

# ***Earnings Presentation: Q2/H1 FY 22***

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***October 2021***

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# AGENDA

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



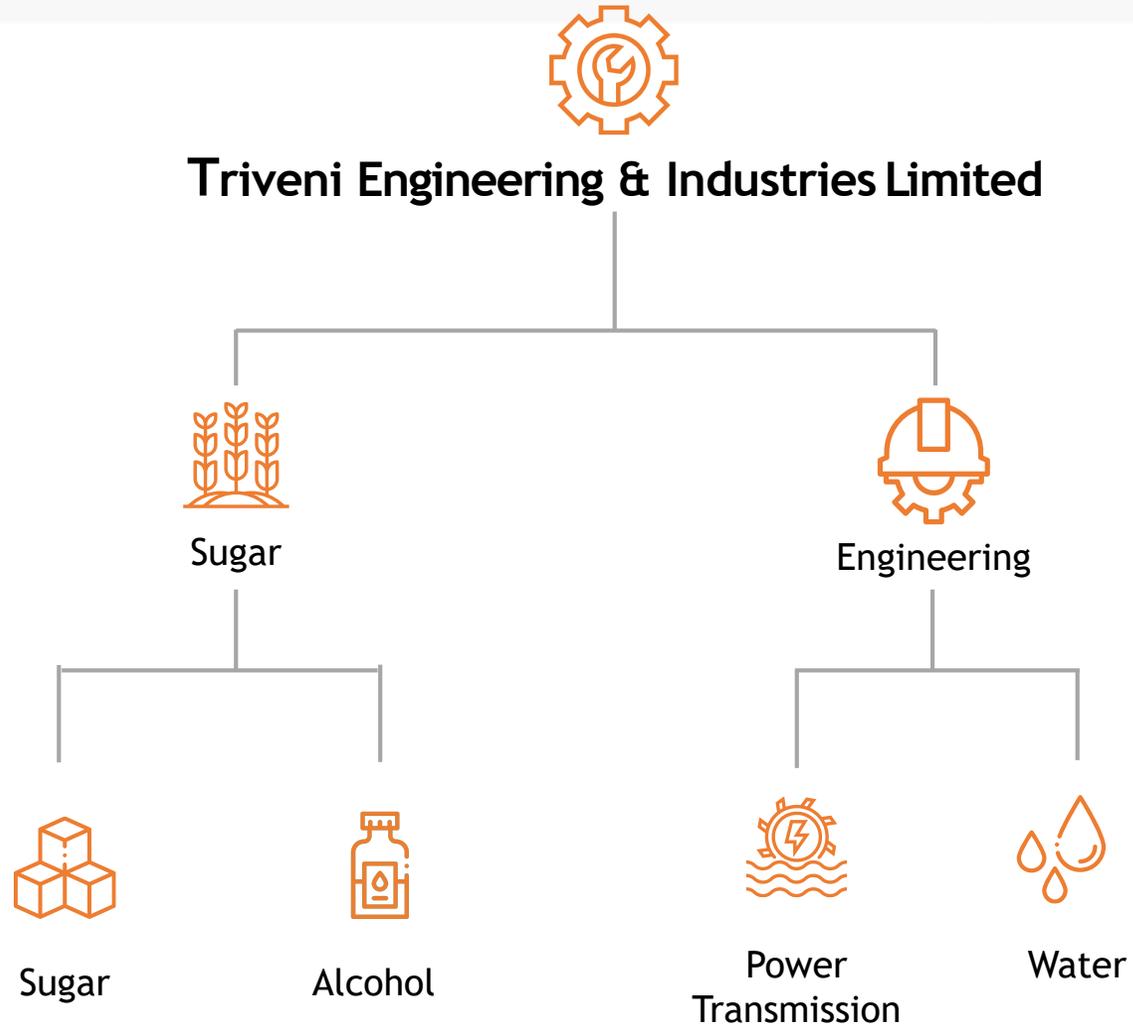
# ABOUT THE COMPANY



## 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



## Sugar



### Sugar Business \*

Second **largest** sugar manufacturer 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>**

**2 new plants** (160 + 60 KLPD) being set up, taking overall capacity to **540 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 540 KLPD to 660 KLPD** at an aggregate cost of approx. 100 crore around **Q1 FY 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

Note: 1) MW: Megawatt; 2) KLPD: KL per day

\* Including Power Co-generation

## 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 - SUGAR



## 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 tonnes 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

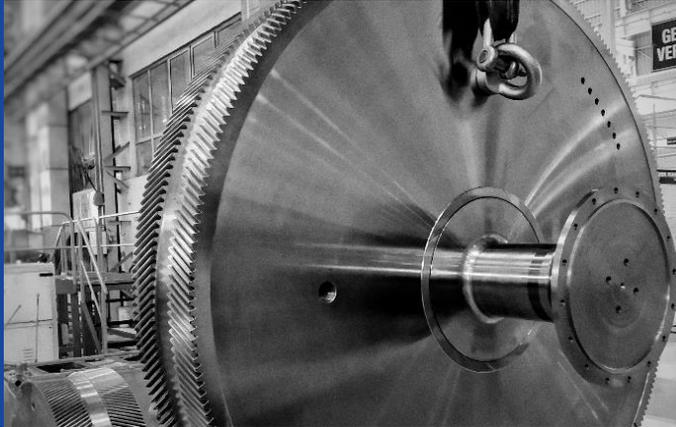


- Contracts for 350.2 crore liters have been executed till 17th October 2021, out of the 367.3 crore liters finalized by the Oil Marketing Companies (OMCs) for the Ethanol Supply Year 2020-21 (Dec-Nov).
- Until 17th October 2021, 264.1 crore liters have been lifted by the OMCs which is 75% of the contracted quantity and 72% of the finalized quantity leading to an average blending percentage is 7.77%
- Country targeting ethanol blending of 10% in Marketing Year 2020-21

# INDUSTRY UPDATES - ENGINEERING



## Power Transmission Business



- Supply chain disruptions witnessed in previous quarters due to COVID-19 are subsiding
- Overall, based on H1 FY 22 performance, the domestic economy showing good signs of recovery with capital investments across a variety of industries



## 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
- Active pursuit of variety substitution programme to gradually reduce overdependence on the star variety Co 0238

## ALCOHOL

- Enhancing Capacity: 160 KLPD at Milak Narayanpur & 60 KLPD at Muzaffarnagar by Q4 FY 22 and additional 120 KLPD expansion around Q1 FY 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 and progressing well

## WATER

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



## SUGAR

**425959 tonnes** - despatches in H1 FY 22  
**34212/MT** - Domestic Realization price in H1 FY 22



## ALCOHOL

**54155 KL** Production in H1 FY 22  
**64381 KL** Sales in H1 FY 22  
**₹ 52.56 /litre** - Avg. Realisation in H1 FY 22  
**6.78 lakh cases** of Indian Made Indian Liquor (IMIL) Sales in H1 FY 22



## POWER TRANSMISSION

**₹ 88.27 crore** Order Booking in H1 FY 22  
**₹ 161.09 crore** Outstanding Order Book\*  
at end of H1 FY 22

\* including long duration orders



## WATER

**₹ 1538.05 crore**  
Outstanding Order Book  
(Product, EPC and O&M) at end of H1 FY 22

# KEY COMPANY HIGHLIGHTS - SUGAR

## SUGAR

- Turnover in Sugar business in Q2 is lower by 16% due to lower sugar dispatches by 21%
- The sugar inventory as on Sep 30, 2021 was 23.93 lakh quintals, which is valued at around ₹ 29.2/kg.
- Heavy recent rainfall in the month of October likely to impact the yield and delay cane maturity specially in units adjoining Uttarakhand namely Deoband, Rani Nangal and Milak Narayanpur and Eastern UP i.e. Ramkola.
- Co-generation operations (including incidental co-generation) achieved external sales of ₹ 14.23 crore during H1 FY 22 as against ₹ 17.94 crore in H1 FY 21, decline of 21%. There were no operations in Q2 FY 22, being the off-season

## ALCOHOL

- The total production in Q2 increased by 12% while sale volumes grew by 8% as compared to the corresponding period of last year.
- The net turnover in the quarter increased by 28% as compared to the corresponding quarter last year due to higher dispatches and higher realization price of alcohol due to change in product mix
- During the current quarter, the Company produced 77% Ethanol from B-heavy molasses as compared to 26% last year.
- The sale volume of Indian Made Indian Liquor (IMIL) was 3.69 lakh cases in Q2 FY 22 and 6.78 lakh cases in H1 FY 22.

# KEY COMPANY HIGHLIGHTS - ENGINEERING

## POWER TRANSMISSION

- Highest ever quarterly revenue for PTB achieved in Q2 FY 22
- Revenues have seen higher contribution from exports as compared to last year, however order booking was driven by domestic business.
- Higher profitability driven by volume impact, favourable product mix and cost control measures

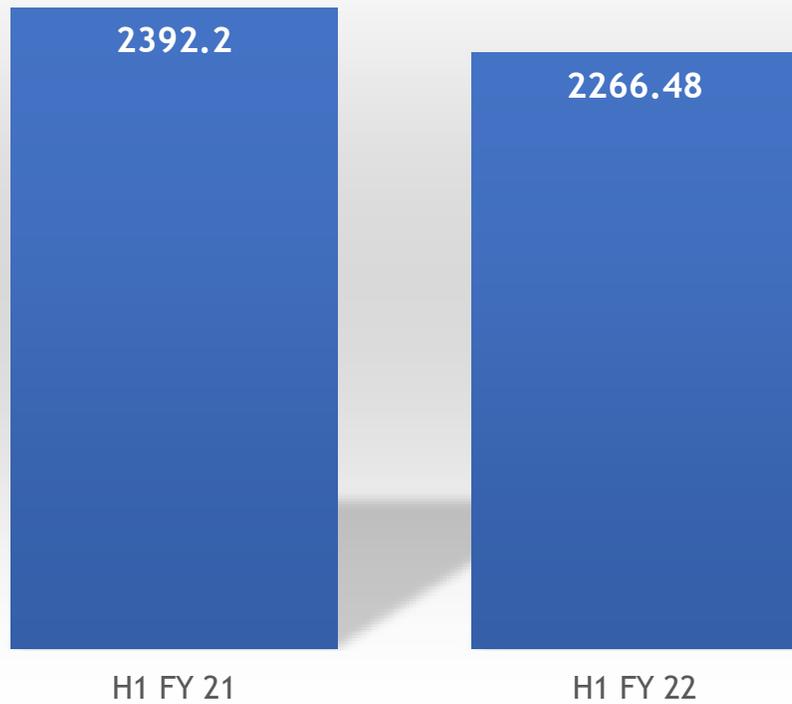
## WATER

- The Q2/H1 FY 22 results are based on consolidated results including wholly owned SPV executing Mathura Project awarded by NMCG under Namami Gange Programme
- Turnover in the Water business was lower in H1 FY 22 as compared to corresponding period of last year, due to slow progress in certain projects and delays in lifting of equipment

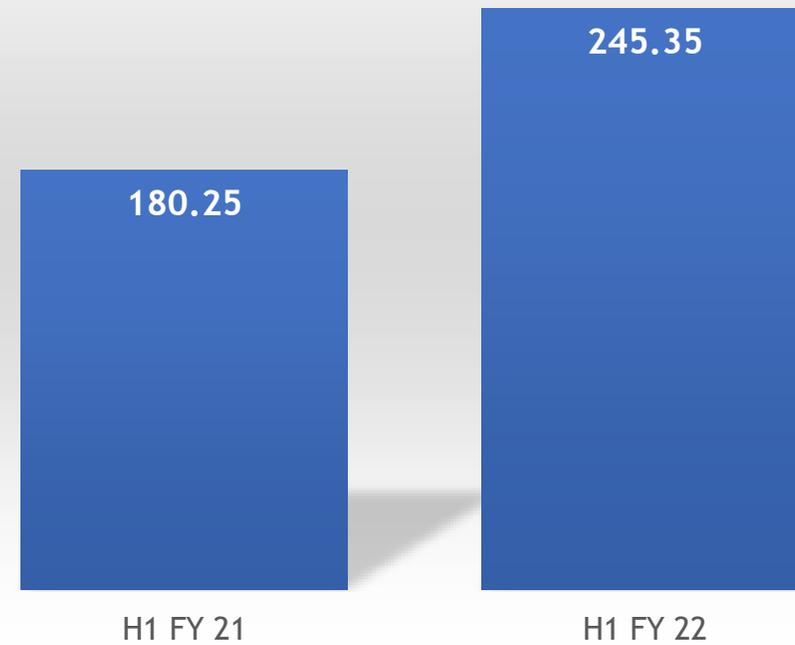
# FINANCIAL PERFORMANCE - CONSOLIDATED

₹ Crore

## GROSS REVENUE



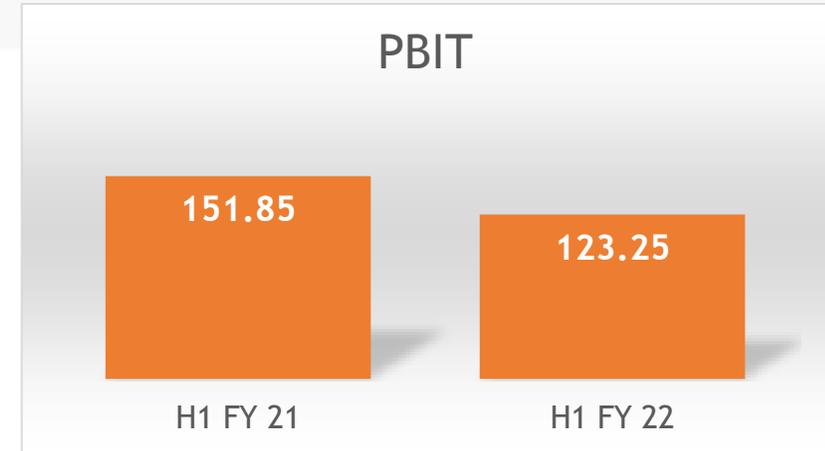
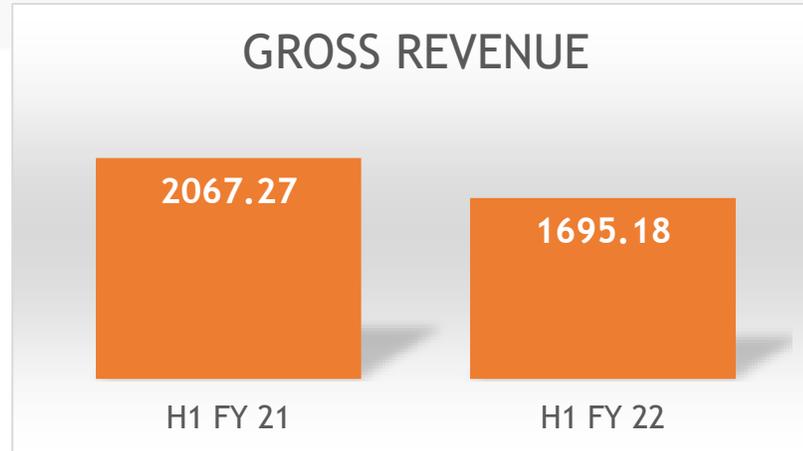
## PBT



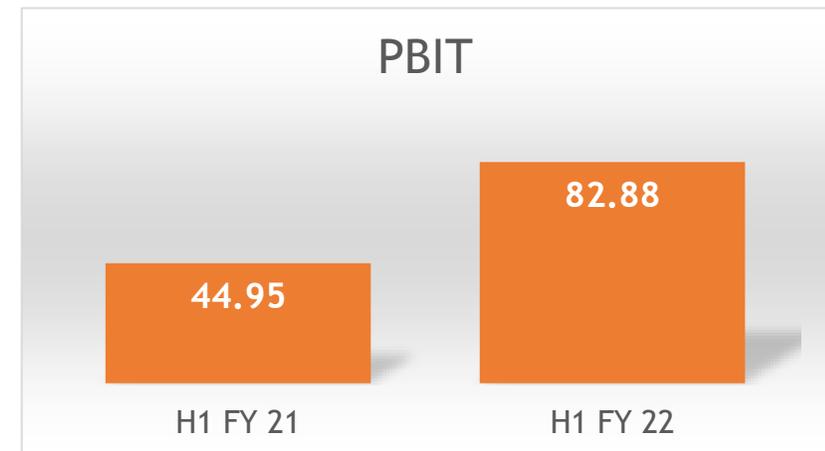
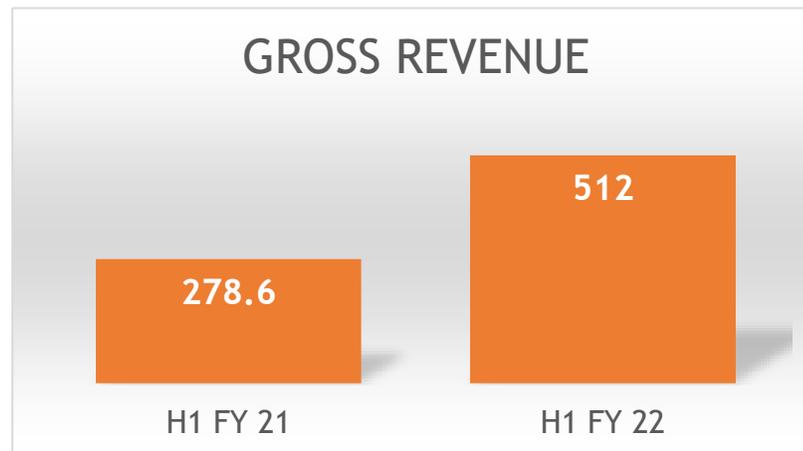
# FINANCIAL PERFORMANCE - SUGAR

₹ Crore

## SUGAR



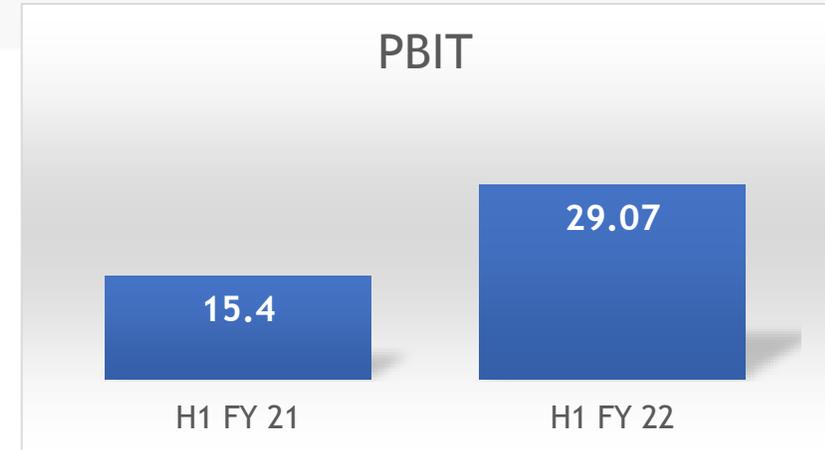
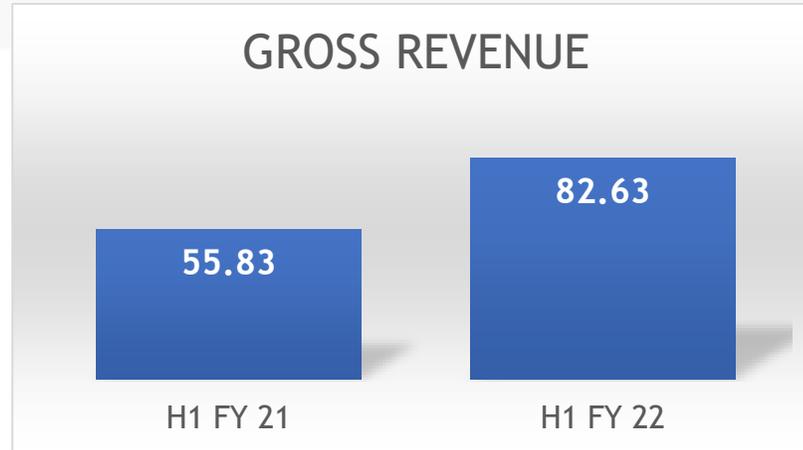
## ALCOHOL



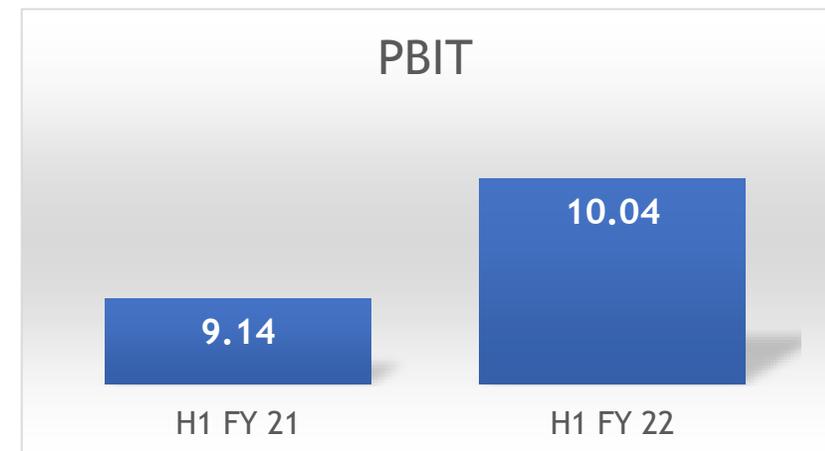
# FINANCIAL PERFORMANCE - ENGINEERING

₹ Crore

## POWER TRANSMISSION



## WATER



# CONSOLIDATED SUMMARY P&L

₹ Crore

	Q2 FY 22	Q2 FY 21	Change (%)	H1 FY 22	H1 FY 21	Change (%)
Revenue from Operations (Gross)	1155.02	1168.39	(1)	2266.48	2392.20	(5)
Revenue from Operations (Net of excise duty)	1068.46	1168.39	(9)	2105.22	2392.22	(12)
EBITDA	115.91	85.75	35	269.13	245.77	10
EBITDA Margin	11%	7%		13%	10%	
Share of income from Associates	37.96	(0.9)		44.02	3.74	
Profit Before Tax (PBT)	121.46	51.08	138	245.35	180.25	36
Profit After Tax (PAT) Consolidated	92.47	31.18	197	184.77	114.93	61
Other Comprehensive Income (Net of Tax)	4.58	0.35		4.42	0.76	
Total Comprehensive Income	97.05	31.53	208	189.19	115.69	64
EPS (not annualized) (₹/share)	3.82	1.26		7.64	4.64	

# CONSOLIDATED BALANCE SHEET

₹ Crore

	H1 FY 22	H1 FY 21	Change (%)
<b>ASSETS</b>			
Non-current assets	1529.01	1410.09	8.43%
Current assets	1353.83	1794.29	-24.55%
<b>TOTAL - ASSETS</b>	<b>2882.84</b>	<b>3204.38</b>	<b>-10.03%</b>
<b>EQUITY AND LIABILITIES</b>			
<b>EQUITY</b>			
(a) Equity share capital	24.18	24.79	-2.46%
(b) Other equity	1678.54	1429.56	17.42%
<b>LIABILITIES</b>			
Non-current liabilities	513.69	488.36	5.19%
Current liabilities	666.43	1261.67	-47.18%
<b>TOTAL- EQUITY AND LIABILITIES</b>	<b>2882.84</b>	<b>3204.38</b>	<b>-10.03%</b>

# OUTLOOK - SUGAR



## Sugar Business



- As per the first advance estimates released by the Government for SS 2021-22, sugarcane output in the country is expected to increase by 5% year-on-year to 419.25 million tonnes.
- The estimates for SS 2021-22 sugar production indicates similar sugar production in the country as last season, at around 31 million tonnes, however with higher diversion of 3.40 million tonnes for ethanol production.



## Alcohol Business

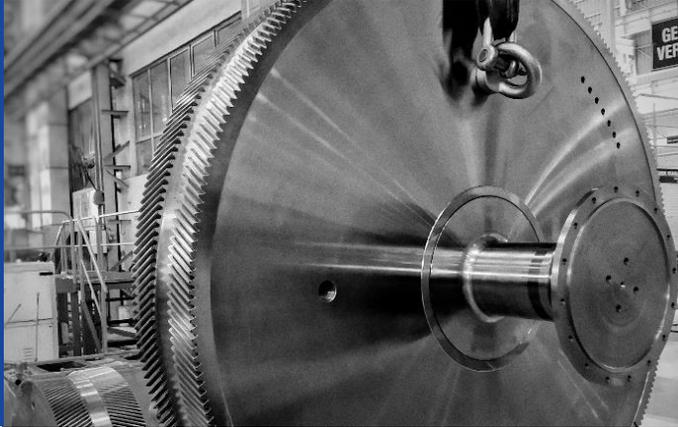


- Favourable Government policies such forwarding of Ethanol Blending Programme with 20% targets to 2025 augur well
- The Company to have a first-mover advantage with significant capacity uplift of 220 KLPD from Q4 FY 22 further aided by 120 KLPD around Q1 FY 23

# OUTLOOK - ENGINEERING



## Power Transmission Business



- Domestic economic recovery is expected in FY 22 will likely lead to demand from sectors such as Steel, Cement, Oil & Gas including Petrochemicals, Fertilisers & Chemicals, etc. which bode well for this business.
- Business through its strong portfolio of current and upcoming products, is well poised to contribute to the indigenisation of high-end technology to the Indian Defence in line with the 'Make in India' policy of the Government of India.



## Water Business

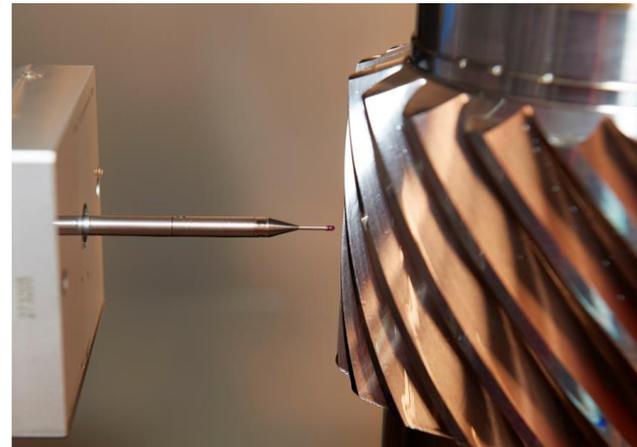


- The Company has participated in large number of tenders which are in various stages of finalization and is expected to close some of these in the coming quarters.

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THANK YOU