

(This document comprises news clips from various media in which Balmer Lawrie is mentioned, news related to GOI and PSEs, and news from the verticals that we do business in. This will be e-mailed on every Monday.)

News on Balmer Lawrie

THE ECONOMIC TIMES | KOLKATA | THURSDAY | 27 SEPTEMBER 2012

Balmer Lawrie to Invest up to ₹500 cr in New Projects



KOLKATA Diversified oil PSU Balmer Lawrie on Wednesday said it planned investments of ₹500 crore over the next three years in new projects, including a container manufacturing facility at Navi Mumbai. "In the next two to three years, we are looking at a very large investment to the tune of ₹300-500 crore into new projects," Balmer Lawrie Chairman and Managing Director Viren Sinha said, adding the proposed ₹100-crore container manufacturing plant at Navi Mumbai was expected to be commissioned by the end of 2014. The new facility could increase Balmer Lawrie's output by about 30% from its current capacity of 40 lakh barrels a year from the existing six plants.

THE TIMES OF INDIA, KOLKATA
THURSDAY, SEPTEMBER 27, 2012

Balmer Lawrie shelves ₹150cr hub in Bengal

In what would reinforce the state's industry-unfriendly image, PSU Balmer Lawrie has shelved its ₹150-crore logistics hub on the outskirts of Kolkata due to non-availability of land. The company was to set up the unit over 45 acres at Dankuni and had sought exemption under the state land reforms Act, urban land ceiling Act and conversion of the agriculture land into industrial one. The WBIDC denied the clearances. P4

Land woes scuttle logistic hub project

PSU Identifies Site In Dankuni But Govt Refuses To Convert Agricultural Land For Industry

Aparajita Gupta | TNN

Kolkata: The bad news keeps rolling in for the Mamata Banerjee government on the industry front. Balmer Lawrie & Co, the Rs 2,450-crore mini-ratna PSU, on Wednesday shelved a logistics hub project in Dankuni on the city outskirts because the government would not allow the clearances that would let the company buy land.

On Tuesday, Kolkata had lost the prestigious Partnership Summit to Agra, as an aftershock of Trinamooli Congress' split from UPA.

The Dankuni multi-modal hub would have been the first of its kind in Bengal, say sources. The project was worth Rs 150 crore and would have meant big business for the state. Balmer Lawrie & Co

— the most diversified of all PSUs — had already identified the land and sought certain clearances from the state government. But it was turned down, said a senior official of the company, who was working on the project.

The PSU sought three kinds of approvals from the West Bengal Industrial Development Corporation (WBIDC), all concerning land. "We sought exemption under the West Bengal Land Reforms Act and Under Urban Land Ceiling Act. We also sought approval for converting 45-acre agriculture land to industrial land. But we were later told by a state government department that these permissions cannot be given. We had no option but to shelve our plans," a source said. WBIDC is the nodal agency for economic devel-

PROJECTS WHICH BENGAL LOST IN THE LAST FEW YEARS

- ▶ Tata Motors pulled out its small car project from Singur in 2008
- ▶ L&T power project shelved in 2012
- ▶ Bharat Forge steel & engineering project shelved in 2009
- ▶ Shyam Steel steel project in Purulia shelved in 2012

GETTING TO KNOW BALMER LAWRIE

- ▶ Founded by two Scotsmen, George Stephen Balmer and Alexander Lawrie, in Kolkata, Balmer Lawrie & Co Ltd. started its corporate journey as a Partnership Firm on 1st February 1867
- ▶ Balmer Lawrie is a Mini-Ratna I Public Sector Enterprise, under the Ministry of Petroleum & Natural Gas
- ▶ Balmer Lawrie became a private limited company in 1924 and a public limited company in 1936. In 1972 Balmer Lawrie became a Government Company under the IEP Balmer Lawrie Group of Companies.
- ▶ In 2001, consequent to its merger with Indian Oil Corporation (IOC) Limited, transferred its holding of 61.8% in Balmer Lawrie & Co. Ltd. to a shell company named Balmer Lawrie Investments Limited (BLIL).
- ▶ Present shareholding pattern: 62% BLIL, 24% public and 14% Banks & FIs

opment in the state.

A multi-modal logistics hub is an integrated facility with warehousing and cold storage facilities, a distribution network and is well connected with the railways. Such a hub would have been a boon for Bengal that is saddled with inadequate infrastructure.

Balmer Lawrie & Co is working on similar multi-modal logistics hubs in Visakhapatnam and has already signed a pact with the Visakhapatnam Port Trust. The joint venture project is coming up on 50 acres at an investment of Rs 170-180 crore. "The technical and financial feasibility study is over for the Vizag project. We are now working out the finer details," a source said.

Earlier in the day, Viren Sinha, chairman and manag-

ing director of the PSU said they had lined up Rs 300-400 crore investment in various businesses. "We are setting up a container manufacturing plant in Navi Mumbai. One major investment would be setting up an absolutely modern through-put steel barrel manufacturing plant at Navi Mumbai at an investment of Rs 100 crore," he said at the 90th annual general meeting of the company.

Balmer Lawrie produces about 40 lakh barrels at eight plants and is looking to increase its container making capacity by about 30%. "Work is under way. We have about 6 acres land and the project will be completed in 15 months," Sinha said. The company has three container freight stations at Mumbai, Chennai and Kolkata.

(The Times of India – 27.09.2012; Appeared on front pg & pg 4)

Balmer Lawrie to invest up to Rs 500 crore in new projects in 3 years



Diversified oil PSU Balmer Lawrie today said it planned investments of Rs 500 crore over the next three years in new projects, including a container manufacturing facility at Navi Mumbai. "In the next two to three years, we are looking at a very large investment to the tune of Rs 300-500 crore into new projects," Balmer Lawrie Chairman and Managing Director Viren Sinha said, adding the proposed Rs

100-crore container manufacturing plant at Navi Mumbai was expected to be commissioned by the end of 2014.

The new facility could increase Balmer Lawrie's output by about 30 per cent from its current capacity of 40 lakh barrels a year from the existing six plants. "We have started construction at the site. We hope to commission the plant over the next 15 months," he told reporters after the company's 95th annual general meeting here. Sinha said another Rs 150 crore would be invested in the multi-modal logistic hub at Vishakhapatnam, for which it was awaiting approval of the Shipping Ministry. "It will be a fully-integrated facility, whereby we will be able to provide all kinds of solutions for logistics. Land is identified for the project. Once we get the approval, we will take it forward," he said. The project is a joint venture of Balmer Lawrie and the Vizag Port Trust.

The firm is also evaluating the possibility of independently setting up a construction chemicals facility to cater to cement and concrete manufacturers. At present, Balmer Lawrie produces 200 tonne of construction chemical per month in its two facilities at Kolkata and Chennai. "The new plant primarily will be in Chennai. Total investment could be around Rs 40 crore," Sinha said. Besides, he said, the company, which has invested Rs 25 crore in a travel portal, would make substantial investments in its tourism business.

The Economic Times - 26.09.2012

<http://economictimes.indiatimes.com/news/news-by-industry/energy/oil-gas/balmer-lawrie-to-invest-up-to-rs-500-crore-in-new-projects-in-3-years/articleshow/16558749.cms>

Land woes scuttle logistic hub project near Kolkata

The bad news keeps rolling in for the Mamata Banerjee government on the industry front. Balmer Lawrie & Co, the Rs 2,450-crore mini-ratna PSU, on Wednesday shelved a logistics hub project in Dankuni on the city outskirts because the government would not allow the clearances that would let the company buy land. On Tuesday, Kolkata had lost the prestigious Partnership Summit to Agra, as an aftershock of Trinamool Congress' split from UPA.

The Dankuni multi-modal hub would have been the first of its kind in Bengal, say sources. The project was worth Rs 150 crore and would have meant big business for the state. Balmer Lawrie & Co - the most diversified of all PSUs - had already identified the land and sought certain clearances from the state government. But it was turned down, said a senior official of the company, who was working on the project.

The PSU sought three kinds of approvals from the West Bengal Industrial Development Corporation (WBIDC), all concerning land. "We sought exemption under the West Bengal Land Reforms Act and Under Urban Land Ceiling Act. We also sought approval for converting 45-acres agriculture land to industrial land. But we were later told by a state government department that these permissions cannot be given. We had no option but to shelve our plans," a source said. WBIDC is the nodal agency for economic development in the state.

A multi-modal logistics hub is an integrated facility with warehousing and cold storage facilities, a distribution network and is well connected with the railways. Such a hub would have been a boon for Bengal that is saddled with inadequate infrastructure. Balmer Lawrie & Co is working on similar multi-modal logistics hubs in Visakhapatnam and has already signed a pact with the Visakhapatnam Port Trust. The joint-venture project is coming up on 50-acres at an investment of Rs 170-180 crore. "The technical and financial feasibility study is over for the Vizag project. We are now working out the finer details," a source said.

Earlier in the day, Viren Sinha, chairman and managing director of the PSU, said they had lined up Rs 300-400 crore investment in various businesses. "We are setting up a container manufacturing plant in Navi Mumbai. One major investment would be setting up an absolutely modern through-put steel barrel manufacturing plant at Navi Mumbai at an investment of Rs 100 crore," he said at the 95th annual general meeting of the company.

Balmer Lawrie produces about 40 lakh barrels at eight plants and is looking to increase its container making capacity by about 30%. "Work is under way. We have about 8 acres land and the project will be completed in 15 months," Sinha said. The company has three container freight stations at Mumbai, Chennai and Kolkata.

The Times of India - 27.09.2012

<http://timesofindia.indiatimes.com/city/kolkata/Land-woes-scuttle-logistic-hub-project-near-Kolkata/articleshow/16565593.cms>

Balmer Lawrie to set up industrial packaging facility at Navi Mumbai

Our Bureau

Kolkata, Sept. 26

Balmer Lawrie Co Ltd expects to commission its proposed industrial packaging facility at Navi Mumbai by end of next year.

With an estimated investment of nearly Rs 100 crore, the new plant is aimed at increasing steel barrel (drums) production capacity by nearly 30 per cent from the current 44 lakh barrels a year.

"This would be our single largest investment so far. Our Board has very recently approved the proposal and we have started construction work at an eight-acre plot. We hope to commission the plant over the next 15 months," Viren Sin-

ha, Chairman and Managing Director, told reporters at the sidelines of the company's 95th annual general meeting here on Wednesday.

Industrial packaging accounts for nearly 20 per cent of the company's total turnover, he added.

According to Sinha, the public sector enterprise, under the Ministry of Petroleum and Natural Gas, is looking forward to invest up to Rs 500 crore over the next three years.

Apart from industrial packaging, the company is involved in lubricants, leather chemicals, logistics services and infrastructure businesses.

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■ OUR CORRESPONDENT
KOLKATA

Balmer Lawrie and Co, a government of India enterprise, plans to invest ₹500 crore over the next three years.

The diversified company has lined up plans which include setting up a container manufacturing facility at Navi Mumbai, a multimodal logistic hub at Vizag, strengthen industrial packaging among others.

Of this, it has earmarked ₹100 crore for its steel container facility in Navi Mumbai. "Work on the project has started and completion time would be 15 months. It will enhance our capacity of steel barrels by around 30 per cent," said Viren Sinha, chairman and managing director, Balmer Lawrie and Co, on the sidelines of addressing 95th annual general meeting, here on Wednesday.

The segment contributes around ₹500 crore to the total turnover."

While the proposed multimodal logistic hubs business

in Kolkata has been put on the backburner due to land issues, the company is on advanced stages on the ₹170-180 crore Vizag unit in partnership with Vizag Port Trust. Balmer Lawrie is the majority partner in the JV.

The company has around three container freight stations in Mumbai, Chennai and Kolkata. According to Sinha, the company is looking for 10 acres of space in Kolkata to set up a new grease and lubricant unit.

It plans to increase capacity in Silvasa. The company is willing to spend around ₹40 crore on setting up an independent unit and increasing capacity in its construction chemicals vertical to 500 tonne per month in next 15 months from 200 tonne at present.

The company is mulling acquisitions in its tour and travel business.

Co may close down tea biz: Balmer Lawrie, which tried to revive its tea business by re-launching its brand Tarang may close down the tea



Viren Sinha, chairman and managing director, Balmer Lawrie, addressing shareholders during the company's 95th annual general meeting, in Kolkata, on Wednesday

blending and packaging unit.

"Tea contributes to around one per cent of the turnover. We are working with a tea plantation company also. The team is making efforts to re-

vive the tea business but may close it down if it does not give returns," he said.

Last year, the company packaged around 684 tonne of tea.



MUMBAI THURSDAY, SEPTEMBER 27, 2012

Balmer Lawrie to set up logistics hub

To make construction chemicals, lines up ₹400 cr investment

Sumit Moitra • KOLKATA

Diversified public sector company Balmer Lawrie & Co is foraying into the businesses of logistics hub and construction chemicals and plans to invest more in existing ones including making containers and providing travel services.

The Kolkata-based company has started work on an integrated logistics hub in Vizag, a container making facility in Navi Mumbai and is manufacturing construction chemicals on a pilot basis.

"We have taken a decision to make some major investments of around ₹400 crore in the next two-three years. We have the cash and the resources to invest. One major investment would be setting up a high throughput steel barrel manufacturing plant at Navi Mumbai at ₹100 crore," Viren Sinha, chairman and managing director, said at the company's 95th annual general meeting on Wednesday.

The company would invest ₹170-180 crore in the Vizag project, which would be a joint venture with Vizag Port Trust. Balmer Lawrie will hold the majority stake.

The logistics hub at Vizag would

be an integrated rail-connected container freight station (CFS), comprising warehouses, cold storages, truck parking facilities and areas for third parties to re-work on their cargo.

"Land has been identified and technical and financial feasibility studies have been done. The project needs an approval from the shipping ministry," Sinha said.

The company which is producing construction chemicals at two small facilities at Chennai and Kolkata is looking to expand the business.

"By end of this year, the capacities at these places would be reached and beyond that we need to set up new plants. The propos-

Balmer Lawrie



als would be taken up at our next Board meeting," Sinha said.

Among the existing businesses, the company's barrel manufacturing unit at Navi Mumbai plans to increase container capacity by about 30%.

"Work is underway, about eight acre of land is with us and completion time would be about 15 months from now," he said.

Currently, Balmer Lawrie produces about 40 lakh barrels at eight plants that contribute ₹500 crore to the aggregate turnover of ₹2,500 crore.

Balmer Lawrie currently operates three container freight stations. "The facility at Mumbai is spread over 26 acre post expansion, which has just been completed. We have a CFS in Chennai over 18 acre while the one in Kolkata covers 16 acre."

"We had similar plans for a project in West Bengal also, but it has been dropped as the identified

land is not coming through."

The company is also considering acquisitions in the travel services and leather chemical segments.

"We have set up a travel portal at an investment of ₹25 crore, including a back-office with a 24x7 call centre."

Balmer Lawrie was looking to acquire a tour firm, but the deal didn't go through over valuation issues, while a deal for a logistics company didn't happen after due diligence.

"However, we are still looking at acquisitions in these areas and also in leather chemicals, particularly in finishing chemicals where we don't have a product," he said.

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Balmer Lawrie may commission Navi Mumbai plant by 2014 end

http://www.thehindubusinessline.com/companies/article3938539.ece?homepage=true&ref=wl_home

The Hindu Business Line - 26.09.2012

Balmer Lawrie to set up logistics hub

http://www.dnaindia.com/money/report_balmer-lawrie-to-set-up-logistics-hub_1745761

DNA - 27.09.2012

Balmer Lawrie to invest Rs.500 crore in new projects

<http://en-maktoob.news.yahoo.com/balmer-lawrie-invest-rs-500-crore-projects-120405068.html>

Yahoo News - 26.09.2012

Balmer Lawrie to invest Rs.500 crore in new projects

<http://www.sify.com/finance/balmer-lawrie-to-invest-rs-500-crore-in-new-projects-news-national-mj0r6pgdbgj.html>

Sify Finance - 26.09.2012

Balmer Lawrie to invest Rs.500 crore in new projects

<http://www.aajikhabar.com/en/News/Business/Balmer-Lawrie-to-invest-Rs-500-crore-in-new-projects/703574.html>

Aaj Ki Khabar - 26.09.2012

Balmer Lawrie to invest Rs.500 crore in new projects

<http://news.indiaonline.in/Balmer-Lawrie-to-invest-Rs500-crore-in-new-projects-4467>

India Online News - 26.09.2012

Balmer Lawrie to invest Rs.500 crore in new projects

<http://www.newstrackindia.com/newsdetails/2012/09/26/277--Balmer-Lawrie-to-invest-Rs-500-crore-in-new-projects-.html>

Newstrack India - 26.09.2012

THE TELEGRAPH CALCUTTA THURSDAY 27 SEPTEMBER 2012



Viren Sinha in Calcutta on Wednesday: Picture by Kinhor Roy Chowdhury

Cash prop for Balmer Lawrie projects

ASTAFF REPORTER

Calcutta, Sept. 26: Diversified public sector undertaking Balmer Lawrie plans to invest Rs 250 crore to set up a manufacturing facility at Navi Mumbai and a multimodal logistics hub at Visakhapatnam.

Viren Sinha, chairman and managing director of Balmer Lawrie, today said the company was looking to invest Rs 100 crore to set up its seventh plant to manufacture barrels. The plant is set to be commissioned by 2013.

"Our board has very recently approved the proposal and we have started construction at the site. We hope to commission the plant over the next 15 months," Sinha said on the sidelines of the 95th annual general meeting here today.

The plant will have an annual capacity of 18 lakh units per annum. At present, the company operates six other plants with a capacity of about 40 lakh units per year.

Sinha also said the company was looking to invest Rs 150 crore for setting up a multimodal logistic hub at Visakhapatnam.

Balmer Lawrie has already signed a memorandum of understanding with Visakhapatnam Port Trust for the joint-venture project.

"It would be a fully integrated facility to provide a variety of logistics solution. Over 50 acres of land is identified for the project. Once we get the approval, we will take it forward," he said.

The project is awaiting clearance from the ministry of shipping.

The company is also exploring possibilities of setting up another plant to manufacture construction chemicals at Chennai.

At present, it produces 200 tonnes of construction chemicals per month.

Sinha also said the company was looking at acquisitions in leather chemicals and tourism. It has recently launched a web portal for its tourism vertical.

THE FINANCIAL EXPRESS

THURSDAY | SEPTEMBER 27 | 2012

Balmer Lawrie to invest up to Rs 500cr in new projects in 3yrs

Kolkata, Sept 26: Diversified oil PSU Balmer Lawrie today said it planned investments of Rs 500 crore over the next three years in new projects, including a container manufacturing facility at Navi Mumbai.

"In the next two to three years, we are looking at a very large investment to the tune of Rs 300-500 crore into new projects," Balmer Lawrie Chairman and Managing Director Viren Sinha said, adding the proposed Rs 100-crore container manufacturing plant at Navi Mumbai was expected to be commissioned by the end of 2014.

The new facility could increase Balmer Lawrie's output by about 30 per cent from its current capacity of 40 lakh barrels a year from the existing six plants.

"We have started construction at the site. We hope to commission the plant over the next 15 months," he told reporters after the company's 95th annual general meeting here. Sinha said another Rs 150 crore would be invested in the multi-modal logistic hub at Vishkhapatnam, for which it was awaiting approval of the Shipping Ministry. "It will be a fully-integrated facility, whereby we will be able to provide all kinds of solutions for logistics. Land is identified for the project. Once we get the approval, we will take it forward," he said.

PTI

(The news of the Balmer Lawrie's 95th AGM held on 26th September was carried by many other online media besides the ones mentioned above.)

Govt confident of raising Rs 25,000-30,000 cr from disinvestment

The government today exuded confidence that it will be able to raise Rs 25,000-Rs 30,000 crore from disinvestment and will remain very close to the fiscal deficit target of 5.1% of the GDP in 2012-13. "There is now a decision for disinvestment in several PSUs. Some more are under consideration. And, therefore, we believe that we could net about Rs 25,000-30,000 crore from that itself.

"Then there is spectrum auction, which is on stream. We have a target of Rs 40,000 crore," Economic Affairs Secretary Arvind Mayaram told reporters here. He said the government would take steps to curb wasteful expenditures and plug leakages in implementation of schemes. "Wasteful expenditure, if any, will be strongly curbed and, therefore, I am confident that we will be able to come pretty close to our fiscal deficit target... We are cognizant of the fact that there could be a possibility (of wasteful expenditure)... We will be watchful," he said.

The fiscal deficit in the April-August period rose to Rs 3.38 lakh crore or 65.7% of the budgeted target for the full fiscal. The government had budgeted fiscal deficit at 5.1% of GDP.

Business Standard - 28.09.2012

<http://www.business-standard.com/india/news/govt-confidentraising-rs-25000-30000-crdisinvestment/189007/on>

Govt's sell-off programme may start this festive season

The government is set to kick off its disinvestment programme from mid-October and is expected to conduct stake sales every two to three weeks. With plans to divest stakes in over half-a-dozen PSUs through the auction route and another three or four through public offers, the department of disinvestment is now hopeful of exceeding its Budget target of Rs 30,000 crore.

"Market conditions are improving. We are getting all the paperwork and approvals so that we can line up firms for stake sales from the middle of next month. With the focus on the offer for sale method for divestment, we are now confident of overshooting the Budget estimates from stake sale proceeds," a senior finance ministry official said.

Indian Express - 25.09.2012

<http://www.indianexpress.com/news/govts-selloff-programme-may-start-this-festive-season/1007336/>

Bring down excise, service tax to 8%, Kelkar panel recommends

The government should step up the process of stake sale in state run firms, sell minority holdings in Specified Undertaking of the Unit Trust of India (Suuti), Hindustan Zinc and Balco, and take steps to monetize under-utilized land resources of public sector enterprises, port trusts and railways, a panel set up to chart out the roadmap on fiscal consolidation said on Monday.

The panel headed by former finance secretary Vijay Kelkar also outlined a series of policy steps to repair the battered public finances and help promote growth against the backdrop of a difficult global situation. The committee examined various measures which are needed to be undertaken by the government for fiscal consolidation in the medium term. These include raising the tax-to-GDP ratio, policy measures for pruning expenditure on subsidies and other items of expenditure, rightsizing of plan support, and steps for increasing disinvestment proceeds.

The Times of India - 29.09.2012

<http://timesofindia.indiatimes.com/business/india-business/Bring-down-excise-service-tax-to-8-Kelkar-panel-recommends/articleshow/16595052.cms>

New norms for independent directors on CPSEs likely

To improve corporate governance in state-owned companies, the Department of Public Enterprises (DPE) is proposing norms for independent directors that will define their roles and responsibilities.

At present, there are no such guidelines for non-official directors who are being appointed on boards of Central Public Sector Enterprises (CPSEs). "The department will soon invite comments on the draft report, prepared by the Institute of Chartered Accountants of India, from various administrative ministries/departments and CPSEs operating in sectors like petroleum, power and steel," an official said. Once the comments are received, the department will finalise the report, he added.

The Hindu Business Line - 25.09.2012

<http://www.thehindubusinessline.com/companies/article3935325.ece>