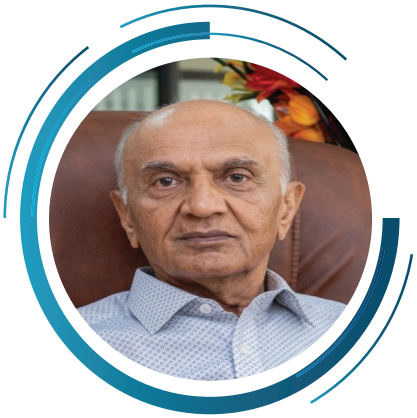


Vinod Patel
Founder Director
Almonard Pvt Ltd

How is Almonard converting product innovation into scalable, cost-competitive growth?

At Almonard, innovation is not about chasing trends — it is about creating measurable value. For us, true innovation means delivering superior-performing products at competitive prices without compromising on quality, durability, or long-term reliability.

Our approach is rooted in optimisation. Whether it is the efficient use of raw materials, engineering smarter product designs, or streamlining internal processes, every investment must strengthen the value chain and improve customer outcomes. We believe every rupee spent should enhance efficiency, performance, and scalability.

This philosophy allows us to convert product innovation into sustainable, cost-competitive growth. By staying focused on customer needs and operational discipline, we continue to build products that are not only technologically sound, but commercially relevant across industries.

Competition keeps every business alert, and we view it as a catalyst for continuous improvement rather than a distraction. Our focus remains on creating greater value for customers and reaching them in the most meaningful ways. When that commitment is consistent, growth becomes a natural outcome.

What key systems or capabilities has Almonard strengthened to support sustained scale?

Almonard has strengthened its foundation for sustained scale through strategic investments across manufacturing, operations, technology, and people. A key milestone in this journey has been the commissioning of our new manufacturing unit in Maharashtra, which significantly enhances our production capacity, improves supply chain flexibility, and enables us to respond faster to evolving market demands across India.

Operationally, we have focused on disciplined raw material planning and robust inventory control systems to improve efficiency, optimize costs, and ensure continuity in an increasingly dynamic business environment. These measures have helped us build a more agile and resilient organization.

On the market side, we have strengthened our digital lead generation and customer outreach capabilities, allowing us to engage more effectively with both industrial and retail customers across geographies. Equally important has been our investment in people and leadership development. We have built empowered teams with strong execution capabilities, while also fostering a culture where leaders are encouraged to make decisions that serve the company's long-term growth, sustainability, and values.

How is Almonard positioning itself to compete in both domestic and global markets?

India remains our core market—our karma-bhoomi. For over five decades, Almonard has built its reputation by serving everyone from SMEs and mid-market enterprises to some of India's largest industrial players. Our focus continues to be on delivering dependable, high-performance solutions tailored to the evolving needs of Indian industry.

Having said that, we are steadily expanding our global footprint. The Middle East continues to emerge as a strong growth market for us despite geopolitical uncertainties, driven by increasing demand for robust industrial ventilation and air management solutions. We also see significant long-term potential in emerging African economies, where industrial infrastructure is rapidly developing. Our strategy is clear: strengthen our leadership at home while building a sustainable and future-ready international presence. ■