

Ref: CS/SE/453

Date:21.05.2024

National Stock Exchange of India Limited Listing Compliance Department Exchange Plaza, Bandra - Kurla Complex Bandra (East), MUMBAI - 400 051 <b>Symbol: BEML</b>	The BSE Limited Listing Compliance Department P.J. Towers, 26 <sup>th</sup> Floor, Dalal Street, MUMBAI - 400 001 <b>Scrip Code: 500048</b>
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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/450 dt. 16.05.2024

Please find enclosed herewith a copy of Presentation made at the Investors Analyst Meet hosted by Stock Broker **M/s Prabhudas Lilladher** on Tuesday, the 21<sup>st</sup> May, 2024 from 10:00 Hours to 11:00 Hours, at Mumbai.

Please find link of audio recordings of the proceeding of above-mentioned meeting:

<https://www.bemlindia.in/wp-content/uploads/2024/05/REC003.mp4>

Thanking you.

Yours faithfully

For BEML LIMITED

Jai Gopal Mahajan  
Executive Director (Finance)  
Company Secretary & Compliance officer  
ICSI Mem No.: 12578

Encl: As above

ಪ್ರಧಾನ ಕಛೇರಿ Corporate Office:

'ಬೆಂಗಳೂರು', ೨೩/೧, ೪ನೇ ಮುಖ್ಯರಸ್ತೆ, ಸಂಪಂಗಿರಾಮನಗರ, ಬೆಂಗಳೂರು - ೫೬೦೦೨೭. ದೂರವಾಣಿ ಸಂಖ್ಯೆ : +೯೧೮೦೨೨೨೨೩೦೬೫

ಫ್ಯಾಕ್ಸ್ ಸಂಖ್ಯೆ : +೯೧೮೦೨೨೨೦೪೦೯೯

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CIN:L35202KA1964GOI001530, GST NO. 29AAACB8433D1ZU

[www.bemlindia.in](http://www.bemlindia.in)



# BEML LTD

# INVESTORS MEET 21.05.2024





## 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.**

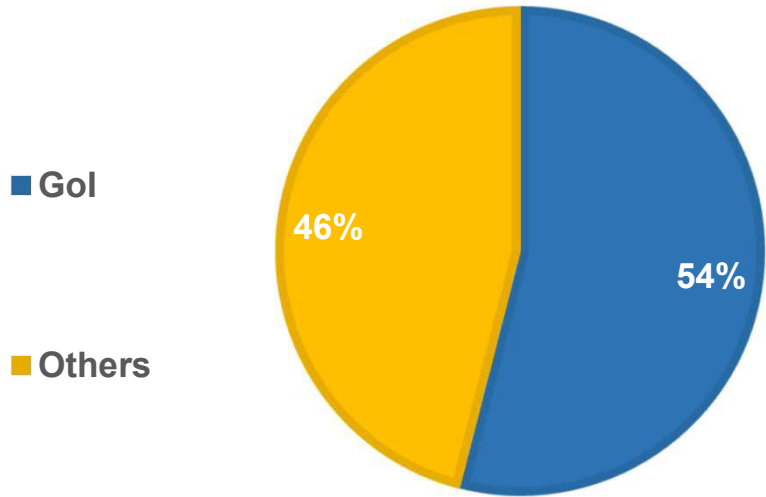
# About BEML Limited

Incorporated: 11<sup>th</sup> May 1964

A Mini Ratna 'Category 1' Company under the Ministry of Defence, Govt. of India.

Serves Core Sectors of Economy: Defence & Aerospace, Coal, Mining, Steel, Cement, Power, Irrigation, Construction, Infrastructure, Railways and Metro Transportation System.

## EQUITY BASE

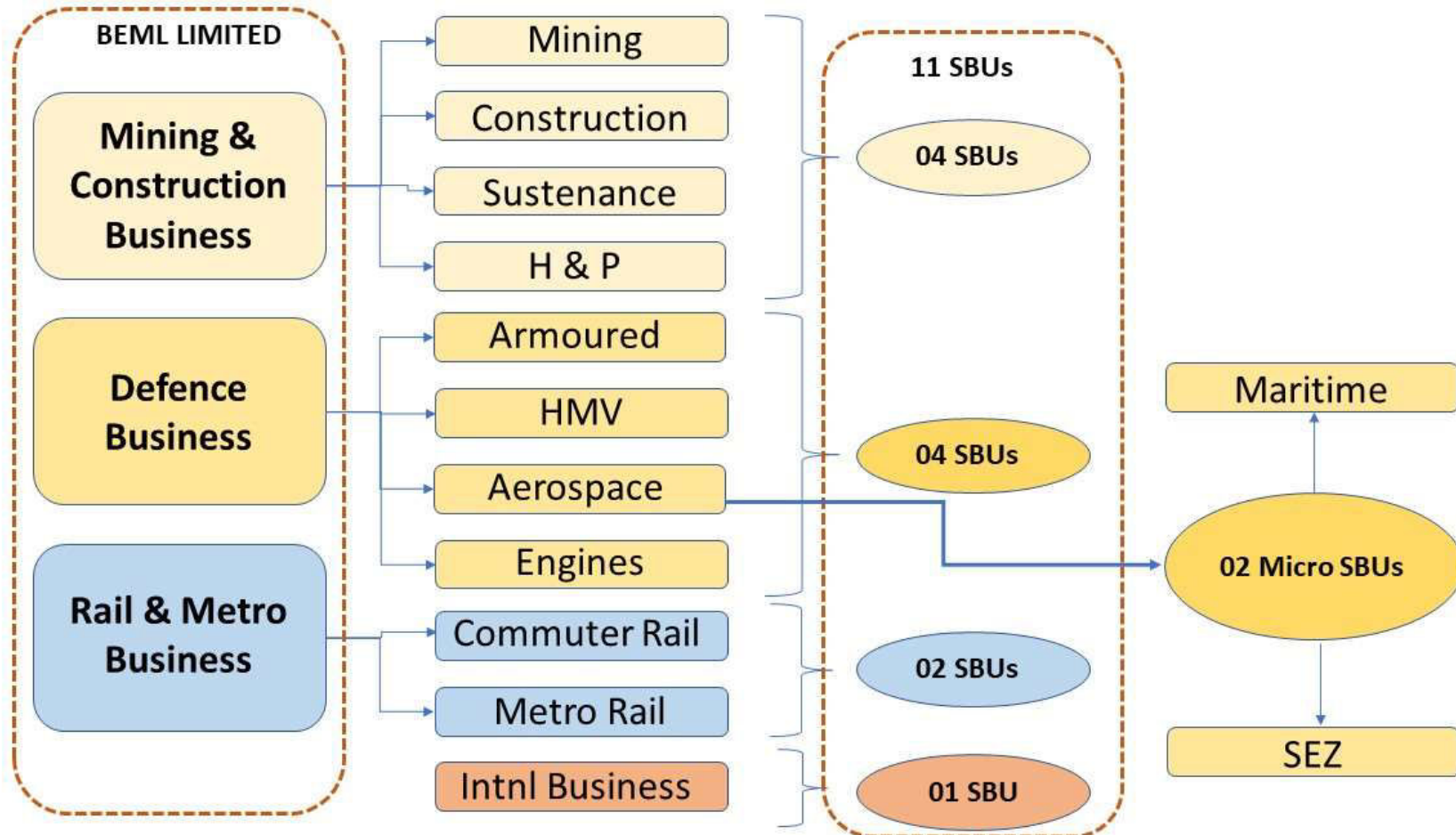


## BUSINESS GROUPS

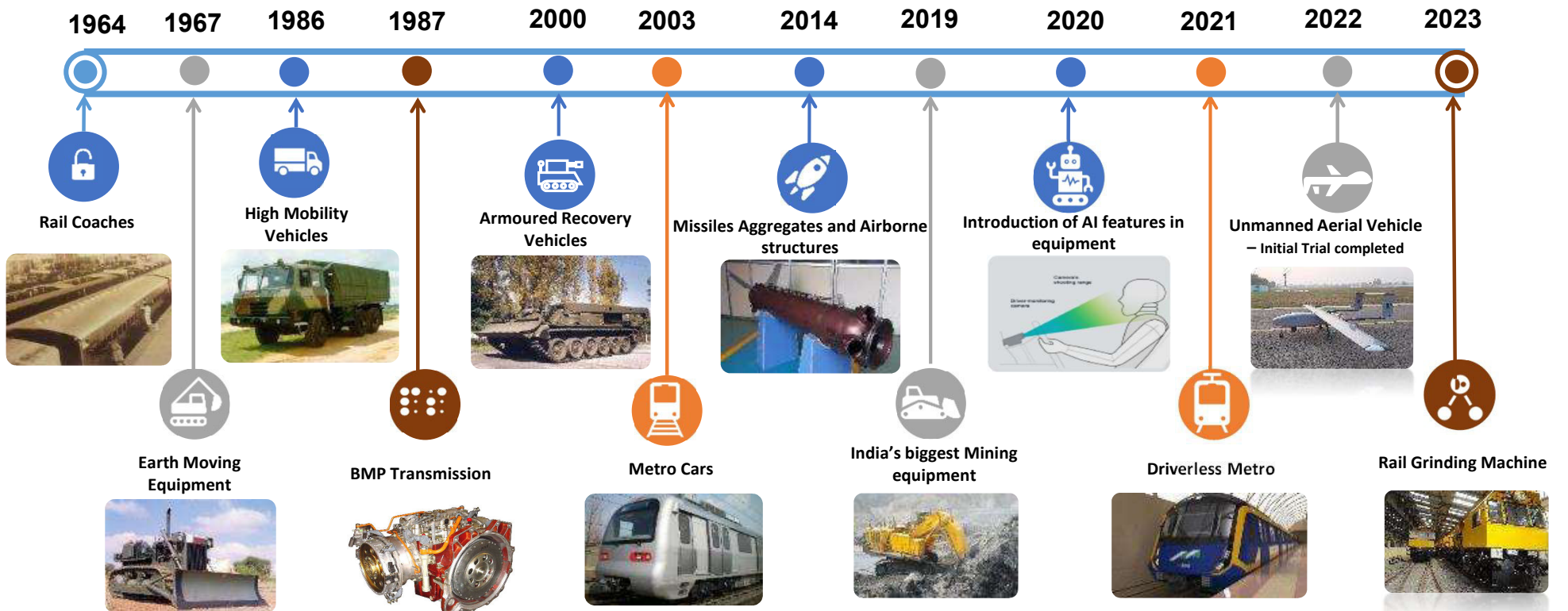


# SBU Concept – Way Forward towards Growth

From April 1<sup>st</sup>, 2024, BEML reorganized into 11 Strategic Business Units (SBU) and 2 Micro SBUs.



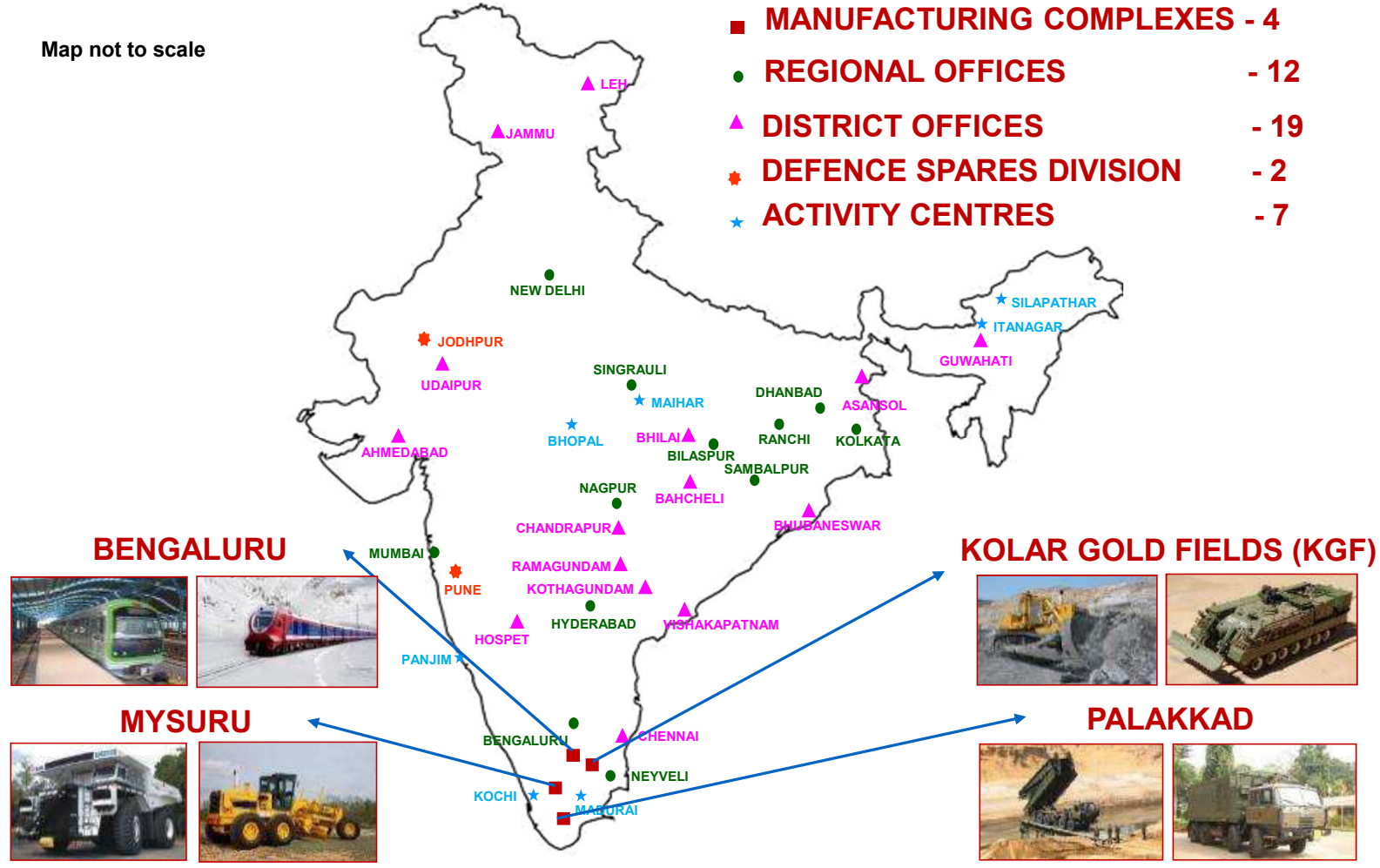
# EVOLUTION



# PAN INDIA - NETWORK

Map not to scale

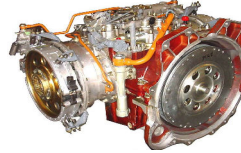
- MANUFACTURING COMPLEXES - 4
- REGIONAL OFFICES - 12
- ▲ DISTRICT OFFICES - 19
- ★ DEFENCE SPARES DIVISION - 2
- ★ ACTIVITY CENTRES - 7



# Major Products Manufactured by BEML Limited

## DEFENCE & AEROSPACE

- High Mobility Vehicles (HMV)
  - ❖ Bridge Systems
  - ❖ Missile Launchers
  - ❖ Radar Systems
- Combat Mobility Vehicles
  - ❖ Armoured Recovery Vehicle
  - ❖ Armoured Repair & Recovery vehicle
  - ❖ Mine Ploughs
- Aggregates for Combat Vehicles
  - ❖ Transmission
  - ❖ Ejector & Air Cleaner
  - ❖ Hull for Combat Vehicles
- 1500 HP Engine
- Aircraft Towing tractors
- Aircraft Weapon Loader
- Ground Support & Handling Equip.
- Tank Transportation Trailers
- Milrail Wagons
- Rocket Motor Casings for Missile
- Airborne Structure & Assemblies
- Construction eqpt to E-in-C, DGBR



## MINING & CONSTRUCTION

- Bull Dozers (90 – 860 FHP)
- Dump Trucks (35 Ton–205 Ton)
- Excavators (0.3 - 12 Cu.m)
- Shovels / Walking Dragline
- Water Sprinklers (28000 – 70000 Litres)
- Motor Graders (137, 145 & 285 HP)
- Loaders
- Pipe Layers
- Wheeled Dozers
- Tyre Handlers
- Under Ground Mining Equipment



## RAIL & METRO

- Metro Cars - Delhi, Bengaluru, Jaipur, Kolkata, Mumbai (Driverless)
- Electrical Multiple Units
- Maintenance Vehicles – Diesel Electric Tower Car, Rail Grinding Machine, Catenary Maintenance Vehicle
- Semi high speed Vande Bharat Sleeper Train
- Steel and Aluminum Wagons
- Passenger Trains





## MAJOR ACCOMPLISHMENT

8950 BEML High Mobility Vehicles

350 Armoured Recovery Vehicles

3210 Trailers / Military Wagons

6 sets (330 Nos.) Pontoon Bridge System

33300 Mining & Construction Equipment

28400 Engines (76HP – 700HP)

18000 Rail Coaches, 80 RGM and 970 EMUs

1950 Metro Cars

₹ 7000 Crores to 71 Countries

Defence

Mining & Construction

Rail & Metro

Exports



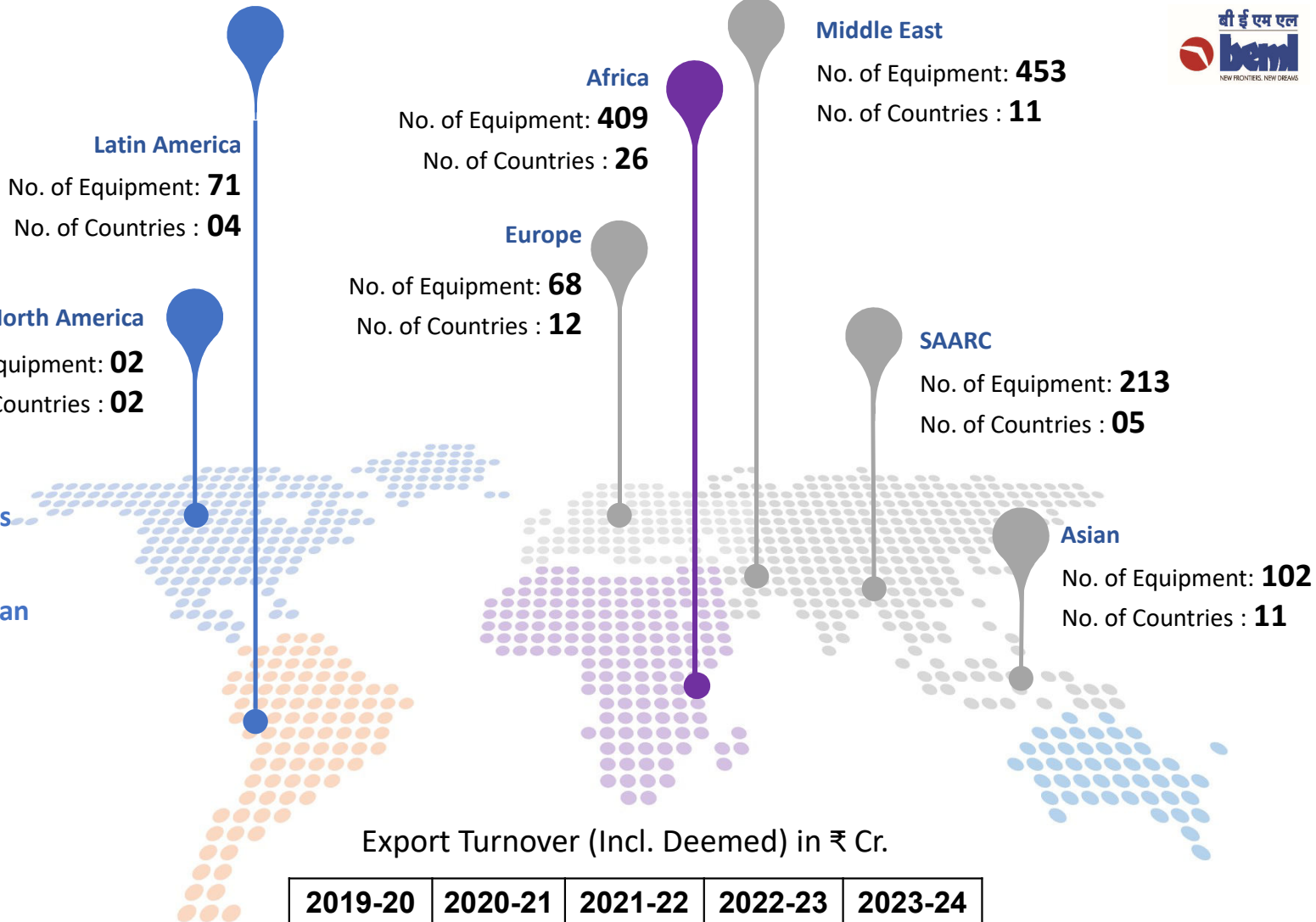
## MAJOR ACHIEVEMENTS DURING 2023-24



- ❖ Maiden test-firing of India's First indigenously made **1500 hp engine for Main Battle Tanks** accomplished at Mysore Complex.
- ❖ Commenced production of India's maiden **Vande Bharat sleeper trainset** at Bangalore complex.
- ❖ Supply of India's first indigenously designed and developed **BRS21 Rope Shovel** commenced from KGF Complex.
- ❖ Bagged order worth Rs. 3200 crore for supply of Metro cars from BMRCL.
- ❖ Successfully realized First off Structure for **Launch Vehicle Mark 3** Program of Strap on Base Shroud (SBS) Assembly for ISRO.
- ❖ Trial run of metro coaches commenced through India's first underwater river tunnel at Howrah.



# GLOBAL MARKET



Exported **1300 + Equipment to 71 countries**

Defence : **Israel, Suriname, Honduras & Bhutan**

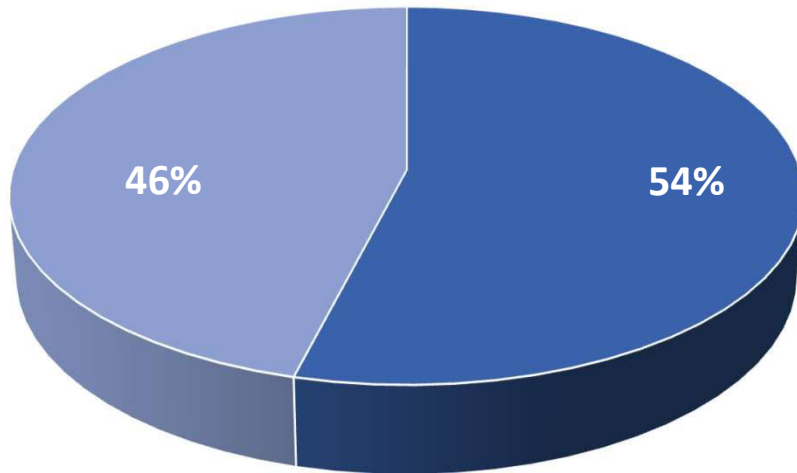
Railway : **Sri Lanka & Bangladesh**

Mining & Construction : **Across the Globe**

Export Turnover (Incl. Deemed) in ₹ Cr.

2019-20	2020-21	2021-22	2022-23	2023-24
62	463	565	830	1066

## SHARE HOLDING PATTERN



■ Gol ■ Others

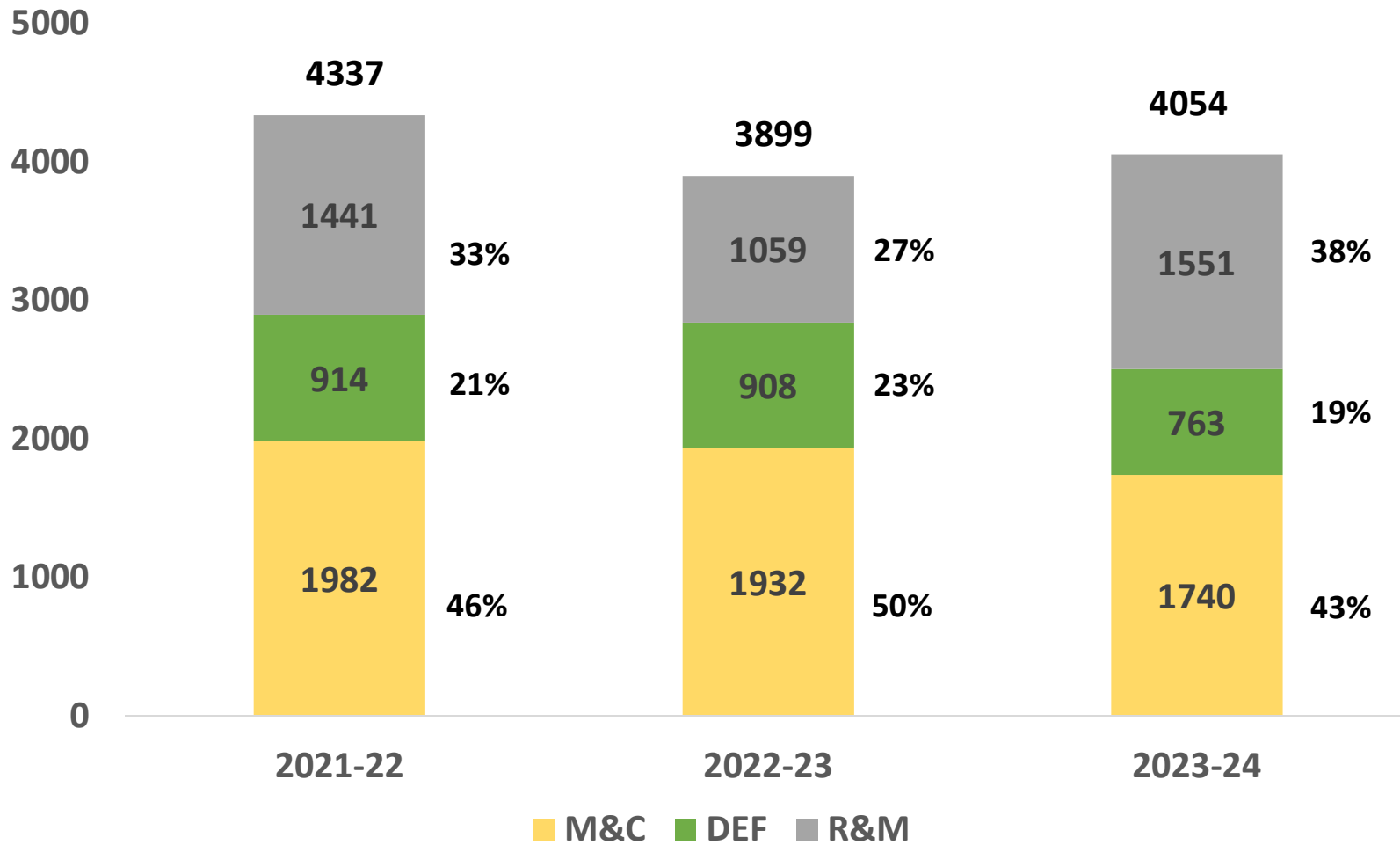
Category	As on 31.03.2024	As on 31.03.2023
Government of India	54.03%	54.03%
Mutual Funds	16.34%	17.75%
Resident Individuals	14.98%	15.95%
Foreign Portfolio - CORP	9.51%	5.45%
Bodies Corporates	1.44%	2.42%
Qualified Institutional Buyer	1.26%	1.45%
Non-Resident Indians	0.66%	0.89%
H U F	0.59%	0.54%
Alternative Investment Fund	0.19%	0.52%
Trusts	0.06%	0.45%
Non Resident Indian Non Repatriable	0.34%	0.35%
IEPF	0.18%	0.17%
Clearing Members	0.42%	0.04%
<b>Total</b>	<b>100.00%</b>	<b>100.00%</b>

## KEY HIGHLIGHTS

PARTICULARS	Unit	2020-21	2021-22	2022-23	2023-24
Market Capitalization	Rs. Cr.	5228	7566	5235	13255
Share Price (as on end period)	Rs.	1255	1817	1257	3183
Net Worth	Rs. Cr.	2224	2307	2395	2643
Working Capital	Rs. Cr.	2774	2822	2480	2773
Manpower	No.	6053	5573	5197	4888
EBITDA %	%	5.63%	7.40%	9.97%	11.98%
R&D Exp	Rs. Cr.	133	103	75	87
R&D Exp as % of Sales	%	3.73%	2.48%	1.95%	2.19%
Sales from R&D Developed products	%	69%	88%	76%	87%
Sales on Competition Mode %	%	74%	71%	73%	76%
Outsourcing as % of VoP	%	49%	51%	48%	50%
Procurement from MSME to total domestic procurement	%	30%	32%	32%	31%
CSR as % of PBT	%	4%	3%	4%	3%
Green Energy for Captive Consumption	%	94%	85%	91%	98%

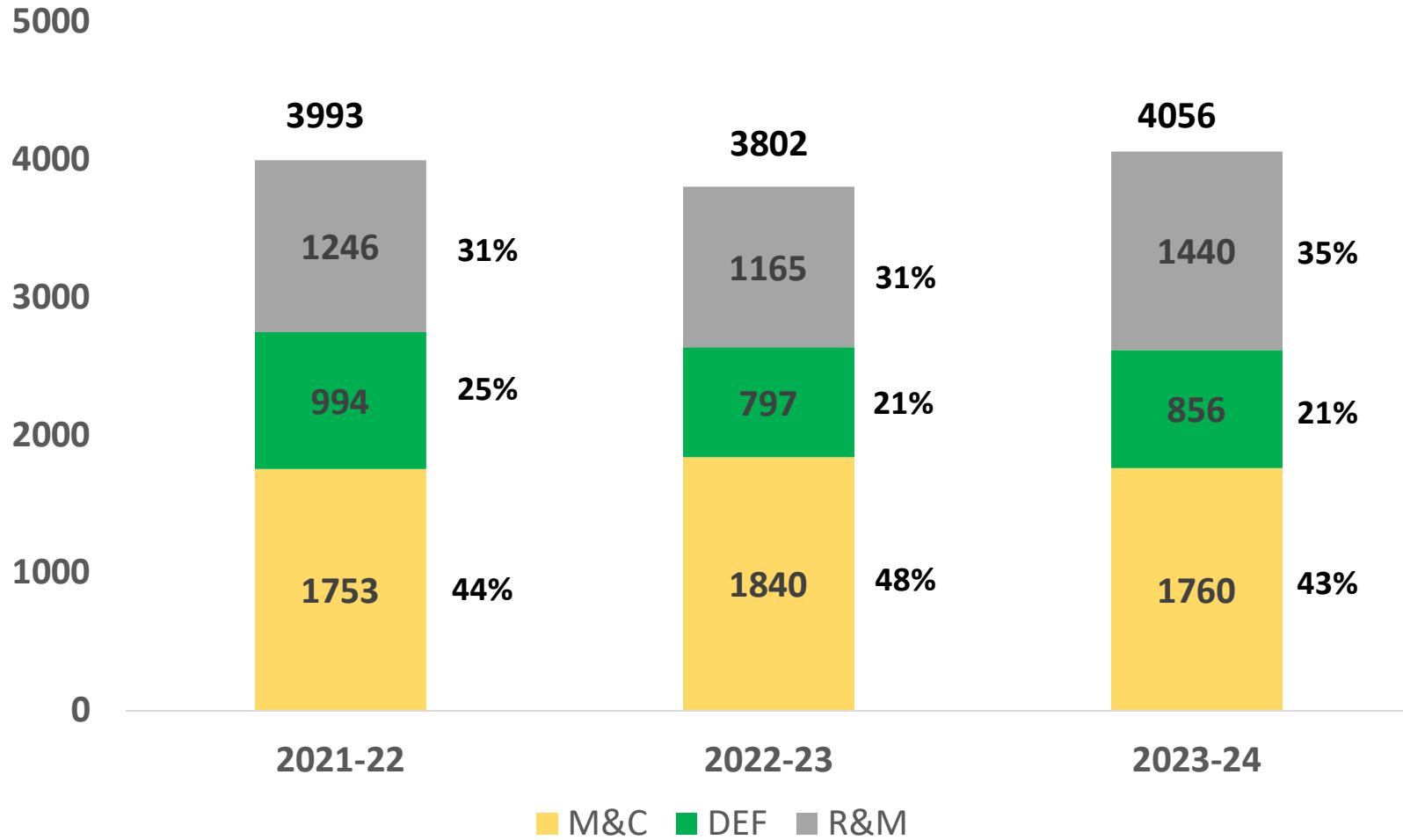
# REVENUE FROM OPERATIONS

₹ Crs.



# VALUE OF PRODUCTION

₹ Crs.

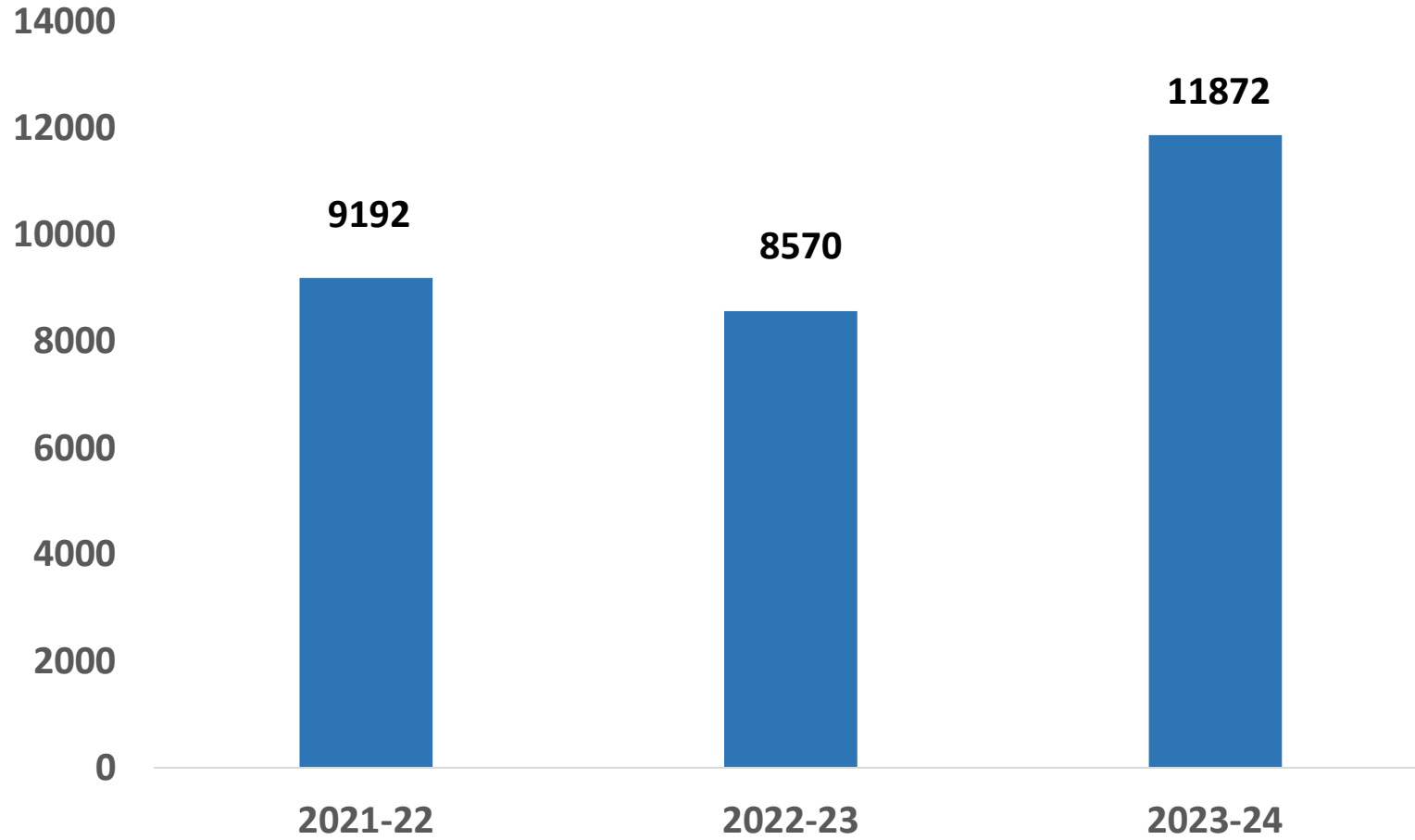




# ORDER BOOK

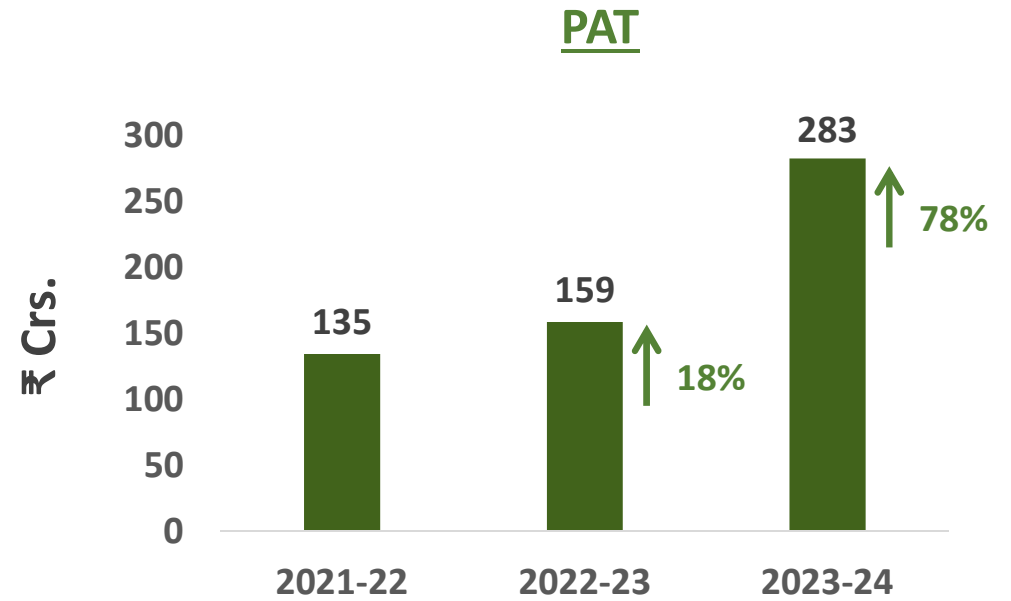
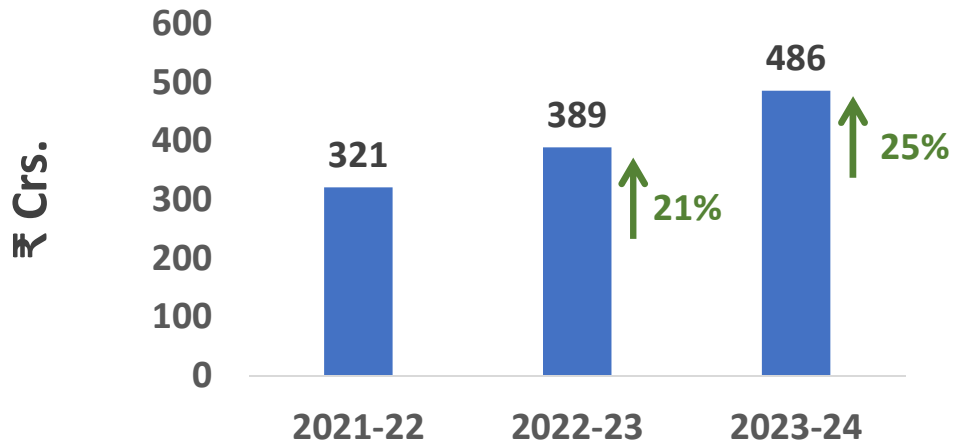


₹ Crs.

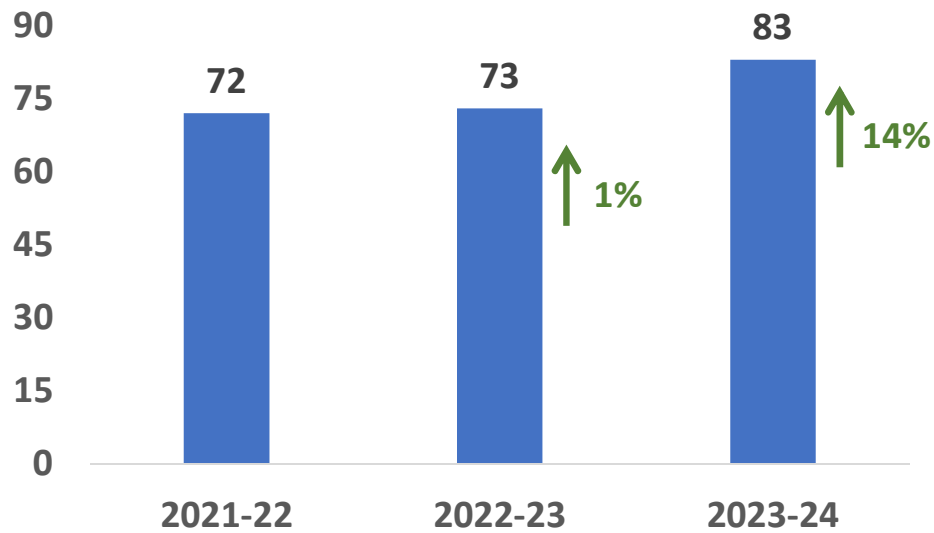




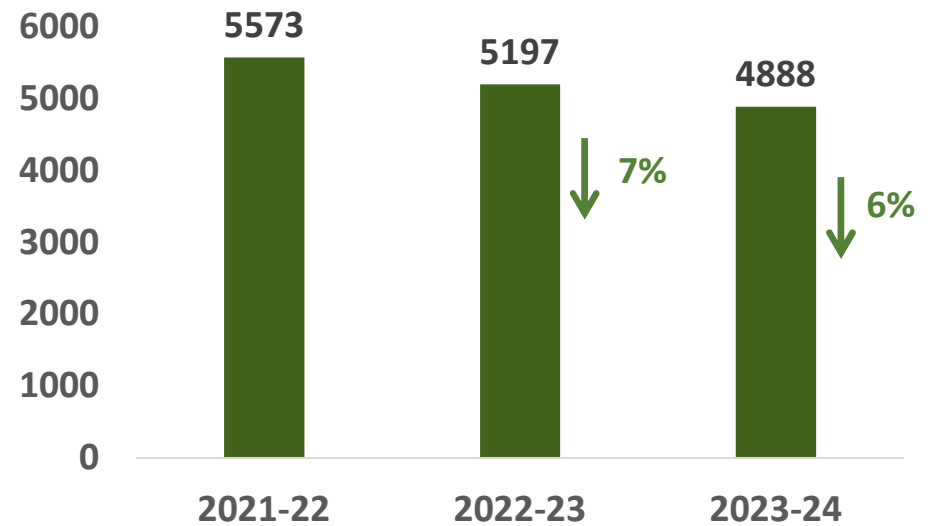
## Gross Margin



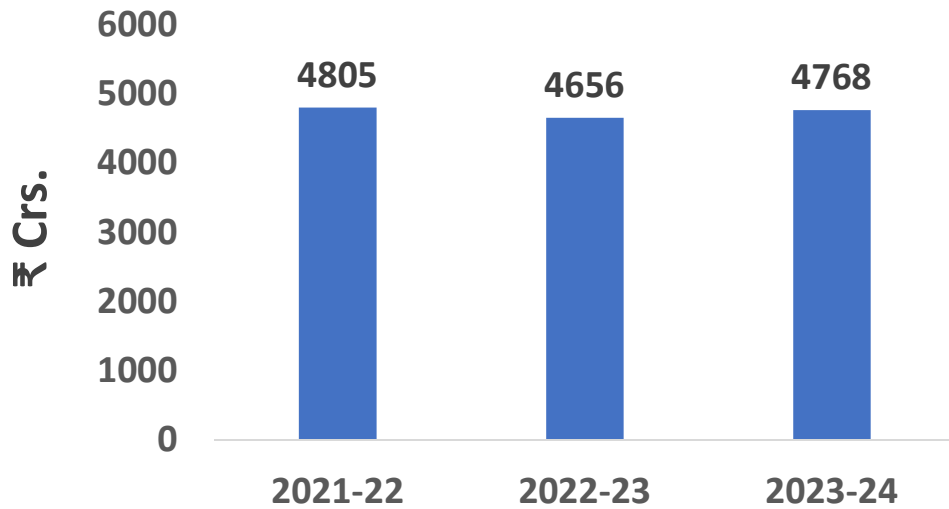
### VoP per Employee (₹ in Lakh)



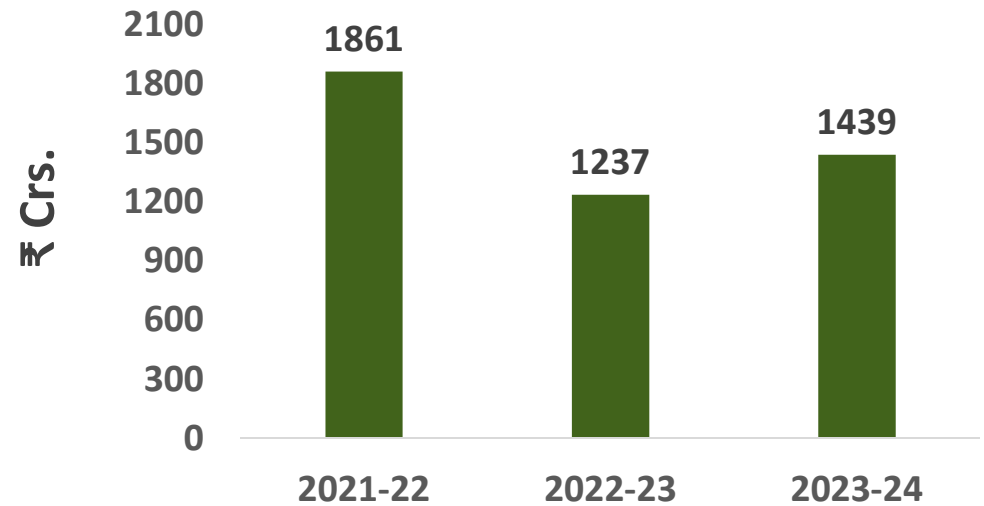
### Manpower



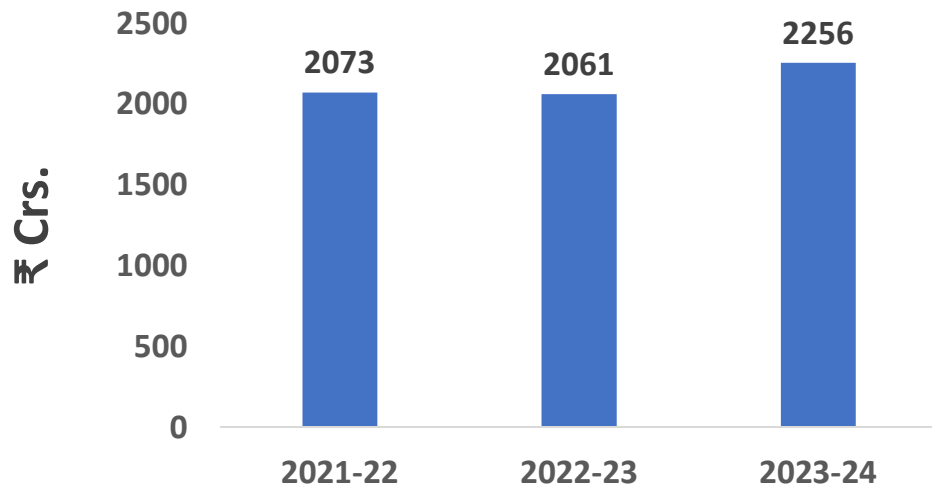
## Collection



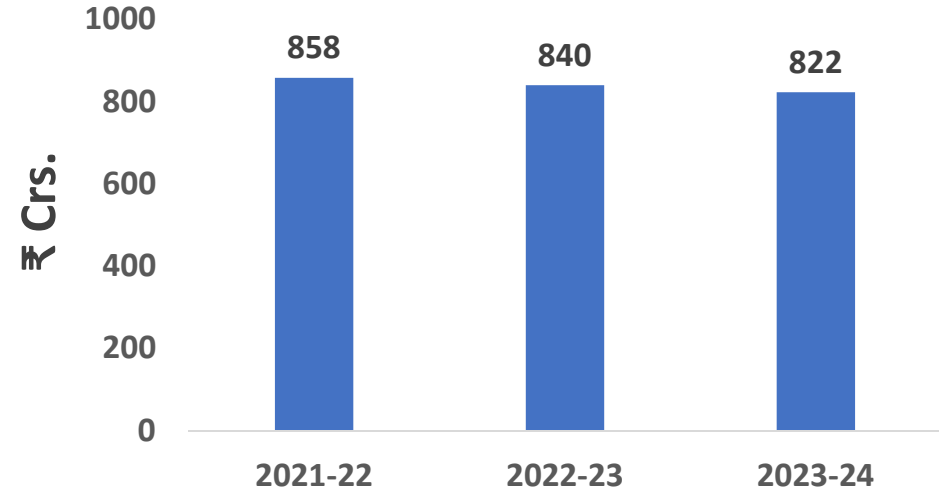
## DEBTORS



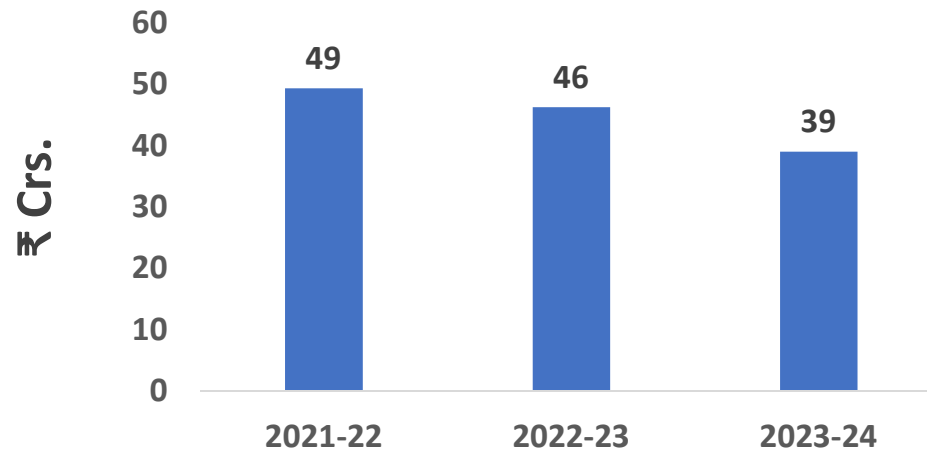
### Inventory



### Employee Cost



### Finance Cost





**Bangalore Complex**



**Earth Moving Division, KGF**



**Truck Division, Mysuru**



**Engine Division, Mysuru**



**Palakkad Complex**



**R&D Centre, KGF**



**धन्यवाद**