**2008 Annual Report**

* Crossed milestone of 100000 units - company sold 112517 units(Growth of 17%) YoY
* Your Company has indigenised critical parts of Engine. Thus the import content has been reduced to 18.93% by March 2008 as compared to 21.87% at the end of March 2007.
* Cost saving measures taken -

Installation of Liquefied Petroleum Gas (LPG) based direct heating system in Paint shop ovens instead of existing High Speed Diesel (HSD) fired indirect heating system

Installation of new boilers of LPG fired type burners instead of existing HSD fired type burners.

All of this resulted in a 9.5% lower consumption of electricity and a 17% reduction in fuel burners

* Technology to run gensets on LPG is a part of the R&D - Explored Scope for LPG Generator Business in Jordan and Bolivia
* To strengthen its retailing efforts, the Company has established its own showroom in Gurgaon in 2006-07.
* Seems like the company is focusing on LPG gensets because apparently *“availability of kerosene is becoming difficult in some parts of the country. The Company is working on alternate fuel products to give viable alternate power solutions to the customers.*”
* Water Pump opportunities - *“The shift to light weight portable pumps by the farmers is an opportunity to the Company to leverage the potential.”*
* Company has launched Brush Cutter during the year 2006-07. This product, which is useful for weed cutting, has been very well received in the Southern and Western markets.**(is the product still useful, given the emergence of herbicides to prevent weed growth?)**
* *Engine business was sustained despite lack of price competitiveness.*

**2009 Annual Report**

* The drop in sales is due to the events relating to the ongoing project for consolidation of manufacturing facilities from Rudrapur to Greater Noida
* indigenisation the import content is reduced by 6.43%.The indigenisation of balance parts is continuing with the support of Honda Motor Co., Ltd., Japan.
* R&D activity - Technology to run water pump set on LPG fuel - Explored Scope for LPG Water Pump Business in Indonesia.
* Sustained Genset Business in Middle East Markets.
* Tapped Water Pump Business potential in African and Middle East Markets
* Brushcutters - With sales of nearly 7,000 units during 2008-09 the Company achieved a growth of 148% over the previous year.

**2010 Annual Report**

* Increase in sales was primarily due to growth in Engine and Water Pump business which had registered record sales during the year.
* Company is continuously working on cost reduction by localization of critical parts with the support of Honda Motor Co., Ltd., Japan.
* Successful shifting of the manufacturing facility from Rudrapur to Greater Noida has been achieved by way of signing of Memorandum of Settlement between the Company and Workers' Representatives on August 25, 2009.
* As per the agreement, a voluntary retirement scheme (VRS) had been offered to all the workers of the Rudrapur factory. Significant majority of the workers of Rudrapur factory had opted for the said VRS scheme and had not resumed services at the Greater Noida factory. All claims and dues of such workers have been settled.
* Gensets - The company had launched a 5.5 KVA Super Silent, technologically advanced Inverter Generator through import under completely built unit (CBU) route. Despite the higher pricing but due to extensive applications, the product has started gaining acceptance in the commercial and institutional segments.

**2011 Annual Report**

* The overall growth was led by recovery in the generator segment and **good volumes in the engines and water pumping set business during the year(2nd year running).**. This year also saw introduction of new models in the EU series of Generators specially made in India for the domestic market
* After two years of importing the finished product from Japan, the company has now started manufacturing the 5.5kv genset in India after receiving encouraging feedback
* In the gensets portfolio , the company has also started producing a 3 KVA model in India to fill the product gap between the existing 2.1 KVA and 5.5 KVA offering. This new model is from the latest 'EU' series family and has best in class features as required by the customers
* Outlook for engines - demand for “suitable and reputed” engine for various applications and has turned business outlook . There have been enquiries from reputed Original Equipment Manufacturers (OEM) for tie ups and long term contracts for supply of new series of Engines as well as existing series***.(Seems like a turnaround for a pertinent pain point)***
* Brush Cutters - The growing need of farmers especially in the southern and western regions to find alternate to manual means of weeding has given rise to increase in demand of such equipments.
* Demand for these products is still being met through import of the finished product

**2012 Annual Report**

* This year also saw introduction of new revolutionary products such as 3.0 KVA -EU series of Generators - made in India, **as well as small 5.5 hp Tiller cum power weeder for the domestic Market.**
* Indigenization and cost control - The Company has successfully localized 80 parts of Generator Model EU65is Model and achieved planned cost saving during the year. The Company is in the process of further localising 10 more parts during the year 2012-13 and is hopeful of realization of savings thereon.
* Conversion of LPG fired burners into Natural Gas fired burners in Paint shop ovens
* The momentum in water pump sets and engines was augmented due to the proximity to the actual users helped us to convert many prospects in favour of Company. The direction of the company to use and promote 'portable concept' helped to compete further. The GX Engines series will further boost this arrangement in the years to come.
* For brush cutters, The southern market continues to be a major market for these machines.
* Launch of tillers - company launched one of the most popular Mini Tiller, from its long range of tillers available worldwide, in India last year and the initial response it got in the first year of launch of the compact Power Weeder cum Tiller in the 5.5 hp category is promising.
* **Export policy -** Supported by the impending launch of a new generator model during the next fiscal, the company will persist with its strategy to explore new markets amongst the emerging countries
* New products under development -

 Started development of GX160/200 (OHV Engines) for domestic market
 Development of 1 KVA model for developing countries and domestic market.

* Developed business from new markets in North West Africa, namely Algeria and Benin.

 **2013 Annual Report**

* To achieve cost competitiveness, the Company is focusing on reducing the import content in GX series of Engines through localization
* Your company launched a New 1 kVA Generator, EP1000, which is made in India, to fill the needs of home and small business owners, who have been demanding an affordable and fuel efficient alternate power source for long power cuts

**2014 Annual Report**

* Focus on indigenization of the GX Series of engines - *“To achieve cost competitiveness, the Company is focusing on reduction in import content in GX series of engines through localization and cost reduction on SA FLOW”*
* The 1 kVA petrol fuelled Generator EP1000, launched late last year has also received an encouraging response amongst urban & semi-urban customers. Its easy start feature due to the unique Honda decompression technology has been well appreciated
* The new emission compliant models to be introduced in 2014 are exclusively petrol run
* Export policy - During the year the Company launched two new models in the 7 kVA category for US and Canadian markets. In the future business from the North American markets is expected to contribute significantly to your Company's overseas business
* Leadership in brush cutters - strengthened its after sales support activity “w*hich is expected to consolidate and reinforce its leadership position.”*

**2015 Annual Report**

Discontinuation of kerosene run gensets - *This year overall generator business was impacted due to discontinuation of Kerosene run Gensets in the wake of introduction of revised CPCB (Central Pollution Control Board) norms for Noise and Emissions, effective 6th of August, 2014*

Honda Brush cutters have been accepted by dairy segment as fodder cutting machine.

1KVA generator sales were affected due to competition from low priced Chinese generators particularly in Middle East and Africa