

# HIMTEK

Sustainability | Technology | Manufacturing

## Corporate Deck

**Innovative Contract Manufacturing**

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# Introduction to HIMTEK

## Vision

Our Vision is to become a leader in CONTRACT MANUFACTURING for advanced Electromechanical products and Electronics products

## About Us

Sanjeev Varma, a graduate of IIT Kanpur is a resident of USA but a citizen of India, and our visionary behind HIMTEK. He leverages 40 years of expertise in Engineering, Manufacturing and Corporate Leadership. He has driven successful projects in sectors ranging from automotive to industrial electronics.

40+ Years of  
Corporate  
Experience

Manufacturing  
facilities in NCR  
& Uttarakhand

Contract  
Manufacturing  
DWLR

10X  
Manufacturing  
Scalability

Quality  
Assurance

**GOAL: Become the largest CONTRACT MANUFACTURER of B2B Industrial products in the Smart Water solutions, Advanced Metering Infrastructure, Drones & Motors, Automotive equipment, Aerospace and Defence solutions.**

# HIMTEK's Role in Contract Manufacturing

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Our mission is to support the Make In India initiative and contribute to the growth of the Manufacturing sector, by sharing our manufacturing and capital resources through strong partnerships.

## Focus Areas

- **Contract Manufacturing:** Manufacturing high quality electromechanical and electronics products within various industries - HIMTEK is industry agnostic
- **Water Metering Solutions:** Hardware for Water metering including smart water meters and telemetry systems for Brands
- **Partnerships:** Entering into collaborations with existing metering companies in India for mutual growth and benefit. HIMTEK has the manufacturing expertise and access to capital required to contract manufacture at scale
- **Sectors:** Focus on Electro-Mechanical products in water management, automobile, drones, motors, pumps, defence and aerospace

**We aim to become the GO-TO Contract manufacturer for all Electromechanical product brands in India**

# HIMTEK Services

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HIMTEK Provides Contract Manufacturing as a service and is currently focusing on the Water Space. A list of services that we provide include:

- Joint venture with Himtek for manufacturing
- Himtek to manufacture under license
- Sub contractor for components and sub assemblies
- Outsourced manufacturer for entire assemblies
- New product Design engineering and Manufacturing
- Vendor for assembly only and no manufacturing
- Second source supplier - I.e. share 50:50 with another vendor or manufacturer for same part. Sub assembly or complete assembly



# HIMTEK Current Manufacturing Facility



See our Manufacturing Facility:  
<https://youtu.be/-zlwB4AWiR4>

## Current Contracts

HIMTEK generates revenue by manufacturing white labeled products for its partners. Currently this includes metering products in the Water space.

We are currently Manufacturing DWLR for our Partners and shall be starting the manufacture of Ultrasonic Flow meters shortly (Manufacturing contract in discussions)



### Current Manufacturing Partner:



### Manufacturing Partnership Discussions (ongoing):



## Benefits to our Partners

HIMTEK's solution is beneficial because:

- **ENGINEERING EXPERTISE** in Manufacturing to address various challenges like high volume and low volume production capabilities may not exist with companies, HIMTEK steps in to fill these gaps
- Manufacturing in some sectors is unorganised and hence distributed in small batches across hundreds of companies making unit price either high or unit quality low and unreliable. HIMTEK can deliver the **HIGHEST QUALITY MANUFACTURING** output due to our 40+ years of experience in manufacturing across the Globe
- Reliability is one of the biggest barriers for Larger Companies while outsourcing manufacturing. HIMTEK has the manufacturing expertise at European standards and access to Capital to carry out large volume manufacturing which makes us the most **RELIABLE PARTNER**.
- Companies that HIMTEK becomes the manufacturing partner for are able to scale SAAS and IOT solutions that they offer while HIMTEK manufactures the Hardware required i.e. Companies can safely offload the burdens of manufacturing and seek higher profit margins and **VALUATION** by being a SAAS / IOT focused company.

# Why Choose HIMTEK?

- **Capital for Manufacturing:** Most companies struggle with invested capital for manufacturing that creates cash flow voids and the need to raise or borrow capital. With HIMTEK as your contract manufacturer, you are completely free from these challenges!
- **Manufacturing Expertise:** Our expertise is Manufacturing and we DO NOT aim to build a brand in the water industry or look at direct sales. We focus on partnering with existing market players and delivering high quality and efficient manufacturing solutions for them.
- **Sales & Growth Opportunity:** Offloading Manufacturing to HIMTEK, means you as our PARTNER can focus on sales and growth of your brand and company, with no cash flow challenges!
- **Innovation & Experience:** HIMTEK aims to bring its experience in innovation to our partners and help in further product development and manufacturing process streamlining





# Key Personnel at HIMTEK

HIMTEK has brought together a strong team of personnel from varying and relevant backgrounds to realise our Goals!



**Amitabh Adhikary**  
Human Resources -  
Advisor



**Rajnesh Agarwal**  
Board Advisor -  
Engineering & Technology



**Anurag Bhatnagar**  
Director



**Umesh Gujarathi**  
Supply Chain  
Management



**Ashok Gupta**  
Board Advisor  
- Finance



**Pranesh K**  
Vice President -  
Strategy & BD



**Philippe Nataf**  
Board Advisor -  
European Business



**Dinesh Sinha**  
Director



**Sanjay Varma**  
Senior Advisor -  
Marketing



**Sanjeev Varma**  
Chairman

# Sanjeev Varma



**Sanjeev Varma**  
Sanjeev@himtek.co

## Expertise:

- Product Development
- Manufacturing
- Mergers and Acquisitions
- Capital Raising
- Restructuring
- Business Development
- Marketing
- Sales
- Strategic Planning
- Corporate Finance

Sanjeev Varma is a professional Investment Banker and currently a Senior Advisor to the Chicago-based Investment Bank Lincoln International, operating from their in their New York office in 2017. Previously he was a Managing Director with Teneo Capital, an I Bank in New York. Sanjeev has 40+ years of experience – 20 years in the Corporate world and 20 years in Consulting and Investment Banking. Previously Sanjeev served on the Senior Advisory Board at Chanin Capital Partners / Duff & Phelps Securities, LLC. At Duff & Phelps he advised on M&A transactions and Restructurings. In 2005 he opened the Detroit office for Chanin Capital Partners. He has advised/executed 60+ transactions including M&A, Capital Raising and Restructuring in USA, Europe and India. He continues to be an advisor to Hedge Funds, Private Equity and Venture Funds. He advises Corporate CEOs on Strategy and sits on board of companies as Director/Advisor.

He was an advisor to Niti Aayog, Government of India's Central Planning Commission in 2017 helping them develop India's Automotive Electrification Plan and the Cabinet Note which was submitted to the Prime Minister. Sanjeev has provided analysis/evaluation of companies to Bond Holders, Private Equity and Hedge Funds. He has provided consulting services to Mercedes Benz Technology (Germany) and MalibuIQ – Hughes Research Lab (California). Prior to Chanin, Sanjeev spent several years as a Senior Advisor to the German Government Agency IIC (later merged with 'Invest-in-Germany') helping bring companies in the U.S. and India to invest in Germany. He has done business with numerous Automotive OEMs and suppliers in India.

In the corporate world, he was Director of Marketing & Corporate Planning for Magna Powertrain, a \$3 billion subsidiary of the \$24 billion Magna Group. Prior to this he worked at New Venture Gear ("NVG"), a \$1.6B DaimlerChrysler & General Motors Joint Venture company, where he was involved in its merger with Magna Powertrain. At NVG, he served as the Director of Marketing, Strategic Planning and Asian Sales, where he managed all marketing, strategic planning, and business development activities in NAFTA, Asia and Europe.

During his career he has worked with several global corporations like Ford, GM, Chrysler, VW, BMW, Mercedes, Toyota, Mitsubishi and others. He has visited more than 300 Engineering Design and Manufacturing facilities worldwide. He was also the head of R&D of New Venture Gear and worked at their Powertrain Manufacturing Facility developing and launching products for GM, Chrysler, Ford and other automakers. As an inventor, Sanjeev is listed on six patents, two of which were used in the BMW X5 and Jeep Grand Cherokee. A product in composite materials that he invented during Graduate School was used by NASA in Space Shuttle flight STS-175. He started his professional working career with Chrysler Corporation in 1984.

Mr. Varma has a BS in Mechanical Engineering from Indian Institute of Technology, Kanpur in India and a MS in Mechanical Engineering from Syracuse University in the US. He has completed Executive Education Programs in Finance & Marketing at Wharton Business School, University of Pennsylvania. He is a FINRA registered representative holding Investment Banking Licenses Series 63, 79 and 82.

# Sanjeev Varma: Few India References



**Sanjeev Varma**  
Sanjeev@himtek.co

## Expertise:

- Product Development
- Manufacturing
- Mergers and Acquisitions
- Capital Raising
- Restructuring
- Business Development
- Marketing
- Sales
- Strategic Planning
- Corporate Finance

- Mr. Rajeev Gupta, Former MD of Merrill Lynch Investment bank, former Partner of US-based PE fund Carlyle Group. Currently founder and CEO of Arpwood Capital, Investment Bank and Investment group in Mumbai. [www.arpwood.com](http://www.arpwood.com)
- Mr. Amit Saxena, Founder and CEO of NBFC, Ekosh India. [www.ekosh.in](http://www.ekosh.in)
- Dr Pawan Goenka, Chairman of INSPACE, and Chairman of Board of Governors, IIT Madras. PADMA SHRI WINNER 2025.
- Mr. Arun Seth, Board Member of Dixon manufacturing, a high-volume electronics manufacturing company in North India. [www.dixoninfo.com](http://www.dixoninfo.com). Former Chairman of British Telecom India.
- Mr. G N Bajpai, former Chairman of SEBI, India. Currently Board Member of various corporate boards in India.
- Mr. Shailesh Haribhakti, CA. Board Member of Adani Group and several other Corporate Boards in India.
- Mr. Deven Choksey, MD of [www.devenchoksey.com](http://www.devenchoksey.com), He is India's leading commentator on financial markets of India and is often on CNBC India and other channels. He manages his own wealth management and financial advisory firm.
- Mr. Anil Srivastava, IAS. Former Revenue Secretary of the state of MP and former Chairman of Pawan Hans Helicopters, Department of Civil Aviation, GOI.
- Mr. Dinesh Jain, IAS. Former Chief Secretary of Maharashtra and former Lokpal of India. Currently Executive Director, Yashraj BioTechnology, Mumbai.
- Mr. Subodh Tandale, President of Bharat Forge in Pune. World's largest automotive metal forging company.
- Mr. Rajeev Kadambi, Partner, Cactus Venture Partners Investment Group, Mumbai.

**MY LAWYERS IN INDIA:** Mr. Siddhartha Raja, M/s Vertices Partners, Bangalore. [www.verticespartners.com](http://www.verticespartners.com)

**MY CAs IN INDIA FOR HIMTEK:** Mr. Vimal Kishore, Dehradun, Uttarakhand, Mr. Siddh Dhingra, New Delhi

**MY FINANCIAL/BUSINESS ADVISORS IN INDIA:** Mr. Ashok Gupta, New Delhi, Mr. Rajiv Sharma, Mumbai

# Patents and Inventions of Mr. Sanjeev Varma

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**United States Patent 5,597,369** - Transfer case with integrated viscous coupling (Used in Jeep Grand Cherokee)

**US US5655986A**

**US CA CA1271057A**

**US US5582263A** - Full-time transfer case with synchronized gear reduction unit (Used in BMW)

**WO AU BR CA DE GB CA2245853A1**

**US US5597369A**

**Space shuttle flight STS 175** in which Sanjeev's composite materials invention was used



# Key Personnel at HIMTEK



**Dinesh Sinha**  
dinesh@himtek.co

## Expertise:

- Financial Governance & Internal Audits
- Vendor & Stakeholder Negotiations
- Taxation & Compliance
- Inventory & Stock Management
- Accounts Finalization & Financial Reporting
- Liaison & Vendor Management
- Credit Control & Risk Management
- ERP & SAP-Based Financial Operations



**Rajneesh Agarwal**  
rajneesh@himtek.co

## Expertise:

- Board Advisory & Mentorship
- Cost Management & Value Engineering
- R&D Leadership
- Product & Business Strategy
- Product Lifecycle Management (PLM)
- Innovative Product Design
- Leadership in Cross-functional Teams
- New Product Development & Innovations



**Umesh Gujarathi**  
umesh@himtek.co

## Expertise:

- Strategic Sourcing and Supplier Development
- Global Supply Chain Strategy
- International Market Entry Strategy
- E-commerce and Entrepreneurial Ventures
- Supply Chain Management
- Costing and Negotiations
- Project Management
- Cross-Functional Team Management
- New Market Investigation

# Key Personnel at HIMTEK



**Anurag Bhatnagar**

anurag@himtek.co

## Expertise:

- Human Resource Leadership
- CSR & Community Development
- Global Business Operations
- Corporate Strategy & Expansion
- Financial & Accounts Management
- Regulatory Compliance & Legal Affairs
- Cross Functional Team Management
- Cross-Functional Team Management
- Operations & Production Oversight
- Procurement & Supply Chain Management



**Pranesh Krishnamurthy**

pranesh@himtek.co

## Expertise:

- Marketing and Communications
- Business Development
- Market Research and Analysis
- Go To Market Strategy
- Energy Systems Engineering
- Renewable Energy Applications
- Solar Photovoltaics & Concentrated Solar Thermal
- Digital Marketing
- Social Media Marketing



**Philippe Nataf**

pnataf@ntrustcf.com

## Expertise:

- Mergers and Acquisitions
- Capital Raising
- Strategic Consulting
- Automobile Industry
- Restructuring
- International Business Development
- Information Technology
- Software Engineering
- Enterprise Resources Planning



Thank You!

<https://himtek.co/>