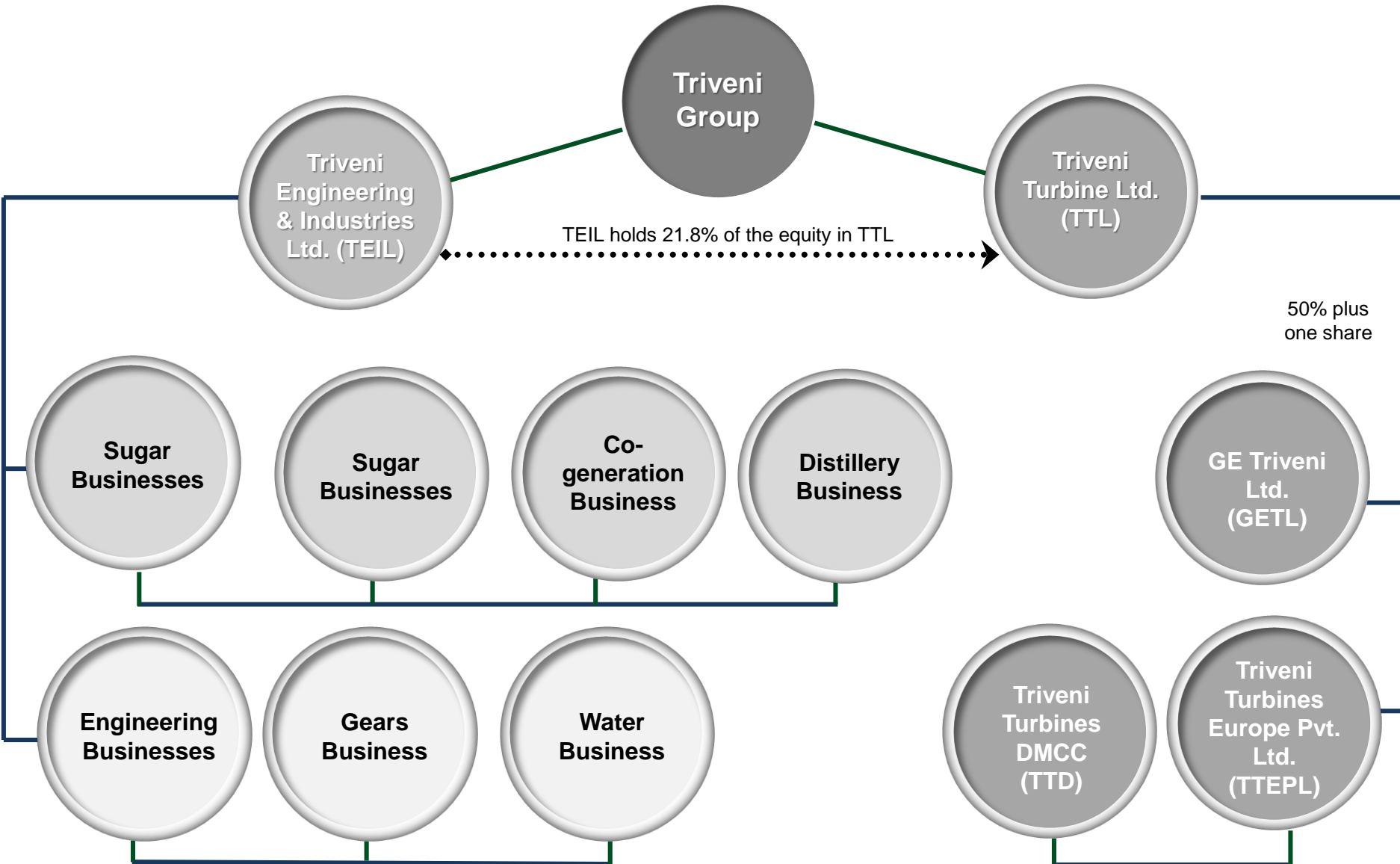




# CORPORATE PRESENTATION

(February 2018)

# Triveni Group Organisation Structure



# Triveni Group Fact Sheet

1

Two Independent Listed Companies with total FY 17 gross revenue of INR 37.12 billion (USD 573 million)  
– Triveni Engineering & Industries Ltd. and Triveni Turbine Ltd.

2

Listed in both National Stock Exchange & Bombay Stock Exchange  
Total Market Capitalisation of ~ INR 5.8 billion (~ USD 900 million)  
(as on February 16, 2018)

3

Promoter driven, professionally managed companies with eminent and independent Board of Directors

4

Triveni Engineering is one of the largest integrated sugar manufacturers in India and market leader in its engineering businesses comprising high speed gears, gearboxes, and water & waste water treatment solutions

5

Triveni Turbine Ltd. is one of the world's largest manufacturers of steam turbines up to 30 MW range for providing industrial & renewable power solutions





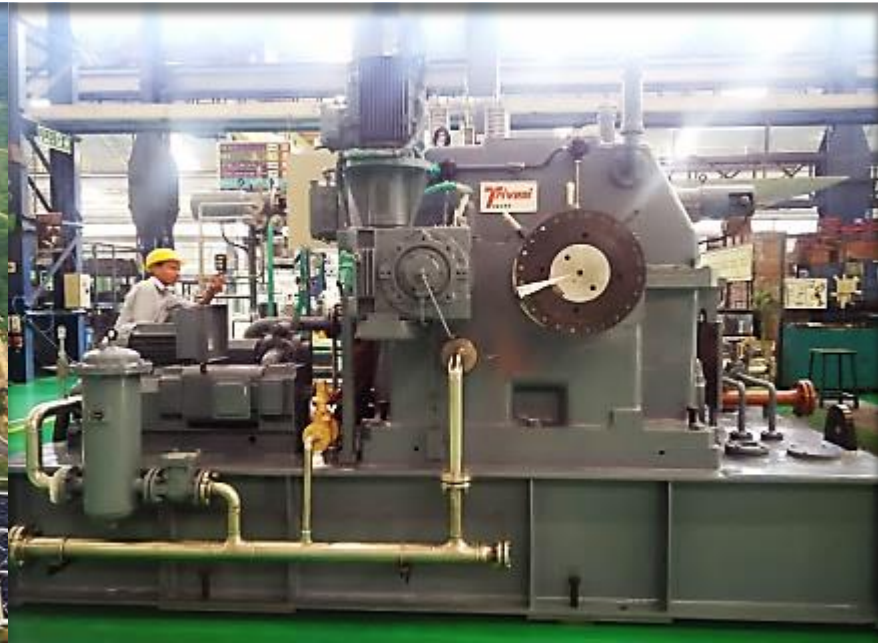
# Financial Performance – TEIL (Consolidated)

*In ₹ million*

	Q3 FY 18	Q3 FY 17	% Change	9M FY 18	9M FY 17	% Change
<b>Gross Revenue</b>	7726	7237	7%	26776	20294	32%
<b>EBITDA</b>	968	1314	-26%	3990	3695	8%
<b>EBITDA Margin</b>	13%	18%		15%	18%	
<b>Share of income from Associates</b>	33	75		106	195	
<b>Profit / (Loss) Before Tax</b>	791	1020	-22%	3035	2540	20%
<b>Profit / (Loss) After Tax (PAT) Consolidated</b>	601	764	-21%	2212	1925	15%
<b>Other Comprehensive Income (Net of Tax)</b>	9	(3)		7	3	
<b>Total Comprehensive Income</b>	610	761	-20%	2219	1928	15%
<b>EPS (not annualized) (₹/share)</b>	2.33	2.96		8.58	7.46	



# Engineering Business



# Engineering Businesses



## Triveni Gears

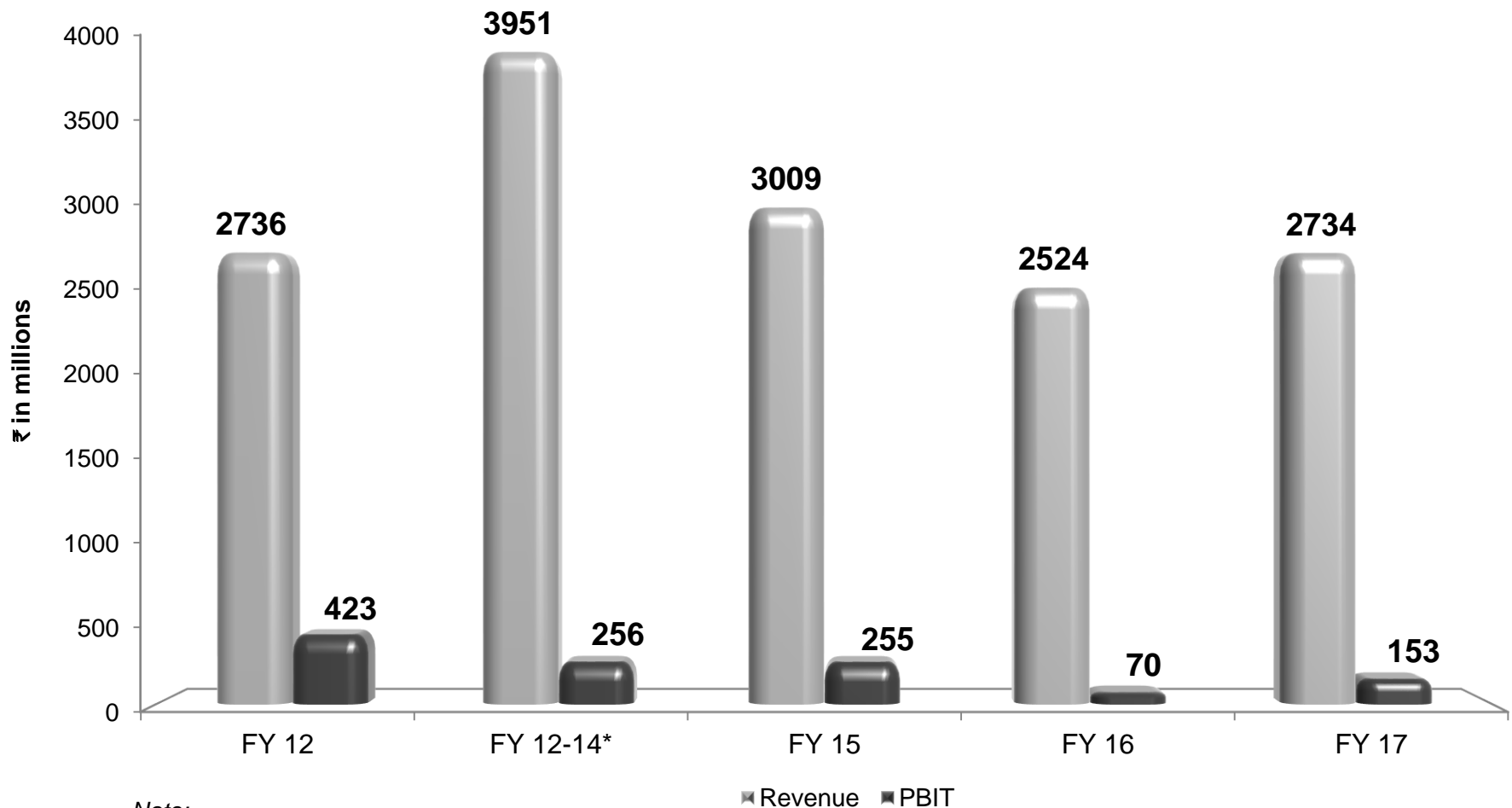
Market leader in High speed gears & gear boxes upto 70 MW capacity and speed of 70,000 rpm



## Triveni Water

A leading player in the high technology water & wastewater management business

# Engineering Businesses – Revenue Growth



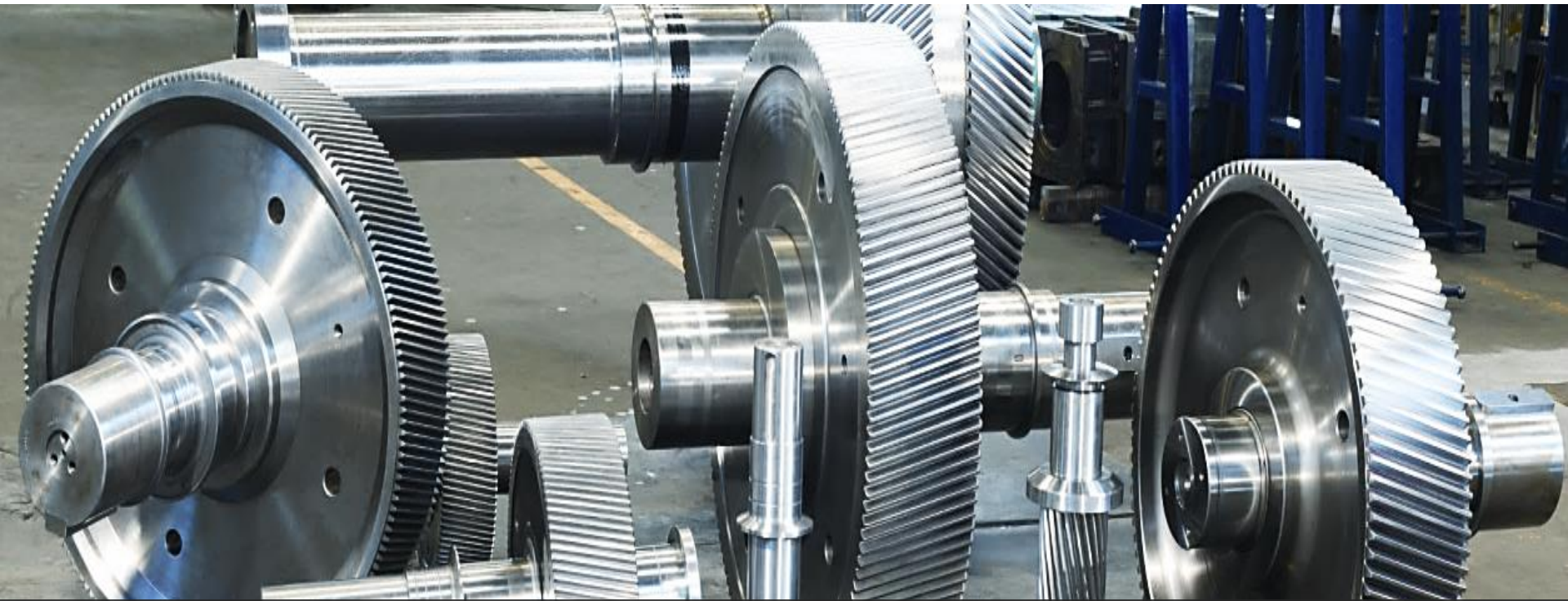
Note:

For FY 16 & FY 17 revenue figures are including excise duty

FY 12-14\* - 18 months period from Oct 12 – Mar 14



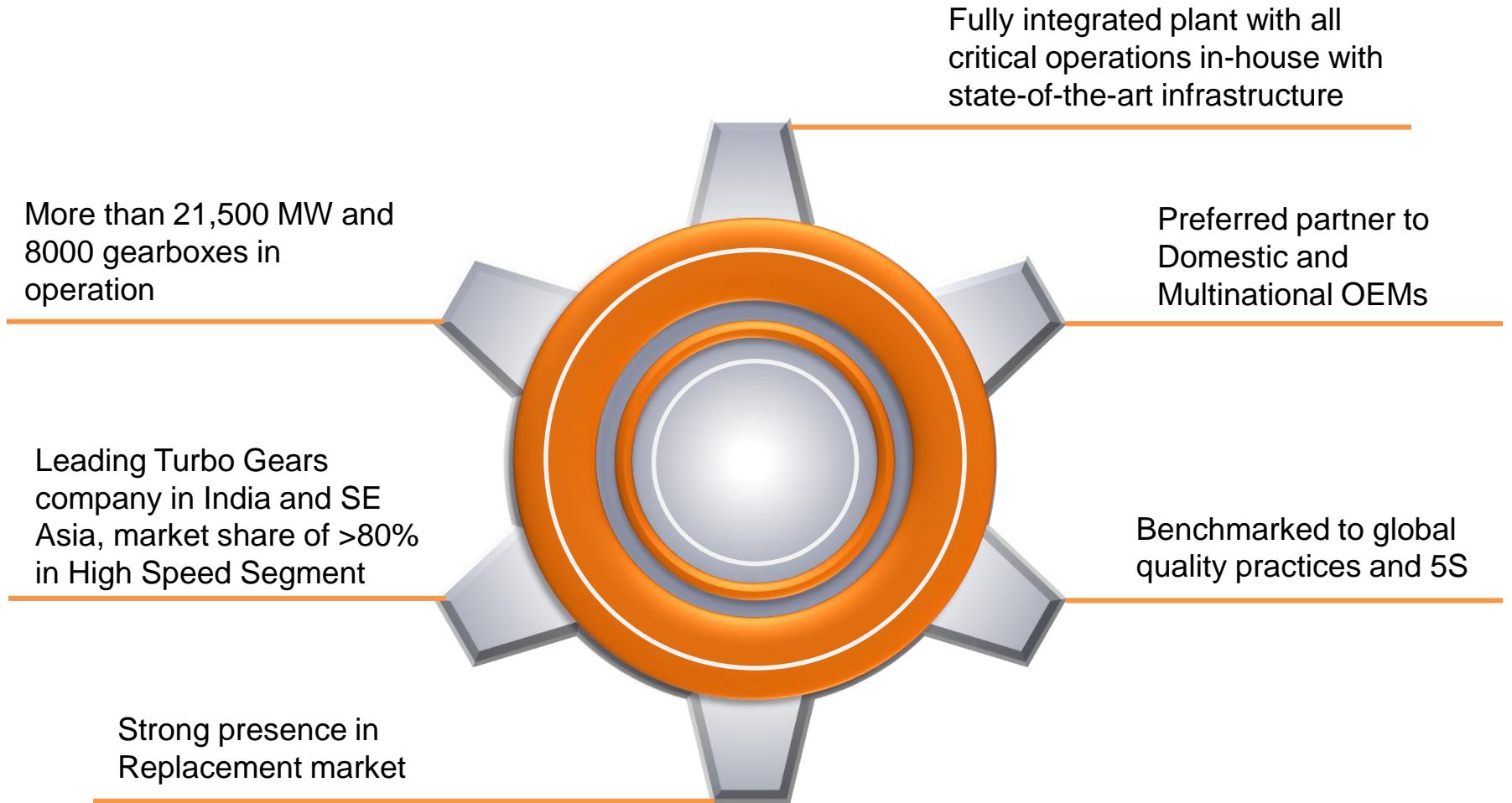
# Gears Business - Overview



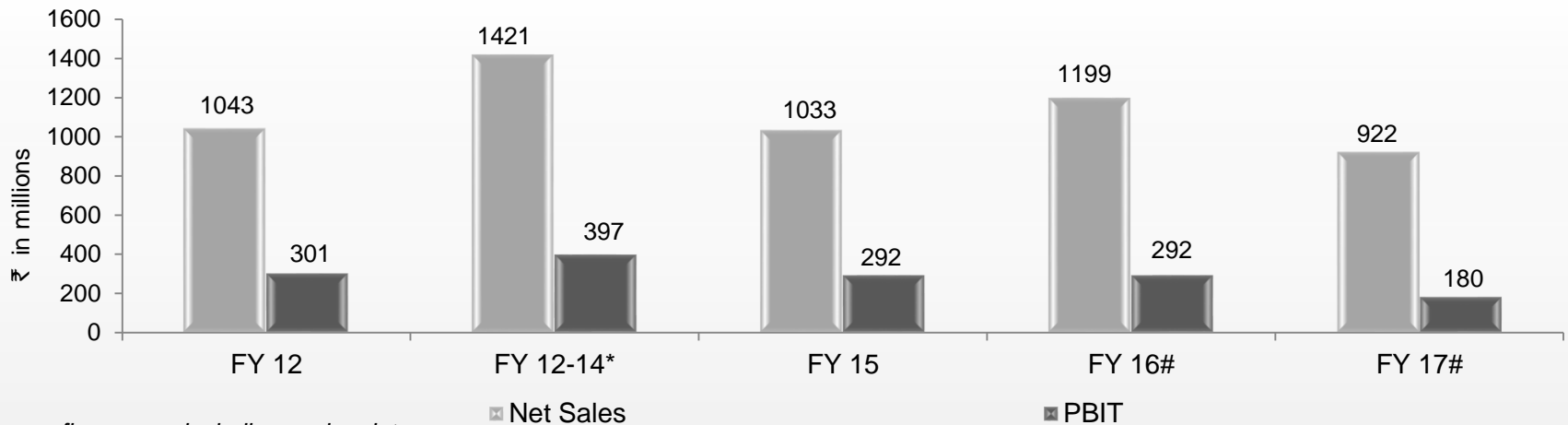
- ❑ Design, manufacture and marketing of customised gears and gearboxes (both high speed and niche low speed gears)
- ❑ State-of-the-art design and manufacturing facility at Mysore conforming to international standards
- ❑ Triveni technology for high speed gear boxes upto 7.5 MW and for hydel gearbox range upto 6 MW
- ❑ Range above 7.5 MW-62 MW is manufactured using technology licensed from GE (Lufkin), USA



# Gears Business - Overview



# Gears Business – Financial Performance



#revenue figures are including excise duty  
 FY 12-14\* - 18 months period from Oct 12 – Mar 14

- While the turnover for the quarter and nine months ended Dec 2017 went up by 43% and 30% respectively, the PBIT increase has been substantial at 210% for the quarter and 118% for the nine months
- Order booking also improved by 152% in 9M FY 18
- Overall the market looks stable with positive signs from some sectors
- The business has strong enquiries from defence and is hopeful of concluding some more of them in the coming quarters

**Outstanding Order Book as on 31<sup>st</sup> Dec 2017 – ₹ 1.38 billion  
 (including ₹ 508 million long term order)**

# Water Business - Overview



- ❑ Technology association with world's leading technology providers for various products, process & solutions such as Ultra filtration (UF), Reverse Osmosis (RO), Moving Bed Bio Reactor (MBBR) etc.
- ❑ Over 2000 numbers of process equipments for water & waste water treatment applications, supplied and commissioned till date
- ❑ During FY 12, the Company has made a long term strategic investment by acquiring 25.04% equity stake in an International Water Technology Company, engaged in providing water treatment solutions using proprietary technology



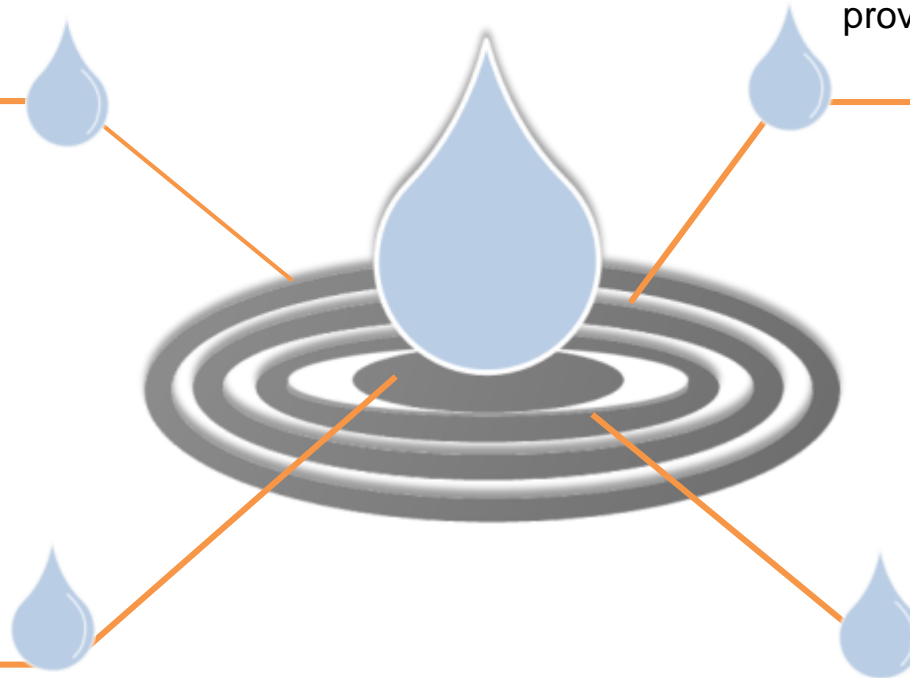
# Water Business - Overview

Over 100 successfully operating installations across various segments – infrastructure, industrial and municipal

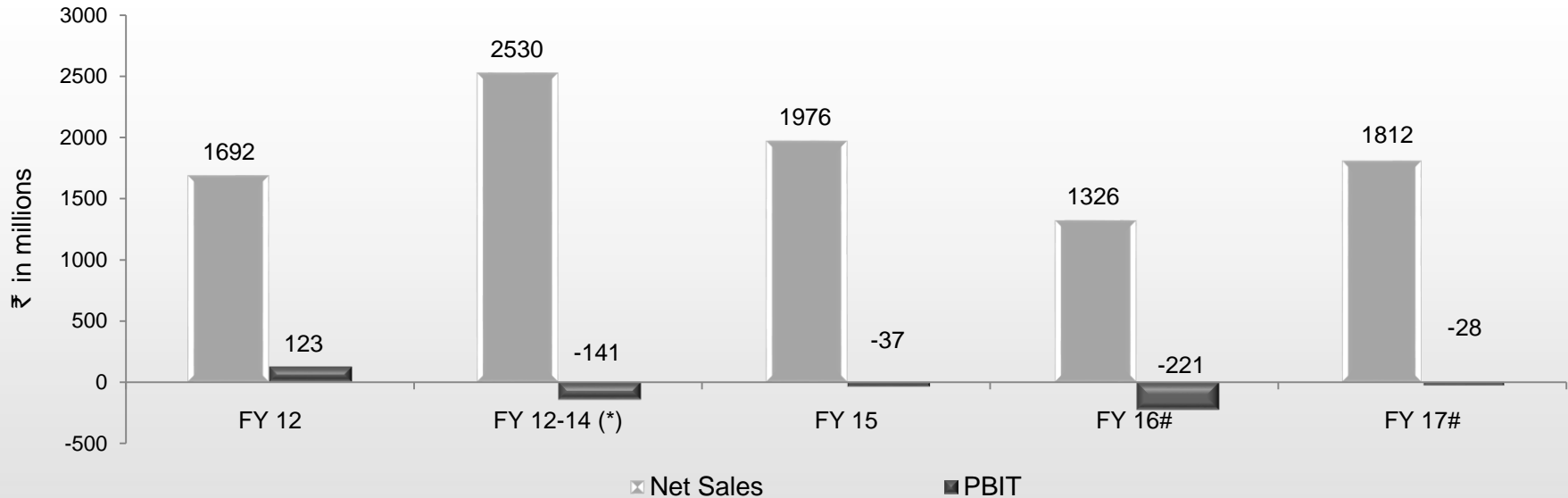
Technology associations with the world's leading technology providers for various products, processes and solutions

Won many Water Awards for Innovative project designs

Approx. 8000 MLD of water is treated through our projects & equipment



# Water Business – Financial Performance



#revenue figures are including excise duty  
 FY 12-14\* - 18 months period from Oct 12 – Mar 14

- Slow progress and delay in completion of certain projects are resulting in cost escalations which have adversely impacted the results
- The total order intake for 9M FY 18 was ₹ 839 million
- The Company has participated in various tenders and some of such enquiries are in advance stages of finalization
- The Company has participated in large number of tenders which are in various stages of finalisation. The Company is expecting significant order booking in FY 18 which will ensure growth in turnover in the coming years

# Sugar Business



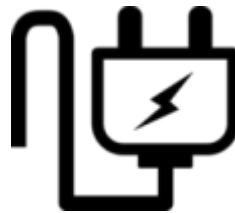


# Sugar Business



## Sugar

One of the largest sugar producers in India with seven sugar manufacturing facilities



## Co-generation

Three grid connected co-generation plants and three incidental co-generation plants located across five sugar units.



## Distillery

One of the largest single stream molasses based distillery in the country located at Muzaffarnagar

# Sugar Business – Industry Overview

- ❑ As against original all India sugar production estimates of around 25 million tonnes, the estimates have been revised upwards to about 27.5 million tonnes with bulk of the production coming from Uttar Pradesh at about 10.5 million tonnes and Maharashtra at about 9.5 million tonnes.
- ❑ In view of supply pressure to pay cane dues and estimates of higher production estimates, the sugar prices have fallen by about ₹ 5 per kg and risen shortly recently.
- ❑ The Government had been pragmatic in comprehending the grave situation and the problems of resultant cane dues. It has initiated series of actions which have reversed the trend of decline in prices including withdrawal of stock holding limit on traders and increasing the import duty to 100%. However, the export is the only sustainable solution to liquidate the surplus stocks.
- ❑ The Central Government has also announced stock limit on sales of sugar by mills under which each sugar mill will have to keep with at the end of February 2018 not less than 83% of the closing stock as on January 31 in addition to the February sugar production less sugar exported during the month and for February 2018, 86% of the closing stock as of February 2018 in addition to March sugar production less sugar exports for March 2018. This should help in maintaining the demand-supply balance in the market thus improving sugar prices and helping in timely payment of sugarcane prices to farmers.
- ❑ FRP declared at ₹ 255 per quintal at 9.5% recovery; SAP declared at ₹ 315 per quintal for general variety
- ❑ The Central Government has raised the ethanol price by around 5% from ₹ 39/ltr to ₹ 40.85 per ltr for Marketing Year 2017-18 starting from December 2017 for a total quantity of 313 crore litres, an increased quantity of ~12% over last year.

# Sugar Business – Industry Overview

## International Sugar Scenario

- ❑ The global sugar surplus is estimated at a further 3.9 million tonnes in 2017/18. The global sugar prices have been under pressure and at the end of Jan 2018 reached levels of 13.23 Cents/Pound for raw sugar and 352.40 US\$/MT.
- ❑ The sugar production for the 2017-18 harvest is substantially complete in Brazil. The sugar produced by Brazil CS region mills till Jan 16, 2018 is 35,827 thousand tonnes which is 1.67% higher than the corresponding period of previous year. The share of sugarcane towards production of sugar has increased to 46.92% in 2017/18 as compared to 46.60% in 2016/2017.
- ❑ In Thailand, the sugar production is estimated at ~ 12 million tonnes in 2017/18 owing to improved sugar extraction rate. The total cane crushing reached 20.1 million tonnes producing sugar at 1.6 million tonnes by the end of December 2017 as compared to 0.931 million tonnes produced in the corresponding period of previous year





# Sugar Business – Industry Overview

(Figures in million tonnes)

	2012-13	2013-14	2014-15	2015-16	2016-17 (P)	2017-18 (E)
Opening Stock as on 1 <sup>st</sup> Oct.	6.6	9.3	7.5	9.1	7.75	3.9
Production during the Season	25.1	24.4	28.3	25.1	20.3	27.5
Imports	0.7	0.1	0.0	0.0	0.5	0.3
Total Availability	32.4	33.8	35.8	34.2	28.55	31.7
Off-take						
I) Internal Consumption	22.7	24.2	25.6	24.9	24.6	25.5
ii) Exports	0.3	2.1	1.1	1.6	0.05	0.0
Total off-take	23.1	26.3	26.7	26.5	24.65	25.5
Closing Stock as on 30 <sup>th</sup> Sept.	9.2	7.5	9.1	7.7*	3.9	6.2
Stock as % of Off-take	39.8%	28.5%	34.0%	28.1%	15.8%	24.3%

- Source: Industry data; SS 17-18- Company Estimates
- Closing stock taken as a percent of off-take is one of the indicators of sugar price movement.

# Sugar Business - Overview



- ❑ Major facilities located in cane rich areas of Western Uttar Pradesh with more than 80% cane intensity – fertile and irrigated land
- ❑ Sugar cane catchment area for all sugar units under canal irrigation – both in Western & Central Uttar Pradesh - Lower dependency on monsoon
- ❑ Closer to country's major sugar consuming markets - better realizations & lower transportation cost. Long term relationship with ~ 250,000 farmers
- ❑ Extensive sugar cane development programme – to develop new areas under cane cultivation in our new locations; improving yields of cane across the units.

# Sugar Business – Financial Performance

- The sugar stocks have been written down to net realizable value as at the end of the quarter and the total inventory write down of ₹ 247 million has been considered. The cost of production during the initial period of season up to 31.12.2017 is transitory and is expected to substantial decline due to better recoveries and scale of operations.
- The sugar inventory as on Dec 31, 2017 was 20.8 lac quintals valued at ₹ 32.8/Kg.
- The sugarcane crushing in all our sugar units is in line with our expectations.
- The cane crushing up to 13th Feb 2018 has increased by 19% y-o-y with an increase in sugar production by 22% at an increase in recovery by 28 basis points.
- Income from Incidental co-generation units at Chandanpur, Milak Narayanpur and Sabitgarh resulted in a revenue of ₹ 80.6 million for the quarter ended Dec 2017.

	FY 11	FY 12	FY 12-14 (*)	FY 15	FY 16#	FY 17#
Net Sales (₹ in millions)	13434	14821	24930	16284	16405	26108
PBIT (₹ in millions)	74	29	(1919)	(1659)	(282)	3649
Sugar Manufactured (000 t)	420	465	937	491	488.5	707.6

#revenue figures are including excise duty

FY 12-14\* - 18 months period from Oct 12 – Mar 14

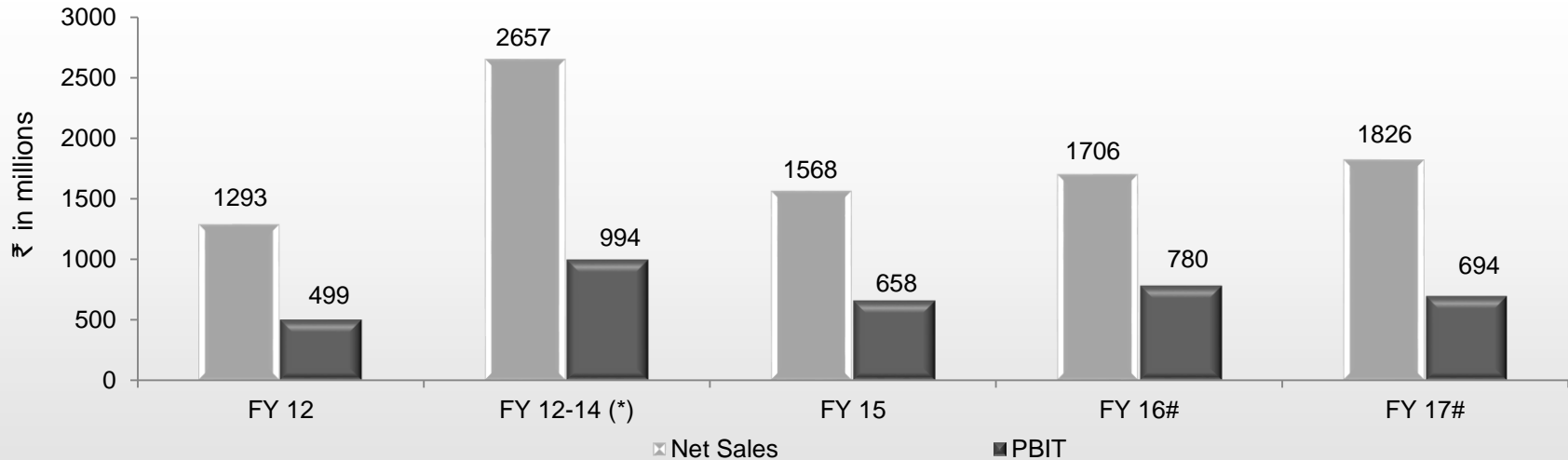
# Co-generation Business - Overview



- ❑ Triveni presently operates grid connected three co-generation plants and three incidental co-generation plants located across five sugar units which facilitate export of surplus power to Uttar Pradesh Power Corporation Limited (UPPCL).
- ❑ Deoband and Khatauli co-generation plants of the Company are registered as Clean Development Mechanism (CDM) projects with United Nations Framework Convention on Climate Change (UNFCCC) and have been registered with National Load Dispatch Centre (NLDC) as REC projects.



# Co-generation Business – Financial Performance



#revenue figures are including excise duty  
FY 12-14\* - 18 months period from Oct 12 – Mar 14

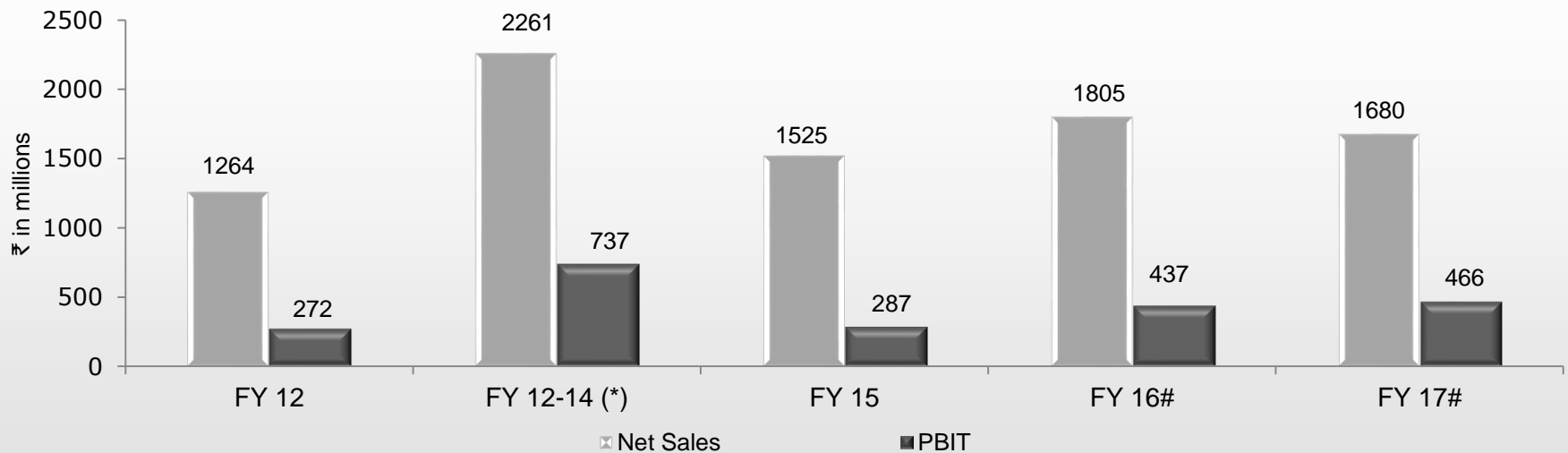
- ❑ The operating days of co-generation units during the Q3 FY 18 were higher compared to the corresponding period of last year due to early start of the crushing season leading to higher turnover.
- ❑ The operating efficiency of the plants continued to be excellent.
- ❑ Income of ₹ 52 million has been realised during the current quarter and ₹ 64 million during nine months from the sale of Renewable Energy Certificates (RECs) in respect of Khatauli and Deoband units

# Distillery Business - Overview



- ❑ One of the largest single stream molasses based distillery in the country located at Muzaffarnagar.
- ❑ Strategically located in close proximity to two of its largest sugar units - Khatauli and Deoband, the distillery procures consistent supply of captive raw material.
- ❑ The distillery has a flexible manufacturing process allowing it to produce Extra Neutral Alcohol (ENA), Rectified Spirit (RS), Special Denatured Spirit (SDS) & Ethanol which are renowned for their high quality.

# Distillery Business – Financial Performance



*#revenue figures are including excise duty  
FY 12-14\* - 18 months period from Oct 12 – Mar 14*

- ❑ The distillery remained closed for over a month in first half of FY 18 which has impacted the overall production of the distillery.
- ❑ The ethanol tender for Dec 2017- Nov 18 was delayed and due to which the supplies during the quarter had affected, which resulted in lower sales volume.
- ❑ The Company received 2.72 cr ltr of contract for ethanol supply during 2017-18 (Dec 17- Nov 18) at an administered basic price of ₹ 40.85 /litre.
- ❑ The share of Ethanol sales in 9M FY 18 is 92% of the total sales volume, as against 73% in 9M FY 17.

## Triveni Turbine Ltd.





# Triveni Turbines Factsheet



One of the world's largest manufacturers of steam turbines up to 30 MW range for providing industrial & renewable power solutions

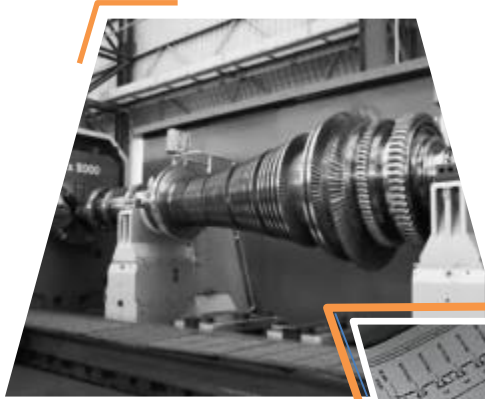


Market leadership position in India, with around 60% market share for a decade



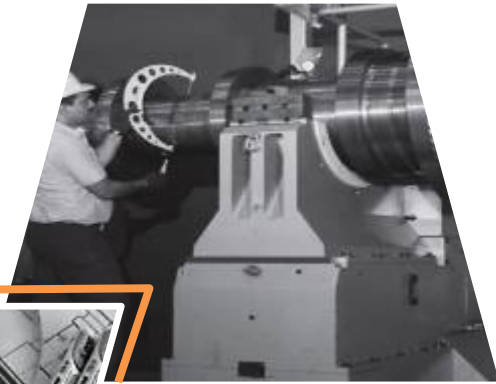
Joint Venture with General Electric (now BHGE), GE Triveni Ltd, with majority stake for the range above 30 MW to 100 MW

# Triveni Turbines Factsheet



**Presence in  
over 70  
countries**

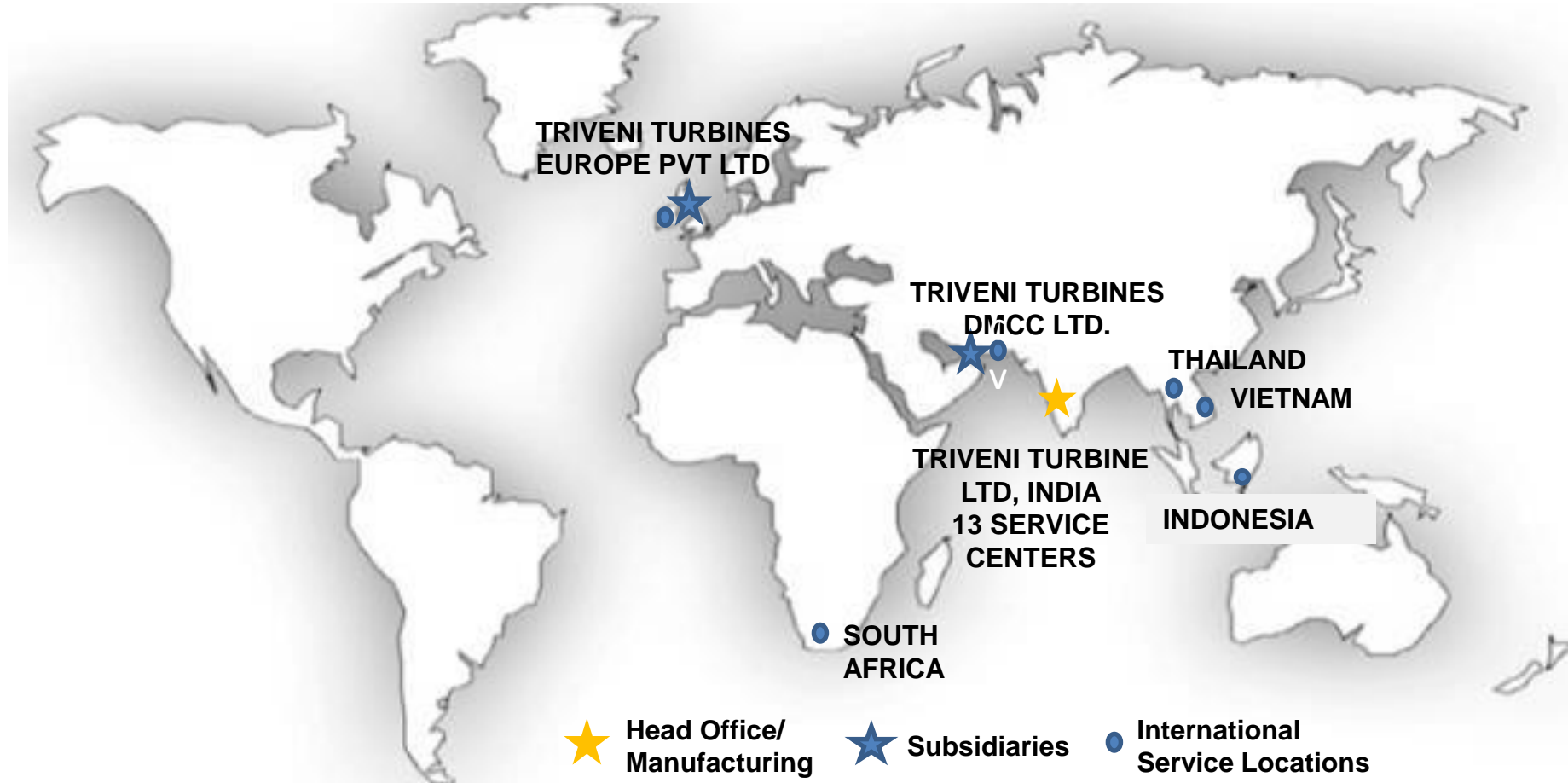
**Over 3000  
steam turbines  
installed  
globally**



**Over 12 GW  
power generation  
capacity**



# Global Footprint



CAGR of 25% in Export sales in past 5 years

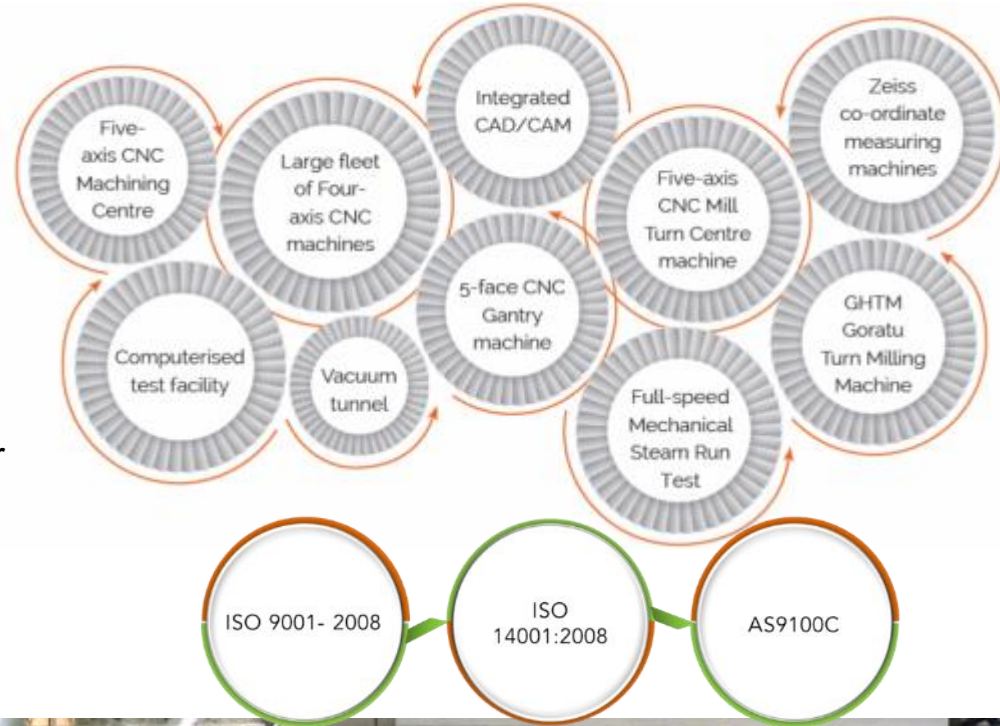
# Infrastructure

1

State-of-the-art manufacturing facilities equipped to provide manufacturing of critical components, assembly, testing and refurbishing services

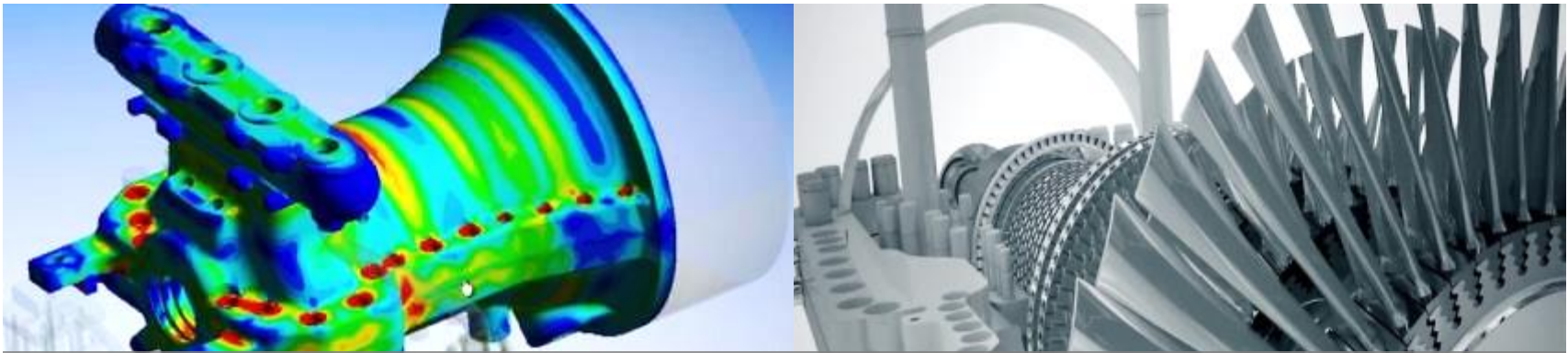
2

Latest design tools and software to deliver innovative solutions to customers





# Design & Development



Continuous value engineering helps us to deliver products designed to meet customers' requirements for economic installation and operation

Strong design team supported by consultants and domain experts

Association with globally acclaimed turbo-machinery design houses

Innovative designs delivering maximum performance and higher efficiency

TTL has filed total 201 IP filings till Mar 31, 2017

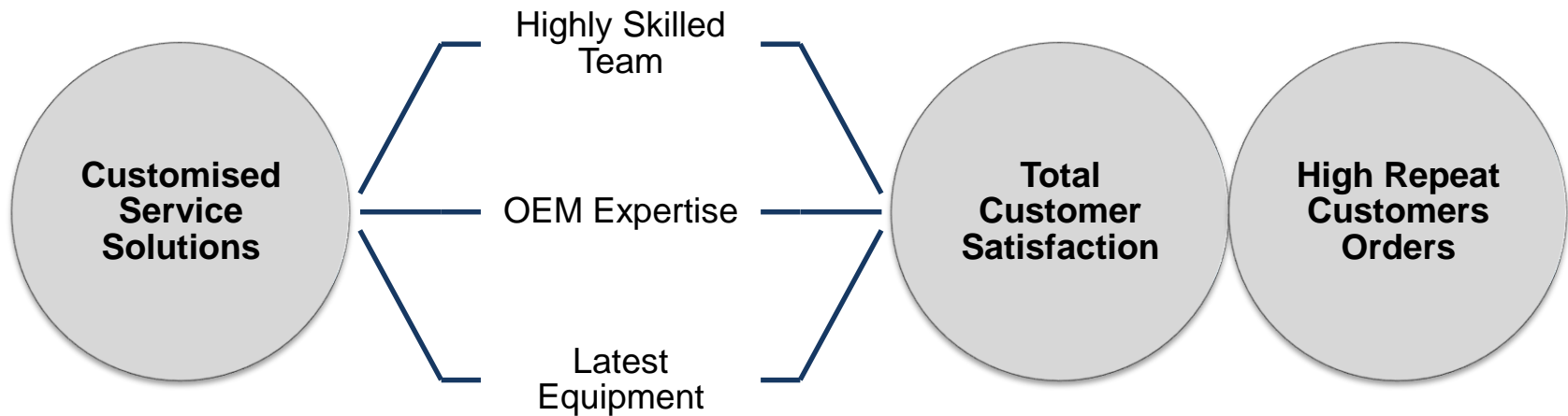
Innovative product development concepts such as design to cost, QFD, FMEA techniques, DOE

Deploy Latest computer aided design and engineering software for continuous product development

The R & D advanced product program has commercialized over 50 models/variants

The Company won the prestigious National Intellectual Property Award 2016 for "Top Organisation in Design"

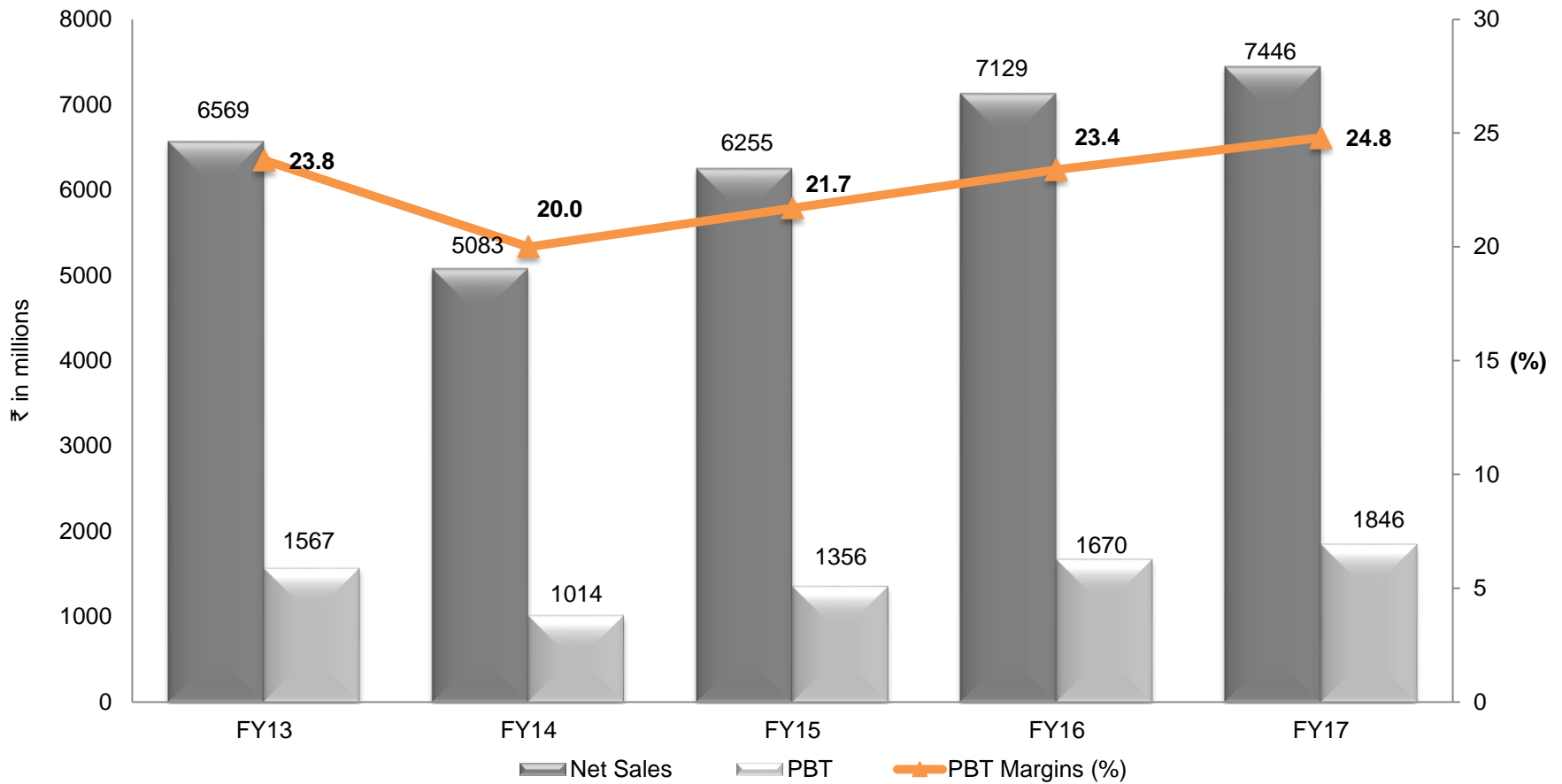
# Comprehensive Service Solutions



## Service Offerings:

- Full speed vacuum balancing tunnel for balancing turbines, compressors/alternators
- Customization & upgradation of old turbines for both industrial and utility segments
- Refurbishment solutions for higher MW turbines, upto 300 MW for all makes
- Overhauling & Troubleshooting; quick response in the delivery of spares

# Financial Performance



Note:

For FY 16 & FY 17 consolidated numbers including Share of Profit from JV have been considered

For FY 13 – FY 15 standalone figures have been considered

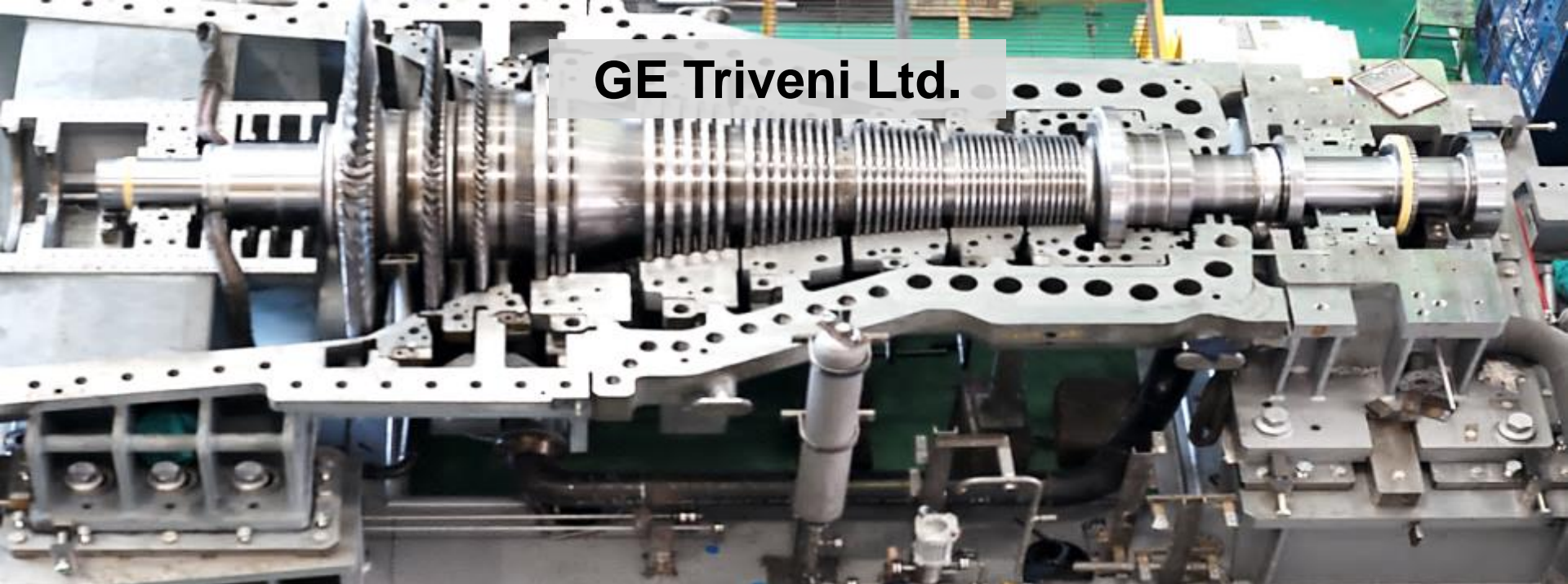
# Q3/9M FY 18 Financial Performance (Consolidated)

(Figures in ₹ million)

	Q3 FY 18	Q3 FY 17	% Change	9M FY 18	9M FY 17	% Change
<b>TOTAL income</b>	1676	2030	-17%	5116	5808	-12%
<b>EBITDA</b>	352	574	-39%	1030	1483	-31%
<b>EBITDA Margin</b>	21%	28%		20%	26%	
<b>Depreciation &amp; Amortisation</b>	47	37	27%	138	106	30%
<b>PBIT</b>	305	537	-43%	892	1377	-35%
<b>PBIT Margin</b>	18%	26%		17%	24%	
<b>Finance Cost</b>	3	2		5	2	
<b>PBT</b>	302	536	-44%	887	1375	-35%
<b>PBT Margin</b>	18%	26%		17%	24%	
<b>Share of Profit of JV</b>	-23	1		8	43	
<b>Consolidated PAT</b>	194	358	-46%	606	969	-37%
<b>Consolidated PAT Margin</b>	12%	18%		12%	17%	
<b>EPS (₹/share)</b>	0.59	1.08		1.84	2.93	



## GE Triveni Ltd.



- ❑ Triveni Turbine Ltd. formed a 50:50 Joint Venture with a GE affiliate on 15<sup>th</sup> April 2010. GE Triveni Ltd. (GETL) headquartered in Bengaluru, a subsidiary of TTL, designs, supply, sell and service advanced technology steam turbines in India in the range above 30-100 MW for power generation applications in India and globally
- ❑ GETL gets technology and on-going R&D support from GE and TTL and use TTL's Bengaluru facility for turbine manufacturing
- ❑ GETL recorded sales of ₹ 935 million with a PAT of ₹ 16.6 million during 9M FY 18
- ❑ Even though the JV did not close any orders during the quarter, the enquiry pipeline is strong enough indicating good order finalization in the coming quarters.
- ❑ The execution and commissioning of large sized turbines in the export market is underway and GETL expects these references to help it to achieve enhanced order inflows in the future

# Contact for Investor Relations

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Some of the statements in this presentation that are not historical facts are forward looking statements. These forward-looking statements include our financial and growth projections as well as statements concerning our plans, strategies, intentions and beliefs concerning our business and the markets in which we operate.

These statements are based on information currently available to us, and we assume no obligation to update these statements as circumstances change. There are risks and uncertainties that could cause actual events to differ materially from these forward-looking statements. These risks include, but are not limited to, the level of market demand for our services, the highly-competitive market for the types of services that we offer, market conditions that could cause our customers to reduce their spending for our services, our ability to create, acquire and build new businesses and to grow our existing businesses, our ability to attract and retain qualified personnel, currency fluctuations and market conditions in India and elsewhere around the world, and other risks not specifically mentioned herein but those that are common to industry.

Further, this presentation may make references to reports and publications available in the public domain. Triveni Engineering & Industries Ltd. makes no representation as to their accuracy or that the company subscribes to those views / findings.