Registered office: A-44, Hosiery Complex, Phase-II, NOIDA 201 305, Uttar Pradesh
Corporate office: Express Trade Towers, 8th floor, Plot No.- 15-16, Sector 16A, Noida 201301
Manufacturing Facility: 12A, Peenya Industrial Area, Peenya, Bengaluru 560 058
CIN : L29110UP1995PLC041834

For immediate release

- ***FY 17 Key Highlights:***

  - ***Net Income from Operations at ₹ 7.45 billion – a growth of 4%***
  - ***PAT at ₹ 1.24 billion – growth of 9% with strong margin of 17%***
  - ***Strong outstanding order book - ₹ 6.32 billion***
  - ***Strong pipeline of enquiries – expected to be finalised in the coming quarters***
  - ***Total Dividend for FY 17 – 120%***

NOIDA, May 18, 2017: Triveni Turbine Limited (TTL), market leader in steam turbines upto 30 MW, today announced the performance for the fourth quarter and financial year ended Mar 31, 2017 (Q4/FY 17).

The Company has prepared the Financial Results for the fourth quarter and full year based on the Indian Accounting Standards (IND AS) and has been publishing and analyzing results on a consolidated basis. While the consolidated result includes the two 100% subsidiaries of TTL, based on the Ind AS, only the share of profits of the JV with GE (GETL) is considered in the consolidated net profit.

PERFORMANCE OVERVIEW (Consolidated):

April 2016 – Mar 2017 v/s April 2015 - Mar 2016
(FY 17 v/s FY 16)

- Net Total Income from Operations at ₹ 7.45 billion in FY 17 as against ₹ 7.13 billion in FY 16 – increase of 4%
- EBITDA of ₹ 1.95 billion with a margin of 26.2% in FY 17 as against ₹ 1.79 billion in FY 16, an increase of 9%
- Profit before Tax (PBT) at ₹ 1.80 billion with a margin of 24.2% in FY 17 as against ₹ 1.63 billion in FY 16, an increase of 10%
- Profit after tax (PAT) at ₹ 1.24 billion with a margin of 17% in FY 17 as against ₹ 1.13 billion in FY 16 - increase of 9%
- EPS for FY 17 at ₹ 3.74 per share

Jan - Mar 2017 v/s Jan - Mar 2016
(Q4 FY 17 v/s Q4 FY 16)

- Net Total Income from Operations at ₹ 1.83 billion in Q4 FY 17 as against ₹ 2.10 billion in Q4 FY 16
- EBITDA of ₹ 471 million with a margin of 25.8% in Q4 FY 17 as against ₹ 550 million in Q4 FY 16
- Profit before Tax (PBT) at ₹ 427 million with a margin of 23.4% in Q4 FY 17 as against ₹ 512 million in Q4 FY 16
- Profit after tax (PAT) at ₹ 267 million with a margin of 14.6% in Q4 FY 17 as against ₹ 362 million in Q4 FY 16
- EPS for Q4 (not annualized) at ₹ 0.81 per share

Commenting on the Company's financial performance, Mr. Dhruv M. Sawhney, Chairman and Managing Director, Triveni Turbine Limited, said:

"The performance of the Company in FY 17 has been good. On a consolidated basis, the profit after tax has shown a growth of 9% in FY 17 as compared to FY 16 while the turnover growth has been 4%. The lower turnover was due to some last minute rescheduling of dispatches in the month of March 2017 as well a change in profitability in FY 16 which increased the profitability by over ₹ 50 million due to the adoption of Ind AS.

The Company's aggressive global market strategy has helped us in establishing our presence in over 70 countries with a spread of global service centres in six countries and enquiry pipeline of over 5 GW from over 130 countries. During the year, the focus has not only been on expanding existing markets along with entering new markets but also on entering new segments in the new as well as existing markets globally. Despite these efforts, the export order booking during the year has not been as per our expectation. The Key regions of Europe, parts of Africa, Turkey and Pakistan have witnessed a slowdown in order booking during the year mainly due to geo-political uncertainties. However, the Company could enter the new segment of Oil & Gas in Middle East, which helped to book good orders and contributed 25% of the order booking during FY 17. On account of last year's robust export order-booking, the contribution of exports in the total consolidated sales during the year has been ₹ 3.91 billion, a growth of 52% in comparison to previous year.

At the beginning of FY 17, the Company expected a turnaround in the domestic capital goods industry, but till Q3 FY 17, the domestic market was flat. However, for the full year, *the domestic market has shown an increase of about 7%. During the year, the Company booked orders worth ₹ 2.67 billion from the domestic market, which primarily came from Sugar Co-generation, Process Co-generation and the Metal segment.*

The Aftermarket segment has shown steady growth during the year and mix of consolidated aftermarket sales in terms of domestic and exports have changed from 64:36 in FY 16 to 61:39 in FY 17, which reflects the increasing acceptance of our service business globally. Our overseas offices started contributing to this effort. In order to sustain aftermarket growth, we are adding resources to our current international centers and formulating plans for opening new centers in diverse geographic locations.

The outstanding consolidated order book (without the JV) as on Mar 31, 2017 stood at ₹ 6.32 billion.

Operations of the Company's Joint Venture with GE, GE Triveni Ltd (GETL) are progressing well. The JV has achieved a good turnover and profitability during FY 17. After the commissioning of large size turbines and existing strong pipeline of enquiries, good order booking is expected for the next financial year.

With the Company's rapidly increasing exports, aftermarket operations, a strong order book and enquiry pipeline, we believe the overall growth rates in performance of the Company for FY 18 will be good and meet our expectations. The increased focus and market penetration in new markets like Middle East and North Africa, Australia, Vietnam has yielded positive results that should strengthen the Company's further growth in the export market going forward. In the domestic market, the Company has a good pipeline of enquiries spread across process co-generation, sugar co-generation, IPPs, and Metals which is expected to result in order booking going forward."

- ENDS –

Attached: Details to the Announcement and Results Table

<u>About Triveni Turbine Limited</u>

Triveni Turbines is one of the largest manufacturers of small steam turbine - globally. The Company designs and manufactures steam turbines up to 100 MW, and delivers robust, reliable and efficient end-to-end solutions. The larger end of the range - 30 MW to 100 MW, is addressed through GE Triveni Ltd. (GETL), a majority held globally exclusive Joint Venture with General Electric.

Triveni Turbines manufactures steam turbines at its world-class manufacturing facilities in Bengaluru, India and assists its customers with their aftermarket requirement through its six global servicing offices. With installations of over 3000 steam turbines across 18 industries, Triveni Turbines is present in over 70 countries around the world. Triveni Turbine Limited offers steam turbine solutions for Industrial Captive and Renewable

Power. It was demerged from its parent Company, Triveni Engineering and Industries Limited which holds 21.82% equity capital of TTL, in 2010 to emerge as a pure play turbine manufacturer.

The Company provides renewable power solutions specifically for Biomass, Independent Power Producers, Sugar & Process Co-generation, Waste-to-Energy and District Heating. Its steam turbines are used in diverse industries, ranging from Sugar, Steel, Textiles, Chemical, Pulp & Paper, Petrochemicals, Fertilisers, Solvent Extraction, Metals, Palm Oil to Food Processing and more. Apart from manufacturing, the Company also provides a wide range of aftermarket services to its customers as well as turbine users of other manufacturers supported by its customer care support, which operates through a network of service centers.

Triveni Turbines market leadership has been built on a foundation of strong and continuously evolving research, development and engineering capabilities. The customer centric approach to R&D, along with a keen focus on delivered product and life-cycle cost has allowed Triveni Turbines to set benchmarks for efficiency, robustness and up-time of the turbine. A strong internal team, strengthened by collaborative associations with globally leading design and research institutions, has placed Triveni at the forefront of a technically challenging field dominated by large multi-nationals.

GE Triveni Limited (GETL) is a subsidiary of Triveni Turbine Limited (TTL) and a joint venture with General Electric. GETL is engaged in design, supply and service of advanced technology steam turbines with generating capacity of above 30 to 100 MW. Headquartered in Bengaluru, GETL turbines are manufactured at state-of-the-art plant of Triveni Turbine Ltd. The products are marketed under "GE Triveni" brand globally.

For further information on the Company, its products and services please visit **www.triveniturbines.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 Turbine Limited 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.*

Q4/FY 17: PERFORMANCE REVIEW

(All figures in ₹ million, unless otherwise mentioned)

TTL is the domestic market leader in steam turbines up to 30 MW. It has maintained its dominance consistently over the years and is one of the largest manufacturers worldwide in high and low pressure turbines in this range. The Company's ability to provide high-tech precision engineered-to-order solutions has made it one of the most trusted names within the sector.

The consolidated result of the Company include the results of fully owned subsidiary, Triveni Turbines (Europe) Pvt. Limited (TTE) based in UK with a 100% step down subsidiary called Triveni Turbines DMCC TTD, located in Dubai. As per the Ind AS, the consolidated revenue does not include the sales of GETL, the JV with General Electric, while the share of TTL's profits in JV is added in the net profit. Details of order booking also do not include GETL.

Performance Summary (Consolidated)

	Q4 FY 17	Q4 FY 16	% Change	FY 17	FY 16	% Change
Total Income	1829	2097	-13%	7446	7129	4%
EBITDA	471	550	-14%	1954	1790	9%
EBITDA Margin	25.75%	26.20%		26.24%	25.10%	
Depreciation & Amortisation	42	38	10%	148	153	-3%
PBIT	429	512	-16%	1806	1638	10%
PBIT Margin	23.46%	24.40%		24.25%	23.00%	
Finance Cost	1.5	0.2		3	3	
PBT	427	512	-17%	1803	1634	10%
PBT Margin	23.35%	24.40%		24.21%	22.90%	
Share of Profit of JV	0.1	19		44	36	22%
Consolidated PAT	267	362	-26%	1236	1130	9%
Consolidated PAT Margin	14.60%	17.20%		16.60%	15.80%	
EPS (₹/share)	0.81	1.1		3.74	3.42	

- Total consolidated income for the quarter was lower by 13% and higher by 4% during the year under review as compared to corresponding periods of previous year.
- During the year under review, product sales showed a growth of 2% while the aftermarket sales showed a growth of 13%.
- The consolidated export turnover has gone up by 52% in FY 17 to ₹ 3.91 billion and the proportion to the total sales have also gone up from 36% in FY 16 to 53% in FY 17.
- The overall consolidated closing order book at ₹ 6.32 billion during FY 17 is lower by 5% as compared to the previous year.

- Moving to Ind AS has had impact on Net Profit after Tax as under:

	FY 16 (As per Ind AS)	FY 16 (As per Indian GAAP)
On Standalone PAT	1092	1038
On Consolidated PAT	1133	1076

Summary of Consolidated Order book (without GETL)

Particulars	**Consolidated**		
Opening Order Book	**FY 16**	**FY 17**	**% Var**
Domestic	4541	3177	-30%
Exports	1488	3487	134%
TOTAL	**6028**	**6663**	**11%**
Mix of Exports	*25%*	*52%*	
Product	5514	6017	9%
After market	514	646	26%
Total	**6028**	**6663**	**11%**
Mix of After market	*9%*	*10%*	
Order booking			
Domestic	3185	4109	29%
Exports	4580	2995	-35%
TOTAL	**7765**	**7104**	**-9%**
Mix of Exports	*59%*	*42%*	
Product	6056	5262	-13%
After market	1709	1842	8%
Total	**7765**	**7104**	**-9%**
Mix of After market	*22%*	*26%*	
Sales			
Domestic	4548	3532	-22%
Exports	2581	3915	52%
TOTAL	**7129**	**7446**	**4%**
Mix of Exports	*36%*	*53%*	
Product	5553	5666	2%
After market	1577	1780	13%
Total	**7129**	**7446**	**4%**
Mix of After market	*22%*	*24%*	
Closing Order book			
Domestic	3178	3754	18%
Exports	3486	2567	-26%
TOTAL	**6663**	**6321**	**-5%**
Mix of Exports	*52%*	*41%*	
Product	6017	5613	-7%
After market	646	708	10%
Total	**6663**	**6321**	**-5%**
Mix of After market	*10%*	*11%*	

Outlook

The domestic market has increased by 7% in FY 17 as compared to FY 16. Demonetisation has impacted many end-user segments and has resulted in deferment of some orders. While the enquiry generation during the current year has been good, the order finalization is not gaining momentum as many enquiries are still in the budgetary stages only due to the slow pace in economic activity. The domestic enquiries are spread across all major segments of end-users viz., process co-generation including sugar, food processing etc. FY 17 also witnessed some revival from the metal segment which contributed to 21% of the domestic order booking. With the current enquiry book which is at various stages of finalization, we believe that the order finalization for the domestic market should be good in FY 18.

In some export markets, order finalization is taking longer than our estimation, but enquiry generation continued to improve. The Company is tracking an export enquiry book of over 5 GW, which when compared to the same period last year, was higher by 5%. Europe following South East Asia and Africa continues to lead in terms of enquiry book with other regions such as South and Central America, other Asian countries etc., showing good prospects.

We have witnessed some amount of slowdown/deferment in order finalization in many geographies due to overall macroeconomic factors and especially in certain markets the delay has been due to financial closure, Brexit, environmental clearances etc. While in FY 16, the Company received majority of orders from Europe, Africa etc., whereas in FY 17, bulk of the export order inflow has been from South East Asia and Middle East. The major segment of exports is Sugar from South East Asian market. Orders from other regions have been a mix of segments such as IPP (renewables), Sugar co-generation and other process co-generation industries among others.

Given the overall global economic and political scenario, we believe that the order finalization in the exports market will be lumpy and our efforts will be to go after more enquires so that variation in order inflow can be reduced. In the export market, the renewable sector is driving demand specifically from the Biomass and Waste to Energy projects. The demand from the sugar sector is expected to grow across territories on account of a turnaround in the global sugar sector economics. The Company has currently orders and installations from over 70 countries and will be focusing on new markets in the coming years. Some of the segments of focus are biomass, paper, process co-generation and palm oil apart from the newly entered segments such as waste to energy, combined cycle, API drive turbines etc.

The year under review has shown steady growth of 13% in turnover from the aftermarket operations. The order booking during the year has been higher by about 8% when compared with FY 16 and we believe that the year on year order booking from aftermarket should remain healthy going forward. The outlook on the aftermarket business is positive with the Company's foray into the export market. The Company has established service centres in select geographies such as Europe, Middle East, South East Asia and SADC region to better service customer requirements. We expect these initiatives to result in better market access and more orders in the coming quarters. We will also be adding new service centres in the coming quarters.

The Company has a strong focus on technology development through dedicated Design and Development team with the objectives of improving the efficiency of the products, making the product more cost competitive and also to meet the varying demands from both the domestic and international markets. Further, new generation blades, profiles and modules are under development which should also help the Company to remain in the forefront of product development. The Company's portfolio of IPR is building up with a total of 201 IPRs filed till March 2017 across large number of geographies.

With a strong outstanding order book together with a good pipeline of enquiries which are expected to be converted into orders in the coming year, the Company should achieve a good growth in FY 18.

GE Triveni Limited

During FY 17, GETL recorded sales of ₹ 1.21 billion with a PAT of ₹ 102 million. During FY 17, GETL booked orders worth ₹ 1.66 billion with many enquiries in advanced stage of finalization, which are expected to be finalized in the coming quarters. Further, the enquiry pipeline is also building up and the JV expects to conclude further orders in the coming quarters. The execution and commissioning of large sized turbines in the export market is underway and GETL expects these references to help it to achieve enhanced order inflows in the future.
