGCIL and NTPC)	7,383	58%	6,719	63%	16,175	49%	26,710	71%
Industrial	5,259	42%	4,030	37%	16,657	51%	11,116	29%
Total	12,642	100%	10,749	100%	32,832	100%	37,826	100%

AWARDS & ACCOLADES



Mr. V K Lakhiani, recognizing his remarkable contribution to Indian Transformer Industry, CPRI took proud and honored Mr. V K Lakhiani, Director Technical T & R India Ltd, and conferred on him an “ Outstanding Achievement Award”



Shri V. K Lakhiani accepting felicitation from Mr. Devendra Chaudhary, Special Secretary Ministry of Power, Government of India. DG/CPRI, CMD/Toshiba India and member CEA are also seen.



INFRASTRUCTURE

1000Sq 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 (under design)
(provision to increase upto 100MVAR)

NABL Accredited Test Lab



- Moraiya Plant Test Lab is accredited by NABL (National Accreditation Board for Testing and Calibration Laboratories); Highest recognition of competence given by the Department of Science and Technology, Government of India.



QUALITY ASSURANCE



We believe quality endorses the operational integrity of our brand



AN ISO 9001 : 2000 CERTIFIED



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THANK YOU

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