

BUSINESS ENVIRONMENT

Positioned at the convergence of global megatrends

ENERGY TRANSITION

Globally, climate change has become an imperative. As energy demand continues to surge, the urgency is to address them sustainably. Governments globally are racing to balance energy security and decarbonisation, with shifts towards non-fossil fuel sources, including gas, ethanol, hydrogen, and renewables.

The world is racing toward cleaner fuels. India is central, both as a consumer and as a manufacturer of the systems that enable transition.

Triveni Response

- » **Ethanol:** 960 KLPD distillation capacity to cater ethanol demand from OMCs and ENA requirement of IMIL facility.
- » **Cogeneration:** 104.5 MW of grid-connected capacity, helping displace fossil-fuel-based power.
- » **Global gas and LNG economy:** Providing high-power, high-speed gearboxes for steam turbines, gas turbines, compressors, and pumps, which are critical mechanical systems in LNG carriers, terminals, refineries, and gas-based power plants.

SUPPLY CHAIN REALIGNMENT

Globally, the high-speed helical gearboxes market is growing steadily. OEM demand representing new sales is primarily driven by greenfield/brownfield expansions and modernisation in the Oil & Gas industry in the Middle East and North Africa (MENA). Aftermarket segment is witnessing stronger growth given the ageing installed base across North America and Europe and the high cost of complete gearbox replacement.

India is emerging as an alternative manufacturing hub for high-precision industrial engineering, supported by sustained domestic industrial capex alongside rising demand from North America and Europe for cost advantage and supply chain diversification.

Triveni Response

- » **Speed and cost advantage:** Manufacturing cost is lower (25-30%) and lead time faster (6-8 months vs 12 months) than European peers.
- » **Qualification:** Qualified as an approved supplier by major global OEM.
- » **Capacity for the next orbit:** Scaling gear manufacturing capacity from ₹ 400 crores to ₹ 700 crores, alongside incorporating a Swiss subsidiary and operationalising a sales office in Europe.

DEFENCE SOVEREIGNTY AND TRUSTED NATION PROCUREMENT

Geopolitical tensions and realignment are reshaping defence procurement norms. Nations globally have become cautious about sourcing critical defence equipment from untrusted supply chains. For credible Indian defence suppliers, friendly-nation procurement has opened export pathways. Further, the Indian government has emphasised defence indigenisation, with active regulatory support. Several items, including marine propulsion, have been identified as critical capabilities for domestic building.

Triveni Response

- » **Indigenous defence platform:** Established as an indigenous supplier of marine propulsion gearboxes, propulsion shafting, fin stabilisers, special application pumps, and gas turbine generators.

WATER STRESS

Globally and in India, the gap between water availability and treatment capacity is widening. In India, the rising industrialisation and urbanisation are further accelerating the demand for municipal infrastructure. To address these challenges, the Government of India has introduced some of the world's largest water programmes, like the Jal Jeevan Mission, to strengthen public water infrastructure. Further, the introduction of Liquid Discharge Management Rules 2025 has sharpened industrial compliance, driving demand for advanced treatment solutions.

Triveni Response

- » **Track record:** 40+ years of experience in the water and wastewater management space, with 100+ large projects executed and 1,500+ pan-India installations.
- » **In-house capabilities:** End-to-end execution capability with in-house equipment manufacturing, robust technology platform and relationships with key Indian institutions and global partnerships, making us a preferred partner.
- » **Future-aligned segments:** Focus on recycle, reuse, and Zero Liquid Discharge projects, which are the highest-growth segments.

FARMER PROSPERITY AND AGRICULTURE MODERNISATION

India is an agrarian economy, and yet the sector lacks the use of modern technology, resulting in lower farm yields and income. Empowering farmers by doubling income, expanding access to digital tools, and supporting climate-resilient crops is thus a national priority.

Triveni Response

- » **Holistic farmer support:** 24x7 assistance with the Triveni Cane app alongside support in adopting best agronomy services, plot demonstrations, varietal substitution and direct engagement at the village level.
- » **Precision agriculture:** Deployed advanced technologies like AI, drone-based surveillance, pesticide spraying, IoT and GPS on farms to address diverse needs of farmers.