

BS OHSAS 18001 : 2007

Q3 FY'2013- Presentation
28th Jan'2013

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Financials – Standalone



Particulars (Rs. In Lacs)	Q3 FY'2013	Q3 FY'2012	9Month FY' 2013	9Month FY' 2012	FY'2012
Net Sales / Income from Operations	11,207	9,567	26,588	37,106	51,375
Other Income	86	127	363	420	666
Total Income	11,293	9,694	26,951	37,526	52,041
Expenditure					
(Increase)/Decrease in stock in trade	(2,617)	(553)	(6,092)	(1,659)	(35)
Consumption of raw materials	11,325	8,647	26,811	32,026	42,469
Employee Cost	340	418	1,022	1,235	1,654
Other Expenditure	1,486	1,162	3,983	3,773	5,206
Depreciation	172	159	506	452	611
Finance Cost	260	220	665	606	818
PBT	327	(359)	56	1,093	1,318
Tax	(48)	(124)	(39)	338	400
PAT	375	(235)	95	755	918
EBITDA	759	20	1,227	2,151	2,747
EBITDA Margin	7%	-	5%	6%	5%
PAT Margin	3%	-2%	-	2%	2%

Major Highlights during Q3 FY'2013



- Break through order of 500 MVA, 400 kv class order from one of the Utilities.
- Break through order of 2 nos. 315MVA & 1 no. 200 MVA,400 kv class from one of the EPC contractor.
- Company has received rectifier transformers order – 1 no. 38.59 MVA & 1 no. 10.08 MVA
- Export order for 2 nos. 66 MVA,132 kv class transformers for Nigeria.
- Wind Turbine Transformer order for 28 nos. of 0.95 MVA, 33 kv class transformers for Wind Turbines manufacturers.

Financial Performance Standalone (Qtr – On – Qtr)



Particulars (Rs. In Lacs)	Q3 FY'2013	Q3 FY'2012	FY'2012
Revenue	11,293	9,694	52,041
Sales	11,089	9,128	47,829
EBIDTA	759	20	2,747
PBT	327	(359)	1,318
PAT	375	(235)	918

Production & Sales

Particulars	Q3 FY'2013	Q3 FY'2012	9 Month FY'2013	9 Month FY'2012	FY '2012
Production (MVA)	3,046	2,619	7,712	9,714	13,206
Sales (MVA)	2,264	2,128	5,738	8,264	12,195
Sales * (Rs. In Lacs)	11,089	9,128	25,784	35,032	47,829
Per MVA Realization (Rs. In Lacs)	4.90	4.29	4.49	4.24	3.92

(* includes only Transformers sales)

- Sales Breakup – Customer segment

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:

	Q3 FY'2013		Q3 FY'2012		9 Month FY'2013		9 Month FY'2012	
	Rs. (In Lacs)	%	Rs. (In Lacs)	%	Rs. (In Lacs)	%	Rs. (In Lacs)	%
Utilities (SEBs, PGCIL and NTPC)	7,496	68%	4,869	53%	14,705	57%	16,702	48%
Industrial	3,593	32%	4,259	47%	11,079	43%	18,330	52%
Total	11,089	100%	9,128	100%	25,784	100%	35,032	100%

- Sales Breakup – Product segment

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:

	Q3 FY'2013		Q3 FY'2012		9Month FY'2013		9Month FY'2012	
	Rs. (In Lacs)	%	Rs. (In Lacs)	%	Rs. (In Lacs)	%	Rs. (In Lacs)	%
Power and Distribution	10,016	90%	8,320	91%	22,849	89%	31,479	90%
Industrial (Furnace & Rectifier)	1,073	10%	808	9%	2,935	11%	3,553	10%
Total	11,089	100%	9,128	100%	25,784	100%	35,032	100%

Order Book Position

As on 1st Jan 2013, Division of our order book between different segments is as shown below:-

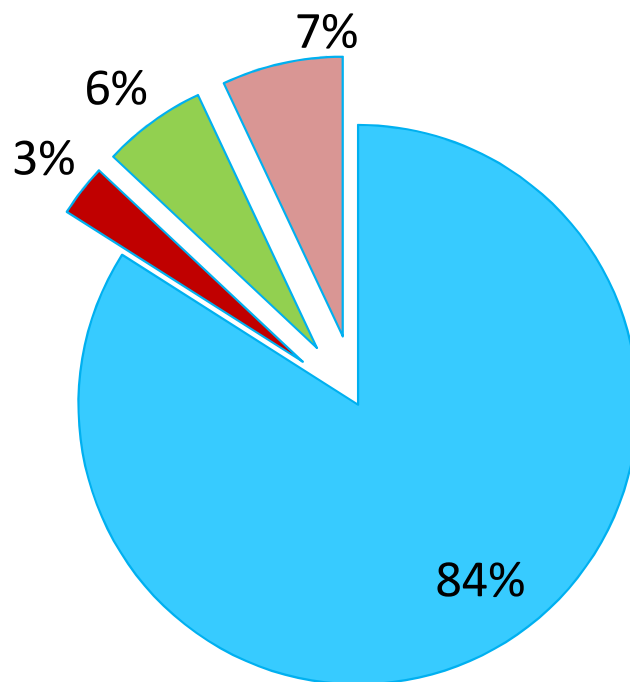
Unexecuted Order Book-Segment wise		
Type of Transformer	Order Book (Rs. In Lac)	%
Power Transformers	50,288	84%
Distribution Transformers	2,114	3%
Furnace & Rectifier Transformers	3,407	6%
Exports	4,264	7%
Total	60,073	100%

As on Date the Unexecuted Order Book comprises of 21,135 MVA

Order Book as on As on 1ST Jan 2013

Order Book

600 Crore



■ Power Transformers

■ Distribution Transformers

■ Furnace & Rectifier Transformers

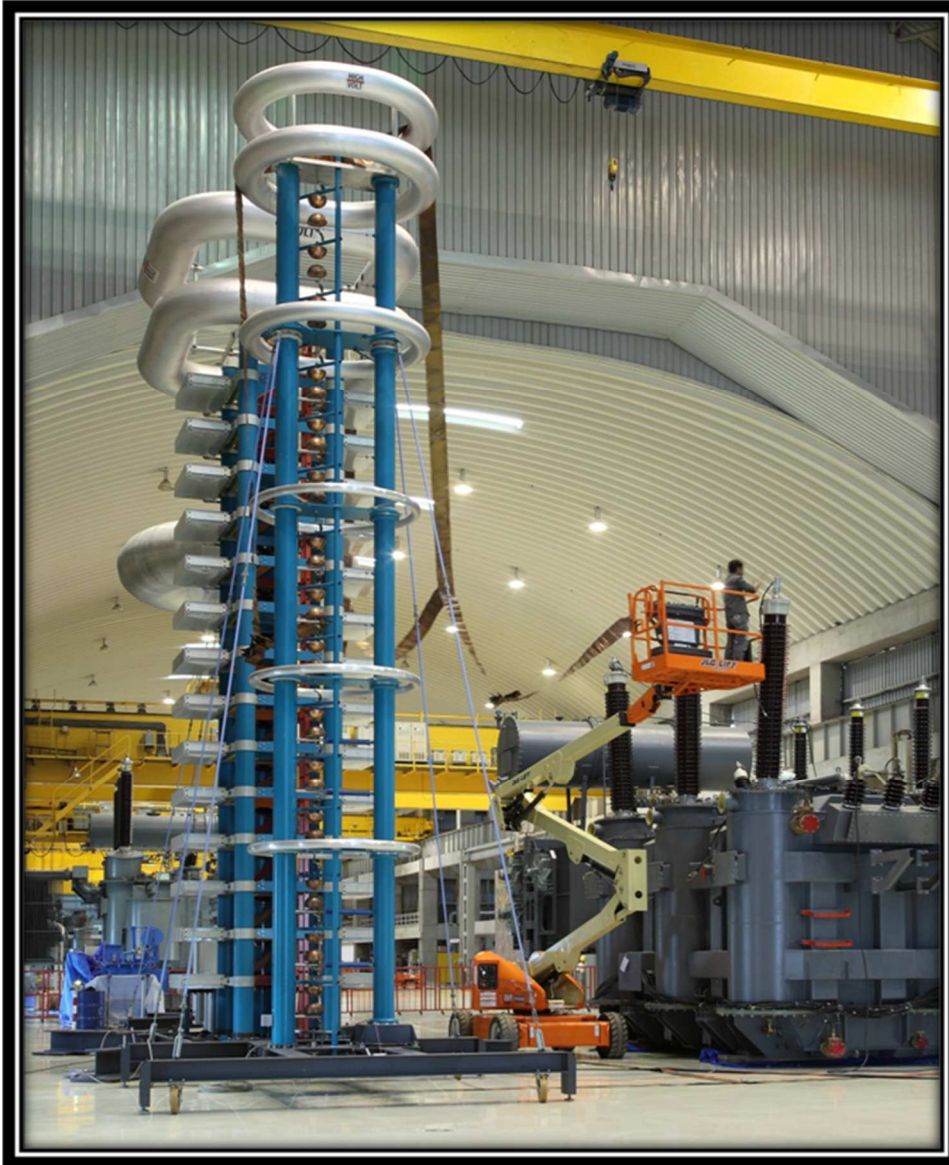
■ Export

Order Book Position As on 1ST Jan 2013



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

Unexecuted Order Book-KV Class wise		
Transformer Class	Order Book (Rs. In Lac)	%
Up to 33 KV Class	7,196	12%
> 33 KV & < 72 KV	8,419	14%
≥ 72 KV & ≤ 219 KV	9,469	16%
≥ 220 KV & ≤ 399 KV	9,649	16%
≥ 400 KV & ≤ 764 KV	5,416	09%
≥ 765 KV & Above	19,924	33%
Total	60,073	100%



INFRASTRUCTURE

1000Sq meter, 25 meter high test bay with shielding suitable for partial discharge measurements

Test Sources

- 3000 kW 50/60 Hz Generator
- 250kV Transformer for High Voltage test
- 0-170kV Source Transformer for losses measurement
- 1500 kW 200Hz Generator
- 50 MVAr Capacitor Bank
- 800kV Source Transformer (under design)
(provision to increase upto 100MVAr)

Strengths

- Strong order book position of Rs.600 Crore
- Custom-built designs to suit the requirements of each customer
- 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.
- Exports to provide further impetus to growth.



We believe quality endorses the operational integrity of our brand



Certification
Awarded to
TRANSFORMERS & RECTIFIERS (INDIA) LTD.



SURVEY No. 427P/3-4 & 431P/1-2,
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STANDARDS

ISO 9001:2008 & ISO 14001:2004

SCOPE OF SUPPLY

DESIGN, MANUFACTURE & SERVICE OF POWER TRANSFORMERS (Up to 500 MVA, 765kV Class), FURNACE TRANSFORMERS AND CONVERTER DUTY TRANSFORMERS (UP TO 63 MVA, 33KV CLASS).

PERMITTED EXCLUSIONS (UNDER ISO 9001:2008)
Nil

Original Approval Date: 15 November 2011
Next Recertification Due Before: 16 August 2014

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R. K. SHARMA
Director



Bureau Veritas Certification using the accreditation certificate number 008

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Certification / Managing Office Address: "Marwah Centre" 6th Floor, Krishanlal Marwah Marg, Opp. Ansa Industrial Estate, Off Saki Vihar Road, Andheri (East), Mumbai – 400 072, India.



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R. K. SHARMA
Director

Certification / Managing Office Address: "Marwah Centre" 6th Floor, Krishanlal Marwah Marg, Opp. Ansa Industrial Estate, Off Saki Vihar Road, Andheri (East), Mumbai – 400 072, India.



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THANK YOU

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