



The National Institute of Engineering
Department of Electrical and Electronics Engineering
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EME PRESENTATION

on

HINDUJA GROUP



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Under the guidance of
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THE HINDUJA GROUP FOUNDER



GUIDING PRINCIPLES OF THE GROUP

Work to Give

Word is a Bond

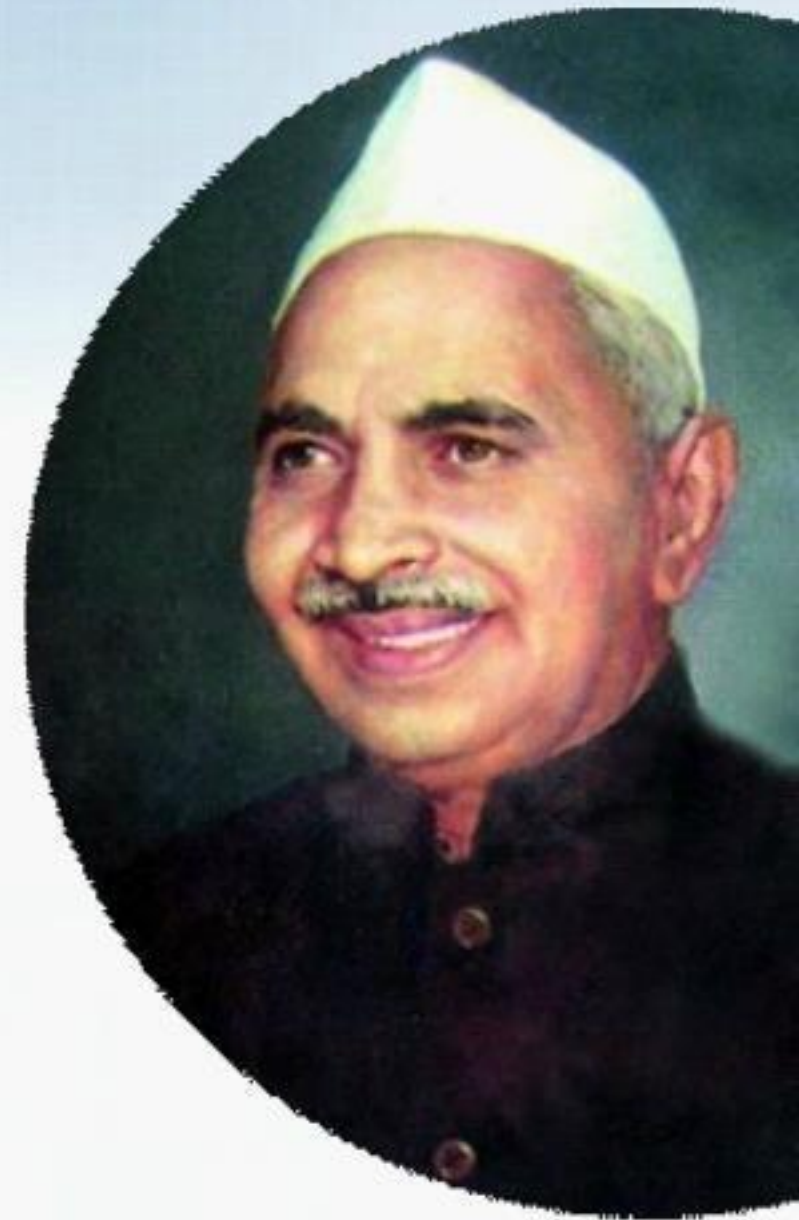
Act Local; Think Global

Partnership for Growth

Advance Fearlessly

**“MY DHARMA (DUTY) IS TO WORK
SO THAT I CAN GIVE”**

Parmanand Deepchand Hinduja



**Founder
1901-1971**

INVESTMENT PHILOSOPHY



The Hinduja Group strategically invests in multiple businesses and geographies through both stock and industrial investment. The Group's investment philosophy encompasses both short term minority holdings and long term strategic positions in constituent companies with majority holdings.

In its long term holdings, the Group identifies appropriate business opportunities and converts them into professionally managed enterprises and mentors their profitability, growth & success. The Group also undertakes many social and philanthropic ventures.



THE HINDUJA GROUP PROFILE

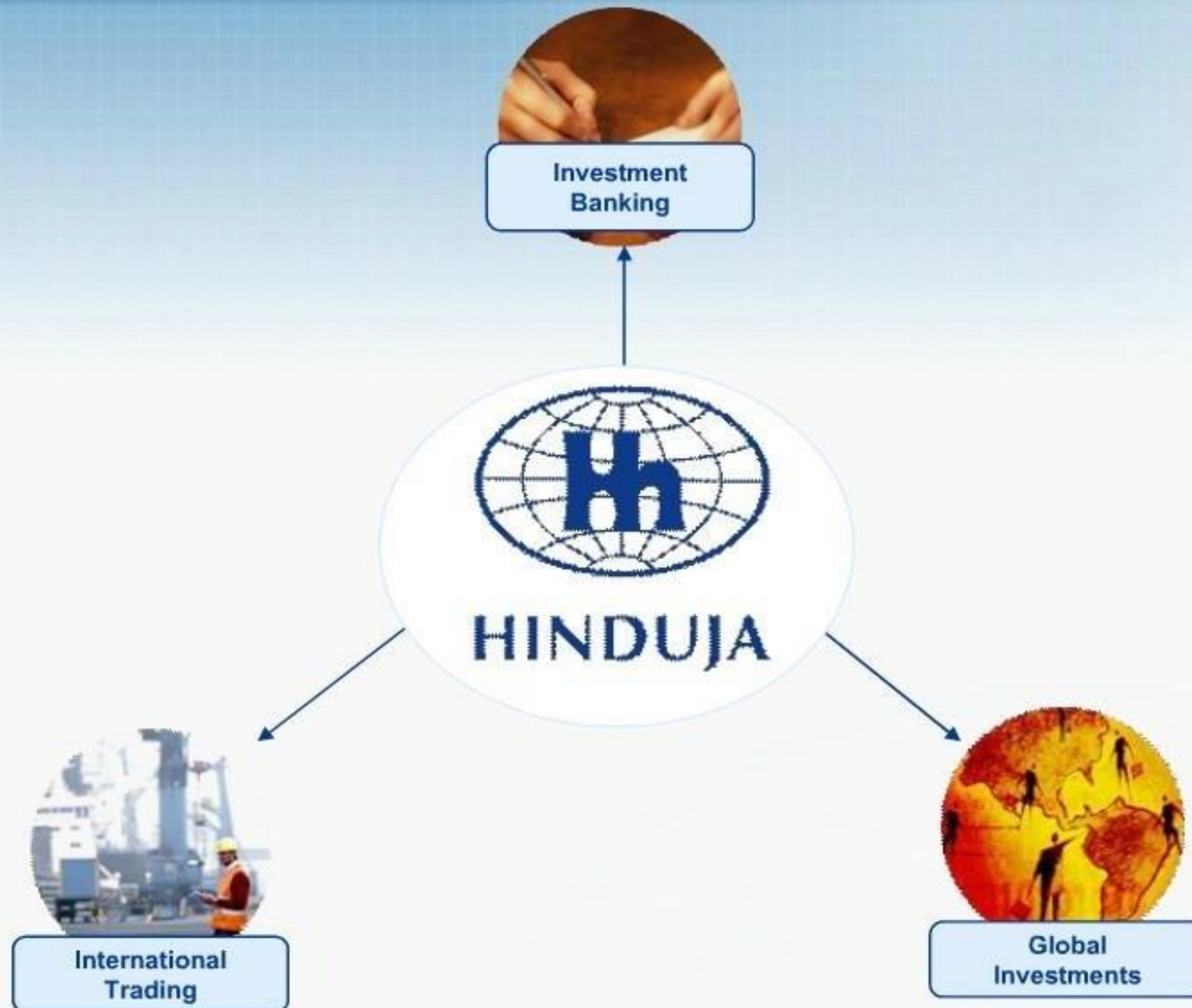


- The Group was established in 1914 in Mumbai, India
- Entered Middle East in 1919 to grow trading initiatives
- Privately owned by the Hinduja Family
- Presence in more than 25 countries and operates across the globe
- Entered India for major activities in 1987
- Employs over 30,000 personnel worldwide



Shri S.P.Hinduja
Chairman

BUSINESS ACTIVITIES



INVESTMENT BANKING



- The Hinduja Group builds strong relationships with its customers to fulfill their investment-banking and asset-management needs.
- The Hinduja Group operates an independent global investment banking boutique. The Investment Banking Division is broad based and has dedicated professional teams located in London, New York, Geneva and Mumbai.
- Investment Banking Services cover the following:
 - a) Corporate Advisory
 - b) Capital Markets
 - c) Private Equity & Direct Investment
 - d) Real Estate
 - e) Asset Management Services
 - f) Project Advisory Services
- The Group provides Asset Management and Advisory Services to its clients through several companies such as AMAS securities Inc., AMAS Trust, Amas UK and Amastria CA, AMAS-IPS and Ashok Leyland Project Services. These companies constantly monitor the development in world markets to ensure safe and efficient allocation of assets.

INTERNATIONAL TRADING



HINDUJA

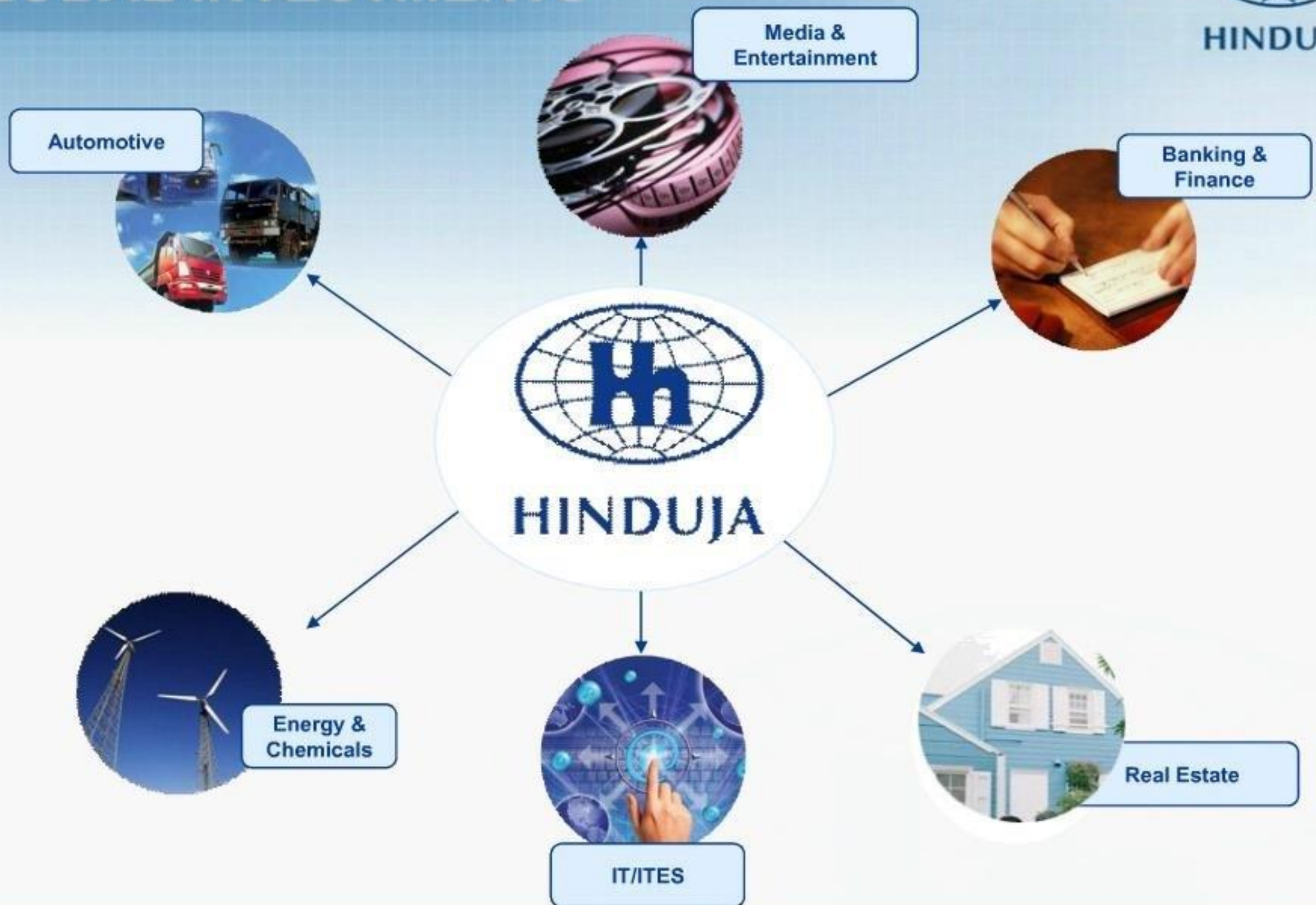
- The diversified, multi-billion dollar Hinduja Group had its origins in the trading activities started by the Founder, late Parmanand D. Hinduja in 1919.
- The Group trades internationally in all products and commodities except tobacco, meat and alcohol . It provides specialist technical services to several infrastructure sectors.
- The activities cover:
 - Finance / Service
 - Counter-trade
 - Switch Trading
 - Trade Finance
 - Buy-back
 - Debt Clearing
- Supported by the expertise of its trading division, the Group has the agility to convert the challenges of the fast-changing global business environment into profitable business opportunities.

GLOBAL INVESTMENTS



Global Investments of the Group are in the following six business sectors. The investment philosophy in these range from minority holdings with short-term investment objectives to long term strategic positions where the Group holds majority stake in constituent companies. These investments are both in public and private entities across the globe.

GLOBAL INVESTMENTS



GLOBAL INVESTMENTS



AUTOMOTIVE

ASHOK LEYLAND

- The flagship company of the Group in India
- The Second largest Indian commercial vehicle manufacturer
Trucks: 7.5 T GVW to 49T GTW, Buses: 19 to 80 seaters, Special Application Vehicles and Diesel Engines
- Production capacity : 80,000 vehicles and 90,000 engines per annum
- Six manufacturing units in India. A unit in Prague (Czech) producing AVIA range of trucks. Setting up a bus assembly unit in Ras Al Khaimah (UAE)
- Exports to over 30 countries in Asia, Middle East, South America and Africa
- An ISO/TS – 16949 certified company
- Listed on Mumbai, National and London stock exchanges
- 2005-2006 turnover : USD 1.2 billion; Exports : over USD 100 million
- Employees close to 12,000



AUTOMOTIVE

- **Automotive Coaches and Components Limited (ACCL)**

It is one of the largest tipper body manufacturers in the organized sector in India. The Company manufactures a wide range of after-chassis products including trailers.

- **IRIZAR-TVS**

This JV with Irizar of Spain, has launched the world-class InterCentury coaches in India.

- **Lanka Ashok Leyland**

This JV with the Government of Sri Lanka has a dominant share in Sri Lanka's medium duty vehicle segment.

AUTOMOTIVE

ENNORE FOUNDRIES

- One of India's largest automotive jobbing foundry with production capacity of 48000 MT of grey iron castings (to be increased to 60,000 tons by March 2006) and 3,000 MT of aluminium gravity die castings. DCU which was merged with EFL has a capacity of 24,000 MT.
- Premier Block & Head Castings manufacturer in India
- The Foundry's customer base in India includes Ashok Leyland, Hyundai Motor India, Maruti Suzuki, Hindustan Motors, Simpson & Co., Mahindra & Mahindra, Caterpillar and Swaraj Mazda.
- Ambitious expansion plans are on the anvil – over Rs.165 crores of investment plan. The company is now setting up a green field plant near Chennai with a capacity of 50,000 tons /annum which will go on stream by the beginning of 2007.

BANKING AND FINANCE

INDUSIND BANK

Conceptualised by S P Hinduja, it is the first commercial bank in the private sector, launched in 1994. An avenue through which the Non-Resident Indian community collectively contributed to India's economic and social development.

- It is one of the most profitable and vibrant private banks in India.
- The Bank's broad lines of business include Corporate Banking, Retail Banking, Treasury and Foreign Exchange, Investment Banking, Capital Markets, NRI / Private Banking, and Information Technology (through a subsidiary).
- The retail banking portfolio has been strengthened with the merger of Ashok Leyland Finance. For the year ended 2005, Capital funds were in excess of Euro 190 million, Total volume of business was in excess of Euro 3882 million with 232 outlets (branches, extension counters, ATMs, vehicle finance divisions, including offices in Dubai and London), expected to double in the near future.
- Ambitious plans are underway for launching the investment banking services aggressively covering all growth sectors.

BANKING AND FINANCE

AMAS BANK

Amas Bank was established in Geneva in 1978 as a finance company.

- Active in Private Banking, Investment Banking, Treasury / Trading Asset Management, Equity and Bond Markets, underwriting, and direct investments.
- Amas Bank Switzerland : Private bank launched in 1994
- Headquartered in Geneva with branches in Luzerne, Zurich and its subsidiaries in London, New York, Vienna, Mauritius and the British Virgin Islands. Has recently acquired a large Swiss bank.
- Provides full range of services including custodial services, portfolio management and implementation of investment strategies, trust and fiduciary services, forex, precious metal dealings and stock market transactions.

ENERGY / CHEMICALS

GULF OIL INTERNATIONAL (GOI)

- Gulf is one of the most instantly recognized corporate brands in the world. It has enjoyed pioneer status in the industry for over 100 years.
- GOI group owns several blending plants in India, Middle East, Latin America, China and several countries around the world. It has presence in more than 80 countries with operations in five continents.
- Gulf produces an extensive range of over 400 lubricant products including automotive, marine, industrial and specialty products.
- The global network is managed through a strategically planned ISO 9002 accredited lubricant blending plants.

ENERGY / CHEMICALS

GULF OIL CORPORATION LIMITED

- Activities involve mining and infrastructure services, lubricants and chemicals including explosives, detonators and specialty chemicals
- New realty division has been created
- Major operating divisions:
 - **IDL Division** - Largest producer of explosives and detonators in India with manufacturing facilities in 8 locations.
 - **Lubricants Division** - Manufacturing and marketing lubes, greases and auto accessories, state of the art manufacturing facility at Silvassa.
 - **Mining and Infrastructure Contracts division** - Large scale mining services in coal and iron ore mines as well as services to the infrastructure sector such as underground metro railways and national highways.
 - **Speciality chemicals division** - Manufacturing unit at Hyderabad producing Active Pharma Ingredients and intermediates for cardiac, anti-depressants, anti-histamines and analgesic medicines

IT / ITES

HTMT

- HTMT's Technology Division is a realization of the Hinduja Group's endeavour to provide a 'one stop shop' for customers' needs - from Contact Centre services and Back Office Processing to customized IT solutions
- HTMT's offering includes IT Services, Contact Centre and Back Office Processing solutions. Servicing a global clientele, the company's footprint spans several countries across the globe.
- Software development, implementation, customisation, maintenance re-engineering, migration and web enabling
- Call centre and back office processing
 - Ranked among the top ten BPO service providers in India.
 - Employing over 6300 people across 4 global locations viz. USA, Canada, Mauritius and Philippines besides being present in 8 centres in India.
 - Growth of 100% in 2 years

MEDIA & ENTERTAINMENT

IndusInd MEDIA & COMMUNICATIONS LIMITED (IMC)

- Largest cable television and integrated multi-system broadband operator in India
- Commenced operations in 1995
- More than 6 million subscribers in 11 major Indian cities
- Classified amongst the 10 largest cable TV operators in the world in terms of subscribers
- Intel USA has taken a stake in IMC

MEDIA & ENTERTAINMENT

In2Cable

- National ISP to provide internet services
- Offers high speed, “always on” broadband cable internet access, digital television, data, entertainment, games, video-conferencing and internet telephony.
- Plans to offer value added services like VoIP, VPN, DNS hosting and email.
- Currently operating in 9 cities and has ambitious plans for growth

MEDIA & ENTERTAINMENT

CVO CABLE VIDEO INDIA LTD. (CVIL)

- CVO is India's premier Hindi movie channel, launched in 1.7 million homes since 1996.
- The number of subscribers over the years, have increased to several million and is now seen in more than 100 cities and towns.
- CVO was also the first Indian channel to appear in the Mumbai ratings within 3 months of its launch.
- It has an extensive library of 4,000 films

TELECOM

- HTMT has a 5 % stake in Hutchison Essar , one of the leading mobile operators in India. The company has a subscriber base of more than 13 million and growing fast in the Indian market.

REAL ESTATE

Ashok Leyland Properties Ltd

- ALP is the real estate arm of the Hinduja Group. It is the nodal entity for developing real estate projects through project-specific Special Purpose Vehicles.
- It has completed 420 apartments in 27 residential projects in Chennai and Bangalore covering 60,000 sq ft.
- Presently engaged in the design, development and execution of the office building projects at Chennai and Gurgaon
- Using its age-old expertise in construction of industrial shed and workshop areas, ALP is currently building and developing eight Sales and Service Centres for Gulf Ashley Motors, covering 60,000 sq ft in Jharkhand, Assam and Bihar.
- Company has recently completed restoration and rehabilitation of the Driver Training Institute in Delhi, a joint venture between Ashok Leyland and the Government of Delhi.

HG COMPANIES IN INDIA



HINDUJA

Company	FY	Turnover (USD Mn)	PAT (USD Mn)	Equity (USD Mn)	Net worth (USD Mn)	Market Cap (USD Mn)	HG Share- holding
Ashok Leyland	2005-06	1345.1	67.9	27.1	308.6	1357.3	49.59%
IndusInd Bank	2004-05	307.8	46.7	64.6	184.3	391.6	56.41%
Gulf Oil Corp	2004-05	105.2	5.0	3.08	30.2	678.7	70.94%
Hinduja TMT	2004-05	34.6	15.6	9.1	107.9	600.0	63.78%
Ennore Foundries	2005-06	73.3	3.1	3.6	17.6	63.7	80.11%
TOTAL		1866.0	138.3	107.48	648.6	3091.3	

NOTE : INR/USD assumed to be 45

PHILANTHROPIC ACTIVITIES

- Charitable activities of the Hinduja Group Administered by the Hinduja Foundations in India, Europe, UK and USA.
- Charitable activities fall into following categories :
 - **Public Health**
 - **Education**
 - **Social Welfare**
 - **Art & Culture**
 - **Sports**



PHILANTHROPIC ACTIVITIES



- **P.D. National Hospital & Medical Research Centre, Mumbai:**
 - 351 bed hospital offers advanced healthcare; Technical Consultation from Massachusetts General Hospital, Boston
- **ASCI-Hinduja Institute of Healthcare Management**
 - Offers post-graduate program in healthcare education
 - Course was developed in association with Johns Hopkins University
- **P.D.Hinduja Charitable Hospital, Bangalore**
 - Upgradation and modernization of this facility
 - Medical services for the people of Bangalore
- **International Commission on Health Research for Development**
 - Hinduja Foundation supports the Commission with substantial contributions
- **Collaboration with AAPI**
 - Joined hands with American Association of Physicians of Indian Origin (AAPI) to upgrade healthcare facilities in India



EDUCATION



HINDUJA

The first charitable trust established by late P.D. Hinduja was in 1944 & it was for education. In 1968 the various charitable trusts and educational activities inspired by his philosophy were brought under the umbrella of the Hinduja Foundation.

**KPB Hinduja College
of Commerce,
Mumbai**



**Post-Graduate
Courses at
Hinduja Hospital**



**ASCI- Hinduja
Institute of Healthcare
Management, Hyderabad**



**Dharam Hinduja
merit-cum-means
scholarship**



The Foundation has also provided assistance to:

- New Students Hostel London School of Economics
- The Parmarth Niketan Educational Activities, Hrishikesh
- The Gurukul Mahavidyalay, Jwalapur

Seth P.D. Hinduja
Sindhi Model School,
Chennai



School of Nursing,
HinduJa Hospital,
Mumbai



HinduJa
Cambridge Trust



SOCIAL WELFARE

- Donations for
 - Nationwide Pulse Polio Program in collaboration with the United Nations and WHO. Reached out to over 1 million children below the age of 5yrs in economically backward areas
 - Leprosy eradication & rehabilitation programs of NGOs
 - Relief efforts - cyclone, earthquake, floods, droughts
 - Earthquake resistant housing – Gujarat (Amritanandmayi Ashram)
 - NGOs serving the physically handicapped
- Creation of Public Facilities
- Jamuna Hinduja Ashram at Juhu ISKCON
- Upgradation of Pilgrim Facilities Badrinath, Kedarnath, Hrishikesh, Hardwar



ART & CULTURE



Lord Balaji Temple,
U.K.



Millenium Dome,
U.K.



Cosponsors
Peter Brook's
Mahabharat



Asia Society,
New York

Nehru Art Gallery
At Victoria & Albert
Museum, London



Theorama Paintings
on Unity of Faith by
M. F. Hussain

Iskcon Hinduja
Glory of India,
Delhi



Indic Research Cambridge,
Columbia, India



Bharatiya Vidya
Bhavan, New York



Swaminarayan Mandir,
London

From 1986 onwards

- Rewarding & encouraging Indian achievers of international events
- Adopting budding sportspersons
- Sponsoring & promoting established sportspersons
- More than 300 beneficiaries

We are proud to have been of some help to some of India's brightest stars





HINDUJA

THANK YOU