



PERFORMANCE : Q2 FY 2014-15

The second quarter of the FY 2014-15 closed on 30th September 2014, at the end of which the Company turnover stood at Rs. 73.10 Crore. The Renewable Energy Division and Electronics Division turnover stood at Rs. 39.24 Crore and Rs. 33.86 Crore respectively.

The turnover has increased by 47% over the corresponding period turnover of Rs. 49.56 Crore.

Achievements : Electronics Division

The Company has received major orders for Automatic Milk Collection Unit (AMCU) from milk cooperative unions of Haryana, Karnataka, Andhra Pradesh, Kerala, Gujarat, Rajasthan, Madhya Pradesh, and Maharashtra, which include major quantities under National Dairy Plan (NDP).

In the state of Jharkhand, Dairy operations are restructured in a joint initiative with NDDDB. REIL has taken lead and joined hands with Jharkhand State Milk Federation for deployment of Solar Photovoltaic DPU based MCU.

The Company worked in a dynamic mode and acquired rate contract, under multi-state initiatives of Amul brand, for deployment of large nos. of SPV based DPU-MCU for their Uttar Pradesh operations.

Successfully deployed over 1000 nos. of Solar Powered Electronic Milk Testers (Solar EMT), to various Milk Union(s) of Bihar under COMFED.

In the area of Information Technology, the Company has executed an order, for Andaman & Nicobar Islands Integrated Development Corporation Limited (ANIIDCO), Port Blair, and deployed **Handheld Computers along with in-house developed application software for use as Milk Collection Terminals (MCT) and provision for data transfer to desktop PCs.**



Milk Collection transaction being performed on hand held computer and farmers with their milk receipt, generated from the device, after Milk collection

This is an ideal substitute to the manual system and helps in instant calculation and recording transactions during the journey of collection of milk from the doorstep of farmer and provides the printed milk receipt report to the farmer.

Customer Training Program

REIL conducted training sessions for its customers at various locations across the country through its regional offices. The Company successfully organized training program on **Data Processor Milk Collection Unit (DPMCU)** for 142 societies under various chilling Centers of Pune Zilha Sahkari Dudh Sangh and Katraj Dairy, for 8 societies under Latur Zilla Sahakari Dudh Utpadak Va Purvatha Sangh Maryadit, Udgir, and for 29 societies under Beed Zilla Sahakari Dudh Utpadak, Beed, of Maharashtra.

A training on EMT was also imparted to personnel of 70 societies under various Dairies in Gujarat region.

Products and Innovations

The Company successfully demonstrated a **GPRS based DPU-MCU, for wireless data transfer**, at a customer site in Andhra Pradesh. The product has been designed & developed to meet the requirement of instant data transfer from various milk societies to central locations such as dairy, chilling centers etc. at time of milk collection. It provides ease to the dairy managers to plan optimized and better milk management before actual collection at dairy.

The recently launched low cost solution-Electronic Milk Adulteration tester (EMAT), to detect harmful adulterants in milk, is first ever supplied to Milk Union(s) of Jodhpur, Udaipur, and Chittorgarh and Principal Investigator RKVY

Project, Jaipur, during the quarter. The instrument is simple, economical, reliable and rugged to identify adulterants like Urea, Salt, Soda, Detergent & Liquid Soap in raw milk and is suitable for use at Village Milk Collection Centers, Milk Chilling Centers, Bulk Milk Cooling Centers, Dairy plants and Testing Laboratories.

The first ever **Trade mark registration**

of the Company for this product

i.e. **Electronic Milk Adulteration Tester (EMAT)** is also achieved during the quarter.



Achievements : Renewable Energy Division

The Company has supplied and installed more than 100 nos. SPV Water pumping systems, under scheme of RHDS (Rajasthan Horticulture Development Society), during the quarter and again marked its presence in the state of Madhya Pradesh by supplying SPV based water pumps of 3 KWp and 5 KWp capacities.

In respect of the prestigious order of Rural Development Department of Uttar Pradesh for Lohiya Gramin Awas Yojana, the Company provided more than 6500 SPV Systems (LED based) for rural housing, during the quarter.

The Company is undertaking a pilot project to mount a SPV Power Pack on the roof of a Railway Coach for its energy needs, for Northern Railways, and also received order from Delhi Metro Rail Corporation (DMRC), Jaipur for supply and installation of 100KWp Grid Interactive Power Plant under SECI Roof-top Scheme.

REIL Posted Net Profit of Rs. 19.88 Crore for the Financial Year 2013-14

REIL declared 20% dividend to its Share Holders for the year 2013-14, in its 32nd Annual General



At the 32nd AGM (L to R), Mr. Shyam Lal Gurjar, Shareholder, Mr. Prakash Tekwani, Director, Mr. M.L. Bhargava, Independent Director, Ms. Veenu Gupta, Chairman, Mr. A.K. Jain, MD, Mr. A.K. Deori, Director, Mr. A. Murlidhar, Director, and Mr. Subhash Agrawal, CFO, REIL.

Meeting held on 19.09.2014 which emphasized that the net worth of the Company has increased by 15% from Rs.71.58 Crore to Rs.82.71 Crore, with a high order booking of Rs. 271.77 Crore. The Company has earned a profit of Rs.19.88 Crore on a turnover of Rs. 217.25 Crore.

RECOGNITION & AWARDS

India Today "PSU Award 2014" for Best in R & D Innovation



Hon'ble Minister for Consumer Affairs, Food & Public Distribution, Mr. Ram Vilas Paswan, gave away the award to, MD, REIL, Mr. A.K. Jain, on 21.08.2014 at New Delhi.

REIL received the India Today 'PSU Award 2014' under category for 'Best in R&D Innovation'. REIL has been considered for this award for its innovations in R&D, which have lead to continuous development & improvement of products & services of the Company. These innovations have helped the organization in vertical integration by significant contribution in manufacturing activities.

"Organization with Innovative HR Practices Award" by Asia Pacific HRM Congress



Managing Director, Mr. A.K. Jain, received Asia Pacific HRM Congress Award 2014 on behalf of REIL for "Innovative HR Practices" at Bangalore on 11.09.2014.

The **Asia Pacific HRM Congress Award 2014** award was presented to Mr. A. K. Jain, for innovative HR practices which provide a positive

environment to the employees to deal with the business challenges in ensuring sustained growth of the Company.

Mr. A. K. Jain Felicitated as Eminent Engineer by The Institution of Engineers



Mr. A.K. Jain, felicitated by the Institution of Engineers as an 'Eminent Engineer' for his outstanding contribution to the country during the last more than 32 years at 47th Engineers' day, on 15.09.2014

PARTICIPATION BY REIL AT VARIOUS FORUMS

❖ REIL participated in the EQ leadership Summit held on 01.08.2014 at New Delhi, where current issues in the solar industry like the anti-dumping issues, Ultra Mega Solar Project, etc. were discussed.



MD, REIL with Joint Secretary, MNRE, Shri Tarun Kapoor & other eminent personalities.

Mr. A.K. Jain, MD, was invited as Panelist, where he shared his views on "Solar off Grid & Solar Roof Top Market in India".



Mr. Jain sharing his views on "Solar off Grid & Solar Roof Top Market in India".

❖ Elets organized PSU Summit 2014 to highlight the existing challenges and opportunities in Public Sector Undertakings, on August 22, 2014 at ITC Maurya, New Delhi.



As a "Key Speaker", Mr. A. K. Jain spoke on - "PSU: the backbone of Indian Economy: the role they are playing in Indian Economy, opportunities and challenges."

❖ A half day seminar was organized by IDA, Rajasthan State chapter on the subject "Innovative Process Technology - The hidden story of dairy Development in India" on 28.08.2014 at Jaipur.



MD, Mr. A. K. Jain, delivering speech during the event on "Innovative Process Technologies" on 28.08.2014.

During the address, as a Guest of Honour, Mr. Jain shared with the audience various technological development in the dairy sector in the Country and how REIL understands, innovate and respond to the changing needs of the dairy industry.

Apart from this, REIL also participated in the technical sessions wherein Mr. N.K. Bhatnagar, Dy. General Manager (Electronics), gave a presentation on activities undertaken by REIL, in the Dairy sector.

- ❖ The Company participated in 8th Renewable Energy India Expo - Asia's largest and the most influential Renewable energy event, during 3-5th Sept, 2014 at India Expo Center, Greater Noida.

The Company actively participated in the exhibition and displayed its product range at its stall.



REIL Team at the expo

In the panel discussion, Mr. A.K. Jain shared his views on '**Solar Power: A Potential Game Changer**'.

Mr. M.B. Mathur, AGM (RE), also participated and made a presentation on **Rooftop Solar: towards a Sustainable Tomorrow**.

REIL officials interacted with various market leaders in the Renewable Energy sector, shared success stories of REIL, and discussed opportunities in the Renewable sector throughout the country and globally.



- ❖ REIL participated in a seminar on '*Engineering inventions for global competitive of Indian Dairy Industry*' organized by National Dairy Research Institute (NDRI), Karnal and Indian

Dairy Engineering Association (IDEA), during 8-9th Sept, 2014.

- ❖ REIL officials participated in the overseas exhibition namely 10th African Dairy Conference and Exhibition (10th AFDA), organized by Eastern & Southern Africa Dairy association at Kenyatta International Convention Centre (KICC), Nairobi, Kenya, during 22-26th Sept, 2014.



AGM (E) at stall explaining the role of REIL in Dairy value chain



DGM (E) delivering presentation highlighting "Advance technologies & REIL contribution for African Dairy Industry".

STAFF ACTIVITIES

Training

During the quarter 72 mandays of training was organized for employees internally and externally on various aspects of management like Project Management, Environment Management System for effective implementation of the ISO EMS 14001 Certification, Safety and Health, Technical Development and their effects on industrial safety, safety in material handling, industrial safety and health, precautionary measures for health hazards, HRM Congress, Energy need for Telecom, Energy Storage in India etc.

Promotions

The following promotions took place on 01.07.2014

Mr Arun Kumar Dwivedi promoted as **Manager**.

Mr. J. P. Gupta promoted as **Officer**.

Mr. Mukesh Kumar Gupta promoted as **Engineer**.

Mr. V. S. Narang, Mr. J. K. Soni, Mr. S. K. Kashyap, Mr. V. P. Pareek & Mr. Ram Babu promoted as **Junior Engineer-I**.

Mr. A. N. Sharma, Mr. M. S. Ratnoo & Mr. D. N. Mathur promoted as **Assistant Officers**.

Mr. R. K. Agarwal promoted as **Junior Accounts Officer**.

Smt. Rohini K. Amma, Mr. K. K. Sharma & Smt. Rajni Parashar promoted as **Senior Office Superintendent**.

Mr. Madanamohan K.S. promoted as **Junior Engineer-II**.

Mr. Rajesh Kumar Bundel, Mr. Sukhi Ram & Mr. Pramod Kumar Joshi promoted as Supervisor (Tech.).

Mr. Amit Prabhakar promoted as **Junior Office Superintendent**.

Mr. Ravi Kumar & Mr. N. Karthikeyan promoted as **Senior Technical Assistant**.

Mr. Sua Lal Meena promoted as **Senior Head Work Attendant**.

Mr. Devi Lal Damor, Mr. Imran Khan, Mr. Sandeep Sharma & Mr. Satyanarayan Meena promoted as **Computer Operator "A"**.

Mr. Ashwini Kumar Kumhar, Mr. Bhagawan Sahya, Mr. Naveen Kumar Dulani, Mr. Shakti Singh Saini & Mr. Rameshwar Lal promoted as **Technician "A"**.

Mr. Girdhari Singh promoted as **Senior Work Attendant**.

The Company congratulates them on their recognition and wishes for them continued success in their career.

Separation

Mr. Naveen Jain, Engineer (RE) resigned from services of the Company and was relieved during the quarter.

The Company wishes him a bright future and a very happy and prosperous career.

REIL "Shaping Rural India through Electronics, Renewable Energy and IT Solutions"

Independence Day Celebration

On the occasion of Independence Day, the MD, Mr. A. K. Jain, hoisted the National flag. The employees along with their family members actively participated in the flag hoisting ceremony.



REIL employees during Independence Day celebration

On this occasion MD gave Prizes to the winners of "Sports Day 2014" organized in the Company premises on 08.06.2014.



MD, Mr. A. K. Jain, with winners of "Sports Day 2014"

हिन्दी पखवाड़ा - दिनांक 08.09.2014 से 20.09.2014

हिन्दी पखवाड़ा कम्पनी परिसर में दिनांक 08.09.2014 से 20.09.2014 तक मनाया गया। इस दौरान हिन्दी अनुवाद प्रतियोगिता के साथ ही निम्नलिखित विषय पर हिन्दी निबन्ध प्रतियोगिता का आयोजन भी किया गया।

"ओद्यौगिक क्षेत्र में उन्नति के लिए कौशल विकास का महत्व एवं क्रियान्वयन हेतु संभावना"।



हिन्दी पखवाड़े की अवधि में "हिन्दी राजभाषा के विस्तृत उपयोग की आवश्यकता एवम् क्रियान्वयन" विषय पर

कार्यशाला का कम्पनी परिसर में आयोजन किया गया। जिसमें सभी वर्ग के कर्मचारियों ने सम्मिलित होकर हिन्दी राजभाषा के उपयोग को बढ़ावा देने की दिशा में महत्वपूर्ण सुझाव दिए।

Vishwakarma Pooja Celebration

The Company organized pooja ceremony on the occasion of Vishwakarma Jayanti on 17th September 2014, at the factory premises.



On this occasion Managing Director, Mr. A.K. Jain presided over the pooja ceremony along with all the employees and addressed the Company employees for their contribution and hard work in the progress of the Company. The ceremony concluded with the distribution of Prasad.

Activities at REIL as a part of - Swachh Bharat Abhiyan

The Company initiated the process of the 'Swachh Bharat Abhiyan' in the organization, by undertaking an inclusive approach through participation of the employees of the Company.

An interactive workshop was held in the Company with participation of employees across the cadres of workers, supervisors and officers.

The employees were apprised about the 'Swachh Bharat Abhiyan', its significance and the benefits accruing from such a drive.

The Managing Director addressed the employees and sensitized them about the cascading effect of the cleanliness in our lives ranging from purity of mind and thought, healthy working environment, increase in efficiency at work place, positive attitude and mindset, as well as feeling of well being.



MD, Mr. A. K. Jain, addressing the employees during the workshop on 'Swachh Bharat Abhiyan' on 30.09.2014.



A set of posters regarding the 'Swachh Bharat Abhiyan' was also displayed to the audience for use in display across the Company.

OBITUARY



One of our beloved employees Mr. Udai Raj Yadav, Supervisor Driver, (M.D. Office) passed away after prolonged illness, on 28.08.2014. He leaves behind his spouse, two sons and a daughter.

Another of our beloved employees, Mr. Mohit Kumar Jain, Technician (Electronics) died in a road accident on 11.09.2014. He leaves behind his spouse, son and daughter.



The Company held condolence meetings to pay respect to the departed souls. May God grant the departed souls eternal rest, and strength to the families to bear the irreparable loss.



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