

A 100 per cent growth

Pawan Hans is flying high, quite literally. Having posted exceptionally good results, and wooing politicians in a big way during the recent elections, the company is now all set to expand its horizons to newer pastures...in the air of course!

He is low profile, always keeps under the radar, but if his results are anything to go by, then Pawan Hans CMD R K Tyagi deserves a generous round of applause. The operating profits have tripled, there has been a hundred per cent increase in operating revenue, there has been an upping in the fleet usage by 6,000 hours. And when the serviceability of the fleet is over 80 per cent, that isn't a surprise.

Tyagi's greatest contribution, though, hasn't been the almost incredible leap that Pawan Hans Helicopters Ltd (PHHL) has taken under his leadership, but the thrust that the corporation has adopted to become a multi-dimensional outfit that offers a bouquet of services across the board. They are there with ONGC, they are there in the north east, and they were all over the place during the elections.

It's a complex operation, and virtually every helicopter in the country was busy during the elections, but the strength of your fleet or your reliability is when you are the first choice of the *netas*. Both Pranab Mukherjee and Laloo Prasad Yadav are reported to have stated during the polls that they only wanted to travel by the PHHL choppers.

There was a war room in the corporation's headquarters, manned by a senior

officer, that virtually mapped, on an hourly basis, the movement of their choppers. And the unique system of the fleet continuing to fly with the *netas* was simple: pay an initial deposit and keep topping up as you fly. If your balance dips, the rotors don't move, you top up and you keep moving.

More recently, Tyagi made a presentation to the Lt Governor of Delhi on the huge potential that a rotor wing craft offers in key functions like policing and

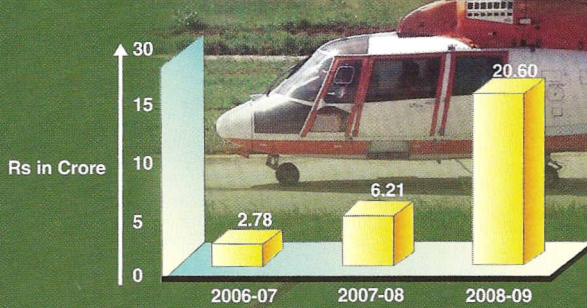
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Pawan Hans has expanded its wings to scale exceptional growth and is now looking forward to a better innings.

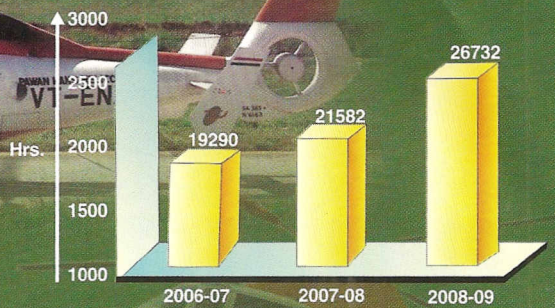


Performance Snapshot

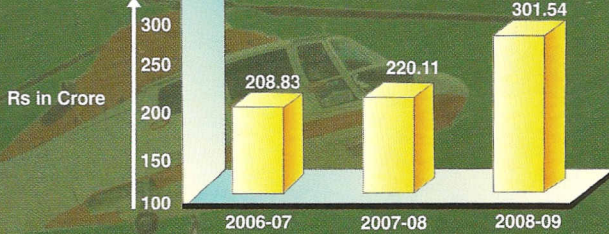
Operating Profit



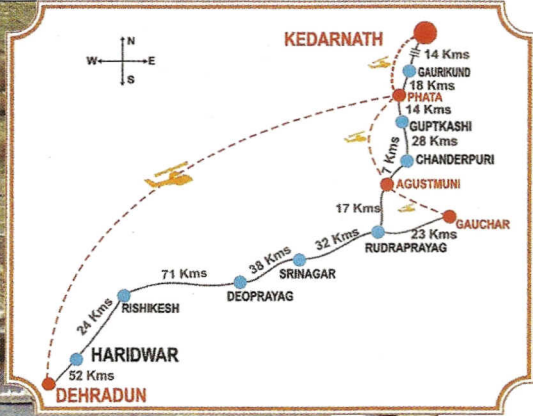
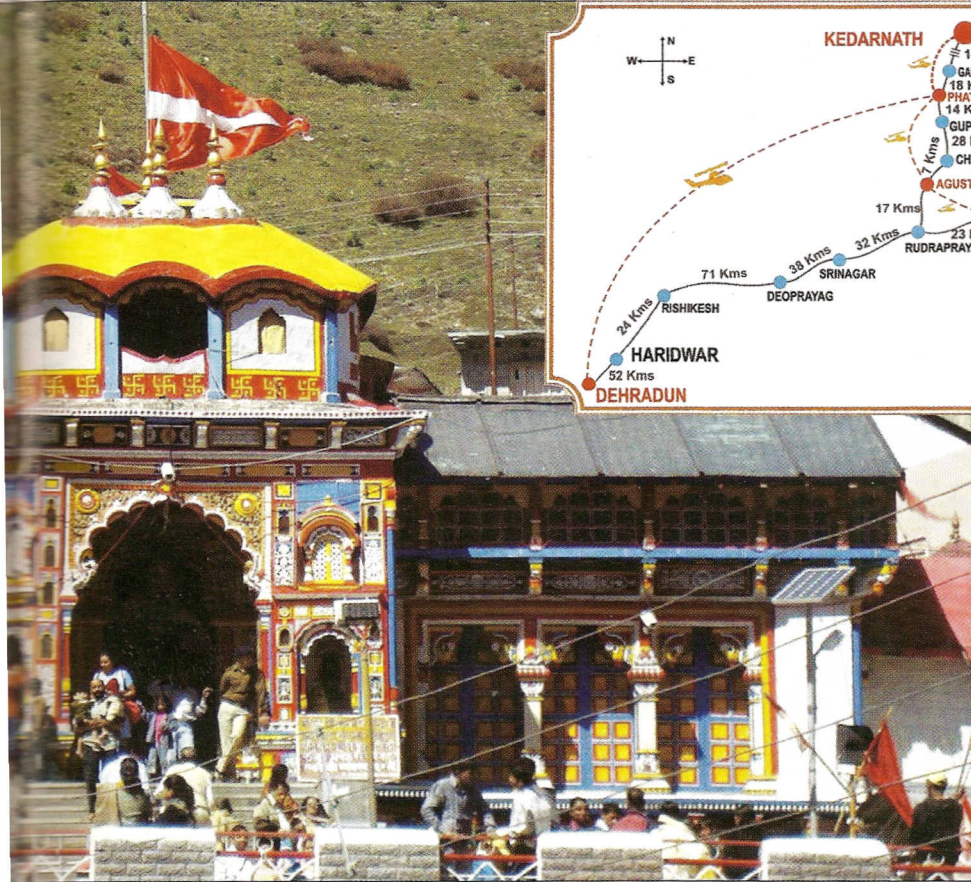
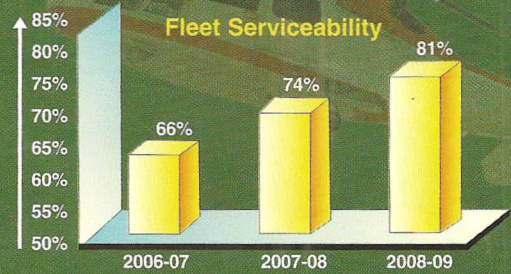
Flying Hours



Operating Revenue



Fleet Serviceability



VVIP movement. His target is the Delhi Police. He is working to have them set up the country's first airborne surveillance unit, that will be a huge help during key events like the Republic Day. That apart, he is also working to have a network in place for the ferrying of dignitaries during the Commonwealth Games.

Sources close to Tejinder Khanna said the LG was most pleased by the presentation and is pushing with the state government and North Block to give PHHL a free hand to put up another first in Delhi. His argument is simple: once the flying police fleet comes up in the capital, state governments are bound to follow suit. It would be best if the opportunity of the Commonwealth Games is used for this purpose.

Meanwhile, the Kedarnath Dham yatra from Paha and Agumtuni has started in full swing, and the feedback, according to PHHL sources, has been very very good.

"Last year was exceptional, we shall do even better this year," said one excited employee.

It seems that the CEO's vision has percolated right down to the grassroots. ■