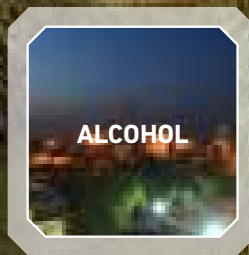


POSITIVE APPROACH. POWERFUL PERFORMANCE.



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Visit:
www.trivenigroup.com
for more details on the Company

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 or 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 resources and has not verified those information independently.



A YEAR OF RECORD-BREAKING ACHIEVEMENTS.

A YEAR OF NEW HIGHS.

FY 20 was a landmark year in the history of Triveni Engineering. A year of hopes fulfilled, with hard work bearing fruit and plans realised. A year of opportunities harnessed and ambitions attained.

Led by our strong positive outlook, we powered our way through the year to boost revenue, ensure profitability and drive success. And we did it across business segments and across sectors.

Pushing the frontiers of our strengths, we moved proactively and progressively to seize the opportunities of tomorrow, to deliver an exceptionally powerful performance today!

A performance that we are pleased to share with you through the pages of this Annual Report.





A DIVERSIFIED BUSINESS PORTFOLIO

At a glance

We employ over 6,500 people (including contractual) and operate 17 facilities in India for producing Sugar, Power, Alcohol, Industrial Gears and Gearboxes, besides providing Water and Wastewater Treatment solutions. We have integrated operations to produce sugar, ethanol and power. We produced over 1 million tonnes of sugar and 94 million litres of alcohol, and exported ~145.34 million units of power. Our products from sugar business are sold to several industry sectors, including Food and Beverages, Pharmaceutical, Power, Oil and Gas, and Retail. Our industrial gears and gearboxes are supplied to various industries like Steel, Refineries, Fertilisers, Cement, Textiles, Mining, Defence etc. Our water and wastewater management solutions are offered to large industrial and municipal sectors.

SUGAR



We are one of the largest integrated sugar manufacturers in India.
Our association with the Sugar industry is as old as the industry itself.

- **7** Sugar units in Uttar Pradesh
- Multi-grade - Large, Medium and Small Crystal - Sugar, Refined Sugar, Raw Sugar, Pharmaceutical-grade Sugar
- Food Safety System Certification (FSSC) -2000:2010 certified
- **3,00,000+** Associated farmers

POWER



We produce power from the co-product bagasse, a residue generated after sugarcane crushing, to fulfil the energy demand of our plant and sell the surplus to the power grid

- **6** Power plants
- Power export to Uttar Pradesh Power Corporation Limited (UPPCL)
- **104.5** MW grid connected co-generation capacity

ALCOHOL



We manufacture Extra Neutral Alcohol, which is used to produce potable alcohol and fuel-grade ethanol at our state-of-the-art distilleries at two locations

- **2** distilleries with 320 Kilo Litres Per Day (KLPD) combined capacity located at Muzaffarnagar (MZN) and Sabitgarh (SBT)
- MZN distillery has flexible product manufacturing capability - Ethanol, Extra Neutral Alcohol (ENA), Rectified Spirit (RS) and Denatured Spirit (SDS)
- SBT produces high quality Ethanol
- Hand Sanitizers manufacturing facility at MZN
- World-class technology employed to achieve Zero Liquid Discharge (ZLD)
- Highest standards of environmental norms followed from both water and air quality perspective

GEARS



World-class Integrated manufacturing facility
India's largest manufacturer of industrial high speed gears and gearboxes; Known for the reliability and technical excellence of our products

Unmatched world-class delivery time
Incubated a Defence Business segment at the Mysuru facility

Currently supporting a variety of defence solutions for the Indian Navy

- Largest engineered-to-order turbo gearbox manufacturer in India
- 3 different business segments – Gears, Defence, Built to Print
- Defence business solutions include –
 - Above and below deck mechanical equipment
 - Platform level support, including propulsion design, propulsion systems, Auxiliary part systems and individual equipment such as pumps, compressors and turbines

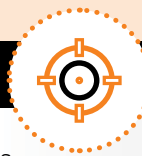
WATER TREATMENT SOLUTIONS



We provide complete and sustainable water technology solutions across the water usage segments

- **>2,000** process equipment supplied and commissioned
- **~10,000** Million Litres Per Day (MLD) water treated through our projects & equipment
- Embraced every type of technology
- Executed some of the largest projects in India
- Providing innovative solutions to a variety of customers to meet their technological requirements

OUR MISSION



We are committed to providing premium quality products, innovative and sustainable solutions that create value for our customers. We continue to look at ways we can make a positive environmental, societal and economic difference for the community at large. We build diverse teams and provide equal growth opportunities to all our employees.



OUR VISION



We strive to maintain sustainable business growth through continuous innovation, market development and customer retention while creating long-term value for all our stakeholders.



OUR VALUES



Open - We believe in open communication. We listen to our stakeholders and respond to their suggestions.

Pro-active - We understand customers' needs, offer new solutions customised to their requirements and exceed their expectations.

Commitment - We are committed to our customers and live up to promises.

Innovation - We are always willing to improve our products and service through continuous research and development.



OUR RESPONSIBLE GROWTH



In line with our focus on responsible growth, we adhere to sustainable business practices and are sensitive to the needs of the society. In view of the grave situation arising from COVID-19 pandemic, we promptly switched to bottling hand sanitizers, using the ethyl alcohol produced in our facility, to meet the acute shortage of alcohol-based sanitizers. Our wide variety of Corporate Social Responsibility (CSR) efforts, over and beyond what are statutorily required, span outreach programmes across all our businesses. Since we have a multi-state footprint of operations, we undertake CSR activities to address areas such as healthcare, education, hygiene etc. in and around our operating areas.





KEY PERFORMANCE

FY 20 witnessed the Company achieve remarkable performance across its business segments, with several significant achievements to mark a milestone year in its journey.



41%

Growth in Revenue
in Operations
(Consolidated)



55%

Growth in Profits after
Tax (Consolidated)



₹ 1,147.28 Crore

Outstanding Order Book
(Gears and Water Businesses)



100%

Zero Liquid
Discharge at
both Distilleries



1,91,829
Hectares

Total Sugarcane Area



1.01

Million Tonnes
Sugar Production



31,500 MW

Gears Capacity
Installed Globally



₹ 995.3
Crore

Water Business
Order Book as on
March 31, 2020



~10,000
MLD

Water Treated



AA- long-term and
A1+ short-term rating
accredited by ICRA



STRATEGY DRIVES POSITIVITY

We operate in a diverse and continually changing market environment with several opportunities and challenges. Our strategy is to keep evolving and responding with agility and speed to meet the changing needs of our customers, farmers and other stakeholders, while ensuring financial stability. Our ability to rapidly align to key policy interventions in the industry, while ensuring that we use resources responsibly, enables us to keep strengthening our businesses.

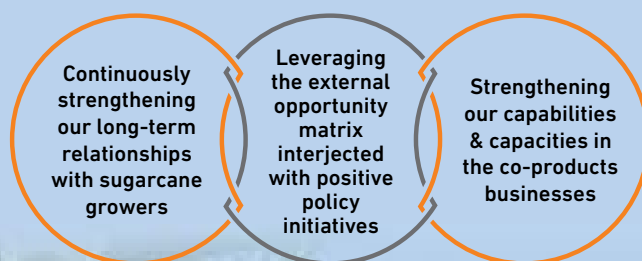
The bedrock of our strategy is founded on three principles - ethics, sustainability and efficiency. We are focussed on delivering exceptional product quality and customer service. With decades of experience as a sugar producer, we continue to embrace innovation, extensively use technology, and strive to create value by working collaboratively across our group and with all our stakeholders.

Our success has been built on our relentless efforts to continually improve our operating efficiencies, working with all our supply chain partners while focussing on continuous development and innovation to meet the changing priorities of the market and our customers.

OUR SUGAR STRATEGY



In the Sugar and Co-product businesses, we have a comprehensive business strategy that leverages external opportunities while employing our internal strengths. It is a strategy woven into three key components:



For most part of FY 20, the Sugar industry in India was nurtured in a largely controlled and protected market environment, pillared on:

- A Minimum Selling Price (MSP) of sugar
- Regulated monthly release mechanism of sugar
- No increase in sugarcane prices
- The Government's fiscal stimulus towards creation of buffer stock of 4.0 million tonnes of sugar for one year from August 1, 2019 to July 31, 2020, and export of 6 million tonnes of sugar. Export subsidy @ ₹ 10,448 per tonne announced for sugar mills for the Sugar Season 2019-20 (Maximum Admissible Export Quantity – MAEQ) to lower the sugar stocks in the country
- Wide Global deficit, with continuous supply shocks coming from major sugar producing markets such as Thailand and large drops in production in other parts of the world

Further strengthening the Sugar business proposition was our **SHARING PHILOSOPHY**:

The long-standing relations we have with the sugarcane growers remain a powerful engine of growth for our Sugar business. Our ability to partner successfully with sugarcane farmers and our extensive sugarcane development programme has resulted in mutual benefit – higher crush and recovery for us, with maximisation of yield leading to accrual of higher disposable income for the farmers, thus enabling the creation of a better tomorrow.

Collaborating with partners and investments in technology in Co-products to improve efficiencies, coupled with vertical integration in areas like capturing of CO₂ and potash rich granulated ash in the distilleries, would further help the Company to improve profitability.

On the **Alcohol** front, the industry witnessed several promising positive policy interventions by the Government of India, including:

- Scheme of interest subvention to promote the growth of ethanol manufacturing infrastructure in the country
- Implementing faster processes for speedy environmental clearance
- Fixing of higher ethanol price derived from B-heavy molasses and directly from sugarcane juice to encourage higher production of ethanol

We responded to these developments effectively and expeditiously, with doubling of our manufacturing capacity. As a key component of the agri-business value chain, we continue to augment our presence across the Sugar and Co-product business to contribute significantly to the rural economy across our locations.



COVID-19 AND SUGAR BUSINESS



Within 72 hours of the lockdown across the country, with our operations designated as essential commodity manufacturing, we were able to go contactless with over 3,00,000 farmers that we interact with, and thousands of other people who form a part of our supply chain. This, coupled with detailed processes for social distancing and safety in place, allowed us to operate our units in an environment of great safety and security for all individuals concerned.

The need for a responsive strategy was required during the COVID-19 outbreak that impacted industries and businesses across the country in the last quarter of the fiscal year. The Sugar industry, given its classification as an essential commodity, continued to get Government support during the lockdown period and, therefore, continued its operations unabated. However, the impact on demand was palpable as the demand from the institutional buyers declined severely. A total impact of ~0.5 million tonnes is estimated on all India sugar consumption for the current sugar year.

Distilleries continued to operate at full capacity during the challenging lockdown period due to support from Oil Marketing Companies despite pruned fuel consumption.

In view of the grave situation prevailing due to COVID-19, the Government of India permitted sugar industry to manufacture hand sanitizers to meet the unprecedented demand in the country to combat the spread of Coronavirus. We started manufacturing hand sanitizers based on WHO recommended formulation at our state-of-the-art distillery at Muzaffarnagar within a short span after the Government's announcement. We supplied our hand sanitizer, "GermCare", free of cost to the District Administrations and various bodies in the regional ecosystem.

We accord the highest priority to the safety and health of our employees, customers and partners. We follow very strict and advanced protocols at all our offices and manufacturing facilities, and have implemented stringent processes for ensuring preventive measures for COVID-19 at all levels to keep the risk under control. By leveraging digital technology, we successfully shifted our work online, while ensuring our availability to all our stakeholders at all times.

