



SMS Hydrotech

Distributor Brief



Food Waste Management Industry

Government initiatives - policy level enforcement

Global market size - \$70 billion

Alignment with global SDGs

Access to carbon credits systems

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Organization with more than 3 decades of experience in manufacturing and innovation, developing products for international market needs and organizations.

Food waste to Compost machines



Tractor components



Industrial Shredders



Our Logo Presence



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Global Footprint

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Hospitality – Hotels, restaurants & resorts



Housing Apartment Complexes



Educational Institutes



Manufacturing

15 countries & counting!



Bodies generating more than 25 KG of food waste are potential market contenders





Our Products



Food Waste Composting

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Capacity (Kg/Day)/Model With inbuilt Shredder	Machine Size in Ft L X B XH	Power in H.P	Machine Weight Kg	Material of Construction	Delivery Time
25 - FS002	4.5 X 4.5 X 4.5	1	600	SS 304	20-25 days
50 - FS011	5 X 5 X 5	2-3	900	SS 304	20-25 days
100 - FS015	5 X 5 X 5	2-3	950	SS 304	20-25 days
150 - FS016	5.5 X 5 X 5	2-3	1050	SS 304	20-25 days
200 - FS020	5.5 X 5 X 5	3-5	1100	SS 304	20-25 days
250 - FS025	6 X 5 X 5	3-5	1350	SS 304	20-25 days
500 - FS055	6 X 5.5 X 5.5	5-10	2600	SS 304	30-45 days
750 - FS075	6 X 5.5 X 6	5-10	2800	SS 304	30-45 days
1000 - FSK099	10 X 6 X 6	10-15	3100	SS 304	45-55 days
2000 - FSK029	17 X 6 X 7	20-25	4200	SS 304	45-55 days
3000 - FSK039	21 X 7 X 7	25-35	4800	SS 304	45-55 days



Additional Products



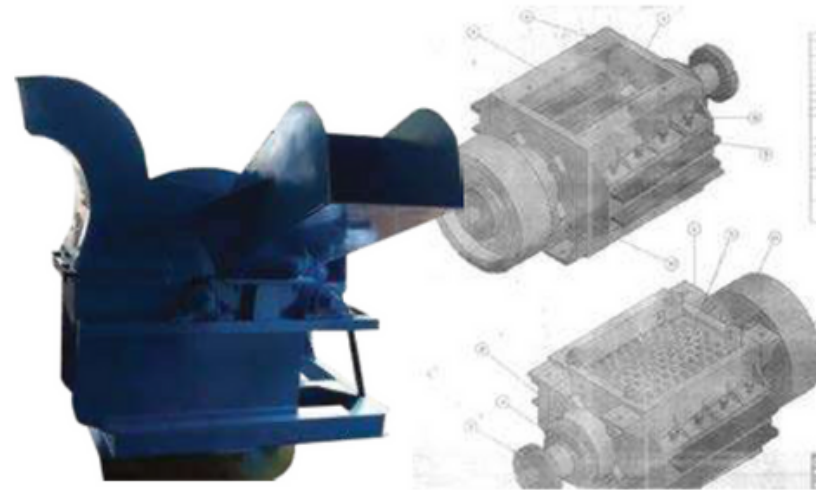
Shredders

- Horticulture/Agriculture Waste Shredder
- Plastic Waste Shredder
- Food Waste Shredder
- Tire Waste Shredder

HORTICULTURE WASTE SHREDDER

Capacity Available:
50Kg/hr, 100Kg/hr, 250Kg/hr,
500Kg/hr and 1000Kg/hr

Shredder Output:
Powdered / Chipped / Saw Dust



PLASTIC WASTE SHREDDER

Capacity Available:
50Kg/hr, 100Kg/hr, 250Kg/hr,
500Kg/hr and 1000Kg/hr

Shredder Output:
Shredded Plastic Waste



FOOD WASTE SHREDDER

Capacity Available:
50Kg/hr, 100Kg/hr, 250Kg/hr,
500Kg/hr and 1000Kg/hr

Shredder Output:
Shredder Food Waste / Food Slurry



TIRE WASTE SHREDDER

Capacity Available:
50Kg/hr, 100Kg/hr, 250Kg/hr,
500Kg/hr and 1000Kg/hr

Shredder Output:
Mixed Shredded Tire Rubber



Bio Pellet Machines

Name Model	Power KW with Shredder while reeding	Power KW During Biomass Pelleting process	Product	Approx Dimensions
Gs011 50Kgs-60Kgs	9 KW	4.5 KW	Biomass Pellets	4 x 3.5 x 5.5
Gs015 100Kgs-110Kgs	9 KW	4.5 KW	Biomass Pellets	5.5 x 3.5 x 5.5
Gs025 250Kgs-260Kgs	10 KW	6 KW	Biomass Pellets	7 x 4.6.5
Gs055 550Kgs-600Kgs	11 KW	6 KW	Biomass Pellets	10 x 5.5 x 7
Gsk099 1000Kgs	15 KW	7 KW	Biomass Pellets	13.9 x 4.8 x 8





Business Opportunity

RoI 25-35%



Opportunity

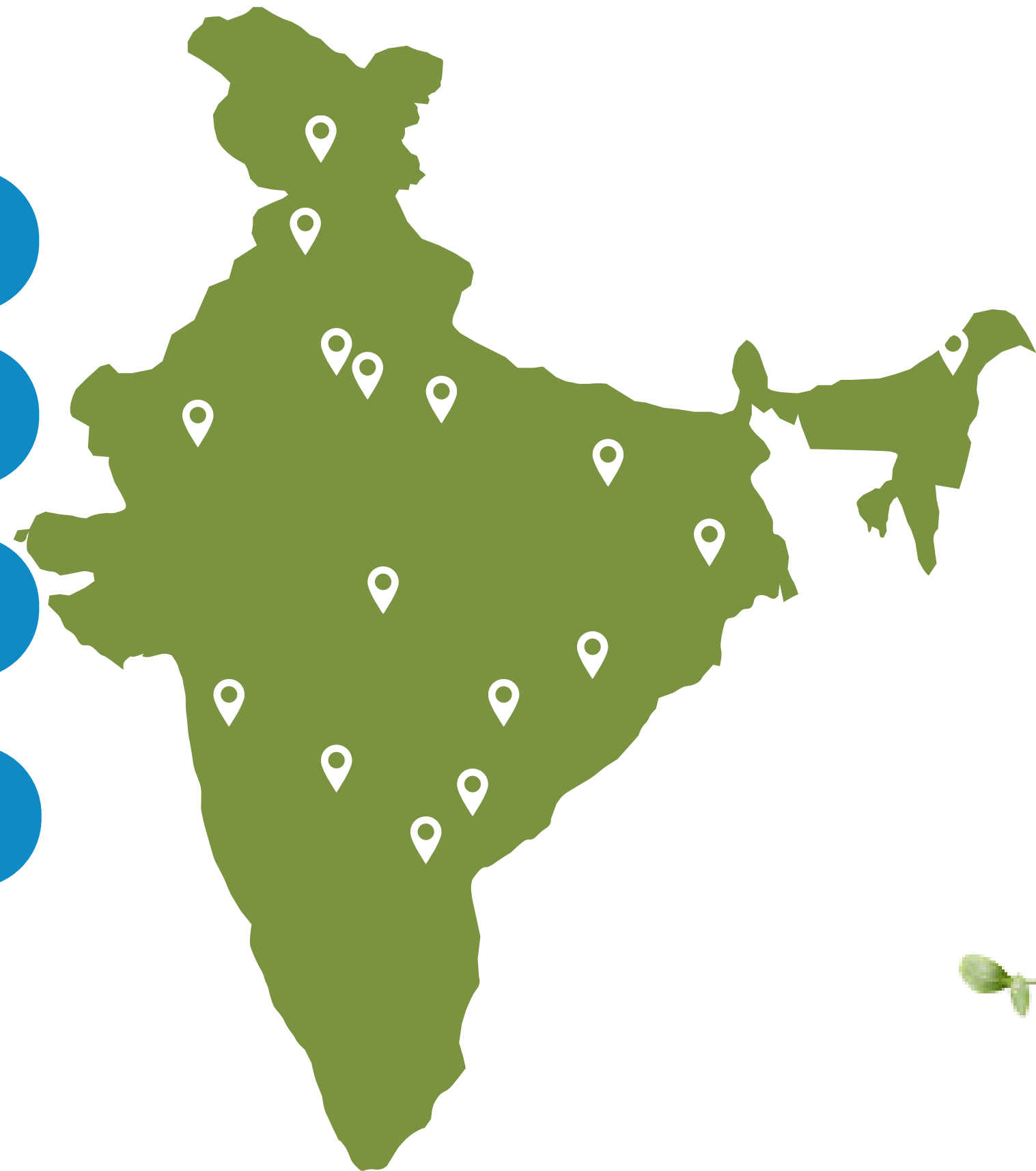


Clients in 19 states

Distribution opportunity in 15 states

Existing waste management policies

Proven expertise of lead generation



Partnership Ladder

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Production Partnership

Technology transfer and development of products in partnership with SMS Hydrotech

White Labelling

Distributors build their own brand managing demand and build markets

Co-branded Products

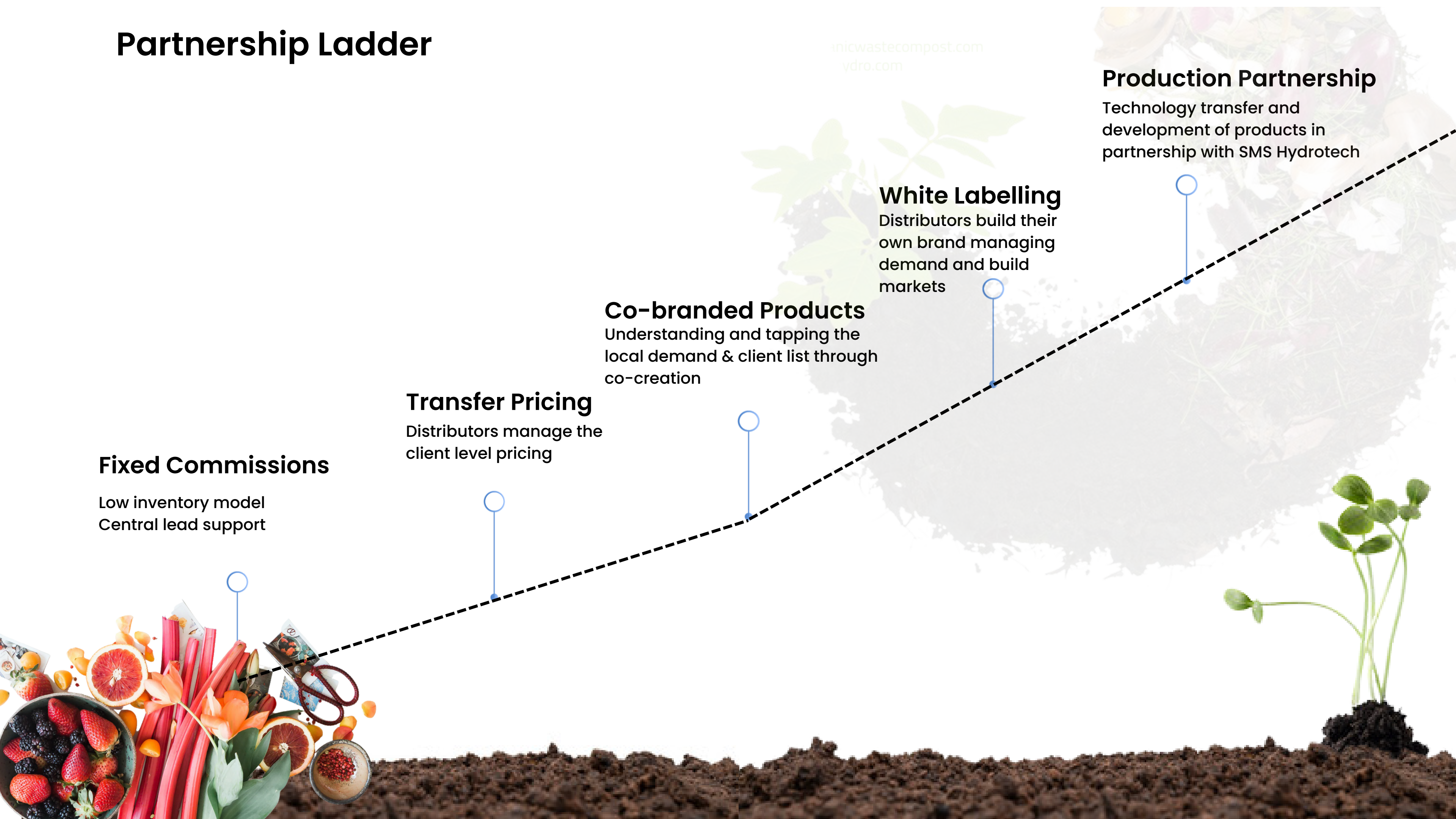
Understanding and tapping the local demand & client list through co-creation

Transfer Pricing

Distributors manage the client level pricing

Fixed Commissions

Low inventory model
Central lead support



Partner Support

Central Support

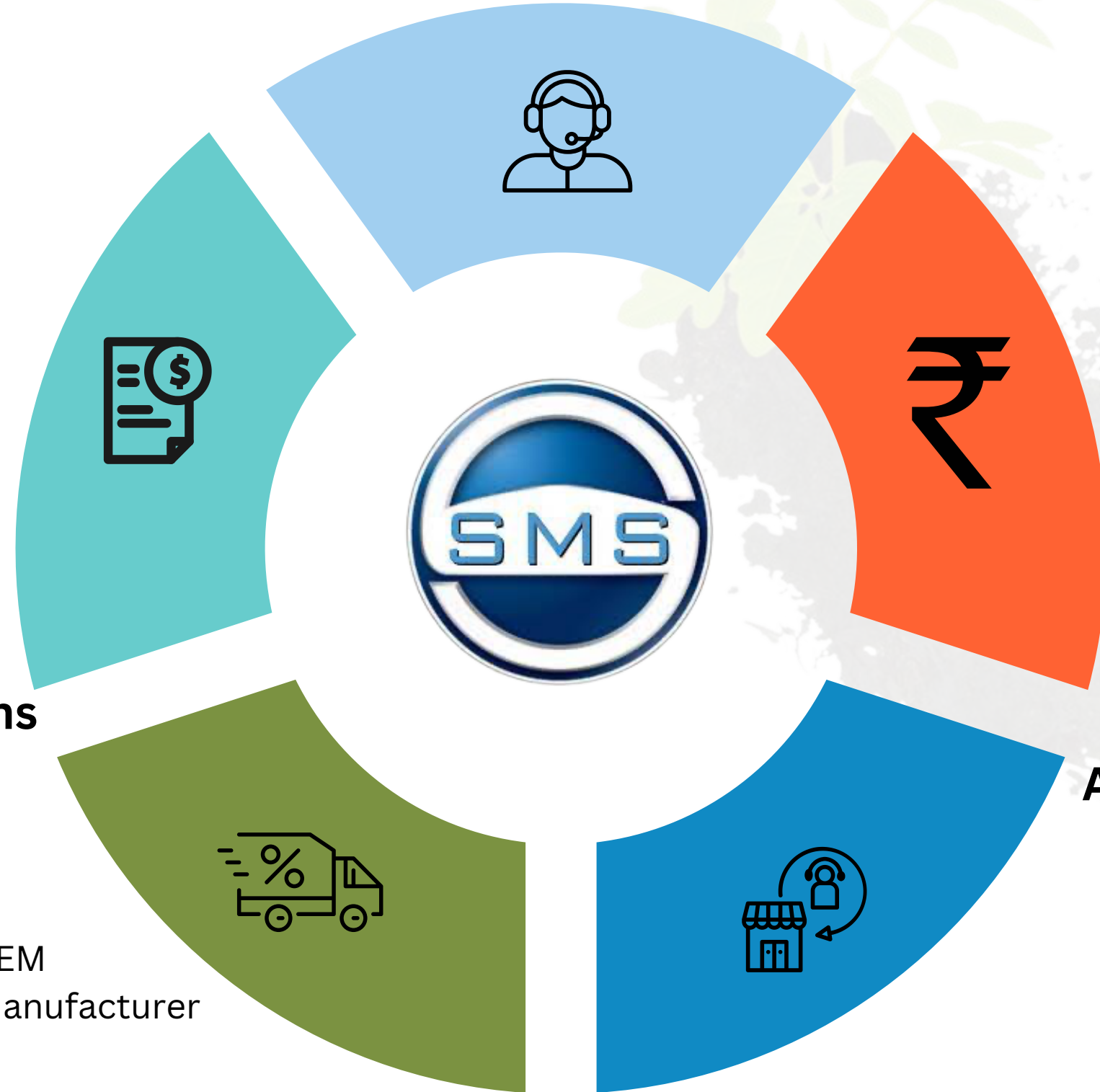
- Lead generation
- Training
- Service facilitation

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Sales Support

- Sales visits and interactions
- Pre-sales
- Engineering & design feedback



Financial Services

- Banking partnerships
- Agreement management

After Sales Service

- Building service infrastructure
- SLA management
- Infrastructure development

Our Certifications

- CE
- ISO 9001:2015
- ISO 45001:2018
- ISO 14001:2015
- GEM Registered OEM
- NSIC Registered Manufacturer



Participation - Benefits

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Benefit Structure



Performance driven incentive structures

1

REVENUE
BELOW RS.
50 LAKHS



2

REVENUE RS.
1 - 1.5
CRORES
Blue
Distributorship

3

REVENUE RS.
1.5 - 2.5
CRORES
Silver
Distributorship

4

REVENUE RS. 2.5
- 4 CRORES
Gold Distributorship

5

REVENUE RS. 5 - 8
CRORES
Platinum Distributorship

6

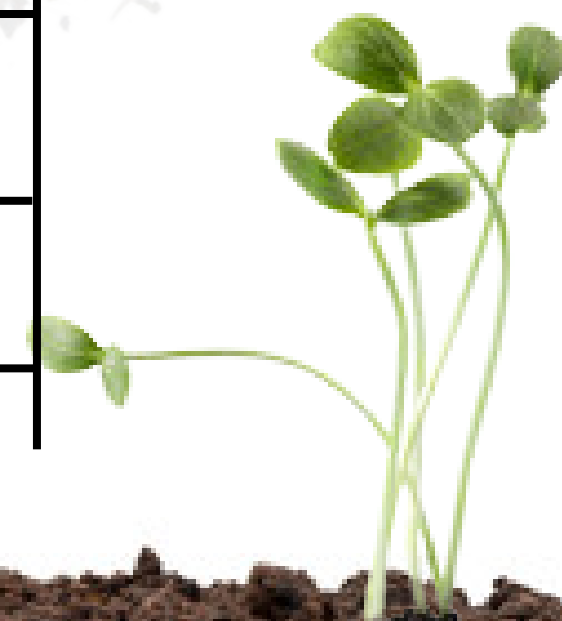
REVENUE RS.
8 CRORES
AND ABOVE
Titanium
Distributorship



Segment Benefits



	Blue	Silver	Gold	Platinum	Titanium
Geography	Defined 2 city limits	Defined 3 city limits	Defined 5 cities limits+ enterprise	State + Distribution + Sub dealer network + co-branding opportunity	5 States + Distribution Network + Sub dealer network + White labelling/co production
Inventory	1 Unit	1 -3 Units	Upto 5 Units	Upto 7 Units	Upto 10 units
Incentive		Additional 2%	Additional 4%	Additional 6%	Additional 8%
Sales Support	Central sales support	Additional channel leads	Additional channel leads + Sales support + Marketing content	Additional channel leads + Regional office + Marketing budgets & content	Dedicated sales specialist of min. 2 resources
Service Support	Tele service support	Training on service	Service partner creation	Service partner creation	Embedded service partnership
Finance	Institutional partnership	Institutional partnership	Institutional partnership	Institutional partnership	Institutional partnership





Thank You

Please reach out for questions

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