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*For immediate release*

**Q4 FY 18 (Consolidated) Key Highlights:**

- **Highest ever quarterly turnover achieved – 33% over Q4 FY 17**
- **PAT ₹ 35.4 crore, a growth of 33%**

**FY 18 (Consolidated) Key Highlights:**

- **Net Income from Operations at ₹ 750 crore**
- **PAT at ₹ 96 crore**
- **Record annual order in-take – 17% growth over FY 17; Exports order booking growth @ 40%**
- **Strong outstanding order book - ₹ 710 crore**
- **Total dividend for FY 18 – 100%**

**NOIDA, May 22, 2018:** Triveni Turbine Limited (TTL), the market leader in steam turbines upto 30 MW, today announced the performance for the fourth quarter and full year ended Mar 31, 2018 (Q4/FY 18).

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 three 100% subsidiaries of TTL, based on the Ind AS, only the share of profits of the JV, GE Triveni Limited (GETL) is considered in the consolidated net profit.

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**PERFORMANCE OVERVIEW (Consolidated):  
April – Mar 2018 v/s April - Mar 2017  
(FY 18 v/s FY 17)**

- Net Income from Operations at ₹ 751 crore in FY 18 as against ₹ 745 crore in FY 17
- EBITDA of ₹ 166 crore in FY 18 as against ₹ 195 crore in FY 17
- Profit before Tax (PBT) at ₹ 146 crore in FY 18 as against ₹ 180 crore in FY 17
- Profit after tax (PAT) at ₹ 96 crore in FY 18 as against ₹ 124 crore in FY 17
- EPS (annualised) for FY 18 at ₹ 2.91 per share

**Jan – Mar 2018 v/s Jan - Mar 2017**  
**(Q4 FY 18 v/s Q4 FY 17)**

- Net Income from Operations at ₹ 244 crore in Q4 FY 18 as against ₹ 183 crore in Q4 FY 17
- EBITDA of ₹ 62.9 crore in Q4 FY 18 as against ₹ 47.0 crore in Q4 FY 17
- Profit before Tax (PBT) at ₹ 57.6 crore in Q4 FY 18 as against ₹ 42.7 crore in Q4 FY 17
- Profit after tax (PAT) at ₹ 35.4 crore in Q4 FY 18 as against ₹ 26.6 crore in Q4 FY 17
- EPS (annualised) for Q4 FY 18 at ₹ 1.07 per share

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

*"The Company has achieved record order booking of ₹ 830 crore during FY 18, a growth of ~17% as compared to FY 17. The increased order booking has been primarily from the international market where the Company has achieved a growth of over 40% year on year. This auger well for achieving a strong turnover in the coming quarters.*

*The turnover and PAT for the Q4 FY 18 has been all-time high for TTL. This has enabled the Company to achieve an annual turnover at the same level as corresponding previous year. However, due to the product mix, which was skewed towards domestic market during FY 18, the profitability has been lower in comparison to the previous year.*

*The overall domestic market for under 30 MW size remained at the same level as the previous year and in line with that our domestic order booking has remained flat during the year and stood at ₹ 410 crore. On the enquiry generation front, enquiries from the domestic market increased during the current year by 7% over last year and these enquiries have been spread over larger end user segments such as Sugar, Cement, Steel, Paper and Pulp and other process industries.*

*In the international market, the renewable based IPP segment contributed 65% of the total exports order booking while the process co-generation and sugar co-generation segments contributed 25% and 10% respectively. The key geographies which have recorded the orders are Europe including Turkey, SEA Markets, SAARC and parts of Africa, Central & South American countries etc. The mix of exports in total order booking has increased to 51% in FY 18 from 42% in FY 17.*

*During FY 18, the Aftermarket segment has shown a growth of over 12% over the previous year in terms of order booking while the sales growth stood at 8% over the previous year. The aftermarket business has developed traction in export markets too and exports*

*contribution in outstanding aftermarket order book is ~ 41%. The enquiry pipeline for the refurbishment segment is quite healthy and we believe the same will help us in booking good orders in the coming quarters.*

*The outstanding consolidated order book (without the JV) as on Mar 31, 2018 stood at ₹ 710 crore, which is a year on year growth of 12%. With a strong order booking during FY 18, the turnover and profitability is expected to improve in FY 19.*

*The overall performance of GETL for the year under review has been below expectation due to deferment of deliveries by few customers. Owing to sluggish market conditions both in international and domestic, the JV could book only one order during the year under review. However, the orders in hand and enquiry pipeline is encouraging from international market which we believe should help in better order booking in coming quarters.*

*With the Company's increasing export order booking and aftermarket businesses and a strong carry forward order book and robust enquiry pipeline, we believe that the coming year should be a strong year in terms of the overall performance of the Company. The increased focus and market penetration in new geographies have started showing signs of positive results that should strengthen the Company's growth in the export market going forward. This also helps us in evenly spreading our order booking from various markets, which in turn will support us in mitigating the risks in market volatility to a very great extent. Similarly, the offices we established in different countries are also gaining traction in terms of enquiry generation etc. 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."*

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## **Attached: Details to the Announcement and Results Table**

### About Triveni Turbine Limited

Triveni Turbines is one of the largest manufacturers of industrial steam turbines - 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 – above 30 MW to 100 MW, is addressed through GE Triveni Ltd. (GETL), a majority held globally exclusive Joint Venture with General Electric (now BHGE).

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 own fleet of turbines as well as turbines of other makes supported by its team of highly experienced and qualified service engineers that operate 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 (now BHGE). 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 plants 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](http://www.triveniturbines.com)

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