

**WALCHANDNAGAR INDUSTRIES LIMITED**

Walchandnagar: 413 114, Dist Pune, Maharashtra, India

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Ref. No. : WIL:SEC: 2025

Date : March 17, 2025

National Stock Exchange of India Ltd.  
Corporate Action Department  
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Mumbai 400 051.  
Fax :26598237/38, 66418126/25/24  
**SCRIP CODE : WALCHANNAG**

BSE Ltd.  
Corporate Relations Department  
1st floor, New Trading Ring,  
Rotunda Bldg P.J. Tower,  
Mumbai 400 001.  
Fax:: 22723121/2039/2037  
**SCRIP CODE : 507410**

Dear Sirs,

**Sub: : Analyst/ Investor Meet - Presentation**

This is in furtherance to our letter dated March 12, 2025 regarding intimation of Investor/Analyst meet to be held tomorrow i.e. Tuesday, March 18, 2025. Please find enclosed herewith a presentation to be presented by the Company at the said Analyst/Investor meet.

The same is also available at the website of the Company at [www.walchand.com](http://www.walchand.com)

This is for your information and record.

Thanking you,

Yours faithfully,

**For Walchandnagar Industries Ltd.**

**G. S. Agrawal**  
**Whole Time Director & Company Secretary**  
**DIN: 00404340**



## Business Presentation

# Walchandnagar – Engineering Tomorrow, inspired by enduring legacy



## Seth Walchand Hirachand (1882-1953), Visionary Industrialist & Founder

A remarkable Indian industrialist, and founder of Walchandnagar Industries Limited (WIL) with the belief that India has the potential to become a world leader

He strived to make India self reliant through various industrial and business ventures all his life.  
Some of his business establishments in various sectors include...

### Heavy Engineering

#### Founder of Walchandnagar Industries Limited (WIL)

Founded in 1908, WIL emerged as a leader in heavy engineering and manufacturing, later expanding its expertise into the defence, nuclear and aerospace sectors

### Past Business

#### Shipping

**Pioneered India's first modern shipyard**

Established Hindustan Shipyard in 1941, contributing to India's self-reliance in shipbuilding

#### Aeronautics

**Established India's first aircraft factory**

Set up in 1940, it later became Hindustan Aeronautics Limited (HAL), boosting India's defence and aviation capabilities

#### Auto

**Launched India's first car manufacturing facility**

Founded Premier Automobiles Limited (PAL) in 1944, introducing automobile manufacturing to the country

#### Shipping

**Founded Scindia Steam Navigation Company**

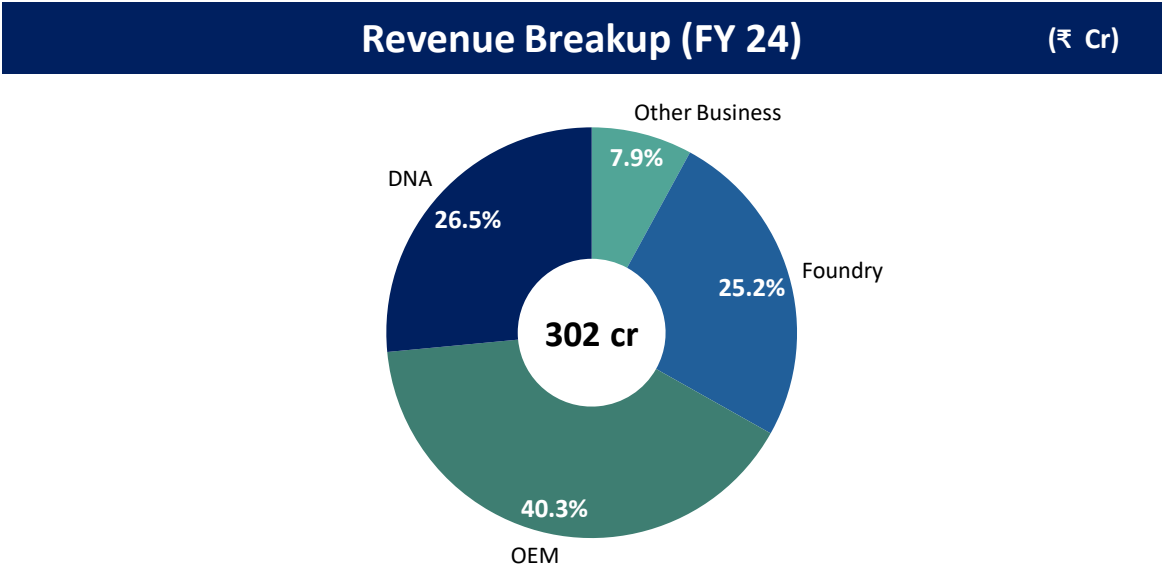
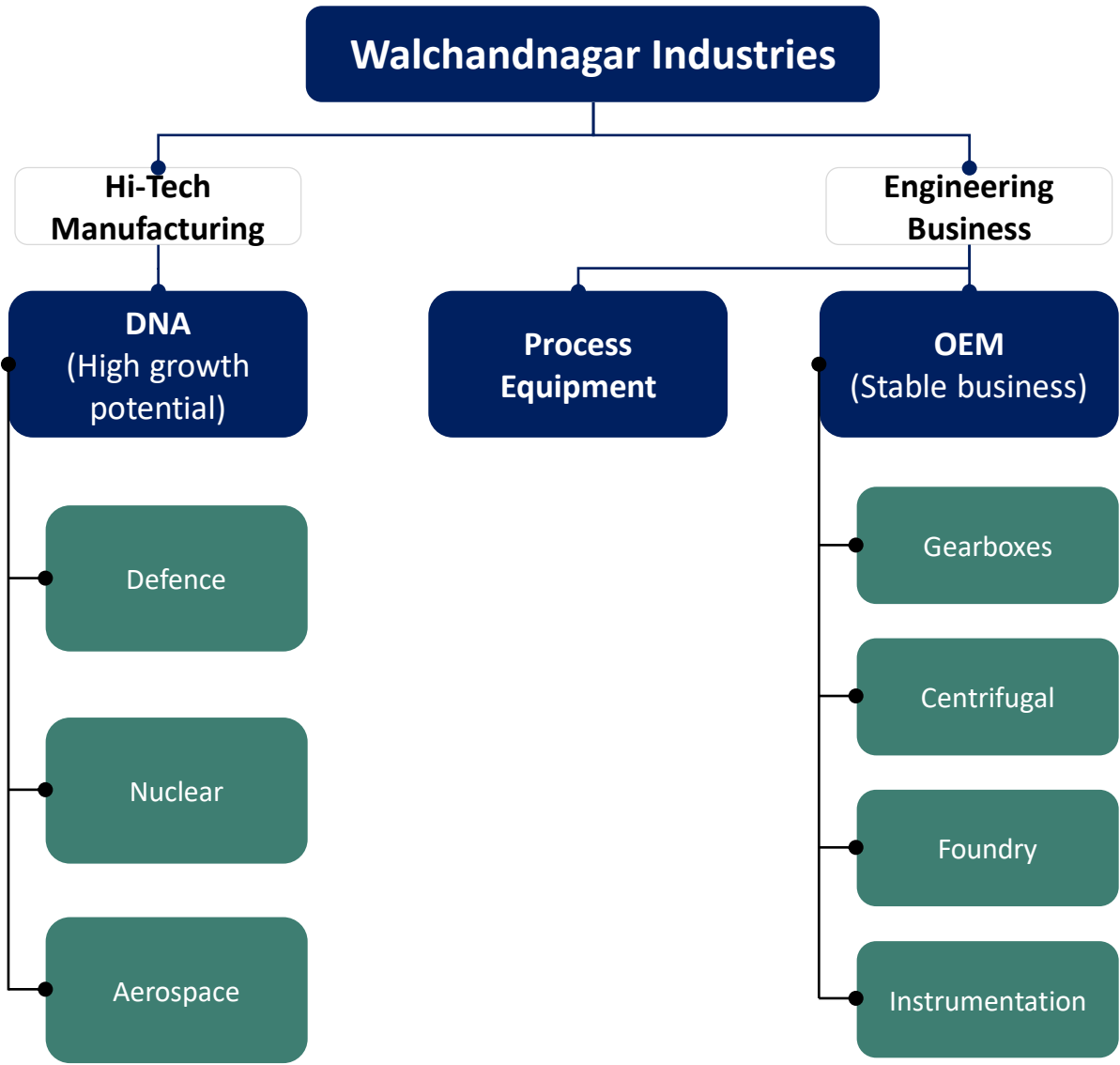
Founded India's first modern shipping company, significantly reducing dependence on foreign shipping lines

#### Infrastructure

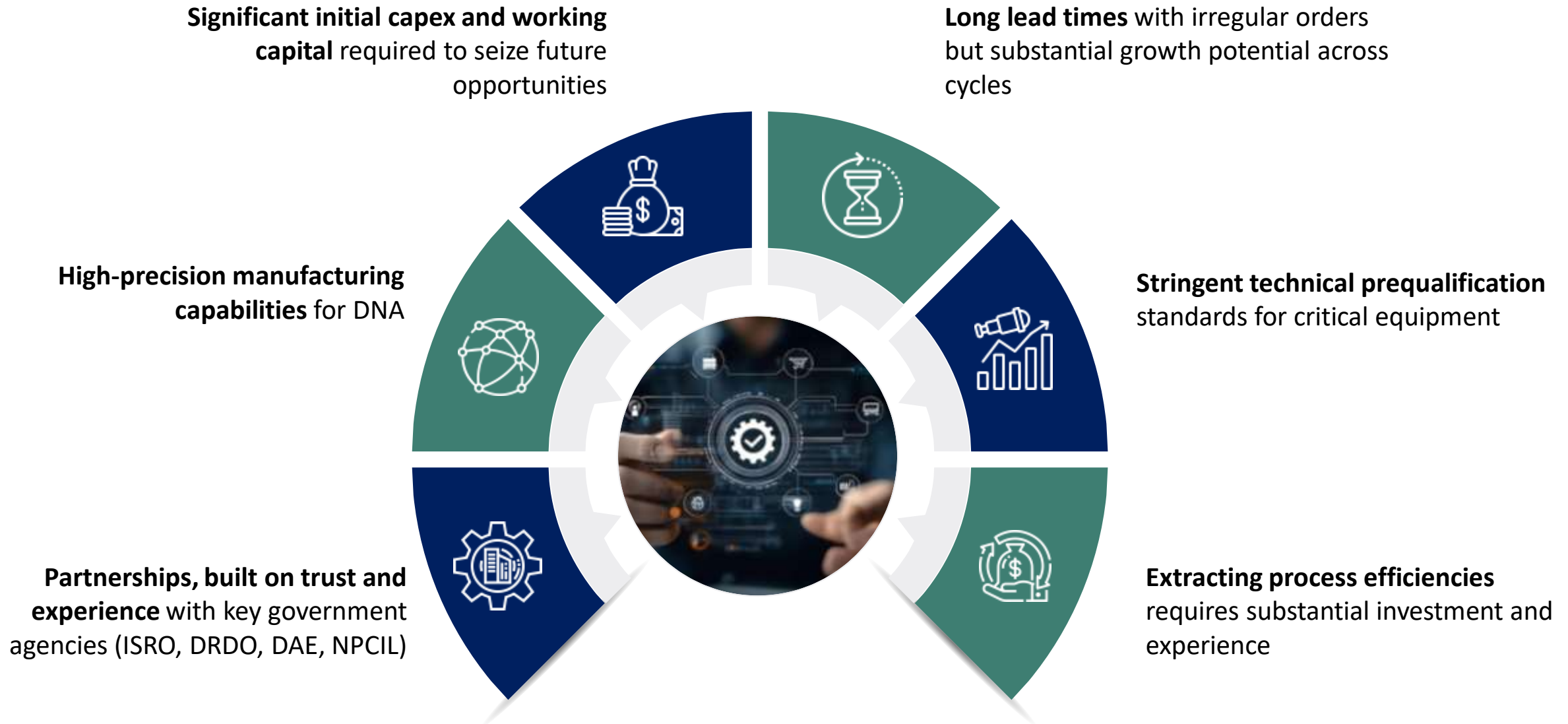
**Contributed to organized farming and infrastructure**

Made advances in irrigation, rural infrastructure, and modern farming techniques

# Leadership position in high growth businesses...



## ...With high Entry Barriers...



## Build on strong foundation

**100+**

**Years of Engineering  
Excellence**

**50+**

**Years of  
association with DAE, NPCIL,  
BARC, ISRO and MoD**

**1000+**

**Propulsion  
Systems Supplied for  
Indian Missiles**

**4500+**

**Centrifugal Machines  
Supplied**

**600+**

**Turnkey projects  
Executed (EP Projects)**

**6500+**

**Gearboxes Installed  
Globally**

### **Critical equipment manufactured for India**

First Inter-continental ballistic missile Agni-V & Akash, Bharat Small Reactors, Maiden Moon mission "CHANDRAYAAN-I / II / III, Mars Orbital Mission Mangalyaan



Defence Nuclear and Aerospace

# Presence in businesses with unprecedented growth potential...

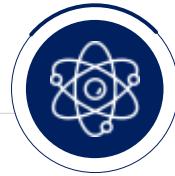
- The Company is engaged in inherently sensitive and secretive Defence, Nuclear and Aerospace (**DNA**) programs of national importance
- Given the rigorous prequalification requirements, competition in these industries is limited
- Amongst select companies with high-precision Defence, Nuclear and Aerospace-related manufacturing facilities under one roof



## Defence



- Defence Research and Development Organization (DRDO) is responsible for the designing, R&D and engineering of products
- GOI has allotted ₹ 6,21,941 Cr to MoD with earmarking ₹ 1,05,518.43 crore for domestic capital procurement
- Defence production size in India is expected to be ₹ 2,10,000 Cr by 2025



## Nuclear



- Nuclear Power Corporation of India (NPCIL) is the government entity responsible for electricity generation from nuclear sources
- 100 GW of addition , outlay of ~Rs 20,00,000 Cr
- SMRs alone hold a potential business value of ₹ 2,00,000 Cr (USD 25 billion)
- GOI has allotted 20,000 Cr in the budget Feb 25 for development of SMR



## Aerospace



- Indian Space Research Organization (ISRO) is responsible for the designing, R&D and engineering of products
- India aims to establish the Bharatiya Antariksha Station by 2035, with a five-module design. The first module, BAS-1, will launch by 2028
- The Indian government has committed ₹ 20,193 Cr for future space exploration

# supported by strong expertise and customer relationships

1

The Company is one amongst the major qualified manufacturers in the DNA segment:

**Aerospace: 1 of 2/3**

**Nuclear: 1 of 4**

**Defence: 1 of 2/3**

2

With over **50 years of experience** in manufacturing **critical equipment for India's key sectors**

3

**Excellent track record particularly in quality**, which helps in repeat business and high customer satisfaction

4

**Engagement at the R&D stage** of major projects positions us well to be eligible for order receipt

5

**Adaptable and flexible infrastructure**, along with resources, enables us to meet customized product delivery

6

**Decades of association with NPCIL, DRDO, BARC, ISRO & MoD**

7

**Order visibility** with a minimum **25% share** of total orders.

8

**Proprietary manufacturing technologies** developed specifically for certain customers and projects

9

**Consistently meeting and exceeding all regulatory and quality control** standards with precision

10

**Highly experienced management and trained manpower**

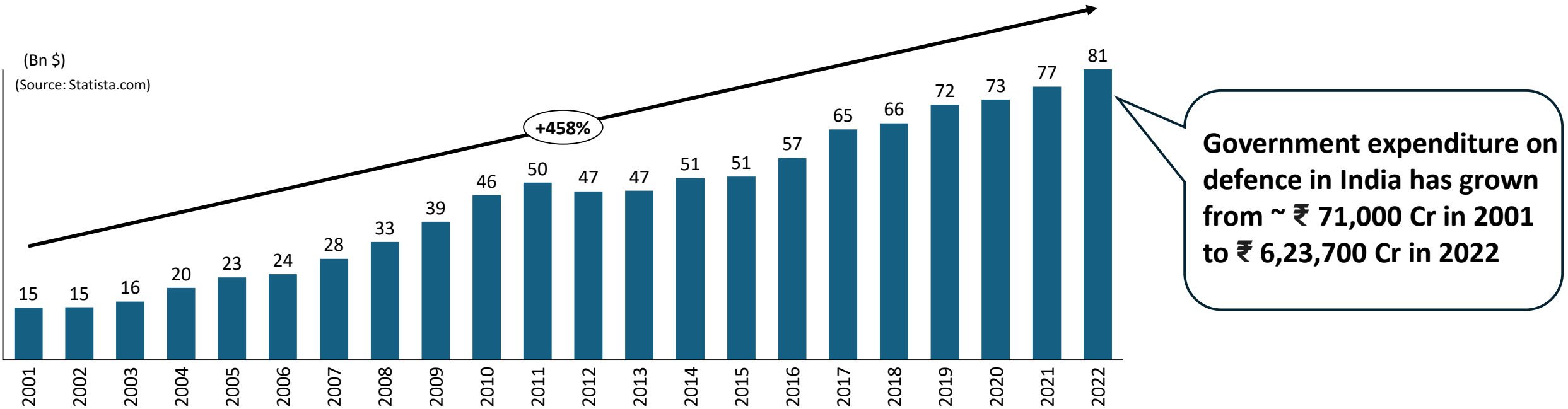




**Defence**

# Huge increase in Defence spending over the years

India moved to 3<sup>rd</sup> largest spender in 2022 from being the 9<sup>th</sup> largest defence spender in 2000



- Global geo-political tensions and India's rising focus on self-reliance in the Defence sector is fueling order flows
- India is the second-largest importer of defence equipment worldwide
- The 'Make in India' (Aatmanirbhar) initiative, aims to achieve 70% indigenization in the Defence sector
- The recent triumphant flight tests of the VL-SRSAM, Agni, RudraM-II, and ITCM mark a significant boost for India's indigenous missile development, showcasing remarkable progress and inspiring future advancements
- From a public sector and import-dependent industry, India's Defence industry has been constantly evolving over the last two decades with measured relaxations for private sector participation

# Defence opportunities going ahead

## India approves mega defence deals worth Rs 80,000 crore for nuclear submarines and predator drones

Story by hanshika.ujlayan@wionews.com • 5d • 2 min read



## Air Force approves production of 200 Astra missiles

The clearance was given to the DRDO and public sector firm BDL, during a recent visit by Indian Air Force Deputy Chief Air Marshal Ashutosh Dixit to Hyderabad.

**‘Most advanced ships to be built in India’:**  
Defence ministry to clear mega ₹ 70,000 crore order for new stealth warships



## India set to boost aircraft manufacturing, government to collaborate with HAL and NAL

"We are taking help from HAL (Hindustan Aeronautics Ltd) and NAL (National Aerospace Laboratories) and other industry partners we have," Naidu stated.

# The Company's contributions across a wide array of projects



**Developed various processes**, including welding technology, for manufacture of motor cases of missiles of Agni series



Contributed to DRDO, in development, manufacture and **supply of aluminum alloy bridge Kartik / CEASE Bridge**



**Developed special manufacturing processes, inspection & testing methods**, exclusive facilities, strongly backed by engineering/design experts



**Successfully manufactured, tested and delivered more than 1000 sets of rocket motor casings for Missile programme**

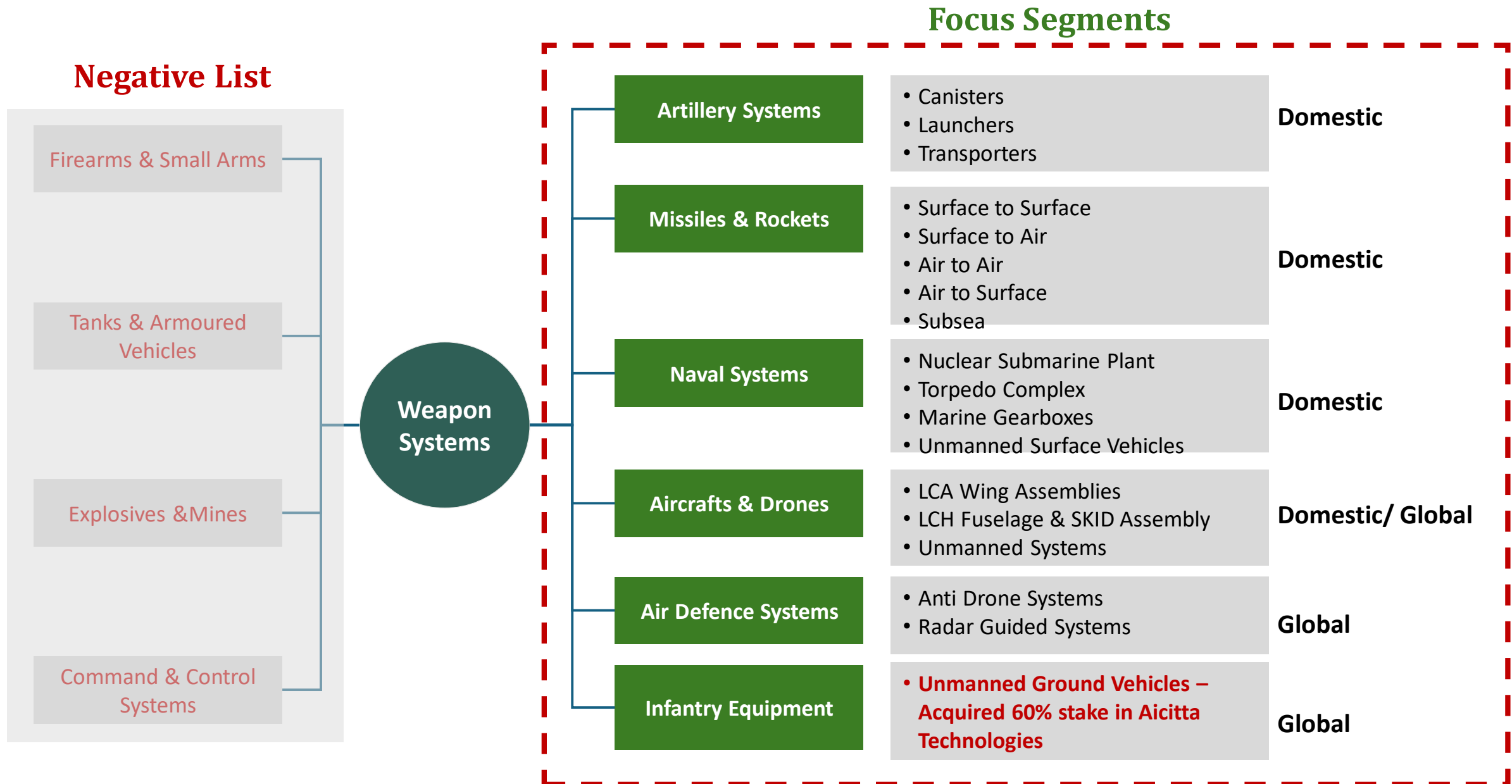


Manufacturing capability to produce gearboxes with **highest class of accuracy with low noise**

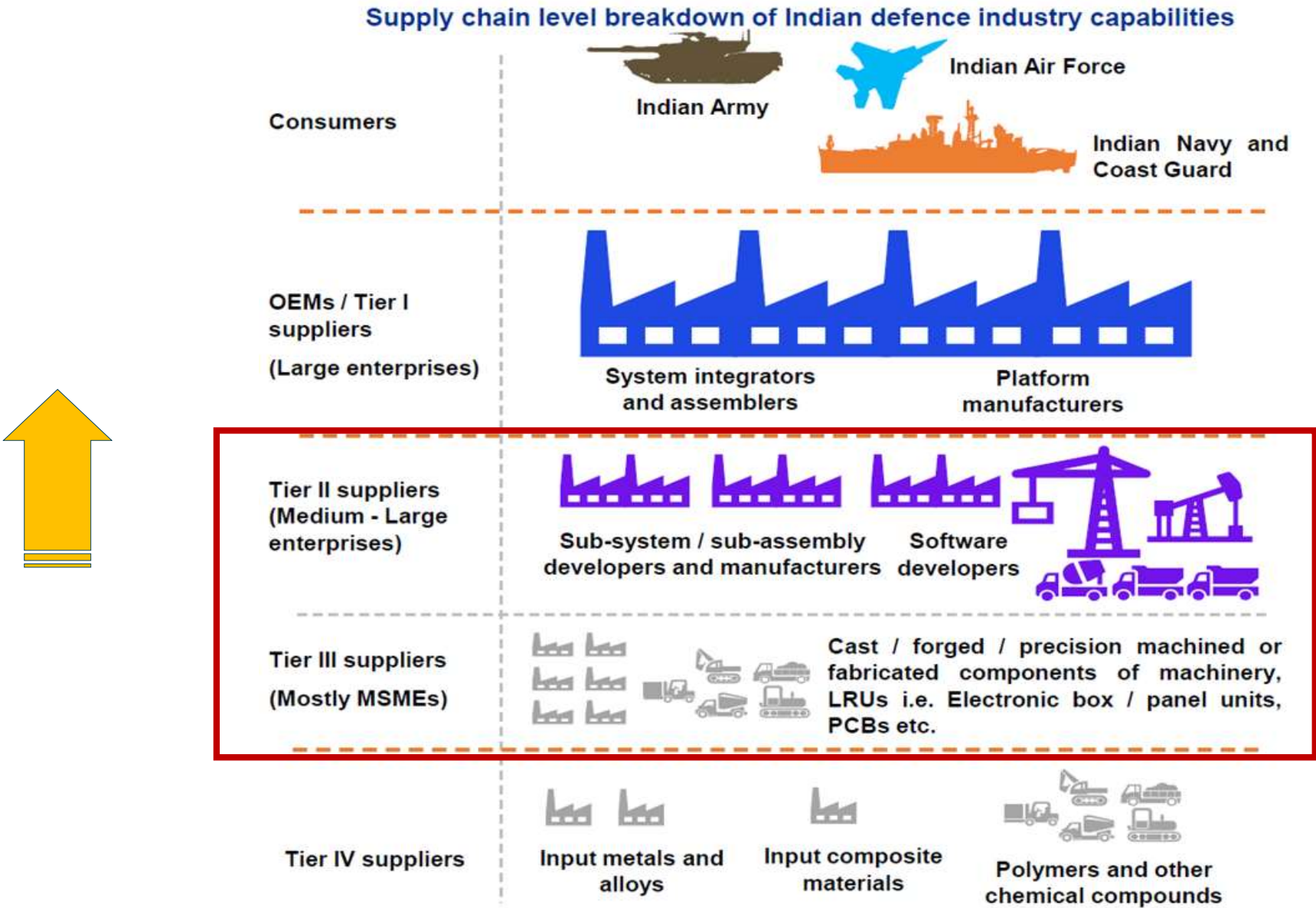


**Executed surface launcher projects with associated hydraulics and control systems for the Agni missile programme**

# Total opportunity size of over Rs 100,000 Cr with EBIDTA ranging 25-40%

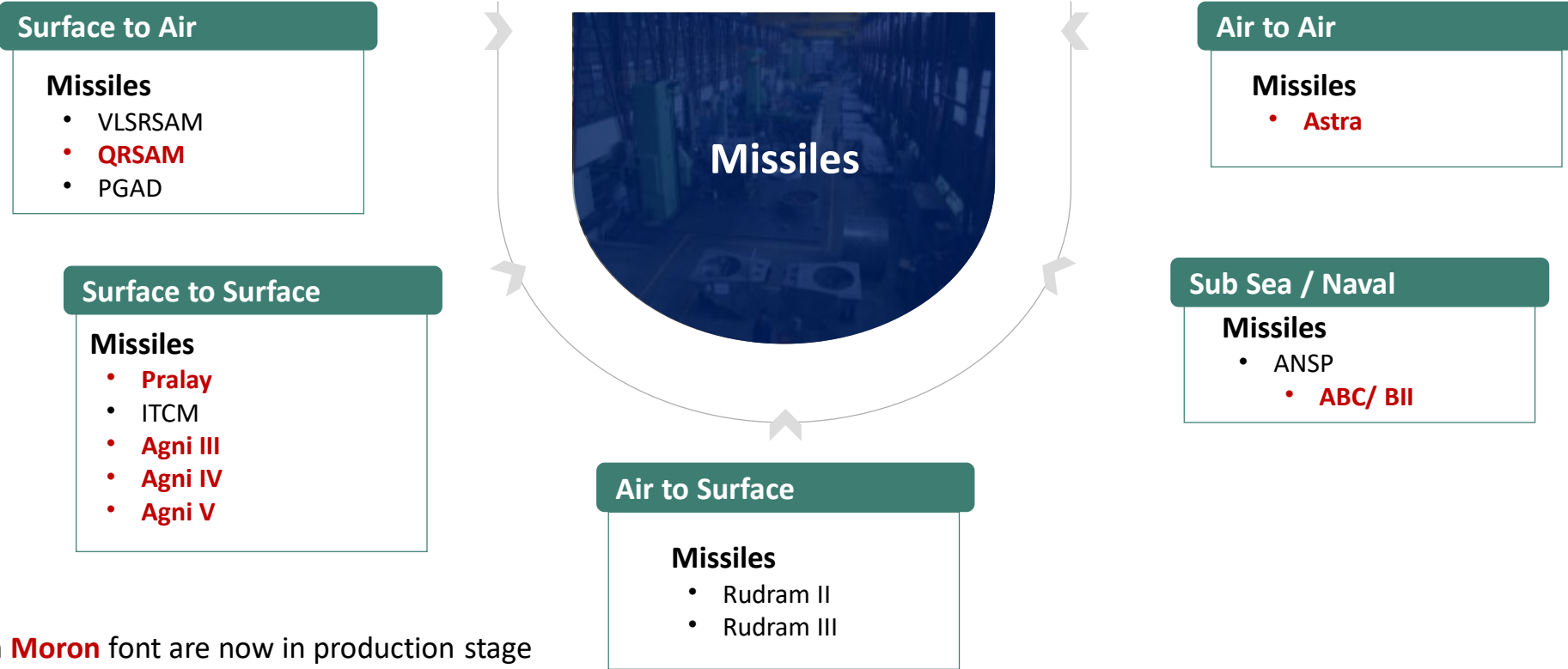


Focus is to move up the value chain and become a Tier II supplier, eventually look at building own products



# The Company is part of majority of the Missile programs underway

The Company has played a key role in strengthening India's defence across land, air, and sea	Partnered early with DRDO to advance indigenous defence infrastructure
Contributed to tactical missiles, strategic articles, and critical equipment production	Supports India's push for self-reliance in defence technology



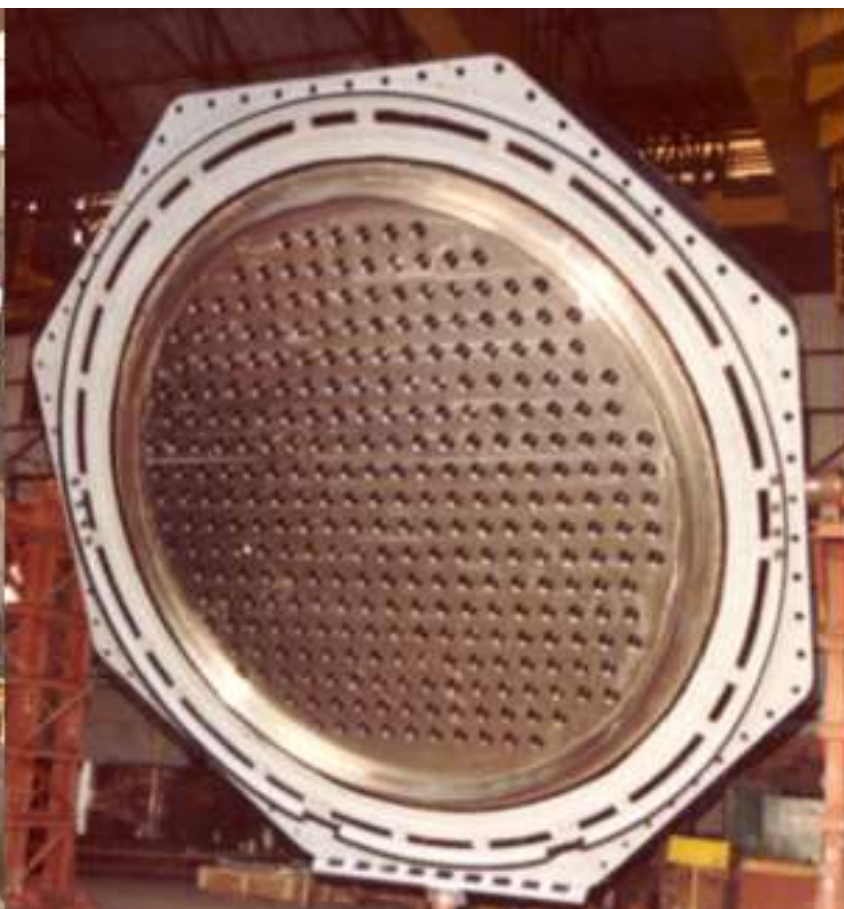
**Note:** Missile names in **Moron** font are now in production stage

Four programs have reached production stage and more over the next 2 years

# Competitive landscape in the defence space for the company

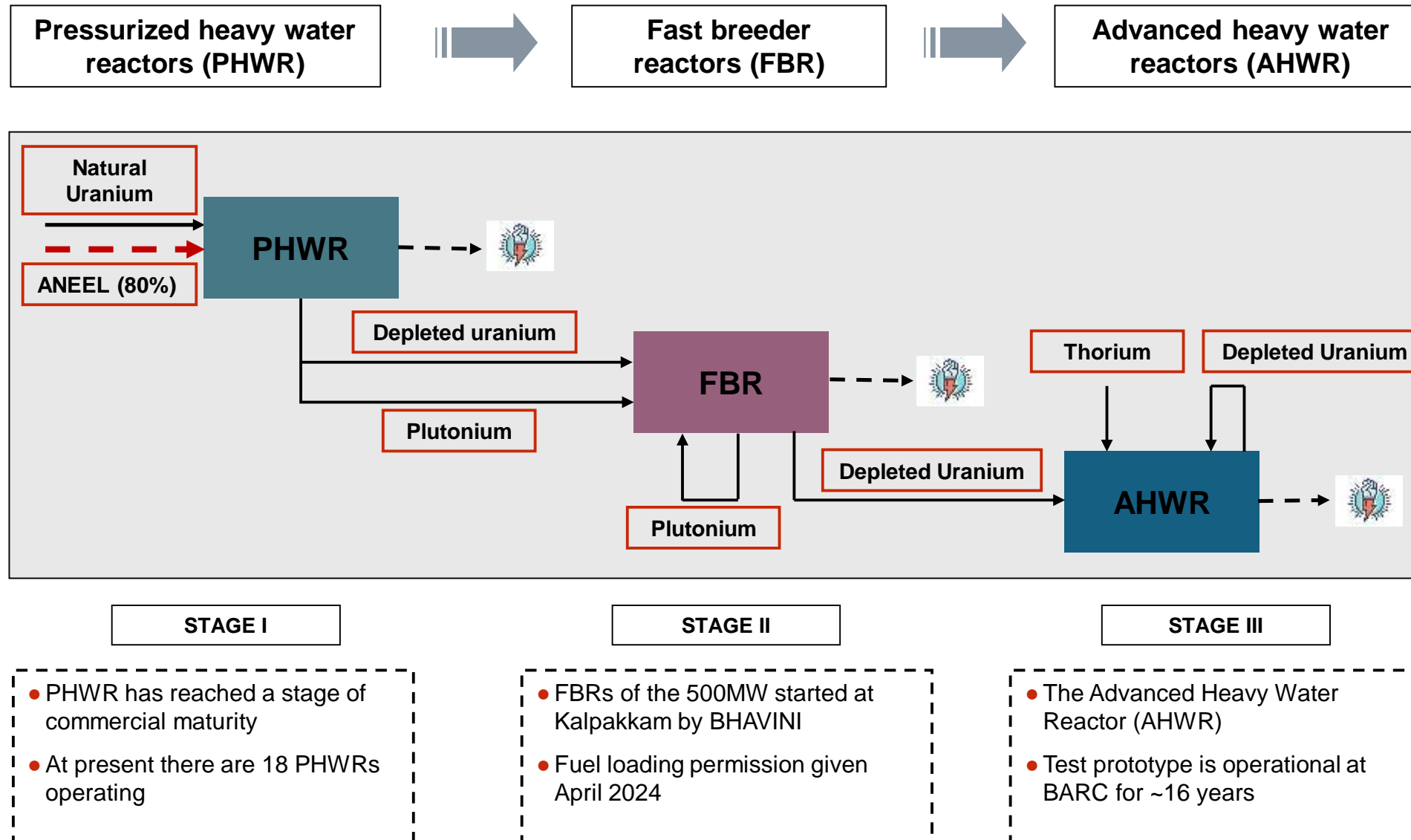
Products	The Company	L&T	Godrej	BEML	Aditya	BAPL	SVAPL	Associate Engineers	EPHL	TASL	Gopal Aerospace
Missiles*	✓	✓	✓	✓	✓	✓	✓				
Canisters	✓	✓	✓	✓				✓			
Transporters	✓	✓	✓						✓	✓	✓
Launchers	✓	✓	✓						✓	✓	
Torpedoes	✓	✓	✓								
Mast	✓	✓									

**Note:** While the table shows many players in Missile business, at an individual missile level there are no more than 3 players. In most there are only two players



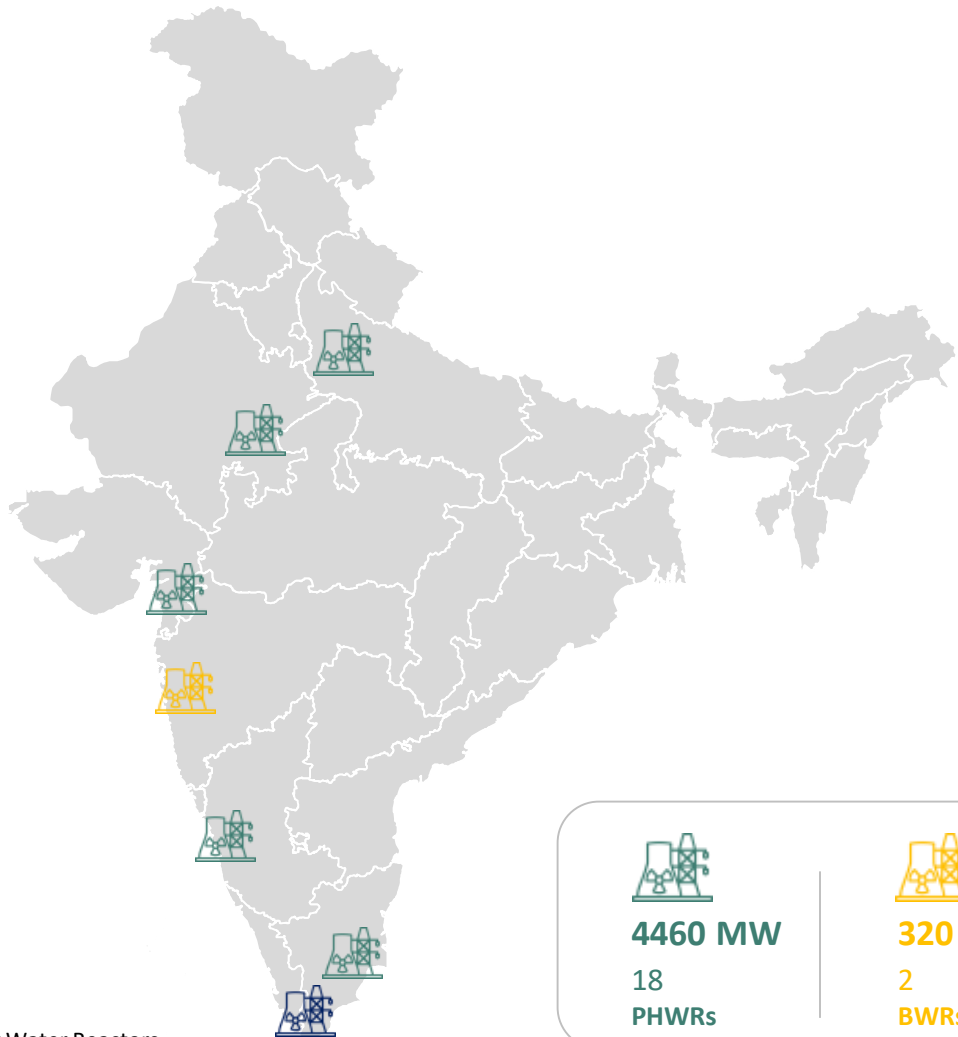
Nuclear

# The Indian indigenous nuclear program has been visualized to grow in three stages viz. PHWR, FBR and AHWR, currently focused on PHWR and FBR



# India has 22 operational nuclear plants amounting to 7480 MW

## Operational Capacity



**PHWR:** Pressurized Heavy Water Reactors  
**BWR:** Boiling Water Reactor  
**VVER:** Water Water Energetic Reactor (Russian Technology)

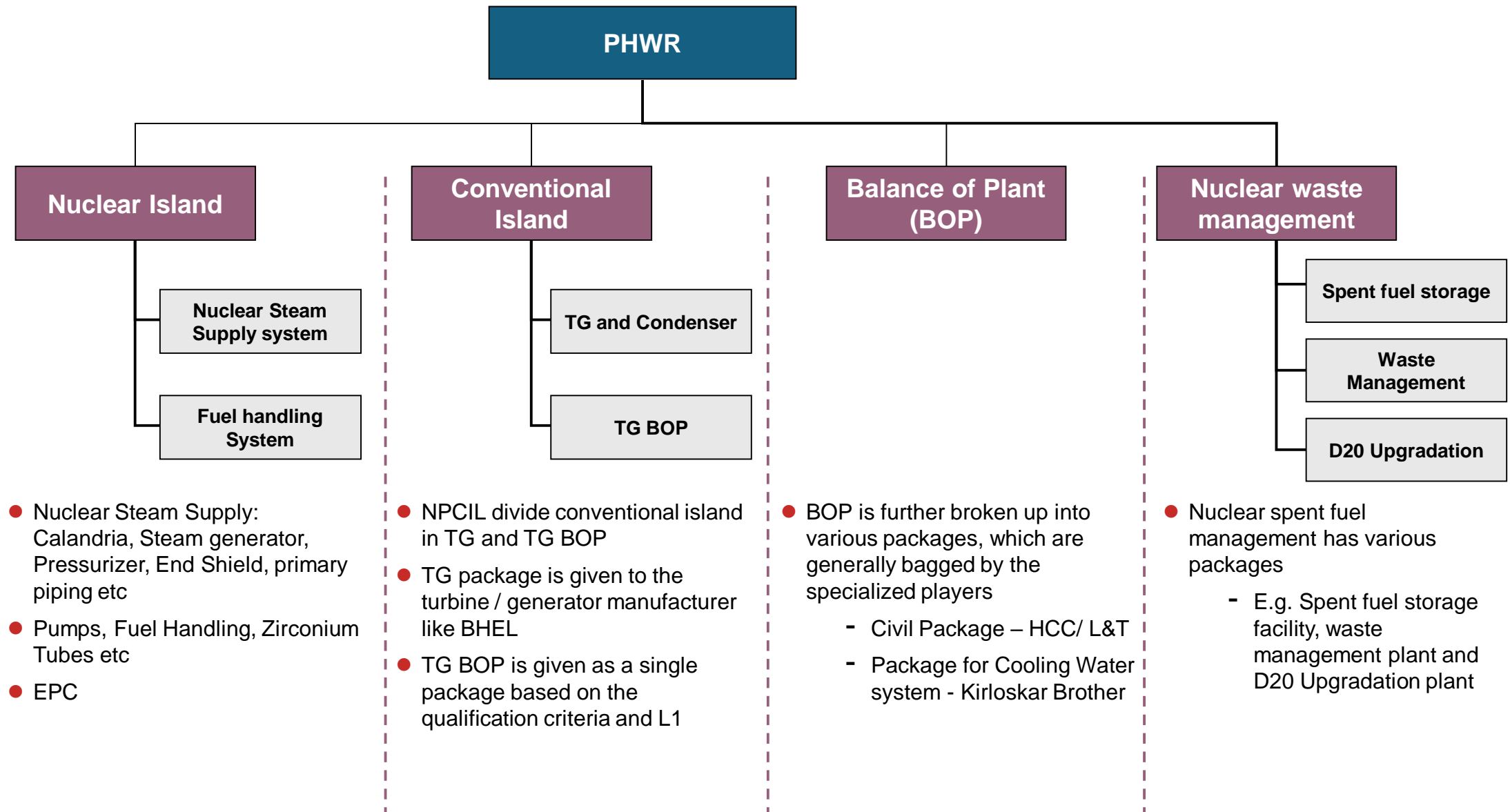


# 7480 MW

22 OPERATIONAL REACTORS

The Company Supplies to these Reactors	
Equipment	Reactors
Calandria	14
End Shield	3
Moderator Hx	4
Bleed cond	2
Hairpin Hx	1
FM Cooler	1

# Nuclear power plant can be segmented as nuclear island, conventional island, Balance of Plant (BOP) & waste management with NPCIL being the key client



# The Company is a major contributor to India's Nuclear Energy Infrastructure

Partnered with the Department of Atomic Energy (DAE) for over 40 years

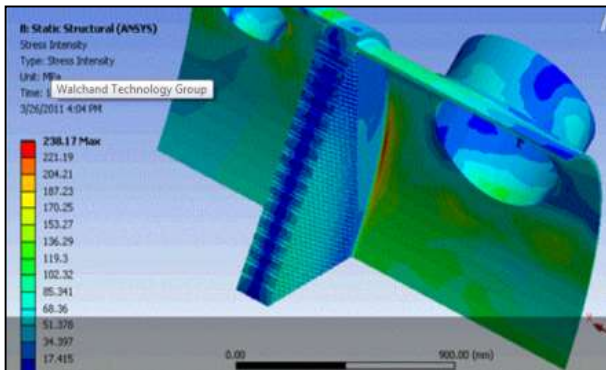
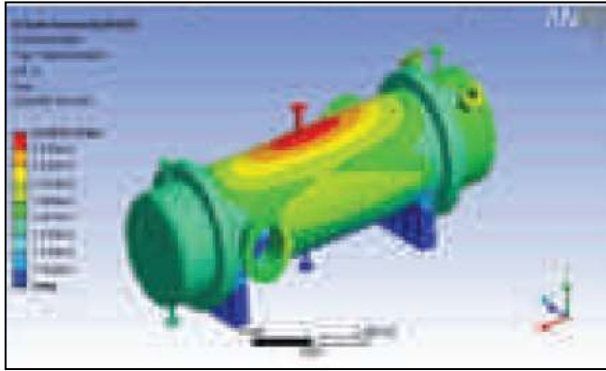
Collaborates with: NPCIL, BARC, BHAVINI

Specializes in manufacturing and supplying core equipment for nuclear power plants

Pre-qualified to supply Class I nuclear components

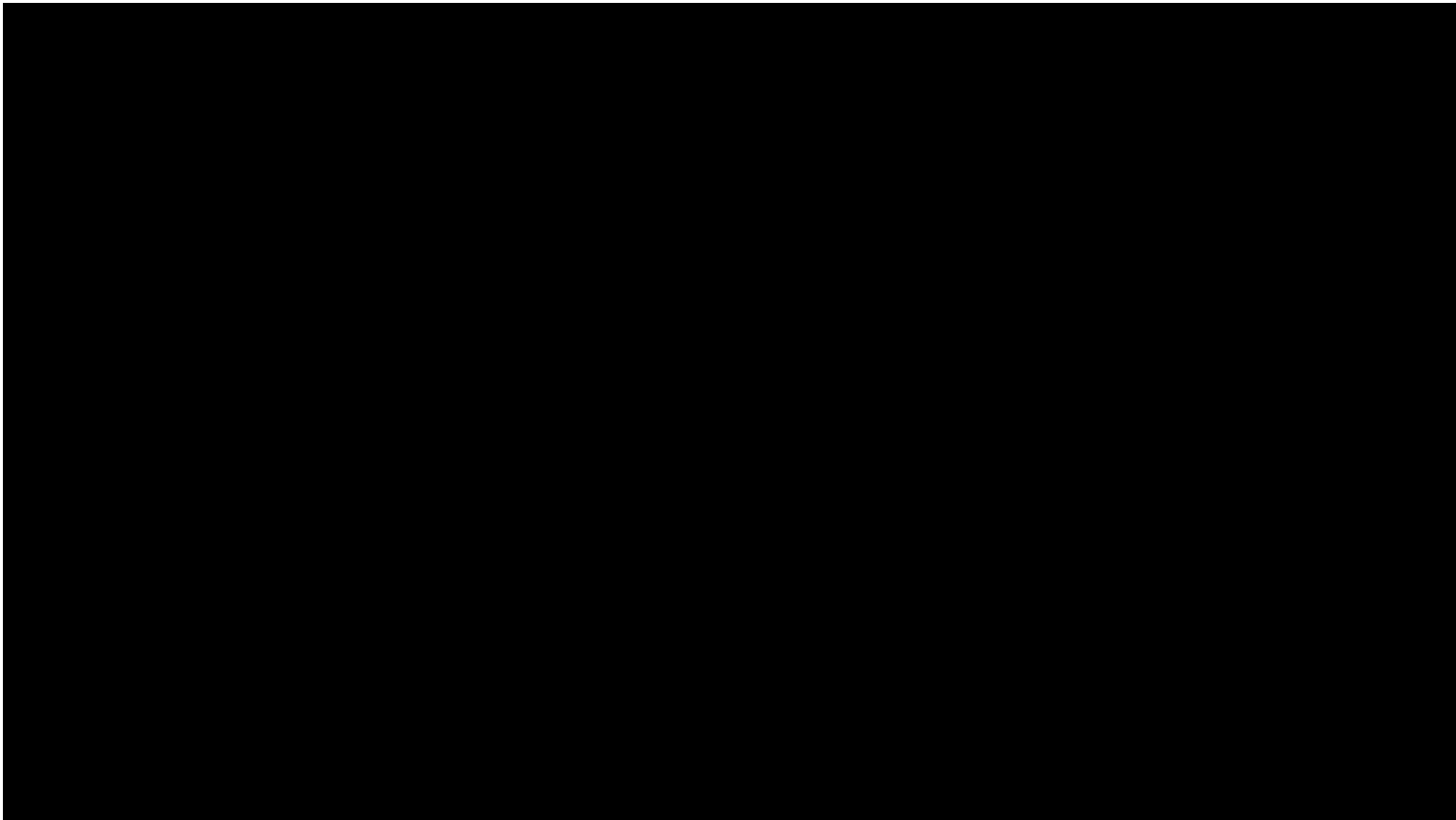
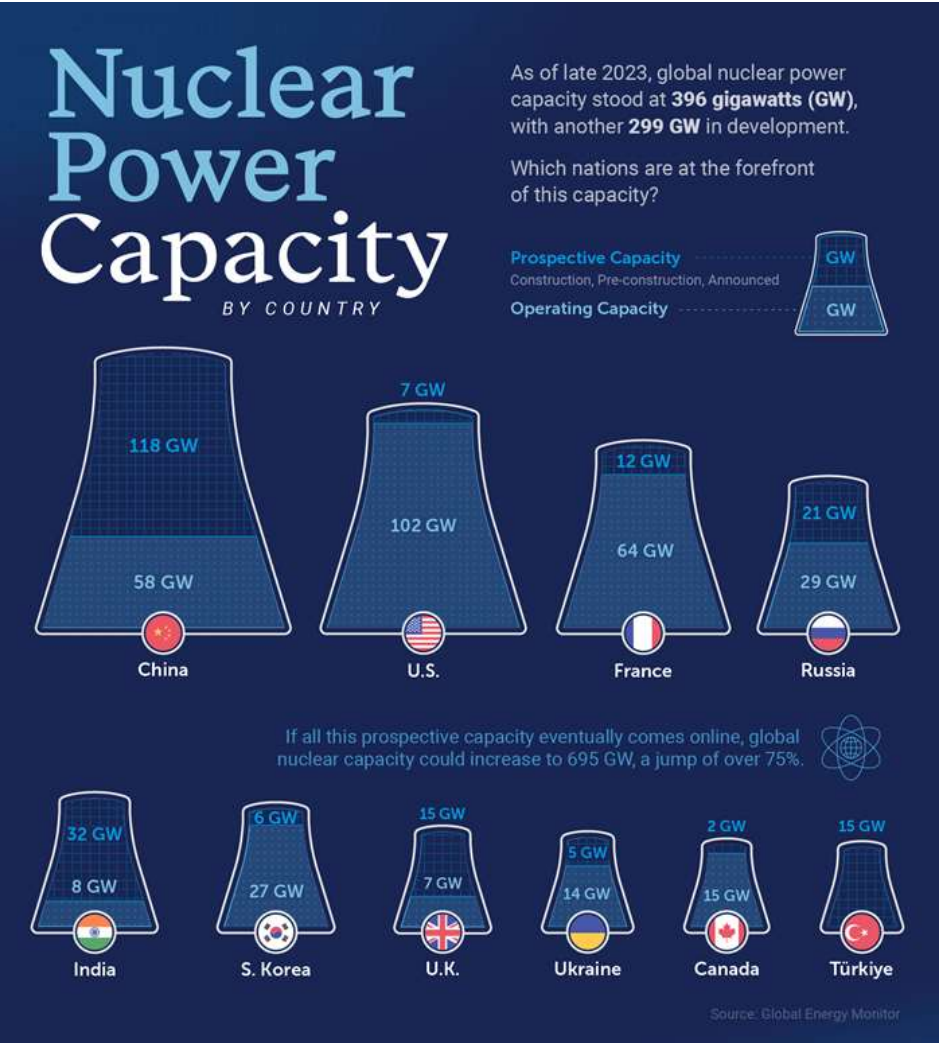
Excels in producing components from exotic materials

Adheres to international standards and inspection requirements



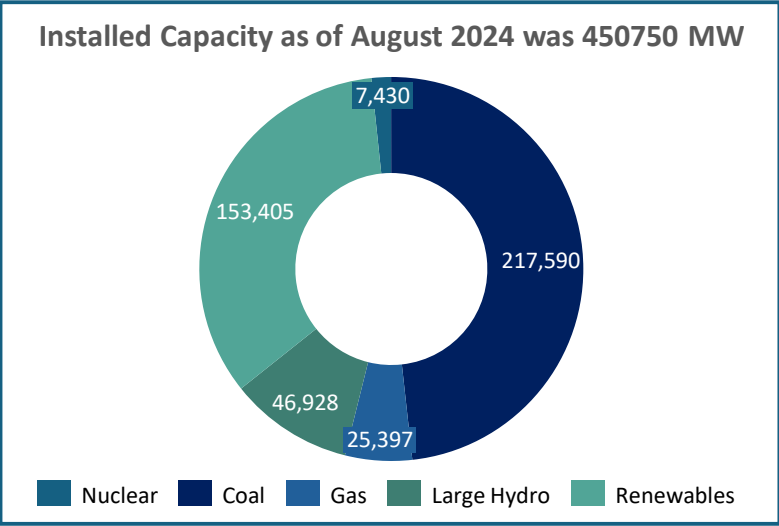
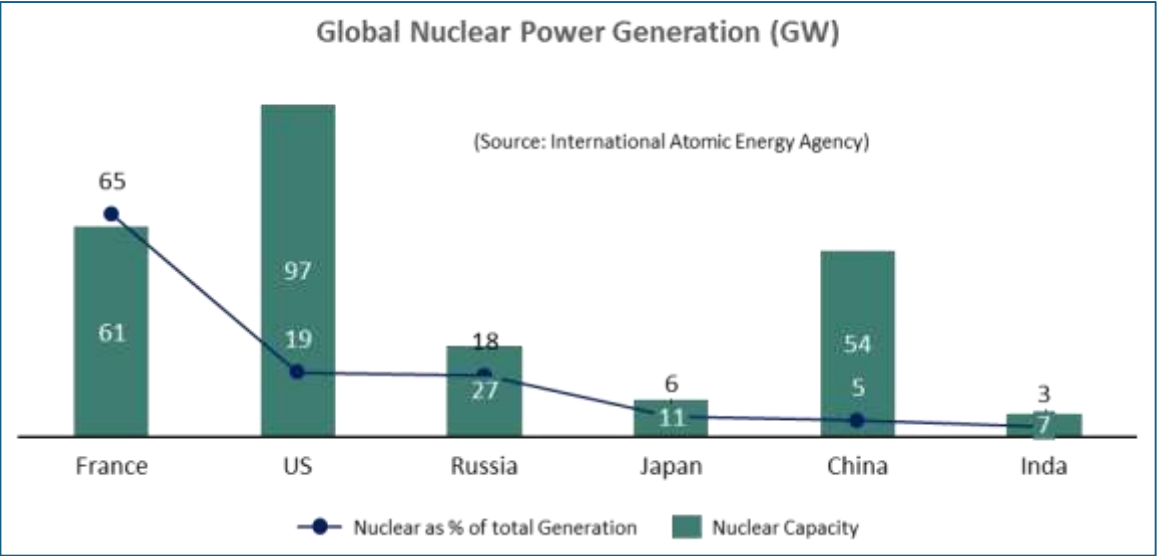
Honoured with the Indian Nuclear Society's "Industrial Excellence Award" for significant contributions to nuclear equipment manufacturing

# Accelerated adoption of Nuclear energy in the power mix to achieve Net Zero targets



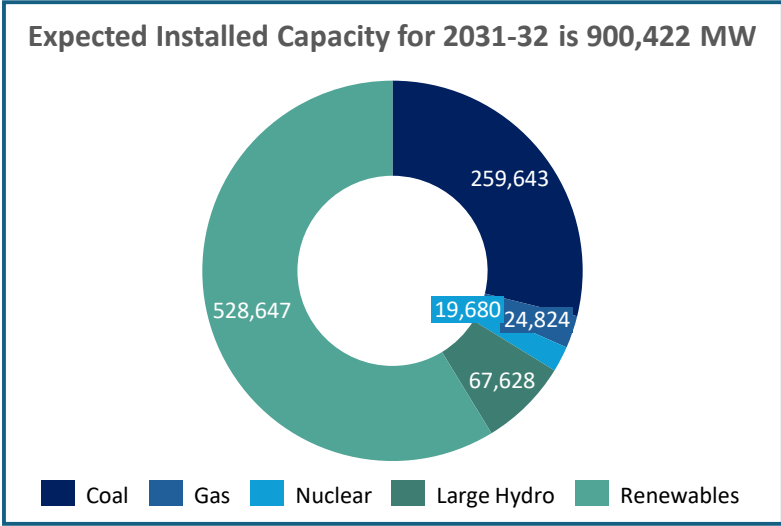
# Making it an important source in our power mix

- India is committed to achieving the country's ambition of **Net Zero Emissions by 2070**
- Nuclear is expected to contribute **25% of the total electricity requirement** from nuclear energy by 2050 v/s ~3% at present



(Source Ministry of Power)

Nuclear capacity growing nearly **3x** in the next 5-6 years



# 100 GW Nuclear Energy envisaged by 2047 with quick commitments from Industry

## Budget 2025: Nuclear Energy Mission launched to drive clean energy transition, 100 GW by 2047

ET Online | 01 Feb 2025, 12:34 PM IST

Finance Minister Nirmala Sitharaman presented the Union Budget 2025 with several significant announcements. States will be allowed an additional borrowing of 0.5% of GSDP contingent on implementing reforms. A nuclear energy mission was introduced, aiming for 100 GW by 2047, with a ₹20,000 crore R&D fund for small modular reactors. The Atomic Energy Act will undergo amendments to facilitate private sector participation. A revamped shipbuilding policy, including financial assistance and a maritime development fund of ₹25,000 crore, will boost the maritime industry.

## Jindal Nuclear plans to build 18GW nuclear power capacity

### Synopsis

Jindal Nuclear plans to invest about Rs 1.80 lakh crore for building 18GWe of nuclear power capacity in India over the next two decades. This initiative aligns with the Government of India's goal of achieving 100GWe of nuclear power by 2047. These projects will use advanced technologies, create jobs, and support sustainable economic growth.



Jindal Nuclear

**Jindal Nuclear** will make significant investments to build an 18GWe of nuclear power generation capacity in the country over next two decades. This strategic initiative aligns with the Government of India's Union Budget 2025 announcement, which targets 100GWe of nuclear power capacity by 2047, supporting sustainable economic

GLOBAL INVITATION FOR AN EXPRESSION OF INTEREST  
SIRKING PROVEN AND QUALIFIED COMPANY FOR THE CONSTRUCTION & SUPPLY OF  
5,000 MWe OF NUCLEAR POWER IN INDIA

**UNMATCHED NUCLEAR OPPORTUNITY**

India is the 5th largest nuclear power generating country and the 4th largest consumer of electricity. The 100 GW target, announced by the Government of India, is a testament to the country's commitment to sustainable energy. The Atomic Energy Act will undergo amendments to facilitate private sector participation. A revamped shipbuilding policy, including financial assistance and a maritime development fund of ₹25,000 crore, will boost the maritime industry.

2025-26 Union Budget is looking towards the nuclear power to build the nation's energy.

- We are looking for a globally recognized company with a proven track record of designing, building and operating nuclear power to address our nuclear power program.
- We are looking for a company with a proven track record of managing large-scale construction projects, such as power plants and infrastructure projects, and the ability to manage and coordinate support and be provided by industry.

**WE PARTNER WITH INDIA**

We are looking for a company to build the nation's energy.

India is a global leader in nuclear power generation, operating a diverse portfolio of nuclear power, with efficient assets. As a developer, proven and qualified company for the construction and supply of 5,000 MWe of nuclear power in India, we are looking for a company that can provide a proven track record of managing large-scale construction projects, such as power plants and infrastructure projects, and the ability to manage and coordinate support and be provided by industry.

At the close of the tender, the company will be invited to submit a detailed proposal to build the nation's energy. The company will be invited to submit a detailed proposal to build the nation's energy. The company will be invited to submit a detailed proposal to build the nation's energy.

NO.	DESCRIPTION	REMARKS TO THE TENDER
1.	Technical Bid	• Detailed technical description of the project • Detailed description of the project • Detailed description of the project
2.	Financial	• Detailed financial description of the project • Detailed description of the project • Detailed description of the project
3.	Executive	• Detailed executive description of the project • Detailed description of the project • Detailed description of the project

**vedanta**  
Powering the world

## Budget effect: Tata Power mulls nuclear reactor biz foray

Tata Power considers entering SMR segment amid government's push for private investments in nuclear energy

Updated | February 04, 2025 11:51 pm IST | @BNSIPJ

THE HINDU BUREAU



Image for representation

With the Union Budget unveiling a new ₹20,000 crore Nuclear Energy Mission to develop at least five indigenously designed and operational small modular reactors (SMRs), Tata Power Company Ltd. on Tuesday (February 4, 2025) said it is mulling a foray into the SMR segment.

The government has said it is looking at active partnerships with private players, and promised amendments to the Atomic Energy Act and Civil Liability for Nuclear Damage Act to encourage private investments in nuclear energy.

# Power house of opportunity - 700 MW PHWR's

Equipment	Qty per reactor
Calandria	1
Moderator Hx.	2
End Shied	2
D <sub>2</sub> O	1
Pressuriser	1
Bleed Condenser	1
PDHRS	4
Distillation Column	2
Reactor Header	8
Steam Generator	4

**The Company qualifies for ~Rs 1000 crores worth of equipment per plant**

## The Company's contributions



**Moderator Heat Exchanger**  
Used in nuclear island cooling systems



**End Shield**  
Used to prevent direct radiation field that comes from the reactor's core region



**Hairpin Heat Exchanger**  
A heat exchanger is a system used to transfer heat between a source and a working fluid



**Calandria**  
A tank which is the core of the reactor

# India's Cost Competitiveness & Proven Track Record in SMR's

Small Modular Reactors	Capacity MWe	Cost per Reactor	Cost per MWe
BSR / Indigenous (14 Operating Plants- <b>Proven Technology</b> )	220	3,960	~18 cr
SMR / Rolls Royce (Will be operational around 2030-31- <b>Untested Technology</b> )	470	19,800	42 cr
SMR / NuScale (Will be operational around 2030-31- <b>Untested Technology</b> )	50	6,432	129 cr

(Source: Ministry of Power)

- Small modular reactors (SMRs) are advanced nuclear reactors that have a power capacity of up to 300 MW(e) per unit
- SMRs can produce a large amount of low-carbon electricity
- Smaller footprint allows siting in locations unsuitable for larger nuclear plants
- Prefabricated units can be manufactured, shipped, and installed on-site
- More affordable to build compared to custom-designed large reactors
- Reduced Cost and construction time savings

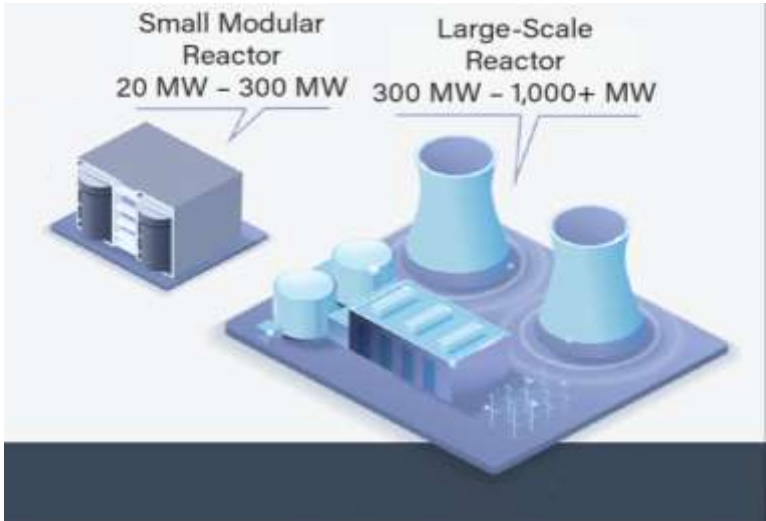
Steam Generator

Calandria

End Shield



Gol has announced Bharat Small Reactors (BSRs) of 50 Nuclear Power plants of 220MWe which amounts to the total expected investment of ~ ₹ 2,00,000 Cr in equipment



## Exponential growth opportunity in BSR (220MW)

(₹ Cr)

Sr. No.	Project	Qty. / Set per reactor	No. / Set
1	Calandria	1	No.
2	Moderator Heat Exchanger	2	No.
3	End Shield	1	Set
4	D2O	1	Set
5	Pressuriser	1	No.
6	Bleed CD	1	No.
7	PDHRS	4	No.
8	Distillation Column	2	No.
9	Reactor Header	8	No
10	Steam Generator	4	No

**The Company qualifies for ~Rs 700 crores worth of equipment per plant**

## For the Nuclear Island equipment, WIL, L&T, Godrej and BHEL are the key competitors

Equipment	WIL	L&T	Godrej	BHEL	Others
Calendria	✓	✓	✓		
End Shield	✓	✓	✓		
Pressurizer	✓	✓		✓	
Heat exchangers	✓	✓	✓	✓	ISGEC
Distillation Column	✓	✓			TEMA
ECCS Accumulator	✓	✓	✓	✓	ISGEC
Steam Generator	✓	✓	✓	✓	
Reactor Headers	✓	✓		✓	

# Growth Opportunities in Nuclear Waste Management

01

The global nuclear waste management market size surpassed \$ 4.87 billion in 2023 and is estimated to increase from \$ 4.95 billion in 2024 to ~\$ 5.87 billion by 2034 at a CAGR of ~1.72%

02

The global nuclear waste management market is segmented by waste type: high-level waste (HLW), intermediate-level waste (ILW), low-level waste (LLW). With higher levels of radioactivity than other types of spent nuclear fuel, HLW is a major challenge

03

With the increasing number of nuclear facilities, more and more ILW & HLW will be produced annually in India. Nuclear waste management service as a risk mitigation measure, offers strong growth potential for companies with strong nuclear industry knowhow

The steps required for the successful disposal of radioactive waste materials are outlined below



Waste Collection



Waste  
Segregation &  
Transfer



Waste Treatment



Waste  
Conditioning



Waste Storage



Waste Disposal



Aerospace

# India's Aerospace Growth Drivers



Recent achievements such as the successful launch of **Chandrayaan-3**, **Aditya-L1** and **Mangalyaan** have strengthened India's global space standing

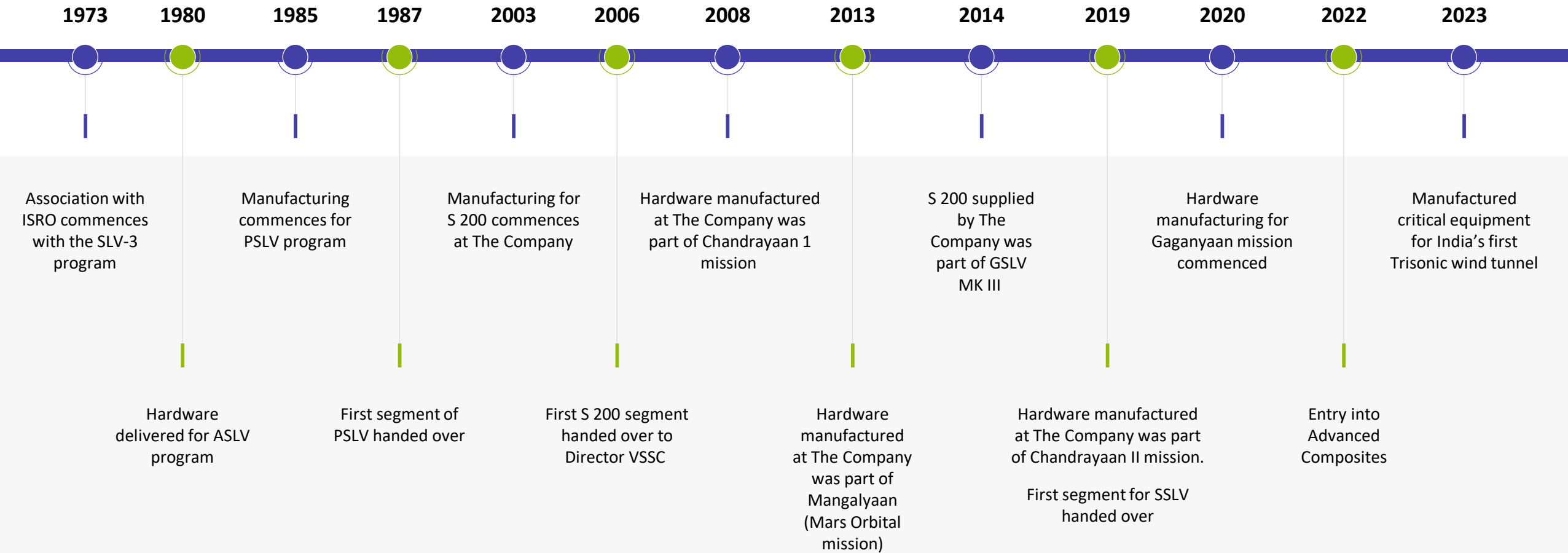
The Indian government has committed ₹ **20,193 Cr** for future space exploration projects

India plans to increase space launches fourfold in the next five years, aiming to grow its global space market share from **2-3%** to **8-10%**

The development of the **New Generation Launch Vehicle (NGLV)** will further enhance India's capabilities and open new markets. Additionally, India plans to construct a third Launchpad at the **Sriharikota spaceport**

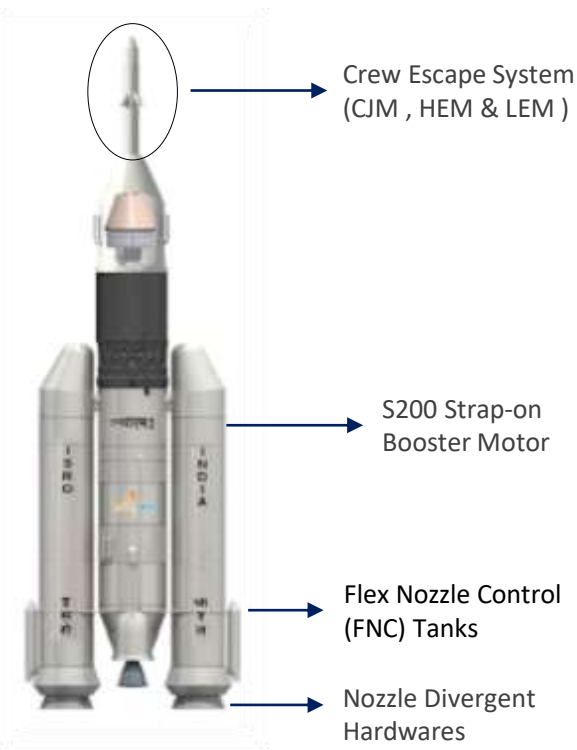
ISRO plans to establish the **Bhartiya Antariksh Station** by 2035, featuring five modules constructed in phases. The Base Module, slated for launch in 2028, will mark the project's first milestone

# Over 50 Years of Collaboration with ISRO

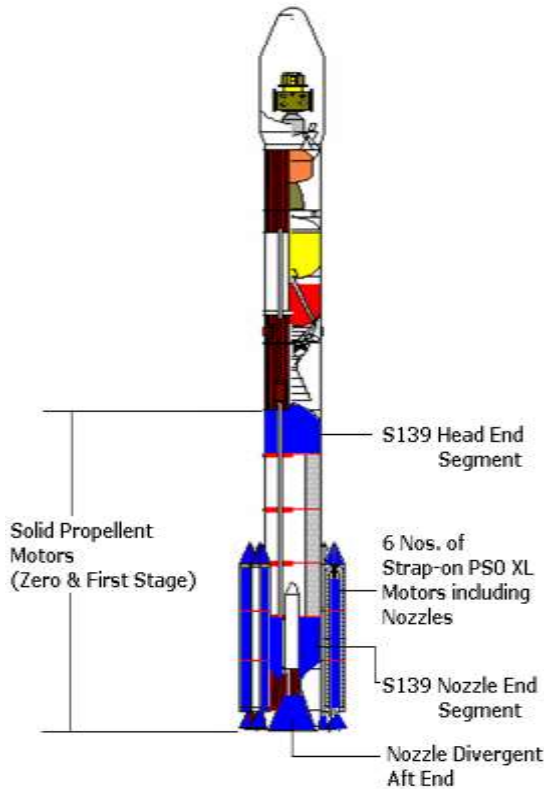
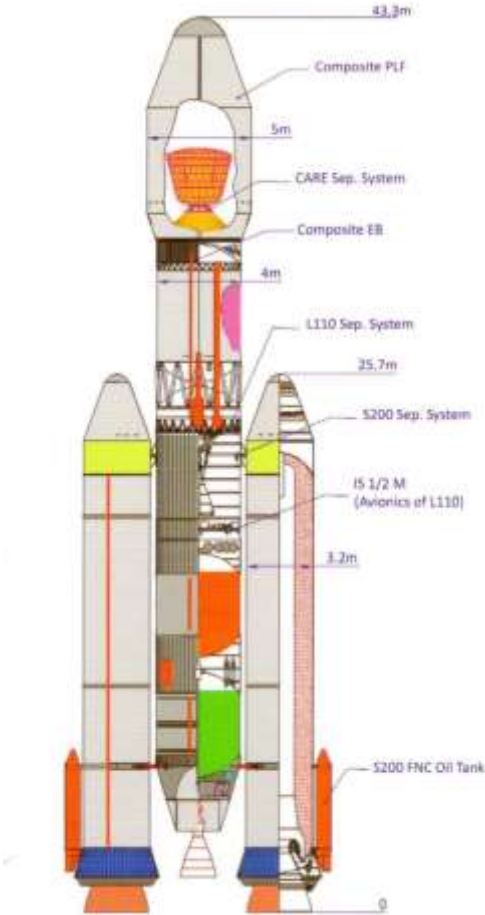


# Equipment's Manufactured by The Company

The Company provides sub-assembly parts for PSLV, GSLV, & SSLV



**Human Rated Launch Vehicle**  
(GSLV MKIII Derived)



Equipment Manufactured by WIL

# Contributed to Prestigious Missions - Chandrayaan and Mangalyaan

## 1 Chandrayaan I

Contributed significantly to India's lunar missions



## 2 Chandrayaan III

Provided critical components for the successful lunar mission



## 3 Mangalyaan

Contributed to India's first mission to Mars



# Critical Components Manufactured



Head End Segment (LVM3)



Nozzle End Segment (LVM3)



PSO XL Motor Casing(PSLV)



S200 PPT Set-Up



Head End Segment (PSLV))



Nozzle End Segment (SSLV)

# Privatization: Opportunity to own a launch vehicle IP



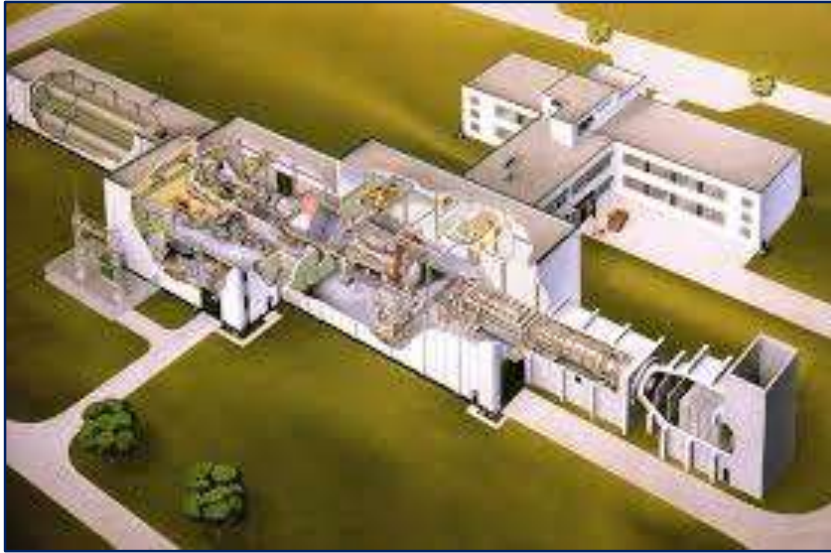
**SSLV**



**LVM 3**

- Government has planned to privatize the launch vehicle business Privatization status
  - **PSLV:** Won by HAL & L&T consortium
  - **SSLV:** We are part of the consortium with Agnikul and Alpha Design (Adani is an Investor with 26% stake).
  - LVM3:** Bidders – L&T, HAL, BHEL

## Contributed to India's First Trisonic Wind Tunnel with a new opportunity with NAL (~Rs 400 crores in next 6-7 months)



Played a pivotal role in manufacturing several critical sub-assemblies for the 1.2-meter Trisonic Wind Tunnel

Partnered with **M/s Aiolos Engineering Corporation, Canada** in the design and development process, contributing to the successful execution of the project

Manufactured key components such as Settling Chamber Flexible Nozzle, Transonic Test Section, Model Cart, Ejector Piping

Assembled and Installed all the critical sub-assemblies to meet Operational Requirements and successful blowdown

## SHAR - Third Launch Pad (NGLV) & SSLV Pad Kulashekharapatnam



- ISRO is set to construct a **Third Launch Pad** at its Satish Dhawan Space Centre in Sriharikota, Andhra Pradesh
- The project has already received approval from the National Space Commission, awaiting cabinet approval
- This new facility will serve as a crucial redundancy measure and support ISRO's ambitious future missions, including the New Generation Launch Vehicle (NGLV) program.
- Unlike traditional vertical integration, the NGLV will be integrated horizontally and then tilted for launch, requiring a specially adapted launch pad
- Another significant feature of the third launch pad will be its capacity for entire-stage testing, eliminating the need for separate testing at Mahendragiri, streamlining launch preparation processes
- **Dedicated Space port at Kulashekharapatnam** for small satellite launch (SSLV & Private Players)

# Unique Capabilities in Aerospace



The Company's partnership with ISRO began in 1973 with the manufacturing of motor cases for SLV-3

Actively manufactures booster motor casings and nozzles for various ISRO programs, including SLV-3, ASLV, PSLV, GSLV Mk II, and Mk III

The Company's equipment has been successfully utilized in launching satellites such as ROHINI, SROSS, IRS, and G-SAT

## Production Capacity

- Ability to deliver hardware for 12 PSLV flights per year
- Capacity for 4 GSLV Mk III flights per year
- Expertise in handling aerospace-grade materials, including: 15CDV6, High-strength Maraging steel, Titanium and its alloys, Aluminum alloys

## Established Processes

- Defined critical process parameters for various manufacturing processes:
- Metal forming
- Metal joining
- Heat treatment
- Fabrication
- Precision machining
- Pressure testing for large-sized jobs with complex geometries

## Advanced Facilities

- State-of-the-art manufacturing facilities.
- Robust quality systems to meet stringent customer specifications

# Process Equipment & OEM Manufacturing Solutions



## Process Equipment

- Manufacturer of Heat Exchangers, Large diameter columns & towers, Reactors, Kilns, Crushing & Grinder equipment, Separators
- Experience of using wide array of materials including alloy steel, duplex stainless steel, cupro-nickel, titanium, zirconium
- **Passed paper work for certification from EIL**
- **Targeting Process Equipment and Cement Industry**
- **Exploring H2 storage tanks business**

## Gear

- Manufacturer of high speed, low speed, planetary as well as marine gear boxes for over four decades
- Heavy duty planetary drive systems supports industries such as sugar and cement, alongside custom-built gear units for marine applications
- **Focus segments - Marine, Cement, Sugar & Spares**

## Centrifugal

- Pioneer of sugar projects
- Supplied over 4,500 centrifugal machines worldwide
- Market leader with over 50% market share in India
- **Product Development**
- **Focus on Exports to garner better margins**
  - **Russia**
  - **Thailand**
  - **Indonesia**

## Instrumentation

- Specialist Pressure and Temperature Gauges
- **Focus on Exports**
- **Targeting new industries requiring assembly line setup**

## Foundry

- Operates a Grey and Ductile Iron, specializing in intricate castings across sectors such as machine tools, valves, industrial machinery, automotive, and oil & gas
- **Focus on long term contracts**
- **Cost Optimization**

Thank You

