ADVERTORIAL

3rd Foundation Day

Munitions India Limited, A Government Of India Enterprise, Ministry Of Defence

From The Desk Of Chairman & Managing Director, Munitions India Limited

Q1 Concerning the seven defence public sector undertakings, which include Munitions India Limited (MIL), created through the restructuring of the Ordnance Factory Board (OFB), PM Modi had remarked that these will help develop India into a military-industrial power, which is self-reliant in developing and manufacturing strategic weapons and platforms. Please share the journey of Munitions India Limited in furthering this vision.

As a result of restructuring of Ordnance Factory Board, the responsibility of manufacturing of ammunition & explosive was given to Munitions India Ltd. (MIL) which is the largest of 7 DPSUs. This landmark decision of restructuring has accrued lot of benefits like improved efficiency due to better management with greater autonomy in its operations, financial independence, export impetus, better quality and delivery of products, flexibility to co-produce and co-sale products having niche technologies. The indigenization content for MIL products is currently around 95% and we are trying to increase it further in next two to three years, thereby achieving the highest level of self-reliance in developing and manufacturing ammunition. MIL has received export order over Rs. 5000 Crores since its inception. We are also negotiating setting up manufacturing facilities for ammunition production in friendly foreign countries against their requirements.

Q2 MIL is India's biggest manufacturer of an extensive range of ammunition & explosives for the Indian Army, Navy, Air Force and paramilitary forces and a market leader in the same. Please talk us through MIL's units and its products that are transforming the future of ammunition.

MIL has 12 manufacturing units located in Maharashtra, MP, Odisha, Bihar and Tamil Nadu. These are producing propellants, artillery ammunition, tank ammunition, small arms ammunition, naval ammunition, aerial bombs, various types of aviation power cartridges for life saving, smoke and pyrotechnique products etc. We have recently come up with new products like Variants of 40 mm and 30 mm Grenades, 7.62 mm amn with higher muzzle velocity (suitable for AK-203), 500 kg GP Bombs, 76/62 SRGM HEDA amn, 12.7 mm API amn, PINAKA DPICM and Extended Range version, 105 mm blank amn, Drone Delivered amn etc. In order to meet the futuristic demand we are planning capacity augmentation and modernization of infrastructure for explosives & propellant manufacturing.

Awards & Accolades



Q3 PM Modi stated in October 2021, "Our defence export has increased by 325% in the last five years." What have been the milestone of MIL that have accelerated the growth trajectory of defence exports since then?

Export is the thrust area of MIL. MIL has prepared a Country-Product matrix to have focused approach for expansion of geographical base and exportable product base. MIL is in discussion with major OEMs for becoming part of their International Supply Chain of Ammunition Components, Explosives and Sub-assemblies. MIL has appointed multiple Channel partners across the globe for marketing of MIL products and services. The results have been highly encouraging. We received Raksha Mantri's Award for Excellence "Raksha Niryat Ratn" during the DEFEXPO 2022 for achievements in export in first six months of operation under category – Large Scale Enterprises. In the current year, we are targeting export sales of over Rs. 1000 Cr which is substantially higher than the previous year.

Q4 With the Prime Minister urging the Indian state-owned defence companies to "take a lead in developing future technologies" alongside focusing on research and innovation and adopting industry best practices, how is MIL faring in its research and development initiatives?

MIL has been carved out of erstwhile OFB. R&D has never been a forte of OFB as the onus of research and development was with DRDO. However, after starting its business as a company, MIL has amplified its focus on R&D. We are planning to spend more than Rs. 300 Crores in R&D during next three years. Every production unit of MIL has got a dedicated R&D Centre. MIL has collaborated with IIT Madras to conduct M. Tech course in Ammunition Technology exclusively for MIL technical experts. The three year course has started in 2022, and is first of its kind in India. MIL is also collaborating with other academic institutes in the country for developing new ammunition and explosives.

Q5 As the Chairman and Managing Director of MIL, what are your plans for MIL in light of its vision encompassing providing a competitive edge to the Armed Forces by equipping them with modern and quality battlefield ammunition and its mission of being a prominent patron of Atma Nirbhar Bharat Abhiyan and Make in India Initiate in the ammunition sector?

Our vision is to become a major player in global supply chain of ammunition and explosive and to maintain the leadership in Indian ammunition and explosives industry. Through in-house R&D and collaboration with industry and academia, we are planning to develop new ammunition using niche technologies. Under Atma Nirbhar Bharat, MIL has been collaborating with Indian Industry through various platforms like Srijan Portal, IDEX etc. to increase self-reliance in defence and substitute imports.

CHAIRMAN & MANAGING DIRECTOR's MESSAGE

IN an era marked by technological advancement and a relentless pursuit of excellence, Munitions India Limited (MIL) stands at the forefront, poised for a bright and dynamic future. Anchored by a combination of cutting-edge technology and a robust infrastructure in the field of Ammunition & Explosives, the company envisions a path of progress and growth that promises to redefine itself and leave an indelible mark on the global stage.

At the heart of MIL's success lies an unwavering commitment to meeting and exceeding customer requirements. The company's dedicated teams, driven by a passion for excellence, consistently deliver products that not only meet industry standards but also surpass expectations. This commitment is the cornerstone upon which MIL builds its reputation for reliability and innovation.

The availability of a robust infrastructure further fortifies MIL's position in the industry. This foundation provides the necessary support for seamless development, production, and supply of their cutting-edge explosives. With this solid groundwork in place, MIL confidently strides forward, poised to capitalize on emerging opportunities and navigate challenges with unmatched resilience.

A culture of unity permeates throughout MIL's operations. By fostering a spirit of teamwork and maintaining close interaction with customers, the company ensures that goals are not only met but exceeded. This collaborative approach not only enhances efficiency but also facilitates a deeper understanding of customer needs, allowing MIL to tailor their offerings to specific requirements.

MIL's vision for the future is encapsulated in the phrase, "The only way to achieve the impossible is to believe it is possible." This belief in the potential of what can be achieved fuels the company's drive for continuous improvement and innovation. It serves as a guiding principle, propelling MIL towards groundbreaking achievements and pushing the boundaries of what is conceivable.



I am delighted to announce that during fiscal year, 2022-23, we have achieved a historic milestone in the company's financial performance. We have witnessed a remarkable growth of 40% compared to the previous year. This outstanding financial performance is a testament to our revised strategies in manufacturing, marketing, and project management.

As of today, we have an impressive order book of over Rs. 24000 Crore. MIL since its inception in Oct 2021 has bagged Export orders worth over Rs. 5000 Crore. The company aims to maintain the similar growth in the financial year 2023-24 also. These figures depicts the excellent performance of the company and the promising future that lies ahead.

Yet, as challenges arise, so must our determination, to overcome them. The company is actively working on enhancing its production capacity in line with the 'Aatmanirbhar Bharat Abhiyan' announced by our Honorable Prime Minister. Various projects for the production of ammunition stores and explosives are in the pipeline. It is imperative that we address our shortcomings, meet our targets, optimize costs, uphold quality standards, and establish Standard Operating Procedures in strategic areas.

A robust modernization plan is pivotal in today's rapidly evolving business landscape. It empowers enterprises to remain competitive, enhance efficiency, and stay relevant. At MIL, we recognize that modernization is the compass guiding us toward sustainable growth.

To realize our modernization goals, MIL has embarked on various initiatives, including the expansion of our capacity for the manufacture of Tank and Artillery ammunition. To ensure Atma Nirbharta in defence production we are in the process of augmenting the production capacities of various explosives & propellants.

As 1st October 2023 dawns, MIL extends warm wishes to all, hoping for blessed and exceptional days ahead. The company expresses heartfelt gratitude to each member of the MIL family, recognizing their invaluable contributions to this inspiring journey. Together, we will forge a path towards a future defined by limitless possibilities and unprecedented achievements.

In the wake of these aspirations, MIL emerges as a beacon of progress, with its sights set on transforming production, pioneering innovations, and leaving an indelible mark on the global stage. With unwavering commitment, cutting-edge technology, and a united team, the company is poised for a future that holds the promise of greatness.

JAI HIND
Ravi Kant, IOFS
Chairman and Managing Director
Munitions India Limited

DIRECTOR/HR's MESSAGE

TODAY, we mark a remarkable milestone - our 3rd Foundation Day. Two years ago, we began a journey filled with dreams, united by a vision to make a difference. As we look back on our journey, embracing the progress made, conquering the challenges and celebrating success we are filled with immense and uplifting sense of pride.

This day isn't just for celebration but it's a time to appreciate hard work by each team member, reflect on our achievements, and recommit to our values. Our commitment to excellence, innovation, and integrity has driven us forward, shaping us into an inclusive, impactful organization. Towards our commitment we have framed our new HR policies which will keep us together by maintaining the synergy amongst all team members. Considering current scenario, it is very important to develop a skill amongst employees accordingly a MOU has been signed between MIL & IIT -Madras for M-Tech in Ammunition Technology. National Academy of Defence Production (NADP) a unit of MIL has obtained AICTE approval and conducting post graduate Diploma in Management (PGDM) with focus on Defence Management & Defence Industry.

Our employees are the heart and soul of organisation. Passion, resilience, and dedication of each team member has brought us here. As we celebrate, let's express gratitude to each other and the organization.

While we've achieved substantially, greater heights await. Let's face the future with the same determination and enthusiasm. I'm deeply grateful for dedication and commitment of each team member of MIL. I convey my greetings and best wishes for this foundation day and wish more success, growth and prosperity for future.

JAI HIND
Debashish Banerjee, IOFS
Director / Human Resources, Munitions India Limited.



DIRECTOR/FINANCE & CFO's MESSAGE

TODAY marks the significant milestone of our journey 3rd MIL foundation day. It is a day to reflect to our beginning our achievement and remarkable path that has brought us to where we stand today.

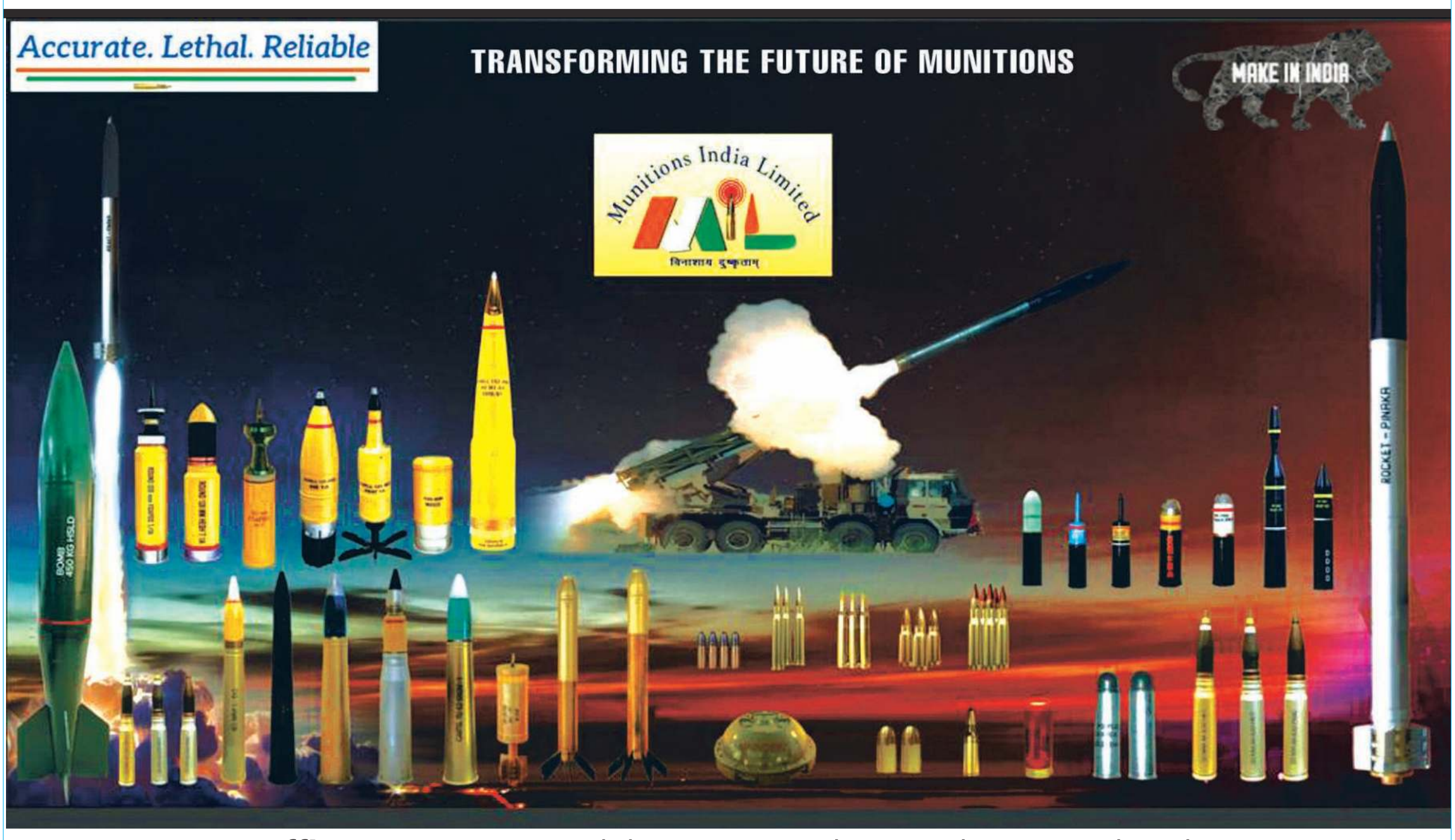
As Finance Director and Chief Financial Officer of MIL, I am honoured to be the part of this incredible journey. Our success is a testimony of our hard work, dedication, unwavering commitment of our team "MILekars"

We have travelled our an untreaded path during the last two years. We have seen favourable outcome of our efforts in expanding both our customer base and our product portfolio in the domestic and international market. MIL has ventured in a big way in international market with an explosive growth. We have grown not just size significantly, but also in our impact on the industry and stakeholders we serve.

We look ahead with determination and enthusiasm for a robust growth path with sustained profitability and maintain our leadership position in the segment we operate. We pledge to embrace the core values of integrity, transparency, excellence and teamwork and make strives towered sustainable and superior financial performance and aspiration for a bright future.

I convey my greetings and best wishes on this Foundation Day.
JAI HIND
Prakash Agarwala, IOFS
Director Finance & CFO, Munitions India Limited.





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