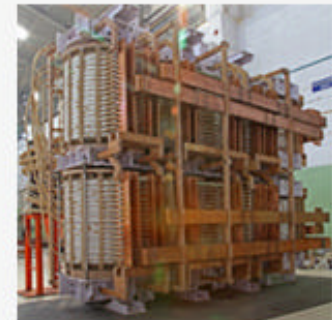


Q4 FY'2011- Presentation
22nd April'2011



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■ FINANCIALS Q4-STANDALONE



Particulars (Rs. Lacs)	Q4 FY' 2011	Q4 FY'2010	FY'2011	FY'2010
Net Sales/Income from Operations	22,369	21,514	54,122	51,896
Expenditure	-	-	-	-
Increase/Decrease in stock in trade	1,111	4,204	(3,285)	34
Consumption of raw materials	17,390	12,664	45,436	38,298
Purchase of Traded Goods	-	-	71	-
Employee Cost	500	411	1,608	1,286
Other Expenditure	1,190	937	3,999	4,329
Depreciation	144	135	579	441
Interest	189	187	411	470
Other Income	231	157	580	424
PBT	2,076	3,133	5,883	7,462
Tax	615	1,138	1,872	2,511
PAT	1,461	1,995	4,011	4,951
EBIDTA	2,409	3,455	6,873	8,373
EBIDTA Margins	11.00%	16.00%	12.70%	16.13%
PBT Margin	9.28%	14.46%	11.00%	14.38%
PAT Margin	7.00%	9.27%	7.41%	9.54%

■ FINANCIALS-CONSOLIDATED



Particulars (Rs. Mn)	FY2009	FY2010	FY2011
Net Sales	4,305	5,245	5,473
Other income	113	40	55
EBIDTA	786	874	729
EBIT	758	827	667
PAT	452	513	421
Equity	129	129	129
Net worth	2,484	2,925	3,263
Debt (including Deferred Tax liability)	619	774	758
Net Block	864	1,074	1,153
Net Current Assets (excluding cash)	1,346	1,306	2328
Cash & Bank balances (Including FD)	154	1,338	563
Total Capital Employed	3,093	3,646	3,951
EBIDTA Margins	21%	17%	13%
PAT Margins	16%	11%	8%
ROCE(%)	24%	26%	18%
ROE (%)	18%	19%	12%

■ FINANCIAL PERFORMANCE STANDALONE (Year – On – Year)

Particulars (Rs. In Lacs)	FY' 2010	FY'2011
Revenue	52,321	54,702
Sales	51,510	53,357
EBIDTA	8,373	6,872
PBT	7,462	5,883
PAT	4,951	4,011

OPERATIONAL PERFORMANCE

PRODUCTION & SALES

Particulars	Q4 FY'2010	Q4 FY'2011	% Change (Qtr-o-Qtr)	FY'2010	FY'2011	% Change (Y-o-Y)
Production (MVA)	4,913	6663	36%	12,128	13,527	12%
Sales (MVA)	5,261	5788	10%	11,498	12,557	9%
Sales (Rs. In Lacs)	20,757	21,256	2%	49,517	51,142	3%
Realisation per MVA (Rs. In Lacs)	4.01	3.37		4.45	4.07	

■ 2011 – CROSSING THE INFLEXION POINT



- Supplied 400 KV Transformer to a SEB – an important PQ for PGCIL, paving way for strong growth in this space from FY 2012.
- Entered into a J/V arrangement with ZTG, Ukraine – (a leading global manufacturer of Power Transformers) specification for 765 KV class transformers, submitted bids to PGCIL for 765 KV Transformers & is L1 for 7 Nos. of 765 KV Transformers.
- Supply of 765 KV Transformers to PGCIL will automatically qualify T & R for supply of 400 KV Transformers.
- Participated in a Development Project for design, manufacturing & supply of 1200 KV Transformer to PGCIL – one of the 5 vendors in this category; the other 4 being Crompton, Vijai Electrical, Siemens & BHEL. The 1200 KV Transformer targeted to be supplied in June, 2011.

■ Major highlights Q4-FY'2011

- TRIL has successfully executed order for the supply of 315 MVA 400 KV class transformer to a State Electricity Board in Q4 FY'2011. This order was executed in the new Moraiya unit and is the highest rating transformer in terms of voltage KV class supplied by the company till date.



■ OPERATIONAL PERFORMANCE

SALES BREAKUP – CUSTOMER SEGMENTS

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:

	Q4 FY'2010		Q4 FY'2011		FY'2010		FY'2011	
	Rs. in Lacs	%	Rs. in Lacs	%	Rs. in Lacs	%	Rs. in Lacs	%
Utilities (SEBs, PGCIL and NTPC)	11,879	57%	11,950	56%	27,323	55%	27,006	53%
Industrial	8,878	43%	9,306	44%	22,194	45%	24,136	47%
Total	20,757	100%	21,256	100%	49,517	100%	51,142	100%

Exports: The company has achieved export sales of Rs. 6393 Lacs for FY'2011.

■ OPERATIONAL PERFORMANCE

SALES BREAKUP – PRODUCT SEGMENTS

Sales position relating to Power, Distribution and industrial transformers (Furnace, rectifier transformer and other special transformers) as a percentage of total sales is as under:

	Q4 FY'2010		Q4 FY'2011		FY'2010		FY'2011	
	Rs. in Lacs	%	Rs. in Lacs	%	Rs. in Lacs	%	Rs. in Lacs	%
Industrial (Furnace & Rectifier)	817	4%	1,218	6%	4,522	9%	5,692	11%
Power & Distribution	19,940	96%	20,038	94%	44,995	91%	45,450	89%
Total	20,757	100%	21,256	100%	49,517	100%	51,142	100%

■ ORDER BOOK POSITION

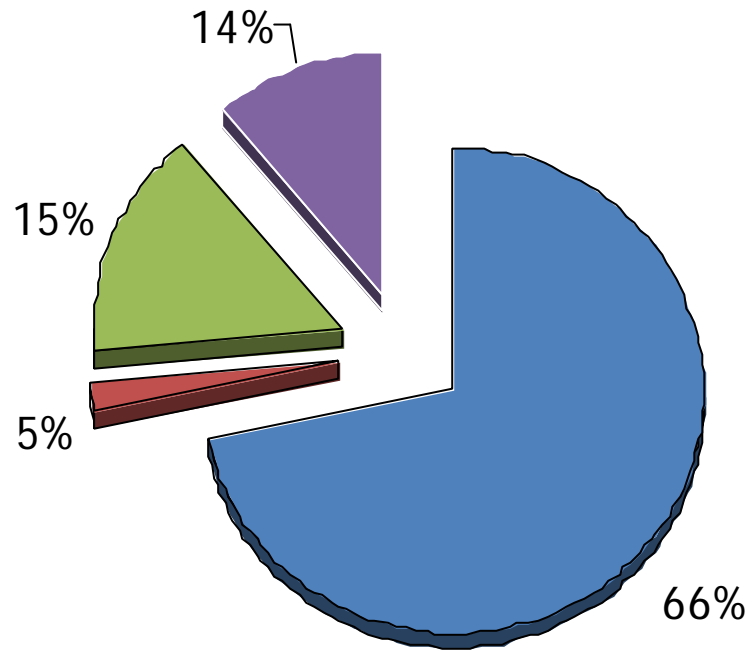
Order Book Break As on date

Type	MVA	In Lacs
Power	6,253	21,587
Distribution	254	1,821
Furnace/ Rectifier	462	4,928
Exports	780	4,524
	7,749	32,860

(Excludes the tender of 7 transformers of 765 KV class bid jointly where company is L1.)

- As on 31st March'2011, the Company has an unexecuted order book position of Rs.262 Crores.

ORDER BOOK GRAPH



■ Power Transformers

■ Distribution Transformers

■ Furnace & Rectifier Transformers

■ Export

■ ORDER BOOK POSITION

- Division of our order book Transformer KV Class – wise is shown as below.

Unexecuted Order Book-KV Class wise		
Transformer Class	Order Book (Rs. In Lac)	%
Up to 33 KV Class	9,946	30%
>34 KV & =131 KV	5,306	16%
>132 KV & =219 KV	8,438	26%
>220 KV & =399 KV	9,170	28%
Total	32,860	100%

■ IN-HOUSE TESTING CAPACITIES

- State of the art testing facilities to perform all routine and special tests, available at each plant.
- Includes 1200 KVP impulse generation for carrying out impulse test, Capacitor Bank for load loss test, voltage divider for high voltage test, heat run test, etc.
- Moraiya unit equipped to test Transformers up to 1200 KV class, except for Type Test, which is outsourced by all Indian Transformer Manufacturers.
- Every Transformer is 100% Tested before dispatch.



■ QUALITY ASSURANCE

We believe quality endorses the operational integrity of our brand

Other than traditional quality functions our focus is on:

- Total Quality Management
- Planning, implementation and monitoring improvement plan
- Investigations and preventive actions on critical quality issues
- Training & Development





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THANK YOU