

CORPORATE PRESENTATION

Sugar Business



Water Business



**Triveni
Engineering
&
Industries
Ltd.**

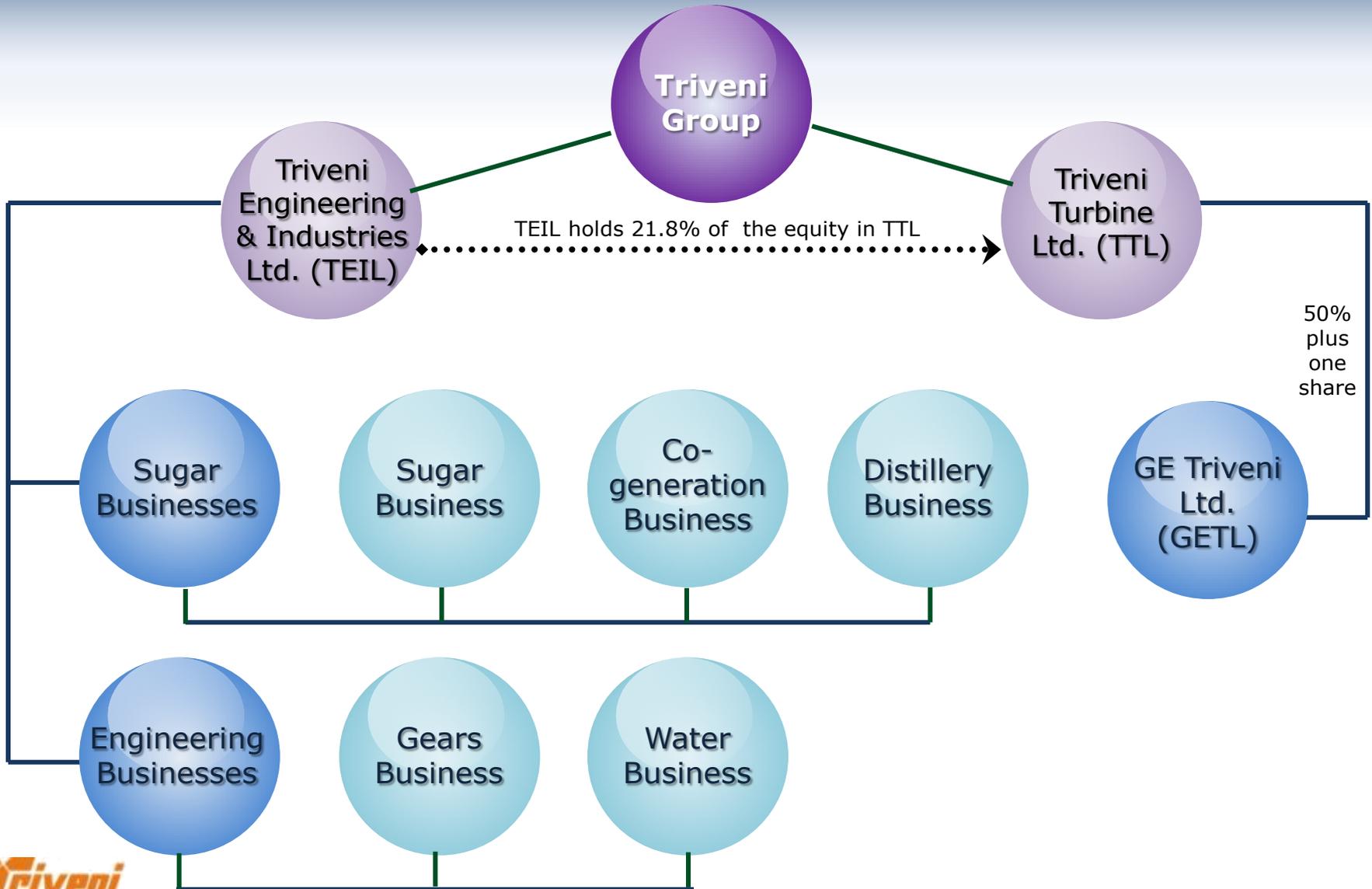
Cogeneration & Distillery Business



Gears Business



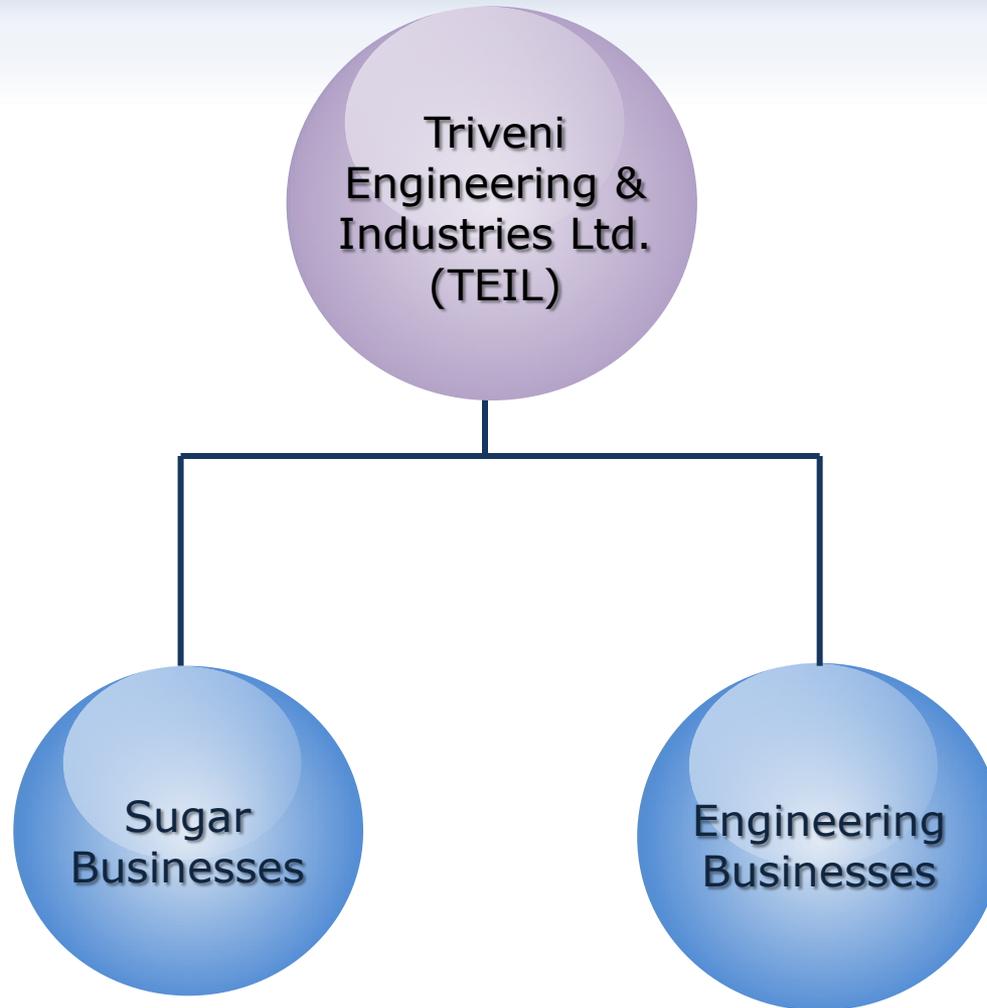
Triveni Group Organisation Structure



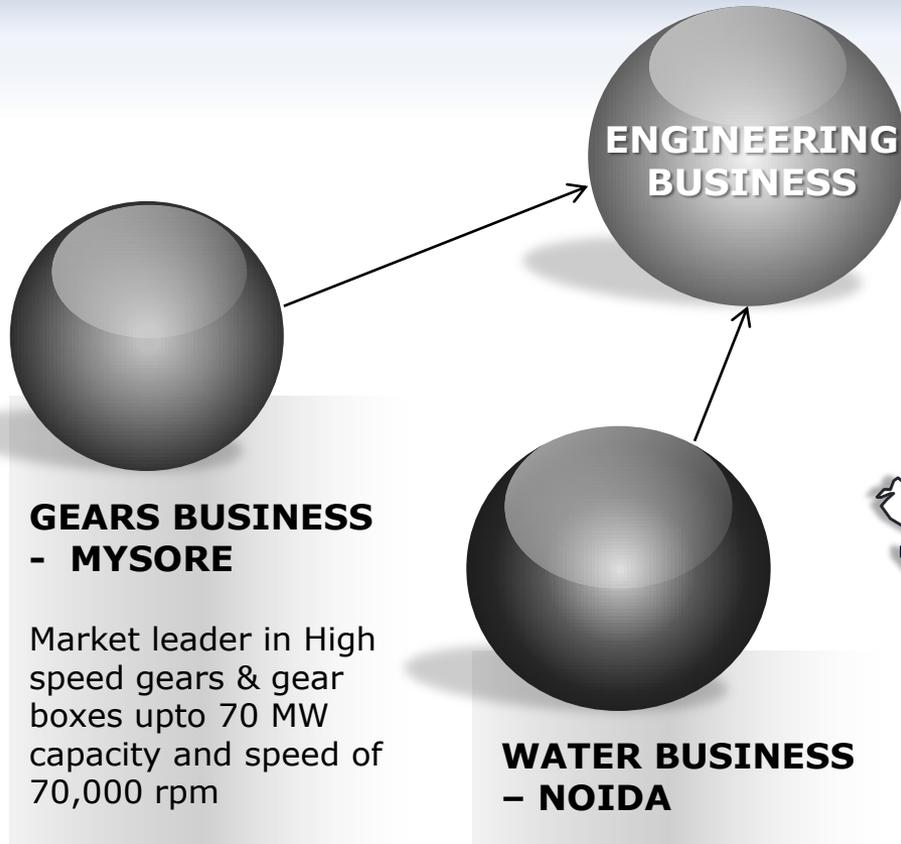
Triveni Group Fact Sheet

- ❑ Two Independent Listed Companies – Triveni Engineering & Industries Ltd. and Triveni Turbine Ltd.
- ❑ Listed in both National Stock Exchange & Bombay Stock Exchange – Market Cap of ~ INR 37 billion (June 25, 2014)
- ❑ Promoter driven, professionally managed companies with eminent and independent Board of Directors
- ❑ Triveni Engineering is one of the largest integrated sugar manufacturers in India and market leader in its engineering businesses comprising high speed gears, gearboxes, and water & waste water treatment solutions.
- ❑ Triveni Turbine Ltd. is the market leader in the steam turbines upto 30 MW size.
- ❑ Pan India Presence

Triveni Engineering & Industries Ltd.



Engineering Business – Pan India Presence

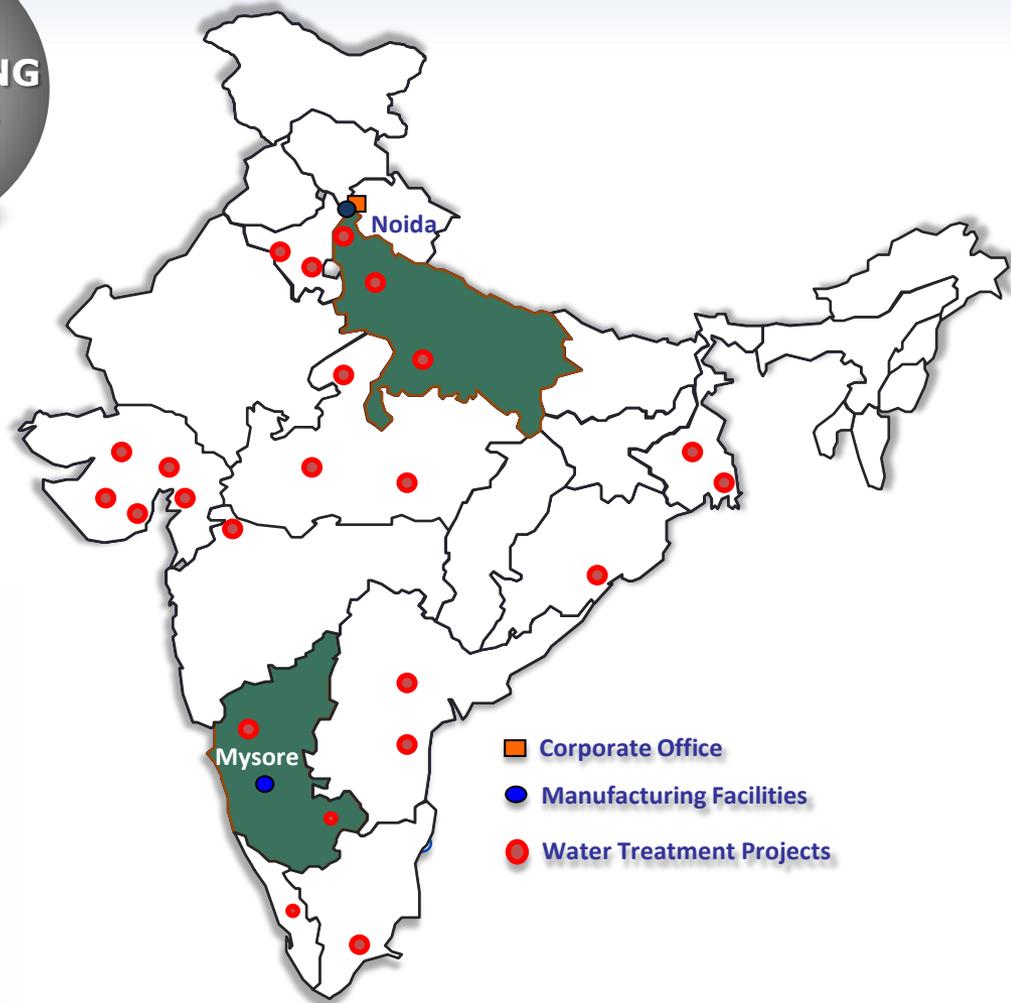


GEARS BUSINESS - MYSORE

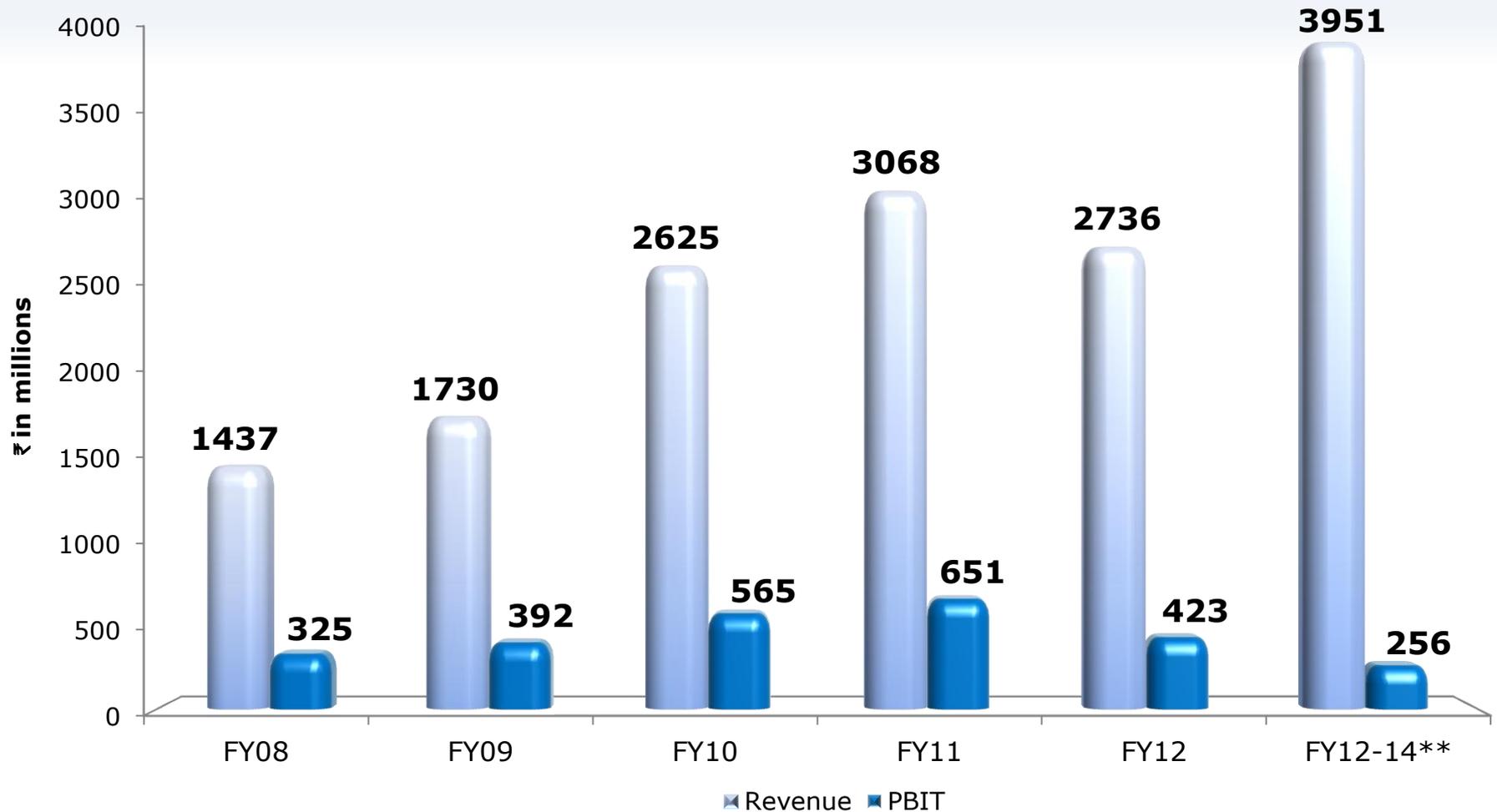
Market leader in High speed gears & gear boxes upto 70 MW capacity and speed of 70,000 rpm

WATER BUSINESS - NOIDA

A leading player in the high technology water & wastewater management business



Engineering Businesses – Revenue Growth

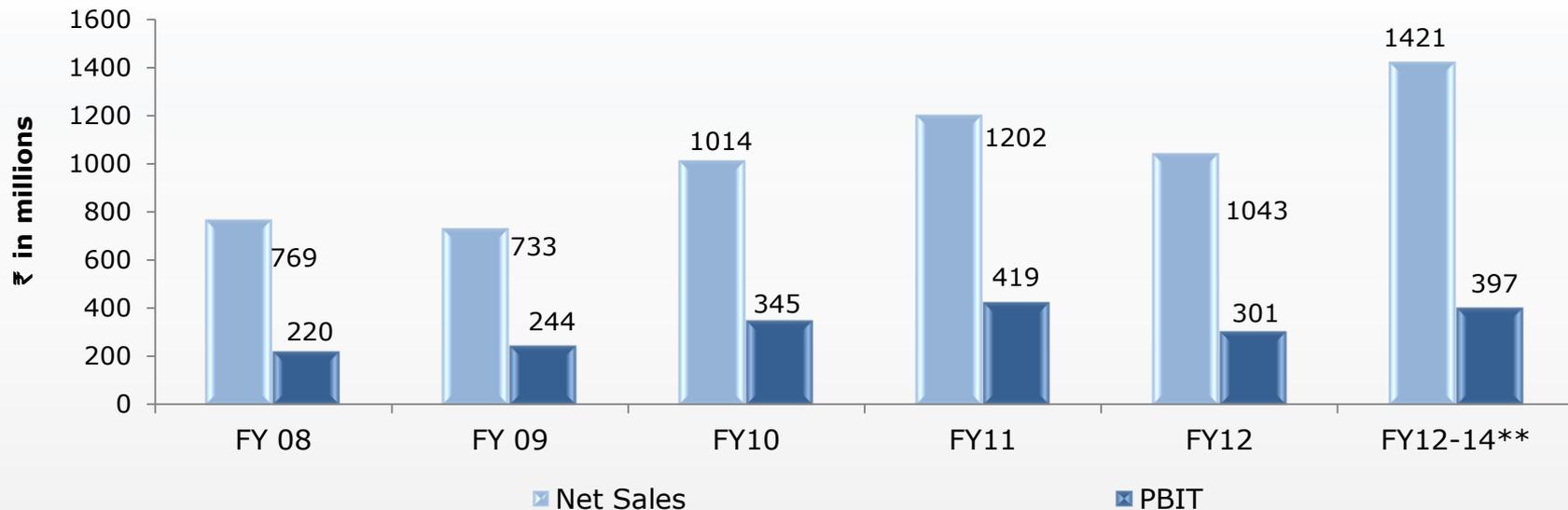


Gears Business

- ❑ Triveni is in the business of design, manufacture and marketing of customised gears and gearboxes (both high speed and niche low speed gears) having a state-of-the-art design and manufacturing facility at Mysore conforming to international standards. About 70% market share in complete high speed gear market across applications up to 70 MW capacity and speeds of 70,000 rpm.
- ❑ Own developed technology for high speed gear boxes upto 7.5 MW and for hydel gearbox range upto 6 MW. Range above 7.5 MW-62 MW is manufactured using technology licensed from Lufkin, USA.
- ❑ High Speed Gears product range includes all Steam Turbine gear boxes, gear boxes for compressors and load gear boxes for gas turbines. Geographies extended to cover major markets in South East Asia such as Malaysia, Indonesia, Singapore, Thailand with the possibility of enhancing territories in the future.
- ❑ Niche engineered-to-order high technology low speed gear applications with Lufkin for four industrial segments viz., Rubber & Plastics, Metals and Steel, Marine and Coal pulverizer application in the thermal power plants.



Gears Business – Financial Performance



*FY 12-14** - 18 months period from Oct 12 – Mar 14*

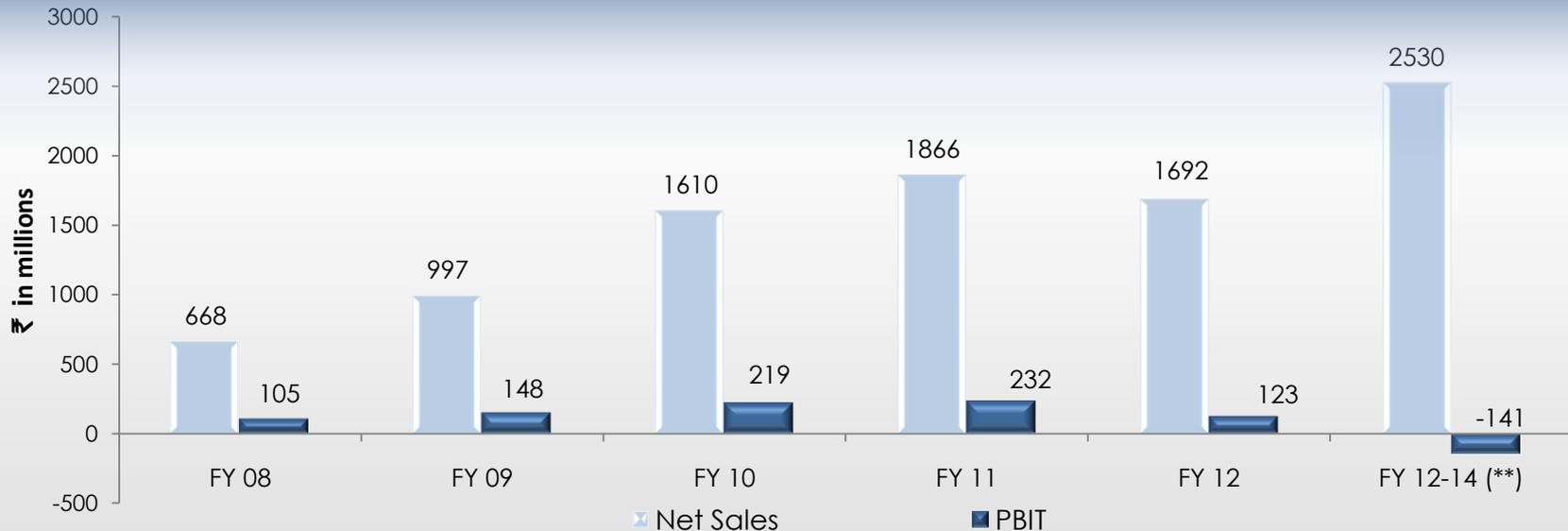
- The performance of this unit was impacted by the overall slowdown in the capital goods segment. The OEM business and exports witnessed improvement during the quarter.
- The retrofitting spares and loose gears share for the 18 month period has been 41%.
- The company's focus on development of new products and exports is continuing and the business is confident of registering growth.
- Few OEMs from Japan and Europe have already approved GBG which means the orders will start flowing as soon as the projects needing gears are received by these OEMs.

Water Business

- ❑ Technology association with world's leading technology providers for various products, process & solutions such as Ultra filtration (UF), Reverse Osmosis (RO), Moving Bed Bio Reactor (MBBR) etc.
- ❑ One of the widest ranges of products & technologies offered in the Indian Market. Indigenous Product lines include clarifiers, aerators, filters, membrane solutions, de-watering equipment and high purity water systems.
- ❑ Over 2000 numbers of process equipments for water & waste water treatment applications, supplied and commissioned till date.
- ❑ With the visibility of a fast growing market, Water Business expected to grow consistently in future.
- ❑ During FY12, the company has made a long term strategic investment by acquiring 25.04% equity stake in Aqwise-Wise Water Technologies Limited, a company registered in Israel, engaged in providing water treatment solutions using proprietary technology. The investment is synergistic to the water / waste water business of the company.



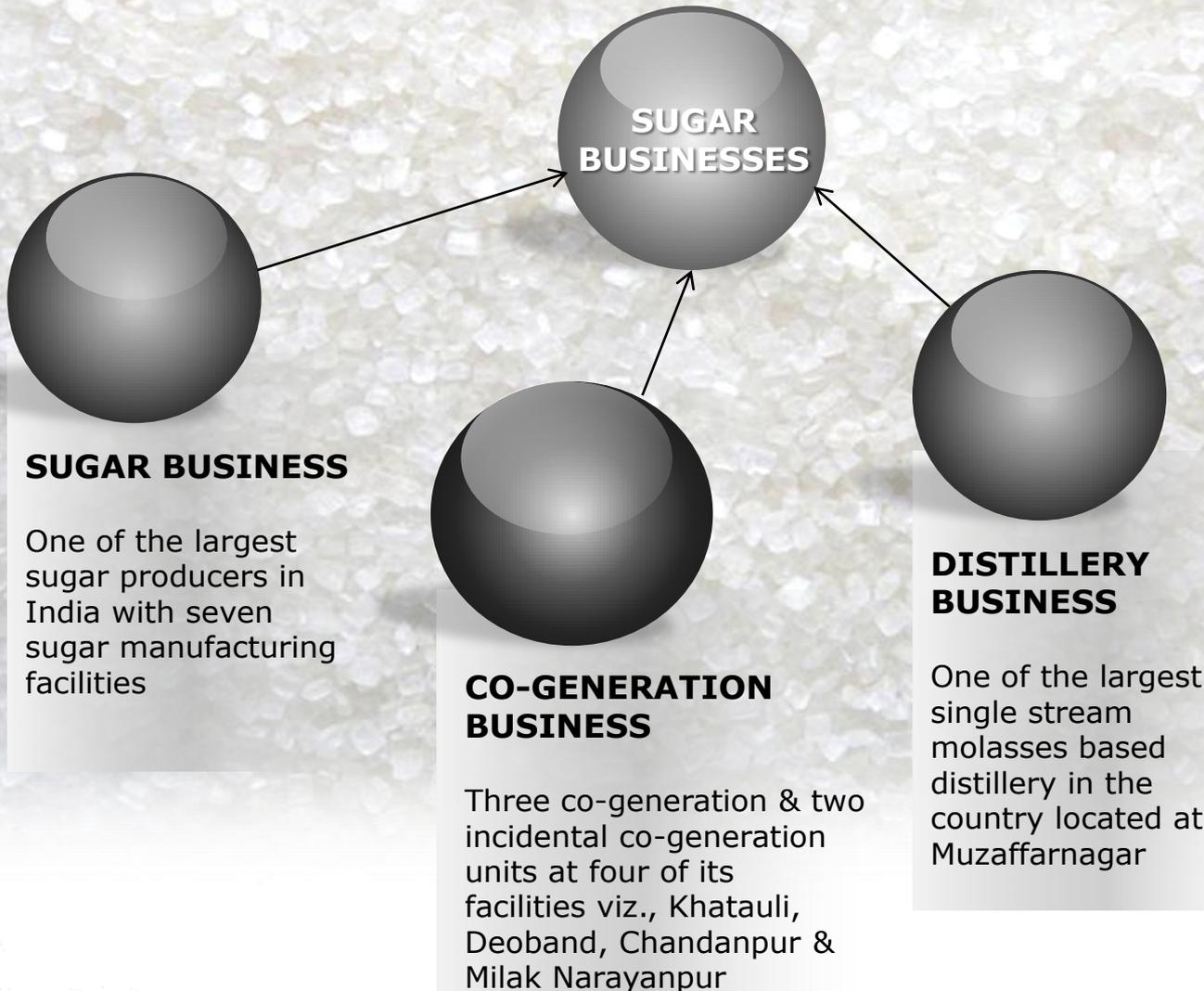
Water Business



FY 12-14** - 18 months period from Oct 12 – Mar 14

- The turnover for the quarter has been higher while the profitability was lower than the corresponding quarter of the previous year.
- In view of delay in several projects, there have been cost overruns and provisioning was necessitated for certain outstanding receivables. Further, on account of lower than optimal turnover and resultant contribution, full absorption of fixed cost could not take place which resulted in a net loss for the quarter and eighteen months period.
- The Water Business will be completing and handing over several projects in FY 2014-15, which not only will bring down the capital deployed in the business but also provide with prequalification credential to bid for larger projects

Sugar Businesses



Sugar Business – Industry Overview

Global:

- The global production for 2014-15 has also been estimated to be lower on account of uncertain climatic conditions in Brazil. This has led to improvement in sugar prices globally, the sustainability of which will depend on the climatic conditions.
- Due to the adverse climatic conditions in Brazil & India, the surplus for SY 2013-14 has been significantly lower than the previous year which has brought stability in sugar prices. Global surplus situation is likely to stretch in SY 2013-14 with a shrink in surplus close to 4.2 million tonnes.

India:

- In view of cane pricing issue under discussions almost across all sugarcane producing states, the season 2013-14 started late. The concessions provided for sugar mills in UP were too little and inadequate.
- The central government has announced bailout package of ₹ 6,600-crore interest free loans and an export subsidy of ₹ 3,300 tonne in Feb-14 & Mar-14 for raw sugar exports with a cap of 4 million tonnes produced & exported during SS 2013-14 & SS 2014-15.
- Sugar production for the SS 2013-14 season has now been estimated at 24.2 million tonnes, which is a decline of 4%. However, Uttar Pradesh had a drop of 13% y-o-y due to lower yields across the state and abnormally low recovery in western UP. The production in Maharashtra is marginally lower than the previous season but Karnataka has been an over performer with increase in production by around one million tonne (22%).
- As per the recent reports, the probability of El Nino has increased and may promote dry spell in South West of India. The position is likely to be clear in June/July' 2014.
- In June 2014, the Food Ministry has announced measures to help the sugar industry - allowed an import duty hike from 15% to 40%, extended sugar export incentives till September 2014, ethanol blending with petrol raised to 10% from 5% and an additional interest free loan of ₹ 4400 crore.

Sugar Business – Industry Overview

(Figures in million tonnes)

	2009-10	2010-11	2011-12*	2012-13*	2013-14 (E)
Opening Stock as on 1 st Oct.	4.3	4.9	5.8	6.6	9.2
Production during the Season**	18.9	24.3	26.3	25.1	24.1
Imports	4.0	0	0	0.7	0.1
Total Availability	27.3	29.3	32.1	32.4	33.4
Off-take					
I) Internal Consumption	21.3	20.7	22.6	22.7	24.0
ii)Exports	0.2	2.6	2.9	0.3	2.0
Total off-take	21.5	23.3	25.5	23.1	26.0
Closing Stock as on 30th Sept.	5.7	6.0	6.6	9.2	7.4
Stock as % of Off-take	27.2%	28.9%	29.2%	40.5%	30.8%

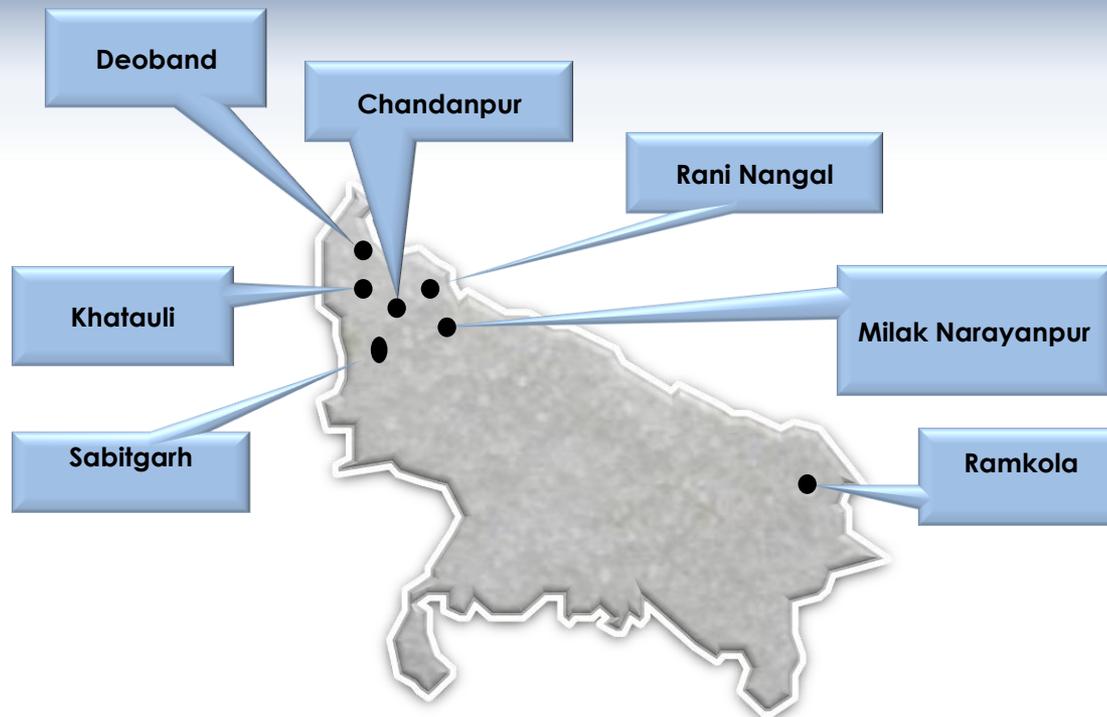
Source: ISMA

* Figures taken as per Directorate of Sugar, Department of food

** Production/Imports/Exports figures include both White & Raw sugar

Closing stock taken as a percent of consumption is one of the indicators of sugar price movement.

Sugar Business



- ❑ Major facilities located in cane rich areas of Western Uttar Pradesh with more than 80% cane intensity – fertile and irrigated land
- ❑ Sugar cane catchment area for all sugar units under canal irrigation – both in Western & Central Uttar Pradesh - Lower dependency on monsoon
- ❑ Closer to country's major sugar consuming markets - better realizations & lower transportation cost. Long term relationship with ~ 250,000 farmers
- ❑ Extensive sugar cane development programme – to develop new areas under cane cultivation in our new locations; improving yields of cane across the units.

Sugar Business

- ❑ Cane crushed during SS 2013-14 has been 4.65 million tonnes with a recovery of 9.32% against 5.63 million tonnes at 9.28% recovery in SS 2012-13. Sugar production is 433.38 (000 tonnes) in SS 2013-14 as against 522.46 (000 tonnes) in SS 2012-13.
- ❑ The year on year sugar cane crush and sugar production has been lower by 17% due to low cane yields experienced almost at all our sugar units across the state of Uttar Pradesh and the recovery was adversely impacted in Western UP (where our two largest sugar units are located) due to climatic conditions and supply of stale cane. The recoveries at other sugar units were much improved.
- ❑ The sugar inventories have been written down by ₹ 554 million to net realizable value. The results also include impact of ₹ 104 million on account of change in the accounting policy for the Off-Season expenses.
- ❑ The Company received interest free loan of ₹1270 million under Scheme for Extending Financial Assistance to Sugar Undertakings (SEFASU) 2014 (Scheme) towards the yearend and is included in our total debts.
- ❑ Incidental co-generation units at Chandanpur and Milak Narayanpur put together have exported 261.7 lakh units of power which resulted in a revenue of ₹ 111 million for the sugar season 2013-14

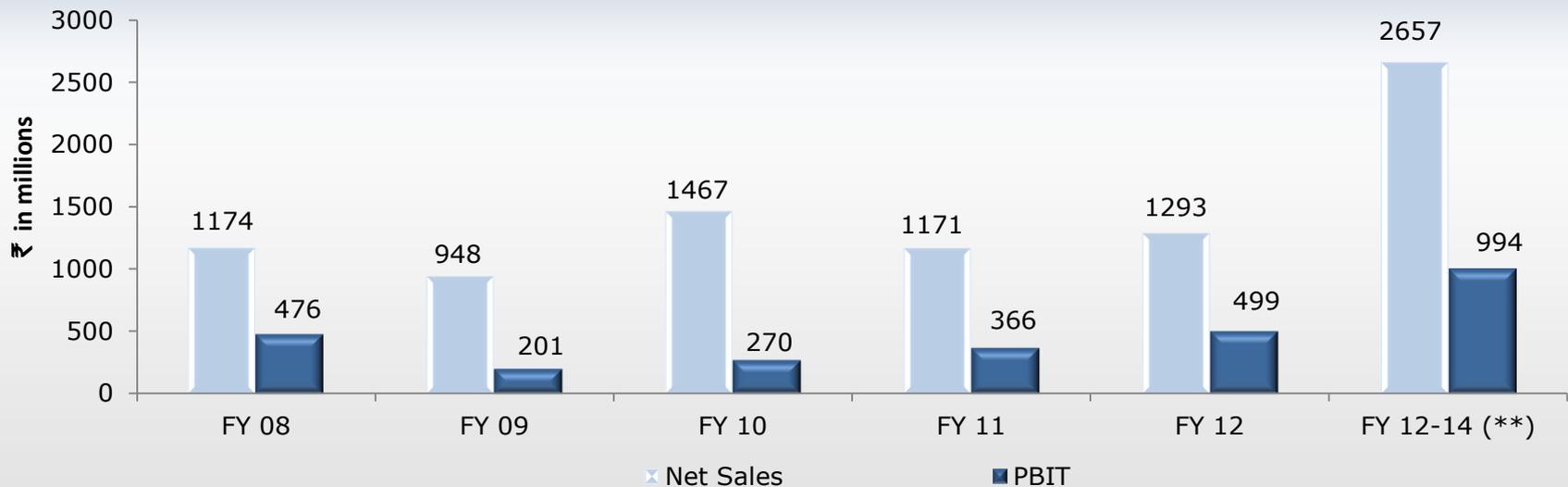
	FY 08	FY 09	FY 10	FY 11	FY 12	FY 12-14 (**)
Net Sales (₹ in millions)	8863	12529	14055	13434	14821	24930
PBIT (₹ in millions)	359	2023	(573)	74	29	(1919)
Sugar Manufactured (000 t)	580	336	506	420	465	937

Co-generation Business



- ❑ Triveni presently operates three co-generation power plants, one at Deoband and two at Khatauli and two incidental co-generation plants at Chandanpur and Milak Narayanpur sugar units which facilitate export of surplus power to Uttar Pradesh Power Corporation Limited (UPPCL).
- ❑ Deoband and Khatauli co-generation plants of the Company are registered as Clean Development Mechanism (CDM) projects with United Nations Framework Convention on Climate Change (UNFCCC) and have been registered with National Load Dispatch Centre (NLDC) as REC projects.

Co-generation Business



FY 12-14** - 18 months period from Oct 12 - Mar 14

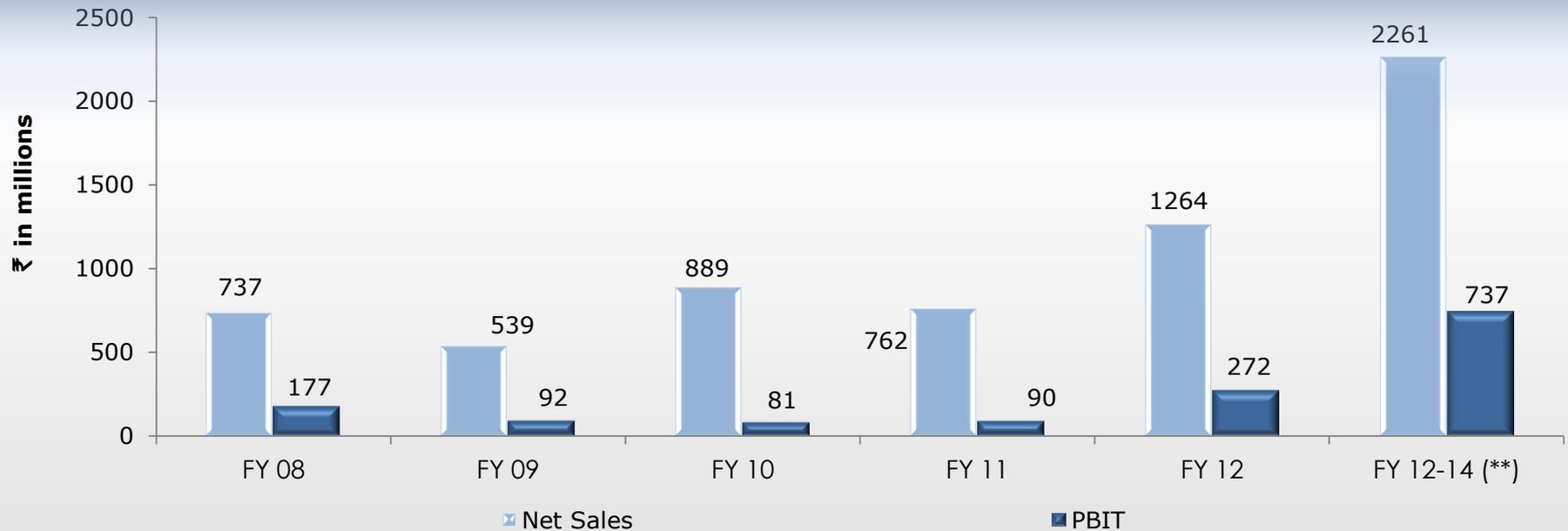
- ❑ The co-generation units operated efficiently during the quarter and the performance has been in line with our expectations.
- ❑ Currently, CERs are being held by the Company in respect of Khatauli and Deoband for the period up to February 2012. As the prices of carbon credits continue to remain low, the same will be sold at an appropriate time and accordingly, revenue will be recognised.
- ❑ Issuance of Renewable Energy Certificates (RECs) in UP has commenced and in respect of Khatauli and Deoband units, RECs were issued for the period November 2011 to March 2013 and the company realized ₹ 17 million as income from RECs, from sale of some of the issued RECs.

Distillery Business



- ❑ One of the largest single stream molasses based distillery in the country located at Muzaffarnagar.
- ❑ Strategically located in close proximity to two of its largest sugar units viz. Khatauli and Deoband, the distillery procures consistent supply of captive raw material.
- ❑ The distillery has a flexible manufacturing process allowing it to produce Extra Neutral Alcohol (ENA), Rectified Spirit (RS), Special Denatured Spirit (SDS) & Ethanol which are renowned for their high quality.

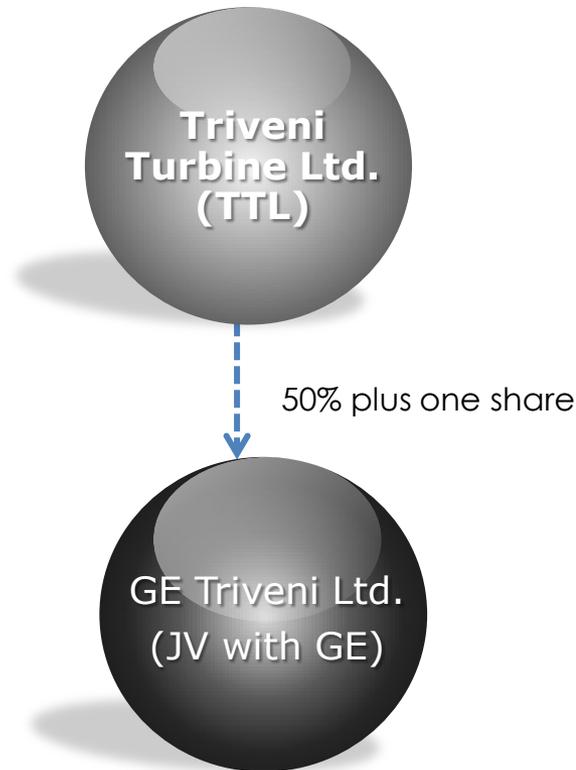
Distillery Business



*FY 12-14** - 18 months period from Oct 12 - Mar 14*

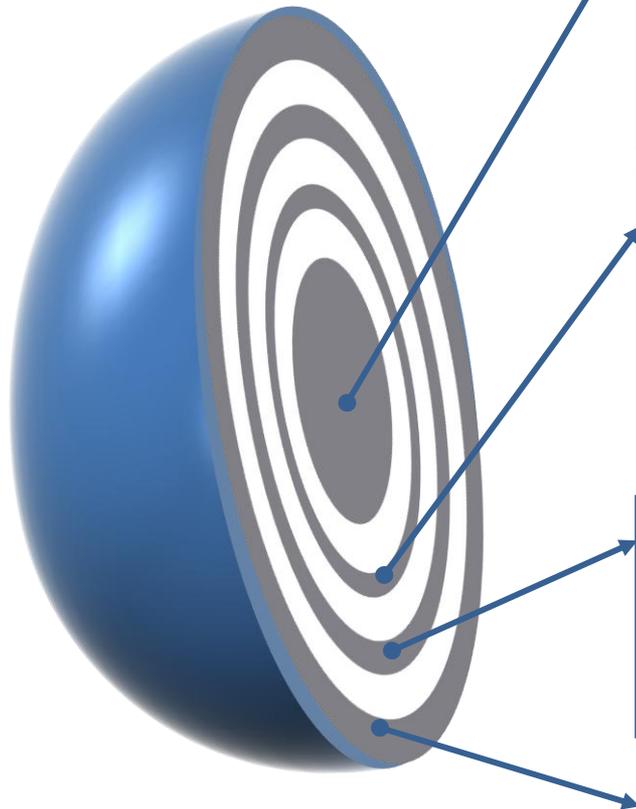
- The performance of the distillery has been in line with our expectation. The production quarter over quarter has been higher by 4% and the average realization has gone up by 12% on account of change in product mix.
- Supplies of around 101 lakh litres of ethanol as on date has been made against the order of approx. 140 lakh litres under the earlier ethanol tender. In the new ethanol tender, LOIs for approx. 120 lakh litres have been received.

Triveni Turbine Ltd. (TTL)



- Triveni Turbine Limited (TTL) is one of the leading industrial steam turbine manufacturers of India in the up to 30 MW segment with a dominant market share.
- TTL listed in NSE & BSE, two major stock exchanges in India.
- Strong Aftermarket services are supported by pan India presence.

TTL – Fact Sheet



Delivering STG Packages

Delivering STG packages up to 30 MW. Installations base of over 2500 turbines globally.

Market Share

Key global player in steam turbine market with market leadership position in India, having approx. 63% market share.

Annual Revenues

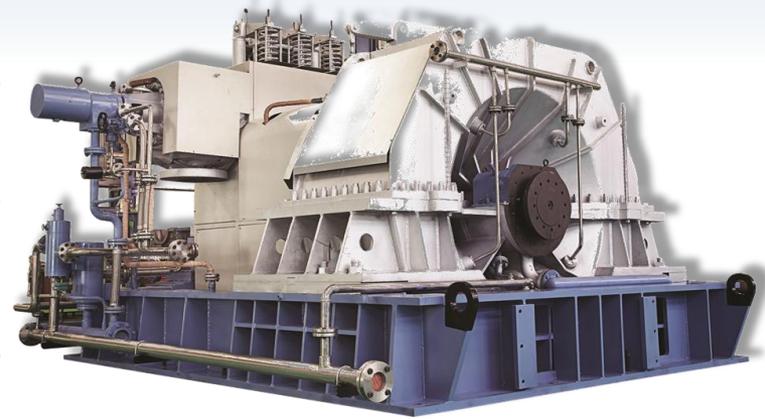
Annual Revenues for FY 14 at ₹ 5.06 billion (~ USD 85 million).

Global Presence

Significant presence in South East Asia, Europe, South America, Middle East & Africa, with installations in over 40 countries.

TTL – Business Perspective

- ❑ The current range of product up to 30MW. Commands market leadership for range up to 30 MW.
- ❑ Manufacturing since 1968; over 2,500 turbines manufactured and sold since inception.
- ❑ Cater to wide range of customers across segments like sugar, paper, co-gen, textiles, pharma, steel, IPP.
- ❑ Consistently upgrading the product range and efficiency. Highly efficient turbines with indigenously developed tapered twisted blades.
- ❑ Strong in-house R&D team and tie-ups with leading international design and R&D establishments. Facility equipped with state of the art equipments and machine tools best in the industry.
- ❑ Provide a wide range of aftermarket services to our customers as well as turbine users of other makes. Unparallel service through 24X7 customer care support and a network of 13 service centres.
- ❑ In-house learning centre – to create pool of technical team for design, engineering and servicing.



TTL – Efficient Products

Reduce Power Consumption

Cost Efficient

Triveni Turbines

Increase Efficiency

Engineered to order

Back Pressure Steam Turbines

- Straight Back Pressure Type

Condensing Steam Turbines

- Straight Condensing Type
- Condensing Type with Controlled Extraction
- Condensing Type with Un-Controlled Extraction
- Condensing Type with Injection

Power Generation Capacity	Up to 30 MW
Steam Inlet Temperature	Up to 545°C
Steam Inlet Pressure	Up to 120 Bar (a)
For GETL range	Above 30 MW to 100 MW

TTL – Research & Development



Strong design team supported by consultants and domain experts



Association with globally acclaimed turbo-machinery design houses



Developed and commercialised 40 basic new models of high pressure and cost effective steam turbines in a decade. Introduced 11 new product variants of turbines in 2013-14



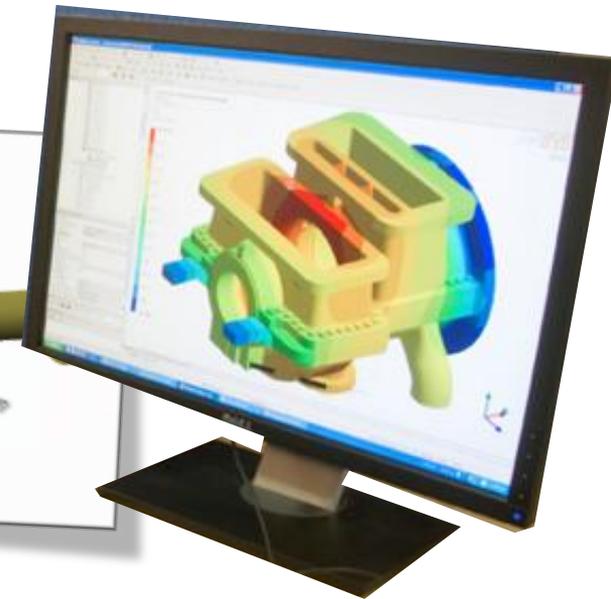
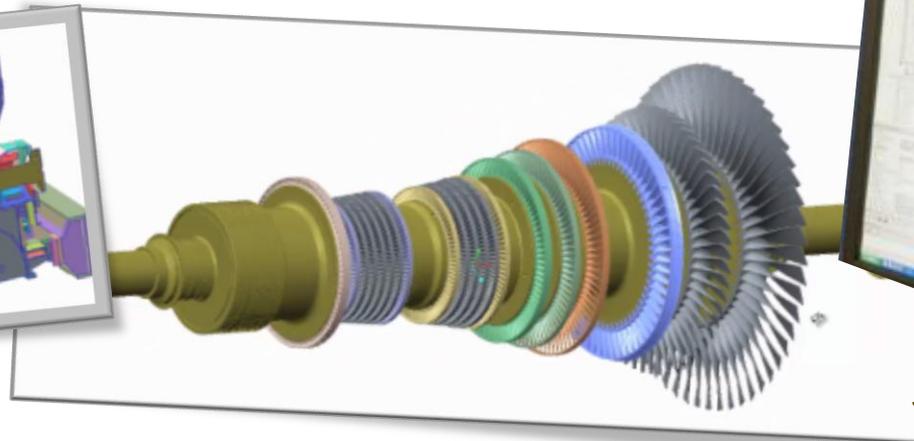
Innovative designs delivering maximum performance and higher efficiency



Innovative product development concepts such as design to cost, QFD, FMEA techniques, DOE



Deploy Latest computer aided design and engineering software for continuous product development



TTL – Aftermarket Services

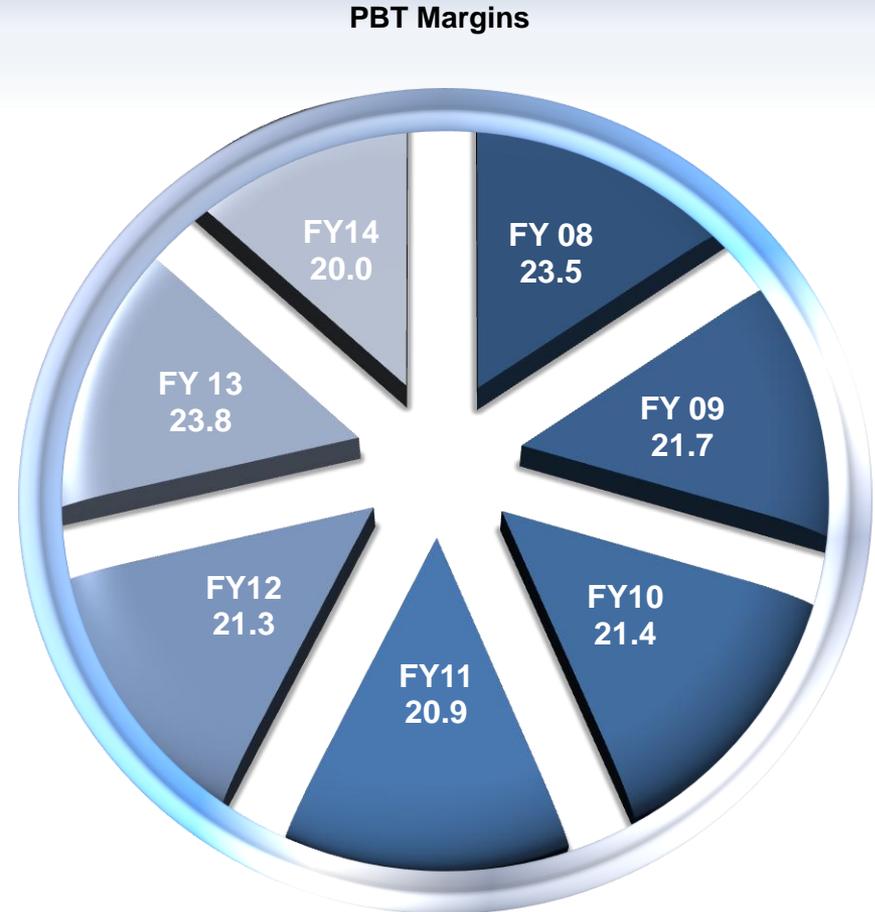
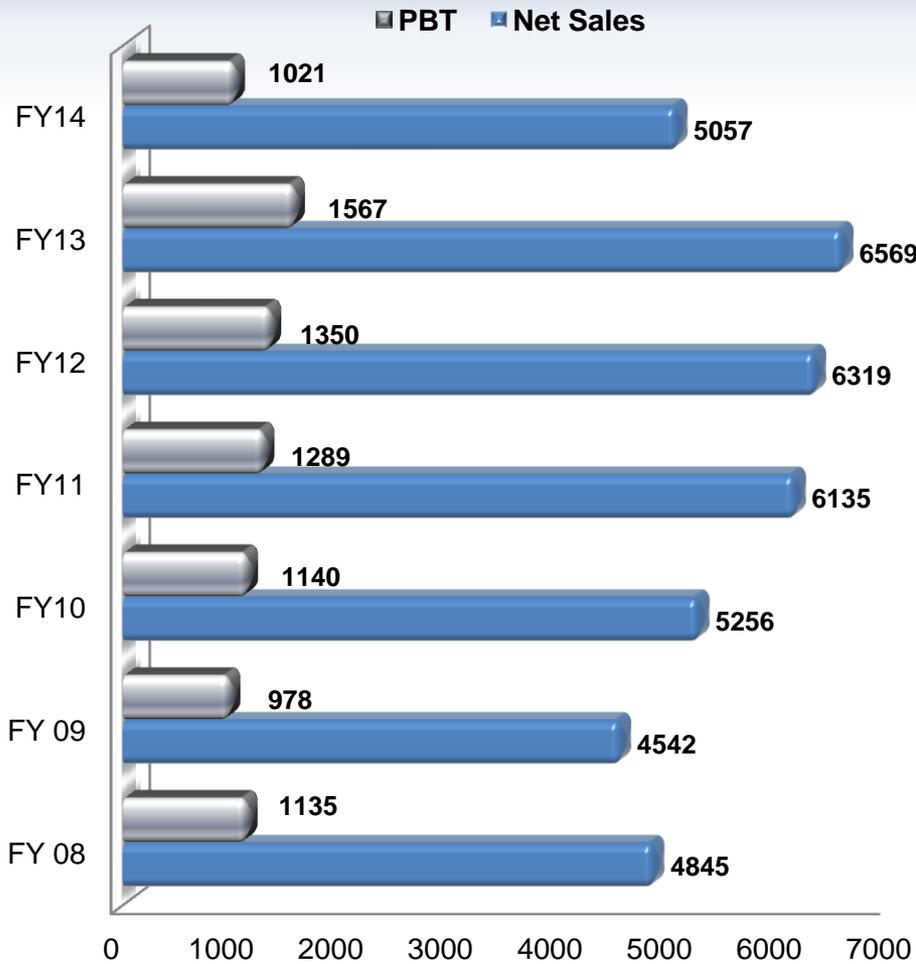
Aftermarket Services are integrated under Customer Care Cell (CCC) which provides a comprehensive range of customized service solutions and complete life cycle support for industrial steam turbines

- Full speed vacuum balancing tunnel for balancing turbines, compressors/alternators – can undertake balancing for turbo machines up to 300 MW depending on specifications.
- Offers all after-sales requirements from erection and commissioning (E&C) to maintenance and spare parts to efficiency improvement.
- Overhauling & troubleshooting.
- Refurbishment & Residual Life Assessment of all makes of turbines, compressors etc.
- Customization & upgradation of old turbines for both industrial and utility segments in India and global markets.
- Currently offering refurbishment solutions for higher MW turbines for all makes.

360°
After -
Sales
Service



TTL – Financials



TTL – Financials

(Figures in ₹ million)

	Q4 FY 14	Q4 FY 13	FY 14	FY 13
Net sales	1313.2	1,905.8	5056.9	6,568.5
EBITDA	325.3	471.0	1148.2	1,716.3
EBITDA Margin	24.8%	24.7%	22.7%	26.1%
Depreciation & Amortisation	32.5	30.7	128.6	122.6
PBIT	292.8	440.3	1019.6	1,593.7
PBIT Margin	22.3%	23.1%	20.2%	24.3%
Interest	1.4	0.7	6.0	27.2
PBT	291.4	439.6	1013.6	1,566.5
PBT Margin	22.2%	23.1%	20.0%	23.8%
PAT	192.7	305.9	684.5	1,066.3
PAT Margin	14.7%	16.1%	13.5%	16.2%

TTL – Financials

- The FY 14 turnover was lower by 23% on account of lower order booking in the first half of the year and also on account of deferment of deliveries.
- The after-market sales have shown decline of 13% which is expected to improve in the coming years both from services and spares of own turbines and also third party refurbishment.
- The proportion of exports sales to total sales has shown an improvement at 29% from 27%.
- The outstanding order book on a standalone basis, as on 31st March 2014 has been ₹ 5.8 billion including refurbishment orders, while on a consolidated basis, the order book is ₹ 7.1 billion.



GE Triveni Ltd.

- Triveni Turbine Ltd. formed a 50:50 Joint Venture with GE on 15th April 2010. GE Triveni Ltd. (GETL) headquartered in Bengaluru, a subsidiary of TTL, will design, supply, sell and service advanced technology steam turbines in India in the range above 30-100 MW for power generation applications in India and globally.
- GETL to get technology and on-going R&D support from GE and TTL and will use TTL's Bengaluru facility for turbine manufacturing.
- During the year, the joint venture with GE, GE Triveni Limited, has received orders worth ₹ 1.8 billion.
- The company received three turbine orders from international market and two turbine orders domestically.
- With a strong order backlog and enquiry book, the business is expected to gain momentum in the coming year.
- The JV also concluded another major order in the first two months of FY15 from the international market.
- The company has a strong enquiry book both in the domestic market and international markets which are being pursued by the marketing teams of the respective JV partners in their territories.



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Further, this presentation may make references to reports and publications available in the public domain. Triveni Engineering & Industries Ltd. makes no representation as to their accuracy or that the company subscribes to those views / findings.