



 **transformers &
rectifiers (india) ltd**

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

Q3 - FY 2016-17 - Presentation

3rd February, 2017

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FINANCIALS - Q3 (STANDALONE)



Particulars (Rs. in Lacs)	Q3 FY 2017	Q3 FY 2016	9 Month FY 2017	9 Month FY 2016	FY 2016
Net Sales / Income from Operations	19167	12642	61408	32832	57637
Other Income	77	146	288	339	504
Total Income	19244	12788	61696	33171	58141
Expenditure					
Cost of Raw Materials	14789	10390	48156	26691	46386
Employee Cost	661	524	1915	1687	2279
Other Expenditure	2124	1407	5837	4341	6101
Depreciation	345	350	1027	1012	1348
Finance Cost	939	803	2791	2309	3281
PBT	386	(686)	1970	(2869)	(1254)
Tax	148	(242)	697	(941)	(400)
PAT	238	(444)	1273	(1928)	(854)
EBITDA	1670	467	5788	452	3375
<i>EBITDA Margin</i>	9%	4%	9%	1%	6%
<i>PBT Margin</i>	2%	(5%)	3%	(9%)	(2%)
<i>PAT Margin</i>	1%	(4%)	2%	(6%)	(1%)

MAJOR HIGHLIGHTS



- The Company has successfully completed execution of its Largest 3rd Party Export order of 300 No 40 MVA Transformers to Algeria.
- The Company has been awarded the order for 40 No. of 15MVA and 40 No. of 20MVA Power Transformers with Natural/synthetic Ester Oil of 66 kV Class amounting to Rs. 92 Crores from GETCO.
- The Company has been awarded the order for 232 No. of Inverter Duty Transformers and 19 No. of Power Transformers upto 110 kV Class amounting to Rs. 96 Crores from Adani Group for solar power project.
- The Company has order book of 29564 MVA valuing Rs. 960 Cr as on 31st December, 2016.

MAJOR HIGHLIGHTS



- During the Q3FY2017, the Company reported growth of 52% in Total revenue as compared to corresponding Q3FY2016
- During the Q3FY2017, the Company reported EBIDTA of Rs. 17 Cr i.e. 9% of Revenue as compared to EBIDTA of Rs. 5 Cr i.e. 4% of Revenue during Q3FY2016
- During the 9Month FY2017, the Company reported growth of 87% in Total revenue as compared to corresponding 9Month FY2016
- During the 9Month FY2017, the Company reported EBIDTA of Rs. 58 Cr i.e. 9% of Revenue as compared to EBIDTA of Rs. 5 Cr i.e. 1 % of Revenue during 9Month FY2016

OPERATIONAL PERFORMANCE



Production and Sales

Particulars	Q3 FY'2017	Q3 FY'2016	9Month FY'2017	9Month FY'2016	FY'2016
Revenue (In Lacs)	19167	12642	61408	32832	57637
Production (MVA)	4896	3930	18384	9358	15973
Sales (MVA)	5721	2965	17739	8574	15739

(* includes only Transformers sales)

OPERATIONAL PERFORMANCE



❖ Sales Breakup - Customer Segment

The break-up of the sales achieved by the Company among Utility segment (SEBs, PGCIL, NTPC etc.), Industrial segment (including furnace, rectifier, power and distribution) and Third party exports (utilities & power) is as under:

Particulars	Q3 FY 2017		Q3 FY 2016		9 Month FY 2017		9 Month FY 2016		FY 2016	
	Rs. (In Lacs)	%	Rs. (In Lacs)	%	Rs. (In Lacs)	%	Rs. (In Lacs)	%	Rs. (In Lacs)	%
Utilities (SEBs, PGCIL, NTPC etc.)	2929	15%	7383	58%	15518	25%	16175	49%	20863	36%
Industrial	4300	23%	4567	36%	10403	17%	8760	27%	21919	38%
Third Party Exports (Utilities & Power)	11938	62%	692	6%	35487	58%	7897	24%	14855	26%
Total	19167	100	12642	100	61408	100	32832	100	57637	100

(* includes only Transformers sales)



INFRASTRUCTURE

1000 Sq. meter, 25 meter high test bay with shielding suitable for partial discharge measurements

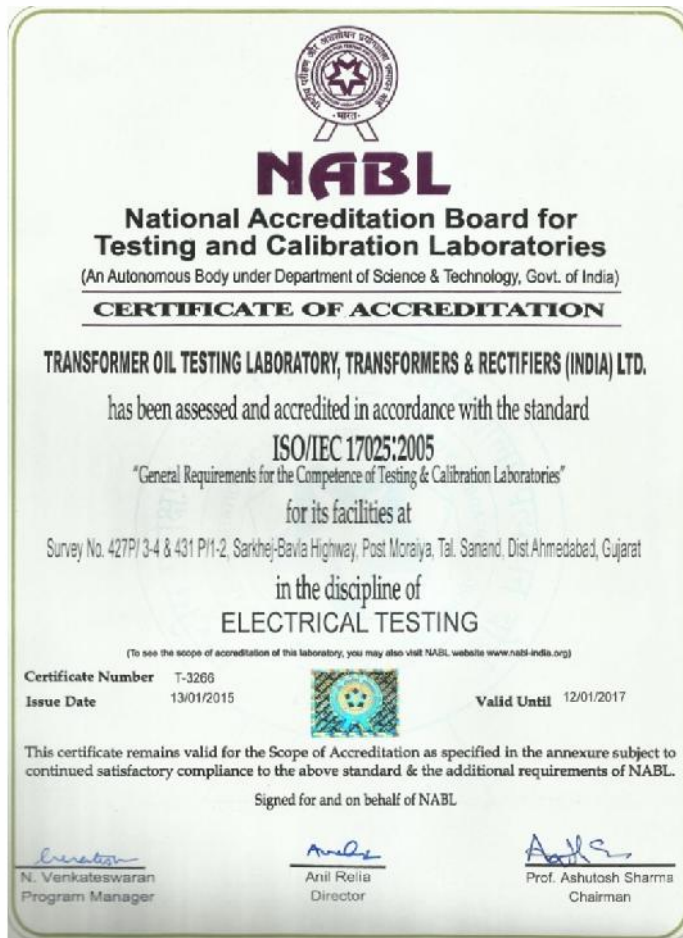
Test Sources

- 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)

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





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THANK YOU

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