

## NOTES FROM THE EDITORIAL TEAM

Dear Readers,

There is something about the festive season that spreads cheer, instils hope... and this year, this positive energy is much needed!

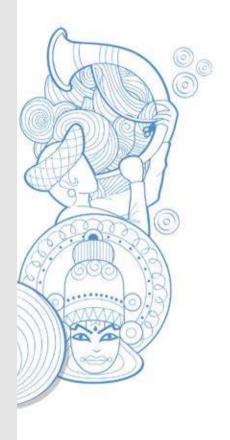
At Voltas, we are doing our bit to bring on the smiles. From spreading some festive cheer among our employees to being partners of happiness to our Consumers, we are leaving no stone unturned to celebrate the season that we all look forward to. Speaking of Consumers, our Feature article talks about how we have been driven to innovate and inspired to perform... all for our customers. It is for our patrons that the company has come out with wonderful 'Mahotsav Offers'.

We have also shared a market research study that the Company had conducted on cooling habits in an Indian home. It threw up some interesting findings. Read all about it, in this issue's Lead section.

Learning and growth go hand in hand. Perusing the L&D article, you will garner how much the company has invested in this quality, and how, post the pandemic, by shifting to the digital learning mode, it has thrived. Indeed, this is the next big thing at Voltas!

If being a Voltasite makes us proud, Ethics Week makes us hold our heads higher still. As do the various awards and client recognitions we have received!

Signing off with warm wishes for a wonderful Diwali! Team Corporate Communications







### **INDEX**

### 04 Features

The Company and its customer. How far you go as a company, depends on how far you go for your customers. And Voltas leaves no holds barred in its customer-centricity. This issue talks about its wonderful festive offers in a scheme that's just what's needed to strengthen this bond further!



### o7 Lead

Very often how you deal with a crisis, defines you. And Voltas at Vale proved yet again how formidable they could be as they faced the sudden lockdown at the mining site with resilience. Read how they coped. Also, a nationwide research study to understand the country's cooling habits threw up some unexpected results. Changed lifestyles have led to changed habits!



## 1 Updates

It was all eyes on Voltas this quarter! Sustainable development gets a thrust, with the inauguration of a mega solar power plant, and an STP project, DPG Kolkata gets more hospitals COVID-compliant; the company's Business from Metros welcomes a new client, while the company's AMC with Chennai airport takes off for another long flight, and TMD's order book swells. The AGM and CFR shows the company's resilience, and the festive offers paves the way. Voltas celebrates Founder's Day with honour, and a unique film, released on Independence Day showcases the company's milestones with pride...



### 30 Recognition

Saluting our standards, saluting our safety practices, saluting our strategies. The awards and accolades came rolling in, and how. Take a bow, Voltas!



### 35 L&D

Building up of capabilities through Learning and Development is at the core of Human Resources strategy. Voltas has been walking this path for the past years. The journey now moves from the physical to the virtual...

### 25 Volunteering

28 Ethics

29 SHE

36 Time Machine

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#### 1954

The year that saw the conception of Voltas; a few years after the birth of our nation. Perhaps it was this fact that saw them grow together, each understanding the other, each supporting the other. And each pushing the other to scale new heights, reach new distinctions. For Voltas this always meant building a better nation by producing a better product.

Whether it is coal mining for power generation, road building or rural electrification, wastewater treatment or greener structures, or even keeping the country's HVAC systems going smoothly, the company has raised the bar, time and again. What's more, throughout the pandemic Voltas has been working unstintingly, ensuring the upkeep of the nation through its engineering project solutions for hospitals, urban mobility,

infrastructure, pharmaceuticals and IT companies. Which is only to be expected from a company that is so totally focused on their customer, whether its comfort, cooling or convenience.

### **Customer-centric. And proud of it!**

Ever since its inception, the company has shared a special connection with their customer. Voltas Air Conditioners have been part of millions of Indian households this far and its but natural that the brand plays a very special role in the most awaited festive celebration every year. Ensuring that our patrons face no barrier in adopting a more healthy, comfortable

and convenient life during this auspicious time, Voltas leaves no stone unturned to make this possible and further spread the festive cheer.

#### **Special bond. Extra-special offers!**

Now, with the festive season round the corner, the company is going all out for their customers yet again. With a grand Mahotsav Offer introduced by Voltas and Voltas Beko, customers can avail attractive Cash Back offers, easy Finance Schemes through NBFCs and Extended Warranty Schemes on their products. In other words, cost, comfort and convenience, and a classy range of products from Voltas and Voltas Beko!



Voltas Beko adds to the festive cheer with special offers across the range

### The offers include 10% Cash back on select Credit & Debit Cards from multiple banks, and Easy EMI Finance offer through NBFCs.

The products? The existing range along with a brand new array of products with differentiated features, comprising of Air Conditioners, Air Coolers, Commercial Refrigerators, Water Dispensers, Water Coolers, Air Purifiers, and Refrigerators, Washing Machines, Microwaves and Dishwashers from Voltas Beko.

One of the new products that truly stands out, is the new Voltas PureAir AC, a UV based Inverter AC. Taking innovation to the next level, the Voltas Maha Adjustable PureAir AC comes with state of the art SuperUVC LED system which quickly disinfects the indoor air by killing germs and pathogens. Voltas PureAir AC also removes harmful gases and VOC (Volatile organic compounds) from indoor air to make the air healthy for human consumption. Customer-centricity again.

Commenting on Voltas' aggressive plans for the festive season, our MD and CEO, Mr. Bakshi said, "We are looking forward to the festive season. As a market leader, we continue to offer our consumers convenience and comfort by launching advanced and technologically superior products at an affordable price. This festive season we are delighted to launch new models of Room Air Conditioners, Air Purifiers, Refrigerators, Washing Machines and Dishwashers for our consumers."

### Bigger range. Better features!

Not complacent with its position as market leader, Voltas is constantly innovating; continually improving. This festive season Voltas and Voltas Beko are offering customers a whole new range of products, perfect for the Indian market. These include:

FEATURE

Over 87 SKUs, with 52 SKUs in Inverter ACs, 21 in Split ACs and 14 in Window ACs, besides Cassette and Tower ACs. Along with this, Voltas has also launched 10 SKUs in its popular Adjustable AC range. The company has also launched 30 SKUs of its Voltas Fresh Air Coolers with Smart Humidity Controller and Honeycomb Cooling Pads, under various sub-categories such as Personal, Window, Tower and Desert Air Coolers. (It is also launching the unique Alpha Fresh Air Cooler, which serves as an Air Cooler or an Air Purifier as per the needs of the consumer). The Company also strengthened its overall portfolio by introducing 60 SKUs of Commercial Refrigeration products, including Convertible Freezer, Freezer on Wheel and Curved Glass Freezer. The company has launched 17 SKUs of Water Dispensers, and 30 SKUs of Water Coolers. The company is also launching its new range of Air Purifiers this season, comprising of 3 SKUs.

Through Voltas Beko, the company has launched 99 SKUs of Refrigerators including the recently launched Direct Cool refrigerator, which has become highly popular already. The company launched 13 SKUs of Front Load Washing Machines with Stain Expert Technology, 10 SKUs of Top Load Washing Machines with Dual Power Rain feature and 9 SKUs of Semi-Automatic Washing Machines, with Double Waterfall feature. The brand also launched 3 SKUs of Dishwashers, which has witnessed huge success recently; and 7 SKUs of Microwaves.

### Amplifying the mediums. A sound marketing plan!

In order to maximize its reach for the Mahotsav Promo offer, the company's marketing team has worked out a well-thought out media strategy, comprehensively covering every medium. Starting from the 15th of October, for a whole month, there will be extensive promotions on radio, digital and social media and high visibility in retail outlets through attractive POSM. Radio will see all leading FM channels spread over 20 cities







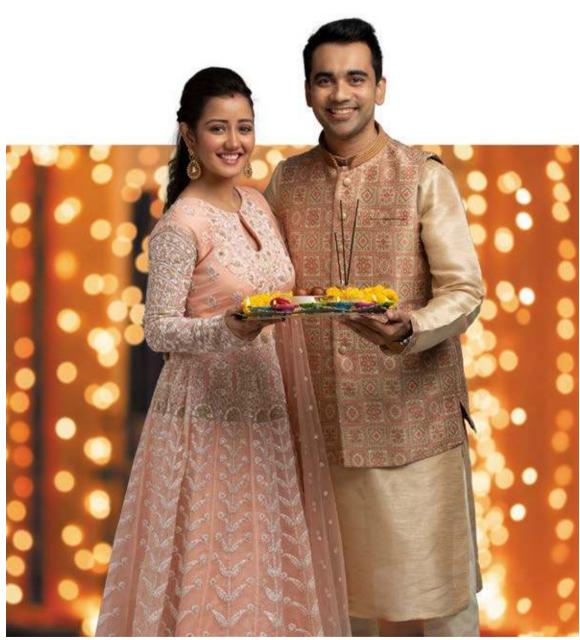




Comprehensive range of commercial refrigerators

Simultaneously, to boost up the presence of the brand during the festival season, coinciding with IPL matches, as well as the opening up of retail counters after the lockdown, the team has also planned TV campaigns for Voltas ACs and Voltas Beko refrigerators & washing machines. TVCs will be well represented in the top GEC, News & Regional channels. This includes over spots in 33 channels, both national and regional. The Voltas AC TVC is a continuation of the very likeable character, played by Gajraj Rao, which has shown high brand recall among the audience. Similarly, the slice of life style of the Voltas Beko commercials reinforcing the promise of "30 days freshness' has struck a chord with its target audience.

There is also a strong campaign across social media, viz., Facebook, Twitter, Instagram and Youtube and a heavy presence on Google Search, as the company has had good response to online sales during the lockdown, and aims to capitalise on this as well. Commenting on the marketing initiatives taken in this unusual festive season, Deba Ghoshal, VP and Head of Marketing, said, "We are one of the few Consumer Durable brands who has taken the lead to be present across TV, Digital, Social and Radio during this festive season. The 2020 festival period is special for us, and we will take all initiatives to continuously engage with our customers. Voltas always had the highest SOV as well as SoE, and we will continue to drive the highest ToM results, this festival season".



### **Taking Festive Cheer further!**

Voltas has always put the customer first. This is obvious in not just the wide range of innovative products, but also in schemes such as the Mahotsav one, wherein they are offered some great deals. Early response to this festival offer has been very promising, and the company is looking forward to a great season. Both for them and their customers!

Visit Myvoltas.com to know more about our Mahotsav Offer



If one has to demarcate, life can clearly be divided into pre-COVID and post-COVID. Much has changed in how we live it, in our habits and requirements. And one such manner is the way we use our ACs. Voltas, the country's room AC giant, conducted some research into Indian cooling habits at home – a study which threw up some interesting findings! Read on...

The 'new normal'. With it came a host of new terms – social distancing, work from home, automation and more. Half a year post the pandemic, it looks like they are here to stay. This has brought a change in both behaviour and needs. Which, in turn, has resulted in a change in buying pattern, especially in the AC segment. Voltas, the company that has always studied, learnt, innovated was quick to observe this shift. They commissioned a nationwide research study, with a view to gain better insight into their consumers' requirements.



Nationwide Study



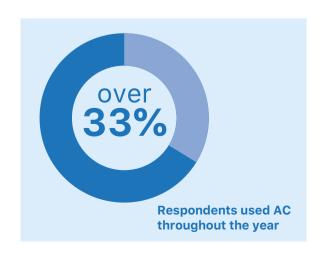
**1200** respondents

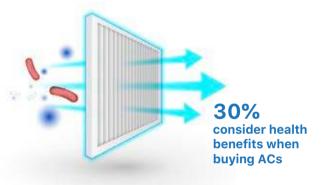


**25-55** years age group

### Changed lifestyles, changed habits.

The study collected data from 1200 respondents between the age group of 25-55 years, across major cities in India. And revealed some interesting insights! It was found that ACs were no longer being used seasonally. In fact, over 33% of the respondents claimed that they used their AC throughout the year. While this could be attributed to extreme weather conditions and climate change, the added 'work from home' thrust has also probably resulted in year-round usage.





As health and safety take centre stage, it was found that 30% of consumers consider anti-bacterial filters or other health benefits when buying ACs. Rising pollution levels have also tilted the scales in this favour, indicating that an AC today is much more than just a functional product that facilitates cooling, rather it is a lifestyle partner.

Another interesting finding, was that 2 out of every 3 customers would prefer purchasing an Inverter AC. This indicates that today's consumers are more tech-savvy and more desirous of upgrading to new technology that goes beyond the simple function of cooling. Today, Inverter ACs contribute to over 50% of annual AC sales in India.

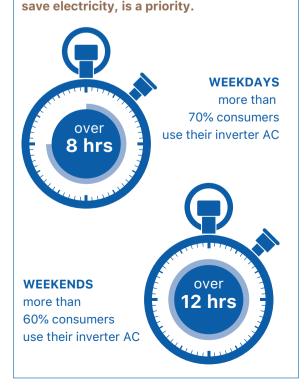


### High performance. Low maintenance.

The research also found that the present-day consumer is a more discerning one. Cooling needs range from ones that have an excellent 'cooling system' with high 'star ratings' that are 'well priced' and that demand 'very little maintenance'.

Usage has increased too. Again, this could be due to the lockdown. Dissecting the usage pattern further, the study found that on a weekday, more than 70% consumers use their Inverter AC for more than 8 hours, while over weekends, 60% consumers use the Inverter AC for more than 12 hours.

Given that consumers today are spending most of their time at home, the need to purchase an appliance that provides comfort and convenience but also helps



#### **New findings. New products.**

Thriving on innovation and improving their product range, Voltas regularly conducts such consumer studies to understand consumer needs, and come out with products that meet them. Probably this is why the company has convincingly remained the market leader for years. In fact, innovation is nothing new to the company, who came out with India's first star rated ACs in 2007, far before it was made mandatory by BEE for the industry.

In 2012, they de-seasonalised the AC category with the introduction of India's first All Weather AC, and in 2016, the company introduced the first All Star Inverter ACs. Last year, Voltas launched India's first Adjustable Inverter AC, in which the user can adjust the tonnage of the AC, as per the ambient heat, or number of people in the room, leading to savings.

At present the company offers over 87 SKUs, with 52 SKUs in Inverter ACs, 21 in Split ACs and 14 in Window ACs, besides Cassette and Tower ACs. Along with this, Voltas has also launched 10 SKUs in its popular Adjustable AC range. A formidable range. From a giant of a company.

And, going by the results of this consumer study, they are sure to add to this range further!





Early 2020. Corona came, and suddenly, nothing was the same again. In the ensuing panic that followed the pandemic, many businesses folded up, many services ceased. Yet through it all, Voltas stood tall. The company, committed to its customers, continued performing to the best of its abilities, despite the difficulties & disruptions.

And this is precisely what they did in Vale, too.

#### Voltas & Vale: A decade of dedicated work.

Vale, a global mining company with its HQ in Brazil, is the world's largest producer of iron ore and nickel. Its Mozambique division operates coal mines in the northern district, Tete, producing approximately 21mn ton per annum. Moatize coal operation is the largest coal operation of Vale (16mn ton per annum) and this open cast mine has been producing coal since 2011. Over 8000 employees work at this site, operating world class equipment such as Caterpillar, Komatsu, Hitachi dump trucks, excavators and loaders.

Voltas has a total of 125 expats and 107 nationals working in the Moatize mine site. In the Jindal Chirodzi site, the number stands at 10 and 17 respectively.

From the onset of operations in Mozambique, the company has been associated with Voltas. It began when Voltas' M&CE division, as dealers of USA-made Letourneau front end loaders in India, supplied the same equipment for this site, through group company Tata Mozambique.

At present, the company provides both equipment and a wide range of services to Vale, under various contracts. These include maintenance and repair contracts as well as service contracts covering preventive, predictive, scheduled, corrective and troubleshooting related maintenance. Equipment covered under this includes 7 Letourneau front end loaders, 3 CAT excavators, CAT 793 Dumper and Infrastructure equipment, Komatsu equipment and 250+ auxiliary equipment. Voltas also has a service contract with Jindal Mozambique, wherein they maintain their mining fleet: Terex RH 120 E excavator, CAT 777 D dump trucks, CAT excavators, Motor grader, Dozer etc.

Voltas has a total of 125 expats and 107 nationals working in the Moatize mine site. In the Jindal Chirodzi site, the number stands at 10 and 17 respectively.

#### Stepping in; Stepping up.

When COVID struck, Vale Mozambique shifted their entire staff back to Brazil, as a protective

measure. However this created tremendous strain on site management and operations. Work could not stop. Facing this with fortitude, the Voltas team strove to ensure they met all timelines and production requirements of their customers. This, despite the fact that they were short-handed, as 20 of their employees were in India at the time!

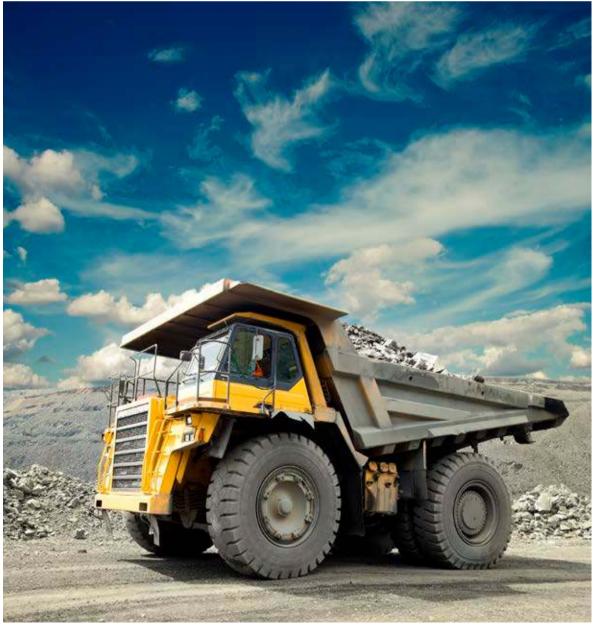
Adhering to all local government and WHO safety protocols, the team delivered on all commitments, well in time. They were also able to carry out some specialized jobs during this period, such as:

- Erection and commissioning of Letourneau new L2350 front end loaders
- PCR of CAT 6090 excavator
- New CAT 6090 excavator added in the
- PCR of Komatsu equipment PC 8000
- Auxiliary equipment contract scope widened with more equipment

The determination and diligence with which Voltas faced this challenge has won the appreciation of its customers. And has proven, once more, the strong principles the company has been built on.

Well done, team Voltas!

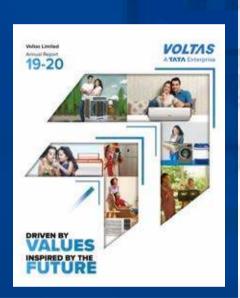






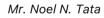
# 66<sup>TH</sup> AGM AND CONSOLIDATED FINANCIAL RESULTS

LOOKING AHEAD WITH POSITIVITY.



The 66th Annual General Meeting of Voltas was held on Friday, 21st August, 2020 at 3.00 p.m. through Video Conferencing, the first ever virtual AGM of the company. It was held at the Trent Office, BKC, Mumbai, and was presided over by Mr. Noel N. Tata and Mr. Pradeep Bakshi. Mr. Noel N. Tata, Chairman of the Company chaired the meeting, while all the Directors attended through VC. The Chairman made his opening remarks on the business operations and financial performance of the Company and impact of COVID 19 pandemic on the business operations of the Company.







Mr. Pradeep Bakshi

The AGM started with a quick video snapshot of the companys' annual performance followed by a review of the various brand campaigns introduced during the year. The company also released its Consolidated Financial Report (including its Consolidated Segment Report) for the quarter ended 30th June, 2020.

Shareholders were also requested to express their views, ask questions and seek clarifications, if any, which were suitably responded to. Close to 100 shareholders joined the meeting virtually.

You can listen to the AGM recording and view the annual performance video on our website https://www.voltas.com/inv\_finance

The Group's operations and financial results for the quarter were impacted due to outbreak of Covid-19 pandemic and consequent lockdown.

However, despite the lockdown situation and a small window of only around 40 days available (post Unlock 1) during the quarter, Voltas was able to sell around 290,000 ACs. Voltas continues to be the market leader and has sustained its No.1 position in room air conditioner business with YTD market share of 26.8%. Voltas has also maintained leadership position in Inverter ACs.





### **KOOL OFFERS IN KERALA!**

Onam. One of the biggest festivals in Kerala.

And the perfect stage for Voltas to launch its big offers!



From 1st August to 15th September, customers in Kerala buying any Voltas or Voltas Beko product won themselves offers that made the celebrations even more memorable. With consumer centricity at the heart of everything that the Company does, there was an effort to make the festivities even more special this year-leaving no stone unturned to uplift the spirit of our consumers during these difficult times.



- new range of products,
- benefits upto INR 20,000,
- assured branded watches,
- extended warranty
- cashback offers,

Voltas went out of its way to celebrate Onam in Kerala.

And continuing to stay in the forefront of keeping up with the times and beyond, the UPBG team pioneered the concept of a virtual launch with business leaders addressing our dealers, business partners and media from across the country and launching the Onam campaign in Kerala, the fastest growing market for the industry.



Commenting on the occasion, Mr. Pradeep Bakshi, MD & CEO, Voltas Limited said,

"As a market leader, it is our endeavour to offer our consumers advanced and technologically superior products at an affordable price. This Onam we are delighted to launch new models of Refrigerators, Washing Machines and Dishwashers for our consumers in this market. Like every year, the auspicious festival of Onam is celebrated to bring in a new spirit of positive development in Kerala and this year we hope to witness the same across the country. We wish all our customers a very happy, prosperous and a safe Onam."





This included a combination of

Cashback Offers

5 Year Extended Warranty

Installation package and

Exchange offers

as well as multiple finance offers such as 10% Cash back on select Credit Cards and Easy EMI Finance offer through NBFCs.

With a range of superior products and over 19000 customer touch points, the air conditioning giant enjoys a large share of the market. This year, they have enhanced their product portfolio to take it even further!

**Proof of the strong brand equity** the company enjoys was apparent when Voltas Beko,

the Home Appliances brand it launched a couple of years back rose quickly to be a favourite among consumers.

While Voltas has consistently remained the market leader in room air conditioners for years, Kerala has been the fastest growing market for the industry. Now, the combination of amazing offers and awesome products is sure to make the brand even bigger!



Voltas launched new models as part of Onam celebrations offer

## **LET THE FESTIVITIES BEGIN!**



It was to be a subdued celebration in the state. But thanks to the smashing offers from Voltas, it became a superb one!

Ganesh Chaturthi is one of the biggest celebrations in Maharashtra. And, as the state is one of the fastest growing consumer durables market in India, it was only natural that Voltas would do something great for Ganpati this year. On offer were benefits to the tune of Rs 20,000/-!

Customers could avail a combination of cashback, 5 year comprehensive warranties on Room ACs and 10 year inverter compressor warranties, as well as installation packages. Further, both Voltas and Voltas Beko introduced multiple finance offers such as 10% cashback on select Credit Cards and easy EMI Finance offer through NBFCs.

And now, with these wonderful festive offers, it's going to be a great season ahead!

## A TRIP DOWN MEMORY LANE...

Sustainable development, societal engineering and innovative products. These are the bricks that have built up the Voltas success story. The path through which it has helped take the country into the future...But this Independence Day, it looked back. To the start of its journey with the nation!

Ever since its inception in 1954, the company has been committed to nation-building. Whether it was their focus on infrastructure and road building, large-scale rural electrification projects, or their world class consumer products, Voltas has been far ahead of the others, doing its best to give superior products and service, and raising the bar each time.

Today, six and half decades later, as India's number one AC Company, it stands tall. Over the years, Voltas' innovations in this industry have ensured the Indian consumer gets technologically advanced products –from India's first Air Conditioner in 1954 to the first split AC in 1984, the first floor standing AC in 1993 and first sub-one ton AC in 2000, to India's first star rated Air Conditioners in 2007, before it was made mandatory by BEE for the industry. In 2012, Voltas de-seasonalised the AC category with the introduction of India's first All Weather AC, and in 2016, the company introduced the first All Star Inverter ACs.

Not just in cooling and ventilation, rather, Voltas has played a vital role in developing the infrastructure of the nation as well as exporting their unparalleled expertise across various areas such as Technology, Engineering, Construction, Infrastructure Projects, Textile, Mining and Manufacturing sectors, too, making them one of the most trusted and reliable engineering solution providers in the country.

And Independence Day was the perfect occasion to commemorate all that Voltas has done, and continues to do, towards nation building. In a short **2 minute video**, the company celebrates its milestones that helped strengthen the pillars of progress in the country. For indeed, this is the company that has been 'Keeping India Cool'!

Check out this video that celebrates Voltas' commitment towards nation building https://www.youtube.com/watch?v=g4DeyT1NQfl











### **GOOD INTENTIONS. GREAT IMPACT.**

The nation's fight against Covid is far from over. And Voltas, armed with determination and drive, is battling to keep the country safe.

Scores of technicians and engineers have been working relentlessly, ensuring essential services run smoothly through this period. This includes the many medical facilities where HVAC equipment has had to function faultlessly, as well as those where systems had to be upgraded to make them Covid-19 compliant.

Recently, the DPG Kolkata team successfully commissioned the 182 HP, VXV 6th Generation VRF System with Treated Fresh Air Units in the Covid Blocks of MR Bangur Hospital, Kolkata under West Bengal Medical Services Corporation Limited (WBMSCL), benefitting 670 beds in the hospital!

The MR Bangur Hospital is just one more in the many that the Voltas team has helped make Covid-compliant. The company has used their advanced technology and smart ventilation solutions in the conversion of existing medical facilities such as AIIMS, Bhatinda, and Guwahati Medical College and Hospital, too. This includes

building test centres to predictive maintenance of Chillers in Hospitals and Pharmaceutical companies that make life-saving drugs, thus impacting thousands. At Coimbatore, the company has built a test centre at Kovai Medical College and Hospital to help the state contain the Covid-19 outbreak.

Mr. Pradeep Bakshi, MD & CEO, Voltas Limited, "As an organization, Voltas has always been committed to nation building. Even when the economy came to a standstill, Voltas employees worked diligently on the front lines of the Covid-19 pandemic. Our Operation and Maintenance (O&M) teams have been providing real time services to the Essential Services sites where customers need the operation, maintenance and breakdown support. We operate across 5000 such customer sites in India."

Apart from these Covid-compliant wards, Voltas has had a long and successful association with 20 of the top multi-speciality hospitals in the state of West Bengal, including Woodlands Hospital Kolkata, TATA Medical Centre, SSKM Hospital and Calcutta Medical Research Institute (CMRI). The DPG team is also executing a large project at AIIMS Kalyani.

### **Going beyond**

The company also has a strong presence in the state's education sector, having installed important HVAC systems at prestigious institutions such as Presidency College, IIM and Sri Sri Academy, Kolkata as well as the well-known heritage building, Kolkata's Asiatic Society. Additionally, Pharma and Retail are the two other important segments that Voltas has steadily been increasing its presence in.

Committed to societal engineering and focused on nation building, DPG not just executes engineering projects for Buildings, Industry and Infrastructure, but Electrical Distribution and Water Treatment Projects as well, thereby touching the lives of millions of Indians. This commitment has only strengthened during the pandemic.

And, with the commissioning of the system in the MR Bangur Hospital, the team has proven their commitment once again!



## SAVING THE GANGA. (AND POWER, TOO!)

Keeping their tryst with sustainable development once again, Voltas has completed the Namami Gange Sewage Treatment Plants project in Bihar recently.

The company had been awarded the two projects for Design, Build, Operation, in Karmalichak and Beur, Bihar, worth Rs.150 Cr. with the capacity of 37 MLD and 43 MLD in this project funded by World Bank. This will ensure proper treatment of household sewerage to prevent flowing of untreated sewage to River Ganga.

These state of the art, highly automated new facilities will require less human intervention, while generating the desired water quality. What's more, while earlier sewage was treated through continuous Aeration & Settling process, in the current SBR process continuous Aeration isn't required. Thus, there is a substantial saving in both power and space as all biological oxidation processes are carried out in the same SBR basin, leading to improved efficiency.

Interestingly, the contract stipulated that Voltas was supposed to construct a new 23 MLD plant and repair/revamp the existing 20 MLD unit for treatment requirement of 43 MLD sewerage to

keep the project cost low in Beur. However, Voltas assessed the old system and subsequently went beyond the scope of the contract to construct an all-new 43 MLD plant instead. This differential cost was borne by the Company itself, as it would benefit the locals in the long run, as well as enhance the clean Ganga mission under Tata's CSR policy. This has also led to saving in land use, common electrical instrumentation and control facilities and improved treatment quality of sewage water.

Adding a touch of beauty, all the structures at the project site are painted with the famous 'Madhubani Painting' of Bihar with the theme of saving water, and the importance of the Ganga. Further, ever concerned about the environment, Voltas shifted and replanted 13 different types of trees, as well as saved 27 trees by road rerouting and building relocation. Additionally, Voltas intends to plant hundreds of trees around the facilities and focus on introducing more social activities to engage with the local communities.

Commenting on completing this prestigious project, Mr. Pradeep Bakshi, MD & CEO, said, "Bearing in mind the increasing scarcity of potable water owing to the rise in global

Madhubani painting depicting the importance of Ganga





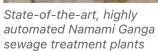
## SAVING THE GANGA. (AND POWER, TOO!) CONT...

temperature, it is of utmost priority that we innovate and invest in proper water management and treatment systems. The Namami Gange initiative is a crucial step in saving one of the most precious resources and healing the River Ganga, which plays a very vital role in the life-cycle of many Indians. Voltas is leading the Namami Gange Projects in 5 Indian states across 29 projects spread over the banks of the longest river in the country. We are proud to be associated with such an important project and look forward to the success of the entire Namami Gange project in the near future."

Hon'ble Prime Minister
Mr. Narendra Modi virtually
inaugurated both these STP
projects on 15th September 2020.

The ceremony was graced by dignitaries like Mr. Fagu Chauhan, Governor, Bihar; Mr. Nitish Kumar, Chief Minister, Bihar; Mr. Ravi Shankar Prasad, Cabinet Minister, Government of India among others.



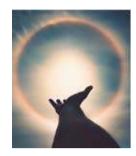








## THE SUN & A LANDMARK PROJECT!



On the 10th of July, 2020, when the Prime Minister, **Mr. Narendra Modi**, inaugurated the Rewa Solar Power Plant in Madhya Pradesh, it was a historic moment for the country. And Voltas, through its association in the project, was proud to be a part of it!

The plant consists of three solar power generating units that are located on a 500-hectare plot of land inside a 1,500-hectare solar park. Voltas has contributed 500MW of the solar panels on the project.

This 750 megawatt plant has many firsts to its credit. Apart from being one of the largest solar power plants in India, and Asia's largest single site one, it is also the first in the country to break the grid parity barrier. It is also the first project to get funding from The World Bank and

Clean Technology Fund in India. Further, Rewa is the first project in India to be supplying power to an inter-state open access customer, viz., Delhi Metro. This is also the first project in India where solar power would be used for railway traction.

The plant will reduce emission equivalent to around 15 lakh tons of CO2 per year. Little wonder then, that it got mention in the book on innovations, "New Beginnings", released by the Prime Minister!

The Rewa Plant has helped India become one of the top 5 nations in the world in terms of solar energy, a laudable status. And Voltas' DPG, through its rural electrification services, has once again proven to be a strong partner in India's sustainable growth journey with this milestone project!

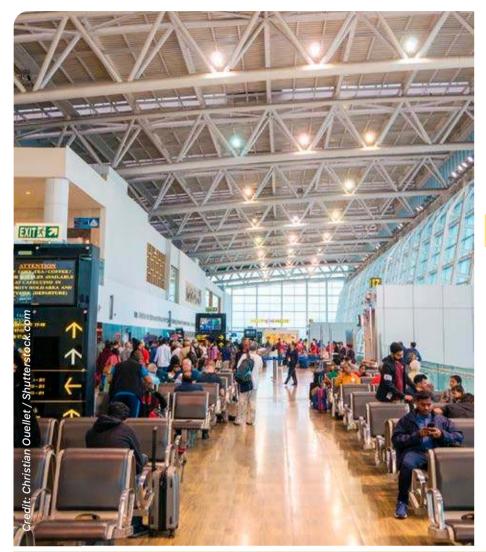




Rewa Solar Power Plant reaffirms Voltas' commitment to sustainable growth







### **FLYING HIGH!**

Determination and diligence...and DPG! With the renewal of the contract by Airport Authority of India, Chennai for AMC of International and Domestic Terminals, the HVAC team has proven that hard work always pays.

The Rs.16 cr. AMC for 3 years, on a nomination basis, is for Mega HVAC system covering both International & Domestic terminals. The Chillers installed capacity is 12,000TR with connected ancillary low side equipment consisting of Cooling Towers, Pumps, AHUs, BMS, VFDs, Electrical panels etc. It comes as a result of five years of extensive marketing and servicing by the team.

The process was very eventful, and in fact, the AAI Board had even commissioned a cross functional team consisting of Executive Directors to review the tender. Price discussions with Mr. Kapil Purandare and team ensued. The team at DPG remained undaunted. It took a lot of perseverance, and ultimately, it paid off. It was largely due to the efforts of Md. Babu, Kumaran Senthil Kumar and the Service Delivery team that this renewal was achieved.

The renewal of this AMC vindicates the company's decision to focus on AAI, an important customer, in growing the business. The company is now managing 7 out of 11 major airports in South India. And with such determination, it is sure to soon be managing them all!



With Delhi and Chennai, Voltas' DPG has had not one, but two successful metro projects in India. In fact, 'Business from Metros' is one of the key focus areas for Customer Care (CC) in the company's Vision 2025.

So it was only natural that after the 14cr Chennai Metro EMMS (Electrical and Mechanical Management Services) contract, a long term one, the company would look to expand further. And Bangalore presented itself as the perfect new business opportunity!

Though the ECS project had been executed by a competitor, the company was confident of converting the client.

Reaching out to key officials at Bangalore Metro, and convincing them to outsource the O&M services which they had hitherto managed themselves, was a challenge, but one they surmounted with determination and diligence. Ultimately, Bangalore Metro accepted the proposal for outsourcing ECS (Environmental Cooling Solutions) and TVS (Tunnel Ventilation Systems).

Despite the competition from rival firms Bluestar & Sterling Wilson, the Bangalore CC team of R. Ramanidharan & V. Sreedhar worked tirelessly with inputs and advice from Chandrapaul (Zonal Head - South) and Kapil Purandare (Head CC). The hard work paid off. Voltas secured the Rs. 17cr O&M contract for 5 years.

Congratulations on the securing of yet another contract that will add to the already formidable reputation in the field that the company enjoys!

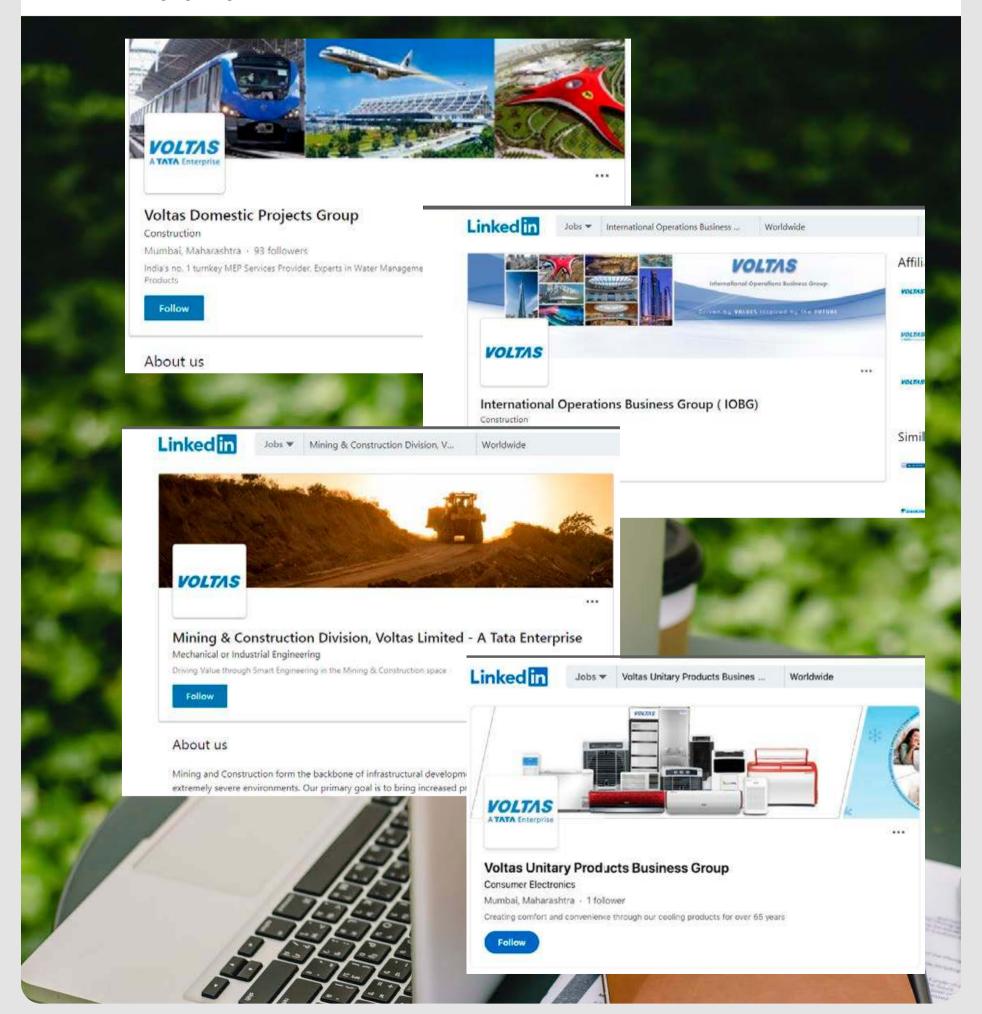


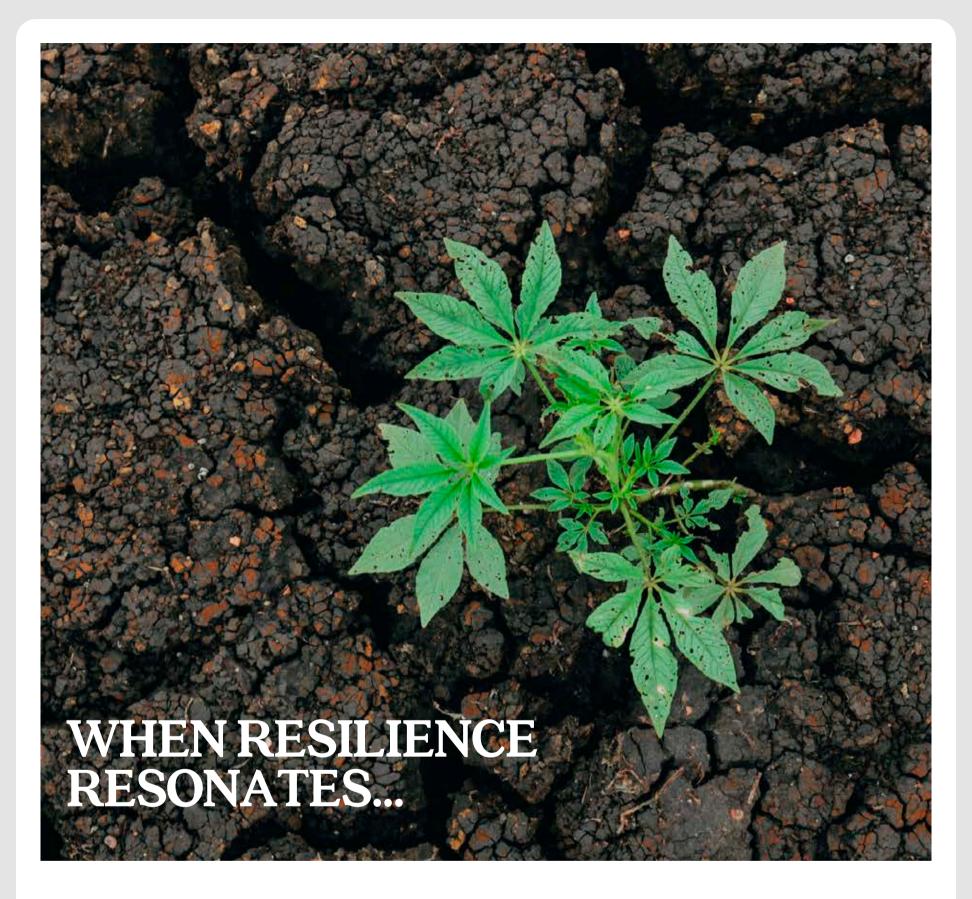


## **SCORING ON SOCIAL MEDIA!**

Voltas' LinkedIn page recently crossed a milestone - over 100k followers! The number of views are slated to grow further, for LinkedIn conducted a training session with the company. This has resulted in each business vertical creating affiliate pages, sharing information on their division, posting regular updates and engaging with potential partners and interested parties. The pages, designed to inform and update, are very attractively done, which is sure to draw in more customers, too.

Great going...and good luck!





Almost all industries took a setback with the COVID crisis and subsequent lockdown. Voltas' TMD section, with over 70% of its team in sales and service, had a truly tough time, too. But they were not daunted. Armed with determination to convert a bad situation into an opportunity, they leveraged strategic initiatives to ensure revenue generation despite everything.

The team's customer-centric approach had resulted in the creation of satellite outfits and strategic placement of manpower nearer to customers well before Covid-19. This cluster approach stood them in good stead, enabling them to serve clients smoothly, unlike the competition. Other proactive initiatives included delivery of accessory items within 24 hours across the country, thanks to 10 stock points. This ensured

delivery from other stock plants, in case a certain area was sealed or shut.

When couriers were unable to deliver, the team took the services of Speed Post, even if it meant higher costs, gaining them much customer appreciation for their efforts.

Every branch head and service manager was instructed to talk to their teams on a daily basis to keep them motivated, and to check on their health. The top management team spoke directly to the sales and service team members to get a grasp of the overall situation.

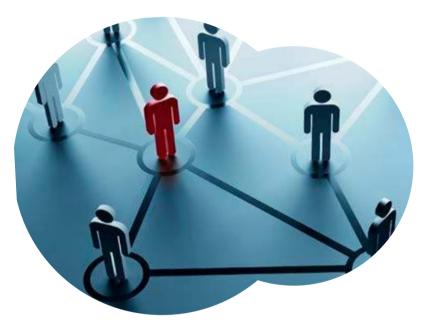
Every dawn began with conference calls within the team and dusk ended with review by top management. The competition was well understood, knowledge on product and product positioning was enriched and the market demands were well foreseen by the team.

The efforts paid rich dividends! TMD was able to fill up their Order Book, despite the overall situation in the country.

Orders for the various other principals were not far behind. The untiring work of the entire sales team saw the swelling of the Order Book with many reorders, as well as scores of new ones.

Splendid work, team TMD!

# TATA PIONEERS THROWING LIGHT ON 'BEST PRACTICES' FOR SERVICE NETWORK MANAGEMENT!



Following right practices at the right time can be a game changer of any business! Our very own service network management guru Kapil Purandare, Head – Customer Care at Voltas shared 'Best Practices' for service management network with Tata Steel Ltd.

Organised by Tata Business Excellence Group for Tata Steel, the session by Mr. Purandare was attended by Brand Managers, Regional Business Heads & Chief Marketing Officers from Tata Steel Ltd.

The insightful session covered a range of topics that would help Tata Steel Ltd. to develop and strengthen its service network in the B2C businesses.



**Call center automation** – New age customers prefer other channels of communication with brands like email, chatbot, business WhatsApp over the traditional "Toll Free" number. Call center agent practices to be evolved as there is a requirement to handle Omni-channel call load.

**Channel / Network Model for Service –** Sales and Service Model Vs. Franchisee model of operations.

**Service Partner ROI –** Change in methods of operation with focus on digitization, ROI be based on new processes using digital means and systems.

**Cost Center to Profit Center –** Transformation without hampering customer expectations and experience.

**Field Installers / technician capability development –** Customer facing associated manpower is the face of brand and constant & continuous training with help of digital tools.

Spare part / accessory hub management – Network, MSL planning, storage methods physically and digitally etc.

Reverse logistics and defective handling methods – Defective / Damage Spares, accessories or others parts collection, vendor claims and refurbishing etc.

**Post pandemic situation** – New ways or methods of service which have been evolved during these hours' despair.

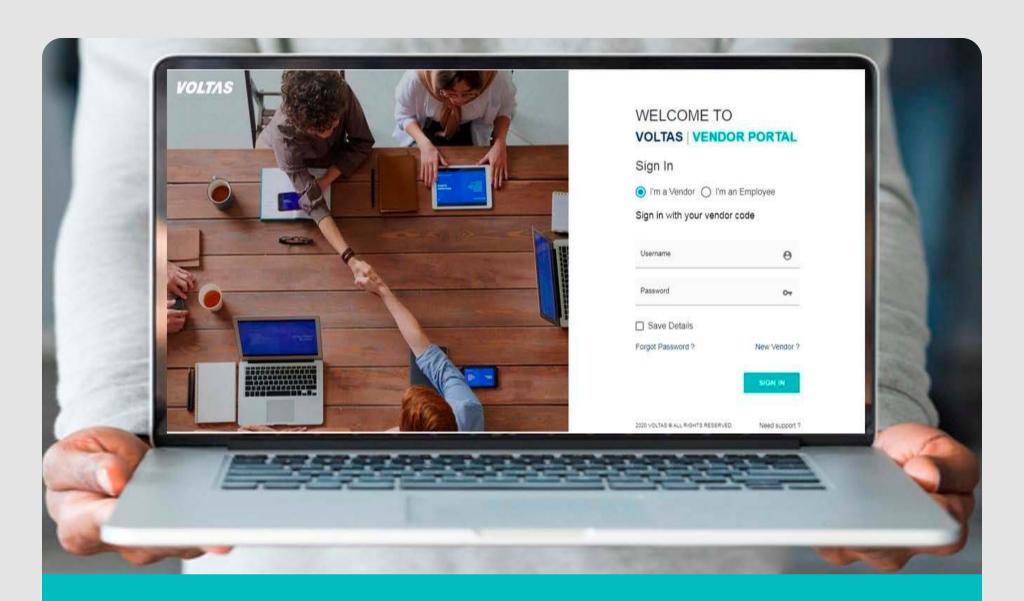
**KRA's and KPI's –** With focus on Speed, Quality and Compliance to monitor Daily management, Strategic requirements and statuary necessities.

**Service Manpower –** Sales to Service personnel ratio.









## **VOLTAS DPG LAUNCHES A NEW VENDOR PORTAL**

Voltas is on an ambitious growth path under the aegis of Vision 2025. Driven by this vision, the Project Management Office at DPG has introduced a robust vendor portal that is committed to increase the efficiency of collaboration with our vendor partners and subsequently take us a step closer to our business goals. The platform was virtually inaugurated in the presence of EVP and CHRO, Narendren Nair and Head of Domestic Projects Solutions, Mr D.P Singh. A detailed demo along with a presentation illustrating the features of the portal was shared with the audience. The portal addresses some key requirements like capability building of key vendors, building a long term association strategy and creating value for other tata Companies through this data, amongst others.

Some of the key features of this portal that will work towards facilitating large sub-contractors to deliver the projects timely and safely are:

- Competency mapping of Existing Vendors to ensure timely completion of projects
- · Ease of induction of New Vendors (direct accessibility to vendors)
- · Pre-registration assessment of Vendors
- Compliance to Voltas HSE & Quality standards
- · Periodic Performance Evaluation and Identifying developmental needs of existing vendors













## PROACTIVE IN A PANDEMIC!

Being a part of Voltas, means being committed to the larger cause of the community. Most Voltasites have been a part of their region's CSR activities, and done it wholeheartedly. This was witnessed again, when the Corona crisis and the subsequent lockdown sent the whole country reeling.

## As a human being, it is our duty to help others."



Sujit Mistry is one such young man, who rose to the challenge admirably. Being altruistic by nature, and a dog lover, too, the Store Executive, working in RIEL, Burdwan, West Bengal, has been a member of the Swami Vivekananda Yuva Moha Mandal for almost fifteen years. This motivated him to create another organisation, Jagaddal Love Bird in 2012, with his friends. This group has done a lot of social work and activities in the past eight years, including blood donation camps, book distribution events, sports events, as well as helping those in need and feeding stray dogs in the area, etc.

When the lockdown was announced, the group was terribly moved by the plight of the weaker sections of society, who had to face tremendous hardships. Supported by 9 other

volunteers, Sujit and Jagaddal Love Bird set out to help these people, over a period of 45 days, from 1st April to 12th May.

The team focused on four areas, working from 7am to 3pm every day, in the entire Jagaddal region. They distributed ration as well as daily meals to approximately 45 families, fed the stray dogs in the area, and also spread COVID 19 safety and awareness messages. The team also provided emergency services for the needy, donating medicines and masks, etc. Around 600 kg of rice, 230 kg of potatoes and 100 kg of onions were consumed during this period. The group, through donations given by family and friends were able to collect Rs. 75,000/- to cover these activities.

Supported by 9 other volunteers, Sujit and Jagaddal Love Bird helped people during the lockdown, over a period of 45 days











## A GREENER TOMORROW STARTS TODAY!

Proving their commitment towards creating a sustainable environment yet again, Voltas' Pantnagar team tied up with the Mahila Society for a plantation drive on the 11th of August '20. Over 35 volunteers participated in this exercise, clocking a total of 140 hours that saw as many as 60 saplings being planted around a playground located close to the Voltas manufacturing unit. The plantation drive was inaugurated by Mr. Navish Hegde, Head of Production at the Pantnagar factory.

Good job, people @ Pantnagar!







## **WEEK** 19-25 October, 2020

Voltas has always been committed to follow the path of ethics and reinforcing great values within its culture. Ethics Week 2020 is one such initiative that was taken this year to showcase the importance of Ethics.

Ethical behaviour in business - in every sphere and with all constituents - has been the bedrock on which the Tata group has built, and operates, its enterprises. This has been an article of faith for the group ever since its inception, a fundamental element of our cherished heritage and the essence of our way of life.

- Ratan Tata

Organised from 19th October to 25th October, the Ethics Week 2020 was launched with a message from Mr. Pradeep Bakshi, Managing Director and Chief Executive Officer emphasizing on the significance of Ethics at Voltas – A Tata Enterprise and how a strong ethical culture helps in long term sustainability of an organization.



Mr. Pradeep Bakshi, MD & CEO Sent a special message to Voltasites reinforcing the commitment to uphold the highest standards of ethics

Chief Ethics Officer, Mr. George, too, sent out a message urging Voltasites to reflect & reaffirm the commitment to the Tata Code of Conduct (TCOC). He also encouraged the employees to go through the TCOC module which is readily available on the "HandyTrain" Mobile App.

## THE WISDOM OF WELLNESS

Health First. This is what Volty strongly advises. And this is what the company has been endorsing since ages! Post the pandemic, taking precautions has taken on even more importance. Voltas has been regularly sending mailers to employees about the care they need to be taking, as well as other health and well-being measures they should follow.



### HOW TO USE HAND SANITIZER











# SALUTING OUR SAFETY STANDARDS!

It was the perfect ending to a well-executed project. Voltas' Singapore team recently won 2 awards at this year's LTA Annual Safety Awards Convention (ASAC).

ASAC, inaugurated in 1999, has been constituted to recognize the contractors, public transportation operators and partners that are proactive in promoting safe work practices at their work sites and ensure high standards for safety, health and welfare of the workers, as well as protecting the public and the environment in Singapore.

### Voltas received the following:

- Accident-Free Recognition Award (CAT-3)
- Construction Safety Award (Merit)

However, due to the current COVID situation, these awards will be held virtually, with details published on the LTA website in October 2020. Kudos goes out to the entire team and special mention to Safety Lead, Mr. Munusamy and the whole Safety section for all their efforts!

## 31

## RELIABLE. RESPONSIBLE. REWARDED!

It's a prestigious award in the industry. And Voltas won it hands down! Recently, Voltas' Agucha Team won the "Utkarsh Best OEM Performance' for their exemplary performance in the month of July 2020. The award, which included a trophy and a certificate, was given by Hindustan Zinc Limited and Vedanta Group, and recognizes teams that achieve the highest score in terms of their Availability, MTBF, MTTR.

The jury was impressed with the team's turnaround time in making machines reliable and ready for production, which was far superior to the competition. This also ensures extra safety on site.

Applause on your A1 performance, team Agucha!







Voltas Agucha Team receiving the trophy and certificate for winning the 'Utkarsh Best OEM performance' award

## ENDORSING VOLTAS' BEST PRACTICES

Frost & Sullivan Awards recognizes companies for outstanding achievement and performance in a range of regional and global markets for superior leadership, technological innovation, customer service, strategic product development, etc. It provides a tremendous boost to companies, as it offers independent, credible, research-backed validation and endorsement. The methodology for determining award recipients is unique, wherein a deep dive research and analysis is conducted by Frost & Sullivan industry experts. Award recipients are identified using a structured metrics -based evaluation process.

This year, the Frost & Sullivan India ICT Best Practices Awards enters its 18th year. And, among the companies it has recognized for pushing the boundaries of excellence stands Voltas.

The company was selected as the recipient of Frost & Sullivan 2020 Indian Air Conditioners with Antibacterial Filters Competitive Strategy Innovation and Leadership Award. For this segment, Frost & Sullivan analysts independently evaluated the following:

- 1. Industry Challenges
- 2. Price/Performance Value, Customer Purchase Experience

- 3. Customer Ownership Experience
- 4. Customer Service Experience
- 5. Brand Equity/Strength/Loyalty, Strategy Effectiveness
- 6. Competitive Differentiation
- 7. Executive Team Alignment

Voltas scored brilliantly on each parameter to convincingly win the honour. This achievement is the result of every stakeholder believing in the organisation and contributing to its future in a meaningful way.

Congratulations to the team on an award well-deserved!



## TO SAFE PRACTICES!

At Voltas, safety is something that is taken very seriously, be it among employees or towards the public. Every project is approached and executed with these uncompromisingly high standards and this is the attitude that has filtered down to each and every employee. And when this is recognised by the client, it simply makes them more determined to perform even better! Recently, Shamim A. Rayani, Manager (EHS & Social) was recognised by BUIDCO, Patna, for his exemplary work at their STP Project at Beur and Karmalichak.

**Congratulations Shamim!** 





# BRAVO, WEST BOKARO!

For a company whose name is not just synonymous with safety and safe practices, but also sets the benchmark for the same within the country, it comes as no surprise when our clients recognize this too. Recently, Voltas West Bokaro received this honour from Tata Steel.

The team was lauded for improving daily management functions and making a positive contribution towards total quality management and safety. In addition, Tarkeshwar Prasad from the team won a prize in their Safety Slogan Competition and Zero Harm Month quiz.

A big round of applause to Rajesh Kashyap, Head Projects, Tarkeshwar Prasad and entire West Bokaro team!

## 'TOP' HONOURS. AGAIN!

For more than two decades, Dun & Bradstreet has been acknowledging and showcasing the achievements of the leading companies across sectors through carefully-curated annual Publications and Awards. These companies include Large Listed Companies, SMEs, the BFSI sector, Infrastructure companies, and PSUs, among other sectors.

Extensive research, stringent eligibility criteria and multiple checks, make the yearly publications a much-sought after and authentic source of reliable information. Each publication also provides comprehensive insights about the respective sector in discussion.

This year, the list included companies across 50 sectors. It was also a list of 'resilience', as the companies who have survived and thrived during the pandemic have shown true grit and spirit. In fact, Top 500 is the driving force of the Indian economy, and these companies have grown faster than the Indian economy, contributing 1 out of every 5 rupees to India's GDP.

So it was a matter of great pride when Voltas Limited was shortlisted in Dun & Bradstreet's list of India's Top 500 Companies for the year 2020 publication!

The publication is usually released in a grand ceremony, but this year, it was conducted online, on the 25th of August.

Team Voltas has been consistently featuring on this list.
Congratulations achieving this feat, yet again!

## 33

## THREE CHEERS!

The MEP Middle East Awards is the premier platform for the mechanical, electrical and plumbing sector in the UAE. It recognises and honours individuals and companies for their achievements in bringing the latest innovations, technology and processes that have helped drive down costs and ensure adherence to best-practice standards.

It invites nominations from both consultants and contractors, and in each category there is a 'Highly Commended' award and a 'Winner' award. This year, the awards were held on 30th September in Dubai, in a glittering ceremony at the JW Marriott Marquis Hotel. And Voltas walked away with 3 awards!

- a) Health & Safety Initiative of the Year
  - Winner: Voltas Limited
- b) Mechanical Project of the Year
  - Highly Commended: TECOM-C District Cooling Plant, Dubai (Voltas Limited)
- c) Plumbing Project of the Year
  - Highly Commended: Al Sahel Hotel & Resort,

Bahrain (Voltas Limited)

An online report of the event by MEP Middle East clearly explains why Voltas was selected winner: Voltas impressed judges with the ambition of its 'Journey to Zero Harm' initiative.

To achieve the ambitious milestone of zero harm, Voltas adopted diverse ways of safety initiatives to enhance the health and safety culture in the work place, such as HSE campaigns, medical programme, welfare inspections, technology adoption, monthly motivational programs, safety coverage, and management participation during inspections.

The effects of the campaign are clear to see as Voltas logged 15.6 million safe man hours without LTI during 2019-2020."

With these awards, the company adds to its collection of the many MEP Middle East Awards already won. Three Cheers, indeed!



## VOLTAS SINGAPORE

WINS THE ANNUAL SHE AWARDS 2020

Voltas Singapore has bagged the Annual SHE (Safety, Health & Management) Award 2020. Organized by Land Transport Authority - Singapore, the prestigious accolade recognizes organizations that have implemented best safety practices for the T273B - Thomson East Coast Line Project.

This award underpins the fact that Voltas has always been the flagbearer of safety and health management. Congratulations to the team!

### TITLES WON BY THE TEAM AT ANNUAL SHE AWARDS 2020:



**Certificate of Merit -** In recognition of good performance in workplace safety and health management



Certificate of Recognition Achievement of more than 0.4 million accident free man-hours

## RECOGNITION 3

## VOLTAS WINS THE ICC INNOVATION CONTEST 'BEST WORKPLACE PRACTICES' AWARD DURING COVID-19

We are elated to let you know that Voltas Ltd and Voltas Water Business bagged the prestigious Indian Chamber of Commerce (ICC) Innovation Contest 'Prevention Strategy for Covid-19 at Workplaces - Best Workplace Practices' Award. Organized by the Occupational Health & Safety Expert Panel of ICC, the award recognizes workplaces that have the implemented ace level prevention strategy for Covid-19.

The teams prepared strict guidelines at work, SOPs, risk assessment and checklist to

ensure employee safety and wellbeing.
Additionally, the team prepared a list of '20 parameters Covid-19 action plan' to combat the virus in local and regional languages. The teams ensured that none of the parameters were compromised.

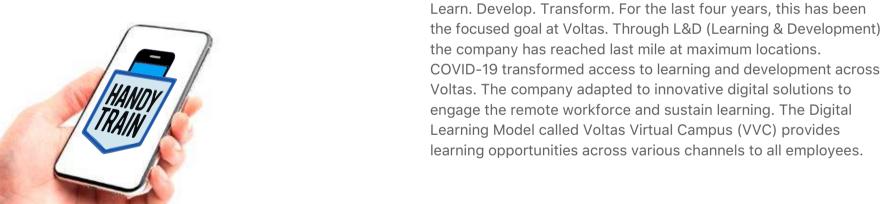
So far, Voltas has been recognized three times this year for 'Best Safety Practices'. These awards underscore the hard work and dedication of our teams towards employee safety and fighting the pandemic. **Kudos to the winners!** 

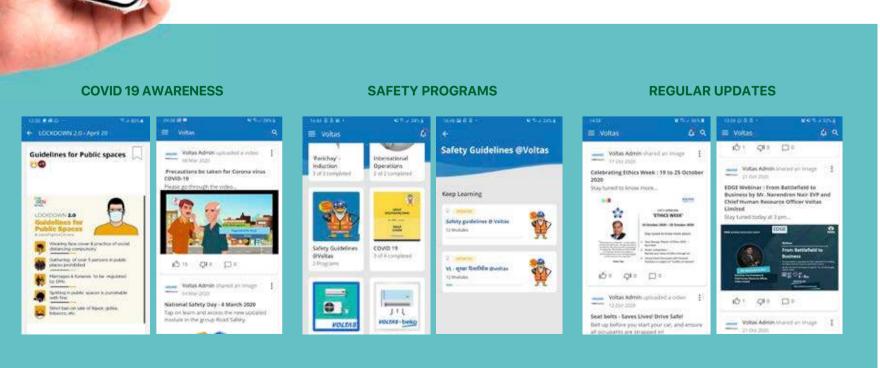




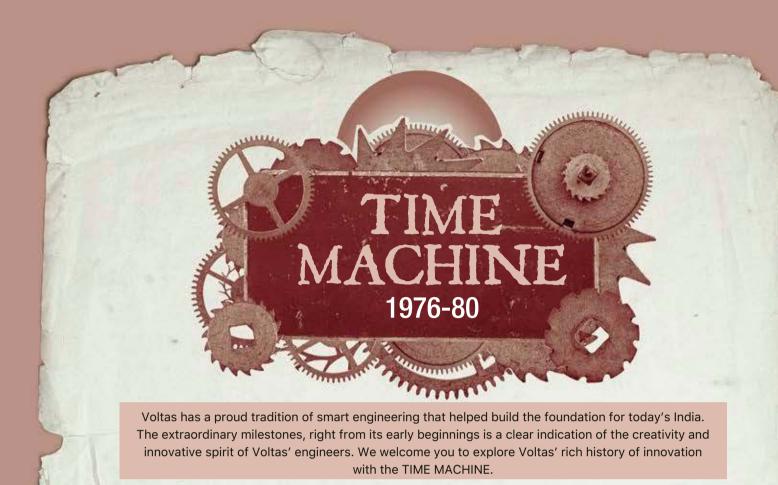




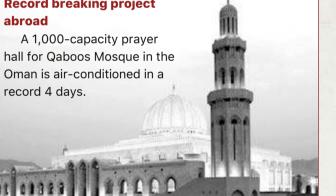








### **Record breaking project**



### Cleaner water, **Smarter Planet** The Project Engineering Division enters into

water pollution

Crosta Ltd.

control with Ames

### **Project Sector Leads**

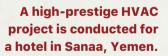
AC&R business wins the title of the biggest contributor to profitability.

### 25 Years of Excellence in India. Voltas celebrates its silver jubilee.



### **Shopping for Cool**

Successful air conditioning of one of India's largest underground shopping centres, Delhi's Palika Bazaar.





### **Most Modern Air Blast Breakers Installed**

7,500 MVA, 200KV breakers from our principals, Merlin Gerin, Grenoble, France installed for the Gujarat Electricity Board.

### **Growth in Thane**

Thane plant expands to centrifugal compressors of large capacity.





With a commitment to deliver on our promise of building a better nation, we have been involved in the most advanced water treatment and management projects across the country.

### Our Services

Water Treatment I Sewage Treatment I Effluent Treatment I Zero Liquid Discharge

### **VOLTAS LIMITED - A Tata Enterprise**

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