

Quarterly Newsletter – Volume 3

BDI expansion - New factory, 5th manufacturing site in India

This new factory in Hoshiarpur, Punjab is BDI's first in North India and will cater to customers in Punjab, Delhi NCR, Himachal Pradesh, Chandigarh and other regions.

The factory will produce all products from the BDI range including automotive, material handling pallets, road safety products amongst others. The factory will house state-of-the-art machinery and skilled workforce trained at BDI's other manufacturing plants.



<u>New business segment</u> – BDI enters the retail market with a range of designer planters and decorative home and garden lights

BDI has developed a range of unique, attractive and aesthetic designer planters and decorative home and garden lights. The products will be sold online exclusively, through e-commerce partners and BDI's own e-commerce section on the website.

The high-quality premium planters are available in a variety of designs, colours and finishes, with optional LED lighting. The decorative lights are available for indoor and outdoor applications. They are completely maintenance-free and offer different lighting options with multi-colour LEDs.













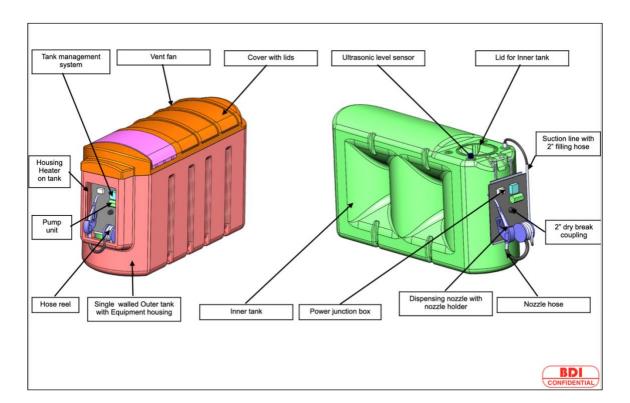
New product highlights – AdBlue (or DEF, urea) tanks from 20 litres capacity to 5000 litres capacity, readiness for BS6 emission norms

As Indian vehicle manufacturers prepare for BS6 regulation, BDI is ready to offer product storage and usage solutions for AdBlue/ DEF/ Urea which is a key requirement to meet BS6 emission requirements. BDI currently manufactures AdBlue storage tanks for CVs and off-road equipment covering the range for all required volumes and capacities.

BDI is now gearing up to offer large-scale storage solutions for AdBlue (and diesel fuel) for vehicle manufacturers, dealers, service stations, and other users. These tanks will be offered in range of 1,000 to 5,000 litres (5kL for large applications). The tanks will be provided as a complete one-stop solution along-with the necessary dispensing equipment. The tanks shall be offered as bunded or regular, as per customer requirements.











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New office – a branch office in Noida



In a bid to reduce the response time and reach customers faster, BDI opens a new branch office in Noida in the NCR. A customer service team is placed at this office to handle business and customer requirements in the NCR.

This team caters to automotive, material handling, road safety, waste management, amongst other customers.

Agritechnica Hanover – BDI team visits Agritechnica in November 2019

BDI's team visited the world's largest agricultural equipment expo, Agritechnica at Hanover in November 2019 to get the latest updates of the industry. The ideas gathered and the products witnessed at the expo add to the knowledge and inputs which BDI will add to its products.

















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More push for road safety – BDI bags prestigious order from Chattisgarh **Police**

BDI bags the tender from Chattisgarh State Police for supplying road barriers and other safety products for traffic and crowd control. The innovative, unique and superior quality road barrier model BDS-105 has immediately become the preferred road barrier for customers. This new barrier design launched in 2015 was quickly appreciated by competition too, with several companies getting inspired for similar design barriers.



Employee Speak – Pratha Gurav (Head of E-Commerce Sales, Sr. Manager Sales and Marketing)



I am Pratha Mahendra Gurav and have been proudly working with BDI since May 2014. Ever since I joined the company as a Sales Coordinator, this organization has given me numerous chances to build up my career here and I have now grown in my role to be the Sr. Manager of Sales and HOD for E-Commerce sales.

I was fortunate to have been surrounded by great individuals, who share their experiences and work together in a spirit of mutual benefit and making the core teams better. My bosses have been generous and approachable. My sincere thanks to the senior management to help us learn what a real business is, to help us learn to think independently, to be creative and to do our job in a professional, effective and efficient manner.

I wish good luck for continued success and thank you BDI Group for letting me be part of your team.

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