

ANNUAL ADMINISTRATIVE REPORT 2022-2023

West Bengal Handicrafts Development Corporation Limited

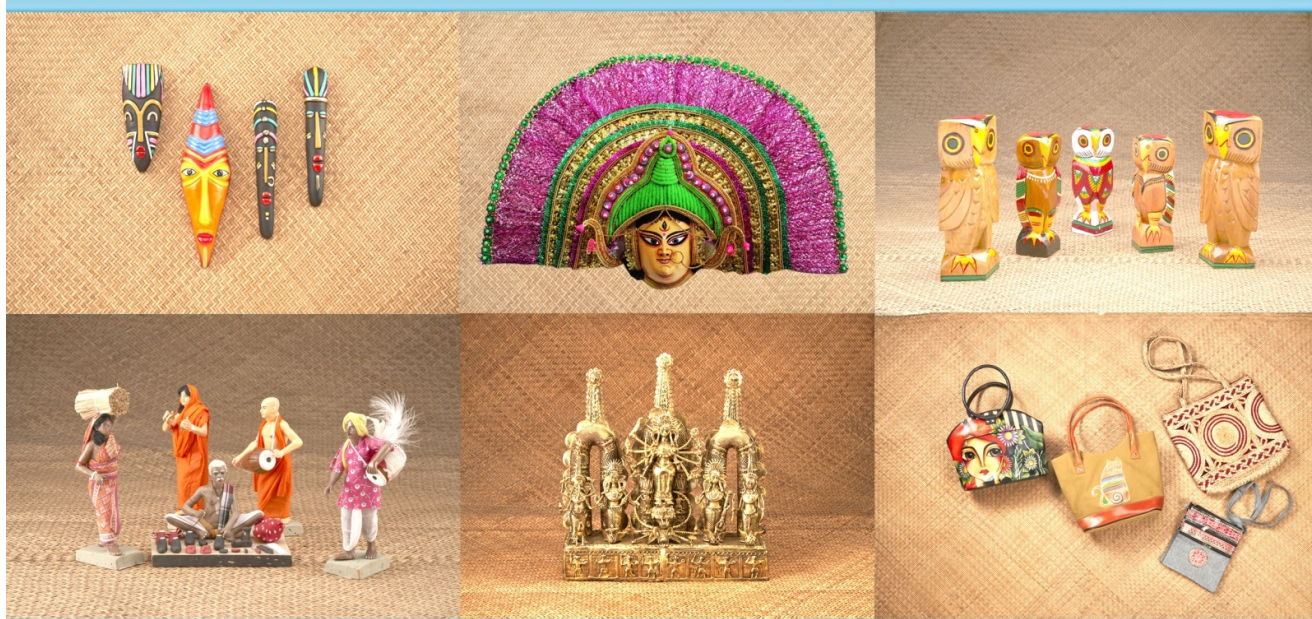


MANJUSHA



Government of West Bengal Undertaking

Celebrating Craftsmanship of Bengal



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WEST BENGAL HANDICRAFTS DEVELOPMENT CORPORATION LIMITED (MANJUSHA)

Legal Status	Established in 1976 under the Companies Act, 1956 under direct control of the Department of MSME.
Authorized Share Capital	Rs. 50.00 Crores
Paid up Share Capital	Rs. 46.60 Crores
Principal Activity	Marketing of handicrafts and handloom products produced by artisans & SSI units of West Bengal through MANJUSHA showrooms/ digital platforms/ Bulk Supply.
Number of Emporium	19
Sanctioned employee strength	251
Employee strength in the year	105
Salary Cost & Employee benefit Cost	Rs. 4.38 crore
Establishment Cost	Rs. 1 crore

The Company in its strong pledge to aloft the traditional heritage of around 5 lakh artisan community of the State is nurturing their basic craftsmanship without deviating from heritage by promoting and marketing the handicrafts and handloom products produced by them through its showrooms and bulk supply.

MANJUSHA believes each artisan is an artist and each form of art has its own vitality. Apart from providing them a commercial platform, MANJUSHA works relentlessly for their capacity building, quality control, financial linkage and technological improvement. Through exposure at the national and international forums the artisans come in direct contact with the original patrons of handicrafts.

MANJUSHA markets and promotes the aforesaid products through its various Emporia across the State and is into the business of bulk supply to different government departments as well as to some major private houses and craft traders. Artisans, SHGs and the SSI units of the state are our principal vendors.

MANJUSHA is also selling their products online through Flipkart and Amazon and providing exposure in national and international fairs, exhibition etc.

The Company being an undertaking of the Government of West Bengal has directors comprising of Chairman, Managing Director and others as appointed by the Government.

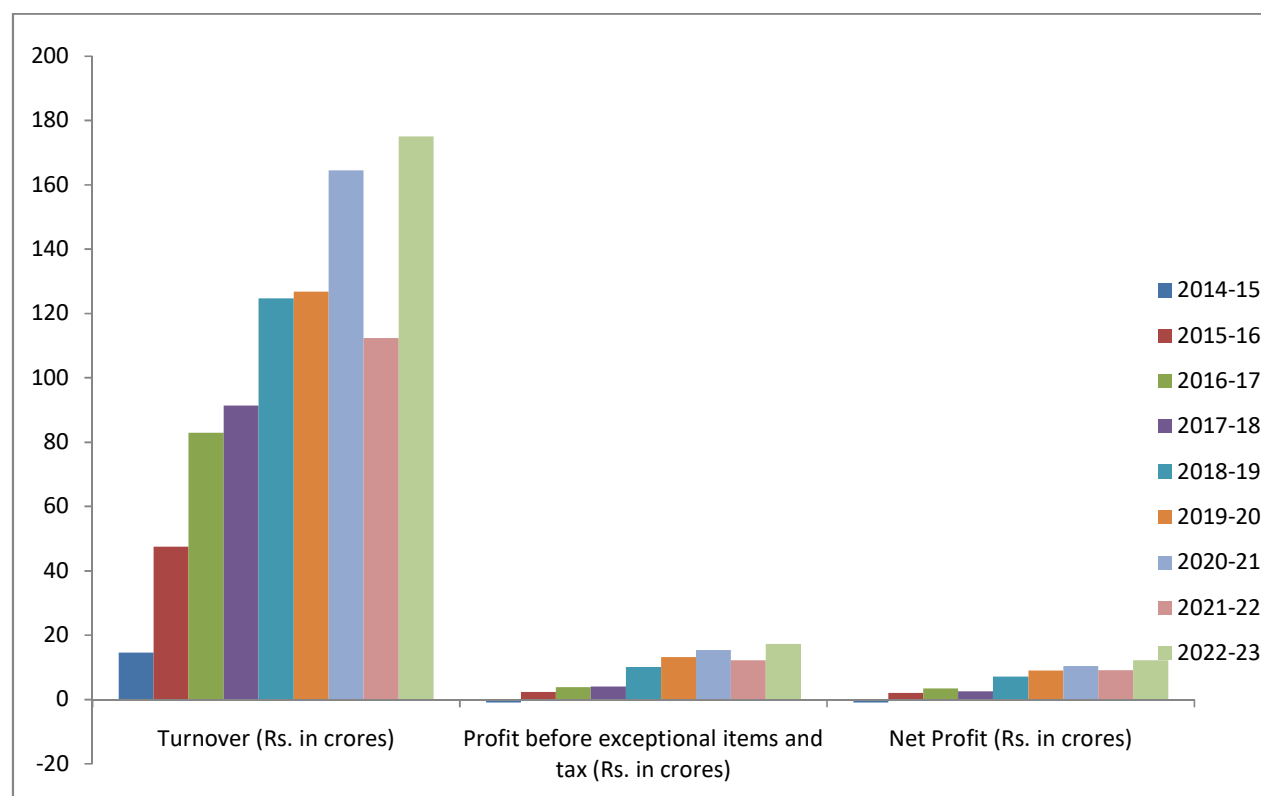
FINANCIALS:

- ❖ MANJUSHA could achieve a **turnover of Rs. 175.11 crores** in the financial year 2022-23 and in the last financial year i.e. in FY 2021-22 it was Rs. 112.37 crores.
- ❖ The **net profit** for the financial year 2022-23 was to the tune of **Rs 11.97 crores** and in the last financial year i.e. in FY 2021-22 it was Rs. 9.12 crores.
- ❖ The Board abstained from recommending any dividend for the FY 2022-23 to strengthen the financial position of the company.

The financial trend over the past few years is furnished as follows:

(Rs. in crores)

Particulars	2014-15	2015-16	2016-17	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23
Turnover	14.55	47.56	82.97	91.38	124.73	126.84	164.50	112.37	175.11
Profit before exceptional items and tax	-0.96	2.32	3.78	4.02	10.12	13.21	15.30	12.16	16.99
Net Profit	-0.96	1.99	3.39	2.48	7.04	8.95	10.34	9.12	11.97



The Company has not taken any financial assistance from the government (in the form of grants, share capital etc.) since 2018-19.

AUDIT & COMPLIANCES:

- ❖ MANJUSHA has been compliant with all legal formalities with respect to each statutory authority.
- ❖ Not a single audit para by the Hon'ble C&AG is outstanding till 2021-22.

CSR:

- ❖ MANJUSHA spent Rs. 26,95,000/- as Corporate Social Responsibility for the year by contributing towards the Rural Development Projects.

FEW YEARS BACK IN 2014:

- ❖ MANJUSHA was a loss making Corporation since its inception.
- ❖ The accumulated loss took up to Rs. 27.82 crores till 2014-15.
- ❖ The salary was paid irregularly and gratuity was unpaid since 2010.
- ❖ Complicated court cases existed.
- ❖ Procurement was done through the Middle man system.
- ❖ Condition of emporia was poor and there was customer repulsion.
- ❖ There was inefficiency in store and accounts management.
- ❖ Delay in payment. Huge manpower and managerial cost.
- ❖ Unjustified & violent trade union activities.
- ❖ In 2006, PWC suggested that we should close.

MEASURES TAKEN:

- ❖ Procuring directly from Artisans, Self Help Group & SSI Unit and abolishing the Middle Man system;
- ❖ Direct camp procurements were organized at different Artisan villages and artisans were paid on spot through RTGS/NEFT.
- ❖ Experts analyzed the quality, production and the cost of every item was fixed. Artisans were also made part of such expert team.
- ❖ Showrooms were renovated to make customer friendly with modern look.
- ❖ Optimal use of man power and cost curtailment.
- ❖ Introduction of computerized accounting and store management.
- ❖ Ensuring production and supply timeline.
- ❖ Intensive quality check.

These initiatives coupled with strict monitoring and supervision turned a loss making company into a profit making organization with the same public sector man power.

RETAIL IS NOT ENOUGH:

- ❖ We adapted aggressive policies to obtain BULK ORDERS.
- ❖ We religiously take part in all Government/Non Government tenders with our competitive rates & quality.
- ❖ World Bank, Tata Memorial, Major Hotel chains have become our regular buyers apart from different Government & Non Government office.
- ❖ We approach our buyers directly instead of waiting for the buyers to come.

PERFORMANCE:

Presently MANJUSHA is operating through the following Emporia and their performance for the year 2022-23 is:-

Sl. No.	Name of Emporium	2022-23 (Rs.)		
		Handicraft Sales	Handloom Sales	Total Sales
1.	Asansol	11,12,268.90	25,85,709.37	36,97,978.27
2.	Baharampur	12,83,662.56	26,65,122.93	39,48,785.49
3.	Balurghat	11,29,693.97	27,86,807.11	39,16,501.08
4.	Bankura*	5,47,427.57	12,84,930.07	18,32,357.64
5.	Bansdroni	30,23,549.10	56,98,786.17	87,22,335.27
6.	Bardhaman	10,59,127.02	38,62,279.94	49,21,406.96
7.	Behala	7,66,732.17	17,87,423.18	25,54,155.35
8.	Bolpur	10,87,335.26	52,91,252.04	63,78,587.30
9.	Dhakuria	70,49,876.57	67,28,958.09	1,37,78,834.66
10.	Durgapur	28,85,559.62	49,01,765.86	77,87,325.48
11.	Haldia	13,37,704.75	50,79,374.99	64,17,079.74
12.	Lake Market	34,21,116.35	20,82,562.30	55,03,678.65
13.	Madhyamgram*	11,08,742.44	31,17,272.21	42,26,014.65
14.	Maldah	4,46,629.65	26,11,249.47	30,57,879.12
15.	Manicktala	49,11,499.57	50,28,681.40	99,40,180.97
16.	New Delhi	1,11,542.13	8,79,421.89	9,90,964.02
17.	Raiganj	12,97,582.62	35,46,603.27	48,44,185.89
18.	Salt Lake	1,27,19,184.04	1,21,31,658.18	2,48,50,842.22
19.	Suri	9,24,574.83	37,73,339.53	46,97,914.36
TOTAL		4,62,23,809.12	7,58,43,198.00	12,20,67,007.12
Miscellaneous				3,50,750.04
Online sales				16,936.82
Grand Total				12,24,34,693.98

**Opened during the year 2022-23*

MANJUSHA is providing different items to various Government Departments/Directorate/ Offices as per their requirement. The orders are obtained mostly through participating in the process of competitive e-tender through approval of quality samples and offering best rates and service.

In some cases, MANJUSHA obtains order by competing with private entrepreneurs also.

The department wise list showing business amount in 2022-23 is appended below:

Sl. No.	Department	Amount of Business (Rs.)
1	Health & Family Welfare	23,15,56,490.00
2	Central Correctional Home	59,67,503.00
3	Directorate of Disaster Management	29,45,46,438.00
4	Kolkata Police	1,07,87,286.00
5	ICDS Projects	53,42,216.00
6	Department of Agricultural Marketing (Sufal Bangla)	1,11,77,572.00
7	Different Home of W.B under CCI & SSA	32,46,401.00
8	Mid Day Meal	33,30,95,945.00
9	District Rural Development Cell	41,76,941.00
10	District Magistrate, Murshidabad	1,28,59,665.00
11	District Magistrate, Bankura	41,58,000.00
12	Home Guard	46,66,646.00
13	Sarva Siksha Mission	3,09,81,281.00
14	WB Pollution Control Board	2,04,93,402.00
15	WB State Food Processing and Horticulture Development Corporation Limited	2,00,00,024.00
16	Srikrishna College (Bagula)	29,00,960.00
17	Maulana Abul Kalam Azad University of Technology	7,16,800.00
18	Counter Insurgency Force	3,13,501.00
19	Zilla Parishad	64,10,897.00
20	WB National Volunteer Force	34,74,095.00
21	Minority Affairs and Madrasah Education	7,63,54,396.00
22	Howrah Municipal Corporation	7,27,382.00
23	Panchayat & Rural Development Department	15,28,841.00
24	Tourism Development Corporation Ltd	47,86,420.00
25	Youth Services & Sports	1,26,650.00
26	School Education	53,35,48,337.00
27	Emporium Whole Sales	47,35,541.00
		1,62,86,79,630.00
28	Handicrafts & Handloom	12,24,34,694.00
	Total	1,75,11,14,324.00

COLLABORATIONS:

- ❖ Agreement through MOU with SRLM was entered by which we procure and market the best products of ANANDADHARA SHGs.
- ❖ We collaborated with many Sanitary-Pad producing Self Help Groups and procure from them directly for hospital supply and school awareness programme.
- ❖ We collaborated with Rural Crafts Hub for obtaining different handicraft items from the budding artisans.

TARGET FOR 2023-24:

- ❖ We have targeted a turnover of Rs. 170 crores;
- ❖ Raise the per sq. ft. retail sale from Rs. 36.34/- to Rs. 50.00/-;
- ❖ Planning to open two emporia during the year;
- ❖ We have planned extensive capacity building for our artisans on designing and packaging.

AWARDS:

- ❖ IMAGES RETAIL AWARD - 2017 from Indian Retail Forum for Best Turnaround Story competing with Pantaloons, Pizza Hut and Raymond.
- ❖ SKOCH AWARD OF EXCELLENCE – under Blue Economy Category – 2017.
- ❖ SKOCH GOLD AWARD for Turnaround of MANJUSHA in 2018.
- ❖ SKOCH GOLD AWARD for MANJUSHA in 2022.
- ❖ 9th PSU AWARD from Governance Now for Resilient Growth (Turnaround) in 2022

