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What role do you envisage for the defence sector to play in achieving the government's vision of US\$ 5 trillion economy by 2025?

The new Defence production policy holds great promise in its endeavour to support the continuing growth of the Defence industry. The collateral benefits of achieving a self-reliant local Defence manufacturing are tremendous.

As part of Defence Production Unit and to align with the policy of GoI, we have identified the following areas:

- High Mobility Vehicles with super structure.
- Combat Vehicles (WICV & FICV).
- Armoured Recovery Vehicles.
- Mounted Gun System (MGS).
- Overhauling of Armoured Recovery Vehicles & High Mobility vehicles
- Mine Protected Vehicle and Bullet Proof Vehicles
- AI based unmanned All terrain vehicle and Mobile Medical Health & Diagnostic systems.
- Manufacture of Airborne structures and sheet metal components, assembly of Aircraft to become Tier 1/ Tier 2 supplier for global OEMs

- Sub-assemblies for Missile and Space Launcher Vehicles.

What strategies does BEML have for playing a key role in realizing the government's vision?

- Focus on In-house design & development of products and aggregates
- To reduce the import content further and increase the local content, BEML formed strategic alliances with global companies for local production of Defence spares & aggregates, Metro car aggregates and aggressively developing the Indian supplier base to realize the 'Make in India' ambition of the Government.

Of the industry segments that BEML operates in, which is key focus segment for the company? What is the performance of the key focus segment?

We are a diversified Company engaged in the design, development, manufacturing and after-sales-service of a wide range of products for core sectors of economy such as Coal, Mining, Steel, Cement, Power, Irrigation, Construction, Road building, Defence, Railway and Metro transportation system & Aerospace through our three business segments

- Defence & Aerospace, Mining & Construction and Rail & Metro.

In view of the increased thrust of the Government in Infrastructure creation including the core sectors Urban mobility and Railways, and owing to the fact that BEML is advantageously positioned to capitalize on these opportunities, BEML identified Rail & Metro business as the key focus segment among its business verticals.

In terms of numbers, our Rail & Metro business turnover has increased multifold in the last three years. Further, considering the huge order book of ₹ 5000 crore and many tenders in the pipe line, we expect our Rail & Metro turnover to reach ₹ 4000 crore in the coming years.

As a Miniratna company, kindly share some of your major achievements and milestones till date.

BEML has supplied over 8000 BEML High Mobility Vehicles, 350 Armoured Recovery Vehicles, 3000 Trailers / Military Wagons, 6 sets (330 Nos.) Pontoon Bridge System, 18000 Rail Coaches and 700 EMUs, 1500 Metro Cars and 30000 Mining & Construction Equipment to various sectors of economy. Further, we have exported goods and services worth over ₹ 3300 Cr. to 68 Countries.

In addition, following mile stones have been achieved,

- All-time high net revenue of ₹ 3481 Cr. during 2018-19
- 87% of sales is achieved on competition mode
- 68% of Sales is thru R&D developed products
- Catapulted to the top position in Metro market by bagging the prestigious Mumbai Metro order for over ₹ 3800 Cr, against stiff competition from world's leading metro manufacturers.
- Highest ever Order Book of ₹ 9125 Crore.
- Designed, Developed and Supplied
 - India's biggest Electric drive 190T & 150T Dump Trucks to M/s. Coal India Limited
 - India's biggest Electric 180 Ton Electrical Excavator to M/s. SCCL
 - India's biggest 850 HP Bull Dozer to M/s. NALCO
 - Arjun Armoured Repair & Recovery Vehicle (ARRV) to CVRDE.

- 155mm calibre Mounted Gun System for Army.
- Metro cars for Bangalore and Kolkata Metro Rail Corporations
- Intermediate Metro cars for Delhi and Bangalore Metro Rail Corporations
- Stainless Steel Electric Multiple Unit for Indian Railways
- 75% of captive energy consumption is through Green energy

The current ongoing metro-rail projects in several Indian cities has created a heavy demand of metro coaches. How is BEML planning to meet this increased demand?

We have already established manufacturing facilities for 300 nos Metro cars annually. BEML is continuously gearing itself to meet the market demands and initiated steps such as:

- a. Capacity augmentation and infrastructure creation
- b. Capability augmentation and manpower induction

- c. Streamlining of the Supply chain
 - d. Technical and long term tie ups wherever necessary.
- Further, BEML is mootng strategic joint ventures for major aggregates to enhance our position of competitive advantage.

Kindly share some insights on BEML's international business.

We have supplied more than 1200 units of Mining and Construction equipment to 68 countries across the globe. In addition, we have exported Railway products to Bangladesh & Sri Lanka and Defence products to Suriname and Honduras.

With the vision to reach minimum 10% of sales through exports, we have initiated various steps such as appointing distributors globally, working with Exim Bank of India for Line of Credit opportunities and Indian Missions abroad. BEML is also collaborating with large private sector companies and DPSUs for export of Railway and Defence products.

