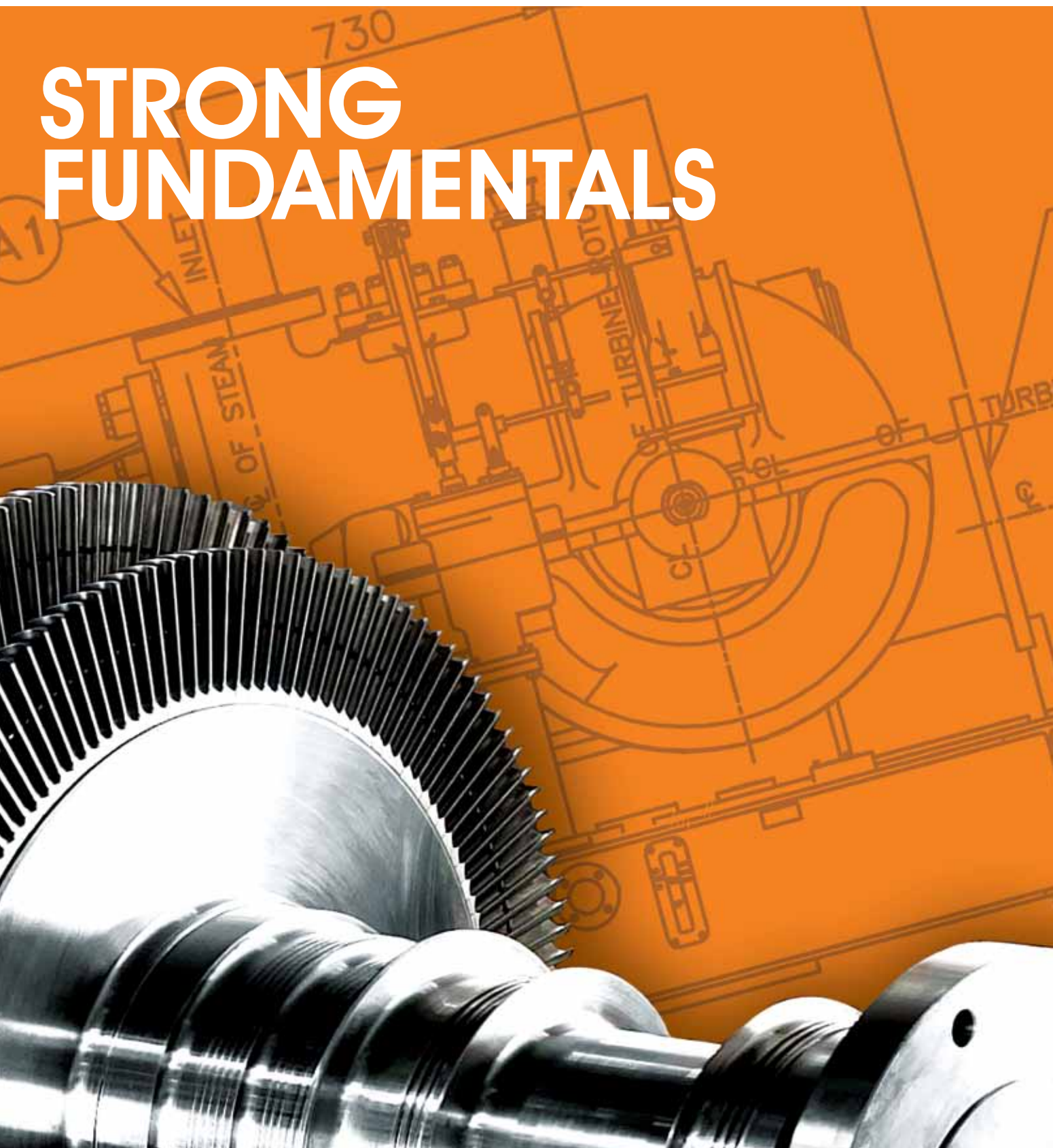


# STRONG FUNDAMENTALS



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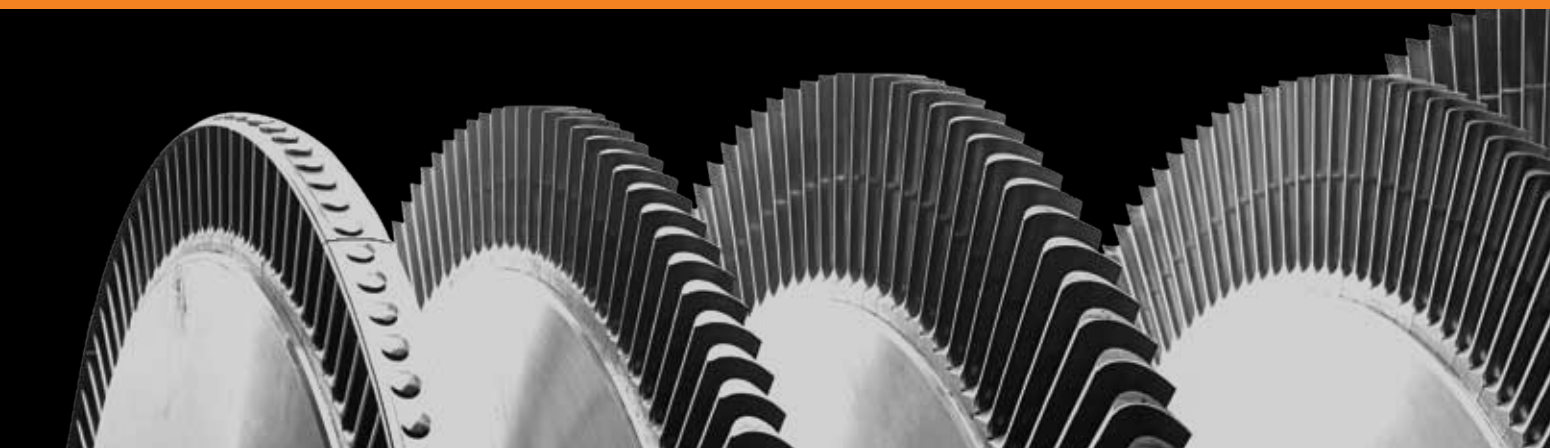
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### Forward looking statement

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 resources and has not verified those information independently.



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Market volatility, global economic slowdown and subdued business sentiments have not undermined our commitment towards growth. Triveni's strong business model and inherent strengths allow us to continue to explore more areas of enhancing value offerings and plan future growth opportunities.

Despite the turmoil in the global markets, we worked towards strengthening our focus as a customer centric organisation. Focused marketing strategy, unique value proposition and best in class manufacturing capabilities enabled us to propagate and reinforce our leadership position.

Our strategic focus on entering new markets and geographies has led to a strong and credible presence in the global market.

We have been delivering engineered-to-order products and aftermarket services of global quality consistently, by leveraging and aligning our strong R&D programme to meet our customers' requirements and helping them to have a competitive edge.

With steadfast focus on our business objectives and strategy, we are firmly moving ahead towards our stated goals despite a difficult business environment, globally.



# COMPETITIVE



Triveni's world class steam turbines customised to varying customer needs coupled with comprehensive service solutions, offers a low cost operating advantage and a superior value proposition for our customers. Our network of global suppliers and dedicated sub-contractors, complying with stringent quality norms, enables us to maintain the quality standards of the turbine and its auxiliary systems.

We understand the economics and needs of the power producers to have better operating efficiencies with long term equipment reliability, maximum online availability and extended operating life which lead to maximising return on investment through reduced operating costs.



# MARKET REACH

We believe that leadership is a continuous process of producing results and performing despite uncertainties. Triveni has a dominant market share in sub 30 MW range domestically and during the year it succeeded in improving it from 58% to 63%.

As a part of our business strategy, we aspire to have a strong presence in all our current and potential markets. Following this strategy, we have already installed globally competitive and accepted products in over 40 countries. Our wide geographical coverage helps us in identifying opportunities and converting them into business, which is reflected in our international enquiry book.

GE Triveni Limited, our subsidiary company, has achieved major breakthroughs in the international market during the year and has secured orders for three turbines. With these international orders coupled with some domestic orders, GETL is poised to show good growth in the coming years.







# TECHNOLOGY







Both Innovation and Quality are vital for our business to remain robust and competitive. Innovation is at the core of our operations. Our Research & Development team of domain experts and consultants continue to develop designs that are technologically superior and operationally cost competitive by deploying state-of-the-art design tools and softwares.

The Company's best in class testing and validation facilities help ensure functionality, safety and reliability of steam turbines. During the year, eleven advanced models and variants across the lower as well as higher ends of the product range have been developed. Our expansion into higher capacity (MW), high temperature & pressure turbines will widen our market opportunities in the coming years.



# THIS IS TRIVENI TURBINE LIMITED

Triveni Turbine Limited (TTL) is a leading steam turbine manufacturer from India with a global market footprint spanning over 40 countries. TTL has been helping customers in achieving power self sufficiency and sustainability with its customised steam turbines up to 30 MW range. The Company is the market leader in India with a dominant 63% market share. It also offers comprehensive after-market services covering the entire lifecycle of turbines. TTL operates in higher capacity range of above 30 MW to 100 MW turbines through its subsidiary, GE Triveni Ltd., a joint venture company with General Electric.

## Products & Services

TTL offers robust back-pressure and condensing steam turbines that work across a wide range of pressure and flow applications. For TTL, customer relations means much more than just completing the contractual commitment of supplying and commissioning the turbine. TTL stands by its customers to make their operations reliable and provides a 360-degree after sales services support during the complete life cycle for all types of industrial steam turbines. With a dedicated team of highly skilled and experienced engineers, TTL offers a wide suite of integrated solutions like erection & commissioning, spare parts, operations & maintenance and refurbishing, among others.

