

# बी ई एम एल लिमिटेड BEML LIMITED

(CIN: L2200KA0000199999)

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



Ministry of Defence  
Investment Management Board

## Manufacturing Units

### Bangalore Complex

Tel: 080-25402114  
e-mail: bangalore@beml.co.in

### KGF Complex

Tel: 08152-30320  
e-mail: kmg@beml.co.in

### Mysore Complex

Tel: 0821-242042  
e-mail: mysore@beml.co.in

### International Business Division

Tel: + 91-80-2292 2736, 2292 2290  
e-mail: ibd@beml.co.in

### Technology Division

Tel: + 91-80-2292 2150, 2150 129  
e-mail: tdiv@beml.co.in

### Trading Division

Tel: + 91-80-22922113  
e-mail: tdiv@trading.beml.co.in

## Regional Offices :

### Bilaspur

Tel: 07732-25282  
e-mail: bilaspur@beml.co.in

### Chennai

Tel: 044-2627079  
e-mail: chennai@beml.co.in

### Hyderabad

Tel: 040-2527052  
e-mail: hyderabad@beml.co.in

### Kolkata

Tel: 033-2362014  
e-mail: kolkata@beml.co.in

### Mumbai

Tel: 022-2294948  
e-mail: mumbai@beml.co.in

### Nagpur

Tel: 0712-224626  
e-mail: nagpur@beml.co.in

### New Delhi

Tel: 011-2221808  
e-mail: ndli@beml.co.in

### Ranchi

Tel: 0651-256212  
e-mail: ranchi@beml.co.in

### Sambalpur

Tel: 0662-252180  
e-mail: sambalpur@beml.co.in

### Singrauli

Tel: 0765-256290  
e-mail: singrauli@beml.co.in

## BEML Service Centres

### Shree AI, Hyderabad

Tel: 040-27242873  
e-mail: sh-ai@beml.co.in

### Drugs - Service Activity Centre

Mobile No. - 944212287

### Service Activity Centre

Kan - 40201 (26.7)

Mobile No. - 9429128473

### Service Centre & Store

Kolkata - 700080

Tel: 033-2412170

e-mail: store@kolkata@beml.co.in

Ref: CS/SEs/286

08.06.2017

*Listing Compliance Department*

**The National Stock Exchange of India Limited**  
Exchange Plaza, Bandra-Kurla Complex,  
Bandra (East), Mumbai - 400 051

Dear Sir/Madam,

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

Ref: Our letter CS/SEs/280 dt. 01.06.2017

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Please find enclosed a copy of Presentation of Analysts / Investors meet held on 07.06.2017 at Mumbai for your reference and records.

Thanking you.

Yours faithfully  
For BEML LIMITED

S V Ravisekhar Rao  
Company Secretary & Compliance officer

Encl: As above

Cc: *Listing Compliance Department*  
**The BSE Limited,**  
P.J. Towers, 26<sup>th</sup> Floor,  
Dalal Street, MUMBAI - 400 001



# **BEML LIMITED**

# **WELCOMES**

# **INVESTORS / ANALYSTS**

**07<sup>th</sup> June 2017**

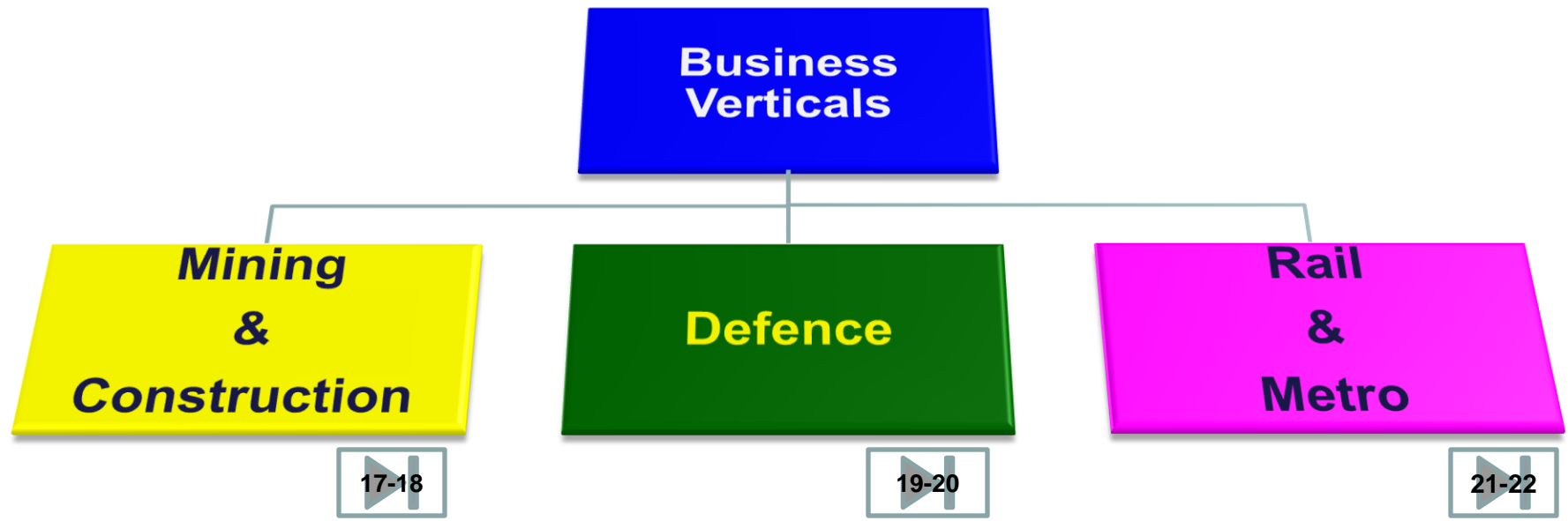


Statements in this presentation describing the Company's performance may be "forward looking statements" within the meaning of applicable securities laws and regulations. Actual results may differ materially from those directly or indirectly expressed, inferred or implied. Important factors that could 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.



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

**Mini Ratna 'Category - I' Company  
Ministry of Defence**





## Supplied:

**8000 BEML High Mobility Vehicles to Defence Services**

**350 Armoured Recovery Vehicles to Defence Services**

**3000 Trailers / Military Wagons to Defence Services**

**18000 Rail Coaches to Indian Railways**

**700 ACEMU/DCEMU/SSEMU/DEMU/MEMU to Indian Railways**

**1150 Metro Cars to DMRC/BMRCL/JMRC**

**16000 Dozers to Coal /Iron ore/Cement Companies/DGBR/E-in-C**

**13000 Dumpers to Coal /Iron ore/Cement Companies**

# MANUFACTURING COMPLEXES



## KGF COMPLEX (1967)

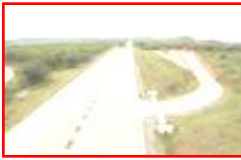
BIRD'S EYE VIEW - EM DIVISION



HEAVY EQUIPMENT SHOP



TEST TRACK



H&P DIVISION



RAIL UNIT - II



HEAVY FABRICATION UNIT



## MYSURU COMPLEX (1985)

BIRD'S EYE VIEW



ENGINE DIVISION - FLEXIBLE MANUFACTURING SYSTEM



WELDING ROBOT



## PALAKKAD COMPLEX (2010)

HANGAR I & II



HANGAR III & IV



## BENGALURU COMPLEX (1964)

FRONT VIEW



ROOF ROBOT SPOT WELDING



CAR BODY JIGS



BOGIE LOAD TEST



WATER TIGHTNESS TEST



**VIGNYAN INDUSTRIES LTD(VIL) - STEEL FOUNDRY  
SUBSIDIARY OF BEML (1963)  
(HANDLED OVER TO BEML - 1984)**



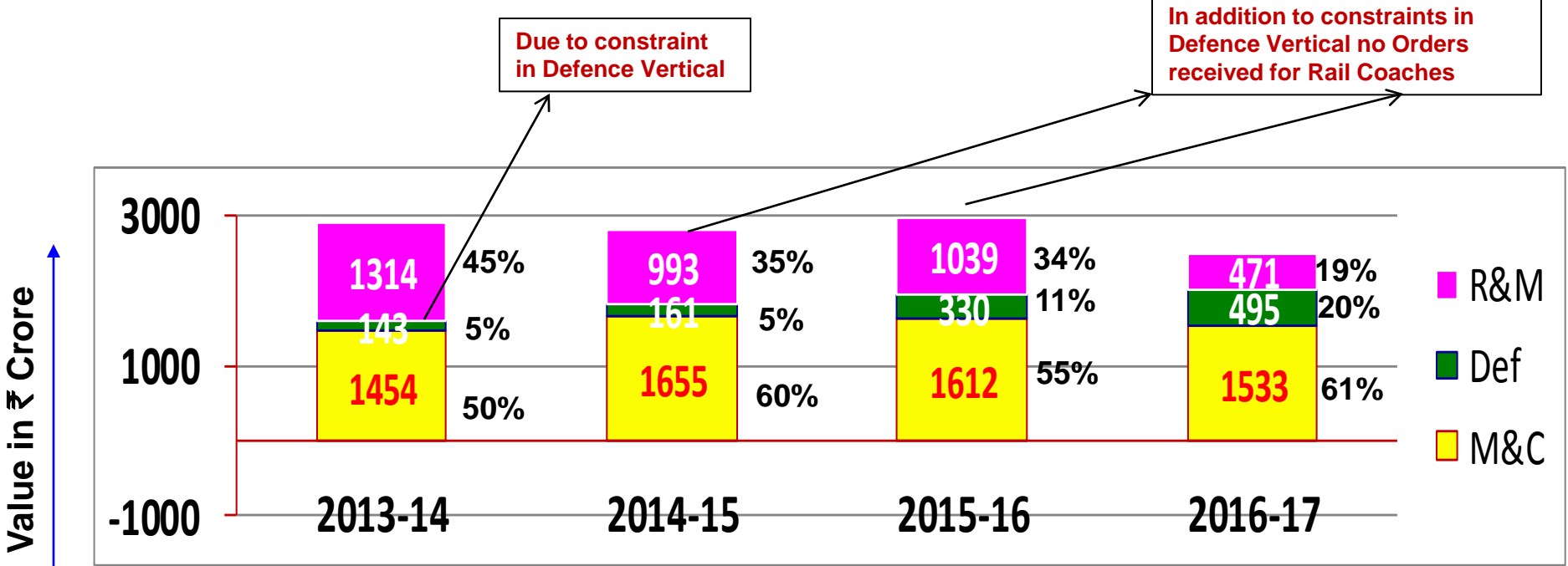
# MARKETING NETWORK





# BEML'S GLOBAL REACH





Value in Rs. Cr.	2911	2809	2981	2499
% of sale on Competition mode	87%	88%	88%	70% *

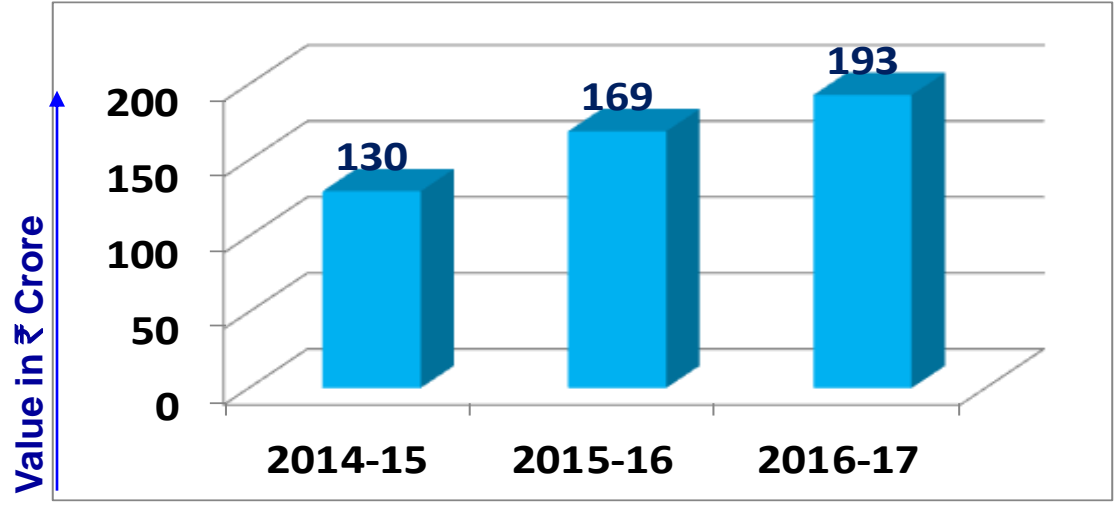
\* Reduction due to nomination Order received from Hyundai Rotem

# GROSS MARGIN & PROFIT BEFORE TAX



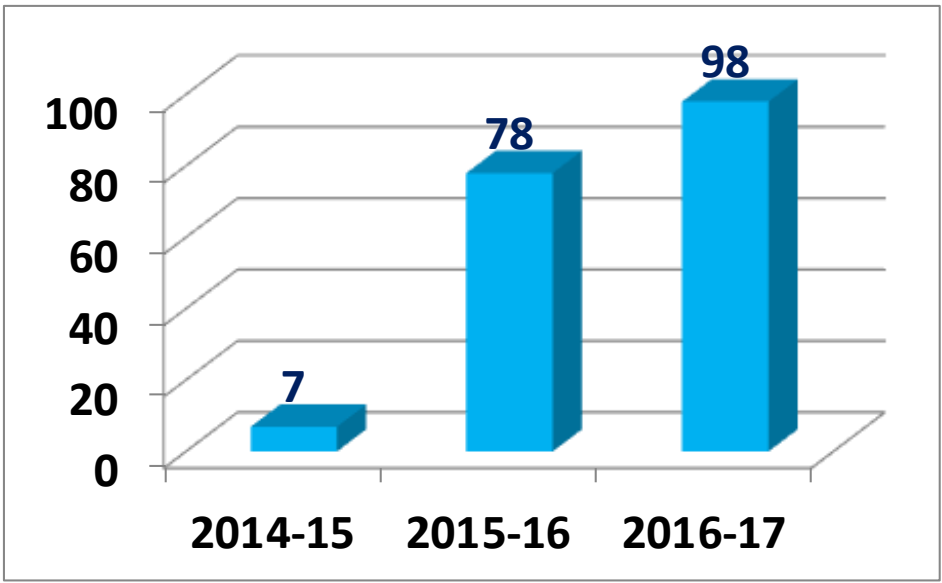
## GROSS MARGIN

Value in Rs. Cr.



## PROFIT BEFORE TAX

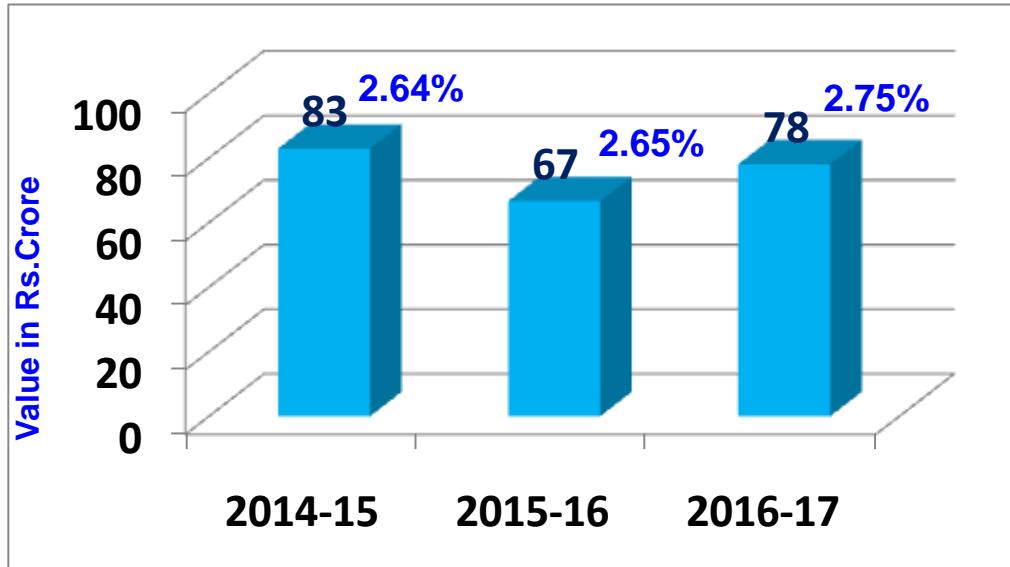
Value in Rs. Cr.



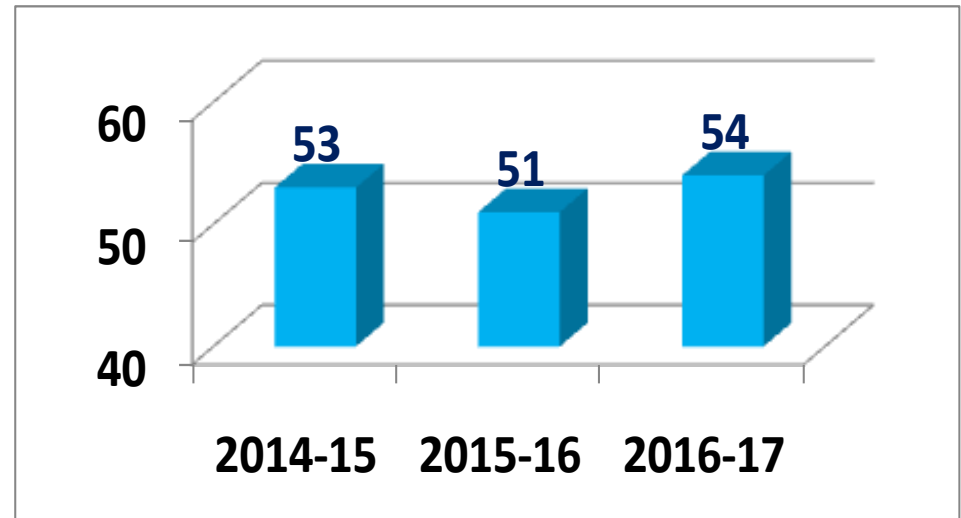
**Note:**  
2015-16 & 2016-17 as  
per Revised Sch-III of  
Companies Act 2013



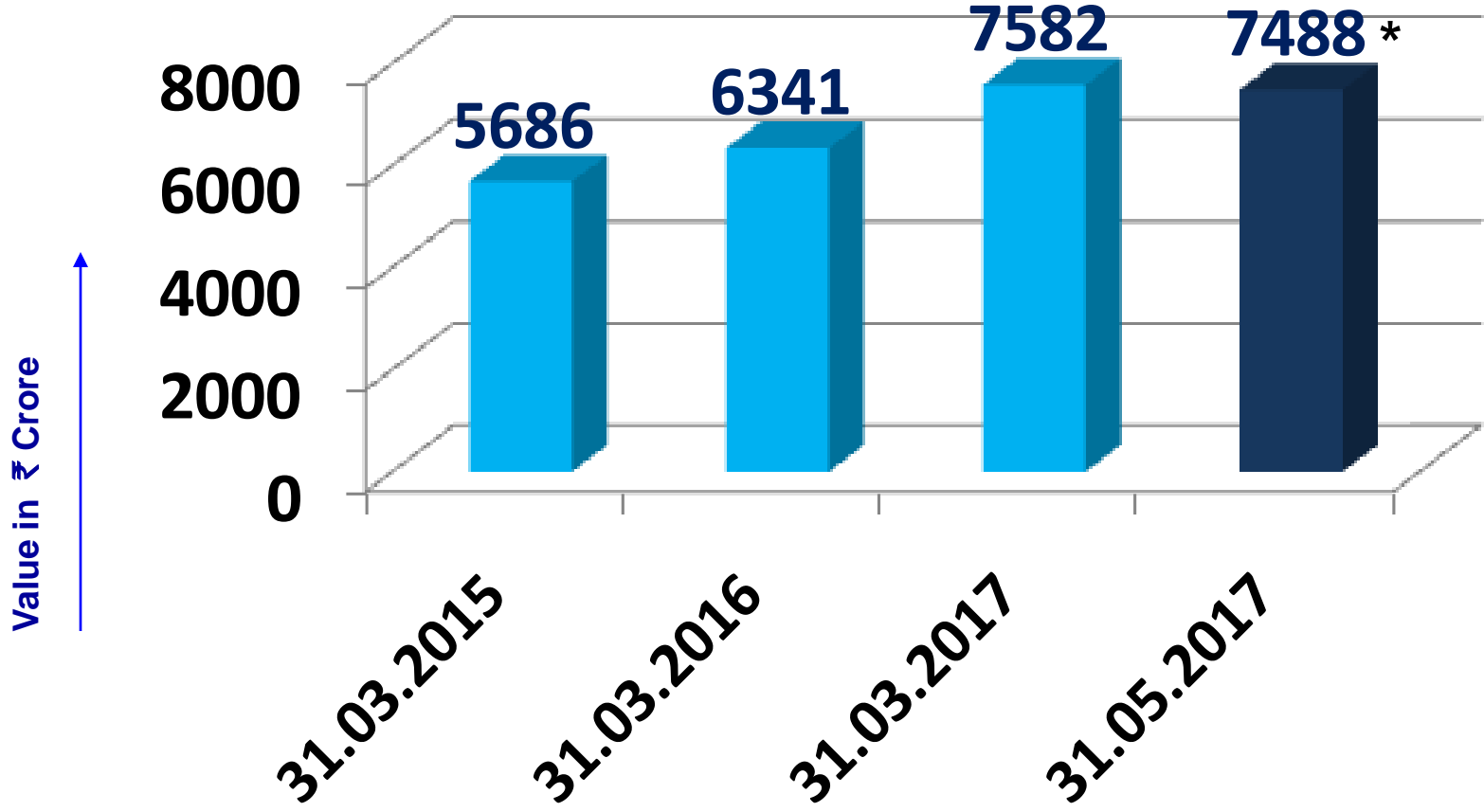
## R&D EXPENDITURE % w.r.t TOTAL SALES



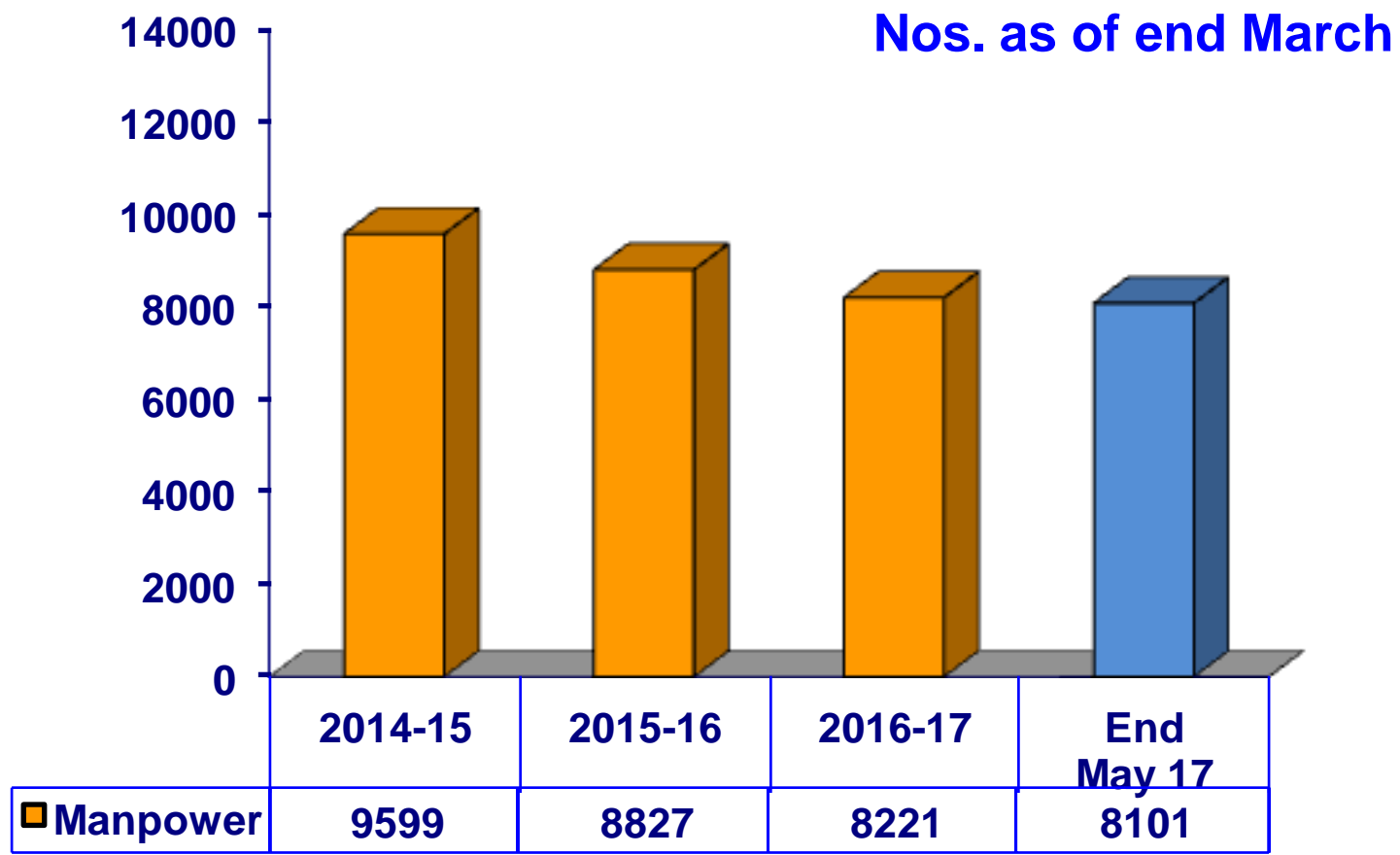
## SALES FROM R&D DEVELOPED PRODUCTS w. r. t. TOTAL SALES



# ORDER BOOK POSITION

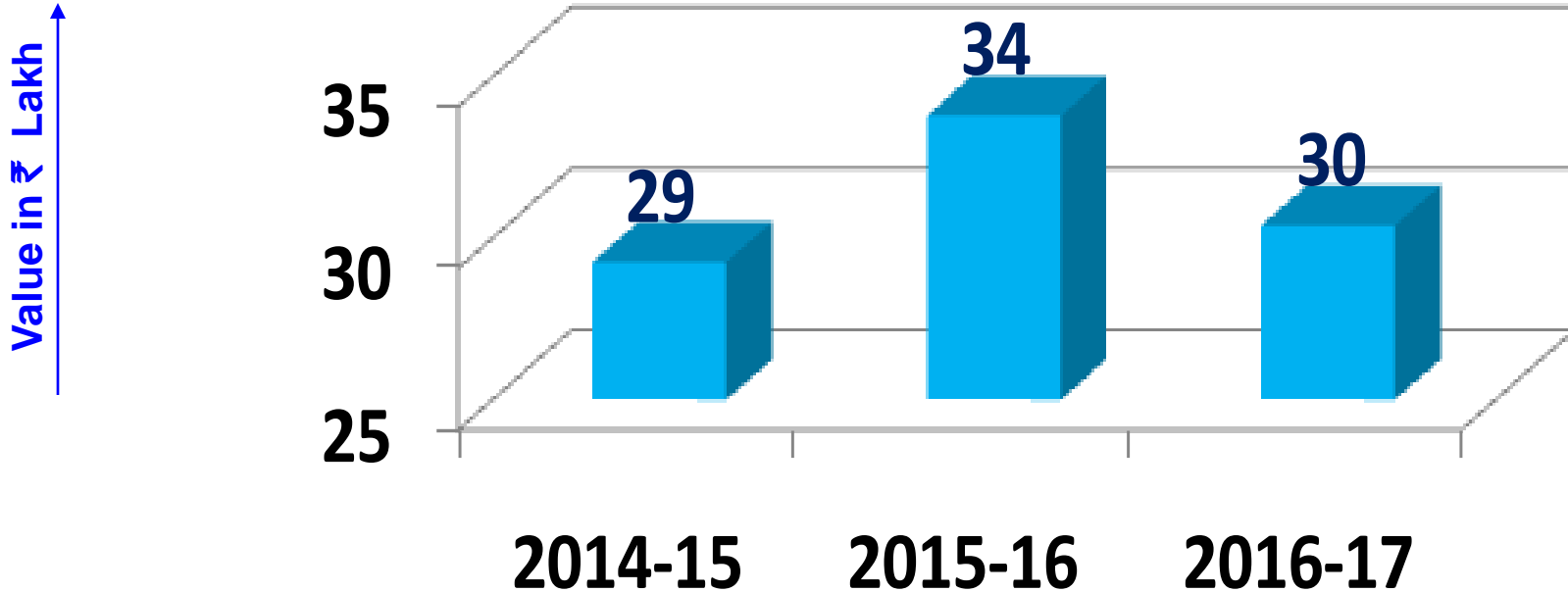


\* Excluding LoA received from Indian Railways for approx. value of Rs. 600 Cr.





Value in ₹ lakh



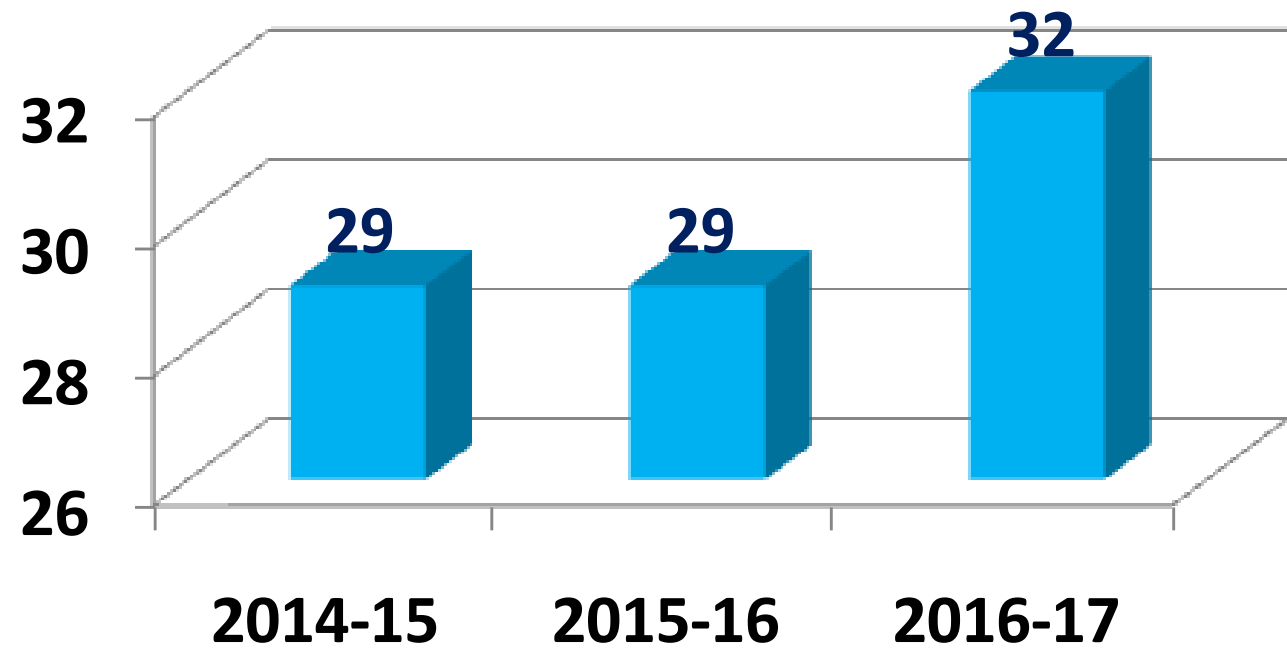
**Drop in 2016-17 is mainly on account of RS10 Sub Contract Order.**

# VoP PER EMPLOYEE



Value in ₹ lakh

Value in ₹ Lakh





- ❖ Raksha Mantri Award for Design Efforts under Own Initiatives Category for the year 2014-15.
- ❖ Hindustan PSU Award under the category ‘Fastest Growing Organisation – Miniratna.’
- ❖ Equipment India Awards under two categories viz., Best Seller in Rigid Dump Trucks and Best seller in Crawler Dozers for the year 2017.





**THANK YOU**



## DOZERS: 90 HP – 416 HP



## DUMP TRUCKS: 35 TON -205 TON



## EXCAVATORS- 7.5 TON – 180 TON



## WHEELED LOADERS – 0.8 m<sup>3</sup> – 6.3 m<sup>3</sup>





MOTOR GRADERS: 119 HP - 280 HP



PIPE LAYERS: 41 TON – 100 TON



DREDGERS: 1.3 m<sup>3</sup>



WATER SPRINKLERS: 28,000 LITRE – 70,000 LITRE





## BEML HIGH MOBILITY VEHICLES – 12x12, 10x10, 8x8, 6x6, 4x4



## SARVATRA BRIDGE SYSTEM



## ARMoured RECOVERY VEHICLE



## AKASH MISSILE – SECTION IV & V PROJECT





## BMP TRANSMISSION



## EJECTOR AND AIR CLEANER ASSEMBLY





## METRO TRAINS





## PASSENGER COACHES & ELECTRICAL MULTIPLE UNITS



## MAINTENANCE VEHICLES – CMV, OHE

