

PRIME LASERS

Where Precision Matters

Based out of the Manufacturing hub Pune - Prime Lasers offers sheet metal fabrication services including Laser Cutting, Bending and Assembly solutions across multiple industries. Our company fundamentals, our investments in the best in class machinery, our laser-focussed quality assurance mechanism and experienced team enables us to be uniquely positioned to deliver precision – on time, every time.



3 TRUMPF
1 BYSTRONICS



3 Safan Darley
1 Hindustan



50 – Process driven employees

Prime Lasers – Who we are..



VISION

To be the sheet metal fabricator of choice for leading global brands and be trusted for providing services of the highest standards and known for contributing long term value to customer relationships.

Strive relentlessly to be a benchmark in precision, quality and customer service in the sheet metal fabrication industry and in the process contribute to our customer's success.



MISSION



13+	Years of experience in sheet metal fabrication
38+	Years of overall group industry experience
235	Revenue in INR M
20%	Average YoY growth since inception
800+	800 Tons per month Steel conversion
0%	Group company Debt

Our VALUES



Integrity

Conduct ourselves with honesty and fairness in every transaction we do



Collaboration

Work without boundaries as ONE Team with singularity of purpose and set each other up for success



Unmatched Customer Service

Internal drive to go above and beyond to ensure customer satisfaction



Dignity of Labour & Respect for the Individual

Treat everyone with respect and equality



Continuous Improvement

Harbour a can do attitude, learn as a continuous process with an eye on improving oneself, the team and the organization



Compassion

Respect the organisation, community and the environment and contribute positively to their enrichment

STRATEGIC OBJECTIVES

Quality and precision in every aspect of the lifecycle – deliver jobs of the highest standards

Invest in technology, equipment upkeep and workforce upskilling – enrich employee & customer experience



Seamless collaboration and fluidity of process – efficient, hassle free customer service

Organise, Simplify, Optimize and Automate – to drive progress

What all this means to you

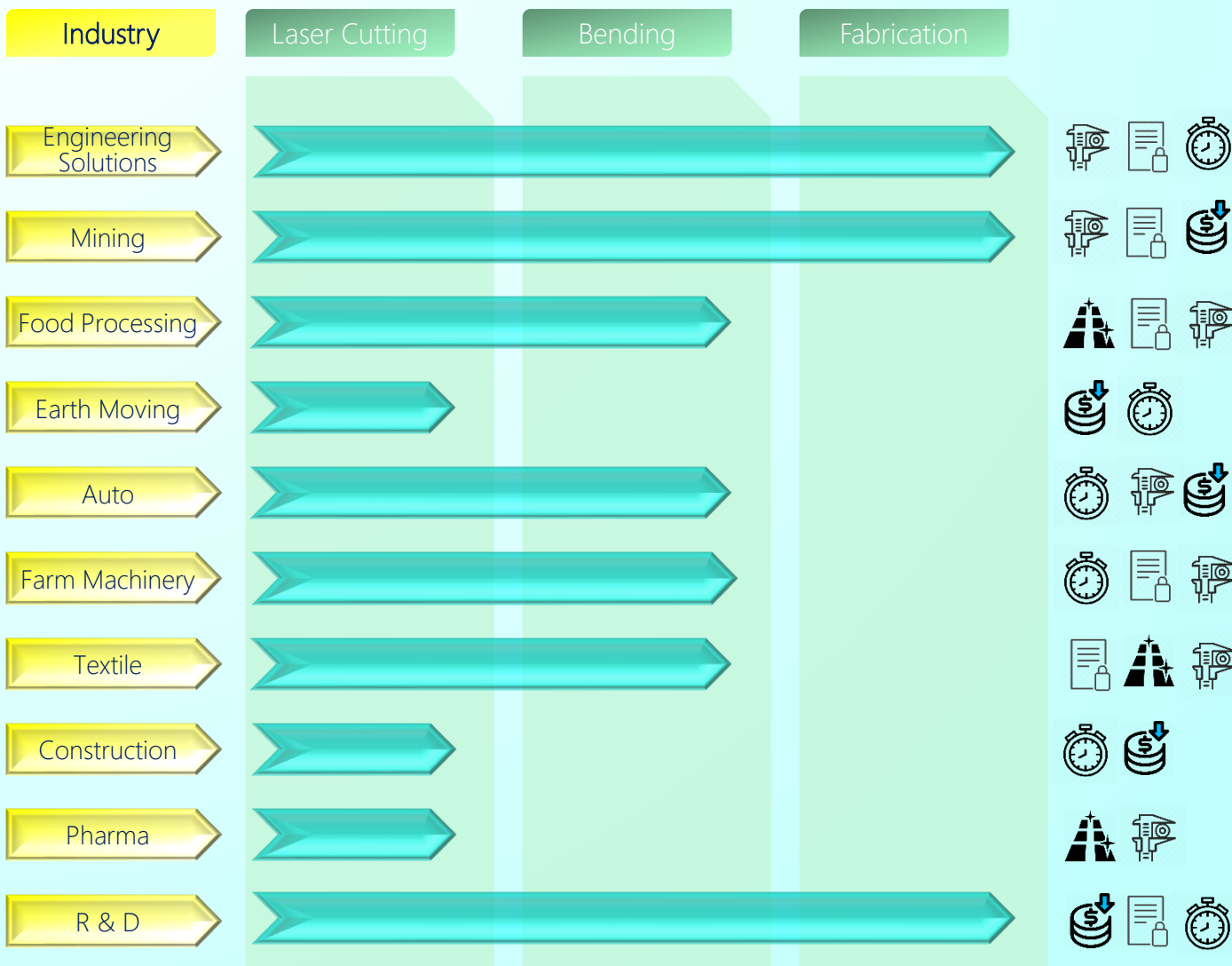
Superior Quality at Market Benchmark Prices

Long-term Mutually Beneficial Relationships

A Partner always Invested in your Success



What we do..



** Powder Coating / Painting are currently outsourced. Prime Lasers is in process of developing this capability in house.

Advantages we deliver → Contamination free Confidentiality Just in Time Critical Precision Cost Critical

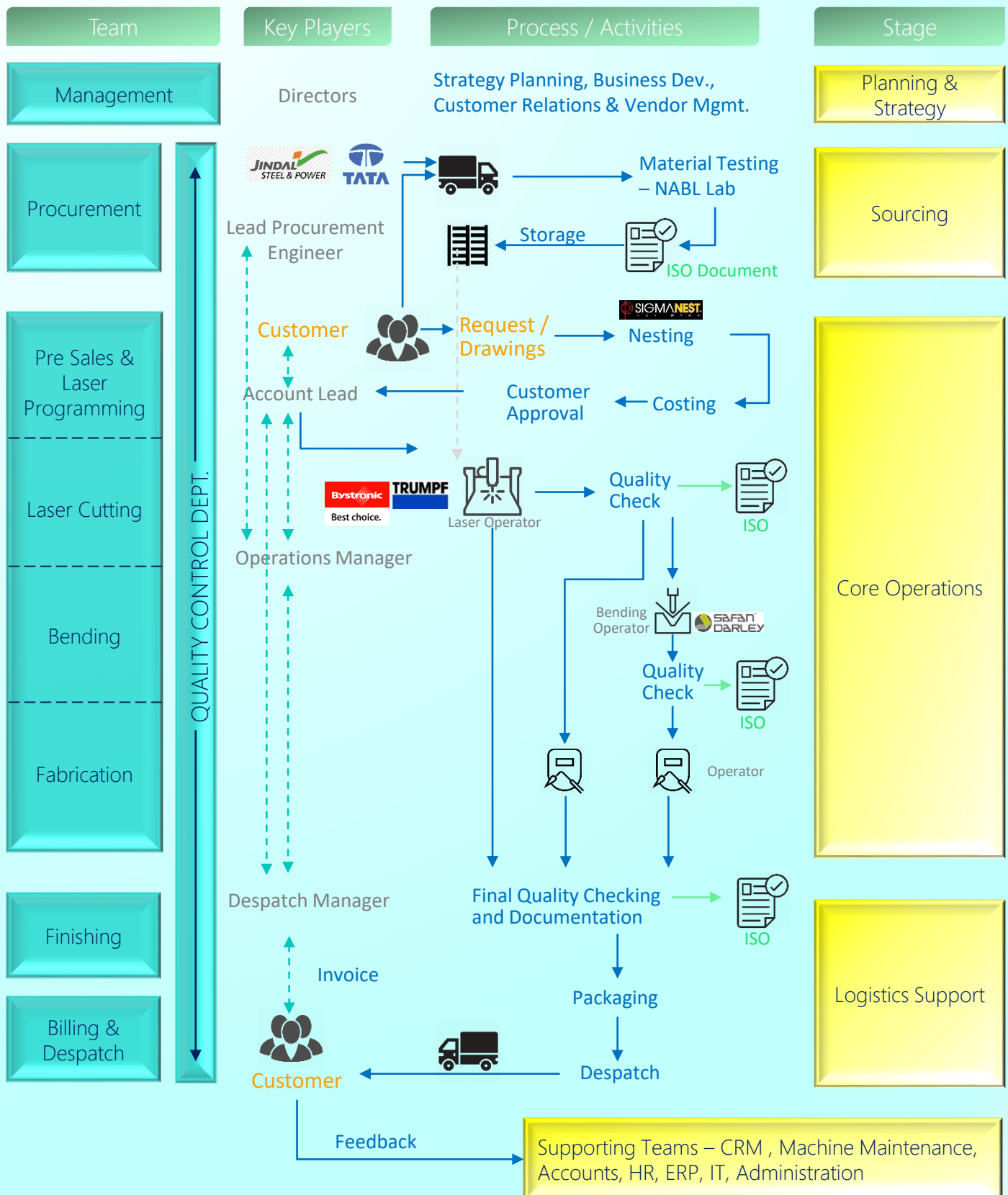
500+ Active Customers of which 7+ customers export products with our finished parts



** Some customers serviced via 3rd party vendors



Operating Model – How we deliver..



Ensuring fluidity of process and internal handshakes to ensure end to end ownership and tracking of customer requirement and finished parts delivery



What we bring to the table..

A strong combination of European precision machinery and ISO certified processes

TRUMPF

Bystronic

Best choice.

Laser Cutting

- **ONE BYSTAR 6225**
- Fiber Laser
- 10 Kw
- 6.2 x 2.5 Meter
- Since 2020



- **ONE L20 - 3030**
- TruLaser Series
- CO2 - 5 Kw
- 3 x 1.5 Meter
- Since 2016



- **TWO L3030**
- Trumatic Series
- CO2 - 4 Kw
- 3 x 1.5 Meter
- Since 2010 & 2014



Bending

SAFAN DARLEY

- **Safan Darley**
- **TWO E-Brake**
- 300 Tons/ 4100 mm
- 100 Tons/ 3000 mm
- E control software
- Since 2014 & 2018



- **Darley**
- **ONE Press Brake**
- 230 Tons
- 4225 mm
- Delem Controller
- Since 2010



- **Hindustan EHP 200**
- **ONE Press Brake**
- 200 Tons
- 3100 mm
- Delem Controller
- Since 2008



Max Sheet Thickness

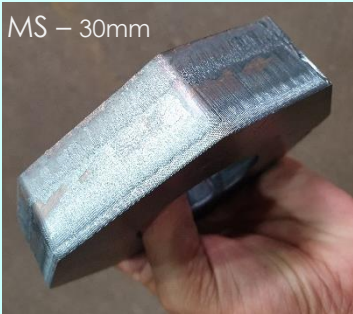
MS , SS, AL – 30 mm

TI & GI – 4 mm

Brass – 15 mm

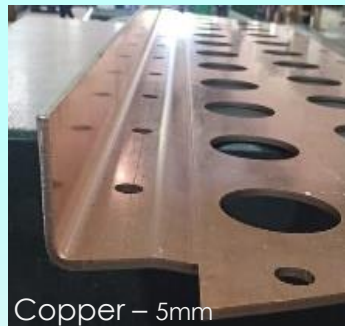
Copper – 12 mm

MS – 30mm



MS – 15mm, 20mm, 25mm

MS – 25mm



Copper – 5mm



20, 25 and 30 mm parts cut using the patented Bystronic Beam Shaper technology !



What we bring to the table..

Precision and Quality are at the heart of every operation we do...

Our Facility



3	No. of factories
55000+	Total Plot Area (Sq. ft.)
30000+	Built-up Area (Sq. ft.)
194M	Gross Block (INR M)

Our Team

Number of Employees (incl. contractors)	110
Number of Engineers (excl. accounts, costing, billing & despatch)	40%
Staff with Technical Certification	15%
Skilled Technicians (Laser Operators, Bending Operators, Welders)	34%

Technically qualified and Experienced Staff..

Investment in Quality Assurance

Team dedicated for QC

10%

- Surface Plates
- Digital Vernier Callipers
- Micrometres
- Universal Bevel Protractors
- Digital Angle Measurement
- Digital Height Gauge
- Filler Gauge
- Radius Gauge

Mitutoyo

sylvac

BAKER

...a passion for precision

Luthra Precision Equipment

Luthra Precision Equipment

Other Equipment

- DG Sets – Cummins
- UPS – Emerson
- Cranes – Electromech, V Tech
- 4 Vacuum Lifters - Schmalz
- Compressor - Kaeser
- Welding – Mogora / OTC Daihen
- Drilling and Tapping M1TR - Micromill



Government Certified O2 and N2 Gas Bank



2 Ton, 6 meter Schmalz vacuum Lifter



Why Prime Lasers

A family owned business – closely controlled with very sound fundamentals and a data driven approach to management & quality control

90%

Repeat Business – A testimony to our focus on long term relationships with customers

0%

Group Company Debt – strong company financials and trusted reputation as an excellent paymaster

99.9%

Machine Up Time – backup machines planned for critical, high priority jobs + low machine failure rate

9%

of revenue

Investment in spares & preventive maintenance – best in class machine up time, condition & output

0.046%

Rejection rate – continuous focus on QC and ISO process – internal defect rate 4000 PPM to avoid defects reaching the customer

10%

*last 3 Yr. Avg.

Deemed Export Business – confirming to stringent EU / US norms directly or through third party vendors

95%

On Time Commit to Delivery – coordinated effort between programming, operations, QC, billing and despatch

99%

Raw Material sourced from Reputed Industry OEMs and technology sourced from EU – strong vendor networks and relationships

24x6

More than 10,000 metric tonnes of steel converted per year – with a capacity to run 3 shifts daily

Strong Financials



Best In Class sourcing, Machines



Robust QC, Maintenance Process



Qualified, Trained team



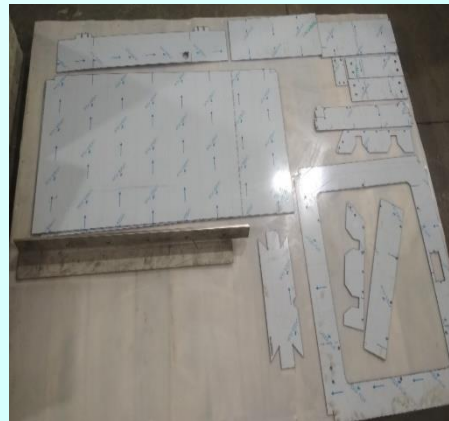
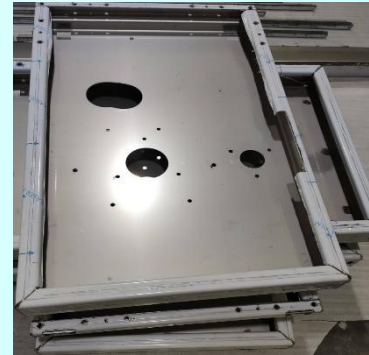
Investing in our Customer's Success !

Our partnership is a commitment to ensuring our customers succeed – in providing products of the highest standards to their customers



Special Scratch-less Stainless Steel Handling

- Trained team for special SS handling
- Contamination free handling using special hand gloves
- Contamination free processing – Special spray to decontaminate bending tools, SS slats for SS cutting
- Nylon layered pallets for scratch free storage
- Separate, colour coded pallets for stacking MS and SS
- Use of foam and bubble wrap for special packing to avoid scratches in transportation
- Imported, in-house developed bending cloth used for scratch / marking free bending



- Top RM Vendors
- PVC Coated Sheets
- SS Slats
- Vacuum Pump
- Non Marking Gloves
- Handling training
- Bending cloth
- De-contamination spray for tools
- Nylon Pallets for storage
- Foam separation
- Foam
- Bubble Wrap

Special equipment, defined processes & trained team at every stage – right from raw material procurement till finished goods despatch



Key Projects Executed

- Machine panels for Textile finishing machines for Benninger - Switzerland based textile machine manufacturer
- Machine panels and components of dust extraction equipment for a Sweden based air filtration specialist
- Eatons VoCall & Xiria cabinets – Development projects for UK and Netherlands for telephony and networking equipment – 170 such development projects successfully executed
- Small Assemblies, Canopies and instrumentation docks for mining equipment and cement spraying machines for Epiroc (erstwhile Atlas Copco)
- Brake / Accelerator pedals, clutch plates, skid plates etc. supplied to Reliable Auto for EU / US based farm equipment manufacturer
- Sheet metal components used in the communication modules of PSLV / GSLV (satellite launch vehicles) used in India's (ISRO) space exploration missions
- Sheet metal components for US based solar energy consumer durables manufacturer
- Stainless Steel panels for large scale automated food processing ovens / units
- Tube sheets for large industrial boilers for Thermax
- Cabinets for UPS and DG equipment manufacturers
- Open air gym equipment for Local Municipal Corporation's smart city plan
- Artistic grills for interior decorators , Components for automated parking systems, automation systems etc.



Our Key Leaders

Meenakshi Malpani

Director – Finance, Operations & HR

- Chartered Accountant
- 13+ Years of Experience

Divesh Maheshwari

Product Development, Fabrication

- Mechanical Engineer
- 11+ Years of Experience

Purshottamdas Malpani

Managing Director

- Chemical Engineer - UDCT
- 38+ years of experience in the field of manufacturing
- Keen interest in product development

Sameer Sawant

Customer Success, Business Strategy, Continuous Improvement

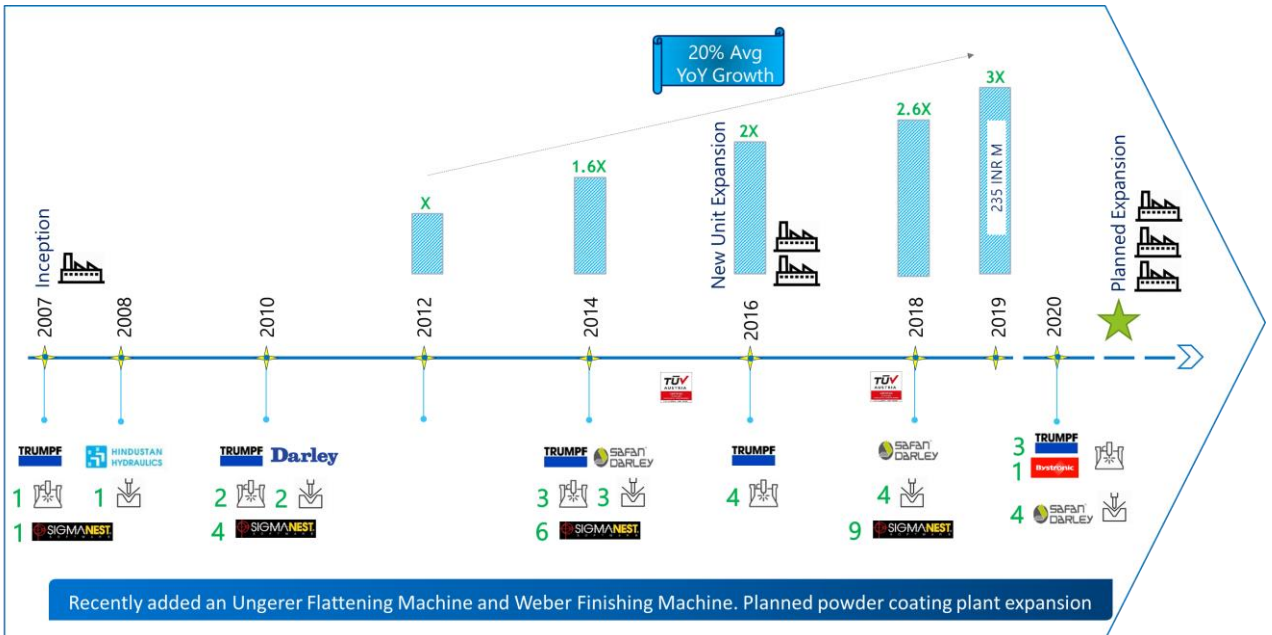
- MBA – Mktg & Strategy (XIMB), BE IT
- 13+ Years of Experience
- Contact - +91- 9764447858

Suresh Harde

Accounts and Taxation

- 11+ Years of Industry Experience

Our Journey so far



Contact Us: precisionmatters@primelasers.com

