ANNUAL REPORT
2012-2013

When two becomes one,
it grows in size and strength

KisaN®
The Mark of Excellence

KML CLASSIC
Adding Value Since 1993

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BOARD OF DIRECTORS

Ramesh J.Aggarwal	–	Chairman
Vijay J.Aggarwal	–	ViceChairman-1and Whole time director
Ashok J. Aggarwal	–	Vice Chairman – 2
Satish J. Aggarwal	-	Managing Director
Sanjeev A. Aggarwal	–	Joint Managing Director
R.D. Suvarna		
S. K. Jain		
T.B.Subramaniam		
Sunil Goyal		
Kunal R. Aggarwal		
Swaminathan Sundararajan Mittur		

STATUTORY AUDITORS
M/s Mittal & Associates
Chartered Accountants

COMPANY LAW ADVISORS
M/s. Rathi & Associates
Company Secretaries

BANKERS
Punjab National Bank
Union Bank of India
The Shamrao Vithal Co-op. Bank Ltd.
IDBI Bank Ltd.
ICICI Bank Ltd.

COMMITTEE OF THE BOARD

1. **AUDITCOMMITEE**
   T.B. Subramaniam- Chairman
   Sunil Goyal
   S.K. Jain
   R.D.Suvarna

2. **REMUNERATION COMMITEE**
   S. K. Jain - Chairman
   R.D. Suvarna
   Sunil Goyal

3. **SHAREHOLDER'S/INVESTORS' GRIEVANCE COMMITEE**
   S.K. Jain -chairman
   Vijay J.Agarwal
   T.B. Subramaniam
   Ashok J. Aggarwal

4. **PERFORMANCE REVIEW COMMITTEE**
   Satish J. Aggarwal
   Sanjeev A. Aggarwal
   T.B. Subramaniam
   Sunil Goyal

REGISTERED AND ADMINISTRATIVE OFFICE
Tex-Centre, K- Wing, 3rd Floor, 26-A, Chandivali Road, Near HDFC Bank, Off. Saki-Vihar Road,
Andheri (East), Mumbai - 400 072. ☎ : 4200 9100 \ 9200 E-mail : investor.relations@kisangroup.com

WORKS
Survey No. 64/1, 63/1, 70, 71, 72, 74/1/1 Village – Mahagaon, Taluka – Palghar, Boisar Dist.
Survey No. 34/1/1, Village-Umerkui, Silvassa- D. & N. H. (U. T.)
Plot No.67 to 74 and 80 to 89, Birkoni Industrial Area, Mahasammund,Chattisgarh – 493 445.
Plot No. 5/A/5 Industrial Area no 2, Dewas – 455001
Plot No. 127/2, 128/1, Village Bir Plassi , Tehsil Nalagarh , Solan – 174101
Plot No.172b & 173A, Zone -3 Vasantha Narasapura industrial Area, Kora Post, Tumkur-572138
Plot No.H-42 to H-53, RICO Industrial Area, Phulera, Dist. Jaipur, Rajasthan.
Plot No. 69/70, MIDC, Dhatav, Roha, Dist. Raigarh – 402 116
Survey No. 108/1/6, Surangi Road, Near Khadoli Sub Station, Silvassa

REGISTRAR AND SHARE TRANSFER AGENT
Sharex (India) Pvt. Ltd.,
Unit-1, Luthra Ind. Premises, Safed Pool,
Andheri Kurla Road,
Andheri (East) Mumbai – 400 072. E-mail : shrexindia@gmail.com

LISTING
Bombay Stock Exchange Limited.
Madhya Pradesh Stock Exchange Limited

Dear Shareholders,

I have pleasure in presenting 24th Annual Report of the Company along with the Audited Accounts for the financial year ended 31st March 2013.

Across the world in 2012 the economy remained a worry. Global GDP fell to 3.2% compared to 4% in 2011. For Indian economy, slow growth, investor diffidence, the rupee falling to an all time low, power outages and a poor monsoon added to the country's woes. Unsurprisingly then, India's GDP growth slowed markedly in 2012-13, to 5%, down from 6.2% in the previous year. The manufacturing sector recorded a growth of only 1.9% in 2012-13, down from 2.7% in 2011-12. Among all these negatives your company has kept a Sustained growth of **17.78%** in **SALES** and **9.11% EBIDTA**.

I believe, we will be able to consolidate our leadership position, backed by our robust Distribution & Production plans. The sector's growth prospects are indeed encouraging in the long term. Housing, infrastructure and allied spending are the need of the hour. This augurs well for the growth of your Company. So on a note of optimism and given your Company's single minded focus on growth – both top-line and bottom-line, I do believe that we will scale new peaks. In this environment your company has also executed the merger of "**Roha & Silvassa Undertakings"** which will add to our capacities and support our market penetration initiatives.

Our focus has always been customer centric, which is well reflected in our product categories and depth of our brands. Addition of products like CPVC has helped us emerge a innovative and stronger player across the country. The best-in-class product has been well accepted. We are committed to be a player who is well versed with the market dynamics and our market-driven strategies, which help us reduce the time-to-market.

Let me conclude that we have strong Balance Sheets, robust cash-flows and gearing levels well within reasonable limits. The deeper presence of our Group and the experience of operating in across locations invest us with the strength to acquire new clientele or grow organically in different business dynamics. And finally, our indomitable strength of running low cost, highly-efficient and vastly productive operations, through our embedded culture of continuous improvement and innovation, will see us through good times as well as tough times.

Yours Sincerely,

Sd/-

Satish J. Aggarwal
Managing Director

The Company Profile

Back in the year of 1982, a dream was planted that bloomed over the years expanding all along and evolving into a formidable name. This is the journey of Kisan - started as a small business entity that diversified into a group of companies with businesses across horizons and far reaching brand presence. In the year of 2012, in a move to unify business operations and strengthen brand asset, two subsidiary companies namely Kisan Mouldings Ltd. and Kisan Irrigations Ltd. merged together to form a single entity, Kisan Moulings Ltd(KML). Now, under the single banner of KML, all business operations viz. plastic manufacturing, piping solutions and furniture are being carried out and making the banner fly high.

Since its inception, Kisan has single-mindedly focused on manufacturing and marketing quality, world-class products. This unwavering commitment has resulted in stupendous growth. The company has witnessed an average of 20% year over year and in the period from 1998 to 2009, clocking 1900% growth. Today, Kisan group has 9 manufacturing facilities, 13 branch offices, 100 distributors and 3000 dealers spread throughout the length and breadth of India. And the current annual turnover of KML is 500 Crores. However, we are not content on to resting on our past laurels but are poised for further growth.

Be it plastic, piping or furniture, our products bespeak superior quality and performance. While manufacturing our products, we adhere to stringent quality protocol. At every stage of production, compliance is strictly monitored. Due to its unwavering commitment, KML stands tall commanding highest regard for its corporate practices and business operations. Almost all our products conform to Indian Standards and bear the ISI mark licensed by Bureau of Indian Standards (BIS) and our manufacturing facilities are ISO certified.

Our Building Blocks

We at Kisan strongly believe in that Sustainable growth is acquired through a rigorous teamwork, perseverance and disciplined initiatives . These are strong principles and building blocks which have helped us, till today in achieving our dreams and targets.

our Partners

Our partners have been a vital catalyst in our vital growth. They have helped us better penetrate the markets and increase our market share. We have a strong dealer network across the country, to support improve our market presence and depth.

Future is ours

From 1982 to present, we have come a long way achieving stupendous success. And there is more to come. KML is confident of overhauling the piping industry by bringing in newer innovations and technology for catering to the challenges presented by the changing needs of our valued customers. The quality of our products and service is a testimony of our commitment towards pursuit of excellence. The past years, we have constantly introduced new pipes with improved quality and functionality and in future we will continue our legacy.

Without getting pretentious of our growth story, we are indeed poised for a progressive future ahead.

Manufacturing Facilities

Kisan has Manufacturing plants across India that ensures:

- Easy availability of products
- Smooth logistics
- Better service

Manufacturing Locations

- Tarapur, Silvassa, Raipur, Baddi, Dewas, Bangalore & Phulera
- Roha , Silvassa

Products
Piping Solutions

For the last 25 years, Kisan has been manufacturing a wide range of pipes to meet construction as well as irrigation needs. Every pipe we manufacture bears the Kisan trademark of excellence and meets international quality standards. Our list of Piping Systems is exhaustive in range and models as follows:

- CPVC Pipes & Fittings
- Rigid uPVC Pipes & Fittings
- SWR Pipes & Fittings
- ASTM Pipes & Fittings (Freeflow)
- HDPE Pipes & Fittings
- Submersible Pipes
- Casing Pipes
- Electrical Conduit Pipes & Fittings
- Underground Drainage Pipes & Fittings
- PLB Duct Pipes
- Suction Delivery Hoses & Garden Tubing
- Composite Piping Systems
- Micro Irrigation Systems
- Kisan Barish Rainwater Systems

MERGED FINANCIAL HIGHLIGHTS

₹ Lacs

PARTICULARS	2012-13	2011-12	2010-11
A) PROFIT AND LOSS			
TURNOVER	51,845.98	44,018.97	41,279.44
EBIDTA	4,690.35	4,298.64	3,888.59
PBT	506.56	1,092.15	819.16
PAT	242.13	704.82	498.83
B) BALANCE SHEET			
EQUITIES AND LIABILITIES			
SHARE CAPITAL	2,032.51	2,032.51	2,032.51
RESERVE & SURPLUS	8,084.05	8,006.55	7,396.96
NON CURRENT LIABILITIES	7,337.20	8,047.20	7,639.44
CURRENT LIABILITIES	30,026.01	25,500.08	23,570.51
ASSETS			
NET FIXED ASSETS	14,681.28	14,680.58	11,404.81
OTHER NON CURRENT ASSETS	1,476.06	1,331.48	1,109.55
CURRENT ASSETS	31,322.43	27,574.28	28,125.06
C) OTHER DATA			
NET WORTH	10,116.56	10,039.06	9,429.47
NET WORTH PER EQUITY SHARE - IN RS.	49.77	49.39	46.39
EARNING PER EQUITY SHARE - IN RS.	1.19	3.47	2.45
DIVIDEND PER EQUITY SHARE - IN RS.	0.50	0.60	1.00