

Ref: CS/SE/545

Date: 10.12.2024

National Stock Exchange of India Limited Listing Compliance Department Exchange Plaza, Bandra - Kurla Complex Bandra (East), MUMBAI - 400 051 Symbol: BEML	The BSE Limited Listing Compliance Department P.J. Towers, 26 th Floor, Dalal Street, MUMBAI - 400 001 Scrip Code: 500048
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Dear Sir / Madam,

Sub: Presentation & Audio recording of Analysts / Investors meet - under Regulation 30 of SEBI (LODR) Regulations 2015 – Reg

Ref: Our letter CS/SEs/544 dated 06.12.2024

Please find enclosed herewith a copy of Presentation made at the Investors Analyst Meet hosted by **Elara Capital** on Tuesday, the 10th December, 2024 from 09:30 Hours, at Mumbai.

Please find below the link of audio recordings of the group discussion held at the above-mentioned meeting:

<https://www.bemlindia.in/investors/presentation-information-to-investors-analysts/>

Thanking you.

Yours faithfully

For BEML LIMITED

URMI
CHAUDHURY
Urmi Chaudhury

Digitally signed by
URMI CHAUDHURY
Date: 2024.12.10
17:37:17 +05'30'

Company Secretary & Compliance officer

ICSI Mem No.: 29400

ಪ್ರಧಾನ ಕಛೇರಿ Corporate Office:

'ಬೆಂಗಳೂರು', ೨೩/೧, ೪ನೇ ಮುಖ್ಯರಸ್ತೆ, ಸಂಪಂಗಿರಾಮನಗರ, ಬೆಂಗಳೂರು - ೫೬೦೦೨೭. ದೂರವಾಣಿ ಸಂಖ್ಯೆ : +೯೧೮೦೨೨೯೬೩೧೪೨೫

ಫ್ಯಾಕ್ಸ್ ಸಂಖ್ಯೆ : +೯೧೮೦೨೨೯೬೩೧೪೨೫

BEML Soudha, 23/1, 4th. Main, S R Nagar, Bangalore – 560027, Tel. +91 80 22963142/211, Fax. +91 80 22963142

e-mail: cs@beml.co.in @cmdbeml @BEMLHQ

CIN:L35202KA1964GOI001530, GST NO. 29AAACB8433D1ZU

www.bemlindia.in

BEML LIMITED

Schedule 'A' Company, under Ministry of Defence



INVESTORS MEET 2024





ABOUT BEML LIMITED

Business Verticals & their Contributions



**Defence & Aerospace
(19%)**



**Mining & Construction
(43%)**



**Rail & Metro
(38%)**

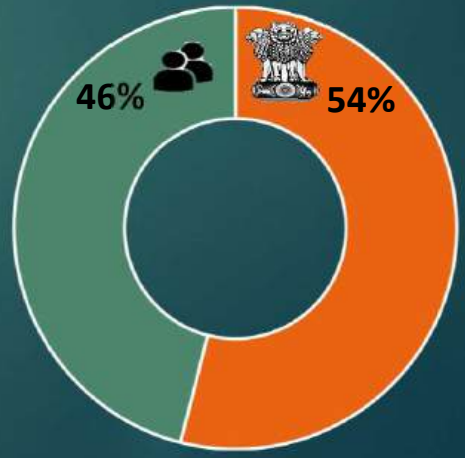


11th MAY, 1964



Schedule 'A' Company
Public Sector Undertaking
Min. of Defence, Govt. of India.

EQUITY SHARE



JOURNEY SO FAR



Earth Moving Equipment



BMP Transmission



Metro Cars



India's biggest Mining equipment



Driverless Metro



Rail Grinding Machine



1964 1967 1986 1987 2000 2003 2014 2019 2020 2021 2022 2023 2024



Rail Coaches



High Mobility Vehicles



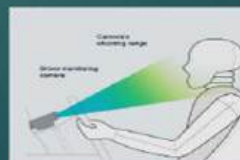
Armoured Recovery Vehicles



Missiles
Aggregates and
Airborne structures



Introduction of AI
in equipment



UAV - Initial Trial
completed



1500 hp Engine for
Main Battle Tanks



BEML - PAN INDIA

Map not to scale

- MANUFACTURING COMPLEXES - 4
- ★ ZONAL OFFICES - 3
- REGIONAL OFFICES - 12
- ▲ DISTRICT OFFICES - 16
- DEFENCE SPARES DIVISION - 2
- ★ ACTIVITY CENTRES - 7



EXPORTS

Western Hemisphere

Europe

No. of Equipment : **37**
No. of Countries : **09**

North America

No. of Equipment : **02**
No. of Countries : **02**

Latin America

No. of Equipment : **71**
No. of Countries : **04**

Africa

No. of Equipment : **484**
No. of Countries : **27**



Eastern Hemisphere

CIS

No. of Equipment : **41**
No. of Countries : **03**

SAARC

No. of Equipment : **213**
No. of Countries : **05**

ASEAN

No. of Equipment : **105**
No. of Countries : **11**

Middle East

No. of Equipment : **453**
No. of Countries : **11**

Defence products exported to
SAARC, ASEAN, Middle East, CIS & LATAM Region

Mining & Construction products exported
Across the Globe

Railway products exported to
SAARC Region

BEML Exported over 1400+ Equipment to 72 countries

Export Turnover (Incl. Deemed) in Rs. Cr.

2020-21	2021-22	2022-23	2023-24	Sep 24
463	565	830	1066	196

MAJOR ACCOMPLISHMENTS



- 9150 BEML High Mobility Vehicles
- 350 Armoured Recovery Vehicles
- 3560 Trailers / Military Wagons
- 6 sets (330 Nos.) Pontoon Bridge Systems
- 1500 hp Engine for Main Battle Tanks
- 860 Track Width Mine Ploughs
- 02 Armoured Recovery & Repair Vehicles

Defence

- Integration of Light Alloy Structures – LVM3
- Manufacturing of Akash & QRSAM Motor Casing
- Nodal Agency for Ground Handling & Ground Support Equipment - LCA Mk2
- Integration of Su-30 Sub Assemblies

Aerospace

- 18000 Rail Coaches and 900 EMUs
- 2000 Metro Cars

Rail & Metro

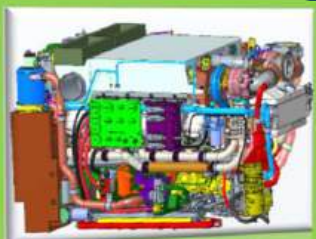
- 33500 Mining & Construction Equipment
- 28700 Engines (76HP – 700HP)

Mining & Construction

- Rs 7200 Crores to 72 Countries

Exports

INHOUSE DEVELOPED PRODUCTS



**1500hp Engine for
Battle Tanks**



**Medium Bullet
Proof vehicle**



**Mechanical Mine Field
Marking Equipment**



**Self Propelled Mine
Barrier**



**Command Post
Vehicle**



**PMS Bridge
System**



**Sarvatra Bridge
System**



**TRAWL for
Battle Tanks**



**Aircraft Towing
Tractor**



**Armoured Repair &
Recovery Vehicle**

INHOUSE DEVELOPED PRODUCTS



**Vande Bharat
Sleeper Trains**



Metro Cars



**Electric Multiple
Units**



Utility Vehicles



Bull Dozers



Dump Trucks



Motor Graders



Rope Shovel

OUR KEY STRENGTHS

Diverse Business Portfolio
13 SBUs

1

State-of-the Art R&D
80% of Business from R&D Products

2

Strong Academic support
from Premier Institutions.

3

Technology Partnership
with Global Pioneers

4

Pan India Presence

5



6

India's 1st 1500 hp MBT Engine
Vande Bharat Sleeper

7

India's 1st 205 Ton Dump Truck
20 cum Rope Shovel
180 Ton Electric Excavator

8

Self Reliance

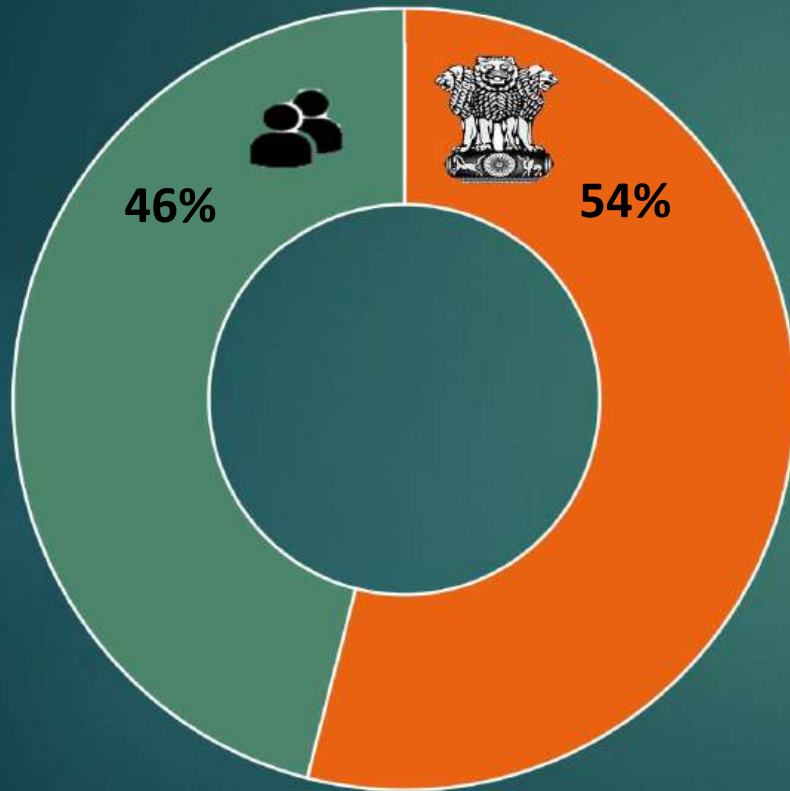
9

Export Business with
more than 70 countries

10

Competitiveness
76 % of Business on Competition Bid

SHAREHOLDING PATTERN



Category	As on 31.03.2024	As on 30.11.2024
Government of India	54.03%	54.03%
Mutual Funds	16.34%	15.96%
Resident Individuals	14.98%	17.62%
Foreign Portfolio - Corp	9.51%	7.31%
Bodies Corporates	1.44%	1.31%
Qualified Institutional Buyer	1.26%	1.12%
Non-Resident Indians	0.66%	0.56%
H U F	0.59%	0.55%
Alternative Investment Fund	0.19%	0.97%
Trusts	0.06%	0.01%
Non-Resident Indian Non Repatriable	0.34%	0.35%
IEPF	0.18%	0.19%
Others	0.42%	0.02%
Total	100.00%	100.00%



SHAREHOLDER RETURN



Expand Shareholder returns through increased dividend derived from stabilized profits and continuous investments to enhance business competitiveness.

Dividend per Share (% to Face Value)



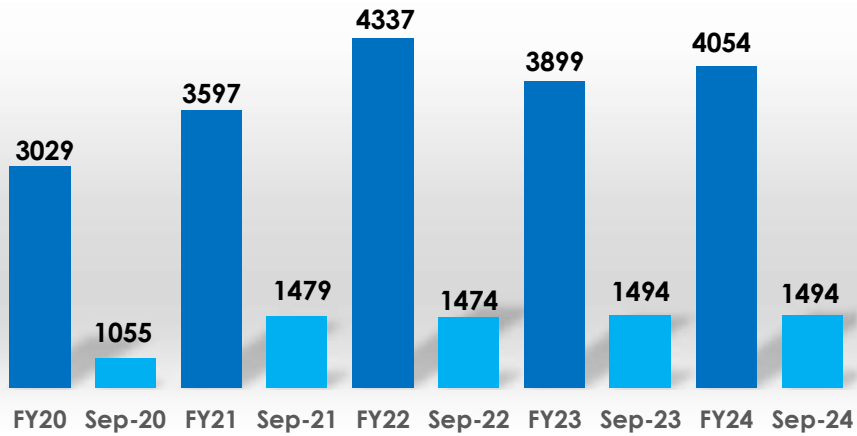
Total No. of Shares = 4,16,44,500
 Face Value = Rs 10/- per Share
 52 Week High = Rs 5488/- per Share

FINANCIALS

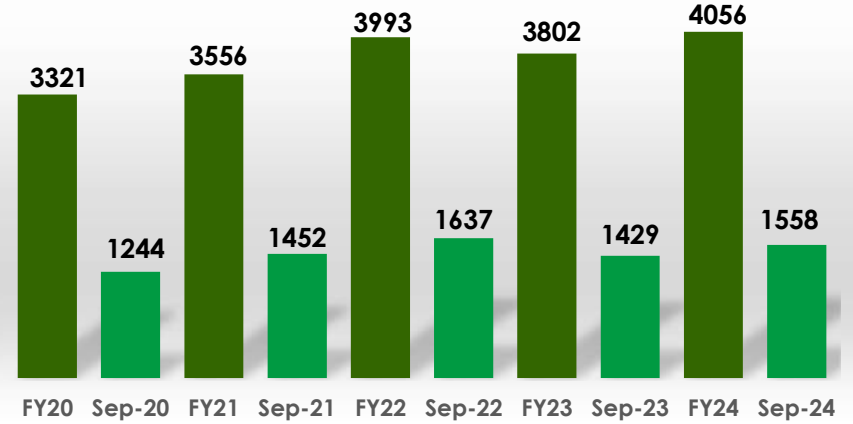
Rs in Crs



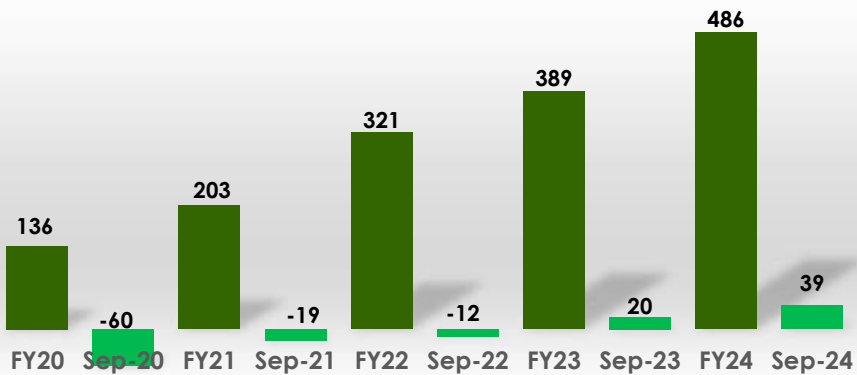
Revenue from Operation



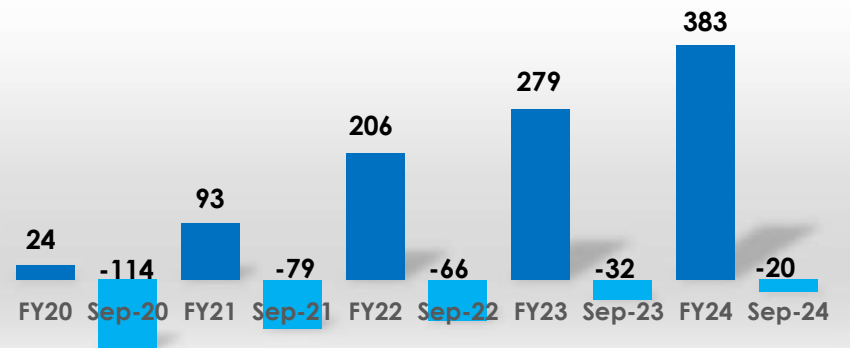
Value of Production



EBITDA (Gross Margin)

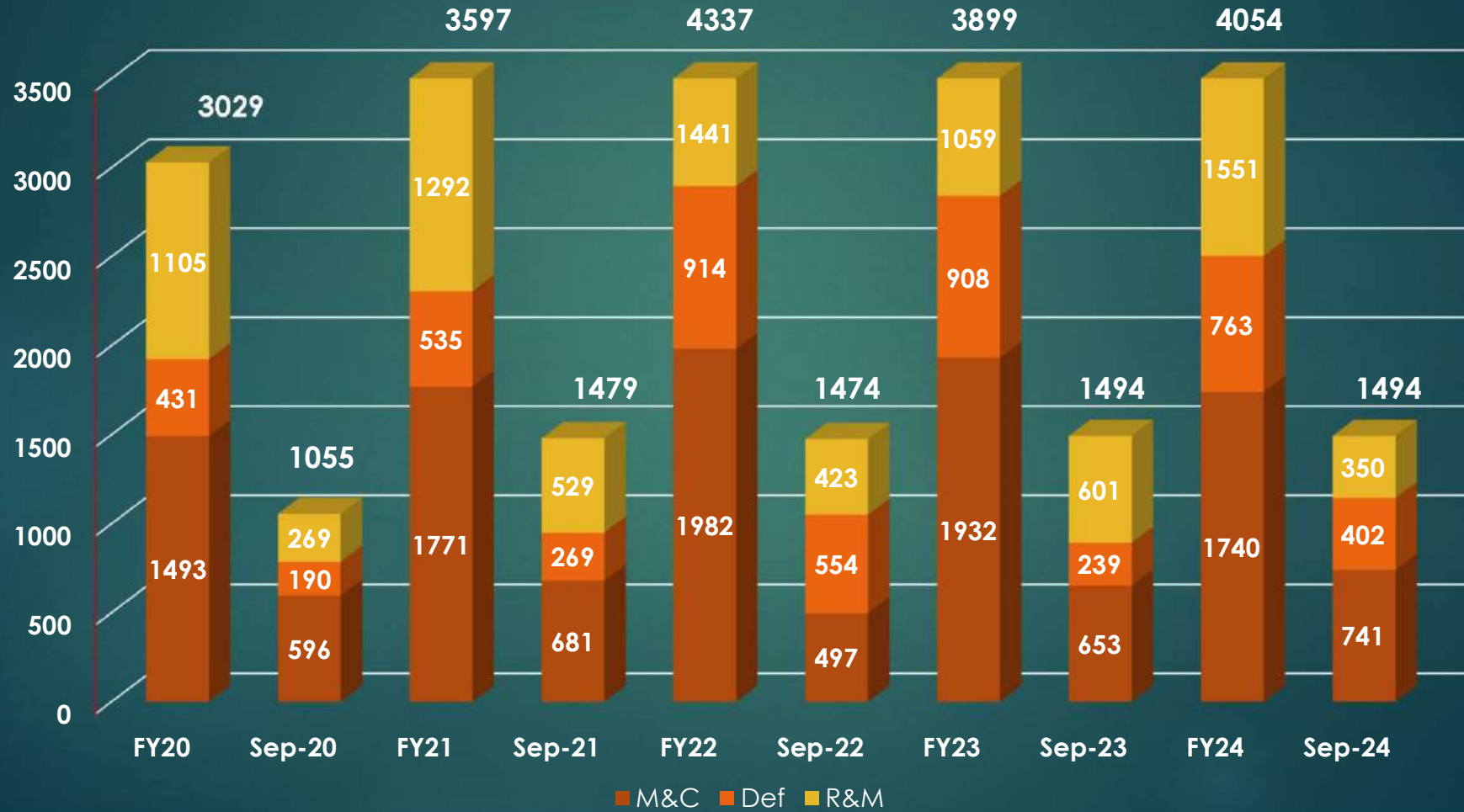


Profit Before Tax



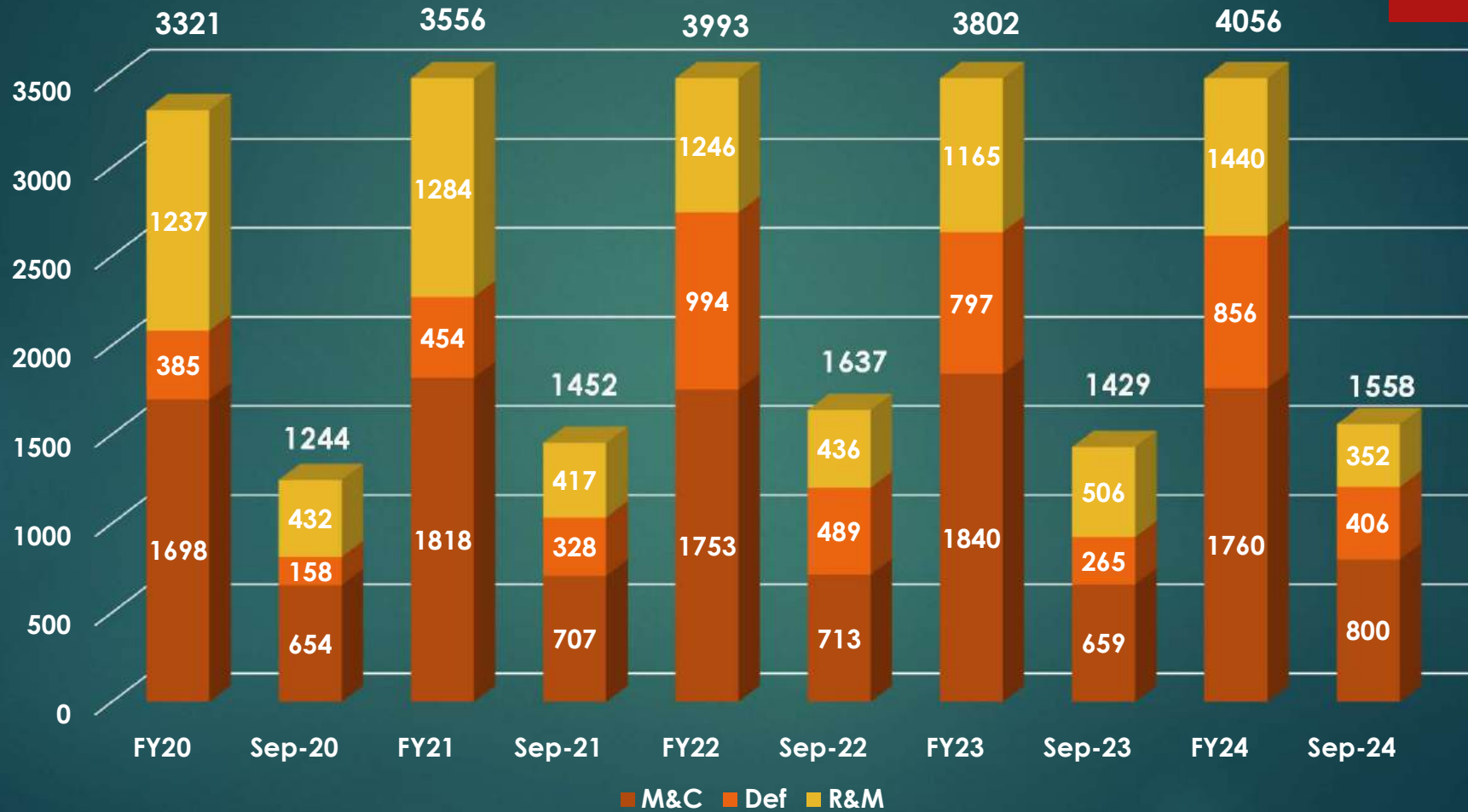
Revenue from Operation – Business Group wise

Rs in Crs



VoP – Business Group wise

Rs in Crs

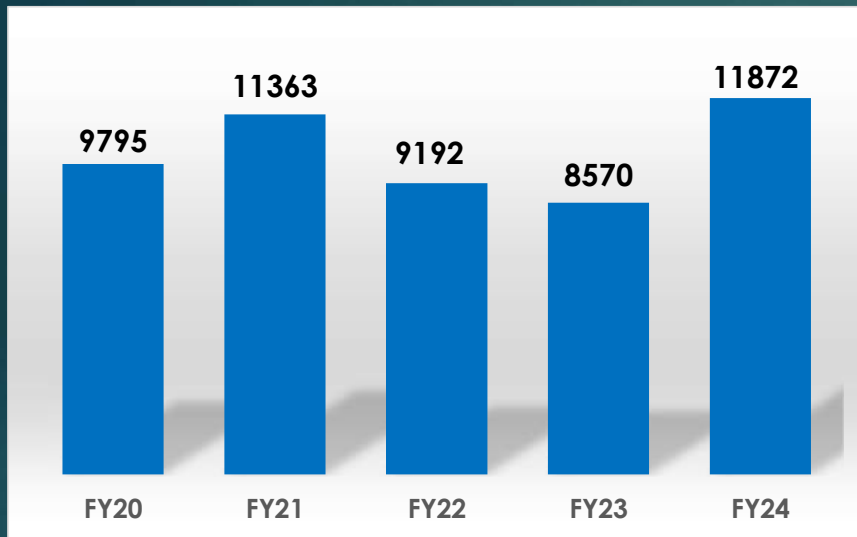


ORDER BOOK and FUTURE BUSINESS STRATEGY

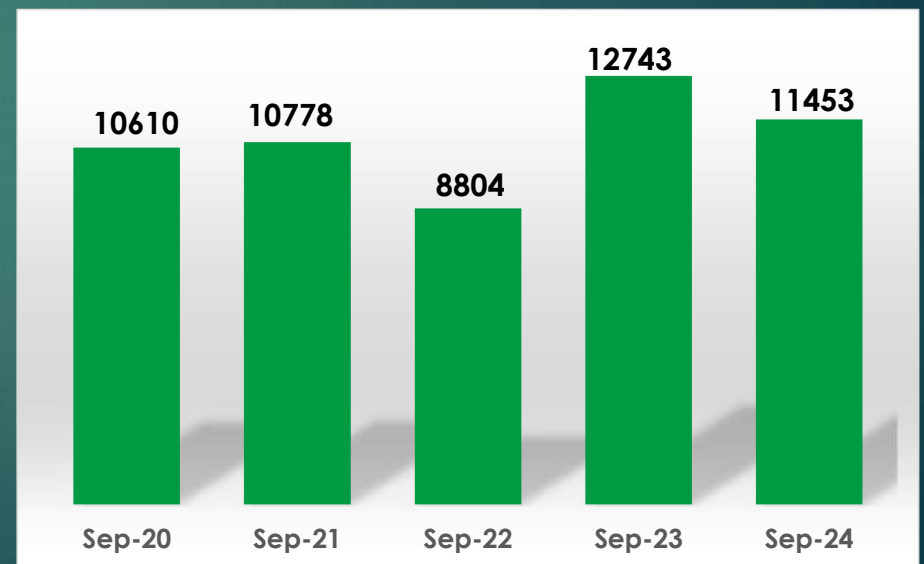
Rs in Crs



ORDER BOOK - Annual



ORDER BOOK – Half Year

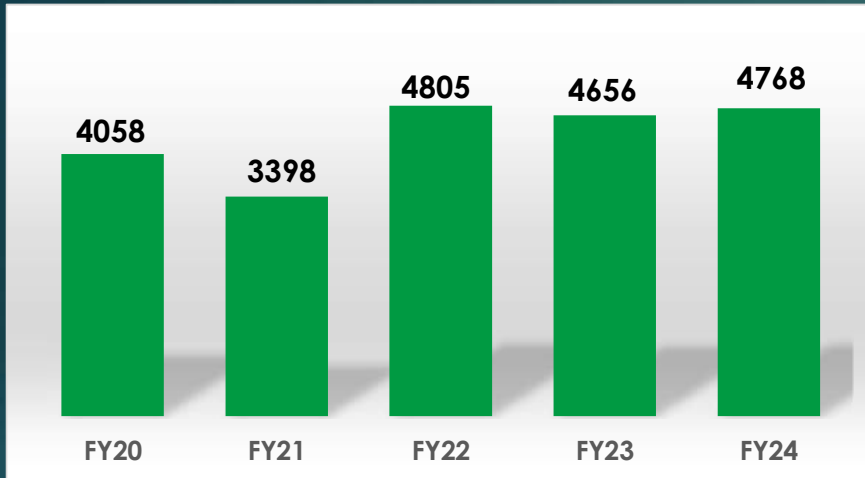


Collection and Employee Remuneration

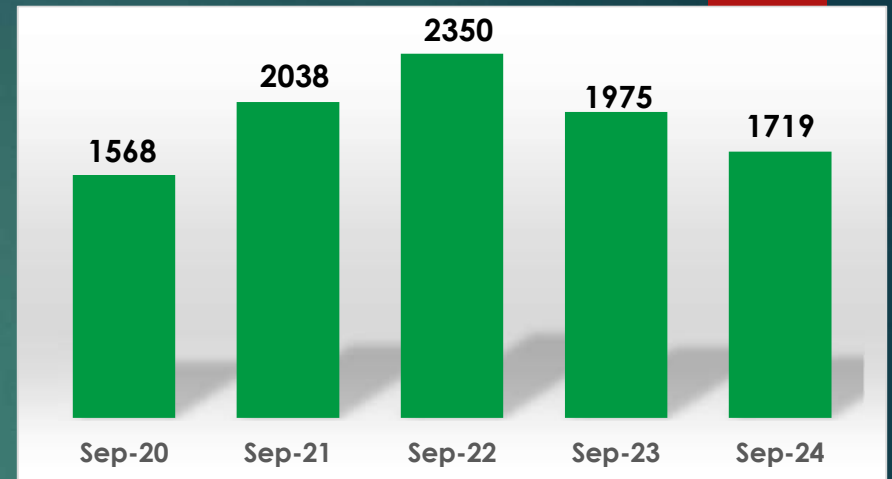
Rs in Crs



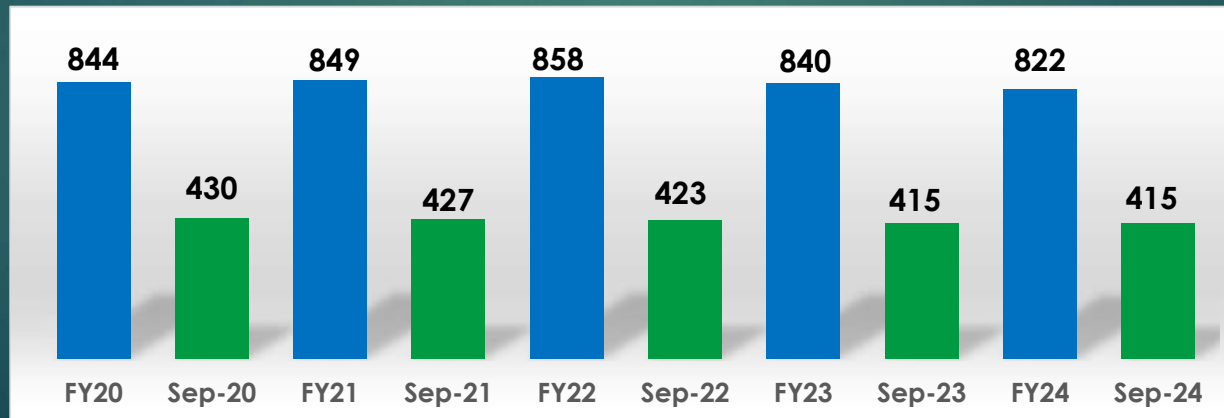
Collection - Annual



Collection - Half Year



Employee Remuneration - Annual/Half-Year

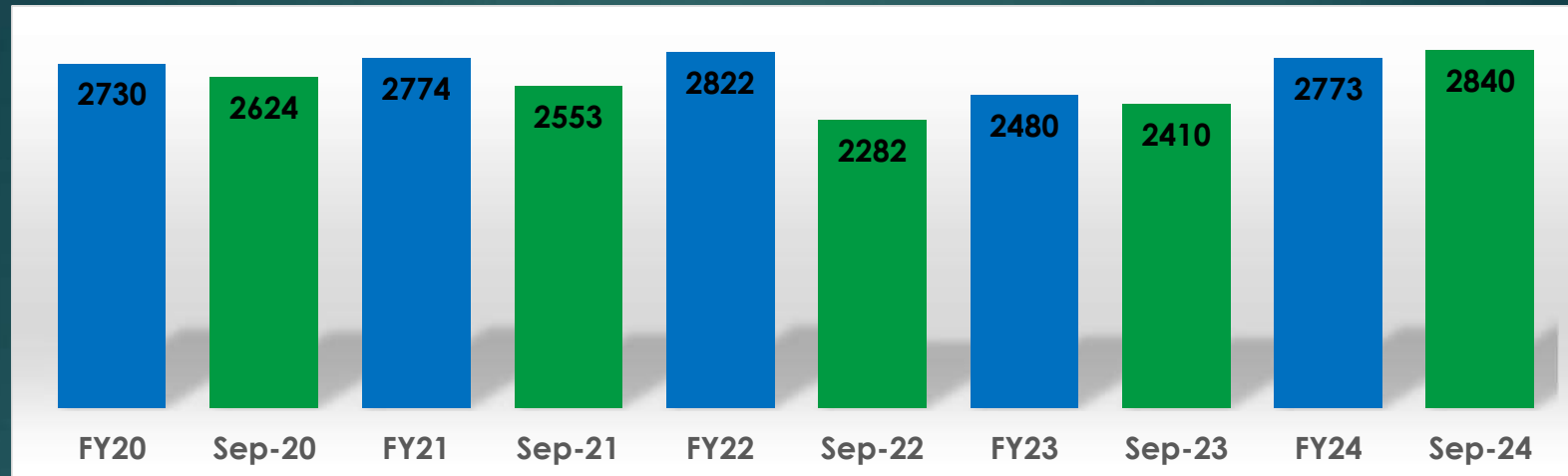


Working Capital and Net Worth

Rs in Crs



Working Capital



Net Worth

