A.T.E. at a glance

8 business areas

6 core technologies

6 group companies

14 locations worldwide

50+ renowned principals

500+ world-class products

5000+ happy customers
Our Business Areas

**Textile Engineering**
Cutting edge machinery solutions for every textile process

**Cooling**
Unique, energy-efficient, and eco-friendly products for space and process cooling

**Wastewater Treatment**
A comprehensive range of wastewater treatment and recycling solutions

**Flow Technology**
Efficient pumping solutions for wide ranging applications

**Energy Efficiency Solutions**
Energy efficient products, solar energy solutions, and technology services

**Internet of Things for Industry**
Unlocking intelligence of things

**Print & Packaging Equipment**
Equipment for gravure, flexo, and offset printing

**Value Enhancing Systems**
Systems for enhancing quality, safety, productivity, and saving energy
Our Core Technologies

- Textile Spinning
- Internet of Things for Industry
- Heat Exchange
- Wastewater Management
- Static and Ink Control
- Print Control and Vision Systems
Our Vision & Values

**Our Vision**
A value driven, world class group, spearheading innovative and sustainable solutions

**Our Values**

**Care**
- for customers and all stakeholders
- for welfare and work-personal life balance of all team members
- for the environment and society

**Commitment**
- to honesty and truthfulness
- to learning and upgrading skills and knowledge
- to work with a long-term view, with no short cuts
- towards the company rules, one’s duties and responsibilities
- to the timely completion of jobs as promised
- to achieving excellence

**Openness**
- to the facts – acting without bias or partiality
- in receiving feedback regardless of who gives it
- in giving feedback frankly but in a polite manner

**Innovation**
- in solving problems in new ways
- in creating new processes
A Third Generation Family Business

Shyamal Bhagwati (1902-1977)
Shyamal Bhagwati founded A.T.E. in 1939. He was an entrepreneur and a social worker. He inducted his nephew Atul Bhagwati into the business in 1954 to build the fledgling enterprise.

Atul Bhagwati (1932-2015)
Under the leadership of Atul Bhagwati, a highly successful businessman and a visionary, A.T.E. expanded its textile machinery agency business, ventured into manufacturing through joint ventures, and also diversified into other fields.

Anuj Bhagwati
Anuj Bhagwati, Atul Bhagwati’s son, joined A.T.E. in 1994. He is a B.S. (Engineering Physics) and M.S. (Applied Physics) from Cornell University, USA. Anuj has been instrumental in transforming A.T.E. into a modern and technology oriented group and its further diversification into cleantech.
Our Pillars

OUR BOARD

Dr S R Ganesh
Dr Ganesh had a distinguished academic career in leading institutes such as IIT, MIT, London Business School, Andersen Graduate School of Management, and IIM (Ahmedabad). He has been a senior executive with blue chip companies such as Reliance Industries, Hindustan Unilever, and Tata Consultancy Services.

Shailesh Sheth
Mr Shailesh Sheth is an alumnus of the Indian Institute of Management. He has long experience in the engineering industry, as he served as a Managing Director of Perfect Machine Tools for several years. Currently, he is a Corporate Strategy Advisor in management & manufacturing technology.

Dr Vivek K Soni
After graduating from IIT, Dr Soni received his doctorate from the University of Massachusetts in polymer science. He has held senior positions as a corporate & technology strategist in companies like the Aditya Birla Group, Polaroid Corporation and Shell Development Company, in Houston, Texas.

OUR CORPORATE ADVISOR

Jayendra Shah
A renowned CA and an accomplished business consultant with over 25 years experience.

 MANAGEMENT

Anuj Bhagwati
Managing Director
A.T.E. Enterprises

Anindya Lahiri
President
A.T.E. Enterprises
Business Unit: TEG

Amar Khanolkar
Director (Technical)
A.T.E. Envirotech

Ashok Sethuram
Executive Director
Valence Electrons

Bhavan Sheth
Chief Technology Officer
A.T.E. Enterprises
Business Unit: EcoAxis

Bhushan Zarapkar
Director (Operations)
A.T.E. Envirotech

G V Aras
Director
A.T.E. Enterprises
Business Unit: TEG

Col. (Retd.) K L Viswanathan
Executive Director
Valence Electrons

K P Singh
Director
A.T.E. Enterprises
Business Unit: TeraSpin

Nikesh Jain
Chief Financial Officer
A.T.E. Enterprises

Dr Prasanna R Dontula
Chief Technology Officer
Business Unit: EES/R&D

Rajendra Halbe
Director
A.T.E. Envirotech

Vinod Parur
Sr Vice President - HR
A.T.E. Enterprises

Vinod Vaswani
President
A.T.E. Enterprises
Business Unit: EcoAxis

Joseph Thomson
Sr Vice President
Truetzschler India
Our Strengths

- 75+ years of experience
- Strong brand equity
- Long standing relationship with partners and customers
- Large customer base across segments

Market Presence

- Domain knowledge
- Proprietary technologies
- Robust manufacturing facilities
- Ability to scale up
- Concept selling skills
- Excellent after-sales-service

Capabilities

- Values that are part of operating style
- A stable and motivated team
- Network of sales offices

Robust and technology-driven internal processes
- Excellent network of vendors, consultants, and advisors

Organisation & People
Our People

A strong team of engineers, MBAs, accountants and other professionals

Best HR practices

- Transparency
- Career growth opportunities
- Performance management system
- Role clarity
- Learning
- Employee welfare programmes
- Employee engagement
- Giving voice to employees
- Open-door policy

A place to build a career

- Many that joined at junior levels have risen to top management
- Many spend a better part of their working life at A.T.E.
Our Group Structure

- **A.T.E. Enterprises**
  - A.T.E. Technologies (Bangladesh)
  - A.T.E. Envirotech – wastewater treatment and recycling solutions

- **Valence Electrons** – static & ink control, and heat exchange

- **Truetzschler India (Joint Venture)** – spinning preparatory machinery

- **Textile Engineering Group (TEG)** – textile machinery solutions
- **Flow Technology (FT)** – liquid transfer solutions
- **Print & Packaging Equipment (PPE)** – gravure, flexo, and offset printing equipment
- **Energy Efficiency Solutions (EES)** – solar thermal
- **TeraSpin** – spinning machinery components
- **HMX** – eco-friendly cooling solutions
- **EcoAxis** – industrial IoT

A.T.E. Holding Company since 1939
Some of Our Key Customers
Our Network
Business Unit: Textile Engineering Group

Cutting edge machinery solutions for every textile process

Industrial sales, distribution, and service

- Represents over 50 world-renowned principals
- World-class products and services for every textile process

- Spinning
- Winding
- Weaving
- Processing
- Knitting
- Dyeing
- Printing
- Finishing

- Carpets
- Non-wovens
- Technical textiles
- Synthetics
- Garmenting
- Effluent treatment
- Air engineering
- Textile ERP
## Business Unit: Textile Engineering Group

**Cutting edge machinery solutions for every textile process**

<table>
<thead>
<tr>
<th>Products</th>
<th>Products</th>
<th>Products</th>
</tr>
</thead>
<tbody>
<tr>
<td>Spinning machinery and accessories</td>
<td>Radio frequency dryers</td>
<td>Garment machinery</td>
</tr>
<tr>
<td>Winding Machinery</td>
<td>Wet and dry processing machinery</td>
<td>Carpet machinery</td>
</tr>
<tr>
<td>Twisting machinery</td>
<td>Processing accessories</td>
<td>Synthetic machinery</td>
</tr>
<tr>
<td>Humidification and air engineering systems</td>
<td>Printing machinery, accessories and consumables (screen and digital)</td>
<td>Yarn and fabric inspection and monitoring machinery</td>
</tr>
<tr>
<td>Weaving preparatory machinery</td>
<td>Dye house dispensing systems</td>
<td>Effluent treatment plants</td>
</tr>
<tr>
<td>Weaving machinery</td>
<td>Fabric surface finishing</td>
<td>Cooling solutions</td>
</tr>
<tr>
<td>Warp knitting and circular knitting machinery</td>
<td>Machinery for technical textiles</td>
<td>Internet of Things (IoT) for industry</td>
</tr>
<tr>
<td>Yarn, fibre and fabric dyeing machinery</td>
<td>Machinery for non-wovens</td>
<td>ERP solutions</td>
</tr>
</tbody>
</table>
Business Unit: Flow Technology

Efficient pumping solutions for wide ranging applications

Industrial sales, distribution, and service

- Provides efficient liquid transfer solutions for various industrial applications through high technology pumps, mixers, aerators, controllers with application engineering, and after-sales-services.

- Designs and engineers efficient pumping systems, hydro-pneumatic systems, and dosing systems for a variety of clear water applications.

- Represents world-class principals like Yamada, Ebara, Walchem, Iwaki, Sulzer, and own brand TeraFlow.

- Undertakes project execution on EPC basis in water and wastewater segment.
Business Unit: Print and Packaging Equipment

Equipment and accessories for gravure, flexo, and offset printing

Industrial sales, distribution, and service

- Three decades of domain knowledge
- World-renowned representations
- Impeccable reputation for world class products and services
- Manufactures register control system for rotogravure machines – well-accepted in India and European markets, adopted as original equipment by many leading OEMs in India
- Also launched next generation AlygnAXIS register control system and a range of web viewing and web inspection systems
# Business Unit: Print and Packaging Equipment

Equipment and accessories for gravure, flexo, and offset printing

## Products

<table>
<thead>
<tr>
<th>Product</th>
<th>Description</th>
</tr>
</thead>
</table>
| AlygnAXIS – register control systems |sp
| ViewAXIS – web videos          |sp
| StrobAXIS – stroboscopes       |sp
| DetectAXIS – 100% print inspection systems |sp
| LEL monitoring and heat recycling |sp
| Air-to-air heat exchangers     |sp
| Residual solvent analysers     |sp
| Waste fired thermic fluid heaters |sp
| Solvent recovery plants        |sp
| Regenerative thermal oxidisers  |sp
| HMX cooling solutions          |sp

SO FAR… Sold over 160 Alygn – register control systems worldwide
Business Unit: TeraSpin

Precision spinning machinery components

- Established in 2011 with A.T.E.’s take over of SKF India’s textile components business
- Manufactures high precision spinning machinery components in its state-of-the-art factory at Ahmedabad
- Continuous product development and improvement through ongoing R&D
- Exports to OEMs and spinning mills in Europe, S.E. Asia, Bangladesh, Egypt, Mexico etc.

<table>
<thead>
<tr>
<th>Products</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>High speed spindles and</td>
<td>Cradles</td>
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<tr>
<td>inserts</td>
<td></td>
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<tr>
<td>Weighting arms</td>
<td>Upgradation kits</td>
</tr>
<tr>
<td>Top rollers</td>
<td>Grease</td>
</tr>
</tbody>
</table>

SO FAR… 10 million spindles running worldwide
Business Unit: HMX

Unique, energy-efficient, and eco-friendly products for space and process cooling

- Established in 1998
- Manufacturing unit spread over 30,000 square feet in Bangalore, India
- Designs and manufactures unique energy efficient, and eco-friendly cooling solutions based on Indirect Evaporative Cooling (IEC)

### Industries served
- Automobile & auto ancillaries
- Commercial buildings
- E-commerce and fulfillment centre
- Engineering
- Food and beverages
- FMCG
- Footwear and moulding
- Pharmaceuticals
- Print and packaging

### Products
- Evaporative air cooling
- Pre-cooling of fresh air
- Hybrid air-conditioning

**SO FAR...**
- Installation base
- Total area cooled
- 22,000,000 CFM
- 4,500,000 ft² and counting..
Unlocking intelligence of things

- Established in 2006
- Pioneer in IoT (Internet of Things) for industry in India. Delivering valuable business insights to top manufacturing, hospitality and commercial facilities.
- Enterprise wide data to decision support and analytics of industrial assets with access to information on any device, anytime, anywhere.
- Complete shop floor to top floor integrated solutions
- Expertise gained with the successful execution of large projects
- Recognised amongst TOP 20 IoT solution provider
- 2017 Growth Excellence Leadership award from Frost & Sullivan

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### Products and solutions framework

<table>
<thead>
<tr>
<th>SUPERAxis™ – industrial IoT solution platform</th>
</tr>
</thead>
<tbody>
<tr>
<td>Data acquisition</td>
</tr>
<tr>
<td>Remote monitoring and analytics</td>
</tr>
<tr>
<td>Smart applications and services software</td>
</tr>
</tbody>
</table>

### “Smart” solutions

- Smart Manufacturing Suite
- Smart Technology & Service Suite
- Smart Sustainability Suite

### Industries served

- Manufacturing (discrete and process)
- OEMs
- Energy analytics
- Wastewater management
- Pollution monitoring

SO FAR...analysed 10+ trillion data points. Growing at 1.2 trillion data points every year
Business Unit: Energy Efficiency Solutions

Energy efficient products, solar energy solutions, and technology services

- Provides a range of energy efficient products, renewable energy solutions, and technology services to improve bottom lines
- Manufactures solar concentrators for efficient steam generation that can be used for drying, sterilization, evaporation, and cooking
- Improves carbon footprint of end-user operations
A.T.E. Envirotech Private Limited

Comprehensive range of wastewater treatment and recycling solutions

- Established in 2000
- Provides turnkey solutions in the field of wastewater treatment & recycling, based on anaerobic, aerobic, and hybrid reactors
- Developed innovative technologies like AAA™ (Air floatation, Anaerobic, Aerobic) and AVR-AF (Anaerobic Venturi Reactor-Air Floatation)
- Represents Huber SE, Germany, for specialised wastewater treatment equipment

<table>
<thead>
<tr>
<th>Industries served</th>
</tr>
</thead>
<tbody>
<tr>
<td>Textile</td>
</tr>
<tr>
<td>Dairy</td>
</tr>
<tr>
<td>Sugar</td>
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<tr>
<td>Chemical</td>
</tr>
<tr>
<td>Pharma</td>
</tr>
<tr>
<td>Petrochemical</td>
</tr>
<tr>
<td>Food</td>
</tr>
<tr>
<td>Paper and pulp</td>
</tr>
<tr>
<td>Power</td>
</tr>
</tbody>
</table>

SO FAR… 300+ projects in India and abroad
Comprehensive range of wastewater treatment and recycling solutions

**Products**

<table>
<thead>
<tr>
<th>Wastewater treatment plants</th>
<th>Remote monitoring services</th>
</tr>
</thead>
<tbody>
<tr>
<td>Membrane based tertiary treatment plants for recycling</td>
<td>Performance consultancy (adequacy audits, treatability studies, effluent characterisation)</td>
</tr>
<tr>
<td>Anaerobic, aerobic, and advanced hybrid reactors</td>
<td>Comprehensive operation and maintenance services</td>
</tr>
<tr>
<td>ZLD comprising MEE-ATFD</td>
<td>Solid liquid separation technology from Huber SE, Germany</td>
</tr>
</tbody>
</table>
A.T.E. Technologies (Bangladesh) Private Limited

- Established in 2005, a fully owned subsidiary of A.T.E. Enterprises Private Limited
- Supports the A.T.E. group for the sales and service of a wide range of products

### Products

<table>
<thead>
<tr>
<th>Spinning machinery components – drafting system, top rollers, spindles</th>
<th>Carpet tufting machines</th>
<th>Hydropneumatic systems</th>
</tr>
</thead>
<tbody>
<tr>
<td>Overhead travelling cleaners, yarn conditioning machines, and roving bobbin transport system</td>
<td>Carpets – coating lines and digital printing machines</td>
<td>Cooling solutions</td>
</tr>
<tr>
<td>Speed frames</td>
<td>Lab equipment for fibre, yarn, and fabric</td>
<td>Wastewater treatment and recycling solutions</td>
</tr>
<tr>
<td>Calendering machines</td>
<td>Circular knitting machines</td>
<td>Internet of things for industry</td>
</tr>
<tr>
<td>Grey and finished fabric inspection and packaging machines</td>
<td>Pre and post treatment equipment for narrow fabrics</td>
<td>Register control systems</td>
</tr>
<tr>
<td>Shrinking range, rubber felts, felt blanket, topline grinding cloths, felt doctors, belt lube, safewash</td>
<td>Industrial and process pumps</td>
<td>Static management solutions, ink temperature stabilisers, air-to-air heat exchangers</td>
</tr>
</tbody>
</table>
Valence Electrons Private Limited

Solutions for enhancing quality, safety, productivity, and saving energy

- Established in 2004
- Provides a range of high quality electrostatic, ink handling, surface cleaning, and heat recovery solutions across several industry verticals
- Strong core team with a combined experience of over 40 years

**Industries served**
- Flexible packaging
- Printing
- Textile
- Plastics
- Automotive
- Pharmaceutical
- Glass
- Wood

**Products**
- Electrostatics solutions
- Static charging systems
- Ink tanks, pumps and filters
- Ink temperature stabilisers
- Viscosity control systems
- Air-to-air heat exchangers
- Contact and non contact web cleaners
- Press parts and cylinder washing systems
- Solvent distillation systems
- Chamber systems
- Doctor blades
Truetzschler India Private Limited (TIPL)

World class spinning preparatory machines

- Established in 1981 as a joint venture between A.T.E. and the Trützschler group, Germany
- Rich blend of Trützschler’s international experience and A.T.E.’s thorough knowledge about Indian customer needs
- Manufactures spinning preparatory machinery
- Has excellent facility to manufacture card clothing products in technical collaboration with Trützschler Card Clothing GmbH
- Equipped with a full-fledged training centre for organising tailor-made training for customers

Products

<table>
<thead>
<tr>
<th>Products</th>
</tr>
</thead>
<tbody>
<tr>
<td>Blow room machinery</td>
</tr>
<tr>
<td>Foreign parts separator</td>
</tr>
<tr>
<td>Waste recycling installations</td>
</tr>
<tr>
<td>High production cards</td>
</tr>
<tr>
<td>High performance auto-levelling draw frames</td>
</tr>
<tr>
<td>Combers and lap winders</td>
</tr>
<tr>
<td>Card clothing products</td>
</tr>
<tr>
<td>Control systems for machines and complete installations</td>
</tr>
</tbody>
</table>

SO FAR...

- 2500+ blow room lines
- 10000+ cards
- 600+ draw frames
Purpose Beyond Profit

- A.T.E. has a long tradition of social service. From the 1970s to the 1990s, A.T.E. adopted several villages and built 2 rural hospitals in Gujarat.

- Since 1995, A.T.E. and Anuj Bhagwati personally have focused on addressing various issues of urbanization in Mumbai
  - Anuj Bhagwati co-founded the Praja Foundation, an NGO working to improve urban governance
  - He is also a trustee of the Urban Design Research Institute (UDRI), an NGO focused on urban planning and revival

- A.T.E. supports several other NGOs working in the areas of environment science and education
Corporate Philosophy

Eco-friendly products and solutions that help in protecting the environment and conserving natural resources

Meaningful contributions for the social welfare of society

Employees involvement for measuring and controlling the company’s carbon footprint, use of eco-friendly stationery, etc., and ensuring all new buildings in the A.T.E. group are green
THANK YOU