United Aryan (EPZ) Ltd

Business Profile

www.unitedaryan.net

United Aryan (EPZ) Ltd

You Sketch... We Stitch

About Us

United Aryan (EPZ) Ltd, a brain child of hard working individuals hailing from successful business family from Delhi, India. It was Incorporated on 6th August 2002 and started its operations in the same year with 4 Sheds only.

Promoters of UAL are responsible for the creation of this modern yet keeping the traditional art of making garments blending the artful skills of Africa and Asia.

United Aryan (EPZ) Ltd - Highlights

- Young but experienced promoters from established business backgrounds
- Established players in garment industry with expertise in sourcing and selling
- Ready orders and markets
- Financially sound and stable group
- Industry Certified production standards
- Professionally qualified and experienced management team
- Already established group in Africa
- Non-polluting industry – hence no environmental issues

We still wish to continue strengthening this business & have the capacity to do double digit growth in very short time, the intention behind the business is to create as many jobs as possible. The next goal is to have atleast 20,000 direct jobs created in near future which means 200,000 people get meals everyday due to our project, as in Africa the ratio of one direct job to dependents / indirect jobs is 1:10. This itself is a big motivation to develop this business. It is our appeal that buyers should also support the cause by placing continuous business. It is our appeal that buyers shoul also support the cause by placing continuous good qty business & we assure that we will service their orders very professionally as we have been doing & provide them extremely competitive prices.

15,000+
Employees

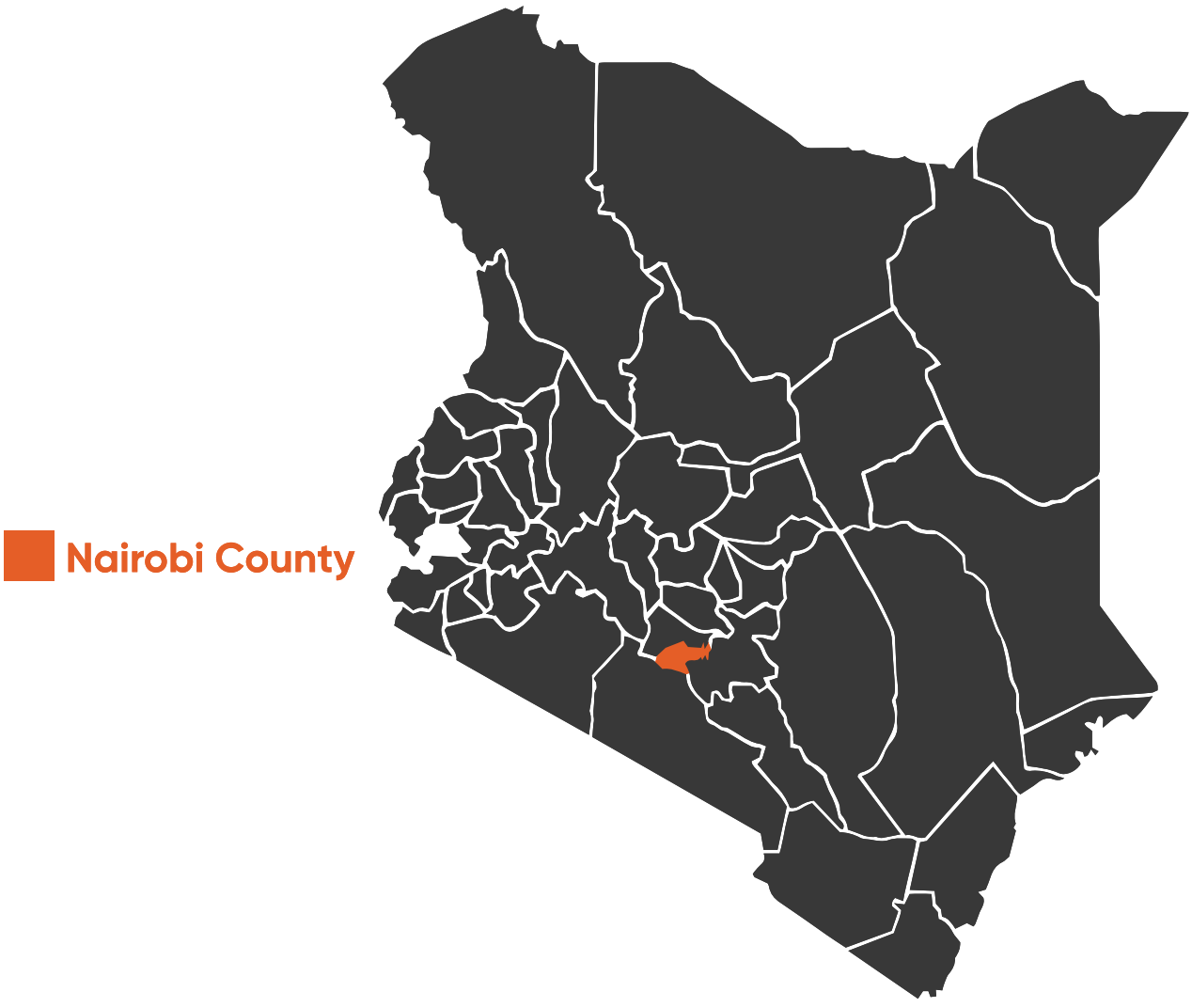
70%
Female Employees

5
Production Units

6,560+
Machines

33+
Million Garments Per Year

110
Production Lines



Details of Production Units

Unit 1

- 34 production Lines
- 5,031 Workers
- 2,210 Machines (Day & Night shifts)
- Product Profile; Woven denim bottoms /Jackets/Twill Cargo
- Daily Production Capacity; 41,340 pcs
- Daily Washing Capacity;65,000 pcs

Unit 2

- 18 production Lines
- 2,942 Workers
- 1350 Machines (Day & Night shifts)
- Product Profile; Woven non-denim bottoms/Synthetic stretch Cargo pants/Shirts
- Daily Production Capacity; 18000 pcs

Unit 3

- 16 production Lines
- 2,942 Workers
- 1350 Machines
- Product Profile; Cargo bottoms
- Daily Production Capacity; 16000 pcs
- Daily Washing Capacity; 21,000 pcs

Unit 4

- 16 production Lines
- 2042 Workers
- 850 Machines
- Product Profile;Woven Shirts
- Daily Production Capacity; 16,000 pcs
- Daily Washing Capacity; 22,000 pcs

Unit 5

- 26 production Lines
- 1600 Workers
- 1242 Machines
- Product Profile; Knits tops/Bottom
- Daily Production Capacity; 40000 pcs

Vision

The group having been successful in various businesses across Asia, Middle East and Africa, decided to venture into a garment manufacturing unit at Nairobi, in the country of Kenya (East Africa).

To built a clothing manufacturing empire in Africa that can employ the skilled population in Kenya and East Africa, By using the advantage of “AGOA” status of Africa to trigger industrial growth in this part of the world.

Plan towards Vertical Integration Textile Mill:

Textile Mill: We are working on a vertical integration program wherein we will be setting up a yarn to finished Denim fabric plant with 2 million per month monthly capacity if U.S.A market stabilizes,

Dyeing & winding unit of color threads as color threads is the basic raw material for the flourishing garment industry in Kenya.

Moulding Hangers & Manufacturing Cartons.

Making Woven / Printed Labels inhouse

Advantage

Duty Free Imports Into USA, UK & Europe:
The Africa Growth and Opportunities Act (AGOA) provides Duty Free Status to clothing and textiles imported from selected African countries and this makes Kenyan production very attractive to American buyers as their costs are reduced duty savings. European customers get the advantage of Duty Free Imports under EURO1.

Cost:
Kenya offers opportunity to manufacture efficiently, as the labor is easily available and cost effective.Water and electricity, which is an extremely important ingredient for industry, is economically available at competitive cost.

Infrastructure:
As compared to other African countries, Kenya has:

- Abundant availability of skilled labor.
- Well Developed Banking Sector.
- Better equipped and efficiently handled port facilities.
- Better road transport facilities and transport.
- Government also gives facilities and tax benefits to factories working with Export Processing Zones, so the custom clearance and port delays are easily avoided.
- Political Stability

Fast Turnaround:
Government of Kenya provides incentives under Export Processing Zone which facilitates faster import clearance in addition to duty and tax rebates on imports, that in turns provides definite and low turnaround of orders..

Language:
Communication in Kenya is easier with the local population being fluent in English.

Strategical Advantages:
The Advantage of Industry Hubs,
Dubai, UAE is the hub of the garment industry and we have a strong presence in Dubai through our group company M/s Ronex International. Tie ups with Chinese, HK, Pakistan & Indian suppliers who supply us good quality trims at very competitive price. Strong supply base also in China, India & Pakistan which are good sourcing points for Non-Denim and Denim fabrics & trims. Considering the above, we have strong development base where we can have any fabric & trims developed from our source.

The Location Advantage:
Kenya is strategically located and has regular shipping traffics to Mombasa port.

Growth plan

Internally, we have lined up expansion plans by introducing forward and backward integration. With backward integration, we will venture into production of raw fabrics which is the primary raw material in apparel manufacturing. Forward integration will involve direct selling to final consumers in local and regional markets. This is expected to substantially increase our profitability
We assess that the industry is headed for exponential growth and has great prospects so we have adopted dual strategy for growth.

(1) To continue have organic growth within our current set up by starting night shift & expanding washing facilities with new technologies of energy saving / less water/ less pollution, by doing night shift we will not have to spend on plant & machinery yet double our current production moreover with part atomization we will be able to make us more efficient.

(2) By acquiring established businesses in our sector whereby we have identified few & have even had couple of rounds of discussions with the prospective sellers, top on agenda is to acquire a textile mill which fits perfectly well in our “Farm to Fashion” strategy- it qualifies any kind of compliance needs from our buyers being the first ever fully green textile mill with zero discharge & has got the right machinery & land provision to further expand. So we will continue in phases to acquire manufacturing facilities which fit well within our DNA & can help us continue to consolidate our business as well as its competitiveness to serve our buyers.

GROWTH INDEX

PRODUCT MIX

Capabilities

We manufacture garments for some of the world's biggest brands. United Aryan in-house design team ensure seamless integration of our customers' needs.

We are working on a single ERP system, WFX-ERP-II. which unifies all the departments working. WFX Web ERP II - a new breed of Enterprise Resource Planning (ERP) software, which extends beyond a company's internal processes and connects to suppliers and buyers. It maintains the functionality of inward looking core ERP Apparel systems, and allows for features and functionality that can connect our entire value chain.

Fabric Handled

- Woven Denim (Rigid & Stretch 5 to 14.5 oz.)
- Knit Denim (Dobby & French Terry)
- Non-Denim like Twills, Canvas, Herringbone, Ribstop
- (Rigid & Stretch 3.5 to 12 Oz.)
- Synthetic Fabric (Rigid & Stretch & Bi-Stretch)
- Knits (Cotton/Poly/Blended Jersey, Fleece, Pique)

Product Range

- **Ladies wear**
- **Men's wear**
- **Kids wear**
- **Uniforms**

Garmenting:

Sewing

2,758,140

Pcs/month

Washing

3 Million

Pcs/month

Pattern Making & Plotting

- Automatic pattern grading and marker plotting using Gerber technology & Lectra

Embroidery

- 21 Embroidery Machines, 20 Heads per Machine and 9 colors per head

Washing

- 40 Belly loader machines with a capacity of washing 38,400 pcs per day
- 16 Front loader machines with a capacity of washing 76,800 pcs per day
- capability of doing all kind of Denim washes.

Dry Process

- 105 Handsanding & Whiskering stations with capacity of 60,000 pcs per day.
- Fully equipped with PP spray unit, Grinding & Abrasion section.

Printing

- 16 Head Screen printing
- Equipped to all type of printing on Knitwear Products

Finishing

- Top Seamers & pressers.
- Leggers/Toppers & Curing Oven with a daily capacity to do 8000 wrinkle free pants
- Air Port system for Kids youthwear processes.

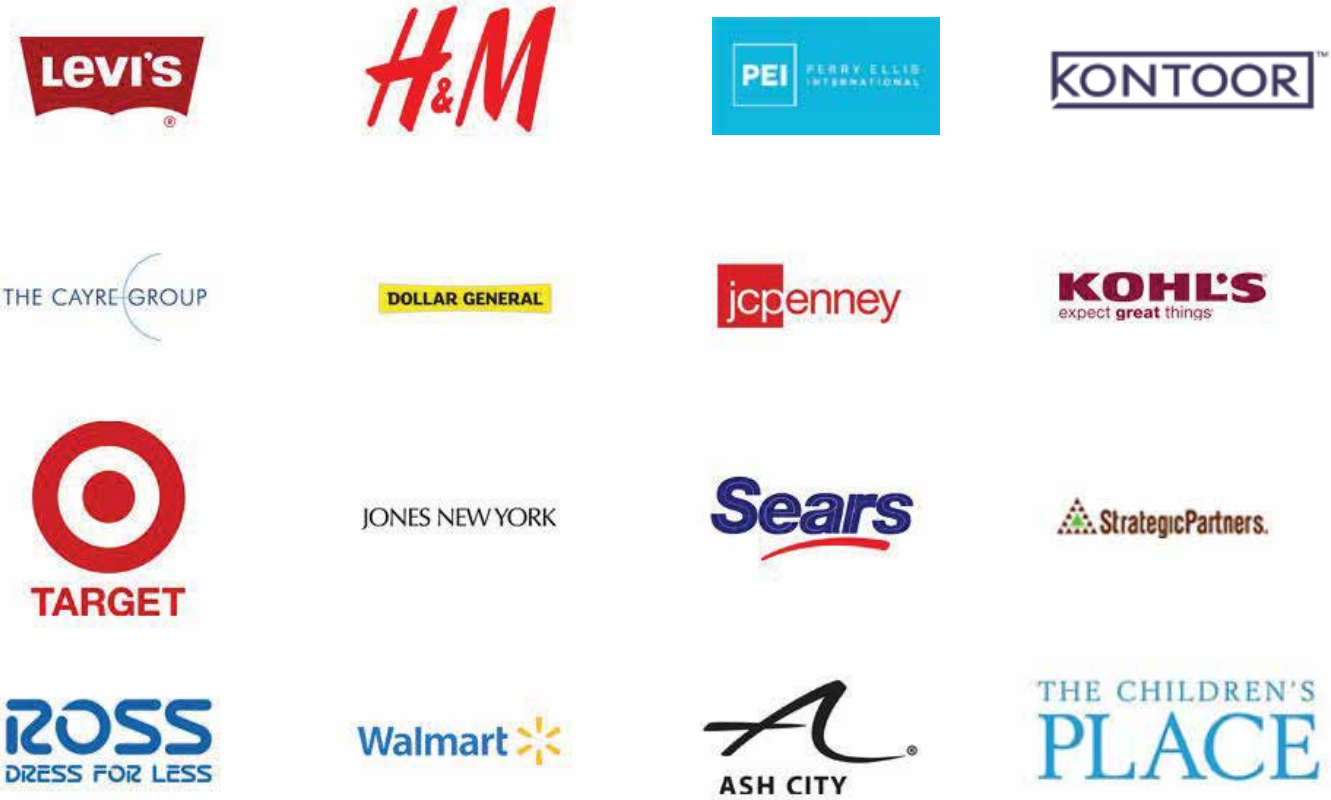
Laser engraving machine

- Two laser engraving machines with a capacity to engrave 400 - 600 jeans/hour each, depending on the type of design.

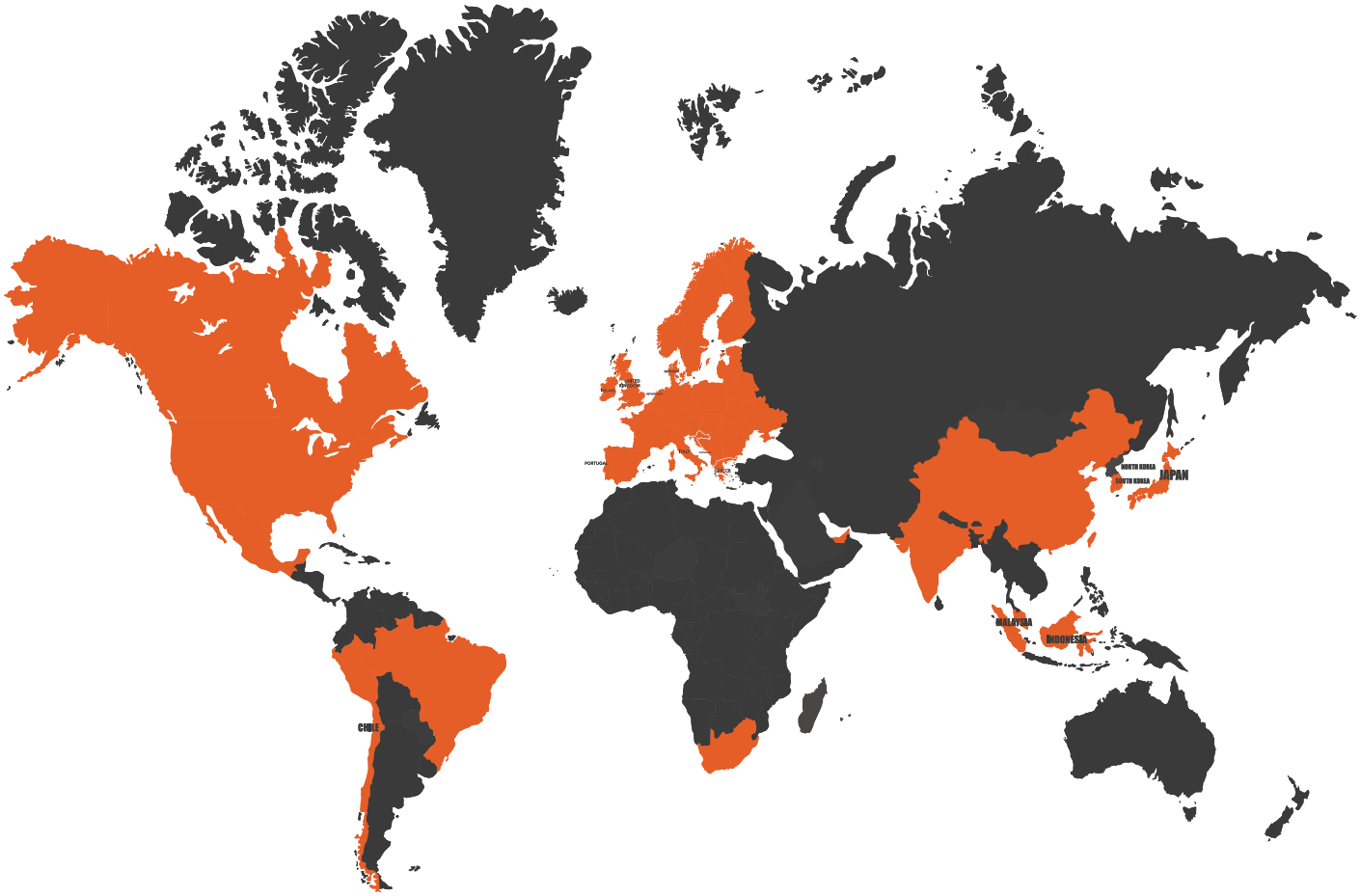
Customers

We are committed to total customer satisfaction through; timely delivery, competitive cost and utmost quality. The company serves customers globally from Dubai, Kuwait, Bahrain, Muscat, Doha, Kenya, Morocco, Mauritius, Bangladesh & India. The company has a Supply Chain Management system linked to a Customer Relationship Management system for better servicing of the international and domestic customers while maintaining a high degree of profitability to the core investor group.

Below are some of the renowned customers that we are serving for.



Countries Served



1. USA
2. UAE
3. India
4. Chile
5. Japan
6. Korea
7. Europe
8. Mexico
9. Taiwan
10. China
11. Canada
12. Brazil
13. Malaysia
14. Indonesia
15. South Africa
16. Peru

Sustainability

The owners and management of United Aryan EPZ Ltd are determined to create value through ethical management & development of Human and environmental resources.

QUALITY:

The meaning of quality for us is to consistently meet the expectations of our customers regarding us and our products. We emphasize on error prevention – not error detection, because our success is based on the quality of our products. Our strong Quality Assurance team has been continuously training and improving workforce to ensure better reliability on the process, rather than checking

EMPLOYEES:

Our employees are our greatest assets. We ensure to provide optimal working conditions, a pleasant working atmosphere, and interactive collaboration. Our goal is to create a long-term working relationship with our employees and 70% of our employees are with us since the company started in 2002.

- We consider complying with work safety measures and ensuring healthy working conditions as a matter of necessity. All social compliance norms and health & safety rules are incorporated and we ensure to maintain the same continuously.
- We continuously invest in professional skills of our employees and continuously promote their development, as we believe development and growth of our employees will only lead to growth of our company.
- The employees are continuously trained in KAIZEN methodology to incorporate continuous improvement. The employees are given opportunity to get trained with the idea of lean management and reduced wastages in every walk of life, which helps them not only in sustainable growth at workplace, but also improve their living.

VALUES:

Our corporate values are the guiding principles for our dealings with customers, business partners, employees, and society at large.

• Cultural diversity

We commit ourselves to harmonize regional cultural diversities within our company. We regard the cultural diversity as our asset and a pre-requisite in shaping our success.

• Future-oriented approach

For long-term company success, we are actively shaping changes in the market and in technology, and take on the competition with confidence. Having been set on making garments, we are working on setting up a Textile plant within Kenya to serve and help in the growth of the garment industry in the region.

• Fairness

Our collaboration is based on mutual fairness. We treat colleagues, employees, and external employees equally and consider their interests as important as our own. We treat them with appreciation. This manifests itself in mutual respect, courtesy, and friendliness.

• Reliability & credibility

Our decisions are characterized by reliability and credibility: we only make promises that we can keep. The customer is always our focus. Complying with regulations and laws is a non-negotiable for us

ENVIRONMENT:

The responsible treatment of nature and the environment is deep-seated in our corporate values stated above – and is reflected in our day-to-day work. For United Aryan, the sustainable use of resources means incorporating economic, environmental, and social potentials for value growth into our corporate strategy and fulfilling our social responsibility.

• Water treatment and monitoring:

Waste water goes to local governing body for common treatment. We regularly monitor the standard of water being that goes out of the factory and ensure to maintain the required standards

• Rooftop Solar System :

United Aryan EPZ set up a new 1.8 MWp solar PV plant in support of green manufacturing goals

With their new state-of-the-art 1.8MWp solar installation, United Aryan now boasts the largest rooftop solar facility in East Africa.

UAL will decrease its carbon footprint by over 33,100 tonnes, the equivalent of planting 64,500 trees

Corporate Social Responsibility

Corporate Social Responsibility is the management tool that every company needs to achieve success in a sustainable society while fulfilling its business purpose. It is also the informal expectation that a business operates in a way that is respectful to the communities and its environment. Our company enhances this principle and have engaged with communities around in ensuring that significant contribution is made towards the betterment of the society at large. Our nature of business requires large labour force hence we concentrate on the people around us by ensuring that their social, economic and health is our responsibility. We have engaged in these many areas as follows:

A) SKILL DEVELOPMENT & TRAINING PROGRAMME:

Our organization, as part of CSR has engaged the community in Technological transfer and is offering free training in the use of industrial machines for garment making. This is an ongoing program and has greatly transformed the community from the use of manual machines to use of industrial machine thus increasing their job prospects. The target groups are youths, single mothers, windows and physically challenged persons.

- Free vocational training of skill development to community
- Support women empowerment & youth to prepare them to take a first job or be self-employed or be a SME
- Providing opportunities for people living with physical challenges and giving second chance to ex-convicts.

B) MEDICAL & HEALTH BENEFITS

United Aryan EPZ Ltd from the onset have engaged in educating and creating awareness on the epidemic of HIV and AIDS. The company has set up a policy which is non- discriminative and support all workers who are victims or affected by their family members.

- Arranging medical and life insurance for our workers
- We run health awareness programs such as HIV Sensitization / Support early detection tests for cervical & breast cancer / EYE testing / Gynecological testing

C) ACADEMIC & SOCIAL:

Our organization takes special interest to enhance the well-being of the community around us. This includes:

- Supporting school, Orphanage & Old Age homes in our neighborhood.
- Extending sponsorship to under privileged bright students in our community.
- Supporting football team of bright players from out worker, who have already won 2nd division league and are part of national super league now.
- United Aryan EPZ Ltd has taken keen interest to support the physically challenged persons by giving them employment opportunities enabling them to contribute in the society as well.
- The women has also been empowered has we encourage single mothers, widows and others to take up employment opportunities by training then as machinist as a result of which our workforce now consist of 70 % women employees.

D) ECONOMIC:

Our workforce consists of 90% workers from the communities around where the business is located. This has provided suitable jobs to many in the community hence giving economic power to the community.

• The employment opportunities have helped the community to curb crime as most of the people are engaged in meaningful means of living.
• There is has also increased the purchase power since a lot of money circulate monthly in form of wages and salaries released.
• Small business blossoms around the area and the community around are empowered.
• 80,000 people directly benefit from our organization (In Africa ratio of direct job: indirect job + dependent, is 1:10

E) FOOD SECURITY :

"No one will sleep hungry policy" by providing vouchers for monthly grocery.

Sustainability Certifications

United Aryan (EPZ) Limited
Woven Products

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United Aryan (EPZ) Limited
Knit Products

Our People & Factory

You Sketch... We Stitch

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