



Enriching Performance

Annual Report, 2012



KWALITY DAIRY (INDIA) LIMITED

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Letter to Shareholder



During the year 2011-12, KDIL has continued its strong performance from the previous years. KDIL recorded an increase in revenue by 49% from ₹1608 last year to ₹2395 Crores during the current year and in net profit by 98% from ₹46 Crores last year to ₹91 Crores during the current year. This year our achievements have even greater significance because we have grown while the world is reeling under economic regression. We continue to be one of the fastest growing dairy companies in India. The strong performance is the result of our continued focus on customer needs and investments in technology.

Amongst many of our achievements, the most significant is the immense trust that our consumer, our business partners and the communities have shown in us. It is this trust that has contributed to the increase in our market share of all products significantly. During the year we launched various fresh dairy products and have expanded our distribution network in the existing markets and have opened several new markets.

I believe there is greater scope for growth as we expand our operations by going international. Our wholly owned subsidiary has obtained a license for dealing in various milk-based products. This subsidiary will import products to UAE and sell those in the home market and abroad. It has achieved the revenue of AED 1.56 crores and net profit of AED 0.10 crores in the first 4 months of its incorporation ended March 31, 2012.

I acknowledge with gratitude the support given by our bankers, insurers, management consultants, suppliers, transport contractors, C&F agents, distributors and retailers in managing our growth and being partners in success. I expect their continued fruitful alliance in times to come.

Most important of all, the patronage of our consumers is cherished by us. They have come to regard our brands as a synonym of quality and value. As I express my heartfelt gratitude to them, I assure them that we shall continue to strive to delight them.

Lastly, I extend my hearty congratulations to the entire team of KDIL, who have risen together to meet challenges head on, and ensured that the positive growth continues. I thank the officers and staff for their perseverance, loyalty and unflinching devotion to our cause.

Thanking you,

Sanjay Dhingra
Chairman & Managing Director

Corporate Information ▶

Board of Directors

Sanjay Dhingra (Chairman & Managing Director)
Sidhant Gupta (Executive Director)
Dr. Rattan Sagar Khanna (Independent Director)
Arun Srivastava (Independent Director)

Company Secretary

Ms. Deepa Kapoor

Statutory Auditors

P.P. Mukerjee and Associates
11, Pratap Enclave, Mohan Garden,
New Delhi-110059

Registered Office

Village Softa, Tehsil & Distt. Palwal,
Faridabad, Haryana-121004

Corporate Office

KDIL HOUSE: F-82, Shivaji Place,
Rajouri Garden, New Delhi-110027

Listing Detail

National Stock Exchange of India Limited
Bombay Stock Exchange Limited

Depositories Detail

National Securities Depository Limited
Central Depository Securities (India) Limited

Bankers

Bank of India
Bank of Baroda
Andhra Bank
Dena Bank
Allahabad Bank
Central Bank of India
ICICI Bank
IDBI Bank
Dhanalaxmi Bank
Corporation Bank

Registrar & Transfer Agent

Beetal Financial & Computer
Services (P) Ltd.
Beetal House, 3rd Floor, 99
Madangir, Behind Local
Shopping Centre,
Near Data Harsukhdas Mandir,
New Delhi-110062

Key Trends (FY 2008-2012) ▶ ₹ in Crores

2012

Revenue

EBITDA

Net Profit

EPS (₹)

2394.63

165.26

90.99

*4.48

2011

1608.04

99.73

45.94

*2.26

2010

1054.12

50.23

17.95

*0.99

2009

582.80

27.20

9.38

**5.16

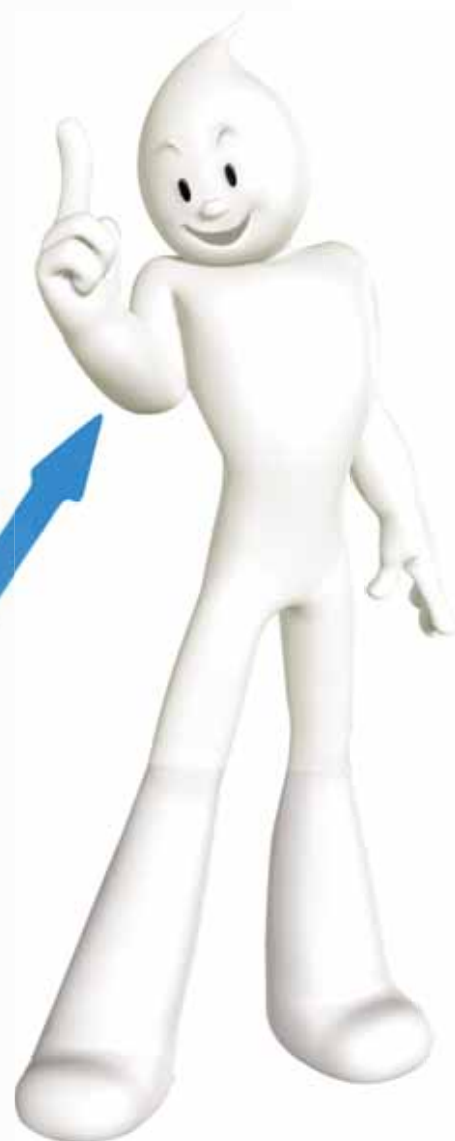
2008

333.04

13.30

4.62

**2.54



*Equity Shares of Face value of ₹1/- each

**Equity Shares of Face value of ₹10/- each

Our Product Portfolio

LOW CHOLESTEROL GHEE - LIVLITE

KDIL is poised to revolutionize the dairy industry with its new range of products. In its endeavor to produce nutritious and innovative products, it is proud to launch India's first Low Cholesterol Pure Ghee, Dairy Best Livlite.

The first-of-its-kind, Livlite has been developed and patented by National Dairy Research Institute (NDRI) Karnal, of ICAR and licensed by National Research and Development Corporation (NRDC), which is a Government of India body. It is the only pure ghee available with 85% Less Cholesterol. A product of many years of research, Livlite keeps the traditional form, color, aroma, consistency, texture and flavor of ghee intact and has a shelf life of twelve months.

Available in:

RT Packs - 194 ml, 400 ml, 800 ml & 970 ml pack

Tin- 400ml, 800ml & 1ltr



PURE GHEE

Dairy Best Desi Ghee is produced from directly supplied fresh milk of the highest quality. The ghee is manufactured under the most hygienic conditions, using the most modern equipment and is completely untouched by hand. The combined factors ensure that it is tasty, has a traditional granular texture and gives off a rich and mouth-watering aroma, and is healthy too. It contains plenty of antioxidants, easily absorbs vitamins and minerals from other foods and helps strengthen the body's immune system, and high concentrations of butyric acid that inhibits the growth of cancerous tumours. Our Pure Ghee has been awarded the "AGMARK" certification by the Ministry of Agriculture, Government of India.

Available in:

RT - 194ml, 400ml, 485 ml, 800ml & 970 ml,

Poly Pack - 480 ml, 970 ml, 1.940 ltr, and 4.850 ltr

Tin containers – 400 ml, 485 ml, 800 ml, 975 ml, 1.94 ltr, 4.85 ltr & 15 kg

Jars - 194 ml, 480 ml, 970 ml, 1.940 ltr, and 4.850 ltr



100% PURE COW GHEE

Kwality's 100% Pure Cow Ghee is another high value product manufactured exclusively from fresh cow's milk. Such is its quality that it has come to set the standard in the perceptive and ghee appreciating hinterland of Delhi, Punjab, Rajasthan and Haryana.

The 100% Pure Cow Ghee is totally automated and machine manufactured. It is untouched by human hand and thus is hygienic. Its pale perfect yellow has a pleasant look and gives off a rich appetizing aroma. The texture of the ghee is granular in the manner of traditional home-made ghee. This is highly appreciated by our customers.

Available in:

RT - 194ml, 400ml, 485 ml, 800ml & 970 ml,
Poly Pack - 480 ml, 970 ml, 1.940 ltr, and 4.850 ltr
Tin containers - 400 ml, 485 ml, 800 ml, 975 ml, 1.94 ltr, 4.85 ltr & 15 kg
Jars - 194 ml, 480 ml, 970 ml, 1.940 ltr, and 4.850



WAKE UP - INSTANT DAIRY CREMER

Contains milk solids, milk fat sucrose, and emulsifiers.

It is appropriate for making milk, tea, coffee, curd, lassi, mishthi doi, milk shake, ice cream, pudding and sweets. It is granular, free flowing, lump free and is white in color.

Available in:

5 gm - specially designed for railways, flight catering, and hotels etc.
25 and 50 gm - pouch pack
200 gm and 500 gm - poly jar
1kg - laminated pouch



SKIMMED MILK POWDER

Skimmed Milk Powder is made from fresh milk and is completely free from artificial flavors and colors. It can be used for making milk, tea, coffee, curd, lassi, mishti doi, milk shake, ice cream, pudding and sweets. It has less than 1.5 % less fat content and has no added colours.

Available in:

500 gm and 1 kg laminated pack



◀ New Launches

At Kwality Dairy India Limited, we continue our journey of evolution and innovation to deliver delightful new products for our customers. This year we have initiated the launch of the fresh dairy products that have been positively received and continue to be bestsellers.

MILK IN POUCHES

Dairy Best Nutrified Milk is enriched with more vital minerals and vitamins. Compared to normal milk, Dairy Best Nutrified Milk has more Calcium and Vitamins A & D. It also contains Vitamin B2 for releasing the body's energy and Vitamin B12 for blood formation and healthy growth. It thus promises stronger bone development in the formative years, better muscle strength and a tougher immune system, in short a strong foundation for life, for your child.

Dairy Best Nutrified Milk is available in 3 variants:

Dairy Best Full Cream Milk (Both in 1 ltr & Half ltr)

Dairy Best Toned Milk (Both in 1 ltr & Half ltr)

Dairy Best Double Toned Milk (Half ltr)



DAIRY BEST
Nutrified Milk.

Double Toned Milk
Enriched with Calcium and Vitamins A & D
Jug Jug Jiyol

Full Cream Milk
Enriched with Calcium and Vitamins A & D
Jug Jug Jiyol

Pasteurized Toned Milk
Enriched with Calcium and Vitamins A & D
Jug Jug Jiyol

- Extra Calcium**
 - Helps in building stronger bones and teeth.
 - Helps pregnant women in the development of child.
- Extra Vitamin A**
 - It is essential for healthy eyes.
 - Helps in maintaining healthy respiratory system thus avoiding asthma and other diseases.
 - It is important for glowing skin.
- Extra Vitamin B12**
 - Helps in absorbing calcium and phosphate in the body.
 - Helps in building a strong immune system and fighting infection.
 - Vitamin B2 is for releasing body's energy and Vitamin B12 for blood formation and healthy growth.
 - Vitamin B12 also helps in maintaining a healthy digestive system and carbohydrate-to-energy conversion.

KDIL
KWALITY DAIRY (INDIA) LIMITED
Visit us at www.kdil.in or call toll free at 1800 103 5343



CURD

We launched our variety of Curd to give customers greater choice. As curd is a staple and popular food of every Indian household, we are capturing the imagination of consumers with our 100% pure and high quality pasteurized toned cow's milk. It has all the goodness of natural calcium, is thick, consistent, delicious and easy to digest.

Available in different packaging like:

Matka - 1 kg, 2kg, 5kg & 15kg

Pouch - 500gm, 1kg

Cup - 80gm, 200gm & 400gm



PANEER

Kwality Dairy India Limited launched yet another pure product made from fresh milk, paneer (cottage cheese). This traditional milk product is an absolute favourite in households all over the country and consumed in different forms, raw or cooked. In line with our commitment to quality, we have ensured that the paneer we produce is totally pure and the softest our customers have ever tasted. Paneer is known to be a very valuable source of protein and we ensure that our product maintains all the healthy nutrients and conforms to the strictest testing and quality standards. Our paneer is available in masala variety and in 200gm packs, 400gm, 1kg & 5kg Brick to be launched.

