

32nd Annual General Meeting

25th July, 2013



THERMAX

2012-13: The Year Gone by

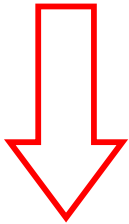


- Volatility in global markets continued
- Austerity measures across many countries in the Euro zone
- Most emerging economies have witnessed decelerating growth
- India - Year marred by governance issues, policy paralysis and slow decision making
 - Increased current account deficit
 - Dry up in large project order finalizations and stalled projects

Thermax Performance in 2012-13

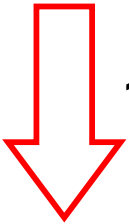


Total Income

5375 cr.

4764 cr.

11%

Profit After Tax

407 cr.

350 cr.

14%

Thermax Limited

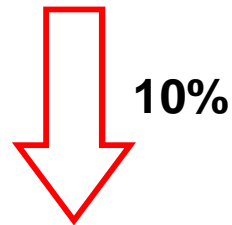
- Total income dipped 11% from Rs. 5375 cr to Rs. 4764 cr.
- Maintained profitability of about 11 %
- Profit After Tax decreased 14% from Rs 407 cr. to Rs 350 cr.
- Order balance increased marginally from Rs 4230 cr. to Rs 4357 cr.

Thermax Group Performance in 2012-13



Total Income

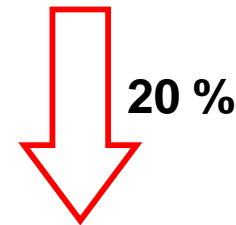
6176 cr.



5577 cr.

Profit After Tax

404 cr.



320 cr.

Thermax Group

- Total Income dropped by 10 % from Rs 6176 cr. To Rs 5577 cr
- Profit After Tax fell 20% from Rs 404 cr. to Rs 320 cr.
- Order book improved 21% to Rs 5609 cr from Rs 4632 cr.
- 350% Dividend declared
- EPS dropped to Rs 29 from Rs 34 last year

Highlights of 2012-13



- Contribution from Energy and Environment segments remained stable with Energy contributing to 77% and remaining 23% coming from Environment segment.
- Exports including deemed exports dipped marginally to Rs 984 cr from Rs1143 Cr.
- We continued our strategic growth plan and expanded our operations in Europe
- On greening - successfully executed first technology demonstration project to provide cold storage facilities in rural areas.
- Asia Innovator award to Mr. M S Unnikrishnan

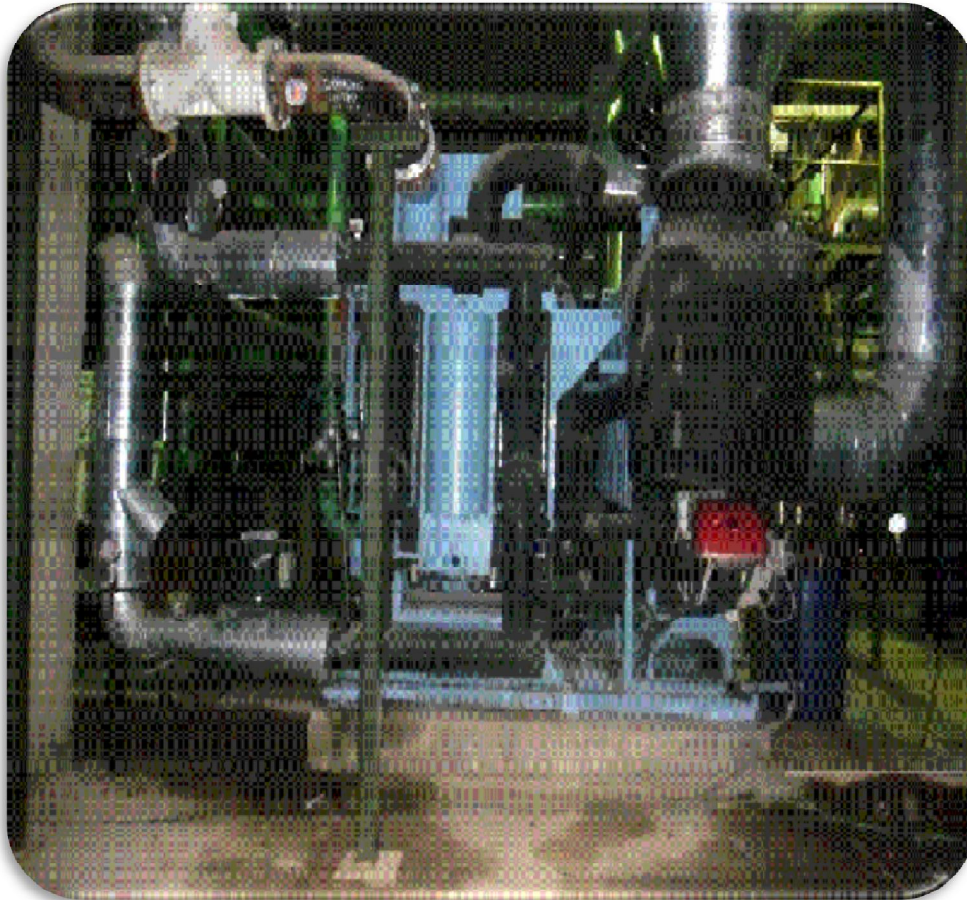
Some noteworthy projects in 2012-13



Commissioned 180 Million Liters per Day (MLD) Water Treatment Plant for large power utility in South India for their 8 x 210 MW Thermal Power Station



Eight electrostatic tar precipitators supplied to a 1.8 MT Coke Oven Plant at a public sector large steel plant



- **2 x 235 TR Diesel Generator (DG) exhaust chillers and 2 x 236TR Hot Water chillers on 1 MW GE-Jenbacher engines commissioned in Pakistan**
- **Existing user of 5 units of Chinese chillers**



**2 nos. HRSGs successfully commissioned in
Indonesia for a large Independent Power
Producer**



First vertical HRSG downstream of a Gas Turbine commissioned



First dry cooler dispatched for commissioning on site

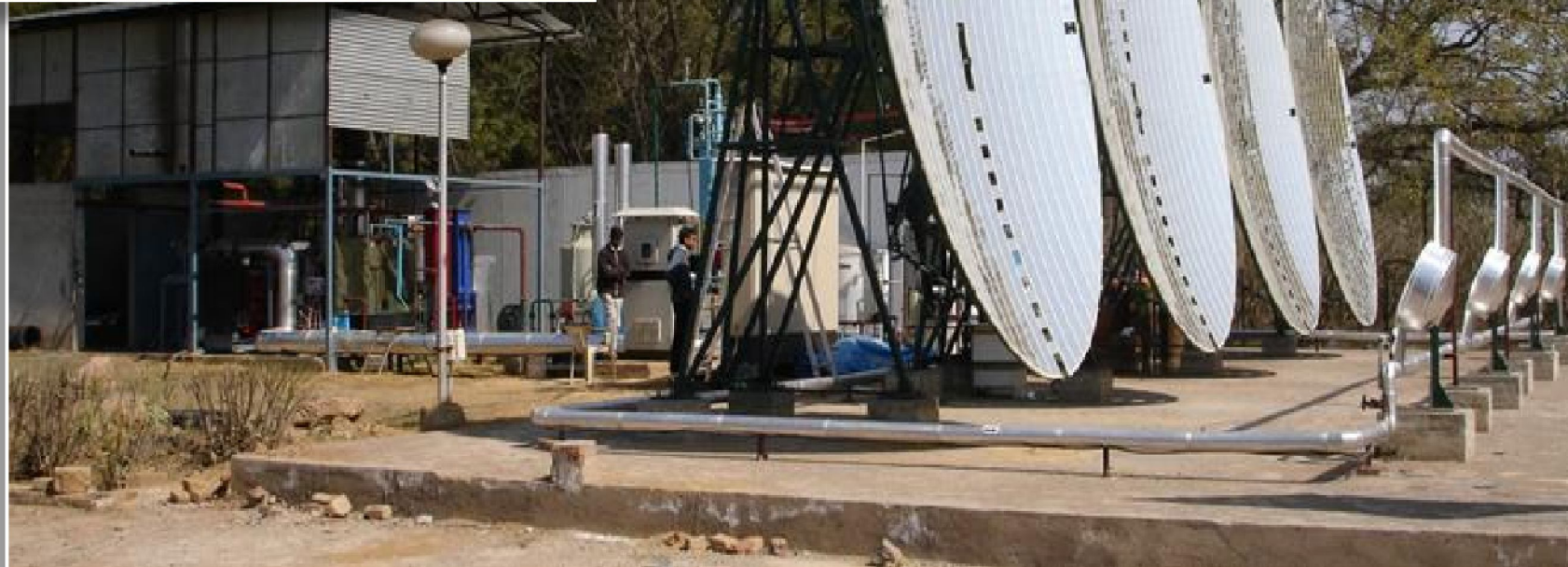


Largest boiler 2 x 750 tph commissioned for a large business house in Jamnagar



**Solar hybridisation of the Phosphating Process
at a machine tools company in Mysore**

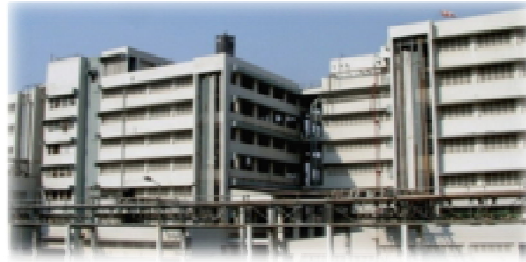
Rural Solar Hybrid Cooling System



Our Manufacturing Plants & Assembly Facilities



Savli, India



Paudh, India



Mundra, India



Sholapur, India



Pune, India



TBWES Shirwal, India



Jagadia, India



Jiaxing, China

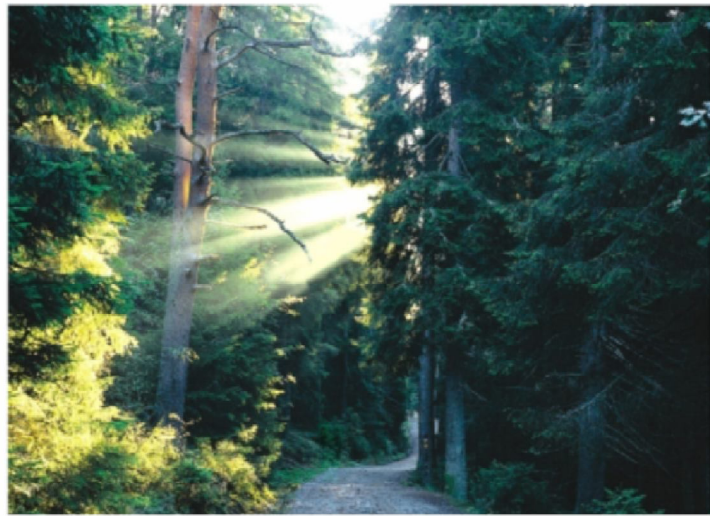


Danstoker, Denmark



Omnical, Germany

Thermax in Energy Conservation, Renewable Energy and Waste Water Treatment



- Green energy based power generation (in equivalent terms) till date is at **7132 (5277) MW**
- Environment friendly vapour absorption chilling of **1.515 (1.4)** million tons of refrigeration
- The generation of solar energy is **about 17 million Kcal/day** which is equivalent to oil savings (LDO) of **2017 (442)** tonnes /per annum
- Treatment of **2098 (1898)** million litres per day of water & waste water of which **859 (677) mld** is being recycled

(Amount in bracket corresponds to numbers as of March 31st 2012)

Continuing Areas of Focus

- **Service**
- **Selective Internationalization**
- **Operational Excellence**
- **Innovation**



Giving Back to Society



Educational Initiatives

K C Thackeray Vidya Niketan English Medium School started in 2007



The school has scored a 100% pass with their first SSC batch.



In-service teacher training with PMC Schools and low income private schools



Shoshit Seva Sangh Patna (Bihar)



Parivaar 24 Parganas (West Bengal)



**Reaching out to
other states to
support quality
education**

Volunteering at Schools



Teach for India



Encouraging employees to register for TFI fellowship

Blood Donation



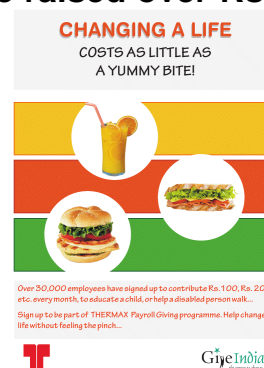
Standard Chartered Mumbai Marathon



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

Encouraging Employee Participation

Payroll Giving through Give India, till date raised over Rs.53 Lakh



Mentoring Adolescent Children at Akanksha



THANK YOU