

Fowler Westrup

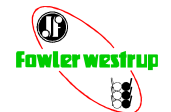


Kilar B. Vijaykumar, Managing Director

A Cleaner, Greener World

Un Limpio, Verde Mundo

Un Mundo más Limpio, más Verde



Creating a *Cleaner, Greener World* through **Fowler Westrup**

How do we do this?

→ Sectors focusing on:

- Processing of Post-Harvest Agricultural Products :
Sorting, Cleaning, Grading, Conveying for –
 - Seeds which germinate
 - Grains which we eat
- Mechanized Grain Storage Silo System
- Oil Regeneration & Recycling (Transformer & Lube Oil)



Our Products – Contd...

Pre Cleaning



Grain Conveying Equipments like Elevators, Conveyors



Opto Electronic Colour Sorter



Grain Storage Silo System



Our Products – Contd...

Transformer Oil Filtration Plant



Transformer Oil Regeneration Plant



Business Scenario of the sectors in India

Agricultural Processing

Conventional Methods



Mechanical Processing

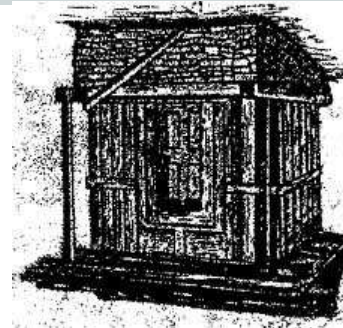


Grain Storage Silo System

Open Storage



Covered Space



Modern Mechanized Galvanized Iron Corrugated (GIC) silos



Oil

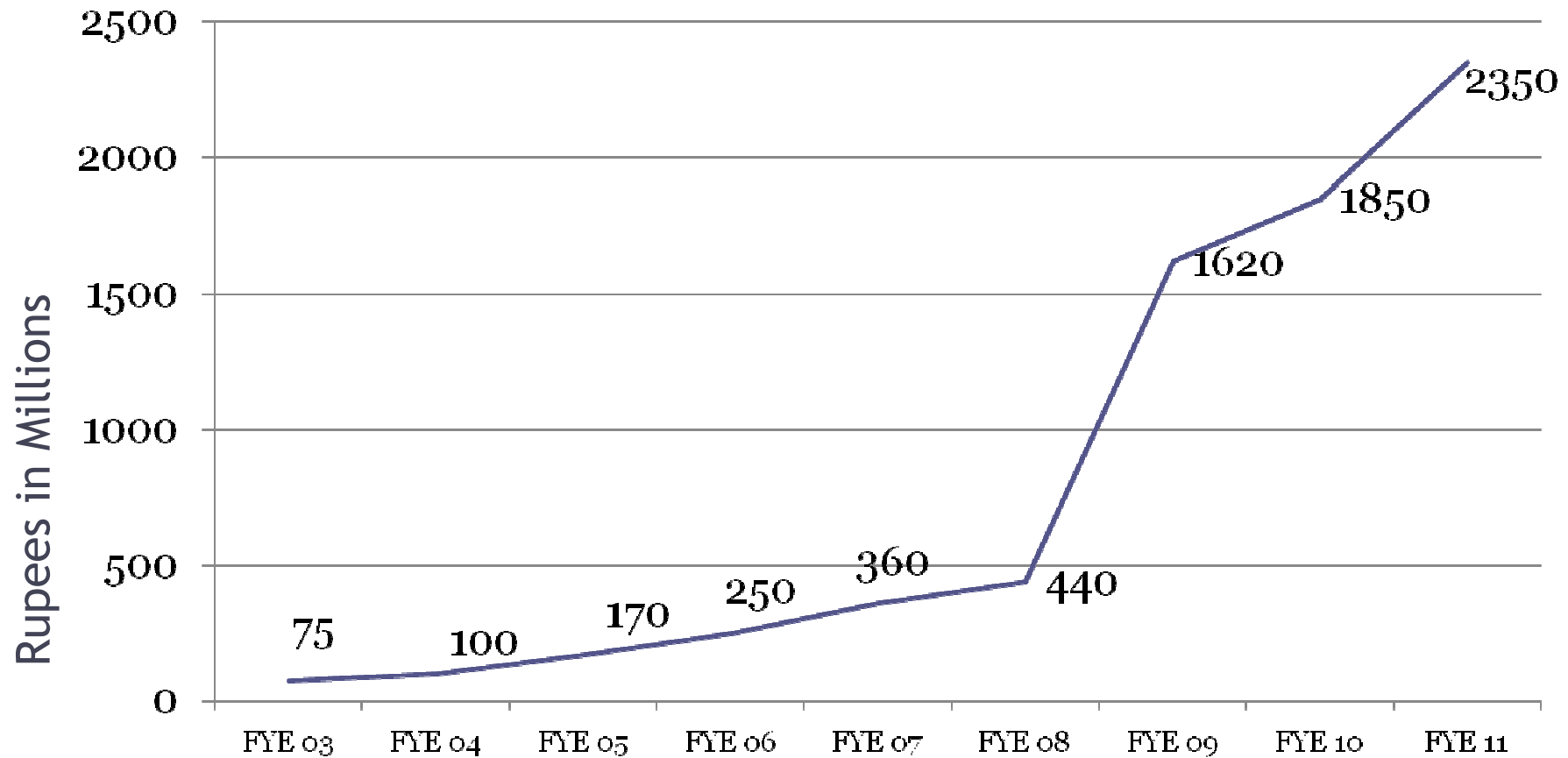
Disposing as waste oil

Regeneration & Re-use

Company History

- Serving the Indian Industry since 1953
- Joint Venture between John Fowler of India and Westrup of Denmark in 2000
- Commercial production started in 2002
- Reverse acquisition of 100% assets of Westrup, Denmark in 2008
- Acquisition of 100% assets of Radix Systems Ltd., U.K. in 2008
- Access to global markets through acquired partners in different parts of the world
 - Technology Transfer absorbed from U.S., Canada, U.K., Spain, Denmark, Switzerland

Company statistics - Sales



• *Indian operations alone has grown 17 times in 9 years*

Company statistics (Contd...)

Product Line	Number of machines in operation
Agri Processing Machines	7000
Silo Systems	250
Transformer Oil machines	5000

Vision Statement

→ We will be a leading **global** organization working towards a hunger-free greener world, through unique solutions for **storage and processing of agricultural produce** from Farm to Consumer; and for **recycling** of non-renewable resources

Brand Statement

- Creating a greener & cleaner world --- **Store Clean Recycle**
 - Storage to ensure no wastage of grain
 - Machines to select healthy food, seeds and grain
 - Recycle to extend life of non-renewable resources

Fowler Group and its Global Experience

→ Acquisition of technology from:

- Westrup A/S, Denmark for Post Harvest Agricultural Processing machinery
- Oliver of USA for Gravity Separators and De-stoners
- Silos Cordoba of Spain for Grain Storage Silos
- Crocus of Denmark for High Capacity Grain/Seed Conveying equipment
- Radix Systems Ltd of U.K. for Opto Electronic Colour Sorter
- Vokes of U.K. for Transformer Oil Filtration
- Micafil of Switzerland for High Vacuum Transformer Oil Filtration
- Redragon of Canada for Transformer Oil Regeneration Plants

→ Managing the operations of Westrup, Denmark

→ Managing the operations of Radix Systems Ltd, U.K.

→ Indian exports to Middle East, Far East, North Africa and Europe

→ Westrup exports to Europe, Australia, Japan, North Africa and USA

Capabilities

- Identifying business opportunities
- Technology absorption and product launch
- Develop new products and market them
- Full range of services provided
 - From Foundation to Structural Engineering
 - Preparation of layout for a Greenfield site or an existing facility
 - Turnkey Installations and Services
- Merger, Acquisition and Management of companies
- Managing people from multi-cultural backgrounds

Capabilities

- State-of-the-art modern manufacturing facility



- Capability to execute turnkey projects from Concept to Commissioning



Capabilities

- Full Fledged R & D Center



Future Plans

- Identify the product gaps
- Milling equipment (Rice, Wheat, Flour)
- Processing equipment (Peanuts, Malt)
- PCB (Polychlorinated Biphenyls) removal from Transformer Oil – UNIDO project
- Identify the technology partner
- Absorption of technology
- Launching of product in India
- Make available the product to the global market

Our presence in South America

- Practically non-existent except for couple of orders executed by our acquired partner in Denmark and U.K.
- Our technology partners from Spain and USA have been supplying Grain Storage Systems and Gravity Separators → ***Fowler Westrup can complement these efforts***

Expertise we can offer to the country

- All three product lines (Agricultural Processing, Grain Storage and Oil Regeneration) have great potential in Latin America
- We can:
 - Bring advanced technology, machines and services
 - Identify opportunities and local partners
 - Complement products and services of local partners
 - Assist in the development of dealers and agents
 - Absorbing the technology available in your country which will give access to Indian market and global markets.

Thank you
Obrigado
Gracias!