



- Secured an order from the Middle East for gear internals and bearings for a Frame-5 Gearbox and a Quill shaft for a Frame-6 Gearbox, enhancing the Company's aftermarket offerings in the energy sector.
- Secured an order from Africa for a complete gearbox for a blower application, replacing a European brand and expanding the Company's footprint in the African industrial market.
- Orders from Latin America for various mill gearboxes, replacing European brands and highlighting the Company's growing role in the Latin American industrial sector.

Customer-Centric Innovations and Initiatives

- Introduced warranty-backed retrofit solutions, boosting confidence in cost-effective alternatives.
- Promoted eco-friendly refurbishments as part of green initiatives, aligning with sustainability trends.
- Launched XPERIA – an AR-based app for hands-on training and virtual troubleshooting, empowering customers to manage diagnostics independently.
- Conducted technical webinars and on-site engagements to guide retrofitting decisions, positioning PTB as a strategic partner.
- Adopted laser cladding technology for critical downtime scenarios and interchangeable spares, enhancing efficiency.

Global Outreach:

- Expanded networks through global conferences and exhibitions, generating high-value leads.
- Enhanced AMCs to include inspections for other brands at no cost, driving customer satisfaction.
- Leveraged satisfaction surveys to address concerns and generate leads for AMCs and spares.

Built-to-Print:

Delivered high-precision machining of select gear components, optimising capacity utilisation through long-term supply contracts.

Defence Business:

Key milestones of Triveni PTB's defence segment:

- Successfully delivered 16 light weight body marine gearboxes for Fast Patrol Vessel (FPV) within a 14-month timeframe, showcasing operational efficiency and reliability in meeting stringent project deadlines.
- Secured a significant order for 54 gearboxes across two projects for FPV and Off-shore Patrol Vessels (OPVs) with Triveni technology.

- Secured order for propulsion shafting for global technology partner.
- Developing technology for propulsion shafting for surface ships.
- Developed technology for fin stabiliser control systems.
- Expanded portfolio to include propulsion systems, gas turbine generators, special pumps, winches, and platform support, driven by in-house R&D and reverse engineering.
- Ongoing thrust on exploring opportunities in Land & Air Defence services involving adjacencies as well as total solutions.

Strategic Vision

PTB's vision aims to sustain its market share in India and nearby countries, and simultaneously increase its share in high potential overseas markets:

1. **Domestic Leadership:** Capitalise on infrastructure and defence growth, driven by production linked incentives in steel, refinery, cement, and fertiliser.
2. **Global Expansion:** Target increase in export share, focussing on gas turbine gearboxes, compressors, and FPSO projects.
3. **Defence Innovation:** Expand naval portfolio, and explore opportunities in Army and Aerospace, leveraging Government of India's Atmanirbhar Bharat scheme.
4. **R&D:** Continue investments in R&D for next-generation gear technologies.

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