

LMW®

LAKSHMI MACHINE WORKS LIMITED

ANNUAL REPORT 2017-18

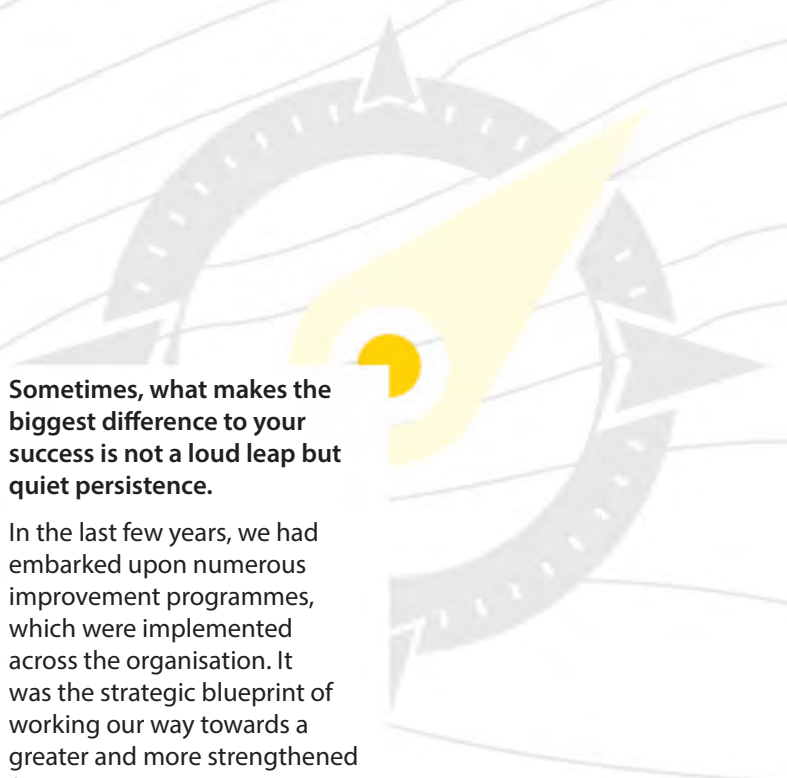


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Sometimes, what makes the biggest difference to your success is not a loud leap but quiet persistence.

In the last few years, we had embarked upon numerous improvement programmes, which were implemented across the organisation. It was the strategic blueprint of working our way towards a greater and more strengthened future – which we adhered to, with disciplined determination.

And this year as well, we have successfully managed to stay firm on our path and further improved every area of our operations.

In other words, we have **stayed the course** with an unwavering resolve. And that has made all the difference!

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Vision

To enhance customer satisfaction and our image globally, achieve exponential growth and attain leadership through world class products and services.

Mission

To deliver greater value to our customers by providing complete, competitive solutions through technological leadership, manufacturing excellence that are responsive to market needs.

Values

- Excellence
- Integrity
- Learning and sharing
- Contribution to industry and society

LMW.

**A brand visible
across shop-floors.**

**A company that
focuses on growing
its customer's
business.**

**An organisation
that strengthens
India's industrial
backbone.**

**A team with an
unwavering
resolve of getting
better each day.**

Lakshmi Machine Works (LMW) is one of the most recognised organisations in India Inc. which has made a significant contribution in taking India onto the global textile map. Headquartered in Coimbatore, the Company has business interests in textile machinery, machine tools, castings and aerospace components. The Company's equity shares are listed on BSE Limited and the National Stock Exchange of India Limited.

Textile machinery:

Established as a provider of spinning technology to Indian textile mills, the Company currently is a leading textile machinery manufacturer in India and one among the few in the world to offer complete spinning solutions to Customers.

Machine tools:

The Company is a recognised name in the CNC machine space offering the entire range of CNC lathes and machining centres to leading corporates in India.

Castings:

Set up as a backward integration to its textile machinery division, the Company presently develops precision castings that cater to diverse industries.

**Aerospace
components:**

The Company leveraged its engineering expertise to develop components for the highly-complex aerospace sector.

At LMW...
**...we took small
but steady steps
in incremental
improvement.**



**...we extended our
product offerings.**

Offered solutions such as Yarn Monitoring System, Bobbin Transport System and Compact spinning among others as a meaningful extension to our product offering.



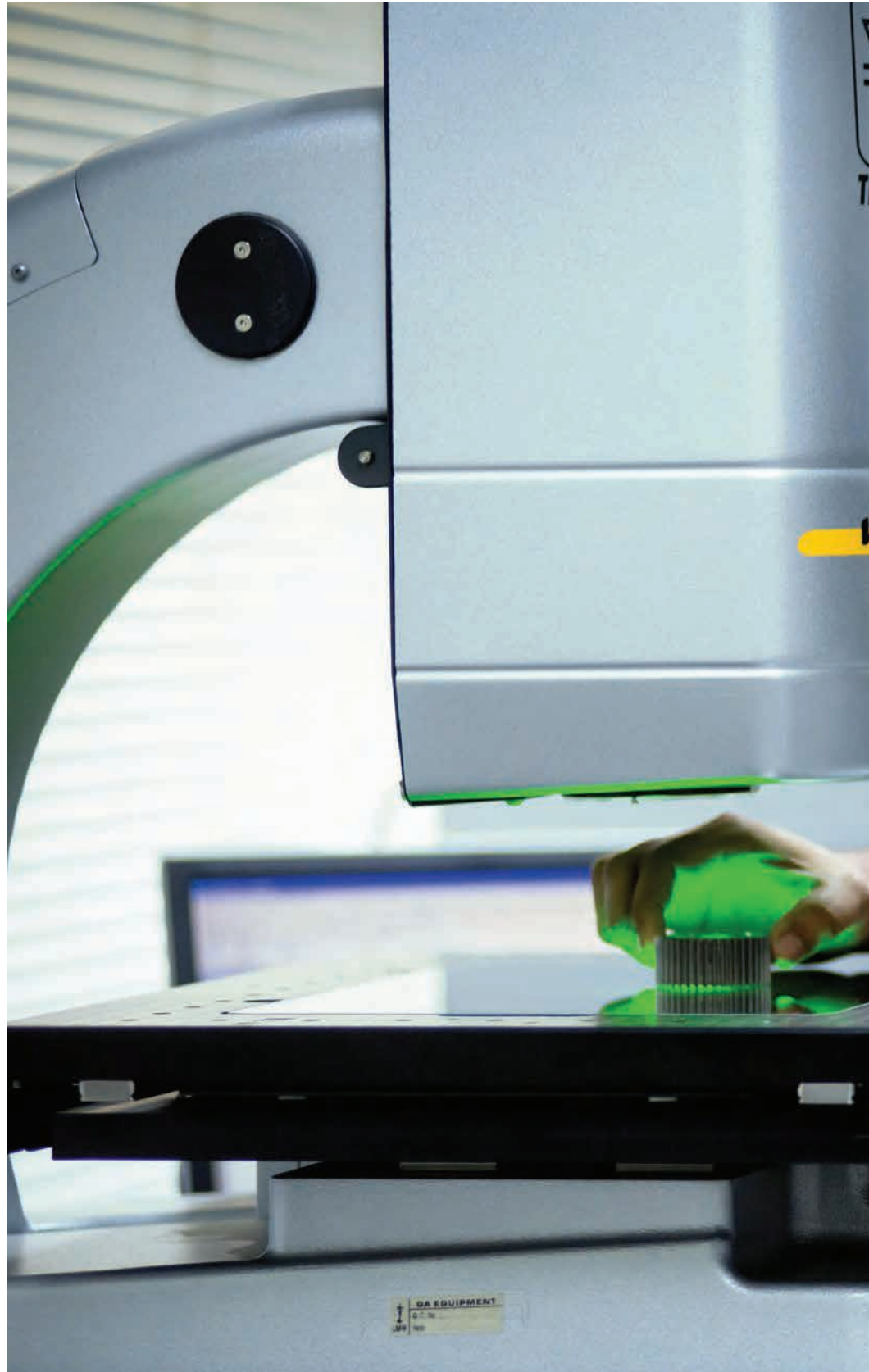
**...we only got better
at value-addition
through retrofits.**

Enhanced customer's machine productivity and extended machine lifecycle through retrofit solutions.



**...we primarily
focused at increasing
machine uptime.**

Introduced a Health Audit solution wherein experts assess the machine, its operations, its productivity and utility consumption and suggest improvements for maximising uptime.





**And in doing so,
we sold more, we
delivered faster
and we serviced
better!**

**The bottomline
is... we made
our customer's
business and our
recall in their
minds stronger.**

At LMW...

**...we worked
on being better
today than we
were yesterday.**



**...we identified and
filled gaps in our
product basket.**

Added products – comprising
of new machines and product
extensions – to our offerings
basket.



**...we thought it
prudent to upgrade
our legacy equipment.**

Refurbished our machines with
new systems to enable them to
deliver their original quality.



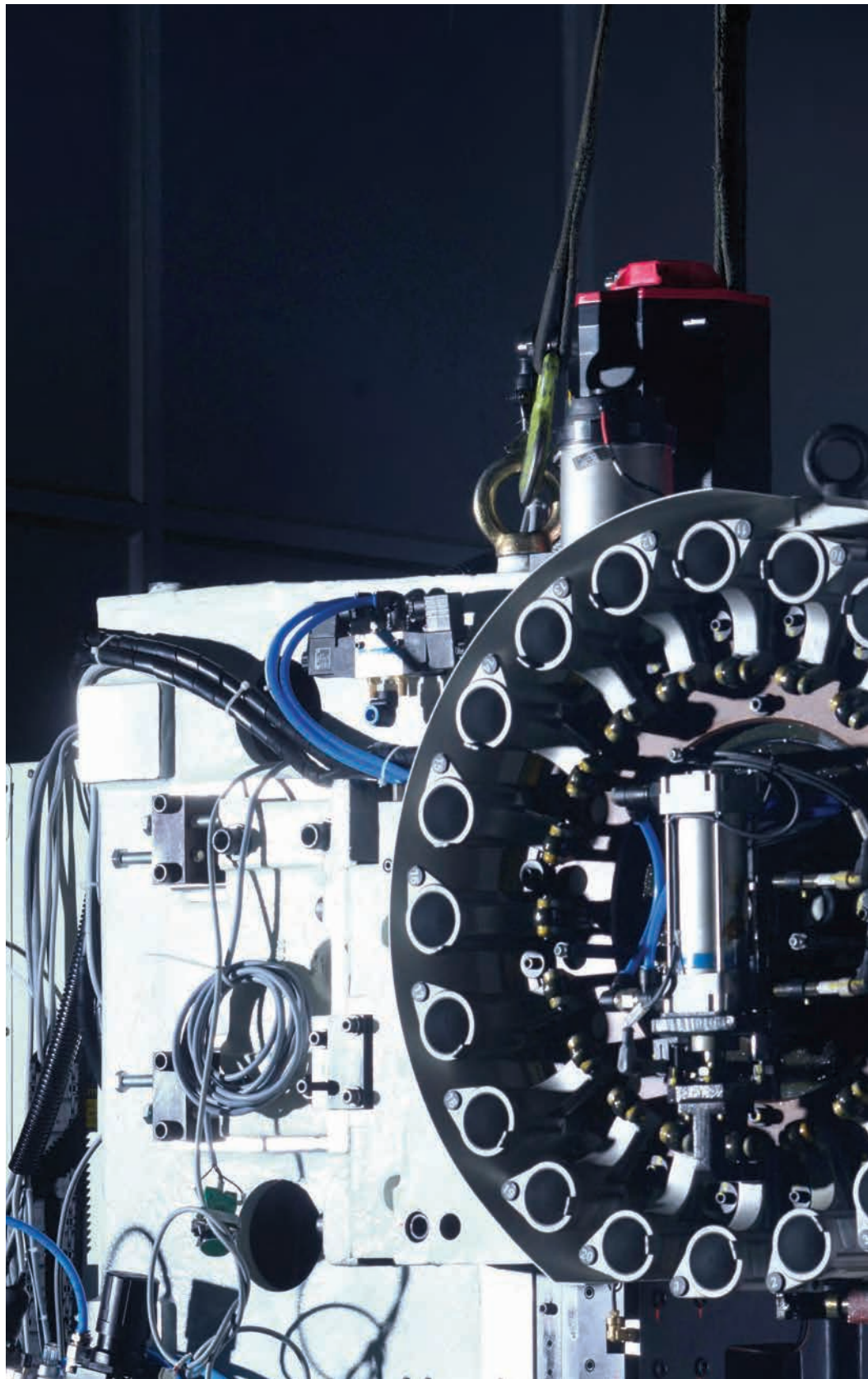
**...we leveraged the
existing platforms
better to reach out
further.**

Established a strong presence
on the social media platforms
for creating awareness.



**...we increased our speed at
every operation to improve
delivery schedules.**

Transformed the Accelerating
Competency for Manufacturing
Excellence (ACME) practice into our
work culture over the years, which has
significantly improved manufacturing
and assembly operations.





**As a result, we
bonded better,
we achieved
more and wowed
more customers.**

**In a nutshell...
we became
better only to
set our sights
higher.**

At LMW...
**...we prioritised
quality over
quantity**



**...we chose to
consolidate our
operations from three
units to two.**

Replaced only critical legacy
equipment with contemporary
variants.



**...we chose to
accommodate additional
infrastructure within
our existing facility.**

Adjusted the balance
equipment within the same
facility through prudent
shopfloor management.



**...we chose to align our
mindset to meet growing
customer demand.**

Prudently balanced in-house
production with an outsourced
arrangement; institutionalised
the ACME culture to realise more
from existing facilities. Even as
consolidation was a challenging
task, we registered an increased
output by the year end.

