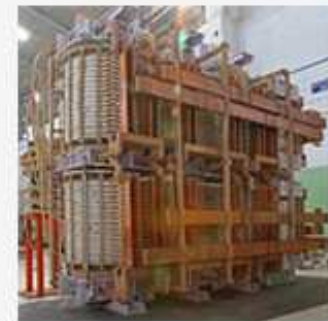


Q2 FY'2014- Presentation  
29th Oct'2013



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' 2014	Q2 FY' 2013	H1 FY' 2014	H1 FY' 2013	FY' 2013
Net Sales/Income from Operations	14,837	6,849	23,329	15,381	50,968
Other Income	91	107	136	277	523
Total Income	14,928	6,956	23,465	15,658	51,491
<u>Expenditure</u>					
(Increase)/Decrease in stock in trade	(2,172)	(2,347)	(3,626)	(3,475)	(86)
Consumption of raw materials	13,395	7,741	22,181	15,486	42,361
Employee Cost	456	338	858	682	1,426
Other Expenditure	1,962	1,219	3,501	2,497	5,461
Depreciation	235	166	462	334	698
Finance Cost	455	218	814	405	1,023
PBT	597	(379)	(725)	(271)	608
Tax	206	(27)	(223)	9	134
PAT	391	(352)	(502)	(280)	474
EBIDTA	1,287	5	551	468	2,329
EBIDTA Margins (In %)	9	-	2	3	5
PAT Margin (In %)	3	(5)	(2)	(2)	1

## ■ Major Highlights during Q2 FY'2014

- GETCO awarded order for EHV class Transformers – 33 nos. total of 3935 MVA amounting to Rs. 123 Cr.
- Received Adani Power Order for 63MVA, 400kV class reactor – 2nos. For Mundra Project
- Received order from Central American Utility EEQ (Through EEI, Miami) for 10MVA & 6.25MVA, 46kV class & 2.5MVA, 23kV class transformers
- Received Order from OPG Group for 1no. 315MVA, 400kV class Transformer (GETCO specification)
- Received order from Ircon for 10 nos. 45MVA, 66kV Class transformers for DMRC project.
- Received Rectifier Transformer orders from TNPL & Travancor – 45MVA & 4.6 Cr
- Received Repeat Order for 7 nos. 25MVA, 66kV class Transformers from Tata Power
- Received HVPNL order for 6 nos. 50MVA, 132kV Class Transformers

## FINANCIAL PERFORMANCE STANDALONE (Qtr – On – Qtr)

Particulars (Rs. In Lacs)	Q2 FY'2014	Q2 FY'2013	FY'2013
<b>Sales</b>	<b>13,038</b>	<b>6,453</b>	<b>49,431</b>
<b>Service Income</b>	<b>1,669</b>	<b>37</b>	<b>196</b>
<b>EBIDTA</b>	<b>1,287</b>	<b>5</b>	<b>2,329</b>
<b>PBT</b>	<b>597</b>	<b>(379)</b>	<b>608</b>
<b>PAT</b>	<b>391</b>	<b>(352)</b>	<b>474</b>

## PRODUCTION & SALES

Particulars	Q2 FY'2014	Q2 FY'2013	H1 FY'2014	H1 FY'2013	FY'2013
<b>Production (MVA)</b>	<b>3,905</b>	<b>2,368</b>	<b>7,024</b>	<b>4,666</b>	<b>13,217</b>
<b>Sales (MVA)</b>	<b>4,034</b>	<b>1,563</b>	<b>7,572</b>	<b>3,215</b>	<b>12,786</b>
<b>Sales * (Rs. In Lacs)</b>	<b>13,038</b>	<b>6,453</b>	<b>21,342</b>	<b>14,894</b>	<b>49,431</b>
<b>Realization per MVA (Rs. In Lacs)</b>	<b>3.23</b>	<b>4.12</b>	<b>2.82</b>	<b>4.63</b>	<b>3.87</b>
<b>Service Income (Rs. In Lacs)</b>	<b>1,669</b>	<b>37</b>	<b>1,735</b>	<b>50</b>	<b>196</b>

(\* includes only Transformers sales)

## 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'2014		Q2 FY'2013		H1 FY'2014		H1 FY'2013	
	Rs. in Lacs	%	Rs. in Lacs	%	Rs. in Lacs	%	Rs. in Lacs	%
<b>Utilities (SEBs, PGCIL and NTPC)</b>	<b>9,701</b>	<b>74%</b>	<b>3,940</b>	<b>61%</b>	<b>14,265</b>	<b>67%</b>	<b>7,999</b>	<b>54%</b>
<b>Industrial</b>	<b>3,337</b>	<b>26%</b>	<b>2,513</b>	<b>39%</b>	<b>7,077</b>	<b>33%</b>	<b>6,895</b>	<b>46%</b>
<b>Total</b>	<b>13,038</b>	<b>100%</b>	<b>6,453</b>	<b>100%</b>	<b>21,342</b>	<b>100%</b>	<b>14,894</b>	<b>100%</b>



## 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'2014		Q2 FY'2013		H1 FY'2014		H1 FY'2013	
	Rs. in Lacs	%	Rs. in Lacs	%	Rs. in Lacs	%	Rs. in Lacs	%
<b>Power &amp; Distribution</b>	<b>12,184</b>	<b>93%</b>	<b>5,483</b>	<b>85%</b>	<b>19,765</b>	<b>93%</b>	<b>12,280</b>	<b>82%</b>
<b>Industrial (Furnace &amp; Rectifier)</b>	<b>854</b>	<b>7%</b>	<b>970</b>	<b>15%</b>	<b>1,577</b>	<b>7%</b>	<b>2,614</b>	<b>18%</b>
<b>Total</b>	<b>13,038</b>	<b>100%</b>	<b>6,453</b>	<b>100%</b>	<b>21,342</b>	<b>100%</b>	<b>14,894</b>	<b>100%</b>

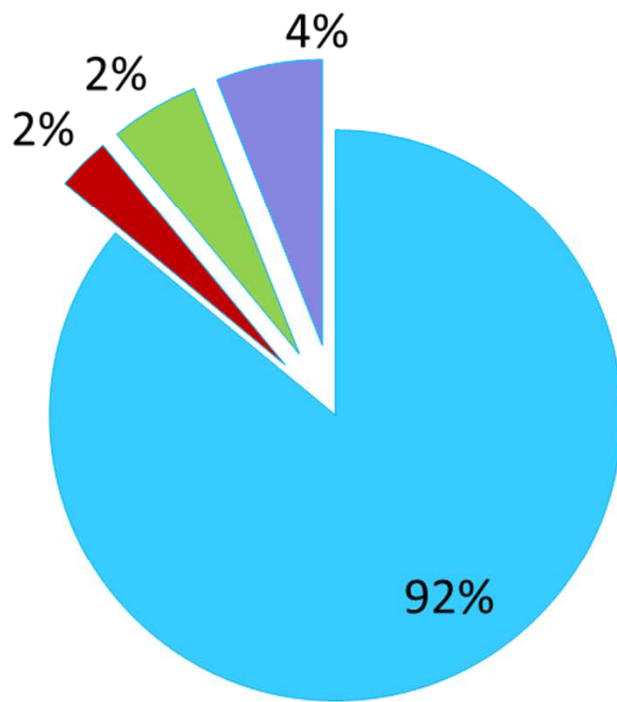
## ■ STRONG ORDER BOOK POSITION

### Order Book Break Up As on 01<sup>st</sup> Oct 2013

Type	MVA	In Lacs	%
Power	18,535	65,135	92 %
Distribution	247	1,595	2 %
Furnace/ Rectifier	242	1,618	2 %
Exports	485	2,450	4 %
	19,509	70,798	100 %

- As on 01<sup>st</sup> Oct,2013, the Company has an unexecuted order book position of Rs.70,798 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.

<b>Unexecuted Order Book-KV Class wise</b>		
<b>Transformer Class</b>	<b>Order Book (Rs. In Lacs)</b>	<b>%</b>
<b>Up to 33 KV Class</b>	<b>4,092</b>	<b>6%</b>
<b>&gt;33 KV &amp; &lt; 72 KV</b>	<b>27,289</b>	<b>39%</b>
<b>≥ 72 KV &amp; ≤ 219 KV</b>	<b>7,833</b>	<b>11%</b>
<b>≥ 220 KV &amp; ≤ 399 KV</b>	<b>13,549</b>	<b>19%</b>
<b>≥ 400 KV &amp; ≤ 764 KV</b>	<b>9,995</b>	<b>14%</b>
<b>≥ 765 KV &amp; Above</b>	<b>8,040</b>	<b>11%</b>
<b>Total</b>	<b>70,798</b>	<b>100%</b>

## ■ STRENGTHS

- Strong order book position of Rs.708 Crore, The Unexecuted Order Book comprises of 19,509 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.



# QUALITY ASSURANCE



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

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Certificate Number: IND11.6803UQE



R. K. SHARMA  
Director



Bureau Veritas Certification using the accreditation certificate number 008

008

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

## 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

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