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*For immediate release*

### **9M FY 20 Consolidated Results ended December 31, 2019**

- **Revenue from Operations at ₹ 2943 crore, a growth of 28%**
  - **Profit after Tax at ₹ 197.5 crore, a growth of 45%**
- **Sugar Businesses**
  - ***As per recent estimates, Country's sugar production for SS-2019-20 is estimated at ~26.0 million tonnes considering diversion of B-heavy molasses and sugarcane juice towards ethanol production***
  - ***Operating performance in Sugar Season 2019-20 is in line with the estimates***
  - ***Contracted sizeable quantity of Export quota and exported about 27% during the quarter***
  - ***Ethanol production from B-heavy molasses is also underway***
  - ***Focus on optimising working capital requirements through accelerated exports***
- **Engineering Businesses**
  - ***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 ₹ 1294 crore for combined Engineering Businesses.***

**NOIDA, February 04, 2020: Triveni Engineering & Industries Ltd.** ('Triveni'), one of the largest integrated sugar producers in the country; a market leader of engineered-to-order high speed gears & gearboxes and a leading player in water and wastewater management business, today announced its performance for the third quarter & nine months ended Dec 31, 2019 (Q3/9M FY 20). The Company has prepared the Financial Results for the third quarter and nine months based on the Indian Accounting Standards (Ind AS) and as in the past, has been publishing and analyzing results on a consolidated basis.

**PERFORMANCE OVERVIEW: Q3/9M FY 20 (Consolidated)**

In ₹ crore

	Q3 FY 20	Q3 FY 19	Change (%)	9M FY 20	9M FY 19	Change (%)
Gross Revenue	1069.3	903.1	18%	2942.6	2297.5	28%
EBITDA (before exceptional items)	94.6	105.3	(10%)	385.5	251.1	54%
EBIDTA Margin	9%	12%		13%	11%	
Share of income from Associates	5.3	4.0	31%	16.4	12.6	31%
Profit Before Tax (PBT)	66.6	88.7	(25%)	281.4	178.6	58%
Profit After Tax (PAT)	45.2	67.1	(33%)	197.5	136.6	45%
Other Comprehensive Income	(0.2)	1.6		(1.0)	0.6	
Total Comprehensive Income	45.0	68.7	(34%)	196.5	137.2	43%
EPS (not annualized) (₹/share)	1.82	2.60		7.81	5.29	

- Sugar business has performed well owing to stable sugar prices and overall higher volumes of sales.
- Export subsidy has not been booked on 38654 tonnes of sugar sold for exports on the MAEQ 19-20 program, pending fulfilment of prescribed conditions.
- In view of revision of power tariff for Co-generation plants with effect from 01.04.2019, the profitability of the business has been impacted.
- Quantity of Ethanol sold includes 33% produced from B-Heavy molasses in Q3 FY 20.
- The performance of both the Engineering businesses are in line with our expectations. Gears business continues to maintain higher growth both in terms of turnover & profitability while the Water Business maintained its planned project execution targets. The consolidated results of Water business segment include the results of Mathura Project (as awarded by NMCG under Namami Gange Programme) being executed in a wholly owned SPV.
- The total debt of the Company as on Dec 31, 2019 is ₹ 1543.92 crore as against ₹1725.90 crore as on 31.03.2019, comprising terms loans of ₹ 626.55 crore which include soft loans of ₹ 623.46 crore with interest subvention / subsidized interest rate.

Commenting on the Company's financial performance, Mr. Dhruv M. Sawhney, Chairman and Managing Director, Triveni Engineering & Industries Ltd, said:

*"The Company has delivered satisfactory results for the quarter and nine months period. The sugar business has performed well owing to stable sugar prices. The biggest challenge for the sugar industry, especially in Uttar Pradesh, is to effectively manage its working capital which has increased significantly due to higher production and limited despatches through monthly quota. As a mitigation, our Company has aggressively proceeded on exports under the MAEQ scheme and has substantially contracted allocated export quota of 179183 tonnes, of which it has exported around 27% of the quota in Q3 FY 20. The recent announcement of the Government, to reallocate export quota to mills that have completed 75% of their existing quantity of their initial MAEQ and have lifted 25% of their MAEQ for export, is a step in the right direction. Additionally, the Company is diverting B-Heavy*

*molasses at three of its sugar mills and Ethanol from B-Heavy molasses is being purchased from both of its distillery units. Consequently, 53% Ethanol will be produced from B-Heavy molasses in the current season.*

*While the Sugar season 2019-20 is expected to produce much lower volume of sugar - the latest estimates being ~ 26 million tonnes after considering lower sugar production of around 0.7-0.8 million tonnes due to diversion of B-heavy molasses and sugarcane juice for production of ethanol - the production may bounce back to 30+ million tonnes in the Season 2020-21 subject to normal monsoons. It seems that India will be a sugar exporting country at least in the next 2-3 years till Ethanol capacities are built up to consume surplus sugar production and we would need to gear up our export capabilities and incidental hedging processes.*

*Both the engineering businesses have performed in line with our expectation. The Water Business has registered better performance in terms of turnover & profitability on account of healthy carry forward order book which is under execution even though the order finalization has been slow during the period under review. The Gears business, during the period under review, has performed well in terms of turnover, profitability and the order booking. Overall, there is a positive traction in all our business segments.*

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*- ENDS -*

## **Attached: Details to the Announcement and Results Table**

### About Triveni Engineering & Industries Limited

Triveni Engineering & Industries Limited is a focused, growing corporation having core competencies in the areas of sugar and engineering. The Company is one amongst the largest integrated sugar manufacturers in India and the market leader in its engineering businesses comprising high speed gears, gearboxes, and water & wastewater treatment solutions. Triveni currently has seven sugar mills in operation at Khatauli, Deoband, Sabitgarh, (all in western Uttar Pradesh), Chandanpur, Rani Nangal and Milak Narayanpur (all in central Uttar Pradesh) and Ramkola (eastern Uttar Pradesh). While the Company's Gears manufacturing facility is located at Mysuru, the Water & Wastewater treatment business is located at Noida. The Company currently operates three grid connected co-generation plants and three incidental co-generation plants located across five sugar units and two molasses-based distilleries in U.P. India, located at Muzaffarnagar and Sabitgarh.

The Company produces premium quality multi-grade plantation white, refined and pharmaceutical sugar. All of the Sugar units are FSSC-2000:2010 certified. The sugar is supplied not only to household consumers but also to bulk consumers. The Company has supply chain relationship with leading multinational beverage, food & FMCG companies, pharmaceutical companies and leading confectionery producers. It also has a strong presence in branded sugar market through its brand "Shagun". The distillery at Muzaffarnagar has a flexible manufacturing process allowing it to produce Ethanol, Extra Neutral Alcohol (ENA), Rectified Spirit (RS) and Special Denatured Spirit (SDS) all of which are renowned for their high quality. The new distillery commissioned at Sabitgarh produces Ethanol. Triveni currently operates 104.5 MW grid connected co-generation capacity.

The Company delivers robust and reliable Gears solutions which cover a range of applications and industries to meet the ever-changing operating conditions and customers' requirements. The Company has become a dominant supplier to all major OEMs in the country, offering solutions to all industrial segments including Oil and Gas as per AGMA, API-

613 and API-677 standards. It remains the market leader in high-speed Gears and Gearboxes up to 70 MW capacity and speed of 70,000 rpm. The major product portfolio includes steam turbines, gas turbines, and compressor gearboxes under the High Power High Speed segment. In the Low Speed segment, the Company focuses on the gearboxes used in applications such as reciprocating pumps and compressors, hydel turbines, mill and extruder drives for metal, sugar, rubber and plastic industries, marine applications, etc. Its robust and reliable products are backed by 360-degree service solutions which minimise the downtime for its customers. The Company provides health monitoring services for all types of critical gearboxes, high speed and low speed, as well as maintains an inventory of dimension ready sites for immediate solution.

The Company is also one of the leading solutions providers for water treatment, wastewater treatment and the recycle of water. Advanced Solutions offered for total water management include turnkey / EPC, customer care, operations and maintenance, life cycle models such as Design, Build Own & Operate (DBOO), Design, Build Own Operate and Transfer (DBOOT), BOOT, equipment supply for unit processes like screening, grit separation, clarification and sludge handling. The Customer Care Division offers value added services for operation management and performance optimisation. The quality service offerings are tailored to customers' requirements, which in many cases form an integral part of the main contract - operations and maintenance, annual maintenance contracts, product & process audit, health check-up and overhauling, pilot experiments, refreshment, upgradation and automation of existing plants, spares and service consumables and chemicals and on-site training and assistance.

The turbine business of the Company, located at Bengaluru has been demerged through a scheme of arrangement into Triveni Turbine Limited (TTL) from the appointed date on 1<sup>st</sup> October 2010, and the same has become effective w.e.f. 21<sup>st</sup> April, 2011. Triveni Engineering & Industries Limited holds 21.85% equity capital of Triveni Turbine Limited.

For further information on the Company, its products and services please visit [www.trivenigroup.com](http://www.trivenigroup.com)

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**Note:** *Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward looking statements. Triveni Engineering & Industries Ltd. will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.*