



Company Presentation Q4 FY'2010

27th April'2010



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MISSION

To emerge as a preferred solution provider for quality transformers with a team of dedicated professionals and business associates who are ethical, value driven and create excellent customer relationships.



ABOUT US



AN ISO 9001:2000 CERTIFIED COMPANY

- A leading manufacturer of power, distribution and furnace transformers with an integrated installed capacity of 23,200 MVA up to 400 KV class
- Manufacturer of special transformers like furnace transformers, rectifier transformers, testing transformers.
- One among few Indian manufacturers having the capability to manufacture the entire range of transformers namely –
 - Power
 - Distribution &
 - Industrial transformers
- Design and technology developed through In-house R&D efforts under the leadership of our technocrat entrepreneur, Shri. Jitendra Mamtora and Shri Satyen Mamtora
- Over 5000 transformers installed worldwide
- Approved by leading Engineering Consulting firms of India





FINANCIALS STANDALONE



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Particulars (Rs. In Lacs)	FY' 2007	FY' 2008	FY' 2009	FY' 2010
Net Sales	21,800	30,186	42,508	51,510
Other Operating Income	86	577	1,040	871
EBITDA	3,270	6,096	7,509	8,373
EBIT	3,112	5,900	7,257	7,932
PAT	1,666	3,310	4,412	4,951
EBITDA Margin	15%	20%	18%	16.26%
PAT Margin	8%	11%	10%	9.61%
ROCE %	46%	24%	24%	26%
ROE %	41%	16%	18%	19%
Equity	709	1,292	1,292	1,292
Net worth	4,032	20,650	24,461	28,664
Debt (incl. Deferred Tax Liability)	2,912	3,436	5,568	7,221
Net Fixed Block	2,046	3,731	7,898	9,828
Net Current Assets (excl. Cash)	3,291	10,968	12,804	12,537
Cash & Bank (Including FD)	1,427	1,618	1,505	13,310
Total Capital Employed	6,810	24,086	29,972	35,415

**Standalone EPS
Rs. 38.31**

**Consolidated EPS
Rs. 40**

**Operating
Cash flow
Rs. 60 Cr.**

**MVA
Produced
12128**



FINANCIALS CONSOLIDATED



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Particulars (Rs. In Lacs)	FY' 2008	FY' 2009	FY' 2010
Net Sales	30,570	43,050	51,971
Other Income	591	1,134	908
PAT	3,460	4,524	5,164
Consolidated EPS	32.30	35.00	39.96
PAT Margin	11%	10%	10%

Subsidiaries/ Associates

TRANSWELD	: 100% - Transformer Tanks
TRANSPARES	: 51% - Radiators
SAVAS	: 50% - Transformer Equipment vapor Phase Drying Machine



**FINANCIAL PERFORMANCE
STANDALONE (Year - On - Year)**



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Particulars (Rs. In Lacs)	FY 2009	FY 2010	% Change
Revenue	43,602	52,381	20%
Sales	42,508	51,510	21%
EBIDTA	7,509	8,373	12%
PBT	6,565	7,462	14%
PAT	4,412	4,951	12%



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



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Particulars (Rs. In Lacs)	Q4 FY 09	Q4 FY 10	% Change
Revenue	13,497	21,702	61%
Sales	13,308	21,384	61%
EBIDTA	2,194	3,455	57%
PBT	1,960	3,133	60%
PAT	1,285	1,995	55%



MAJOR HIGHLIGHTS OF Q4 FY'2010



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- First Time Quarter Sales Crossed by 200 Crore.
- MSETCL order worth Rs. 122 Crore executed successfully.
- 2 No. of 400 kv Jobs Tested & Dispatched Successfully.
- Production in Q4 FY'2010 has registered a 163% increase over Q4 FY'2009. Production in MVA terms for this quarter stands at 4,913 MVA as compared to 1,867 MVA in the corresponding period of FY'2009.
- Sales in MVA terms at the end of Q4 FY'2010 stands at 5,261 MVA as compared to 2,276 MVA in the corresponding period of FY'2009. Sales in value terms stood at Rs.21,384 lacs as compared to Rs.13,307 lacs in the corresponding period of the previous year.
- TRIL received Best Supplier Award from Gujarat Energy Transmission Corporation Limited



OPERATIONAL PERFORMANCE



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PRODUCTION & SALES

Particulars	Q4 FY'2009	Q4 FY'2010	% Change (Qtr-o-Qtr)	FY'2009	FY'2010	% Change (Y-o-Y)
Production (MVA)	1,867	4,913	163%	7,248	12,128	66%
Sales (MVA)	2,276	5,261	131%	7,526	11,498	53%
Sales (Rs.In Lacs)	13,308	21,384	61%	42,508	51,510	21%
Realisation per MVA (Rs.In Lacs)	5.85	4.06		5.65	4.48	



OPERATIONAL PERFORMANCE



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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:

	Q4 FY'2009		Q4 FY'2010		FY'2009		FY'2010	
	Rs. in Lacs	%	Rs. in Lacs	%	Rs. in Lacs	%	Rs. in Lacs	%
Utilities (SEBs, PGCIL and NTPC)	9,168	69%	12,506	58%	29,895	70%	29,316	57%
Industrial	4,140	31%	8,878	42%	12,613	30%	22,194	43%
Total	13,308	100%	21,384	100%	42,508	100%	51,510	100%

The Company registered exports of Rs. 7320 Lacs during FY 2010



OPERATIONAL PERFORMANCE



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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:

	Q4 FY'2009		Q4 FY'2010		FY'2009		FY'2010	
	Rs. in Lacs	%	Rs. in Lacs	%	Rs. in Lacs	%	Rs. in Lacs	%
Industrial (Furnace & Rectifier)	1,001	7%	710	3%	5,281	12%	2,242	4%
Power & Distribution	12,307	93%	20,674	97%	37,227	88%	49,268	96%
Total	13,308	100%	21,384	100%	42,508	100%	51,510	100%



ORDER BOOK

The Company has an order book position of Rs.27,572 Lacs as on 31st March, 2010 and Rs.31,490 Lacs as on 27th April'2010. The break-up of current order book position is as under:

Type of Transformer	Order Book (Rs. In Lacs)	%
Power Transformers	25416	81%
Distribution Transformers	701	2%
Furnace Transformers	2783	9%
Export	2590	8%
Total	31490	100%





ORDER BOOK KV CLASS WISE



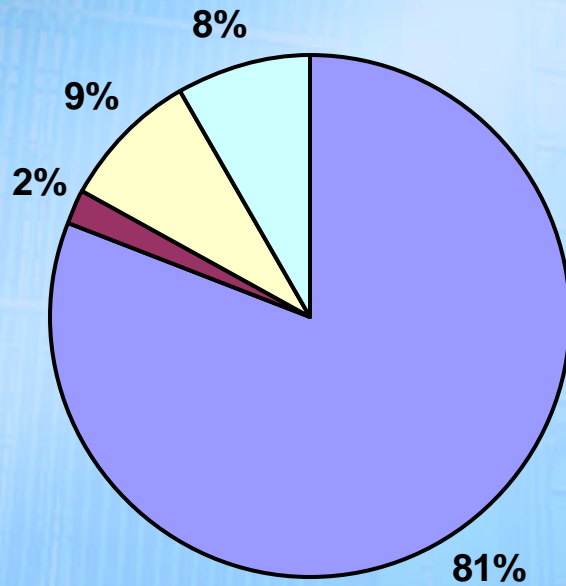
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Transformer Class	Order Book (Rs in Lacs)	%
=36 KV	6057	19%
>36 KV & =72.5 KV	2621	8%
>72.5 KV & =145 KV	7632	24%
>145 KV & =245 KV	15180	49%
Total	31490	100%



ORDER BOOK GRAPH

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**Order
Book
315 Crore**

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



CUSTOMER MIX



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TRIL caters to a wide spectrum of transformer users in various industries such as petrochemicals, oil refining, cement, paper and pulp, pharmaceuticals, automobiles, steel, alloy plant, power plant, railway applications, mining, minerals among others. Our customer base is also well-diversified both by geography and by end-user markets. The customer mix for last three fiscal is as follows:

Period	FY'2008		FY'2009		FY'2010	
	Rs in Lacs	%	Rs in Lacs	%	Rs in Lacs	%
SEBs	16,268	54%	25,406	59%	26,354	51%
NTPC/ PGCIL	1,032	3%	4,489	11%	2,962	6%
Industrial (Including Distribution)	12,886	43%	12,613	30%	22,194	43%
Total	30,186	100%	42,508	100%	51,510	100%

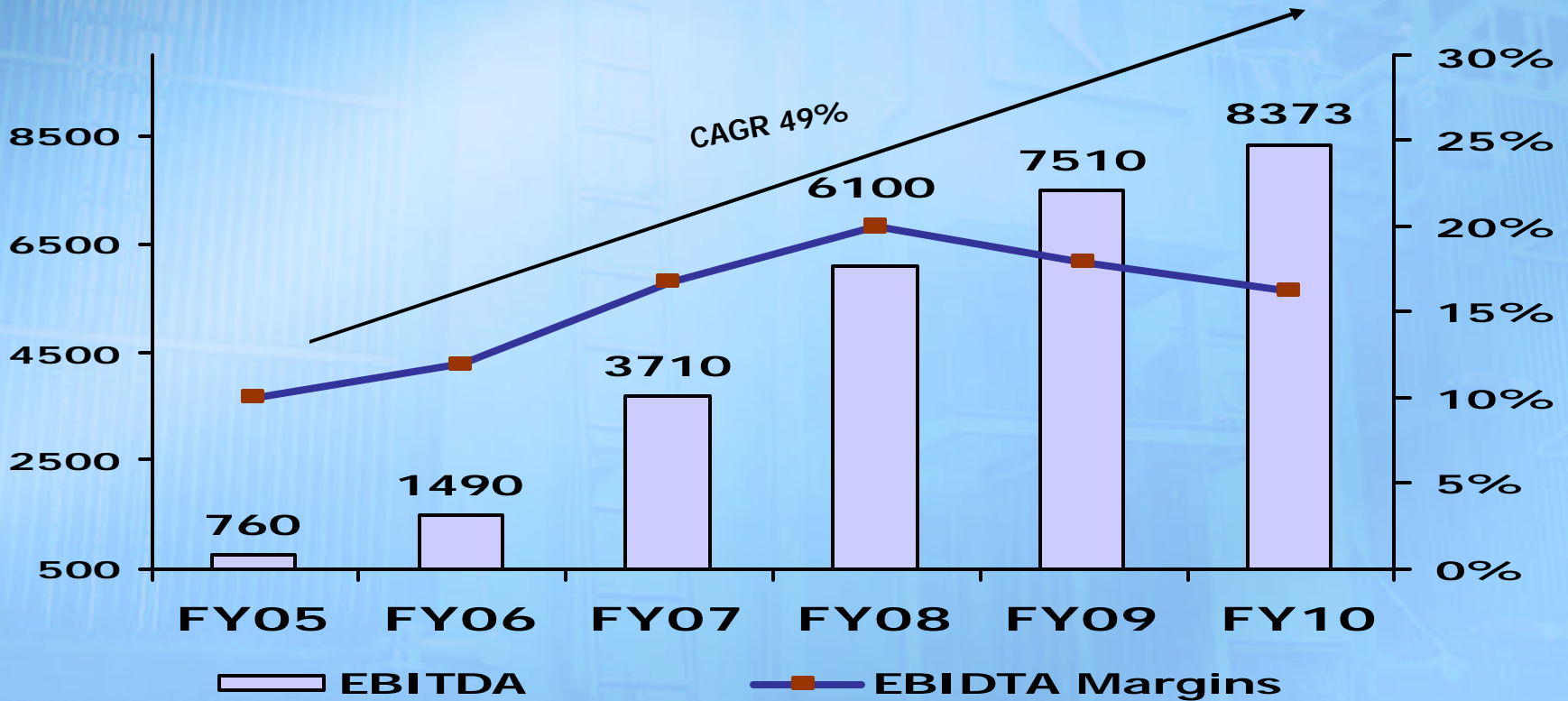


**STRONG FINANCIAL PERFORMANCE
STANDALONE**



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EBITDA (Rs. In Lacs)





STRONG FINANCIAL PERFORMANCE STANDALONE



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Net Sales (Rs. In Lacs)



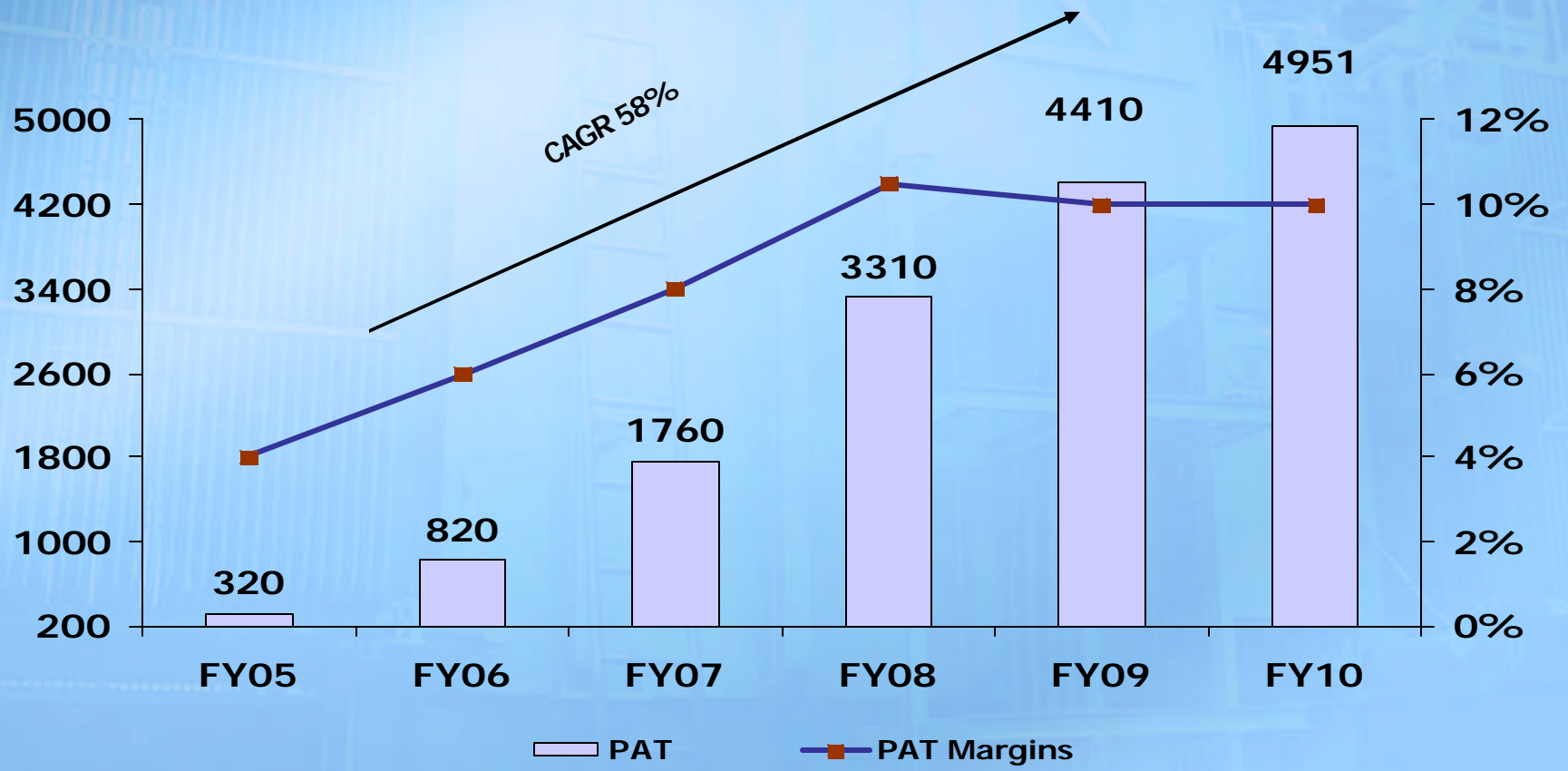


STRONG FINANCIAL PERFORMANCE STANDALONE



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PAT (Rs. In Lacs)



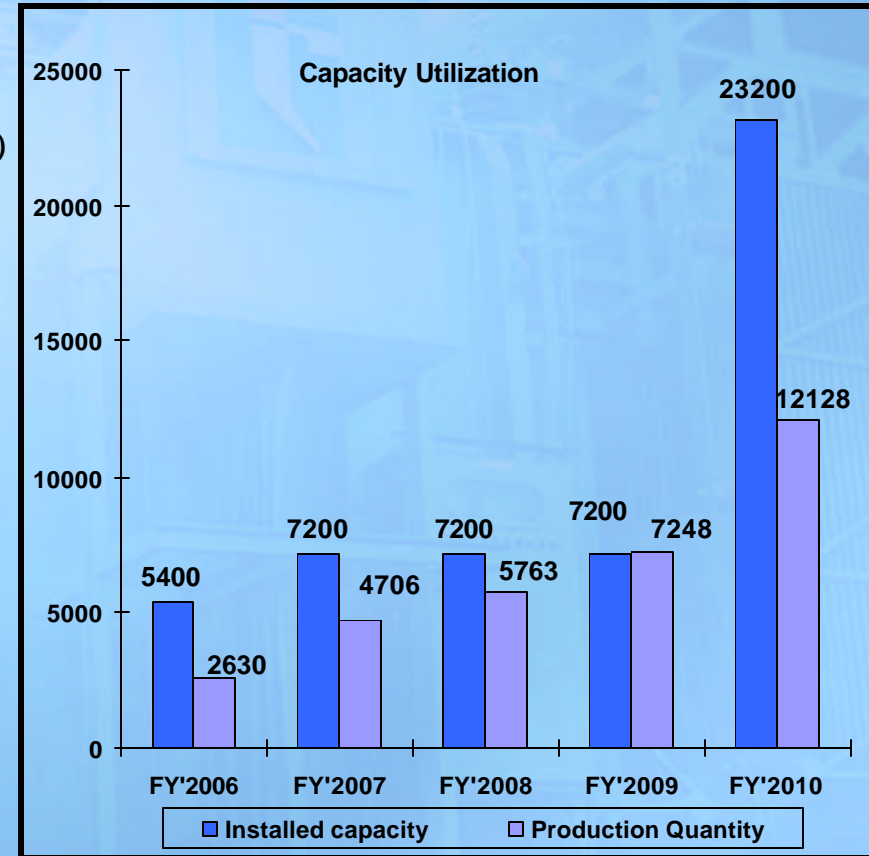


STRENGTHS



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- TRIL has three manufacturing facilities
 - Odhav (Installed capacity of 1200 MVA)
 - Changodar (Installed capacity of 6000 MVA)
 - Moraiya (Installed capacity of 16000 MVA)
- Exports has provided impetus to growth rising to Rs.7,320 Lacs in FY'2010 from Rs.2,109 Lacs in FY'2009
- Strong order book position of Rs.315 Crore at commencement of FY'2010
- 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





AWARDS & ACCOLADES



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Consecutively 2nd time Chosen as the Best Equipment Supplier by Gujarat Energy Transmission Corporation Ltd



Valued Customer Award from Central Power Research Institute



Star Export House Certificate from Ministry of Commerce Government of India for outstanding performance in Exports



Thank You

www.transformerindia.com