

LESER India at a Glance

LESER India | Corporate Presentation | Mumbai and Paithan(Aurangabad)



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Objectives

1. [LESER India Introduction](#) | 2. [Sales](#) | 3. [Manufacturing](#) | 4. [Engineering](#) | 5. [Quality](#) | 6. [HR](#) | 7. [CSR](#) | 8. [Collaborative Developments](#) | 9. [Why LESER](#) | 10. [Conclusion](#)



LESER India is a progressing safety valve company for a progressing country. LESER produces globally proven safety valves with German technology and LESER quality in a configuration especially for Indian requirements. This ensures that the customers receive the best solution for their application – in all industrial applications.

Above all that we do stand our LESER values:

Precise. Committed. Efficient.

This presentation gives an overview about:

- LESER Global at a Glance
- Introduction to LESER India
- The products
- The sales network
- The manufacturing facility
- Engineering
- Quality control and management
- Human resource and development
- Corporate social responsibilities
- Collaborative development
- Customer benefits – why choose LESER
- Conclusion



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LESER at a Glance. An Overview

1. [LESER India Introduction](#) | 2. [Sales](#) | 3. [Manufacturing](#) | 4. [Engineering](#) | 5. [Quality](#) | 6. [HR](#) | 7. [CSR](#) | 8. [Collaborative Developments](#) | 9. [Why LESER](#) | 10. [Conclusion](#)



- With more than 1000 employees **LESER is Europe's largest manufacturer** of safety valves and one of the leading companies worldwide.
- LESER is a **financially independent business for the past 5 generations** focus only on safety relief valves.
- **LESER continuously invests** in technology, machinery, buildings and personnel to keep providing high quality of service to its customers.
- **Nine subsidiaries** in Europe, America, the Middle East, Russia and Asia, as well as authorized and trained representatives in over 80 countries guarantee competent consulting and quick, reliable delivery



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LESER at a Glance. The Plant

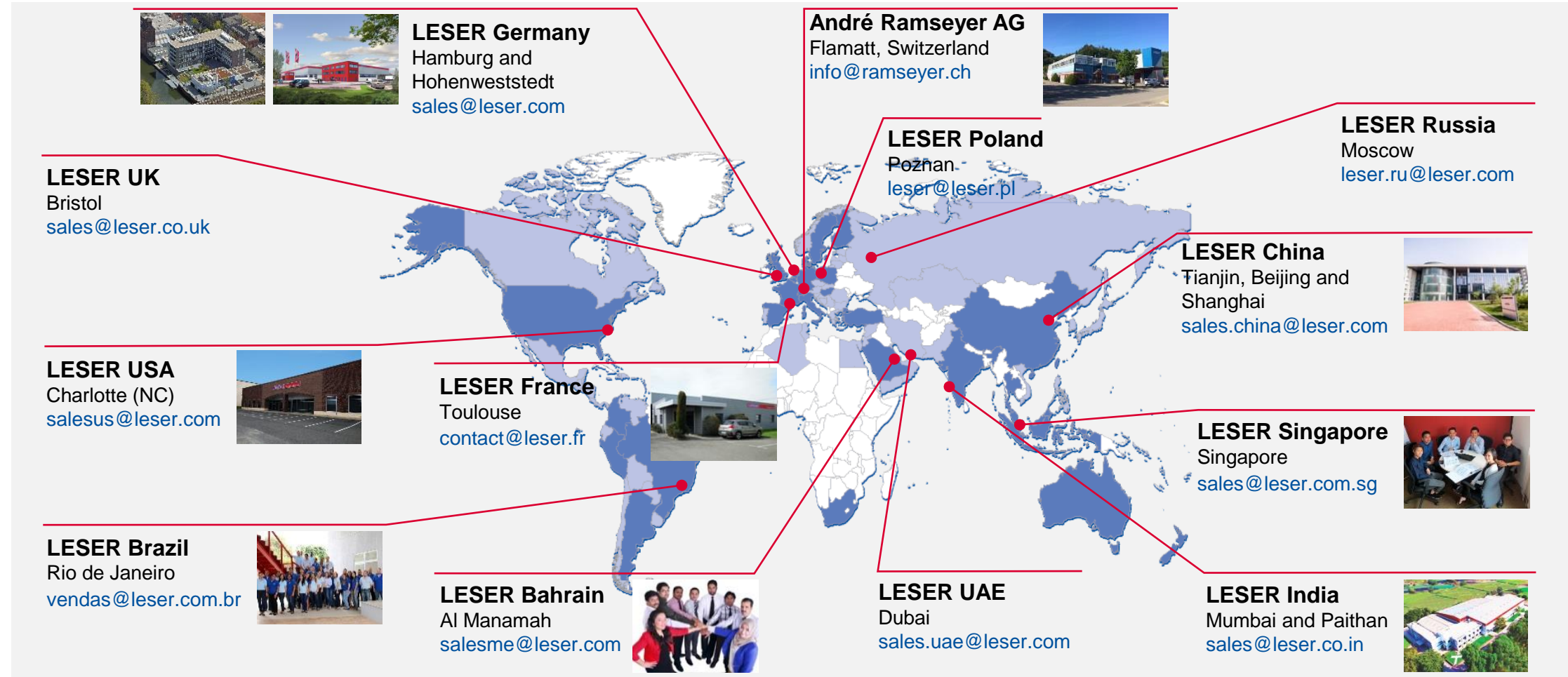
1. [LESER India Introduction](#) | 2. [Sales](#) | 3. [Manufacturing](#) | 4. [Engineering](#) | 5. [Quality](#) | 6. [HR](#) | 7. [CSR](#) | 8. [Collaborative Developments](#) | 9. [Why LESER](#) | 10. [Conclusion](#)



LESER Plant,
Hohenwestedt, Germany

LESER at a Glance. LESER Worldwide.

1. LESER India Introduction | 2. Sales | 3. Manufacturing | 4. Engineering | 5. Quality | 6. HR | 7. CSR | 8. Collaborative Developments | 9. Why LESER | 10. Conclusion



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LESER India.

1. LESER India Introduction | 2. Sales | 3. Manufacturing | 4. Engineering | 5. Quality | 6. HR | 7. CSR | 8. Collaborative Developments | 9. Why LESER | 10. Conclusion



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LESER India. Introduction

1. [LESER India Introduction](#) | 2. [Sales](#) | 3. [Manufacturing](#) | 4. [Engineering](#) | 5. [Quality](#) | 6. [HR](#) | 7. [CSR](#) | 8. [Collaborative Developments](#) | 9. [Why LESER](#) | 10. [Conclusion](#)



LESER India - FAINGER LESER VALVES PVT. LTD is one of the renowned manufacturers and specialist in **safety relief and thermal relief valves**.

- The company was established in **1987** as a joint venture between **Fainger Engineering**, India, and **LESER GmbH & Co. KG**, Germany to manufacture safety valves with a proven design and technology.
- Since 2010, Fainger LESER is a **100% subsidiary of LESER** with now more than 135 employees.
- Since 2015 Fainger LESER is **LESER India**.
- Our Indian factory is situated at Paithan, Aurangabad, with having **capacity of more than 30,000 valves** per year.
- Sales & Marketing **headquartered in Mumbai** offers powerful and competent service.



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LESER India. Introduction

1. LESER India Introduction | 2. Sales | 3. Manufacturing | 4. Engineering | 5. Quality | 6. HR | 7. CSR | 8. Collaborative Developments | 9. Why LESER | 10. Conclusion



LESER India shares same:

**Technology, Production & Machining Process, Quality Management System, Infrastructure as
LESER Germany.**



LESER in India is a 100% subsidiary of LESER Germany

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LESER India. Management Team.

1. [LESER India Introduction](#) | 2. [Sales](#) | 3. [Manufacturing](#) | 4. [Engineering](#) | 5. [Quality](#) | 6. [HR](#) | 7. [CSR](#) | 8. [Collaborative Developments](#) | 9. [Why LESER](#) | 10. [Conclusion](#)



The Management :



Mr. Joachim Klaus,
Chairman

Joachim Klaus started as Managing Director of LESER GmbH & Co. KG on February 1, 2003. As of April 1, 2007 Joachim Klaus took on the responsibilities as Chairman of the Board of Management.



Mr. Neeraj Mangal,
CEO

Neeraj Mangal took-on the position of CEO for LESER India in March 2011. He has 25 years management experience in the field of industrial and machining products.

Key Members:



Mr. Amol Pawar,
GM – Manufacturing

Amol Pawar brings in with 25 years of experience in Production & Manufacturing. His core competency is to manage and improve plant efficiency in all areas like Production, Operation, Inventory, Quality etc.



Mr. Rajesh Palkar,
Head Technical Sales &
Product Management

Rajesh Palkar has been with LESER India for more than 25 years. He is heading a team which is responsible for technical sales, and product management of the LESER India products.

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LESER India. Product Range. Local Manufacturing.

1. [LESER India Introduction](#) | 2. [Sales](#) | 3. [Manufacturing](#) | 4. [Engineering](#) | 5. [Quality](#) | 6. [HR](#) | 7. [CSR](#) | 8. [Collaborative Developments](#) | 9. [Why LESER](#) | 10. [Conclusion](#)



- LESER products in configuration for Indian requirements
- Indian approvals (IBR, CCoE), International (ASME Sec. VIII, UV Stamp, EAC Certificate)
- Materials for the Indian market
- Short and reliable delivery times through local manufacturing
- Competitive price level
- Global LESER design concept for reliable valve function
- Manufactured to global quality and process standards



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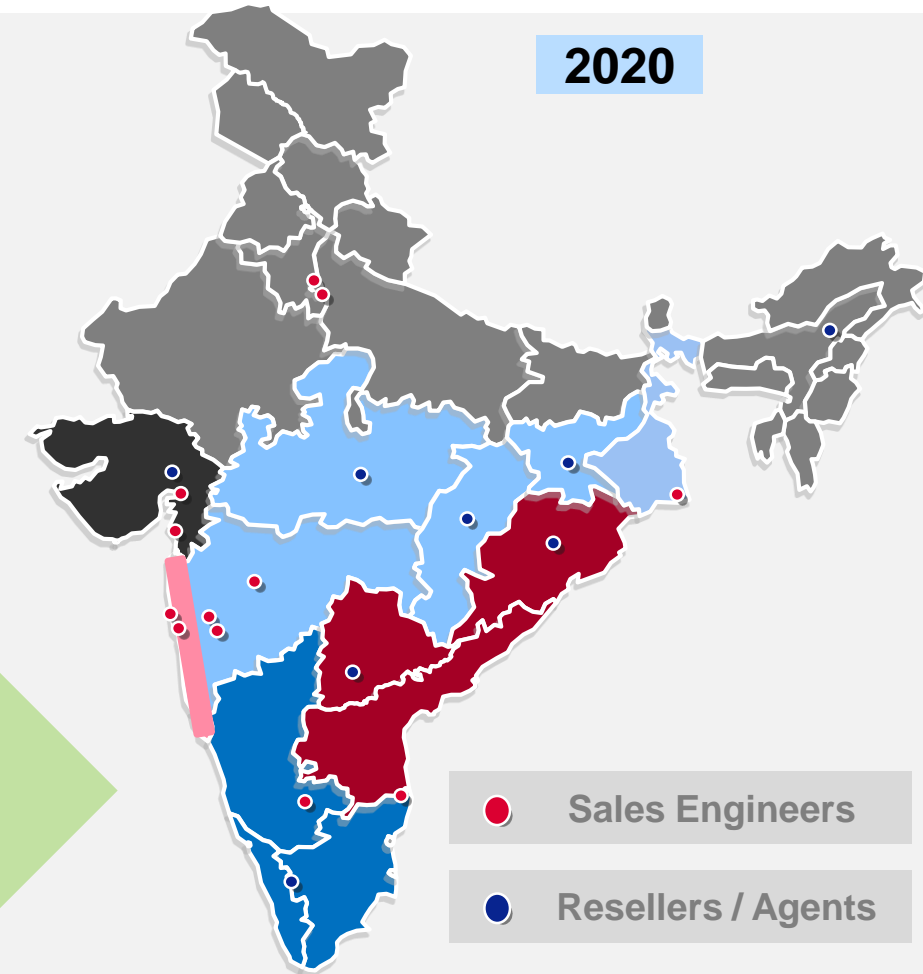
LESER India. Sales Network.

1. [LESER India Introduction](#) | 2. [Sales](#) | 3. [Manufacturing](#) | 4. [Engineering](#) | 5. [Quality](#) | 6. [HR](#) | 7. [CSR](#) | 8. [Collaborative Developments](#) | 9. [Why LESER](#) | 10. [Conclusion](#)



Highlights

- Coverage of most states in India – **18 states with own outside sales representatives (SMD)**
- Continuous staff training program for best **customer consulting**
- **Sales Support Centre** with state of the art tools like SAP and sizing software VALVESTAR, for faster response
- Online **web services** for certificate download

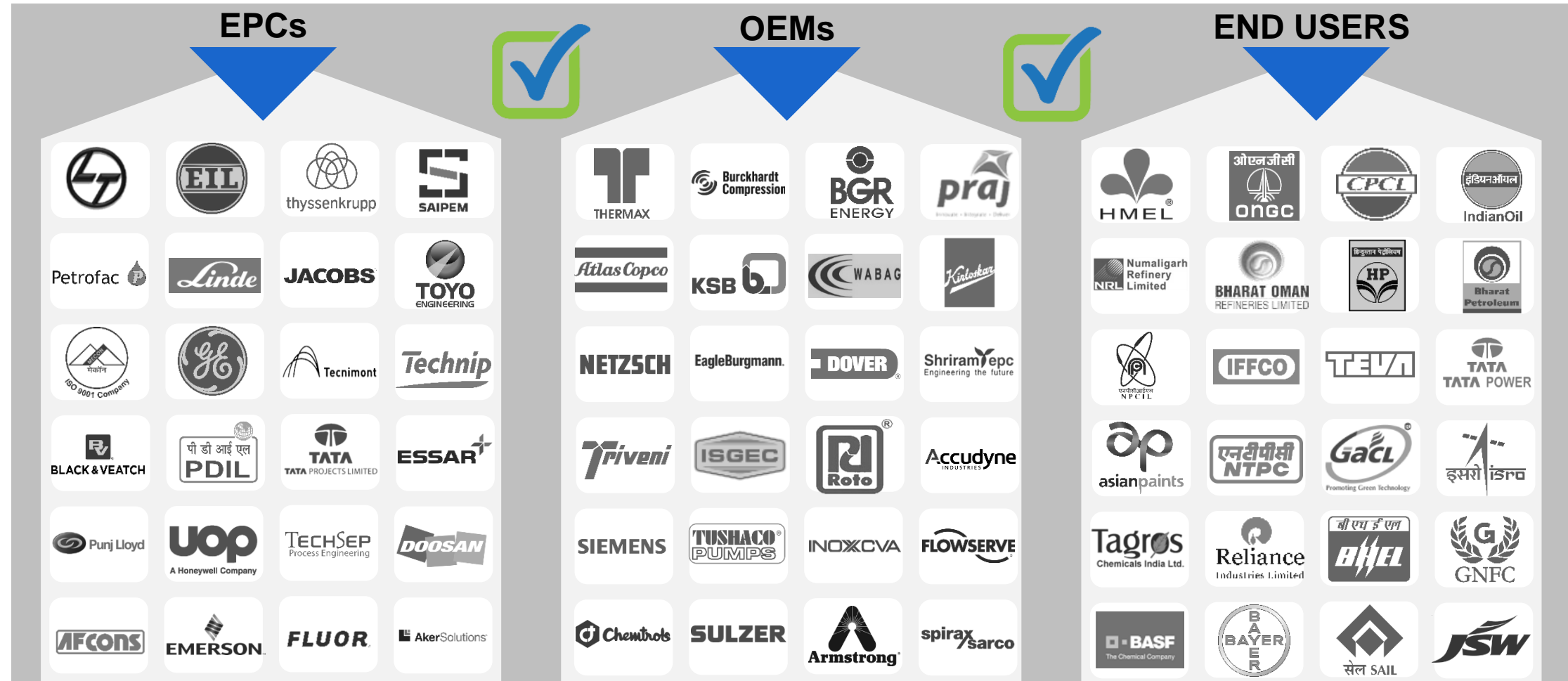


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LESER India. Major Approvals and Customers.

1. [LESER India Introduction](#) | 2. [Sales](#) | 3. [Manufacturing](#) | 4. [Engineering](#) | 5. [Quality](#) | 6. [HR](#) | 7. [CSR](#) | 8. [Collaborative Developments](#) | 9. [Why LESER](#) | 10. [Conclusion](#)



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LESER India. Sales Support Centre

1. [LESER India Introduction](#) | 2. [Sales](#) | 3. [Manufacturing](#) | 4. [Engineering](#) | 5. [Quality](#) | 6. [HR](#) | 7. [CSR](#) | 8. [Collaborative Developments](#) | 9. [Why LESER](#) | 10. [Conclusion](#)



- A strong team of **12 highly trained** application engineers.
- Works as **Customer Consultants** to provide application based solutions.
- Provide support on all **technical, commercial and post order** aspects of the quotation.
- Mainly focus on **OEMs** and **Day by Day** customers.



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LESER India. Technical Sales

1. [LESER India Introduction](#) | 2. [Sales](#) | 3. [Manufacturing](#) | 4. [Engineering](#) | 5. [Quality](#) | 6. [HR](#) | 7. [CSR](#) | 8. [Collaborative Developments](#) | 9. [Why LESER](#) | 10. [Conclusion](#)



- Mumbai Based, more than **5 highly competitive** application engineers ensures all project related RFQs handled at the most delicate way.
- We quote **100% RFQs** within the timelines and provide quick support.
- Provides **tailor made and customized solutions** for each customer and application.
- Closely work with **Engineering and Product Management** if an application required a **New Product Development**.
- Focused on **Large Projects, Oil & Gas and EPC Customers**

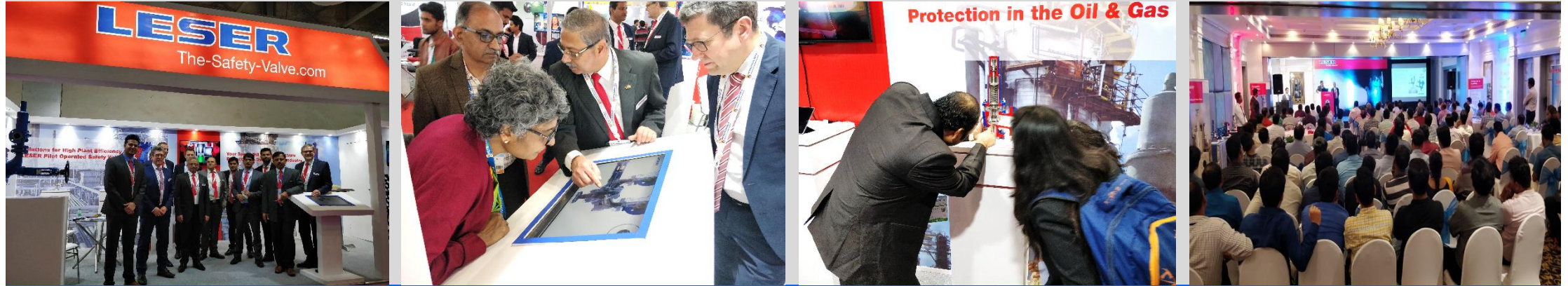


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LESER India. Customer Reach Out

1. LESER India Introduction | 2. Sales | 3. Manufacturing | 4. Engineering | 5. Quality | 6. HR | 7. CSR | 8. Collaborative Developments | 9. Why LESER | 10. Conclusion



LESER India continuously get in touch with customers through various exhibition, technical seminars, factory visit and customer meet to provide latest updates on our new technologies, services and product ranges.



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LESER India. Manufacturing Facility. An Overview

1. [LESER India Introduction](#) | 2. [Sales](#) | 3. [Manufacturing](#) | 4. [Engineering](#) | 5. [Quality](#) | 6. [HR](#) | 7. [CSR](#) | 8. [Collaborative Developments](#) | 9. [Why LESER](#) | 10. [Conclusion](#)



- LESER India has **state of art manufacturing facility** and uses modern technologies to manufacture and test the safety valves precisely and in highest quality.
- LESER India is the **largest production site** for safety valves **outside Europe** with same quality and hygiene standard.
- **Continuous investment in new machines and technology** has paved the way for efficient manufacturing and shortest deliveries.
- LESER India focus on sustainable management



LESER India. Manufacturing Facility. Latest Machinery

1. LESER India Introduction | 2. Sales | 3. Manufacturing | 4. Engineering | 5. Quality | 6. HR | 7. CSR | 8. Collaborative Developments | 9. Why LESER | 10. Conclusion



BFW PL680 Machine Centre



BFW PL500 Machine Centre

The state of art latest BFW PL 500 & 680 CNC Machines offers high accuracy with high rigidity.

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LESER India. Manufacturing Facility. Other Machinery

1. [LESER India Introduction](#) | 2. [Sales](#) | 3. [Manufacturing](#) | 4. [Engineering](#) | 5. [Quality](#) | 6. [HR](#) | 7. [CSR](#) | 8. [Collaborative Developments](#) | 9. [Why LESER](#) | 10. [Conclusion](#)



HMC Machine



HMT CNC Machine



LESER India is equipped with most modern machines to produce very high quality standard safety valves.

Short Blasting Machine



HMT CNC Machine

Washing Machine



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LESER India. Manufacturing. Special Process Machines

1. LESER India Introduction | 2. Sales | 3. Manufacturing | 4. Engineering | 5. Quality | 6. HR | 7. CSR | 8. Collaborative Developments | 9. Why LESER | 10. Conclusion



C5M Painting



Oil & Grease Free



Superior Welding: Stelling Machine

Our Special Process with Modern Machines and Latest Technology



Capacity Test



Helium Leak Test Machine



Modern Test Benches

LESER India. Manufacturing Facility. Inward Materials and Inspections

1. LESER India Introduction | 2. Sales | 3. Manufacturing | 4. Engineering | 5. Quality | 6. HR | 7. CSR | 8. Collaborative Developments | 9. Why LESER | 10. Conclusion



Stringent Incoming Inspection at par with Global Standards



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LESER India. Manufacturing Facility. Stores

1. [LESER India Introduction](#) | 2. [Sales](#) | 3. [Manufacturing](#) | 4. [Engineering](#) | 5. [Quality](#) | 6. [HR](#) | 7. [CSR](#) | 8. [Collaborative Developments](#) | 9. [Why LESER](#) | 10. [Conclusion](#)



- Huge Investment on stocks
- Assemble-to-Order (ATO) Process
- Our aim is to become best supplier with fastest delivery
- Dedicated KAUF & HALB stores developed using vertical spaces
- Dedicated pre identified bins for each material type.



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LESER India. Manufacturing Facility. Assembly

1. [LESER India Introduction](#) | 2. [Sales](#) | 3. [Manufacturing](#) | 4. [Engineering](#) | 5. [Quality](#) | 6. [HR](#) | 7. [CSR](#) | 8. [Collaborative Developments](#) | 9. [Why LESER](#) | 10. [Conclusion](#)



Fully Modern Assembly line to cater all stringent requirements

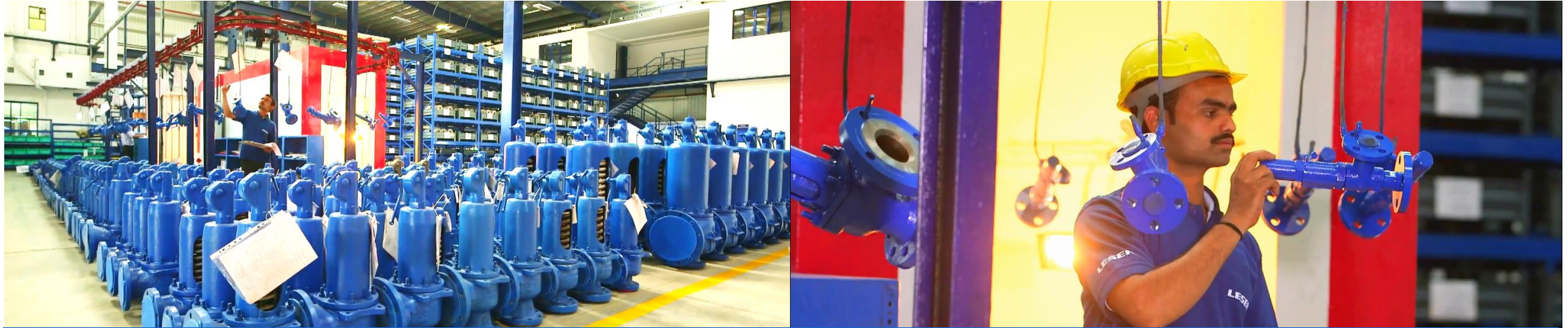


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LESER India. Manufacturing Facility. Paint Shop

1. LESER India Introduction | 2. Sales | 3. Manufacturing | 4. Engineering | 5. Quality | 6. HR | 7. CSR | 8. Collaborative Developments | 9. Why LESER | 10. Conclusion



Best in Class Paint Shop with all major Paints Codes



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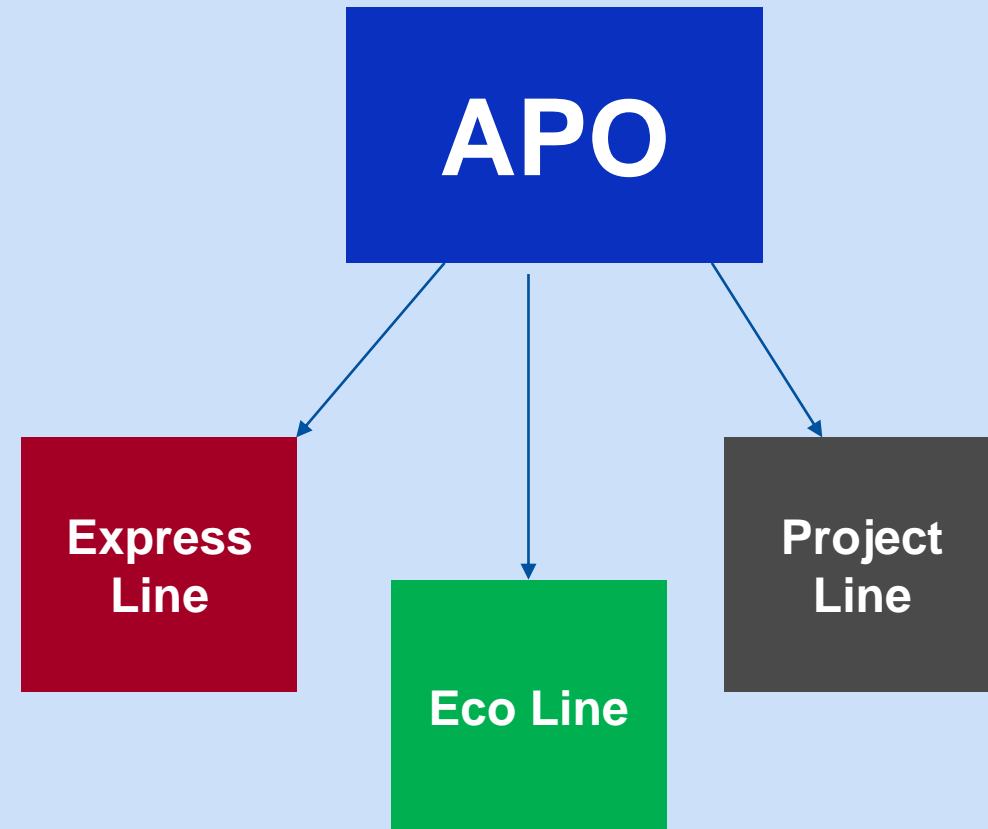
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LESER India. Manufacturing. Supply Chain Management

1. [LESER India Introduction](#) | 2. [Sales](#) | 3. [Manufacturing](#) | 4. [Engineering](#) | 5. [Quality](#) | 6. [HR](#) | 7. [CSR](#) | 8. [Collaborative Developments](#) | 9. [Why LESER](#) | 10. [Conclusion](#)



SAP based Advanced Planner and Optimizer (APO) used to identify three different supply chain production lines, enables meeting the on time delivery performances and providing real time updates.



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LESER India. Engineering Excellence.

1. [LESER India Introduction](#) | 2. [Sales](#) | 3. [Manufacturing](#) | 4. [Engineering](#) | 5. [Quality](#) | 6. [HR](#) | 7. [CSR](#) | 8. [Collaborative Developments](#) | 9. [Why LESER](#) | 10. [Conclusion](#)



- LESER India has a **fully functional Design Centre** which focuses on **New Design and Development** of exiting product lines.
- In-house **Product Data Management** enables **right selection** of safety valves. It also helps in maintaining the product life cycle.
- LESER India provides tailor made solution rather than just a safety valve with the help of **Engineering Order Management**.
- **State of Art Test Lab** validate the most complex safety valve functions.



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LESER India. Quality Control & Management.

1. [LESER India Introduction](#) | 2. [Sales](#) | 3. [Manufacturing](#) | 4. [Engineering](#) | 5. [Quality](#) | 6. [HR](#) | 7. [CSR](#) | 8. [Collaborative Developments](#) | 9. [Why LESER](#) | 10. [Conclusion](#)



- LESER India is **ISO 9001:2008** certified Manufacturing Company.
- LESER India is part of **Global Quality Cluster Certification** acc. to ISO 9001 achieved in 2014 – This ensures **same quality standards for LESER in Germany and worldwide.**
- **LESER Quality Management System (QMS)** consists of procedures and work instructions to ensure product integrity, reliability, and on-time delivery to meet your specifications and requirements for different applications.
- LESER continually focus on **Corrective & Preventive Actions** for various inspection findings.
- **QMS** supports our philosophy to deliver excellent value to our customers **through in-process quality checks, goods inspections, calibration of measuring instruments, test reports and process improvement and TPI Inspection.**



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LESER India. Human Resource Development.

1. [LESER India Introduction](#) | 2. [Sales](#) | 3. [Manufacturing](#) | 4. [Engineering](#) | 5. [Quality](#) | 6. [HR](#) | 7. [CSR](#) | 8. [Collaborative Developments](#) | 9. [Why LESER](#) | 10. [Conclusion](#)



- With more than 135 employees, LESER is **committed** to developing the skills of each and every employee, to providing them **equal career, mobility and training opportunities**, and to ensuring the utmost respect for workplace **health and safety** regulations.
- LESER India is the **preferred employer** in the Aurangabad Region.
- LESER India's conscious policy to provide **training and develop skills**, ensuring that our employees have **the highest professional standards**.



LESER India. CSR Initiatives.

1. [LESER India Introduction](#) | 2. [Sales](#) | 3. [Manufacturing](#) | 4. [Engineering](#) | 5. [Quality](#) | 6. [HR](#) | 7. [CSR](#) | 8. [Collaborative Developments](#) | 9. [Why LESER](#) | 10. [Conclusion](#)



- At LESER India, we are committed to the vision of **giving back to the society** and help **inclusive growth of deprived community**.
- Our strategic **Corporate Social Responsibility (CSR)** projects are aimed at achieving goals and have helped us build a reputation of being one of the most socially and environmentally responsible companies in Paithan, Aurangabad.
- LESER Focuses on addressing basic social , economic, environmental and economic needs of the **marginalized / underprivileged section of the society.**



Infrastructure Development of Rural School



Tree Plantation



E- Learning



Infrastructure Development

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LESER India. Collaborative Developments .

1. LESER India Introduction | 2. Sales | 3. Manufacturing | 4. Engineering | 5. Quality | 6. HR | 7. CSR | 8. Collaborative Developments | 9. Why LESER | 10. Conclusion



- LESER believes in a collaborative working environment.
- LESER India's **Quality, Engineering, Manufacturing, Supply chain and Product Solutions** departments are working closely with the German organization to provide the best possible solution to its customers.



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LESER India Advantages. Over Competitors

1. [LESER India Introduction](#) | 2. [Sales](#) | 3. [Manufacturing](#) | 4. [Engineering](#) | 5. [Quality](#) | 6. [HR](#) | 7. [CSR](#) | 8. [Collaborative Developments](#) | 9. [Why LESER](#) | 10. [Conclusion](#)



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LESER India. Conclusion

1. [LESER India Introduction](#) | 2. [Sales](#) | 3. [Manufacturing](#) | 4. [Engineering](#) | 5. [Quality](#) | 6. [HR](#) | 7. [CSR](#) | 8. [Collaborative Developments](#) | 9. [Why LESER](#) | 10. **[Conclusion](#)**



- LESER India is your “**Specialist for Overpressure protection**”, with more than 300,000 install base references in Oil & Gas, Chemicals, Petrochemicals, Pharma, and Original Equipment Manufacturers (OEMs).
- Get more **localised technical and commercial support** with nation worldwide strong sales network.
- LESER **invests continuously in processes and new technologies** and uses advance machinery to manufacture safety valves precisely and in highest quality.
- **LESER is Digital**, we are soon moving towards digital era with the help of digital tag plate and other apps.
- **LESER is your Partner - We look forward to working with you!**



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Thank you



Thank you

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