



यंत्र इंडिया लिमिटेड

भारत सरकार का उद्यम, रक्षा मंत्रालय

YANTRA INDIA LIMITED

A Govt. of India Enterprise, Ministry of Defence



गुरुदत्ता राय, भा.आ.नि.से.

निदेशक (एच आर)

GURUDUTTA RAY, I.O.F.S.

DIRECTOR (HR) & CMD (Addl. Charge)

No. YIL/CMD SECTT/DO/2024

Date : 13 Apr 2024

Financial year 2023-24 has come to close and it is quite heartening to note that YIL has moved further up on the growth trajectory. As per preliminary estimates YIL achieved revenue of Rs. 2850 Cr. (Provisional & Unaudited) and earned profit of Rs. 400 Cr. approx. It is matter of satisfaction that YIL has bettered its performance of FY 2023-24 compared to previous financial year and was able to meet the commitment given to MoD on this account. I take this opportunity to congratulate all workmen, staff and officers for achieving this milestone. With each passing year we feel more confident and are determined to further expand and grow our business in future.

2. I also take this opportunity to acknowledge the untiring efforts of previous CMD Shri Rajiv Puri whose contribution in the formative years of YIL is immensely significant and cannot be forgotten. After the superannuation of Shri Rajiv Puri Ex IOFS on 31/03/2024, Undersigned is entrusted with the responsibility of CMD (Additional charge) and I hope and wish that you will extend the same cooperation and assistance to me as before to take YIL to greater heights.

3. Following Thrust areas come up during the deliberations with Defence Secretary during DPSU review on 09.04.2023.

(a) **Production / Productivity:** The target for YIL turnover is set at Rs. 3900 Cr. for the FY 2024-25 and is sacrosanct. All of us have to work in objective and consistent manner toward this goal. Measures should continue more vigorously to raise the topline and to achieve higher productivity through rationalizing expenditure on material and labour.

(b) **Export:** YIL has to strive to achieve at least Rs. 800 Cr export target without which attaining of sales target will not be feasible. YIL HQ is leaving no stone unturned to grab export orders and in the same spirit YIL units should gear up to supply the stores well in time.

(c) **Safety:** it is needless to say that safety is the aspect which we can not loose sight of. There could be no compromise with safety. Necessary measures / equipment's must be in place to avert any mishap. Accident not only bring hardships and misery to the victim but also creates stigma on the organizational image. Shop level safety committee must be revived for all around involvement for safe working. For each minor / major accidents, responsibilities must be fixed and corrective / preventive measures be taken expeditiously.

(d) **Capex/Modernization:** Defence Secretary expressed his displeasure on lower utilization of available/allotted CAPEX fund and directed that YIL should plan and modernize its infrastructure in expeditious manner for long term survival in competitive environment. All GMs should pay personal attention to this. There will be more frequent reviews of CAPEX utilization and it should be given highest priority at unit level. The progress on modernization would invariably be the part of assessment in APARs of all concerned officers including JWMs.

(e) **Renewable Energy:** All YIL units have to plan and take up projects for Green Energy. More emphasis should be accorded to this.

(f) **AI Projects:** YIL has not made much headway in inculcating AI culture and getting criticism from MoD. All YIL units should make concerted efforts to complete the projects taken up by them as per timeline communicated to MoD. All units will send the names of one Group A officer and one Group B officer to YIL who could be trained on AI to build institutional capacities for AI.

4. In the end, I hope and wish that we will continue to work together with more vigor and energy during current financial year 2024-25 and bring more laurels to our esteemed company in the FY 2024-25.

With

Yours

(Gurudutta Ray)

All GMs of YIL Production Units