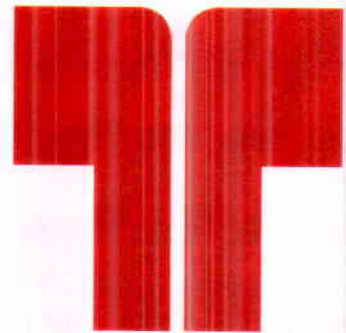




# **33<sup>rd</sup> Annual General Meeting**

**22<sup>nd</sup> July 2014**



**THERMAX**



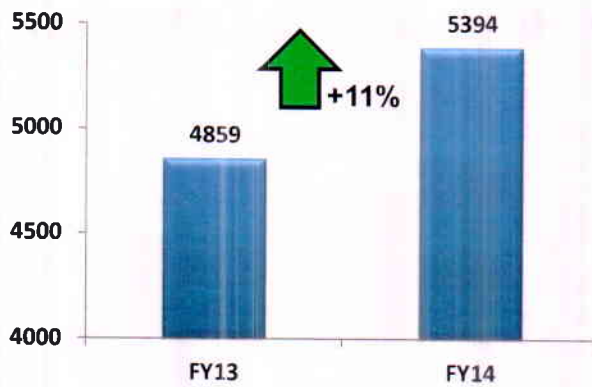
## Reflecting Back on FY14....

- GDP growth rate for India moved up marginally from 4.5% to 4.7%, though still below the 5% mark for the second year in a row
- Manufacturing witnessed a contraction of 0.7% against a growth of 1.1% in FY13
- The Developed economies in Europe and America managed to grow at a slightly better rate than the previous year
- Overall growth rate for developing markets was 4.8% in 2013
- Domestically, low demand, ample capacity and high interest rates have worked against fresh capital investments in core sectors
- Introduction of Companies Act, 2013

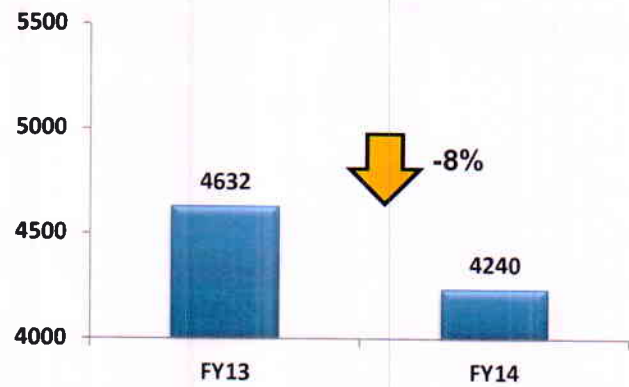


## Financials - Thermax Limited

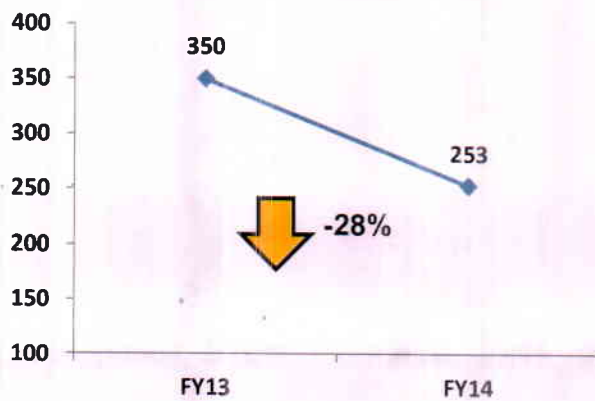
Order Booking (INR Cr)



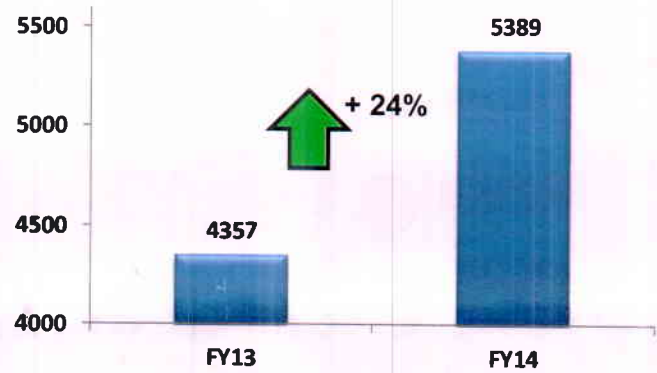
Revenue (INR Cr)



Profit After Tax (INR Cr)



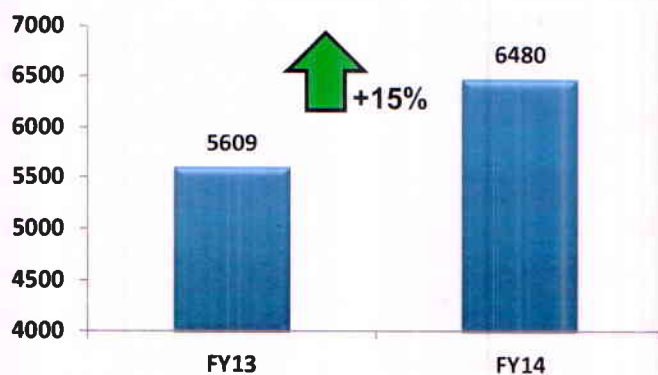
Order Balance (INR Cr)



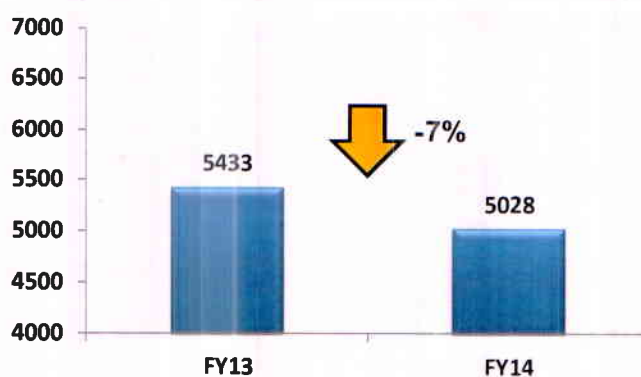
## Financials - Thermax Group



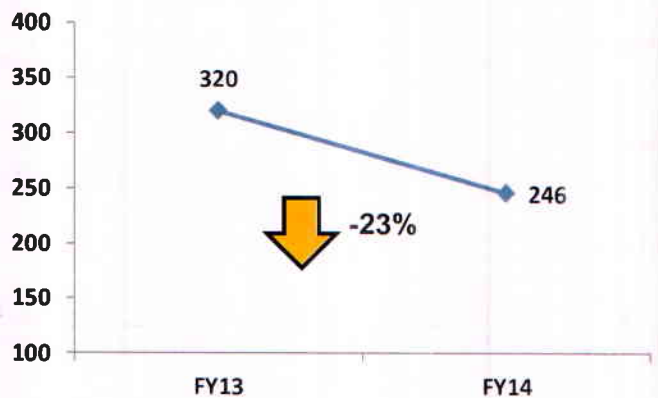
Order Booking (INR Cr)



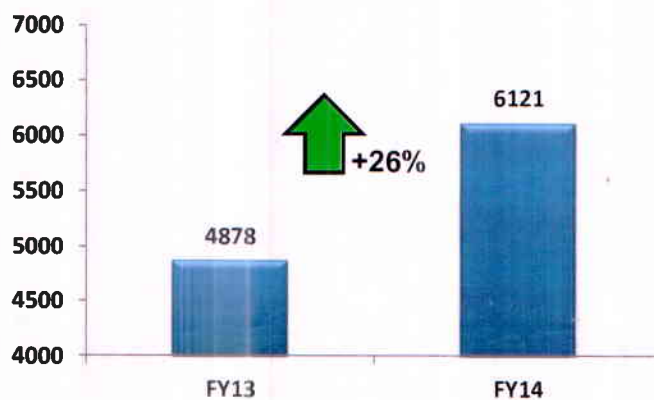
Revenue (INR Cr)



Profit After Tax (INR Cr)



Order Balance (INR Cr)



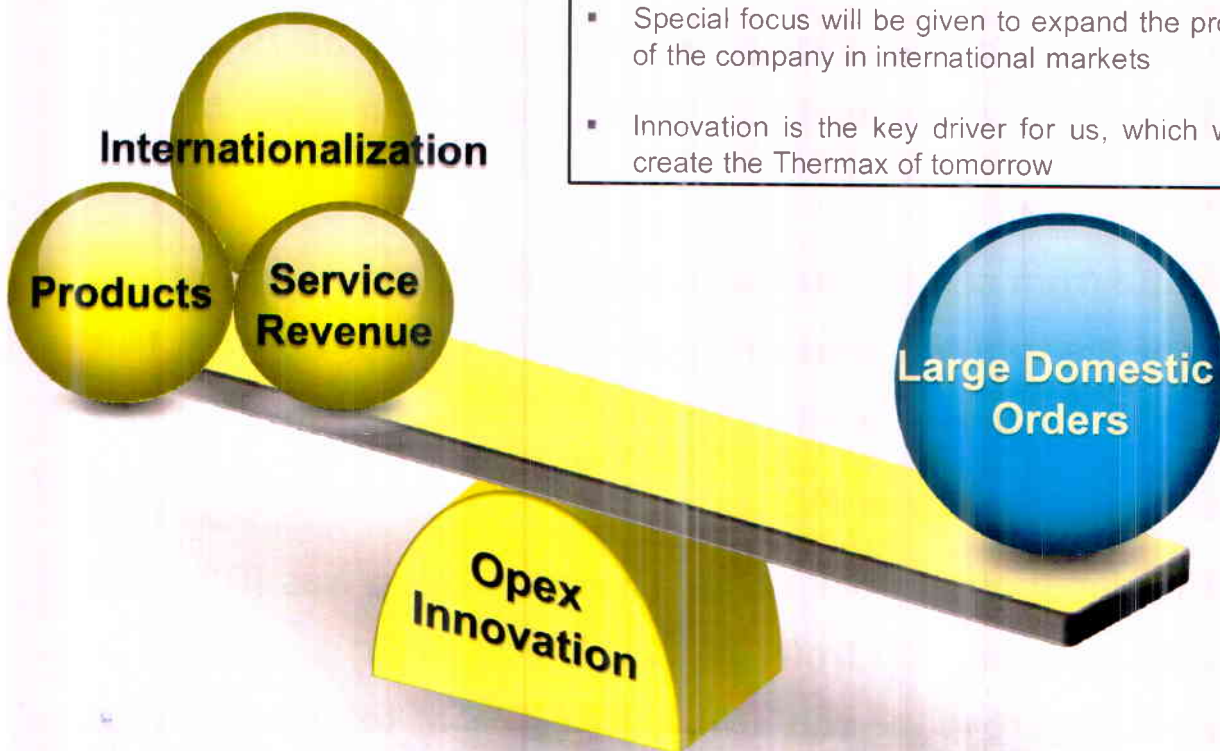
## Highlights

- Energy Environment Mix
  - The split for Thermax Group for FY14 revenue was 79:21 (FY13 80:20 ) and was 87:13 (FY13 78:22 ) for order booking
- Service Revenue
  - Revenue from service business was INR 849 cr which was 17% of the total revenue of the Thermax Group, up from INR 829 cr in the previous year
- Domestic International Mix
  - International order booking for Thermax Group was INR 1808 cr (28% of total – up from INR 1673 cr in FY13) ) and international revenue was INR 1757 (35% of total – up from INR 1468 cr in FY13) )



## Going Ahead

- Going ahead, we plan to continue making progress in increasing the share of service and international revenue
- Special focus will be given to expand the product offerings of the company in international markets
- Innovation is the key driver for us, which we believe will create the Thermax of tomorrow



## Key Subsidiary/JV Highlights

- Thermax Babcock & Wilcox Energy Solutions (TBWES)
  - Commissioned its state-of-the-art mfg plant
  - Currently working on part of large order received by parent
  - Continues to suffer financially on account of stagnant power sector
- Thermax (Zhejiang) Cooling & Heating Engg. Company Ltd.
  - Has been able to increase revenue and lower the losses
- Danstoker
  - Posted healthy growth in revenues
  - Acquired "Boiler Works" predominantly to add to its mfg capacity
  - Omnical continues to face cost pressures
- TOESL
  - 100% subsidiary working in the utility outsourcing space



## TBWES In Pictures



The TBWES facility located at Shirwal has a capacity of 3000 MW



## First Heat Pumps manufactured by TZL in China



Pictures from the largest heat pump installation in China (3x25MW) using steam from turbine exhaust

Thermax Limited - Corporate Presentation



## JOURNEY THROUGH VISUALS



22.5 MLD Sewage recycle plant to treat and recycle sewage for Industrial application in Mangalore SEZ

Thermax Limited - Corporate Presentation I



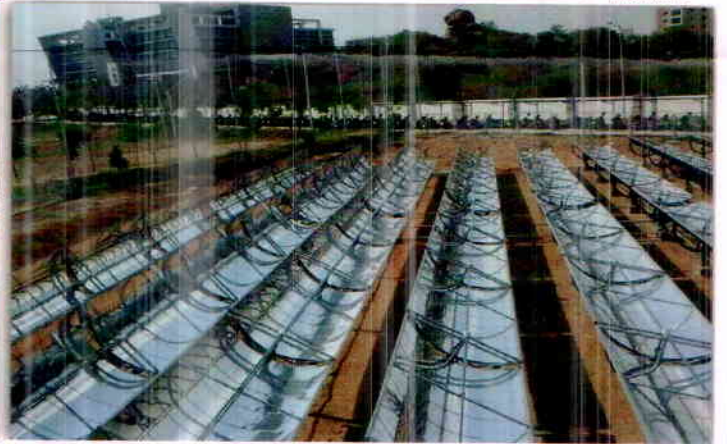
## JOURNEY THROUGH VISUALS



Installation at Hosur, Biomass fired Boiler - CPRG-60 (6tph)



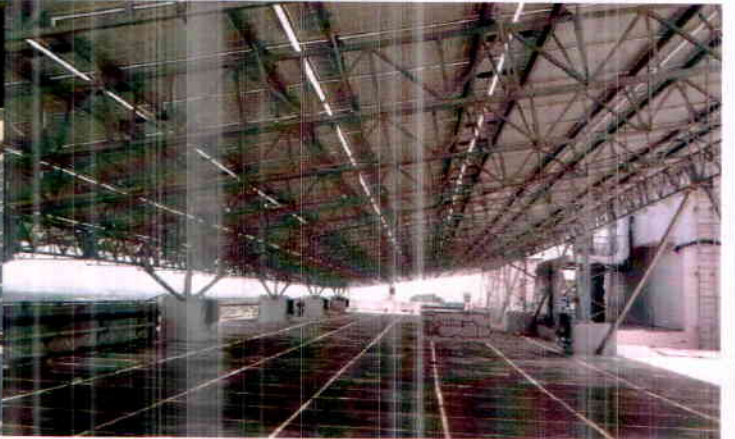
## JOURNEY THROUGH VISUALS



100 TR solar based air conditioning commissioned in Hyderabad



Bangalore



IIT Chennai

## JOURNEY THROUGH VISUALS

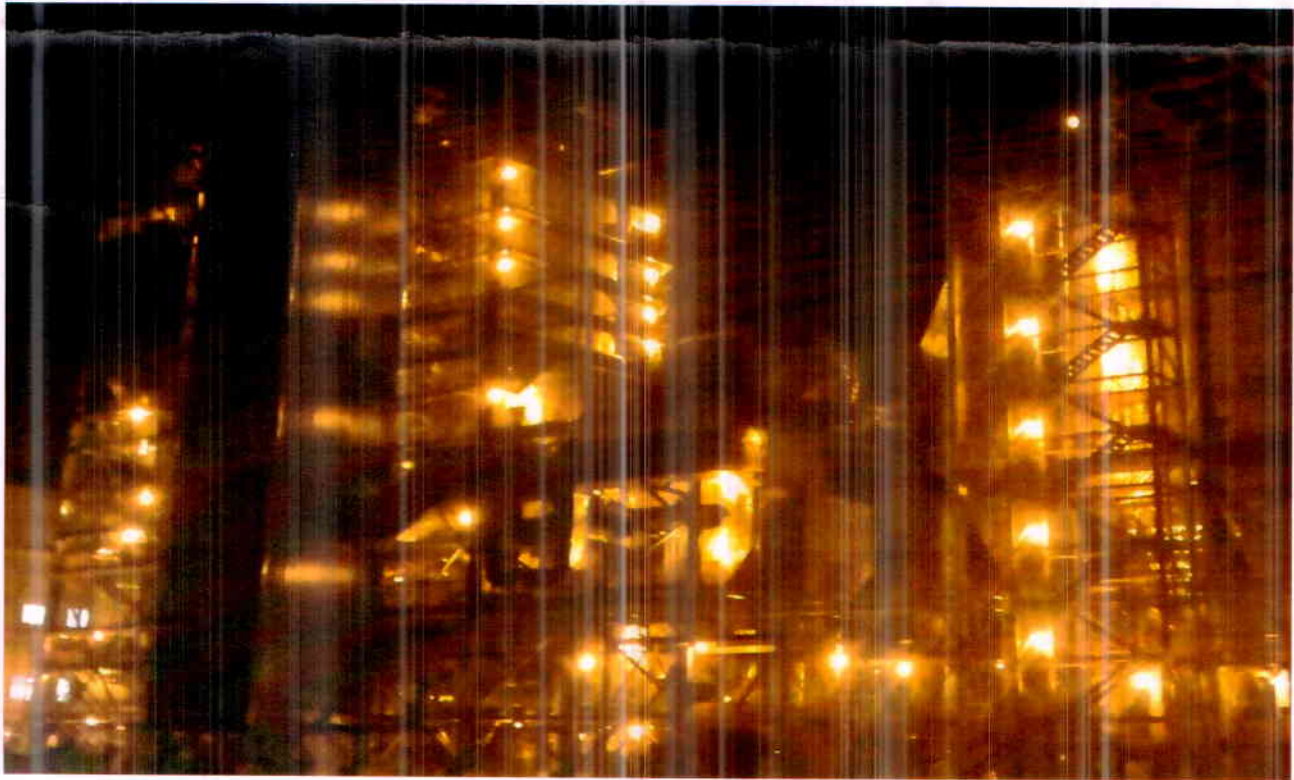


Biomass fired boiler Combloc CB-20 (2tph) installed at Thermax factory, Pune

Thermax Limited - Corporate Presentation



## JOURNEY THROUGH VISUALS



Successfully commissioned first 100% Petcoke fired  
CFBC boiler at a Cement plant - 1 X 160 TPH

Thermax Limited - Corporate Presentation



## JOURNEY THROUGH VISUALS



Commissioned at Ivory Coast, West Africa 14 TPH,  
saturated spent coffee grounds fired AFBC boiler



## Thermax in Energy Conservation, Renewable Energy and Waste Water Treatment (as of June 2014)



- Green energy based power generation (in equivalent terms) at 8045 (7132) MW
- Environment friendly vapour absorption chilling of 1.64 (1.52) million tons of refrigeration
- The generation of solar energy is about 33(17) million Kcal/day which is equivalent to oil savings (LDO) of 1461(764) tonnes /per annum
- Treatment of 2564 (2098) million litres per day of water & waste water of which 1171 (859) MLD is being recycled

( Amount in bracket corresponds to numbers as of March 31<sup>st</sup> 2013)

Thermax Limited - Corporate Presentation



## Giving Back to Society - Educational Initiatives



2014 batch of K C Thackeray Vidya Niketan English Medium School started in 2007



Thermax Limited - Corporate Presentation



## Giving Back to Society – Other Initiatives

### Teacher Training Program



### Unnati Skill Development Centre



### CII Symbiosis Finishing School



### EAGLE Programme with COEP





### Volunteering



### Teach for India



Encouraging employees to apply for TFI fellowship

### Blood Donation



### Standard Chartered Mumbai Marathon



Since 2007 raised Rs.39,88,093 for Akanksha

## Encouraging Employee Participation

Payroll Giving through Give India, till date raised over Rs.71 Lakh



### Mentoring Adolescent Children



**Thank You**

