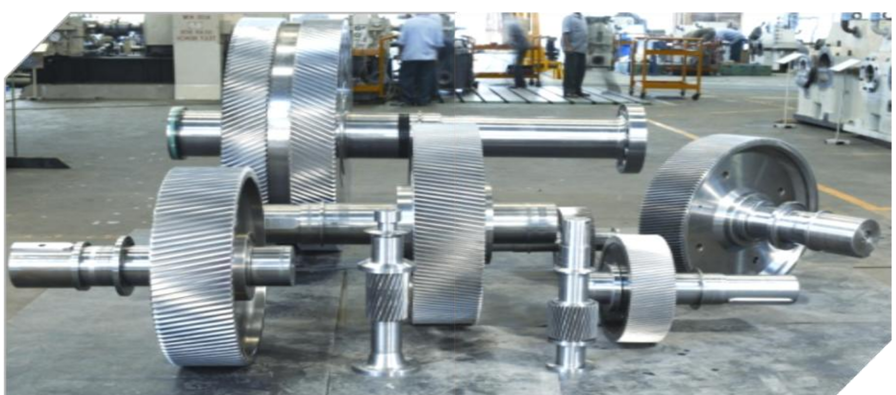
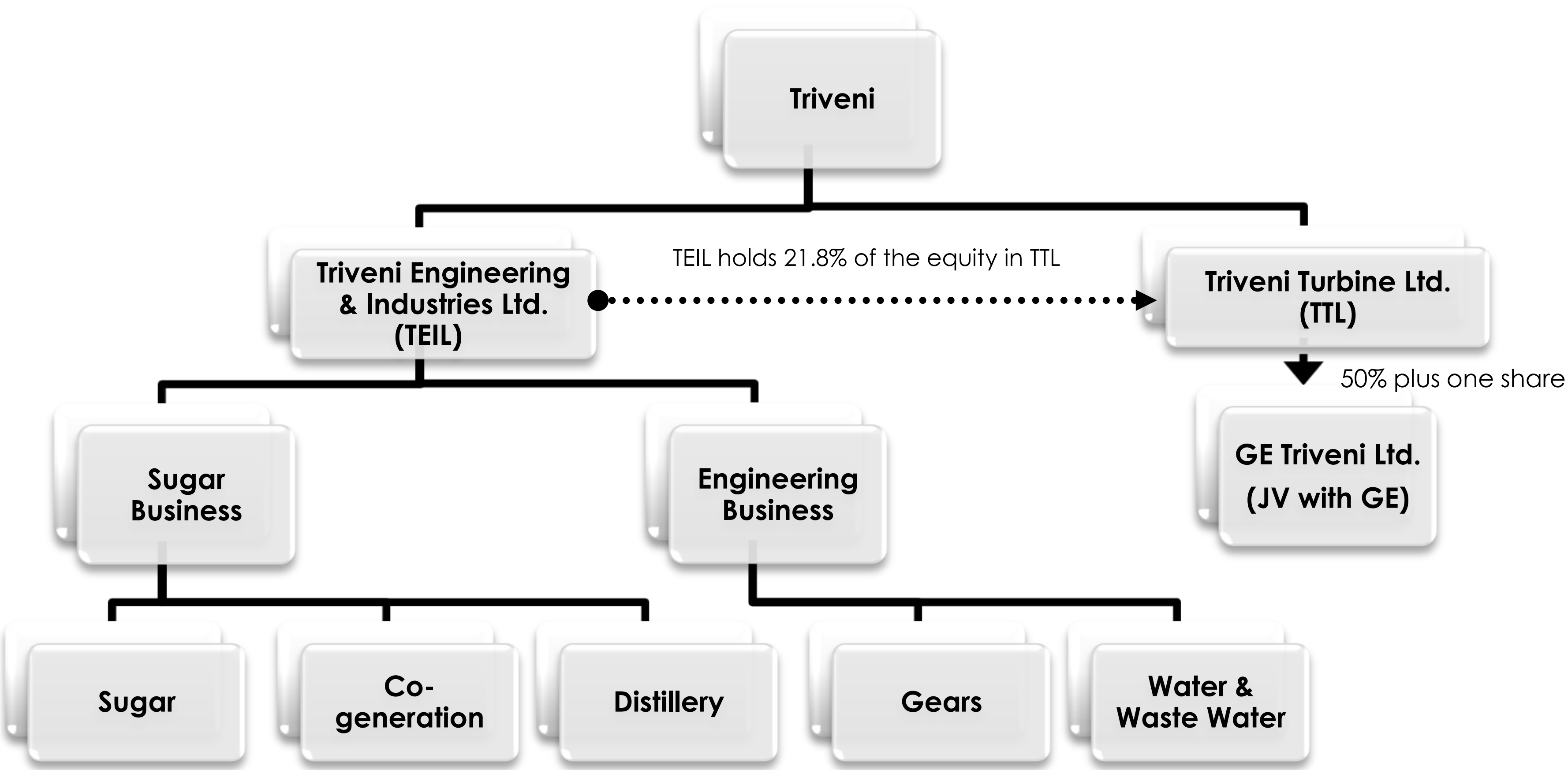
Triveni
ENGINEERING & INDUSTRIES LTD.

Corporate Presentation
FY 2011



TRIVENI ORGANISATION STRUCTURE



TRIVENI FACT SHEET

- Two Independent Listed Companies –

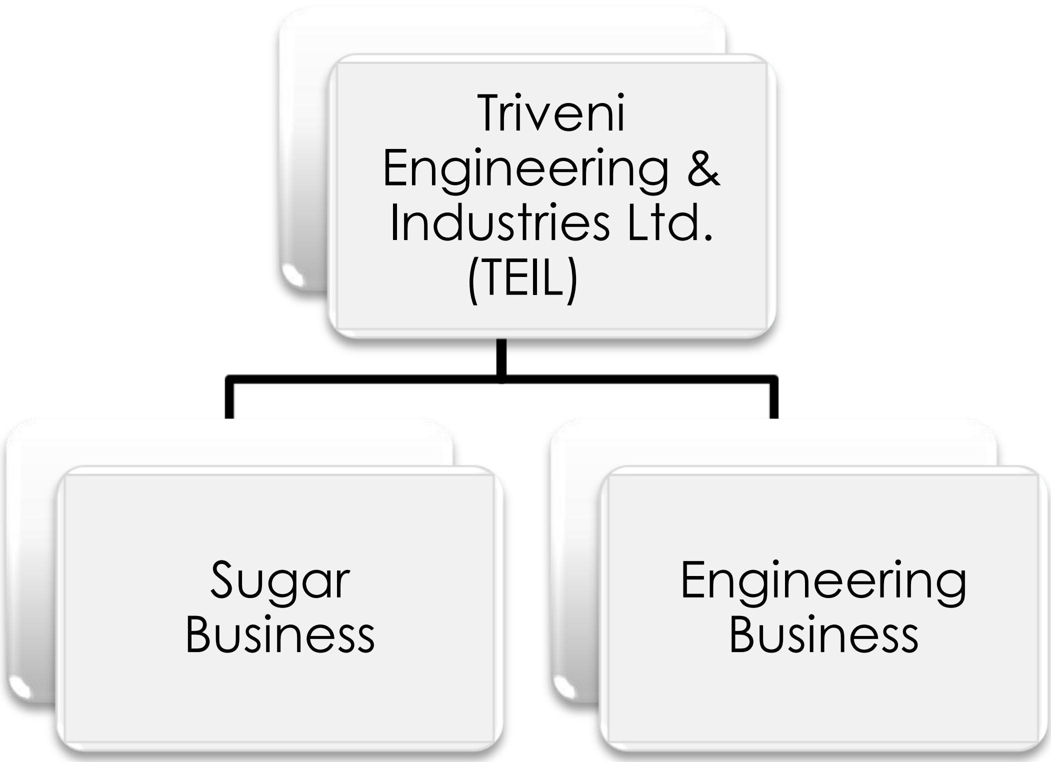
  Triveni Engineering & Industries Ltd. and Triveni Turbine Ltd.

- Promoter driven, professionally managed company

- Eminent and independent Board of Directors

- Pan India Presence

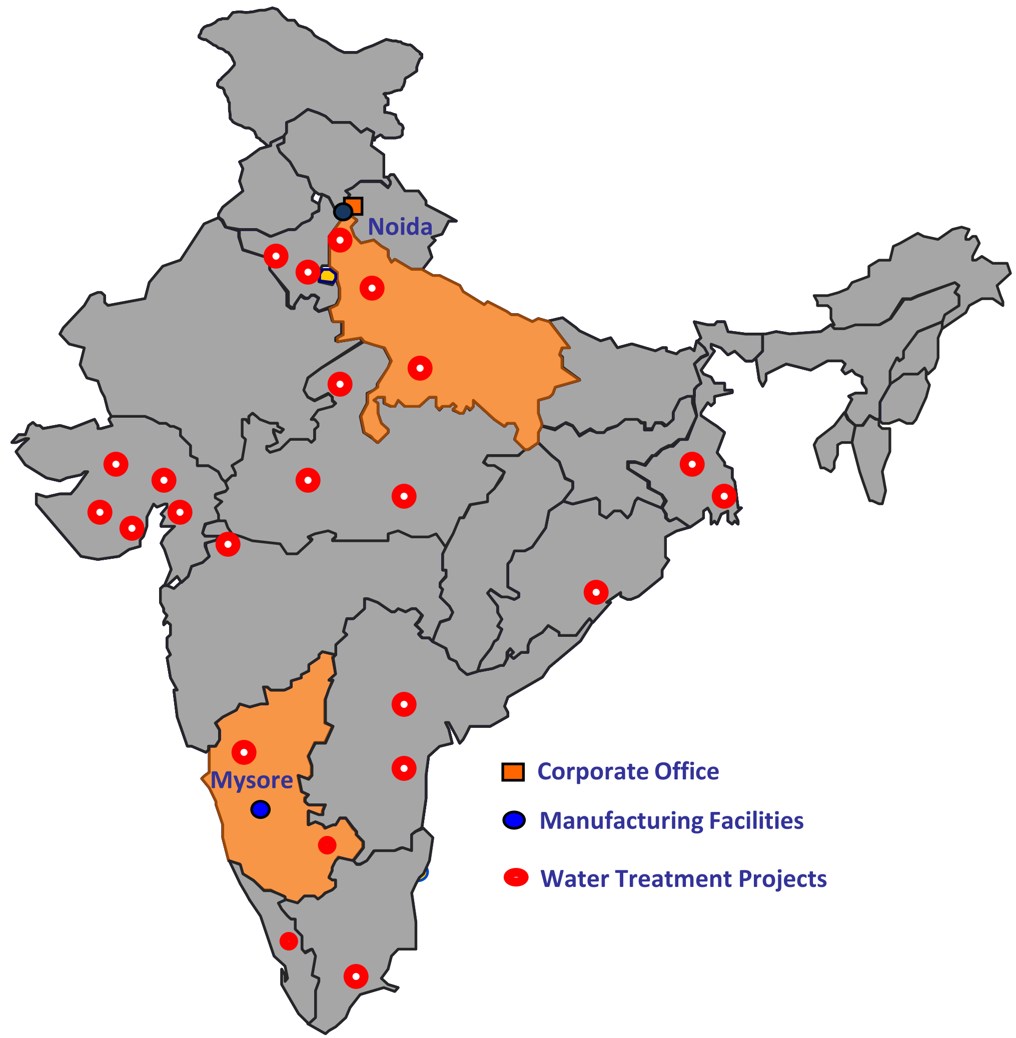
TRIVENI ENGINEERING & INDUSTRIES LTD. (TEIL)



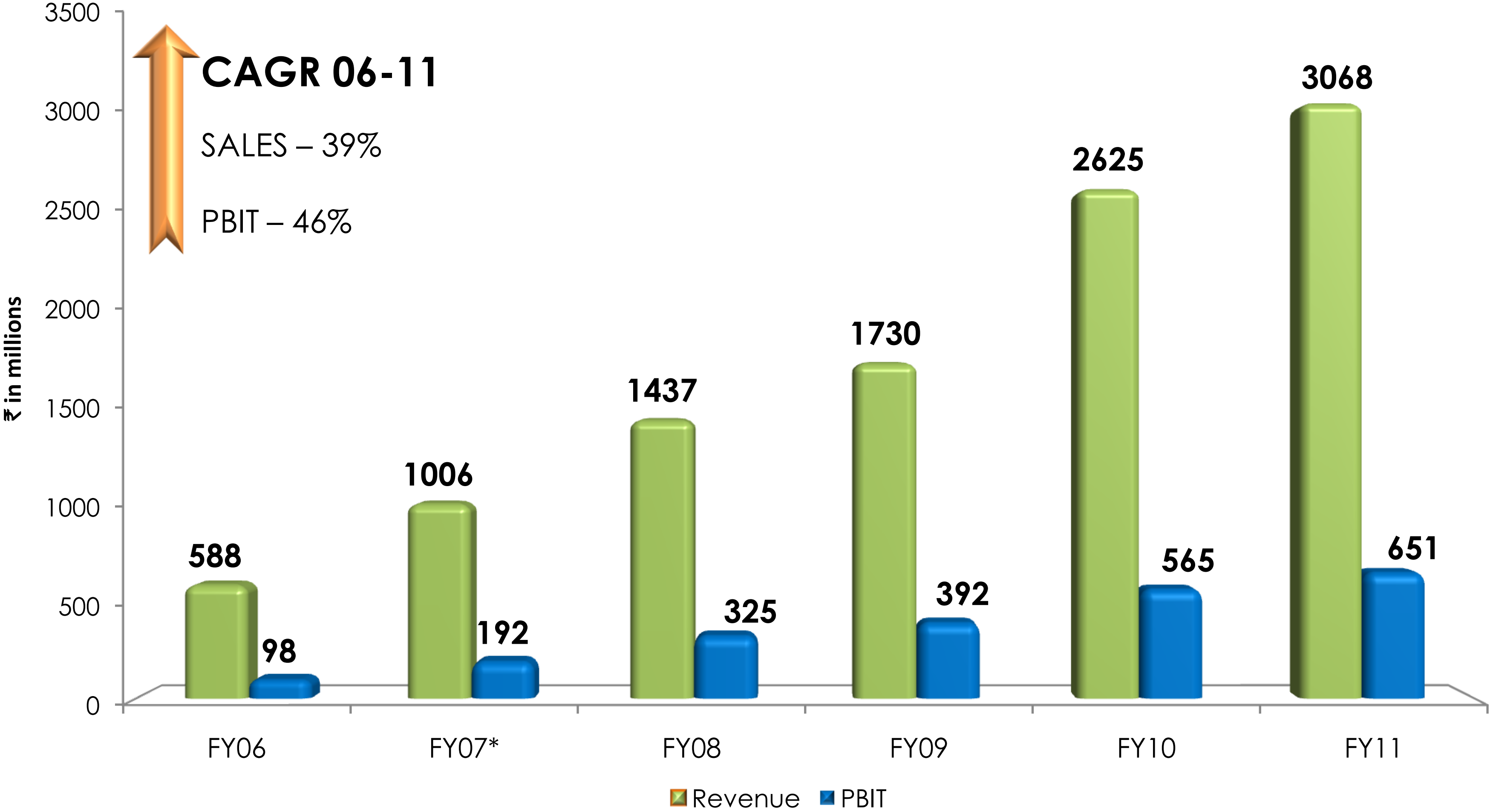
ENGINEERING BUSINESS – PAN INDIA PRESENCE

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

WATER BUSINESS - NOIDA
A leading player in the high technology water & wastewater management business



ENGINEERING BUSINESS – REVENUE GROWTH



FY07 - 12 months period from Oct 06 – Sep 07*

GEARS BUSINESS GROUP – BUSINESS PERSPECTIVE

- Triveni is in the business of design, manufacture and marketing of customised gears and gearboxes.
- State of the art design and manufacturing facility at Mysore. Conforms to international standards such as DIN, API & AGMA - DIN 3 quality assured.
- About 60% market share in complete high speed gear market across applications up to 70 MW capacity and speeds of 70,000 rpm.
- Own developed technology for high speed gear boxes upto 7.5 MW. Range above 7.5 MW-62 MW is manufactured using technology licensed from Lufkin. Indigenously developed 6 MW hydel gearbox.
- Renewed the License Agreement with Lufkin for a further period of 12 years with extended product range and geographies. Full range to be manufactured in Mysore.
  - Product range includes Steam Turbine gear boxes upto 62 MW, gear boxes for compressors and load gear boxes for gas turbines apart from gear boxes for mechanical drives like Pumps, Fans and Blowers driven by Electric Motor, Steam Turbine or Diesel Engine.
  - Geographies extended to cover major markets in South East Asia such as Malaysia, Indonesia, Singapore, Thailand with the possibility of enhancing territories in the future.

GEARS BUSINESS GROUP –
LOW SPEED GEAR TECHNOLOGY LICENSE AGREEMENT

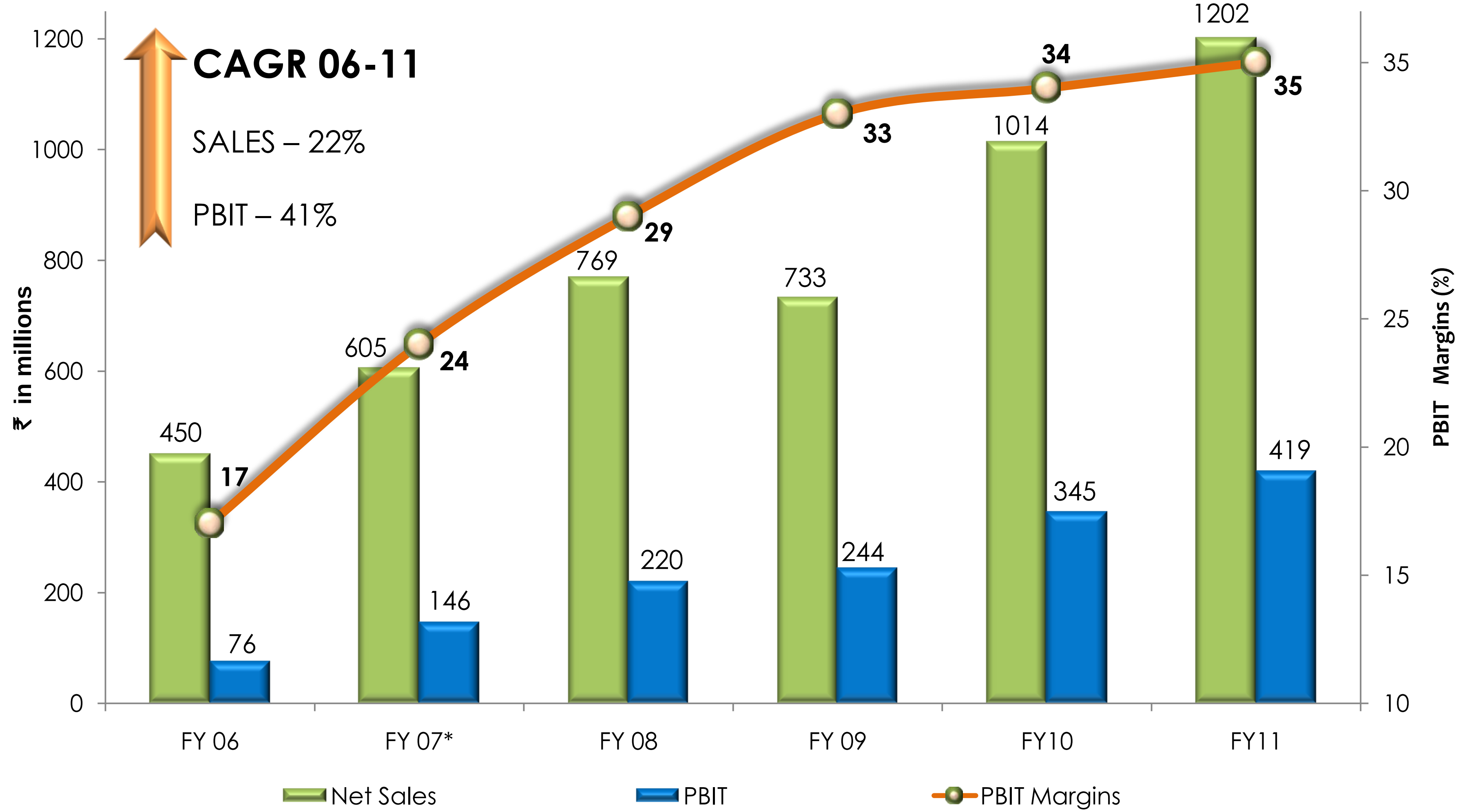
- On 22nd July 2011, the company signed the Technology License Agreement for manufacture of niche engineered-to-order high technology low speed gear applications with Lufkin

- The agreement envisages transfer of technology for four industrial segments viz., Rubber & Plastics, Metals and Steel, Marine and Coal pulverizer application in the thermal power plants.

- The company will be undertaking the marketing of these products and its after-market operations in India and other major SAARC countries and several countries in Africa.

- This will enable the gears business to expand its product portfolio significantly by catering to the needs of low speed gear applications in four growing industrial segments. The association with Lufkin, an established brand in these segments, will help us to launch these products into Indian market quite expeditiously and successfully.

GEARS BUSINESS GROUP - FINANCIAL PERFORMANCE



FY07 - 12 months period from Oct 06 – Sep 07*

- **Outstanding Order Book as on 30th September 2011 – ₹ 688 million**

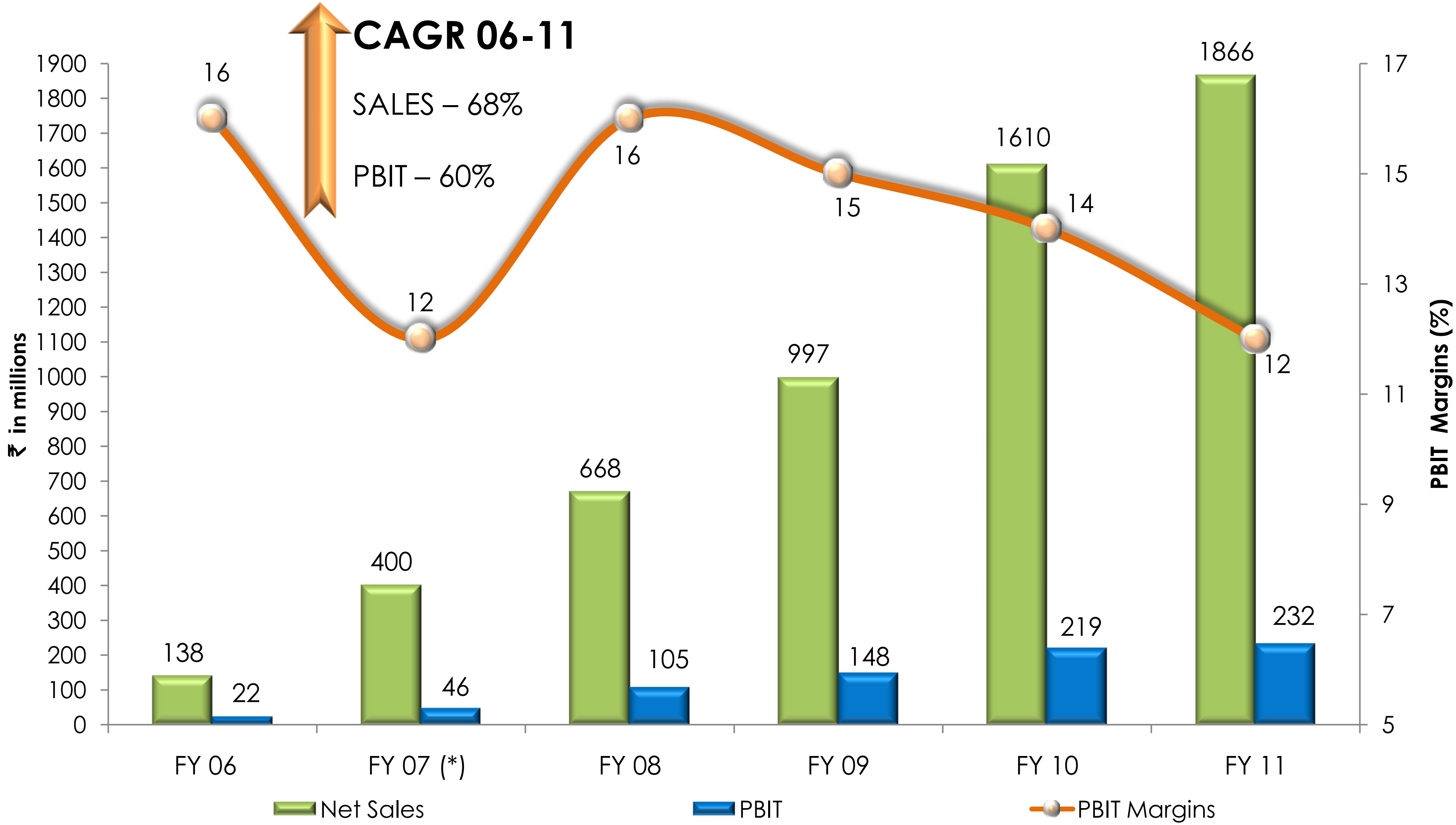
WATER INDUSTRY – POTENTIAL TO GROW

- Rising Water Demand to double by 2025 from 2000 levels - Growth potential in coming years in both major segments – Municipal and Industrial
- Multi-lateral funding actively promoting privatisation and commercialisation of water
- Annual estimated market for Water/Waste Treatment is ~ ₹ 54 billion with an estimated growth of 13% between 2010-13
- Jawaharlal Nehru National Urban Renewal Mission (JNNURM) – annual estimated water related schemes of ₹13-15 billion
- Substantial new power generation capacities to be added; Largest user of water & waste water treatment - Annual estimated market size of ₹ 10-13 billion for water business
- Major expansion and capacity additions envisaged in steel, coal etc. – estimated annual market of ₹ 7-12 billion
- High cost & scarcity of water driving manufacturing industry to have In-house water management and water recycling programs
- Stricter regulations for environmental compliance in terms of effluent and pollution control

WATER BUSINESS GROUP - BUSINESS PERSPECTIVE

- 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.
- One of the widest ranges of products & technologies offered in the Indian Market.
- Indigenous Product lines include clarifiers, aerators, filters, membrane solutions, de-watering equipment and high purity water systems.
- Over 2000 numbers of process equipments for water & waste water treatment applications, supplied and commissioned till date.
- Undertaken the largest desalination plant for a power plant.
- Undertaken sewage recycling to boiler feed quality water project
- Currently executing the largest plant in the country involving UF for surface water treatment and largest globally for MBBR technology. Project includes operations and maintenance contract for a ten year period.
- With the visibility of a fast growing market, WBG expected to grow consistently in future.

WATER BUSINESS GROUP - FINANCIAL PERFORMANCE



FY07 - 12 months period from Oct 06 – Sep 07*

- **Outstanding order Book as on 30th September 2011 - ₹ 4.5 billion**

SUGAR BUSINESS
One of the largest sugar producers in India – 61000 TCD capacity

CO-GENERATION BUSINESS
68 MW of state of the art co-generation facilities; with one 22 MW plant having multi-fuel capability

DISTILLERY BUSINESS
One of the largest single stream molasses based distillery in the country with a capacity of 160,000 LPD

SUGAR INDUSTRY OVERVIEW

Global:

- The global sugar production for 2010-11 is estimated at 165.68 million tonnes, which is an increase of ~ 12 million tonnes from the previous year.
- The increase in the production for the current season was contributed by India, Brazil and Thailand. Thailand's sugar production went up by 40% and the rise in sugar production in Brazil was only 16%.
- In Brazil, the usage mix of cane between sugar and ethanol has gone upto 48:52 as compared to 45:55 during the previous year.

India:

- India sugar production for 2010-11 season ended at 24.5 million tonnes which is an increase of ~30%
- During 2010-11 – 2.7 million tonnes of exports allowed (under ALS 1.2 million tonnes) and OGL (1.5 million tonnes)
- Country's sugar balance at 30th Sept 2011 - to be ~ 5.7 million tonnes.
- The preliminary estimates for country's sugar production in 2011-12 is at ~25 million. Cane area in UP estimated to have gone up by 5%.
- Ethanol blending programme stabilized as per plan; Pricing expected to be linked with petrol prices – would be a big positive for sugar companies.

DOMESTIC PRODUCTION & CONSUMPTION OF SUGAR

(Figures in million tonnes)

	2006-07	2007-08	2008-09	2009-10	2010-11	2011-12
					(Prov)	(Est.)
Opening Stock as on 1st Oct.	4.3(*)	11.0	10.4	4.4	5.0	5.7
Production during the Season	28.3	26.3	14.5	18.9	24.4	25.0
Imports	-	-	2.5	4.0	0	0
Total Availability	32.6	37.3	27.4	27.3	29.4	30.7
Off-take						
I) Internal Consumption	19.9	21.9	23.0	21.0	21.0	22.5
ii)Exports	1.7	5.0	0.02	0.2	2.7	3.0
Total off-take	21.6	26.9	23.0	21.2	23.7	25.5
Closing Stock as on 30th Sept.	11.0	10.4	4.4	6.1	5.7	5.2
Stock as % of Off-take	55.3%	47.7%	19.1%	29.0%	27.1%	23.1%

Source: ISMA upto 2009-10 and Company Estimates

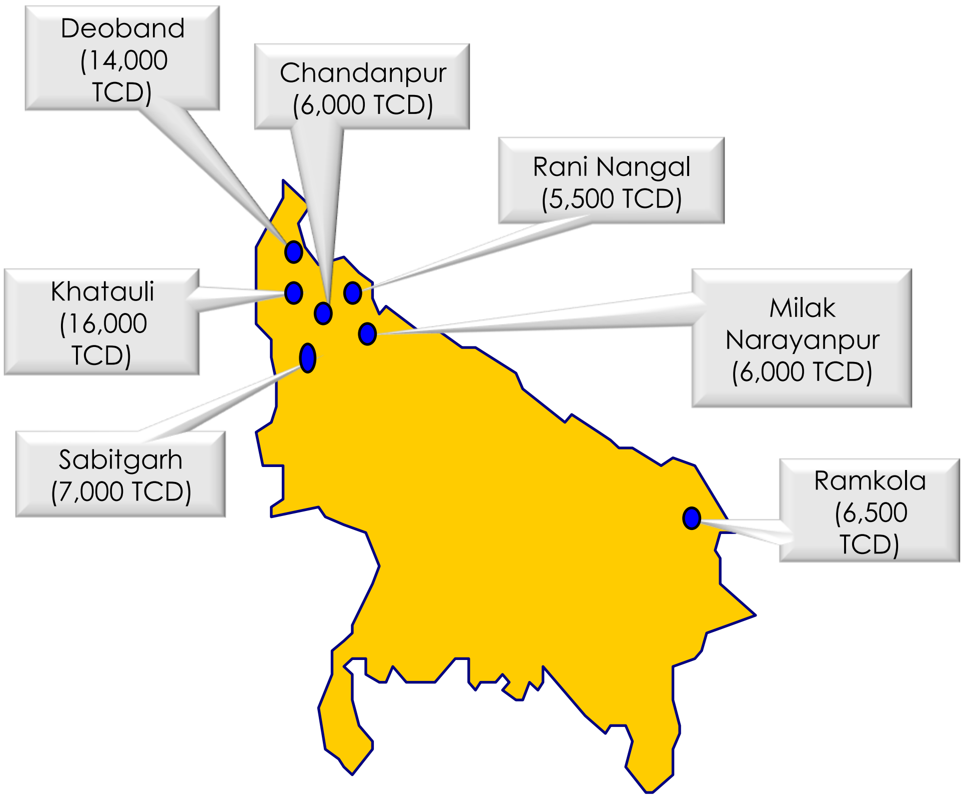
@ As per Govt. the opening stock at the beginning of 2010-11 is 49.80 lakh tonnes. The difference in our figures & Govt figure is on account of (1) 5 lakh tonnes BIS sugar reprocessed in 2009-10 sugar. (2) 4.13 lakh tonnes released for export although only 2.35 lakh tonnes were exported (3) 1 lakh tonnes difference in imported sugar during 2008-09 & 2009-10

Closing stock taken as a percent of consumption is one of the indicators of sugar price movement.

SUGAR – KEY DIFFERENTIATORS

- 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 PLANT LOCATIONS



SUGAR - PERFORMANCE

Sugar Season 2010-11

- For 2010-11 season, Government revised the levy obligation from 20% to 10%.
- SAP announced by UP Government was ₹ 205 per quintal for normal variety and Mills paid as per SAP.
- Triveni's seven sugar units put together crushed 4.56 million tonnes of sugarcane and manufactured ~ 0.42 million tonnes of sugar. Average Recovery during 2010-11 season has been 9.21% which is higher in comparison to the 9.10% of previous season of 2009-10.
- Intensive cane development efforts are on for improving yields of sugar cane for farmers and also making the cane available for crushing by the mills.

Sugar Season 2011-12

- The government of Uttar Pradesh has announced the State Advised Price (SAP) for 2011-12 season, which is ₹ 2,400 per tonne for normal variety of cane and ₹ 2,500 per tonne for early maturing variety of cane, which is an increase of 17 - 19% over the previous season and higher by over 60% in comparison to ₹ 1,450 per quintal, FRP announced by Central Government.
- Area under cane cultivation is estimated to have increased by about 5% across all our Units reaching to approx. 1.50 lac Hectare.
- Triveni 's sugar cane crush and production estimated to be higher than previous year – in line with UP trend.

	FY 06	FY 07 (*)	FY 08	FY 09	FY 10	FY 11
Net Sales (₹ in millions)	8663	7605	8863	12529	14055	13434
PBIT (₹ in millions)	1351	(900)	359	2023	(573)	74
PBIT Margins (%)	16	NM	4	16	NM	0.6
Sugar Manufactured (000 t)	381	591	580	336	505	456

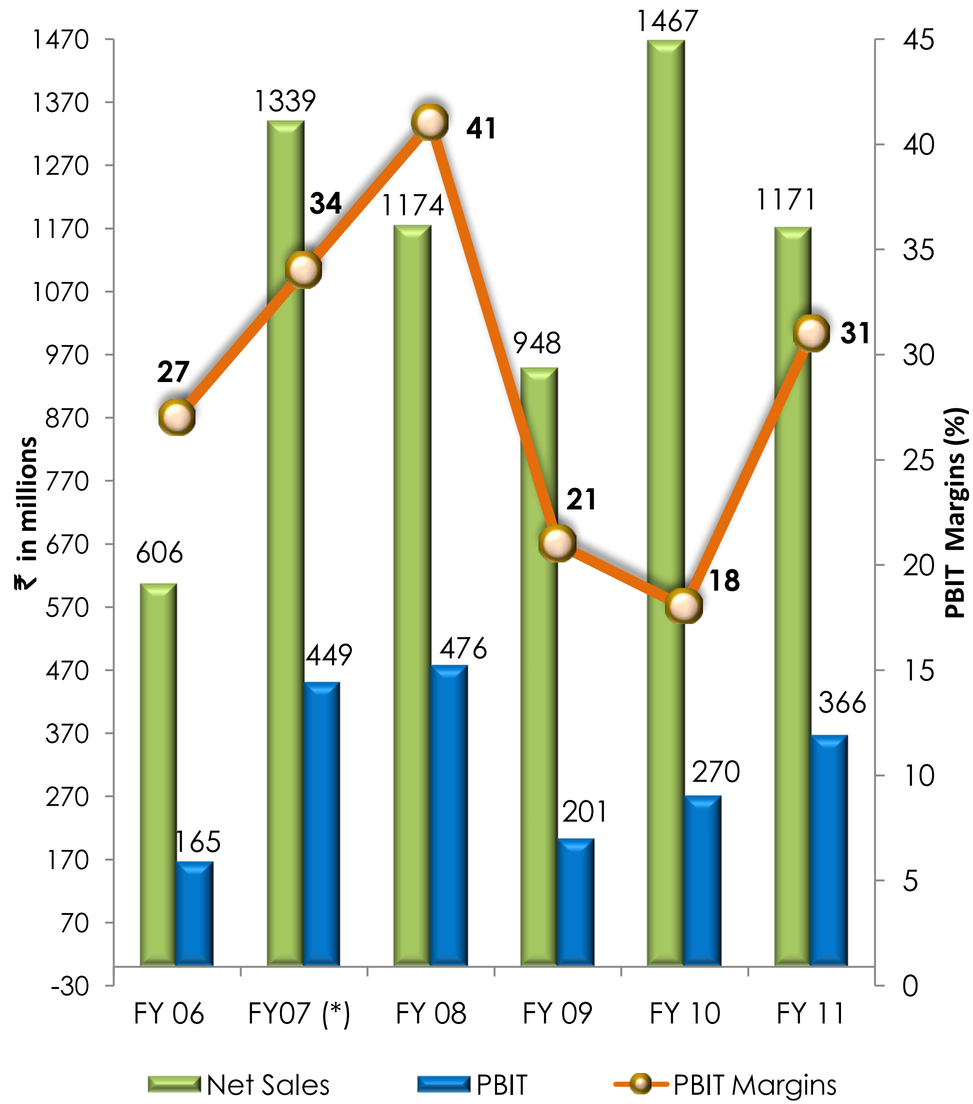
FY07 - 12 months period from Oct 06 – Sep 07*

SUGAR BUSINESS – CO-GENERATION BUSINESS

68 MW of co-generation capacity; three plants in two sugar units of Khatauli & Deoband.

FY 2010-11:

- Achieved net sales of ₹1171 million with PBIT of ₹ 366 million @ 31% margin.
- 199 million units of power was generated out of which 131 million units were exported to the grid.
- The company operated one of its co-gen facilities in Q4 FY11 for a brief period using its coal inventory of the previous period as fuel to generate power and exported to UPPCL at a n average realisation of ₹ 5.02 per unit
- Subsequent to the year, CERs for its Deoband facility were issued till May 2010 and transacted – income of around ₹ 43 million will be recognized in Q1 FY 12.
- Further issuance and revenue from sale of balance CERs due upto Feb-March 2011 is expected to be achieved during FY12.
- Both co-gen units are eligible to get REC benefits and revenue shall start from FY 11-12
- In line with increased cane crush, co-generation operations for 2011-12 is expected to be higher than the previous year.



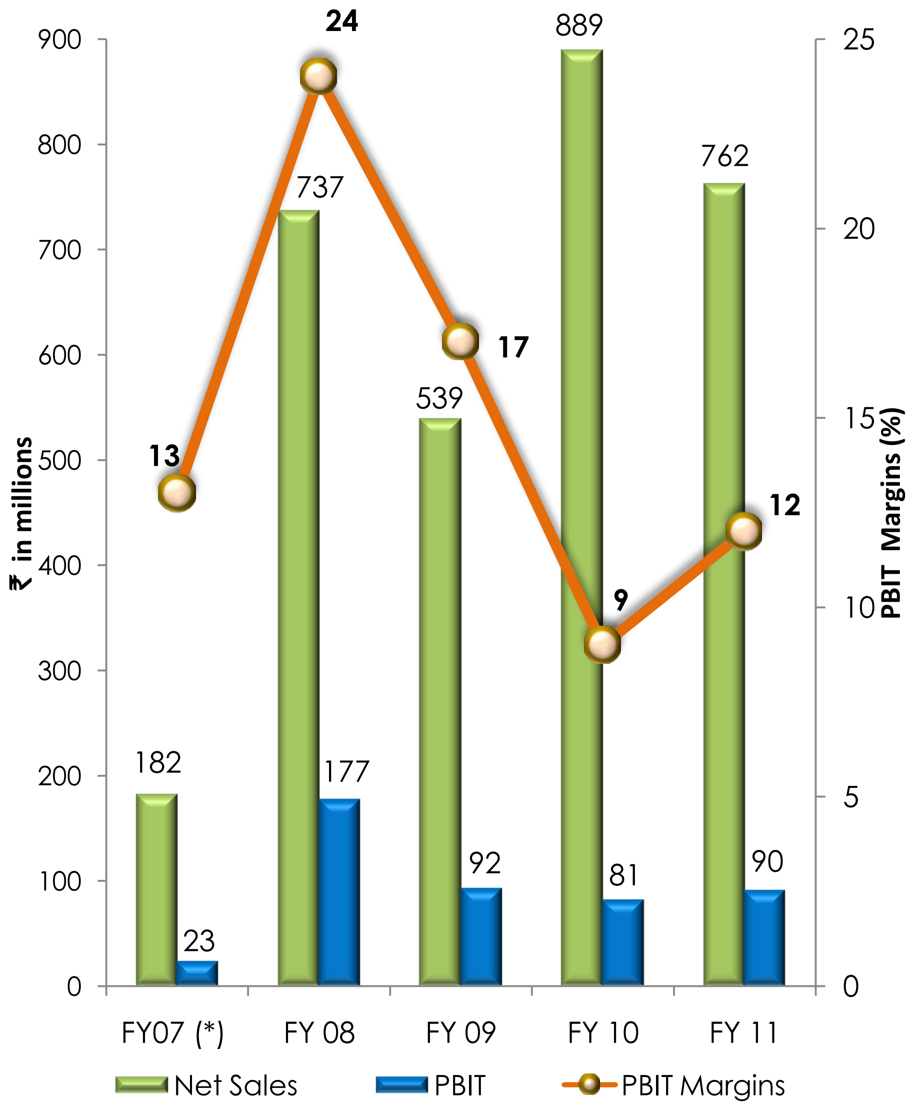
FY07 - 12 months period from Oct 06 – Sep 07*

SUGAR BUSINESS - DISTILLERY BUSINESS

- Integration of Sugar operation – value addition of by-product – molasses.
- 160 KLPD distillery, commissioned in April 2007, is one of the largest single stream molasses based distillery in the country and is located at Muzaffarnagar.
- Ideally located to use the molasses from two of the major units viz., Khatauli & Deoband.
- In the short span of time, started producing one of the country's best quality ENA.

FY 2010-11:

- Owing to lower cane crush and limited molasses production, the Distillery operated for 179 days as against 181 days in the previous year. However, the unit started operation since Sept 2011.
- The distillery produced ethanol during FY11 and constituted 29% of total alcohol sales.
- Average Realization during the year stood at ₹ 28.70 per litre as against ₹ 26.55 per litre during the last year. Proper mix of ENA, Ethanol and Rectified Spirit sales helped the company in optimizing realization.



FY07 - Period from Apr 07 – Sep 07*

Triveni Turbine Ltd. (TTL)

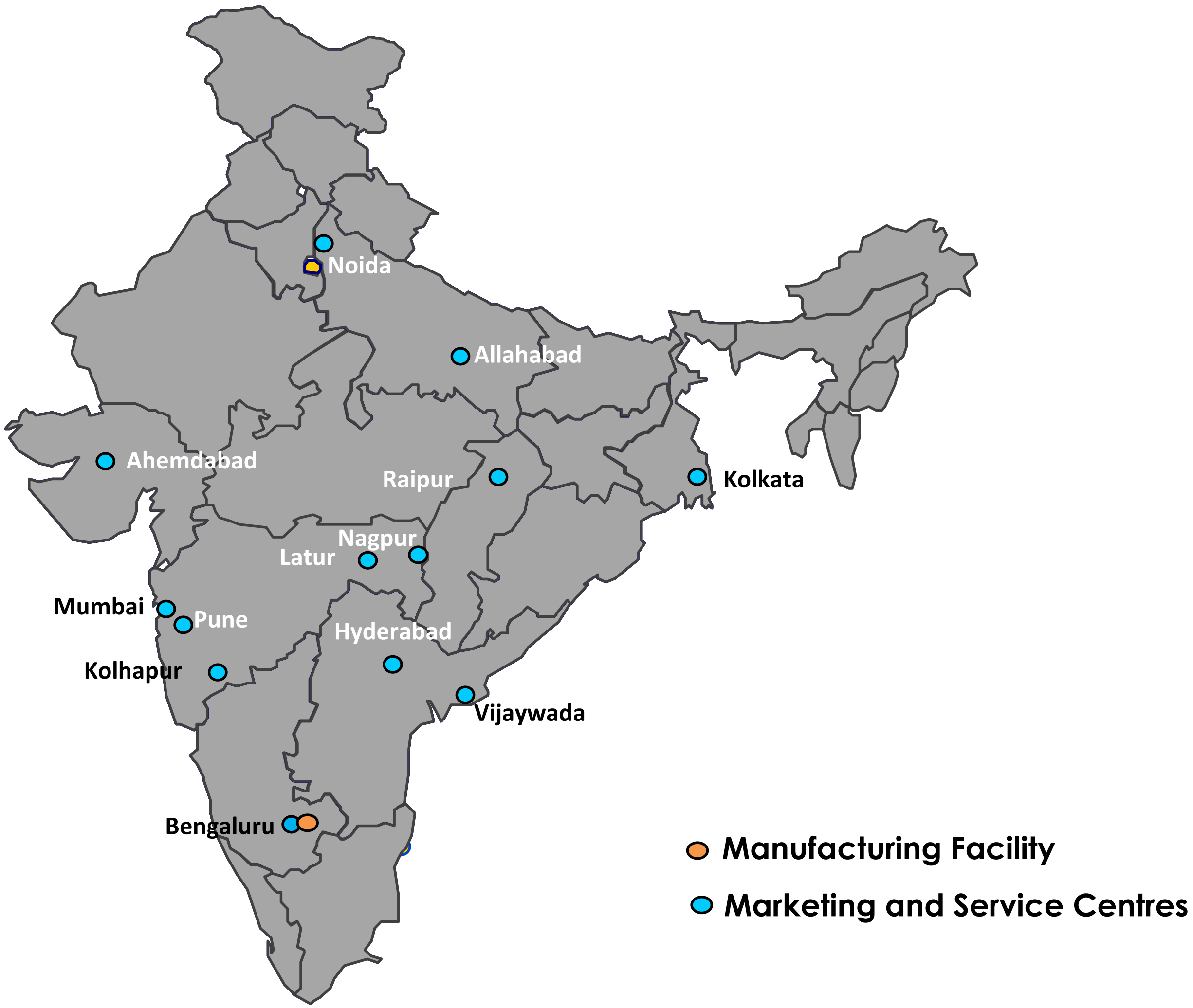
↓ 50% plus one share

GE Triveni Ltd. (JV with GE)

DEMERGER OF STEAM TURBINE BUSINESS INTO TRIVENI TURBINE LIMITED (TTL)

- Board of Directors approved the demerger of Turbine Business from Triveni Engg & Ind Ltd (TEIL) in March 2010.
- The demerged entity is Triveni Turbine Limited ("TTL") (formerly known as Triveni Retail Ventures Ltd.).
- The scheme of arrangement involving demerger of the steam turbine business to Triveni Turbine Limited (TTL) was approved by Hon'ble High Court at Allahabad and has become effective 21.04.2011 from the appointed date on 01.10.2010.
- Pursuant to the scheme, equity shares have been issued and allotted by TTL - one equity Share TTL for every one equity Share in TEIL. TEIL is also holding 72 million equity shares of ₹ 1/- each in TTL, 21.8% of the total holding. The total equity capital of TTL is ₹ 330 million
- TTL shares were listed in NSE and BSE – started traded w.e.f. 28th October 2011.

TTL - PAN INDIA PRESENCE



POWER GENERATION MARKET

Market Characteristics -

- Premium on shorter deliveries
- Purchase decision based on high levels of technology, efficiency & lower life cycle cost
- Price sensitive market
- Strong servicing capabilities and lifetime relationship with the customer is expected
- Robust designs, typically suited for the Indian market are in demand

Annual Market for Turbines -

The estimated long term average annual domestic demand for steam turbines upto 30 MW is about 2000 MW including additions on account of growth, fulfilment of gap and replacement, while for the current year, the order finalisation in this range is estimated at 1200- 1300 MW

Demand Drivers -

Power Shortage

Industrial Growth

Manufacturing Growth

Replacement market

Power Rates

Kyoto Protocol

POWER GENERATION – POTENTIAL TO GROW

- Gap between power requirement and generation getting wide

  - Growing renewable energy market

  - Huge potential for Biomass based power generation

- Costly fuel source to influence replacement of DG to TG sets; thrust on co-generation

- Focus on waste heat to energy and non-conventional energy sources like solar etc.

- Current industrial power consumption – generation gap to be bridged – focus on captive power generation

- Additional power requirement in the country - incentivisation for surplus generation and allowing open access sale of power at remunerative prices

TTL - BUSINESS PERSPECTIVE

- Cater to wide range of customers across segments like sugar, paper, co-gen, textiles, pharma, steel, IPP.
- Consistently upgrading the product range and efficiency.
- The current range of product up to 30MW.
- Manufacturing since 1968; over 2,500 turbines manufactured and sold since inception.
- Highly efficient turbines with indigenously developed tapered twisted blades.
- Fully integrated operations with strong Engineering & Design team.
- Facility equipped with state of the art equipments and machine tools best in the industry.
- Strong in-house R&D team and tie-ups with leading international design and R&D establishments.
- In-house learning centre – to create pool of technical team for design, engineering and servicing.
- Consistently maintained dominant market share. Commands market leadership for range up to 30 MW.

TTL - CUSTOMER CARE & REFURBISHING

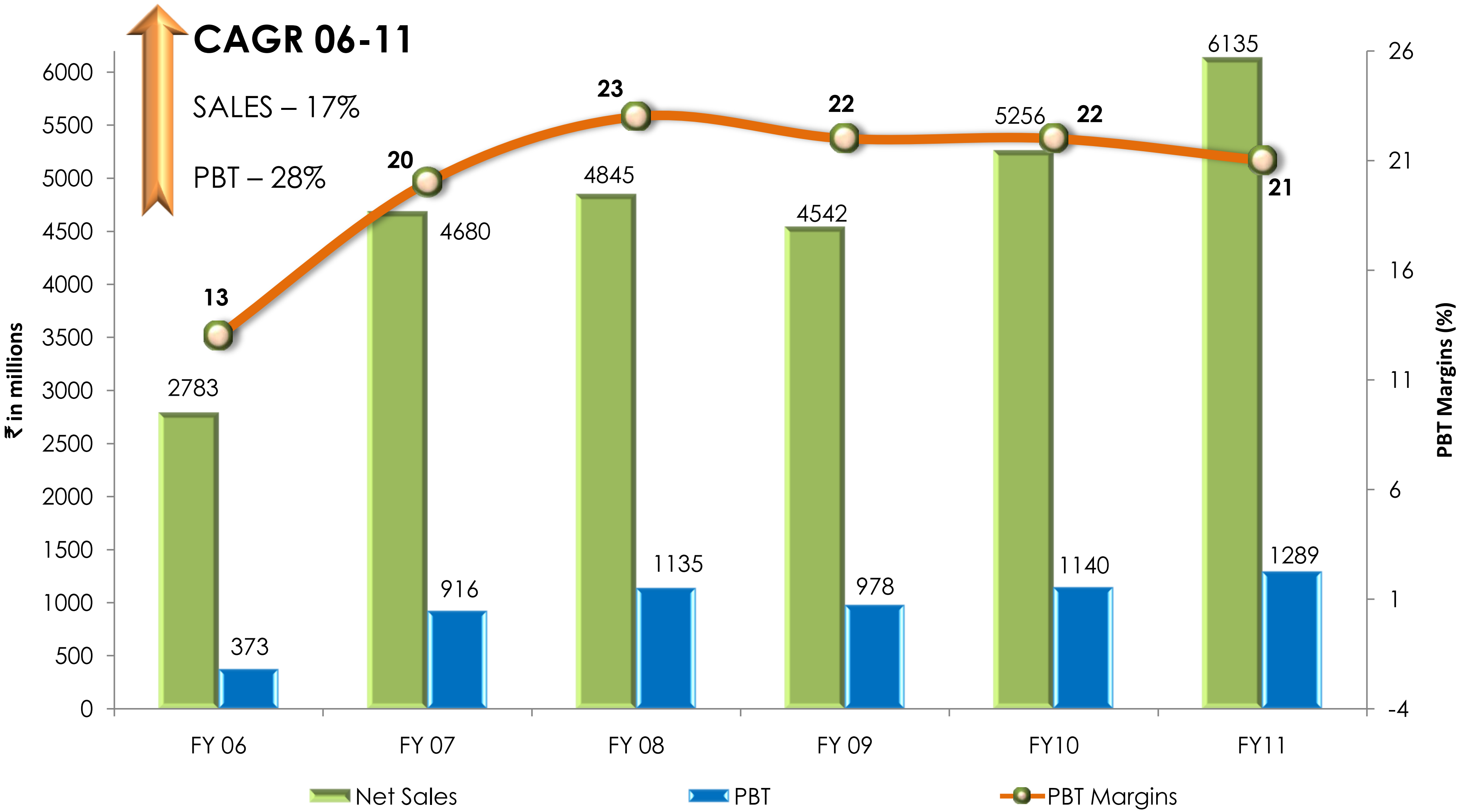
Customer Care

- An extensive network of 13 Service centres.
- A strong team of 180 service professionals.
- Reaching the customer site within 24 hours of service call.
- Currently over 900 turbines serviced annually.

Refurbishing

- Full speed vacuum balancing tunnel for balancing turbines, compressors/alternators – can undertake higher sizes up to 200 MW depending on specifications.
- Refurbishment & Residual Life Assessment of all makes of turbines, compressors etc.; Overhauling & troubleshooting.
- Customization & upgradation of old turbines for both industrial and utility segments in India and Asia Pacific market.

FINANCIAL PERFORMANCE - STEAM TURBINE BUSINESS



All financials are for April-March period for respective financial year

Outstanding Order Book as on 30th September 2011 – ₹ 4.7 billion

Triveni ENGINEERING & INDUSTRIES LTD.

PERFORMANCE – TTL

	Q2 FY 12 (*) July - Sept 2011	H1 FY 12(*) Apr - Sept 2011	July - Sept 2010 (#)	Apr - Sept 2010 (#)
Net sales	1822	3434	1710	3080
EBITDA	409	776	429	752
EBITDA Margin	22.4%	22.6%	25.1%	24.4%
Depreciation & Amortisation	28	56	29	55
PBIT	381	720	400	697
PBIT Margin	20.9%	21.0%	23.4%	22.6%
Interest	23	47	15	29
PBT	358	673	385	668
PBT Margin	19.6%	19.6%	22.5%	21.7%
PAT	243	456		

(*) Performance of TTL;
(#) Performance of Turbine business under Triveni Engg & Ind. Limited

PERFORMANCE – TTL

	H1FY 12 (*) April - Sept 2011
Share Capital - Equity - Preference	 330 28
Net Worth (@)	483
Debt	730

(*) *Performance of TTL;*

(#) *Performance of Turbine business under Triveni Engg & Ind. Limited*

(@) *After accounting for one-time write-off of Goodwill, created pursuant to the Scheme, during FY 2010-11 and the accumulated losses of the erstwhile retail business.*

- During the quarter the overall sales were higher by 6.5% while for the half year, the increase has been 11.5%.
- The mix of product and after-market has been 85:15 for the quarter, while for the half year, it has been 86:14.

JOINT VENTURE WITH GENERAL ELECTRIC (GE)

- Triveni formed a Joint Venture with GE for the turbine business on 15th April 2010. GE Triveni Ltd. (GETL) headquartered in Bengaluru, will design, manufacture, supply, sell and service advanced technology steam turbines in India in the range above 30-100MW range for power generation applications in India and globally.
- GETL to get technology and on-going R&D support from GE and TTL and will use TTL's Bengaluru facility for turbine manufacturing.
- The vision of both partners is to make GETL a global leader in above 30—100 MW segment.
- TTL holds one extra share with both parties having equal representation on the board; GETL a subsidiary of TTL.
- GETL became operational after fulfilment of all closing formalities including signing off all ancillary agreements and subscribing to the share capital of GETL by both the partners on 3rd of November 2010.
- The operations of the joint venture with GE are in line with our expectation. All key managerial personnel are on board and the technology transfer is progressing as per schedule.
- GE Triveni Limited started bidding both in the domestic and international markets - the marketing teams of both GE and Triveni are working closely on the opportunities in their respective markets.
- GE Triveni received its first order for 35 MW from a domestic customer.

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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 Industries Ltd. makes no representation as to their accuracy or that the company subscribes to those views / findings.

Triveni
ENGINEERING & INDUSTRIES LTD.