



**transformers &
rectifiers (india) ltd**

An ISO 9001:2015, ISO 14001:2015 & BS OHSAS 18001:2007 CERTIFIED

Q1 - FY 2019-20 - Presentation

14th August, 2019

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FINANCIALS - STANDALONE



Particulars (Rs. in Lakhs)	Q1 FY 2020	Q1 FY 2019	FY 2019
Revenue from Operations (Gross)	16729	22373	83282
Other Income	192	91	1023
Total Income	16921	22464	84305
Expenditure			
Cost of Raw Materials	12478	17849	65673
Employee Cost	698	737	2982
Other Expenditure	2124	2052	8672
Depreciation	454	407	1697
Finance Cost	1044	1047	4489
Profit Before Tax	123	372	792
Less : Tax	42	129	297
Add: Other Comprehensive Income	(1)	(6)	20
PAT (Inc. Comprehensive Income)	80	237	515
EBITDA	1621	1826	6978
<i>EBITDA Margin</i>	9.6%	8.1%	8.3%
<i>PAT Margin</i>	0.5%	1.1%	0.6%

FINANCIALS - CONSOLIDATED



Particulars (Rs. in Lakhs)	Q1 FY 2020	Q1 FY 2019	FY 2019
Revenue from Operations (Gross)	17305	22663	85544
Other Income	178	80	965
Total Income	17483	22743	86509
Expenditure			
Cost of Raw Materials	12463	17691	65613
Employee Cost	756	792	3240
Other Expenditure	2549	2366	10342
Depreciation	495	447	1852
Finance Cost	1080	1075	4597
Profit Before Tax	140	372	865
Less : Tax	72	129	355
Add: Other Comprehensive Income	(1)	(6)	21
PAT (Inc. Comprehensive Income)	67	237	531
EBITDA	1715	1894	7314
<i>EBITDA Margin</i>	9.8%	8.3%	8.5%
<i>PAT Margin</i>	0.4%	1.0%	0.6%

MAJOR UPDATES



- The Company has received order from Western and East-Center Railways for 5 Nos. 42 MVA Transformers.
- The Company has received order from Renewable Energy EPC Company from UP for 8 Nos. of 200 MVA Transformers and 1 No. of 160 MVA Transformers.
- The Company is lowest in Gujarat Utility Tender for 5 Nos. of 160 MVA Transformers and 2 Nos. of 150 MVA Transformers.
- The Company has received order from one prominent EPC Company of West Bengal for 12 Nos. of 31.5 MVA Transformers.
- The Company has received order from One Hydro Projects EPC company for 13 Nos. 10 to 33.3 MVA Transformers.
- The Company has received order from Zambia for 3 Nos. 20 MVA 66/11 kV Transformers.
- The Company has also received order from Bangladesh for 11 Nos. 75 MVA Transformers thru one Multinational EPC.

MAJOR HIGHLIGHTS



- The Company has order book valuing Rs. 753 Cr as on 31st July, 2019.
- During Q1FY2020, Revenue from Operations stood at Rs. 167.29 Cr, drop of 25% as compared to Rs.223.73 Cr during Q1FY2019 on account of general industry slowdown and lower dispatches in Utility Segment.
- During Q1FY2020, EBIDTA margin stood at 9.6% of Revenue as compared to 8.1% of Revenue during Q1FY2019.
- During Q1FY2020 PAT stood at Rs. 0.81 Cr i.e. 0.5% of Total Income as compared to PAT of Rs. 2.43 Cr i.e. 1.1% during Q1FY2019 on account of lower dispatches.
- During Q1FY2020, 47% of sales has been achieved from Industrial and Renewables segment.

OPERATIONAL PERFORMANCE



Particulars	Q1FY'2020		Q1FY'2019		FY'2019		FY'2018		FY'2017	
Sales MVA										
Up to 220kV	2193		3471		16294		8366		15575	
Above 220kV	2100		2745		5515		13500		8043	
Particulars	Q1FY'2020		Q1FY'2019		FY'2019		FY'2018		FY'2017	
Sales Breakup - Customer Segment	(Rs. In Crore)	%	(Rs. In Crore)	%	(Rs. In Crore)	%	(Rs. In Crore)	%	(Rs. In Crore)	%
Utilities (SEBs, PGCIL, Railways etc.)	79	47%	140	62%	540	65%	315	46%	214	27%
Industrial (incl. renewables)	78	47%	42	19%	218	26%	308	45%	221	28%
Exports (Incl. Third Party Exports)	10	6%	42	19%	75	9%	62	9%	367	45%
Total	167	100%	224	100%	833	100%	685	100%	802	100%

STRENGTH



In-house technical & design capabilities

- Design & engineering capabilities developed indigenously & in-house enabling the company to achieve greater customization and cater to niche segments
- Designs structured so as to minimize the losses occurring within the transformer
- Unique distinction of being approved by utilities for power transformers up to 400 kV class without any external technological support

Cost Advantage

- Backward integration providing timely & cost-effective access to critical raw material components
- Installation of new machines (oven) has helped reduce cycle time to manufacture transformers

Wide product portfolio and customer base

- Manufacturing entire range of transformers including power generation, T&D, industrial and certain special transformers
- One of the largest manufacturers of furnace transformers
- Preferred supplier to many utilities & industrial companies in India
- Exported transformers to countries such as England, Canada, U.A.E., South Africa, Saudi Arabia & Indonesia

Well positioned to move up the value chain

- Manufacturing customized transformers & providing requisite on-site and after-sales service support
- Robust business model with revenues split almost equally between utilities & industries
- In house capabilities and self reliance by way of backward integration.
- Supported with strong technical collaboration with ZTR for 765 Kv transformer & with Fuji for 400/765 KV reactors and 400 Kv generator transformer.
- KEMA, Netherlands BV, the world renowned short circuit testing laboratory, Successfully tested our 315 MVA, 400/220/33 kV, 3 phase autotransformer

PRODUCT PORTFOLIO



Distribution Transformers



Furnace Transformers



Power Transformers

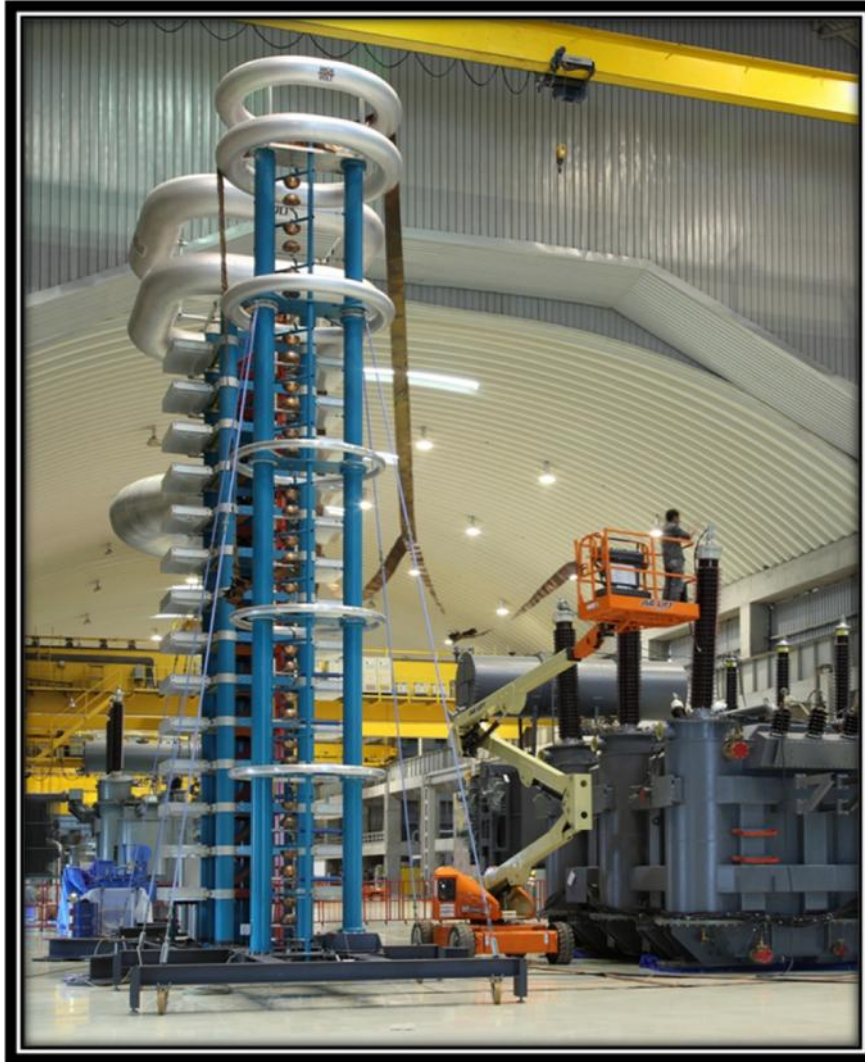


Rectifier Transformers



Classification of transformers	Range	Types
Power Transformer	Upto 1200 kV class	Generator transformer, Unit Auxiliary transformers, Step up & Step down transformers, Interconnecting Auto transformers, Dual Voltage Primary or Secondary Three winding transformers
Shunt Reactor	Upto 765 kV class	Reactors upto 765 kV class
Distribution Transformers	160 kVA and above	Earthing transformers, Three winding transformers, Step up & Step down transformers, Dual voltage Primary or Secondary
Furnace Transformers	105 kA and above	Arc Furnace, Induction Furnace, Laddle Arc Furnace and Submerged Arc Furnace transformers
Rectifier Transformers	Upto 160 kA DC	For DC power sources for Melt and Chemical Industries

TESTING LAB FACILITY



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)



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THANK YOU

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