



Journal

Corporate Newsletter of BEML LIMITED

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BEML To Maximise Geo-strategic Reach. Exciting Times Ahead.



We started the new year 2019 on a positive note. Good news flowed from the Rail & Metro business, as we were awarded the Mumbai Metro line 2, 2A & 7, an order for 378 Metro Cars (63 Metro Trains of 6 Cars each) which is the biggest ever order we have received at BEML, amidst

very stiff international bidding. There is also an optional order for additional 126 cars. Besides the Mumbai Metro, we are looking at certain orders from Bangalore Metro, executing orders for Calcutta and Delhi Metros. Plus, we are looking at orders from Pune and Vizag.

Our defence portfolio is gearing up for exciting times. BEML has received a big order for one of the new products that have been developed in the recent past, Arjun Armoured Repair and Recovery Vehicle (ARRV) The supply of Sarvatra Bridging System to the Ministry of Defence will add a substantial revenue to the defence business vertical. Also, there is a continuous surge in the demand for spares to almost double compared to last year for High Mobility Vehicles & Armoured Recovery Vehicles and we are gearing up to meet the requirements.

Presently, discussions are ongoing with global aerospace companies for manufacture of Ground Support Equipments and Aerospace components against offsets. MoUs are expected to be signed with a couple of companies in the near future.

BEML is focusing on export of defence equipments to neighbouring countries such as Sri Lanka, Myanmar, Bangladesh, Nepal, Bhutan etc. to increase the export turnover as well as meet the demand in those countries.

BEML's Mining & Construction vertical sold Dump Trucks (205 Tonne & 190 Tonne) to Coal India on trial cum order basis. Since the mining segment is migrating towards deployment of higher capacity equipment to meet the increased production requirements, we have taken the initiative to design and manufacture of higher capacity mining equipments, such as 190-205 ton range and 150 ton electric dump trucks, 180 class electric and diesel versions of excavators and 850 hp bulldozers, with in-house R&D strength.

We are in the process of augmenting the distributor network in Tunisia, Oman, Syria, Bangladesh, Myanmar, Angola, Ghana, Kenya, Nepal and Zimbabwe. BEML has all the required competence, capacity, resources, and established infrastructure

to get associated with various sectors of their economy such as Mining, Agriculture, Railway, Defence infrastructure projects and can be a reliable supplier of its Mining, Defence and Rail & Metro products.

BEML has drawn a road map to maximize geo-strategic reach, minimize import bill and increase domestic production capacity. A combination of innovation & research through 'Centers of Excellence' will drive integrated R&D and leverage technology platforms in collaboration with CPSEs on specific R&D projects.

BEML recognizes outsourcing as one of the strategic business tools to achieve cost benefits and also complement the strengths of SMEs to build a strong industrial base.

I am also happy to share that BEML was awarded the prestigious 'Top Challengers Award 2018' for the excellence performance during FY 2017-18 and Best Seller in Crawler Equipment- Dozers and Rigid Dump Truck segment in the mining sector. The Award is instituted by ASAAP Information Global Group and is awarded based on the performance evaluation – 'that grew top line and bottom line, stayed profitable and managed to keep financial health within defined limits'.

We also received the Governance Now 6th PSU Award for Resilient Growth (Mini Ratna I) category.

It is a matter of pride for BEML's TEAM - 'SPARTAN' for winning the 'Gold Award' at the International Convention on Quality Control Circles (ICQCC) held at Singapore in October 2018. They competed with 475 teams from 15 countries across the globe.

We look forward to 2019 with a sense of re-dedication and renewed enthusiasm in an increasingly challenging business environment to ensure to deliver best value to our stakeholders.

Deepak Kumar Hota

Chairman & Managing Director

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BEML @ IMME, KOLKATA

BEML participated in the International Mining & Machinery Exhibition (IMME) held at Kolkata from 31st Oct to 3rd Nov. 18, organized by Confederation of Indian Industry (CII).

Shri Amit Mitra, Hon'ble Finance Minister, West Bengal inaugurated the BEML stall in the presence of Shri Deepak Kumar Hota, CMD. Shri B.R. Vishwanatha, Director (Mining & Construction) was also present.

BEML showcased its various Mining & Construction equipments through bromides and miniatures.



BEML stall at IMME 2018

Dignitaries of various Coal Companies and other valued customers visited BEML stall



CMD addressing the gathering at the inaugural ceremony of IMME 2018



Shri Amit Mitra, Hon'ble Finance Minister, West Bengal inaugurating BEML Stall

and lauded BEML's achievements for creating one-stop-shop for Mining & Construction equipment.

At the inaugural ceremony, Shri Hota, CMD, BEML who was one of the Chief Guests, emphasised for strengthening local manufacturing to give a boost to the 'Make-in-India' programme and suggested that forging partnership with technology providing firms could be a way-forward in the coming days.



BEML @ AAD Expo South Africa

BEML participated in the African Aerospace and Defence Expo 2018 (AAD Expo) from 19th-23rd September, 2018 at Pretoria, South Africa.

AAD Expo is rated amongst top six exhibitions in the world with more than 4500 companies participated in this Exhibition.

The Exhibition was organized by the partnership comprising of South Africa's Aerospace, Maritime and Defence Industry Association (AMD), the Armament Corporation of South Africa (ARMSCOR) and the Commercial Aviation Association of Southern Africa (CAASA) in collaboration with Department of Defence.

BEML undertook all the coordinating activities relating to the exhibition including setting up of Indian Pavilion for AAD Expo. This Expo provided conducive environment for business-to-

business linkages and provided a platform for engaging dialogue and discussions on Defence & Aerospace.

BEML also explored the feasibility for tie-ups for setting up 'Make-in-India' Park.



BEML Team led by CMD, BEML along with members from HAL & BEL at the India Pavilion

BEML's Single Largest Order

₹3015 Cr. order For Mumbai Metro Corridors

19th December 2018 was a historic day for BEML as BEML signed a contract agreement for supply of Rolling Stock to Mumbai Metro Rail Corridor (MMRC) with Delhi Metro Rail Corporation (DMRC).

At a function held in New Delhi the MoA was exchanged in the presence of Shri Deepak Kumar Hota, CMD BEML, Dr. Mangu Singh, MD, DMRC, and host of senior level officials from MMRC, DMRC, Hitachi and BEML.

The order includes manufacturing of 378 metro cars (63 metro trains of 6 cars each) for Mumbai Metro Corridor 2A, 2B & 7.

The state-of-the-art, driverless trains will be manufactured at Bangalore Complex of BEML. The contract was bagged against stiff competition from six internationally renowned companies.

The metro cars will be fully air-conditioned, with energy-friendly features and regenerative braking system.

The trains will operate on 25 kv AC traction and is equipped, with CCTV surveillance for passenger safety and made of stainless steel body with four



Shri Deepak Kumar Hota, CMD seen with Dr. Mangu Singh, MD DMRC, Shri RK Sharma, Director (Systems), MMRC, Shri SS Joshi, Director (RS) DMRC, Shri Suresh S Vastrad, Director (Rail & Metro) after exchanging the Contract Agreement

doors on each side and real-time track monitoring. The cars have a capacity of carrying 300 passengers in each coach.

The contract includes spares, design, installation and commissioning of metro coaches.

Nations First Indigenously Developed 205E Dump Truck Deployed At NCL



CMD BEML Seen with CMD NCL, other Dignitaries at the Flagging off 205E Dump Truck

Under the 'Make in India' campaign, Northern Coal Fields Limited (NCL) a subsidiary of Coal India has deployed first indigenously developed the BEML Electric Dump Truck at its Amlohri Coal Mine. This the highest capacity of dump truck ever introduced in NCL.

At a Function organized at Amlohri coal mines, Singruli on 14th Dec 2018, Shri Deepak Kumar Hota, CMD, BEML and Shri PK Sinha, CMD, NCL flagged off the equipment for its operation at NCL.

"With the introduction of new generation of Dump Truck, BEML has reached another milestone in its R&D efforts. This will ensure self-reliance, enhanced productivity in mining operations and increased production apart from optimizing costs. BEML acknowledges the encouragement being provided by CIL and its subsidiary for "Make in India' policy," said Deepak Kumar Hota CMD, BEML.

Shri PK Sinha, CMD, NCL congratulated BEML

for the initiative taken in-line with the vision of the Government's policies.

Shri BR Viswanatha, Director (M&C), BEML, Shri Gunadhar Pandey, Director (Technical /Operations), NCL, Shri PM Prasad, Director (Technical Project & Planning), NCL, Shri P Nagnath Thakur, Director (Finance), NCL were also present on the occasion.

The Dump Truck weighs 340 tons when fully loaded but is easily maneuverable with power steering and short radius. State - of - the - art AC drive system has been engineered to provide exceptional road performance with reduced maintenance.

BEML has a major market share in the Heavy Earth Moving Machineries, deployed at NCL and thus plays a pivotal role in achieving the NCL's coal production target.



BEML 205E Dump Truck in action

BEML's Contribution To Chief Minister's Relief Fund



CMD presenting the cheque to Hon'ble Chief Minister, Kerala

BEML contributed ₹.1. Cr. each to Chief Ministers' Relief Fund for the flood affected people of Coorg, (Karnataka) and Kerala. The employees and officers of BEML donated their one day salary towards this noble cause.

Shri Deepak Kumar Hota, CMD presented a cheque for ₹. 1.00 Cr. to Shri P. Vijayan, Hon'ble Chief Minister of Kerala and Shri H.D. Kumaraswamy, Hon'ble Chief Minister of Karnataka, in the presence of Shri D.K. Shiva Kumar, Hon'ble Minister for Irrigation & Kannada & Culture, GoK.

BEML is always at the forefront to extend its helping hand during crisis as a part of its being a



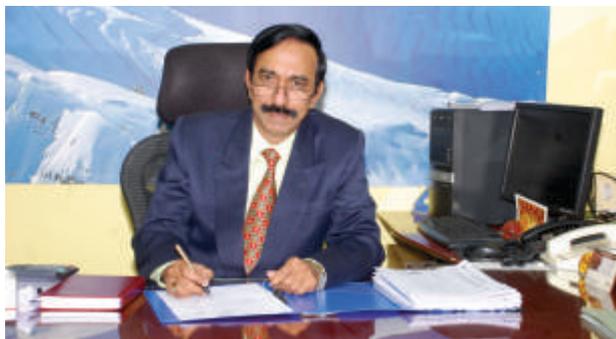
CMD presenting the cheque to Hon'ble Chief Minister, Karnataka in the presence of Hon'ble Minister for Irrigation, Kannada & Culture, GoK

socially responsible corporate. It may be recalled that BEML was the first PSU to deploy heavy duty Tatra Trucks and manpower from its Palakkad Complex to help the affected persons during the recent Kerala floods and helped in the rescue of about 7000 people. Each Truck carried tons of relief materials, essential medicines, provisions and food items. Moreover, thousands of people affected by the floods were shifted to relief camps.

BEML, on an earlier occasion had donated ₹. 5. Cr. to the Chief Minister's Relief Fund for providing 500 houses to the flood affected victims of North Karnataka.

APPOINTMENT

Shri Suresh S Vastrad, Director, (Rail & Metro)



Shri. Suresh S Vastrad, has been appointed as Director (Rail & Metro Business) and member of the Board of BEML Limited and assumed charge on 29th November, 2018.

Shri. Suresh S. Vastrad is a graduate in Mechanical Engineering from BVB College of Engineering & Technology, Hubli.

Having varied experience of over 34 years, he started his career with a brief stint in private sector. After serving for around 24 years in HMT Machine Tools Ltd., he joined BEML in 2009 as General Manager (Corporate Planning). He has worked in all areas of a business entity including Materials Planning, Methods Planning, Time & Cost estimation, Production, Quality, Purchase, Vendor Development, Marketing Planning, Sales, Business & Corporate Planning. After joining BEML in 2009, he worked in close association with all the Divisions in all the verticals, driving the business plan of the Company. Prior to this, Shri Vastrad was the Executive Director, Rail & Metro business vertical.

He is married to Smt Swarna, a home maker and has two sons, Shri Shiva Kumar and Shri Supraj, who are also engineers.

Dreams & dedication are Powerful combination to achieve success

Good, better, best. Never let it rest. 'Til your good is better and your better is best.

Top Challengers Award for BEML

It is a matter of pride that BEML received the prestigious 'Top Challengers Award 2018' for the excellence performance during FY2017-18 and Best Seller in Crawler Equipment- Dozers and Rigid Dump Truck segment for mining sectors.

At a function held in Delhi, Shri Deepak Kumar Hota, CMD has received the Award from Graham D Robinson, Construction Economist.

The Award is instituted by ASAAP Information Global Group and is awarded based on the performance evaluation – 'that grew top line and bottom line, stayed profitable and managed to keep financial health within defined limits'.



CMD receiving the Award

BEML commended for Energy Conservation



Hon'ble Minister for Electricity, Kerala Presenting the Award to BEML

Palakkad Complex has been awarded with Kerala state Energy Management commendation certificate 2018. Shri.P. Sivakkumar, Chief General Manager and Complex Head received the commendation certificate from Hon'ble Shri M.M.

Mani, Minister for Electricity, Govt. of Kerala, on 26th Dec 2018 at a function organized by the State Govt. at Thiruvananthapuram. The Energy Conservation Commendation Certificate 2018 was in the category of small scale energy consumers and this certificate was awarded by the Energy Management Centre.

The company has carried out various energy conservation activities like installation of 50 KWp Roof top Grid connected Solar Power plant, Solar street lights, Solar water heater, Replacement of MHL lights with energy efficient LED lights,

Replacement of Neon lights with energy efficient LED signage, Timer controlled lighting system etc. In addition, the company has set up Rain-water harvesting facilities for saving water and ground water recharging. The annual electricity saving through energy conservation projects is around 0.178 MU.

BEML wins International Quality Award – 2018 in Singapore

BEML Bangalore Complex's Team 'SPARTAN' won the prestigious 'Gold Award' competing with 475 teams from 15 countries with 2100 participants across the globe. They participated in the International Convention on Quality Control Circles (ICQCC) at Singapore from 22nd to 25th October 2018.

The team presented a case study on 'Minimizing Weld distortion in Metro Bogie Frame Manufacturing'.

The team led by Sri Niranjana Kumar Singh, Sr. Manager along with team members S/S Manoranjan Das, Asst. Manager & C Vasudevan; Manager presented the Quality Circle project based on six sigma techniques to ensure 'Zero Defect' manufacturing of Metro Car Bogie.

The process optimization was carried out using Taguchi Methodology. Using this process bogie frames are manufactured at BEML at par with international standards which has been approved by Delhi Metro Rail Corporation. This has helped



Winning team members with CMD and Directors.

in substantial saving on import cost and made BEML self-reliant in Metro Bogie manufacturing as a part of 'Make in India' initiative.

It may be recalled that QC team from BEML, Bangalore Complex had participated in International Quality Circle competition and won "Distinction Award" in 2013 at Taipei, "Silver Award" in 2014 at Colombo and "Gold Award" in 2016 at Bangkok.

Shri Pawan Kumar RM, BEML New Delhi receiving the Award

Vigilance Awareness Week @ BEML

The Vigilance Awareness Week-2018 with the theme 'Eradicate Corruption- Build a New India' was observed across the company from 29th Oct 2018 to 3rd Nov 2018.

Shri Deepak Kumar Hota inaugurated the week-long event at Corporate Office on 29th Oct 2018. The inaugural program was followed by administration of Integrity Pledges in all the production units at Bengaluru, KGF, Mysuru, Palakkad and VIL. The messages from VVIPs and Central Vigilance Commission were read out to the august gathering. The pledge administration was carried out at shop floor/offices across all divisions/ROs/DOs.

In order to create awareness and to sensitize the work force of BEML on the need and importance of

'Vigilance' in the organization in particular, and public in general, banners in different languages were displayed at prime locations, at all Divisions/HQ of BEML and in public places

Neem Tree saplings were planted as 'Vigilance Tree' at all complexes including HQ. Also, an 'Integrity' Tree was planted at Shishya Public School, Bengaluru, during the Integrity Club Activity in the august presence of Shri Vidya Bhushan Kumar, CVO.

Integrity pledge for Citizens was also administered to the students & Staff at Schools & Colleges and Gram Sabhas.

Inaugural Function, Integrity Pledge & Saplings



Inauguration at HQ



At Mysore



At Leh



At Vendors Pledge



At Bangalore Complex



At KGF Complex



At Palakkad Complex



At School

Governance Award for BEML

BEML received the Governance Now 6th PSU Award for its achievement and commitment to Raise the Standard in the Public Sectors

At a function held at New Delhi Organized by Governance Now Publication, the Award Presented to BEML for Resilient Growth (Miniratna - 1 Category) by Sri Manoj Tiwari, MP and veteran actress Smt. Poonam Dhillon.



BEML receiving the Award

HR Conclave



CMD, BEML Addressing the conclave

BEML organised 'HR Strategy Conclave' on 17th November, 2018 at KGF R&D Auditorium. The

theme of the conclave was 'Together Towards Tomorrow'.

Shri D.K. Hota, CMD, BEML inaugurated the strategy conclave wherein Functional Directors & Advisors, BEML were present. Prof. (Dr) Gopal Mahapatra, IIM-Bangalore also graced the occasion. While addressing the participants, Shri Hota, stated that the BEML is always known to be a 'Learning Organisation' as it continuously transforms itself with the changing environment.

During the course of the Strategy Conclave, various aspects relating to 'Emerging perspective in HR Leadership', 'Fostering culture of Learning & Innovation', 'Leveraging technology for HR', 'Changing Role of HR as a Business Partner' were discussed. The conclave concluded with ten action points for implementation in 2019 -2020.

Keerthana Pandian wins World Under -16 Snooker title

It is a matter of pride for BEML that Kum. Keerthana Pandian D/o Shri D. Pandian, DGM, Mysore Complex has won the girls' title in the IBSF World Under-16 Snooker Championships, to claim her maiden international crown.

She won the girls' title by outclassing her Belarussian rival Ms. Albina Leschuk 3-1 in the final. After qualifying for knockout stage, as 4th seed, Keerthana who trained at the Karnataka State Billiards Association (KSBA), under Mr. C. Ravindranath, knocked out her compatriot Manasvini Sekar and Alina Khairolina in straight frames 3-0, before meeting the defending champion and country mate Anupama Ramachandran in the semis.

After losing the first frame, Keerthana played flawlessly to win the next three frames and defeated Anupama 3-1. In the final, Keerthana after winning the first frame lost the second. But with the scores level at 1-1, she rose to the challenge and played with full confidence to win



the next two frames and the championship.

Her earlier achievements – sub junior billiards champion and sub-junior snooker champion 2017. BEML News congratulates Keerthana for her outstanding achievement that brought laurels to the country and the BEML family.



Shri Barun Mitra, IAS., Adl. Secretary (Defence Production) during his visit to Bangalore Complex. Seen in discussion with Shri Deepak Kumar Hota, CMD. on November 19, 2018. Also present Shri RH Muralidhara, Director (Defence Business)



Shri N. Bajendra Kumar, IAS, CMD, NMD, being welcomed by Shri Deepak Kumar Hota, CMD, during latter's visit to Bangalore on November 14, 2018. Also seen Shri BR Viswanatha, Director (Mining & Construction).



Shri Deepak Kumar Hota, CMD in discussion with Dr. Michael Feiner, Consul General, Federal Republic of Germany at IMME, Kolkata



Shri Shinya Mitsudomi, VP, Hitachi, planting Vigilance Tree in the presence of Shri Deepak Kumar Hota, CMD during his visit to at BEML Soudha recently. Also seen Shri Vidya Bhushan Kumar, IFS, CVO & others officials.



BEML's Tribute to Paramvir Chakra Awardees

The theme of BEML's Desk Calender 2019

It's BEML's humble tribute to the daring soldiers of our defense forces whose courage, valour and selfless sacrifice ensured protection of the nation's sovereignty.

The 21 awardees (18 of them posthumously) are the men of steel

who for their acts of supreme and selfless bravery, were bestowed with the nation's highest wartime gallantry honour, the Param Vir Chakra.

On the occasion of the Army Day on January 15th, 2019, two of the living PVC were honoured with a memento from BEML.



PVC Awardees - Grenadier Yogendra Singh Yadav, Rifleman Sanjay Kumar, receiving the mementos