Triveni Group Organisation Structure

- **Triveni Group**
  - **Triveni Engineering & Industries Ltd. (TEIL)**
  - TEIL holds 21.8% of the equity in TTL
  - **Triveni Turbine Ltd. (TTL)**

- **Sugar Businesses**
- **Sugar Business**
- **Co-generation Business**
- **Distillery Business**
- **Sugar Business**

- **Engineering Businesses**
- **Gears Business**
- **Water Business**
- **Triveni Turbines Africa Pty Ltd**
- **Triveni Turbines DMCC (TTD)**
- **Triveni Turbines Europe Pvt. Ltd. (TTEPL)**

- **GE Triveni Ltd. (GETL)**

50% plus one share
The world’s largest manufacturer of steam turbines up to 30 MW range for providing industrial & renewable power solutions

Over 4000 steam turbines installed globally

Over 13 GW power generation capacity

Presence in over 70 countries

Market leadership position in India, with around 60% market share for a decade

A majority stake Joint Venture with GE - GE Triveni Ltd, for the range above 30 MW to 100 MW

*According to McCoy Power Report 2018
Global Footprint

CAGR of 17% in Exports sales in past 5 years
Reliable & Robust Turbines

Robust back-pressure and condensing steam turbines up to 100 MW that work across a wide range of pressure and flow applications with choice of Impulse and Reaction technology.

Upto 30 MW

Condensing Steam Turbines
- Straight Condensing Type
- Extraction Condensing Type
- Bleed Condensing Type
- Injection Condensing Type
- Double Extraction Condensing

Back Pressure Steam Turbines
- Straight Back Pressure Type
- Extraction Back Pressure Type
- Bleed Back Pressure Type

Above 30 MW to 100 MW

Condensing Steam Turbines
- Uncontrolled Extraction
- Controlled Extraction
- Reheat Turbines
- Injection condensing Turbines

Back Pressure Steam Turbines
- Uncontrolled Extraction
- Controlled Extraction
Industries & Applications

Sugar
Palm Oil
Biomass Power
Distillery
Oil & Gas
Cement
Paper
Textile
Waste to Energy
Food
Chemical
Steel
IPP – Barge Mount
Carbon Black
District Heating
Infrastructure

Two state-of-the-art facilities equipped to provide manufacturing of critical components, assembly, testing and refurbishing services.

Latest design tools and software to deliver innovative solutions to customers.

Current Certifications

ISO 9001-2008
ISO 14001-2008
AS9100D
Quality Assurance

Our products meet the most stringent International quality standards:

- Ultrasonic Test
- Magnetic Particle Test
- Radiography
- Zyglo Test
- Casing Hydro Test
- Thermal Stability Test
- Sound Level Measurement
- Profile Measurement Through CMM
- Low Speed Dynamic Balancing
- Full Speed Vacuum Tunnel Balancing
- Natural Frequency Test
- Alignment Check
- Full Speed Mechanical Steam Run Test
- Governor Response
- Vibration Measurement

ISO 9001
QMS & ISO 14001 EMS standards

IEC, BS, API, NEMA, DIN, ASME, CE, PED, AGMA, TEMA, HEI

Industry Best Practices
Digital Infrastructure

IT Enabled Operations and Reporting capturing OEE and operator efficiency

Business Software
- SAP – HANA
- Salesforce.com
- Primavera
- IOT – Fleet RMD
- IOT- CNC shop
- ITO- Cost tools
- OTR- Primavera

Technical software
- CFX
- ANSYS
- Concepts Aero Suite
- Dyrobes, ARMD
- PLM-Teamcentre
- Pro-E, Unigraphics
- Ax-turbo
- MISES
- Thermoflow, Gatecycle
- Matlab
Design & Development

Cutting edge products with minimum lifetime ownership cost; Customer focused R&D; Extensive in-house tests and field validation programs

- Experienced design team with structural, Aero domain experts
- Proven modular building blocks extensively tested for product life cycle performance
- Customer Capex and Opex optimisation with extensive operability benefits
- Association with world-renowned design houses and academia - IISc., Cambridge, Polimi, Impact Tech. (Lockheed Martin), Concepts NREC, USA

- Innovative product development concepts such as design to cost, QFD, FMEA techniques, DOE
- Advanced CFD, FEA, Neural network based algorithms employed for aero performance and product reliability maximisation
- Customised Plant Engineering solutions with PLM, SAP, advanced CAD/CAE
- The advanced R&D product program has over 60 field proven models/variants
- Customised product based on modular building blocks
- Maximising efficiency and reliability by advanced aero blade-path
- Customer focused CAPEX/OPEX optimised product/plant designs
- Service solutions focused on turbine uptime maximisation
- Cost-out programs with competent product engineering
- R&D on futuristic energy technologies such as Super critical CO2 power blocks.
360° Customised Service Portfolio

For every turbine served throughout its lifecycle

- Customised Service Solutions
- Total Customer Satisfaction
- High Repeat Customers Orders

- AMCs for Steam Turbines
- Re-engineering
- OEM Expertise

- Health Survey & Condition Assessment
- Reverse Engineering
- Latest Equipment

- Efficiency restoration
- Overhauling
- Highly Skilled Team
Triveni’s Refurbishment Business targets all makes of Turbo-machinery globally

Rotating Equipment Experts who set the GOLD STANDARD in Refurbishing.
Triveni Touch: Remote Monitoring & Diagnostics

- Risk Mitigation
- Outage Reduction
- Fact-Based Decision Making
- Cyber Security
- Steam Dynamics Monitoring (CDM)
- OnSite Support* Remote Turbine Controls Diagnostics
- Blade Health Monitoring (BHM)

Monitoring KPIs

- Turbine Performance
- Commercial KPI
- Power Generation
- Power imported and exported
- System Performance
- Utility Downtime
- Health Tracker
- Steam to Process and related inefficiency
- Specific Steam Consumption
- Exhaust Steam Quality
- Cost of power import and export
- Power Generation Cost
- Cost of power import and export

Exhaust Steam Quality

System Performance

Utility Downtime

Health Tracker

Steam to Process and related inefficiency

Specific Steam Consumption

Power Generation

Power imported and exported

Commercial KPI

Turbine Performance

Monitoring KPIs

Power Generation Cost

Cost of power import and export
The industrial power generation market represents the decentralised and captive power generating industry. Three principal segments that generate demand in both domestic as well as the export market are:

- **Industrial capital expenditure** – Both greenfield and brownfield co-generation based captive power plants
- **Opportunity based sale of power to the grid** by captive units
- **Renewable Energy** – Small-scale renewable-based Independent Power Producers, agro-based co-generation and renewable waste-heat
Financial Performance

Note: * Consolidated

<table>
<thead>
<tr>
<th></th>
<th>FY 15</th>
<th>FY 16*</th>
<th>FY 17*</th>
<th>FY 18*</th>
<th>FY 19*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Sales (₹ million)</td>
<td>6255</td>
<td>7129</td>
<td>7446</td>
<td>7511</td>
<td>8400</td>
</tr>
<tr>
<td>PBT</td>
<td>1356</td>
<td>1634</td>
<td>1803</td>
<td>1463</td>
<td>1462</td>
</tr>
<tr>
<td>PBT Margins (%)</td>
<td>21.7</td>
<td>22.9</td>
<td>24.2</td>
<td>19.5</td>
<td>17.4</td>
</tr>
</tbody>
</table>

Note: * Consolidated
Q3/9M FY 20 Financial Performance (Consolidated)

- During the nine months period under review, the turnover is higher by 11% as compared to corresponding period of last year with domestic sales showing a growth of 24% while the international sales was marginally lower by 2%.
- In 9M FY 20, the turnover for aftermarket at ₹ 1.51 billion was lower 5% in comparison to the corresponding period of previous year.
- The share of aftermarket sales to total sales in 9M FY 20 is 23% as against 27% during 9M FY 19.
- The order intake in Q3 FY 20 registered growth of 11% whereas order in-take for 9M FY 20 at ₹ 6.36 billion was more or less similar to corresponding period of previous year.
- The overall consolidated closing order book as on 31st December 2019 stood at ₹ 6.94 billion.
- The Company currently has orders and installations from over 70 countries and some of the segments of focus are biomass, paper, process and sugar cogeneration and palm oil apart from the newly entered segments of waste-to-energy, combined cycle, oil & gas segment etc.
Q3/9M FY 20 Financial Performance (Consolidated)

<table>
<thead>
<tr>
<th></th>
<th>Q3 FY 20</th>
<th>Q3 FY 19</th>
<th>% Change</th>
<th>9M FY 20</th>
<th>9M FY 19</th>
<th>% Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue from Operations</td>
<td>2030</td>
<td>2113</td>
<td>-4%</td>
<td>6639.6</td>
<td>6003.4</td>
<td>11%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>440.7</td>
<td>377.2</td>
<td>17%</td>
<td>1490.3</td>
<td>1219.1</td>
<td>22%</td>
</tr>
<tr>
<td>EBITDA Margin</td>
<td>22%</td>
<td>18%</td>
<td></td>
<td>22%</td>
<td>20%</td>
<td></td>
</tr>
<tr>
<td>Depreciation &amp; Amortisation</td>
<td>50.4</td>
<td>52.8</td>
<td>-5%</td>
<td>151.7</td>
<td>148.6</td>
<td>2%</td>
</tr>
<tr>
<td>PBIT</td>
<td>390.3</td>
<td>324.4</td>
<td>20%</td>
<td>1338.6</td>
<td>1070.5</td>
<td>25%</td>
</tr>
<tr>
<td>PBIT Margin</td>
<td>19%</td>
<td>15%</td>
<td></td>
<td>20%</td>
<td>18%</td>
<td></td>
</tr>
<tr>
<td>Finance Cost</td>
<td>6.8</td>
<td>3.3</td>
<td></td>
<td>25.2</td>
<td>3.8</td>
<td></td>
</tr>
<tr>
<td>PBT</td>
<td>383.5</td>
<td>321.1</td>
<td>19%</td>
<td>1313.4</td>
<td>1066.7</td>
<td>23%</td>
</tr>
<tr>
<td>PBT Margin</td>
<td>19%</td>
<td>15%</td>
<td></td>
<td>20%</td>
<td>18%</td>
<td></td>
</tr>
<tr>
<td>Share of Profit of JV</td>
<td>-11.5</td>
<td>12.2</td>
<td></td>
<td>65.9</td>
<td>8.7</td>
<td></td>
</tr>
<tr>
<td>PBT with share of profit of JV</td>
<td>372.0</td>
<td>333.3</td>
<td>12%</td>
<td>1379.3</td>
<td>1075.4</td>
<td>28%</td>
</tr>
<tr>
<td>PBT Margin</td>
<td>18%</td>
<td>16%</td>
<td></td>
<td>21%</td>
<td>18%</td>
<td></td>
</tr>
<tr>
<td>Consolidated PAT</td>
<td>270.7</td>
<td>228.3</td>
<td>19%</td>
<td>1080.0</td>
<td>719.6</td>
<td>50%</td>
</tr>
<tr>
<td>Consolidated PAT Margin</td>
<td>13%</td>
<td>11%</td>
<td></td>
<td>16%</td>
<td>12%</td>
<td></td>
</tr>
<tr>
<td>EPS (₹/share)</td>
<td>0.84</td>
<td>0.69</td>
<td></td>
<td>3.34</td>
<td>2.18</td>
<td></td>
</tr>
</tbody>
</table>

₹ in million

Triveni TURBINES
• Triveni Turbine Ltd. formed a 50:50 Joint Venture with a GE affiliate on 15th April 2010. GE Triveni Ltd. (GETL) headquartered in Bengaluru, a subsidiary of TTL, designs, 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 gets technology and on-going R&D support from GE and TTL and use TTL’s Bengaluru facility for turbine manufacturing
• During 9M FY 20, GETL received orders worth ₹ 829 million while it achieved a total revenue of ₹ 1170 million with a profit after tax of ₹ 158 million.
• In June 2019, Triveni has filed a petition before the National Company Law Tribunal and the matter is sub judice.
• This is not affecting the Company’s current business.
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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 Turbine Ltd. makes no representation as to their accuracy or that the company subscribes to those views / findings.