


Reliable...Manufacturing.. Ecosystem

Corporate Profile

ecosystems of efficiency[®]

AEQUS[™]
ecosystems of efficiency



Mission
To deliver increasing value to our stakeholders - employees, customers, suppliers, shareholders and community-through innovative, efficient, global ecosystems.

AEQUS[™]
ecosystems of efficiency



Vision
To be a preferred global partner in every market that we serve.

AEQUS[™]
ecosystems of efficiency



Values
Transparency. Trust. Respect.

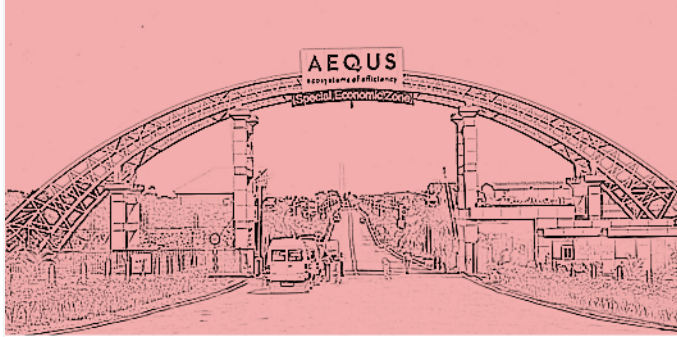
Our Mission, Vision and Values exemplify what needs to be our DNA. It defines “**why we exist**”, “**what we stand for**” and “**what we aim to be**”.

AEQUS[®] AEROSPACE



- High Precision Aerospace manufacturing for exports
- State of the Art Technology
- \$100m (CAGR +50%)
- 2500+ employees; 3 multinational JV's
- Global footprint- India (HQ); North America -1 unit; France- 3 units

AEQUS[®] INFRA



- India's first Precision Engineering Special Economic Zone (SEZ)
- Spread across 250+ acres
- Hosts 23 units; over 600,000 SQFT of manufacturing space, 400,000 SQFT under industrialization.

AEQUS[®] CONSUMER



- Integrated Product Design
- Injection Molding and Assemblies
- Tooling Design & Manufacturing
- Painting— Semi-Automatic
- Scaled to \$20m by FY '19



- Engineering, Automation, Analytics, Supply Chain Solutions
- Headquarter- Singapore
- 30 locations (North America, Europe, Asia), 8000 engineers
- Revenue \$500 Mn
- Aerospace & Defence, Industrial, Healthcare, O&G, Power, Transportation



Aravind Melligeri
Chairman &
Chief Executive Officer



Rajeev Kaul
Managing Director, Aerospace &
Group CFO, Aequs



Walt Sirmans
Group Executive Vice President
Strategic Initiatives



Rohit Hegde
Advisory Board Member



Abraham Joseph
Vice President,
Global People Function



Madan Mohan
Head,
Industrial Relations & CSR



Amit Chakraborty
Advisor to Chairman
Strategy & BD



Nayana Wali
Director
Treasury & Investments

India's First Notified Precision Engineering and Manufacturing SEZ



QuEST Global Engineering

Aerospace FTWZ

Surface Treatment

Flexible Manufacturing

Aerostructures Machining

Aerosystems Machining

Forging & Heat treatment

Aerostructures Assemblies

Material Processing

Engineered Plastics



A series of inter-related, co-located facilities for the entire aerospace manufacturing value stream



End to End Manufacturing Value Stream



Raw Material



Forged window



Pre-Machined



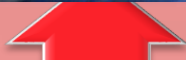
Heat Treatment



Surface Treatment
Etching & NDT



Machining



Approximate cycle time for batch of 90 parts with zero transfer time

- Aequs successfully anchors the ecosystem with core capabilities, JV's and global acquisitions.
- Country's first notified Precision Engineering Special Economic Zone (SEZ), spread across 250+ acres.
- Currently hosts 22 fully functioning units with over 600,000 sqft. of manufacturing area
- Aequs SEZ is also Karnataka's first private IIIrd party IT SEZ outside Bengaluru. It is approved and fully equipped to setup ITES companies.

Current Occupants



FKCCI Best Exporter Award (GOLD) 2016

Aequs received the FKCCI-Best Exporter Award– Gold, at the Export Excellence Award 2016 ceremony. FKCCI- a flagship of Federation of Karnataka Chambers of Commerce & Industry (FKCCI), 100 year old Industry body. Aequs was also nominated for Star Exporter Awards and Best Manufacturer Exporter Award.



Airbus Detailed Part Partner Award (D2P) 2016

Aequs' received D2P Class B supplier recognition at Airbus "Detail Parts Partner 2016" event. Aequs is the only Indian supplier to feature in elite list of top 27 global suppliers.



Airbus Innovation Award 2016

Airbus recognized the achievements of Aequs and creating the unique aerospace manufacturing ecosystem by presenting the Airbus Innovation Award at the Airbus Supplier Conference 2016 held at Hamburg, Germany.



Airbus Detailed Part Partner Award (D2P) 2017

Aequs' received D2P Class B supplier recognition for second year in a row at Airbus "Detail Parts Partner 2017" event.

Global...Aerospace.. Ecosystem

Corporate Profile

ecosystems of efficiency[®]





Aravind Melligeri
Chairman &
Chief Executive Officer



Rajeev Kaul
Managing Director, Aerospace &
Group CFO, Aequs



Walt Sirmans
Group Executive Vice President
Strategic Initiatives



Konrad Hahnelt
Executive Vice President
Global Operations



Steve Smith
Senior Vice President
Global Sales, Programs &
Commercial



Mohan DS
Vice President
Global Account Management



Andrew Buchan
Vice President
Engr'g, Quality & Safety



Emmanuel Usureau
Managing Director,
France



Abraham Joseph
Vice President,
Global People Function



Damien Moreau
Vice President
Sales- North America

Surface Treatment



- TSA/ Chromic/ Boric/ Sulphuric Anodize
- Al & Ti Etching, Alocrome & Alodine
- Prime, Paint, Molycoat, Part Mark
- Robotic Shot Peening, Passivation & Salt Spray
- CAD Plating

Forging & Heat Treatment



- 43,000 sqft facility
- 5 acres in SEZ site
- Screw Forge: 1200T
- Hydraulic Forge: 10KT
- Heat Treatment (NADCAP)
- Finishing & Inspection Shops

Assemblies



- Structural Assemblies (A380, A330 NEO, A321 NEO & Space Programs)
- Assembly Tooling (Fixtures, Jigs)
- Supply Chain Management

Three multinational joint ventures enables increased value-add capabilities within the SEZ

- Landing Gear Components & Assemblies
- Larger High Precision Engine Components



- High Precision Engine Components
- Actuation System Components
- Solid footprint on A320neo



- Small to medium volume (military & helicopters), prototyping or pre-production runs
- Small size parts



CHOLET



BESANCON



FRANCE

AUBIGNY



Only Indian Aerospace company to have European and US delivery capability



System Components



Landing Gear



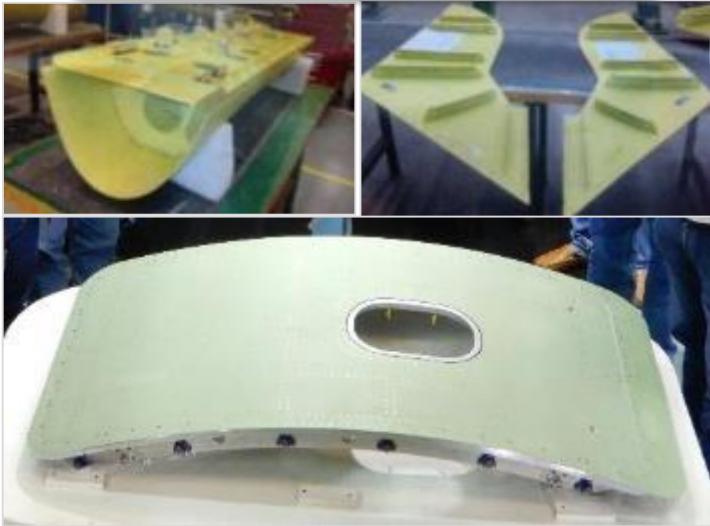
Engine Components

















AeroStructures

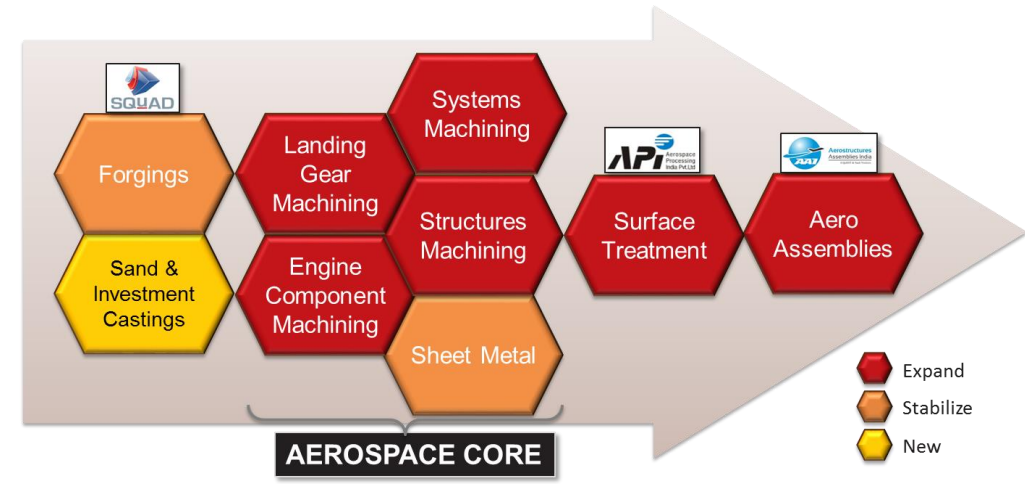


Assemblies

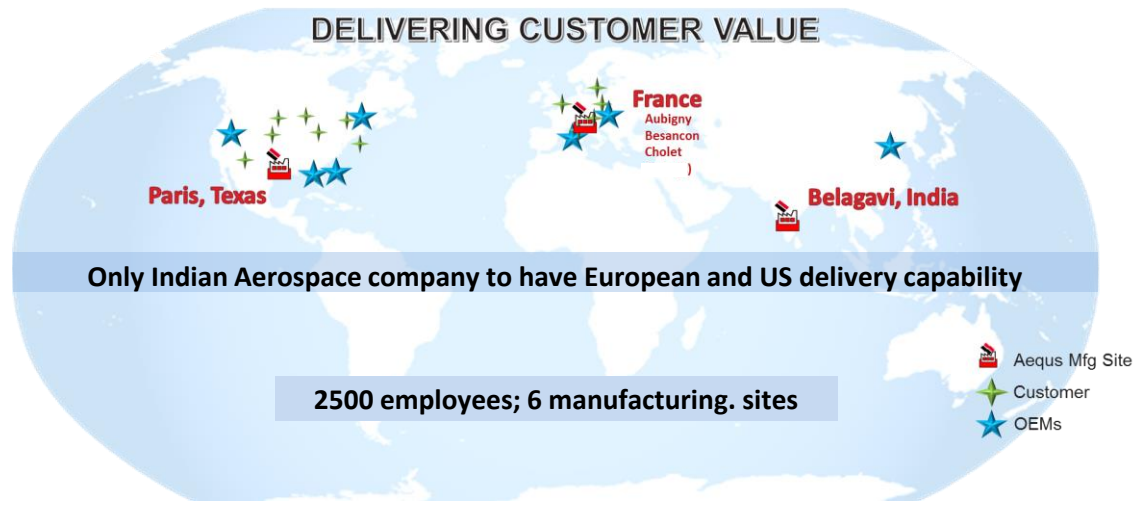


Capability	Forging	Structures Machining	Systems Machining	Aero Machine Inc.	Aero SAS	Surface Treatment	Assembly
							
							
Partners							
							
	50%	100%	100%	100%	100%	50%	74%

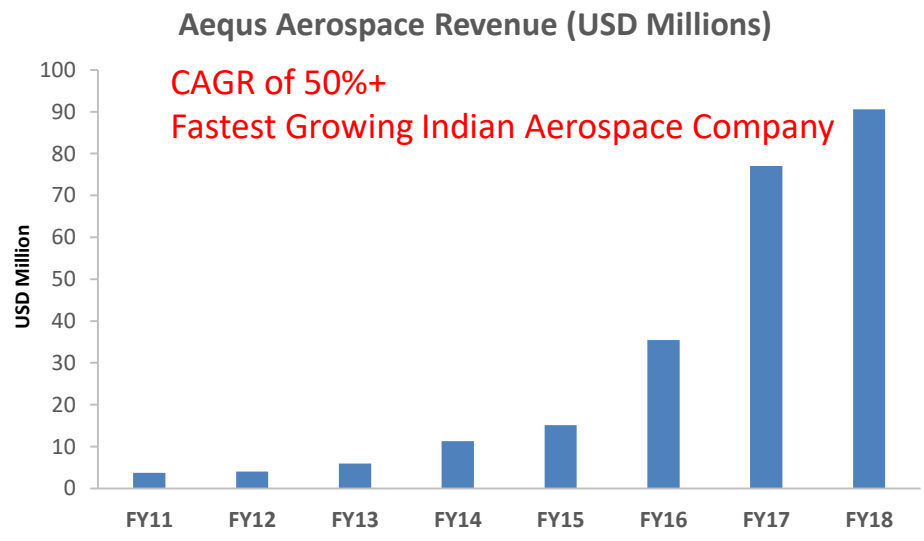
Global partnerships to drive the Ecosystem



Innovation & Logical Capability Progression



“Glocal” model Delivering Customer Value Globally



Experience in Managing High Growth



PHASE I

JV Agreement Nov 2012



Facility Construction



Operator Hiring & Training in Sweden



Building & Infrastructure

Jan 2013 to Aug 2013

PHASE II

Equipment & Machinery



Airbus Process Qualification



Manufacturing



Quality Certification

Sep 2013 to Jan 2014

FAI Delivery
Feb 2014



14 months

Objective : "Implementation 1st 3 machines of 6 machine hard metal FMS".

Completed
Work In Progress
Plan / Forecast
Running Late



India's First Notified Precision Engineering and Manufacturing SEZ



PHASE I

Venture into
Consumers Durables
(Dec'14)



Training &
Development



Statutory Approvals



Building &
Infrastructure

May'15 to Oct'15

PHASE II

Vendor Approval



Start of
Production



Plant & Machinery



- In 12 months -> 70,000 SQFT facility developed and industrialized
- In 24 months -> Delivered value \$10 Mn.

1st Shipment to
Customer



Mar'16 to May'16

12 months

PHASE III

200K SQFT facility-

Ground Breaking



- New 200,000 sqft facility erected
- Inaugurated on 14th June'2108
- Ground Breaking for another 300,000 sqft

Mar'17 to Dec'17

~3 Years

Preferred Partner of Manufacturing Services for FMCG Global Brands

Toys and Child Care



Home & Leisure



Healthcare



Light Engineering – Plastics & Metal



- **In-house** talent pool, formed in Oct 2016
- **Classroom & OJT** training for specialized skills
- CNC Operators, Quality Inspectors, CMM Operators, Special process, Forging & Programming
- Supports **all Aerospace entities** within SEZ

Training Modules	Level 1	Level 2	Level 3
Basics of CNC Machining, Quality, Production & Engineering			
Advanced concepts on CNC complicated parts machining, Manufacturing Engineering, Production Planning , Quality, & FMS			
Functional aspects of Aerospace Parts Machining			



Students

Diploma holders & Engineering graduates



Key Functions:

Hiring, Training, Assessment, Allocation & Certification



Courses

VMC/HMC Operators, Quality Inspectors, CMM Operators, Programmers and Special Process Operators.



Modules

Specified Technical Modules as Level I, II & III in Precision Machining, Quality, Engineering & Assy.



Statistics till date:

- Over 250 candidates trained in batches of 25
- 15 batches inducted till date
- 5 full time trainers and subject matter experts



- ❑ An initiative to support good causes’ that impacts the society & people to improve quality of their lives.
- ❑ Covers primarily students in the areas of Science, Technology, Engineering & Mathematics (STEM) and Health, Sanitation & Safety (HSS).

Health & Hygiene Awareness



Digital Literacy Programme



Tree Plantation

Eye Check up Camps

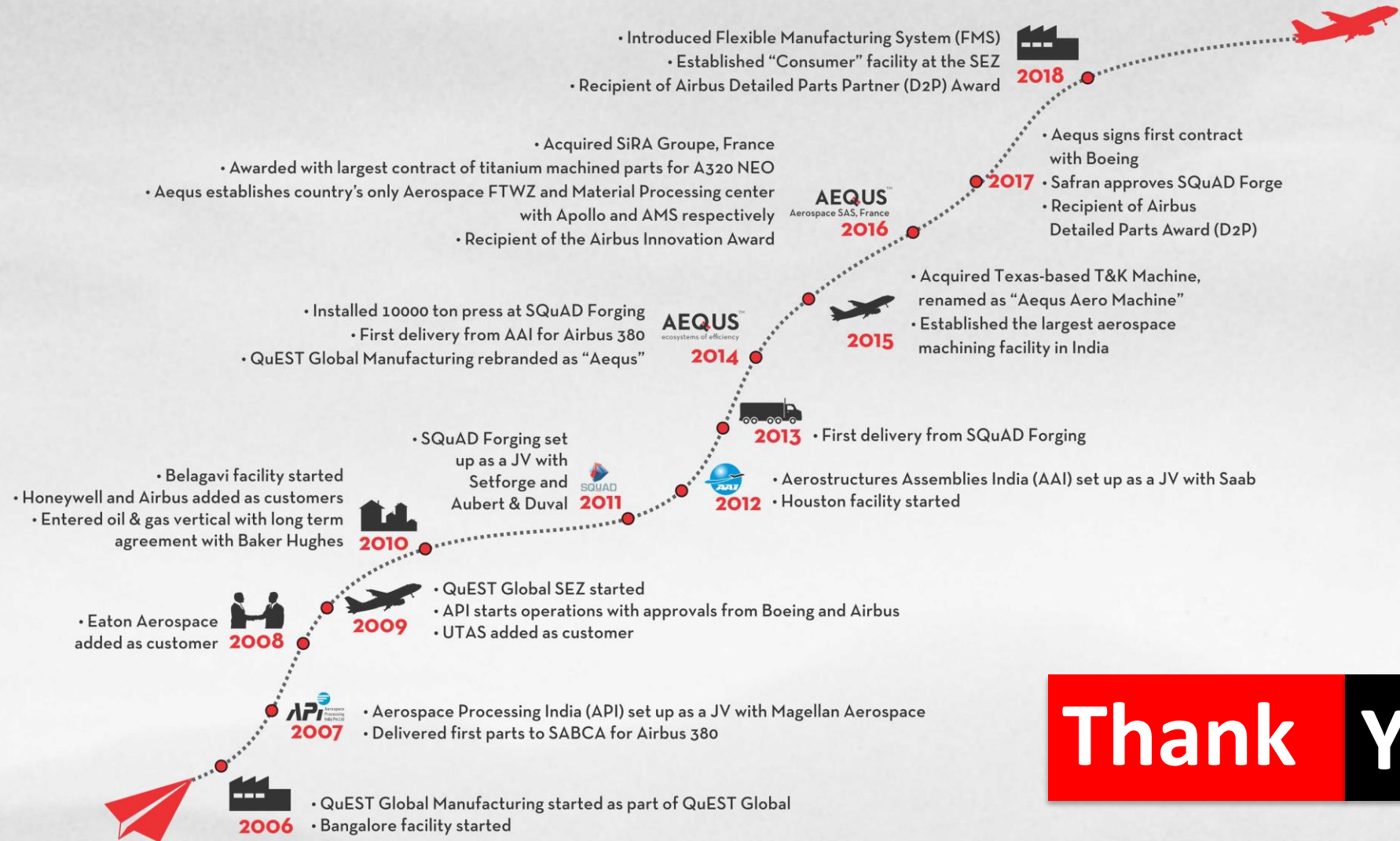


Fire Safety

Impacted	Touched lives of	Distributed	Conducted pre-exam workshop for	Established computer labs in	Career orientation for
20	3000*	237	700	4	60
Government schools	Children	Spectacles to children	10 th grade Students	Government schools	10 th grade Students

**figures from FY 2017-18*

Aequs Milestones



Thank You

Incredible Past

Inspiring Future