



ANNUAL REVIEW FY 20

YEAR OF POSITIVE RETURNS

Financial Report

Presentation Guide

TOPIC OUTLINE

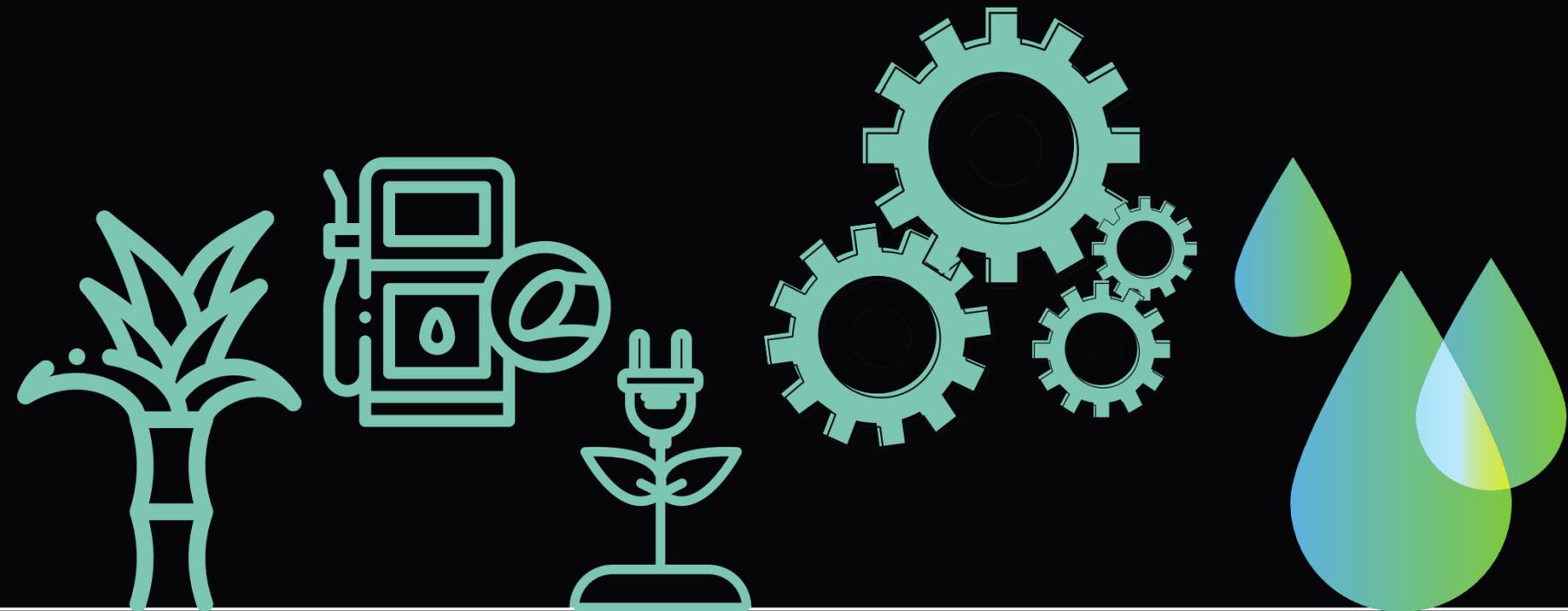
Company Overview

Business Portfolio

2020 Key Highlights

Business Highlights

Key Financials



Triveni Group

A LEGACY OF GROWTH

We employ about 6000 people and operate 17 facilities in India for producing sugar, power, alcohol, industrial gears and gearboxes and providing water and wastewater treatment solutions. We have integrated operations to produce sugar, ethanol and power.

We produce >1 million tonne of sugar, 105 million litres of alcohol and export ~145.34 million units of power annually. Our products from sugar business are sold to industry sectors including food and beverages, pharmaceutical, power, Oil and Gas and retail. Our industrial gears and gearboxes are supplied to various industries like Steel, Refineries, Fertilizers, Cement, Textiles, Mining, Defence etc. Our water and wastewater management solutions are offered to industrial and municipal sectors.



How do we keep up with the changing times?

BY DOING WHAT WE DO BEST:
ADAPTING AND EVOLVING!





OUR MISION

We are committed to providing premium quality products, innovative and sustainable solutions

that create value for our customers.

We continue to look at ways we can make a positive environmental, societal and economic difference for the community at large. We build diverse teams and provide equal growth opportunities to all our employees.



OUR VISION

**We strive to
maintain sustainable
business growth**

through continuous innovation, market development and customer retention while creating long-term value for all our stakeholders.

Our Foundational Principles

OPEN

We believe in open communication. We listen to our stakeholders and respond to their suggestions.

PRO-ACTIVE

We understand customers' needs, offer new solutions customized to their requirements and exceed their expectations.

COMMITTED

We are committed to our customers and live up to promises.

INNOVATIVE

We are always willing to improve our products and service through continuous research and development.

Our Diversified Business Portfolio



SUGAR

We are one of the largest integrated sugar manufacturers in India with 7 sugar units in Uttar Pradesh. We produce multi-grade - large, medium and small Crystal - sugar, refined sugar, pharmaceutical-grade sugar. All our units are Food Safety System Certification (FSSC)-2000:2010 certified. We have over 3 Lakhs farmers associated with us.



POWER

We produce power from the co-product bagasse, a residue generated after sugarcane crushing, to fulfil the energy demand of our plant, and sell the surplus to the power grid. We have 104.5 MW grid connected co-generation capacity at 6 power plants.



ALCOHOL

We manufacture Extra Neutral Alcohol, which is used to produce potable alcoholic drinks, and fuel-grade ethanol at our state-of-the-art distilleries with 320KLPD capacity at two locations Muzaffarnagar and Sabitgarh. We also produce Hand Sanitizers at our Muzaffarnagar Distillery.

Our Diversified Business Portfolio



GEARS

India's largest manufacturer of industrial high speed gears and gearboxes. We are known for the reliability and technological excellence of our products. We have 3 different business segments - Gears, Defence, Built to Print.



WATER

We provide complete and sustainable water technology solutions across the water usage segments . >2,000 process equipment supplied and commissioned; ~10,000 MLD water treated through our projects & equipment.



2020 Key Highlights

A YEAR OF RECORD GROWTH

- Record sugarcane crush and Record Sugar Production for the Company in Sugar Season (SS) 2019-20
- Khatauli Sugar Mill achieved highest sugarcane crush and sugar production in the Country
- Sugar, Power and Alcohol businesses operated uninterruptedly during lock down
- Sizeable quantity exported under initial MAEQ allocation
- Sugar inventories lower by 15% at the year-end
- Both the Engineering businesses were impacted in Q4 due to the pandemic.
- Uncertainty remains over when normalcy returns
- Gears business maintained its growth trend and registered higher turnover & profitability
- Water business continued to perform better resulting in higher turnover & profitability
- Outstanding order book of Rs. 1147.28 crore for combined Engineering Businesses.

What we did right

SUGAR

Extensive sugarcane development program
Aggressive sugar exports under MAEQ program of the Central Government

POWER

Continuous focus on improving operational efficiencies
Vertical integration in the areas like capturing of CO2 and granulated ash from the spent wash

ALCOHOL

Doubling of our ethanol manufacturing capacity.
Aggressively participated in all tenders issued by the OMCs for procurement of ethanol, and has secured sizeable quantities

GEARS

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

HAND SANITIZERS

Started manufacturing hand sanitizers based on WHO recommended formulation at our state-of-the-art distillery at Muzaffarnagar



Business Highlights

SUGAR

1.01 million tonnes sugar production

8.75 million tonnes sugarcane crushed

Rs. 33184 per metric tonne domestic realisation

274449 tonnes sugar exported

ALCOHOL

33.7% ethanol produced from B-heavy molasses

93826 Kiloliters total production from both distilleries

~100% capacity utilisation at distilleries

POWER

244.20 million units total power generation

145.34 million units power exported

A high-speed photograph of water splashing, showing a vertical stream of water falling into a pool of water, creating a large splash with many bubbles and droplets. The background is a light, neutral color.

Business Highlights

GEARS

Rs. 154.2 crore Gross Revenue

Rs. 48.5 crore PBIT

Rs. 156.8 crore Orders Booked

WATER

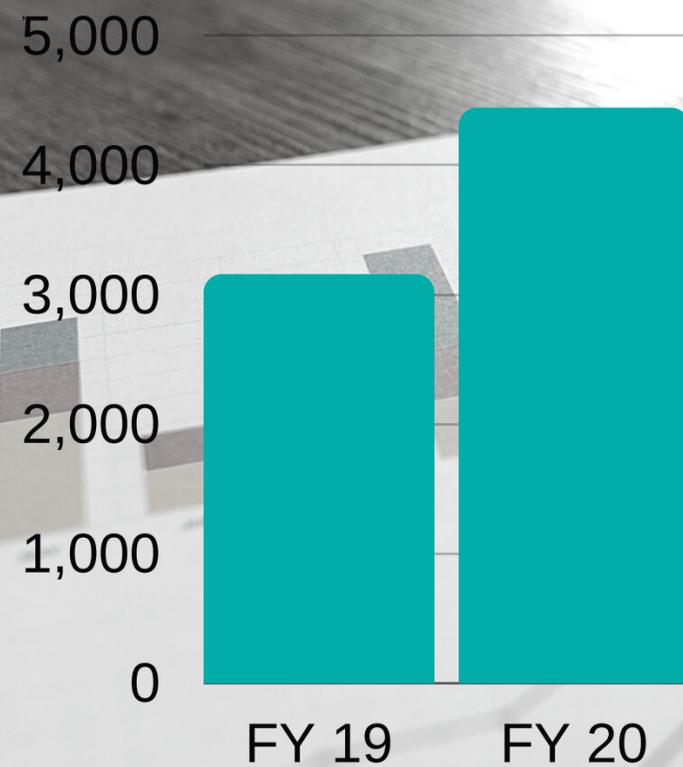
Rs. 305.9 crore Gross Revenue

Rs. 24 crore PBIT

Rs. 482.9 crore Operations and Maintenance contracts order book

Rs. 512.4 crore Order Book (Product and EPC)

Gross Revenue (Rs. crore)



PREVIOUS YEAR

Gross Revenue Rs. 3151.74 crore

PAT Rs. 216.28 crore

EPS Rs. 8.39/share

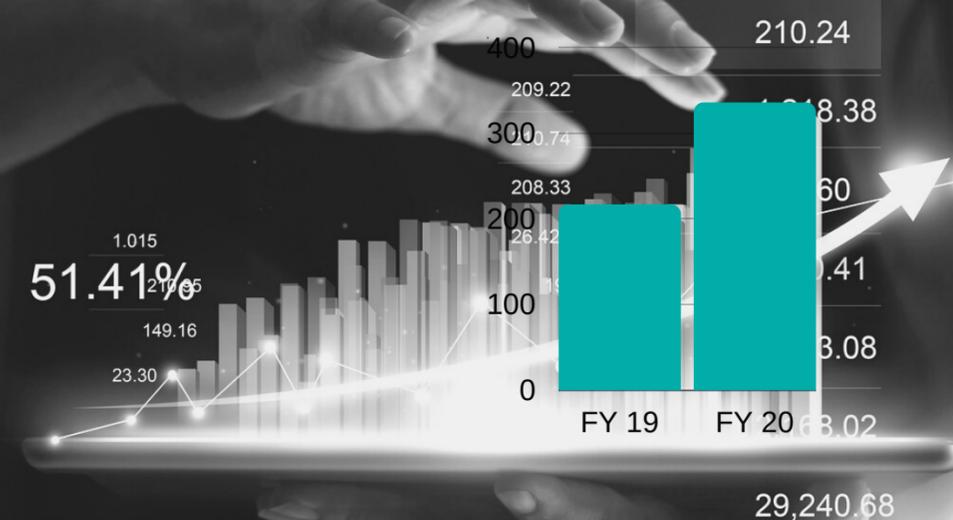
THIS YEAR

Gross Revenue Rs. 4436.63 crore

PAT Rs. 335.12 crore

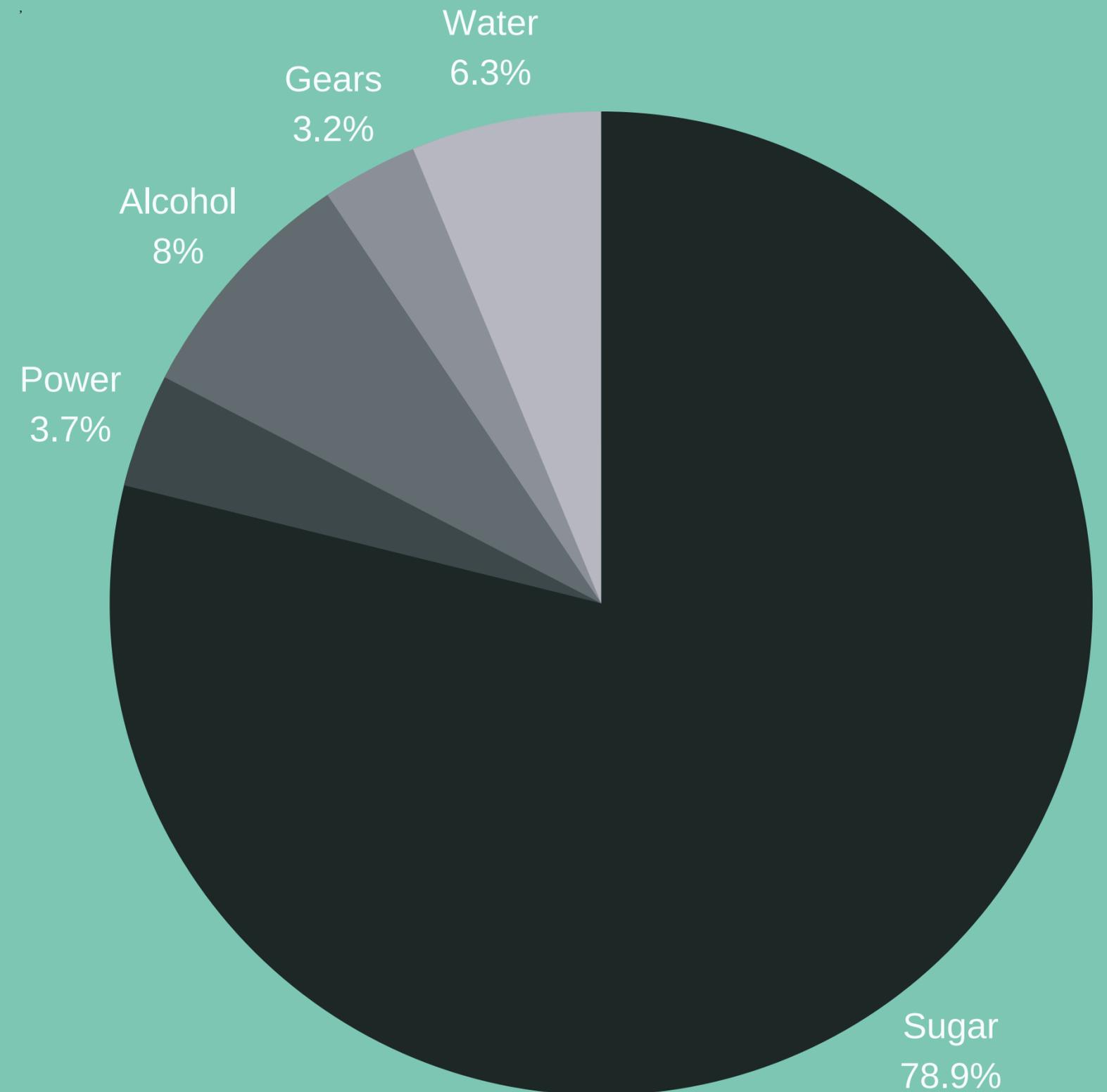
EPS Rs. 13.32/share

PAT (Rs. crore)

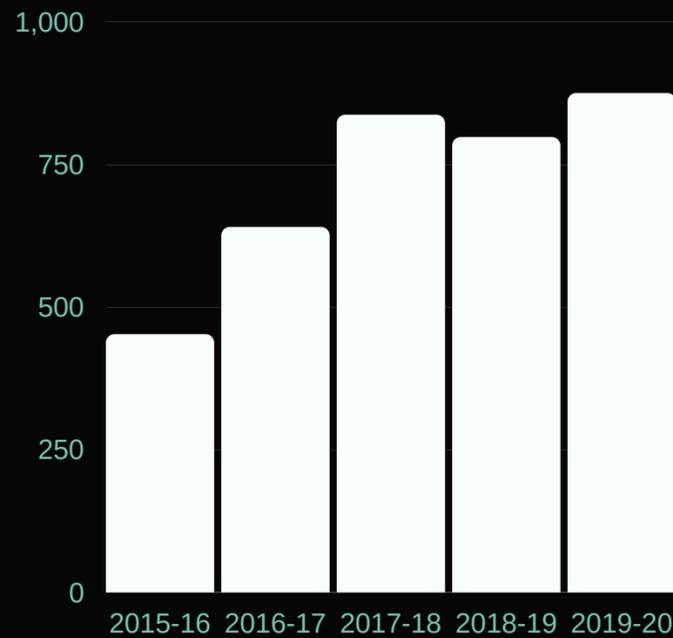


Revenue Mix

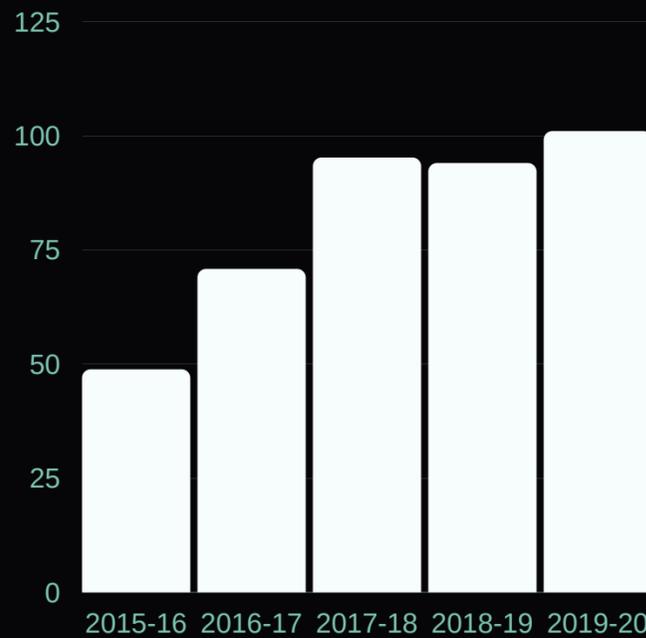
BY ACTUAL VALUE
(RS. CRORE)



Historical Performance - Sugar



SUGARCANE
CRUSHED
(LQ)



SUGAR PRODUCED
(LQ)



RECOVERY
(%)
For SS 19-20, on a
like to like basis the comparable
recovery of 11.97% is considered

Rs. 1558.16 crore

THE TOTAL DEBT OF THE
COMPANY AS ON MARCH 31, 2020

Rs. 1725.90 crore

THE TOTAL DEBT OF THE
COMPANY AS ON MARCH 31, 2019

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