



CORPORATE PRESENTATION

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Turbomill 1200.xl



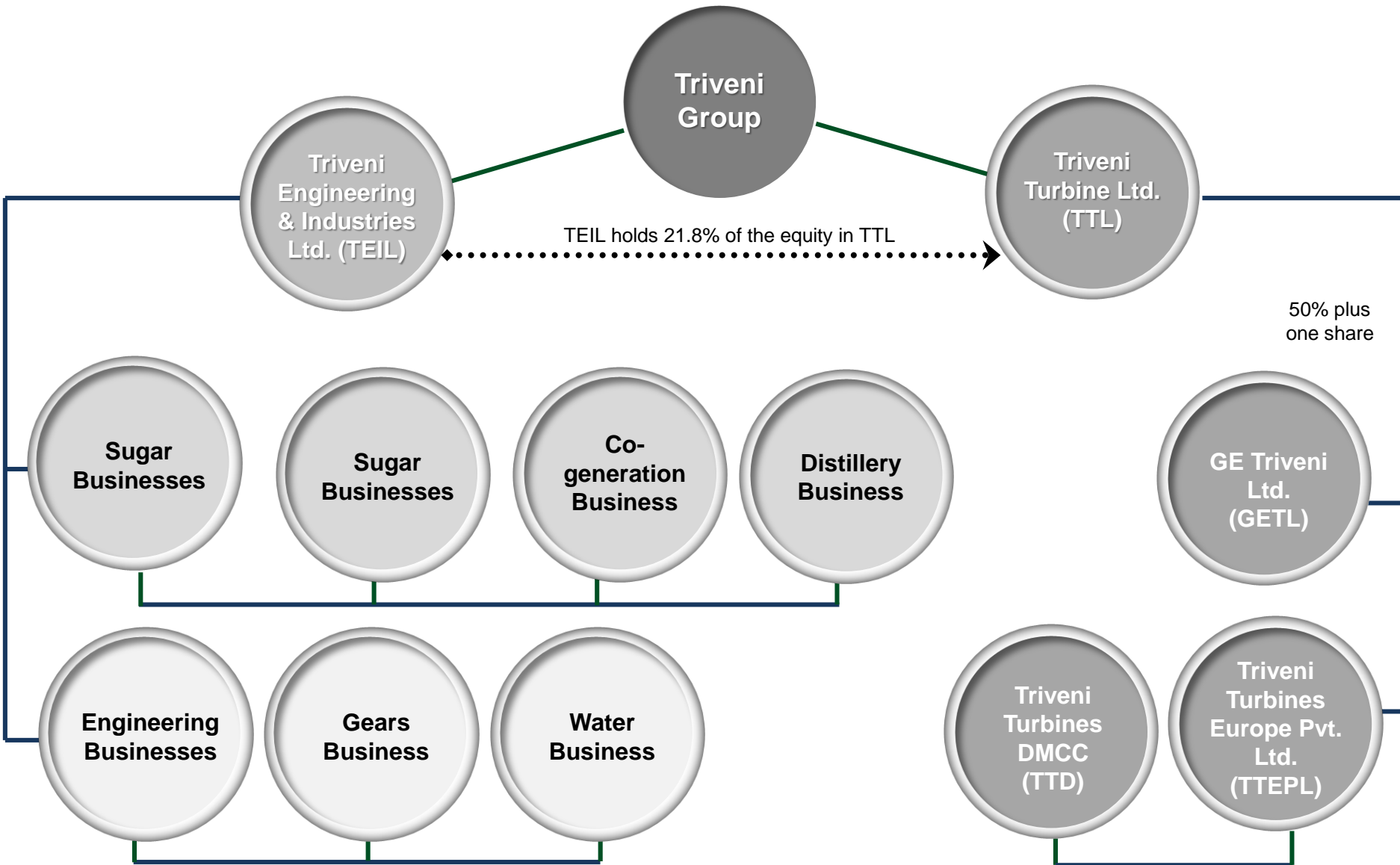
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1200 XL
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Triveni Group Organisation Structure



Triveni Turbines Factsheet



One of the world's largest manufacturers of steam turbines up to 30 MW range for providing industrial & renewable power solutions

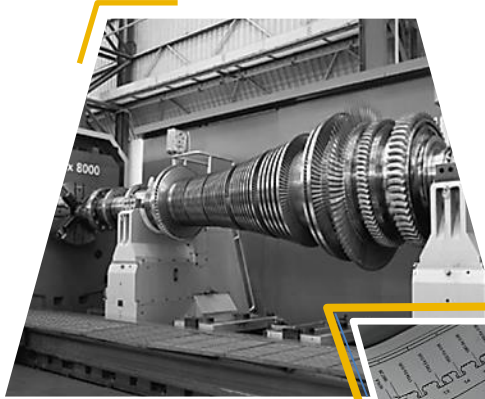


Market leadership position in India, with around 60% market share for a decade



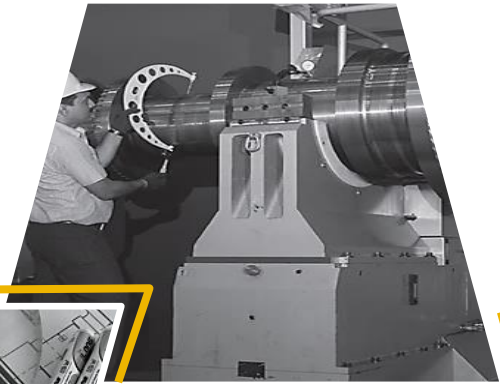
Joint Venture with General Electric (now BHGE), GE Triveni Ltd, with majority stake for the range above 30 MW to 100 MW

Triveni Turbines Factsheet

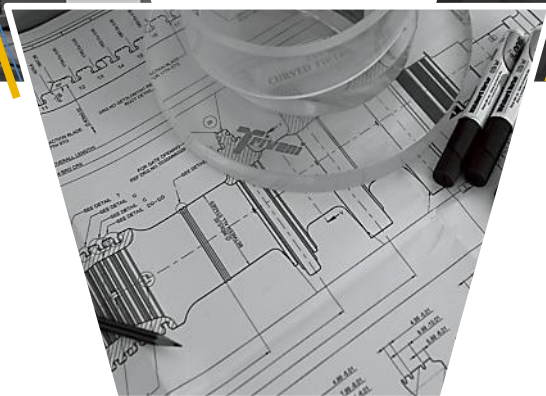


**Presence in
over 70
countries**

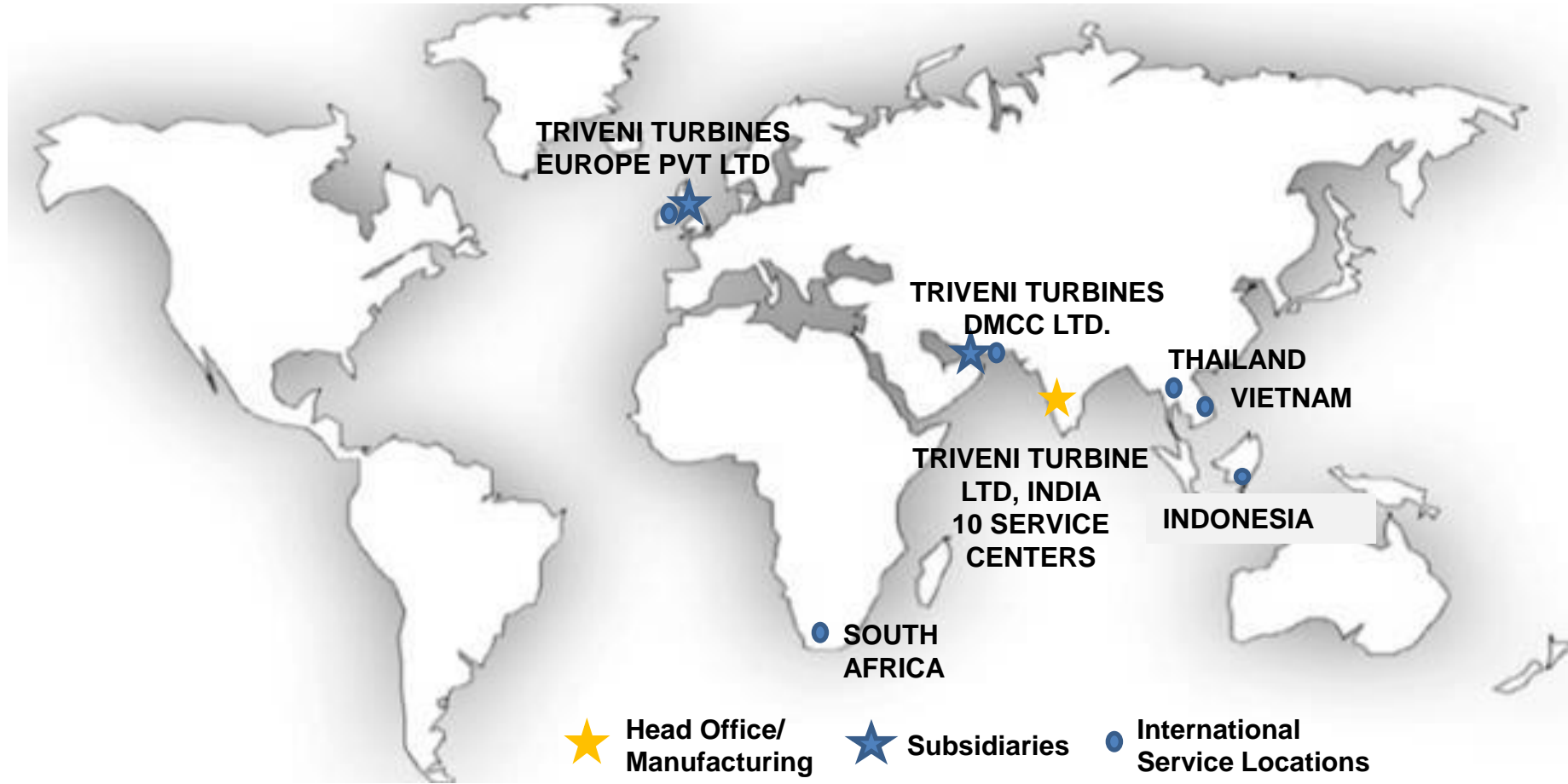
**Over 3000
steam turbines
installed
globally**



**Over 12 GW
power generation
capacity**



Global Footprint



CAGR of 25% in Export sales in past 5 years

Reliable & Robust Steam Turbines

Robust back-pressure and condensing steam turbines up to 100 MW that work across a wide range of pressure and flow applications

Upto 30 MW

Condensing Steam Turbines

Straight Condensing Type
Extraction Condensing Type
Bleed Condensing Type
Injection Condensing Type

Back Pressure Steam Turbines

Straight Back Pressure Type
Extraction Back Pressure Type
Bleed Back Pressure Type

Condensing Steam Turbines

Uncontrolled Extraction
Controlled Extraction

Back Pressure Steam Turbines

Uncontrolled Extraction
Controlled Extraction

Upto 100 MW

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

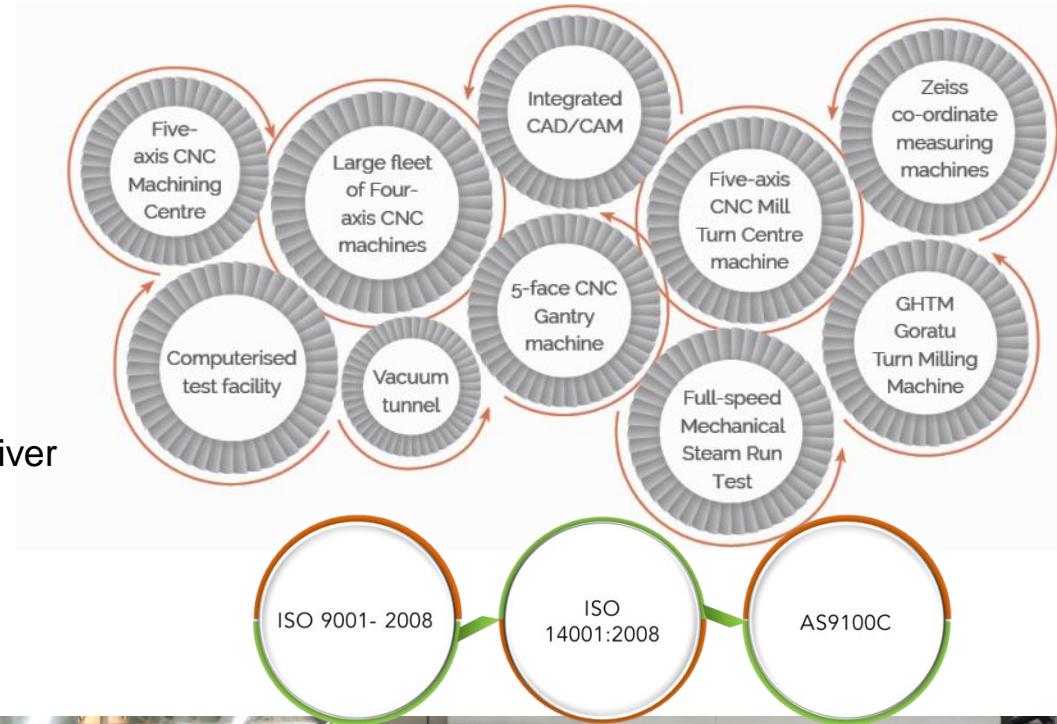
Infrastructure

1

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

2

Latest design tools and software to deliver innovative solutions to customers



Quality Assurance

Our products meet the most stringent International quality standards:

Ultrasonic Test

Thermal Stability Test

Natural Frequency Test

Magnetic Particle Test

Sound Level Measurement

Alignment Check

Radiography

Profile Measurement Through CMM

Full Speed Mechanical Steam Run Test

Zygo Test

Low Speed Dynamic Balancing

Governor Response

Casing Hydro Test

Full Speed Vacuum Tunnel Balancing

Vibration Measurement

ISO 9001
QMS & ISO
14001 EMS
standards

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

Industry
Best Practices

Design & Development



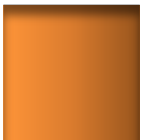
Strong design team supported by consultants and domain experts



Association with globally acclaimed turbo-machinery design houses



Innovative designs delivering maximum performance and higher efficiency



TTL has filed total 201 IP filings till Mar 31, 2017

Innovative product development concepts such as design to cost, QFD, FMEA techniques, DOE



Deploy Latest computer aided design and engineering software for continuous product development



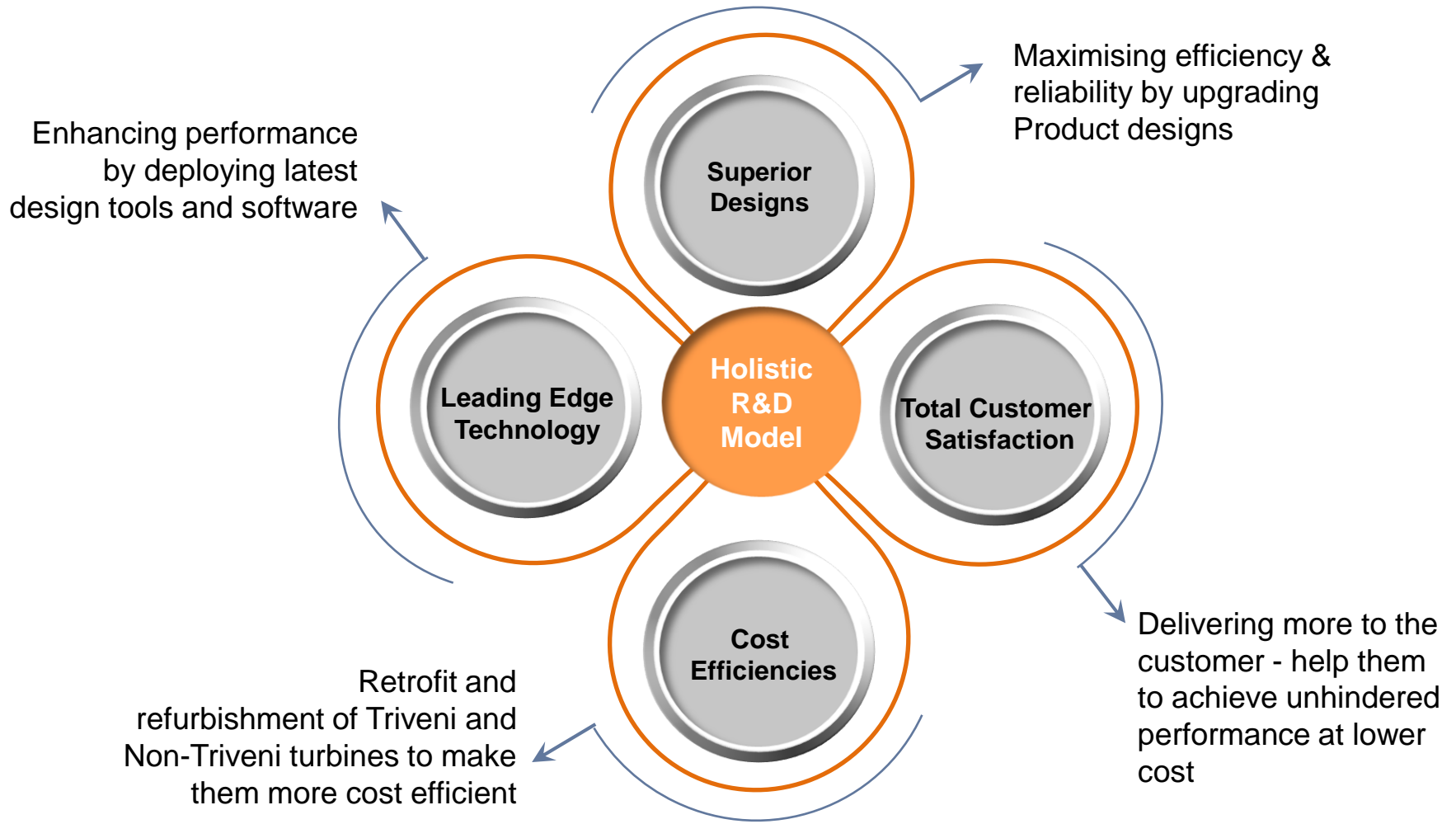
The R & D advanced product program has commercialized over 50 models/variants



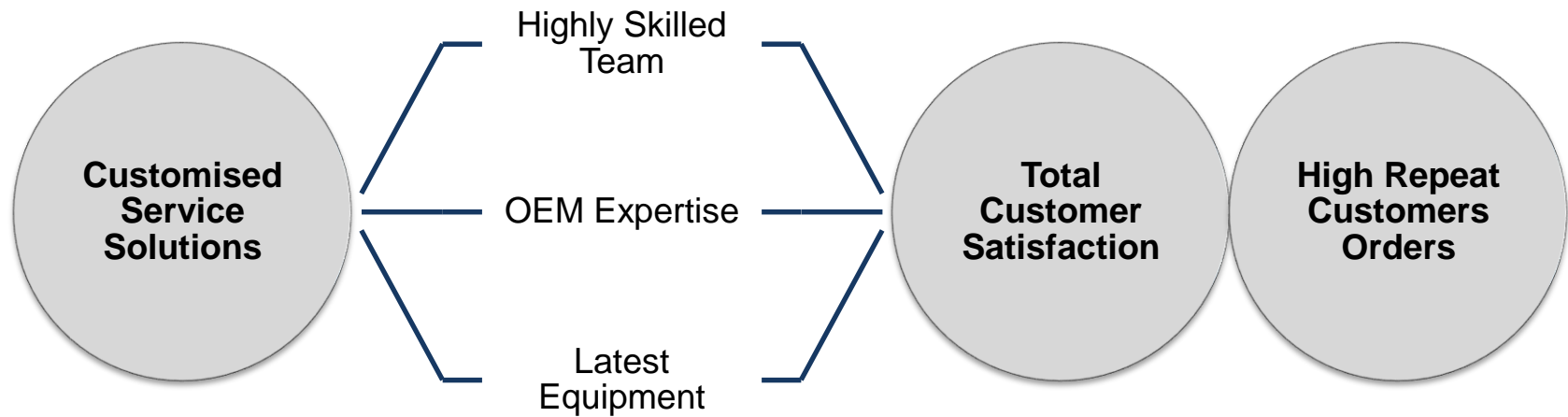
The Company won the prestigious National Intellectual Property Award 2016 for "Top Organisation in Design"



Higher Sustained Efficiency



Comprehensive Service Solutions



Service Offerings:

- Full speed vacuum balancing tunnel for balancing turbines, compressors/alternators
- Customization & upgradation of old turbines for both industrial and utility segments
- Refurbishment solutions for higher MW turbines, upto 300 MW for all makes
- Overhauling & Troubleshooting; quick response in the delivery of spares

Power Generation Market Potential

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

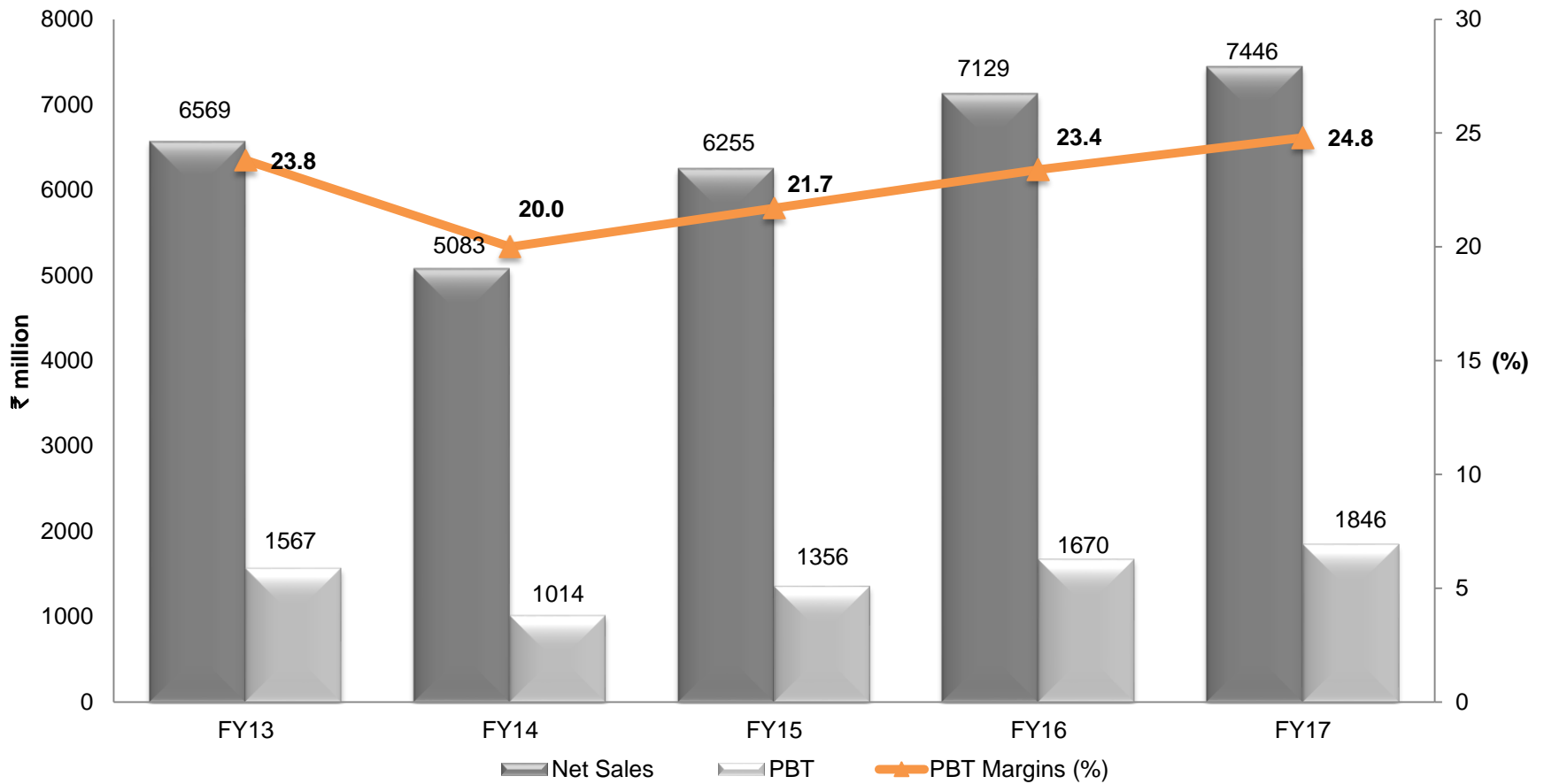


Opportunity based sale of power to the grid by captive units



Renewable Energy – Small-scale renewable-based Independent Power Producers, agro-based co-generation and renewable waste-heat

Financial Performance



Note:

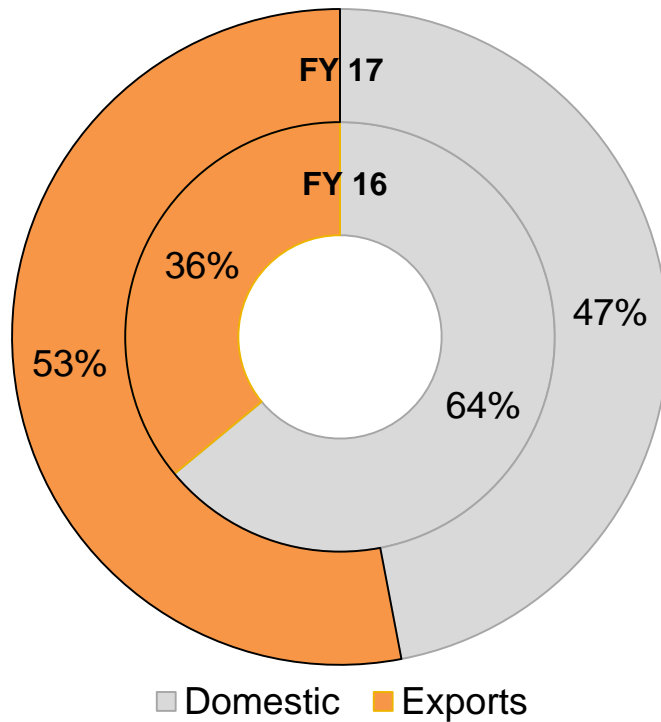
For FY 16 & FY 17 consolidated numbers including Share of Profit from JV have been considered

For FY 13 – FY 15 standalone figures have been considered

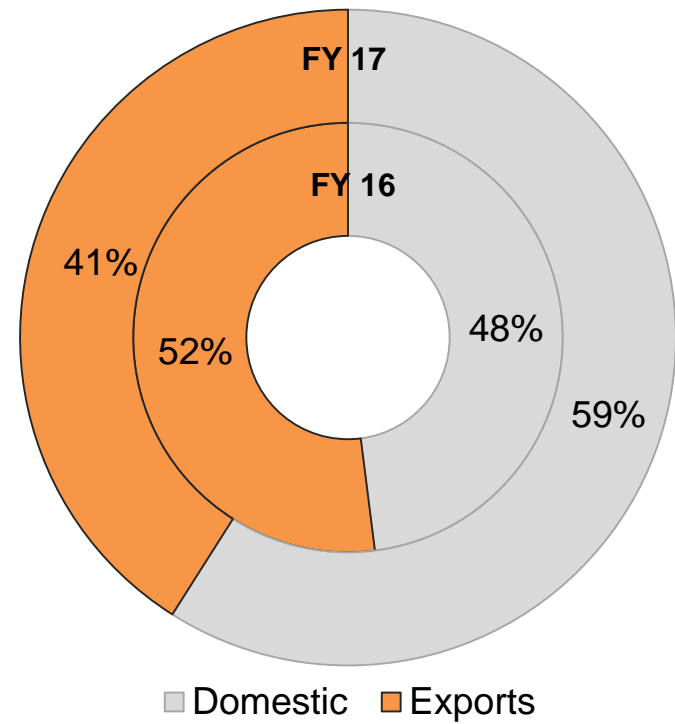
Focus on Exports

Exports business growing year-on-year

Revenue Split



Closing Order Book Split



H1 FY 18 Financial Performance

- Net Income from Operations at ₹ 3.41 billion – lower by 6%
- PAT at ₹ 412 million – lower due to lower sales
- Strong order in-take during the half year – 33% growth over H1 FY 17; exports order booking growth at 92%
- Achieved a significantly higher order booking of ₹ 4.1 billion, a growth of 33%
- The mix of aftermarket sales in total sales is 28% and mix of exports in total sales is 48%
- Strong outstanding order book - ₹ 7 billion; higher by 10%
- The deliveries of turbines as well as aftermarket business, to a large extent impacted on account of the implementation of GST
- The domestic market has shown a decrease of about 15%
- The Company's order booking from the domestic market has been lower by 12% year on year and could maintain its market leadership of over 60%

Note: 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 Baker Hughes GE, while the share of TTL's profits in JV is added in the net profit.

Q2/H1 FY 18 Financial Performance (Consolidated)

(Figures in ₹ million)

	Q2 FY 18	Q2 FY 17	% Change	H1 FY 18	H1 FY 17	% Change
Net Income from Operations	2197	2018	9%	3414	3635	-6%
EBITDA	487	525	-7%	678	909	-25%
EBITDA Margin	22.2%	26.0%		19.9%	25.0%	
Depreciation & Amortisation	41	34	20%	91	70	30%
PBIT	446	491	-9%	587	839	-30%
PBIT Margin	20.3%	24.3%		17.2%	23.1%	
Finance Cost	1	0		2	0	
PBT	445	491	-9%	585	839	-30%
PBT Margin	20.2%	24.3%		17.1%	23.1%	
Share of Profit of JV	-8	13		31	43	
Consolidated PAT	284	343	-17%	412	611	-33%
Consolidated PAT Margin	12.9%	17.0%		12.1%	16.8%	
EPS (₹/share)	0.86	1.04		1.25	1.85	

GE Triveni Ltd.



- 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
- GETL recorded sales of ₹ 813 million with a PAT of ₹ 66 million
- Even though the JV did not close any orders during the half year, the enquiry pipeline is strong enough indicating good order finalization 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

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