

HSIL

Reshaping Our Business



HSIL Limited
CORPORATE PRESENTATION

December 2018

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Reshaping Our Business



Our inspiring legacy, inherent strength and passion to perform prepare us for the **new growth era**



We are progressing sustainably by leveraging emerging societal trends, refreshing our brand identity and unlocking latent business value



Our new energy is propelling us to embark upon new endeavours while **building on our legacy**



We are **creating a blueprint** for growth and accelerated value creation



We have ventured into **new and synergistic businesses** to create **diverse** revenue streams



We have come a long way by developing **innovative bathroom solutions** and now, over the past few years, are becoming more agile and aligned to evolving customer requirements

WE HAVE ALWAYS REFRESHED AND REALIGNED OUR BUSINESS STRATEGY IN TUNE WITH THE CHANGING ASPIRATIONS OF CUSTOMERS TO UNVEIL TECHNOLOGY-DRIVEN INNOVATIVE PRODUCTS, BORN OUT OF METICULOUS RESEARCH AND MARKET INSIGHTS.

OUR MISSION

Helping our customers adopt a comfortable, luxurious and sustainable lifestyle while fostering innovation has been our aim at HSIL.

OUR CORE PURPOSE

Passionately strive to enrich customer's quality of life, thereby enhancing stakeholder value.

OUR VALUES

PEOPLE EXCELLENCE



PERFORMANCE EXCELLENCE

- Teamwork to enable people to succeed beyond their capabilities
- Recognising and rewarding team performance
- Promoting cross-functional teams

RESPECT FOR INDIVIDUAL

- A culture of trust and openness
- Nurturing high performance in teams

CORE PURPOSE AND VALUES

- Learning for sustained competitive advantage
- Developing personally and professionally

BUSINESS EXCELLENCE



PERFORMANCE EXCELLENCE

- Passionately committed to exceed our goals
- Maintain relentless focus on business objectives
- Strive to raise the performance in the businesses

OPERATIONAL EXCELLENCE

- Strive for consistent and assured performance
- Setting benchmarks in operational processes

CUSTOMER-CENTRICITY

- Provide best-in-class experience to our customers
- Doing right for our internal and external customers

LEADERSHIP EXCELLENCE



INNOVATION

- Foster innovation in our processes and products to create and deliver value
- Creativity and informed risk-taking

AGILITY

- Embracing change and adapting rapidly
- Respond quickly and effectively in order to seize opportunities

HSIL at a Glance



- 1960: Incorporated as Hindusthan Twyford's Limited, with a technical collaboration with Twyford's, UK, to introduce vitreous china sanitaryware in India
- Recognised by the iconic brand '**hindware**'
- The first sanitaryware company to be featured in the Fortune India 500 list in 2014, the Company continues to be featured in the 2017 list as well
- Listed on NSE and BSE; market capitalisation of ₹ 2,684 crore as on 31st March 2018 (as per NSE)
- Revenue and EBITDA for FY 2017-18 were ₹ 2,250 crore and ₹ 282 crore, respectively
- Four focused business segments, namely the Building Products Division (BPD), Consumer Products Division (CPD), Retail Division and Packaging Products Division (PPD)
- 11 manufacturing facilities

₹ 1 crore = ₹ 10 million

Business Divisions

FY 2017-18 Revenue breakup

BUILDING PRODUCTS

₹1,029 crore
Revenue from operations

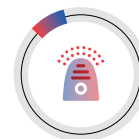
46%
Share in overall business



CONSUMER PRODUCTS

₹208 crore
Revenue from operations

9%
Share in overall business



RETAIL

₹96 crore
Revenue from operations

4%
Share in overall business



PACKAGING PRODUCTS

₹920 crore
Revenue from operations

41%
Share in overall business



Ownership Profile

As on 30th June, 2018

48.43%

Promoters

30.93%

FII's/DIIs, MFs

20.64%

Others

Who We Are

Our leadership in India

LEADING
SANITARYWARE PLAYER

AMONG LEADING
FAUCET PLAYERS

ONE OF THE
SIGNIFICANT
GLASS CONTAINER
MANUFACTURERS

FEATURES AMONG THE
TOP 3 PLAYERS IN THE
KITCHEN CHIMNEY
SEGMENT

Our scale

11 MANUFACTURING FACILITIES (ANNUAL PRODUCTION CAPACITY)

Sanitaryware Up to 4.2 mn pieces	Faucets 3 mn pieces*	Plastic pipes and fittings 14,000 tonnes
Glass containers 1,600 tonnes per day	PET products 10,166 tonnes	Security caps and closures 275 million pieces

PRODUCTS	FACILITY	CAPACITY
Sanitaryware	Bahadurgarh (Haryana)	Up to 2 million pieces per annum
	Bibinagar (Telangana)	Up to 2.2 million pieces per annum
Faucets	Kaharani (Rajasthan)	2.5 million pieces per annum
	Bhiwadi (Rajasthan) *	0.5 million pieces per annum
Plastic pipes and fittings	Medak (Telangana)	14,000 tonnes per annum
Glass containers	Sanathnagar (Telangana)	650 tonnes per day
	Bhongir (Telangana)	950 tonnes per day
PET bottles and plastic products	Selaqui (Uttarakhand)	2,569 tonnes per annum
	Dharwad (Karnataka)	5,284 tonnes per annum
	Medak (Telangana)	2,313 tonnes per annum
Security caps and closures	Medak (Telangana)	275 million pieces per annum

As on 31st March 2018

*Includes 0.5 million pieces per annum of faucets plant at Bhiwadi (Rajasthan), which is under temporary shutdown

Model for Value Creation

WE ARE CATERING TO THE EVOLVING NEEDS OF CUSTOMERS BY LEVERAGING OUR DECADES-RICH EXPERIENCE AND EXPERTISE.

CORE STRENGTHS			DISTRIBUTION CHANNEL		As on 31 st March, 2018
1 PRODUCTS We possess an extensive and diverse portfolio of products across all our businesses	2 BRAND Our brands are carefully crafted with a unique personality	3 CUSTOMERS Inspired design, fresh thinking and highest quality standards help us engage with our customers and deliver great value	 30,500⁺ Retail touchpoints (including 8,500+ for CPD)	 3,950⁺ Trade partner network (including 575+ for CPD)	
4 TECHNOLOGIES We consistently introduce smart and intelligent products to provide differentiated offerings to our customers	5 PEOPLE Our workforce is inspired, motivated and fully engaged in achieving organisational goals	6 REACH Our wide spread pan-India distribution enables us to reach target consumers	 30 Distributors (distinct distribution channel created for the pipes business; target to cross 100 by March 2019)	 14 Large format retail stores under EVOK brand	

Progress from FY 2010 to FY 2018

THE JOURNEY OF TRANSFORMATION

B2C RETAIL SALES CHANNELS



INCREASED
4 times

TRADE PARTNERS



INCREASED
2.8 times

RETAIL TOUCHPOINTS



INCREASED
2.5 times

NUMBER OF BUSINESSES



INCREASED
2.7 times

NET WORTH (₹ in Crore)



CAGR 19%

MARKET CAP* (NSE) (₹ in Crore)



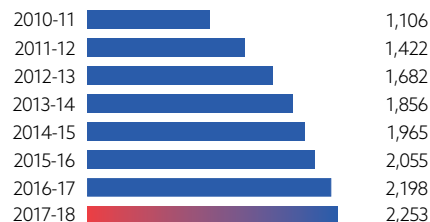
CAGR 26%
(NSE Nifty 50 CAGR 8 years: 8.54%)

*As on 31st March 2018

Eight-year Progress

GROSS SALES

(₹ in Crore)



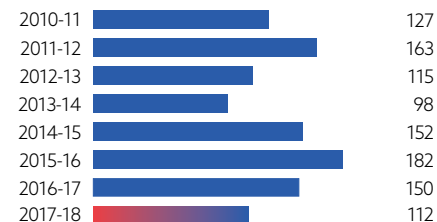
EBITDA

(₹ in Crore)



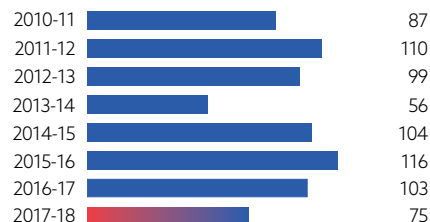
PBT (Before Exceptional Items)

(₹ in Crore)



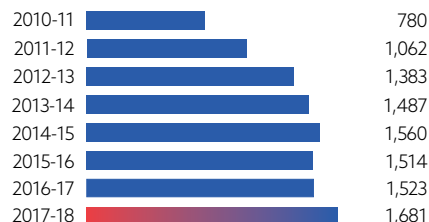
PAT

(₹ in Crore)



NET BLOCK

(₹ in Crore)



DEBT - EQUITY RATIO (Net)

(x)







Growth Enablers

Rapid urbanisation, with Tier II and Tier III cities emerging as consumption centres

Government focus on enhancing infrastructure creation

Rising disposable income among surging middle-class population is resulting in nuclear families aspiring for home ownership

Progressing lifestyles and growth in retailing is leading to increased preference for exclusive products

Shift in the market from unorganised to organised due to the implementation of the Goods and Services Tax (GST)

Bathroom is becoming 'My Space' and has evolved to an aesthetically rich form of experience and self-expression, fuelling the renovations and bathroom upgradation in the replacement market

Popularisation of digital payment and plastic money options accompanied by growing Internet usage to propel the next growth of consumer goods

Preference for glass containers on the rise

Increased need of counterfeit resistance security caps and closures

Building Products Division

COMPRISES SANITARYWARE, FAUCETS & WELLNESS AND PLASTIC PIPES & FITTINGS BUSINESSES

SANITARYWARE INDUSTRY

CURRENT SIZE ~₹4,400 crore

PROJECTED GROWTH ~8-10% CAGR
OVER FY 2017-20

SHARE OF ORGANISED PLAYERS ~60%

FAUCETS INDUSTRY

CURRENT SIZE ~₹8,000 crore

PROJECTED GROWTH ~13-15% CAGR
OVER FY 2017-20

SHARE OF ORGANISED PLAYERS ~50%

Our distribution reach

Retail touchpoints

22,000+

Trade partner network

3,375+

HSIL – BPD

- **Leading** sanitaryware player in India
- Among **top 3** faucet players
- In bathroom products, we have a spectrum of brands across the mass, premium, super-premium and luxury segments

FY 2017-18 HIGHLIGHTS

- Launched 20 new product ranges in sanitaryware and 10 in faucets during the year
- Introduced a new super premium brand, ALCHYMI, curated by Manish Malhotra
- Redefined Hindware's new brand identity around 'Start with the expert' and launched 7 HW expert pillars
- Launched automated flushing, voice-activated showering and rim-free technology in flushing
- Added 100+ brand stores, bringing the total number of brand stores to 310+ (as on 31st March, 2018)

HW PILLARS



Expert
Helpline



DreamBath
App 2.0



DreamBath
Visualisation Book



Hindware
Design Studio



Expert Website
(hindwarehomes.com)



Expert
Stores



In-store
Experts



Building Products Division

PLASTIC PIPES AND FITTINGS INDUSTRY

CURRENT SIZE* ~₹8,500 crore

* Plumbing and sanitation segment of the building and construction industry

SHARE OF ORGANISED PLAYERS ~60-65%

HSIL - PIPES

- Launched pipes and fittings under the brand 'TRUFLO - by hindware'
- Business comprises CPVC, UPVC, SWR and PVC pipes and fittings
- Partnered with Sekisui Chemical Co. Ltd for supply of National Sanitation Foundation (NSF) certified CPVC compound, **Durastream**
- Commenced the first phase of commercial production at Medak plant in Telangana on 9th August, 2018
- First pipes manufacturing plant in India to be awarded Platinum rating by Indian Green Building Council (IGBC)
- Production capacity is 14,000 tonnes per annum as on 31st March 2018
- Licensed 350+ plastic pipes and fittings under Bureau of Indian Standards (BIS) as on 31st March 2018

Distributors

85*

(distinct distribution channel created for the newly launched pipes business)

*as on 31st October 2018



TRUFLO®
by hindware

LAUNCH OF NEW SUPER-PREMIUM BRAND



ALCHYMI

hardware

SYMPHONY OF MINIMALISM AND MAGNIFICENCE

- ALCHYMI was launched in August 2017
- We partnered with Manish Malhotra, who uses our FloSense technology and combines it with his discerning style and design knowledge to curate signature ranges of bathrooms that inspire and impress
- Launched seven bathroom suites under the ALCHYMI collection so far

JUST LIKE IN NATURE, WELL-DESIGNED BATHROOMS HAVE ENERGY IN HARMONY – EARTH, WIND, WATER AND FIRE – ALL ELEMENTS WORKING IN TANDEM. ALCHYMI STRIVES TO ACHIEVE THIS HARMONY THROUGH THE AMALGAMATION OF THE FINEST MATERIALS AND BEST-IN-CLASS TECHNOLOGICAL PROCESSES. WE CALL THIS FLOSENSE – OUR DESIGN PHILOSOPHY.

OUR DIGITAL PRESENCE



DREAM BATH MOBILE APP

Provides comprehensive bathroom solutions virtually

3D DIGI ASSIST AT LACASA STORES

Assistive technology to help in bathroom selection in our stores

SOCIAL MEDIA COMMAND CENTRE

Our own centre to listen and respond to consumers in real time

DREAMBATH VISUALISATION BOOK

Various bathroom themes are showcased

Building Products Division

NUMBERS AT A GLANCE

REVENUE NET OF EXCISE/GST

(₹ in Crore)

2015-16		903
2016-17		973
2017-18		1029

EBIT

(₹ in Crore)

2015-16		171
2016-17		165
2017-18		168

EBIT

(%)

2015-16		18.9
2016-17		17.0
2017-18		16.3

PRODUCT RANGE



SANITARYWARE

- Water Closets
- Wash Basins
- Pedestals
- Squatting Pans
- Urinals
- Cisterns
- Bidets



FAUCETS

- Showers
- Bathroom Faucets
- Kitchen Faucets



WELLNESS

- Bath Tubs
- Shower Panels
- Shower Enclosures
- Whirlpools
- Steam Generators



ALLIED PRODUCTS

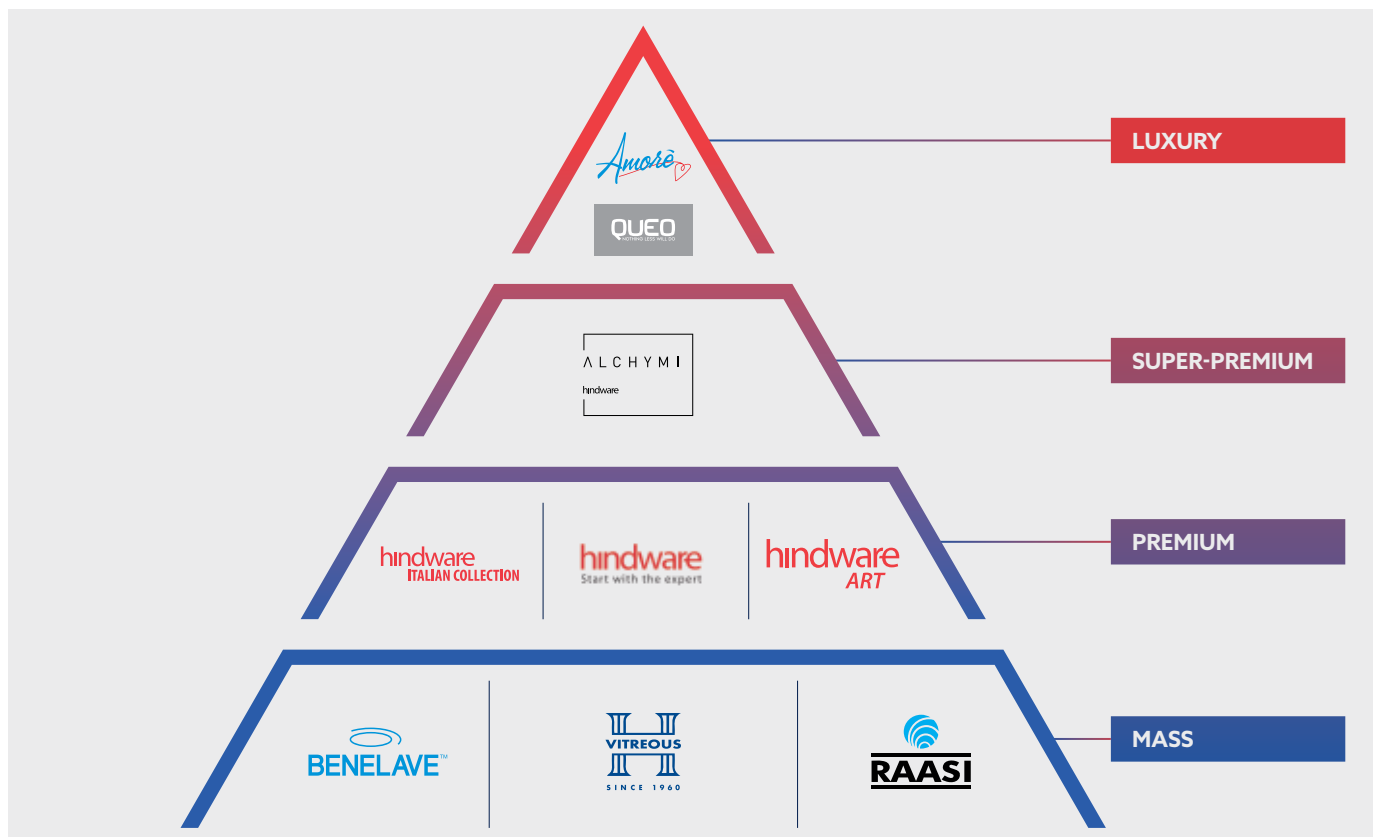
- Concealed Cisterns
- Seat Covers
- PVC Cisterns



PLASTIC PIPES AND FITTINGS

- PVC
- CPVC
- UPVC
- SWR

BRAND BOUQUET - SANITARYWARE AND FAUCETS



Building Products Division

OUR INSTITUTIONAL CLIENTS

ADVANTAGE HSIL



LEGACY

Pioneer and trend setter in the sanitaryware segment for more than five-and-a-half decades



BRAND RECALL

Flagship brand '**hindware**' enjoys a strong brand recall across the country



INNOVATION-LED

Launched path-breaking industry-first products



WIDE RANGE

Varied product portfolio for use in domestic and commercial applications



ENHANCED SCALE

Leading producers of sanitaryware and faucets in India, bringing economies of scale across all plants



STRINGENT QUALITY

Enhanced product quality owing to a series of quality tests and checks



EXTENSIVE REACH

22,000+ retail touch-points and 3,375+ trade partners



VALUE FOR DEALERS

Our Darpan application continues to empower dealers with advanced features



RETAIL SALES

Contributed around 75% to the total business



SERVICE NETWORK

300+ certified service engineers available across 600+ districts from 20 after-sales service centres

Consumer Products Division

WITH AN AIM TO GROW THE CONSUMER BUSINESS MANIFOLD AND TO BE AMONG THE LEADING PLAYERS IN THE CATEGORIES WE OPERATE IN, WE WILL CONTINUE OFFERING TOP-OF-THE-LINE PRODUCTS TO OUR CONSUMERS. MOST OF OUR PRODUCT CATEGORIES HAVE GENERATED VOLUMES FOR US AND HAVE HELPED US TO REACH OUT TO A NEWER TARGET AUDIENCE. WE ARE EXCITED TO SEE THAT OUR STRATEGY IS ON THE RIGHT TRACK AND IS BRINGING RESULTS.

hindware
KITCHEN ENSEMBLE

- Chimneys
- Hobs
- Ovens
- Cooktops
- Dishwashers
- Kitchen sinks
- Cookware



hindware
atlantic
Water Heaters



hindware
SNOWCREST Air Coolers



moonbow
by hindware

Air Purifiers



moonbow
by hindware

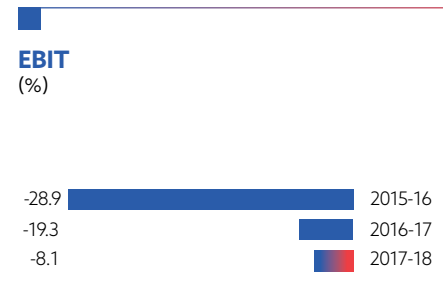
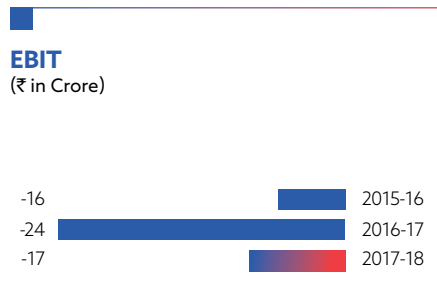
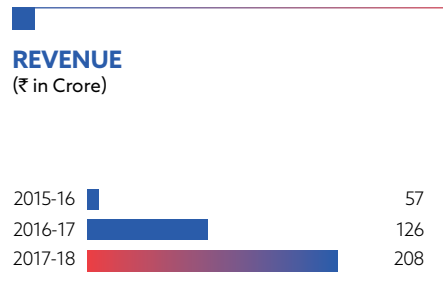
Water Purifiers



VENTS
by hindware



NUMBERS AT A GLANCE



FY 2017-18 HIGHLIGHTS



NEW LAUNCHES

- 40+ kitchen appliances
- 8 air coolers
- 4 water purifiers
- 7 water heaters



MARKET POSITIONING

- Amongst the top 3 players in Indian kitchen chimney segment
- Gained popularity for kitchen sinks in its first year of launch



AWARDS & ACCOLADES

- Received 'Asia's Most Promising Brand' Award 2017 from the World Consulting and Research Corporation (WCRC) for Moonbow



PATENTED PRODUCTS

- Developed 3 unique patents for the business in the past 12 months. Of these, two patents are for water purifier and one is for air cooler

Consumer Products Division

ADVANTAGE HSIL



ASSET-LIGHT MODEL

Make our business more profitable with minimum capital expenditure requirements



WORLD-CLASS PRODUCTS

Our products are embedded with cutting edge-technology with superior aesthetics appeal



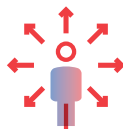
STRONG BRAND RECALL

Our products, branded under the flagship '**hindware**', have enjoyed great market acceptability and a connect with consumers



WIDE DISTRIBUTION NETWORK

Vast network of 575+ distributors and 8,500+ retail outlets across India



CUSTOMER-CENTRICITY

Maintain the focus and momentum in building and maintaining customers' trust and loyalty towards our brands



VISIBILITY

Focused marketing and promotion campaigns to strengthen and grow our consumer products prominence

Retail Division



BUSINESS OVERVIEW

20,000+
Contemporary products
showcased in EVOK stores

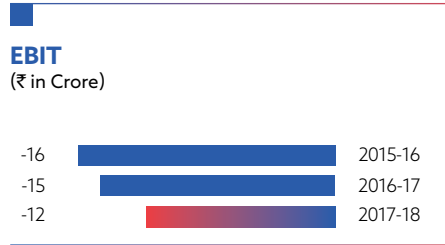
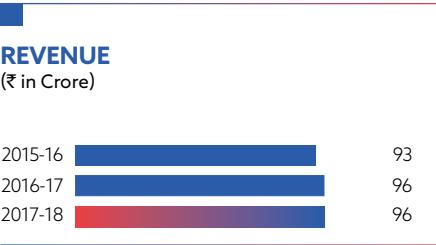
SPREAD OVER
~8,500 square feet per store

ACROSS
14 large format stores

- FY 2017-18 HIGHLIGHTS:**
- Opened our retail store in Vadodara
 - Revenues were driven by e-commerce business
 - Re-defined merchandising and marketing strategies in sync with the evolving customer needs
 - Enhanced consumer experience by revamping our stores
 - Enriched product portfolio with distinctive differentiation in offerings
 - Higher brand awareness through concentrated and all-around marketing initiatives

- PRODUCT PORTFOLIO:**
- Solid wood furniture
 - Soft furnishings
 - Home décor and accessories
 - Wall fashion
 - Modular kitchens
 - Bath decorative lightings and floorings

NUMBERS AT A GLANCE



Packaging Products Division

COMPRISES THREE BUSINESSES, NAMELY GLASS CONTAINERS, INCLUDING SPECIALLY COLOURED GLASS BOTTLES, PET BOTTLES & PRODUCTS AND COUNTERFEIT-RESISTANT SECURITY CAPS & CLOSURES

GLASS CONTAINERS

- Installed capacity of 1,600 tonnes per day for glass containers across two plants
- Restarted furnace III (earlier shut down in August 2013) to meet higher demand of glass containers
- Developed 63 new designs during the year
- Expanded use of narrow neck press and blow (NNBP) technology; reduced bottle weight by 10-40%
- Added 135 new customers across sectors

PET PRODUCTS

- Customised products and solutions in PET through three plants with annual capacity of 10,166 tonnes
- Increased capacity by launching the third plant at Medak, Telangana
- Started manufacturing of plastic seat covers and cisterns for Hindware range of products
- Developed six new products

SECURITY CAPS AND CLOSURES

- Counterfeiting is on the rise across beverage, liquor, pharma, edible oil and lubricant industries
- Greater need for counterfeit-resistant security caps and closures
- Our consumer-friendly packaging solutions make identification of genuine products easy
- Annual capacity at 275 million pieces of security caps and closures as on 31st March, 2018
- Launched this business with patented (applied) product range
- Commenced production of first phase of security caps and closures in January 2018
- The manufacturing plant is platinum rated by Indian Green Building Council (IGBC)

NUMBERS AT A GLANCE

REVENUE NET OF EXCISE/GST

(₹ in Crore)

2015-16		905
2016-17		877
2017-18		920

EBIT

(₹ in Crore)

2015-16		125
2016-17		99
2017-18		67

EBIT

(%)

2015-16		13.8
2016-17		11.3
2017-18		7.2

OUR INSTITUTIONAL CLIENTS

Packaging Products Division

ADVANTAGE HSIL



LONG-STANDING CLIENT RELATIONSHIPS

Institutional clients across various industries enable us to derive business on an ongoing basis



INTEGRATED OFFERINGS

We offer complete packaging solutions under one roof with three types of products – glass, PET and security caps and closures



ROBUST PRODUCT RANGE

Offer over 600 different types of glass bottles and over 100 types of PET bottles



TIMELY RESPONSE

We swiftly adapt to the constantly changing preferences of our clients



VAST EXPERTISE

Superior technical know-how enables us to manufacture technologically advanced products



OUR STRATEGICALLY LOCATED PLANTS

Leads to significant savings of logistics and freight costs

Going Forward – Our Strategic Priorities



BUILDING PRODUCTS DIVISION

- Maintain growth momentum by staying customer centric and launching innovative products
- Embrace contemporary technologies such as artificial intelligence assisted products
- Expand our reach across online and offline mediums
- Build a pan-India presence for the pipes business and expand the annual manufacturing capacity of plastic pipes and fittings to 30,000 tonnes
- Drive productivity improvement across all our functions
- Capacity expansion at Kaharani faucet plant is in progress



CONSUMER PRODUCTS DIVISION

- Tap into the shift towards organised players in the water heater and air cooler categories
- Be among the top 3 players in each of our product categories
- Launch IoT-empowered chimneys and water purifiers
- Become a major player in the kitchen appliances category
- Build strong brands by offering differentiated value propositions
- Further expand our retail distribution network



RETAIL DIVISION

- Leverage our core strengths to understand consumer trends, trade behaviour and other trends
- Adopt cost-effective supply chain management to boost scale
- Improve sourcing and extend offers to drive profitable growth
- Expand presence in both online and offline channels

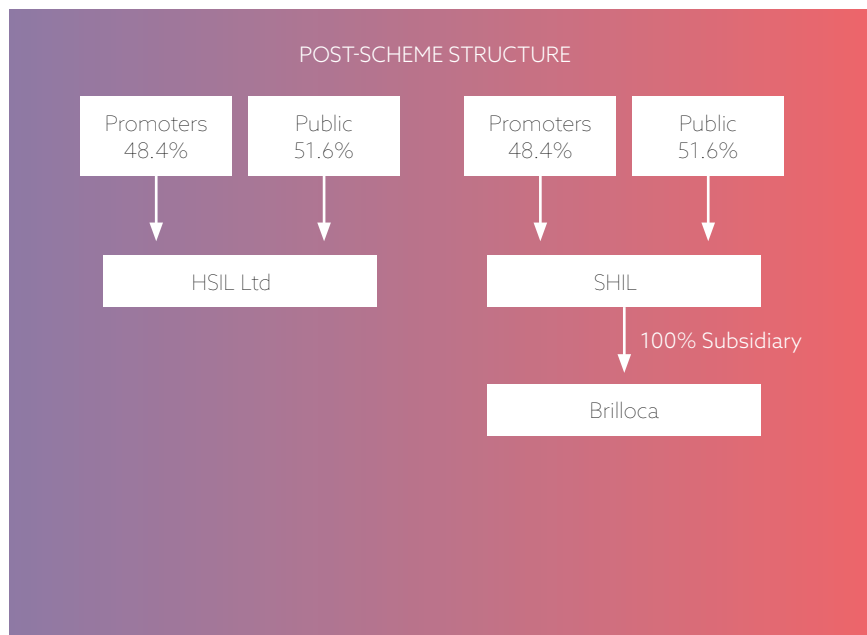
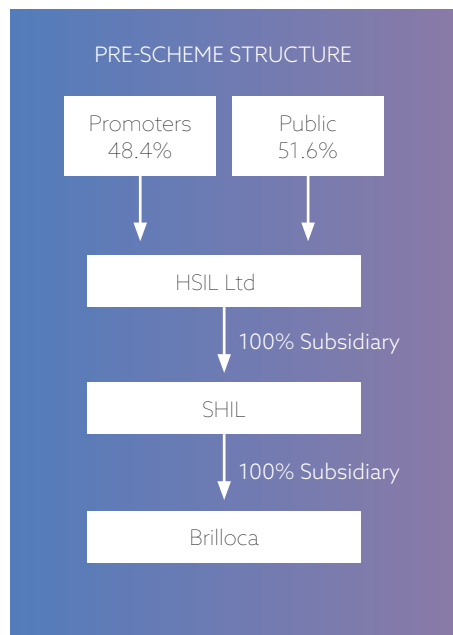


PACKAGING PRODUCTS DIVISION

- Continuous investments in product innovation
- Optimise existing capacities and drive cost efficiencies across our plants

Demerger Scheme – Strategy to Unleash Potential

- During FY 2017-18, the Board approved a scheme of arrangement for demerger of the Company's businesses
- The objective of the demerger is to unlock value by creating distinct entities for three of its business undertakings, thereby ensuring sharper focus and better alignment to its customers
- Post demerger, Somany Home Innovation Limited (SHIL) will issue one equity share each of SHIL for one equity share held by the shareholders of HSIL
- SHIL shares would be listed on stock exchanges and the appointed date of the Scheme is 1st April, 2018 or as approved by NCLT
- Brillocca will continue to be a subsidiary of SHIL immediately post demerger



Promoters



DR. RAJENDRA KUMAR SOMANY
Chairman and Managing Director

Since: 09.01.1988 (Associated with the Company since 01.10.1965)

- Commerce graduate from St. Xavier's College, Calcutta University
- Provides strategic direction and vision to the Company
- Extensive 63-year work experience
- Active member of Rotary for past 56 years
- Bestowed upon with degree of 'Doctor of Philosophy in Management' by KEISIE International University (KIU), South Korea
- Presented with 'Lifetime Achievement Honour' by Washroom & Beyond, reputed trade magazine
- Presented with 'Lifetime Achievement Award' and 'Vishwakarma Award' by Indian Plumbing Association (IPA)
- Conferred with 'Lifetime Achievement Award' by ACETECH
- Conferred with 'Lifetime Achievement Honour' by World Consulting and Research Corporation (WCRC)
- Conferred with 'Lifetime Achievement Award' at India's Most Admired Brand's event hosted by White Page International
- Presented with 'Trailblazer of Sanitaryware Award' at World Business Conclave, Hong Kong
- 'World Leader Businessperson' recognition by the World Confederation of Business
- Assisted the Bureau of Indian Standards to develop quality standards for the Sanitaryware Industry and instrumental in aligning the Indian Standards with European counterparts
- Executive Board member and Senior Fellow member of Indian Green Building Council (IGBC)
- Chairman of Indian Plumbing Skills Council (IPSC)
- Former Chairman of Council of Indian Employers
- Former President of The Associated Chambers of Commerce and Industry of India (ASSOCHAM) and PHD Chamber of Commerce and Industry (PHDCCI) and Employers' Federation of India
- Founder President of Bahadurgarh Chamber of Commerce and Industry
- Fellow member of Chartered Management Institute, Institute of Directors, Institute of Materials, Minerals and Mining, UK (IOM3) and Life Fellow of the All India Management Association
- Emeritus member of American Ceramic Society
- Member of Corporate Affairs Committee and CSR Committee of the Company



SANDIP SOMANY
Vice Chairman and Managing Director

Since: 12.09.1995* (Associated with the Company since 01.10.1985)

- Commerce graduate and a diploma holder in Ceramic Manufacturing Technology from the US
- A 33 year work experience in the ceramics and glass industry
- Former President of PHD Chamber of Commerce and Industry (PHDCCI)
- Past-President of International Chamber of Commerce – (head quarter in Paris) India Chapter
- President of The Federation of Indian Chambers of Commerce and Industry (FICCI)
- Member of Managing Committee of The Associated Chambers of Commerce and Industry of India (ASSOCHAM)
- Chairman of the Indian Council of Sanitaryware Manufactures (INCOSAMA)
- Member of the Governing Council of All India Glass Manufacturer's Association
- Member of Corporate Affairs Committee and CSR Committee of the Company

*Mr. Sandip Somany was appointed as Joint Managing Director w.e.f 12.09.1995 to 30.11.2016 and was re-designated as Vice Chairman and Managing Director w.e.f. 01.12.2016.

Board of Directors

DR. RAJENDRA KUMAR SOMANY
Chairman and Managing Director

SANDIP SOMANY
Vice Chairman and Managing Director

SUMITA SOMANY
Director

A Commerce graduate and a member of Corporate Social Responsibility Committee of the Company

V.K. BHANDARI
Independent Director

FCA with over 36 years of experience in the banking industry, Former General Manager of the Central Bank of India and has been the Head of Credit, Credit Monitoring, Treasury, Investment, Funds Management, Merchant Banking and International Banking Divisions

G.L. SULTANIA
*Non-Executive
Non-Independent Director*

B.Com, F.C.A., F.C.S. and consultant by profession. Possesses vast knowledge and experience of Financial Restructuring, Corporate Laws and Legal Compliance and General Member of Association of Corporate Advisers & Executives

ASHOK JAIPURIA
Independent Director

Qualified in Business Administration and Marketing Sciences; Chairman and Managing Director of Cosmo Films Limited, an Indian MNC; Chairman of Cosmo Ferrites Limited. Former Member of the Board of Governors of the Indian Institute of Technology, Indore

SALIL BHANDARI
Independent Director

FCA, B. Com. (Hons.) from Shri Ram College of Commerce, Delhi University and Diploma in Business Administration from the All India Council for Management Studies, Chennai, Founder and Managing Partner of BGJC & Associates LLP, a well-respected audit and management consulting firm based in New Delhi, Counselling top management in strategy implementation, scaling up of business, organisational development and management & family structures, Currently on the Board of IIM (Indore)

DR. RAINER SIEGFRIED SIMON
Independent Director

A German citizen and professional with over 32 years of experience in international Building Products Businesses. A Doctorate and has a degree in Business Administration from St. Gallen University, Switzerland, Owner of Birch Court GmbH since 2005. Former President and CEO of Sanitec International AG (Europe's largest sanitaryware manufacturer)

N.G. KHAITAN
Independent Director

Attorney-At-Law and a Notary Public appointed by the Government of India, practises in Calcutta High Court and in Supreme Court of India, Senior partner at Khaitan & Co., one of the leading law firms in India. President of the Indian Council of Arbitration, New Delhi

Management Team

KEY MANAGERIAL PERSONNEL

SANDEEP SIKKA

Chief Financial Officer

B.Com (Hons), ACA, ICWA with over 23 years of experience in varied aspects of finance, including raising growth capital, profit enhancements & cost optimisation, business planning & control and corporate governance. Previously worked at Usha International Limited as Group Chief Financial Officer and at Jindal Stainless Limited as Vice President (Corporate Finance)

PAYAL M PURI

Company Secretary and Associate Vice President - Legal

B.Sc (Hons), CS, LLB with over 16 years of experience in secretarial, legal, corporate governance and CSR. Previously worked as Company Secretary of PI Industries Limited

LEADERSHIP TEAM

RAM BABU KABRA

President - BPD

B.Com, FCA, ACS with more than 36 years of experience in finance, accounts, commercial, PPC, production, sales marketing, projects, mergers and acquisitions. Previously worked as the Chief Accountant of Hyderabad Asbestos Limited

RAJESH PAJNOO

President and Chief - Pipes Business

B.E., DBM, PGDM and SM with more than 26 years of experience, including 19+ years in the plastic and PVC industry. Previously worked as the Chief Operating Officer of Kisan Mouldings Limited

RAKESH KAUL

President - CPD and Chief Executive Officer - Retail division

MFT, MBA, B.Sc. with over 21 years of experience in consumer business, media, retail, education and telecom. Previously held the position of Executive Director of Karbonn Mobiles

RAJESH KHOSLA

President, PPD- Container Glass

B.E Metallurgy and MBA, with over 27 years of successful experience in the corporate sector. The span of exposure expands from domestic marketing, global international business to business strategy. He has also worked as CEO and President Director at PT Jindal Stainless, Indonesia

K RAJESH

Chief Executive Officer - PPD-PET

B.E (Mech), PGDBM with more than 27 years of experience in sales and marketing, commercial and general management. Previously worked for Saint Gobain Vetrotex India as VP - Sales & Marketing

RAVI GUPTA

Chief Executive Officer - PPD-Security Caps and Closures

B.E., M.I.E. with over 43 years of experience in project management, operations and business management. Previously held the position of Managing Director at Guala Closures (India) Private Limited

SANJAY GAUR

Chief Human Resources Officer

PGDBM with 27 years of experience in capability development, leading change management and people processes to support organisation building and sustained business growth. Previously worked for Airtel as General Manager - HR

REGISTERED OFFICE

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