



बी ई एम एल लिमिटेड
BEML LIMITED

(CIN: L35202KA1964GOI001530)

(A Govt. of India Mini Ratna Company under Ministry of Defence)

Winner of



Golden Peacock
Innovation Management Award

Manufacturing Units :

Bangalore Complex

Tel : 080-25242414
e-mail : bemlcmr@vsnl.com

KGF Complex

Tel : 08153-263020
e-mail : bemlede@vsnl.net.in

Mysore Complex

Tel : 0821-2402422
e-mail : bemlmys@sancharmet.in

International Business Division

Tel : + 91-80-2222 2730, 2223 3350
e-mail : office@export.beml.co.in

Technology Division

Tel : + 91-80-2296 3100-109
e-mail : office@ctd.beml.co.in

Trading Division

Tel : + 91-80-22963113
e-mail : office@trading.beml.co.in

Regional Offices :

Bilaspur

Tel : 07752-252082
e-mail : bilaspur@rm.beml.co.in

Chennai

Tel : 044-28270792
e-mail : chennai@rm.beml.co.in

Hyderabad

Tel : 040-23227032
e-mail : hyderabad@rm.beml.co.in

Kolkata

Tel : 033-22826314
e-mail : kolkata@rm.beml.co.in

Mumbai

Tel : 022-22049490
e-mail : mumbai@rm.beml.co.in

Nagpur

Tel : 0712-2248435
e-mail : nagpur@rm.beml.co.in

New Delhi

Tel : 011-23316500
e-mail : delhi@rm.beml.co.in

Ranchi

Tel : 0651-2560370
e-mail : ranchi@rm.beml.co.in

Sambalpur

Tel : 0663-2521604
e-mail : sambalpur@rm.beml.co.in

Singrauli

Tel : 07805-268260
e-mail : singrauli@rm.beml.co.in

BEML Service Centres :

Moula Ali, Hyderabad

Tel : 040-27240873
e-mail : sh@Zonal.beml.co.in

Ongole - Service Activity Centre
Mobile No. : 9440312607

Service Activity Centre
Katni - 483501 (M. P.)
Mobile No. : 9425156473

Service Centre & Stores

Kolkata - 700088
Tel : 033-24010782
e-mail : storeskolkata@rm.beml.co.in

Ref: CS/SEs/051

16.09.2019

National Stock Exchange of India
Limited
Listing Compliance Department
Exchange Plaza, Bandra-Kurla
Complex Bandra (East),
MUMBAI - 400 051

The BSE Limited
Listing Compliance Department
P.J.Towers, 26th Floor, Dalal
Street, MUMBAI - 400 001

Dear Sir/Madam,

Sub: **Presentation** of Analyst / Investors meet - under Regulation 30 of
SEBI (LODR) Regulations 2015 - Reg.

Ref: Our letter CS/SEs/49 dt. 13.09.2019

Please find enclosed a copy of Presentation made at the Analysts /
Investors meet held on 16.09.2019 at Corporate Office, Bengaluru for your
reference and records.

Thanking you.

Yours faithfully
For BEML LIMITED

S V Ravisekhar Rao 16/9/19

S V Ravisekhar Rao
Company Secretary & Compliance officer



Encl: As above

BEML LIMITED

WELCOMES

INVESTORS / ANALYSTS

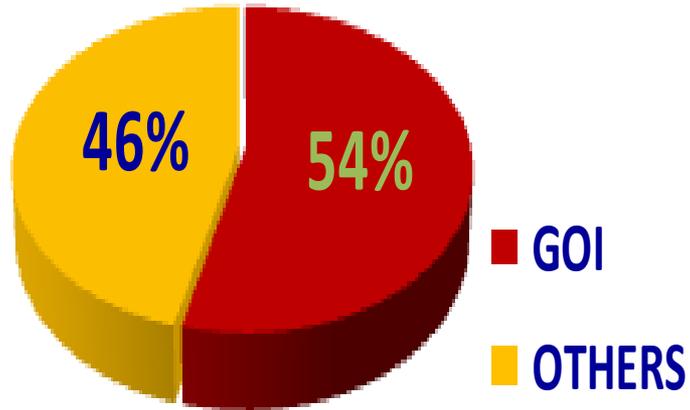
16th September 2019

DISCLAIMER

Statements in this presentation describing the Company's performance may be "forward looking statements" within the meaning of applicable securities laws and regulations. Actual results may differ materially from those directly or indirectly expressed, inferred or implied. Important factors that could make a difference to the Company's operations include, among others, economic conditions affecting demand/supply and price conditions in the domestic and overseas markets in which the Company operates, changes in or due to the environment, Government regulations, laws, statutes, judicial pronouncements and/or other incidental factors.

SHARE HOLDING PATTERN

EQUITY BASE



Category	As on 13.09.2019	As on 31.03.2019
Govt.of India	54.03%	54.03%
MFs	21.41%	20.31%
Indian Public	10.67%	10.89%
IFIs	5.71%	4.97%
Corp Bodies	3.24%	3.99%
FII's/FPI's	3.72%	3.71%
NRI's/ OCB's	0.76%	1.90%
Banks	0.03%	0.17%
Others	0.43%	0.03%
TOTAL	100.00%	100.00%

MANUFACTURING COMPLEX – BANGALORE



ADMINISTRATIVE BUILDING



METRO ROOF WELDING



U/F MAIN ASSY



CABLE DUCTS



BOGIE LOAD TEST



WATER TIGHTNESS TEST

MANUFACTURING COMPLEX – KOLAR GOLD FIELDS



**ADMINISTRATIVE BUILDING
– EM DIVISION**



DOZER SHOP



TRANSMISSION SHOP



R&D DIVISION



BMP TRANSMISSION



TEST TRACK

MANUFACTURING COMPLEX – MYSORE

TRUCK DIVISION



**ADMINISTRATIVE BUILDING
– TRUCK DIVISION**



HEAVY ASSEMBLY SHOP



WELDING ROBOT

ENGINE DIVISION



**ADMINISTRATIVE BUILDING
– ENGINE DIVISION**



ENGINE ASSEMBLY SHOP



**FLEXIBLE MANUFACTURING
SYSTEM**

MANUFACTURING COMPLEX – PALAKKAD



ADMINISTRATIVE BUILDING



HMV ASSEMBLY SHOP



UNDER CARRIAGE ASSEMBLY SHOP

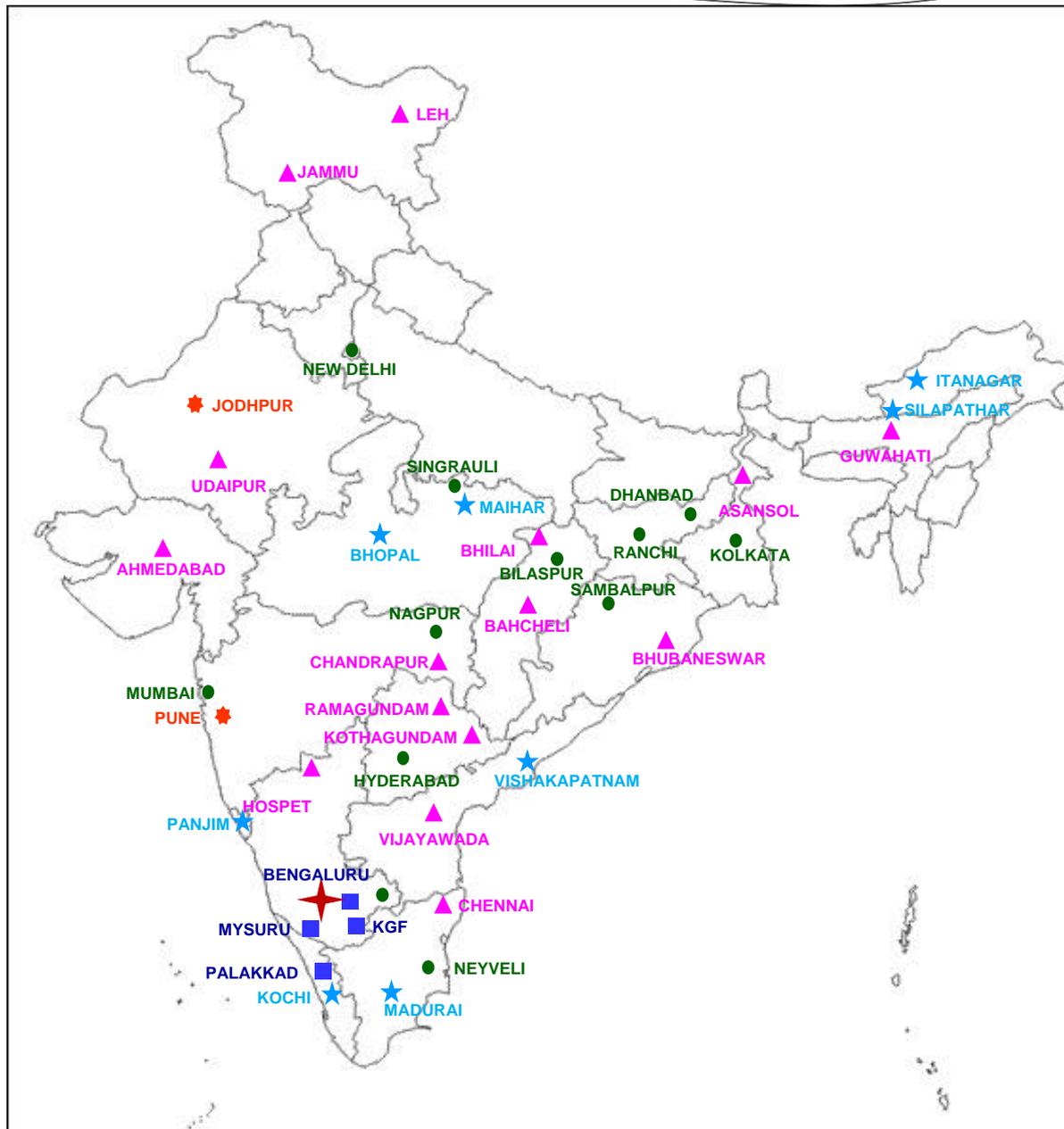


RAIL FACILITY

RESEARCH & DEVELOPMENT

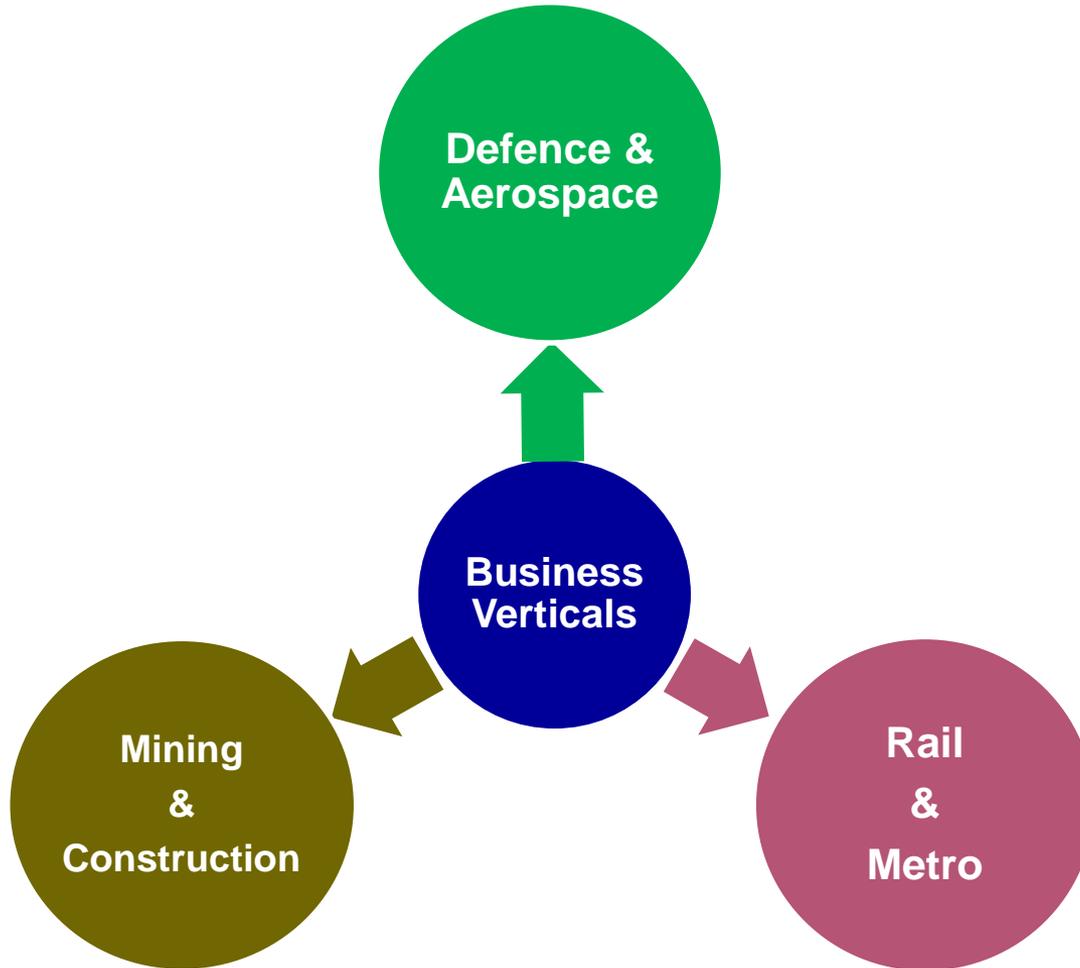
- R&D Centers at KGF, Mysore, Bangalore & Palakkad.
- R&D Complex at KGF established in 1987.
 - ❖ Powerline Lab
 - ❖ Structural Lab
 - ❖ Fluid Power Lab
 - ❖ Material Science Lab
 - ❖ CAD Centre
- 85 Patents Filed: Received 7 and 78 under Review.
- Industry Academia Interface
- Centre of Excellence at each Complex
- R&D Labs – used by CPSEs / Govt. Organizations / Private Sector

BEML's PRESENCE

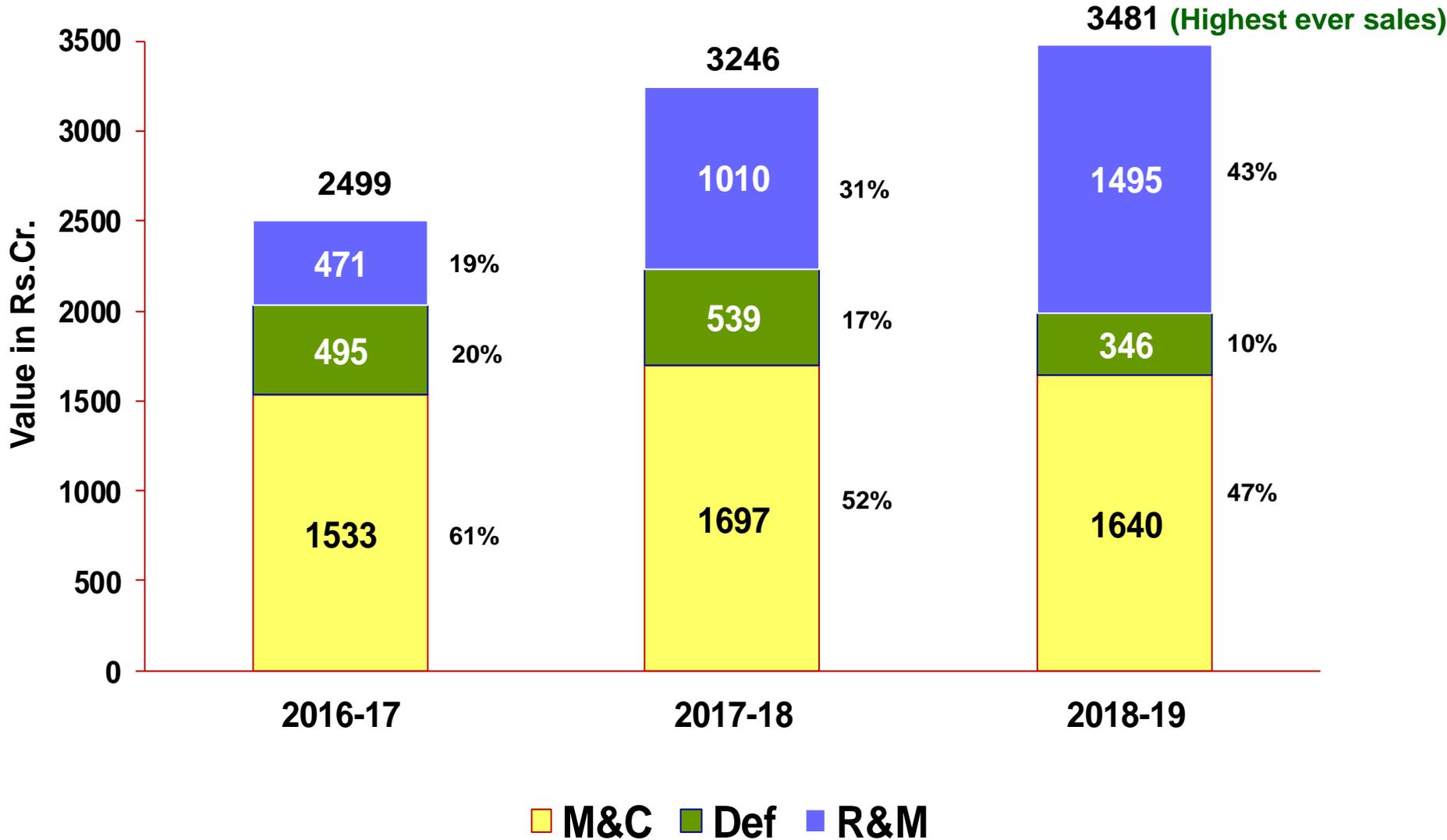


-  Corporate & Marketing HQ
-  Manufacturing Complexes - 4
-  Regional Offices - 12
-  District Offices - 15
-  Defence Spare Division
-  Activity Centres-8

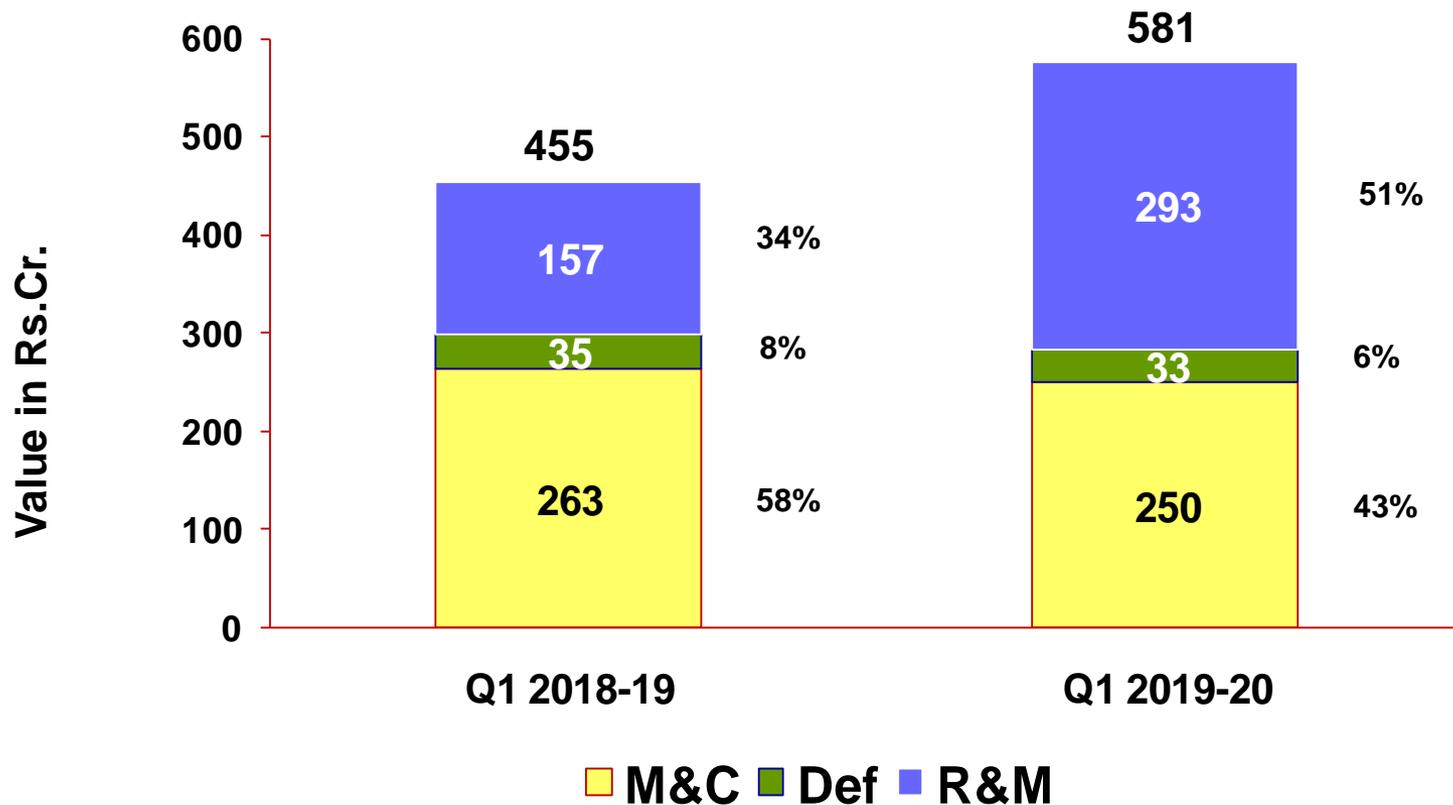
BUSINESS GROUPS



REVENUE FROM OPERATIONS

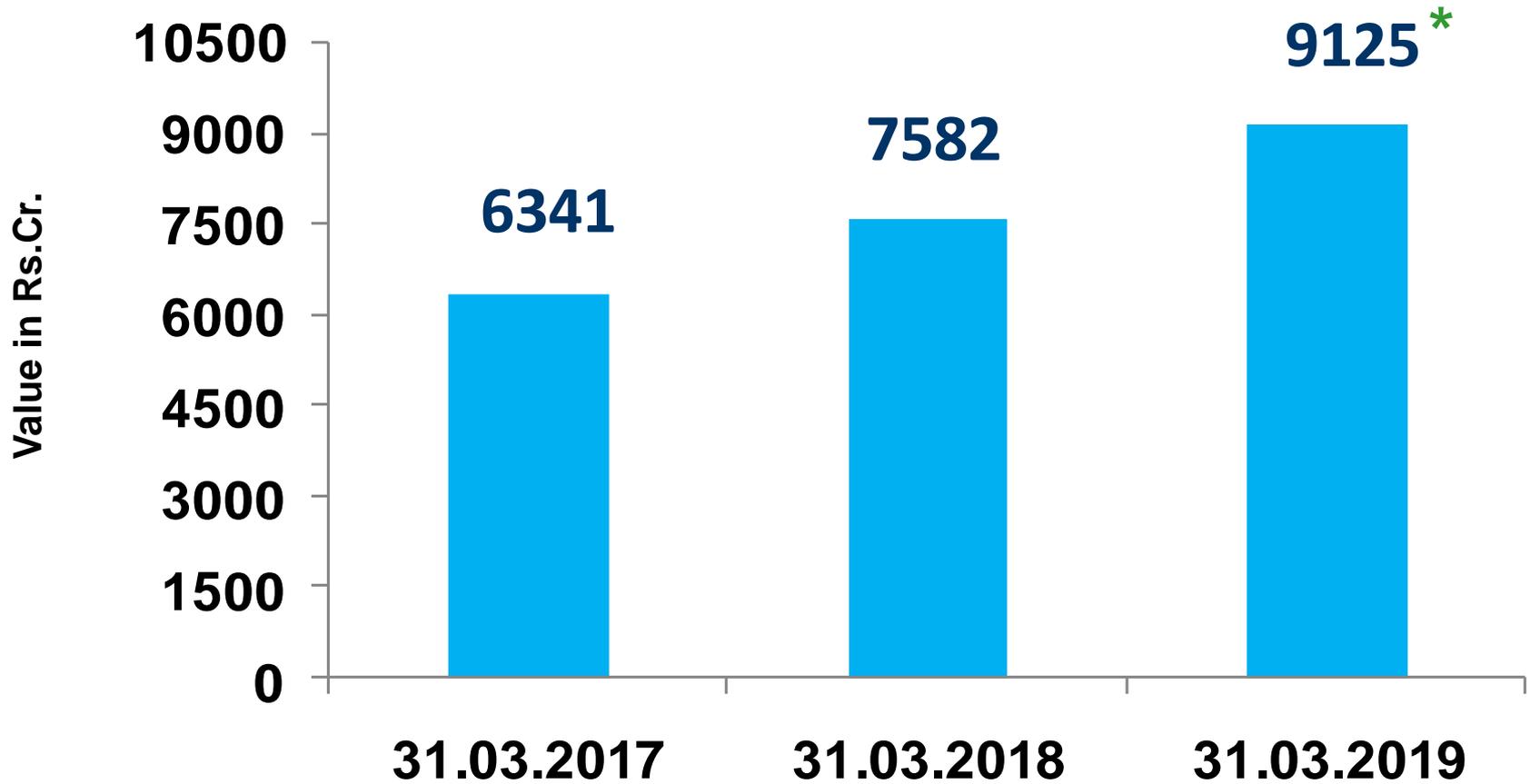


REVENUE FROM OPERATIONS



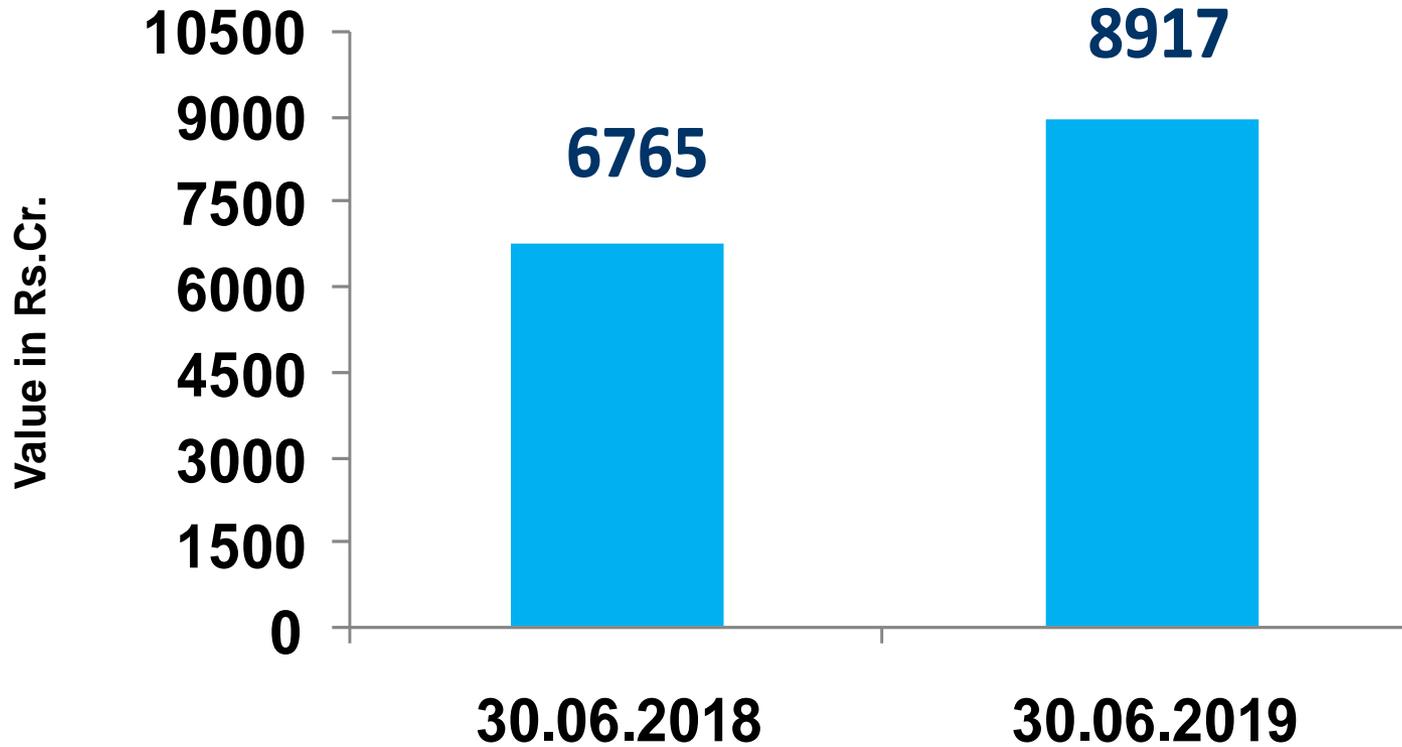
Revenue from Operation for FY 2018-19 was Rs. 3481 Crs

ORDER BOOK POSITION



* Highest ever Order Book Position

ORDER BOOK POSITION



Order Book Position end 31.03.2019 was Rs. 9125 Crs

Order Book Position as on 30.06.2019 & 31.03.2019

Order Book Position as on 30.06.2019

Rs. Crores

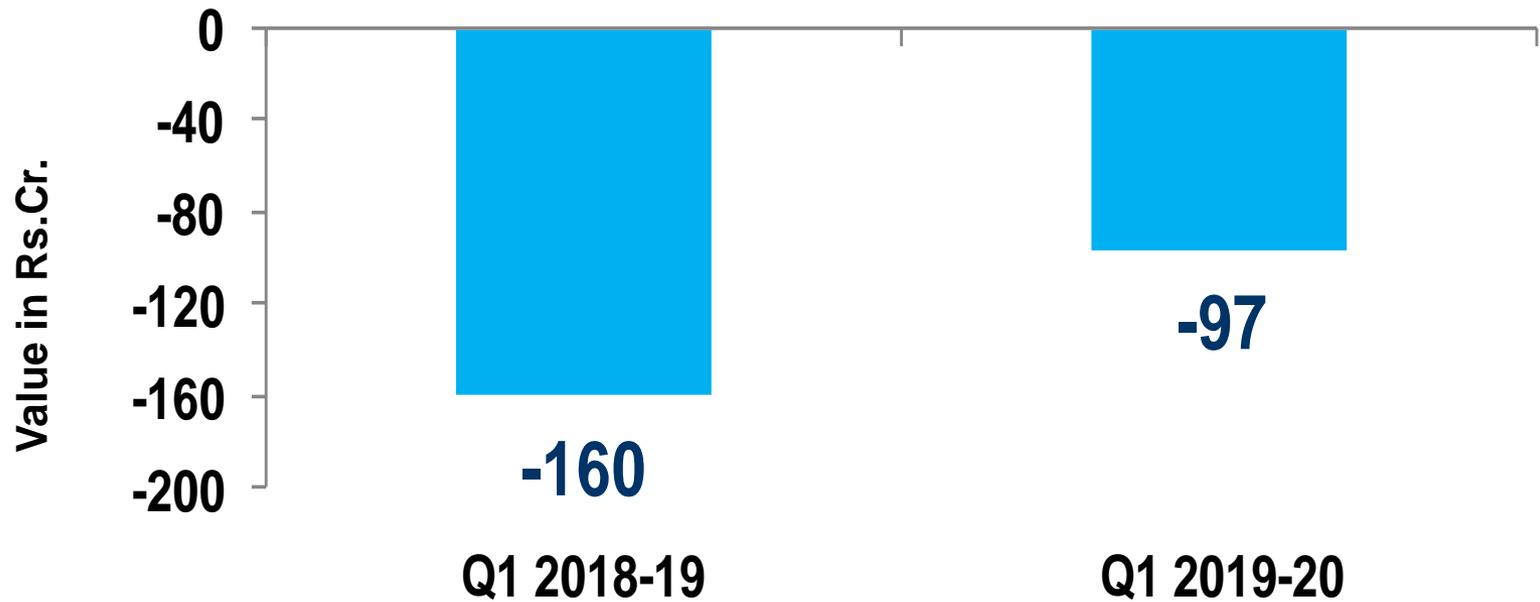
Sl No.	Details	As at beginning of the Q-1	Order booked during Q-1	Order executed during Q-1	Order book position as on 30.06.2019	
					Executable in 2019-20	Executable in Subsequent years
	Order Booking	9125	374	581	2751	6166
		9498			8917	

Order Book Position 2018-19

Rs. Crores

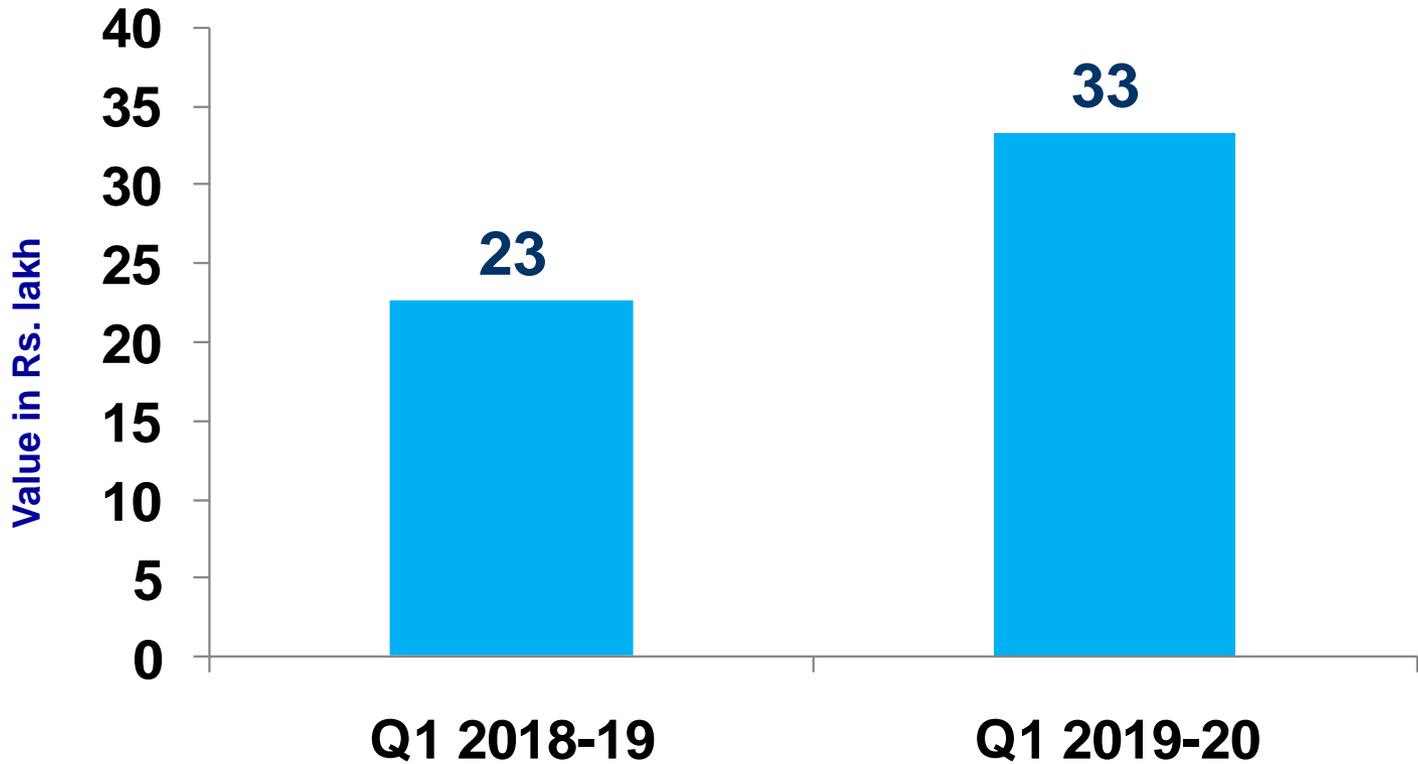
Sl No.	Details	As at the beginning of the year	Order booked during the Year	Order executed during the Year	Closing Order book position	
					Executable in 2019-20	Executable in Subsequent years
	Order Booking	6723	5883	3481	3015	6110
		12606			9125	

PROFIT BEFORE TAX



PBT for FY 2018-19 was Rs 131 Crs

VoP PER EMPLOYEE



VoP per Employee was Rs. 48 Lakhs for FY 2018-19

Inventory & Manpower Cost

Rs. Crores

Inventory	30.06.2018	30.06.2019	31.03.2019
Total Value	1768	1785	1702
No. of days to VoP (Net)	377	280	179

Rs. Crores

Manpower Cost	Q1 2018-19	Q1 2019-20	2018-19
Total Cost	197	202	802
% to VoP (Net)	43%	35%	23%



जाय हिंद