



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 : bemlbgmr@vsnl.com

KGF Complex

Tel : 08153-263020

e-mail : bemiede@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 : storeskolkotte@rm.beml.co.in

Ref: CS/SEs/033

12.07.2019

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, 26 th Floor, Dalal Street, MUMBAI - 400 001
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Dear Sir/Madam,

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

Ref: Our letter CS/SEs/027 dt. 08.07.2019

Please find enclosed a copy of Presentation made at the Analysts / Investors meet held on 12.07.2019 at Mumbai for your reference and records.

Thanking you.

Yours faithfully
For BEML LIMITED

S V Ravisekhar Rao
12/7/19

S V Ravisekhar Rao
Company Secretary & Compliance officer

Encl: As above



BEML LIMITED

WELCOMES

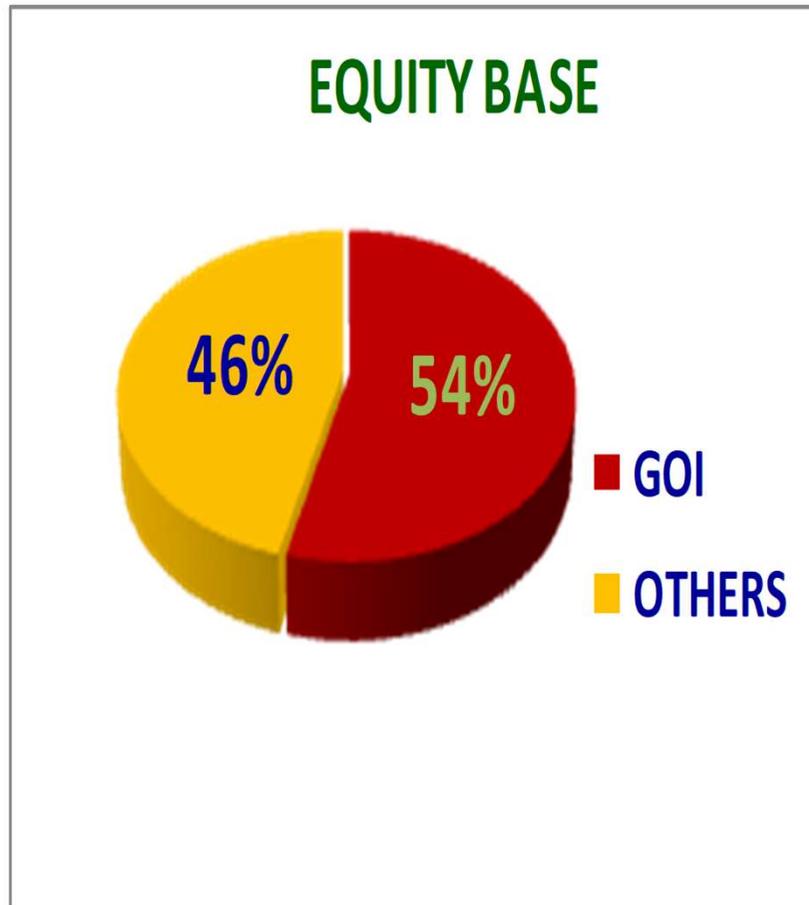
INVESTORS / ANALYSTS

12th July 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



Category	As on 05.07.2019	As on 31.03.2019
Govt.of India	54.03%	54.03%
MFs	20.34%	20.31%
Indian Public	10.70%	10.89%
IFIs	4.91%	4.97%
Corp Bodies	3.79%	3.99%
FII's/FPIs	3.97%	3.71%
NRI's/ OCBs	1.63%	1.90%
Banks	0.18%	0.17%
Others	0.45%	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

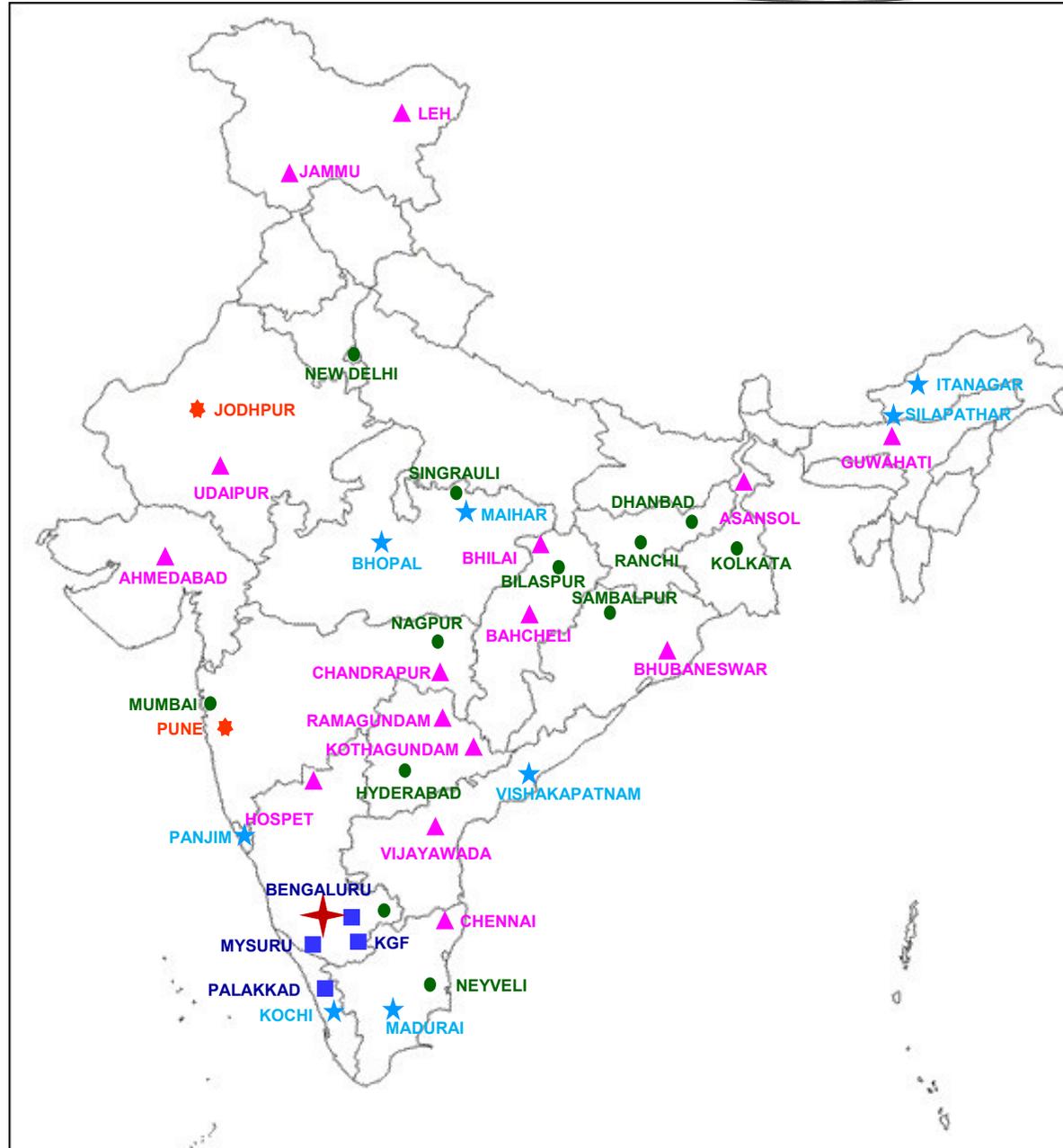


RAIL FACILITY

RESEARCH & DEVELOPMENT

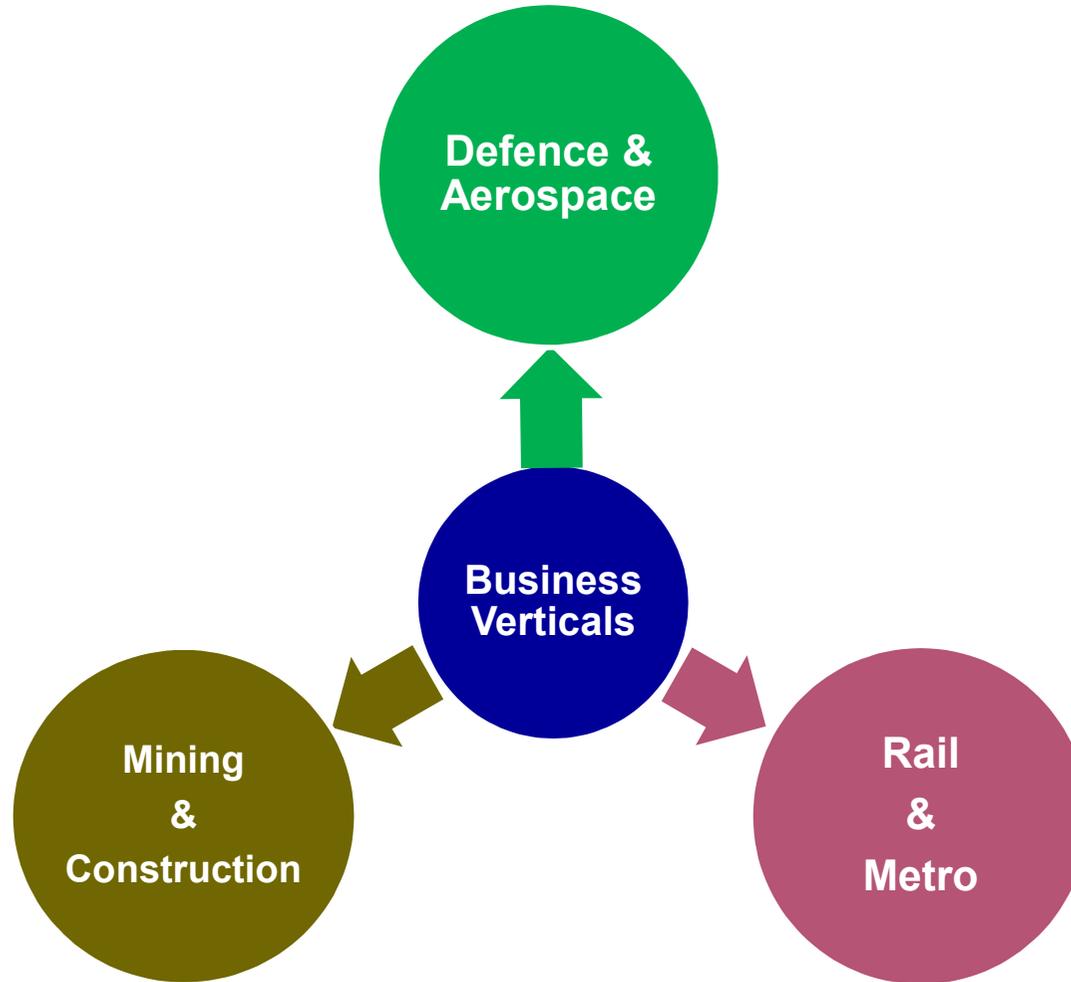
- R&D Centers at KGF, Mysore, Bangalore & Palakkad.
- R&D Complex at KGF established in 1987.
 - ❖ Powerline Lab
 - ❖ Structural Lab
 - ❖ Fluid Power Lab
 - ❖ Material Science Lab
 - ❖ CAD Centre
- 85 Patents Filed: Received 7 and 78 under Review.
- Industry Academia Interface
- Centre of Excellence 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

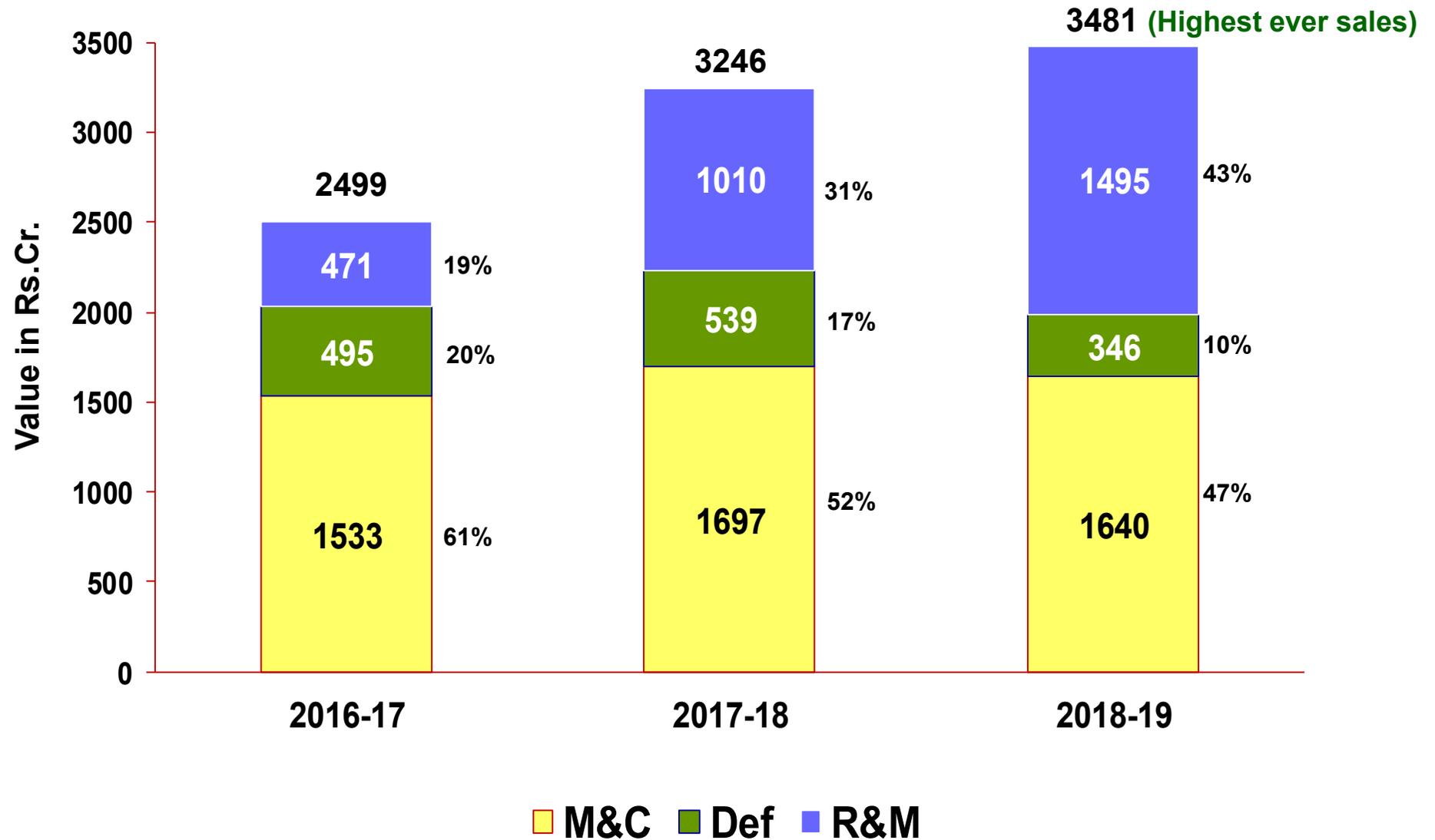
BUSINESS GROUPS



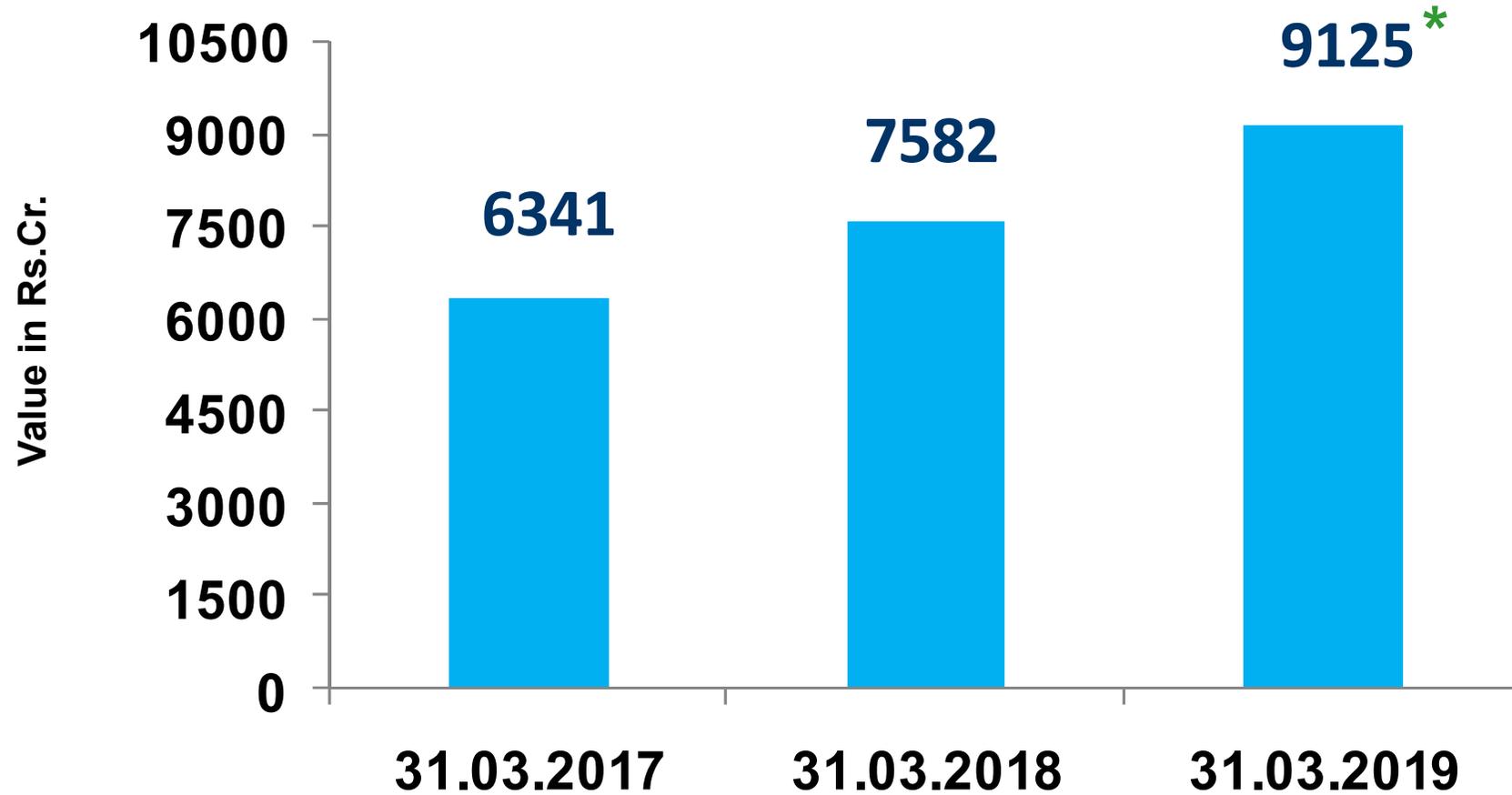
KEY HIGHLIGHTS

- **Sales on Competition Mode** : **87%**
- **VoP per Employee** : **Rs. 48 Lakhs**
- **R&D Expenditure as a % of Sales** : **2.04 %**
- **Sales From R&D Developed Products** : **68 %**
- **Indigenisation Levels**
 - ❖ **Defence** : **Over 80%**
 - ❖ **Mining & Construction** : **Over 90%**
 - ❖ **Metro Cars** : **Over 60%**
- **Highest ever Order Book position (As on 01.04.19)** : **Rs. 9125 Cr.**
- **Human resource strength as on 01.04.2019** : **7185 Nos.**
- **Outsourcing as% of VoP** : **40%**
- **Procurement from MSE's** : **21%**
- **No. of Apprentices Trained Annually** : **1214**
- **Green Energy for Captive Consumption** : **75%**

REVENUE FROM OPERATIONS



ORDER BOOK POSITION



* Highest ever Order Book Position

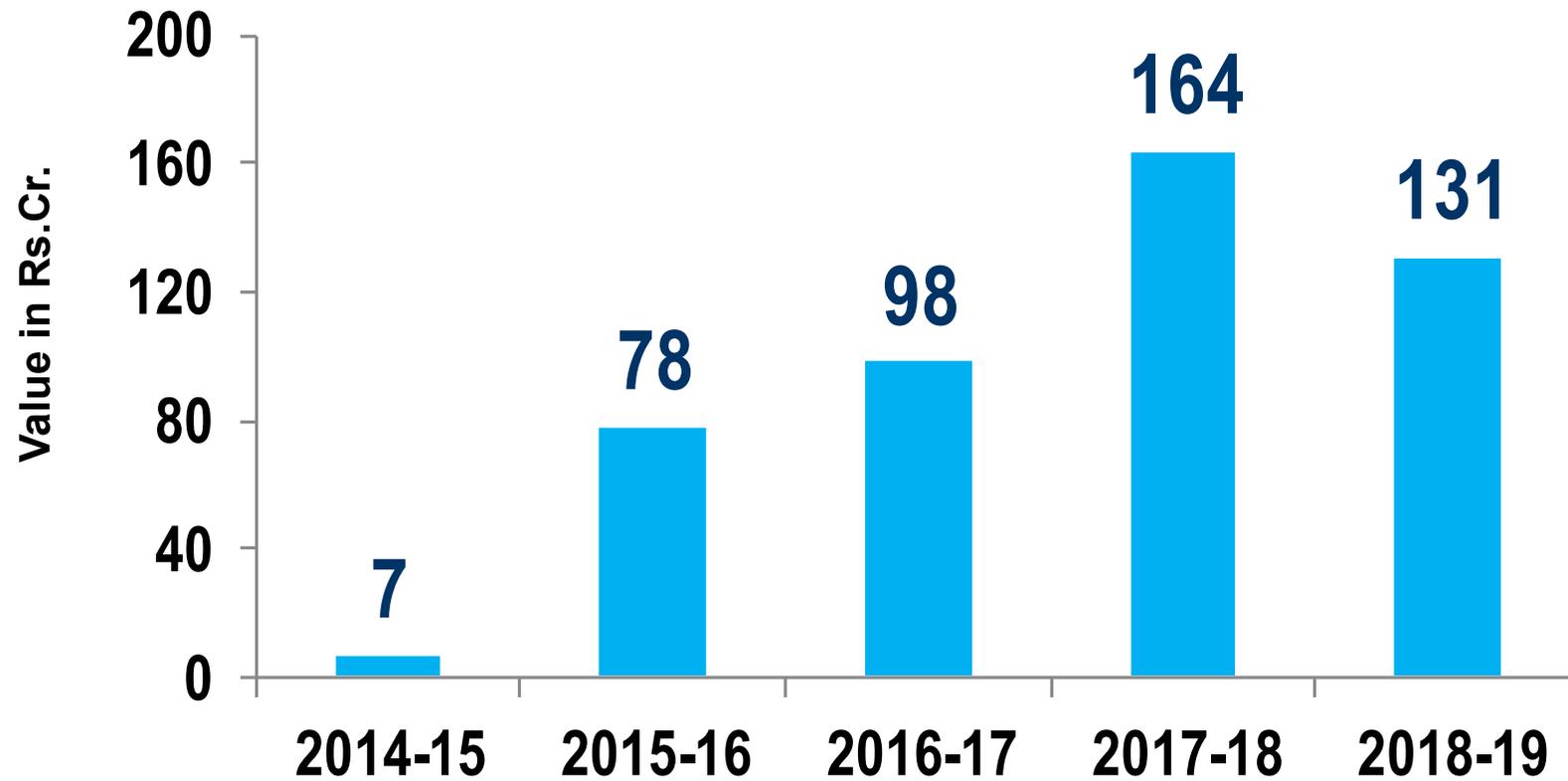
Order Book Position as on 31.03.2019

Order Book Position 2018-19

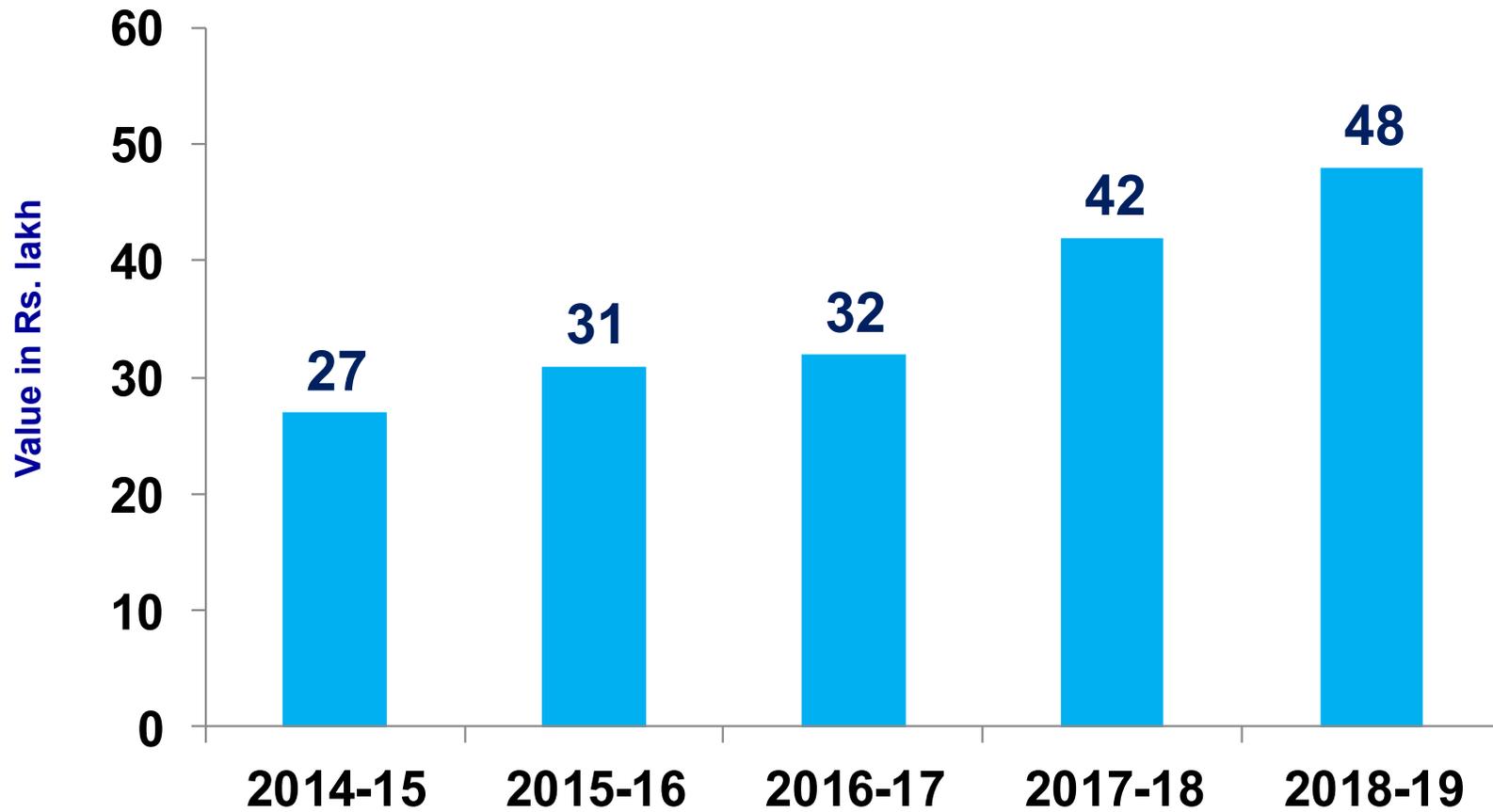
Rs. Crores

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	

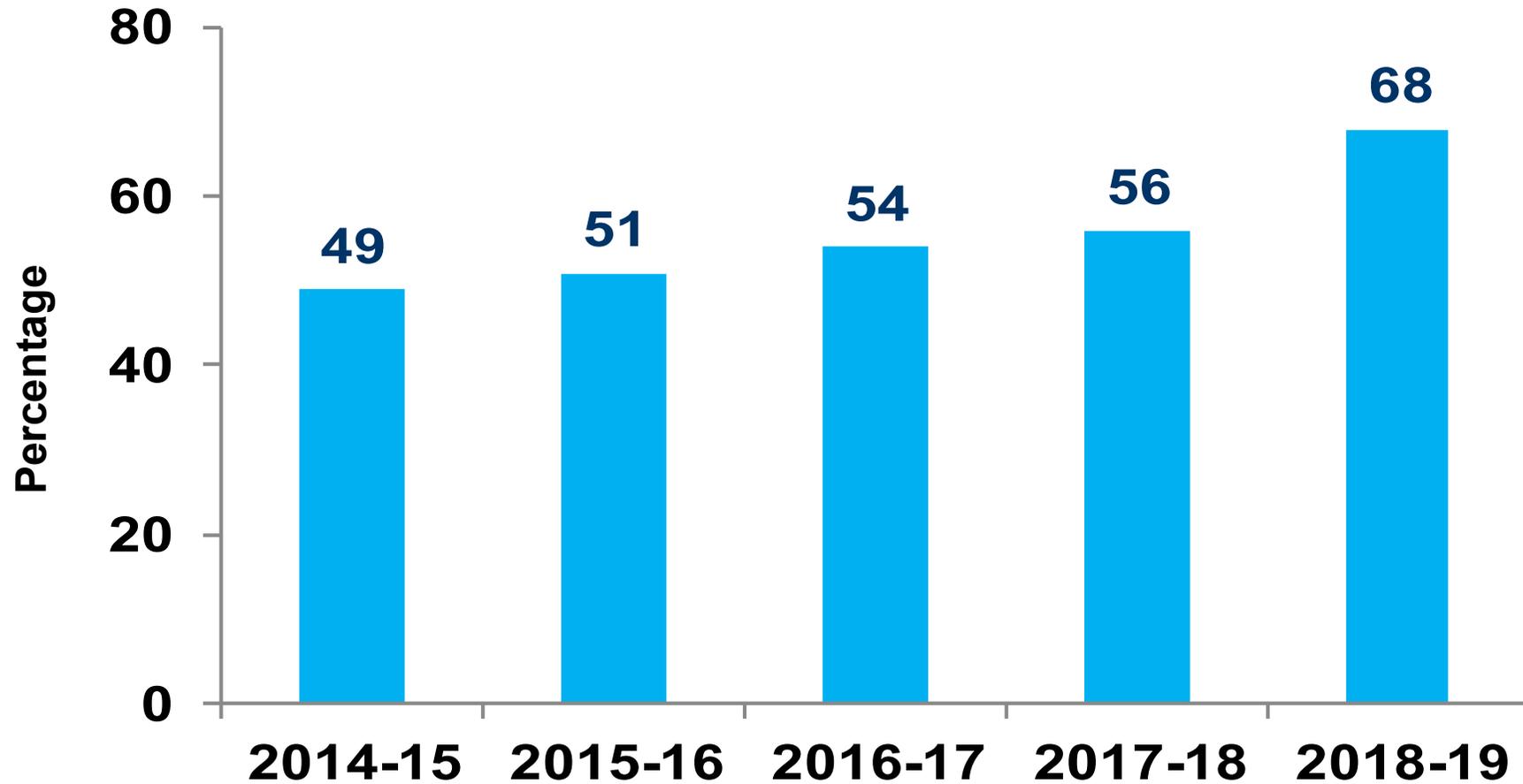
PROFIT BEFORE TAX



VoP PER EMPLOYEE



SALES FROM R&D DEVELOPED PRODUCTS



Inventory & Manpower Cost

Rs. Crores

Inventory	31.03.2017	31.03.2018	31.03.2019
Total Value	1974	1800	1702
No. of days to VoP (Net)	288	204	179

Rs. Crores

Manpower Cost	2016-17	2017-18	2018-19
Total Cost	781	809	802
% to VoP (Net)	30%	25%	23%



जाय हिंद