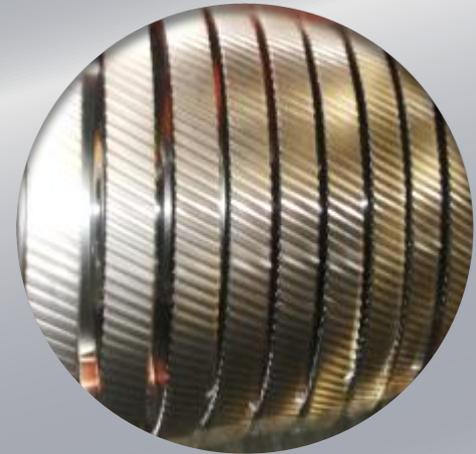
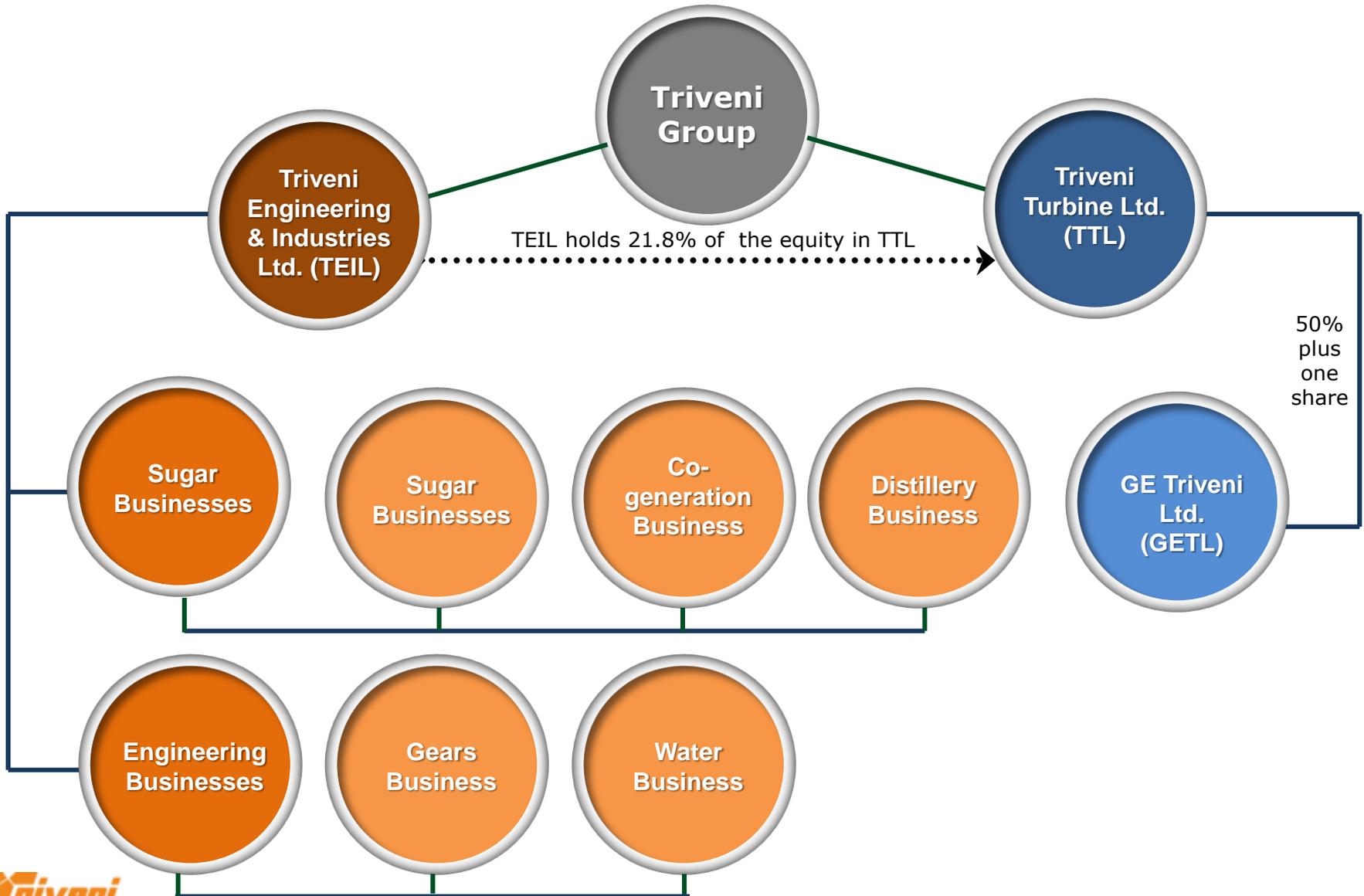


CORPORATE PRESENTATION



Triveni Group Organisation Structure



Triveni Group Fact Sheet

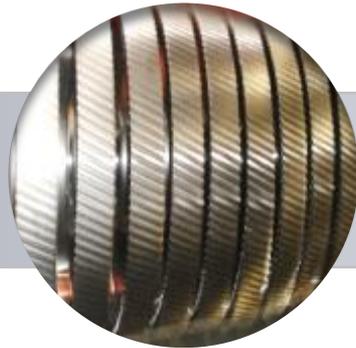
Two Independent Listed Companies with pan India presence – Triveni Engineering & Industries Ltd. and Triveni Turbine Ltd.

Listed in both National Stock Exchange & Bombay Stock Exchange

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.



Engineering Businesses

Engineering Businesses

Gears

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

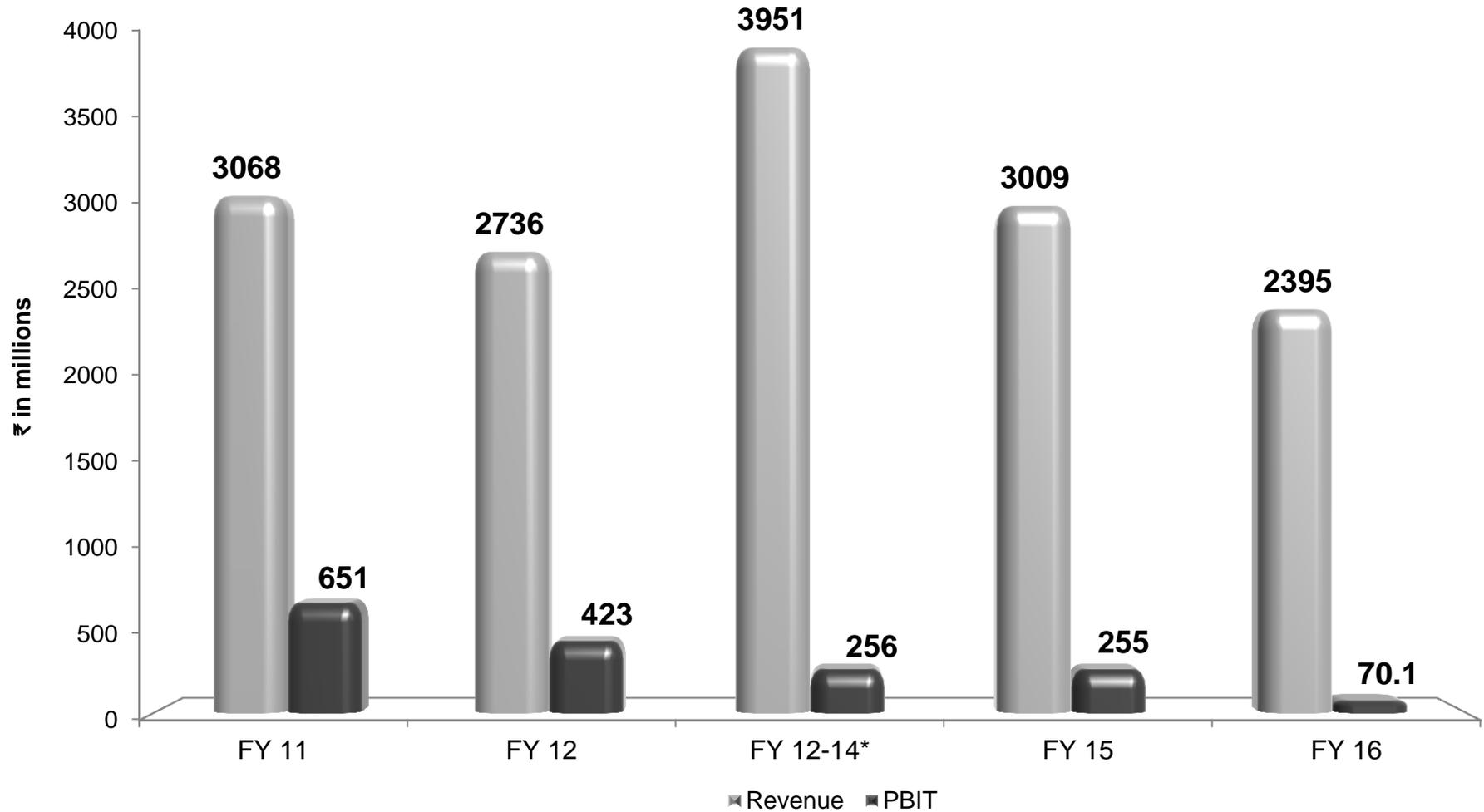


Water

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

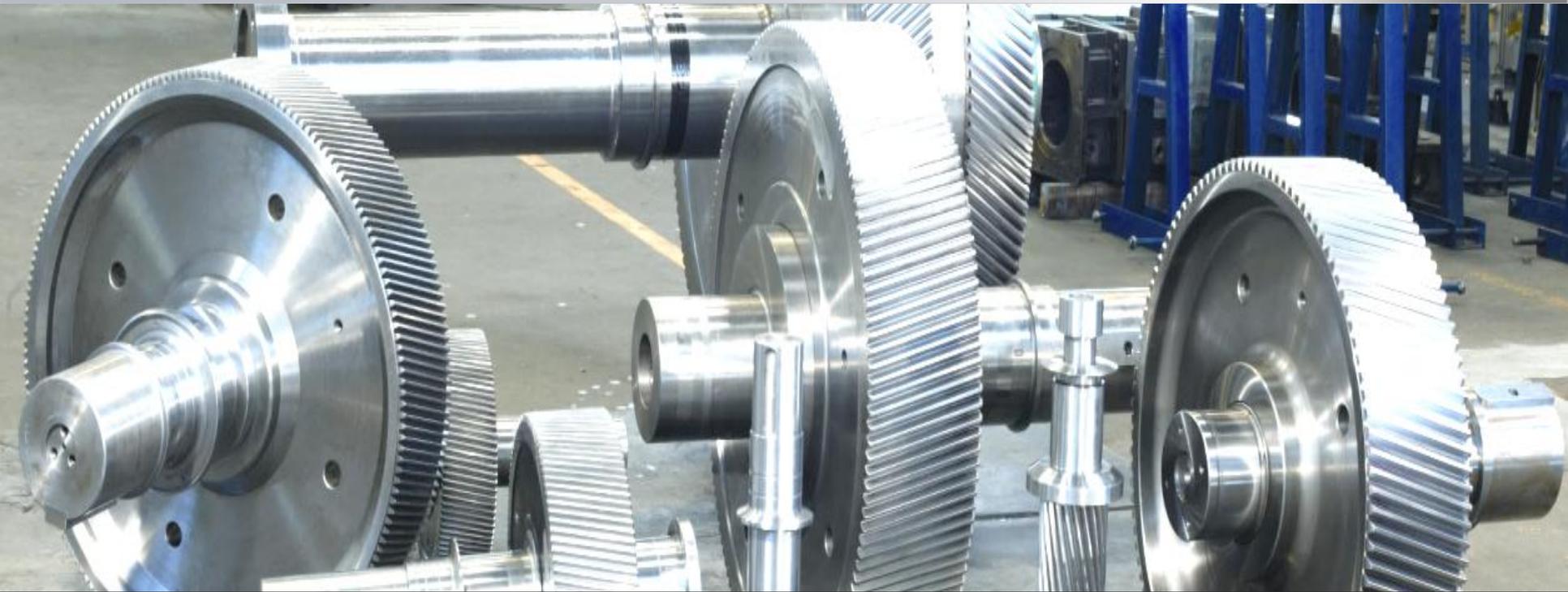


Engineering Businesses –Revenue Growth



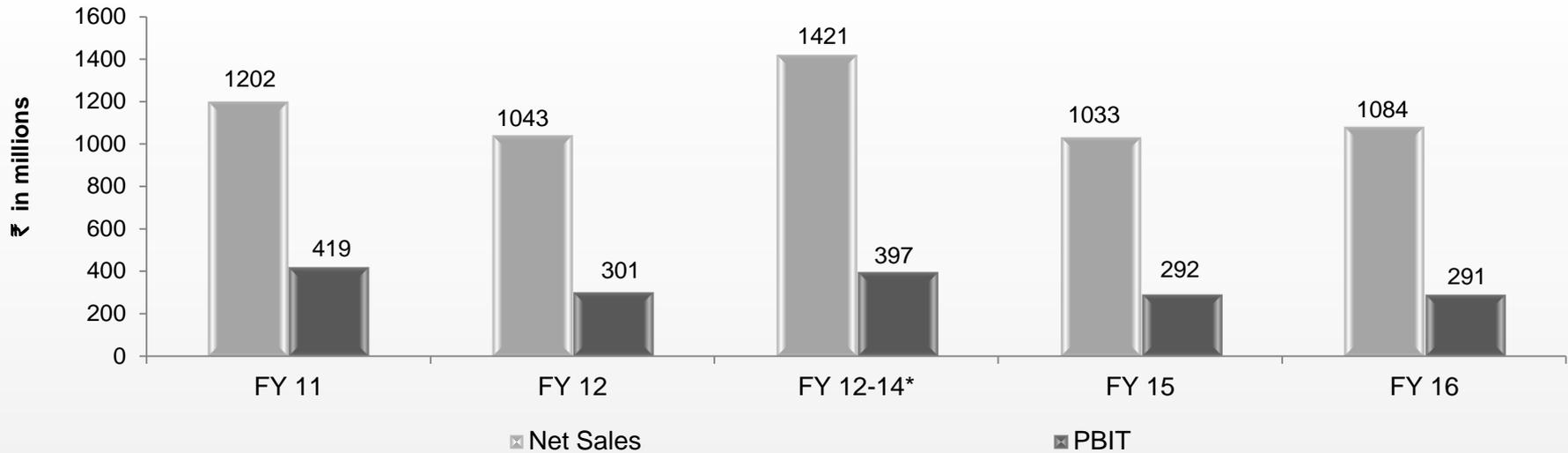
FY 12-14* - 18 months period from Oct 12 – Mar 14

Gears Business - Overview



- ❑ Design, manufacture and marketing of customised gears and gearboxes (both high speed and niche low speed gears)
- ❑ State-of-the-art design and manufacturing facility at Mysore conforming to international standards.
- ❑ 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.

Gears Business – Financial Performance



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

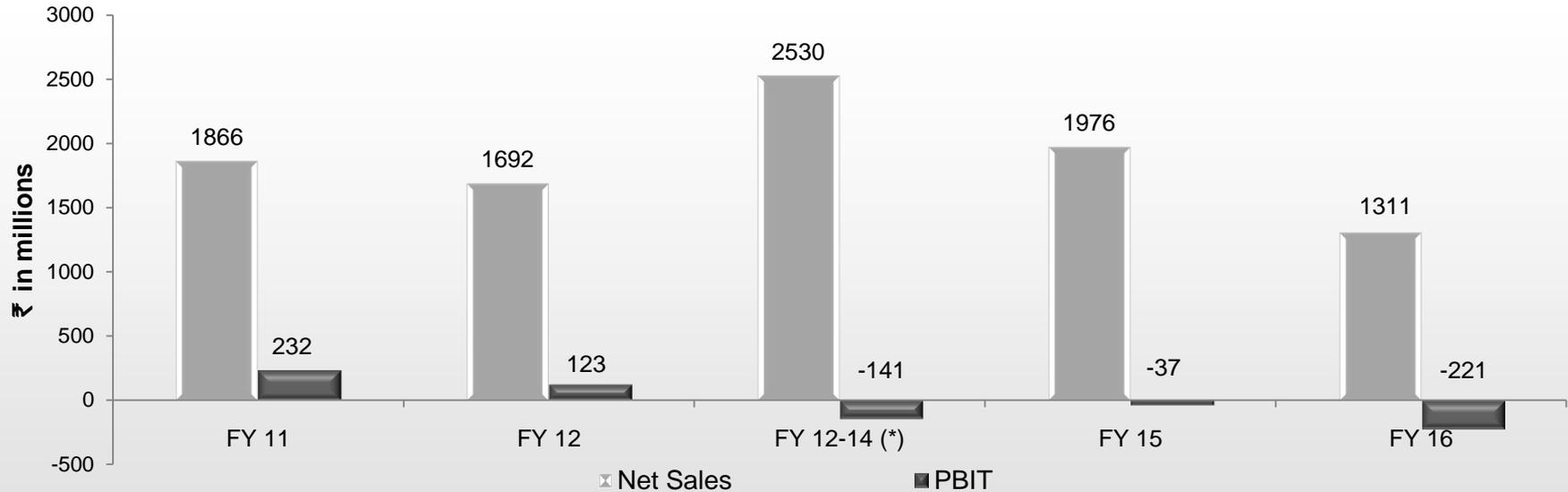
- ❑ Overall the market is still impacted by the slowdown in the capital goods segment
- ❑ The muted economic outlook has resulted in slowdown in the off-take from customers both domestically and internationally
- ❑ The turnover and order in-take during 9M FY 17 was ₹ 493 million and ₹ 594 million respectively
- ❑ The Company is exploring new product & geographies to expand so as to improve its turnover and profitability
- ❑ Once the capital goods industry is revived, the order intake should improve considerably as this business has a strong market leadership in the country

Water Business - Overview



- ❑ 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.
- ❑ Over 2000 numbers of process equipments for water & waste water treatment applications, supplied and commissioned till date
- ❑ During FY 12, the Company has made a long term strategic investment by acquiring 25.04% equity stake in an International Water Technology Company, engaged in providing water treatment solutions using proprietary technology

Water Business – Financial Performance



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

- The turnover during the 9M FY 17 was ₹ 1.1 billion
- The Company has participated in various tenders which are in various stages of finalisation. The Company is expecting significant order booking for the year which will ensure growth in turnover in FY 18.
- The profitability of the business will improve upon stable and consistent project execution during the year
- The Company is also exploring export opportunities to expand its business thereby aim to improve its performance
- The order intake during 9M FY 17 was ₹ 1.7 billion including an order of ₹ 1.25 billion received during third quarter

Outstanding Order Book as on 31st Dec 2016 – ₹ 6.69 billion

(including ₹ 2.69 billion towards O&M)



Sugar Businesses

Sugar Business

Sugar

One of the largest sugar producers in India with seven sugar manufacturing facilities



Co-generation

Three grid connected co-generation plants and three incidental co-generation plants located across five sugar units.



Distillery

One of the largest single stream molasses based distillery in the country located at Muzaffarnagar



Sugar Business – Industry Overview

- ❑ ISMA has revised their production estimates for the country and as per their latest estimates, the country's production is expected to be at 21.3 million tonnes. As per ISMA, the closing stock of sugar as on 30th September 2017 will be 4.85 million tonnes, which will be equivalent to 2.5 months consumption.
- ❑ During SS 2016-17, 12.86 million tonnes sugar has been produced in the country till 31st January 2017 which is 1.43 million tonnes less than the sugar production of last year on the corresponding date.
- ❑ 4.56 million tonnes of sugar is produced in Uttar Pradesh till 31st January, 2017, which is almost 1 million tonne higher than last year's production of 3.59 million tonnes till 31st January 2016. UP is expected to produce another 3.9-4 million tonnes of sugar by the end of this season, surpassing Maharashtra to become the largest sugar producer in the country.
- ❑ In Maharashtra, 3.68 million tonnes of sugar is produced till 31st January 2017, as compared to 5.42 million tonnes last year during same period.
- ❑ Karnataka has produced 2.03 million tonnes of sugar till 31st January, 2017 as against 2.7 million tonnes of production of last year till 31st January 2016.
- ❑ Sugar prices have been stable during the quarter with the average NCDEX spot prices at Muzaffarnagar at around ₹ 39/kg which has been an increase of 27% year on year.
- ❑ The Government has announced that during ethanol supply period from 1st December, 2016 to 30th November, 2017, the administered price of ethanol for the EBP will be ₹ 39/- per litre and charges will be paid to the ethanol suppliers as per actuals in case of Excise Duty and VAT/GST and transportation charges as decided by OMCs.
- ❑ As per the recent revised estimates, the sugar consumption in the country is expected to be at 24.2 million tonnes. This is based on the on actual sugar sales in Oct-Dec, 2016, and the trend in Jan. 2017, and reports of lower off-take by beverage manufacturers, sweet makers etc.

Sugar Business – Industry Overview

International Sugar Scenario

- ❑ The cane crushed in Centre-South Brazil till Jan 16, 2017 has been 0.47% higher and sugar production is 15.7% higher as compared to the same period of previous year. In Thailand, the sugar production for 2016/17 has reached 3.022 million tonnes till Jan 23, 2017 compared to 3.810 million tonnes at the same time last year. The sugar production is estimated to fall by 3% in Thailand because of the worst drought in more than two decades in the first half of 2016.
- ❑ According to recent forecasts, the global sugar deficit in 2016/17 is estimated between 2.6 million tonnes to 4.9 million tonnes.
- ❑ Global sugar prices have shown a significant increase during 2016, about 30% increase in prices by year end compared to the level seen at the beginning of 2016 and the spot price for Raw and Whites as on 7th Feb 2017 is 20.44 Cents/Pound and USD 541.6 per tonne respectively.
- ❑ There are healthy fundamentals in the industry for firm sugar prices to continue.

Sugar Business – Industry Overview

(Figures in million tonnes)

	2011-12	2012-13	2013-14	2014-15	2015-16 (P)	2016-17 (E)
Opening Stock as on 1 st Oct.	5.8	6.6	9.3	7.5	9.1	7.7*
Production during the Season	26.3	25.1	24.4	28.3	25.1	21.3
Imports	0	0.7	0.1	0.0	0.0	0.0
Total Availability	32.1	32.4	33.8	35.8	34.2	29.0
Off-take						
I) Internal Consumption	22.6	22.7	24.2	25.6	24.9	24.2
ii) Exports	2.9	0.3	2.1	1.1	1.6	0.0
Total off-take	25.5	23.1	26.3	26.7	26.5	24.2
Closing Stock as on 30 th Sept.	6.6	9.2	7.5	9.1	7.7*	4.8
Stock as % of Off-take	25.9%	39.8%	28.5%	34.0%	28.1%	20.0%

- Source: Industry data
- Closing stock taken as a percent of off-take is one of the indicators of sugar price movement.
- *ISMA reported closing inventory as on Sep 30, 2016 at 7.7 million tonnes

Sugar Business - Overview



- ❑ 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 – Financial Performance

- Owing to higher sugar prices and sales volume during the nine months, Sugar business recorded 40% increase in turnover while the profitability has been phenomenally higher in comparison to the corresponding period of last year.
- The sugar realization has shown an improvement of 32% quarter-over-quarter with the average realization for Q3 FY 17 at ₹ 36362/tonne. The current sugar prices are in the range of ₹ 37500/ tonne.
- The sugar cane crushing started early during this season by about a fortnight and has resulted in a higher crush of 75% with similar levels of recovery.
- UP government withdrew remission of society commission of ₹ 3/quintal which was announced as a part of the cane price package for SS 2015-16, resulting in higher charge by ₹ 136 million.
- Export of power from Incidental co-generation units at Chandanpur, Milak Narayanpur and Sabitgarh resulted in a revenue of ₹ 53.5 million for the quarter ended Dec 2016.
- The sugar inventory as on Dec 31, 2016 was 2.17 million quintals.

	FY 11	FY 12	FY 12-14 (*)	FY 15	FY 16
Net Sales (₹ in millions)	13434	14821	24930	16284	15510
PBIT (₹ in millions)	74	29	(1919)	(1659)	(312)
Sugar Manufactured (000 t)	420	465	937	491	488

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

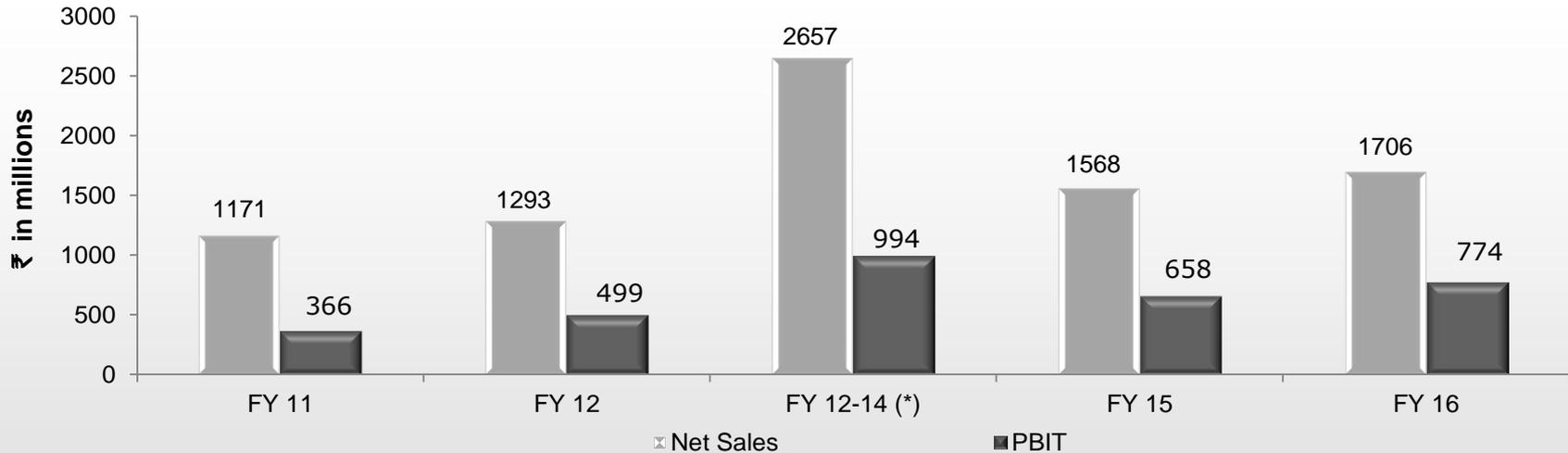
Co-generation Business - Overview



□ Triveni presently operates grid connected three co-generation plants and three incidental co-generation plants located across five 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 – Financial Performance



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

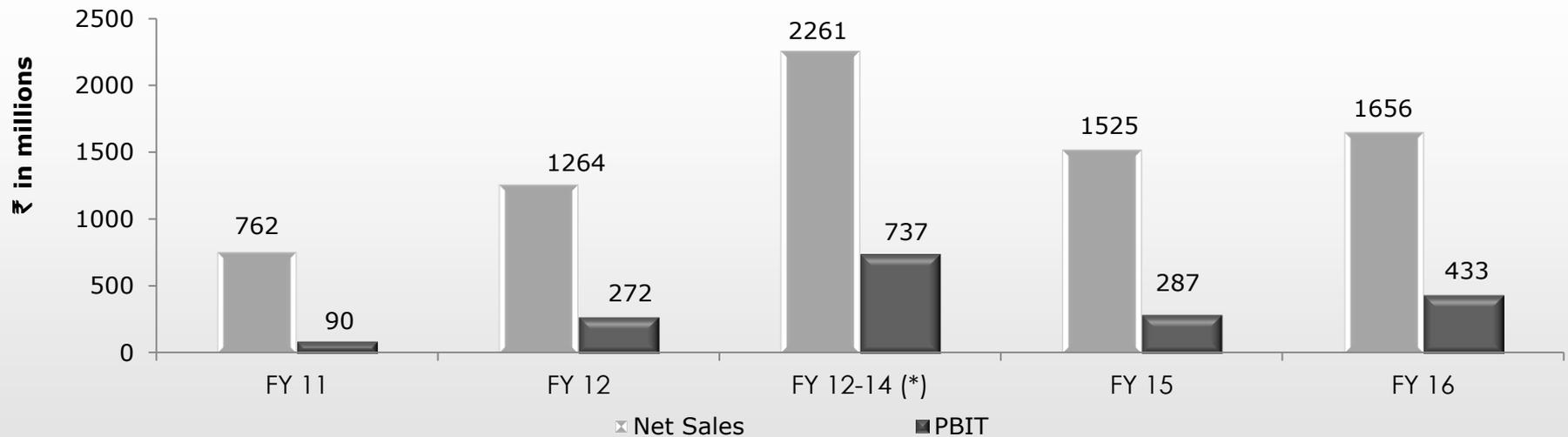
- The operating days of co-generation units during the quarter were higher compared to the same period last year due to early start of the season. The operating efficiency of the plants continued to be excellent.
- Income of ₹ 14 million has been realised during the current quarter and ₹ 38 million during nine months from the sale of Renewable Energy Certificates (RECs) in respect of Khatauli and Deoband units.

Distillery Business - Overview



- ❑ 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 – Financial Performance



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

- ❑ Profitability and sales volume during Q3 FY 17 decreased owing to lower despatches of ethanol as the previous tender expired in November 2016 and finalization was delayed. However on a nine months basis it is marginally lower in comparison to the corresponding period of last year.
- ❑ The share of Ethanol sales in 9M FY 17 is 73% of the total sales volume, as against 84% in 9M FY16.
- ❑ The Ministry of Environment, forest and Climatic Control (MoEFCC) has approved our request for operating the distillery for 365 days subject to certain conditions.
- ❑ We are in the process of complying with such conditions and based on the availability of molasses, we expect to operate for 330 days annually which tantamount to about 20% increase in capacity and will also reduce selling molasses under reserved category at low prices.

Scheme of Arrangement

In the Board meeting held on February 9, 2017, the Board of Directors has reviewed the progress of the Scheme of Arrangement (Scheme) between Triveni Engineering & Industries Limited (“TEIL” or “the Company”), its wholly owned subsidiary - Triveni Industries Limited (“TIL”) and their respective shareholders and creditors, the proceedings of which are pending in the National Company Law Tribunal (NCLT) for the sanction of the Scheme. While the prospects for the Sugar Business seem promising, industry outlook relating to the Engineering Businesses appears uncertain in the near to medium term. However, it is firmly believed that the fundamentals of the Engineering businesses continue to be strong and upon return to normalcy, these are expected to achieve the desired performance.

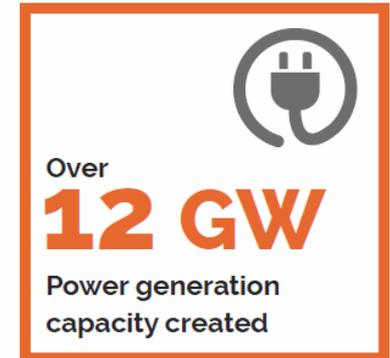
In view of the aforesaid position, in the overall interest of all the stakeholders, the Board has decided to withdraw the Scheme with immediate effect from the NCLT.



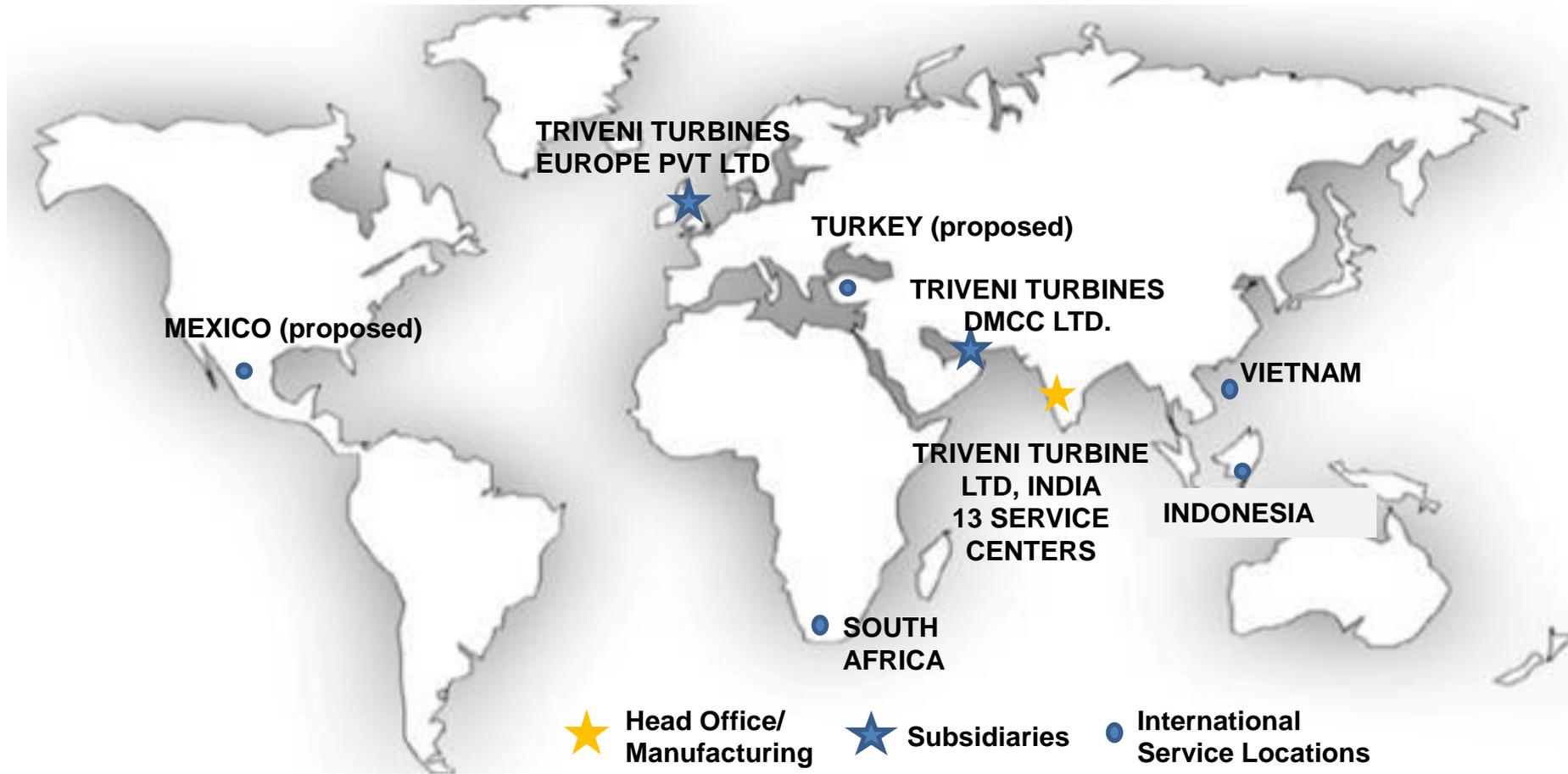
Triveni Turbine Ltd.

Triveni Turbine Ltd. (TTL) Factsheet

- One of the world's largest manufacturers of steam turbines up to 30 MW range for providing industrial & renewable power solutions
- Market leadership position in India, with around 60% market share for a decade
- Listed in NSE & BSE, two major stock exchanges in India
- Joint Venture with General Electric, GE Triveni Ltd, with majority stake for the range above 30 MW to 100 MW



Global Footprint



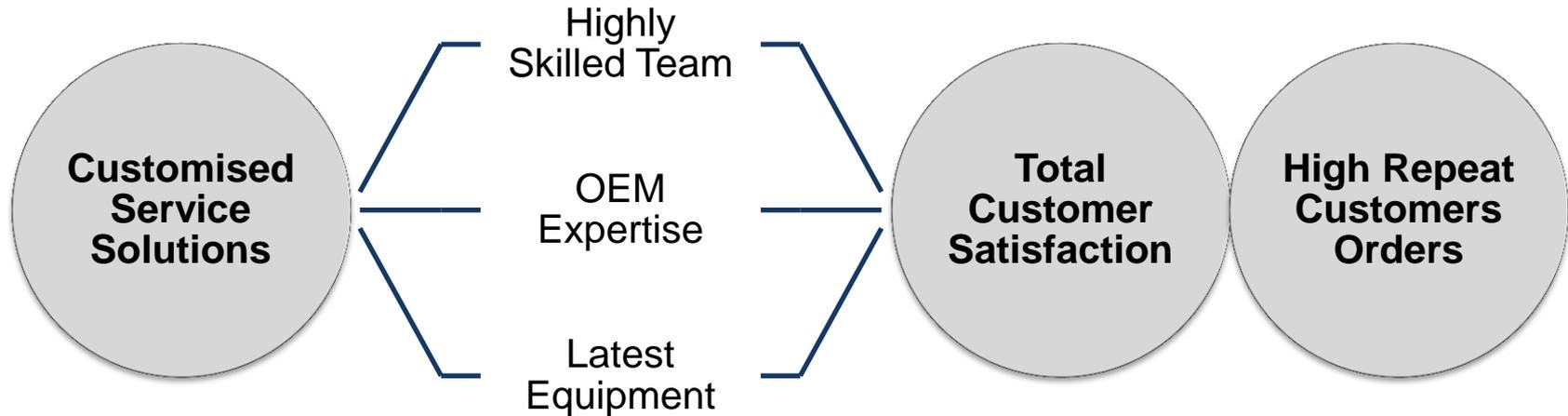
CAGR of 35% in Export sales in past 5 years

Focused on Value Creation

- ❑ State-of-the-art manufacturing facility equipped to provide manufacturing of critical components, assembly, testing and refurbishing services
- ❑ Latest design tools and software to deliver innovative solutions to our customers
- ❑ Continuous product development by deploying cutting edge technology and leveraging extensive knowledge base of domain experts
- ❑ Products meeting the most stringent international quality standards - API, ASME, AGMA, NEMA, IEC, CE/PED Mark among others
- ❑ Unique combination of the latest equipment, a highly skilled team and OEM expertise to provide a Comprehensive Range of Customised Service Solutions
- ❑ Deliveries to site comparable with manufacturers from Europe, Japan and Brazil



Comprehensive Service Solutions



Service Offerings:

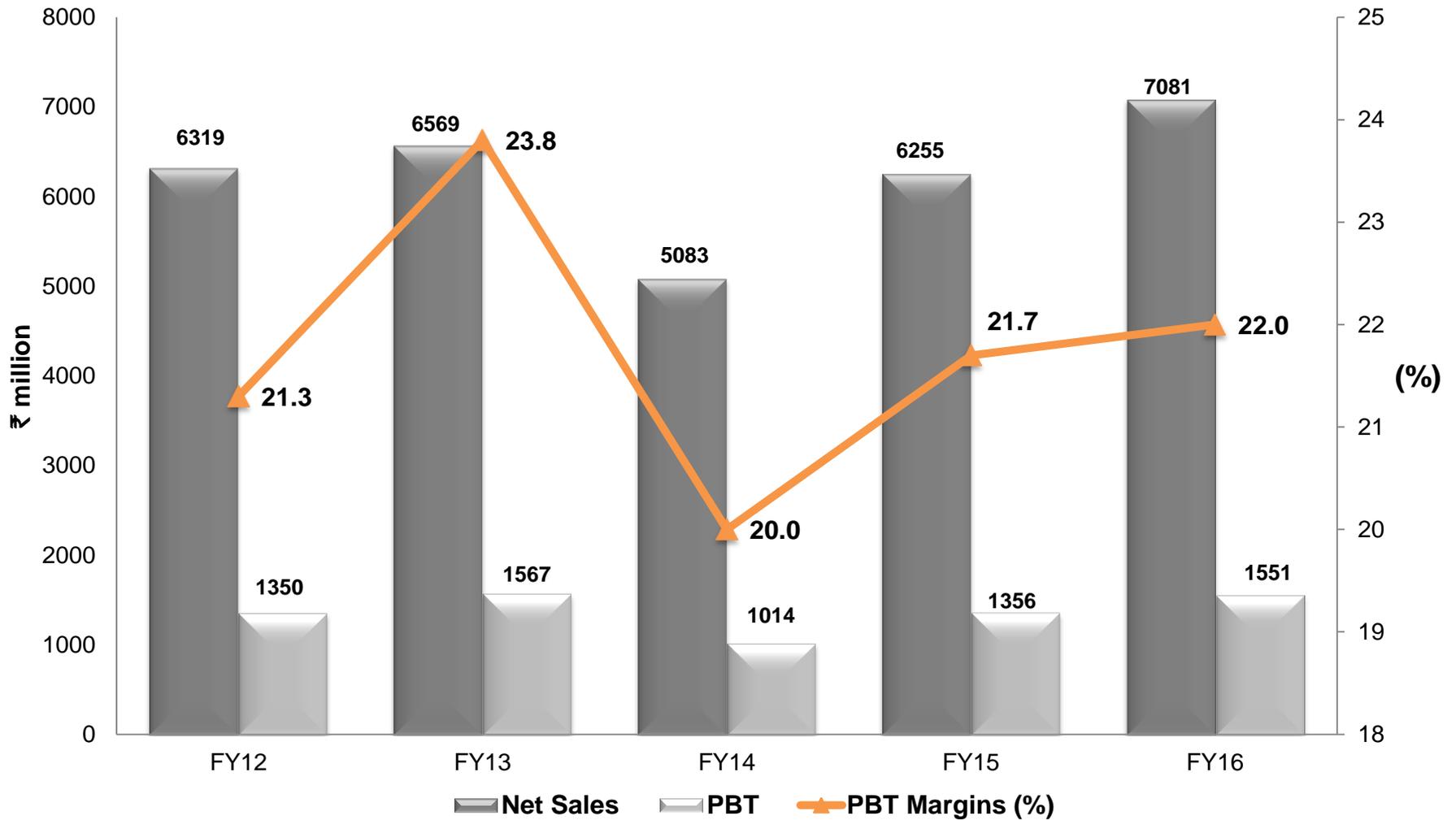
- ❑ Full speed vacuum balancing tunnel for balancing turbines, compressors/alternators
- ❑ Refurbishment solutions for higher MW turbines, upto 300 MW for all makes
- ❑ Customization & upgradation of old turbines for both industrial and utility segments
- ❑ Overhauling & Troubleshooting; quick response in the delivery of spares

Higher Sustained Efficiency

Continuous value engineering help us to deliver products designed to meet customers' requirements for economic installation and operation

- ❑ Strong design team supported by consultants and domain experts
- ❑ Association with globally acclaimed turbo-machinery design houses
- ❑ 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
- ❑ The R & D advanced product program has commercialized over 50 models/ variants
- ❑ The Company won the prestigious National Intellectual Property Award 2016 for "Top Organisation in Design"
- ❑ TTL has filed total 189 IP filings till Dec 31, 2016

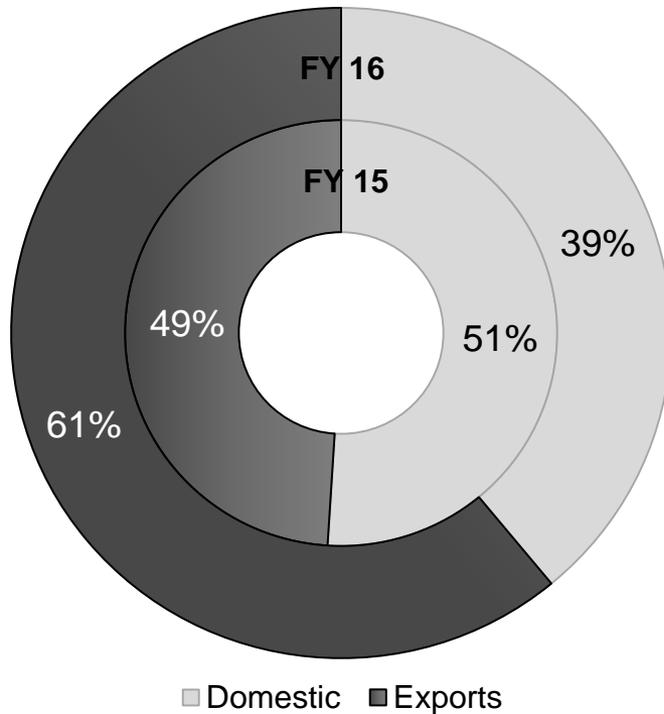
Financial Performance



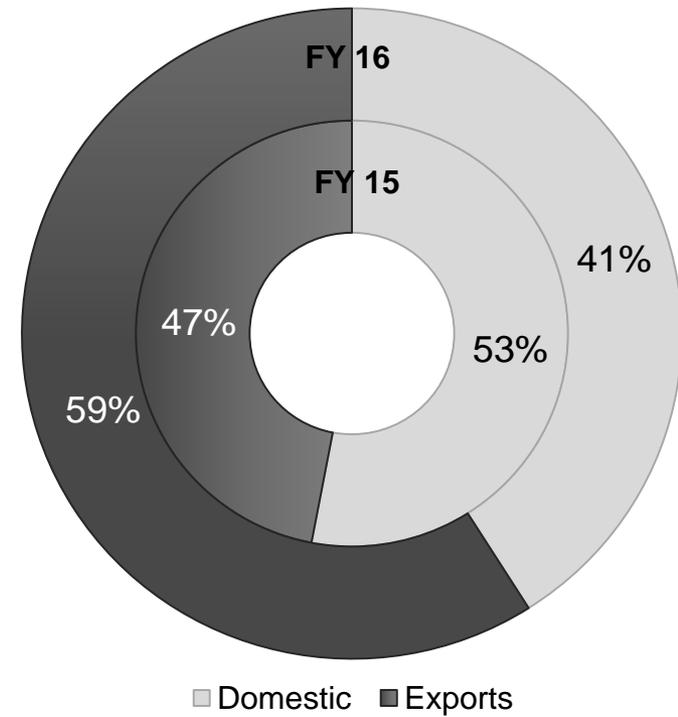
Focus on Exports

Exports business growing year-on-year

Order Booking Split



Closing Order Book Split



9M FY 17 Financial Performance

- Net Total Income from Operations at ₹ 5.62 billion – growth of 12%
- EBITDA of ₹ 1.48 billion with a margin of 26.4% - an increase of 20%
- Profit before Tax (PBT) at ₹ 1.38 billion with a margin of 24.5% - an increase of 23%.
- Profit after tax (PAT) at ₹ 969 million with a margin of 17.3% - increase of 26%
- Product sales showed a growth of 10% while the aftermarket sales showed a growth of 19%
- The consolidated export turnover has gone up by 139% to ₹ 3.14 billion and the proportion to the total sales have also gone up to 56%
- The overall consolidated closing order book at ₹ 6.31 billion

Note: The consolidated result of the Company include the results of fully owned subsidiary, Triveni Turbines (Europe) Pvt. Limited (TTE) based in UK with a 100% step down subsidiary called Triveni Turbines DMCC TTD, located in Dubai. As per the Ind AS, the consolidated revenue does not include the sales of GETL, the JV with General Electric, while the share of TTL's profits in JV is added in the net profit. Details of order booking also do not include GETL.

9M FY 17 Financial Performance

(Figures in ₹ million)

	Q3 FY 17	Q3 FY 16	% Change	9M FY 17	9M FY 16	% Change
Total Income	1982	2001	-1%	5617	5032	12%
EBITDA	574	493	16%	1483	1240	20%
EBITDA Margin	29.0%	24.6%		26.4%	24.6%	
Depreciation & Amortisation	37	38	-3%	106	115	-8%
PBIT	538	455	18%	1377	1125	22%
PBIT Margin	27.1%	22.7%		24.5%	22.4%	
Finance Cost	2	1		2	3	
PBT	536	454	18%	1375	1122	23%
PBT Margin	27.0%	22.7%		24.5%	22.3%	
Share of Profit of JV	1	5		43	17	
Consolidated PAT	358	312	15%	969	768	26%
Consolidated PAT Margin	18.1%	15.6%		17.3%	15.3%	
EPS (not annualised) (₹/share)	1.08	0.95		2.93	2.33	

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
- GETL recorded sales of ₹ 1.02 billion with a PAT of ₹ 102.1 million
- The order booking for the JV is also gaining momentum and expects to have good order inflow in the coming quarters
- GETL booked orders worth ₹ 1.1 billion during 9M FY 17
- After the commissioning of large size turbines and existing strong pipeline of enquiries, good order booking is expected for the full year and next financial year.

Contact for Investor Relations

CN Narayanan

Triveni Engineering & Industries Ltd.

Tel. +91 120 430 8000 Fax : +91 120 431 1010

cnarayanan@trivenigroup.com

Gavin Desa/ Rabindra Basu

Citigate Dewe Rogerson

Tel: +91 22 66451237/1248

gavin@cdr-india.com / rabindra@cdr-india.com

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These statements are based on information currently available to us, and we assume no obligation to update these statements as circumstances change. There are risks and uncertainties that could cause actual events to differ materially from these forward-looking statements. These risks include, but are not limited to, the level of market demand for our services, the highly-competitive market for the types of services that we offer, market conditions that could cause our customers to reduce their spending for our services, our ability to create, acquire and build new businesses and to grow our existing businesses, our ability to attract and retain qualified personnel, currency fluctuations and market conditions in India and elsewhere around the world, and other risks not specifically mentioned herein but those that are common to industry.

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.