

HEARTY WELCOME
To
DEFENCE EXPO 2018

MIDHANI - Today



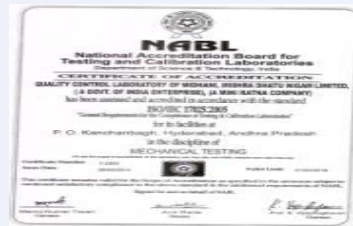
A Mini Ratna Company located in 52 hectares land Hyderabad, India



800+ Employees



Turnover of Rs 760 Crores



ISO 9001: 2008
AS 9100 C
NABL Certifications

COMPANY AT A GLANCE

- ✓ *Over 40 years of metallurgical and manufacturing expertise*
- ✓ *Focused on high-value, differentiated products used in demanding, niche applications*
- ✓ *500+ Grades of Special Steel, Titanium, Nickel alloys*
- ✓ *100% make to order.*

PRODUCT PORTFOLIO

SUPERALLOYS

- Iron base
- Nickel base &
- Cobalt base alloys

Critical Applications

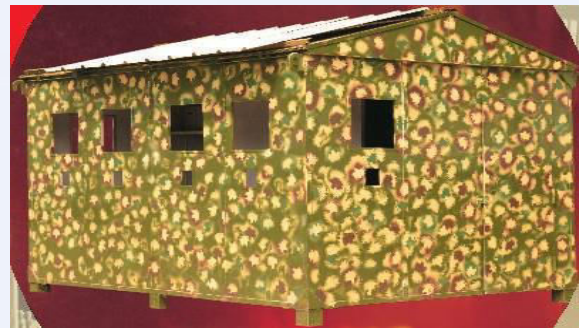
- Aero engine & gas turbine components
- Nuclear reactor components



PRODUCT PORTFOLIO

ARMOUR PRODUCTS

- **Armour Steel**
- **Ballistic Protection systems**
- **Weapon Systems**



Critical Applications

- **Body Armouring**
- **Vehicle Armouring**
- **Weapon Storages etc**

PRODUCT PORTFOLIO

TITANIUM & TITANIUM ALLOYS

- **Commercially Pure Titanium**
- **Titanium Alloys**

Critical Applications

- **Aerospace: aero engine parts, Missile 'casings' 'Rings' & 'Bottles'.**
- **Chemical industries.**
- **Medical : Orthopedic implants.**



PRODUCT PORTFOLIO

SPECIAL STEELS

- Ferritic
- Austenitic
- Martensitic
- Precipitation Hardening
- Maraging

Critical Applications

- Atomic Energy : Maraging Steel MDN 350 for Uranium enrichment
- Aerospace : Aeroengine, rocket motor for Space vehicles



PROCUREMENT PROCEDURE

Procurement procedure in MIDHANI is prepared to

- Ensure requisite
 - Quality,
 - Quantity and
 - Timely delivery of goods and services
- At most optimal price through a **fair and transparent competitive process**
- Identify and develop reliable indigenous sources of supply so as to minimize dependency on imports and promote self reliance.
- To promote Small Scale Industries (SSI) taking into account the statutory provisions of Micro, Small and Medium Enterprises (MSME) Act.

VENDOR DEVELOPMENT PROCEDURE

- Objective: To develop more number of sources to get the items at competitive prices.
- Upon receipt of new vendor application, a Committee verifies the applications and specifies the items for which the supplier is to be registered with MIDHANI.
- Committee decides on site inspection of the vendors (if required) to ascertain it's capability.
- *Note: New vendors interested in registering with MIDHANI may fill the online vendor registration form available on MIDHANI website www.midhani-india.in and send all the requisite documents along with application form to Purchase Department, MIDHANI.*

MAJOR PROCUREMENT CATEGORIES

- 1. Category I:** Low cost/ Generic /Low technology
 - MIDHANI takes up few items periodically based on repeated requirement.
 - Examples: Lubricants oil, grinding wheels, welding electrodes, cutting blades, bearings, Cables, spares, lighting and fittings etc.
- 2. Category II:** Machining & other off loading to augment MIDHANI's capacities as per requirement
 - Such as machining, grinding, conversion jobs etc, in-house job contracts, maintenance contracts etc.

3. **Category III:** Requirements currently met through Imports

- List published in MIDHANI website under 'Make In India Initiative'. These items may be assigned to Indian vendors for indigenous development.

4. **Category IV:** Technology sensitive, strategic and complex in manufacturing. Require specific vendor development and even vertical integration.

- Collaborations, Joint ventures, acquisitions etc are undertaken in this category.
- Projects identified: Aluminium project, Tungsten project, Production of Metal & Alloy Powder etc.

PURCHASE PREFERENCE TO INDIGENOUS MANUFACTURERS

S. No	Items identified for increasing Local/Indigenous Content under <u>Public Procurement Policy (PPP) for Make in India, 2017</u>	Minimum Local Content for giving Purchase Preference
1	Design, Manufacturing, Supply, Erection and Commissioning of Furnaces	25%
2	Design, Manufacturing, Supply, Erection and Commissioning of Capital Equipments like Rolling Mills, Presses, Hammers etc	15%
3	Design, Manufacturing, Supply, Erection and Commissioning of Capital Equipment like Melting Furnaces	15%

ITEMS/EQUIPMENTS PRESENTLY INDIGENISED UNDER PPP ORDER



FURNACE
SHELL
AND
MAIN
DOOR



MOVABLE
BOGIE



COMBUS
TION AIR
BLOWER



INDUCED
DRAFT
FAN

VALUE OF OUTSOURCING

Years	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19 (Q1)
Value of Outsourcing	195	252	273	308	305	35
Value of Production (Ex ED)	564	640	679	695	698	122
% to VoP	35	39	40	44	44	29

MAJOR IMPORTED RAW MATERIAL IN CONSUMPTION IN LAST FIVE YEARS

	2013-14		2014-15		2015-16		2016-17		2017-18	
Material	Qty (MT)	Value (Rs Crs)	Qty (MT)	Value (Rs Crs)	Qty (MT)	Value (Rs Crs)	Qty (MT)	Value (Rs Crs)	Qty (MT)	Value (Rs Crs)
Nickel	460	45	390	39	201	21	404	31	390	31
Cobalt	157	27	119	22	35	7	99	20	92	34
Titanium Sponge	233	21	239	21	308	26	111	9	445	27
Molybdenum	101	21	78	16	23	5	40	7	59	11

THANK YOU