



M. K. SHAH EXPORTS LIMITED

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SEASIDE



We hope you enjoy this  
hand made blend, put  
together by our expert  
tea tasters.

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M.

Tea  
THAT PROMISES  
QUALITY







**M. K. SHAH EXPORTS LTD.** is a family owned tea company based out of India. Founded in 1960 by Sri. Mukundray Shah, the company traces back its roots to the lanes of Kolkata's famous 'Bagri market', where they sold blended teas from a humble retail outlet. This retail shop soon turned into a brokering firm, which later progressed into an international export house, before finally developing into the multinational company that it is today.

With a steady stream of acquisitions, developments and close to three decades worth of experience in the manufacture and production of orthodox and ctc teas, MKSEL has grown to become the largest manufacturer of orthodox tea in India. As of 2019, their burgeoning portfolio comprises of 14 tea estates spread across the banks of Assam (India) and DRC (Africa), putting their total tea production at approximately 19 million kgs per annum. MKSEL has a global presence with offices in Mumbai, Kolkata, Dubai and Bukavu, with regular exports of tea to countries such as Germany, US, Canada, UK, , Dubai, Netherlands, Saudi Arabia, Japan, Sri Lanka, Russia, Kazakhstan, and The Democratic Republic of Congo, amongst others.

MKSEL's journey from a local tea broker to one of India's top tea manufacturers and exporters has spanned three generations and nearly half a century. The company is currently spearheaded by their chairman Mr. Himanshu Shah, who along with his son Mr. Jaydeep Shah divide their time between the offices in Mumbai and Kolkata.

## ESTATE DETAILS

| TEA ESTATE            | AREA<br>ha. under tea | TOTAL<br>area ha. | CROP<br>million kg. | TEAM | TEA              |
|-----------------------|-----------------------|-------------------|---------------------|------|------------------|
| Koilmari Tea Estate   | 837.96                | 1244              | 2.10                | 1600 | Orthodox         |
| Majulighur Tea Estate | 615                   | 961               | 1.40                | 1225 | Orthodox         |
| Gingia Tea Estate     | 438.90                | 543               | 1.05                | 969  | Orthodox         |
| Seajuli Tea Estate    | 293.63                | 372               | 0.70                | 533  | Orthodox         |
| Singlijan Tea Estate  | 271.08                | 432               | 0.60                | 533  | Orthodox         |
| M'bayo Tea Estate     | 700                   | 1500              | 2.00                | 1800 | CTC and Orthodox |
| Baghjan Tea Estate    | 575                   | 776               | 1.5                 | 1163 | Orthodox         |



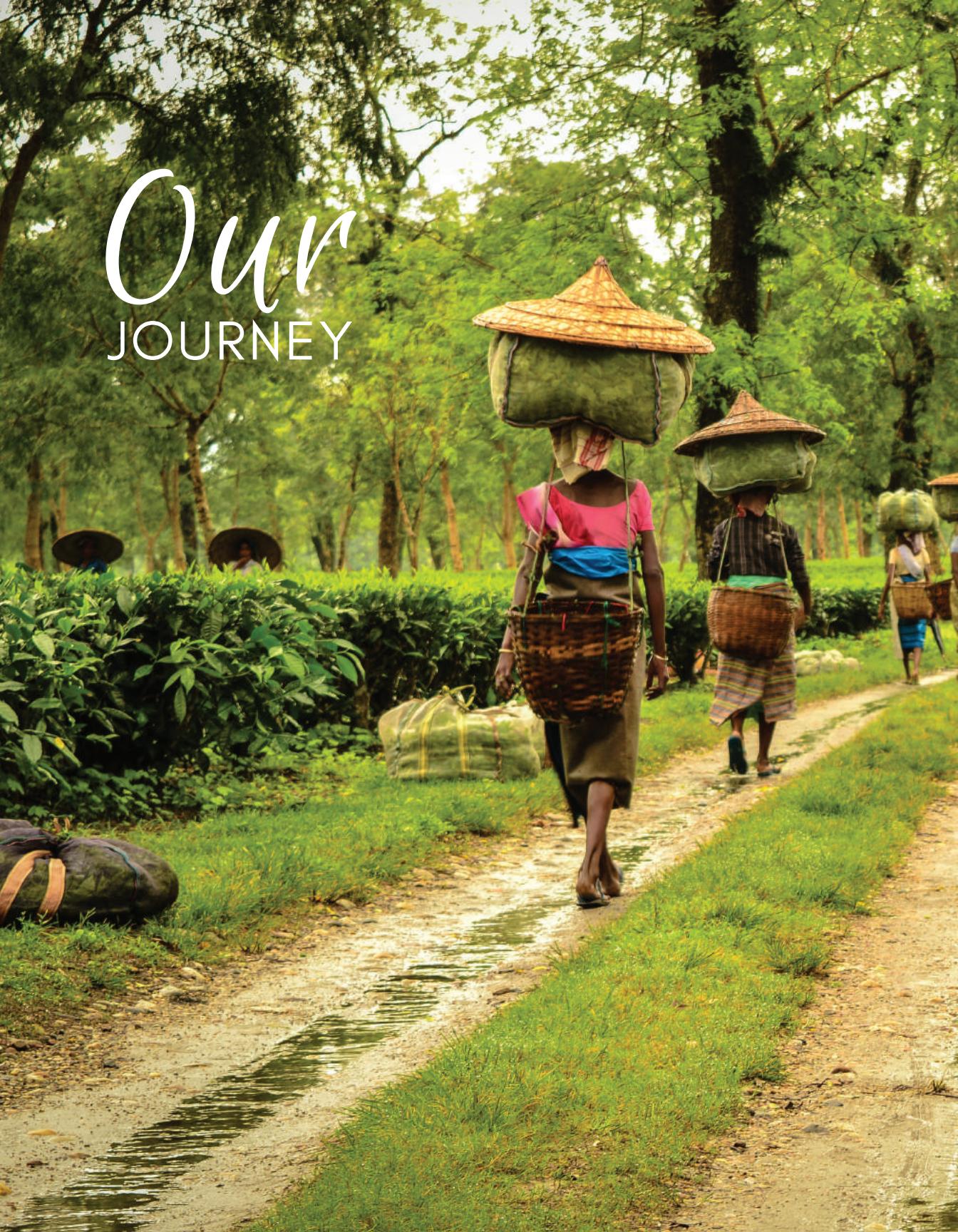
## ESTATE DETAILS

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|-----------------------|-----------------------|-------------------|---------------------|---------------|------------------|
| Bordubi Tea Estate    | 897                   | 1216              | 2.00                | 1784          | CTC and Orthodox |
| Koomsong Tea Estate   | 699                   | 973               | 1.58                | 1312          | CTC and Orthodox |
| Phillobari Tea Estate | 406                   | 584               | .85                 | 957           | Orthodox         |
| Beesakopie Tea Estate | 669                   | 1160              | 1.25                | 1169          | CTC and Orthodox |
| Raidang Tea Estate    | 936                   | 1978              | 1.95                | 1984          | CTC and Orthodox |
| Samdang Tea Estate    | 889                   | 1821              | 1.65                | 1691          | Orthodox         |
| Daimukhia Tea Estate  | 587                   | 840               | 1.00                | 951           | CTC and Orthodox |
|                       | <b>8814.57</b>        | <b>14,400</b>     | <b>19.63</b>        | <b>17,671</b> |                  |

\* All tea estates are compliant with the following certifications: GMP, ISO 22000, HACCP, Ethical Tea Partnership, Rainforest Alliance & trustea.



# Our JOURNEY



|             |  |   |
|-------------|--|---|
|             |  | <b>DOOM DOOMA PLANTATIONS</b>   |
|             |  | <b>CTC &amp; Orthodox Tea</b>   |
| <b>2018</b> |  | Koomsong Tea Estate      Raidang Tea Estate<br>Phillobari Tea Estate      Samdang Tea Estate<br>Bordubi Tea Estate      Beesakopie Tea Estate<br>Baghjan Tea Estate      Daimukhia Tea Estate |
|             |  | <b>DEMOCRATIC REPUBLIC OF CONGO</b>   |
| <b>2014</b> |  | <b>CTC &amp; Orthodox Tea</b>   |
|             |  | Magada Tea Estate      M'bayo Tea Estate  |
|             |  | <b>SOUTH BANK OF ASAAM</b>  |
| <b>2005</b> |  | <b>CTC &amp; Orthodox Tea</b>   |
|             |  | Panitola Tea Estate      Bokel Tea Estate<br>Nalani Tea Estate      Hattialli Tea Estate<br>Muttuck Tea Estate      Daisajan Tea Estate<br>Singlijan Tea Estate                               |
|             |  | <b>NORTH BANK OF ASAAM</b>  |
| <b>2001</b> |  | <b>CTC &amp; Orthodox Tea</b>   |
|             |  | Majulighur Tea Estate      Gingia Tea Estate<br>Seajuli Tea Estate  |
|             |  | <b>NORTH BANK OF ASAAM</b>  |
| <b>1999</b> |  | <b>CTC &amp; Orthodox Tea</b>   |
|             |  | Koilamari Tea Estate  |
|             |  | <b>DOOARS REGION OF WEST BENGAL</b>   |
| <b>1990</b> |  | <b>CTC Tea</b>  |
|             |  | Nangdala Tea Estate   |





## RESEARCH & DEVELOPMENT

MKSEL prioritises sustainable tea production by blending new age technology with the time honored techniques of their senior agronomists. The company has invested heavily in R&D over the last decade, making their field and factory policies amongst the most innovative in the industry.

### FACTORY UPGRADES

Factories at MKSEL have upgraded their flooring in compliance with the SGS HACCP and ISO 22000 standards.

### AUTOMATED MANUFACTURING LINE

An assembly line of machines help in reducing human error during the manufacturing process, and maintain a consistent quality of tea across all estates.

### STEAM BOILERS

These help conserve finite resources like coal by efficiently utilizing electricity. MKSEL was also the first company in Assam to install coal fired steam boilers in their tea estates.

### WINNOWERS

MKSEL's senior engineers have custom designed the Winnower to sort and grade tea leaves without any human interference. This cuts down any risk of contamination while also improving the leaf appearance.

### PEST MANAGEMENT

MKSEL prohibits blanket spraying of harmful chemicals as a general rule. Their "search and destroy" technique targets only the affected areas which are then isolated and fogged.

### UNIQUE FIELD FERTILIZATION

These policies ensure minimum wastage of fertilizers, and efficient intake of nutrients by the plant's root system.

### DRIP IRRIGATION & FERTIGATION

This process fertilizes and irrigates the plant via drip lines. Fertigation is a fully automated system which requires no more than 2 persons manning an area of over 100 ha.

### TEA COLOR SORTER

A modified line of tea color sorters guarantee production of the cleanest orthodox teas, without any loss in the tea leaf's bloom, quality or tip content.

### CLONES

MKSEL has a strong R&D team led by Mr. Raj Berry. They have created two new tea clones, MK1 and MK3. These are high yielding bushes with thick pubescence of the bud, that result in better quality and tippy teas.

## SOCIAL RESPONSIBILITY

M. K. Shah Exports Ltd. is deeply invested in the well being of the communities it operates out of. They are committed to the welfare and development of all those who are a part of the MK Group, and strive to ensure these benefits reach those communities by working at the grassroot level.

### NOURISHMENT

MKSEL firmly believes that a balanced diet is the first step towards an enhanced standard of living. With this in mind, they ensure the availability of creal, rice and pulses to all estate employees at specially subsidised rates on a weekly basis. The company also supplies firewood free of cost during the winter months.

### STANDARD OF LIVING

MKSEL provides housing colonies to ensure the safety and comfort of their workforce. Subsidised electricity is also supplied to the colonies for their everyday requirements. A central crèche as well as mobile crèches are provided in all their plantations to benefit young mothers during work hours.

### EDUCATION

MKSEL makes conscious attempts to improve the literacy rates in their workforce communities. They provide free education for the children of the estate's workforce. Computer training centres have been established to provide computer literacy and make the next generation technologically competent. Even adults are encouraged to sign up and improve their current job prospects, with regular training camps being set up for employees. These offer opportunities for promotions and higher wage management positions that would otherwise be out of reach for most of the minimum wage workers. The company's main objective is to arm them with skill sets that can ensure a promising future.





# SOCIAL RESPONSIBILITY

## SANITATION

In partnership with the local and central government's 'Swacch Bharat Abhiyan', MKSEL invested significantly in building latrines and clean water collection stations in workforce colonies. Due to this initiative, one of the company's estates- Singlijan T.E. was awarded with the distinction of being the first tea estate in Assam to be certified as 'Open Defecation Free' (ODF). The PMO of India as well as local authorities lauded this feat. In the same vein, the company's efforts in the neighbouring areas near Seajuli T.E. led to Seajuli Village being certified as the 'Cleanest Village' by local authorities.

## HEALTH

All the company's estates are equipped with a fully functioning hospital. Preventive measures like free medical consults, polio drives, regular eye camps, vasectomy camps and malaria drives are established. Ambulance services and skilled doctors are on call 24/7 in case of an emergency. MKSEL also provide protective clothing, gloves, mosquito nets, weather-suitable footwear, blankets and basic necessities for their employees.

## AFFORESTATION

Climate change poses a very real threat on a global scale and the depletion of our planet's green cover plays a significant role in accelerating an already worsening situation. As an agribusiness, MKSEL is in a unique position to understand the threats posed by an unbalanced ecosystem. The company strives to fight against Deforestation with widespread planting of shade trees in all their estates. They also maintain conserved forest areas that prohibit unethical felling of trees.





## CERTIFICATIONS

The Tea Board of India recently conducted a survey across 745 tea estates in Assam. The objective was to grade the estates on different criteria such as best field practices, good agricultural practices, workers welfare, certification etc. MKSEL's tea estates, Koilamari and Seajuli were graded the coveted A+ grade by the Tea Board, procuring them a spot in the list of 'Top 5 estates in Assam'.

All their plantations adhere to the EU guidelines on maximum permissible chemical residue limit and use only TRA recommended chemicals. Above all, MKSEL believes in ethical consumerism. Each year the company strives to produce the best of teas without damaging or polluting the environment. All their estates and factories are ISO 22000, SGS HACCP, ETP (Ethical Tea Partnership), RA (Rainforest Alliance) and GMP (Good manufacturing Practices) compliant.



## THE MKSEL TEAM

MKSEL remains nimble in terms of operations due to its lean management structure. The company's hierarchy is flat when compared to other industry players. All of this also helps them maintain comparatively low overheads. Their teams of highly trained agronomists in Assam are well supported by a strong base of financial and marketing experts based out of their Kolkata and Mumbai offices. Key personnel at MKSEL are as below:



MR. MUKUNDRAY SHAH  
Chairman Emeritus



MR. HIMANSHU SHAH  
Chairman & Managing Director



MR. RAJ BERRY  
Executive Director



MR. JAYDEEP SHAH  
Director

# RECENT DEVELOPMENTS

In 2018, MKSEL purchased the Doom Dooma Circle Estates of McLeod Russel India Limited. Covering a total land area of 9,348 h.a., the Doom Dooma circle comprises of the following 8 tea estates:

Koomsong Tea Estate  
Phillobari Tea Estate  
Bordubi Tea Estate  
Baghjan Tea Estate

Raidang Tea Estate  
Samdang Tea Estate  
Beesakopie Tea Estate  
Daimukhia Tea Estate

These estates manufacture high quality, premium black teas and are located in the fertile Doom Dooma circle, which is also known as the birthplace of tea in India. These iconic estates are all within a few kilometers of each other and share favorable climatic & soil conditions. The total annual production of tea from the Doom Dooma estates is just under 12 million Kilos.

Post acquisition, our company manufactures 18 million Kilos of tea in Assam (India) and 1 million kilo in DR Congo (Africa).







**M. K. REALTY** is a wholly owned subsidiary of M. K. Shah Exports Ltd. with a real estate portfolio valued at approximately 2 Billion INR. This portfolio includes IT Parks, commercial spaces, warehouses and residential properties spread across Mumbai, Kolkata, Gujarat and Guwahati.

The company's modern IT complex is centrally located across the Mumbai- Pune highway, opposite the D.Y Patil Stadium



**MK|REALTY**







# M. K. SHAH EXPORTS LTD.



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