



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 : bemlogmr@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 : kolkatta@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/15

06.07.2020

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/14 dt. 02.07.2020

Please find enclosed a copy of Presentation made at the Analysts / Investors meet held on 06.07.2020 at Corporate Office, Bengaluru for your reference and records.

Thanking you.

Yours faithfully
For BEML LIMITED

S V Ravisekhar Rao
6/7/20

S V Ravisekhar Rao
Company Secretary & Compliance officer



Encl: As above

Regd. Office : 'BEML SOUDHA', 23/1, 4th Main Road, S. R. Nagar, Bangalore-560 027, INDIA

दूरभाष / Ph : 080 - 22963142 फैक्स / Fax : 080 - 22963142 ई-मेल / e-mail : office@cs.beml.co.in

BEML LIMITED

WELCOMES

INVESTORS / ANALYSTS

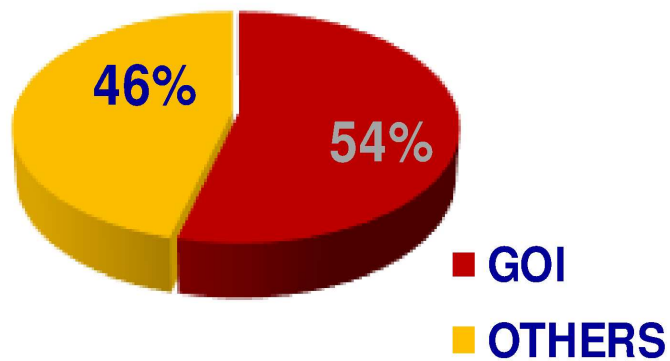
6th July 2020

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 30.06.2020	As on 31.03.2020
Govt.of India	54.03%	54.03%
MFs	19.82%	22.33%
Indian Public	14.28%	11.03%
IFIs	4.15%	4.02%
Corp Bodies	2.23%	2.98%
FII's/FPIs	2.41%	2.41%
NRIs/ OCBs / HUF	2.71%	1.22%
Banks	0.02%	1.20%
Others	0.35%	0.78%
TOTAL	100.00%	100.00%

BHEL - PAN INDIA

Map not to scale

- MANUFACTURING COMPLEXES - 4
- REGIONAL OFFICES - 12
- ▲ DISTRICT OFFICES - 15
- ★ DEFENCE SPARES DIVISION - 2
- ★ ACTIVITY CENTRES - 8



BENGALURU (1964)

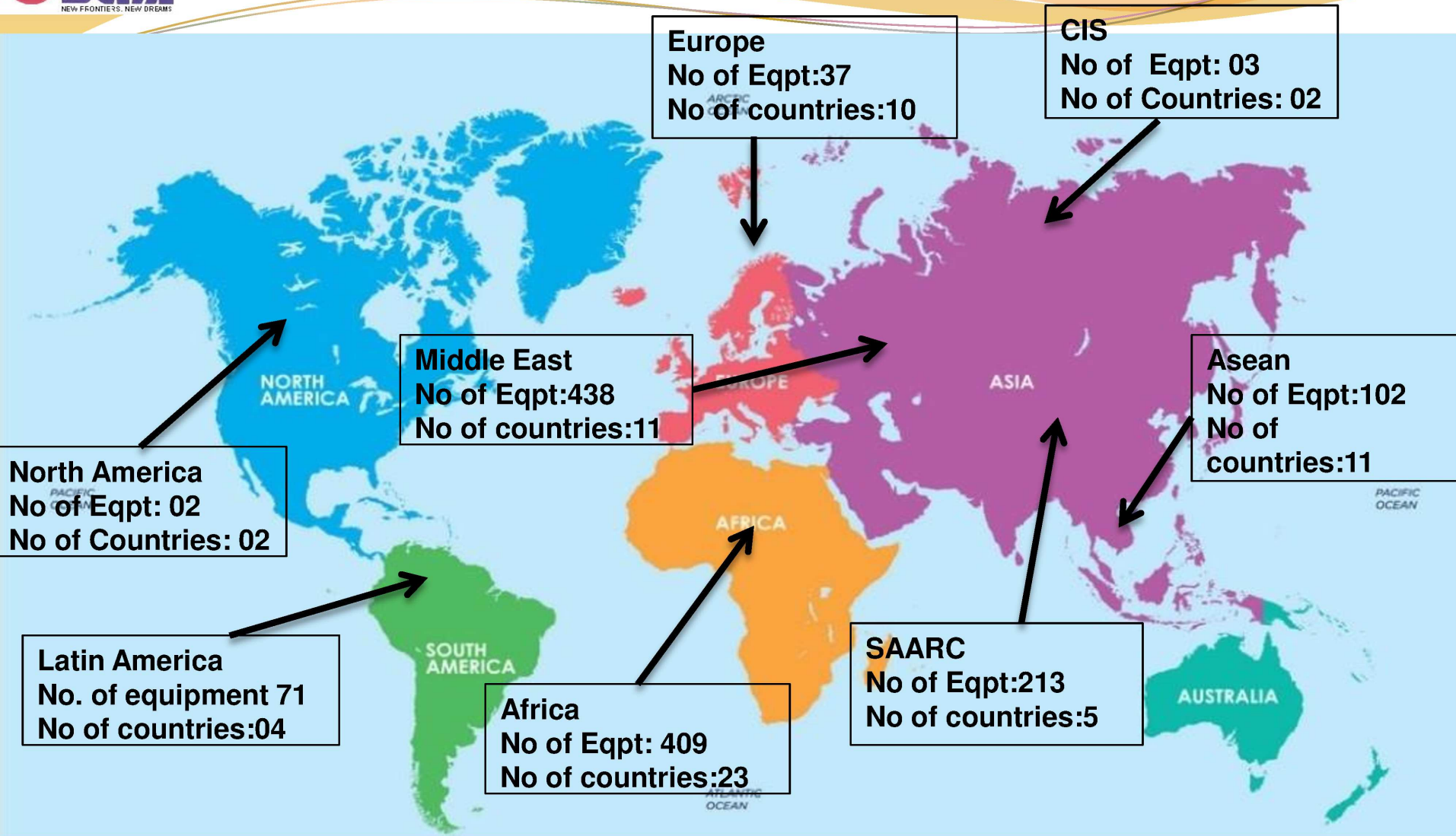
KOLAR GOLD FIELDS (1967)

MYSURU (1985)

PALAKKAD (2010)



BEML'S GLOBAL MARKET

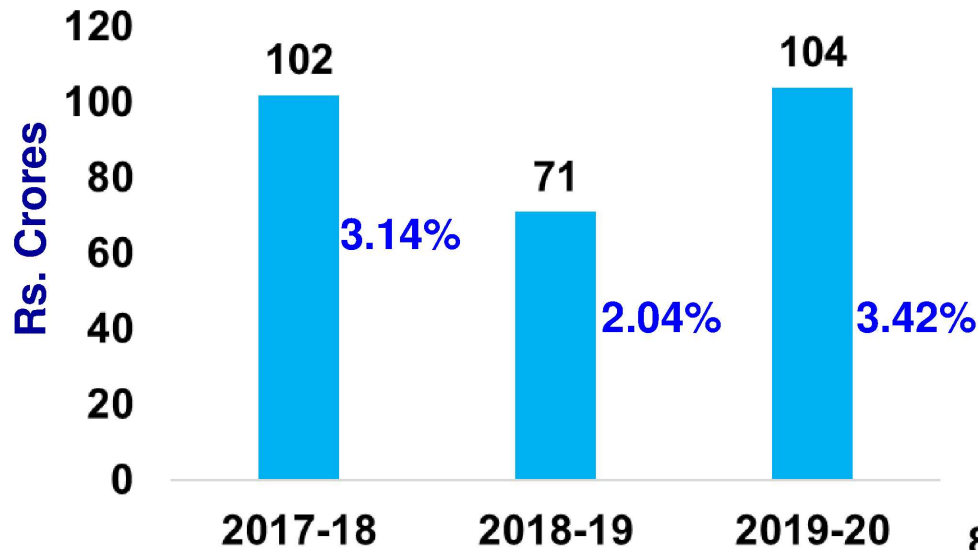


- EXPORTED OVER 1200 EQUIPMENT TO 68 COUNTRIES
- DEFENCE PRODUCTS EXPORTED TO ISRAEL, SURINAME, HONDARUS & BHUTAN
- RAILWAY PRODUCTS EXPORTED TO SRILANKA AND BANGLADESH
- MINING & CONSTRUCTION PRODUCTS ACROSS THE GLOBE.
- EXPANDING DISTRIBUTOR / REPRESENTATIVE NETWORK IN AFRICA, ASEAN, SAARC AND MIDDLE EAST.

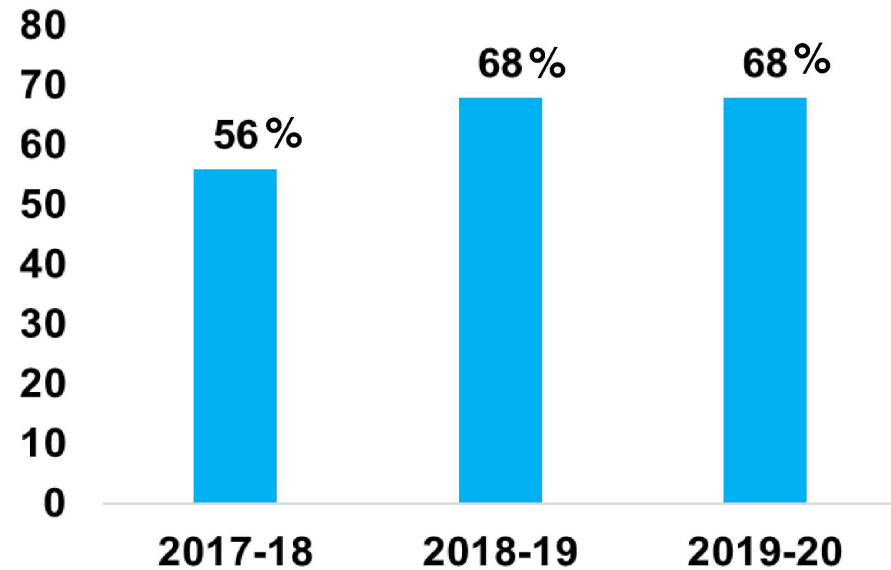
RESEARCH & DEVELOPMENT

- **68% of sales turnover through In-House R&D developed products**
- **Highest R&D Expenditure – 3.42% of sales in 2019-20**
- **8 Patents granted, 185 IPR filed**
- **R&D centres at all manufacturing complexes**
- **Over Rs 100 Crs. investment in R&D**
- **Dedicated CAD Centre & laboratories**
- **More than 300 R&D Engineers**
- **Industrial Design centre for Styling, Branding and Ergonomics**
- **Tie up with Premier Academic institutes**

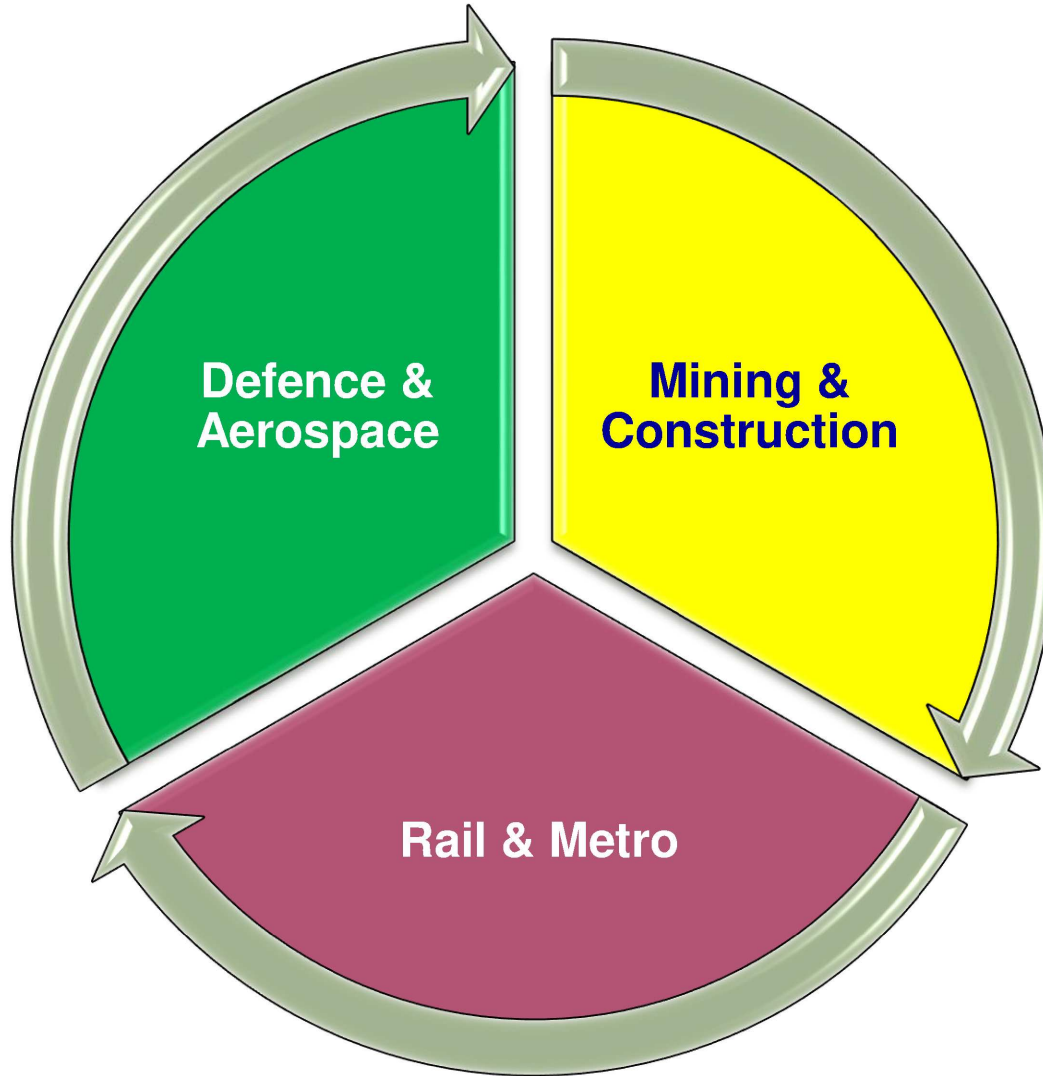
R&D EXPENDITURE % TO REVENUE FROM OPERATION



% OF REVENUE FROM OPERATION FROM R&D DEVELOPED PRODUCTS



BUSINESS GROUPS

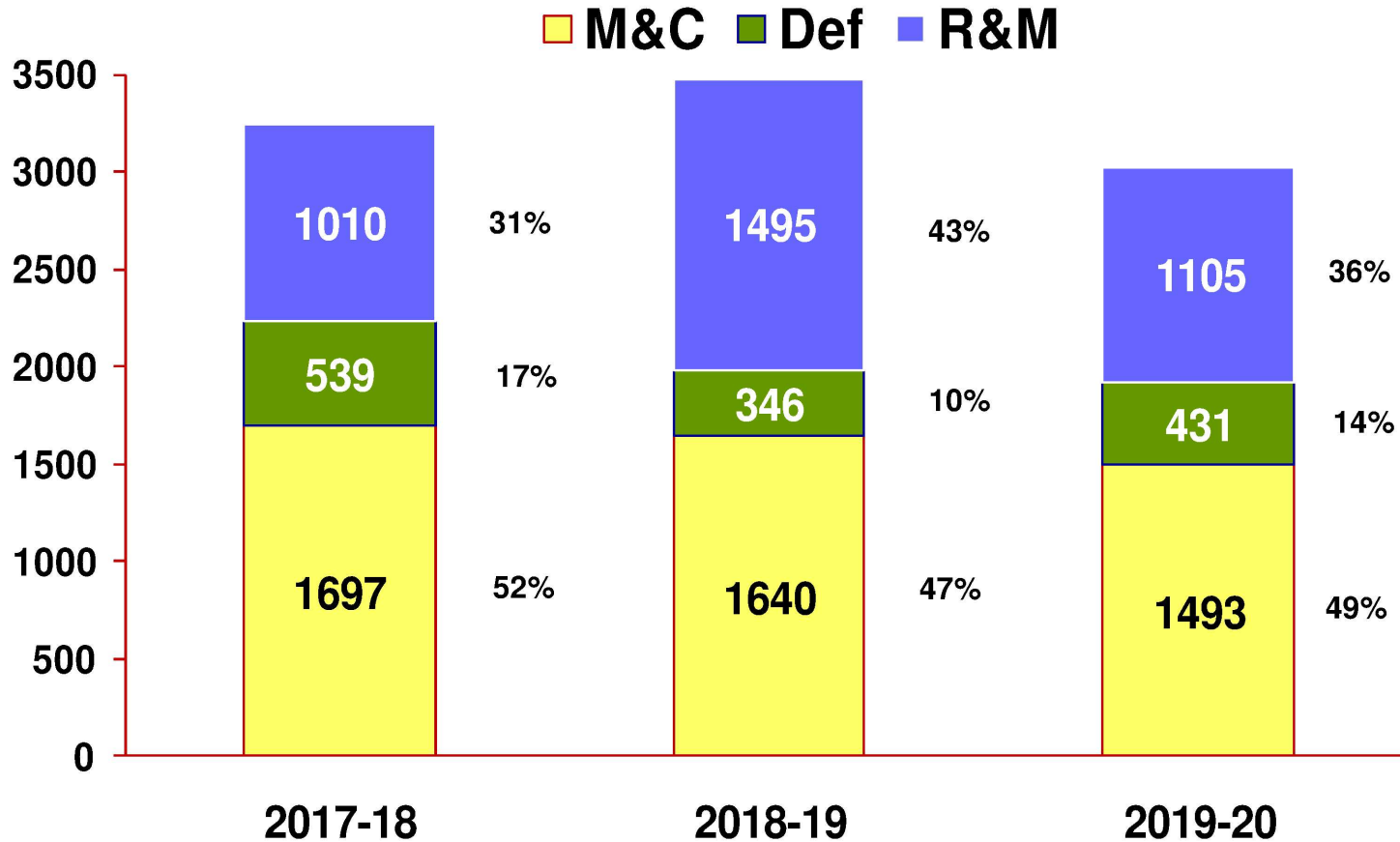


KEY HIGHLIGHTS – 2019-20

- Sales on Competition Mode : 85%
- Highest ever VoP per Employee : Rs. 50 Lakhs
- Highest ever R&D Expenditure as a % of Sales : 3.42 %
- Sales From R&D Developed Products : 68%
- Highest ever Order Book position (As on 01.04.2020) : Rs. 9795 Cr.
- Human Resource Strength as on 01.04.2020 : 6602 Nos.
- Outsourcing as% of VoP : 42%
- Procurement from MSME to Total Domestic Procurement : 25%
- Highest ever Green Energy for Captive Consumption : 87%

REVENUE FROM OPERATION

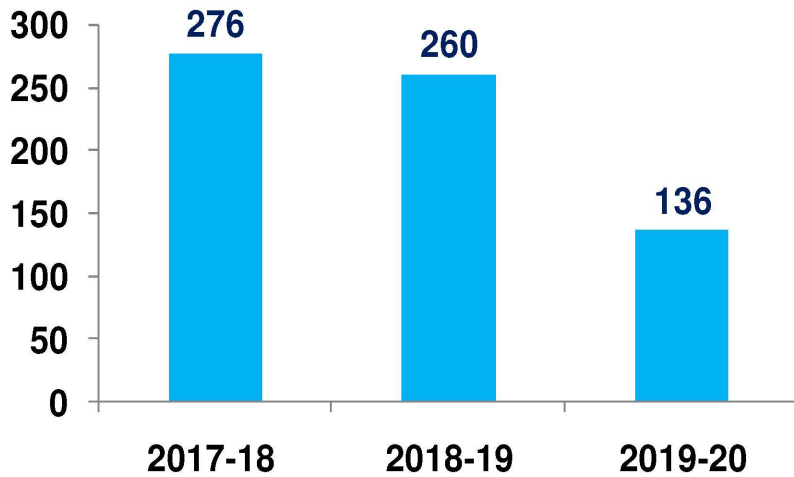
Rs. Crores



Year	2017-18	2018-19	2019-20
REVENUE	3246	3481	3029

GROSS MARGIN

Rs. Crores



PROFIT AFTER TAX

