



**INSPIRED ENGINEERING**

**INTRODUCTION**

DECEMBER 2024

# TRIVENI - A DIVERSIFIED GROUP



Formed in the 1930's, the Group has two listed companies that function in a variety of industries including: **sugar, fuel ethanol, water, power transmission and industrial steam turbines**



Triveni Engineering & Industries Limited (TEIL) is a diversified industrial conglomerate having core competencies in the areas of **sugar and engineering**

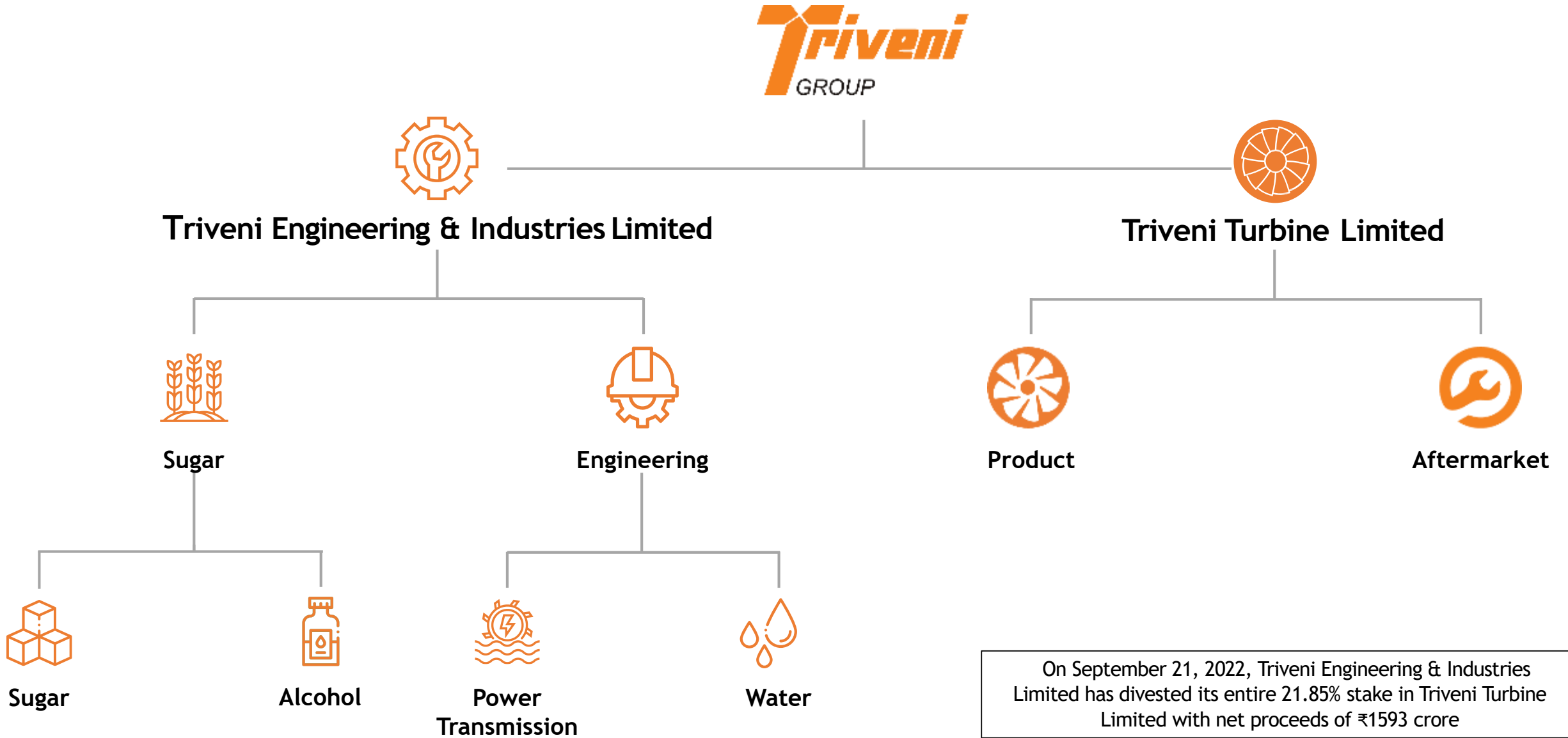


Triveni Turbine Limited (TTL) is a focused, growing and market-leading corporation having core competency in the area of **industrial heat & power solutions and decentralized steam-based renewable turbines up to 100 MW size**



TEIL & TTL had market capitalizations of US\$ 1.2 Billion & US\$ 2.6 Billion respectively (as on Sep 30, 2024).

# GROUP STRUCTURE



On September 21, 2022, Triveni Engineering & Industries Limited has divested its entire 21.85% stake in Triveni Turbine Limited with net proceeds of ₹1593 crore

# GROUP PROFILE



## TRIVENI ENGINEERING & INDUSTRIES LTD (TEIL)

 24 Facilities\*

One of the largest integrated sugar & ethanol (alcohol) manufacturers & engineered-to-order turbo gearbox manufacturers in the country and a leading player in water and wastewater management business.

Our results over the years showcase sustainable business practices that fuel profits and constant innovation.

Our production quality ensures long term customers who have very strict requirements and demand best-in-class global Quality Control standards.

*\*Including Sir Shadi Lal Enterprises Ltd. - a subsidiary of Triveni Engineering & Industries Ltd.*



## TRIVENI TURBINE LTD (TTL)

 6000 Installations

 80 Countries

TTL provides innovative, robust, reliable and efficient end-to-end industrial steam turbine solutions for industrial heat & power solutions and decentralized steam-based renewable turbines up to 100 MW size

Continuous R&D allows us to stay ahead of the curve and provide world class solutions to customers.

Supporting customers with Aftermarket requirements for its own fleet of turbines as well as turbines and the rotating equipment of other makes.

# GROUP FOUNDING PRINCIPLES



## ETHICS

- Professional and transparent business practices
- Strong focus on Environmental, Social and Governance (ESG)



## SUSTAINABILITY

- Leadership in all our business lines with sustainability at the core
- Enabling environmentally responsive operations



## PRODUCT QUALITY

- Best in class manufacturing
- Internationally benchmarked on quality standards



## TECHNOLOGY

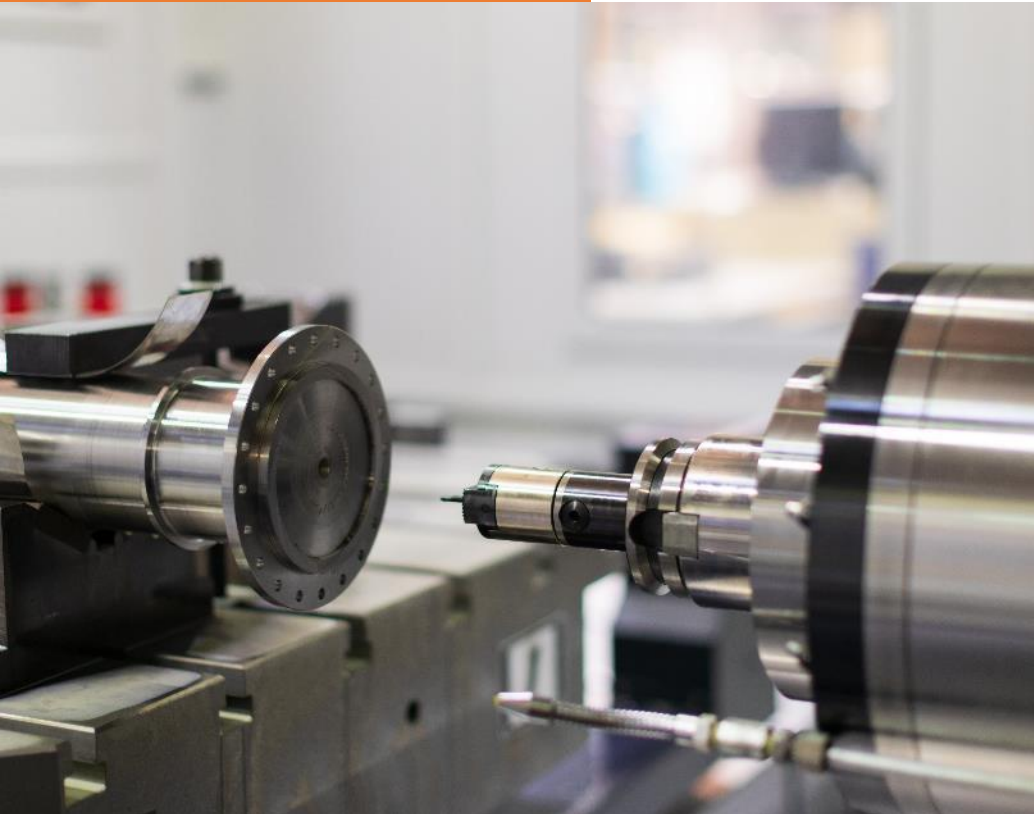
- Consistent R&D of technology to surpass customer needs
- Experienced team with an innovation forward mindset



## STRONG RELATIONSHIPS

- Sustainable solutions that create a high degree of value for our customers
- Strong networks in place to enable smooth business operations

## GROUP MANUFACTURING EXCELLENCE



Triveni has engineering roots and constantly invests in **world-class technology** to ensure premium quality with faster deliveries at an **optimized cost** for our products & services. We employ **industry 4.0** best practices to keep striving to optimize.

Our associations with some of the leading **Global Design houses, Academic Institutions** and **manufacturers** have enabled us to provide the foremost services/end products to our customers.

With the change in the macro business environment, we have embarked aggressively on a transformational journey to embrace the new ecosphere by embedding **Digitalization** in our **business processes**.

**Cost Management & Efficiencies** are in our DNA which helps us to maintain leadership.

# TRIVENI SPORTS



Triveni Sports Private Limited (TSPL), a joint venture of Triveni Engineering & Industries Limited (TEIL) and Triveni Turbine Limited (TTL), made its presence felt in the sports world through the Global Chess League. TSPL, with its franchise Triveni Continental Kings (TCK), embarked on an extraordinary journey, becoming the maiden champions of the Global Chess League in Season 1, and defending the crown triumphantly in Season 2 to secure back-to-back championships.



## TEIL: COMPANY OVERVIEW



Integrated and diversified conglomerate in areas of sugar, bio-ethanol and engineering



Strategically located in fertile & well irrigated Western, Central & Eastern regions of UP



Among the Top 3 sugar manufacturers in India & amongst the largest manufacturers of bio-ethanol from sugarcane and grain-based feedstocks



One of the leading market player in the engineered-to-order turbo gearbox industry



Efficient, sustainable and complete water/wastewater treatment solutions provider, across the water cycle



# TEIL: BUSINESS LINES

## Sugar Business



SUGAR

One of the **largest** sugar manufacturers in India with **8 plants** in North India; 0.97 million tonnes (in SS 2023-24) sugar produced

**Multi-grade** - Large, Medium and Small Crystal - Sugar, Refined Sugar, Raw Sugar, Pharmaceutical-grade Sugar; **350K+ associated farmers**

Refined Sugar & Pharmaceutical-grade sugar stands at ~70% of overall portfolio fetching higher realisations

**6 co-generation plants** with ~104.5 MW<sup>1</sup> grid capacity; Power export to **Uttar Pradesh Power Corporation Limited (UPPCL)** - state owned power distribution company

## Power Transmission Business



ENGINEERING

3 business segments - **Gears, Defence, Built to Print**

Population of **12000+ high speed gearbox** installations globally

Among the **largest** engineered to order turbo gears manufacturers

Unmatched world-class delivery time, reputation for reliability & product excellence

Our Defence Portfolio: **Propulsion Gearboxes** and other critical gearboxes, **Critical Turbo** and **Motor-driven Pumps, Gas Turbine Generators** for auxiliary power, **Propulsion System Integration, Propulsion Shafting**

Integrated plant located in Karnataka with state of the art infra

## Alcohol Business

State of the art alcohol producing facilities with capacity of 860 KLPD (not including 100 KLPD of SSEL)

Flexibility of feedstock and product mix

Products include Bio ethanol, Extra Neutral Alcohol (ENA), Rectified Spirit

Value addition through Indian Made Indian Liquor (IMIL). Brands include Golden Wave, Mehbooba, Miss Rangeeli , Rasbhari

Recent foray in Indian Made Foreign Liquor (IMFL). Brands include The Crafters Stamp and Matsya

## Water Business

Leading solutions provider for efficient water management for industrial/municipal/ urban applications

**12,000+ Million Litres Per Day (MLD)** of water treated

Full range of innovative water/wastewater treatment solutions across all major water usage segments

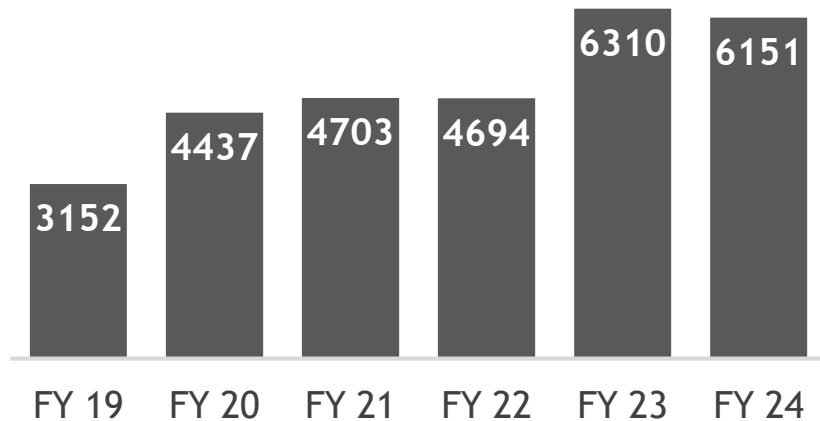
Customised, sustainable EPC solutions/services

Efficient total water management across the water cycle

# TEIL: WELL DIVERSIFIED AND GROWING REVENUE BASE

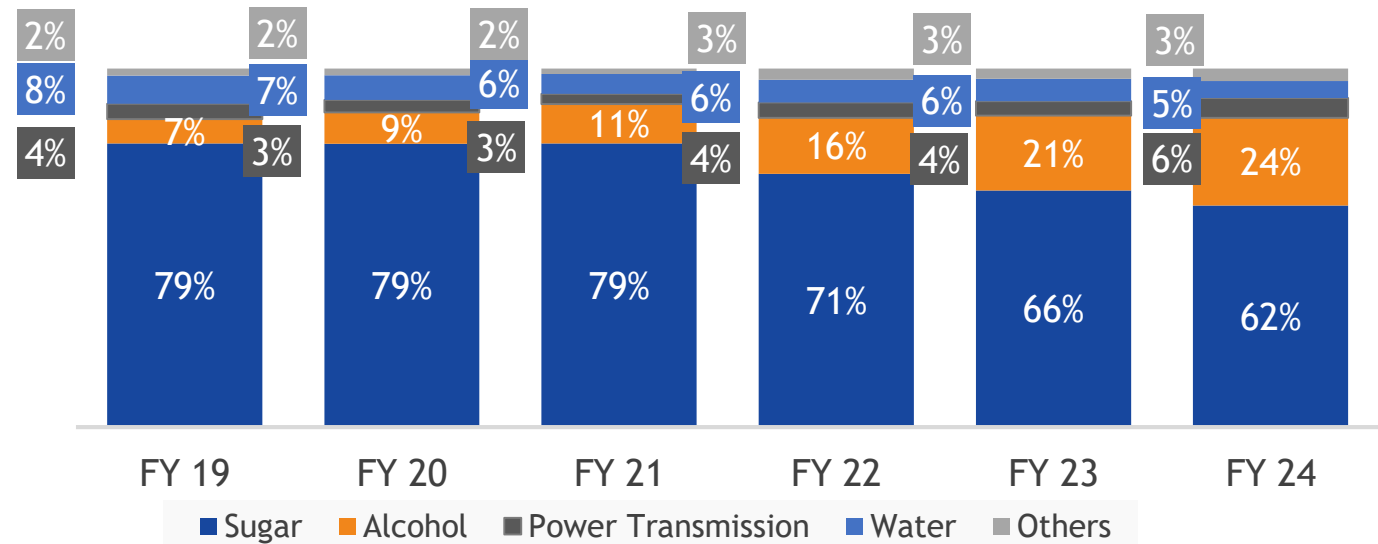
**FY 19-24 Revenue CAGR 14.3%**

Revenue from Operations (Gross)\*  
₹ Crore



**Rising non-sugar contribution from 21% to 38% during FY 2019-24**

Segment-wise Contribution to Revenue from Operations#



**Revenue growth of 14.3% p.a. during FY 2019-2024 with increasing contribution from non-sugar businesses**

Note: \* Revenue from Operations (Gross) include Excise duty of ` 931.31 crore in FY 24, ` 693.26 crore in FY 23, ` 403.10 crore in FY 22 and ` 29.18 crore in FY 21 on account of IMIL sales

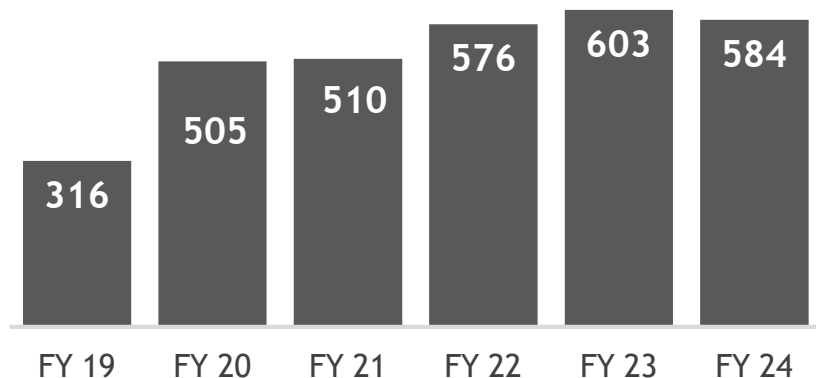
# Percentages calculated on Net Revenue from Operations excluding aforesaid excise duty. Intersegmental revenue adjusted from Sugar as these are largely due to sale of sugar by-products

# TEIL: PROGRESSIVELY INCREASING PROFITABILITY WITH HEALTHY CONTRIBUTION FROM NON-SUGAR BUSINESSES

FY 19-24 PBIT CAGR 13.1%

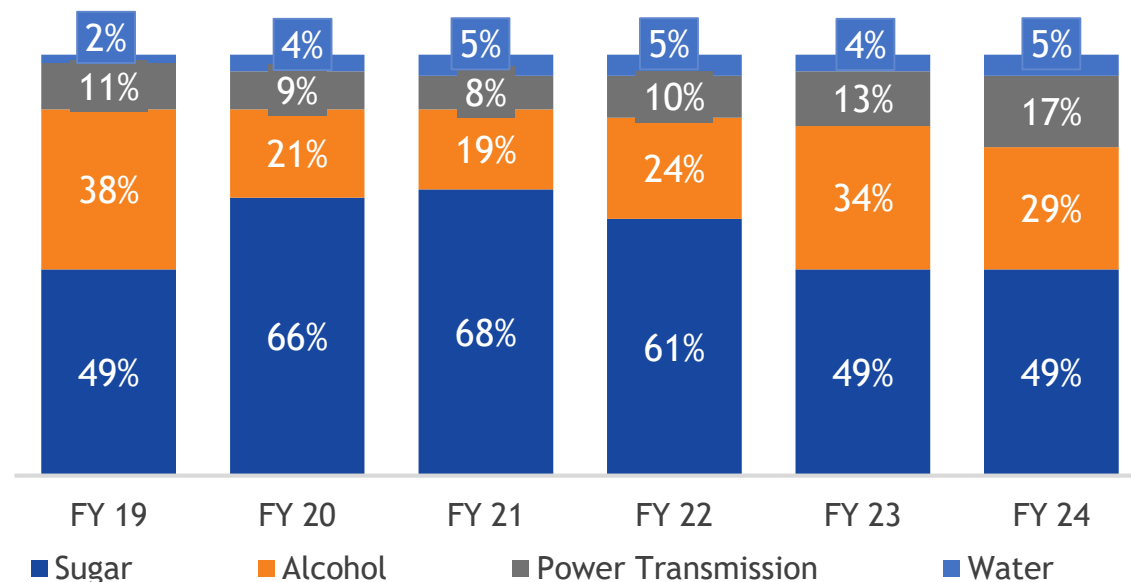
Profit Before Interest and Tax (PBIT)

₹ Crore



Sugar contribution progressively reducing; 49% in FY 2024

Segment-wise PBIT Contribution



**PBIT growth of 13.1% p.a. during FY 2019-2024**

Note: In FY 19, distillery profitability was higher due to increase in operating days and higher capacity utilisation which resulted in higher production by 80% and corresponding increase in sales volume. The higher profitability was also contributed by lower raw material prices.

## TEIL: BOARD OF DIRECTORS



**Dhruv M. Sawhney**  
Chairman &  
Managing Director



**Tarun Sawhney**  
Vice Chairman &  
Managing Director



**Nikhil Sawhney**  
Promoter &  
Non-Executive Director



**Dr. Meena Hemchandra**  
Independent  
Non-Executive Director



**J.K Dadoo**  
Independent  
Non-Executive Director



**Siraj Azmat Chaudhry**  
Independent  
Non-Executive Director



**Dr. Rajender Pal Singh**  
Independent  
Non-Executive Director



**Manoj Kumar Kohli**  
Independent  
Non-Executive Director

# TEIL: KEY MANAGEMENT



**Dhruv M. Sawhney**  
Chairman &  
Managing Director



**Tarun Sawhney**  
Vice Chairman &  
Managing Director



**Suresh Taneja**  
Group CFO



**Sameer Sinha**  
CEO  
Sugar Business  
Group



**B K Agrawal**  
President  
Corporate



**Geeta Bhalla**  
Group Vice President  
& Company Secretary



**Rajiv Rajpal**  
CEO  
Power Transmission



**Kamal Verma**  
CEO  
Water Business



**Prateek Kumar**  
Group Chief  
Legal Officer



**R.K. Goel**  
Senior Vice President &  
CFO (SBG)



**Akash Premsen**  
Vice President  
Strategy



**Sanjeev Asthana**  
Vice President  
Human Resource



**Surabhi Chandna**  
General Manager  
Investor Relations  
& Value Creation



**Bharat Gandhi**  
Business Head  
IMFL



**Ajay Kumar Jha**  
Business Head  
IMIL

# TEIL: STRENGTHS

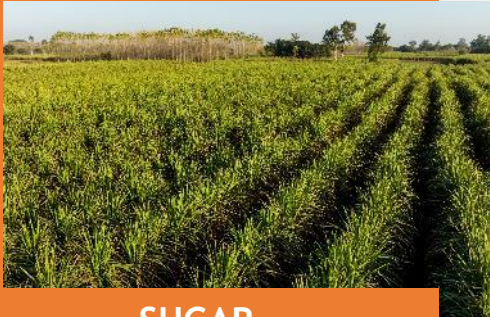


Deep understanding of agri-ecosystem & access to bagasse at scale	Deep expertise in discrete and process manufacturing	Expertise in setting up manufacturing plants	Ability to create market in India leveraging strong existing relationships	Strong financials, ability to invest and partnership experience	Experience of working with Government - State and Central
<ul style="list-style-type: none"> <li>350K+ sugarcane farmer base with ability to expand further - relevant for sourcing high raw material for operations</li> <li>Deep agri expertise leading to higher sugarcane yields for farmers</li> <li>Ability to work with farmers to increase yield and thereby supplies to own units</li> </ul>	<ul style="list-style-type: none"> <li>Scale ethanol business</li> <li>Highly efficient sugar manufacturing (relative to peers), with strong focus on operational efficiency</li> <li>Strong focus on Environment/ Health/ Sustainability</li> <li>Expertise in discrete mfg. e.g., scale turbines and gears businesses</li> </ul>	<ul style="list-style-type: none"> <li>Capability in optimally planning, constructing &amp; commissioning manufacturing plants</li> <li>Diversified portfolio of 24 facilities across businesses</li> <li>All recent projects commissioned in record time, with best-in-class facilities and less than industry avg. capex</li> <li>Ability to work effectively with govt. bodies enabling on-time commissioning of capital projects</li> </ul>	<ul style="list-style-type: none"> <li>Ability to create new markets in India by leveraging strong relationships with MNCs based in India, major Indian conglomerates &amp; large Indian companies</li> <li>F&amp;B/ FMCG: Coca Cola, Pepsi, United Breweries, Amul, Haldiram, Bikaji, Yakult, etc.</li> <li>Others: Siemens, Atlas Copco, Sulzer, etc.</li> <li>Experience with developing B2C brands (Triveni Brands: Shagun, Triveni Sugar)</li> </ul>	<ul style="list-style-type: none"> <li>Strong financials of the conglomerate, Revenue growth of 14.3% p.a. during FY 2019-2024 with increasing contribution from non-sugar businesses; PBIT growth of 13.1% p.a. during FY 2019-2024</li> <li>Focus on scale expansion, with regular investments in upgrading existing plants, and smaller investments (planned) in the Alco-Bev space</li> </ul>	<ul style="list-style-type: none"> <li>Compliant group with ability to work effectively with State and Central Govt. in highly regulated markets</li> <li>Extremely well networked with government bodies &amp; Associations like CII (Confederation of Indian Industries), ISMA (Indian Sugar Mills Association), etc.</li> </ul>



An entrepreneurial mindset coupled with the above capabilities enable Triveni to quickly and effectively tap business opportunities

# TRIVENI'S BACKBONE IS R&D.



SUGAR

- Triveni's Sugarcane Development Program is a key propeller of its socially and financially inclusive growth strategy.
- Increasing farm-level productivity considerably by using new technologies particularly through extensive usage of various IT tools/enablers and superior cultivation/planting methods.
- We do continuous monitoring through real-time data capturing, which leads to on-time and faster decision-making.
- Extensive propagation/replacement through other high yielding and high sugared varieties to reduce dependency on single variety, i.e. Co- 0238.
- Focus on optimising cut-to-crush time for maximizing the recoveries through GPS based monitoring of the transport of cane from out-centres to the factory.



WATER

- Moving Bed Bio Reactor - Technology arrangement with Aqwise (Israel).
- Sequential Batch Reactor - Technology arrangement (non-exclusive) with GAA of Germany.
- Activated Sludge Process (ASP) in different variants including advanced Biological Nutrient Removal (BNR) processes.
- Biological Treatment systems including Anaerobic / Anoxic / A2O configurations.
- Conventional / Membrane Filtration Technologies Filters - Sand, Ultrafiltration, Nano filtration, Reverse Osmosis etc.
- Common Effluent Treatment Plant with Zero Liquid Discharge (ZLD) with Thermal Evaporators for Sustainable solutions
- Seawater/Grey-water Desalination Plants
- Tertiary Treatment Plants with Recycling
- Sludge Treatment including Biogas/CBG systems

## TRIVENI'S BACKBONE IS R&D.



ALCOHOL

- High Brix fermentation with recycling of Spent wash & spent less (distillery effluents) to reduce effluent generation.
- Alco Chemical Complex, Muzaffarnagar is the first unit in UP which has obtained certificate from the FSSAI for manufacture of RS (P) and ENA.
- Carbon Dioxide Capturing Unit and an Ash Granulation Plant at Sabitgarh distillery.



POWER TRANSMISSION

- **High-Efficiency Gearboxes:** Achieved 0.15% efficiency improvement for >30 MW, >120 m/s gearboxes with global validation.
- **Compressor Gearboxes:** Developed 27 MW speed increaser for global markets, validated for high-speed, high-power applications.
- **Xperia AR Platform:** Immersive AR tool for showcasing, installing, and troubleshooting gearboxes via mobile apps.



## TEIL: ENVIRONMENT, HEALTH, SAFETY ARE PART OF ETHOS



With the slew of customers relationships we have maintained over the years a commitment to **EHS is part of our ethos.**

We are not only compliant but believe in going **above and beyond to be world-class.** Our operations run safe, healthy and provide a clean environment for our employees and community.

Conducting periodically EHS audits and investigating EHS incidents and taking corrective and preventive actions are integral to us. We have proven this time and time again.

*The Distillery facilities of the Company are eco-friendly and zero liquid discharge plants.*

# TEIL BRANDS: BUILDING CUSTOMER DELIGHT

Since 2003



**Shagun**<sup>TM</sup>

WHITE CRYSTAL SUGAR



Since 2022



Since 2020



**IMIL Brands**

*Available in UP*

Since 2024



**IMFL Brands**

*Available in UP*

# TEIL: SUGAR BUSINESS CLIENTELE

## Beverages



## Private Label



## Breweries and Others



## Pharmaceuticals



## Dairy/Ice Cream



# TEIL: SUGAR BUSINESS CLIENTELE

FMCG



# TEIL: POWER TRANSMISSION BUSINESS CLIENTELE

## Steam Turbines



**SIEMENS**



**DOOSAN**



## Gas Turbines

**SIEMENS**



## Compressors

*Atlas Copco*

**SIEMENS**  
ENERGY



**KOBELCO**

## Pumps



**SULZER**



**HYOSUNG** GOODSPRINGS

## Fans and Blowers



TLT-Turbo



## Defence



# TEIL: POWER TRANSMISSION BUSINESS CLIENTELE

## Other Key Clients



ADITYA BIRLA GROUP



## CONTACT US

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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 Engineering & Industries Ltd. makes no representation as to their accuracy or that the company subscribes to those views / findings.

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