

36th Annual General Meeting

8th Aug 2017



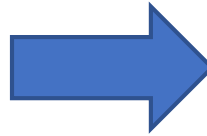
1

Journey through Visuals

Largest project site commissioned



Smart box HRSGs in Thailand



Chillers for Process Cooling in Malaysia



Skid mounted Heaters for a gas field



Danstoker Installations



**Gas fired boilers for
District Heating**



Biomass Boiler

Dry FGD system for world's largest sulphuric acid plant in the Middle-East



ZLD plant for a leading Oil & Gas company's R&D facility



Biomass Power plant in SE Asia



Solar Roof Top for an engine manufacturer



Biomass Gasifier – 1st demo plant in India



New Products & Solutions



Aqua nexa



Biocask Mini

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Performance Highlights

Reflecting back on FY17....



External

- Investment in Consumer oriented Industries
- Drop in renewable energy prices

- Global uncertainties led by Protectionism
- Limited growth in Core Sectors
- NPA's in the banking sector
- Low capacity utilization continues

Internal

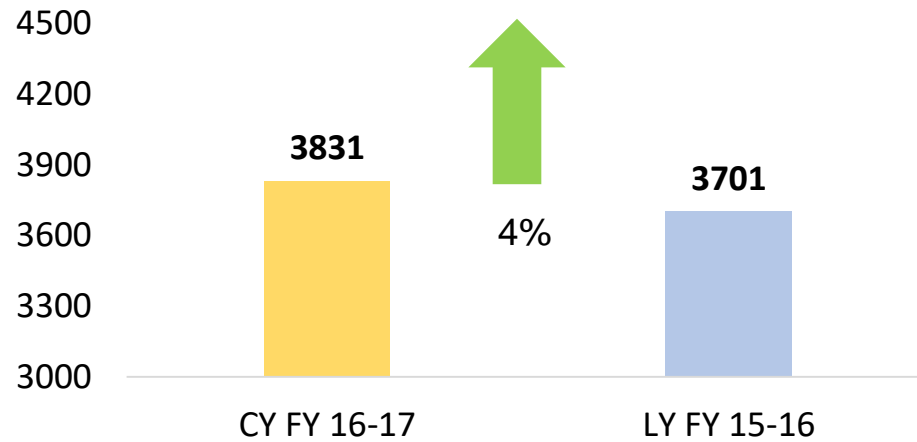
- Products & Services growing slowly but consistently
- Improved International order inflow
- Cost control & improved working capital management

- Project business continues to underperform
- Limited order inflow in TBWES

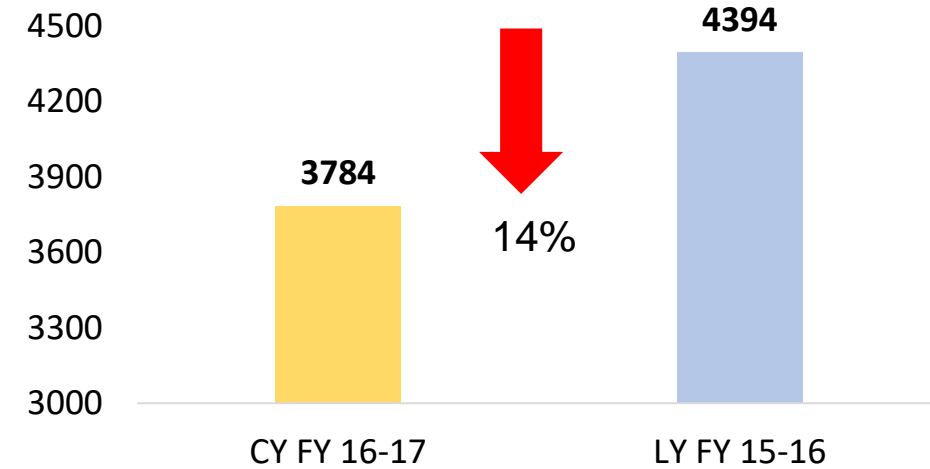
Financials - Thermax Standalone



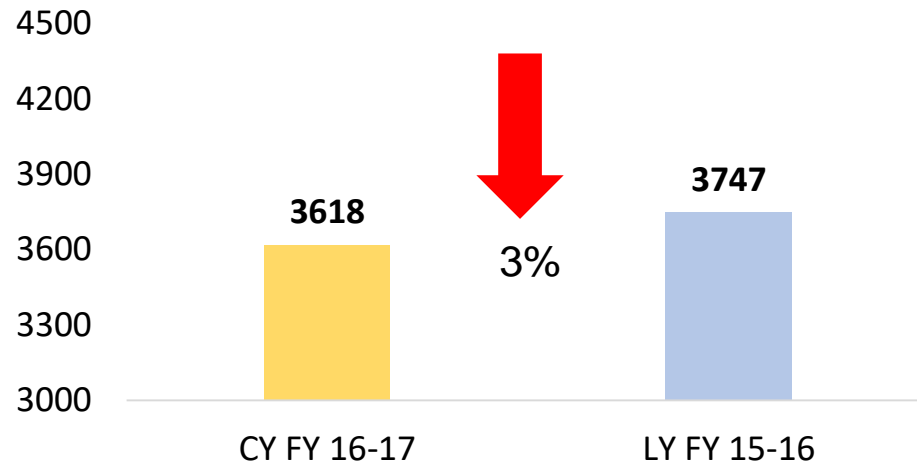
Order Booking (INR Cr)



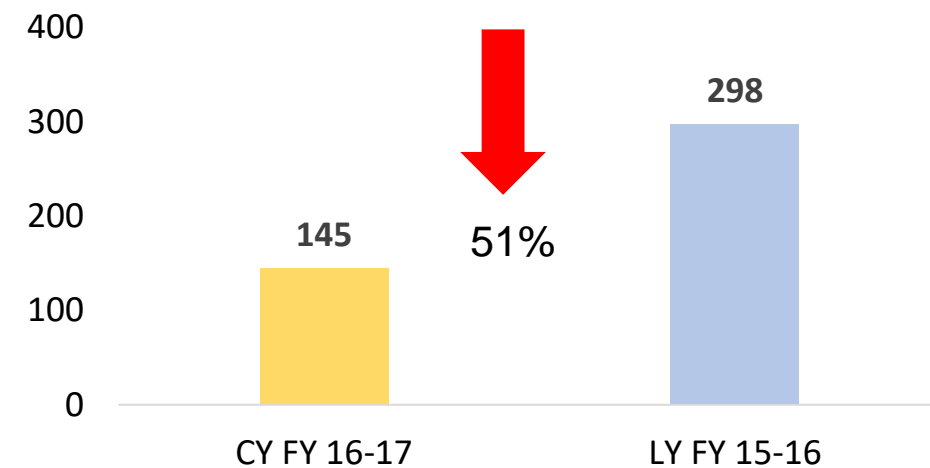
Total Sales(INR Cr)



Order Balance(INR Cr)



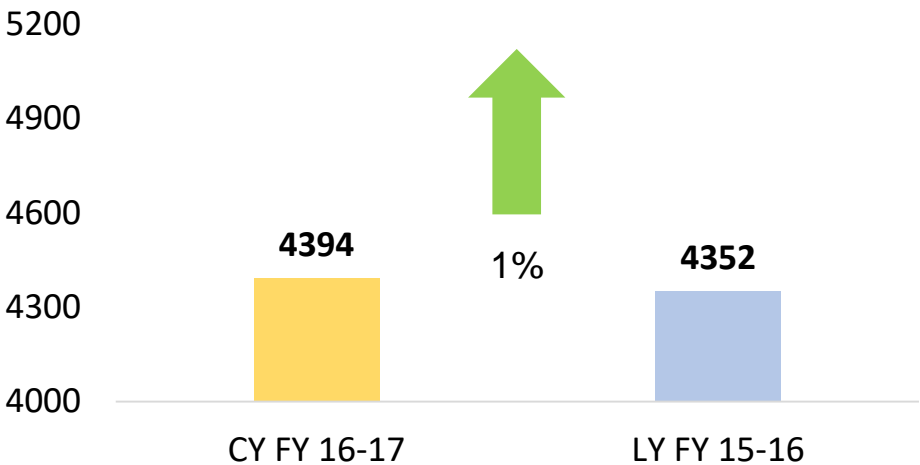
PAT (INR Cr)



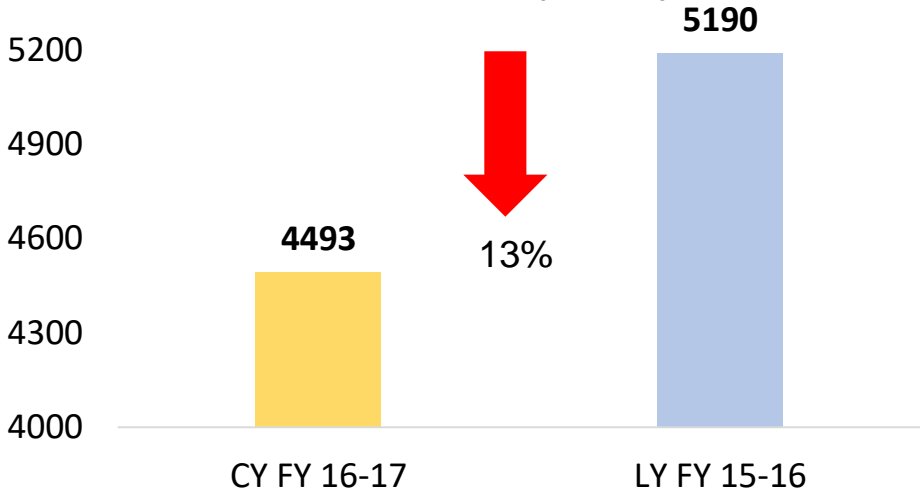
Financials - Thermax Consolidated



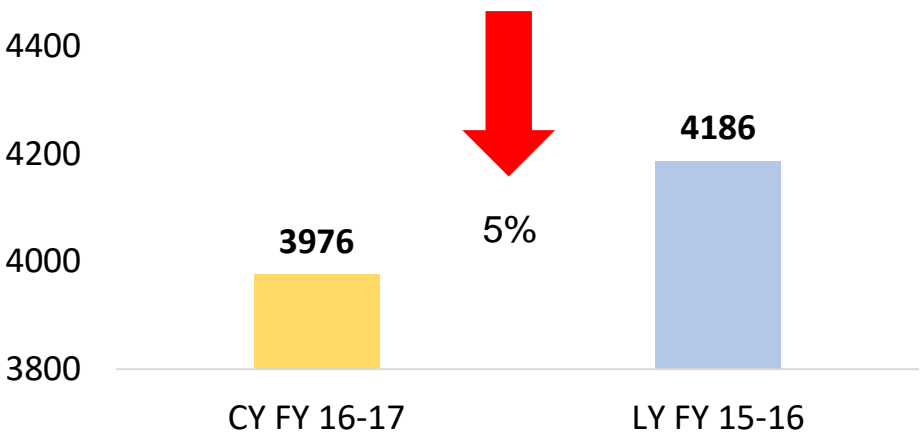
Order Booking (INR Cr)



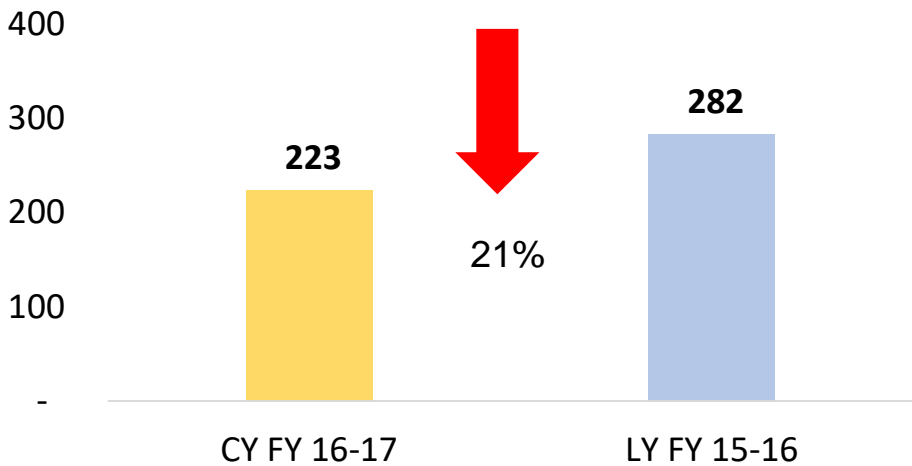
Total Sales (INR Cr)



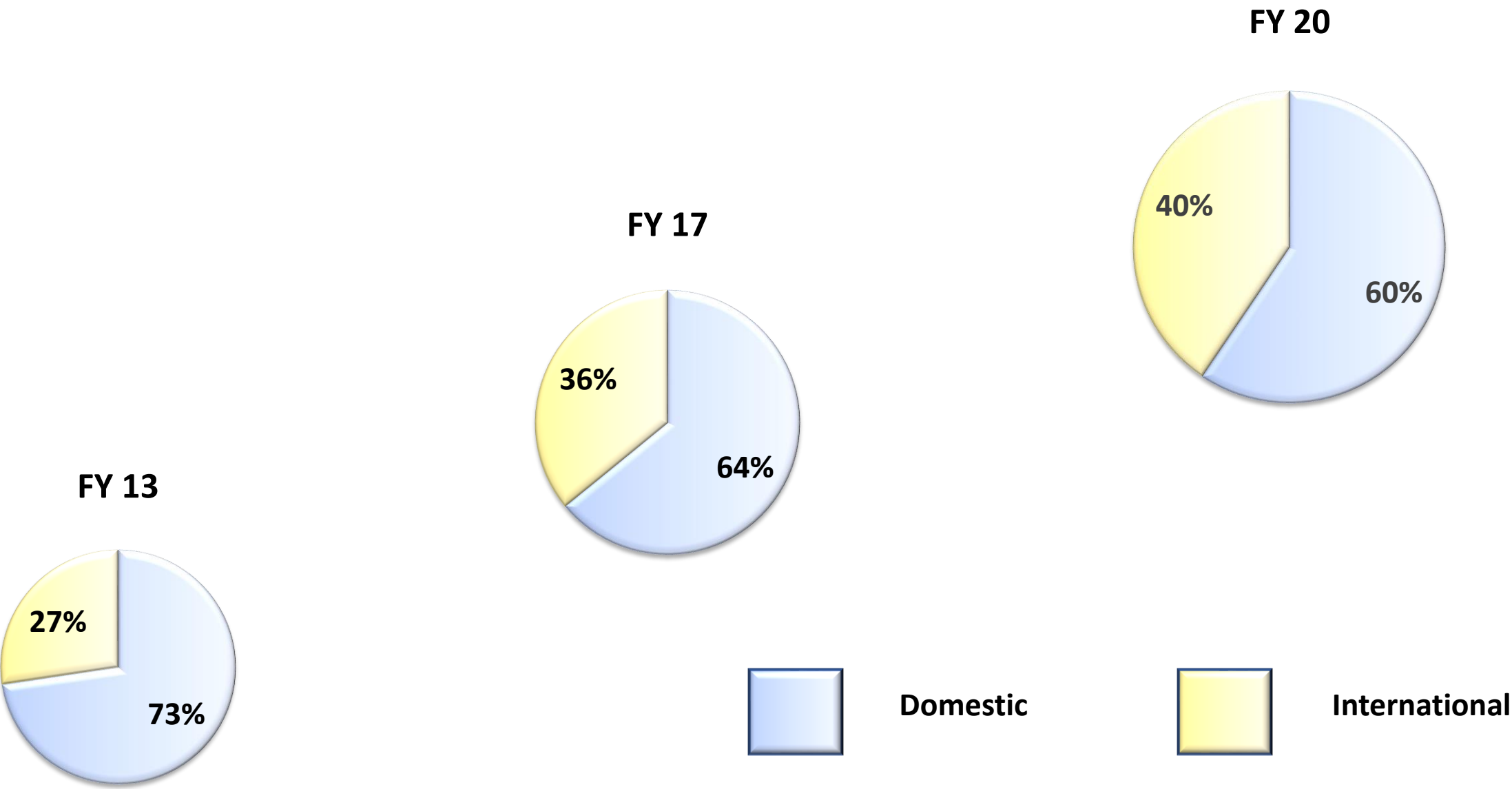
Order Balance (INR Cr)



PAT(INR Cr)



Thermax Portfolio Movement : International



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New Factories

New Beginnings – Chemical factory at Dahej

Production Building



Tankfarm



Effluent Treatment tank



Boiler House



New Beginnings – Heating factory at Indonesia



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Way forward

Way Forward (Short / Medium term)

- a International market for Project orders
- b Focus on getting Indonesia, Dahej, Sri City factories in India as also the facility in Poland up and running; and building on products and services
- c Continue our focus on tightening costs and innovation
- d New growth strategies arising out of decarbonisation

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Thermax Foundation

Giving Back to Society – Thermax Foundation

PMC LIFT School Project – Transforming Schools as a Unit of Change



Thank You

Q1 Results : FY 17-18



June'17 Quarterly Results Highlights

(Rs. Crore)

Particulars	Standalone		Consolidated	
	June '17	June '16	June '17	June '16
Order Booking	1742	698	1919	817
Order Backlog	4530	3653	4944	4040
Total Income	756	836	917	1025
Profit Before Tax (PBT)	50	67	76	81
Profit After Tax (PAT)	32	45	47	53
PAT After Share of Loss in Joint Ventures & Associate Company	N.A.	N.A.	40	49