

PERFORMANCE : Q4 FY 2016-17

The unaudited results of FY 2016-17 are now available. The Company has recorded a turnover of Rs. 230.50 Crore at the end of fourth quarter as on 31st March 2017, showing a double-digit growth of 10 per cent compared to the previous year. The Renewable Energy achieved a Turnover of Rs. 147.75 Crore while Electronics Division's Turnover stood at Rs. 82.75 Crore.

The Carry forwarded order booking at the end of this fiscal stood at Rs. 135.29 Crore.

Achievements: Electronics Division

In dairy business, the Company has received major orders of DPMCU/GPRS DPMCU and AMCU from milk co-operatives of Uttar Pradesh, Punjab, Haryana, Rajasthan, Gujarat, Maharashtra, Bihar, Jammu & Kashmir and Andhra Pradesh.

Dairy Go-Live

In an initiative through whatsapp group-“ **Mission March Smart Dairying**”, the Company has recently completed Go-Live Error Free Dairying through **upgradation of 5000 Village based Milk Procurement Systems (DPMcUs) in Producer Companies of NDDb under National Dairy Plan in a record time of 25 days** covering Rajasthan, Punjab, Andhra Pradesh and Gujarat. **This would now facilitate live, centralized and instant milk collection through these upgraded versions.**



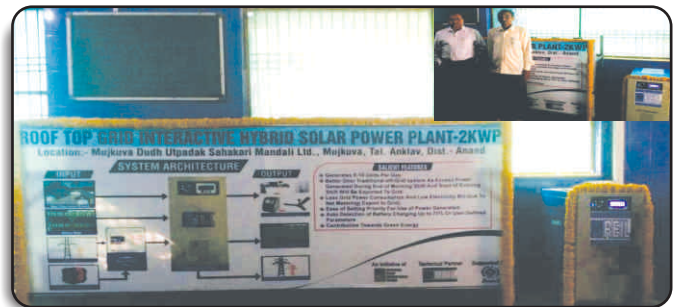
GPRS based DPMCU

Apart from this, the Company also received single big order through open bid process from Pradeshik Cooperative Dairy Federation Limited, Lucknow, of **7658 nos. GPRS based Solar DPMCU and**

618 nos. Vehicle Tracking System. This solution would cover 37 districts in Uttar Pradesh benefiting more than 3.8 Lac beneficiaries and ensure transparency by providing instant milk pouring information to central server and milk producers.

Dairy-IT-Solar-Bringing Sustainability

Sustainable Solar Solutions - **Hybrid Solar Power Plant**, have been deployed for the first time and handed over to Mujkuva Society, Anand, by Shri Dilip Rath, Chairman NDDb, Shri A. K. Jain, MD REIL and Shri R. S. Sodhi, MD GCMFL (AMUL), under CSR initiative of respective organization making milk cooperative self sufficient through 2 kWp Hybrid Solar Power Plant and 1.12 kWp Solar Power pack.



2kWp Hybrid Solar Power Plant handed over to Mujkuva Dairy



Inauguration of 1.12 kWp Solar Power Plant at Mujkuva, Anand



Rooftop Grid Interactive Hybrid Solar Power Plant-2kWp at work at Mujkuva, Anand

The Hybrid Solar Power Plant **will help them in 24*7 environment for education and sustainable energy needs of milk cooperative.** The milk society will run on solar power for milk collection and utility usage and then excess solar power generation will be exported to grid benefiting the society with reduction in electricity bill and their contribution towards green energy.

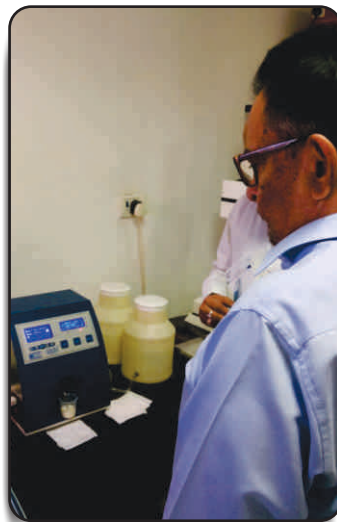
Another initiative of Integrated Solar Water Pump Farmers Cooperative was witnessed by Chairman, NDDB, M.D, REIL and M.D, GCOMMFL (AMUL), aiming to have Solar water pumping as an effective tool to improve irrigation with better earning of the farmers through sale of power to utility company.



M.D. - REIL with Shri Dilip Rath, Chairman - NDDB witnessing an Integrated Solar Water Pump Farmers cooperative at Dhundi

NDDB & REIL are planning to take this vision forward to replicate the **“Integrated Solar Water Pump Farmers Cooperative”** at various villages under NDDB. Therefore, Dairy Cooperatives will have another integration that may well grow into a genre of its own i.e. Integrated Solar Water Pump Cooperatives, **this can play a big role in fulfilling the Hon'ble Prime Minister's dream of doubling farm incomes.**

REIL's affordable solution to check adulteration in Milk i.e. Electronic Milk Adulteration Tester (EMAT) continued to receive excellent response during this quarter also, taking the cumulative deployment to over 150 nos. which is quite high as compared to its 1st year deployment of about 35 nos. The EMAT got



Chairman NDDB witnessing EMAT

popularity among the FSSAI and other Milk Federations across the country. Recently, the product was demonstrated to Chairman, NDDB at Anand.

Apart from this, the Company continued to receive orders for its regular products- EMTs, AEMTs and DPMCUs. The deployment of total 809 AMCU/DPMCU systems will benefit more than 40,000 beneficiaries in villages of Punjab, Andhra Pradesh, Gujarat and Madhya Pradesh etc.

Digitization - other initiatives

Providing online solutions/digitization for its products/projects is another vital area of REIL in line with its IT initiatives, wherein it has done digitization of over 1 Lac Examination forms of Rajasthan State Open School; provided the services as a State Level Agency to Election Department Rajasthan for 200 Assembly constituencies; Digitization of 4 Lac photo negatives for Department of Information and Public Relations (DIPR), Government of Rajasthan and received orders from Primary Land Development Bank (PLDB) for implementation of application softwares.

Unlike for human welfare, the Company has designed, developed and successfully hosted the web based application **“Online AID Management System”** for Directorate of Gopalan, Government of Rajasthan which would ease the execution of Grant-in-AID schemes declared for relief of Gaushala, for benefits of animal throughout the state.

Customer Training Program

The Company has organized training programs on GPRS based DPMCU at various Milk Producer Company Limited (MPCL) where 1543 Nos. of Milk Polling Points attended the training. Also imparted 2992 mandays training in Punjab, Madhya Pradesh and Andhra Pradesh and has equipped people with technical knowledge and skills, to help them do their work more efficiently.

Achievements: Renewable Energy Division

During this quarter, the division has executed various prestigious orders for Customers including Jaipur Smart City Limited, POWERGRID, GAIL (India) Limited, State Bank of India, Power Finance Corporation, UP NEDA, BREDA, RHDS, and PHED.

Under **Smart City Mission of Government of India**, REIL being nodal agency, received order

of 950 kWp for setting up of Rooftop Grid connected Solar Power Plants on various Government buildings.

The Company consistently addressed Home Lighting Segment and successfully completed **deployment of SPV LED Power Packs at more than 36000 BPL homes have been lighted** fulfilling electricity needs of un-electrified villages and several Hamlets across the state of Rajasthan and in Uttar Pradesh.



Rural households while doing their work



Smt. Sangeeta Singh, (IAS) Director, UPNEDA and Shri Sunil Kumar Chaudhary, (PCS) Secretary/CPO, UPNEDA witnessing Solar System deployed by REIL at one of the Lohia Awaas in UP.

Solar Powered Drinking Water Solution



Innovative initiative towards fulfilling Drinking water needs through remote monitoring SPV Water Pump sets for low demand area in villages / habitations under ongoing PHED project, GoR

REIL also deployed Solar PV Water Pumping Systems to fulfill drinking water needs of animals & Solar Lighting Systems for various Sanctuaries under Forest Department. The SPV water pumping systems have also been deployed for agriculture needs under the ongoing Rajasthan Horticulture Department Project.

Under Rooftop Solar business with Net metering scheme, the Company also received order of about **1.5 MW projects in the state of Rajasthan covering customers including Educational Institutions, Government departments and private sector.** These power plants will be installed on the rooftop of these institutions and will generate and use power in its campus. The excess energy can be exported to the utility grid.

PSU-SYNERGY - Sustainable Village

Under PSU CSR initiatives of other CPSE(s), variety of systems viz. LED based Street Lighting Systems (1500 nos.) and SPV Power Plant have been deployed in far flung areas of Uttar Pradesh, Bihar, Punjab and Rajasthan to ensure safety and security in rural areas and to provide power in residential hostels of girls and boys.

More than 5000 nos. SPV SLS have been deployed in the FY 2016-17 under PSU CSR of the customer.



SPV based LED Street Lights



SPV Power Plants at Residential Hostel

Project Management Consulting (PMC) - New Initiative

REIL in its role as **Expert CPSE designated by MNRE, for Rooftop Solar projects for ministries**, has surveyed the sites and accordingly requested MNRE for approval of 50 MW projects in 1st phase. Under this scheme, a 10 MW project for ONGC is under execution.

The Company in its role as Project Management Consultant (PMC) in the LED streetlight project for 17 ULBs namely Ajmer, Pushkar, Bhiwadi, Churu, Ratangarh, Ratannagar, Mount Abu, Pali, Udaipur, Dhaulpur, Jodhpur, Bikaner, Alwar, Kota, Baran, Jhalarapatan and Sawai Madhopur, has successfully completed installation of 2.6 Lac lights completing 10 ULB's at the end of the quarter.



LED Street Lights installed at Udaipur

New Project

For ensuring digital security in education sector, REIL deployed more than 3500 cameras in 195 exam centers across Rajasthan for Board of Secondary Education Rajasthan (BSER) along with provision for live monitoring at BSER Head office hence preventing suspicious activities/malpractices in the exam centers.



CCTV camera installed at Maharani College, Jaipur

Addressing the long pending need for online solution for Transport Department, GoR and in line with Rajasthan's government initiatives towards climate change, REIL has successfully completed

networking for Pollution Check Centers (PUC) in Jaipur by doing pilot for about 23400 vehicles, against the total order for networking of about 800 authorized PUCs across the state covering 50 Lac vehicles.



Online application at PUC Center, Jaipur

Capacity Enhancement

The PV market is growing multifold particularly roof top solar power plants, water pumping systems & off grid PV projects etc. with many players in the market and increasing demand for Green Energy in the country. To sustain in highly competitive market and to meet the Global accepted standards, it is necessary to upgrade infrastructure to increase efficiency, productivity and produce better quality products.

In line with market needs and "Make in India" initiative of Government of India and it's Green Energy Commitments, REIL has installed Automatic Stringer Machine with a capacity of processing 700 cells/hr to make solar string and this machine can process cut cells upto 40 mm.



Automatic Stringer Machine installed at Factory premises

The Automatic stringer machine is integrated with Automatic module manufacturing line installed at factory premises.

VIP GALLERY

Secretary, MNRE, GoI visits REIL

The Hon'ble Secretary, Ministry of New and Renewable Energy (MNRE), GoI, Shri Rajeev Kapoor visited REIL on 20th January 2017. On this occasion MD RRECL, Shri B. K. Dosi and Advisor MNRE, Shri Dilip Nigam were also present.

Secretary, MNRE observed the Electronic Instruments Manufacturing facilities, Automatic Solar Module Manufacturing Line, Remotely Monitored SPV Water Pumps and Solar Rooftop Project in the REIL premises.



Secretary, MNRE, MD RRECL, Advisor MNRE being briefed by MD, REIL about the REIL products

The Hon'ble Secretary took keen interest in solar powered water pumping plant that can be affordable and sustainable solution for farmers. He was impressed by the Manufacturing facilities and cleanliness in the REIL campus.

Both dignitaries acknowledged the work done by the Company, especially in the area of SPV based Renewable Energy, and observed that these products are **useful in providing impetus to the Social and Economic Development of our country**. They discussed on the significance of solar energy based applications and gave suggestions for the development of new applications while assuring full support from the government. Plantation in the Company was also done by them.

President, IDA and Chairman, IDA (West Zone) visits REIL



President IDA, Shri Arun Narke and Chairman IDA, (West Zone), Shri Arun Patil during the visit

He appreciated that excellent work done by REIL, is not only the business activity but also in the direction of transforming rural India.

Joint Secretary, Department of Heavy Industry, MoHI&PE, GoI visits REIL

Shri A.K. Jain, Managing Director, REIL welcomed the Hon'ble Joint Secretary on 23rd March, 2017 and apprised him of the products of the Company; Manufacturing, Quality Assurance, Research & Development and Information Technology activities; and operations of the Company in the areas of Electronics, Renewable Energy and Information Technology Sectors.



Joint Secretary, DHI and MD, REIL during the visit

He appreciated the efforts being made by enthusiastic team at REIL led by Shri A. K. Jain, Managing Director.

Director CEERI, Pilani visits REIL

Prof. Santanu Choudhury, Director, CSIR-CEERI, Pilani visited REIL on 27th February, 2017.

He was briefed about the Dairy and Solar products and Solutions and various R&D Innovations.

He appreciated the work done by the Company in the area of Electronics for improving village Economy, Productivity and Quality of life.

RECOGNITION & AWARDS

India Pride Award

The Company has been awarded “**India Pride Award**” by Dainik Bhaskar Group, in Agriculture and other category for its contribution in Agro Dairy Electronics through development and deployment of equipment/solutions for qualitative and quantitative analyses of milk including the system for detection of hazardous adulterants in milk.



MD REIL receiving "India Pride Award" from Shri Nitin Gadkari, Hon'ble Minister, Ministry of Shipping, Road Transport and Highways, Government of India in the gracious presence of Shri Monaj Sinha, Hon'ble Minister of State, Ministry of Railways on 27th March, 2017.

PSU Leadership Award

The Company was presented with “PSU Leadership Award” by **Elets Technomedia Pvt. Ltd.** at New Delhi on 31st January, 2017.



MD, REIL receiving “PSU Leadership Award”

This award was given to Shri A.K. Jain, by Shri Vishnu Dev Sahai, Hon'ble Minister of State for Steel and Mines, Government of India for his dynamic leadership and significant contribution in economic development of the country, especially in Digital India, Make in India and Smart Cities missions of the Government of India.

CEO with HR Orientation Award

Managing Director, Shri A.K. Jain, conferred with “CEO with HR Orientation Award” by World HRD Congress at Mumbai on 15th February, 2017. Under his unique leadership, REIL has been working for sustained growth, through manpower skill upgradation, talent management & recruiting and staffing in Best Class, Training, Measuring the impact of HR for performance and Bottom-line Improvement, HR Technology, Building a sustainable leadership pipeline in organization and fulfilling its corporate social responsibilities.



MD, REIL receiving "CEO with HR Orientation Award"

Udyog Rattan Award to A. K. Jain, MD REIL & Certificate of Excellence to REIL

MD REIL received “Udyog Rattan Award” for his leadership and outstanding contribution to the economic development of the country.



The “Certificate of Excellence” was also awarded to the Company for Productivity, Quality Innovation & Management. The Awards were presented by Governor of Haryana, Director General (SCOPE) and Chairman of Institute of Economic Studies.

Customer Appreciation Award

Company's regional office at Anand has received appreciation award from leading dairy brand 'AMUL', for outstanding contribution towards implementation of AMUL AMCS Project at village dairy cooperative society level.

PARTICIPATION BY REIL AT VARIOUS FORUMS

- The MSME- Development Institute Jaipur, Ministry of Micro and Medium Enterprises, Government of India organized 3rd Jaipur Food Tech 2017- A National Exhibition cum Vendor Development Programme on 'Processed Food & Allied Industry' from 6th to 8th January, 2017.

Being a special guest on the inaugural day Shri A. K. Jain inaugurated the exhibition and visited various stalls, by food processing manufacturers and service providers and had discussions over B2B and B2C activities. He was also Chief Guest on the succeeding day.



MD REIL inaugurating the exhibition & visiting the stalls

REIL demonstrated its innovations and valuable experience of more than 36 years in dairy sector through a live demonstration of products/solutions at its stall.

- PHD Chamber of Commerce and Industry organized a conference on “Roadmap to Achieve 175 GW Renewable Energy by 2022” to take forward the vision of GoI and to make Renewable Energy's reach to the common people through various stakeholders on 9th January, 2017 at New Delhi.



MD REIL while chairing the technical session

MD REIL chaired the technical session and made people aware about various transformational initiatives taken by GoI and

other Stakeholders for Sustainable growth of India, during the Conference.

- The Employers' Association of Rajasthan in association with Bhardwaj Foundation, Jaipur organized One day Nation Building Conclave on “**Industry & Institution Interfacing**” on 25th February, 2017 at Jaipur. In the programme Vice Chancellors of top twelve Universities and Captains of Top Most popular Industries of Rajasthan exchanged their views to make our nation strong in the field of Employable youth.



MD REIL sharing his views on Academia-Industry linkages

MD REIL being Vice president, EAR shared his views on Academia-Industry linkages while highlighting the needs and expectations of the Industry.

- Elets organized 12th eIndia innovation Summit Rajasthan at SMS convention Center, Jaipur on 3rd March, 2017. MD REIL as a key speaker addressed the session- "Education and Skill Development: Development of Innovation, Entrepreneurship & Industry".



MD REIL at 12th eIndia Innovation Summit

He emphasized the need to connect Industry, Institute and R&D through a dedicated chair at Industry and Institute level, while working in line with Make in India, Skill India and other government initiatives. This will enhance the grasping skills at initial level and produce quality workforce ready to be entrepreneurs and innovators.

Glimpse of the 45th Dairy Industry Conference



Inauguration of REIL stall during IDA

Shri R.S Sodhi, MD-GCMMFL (AMUL)

MD REIL as speaker



Dr. Aruna Gupta, IAS, MD (MPCDF, Bhopal) B.Nataraj, Director (QA), KMF

Board of Directors of Ajmer Dairy

Shri Ram Lal Jat, Chairman, Bhilwara Dairy

➤ Indian Dairy Association organized India International Dairy Expo IIDE 2017 on the 45th Dairy Industry Conference (DIC) from 16th to 18th February, 2017 at Mumbai wherein Shri A. K. Jain addressed the audience on “Case Studies- Impact of natural calamities” that how these calamities effects animal health and hence Milk Production and what precautions can be taken prior to occurrence of calamities.

REIL actively participated by displaying its product range and interacted with dairy professionals from across the country. A number of dignitaries visited the REIL stall and appreciated the innovative solutions.

➤ “3rd PSU Summit 2017”, a National Conference to highlight the opportunities and challenges in the Public Sector Undertakings in India, was organized by Elets Technomedia in New Delhi, 3rd February 2017.

MD REIL being a key speaker highlighted the “Role of PSUs in the era of Make in India, Swachh Bharat & Skill India”.

Management, Digitalization, Budget Session, Waste Management, World HRD Congress, Workshop on CSR and online MoU System etc.

Superannuation

Shri Ravi Shanker Sinha, Chief Vigilance Officer, (Vigilance Department) superannuated from the services of REIL on 28th February, 2017. He contributed sincere & dedicated efforts in duties with Vigilance Division. He served with the Company for more than 02 years.



Shri A.K Jain presenting memento to Shri Ravi Shanker Sinha

STAFF ACTIVITIES

Trainings

During the quarter, 106 mandays of training was organized for employees internally & externally in various aspects of management like Human Resource Development, Financial Planning, Money

Separations

Shri Ajay Bhargava, General Manager (CP &HR) and Shri Radhey Lal, Dy. Manager, (Electronics) resigned and were relieved from the services of the Company during this quarter.

The Company wishes them a very happy & prosperous life ahead.

Republic Day Celebration

On the occasion of Republic day, National flag was hoisted by the Managing Director. Employees along-with their family members actively participated in the flag hoisting ceremony.



MD addressing the REIL team on Republic Day

On this occasion Prizes & Certificates were given by Shri A.K Jain to the winners who have participated in "Vigilance Awareness and Anti-Corruption Slogan and Essay Competition – 2016".

Slogan Competition – 2016

हिन्दी

प्रथम पुरस्कार – "भ्रष्टाचार से फैली है, बेकारी और लाचारी, देश की अर्थव्यवस्था पर, पड़ी है यह भारी। जब होगी सत्यनिष्ठा और जन-भागीदारी, तभी जड़ से दूर होगी, भ्रष्टाचार की बीमारी"।।

द्वारा श्री हरीश यादव

द्वितीय पुरस्कार – "परिवर्तन नहीं, परिणाम है लाना, जन जन ने बस, आज ये ठाना। मन में सत्यनिष्ठा को जगाना, भ्रष्टाचार को है दूर भगाना।।"

द्वारा श्री अजय मिश्रा

तृतीय पुरस्कार – "हो शिक्षा, सत्यनिष्ठा, सहयोग, सहकार का विस्तार, आओ मिलजुल कर बन्द करे भ्रष्टाचार के द्वार"।

द्वारा श्रीमति प्रीति भाटिया

English

First Prize - "Participation in corruption leads to development disruption, participation in eradication of corruption leads to development of a healthy nation".

By **Shri Ashish Rawat**

Second Prize - "Every bribe you refuse is a gift to your integrity."

By **Shri K. D. Gupta**

Essay competition – 2016 for Employees :

हिन्दी

प्रथम पुरस्कार – श्री पुरुषोत्तम कौशिक

Debate competition – 2016 (Hindi) for the school students organized at Government Higher Secondary School, Meenawala

प्रथम पुरस्कार – सुश्री भावना शर्मा (कक्षा बारह)

द्वितीय पुरस्कार – श्री कपिल ज्योतिषी (कक्षा नौवीं)

तृतीय पुरस्कार – सुश्री आरती चौहान (कक्षा बारह)

राष्ट्रीय उत्पादकता दिवस व सप्ताह का आयोजन

14 फरवरी 2017 राष्ट्रीय उत्पादकता दिवस के अवसर पर "कम उपयोग करे, पुनः चक्रित करे, पुनः उपयोग करे" की पद्धति द्वारा अपशिष्ट उत्पाद को लाभ में परिवर्तित करें, विषयवस्तु पर कम्पनी के वरिष्ठ प्रबन्धन के साथ सभी कर्मचारियों की उपस्थिति में राष्ट्रीय उत्पादकता दिवस मनाया गया। इस अवसर पर राष्ट्रीय उत्पादकता परिषद की ओर से आये हुए विशेषज्ञों एवं कम्पनी के वरिष्ठ प्रबन्धन द्वारा दैनिक गतिविधियों के अन्तर्गत कुशल अपशिष्ट प्रबन्धन पर जोर देते हुए अपशिष्ट कम करने हेतु सभी को प्रेरित किया। राष्ट्रीय उत्पादकता सप्ताह 2017 का आयोजन 12 से 18 फरवरी, 2017 तक किया गया।

Corporate Social Responsibility (CSR)

Corporate Social Responsibility (CSR) activity is an integral part of REIL's activities and important part of the Company's objectives. Under CSR, REIL have organized three medical camps during the quarter at following locations -

- Purohit Harinarayan, Government Sr. Sec. School, Sirsi, Jaipur on 16th February, 2017.
- NGO Umang, Shipra Path, Mansarovar, Jaipur on 15th March, 2017.
- Government Primary School, Gatore and Anganwadi Center, Gatore, Jaipur on 16th March, 2017.

In these medical health checkup camps, more than 340 students were checked primarily for common diseases and the children were given Calcium, Iron Syrups along with Protein Powder health kit by the Company.

For each child health check up record was made available to the school management so that the progress/ improvements made on the health can be better monitored in the forth coming health camps under Corporate Social Responsibility (CSR).



Glimpse of Medical camps at Government schools and NGO, under CSR activity of REIL

WOMEN'S DAY CELEBRATION

International Women's Day is a worldwide event that celebrates women's achievements – from the political to the social – while calling for gender equality. The women at REIL also celebrated the day and their achievements by having discussions over the key issues like Managing office and home all at once, Participations by them in-house and external activities, Leadership roles by women, Women welfare schemes and regarding their safety at workplace.



Discussions by Female Employees during International Women day

EMPLOYEES @JAIPUR MARATHON

The employees along with their families enthusiastically participated in Jaipur Marathon 2017 organized by Sanskriti Yuva Sansthan and World Trade Park, on 5th February, 2017, in different categories - Dream Run (6 Km), Full Marathon (42 Km) and completed the races successfully. The participants on completion received the medal and certificate from the organizers.



Full
Marathon
42 Km
finisher
in
5hrs 16 min

Dream
Run
finishers
6Km



Participants during Jaipur Marathon 2017

SUCCESSFUL CLOSING OF THE FY 2016-17

Year has been very good and inspiring while having activities/projects in line with the missions of the Government and adapting to the changes like Going Digital in response to demonetization.

The Company executed high value projects resulting in higher Gross Margins, diversifying in New Areas and expanding Customer Base through Innovative Solutions. These initiatives under dynamic leadership of senior management and hard and smart working of employees have been recognized at National levels.



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