

# THE KUMAR BULLETIN

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Sr Manager – Legal &  
Commercial

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**Build to THRIVE**  
Projects, Tradeshows, Events

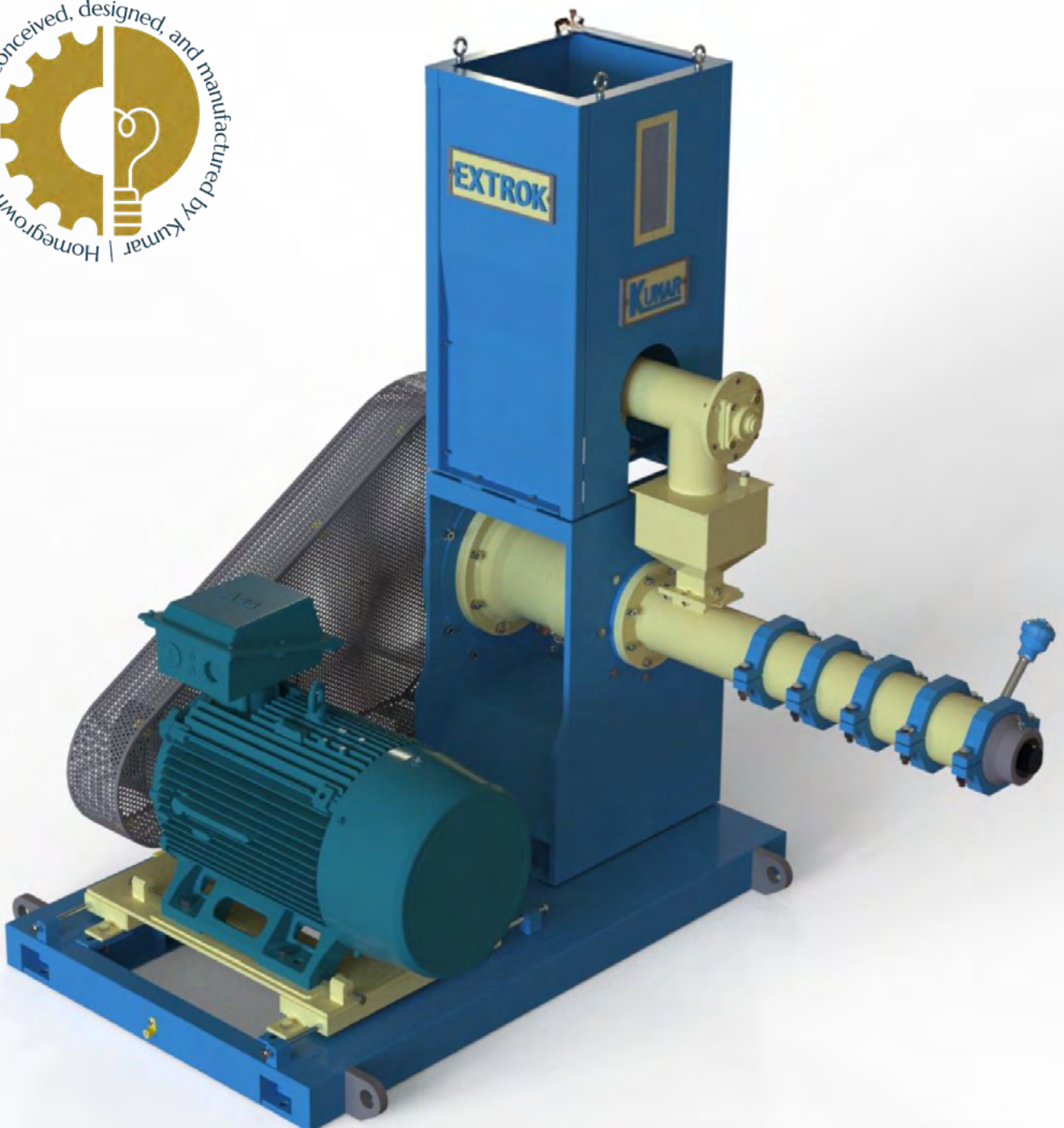
# Kumar's ExtroK™ 1000

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Smarter extrusion. Built to perform.

Designed for reliability and low operating costs, the ExtroK™ 1000 combines efficient energy use, minimal maintenance, and robust construction in a compact footprint, making it ideal for processors seeking higher output, improved conditioning, and better overall plant efficiency.

With the ExtroK™ 1000, Kumar brings smarter extrusion to modern oilseed processing — delivering higher quality, improved digestibility, and more sustainable operations.



Kumar introduces the ExtroK™ 1000, our first in-house developed oilseed extruder, engineered to redefine efficiency in oilseed conditioning. Designed with high-shear, high-compression technology, the ExtroK™ 1000 neutralises antinutritional factors, enhances digestibility, and optimally prepares feed material before expelling, without the use of chemicals, steam, or cooling water.

Built for processors working with soybean, cottonseed, and canola, including organic, high-oleic, and non-GMO variants, the ExtroK™ 1000 ensures consistent conditioning and superior product quality while supporting sustainable processing practices.

## Features

- High-shear, high-compression extrusion for effective conditioning
- Non-chemical processing that neutralises harmful substances
- Utility-free operation – no steam or cooling water required
- Consistent quality with urease activity below 0.2 Ph
- Integrated VFD-controlled feed screw conveyor for stable material flow
- Precision temperature control between 120°C and 150°C
- High-efficiency drive powered by a 120 HP motor
- Processing capacity up to 1 TPH
- Compact, rugged construction for reliable plant operation

Watch our corporate video



# COME OVER, SAY HELLO!

### NIGERIA AGROFOOD

# Booth # 1C.26, Hall 1

📅 24-26, March, 2026

📍 Landmark Centre,  
Lagos, Nigeria

### PALMEX, JAKARTA

# Booth # 244

📅 6 - 7 May, 2026

📍 JIEXPO, Jakarta,  
Indonesia

Work sincerely, keep learning, and stay customer-centric - the rest will follow.

in conversation with

Venugopal Panicker

Senior Manager - Legal & Commercial



**M**y association with Kumar Metal Industries began in 1990 through a simple recommendation from a close friend who was leaving the company for an overseas opportunity. What started as a referral soon turned into a journey that has now spanned almost four decades.

Over these years, I have had the privilege of being part of many stages of Kumar's growth. It has also been a unique experience to work with three generations of leadership, each carrying forward the company's legacy while strengthening its foundation for the future. Looking back, my journey here has been both fulfilling and memorable.

## Learning across the business

Much of my career at Kumar has involved working across multiple responsibilities. This exposure to different parts of the organisation has been one of the most rewarding aspects of the role. Multi-tasking across functions provides a broader understanding of how the business operates and how each department contributes to the company's overall objectives.

## A day in coordination and contracts

A typical day in my role involves discussions, reviewing documentation, and coordinating with multiple stakeholders. Much of the work revolves around vetting contracts, letters of credit, and bank guarantees, along with liaising with clients, internal teams, and external authorities.

In a project-driven business like ours, clear communication and well-structured documentation are essential. Ensuring that these processes run smoothly helps projects move forward efficiently and strengthens our relationship with clients.

## Being part of Kumar's growth

Rather than a single project, I consider Kumar's continued growth itself as the achievement I'm most proud to be associated with. Watching the organisation expand steadily over the years and contributing in my own way to that journey has been deeply satisfying.

Every milestone the company achieves is the result of collective effort, and it is rewarding to know that I have been part of that ongoing success story.

## Supporting quality through clarity

Our department contributes to Kumar's commitment to quality by ensuring that communication and documentation with clients are timely, accurate, and reliable. In international projects especially, well-managed documentation and clear contractual understanding help avoid complications and build trust with customers.

## Overcoming challenges together

Challenges are a natural part of business. What matters most is how teams respond to them. In our experience, timely communication, coordinated teamwork, and practical problem-solving help us address issues effectively and keep projects moving forward.

## Learning, guiding, and growing

Throughout my career, I have believed in sharing experience with younger colleagues through on-the-job guidance and practical advice. Helping team members build confidence and understand the larger business context strengthens both the individual and the organisation.

For anyone aspiring to grow in a similar role, my advice is simple: work sincerely, keep learning, and remain customer-centric. Focus on developing your skills and delivering positive results. With consistency and dedication, progress follows naturally.

## Building relationships with customers

One of the most important stages of customer interaction is order and contract negotiation. Establishing clarity and mutual understanding at this stage creates a positive foundation for the entire project and helps build long-term relationships with clients.

## Continuous improvements

Over the years, we have implemented many small improvements in the way we handle processes, documentation, and coordination. These refinements, though gradual, have become time-tested practices that help the organisation operate more smoothly and efficiently.

– *Venugopal Panicker*

Senior Manager – Legal & Commercial

# PROJECT UPDATES



Design, engineering, manufacture and supply of **100 TPD multiseed oil mill** (Sesame, Niger & Black Cumin)

Project location: **EAST AFRICA**

Status: **INSTALLATION COMPLETE**





250 TPD Sunflower prepress with  
200 TPD continuous solvent extraction plant  
Project location: EAST AFRICA | Status: **COMMERCIAL PRODUCTION**



Tank Farms  
Project location: WEST AFRICA  
Status: **HANDED OVER**



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