

Looking  
forward



Annual Report 2011-2012



**INDUSTRY**  
**FPE**



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# Looking forward >>

The mighty eagle has a keen vision. Its eyes are specially designed for long distance focus and clarity. Just like the eagle, our leadership too has a focused vision that guides the organization towards its long term goals.

As storms approach, lesser birds head for cover, but the eagle spreads its wings and mounts the most powerful winds, soaring to great heights. Eagles actually use the storm to lift them. At CMI FPE, we too use challenges as tools for development, turning adversity into opportunity. Our expansion project is a case in point. During the economic slowdown, when most organizations shied away from investments, we undertook an ambitious project to set up a new facility at Taloja. After months of determination and hard work, it is finally operational. No doubt, this will yield healthy returns in the future.

We are resolutely looking forward, to charting new courses to turn CMI FPE into an even stronger, more sustainable and more resilient organization.



# Chairman's Message

*Dear Shareholders,*

I have great pleasure in communicating once again with you for sharing views on the last exercise of CMI FPE.

First, I would like to introduce the global economical context : the contraction of the world economy has had a major impact on the activities of our traditional customers in the steel industry, and as a result on their capacity to invest in new production equipment or in updating existing plant, a pattern that was evident around the world. Consequently, competition for the existing projects on the steel market was really fierce.

In spite of this difficult environment, CMI FPE registered unprecedented order level in 2011-2012, capitalizing on the vitality of the Indian economy. At the same time, on the operational front, the execution schedules of certain projects in 2011 were revised owing to market conditions. CMI FPE thus closed 2011 with a very strong order backlog. We turned this slowdown into opportunity to achieve our ambitious extension project. After months of determination and hard work, we finally transformed the Taloja facilities into a Centre of Excellence for Cold Rolling Mills Manufacturing.

I am pleased to share with you that we have been actively developing CMI FPE during the last exercise: Beyond the integration and development of new technologies we have enhanced our 3D engineering and project management capabilities, strengthened our

internal processes, invested in safety equipment and training, marketing supports, ... The image of your company in India is a symbol of trust and we received very prestigious orders from more and more customers. ArcelorMittal is one of such customers whom, during the last fiscal year, entrusted your company for the supply of a new stand alone Temper Mill at ArcelorMittal DOFASCO, Canada and a new Skin Pass Mill for high end applications at ArcelorMittal Eisenhuettenstadt in Germany. Both mills will be manufactured in our new centre for Excellence for Cold Rolling Mills. The need for such new facility had been previously anticipated. Indeed, when looking at developing the turnover of CMI FPE, we had come to the conclusion that manufacturing was a bottle neck and decided to expand the capacity of our workshops. To do that, we invested in machining centres and built new sheds with heavy handling capacities while optimizing the overall lay-out of the plant in order to improve the production-flow. In addition, by dedicating each shed to a specific part of the manufacturing process (machining, assembling, packaging, expedition, ..) we now benefit from the advantages of a more efficient and focused manufacturing set-up. With such new infrastructure, CMI FPE is now able to house, for instance, the assembly of up to ten cold rolling mills or even two 5 stand tandem rolling mills at the same time!

I am also encouraged by the fact that in the years to come, Indian industry, and especially the



steel industry, will continue its expansion in order to meet the growing needs of the population. This growth will be more and more focused on high-end applications. In this context, we are able to meet the needs in a very fast track as we have doubled the capacity of CMI FPE. You have also to know we had last May the groundbreaking of an additional plant to be built in Hedavali, near Khopoli.

Technologically speaking, given our in-house expertise in the downstream industry, we can accompany our customers in developing high-end capacities up to the qualification by the automotive manufacturers for instance. This makes definitely CMI FPE the ideal partner for new facilities, upgrading and consulting to get the most out of customer's plants and make their projects successful!

I look forward to your continued support and faith to CMI FPE in the years to come.

Yours Sincerely,

**Jean-Marc Kohlgruber**  
Chairman



"With such new infrastructure, CMI FPE is now able to house, for instance, the assembly of up to ten cold rolling mills or even two 5 stand tandem rolling mills at the same time!"

**Jean-Marc Kohlgruber**  
Chairman

# Our Products



Continuous Galvanizing Line



6Hi Twin Stand Reversing Mill



Re-heating Furnace



Pickling Line



Hydrochloric Acid Process/ ARP

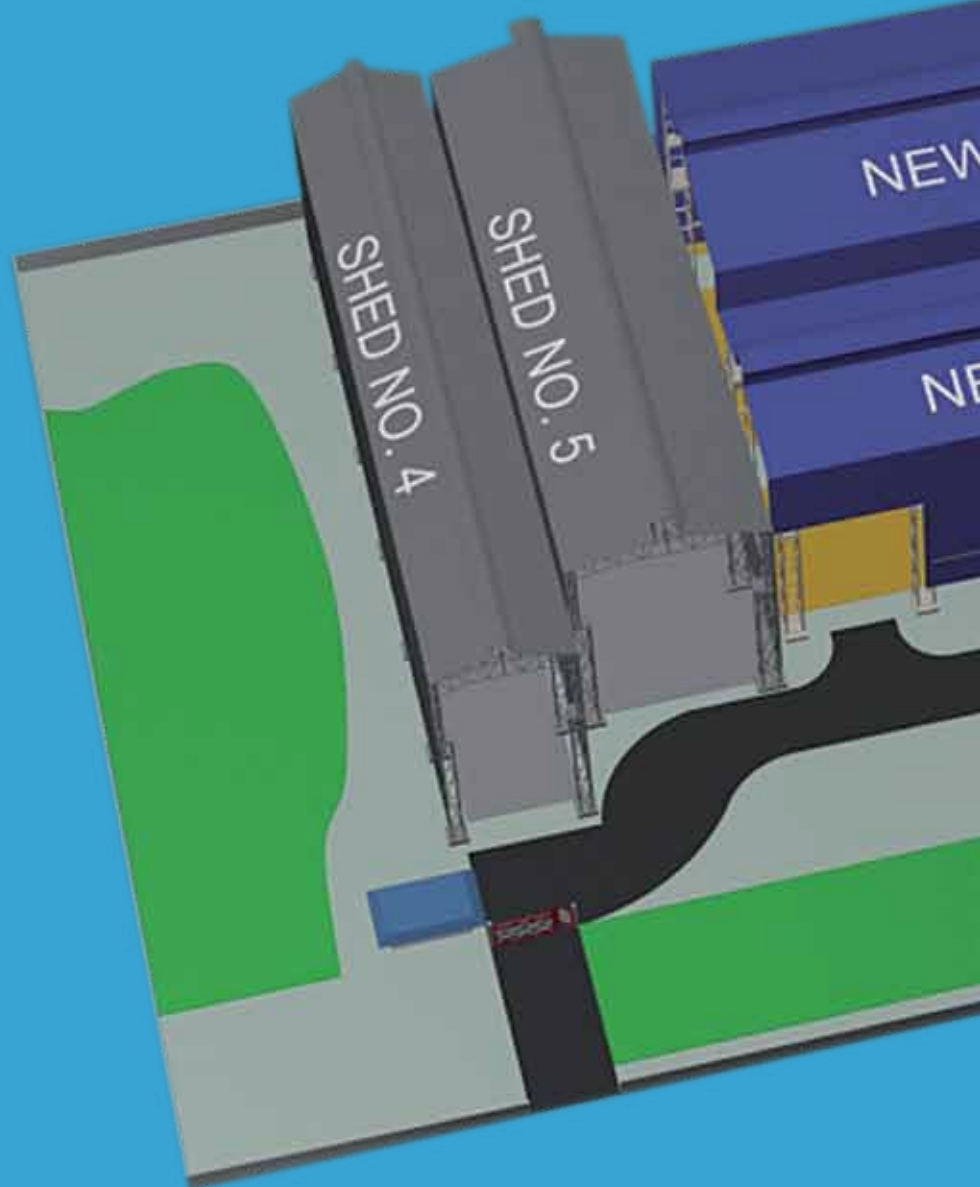


Continuous Color Coating Line

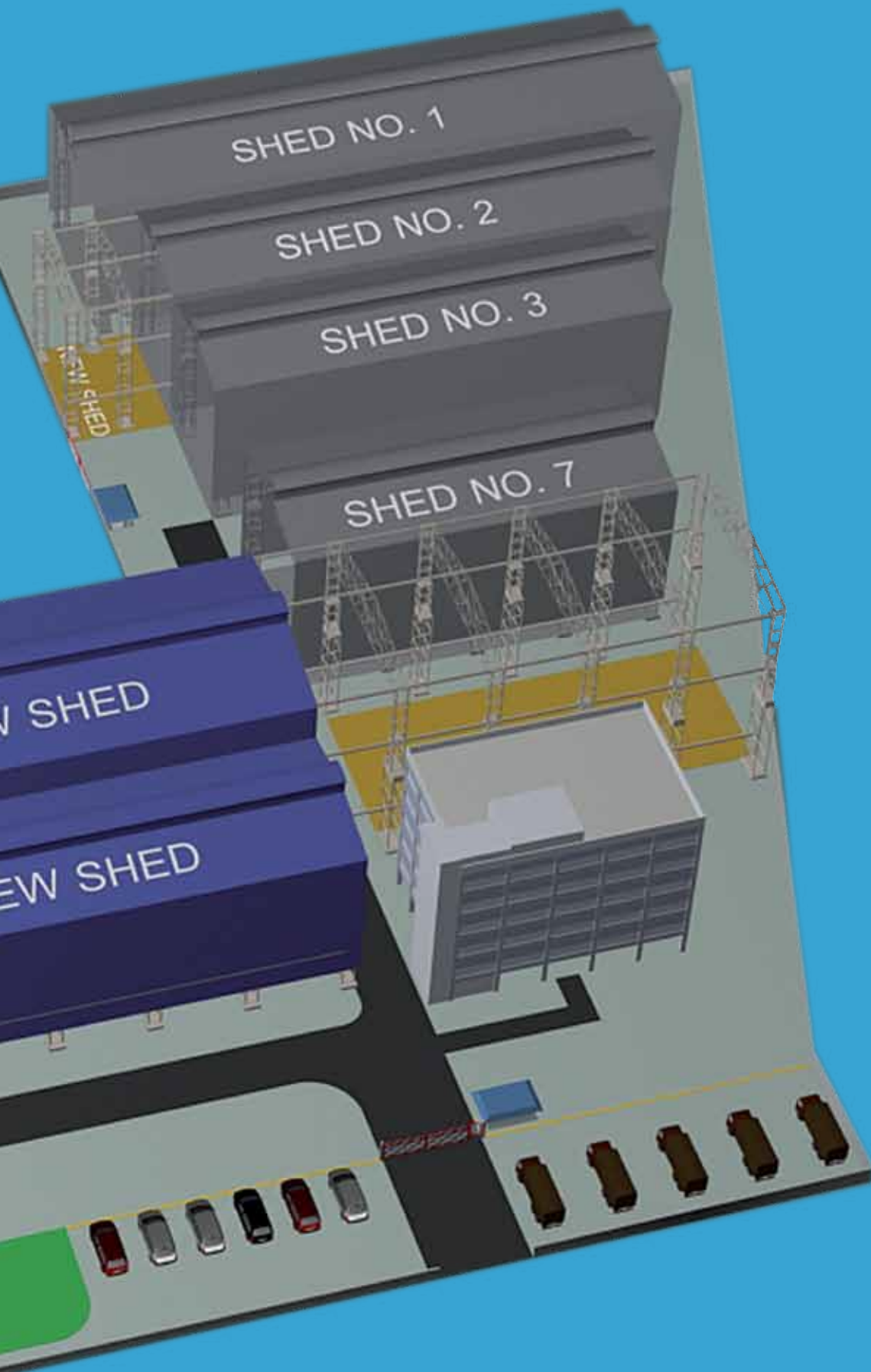




Center of Excellence  
for Cold Rolling Mills  
Manufacturing in Taloja









# Corporate Information

## BOARD OF DIRECTORS

Mr. Jean-Marc Kohlgruber – Chairman  
Mr. Jean Gourp – Managing Director  
Mr. Yves Honhon  
Mr. D. J. Balaji Rao  
Mr. R. N. Tandon  
Mr. Raman M. Madhok  
Mr. N. Sundararajan

## CHIEF FINANCIAL OFFICER

Mr. Prasad Jahagirdar

## COMPANY SECRETARY

Mr. Sanjay Kumar Mutha

## AUDITORS

Deloitte Haskins & Sells, Chartered Accountants

## LEGAL ADVISORS

PDS & Associates, Advocates & Solicitors

## BANKERS

Canara Bank  
Union Bank of India  
ING Vysya Bank  
ICICI Bank Ltd.  
HDFC Bank Ltd.

## 26TH ANNUAL GENERAL MEETING

will be held on Tuesday, July 31, 2012  
at 2.30 p.m. at Mehta House, Plot No.64, Road  
No.13, MIDC, Andheri (E),  
Mumbai – 400 093

## MANAGEMENT COMMITTEE

Mr. Jean Gourp  
Mr. Anand Kumar  
Mr. Satish Avhad  
Mr. K. Anil Kumar  
Mr. Vijay Karayi  
Mr. Prasad Jahagirdar  
Mr. Sunil Kamat  
Mr. Anjan Chakraborty  
Mr. Amul Niphadkar  
Mr. Bernard Visse

## REGISTERED OFFICE

Mehta House, Plot No.64,  
Road No.13, MIDC,  
Andheri (E),  
Mumbai – 400 093

## WORKSHOPS

(Unit No.I)  
A-84/2,3 & A-16, MIDC,  
Taloja Industrial Area,  
Taluka: Panvel, Dist: Raigad  
Maharashtra – 410 208

(Unit No. II)  
Survey No.144/1,2-3, Village Rakholi,  
Silvassa Khanvel Road,  
Silvassa – 396 230, Union Territory  
of Dadra & Nagar Haveli

## REGISTRAR AND SHARE TRANSFER AGENT

Sharepro Services (India) Private Limited  
13 AB Samhita Warehousing Complex,  
2nd Floor, Off Andheri Kurla Road,  
Sakinaka Telephone Exchange Lane,  
Sakinaka, Andheri(E) Mumbai - 400 072.