



Triveni Turbine Limited (TTL) is committed to delivering consistent value to all stakeholders – from customers and investors, to suppliers, partners, associates, employees and the society at large.

The Company's value proposition, which is rooted in its organisational and operational philosophy, extends beyond geographical boundaries, synchronising with the expanding reach of the organisation. It encompasses the entire spectrum of the products and services, with customised solutions structured to drive mutual benefit.



The Company's value-centric approach is limited neither by regional or national requirements, nor by the fine lines that distinguish the needs of its various stakeholders. Instead, it is steered by a vision that perceives every stakeholder, across borders, as a partner, thereby ensuring collective and far-reaching progress for all.



DELIVERING VALUE THROUGH NUMBERS

About
60%
market share
in India
consistently



Over
2,500
steam turbines
installed

Over
11 GW
of power
generation
capacity created



Presence
in over
50
countries



22%
growth in total
consolidated
income



19%
growth in
consolidated
Profit after Tax



21%
growth in
consolidated
order booking

49%
growth in
consolidated
exports order
booking



DELIVERING SUSTAINED VALUE FOR CUSTOMERS

With its robust, reliable and efficient steam turbine solutions, TTL delivers unmatched value to its customers globally. Its design, manufacturing and supply chain capabilities extend beyond quality products to encompass an exceptional range of spares & services, as well as refurbishment, thereby creating a holistic value proposition going beyond geographical and stakeholder boundaries.

Delivering value through extensive product range



Steam turbines up to 30 MW range

- Condensing Steam Turbines (Straight Condensing, Extraction Condensing, Bleed Condensing, Injection Condensing)
- Back Pressure Steam Turbines (Straight Back Pressure, Extraction Back Pressure, Bleed Back Pressure)

Steam turbines above 30 to 100 MW range (GE Triveni products)

- Condensing Steam Turbines (Uncontrolled Extraction, Controlled Extraction)
- Back Pressure Steam Turbines (Uncontrolled Extraction, Controlled Extraction)

Value-led services



The Company's value delivery goes beyond products and it has in place a comprehensive and customised service network to provide fast and reliable on-site services with short lead times. Its extensive O&M expertise enables it to deliver excellent and efficient solutions to help its customers maintain their products through sustained operational efficiencies at minimal cost.

Quick delivery of quality spares is another key value proposition offered by the Company to its customers.

Delivering value through manufacturing prowess



The Company has a world-class manufacturing facility designed to deliver products adhering to stringent global quality standards. Its manufacturing services are designed to deliver high-end quality to its customers, with engineered-to-order, innovative product designs. The products are evolved to function with an agility that ensures high levels of efficiencies and the robustness to withstand fluctuating and rough conditions.

Value-driven partnership



TTL's subsidiary company, GE Triveni Limited (GETL), is a joint venture with General Electric, which has helped expand the organisation's value compass across new frontiers of growth. GETL designs, supplies and services steam turbines above 30 MW to 100 MW generating capacity. Benchmarked to international standards, the turbines are marketed globally under the "GE Triveni" brand.



With customers at the core of its business philosophy, TTL is continuously scaling up its engagement with clients to ensure enhanced value delivery in the form of quality products and improved service.

CREATING AN INNOVATIVE ECO-SYSTEM TO BOOST STAKEHOLDER VALUE

At the centre of the Company's value-oriented business philosophy is its focus on creating a holistic eco-system that strives to enhance value for each of its stakeholders, from customers to employees, partners and investors.

Leading the creation of this eco-system is a strong R&D team, which is continuously engaged in innovating new processes and systems to augment operational and cost efficiencies. The R&D function is also focussed on refining the Company's product and service delivery to ensure less time to market with higher cost efficiencies, translating into better value not only for the customers but also for partners, investors and shareholders. TTL has been awarded National IP Award for Top Organisation for Design in 2016.

Enhancing value for employees

The value-focussed eco-system extends to the Company's own people through a host of capability building, knowledge upgradation and career progression programmes that are aligned to its goals. TTL believes in providing ample learning opportunities for its employees, with whom it remains engaged at various levels to ensure their continuous improvement. Technological empowerment of employees, coupled with a culture to promote employee health and safety, are other key facets of TTL's value creation focus.





Building value-enabled partnerships



Supply chain being a vital component of its value chain, TTL is regularly investing in building strong relationships with its supply chain partners through focussed initiatives to enable better cost control, quality, delivery time, reliability, working capital management and transparency. To keep its partners aligned to the Company's business, TTL regularly shares with them its annual business plan, new product developments and market projections. It provides its partners with training to improve their manufacturing processes and reduce rejections, thus ensuring that they remain aligned to global standards of quality. The suppliers benefit through enhanced value resulting from these structured initiatives.

Generating social value



The Company strongly believes that an organisation's value culture should enable long-term sustenance and growth. Aligned to this belief, it has developed a value system that extends beyond its own people, customers and partners to encompass the society at large. TTL has a structured Corporate Social Responsibility programme in place to create long-term value for the communities around which it operates.

Continuously maintaining high shareholder returns matrix - ROE at 39% and ROCE at 59%. Going forward, the Company shall continue to strengthen its focus on augmenting stakeholder value through prudent initiatives across its business fabric.

CREATING A GLOBAL MATRIX OF VALUE

TTL's value matrix has a global appeal, reaching out to people across geographical borders. Benchmarked to global quality standards, its product and service solutions are designed to provide exceptional solutions to customers in more than 50 countries around the world.



Expanding geographical footprints

Encouraged by the growth in its international business, the Company is continuously expanding its footprint to new markets while consolidating its presence in the existing markets. Steered by this strategic approach, it is working to augment its market position in Europe, South Africa, the Middle East and South East Asia. With its foray into the new markets of Latin America and Africa, along with some new regions in Europe, the Company sees higher value creation in its exports business going forward.



Reinforcing the aftermarket global expansion

With a network of service centres strategically located in close proximity to customer locations, the Company has developed a strong value-driven aftermarket model which ensures smooth commissioning of turbines, backed by speedy service proposition to customers worldwide. The physical presence of representatives and engineers in the UK, Middle East, Indonesia and South Africa has helped nurture an effective aftermarket service orientation for the Company. Refurbishment of turbines of other makes has also started delivering value, particularly in international markets.

The frontiers of global growth that TTL sees ahead are wide and extensive, and it is well positioned to leverage its core experience and expertise to drive greater value creation in its international business.