

Staying a step ahead



Our story in creating
innovative profiles, fabrication,
climbing, access and
out of the box
aluminium solutions



Structure of the presentation

01

Our Evolving Story

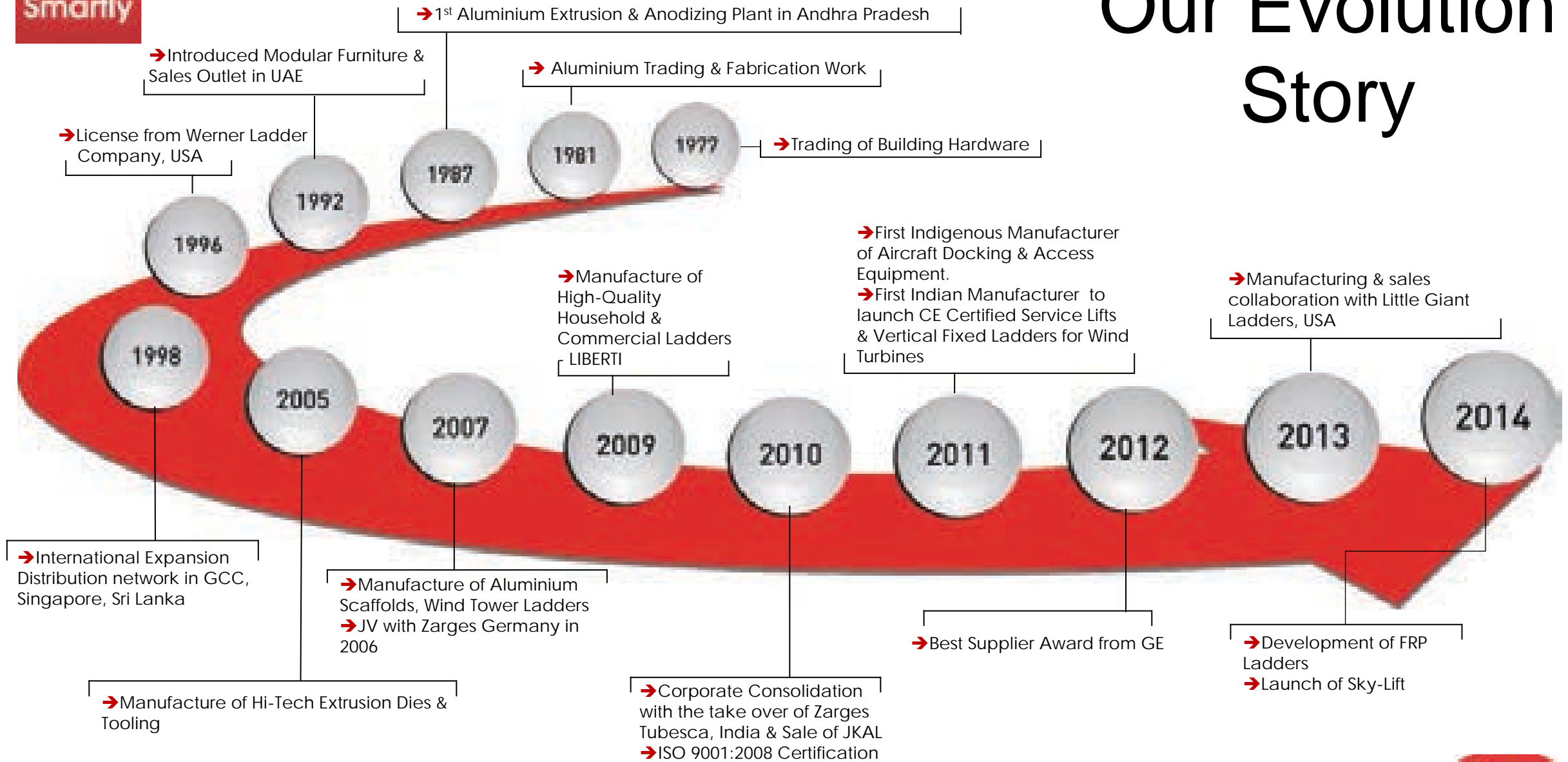
02

Our Product Portfolio

03

Why Sagar Asia

Our Evolution Story



Year 2015



2016

A decisive year to raise the bar

Quality in is
quality out

Effective
cost control

Innovative
Initiatives

Backward
integration

SA controls every
stage of the supply
and conversion chain

Control of quality and
costs across RM to FG

Flexibility and agility to
look at a range of new
initiatives – Tools, Jigs &
Fixtures, Architectural
Solutions, Solar panels
and more.

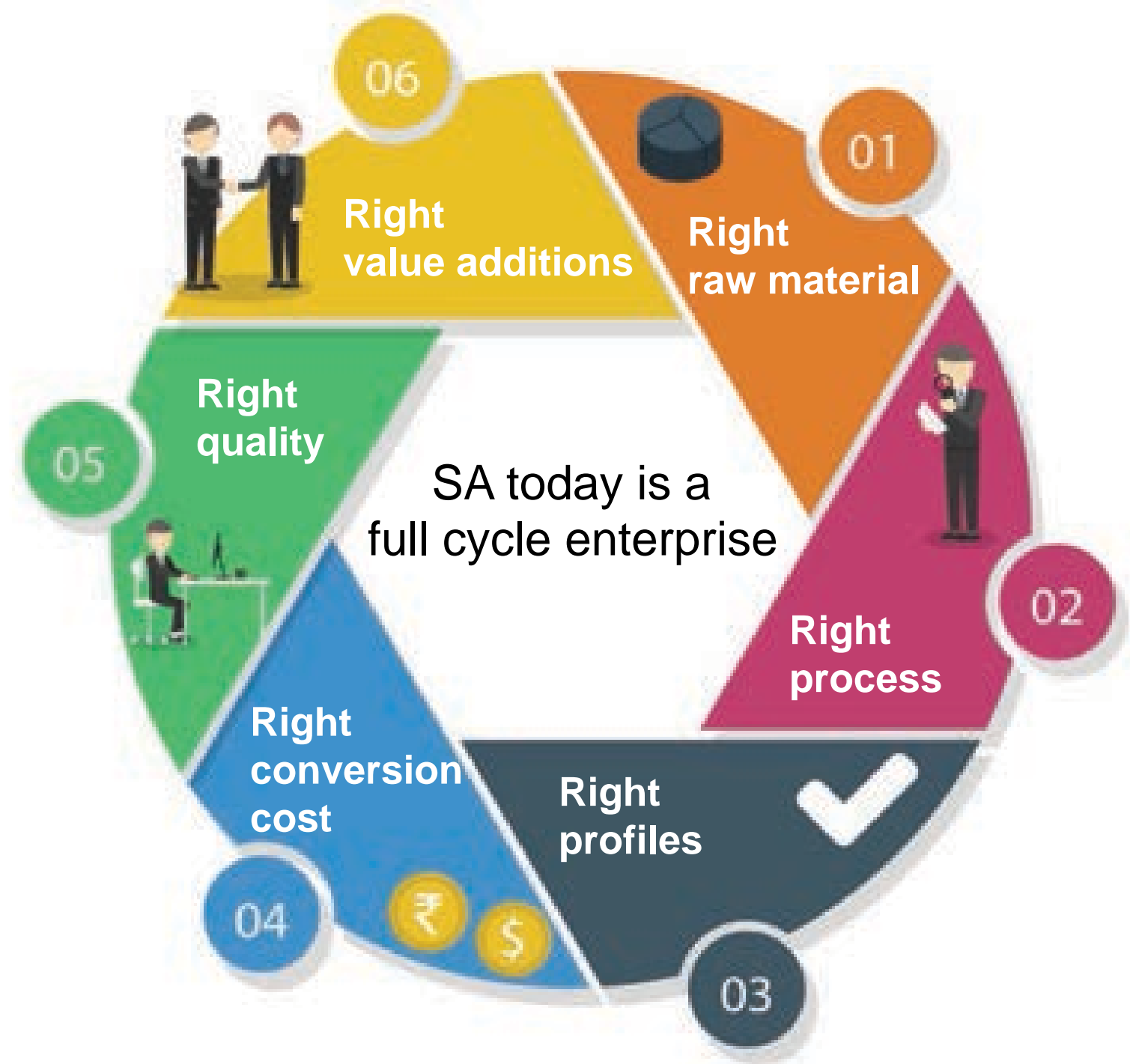
Investment in backward
integration into aluminium
extrusions and
manufacturing expansion

Climb
Safely
Smartly

SA means a unique story

- A four-decade-old journey
- Collective experience of close to 150 man-years
- Global customers across the world vouch for our ability to understand their needs, respond with solutions and ensure that safety and access are delivered in a variety of ingenious ways
- Possess a repository of intellectual property in the form of designs
- Our tool room is proactive and customer focused, which means innovations, new additions, new products, customized solutions- all have a strong and responsive design engineering foundation
- Process integration is an SA Advantage







Products & Innovation

Diversified in Products; United in Access

Wind Tower Internals & Service Lifts

Wind internals where we design and manufacture a series of climbing solutions that have been subject to strict global certifications and compliance



Household, Commercial & Professional Ladders

An assortment catering to home, commercial & professional markets – a range of over 1000 ladders suitable for use in the kitchen to an aircraft hangar.

Aircraft Maintenance Systems & Support Equipment

Aviation Systems Division which provides a variety of docking systems that are fully customized and factor in both the customer's constraints and needs.



Diversified in Products; United in Access

Aluminium Scaffolds & Mobile Access Work Platforms

Pro access specializes in mobile, stationary & customized access solutions with a robust, resilient and well-accepted range of systems that cater to the many commercial and industrial spaces.



Extrusions

A wide range of applications in Aluminium extrusions with over 6000 designs and profiles - from Facades to partitions to diverse industrial applications in healthcare, energy, power, telecom, automobile, mobility & manufacturing sectors

Precision Manufacturing

Value additions on aluminium extrusions including precision machining, welding, forming, etc; for varied applications and industries



Our Brands & Partners

FREIHEIT
skytech

**Little
Giant**
Ladder Systems

LIBERTI
L A D D E R S

Product Range



**Multipurpose
ladders**



**Domestic and
Commercial
ladders**



FRP ladders

Product Range



**Mobile Work
Platforms**



**Specialty &
Industrial Ladders**



**Mobile Scaffold
Towers**

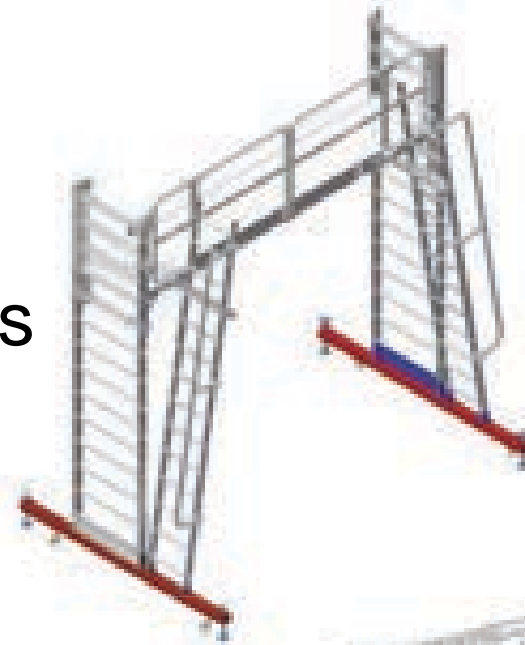


Product Range Customised Solutions

Mobile Watch Tower



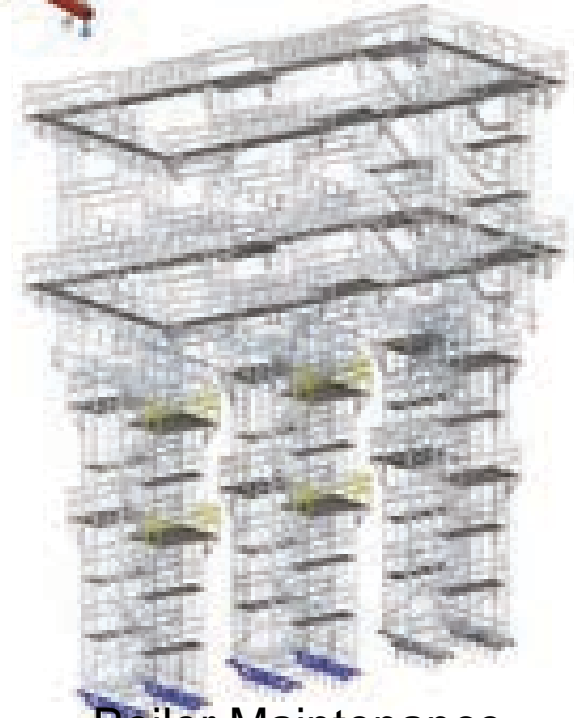
Customised Truck
Ladder



Round Scaffold

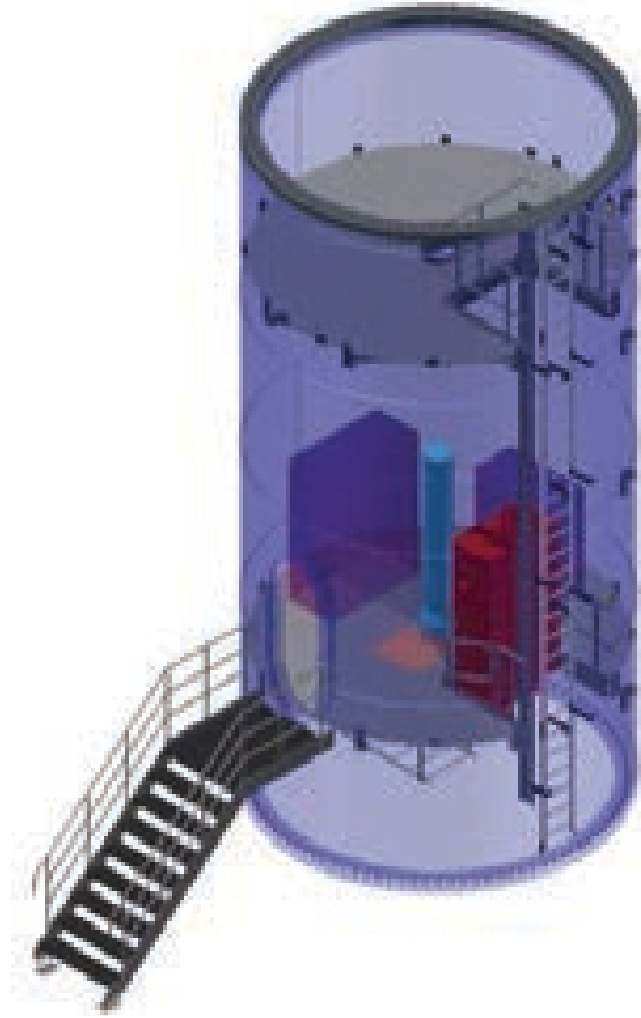


Bridge Scaffold



Boiler Maintenance
Scaffold

Product Range



Wind Systems



**Aircraft Docking
Systems**



Ladder Systems

Highest safety standards and reliability



Fall Arrest Systems

Tested and proven. Guaranteed to provide safety at every level with rope based and rail based systems



Service Lifts

Developed based on the knowledge of professional access



Services

Our support starts much before the product creation process and goes on till the lifecycle of the lifts

Climb
Safely
Smartly



American National Standards
Institute



Occupational Safety & Health
Administration Code



Canadian Standards
Association



Deutsches Institut
für Normung



Conformite Europeenne



Technischer Überwachungs-
Verein



Det Norske Veritas



Bureau Veritas





Plants & Pioneering diversity

Hyderabad, Telangana



- Registered Office
- Production Facilities
- Tools, Dies & Extrusions
- Retail

Overseas marketing & technology centres



USA: Liberti Ladders & Access Solutions Inc: 285, West Cedar Street, Norwalk, CT



Germany: Freiheit Skytech GmbH: Neustadt, Teerhof 59, 28199, Bremen (Business Centre)



UAE: Freiheit Skytech FZC: No: Q1-05-075/B, PO Box No: 124536, Sharjah (Warehouse)



Organisation Facilities

- 200,000 sft of production area
- Dedicated R&D teams
- In-house 3D-CAD design
- In-house Tooling & Machining Centres
- In-house Extrusions – 1620 & 900 T Press
- In-house Certified Welding Centre
- Flanging, Riveting & Assembly
- Bending, Shearing & Sheet Metal Fabrication
- Aluminium, FRP, Steel, Stainless Steel Profile Fabrication
- Milling, Lathe, Turning, Surface Grinding & Machining – CNC & Conventional
- Quality & Testing Centres including Spectrometer and UTM



Our Extrusion Plant

The flagship extrusion plant is located on 5 acres of land and has two automated production lines. With a production capacity of 10000 tonnes of extrusions per annum, over 6000 dies, in-house die shop; the plant is one of its kind in the country. The plant has machinery imported from Japan and UK and caters to high quality down stream requirements in India, and world over. The plant is currently being enhanced with an electro-coloring and powder coating set-up.

Our Assembly Plants

The remaining plants with a shopfloor area of 1,50,000 sft. largely focused on fabrication, assembly and getting the product together within the framework of global standards. We have an equipped capacity to produce over 3000 ladders a day. These facilities also aid in the production of customized professional access systems both for the wind, aviation, healthcare, defense and other industrial sectors.



Extrusion Capabilities

- Press 1: UBE, Japan – 1620 Tons
- Press 2: Siddhartha, India – 900 Tons
- Handling & Puller Systems: Edwards, UK
- 8 million kilograms of capacity (8K Tons)
- 2 X Furnace, 2 X Aging Ovens
- Size: Max. 200mm width/ 7" Container
- Alloys: 6063, 6082 – Homogenized Billets
- In-house Alloys: 6063, 6082, 6060, 6061, 6351, 6005
- Can experiment with 5XXX, 2XXX and 7XXX alloys
- 6000+ Standard Dies
- In-house anodizing & powder coating facilities (under commissioning)





Welding Capacities

- SA has 25 trained Welders in Aluminium TIG
- Certifications as per EN & AWI
- SA is equipped with 12 TIG/ MIG Machines from Miller, Fronius & Lorch
- AWS – Aluminium TIG – D1.2
- ASME – Aluminium TIG – Section 9
- ASME – Boiler & Pressure Vessel Code MIG & TIG – 2G to 6G in Steel & Aluminium
- ISO 9606 (under ISO 3834) – Aluminium MIG
- Precision Jigs & Fixtures for Tooling
- 4 X NDT Level 2 inspectors
- SA will be investing into Robotic-MIG Set-Up in 2017
- SA to partner Fronius for a training centre

Ladder Manufacturing

- Fixed Ladders: 18000 meters/ day
- Aluminium Scaffolds: 180 cub. meters/ day
- Aluminium Ladders: 2000 ladders/ day
- Service Lifts: 6 units/ day
- Semi-Automatic Ladder Flanging Machine from Germany
- Semi-Automatic Step Ladder Machine from Germany
- Pneumatic Riveting Machines from USA
- Vertical Riveting Machines from Canada
- Welding Machines from Germany & Austria
- upto 200T Power Press
- In-house design and development of Tools, Jigs & fixtures



Human Capital

- Family owned & professionally managed
- Core Management Team with an individual experience of over 25 years in the Aluminium & Fabrication industry
- Engineers & Welders trained in Germany
- 100+ trained engineers, ITI diploma in engineering
- 20+ trained & certified welders
- 500+ skilled manpower
- Dedicated Quality, Safety and R&D teams





SA Assured

- Sagar Asia has an in-house Quality Assurance & Quality Control department
- Sagar Asia is ISO 9001:2015 certified
- Sagar Asia is in process for OSHAS & EMS
- Sagar Asia has a dedicated team of 20+ personnel in the Quality Department
- Sagar Asia has an in-house testing lab and facility
- All products of Sagar Asia are compliant to International safety standards and norms and designed as per European, North American & Indian standards
- Most products of Sagar Asia carry a 5 years warranty

Climb
Safely
Smartly

Sales, Marketing & After-Sales

- Sagar Asia has a well experienced team of over 30 personnel in the Marketing department.
- Sagar Asia has resident marketing personnel in over 20 major cities and metros in India
- Sagar Asia products are re-sold in over 200 direct points of sales who are our dealers and distributors
- Sagar Asia has much over 1000 direct and repeat customers across India, UAE & North America
- Sagar Asia is present across all major Modern Retail in India, UAE and GCC
- Sagar Asia is present on all major e-commerce portals in India, USA and GCC





Our Distributors & reach across the nation

- Dealer Locations – 250 Points
Target 2017 – 500 Points
- Headquarters:
Hyderabad, Telangana



Notable Achievements & Customers

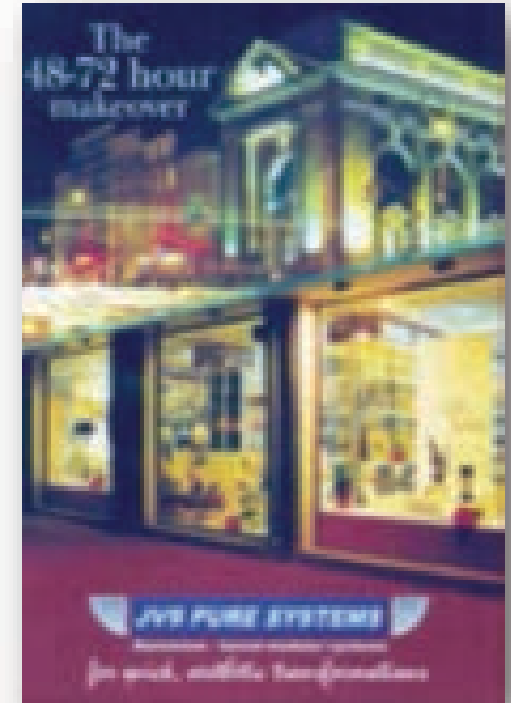
Notable Achievements



#1st Extrusion Plant in Andhra Pradesh – Commissioned in 1989
Name: Jaya Krishna Aluminium Limited
Extrusion Press: Chung Hua, Taiwan
Capacity: 4800 M.Tons p.a.



Mr. Vidyasagar receiving the national industrial export promotion award from Dr. Manmohan Singh, the then finance minister of India at the “16th council for industrial trade development India award function - 1994-95”

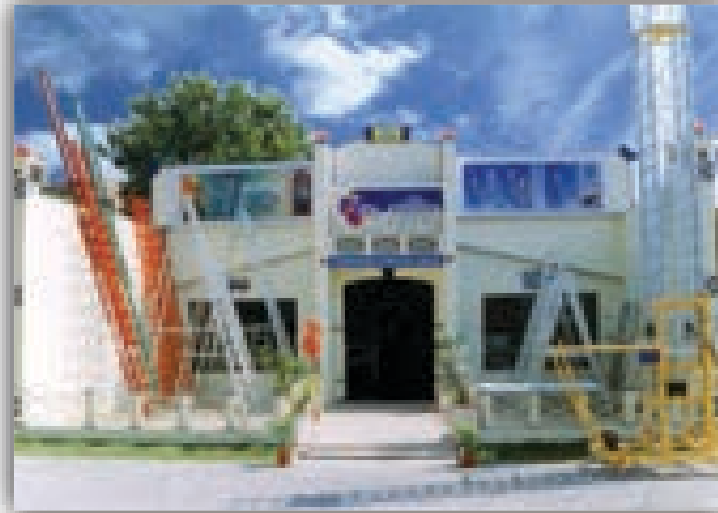


Introduced for the #1st time in India, aluminium modular showcase systems under the brand of JVS Pure in 1996. Key customer include Loreal, etc.,

Notable Achievements



A view Of International Software Centre L&T Hi-Tech City, Cyberabad Our landmark structural glazing project from extrusion to installation 1998-99



Introduced for the #1st time in 1998 internationally reputed and World #1 ladders – Werner Ladders in India, under the brand name of JVS-Werner Ladders. Werner Ladders became the name of India's most safest and premium ladders.



Manufacturing expansion with an exclusive shop floor area for the production of Domestic, Commercial & Industrial Ladders. Plan established in 2001

Notable Achievements



Sagar Asia promoters with Jayakrishna had been a conversion partner for Hindalco in the past, SA converted extrusion for Hindalco for a brief period of 2 years from 2004-2006.



Sagar Asia promoters entered into a JV with Zarges Tubesca Group, Germany in 2006 for the manufacture and sales of Aluminium Scaffolds, Aircraft Docking & Wind Tower internals. SA takes over the JV in 2009



For the #1st time in India in 2007, Sagar Asia introduces CE Certified & Compliant Aluminium Fixed Ladders Systems, Fall Arrest Systems and Service Lifts.

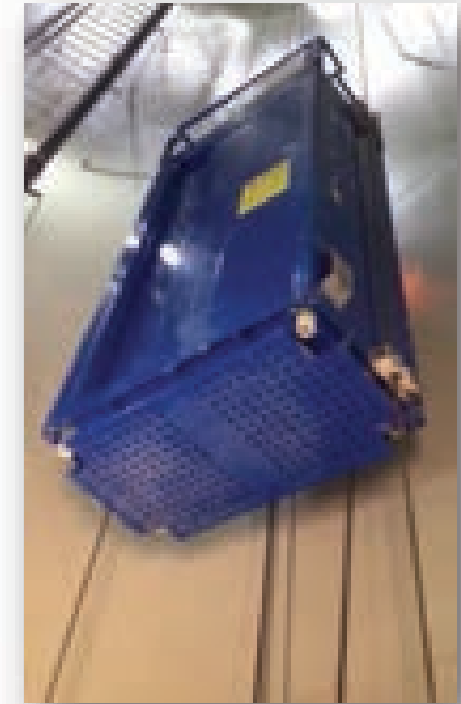
Notable Achievements



Sagar Asia launches in India for the #1st time in 2008 – made in India - aluminium scaffolds, work platforms and mobile towers. Nearly 20 aluminum welders are certified by AWS.



Sagar Asia launches in 2009, the Liberti Range of Household, Commercial & Professional Range of Ladders. Liberti currently India's #1 recognized Ladder Brand.



For the #1st time in India, in 2011, Sagar Asia launches made in India, and CE certified Aluminium Service lifts for the Wind Industry.

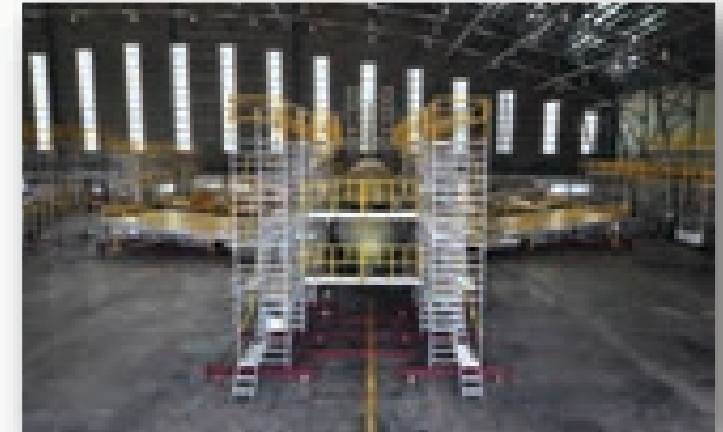
Notable Achievements



For the #1st time in India, in 2011, SA launches made in India, and Aluminium Docking Systems for the Aircraft MRO facilities.



Sagar Asia awarded the Best Supplier award from GE, India for the year 2013



Sagar Asia supplies comprehensive docking systems to Airod Aerospace, Malaysia in 2014

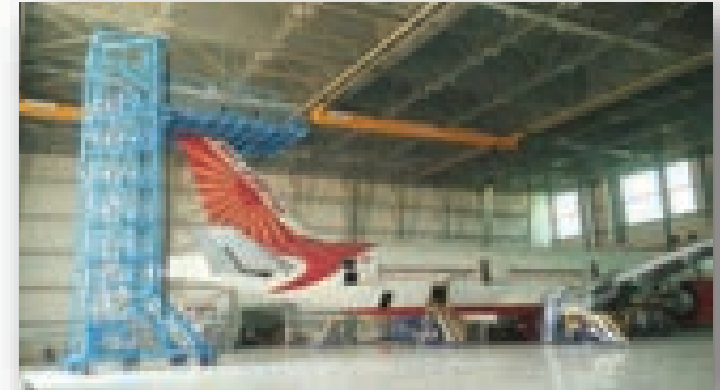
Notable Achievements



Sagar Asia enters into a contract manufacturing & sales agreement with Wing Enterprises dba. Little Giant Ladder Systems, USA for the manufacture of hi-tech aluminium and fiberglass ladders for India, South Asia and the Middle-East in 2014



For the #1st time in India, in 2015, Sagar Asia designs and develops an Aluminium based cylindrical Service Lift for Suzlon's flagship 120m Hybrid Wind Tower



Sagar Asia, in 2016, develops and delivers in record time Heavy Docking Systems in Steel & Aluminium for Air-India's flagship Wide Body hangar in Nagpur

Notable Achievements



Sagar Asia's Eurostar range of household step ladders, in 2016 becomes India's most recognised and amongst highest selling ladders across all Modern Retail, E-Commerce and Distribution Channels



Sagar Asia acquires in 2016, Alumeco Extrusions India Limited, a premier aluminium extrusion facility in Kallakal village, Medchal. AEIL has a production capacity of 10000 M. Tons per annum.



Sagar Asia make Aircraft Intervention & Tactical ladders being displayed by the National Security Guard (NSG) at the 2017 India's Republic Day Parade.

Climb
Safely
Smartly



Customers

Modern Retail

- Metro Cash & Carry, India
- Walmart, India
- Spar, India
- Spencers, India
- Big Bazaar, India
- MORE Megamart, India
- Ratnadeep, Hyderabad
- SnapDeal.com
- Flipkart.com
- Amazon.com
- ACE Hardware, UAE
- Danube Home, UAE
- Home Depot (In-Direct)
- Grainger (In-Direct)



Customers Wind Energy

- Suzlon Group
- Gamesa, India
- Regen Powertech
- Inox, India
- Global Wind Power
- GE, India
- Shriram Leitner
- NuPower
- Vestas (in discussions)
- Senvion (in discussions)
- Enercon (in discussions)
- Various Tower Manufacturers



Climb
Safely
Smartly



Customers

Industrial & Professional

- Reliance Group
- Siemens Group
- Cairn Energy
- Laqshya
- Mahindra & Mahindra
- Volkswagen Group
- GMR Airports
- GVK Airports
- Dr. Reddys
- SAB Miller Group
- Samsung
- TCS
- Wipro
- Air India
- ACC
- Tata Lockheed Martin
- Tata Advanced BILT
- Syngenta
- Scania
- Mars Catering
- Madura Coats Group
- Ultratech
- L & T
- Pest Control of India
- Meenakshi Group
- GE
- Amazon, India
- Natco Pharma
- Adani Group
- Vector Projects



Customers Aviation

- Air India, Nagpur & Mumbai
- GMR, Hyderabad
- HAL, Bangalore
- Airod, Malaysia
- NSG Tactical
- GMR Airport, Hyderabad & New Delhi
- GVK Airport, Mumbai & Bangalore
- Tata Advanced Systems
- Tata Lockheed Martin
- Tata Sikorsky
- Tata Boeing



Safety Redefined With



Sagar Asia Private Limited

Hyderabad

Telangana, India

Regd Office: 201, Mayfair, S.P. Road, Secunderabad – 500 003

Extrusions & Ladders: Kallakal Village, Toopran Mandal, Medak

Wind & Lifts: 11/P & 12/P, Survey: 855, Medchal, Greater Hyderabad – 501 401

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