



**Date: 25<sup>th</sup> July, 2016**

**Ref: TRIL/SECT/2016-17/NSE-BSE/COMPL/20**

<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**

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 30<sup>th</sup> June, 2016 pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

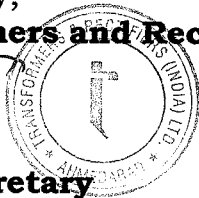
Please take the same on your record.

Thanking you,

Yours faithfully,

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

  
**Rakesh Kiri  
Company Secretary**



Encl.: As above

CIN No.: L33121GJ1994PLC022460



**Q1 FY'2017- Presentation**  
**25<sup>th</sup> July'2016**

# Disclaimer



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## Major Highlights during Q1FY'2017



- INR 159 Cr Turnover is the highest during First Quarter of any year.
- Received breakthrough order for 2 Nos 500 MVA 400kV Transformer from one of the Utility.
- Received breakthrough Order for 2 Nos 500 MVA 400kV and 1 nos 60MVA reactor from one of the Utility.
- Received Export Order for 132 MVA Arc Furnace Transformer, is the Highest rating Arc Furnace Transformer to be manufactured in the country.

- During the quarter the Company achieved total revenue of Rs. 159 Cr as compared to Rs. 62 Cr during Q1FY2016. Thus achieving growth of 156% on QoQ basis.
- During Q1FY2017, company reported EBIDTA of Rs. 13 Cr as compared to negative Rs. 8 Cr in Q1FY2016.
- During Q1FY2017, company reported PAT of Rs. 1 Cr as compared to loss of Rs. 12 Cr in Q1FY2016.
- The Company has order book of 30761 MVA valuing Rs. 868 Cr as on 30<sup>th</sup> June, 2016.

## Financials – Standalone



Particulars (Rs. In Lacs)	Q1 FY'2017	Q1 FY'2016	FY' 2016
Net Sales / Income from Operations	15917	6211	57637
Other Income	87	105	504
Total Income	<b>16004</b>	<b>6316</b>	<b>58141</b>
<b>Expenditure</b>			
Cost of Raw Materials	12697	5049	46386
Employee Cost	545	625	2279
Other Expenditure	1472	1426	6101
Depreciation	336	330	1348
Finance Cost	839	718	3281
PBT	<b>115</b>	<b>(1832)</b>	<b>(1254)</b>
Tax	40	(583)	(400)
PAT	<b>75</b>	<b>(1249)</b>	<b>(854)</b>
EBITDA	1290	(784)	3375
EBITDA Margin	8%	(13%)	6%

## Production & Sales

Particulars	Q1 FY'2017	Q1 FY'2016	FY'2016
Revenue (In Lacs)	<b>15917</b>	<b>6211</b>	<b>57637</b>
Production (MVA)	<b>4162</b>	<b>2155</b>	<b>15973</b>
Sales (MVA)	<b>3543</b>	<b>1308</b>	<b>15739</b>

(\* 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:

	Q1 FY'2017		Q1 FY'2016		FY'2016	
	Rs. (In Lacs)	%	Rs. (In Lacs)	%	Rs. (In Lacs)	%
Utilities (SEBs, PGCIL and NTPC)	5715	36%	4216	68%	20863	36%
Industrial	10202	64%	1995	32%	36774	64%
Total	15917	100%	6211	100%	57637	100%





## INFRASTRUCTURE

1000Sq meter, 25 meter high test bay with shielding suitable for partial discharge measurements

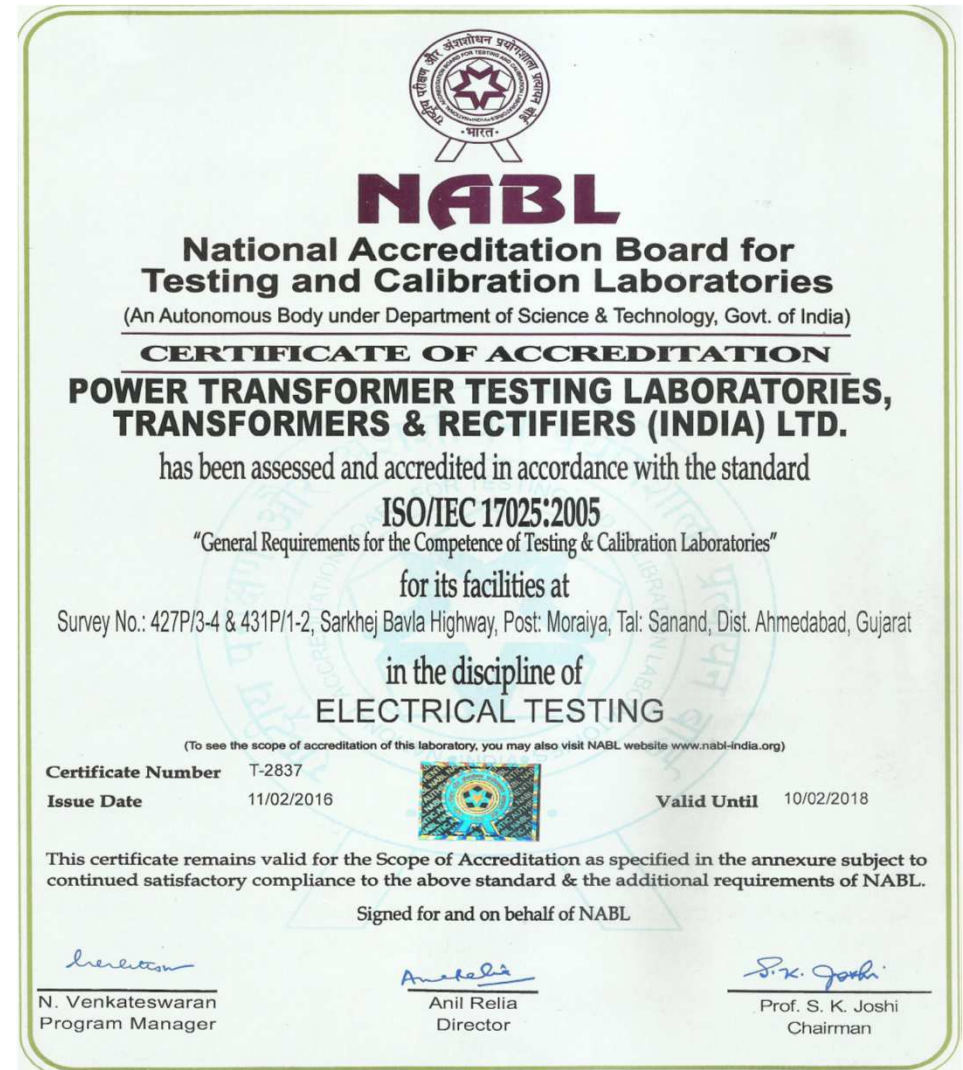
## Test Sources

- 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





**transformers &  
rectifiers (india) ltd**

BS OHSAS 18001 : 2007

**THANK YOU**