



LAKSHMI MACHINE WORKS LIMITED

Our Ref : Sec/270/0642/2017
Date : 30.10.2017

BSE Limited
Listing Department
Phiroze Jeejeebhoy Towers
Dalal Street, MUMBAI-400 001

National Stock Exchange of India Limited
Listing Department
Exchange Plaza, C-1, Block-G, Bandra Kurla Complex
Bandra(E), MUMBAI - 400 051.

Dear Sirs,

Sub : Outcome of the Board Meeting held on 30.10.2017.

Pursuant to the provisions of Reg.30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015, we hereby inform you that the Board of Directors of the Company at their meeting held today (30.10.2017) have appointed Sri.K.Soundhar Rajhan, having DIN 07594186 as Additional Director (Whole Time Director designated as Director-Operations) on the Board of the Company for a period of three years with effect from 01.11.2017, subject to the approval of the members of the Company.

Enclosed herewith is the profile of Sri.K.Soundhar Rajhan for your information.

We request you to kindly take the above on record as per the provisions of the Listing Regulations.

Thanking you,

Yours faithfully,
For LAKSHMI MACHINE WORKS LIMITED

C R SHIV KUMARAN
Company Secretary

cc : BSE Limited
Corporate Relationship Department
1st Floor, New Trading Ring
Rotunda Building, P.J.Towers,
Dalal Street, MUMBAI - 400 001.

Profile of K. Soundhar Rajhan

Started as a trainee in Lakshmi group in 1971. The areas of training included cotton selection & administration etc. In 1973 joined LMW in Purchase department.

On 1st March 1974, deputed to Madras to open the Madras office. Successfully established Madras office, taking care of the entire Lakshmi Mills group until 1980. During this period, he was responsible to co-ordinate with all the State Government departments like Industries Dept, Revenue dept, Pollution Control, Licensing with JCCI&E, liaison with Reserve Bank, Financial Institutions and Customs.

Trained directly by founder Chairman, who gave him the opportunity to meet & interact with several ministers including Chief Ministers of the State & the central ministers.

In 1982, he established the Shipping and Clearing division after passing CHA exam, to be effective in imports & faster clearances. Streamlined import clearances & exports saving considerable cost. Subsequently he established Lakshmi Cargo Company Ltd.

He has Consistently upgraded knowledge & skills by attending courses in Imports, Exports, HR, Finance & General Management in various institutions like ASCI, IIM-A, IIM-B.

In 1994, he started the Granite division, operating quarries all over southern India and exporting granite to various European countries.

In 1997, Management has given him an opportunity to head Purchase department at LMW, Coimbatore. He has improved vendor interactions, streamlined the entire processes, Consolidated the vendors base. Logistics & Stores were later combined and a consolidated SCM department was formed.

In the year 2000, he was given the responsibility as 'Project Leader' for Business Process Re-engineering at LMW along with Boston Consulting Group. BPR exercise lead by him could seamlessly connect various departments, instead of working in silos.

In 2002, he taken the responsibility as Project Director-E-vista & implemented Oracle 11i e-business suite in a year's time. LMW, successfully moved to ERP from legacy systems with "big bang" approach & going live with all the modules together, switching off the legacy systems.

In 2009, our CMD has given him a great opportunity to attend AMP at Harvard Business School, just before deputing him to China, to set up LMW Textile Machinery (Suzhou) Co. Ltd.

HBS exposure has given him a great confidence to work in China & to start from the scratch, where LMW has not sold any machines before.

He had successfully established the manufacturing operations, appointed right agents, Traveled far & wide to meet customers, overcoming the language & technical knowledge, able to sell our machines. CMD gave the target of achieving the breakeven within 3 years. With the right team & effective execution, the goal was achieved.

He was responsible to construct 22000 Sq.M. state of art factory in a record time and moved LMW to its own facility in 2014. Succeeded in gaining confidence of the leading textile mills in China & getting the repeat orders from the top 10 customers.

In 2015, moved back to India to lead Machine Tool Division, Foundry and Advanced Technology Centre.

In 2016-17, the Machine Tool Division has grown 45% in revenue with a good bottom line by improving marketing & execution capabilities of the team.

The foundry consolidation project was a challenge. The stumbling block was converted into a stepping stone. Now we are revamping the foundries get the right quality & productivity.

Streamlined the processes at Advanced Technology Centre. Connected well with customers like CABS, DRDO, HAL, PWA, Airbus, G.E, Fokker, Honeywell & Boeing to improve the revenue & the bottom line.

He is energetic & focused to achieve the goals set by the management.