

BS OHSAS 18001 : 2007

Q3 FY'2015- Presentation
4th Feb'2015

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Financials – Standalone



Particulars (Rs. In Lacs)	Q3 FY'2015	Q3 FY'2014	9Month FY' 2015	9Month FY' 2014	FY'2014
Net Sales / Income from Operations	10,749	19,378	37,826	42,707	71,826
Other Income	89	76	242	212	406
Total Income	10,838	19,454	38,068	42,919	72,232
Expenditure					
Cost of Raw Materials	7,985	16,200	29,882	34,755	59,302
Employee Cost	583	595	1,710	1,708	2,375
Other Expenditure	1,620	1,538	4,532	4,784	6,528
Depreciation	312	239	884	701	928
Finance Cost	564	707	2,133	1,521	2,333
PBT	(226)	175	(1,073)	(550)	766
Tax	(68)	60	(346)	(163)	286
PAT	(158)	115	(727)	(387)	480
EBITDA	650	1121	1,944	1,672	4,027
EBITDA Margin	6%	6%	5%	4%	6%

- Entered into the Technology license agreement with Fuji Electrical Co., Limited (“Fuji”), Japan
- License Agreement to use its technology and know-how to manufacture and supply:
 - a) Generator step up transformers with single phase or three phase, 420 kV - Up to 1000 MVA
 - b) Shunt reactors with three phase 420 kV upto 125 MVAr
 - c) Shunt reactor with single phase, 765 kV upto 133 MVAr
- Help the Company to enter into new horizons in manufacturing of high end reactors and transformers

Major Highlights during Q3 FY'2015



- T&R has recently received highest rating category export order for submerged arc furnace transformer of 70 MVA/34.5 Kv Class and 11 MVA submerged arc furnace transformer.
- Breakthrough third party export order received from one of the EPC Contractor for total 28 nos. transformer for various rating of about 75 MVA, 41 MVA, 13 MVA and 0.2 MVA aggregating of 422 MVA and amounting to Rs. 19 Crores.
- Received export order for 4 nos shunt reactor transformer including 2 nos 35 MVAR/330 KV class, 01 nos 30 MVA/330 Kv Class and 01 nos of 30 MVA/220 Kv class.
- Received Utility order for 72 nos. power and distribution transformer through one of the EPC.
- Company has secured order of 10 nos. 3.2 MVA/33 Kv class and 01 Nos 1.5 MVA / 33 Kv class transformer for Solar Project in Madhya Pradesh.
- Received order for 22 MVA/11 Kv class rectifier transformer amounting to Rs.2.25 Crores from EPC Contractor.

• TRIL Proving once again the Capability



- Received export order for 100/130 MVA 220 KV Transformer which is highest rating Export Order for TRIL.
- Manufactured and dispatched highest rating 75 MVA 115 Kv, three phase power transformer which is the largest rating Eco-Friendly Transformer manufactured in India filled with Envirottemp FR3 natural ester fluid one type of Vegetable oil instead of Mineral Oil.
- TARIL presented paper titled “Green Transformer – Experience in using natural ester fluid in large rating power transformer first time in India” and won one of the three best paper awards in TRANSCON 2014.
- TRIL is geared up with in house R&D set up and manufacturing facilities to meet challenges to manufacture ecofriendly green transformers.

- During the quarter the Company achieved total revenue of Rs. 108.38 Crores as compared to Rs. 194.54 Crores during Q3 FY2014. EBIDTA for the quarter remained at Rs. 6.50 Crores as compared to EBIDTA of Rs. 11.21 Crores in Q3 FY14 and PBT was negative to the tune of Rs. 2.26 Crores.
- During 9M FY 2015 the Company has achieved total revenue of Rs. 378.26 Crores as compared to Rs. 427.07 Crores during 9M FY2014 and during 9M 2015 EBIDTA stood at Rs.19.44 Crores as against EBIDTA of Rs 16.72 Crores during 9M FY14.
- The Company has order book of 10,418 MVA amounting to Rs.403 Crores as on 31st Dec, 2014.

Financial Performance Standalone (Qtr – On – Qtr)



Particulars (Rs. In Lacs)	Q3 FY'2015	Q3 FY'2014	FY'2014
Sales	10,749	19,378	71,826
EBIDTA	650	1,121	4,027
PBT	(226)	175	766
PAT	(158)	115	480

Operational Performance



Production & Sales

Particulars	Q3 FY'2015	Q3 FY'2014	9 Month FY'2015	9 Month FY'2014	FY '2014
Production (MVA)	3,286	4,566	9,895	11,590	20,650
Sales (MVA)	2,842	4,777	8,739	12,349	20,210
Sales * (Rs. In Lacs)	10,749	19,378	37,826	42,707	71,826

(* 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'2015		Q3 FY'2014		9 Month FY'2015		9 Month FY'2014	
	Rs. (In Lacs)	%	Rs. (In Lacs)	%	Rs. (In Lacs)	%	Rs. (In Lacs)	%
Utilities (SEBs, PGCIL and NTPC)	6,719	63%	16,829	87%	26,710	71%	32,081	77%
Industrial	4,030	37%	2,549	13%	11,116	29%	9,626	23%
Total	10,749	100%	19,378	100%	37,826	100%	42,707	100%

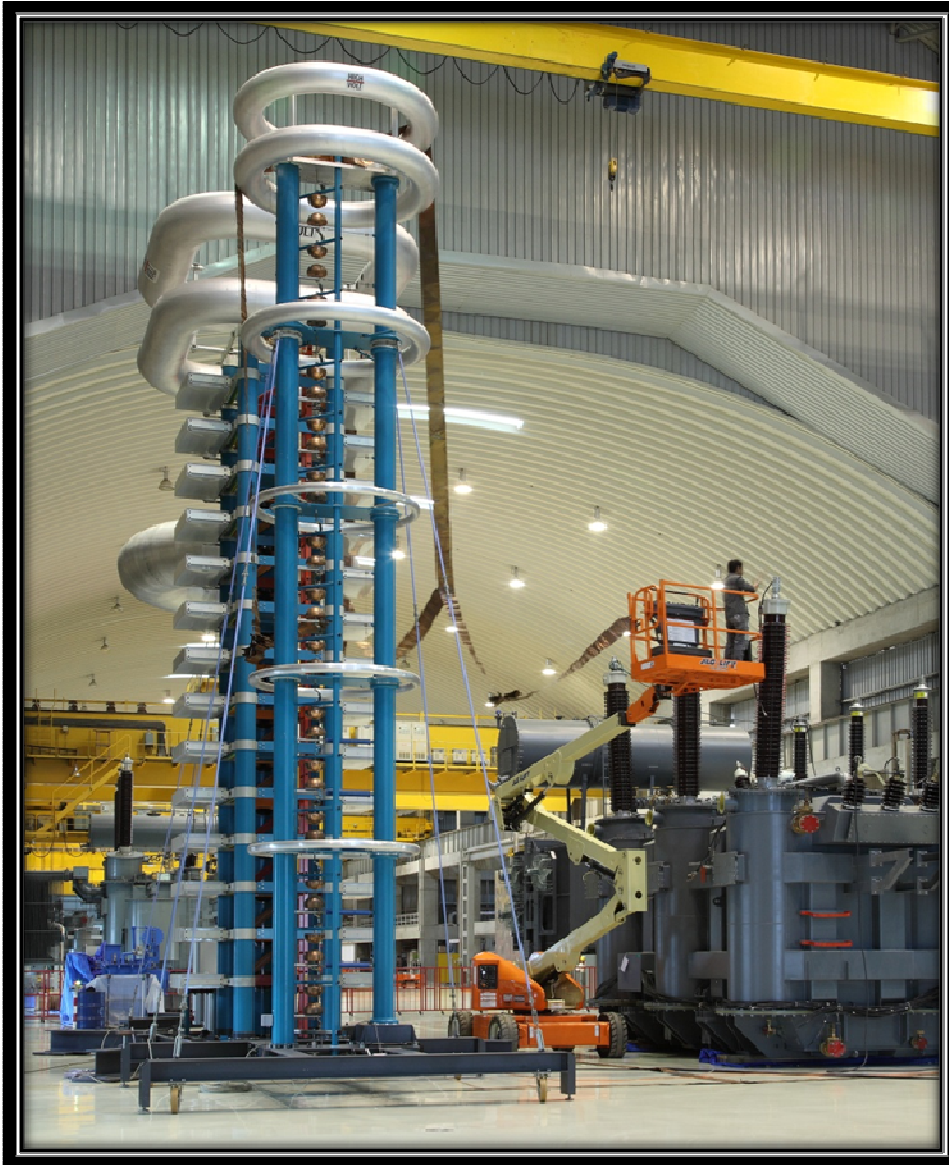
AWARDS & ACCOLADES



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.

NABL
National Accreditation Board for
Testing and Calibration Laboratories
Department of Science & Technology, India

CERTIFICATE OF ACCREDITATION

**POWER TRANSFORMER TESTING LABORATORY,
TRANSFORMERS & RECTIFIERS (INDIA) LTD.**
has been assessed and accredited in accordance with the standard
ISO/IEC 17025:2005
"General Requirements for the Competence of Testing & Calibration Laboratories"
for its facilities at
Survey No.: 427P/3-4 & 431 P/1-2, Opp. Nova Petrochemical, Sarkhej Bavla Highway,
Post: Moraiya, Tal: Sanand, Dist, Ahmedabad, Gujarat
in the discipline of
ELECTRICAL TESTING

(To see the scope of accreditation of this laboratory, you may also visit NABL website www.nabl-india.org)

Certificate Number T-2837
Issue Date 11/02/2014
Valid Until 10/02/2016

This certificate remains valid for the Scope of Accreditation as specified in the annexure subject to continued satisfactory compliance to the above standard & the additional requirements of NABL.

Signed for and on behalf of NABL

Jagat Patel
Convenor

Anil Relia
Director

Dr. T. Ramasami
Chairman

Quality Assurance



We believe quality endorses the operational integrity of our brand

BUREAU VERITAS
Certification



Certification
Awarded to
TRANSFORMERS & RECTIFIERS (INDIA) LTD.



SURVEY No. 427P/3-4 & 431P/1-2,
OPP. NOVA PETROCHEMICAL, SARKHEJ -BAVLA HIGHWAY,
POST: MORAIYA, TALUKA SANAND, DIST: AHMEDABAD – 382 213, GUJARAT, INDIA.

Bureau Veritas Certification (India) Private Limited certify that the Management System of the above organisation has been audited and found to be in accordance with the requirements of the standards detailed below

STANDARDS

ISO 9001:2008 & ISO 14001:2004

SCOPE OF SUPPLY

DESIGN, MANUFACTURE & SERVICE OF POWER TRANSFORMERS
(Up to 500 MVA, 765kV Class), FURNACE TRANSFORMERS AND
CONVERTER DUTY TRANSFORMERS (UP TO 63 MVA, 33kV CLASS).

PERMITTED EXCLUSIONS (UNDER ISO 9001:2008)
Nil

Original Approval Date: 15 November 2011
Next Recertification Due Before: 16 August 2014

Subject to the continued satisfactory operation of the organisation's Management System, this certificate is valid until: 14 November 2014

To check this certificate validity please +91 22 6695 6300 call:

Further clarifications regarding the scope of this certificate and the applicability of the Management System requirements may be obtained by consulting the organisation.

Certificate Number: IND11.6803U/QE



R. K. SHARMA
Director



Bureau Veritas Certification
using the accreditation
certificate number 008

008

Certification / Managing Office Address: "Marwah Centre" 6th Floor, Krishanlal Marwah Marg,
Opp. Ansa Industrial Estate, Off Saki Vihar Road, Andheri (East), Mumbai – 400 072, India.

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Certificate Number: IND11.6803HS



R. K. SHARMA
Director

Certification / Managing Office Address: "Marwah Centre" 6th Floor, Krishanlal Marwah Marg,
Opp. Ansa Industrial Estate, Off Saki Vihar Road, Andheri (East), Mumbai – 400 072, India.

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POWER OF

“WE”



2007-08



2009-10



2010-11



2011-12

Awarded with "Best Equipment Supplier" Award - 2011-2012 from one of the major utilities in Western India, GETCO (Gujarat Energy Transmission Company) for THE FOURTH TIME consequently. It is graded on five major parameters, in respect of Achieving stipulated delivery, After sales services, Quality of the product, Basic engineering and Quality of tender submission.



**transformers &
rectifiers (india) ltd**

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THANK YOU

www.transformerindia.com