

**LMW®**

**LAKSHMI MACHINE WORKS LIMITED**

ANNUAL REPORT 2017-18

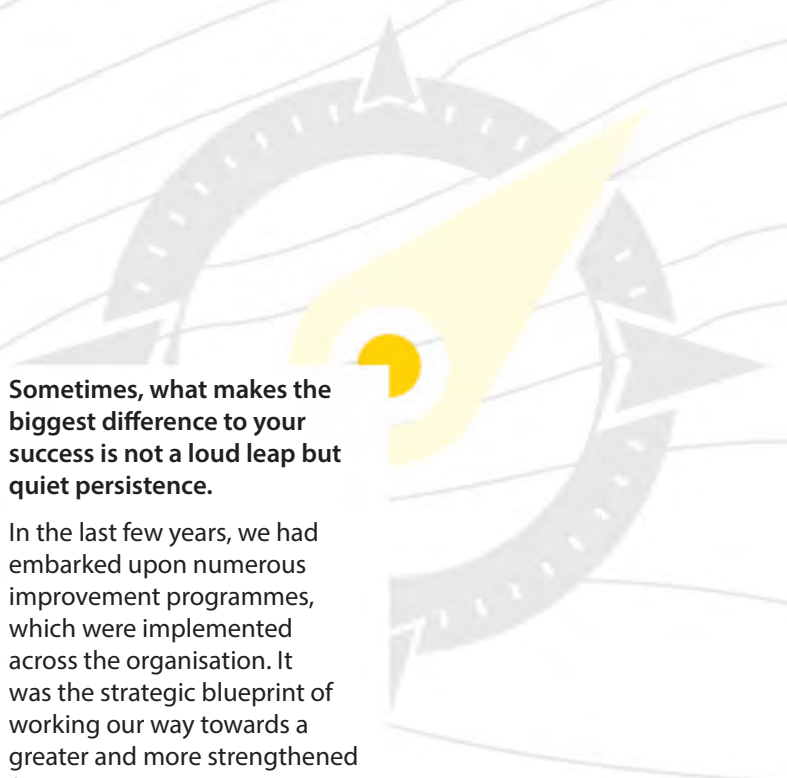


## **Corporate Overview 002-013**

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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.



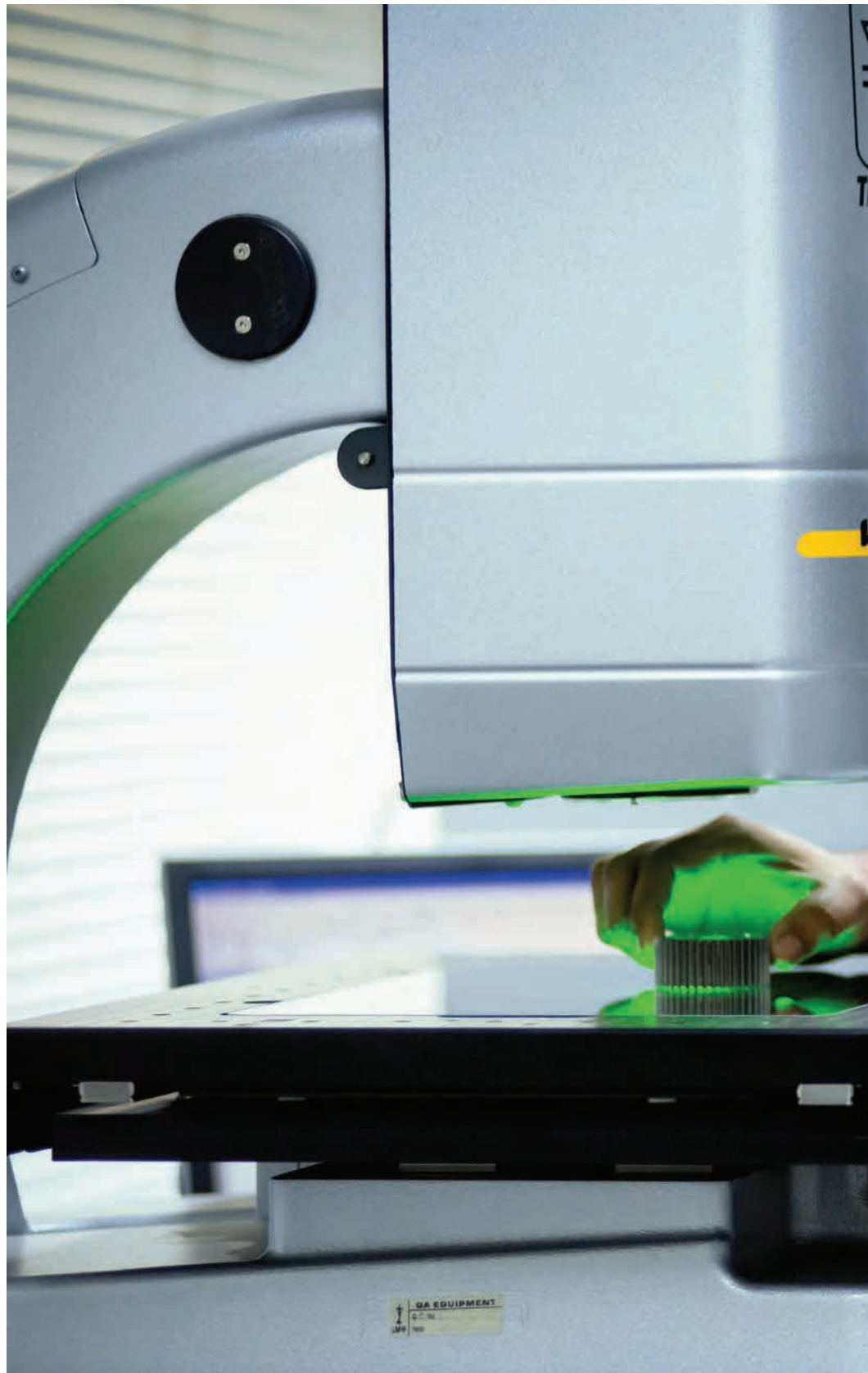
**...we only got better  
at value-addition  
through retrofits.**

**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.



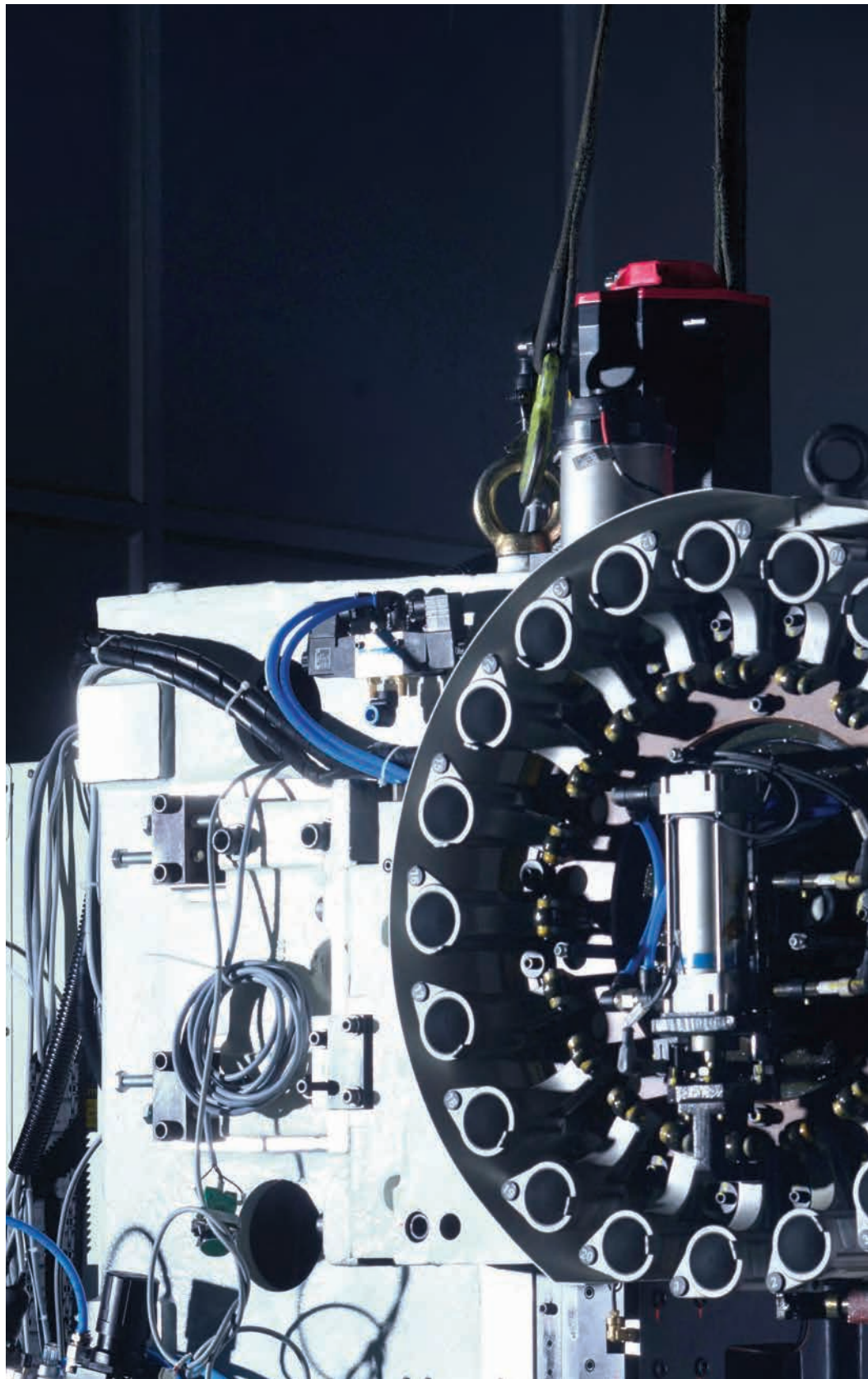
**...we leveraged the  
existing platforms  
better to reach out  
further.**

**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.

