

INTERVIEW Mahesh Vyas | CMD, John Energy Limited

DIG DEEPER FOR MEGA SUCCESS

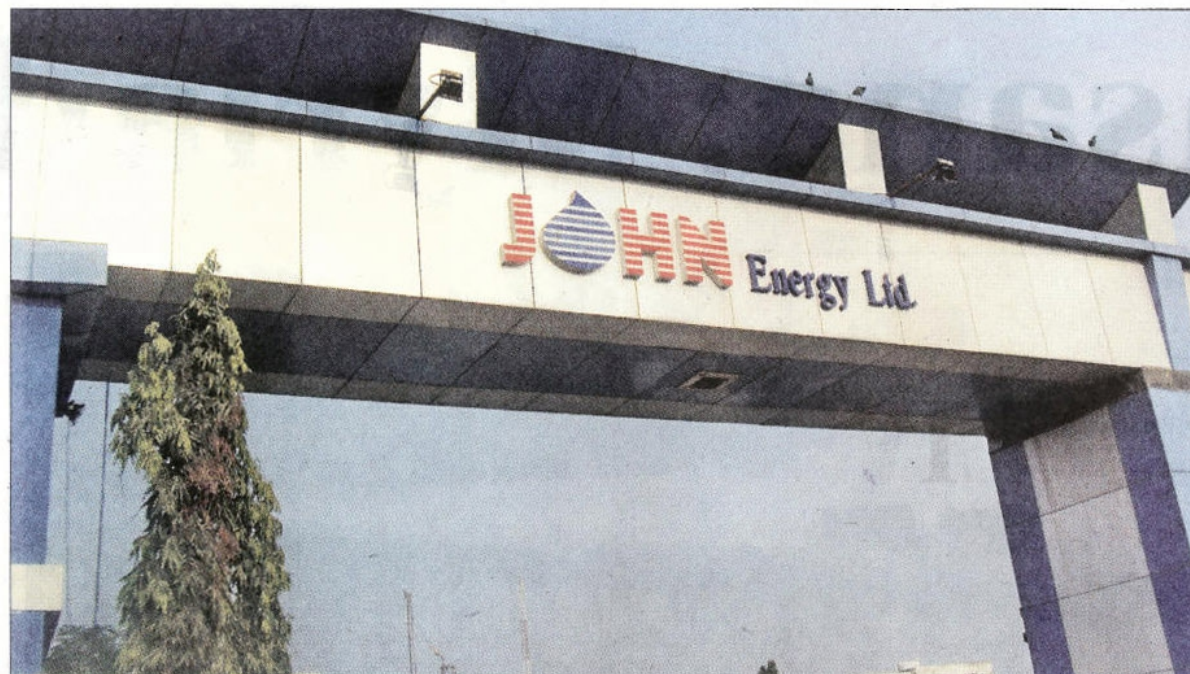
THE John Energy group is one of the pioneer service provider in the Indian oil and gas upstream sector. It provides total solutions from drilling to completion. Led by a visionary leader who dreamt of reaching the skies by exploring the earth, the organisation that has its roots in a small Gujarat village is touching new horizons. John Energy today is pushing the boundaries of technology and performance. The soft spoken man behind it all, Mahesh Vyas, CMD of John Energy Limited, in a tete-a-tete with Mallika Wadhvani, talks of opportunity is gained through hard work and a very clear-cut rule of never ever adopting any short-cuts in life. Backed himself with formal study in Mechanical Engineering, the business magnate and entrepreneur has proved and literally so, it is important to remain grounded to chase the stars and become one too.



plunged into it head on. What primarily had come into existence to serve the tube/bore well industry to find underground waterholes needed to meet the increasing demand and supply of potable water began finding newer grounds. We expanded to get into maintaining and servicing as well. From manufacturing, in 1991, we broadened our focus and stepped into the service industry for oil and gas. At that time, there was only one service rig we were having, that too on a rental basis with ONGC. Today, we own a fleet of 30 rigs, and all of them are in the service of upstream oil and gas sector. We are the largest drilling company in India in operations and performance. John Energy is the largest asset based company in Mehsana district. We have grown step by step and year by year. The dynamics are changing now. The area of operation has gone from one geomarket to another geomarket.

Your presence is spread over a number of geographies.

Yes, we work overseas, and it includes countries like Algeria and Kazakhstan. The company has been in Kazakhstan for five years. We have done some projects in Uganda too. We are executing



projects in Algeria for the past three years. John Energy is also collaborating with African companies for oil and gas. We are also on the list of Kuwait Oil Company as their Approved Contractor.

The journey has been long, has it been tough?

It has been a 30-year long journey to reach where we are today. I started in Mehsana and then moved to Ahmedabad. I was struggling to do business, yet never adopted any short-cuts. We overcame all the hurdles only through hard work and self-belief. We only dreamt in terms of doing quality business. From day one, we gave importance to quality in the manufacturing and service industry. We still believe in doing that and continue to do so.

Can you please explain what John Energy does?

What we at John Energy do is characterised hiring of drilling/ work over Rigs

and Integrated drilling contracts. So to say in layman terms, just that we provide exploration services to all operators primarily into onshore exploration activities, providing the basic and integrated services of drilling and well completion services to oil and gas industry.

What according to you is the key to success?

There are no short-cuts in life. The key to success is relentless hard work and the rest follows. It is necessary to take the appropriate steps at the right time. But it is not necessary that you will always be successful. It is the intention that counts. Sometimes there are no choices. Keep a reserve of ammunition. Don't reveal everything very early. Performance is the key to success. We are successful because we take our job very seriously.

What makes an organisation effective?

Are the Human Resources and the humane side of the organisation very important?

Indeed, they are. Basically, this business is service industry. Skilful people are very important to any business and there is always a need for quality manpower. The position that we have gained in the area of our business is equally attributable to our Human Resources. There are 1500+ employees in the organisation. We have a training centre inside the company to impart technical training and to upgrade skills and knowledge, safety related training etc. It is necessary to give people the tools they need to do good work. Our engineers are equipped with the latest in technology. And it is a fact, the organisation values its people, and HR continues to be our prime focus. We also have a strong CSR arm that keeps holding blood camps, cataract operations, etc.

Being a very Indian company, how

did it acquire the name 'John'?

The organisation John Energy came into existence in the year 1986-87. The company had small beginnings. It was a small company with small resources that was targeting to compete with the big companies like I&T. Almost empty handed, barring a few dreams and limited resources, it was decided that the company could at least be given a big and international name. The product was to be 'John'. That is how the name 'John' got attached to it. And John has lived up to its name, gone international and received international acclaim. It is now an internationally recognised company.

Do you envision John Energy to soon become a global leader?

There are impending expansion plans but there are no false commitments or promises. We are a closely held company. We have support in investors.

You make it sound all so very simple.

There are several challenges. Yet again, it is important to understand and I re-emphasize that there are no short-cuts to anything. It is very critical. We have remained focused on the business and believe in building core competencies before plunging into new verticals. All our energy has been channelled to the activity of oil and gas sector. Importantly, we are enjoying our business.

Any advice for the energy sector in the country?

There is immense involvement to the nation's energy sector from oil and gas. India needs to concentrate on energy. There has to be security of energy. The NELP (New Exploration and Licensing Policy)—is very supportive. This organisation too follows the NELP round. While there is a lot of opposition in India in the energy sector, policy matters need to be handled deftly and more open. We too like the others are waiting for government policy on Shale gas and exploration. Exploration needs a big pocket to spend. There are many explorations yet to be done.

Today, John Energy stands big and tall

These small steps in beginnings were encouraging. Once we were into business, it all began to take shape; we