



**transformers &
rectifiers (india) ltd**

Date: 27th May, 2016

Ref: TRIL/SECT/2016-17/NSE-BSE/COMPL/10

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: Presentations for Analysts Call

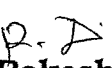
With reference to the captioned subject, please find enclosed herewith Presentations for Analysts Call on the Audited Standalone and Consolidated Financial Results of the Company for the financial year ended on 31st March, 2016 pursuant to Regulation 46 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Please take the same on your record.

Thanking you,

Yours faithfully,

For Transformers and Rectifiers (India) Limited


Rakesh Kiri
Company Secretary and Compliance Officer



Encl: As above



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BS OHSAS 18001 : 2007

**Q4 FY'2016- Presentation
26th May'2016**

Disclaimer



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Major Highlights during FY'2016



- The Company was awarded the order for supply of 66kV class of transformers aggregating to 2650 MVA and valuing Rs. 124 Cr. from a leading SEB.
- 315 MVA, 400/220/33kV Auto transformer manufactured by the company successfully tested at KEMA High Power testing Lab in Netherland for dynamic short-circuit test. The successful short circuit testing qualifies the Company for participation in large rating of 400 kV class auto transformer tenders of transmission utilities viz. POWERGRID and other state utilities.
- The Company received order for supply of 6 Nos 500 MVA, 400/220/33 kV Auto transformer amounting to Rs. 49 Cr form one of the leading SEB's.
- Company has 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 valuing Rs. 45.60 Cr. from one of the leading SEB's.

Major Highlights during FY'2016



- Company received order for supply of 5 Nos 315 MVA, 400/220/33 kv Transformer from another SEB's
- The Company received order for supply of 14 Nos 500 MVA, 765/400 kV Auto transformer from PGCIL valuing Rs. 134 Cr.
- Company has received Export Order for 150 MVA 220/120/15kv Power Transformer, which is highest rating Export Order received by the company.
- Highest rating of 333 MVA, 1150 kv Transformer supplied to PGCIL has been commissioned successfully and running satisfactorily at PGCIL site. It is the highest rating transformer manufactured in India.

Financials – Standalone



Particulars (Rs. In Lacs)	Q4 FY'2016	Q4 FY'2015	9MFY' 2016 (Upto Dec-16)	FY' 2016	FY' 2015
Net Sales / Income from Operations	24,805	16,343	32,832	57,637	54,169
Other Income	165	109	339	504	351
Total Income	24,970	16,552	33,171	58,141	54,510
Expenditure					
Cost of Raw Materials	19,695	13,227	26,691	46,386	43,109
Employee Cost	592	597	1,687	2,279	2,307
Other Expenditure	1,760	1,565	4,341	6,101	6,098
Depreciation	336	316	1,012	1,348	1200
Finance Cost	972	634	2,309	3,281	2,767
PBT	1,615	113	(2,869)	(1,254)	(961)
Tax	541	30	(941)	(400)	(316)
PAT	1,074	83	(1,928)	(854)	(645)
EBITDA	2,923	1066	452	3,375	3,006
EBITDA Margin	12%	7%	1%	6%	6%

Balance Sheet – Standalone



Particulars (Rs. In Lacs)	As at 31st March 2016	As at 31st March 2015
Share Holders Fund	31,960	32,814
Long Term Borrowing	4,485	1,864
Differed Tax Liabilities	343	746
Other Non Current Liabilities	367	660
Short Term Borrowing	9,649	11,924
Current Liabilities	29,256	21,319
Total Equity and Liabilities	76,060	69,327
Net Fixed Assets	17,884	18,565
Other Non Current Assets	2,245	1,744
Cash and Bank Balances	3,429	3,278
Other Current Assets	52,502	45,740
Total Assets	76,060	69,327

Financials – Consolidated



Particulars (Rs. In Lacs)	FY'2016	FY'2015
Net Sales and other Operating Income	59,489	55,366
Other Income	439	276
EBIDTA	3,888	3,110
EBIT	2,418	1,974
PAT	(751)	(804)
Equity	1,326	1,326
Net worth	32,673	33,424
Debt (Including Deferred Tax Liability)	15,205	15,270
Net Block	19,643	20,311
Net Current Assets (Excluding Cash and Debt)	24,731	24,181
Cash and Bank Balances (Including FD)	3,504	3,343

- During the quarter the Company achieved total revenue of Rs. 248 Cr as compared to Rs. 163 Cr during Q4FY2015. EBIDTA for the quarter was Rs. 29 Cr as compared to Rs. 11 Cr in Q4FY15. PAT for the Quarter was Rs. 11 Cr as compared to Rs. 1 Crore during Q4FY2015
- During FY2016 the Company achieved total revenue of Rs. 576 Cr as compared to Rs. 542 Cr during FY2015 and during FY2016 EBIDTA was Rs. 34 Cr as against Rs 30 Cr during FY2015.
- The Company has order book of 28869 MVA valuing Rs. 863 Crores as on 31st March, 2016.

Operational Performance



Production & Sales

Particulars	Q4 FY'2016	Q4 FY'2015	FY'2016	FY'2015
Revenue (In Lacs)	24,805	16,343	57,637	54,169
Production (MVA)	6,615	6,030	15,973	15,925
Sales (MVA)	7,165	6,265	15,739	15,004

(* 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:

	Q4 FY'2016		Q4 FY'2015		FY'2016		FY'2015	
	Rs. (In Lacs)	%	Rs. (In Lacs)	%	Rs. (In Lacs)	%	Rs. (In Lacs)	%
Utilities (SEBs, PGCIL and NTPC)	7,301	29%	11,389	70%	20,863	36%	38,102	70%
Industrial	17,504	71%	4,954	30%	36,774	64%	16,067	30%
Total	24,805	100%	16,343	100%	57,637	100%	54,169	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)

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