



Company Profile

**Del PD Pumps & Gears
Pvt. Ltd.**

CONTENTS

- ❖ Company Highlights
- ❖ Corporate Profile
- ❖ Business Profile
- ❖ Financials
- ❖ Investment Details

BUSINESS HIGHLIGHTS



- Founded in early 1980's, Del PD Pumps & Gears Pvt. Ltd. (Del) has extensive experience in the design, development, manufacturing & marketing of Rotary gear pumps, twin gear pumps and triple twin gear pumps for most viscous and semi-viscous liquid applications
- 'ROTODEL' brand name is synonymous with high efficiency gear pumps for low pressure viscous liquid applications.
- The Company has built its reputation on continuous innovation by dedicated in-house R&D and have succeeded in getting patent for it's high volume rotary triple-twin gear pump employing a pair of impeller gear, timing gear and reduction gear, patent applications for innovative impeller gear assembly which enhances the efficiency of the pump is pending.
- Del has successfully enhanced efficiency of its gear pumps by ~20-30% thereby making gear pumps more economical than screw pumps for similar applications.
- In view of the higher efficiency than even screw pumps, the company has successfully marketed its gear pumps as a replacement for screw pumps for similar applications in the Indian subcontinent thereby expanding the gear pump market size. It has now emerged as the market leader in Gear pumps in India with a market share of ~20-25%
- Del has successfully developed and supplied gear pumps to the Indian Railways which was hitherto exclusively imported into the country. The business potential of supply of gear pumps to Indian Railways is close to Rs. 25 cr./year and Del is likely to capitalise on the same.
- The Company has also over the years successfully developed as reliable and quality pumps for Foam Pressuring (fire fighting) which was imported into India. The company has now a major market share in this segment.
- As a recent initiative, Del has started offering design and supply of entire Lubrication system. This business now constitutes ~10-15% of the revenues and is likely to be a big growth driver.

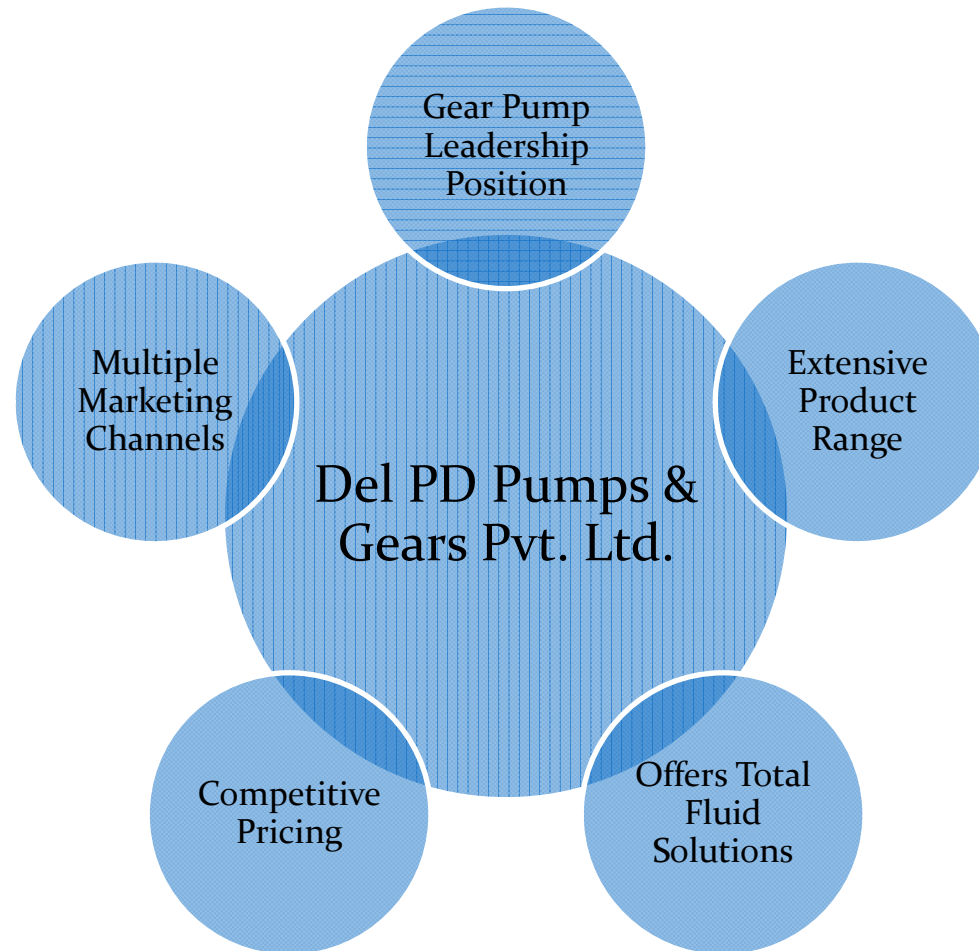
Business Highlights.....Contd.

- Products are marketed through the following channels which target different end clients. The a mix of direct sales & dealer Network is around 70:30
 - ❖ Direct Sales
 - Projects Business: The Company gets a significant repeat business from established project consultants who have approved Del Pump's products & manufacturing facilities.
 - OE business: Focus on quality manufacturing practices has resulted in Del Pump being a manufacturer of pumps for OE customers as well. This business constitutes close to 48% of the revenues.
 - ❖ Dealer Network: The Company has a network of 40 dealers with 30 dealers located across India. Coverage outside India includes Singapore, Sri Lanka, Iran, Indonesia, Ghana, Vietnam, Kenya, Canada, Oman, Taiwan, South Africa, China, Thailand, Central America, UAE.
- This dealer network and direct sales setup can be utilised effectively by a investor company looking for a ready marketing channel for its complimentary products in India
- The company's unit is located in the progressive state of Gujarat in total area of nearly 4000 sq.mts. with 25,000 sq. ft. of built-up factory area equipped with the latest machines and testing equipments. The facility has a capacity of 20,000 pumps which is being expanded to 25,000 in view of robust demand. The Company is managed with office staff of 40 and workforce of 125.
- Potential investors looking for an established Indian profitable company can take advantage of a ready market consisting of project consultants and Blue chip Indian companies to rapidly ramp up business operations in the Indian Subcontinent. Further, Del has potential to emerge as economical quality manufacturer for the global needs of International players.

Marketing & Product Highlights

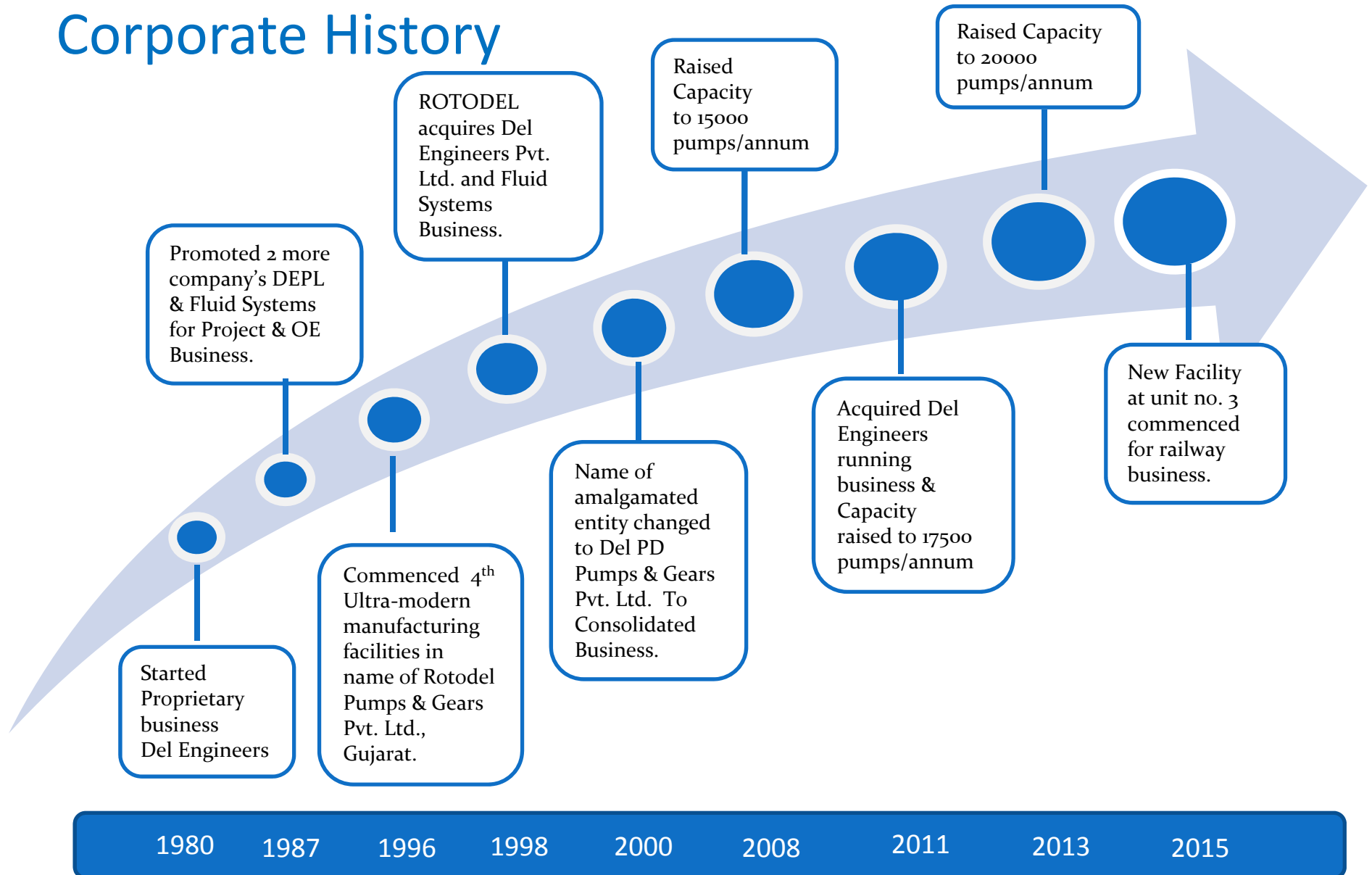


Competitive Advantages

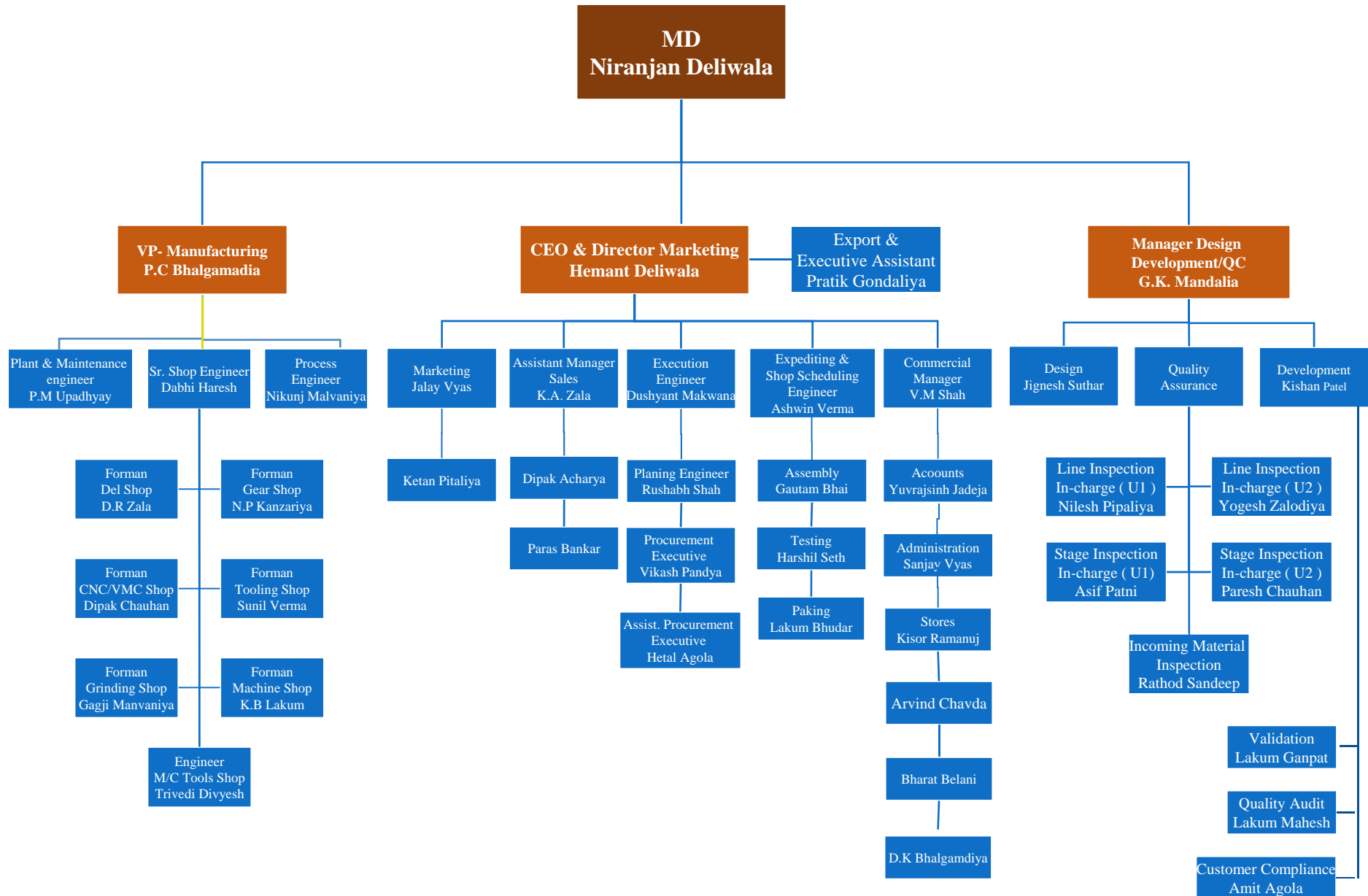


CORPORATE PROFILE

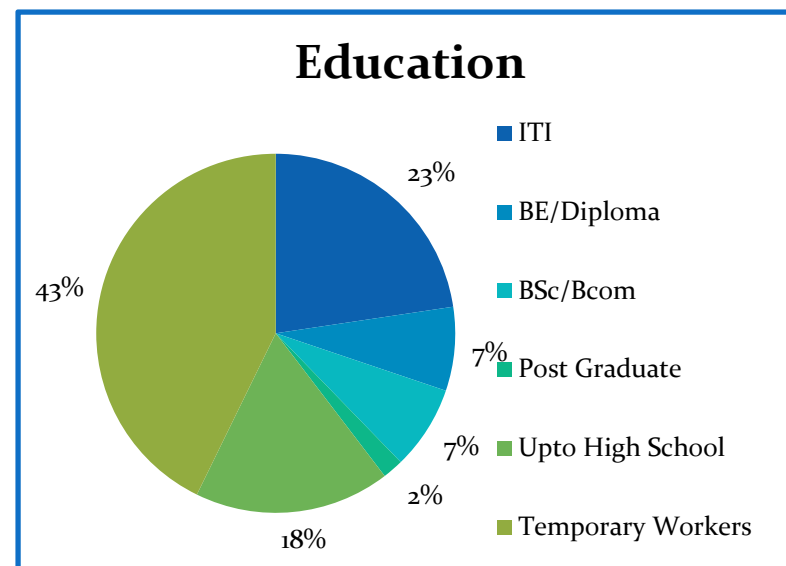
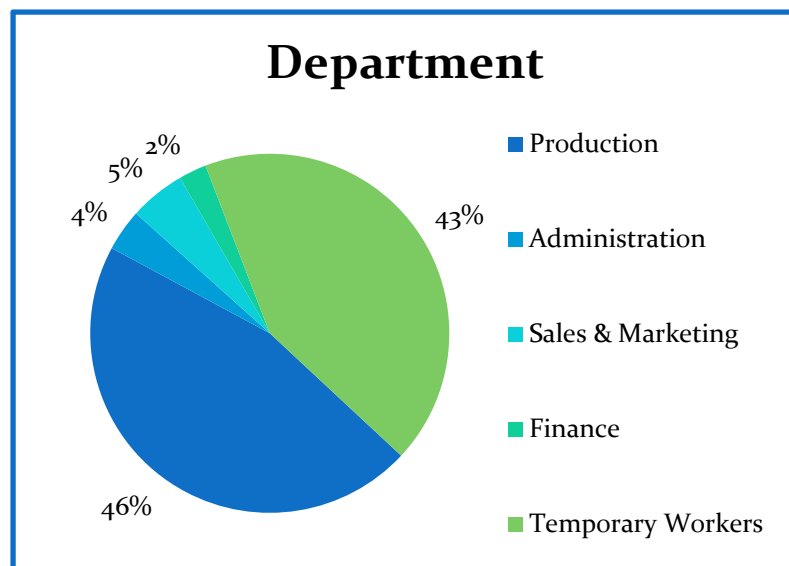
Corporate History



ORGANIZATION STRUCTURE

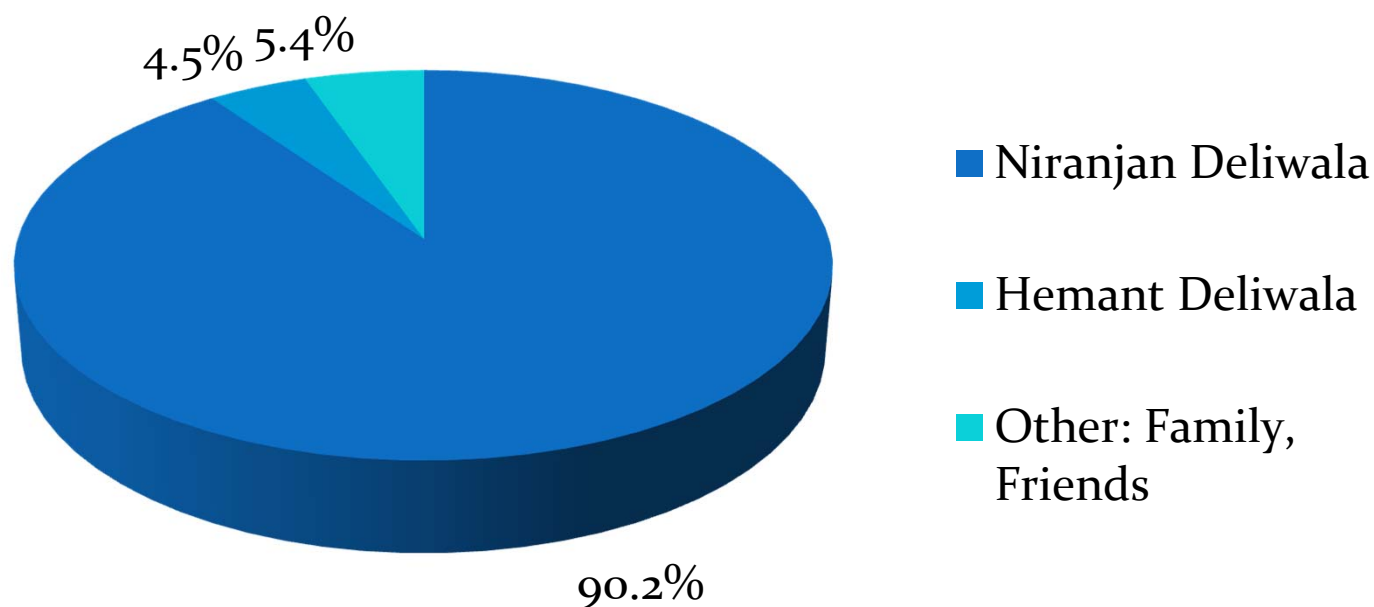


Manpower DETAILS



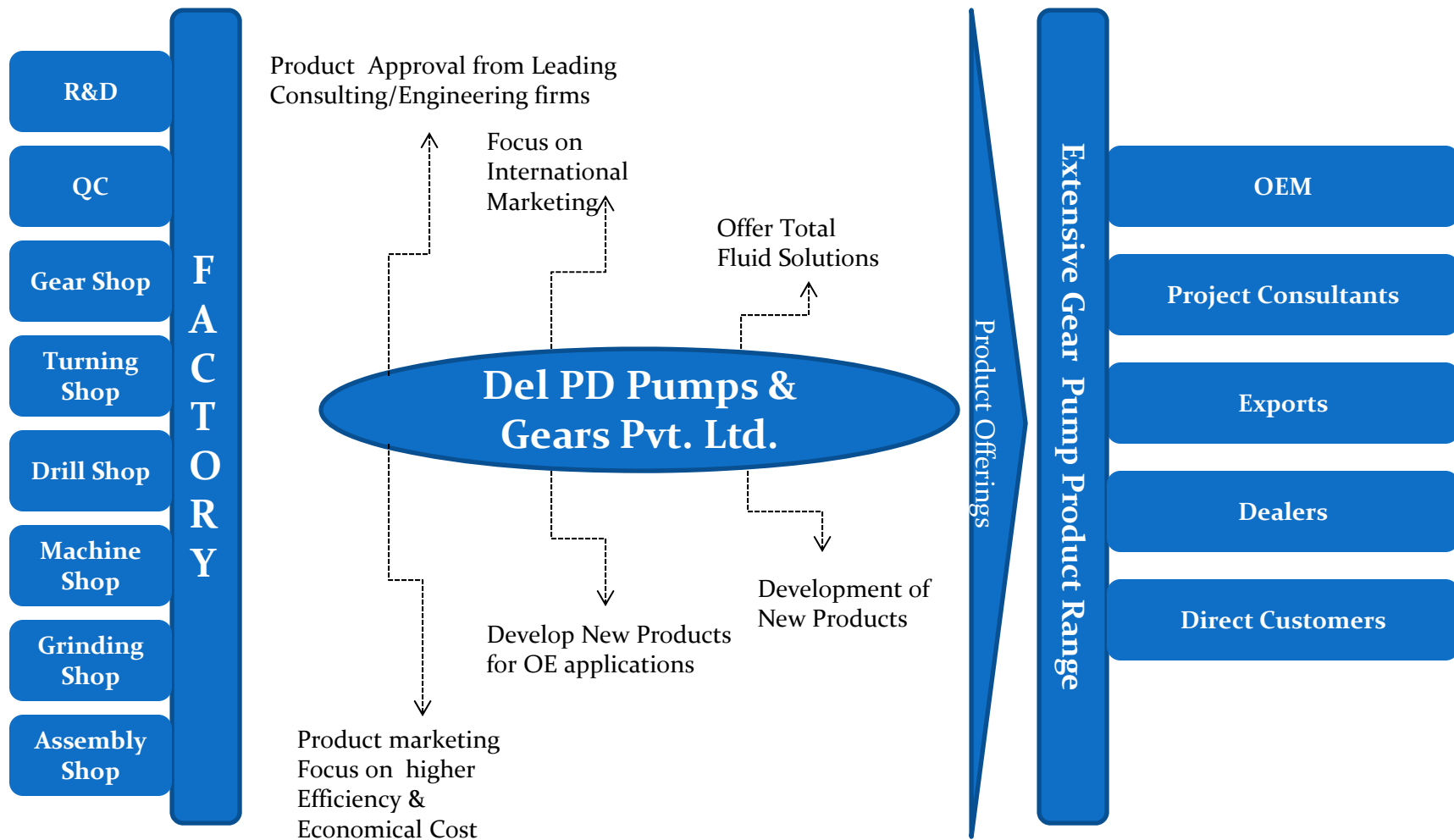
- The Company is currently has **125** employees. Company has a pool of skilled manpower comprising ITI technicians, Diploma, Engineers, Post Graduate.
- The company hires temporary workers as per work requirement and currently has 55 such workers.
- Administration staff consists of corporate level employees for general administration, HR etc. Finance employees are the accounts & purchase employees.
- Sales & Marketing employees manage the dealers & direct sales initiatives. Team is involved in Consultant generated business, OE, Dealer network management etc.

Shareholding Pattern



The Board of Directors consists of three members with Niranjn Deliwala as chairman and Hemant Deliwala (son) & Varsha Deliwala (wife) as members.

BUSINESS PROFILE- BUSINESS MODEL



PRODUCTS

The Company manufactures more than 250 sizes & models of rotary pumps spread over many series designed to meet almost all viscous liquid applications. Products details are as below:

Description	Size	Capacity	Pressure
Pumps in Market			
General Purpose Foot & Flange type gear pumps type 'HGN' 'HGBX'	¼" to 2 ½" BSP	Up to 400 LPM	Up to 10 bar
All Stainless Steel gear pump type 'HSX'	¼" to 2 ½" NPT	Up to 300 LPM	Up to 10 bar
High precision Foot & Flange Gear Pump type 'RDBX' & 'HSX'	½" to 6" NB	Up to 125 m3/hr	Up to 21 bar
High Efficiency Twin Gear pumps type 'RDRN' & 'RDRX'	½" to 6" NB	Up to 185 m3/hr	Up to 11 bar
High volume Triple Twin Gear pumps type 'NDX' & 'JDB'	5" to 12" NB	Up to 500 m3/ hr	U to 11 bar
Stainless Gear Pump (Food & Foam application) type 'RDMS'	½" to 6" NB	Up to 60 LPM	Up to 11 bar
Fuel pressuring pump type 'GTX'	3/8", ½", ¾" NPT	Up to 2500 LPH	Up to 30 bar
Tracodial Pump type 'ET'	½" to 1.5" BSP	Up to 100 LPM	Up to 7bar
Mono Block Pump with Integrated Shaft type 'HGCX'	½" to 1.5" BSP	Up to 75 LPM	Up to 10 bar
Gear Pump with Ball bearing	3/8" to 2" BSP	Up to 12 m3/hr	up to 30bar
Pumps/Lubrication System/Oil Cooling & Filtration system of any size using Company pumps			
Design Stage awaiting Commercial Launch			
High Corrosion Resistant Gear Pump type 'HGSSX'	½ " 2.5" NPT	Up to 300 LPM	Up to 7 bar
Low Speed Gear pump with integrated Speed reducer type 'NDNX'	½" to 6" NB	Up to 100 m3/hr	Up to 10 bar
Investment cast Stainless Steel gear pump type 'RDMNS'	½" to 6" NB	Up to 100m3/hr	Up to 7 bar

Patent Update

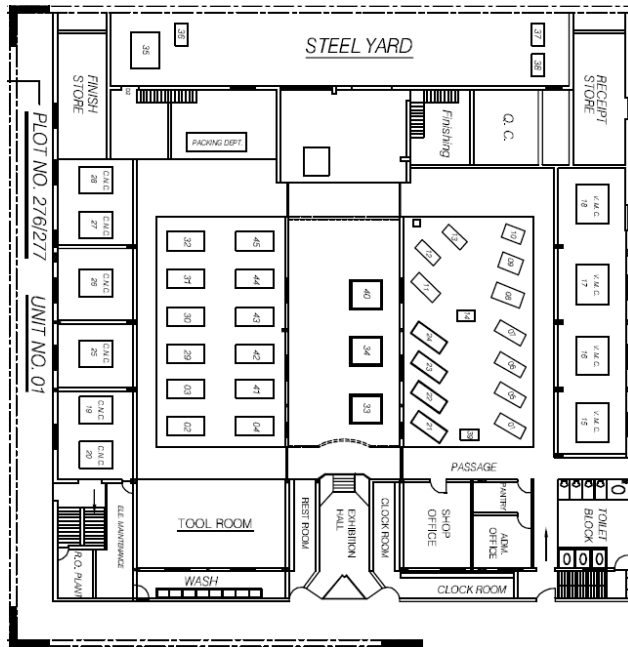


- The Company has succeeded in getting Patent No. 254414 in India which relates to an external rotary gear pump with built in speed reducers and power transmission device employing a pair of impeller gears, reduction gears and timing gears in compact configuration which facilitates internal speed reduction of the impeller gear thereby making it possible to drive the pump directly at synchronous speed .
- The patent pertains to JDX/NDX series triple twin gear pump posing direct challenge to twin screw pump. The sales of this series was Rs. ~70 lakh in FY2012.
- Applications for JDX/NDX covers bulk viscous liquid handling at oil terminals, storage facilities, cargo loading unloading and wagon decanting for high volume applications.
- One more patent application is pending which relates to an improved impeller design with floating gear concept. These features have already been highlighted as an invention in above patent therefore making possible to get clearance on the same.
- This innovation covers RDRN, RDBX/RDNX and RDMS series which had sales of Rs ~8 cr. in FY2012.
- Del already possesses copyrights for most of its literature works covering catalogues. Del has been working protecting intellectual property rights of all its products since 2005 and the success in getting this patent is likely to be a big differentiator for them in future and shall enable to get better price and margins.

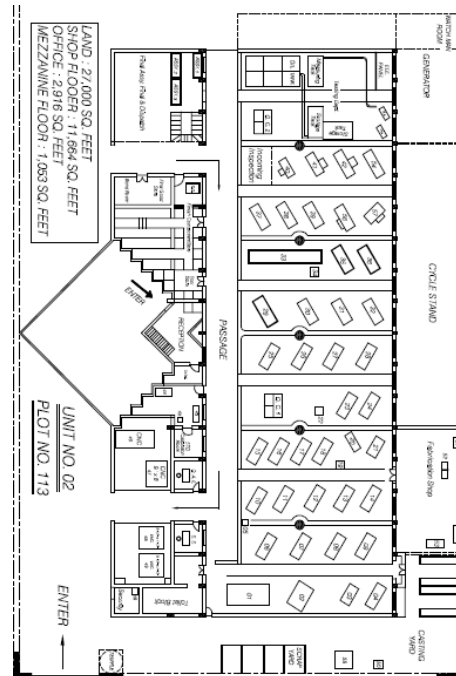
INFRASTRUCTURE



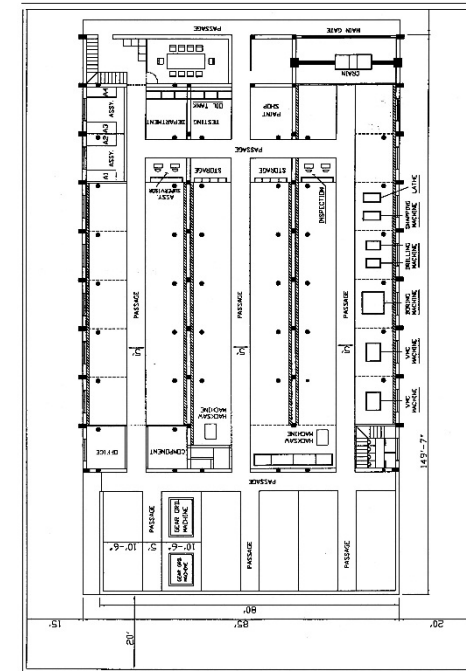
UNIT-1



UNIT-2



UNIT-3



- The Manufacturing facilities are located in Gujarat and in a total area of approx. Factory area 25000 sq. ft with all the latest machines and testing facilities.
- The unit is located in the industrial area with all the basic infrastructure facilities in place.
- Last year Del has expanded the building to increase the manufacturing capacity
- The company will further enhance factory building area along with office space.

PLANT & MACHINERY

Sr.	Machine Name	Make	Qty.	Average Age
1	Heavy Duty Simoga type Lathe Machine	Nagamati	9	4nos.250 month, 3nos.180 month, 2nos.120 month.
2	Hi-Tech Heavy Duty Simoga type Lathe	Hi-tech	1	180 month.
3	All Geared Heavy Duty Precision Lathe Machine.	Hmt-vikram/TOS	4	180 month, Recently re-conditioned.
4	All Geared Precision Lathe Machine.	BGL/Kirlosker/GDW	3	250 Month
5	Cnc Lathe Ace-jobber xl	Ace Micromatic	5	1no.-130month, 2nos.-80month, 2nos.-50month
6	Cnc Lathe Jyoti - DX-150/200	Jyoti ltd	2	60 month
7	Cnc Lathe Jyoti - Heavy DX-250	Jyoti ltd	2	1no.-60month, 1no.- 6 month
8	VMC BMV-40	BFW	1	150 month
9	VMC jyoti-1	Jyoti ltd	2	100 month
10	VMC Ace - MCV-400	Ace Micromatic	2	75 month
11	VMC Ace - MCV-450 with pallet	Ace Micromatic	3	1no.-75month, 2nos.-12 month.
12	VMC Ace - MCV-350 with pallet	Ace Micromatic	3	36 month
13	Shapping machine	Sagar	3	180 month
14	Horizontal/Vertical Milling machine	BFW	4	180 month
15	Key way milling machine	SPM	5	180month
16	Slotting Machine	Jaymesh engg.	1	180 month
17	Heavy duty Precision Boring m/c	Tos	2	72 month
18	Gear Hobbing WMW - ZFWZ-250	WMW	8	180 month
19	Gear Hobbing WMW - Heavy duty	WMW	1	120 month
20	Gear Hobbing 14 5k310 Little Master	TOS	1	120 month
21	Gear Hobbing 13 50312 Double pitch	Tos	1	120 month
22	Gear Shapper m/c	HMT	1	120 month
23	Gear Hobbing - FD-320	CUGGIR	1	240 month
24	Gear Hobbing - OF71	TOS	1	120 month
25	Gear Hobbing - 53A80H - Rusion	Rusian	1	120 month
26	Gear shaver m/c sicmat	Sicmat	1	120 month

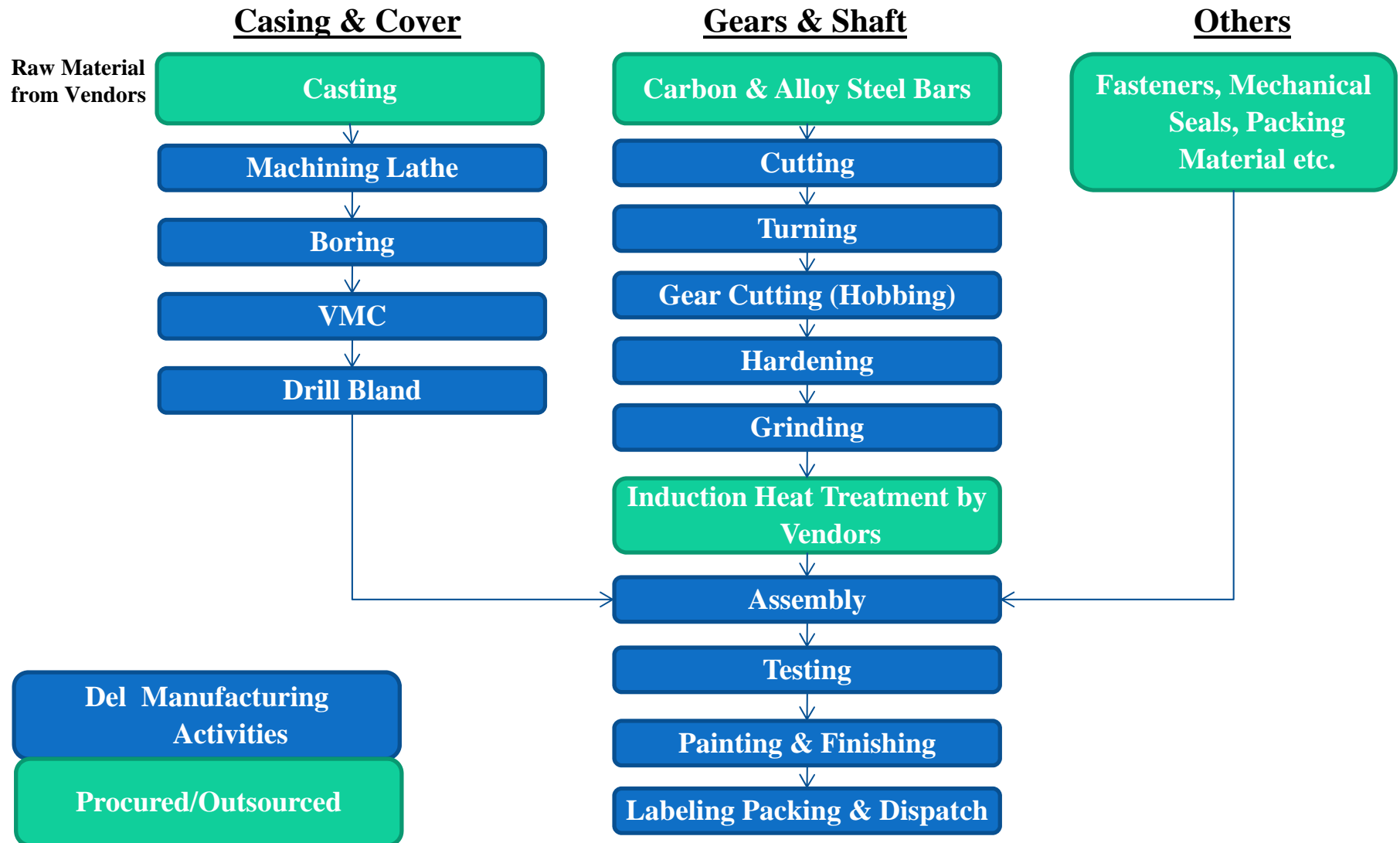
PLANT & MACHINERY

.....Contd



Sr.	Machine Name	Make	Qty	Average Age
27	Gear shaver m/c sicmat - Universal	Sicmat	1	120 month
28	Hob Grinder - 1	Tos	1	120 month
29	Hob Grinder - 2	Klineberg	1	120 month
30	Broaching m/c	BEMCO	1	150 month
31	Surface grinder	Pinacal	3	2no.-120month, 1no.- 6 month
32	Cy. Grinding- U750	Amba	3	1no.- 240 month, 2 nos.-180 month
33	Cy. Grinding-solco	SOLCO	1	240 month
34	Cy. Grinding-G-27	Shigiya seiki	1	240 month
35	Cy. Grinding-Tos - Heavy Duty	TOS	1	180 month
36	Centre less Grinder	Cincinnati	1	120 month
37	Honning machine	Productivity	1	12 month
38	Tool & Cutter	HMT	1	180 month
39	Tool & Cutter	SIGT	1	240 month
40	Radial Drii - HMT	HMT	3	1no.-240 month 1no.-180month, 1no.-12month
41	Redial Drill - Energy	Energy	5	2nos.- 180month, 3nos. 120 month
42	Radial Drill - Chaina	CHINA	1	120 month
43	Gang Drill	Pitroda	2	180month
44	Bendsaw Machine	Laxon	2	24 month
45	Hacksaw Machine	Dhiresb	4	2nos.-180month, 2nos.-120 month
46	Welding Machine	Hightech/accurate seller/Fertilizer	4	2nos.-240month 2nos.-120month
47	Air Compressor.	Elgi/Airmaster/Air marsal	5	2nos.-240month 3nos.-120month
48	Generator-1	Catterpillar	1	180 month
49	Hy.Press	DEL	1	240 month
50	Pnumetic Press	MERCURY	1	180 month
51	Mech Press	SPM	1	240 month
52	Hy.press - Heavy Duty	OM Engg.	1	18 month

MANUFACTURING PROCESS



Product Approvals & Customer Base



Del Pump is approved by most leading Consultancy & Inspection companies and is a preferred vendor for its range of pumps

Engineers India Ltd.

H & G Co.

Tata Consulting Engineers

Tata Projects Ltd.

Uhde India Ltd.

Indian Register of Shipping

Llyods Register of Industries

Kaverner Power Gas

Dalal Consultants & Engineers

Dastur & Co.

Hitachi Co.

Projects & Development (I) Ltd.

Technimoent India Ltd.

Toyo Engineering India Ltd.

Lurgi India Co. Ltd.

Customer base comprised of a broad range of end markets including. Its clients include who's who of Indian process industry

Power Plants

Synthetic Textile Mfrs

Chemical Plants

Sugar Plants

Pharmaceutical Plants

Petrochemical Plants

Automobile & Machine Tools

Steel Plants

Paper Mills

Cement Plants

Fertilizer Plants

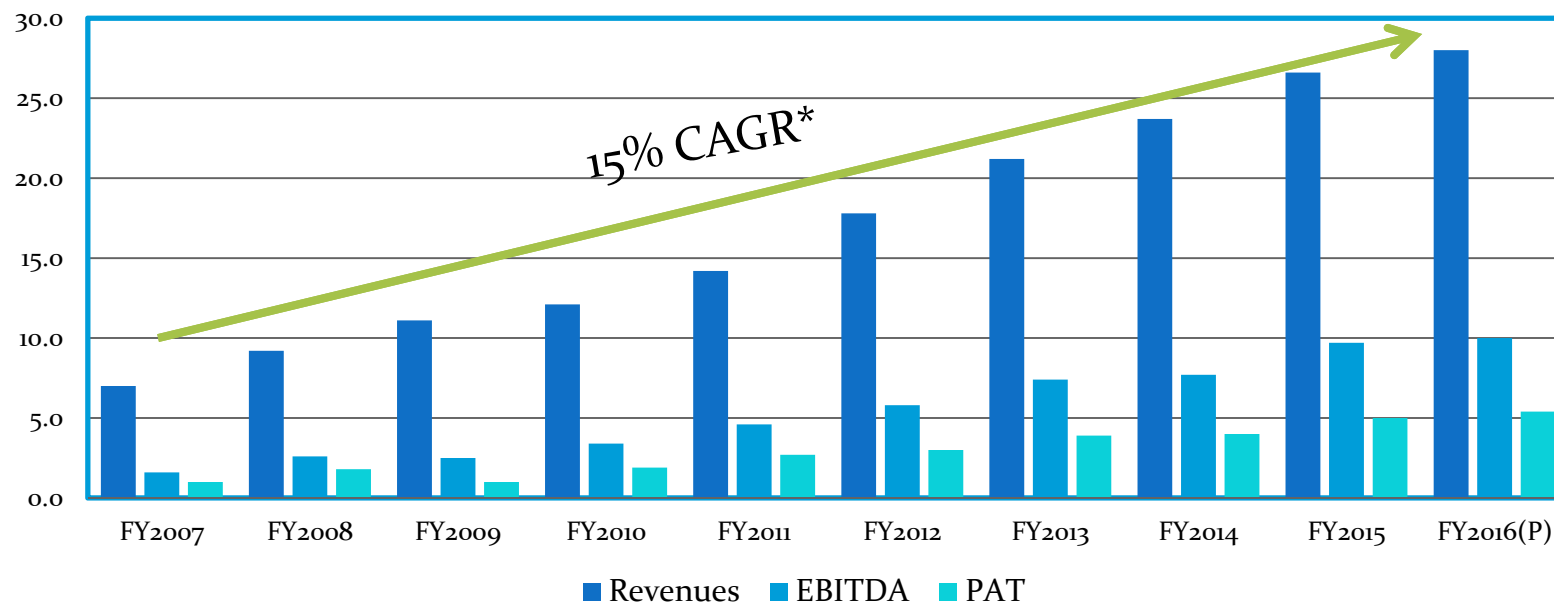
Oil & Gas Installations

Other Mineral Processing

Refineries

FINANCIAL DETAILS

Revenue & Profitability Growth (Figures in Rs. Cr.)



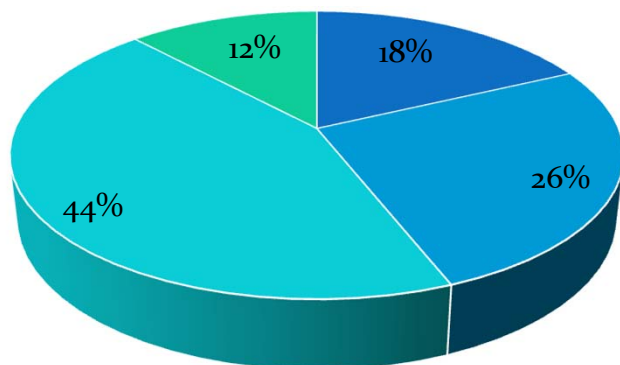
- The company has achieved a turnover of Rs. 26.6 cr.in FY2015
- EBITDA and Profit margin have historically been in the range of 28-33% and 16-20%
- The company has a consistent track record of growth and profitability.
- Management is forecasting revenues of Rs. 28 cr. in FY2016
- The Company is growing at close to 15% CAGR over the last 5 years.

FINANCIALS – Income Statement

Rs.	Audited FY2015	Audited FY2014	Audited FY2013	Audited FY2012
Revenues	266,784,409	200,757,033	196,163,069	166,428,348
Other Operating Income	11,061,113	15,015,381	17,323,242	12,335,253
Total Revenue	277,845,522	215,772,414	213,486,312	178,763,601
Cost of Raw Material	122,123,322	93,666,977	95,210,993	77,850,930
<i>Raw Material (%)</i>	<i>45.8%</i>	<i>46.7%</i>	<i>48.5%</i>	<i>46.8%</i>
Manufacturing Expense	26,466,411	23,184,331	18,867,328	18,205,002
Direct Labor	23,558,190	19,795,147	16,699,982	10,500,000
Gross Profit	105,697,599	79,125,959	82,708,009	72,207,669
<i>Gross Profit Margin (%)</i>	<i>40%</i>	<i>37%</i>	<i>39%</i>	<i>40%</i>
Selling	5,779,775	2,661,952	2,242,636	3,000,414
General Administration	4,634,870	6,503,303	9,686,940	7,170,837
Operational EBITDA	95,282,954	69,960,704	70,778,433	62,036,418
Operational EBITDA (%)	36%	32%	33%	35%
Director's Remuneration	3,480,500	5,208,625	4,729,680	4,572,913
EBITDA	91,802,454	64,752,079	66,048,753	57,463,505
<i>EBITDA Margin (%)</i>	<i>34%</i>	<i>30%</i>	<i>31%</i>	<i>32%</i>
Interest	841,609	-	1,208,714	528,579
Depreciation	15,604,000	11,772,687	11,855,595	12,672,053
Preliminary Expense Writeoff				
Operating Profit / (Loss)	75,356,845	52,979,392	52,984,444	44,262,873
<i>Operating Profit / (Loss) (%)</i>	<i>28%</i>	<i>25%</i>	<i>25%</i>	<i>25%</i>
Non-Operating Income		6,761,829	3,963,320	605,824
PBT	75,356,845	59,741,221	56,947,764	44,868,697
<i>PBT Margin (%)</i>	<i>27%</i>	<i>28%</i>	<i>27%</i>	<i>25%</i>
Tax	24,942,801	20,137,571	17,810,000	14,200,074
Tax Previous Years				
Profit After Tax	50,414,044	39,603,650	39,137,764	30,668,623
<i>Profit After Tax (%)</i>	<i>18.9%</i>	<i>18.4%</i>	<i>18.3%</i>	<i>17.2%</i>

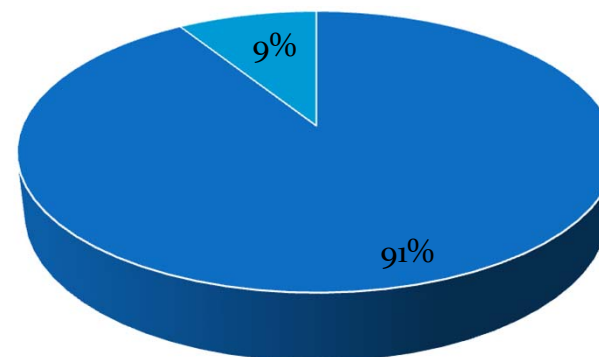
Revenue Sources

By Sales Channel F.Y. 2013-14



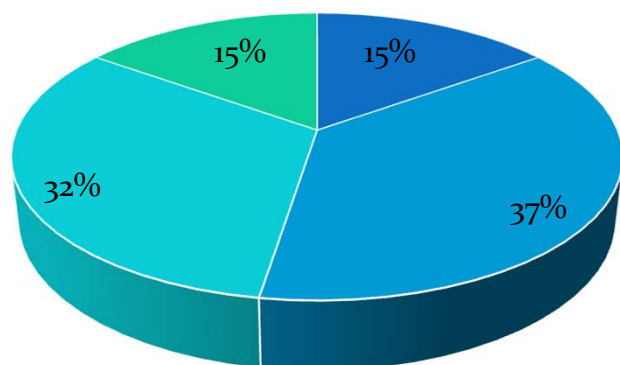
■ Dealer ■ Direct Customer ■ OE ■ Project Consultant

By Market F.Y. 2013-14



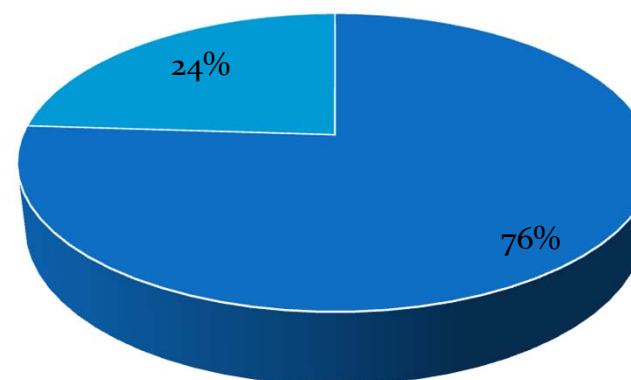
■ Domestic ■ Export

By Sales Channel F.Y. 2014-15



■ Dealer ■ Direct Customer ■ OE ■ Project Consultant

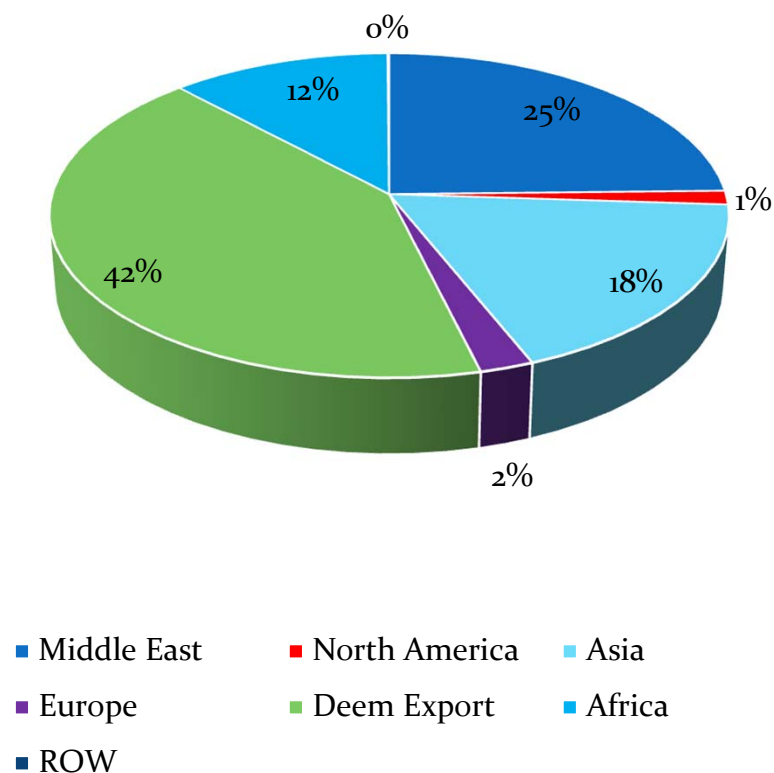
By Market F.Y. 2014-15



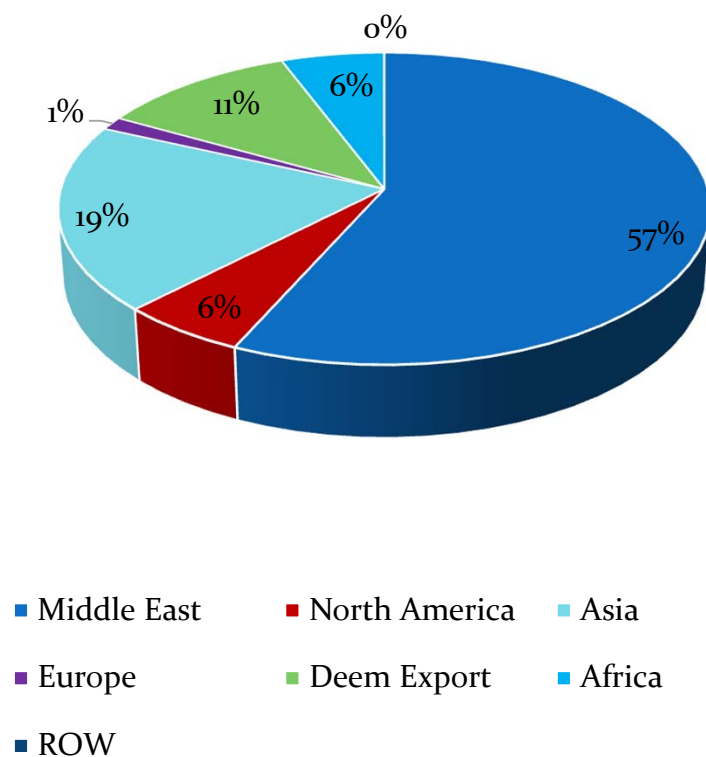
■ Domestic ■ Export

Export Market

Export F.Y. 13-14

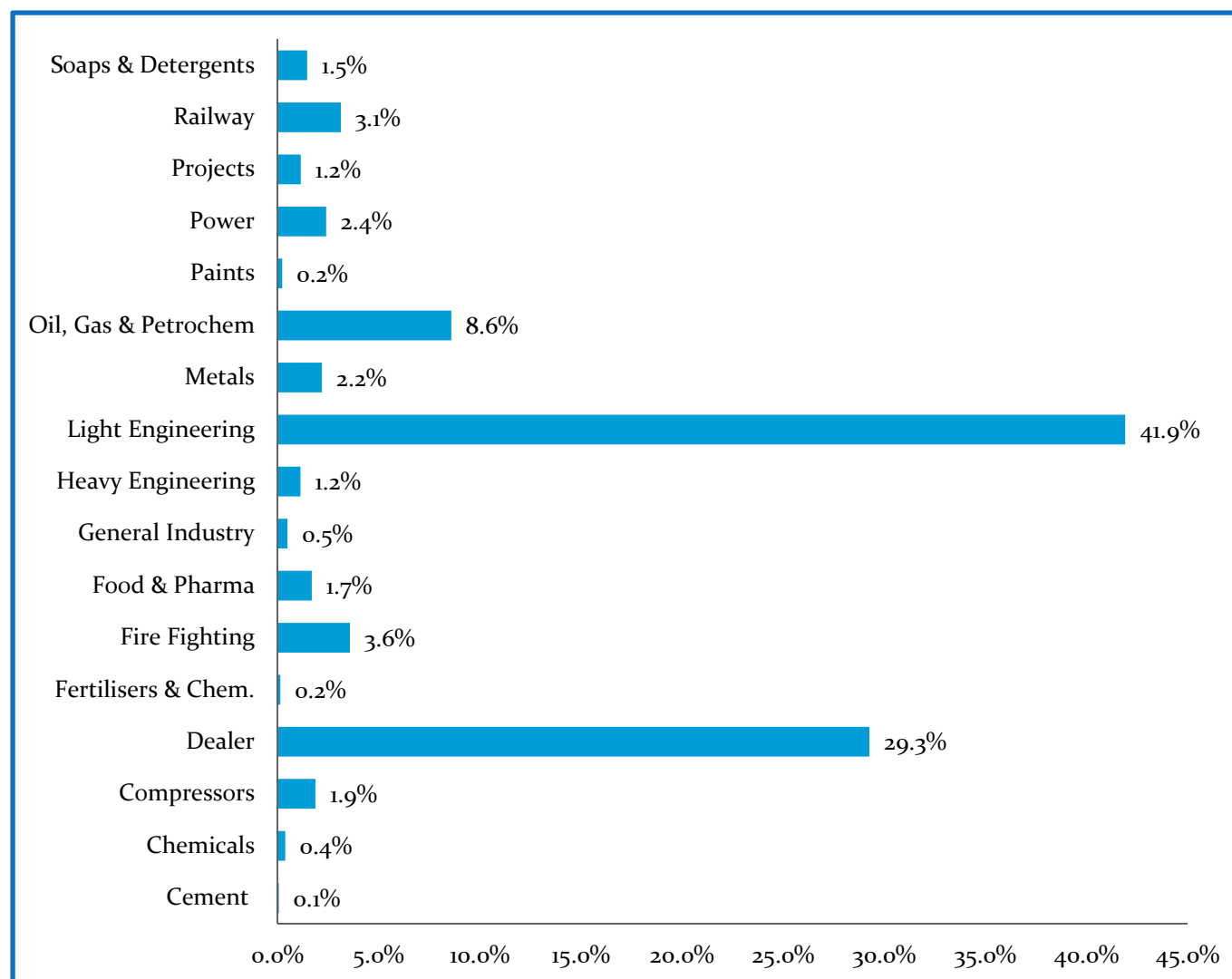


Export F.Y. 14-15



* Deemed Export: Sales to Exporters and Export Oriented Manufacturing Units in India

Revenue Split – By End Market – FY2012



INVESTMENT RATIONALE

Market Leader in Gear Pumps in India

- The company is among the leading manufacturer of Gear Pump in India with a market share of 20%
- Products are superior in terms of efficiency and cost due to company focus on R&D

Favorable long-term drivers

- The Company is growing at 15% CAGR over the last 5 years and is expected to continue this scorching pace as demand for more efficient and economical products from Del will drive growth
- Del will focus on international markets which further enhances the target market size

A-list clientele in diversified and attractive end markets

- The Company is approved by most Consultancy Companies and Clientele mostly include the top-5 leading companies in process industry in respective segments
- Products and services are used in many different end markets, including power generation, Cements, Oil & Gas, petrochemicals, industrial OEM (Original Equipment Manufacturer) groups etc. which are the driving force behind India's manufacturing growth story

Established Brand & Marketing Network

- Del Pump dealer network and direct marketing channel can be utilised effectively by a investor company looking for a ready marketing channel for its products in India
- Potential investors looking for an India entry can take advantage of a ready market consisting of Blue chip Indian companies to rapidly ramp up business operations in the Indian Subcontinent.

TRANSACTION SUMMARY



- The Company is privately-held, and the shareholders are currently evaluating a potential 100% stake sale in the Company.
- The current promoters want a strategic investor with focus on technology who could market the company products on a global scale.
- The promoters think that such a rapidly growing Company needs a more professional management that could be brought in by a large MNC.
- Accordingly, the shareholders have appointed Corporate Finance Advisors as their exclusive strategic & financial advisors for this transaction.

**We Generate Electric Power Through our Gear Pump Business.
Strange & Surprising ! but a Proven Fact
Since Power Saved is Electricity Generated**

So Ask For, Go For & Insist For World Class



Rotary Gear, Twin Gear, Triple Twin Gear Pump

Type ET



Rotary Tricodal Pump
From 1/8" x 1/2"
10 LPM to 120 LPM
Pressure upto 8 kg/cm²
App: Fuel oil, Lube oil, Any oil.

Type HGMX



Rotary Gear Pump
From 1/8" To 2 1/2" NPT
5.0 LPM To 350 LPM
Pressure upto 10 kg/cm²
App: Oil, Castor oil, Gear oil,
Resin, etc.

Type RDRN / RDRX

Rotary Twin Gear Pump
From 1/2" to 4" NB
(Flanged to ASA 150 Class)
Capacity upto 200 M³/hr
Pressure upto 11 kg/cm²
App: FO, LO, HSD, LDO, Crude oil E.N., RFO, LSHS.



Type HGCX

Rotary Monoblock Pump
Lube oil priming &
Filling pump
Size from 1/2" To 1"
Flow upto 60 LPM
Pressure upto 7 kg/cm²
App: LO, Base oil, Hud oil, Turbine oil.



Type RDMS All SS



Rotary Gear Pump From 15NB To 150NB Cap
0.75 M³/hr To 120 M³/hr Pressure upto 15 kg/cm²
App: Foam, Chemicals, Paints, Vanish-
mollased, Resin, Soap solution.

Type HG SX All SS



Rotary Gear SS Pump From 1/8" To 2 1/2" NPT
Flow From 5.0 LPM To 350 LPM Pressure upto 10 kg/cm²
App: Glycerine, DYE, Glucose, Sugar scrub,
Crcam, Glue glycol.

Type SPN



Rotary Gear Pump
From 15NB To 50NB Cap
5 LPM To 225 LPM
Pressure upto 20 kg/cm²
App: Lube oil, Fuel oil, Hud oil, Turbine oil.

Type NDX



Rotary Tripple Twin Gear Pump
Size From 5" To 12" NB
Cap : 80M³/hr To 550 M³/hr
Pressure upto 11 kg/cm²
App: Bulk cargo loading,
OL, Fuel oil, LO, Crude oil, HSD, LDO, Gas oil, etc.

Type RDRBJ



Rotary Jacketed Pump
From 15NB To 150NB Cap
Upto 200 M³/hr
Pressure upto 11 kg/cm²
App: Bitumen, Tar, Asphalt,
Silicate, Wax, Grease.

Type RDRBF



Rotary Main Oil Pump
From 15NB To 150NB Cap
Upto 200 M³/hr
Pressure upto 11 kg/cm²
App: Lube oil, Turbine oil,
Hud oil, Engine oil

Type HGBX



Rotary Gear Pump
Size From 1/4" To 2 1/2" BSP
Capacity From
2.5 LPM To 400 LPM
Pressure upto 10 kg/cm²
App: FO, LSHS, LO, HFO, Trefoil.

APPROVED BY : EIL, UHDE, DALAL, AKER, TOYO, Techniment, LURGI, Technip, DGQA, DLW, DMW, BVQI, DNV, IRS, ABS, LLOYDS, MOODY.

Del Pd Pumps & Gears (P) Ltd.

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Phone : +91-2752-243047 / 243678 / 241223 **Fax** : 91-2752-243744

Email : rotodel_ad1@sancharnet.in , sales@delpump.com

Website : www.delpump.com



Certl No : CE/069

ISO 9001:2008
CERTIFIED

FINAL PRODUCT READY FOR DISPATCH

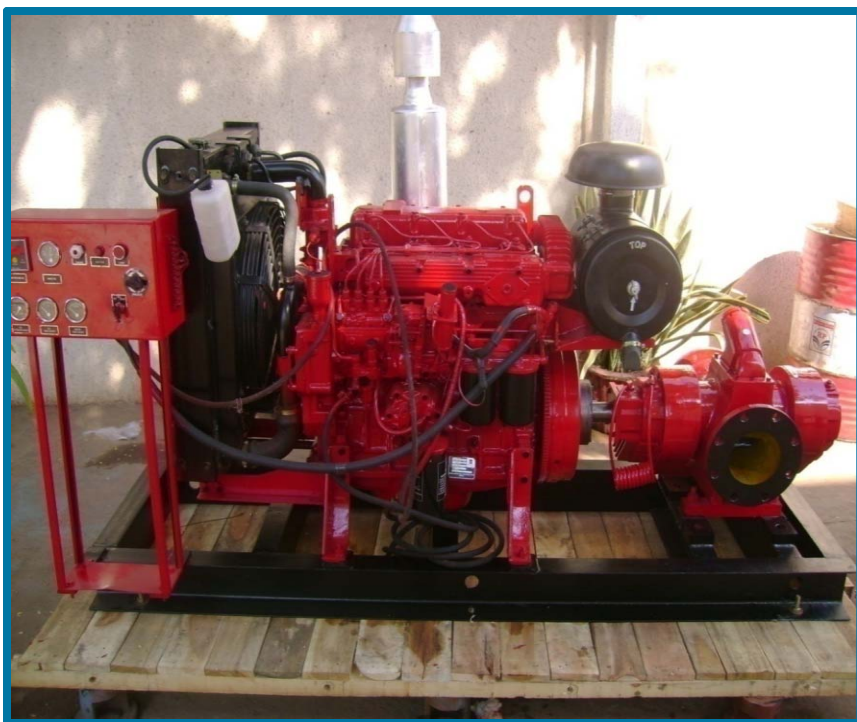


FINAL PRODUCT READY FOR DISPATCH

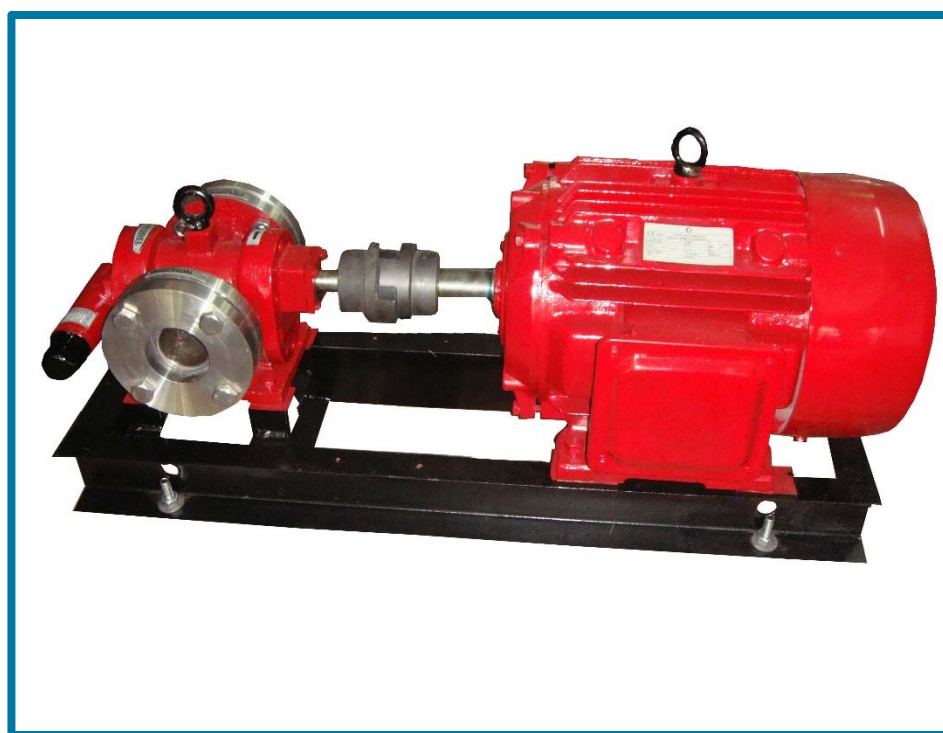


FIRE FIGHTING FOAM PUMPS FOR DISPATCH

ENGINE DRIVEN



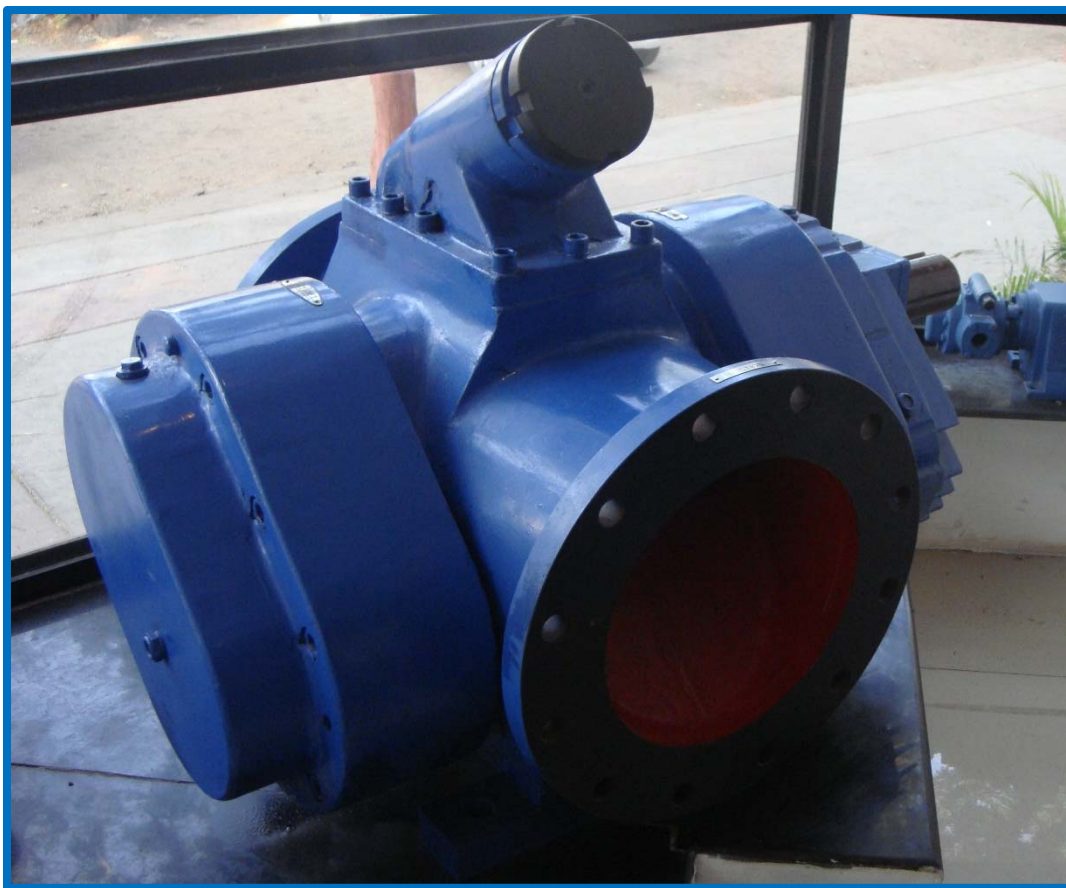
MOTOR DRIVEN



LUBE OIL SYSTEMS READY FOR DISPATCH



HIGHEST CAPACITY PUMP NDX-1200



LOCO PUMP

