

ANNUAL
REPORT

20
14/15



UNITY

SPEED



PERFORMANCE



BOARD OF DIRECTORS

Mr. Vijay Aggarwal - Chairman
Mr. Ashok Aggarwal - Joint Managing Director
Mr. Sanjeev Aggarwal - Joint Managing Director
Mr. Sunil Goyal - Independent Director
Mr. S.K. Jain - Independent Director
Mr. T.V Rao - Independent Director
Mrs. Anjana Motwani - Independent Director

REGISTERED AND ADMINISTRATIVE OFFICE

26 'A', 3rd Floor, K-wing, "Tex Centre", Chandivali,
Off Saki Vihar Road, Andheri (East), Mumbai – 400 072.
Tel: 42009100/9200,
CIN: L17120MH1989PLC054305
Email ID: cs.kisan@kisangroup.com
Website: www.kisangroup.com

BANKERS

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

LISTING

Bombay Stock Exchange Limited

PLANT LOCATIONS

- Survey no. 64/1, 63/1, 70, 71, 72, 74/1/1 village - Mahagaon, Taluka-Palghar, Boisar, Dist, Thane (Maharashtra).
- Survey No. 34/1/1, Village - Umerkui, Silvassa - D. & N.H. (U. T.).
- Plot No. 127/2, 128/1, Village Bir Plassi, Tehsil Nalgarh, Solan, Himachal Pradesh - 17410
- Plot No. 5-A/5 Industrial Area No. 2, Dewas, Madhya Pradesh - 455001.
- Plot No.172-B and 173-A village Nogenhalli, Kora Hubli, Tumkur Taluka, Karnataka.
- Survey No. 108/1//6, Surangi Road, Near Khadoli Sub Station, Silvassa

KEY MANAGERIAL PERSONNEL

Mr. Abhaya Shankar - Chief Executive Officer
Mr. Suresh Purohit - Chief Financial Officer
Mrs. Priyanka Chauhan - Company Secretary

STATUTORY AUDITORS

M/s Mittal & Associates
Chartered Accountants

INTERNAL AUDITORS

M/s K.M. Tulsian & Associates
M/s Anjali Jain & Associates

SECRETARIAL AUDITORS

M/s RL & Associates
Company Secretaries

REGISTRAR AND SHARE TRANSFER AGENT

Sharex Dynamic (India) Private Limited
Unit - 1, Luthra Industrial Premises, Safed Pool,
Andheri Kurla Road, Andheri (East),
Mumbai - 400 072 Tel.No.: 022 - 2851 5606/644,
Fax No.: 022 - 2851 2885
Email: sharexindia@vsnl.com

To the Esteem Shareholders'

Chairman's Message



Kisan is confidently stepping out of its earlier culture and transforming into a professional, dynamic and a system driven company with serious focus on customer satisfaction and profitability. We will do this by being a socially and environmentally responsible corporate citizen.

Vijay Aggarwal

CEO's Message



Kisan has to undergo a metamorphosis with speed to pull out of its current levels of performance and achieve appreciable levels of growth in revenues and profits.

It is very exciting to see the gamut of opportunities in front of us. Team **KISAN** will carve a good name for itself upon the successful transformation of the company, and we are firmly on track towards this goal.

We need the encouragement, support and trust of our esteem shareholder's in this journey.

Our focus on becoming a customer driven organisation shall give us the right direction and the importance given to our employees and their development will give us the strength to drive performance.

Kisan is confident of living up to expectations of our customers, shareholders, suppliers, bankers and our employees.

Abhaya Shankar

CHANGE

FOR NEW TOMORROW



Kisan Mouldings Limited has successfully evolved itself from a traditional/family run company to a professionally managed organisation. This transformation commenced with the appointment of Mr. Abhaya Shankar as Chief Executive Officer of the Company. Building a capable team, the Kisan family is committed towards creating a results driven work culture along with exemplary planning and leadership skills. Our leaders constantly focus on creating a shared vision and aggressive goals, creating focused strategies to achieve our ambitions, creating a passion for excellence, and undertaking personal responsibility and accountability, devotion to service, commitment to mission, and openness to new ideas and alternatives.

CONSOLIDATION

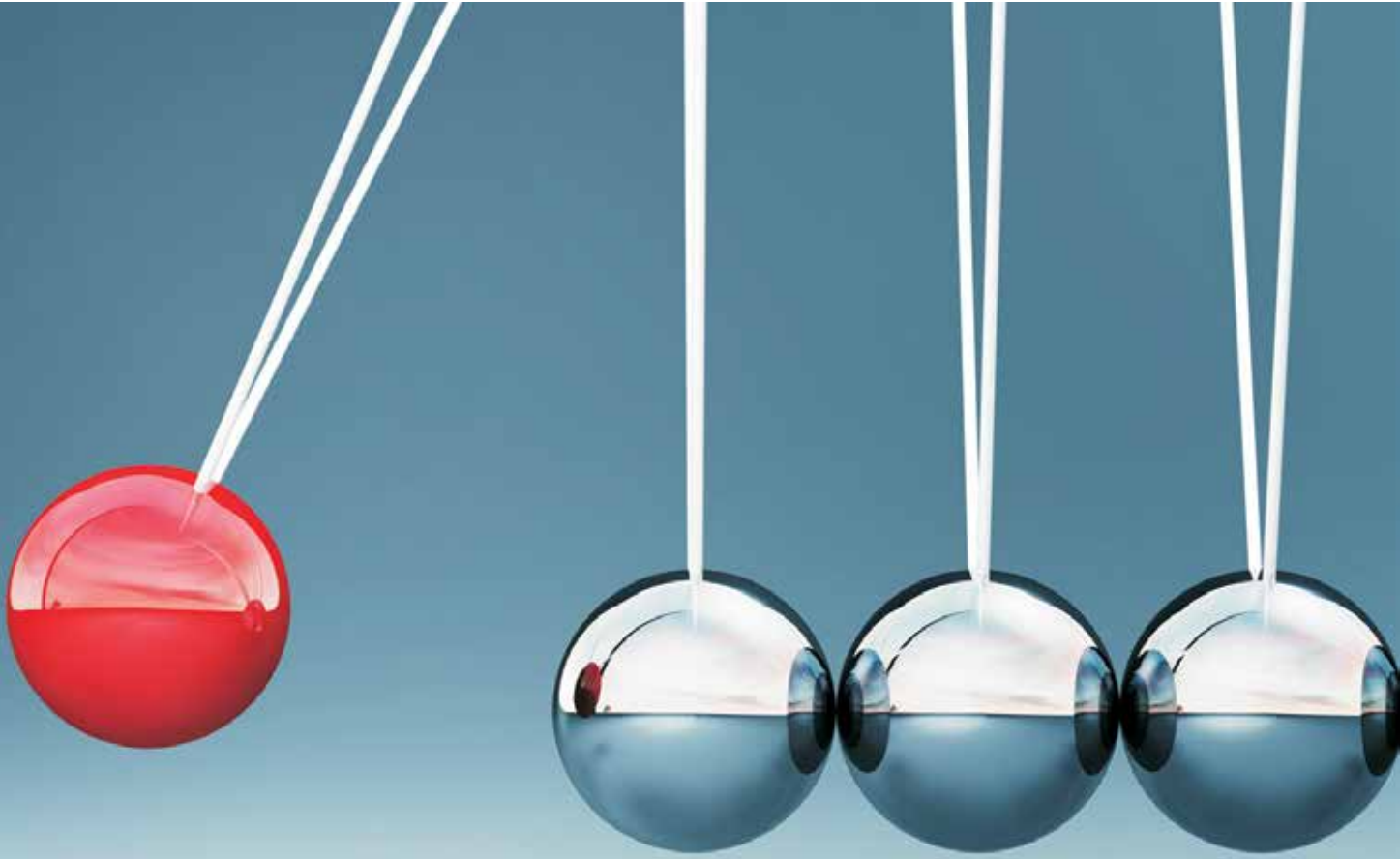
TO STRIKE HARD



The Company is under going a process of consolidation and centralization of several functions Company at the corporate office. The centralization of Finance, HR, Supply Chain function have been implemented. Several new policies are being put in place in a structured manner to improve operational efficiency, reducing redundant and lengthy processes and resulting in long term cost saving. The Company is aiming to achieve improved profitability by reducing overheads, improving manufacturing efficiency and controlling input cost through best-in-class procurement and other shared services. We are working to ensure that we spend our limited resources wisely and utilise our existing capacity at lower costs. Our immediate priority is to improve the cash cycle of the company and earn the trust of our stakeholders through our achievements.

REJUVENATION

TO CHALLENGE STATUS QUO



We recognize the need to challenge what we do and to bring in CHANGE for the betterment of the company. Our sustained focus on quality, cost and delivery has resulted into an improvement of customer satisfaction and to enhance it further, we are investing in modernising our manufacturing system thus ensuring sustained levels of quality, efficiency & better profitability. The biggest benefit of automation is that it improves efficiency and saves costs while improving quality and consistency. Changing the mind set and our work culture has been taken up in right earnestness by our new CEO, by clearly defining the need for UNITY, SPEED and PERFORMANCE[USP] as the mantra for our culture change. This 'USP' shall ensure a vibrant, fast acting, proactive organisation that believes in accountability and meritocracy.

STANDING TALL

SHARPENED COMPETITIVE EDGE



Kisan has re-arranged its existing products by reducing and revamping its less saleable products and focusing on the right product mix. We at Kisan are continuously striving to meet the growing needs and challenges of market by launching newer designs, models, colours and range etc. to the satisfaction of customers. KML has a dedicated team of professionals looking after all facets of manufacturing and ensuring high level of customer satisfaction. KML is an ISO 9001:2008 Company and follows its principle laid down for best manufacturing practices in spirit. The Company has launched higher size of pipes and fittings in its CPVC and ASTM range and is going to launch several new products soon.

PURIFICATION

MOVING TOWARD ZERO DEFECT



The common success factor of any business is that the quality of products and services must meet or exceed customer's expectations. Kisan has created a team of quality professionals who are responsible for ensuring the delivery of quality products and services to the customers. Serious efforts are being made to achieve sustainable quality across our entire product range thus reiterating our commitment towards excellence. Kisan has applied rigorous quality systems to ensure the products are manufactured to demanding standards and undergo continuous testing to assure compliance within industry bench marks and customer expectations.

LONG RANGE VISION

CUSTOMER CARE



A fundamental requirement at Kisan is to understand our consumers. We use focus groups, quantitative studies and spend time with consumers to find out what is important to them so we can create products that they need and want. All the data collected through consumer interaction is used to identify and anticipate future consumer trends. Research and Development (R&D) is an engine for ensuring sustainable growth. Kisan believes that innovation and customer care is the only way that a company can stay ahead of the others & thus create a distinct brand identity for itself. Through innovations, we hope to increase our market share and create a leadership position in the industry.

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