

TECHNOCRATS PLASMA SYSTEMS PVT. LTD.

House Of High Technology / Building The Nation

Existing Product Portfolio

- ▶ Plasma Cutting Machines for manual & CNC applications (16 different models)
- ▶ Welding machines MMA,TIG,MIG, SAW. 20 different models.
- ▶ CNC Plasma/Gas Profile Cutting Machines. 3/5 & 6 axes configurations & models.
- ▶ CNC Plasma/Gas Pipe Profile Cutting Machines 3/5 & 6 axes configurations.
- ▶ H-beam Production Line
- ▶ CNC drilling Systems.
- ▶ Automation for welding processes.



Market Size:

- ▶ Market size for welding , Plasma Cutting equipment, CNC Plasma Profile Cutting machines, CNC Pipe Profile Cutting Machines, H-Beam Production line, CNC Drilling System & Welding Process Automation --- all put together is about Rs 2000 Crores for machines. Welding consumables has market size of Rs 4000 Crores. This data is from CII.
- ▶ There is no other company in the country which manufacturers all these products.



Key Players in The Market:

- ▶ ESAB India Ltd.—Machines & Consumables
- ▶ Ador Welding Ltd--- Machines & Consumables
- ▶ Messers --- Machines
- ▶ Pro Arc --- Machines
- ▶ Primo Automation —Welding Automation
- ▶ Hypertherm, USA—Plasma Cutting Machines
- ▶ Kjellberg, Germany—Plasma Cutting Machines



Background of Our Company:



- ▶ The company was born out of the need for advanced machineries and technology in the country way back in 1990. A BARC Scientist while on deputation to Germany was motivated to think about indigenization of high-tech products for Indian industries. The resignation of Class-1 gazetted officer led to formation of Technocrats in the year 1990 & subsequently Technocrats Plasma Systems Pvt Ltd.
- ▶ Advance air Plasma Cutting Machines were the first. Cutting 150 mm thick special material with plasma was impossible for leading brands then in the world. Technocrats was able to deliver the machine to Defense Metallurgical Research Laboratory Hyderabad. Energy efficient, tiny machines for welding were coming up in the western world. Technocrats introduced them in India almost during the same period.
- ▶ Company had a very good time as even well-established companies like Ador Welding, ESAB India, L&T EWAC among others did not know about the technology. They rushed to China and imported machines made in their name and started competing against Technocrats. Hundreds of importers joined this race in due course. Chinese price went on coming down. Indian customers, majority, went for price & China won.

- ▶ Development is culture at Technocrats. R&D team started working towards automation as value addition. Cutting & Welding Processes were automated which multiplied the value several folds.
- ▶ Plasma Cutting machines were integrated with Computerized system. Welding machines were made intelligent. Technocrats started growing again then COVID happened.
- ▶ Technocrats is back again and ready to take a big but calculated jump.



Our Team

1. Mr. Arun Kumar ----CEO &MD --- Ex-Scientist BARC. Electrical/Nuclear Engineer.
DBA. Jamanalal Bajaj Institute Of management Studies Mumbai
2. Mrs. Vandana Sharma. Director. Ex-BHEL, Business Management from XISS Ranchi.
3. Mr. Sudhir Kumar. Diploma in Electrical Engg. 35 years of Design Experience.
4. Ms Apeksha Sharma.13 years Exp. Management Graduate. Marketing & Finance. Marketing Head
5. Ms Amrisha Sharma. Electronics Engineer. 11 years Exp. In Business operation.
R&D, Purocurement etc.
6. Mr Mahesh Jain. Diploma in Electrical Engineering. 25 years of Production Management & Engg.
7. Ms Mamta Soman, Electronics Engineer. 20 years of R&D experience .
8. Mr Ashwin Mourya, Electronics Engineer Automation.
9. Mr Akshat Singh. Electronics Engineer Automation.
10. Mr Jitender Rajbhar. Electrical Engineer, After Sales Services.

And many others totaling 60 in number.



Financials for last 5 years

YEAR	2019-20	2020-21	2021-22	2022-23	2023-24
SALES	65356203	22960786	42034006	44557055	59878198
PURCHASE	27657992	7215617	14325883	14935634	22934346
EXPENSES	25595674	18296730	20312254	21990174	28101668
(TOTAL PUR+EXP)	53253666	25512347	34638137	36925808	51036014
EBIDTA	19%	-11%	18%	17%	15%

Future Products

Entire world is working on production of Green Hydrogen and trying to reduce the production cost from U\$ 16 to 3 and to under U\$ 1.00 per kilogram of hydrogen. 95% of hydrogen is produced by Electrolysis process. Energy consumption in this process is very high. It consumes approx. 55 kWh of electricity for production of 1 kg of hydrogen. Efficiency of this process is low. The company is pioneering two groundbreaking technologies that redefine efficiency and cost-effectiveness in this field.

- ▶ **The first technology** promises to slash production costs by about 40-50%
- ▶ **The second technology** reduces the energy requirement to 2 kWh from 55 kWh

Fund Requirement: Both of these technologies will require pilot plants to validate these facts for the buyers. To do this, the company will need a **20 crore investment**.

Fund Utilization Plan

► Future Products :

Quarters	1 st	2 nd	3 rd	4 th	5 th
Investment (Rs.)	2.00 Cr	4.00 Cr	5.00 Cr	4.00Cr	5.00 Cr

The pilot project and validation will require 12-15 months of time. Normal business can start thereafter.

Market Size for Future Products:

- ▶ 100KW plant can produce 50kgs of hydrogen per hour. The entire infrastructure is expected to cost Rs 2 cr approx.
- ▶ Government of India has plans and sanctioned funds to produce 5 million metric tonnes of hydrogen annually by 2030. Approximately 14000 such units of 100kw will be required to meet such demand.
- ▶ **So, the entire opportunity size is around 28,000 cr.**
- ▶ If even 1% of this demand is produced by our technology then business worth Rs 280 Crores can be expected annually from India alone.



Potential of Current & Future Products

Current Products:

Year.	1 st	2 nd	3 rd	4 th	5 th
Sales Rs Cr.	10.60	13.78	17.91	23.28	30.27
EBITDA %	20	33	36	37	41

Potential of Current & Future Products

Future Products:

Years	1 st year	2 nd Year	3 rd Year	4 th year	5 th Year
Sales in Rs Cr.	Validation -----	--- 30	90	150	250
EBITDA		20	40	42	46

