

# XYZ Private Ltd.

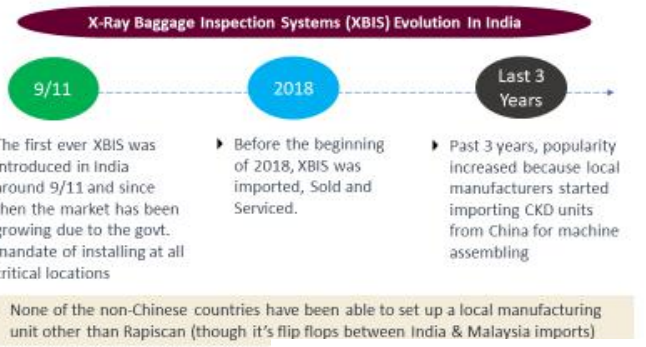
Your Security Tech Partner

*Security Solution Specialists*

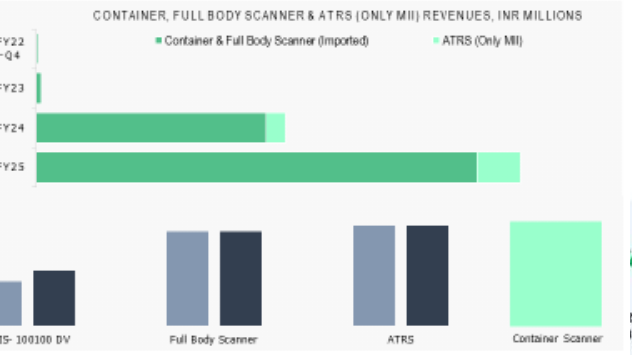
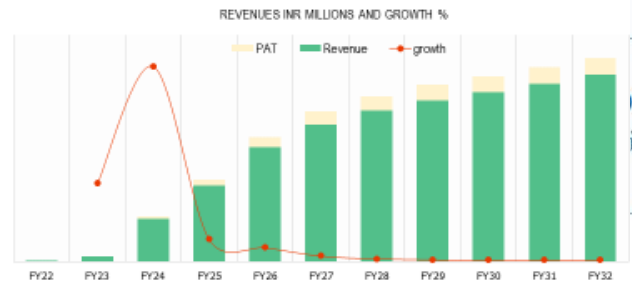
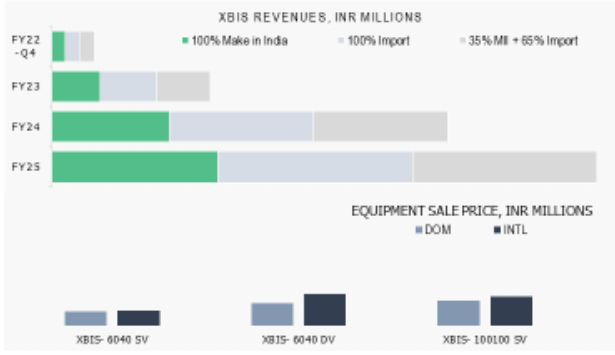
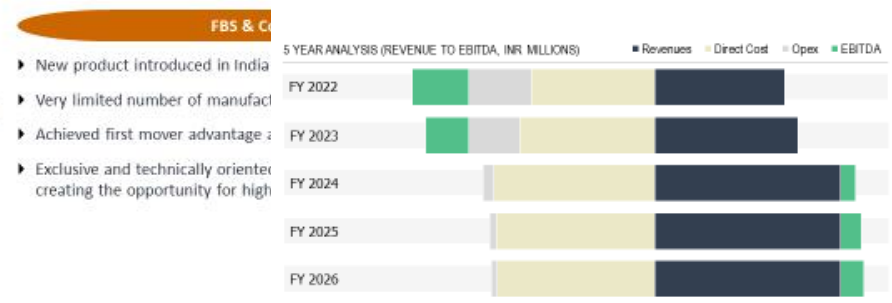


# Indian Industry Environment

In India competition is increasing due to entrance of new players and models, however, China made Security products are still not allowed in India which poses high growth potential to local players



## Financial Performance



# Solutions To Current Problem



### PROBLEMS-STATEMENT

**Non-Availability of latest Technologies under "Make In India" Policy**

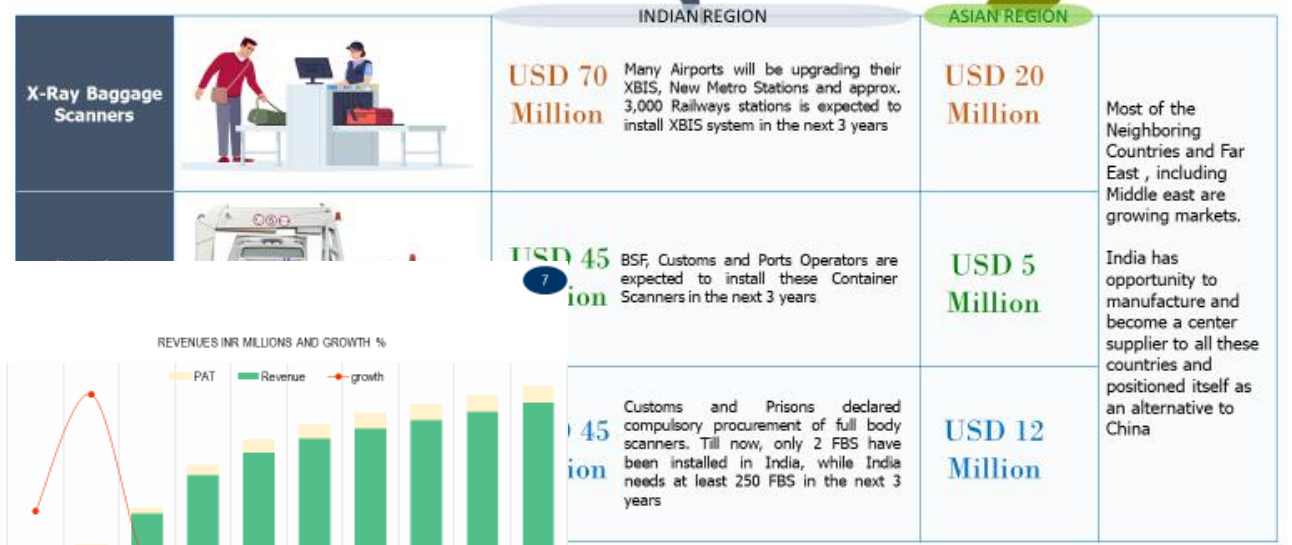
- Indian budget of MFDIS (Modernization for Defense and Internal Security) is ~ \$3.2 Billion for the period of 2021-2026 under Make In India Policy
- Latest Technology and developments are not available in India which need to import or partner from foreign OEM's
- Time is of essence



### SOLUTION-APPROACH

- Bring right technology partner that fits in a **Price Sensitive Indian market** is the immediate mantra for success
- Our Brazilian Partner is one of the top 4 global companies that makes the Full Body Scanner and Container Scanners
- Localization** of these products in country will get huge profit margin.
- India is going to be the **next biggest buyer** of these machines for upgrading Internal Security Systems
- Setting up Indian Manufacturing/Assembling unit will give an **early mover advantage** along with the pride of introducing state of art technology in India.

# Market Opportunity India And Asian Region



### Assembly Unit Localization

- Setting up a Manufacturing/Assembling unit to be set up thus taking benefits of "Make in India" policy
- Local Vendors have been identified for immediate start of assembling

### Scaling up Core Customization

Customization such as localization and Customization such as localization and more features to suit India.

- Improve on SCM
- Locking In of Specifications suitable to us at all govt. tenders

### Build Effective Organization Key Operational Areas

- Operational Challenges that any Growing Organization have at initial stage
- Customer Relationship
- Profitability
- Effective account mapping
- Automation of Processes in organization