

**Date: 5<sup>th</sup> February, 2016**

**Ref: TRIL/SECT/2015-16/NSE-BSE/COMPL/38**

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

Dear Sir/Madam,

**Sub: Presentations for Analysts Call**

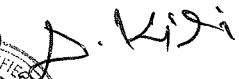
With reference to the captioned subject, please find enclosed herewith Presentations for Analysts Call on the Unaudited Standalone Financial Results of the Company for the quarter ended on 31<sup>st</sup> December, 2015 pursuant to Regulation 46 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Please take the same on your record.

Thanking you,

Yours faithfully,

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

  
  
**Rakesh Kiri**  
**Company Secretary & Compliance Officer**  
Encl: As above



**transformers &  
rectifiers (india) ltd**

**BS OHSAS 18001 : 2007**

**Q3 FY'2016- Presentation  
5<sup>th</sup> Feb'2016**

# Disclaimer



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# Financials – Standalone



| Particulars<br>(Rs. In Lacs)       | Q3 FY'2016    | Q3 FY'2015    | 9Month<br>FY' 2016 | 9Month<br>FY' 2015 | FY'2015       |
|------------------------------------|---------------|---------------|--------------------|--------------------|---------------|
| Net Sales / Income from Operations | 12,642        | 10,749        | 32,832             | 37,826             | 54,169        |
| Other Income                       | 146           | 89            | 339                | 242                | 351           |
| Total Income                       | <b>12,788</b> | <b>10,838</b> | <b>33,171</b>      | <b>38,068</b>      | <b>54,520</b> |
| <b>Expenditure</b>                 |               |               |                    |                    |               |
| Cost of Raw Materials              | 10,390        | 7,985         | 26,691             | 29,882             | 43,109        |
| Employee Cost                      | 524           | 583           | 1,687              | 1,710              | 2,307         |
| Other Expenditure                  | 1,407         | 1,621         | 4,341              | 4,536              | 6,098         |
| Depreciation                       | 350           | 312           | 1,012              | 884                | 1,200         |
| Finance Cost                       | 803           | 563           | 2,309              | 2,129              | 2,767         |
| PBT                                | <b>(686)</b>  | <b>(226)</b>  | <b>(2,869)</b>     | <b>(1,073)</b>     | <b>(961)</b>  |
| Tax                                | (242)         | (68)          | (941)              | (346)              | (316)         |
| PAT                                | <b>(444)</b>  | <b>(158)</b>  | <b>(1,928)</b>     | <b>(727)</b>       | <b>(645)</b>  |
| EBITDA                             | 467           | 649           | 452                | 1,940              | 3,006         |
| EBITDA Margin                      | 4%            | 6%            | 1%                 | 5%                 | 6%            |

## Major Highlights during Q3 FY'2016



- Received order for supply of 6 nos 500 MVA, 400/220/33 kV Auto transformer amounting to Rs. 49 Crore from one of the SEBs.
- Secured order for total 11 nos transformers, includes 01 nos 500 MVA, 400/220/33 kV, 01 nos 315 MVA, 400/220/33 kV and 08 nos 150 MVA, 220/132 kV and 01 nos 100 MVA 220/132 kV class power transformer, total amounting to Rs. 45.60 Crore through one of the SEBs.
- Received order for total 10 nos transformers, for 25 MVA, 66/11 kV power transformer through one of the EPC.
- The Company is L1 in one of the SEBs for 4 nos 315 MVA, 400/220/33 kV power transformers. Order expected in 4<sup>th</sup> Quarter.
- Received export order for 25 MVA, 110/20 kV class power transformer from Afghanistan.

## ANALYSIS OF THE Q3 FY 2016



- During the quarter the Company achieved total revenue of Rs. 126.42 Crores as compared to Rs. 107.49 Crores during Q3 FY2015. EBIDTA for the quarter remained at Rs. 4.67 Crores as compared to EBIDTA of Rs. 6.49 Crores in Q3 FY15 and PBT was negative to the tune of Rs. 6.86 Crores.
- During 9M FY 2016 the Company has total revenue of Rs. 328.32 Crores as compared to Rs. 378.26 Crores during 9M FY2015 and during 9M 2016 EBIDTA stood at Rs.4.52 Crores as against EBIDTA of Rs 19.40 Crores during 9M FY15.
- The Company has order book of 26,728 MVA amounting to Rs.932.65 Crores as on 31<sup>st</sup> Dec, 2015.

# Operational Performance



## Production & Sales

| Particulars          | Q3 FY'2016 | Q3 FY'2015 | 9 Month<br>FY'2016 | 9 Month<br>FY'2015 | FY '2015 |
|----------------------|------------|------------|--------------------|--------------------|----------|
| Revenue<br>(In Lacs) | 12,642     | 10,749     | 32,832             | 37,826             | 54,169   |
| Production<br>(MVA)  | 3,930      | 3,286      | 9,358              | 9,895              | 20,650   |
| Sales<br>(MVA)       | 2,965      | 2,842      | 8,574              | 8,739              | 20,210   |

(\* 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:

|                                        | Q3 FY'2016       |      | Q3 FY'2015       |      | 9 Month FY'2016  |      | 9 Month FY'2015  |      |
|----------------------------------------|------------------|------|------------------|------|------------------|------|------------------|------|
|                                        | Rs.<br>(In Lacs) | %    | Rs.<br>(In Lacs) | %    | Rs.<br>(In Lacs) | %    | Rs.<br>(In Lacs) | %    |
| Utilities<br>(SEBs, PGCIL<br>and NTPC) | 7,383            | 58%  | 6,719            | 63%  | 16,175           | 49%  | 26,710           | 71%  |
| Industrial                             | 5,259            | 42%  | 4,030            | 37%  | 16,657           | 51%  | 11,116           | 29%  |
| Total                                  | 12,642           | 100% | 10,749           | 100% | 32,832           | 100% | 37,826           | 100% |

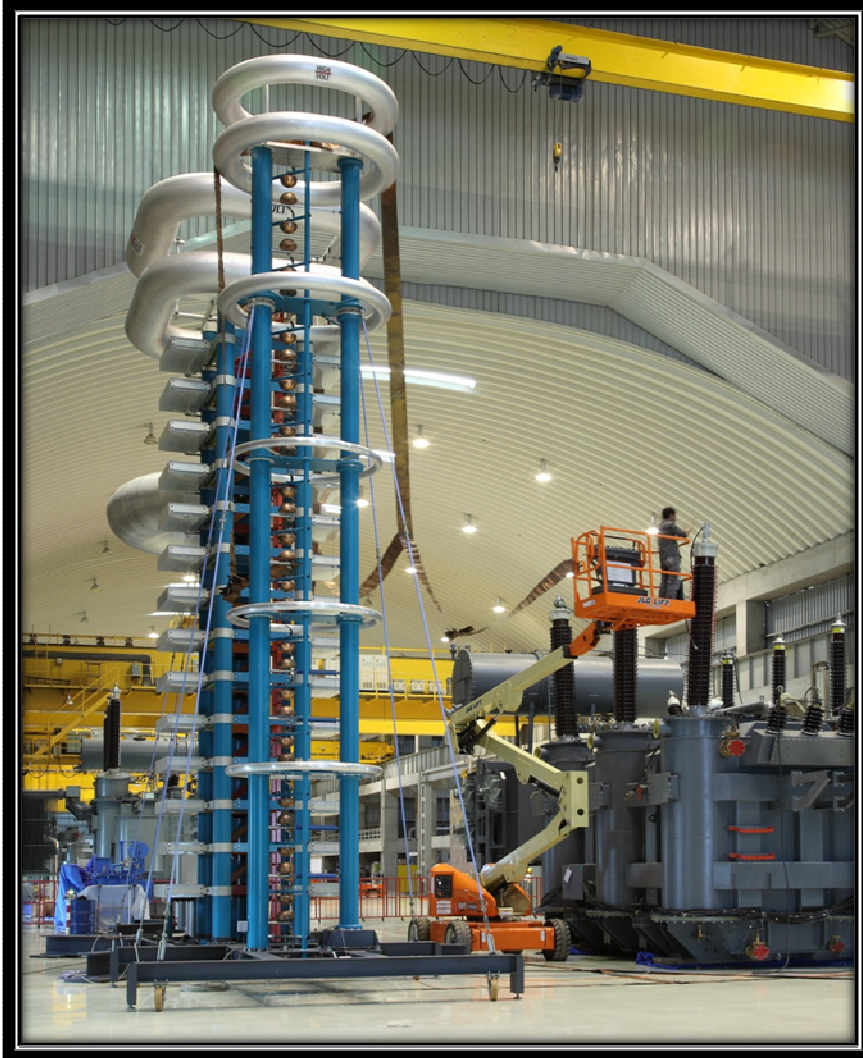
## AWARDS & ACCOLADES



Mr. V K Lakhiani, recognizing his remarkable contribution to Indian Transformer Industry, CPRI took proud and honored Mr. V K Lakhiani, Director Technical T & R India Ltd, and conferred on him an “ Outstanding Achievement Award”



Shri V. K Lakhiani accepting felicitation from Mr. Devendra Chaudhary, Special Secretary Ministry of Power, Government of India. DG/CPRI, CMD/Toshiba India and member CEA are also seen.



## 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)

## 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



AN ISO 9001 : 2000 CERTIFIED



**transformers &  
rectifiers (india) ltd**

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**THANK YOU**

*[www.transformerindia.com](http://www.transformerindia.com)*