





New National Display Centers in **Kozhikode and Kottivakkam**.

DIRECTOR'S MESSAGE

We have always focused on innovating and continuous improvement. This applies to every part of our business.









RGONOMIC HARDWARE FOR OFFICES

Expanding our base.

We have always believed in making room for more. We recently expanded our warehousing capacities in Plant 2 and Plant 5. With additional space in Plant 2, most of the products from Joinery Fittings & Screws and the Furniture Locks range have been moved to Plant 2. With better space and warehousing facilities for our operations, the Handles range has been moved and added to the Kitchen segment range in Unit 5.

Addition of Plant 6: A new home for products that features the Livsmart range, Pro Motion Drawer Systems and more. This new facility will position us better strategically and help to serve our customers better.









Discover the joy of cooking.

Open and close drawers like a pro with Livsmart's Pro Motion Drawer System Slim Series. Its sleek straight line design comes with **Soft Open & Close and Push Open** feature. Suitable for all types of applications – Kitchen, Wardrobe, Living Room and Office. Available in Brown, White & Anthracite finish.







GEOFFREY NAGPAL

FROM THE DESK OF THE MANAGING DIRECTOR



As we look back at the past three years, we have handled Covid-19 and its effects well. We saw an increase in revenues of 100% compared to FY2021-22 and over and above this, we have seen another increase of 30% during the current financial year (FY2022-23) thus far. Given the unique challenges that this extraordinary period of time has brought, this is a very good all-round performance. We attribute much of this to our basic guiding philosophies including fair pricing, supporting our customers in both good and difficult times, and continuing to believe in the promise of this country. We are now working to establish exports and are happy to have begun sales to the Middle East earlier this year.

We have always focused on innovating and continuous improvement. This applies to every part of our business. There are several new products with high potential in the

planning stage. Product availability across the full range has been the best it has ever been.

We are augmenting our capacities for new product development, as well as production given that we have seen consistently strong demand for our products. We are taking many steps to strengthen our domestic supply chain and build up our vendors to service growth. Several marketing activities are ongoing with participating in new exhibitions around the country, new display centers opening up with great speed, cricket-led branding and TV ads.



We thank you for supporting us and we look forward to working with you for the many bright years ahead of us.

One stop for all Ebco products.

Enter the world of Ebco and take a closer look at our furniture fittings and accessories. Explore our vast collection and find all product-related information inside our Master Catalogue.

Scan here to get our latest copy

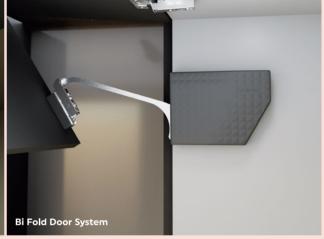


Lift up in style.



Livsmart's Eurolift Door System is the ideal choice for overhead cabinets. It is designed to save space and comes with load adjustable spring based design. Paired with Ebco's Speciality Hinges, this storage solution moves seamlessly, making it the ideal choice for you. Available in two models - Flap Door System and Bi-Fold Door System.





For Single Side (Left or Right)			Shutter size selection chart:-							
, and the second	Eurolift Flap Door - Single Side / Eurolift Flap Door - Double Side							XXXX		
Description	Min.	Max.	H(mm)	300	400	500	600	720	800	900
Shutter Height (H)	300 mm	720 mm	W(mm)							
			600						>>>>>	*****
Shutter Width (W)	600 mm	900 mm	900						>>>>	****
Shutter Weight	2.5 kg	8.5 kg	1200			****	****	****		

For Single Side (Left or I	Eurolift Bi Fold Door - Single Side						
For single side (Left of							
Description	For EBF	D60	For EB	FD72	Code Nos.	EBFD60 EBFD72	
	Min.	Max.	Min. Max.		W(mm) H(mm)	585-630 690-750	
Shutter Width (W)	000	900 mm	300 mm	000	300		
	300 mm			900 mm	600		
Single Shutter Weight	1.3 kg	3.7 kg	1.4 kg	4.3 kg	900		
	1.0 kg			1.5 kg	1200		

Give your home a shelf life!

These space saving multi utility folding / shelves brackets from Ebco make displaying and storing your favourite artefacts effortless - whether it's in the balcony, kitchen or living room. Available in Anthracite, White Mat & Brown finish with load bearing capacity from 40 to 60 kgs.









ASHLEY NAGPAL

FROM THE DESK OF THE TECHNICAL DIRECTOR



Over the last year, Ebco has technically built itself up from strength to strength. Today we have a most modern Tool Room with state of the art machining facilities, like CNC Spark-erosion, CNC Milling, CNC Turning and Wire-cutting. We build our own progressive press tools, multi-cavity injection and die casting moulds. With the help of Swiss Jig Boring machines, we are able to achieve the highest accuracy in building our tools and moulds which results in the high quality of our products. Highly skilled workers with years of training make up the toolroom work force.

Our Design and Development Department is where all the R&D takes place. Skilled and experienced members of the design team, using the latest generation of computers, 2D and 3D software ensure the development of world class products, their manufacturing systems with testing, validation and release, every week. Continuous improvements are made to existing products adding latest features as well as implementing cost reduction exercises and value engineering.

Our production facilities over multiple manufacturing plants, have a range of over 60 modern power press lines, ranging up to 160-ton capacity with the newest high speed presses and servo feeders. We have our own fully automatic Roll forming lines, and in-house Heat treatment with effluent treatment plant. We generate our own Solar power. We have state of the art assembly departments with integrated feed and automatic assembly machines, ensuring high quality and productivity in our final

products. Regular investments in new production, assembly and material handling technologies as well as the upgradation of existing facilities, keep us ahead of the competition. We have implemented several unique sustainable initiatives to help the environment. All manufacturing plants have a minimum of 50% back up in power generators.

Our engineers specialize in Design, Tool and Mould making, Production, Maintenance, Quality Management and Sales, with years of training, experience, expertise and specialization.

Our main manufacturing plant where all the products are developed has been certified in ISO9001 for three ISO standards; Quality ISO14001 management, **Environment** management and ISO45001 Organizational Health and Safety management, for several vears. This ensures a systems-oriented manufacturing organization, which we also follow in all our other plants.

Over the last year we have developed sophisticated

products like Kitchen Lifts and several products to make our multiple verticals stronger and not just up to date, but reinforce our status as the market leader.

Wishing you all the best in the New Year.

The Ebco Experience, now in Kozhikode and Kottivakkam.

We are pleased to announce the opening of our new **National Display Centers** in **Kozhikode (Kerala) and Kottivakkam (Chennai)**. These are the latest additions to our growing list of display centers across India.

Kozhikode (Kerala)















Livsmart Arena - Enter the smart life.

Ebco's Livsmart Arena is a dealer display showroom with display area ranging from 500 sq ft to 1000 sq ft. It will host our **Livsmart range** with the presence of Ebco and Zipco hardware.



Kalra Enterprises - Karnal, Haryana



Matta Hardware - Chandigarh, Punjab



Shree Nath Ji - Moradabad, Uttar Pradesh





RAJESH NAIR FROM THE DESK OF SALES & MARKETING DIRECTOR



Business is back and far better than what we could have anticipated before Covid-19. We are grateful to our customers and trade partners who continue to trust us for the quality of our products, the widest range of solutions and the correct prices, supported by efficient aftersales assistance. In a fast growing industry, we have not only become the benchmark for competition but we have also continuously come across (and tackle) multiple cases of product design infringements and copyright violations.

Apart from being a sunrise industry, it is the interest of people to refurbish their home to live in better spaces that is helping the surge – 'Revenge Renovation', similar to 'Revenge Travel' post pandemic.

The pace of new product introduction has been increasing as we look to widen our range and respond to new trends in the market. In 2022, we have introduced 106 new products, that is, about 2 new products every week. Some of the interesting new products featured here are Furniture Lights, a wide variety of Bottle Pull-outs, room Partition Sliding Systems and a Zen series of Decor Handles.

This year we have already opened 2 expansive display centers at Kottivakkam (Chennai), and Kozhikode (Kerala). We expect to open new display centers in Patna, Srinagar and Pune (new location) within this financial year. With these, we will have 30 large format experience centers and will be closer to many customers in tier 2 and 3 cities. In addition to participating in international trade fairs (Indiawood Bangalore – June 2022) we have participated at city-centric shows in Chennai, Bhopal, Surat and Indore. More of these have been planned for 2023.

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Cricket continues to be one of our favourite platforms this year and you will see us during upcoming tournaments in India through March 2023.

We wish you Season's Greetings for the end of the year and a happy and prosperous New Year 2023!



Towards a brighter tommorrow.

At Ebco, we believe that just simplifying lives is not enough. We must also do it sustainably. That's why we have implemented stringent conservation measures across our day-to-day operations to **R**educe, **R**enew and **R**ecycle. This intent reflects in all our efforts - from the use of solar power in our manufacturing operations, to rainwater harvesting, effective waste water management, composting, e-waste recycling and sprawling factory gardens- we stop at nothing to ensure that the space we work in will be left better that when we acquired it.

We take pride in being ISO 14001:2015 certified in Environmental Management System (EMS) which provides a systematic approach and framework to environmental management by implementing systems to make operations environmentally sustainable. We hope that our green initiatives will inspire you to be an eco-warrior as well, and work towards a cleaner, greener world for future generations.

CSR Initiatives

In association with Concern India Foundation, approximately 82 solar streetlights were installed in Kolgaon and Nandore in Palghar which has enabled safer travel between the two villages. Also, Ebco provided a C-type ambulance equipped with modern facilities to a rural hospital in Palghar, helping local residents to access Primary Health Centres and other hospitals with ease.



Work smart, not hard.

Take your workstation setup to the next level with Worksmart's Electric and Gas Lift height adjustable desk. Electric model comes with two stage height adjustable rectangular legs and 3 Height Memory Setting touch control while the Gas Lift is ready to use tilt and foldable height adjustable desk that comes with multiple features like - Stationery Holder, Tablet Holder, Bag Hook & more.





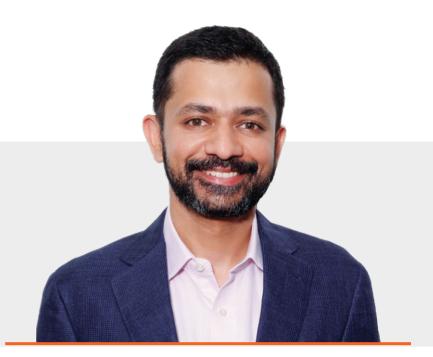






NISHANT NAGPAL

FROM THE DESK OF THE PROCUREMENT DIRECTOR



With Covid-19 well past us, and as we look ahead to the last 4 months of FY2022-23, our supply chain remains strong. Our speed of supplies of most major product segments has increased significantly this year. This is true despite good growth during FY2021-22 and the first 8 months of FY2022-23, global geopolitical events that have caused significant volatility in raw material prices and availability, remnants of Covid-19 and other factors. We have navigated these challenging phases well.

Segments in which supplies were slow, such as furniture locks, have been vastly strengthened and we remain in a good position to end the year well. We have a full pipeline of interesting new products under development, with consistent new releases every week. Despite many headwinds of the past three years, our speed of new product introductions has increased compared to the pre-Covid-19 era. As a matter of policy, we have been taking significant steps to build up capacities of our

Indian vendors and continue the process of import-substitution as we have done successfully with many product groups over the years. We believe in the future of manufacturing in India and are fortunate to be in one of the best markets in the world.

Our back-end physical and digital infrastructure continues to evolve and increase capacities and efficiencies over multiple business functions. We are a SAP driven business which has made us more data-driven. Our warehousing infrastructure continues to grow every year. We now have 6 warehouses with state of the art racking and storage systems.

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We thank you for your trust in us, for your support during difficult times and for believing in us. We hope to serve you better in the years to come.

Slide with ease.

Slide your drawers effortlessly with Ebco's Concealed Drawer Slide Slim series. It

utilizes minimal space below the drawer and gives more sleek look to your kitchen. Comes with soft-closing and push open feature.



Scan here to know more





Bring the best closure for your cabinets with Ebco Hinges.





Slide through effortlessly.

Opening doors shouldn't be a struggle. Now slide through effortlessly with Ebco's Sliding Door System. Available in various options to choose from.



Scan here to know more



Sliding Door System

Available for Wood, Al. Frame & Glass Doors



Linked Sliding Partition System

Available for Wood 2+1 & 3 +1 doors. Available for Al. Frame 2+1 & 3 +1 doors



2 Way Syncro Sliding Partition System

Available for Wood 2+2 doors. Available for Al. Frame 2+2 doors.



Ebco at Indiawood Exhibition.

We showcased our range of furniture fittings at the **Indiawood Exhibition, Bangalore** hosted from **2nd to 6th June 2022**. Few glimpses of the booth.



Scan here to know more







Ebco shines at IDCS.

Ebco's participation at **IIID Design Confluence and Showcase (IDCS)**. The confluence witnessed well renowned architects and interior designers across the country. It was a great show featuring latest products and developments hosted in multiple cities - **Chennai, Indore, Bhopal & Surat.**













Fittings that matter.



At the core of security & convenience.







Get your kitchen organised.

How to make room for more with less? Livsmart's Kitchen Pantry Max and Pull-Out systems get the job done for you. These storage solutions are ideal to keep your daily essentials organised.







Al. Profiles and Handles

Decor Handles

Straight Bracket



Zinc Handles & Knobs







Al. Glass Shutter Profile

New type of glass shutter profiles and handles are introduced to match the shutter being offered. These are available in Angled, Horizontal and Handle profile.









Linear Profiles

Full length profile is available along with diffuser profile to make Glass Shelf (Glass Thickness: 4mm) or Wooden Shelf (Shelf Thickness: 18mm) with light. Both are customizable and can be made as per wardrobe size. Recommended to be used with Ebco's 8mm LED strip light.















DHZ6



NZH



PZH



DHZ4







Make room for all your needs.

With ever-increasing property prices, it is essential to be able to make room for more, whenever you need it. Ebco's innovative furniture solutions like Wall Bed fittings and 3-in-1 Sofa Bed fittings create space effortlessly, whenever you want it.



Scan here to know more

Wall Bed Double





Live Effortless Campaign

We believe in crafting innovative solutions to everyday problems with our products so one can **'Live Effortless'** at home. We did a campaign with Jasprit Bumrah to promote the same idea across different mediums including print ads, TVCs, social media posts, etc.

Here are some print ads from the campaign.



Scan to watch our latest TVC Ad here.





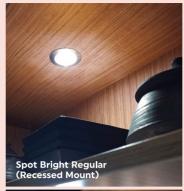


Truly Indian and World-Class.

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Light it up.

- Energy saving, Highly Efficient and Sustainable
 LED lights are much more efficient than other lights. Consumes up to 90% less power than incandescent lights. Does not emit harmful UV rays.
- Colour Temperature Flexibility LEDs produce the entire range of visible light, improves the natural colour & appearance of your space and products.
- · Virtually no heat emission.















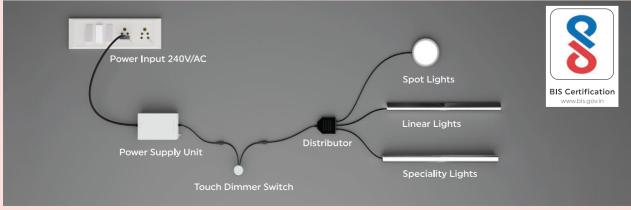












The secret ingredient of a well made kitchen.









Zipco's Thin Wall Drawer System has the thinnest side panels that allow you to utilize your space optimally and create that extra space for storage.



Scan here to









Our Brand Presence

Furniture Fittings tercard mastercard mastercard Stadia Branding

Airport & In-Flight Branding





Social Media Presence

Butterfly Wall Plug











NATIONAL DISTRIBUTION NETWORK & DISPLAY CENTERS







