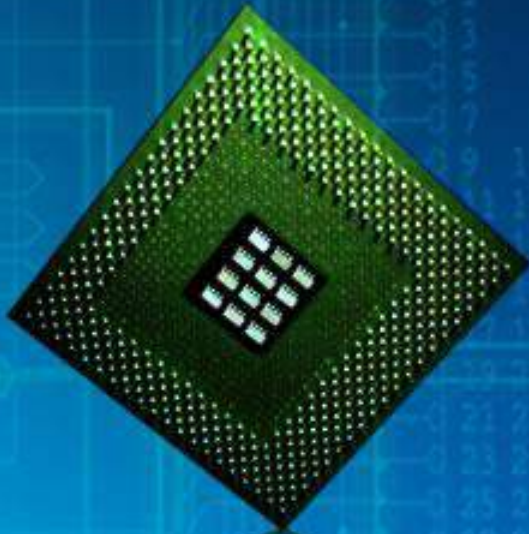




**Heartily Welcomes
You**



OUR STRENGTHS & CAPABILITIES

Background - Corporate Snapshot

- Kaynes Technology started in **1988** having a Corporate Structure of Private Limited with Limited Liability.
- Leading domestic player in the **Electronic Manufacturing Services (EMS)** space with Global Footprints.
- Currently operating in the **High to Medium mix & Low to Medium volume niche** in the **professional electronics**.
- Industrial Electronics, Railway Electronics, Medical Electronics, Defence Electronics, Automotive Electronics and IT Hardware are the Key Verticals of the Company.
- Company currently operates a total of 5 **manufacturing lines (SMD + PTH)** with a capacity to populate Two Billion Components per annum with an exclusive line for **Green manufacturing** which is RoHS compliant.

Kaynes Key Facts

Innovating with
QUALITY & VALUE
forever

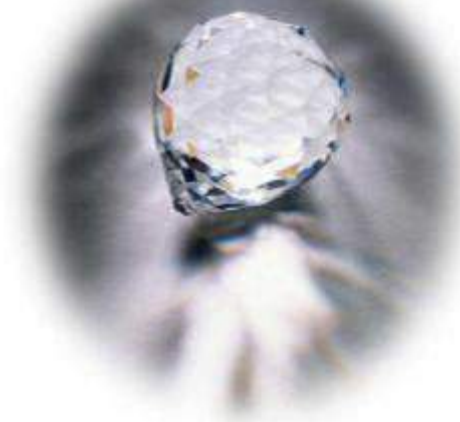
- 950+ Employees
- Facilities
 - Mysore, 4600 m² - Export & Domestic
 - Parwanoo, Himachal Pradesh, 600 m²
 - Selaqui, Dehradun, 500 m²
 - Bangalore, Peenya, 1000m²
 - Chennai Facility, 300 m² – Export & Domestic
 - Mysore New Facility 2500 m² – Domestic & Exports
 - Manesar, near Delhi, 1450 m² - Domestic
 - **Mumbai Service Centre**
- **Joint Venture “Kaynes Technology Europe”** to promote Business from Europe
- Achieved **40 million USD (258 Crores) in 2014** and Planned **55 Million USD in 2015-16** with Target to reach 100 million USD in revenue by 2016-17.
- **37% Revenue from Exports,**
- Exports to USA,UK,EUROPE,AUSTRALIA & SE ASIA
- **ISO 9001 QMS** upgraded to **ISO /TS 16949:2002** and **ISO 14001:2004**, **OHSAS 18001:1999** certification.
First Company with Integrated Management System
- Additionally **IRIS for Railways** & **EN/ AS 9100** Certified for **Defence & Aerospace.**
- **Certified for ISO 13485 for Medical Electronics**



KAYNES Technology : ISO /TS 16949, ISO 14001, OHSAS 18001
IRIS, ISO 13485 & AS 9100 Certified Company

Our Value System

- ▶ To maintain **basic discipline** and **integrity**, at all levels at all times
- ▶ To respect individual **skills** and expertise independent of positions
- ▶ To value **customers'** and **suppliers' feedback** positively to leverage for all improvements



Human Capital- The Leadership Team

Mr. Ramesh
Kannan

- ▶ President & CEO; Age 48years
- ▶ Promoter of Kaynes Technology and a first generation entrepreneur
- ▶ An engineering graduate with over 18 years of experience in the EMS space

Mrs. Savitha

- ▶ Director, Age 38 years
- ▶ A post graduate in Finance and has undergone training in Japan for Operations Management, Quality Management and CWPS Techniques
- ▶ Has over 12 years of experience in Operations Management

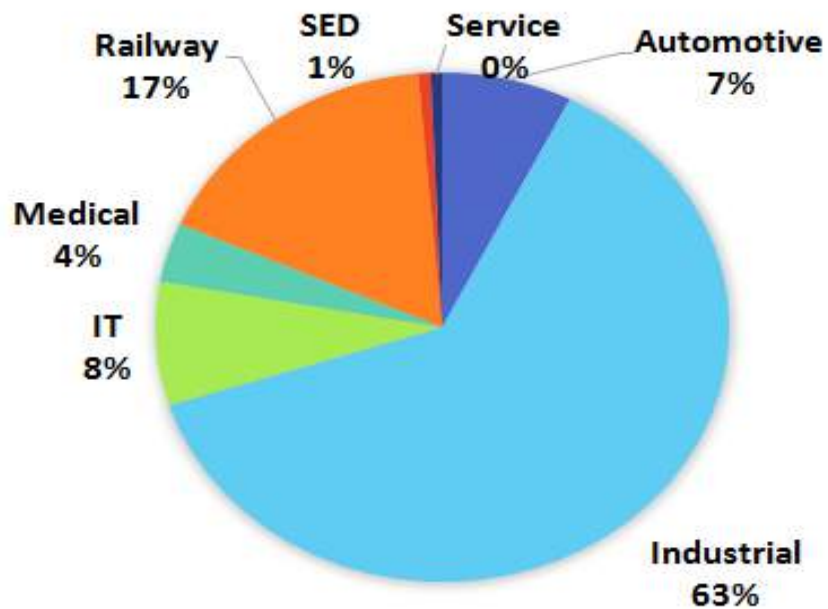
Lt. Col. Sharath
Bhat (Retd)

- ▶ Sr. Vice President, Business Development ; Age 53 years
- ▶ A post graduate in Finance & Marketing from Delhi University & Masters in CS
- ▶ Has over 25 years of experience in Defence in Commanding and Administering diverse and Multifunctional units

Cdr. Girish Bhusari
(Retd)

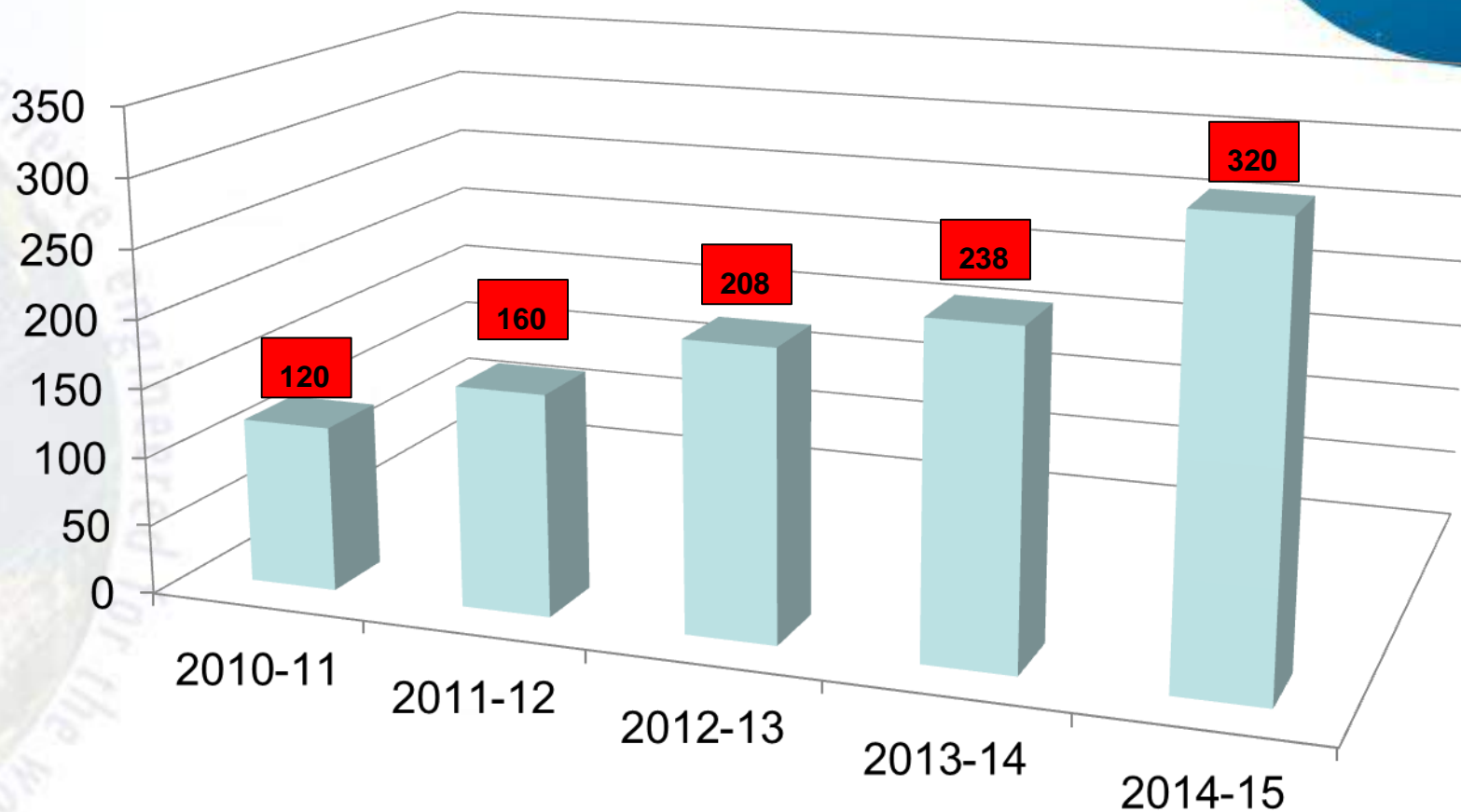
- ▶ Vice President and Head Business Unit Mumbai
- ▶ An Mechanical Engineering Graduate with specialisation in Marine and Aeronautical Engineering with Post graduation in Human Resources Management and Defence Studies.
- ▶ Has 25 years of Managerial experience in Defence and over 12 years in Electronic Repair and Service Industry

Bus. Vertical Wise split - 2014

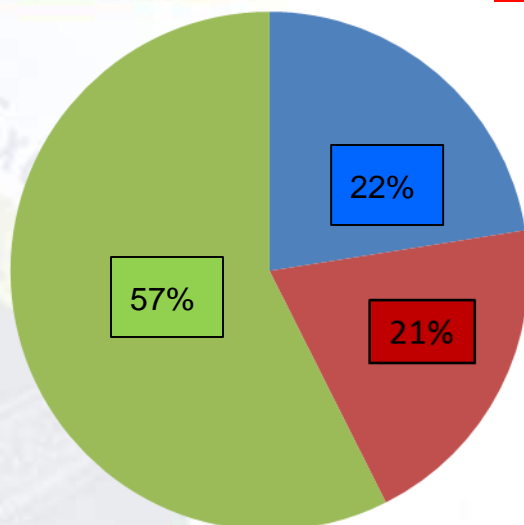


37% Revenue from Exports

SALES GROWTH

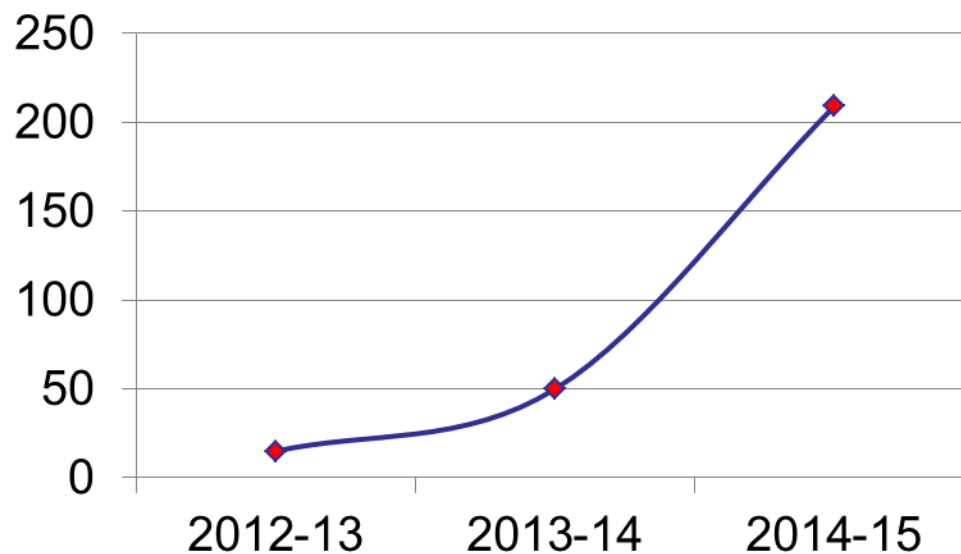


KAYNES MUMBAI



- Industries
- Railway
- Power Generation

SALES VALUE (L)



Key Offerings

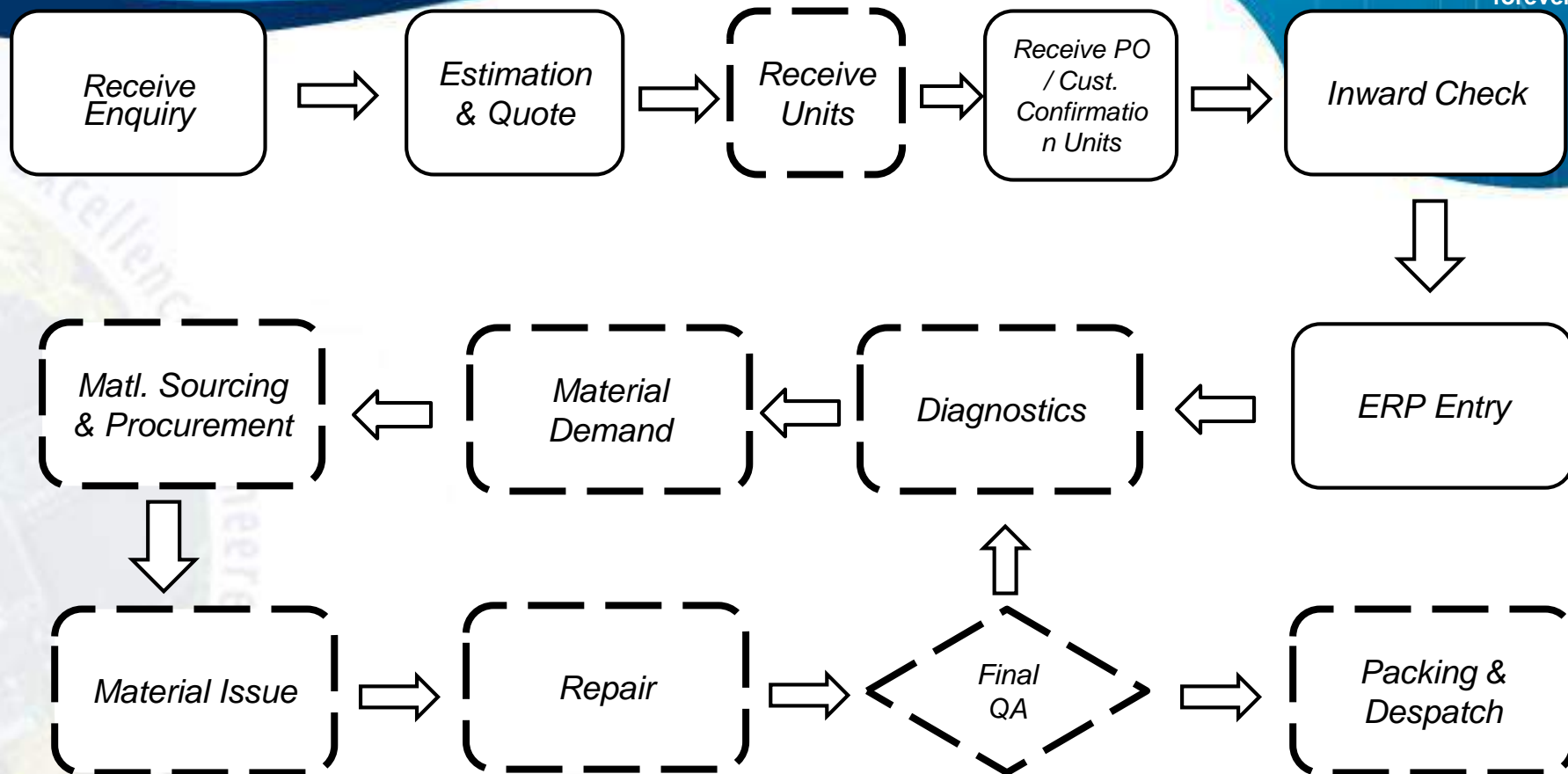
KAYNES SERVICES MUMBAI

- ***Component Level Repair of Printed Circuit Board Assembly***
- ***Repair of Complete Electronic Unit / Module on Black Box Concept***
- ***Re Design to meet component and sub assembly obsolescence***
- ***Re Engineering of Printed Circuit Board Assembly Single and Multi Layer***
- ***Sourcing of Obsolete and hard to find component and sub assemblies.***

CERTIFICATIONS-KAYNES SERVICES MUMBAI

ISO 9001:2008

**RDSO : SECOND PHASE IN PROGRESS FOR
THREE PHASE ELECTRIC LOCOMOTIVE**



The processes in DASHED boxes will repeat in the same sequence if the unit is not working functionally at customer's place

Repair Services

- Visual Inspection and assessment of repair feasibility
- Repair assessment and quote
- Study of PCB functionality and Layout Design
- Formulation of Repair process and recording
- Recording foot print of all possible software application and on board software.
- Repair process based on the unit i.e. Power Supply, Processor based board , Analogue board etc.
- Procurement of components with management of obsolete components.
- Limited Lab Test in absence of any technical information.
- Trial on Customer Site and Re Repairs if required
- Testing of Proto For Re Engineering Projects
- Flash Programming and Retention of Copy



A Very Experienced Engineering Team

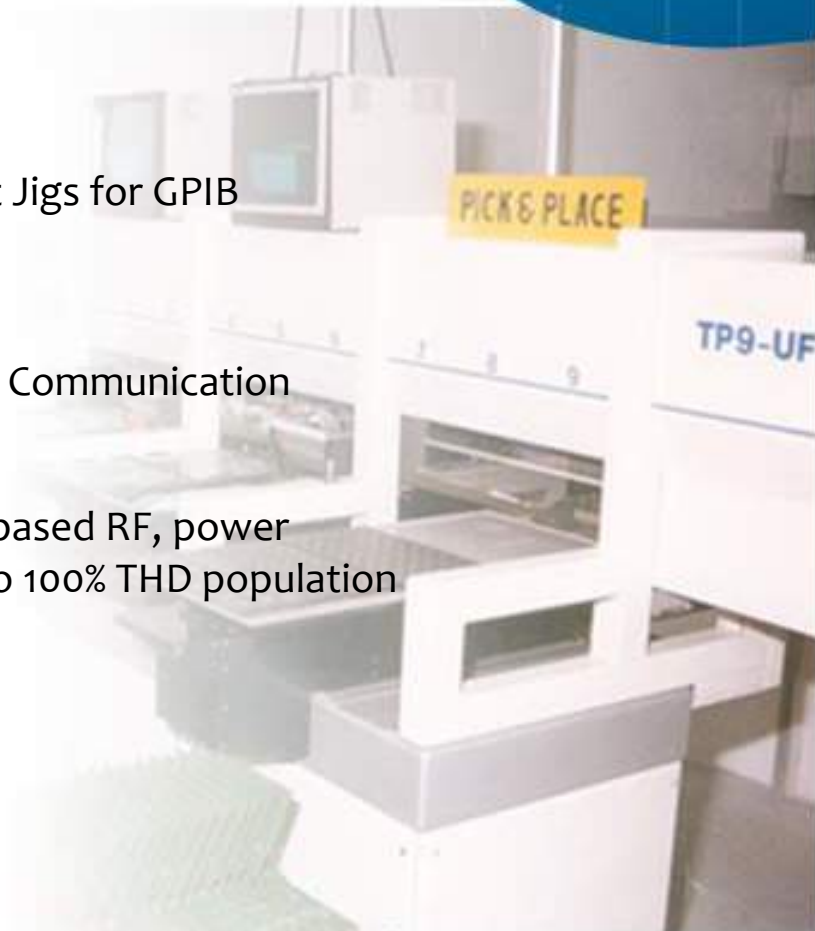
Re-Engineering and Design support Services

- Generation of Schematic from Sample PCB
- PCB Layout Design -- Gerber generation
- Bread Board Assembly of PCBs
- Design Support Services (e.g. stencil -development, re-layout of PCBs,)
- Identification of Components on verge of obsolescence and identification of equivalent or substitute
- Verification of Gerber Data
- Manufacturing assistance for bare PCB and its verification
- Loading of component and in house testing for functionality
- QA Function prior to Pilot Sample Testing on Field with Customer
- Re Visit for Rectification of Functionality , track modification changes of component.

Presence of a Strong Engineering System

Card Level Test Jigs and Turnkey Manufacturing Solutions

- ▶ Development of Interphase Board for card level Test Jigs for GPIB
- ▶ PCBA, Box building & Full Integration
- ▶ Development of software Program on IEEE or Other Communication Protocol
- ▶ Expertise in handling all types of Boards- processes based RF, power electronics, discrete logic boards from 100% SMD's to 100% THD population
- ▶ Conformal Coating – Polyurethane , Acrylic / Silicon
- ▶ Functional Testing including Jigs/Fixture



Exclusive Repair Facility- Service Centre

• In Circuit Tester

- Q Max V200
- CMOS, TTL, Analog, Hybrid,
- ECL IC's Testing
- Board Edge Testing
- V I Characteristics
- Net List Generation



Intelligent Universal Memory Programmer

- ESA IUP – UPX
- Can handle PLCC, TQFP,
- TSOP, SOIC, DIP

L C R Meter

- ☐ Aplab 4910 and Auto Range LCR Meter
- ☐ Wide Range Of Capacitance,
- ☐ Inductance and Resistance Measurement



Exclusive Repair Facility- Service Centre

Magnifier with light Source and Camera

A Visual recordable
Quality Inspection Device for
Soldering and
Identification of Shorts.



S M D Rework Station



Logistics Solutions

- Exclusivity for Mumbai Unit and Additional Support from Sourcing Team at Bangalore
- Better access to global market as exclusive buyer function and support of manufacturing tags
- Reach for obsolete components easy due to independence of logistic function.
- Local Courier and Logistic tie ups and support from players ex Mysore and Bangalore Units
- Facility for pick up exclusively at othe Kaynes Units and Locations.
- Transit time for local spares < 4 days days and for abroad spares < 7days.



GLIMPSE OF UNITS AND TYPE OF PCBA REPAIRED



AC DC DRIVES



PLC



CONTROLLER/PROCESSOR
CARD



SMPS



JOYSTICK



LSB CARD



FAH CARD



POWER STACK

GLIMPSE OF UNITS AND TYPE OF PCBA REPAIRED



FA Card



HMI



Display Board



MMI

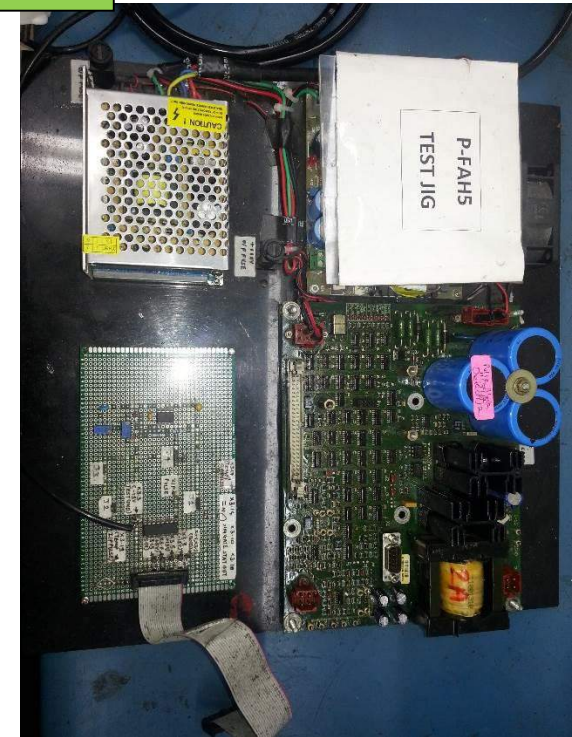


VAS5052



BRKING UNIT

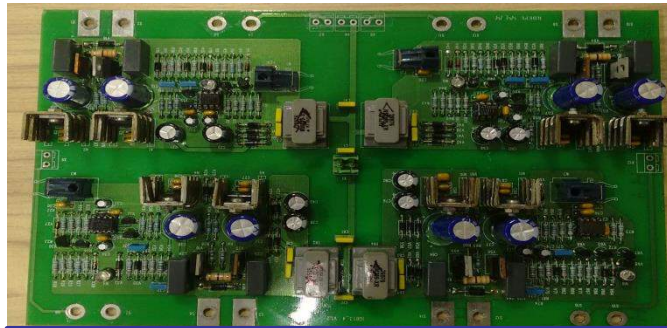
GLIMPSES OF CARD LEVEL FUNCTIONAL AND DIAGNOSTIC
TEST JIGS



GLIMPSE OF RE ENGINEERED PCBA



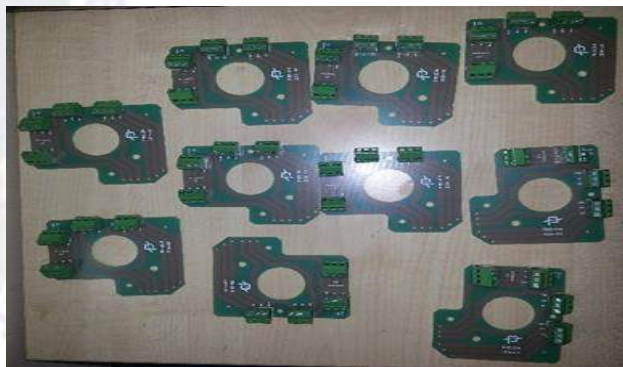
CHOPPER CARD



IGBT DRIVER CARD



DRIVER CARD



WEATHERPROOF & FLAMEPROOF CARD



RECTIFIER CARD

GLIMPSE OF RE ENGINEERED UNITS



CONSOLE UNIT



OLD VERSION FSVM FOR ALSTOM

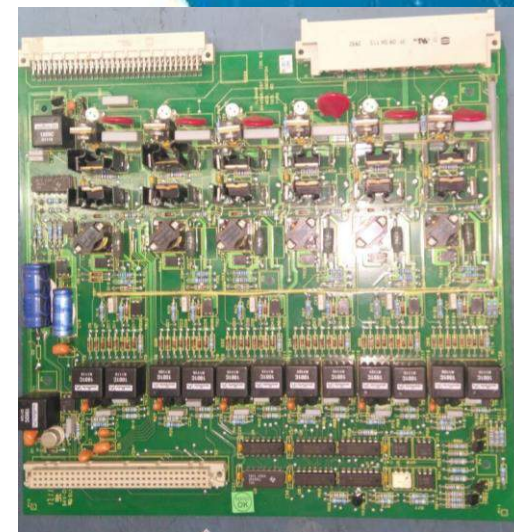
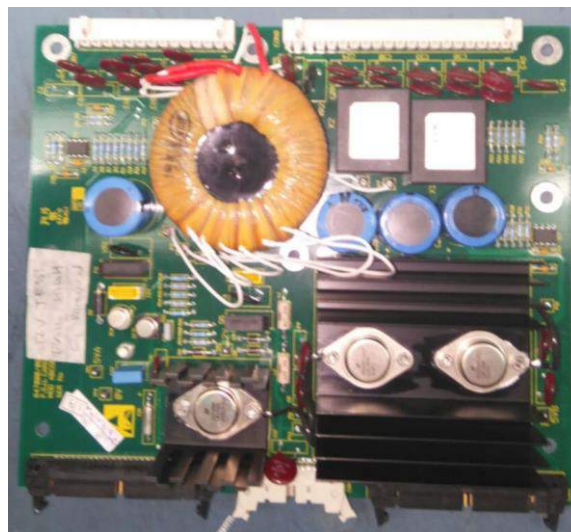


**PROTOTYPE FSVM FOR
ALSTOM/ ABB/ SIEMENS**



**FSVM FOR
SIEMENS**

Cards Manufactured by Kaynes



Cards Repaired by Kaynes



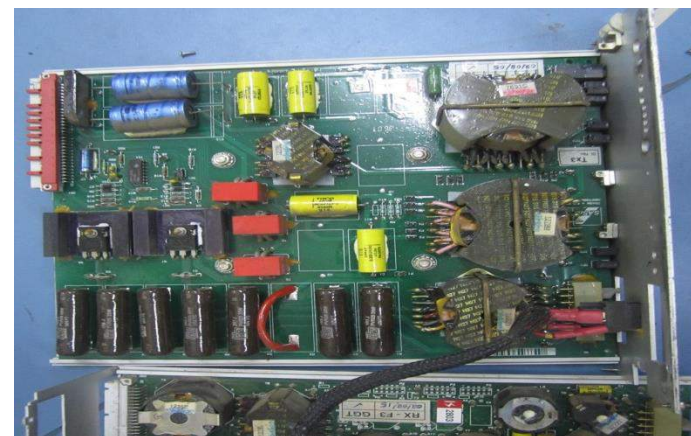
MODEM CARD



RT CARD



RX CARD

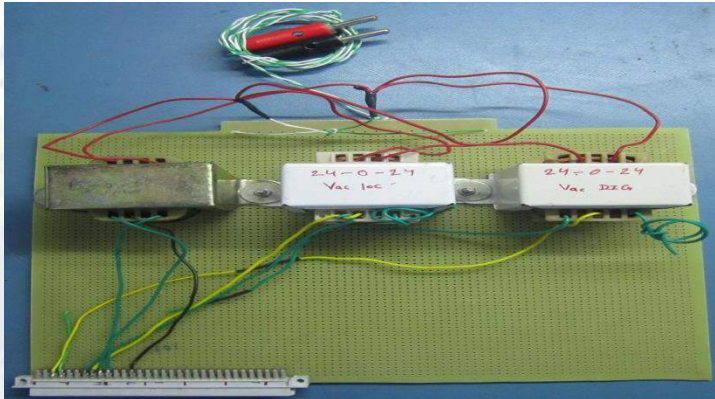


TX CARD

Jigs and Fixtures for Testing of Manufactured Cards



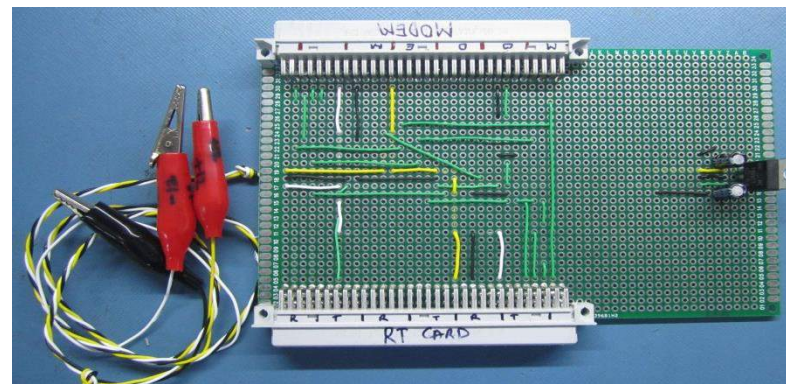
Card Level Test Jigs for Repair



Rx Card



Tx Card



RT-Modem Interface Card

LAB AREA



Test Setup



Test Bench

Innovating with
QUALITY & VALUE



Lab Area

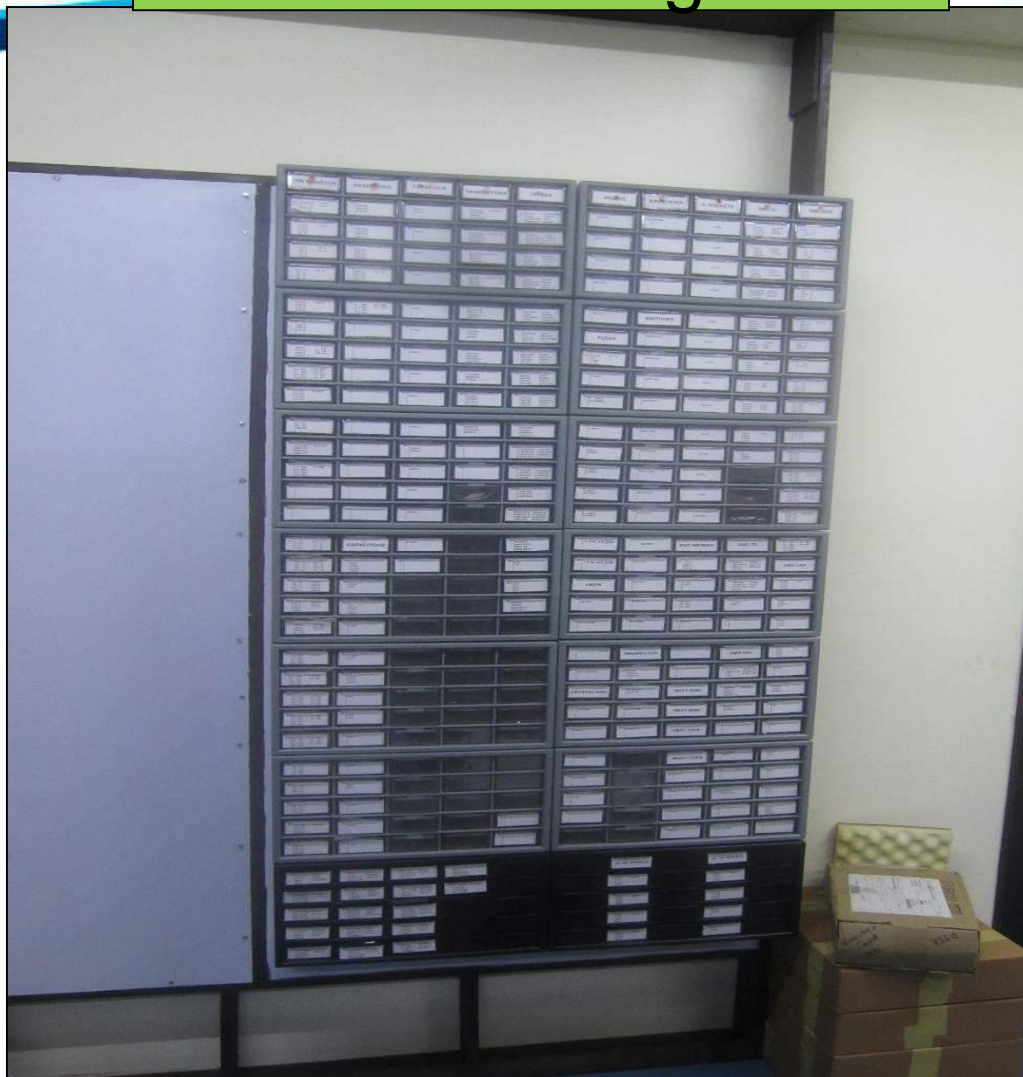


CSP Store



RM Storage

Innovating with
QUALITY & VALUE
forever



Mumbai Team



CUSTOMER BASE KAYNES SERVICES MUMBAI



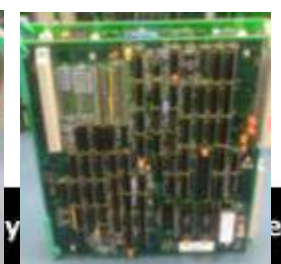
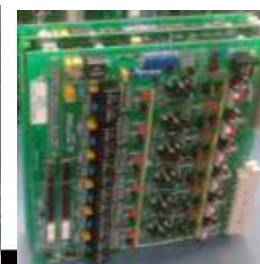
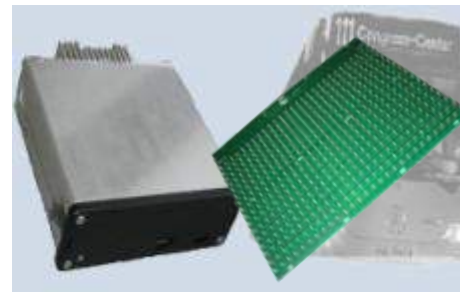
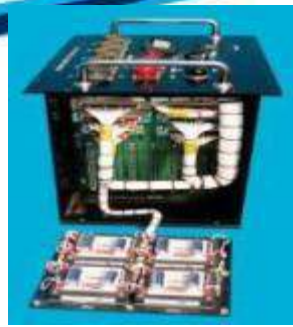
SIEMENS

KENERSYS



CARGOTEC
HIAB · KALMAR · MACGREGOR





Our Elite Customers

In USA



In Europe



In India



We Always Look Ahead

- **Work together for the Delight of the end customer**
- **Create a WIN-WIN situation with our strengths-Together**
- **Partners in improvement in products, services & profitability**



Partnership in Progress-We love New Challenges



.....Thank You !