

An aerial photograph of a rowing team in a long, narrow boat on a body of blue water. The team consists of nine members, all wearing blue and orange athletic gear. They are synchronized in their rowing motion, with their oars dipping into the water. The water is a vibrant blue with white foam from the oars. The boat is dark-colored and has a sleek, aerodynamic shape. The overall scene conveys a sense of teamwork and athletic excellence.

TOGETHER  
WE EXCEL

**Balmer Lawrie & Co. Ltd.**  
(A Government of India Enterprise)

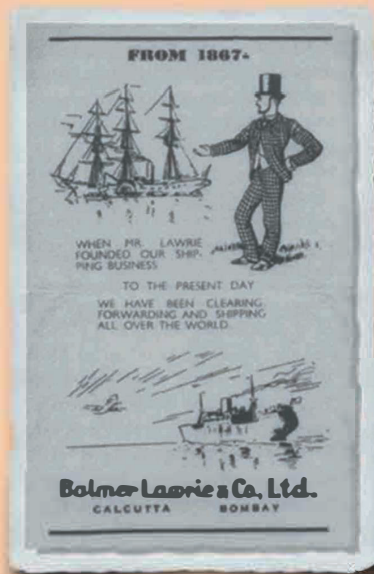


# OUR VISION

To be a leading diversified corporate entity having market leadership with global presence in the chosen business segments, consistently delivering value to all stakeholders, with environmental and social responsibility.



# A PROUD HERITAGE. A FUTURISTIC ENTERPRISE.



1924 – Private Limited Company  
1936 – Public Limited Company  
1972 – Government Company  
1987 – Schedule B PSE  
2003 – Miniratna II PSE  
2006 – Miniratna I PSE



Stephen George Balmer and Alexander Lawrie, two young, enterprising gentlemen from Scotland founded Balmer Lawrie on the first day of February, 1867 at the historic city of Calcutta. As the Company journeyed on, it never felt shy of venturing into unfamiliar territories. Thus, its indelible mark of excellence got etched on multifarious fields of business like tea, shipping, insurance, banking, trading and manufacturing.

Today, Balmer Lawrie is moving from peak to peak, trailblazing with a tale of success as a diversified conglomerate, manufacturing and providing services with world-class technology and innovative solutions. It has made its presence felt globally along with its joint venture partners. The Company's business interests have spanned the sectors of Industrial Packaging, Greases & Lubricants, Chemicals, Travel & Vacations, Logistics and Refinery & Oil Field Services.

As Balmer Lawrie moves ahead towards a resplendent future full of new possibilities, its young and dynamic team continues to draw inspiration from its glorious past to lead from the front.

Balmer Lawrie, the highly diversified PSE under the Ministry of Petroleum and Natural Gas (MoPNG), also holds the rare distinction of having earned profits year after year, without a single year of loss since inception.



# MANUFACTURING BUSINESS



## Industrial Packaging

Balmer Lawrie is the largest manufacturer of Steel Barrels in India and is the trend setter in the industry in terms of quality and technology. The company has six state-of-the-art barrel manufacturing plants, all ISO certified and strategically located across the country for rendering world class service to customers. Balmer Lawrie has a long list of loyal clientele, both domestic and multi-national companies, who are themselves leaders in their respective segments like lubricants, speciality chemicals, agro-chemicals, food and fruit processing etc. The loyalty has been developed over years of dedicated services and innovative packaging solutions meeting the ever changing requirements of customers. The SBU continuously works on design and development of new products and packaging solutions to stay ahead of competition.

**Major Products: Plain Steel Drums, Lacquer Lined Drums, Composite Drums, Galvanized Drums, Aseptic Drums, Tall Barrels, Conical Drums, Necked-in Drums etc.**

## Greases & Lubricants

Balmer Lawrie has been a market leader in Speciality Greases & Lubricants. A pioneer in grease manufacturing, its pan India manufacturing facilities including state-of-the-art plant at Silvassa produce the "Balmerol" brand lubricants, which cater to the core sectors of the economy including Railways, Defense, Steel, Mining and Automotive. Its R&D Centre also known as the "Applications Research Laboratory" (ARL) located at Kolkata is amongst the best in India. The focus of ARL has not only been to provide tribological solutions but also to develop new generation lubricants, especially biodegradable and environment friendly products. Balmer Lawrie has strengthened its focus on the retail market and has a robust pan India distribution network.

**Major Products: Automotive, Industrial and Speciality Lubricants and Greases**



## Chemicals

Based on indigenous technology, Balmer Lawrie today manufactures and markets a wide range of chemicals under the brand "Balmol", for the Leather, Agro and Textile Industry at its modern manufacturing facility at Chennai. All its products meet the REACH norms. A highly competent team of Leather Technologists with support of the Product Development Centre provide customized solutions to the Leather Industry. Balmer Lawrie has done pioneering work in indigenizing the manufacture of leather chemicals which were hitherto imported, thereby providing cost effective end-to-end solutions to the Leather Industry. Today Balmer Lawrie is the leader in Synthetic Fatliquor and has a major presence in Syntans, Beamhouse and Finishing Chemicals. As a part of strategic growth initiative, the SBU has forayed into textile, agro and speciality chemicals.

The Company is a member of the Leather Working Group, which promotes sustainable and environment friendly business practices within the leather industry.

**Major Products: Synthetic and Semi Synthetic Fatliquors, Synthetic Tanning Agents, Leather Auxiliaries and Finishing Chemicals**



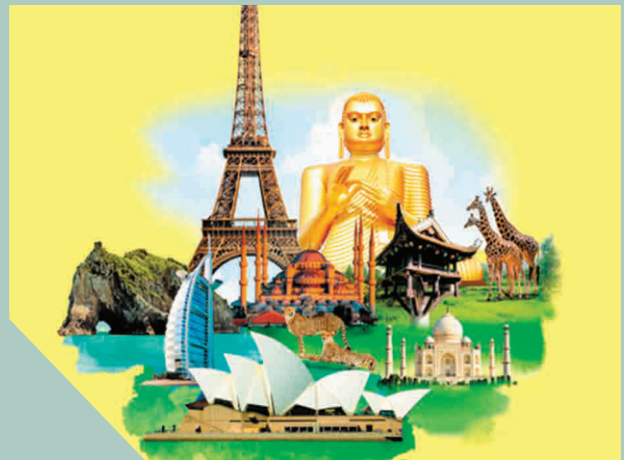


# SERVICE BUSINESS

## Travel & Vacations

Balmer Lawrie is one of India's foremost Travel & Vacations Company and services all the needs of today's Traveler. Balmer Lawrie enjoys the trust and experience of over a century in the travel domain and is a leader in Corporate Travel Management. "Vacations Exotica", Balmer Lawrie's holiday brand, offers a wide range of innovative and specially designed holiday (international & domestic) packages for all kinds of travelers. With a wide network of branches spread across India and through associates in foreign countries, and a team of hand-picked travel professionals, Balmer Lawrie caters to a large number of institutional and retail customers, round the clock. Its B2C portal for ticketing, visa, insurance, hotels and other services is [www.vacationsexotica.com](http://www.vacationsexotica.com). Balmer Lawrie's flight booking portal [govemp.balmerlawrietravellapp.com](http://govemp.balmerlawrietravellapp.com) provides negotiated fares with benefits for all Govt. employees and their family members.

**Major Services Offered: Travel Planning, Ticketing, Foreign Exchange, Hotels, Self Booking Tool for Corporates Inbound and Outbound Tourism, Cruises, Self-Drive options, Rail & Customised Holidays, Group Tours, MICE (Meetings, Incentives, Conferences & Exhibitions), Insurance and visa**



## Logistics

With state-of-the-art Container Freight Stations for storage and handling of containerised and sensitive cargo, and expertise of clearing and forwarding of air and ocean freight through a pan India network of branches and global associates, Balmer Lawrie is a leading player in providing total logistics solutions to its esteemed clients. The Company is one of the oldest Customs House Agents in India. With pan India Cold Chain Units and own fleet of Temperature Controlled Vehicles (TCVs), Balmer Lawrie provides one-stop shop Cold Chain Logistics solution through its brand 'LOGICOLD'.

**Major Services Offered: Door-to-door Freight Forwarding (Air & Sea), Custom Brokers, Project Logistics, Container Freight Stations, Multi Modal Logistics Hub, Centralized warehouse at AMTZ and Cold Chain Logistics (Cold Chain Units & TCVs)**



## Refinery & Oil Field Services

Balmer Lawrie provides a range of Refinery & Oil Field Services with access to state-of-the-art technology in mechanized sludge cleaning hydrocarbon recovery. The focus is on providing environment friendly services centred on prevention and recovery of hydrocarbon wastes. Other services include composite repair of pipelines & tankages and storage tank services including designing of special tanks, inspection and testing of tanks, vapour recovery from tanks etc.

**Major Services Offered: Mechanised Tank/Lagoon/Lagoon Sludge cleaning, Tank Technologies and Services**





# INNOVATING INCESSANTLY



## Research and Development

Innovation being the way of life at Balmer Lawrie, focus on R&D is immense. Applications Research Laboratory (ARL) situated in Kolkata is the research and development centre for lubrication technology. The Product Development Centre at Manali, Chennai is working on developing new age leather chemicals. The R&D Centres constantly endeavour to develop cost effective, superior quality, environment friendly and bio-degradable products.

Major investments are also being made in IT and Technology, which support both the manufacturing and service businesses.

## RESPONSIBLE CORPORATE

**CSR** - Balmer Lawrie's CSR initiatives are driven by two Flagship Programs - Balmer Lawrie Initiative for Self Sustenance [BLISS] and Samaj Mein Balmer Lawrie [SAMBAL]. While the first Program is directed at providing and improving the long term economic sustenance of the underprivileged, the second Program aims at improving the living standards and quality of life of population in and around the Company's work-centers. The focus areas for the Schemes under the Programs, amongst others, have been on education, healthcare, sanitation, shelter, integrated village development, employment generation, vocational training leading to employability & livelihood, rehabilitation of the destitute, disaster mitigation, and environmental protection. CSR efforts are channelised on the above mentioned thematic focus areas and target groups like children, women, youth, elderly and differently abled people.

The CSR initiatives are also in alignment with various programs initiated by the Government of India like 'Swachh Bharat Abhiyan', Skill Development Program and COVID-19 prevention initiatives including installation of PSA oxygen plants. Balmer Lawrie has constructed / refurbished a total of 330 toilets and was the first PSU under MOPNG to have completed the construction of toilets on target. The Company has contributed to SDIs as well.

**HSE** - Balmer Lawrie has institutionalised a proactive HSE (Health, Safety & Environment) culture in the organisation and undertakes various initiatives for continuous and sustainable improvement in its manufacturing and service units. The Company installed solar power plants, Zero Liquid Discharge plant and has taken other initiatives like Rain Water Harvesting to reduce carbon footprint. HSE audits at all units across all SBUs, trainings / workshops on HSE, Sustainable Development programs for employees and other stakeholders and General Planned Inspections at different units are organised regularly.

**Founding Member of the UN Global Compact in India.**

## THE PEOPLE

Balmer Lawrie believes that people are its key asset and the thrust is on building meaningful relationships with its people. The Company attributes its growth and success to the people whose courage and brilliance steered the organisation through the turbulent times of history, turning every challenge into opportunity. People remain to be the most critical and sustainable competitive advantage of Balmer Lawrie, who are continually nurtured and developed in a learning and creative environment, towards making Balmer Lawrie an organisation of excellence.







**Balmer Lawrie (UAE) L.L.C.**



**PT Balmer Lawrie Indonesia**

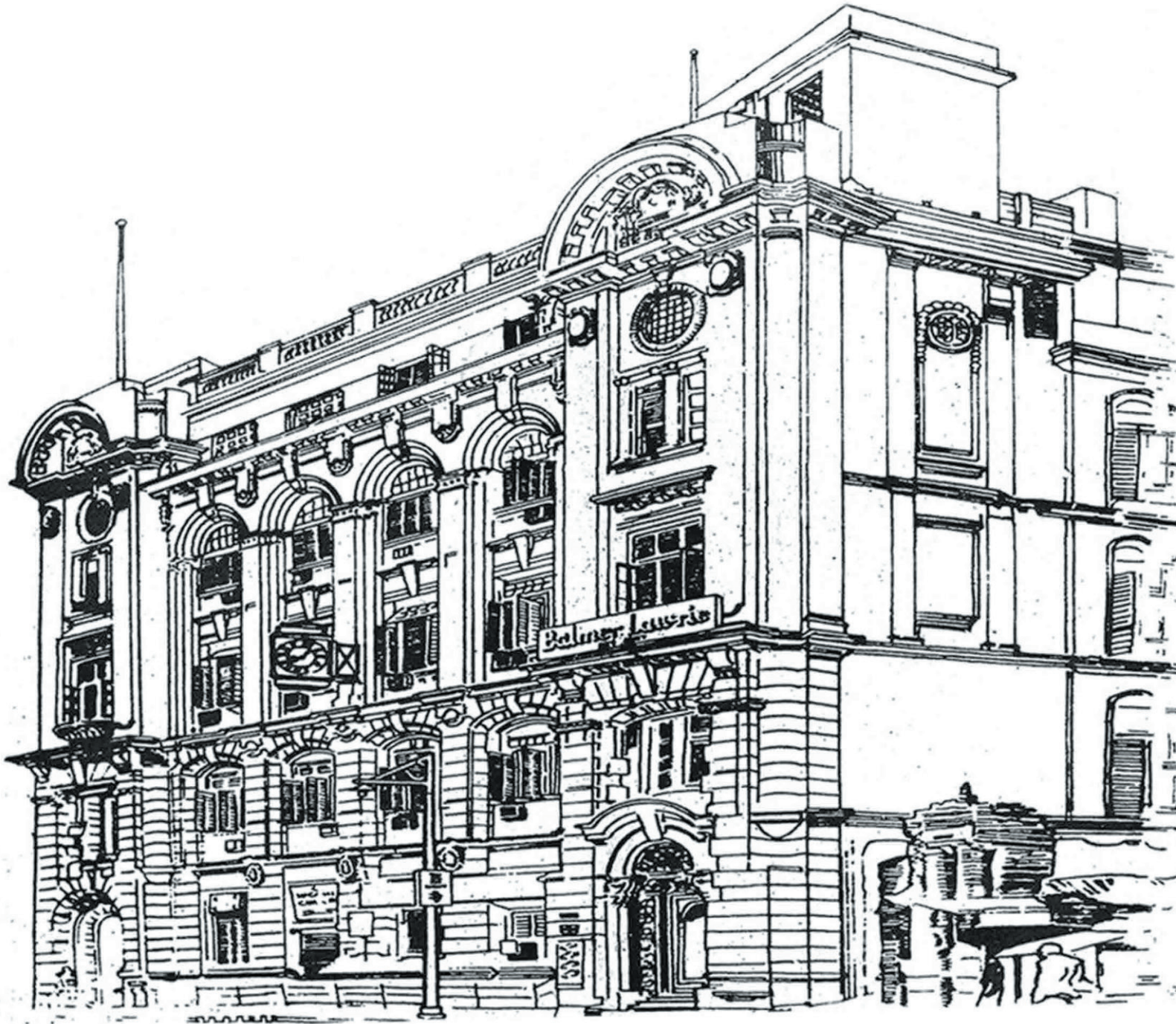


**AVI-Oil India (P) Ltd.**



**Balmer Lawrie - Van Leer Ltd.**





बामर लॉरी एण्ड कं. लिमिटेड  
(भारत सरकार का एक उद्यम)



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