

# ***Earnings Presentation: Q1 FY 22***

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***August 2021***

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# AGENDA

- ABOUT THE COMPANY
- INDUSTRY UPDATES
- OUR INITIATIVES
- SNAPSHOT
- KEY COMPANY HIGHLIGHTS
- FINANCIAL PERFORMANCE
- OUTLOOK



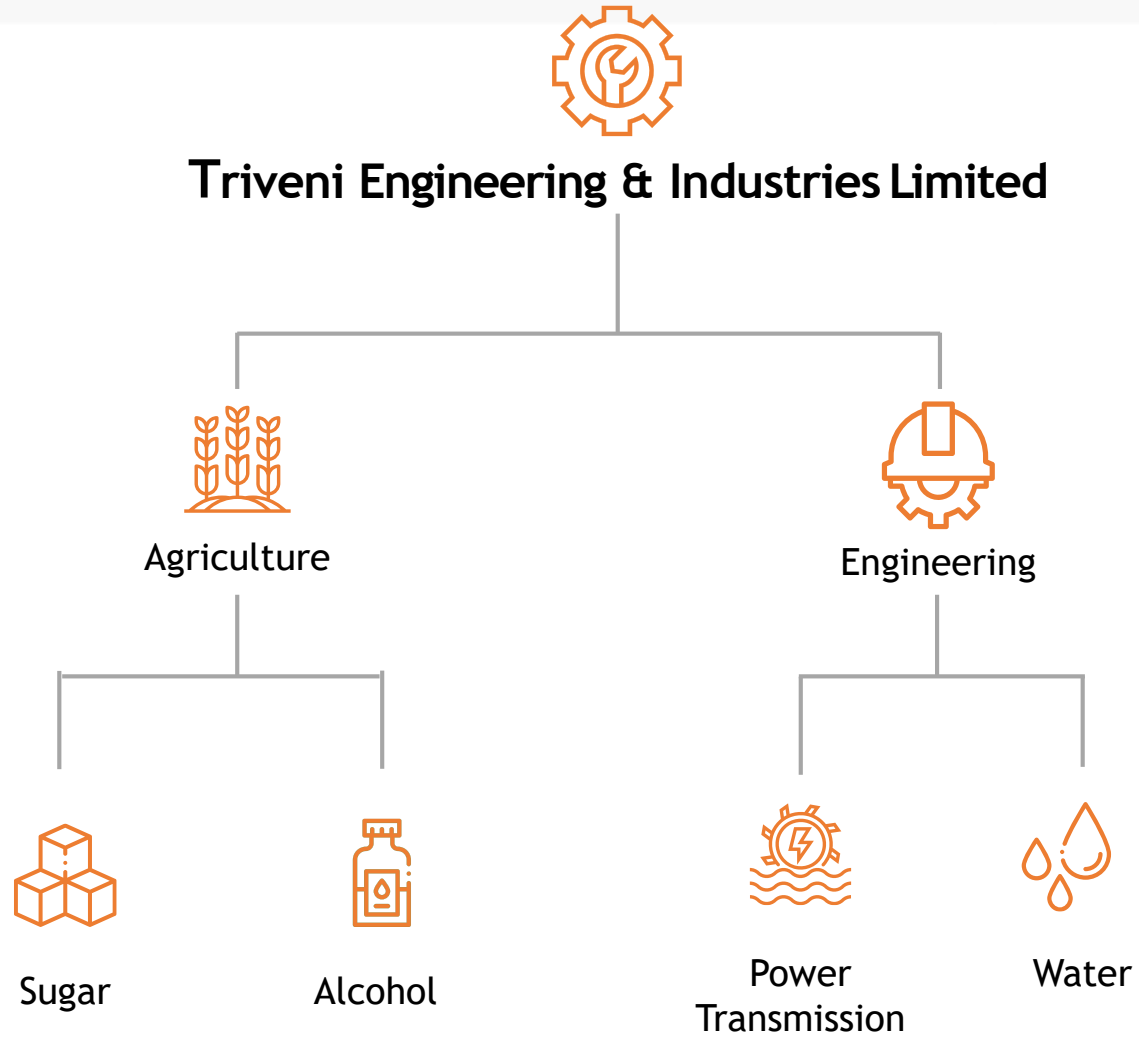
# ABOUT THE COMPANY



## TRIVENI ENGINEERING & INDUSTRIES LTD

- An integrated and innovation-led conglomerate with diversified businesses in Agriculture and Engineering
- One of the largest integrated sugar manufacturers of India
- Market leader in engineering businesses spanning power transmission, water & wastewater treatment solutions and defence
- Consistent R&D of technology to surpass customer needs
- Experienced team with an innovation-forward mindset
- Best-in-class manufacturing and internationally benchmarked on quality standards

# COMPANY STRUCTURE



## Agriculture



### Sugar Business \*

One of the **largest** sugar manufacturers in India with **7 FSSC 22000 certified plants** in Uttar Pradesh

Multi - product manufacturer: **Multi-grade** - Large, Medium and Small Crystal - Sugar, Refined Sugar, Raw Sugar, Pharmaceutical-grade Sugar; **300K+ associated farmers**

**6 co-generation plants** with **~100 MW<sup>1</sup>** grid capacity

Power export to **Uttar Pradesh Power Corporation Limited (UPPCL)** - state owned power distribution company



### Alcohol Business

**2 plants** with capacity of **320 KLPD<sup>2</sup>** operating at **~100% utilization**

**2 new plants** (160 + 40 KLPD) being set up, taking overall capacity to **520 KLPD by Q4 FY 22**

New 160 KLPD plant to be dual feed stock - **1<sup>st</sup> plant in India of such large capacity**

**Further expansion of 520 KLPD to 660 KLPD** at an aggregate cost of approx. 100 crore by commencement of Sugar Season 2022-23

Produce **Extra Neutral Alcohol**, which is used to produce **high quality potable alcohol**; and **fuel-grade ethanol**

World-class technology employed to achieve **Zero Liquid Discharge (ZLD)**

**Strong Environment/ Health/ Sustainability capabilities** and adherence to standards

## Engineering



### Power Transmission Business

Largest engineered to order turbo gear manufacturer

**Integrated plant** located in Karnataka with state of the art infra

Strong focus on **value engineering, low cost manufacturing, R&D** for new product and expertise in **reverse engineering & replacement** solutions.

Currently supporting solutions for **Indian Navy**



### Water Business

EPC solutions for water/wastewater treatment and recycling of water, for industrial and municipal applications

**~10,000 Million Liters Per Day (MLD) water treated**

**>2,000 process equipment supplied and commissioned**

Executed some of the largest projects in India

# INDUSTRY UPDATES - AGRI



## Sugar Business



- Total acreage under sugarcane estimated to grow 3% y-o-y in Sugar Season (SS) 2021-22 to 54.55 lakh hectares
- Domestic sugar production estimated at ~31 million tonnes in SS 2021-22, similar to SS 2020-21
- Diversion for ethanol production estimated at ~3.4 million tonnes in SS 2021-22 vs. 2.1 million in SS 2020-21
- State-wise production estimates for SS 2021-22
  - ✓ UP : ~ 11.9 million tonnes
  - ✓ Maharashtra : 12.1 million tonnes
  - ✓ Karnataka : 4.87 million tonnes



## Alcohol Business



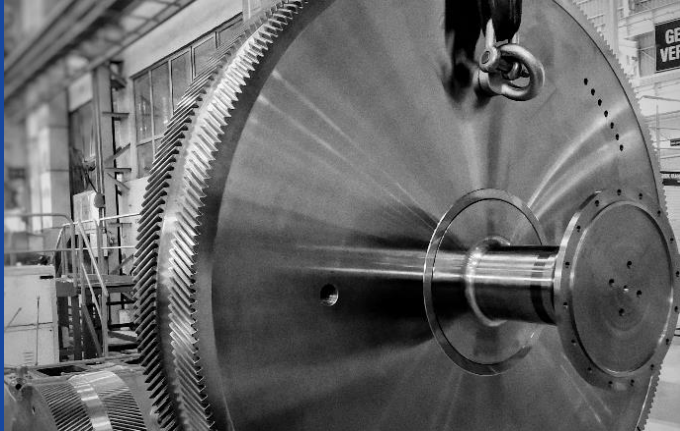
- During the marketing year (Dec 2020 - Nov 2021, Oil Marketing Companies (OMCs) have contracted quantity of 344 crore ltrs of Ethanol, up ~100% y-o-y
- The country achieved an average blending percentage of 8.06% so far in the current marketing year 2020-21
- Country targeting ethanol blending of 10% in Marketing Year 2020-21



# INDUSTRY UPDATES - ENGINEERING



## Power Transmission Business



- Disruption in Q1 FY 22 due to non-supply of oxygen for industrial purposes along with impact of second wave of COVID-19
- New Petroleum, Chemicals and Petrochemicals Investment Region (PCPIR) Policy 2020-35 a combined investment of US\$ 142 billion is targeted by the year 2025 in all the PCPIRs across the country



## Water Business



- COVID-19 leading to delay in new enquiries as well as finalization of orders
- With water demand-supply imbalance expected in coming years, the market for water and wastewater treatment holds promise

# OUR INITIATIVES

## SUGAR

- Extensive sugarcane development program
- Aggressive sugar exports under MAEQ program of the Central Government
- Active pursuit of variety substitution programme to gradually reduce overdependence on the star variety Co 0238

## ALCOHOL

- Enhancing Capacity: 160 KLPD at Milak Narayanpur & 40 KLPD at Muzaffarnagar by Q4 FY 22 and additional 140 KLPD expansion by commencement of SS 2022-23 taking total capacity to 660 KLPD
- Participating in all OMC tenders

## POWER TRANSMISSION

- Focused on identifying and leveraging growth avenues in terms of product offerings as well as new markets
- Entered into Defence and Built to Print business segments

## WATER

- Working with industrial companies as well as municipal authorities to provide effective solutions for efficient water management



## SUGAR

8.54 Million Tonnes - Sugarcane Crush in SS 2020-21  
937801 Tonnes - Sugar Production in SS 2020-21  
11.86% - Gross Recovery  
10.98% - Net Recovery  
214018 tonnes - despatches in Q1 FY 22  
33381/MT - Domestic Realization price in Q1 FY 22



## ALCOHOL

26814 KL Production in Q1 FY 22  
27315 KL Sales in Q1 FY 22  
53.98 /litre - Avg. Realisation in Q1 FY 22



## POWER TRANSMISSION

Rs. 38.08 crore Order Booking in Q1 FY 22  
Rs. 165.82 crore Outstanding Order Book  
at end of Q1 FY 22



## WATER

Rs. 1580.25 crore  
Outstanding Order Book  
(Product, EPC and O&M) at end of Q1 FY 22

# KEY COMPANY HIGHLIGHTS - AGRI

## SUGAR

- Stable sugar operations during the quarter
- Sugar revenue and segment profits are lower due to lower sugar sale volumes by 26%
- Export subsidies of ₹ 57 crore pertaining to exports made in FY 21 were recognized in the quarter (Q1 FY 21: ₹ 57.66 crore) and recognition of export subsidies of ₹ 11.69 crore pertaining to the current quarter could not be made
- The sugar inventory as on Jun 30, 2021 was 45.21 lakh quintals, which is valued at around ₹ 29.5/kg

## ALCOHOL

- Total production in Q1 FY 22 at par with last year while sale volumes grew by 9% y-o-y
- In Q1 FY 22, the Company produced 75% Ethanol from B-heavy molasses as compared to 48% last year
- Profitability in Q1 FY 22 driven by higher sale volumes and realization, strong focus on cost control and operational efficiencies

# KEY COMPANY HIGHLIGHTS - ENGINEERING

## POWER TRANSMISSION

- Turnover for Q1 FY 22 improved as compared to last year due to better business conditions as witnessed in the recent quarters
- During the quarter, the business witnessed some supply chain disruptions; expected to be normalized in the coming quarters
- Power Transmission business has seen good traction both in terms of new projects and aftermarket segment during the quarter
- Outstanding order book as on Jun 30, 2021 stood at ₹ 165.82 crore including long duration orders of ₹ 65.21 crore executable over a couple of years

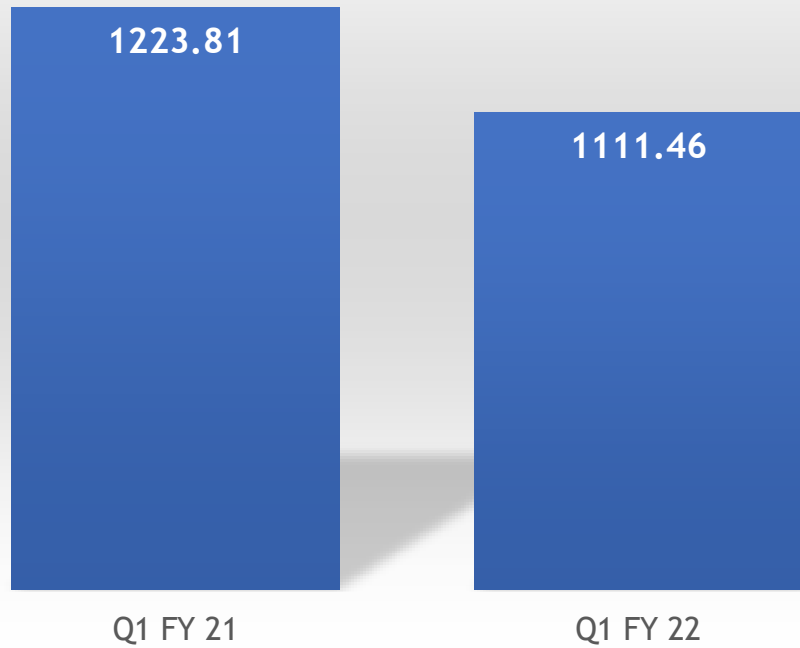
## WATER

- The second wave of COVID-19, impacted the operations of the business in Q1 FY 22 due to precautionary steps taken to safeguard manpower, disturbance in supply chain at vendors' end, reduced availability of labour and non-supply of oxygen for industrial purposes
- Secured a new order of capital works of value ~ ₹ 170 crores + Operations & Maintenance (O&M) for 15 years
- Outstanding order book as on Jun 30, 2021 stood at ₹ 1580.25 crore, which includes ₹ 993.01 crore towards Operations and Maintenance contracts for a longer period of time

# FINANCIAL PERFORMANCE - CONSOLIDATED

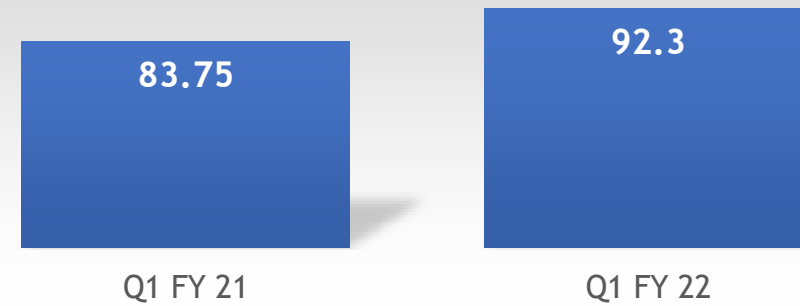
## GROSS REVENUE

■ (Rs. Crore)



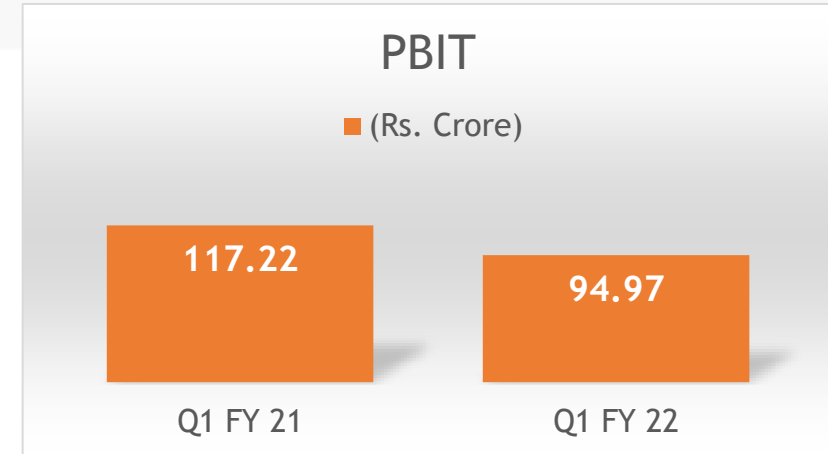
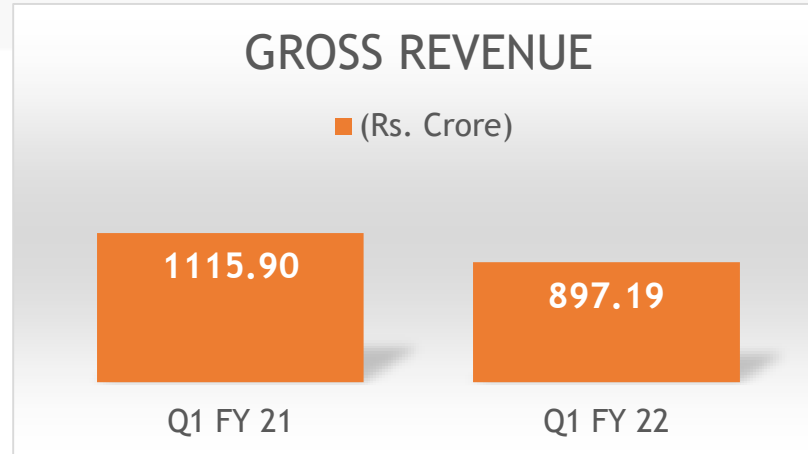
## PAT

■ (Rs. Crore)

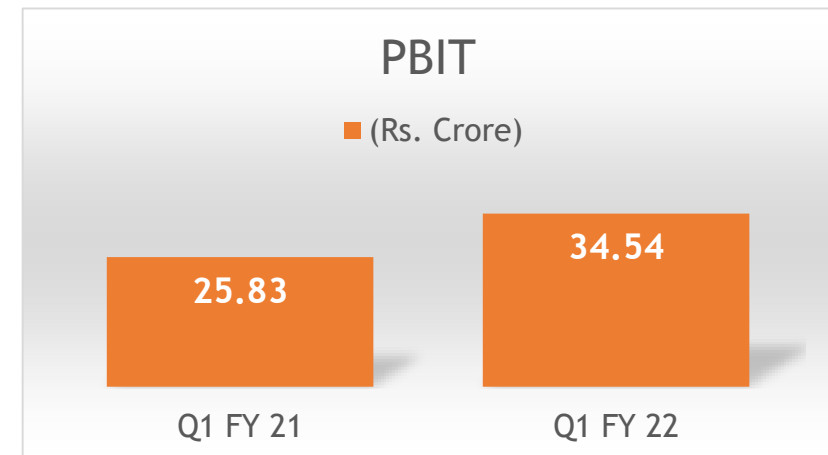
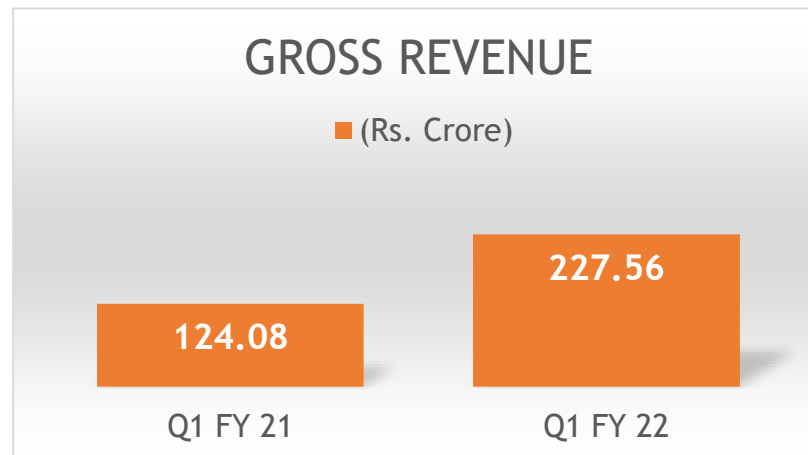


# FINANCIAL PERFORMANCE - AGRI

## SUGAR

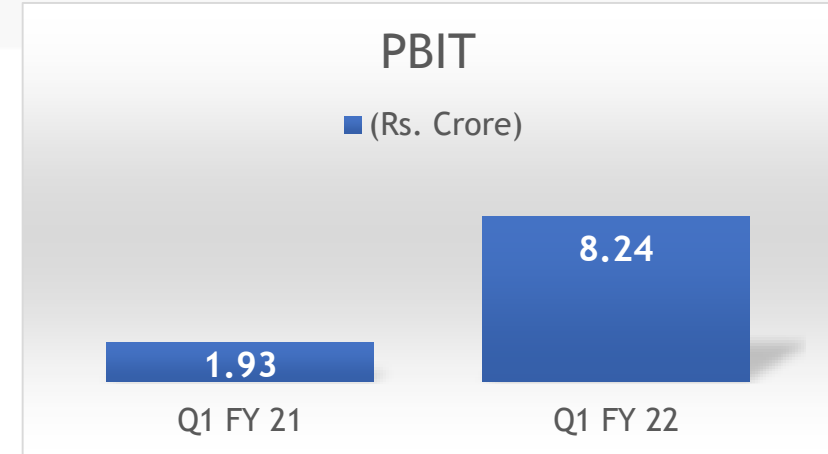
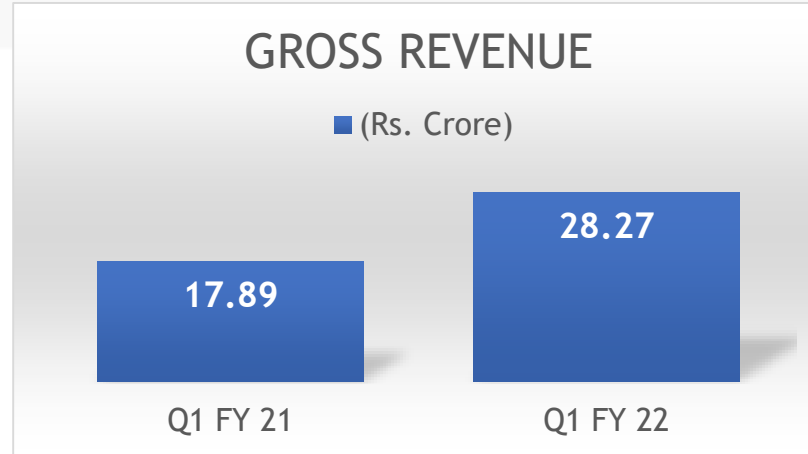


## ALCOHOL

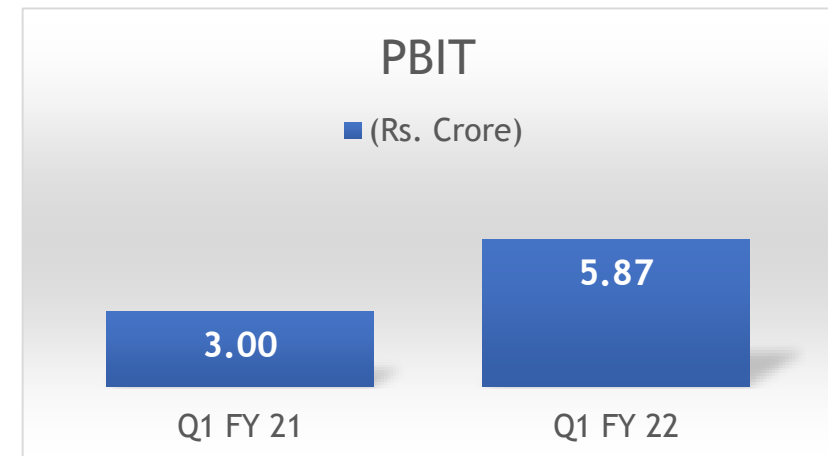
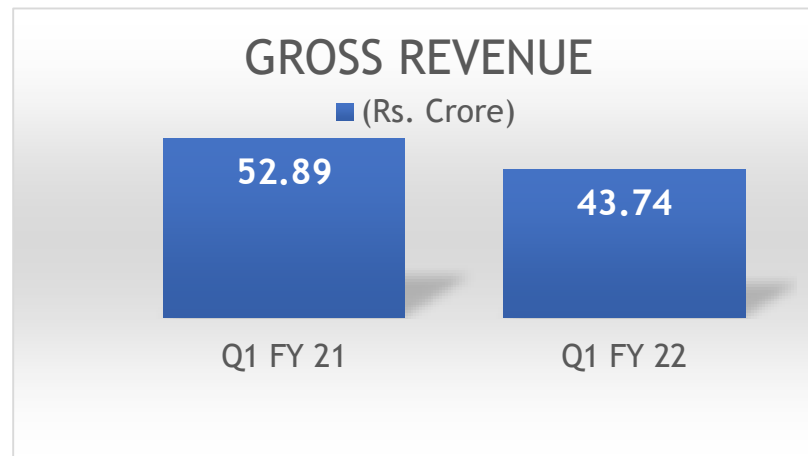


# FINANCIAL PERFORMANCE - ENGINEERING

## POWER TRANSMISSION



## WATER





# CONSOLIDATED SUMMARY P&L

Rs Crore

	Q1 FY 22	Q1 FY 21	Change (%)
Revenue from Operations (Gross)	1111.46	1223.81	(9%)
Revenue from Operations (Net of excise duty)	1036.76	1223.81	(15%)
EBITDA	153.22	160.02	(4%)
EBITDA Margin (% of Net)	15%	13%	
Share of income from Associates	6.06	4.65	30%
Profit Before Tax (PBT)	123.89	129.17	(4%)
Profit After Tax (PAT)	92.30	83.75	10%
Other Comprehensive Income	-0.16	0.41	
Total Comprehensive Income	92.14	84.16	9%
EPS (not annualized) (₹/share)	3.82	3.38	

# OUTLOOK - AGRI



## Sugar Business



- Positive outlook on production and recovery
- Actively pursuing cane variety substitution programme to gradually reduce overdependence on the star variety Co 0238
- Supportive export programme for evacuation of sugar make the sugar industry more secular and performance-based vs. cyclical in the past



## Alcohol Business

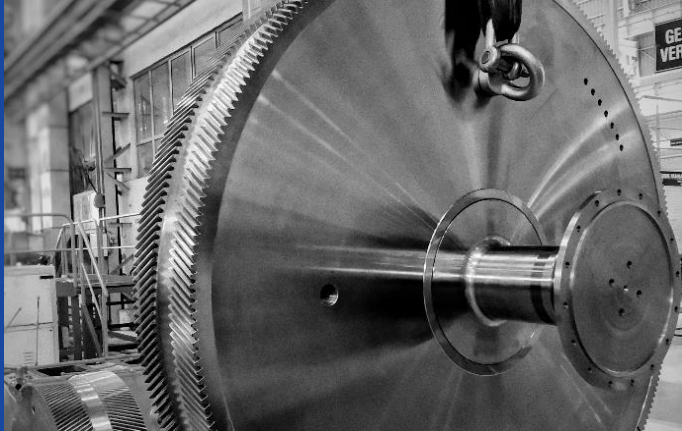


- Favourable Government policies such forwarding of Ethanol Blending Programme with 20% targets to 2025 augur well
- Company to have a first-mover advantage with significant capacity uplift from Q4 FY 22 further aided by commencement of SS 2022-23

# OUTLOOK - ENGINEERING



## Power Transmission Business



- Positive outlook on both domestic and export markets due to sharp economic recovery across geographies and sectors
- Foray into Built-to-print for large global OEMs to contribute to growth in this segment in the coming years
- Focus on enhancing exports with expansion to new geographies



## Water Business

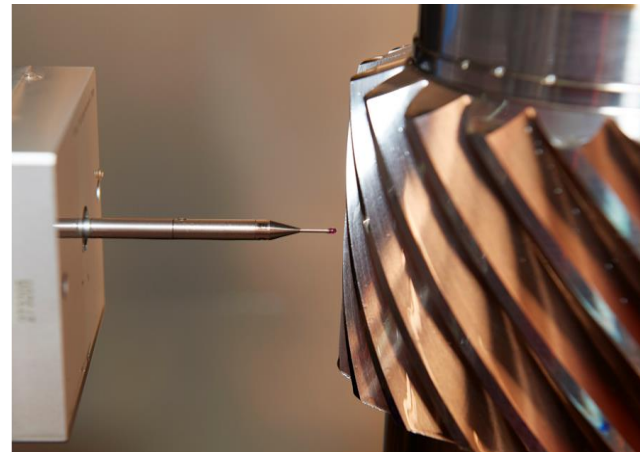


- Expect order finalization momentum to improve in coming quarters
- Overall project tendering likely to accelerate as Covid-19 linked restrictions are relaxed
- Triveni has strong pipeline of tenders it has participated in

# INVESTORS CONTACT

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THANK YOU