

Business-related Frequently Asked Questions (FAQs)

1. What is the main business of thyssenkrupp Industrial Solutions (India)?

We are an EPC (Engineering, Procurement, Construction) / EPCM (Engineering Consultancy Services i.e. Engineering, Procurement & Inspection Services, Construction Supervision Services & Project Management) company engaged in designing and building plants for the chemical and allied industries. We have a 'Concept to Commissioning' approach, offering the entire range of services associated with our activities.

2. What are the core business areas of thyssenkrupp Industrial Solutions (India)?

We undertake projects for the Fertilizer, Petrochemical, Polymers, Refinery, Organic & Inorganic Chemicals and Metallurgical industries. We also build plants for specialty chemicals, coke ovens, and industrial products.

3. What are the main geographical areas thyssenkrupp Industrial Solutions (India) operates in?

As part of an international group, we follow the guidelines for operation established by the group. These include the geographical areas where we can operate. While India remains the focus of our operations, we also undertake projects in South / South East Asia and the Middle East, on a case to case basis. Additionally, we partner our parent company thyssenkrupp Industrial Solutions AG and other group companies in these areas as well as in other parts of the world, including Europe. For a full listing of countries where we operate, refer to the International Experience page under the Competence Section of our website.

4. Can thyssenkrupp Industrial Solutions (India) provide us with prices of chemicals / supply them?

We are engaged in plant design and construction, and not in chemical trading activity. As such we cannot provide information on chemicals / commodity chemicals prices, nor supply them.

5. What is the procedure involved in thyssenkrupp Industrial Solutions (India) giving a quotation for a plant / project?

Generally speaking, a quotation can be made once we completely assimilate your requirements. However, this process may take its due time, as every enquiry passes through a systematic sequence

of steps in our organization, such as internal review, decision to bid, compilation of costs / fees and preparation of a proposal. To achieve all this, meetings between our Business Development and Sales teams and your organization are needed.

6. What are the pre-project areas of assistance offered by thyssenkrupp Industrial Solutions (India)?

We can offer assistance in site selection, selection of technology, obtaining statutory clearances and financing assistance. Additionally, we undertake Pre-Feasibility and Detailed Feasibility Reports, which are considered reliable by the leading financial institutions in India.

7. Can thyssenkrupp Industrial Solutions (India) arrange Technology for our project?

Yes. Our Business Development and Sales Teams will guide you with regard to the selection of the right technology, either out of our group portfolio or from other internationally-renowned process Licensors. It is not out of place to mention that, in the last 40 years, we have executed many domestic and international projects involving technology from many world-class Licensors, apart from our parent company, ThyssenKrupp Industrial Solutions AG.

8. Does thyssenkrupp Industrial Solutions (India) perform Basic Engineering activity?

Yes, for certain processes like Caustic Soda, Chlorine Dioxide and Cryogenic Storages. For other projects, we perform Extended Basic, Detailed Engineering and Front End Engineering Design (FEED), using the Basic Engineering Packages from the selected Licensor. In select cases, we have the distinction of developing the complete Basic Engineering, based on skeletal information from the concerned Licensors.

9. Does thyssenkrupp Industrial Solutions (India) have any tie-ups or collaborations?

We are a subsidiary of thyssenkrupp Industrial Solutions AG, Germany, who holds over 80% share in our company. We have technology tie-ups with thyssenkrupp Industrial Solutions for their portfolio of technologies and also with other Licensors. We can also independently handle projects for our Clients, based on their technology / technology selected by them, as long as there is no conflict of interest with technology offered by our parent company or Licensor with whom we have been associated.

10. Can thyssenkrupp Industrial Solutions (India) arrange for us plant visits to earlier completed sites?

Yes. Generally our Clients agree to our requests for plant visits. However, the necessary permissions will have to be obtained well in advance, for such visits. However, in deference to our client, no photography is likely to be permitted during the visit.

11. What size of projects does thyssenkrupp Industrial Solutions (India) take up?

In our endeavour to serve the Chemical and allied industries, and clients' requirements, we take up grassroots (greenfield) projects in addition to relocation (brownfield) projects across all our core competencies. We also take up revamps, repairs and re-starts in either LSTK or EPCM mode. The typical size of projects for which we have been offering engineering services, can vary from US \$ 5 million investment to US \$ 600 million.