

Date: 5th May, 2017

Ref: TRIL/SECT/2017-18/NSE-BSE/COMPL/11

To, The Secretary BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001 Security Code : 532928	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
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Dear Sir/Madam,

Sub: Presentation for Conference Call

With reference to the captioned subject, we send herewith Presentation for Conference Call to be held on today at 04:00 p.m. on the Audited Standalone and Consolidated Financial Results of the Company for the quarter and financial year ended on 31st March, 2017 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. A. Kiri
Rakesh Kiri
Company Secretary



Encl.: As above



**transformers &
rectifiers (india) ltd**

An ISO 9001:2008, ISO 14001:2004 & BS OHSAS 18001:2007 CERTIFIED

Q4 - FY 2016-17 - Presentation

5th May, 2017

DISCLAIMER



This presentation and the discussion that follows may contain certain words or phrases that are forward - looking statements, based on current expectations of the management of Transformers and Rectifiers (India) Limited or any of its subsidiaries and associate companies ("TRIL"). Actual results may vary significantly from the forward-looking statements contained in this presentation due to various risks and uncertainties. These risks and uncertainties include the effect of economical and political conditions in and outside India, volatility in interest rates and the securities market, new regulations and Government policies that may impact the businesses of TRIL as well as its ability to implement the strategy.

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FINANCIALS - STANDALONE



Particulars (Rs. in Lakhs)	Q4 FY 2017	Q4 FY 2016	FY 2017	FY 2016
Net Sales / Income from Operations	18816	24805	80224	57637
Other Income	380	165	668	504
Total Income	19196	24970	80892	58141
Expenditure				
Cost of Raw Materials	13743	19695	61899	46386
Employee Cost	741	592	2656	2279
Other Expenditure	2199	1760	8036	6101
Depreciation	318	336	1345	1348
Finance Cost	837	972	3628	3281
Profit Before Exceptional Items	1358	1615	3328	(1254)
Less : Exceptional Items	1255	-	1255	-
Profit After Exceptional Items	103	1615	2073	(1254)
Less : Tax	74	541	770	(400)
PAT	29	1074	1303	(854)
EBITDA before Exceptional Items	2513	2923	8301	3375
EBITDA <i>Margin</i> before Exceptional Items	13%	12%	10%	6%
EBITDA after Exceptional Items	1258	2923	7046	3375
EBITDA <i>Margin</i> after Exceptional Items	7%	12%	9%	6%
<i>PBT Margin</i>	0.5%	6.5%	2.6%	(2.2%)
<i>PAT Margin</i>	0.2%	4.3%	1.6%	(1.5%)

FINANCIALS - STANDALONE



Particulars (Rs. in Lakhs)	As at 31 st March 2017	As at 31 st March 2016
Share Holders Fund	33264	31960
Long Term Borrowing	3895	4485
Differed Tax Liabilities	1079	343
Other Non Current Liabilities	214	367
Short Term Borrowing	13082	9649
Current Liabilities	32268	29256
Total Equity and Liabilities	83802	76060
Net Fixed Assets	17404	17884
Other Non Current Assets	2405	2245
Cash and Bank Balances	2301	3429
Other Current Assets	61692	52502
Total Assets	83802	76060

FINANCIALS - CONSOLIDATED



Particulars (Rs. in Lakhs)	FY'2017	FY'2016
Net Sales and other Operating Income	82058	59489
Other Income	609	439
EBIDTA before Exceptional Items	8923	3889
EBIDTA after Exceptional Items	7668	3889
EBIT before Exceptional Items	7449	2419
EBIT after Exceptional Items	6194	2419
PAT	1586	(751)
Equity	1326	1326
Net worth	34183	32674
Debt (Including Deferred Tax Liability)	18753	15206
Net Block	19298	19643
Net Current Assets (Excluding Cash and Debt)	31232	24733
Cash and Bank Balances (Including FD)	2405	3504

MAJOR HIGHLIGHTS



- Highest Turnover achieved since inception of Rs. 802 Crore during the Financial year
- Turnaround year for Transformers and Rectifiers (India) Limited
- 51% increase in transformer production as compare to FY 2016. Total achieved production 24,428 MVA.
- The Company has successfully completed execution of its Largest 3rd Party Export order of 300 No 40 MVA Transformers to Algeria during the year.
- The Company has been awarded the order for 39 No. of Transformers amounting to Rs. 153 Crores from Gujarat Energy Transmission Corporation Limited (GETCO).

MAJOR HIGHLIGHTS



- The Company has order book of 30235 MVA valuing Rs. 962 Cr as on 30th April, 2017.
- During the Q4FY2017, the Company reported decline of 24% in Total revenue as compared to corresponding Q4FY2016
- During the Q4FY2017, the Company reported EBIDTA (before exceptional items) of Rs. 25 Cr i.e. 13% of Revenue as compared to EBIDTA of Rs. 29 Cr i.e. 12% of Revenue during Q4FY2016.
- During the Q4FY2017, the Company reported EBIDTA (after exceptional items) of Rs. 13 Cr i.e. 7% of Revenue as compared to EBIDTA of Rs. 29 Cr i.e. 12% of Revenue during Q4FY2016
- During the FY2017, the Company reported growth of 39% in Total revenue as compared to corresponding FY2016

MAJOR HIGHLIGHTS



- During the FY2017, the Company reported EBIDTA (before exceptional items) of Rs. 83 Cr i.e. 10% of Revenue as compared to EBIDTA of Rs. 34 Cr i.e. 6% of Revenue during FY2016
- During the FY2017, the Company reported EBIDTA (after exceptional items) of Rs. 70 Cr i.e. 9% of Revenue as compared to EBIDTA of Rs. 34 Cr i.e. 6% of Revenue during FY2016
- the Company has entered into a Joint Venture Agreement for the purpose of providing site services and maintenance of transformer and other oils.
- TRIL will hold majority stake in Joint Venture.
- TRIL will lease the mobile Vapour Phase Drying (VPD) systems which are forming the integral part of the business as this is helpful in removing the moisture from transformers

OPERATIONAL PERFORMANCE



Production and Sales

Particulars	Q4 FY'2017	Q4 FY'2016	FY'2017	FY'2016
Revenue (In Lacs)	18816	24805	80224	57637
Production (MVA)	5966	6615	24428	16202
Sales (MVA)	5879	7165	23617	15739

(* includes only Transformers sales)

OPERATIONAL PERFORMANCE

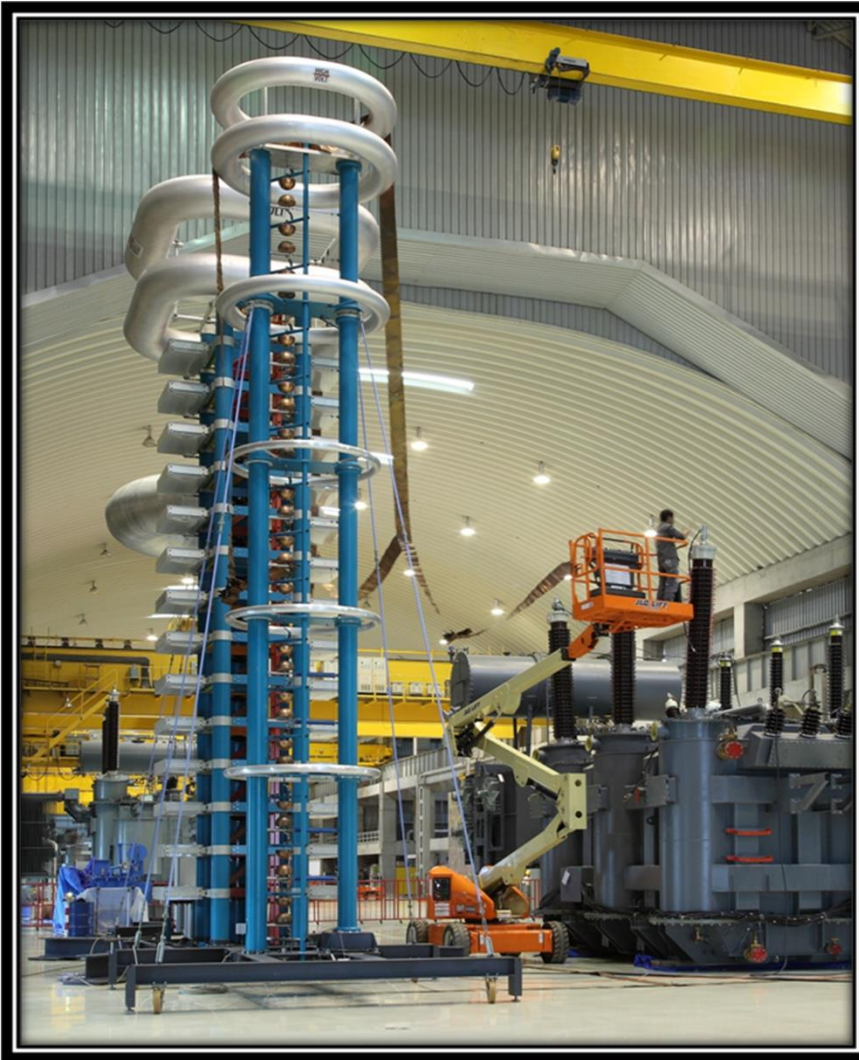


❖ Sales Breakup - Customer Segment

The break-up of the sales achieved by the Company among Utility segment (SEBs, PGCIL, NTPC etc.), Industrial segment (including furnace, rectifier, power and distribution) and Third party exports (utilities & power) is as under:

Particulars	Q4 FY 2017		Q4 FY 2016		FY 2017		FY 2016	
	Rs. (In Lacs)	%	Rs. (In Lacs)	%	Rs. (In Lacs)	%	Rs. (In Lacs)	%
Utilities (SEBs, PGCIL , NTPC etc.)	6578	35%	7301	29%	21398	27%	20863	36%
Industrial (incl. renewables	10711	57%	10152	41%	22120	28%	21919	38%
Third Party Exports(Utilities & Power)	1527	8%	7352	30%	36706	45%	14855	26%
Total	18816	100%	24805	100%	80224	100%	57637	100%

(* includes only Transformers sales)



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)

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

www.transformerindia.com