



INTRODUCTION

SEPTEMBER 2021

A DIVERSIFIED GROUP



Formed in the 1930's, the Group has two listed companies that function in a variety of industries including: **Sugar, Fuel Ethanol, Water and Power Transmission**



The **\$700+ million diversified conglomerate** focusses on profitable growth driven by engineering efficiency, product development, technology and relationships bolstered by strong networks & relationships.



A significant portion of the investment in **2021** is in businesses: **Fuel ethanol, Indian Made Indian Liquor**



At its organizational core Triveni believes in a high level of **integrity** in relation to product, people and business practices.

GROUP PROFILE



TRIVENI ENGINEERING & INDUSTRIES LTD (TEIL)

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.

Our results over the years showcase sustainable business practices that fuel profits and constant innovation.

Our production quality ensures long term customers who have very strict requirements and demand best in class global Quality Control standards



17
Facilities

TRIVENI TURBINE LTD (TTL)

Triveni Turbines is the largest manufacturer of industrial steam turbines in the >5 to 30MW range globally*.

Our commitment is to customer service that goes above and beyond leading to very high retention rates and satisfaction scores.

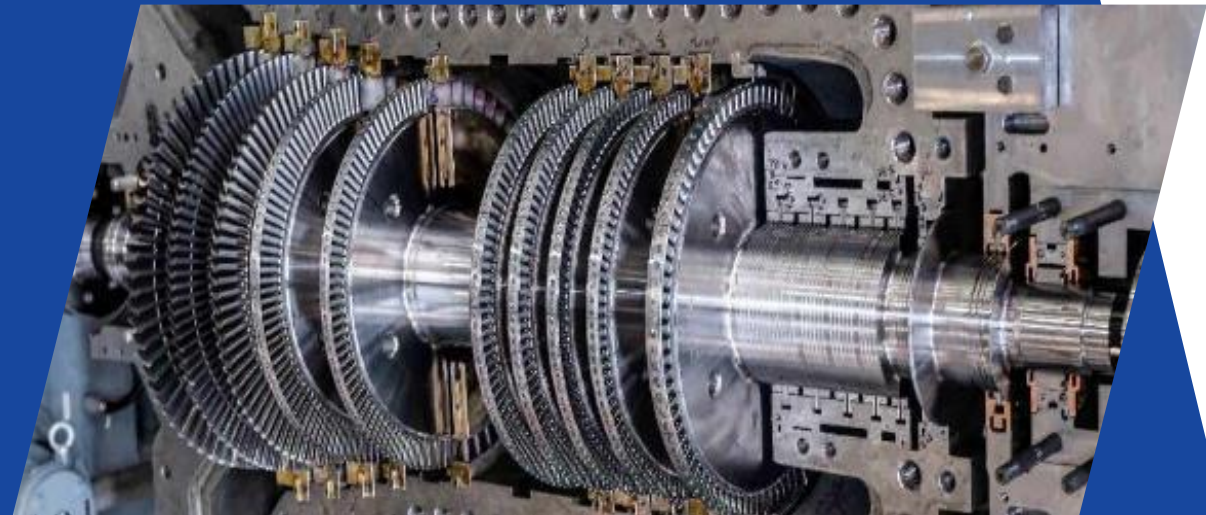
Continuous R&D allows us to stay ahead of the curve and provide world class solutions to customers.



5000
Installations



>70
Countries

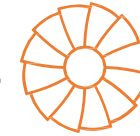


*As per McCoy Report based on no. of units

STRUCTURE

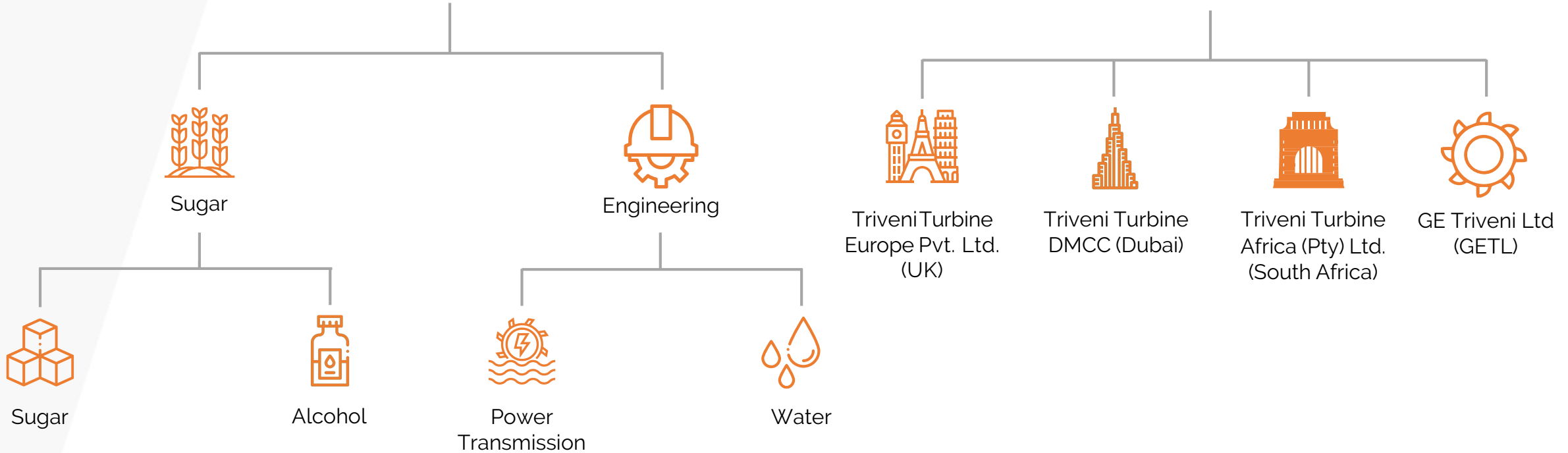


Triveni Engineering & Industries Limited



Triveni Turbine Limited

TEIL holds 21.8% of the equity in TTL →



BUSINESS LINES

Sugar



Sugar Business

One of the **largest** sugar manufacturers in India with **7 plants** in North India; 0.94 million tonnes (in SS 2020-21) sugar produced

Multi-grade - Large, Medium and Small Crystal - Sugar, Refined Sugar, Raw Sugar, Pharmaceutical-grade Sugar; **300K+ associated farmers**

6 co-generation plants with ~**100 MW¹** grid capacity; Power export to **Uttar Pradesh Power Corporation Limited (UPPCL)** – state owned power distribution company



Alcohol Business

2 plants with capacity of 320 KLPD² operating at ~100% utilization; 2 new plants (160 + 40 KLPD) being set up, taking overall capacity to 520 KLPD by Q4 FY 22

New 160 KLPD plant to be dual feed stock – 1st plant in India of such large capacity; Further expansion of 520 KLPD to 660 KLPD at an aggregate cost of approx. 100 crore by commencement of Sugar Season 2022-23

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

Engineering



Power Transmission Business

Largest engineered to order turbo gear manufacturer, **>80%³ Market share in High-Speed Gears in South & SE Asia; over 10.5K** installations globally across **70** countries

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**



Turbine Business

Largest manufacturer of Steam Turbines globally (>5 to 30MW), presence in **70+** countries

Strong R&D capabilities with focus product lifecycle optimization, plant engineering, cost optimization and futuristic energy tech

Most modern testing bed globally



Water Business

Innovative solutions designed to meet the specialised needs of industrial, municipal and specialised projects across sectors;

~10,000 Million Liters Per Day (MLD) water treated >2,000 process equipment supplied and commissioned; executed some of the largest projects in India

INDIA FOOTPRINT

~195K

**Hectare Area
under Sugarcane**

300K+

Farmer Network

61000+

**Tons per day
crushing capacity**

TEIL PLANTS

- Khatauli
- Ramkola
- Milak Narayanpur
- Sabitgarh
- Deoband
- Chandanpur
- Rani Nangal
- Muzzafarnagar

TRIVENI WATER PROJECTS

- Delhi
- Gurugram
- Noida (HQ)
- Agra
- Ludhiana
- Bhatinda
- Panchkula
- Jaipur
- Kochi
- Chennai
- Bengaluru
- Balotra
- Mathura

OUR SERVICE LOCATIONS

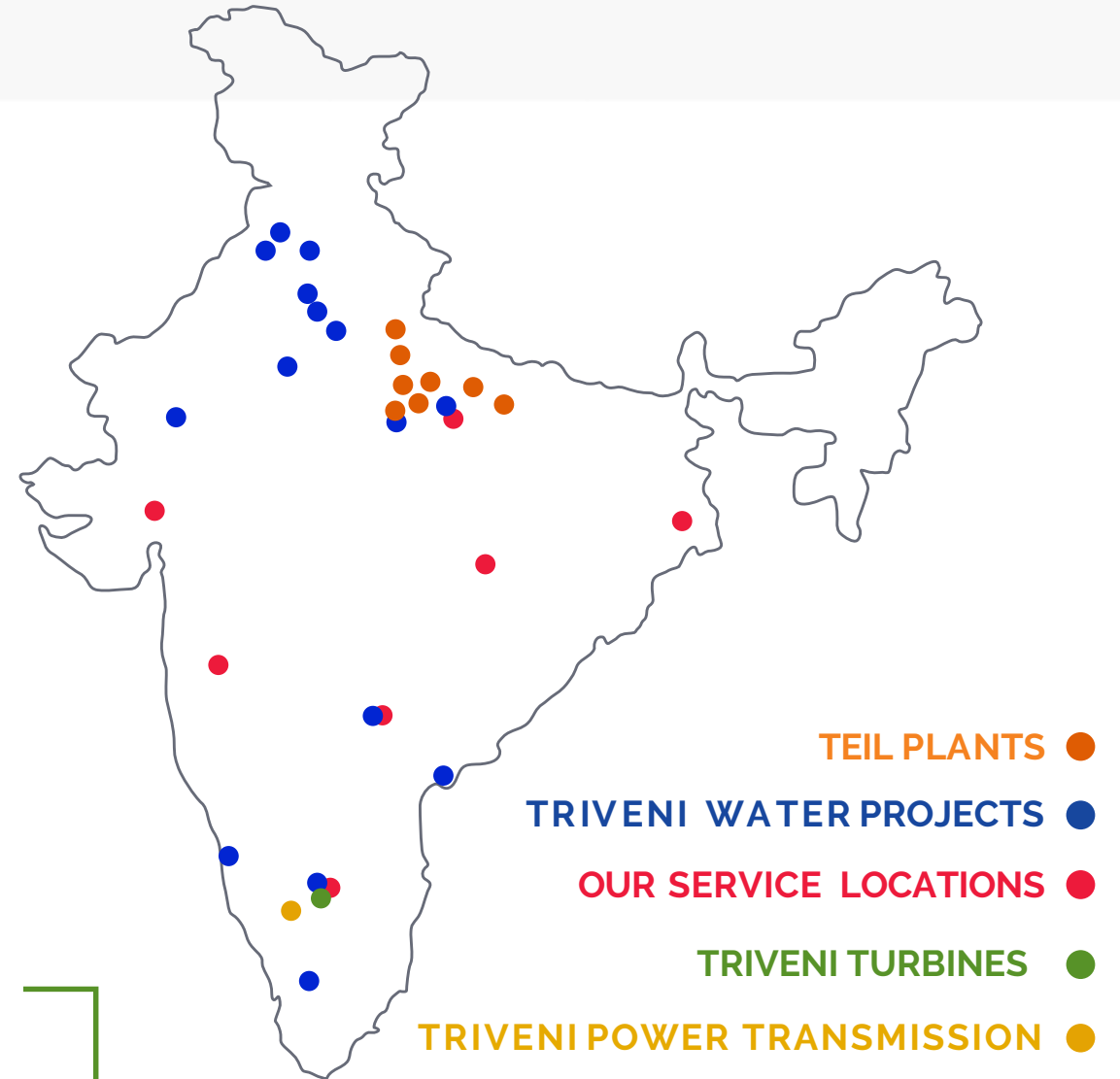
- Bengaluru
- Pune
- Kolkata
- Ahmedabad
- Prayagraj
- Raipur
- Hyderabad

TRIVENI POWER TRANSMISSION

- Mysuru

TRIVENI TURBINES

- Bengaluru



FOUNDING PRINCIPLES



Ethics

- Professional and transparent business practices
- Strong focus on Corporate Governance & Environmental Health and Safety (EHS)



Product Quality

- Best in class manufacturing
- Internationally benchmarked on quality standards



Technology

- Consistent R&D of technology to surpass customer needs
- Experienced team with an Innovation forward mindset



Strong Relationships

- Sustainable solutions that create a high degree of value for our customers
- Strong networks in place to enable smooth business operations



Sustainability

- Leadership in all our business lines with sustainability at the core
- Enabling Environmentally responsive operations

TRIVENI GROUP HAS GROWN BY FOCUSING ON QUALITY



Strong Revenue Growth

~2X

**Revenue growth
(FY16-21)**



Faster EBITDA Growth

~2.3X

**EBITDA growth
(FY16-21)**



Consolidated revenue from operations; for TEIL it is net of excise duty
EBITDA (before share of associates and exceptional items)

KEY MANAGEMENT



Dhruv M. Sawhney
Chairman &
Managing Director



Tarun Sawhney
Vice Chairman &
Managing Director
TEIL



Nikhil Sawhney
Vice Chairman &
Managing Director
TTL



Arun Mote
Executive Director
Triveni Turbine Ltd.



Suresh Taneja
Group CFO



Sameer Sinha
President
Corporate Planning &
Sugar Business
Group, Co-products



B K Agrawal
President
(Corporate)



Geeta Bhalla
Group Vice President
and Company Secretary



Akash Premsen
Vice President
Strategy



Rajiv Rajpal
CEO
Power Transmission



Kamal Verma
CEO
Water Business



Sanjeev Asthana
Vice President
(Human Resource)



Prateek Kumar
Group Chief
Legal Officer



M. Prakash
Vice President
Distillery



Surabhi Chandna
General Manager
(Investor Relations
& Value Creation)

FINANCIAL HIGHLIGHTS FY'21

TRIVENI ENGINEERING & INDUSTRIES LTD

Revenue



INR 47.03 B
\$ 643.1 M

EBIT



INR 5.11 B
\$ 69.87 M

AA- long-term and A1+ short-term
rating accredited by ICRA



TRIVENI TURBINE LTD

Revenue



INR 7.03 B
\$96.11 M

EBIT



INR 1.5 B
\$ 20.04 M

AA- long term with positive outlook and
A1+ short term rating accredited by ICRA

MANUFACTURING EXCELLENCE



Triveni has engineering roots and constantly invests in **world-class technology** to ensure premium quality with faster deliveries at an **optimized cost** for our products & services. We employ **industry 4.0** best practices to keep striving to optimize.

Our associations with some of the leading **Global Design houses, Academic Institutions** and **manufacturers** have enabled us to provide the foremost services/end products to our customers.

With the change in the macro business environment, we have embarked aggressively on a transformational journey to embrace the new ecosphere by embedding **Digitalization in our business processes.**

Cost Management & Efficiencies are in our DNA which helps us to maintain leadership.



With the slew of customers relationships we have maintained over the years a commitment to **EHS is part of our ethos.**

We are not only compliant but believe in going **above and beyond to be world-class.** Our operations run safe, healthy and provide a clean environment for our employees and community.

Conducting periodically EHS audits and investigating EHS incidents and taking corrective and preventive actions are integral to us. We have proven this time and time again.

Both the Distillery facilities of the Company are eco-friendly and zero liquid discharge plants.

TRIVENI'S BACKBONE IS R&D.



SUGAR

1. Triveni's **Sugarcane Development Program** is a key propeller of its socially and financially inclusive growth strategy.
2. Increasing farm-level productivity considerably by using **new technologies**
3. We do continuous monitoring through **real-time data capturing**, which leads to on-time and faster decision-making.
4. Focus on optimising cut-to-crush time for maximizing the recoveries



POWER TRANSMISSION

1. **New Product Development** of 40 MW high power high speed test-rig gearbox for Compressor Testing, Development of High power gearbox with horizontal shaft vertical offset having Hybrid bearing design for hydro power generation application, Development of 3 stage Planetary gear box series for sugar mill application.
2. Gear **Design Software Development** for Gear sizing , finding tooth and shaft deflection, thermal and mechanical movement of shaft, interference fit and moment of inertia.
3. Development of Numerical model to estimate growth and distortion of large gear wheels during Heat Treatment



ALCOHOL

1. **High Brix fermentation** with recycling of Spent wash & spent lees (distillery effluents) to reduce effluent generation.
2. Alco Chemical Complex, Muzaffarnagar is the first unit in UP which has obtained certificate from the FSSAI for manufacture of RS (P) and ENA, **Carbon Dioxide Capturing Unit and an Ash Granulation Plant setup** at Sabitgarh distillery.



WATER

1. **Moving Bed Bio Reactor** – Technology arrangement with Aqwise (Israel).
2. **Sequential Batch Reactor** – Technology arrangement with GAA of Germany and Premier Tech of Canada.
3. **Activated Sludge Process (ASP).**
4. Conventional Technologies Filters – **Sand or Membranes High rate Clarifiers.**
5. **Anaerobic / Anoxic / Oxic (A2O) and Membranes.**



TRIVENI TURBINES

1. Development of high pressure-high temperature **Compact Reaction Turbines from 5-60 MW**. This consolidates years of proven technical features on a common, modular platform.
2. Development of **80 MW Direct Drive Turbine** for power generation application. This is offered in both air-cooled (ACC) or water-cooled condensing (WCC) mode.
3. Development of **three-dimensional LP blade designs** to minimize power losses, and thereby improve efficiency by allowing low pressure steam to expand. This design is also developed for both air-cooled (ACC) or water-cooled condensing (WCC) mode.

GROUP STRENGTHS



Deep understanding of agri-ecosystem & access to bagasse at scale

- **300K+ sugarcane farmer base with ability to expand further** – relevant for sourcing high raw material for operations
- **Deep agri expertise leading to higher sugarcane yields for farmers**
 - Ability to work with farmers to increase yield and thereby supplies to own units



Deep expertise in discrete and process manufacturing

- **Scale ethanol business**
 - Throughput of over 100 million Liters per annum from **2 plants**, currently **operating at 100% utilization**
- **Highly efficient sugar manufacturing** (relative to peers), with strong focus on operational efficiency
- **Strong focus on Environment/ Health/ Sustainability,**
- Expertise in **discrete mfg.** e.g., scale turbines and gears businesses



Expertise in setting up manufacturing plants

- **Capability in optimally planning, constructing & commissioning manufacturing plants**
 - Diversified portfolio of 17+ facilities across businesses
 - All recent projects commissioned in record time, with best-in-class facilities and less than industry avg. capex
- **Ability to work effectively with govt. bodies** enabling on-time commissioning of capital projects



Ability to create market in India leveraging strong existing relationships

- Ability to create new markets in India by leveraging **strong relationships with MNCs based in India, major Indian conglomerates & large Indian companies**
 - > F&B/ FMCG: Coca Cola, Pepsi, United Breweries, Perfetti, Yakult, Danone, etc.
 - > Others: Siemens, Sulzer, etc.
- Experience with **developing B2C brands** (Triveni Brands: Shagun, GERM CARE)



Strong financials, ability to invest and partnership experience

- **Strong financials of the conglomerate**, with ~2x growth in revenues, ~2.3x growth in EBITDA (FY 16 - F 21)
- **Focus on scale expansion**, with regular investments in upgrading existing plants, and smaller investments (planned) in the Alco-Bev space
- **Alliances with world's leading global firms** across Europe and the US e.g. Lufkin, etc.



Experience of working with Govt. – State and Central

- **Compliant group with ability to work effectively with State and Central Govt. in highly regulated markets**
- **Extremely well networked with government bodies & Associations** like CII (Confederation of Indian Industries), etc.

An entrepreneurial mindset coupled with the above capabilities enable Triveni to quickly and effectively tap business opportunities

WHAT THEY SAY ABOUT TRIVENI...

Rasna

"askilled team of sales professionals to ensure timely supplies with impeccable quality standards"

Coca-Cola

"a trusted sugar company managed by team of professionals to ensure timely supplies with good quality standards that match international trends"

India Glycols Limited

"Best in Indian Manufacturers"

Ambuja Cement

"Triveni Gears products are excellent"

Siemens

"Reliable execution partner who has excellent reach to the customer"

India Oil

"Efficient, gracious customer service"

Yakult

"unmatched sugar quality, ethics and professionalism with high degree of transparency"

IPRC

"Best Quality Products"

OUR BRANDS: BUILDING COMPETENCE

Since 2003



ShagunTM

WHITE CRYSTAL SUGAR

Since 2021

Since 2020



Sanitizer

Since 2020




IMIL Brands

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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.

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THANK YOU