

WATER BUSINESS

Market: Overview

India's Water Crisis: A Strategic Opportunity for Sustainable Solutions

With 18% of the world's population but only 4% of its freshwater stock, India is among the most water-stressed countries. The escalating water scarcity underscores the urgent need for sustainable water management solutions. The wastewater treatment sector in India is experiencing significant growth. In 2024, the market was valued at USD 9.64 billion and is projected to reach USD 18.63 billion by 2033, growing at a CAGR of 7.6%. Increasing urbanisation and industrialisation, along with heightened environmental awareness, are driving the market growth.

According to the CPCB report of 2021, only about 28% of wastewater is treated, with the untreated sewage posing significant risks to public health and the environment. Treated sewage presents a valuable resource that can help meet the growing demand for non-potable water in agriculture, industry and municipal domains. Use of treated water can promote circularity in the water and wastewater sector, supporting the broader goals of a circular economy.

More than 50% of the total clean water demand in India is met by groundwater extraction. In fact, India extracts more groundwater than China and USA combined. This over exploitation has led to an alarming depletion of groundwater tables and aquifers. Promoting the use of treated industrial wastewater and treated domestic sewage for industrial processes will be a game changer for India's water security.

Government Funding: Paving the Way for Sustainable Solutions

The Indian government has launched several key funding programmes to address water scarcity and improve wastewater management. These include Jal Jeevan Mission (JJM), Atal Mission for Rejuvenation and Urban Development (AMRUT), Atal Bhujal Yojana, Namami Gange, etc. These programmes are backed by substantial funding from both central and state governments, and also by international financial institutions like World Bank, ADB, JICA, EXIM bank, etc. Multiple financing models – including Public-Private Partnership (PPP) and Hybrid Annuity Model (HAM) – have been deployed to attract private sector investment and boost sustainable water infrastructure development.

India's water management journey reflects the broader global trends, with comparable opportunities emerging in Eastern Europe, expanding market potential across South Asian countries, increasing demand in African nations, and significant development prospects throughout the MENA region.

Triveni Water Business

Triveni Water Business: Overview

Key highlights FY 25

12,200+ MLD

Water and Wastewater treated

1,200+

Total installations

2,000+

Process equipment supplied (nos.)



Triveni's Water Business Group (WBG) is well-equipped to execute projects in both India and international markets. It has an active presence in India, the Maldives and Bangladesh, and offers an extensive portfolio of water and wastewater solutions, leveraging advanced technologies and innovative equipment across a broad spectrum of applications.

Amid the increasingly stringency of regulatory standards for water and wastewater discharge, which often exceed the capabilities of conventional treatment systems, WBG delivers cost-effective solutions designed to optimise operational efficiency and reduce life-cycle costs.

Triveni's EPC offering is driven by the strength of its in-house equipment design and manufacturing capabilities, backed by strong in-house design and engineering capabilities. The Company has successfully implemented projects on Public-Private Partnership (PPP) and Hybrid Annuity Model (HAM) frameworks, and continues to explore new opportunities. It is fully geared to undertake medium to large sized projects in these segments, in both domestic and international markets.

Water and wastewater solutions offerings

- Design and manufacturing of a wide spectrum of process equipment for the water and wastewater treatment industry.
- Design, construction, O&M of water and wastewater collection and distribution networks.
- Water treatment based on conventional processes, ultra filtration, reverse osmosis, demineralisation, and sea water reverse osmosis.
- Wastewater and sewage treatment based on advanced technologies like Sequencing Batch Reactor (SBR), Moving Bed Biofilm Reactor (MBBR), etc., both for municipal and industrial effluents.
- Design, Build and Operate (DBO) water and wastewater treatment plants, based on Ultra Filtration, Reverse Osmosis, Zero Liquid Discharge and Reuse.
- DBO water and wastewater management systems on Engineering Procurement and Construction (EPC), Public Private Partnership (PPP), Hybrid Annuity Model (HAM) and Build Own Operate Transfer (BOOT) models.
- Operations and maintenance of water and wastewater treatment plants.

Driven by its strong reputation, Triveni is leading the journey towards shaping the future of water and wastewater

management. It deploys advanced technologies to provide innovative, sustainable solutions that address the growing global need for clean water and efficient wastewater treatment.

Operations and Maintenance (O&M)

Long-term operations and maintenance of water and wastewater systems is an integral component of the water and wastewater treatment business. The Company is focussed on achieving the following outcomes related to operations and maintenance, ensuring that its clients' systems remain sustainable and affordable:

- Minimise Non-Revenue Water (NRW)
- Safeguard Source Water Quality
- Understand System Infrastructure
- Monitor and Control Corrosion
- Ensure System Integrity
- Maintain Adequate Disinfection Residuals
- Ensure Positive Pressure
- Implement Backflow Prevention
- Adopt Best Practices for Disinfection and Flushing
- Maintain Operational Readiness
- Manage Distribution System Assets
- Spare Parts Inventory Management
- Product and Process Audits, Health Check-ups, and Overhauls

Triveni Water Business: Performance

Key Highlights FY 25

- Revenues declined due to slow execution in certain projects and delayed finalisation of new projects.
- PBIT stood at ₹ 32.8 crore in FY 25, higher by 4.4% y-o-y. The higher profitability was driven by cost optimisation and savings in various projects executed during the year.
- PBIT margins stood at 14.0% for the year, up approximately 124 bps y-o-y.
- Total order booking during the year was ₹ 586.2 crore, including EPC orders worth ₹ 312.10 crore. This excludes a project Letter of Award that was revoked recently due to administrative reasons and is being pursued for favourable consideration.