



*Let's grow together ...*



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## Message from The Chairman

HAMKO has a very humble beginning starting its journey from a southern city of the Country and becoming a trusted brand name. The basic principles that guided HAMKO to today's respected position are 'Simplicity and Integrity'. Being true to its commitment to bring out best quality products at a reasonable price with humble service to the customers, has helped HAMKO to achieve today's reputation. Moreover, creating value for stakeholders like dealers and retailers to grow together has also helped HAMKO to build a very strong distribution network driven by loyal brand ambassadors. HAMKO culture always nurtures very cordial environment and treats stakeholders as partners of growth. HAMKO strives to remain very strong to its core values and envisions to continue the growth as a preferred household brand in the country. With the support and combined effort of management, employees, dealers and retailers, HAMKO aims to achieve many more milestones in its humble journey in years to come.

Chairman of  
Hamko Group

## Message from Managing Director

From its very inception, HAMKO lived with the motto of solving a customer problem through the business we do. All our products ranging from Automobile and IPS battery to today's solar system solutions are meant to create value for our customers-enabling them to grow, enhancing them to attain a better quality of life. We believed and proved over time that as long as we help our customers grow, our business growth is only a natural consequence of it. We had always put collaboration above competition and facilitated the growth of our business fraternity, the society and the country over all. As we promise to continue to deliver the highest quality of product and service to our customers, we have firm confidence that our 'let's grow together' attitude will remain unbeatable for a long long time.

Managing Director of  
Hamko Group





## INTRODUCTION

HAMKO, a household and trusted name today started its journey back in 1978 with the establishment of Abdullah Battery Company (Pvt.) Limited by its founding chairman Mr. Abdus Sattar Taludker. With an aim to pioneer in the battery and accumulator industry, HAMKO set its journey with the principle of quality and customer at the core. HAMKO has become a respected name through quality products, innovative solutions and humble service. HAMKO is one of the largest battery manufactures of the country today with leading market share in the Solar Battery inverter (IPS) & automotive Battery segment. Apart from Battery sector, HAMKO has spread its wing in other sectors like Plastic Houseware & Furniture, Non-stick coated Aluminium & Stainless still cookware, leather & sports shoes, Radial and Bias tyre and household electrical products. The same core values of HAMKO have enable the group to grow from a small venture from a southern part of the country to a renowned conglomerate of the country contributing to the growth of the robust economy.



## VISION

“Offer quality products bundled with humble service to make our customers’ everyday life better”

## MISSION

“Become the leading battery manufacturer in Bangladesh and offer other daily life products and solutions to customers with highest quality to make HAMKO a chosen brand name in multiple industries”



# BUSINESS ENTITIES

## BUSINESS DESCRIPTION & HISTORY

HAMKO group currently has number of concerns associated in the field of energy storage, household items, electrical items and others. Each concern is a milestone in its own arena leading with quality products, good products and exemplary industry standards.

HAMKO is now a leading producer of Lead Acid Batteries in Bangladesh. Apart from battery manufacturing, HAMKO also leads the way in manufacturing battery components and chemicals and support the overall battery manufacturing industry of the country.

As HAMKO was growing into a formidable player in the battery market, HAMKO Corporation Ltd. (HCL) was established to serve as the marketing wing of the battery manufacturing concern. With the inception of HCL, HAMKO has experienced robust growth in terms of geographic and market coverage. With the able leadership at the HCL's management, HCL started to spread its activities by marketing products like IPS, UPS, Solar PV Module, Solar Home System, household solutions, plasticware and cookware, footwear etc. Having established itself as a strong brand committed to quality, HAMKO now has 17 own branches in the major cities of the country and also has a strong retailer and dealer network with more than 1200 entities. The company has been successfully contributing in the local economy by fostering the growth of the battery manufacturing and other industries.

As part of the growth and diversifying strategy, HAMKO recently ventured into other industries. With the establishment of new entities, HAMKO now has total seven ventures namely:



KMI, ABCO and HCL are all directly related to battery manufacturing, distribution and associated services. HCL is also active to bring in best quality household, health and hygiene products to the people of the country utilizing its strong distribution network. HCL is also consistently contributing to the proliferation of renewable energy in Bangladesh as one of the key suppliers of solar batteries, Solar panels and other related accessories to the rural communities through different initiatives. HCL is a partner organization of IDCOL's solar home system program.

HAMKO Industries Ltd. (HIL) has started its journey by producing battery containers and other associated components. Later, it added plastic household & furniture products, Non-stick coated Aluminium & Stainless Still cookware in its portfolio. HAMKO plastic products have gained a strong footfall in the market by its creative and quality products. HAMKO cookware wing produces stainless steel, aluminum and non-sticky utensils for everyday household use. HAMKO cookware have become very popular with-in a short span of time because of HAMKO's core value that combines quality with reasonable price. HIL exported its products to France, India, Nepal, Somalia etc.

HAMKO Leathers Limited (HLL) was established to tap into the growth opportunity of this growing sector. HLL specializes in the manufacturing and export of exclusive leather products both inside and outside Bangladesh. HLL has gained confidence of some top class brands in a short span of time and successfully exported its product to countries like Japan, France, Italy, Germany, Brazil, China and India.

HAMKO Electric and Electronic (HEE) is the newest venture in the group's portfolio. HEE manufactures and sources top quality products including MCB, MCCB, Distribution Box, switch/sockets, different types of LED lights, fans etc. HEE with its diversified product portfolio and strong distribution network, has established itself as a strong player in this arena.

With ethical practice as the core driving principle, it can be rightfully said that after almost 4 decades of business, HAMKO Group has come a long way to establish itself as a prominent player in the business and trade industry of Bangladesh contributing to the economic growth of the country from its modest position.

## Khorshed Metal Industries (KMI)

Khorshed Metal Industries (KMI) is a strong contributor of HAMKO Group which was established to produce pure lead and antimony by recycling of scrap batteries. The concern has proven to be one of the key component business concerns in the battery industry of Bangladesh and driving force behind the success of HAMKO group.

### Products of KMI:

- SLI battery Plates
- PVC Battery Separators
- Lead Oxide (Grey, Yellow & Red)
- Lead Alloy
- De-mineralized Water (DM Water)



## Abdullah Battery Co. (Pvt.) Ltd. (ABCO)

**ABCO** is the manufacturing unit of different batteries of HAMKO. ABCO produces best quality lead oxide battery plates, PP and hard rubber batteries. It is facilitated with modern battery manufacturing machineries, processes and skilled manpower. ABCO has a massive 300,000 square feet area to house all relevant activities and processes of different types of battery manufacturing. ABCO is the manufacturing heart of the HAMKO group and follows high standard of work environment to ensure the quality of the products.

### Types of Batteries manufactured by ABCO:

- Premium Battery (Car & CNG)
- MF Automotive Battery : Nocaloca and Silva.
- Mega Power (N Type Battery)
- Super DC Battery (Generator, Ship, Bus & Truck)
- PCV Superior and Regular (Bus, Truck)
- HPD Battery (IPS/Inverter & UPS)
- Solar Battery
- EV Battery (Easy Bike)
- R Type Battery (Rickshaw)
- Motor Cycle Battery (SMF)





## HAMKO Corporation Ltd. (HCL)

HCL was established to serve as the marketing wing of the battery manufacturing concern. The concept of HCL was the brainchild of the managing director of HAMKO to create an independent platform to act as the marketing and selling wing of HAMKO brand batteries. Moreover, leveraging on the platform, HCL expanded its portfolio by marketing products like IPS, UPS, Solar PV Module, Renewal Energy Solution, Household solution etc. Led by HCL, HAMKO now has 17 Branch Offices in the major cities of the Bangladesh and also has a strong retailer and dealer network with more than 1200 entities. The company has been successfully contributing to the improvement of everyday life of its customers by introducing best quality products in different market segment.



## Associated Brands and Products of HCL:

- Havells: Water purifier, home and kitchen appliances
- Truck, Bus & Light Truck tires (DRC -VIETNAM, EXCEED - INDIA, EFFIPLUS –CHINA)
- MNT Brand Solar Panel
- Solar Home System
- IPS(Inverter) & UPS Sales & Service.



# HCL Associated Brands

Associated Brands of HAMKO Corporation Ltd. (HCL)





## HAMKO Industries Ltd. (HIL)

HIL was established with the objective to produce battery separator and battery container along with cover, handle, vent plug of different sizes and colors. As part of the production experience, HIL excelled in the production of plastic products using injection molding technology and started producing plastic household and furniture products. Colorful and creative designs coupled with quality, has made HAMKO plastic products very popular to its customers in a short span of time. HIL is the first in Bangladesh to introduce big size plastic furniture like chest of drawer, cabinets, dining tables etc.



## HAMKO Cookware:

Success in plastic products gave HAMKO Industries Ltd. (HIL) confidence to venture into cookware business. HIL produces a variety of stainless steel, aluminum and non-sticky cookware products for enjoyable cooking experience. Because of its variety, unique design and quality, HAMKO cookware has gained a strong foothold in the market in a short span of time. HIL manufactures highly durable world class & food graded cookware products including fry pan, sauce pan, tawa, pressure cooker, cooking pot and cookware set. All products are available in both high performance **Non-stick coated Aluminum** and in **Stainless Steel**. HIL cookware maintains highest quality standard to ensure safe cooking living by the motto "Healthy way to cook". HIL successfully exported its products to India, France, Middle east, Nepal & African Market.

### Types of Products:

- Plastic Household / Houseware
- Plastic Furniture
- Cookware
  - Stainless Steel.
  - Aluminum.





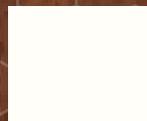
## HAMKO Leathers Ltd (HLL)

HAMKO leather is one of the latest ventures of the group. Huge opportunity in the leather sector both in domestic and export market has inspired HAMKO group to venture into this segment. HAMKO leather now produces both leather and non-leather items ranging from different types of leather shoes, synthetic shoes, sports shoes, sandals, bags and other accessories. HAMKO leather is already started bringing in valuable foreign exchange to the country by exporting its products to different countries of the world.

HLL, with able leadership has already attained confidence of some top class brands in a short span of time and successfully exported its product to countries like Japan, France, Italy, Germany, Brazil, India and China. HLL carries the same legacy of HAMKO brand in the footwear segment and established itself as a preferred brand to its customers.

Apart from production facility, HIL has a strong R&D team and material sourcing office in China. HIL has expanded business to China and Middle East after serving local market. HIL aims to bring in new and creative products in the market and become a household name.

HLL own Brands: SOLO, Comfy, Impulse, & Tigerland



### Some of our Valuable Clients



# HAMKO Electric & Electronics (HEE)

HEE is the youngest concern of HAMKO group paving the way into the vast field electrical and electronics products. Since HAMKO has been actively engaged on the DC domain of energy side, its vision to venture into AC domain has given birth of HEE. With the establishment of HEE, HAMKO has presences in both AC and DC spectrum of energy. Bangladesh, with rising middle class population, offers a big opportunity in this market which is so far driven by imported products. Experience and expertise in the local manufacturing as well as trading, has given HAMKO unique strength to combine both manufacturing and importing to create a rich portfolio of electrical products.

HEE specializes in of low voltage product and lighting for the mass market. HEE also imports various high quality electrical products from different countries like China, India and Srilanka. HEE is also driven by the core business principle of HAMKO group that is good quality product with reasonable price. HAMKO group operates very closely with the customers which gives it strong competitive advantage. HEE aims to become a trusted and chosen in name this arena like all other concerns of HAMKO group.

## HEE Products:

- Low voltage MC, MCCB, MCB, DB Box
- Switch and Socket, Extension Socket
- Ceiling Fan, Exhaust Fan
- Lighting- LED, CFL, Tube, Panel Light

## HEE Associated Brands:

- Eco-G
- ABB
- HAVELLS LV



# HEE Associated Brands

Associated Brands of HAMKO Electric & Electronics (HEE)



# Market Position, Business Performance & Strategy

HAMKO battery is one of the largest battery producers in Bangladesh, having approximately 30% of local market share. HAMKO is the leader in Inverter (IPS) and Solar Batteries having a market share of approximately 40%. HAMKO is a trusted name in the battery sector and demand of its products are increasing significantly because of high quality and longevity. ABCO, the battery producing concern of HAMKO group has taken initiatives to increase the battery production capacity to meet the increasing demand. It is a proved fact in the market that HAMKO Battery lasts longer than other batteries which is a testament of superior quality. HAMKO is the leading battery brand in the Solar Home System program of IDCOL.





## Service as a Core Value

Service has always been a core principle of HAMKO group. As HAMKO deals with a technology driven product, it is of utmost importance to ensure after sales service. HAMKO always aims to deliver safe, reliable and dependable products and solutions to its consumers; HAMKO also ensures adequate service to its customers.

HAMKO practices stringent quality assurance not only in manufacturing but in all processes to ensure customer satisfaction. HAMKO also has a state of the art laboratory to ensure quality of raw materials as well as finished products. HAMKO has one of the best lead recycling factories of Bangladesh which contributes to a safer and cleaner environment. HAMKO is at the forefront in introducing more green products in Bangladesh market.

HAMKO Group has come a long way since its inception and has become a trusted and household name not only to its customer but also to other stakeholders. HAMKO has established itself a renowned business brand of the country in this journey so far and it aims to achieve many more milestones in coming days as a partner to all stakeholders. HAMKO believes in common value creation and the slogan "Let's Grow Together" is a reflection of its inner drive.



# CORPORATE ACTIVITIES





# HAMKO BATTERY SALES AND SERVICE CENTERS



## MARKETING HEAD OFFICE

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# SOME of OUR VALUABLE CLIENTS





**HAMKO**  
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