



## Triveni Power Transmission Business: Performance

PTB has maintained its robust majority market share across high-speed applications in diverse markets, in both new products as well as Aftermarket segments.

### Gears Business:

**New Products:** Strengthened OEM partnerships by delivering high-performance gearbox solutions for critical applications; leveraged advanced engineering and innovative designs to meet the demands of Steam & Gas based captive Power, Oil & Gas, Petrochemical, Carbon Capture Utilisation & Storage (CCUS), Waste Heat Recovery System (WHRS) and Waste to Energy.

### Domestic Market Highlights

- Domestic market saw marginal growth in order bookings, driven primarily by the Steam Turbine Generator (STG) segment. The average order value increased due to shift in higher power. The steel segment was a major contributor, at the back of multiple projects in excess of 40MW, with the largest being for a 58MW steam turbine generator application.
- Rolled out highest power 57MW compressor gearbox for the steel segment from the recently expanded manufacturing facility.
- Supplied highest power 48MW API gearbox for PowerGen.
- 70,000 RPM gearbox supplied to Defence Research establishment.
- Supplied a Test Rig Gearbox for a European OEM's hybrid propulsion system, demonstrating capability in innovative and sustainable technologies.
- Developed a Test Rig Gearbox with a Dog Clutch mechanism for a 200-tonne Vacuum Tunnel Balancing Machine, demonstrating expertise in specialised applications.

### Export Market Highlights

- PTB's focus on Middle East and Europe markets resulted in multiple breakthrough orders from Oil and Gas majors.
- Supplied highest power 27MW compressor gearbox to a large European OEM.
- Supplied multiple API Gas Turbine driven pump gearboxes for an oil & gas pipeline in South America.
- Supplied first 48MW Steam Turbine Generator gearbox to a European OEM.
- Entered Japanese market for compressor application.
- Gained entry into Oil & Gas majors (Middle East) through various OEMs for pump application.
- Entered Floating Production Storage and Offloading (FPSO) projects for South America and Africa.



### Aftermarket:

#### Domestic Market Highlights

- Entered the renowned American OEM market for replacement of Oxyblower gearbox.
- Executed multiple replacements for European and American brands in the steel sector in the power range of 30-45MW.
- Executed multiple replacements for European and Indian brands in the cement industry in the power range of 8-25MW.
- Replaced European OEM for blower and pump application in fertiliser industry.

#### Export Market Highlights

- Received order from a leading Middle East Independent Power Producer (IPP) for two 54MW Frame-6 Gas Turbine Load Gearboxes, replacing a prominent European brand. This order positions us as a reference supplier for the global oil & gas market, with potential for business expansion across multiple IPP sites.
- Received order from Middle East for supplying Integrally Geared Compressor gear internals, replacing a European brand and strengthening the Company's presence in the industrial compressor sector.

- 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:

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

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