



Water Business Group of Triveni has significant experience in the Operations & Maintenance space of business for water and wastewater treatment plants, and offers the following services to customers:

- Operations and maintenance
- Annual maintenance contracts
- Product and process audits, health check-ups, and overhauls
- Pilot experiments
- Refurbishment, up-gradation and automation of existing plants
- Spares, service consumables, and chemicals
- On-site training and assistance

Achievements

- Across India, over 1,200 installations are successfully operating in various segments - infrastructure, industrial, and municipal.
- Through our projects and equipment, over 10,000 MLD of water is treated.
- We have received several Water Awards for innovative project designs.
- In FY 23, we secured Bangladesh (Construction of two sewerage treatment plants for Khulna Water Supply and Sewerage Authority), funded by ADB
- In FY 22, we secured the PALI HAM/PPP project

- In FY 22, we secured the Bhiwadi 6 MLD Zero Liquid Discharge (ZLD) project.
- In FY 21, we secured Maldives project of water and sanitation of six islands.

Processes and Technologies

Triveni Water has access to the latest technologies in water and wastewater treatment plants, and has gained sufficient experience in the following technologies:

- Moving Bed-Bio Reactor (MBBR)
- Sequential Batch Reactor (SBR)
- Activated Sludge Process (ASP)
- Conventional technologies
- Filters: Sand or Membranes
- High Rate Clarifiers
- Membranes and Anaerobic-anoxic-aerobic method (A2O) and nitrification / de-nitrification
- Recycling and Reuse
- Zero Liquid Discharge (ZLD)

OUR WATER BUSINESS PERFORMANCE

The Water business has achieved historically its highest annual turnover of ₹ 352.17 crore vs ₹ 270.21 crore in the previous year (+30.3%) with a PBIT of ₹ 24.28 crore vs ₹ 31.01 crore in FY 22. The higher revenues were the result of more focussed approach in execution.



WBG has a total current manpower strength of 339 employees. The average age of employees is 39, and the median is 38, which indicates a healthy workforce.

The historic high turnover and improving PBIT over the years is an indication that operational efficiency has improved during this time.

WBG is well positioned to undertake more jobs in its chosen area of expertise.

Key Highlights

- 80 MLD (52+28) Sewerage Treatment Plants at Khulna for KWASA, Bangladesh, funded by ADB
- WBG achieved a turnover of ₹ 352.17 crore in FY 23 and PBIT of ₹ 24.28 crore
- The orders received in FY 23 stood at ₹ 192.08 crore, excluding O&M orders
- WBG achieved COD of Mathura HAM project for NMCG/UPJN
- WBG's regular participation in new bids has given it market recognition and WBG is recognised as a major force in this business

New developments & achievements in FY 23

WBG, in FY 23, was successful in securing ADB funded STPs project at Khulna, Bangladesh. On Execution front, WBG achieved Commercial Operation Date (COD) for Mathura HAM project funded by NMCG which entitles it to receive HAM payments over the O&M period.

Business strengths

WBG's inhouse design & engineering and project execution teams are the core strength of our business. The sound financial health of the Company is leveraged for participating in PPP/HAM concession projects. WBG has pan India presence, besides operations in Maldives and Bangladesh. Our in-house Equipment vertical sharpens our skills and knowledge base, and adds to our strength.

OUTLOOK FOR WATER INDUSTRY AND OUR WATER BUSINESS

By 2030, the water demand from the municipal and industrial segments is expected to reach 1,500 cubic km. Thus, the water sector has a positive outlook and offers significant opportunities for various stakeholders, including EPC players, private developers, consultants, and technology and equipment suppliers.

- Government is continuously imposing stricter regulations related to industrial effluent, which catalyses opportunities in CETPs, Recycle & Reuse and ZLDs.
- Central and state governments in India are increasingly implementing environmental policies to ensure ecological balance and reduce water contamination in rivers, sea, lakes, and others.
- They are also emphasising on water conservation and wastewater treatment to maintain ecological balance in the face of shrinking freshwater sources.
- The strict governmental norms and the shortage of water in many regions of India are anticipated to increase the demand for wastewater treatment services.
- Government has started laying emphasis on capacity building and infrastructure development through programmes such as AMRUT, Smart Cities, Namami Gange & Swachh Bharat, and moving to one-city-one-operator model, where one agency will be responsible for all water needs and waste water management system in a city.
- Going forward, investments in the sector will be directed towards providing 24x7 water supply, improving industrial water use efficiency, deploying cost-effective seawater desalination technologies, and encouraging wastewater recycling and reuse.

The Central Government's focus on Namami Gange for cleaning of Ganga, JICA-funded projects in Delhi, Karnataka, and Maharashtra, AMRUT programmes for pollution abatement, recycling and re-use, and stricter vigil by the National Green Tribunal will be key demand drivers.

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