



## भारत इलेक्ट्रॉनिक्स लिमिटेड

(भारत सरकार का उद्यम, रक्षा मंत्रालय)

पंजीकृत कार्यालय

आउटर रिंग रोड, नागवारा, बेंगलूर - 560 045. भारत

**Bharat Electronics Limited**

(A Govt. of India Enterprise, Ministry of Defence)

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CIN: L32309KA1954GOI000787

No. 17565/4/SE/MUMC/SEC

8 June 2016

To

Manager (Listing),  
BSE Ltd.,  
Floor 25, PJ Towers,  
Dalal Street, Fort  
Mumbai - 400 001

Fax No.: 022 22723121

Dear Sir/Madam,

**Sub: Press Release**

Pursuant to Regulation 30 of SEBI (LODR) Regulation, 2015 we are enclosing herewith a copy of the presentation made at the press conference held on 8<sup>th</sup> June, 2016 at Bangalore.

This is for your information.

Thanking you,

Yours faithfully,

**For Bharat Electronics Ltd.**

**S Sreenivas**  
**Company Secretary**



QUALITY. TECHNOLOGY. INNOVATION.

## Press Release

# Bharat Electronics Limited

Empowering the Nation's Defence Forces

## Performance Highlights of 2015-16

### FINANCIAL HIGHLIGHTS

| Parameter                          | 2014-15<br>(Audited)       | 2015-16<br>(Audited)       |
|------------------------------------|----------------------------|----------------------------|
| Turnover (Rs.Cr)                   | 6,695                      | 7,522                      |
| Profit Before Tax (Rs.Cr)          | 1,467                      | 1,809                      |
| Profit After Tax (Rs.Cr)           | 1,167                      | 1,358                      |
| Export (US \$ Million)             | 58                         | 85                         |
| Turnover Per Employee (Rs.Lakh)    | 68.99                      | 76.38                      |
| Value added per employee (Rs.Lakh) | 29.43                      | 33.49                      |
| Order Book Value (Rs.Cr)           | 21,617<br>(as on 1.4.2015) | 32,022<br>(as on 1.4.2016) |
| Expenditure on R&D (Rs.Cr)         | 549                        | 704                        |

### HIGHLIGHTS OF 2015-16

- Registered a turnover growth of 12% over previous year
- Significant Export performance: 47% growth
- Induction of Akash Missile System into Indian Air Force and Indian Army
- Excellent "MoU" Rating for 2014-15

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- Turnover from indigenous technology is 86%
- Sales from Defence business is 82%

### **MAJOR ORDERS EXECUTED**

Some of the significant orders executed during the year include supply of the following products / systems:

- Akash Weapon System (Indian Army & Indian Air Force)
- 3-D Tactical Control Radar to Army
- Schilka Upgrade to Army
- Passive Night Vision Devices to Army
- Low Level Light Weight Radar to Air Force
- Fire Control System to Navy
- Integrated Sonar Suite to Navy
- Ship Data Network to Navy
- New Generation Sonars to Navy
- L Band Surveillance Radar for Export (Myanmar)

### **NEW PRODUCTS**

Some of the new products / systems introduced during the year are:

- 3-D Surveillance Radar
- L-Band 2-D Air Surveillance Radar
- Coastal Surveillance Radar
- Software Defined Radio (Naval Version)
- Tactical Access Switch
- Advanced Composite Communication System
- Citizen Verification Device
- Integrated Sonar Suite
- Integrated EW System for Mountain Terrain
- Laser Warning System
- Gunner Sight for T90 Tank

### **MAJOR ORDERS RECEIVED**

During the year 2014-15, the Company received many orders. Significant among these orders include:

- Integrated Air Command Control System
- Weapon Locating Radar
- Hand Held Thermal Imager with LRF
- Ground Based Mobile ELINT
- Integrated Communication System
- USHUS
- Electronic Fuze
- Armoured Engineer Reconnaissance Vehicle
- Shakti System for P71

### **EXPORT PERFORMANCE**

- Achieved Export sales of US \$ 85 Million against US \$ 57.85 Million during previous year
- Indigenously developed Naval Surveillance Radar was exported for the first time
- Other products include TI Based Electro Optic Fire Control Systems, CoMPASS, Electronic Voting Machine, Communication Equipment, Radar Warning Receiver and Electro-Mechanical parts
- Export order book of US \$ 120 Million as on April 1, 2016; includes Offset order book of US \$ 14 Million
- Excellence in Exports under the category "Electronics & Communication (excluding IT / BT) - Medium and Large" from the Government of Karnataka during last 5 consecutive years

### **BUSINESS INITIATIVES**

- New Defence Systems Integration Complex at Anantapur District to expand the Missile Systems Business

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- Strategic alliances with Defence labs, OFB and global OEMs for emerging businesses
- Emphasis on in-house R&D as well as collaborative R&D
- Thrust on exports and offsets. Focus is on Build to Print, Build to Spec and Buyer Nominated Equipment
- Plans to diversify / expand business in both Defence and non-Defence sectors

### **R&D INITIATIVES**

- 3-year R&D Plan for 2016-19 released with additional data on collaborative R&D efforts
- 12 patent applications filed
- 98 technical papers published by R&D engineers in national and international journals
- Control Electronics R&D group formed to address Missile Electronics Business
- Software group at Chennai accredited with CMMi Level 3
- R&D focus centered around indigenous product / systems development to meet requirement of new IDDM category in DPP 2016

### **MANUFACTURING INITIATIVES**

- Additional Test Bed Facility at Bengaluru for Missile and Weapon System Integration
- Near Field Test Range and EMI / EMC Test Facilities for High Tech Radars at Ghaziabad
- State-of-the-art Additive Manufacturing Facility set up at Bengaluru for product development with reduced cycle time
- X-ray inspection facility at Chennai for Testing of high end / complex Printed Circuit Boards
- Environmental Stress Screening Chamber at Chennai Unit

### **QUALITY INITIATIVES**

- All Units / SBUs certified for ISO 9001-2008 QMS & ISO 14001-2004 EMS standards

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- Seven Units / SBUs certified for AS 9100 Aerospace standard
- Central Software Department Group at Bengaluru Complex is CMMi level 5 certified
- New 'Quality Recognition Award' instituted from 2015-16 to recognize the efforts in achieving excellence
- Six Sigma projects, Suggestion Scheme and Quality Control Circles take BEL's Quality movement forward
- 156 engineers qualified as CRE (Certified Reliability Engineers) and 39 engineers were certified as CQE (Certified Quality Engineers) by American Society of Quality (ASQ)
- 84 PMPs (Project Management Professionals) were certified by Project Management Institute during 2015-16

### **MAKE IN INDIA INITIATIVES**

- 86% of Sales Revenue from Indigenous technology
- 40% of input materials sourced from Indian Private Industries
- BEL is focusing more on core areas and R&D, all non-core areas are being outsourced to Indian Industries including MSMEs
- Long-term Outsourcing & Indigenization Policy has been released
- Nodal officers for Outsourcing & Vendor development nominated
- Annually around 800 new indigenous vendors are added
- Procurement from MSMEs has been increased to 20% during 2015-16 as against 8% during 2014-15
- SOP for use of BEL's Test facilities by Private entities is uploaded on our website ([www.bel-india.com](http://www.bel-india.com))

### **HR INITIATIVES**

- Companywide per capita training man days for 2015-16 is 4 as against 3.5 in 2014-15
- Structured Executive Development programmes at premier institutes
- Change Management Program and Executive coaching for senior executives

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- Programmes on Enterprise Risk Management, Outbound Learning, Strategy Building, Strategic Innovation and Competitive Intelligence
- Advanced Management Programme for General Managers
- Launched Gender Sensitisation Programme (SAMMAN) and Women Leadership Workshop (DEEPSHIKHA)

### **ENVIRONMENTAL INITIATIVES**

- All 9 Units ISO 14001 and ISO 9001-2008 certified
- Bangalore Complex and Ghaziabad Units certified for OHSAS 18001: 2007
- Well-established Environmental Management System with pollution control measures, waste water treatment, zero effluent discharge, rainwater harvesting, energy conservation, and disposal of hazardous waste
- With a total capacity of 5.5 MW wind energy plants, 80 Lakh units generated has been wheeled during 2015-16
- Expected generation by additional 8.4 MW plant is about 180 Lakh units
- Expected green energy generation during 2016-17 is about 260 Lakh units
- Incorporation of Green Building concept has been introduced in all new buildings, and all future buildings will meet Green Rating for Integrated Habitat Assessment (GRIHA) rating compliance
- BEL has taken up sustainable development projects in the areas of air conditioning, air compressor, lighting management system, natural daylight harvesting

### **CORPORATE SOCIAL RESPONSIBILITY**

BEL's Corporate Social Responsibility (CSR) Policy has laid down the following broad areas for providing benefit to the stakeholders: Health Care, Education, Rural Development, Environment Protection and Conservation of Resources. Some of BEL's CSR initiatives completed during 2015-16 were:

- Construction of a Burns Ward for Udupi district hospital
- Contribution of Rs.86.27 lakhs for cyclone relief in Andhra Pradesh
- Various facilities for 21 schools in 17 villages of Yadgir district, Karnataka
- Adoption of Reddy Naidu Agraharam village by BEL-Machilipatnam under Swachh Bharat Abhiyaan

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- Construction of toilets under Swachh Vidyalaya Abhiyaan for 10 Government schools in Krishna district
- Construction of Digital library and toilet blocks for Government schools in Kandavara, Chikkaballapur and Turuvekere, Karnataka
- Construction of new building for Magadi and Sompura Government schools
- Adoption of Mandhna village by BEL-Panchkula

### **AWARDS**

- Raksha Mantri's Awards in the categories of 'Excellence in Performance', 'Best Performing Division', 'Indigenisation', 'Design Effort', and 'Best Performance in Exports'
- Dun & Bradstreet's 'India's Top PSU Award 2015' in the Electrical & Electronic Equipment category
- ELCINA-EFY Awards for Quality and Exports
- Mentor Graphics Silicon India Leadership Award for the 'Best VLSI / Embedded Design in Government sector'
- India Today PSU Awards: 'Best Global Presence Award', 'Eco Friendly Award' and 'Best R&D Innovation Award'
- 'Digital India PSE of the Year Award'

### **OUTLOOK FOR THE FUTURE**

- BEL will continue its indigenisation efforts in keeping with 'Make in India' initiative
- Radars, Missile Systems, Communication & Network Centric Systems, Tank Electronics, Gun Upgrades, Electro-Optic Systems and Electronic Warfare & Avionics Systems to drive BEL's growth
- Capacity enhancement and creation of new test facilities for Defence business
- Company pursuing business opportunities in Solar Energy, Homeland Security, Smart Cards and Telecom
- Strategies and action plans in place to face competition, maintain technological edge and retain leadership position in strategic electronics