



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 : bemlcgmr@vsnl.com

**KGF Complex**

Tel : 08153-263020  
e-mail : bemlede@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 : storeskolkata@rm.beml.co.in

Ref: CS/SEs/314

27.09.2017

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

Ref: Our letter CS/SEs/311 dt. 18.09.2017

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Please find enclosed a copy of Presentation of Analysts / Investors meet held on 26.09.2017 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**

**26<sup>th</sup> September 2017**

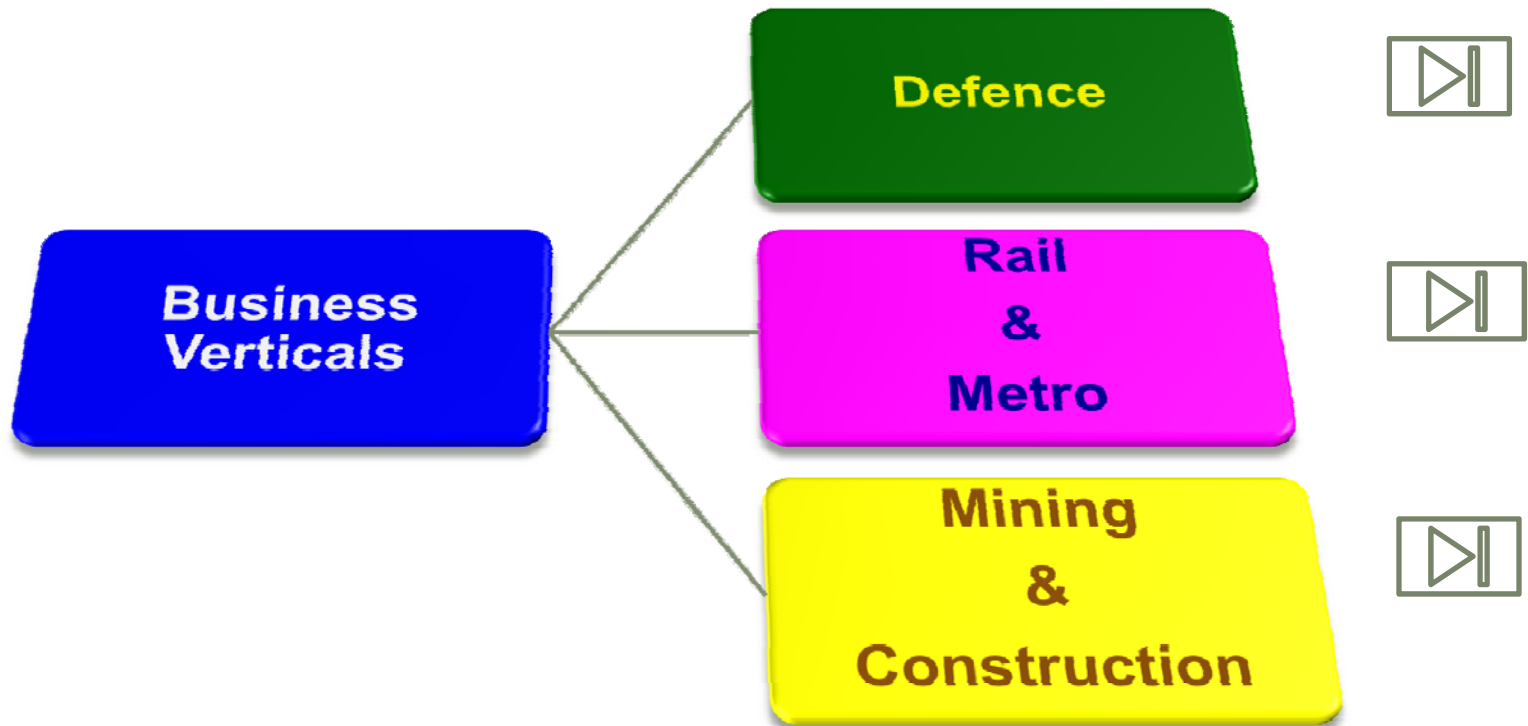
# DISCLAIMER

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.

# BACKGROUND

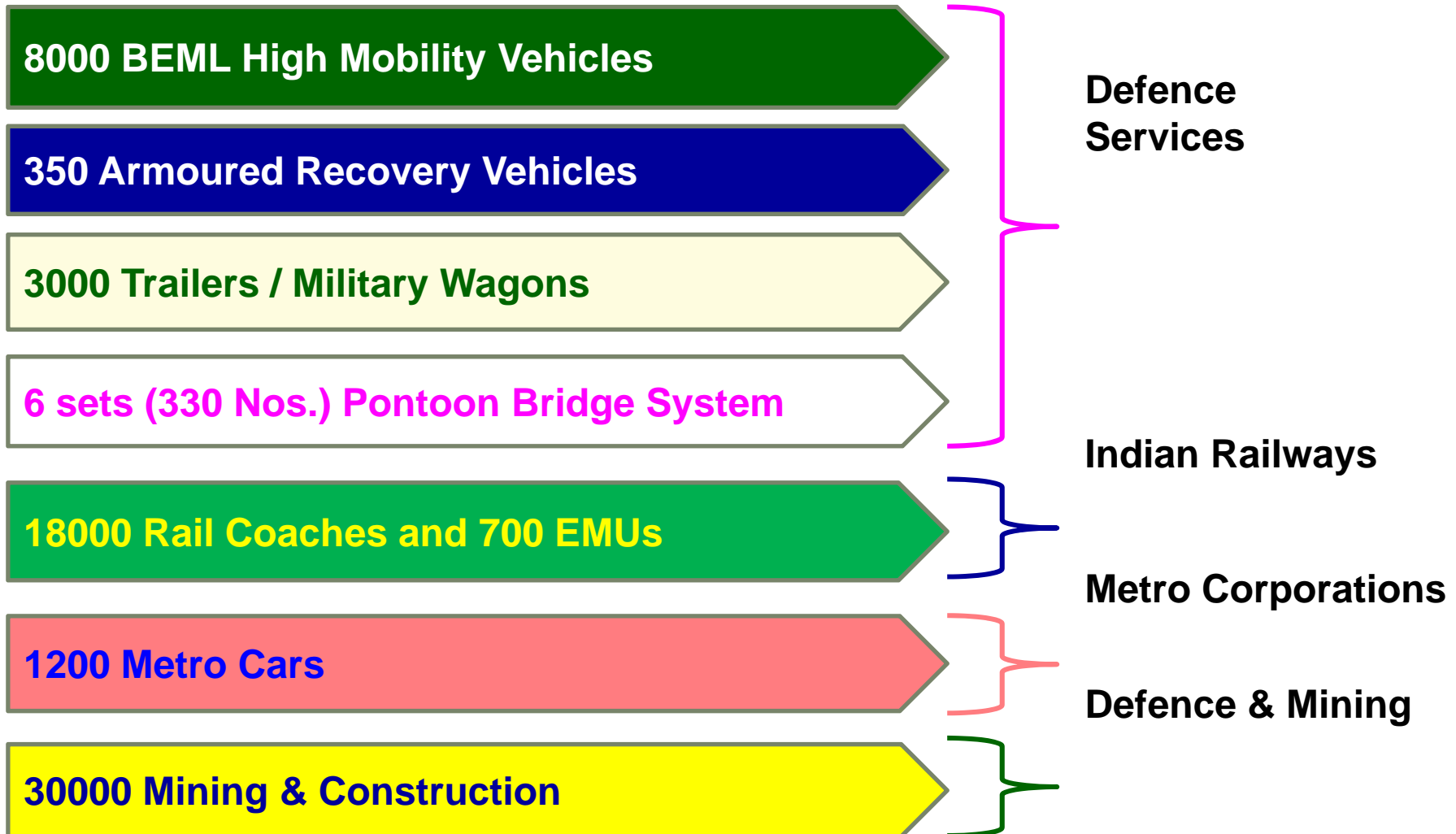
**Incorporated: 11<sup>th</sup> May 1964**

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



## MAJOR LANDMARKS

### Supplied:



## MANUFACTURING COMPLEX – BENGALURU (1964)



## MANUFACTURING COMPLEX – KGF (1967)



## MANUFACTURING COMPLEX – MYSURU (1985)





## MANUFACTURING COMPLEX – PALAKKAD (2010)





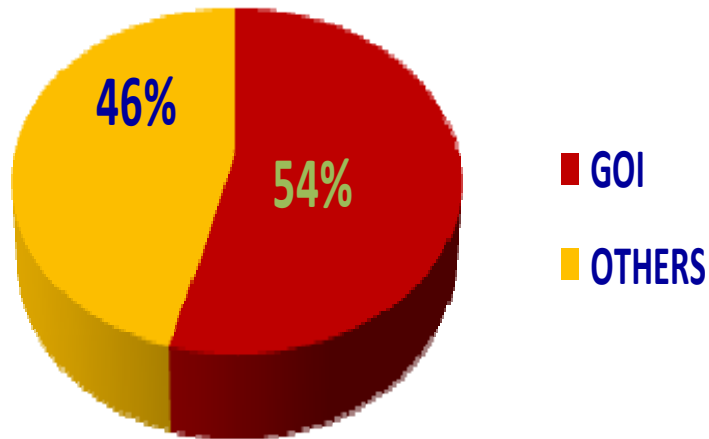


**BEML'S GLOBAL REACH – 68 COUNTRIES**

# SHARE HOLDING PATTERN

As on 15.09.2017

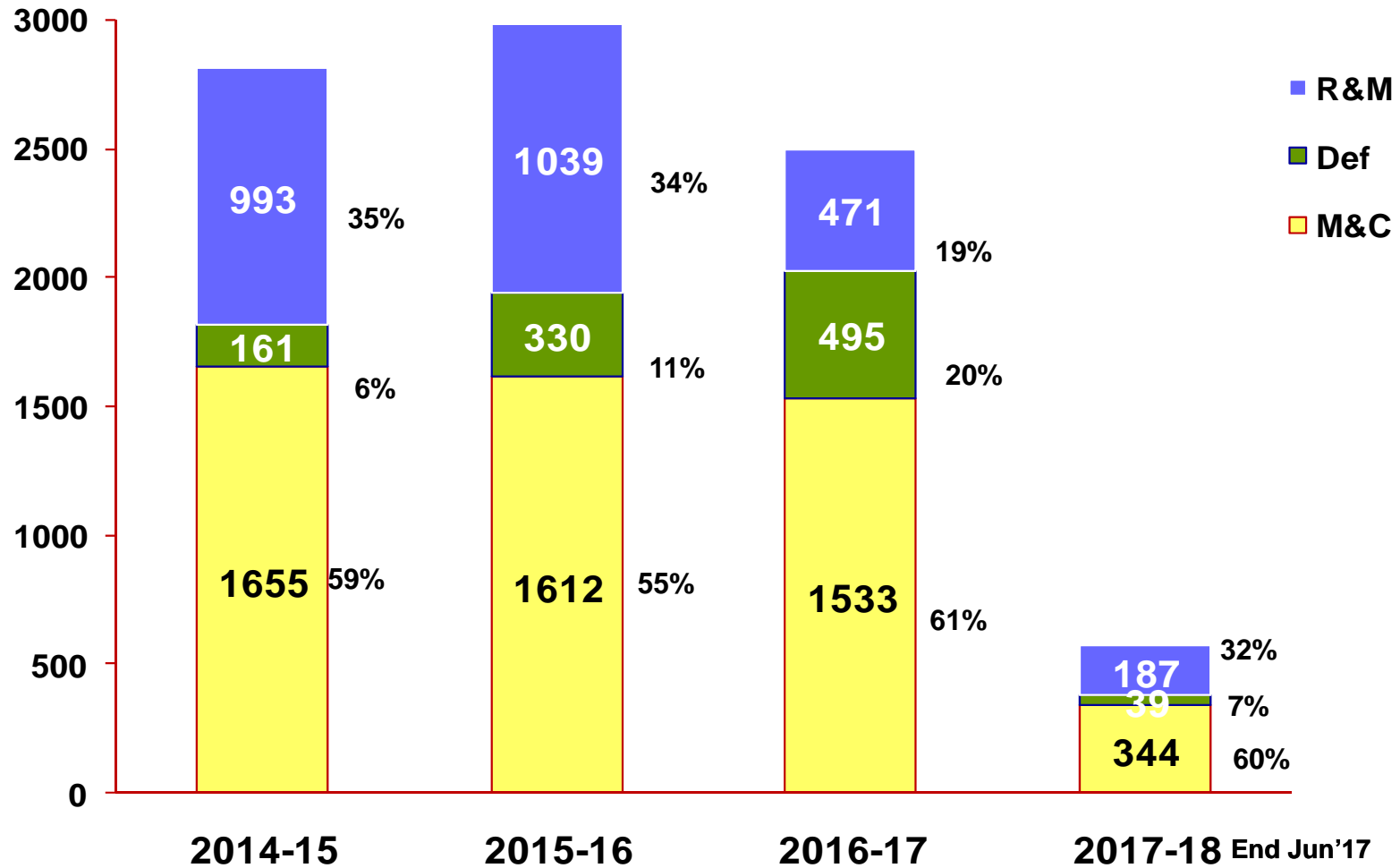
## EQUITY BASE



<b>Govt.of India</b>	<b>54.03%</b>
<b>MFs</b>	<b>20.63%</b>
<b>Indian Public</b>	<b>9.58%</b>
<b>IFIs</b>	<b>3.60%</b>
<b>Corp Bodies</b>	<b>3.63%</b>
<b>FII's/FPI's</b>	<b>7.32%</b>
<b>NRIs/ OCBs</b>	<b>0.68%</b>
<b>Banks</b>	<b>0.03%</b>
<b>Others</b>	<b>0.50%</b>
<b>TOTAL</b>	<b>100.00%</b>

# SALES

Value in Rs.Cr.



<b>Total Sales</b>	<b>2809</b>	<b>2981</b>	<b>2499</b>	<b>570</b>
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## % of Sales on Competition

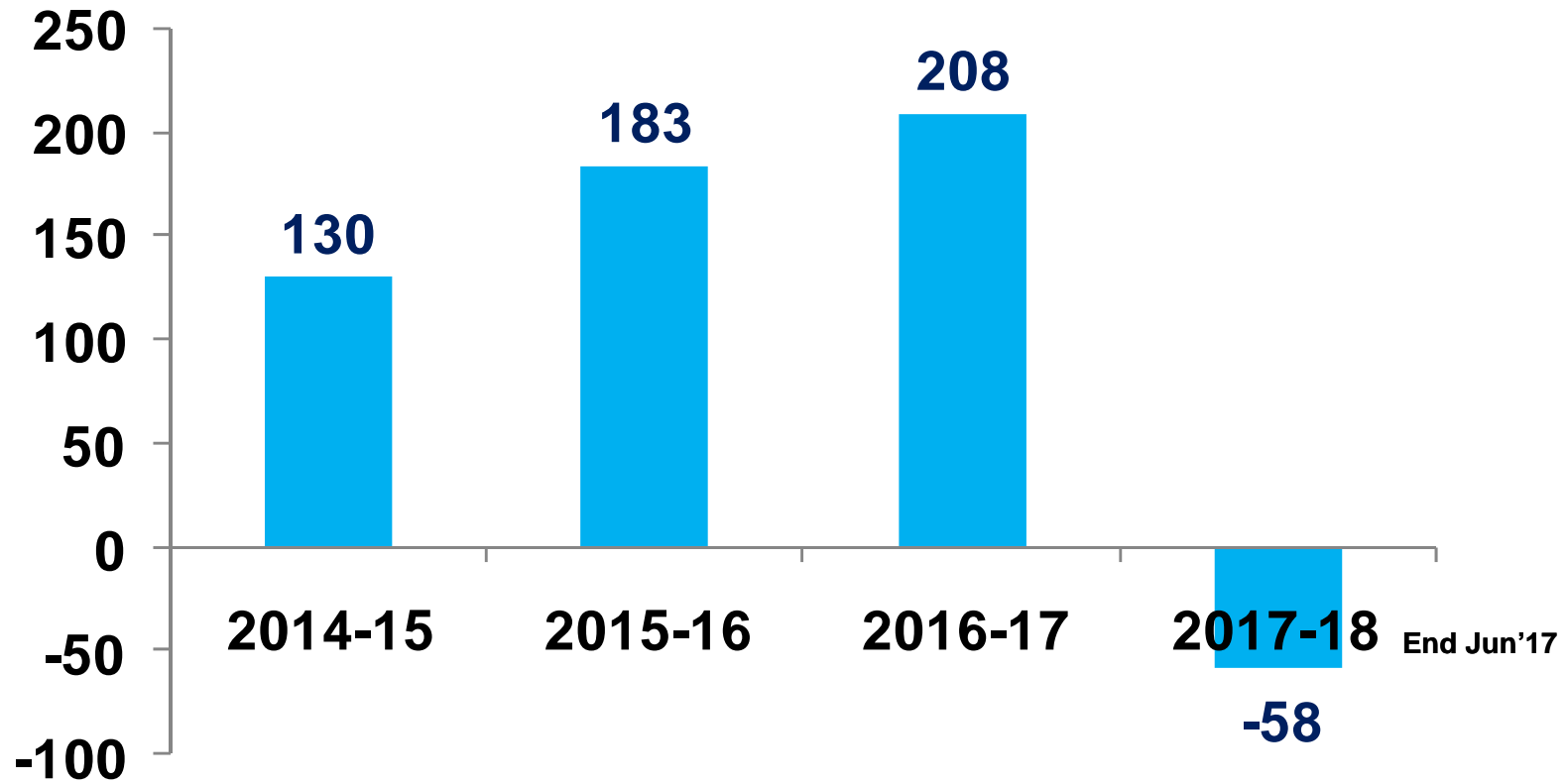
Value in Rs.Cr.

Year	2014-15	2015-16	2016-17
Total Sales	2809	2981	2499
% of sale on Competition mode	88%	88%	70% *

\* Reduction due to Sub-contract Order received on Nomination from Hyundai Rotem

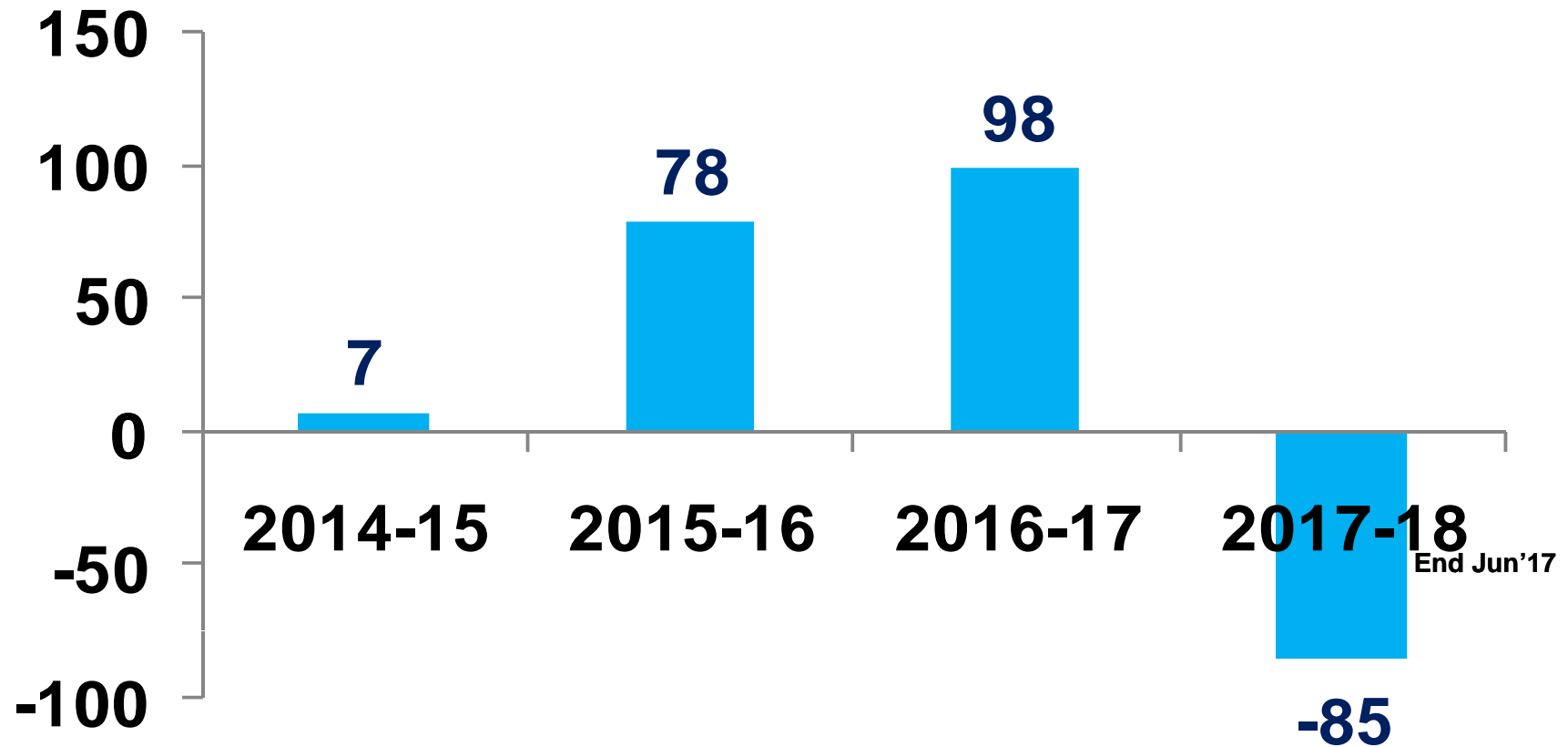
## GROSS MARGIN

Value in Rs. Cr.



## PROFIT BEFORE TAX

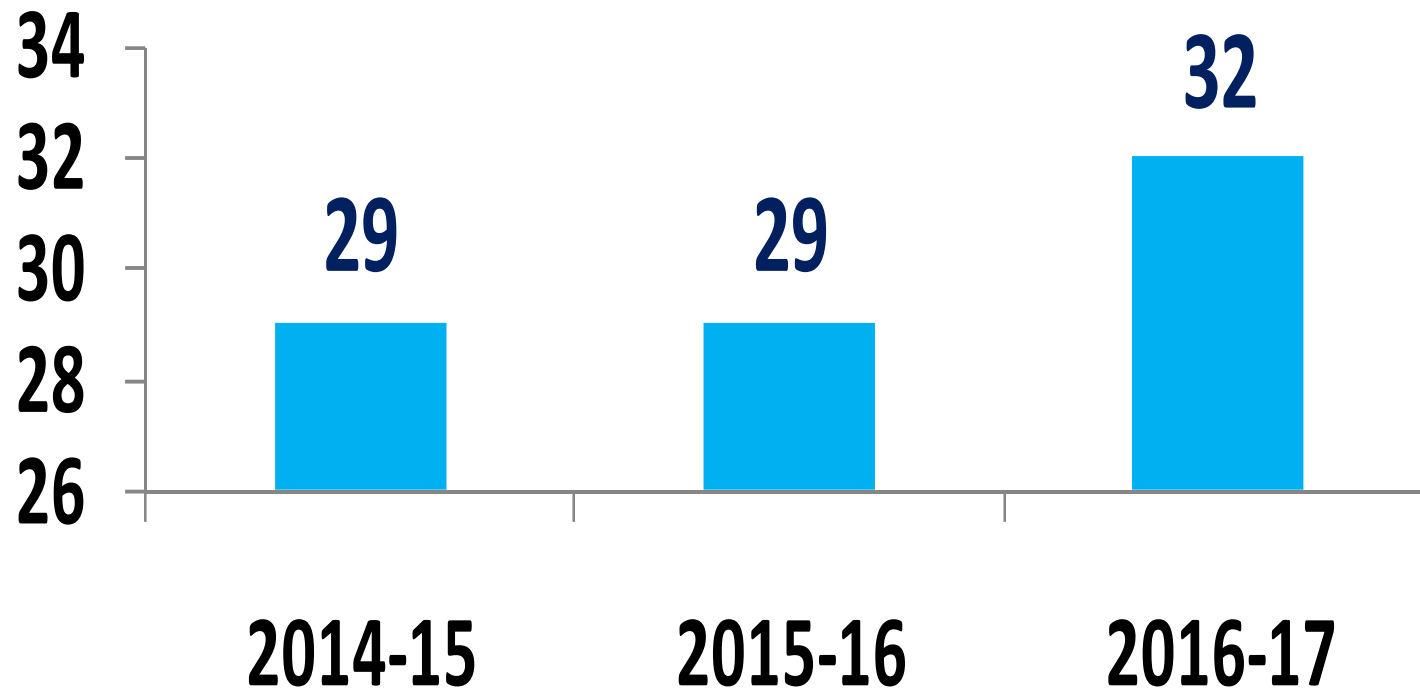
Value in Rs. Cr.





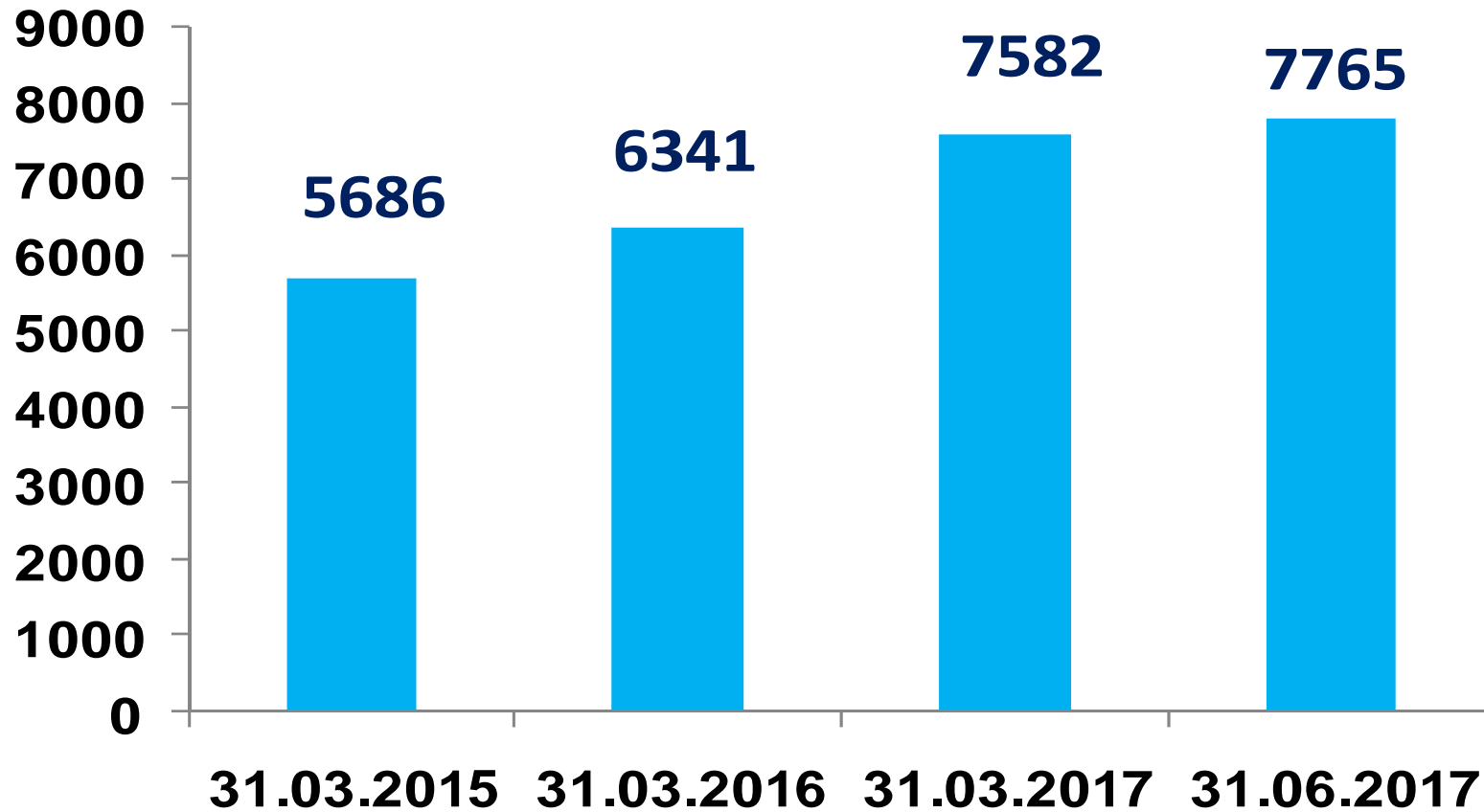
## VoP PER EMPLOYEE

Value in Rs. lakh

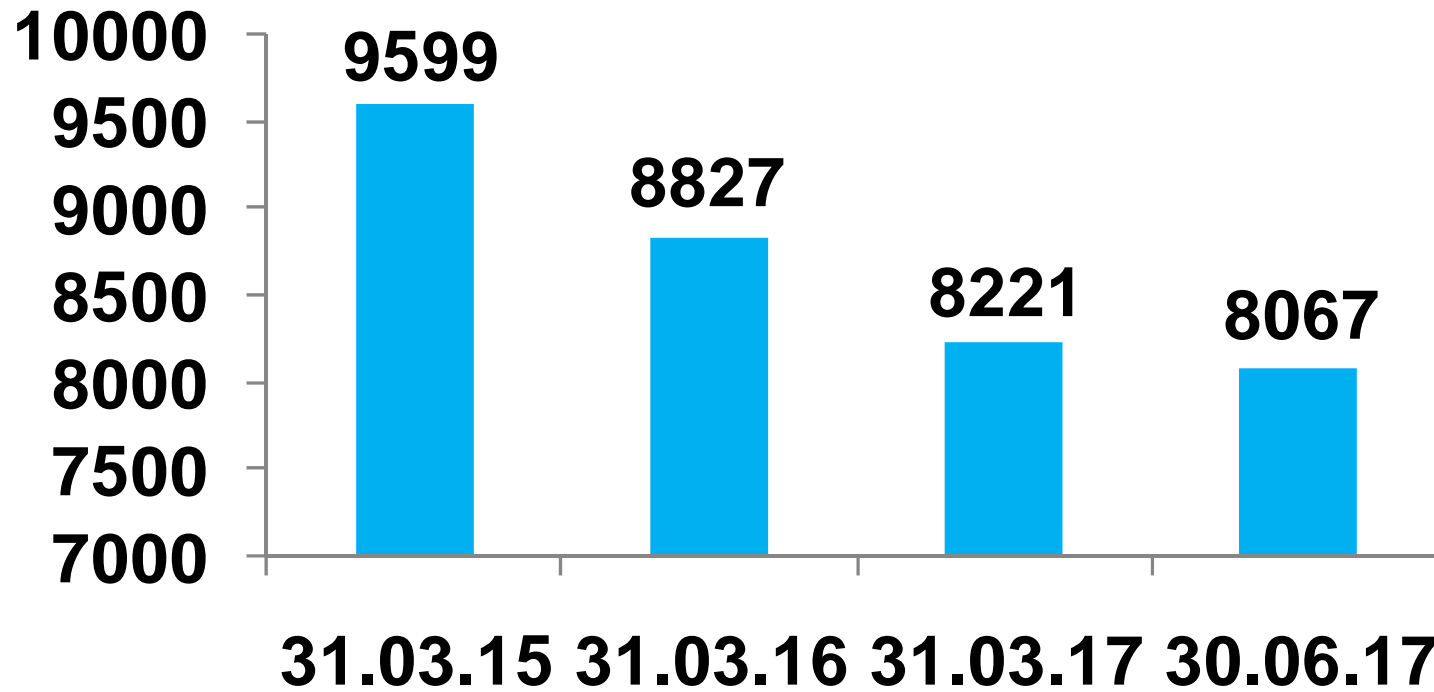


# ORDER BOOK POSITION

Value in Rs. Cr.

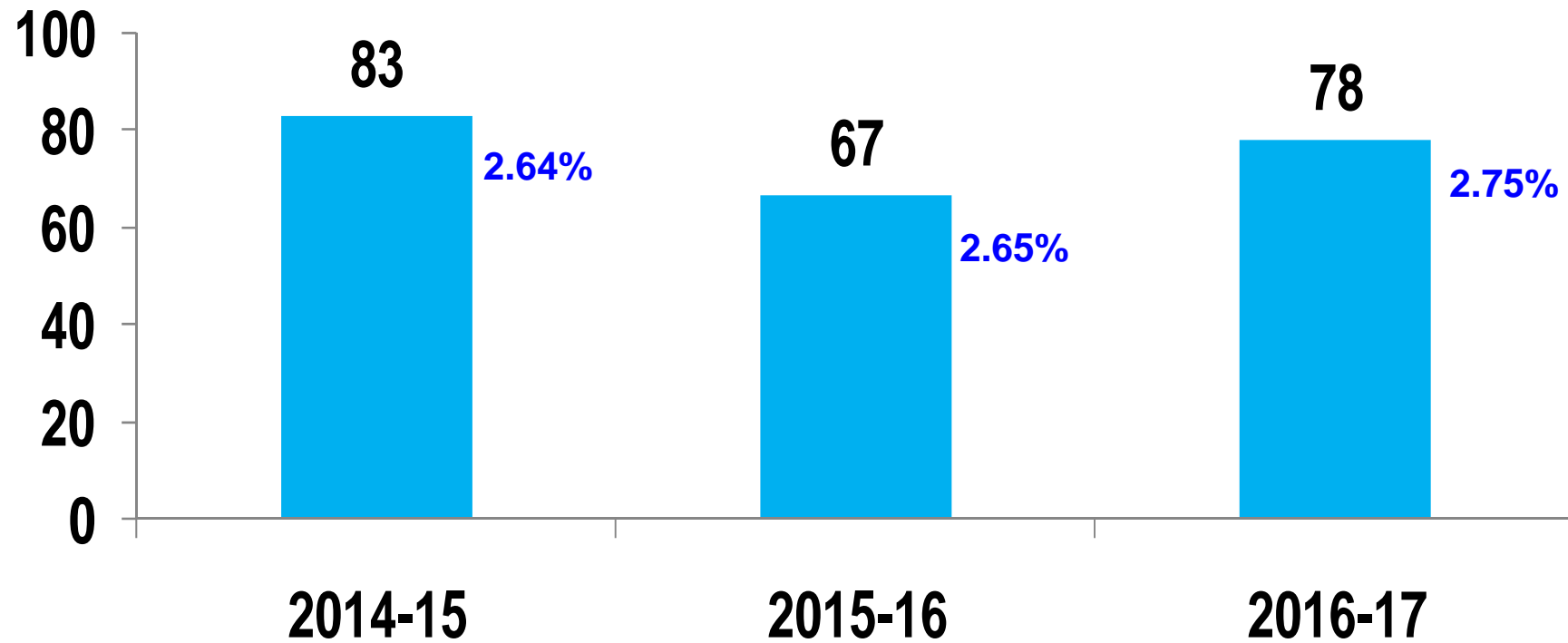


## MANPOWER

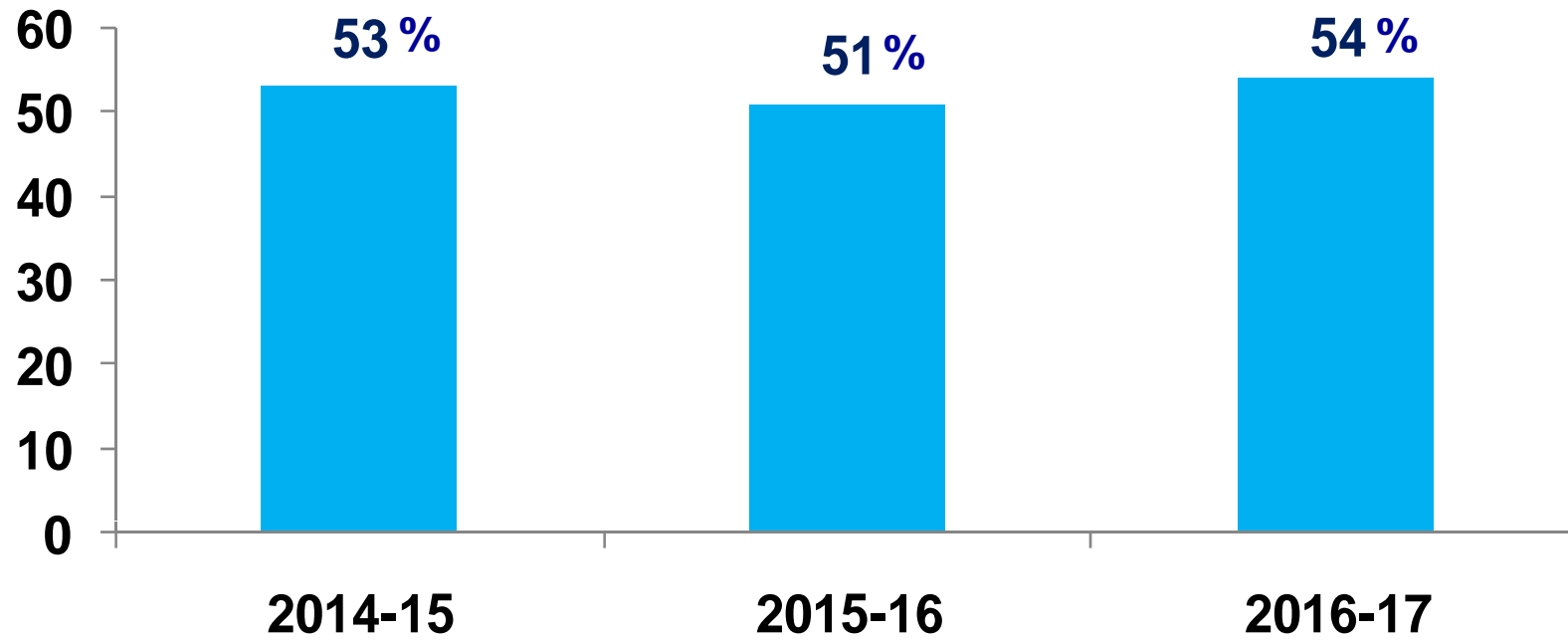


## R&D EXPENDITURE % w.r.t SALES

Value in Rs. Cr.



**% OF SALES FROM R&D DEVELOPED PRODUCTS w. r. t. TOTAL SALES**





जाय हिंद

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



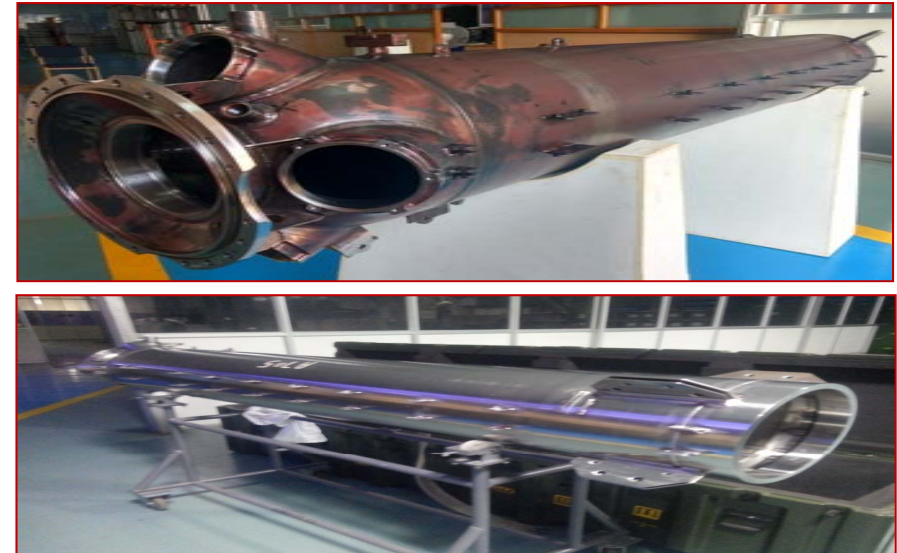
**SARVATRA BRIDGE SYSTEM**



**ARMoured RECOVERY VEHICLE**



**AKASH MISSILE – SECTION IV & V PROJECT**



## BMP TRANSMISSION



## EJECTOR AND AIR CLEANER ASSEMBLY





## METRO TRAINS



# RAIL & METRO BUSINESS

## PASSENGER COACHES & ELECTRICAL MULTIPLE UNITS



## MAINTENANCE VEHICLES – CMV, OHE



# MINING & CONSTRUCTION BUSINESS

**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>**



# MINING & CONSTRUCTION BUSINESS

**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**

