



# A memorable journey in the service of farmers

Dr. Bhavarlal Hiralal Jain  
FOUNDER CHAIRMAN

12<sup>TH</sup> DECEMBER, 1937 – 25<sup>TH</sup> FEBRUARY, 2016



**Jain Irrigation Systems Ltd.**

Small Ideas. Big Revolutions®

**Annual Report 2015-16**

## Forward Looking Statement

In this Annual Report, we have disclosed forward looking information to enable investors to comprehend our prospects and take investment decisions. This report and other statements – written and oral – that we periodically make contain forward looking statements that set out anticipated results based on the management's plans and assumptions. We have tried, wherever possible, to identify such statements by using words such as 'anticipate', 'estimate', 'expects', 'projects', 'intends', 'plans', 'believes', and words of similar substance in connection with any discussion of future performance. We cannot guarantee that these forward looking statements will be realised, although we believe we have been prudent in our assumptions. The achievements of results are subject to risks, uncertainties and even inaccurate assumptions. If known or unknown risks or uncertainties materialise, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. Readers should bear this in mind. We undertake no obligation to publicly update any forward-looking statement, whether as a result of new information, future events or otherwise.

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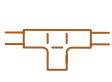







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## Touching lives in more ways than one

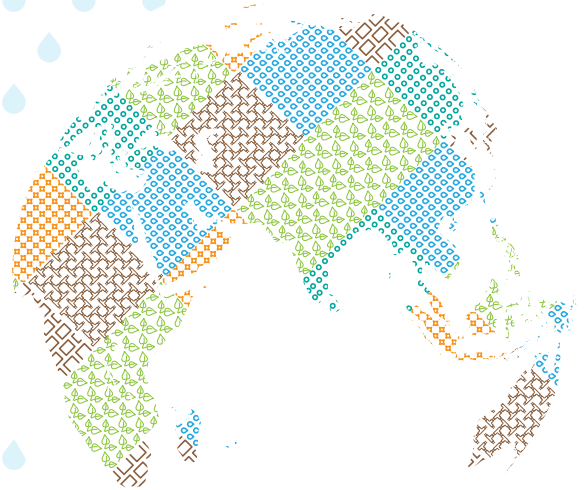
Drip Irrigation System	Sprinkler Irrigation Systems	Protected Cultivation	Plumbing Systems	Tissue Culture	Plastic Products	PVC Pipes & Fittings	Food Processing	Renewable Energy	Turnkey Solutions and Project Execution	Services
										

“

Leave this  
world better  
than you  
found it.

”

**These words define our DNA, articulate  
our corporate credo and show the way  
forward for us.**



Our Founder Chairman lived by this  
philosophy and demonstrated how we  
can leave behind a better world.

In India and across the world, agriculture is grappling with myriad challenges with inadequate and unseasonal rains, soil erosion, depleting groundwater and other perils of climate change. The result is that more and more farmers are dependent on the weather gods for water and irrigation needs. A simple innovation has taken a radical step forward to help reduce the suffering of farmers in India and other parts of the world. Drip irrigation, a technique that allows for micro-irrigation of crops, is making sure that small as well as big farmers have access to round-the-year water supply.

This has led to optimum utilisation of precious water, energy and larger volumes of crops and vegetables to feed billions of people across the world. And the man whose down-to-earth ideas revolutionised global sustainable agriculture and transformed the lives of millions of farmers, associates, stakeholders and the society at large is Mr. Bhavarlal Jain, affectionately known as Bhau to millions of his friends and admirers.

Our beloved 'Bhau' or 'Brother' and the Founder Chairman of Jain Irrigation Systems Limited (Indian multinational with 30 manufacturing plants worldwide, 10,500+ associates and a revenue of over billion dollars) passed away on 25<sup>th</sup> February, 2016, at the age of 79.

He was a man of many facets – farmer, businessman, social activist, environmentalist, writer, public speaker and a beloved friend and mentor to many.

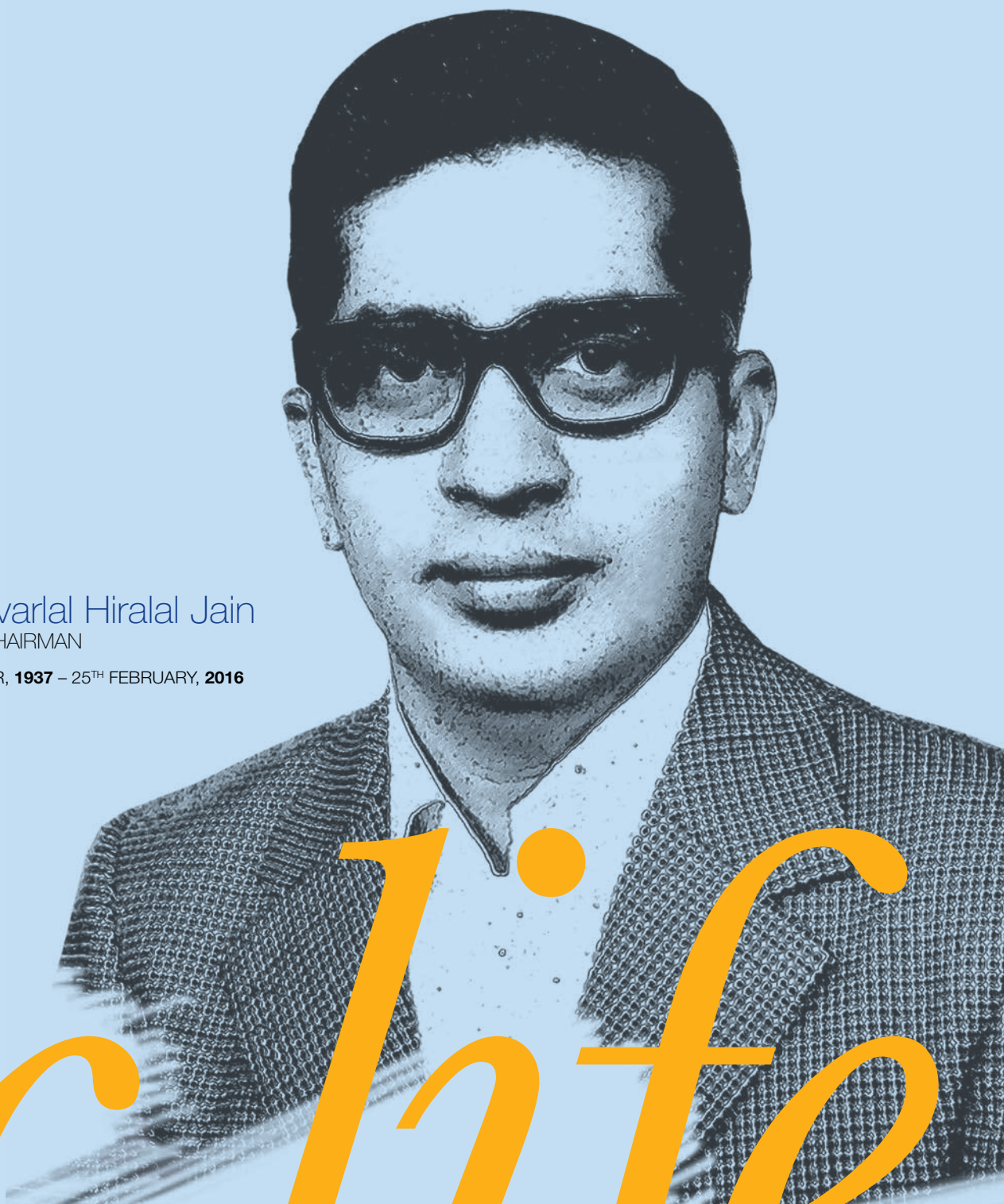
We, at Jain Irrigation Systems Ltd., are inspired by his epic life and legacy; and are committed to follow his example of creating a better world for all.

# An ep

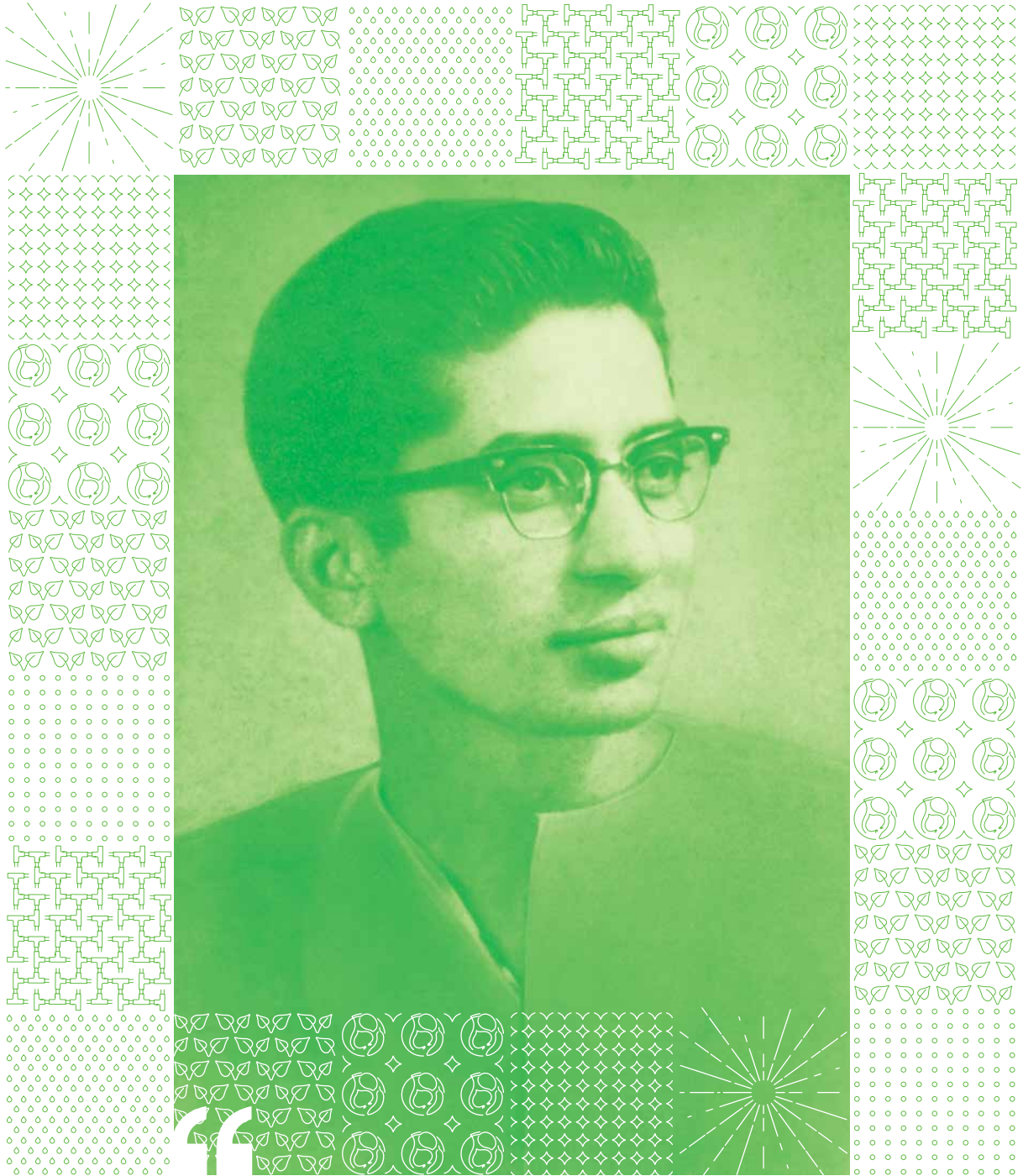


Dr. Bhavarlal Hiralal Jain  
FOUNDER CHAIRMAN

12<sup>TH</sup> DECEMBER, 1937 – 25<sup>TH</sup> FEBRUARY, 2016



ic life



My religion, my simple, middle class agrarian background have ingrained in me values, which guided me by instinct to do good for others and wait for a little while for something good to happen. I have never been disappointed!



# The beginning

Mr. Bhavarlal H. Jain was born to a farming family in Wakod village of Jalgaon district of Maharashtra on 12<sup>th</sup> December, 1937. Despite hardships, he remained optimistic till the very end of his eventful life. Bhau's impressive rise from a student struggling to read under the only lamp in the village square, to spurning a government job and starting his own small business of selling kerosene on a bicycle, is now part of a legend.

His journey was never smooth, but adversity was his great teacher. He failed in his initial attempts at entrepreneurship, but never lost hope. He learnt from his mistakes, adapted to changing business realities and evolved with time. But throughout his journey, he was guided by his vision to bring real and fundamental difference in the lives of farmers and the community.

He took challenges in his strides and founded the world's second largest drip irrigation company, Jain Irrigation Systems Ltd. (JISL).

## **Global recognition**

Bhau won 22 national and international awards in his lifetime.

In 2007, Bhau was conferred the prestigious UNESCO-West-Net 'Water Conserver of India' award by the Honourable Union Minister of Water Resources, Professor Saif-Ud-Din Soz. The award ceremony, held in Delhi, was attended by eminent delegates from the World Bank, UNICEF, UNESCO, Central Water Commission and TERI.

In 2008, Bhau was awarded the Padma Shri, one of India's highest civilian awards by the Government of India for services in the Science & Technology sector - agriculture science and water technology.

The North Maharashtra University awarded him the degree of Doctor of Letters (*Honoris Causa*) for 'Remarkable achievements in the field of agriculture, industry and social work'.

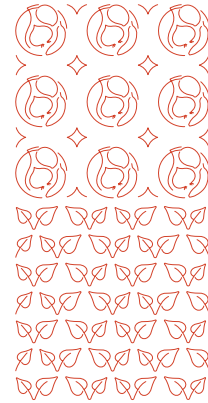
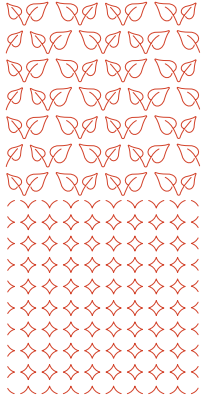
Maharana Pratap University of Agriculture and Technology, Rajasthan awarded him the degree of Doctor of Science (*Honoris Causa*) for distinguished services to the nation by putting up research projects and drip irrigation projects, benefiting millions of people.

Konkan Krishi Vidhyapeeth, Maharashtra also bestowed on him with the degree of Doctor of Science (*Honoris Causa*) for 'Significant Contribution in the field of Agriculture, Horticulture, Micro-irrigation & Water Conservation'.

In 2012, Jain Irrigation Systems Ltd. was awarded 'The Good Company Award' by Forbes for changing the lives of millions of farmers with its modern drip irrigation systems.

He also received the Crawford Reid Memorial Award for promoting proper irrigation techniques, which has been given to only two Asians till date. This remains the most significant, and also the first major recognition on an international platform.





All my life, my activities have been focused on serving the farm and the farmers. Having a natural empathy for the tiller of the soil, I reached out and focused on ways and means to improve the agricultural inputs for higher productivity.

”







# *Empathy for the tiller*

Yes, that was his overriding philosophy of life, whatever may be the consequences. One particular year, Jain Irrigation's margins were under pressure, but Bhau would not relent. In one Board meeting, he surprised everybody by leading a discussion on whether the Company should cut its margins, so that the farmer could benefit more.

His contribution to India's agriculture is legendary. He introduced the concept of drip irrigation in India in 1989. Farmers, by using drip irrigation today, are not only saving water, but also are improving productivity and the soil, so that the same land can provide them better yields for decades on end.

Introduced in Jalgaon in 1989 in Maharashtra, drip irrigation replaces the wasteful practice of flood irrigation where fields are inundated with water to grow crops. In drip irrigation, water is allowed to drip slowly from the soil's surface to the root of the plant, aiding what we call 'precision agriculture', optimising the balance of water, energy and fertilisers to enhance output. This immensely improves the water use efficiency which in today's difficult times is invaluable.

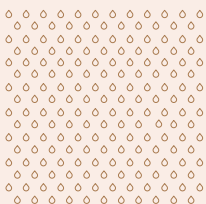
His consistent efforts to upgrade drip irrigation systems as well as other technologies strengthened JISL's reputation across the world. Today, JISL has become the preferred choice for irrigation solutions. At JISL, we promote water security and food security with the slogan, 'More Crop Per Drop'.

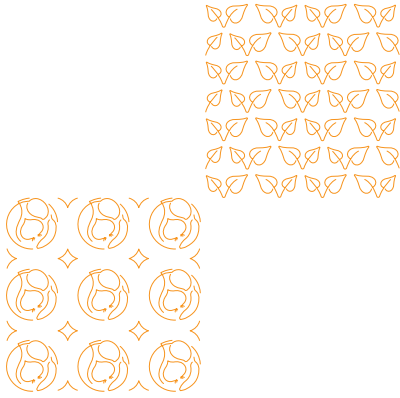
To increase the income of farmers while attaining business growth, Bhau forayed into the food processing sector. The concept of contract farming which Bhau

introduced turned out to be a successful venture for farmers and secured higher-than-market prices for them. This business model largely benefited the farming community.

In the arid region of Khandesh, Bhau's work on watershed management, rainwater harvesting and conservation is a significant milestone in the history of agriculture. Under his leadership was built the Kantai Dam on the Girna River near Jalgaon in Maharashtra. It is built as a public-private partnership and is a shining example of its kind. The spread of the water is 5.6 km from the weir. This storage structure will be beneficial for surrounding 7-8 villages with populations ranging from 15,000-16,000. It ensures sustainable and secured supply of water for agriculture as well as for drinking purpose.

Bhau set up an Agri Institute at Jain Hills. The institute has a large number of agronomists and doctorates in the private sector, who train farmers across the world on latest farming methods. Besides, he established one of India's leading bio-tech labs that conducts research in various fields of agriculture. These institutions have been instrumental in making possible some of the most impactful agricultural advances like tissue culture banana, strawberry and pomegranate plantlets. Today, we are driving bio-technology initiatives, with a tissue culture capacity of 100 million tissue culture plantlets annually.





What do you look for when you enter a particular business? You look for size, you look for growth prospects, you look for depth, you look for reach. Agriculture offers all of this. Agriculture is inherently a very absorbing profession.

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