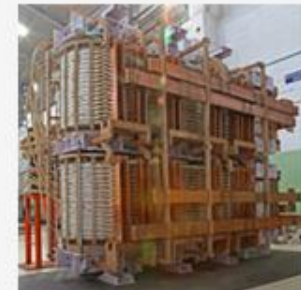


Q2 FY'2013- Presentation
08th Nov'2012



THE **POWER** TO TRANSFORM



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- More than 6500 transformers installed globally
- Manufacturers of
 - Power Transformer up to 1150 kV class
 - Distribution Transformers 500KVA onwards
 - Furnace / Rectifier Transformers up to 120 kA
- Integrated Installed capacity of 23200 MVA

FINANCIALS Q2-STANDALONE

Particulars (Rs. Lacs)	Q2 FY' 2013	Q2 FY' 2012	H1 FY' 2013	H1 FY' 2012	FY' 2012
Net Sales/Income from Operations	6,849	13,960	15,381	27,539	51,375
Other Income	107	188	277	293	666
Total Income	6,956	14,148	15,658	27,832	52,041
Expenditure					
Increase/Decrease in stock in trade	(2,347)	(1,558)	(3,475)	(1,106)	(35)
Consumption of raw materials	7,741	13,387	15,486	23,379	42,469
Employee Cost	338	430	682	817	1,654
Other Expenditure	1,219	1,233	2,497	2,611	5,206
Depreciation	166	152	334	293	611
Finance Cost	218	209	405	386	818
PBT	(379)	295	(271)	1,452	1,318
Tax	(27)	83	9	462	400
PAT	(352)	212	(280)	990	918
EBIDTA	5	656	468	2,131	2,747
EBIDTA Margins (In %)	-	5	3	8	5
PAT Margin (In %)	(5)	2	(2)	4	2

■ Major Highlights during Q2 FY'2013

- Company has received second order from GETCO for 1 nos of 315 MVA 400/220/330 KV transformer.
- Company has received single order for total 14 nos of 100 MVA 220 kv transformer from GETCO.
- Company has received first time export order in FIGI for 3 nos of 6.25 MVA, 8.5 MVA, 2.5 MVA transformer.
- Company has received Export Order of 6 nos 60 MVA 132/34.5 kv transformer.
- Prestigious order received for generator, station & UAT (Unit Auxiliary Transformer) for total 252 MVA which is from one of the independent power producer Shri Girija Alloys & Power.
- Company has received breakthrough order of 1 nos 100 MVA 220 kv from Jharkhand State Electricity Board.

FINANCIAL PERFORMANCE STANDALONE (Qtr – On – Qtr)

Particulars (Rs. In Lacs)	Q2 FY'2013	Q2 FY'2012	FY'2012
Sales	6,453	12,923	47,829
EBIDTA	5	656	2,747
PBT	(379)	295	1,318
PAT	(352)	212	918

PRODUCTION & SALES

Particulars	Q2 FY'2013	Q2 FY'2012	H1 FY'2013	H1 FY'2012	FY'2012
Production (MVA)	2,368	3,825	4,666	7,095	13,206
Sales (MVA)	1,563	3,001	3,497	6,149	12,195
Sales (Rs. In Lacs)	6,453	12,923	14,758	25,899	47,829
Realisation per MVA (Rs. In Lacs)	4.12	4.31	4.22	4.21	3.92

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:

	Q2 FY'2013		Q2 FY'2012		H1 FY'2013		H1 FY'2012	
	Rs. in Lacs	%	Rs. in Lacs	%	Rs. in Lacs	%	Rs. in Lacs	%
Utilities (SEBs, PGCIL and NTPC)	3,940	61%	8,022	62%	7,169	49%	13,036	50%
Industrial	2,513	39%	4,901	38%	7,589	51%	12,863	50%
Total	6,453	100%	12,923	100%	14,758	100%	25,899	100%

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:

	Q2 FY'2013		Q2 FY'2012		H1 FY'2013		H1 FY'2012	
	Rs. in Lacs	%	Rs. in Lacs	%	Rs. in Lacs	%	Rs. in Lacs	%
Power & Distribution	5,483	85%	10,493	81%	12,144	82%	21,909	84%
Industrial (Furnace & Rectifier)	970	15%	2,430	19%	2,614	18%	3,990	16%
Total	6,453	100%	12,923	100%	14,758	100%	25,899	100%

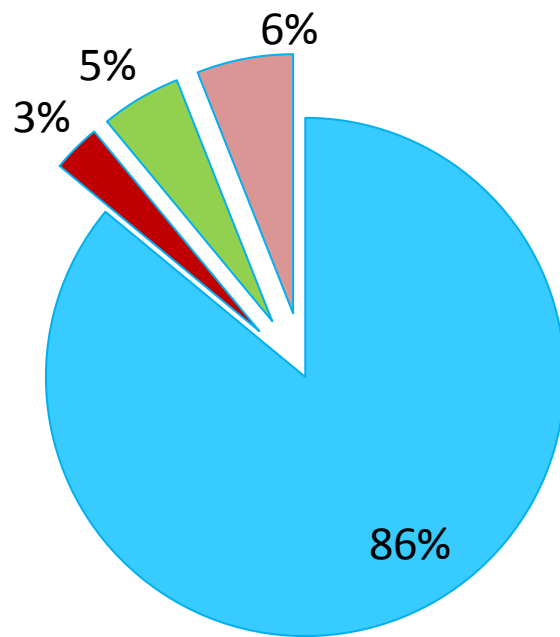
■ STRONG ORDER BOOK POSITION

Order Book Break Up As on date

Type	MVA	In Lacs	%
Power	20,279	55,315	86 %
Distribution	264	1,696	3 %
Furnace/ Rectifier	330	3,276	5 %
Exports	1,011	4,231	6 %
	21,884	64,518	100 %

- As on date, the Company has an unexecuted order book position of Rs.64,518 Lacs.

ORDER BOOK GRAPH



- Power Transformers
- Distribution Transformers
- Furnace & Rectifier Transformers
- Export

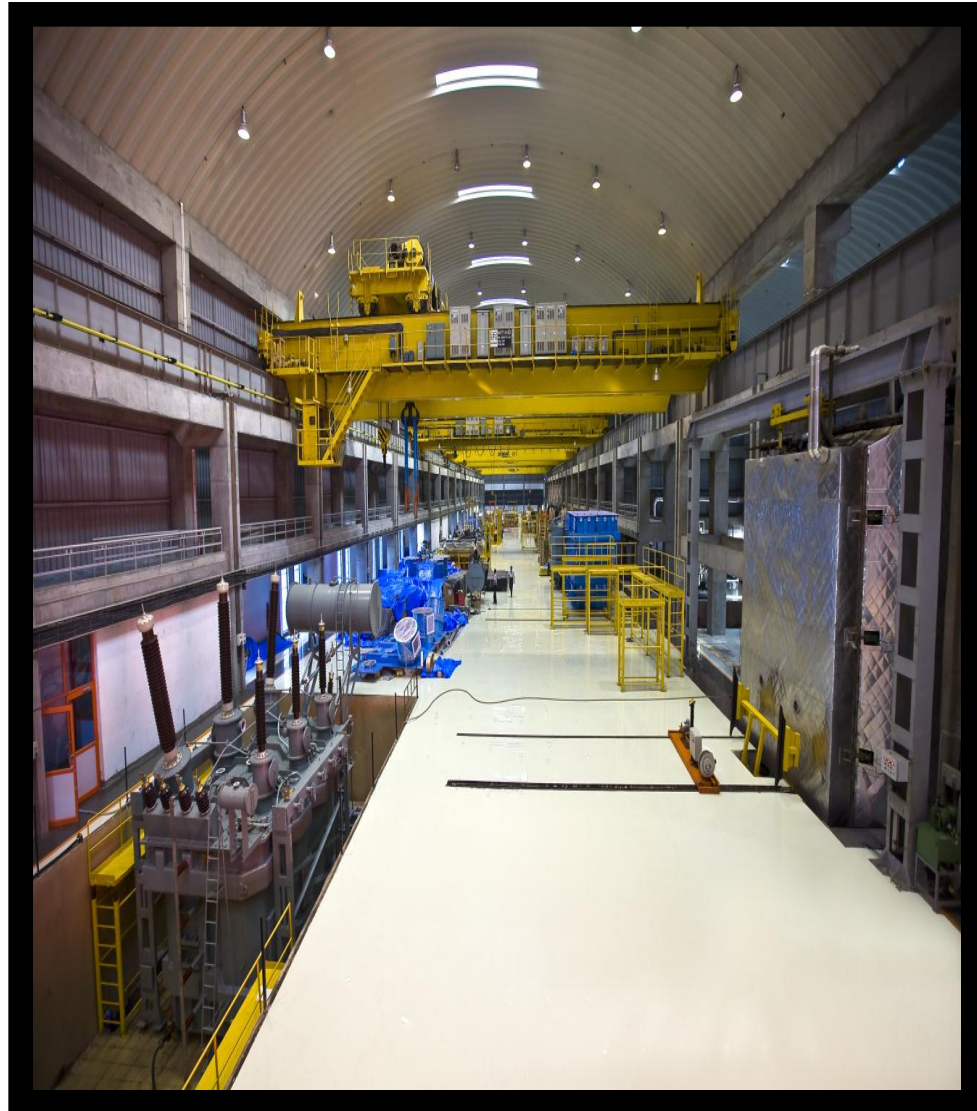
■ ORDER BOOK POSITION

- 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 Lacs)	%
Up to 33 KV Class	6,929	11%
>33 KV & < 72 KV	12,932	20%
≥ 72 KV & ≤ 219 KV	9,378	15%
>220 KV & Above	35,279	54%
Total	64,518	100%

■ STRENGTHS

- Strong order book position of Rs.645 Crore, The Unexecuted Order Book comprises of 21,884 MVA
- In-house design competency catering to niche market of furnace & rectifier transformers
- Timely and cost effective access to critical raw material components
- Comprehensive product range
- Well Equipped Testing facility at Moraiya Unit.



■ IN-HOUSE TESTING CAPACITIES

- State of the art testing facilities to perform all routine and special tests, available at each plant.
- Includes 1200 KVA 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.



We believe quality endorses the operational integrity of our brand

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: IND11.6803UQE

R. K. SHARMA
 Director

Bureau Veritas Certification using the accreditation certificate number 008
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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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BS OHSAS 18001:2007

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Certificate Number: IND11.6803HS

R. K. SHARMA
 Director

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 008

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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.



THE **POWER** TO TRANSFORM

THANK YOU