

BEML Achieves The Highest Ever Sales Turnover Registers 30% Growth

BEML has achieved the highest ever net sales turnover of ₹ 3246 crs, for the year 2017-18 registering a growth of 30% over the previous year.

Mining and Construction business registered a growth of 11%; while Rail and Metro business achieved record production/sales of 244 Metro Cars, registering a growth of 114% over the previous year. Despite constraints, Defence Business too registered a growth of 10%. Such commendable performance has helped the Company to register a PBT of ₹ 164 crs after a gap of 5 years, which is a jump of over 67%.

Mr. Deepak Kumar Hota, CMD, BEML said, "Mining and Construction market continued to be highly competitive and unpredictable and there was a perceptible shift in the market trend towards deployment of high capacity equipments. In this regard, while high capacity 150 T and 190 T dumpers designed & developed inhouse are being deployed for user trials, during the year 2017-18, other high capacity equipments viz., 850 HP Bulldozer (BD475-1) and 180 T Diesel Excavator (BE1800D) were designed and developed inhouse, as a part of "Make in India" initiative."

"Despite challenges, the revenue increase in sale of equipment to the coal sector was 79% and in non-coal segment it was 28%. In order to give thrust on after-sales-service and spare parts supply, BEML has opened more Activity Centres nearer to the customer sites", he added.

"Rail & Metro Business segment achieved significant landmarks during FY 2017-18; such as (i) supply of more than 240 metro cars, the highest ever number produced in a year by BEML, (ii) the delivery of the first 3-car train set to BMRCL ahead of schedule which is part of the 150 intermediate cars contract, (iii) delivery of two train sets to KMRCL and (iv) stabilization of 3rd line metro car facility for increased production", he said.

The M/s. signing of the 'Memorandum of Understanding' (MoU) with Hitachi for Railway sector will provide BEML with the technological advantage and likely to open up a world of local production opportunities to BEML. Pre-production activities for 300 numbers of 3ph- MEMUs and manufacture of 20 sets of shells and bogies for LHB coaches are well underway.

In the Defence segment, though the sales turnover of OE during FY 2017-18 remained almost at the same level, the spares turnover business almost doubled. BEML continued to supply vehicular platforms for various weapons and equipment for the Armed Forces and also for the Nation's strategic Missile projects.

A significant achievement during the year has been the in-house design, development and supply of Arjun Repair and Recovery vehicle (ARRV) to CVRDE. BEML also manufactured Trawl Assembly for T-72 tank to R&DE (Engrs), Pune and developed Aggregates for the Quick Reaction Surface to Air Missile (QRSAM) for DRDL.

Measures were taken to bring in renewed focus on innovation in the Company for new products and technology development, product up-gradation and indigenization.



Shri Deepak Kumar Hota, CMD addressing the media conference

An "Innovation Cell" was created to scout for new technologies, potential partnerships with academic institutions and start-ups to develop new products and aggregates and R&D Awards have been instituted to identify and encourage R&D engineers. Engaging with premier academic institutions and working closely with R&D institutions like DRDO and ARAI to partner and develop new products have given perceptible dividends.

To give thrust on Human Resources, HR Portal "SAMPARK" was developed with the features of Employee self-service, Online Performance System and Online Vigilance Clearance system.

BEML has also initiated pioneering projects to leverage Information Technology to bring in more transparency, efficiency and cost saving such as Cyber security systems, Video conferencing, FLMS, Complaint handling system, etc.

The projects undertaken by the Company to reach the goal of utilizing 100% renewable energy for its consumption and reduce the carbon foot print; enabling BEML to be a proud 'Green Company' is nearing fruition. Number of other initiatives to ensure cleaner environment, such as creating plastic free zones in the manufacturing complexes and BEML Townships and complete change over to LED lighting were undertaken across the organization. Bio-gas plants have been set-up for utilization of organic and canteen waste.

BEML began, the Financial year 2018-19 with a healthy order book position of over ₹ 6700 crs and have set a challenging business target for the coming year. There are encouraging business prospects emerging in the near horizon, which brings great hope and optimism to surpass the laid down targets, realising the true potential of the Company.

In this issue

BEML Unveils Bullet Proof Vehicle	2
Launches Mounted Gun System	2
Advance Delivery of Metro Car to BMRCL	3
Delivers Ultra Metro Train To Kolkata Metro	3
Seminar on "Rail Connect", CMD at Nirma University, Appointment	4
BEML Green Initiative	5
Awards, Parliamentary Committee Visit	6
MoU with M/s. Hitachi - News in Pics	7
BEML in News	8

At DEFEXPO 2018 - BEML Unveils Bullet Proof Vehicle – 4 X 4



BEML launched a Medium Bullet Proof 4x4 Vehicle (MBPV 4x4) at DEFEXPO 2018 -Land, Naval & Internal Homeland Security Systems Exhibition held at Chennai.

The BEML MBPV is a 4x4 Wheel RH Drive heavy duty all weather off-road mobility vehicle, specially designed for easy maneuverability, operability and maintainability. This advanced blast protected and bullet proof vehicle shields the security personnel from small arms fire, hand Grenades and fragment simulated projectiles etc. with survivability as the major objective, the MBPV 4x4 has a carrying capacity of 10+2 persons. This vehicle will be in use by the security forces for its counter insurgency operations in a hostile environment.

Unveiling the Vehicle, Shri Deepak Kumar Hota, CMD, BEML said, "The BEML MBPV 4x4, built on an indigenously developed 4X4 chassis, showcases our commitment for realising the mission of 'Make in India' through our own R&D and delivering world-class products for the defence sector.

BEML was a major participant at the DEFEXPO 2018 by showcasing ground handling Defence Equipments and live demonstration of Bulldozer and Motor Grader, BEML Tatra 8x8 Multi Utility Vehicle and other Defence Aggregates.



BEML & OFB Launches Force Multiplier 155mm 52 CAL Mounted Gun System

BEML & OFB have unveiled its latest product : The 155mm 52 Cal Mounted Gun system at a function held at the DEFEXPO 2018 at Chennai on 13th April 2018.

The uniqueness of this project is that it has been completely and independently designed and manufactured by OFB in association with BEML & BEL and is therefore a shining example of 'MAKE IN INDIA' – The Theme of DEFEXPO 2018. The Gun is equipped with the state-of-the-art laying system and sighting system such as GPS aided INS, muzzle velocity feeder data management, day and night firing, ballasting computer system capability.

The base vehicle used for the gun system is the BEML-TATRA 8X8 truck. This is a high mobility vehicle with independent wheel suspension and



Shri Deepak Kumar Hota, CMD, BEML and Shri S.K Chourasia, Chairman, OFB , unveiling the Gun System

swinging half axles to provide enhanced cross-country mobility.

The armament used in the 155mm 52Cal with target equipment capability of approximate 42Kms. The Gun System combines with the advantage of high mobility performance of a truck with accurate long range fire power. It can be automatically deployed in any terrain and can perform a mission independently.

With its high strategic maneuverability in all types of terrain it will serve as an all weather reinforcement for the infantry and will be a present force multiplier for the Indian Artillery.

BEML Advances delivery of the First Intermediate Car Unit to BMRCL



BEML has delivered the first intermediate car unit to BMRCL. This intermediate car unit shall be integrated with the existing 3-car train sets to form 6-car train sets.

At a function held on 14th Feb. 2018 at Bangalore Complex, Shri D.K. Hota, CMD, BEML handed over the Metro Car Unit to Shri Mahendra Jain, I.A.S., MD, BMRCL and Addl. Chief Secretary, Urban Development, GoK, in the august presence of Shri Ananth Kumar, Hon'ble Union Minister for Chemicals & Fertilizers and Parliamentary Affairs, Shri K.J. George, then Hon'ble Minister for Bangalore Development & Town Planning, GoK.

The deliveries of the intermediate car units are scheduled to commence from June 2018 as per the contract conditions. However, considering the increased public demand, BEML worked together with BMRCL for advancing the deliveries and successfully delivered the first intermediate car unit.

Addressing the gathering, Shri Anantha Kumar, Hon'ble Union Minister complimented BEML for its technological prowess and efforts made by BEML Bangalore, KGF & Palakkad Complexes to

become technology hub for Metro & Rail Coaches in the country, he added.

Shri KJ George, thanked BEML in supporting BMRCL to ease the congestion and to double the passenger carrying capacity.

On this occasion, Shri Deepak Kumar Hota, CMD, BEML said "BEML is committed to offering world class services to metro corporations, thereby reducing the urban congestion and to successfully realize the 'Make in India' policy of the Government of India."

The occasion was also graced by Shri P.C. Mohan, Hon'ble MP, Shri S. Raghu, Hon'ble MLA and Shri M. Narayanaswamy, Hon'ble MLC.

It may be recalled that BEML had made significant strides and supplied to various Metro Rail Corporations across the country like Delhi Metro, Bangalore Metro, Jaipur Metro, numbering more than 1300 metro coaches till date. BEML now look forward to emerge as the preferred destination for metro coaches / advanced trains within the country, as well as foray into manufacture of high speed trains in the near future.

BEML delivers Ultra Modern Metro Train to Kolkata Metro



BEML delivered the first set of six car metro train unit to Kolkata Metro Rail Corporation (KMRCL). At a function held on 31st March 2018 at BEML, Bangalore Complex, Shri Deepak Kumar Hota, CMD, BEML handed over the Metro Car Unit to Shri. A.K. Kundu, Director (RS & T), KMRCL.

BEML is the first Indian company supplying indigenously developed six car metro train with Advanced Communication Based Train Control (CBTC) system. The six coach rakes comprise of two Driving Motor Cars (DMC) at either end, LED lightings for energy conservation and latest train protection/control systems. The carrying

capacity of each rake is 2068 passengers and with a maximum operation speed capability of 80 kmph.

The state-of-the-art metro trains are indigenously designed, developed and manufactured by BEML, truly realising the motive of 'Design in India' and 'Skill India' initiatives of the Government.

Speaking on the occasion, CMD, BEML, said, "BEML is providing world class metro coaches to urban metro transport. This helps in reducing road congestion and gives impetus to 'Made in India' policy. In associating with KMRCL we are delighted to serve Kolkata metro commuters."

Seminar on 'Rail Connect East 2018'



Shri Deepak Kumar Hota, CMD, BEML was the key note speaker at 'Rail Connect East 2018' organized by the CII in partnership with RDSO,

Indian Railways and few specialised organizations are under its umbrella.

Addressing the seminar, Shri Deepak Kumar Hota said BEML wants to go in for greater participation in Rail Projects by forming Consortiums rather than restrict itself to supplying rakes. Talking on proposed high speed trains, BEML is keen to be part of the manufacturer of Coaches for Railways, he added. Such trains not only save time, enhance mobility and also environment - friendly, he said.

Industry partners and more than 100 Rail Vendors took part in this Conference at Kolkata on 27th April, 2018.

CMD at NIRMA University Convocation



Shri Deepak Kumar Hota, CMD, BEML was the Chief Guest at the prestigious NIRMA University's 25th Convocation and presented Scholastic Awards to the meritorious students of various disciplines on 24th April 2018 at Ahmedabad, Gujarat

While congratulating the recipients for their success, CMD called upon them to shift their

focus away from disastrous possibilities to successful career. Learning exercise is a continuous process and will help to achieve higher goal, he added.

Nirma University is one of India's leading Universities based in Ahmedabad and emphasizes on continuous growth of its students through various innovative practices.

APPOINTMENT

Shri Suraj Prakash, Director (Finance)



Shri Suraj Prakash has been appointed as Director (Finance) and Member on the Board of BEML Limited.

He has assumed charge on 10th May 2018. Shri Prakash is a Cost Accountant from The Institute of Cost Accountants of India. Prior to assuming charge of the post of Director (Finance), he was the General Manager (Finance) of M/s. BHEL Limited.

BEML set up a Bio-Gas Plant at its Bangalore Complex



Shri Subhash Chandra, Addl. Secretary (Defence Production) & Shri Deepak Kumar Hota, CMD, BEML, Inaugurating Bio Gas Plant.

BEML is continuously engaged in promoting greenery and environmental protection activities. As a part of such initiatives, BEML has set up a Bio-Gas Plant at its Bangalore Complex for internal consumption to meet the requirement for cooking fuel.

At a function held at Bangalore Complex on 29th March, 2018, Shri Subhash Chandra, IAS, Additional Secretary, Defence Production, MoD and Shri Deepak Kumar Hota, CMD, BEML inaugurated the Bio Gas Plant in the presence of Directors and Senior Executives of the Company. This Bio Gas Plant has a capacity input of 500 Kgs of Bio Waste per day and

generates Bio Gas of about 15 Kgs per day. The savings of LPG gas cylinder is around 19 Nos. (390 Kgs) per month. The Bio Gas so generated will be utilised for cooking requirements in the complex canteen.

Other Green Initiatives

BEML is generating electricity through windmills and solar power plant for its own consumption and also a 'no plastic zone' has been created in its complexes and townships. Saplings are also distributed to BEML employees and executives to promote greenery and protect the environment.

Say 'No' to Plastic – Grow Green



Shri Deepak Kumar Hota, CMD, BEML releasing the paper coaster in the presence of Shri Munnakappa, President BEMLSA and Shri Mallesh, Executive Vice President, BEMOG.

BEML is in the forefront towards its Mission of turning into a 'Green Company' and to protect the environment with a view to bring down the degree of non-biodegradable waste. In this regard, BEML has initiated several measures, including banning the usage of Plastic.

Shri Deepak Kumar Hota, CMD, BEML released a 'Paper Coaster' with a theme no plastic pet water bottles and promoting to use RO treated water. He also released a hand bill on 'Think Green' with Do's & Dont's for implementing 'green practices' at home or in office, at a programme held on 26th Jan, 2018.

Distribution of Saplings by BEML



As an antedate to the ever growing global warming, BEML promoting greenery at all places. BEML is encouraging its employees and executives to be the part of mission of protecting the environment and contribute their might towards the cause.

As part of 'Grow Plants' initiative, BEML distributed saplings of medicinal plants to enable employees and executives to be part of the mission of protecting the environment and contribute towards developing 'Green Earth'.

At a function held at Bangalore Complex on 27th March, 2018, large number of employees and executives have shown great interest to be part of this green mission and collected the saplings for developing greenery at their residences and locality.

T M Thammaiah Wins Prime Minister's "Shram Shree Award"

BEML Employee from Mysore Complex Shri TM Thammaiah was conferred with the prestigious Prime Minister's "Shram Shree" Award for the year 2016 for his outstanding work. Mr. Thammaiah was one among the 20 recipients of this National Award.

At a function held at New Delhi on 26th February, 2018 Shri Thammaiah received the Award from Shri Venkaiah Naidu, His Excellency the Vice President of India.

The Award, initiated by the Ministry of Labour & Employment are given to the Workers in the Public Sector Undertakings, Departmental undertakings, Units and Private Sector Units in recognition of their distinguished performance, innovative ability, outstanding contribution in the field of productivity and exhibition of exceptional courage and presence of mind. It is noted that he is the only Employee, selected for this Award amongst Bangalore Based PSU's.

Shri Thammaiah, recipient of BEML Quality, Nonimara, Outstanding merit awards, has achieved major breakthrough for the Company for Design & Manufacture of Boring fixture to



Akash Missile components, which were supplied to M/s. DRDL, Hyderabad. His outstanding efforts in Design & Manufacture of huge boring fixtures for Heavy Duty Dump Trucks of 150 Tons & 205 Tons, indigenization of various critical components etc., not only brought good savings to the Company, but also realizing 'Make in India' vision of the Country.

Complimenting Mr. Thammaiah, Shri Deepak Kumar Hota, CMD, BEML said, he is a role model for all BEMLIans and future generations.

SODET Award



Shri K Srinivas, Manager, Defence (Marketing) bagged the Society of Defence Technologists (SODET), Technology Development & Technology Innovation Award, in recognition of his excellent work in the Design & Development of All Wheel Steering System (AWS) for BEML HDT 8x8 vehicle, at a function held at Hyderabad on 10th February, 2018.

The newly developed All Wheel Steering System enhanced the maneuverability of the Heavy Duty Truck.

SODET is a professional and non-profit organisation comprising all Central Defence PSUs and its objective is to share unique manufacturing facilities and process related core competencies in order to have an effective utilisation of technological strengths.

VISITS

Parliamentary Joint Committee on Food Management visits BEML



Parliamentary Joint Committee on Food Management headed by Shri A P Jitendar Reddy and Members comprising Shri Harindar Singh Khalsa, Shri C H Malla Reddy, Shri Ritabrata Banerjee, Shri Majeed Memon, visited BEML Bangalore Complex on 21st May, 2018 and inspected canteen facilities and held detailed discussion. Shri Deepak Kumar Hota, CMD, BEML highlighted the standard operating procedures of the canteen in maintaining and serving hygienic food for the employees and measures undertaken by BEML. Later they took keen interest to visit the Metro manufacturing facilities.

Expressing their satisfaction in maintaining the canteen, the Committee lauded BEML for their capability in manufacturing High-end Metro Coaches. Earlier on arrival, CMD warmly welcomed the Chairman and Members of the Committee at the Bangalore Complex.

BEML Signs MoU With M/s. Hitachi

BEML signed a Memorandum of Understanding with M/s. Hitachi to explore possibilities and opportunities to work together in the upcoming Railway Projects.

While, initially the focus will be on assembling the parts of the coaches for the Bullet Train, BEML will look at local production at a later stage.



Mr. Alistair Dormer, Senior Vice President & CEO, M/s. Hitachi, Ltd. (Railway System Business Unit) with Mr Deepak Kumar Hota, CMD, BEML and other Sr Officials

NEWS IN PICS



Lt Gen Sanjay Verma, DG (Wpns & Eqpt) in discussion with Shri Deepak Kumar Hota, CMD during his visit to HQ on 16th May 2018. Also seen Shri R H Muralidhara, Director (Defence Business).



Shri Bobby Kurian, National Corporate Editor, Time of India, interacting with CMD during his visit to HQ, recently



Mr. Rajesh Agarwal, GM MCF Raebareli going round KGF Complex with Shri Aniruddh Kumar, Advisor (Rail & Metro), Bangalore Complex on 5th May, 2018.



High Level Team from M/s. Loram, USA going round KGF Complex during their visit on 22nd May, 2018



Shri Ashwani Lohani, Chairman, Railway Board and Shri S. Mani, General Manager, ICF going round BEML Stall in IRCE-2018 Exhibition held at Chennai from 17-19 May 2018. Also seen Shri Rajashekara, Chief of Bangalore Complex.



Brig. S.B. Kodaru, Controller, CQA, ICV, Medak with our Officials during his visit to KGF Complex on 22nd April, 2018.

SEs CSR Initiatives - BEML delivers Metro Train to Kolkata

SEs CSR Initiative - Bio-Gas to meet cooking fuel requirements at BEML Bangalore Complex

BEML Ltd., the premier manufacturer of Metro Cars, recently delivered the first set of six-car metro train unit to the Bangalore Metro Rail Corporation (BMRCL). BEML won this contract for supply of 84 nos. standard gauge metro cars (14 trains) to BMRCL East-West Metro Line against international competitive bidding. The total contract value is approx. Rs. 900 crores.

Subhash Chandra, IAS, Additional Section, MoD and Mr. D.K Hota, CMD, BEML inaugurated the Bio-Gas Plant at BEML's Bangalore Complex.

BEML Ltd. is continuously improving energy and environment as part of such initiative. Bio-Gas Plant at its Bangalore Complex will reduce the consumption to meet cooking fuel.



Exploring Potential in Aerospace Domain

BEML is continuously exploring potential in the aerospace domain. The company has recently inaugurated a Bio-Gas Plant at its Bangalore Complex. This initiative is part of BEML's commitment to sustainable development and reducing its carbon footprint. The plant will produce bio-gas which will be used for cooking fuel, thereby reducing the company's dependence on fossil fuels.

BEML is continuously exploring potential in the aerospace domain. The company has recently inaugurated a Bio-Gas Plant at its Bangalore Complex. This initiative is part of BEML's commitment to sustainable development and reducing its carbon footprint. The plant will produce bio-gas which will be used for cooking fuel, thereby reducing the company's dependence on fossil fuels.

BEML delivers Metro Train to Kolkata
State-of-the-Art units are Indigenously Developed & Designed

with Advanced Communication Based Train Control (CBTC) system. The six-coach train comprises of two Driving Motor Cars (DMCs) at either end, LED lighting for energy conservation and latest train protection/control systems. The carrying capacity of each rake is 2000 passengers and it has a maximum operating speed of 80 kmph. State-of-the-art metro trains are indigenously designed, developed and manufactured by BEML. Truly an initiative of 'Design in India' and 'Skill India' initiatives of Government. Speaking on the occasion, Mr. D. K. Hota, CMD, BEML, said, "BEML is proud to deliver state-of-the-art metro coaches to Kolkata Metro Corporation."

Mr. D. K. Hota, CMD, BEML, and senior executives of BEML, team with KMRCL, Metro Train.

to urban metro transport. This helps in reducing road congestion and gives impetus to 'Make in India' policy in associating with KMRCL, we are delighted to serve Kolkata metro commuters.

BEML Order Wins
Wins order worth ₹ 900 cr for 6-car train to Kolkata Metro

ET NOW RISE WITH INDIA

SLIPS IN TRADE 388.15
5.75 ▼ 1.46%

5-DAY TREND 1126.00

VOLUME 0.16m

BEML, net up 53 per cent in 2017-18

BEML, net up 53 per cent in 2017-18. The company's revenue has increased significantly due to the successful completion of several major projects. The company is also expanding its operations into new markets, which is expected to drive further growth in the coming years.

BEML advances delivery reaches for Bengaluru Metro

BEML has advanced the delivery of the first intermediate car to Bengaluru Metro Rail Corporation Ltd (BMRCL). The intermediate car will be integrated with the existing train sets, which will help in increasing the carrying capacity of the train. BEML is committed to providing high-quality products and services to its customers.

BEML plans consortium for full Metro project job

BEML is planning to form a consortium to undertake the full Metro project job. The consortium will consist of BEML and other leading metro manufacturers. This move is expected to strengthen the company's market position and enable it to take on larger projects.

SEs CSR Initiatives - Bio-Gas to meet cooking fuel requirements at BEML Bangalore Complex

BEML Ltd., the premier manufacturer of Metro Cars, recently delivered the first set of six-car metro train unit to the Bangalore Metro Rail Corporation (BMRCL). BEML won this contract for supply of 84 nos. standard gauge metro cars (14 trains) to BMRCL East-West Metro Line against international competitive bidding. The total contract value is approx. Rs. 900 crores.

BEML pushes boundaries with innovation technology and indigenisation for Make in India

Hailing State-run Bharat Earth Movers Ltd (BEML), as the strategic backbone, DEEPAK KUMAR HOTA, CMD, BEML Limited, points out that the company has become a leading multi-technology, multi-product company that designs and manufactures products for Defence, Mining, Power, Infrastructure and Transportation.

BEML unveils Medium Bullet Proof 4x4

BEML Limited (Bharat Earth Movers Limited) Chairman & Managing Director Deepak Kumar Hota launched the Medium Bullet Proof 4x4 Vehicle (MBPV 4x4) at DefExpo 2018 today.

This advanced blast protected and bulletproof personnel shields the security vehicle from small arms fire, hand grenades and fragment simulated projectiles, etc. With survivability as the major objective, the MBPV 4x4 has a carrying capacity of 10+2 persons. The vehicle will be in use by security forces for its counter-insurgency operations in a hostile environment. On the occasion, Hota said, "The BEML MBPV 4x4 is built on an indigenous 4x4 chassis. Our commitment through our mission of delivering world-class products for the defence forces is a key strength of BEML."

BEML unveils Medium Bullet Proof 4x4

The BEML MBPV 4x4 is a specially designed 4x4 wheel RH Drive heavy-duty all weather off-road mobility vehicle. It is equipped with advanced laying and sighting system such as GPS aided INS, muzzle velocity feeder data management, day and night firing, ballasting computer system capability. The gun system combines the advantage of high mobility performance of a truck with accurate long range fire power. It can be automatically deployed in any terrain.