



**transformers &
rectifiers (india) ltd**

AN ISO 9001 : 2000 CERTIFIED

**Q1 FY'2011- Presentation
28th July'2010**

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FIRST 400 kV CLASS TRANSFORMER



FINANCIALS STANDALONE



| Particulars (Rs. In Lacs) | Q1 FY' 2011 | Q1 FY' 2010 | FY' 2010 |
|---|--------------|--------------|--------------|
| Net Sales / Income from Operations | 8,556 | 8,594 | 52265 |
| Total Income | 8,556 | 8,594 | 52265 |
| Expenditure | | | |
| (Increase)/Decrease in stock in trade | (1,586) | (1,471) | 34 |
| Consumption of raw materials | 7,423 | 7,105 | 38,298 |
| Purchase of Traded Goods | 71 | - | - |
| Employee Cost | 279 | 315 | 1,286 |
| Other Expenditure | 896 | 1,192 | 4,391 |
| EBITDA | 1,473 | 1,453 | 8,373 |
| Depreciation | 142 | 85 | 441 |
| Interest | 74 | 106 | 470 |
| Other Non operational Income | - | 51 | 117 |
| PBT | 1,257 | 1,313 | 7462 |
| Tax | 407 | 430 | 2511 |
| PAT | 850 | 883 | 4951 |
| EBITDA Margin | 17% | 17% | 16% |
| PAT Margin | 10% | 10% | 10% |

HIGHLIGHTS OF THE Q1 FY'2011



- PAT stood at Rs 850 Lacs against Q1 FY 2010 Rs 883 Lacs.
 - Increased in RM cost and Deprecation
 - Reduction in Non-operative income
- EBITDA Margin maintained at 17%
- Healthy order book of Rs. 37,255 Lacs
- 1 No. of 400 kV LOI received from SEBs
- 4 No. of 400 kV LOI received from EPC Contractor
- EPS for Quarter: Rs. 6.58 per share

FINANCIAL PERFORMANCE STANDALONE (Qtr – On – Qtr)



| Particulars (Rs. In Lacs) | Q1 FY 11 | Q1 FY 10 | % Change |
|------------------------------|----------|----------|----------|
| Revenue | 8,556 | 8,594 | - |
| Sales | 8,332 | 8,377 | - |
| EBIDTA | 1,473 | 1,453 | 1.4% |
| PBT | 1,257 | 1,313 | (4.3%) |
| PAT | 850 | 883 | (3.7%) |

PRODUCTION & SALES (In MVA)

| Particulars | Q1 FY'2011 | Q1 FY'2010 | % Change (Qtr-o-Qtr) | FY'2010 |
|---|------------|------------|-------------------------|---------|
| Production (MVA) | 1,770 | 1,743 | 2% | 12,128 |
| Sales (MVA) | 1,591 | 1,616 | (2)% | 11,498 |
| Sales (Rs. In Lacs) | 8,332 | 8,377 | - | 49,517 |
| Realisation per MVA (Rs. In Lacs) | 5.24 | 5.18 | 1% | 4.45 |

SEGMENT WISE SALES

| | Q1 FY'2011 | | Q1 FY'2010 | | FY'2010 | |
|-----------------------------------|--------------|-------------|--------------|-------------|---------------|-------------|
| | Rs. in Lacs | % | Rs. in Lacs | % | Rs. in Lacs | % |
| Utilities (SEBs, PGCIL & NTPC) | 3,974 | 48% | 6,563 | 78% | 27,323 | 55% |
| Industrial | 4,358 | 52% | 1,814 | 22% | 22,194 | 45% |
| Total | 8,332 | 100% | 8,377 | 100% | 49,517 | 100% |

➤ SALES BREAKUP – CUSTOMER SEGMENTS

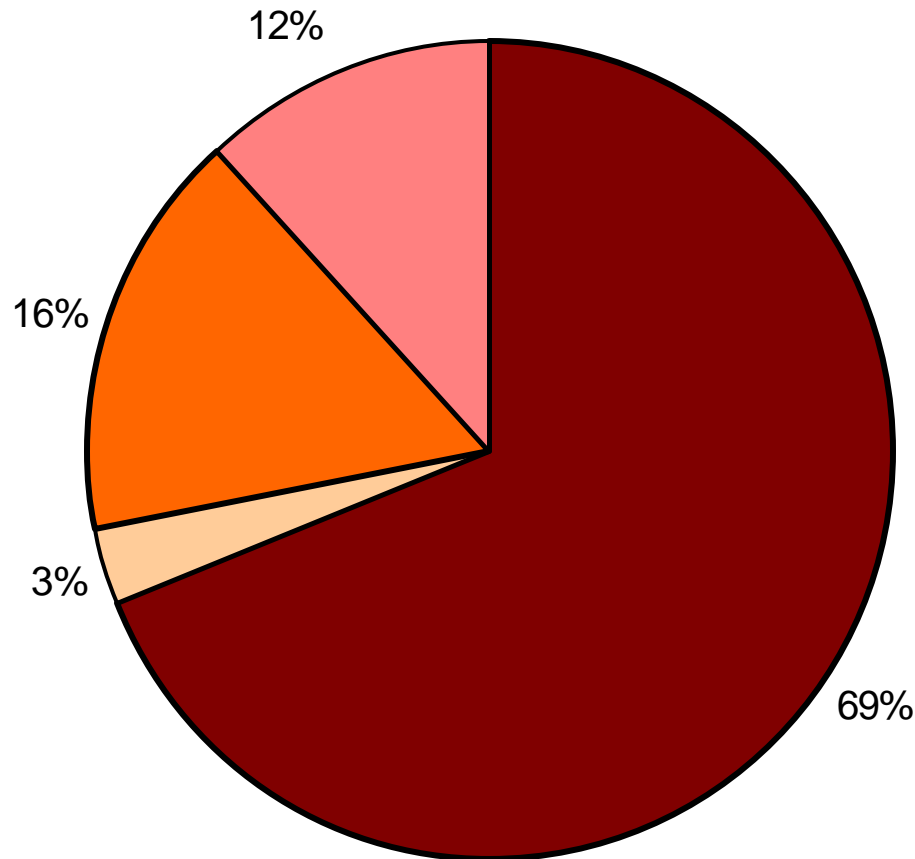
Above break-up of the sales achieved by the company between industrial segment (including furnace, rectifier, power and distribution transformers) & utility segment (SEBs, PGCIL and NTPC) is as under:

ORDER BOOK POSITION

| Type of Transformer | As on 27 th July'10 (Rs. In Lacs) | % |
|---------------------------|---|-------------|
| Power Transformers | 25,694 | 69% |
| Distribution Transformers | 1,115 | 3% |
| Furnace Transformers | 6,041 | 16% |
| Export | 4,405 | 12% |
| Total | 37,255 | 100% |

- The Company had an order book position of **Rs. 33,375 Lacs** as on 30th June, 2010.

PRODUCT MIX % OF ORDER BOOK



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

**Order
Book
373 Crore**

BREAKUP OF OTHER INCOME

| Particulars | Q1 FY 2011 | Q1 FY 2010 |
|--------------------------------------|------------|------------|
| <u>Other Operating Income</u> | | |
| Interest Income | 148 | 34 |
| Scrap Sales | 34 | 33 |
| Insurance Claim Recd | - | 32 |
| Foreign Exchange Gain | 27 | 78 |
| Bad Debts Recovered | - | 6 |
| Cash Discount | 14 | 25 |
| Miscellaneous Income | 2 | 9 |
| | | |
| <u>Other Income</u> | | |
| Dividend received from MF | - | 51 |
| Total Other Income | 225 | 268 |

STRENGTHS



- Strong order book position of Rs. 373 Cores
- Strong Financial Position
- 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.
- Consecutively 2nd Year Best Supplier Award received from GETCO

In House Development Of 5 Limb Rocker



Uppender Inbuilt Horizontal Winding Machine





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THANK YOU

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