



**transformers &
rectifiers (india) ltd**

AN ISO 9001 : 2000 CERTIFIED

**Q2 FY'2011- Presentation
20th Oct'2010**

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- More than 6500 transformers installed globally
- More than 29 years of delivering quality transformers with a high repeat customer base
- Manufacturers of
 - Power Transformer up to 400 kV class
 - Distribution Transformers 500KVA onwards
 - Furnace / Rectifier Transformers up to 120 kA
- Integrated Installed capacity of 23200MVA up to 765 kV Class
- Floated a highly successful IPO which was oversubscribed 92 times
- Closed the Financial year 2009-10 with our sales turnover crossing ` 5.2 Bn.



This is the highest rating transformer (in terms of MVA) from TRIL.

FINANCIALS STANDALONE



Particulars (Rs. In Lacs)	Q2 FY' 2011	Q2 FY' 2010	H1 FY' 2011	H1 FY' 2010	FY' 2010
Net Sales / Income from Operations	11,405	8,850	19,947	17,444	52,265
Total Income	11,405	8,850	19,947	17,444	52,265
<u>Expenditure</u>					
(Increase)/Decrease in stock in trade	(1,952)	(2,597)	(3,538)	(4,068)	34
Consumption of raw materials	10210	8,301	17,633	15,406	38,298
Purchase of Traded Goods	-	-	71	-	-
Employee Cost	450	315	729	630	1,286
Other Expenditure	977	1,243	1,859	2,435	4,391
EBITDA	1,720	1,588	3,193	3,041	8,256
Depreciation	141	90	283	175	441
Interest	49	105	123	211	470
Other Non operational Income	-	31	-	82	117
Profit Before Tax	1,530	1,424	2,787	2,737	7462
Tax	509	468	916	898	2511
Profit After Tax	1,021	956	1,871	1,839	4951
EBITDA Margin	15%	18%	16%	17%	16%
PAT Margin	9%	11%	9%	11%	10%

STATEMENT OF ASSETS & LIABILITIES



Particulars (Rs. In Lacs)	As at 30.09.2010	As at 31.03.2010
Shareholder's Funds :		
(a) Capital	1292	1292
(b) Reserves & Surplus	29243	27372
Loans Funds	3187	6751
Deferred Tax Liability	548	470
Total	34270	35885
Fixed Assets	10561	9827
Investments	211	211
Current Assets, Loans & Advances		
(a) Inventories	9936	5151
(b) Sundry Debtors	12536	14773
(c) Cash & Bank Balances	5942	13310
(d) Loans & Advances	2473	1497
Less : Current Liabilities		
(a) Liabilities	7341	8010
(b) Provisions	48	874
Total	34270	35885

- Received orders worth of Rs. 172 crores during the Quarter leading to comfortable order book of Rs. 394 crores.
- Sales increased to Rs.11202 Lacs from Rs. 8704 Lacs - growth of 29%
- Sales in terms of MVA increased to 2467 MVA from 1705 MVA - growth of 45%
- Earning per share for Quarter stands at Rs. 7.90 per share.
- EBIDTA & PAT has increased 8% and 7% respectively.
- Listed in Forbes 200 Best Asia under a \$ Billion *(September 2010 Edition)*

TRIL signed MOU with a leading global manufacturer of 765kV class transformers for the purpose of manufacturing and supplying transformers to PGCIL.

FINANCIAL PERFORMANCE
STANDALONE (Qtr – On – Qtr)



Particulars (Rs. In Lacs)	Q2 FY 11	Q2 FY 10	% Change
Revenue	11405	8850	29%
Sales	11202	8704	29%
EBIDTA	1720	1588	8%
PBT	1530	1424	7%
PAT	1021	956	7%

PRODUCTION & SALES

Particulars	Q2 FY'2011	Q2 FY'2010	H1 FY'2011	H1 FY'2010	FY'2010
Production (MVA)	2,427	2,247	4,133	3,990	12,128
Sales (MVA)	2,467	1,705	4,058	3,321	11,498
Sales (Rs. In Lacs)	11,202	8,704	19,534	17,081	51,510
Realisation per MVA (Rs. In Lacs)	4.54	5.10	4.81	5.14	4.48

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:

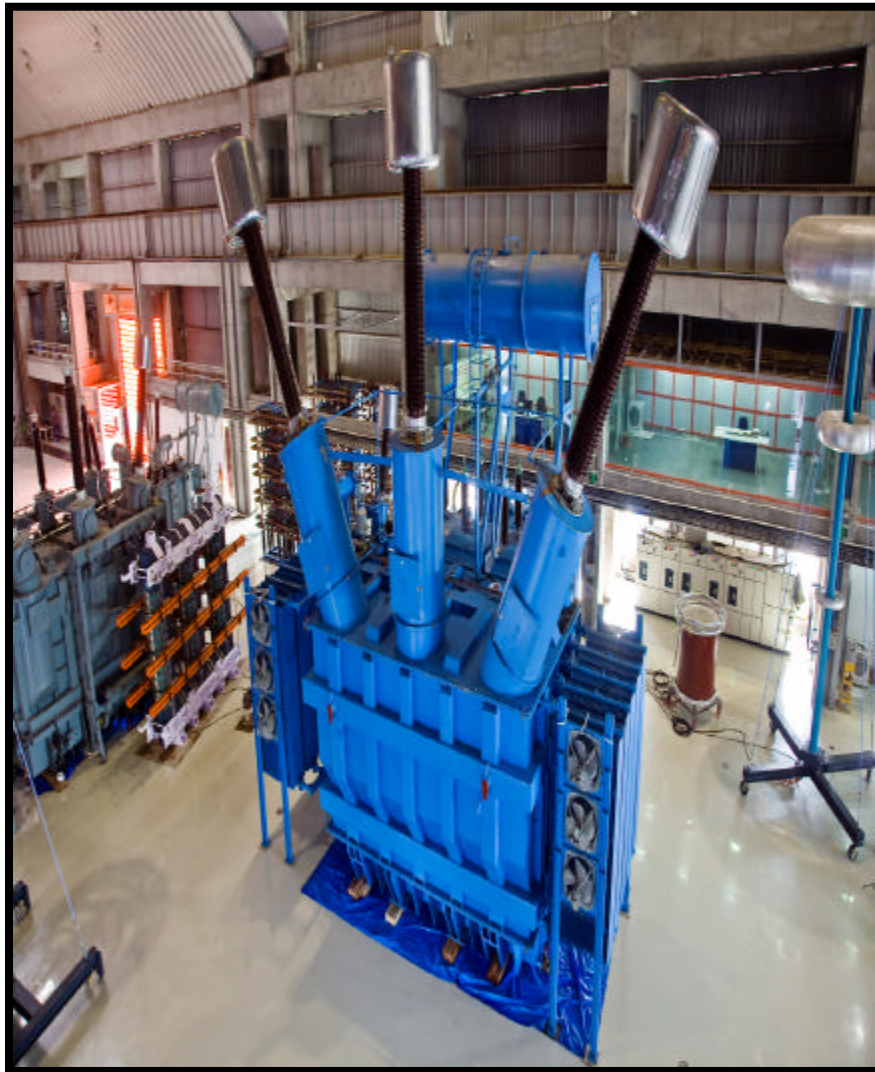
Exports: During HFY'11, the company has achieved export sales of Rs 1130 Lacs

	Q2 FY'2011		Q2 FY'2010		H1 FY'2011		H1 FY'2010	
	Rs. in Lacs	%	Rs. in Lacs	%	Rs. in Lacs	%	Rs. in Lacs	%
Utilities (SEBs, PGCIL and NTPC)	6877	61%	3,003	35%	10831	55%	9,566	56%
Industrial	4325	39%	5,701	65%	8703	45%	7,515	44%
Total	11202	100%	8,704	100%	19534	100%	17,081	100%

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'2011		Q2 FY'2010		H1 FY'2011		H1 FY'2010	
	Rs. in Lacs	%	Rs. in Lacs	%	Rs. in Lacs	%	Rs. in Lacs	%
Power & Distribution	8627	77%	7,075	81%	15,062	77%	14,347	84%
Industrial (Furnace & Rectifier)	2575	23%	1,629	19%	4,472	23%	2,734	16%
Total	11,202	100%	8,704	100%	19,534	100%	17,081	100%

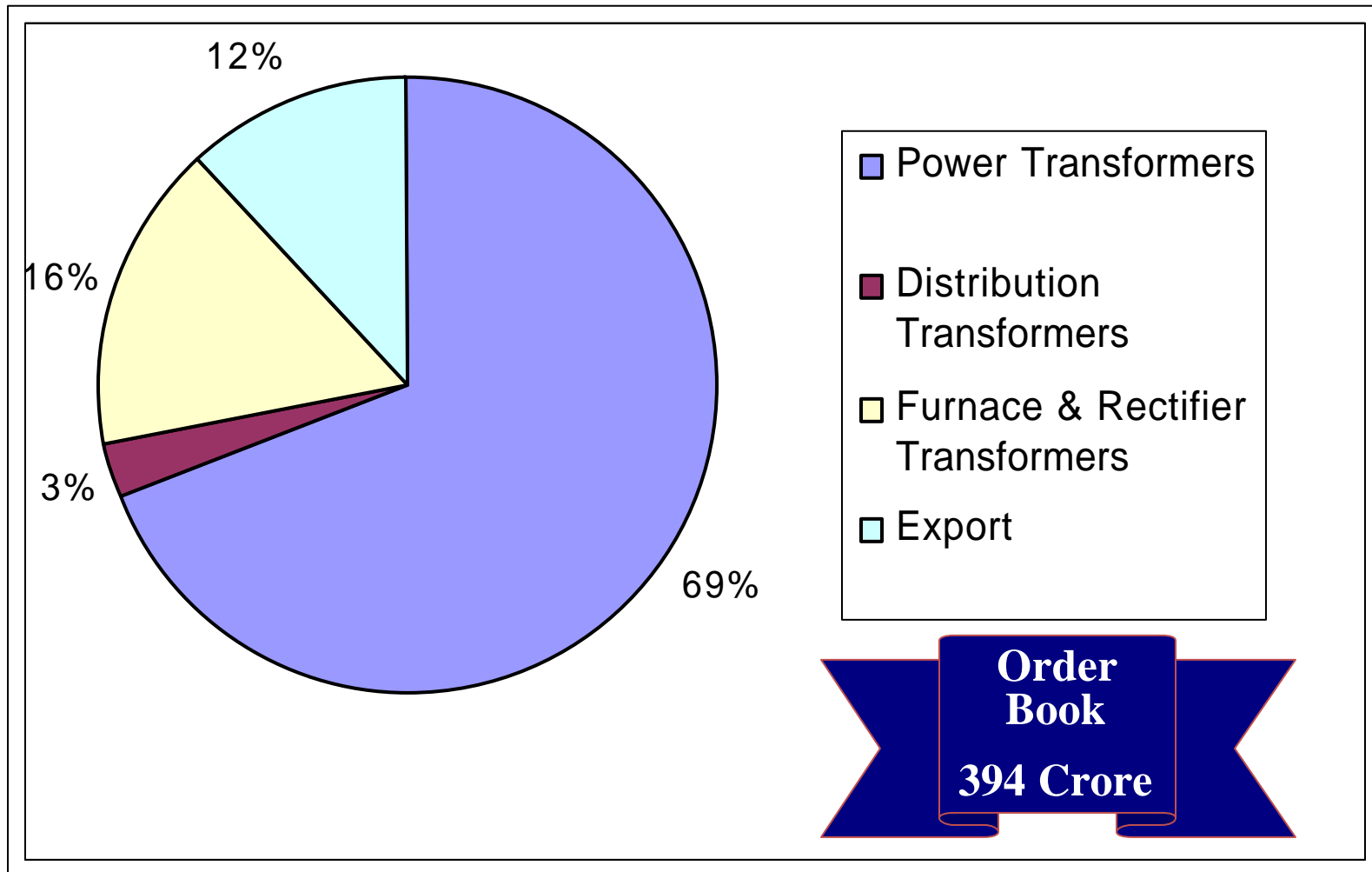


The Company has an order book position of Rs.39,392 Lacs as on 30th Sept, 2010. The break-up of current order book position is as under:

(Rs in Lacs)

Type of Transformer	Order Book	%
Power Transformers	26,999	69%
Distribution Transformers	1,293	3%
Furnace Transformers	5,867	16%
Export	5,233	12%
Total	39,392	100%

ORDER BOOK GRAPH



The Unexecuted Order Book comprises of 9,220 MVA.

Division of our order book Transformer KV Class – wise is shown as below.

Unexecuted Order Book-KV Class wise		
Transformer Class	Order Book (Rs. In Lac)	%
=36 KV	10,583	27%
>36 KV & =72.5 KV	2,276	6%
>72.5 KV & =145 KV	14,412	37%
>145 KV & =245 KV	10,122	25%
>245 KV	1,999	5%
Total	39,392	100%

STRENGTHS

- Strong order book position of Rs.394 Crore
- Enter in to Utter Pradesh region with the order of UPPTCL for 02 nos of transformer.
- 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.



**We believe quality endorses
the operational
integrity of our brand**

Other than traditional quality functions our focus is on:

- Total Quality Management
- Planning, implementation and monitoring improvement plan
- Investigations and preventive actions on critical quality issues
- Training & Development



AWARDS & ACCOLADES



Chosen as the Best
Equipment Supplier by
Gujarat Energy
Transmission
Corporation Ltd
Consecutively for
Two Years



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



Valued Customer
Award from
Central Power
Research Institute



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THANK YOU

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