



ORIENTAL RAIL INFRASTRUCTURE LTD

CORPORATE PROFILE

CIN: L35100MH1991PLC060686

Corporate Office: 16, Mascarenhas Road, Mazgaon, Mumbai - 400 010

Tel: +91 22 6138 9400 Fax: 6138 9401

Email: compliance@orientalrail.co.in Website: www.orientalrail.com



VISION

ORIENTAL RAIL INFRASTRUCTURE LTD WILL BE A COMPANY OF CHOICE FOR ITS CUSTOMERS, INVESTORS, STAKEHOLDERS AND SOCIETY. WE PLAN TO GAIN MARKET LEADERSHIP BY MAKING SUPERIOR PRODUCTS THAT SATISFY OUR CUSTOMERS AND RESULT IN A PROFITABLE GROWTH.

INTRODUCTION

Oriental Rail Infrastructure Ltd (ORIL) [formerly Oriental Veneer Products Ltd] is a 30 year old organization engaged in the manufacturing and supply of several items for the Indian Railways and other industries. The company had modest beginnings in 1991, it commenced operations by manufacturing Veneer and Railway products. In fact, the company was listed on Bombay Stock Exchange (BSE) on 24th July, 1996 under the script code: 531859 with ISIN: INE457G01029.

ORIL has a wholly owned subsidiary under the name of Oriental Foundry Pvt Ltd (OFPL) incorporated on 25th July, 2014 under the CIN: U27310MH2014PTC256609. OFPL is a major manufacturer of Heavy Engineering Equipments like Railway Rolling Stock.

Since then **ORIL & OFPL** have come a long way. The Company's are in line with the Nation's developing concept of '**MAKE IN INDIA**'

REASONS BEHIND COMPANY'S GROWTH

Ability and alertness to spot new opportunities for products and services required by the Indian Railways; and moving in swiftly to match the same with quality products that meet the specifications of the consuming organization in a time bound manner, has been the key to success. The company has always moved in aggressively forward in identifying the gaps and has rapidly stepped in to fulfil the same as far as meeting the demands of the railways are concerned.

Over the years, ORIL has developed a very strong relationship with the railways. In fact today the Company is a Preferred Part I Vendor to the Indian Railways, a feat desired by many but achieved by only a selected few. All the ORIL's products to Indian Railways are approved by the Research Designs Standards Organization (RDSO) which is the sole vendor approving body for the consumer organization. The products are also RITES (erstwhile Rail Technical Economic Service) certified which is the sole inspecting authority for ensuring quality and clearance of all products for supplying to Indian Railways.

The Indian Railways is one of the biggest enterprise in the country by several parameters. It has been instrumental in gradually turning the wheels and with it the fortunes of the nation ever since the first running of its train, 165 years ago. For over a century and half, the Indian Railway has been fulfilling a very critical socio-economic development function, not only of meeting the transportation needs (goods and people) and connecting the diverse geographies of a large country like India but also promoting national integration. It is not without reason that the Railways are often referred to as the nation's lifeline.

We at ORIL & OFPL take pride in the fact that our association with the railways, even as it performs its vital role of being the **'Lifeline of the Nation'** has been immensely rewarding and mutually beneficial.

WHAT WE MAKE AT ORIL

ORIL manufactures several products which are consumed by the railways as well as by other industries.

SEATS & BERTHS

ORIL manufactures seats and berths for Indian Railways, the range covers all kinds of seats & berths required by the customer. The Company's product is used across all types of railway coaches, new and existing, from premium trains like Rajdhani Express & Durgam Express to regular & local passenger trains. We enjoy over 50% market share in seats & berths.

DENSIFIED THERMAL BONDED BLOCK (DTBB)

This product made from Recron, a non-flammable substitute for foam, supplied by Reliance Industries, is used in the manufacturing of seats & berths of coaches. We have been supplying the product to the railways for over a decade now and by virtue of being a long-time vendor are placed very strongly.

BIO-RETENTION TANKS

Bio-Retention Tanks in railway coaches convert bio-waste into water. ORIL has commenced its commercial production from January 2015. The tanks have received approval for supplying to coach factories like Rail Coach Factory (RCF) and Integral Coach Factory (ICF).

COMPREG BOARDS & ALLIED PRODUCTS

The high and medium density Compreg wood sheets possess excellent electrical, physical & mechanical properties and find applications in electrical insulation like Rings, Blocks, Segments, etc. They are used by railways in its new as well as existing coaches for flooring and other applications. Compreg boards are also used by Power & Distribution Transformers manufacturers.

REXENE (ARTIFICIAL LEATHER)

ORIL has set up a backward integration project to manufacture Rexene with a capacity of 5 lakh meters per month. Rexene is widely used in the manufacturing of seats and berths. The Company's output will be supplied to Indian Railways as well as to industries which consume artificial leather like upholstery, leather and automobiles producers. Also the company has its brand **ORVIN** to supply Artificial Leather for consumer products such as office bags, footwear, purses, belts and various other personal items.



ABOUT ORIENTAL FOUNDRY PVT LTD

OFPL manufactures a diverse range of products which include Bogie, Coupler, Draft Gears and Wagons. The company has set up sophisticated manufacturing facility which is coupled with great technological superiority. The manufacturing facilities for the products have been set up across two locations in Gujrat: Village Chopvadva & Village Lakadia. Both the manufacturing plants have been approved by Indian Railway's Research Designs & Standards Organisation (RDSO).

OFPL is an ISO 9001:2008 & Class A Certified Company.

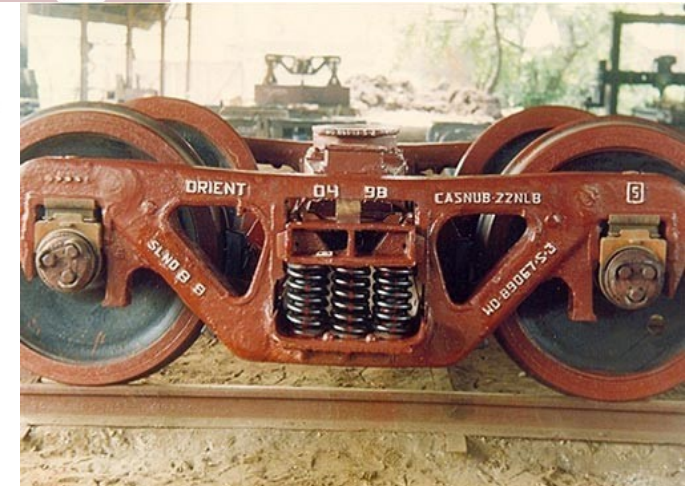
COUPLER



BOXNHL WAGON



BOGIE



RESEARCH & DEVELOPMENT

We recognize the need for value addition in products and our vision is to introduce innovative products. To realize our aim we have a strong and well equipped Research & Development lab. R&D's contribution in ORIL's growth has been noteworthy. It has helped the Company to grow its business and expand its market presence through better service, quality and timely delivery of products. R&D has played a critical role in bringing down the costs, adopting new technologies for monetization and ensuring that the Company maintains its competitive edge.

PROMOTERS & MANAGEMENT

ORIL is promoted by the Mithiborwala Group. The promoters - Saleh Mithiborwala and Vali Mithiborwala have a total experience of over five decades. The Company's strong position, dominant market share and profitable growth is largely attributable to the able managerial skills of Saleh Mithiborwala. A commerce graduate, he has been successfully managing the ORIL's finances, production and marketing functions since the last 30 years.

The top management have an immaculate track record and has ably guided the fortunes of the Company in a profitable matter till date. The group has also put in place a proper organization structure with sufficient delegation of authority and responsibility. The top management is competently aided by a team of professionals in various areas like finance, marketing, human resources and operations.

The management's attitude towards risk has always been conservative. The Company has adequate systems and processes in place to mitigate risks in business. The management follows a hands on approach, are alert to environmental changes and swift to address the challenges. The management has a coherent vision of where they want ORIL to be in long term. Their objective is to expand and strengthen the existing products base with new products and take the Company to new heights thereby maximizing shareholder's wealth in the long-term.



Mr. Saleh Mithiborwala
CEO & Director



Mr. Vali Mithiborwala
Wholetime Director

CORPORATE GOVERNANCE

ORIL is conscious of its responsibilities as a good corporate citizen. The Company values transparency, professionalism and accountability. ORIL's Corporate Governance philosophy is to continuously strive to attain higher levels of accountability, transparency, responsibility and fairness in all aspects of its operations. Its business culture and practices are founded upon a common set of values that govern its relationships with customers, employees, shareholders, suppliers and the communities in which the Company operates.

ORIL's Corporate Governance framework ensures that timely disclosures are done and accurate information regarding financials and performance as well as leadership are shared.

WHY US ?

- OFPL has **INHOUSE FOUNDRY & WAGON PLANT** approved by Indian Railway's Research Designs & Standards Organization (RDSO).
- Most **STRATEGIC LOCATION** among all competitors.
- **VAST EXPERIENCE** of working with Indian Railways.
- We make & timely deliver **CUSTOMIZED WAGONS** as per the customer's requirements.

OUR SATISFIED CUSTOMERS



सेल-राइट्स बंगाल वैन इंडस्ट्री प्राइवेट लिमिटेड
SAIL-RITES BENGAL WAGON INDUSTRY PRIVATE LIMITED
A Joint Venture
of SAIL & RITES



OUR PRODUCTS



LOOKING AHEAD

ORIL is all geared to take the next step forward and consolidate its position in the industry. The company is surging ahead with a single-minded purpose of emerging a market leader. Our existing and new products have the potential to develop into a critical mass and bring in remarkable growth overall. We are ideally placed in terms of resources to undertake facilities expansion. Not only has ORIL mastered the learning curve but is also at a matured stage in its life cycle to do so. Not to mention, the Company has a lead over competition. ORIL with huge opportunities and we as a premier vendor to the Railways are perfectly positioned to reap the benefits.

CONTACT US

ORIENTAL RAIL INFRASTRUCTURE LTD

WORKS & REGISTERED OFFICE ADDRESS

At Post: Village Aghai,
Via Kalyan Railway Station,
District Thane, Pin - 421 601

ORIENTAL FOUNDRY PVT LTD

FOUNDRY WORKS ADDRESS

UNIT I

Survey No 442 & 455/P-23
Vill: Chopadava, Tal: Bhachau,
Dist: Kutch (Gujarat)-370165

UNIT II (WAGON PLANT)

Survey No. 619/1, 619/2, 618/4, 620/1, 620/2,
622/1, 622/2 P1, 622/2 P2 & 621/2
Radhanpur Highway,
Village - Lakadiya, Taluka - Bhachau,
Dist: Kutch (Gujarat)-370145

CORPORATE OFFICE

16, Mascarenhas Road,
Mazgaon, Mumbai - 400 010
Tel: +91 22 6138 9400
Fax: 6138 9401
Web: www.orientalrail.com

CORPORATE OFFICE

E-17, Rizvi Park Co-operative
Housing Society,
Opp-Dheeraj Heritage, SV Road,
Santacruz (W) Mumbai-400054
Tel No.: 022-26617270/80
Web: www.orientalfoundry.in

C-3/91, Ground Floor,
VibhutiKhand, Gomti Nagar,
Lucknow. 226010
Tel No.: 0522-3321136