

# ACHIEVING MORE TOGETHER



**Triveni**  
ENGINEERING & INDUSTRIES LTD.  
ANNUAL REPORT 2010-11

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## FORWARD LOOKING STATEMENT

This report contains forward-looking statements, which may be identified by their use of words like 'plans', 'expects', 'will', 'anticipates', 'believes', 'intends', 'projects', 'estimates' or other words of similar meaning. All statements that address expectations of projections about the future, including but not limited to statements about the Company's strategy for growth, product development, market position, expenditures and financial results, are forward-looking statements. Forward-looking statements are based on certain assumptions and expectations of future events. The Company cannot guarantee that these assumptions and expectations are accurate or will be realised.

The Company's actual results, performance or achievements could thus differ materially from those projected in any such forward-looking statements. The Company assumes no responsibility to publicly amend, modify or revise any forward looking statements, on the basis of any subsequent developments, information or events.

The Company has sourced the industry information from the publicly available sources and has not verified those information independently.

## ACHIEVING MORE TOGETHER

The foundation of civilization is based on co-habitation, co-operation, collaboration and co-creation. From time immemorial, togetherness has been the success factor for the evolution and dominance of mankind.

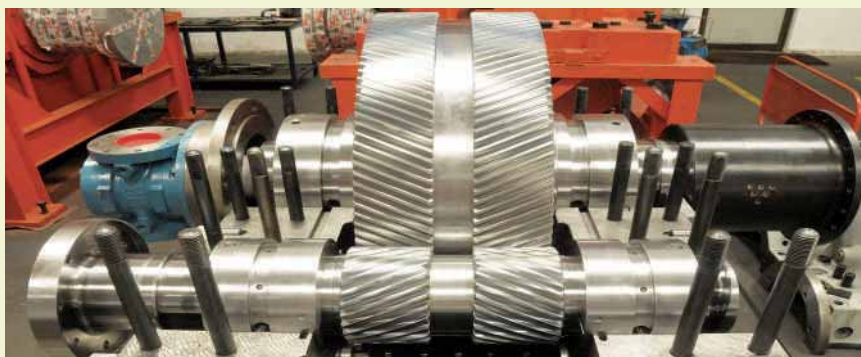
Similarly, the realm of business enterprise is extremely collaborative. The sustenance and growth of any enterprise depends on its ability to strike an intricate balance between the various constituents of its ecology. The theory of triple bottom line aptly advocates the interdependence between the Planet, People and Profit and highlights the spirit of togetherness for long term success of any organisation.

At Triveni, we have been exemplifying the spirit of togetherness for over seven decades. The respect for and commitment to symbiotic relationships that we share with our stakeholders - investors, employees, customers, suppliers, partners, government, community and ecology - form the core values of our operations. We, therefore, believe that we have been achieving more together.

**WHEN  
VISION  
MEETS  
ACTION,  
LEADERSHIP  
IS ATTAINED.**

Attaining business leadership is a journey and not a destination. At Triveni, we are governed by our vision to attain a significant leadership position in each of our businesses.

The fact that we are one of the largest integrated sugar producers in the country, market leader in high speed gears and gearboxes and emerging as one of the leaders in water & wastewater management business is a true reflection of competence, rigor and passion of our 5000+ employees.



**WHEN  
CHALLENGE  
MEETS  
COMPETENCE,  
SOLUTIONS  
EMERGE.**

Addressing key priorities facing our generation is a common theme across our diverse businesses. Food, water, renewable power, alternative energy, industrial efficiency - all are key human priorities. Our customer group is equally diverse and includes state electricity boards, municipal bodies, industrial houses and mass consumers of sugar.

We have been helping our customers to meet their challenges by providing technologically advanced and value engineered solutions. We keep enhancing our competencies in order to bring cost efficient products and solutions meeting highest standards of quality & reliability.



**WHEN  
TRUST  
MEETS  
POTENTIAL,  
GROWTH  
HAPPENS.**



The collaborative world of business harbours tremendous potential and possibilities. To achieve greater success in such a scenario, forging successful alliances and partnerships across a wider spectrum of stakeholders is critical.

At Triveni, we strive to master the art of leveraging partnerships for long-term growth and prosperity. The growth of our stakeholders is inextricably linked with our growth. Our quintessential diversity gets reflected in the hues of our partners - farmers, knowledge partners, technology partners, critical components suppliers, sub-contractors and investors.





# MESSAGE FROM THE CHAIRMAN

Dear Shareholders,

It is my pleasure to share with you a review of our operations in the past year and my thoughts on the future. I thank you most sincerely for your confidence and trust in our Company and management.

## **Sugar Business**

The fiscal year 2010-11 was another difficult year for the Indian Sugar Industry. Sugar production grew by 30% over the previous season to reach 24.4 million tonnes.

A significant increase in the cost of the key input sugarcane, and range bound sugar prices during the year had a serious impact on profitability. The availability of bagasse remained low, due to the lower sugarcane crushed during the year, resulting in lower income from co-generation operations. The lower cane crush also limited molasses production. However, with a proper mix of Extra Neutral Alcohol (ENA), Ethanol and Rectified Spirit, the distillery recorded better profitability compared to the last year.