

DELIVERING  
VALUE  
BEYOND  
BOUNDARIES

Annual Report 2015-16



### **Forward-looking statements**

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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Triveni Turbine Limited (TTL) is committed to delivering consistent value to all stakeholders – from customers and investors, to suppliers, partners, associates, employees and the society at large.

The Company's value proposition, which is rooted in its organisational and operational philosophy, extends beyond geographical boundaries, synchronising with the expanding reach of the organisation. It encompasses the entire spectrum of the products and services, with customised solutions structured to drive mutual benefit.



The Company's value-centric approach is limited neither by regional or national requirements, nor by the fine lines that distinguish the needs of its various stakeholders. Instead, it is steered by a vision that perceives every stakeholder, across borders, as a partner, thereby ensuring collective and far-reaching progress for all.



# DELIVERING VALUE THROUGH NUMBERS

About  
**60%**  
market share  
in India  
consistently



Over  
**2,500**  
steam turbines  
installed

Over  
**11 GW**  
of power  
generation  
capacity created



Presence  
in over  
**50**  
countries





**22%**  
growth in total  
consolidated  
income



**19%**  
growth in  
consolidated  
Profit after Tax



**21%**  
growth in  
consolidated  
order booking

**49%**  
growth in  
consolidated  
exports order  
booking



# DELIVERING SUSTAINED VALUE FOR CUSTOMERS

With its robust, reliable and efficient steam turbine solutions, TTL delivers unmatched value to its customers globally. Its design, manufacturing and supply chain capabilities extend beyond quality products to encompass an exceptional range of spares & services, as well as refurbishment, thereby creating a holistic value proposition going beyond geographical and stakeholder boundaries.

Delivering value through extensive product range



## Steam turbines up to 30 MW range

- Condensing Steam Turbines (Straight Condensing, Extraction Condensing, Bleed Condensing, Injection Condensing)
- Back Pressure Steam Turbines (Straight Back Pressure, Extraction Back Pressure, Bleed Back Pressure)

## Steam turbines above 30 to 100 MW range (GE Triveni products)

- Condensing Steam Turbines (Uncontrolled Extraction, Controlled Extraction)
- Back Pressure Steam Turbines (Uncontrolled Extraction, Controlled Extraction)

Value-led services



The Company's value delivery goes beyond products and it has in place a comprehensive and customised service network to provide fast and reliable on-site services with short lead times. Its extensive O&M expertise enables it to deliver excellent and efficient solutions to help its customers maintain their products through sustained operational efficiencies at minimal cost.

Quick delivery of quality spares is another key value proposition offered by the Company to its customers.



## Delivering value through manufacturing prowess



The Company has a world-class manufacturing facility designed to deliver products adhering to stringent global quality standards. Its manufacturing services are designed to deliver high-end quality to its customers, with engineered-to-order, innovative product designs. The products are evolved to function with an agility that ensures high levels of efficiencies and the robustness to withstand fluctuating and rough conditions.

## Value-driven partnership



TTL's subsidiary company, GE Triveni Limited (GETL), is a joint venture with General Electric, which has helped expand the organisation's value compass across new frontiers of growth. GETL designs, supplies and services steam turbines above 30 MW to 100 MW generating capacity. Benchmarked to international standards, the turbines are marketed globally under the "GE Triveni" brand.



With customers at the core of its business philosophy, TTL is continuously scaling up its engagement with clients to ensure enhanced value delivery in the form of quality products and improved service.

# CREATING AN INNOVATIVE ECO-SYSTEM TO BOOST STAKEHOLDER VALUE

At the centre of the Company's value-oriented business philosophy is its focus on creating a holistic eco-system that strives to enhance value for each of its stakeholders, from customers to employees, partners and investors.

Leading the creation of this eco-system is a strong R&D team, which is continuously engaged in innovating new processes and systems to augment operational and cost efficiencies. The R&D function is also focussed on refining the Company's product and service delivery to ensure less time to market with higher cost efficiencies, translating into better value not only for the customers but also for partners, investors and shareholders. TTL has been awarded National IP Award for Top Organisation for Design in 2016.

## Enhancing value for employees

The value-focussed eco-system extends to the Company's own people through a host of capability building, knowledge upgradation and career progression programmes that are aligned to its goals. TTL believes in providing ample learning opportunities for its employees, with whom it remains engaged at various levels to ensure their continuous improvement. Technological empowerment of employees, coupled with a culture to promote employee health and safety, are other key facets of TTL's value creation focus.

