

**INTERNSHIP REPORT ON
“MAKINO INDIA PRIVATE LIMITED”**

SUBMITTED BY

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**Alva's Institute of Engineering and Technology
Shobhavana Campus Mijar, Moodbidri**

SUBMITTED TO



VISVESVARAYA TECHNOLOGICAL UNIVERSITY, BELAGAVI

**In partial fulfilment of the requirement of the award of the degree of
MASTER OF BUSINESS ADMINISTRATION**

INTERNAL GUIDE

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MAKINO

MAKINO INDIA PRIVATE LIMITED

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Email : info@makino.co.in

CIN No. : U29299KA2001PTC029127


Ref/MAI/HR/TRN_CER/2022

November 21, 2022

CERTIFICATE

This is to certify that **Ms. Shruthi** bearing register number USN: 4AL21BA081, a bonafied student of "Alvas Institute of Engineering and Technology", Shobhavana campus Mijar, Moodbidri in partial fulfillment for the award of Master of Business Administration during the year 2020-2022. It is certified that, she has completed the internship satisfactorily. Training Internship is carried out for 30 days (20-10-2022 to 21-11-2022).

For Makino India Private Limited


Mahesh M

Sr. Manager- HR & Admin





ALVA'S INSTITUTE OF ENGINEERING & TECHNOLOGY


(A Unit of Alva's Education Foundation @ Moodbidri)
Affiliated to Visvesvaraya Technological University, Belagavi
Approved by AICTE, New Delhi & Recognised by Government of Karnataka
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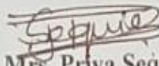
DATE: 30/01/2023

CERTIFICATE

This is to certify that **SHRUTHI** bearing USN **4AL21BA081**, is a bonafide student of Master of Business Administration program of the Institute (2021-23) affiliated to Visvesvaraya Technological University, Belagavi.

The Internship report on "**MAKINO INDIA PVT LTD, BENGALURU**" is prepared by her under the guidance of **Mr. Johnson Fernandes**, Assistant Professor, PG Department of Business Administration in partial fulfillment of the requirements for the award of the degree of Master of Business Administration, Visvesvaraya Technological University, Belagavi, Karnataka.


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DECLARATION

I Shruthi USN 4AL21BA081 hereby declare that the internship report entitled “An Organization Study on MAKINO INDIA PVT LTD has been prepared by me under the guidance of Johnson Fernandes faculty of MBA Department ,Alva’s institute of Engineering and Technology. I also declare that this INTERNSHIP work is towards the partial fulfilment of the university regulation for the award of degree of master of business administration by VTU Belgaum ,Karnataka. I further declare that this project is based on the original study undertaken by me and has not been submitted for the award of any degree from any other University/Institutions.

Place: Mijar

Date:

Shruthi

ACKNOWLEDGEMENT

I would like to take this opportunity to express my sincere gratitude to all those who have helped me throughout this Internship gives me immense pleasure to acknowledge all those who have rendered encouragement and support for the successful completion of this work.

I would like to express my sincere thanks to Principal Dr.Peter Fernandes, AIET, Mijar. express my deep sense of gratitude to my internal guide Mr. Johnson Fernandes Assistant professor Dept Of MBA, for his constant support and encouragement to carry out my organization study successful without much difficulty.

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Executive summary

This is an Endeavour to know how the speculations can be applied to practical circumstance. As MBA understudy of Alva's foundation of designing and innovation it is a piece of study for everybody to go through entry level position at some great association. So this reason I got the chance of temporary position program in “MAKINO INDIA PVT LTD ”.

This report is partitioned into six sections. The principal section manages the presentation about the introduction to industry, industry profile. The subsequent section is about the association profile,

- Nature of business,
- Vision mission, quality strategy,
- Workflow model
- Product/administration profile,
- Ownership design,
- Achievements/grants assuming any,
- Future development and possibilities,

Third part is McKinsey's 7S casing work with unique reference to association under examination. The fourth section manages the SWOT investigation. The fifth part is Analysis of fiscal report 6th section is learning experience. It additionally comprises of Bibliography.

CHAPTER-1
INTRODUCTION ABOUT THE ORGANISATION AND
INDUSTRY



MAKINO INDIA PRIVATE LIMITED is the world leader in metal cutting and manufacturing technology, sale and export Horizontal machining centers, vertical machining centers, graphite milling machines, EDMs, Wire cut EDM'S, Module MMC, Turnkey solution and other machines tooling along with system engineering services. Started in the year 1996 as a branch of Makino Asia Pvt Ltd. Singapore. The Manufacturing facility and technology centre in Bangalore is the nerve centre of India operations. In an endeavour to be accessible to our customer, Makino has also setup magnificent Technology centre at Manesar, Gurgaon and is in the process of setting up a technology centre at Pune to sustain our commitment to serve the auto-industry better. Makino India delights its customers through supply of world class machining centers together with tooling up solution. Makino India Pvt Ltd in Whitefield Main Road, Bangalore is Known to satisfactorily cater to the demands of its customer base. The business came into existence in 1937 and has, since then, been a known name in its field. It stands located at No.11, Ground & 1st Floor, opposite Sai Baba Hospital, EPIP Industrial Area, Whitefield Main Road, opposite Sai Baba Hospital. Working at Makino is a total exciting and rewarding experience. Makino employees are always at the forefront of innovation, exhibiting high level energy, flexibility, and willingness to take risk. Employees are rich diversity, multi-racial and multi-national. They display high level of dynamism working in a team with other employees from different cultures. We are proud to say that we have a unique culture, and our Employees are agile and adaptable in embracing change and seizing new opportunities and challenges. Makino

has an environment, which provided the opportunity for personal growth and the reward that go along with a successful career.

Makino employees work and play hard.in order to strive for work-life balance for our employees, we have our own in-house clubhouse with well-equipped gym facilities, table tennis and carom board for our employees to unwind during non-official working hours. through the various recreational and workplace health activity and programmes.

CHAPTER-2

ORGANIZATION PROFILE

2.1 BACKGROUND:

Makino (Makino Milling Machine Company) developed Japan's first numerically controlled Milling Machine in 1958 By Tsuneo Makino. It was established on May 1, 1937, and by 1966 it established Japan's first machining center 1966. It was headquartered in Tokyo Japan. Makino introduced game-changing solutions for performance. The company was first known as Makino Iron Works. It began as a small machine shop in 1930, and the North American branch of Makino was formed through the 1981 merger of the R. K. Leblond Machine Tool Company of Cincinnati and the Makino Milling Machine Company of Japan. The result from the merger was the formation of what was then called "Leblond Makino Machine Tool Company". Up until now, the Makino company is still led by the Makino Family.

Makino company developed the first drop-tank wire EDM (Electrical discharge machining) in 1994 and HQSF (High-Quality Surface Finish) technology with patented USC additive in 1996, it increased the ability to finish parts without hand polishing when using a ram EDM. In 1984, the company introduced the first Milling, and in 1990 Makino introduced Geometric Intelligence, the first servo-control software tailored to high-speed machining and Flush fine machining (a method for cutting hardened materials). Makino Milling Machine Co. Ltd. now engages in the manufacturing, sales, and service of machine tools. Its products include vertical machining centers, horizontal machining centers, sinker and wire electrical discharge machines, tool grinding machines cutters, NC milling machines, CAD/CAM systems FMS, and tool grinding machines. The company provides its advanced machining technology to global customers from service centers and machining facilities located around the world.

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FMS, and tool grinding machines. The company provides its advanced machining technology to global customers from service centers and machining facilities located around the world.

The company also gets expert help for every stage of operations for its engineering services. The next-generation design delivers higher spindle power and advanced motion controls while training full interchangeability with existing systems in Asia.

Makino has an already more than 80-year history of machine tool making and provides satisfactory service for its consumers. Makino is not just focused on traditional machine tools, but it decided to have a revolution in the tool industry. A representative of the Japanese machine tool industry Tsunezo Makino visited India and promised the Indian Government to develop an NC machine in two years. To do what was promised he worked with a subsidiary of Fujitsu and developed with them to create the NC machine in Japan. This collaboration started 60 years ago and is still going strong to provide reliable, high-quality machines.

The stage of set up and operation is backed by highly skilled engineering, training, and repair professionals. As the industry leader in machinery design and digital innovation, Makino produces the world's most accurate and highest quality metal cutting and EDM machines such as horizontal machining centers, vertical machining centers, 5 axis machining centers, graphite machining centers, and wire and sinker EDMs.

Makino now is a multinational company in all over 41 countries around the world and is widely recognized as the most advanced machining center. With its over 80 years in the business. Makino is shaping the future through manufacturing machines and hiring experts to provide good quality service.

2.2 NATURE OF THE BUSINESS

Regular Process: The activity which is performed repeatedly to generate profit.
Economics Activity: The whole sole purpose is maximising wealth.

Creates Utility: The goods or service must be such that it creates form utility – conversion of products in a consumable form, time utility – making the goods and services available when needed; and place utility – availability of goods or services wherever required, for the consumers.

Capital Requirement: Any venture requires fund depending on the size and its type.
Deals in Goods and Services: It is related to manufacturing and offering goods for sale or catering services.

Profit Earning Motive: The initial motive of a businessman is making a profit out of his venture.

Satisfaction of Consumer's Need: It is concerned with the fulfilment of the customer's demands and needs.

Involves Buyer and Seller: There are majorly two parties involved, the customer and the merchandise.

Social Obligations: It has some social responsibilities, like creating job opportunities, dealing with licensed products, etc.

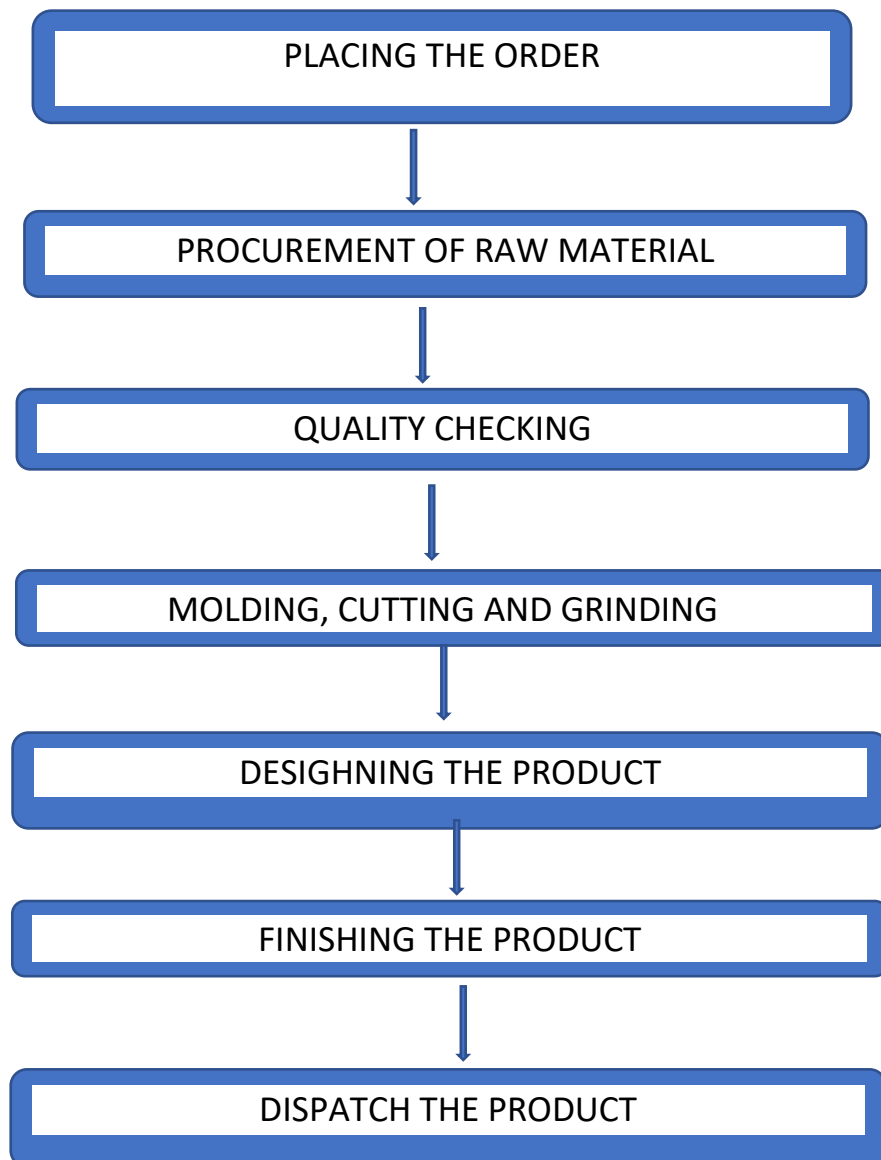
2.3 VISION, MISSION, QUALITY PROFILE-

Vision: Defining solution enriching partnership.

Mission: Makino aims to create knowledge and provide innovative solution through nurturing and inspiring employees.

Quality profile: We help increase stake holder value through the uncompromising performance of our high-tech automotive solution.

2.4.Workflow Model: -



2.5Product /Service Profile: -

5-Axis Vertical Machine



3axis horizontal machine



• 3axis machine



| CNC Machine Tool



SERVICES:

Tooled up Solutions India provides one stop solution for application engineering, fixture design and building & tool engineering, project management, cost and time guarantees, installation, runoffs, and high-speed machine tools.

Comprehensive program directed at delivering a robust production ready process based on a cycle-time or TACT (Total Available time for Completion of Task)-time guarantee is at the core of the Makino's tooled up solutions. This ensures achievement of the project results on a pre-determined schedule and budget. Deliverables include one or multiple Makino machining centers complete with options, fixtures, tooling, programs, and documentation.

Prototype Engineering:

Makino India has not only strived to provide the best possible solution through tooled-up engineering to the customer, but it also helps customer in developing a product from design stage to realization of manufacturing by going hand-in-hand with the customer and devising cost effective first article run and inspection inside Makino's Technology centers, process issues such as stress relieving, chip control, temperature effects, part distortion due to clamping or cutting forces, chatter and vibration etc. are continuously addressed to ensure highest quality standards set by Makino.

At Makino India we not only believe in providing machining solutions rather in building closer relationship with customer by understanding and addressing their requirements.

Limited Batch Processing:

At Makino India on par with the quality of machining solutions we also offer various equally competitive services to the customer, in Limited Batch Production customers can produce a limited batch quantity of components utilizing the facilities available at Makino Technology Centers with a cost effective tooled up solution from Makino India for initial batch of production and avail the facilities to check the process performance, this helps the customer not only to check the reliability of the process in conjunction with the solution offered. There by giving a fair idea for customer to plan for new machining centers once he plans to rake up the production volume.

Application Service:

Makino application engineers are available to help manufacturers design and develop the best machining process for their part. With extensive experience in process development, tooling, fixturing and programming of Makino machining centers, our application engineers are uniquely qualified to assist manufacturers utilize our technology to its maximum advantage. While every machining application presents its own challenges, the manufacturing objectives are nearly always the same: To develop a machining process that improves part quality while reducing production time and cost. As a leader in the development of high-speed machining technologies, Makino application engineers know the "Trade's Secrets" that permitted so many manufacturers all over the world to achieve these objectives. Our unique engineering application service is available to any Makino customer.

A single source that gives you multiple options Makino is uniquely qualified to be your single source for developing the most effective solution that will reduce the cost of machining a part. We offer three broad options for you to choose from.

Automation Integration Services:

Tooled-up Solutions

Within each option, there are more options for you to choose from. Makino Integration Services encompasses the complete system. Makino takes "prime contractor responsibility" for the complete integration of machining technologies, third-party equipment, application engineering, fixtures, on-time delivery, on-site installation, successful test runs, training and post-production support.

The Makino Turnkey is a comprehensive program that includes application engineering, fixture design and building, tooling design and building, project management, cost and time guarantees, installation, runoffs, technology transfer and, of course, our renowned high-speed machine tools. As your single source, a Makino Turnkey project guarantees cycle times, production rates and throughput.

Integration Services

The Multiple Benefits of Single Source Integration with Makino taking prime contractor responsibility, Integration Services frees up time and resources that can be allocated elsewhere. Makino Integration Services ensures the smoothest possible installation of multi-vendor projects.

As a single source, Makino provides fast resolution of engineering issues. As a company with extensive process and operational experience, we deliver the best solution with no compromises.

Automation

The Integrated System Solution Makino Integration Services evolved directly out of the fierce pricing pressures manufacturers face in the global economy. To compete, manufacturers must reduce labour costs, increase throughput, ensure and enhance part quality, and yet remain flexible enough to adapt to quickly changing volumes, designs and product.

2.6 Ownership Pattern: -

India Private Limited is a Private incorporated on 14 June 2001. It is classified as Non-govt company and is registered at Registrar of Companies, Bangalore. Its authorized share capital is Rs. 45,000,000 and its paid-up capital is Rs. 34,404,500. It is involved in Manufacture of special purpose machinery Makino India Private Limited's Annual General Meeting (AGM) was last held on 18 August 2021 and as per records from Ministry of Corporate Affairs (MCA), its balance sheet was last filed on 31 March 2021. Directors of Makino India Private Limited are Raghava Badhya Vasudeva Tenkamadiyur, Srinivasan Ramakrishnan, Neo Eng Chong, Makino India Private Limited's Corporate Identification Number is (CIN) U29299KA2001PTC029127.

2.7.Achievements/Awards If Any:

Makino India year 2021 winner of Service Samurai award in Manufacturing LE Category.

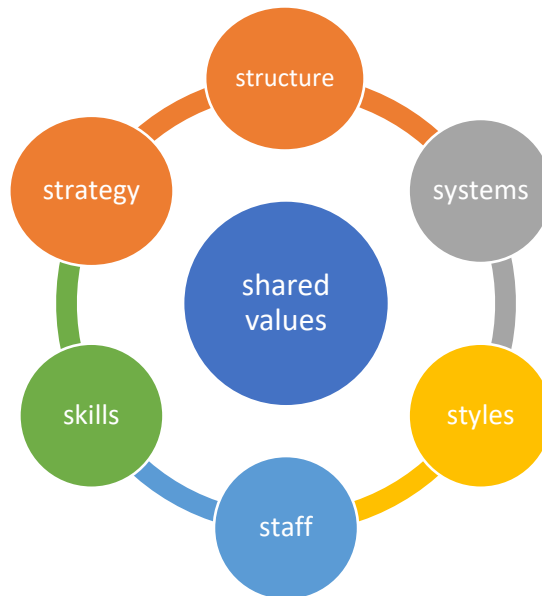


2.8.Future Growth and Prospects

A world leader in advanced CNC machining centres ,Makino is committed to providing high -performance leading -edge machining technologies and innovative engineering process solutions that enable manufactures to focus on making what matters .Makino offers a wide range of high-precision metal cutting and EDM machinery centres and wire and Ram EDMs .Makino s flexible automation solutions provide reduced labour costs and increased throughput in a variety of production volumes and designs. Makino's engineering services offers industry leading expertise for even the most challenging applications across all industries.

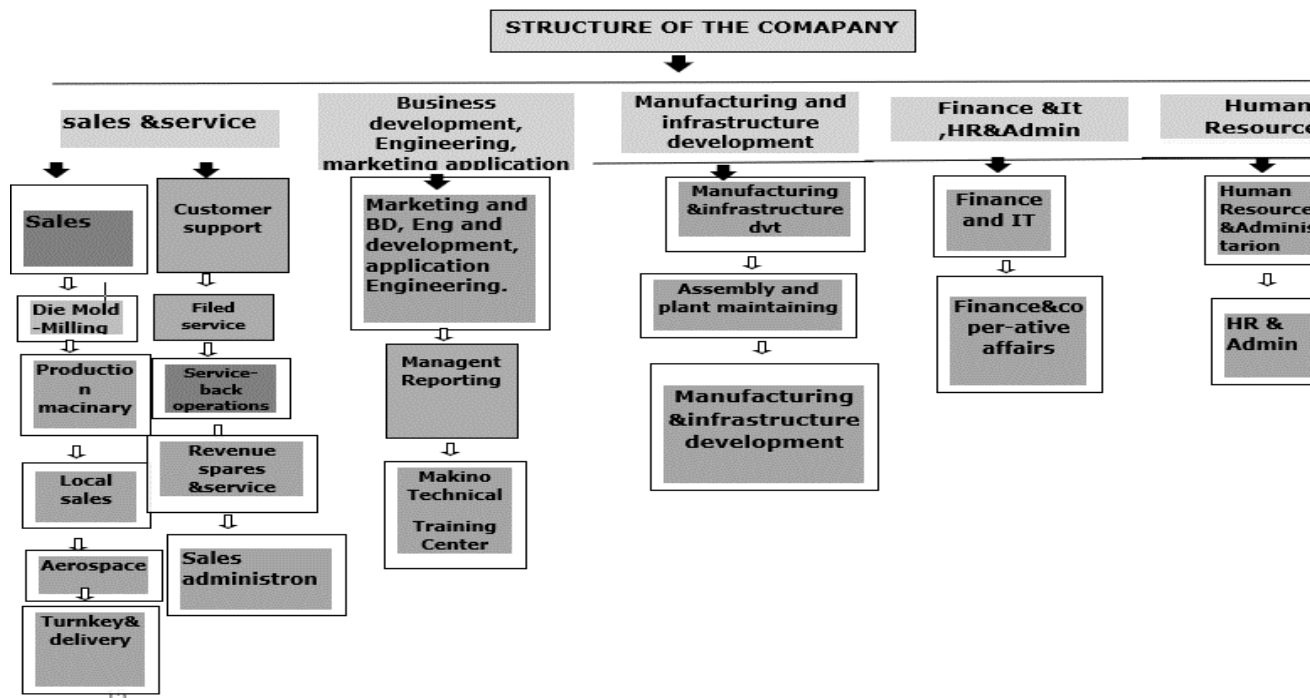
Chapter-3
MCKENSY' S 7S FRAMEWORK

Mckensy' s 7s Framework



1.Structure: Makino India Limited is a private incorporated on 14 June 2001. It is classified as non-Govt company and registered at registrar of companies, Bangalore. Its authorized share capital Rs.45000000 and its paid-up capital is RS 34,404,500. It is involved in Manufacture of special purpose machinery.

Makino India Pvt Ltd Annual General Meeting (AGM) was last held on 18 August 2021 and as per records from Ministry of corporate Affairs (MCA). The Director of Makino India private limited are Raghava Badhya Vasudeva Tenkamadiyur Srinivasan Ramakrishnana, Neo Eng Chong.



2.Systems. A Makino Indian Ltd has put in place well defined system to ensure that business operations run smoothly, and that conflicts and disputes are avoided. Human Resource management, Finance, Marketing operations, sales, public relation management, and strategic leadership are among the system used by Makino India Pvt Ltd. Makino produces machines that have higher quality parts with less waste and repair. The company uses the latest innovations to drive efficiency, reducing costs with an expertly designed system.

Production Management: The production management system is responsible for managing the production process, including the sourcing of raw materials, production scheduling, and quality control.

Sales and Marketing: The sales and marketing system is responsible for promoting the company's products and services, managing the sales process, and analyzing customer data to drive future sales.

Finance: The finance system is responsible for managing the company's financial operations, including accounting, budgeting, and financial reporting.

Human Resources: The human resources system is responsible for managing the company's employees, including payroll, benefits, and performance management.

Information Technology: The information technology system is responsible for managing the company's technology infrastructure, including software applications,

3.Styles: Is to promote and shape the development of premium-quality production technology together with our customers - by offering solutions and services with outstanding precision and reliability through highly qualified and motivated employees.

Management/leadership style

Industry is able to involve and include its employees in managerial decisions and decisionmaking processes. This enables the leadership to regularly engage with the workforce and other managerial groups in order to identify any possible disputes and solicit feedback on operations and strategic initiatives.

Effectiveness of leadership style

In terms of fulfilling the organization's commercial objectives and vision, the participative leadership style performs exceptionally well. Employees perceive themselves as contributing members of the organisation, valued for their ideas.

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4.SHARED VALUES:

The shared values are the core of the McKinsey 7s model. They are the norms and standards that guide employee behaviour and company action and thus, are the foundation of every organization. The shared values are the sum of above six factors. These factors need to perform effectively for the achievement of the organization goals. The staff of this industry trust in teamwork and in each other. Here one person's skills helpful to reduce other mistakes.

Fundamental values are produced and shared at Makino India Pvt. Ltd Ltd., in order to foster a creative and supportive organisational structure that helps individuals to perform at their best while also enhancing their motivation and loyalty to the firm. Motive, Aspire, Knowledge, Integrity, Nature, Openness are Makino India Pvt Ltd core principles. And other important core values are-

- Creativity
- Honesty
- Quality
- Trust

5.STAFF: Makino India PVT Ltd has employees of,956 people across all of its sites. Makino has a family-like environment where employees feel a strong sense of togetherness. Supervisors are supportive and their work environment. The some facilities available for the development and growth of the employee which are-

- Day care centre, Health, and wellness facilities.
- All employees undergo on-the-job training to familiarise themselves with the organisation and its goals.
- Both external and internal training is accessible to improve skill levels.
- continuous training and lifelong learning.
- they provide various learning opportunities that go beyond classroom training which enrich their experiences and unleash their innate potentials.

Makino employees work and play hard. In order to strive for work-life balance for our employees, they have our own in-house clubhouse with well-equipped gym facilities, table tennis, and carom board for our employees to unwind during non-official working hours. Through the various recreational and workplace health activities and programmes, we help our employees to keep up with healthy living lifestyle as well as foster team bonding among employees.

6.SKILLS: - MAKINO INDIA PVR LTD supports the development of its employees' competencies and skills. It regularly organises training and workshops for its employees, both internally and outside managed, in order to provide opportunities for growth and development.

The focus of these programmes is to improve the earning potential of their graduates, through skill building and empowerment.

Makino company Ltd has a great staff with a diverse set of skills and competencies. All employees are hired on the basis of their abilities and merit. Makino India Pvt. Ltd takes pride in hiring and grooming the best employees to help them reach their full potential.

The important skills are-

1.Digital fluency

In this manufacturing industry employees have a good digital fluency they are expert in a various digital technology they use computer and technological skills to enhance manufacturing efficiency.

2.Problem-Solving Skills: The employees have an ability to identify the problem in the manufacturing process and brainstorm and analyse answers and implemented the best solution for the problem these are the skills are there in the employees.

3.Ability to Work in a team: In the organization they are working with a group of people to achieve a shared goal or outcome in an effective way. Actively listening to other members of the team. Supporting struggling friends and teammates. Approaching teamwork with a positive attitude. Working for the good of the group.

4.Leadership qualities

In this organization the employees also have a leadership skill and employees have the ability to lead a team.

7.STRATEGY: - The strategic direction and overall business plan of Makino are clearly defined and communicated to all employees and stakeholders. This helps the company manage performance, coordinate operations, and develop diverse ways that are aligned with the company's strategy. they have increased wealth creation through organic and inorganic expansion. As a result, Social & Relationship Capital has improved, as measured by leadership market positions, category penetration, and consumption rates. As a result, their Financial Capital measurements have improved.

The multi-local strategy translates to providing customers from various locations, demographics, and socioeconomic backgrounds. As a result, the Human Capital has

become much more diverse. As a competitive advantage, company will continue to invest in diversity.

Makino structure can be broadly divided in to 3 level-upper management, senior management, middle management.

➤ **CORPORATE STRATEGY:**

They are trying to manufacture more variety of MACHINES with best quality and expand its business in various other countries as well so that they can be globally recognized .

➤ **BUSINESS LEVEL STRATEGY:**

This strategy is a plan to distinct itself from the existing competitors . business level strategy is to give good quality Machines to the customers and to come up with various types so that they can satisfy to the maximum extent.

➤ **FUNCTIONAL LEVEL STRATEGY:**

Under this strategy various departments own strategy to maintain the smooth functioning of operations. In finance department ,the employees will be given daily assignments which they have to submit before the prescribed time so that any mistakes can be rectified before the final submission.

➤ **OPERATIONAL LEVEL STRATEGY:**

- All enquires should be handled within 24 hours
- High priority should be give to the delivery of consignments
- dealer complaints should be handled carefully and should be settled .
- Continuous updates related to different dealers.

PORTER'S FIVE FORCE MODEL



Porter's Five Forces is a model that identifies and analyses five competitive forces that shape every industry and helps determine an industry's weaknesses and strengths. Five Forces analysis is frequently used to identify an industry's structure to determine corporate strategy. Porter's model can be applied to any segment of the economy to understand the level of competition within the industry and enhance a company's long-term profitability. The Five Forces model is named after Harvard Business School professor, Michael E. Porter.

Understanding Porter's Five Forces:

Porter's Five Forces is a business analysis model that helps to explain why various industries are able to sustain different levels of profitability. The model was published in Michael E. Porter's book, "Competitive Strategy: Techniques for Analysing Industries and Competitors" in 1980. The Five Forces model is widely used to analyse the industry structure of a company as well as its corporate strategy. Porter identified five undeniable forces that play a part in shaping every market and industry in the world,

with some caveats. The five forces are frequently used to measure competition intensity, attractiveness, and profitability of an industry or market.

Porter's five forces are:

1. Rivalry among the existing company
2. Bargaining power of suppliers
3. Bargaining power of buyers
4. Threats of substitute product
5. Threats of new entrants

1.Rivalry among the existing company

Makino company involves some competitors to their product. There are a lot of big firms in this market who have spent a lot of money setting up their production facilities. The barrier to leave for the companies is increased by this factor. As a demand growth of industry product or service, amount of fixed costs and exit barriers are the forces behind the intensity of rivalry in an industry.

2.Threat of New Entrants

- Exploration and development of company requires large capital investment
- For Makino India pvt ltd threat of new entrant is low because it has already set up functional powerplant
- But as few companies are entering into makino india pvt ltd has to keep the price reasonable and to boost investment to deter new entrants.

3.Substitute of Products

Every business faces some form of competition, even monopoly industries. Most of the competition comes from substitute products. No product exists to date that can substitute effectively for Makino product. . While using makino machines it gives good quality of performance .Makino India machines gives ultimate almost all type of work.ther is no substitutes of makino india pvt ltd product.

4.Bargaining of Power Suppliers.Highly regulated industry Bargaining power of supplier is very low for the fully integrated power plants as in case of makino india pvt ltd as they have their own mines of key raw materials However, those who are non-integrated or semi integrated has to depend on supplier .

5.Bargaining of Power Customers

The Bargaining Power of Buyers, one of the forces in Porter's Five Forces Industry Analysis framework, refers to the pressure that customers/consumers can put on businesses to get them to provide higher quality products, better customer service, and/or lower price. It is important to keep in mind that the bargaining power of buyers analysis is conducted from the perspective of the seller (the company).and the Bargaining power of customer is Low Because Limited number of supplier.

CHAPTER-4

SWOT ANALYSIS OF MAKINO INDIA PVT LTD COMPANY

CHAPTER-4 : SWOT ANALYSIS OF MAKINO INDIA PVT LTD COMPANY

STRENGTH: -

- **Talent Management:**

Talent management at Makino is help to development of the employees - Human resource are integral to the success of Makino milling machines co ltd in Misc. capital good industry.

- **Diverse Revenue Models:**

Over the year Makino milling machines co ltd has ventured into various businesses outside the capital good sector. This has enabled the company do develop a diversified revenue stream beyond capital goods sector and Misc. capital good segment.

- **Market leadership position:**

Makino Milling Machine Co Ltd has a strong market leadership position in the Misc. Capital goods industry .it has helped the company to rapidly scale new products successes.

- **Wide geographic presence:**

Makino milling Machine Co Ltd has extensive dealer network and associated network that not only help in delivering efficient services to the customers but also help in managing competitive challenges in Misc. capital goods industry.

- **Diverse Revenue models:**

Over the years Makino Milling Machine Co Ltd has ventured into various business outside the capital goods sector. this has enable the company do develop a diversified revenue stream beyond capital goods sector and Misc. Capital goods segment.

- **Strong brand recognition:** Makino Milling Machines Co Ltd products have strong brand recognition in the Misc. Capital goods industries. This has

enabled the company to charge a premium compared to its competitors in Misc.

- **High margins:**

Compare to Misc. Capital goods industry's competitors-Even though Makino Milling Machines co Ltd is facing downward pressure on profitability, compare to competitors it is still racking in higher profit margins.

- **Market Leadership position:**

Makino Milling Machine Co ltd has strong market leadership position in the Misc. Capital goods industry. It has helped the company to rapidly scale new products successes.

WEAKNESSES

- **High cost of replacing existing experts:**

cost of replacing existing experts within the Makino Milling machine co ltd. few employees responsible for the Makino Milling Machines Co Ltd.

- **Declining the Market Shares:**

Declining the market shares of Makino with increases of revenue-the Misc. capital goods industry is growing faster than the company. In such a scenario Makino Milling Machine Co ltd has to carefully analyse the various trends within the capital goods sector and figure out what it needs to do to drive future growth.

- **Niche Markets and local monopolies:**

Makino co able to exploit are fast disappearing. The customers network that Makino Milling machines co ltd has promoted is providing less and less effective.

- **High turnover of employees:**

High Turnover of the lower level is also a concern for the Makino Milling machine co ltd .it can lead to higher salaries to maintain the talent within the firm.

OPPORTUNITIES

- Trends of customers migration to Higher product
It presents great opportunities for Makino Milling Machines Co Ltd, as the firm has strong brand recognition in the premium segment competitive US market.
- Accelerated technological innovations and advances are improving industrial productivity, allowing suppliers to manufacture vast array of products and services. This can help Makino Milling Machine Co Ltd to significantly venture into adjacent products.
- Local Collaboration- Tie-up with local players can also provide opportunities of growth for the Makino Milling Machine Co Ltd in international markets. The local players have local expertise while Makino Milling Machine Co Ltd can bring global processes and execution expertise on table.
- Lower inflation rate- The low inflation rate brings more stability in the market, enable credit at lower interest rate to the customers of Makino Milling Machine Co Ltd. This will increase the consumption of Makino Milling Machine Co Ltd products.

THREATS

- Distrust of institutions and increasing threat of legal actions for Makino Milling Machine Co Ltd - As the WTO regulations and laws are difficult to enforce in various markets. Legal procedures have become expensive and long drawn process. It can lead to less investment into emerging markets by Makino Milling Machine Co Ltd thus resulting in slower growth.
- Competitive pressures - As the new product launch cycles are reducing in the Capital Goods industry. It has put additional competitive pressures on players such as Makino Milling Machine Co Ltd. Given the large customer base,

Makino Milling Machine Co Ltd can't respond quickly to the needs of the niche markets that disruptors are focusing on.

- Changing political environment with US and China trade war, Brexit impacting European Union, and overall instability in the middle east can impact Makino Milling Machine Co Ltd business both in local market and in international market.
- Changing demographics - As the babyboomers are retiring and new generation finding hard to replace their purchasing power. This can lead to higher profits in the short run for Makino Milling Machine Co Ltd but reducing margins over the long run as young people are less brand loyal and more open to experiment.

Chapter-5
ANALYSIS OF FINANCIAL STATEMENT

Balance Sheet

A balance sheet is a financial statement that reports a company's assets, liabilities and shareholders' equity at a specific point in time and provides a basis for computing rates of return and evaluating its capital structure. It is a financial statement that provides a snapshot of what a company owns and owes, as well as the amount invested by shareholders.

BALANCE SHEET OF MAKINO INDIA PVT LTD CO (in Rs. Cr.)					
Particulars	2022	2021	2020	2019	2018
EQUITIES AND LIABILITIES					
SHAREHOLDER'S FUND					
Equity share capital	6162.73	6162.73	6162.73	6207.41	6207.41
TOTAL SHARE CAPITAL		6162.73	6162.73	6207.41	6207.41
Reserves and surplus	12520.95	10650.57	7834.66	6487.30	7710.03
TOTAL RESERVES AND SURPLUS		10650.57	7834.66	6487.30	7710.03
TOTAL SHAREHOLDERS FUNDS	18683.68	16813.30	13997.39	12694.71	13917.44
NON-CURRENT LIABILITIES					
Long-term borrowings	0.00	0.00	0.00	0.00	0.00
Deferred tax liabilities (net)	0.00	0.00	0.00	0.00	0.00
Other long-term liabilities	4920.53	4617.77	4099.36	3700.98	3449.67
Long-term provisions	363.60	297.66	211.93	236.65	212.82
TOTAL NON-CURRENT LIABILITIES	5284.13	4915.43	4311.29	3937.63	3662.49
CURRENT LIABILITIES					
Short-term borrowings	0.00	0.00	0.00	0.00	0.00
Trade payables	220.82	170.93	122.97	111.16	110.00
Other current liabilities	398.54	380.02	518.62	1497.39	1054.23
Short-term provisions	162.95				
TOTAL CURRENT LIABILITIES	782.31	688.05	731.89	1832.58	1305.47

TOTAL CAPITAL AND LIABILITIES	24750.12	22416.78	19040.57	18464.92	1885.40
ASSETS					
NON-CURRENT ASSETS					
Tangible assets	590.23	496.40	291.97	300.75	306.13
Intangible assets	0.00	0.00	0.46	0.44	0.31
Capital work-in progress	0.00	0.00	442.63	119.00	13.52
Other assets	0.00	0.00	8.32	15.69	14.89
FIXED ASSETS	590.23	496.40	482.08	435.88	334.85
Non-current investments	12806.32	12232.59	1251.16	12137.39	11529.07
Deferred tax assets (net)	0.00	0.00	0.00	0.00	0.00
Long-term loans and advances	0.23	0.16	0.22	0.40	0.43
Other non-current assets	4720.91	4391.95	4080.72	3738.67	3400.06
TOTAL NON-CURRENT ASSETS	17527.46	17121.10	17078.18	16312.34	15264.41
CURRENTS ASSETS					
Current investments	100.98	93.97	22.74	26.06	60.19
Inventories	20.66	14.98	30.67	21.39	68.44
Trade receivables	8.03	7.97	0.25	0.27	12.74
Cash and cash equivalents	1305.79	1071.48	253.51	488.08	922.09
Short-term loans and advances	0.00	0.00	0.00	1.88	1209.00
Other current assets	5196.97	4107.28	1655.22	1614.90	1348.53
TOTAL CURRENTS ASSETS	6632.43	5295.68	1962.39	2152.58	3620.99
TOTAL ASSETS	24750.12	22416.78	19040.57	18464.92	1885.40

2.PROFIT & LOSS A/C

The profit and loss statement is a financial statement that summarizes the revenues, costs and expenses incurred during a specified period, usually a fiscal quarter or year. The P&L statement is synonymous with the income statement. These records provide information about a company's ability or inability to generate profit by increasing revenue, reducing costs or both.

PROFIT & LOSS ACCOUNT OF MAKINO INDIA PVT LTD(in Rs. Cr.)					
Particulars	2021	2020	2019	2018	2017
INCOME					
REVENUE FROM OPERATIONS(GROSS)	950.20	845.16	430.92	477.00	415.24
LESS: Excise/Service tax/Other Levies	0.00	0.00	115.53	119.94	130.14
REVENUE FROM OPERATIONS (NET)	950.20	845.16	315.39	357.06	285.10
TOTAL OPERATING REVENUES	—	845.16	934.30	364.50	289.88
Other income	12590.93	11566.33	10548.66	9571.03	15004.77
TOTAL REVENUE	13541.13	12411.49	11482.96	9935.53	15294.66
EXPENSES					
Cost of materials consumed	5.55	5.09	18.39	19.04	19.72
Operating and direct expenses	0.00	0.00	151.62	118.01	83.39
Changes in inventories of FG, WIP and stock-in trade	17.10	15.68	-9.41	42.09	83.49
Employee benefit expenses	594.88	545.25	474.66	525.04	415.63
Finance cost	5.74	5.26	-18.04	-257.86	-136.
Depreciation and Amortisation expenses	59.34	54.39	26.25	18.14	23
Other expenses	530.84	486.56	240.14	166.59	17.52
TOTAL EXPENSES	1213.45	1112.23	920.54	620.70	784.40
PROFIT/LOSS BEFORE EXCEPTIONAL EXTRAORDINARY ITEMS AND TAX	12327.68	11299.2	10562.42	9314.83	14510.2
Exceptional items	0.00	00.0	0.00	0.00	0.00
PROFIT/LOSS BEFORE TAX	12327.68	11299.26	10562.42	9314.83	14510.23
TAX EXPENSES-CONTINUED OPERATIONS					
Current tax	0.00	18.38	157.25	118.63	11.14
LESS: MAT credit entitlement	0.00	0.00	37.88	101.39	0.00
Deferred tax	0.00	0.00	0.00	0.00	0.00
Tax for earlier years		0.00	-26.62	4.17	0.00
TOTAL TAX EXPENSES	20.05	18.38	92.75	26.41	11.14
PROFIT/LOSS AFTER TAX AND BEFORE EXTRAORDINARY ITMES	12307.63	11280.88	10469.67	9293.42	14499.09
PROFIT/LOSS FROM CONTINUING OPERATIONS	12307.63	11280.88	10469.67	9293.42	14499.09
PROFIT/LOSS FOR THE PERIOD	12307.63	11280.8	10469.67	9293.42	14499.09
EARNINGS PER SHARE					
Basic EPS (Rs.)	19.97	18.31	16.87	14.97	23.13
Diluted EPS (Rs.)	19.97	18.31	16.87	14.97	23.13

RATIO ANALYSIS

The analysis/examination of financial statements with the help of Ratio's is called as Ratio analysis. This analysis tool is widely used tool for financial analysis of the data. This analysis provides overall information about financial stability of the company.

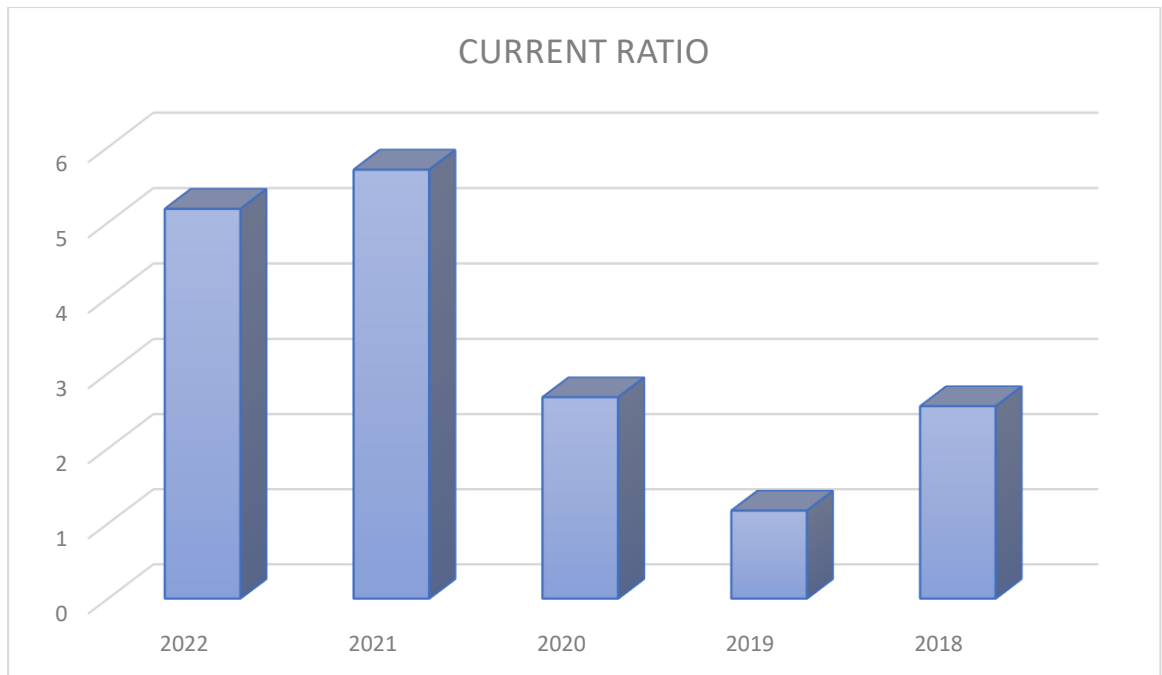
1.CURRENT RATIO:

The current ratio is calculated by dividing current asset by current liabilities. The current ratio measures the company's short-term solvency. Generally current ratio varies from company to company. Ratio of 2:1 may be being considered a satisfactory for industrial and commercial concern.

The formula to calculate Current Ratio is,

$$\text{CURRENT RATIO} = \text{CURRENT ASSETS} / \text{CURRENT LIABILITIES}$$

YEAR	CURRENT RATIO
31/3/2022	9.18
31/3/2021	7.70
31/3/2020	2.68
31/3/2019	1.17
31/3/2018	2.77



Analysis & Interpretation : The above table & graph shows the current ratio of the firm, when comparing to five years of ratio 2021 is having the highest ratio of 7.70 which is a very good sign to the firm, where the liquidity position of the firm increased to a good extent. The standard current ratio is 2:1 which says that current assets should be always twice of that current liability.

2. QUICK RATIO:

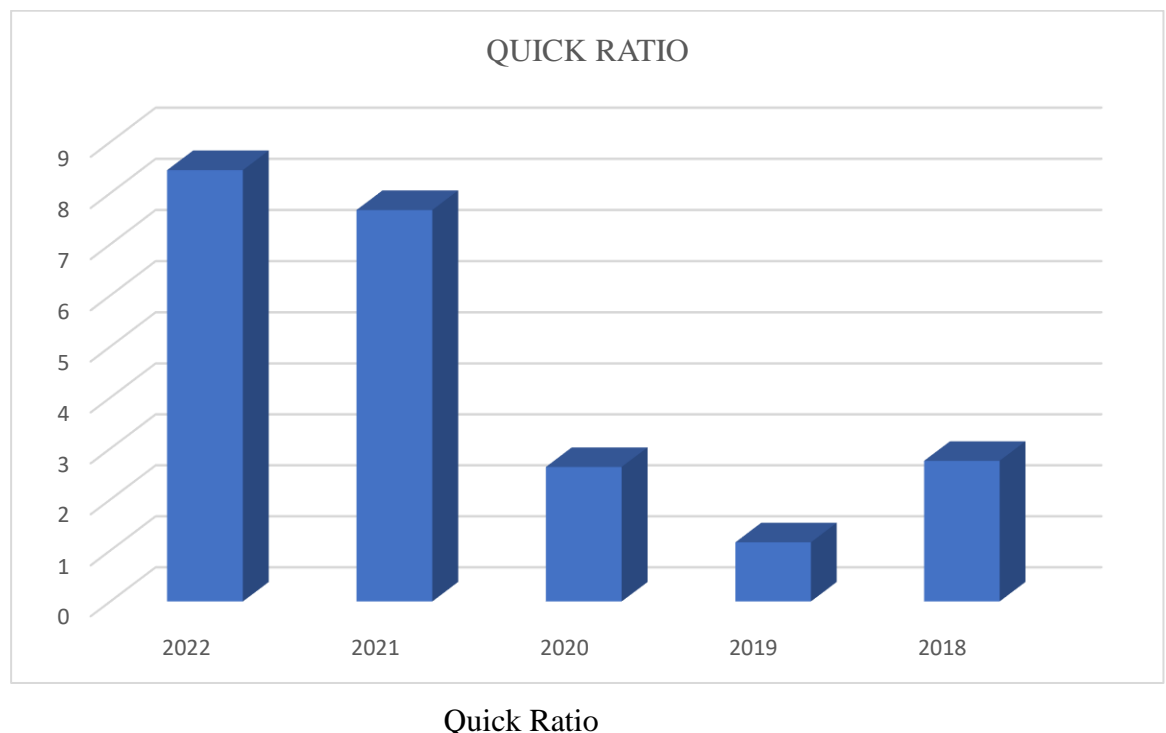
Quick ratio is calculated by dividing quick assets by current liabilities. Quick ratio forms a relationship between liquid assets and current liabilities. An asset is liquid if it can be converted into cash immediately without loss of value. The quick assets are cash, debtors and bills receivable and marketable securities. Generally, ratio of 1:1 represents the healthy financial strength.

The formula to calculate Quick Ratio is,

$$\text{QUICK RATIO} = \text{QUICK ASSETS} / \text{CURRENT LIABILITIES}$$

YEAR	QUICK RATIO
31/3/2022	8.45
31/3/2021	7.67
31/3/2020	2.64

31/3/2019	1.16
31/3/2018	2.72



Analysis & Interpretation: The above table & graph shows the quick ratio of the firm, when comparing to five years of ratio 2022 is having the highest ratio of 7.67 which is an indication that the firm is liquid and has the ability to meet its current or liquid liabilities in time. The ideal ratio is 1:1. It is generally thought that if quick assets are equal to current liabilities then the concern may be able to meet its short term obligations.

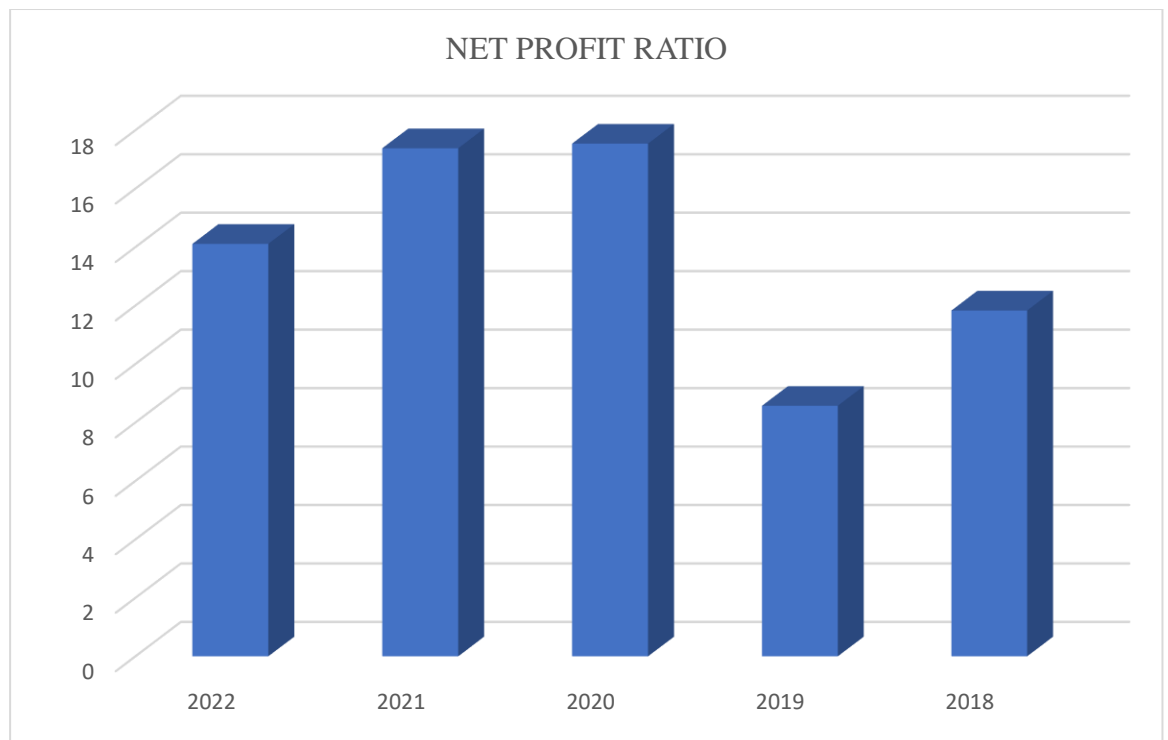
3.NET PROFIT RATIO:

Net profit ratio is calculated by net profit by sales into hundred. It indicates the effectiveness of the management. This ratio majorly indicates the overall measures of the firm's productivity.

The formula to calculate this ratio is,

$$\text{NET PROFIT RATIO} = \text{NET PROFIT} / \text{SALES} * 100$$

YEAR	NET PROFIT RATIO
31/3/2022	14.11
31/3/2021	17.38
31/3/2020	17.54
31/3/2019	8.57
31/3/2018	11.83



Net Profit Ratio

Analysis & Interpretation : The above table & graph shows the net profit ratio of the firm, when comparing to five years of ratio 2021 is having the highest ratio of 100.24. This shows the earning profit of the firm is high. A high percentage means that the firm did well in managing its expenses. But it gradually decreased in next few years which shows the firm has not managed its expenses.

4.RETURN ON ASSETS:

Return on assets is calculated by net profit by total assets into hundred. It is a profitability ratio that measures the net income produced by total assets during a period by comparing net income to the average total assets. It measures how efficiently a company can manage its assets to produce profits during a period.

The formula to calculate this ratio is,

$$\text{RETURN ON ASSETS} = \text{NET PROFIT} / \text{TOTAL ASSETS} * 100$$

YEAR	RETURN ON ASSETS
31/3/2022	49.72
31/3/2021	50.32
31/3/2020	54.98
31/3/2019	50.33
31/3/2020	76.77



Analysis and Interpretation: The above table & graph shows the return on assets ratio of the firm, when comparing to five years of ratio 20205 is having the highest ratio of

77.61. The higher ratio the higher net income for the firm. The higher ratio shows how the firm is more effective in managing its assets to produce greater amounts of net income.

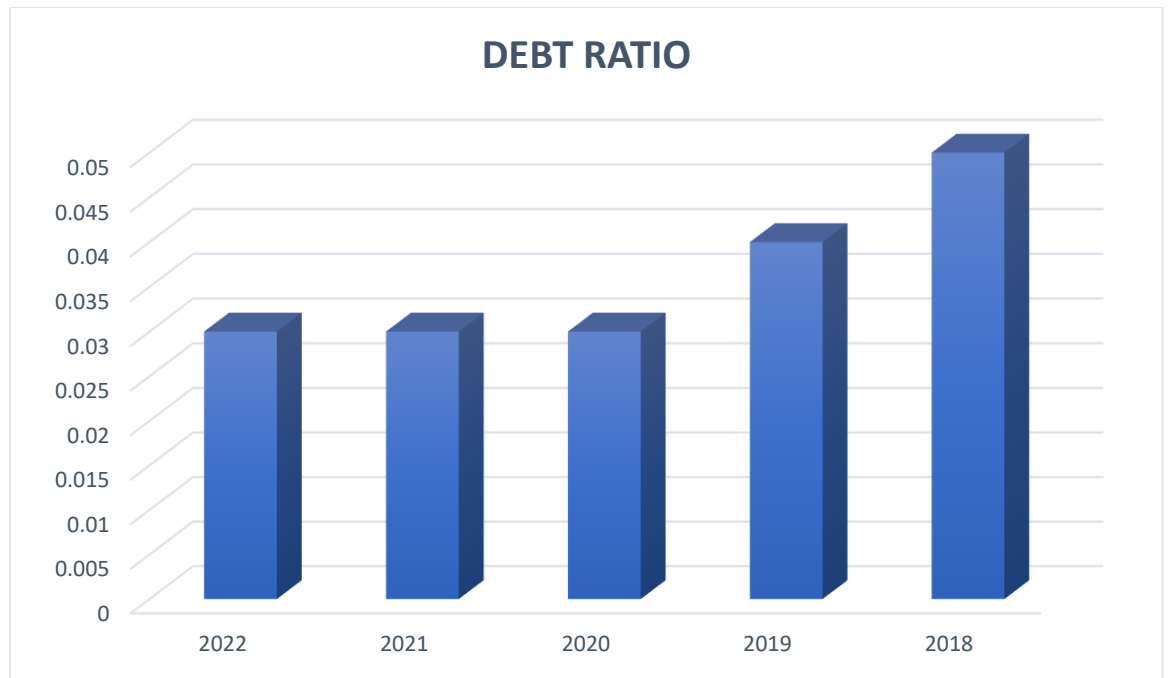
5.DEBT RATIO:

Debt ratio is calculated by total liabilities by total assets. It is defined as an expression of the relationship between a company's total debt and assets. It is a measure of the ability to service the debt of a company. It indicates what proportion of a company's financing assets is from debt, making a good way to check a company's long-term solvency. In general, a lower ratio is better. Value of 1 or less in debt ratios shows good financial health of a company.

The formula to calculate this ratio is,

$$\text{DEBT RATIO} = \text{TOTAL LIABILITIES} / \text{TOTAL ASSETS}$$

YEAR	DEBT RATIO
31/3/2022	0.03
31/3/2021	0.03
31/3/2020	0.03
31/3/2019	0.09
31/3/2018	0.06



Debt Ratio.

Analysis & Interpretation: The above table & graph shows the debt ratio of the firm, in all the years of this ratio there is no much difference in them, they are all between 0.3 & 1.00. Debt ratio of 0.4 or lower are considered better, companies with lower debt ratios and higher equity ratios are known as conservative companies.

6.EARNINGS PER SHARE:

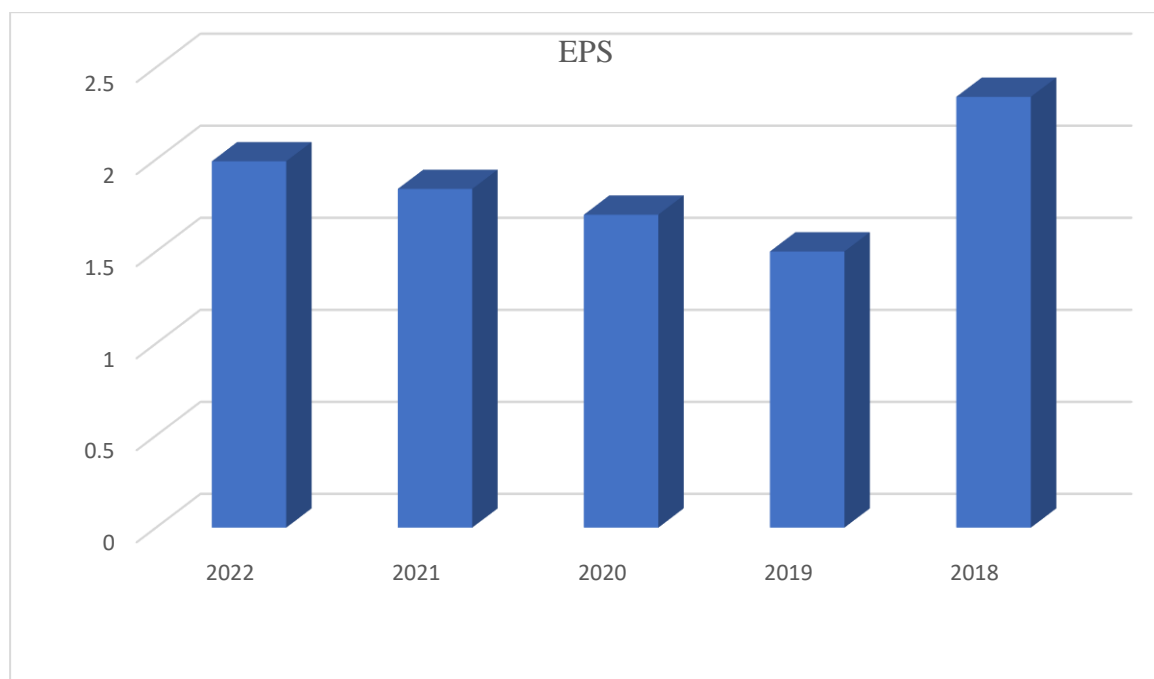
Earnings per share is calculated by net profit by No. of equity shares. It indicates the profitability of a company. It is a tool that market participants use frequently to gauge the profitability of a company before buying its shares. It is a term that is of much importance to investors and people who trade in the stock market.

The formula to calculate this ratio is,

$$\text{EARNINGS PER SHARE} = \text{NET PROFIT} / \text{NO. OF EQUITY SHARES}$$

YEAR	EARNINGS PER SHARE
31/3/2021	1.99
31/3/2020	1.84
31/3/2019	1.70
31/3/2018	1.50

31/3/2017	2.34
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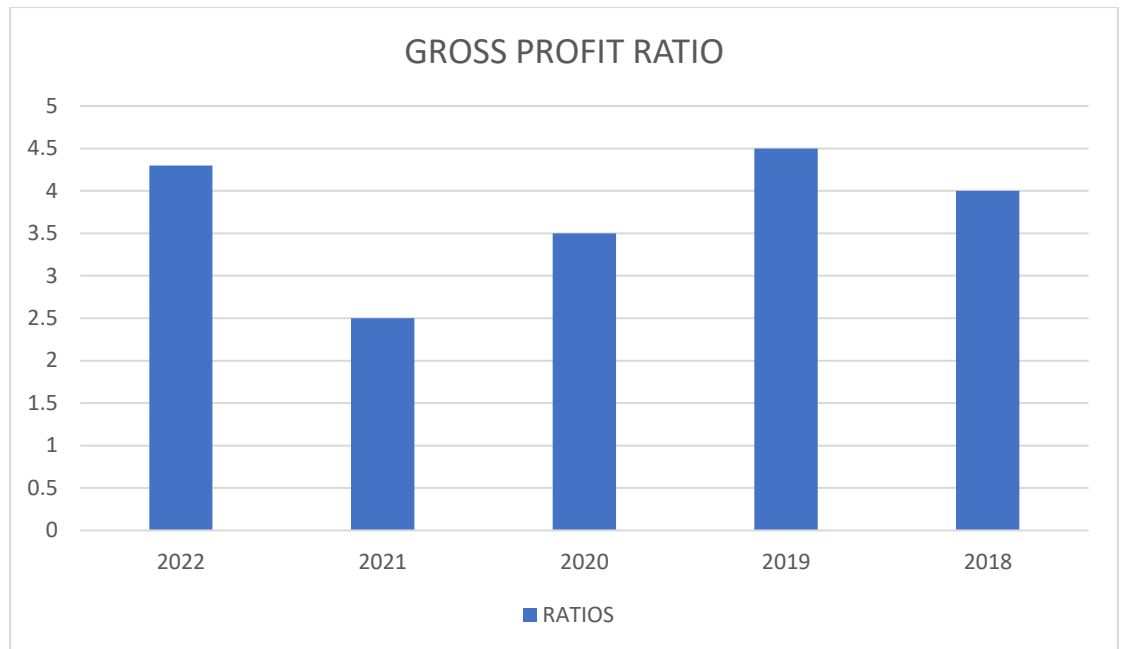
EPS

Analysis & Interpretation: The above table & graph shows the earnings per share of the firm, when comparing to five years of ratio 2017 & 2016 having the highest ratio of 2.34 & 2.63 respectively which shows the higher EPS, higher EPS is always better than a lower ratio because this means the firm is more profitable and the firm has more profits to distribute to its shareholders.

7)GROSS PROFIT RATIO

Gross profit = gross profit / net sales *100

YEAR	GROSS PROFIT
31/3/2022	12.9
31/3/2021	13.3
31/3/2020	11..8
31/3/2019	11.6
31/3/2018	12.8

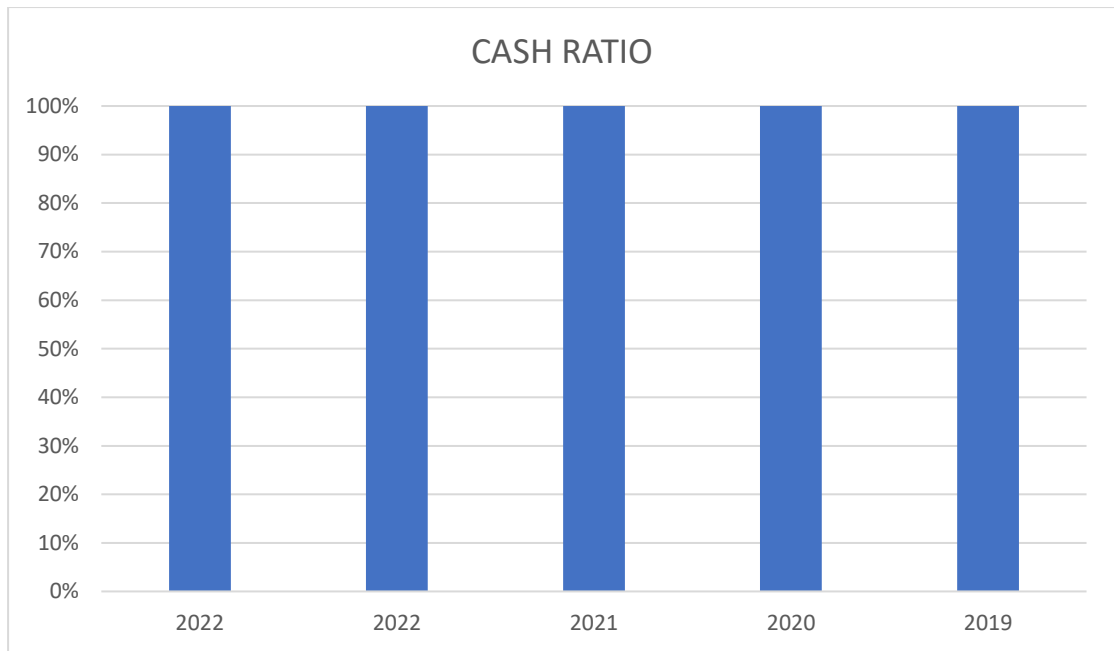


Analysis & Interpretation : The above table & graph shows the net profit ratio of the firm, when comparing to five years of ratio 2019 is having the highest ratio .

8) CASH RATIO:

Cash ratio = cash and cash equivalent /current liabilities

YEAR	CASH RATIO
31/3/2022	0.54
31/3/2021	0.64
31/3/2020	2.88
31/3/2019	3.75
31/3/2018	1.48



Chapter-6
LEARNING EXPERIANCE AND BIBLIOGRAPHY

LEARNING EXPERIENCE:

My first internship was at Makino India Pvt Ltd., I was a HR Intern. I was interning there for 30Days. This was providing us good experience and knowledge. This Organization study has allowed me to enlarge my knowledge and gave me a platform to understand about the realistic MAKINO INDIA PVT Ltd industries situations. The organisation study had a purpose of gaining experience in the realistic world, to get organizations detail knowledge on the job responsibilities, to compare with the real scenario with the lessons learnt in college, to fulfil the requirement of the MBA program.

Through Organizational study, I got to experience a lot of new things as in how an organization function. I also learnt about the working conditions, different problems that Occur and also how they tackle all problems.

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ANNEXURE
BALANCE SHEET

BALANCE SHEET OF MAKINO INDIA PVT LTD CO (in Rs. Cr.)					
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EQUITIES AND LIABILITIES					
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TOTAL SHAREHOLDERS FUNDS	18683.68	16813.30	13997.39	12694.71	13917.44
NON-CURRENT LIABILITIES					
Long-term borrowings	0.00	0.00	0.00	0.00	0.00
Deferred tax liabilities (net)	0.00	0.00	0.00	0.00	0.00
Other long-term liabilities	4920.53	4617.77	4099.36	3700.98	3449.67
Long-term provisions	363.60	297.66	211.93	236.65	212.82
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ASSETS					

NON-CURRENT ASSETS					
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Intangible assets	0.00	0.00	0.46	0.44	0.31
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Current investments	100.98	93.97	22.74	26.06	60.19
Inventories	20.66	14.98	30.67	21.39	68.44
Trade receivables	8.03	7.97	0.25	0.27	12.74
Cash and cash equivalents	1305.79	1071.48	253.51	488.08	922.09
Short-term loans and advances	0.00	0.00	0.00	1.88	1209.00
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