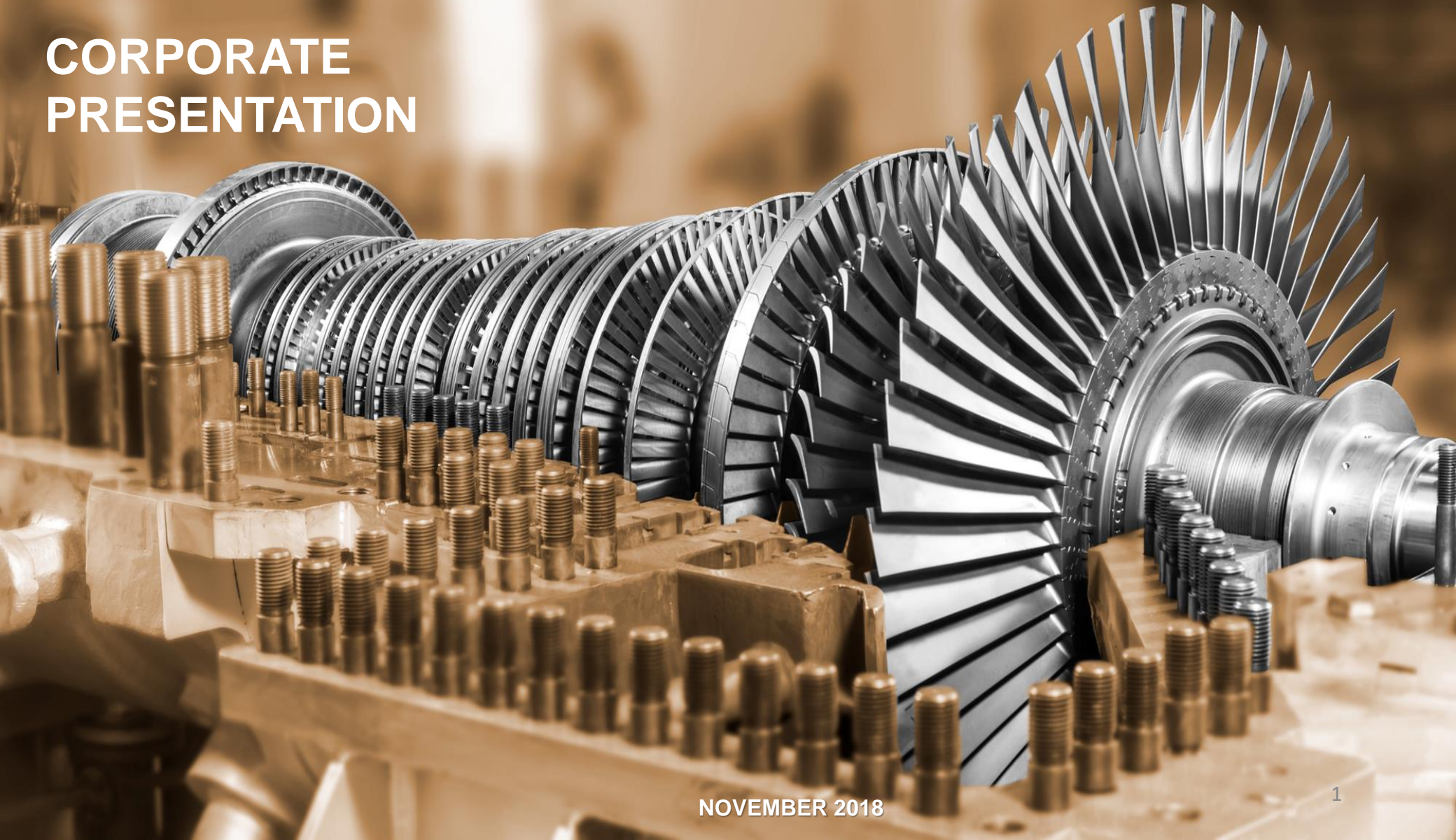


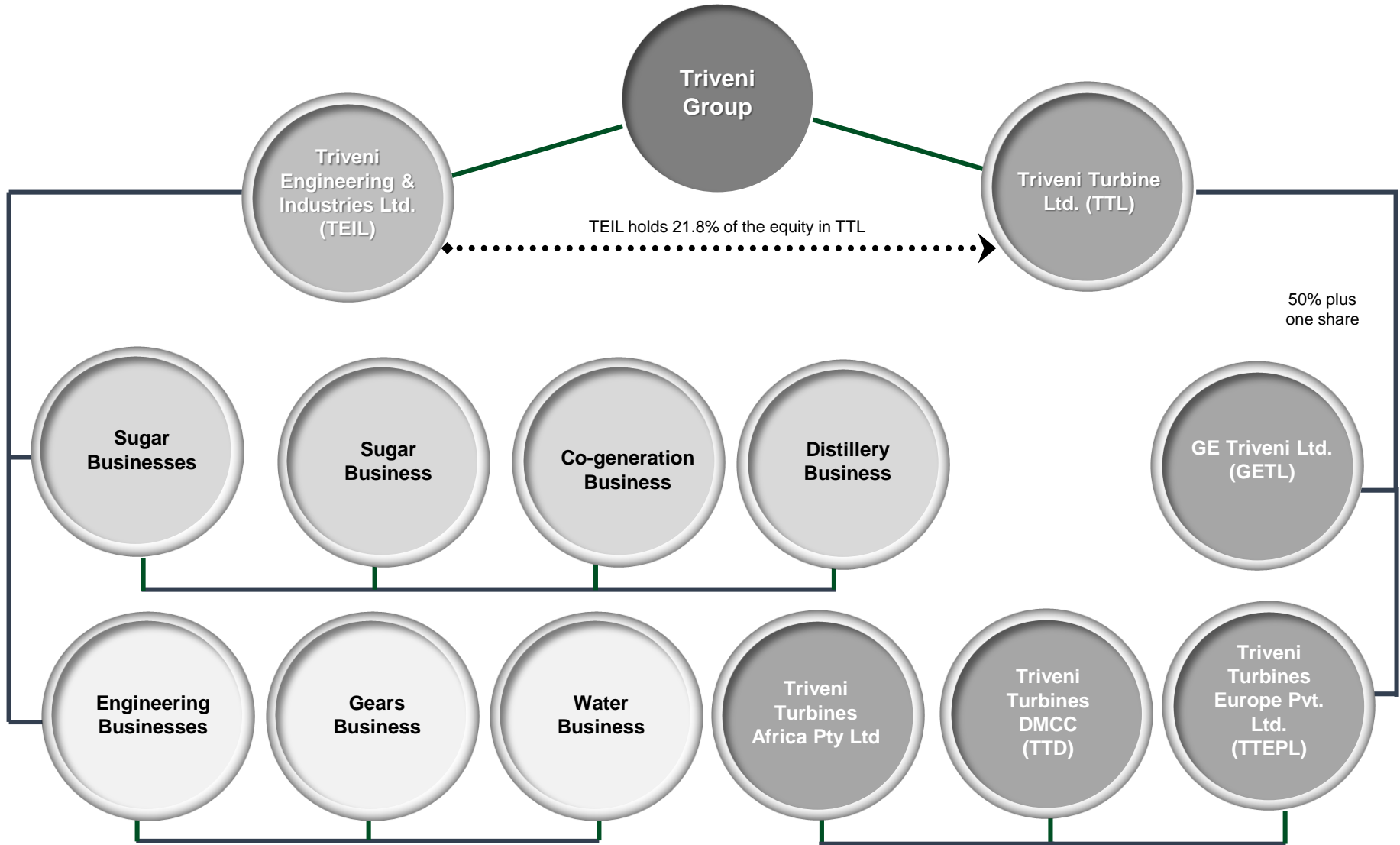


CORPORATE PRESENTATION



NOVEMBER 2018

Triveni Group Organisation Structure



Triveni Turbines Factsheet



The world's largest manufacturer of steam turbines (5 to 30 MW) globally

Over 3000 steam turbines installed globally



Over 12 GW power generation capacity



Presence in over 70 countries



The world's largest manufacturer 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 BHGE (a GE company), GE Triveni Ltd, with majority stake for the range above 30 MW to 100 MW

Global Footprint



Head Office/
Manufacturing



Subsidiaries/
International
Offices



Presence in 70+
countries



CAGR of 17% in Exports 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 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
- Reheat Turbines
- 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

360° Customised Service Portfolio

1000+ Customers served annually



AMCs for Steam Turbines



Re-engineering



OEM Expertise



Health Survey & Condition Assessment



Reverse Engineering



Latest Equipment



Efficiency restoration



Overhauling



Highly Skilled Team



Industries & Applications



Sugar



Palm Oil



Biomass Power



Distillery



Oil & Gas



Cement



Paper



Textile



Waste to Energy



Food



Chemical



Steel



IPP – Barge Mount



Carbon Black

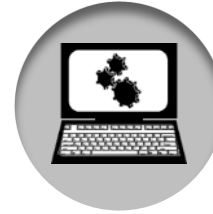


District Heating

Infrastructure



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



**ISO
9001-2008**

**ISO
14001-2008**

AS9100D

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

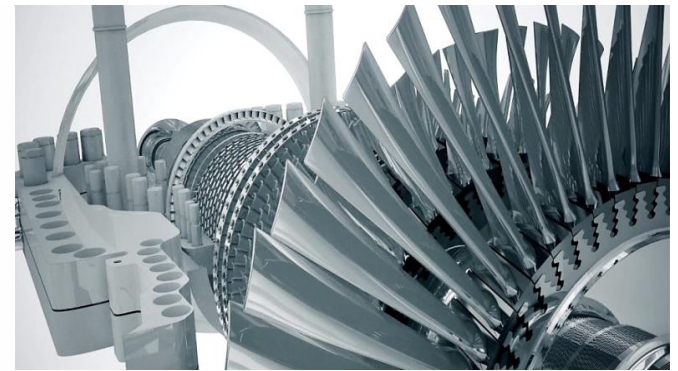
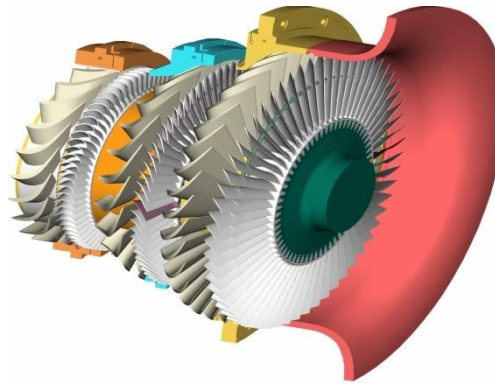
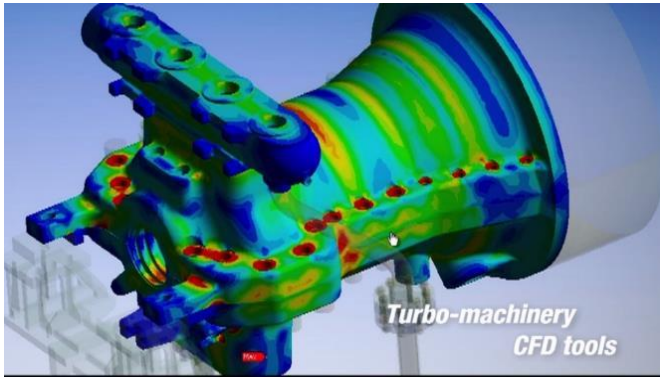
Vibration Measurement

ISO 9001
QMS & ISO
14001 EMS
standards

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

Industry
Best Practices

Design & Development



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

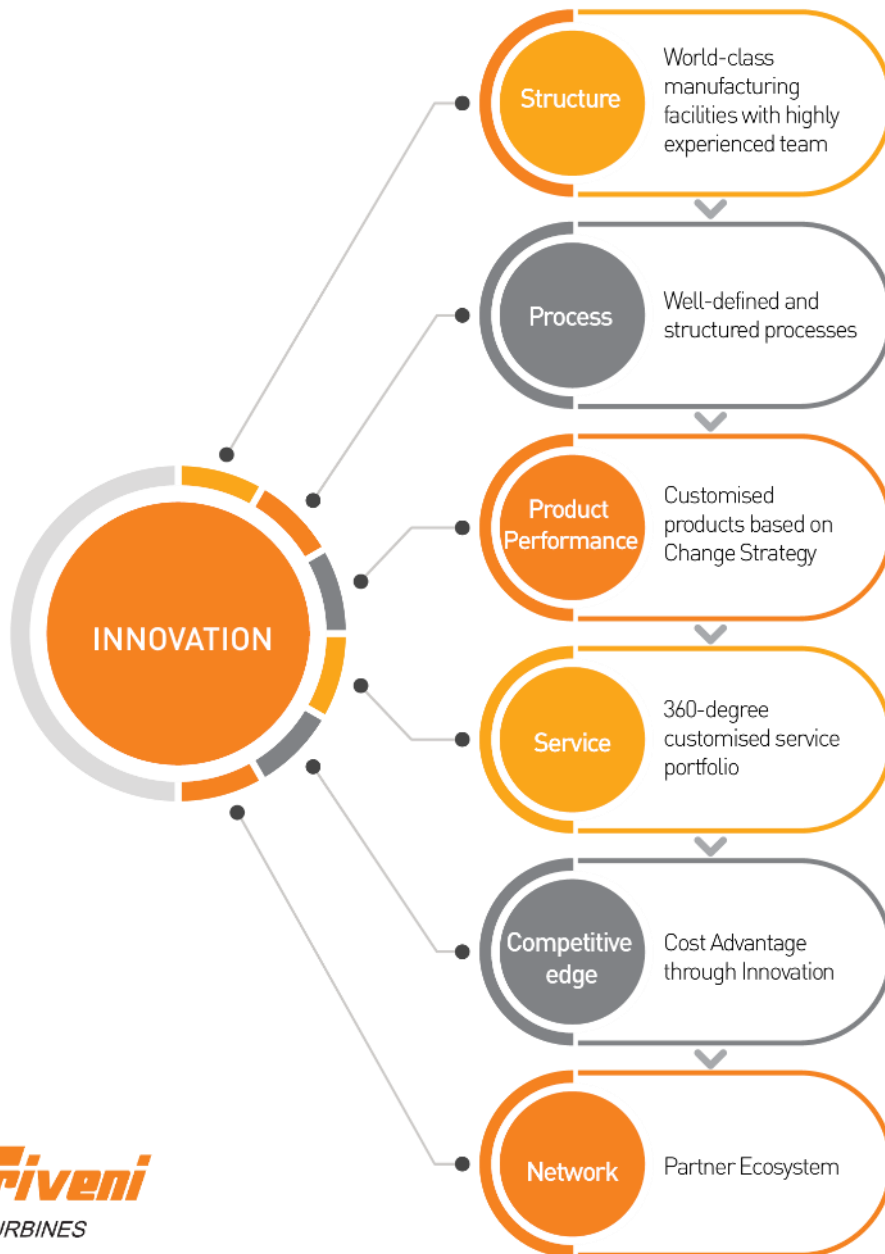
Advanced CFD, FEA, Neural network based algorithms employed for aero performance and product reliability maximisation

Customised Plant Engineering solutions with PLM, SAP, advanced CAD/CAE

The advanced R&D product program has over 60 field proven models/ variants



Design & Development



Leading Edge Technology

Enhancing performance by deploying latest design tools and software like Turbo-machinery CFD tools, FEA tools, CAD modelling, lateral & torsional rotor dynamics software



Superior Designs

Maximising efficiency and reliability by enhancing steam turbine designs for higher inlet temperature & pressure



Total Customer Satisfaction

Delivering more to the customer - help them to achieve unhindered performance and power self-sufficiency at optimal cost



Cost-Efficiencies

Higher efficiencies and lower cost in terms of ownership and operations

- 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.

IT Enabled Operations

IT Enabled Operations and Reporting capturing OEE and operator efficiency

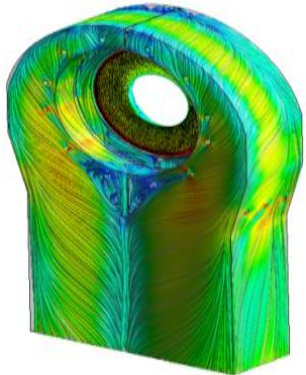


Business Software

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

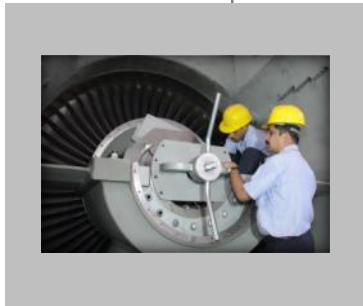
Technical software

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

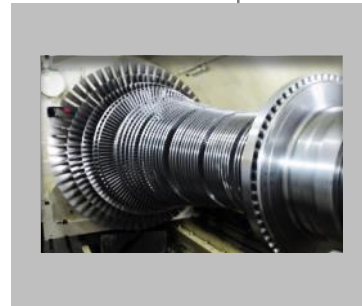


Power Generation Market Potential

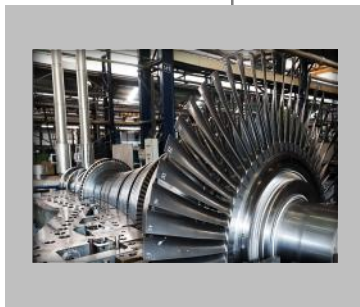
The industrial power generation market represents the decentralised and captive power generating industry. Three principal segments that generate demand in both domestic as well as the export market are:



Industrial capital expenditure – Both greenfield and brownfield co-generation based captive power plants

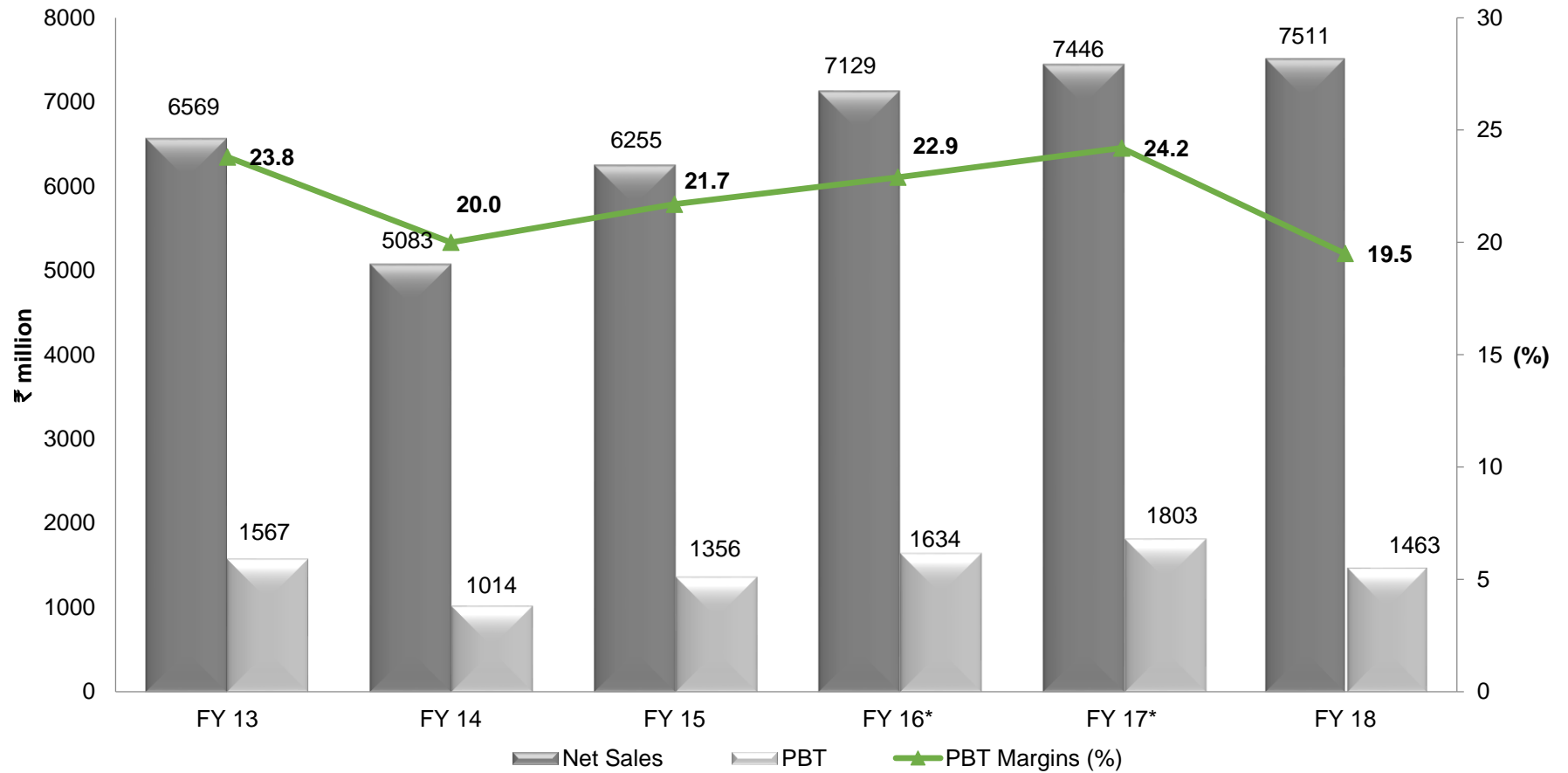


Opportunity based sale of power to the grid by captive units



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

Financial Performance



Note: * Consolidated

Q2/H1 FY 19 Financial Performance (Consolidated)

- ❑ Net Income from Operations ₹ 3.9 billion, a growth of 14%
- ❑ PAT ₹ 491 million, a growth of 19%
- ❑ All time high turnover in First Half
- ❑ 11% growth in order intake in H1 FY 19
- ❑ During the quarter under review, even though the turnover is lower by 1%, for the half year, it is higher by 14% when compared to corresponding periods of last year.
- ❑ During H1 FY 19, the mix of exports in total sales has increased from 48% in H1 FY 18 to 57% in H1 FY 19 while the mix of domestic sales has decreased from 52% in H1 FY 18 to 43% in H1 FY 19.
- ❑ Aftermarket order booking registered a growth of 20% in H1 FY 19 over H1 FY 18.
- ❑ ₹ 570 million is from international market in H1 FY 19 contributing to 47% in total aftermarket order booking
- ❑ The period under review recorded a strong order inflow from the domestic market. The mix of domestic order booking in H1 FY 19 has gone up to 41% as compared to the corresponding period of last year
- ❑ The overall consolidated closing order book at over ₹ 7.8 billion during H1 FY 19 is higher by 11% as compared to H1 FY 18 and 9% from the closing order book as on 31st March 2018
- ❑ Board approves Buy Back of shares up to ₹ 1 billion through tender offer at a price of ₹ 150/share

Q2/H1 FY 19 Financial Performance (Consolidated)

₹ in million

	Q2 FY 19	Q2 FY 18	% variation	H1 FY 19	H1 FY 18	% variation
Net Income from Operations	2172	2197	-1	3890	3414	14
EBITDA	505	487	4	842	678	24
EBITDA Margin	23.2%	22.2%		21.6%	19.9%	
Depreciation & Amortisation	48	41	17	96	91	5
PBIT	456	446	2	746	587	27
PBIT Margin	21.0%	20.3%		19.2%	17.2%	
Finance Cost	0	1		1	2	
PBT	456	445	2	745	585	27
PBT Margin	21.0%	20.2%		19.1%	17.1%	
Share of Profit of JV	-2	-8		-4	31	
Consolidated PAT	301	284	6	491	412	19
Consolidated PAT Margin	13.9%	12.9%		12.6%	12.1%	
EPS (₹/share)	0.91	0.86		1.49	1.25	

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 ₹ 292 million in H1 FY 19
- The significantly lower than expected performance both in terms of turnover and profitability has been due to delay by the customer in taking delivery of a large turbine.
- The JV has a strong enquiry pipeline which we believe could get finalized 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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