



KISAN MOULDINGS LIMITED

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CIN: L17120MH1989PLC054305

14th June, 2018

BSE Limited,
Corporate Relationship Department
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai - 400 001

Scrip Code: 530145

Subject: Investor Presentation

Dear Sir/Madam,

Please find enclosed herewith Investor Presentation of the Company for your information and record.
Same will be available on website of the Company i.e. www.kisangroup.com.

Thanking you,
Yours truly,

FOR KISAN MOULDINGS LIMITED

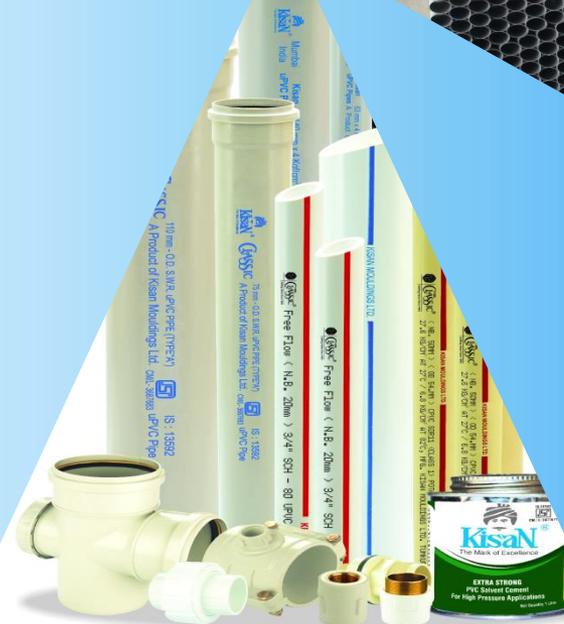
SANJEEV A AGGARWAL
CHAIRMAN & MANAGING DIRECTOR
(DIN: 00064076)

Encl.: As above

Kisan Mouldings Limited

Investor Presentation

June 2018



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ONE STOP PIPING SOLUTIONS

COMPANY OVERVIEW

KISAN MOULDINGS LTD.

Overview



One of India's **largest irrigation and plastic piping** company in the building materials

Manufacturer of widest range of **PVC/CPVC pipes , fittings & Solvents**

500 exclusive distributors + **3000** dealers; Expanding network

State-of-the-art production facilities to meet national demand; **5** facilities across the country (**ISO 9001:2000** certified)

Processes **50** Kilo Tonnes of polymers annually



Journey of the Company

1986-91

- » Started Moulded & PYC manufacturing unit in Tarapur

1997-01

- » Gross Turnover of the company crossed 100 crore

2007-11

- » Expansion in various categories of products
- » Gross Turnover of the company crossed 600 crore

2017 onwards

- » Major thrust in brand building
- » New product launch
- » Major growth push

1982-85

- » Inception of the company as single unit, single product organisation
- » Started our first extrusion line in Rigid PVC Pipes

1992-96

- » Introduced classic range of SWR pipes & Fittings
- » Launch an IPO

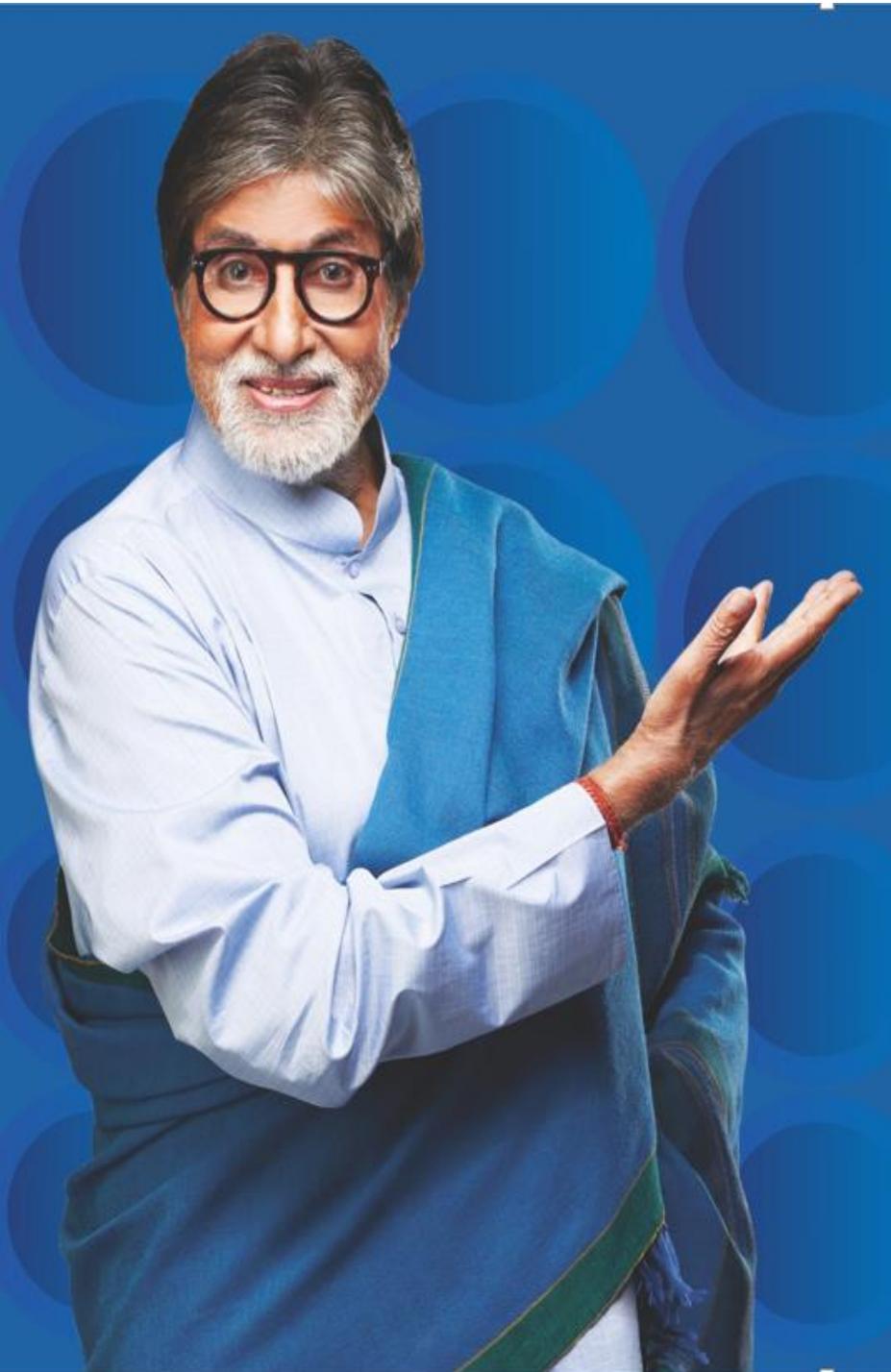
2002 - 06

- » Expand the product range of PVC Pipes & Fittings
- » Strengthen the dealer network pan India

2012 - 16

- » Launch of CPVC pipes & fittings manufactured at the state of the art facility in Bangalore
- » Major investment in modernisation & automation of various plants





Our Key Strengths

**Long Track Record &
Experience**

**End to End Products &
Solutions**

**State of Art
Manufacturing Facility**

**Strong Distribution
Network**

**Diversified
Clientele**

Leadership Team

Long track record & experience



Presence of more than **4** decades in piping & fittings industry

'**KISAN**' & '**KML CLASSIC**' is well known for its commitment to quality and service.

Processing of around **50,000** metric tonnes of polymer per year



Products Offerings : SKUs of 2,800

Plumbing Solutions

- *Plumbing range consists of KML Classic CPVC Plumbing System, Free Flow uPVC Plumbing System (ASTM).*
- *Caters to Residential, Commercial or an Industrial Project*



Irrigation Solutions

- *PVC , HDPE Pipes & Fittings for traditional Flood Irrigation*
- *Drip & Sprinkler, Fertigation Systems, Foggers or products used for Landscaping*
- *Pioneers of Rainwater Harvesting Systems in India.*



Moulded Furniture

- *Range of Chairs, Dining & Centre Tables, Stools etc.*
- *Raw material used – high quality Virgin Polypropylene*



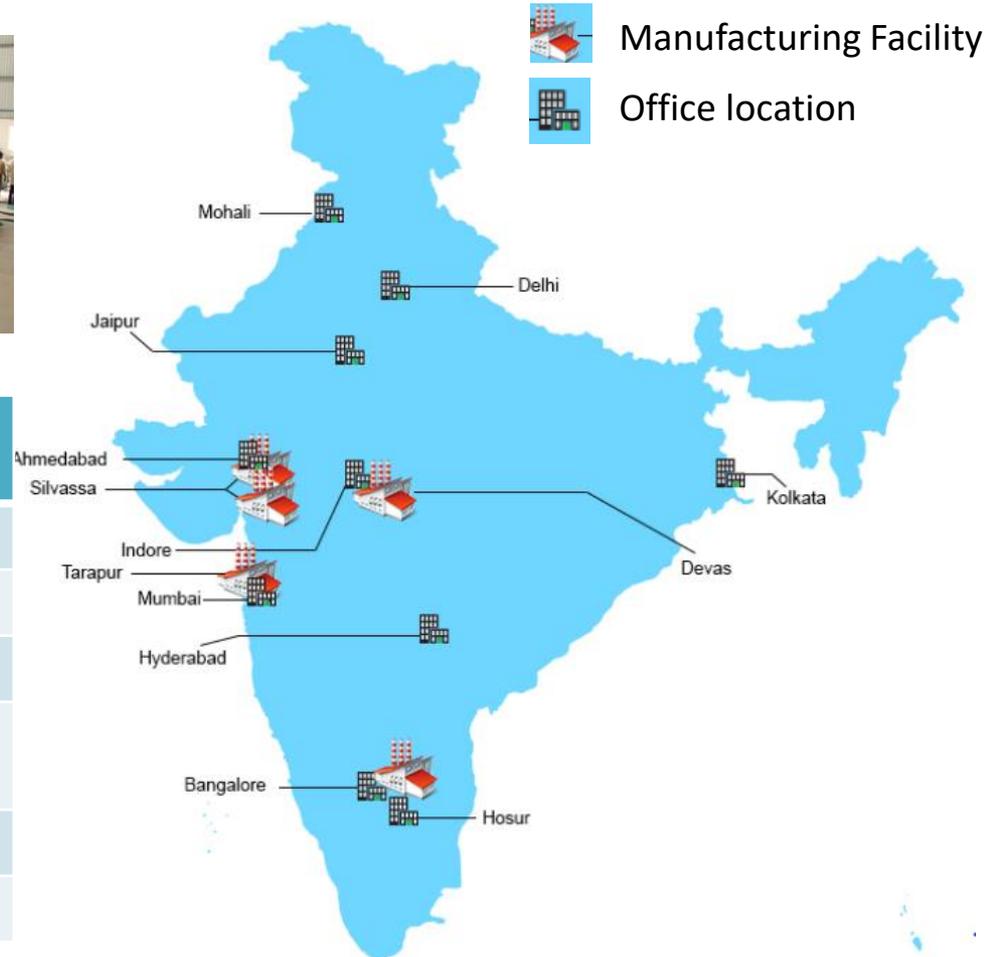
- **Adhesives:** *Includes PVC solvent, CPVC, UPVC Solvent, Rubber lubricants, PTPE Tape providing high strength and quick setting of PVC pipes & fittings*



State of Art Manufacturing Facility



Manufacturing	No. of machines	Total Capacity (MT)
Tarapur	112	48,060
Tumkur	28	21,864
Silvassa (pipe)	24	32,680
Silvassa (Furniture)	13	7,000
Dewas	4	8,856
Total	181	1,18,460



On track for complete Automation of pipe and pipe fittings



Strong Distribution Network



01

500 exclusive distributors across India

02

3000+ dealers presence across PAN India

03

Presence in 65,000 Retail outlets



Diversified Clientele



Rajkot Municipal Corporation



M/S Ramkey Engineers



M/S Iskcon Temple (New Project)



Larsen & Toubro



Hindalco Industries Ltd.



M/S Sterling Builders



Kerala Water Authority
Govt. of Kerala

Kerala Water Supply Authority



TATA Projects Ltd.



Shapoorji Pallonji Ltd.



Gammon India Ltd.



Raheja



M/S Sankalp Structures Pvt. Ltd.



Leadership Team



Sanjeev Aggarwal
CMD

- He laid the foundation of the company in 1982. His keen business acumen helped him chart early success in business development
- He is inspiration to all as he spearheads all the company departments & operations.
- He possess bachelor's degree in commerce from Punjab university



Rishav Aggarwal
Whole-time Director

- He possesses rich experience about the business affairs of the Company viz. in the field of manufacturing of Pipe, Fitting and allied Product.
- He is highly skilled in identifying multiple alternatives for problem solving.
- He possess bachelor degree in business administration, Post graduate from Reading university, UK. & Master's degree in renewable energy



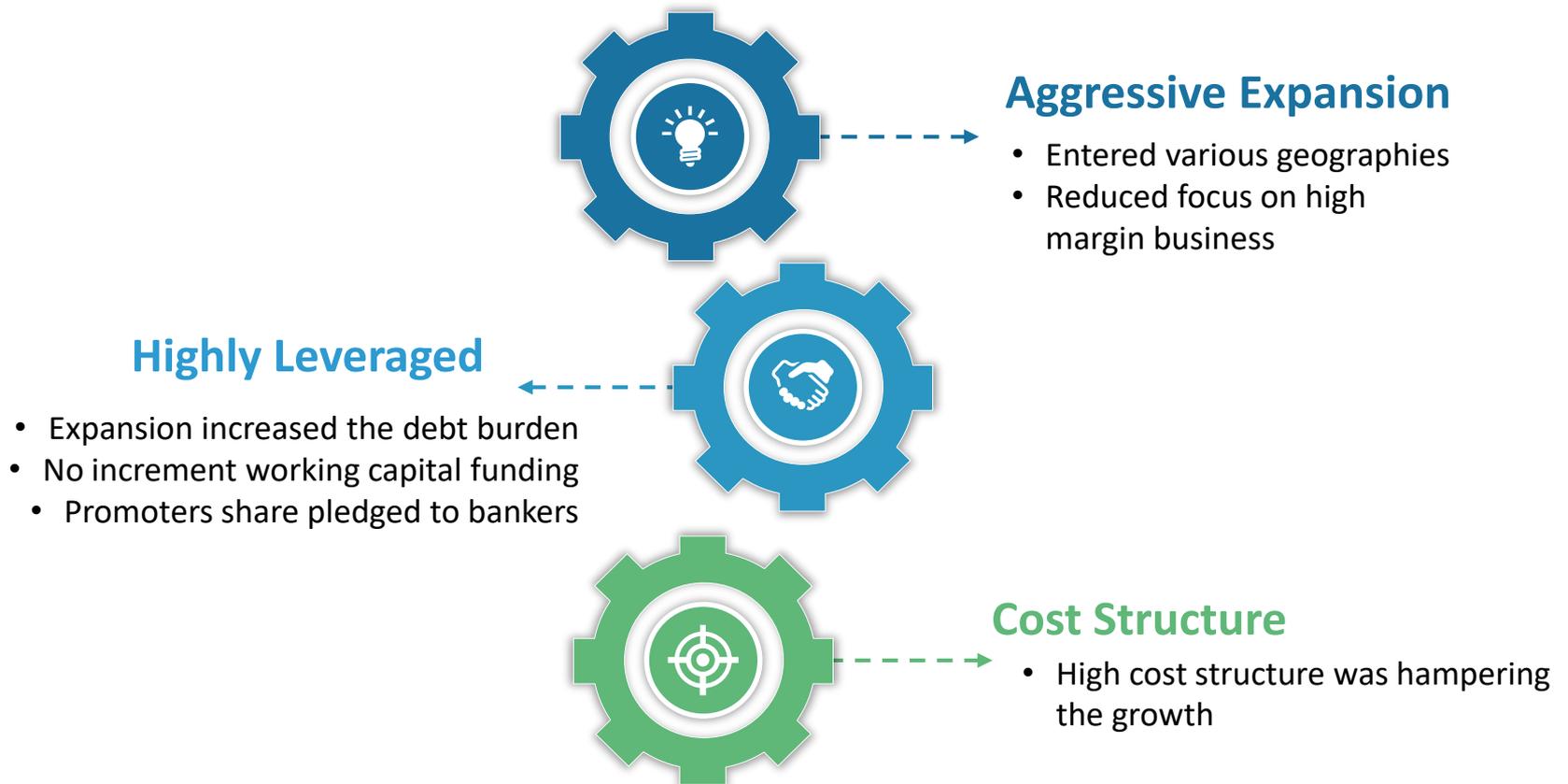
Amit Sudhakar,
CFO

- He leads the finance and accounts division the company. He plays a key role in ensuring the business delivers its overall financial goals and meet company's & investor's expectation
- He is total experience of 23 years in field of finance. Prior he has worked with companies like EMCO, Saffron Art, RPG Cables Ltd., Zensar Technologies Ltd. Etc.
- He possess Honors in BCOM, CA , MBA specialized in Advance finance management from IIM- Ahmedabad



Past few years

Challenges Faced...



Challenges tackled...

Focus on Solvent and fittings

Increased number of SKU's



Fund raised

The Company has raised funds through preferential issue for the purpose to meet Working capital, capital expenditure and permissible business investment etc.



Sold Non- Core Asset

Worth Rs. 14 crs of non core asset already sold.

Reduction of Interest

Repayment of Term loans have resulted in reduction of Interest cost.



Decision Making

Induction of experienced and professional personnel into the Board and Management of the Company, which resulted into robust decision making process.



Lateral Hiring

Hired Division specific in-charge from peers.



Cost Control

Automation in machinery to improve productivity, quality and reduce dependency on labour

Tarapur plant PVC automated
Roto Moulded Tank Automated



Renewed business with existing distributors





Way Forward

Ready for Next leg of growth with Various Initiatives & Growth factors



- Gaining Market share & brand recognition in entire Agri concentrated areas .i.e. Maharashtra, U.P., Rajasthan, Tamil Nadu
- Strong brand recall reinforced by very strong Brand Ambassador (Mr. Amitabh Bachchan)
- Increasing distribution network; Entering into new regions with media appearance (TV Channels, Print Media)
- Focus on de-leveraging balance sheet (Debt reduced by Rs20cr in FY18; D/E is now 1.5x in FY18 from 2.9x in FY17)
- Multiple leverage ahead for growth:
 - Government thrust to improve irrigation/ Canalisation by various initiatives/ schemes;
 - Increasing preference towards branded quality Plumbing / Agri pipes;
 - Focus on high margin plumbing products;
 - New product launches



New Product launches : Set for Fast Growth

Solvent Cement

Targeting high growth markets of South, North & Gujarat

Product launch: CPVC Solvent, Rubber lubricants, Teflon Tapes, Epoxy Based Adhesives

Adhesives



Roto Moulded Tanks

Water Tanks

Entered in tank business in FY18; launched superior quality Food grade, UV Resistant multi layer tanks
Project Sambandh- expansion to multiple areas using local manufacturing equipment

Column Pipes

These pipes require immense impact and pressure strength. All column pipes requires secondary locking mechanism

Company has developed first in India – **Self lock Technology** (Patents being applied)

Column Pipes



Brand Initiatives : Gaining Market Share



TV
Commercial



Print &
Digital
Media



Retail
Hoardings,
Exhibitions

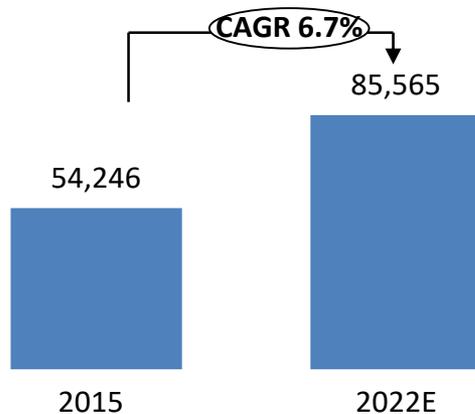


Mr. Amitabh Bachchan is Brand Ambassador of the company.

Fast Expanding Opportunities

Global PvC Pipe Demand

(\$ mn)



India

- Plastics are increasingly replacing conventional materials such as steel, glass, paper, iron, aluminum, leather and cement largely due to its cost effectiveness and durability
- The Indian plastic pipe market is forecast to grow at a CAGR of 10.4% from 2016 to 2021
- PVC consumption remains low compared to other emerging markets
- PVC plumbing segment has seen strong replacement demand in last 10 years
- Demand from Pipes and fittings contributed 73% to overall PVC demand in India

Key Pipe Segments	MIS & Agri PVC Pipes	Plumbing PVC pipes	CPVC Pipes	HDPE Pipes
User Industries	Irrigation Sector	Agriculture & Plumbing	Plumbing	Infrastructure, City gas distribution, telecom etc
Growth in FY11-17	8%	10%	14%	7%
Industry size	135bn	65 bn	25bn	15 bn

Source: Company, Industry reports

Segment Opportunity

Construction Piping

- New construction in addition to replacement demand are major growth drivers for this sector
- Initiatives such as Housing for all, Smart Cities will lead to significant increase in demand for piping products

Agriculture Piping

- Pradhan Mantri Krishi Sinchayee Yojna (PMKSY) outlay for the five-year period at Rs.500 bn
- States govt have increased allocation to Irrigation an flood control and Central govt ambitious project for interconnectivity of canals to aid in increase in irrigation area

Micro Irrigation

- Increasing diversion of irrigation water from canals to domestic and industrial purposes resulted into lower irrigated area
- Government focus to increase land under irrigation to drive growth
- Target of 69 Mn hectares under irrigation by 2030

Moulded Furniture

- Moulded Furniture industry is a multi million dollars industry. The industry is growing at 10% annual growth rate
- Increase in disposable income and life style has provided a great opportunity to value added products

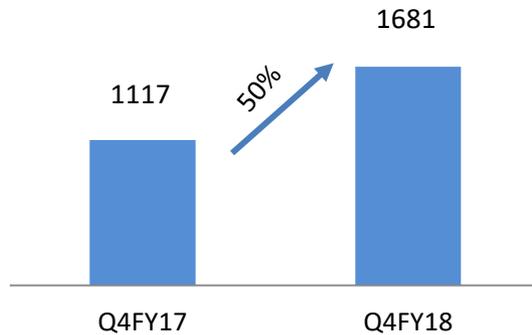


Financial Highlights

Q4FY18 Financial Highlights

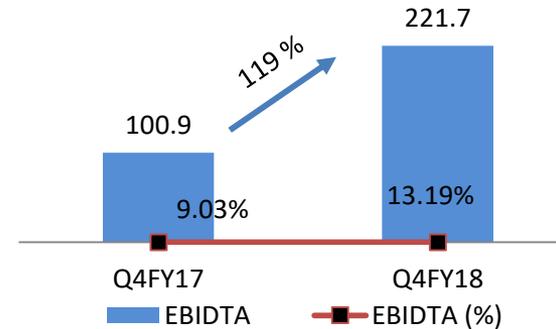
Revenue

Rs. mn



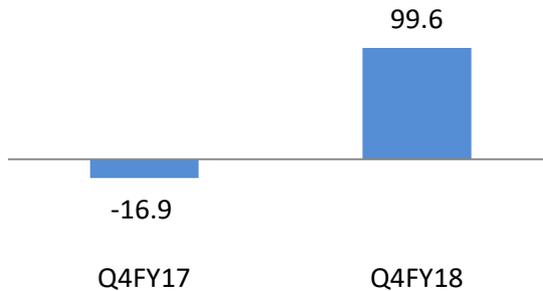
EBIDTA

Rs. mn



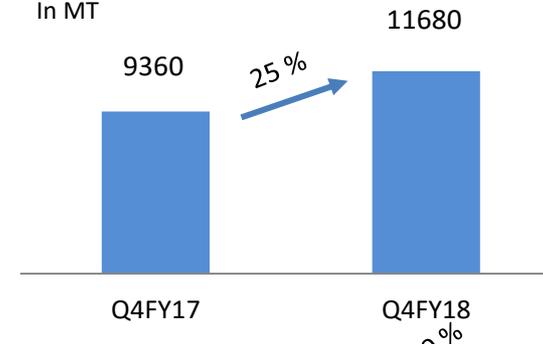
PBT

Rs. mn



Volume (Mfg.)

In MT



Note: All figures are on standalone basis, revenue is including other income & excluding duties & taxes

Performance Highlights



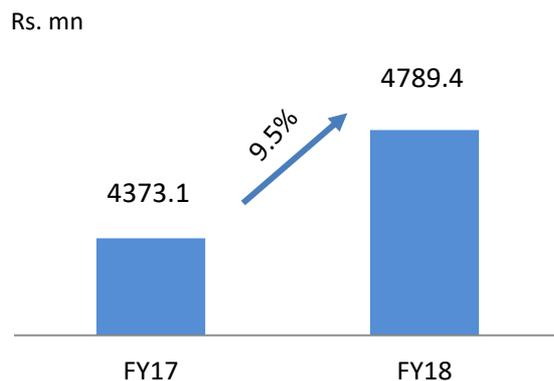
- The sales volume was at 11680 MT in Q4FY18 up by 25% against 9360 MT in Q4FY17.
- The Company has adopted Indian Accounting Standard (Ind AS) w.e.f. 1st April, 2017. As per Ind AS, the company has shown the Building, Free hold and Lease Land situated at Roha, Raipur and Baddi factories under Assets held for sales as on 1st of April, 2016. Out of 3 Plants, Roha was sold during the FY 2017-18.
- During Q4 FY 2017-18, other income of the Company consists of sundry balance write back of Rs. 118 lacs and reversal of excess provision for doubtful debts of Rs. 198 lacs as per Ind AS.



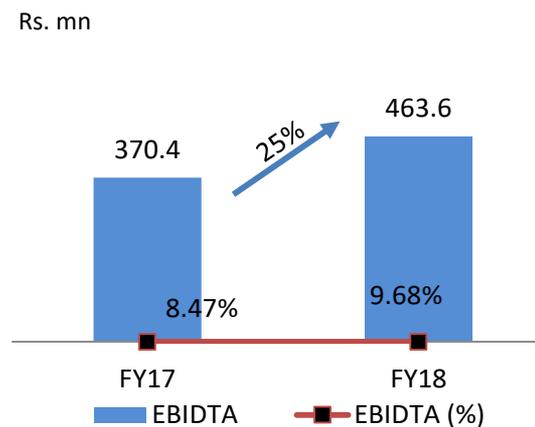
Note: All figures are on standalone basis.

FY18 Financial Highlights

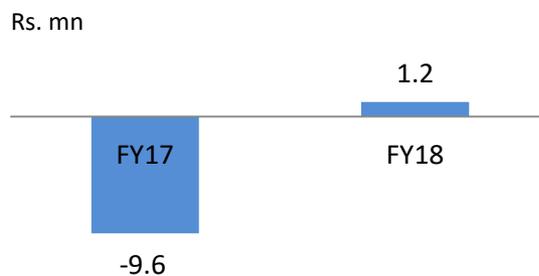
Revenue



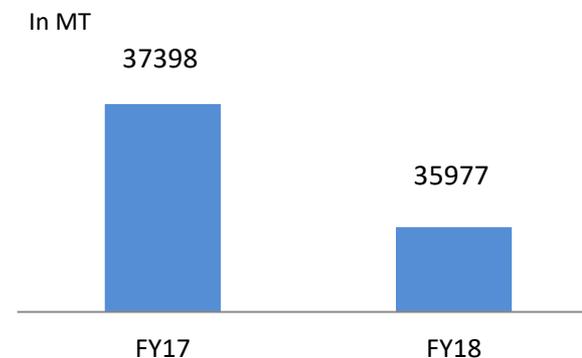
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PAT



Volume (Mfg.)

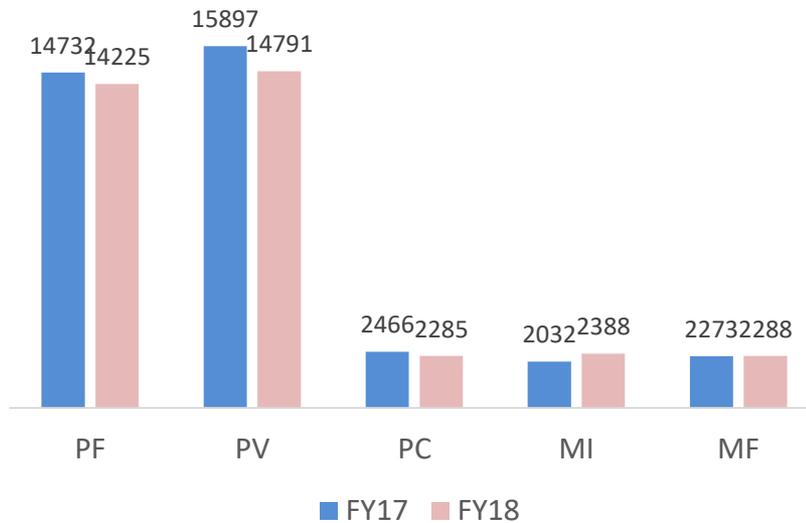


Note: All figures on standalone basis, revenue is including other income & excluding duties & taxes

Product-wise growth

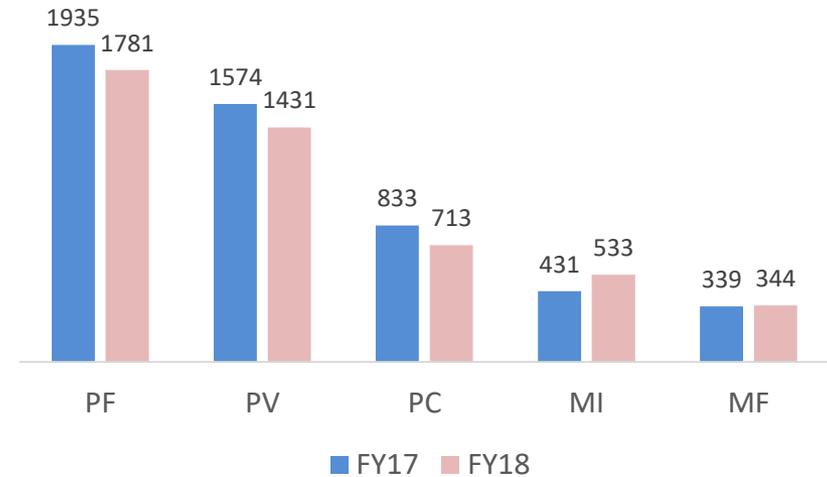
Volume (Mfg.)

In MT



Sales (Mfg.)

Rs. mn



Note: Sales figures are rounded off & is inclusive of tax and duties

Profit & Loss

Rs. mn	FY18	FY17
Total Income from Operations	5646.3	4815.7
Cost of material	4152.4	3439.6
Gross Profit	1493.9	1376.1
Gross Profit %	26.46%	28.58%
Employee Cost	201.4	165.4
Other Expenses	823.9	838.9
Total Expenditure	5177.7	4443.9
EBITDA	468.6	371.8
EBITDA Margin%	8.30%	7.70%
Interest	359.2	380.5
Depreciation	141.3	120.7
Profit Before Tax	-32	-129.6
Tax	-36.2	-121
PAT	4.2	-8.6

Note: Figures are on consolidated basis, total income includes other income

Balance Sheet

Rs. mn	Mar-18	Mar-17
Shareholder's Funds	1743.2	1149.9
Share capital	338.6	288.6
Reserves & Surplus	1404.6	861.3
Non-current liabilities	879.6	1007.2
Borrowings	830.2	951.7
Deposits	31.2	37.2
Provisions	18.3	18.3
Current liabilities	3421.6	2947.8
Short Term Borrowings	1150.3	1146.8
Trade Payables	1613.7	1046.0
Other Financial Liabilities	371.5	411.6
Other Current liabilities	180.1	209.3
Short-term provisions	104.7	133.7
Other Current Liabilities	1.2	0.3
Total Equities & Liabilities	6044.6	5105.1

Rs. mn	Mar-18	Mar-17
Non-current assets	1972.9	1915.1
Fixed assets	1708.0	1725.6
Deferred tax assets	170.1	132.7
Non-current Investments	0.0	0.0
Financial assets	22.5	22.1
Income tax assets	25.7	21.4
Other non current assets	52.7	13.2
Current assets	4065.3	3189.9
Inventories	1967.2	1470.3
Trade receivables	1624.6	1255.1
Cash & Cash equivalents	193.6	142.6
Loans	15.4	19.3
Other Financial Assets	44.4	54.3
Asset Classified as head for sale	82.8	102.9
Other Current Assets	137.3	145.5
Total Assets	6044.6	5105.1

Note: Figures are on consolidated basis

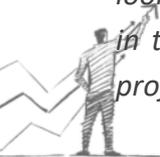
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LETS CONNECT



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