



Date: 10<sup>th</sup> November, 2016

Ref: TRIL/SECT/2016-17/NSE-BSE/COMPL/43

<b>To, The Secretary BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001 Security Code : 532928</b>	<b>To, The Secretary National Stock Exchange of India Limited Exchange Plaza, C-1, Block G, Bandra - Kurla Complex, Bandra (E), Mumbai - 400 051 Trading Symbol : TRIL</b>
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Dear Sir/Madam,

**Sub: Presentation for Analysts Call**

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With reference to the captioned subject, we send herewith Presentation for Analysts Call on the Unaudited Standalone Financial Results of the Company for the quarter ended on 30<sup>th</sup> September, 2016 pursuant to Regulation 46 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Please take the same on your record.

Thanking you,

Yours faithfully,

**For Transformers and Rectifiers (India) Limited**

  
**Jitendra Mamtora**  
**Chairman and Whole-time Director**  
**(DIN: 00139911)**

Encl.: As above



**transformers &  
rectifiers (india) ltd**

**BS OHSAS 18001 : 2007**

# **Company Presentation**

## **Q2 – FY2017**

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# FINANCIALS– Q2 (STANDALONE)



Particulars (Rs. In Lacs)	Q2 FY'2017	Q2 FY'2016	H1 FY'2017	H1 FY'2016	FY' 2016
Net Sales / Income from Operations	26325	13979	42242	20190	57637
Other Income	124	88	211	193	504
Total Income	<b>26449</b>	<b>14067</b>	<b>42453</b>	<b>20383</b>	<b>58141</b>
<b>Expenditure</b>					
Cost of Raw Materials	20670	11252	33367	16301	46386
Employee Cost	709	538	1254	1163	2279
Other Expenditure	2241	1508	3713	2934	6101
Depreciation	346	332	682	662	1348
Finance Cost	1013	788	1852	1506	3281
PBT	<b>1470</b>	<b>(351)</b>	<b>1585</b>	<b>(2183)</b>	<b>(1254)</b>
Tax	509	(116)	549	(699)	(400)
PAT	<b>961</b>	<b>(235)</b>	<b>1036</b>	<b>(1484)</b>	<b>(854)</b>
EBITDA	2829	769	4119	(15)	3375
<i>EBITDA Margin</i>	11%	6%	10%	-	6%
<i>PBT Margin</i>	6%	(3%)	4%	(11%)	(2%)
<i>PAT Margin</i>	4%	(2%)	2%	(7%)	(1%)

# BALANCE SHEET (STANDALONE)



Particulars (Rs. In Lacs)	As at 30 <sup>th</sup> Sept 2016	As at 30 <sup>th</sup> Sept 2015	As at 31 <sup>st</sup> March 2016
Share Holders Fund	32995	31330	31960
Long Term Borrowing	3776	5622	4485
Differed Tax Liabilities	563	46	343
Other Non Current Liabilities	251	416	367
Short Term Borrowing	13958	13492	9649
Current Liabilities	32088	15337	29256
<b>Total Equity and Liabilities</b>	<b>83631</b>	<b>66243</b>	<b>76060</b>
Net Fixed Assets	17571	18332	17884
Other Non Current Assets	2008	2207	2245
Cash and Bank Balances	2130	1879	3429
Other Current Assets	61922	43825	52502
<b>Total Assets</b>	<b>83631</b>	<b>66243</b>	<b>76060</b>

## MAJOR HIGHLIGHTS



- During the Q2FY2017, Company reported growth of 88 % in Total revenue as compared to corresponding Q2FY2016
- During the Q2FY2017, Company reported EBIDTA of Rs. 28 Cr i.e. 11% of Revenue as compared to EBIDTA of Rs. 8 Cr i.e. 6% of Revenue during Q2FY2016
- During the H1FY2017, Company reported growth of 109 % in Total revenue as compared to corresponding H1FY2016
- During the H1FY2017, Company reported EBIDTA of Rs. 41 Cr i.e. 4% of Revenue as compared to negative EBIDTA of Rs. 0.15 Cr i.e. -0.01 % of Revenue during H1FY2016

## MAJOR HIGHLIGHTS



- INR 263 Cr Turnover is the highest during Second Quarter of any year.
- Received breakthrough order for 13 Nos 765kV class Reactors from PGCIL, with this our range of Transformers and Rectifiers is complete upto and including 765kV class.
- Received Order for 29 Nos of Power Transformers upto 220 kV class from one of the Utility.
- Received order for 3 Nos 500 MVA 400kV class from one of the Utility.
- The Company has order book of 29622 MVA valuing Rs. 948 Cr as on 1st November, 2016.

## JOINT VENTURE WITH JINKE



- Company entered into a Joint venture agreement with Chinese company Jiangsu Jingke Smart Electric Company Limited (Jingke), for purpose of starting the business of manufacturing and marketing of GIS/HGIS/TGIS systems and products for 220kV and below, and distribution products of 40.5 kV and below in India.
- TRIL will hold majority 60% of Share of Joint venture and 40% share with Jingke.
- TRIL will provide the infrastructure within the existing plant for manufacturing gas-insulated substation, SF6, switchgear and hybrid switchgear gas-insulated substations with initially doing assembly and then gradually start manufacturing in India. The critical components required would come from China till its manufacturing starts in India.
- These JV is meant to tap the gas insulator substations market, which only a few companies in India manufacture, it would likely bring in around Rs 200 crore revenues in FY2018.



# OPERATIONAL PERFORMANCE



## Production & Sales

Particulars	Q2 FY'2017	Q2 FY'2016	H1 FY'2017	H1 FY'2016	FY'2016
Revenue (In Lacs)	26324	13979	42241	20190	57637
Production (MVA)	9006	3273	13168	5428	15973
Sales (MVA)	8789	4302	12332	5609	15739

(\* includes only Transformers sales)

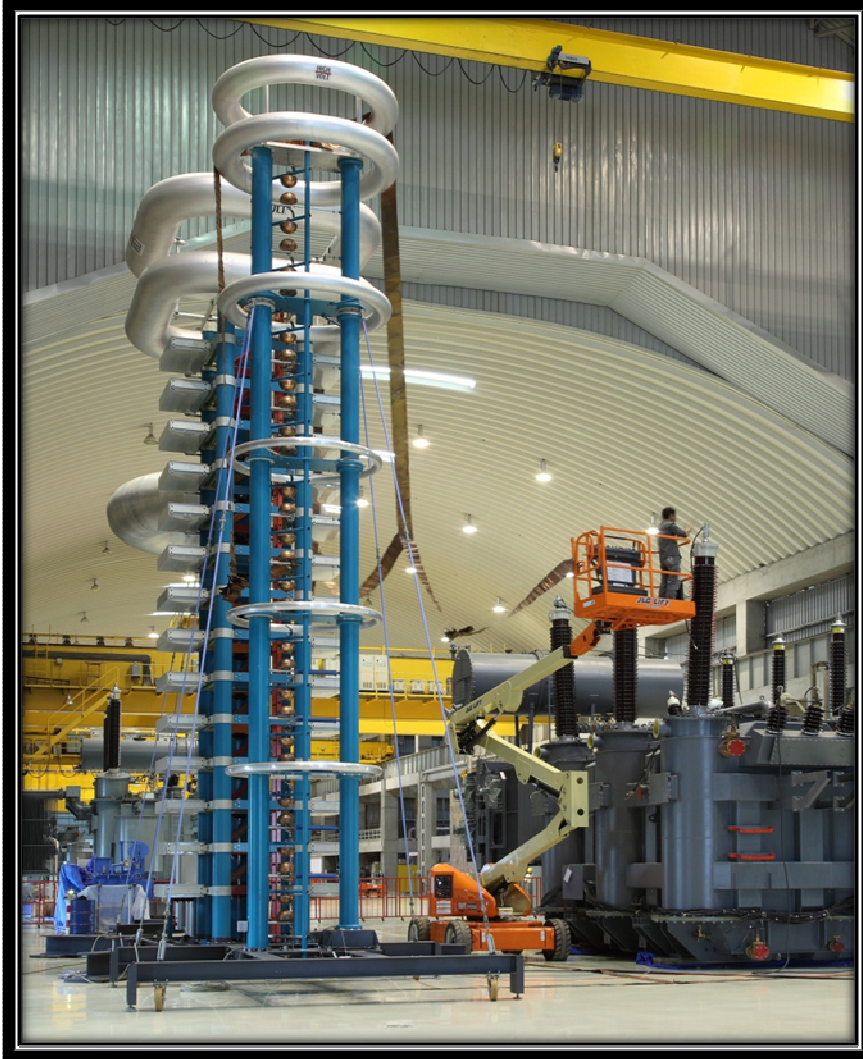
# OPERATIONAL PERFORMANCE



- 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:

	Q2 FY'2017		Q2 FY'2016		H1 FY'2017		H1 FY'2016		FY'2016	
	Rs. (In Lacs)	%	Rs. (In Lacs)	%	Rs. (In Lacs)	%	Rs. (In Lacs)	%	Rs. (In Lacs)	%
Utilities (SEBs, PGCIL and NTPC)	6440	24%	4433	32%	12155	29%	8580	42%	20863	36%
Industrial	19884	76%	9546	68%	30086	71%	11610	58%	36774	64%
<b>Total</b>	<b>26324</b>	<b>100%</b>	<b>13979</b>	<b>100%</b>	<b>42241</b>	<b>100%</b>	<b>20190</b>	<b>100%</b>	<b>57637</b>	<b>100%</b>



## 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  
(provision to increase upto 100MVAR)

# NABL ACCREDITED TEST LAB



- Moraiya Plant Test Lab is 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.



# QUALITY ASSURANCE



We believe quality endorses the operational integrity of our brand





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THANK YOU

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