



From the desk of the Managing Director



Dear Readers,

Financial year 2021-22 turned out to be more challenging than expected. The second COVID-19 wave and a lockdown at the beginning of the financial year impacted industrial activity. Global supply chains were hit hard, creating a shortage of several critical materials. We, too, were not an exception and faced obstacles in getting raw materials on time. The situation got further complicated with the increase in steel and other metal prices.

In spite of these challenges, **we stuck to our earlier commitments in terms of delivery schedules, installations as well as prices.** This was possible because of enhancing our operational efficiency, optimising resource utilisation and the hard work of our team members.

Even in such adversities, we shone while improving our top line and bottom line. This was possible because of our consistent efforts to serve our esteemed customers with the best possible products and services, most efficiently and their support.

We now look forward to a better financial year for everyone and more opportunities for us to serve you.

Sincerely yours,

Vinayak Gadre
Managing Director



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Issue 13: AUG 2022

In line with the future. Precisely

Fluidraulics – A new addition to our nationwide strong team of channel partners

Fortifying our presence across India

Fluidraulics Private Limited (FPL) is a customer-centric organisation that provides solutions for segments such as drinking water supply schemes, general industries, building commercial services and shared services. Fluidraulics, with their expertise in the field, serves users, installers, integrators and contractors with a range of proven products.

In mid-2021, **we appointed Fluidraulics as our Channel Partner for the PAN India operations.** After imparting thorough training to their team, they have demonstrated an outstanding performance in a short span. Now onwards, Fluidraulics will be the main Channel Partner of Adept and all other dealers & channel partners will be working under them.



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In a pandemic-struck year, Adept demonstrates a fairly good performance

Rising against the low tide!



Against the backdrop of the pandemic, FY 21-22 was a tough year for industries across the world. Just like several other sectors, the Flowmeter market, too, witnessed a negative growth, mainly because of sluggish industrial activity and stalled infrastructure projects. Lockdowns in various countries at different times affected several industries.

For Adept, too, these were testing times, but we could sail through successfully due to three main reasons. First and foremost – our resilient team, which showed extraordinary courage while serving customers and supporting the management in its decisions.

Equally important is the support from our esteemed customers who selected Adept Flowmeters over other makes. **In a major breakthrough, we bagged a significant number of orders from just six leading companies, totaling nearly Rs. 60 million.** This included an MNC in industrial automation and measurement solutions, an infrastructure company in power and water resources management, a major sea port, an American company and two leading construction firms.

And the third, we had a relook at our complete operations and overhauled them for enhancing efficiency. These factors helped us improve our top line, though marginally, and bottom line, significantly.

Our sincere thanks to all our customers for their valued orders during these tough times!

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At Adept, outsourcing store operations proves to be efficient and productive

Reduced order lead time for customers!



Since July 2021, we appointed Vistar Logitek Pvt. Ltd. for managing our raw material stores. This was with a view to deploy advanced inventory management systems for efficient store operations and free our staff for other, more productive work. Vistar Logitek were given a clear mandate to bring down the net value variance to almost zero percent within a span of one year. Initially, we were a little sceptical about the feasibility of outsourcing this activity.

However, once on board, the Vistar team performed exceptionally well due to their vast experience, as well as the guidance from our top management. The Vistar team also displayed good teamwork while working with our staff members, which made the task easier. They brought down the **net value variance to near-zero percent in their first nine months** of operations and could ensure a nearly 100% system adherence in SAP B1.

Encouraged with the results, we are planning to outsource a few other activities and focus our efforts more on our core competency areas such as design, development, project engineering, production, testing and services.

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Launching a Joint Venture company to leverage the strengths and competence of both

Adept-Fluidraulics Pvt. Ltd.



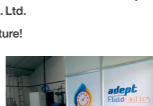
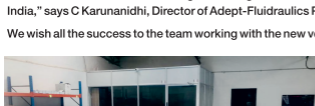
Adept Fluidyne Pvt. Ltd. and Fluidraulics Pvt. Ltd. recently joined hands to form a Joint Venture company, Adept-Fluidraulics Pvt. Ltd. The new company will be based at Coimbatore. To begin with, **the new JV will manufacture high quality, IoT-compatible, Mechanical Water Meters (MWM).** "In the initial phase, the company will have a manufacturing capacity of 30,000 water meters per year, which is going to increase gradually to reach 1,20,000 water meters per year by 2025," says Vinayak Gadre, Managing Director.



Adept is a leading company offering IoT-compatible flow instrumentation solutions with more than 60,000 large Electromagnetic and Ultrasonic Flowmeter installations across the world. It will provide design and technical competence to the new JV in the field for the manufacturing of MWMs whereas, Fluidraulics will bring in its manufacturing and operations expertise, as well as make efficient use of its sales and distribution network across India. The Mechanical Water Meters, which will be manufactured at Adept-Fluidraulics, will be as per the proven design of the Adept MWM model.

The new manufacturing plant is being constructed and will be ready for production in the next few months. "The JV will be a game changer in the mechanical water meter industry in India," says C Karunanidhi, Director of Adept-Fluidraulics Pvt. Ltd.

We wish all the success to the team working with the new venture!



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Annual Day celebrations at Adept



The Adept Annual Day is a much-awaited and cherished event by every team member of Adept and their families. However, this year's event acquired a special significance, as it was being organised after a three-year gap caused due to the pandemic.

Everyone participated in the event wholeheartedly. A few employees, including the top management, staged various cultural activities, including dance performances. This was followed by our Annual Award function and the team members who displayed extraordinary performance during the year were felicitated by our Managing Director, Vinayak Gadre. A few of our team members, who had completed 25 years of service at Adept, were felicitated with a special '25 Years' Service Award'.

The event rejuvenated everyone's spirits and we are now ready to serve our customers with renewed enthusiasm.

Write to us for more information, and to let us know how we can serve you better.

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