


...m to choose  
Make trust  
tangible.



Work today happens in a variety of modes. From formal to informal, deep focus to active collaboration. The freedom to experiment with new ideas requires a new mix of spaces and places—and the ongoing trust that the team is getting the work done wherever the work best happens. A diverse landscape of thoughtfully designed settings supports an ever-increasing range of work practices and social dynamics. Because one size doesn't fit all.



## HNI Vision and Commitment to Integrity



“HNI Corporation is a leading global office furniture company. Our brands are among the strongest, most widely known and respected in our industry. To reach this level of achievement, we rely on successful collaboration with our business partners. These relationships are built on a foundation of trust, conducting business ethically with integrity. When we work together consistent with our values, everyone wins.”

A handwritten signature in black ink, appearing to read 'Jeffrey Lorenger', written in a cursive style.

**Jeffrey Lorenger**  
President & Chief Executive Officer



# We are HNI



HNI is leading global office furniture company. Our brands are among the strongest, most widely known and respected in our industry. The depth and breadth of our brands, the scale and capability of our manufacturing and strength of our distribution enables us to provide the best office furniture solutions to meet the needs of every customers- from the largest multinational organization to the local entrepreneur.

## Awards



## Our Journey

1944

HNI was Incorporated in Iowa

1959

HNI first went public in 1959 listed on the NASDAQ In 1983

1998

HNI listed on the New York Stock Exchange

2006

HNI enters Asia through the acquisition of China's market leader Lamex

2012

HNI establishes a leadership presence in India through its acquisition of BP Ergo



World's leading seating manufacturer



World's 2nd largest office furniture manufacturer



Listed on the New York Stock Exchange



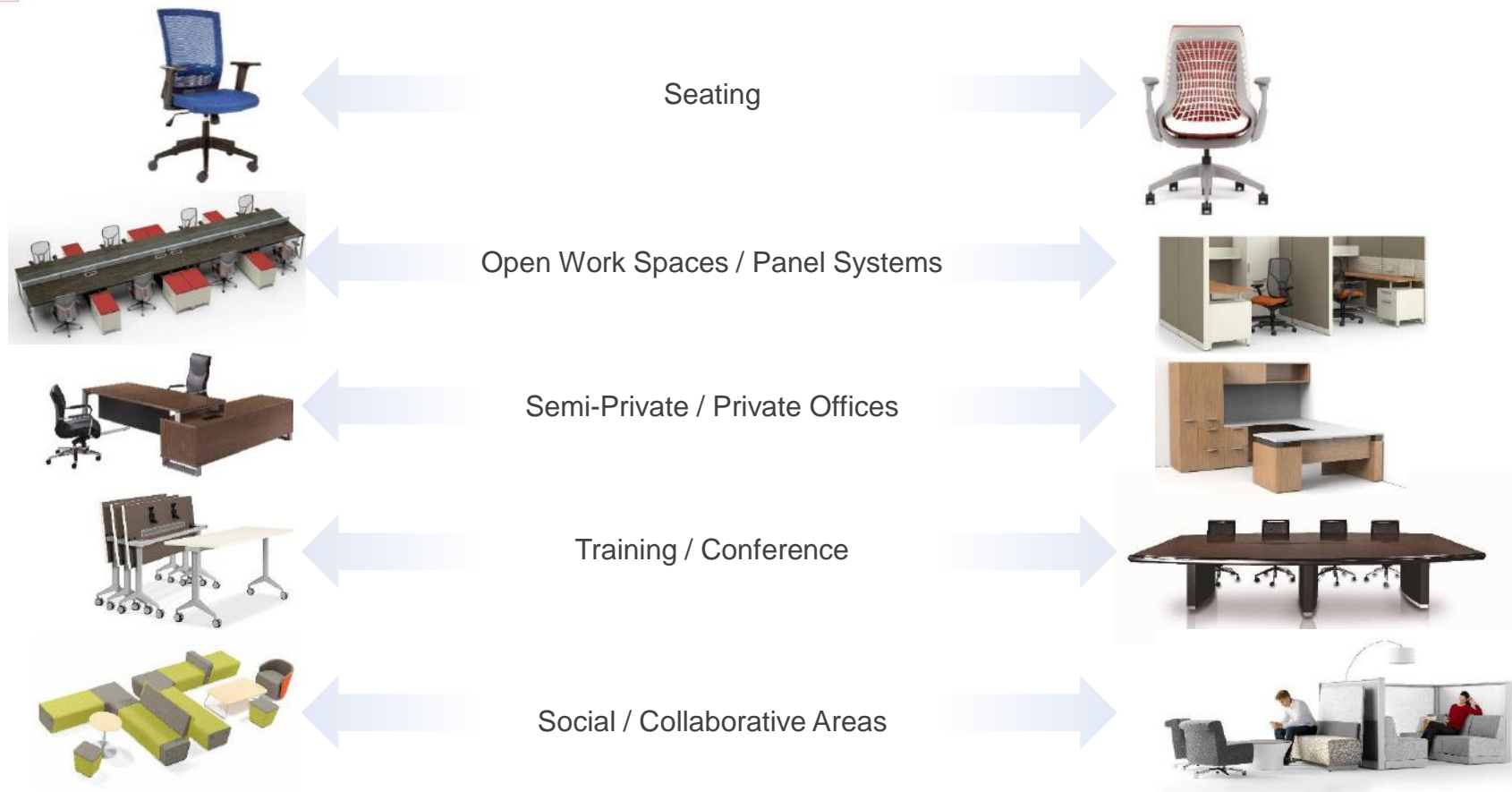
Servicing capabilities in over 50 countries



## Our Brands



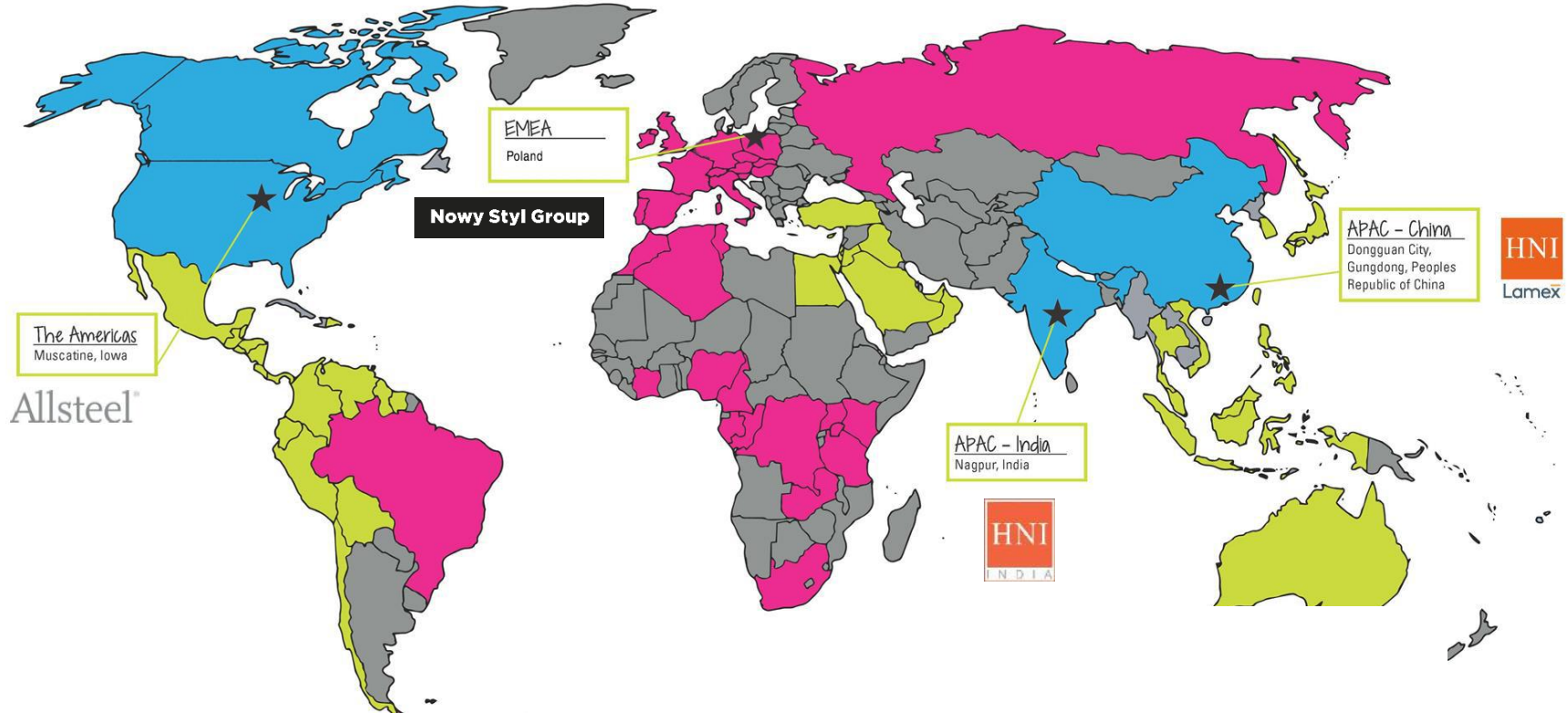
# Broadest Range of Products & Price Points





# HNI Around the World

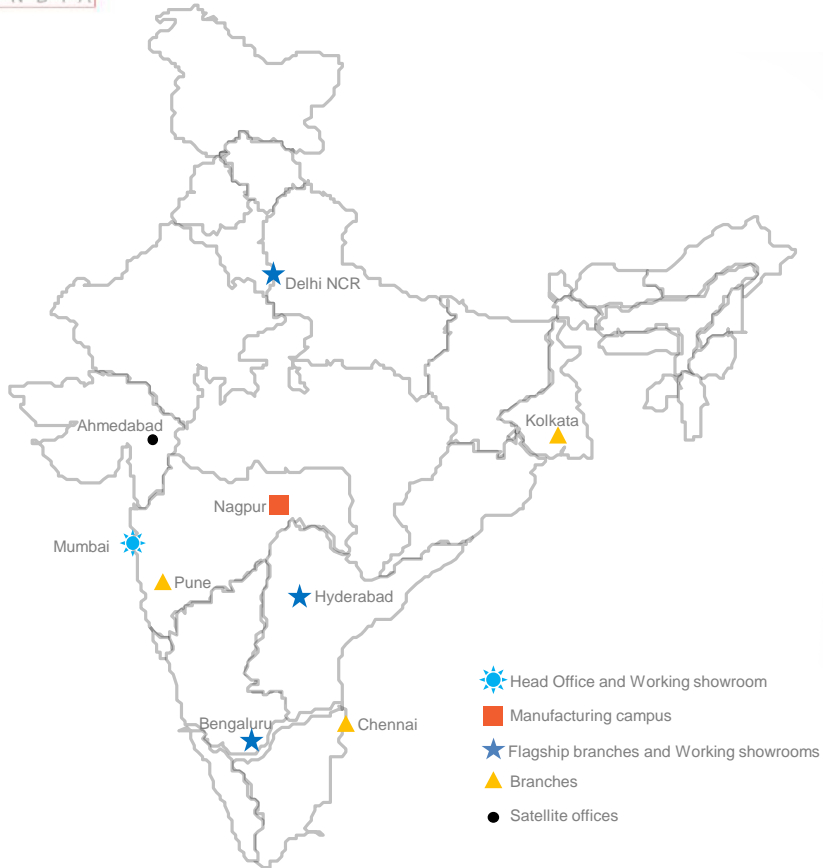
Servicing capabilities in over 50 countries



Market Leadership with Regional Manufacturing

Proven Alliance Partnerships

Strong Dealer Distribution



**State-of-Art  
manufacturing facility**



**Working showrooms  
In all major cities**



**International standards  
Quality testing labs**



**Strong dealer  
network**



# Working showrooms



Mumbai

Gurugram



Hyderabad

Pune



Bengaluru





# Manufacturing Capabilities

HNI's strict & disciplined approach to engineering and manufacturing delivers value to our customers through our exceptional machine technology, specialized processes, certifications, and LEAN manufacturing expertise. In addition to our Core Capabilities, the following is a list of our manufacturing advantages.



**Strategically located manufacturing campus at Nagpur**



**350,000 sq. ft. state-of-the-art manufacturing facility**



**Industry best 4 Week lead time for standard products**



**Production capacity of 8000 workstations,  
5000 chairs per month**





# Manufacturing Capabilities

We constantly upgrade and customize technology and combine it with unparalleled experience to ensure that every product manufactured exceeds industry production and quality standards. Continuous improvement and optimization processes ensure rapid and highly efficient adaptation to changing technical requirements and thereby increase the quality of our products



## Project-wise -

Manufacturing and Storing | Tracking and Dispatch



## Latest Machineries

Italian edge banding machines | Nano Tech powder coating plant  
CNC machinery for panel and sheet metal working



## Testing Laboratory

Raw material | Hardware | Finished goods



## Efficient Business Systems

ERP system and Extranet | Bar coding for all components

# Quality Assurance

All our products are subjected to highest quality standards. In house quality testing lab ensures no faulty product is passed onto our customers and that feedback is immediately available to the production areas so that processes and training needs can be addressed.



**International standards quality test lab**



**Ensuring quality through the entire process**

Raw material » In Process » Finished goods » Customer Facility



**Ensuring quality at source by developing efficient supplier network**



**Reliability testing in line with BIFMA/ BIS**



# Customized Solutions

We are always in close dialogue with our customers to develop high level customer-specific solutions. Sometimes HNI's existing range of product solutions will not suit your specific application needs. In these instances we offer customized product solutions. HNI's ability to modify existing product ranges allows for quick turn-round time without considerable stress on your budget.



## Leverage Legacy

Breadth & depth of our business operation allows us to better understand customer specific requirements



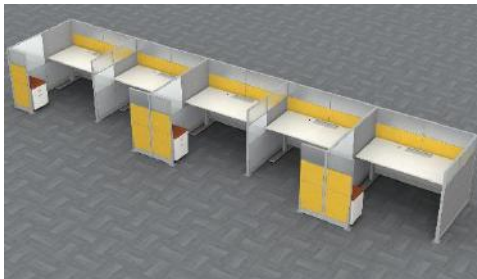
## Solution Selling

Focus is on not just the product but the solution as a whole



## Integrated Approach

An experienced inhouse design & production team allows for developing customised solutions that commercially & technically viable



# Select Certifications



**ISO 14001:2004**  
Environment Management Standard

**ISO 9001:2000**  
Quality Management System

**BS OHSAS 18001:2007**  
Occupational Health and Safety Assessment Series



**BIFMA GOLD CERTIFICATE**



**LEAGUE PLUS**  
BIFMA GOLD Standard



**AVAIL SERIES**  
BIFMA GOLD Standard



**CONNECT 50**  
BIFMA GOLD Standard

# Seamless Project Installation

At HNI we believe in **On Time & Flawless Execution** which helps us work faster and more efficiently, without compromising on project integrity. Our teams are supported by tools, work methods and engineering know - how, which are fully integrated with our global standards.



**Dedicated project execution team**



**Consistent standards nationwide**



**Upgraded & well trained team**



**On time delivery & flawless execution**



# Comprehensive Product Offering

## Private Offices



Senior Management



Mid Level Management



Supervisory

## Seating



Senior Management



Mid Level Management



Supervisor Level



Task Seating



Multipurpose/Stacker



Training Area Seating

## Systems



Desk



Panel Based



Bench



Height Adjustable Table

## Storages



Metal Pedestal



PreLam Pedestal



Metal Storage



PreLam Storage



## Collaborative



**Deloitte.**



Location  
**Hyderabad**  
**Bengaluru**  
**Gurugram**



**SYNOPSYS®**



Location  
**Bengaluru**





Location  
**Hyderabad**



 IHS Markit

 Location  
**Gurugram**



Location  
Delhi



**NOKIA**



Location  
**Noida**



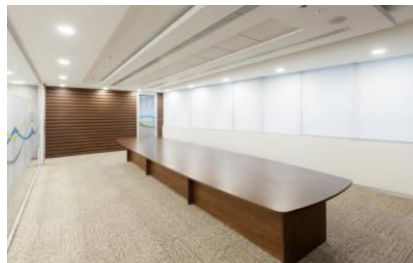
Location  
Chennai



**Walmart**   
India



Location  
**Bengaluru**



**NTT DATA**



Location  
**Hyderabad**



Location  
Bengaluru





amazon



Location  
Gurugram



Location  
Chennai



## DCB BANK



Location  
**Mumbai**



Location  
Chennai



## Hybrid system (Connect + Avail)

Deloitte India



Hyderabad

### Challenges

Deloitte is expanding at a rapid rate and needed a solution that would grow with them – a space that would allow for collaboration and flexibility. Deloitte was looking for the following:

- Flexibility in the system to be reconfigured in the future to be converted into a full height system and be able to accommodate more employees in the same space
- Modern look to the open space for young employees without compromising on the functionality of the system
- Flawless execution to deliver and install 12000+ workstations in a span of 3 months from placing the order

### Solutions

Our designers worked closely with the Deloitte Real Estate team to provide a unique product solution to address their need for flexibility

- For the first time we developed a new hybrid solution combining two different workstations (50mm panel below the table top + 30mm above table top) with loop legs to address the open office look
- We also made sure 30mm screen could be removed and 50mm panel could be taken to the ceiling thus converting it into full height partition

Our factory and installation team staged and sequenced the dispatches to complete the entire project in a record 5 months much to the delight of the Deloitte facilities team and PMC despite a delay in the site completion of around 1 month





## Challenges

Synopsys thinks big for its employees, hence wanted an office space that is traditional yet modern in design. Synopsys was looking for the following:

- Cubicles with increased privacy
- Sleeker panels with sufficient cable carrying capacity.

## Solutions

HNI has been office furniture solution provider to Synopsys for almost a decade now.

Avail panel based system worked out to be the perfect solution. It offered flexibility by allowing, use of multiple panel heights thereby enabling complete privacy to the user, without hampering the overall cohesive look.

75mm panels was reduced to 66mm to ensure sleeker looking cubicles without compromising on stability





# Trusted Market Leadership in India

**Long history of innovation and service**

**Significant investments** in centrally located manufacturing campus

**International designs, tuned and tailored for India**

**Access to HNI's expertise and global capabilities**

**Broad and deep expertise** in effectively servicing diverse client base

**Strict conformance** to HNI standards and business practices

