



The future of the world lies in the hands that work with Nature.

## CORPORATE PHILOSOPHY



### Mission

Leave this world better than you found it.

### Vision

Establish leadership in whatever we do at home and abroad.

### Credo

Serve and strive through strain and stress;  
Do our noblest, that's success.

### Goal

Achieve continued growth through sustained innovation for total customer satisfaction and fair return to all stakeholders. Meet this objective by producing quality products at optimum cost and marketing them at reasonable prices.

### Guiding Principle

Toil and sweat to manage our resources of men, material and money in an integrated, efficient and economic manner. Earn profit, keeping in view commitment to social responsibility and environmental concerns.

### Quality Perspective

Make quality a way of life.

### Work Culture

Experience : 'Work is life, life is work.'

## PROUD MOMENTS...

### Nation Honours our Director D. R. Mehta with 'Padma Bhushan' in the social work sector

**Citation :** Shri Devendra Raj Mehta is the founder and chief patron of Bhagwan Mahaveer Viklang Sahayata Samiti (BMVSS) Jaipur, set up in 1975. It is now the largest organization for handicapped in the world, providing more than one million handicapped persons with artificial limbs/calipers and other appliances, giving them mobility and dignity.

Born on 25th June 1937, Shri Mehta is an alumnus of Rajasthan University, Jaipur; Royal Institute of Public Administration, London; and Alfred Sloan School of Management M.L.T., Boston, USA. He has evolved an amalgam of social service, value system, management strategy, technical work and financial support for BMVSS. Since its inception, he has been continuously guiding BMVSS. Under his guidance BMVSS has been providing all aids and appliances free of charge to the below poverty line handicapped patients.

Shri Mehta has evolved a special patient-centric management system for BMVSS to ensure fast humane personalized service. BMVSS has an open door policy with the result that any patient can reach its centres anytime and get admission immediately.

BMVSS has held on-the-spot-limb-fitment-camps in 21 countries of Asia, Africa and Latin America. BMVSS has been continuously upgrading its technology. It has a tie up with the Indian Space Research Organization for development of new foot. It is also being supported by Stanford University, MIT etc.

For Shri Mehta's selfless service to the handicapped, he was awarded the prestigious TECH Museum Innovation Award in Silicon Valley in the USA. He also received 'The Indian for Collective Action Award', 'Diwali Behan Award' from Dalai Lama, 'CNBC Award for Social Enterprise' on behalf of BMVSS, and 'Satpal Mittal Award'.



Shri Devendra Raj Mehta, Director of Jain Irrigation Systems Ltd. receiving the 'Padma Bhushan' from the Hon. President of India Smt. Pratibha Devisingh Patil on 5th May 2008 at the Ashoka Hall, Rashtrapati Bhavan, New Delhi.



## PROUD MOMENTS...

### Nation Honours our Founder Chairman with 'Padma Shri' for services in the science & technology sector — agriculture science and water technology

**Citation :** Dr. Bhavarlal Hiralal Jain, popularly known as Bhau, is a renowned agri-industrialist who is widely recognized for his pioneering work in propagating micro irrigation in India. He has continually sought for improvement of sustainable agricultural productivity by optimized use and utilization of resources through scientific and technological interventions.

Born on 12th December 1937, Dr. Jain graduated in commerce and law from the University of Bombay. In 1963, he started a small agency for light diesel oil, and later went on to market seeds, fertilizers, pesticides, tractors, farm implements and other agri-inputs. He started his industrial career with an agro-based product, papain. He manufactured and aggressively marketed in rural India innovative, long-lasting PVC pipes which were cost effective and convenient.

Dr. Jain tackled the problem of field distribution losses by ushering in, adapting and upgrading micro irrigation technology. He achieved the goal through numerous educational campaigns and the benefits of micro irrigation were brought home live to the farming community. He evolved an innovative Integrated System Approach to address the problems of the conservative farming community. With the untiring efforts of Dr. Jain, the mere six hundred hectares under micro irrigation in India in 1988 has now swelled to nearly one million hectares. A whole battery of micro irrigation equipment manufacturers has sprung up. India has now become the second largest micro irrigated country in the world, next only to USA.

Dr. Jain's ecological concerns are the very foundation of all his projects. Waste land reclamation, rain water harvesting, watershed development, soil conservation, organic horticulture, bio diesel/fertilizers/pesticides and contract farming figure high in his priorities. Bio-tech, tissue culture, onion dehydration and food processing are some of his hi-tech, research-oriented, long-term, long gestation, high risk investments, generally not undertaken by conventional elite corporates. Dr. Jain has established an agri-research institute and a unique residential public school. He has acquired a global status with manufacturing plants and marketing network in five continents.

Dr. Jain has received numerous awards for his contribution to agriculture/industry, marketing and social marvels. These include "Dealer of the Year" from Zuari Agro, the FIE Foundation Award for "Innovation in Agriculture and Management", Jamnalal Uchit Vyavahar Puraskar, Gandhi-Ambedkar Social Justice Award, and UNESCO-Wes-Net Water Conserver of India Award. The Irrigation Association of USA bestowed on him the Crawford Reid Memorial Award in 1997. The Konkan Krishi Vidyapeeth. and the Maharana Pratap University of Agricultural Technology conferred on him the degree of D.Sc. (Honoris Causa) and the North Maharashtra University, the degree of D.Litt. (Honoris Causa).



Shri Bhavarlal Jain, Founder Chairman of Jain Irrigation Systems Ltd. receiving the 'Padma Shri' from the Hon. President of India Smt. Pratibha Devisingh Patil on 5th May 2008 at the Ashoka Hall, Rashtrapati Bhavan, New Delhi.

## PROUD MOMENTS...

### Tamil Nadu agricultural university confers the Degree of Doctor of Science (*honoris causa*) on Bhavarlal Jain.

**Extraction from Citation :** His Excellency the Governor and Chancellor, I deem it an honour to present Mr. Bhavarlal H. Jain, Chairman, Jain Irrigation Systems Ltd, Jalgaon for the award of the Doctor of Science (*Honoris Causa*).

Mr. Jain was born in a family of a small farmer-cum-trader. After graduating in Commerce and Law, he started his business in 1962. True to the family vocation,

a hierarchy of other values evolves. He wants to reach mankind through his work.

Tamil Nadu Agricultural University feels proud to place on record the many achievements of Mr. Bhavarlal H. Jain and is privileged to honour him. In recognition of his contributions, on the recommendations of the Academic Council and Board of Management of this University and with the approval of the Chancellor, His Excellency,



Doctor of Science from Tamil Nadu Agricultural University, Coimbatore - presented by H.H. Shri S.S. Barnala, Governor of T.N., in presence of Shri C. Ramasamy, Vice-Chancellor, TNAU & Shri Virpandi S. Arumugam, Pro-Chancellor, TNAU & Minister of Agriculture, T.N. for outstanding contribution in the field of Agriculture and Micro Irrigation Systems

he identified himself and established his business with the farm and the farmer. He cherished his dream that, 'Agriculture is a profession with a future'. Under his leadership, he started the firm Jain Brothers in 1963 to market agricultural inputs and earned very good reputation.

He believes in the creation of wealth and surpluses as an effective means of contribution to human progress and does not consider creation of surpluses as an end in itself. For him, work is the central value from which

the Governor of Tamil Nadu, I deem it an honour to recommend Mr. Bhavarlal H. Jain for the award of the Doctor of Science (*Honoris Causa*) to which, I pray he may be admitted.

July 25, 2008.  
Coimbatore

**C. Ramasamy**  
Vice-Chancellor

### PROUD MOMENTS...

**MoU signed with Government of Maharashtra for two of the largest mega projects in agri industries; investments worth over Rs. 550 Crore will be made by us in Jalgaon District.**



Shri. Aziz Khan, IAS, Principal Secretary (Industries), Govt. of Maharashtra and Shri. Anil Jain, CEO and MD, Jain Irrigation signing the MoU in the presence of Shri. Ashok Chavan, Minister for Industries, GoM, Shri. Vilasrao Deshmukh, Chief Minister, GoM, Shri. Bhavarlal Jain, Founder Chairman, Jain Irrigation and Shri. Suresh Jain, MLA, Jalgaon.



## PROUD MOMENTS...

Stamp of approval from different organisations validating our achievements



The 'Number One Export Award' for the year 2005-06 was received by Shri Atul Jain, from Shri Subodh Kant Sahai, Hon'ble Minister of State for Food Processing Industry, Govt. of India.



For good quality work done by Jain Irrigation Tissue Culture Laboratory, it was awarded the 'Rajeev Gandhi National Quality Prize'. The prize was received by Shri K.B. Patil and Shri Anil Patil from Shri Yashwant Bhawe, Secretary, Food and Public Distribution, Govt. of India.



'Indian Exports Excellence Award' instituted by Dun & Bradstreet (D&B) alongwith Export Credit Guarantee Corporation of India Ltd. (ECGC) was received by Shri J. Surendra Babu.



APEDA Certificate was received by Shri V.P. Patil from Shri Kamal Nath, Hon'ble Minister for Commerce & Industries, Govt. of India, in presence of Shri Gopal K. Pillai, Secretary, Ministry of Commerce and Industry, Govt. of India.



The Plex Council Award for the year 2006-07 was received by S/Shri S.M. Bafna, E.J. Mahakal, A.S. Chavale and S.S. Jalamkar of JISL from Shri B.K. Handique, Hon'ble Minister of State for Chemicals and Fertilizers, Govt. of India,

## PROUD MOMENTS...

**Bhavarlal Jain conferred with the 'Water Conserver of India' award instituted jointly by the UNESCO and West Net for his Yeoman service to the cause of water conservation in India**

**Citation :** Popularly known as **Bade Bhau** - Big Brother or **Bhumiputra** - son of the earth, this man has literally given more than what he took and termed as harbinger of second green revolution. His movement has saved more than Rs. 9000 crores worth of saving through conservation of water & electricity. It was he, who began a movement for creating awareness among farmers

crops or 90,000 crores liters of water per annum. He is none other than

**Dr. Bhavarlal Hiralal Jain** (b.1937). In 1963, selling kerosene from a pushcart, the young law graduate Bhavarlal Jain, founded the family business in trading. The family formed a partnership with a meager Rs. 7,000 and today that seed capital is spread over 1,000



For model work in Indian rural irrigation and agriculture field by Dr Bhavarlal Jain, UNESCO & Water Digest bestowed on him the 'Water Conserver of India' award. The award was received by Shri RCA Jain, Director, Jain Irrigation, on his behalf, from Smt Minaja Yang, Director of UNESCO for SAARC countries, in the presence of Shri Jaiprakash Yadav, State Minister for Water Conservation Ministry, Govt. of India and Shri David Grey, Chief of Water Experts, World Bank.

and went on organising melas& training camps. Water education was imparted with solutions at farmer's doorstep. From concept to commissioning, a completely scientific drip irrigation method was farmers' best companion. His programme has reached 5 lac farmers and over 10,000 students, researchers, & development officers have learned at his Hi-Tech agri institute. His drip irrigation method saves 45 to 60% of water in various

acre R&D farm with Rs. 1500 crores turnover. India and Indians are proud to have Shri. Jain as the Water Conserver of India.



## PROUD MOMENTS...

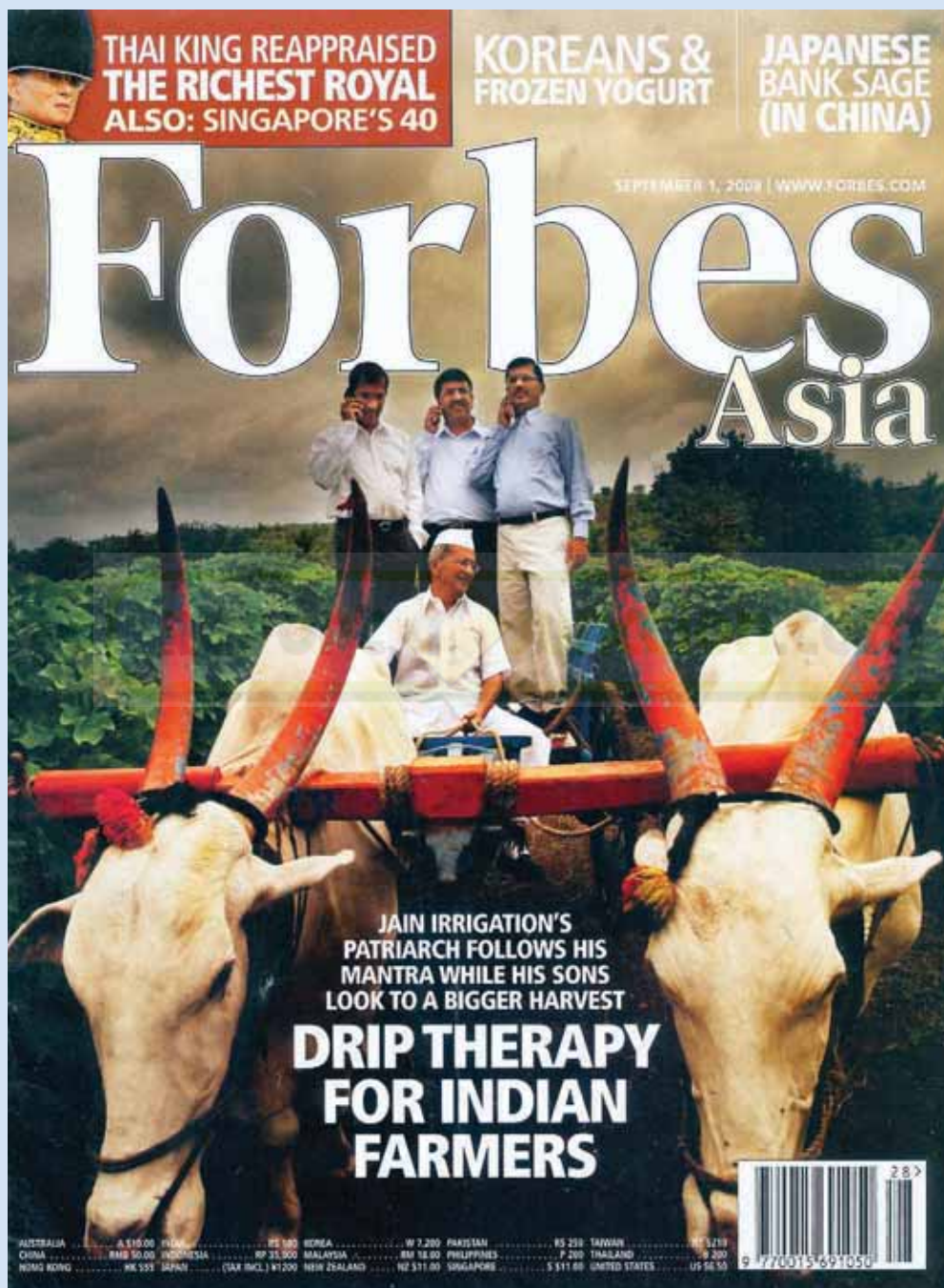
Our company has been adjudged by Forbes Asia to be the best under a billion in Asia Pacific amongst 24,155 publicly listed companies. Out of the 200 Companies listed, only 22 are from India.

		US \$MIL		
		SALES	NET INCOME	MARKET VALUE
<b>Global Mediacom</b> INDONESIA				
Media company partnered with Nokia Siemens this year to launch a commercially broadcast mobile TV service in Indonesia. Potential market: Over 90 million GSM subscribers.				
<b>Gourmet Navigator</b> JAPAN				
Japan's most popular online guide for pubs and restaurants now incorporates travel information such as train schedules and ski conditions.				
<b>Indus Motor</b> PAKISTAN				
Anyone driving a Toyota or a Daihatsu through the streets of Islamabad for the past 18 years likely bought it from Indus Motor, a distributorship that's a joint venture between the Japanese automaker and Pakistan's House of Habib.				
<b>Ashapura Minechem</b> / processor of bentonite, bauxite and other minerals		293	30	214
<b>Blue Dart Express</b> / air and ground transportation of time sensitive packages		206	18	352
<b>Blue Star</b> / air-conditioning machines and refrigeration equipment		547	43	861
<b>Brigade Enterprises</b> / development of hospitality properties in South India		122	25	338
<b>Cords Cable Industries</b> / industrial tension and power cables		21	2	16
<b>Divi's Laboratories</b> / pharmaceutical ingredients		257	87	2,283
<b>Eclerx Services</b> / data analytics and outsourcing services		30	11	87
<b>Educomp Solutions</b> / new media in-classroom education services (see story p. 47)		71	18	1,490
<b>Geodesic Information Systems</b> / provides publishers with communications platforms		79	37	376
<b>Glenmark Pharmaceuticals</b> / asthma- and diabetes-related pharmaceutical research		493	157	3,888
<b>Jain Irrigation Systems</b> / sprinkler irrigation and solar energy systems		283	19	611
<b>MIC Electronics</b> / media and communication services		67	8	327
<b>Nucleus Software Exports</b> / software development		72	15	127
<b>Omnitech Infosolutions</b> / disaster recovery software		33	6	39
<b>Opto Circuits</b> / medical electronic devices like digital thermometers		58	17	717
<b>Praj Industries</b> / chemical and power plants		184	38	736
<b>Techno Electric &amp; Engineering</b> / design and electrical engineering		106	12	181
<b>Thermax</b> / boilers, heaters, air pollution control equipment and recycling plants		854	72	1,353
<b>Tulip Telecom</b> / IT networking gear and services		195	23	658
<b>Unity Infraprojects</b> / civil construction, transportation engineering and water projects		212	15	138
<b>INDONESIA</b>				
<b>Global Mediacom</b> / content and advertising-based media		486	156	594
<b>Truba Alam Manunggal Engineering</b> / construction, power generation and coal mining		160	23	529
<b>JAPAN</b>				
<b>Axell</b> / semiconductors used in slot and pachinko machines		138	36	418
<b>Eighting</b> / home videogame software		16	2	35
<b>En-japan</b> / Internet employment services		203	37	236
<b>Gourmet Navigator</b> / Internet guide for restaurants and pubs		156	15	586
<b>Information Planning</b> / IT consulting for banks and financial companies		20	4	43
<b>Japan Pure Chemical</b> / circuit board components		113	13	210
<b>Jorudan</b> / software packages and information transfer service for mobile phones		25	3	22
<b>Just Planning</b> / software for food service industry		20	4	36
<b>Macromill</b> / Internet research and analysis		70	11	112
<b>Miraial</b> / silicon wafers for semiconductors		161	30	151
<b>Nichi-iko Pharmaceutical</b> / prescription and generic drugs for circulatory system, health drinks		292	24	852
<b>Nihon M&amp;A Center</b> / consultancy services relating to mergers and acquisitions		34	9	213
<b>Novarese</b> / wedding services		69	6	30
<b>Piped Bits</b> / software for e-mail marketing		8	1	19
<b>Point</b> / retail of casual wear		710	72	914
<b>Power Up</b> / operation of Italian restaurant chain		61	4	13
<b>Prestige International</b> / travel-related overseas claim services and language assistance		135	11	95
<b>Produce</b> / 3-D printing systems		154	12	380
<b>Shoel</b> / helmets for use with motorcycles, construction and jet pilots		118	14	230
<b>Simplex Technology</b> / third-party IT services for banks		81	12	242
<b>System Integrator</b> / develops packaged software		20	1	8
<b>Trend Micro</b> / antivirus software and related Internet security products		892	211	4,911
<b>Wacom</b> / electronic design of CAD software		368	35	783
<b>MALAYSIA</b>				
<b>CB Industrial Product</b> / palm oil equipment and mills		87	14	148
<b>Coastal Contracts</b> / marine transportation vessels and maintenance		88	21	234
<b>Efficient E-Solutions</b> / outsourcing and document processing		17	5	23

Courtesy - Forbes Asia Magazine, September 29, 2008., To read full article please visit [www.jains.com](http://www.jains.com)

## PROUD MOMENTS...

Cover story on our company in one of the world's best known magazines



Dreaming of a better future for India's downtrodden farmers, Bhavarlal Jain Created the world's second-largest micro-irrigation company. — By Naazneen Karmali

Courtesy - Forbes Asia Magazine, September 1, 2008., To read full article please visit [www.jains.com](http://www.jains.com)