

## Delivering Customers Strategic Needs

Late in 2008, a number of Rosti's key customers expressed a strategic need to have an Injection Moulding supplier and a Module Manufacturer in India, being one of the world's fast growing economies.

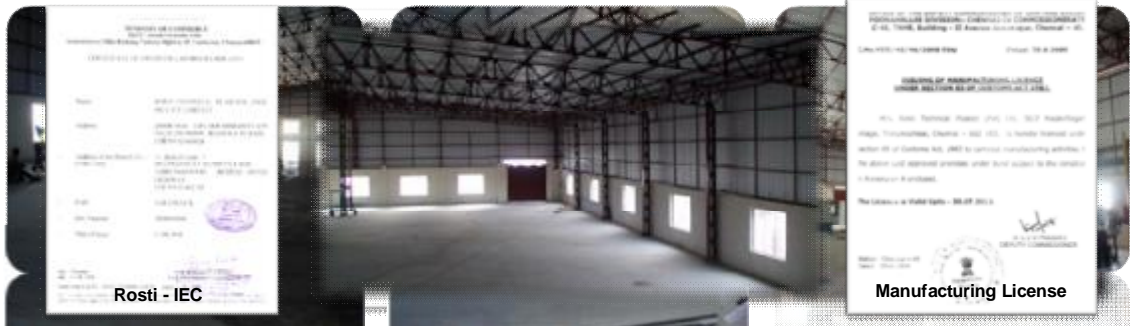
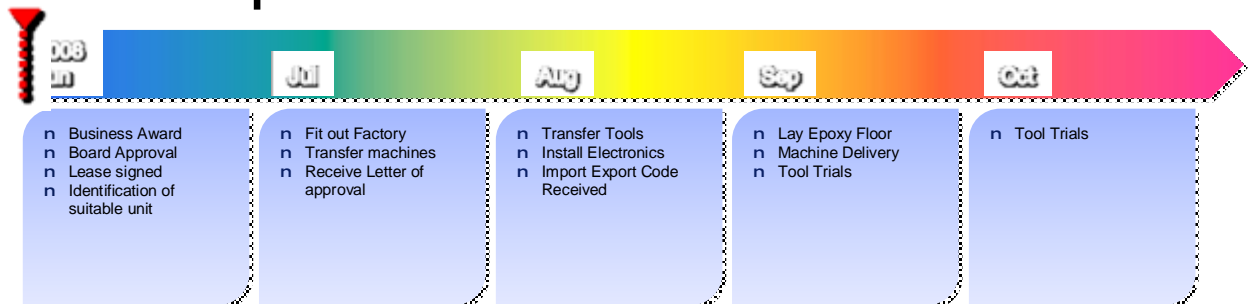
Rosti set up a senior management team to research the market in detail, and quickly confirmed a need for a capable Injection Moulder with strong capabilities in Module and Finished Goods Manufacturing in the southern region of India and close to a port for a cost effective export-orientated manufacturing unit. Rosti's ideal location was identified as being Chennai, Tamil Nadu.

In May 2009, two key customers concurred with Rosti's choice of location and confirmed their strategic needs for start of production as soon as possible and no later than the autumn of 2009.

The business start up was extremely fast, after a short Board Meeting, taking only 5 months from June to October to complete a series of key tasks to a very tight schedule;

- the construction of a new 28000 ft<sup>2</sup> facility,
- the installation of the first injection moulding machines
- obtaining the necessary manufacturing licenses and the authority to trade
- the supply of product samples to the first customer for life testing

## India plant TimeLine



Rosti is delighted to confirm its delivery of a key project on time and at cost with the necessary licenses and capabilities to meet its key customer strategic needs. Rosti have proved its ability to react to customer needs and to have the Management and Engineering resources necessary to deliver a project of this magnitude and complexity in a relatively short period of time and in a new business and cultural environment.

## **Read more**

Rosti India will focus its growth into the following business segments.

- a. Business machines**
- b. Automotive**
- c. Medical & Personal Care products**
- d. Industrial products**

Rosti India is a full service company offering all of the advanced capabilities of Rosti's more established plants. Within the 28000 ft<sup>2</sup> (2600 m<sup>2</sup>) facility we provide capacity from 35 tonnes to 800 tonnes and the following processes:

- 2k Components
- Insert Moulding
- Thin Wall Moulding
- In Mould Decoration
- Gas assist Injection
- Welding, Ultrasonic, Spin, UV, Vibration.
- Pad Printing
- Assembly & Test

Rosti India also provides component and product development support to its customers and are currently engaged with the largest design & development companies in India. On site in Chennai Rosti have already Pro Engineer and Moldflow software capabilities and number of dedicated engineers. Larger Design & Development and Tooling programs are supported through Rosti Asia's Design and tooling development team in China.

**Design & Development:** Rosti is able to develop and design technical components in house

**Prototypes:** Rosti has developed Rapid Tooling Systems that can offer components on a single impression tool in less than 2 weeks, and also SLA, SLS and Vacuum cast technology.

**Tooling & Automation:** Rosti has the ability to source tools and automation systems within India, Europe and China.

**§ Rosti Know How**

Rosti Technical Plastics have achieved a number of similar start ups in the last 10 years; from concept through scale up to production of components to complete systems and products.

**§ Rosti Resources**

Rosti Technical Plastics have the resources to undertake the largest of projects, backed up by one of the largest and most experienced plastics injection moulding groups.

**§ Philosophy**

Intensely customer driven we build customers loyalty by anticipating their needs.