

**Date: 3<sup>rd</sup> August, 2018**

**Ref: TRIL/SECT/2018-19/NSE-BSE/COMPL/19**

<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: Presentations for Analysts Call**

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With reference to the captioned subject, we send herewith Presentations for Analysts Call on the Unaudited Standalone Financial Results of the Company for the quarter ended on 30<sup>th</sup> June, 2018 pursuant to Regulation 30 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**

*R. K. Kiri*  
**Rakesh Kiri**  
**Company Secretary**



Encl.: As above



**transformers &  
rectifiers (india) ltd**

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**Q1 - FY 2018-19 - Presentation**

**3<sup>rd</sup> August, 2018**

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# FINANCIALS - STANDALONE



Particulars (Rs. in Lakhs)	Q1 FY 2019	Q1 FY 2018	FY 2018
<b>Income</b>			
Revenue from Operations (Gross)	22382	13150	69322
Other Income	90	152	695
Total Income	<b>22472</b>	<b>13302</b>	<b>70017</b>
<b>Expenditure</b>			
Cost of Raw Materials	17849	9434	52681
Excise duty on sales	0	816	816
Employee Cost	737	696	3023
Other Expenditure	2127	1471	7553
Depreciation	407	361	1470
Finance Cost	980	817	3787
Profit Before Tax	<b>372</b>	<b>(293)</b>	<b>687</b>
Less : Tax	129	(77)	250
Add: Other Comprehensive Income	(6)	(5)	(1)
PAT	<b>237</b>	<b>(221)</b>	<b>436</b>
EBITDA	1759	885	5944
<i>EBITDA Margin</i>	7.8%	6.7%	8.5%
<i>PAT Margin</i>	1.1%	(1.7)%	0.6%

# MAJOR UPDATES



- 6218 MVA sold in Q1FY2019 is highest in any first quarter of the Company.
- The Company received order from APTRANSCO for 2 Nos. 500 MVA 400kV Transformers which is First break through order from APTRANSCO in this category.
- The Company received order from GNAL for 4 Nos. of Rectifier Transformers for Green field Project being jointly put up by GACL and NALCO. This Order has been received in joint bidding with ABB India through tough competition from Chinese Vendor.
- The Company is lowest in World Bank Tender for supply of 24 Nos. 31.5 MVA 132/33 kV Power Transformers to APTRANSCO.
- The Company manufactured and supplied largest Electric Arc Furnace Transformers of 130 MVA to Russia during Q1FY2019.
- The Company manufactured and supplied largest Power Transformer in Export Segment of 220 MVA 220kV to Australia during Q1FY2019.

## Q1 FY18 RESULT HIGHLIGHTS



- The Company has order book valuing Rs. 765 Cr as on 30<sup>th</sup> June, 2018
- During the Q1FY2019 Revenue from Operations stood at Rs. 224 Cr. increase by 81% as compared to corresponding Q1FY2018 on better product mix and improved dispatches.
- During the Q1FY2019 EBIDTA increased by 99% to Rs. 17.59 Cr as compared to Rs. 8.85 Cr during Q1FY2018 on better capacity utilization.
- During the Q1FY2019 EBIDTA margin increased to 7.8% of Revenue as compared to 6.7% of Revenue during Q1FY2018
- During the Q1FY2019 PAT of Rs. 2.37 Cr i.e. 1.1% of Total Income as compared to PAT of Rs. (2.21) Cr i.e. (1.7)% during Q1FY2018

# TRIL Strengths



## In-house technical & design capabilities

- Design & engineering capabilities developed indigenously & in-house enabling the company to achieve greater customization and cater to niche segments
- Designs structured so as to minimize the losses occurring within the transformer
- Unique distinction of being approved by utilities for power transformers up to 400 kV class without any external technological support

## Cost Advantage

- Backward integration providing timely & cost-effective access to critical raw material components
- Installation of new machines (oven) has helped reduce cycle time to manufacture transformers

## Wide product portfolio and customer base

- Manufacturing entire range of transformers including power generation, T&D, industrial and certain special transformers
- One of the largest manufacturers of furnace transformers
- Preferred supplier to many utilities & industrial companies in India
- Exported transformers to countries such as England, Canada, U.A.E., South Africa, Saudi Arabia & Indonesia

## Well positioned to move up the value chain

- Manufacturing customized transformers & providing requisite on-site and after-sales service support
- Robust business model with revenues split almost equally between utilities & industries
- In house capabilities and self reliance by way of backward integration in FY15.
- Supported with strong technical collaboration with ZTR for 765 Kv transformer & with Fuji for 400/765 KV reactors and 400 Kv generator transformer.
- KEMA, Netherlands BV, the world renowned short circuit testing laboratory, Successfully tested our 315 MVA, 400/220/33 kV, 3 phase autotransformer

# Product Portfolio



## Distribution Transformers



## Furnace Transformers



## Power Transformers



## Rectifier Transformers



Classification of transformers	Range	Types
Power Transformer	Upto 1200 kV class	Generator transformer, Unit Auxiliary transformers, Step up & Step down transformers, Interconnecting Auto transformers, Dual Voltage Primary or Secondary Three winding transformers
Shunt Reactor	Upto 765 kV class	Reactors upto 765 kV class
Distribution Transformers	160 kVA and above	Earthing transformers, Three winding transformers, Step up & Step down transformers, Dual voltage Primary or Secondary
Furnace Transformers	105 kA and above	Arc Furnace, Induction Furnace, Ladle Arc Furnace and Submerged Arc Furnace transformers
Rectifier Transformers	Upto 160 kA DC	For DC power sources for Melt and Chemical Industries



# OPERATIONAL PERFORMANCE



Particulars	Q1FY'2019		Q1FY'2018		FY'2018		FY'2017		FY'2016	
<b>Sales MVA</b>										
Upto 220 kV	3471		1585		7616		15575		11274	
Above 220 kV	2745		2132		14250		8043		4465	
Particulars	Q1FY'2019		Q1FY'2018		FY'2018		FY'2017		FY'2016	
Sales Breakup - Customer Segment	(Rs. In Crore)	%	(Rs. In Crore)	%	(Rs. In Crore)	%	(Rs. In Crore)	%	(Rs. In Crore)	%
Utilities (SEBs, PGCIL , NTPC etc.)	140	62%	38	29%	314	46%	214	27%	208	36%
Industrial (incl. renewables)	42	19%	82	63%	307	45%	221	28%	219	38%
Exports (Incl. Third Party Exports - Utilities & Power)	43	19%	11	8%	64	9%	367	45%	149	26%
Total	224	100%	131	100%	685	100%	802	100%	576	100%



## INFRASTRUCTURE

1000 Sq. 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)



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THANK YOU

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