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TAILORED TOUR AYUSH
MEMORANDUM AROGYA CAMP
WATER TREATMENT GREEN
FARMING

from the chairman

It is the promise of the Maini Group to deliver excellence and value across products and services to our customers by synergising and leveraging capabilities that exist within our companies.

The expertise of the Maini Group enables an offering that is sustainable and scalable. We live by the values and ethics set by our founder and are grateful for the faith of our partners, some of which are relationships that have been forged over 40 years.

Our relationships go beyond boundaries, our solutions go beyond products, our care for people and the community go beyond social responsibility. Innovation and technology at Maini ensure sustainability.

HOW WE DO IT

This holistic approach by the group enables us to deliver the best value to all our stakeholders. For us at Maini, it is not about what we have accomplished so far, it is about how we have done it, it is not about what we can do in the future it is how we will do it.

Best wishes,

– Sandeep Kumar Maini

EDITOR

Welcome to our tenth issue. This is a significant issue, also, because it comes out in the Maini Group's fortieth year. The landmark is a momentous one, especially when you consider the growth, the progress, the history: all that's happened since Dr. Maini started it all, four decades ago.

So that gives each one of us in the Group family a cause for celebration and also a reason for looking back over the last few decades at some of the images that capture the people, the events and the high points they helped create. It's been a remarkable journey and at the Group we'll be commemorating the milestone through the months ahead. This issue is a sort of curtain raiser.

Also very important for us on the Maini Varta editorial team is that this is our tenth issue, one which we're really happy to be observing in this landmark year. It's been a very interesting exercise following and recording all your endeavours and celebrations, from a somewhat informal though certainly relevant, viewpoint.

We look forward too, to continuing the journey and hope that you'll keep reading and encouraging us with your feedback.

Gita Maini

– Gita Maini
gitanjalimaini@gmail.com

With the help of all the people who shared in my beliefs and my task, a single company grew into a group of six with over 1,500 employees spread across 14 locations.

This is the 40th year of the Maini Group and it gives me great pride to see how far it has come.

With the support of all the committed people in the Group, I'm blessed to be able to continue helping to make things better.

– Dr S. K. Maini

the founder remembers

I started the first company in the Maini Group, Maini Precision Products, in 1973 with just ten people.

India was creating a new identity for itself, in the face of many challenges.

I was inspired by Pandit Madan Mohan Malaviya, who said that India must export to survive.

I believed in my country's potential to be a major industrial power and our labour force has always been equal to the best in the world.



1973-2013 A LOOK BACK



MAINI GROUP
40 YEARS
THE
10TH
ISSUE
THE
MAINI
VARTA

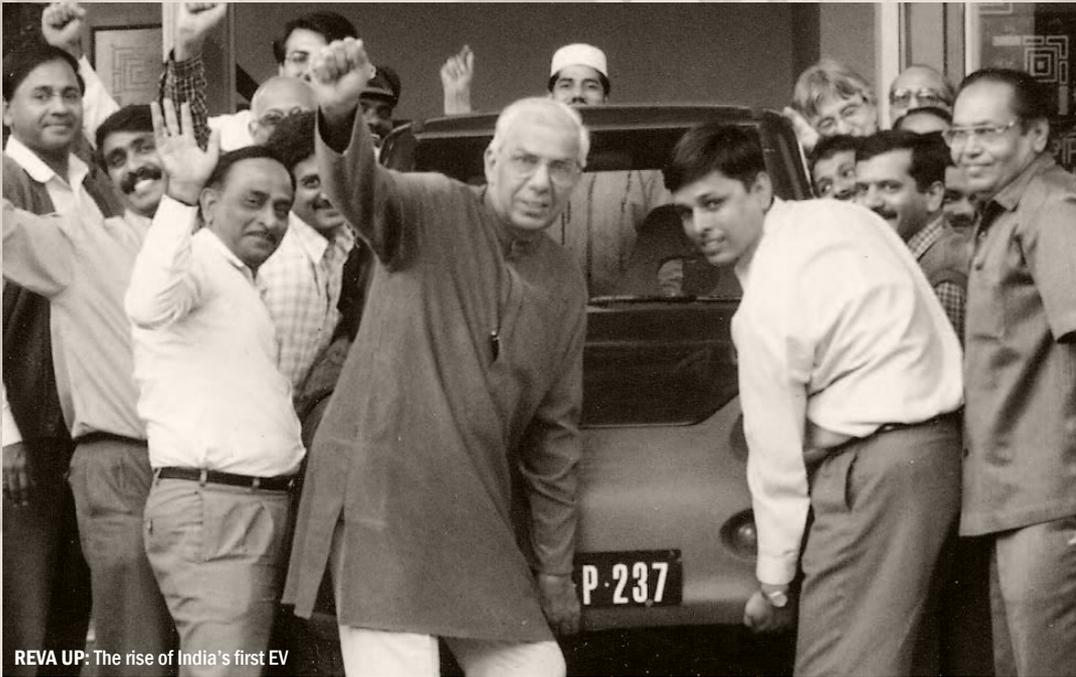
EARLY YEARS: Factory pujas. Below left, MPP in the 70's



BREAKING NEW GROUND: Feb '92



MOMENT TOGETHER: Dr S.K. Maini and Gautam Maini



REVA UP: The rise of India's first EV



BLESSED: Dr. with Mataji, his mother at the Maini Group 20th Anniversary celebrations in 1993



20TH AUG '96. MMM BOMMASANDRA Tree planting: by Mickjell Holm, Rapid Group



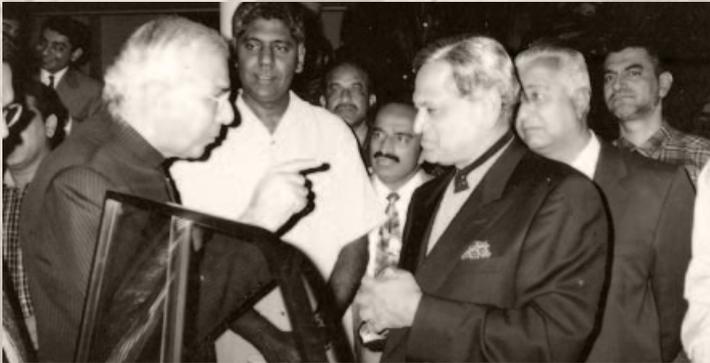
19TH OCT '96. MPP PEENYA: Mrs. Maini inaugurates

OVER THE YEARS, IMAGES OF SOME OF OUR VISITORS FROM ALL OVER THE WORLD: BUSINESS ASSOCIATES, PUBLIC FIGURES, WELLWISHERS, FRIENDS.



The Founder, some notable people and events

(Above) 2001, MAINI SADAN With Dr. Lon Bell, Director Reva, Dr. Arcot Ramachandran, Ex-Chairman, TERI, Sandeep Maini, Chandra Mohan, ex-Director Reva and the MNRES team (Extreme left) WINDSOR MANOR Material handling equipment launch with Per Larsen, Brødrene Vestergaard (Left) PALLET VANTAGE With the team gathered around an MMM hand pallet truck (Below left) With S.M. Krishna former C.M. Karnataka, Vijay Amritraj, tennis legend and the then UN Messenger for Peace. (Bottom left) NEW DELHI With Murali Manohar Joshi, BJP (Below right) MPP BOMMASANDRA Maini Day (Bottom right) INDIA 2010 PALACE GROUNDS With Khurshid Alam Khan former Governor of Karnataka



Growing green with Mrs. Reva Maini



The Group's commitment to green was evident from the outset with the first factory, thanks to the unwavering dedication of Mrs. Reva Maini herself. Gardening is her passion and she was determined that the Group's architectural

profile was as green as possible. Taking advantage of Bangalore's lush climate and horticultural potential she has worked to ensure that the grounds of our various work locations are as aesthetic as they are environmentally harmonious.

Maini Precision Products PVT Ltd
Certified Supplier FY 2012
BT Products

responsible together

TOYOTA
MATERIAL HANDLING



(Top right) THE NEW MANUFACTURING CELL set up at our Bommasandra plant to service Volvo's medium duty engine programme. We're the single-source supplier who will support their entire Europe and Asia production programmes.

(Right) 25TH JAN '13. BOMMASANDRA TREE PLANTING Eric Rein, Bosch, Gautam Maini, staff



TOMCAR® ANYWHERE AND BACK™ ALL-TERRAIN LAUNCH



MAR '12. DEFEXPO, DELHI

(Left) Dr. C.G. Krishnadas Nair, President, Society of Indian Aerospace Technologies & Industries (SIATI) launches the Tomcar all-terrain vehicle. Also seen, MGA's Naresh Palta *(left)*, and Sandeep Maini.

TOMCAR TOURS

(Below left) M.M. Pallam Raju, former Minister of State for Defence is shown the Tomcar's worldbeating features by Sandeep Maini.

(Below right) Naveen Jindal, M.P. on the right



Tests OK

ROPS TOMCAR's rollover protection system was approved by TUV India at the Central Institute of Road Transport, Pune.

THE KARNATAKA ANTI-NAXAL FORCE also has highly commended its ruggedness and all-terrain performance.



Anywhere and back: Tomcar rolls out

Our Aerospace and Defence (A&D) division has, in the past eighteen months, significantly enhanced the Maini brand.

INDIGENOUS INNOVATIVE

Our customised battery-operated buggy for airfield applications and the battery-operated aircraft and equipment tow tug have been very well received by A&D customers as an "innovative, indigenous and cost-effective" solution for their present and future needs.

The A&D division also contributed to the successful completion of a pilot manufacturing project for precision assemblies for defence land systems by MGA. The customer is a leading global player in the domain.

That besides, A&D is actively marketing Tomcar, the all-terrain vehicle which the Group is now manufacturing. The Tomcar was launched at Def Expo 2012 in Delhi last March. Dr. C.G Krishnadas Nair, President, SIATI did the honours at our pavilion.

Acknowledged to be the ultimate defence offset product, this ATV's dramatic possibilities evoked much curiosity and interest in Indian defence and paramilitary force visitors as well as those from overseas defence companies.

The dedicated website developed for the buggy (www.mainibuggy.com) is proving to be an effective marketing medium, judging by the number of hits. It's designed to ease buyers' selections, from among all the buggy range's specifications and industry-specific applications.

FOR BOSCH CANTEEN

Bosch, Bangalore, automotive, consumer goods, industrial and building technology leader uses the Maini special buggy as a canteen beverage and snack delivery cart inside its facilities, replacing the earlier, less ecologically-viable three-wheelers.

ENGINE TRANSPORTER

The HAL Engine Division at Koraput is one of the few aero-engine manufacturers in the world to manufacture more than 1,000 aero engines and to overhaul nearly 4,500 power plants per annum. To transport engines within the facility, a customised 1-ton cargo payload Maini buggy was successfully developed and commissioned.



BODH GAYA

The Dalai Lama participated in the ten-day long Kalchakra Puja, a significant ceremony in the Buddhist canon. These most recent Kalchakra initiations drew over two lakh devotees from all over the world. A devotee donated a customised buggy for His Holiness' to use during the Puja. Its body in a colour also customised, it had alloy wheels and was furnished with designer leather seats and a music system.

PILGRIM PROGRESS

Every year about eight million pilgrims visit the holy shrine of Vaishno Devi, near Katra town in Jammu and Kashmir. Also called Bhawan, the shrine is about 14 km from the foothills, a distance that was usually covered on foot or on ponies. Till the Maini buggies arrived, that is.

A 6-seater fleet now runs about 6 kms of that 14 km stretch between Ardhkawari

and Bhawan ferrying pilgrims who find it difficult to climb the slopes. Similarly, the Sai Temple at Shirdi has acquired a number of our buggies to transport pilgrims between ashrams A and B.



UN SUSTAINING

26TH-30TH MAR '12. INFOSYS, BANGALORE. A motorcade of 11- and 14-seater buggies assisted protocol with on-campus to-ing and fro-ing when The United Nations Foundation Board of Directors met here to see first-hand how partnerships and innovation are powering a more sustainable future for India and the world. Among them were Foundation Founder and Chairman Ted Turner, Foundation President Timothy E. Wirth and Infosys founder N.R. Narayana Murthy, who as a Foundation Board member, hosted the sessions.



ZOO LOGIC

Hyderabad's Nehru Zoological Park, one of India's biggest, has inducted a Maini fleet of six 11- and 14-seaters. The buggy fleet transports families right around the zoo, affording a wildlife panorama that the children particularly enjoy.

TO L&T ECC CHENNAI: A canteen transport with a 600kg. payload capacity



A PARADE REVIEW CART DEVELOPED FOR THE INDIAN AIR FORCE

LEGISLATIVE ELEVEN

VIDHANA SOUDHA, BANGALORE. Legislators and Councillors ride our 11-seater between the Legislators Hostel and the State Secretariat. Speaking to the media, Council Chairman D.H. Shankarmurthy said that using the buggy would ease the parking problem at the Vidhana Soudha campus and help reduce pollution.



KOLKATA KHAN FUNDA

To the City of Joy's Prayag Film City, five buggies; a fleet flagged off by Prayag's brand ambassador, the one and only Shah Rukh Khan.

Recognition

FROM EXIDE who endorses our Complete Customer Care programme for outstanding aftersales support and LAPP INDIA for partnering their Bhopal plant project where we erected and installed our dock levels.



A very significant six months. Our order books indicate a bright financial year ahead.

New biz areas

We made inroads into non-traditional areas: e-commerce and textiles for instance and secured new business. As a result, sales for the year are expected to increase dramatically over last year. The factory has been running at near peak capacity during the last quarter, a time when the traditional manufacturing sector has seen a slowing down.

Multi-online

We executed projects for two of the largest online retailers in business. The first of these is a global player listed at 56th position in the Fortune list for 2012. Their 60,000 square feet warehouse near Mumbai was outfitted with a customized multipurpose shelving solution.

The second online retailer's warehouses in Bangalore and Mumbai covering a total area of 63,000 square feet, use Armes Maini's multi-tier shelving solution with unique decking profiles produced on our new manufacturing line, long span multi-tier mezzanines together with lifts from MMM, thereby realizing the Maini integrated one-stop warehouse business model.

Completed in three months, with an indication of more orders from the customer to follow, this is a triumph of professionalism on the entire AM team's part: right from design, planning, supply chain and manufacturing to installation.

Export news

Execution of the major order at an industry leader in the mid-east mentioned in the previous Maini Varta, is in tandem with Italy's Ferretto Group. As our first shipment to Al Dobowi goes out this month, what's brought into focus is the close cooperation with our Italian partners.



(Top) Our multi-tier shelving solution on site.
(Above) Our new robot welding line used in production
(Below) Our factory floor: a perspective



Roll call

About sixty percent of our present staff strength joined us in the last year. We say a hearty welcome, and here, a quick intro to a few of them:

RAJESH NATH, our new Business Head, an industrial and production engineer from RV College of Engineering and the University of Oklahoma, Norman, was with FANUC India for 18 years before joining us this February. He spends much of his free time in the Western Ghats, doing his bit for its ecology.



- **RAMESH S.** is the new man in charge of Operations
- **PRABHAKARA N.K.** has moved from MMM to head the Materials function.
- **BALACHANDRA REDDY** has moved from Maini Materials to us as Finance Manager
- **SUDHIR KUMAR B.S.** has rejoined the Maini Group, in Admin. and HR.

IN FAST COMPANY

For us recognition comes from different places: it's all gratifying and spurs us to do better. It's always a good feeling especially when it's from a media and techno star like Fast Company magazine.

BUZZ FACTOR

Fast Company is an award-winning US technology, business, and design magazine. Part of its widely-read coverage includes the "mosts": Most Innovative Companies, Most Creative People in Business, and Masters of Design. For their Most Innovative Companies feature, Fast Company annually assesses thousands of businesses for creativity, real-world impact, risk taking and execution.

They shortlist the 50 Most Innovative Companies in the world "whose innovations are having the greatest impacts across their industries and (the) culture as a whole. (This) isn't simply a ranking; it represent(s) the state of innovation in our economy."

In the Age of Flux, continuous improvement, speed of change, and breadth of ambition are more important than ever – as you'll see by the way these companies succeed. They offer many lessons that cross industry: software is the "wow" factor; data makes a big difference; and in a world of instant gratification, long-term investment still matters."

COOL QUOTIENT

With the E20, MR made this year's 50 Most Innovative list, one of the most respected ratings globally, coming in at No. 22 (along with Tesla) on the list which has Nike at No.1, Google at No.11, Apple at No.13 and Samsung at No.17.

We were listed for catering to new audiences and for our innovative contribution to the global EV industry. Fast Company cited the E20 for reliability, cost, the lightweight, dent- and scratchproof plastic body (the better "to withstand bumpy roads") and coolest of all, that a smartphone could give it an emergency electric boost.

"This recognition is for the whole country, for its world-class products and solutions," as Chetan Maini said in 16th February's Business Standard.

PLATINUM GREEN FACILITY

22ND AUG '12. BENGALURU. We formally inaugurated our new energy-efficient, green manufacturing facility, the first Indian Green Building Council (IGBC) platinum-rated automobile facility in India. While inaugurating it, Anand Mahindra, Chairman and M.D. Mahindra Group spoke of its pivotal role in co-creating and shaping the "Future of Mobility".

This purpose-built, ground-up world-class facility manufacturing next-generation EVs employs methods that are sustainable because they use less materials and energy (see below). The platinum rating it recently received is the highest the IGBC awards.



The Future of Mobility. At the inauguration (from left) Rajan Wadhwa, CEO -TPDS, Mahindra & Mahindra Ltd (M&M), Anand Mahindra, Ch. Mahindra Grp, Chetan Maini and Pravin Shah, CEO Automotive Div., M&M.





Game changer

NOV '12. Chetan Maini and the Mahindra Reva team received the Game Changer Award, one of Mahindra's Annual Sustainability Awards given for our "pathbreaking innovation in our IGBC platinum-rated facility." It honours pathbreaking initiatives that improve any, or all, of environmental, social and economic bottom lines.

New technologies

We unveiled a host of technologies, all of them directly inspired by the vision of the future of mobility. The technologies showcased include Quick2Charge, by which the car can be charged in 15 minutes to run 25 kms, thereby providing customers with increased convenience.

In order to tap and use the abundant solar energy for mobility, we've designed a personal charging unit called Sun2Car which will provide free and clean energy for the lifetime of the car, making it a very cost-effective solution. And our Car2Home technology makes it possible to use energy from the car to power a house.



What's in a name?

7TH JAN '13. MUMBAI. We announced the name of our next generation EV, the E20, the manifestation of the Future of Mobility, which is the creation of future-ready vehicles within the 5C framework – Clean,

Convenient, Connected, Clever and Cost-Effective. The E20 is the first step in the realisation of an entire electric vehicle value chain and ecosystem, keeping in mind the overall MR philosophy of going green for sustainable living, testimony of our commitment to a cleaner and greener planet.

CLEAN
COST EFFECTIVE
E20. It's pronounced like H2O, and the resonance is a good one: like water, it's designed to contribute to the planet's health. E stands for the sun's energy: abundant and clean. 2 signifies the car's connected technologies and O, of course, for oxygen.

Contd. from page 5

**MAINI
MATERIALS
MOVEMENT**
Value delivered. Always

Tow truck tidings



FOR HYSTER NMHG: Repeat export order

GOODS LIFTS FOR DR. REDDY'S LABORATORIES

A new product and a bulk order: flameproof equipment with a lift height up to 7 m designed for use in hazardous areas.

REACH TRUCK FLEET FOR MAHINDRA PUNE

With customised fork lengths and extensions to handle special bins and pallets for wheels and rims. The trucks' maximum height reach is 8,500 mm, for a one-ton capacity and they manoeuvre within the plant's less

than 3,200 mm aisles. This is a one-of-a-kind operation, which might open doors for many more applications of a similar nature.

MMM supplied another fleet, of standard reach trucks, for handling palletised loads in their regular finished and raw materials warehouses.



Quality and the Green Channel

Quality means reliability, consistency and performance. We continue to enhance our reputation for quality and to sustain customer loyalty by striving continually to improve our performance effectiveness and efficiency.

To this end, we've introduced Green Channel processes for existing vendors for regular parts as well as for new vendors. The parts received from these vendors are self-certified and are directly sent to production or the assembly line.

This concept started yielding results as it eliminated non-value-added work, reduced lead time, improved quality, lowered costs, heightened vendor and employee morale and sped up the production process, thereby meeting customers' expectations.

Resolution of customer concerns has always been our top priority. MMM's Quality Department has initiated daily internal meetings and weekly cross-functional department meetings to ensure that every such concern is resolved in real time.



AIR DAYS

6TH-10TH FEB. BANGALORE As a premier global aerospace exhibition, Aero India is a significant platform for us to access international aviation business opportunities. In this year's edition, the ninth, we reiterated our established presence in the aerospace domain and showcased our group company competencies. Over the show's five days from the 6th to the 10th February we focused on individual company capabilities and products that support global OEMs' offset obligations. Several visitors dropped in at our pavilion and outside on the tarmac, many more were transported around the show venue in the eco-efficient comfort of our 14- and 9-seater MMM buggies.

MGA: ASSYSTEM MOU

For MGA, Aero India marked the beginning of two significant collaborations. The first of these was the MOU signed with Assystem, with which its wide-ranging domain service palette will be accessed by European OEMs.





ALTEN PARTNERS

The other was the partnership MGA entered into with Alten Group, a European engineering and technology consulting firm. Their combined expertise will offer a complete design suite to manufacturing and customer support services.

VARIED THRUST

MMM's customized aircraft tow tug and airfield cargo cart attracted major aircraft manufacturers, Indian defence PSUs and airline operators.

MPC also attracted the interest of major players in the aircraft-interior manufacturing domain.



(Above) Gautam Maini and Dominique Louis of Assystem France ink the MOU



(Above) Jason Crabtree, Apollo Aerospace hands over the contract to Naresh Palta



(Above) **LIGHT FOR THE WAY HOME:** Andrew R.K. Dhavale, Assystem gets a farewell Maini solar lamp
(Below) Delegates from ShinMaywa, Japan



(Above) Air Marshal P. Kanakaraj Air Officer Maintenance IAF with Sandeep Maini



(Above) S.A. Mohan, CEO, MMM with a visitor
(Below) Wg. Cdr. Prahalad and Naresh Palta with Arun Mishra, Dir. DGCA





8TH JUL '12. D.B. Kuppe: The GVSSB inauguration.



Dr. Maini gives out the first loan

GF banking at their doorstep

Gramothan Vividhodesha Souharda Sahakari Bank (GVSSB), the bank promoted by GF, was registered under the

Karnataka Souharda Sahakari Act 1997, a step the people of the community were actively involved in. For them, it now means that banking is available at their doorstep.

GVSSB was inaugurated by Dr. S.K. Maini on 8th July 2012 and in last year's second half, GF has disbursed over 95 loans to the tune of Rs.11 lakhs.

Annual planner: Oct '12- Sep '13

D.B. KUPPE GRAMA PANCHAYAT A detailed activity plan for the panchayat was worked out and then scaled down to cover only Anemala Hadi.

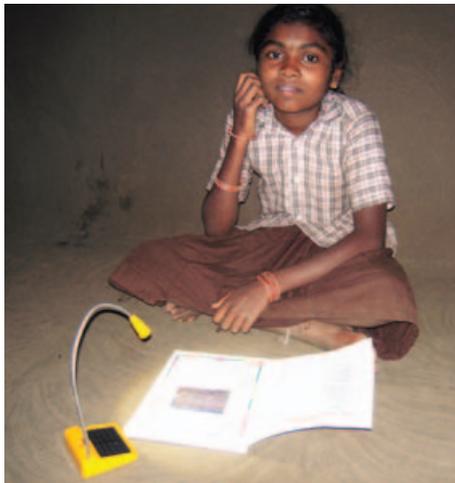
The aim is to establish it as a model grama within the timeline's plan, one which includes

all the task areas such as health and hygiene, installation of smokeless kitchen chullas, establishment of a drinking water plant and eradicating malnutrition with better quality food for anganwadis and schools, installation of solar lights, propagating herbal kitchen gardens, ensuring better teachers for schools

by supplementing HR resources, livelihood and skill development programmes and infrastructure development.

It's proposed to fund these activities with soft loans from GVSSN.

Solar lighting



Being in the heart of the forest's core area where the law does not permit infrastructure development for environmental reasons, Anemala Hadi has



never had electricity. Its over 100 households have gone about their daily lives without power for decades, even though power lines and hence, presumably more or less regular power supply have been available all around their hadi. For school going children particularly, this has come at a certain cost to their health. They've been among the most affected by the absence of electricity as they've

had to study by kerosene lamp light, straining eyes and breathing in the carbon dioxide fumes kerosene gives off abundantly.

GF took the recent decision to provide solar reading lamps, which cost about Rs.500, each at a concessional Rs.100 for children and Rs.400 for homes. (For the latter, these will be solar lanterns which will be delivered soon.)

It was also decided to give the children their lamps on 11th November, since Diwali was falling on the 13th November. Over 40 hadi children in Class IV and above were provided the lamps which immeasurably brightened their festival and helped their studies ever since. As well as their reading: Aswati and Archana, Class VII pupils from tribal homes, told us that using their lamps was such a pleasure they were reading about an hour more every day.

Tailored tour

29TH-30TH NOV '12. Trustee Vippen Sareen, along with GF's Ramachandra Rao and Dr. U.R.Madhyasta visited the adopted villages to review, among others, banking, organic farming, health and livelihood programmes with their respective administrators. Mr. Sareen also met with programme beneficiaries.

A significant amount of time was spent with over 40 of the villages' unmarried women and widows. Seeing firsthand their need for affirmative actions in the areas of skill development and income generation, Mr. Sareen decided to initiate tailoring classes from January 2013.





GRAMOTHAN FOUNDATION

CSR UPDATE

MAINI GROUP
40 YEAR
THE 10
THE ISSUE
MAINI VARTA



Ayush memorandum

6TH FEB '13. D.B. KUPPE GRAMA The Ayush Gram project started as a public-private initiative, aims to put in place a complete healthcare programme here at the village.

A memorandum of agreement was signed by Mr. Sreekantaiah, Director, Department of Ayush and M. Ganesh Shenoy, Grama Sahayogi, Gramothan foundation. The project will be completed in three years.



Arogya camp

2ND DEC '12. MACHOOR. GF held a medical camp with Arogya Foundation of India, Bangalore (AFI), Friends of Tribal Society and a few other like-minded organizations. Jagmohan Maheshwari, our Trustee and Mrs. Maheshwari were on hand to oversee the day's programme. More than 300 people received medical attention, with 20 being shortlisted for subsequent cataract operations in one of Mysore's reputed hospitals.

Water treatment

MACHOOR. The lack of potable water is, and has been for some time now, the most serious issue for the people of this grama panchayat. Many of them have no choice but to draw water from the river or open wells for daily use, water which chemical analysis has shown to contain high levels of bacteria like coliform and E-coli as well as of hazardous



(Left) AROGYA MEETING Dr. Madhyasta, Dr. Mukul Bhatia, Nat'l Coordinator, AFI, Jagmohan and Mrs. Maheshwari
(Right) Pumpset



chemicals like iron and manganese. To help eliminate the grave risks this poses the people of Machoor, a water treatment plant is being installed in the village. With an installed

capacity of 2,000 litres per hour, the plant will treat river water which will be supplied free to the village school and to homes at a nominal 20 paise per litre.

Green farming

Work at the farm shifted into high gear with new water pumps, sprinklers, drip irrigation and other water management systems. Substantial recent harvestings of brinjals, chillies, tomatoes, paddy, ragi and other crops have been sold in markets in Kerala.



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