

Ref: CS/SE/345

Date:27.06.2023

To,

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 of Analysts / Investors meet - under Regulation 30 of SEBI (LODR) Regulations 2015 – Reg

Ref: Our letter CS/SEs/339 dt. 22.06.2023

Please find enclosed herewith a copy of Presentation made at the Investors Analyst Meet hosted by Stock Broker **M/s Kotak Securities Limited** on Tuesday, the 27th June, 2023 from 1400 Hours, through Virtual mode.

Please find link of video recordings of the proceeding of above-mentioned webinar:

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

Thanking you.

Yours faithfully

For BEML LIMITED

Jai Gopal Mahajan
Company Secretary & Compliance officer

Encl: As above

ಪ್ರಧಾನಕಛೇರಿCorporate Office:

'ಬೆಮೆಲ್ಸೌಡ್ಹಾ', ೨೩/೧, ೪ನೇಮುಖ್ಯರಸ್ತೆ, ಸಂಪಂಗಿರಾಮನಗರ, ಬೆಂಗಳೂರು - ೫೬೦೦೨೭. ದೂರವಾಣಿ ಸಂಖ್ಯೆ : +೯೧೮೦೨೨೯೬೩೧೪

ಫ್ಯಾಕ್ಸ್ ಸಂಖ್ಯೆ : +೯೧೮೦೨೨೯೬೩೧೪

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

CIN:L35202KA1964GOI001530, GST NO. 29AAACB8433D1ZU

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Investors Meet

27th June 2023



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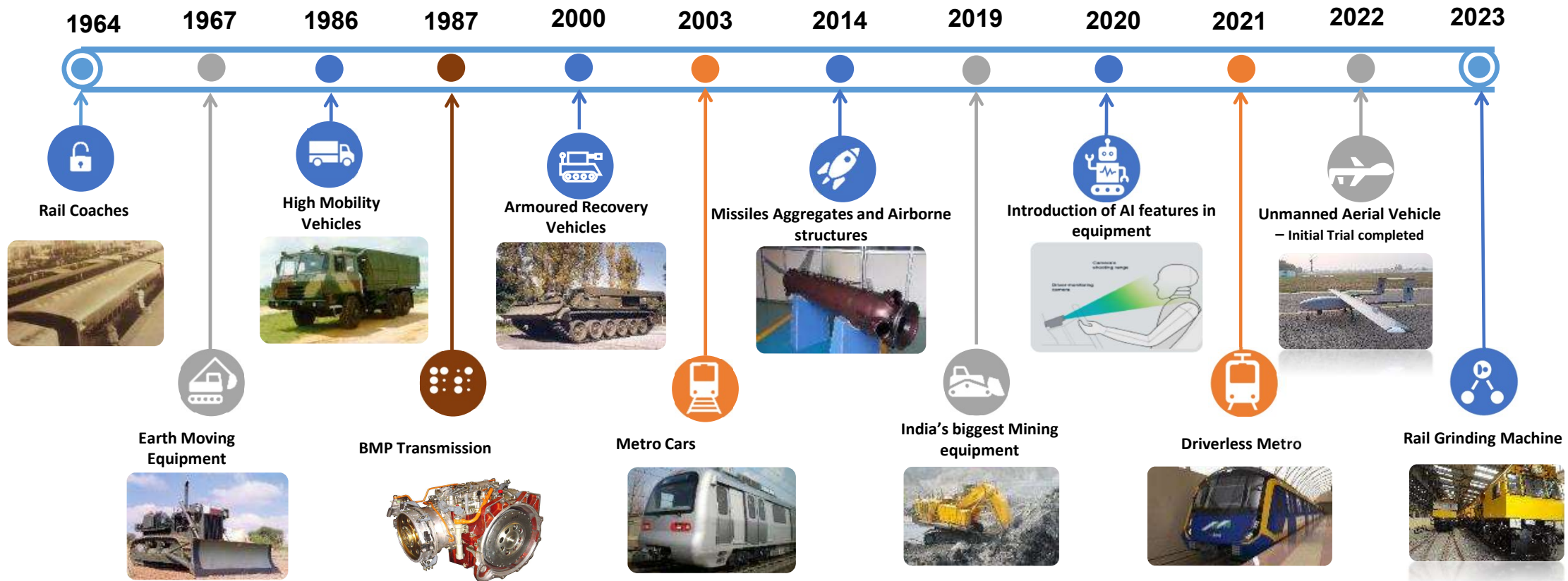
DISCLAIMER



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.

EVOLUTION OF PRODUCTS



PAN INDIA - NETWORK

Map not to scale

- **MANUFACTURING COMPLEXES - 4**
- **REGIONAL OFFICES - 12**
- ▲ **DISTRICT OFFICES - 15**
- ★ **DEFENCE SPARES DIVISION - 2**
- ★ **ACTIVITY CENTRES - 7**



About BEML Limited



Incorporated: 11th May 1964

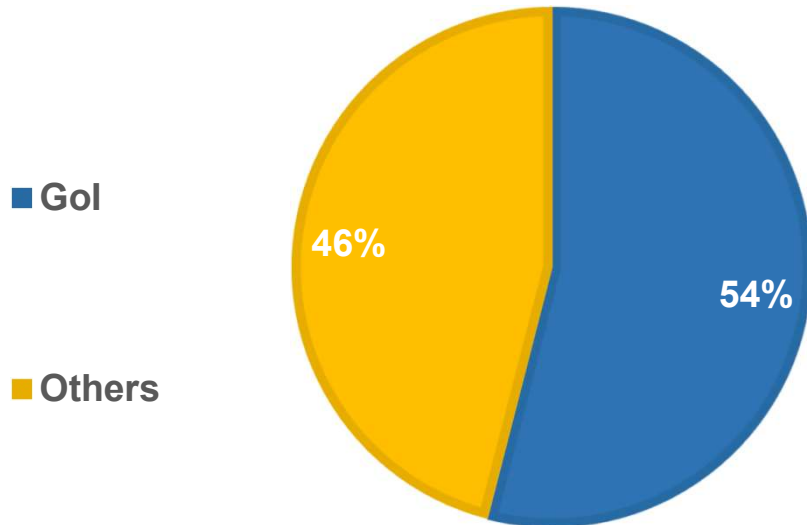


A Mini Ratna 'Category 1' Company under the Ministry of Defence, Govt. of India.



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

EQUITY BASE



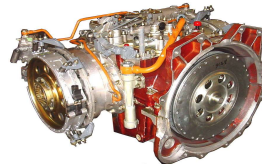
BUSINESS GROUPS



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
 - ❖ BMP Transmission
 - ❖ Ejector & Air Cleaner
 - ❖ Hull for T-72
- 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)
- Dumpers (35 Ton–205 Ton)
- Excavators (0.3 - 12 Cu.m)
- Shovels / Walking Dragline
- Water Sprinklers (28000 – 70000 Litres)
- Motor Graders (137, 145 & 285 HP)
- Front End Loaders
- Backhoe Loader
- Pipe Layers / Wheeled Dozers / Tyre Handlers / Under Ground Mining Equipment

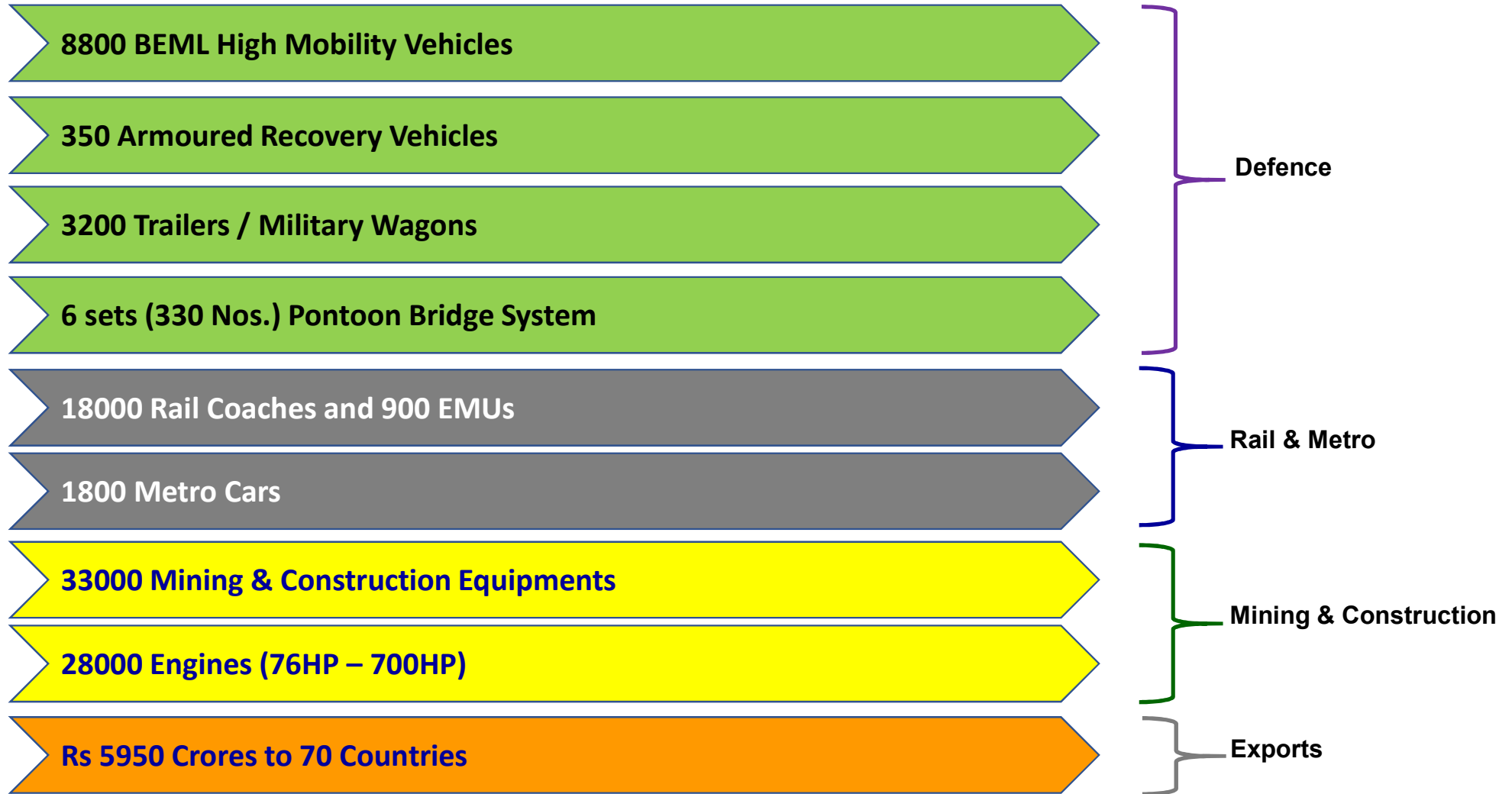


RAIL & METRO

- Metro Cars - Delhi, Bengaluru, Jaipur, Kolkata, Mumbai (Driverless)
- Electrical Multiple Units
- Maintenance Vehicles – Diesel Electric Tower Car, Rail Grinding Machine, Catenary Maintenance Vehicle
- Passenger Coaches
- Treasury Vans

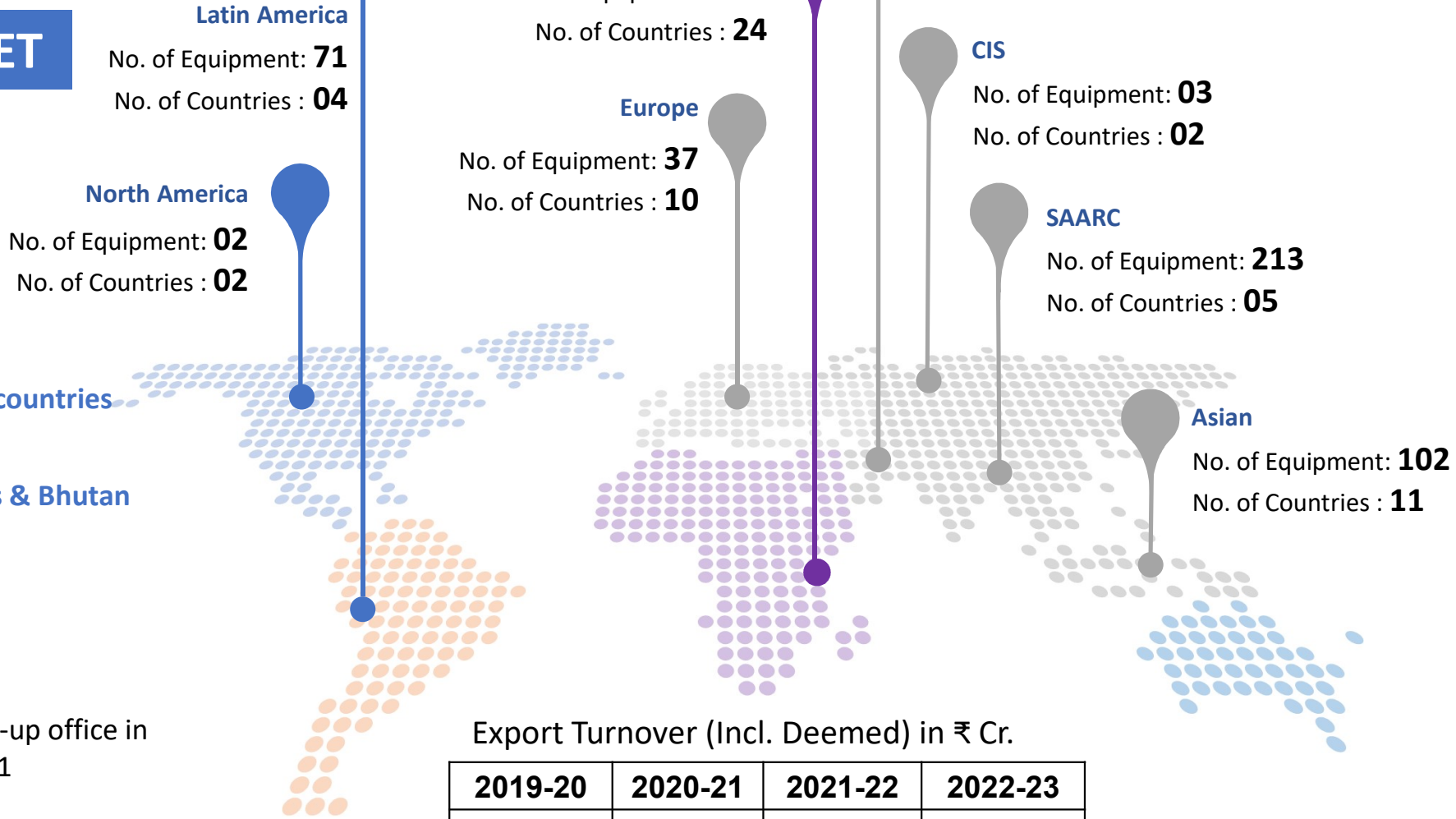


MAJOR ACCOMPLISHMENTS





GLOBAL MARKET

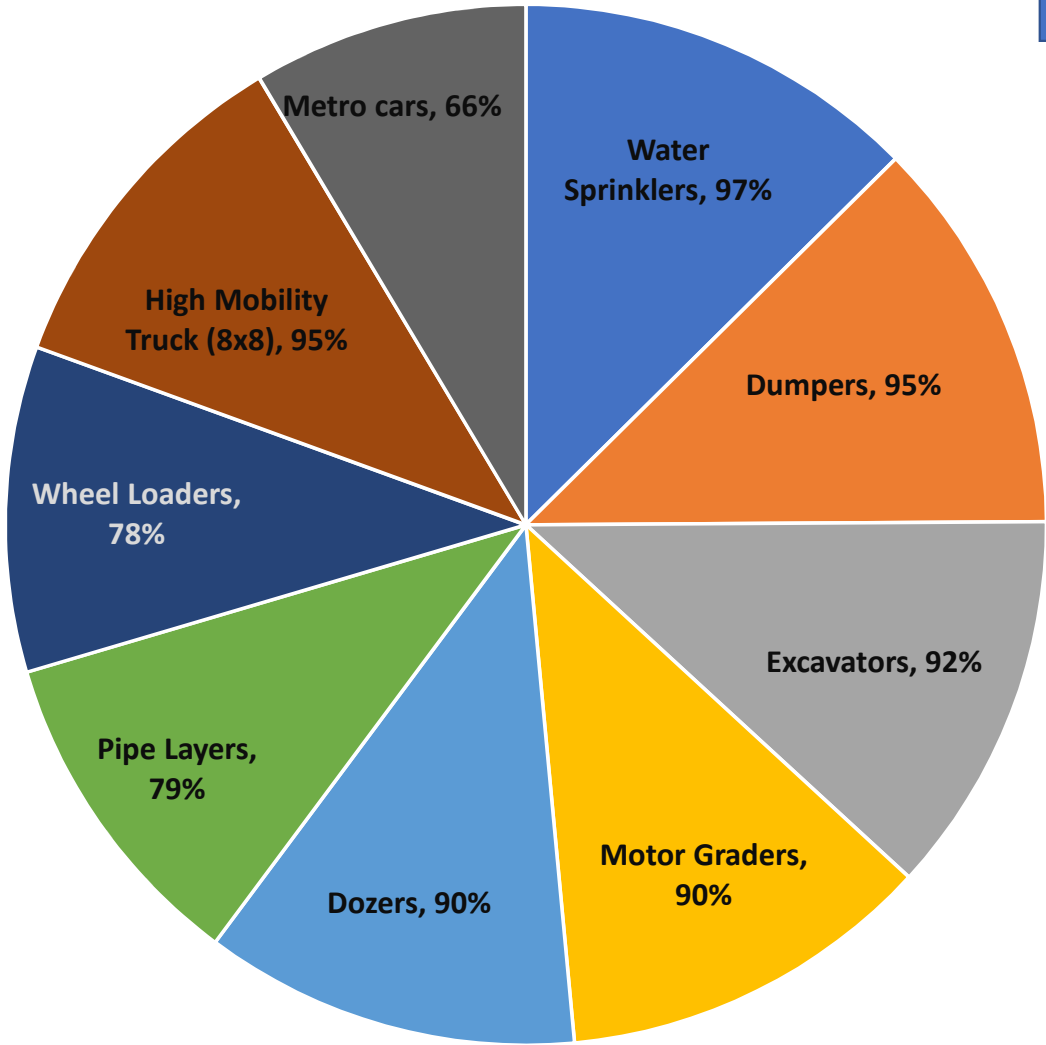


Export Turnover (Incl. Deemed) in ₹ Cr.

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

- ▽ Exported **1200 + Equipment to 70 countries**
- ▽ Defence : **Israel, Suriname, Honduras & Bhutan**
- ▽ Railway : **Sri Lanka & Bangladesh**
- ▽ Mining & Construction : **Across the Globe**
- ▽ MoD identified BEML to set-up office in **Kenya** - Registered Jan. 2021

INDIGENISATION



INDIGENOUSLY DESIGNED & DEVELOPED



190 Ton and 150 Ton Dump Truck



180 Ton Electrical / Diesel Excavator



117 hp Heli portable Dozer & Dozer with PAT



Medium Bullet Proof Vehicle 'Gaur'



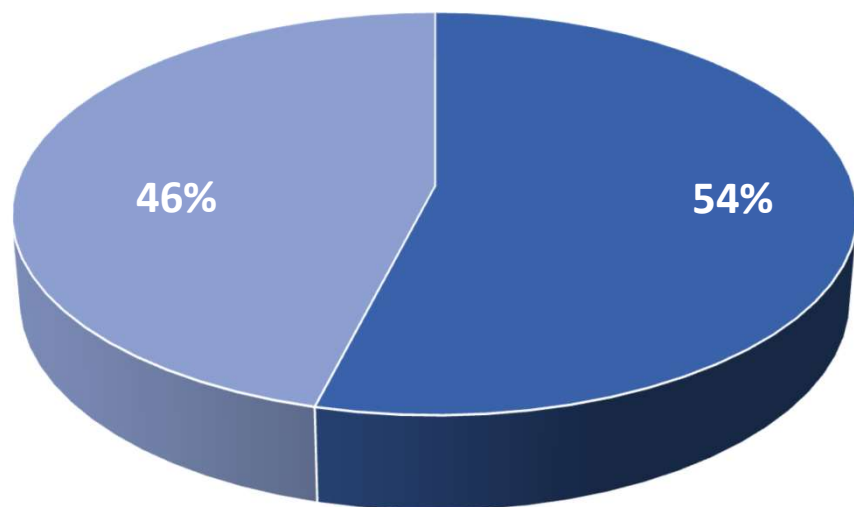
Unmanned Train Operation (Driverless) Metro Rolling Stock



Mechanical Minefield Marking Equipment (MMME - MKII)



SHARE HOLDING PATTERN



■ Gol ■ Others

Category	As on 31.03.2023
Government of India	54.03%
Mutual Funds	17.75%
Resident Individuals	15.95%
Foreign Portfolio - CORP	5.45%
Bodies Corporates	2.42%
Qualified Institutional Buyer	1.45%
Non-Resident Indians	0.89%
H U F	0.54%
Alternative Investment Fund	0.52%
Trusts	0.45%
Non Resident Indian Non Repatriable	0.35%
IEPF	0.17%
Clearing Members	0.04%
Total	100.00%



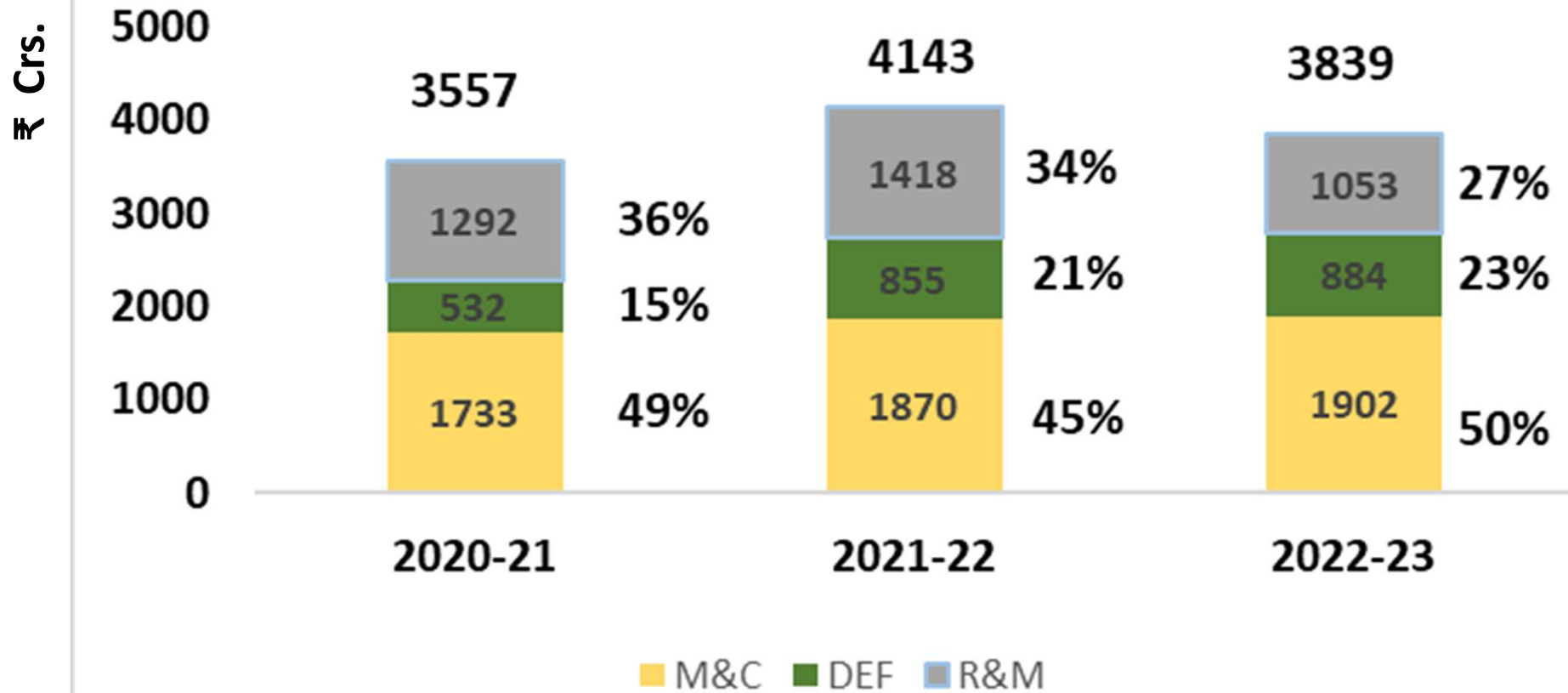
KEY HIGHLIGHTS



PARTICULARS	Units	2019-20	2020-21	2021-22	2022-23
Market Capitalization	Rs. Crs	1886	5228	7566	5235
Share Price (as on end period)	Rs.	453	1255	1817	1257
Net Worth	Rs. Crs	2257	2224	2307	2395
Working Capital	Rs. Crs	2730	2774	2822	2480
Manpower	No	6602	6053	5573	5197
Gross Margin (EBITDA)	%	4.49	5.70	7.75	10.13
R&D Exp	Rs. Crs	104	133	103	75
R&D Exp as % of Sales	%	3.42	3.73	2.48	1.95
Sales from R&D Developed products	%	68	69	88	76
Sales on Competition Mode	%	85	74	71	73
Outsourcing as % of VOP	%	42	49	51	48
Procurement from MSME to total domestic procurement	%	25	30	32	32
CSR as % of Average 3 Years PBT	%	3	4	7	4
Green Energy for Captive Consumption	%	87	94	85	91



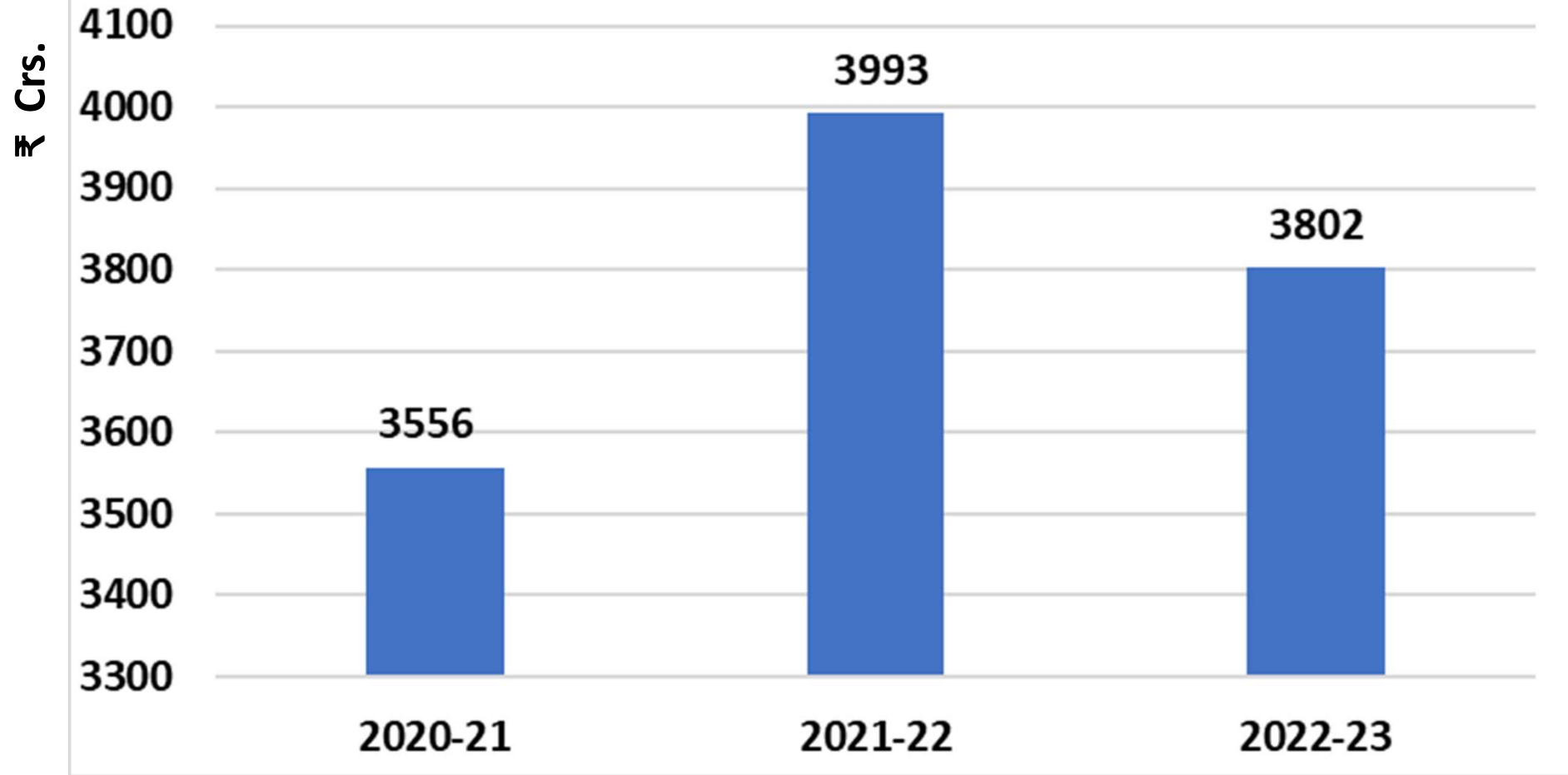
SALES OF PRODUCTS & SERVICES





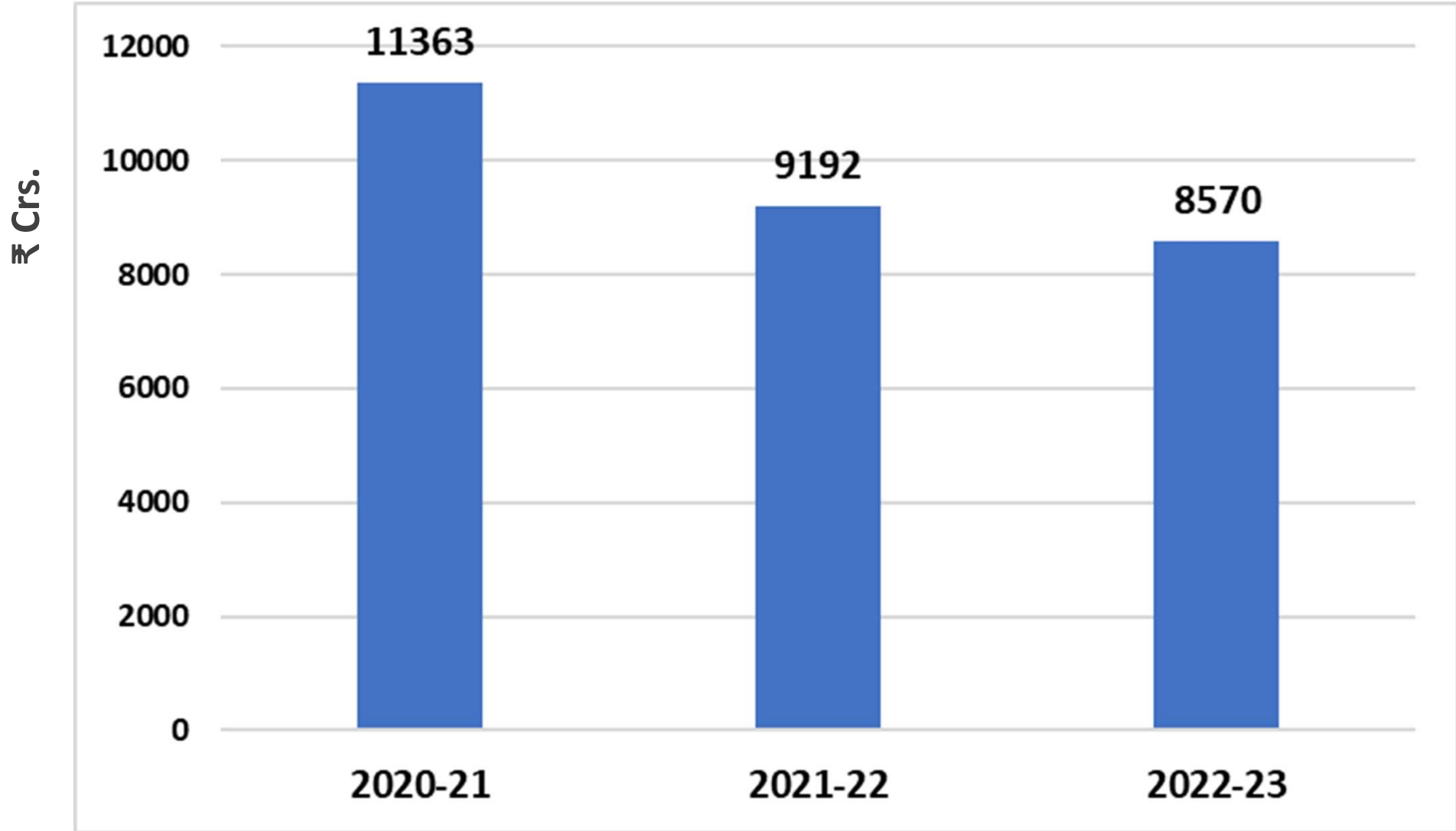
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VALUE OF PRODUCTION

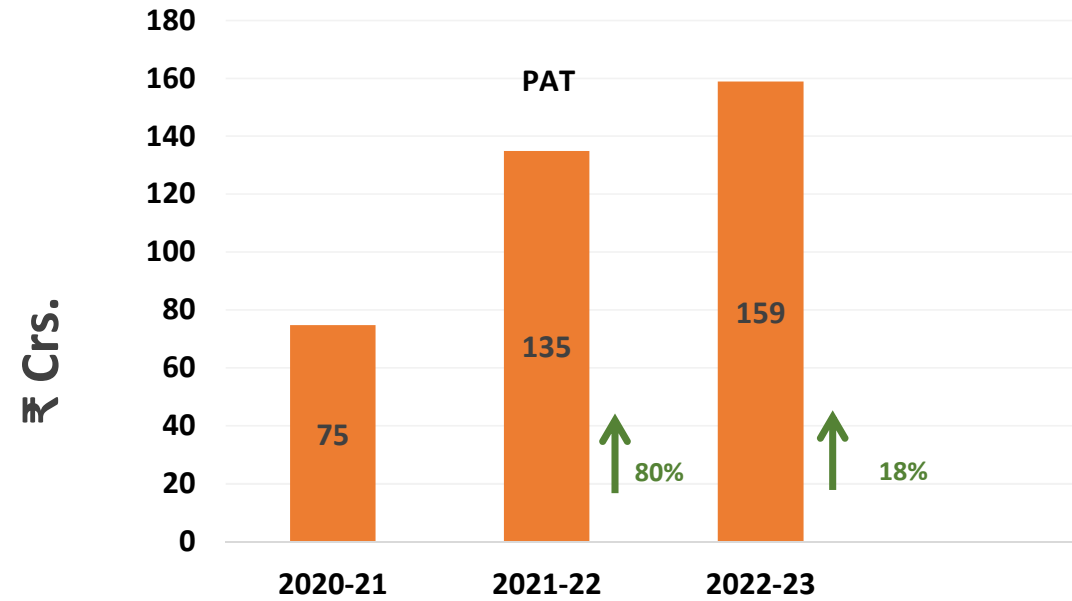
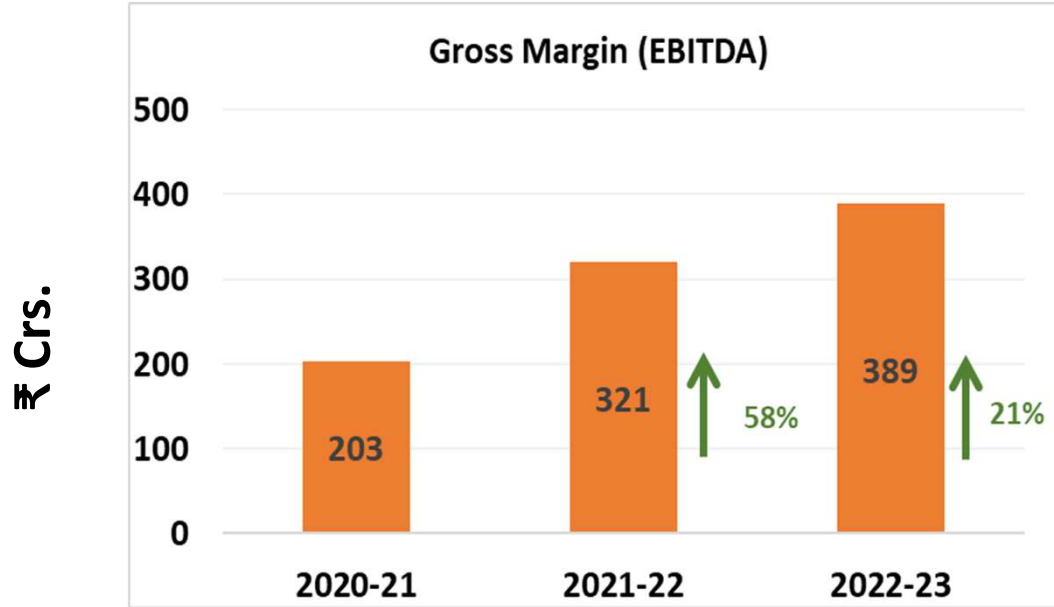




ORDER BOOK



GROSS MARGIN & PAT

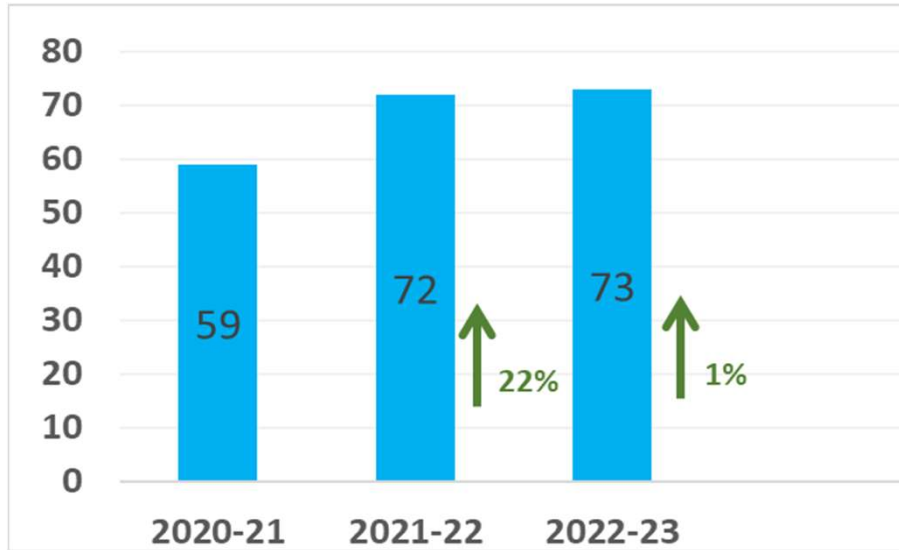




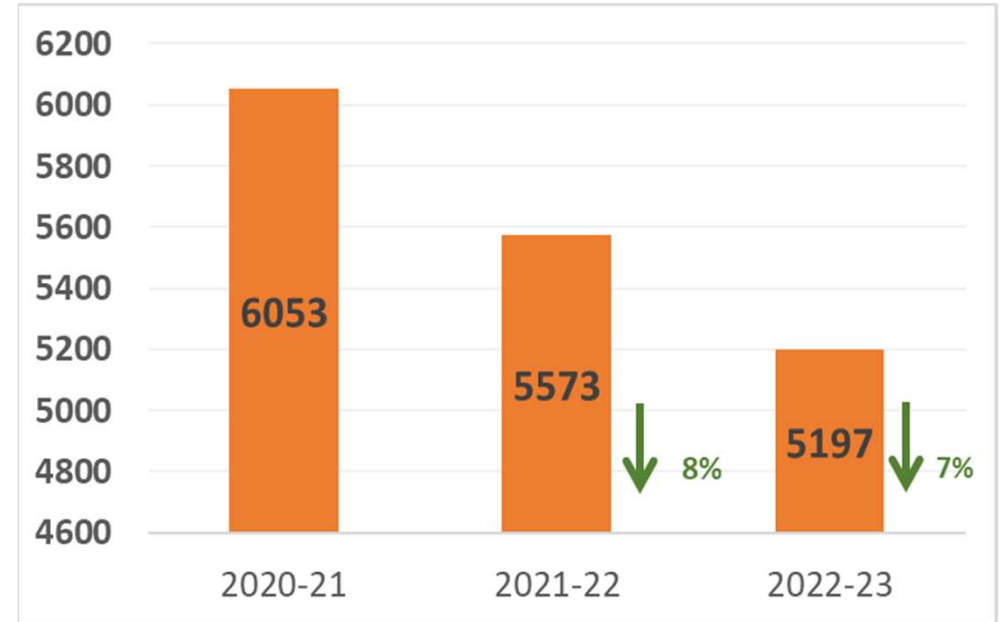
VoP per Employee & Manpower Strength



VoP per Employee (₹ in Lakh)



Manpower

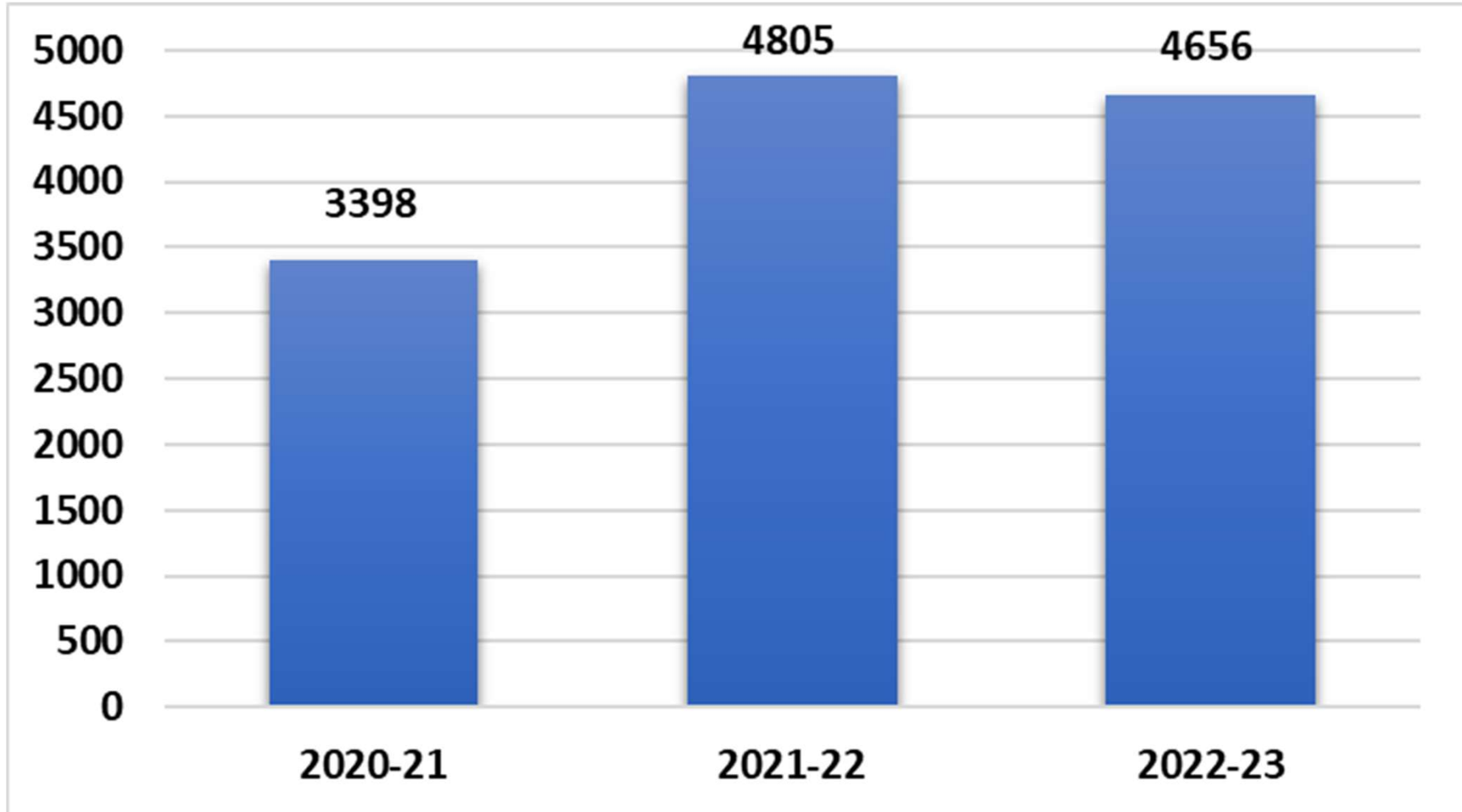




COLLECTION



₹ Crs.

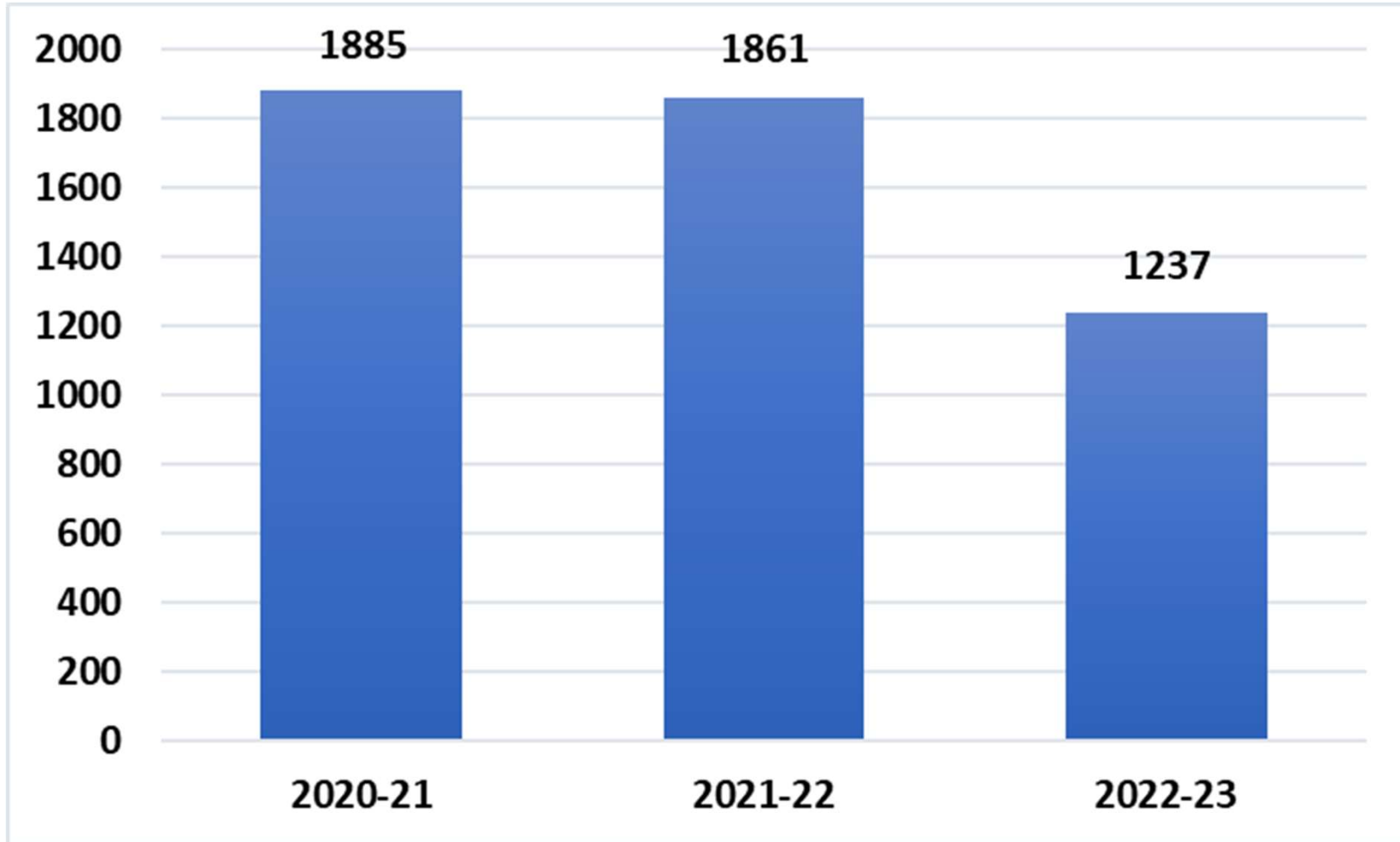




DEBTORS



₹ Crs.





Inventory, Employee & Finance Cost



₹ Crs

Inventory	2020-21	2021-22	2022-23
Value	1971	2073	2061
No. of days of VoP	202	189	198
Employee Cost	2020-21	2021-22	2022-23
Value	849	858	840
% to VoP	24%	21%	22%
Finance Cost	2020-21	2021-22	2022-23
Value	39	49	46



धन्यवाद

