

CORPORATE OFFICE

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By E-filing

Date: 31st July, 2018

Sub: Submission of Investor's brief for the 1 <sup>st</sup> quarter ended June 30, 2018.			
STOCK CODE: 533655	STOCK CODE: TRITURBINE		
Thru: BSE Listing Centre	Thru: NEAPS		
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1st Floor, New Trading Ring,	Exchange Plaza, 5th Floor,		
BSE Ltd.	National Stock Exchange of India Ltd.,		

Dear Sirs,

Please find enclose herewith a copy of Investors' brief on the performance of the Company for the Q1 ended June 30, 2018. The same has also been put up on the Company's website <a href="https://www.triveniturbines.com">www.triveniturbines.com</a>.

Thanking you,

Yours faithfully,

For Triveni Turbine Ltd.

1201 Son threy

Rajiv Sawhney

**Company Secretary** 

Encl: As above



Registered office: A-44, Hosiery Complex, Phase-II, NOIDA 201 305, Uttar Pradesh Corporate office: Express Trade Towers, 8<sup>th</sup> floor, Plot No.- 15-16, Sector 16A, Noida 201301 Manufacturing Facility: 12A, Peenya Industrial Area, Peenya, Bengaluru 560 058 CIN: L29110UP1995PLC041834

### For immediate release

# Q1 FY 19 (Consolidated) Key Highlights:

- > All time high turnover in First Quarter
- > Net Income from Operations ₹ 1.72 billion, a growth of 41%
- > PAT ₹ 190 million, a growth of 48%
- Strong Order in-take 11% growth over Q1 FY 18; Domestic order booking growth @ 43%
- > Strong outstanding order book ₹ 7.8 billion

**Bengaluru**, **July 31**, **2018**: Triveni Turbine Limited (TTL), the market leader in steam turbines upto 30 MW, today announced the performance for the first quarter ended June 30, 2018 (Q1 FY 19).

The Company has prepared the Financial Results for the first quarter based on the Indian Accounting Standards (Ind AS) and has been publishing and analyzing results on a consolidated basis. While the consolidated result includes the three 100% subsidiaries of TTL, based on the Ind AS, only the share of profits of the JV, GE Triveni Limited (GETL) is considered in the consolidated net profit.

# PERFORMANCE OVERVIEW (Consolidated): April – June 2018 v/s April - June 2017 (Q1 FY 19 v/s Q1 FY 18)

- Net Income from Operations at ₹ 1.72 billion in Q1 FY 19 as against ₹ 1.22 billion in Q1
   FY 18, a growth of 41%
- EBITDA of ₹ 337 million in Q1 FY 19 as against ₹ 192 million in Q1 FY 18, a growth of 76%
- Profit before Tax (PBT) at ₹ 289 million in Q1 FY 19 as against ₹ 140 million in Q1 FY
   18, a growth of 106%
- Profit after tax (PAT) at ₹ 190 million in Q1 FY 19 as against ₹ 128 million in Q1 FY 18, a growth of 48%
- EPS (not annualised) for Q1 FY 19 at ₹ 0.58 per share

Commenting on the Company's financial performance, Mr. Dhruv M. Sawhney, Chairman and Managing Director, Triveni Turbine Limited, said:

"The performance of the Company during the quarter has been good in terms of revenue which grew by 41% and PAT grew by 48% in Q1 FY 19 as compared to the corresponding period of last year. The turnover of the first quarter has been the highest ever achieved on a quarterly basis. Similarly, the order booking during the quarter has been higher by 11%.

The overall domestic market for under 30 MW size has started showing signs of revival. The quarter under review saw some bulk orders getting finalized which has resulted in a domestic order booking growth of 43%. On the enquiry generation front, enquiries from the domestic market showed some increase during the current quarter over the corresponding period of last year and these enquiries are spread over larger end user segments such as Sugar, Cement, Steel and waste-to-energy.

In the international market, the order inflow has been lower than our estimates in the first quarter, which we are confident of making up in the coming quarters as the pipeline under finalization is strong. The lower than estimated order booking in Q1 was primarily due to delay in finalization of orders and completion of other formalities before considering as an order in our books and we are confident that the coming quarter will see the offsetting of this trend. However, the quarter saw an increase of 12% in enquiry from the international market with good growth from Central & South America, parts of Europe etc.

During Q1 FY 19, the Aftermarket segment has performed very well with a growth of 44% over the Q1 FY 18 in terms of order booking while the sales growth stood at 32%. The aftermarket business has developed traction in export markets too and exports contribution in outstanding aftermarket order book is at 65%. The enquiry pipeline for the refurbishment segment is quite healthy and we believe the same will help us in booking good orders in the coming quarters.

The outstanding consolidated order book (without the JV) as on Jun 30, 2018 stood at ₹ 7.8 billion, which is a growth of 10% as compared to FY 18 closing order book as on 31<sup>st</sup> March 2018. With a strong order booking during Q1 FY 19, the turnover and profitability is expected to improve in FY 19 with similar margins as last year.

The overall performance of GETL for the year under review has been better and the JV could book orders for ₹ 305 million during the period under review. Also, the orders in hand

and enquiry pipeline is encouraging from international market which we believe should help in better order booking in coming quarters.

With the Company's increasing export order booking and aftermarket businesses and a strong carry forward order book and robust enquiry pipeline, we believe that the current year should be a strong year in terms of the overall performance of the Company. The increased focus and market penetration in new geographies have started showing signs of positive results that should strengthen the Company's growth in the export market going forward. This also helps us in evenly spreading our order booking from various markets, which in turn will support us in mitigating the risks in market volatility to a very great extent. Similarly, the offices we established in different geographies are also gaining traction in terms of enquiry generation etc. In the domestic market, the Company has a good pipeline of enquiries spread across process co-generation, sugar co-generation, IPPs, and metals which is expected to result in order booking going forward."

- ENDS -

### **Attached: Details to the Announcement and Results Table**

### About Triveni Turbine Limited

Triveni Turbines is one of the largest manufacturers of industrial steam turbines - globally. The Company designs and manufactures steam turbines up to 100 MW, and delivers robust, reliable and efficient end-to-end solutions. The larger end of the range – above 30 MW to 100 MW, is addressed through GE Triveni Ltd. (GETL), a majority held globally exclusive Joint Venture with General Electric (now BHGE).

Triveni Turbines manufactures steam turbines at its world-class manufacturing facilities in Bengaluru, India and assists its customers with their aftermarket requirement through its global servicing offices. With installations of over 3000 steam turbines across 18 industries, Triveni Turbines is present in over 70 countries around the world. Triveni Turbine Limited offers steam turbine solutions for Industrial Captive and Renewable Power. It was demerged from its parent Company, Triveni Engineering and Industries Limited which holds 21.82% equity capital of TTL, in 2010 to emerge as a pure play turbine manufacturer.

The Company provides renewable power solutions specifically for Biomass, Independent Power Producers, Sugar & Process Co-generation, Waste-to-Energy and District Heating. Its steam turbines are used in diverse industries, ranging from Sugar, Steel, Textiles, Chemical, Pulp & Paper, Petrochemicals, Fertilisers, Solvent Extraction, Metals, Palm Oil to Food Processing and more. Apart from manufacturing, the Company also provides a wide range of aftermarket services to its own fleet of turbines as well as turbines of other makes supported by its team of highly experienced and qualified service engineers that operate through a network of service centers.

Triveni Turbines market leadership has been built on a foundation of strong and continuously evolving research, development and engineering capabilities. The customer centric approach to R&D, along with a keen focus on delivered product and life-cycle cost has allowed Triveni Turbines to set benchmarks for efficiency, robustness and up-time of the turbine. A strong internal team, strengthened by collaborative associations with globally

leading design and research institutions, has placed Triveni at the forefront of a technically challenging field dominated by large multi-nationals.

GE Triveni Limited (GETL) is a subsidiary of Triveni Turbine Limited (TTL) and a joint venture with General Electric (now BHGE). GETL is engaged in design, supply and service of advanced technology steam turbines with generating capacity of above 30 to 100 MW. Headquartered in Bengaluru, GETL turbines are manufactured at state-of-the-art plants of Triveni Turbine Ltd. The products are marketed under "GE Triveni" brand globally.

For further information on the Company, its products and services please visit www.triveniturbines.com

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**Note:** Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward looking statements. Triveni Turbine Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

## **Q1 FY 19: PERFORMANCE REVIEW**

(All figures in ₹ million, unless otherwise mentioned)

TTL is the domestic market leader in steam turbines up to 30 MW. It has maintained its dominance consistently over the years and is one of the largest manufacturers worldwide in high and low-pressure turbines in this range. The Company's ability to provide high-tech precision engineered-to-order solutions has made it one of the most trusted names within the sector.

The consolidated result of the Company includes the results of fully owned subsidiary, Triveni Turbines (Europe) Pvt. Limited (TTE) based in UK with a 100% step down subsidiary called Triveni Turbines DMCC (TTD), located in Dubai with a 100% step down subsidiary called Triveni Turbines Africa (Pty) Ltd in South Africa. As per the Ind AS, the consolidated revenue does not include the sales of GETL while the share of TTL's profits in JV is added in the net profit. Details of order booking also do not include GETL.

## **Performance Summary (Consolidated)**

	Q1 FY 19	Q1 FY 18	% Change
Revenue from Operations (net)	1,718	1,217	41
EBITDA	337	192	76
EBITDA Margin	19.6%	15.7%	
Depreciation & Amortisation	48	50	-4
PBIT	289	141	105
PBIT Margin	16.8%	11.5%	
Finance Cost	0	1	
PBT	289	140	106
PBT Margin	16.8%	11.5%	
Share of Profit of JV	-1.1	39	-97
Consolidated PAT	190	128	48
Consolidated PAT Margin	11.1%	10.5%	
EPS (₹/share)	0.58	0.39	

- During the quarter, the growth in turnover has been 41% when compared to corresponding quarter of last year.
- During Q1 FY 19, the mix of exports in total sales has been 63%, while the same was 42% in the corresponding period of previous year.
- The share of aftermarket sales to total sales in Q1 FY 19 is 24% as against 26% during Q1 FY 18.
- The period under review recorded a strong order inflow from the domestic market. The mix of domestic order booking in Q1 FY 19 has gone up to 59% from 46% in Q1 FY 18.

 The overall consolidated closing order book at ₹ 7.77 billion during Q1 FY 19 is higher by 7% as compared to Q1 FY 18 and 10% from the closing order book as on 31<sup>st</sup> March 2018.

# **Summary of Consolidated Order book (without GETL)**

Particulars Consolidated			
Opening Order Book	Q1 FY 18	Q1 FY 19	% Var
Domestic	3,754	3,700	-1%
Exports	2,567	3,389	32%
TOTAL	6,321	7,089	12%
Mix of Exports	41%	48%	
Product	5,649	6,369	13%
After market	672	720	7%
Total	6,321	7,089	12%
Mix of After market	11%	10%	
Order booking			
Domestic	987	1,415	43%
Exports	1,165	982	-16%
TOTAL	2,153	2,397	11%
Mix of Exports	54%	41%	
Product	1,648	1,669	1%
After market	505	729	44%
Total	2,153	2,397	11%
Mix of After market	23%	30%	
Sales			
Domestic	704	635	-10%
Exports	513	1,083	111%
TOTAL	1,217	1,717	41%
Mix of Exports	42%	63%	
Product	899	1,298	44%
After market	318	419	32%
Total	1,217	1,717	41%
Mix of After market	26%	24%	
Closing Order book			
Domestic	4,038	4,480	11%
Exports	3,219	3,288	2%
TOTAL	7,257	7,769	7%
Mix of Exports	44%	42%	
Product	6,399	6,739	5%
After market	858	1,030	20%
Total	7,257	7,769	7%
Mix of After market	12%	13%	

### **Outlook**

During the period under review, the order finalization in the domestic market has improved significantly with strong order intake from process co-generation segment including sugar and the company's market share has improved to over 70%. Similarly, the enquiry generation has also been good and wide spread from across all major user segments with majority coming from process co-generation industries such as paper & pulp, chemicals, agro based, food processing including sugar etc. Further, the period under review also saw enquiry generation from both steel and cement segments which also witnessed some enquiries getting converted into orders. With the current enquiry book which is at various stages of finalization, we believe that the order finalization for the domestic market is expected to improve in the coming quarters.

The period under review witnessed lower order booking from international market mainly due to delay in order finalisations and completion of post order finalization requirements such as opening of LCs etc. and most of these have been finalized post the closing of the quarter. The enquiry generation from international market has grown by 12% during this quarter from most of the new geographies showing good leads.

In the export market, the renewable sector is driving demand specifically from the Biomass and Waste to Energy projects. The Company has currently orders and installations from over 70 countries and will be focusing on new markets in the coming years. Some of the segments of focus are biomass, paper, process co-generation sugar co-generation and palm oil apart from the newly entered segments such as waste to energy, combined cycle, oil & gas segment etc.

During the quarter under review, the aftermarket segment shown strong growth both on turnover and order booking. While the increase in turnover has been over 30%, the order booking has been significantly higher at 44%. Out of the total aftermarket order booking of ₹ 729 million during the quarter, orders from international market contributed 64%. Further, the aftermarket order booking also shown good traction on refurbishment, that too from the international market. The enquiry pipeline for this segment shows good visibility and therefore, we believe that the order booking should remain healthy going forward. The outlook on the overall aftermarket business is positive due to the Company's foray into the export market with good number of refurbishment enquiries. Further, the Company's overseas offices are expected to result in better market access and more orders in the coming quarters.

The Company has a strong focus on technology development through dedicated Design and Development team with the objectives of improving the efficiency of the products, making the product more cost competitive and also to meet the varying demands from both the domestic and international markets. Further, new generation blades, profiles and modules are under development which should also help the Company to remain in the forefront of product development. The Company's portfolio of IPR is building up on a consistent manner.

With a strong outstanding order book, together with a good pipeline of enquiries which are expected to be converted into orders in the coming year, the Company is well positioned to maintain its leadership position.

## **GE Triveni Limited**

During Q1 FY 19, GETL recorded sales of ₹ 211 million with a Loss After Tax of ₹ 0.74 million. The joint venture received one order in Q1 FY 19 for 32 MW from the domestic market apart from some orders for spares & services. The JV has a strong enquiry pipeline which we believe could get finalized in the coming quarters. The execution and commissioning of large sized turbines in the export market is underway and GETL expects these references to help it to achieve enhanced order inflows in the future.

Regd. Office: A-44, Hosiery Complex, Phase II Extension, Noida, U.P. - 201 305 Corp. Office: 8th Floor, Express Trade Towers, 15-16, Sector-16A, Noida, U.P - 201 301 CIN: L29110UP1995PLC041834

### Statement of standalone unaudited financial results for the quarter ended June 30, 2018

	Three months ended			Year ended
Particulars	June 30 ,2018   March 31, 2018		June 30, 2017	March 31, 2018
	Unaudited	Audited	Unaudited	Audited
1. Revenue from operations (Refer note 2)	16,968	23,986	12,121	74,314
2. Other income	339	383	110	880
Total income	17,307	24,369	12,231	75,194
3. Expenses				
(a) Cost of materials consumed	10,151	13,434	6,135	37,838
(b) Changes in inventories of finished goods and work-in-progress	(1,236)	(1,189)	(187)	699
(c) Excise duty on sale of goods (Refer note 2)	-	-	222	222
(d) Employee benefits expense	2,108	2,062	1,750	7,962
(e) Finance costs	1	1	8	53
(f) Depreciation and amortisation expense	478	533	503	1,911
(g) Other expenses	3,060	3,681	2,326	11,909
Total expenses	14,562	18,522	10,757	60,594
•				
4. Profit from continuing operations before exceptional items and tax	2,745	5,847	1,474	14,600
5. Exceptional items (net)- income/(expense)	-	-	-	-
6. Profit from continuing operations before tax	2,745	5,847	1,474	14,600
7. Tax expense:				
- Current tax	936	2,040	485	5,084
- Deferred tax	25	(123)	27	(307)
Total tax expense	961	1,917	512	4,777
8. Profit from continuing operations after tax	1,784	3,930	962	9,823
9. Profit/(loss) from discontinued operations	-	-	1	-
10. Tax expense of discontinued operations	_	-	-	-
11. Profit/(loss) from discontinued operations (after tax)	_	-	-	-
12. Profit for the period	1,784	3,930	962	9,823
13. Other comprehensive income	-,:	2,222		7,0_0
A. (i) Items that will not be reclassified to profit or loss	-	53	-	53
(ii) Income tax relating to items that will not be reclassified to profit or loss	-	(18)	-	(18)
B. (i) Items that will be reclassified to profit or loss	(325)	(606)	13	(72)
(ii) Income tax relating to items that will be reclassified to profit or loss	114	210	(5)	25
()	(211)	(361)	8	(12)
14. Total comprehensive income for the period	1,573	3,569	970	9,811
15. Paid up equity share capital (face value ₹ 1/-)	3,300	3,300	3,300	3,300
16. Other equity	3,300	3,300	3,300	41,315
17. Earnings per share of ₹ 1/- each (for continuing and total operations) -				41,313
(not annualised)				
(a) Basic (in ₹)	0.54	1.19	0.29	2.98
(b) Diluted (in ₹)	0.54	1.19	0.29	2.98
Con accompanying notes to the standalone financial results	0.34	1.19	0.29	2.90

See accompanying notes to the standalone financial results

#### Notes to the standalone unaudited financial results for the quarter ended June 30, 2018

- 1. The Company primarily operates in a single reportable segment Power Generating Equipment and Solutions.
- 2. Post implementation of Goods and Services Tax ("GST") with effect from July 1, 2017, revenue from operations is disclosed net of GST. Revenue from operations for the quarter ended June 30, 2017 and year ended March 31, 2018 includes excise duty up to June 30, 2017 which is now subsumed in the GST. Accordingly, revenue from operations for the quarter ended June 30, 2018 is not comparable with quarter ended June 30, 2017 as well as year ended March 31, 2018.
- 3. Effective April 1, 2018, the Company has adopted Ind AS 115 "Revenue from Contracts with Customers" using the modified retrospective method. The provisions of the new standard require recognition of revenue at transaction price net of variable consideration which were earlier accounted as an expense. Based on the assessment done by the Company, there is no material impact on the standalone financial results for current quarter.
- 4. The above unaudited standalone financial results of the Company for the quarter ended June 30, 2018 have been reviewed and recommended for adoption by the Audit Committee and approved by the Board of Directors of the Company at their respective meetings held on July 31, 2018. The Statutory Auditors have carried out limited review of the above financial results.

For Triveni Turbine Limited

Place : Bengaluru Dhruv M. Sawhney
Date : July 31, 2018 Chairman & Managing Director

Regd. Office: A-44, Hosiery Complex, Phase II Extension, Noida, U.P. - 201 305 Corp. Office: 8th Floor, Express Trade Towers, 15-16, Sector-16A, Noida, U.P - 201 301 CIN: L29110UP1995PLC041834

### Statement of consolidated unaudited financial results for quarter ended June 30, 2018

	Three months ended			Year ended	
Particulars	June 30 ,2018 March 31, 2018		June 30, 2017	March 31, 2018	
	Unaudited	Audited	Unaudited	Audited	
1. Revenue from operations (Refer note 2)	17,176	24,413	12,391	75,332	
2. Other income	342	350	83	814	
Total income	17,518	24,763	12,474	76,146	
3. Expenses				-	
(a) Cost of materials consumed	10,241	13,375	6,166	37,827	
(b) Changes in inventories of finished goods and work-in-progress	(1,236)	(1,138)	(187)	699	
(c) Excise duty on sale of goods (Refer note 2)	, ,	-	222	222	
(d) Employee benefits expense	2,306	2,291	1,917	8,806	
(e) Finance costs	1	1	8	53	
(f) Depreciation and amortisation expense	479	533	504	1,912	
(g) Other expenses	2,833	3,941	2,441	11,997	
Total expenses	14,624	19,003	11,071	61,516	
4. Profit from continuing operations before share of profit / (loss) from a joint venture, exceptional items and tax	2,894	5,760	1,403	14,630	
5. Share of profit / (loss) of joint venture	(11)	(326)	389	(250	
6. Profit from continuing operations before exceptional items and tax	2,883	5,434	1,792	14,380	
7. Exceptional items (net)- income/(expense)	-	-	-	-	
8. Profit from continuing operations before tax	2,883	5,434	1,792	14,380	
9. Tax expense:					
- Current tax	957	2,019	485	5,088	
- Deferred tax	25	(123)	27	(307	
Total tax expense	982	1,896	512	4,781	
10. Profit from continuing operations after tax	1,901	3,538	1,280	9,599	
11. Profit/(loss) from discontinued operations	-	-	-	-	
12. Tax expense of discontinued operations	-	-	-	-	
13. Profit/(loss) from discontinued operations (after tax)	-	-	-	-	
14. Profit for the period	1,901	3,538	1,280	9,599	
Profit for the period attributable to:					
- Owners of the parent	1,901	3,538	1,280	9,599	
- Non-controlling interest	-	-	-	-	
15. Other comprehensive income					
A. (i) Items that will not be reclassified to profit or loss	-	54	-	54	
(ii) Income tax relating to items that will not be reclassified to profit or loss	-	(18)	-	(18	
B. (i) Items that will be reclassified to profit or loss	(330)	(577)	21	(25	
(ii) Income tax relating to items that will be reclassified to profit or loss	114	210	(5)	25	
	(216)	(331)	16	36	
Other comprehensive income attributable to:					
- Owners of the parent	(216)	(331)	16	36	
- Non-controlling interest	-	-	-	-	
16. Total comprehensive income for the period	1,685	3,207	1,296	9,635	
Total comprehensive income attributable to:					
- Owners of the parent	1,685	3,207	1,296	9,635	
- Non-controlling interest	-	-	-	-	
17. Paid up equity share capital (face value ₹ 1/-)	3,300	3,300	3,300	3,300	
18. Other equity				41,913	
19. Earnings per share of ₹ 1/- each (for continuing and total operations) - (not annualised)					
(a) Basic (in ₹)	0.58	1.07	0.39	2.91	
(b) Diluted (in ₹)	0.58	1.07	0.39	2.91	

See accompanying notes to the consolidated financial results

#### Notes to the consolidated unaudited financial results for the quarter ended June 30, 2018

- 1. The Company and its subsidiaries primarily operate in a single reportable segment Power Generating Equipment and Solutions.
- 2. Post implementation of Goods and Services Tax ("GST") with effect from July 1, 2017, revenue from operations is disclosed net of GST. Revenue from operations for the quarter ended June 30, 2017 and year ended March 31, 2018 includes excise duty up to June 30, 2017 which is now subsumed in the GST. Accordingly, revenue from operations for the quarter ended June 30, 2018 is not comparable with quarter ended June 30, 2017 as well as year ended March 31, 2018.
- 3. Effective April 1, 2018, the Company has adopted Ind AS 115 "Revenue from Contracts with Customers" using the modified retrospective method. The provisions of the new standard require recognition of revenue at transaction price net of variable consideration which were earlier accounted as an expense. Based on the assessment done by the Company, there is no material impact on the consolidated financial results for current quarter.
- 4. The unaudited standalone results of the Company are available on the Company's website (www.triveniturbines.com), website of BSE (www.bseindia.com) and NSE (www.nseindia.com). Summarised standalone financial performance of the Parent Company is as under:

(₹ in lakhs)

	Т	Year ended		
Particulars	June 30, 2018	March 31, 2018	June 30, 2017	March 31, 2018
	Unaudited	Audited	Unaudited	Audited
Revenue from operations	16,968	23,986	12,121	74,314
Profit before tax	2,745	5,847	1,474	14,600
Net profit after tax	1,784	3,930	962	9,823
Total comprehensive income	1,573	3,569	970	9,811

5. The above unaudited consolidated financial results of the Company for the quarter ended June 30, 2018 have been reviewed and recommended for adoption by the Audit Committee and approved by the Board of Directors of the Company at their respective meetings held on July 31, 2018. The Statutory Auditors have carried out limited review of the above financial results.

For Triveni Turbine Limited

Place : Bengaluru Dhruv M. Sawhney
Date : July 31, 2018 Chairman & Managing Director