



**Commercial  
Engineers and Body  
Builders Co Limited**

# Driving Growth

Annual Report 2010-11

## Forward looking statement

In this Annual Report, we have disclosed forward-looking information to enable investors to comprehend our prospects and take investment decisions. This report and other statements - written and oral – that we periodically make contain forward-looking statements that set out anticipated results based on the management's plans and assumptions. We have tried wherever possible to identify such statements by using words such as 'anticipate', 'estimate', 'expects', 'projects', 'intends', 'plans', 'believes', and words of similar substance in connection with any discussion of future performance.

We cannot guarantee that these forward-looking statements will be realised, although we believe we have been prudent in assumptions. The achievements of results are subject to risks, uncertainties, and even inaccurate assumptions. Should known or unknown risks or uncertainties materialise, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated, or projected. Readers should keep this in mind. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.



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**CEBBCO**

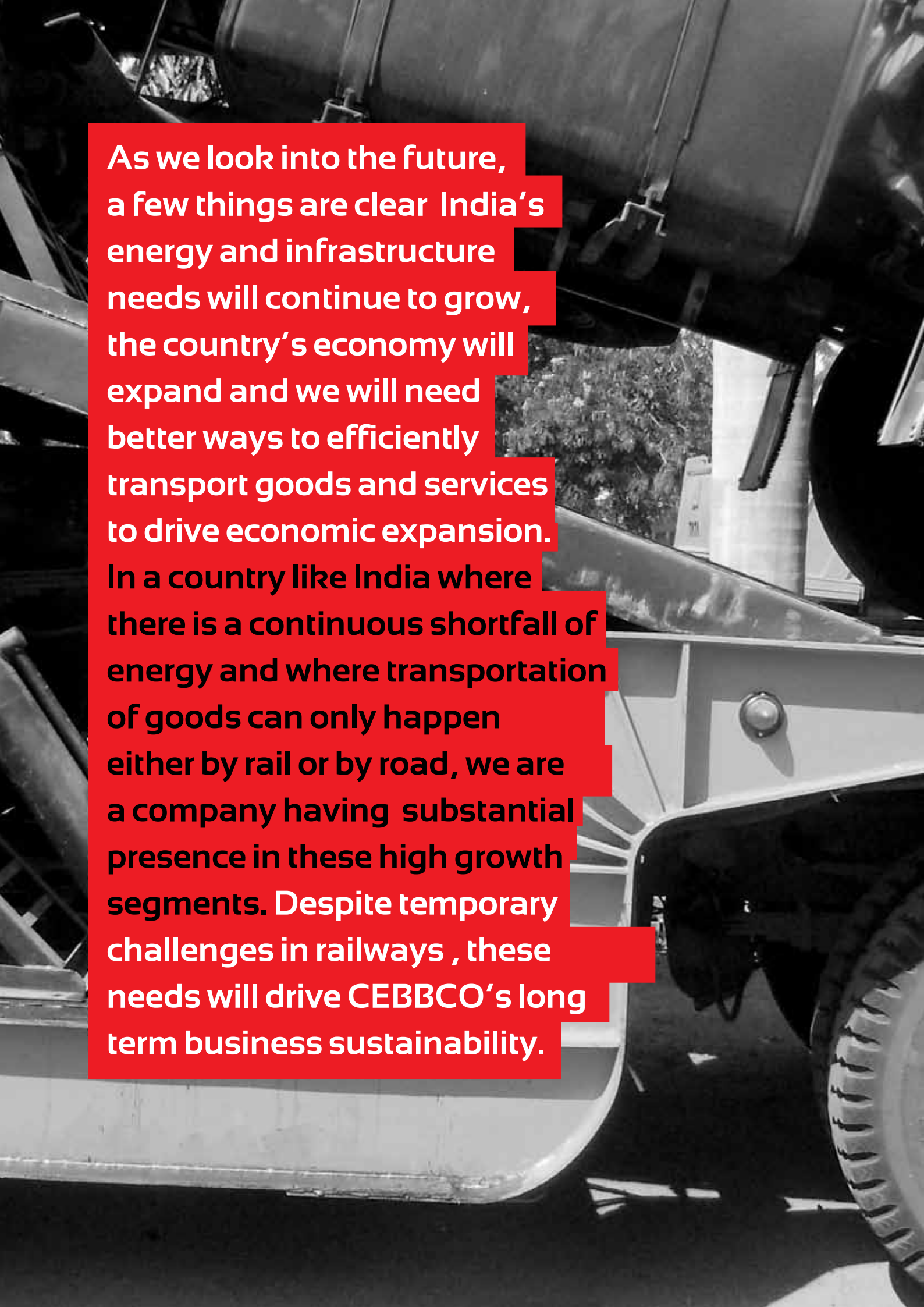
**has emerged as  
one of India's  
leading  
designer and  
manufacturer of  
bodies for  
commercial  
vehicles in India.**

We are also engaged in  
refurbishment of wagons and  
manufacturer of components for  
wagons , coaches

and locomotives as well as  
are setting up a facility to  
manufacture new wagons. We  
have also forayed into  
the manufacture of power  
structurals in 2011.

India is transforming like never before, and in this journey towards socio-economic development, infrastructure creation is playing a key role. Our three focus areas – Commercial Vehicles, Railways and Power – are helping drive the pace of infrastructure creation to enhance the quality of life for multitudes across the urban and rural demographic spectrum.

We are strengthening our capabilities with our experience and expertise to meet the varied demands of the discerning customer. We are putting ourselves in the customer's shoes, trying to evaluate our performance from their point of view, evolving continuously in the process, so that our products drive their profitability and create enriching relationships of trust.



**As we look into the future, a few things are clear India's energy and infrastructure needs will continue to grow, the country's economy will expand and we will need better ways to efficiently transport goods and services to drive economic expansion. In a country like India where there is a continuous shortfall of energy and where transportation of goods can only happen either by rail or by road, we are a company having substantial presence in these high growth segments. Despite temporary challenges in railways , these needs will drive CEBBCO's long term business sustainability.**





## Advantage CEBBCO

- Leadership in the tippers and load bodies category for both defence and domestic market
- Extensive product offerings in commercial vehicles for application across diversified industries
- Presence across all three sections of railway rolling stock – locomotives, passenger coaches and wagons
- Access to all the major OEMs and fleet owners across India
- Robotic welding for tipper bodies, enhancing productivity and cost effectiveness
- Ability to manufacture superior quality structures, using one of the most stringent industry guidelines
- Raw material sourcing from reputed vendors likes ESSAR, SAIL and Lloyds
- In-house welding training centre with assistance from PUM, the Netherlands
- One of the best quality index in India for Tata Motors Limited
- A state of the art railway Wagon plant (under implementation)
- On track to gaining a foothold in fabrication of power structural's where we have already executed one order from L&T and have repeat orders in the pipeline.

**30  
year+**

Relationship with  
TATA Motors

**1500+**

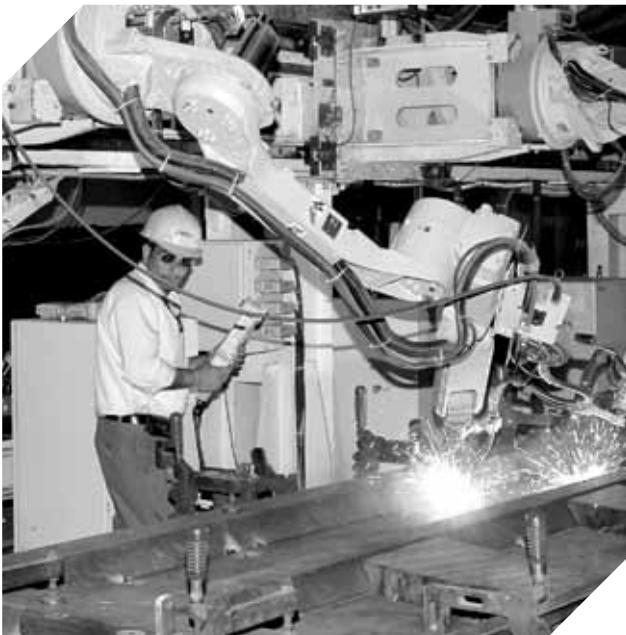
Monthly production  
of tippers

BSE code: 533272  
NSE ticker: CEBBCO

### Manufacturing facilities

The Company operates through five manufacturing facilities spread across four locations in two states:

- 1) Madhya Pradesh (Jabalpur – two facilities, Mandla – one, Pithampur – one)
- 2) Jamshedpur – one
- 3) A new facility at Deori (Madhya Pradesh) is also coming up for Railway wagon and EMU coaches.



### Quality certifications

- ISO/TS 16949:2002 accreditation from TUV SUD Management Service GmbH
- ISO 9001:2008 certification from Moody International Certification Limited
- RDSO approved Quality Assurance Plan for fabrication of side walls, end walls and flap doors of BOXNR Wagons
- Welder certification under IS 7310 Part-I of the Welder Qualification & Welding Procedure Qualification by SGS India Private Limited
- RDSO approval for WD-16 for refurbishment of BOX-NR Wagons

## Awards and accreditations

- 'Best Medium Enterprise of the Year, 2008' by Dun & Bradstreet in association with Fullerton India
- 'Excellence Award, 2008' in SME category under the Corp Excel Awards instituted by Corporation Bank
- Nominated for 'Truck application builder' 2010 by CV Magazine
- Received letters of appreciation from the Indian Railways in 2010 for orders executed towards refurbishment of BOX- NR Wagons



मुख्य कारखाना प्रबन्धक  
 CHIEF WORKSHOP MANAGER,  
 NORTHERN RAILWAY,  
 JAGADHRI WORKSHOP-135 002  
 Ph : 01732-252444 Fax : 01732-252403  
 E-mail : cwmjudw@hotmail.com

L. No. 6-S/141/Tender/2008-09

Dt. 21.07.10

M/s CEBSCO Pvt. Ltd.  
 124, Napier Town,  
 Jabalpur-482001.

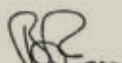
Sub: Rehabilitation of BOXN-R wagons.

Ref: Works Contract Agreement No. 6-S/141/Tender/2008-09 dt. 10.08.10.

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Vide above referred contract, work for supply & erection of pre-fabricated side walls, end walls & flap doors for rehabilitation of BOXNR wagon were awarded by Jagadhri Workshop. The total quantity of works was 250 Nos. of BOXNR wagons.

So far now 180 wagons have been completed by the firm satisfactory and all the wagons have been put in service. Quality of work has been found to be satisfactory.

  
 (B.K. Paswan)

Chief Workshop Manager  
 N. Rly., Jagadhri Workshop

# Product and service offerings

## Commercial Vehicle



### Products/services

### Application

<ul style="list-style-type: none"> <li>■ Tipper bodies</li> <li>■ Tanker bodies</li> </ul>	Mining and road constructions
<ul style="list-style-type: none"> <li>■ Load cargo bodies</li> <li>■ Refrigerator-fitted vehicle bodies and container</li> <li>■ Trailer bodies (including box trailers, tip trailers, skeletal trailers and flat bed trailers)</li> </ul>	Goods transportation
<ul style="list-style-type: none"> <li>■ Skip loaders</li> <li>■ Garbage bin collectors</li> </ul>	Solid waste management
<ul style="list-style-type: none"> <li>■ Water tanker bodies</li> <li>■ Light recovery vehicle bodies</li> <li>■ Garbage tippers</li> </ul>	Municipal applications
<ul style="list-style-type: none"> <li>■ Troop carrier vehicle bodies</li> <li>■ Prison van bodies</li> <li>■ Water bowser bodies</li> </ul>	Defence
<ul style="list-style-type: none"> <li>■ Vehicle bodies for transportation of animals</li> <li>■ Fire engine bodies</li> <li>■ Ambulance bodies</li> </ul>	Miscellaneous

## Railway



### Products/services

- Upgradation and refurbishment of BOXN wagons
- Components for locomotives
- Components for BOXNR wagons
- Components for coaches

## Power



### Products/services

- Structural for boilers and Electrostatic Precipitator's (ESPs)

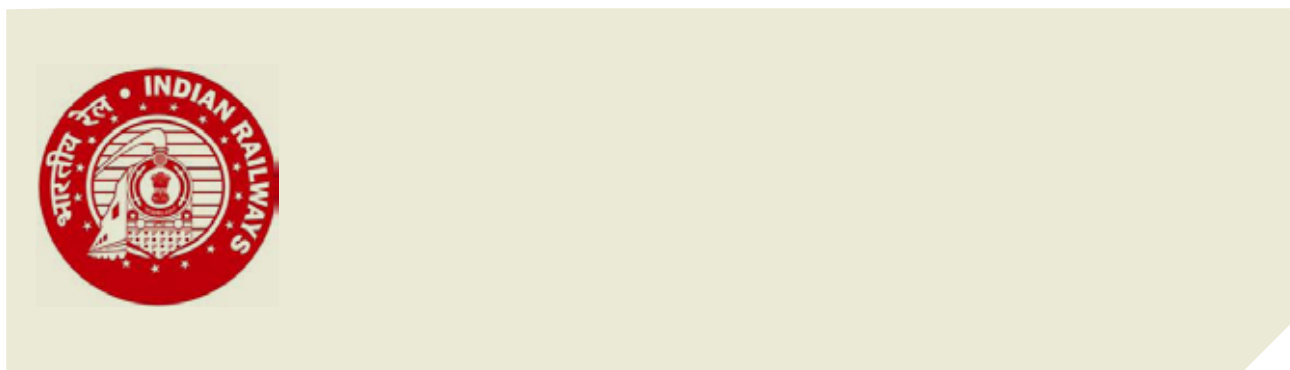


## Impressive Marquee clientele in all areas of work

### Commercial Vehicles



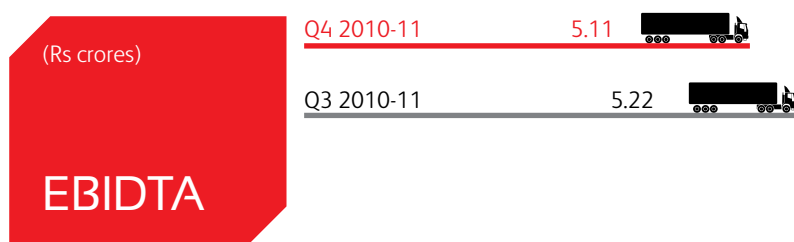
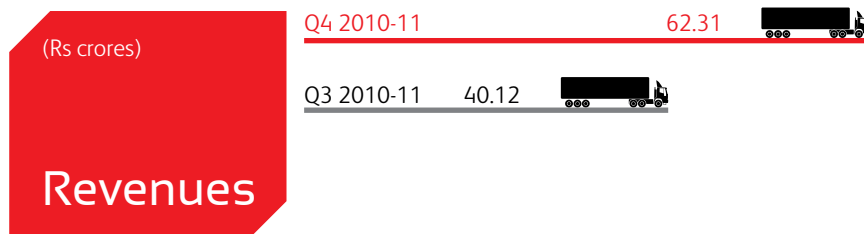
### Government Sector



### Power Sector



# Quarter-wise financial performance



## Post IPO initiatives

### Commercial Vehicles

- Received increased business from clients namely: Ashok Leyland, Volvo Eicher, MAN Force and Tata Motors
- Increased production at the Jamshedpur Plant from April 2011
- Drawn up detailed action plan with customers which shall result in increasing revenues substantially

### Railways

- Worked aggressively to target various zones for getting delayed orders
- Focused on the development of Deori facility to make it ready for commercial production in 2011-12

### Power

- Made inroads into the power sector by undertaking heavy fabrication work for building power structural's, especially for ESPs and boilers
- Received orders from L&T Power
- Secured a vendor code from BHEL