



# Journal

Corporate Newsletter of BEML LIMITED

Vol 01, No.2

October 2018

## BEML's Performance Highlights And Future Road Map



I am delighted to share with you some of the performance highlights of BEML. We achieved an impressive 67% increase in our PBT which is the highest in the last seven years. This was achieved with increased business and continued focus on cost control. Amidst stiff competition, 83% of sales was achieved from orders obtained through competition mode. We have maintained a major

market share in Dozers and Dumpers market of Mining & Construction equipment.

In-house R&D took many initiatives for design and development of high technology products, aggregates and upgradation of existing products in all the business verticals.

In the Defence vertical under 'Make in India' initiative, Medium Bullet Proof Vehicle (MBPV) and 155mm Mounted Gun System were developed and showcased at DEFEXPO 2018.

The Mining & Construction vertical saw trial-cum-sale Order for in-house designed and developed High End Dump Trucks (BH150E and BH205E), and orders for other High End products viz. Dozers (BD475-1), Excavators (BE1800D) are being pursued.

A road map has been drawn to maximize our geo-strategic reach, minimize import bill, increase domestic production capacity, integrate innovation & research through 'Centers of Excellence' to drive integrated R&D, we are collaborating with other CPSEs on specific R&D projects and leverage technology platforms.

BEML has achieved level of indigenization over 90% in the mainline M&C products, Rail Coaches & EMU's, over 80% in High Mobility Vehicles (HMV) and over 67% in Metro cars. Various Digital initiatives like 100% digitization of all business activities for payments and receipts have been implemented.

Sustainability and Social Responsibility are an integral part of our business strategy. We have brought in a wider perspective to Corporate Social Responsibility and Sustainability through various programs on health, education, Swachh Bharat Campaign, skill-building, reducing carbon emissions etc.

We are looking forward to bring in increasing thrust on import substitution through indigenization and the Make-in-India initiative has opened up many opportunities.

Metro Rail projects have been planned in a number of Metro & Non-Metro cities in India as part of urban development programme and should provide steady growth opportunities for the Company. Sub-urban trains are also graduating to IGBT-based 3 phase electric and BEML is geared up to supply first set of Main Line Electric Multiple Units during current year. Maintenance equipment requirements are also increasing for Overhead

Inspection Cars, Track Laying, Rail Grinding & Track Cleaning Machines.

Significantly, BEML has received developmental orders for supply of 20 sets of LHB shells and Bogies.

The new Public Procurement Policy announced by GoI is an impetus for local manufacturers by way of eligibility to address the surging Metro Market in India. In such a scenario, the Company will focus on emerging new business opportunities including Medium / High Speed Coaches and also in developing new products / aggregates to align with the market requirements.

We are planning to enter into highend Mining Equipment, Continuous Miner & Mine Cruiser and also in design & development of Rope Shovels through in-house R&D/Partnership. With government's increased emphasis on infrastructure projects, the demand for construction equipment is going up which augurs well for Company.

BEML has taken various measures towards availability of spare parts, service support and has opened three new Service Centers / Spare Parts depots at Jodhpur, Likabali and Pune to support our Defence Forces. We are working with other DPSUs for supply of launching vehicles and aggregates for various missile programs and aerospace components. Further, development of 1500 HP engine for defence application which will be first of its kind in India, is under progress.

We will continue to pursue international business opportunities for increase in exports and are in the process of augmenting distributor network in identified countries for supplying Rail & Metro and Defence Equipments in addition to Mining & Construction equipments.

BEML's vision is to emerge as a strong player in each of its three business verticals. Towards that end, we need to stay mindful and responsive to corporate governance developments and continually review the Company's rules and regulations to ensure a transparent, fair and corruption free operational environment.

**Deepak Kumar Hota**

Chairman & Managing Director

### In this Issue...

BEML's Performance .....	1
BEML Signs MoUs with L&T, HEC & Tatra .....	2
BEML delivers 205T & 105T Electric Dump Trucks .....	3
BEML six coach Metro flagged off, Unviled new OHE Car.....	4
BEML at Russia Defence Expo, Scope & GCNI Conclaves.....	5
Visit of Parliamentary Committees .....	6
PSE Awards, Honour for CMD, BEML Depot at Jodhpur.....	7
BEML's helping hand .....	8
Swachhata Pakhwada .....	10
Yoga Day.....	11
News in Pics .....	12

## BEML and L&T to address the needs of Indian Defence Market



Shri Deepak Kumar Hota CMD, BEML Signing MOU with Shri Mr. Jayant D. Patil, Whole-time Director L&T. Also seen Shri R H Muralidhara, Director (Defence Business)

BEML and Larsen & Toubro, signed a Memorandum of Understanding (MoU) to jointly capitalise on the emerging opportunities in the

domestic and export markets for defence products and systems.

The cooperation between the two organisations is aimed to leverage on 'Make in India' initiative for increased value addition within the country in development/manufacturing and long-term support for defence and export business in identified areas/projects/programs, thus synergising their combined strengths.

BEML and L&T have collaborated and partnered on co-development and production of significant sub-systems involving complex technologies and advanced engineering equipment such as Sarvatra Bridging Systems and various other vehicular platform-based systems for the Indian MoD.

## BEML & HEC to meet the requirements of the Mining Industry

BEML and Heavy Engineering Corporation Limited (HEC) today signed a MoU to meet the growing requirements of the mining industry. Both the companies having synergy in its product profile will manufacture and supply products such as 'Rope Shovels & Walking Draglines' to cater to the needs of the Mining Industry.

The MoU was signed in the presence of Shri. Anil Kumar Jha, Chairman, Coal India Limited (CIL), one of the most prestigious customers patronizing mining products of BEML and HEC over a period of time.

CIL has always been playing a pivotal role in successful deployment of indigenous products, besides encouraging implementation of up-gradations in the existing products to meet the changing needs of the Mining Industry. This is in line with the vision of the Hon'ble Prime Minister for effective implementation of **'Make-In-India'** initiative of Government of India.

The joint effort will help the country to attain 'self-reliance' and save precious foreign-exchange outgo.



Shri Deepak Kumar Hota CMD, BEML exchanging MOU with Shri Avijit Ghosh, CMD, HEC in the presence of Shri A K Jha Chairman CIL.

Further, it will also help to counter the competition from MNCs and also resist further entry of other Global Players for supply of Rope shovels and Walking draglines.

BEML-HEC is also exploring the possibility of getting funding from Department of Heavy Industries (DHI) for Developmental projects like 'Development of 20CuM Rope Shovel' etc.

## BEML collaborates with TATRA



Shri. Deepak Kumar Hota, CMD signing MOU with Shri. Peter Russek, CEO, TATRA Trucks a.s.

BEML signed MoU with TATRA Trucks a.s., for collaboration and cooperation across the complete product range. TATRA is a world renowned manufacturer of Trucks and Commercial vehicles. BEML possesses long term experience in the production and assembly of Tatra trucks and its components.

BEML in collaboration with TATRA has been producing heavy duty multi-utility vehicles for Indian Army over three decades. This MOU will help to increase indigenization and also to offer effective after sale service.



## BEML delivers Nation's first 205T Electric Dump Truck



Dump Truck BH205T Electric Dump Truck

BEML has launched indigenously designed & developed nation's first 205T Electric Drive Rear Dump Truck (Model BH205-E), with an objective of strengthening the 'Make in India' initiative. This product will address the growing demand for higher capacity equipments in the Mining Industry.

At a function held at Mysore on 10th Sept. 2018, Shri Deepak Kumar Hota, CMD, BEML and Shri P. K. Sinha, CMD, Northern Coalfields Limited (NCL), flagged off the equipment, for its use in NCL Project.

Shri. Gunadhar Pandey, Director (Tech) NCL, Shri. B



Shri. Deepak Kumar Hota, CMD BEML handing over the key to Shri P. K. Sinha, CMD NCL

R Viswanatha, Director (M & C) BEML were also present.

The dump truck weighs 335 Tons when fully loaded and is easily maneuverable with power-steering with a short turning radius. Emphasis has been given to operators comfort while designing the machine and it has an ergonomically designed dash board and tiltable telescopic steering wheel. Other salient features of the truck include good visibility in addition to safety features with provisions for emergency steering, breaking and proximity warning.

## BEML flags off first 150T Electric Dump Truck



BH150 Dump Truck

BEML delivered an indigenously developed 150T Electric Drive Rear Dump Truck to South Eastern Coal Fields Ltd., for Gevra Project. This will address the growing demand for higher capacity equipment in the Mining Industry.

At a function held at Mysore on 15th August 2018, Shri Deepak Kumar Hota, CMD BEML, flagged off the 150T Dump Truck.

This new innovative product not only showcase the technical prowess of BEML and qualitatively comparable to any global brands of its kind. The



CMD Flagging off BH150 Dump Truck

product has significant features like high power performance, enhanced productivity, increased reliability, excellent serviceability, exceptional maneuverability, superior operating comfort and improved safety.

This dump truck has eco-friendly emission certified engine with electronic fuel management system to deliver maximum power and GE AC propulsion system to give consistent performance in steep gradients. Its wide body design, higher volumetric capacity and a low loading height ensures high stability and productivity.

## BEML manufactured first six coach Metro flagged off

In a major relief for passengers travelling the crowded metro trains, BMRCL six coach metro was flagged off by Shri H.D. Kumara Swamy, Hon'ble Chief Minister, Karnataka on June 22, 2018.

Shri G Parameswara, Hon'ble Dy. Chief Minister, GoK, Shri Hardeep Singh Puri, Hon'ble Union Minister of State for Housing & Urban Affairs, Shri KJ George, Hon'ble Minister for Large & Medium size Industry, GoK and Shri Deepak Kumar Hota, CMD travelled along with Chief Minister from Baiyappanahalli Metro Station to Kempegowda Majestic Metro Station.

Speaking on the occasion, Hon'ble CM said that Metro Rakes with six Coaches will provide relief to the 'Namma Metro' passengers.

Hon'ble Union Minister for State said modern transport system like metro is necessary to decongest urban roads.

Addressing the gathering as a special guest, Shri Hota, said "We will deliver the coaches within the deadline". We were given orders during 2016 and 18 month period is generally given for such contracts. Due to the urgent requirement for it we delivered it



CMD Interacting with Dignitaries during Metro ride

by February 2017. Round-the-clock effort by BEML and excellent co-ordination at every stage by BMRCL helped us achieve it."

With addition of 3 coaches, each train now be able to carry 1950 passengers almost double the capacity of 975.

In March last year, BEML won the Rs 1421 crores order to supply 150 sets of intermediate cars to expand 3 car train by June 2019. This will convert all three – car trains to six by the end of next year.

## BEML Unveiled 8 Wheeler Diesel Electric Tower Car (8W DETC)



CMD flagging off DETC

BEML has unveiled the 8W DETC (Self Propelled 8 Wheeler Diesel Electric Inspection & Maintenance OHE Tower Car) for Indian Railways. At a function held at Bangalore Complex on 2nd Aug. 18, Shri Deepak Kumar Hota, CMD flagged off the OHE Car.

"The new 8W DETC has a good demand from Indian Railways and BEML has developed the product with indigenous technology, thus adding yet another prestigious product of BEML to comply with

'Make in India policy of the Government', said Shri Hota, during the flagging off Equipment.

The Tower car is equipped with a lifting and swiveling platform powered by DG set for maintenance of overhead equipment, provision for carrying all necessary equipments for maintenance. It also has the capability for a cable pay-out arrangement and portable generator cum welding machine for night operations. It boasts of a portable infra-red thermal imaging camera for monitoring the hot spot temperature of over-head equipments.

The vehicle is fitted with an intercom system for communication between operating staff / crew members and a CC TV surveillance system to monitor the roof-top activities from cabin.

The 8W DETC is an electric version vehicle intended for using Indian Railways for inspection, Patrolling and maintenance of traction overhead equipment.



## BEML at Russia Defence Expo



Shri. Deepak Kumar Hota, CMD BEML explaining a point to Shri Ajay Kumar Secretary DP MoD at India Pavilion

BEML participated for the first time in International Expo Army 2018 organised by the Ministry of Defence of Russian Federation, held at Moscow from 21-26 Aug 2018. BEML displayed models at India Pavilion along with other Indian DPSUs.

The event showcased weapons, equipments, innovative technologies and capabilities from Russia



India Pavilion

and 118 countries across the world.

BEML delegation led by Shri Deepak Kumar Hota, CMD, along with Shri RH Muralidhara, Director Defence Business and Senior Executives attended the Russian – Indian Military Industrial Conference, took part in B2B meetings and explored the business prospects particularly in Defence & Aero Space sector.

## Scope CEO's Conclave



CMD Interacting with CEO's of CPSE's

A Conclave of CEOs of CPSEs was held at SCOPE Convention Centre, SCOPE Complex, New Delhi on

June 25, 2018. It was attended by CMDs and Functional Directors of Public Sector Enterprises.

While addressing the Chief Executives, Shri DK Hota CMD said, "That the best idea for evolving PSEs shall come from cross fertilization and collaboration across the sectoral PSEs".

A presentation was made on five key issues raised by Prime Minister for PSEs viz., Maximizing the geo-strategic reach of PSEs, Minimizing country's import bill, ways to integrate innovation and research in PSEs, Optimal utilization of CSR Fund, New development model for India, by Indian PSUs.

## GCNI Outlines Sustainable Development Goals

Global Compact Network India (GCNI) the local network of the UN Global Compact, organized 13<sup>th</sup> National Convention on the theme of 'Sustainable Development Growth' (SDG) at Bangalore on 7th June 2018.

Shri Deepak Kumar Hota, CMD BEML, who addressed the Convention said, "The implementation part of achieving SDG would not only help India grow but also help us grow and sustain the society without taking away what we owe to our future generations".

Over 400 delegates from Government organizations both Central & State, SMEs, members of Academia and Industry bodies attended the Convention.

Over the years, GCNI has evolved as one of the largest Corporate Citizenship and Responsibility initiative



CMD BEML releasing Accenture CEO Study 2018 along with other dignitaries at the Convention in India.

## Parliamentary Committee On HRD



Hon'ble Chairman & Members in discussion with BEML Management

Parliamentary Standing Committee on Human Resources Development visited Bangalore on 2nd June 2018 and held meeting with BEML. Shri Deepak Kumar Hota, CMD briefed the committee about BEML's initiatives in promoting sports and other activities.

The Committee was headed by Shri Satyanarayan Jatiya, and other members namely Shri Vishabhar Prasad Nishad, Shri Gopal Narayan Singh, Dr. Sasikala Pushpa Ramaswamy, Shri Bijoy Chandra

Barman, Smt. Geetha Kothapalli, Shri MI Shanvas, Smt. Neelam Solker, Shri KN Ramachandran, Dr. Prabhas Kumar Singh, Shri Sumenand Saraswati, Shri Bhairon Prasad Misra, Shri Satyapal Singh took part in the discussions.

Shri R Panneerselvam, ED (Corporate Planning & Materials), Shri UK Hasainabba, ED (HR) were also present. The Committee expressed their satisfaction on the various HR activities undertaken by BEML.

## Parliamentary Committee on "Paper laid on the Table"

The Parliamentary Committee on 'Papers Laid on the Table' from Rajya Sabha, visited Bangalore and held meeting with the BEML Management on 14<sup>th</sup> September 2018.

The Committee headed by Shri Ranvijay Singh Judev, and members comprising Shri Ram Kumar Kashyap, Shri Santiuse Kujur discussed on Vacancies in the Board of Directors Governing Council, constraints being faced by organizations in

timely releasing their Annual Report & Audited Accounts.

Shri Suraj Prakash, Director (Finance) along with Shri Vivek V Naik, CGM(F), Shri M.S. Rama Prasad, GM(Corporate Planning) and Shri S.V. Ravi Sekhar Rao, Company Secretary, took part in the discussions.

The Committee appreciated the efforts being made by BEML in the related areas.



Hon'ble Chairman & Members in meeting with BEML



## Honour for Shri Deepak Kumar Hota, CMD BEML

Mr. Deepak Kumar Hota, CMD was felicitated by Orissa Puja Committee in recognition of his outstanding contribution in the field of Public Sector particularly BEML.

At a function held at Bangalore on 13<sup>th</sup> September 2018 Shri K K Jena, President Odisha Without Border honored the CMD in the presence of a huge gathering.

Orissa Puja Committee is an NGO which promotes cultural activities.



Felicitations of CMD

## PSE Excellence Award



Shri Deepak Kumar Hota, CMD, BEML received the prestigious 'PSE Excellence Award 2017' from Indian Chamber of Commerce (ICC).

At a function held in New Delhi during 'The 8th India Public Sector Agenda @ 2020' event focusing on Public

Sector Reforms, the Award was presented in recognition of Shri Hota's outstanding contribution in steering the Company to greater heights.

ICC has been working proactively towards creating a conducive and sustainable environment to enable the social, industrial and economic growth of the Country through policy advocacy and consultancy services to serve the Nation.

## BEML, Bangalore Complex team wins 'Par Excellence' Award in NCQC - 2017

BEML has won 'Par Excellence' Award in National Convention on Quality Concepts held at Mysore from 01<sup>st</sup> to 4<sup>th</sup> December 2017 for its case study on Minimizing weld distortion in Metro Coach Bogie Manufacturing.

SPARTAN team of Bangalore complex led by Shri Niranjana Kumar Singh, Manager (Quality) along with team members Shri Manoranjan Das, Asst. Manager (Bogie Production) and Shri C Vasudevan, Asst. Manager (Quality) presented the case study based on Taguchi Methodology. With this, bogie frames manufactured at BEML are at par with international standards which has been approved by Delhi Metro Rail Corporation. It has helped in saving substantially on import cost and made BEML self-reliant in Metro Bogie manufacturing as a part of Make in India initiative.



CMD with the Award Team Members

The same team has bagged GOLD award in Chapter Level convention at Bangalore, CCQC - 2018 and First prize in BEML-Nonimara competition 2017.

With this achievement, SPARTAN team is eligible to compete at QCFI international competition to be held in Singapore during Oct'2018.

## BEML opens Depot at Jodhpur.

BEML has opened its depot at Jodhpur, Rajasthan to enhance its presence and to reach out to the forward locations of the Indian Army.

At a function held at Jodhpur, Lt. Gen RK Jagga, AVSM, VSM, GOC 12 Corps inaugurated the BEML Depot in the presence of Shri Deepak Kumar Hota, CMD. Shri RH Muralidhara Director (Defence Business) was also present.

On the occasion Shri Hota, CMD, BEML said that BEML is always in the forefront to support the customers. This depot will help to enhance the



Shri. Deepak Kumar Hota with Lt. Gen RK Jagga & other Officials serviceability of BEML -Tatra High Mobility Vehicles which are being operated by Indian Army particularly in border areas.



## BEML's helping hand during crisis

The recent devastating floods have taken a toll on the state of Kerala, affecting lakhs of people – making them homeless, damaged crops, thousands of houses, and infrastructure etc., which inflicted heavy financial losses to the 'God's Own Country'. The severe flooding and land slides killed 324 people and displaced more than 7 lakh people.

BEML responded immediately to Kerala Chief Minister's appeal for rescue and relief operations.



At Palakkad the mission was flagged off by Shri. M.B.Rajesh, M.P. & Shri. R. Balamurali, District Collector

BEML deployed three heavy duty all terrain BEML Tatra Trucks which went into relief operations and rescued hundreds of people, where no other vehicle or equipment could reach.

The above mission was flagged off by Shri M.B. Rajesh, Hon'ble MP of Palakkad and Shri R.Balamurali, District Collector of Palakkad. Shri. Sivakkumar, CGM, BEML Palakkad and his team supported the operations.

BEML Tatra trucks were sent with the team to four



Unloading the relief materials from BEML Tatra Truck



Shri.V.S.Sunilkumar, Hon'ble Minister for Agriculture seen with Rescue Team at Thrissur

worst affected districts of Kerala, namely Palakkad, Thrissur, Ernakulam & Alapuzha and rescued about 7000 people stranded in thirty four remotely located and isolated relief camps.

Each Tatra truck carried tonnes of relief materials essential medicines, provisions and food. Thousands of people were shifted to relief camps.



Ms. T.V. Anupama, District Collector Thrissur with the Rescue Team



Tatra Truck in action at Naliyampaadi Village Palakkad



## BEML's helping hand during crisis

In one of the major crisis, 3000 people were marooned in Nellyampathy village without food and medicine for 4 days. Air force helicopters tried to reach the place, but due to heavy wind and fog they were unable to land and the operations were called off. As the roads were washed off and bridges had collapsed, the vehicles were unable to reach the location. BEML Palakkad unit took over the task and with the help of BEML High Mobility Trucks were able to reach the marooned villages.

This relief mission undertaken by BEML received



Relief materials being distributed at Thrissur appreciation from the general public, Media and Govt. of Kerala.

### Relief Operations



## Applause from the Media





## Swachhata Pakhwada by BEML

Clean surrounding, cleaner body, cleanest mind leads to Godliness.  
-Mahatma Gandhi



BEML observed Swachhata Pakhwada across all the divisions, complexes and offices of the company from 16<sup>th</sup>-31<sup>st</sup> August 2018. Shri Deepak Kumar Hota, CMD flagged off the fortnight long Swachhata Pakhwada by administering the pledge to all the employees and executives. For spreading the awareness

marchpasts were organised in units apart from taking up massive clean-up drive in the premises of the company.

Painting & drawing competition on the topic 'What will you do to achieve Swachh Bharat goals' for the children and family members of employees, apart from segregation of organic and recyclable waste was also organised.



BEML Soudha



KGF Complex



Bangalore Complex



Mysore Complex



Creating Awareness



Painting Competition



Fumigation



Drainage Cleaning



## Observance Of International Yoga Day By BEML

BEML, observed 4th International Yoga Day on 21<sup>st</sup> June 2018, across all its Offices and Complexes.

Shri Deepak Kumar Hota, CMD BEML inaugurated the event by lighting a lamp at the Corporate Office in Bangalore.

Speaking on the occasion, Shri Hota said, "Practicing Yoga in daily life improves the health of the individual which in turn help in increasing productivity."

The occasion was marked by Yoga demonstrations and lecture programmes by Yoga experts from Isha Foundation, with the aim to create awareness on the importance and benefits of Yoga in daily life.



CMD lighting the lamp at BEML Soudha



At Bangalore Complex



At Mysore Complex



At KGF Complex



At Palakad Complex



At VIL Tarikere



At Singrauli Complex





Shri Deepak Kumar Hota, CMD BEML interacting with Smt. Nirmala Sitharaman, Hon'ble Defence Minister in the presence of Shri Ajay Kumar, Secretary Defence Production, and Shri Sanjay Prasad, Jt. Secretary Defence Production. at New Delhi recently.



Shri Deepak Kumar Hota, CMD BEML greeting Shri PK Mehta Director General, ACE, on arrival at BEML Corporate Office on 6<sup>th</sup> August 2018



High Level Delegation from Bangladesh Army with Shri B Shankar ED on arrival at KGF Complex on 25<sup>th</sup> Sept.2018.



Delegation from Israel with Shri Umesh Chandra ED(SP) during their visit to Bangalore Complex recently.



Shri Gunadhar Pandey, Director (Tech/Oprns), NCL, Singrauli, seen with Shri B Shankar, ED and his Team during latter's visit to KGF Complex on 12<sup>th</sup> Sep, 2018.



Shri Santosh Kumar IA&S Principal Director, Commercial Audit and Ex-Officio Member Audit Board seen with Shri Suresh S Vastrad ED (R) during his visit to Bangalore Complex on 18<sup>th</sup>, July 2018



Independent Directors of Central PSUs during the CPSE orientation Programme organised by BEML at Mysore on 12<sup>th</sup> September, 2018



Army Officers from College of material Mgmt Jabalpur during their visit to KGF Complex on 7<sup>th</sup> September, 2018