

# Choice of India



**ANNUAL REPORT**

**2013-14**



**KISAN MOULDINGS LIMITED**

# 25<sup>th</sup> Annual Report 2013 - 14

## **BOARD OF DIRECTORS AS ON 31<sup>ST</sup> MARCH, 2014**

Ramesh J. Aggarwal	-	Chairman
Vijay J. Aggarwal	-	Vice Chairman-1 & Whole Time Director
Ashok J. Aggarwal	-	Vice Chairman-2 & Whole Time Director
Satish J. Aggarwal	-	Managing Director
Sanjeev A. Aggarwal	-	Joint Managing Director

## **INDEPENDENT DIRECTORS**

R.D. Suvarna  
S. K. Jain  
T.B. Subramaniam  
Sunil Goyal  
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.

## **REGISTERED AND ADMINISTRATIVE OFFICE**

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

## **PLANT LOCATIONS**

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 : sharexindia@gmail.com

## **LISTING**

Bombay Stock Exchange Limited.  
Madhya Pradesh Stock Exchange Limited

## **COMMITTEES AS ON 31<sup>ST</sup> MARCH, 2014**

### **1. AUDIT COMMITTEE**

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

### **2. REMUNERATION COMMITTEE**

S. K. Jain - Chairman  
R.D. Suvarna  
Sunil Goyal

### **3. SHAREHOLDER'S/INVESTORS' GRIEVANCE COMMITTEE**

S.K. Jain - chairman  
Vijay J. Aggarwal  
T.B. Subramaniam  
Ashok J. Aggarwal

### **4. PERFORMANCE REVIEW COMMITTEE**

Satish J. Aggarwal  
Sanjeev A. Aggarwal  
T.B. Subramaniam  
Sunil Goyal

***Dear Shareholders,***

**Making Ever-Better Products that Exceeds Expectations**

Kisan is known for its innovative and customer-friendly products that inspire people across geographies and usher new eras of development. This has blessed us with many stakeholders who trust and support KISAN brand. Our commitment to deliver has enabled us to build a rich, successful and a very diverse product portfolio. Our extensive business know-how is competent enough to create the products that can be used over a broad range of applications. Kisan's wide and multifold network spanning across the nation connects these products to our clientele.

However, our most valuable resource is Kisan's DNA—a distinctive will & drive to generate new value—which has been cultivated since Kisan's inception. Our mission is to emerge as the one that allows every Kisan employee to best express and foster the Kisan's DNA within them, driving us together towards delivering continuously improving results.

We are proud to say that dealer network remains one of the country's largest network, which has been instrumental in our growth and supported us with market reach. The network we have build across the years has stood by us and deliver range of high-value products. Our product portfolio enables us to capture varied product segments and leverage the cost advantages of operating in close coordination with our local markets. The diversity of our product portfolio positions us to maximise profit growth throughout economic cycles.

We are fully committed to make great things happen for Kisan. By furthering the integration of best-in-class technology and products, we will succeed in building a better, stronger Kisan. And, we will move forward, never turning back. We, and everyone at Kisan, request your continued and ongoing support.

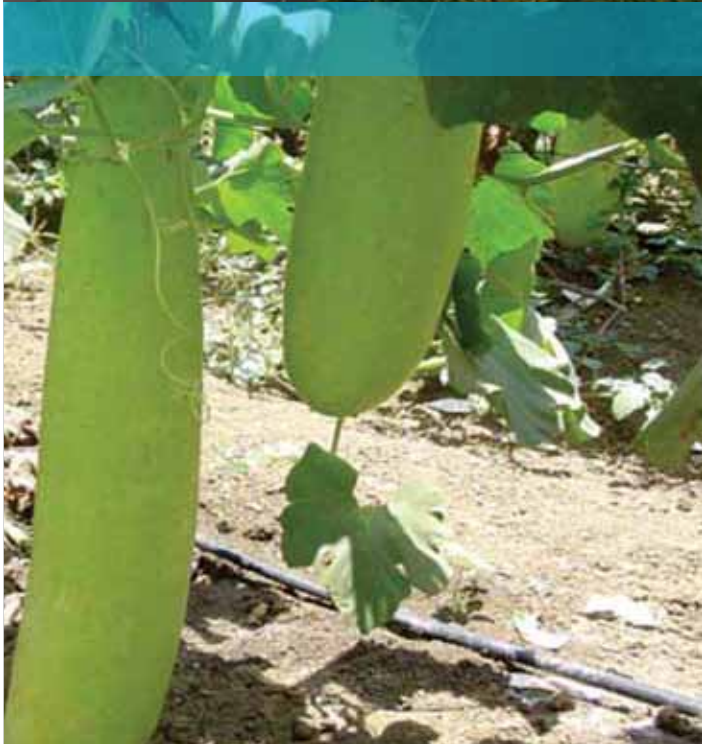
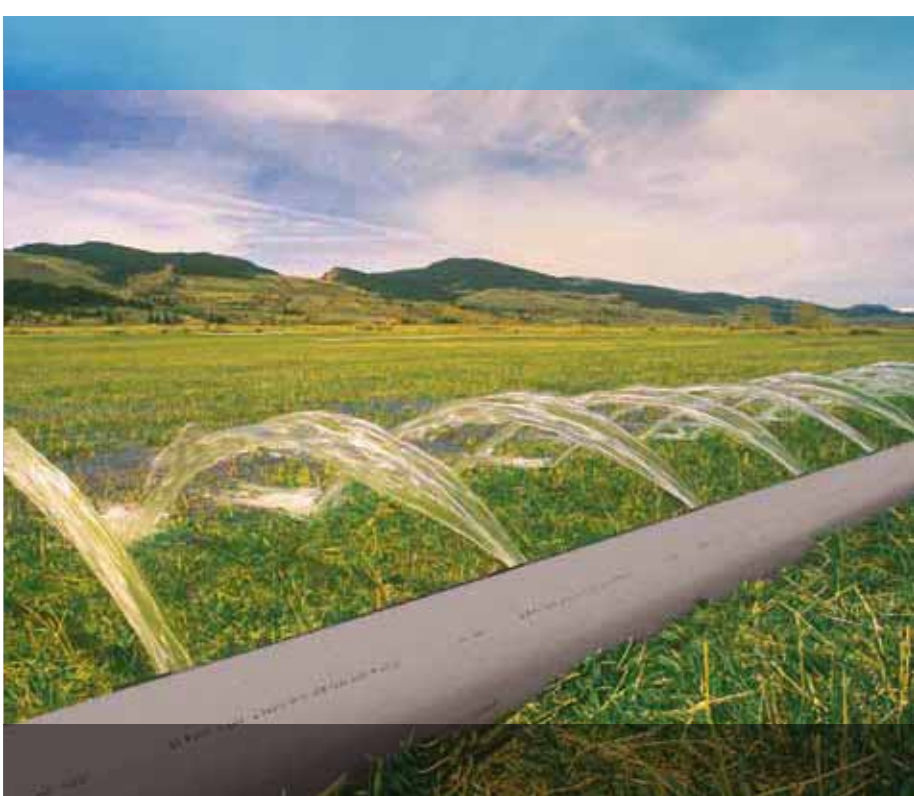
Your Sincerely,

Sd/-

**Satish J. Aggarwal**

Managing Director





## KISAN - Choice Of India

Water in its sweet flow, essays the message of life. Be it for the agricultural needs of our farmers' or in Offices & Residential buildings, Kisan Mouldings Ltd. (KML) carries on this message, maintaining its utmost purity with our products. Which is why, our esteemed customer have made '**Kisan**' as the '**Choice of India**' in the pipes and fittings industry.

With a service history of over 30 years, KML is now omnipresent in India. KML is not only in customer's lives, but also in their heart. From rural India to urban cities, from water management & Irrigation to Water distribution & Sewage Disposal Systems, let us now encounter the growth and the adventurous journey of KML. The trust of our consumers has added responsibility on the organisation to continue giving them the best quality products, in our endeavour to enrich their lives.

## About Us

In 1982, a vision that existed in the mind was concretised, by starting the first manufacturing plant. In a journey spanning over 30 years, we have evolved from a single unit, single product organization into an organization that has extended its reach in almost all major cities of the nation with manufacturing units & branch offices in multiple locations across India. By its customer- centric approach & its tendency of undying commitment for timely delivery, we have now become one of the most entrenched producers of Plastic & Polymer Pipes & a brand to be reckoned in the industry.

Our sustained focus on quality in manufacturing and service has resulted in stupendous growth. Today KML has an Annual turnover in excess of ₹ 500 crores. We continue to strive harder to make ourselves bigger, with a target of 1000 crores as turnover and the same time, be better in our service to our valuable customers.







## Products

Excellence is derived from a sustained effort to provide quality in products & services. KML has a wide range of piping solutions to suit every need of our customer that are manufactured in state-of-the-art, ISO certified facilities & carrying the coveted BIS mark. Our list of products includes:

- CPVC Pipes & Fittings
- ASTM Pipes & Fittings (Free flow)
- Composite Piping Systems
- SWR Pipes & Fittings
- Rigid UPVC Pipes & Fittings
- Electrical Conduit Pipes & Fittings
- Underground Drainage Pipes
- Micro Irrigation Systems
- Kisan Barish Rainwater Systems
- HDPE Pipes & Fittings
- Submersible Pipes
- Casing Pipes

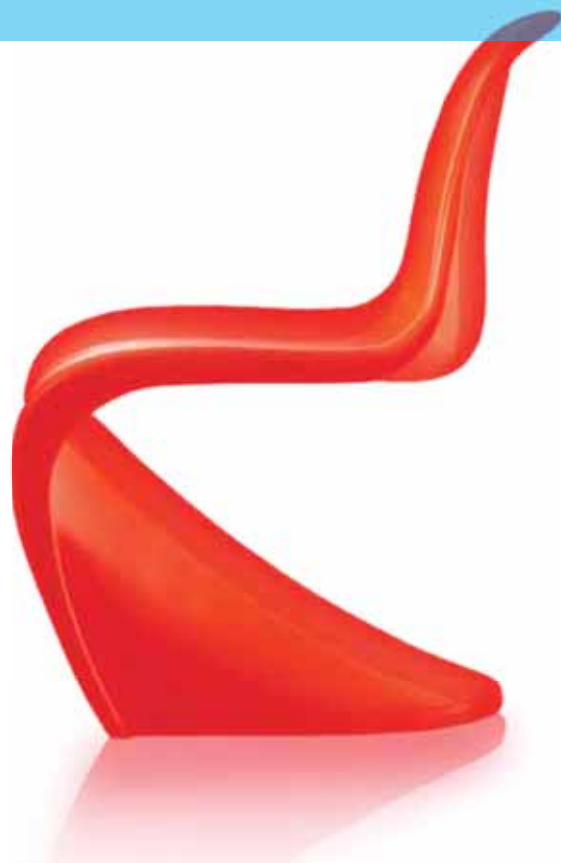




## Consumer Products

In addition to flagship products that include a wide range of Pipes & Fittings, KML also manufactures a wide range of Moulded Furniture under the brand name - 'Kisan Crest'. The furniture range includes several models of Chairs, Stools, Center tables, etc that are multi-purpose / multi - utility and are specially designed to please the eye while providing maximum functionality. We also manufacture a wide range of Moulded Ghamelas that are known for their quality & widely use across the country.

At KML, quality is a way of life and covers every aspect of the business from the raw material used - high quality Virgin Polypropylene - to the ISO 9001-2008 certified manufacturing facility.





## Creating Milestones for the future:

We believe that success comes to those who strive hard for it. From 1982 to 2014 it has been a long journey and the success is still being written. KML is engaged in finding innovations in our field and constantly updating the technology for contributing towards a bigger and brighter India. We have on the way overcome many difficulties and are committed towards our pursuit of excellence.





## FINANCIAL HIGHLIGHTS

₹ Lacs

PARTICULARS	2013-14	2012-13	2011-12
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### A) PROFIT AND LOSS

TURNOVER	53,635.38	51,956.69	44,018.97
EBIDTA	5,593.40	5,561.08	5,082.58
PBT	347.81	506.56	1092.15
PAT	232.91	242.13	704.82

### B) BALANCE SHEET

<b>EQUITIES AND LIABILITIES</b>			
SHARE CAPITAL	2,032.51	2,032.51	2,032.51
RESERV AND SURPLUS	7,609.18	8,084.05	8,006.55
NON CURRENT LIABILITIES	7,443.34	7,337.20	8,047.20
CURRENT LIABILITIES	28,524.83	30,026.01	25,500.08

<b>ASSETS</b>			
NET FIXED ASSETS	13,693.80	14,681.28	14,680.58
OTHER NON CURRENT ASSETS	1,162.02	1,428.04	1,331.48
CURRENT ASSETS	30,754.14	31,370.45	27,574.28

### C) OTHER DATA

NET WORTH	9,641.69	10,116.56	10,039.06
NET WORTH PER EQUITY SHARE-IN ₹	47.44	49.77	49.39
EARNING PER EQUITY SHARE-IN ₹	1.15	1.19	3.47
DIVIDEND PER EQUITY SHARE-IN ₹	0.50	0.50	0.60

## **CONTENTS**

	PAGE NO.
NOTICE	11 - 19
DIRECTORS' REPORT	20 - 23
MANAGEMENT DISCUSSION AND ANALYSIS REPORT	24 - 25
REPORT ON CORPORATE GOVERNANCE	26 - 39
AUDITOR'S REPORT	40 - 46
BALANCE SHEET	47 - 47
PROFIT AND LOSS STATEMENT	48 - 48
CASH FLOW STATEMENT	49 - 49
NOTES ON FINANCIAL STATEMENT 1 TO 32	50 - 71