



# LIFE ENHANCEMENT OF INDUSTRIAL COMPONENTS

—  
44TH ANNUAL REPORT 2018-19



# CHAIRMAN'S SPEECH

On behalf of the Board of Directors and Team Ador Fontech, I extend a Warm Welcome to each one of you to this 44th Annual General Meeting.

You will be jubilant to know that the Board has recommended bonus on its equity shares, at its meeting held today morning, which shall be subject to the approval of the Shareholders through postal ballot and e-Voting. This will be in addition to the already proposed dividend of 175% inter-alia comprising special dividend of 25% to commemorate the 40th year of the Company's venture in to Repairs and Maintenance segment. Incidentally, we had set ourselves on to the Repairs and Maintenance business from December 1, 1979. We deem that this would be a real bonanza to the Members of the Company.

To trace back, to be in the business for forty years and make year on year profits and declare dividend (The Company has declared and paid dividend from year 1 without a break), besides ensuring compliances, work with integrity and remain meaningful in its business endeavour are few factors, which I am sure all of us will well appreciate. It may also be important to mention that unlike software industries or big business corporates, the Company has functioned with meagre resources and continues to work under a brick and mortar environment, but has skillfully up-scaled its operations, through dint of hard, dedicated and smart work. The entire framework of management has been to self-sustain itself and grow year on year in different parameters of business operations. Our ultimate aim is to become an un-paralleled leader in this domain.

While generally year on year, the Company focuses on key parameters, for the year 2019-20 we have chosen the following five focus areas:

- (i) Focus on LH-Alloys sales (thrust on the premium brand of Ador Fontech).
- (ii) First recall for LE-Services (thrust on repairs and maintenance segment).
- (iii) Track and monitor performance of Authorised Dealers (thrust on team support).
- (iv) Facilitate collections on sales receivables (thrust on operational efficiencies).
- (v) Adoption of select End Users to provide specialised support (thrust on customer delight).

At this juncture, it may be important to mention that the economy after an impasse on slow down, had reconciled to register growth in the previous year. Nonetheless in the last quarter of 2018-19 and the current fiscal's first quarter, the GDP has once again digressed. But we are hopeful that with the new Government's commitment to a full-fledged industrial growth, there will be an effective intervention to re-set the growth momentum back on track.

On the operational front, the Company has been allotted a piece of land (approximately 3 acres) at Dobaspet by the Karnataka Government. It is also trying to procure adjacent land from a farmer's family. On completion of the transactions, the Company will endeavour to establish a new industrial unit. This is essential as the existing units are operational to the fullest extent and the need to enhance capacities is imperative. Since the project is just on the anvil, it will take two to three years for the new unit to get commissioned and become operational. Suffice that the project is still at its conceptualisation stage. Updates on the same will be provided in the successive Annual Reports.

As regards 3DFT, it is heartening to note that Mrs. Nirmala Seetharaman in her maiden budget speech as Finance Minister informed the Government's commitment to support new ventures and one amongst them she said was entrepreneurship in 3D printing. In effect, we deem that the Company has moved ahead in the right direction and has also been quite pro-active in this endeavour.

Lastly, I take the opportunity to 'Thank' the Members on the Board, Employees, Customers, Suppliers, Bankers, Advocates and most importantly the Shareholders who have reposed confidence in the Organisation.

Thanks and best regards,

**ATMalkani**

Chairman

Ador Fontech Limited

**ADOR FONTECH LIMITED**  
CEMENT / STEEL / POWER /  
ENGINEERING / RAILWAYS

**CONTACT US**

Ador Fontech Limited • Belview • 7 Haudin Road • Bengaluru 560 042  
T +91 80 2559 6045 / 73 • E [investorservice@adorfon.com](mailto:investorservice@adorfon.com)  
[www.adorfon.com](http://www.adorfon.com)