

FATA HUNTER INDIA PRIVATE LIMITED



FATA Hunter is one of the world leaders in engineering and equipment manufacturing for the aluminium flat rolled product industries.

Global overview of Fata Hunter

FATA Hunter is a division of FATA S.p.A., a Finmeccanica Company, and is headquartered in Pianezza (Torino), Italy. It is active in the field of industrial plant engineering, contracting and manufacturing. The company, with a history of over fifty years, has been one of the world leaders in engineering and equipment manufacturing for aluminium flat rolled products. It handles the implementation of single equipment as well as complete turnkey plants, for the aluminium, steel and stainless steel processing industries. Its services include feasibility studies, financial analysis, engineering, equipment manufacturing, construction, personnel training, know-how transfer and technical assistance.

Its philosophy of “Think Total Process & Single Source Supply” reflects its constant commitment of meeting its customers' requirements in totality, right from the feasibility stage to the final commissioning phase of the project. Its continuous innovation and proven technology has ensured an outstanding operational flexibility and the capability to provide each customer with a unique



combination of in-house technological expertise, production equipment and engineering services. Its performance in successful implementation of single equipment as well as complete turnkey plants has made it a preferred supplier for most of its clients. Besides Pianezza, FATA Hunter has offices in USA and India. It also has Representative Offices in China, Iran and Russia.

FATA Hunter in India

The relationship between FATA Hunter and the Indian aluminium industry dates back to 1965 when it first supplied two foil rolling mills to INDAL, a leading aluminium producer in India. Once the Indian markets liberalised and doors were opened for foreign investment in the country, FATA Hunter observed the changes in the Indian

Company	Mode of presence in India	Year of entry	Key business
FATA Hunter India Pvt.. Ltd..	100 per cent subsidiary	1996	Supplier of turnkey plants

industry, which was becoming more competitive in terms of prices, delivery time and responsiveness. To leverage this positive development, it established FATA Hunter India (Pvt.) Ltd., a 100 per cent subsidiary more than a decade ago in 1996 in New Delhi. FATA Hunter India acts as a procurement entity of Indian engineering products for FATA projects worldwide.

During the years, it has also established a strong position for itself in India and stands out in the country as a leading supplier of turnkey plants in the fields of aluminium rolling and flexible packaging for the food and pharmaceutical industry. It has supplied equipment, know-how, engineering, training and supervisory services for several prestigious projects in India. These include:

- Supply of production line to the manufacturing plant of Annapurna Foils (now Kollur Foil, a unit of INDAL), in Hyderabad (Andhra Pradesh), involved in aluminium foil rolling and combining the aluminium foil with paper or plastic, by means of printing and lacquering processes, used for the food and pharmaceutical industry
- Supply of production line to the manufacturing plant of International Aluminium Products Ltd. (now a division of NALCO's rolled products unit) in Angul (Orissa), for aluminium continuous casting and rolling for production of flat products, to be employed in the packaging, refrigeration and building industry
- Supply of two continuous casting lines, having a production capacity of 26,000 tonnes per annum of aluminium strip, for NALCO's continuous casting plant in Angul
- Supply of an aluminium continuous casting line, a modern cold rolling mill for can stock, and auxiliary equipment (to be integrated into the existing cold rolling plant), to the cold rolling mill project of BALCO, located in Korba (Madhya Pradesh)
- Supply of a continuous coil coating line to Jindal Iron and Steel

In the background of the above projects, it is worth mentioning that the high standing of India in the world financial markets has allowed FATA Hunter to organise long-term financing of the IAPL and BALCO projects.

For the execution of its projects, FATA Hunter's technologists have interfaced with specialists of Mecon Limited, a Canada based leading manufacturer of custom engineered equipment for coil processing and metal handling, and M.N. Dastur Company, an Indian design and consulting firm that has positioned India at the frontier of the world steel plant engineering map. The expertise of these two companies have been leveraged for feasibility studies and for the implementation of these projects.

Key success factors in India

Focus on developing human resources

Developing managerial skills has been one of the prime areas of focus for FATA. In 2001 FATA S.p.A., in its role as the European industrial partner, carried out a project of cultural and managerial exchange between European universities and industries and their Indian counterparts. This project (titled EU-IN MANTECH), applicable to a specific technical/economical sector, was organised by Politecnico di Torino in its role as leader and co-ordinator of the project. The Chamber of Commerce of Quimper (France), the Confederation of Indian Industry (CII), and the Indian Institute of Technology, New Delhi were also involved in the execution of the project. The project had been approved and financed by the European Community.

Factor advantages offered by India

FATA Hunter India has successfully leveraged the readily available pool of qualified and talented engineers in India to become a source of engineering services, such as detailed drawings and software, for FATA S.p.A.

Promotional activities

FATA Hunter has been supporting various promotional initiatives in order to achieve top-of-the-mind recall with current as well as prospective clients. Recently, the company was involved in the Executive Committee of the Alcastek International Conference & Trade, a major event in the sector of aluminium cast house, rolling and extrusion technology, which has given it significant visibility in the market.

Future plans

According to the company, FATA Hunter India is strongly committed to the growth of its engineering services in the Indian market and in the future, to play a key role in the fruitful and longstanding co-operation between India and Italy. It intends to continue to use its human, financial and intellectual resources to provide the metals industry with the latest state-of-the-art technology and to deliver on schedule competitively priced, quality products and services.

FATA Hunter's India operations

- *Entered India in 1996 by setting up a subsidiary in New Delhi*
- *Procurement entity of Indian engineering products for FATA projects world-wide*
- *Strong position in India as a leading supplier of turnkey plants in fields such as aluminium rolling and flexible packaging for the food and pharmaceutical industry*
- *Has supplied equipment, know-how, engineering, training and supervisory services for several prestigious projects*