

**Mr. Nitin Kasliwal**  
**Vice-Chairman & Managing Director**  
**SKNL Group**

Scion of the yesteryear textile major - S.Kumars, Mr. Nitin Kasliwal has been spearheading SKNL since 1990, one of the largest Textile and Apparel conglomerates in India. With an expertise in the textile industry for over 3 decades, Mr. Kasliwal leverages his in-depth understanding of the business to enhance his company's growth.

After graduating in Science from Mumbai's Jai Hind College, Mr. Kasliwal secured his degree in Master of Business Administration from the European Business School, Switzerland.

Post the textile industry downturn in the 90s, Mr. Kasliwal, with his experience and proficiency in the industry, steered the destiny of SKNL group to a complete turnaround and growth. His efforts have yielded visible results for the company.

Mr. Kasliwal's implicit sense of ethical business conduct has been the cornerstone of the SKNL way in the corporate governance sphere. From business excellence to environment conscious organization, financial propriety and more, explicit rules and regulations enhance the traditional values on which the SKNL Group companies have been shaped.

Ability to build brands, across the socio-economic segments has been one of the key factors in SKNL's success. A keen understanding of the dynamic market trends, Mr. Kasliwal has always ensured that SKNL Group is abreast with the changing usage patterns, attitudes and preferences of the consumers. This undeniably has been the foundation for creating successful brands under the SKNL Group.

In 1998, as part of the diversification initiative of his business activities, Mr. Kasliwal successfully launched premium worsted suitings - Reid & Taylor - in India with the inauguration of a state-of-the-art fabric plant at Mysore. In just a decade, Reid & Taylor emerged as the number 2 brand in worsted suiting fabrics. GIC's recent investment of Rs. 900 crores in Reid & Taylor (India) Ltd. endorses Mr. Kasliwal's vision to build Reid & Taylor as a market leader in luxury fabric and to substantially strengthen the business and its ability to grow in this important segment of the textile industry.

In his passion for creating new brands, Mr. Kasliwal has taken active interest in the launch of new services and products under the SKNL umbrella. From successful implementation of the Home Textile Project to manufacture jacquard fabrics, launch of Carmichael House brand in the mid-premium category of Home Textiles, to the launch of the High Value Fine Cottons division combining the European skills with the Indian advantage, Mr. Kasliwal has been hands on for the successful launch of each service.

Under his leadership the company sky-rocketed to be the undisputed leader in work-wear fabrics with a 40% share in the organized market.

Mr. Kasliwal has been responsible for the strategic decision of a public issue of the company to part-finance a state-of-the-art manufacturing facility at Dewas, M.P. and setting up of state-of-the-art manufacturing facilities for HVFC and Home Textiles divisions.

Mr. Kasliwal's progressive thinking made him conscious of the need to offer complete wardrobe solutions to the consumers. This led to the inception of a Strategic Business Unit to manufacture ready-to-wear garments.

Exhibiting inspiring innovativeness and entrepreneurial skills, Mr. Kasliwal applied the latest international technologies for tailoring and designing which adapted to the needs of the customers, winning markets globally.

Appreciating the customer's needs for quality, prompt delivery and service, he launched a retail initiative - Brandhouse Retails - for SKNL brands as well as for ushering international brands like ESCADA & dunhill to India.

Mr. Kasliwal's keen foresight and inherent business acumen has enabled the SKNL Group to carve a niche in the Indian and international markets. The company demerged the retail arm BHRL to unlock the value proposition for the investors and focus on its expansion. The equity shares in BHRL, allotted to the shareholders of SKNL, were free of cost and have had significant value addition proposition.

His far-sightedness has placed SKNL as a major player in the global markets. Its export destinations have expanded to more than 40 countries establishing a reputation synonymous with reliability and excellent quality.

All of 47, Mr. Kasliwal serves as Chairman of the Madhya Pradesh Textile Mills Association besides also being member of the Managing Committee of Indian Cotton Mills' Federation, Indian Woollen Mills' Federation and M.Visvesaraya Industrial Research & Development Centre (World Trade Centre).

His special interests are Contemporary Indian Art, Instrumental Music and the Performing Arts. He used to play Cricket and Table Tennis for his school and keenly follows sports like Cricket, Tennis and Formula One car racing.

His vision is to sculpt a global reputation for the SKNL Group as the 'Clothiers to the nation today, the World tomorrow'.