

Food Processing & Personal Care

Khushi Ram and Behari Lal (KRBL) Ltd.

1. Company Overview & Contact details

Company Details and Overview	
Sector	Food Processing
Turnover	INR 16,313.5 million
Chairman/MD/CEO/President	Mr. Anil Kumar Mittal (Chairman / Chair Person)
No of branches/offices	3 branches; 3 manufacturing facilities
No of subsidiaries	2
Parent Company(If any)	-
Market Capitalisation	INR 4,254.5 million
Company Overview	KRBL is the world's largest rice miller and also the largest exporter of basmati rice. Known for its branded basmati, KRBL is in the business of grain marketing and agro-processing. Having come a long way since its inception in 1889, KRBL is today a fully integrated player, generating other value-added by-products, such as bran oil, de-oiled cakes. It uses rice husks for captive power plants.
Contact Details	5190, Lahori Gate, Delhi 110006 Tel: +91 11-43148400 Fax:+91 11-26548498, +91 11-26548499 Email: investor@krblindia.com Website: http://www.krblrice.com
Rating	Not Rated

2. Management Type & Share holding

The company has a mix of family and professionals in its management.

2.1 Key People

Name	Designation
Mr. Anil Kumar Mittal	Chairman / Chair Person and Managing Director
Mr. Arun Kumar Gupta	Joint Managing Director
Mr. Anoop Kumar Gupta	Joint Managing Director
Mr. Vinod Ahuja	Director
Mr. Shyam Arora	Director
Mr. Ashok Chand	Director
Mr. Ashwani Dua	Director
Dr. N. K. Gupta	Director

2.2 Share Holding Pattern

Category	No. of Shares Held	Percentage
Promoters & Promoters Group	138,047,174	56.78
Institutions	9,791,300	4.03
Non-Institutions	95,273,466	39.19

3. Categories of businesses & Subsidiaries

3.1 Business Areas

Division	Business Descriptions
Procurement	Procures paddy from basmati-growing regions such as Uttaranchal, Haryana, Punjab and Uttar Pradesh, checks for the quality of paddy and conducts various tests related to microbiology and aflatoxin
Seed Development	Looks after a 300-hectare seed farm and a seed grading plant
Research & Development (R&D)	Incorporates modern knowhow and technology to improve and improvise the pre and post harvesting techniques and develops new seed varieties

3.2 Subsidiaries

Subsidiaries	Business /Brands/Products Description
KRBL DMCC	KRBL DMCC is located in Dubai, Emirates. It is focused on farming and agriculture business activities
K.B. Exports Private Limited	Domestic and international air tickets and hotel reservation travel agents and tour operators

4. Growth strategy and business model

With experienced marketing personnel, distributors, dealers and retailers, India Gate commands a significant premium over most other brands in the industry. KRBL has adopted the strategy of attracting retail consumers across all price segments with a variety of retail packs, with product prices varying from INR 30 per kg to INR 149 per kg. The company is also in the business of grain marketing and agro processing. Its energy division, which is in the business of commercial sale of power, has grown quickly over the past few years. Today, The company's energy portfolio consists of bio-mass and wind-power projects.

5. Foreign collaboration

The company does not have any foreign collaboration.

Usher Agro Limited

1. Company Overview & Contact details

Company Details and Overview	
Sector	Food Processing
Turnover	INR 8,117 million
Chairman/MD/CEO/President	Dr. V.K.Chaturvedi (Managing Director)
No of branches/offices	3 manufacturing units
No of subsidiaries	5
Parent Company(If any)	Usher Group
Market Capitalization	INR 2,279.7 million
Company Overview	One of the leading agri-business houses of the country, it is engaged in the production and sale of agricultural products in India. The company was incorporated in 1996 and is based in Mumbai. The company offers raw rice, parboiled/steamed rice, and brown rice as well as husk. It also produces wheat flour, semolina premium, R- <i>aata</i> , whole-meal <i>aata</i> , and bran under the Rasoi Raaja brand name.
Contact Details	422-424, Laxmi Plaza, Laxmi Industrial Estate New Link Road, Andheri (W), Mumbai 400 053 Tel. : +91 22 39381100 Fax : +91 22 39381110 E-mail: usher@usheragro.com Web: http://www.usheragro.com
Rating (CARE)	BBB+ (Fund Based – Long Term)

2. Management Type & Share holding

The company has a mix of family and professionals in its management.

2.1 Key People

Name	Designation
Dr. V.K. Chaturvedi	Managing Director
Mr. Manoj Pathak	Whole Time Director
Mr. Ajay Prakash Arora	Non Executive and Independent Director
Mr. Vijay Ranchan	Non Executive and Independent Director
Mr. P.C. Tiwari	Non Executive and Independent Director

2.2 Share Holding Pattern

Category	No. of Shares Held	Percentage
Promoters and Promoter Group	11,293,752	29.67
Institutions	4,399,096	11.56
Non-Institutions	22,366,191	58.77

3. Categories of businesses & Subsidiaries

3.1 Business Areas

Division	Business /Brands/Products Description
Agro Foods	Engaged in the processing of agro-based products such as rice and wheat-allied products (<i>atta, maida, sooji</i> and such like)
Power	Engaged in generating power using eco-friendly techniques. The power is used for captive use
Oil	Production of packaged edible oil to be sold to retail outlets
Logistics	Dedicated towards the transportation and timely delivery of Usher products
Finance	Looks into the financials of the company

3.2 Subsidiaries

Subsidiaries	Business Description
Usher Eco Power Limited	Sustainable power generation for captive generation
Usher Worldwide FZE	Registered in a Free Zone Establishment (FZE) in the Sharjah Airport International Free Zone (SAIF Zone)
Usher Oil and Foods Limited	Production of packaged edible oil and distribution to retail outlets
Usher Infra Logic Limited	Transportation and timely delivery of the company products
Usher Capitals Limited	Looks after financial aspects of the company

4. Growth strategy and business model

The company is keen to develop its processing capacity. Captive generation is an important step towards the reduction of the production cost. To reduce costs, The company plans to reduce the execution time of the projects. Currently, it has the lowest per tonne cost of execution in the industry.

5. Foreign collaboration

The company does not have any foreign collaboration.

LT Foods Ltd.

1. Company Overview & Contact details

Company Details and Overview	
Sector	Food Processing
Turnover	INR 9,842 million
Chairman/MD/CEO/President	Mr. Vijay Kumar Arora (Chairman & Managing Director)
No of branches/offices	7
Number of Employees	900
No of subsidiaries	8
Parent Company(If any)	-
Market Capitalization	INR 1,577.6 million
Company Overview	The company's flagship brand 'Dawaat' launched in 1980's is now recognized as the leading brand in the industry. The company has a strong nationwide distribution network in the domestic market that sells products such as branded rice, wheat and pulses, healthy snacks, spices and other value-added products like brown flex seeds and cashew nuts.
Contact Details	Plot No. 119, Sector-44, Institutional Area, Gurgaon, Haryana-122002 Tel. : +91-124-3055100 Fax : +91-124-3055160 E-mail: ir@ltgroup.in Web: http://www.ltoverseas.com
Rating	Not Listed

2. Management Type & Share holding

The company has a mix of family and professionals in its management.

2.1 Key People

Name	Designation
Mr. Vijay Kumar Arora	Chairman and Managing Director
Mr. Ashwani Kumar Arora	Joint Managing Director
Dr. V. Nagaraja Naidu	Joint Managing Director
Mr. Ashok Kumar Arora	President-Punjab Operations
Mrs. Radha Singh	Independent Director
Mr. Pramod Bhagat	Independent Director
Mr. Jagdish Chandra Sharma	Independent Director

2.2 Share Holding Pattern

Category	No. of Shares Held	Percentage
Promoter and Promoter Group	15,277,780	58.49
Institutions	3,835,015	14.68
Non-Institutions	7,005,619	26.82

3. Categories of businesses & Subsidiaries

3.1 Business Areas

Division	Business /Brands/Products Description
Rice	Produces different varieties of rice to cater to the different segments of customers
Organic(Pulses, Soya bean, Cashew Nuts, Flaxseeds, Others)	Produces organic rice, pulses, soya bean, cashewnuts, flaxseeds and others

3.2.1 Subsidiaries

Subsidiaries	Business Description
Daawat Foods Limited (DFL)	Daawat Foods Limited (DFL), the majority-owned subsidiary of the company, introduced snacks in the market. It introduced roasted snacks - rice chips, rice cakes and multi-grain <i>namkeens</i> (salty finger food) - under the brand name MyMy (My Health My Taste) in FY2011.
Nature Bio-Foods Ltd (NBFL)	The company has businesses in organic sesame and rice-based value added products such as rice flour. It is looking at exporting organic pulses such as lentils and chickpeas
SDC Foods India Limited	SDC Foods India Limited is capturing potential avenues in staples through its subsidiaries, Expo Services Private Limited and Vedic Spices Private Limited.
LT International Limited	LT International Limited, a subsidiary of the company, is engaged in the trading of merchandise.

4. Growth strategy and business model

A value-accretive business philosophy lies at the core of LT Foods' growth strategy. Strong marketing efforts, based in consumer insights, resulted in marked improvements in both domestic and international market share, particularly in the branded segment. Backward integration initiatives have also been undertaken to usher in cost-effectiveness. Looking for value-addition, The company is exploring opportunities beyond rice and traditional foods. Consumer promotions have taken place across all geographies, including West Indies, Far East, the US, Canada, Europe, South America and Africa. Africa has emerged as a strong growth region in the foods business

5. Foreign collaboration

The company does not have any foreign collaboration.

Kohinoor Foods Private Limited

1. Company Overview & Contact details

Company Details and Overview	
Sector	Food Processing
Turnover	INR 9,611.2 million
Chairman/MD/CEO/President	Mr. Jugal Kishore Arora (Chairman)
No of branches/offices	2 manufacturing units
No of subsidiaries	2
Parent Company(If any)	-
Market Capitalization	INR 847.2 million
Company Overview	Kohinoor Foods Ltd. began its journey in 1989. At present, the company's offerings have a market base in the US, Canada, Australia, New Zealand, the UK, the Middle East and South East Asian countries. In India, Kohinoor Foods Ltd. has network of more than 200,000 retail outlets, 100 super distributors and 600 stockists
Contact Details	Pinnacle Business Tower 10th Floor, Surajkund. Delhi-NCR-121001(India) Tel. : +91-129-424-2222 Fax : +91-129-424-2233 E-mail: Info@kohinoorfoods.in Web: http://www.kohinoorfoods.in/index-2.html
Rating (CARE)	BBB- (Fund Based – Long Term)

2. Management Type & Share holding

The company has a mix of family and professionals in its management.

2.1 Key People

Name	Designation
Mr. Jugal Kishore Arora	Chairman / Chair Person
Mr. Gurnam Arora	Joint Managing Director
Mr. Satnam Arora	Joint Managing Director
Mr. Anil Bhatia	Independent Director/ Non-Executive
Mr. Vijay Burman	Independent Director/ Non-Executive
Mr. Vijay Parkash Agarwal	Independent Director/ Non-Executive

2.2 Share Holding Pattern

Category	No. of Shares Held	Percentage
Promoters	13,644,998	48.40
Institutions	135,901	0.48
Non-Institutions	14,412,325	51.12

3. Categories of businesses & Subsidiaries

3.1 Business Areas

Division	Business /Brands/Products Description
Food Processing Unit	Some of the major products processed by the company are basmati rice, ready to eat range, frozen foods, spices, readymade gravies, ghee and <i>paneer</i> (cottage cheese).

3.2 Subsidiaries

Subsidiaries	Business Description
S.O.L Inc	A fully owned subsidiary based in New Jersey that looks into the US and Canadian markets.
Indo European Foods Limited	A fully owned subsidiary headquartered in London that looks after the European market.

4. Growth strategy and business model

The company's focused approach in the Middle East markets helped it to achieve significant growth. In the rice business, new clients were acquired from countries such as Belgium, Australia, Iran, Israel, Kenya, Kuwait and Saudi Arabia. It added new markets such as Palestine, Israel and Bangladesh.

5. Foreign collaboration

The company set up a joint venture with Rich Rice Raisers Factory LLC based out of Dubai, with a 25 percent stake. It caters to the markets of the Middle East. The company is also working in the retail food business.

McCormick, too, has entered a joint venture with Kohinoor Foods Ltd with an investment of INR 5.2 billion to market and sell basmati rice and other food products in India.

Britannia Industries Ltd

1. Company Overview & Contact details

Company Details and Overview	
Sector	Food Processing
Turnover	INR 50,255.9 million
Chairman/MD/CEO/President	Nusli N Wadia (Chairman)
No of branches/offices	7 branches
No of subsidiaries	17
Parent Company(If any)	-
Market Capitalisation	INR 56,709 million
Company Overview	Britannia Industries Limited (BIL) is a major player in the Indian food market, with a leadership position in bakery category. Its brand portfolio includes Tiger, Marie Gold, Good Day, 50:50 and Treat. The company was founded in March 1918.
Contact Details	Britannia Gardens, Old Airport Road, Vimanapura, Bangalore - 560 017 Tel: +91 80 39400080 Fax: +91 80 25266063 Email: pgovindan@britindia.com Website: Britannia Industries Limited Official Website
Rating (CRISIL)	CRISIL AAA (Proposed Long-Term Bank Facility)

2. Management Type & Share holding

The company has a mix of family and professionals in its management.

2.1 Key People

Name	Designation
Mr. Nusli N Wadia	Chairman
Ms. Vinita Bali	Managing Director
Mr. A. K. Hirjee	Director
Mr. S. S. Kelkar	Director
Mr. Avijit Deb	Director

2.2 Share Holding Pattern

Category	No. of Shares Held	Percentage
Promoters	60,868,345	50.96
Institutions	35,802,367	29.97
Non-Institutions	22,780,103	19.07

3. Categories of businesses & Subsidiaries

3.1 Business Areas

Division	Business / Brand / Product descriptions
Bakery	Comprises biscuits, breads, cake and rusk. In biscuits, Britannia brands have about one-third share. In all the other categories, Britannia is the only national player.
Dairy	Converts milk to value-added products like <i>dahi</i> (yoghurt), cheese and dairy-based beverages.

3.2 Subsidiaries

Division	Business descriptions
Britannia Dairy Private Limited (BDPL)	A wholly owned subsidiary
Daily Bread Gourmet Foods (India) Private Limited (Daily Bread)	A manufacturer of premium gourmet bakery products, including specialty breads, cakes, pastries and cookies which it sells through its own retail stores directly to consumers.
Al Sallan Food Industries Co. SAOC (ASFI)	Makes and sells a select range of Britannia products at its facilities in Sohar, Sultanate of Oman, primarily for Middle Eastern markets.

4. Growth strategy and business model

The company was a strong brand management in place and lays stress on advertising, promotions and displays at point of sale. It has implemented several initiatives in all areas of operations of the dairy segment to create a robust supply chain and build cold-chain capabilities.

5. Foreign collaboration

The company does not have any foreign collaboration.

Jay Shree Tea and Industries Limited

1. Company Overview & Contact details

Company Details and Overview	
Sector	Food Processing
Turnover	INR 6,260.4 million
Chairman/MD/CEO/President	Shri B. K. Birla (Chairman)
No of branches/offices	5
Number of Employees	1001-5000
No of subsidiaries	3
Parent Company(If any)	B.K Birla Group
Market Capitalization	INR 3,611.1 million
Company Overview	Jay Shree Tea and Industries was incorporated on October 27 1945 and is a part of B.K Birla Group. It is the third-largest tea producer in the world. It has 22 tea estates spread across India, with a total area of 9,407 hectares under tea plantation. They have five gardens in Upper Assam, five in Cachar, four in Dooars and Terai, six gardens in Darjeeling and two in South India. It also has two tea-processing factories, which manufacture tea from leaves procured from other gardens.
Contact Details	Industry House, (15th Floor) 10,Camac Street, Kolkata-700 017 Tel. : +91-33-22827531/34 Fax : +91-33-22827535 E-mail: webmaster@jayshreetea.com Web: www.jayshreetea.com
Rating	Not Rated

2. Management Type & Share holding

The company has a mix of family and professionals in its management.

2.1 Key People

Name	Designation
Shri B. K. Birla	Chairman / Chair Person
Shri D. P. Maheshwari	Managing Director
Shri B. M. Khaitan	Director
Shri G. P. Goenka	Director
Shri R. K. Ganeriwala	President and Secretary
Smt. Jayashree Mohta	Director
Shri Vikash Kandoi	Director
Shri S. K. Tapuriah	Director

2.2 Share Holding Pattern

Category	No. of Shares Held	Percentage
Promoters and Promoters Group	15,712,709	54.41
Institutions	876,266	3.03
Non-Institutions	12,288,513	42.55

3. Categories of businesses & Subsidiaries

3.1 Business Areas

Division	Business /Brands/Products Description
Tea	It is the only tea company in India having tea estates in all the major tea growing areas of the country.
Sugar	The company has acquired 100 percent stake in M.P.Chini Industries Ltd.having a sugar factory at Majhaulia in Bihar with a capacity of 4600 TCD, which is being enhanced to 5500 TCD. The factory has co-generation facility of 6 MW and its own sugarcane plantation of around 1000 acres.
Chemicals and Fertilizers	Jay Shree Chemicals & Fertilizers, a chemicals and fertilizers unit, has two factories. One factory is located in Khardah, near Kolkata and another in Pataudi, Haryana. The Kolkata unit manufactures sulphuric acid and single superphosphate and the Pataudi unit manufactures sulphuric acid.

3.2 Subsidiaries

Subsidiaries	Business Description
North Tukvar Tea Company Limited	Exporter, Manufacturer, Import Agent of Indian Tea
Parvati Tea Company Private Limited	Acquired by the company at Makum (Tinsukia) in the state of Assam
Birla Holdings Limited	Birla Group Holdings Private Limited offers loans. It was formerly known as RSN Holdings Limited and changed its name in December 1998. The company was incorporated in 1980 and is based in Mumbai, India
Kijjura Tea Company Limited	Kijjura Tea Co., Ltd. is a producer of tea. The company is based in Uganda. It operates as a subsidiary of Birla Holdings Ltd.
Bondo Tea Estates Limited	Birla Holdings Ltd., UAE, has acquired a 100 percent stake in Kijjura Tea and Bondo Tea, producing around 1.40 million kg of tea per annum in Uganda (East Africa)
Mata Tea Company Limited	The company holds a 60 percent stake. It owns tea estates in the tea-producing belt of East Africa, producing 4.20 million kg of tea per annum

4. Growth strategy and business model

The company has been investing in field and factories to raise the yields and improve the quality. It has acquired tea estates in Africa and a sugar mill in India. Efforts are underway to cut down costs and increase the yield in the gardens.

5. Foreign collaboration

Birla Holdings Ltd. (BHL), as a wholly owned subsidiary of The company in Dubai (UAE), Kijura Tea Co. Ltd. and Bondo Tea Estates Ltd., Uganda are subsidiaries of BHL. Tea Group Investment Co. Ltd. (TGIC), Dubai, a joint venture company with Rwanda Mountain Tea SARL, Rwanda, in East Africa owning 60 percent stake in Mata Tea Co. Ltd., and Gisakura Tea Co. Ltd.

Heritage Foods Limited

1. Company Overview & Contact details

Company Details and Overview	
Sector	Food Processing
Turnover	INR 13,937.9 million
Chairman/MD/CEO/President	Sri D. Seetharamiah (Chairman)
No of branches/offices	Many branches present in 3 states
Number of Employees	Over 3,000
No of subsidiaries	2
Parent Company(If any)	-
Market Capitalization	INR 5,833.9million
Company Overview	<p>The Heritage Group, founded in 1992 by Mr Nara Chandra Babu Naidu, has four-business divisions - dairy, retail, agri and bakery - under its flagship company Heritage Foods (India) Limited (HFIL).</p> <p>Presently, Heritage's milk products have a market presence in Andhra Pradesh, Karnataka, Kerala, Tamil Nadu, Maharashtra and Orissa with retail stores across Bangalore, Chennai and Hyderabad. Integrated agri operations are in Chittoor and Medak districts of Andhra Pradesh. The bakery division is at Uppal and Hyderabad in Andhra Pradesh</p>
Contact Details	<p>6-3-541/C, Panjagutta, Hyderabad, AP. Tel. :+91 40 - 23391221/222 Fax :+91 40 – 23318090 E-mail: hfil@heritagefoods.co.in Web: www.heritagefoods.co.in</p>
Rating (CRISIL)	BB+ (Long-Term Bank Facility)

2. Management Type & Share holding

The company has a mix of family and professionals in its management.

2.1 Key People

Name	Designation
Sri D. Seetharamiah	Chairman / Chair Person
Dr. A. Appa Rao	Director
Dr. V. Nagaraja Naidu	Director
Dr. N. R. Sivaswamy	Director
Sri N. P. Ramakrishna	Director
Smt N. Bhuvaneshwari	Vice-Chairman & Managing Director
Sri Lokesh Nara	Executive Director

2.2 Share Holding Pattern

Category	No. of Shares Held	Percentage
Promoter and Promoter Group	5,320,747	46.15
Public Shareholding	1,157,925	10.04
Non-Institutions	5,050,828	43.81

3. Categories of businesses & Subsidiaries

3.1 Business Areas

Division	Business /Brands/Products Description
Dairy	Heritage is known for its standard and premium range of milk and milk products. The company is based in Hyderabad with a presence in Andhra Pradesh, Tamil Nadu, Karnataka, Kerala and Maharashtra.
Heritage Retail	It is a chain of retail stores promoted by Heritage Foods - the leading dairy brand in South India.
Agri Business	Aims at cost-effective production of food and vegetables. It ensures a stable income to farmers by eliminating middle-men and hassles of marketing
Bakery	The bakery unit started manufacturing in 2007 with cookies and muffins. Today, it manufactures brownies, croissants, quiches, sandwiches and cakes.

3.2 Subsidiaries

Subsidiaries	Business Description
Heritage Foods Retail limited	Wholly owned sbsidiary
Heritage Conpro Limited	Wholly owned subsidiary

4. Growth strategy and business model

The company's priorities are to drive revenue through brand relevance, differentiation and to enhance profitability through cost competitiveness. This includes strengthening current brands through product design, improved delivery and introducing new differentiated higher margin products. The company has implemented several initiatives in all areas of operations to create an efficient supply chain. It has set a target to integrate manufacturing and logistics and industrializing the set of manufacturing practices and technologies it has built to date.

5. Foreign collaboration

The company does not have any foreign collaboration.

REI Agro Ltd

1. Company Overview & Contact details

Company Details and Overview	
Sector	Food Processing
Turnover	INR 42,254.8 million
Chairman/MD/CEO/President	Shri Sanjay Jhunhunwala (Chairman / Chair Person)
No of branches/offices	3 manufacturing units
No of subsidiaries	4
Parent Company(if any)	-
Market Capitalisation	INR 9,637.3 million
Company Overview	REI Agro Ltd was established in 1994 with a vision to consolidate the fragmented basmati-rice industry. The company offers a wide range of brands like Raindrops ELG (Extra Long Grain), Raindrops Gold Supreme, Raindrops Gold Royal, Raindrops Gold Super, Raindrops Supreme, Raindrops Royal, Raindrops Select, Raindrops Super, Raindrops Popular, Raindrops Daily and Raindrops Rozana.
Contact Details	311, B, C and D, 2nd Floor DLF South Court, Saket New Delhi-110017 Tel: 91 33 22482248/22435029 Fax: +91 33 2248 4787 Website: http://www.reiagro.com
Rating (CARE)	A+ (Debentures – Long Term)

2. Management Type & Share holding

2.1 Key People

Name	Designation
Shri Sanjay Jhunhunwala	Chairman / Chair Person
Shri Sandip Jhunhunwala	Vice Chairman cum Managing Director
Dr. ING N. K. Gupta	Independent Non-Executive Director
Shri A. Chatterjee	Independent Non-Executive Director
Shri K. D. Ghosh	Independent Non-Executive Director

2.2 Share Holding Pattern

Category	No. of Shares Held	Percentage
Promoter and Promoter Group	482,018,232	50.53
Institutions	362,526,983	38.00
Non-Institutions	109,461,399	11.47

3. Categories of businesses & Subsidiaries

3.1 Business Areas

Division	Business / Brand / Product Descriptions
Basmati Rice Processing	This division uses ultramodern technologies to produce quality basmati rice.

3.2 Subsidiaries

Division	Business Descriptions
Ammalay Commoditiess JLT	Wholly owned subsidiary incorporated at Dubai
Holy Stars Ltd	Wholly owned subsidiary incorporated in Mauritius
Auckland Holdings Ltd	Wholly owned subsidiary incorporated in Mauritius
Orient Agro (M) Ltd	Wholly owned subsidiary incorporated in Mauritius

4. Growth strategy and business model

The company mainly focuses on the manufacturing business. It is keen to increase both the visibility and availability of brands by developing channels of distribution. The company also hopes to increase its brand presence through 6Ten retail outlets. The company is one of the few basmati-processing companies with an integrated business model.

5. Foreign collaboration

The company does not have any foreign collaboration.

Kwality Dairy (India) Limited

1. Company Overview & Contact details

Company Details and Overview	
Sector	Food Processing
Turnover	INR 23,946.3 million
Chairman/MD/CEO/President	Mr. Sanjay Dhingra (Chairman & M.D)
No of branches/offices	1
No of subsidiaries	1
Parent Company(If any)	-
Market Capitalization	INR 6,380.1 million
Company Overview	Kwality Dairy (India) Limited is India's premier dairy foods company. An average of 25,000 litres of milk is procured every day from its collection centres situated at Fatehabad and Rania in Haryana. Each centre covers about 100 villages spread over 8-10 procurement routes. Every village-level milk-collection point has 80-90 farmers bringing milk, providing employment to nearly 8,000 farmers
Contact Details	KWALITY House, F-82, Shivaji Place, Rajouri Garden New Delhi—110027 Tel: +91 129-2205323 0129-2205332 Fax: +91 129-2205332 Email: info@kdil.in Website: http://www.kdil.in
Rating (Fitch)	Fitch BBB+ (Long Term), A2 (Short term)

2. Management Type & Share holding

The company is professionally managed.

2.1 Key People

Name	Designation
Mr. Sanjay Dhingra	Chairman & M.D
Mr. Sidhant Gupta	Executive director
Mr. Arun Srivastava	Independent Director
Mr. Rattan Sagar Khanna	Independent Director

2.2 Share Holding Pattern

Category	No. of Shares Held	Percentage
Promoter and promoter group	152,154,714	74.88
Institutions	271,108	0.13
Non – Institutions	50,760,612	24.98

3. Categories of businesses & Subsidiaries

3.1 Business Areas

Division	Business /Products/Brands Descriptions
Dairy & Nutrition	Pure ghee, curd, <i>paneer</i> , milk, dairy mix, sweet and flavoured milk, yogurt, pasteurized table butter

3.2 Subsidiaries

Subsidiaries	Description
Kwality Dairy Products – FZE	The company deals in various milk-based products and exports skimmed milk powder, whole milk powder and various derivatives of milk, ghee, butter and other dairy products to the UAE.

4. Growth strategy and business model

The company is planning to increase the sales of various dairy products. It forayed into direct procurement of milk through producer-based milk procurement system by setting up milk chilling centers (MCC) at different locations in North India. KDIL is providing automatic milk collection unit (AMCU) at every village-level collection centre (VLCC). It has planned to increase the number of milk chilling centers in future to procure clean, hygienic and wholesome raw milk. The company is keen to launch new products and is actively looking at brand promotion as a part of its growth strategy.

5. Foreign collaboration

Name of the Company	Description
APV Anhydro Pasilac AS, Denmark	A technical collaboration for design back up for new range of products.

Dabur India Limited

1. Company Overview & Contact details

Company Details and Overview	
Sector	Personal Care, Home Care & Food Processing
Turnover	INR 37,980.5 million
Chairman/MD/CEO/President	Dr. Anand Burman (Chairman / Chair Person)
No of branches/offices	24
Number of Employees	5,650
No of subsidiaries	10
Parent Company(If any)	-
Market Capitalisation	INR 22,490 million
Company Overview	<p>Dabur India Ltd. (Dabur), a leading Indian fast moving consumer goods (FMCG) company, was established in 1884 as a small pharmacy based in Calcutta (now Kolkata). Since then, it had gone on to become an INR 22 billion company (as of 2007). Dabur operates in key consumer products categories like Hair Care, Oral Care, Health Care, Skin Care, Home Care and Foods. The company has a wide distribution network, covering over 3.4 million retail outlets with a high penetration in both urban and rural markets.</p> <p>The company has two major strategic business units (SBU) – Consumer Care Division and Consumer Health Division. The products of Dabur are marketed in more than 60 countries.</p>
Contact Details	<p>8/3, Asaf Ali Road New Delhi Delhi 110002 Tel: +91 11-23253488 Fax: +91 11-23276739 Email: investors@dabur.com Website: http://www.dabur.com</p>
Rating	CRISIL AAA (Long Term Facilities), CRISIL A1+ (Short Term facilities)

2. Management Type & Share holding

2.1 Key People

Name	Designation
Dr. Anand Burman	Chairman / Chair Person
Mr. Amit Burman	Vice Chairman
Mr. Saket Burman	Director
Mr. Mohit Burman	Director
Mr. P. D. Narang	Director
Mr. Sunil Duggal	Director
Mr. R. C. Bhargava	Director

2.2 Share Holding Pattern

Category	No. of Shares Held	Percentage
Promoters	1,196,738,850	68.66
Institutions	429,703,589	24.65
Non-Institutions	116,478,772	6.68

3. Categories of businesses & Subsidiaries

3.1 Business Areas

Division	Business /Products/Brands Descriptions
Healthcare	Dabur's Health Care range offers a wide range of Ayurvedic and natural products that offer complete care for varying individual needs. Products are derived from the time-tested heritage of Ayurveda, and backed by the most modern scientific test & trials that ensure unfailing quality and safety. Dabur chyawanprash and digestive tablets – Hajmola are the two major products of the segment.
Personal care	Dabur presents a range of Herbal & Ayurvedic Personal Care products, created to make you look and feel good. Bringing together the gentle touch of nature and Ayurveda's wisdom, the range covers categories like Hair Care, Skin Care and Baby Care.
Foods	The food division has pioneered the concept of packaged fruit juices in India way back in 1997, offering range of products such as real Fruit Juice, Burrst Fruit Beverage among others.
Home Care	Dabur India Ltd has a portfolio of products belonging to the home care segment. The segment offers a low market share due to immense competition in the segment.
Consumer Health	The consumer health division is solely dedicated to promote marketing of Ayurvedic products of the company.
Professional range	The segment deals with professional grooming products available exclusively for parlours and saloons across the country.

3.2 Subsidiaries

Subsidiaries	Description
Dabur International	Dabur International is a wholly owned subsidiary of Dabur India and is headquartered in Dubai, UAE. The company is engaged in the manufacturing, import, export, warehousing and distribution of beauty care and health care products for the international business wing of the company.
H&B Stores, Ltd.	Dabur operates its specialized beauty retail business under the brand 'New U'. This business is operated under Dabur's wholly-owned subsidiary H&B Stores Ltd. The stores merchandize a wide range of beauty care products and are located in premium high footfall malls. The store count at the end of fiscal 2011-12 stood at 47, with outlets spread across North and South India.

4. Growth strategy and business model

Dabur's strategic business unit, Consumer Care Division (CCD) focused on Healthcare, Home & Personal Care and Foods and Consumer Health Division (CHD) focused on over-the-counter (OTC) healthcare brands and traditional Ayurvedic medicines were integrated into a unified structure or SBU called Consumer Care Business.

During the year, The company undertook two major distribution related initiatives in domestic business. The first initiative was to enhance the quality of the distribution channel by leveraging scale of a unified business. The sales structure has now been aligned along three distinct categories – Home & Personal Care, Health Care and Foods. The second distribution initiative, which is still work in progress, is focused on significantly increasing the reach of brands to rural areas.

5. Foreign collaboration

The company did not have any foreign collaboration in FY2012.

Emami Limited

1. Company Overview & Contact details

Company Details and Overview	
Sector	Personal Care
Turnover	INR 14,142.5 million
Chairman/MD/CEO/President	Mr. R. S. Agarwal (Chairman)
No of branches/offices	7 Manufacturing Units, 5 regional sales offices and 32 depots
Number of Employees	2,500
No of subsidiaries	5
Parent Company(If any)	Emami Group
Market Capitalization	INR 88,517.4 million
Company Overview	Emami Limited is engaged in the business of manufacturing and marketing personal care, healthcare and beauty products. The company's portfolio comprises more than 300 products. Its products include oils, talcum powders, creams, balms, medicines and cosmetics. Over the years, Emami invested in a pan-India distribution network comprising more than 3,500 distributors, 160 super-stockists, 4,000 sub-stockist, 5,00,000 retailers and five mother warehouses (cumulative storage capacity of 278,000 sq. ft.). Emami's products are available in more than 60 countries with a market leadership in some. The Company has manufacturing units located in Kolkata (West Bengal), Guwahati (Assam), Pantnagar (Uttaranchal), Vapi (Gujarat), Silvassa (Dadra & Nagar Haveli) and Talasari (Maharashtra). Emami International Marketing Division (IMD) reaches consumers across nearly 61 countries with the MENA, Africa, CIS, SAARC and SEA regions being the key regions of focus.
Contact Details	Emami Tower, 687, Anandapur,,E M Bypass Kolkata West Bengal 700107 Tel: +91 33-66136264 Fax: +91 33-66136600 Email: investors@emamigroup.com Website: http://www.emamigroup.com
Rating (CARE)	CARE AA+ (Long Term Debt Instruments), CARE A1+ (Short Term Debt Instruments)

2. Management Type & Share holding

The management is a mix of family and professionals

2.1 Key People

Name	Designation
Mr. R. S. Agarwal	Chairman
Mr. Sushil Kr Goenka	Managing Director
Mr. R. S. Goenka	Whole Time Director
Mr. Viren J Shah	Director
Mr. S. K. Todi	Director
Mr. S. B. Ganguly	Director
Mr. Vaidya S Chaturvedi	Director
Mr. A. V. Agarwal	Director

2.2 Share Holding Pattern

Category	No. of Shares Held	Percentage
Promoter and Promoter Group	110,059,238	72.74
Institutional Investors	28,282,795	18.69
Non-Institutional Investors	12,969,713	8.57

3. Categories of businesses & Subsidiaries

3.1 Business Areas

Division	Business/Brands/Product Description
Hair Care	Navratna, Navratna Oil Lite, Navratna Extra Thanda
Personal care including skin creams, soaps and lotion	Fair and handsome, Malai Kesar cold cream, Boroplus Antiseptic Cream
Talcum powders	Boroplus Prickly Heat Powder, Navratna Cool Talc
Child Care Products	Baby Massage Oil
Rebefacients	Mentho Plus
Ayurvedic health care products	Sonachandi Amritprash

3.2 Subsidiaries

Name	Description
Emami U.K. Limited	Incorporated in the UK, 100 % subsidiary of the company.
Emami Bangladesh Limited	Incorporated in Bangladesh, 100 % subsidiary of the company.
Emami International FZE	Incorporated in the UAE, 100 % subsidiary of the company.
Emami Overseas FZE	Incorporated in the UAE, Subsidiary of Emami- International FZE.
Emami Pharmederm SAE Co.	Incorporated in Egypt, Subsidiary of Emami- International FZE.

4. Growth strategy and business model

Significant investment in brand promotion is one the key growth strategies followed by Emami limited. The investment in brands increased to INR 2,290 million in FY2011-12 from INR 2,190 million in FY2010-11. The brand expenditure as a proportion of revenues was 15.8 percent in FY2011-12. The company have strengthened its rural presence and enhanced the availability of the products across 3.6 million retail outlets.

5. Foreign collaboration

The company does not have any foreign collaboration.

Marico Limited

1. Company Overview & Contact details

Company Details and Overview	
Sector	Personal care
Turnover	INR 29,792.8 million
Chairman/MD/CEO/President	Mr. Harsh Mariwala (Chairman & Managing Director)
No of branches/offices	7
Number of Employees	3,066
No of subsidiaries	20
Parent Company(If any)	-
Market Capitalization	INR 147,476.9 million
Company Overview	<p>Marico is one of India's consumer products & services companies in the global beauty and wellness space. The company was initially incorporated in 1988 under the name Marico Foods Limited but later in 1989 the name was changed to Marico Industries limited.</p> <p>Marico is present in more than 25 countries across Asia and the African continent. now owns popular brands like Set Wet, Livon, Zatak, and other personal care brands thereby strengthening its portfolio for the youth and creating a significant presence in the male grooming and post hair wash segments. Marico's international portfolio includes brands like Fiancée, Haircode, Camelia, Aromatic, Caivil, Hercules, BlackChic, Code 10 and Ingwe. Marico's international portfolio includes brands like Fiancée, Haircode, Camelia, Aromatic, Caivil, Hercules, BlackChic, Code 10 and Ingwe.</p>
Contact Details	<p>7th Floor, Grande Palladium, 175, CST Road, Kalina,,Santacruz (East). Mumbai Maharashtra 400098 Tel: +91 22-66480480 Fax: +91 22-66490112 Email: Marico - Consumer Products Beauty Products Skin Care Products Hair Care Consumer Products India Website:http://www.marico.com</p>
Rating	

2. Management Type & Share holding

The company is professionally managed.

2.1 Key People

Name	Designation
Mr. Harsh Mariwala	Chairman & Managing Director
Mr. Atul Choksey	Director
Mr. Hema Ravichandar	Director
Mr. B. S. Nagesh	Director

2.2 Share Holding Pattern

Category	No. of Shares Held	Percentage
Promoters	385,288,520	59.78
Institution	213,486,559	33.12
Non-Institutions	45,780,220	7.10

3. Categories of businesses & Subsidiaries

3.1 Business Areas

Division	Business /Products/Brands Descriptions
Hair Care	Parachute, Hair and Care, Nihar, Mediker
Personal care including skin creams , soaps and lotion	Manjal, Camelia, Aromatic
Services	Kaya Skin Clinic
Edible oils	Saffola

3.2 Subsidiaries

Name	Description
Kaya Limited	Kaya now offers skin care solutions –technology-led cosmetic dermatological services and products – through 107 clinics: 82 in India across 26 cities, 19 in the Middle East and 2 in Bangladesh, in addition to the 4 Derma Rx clinics and medi-spas in Singapore and Malaysia.
Marico Middle East FZE	Marico Middle East FZE engages in the distribution of hair creams and oils in UAE. The company was incorporated in 2005 and is based in Dubai, United Arab Emirates. Marico Middle East FZE operates as a subsidiary of Marico Ltd.
Marico Malaysia Sdn	Marico Malaysia Sdn engages in distribution of Parachute and Nihar coconut oil. The company is based in Malaysia. Marico Malaysia Sdn is a subsidiary of Marico Middle East FZE.
Marico South Africa (Pty) Limited (MSA)	Marico South Africa (Pty) Limited manufactures and distributes hair care, skin care, and health care products. The company was formerly known as Enaleni Pharmaceuticals Consumer Division (Proprietary) Ltd. and changed its name in November 2007. The company was founded in 1977 and is based in Durban, South Africa. Marico South Africa (Pty) Limited operates as a subsidiary of Marico Ltd.

4. Growth strategy and business model

Marico's business model is based on focused growth across all its brands and territories driven by continuously improving value propositions to consumers, market expansion and widening of retail reach. Marico aims to be the leader in each of the businesses; by heightened sensitivity to consumer needs, setting new standards in the delivery and quality of products and services through processes of continuous learning and improvement.

5. Foreign collaboration

The company does not have any foreign collaboration.