



## CMD's Message



Happy New Year and warmest greetings as we begin 2020!

I take this opportunity to share some of the good tidings in the new year. With a current order book of over Rs 10,000 crores, we continue to demonstrate and further cement our credentials of an agile and technologically proficient company which can

take on global competition and make a mark.

Notwithstanding such an optimistic scenario, we are focussed on improving our operational efficiency and delivery through work style reforms to meet the laid down business targets. We have been systematically upgrading our practices and work environments; and time is ripe to leverage these upgrades optimally.

In Rail & Metro business, we have considerable orders in hand. It was heartening that we delivered well ahead of schedule, the first driverless metro coach to MMRDA's Mumbai Metro project, which was launched by none other than our Hon'ble Prime Minister. In M&C business, I am happy to share that after successful trials, we have received orders for 5 nos. of BE1800E Electrical Excavators which are planned for delivery in FY 2019-20. Further orders are in the pipeline including orders for 150T & 190T high end dumpers. In Defence business, long pending issues have been resolved and we are in the process of executing the orders and deliver in a time bound manner.

Strategies have been adopted for improving our global presence through region specific approach, appointment of distributors, taking advantage of LoC opportunities, collaboration with other DPSUs/entities and participation in various Exhibitions etc. These are expected to result in increased export of defence and mining and construction equipment and also rolling stock.

We have undertaken various pioneering initiatives on the Information Technology front to enable business operations on e-mode viz., e-procurement, e-payments, etc. Implementation of File Life Cycle Management system has been successful resulting in transparency and quick decision making. Customer Relationship Management System app (BEML CARES) was launched to transform the service business. Our R&D in addition to design &

development of products is also working with Industry partners to leverage technology for the benefit of customers such as introducing AI features in machines. Innovation Cell has been focussing on galvanising the innovation culture of the Company and has succeeded in filing 65 patents covering innovations in product design, manufacturing and operations.

You are aware that Govt. of India is planning for Strategic Sale of BEML. It will open out new avenues for growth of BEML and to become formidable. At present, 87% of our business is through open competition with global players and 68% of sales is through in-house designed & developed products which exhibits our strength. For us, it is an opportunity to catapult BEML towards becoming a world class company.

With the high level of dedication, motivation and commitment of team BEML, I am confident that future holds bright prospects. I am extremely confident of the future with the support and co-operation of all our partners, suppliers, customers and other stakeholders. Let us march ahead together, facing the challenges and take BEML to greater heights.

**Dr. Deepak Kumar Hota**  
Chairman & Managing Director

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## MoU with IRCON International



**B**EML signed a Memorandum of Understanding (MoU) with M/s. IRCON International Limited (an engineering and construction company, specialized in transport infrastructure) to explore and address opportunities in the overseas market by synergizing each other's strengths for large infrastructure projects in the transportation sector.

At a function held in New Delhi on 27<sup>th</sup> Dec, 2019 MoU copies were exchanged in the presence of Dr. Deepak Kumar Hota, CMD, BEML and Mr. S K Chaudhary, CMD, IRCON

International Limited.

This MoU is aimed at promoting supply of BEML manufactured rolling stock, as well as, construction equipment for Railway projects outside India wherein IRCON will carry out civil and construction work, as well as, facilitate design validation and provenness for rolling stock of BEML to address export opportunities together.

This is a step towards further thrust on globalization by joining the complementary strengths of two large CPSEs.

## Indian Army receives Sarvatra Bridge system



**B**EML received order for supply of 22 sets of Sarvatra Bridging System and bulk production clearance was given in Oct 2019.

BEML handed over first set of 15m Sarvatra Bridging System to Indian Army. In a function held on 11<sup>th</sup> Nov 2019 at BEML Palakkad Complex, Kerala, Major General S. Radhakrishnan, Director General, Combat Engineers received the Bridging system on behalf of the Indian Army from Shri. R.H. Muralidhara, Director (Defence Business), BEML.

Sarvatra Bridging System, designed by R&DE (Engineers) for the Indian Army is mounted on BEML TATRA 8 x 8 Heavy Duty Truck and manufactured by BEML.





## BEML's Annual Dividend to Hon'ble Defence Minister

**B**EML paid dividend of Rs.15.75 crores for the year 2018-19 to the GoI. The GoI holds 2.25 crore equity shares of Rs.10/- each in BEML.

At a programme held in New Delhi, Dr. Deepak Kumar Hota, CMD, BEML handed over the Demand Draft to the Hon'ble Raksha Mantri Shri Rajnath Singh in the presence of Shri Barun Mitra, IAS, Special Secretary (Defence Production) and Shri Shantanu, IAS, Joint Secretary (Land System) Ministry of Defence.



## Visit of Rajya Sabha Committee on Subordinate Legislation

**T**he Rajya Sabha Committee on Subordinate Legislation visited Bangalore and held meeting with BEML on 09<sup>th</sup> Nov, 2019. The Committee headed by Dr. T. Subbarami Reddy and members comprising Prof. M.V.Rajeev Gowda, Shri. S. Muthukaruppan, Shri. Tiruchi Siva and Shri. Pradeep Tamta were present.

On arrival at the meeting the Committee was warmly greeted by Shri RH Muralidhara, Director (Defence Business) and Shri. Panneer Selvam, Director (HR).

The Committee was briefed on the performance of BEML and various measures taken by BEML towards Health &



Safety Protection, Environment protection, Green initiatives and Waste Management. The Committee appreciated the efforts of BEML.

## BEML gets New Director (Human Resources)

**S**hri R Panneer Selvam has assumed charge as Director (HR) on 28<sup>th</sup> Nov, 2019. Prior to assuming the charge, he was Executive Director (Corporate Planning & Materials), BEML. He is a Post graduate in Production Engineering with MBA having 36 years of experience in different functional areas including Materials, Production and Corporate Planning. He is also a Nominee Director of BEML on the Board of M/s. Vignyan Industries Limited, a Subsidiary Company.







EXHIBITIONS

## IME 2019



**B**EML in a big way participated in the 8<sup>th</sup> International Mining Exhibition held at Eco Park, Kolkata from Nov 6<sup>th</sup> – 9<sup>th</sup>, 2019. Shri. Pralhad Joshi, Hon'ble Minister for Coal & Mines and Parliamentary Affairs inaugurated the BEML Stall in the presence of Shri. A.K.Jha, Chairman, Coal India Ltd. The Hon'ble Minister and distinguished guests were briefed on the contribution of BEML to the Mining Sector by Shri. M.V. Rajasekhar, Director (Mining & Construction) in the presence of Shri. Suraj Prakash, Director (Finance).

## IREE 2019

**B**EML took part in 13<sup>th</sup> International Railway Equipment Exhibition held at Aerocity, New Delhi from 22<sup>nd</sup> -24<sup>th</sup> Oct, 2019. The BEML stall was inaugurated by Shri Vinay Kumar Singh, Managing Director, NCRTC (National Capital Region Transport Corporation). BEML displayed bromides and models showcasing the capabilities in Railway Products particularly Metro Cars. Organized by CII in association with Ministry of Railways, the IREE is the only International Exhibition for the Railway and its



related sectors. Large number of prospective Institutional Customers visited BEML Pavilion.

## New Hydraulic Excavator Launched

**B**EML Launched a new Hydraulic Excavator model "BE210LC" and showcased at EXCON 2019 held at Bangalore from Dec 11<sup>th</sup> -16<sup>th</sup> 2019. This high performance and rugged excavator designed and developed by BEML's R&D was unveiled by Shri R.H. Muralidhara, Director (Defence Business) BEML in the presence of Shri M.V. Rajasekhar, Director (Mining & Construction) BEML and other senior officials.

The Hydraulic Excavator model 'BE210LC' is designed for maximum utilization, best-in-class fuel efficient and ergonomically designed



cabin which adds to maximum work performance.





## “Hon. Ph.D” conferred on CMD

Shri Deepak Kumar Hota, CMD was conferred with Doctorate of Philosophy (Ph.D) by Manav Rachna International Institute of Research and Studies (MRIIRS), Faridabad in recognition of his exemplary career in Corporate Human Resources and his conscious contribution towards Indian Industry. At the 7<sup>th</sup> Convocation Ceremony of MRIIRS held on 8<sup>th</sup> Dec. 2019, the Chief Guest of the occasion Shri Anurag Thakur, Hon'ble Minister of state for Finance and Corporate Affairs, GoI presented the Medal with Certificate to Shri. Deepak Kumar Hota.

MRIIRS a 'Deemed-to-be-University' offers programmes from Graduate to Doctoral level that are



in tune with Market Dynamics. The institution has been conferred with 5 star rating by QS Rating System.

## “Hall of Fame Award” for CMD

The Machinist' Magazine honoured Dr. Deepak Kumar Hota, CMD BEML, with 'The Machinist Hall of Fame Award' for his immense contribution to the industry and to the Nation. This is the highest recognition award given by 'Machinist', to an individual for admirable services.

'The 'Machinist' is a premium B2B Magazine focusing on the manufacturing sector belonging to World Wide Media, a Times Group Publication.

At the Global Manufacturing Summit 2019, held at Ahmedabad on 18<sup>th</sup> Dec, 2019, the award was presented by Shri Niranjana Madhukar, Editor, Machinist.

While speaking, after receiving the Award, CMD said 'the recognition is for Team BEML'.



## Energy Conservation Award for Palakkad Complex

BEML Palakkad Complex won the Kerala State Energy Conservation Award 2019. At a function held on 18<sup>th</sup> Dec, 2019 at Energy Management Centre, Thiruvananthapuram. Shri P Sivakkumar, CGM, Palakkad Complex received the Award consisting of a Citation, Plaque and Prize Money of Rs. 1.00 lakh from Shri M.M. Mani, Hon'ble Minister for Electricity, Kerala.

The award was conferred for the commendable achievements in efficient utilization of energy,



conservation of energy and promotion of energy efficiency during the year 2018-19.





## BEML-BEL Road Show on DEFEXPO 2020



**B**EML and BEL jointly organized a Roadshow in the Run-up to the 11<sup>th</sup> biennial edition of DEFEXPO INDIA 2020 scheduled to be held in Lucknow from 5<sup>th</sup>-8<sup>th</sup> Feb 2020. The Roadshow was held on 3<sup>rd</sup> Dec, 2019 at Bangalore to encourage

south based vendors from the Private Sector, MSMEs and Start-ups to actively participate in the upcoming Defence Exhibition and take advantage of the potential business opportunities in the offing. DEFEXPO 2020 being organized by the Ministry of Defence, GoI has 'Digital Transformation of Defence' as its theme.

Dr. Deepak Kumar Hota, CMD, BEML informed the gathering that all support being extended by DPSUs to entrepreneurs for supply of Defence aggregates. He appealed to the participants to be a part of DEFEXPO and widen their exposure and customer base. Mr. Gaurav Gupta, IAS., Principal Secretary, Industries & Commerce, GoK briefed the Vendors about the State Government policies in promoting industries. More than 400 Vendors from across Karnataka, Tamil Nadu and Andhra Pradesh took part in the event.

## CMD at INDAM 2020 - IIM Tiruchi

**D**r. Deepak Kumar Hota, CMD took part in prestigious 6th biennial conference organised by Indian Institute of Management, Tiruchirappalli, Tamil Nadu as a Chief Guest on 2<sup>nd</sup> Jan, 2020.

Inaugurating the three days conference, CMD, BEML emphasised on using disruptive forces as opportunities and to learn and grow from it. 'We should take pride in bringing 'Indian - Ness' into management education as the world is interested in our market place at present', he said. IIM, Tiruchirappalli in association with the Indian Academy of Management (INDAM) organised three day's conference on Architecting Indian Management Scholarship in the Era of 'Disruption'.



## Integrity Club

**S**hri Vidya Bhushan Kumar, IFS, CVO, BEML inaugurated the "Integrity Club" at The Jain International School, Bangarpet on 13<sup>th</sup> Dec, 2019 which is an initiative of BEML Vigilance Department, KGF to inculcate moral values in children. A Vigilance tree was planted inside the School premises by the Chief Guest on the occasion. All the 11 members of the Integrity Club were administered the 'Oath of Integrity' and were indoctrinated into the Club.







## CMD gets “Most Admired Leader” Award

Dr. Deepak Kumar Hota, CMD, was honoured with the 'Most Admired Leader Award 2020 for “Outstanding Contribution as a Leader focused on Developing People and Organisational Capability.”

This award was conferred to him by Indian Institute of Public Administration (IIPA) & Forum for Emotional Intelligence Learning (FEIL) at a function in New Delhi.

Indian Institute of Public Administration (IIPA) is an autonomous academic institution of



national eminence for training, research and information dissemination in streams related to the ethos of Public Administration.

## Rashtriya Ekta Diwas



In order to create an awareness on the Importance of National Unity and Security among its employees and neighbours, BHEL observed 'Rashtriya Ekta Diwas' (National Unity Day) on 31<sup>st</sup> October 2019 in all its Offices and Complexes across the country.

It was celebrated with great enthusiasm with the participation of Senior Management; Executives, Employees and Union representatives across all BHEL Complexes.

## Constitution Day

BHEL celebrated the Constitution Day on 26<sup>th</sup> Nov, 2019 across all its Units & Offices to commemorate the adaption of Constitution of India on 26<sup>th</sup> Nov, 1949.

At Corporate Office in Bangalore, Dr. Deepak Kumar Hota, Chairman & Managing Director along with Functional Directors administered the pledge to the employees and officers with emphasis on the preamble and importance of the Constitution.

Dr. B.R. Ambedkar, the architect of Indian Constitution, was remembered and the renovated statue of Babasaheb was garlanded at Mysore Complex. Large number of



employees, officers and union representatives etc., took part in the celebrations.





High level team led by Mr GY Lee, CEO Rotem seen with Shri Subash Chandra, then Secretary, Defence (Production), Dr. Deepak Kumar Hota, CMD, and Directors Shri Suraj Prakash (Finance), Shri Suresh S Vastrad (Rail & Metro), Shri MV Rajasekar (Mining & Construction) during their recent visit to BEML.



Mrs Sripriya Ranganathan, Ambassador of India to Republic of Korea, seen with Shri R H Murlidhara, Director (Defence Business), Shri Suresh S Vastrad, Director (Rail & Metro) during her visit to Bangalore Complex on 13<sup>th</sup> Dec. 2019.



Lt.Gen.Sanjay Verma , AVSM, VSM\*\*, IHQ (Army), New Delhi in discussion with Shri.R.H.Muralidhara, Director (Defence Business) during his visit to KGF Complex



Shri Amb Sujan R Chinoy, DG-IDSA going around KGF Complex during his recent visit to KGF Complex. Also seen Shri KR Radhakrishna, ED (Quality).



Lt. Gen Anil Kapoor, Director General-EME, discussing a point at Palakkad complex during his visit on 22nd Nov 2019 . Also seen Shri. Sanjay Som, CGM(DP).



Brig. Jasdeep Singh General Manager from 512 Army Base Workshop, Pune being briefed on BEML activities during his visit to KGF Complex on 26<sup>th</sup> Nov 2019.



Employees and executives seen with CMD and Director (R&M) during their visit to Kolkata regional office



CMD seen with Executives and employees of Ahmedabad District Office during his recent visit.