APAC Sales Meeting

Malaysia - Dec 2022

Bender India Pvt. Ltd.
Speaker – P. K. Bhattacharyya & S. Goswami

Project overview

Project	National Cancer Institute, Nagpur India	**Start**	September 2022
Customer	National Cancer Institute.	**Value**	INR 21.25 million (260000 EUR)
Project Phase	• Completed		
Customer Goals	• National Cancer Institute, Nagpur is established as a state of the art 470 bed 'Comprehensive Cancer Centre' with national pride. • As a center of excellence customer looking for highest quality standard. • Strong Local support base • Market reputation of supplier verified before awarding the order.		
Project Description	• Merivaara Finland make OT Lights : 6 nos. Trio Model & 4 Nos. Quad Models • 10 Nos. Medical isolation panel of 10KVA , assembled in India with Indian Transformer • 10 Nos. Touchscreen Panel with handsfree telephone.		

Final Product Pictures




Application (Picture)

At a glance

Customer problem

National Cancer Institute (NCI) aims to facilitate access to a world-class, comprehensive and holistic cancer care eco-system for one and all.
Total Bed : 470 , Upgraded to 700 bed by 2025

- Looking for Best quality products and equipment's
- Looking for OEM's with strong local support

Solution

- 1st Indian order for Merivaara Lights
- 6 Nos. Trio Model & 4 No. Quad Model
- 24" SCP 10 No.

10 Nos. Medical Isolation panel
All installation and commissioning complited

Benefit for the customer

- Customer got highest quality OT lights available in the market.
- World class Medical Isolation Panel & SCP
- Integration of isolation panel status in SCP
- Strong & world class service support from BIND

Project scope

INR 21.25 million (260000 EUR)

Next Phase order expected in 2024

Advantages in Our favour

World Class Merivaara Technology which is incomparable in terms of :-

- Turbulence Intensity 15.9%,
- Colour Rendering Index (Ra) 98%
- Dynamic Obstacle Compensation .

Along With World Class Bender Technology :

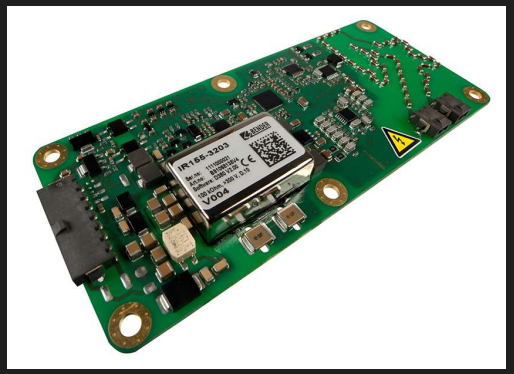
- Medical Isolation Panel
- Surgeon Control panel

Noncompromising attitude of Customer for Quality standard. Very rare case in Indian perspective.

Project overview

Project	Hydro Fuel Cell electric	**Start**	September 2021
Customer	Reliance New Energy Pvt Ltd-Bengaluru	**Value**	3,30,000INR (4,230EUR) (Prototype Testing)
Project Phase	Currently in Prototype e-Truck		
Customer Goals	Reliance New Energy business will be an optimal mix of reliable, clean and affordable energy solutions with hydrogen, wind, solar, fuel cells, and batteries. • Green New Energy future • Sustainable future • World famous Technology & Strong local support		
Project Description	• February – March 2022 - Design & Approval • Q3 2022 – Delivery of IR155-3203 for Prototype test • Q2 2023 – Normal Production will start -50 trucks / month		

Final Product Pictures



Application (Picture)

At a glance

Customer problem

As it is one of the most important Hydro Fuel Cell Electric Vehicle projects in India, the customer requested for

- Single Solution Online Insulation Monitoring DC and AC Side
- Real Time Insulation Value data
- Strong local support

Solution

we have proved our IMD can detect faults in DC & AC side as well. China Make BMS IMD failed to perform, the same way. In AC Side fault not able to detect by Chinese IMD. Initially customer have placed 2nos of IR155-3203 for prototype. After competed prototype test and validation , 10 nos, further supplied for 1st lot production

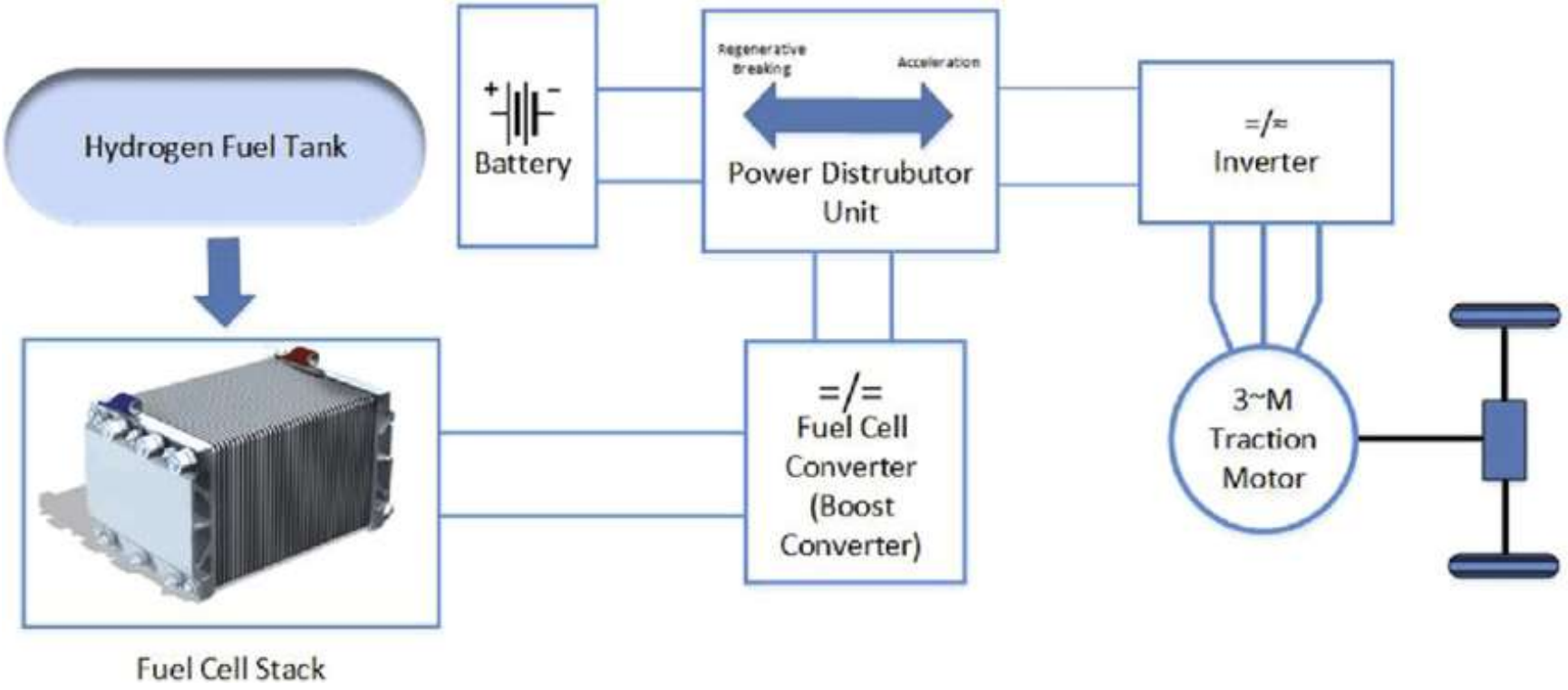
Benefit for the customer

- Everything from a single source
- High quality consultancy for best outcome
- Fully compatible solution and the best quality
- Local support from Indian team

Project scope

Customer taken 10 nos. IMD for prototype testing. Large Qty order expected in 2023 onwards
3,30,000INR (4,230EUR)

Hydro Fuel Cell Electric Vehicle-FCEV System Schematic



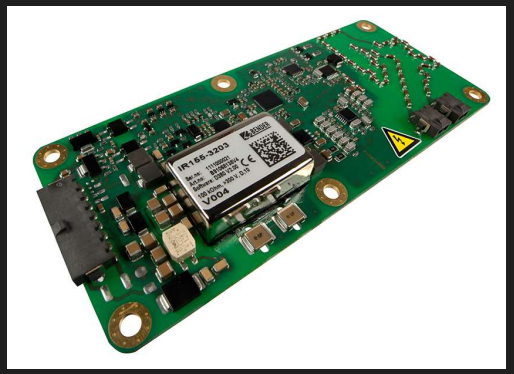
Challenges

- Customer earlier used Chinese PDU for their project.
- Inbuilt Chinese make IMD was installed in the PDU.
- Said IMD failed to detect faults in the AC sides, it was detecting successfully faults in DC side of the circuits.
- Bender IMD found successful in detecting fault in both sides while prototype testing.
- Customer is streamlining their design with Bender IMD for mass production.

Project overview

Project	Electric-truck Dumper (Off Road)	**Start**	September 2021
Customer	Propel Industries Private Limited-Coimabtore.	**Value**	10,67,000INR (13,680EUR)
Project Phase	Currently in Prototype e-Truck		
Customer Goals	The company would invest in creating production capacities for the vehicle.. The electric vehicle has a motor with automatic transmission and the charging time varies from one hour to three hours. The battery and charging time will be customized depending on the power supply available at the buyer's mines. The EV truck has been tested at 25 mines. • Strong local support		
Project Description	• January-February 2022 - Design & Approval • Q3 2022 – Delivery of IR155-3203 for first batch manufacturing.		

Final Product Pictures



Application (Picture)

At a glance

Customer Problem

As it is one of the most important Off Road Electric Vehicle Mines projects in India, the customer requested for

- Single Solution Online Insulation Monitoring DC and AC Side
- Real Time Insulation Value data
- Strong local support & Best Technology

Solution

Conducted Technical Presentation and repeated demonstration , fault detected by our IMD both DC & AC side, existing China Make BMS IMD failed to detect fault on AC Side. Initially they have procured 2nos of IR155-3203 for prototype test. After prototype validation. They have placed order 20nos of IR155-3203 for first batch production.

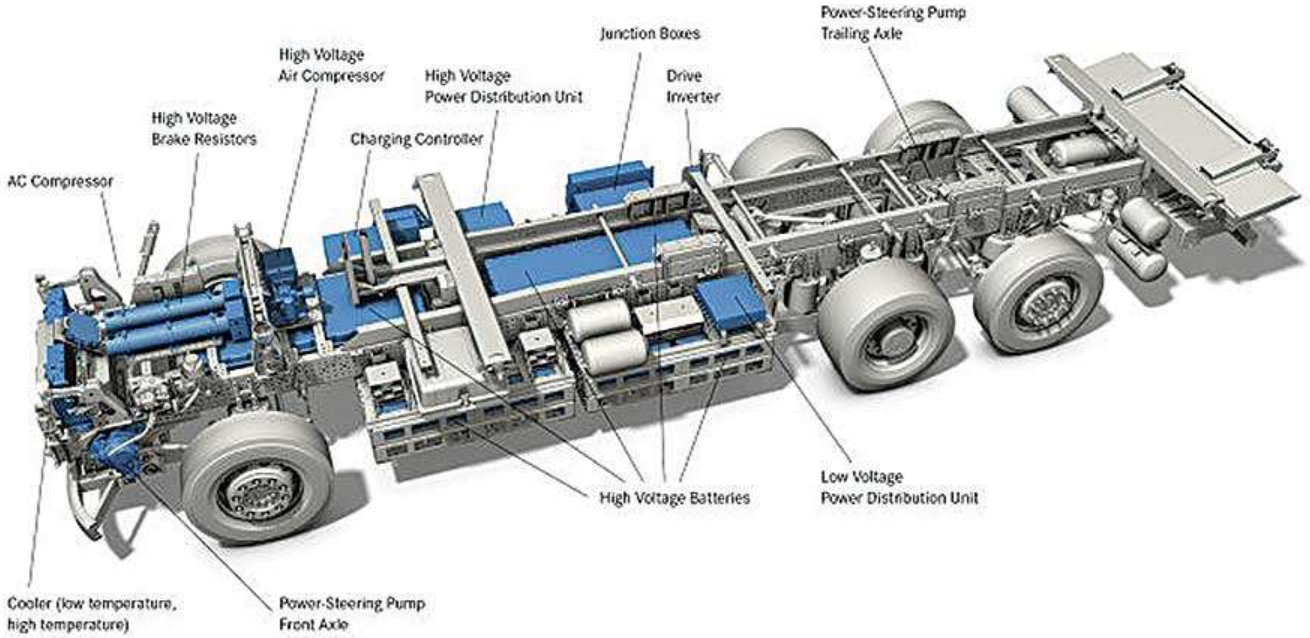
Benefit for the customer

- Everything from a single source
- High quality consultancy for best outcome
- Fully compatible solution and the best quality
- Local support from Indian team

Project scope

10,67,000INR (13,680EUR)

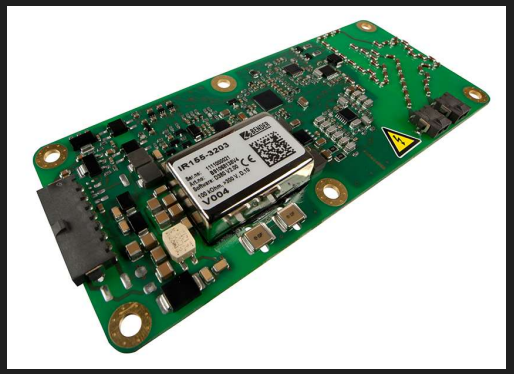
Electric Vehicle- System Schematic



Project overview

Project	Electric Car	**Start**	October 2020
Customer	Pravaig Dynamics -Bengaluru	**Value**	3,66,400INR (4,697EUR)
Project Phase	Currently in Prototype e-Truck		
Customer Goals	Pravaig, a Bangalore-based deep tech mobility company, is going to launch its first electric car -Defy SUV in 2025 Indian Auto expo, Claims to Travel more than 500 Km in a single charge. Already received 800+ booking across globe. • Customer also looking for best technology available in every aspects, • Strong local OEM support for every components they are going to use.		
Project Description	• October – November 2021 - Design & Approval • Q2 2022 – Delivery of IR155-3204 started		

Final Product Pictures



Application (Picture)

At a glance

Customer problem

As it is one of the most important Electric Vehicle projects in India, the customer requested for

- Single Solution Online Insulation Monitoring DC and AC Side
- Real Time Insulation Value data
- Strong local support

Solution

After technical Presentation and demonstration customer accepted or IR155-3203 relay for PDU system in their upcoming vehicles. Already 1st batch supplied. Project got delayed due to worldwide shortage of Electronic components used for EV

Benefit for the customer

- Everything from a single source
- High quality consultancy for best outcome
- Fully compatible solution and the best quality
- Local support from Indian team

Project scope

3,66,400INR (4,697EUR)

Electric Vehicle-System Schematic