

# Jain group plans massive expansion, diversification

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THE Jain group of companies is planning a major diversification-cum-expansion programme of its export-oriented products. Jain Irrigation Systems Ltd (JISL), the flagship company of the group, is slated to invest in some of the top US and European trading companies, according to group chairman B H Jain.

The company is coming out with a Rs 45-crore rights issue, mainly for the purpose of expansion of the domestic division product range and expansion of the export division products.

In order to improve the image of Indian goods abroad, the company would acquire interest in existing distribution networks in Europe and the USA, or takeover existing trading companies having established business contacts, he said.

Mr Jain stressed the importance of investment in marketing networks in order to ensure a market as well as a proper margin for the company's production capabilities.

Speaking to the newsmen about the group's plans to invest abroad, Mr Jain said he was seeking government permission for the venture. Jain Irrigation

had already received offers for joint participation from several foreign companies and the company was finalising plans to go global, he added.

JISL already has a Rs 45-crore micro-irrigation plant at Jalgaon, which is the biggest in the country. The micro systems, popularly known as 'drip irrigation', have been installed in over 40,000 acres of land, covering about 34 different crops.

After joint collaboration agreement with the US firm Chapin Watermatics Inc, JISL has obtained the licence to use Chapin technology and brand names. 11