



Kalyani Aditya Mineral Limited

 kalyaniaditya.com

About Us

Kalyani Aditya Mineral Limited is a nationally recognised coal trading company with a diversified distribution network across the globe. We specialise in providing premium quality products and services to our clients. We are building ourselves to be one of the most trusted coal traders across India. The company is engaged in bulk trading primarily with USA Steam Coal, Russian Coal, Indonesian Coal, Australian Coal directly with reputed coal miners and big importers only. The company is engaged in trading natural commodities' viz. Coal (various grades of coking & non-coking) is being supplied to manufacturing units comprising Brick-Kiln, rolling mills, Pellets & Billets manufacturers, Coke manufacturers, Textile industry, Ceramic tiles manufacturers, Chemical producers, cement industry, Dying industry, Sponge industries, and paper mill, etc. Initially, the company started its business in 1980, dealing in the trading of Indian coal. With the growing demand for imported coal, we began importing high GCV coal in 2010 and formed a Limited Company having Head office in Zirakpur, Punjab and Branch Office in Gandhidham (Gujarat).



Mission, Vision & Values

Our Mission

Our mission is to create and grow long-term value for our stakeholders by implementing best practices in coal trading and increasing customer satisfaction. This improves our value proposition to our customer base. The company as a team is committed to developing a culture of sustainable business practices, equality, and multiple opportunities for everyone around us. We are on the mission of providing best coal at competitive price to our traders and customers.

Our Vision

Our vision is to act as responsible corporate citizens and ensure optimum quality in every product and service that we provide. We deliver high-quality products and are committed to instilling best practices, utilising excellent technology, and growing sustainably while reducing the environmental effect. At KAML, we are committed to being an entrepreneurial professional organisation that adapts quickly to the changing world. We are dedicated to becoming the global leader in the coal industry.

Our Values

Our Values support our Vision and help shape the company culture of KAML. They are a part of our DNA, the crucial elements that differentiate us from our competition. We reach out to each and every person associated with us and ensure their satisfaction with our company. As our moral responsibility, we are generously donating to the underprivileged communities of our society. We are committed to safeguarding our environment and the communities in which we operate. We are equally committed to protecting our employees' health and wellbeing.

Board of Directors

Shyam Lal Mittal Director

In the business world for more than 40 years, Mr. Shyam Lal Mittal began working at just twenty years old, with his indomitable determination and perseverance. Mr. Mittal has taken KAML to the pinnacle of success as a growth-oriented visionary with the ability to quickly adapt to changing socioeconomic dynamics. A strong team, professionalism, and robust management control systems are fundamental to his style of management. A man with humble roots and an extraordinary vision, Mr. Mittal strongly believes in philanthropy and bettering society. He is actively involved in the company's procurement activities. He is a graduate and furthermore, he takes care of all activities related to procurement and supply. With his extensive experience, he brings a systemic and broad perspective to the organization that has been critical to our success. His industry knowledge helps us expand our network of partners. With his business acumen, leadership skills, and with over four decades of experience running the coal business in his family, he has steered the company to new heights.



Saurabh Mittal Director



Kirti Mittal Director

Mrs. Kriti Mittal manages the day-to-day operations of the company. Graduated from Hissar University with a degree in MCA and a postgraduate diploma in computer applications. She has led the company to new heights with her business acumen and leadership skills as well as experience in the coal business in her family. In addition to overseeing all Websites, Mobile Apps, and Technical parts of the Company, she is also responsible for shaping the company's strategy while keeping an eye on economic developments. Through the use of new technologies, she is now working to advance the company's initiatives to add value, as well as to develop and deploy its growth strategy.



Grow With Us

Grow your Business with
the leading experts of
Coal importers in India



We import high grade coal
from all producing nations
in the world.



We procure coal at various
ports and provide logistics
support for our customers.



As well as sourcing,
shipping, storing, and
supplying various coal to
our customers, we ensure
the quality of coal as well.



Our Products

Since beginning, we are focused on the quality of our products instilling industry best practices in our internal processes. Amid various challenges, we have maintained delivering premium quality of coal.

We deal in wide range of coal, starting from 5000 GCV to 7500 GCV. Our major products are:



**USA
Coal**

**Indonesian
Coal**



**Russian
Coal**

Market & Demand

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The Demand



Initially, the country's planned shift to supercritical and ultra-supercritical power plants after 2017 favoured continued dependency on high-quality coal imports needed to run those plants.

Since the domestic coal has high ash content and low calorific value, it presents a challenge for efficient functioning of supercritical boilers and various other industries. Additionally, India's infrastructure for transporting coal from inland deposits to its two dozen coastal power stations remains poor. The share of India's coastal-based power which operates completely on imported coal is expected to increase from the current 17% to 23% by 2030.

Finally, the state support for domestic coal production has historically been weak and recent reforms have promoted port-to-rail connectivity, effectively paving the way for increased coal imports and demand of coal.

02

The Supply

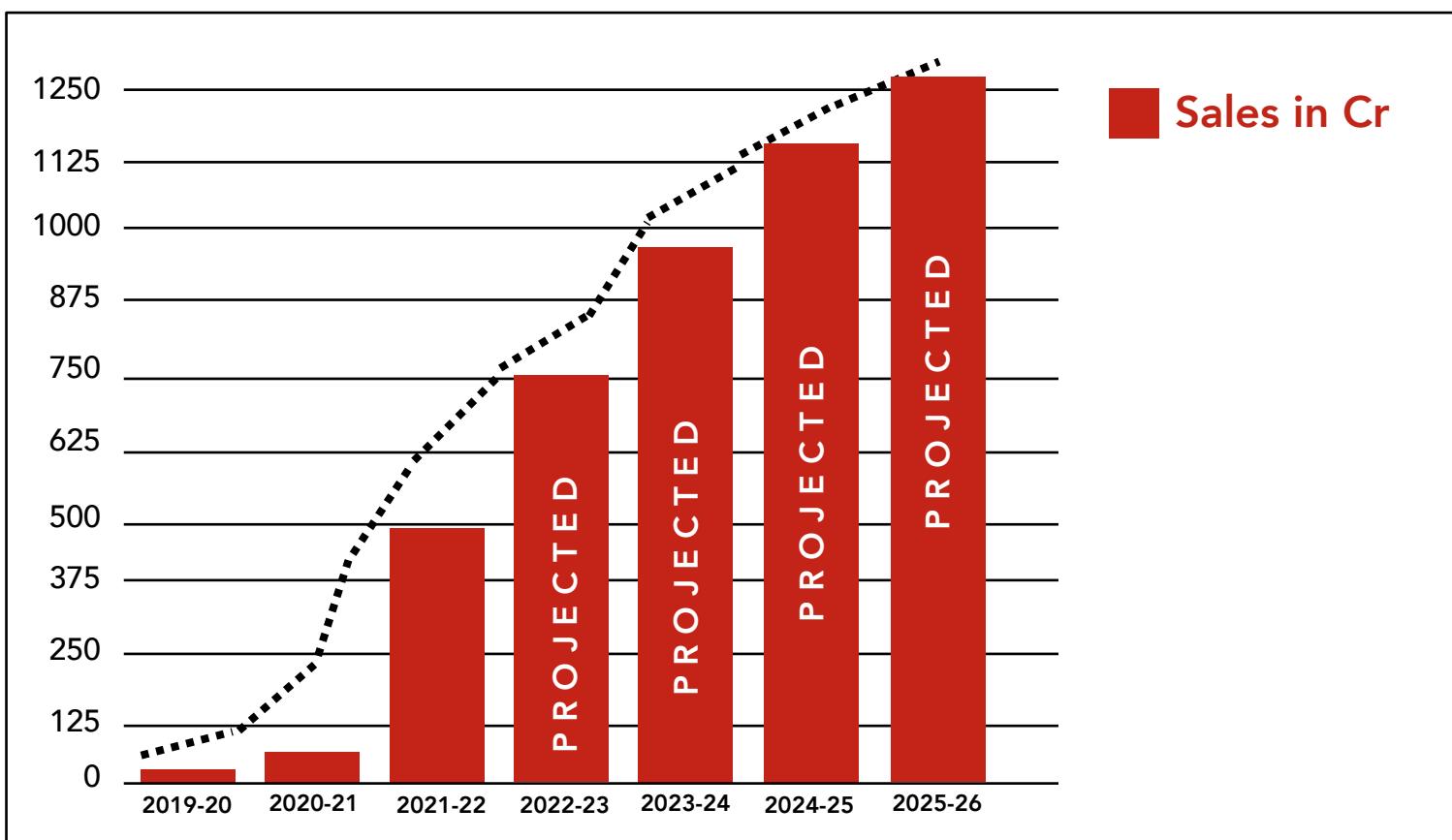
We operate as a single unit and each of the directors have their own responsibility towards business and all are giving their best effort to risen the sales and as a result towards growth and expansion of the business throughout most states of India. Presently, the Company has its wings of sales to various states such Punjab, Gujarat, Rajasthan, Uttarakhand, Jammu & Kashmir, Bihar, Uttar Pradesh, Haryana, Himachal Pradesh etc. There are more than 25000 Brick Klin (Bhatta) in India working in different parts of the country out of which almost 1500-2000 Brick-Kiln are our direct or indirect customer and more than 800 Rolling mills working in different parts of the country.

Our continuous focus is to strengthen the operations for trading in bulk shipments by procuring from reputed importers and supplying it to the domestic markets. With the development of healthy list of clients spread across various locations and regular procurements of imported bulk commodities at various ports, we have established our company reputation among the major ports handling bulk cargo and various large domestic manufacturing units.

Our client base consists of large No. of players from various industries including Brick-Kiln, Rolling mills, Pellets & Billets manufacturer, Coke manufacturers, Textile industry, Ceramic tiles manufacturers, Chemical producers, Sponge industries and Paper mill etc. The diversified portfolio of clients from various industries helps the company in mitigating concentration risk originating from cyclicalities in a particular industry. Our customer base is moderately diversified with sales concentration on top-10 customers remains close to ~50%, however the balance sales are fairly diversified to more than 600 mid to small size customers.

Our Performance

Since our inception, we are ambitious to grow and become the leading coal trader in the domestic and international markets. Our strategy is fourfold, ensuring that we drive sustained growth in the market through increased access to more tradable coal volumes for supply to other markets such as Electricity, Petroleum Steel, etc. With the timely support of working capital limits, we have been able to strengthen our performance by increasing the portfolio of our customers, suppliers, and list of products. Our turnover has progressively increased, which is elaborated in the table given below :



5+

M Tonnes
Coal Imported

40+

Years of Experience

1000+

Traders Network

3500+

Customers

Why Choose us?

We have earned the trust of renowned companies from the very beginning of our business. We owe our success to our clients, who have supported us throughout, leading to our mutual growth.



Our procurement sources are duly accredited, trusted, and respected in the sector as we collaborate directly with the importers. We succeed in obtaining premium quality coal at a competitive price, curtailing the end user's operational costs. Our well-equipped infrastructure with trained professionals aims to serve and provide only the best to our customers.



Stakeholder Capitalism

We ensure our processes ensure a growth and enabling atmosphere for all the stakeholders in the sector.



Buyer Oriented

With a mission to comprehend buyer's requirement, we supply quality products at competitive price.



Trusted Procurement

We procure goods from renowned and trusted importers in bulk quantity at competitive prices and have instilled industry best practices in quality assessment.



Customer Relations

Committed to achieving customer satisfaction and fulfilling their time-sensitive requirements, our team is working round the clock.



CONTACT US

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