

# EnterpriseWorld

A NEW PERSPECTIVE OF BUSINESS

## Upshot

Santiago de Chile:  
A Fusion Between  
History and Modernity

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## Case Study

A Deep Dive into  
YouTube's Impactful  
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The Best

Infrastructure

Development Companies  
To Watch

**Pradip Kumar  
Bhadra**  
Managing Director  
**BHARAT VANIJYA  
EASTERN PVT LTD**

**Crafting Tomorrow's**

**INFRASTRUCTURE, TODAY!**

Cover Story



**PRADIP KUMAR  
BHADRA**

Managing  
Director



Bharat Vanijya Eastern Pvt Ltd

# BHARAT VANIJYA EASTERN PRIVATE LIMITED

*Crafting Tomorrow's Infrastructure, Today!*

Infrastructure development plays a pivotal role in driving a nation's progress, not just in terms of economic expansion but also in achieving inclusive growth. By fostering improved connectivity, reliable utilities, and efficient transportation networks, robust infrastructure empowers various sectors like industry, agriculture, and trade, ultimately leading to poverty reduction, income equality, and enhanced living standards. Featuring for The Enterprise World's this issue of The Best Infrastructure Development Companies to Watch is the story of one such company, raising the standards of infrastructure and development.

## About the Company

Founding  
Year **1973**

Industry **Construction,  
Roads & Highways**

Headquarters **Kolkata**

Members **1500-2000**

Key People  
Pradip Kumar Bhadra  
(Managing Director),  
Gokul Agarwal (Director),  
Debdeep Bhadra  
(Director), Deepanjan  
Bhadra (CEO)

Bharat Vanijya Eastern Private Limited is a rapidly growing Infrastructure Development Company based in Eastern India. Since its humble beginning in 1973, the company has been involved in the construction sector, adapting itself with the requirements of the sector along the way.

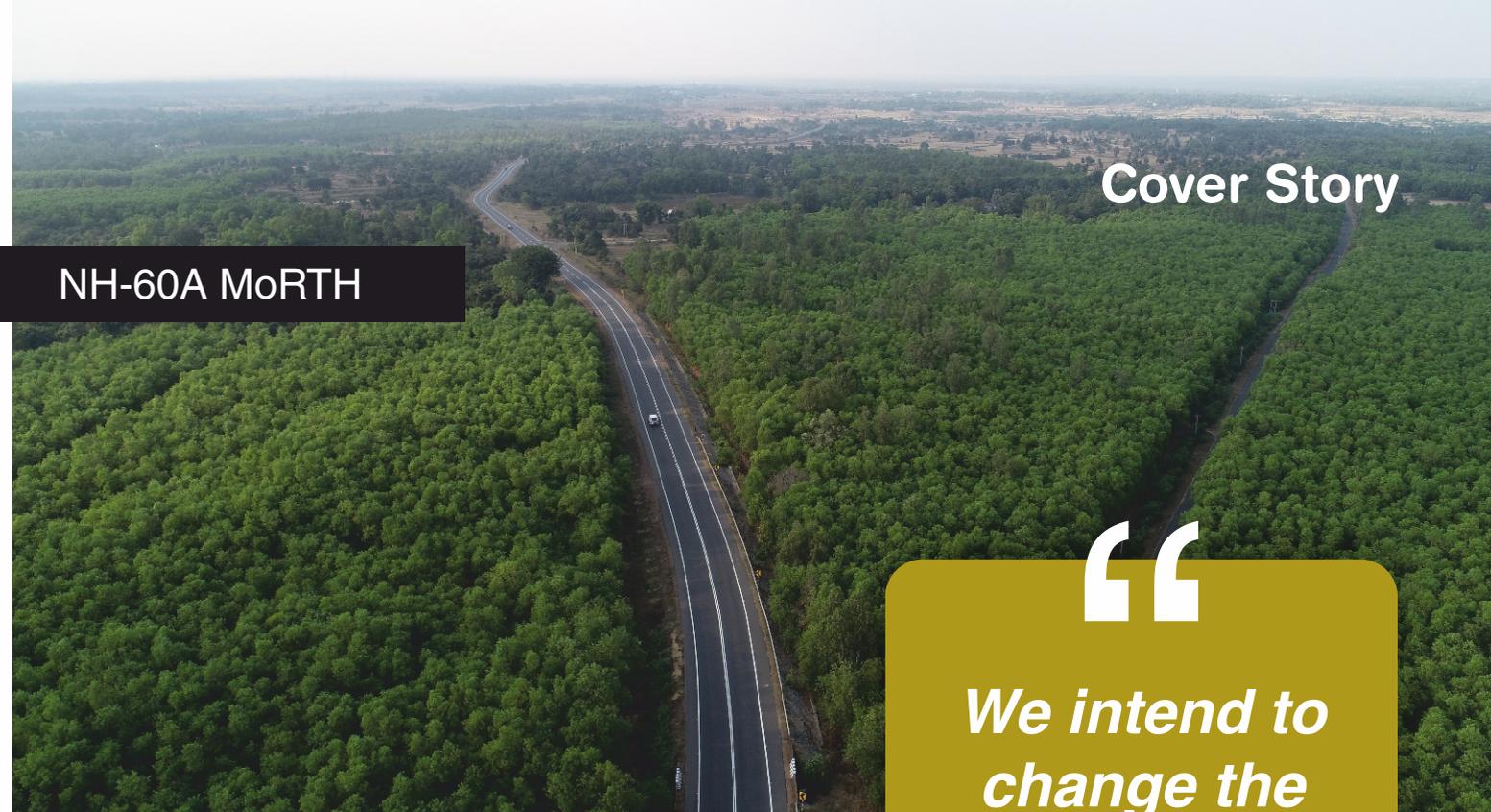
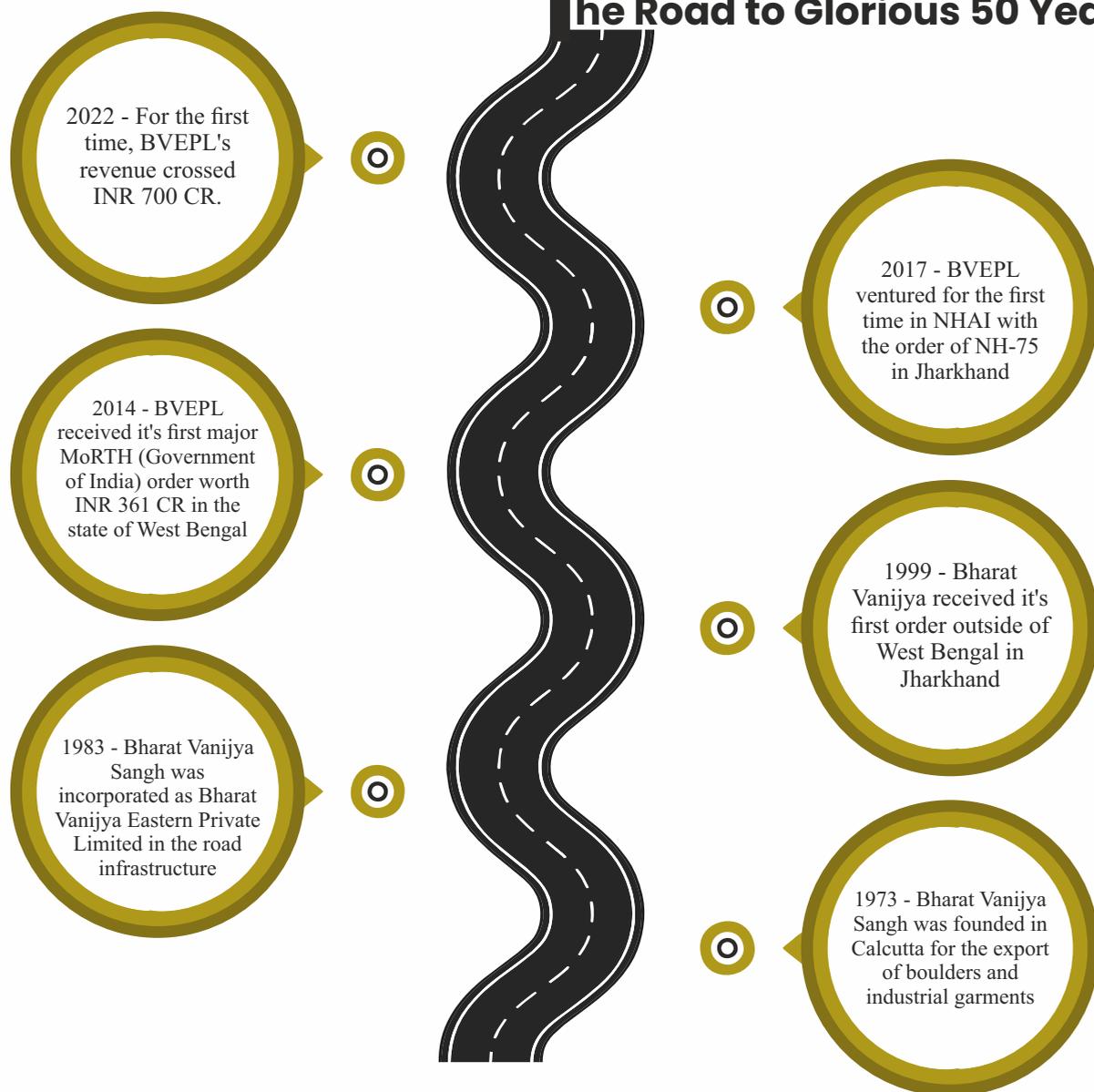
*“We intend to change the infrastructure landscape of this booming country, one project at a time.”*

BVEPL focuses on construction of roads and highways. Working across regions like West Bengal, Jharkhand, Bihar, Arunachal Pradesh, Manipur, and Karnataka.

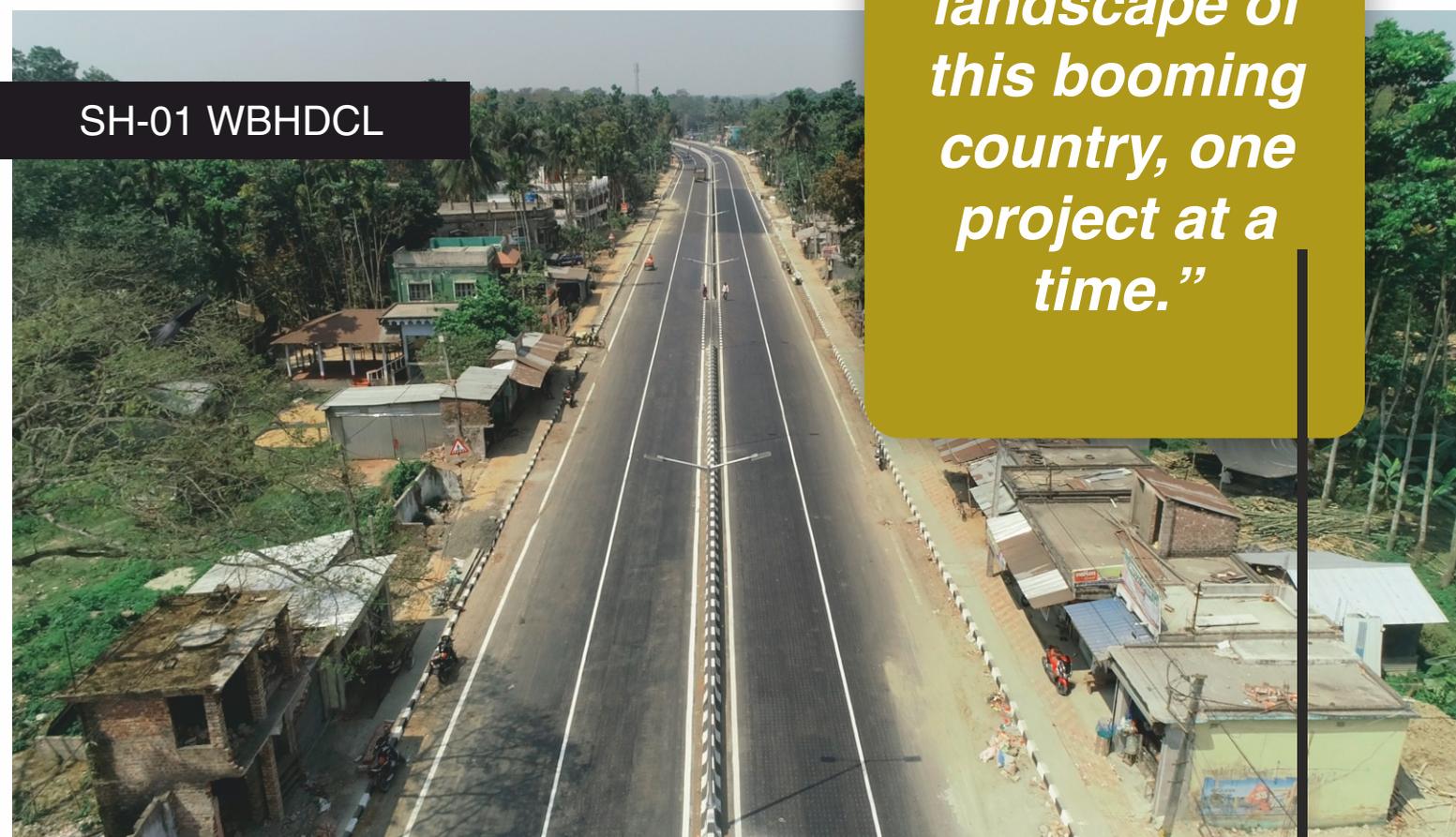
The company has been in operation for about 50 years now and has handled over 112 projects. With a success rate of 95%, the company shines, reaching the best and unbeatable level of infrastructure with each of their projects.

*“Our mission is to build a more prosperous nation by delivering SBD, EPC, HAM projects of the highest quality within the strictest deadlines. It is our unwavering commitment to this mission that has made Bharat Vanijya Eastern Pvt. Ltd. (BVEPL) one of the most trusted names in the infrastructure sector throughout the nation.”*

### The Road to Glorious 50 Years



NH-60A MoRTH



SH-01 WBHDCL

**“**  
*We intend to change the infrastructure landscape of this booming country, one project at a time.”*  
**”**

### Challenging the Challenges

Amid the intricacies of today's dynamic economy, infrastructure companies face the twin task of navigating economic uncertainties and maintaining sustainable growth strategies while responding to shifting market conditions. Resilience and innovation must be balanced if they are to succeed over the long run.

BVEPL, a new player in India's road building, faced early obstacles that slowed its growth. Overcoming these challenges marked a crucial phase in the company's journey toward progress in the construction industry.

Following are the challenges faced by the company in its initial and formative years.

The business faced several challenges stemming from its limited background in road construction. With a lack of expertise in this field, the company struggled to secure projects both domestically and internationally, hampering its growth prospects. The absence of a proven track record further hindered trust with potential clients, as they were hesitant to engage with a company lacking a history of successful projects.

Additionally, financial hurdles posed significant obstacles, as road construction is capital-intensive and the company's lack of financial history and significant assets made it difficult to secure funds. Moreover, the complexity of tendering processes presented strategic weaknesses, as the company had no experience in the competitive bidding process and lacked industry expertise to navigate this aspect effectively. These challenges collectively impeded the company's ability to establish itself and compete in the road construction sector.

### Exponential Growth

The pivotal turning point that triggered the significant growth of BVEPL was securing the "Four-laning of Arrah to Pararia section of NH-319 (Old NH-30) from Km 0+000 to Km 54+530 (Design Chainage) in the State of Bihar under Bharatmala Pariyojana Phase-1 on EPC Mode (Package-I)" project. This project, valued at Rs 700 crores, marked the first instance where BVEPL independently secured a project of such substantial magnitude.

The successful acquisition of this high-value project not only showcased BVEPL's competence but also demonstrated its capability to undertake and execute large-scale infrastructure ventures. The project's magnitude and complexity likely contributed significantly to the company's growth, enhancing its reputation, attracting attention within the industry, and establishing BVEPL as a credible player in the road construction sector.

This milestone not only provided a substantial boost to the company's financial standing but also served as a catalyst for future opportunities. The successful completion of the project positioned BVEPL as a trusted and capable entity, opening doors to additional projects and fostering sustained growth within the industry.

Following a courageous and flexible strategy to overcome early setbacks, BVEPL embarked on a transformational journey that yielded notable growth.

The company's exponential growth can be seen with mere numbers when they went from just an 80Cr. revenue in 2018, to ten folds with an 800Cr. revenue in 2022.

### BVEPL's Array of Products and Services

Building roads and highways is BVEPL's primary business, and it operates in areas like West Bengal, Jharkhand, Bihar, Arunachal Pradesh, Manipur, and Karnataka. Over the course of its amazing 50-year journey, it has completed around 112 projects, 95% of which were completed on schedule, and 21% of which were completed early.

*"BVEPL ensures a smooth and integrated approach by offering end-to-end EPC services that cover the full project lifecycle, from initial planning and design to procurement and construction."*



Pradip Kumar Bhadra, Managing Director  
Gokul Agarwal, Director  
Deepanjan Bhadra, CEO

“

***BVEPL ensures a smooth and integrated approach by offering end-to-end EPC services that cover the full project lifecycle, from initial planning and design to procurement and construction.***

”

## Some of the company's projects include –

### NH-150C, Karnataka

Development of 6-lane Access Controlled Greenfield Highways from KM 162.500 to KM 203.100 Baswantpur to Singnodi section of NH- 150C (Package-IV of Akkalkot — KNT/TS Border) on Hybrid Annuity Mode

**LOCATION:** Karnataka, India

**YEAR:** 2022

**PROJECT VALUE:** INR 849,60,00,000

**CLIENT:** National Highway Authority of India - Ashoka Buildon Limited

### NH-319, Bihar

Four laning of Arrah to Pararia section of NH-319 (Old NH-30) from Km 0+000 to Km 54+530 (Design Chainage) in the State of Bihar under Bharatmala Pariyojana Phase -1 on EPC Mode (Package-I).

**LOCATION:** Bihar, India

**YEAR:** 2021

**PROJECT VALUE:** INR 700,00,00,000

**CLIENT:** National Highway Authority of India

### NH-33, Jharkhand

Balance Works for Four /Six Laning of Ranchi-Rargaon Section of NH 33 from Km 140.000 to Km 217.300 in the state of Jharkhand under NHDP phase III

**LOCATION:** Jharkhand, India

**YEAR:** 2019

**PROJECT VALUE:** INR 419,27,00,000

**CLIENT:** National Highway Authority of India

### NH-75 Flyover, Jharkhand

Construction of 6 lane Flyover at km. 8.640 of NH-75 along Ranchi Ring Road (section VII) in the state of Jharkhand on EPC mode

**LOCATION:** Jharkhand, India

**YEAR:** 2019

**PROJECT VALUE:** INR 22,00,00,000

**CLIENT:** National Highways Authority of India

### Rising Above

*“Our competitive advantage would be taking small sets of projects and focusing on completing them before time and giving our 100% to those projects.”*

Instead of rapidly expanding the project portfolio, they prioritize quality and timely completion for a limited number of initiatives. The top management's significant involvement, which is a major reason for their ongoing success, distinguishes them from rivals.

- Small number of projects taken up in a year as far as possible to execute maintaining the highest quality and to complete the said works before the time
- Before time completion (about 90% of our projects are completed before time)
- Keeping by the technological trends and innovations
- Commitment to values

### Staying Innovative

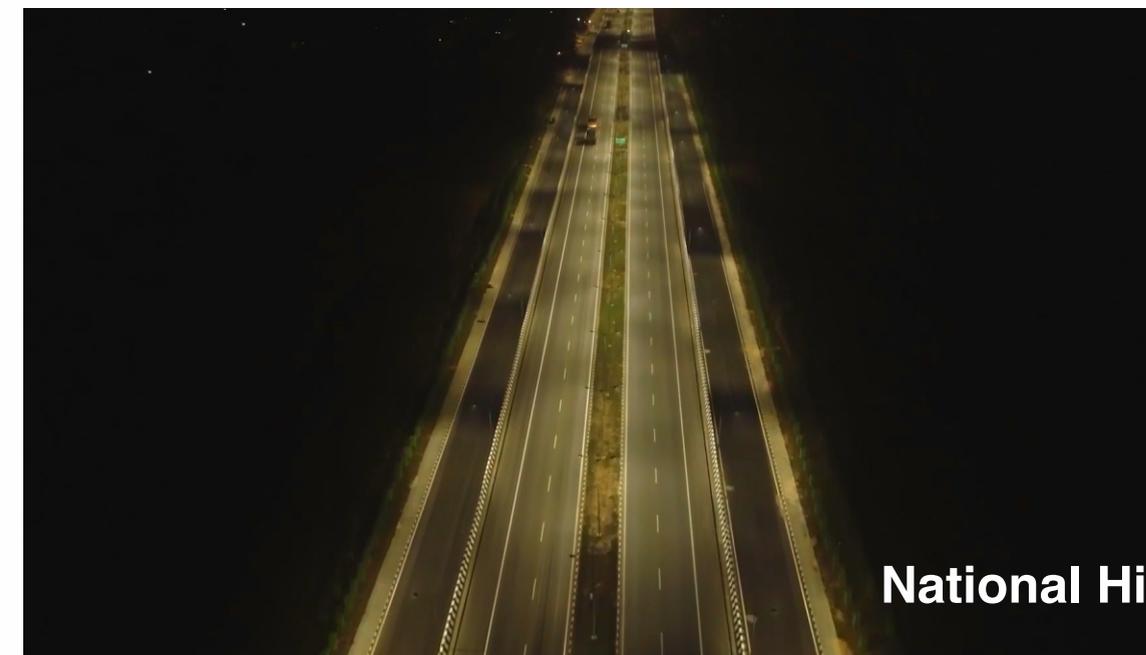
The company remains dedicated to keeping up with the most recent developments in technology, guaranteeing continuous communication with equipment and service suppliers including Kovelco, Hyundai, Ammann, Volvo, and Wirtgen. Keeping up to speed with the most recent guidelines and instructions from the IRC, Ministry of Road and Highways, State Governments, and other Government Bodies is part of this proactive strategy.

When executing their projects, they give top priority to the on-site application of R&D while following the IRC's guidelines for engineering quality, cost effectiveness, and environmental safety. Their responsible approach entails keeping up with the ministry's and IRC's circulars, with a focus on recycling pavements as a potentially sustainable technique.

### What the Future Holds?

The company envisions a future that speaks of continuous adaptation to technological trends and advancements. They are proactively pursuing opportunities to secure HAM projects directly floated by NHAI (National Highway Authority of India), MoRTH (Ministry of Road Transport and Highways), state governments and various asset management projects.

BVEPL has observed its Golden Jubilee in 2023 and has achieved a significant revenue milestone of nearly Rs 800 Cr. With an optimistic outlook, the company aims to double its revenue to Rs 2000 Cr in the next two years. This ambitious goal is supported by a robust pipeline of major projects that not only promise to fuel the company's growth but also contribute to the nation's overall progress. Their determination to embrace opportunities and their commitment to nation-building serve as strong pillars for their success ahead.



**National Highway 33**  
**NHAI**