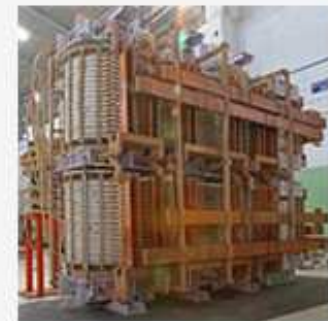


Q1 FY'2016- Presentation

07th Aug'2015



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■ Highlights Of The Q1 FY 2016



- The Company has been awarded the order for supply of 66kV class of transformers aggregating to 2650 MVA and amounting to Rs. 124 Crores from Gujarat Energy Transmission Corporation Limited (GETCO).
- The Company has successfully manufactured 315 MVA, 400/220/33kV Autotransformer as a part of its in-house R&D project and this transformer was successfully tested at KEMA High Power testing Lab in Netherland for dynamic short-circuit test. This has demonstrated the design and manufacturing acumen of the Company and positioning it as one of the leading transformer manufacturers of India who have successfully tested such ratings of transformers at KEMA. The successful short circuit testing qualifies the Company for participation in large rating of 400 kV class auto transformer tenders of transmission utilities viz. POWERGRID and other state utilities.
- The Company received order for total 31 nos transformers, Includes 02 nos for 60 MVA 230/33 kv class transformers and 29 nos converter duty transformers for Solar Project.
- The Company received order for 2 nos 50 MVA 132/33 kV class transformer through EPC for wind power project.
- The Company received export order for 1 nos 25/31.5 MVA, 01 nos 15 MVA and 3 nos 5 MVA converter duty transformer from Nepal.
- The Company received order for 4 nos 25 MVA 110/33 kV class transformers for Kochi metro project through one of the EPC.

■ Analysis Of The Q1 FY 2016



- During the quarter the Company achieved total revenue of Rs. 62.11 Crores as compared to Rs. 146.73 Crores during Q1 FY2015. The company has incurred net loss of Rs.12.49 Crores as compared to net profit of Rs. 91 Lacs during Q1 FY2015.
- The first quarter generally remains under pressure in terms of revenue; this quarter has been exceptionally lower because of some unforeseen issues in executing the orders.
- The Company has order book of 23,061 MVA amounting to Rs.909.04 Crores as on 1st Aug, 2015.

■ Financials Q1 FY16-Standalone

Particulars (Rs. in Lacs)	Q1 FY' 2016	Q1 FY' 2015	FY'2015
Net Sales/Income from Operations	6,211	14,673	54,169
Other Income	105	66	351
Total Revenue	6,316	14,739	54,520
<u>Expenditure</u>			
Cost Of Goods Sold	5,049	11,668	43,109
Employee Cost	625	564	2,307
Other Expenditure	1,426	1,281	6,098
Depreciation	330	276	1,200
Finance Cost	718	815	2,767
PBT	(1,832)	135	(961)
Tax	(583)	44	(316)
PAT	(1,249)	91	(645)
EBIDTA	(784)	1,226	3,006
EBIDTA Margins	(13%)	8%	6%
PAT Margin	(20%)	1%	(1%)

■ Operational Performance

PRODUCTION & SALES

Particulars	Q1 FY'2016	Q1 FY'2015	FY'2015
Revenue (In Lacs)	6,211	14,673	54,169
Production (MVA)	2,155	3,468	15,925
Sales (MVA)	1,308	2,880	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:

	Q1 FY'2016		Q1 FY'2015		FY'2015	
	Rs. in Lacs	%	Rs. in Lacs	%	Rs. in Lacs	%
Utilities (SEBs, PGCIL and NTPC)	4216	68%	11270	77%	38102	70%
Industrial	1995	32%	3403	23%	16067	30%
Total	6211	100%	14673	100%	54169	100%

■ Significant Milestones

- 315 MVA 400/220/33 kV Autotransformer Short Circuit Tested at KEMA, Netherland



- KEMA, Netherlands BV, the world renowned short circuit testing laboratory, Successfully tested our 315 MVA, 400/220/33 kV, 3 phase autotransformer

■ 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 Short Circuit 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



■ NABL Accredited Test Lab



- Our both Changodar and Moraiya Plants Test Lab are accredited by NABL (National Accreditation Board for Testing and Calibration Laboratories); Highest recognition of competence given by the Department of Science and Technology, Government of India.



■ Awards & Accolades

Mr. V K Lakhiani, recognizing his remarkable contribution to Indian Transformer Industry, CPRI took proud and honored Mr. V K Lakhiani, Director Technical T & R India Ltd, and conferred on him an “ Outstanding Achievement Award”



Shri V. K Lakhiani accepting felicitation from Mr. Devendra Chaudhary, Special Secretary Ministry of Power, Government of India. DG/CPRI, CMD/Toshiba India and member CEA are also seen.



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THANK YOU