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Raksha ANIRVEDA

PURSUING SELF RELIANCE IN DEFENCE



SPECIAL



LCA NAVAL PROTOTYPE

Happy to be Arrested with
Major Milestone

**Interview: Dr Ajay
Kumar, Def Secretary**

Tech Leadership a Determining
Factor in Self-reliance in Defence

**A Digital
DefExpo 2020**

With Motto to Bring Digital
Transformation in Defence

**Re-imagining Make
in India**

Through immersive, transparent
and collaborative partnership

DEFEXPO 2020: INTERVIEW

'Defence Business is all Poised to Grow Reasonably Well in Coming Years'

DK Hota took charge as Chairman & Managing Director, BEML in 2016. Under his leadership, BEML has shown robust growth in its overall business. He has over three decades of professional experience in HR and Business and is an alumni of St. Stephens College and XLRI.

In an interview with Raksha Anirveda, he talked about BEML's performance, R&D efforts being undertaken, implementation of Industry 4.0 and its future plan. An excerpt:

Q. How has been the performance of BEML Limited so far in FY 2019-20? Are you confident that the company will achieve its performance target? Please elaborate?

A. Performance of BEML Limited is quite satisfactory so far in FY 2019-20. We are set to grow by around 10 per cent compared to last year and are optimistic to convert the existing orders to achieve the target.

Q. Amid intense competitive business environment, what keeps BEML upbeat in such an environment, particularly in Defence business?

A. BEML is competing with the private sector over the past decades and we are receiving orders from various customers including MoD on competition mode. In fact, over 85 per cent of the orders are through competition mode.

Q. Last year, BEML partnered with Lockheed Martin and Wipro. Kindly explain in details about these partnerships. Also provide insights into your in-house R&D efforts, collaboration with academia to enhance technological prowess, the defining steps taken to strengthen it and contribute in Make in India initiative.

A. For BEML Aerospace Division it is a strategic decision to partner with global leaders such as Lockheed Martin. It facilitates BEML Aerospace to align and meet global



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

standards required to forge ahead in the aviation sector. Association with Wipro is to compliment each other's capability in harnessing technologies leading to indigenisation and develop systems in India. Some of the areas identified are Hydraulic System Engineering for Military Equipment, Industrial Automation, Artificial Intelligence based projects and manufacturing of aerospace products in SEZ.

Q. How has the Defence vertical performed in last five years? How upbeat you are about the future business prospects in this vertical?

Defence vertical has seen a rising trend



in the last five years. BEML has around Rs 2600 Crore order book as on date and around Rs 1400 Crore orders is in pipeline for current FY. With this order book position, BEML is poised to grow reasonably well in Defence business in the coming years.

Q. The countdown to DefExpo 2020 has begun. The participation from both domestic and overseas companies has been overwhelming and has made it the biggest defence expo till date. Tell us about BEML's experience during the roadshows and the range of products it will be showcasing at the event.

A. BEML was entrusted with the responsibility to conduct the road-show jointly for DefExpo 2020 with M/s Bharat Electronics to invite participation from private and MSME sectors based in South India.

More than 400 vendors from the private sector, MSMEs and start-ups across Karnataka, Tamil Nadu and Andhra Pradesh attended the road show. The basic aim was to create awareness on DefExpo 2020, Make in India initiatives, steps taken to develop the defence corridors and encourage them to showcase the capability of the Indian industries to global firms that will create business opportunities. The response was quite enthusiastic during the interactive session and we are hopeful of a good participation from them in the upcoming expo.

BEML will be showcasing a range of products from Crew Protection Vehicles, Heavy Transportation Vehicles, Engineering Plant Equipment, High Mobility Vehicles, De-mining equipment and a mobile AI based Medical Health and Diagnostic system.

Q. The theme of DefExpo 2020 is Digital Transformation of Defence. How BEML Limited is planning to move ahead with digital transformation and implement Industry 4.0?

A. In line with theme of 'Digital Transformation', BEML is launching AI based Mobile healthcare diagnosis system to address the medical needs of the Armed forces. Further BEML has initiated development of autonomous ground vehicle to meet MoD's requirement. BEML is planning to implement Industry 4.0 across its divisions in a phased manner. ■