



NEW FRONTIERS. NEW DREAMS

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

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Ref: CS/SEs/19

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*Listing Compliance Department*

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

Dear Sir/Madam,

Sub: **Press Release** under Regulation 30 of SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015 - Reg.

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Please find enclosed press release under caption '**BEML Achieves the Highest Ever Sales Turnover – Registers 30% growth**' 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,**  
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## **BEML Achieves The Highest Ever sales Turnover - Registers 30% growth**

BEML LIMITED a Mini Ratna Category 1 PSU Company under the Ministry of Defence has achieved the highest ever net sales turnover of Rs. 3246 crs, for the year 2017-18 registering a growth of 30% over the previous year.

Mining and Construction business registered a growth of 11%; while Rail and Metro business achieved record production/sales of 244 Metro Cars, registering a growth of 114% over the previous year. Despite constraints Defence Business too registered a growth of 10%. Such commendable performance has helped the Company to register a PBT of Rs 164 crs after a gap of 5 years, which is a jump of over 67%.

The Mining and Construction market continued to be highly competitive and unpredictable and there was a perceptible shift in the market trend towards deployment of high capacity equipments. In this regard, While High capacity 150 T and 190 T dumpers designed & developed in house are being deployed for user trials, during the year 2017-18, other high capacity equipments viz 850 HP Bulldozer (BD475-1), and 180 T Diesel Excavator(BE1800D) were designed and developed in house, as a part of "Make in India" initiative.

Despite challenges, the revenue increase in sale of equipment to the coal sector was 79% and in non-coal segment it was 28%. Concerted efforts were put in to reduce parts inventory and finished goods inventory. In order to give thrust on after-sales-service and spare parts supply, BEML has opened more Activity Centres nearer to the customer sites.

Rail and metro segment achieved significant landmarks during FY 2017-18; such as (i) supply of more than 240 metro cars, the highest ever number produced in a year by BEML, (ii) the delivery of the first 3-car train set to BMRCL ahead of schedule which is part of the 150 intermediate cars contract, (iii) delivery of two train sets to KMRCL, (iv) and stabilization of 3rd line metro car facility for increased production.

The signing of the 'Memorandum of Understanding' (MoU) with Hitachi for Railway sector will provide BEML with the technological advantage and likely to open up a world of local production opportunities to BEML. Pre-production activities for 300 numbers of 3ph- MEMUs and manufacture of 20 sets of shells and bogies for LHB coaches are well underway.

In the Defence segment, though the sales turnover of OE during FY 2017-18 remained almost at the same level, the spares turnover business almost doubled. BEML continued to supply vehicular platforms for various weapons and equipment for the armed forces and also for the Nation's strategic missile projects.



A significant achievement during the year has been the in house design, development and supply of Arjun Repair and Recovery vehicle (ARRV) to CVRDE. BEML also manufactured Trawl Assembly for T-72 tank to R&DE(Engrs), Pune and developed aggregates for the Quick Reaction Surface to Air Missile (QRSAM) for DRDL.

Measures were taken to bring in renewed focus on innovation in the Company for new products and technology development, product up-gradation and indigenization.

An Innovation Cell was created to scout for new technologies, potential partnerships with academic institutions and start-ups to develop new products and aggregates and R&D Awards have been instituted to identify and encourage R&D engineers. Engaging with premier academic institutions and working closely with R&D institutions like DRDO, and ARAI to partner and develop new products have given perceptible dividends.

To give thrust on Human Resources, HR Portal "SAMPARK" was developed with the features of Employee self-service, Online Performance System and Online Vigilance Clearance system.

Company has initiated pioneering projects to leverage Information Technology to bring in more transparency, efficiency and cost saving such as Cyber security systems, Video conferencing, FLMS, Complaint handling system, etc.

The projects undertaken by the Company to reach the goal of utilizing 100% renewable energy for its consumption and reduce the carbon foot print; enabling BEML to be a proud 'Green Company' is nearing fruition. Number of other initiatives to ensure cleaner environment, such as creating plastic free zones in the manufacturing complexes and BEML Townships and complete change over to LED lighting were undertaken across the organization. Bio-gas plants have been set-up for utilization of organic and canteen waste.

BEML began, Financial year 2018-19 with a healthy order book position of over Rs. 6700 crs and we set a challenging business target for the coming year. There are encouraging business prospects emerging in the near horizon, which brings great hope and optimism to surpass the laid down targets, realising the true potential of the Company.

A Media Release by BEML

Date : 25.5.2018

