



# INSPIRED ENGINEERING

## TRIVENI GROUP INTRODUCTION

JANUARY 2023

# 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, Power Transmission and Industrial Steam Turbines**



The ~**\$678 million diversified conglomerate** focusses on profitable growth driven by engineering efficiency, product development, technology and relationships bolstered by strong networks & relationships.

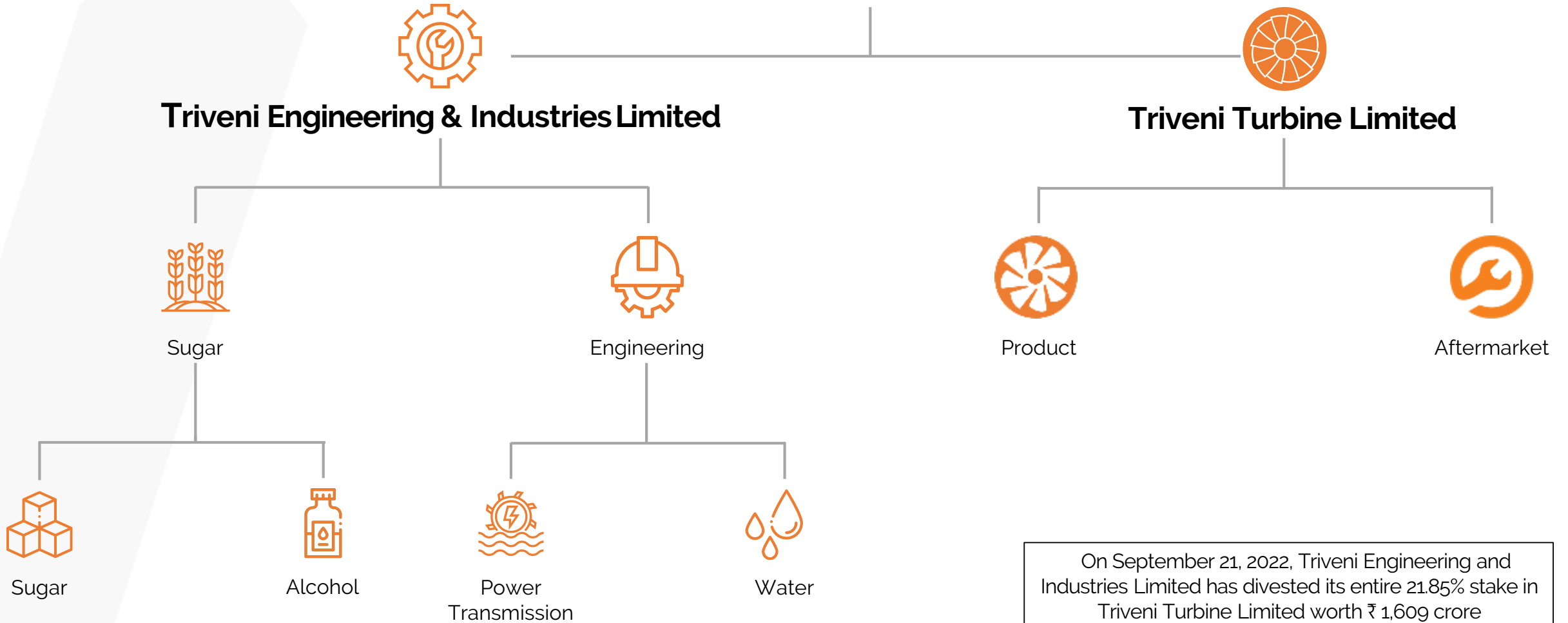


**INR 210 crore** investments are planned in FY 23 towards Sugar and Power Transmission businesses; **INR 460 crore** investment planned to set up two new dual feedstock distilleries with an aggregate capacity of **450 KLPD** raising total distillation capacity to **1110 KLPD**



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

# STRUCTURE



On September 21, 2022, Triveni Engineering and Industries Limited has divested its entire 21.85% stake in Triveni Turbine Limited worth ₹ 1,60g crore

# 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



**18+**  
Facilities

## TRIVENI TURBINE LTD (TTL)

TTL provides innovative, robust, reliable and efficient end-to-end industrial steam turbine solutions for power generation and Combined Heat and Power (CHP) generation applications upto 100MW

One of the largest manufacturer of industrial steam turbines in the >5 to 30MW range globally\*

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

Supporting customers with Aftermarket requirements for turbines of own make & also makes of other companies



**5000**  
Installations



**75**  
Countries



# BUSINESS LINES

## Sugar



### Sugar Business

One of the **largest** sugar manufacturers in India with **7 plants** in North India; 0.89 million tonnes (in SS 2021-22) 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 MW<sup>1</sup>** grid capacity; Power export to **Uttar Pradesh Power Corporation Limited (UPPCL)** – state owned power distribution company



### Alcohol Business

**4 plants with capacity of 660 KLPD<sup>2</sup>**

Milak Narayanpur: Multi-feed Distillery 200 KLPD on molasses/syrup  
Sabitgarh: 200 KLPD Distillery on molasses

Muzaffarnagar: 260 KLPD aggregate capacity with 200 KLPD multi-product distillery & a 60 KLPD grain-based distillery

Produce Fuel-grade ethanol and Extra Neutral Alcohol, which is used to produce high quality potable alcohol

World-class technology employed to achieve Zero Liquid Discharge (ZLD)

Strong Environment/ Health/ Sustainability capabilities and adherence to standards

## Engineering



### Power Transmission Business

Dominant market player in the engineered-to-order turbo gear manufacturer in India.

**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

**Among the top 3 manufacturer of Steam Turbines globally**( >5 to 30MW), presence in **75** countries

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

**One of the most modern testing bed globally**

**Network of global representative offices manned by experienced & qualified engineers**



### 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 >1,200 installations** are successfully operating in various segment-infrastructure, industrial & municipal.

# INDIA FOOTPRINT

**~206K**

**Hectare Area under Sugarcane**

**300K+**

**Farmer Network**

**~61000**

**Tons per day crushing capacity**

### TRIVENI POWER TRANSMISSION

- Mysuru

### TRIVENI TURBINES

- Bengaluru

### TEIL PLANTS

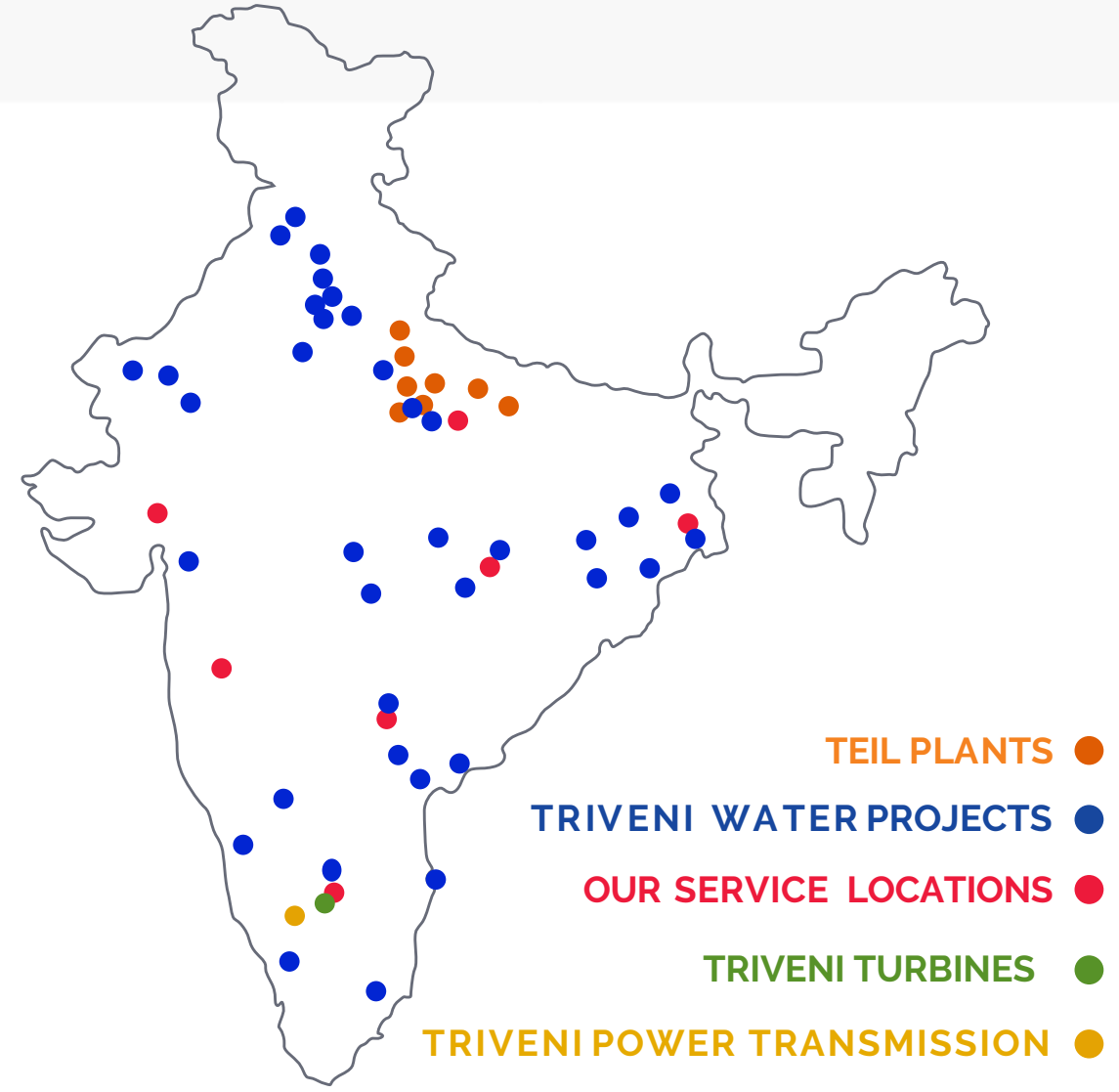
- Khatauli
- Ramkola
- Milak Narayanpur
- Sabitgarh
- Deoband
- Chandanpur
- Rani Nangal
- Muzzafarnagar

### TRIVENI WATER PROJECTS

- Delhi
- Gurugram
- Ludhiana
- Bhatinda
- Jharkhand
- Chhattisgarh
- Maharashtra
- Haryana
- Rajasthan
- Punjab
- Telangana/ Andhra Pradesh
- Panchkula
- Jaipur
- Kochi
- Chennai
- Bengaluru
- Uttar Pradesh
- Karnataka
- Gujarat
- West Bengal
- Orrisa
- Tamil Nadu

### OUR SERVICE LOCATIONS

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



# 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  
(FY16-22)



Faster EBITDA Growth

~2.6X

EBITDA growth  
(FY16-22)





# 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**  
CEO  
Sugar Business  
Group



**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'22

## TRIVENI ENGINEERING & INDUSTRIES LTD

Revenue



INR 42.9 B  
\$ 565.3 M

EBIT



INR 5.8 B  
\$ 75.9 M

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



## TRIVENI TURBINE LTD

Revenue



INR 8.5 B  
\$ 112.3 M

EBIT



INR 1.7 B  
\$ 22.6 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.

# ENVIRONMENT/HEALTH/SAFETY



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 particularly through extensive usage of various IT tools/enablers and superior cultivation/planting methods.
3. We do continuous monitoring through real-time data capturing, which leads to on-time and faster decision-making.
4. Extensive propagation/replacement through other high yielding and high sugared varieties to reduce dependency on single variety, i.e. Co- 0238.
5. Focus on optimising cut-to-crush time for maximizing the recoveries through GPS based monitoring of the transport of cane from out-centres to the factory.



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.
6. Common Effluent Treatment Plant with Zero Liquid Discharge (ZLD) with Thermal Evaporators for Sustaining Industries
7. Seawater Desalination Plants
8. Tertiary Treatment Plants with Recycling

# TRIVENI'S BACKBONE IS R&D.



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.



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



TRIVENI TURBINES

1. Advancement in turbine blade path with more aerodynamic profiles resulted in higher efficiency and power dense turbine models with lower foot print benefiting customers on both OPEX and CAPEX fronts.
2. Delivery of specialised double extraction turbine at high pressure and temperature upto 55 MW for chemical process applications. These turbines are available in both radial and axial exhaust versions.
3. Development of high efficiency and high swallowing capacity Low pressure blade module. These solutions enable Triveni Turbines to offer bigger power turbines to high vacuum applications for export markets (esp. in cold countries).

# 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 200 million Liters per annum from **4 plants**
- **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 18+ 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, Triveni Sugar)



Strong financials, ability to invest and partnership experience

- **Strong financials of the conglomerate**, with ~2x growth in revenues, ~2.6x growth in EBITDA (FY 16 - F 22)
- **Focus on scale expansion**, with regular investments in upgrading existing plants, and smaller investments (planned) in the Alco-Bev space .



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**

"a skilled 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 CUSTOMER DELIGHT

Since 2003



**Shagun**<sup>TM</sup>

WHITE CRYSTAL SUGAR

Since 2021



Since 2022



FOR INDIA'S SWEET TRADITIONS  
PREMIUM CRYSTAL SUGAR  
PREMIUM BROWN SUGAR

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.

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THANK YOU