



**Satyen Mamtora**

Managing Director  
Transformers and Rectifiers (India)  
Limited (TARIL)

### How has your company evolved since its inception, and what key transformations have been pivotal to your growth?

Founded in 1981, **Transformer & Rectifier (India) Limited (TARIL)** has grown from a modest transformer manufacturer into one of India's leading power equipment companies, serving sectors ranging from power generation and transmission to steel, railways, cement, and renewables.

Over the decades, our evolution has shaped by strategic investments in capacity, technology, and process efficiency. We currently operate three world-class manufacturing facilities in Gujarat, with a **total installed capacity of approx.. 40,000 MVA per annum**, and are on track to scale up to **75,000 MVA by FY27**.

Our plan to establish **backward integration for all major transformer components**, including core laminations, CTC conductors, Transformer tanks, OIP and RIP Bushing, RIF Bushing, Bushing CTs

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and insulation components. This initiative will allow us to enhance quality control, reduce supply chain dependency, and improve cost efficiency—directly supporting our goal of reaching \$1 Billion in next three years.

### How does your company contribute to strengthening India's position as a global economic force, particularly in alignment with the 'Atmanirbharta' vision?

TARIL is strongly aligned with India's 'Atmanirbhar Bharat' vision.

By developing and manufacturing transformers upto 1,200 kV itself comes under the vision of Atmanirbhar...

By developing in-house capabilities across design, engineering, and testing—and now actively building **backward integration for critical components**—we are reducing reliance on imports and promoting self-reliant manufacturing.

Our transformers power core infrastructure across India, including projects for **PGCIL, NTPC, Indian Railways, state electricity boards**, and major private players. We also export to over **40 countries**, contributing to India's positioning as a global hub for high-quality power equipment.

### What is your company's growth strategy for the next 3-5 years,

### and how does it align with the evolving MSME landscape?

Our 3-5 year growth strategy is centered around backward integration, operational excellence, and inclusive development—with a strong emphasis on strengthening the MSME ecosystem that supports our industry.

We are integrating key components of our manufacturing process, such as core laminations, CTC conductors, transformer tanks, RIP & RIF bushings, insulation components, and tap changers. This enables tighter control over quality, shorter lead times, better cost efficiency, and improved responsiveness—especially for high-volume utility and export orders.

At the same time, we remain committed to nurturing MSME partners who form an integral part of our value chain. By fostering long-term relationships, offering technical training, and aligning them with our quality and sustainability standards, we are helping vendors scale with us.

This collaborative approach ensures operational reliability and contributes to India's broader industrial growth—empowering MSMEs to evolve with the changing market.

Our strategy is about building a resilient, future-ready ecosystem where large enterprises and MSMEs thrive together. ■