

Q2 FY'2016- Presentation
2nd Nov'2015



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 33200 MVA

■ FINANCIALS Q2-STANDALONE



Particulars (Rs. Lacs)	Q2 FY' 2016	Q2 FY' 2015	H1 FY' 2016	H1 FY' 2015	FY'2015
Net Sales/Income from Operations	13,979	12,404	20,190	27,077	54,169
Other Income	88	87	193	153	351
Total Income	14,067	12,491	20,383	27,230	54,520
<u>Expenditure</u>					
Cost of Goods Sold	11,252	10,229	16,301	21,897	43,109
Employee Cost	538	563	1,163	1,127	2,307
Other Expenditure	1,508	1,634	2,934	2,915	6,098
Depreciation	332	296	662	572	1,200
Finance Cost	788	751	1,506	1,566	2,767
PBT	(351)	(982)	(2,183)	(847)	(961)
Tax	(116)	(322)	(699)	(278)	(316)
PAT	(235)	(660)	(1,484)	(569)	(645)
EBIDTA	769	65	(15)	1,291	3,006
EBIDTA Margins	6%	1%	-	5%	6%
PAT Margin	(2%)	(5%)	(7%)	(2%)	(1%)

■ Major Highlights during Q2 FY'2016

- The Company has successfully manufactured, tested and supplied 1st lot of third party export order for 20 transformers.
- The Company has received order for total 4 nos transformers, includes 2 nos 160 MVA 220/66 kV Power Transformer and 2 nos 500 MVA 400/220/33 kV Auto transformer from one of the SEB's.
- The Company has received order for 2 nos. 315 MVA 400/230/33 kV and 3 nos. 200 MVA 400/110/33 kV Auto transformers through one of the SEB's.
- The Company has received order for 2 nos 80/100 MVA, 220/33 kV Power transformers for 200 MW wind farm pooling sub-station project from one of the EPC.
- Secured order for 315 MVA, 400/220/33 kV, three phase Auto transformer through one of the SEB's.
- Secured order for 26.34 MVA, 333/387.01-232.1 rectifier duty transformer from one of the EPC.

- During the quarter the Company achieved total revenue of Rs. 14,067 Lacs as compared to Rs. 12,491 Lacs during Q2 FY2015. EBIDTA for the Q2FY16 was Rs. 769 Lacs as compared to EBIDTA of Rs. 65 Lacs in Q2FY15 and PBT was negative to the tune of Rs. 351 Lacs.
- During the Half Year total revenue stood at Rs. 20,383 Lacs as compared to Rs. 27,230 Lacs during H1 FY2015. During H1 FY16, the Company reported EBIDTA remained negative to the tune of Rs.15 Lacs as compared EBIDTA of Rs 1,291 Lacs during H1 FY15.
- The Company has order book of 22,240 MVA amounting to Rs.880 Crores as on 1st Oct, 2015.
- The Company is expecting order for 6 nos 500 MVA 400 kV and break-through order of 5 nos 125 MVAr 400 kV reactors wherein the Company is L1 in competitive bidding; total value of the order would be Rs. 70 Crores.

PRODUCTION & SALES

Particulars	Q2 FY'2016	Q2 FY'2015	H1 FY'2016	H1 FY'2015	FY'2015
Revenue (In Lacs)	13,979	12,404	20,190	27,077	54,169
Production (MVA)	3,273	3,141	5,428	6,609	15,925
Sales (MVA)	4,302	3,018	5,609	5,897	15,004

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'2016		Q2 FY'2015		H1 FY'2016		H1 FY'2015	
	Rs. in Lacs	%	Rs. in Lacs	%	Rs. in Lacs	%	Rs. in Lacs	%
Utilities (SEBs, PGCIL and NTPC)	4,433	32%	8,774	71%	8,580	42%	20,044	74%
Industrial	9,546	68%	3,630	29%	11,610	58%	7,033	26%
Total	13,979	100%	12,404	100%	20,190	100%	27,077	100%

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We believe quality endorses the operational integrity of our brand



NABL Accredited Test Lab



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AWARDS & ACCOLADES

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.



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THANK YOU