

Ref: CS/SEs/220

10.06.2022

National Stock Exchange of India Ltd. Listing Compliance Department Exchange Plaza, Bandra - Kurla Complex, Bandra (East), MUMBAI – 400 051	The BSE Limited Listing Compliance Department P.J. Towers, 26 <sup>th</sup> Floor, Dalal Street, MUMBAI – 400 001
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Dear Sir / Madam,

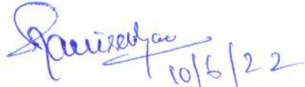
Sub: Presentation of Investors meet - under Regulation 30 of SEBI (LODR) Regulations  
2015 – Reg

Ref: Our letter CS/SEs/217 dt. 07.06.2022

Please find enclosed a copy of Presentation made at the Investors meet held on  
10.06.2022 at Mumbai for your reference and records.

Yours faithfully

For BEML LIMITED

  
10/6/22

S V Ravisekhar Rao

Company Secretary & Compliance officer



Encl: As above

ಪ್ರಧಾನಕಚೇರಿ Corporate Office:

'ಬೆಮಲ್ಸೌಧ', ೨೩/೧, ೪ನೇ ಮುಖ್ಯರಸ್ತೆ, ಸಂಪಂಗಿರಾಮನಗರ, ಬೆಂಗಳೂರು - ೫೬೦೦೨೭. ದೂರವಾಣಿ ಸಂಖ್ಯೆ : +೯೧೮೦೨೨೯೯೨೦೬೫

ಫ್ಯಾಕ್ಸ್ ಸಂಖ್ಯೆ : +೯೧೮೦೨೨೯೧೦೪೦೯೯

BEML Soudha, 23/1, 4th. Main, S R Nagar, Bangalore – 560027, Tel. +91 80 22963142/211, Fax. +91 80 22963142

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CIN: L35202KA1964GOI001530, GST NO. 29AAACB8433D1ZU

[www.bemlindia.in](http://www.bemlindia.in)



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NEW FRONTIERS. NEW DREAMS

**BEML Limited**

Investors Meet

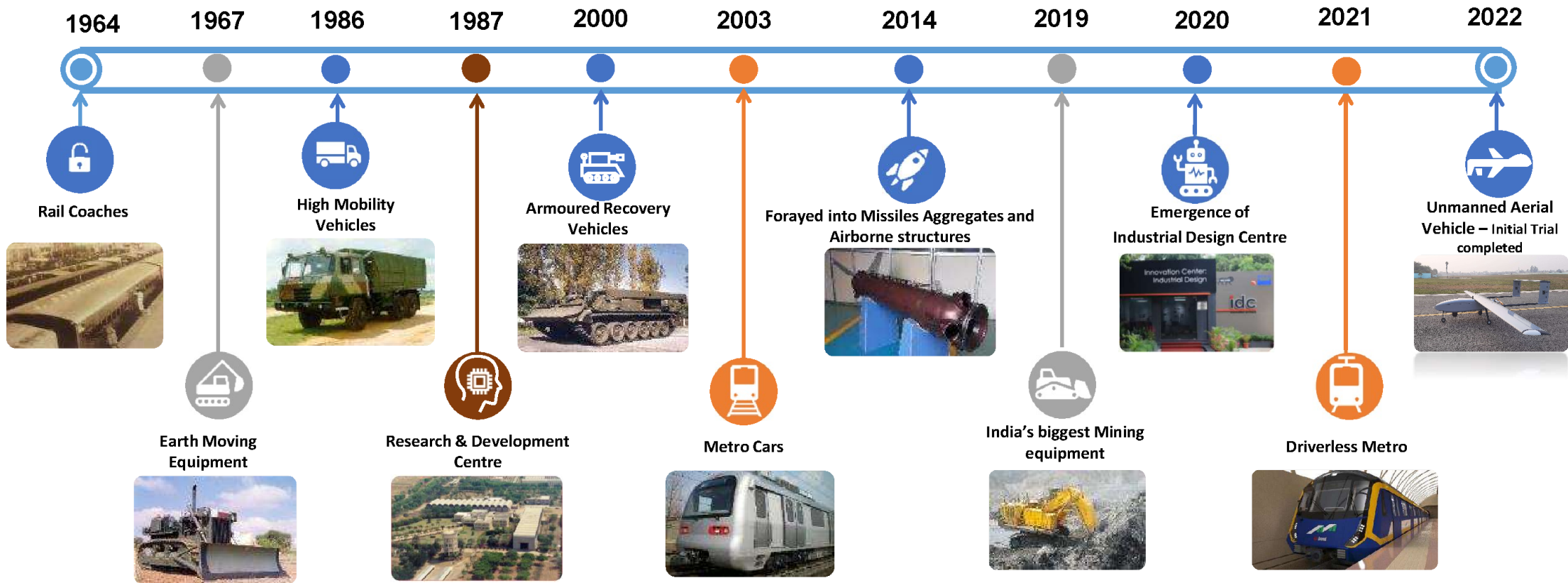
10 June, 2022



## 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.**

# EVOLUTION

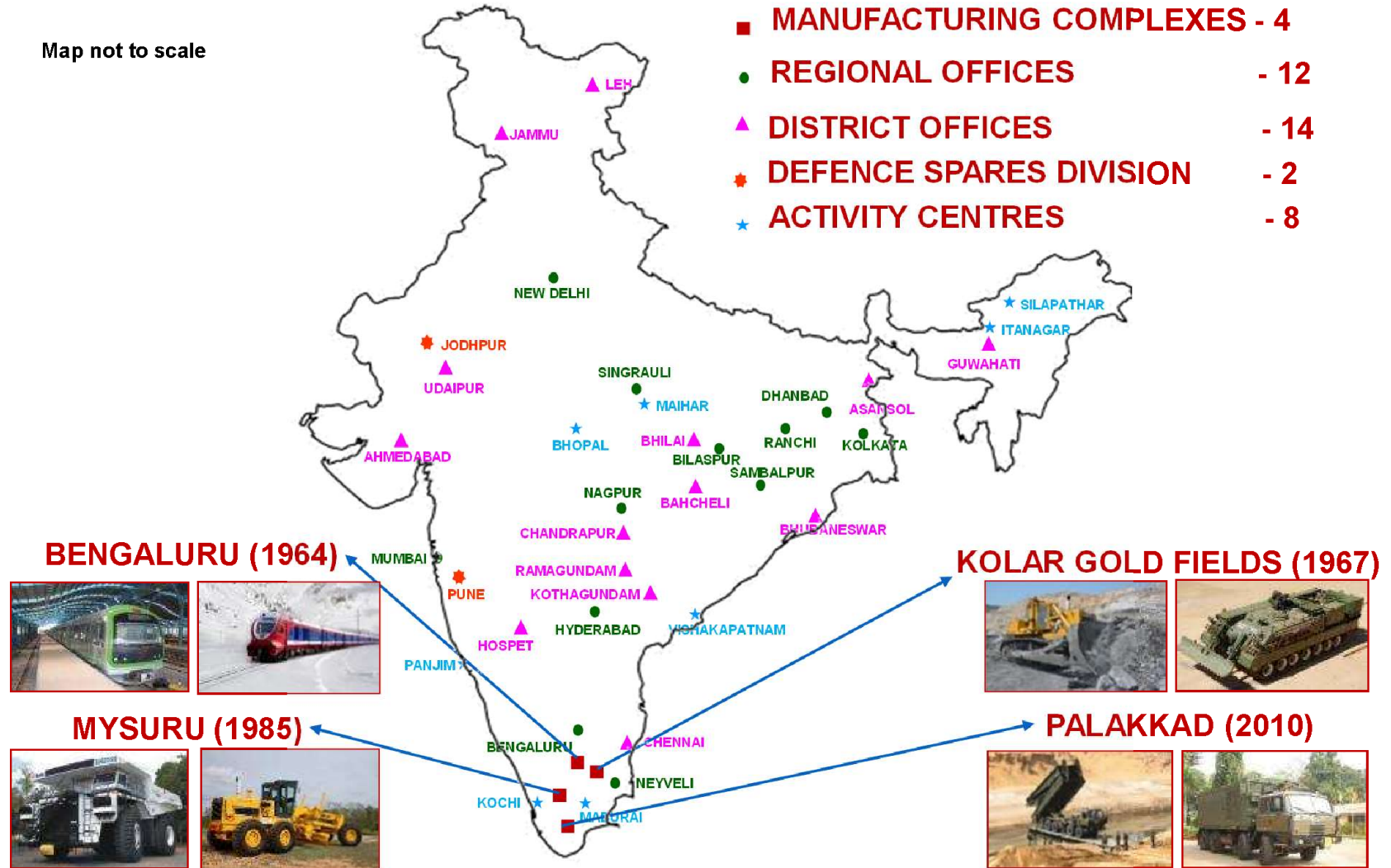




# BHEL - PAN INDIA

Map not to scale

- MANUFACTURING COMPLEXES - 4
- REGIONAL OFFICES - 12
- ▲ DISTRICT OFFICES - 14
- ★ DEFENCE SPARES DIVISION - 2
- ★ ACTIVITY CENTRES - 8



## BUSINESS GROUPS

### Defence & Aerospace

High Mobility Vehicles /  
Armoured Recovery Vehicles



**BEML LIMITED**

### Rail & Metro

More than 44% of Metro  
cars in India  
manufactured in BEML



### Mining & Construction

Market leader in Dozers and Rigid  
Dump Trucks



## PRODUCT PROFILE – MINING & CONSTRUCTION





# PRODUCT PROFILE – RAIL & METRO

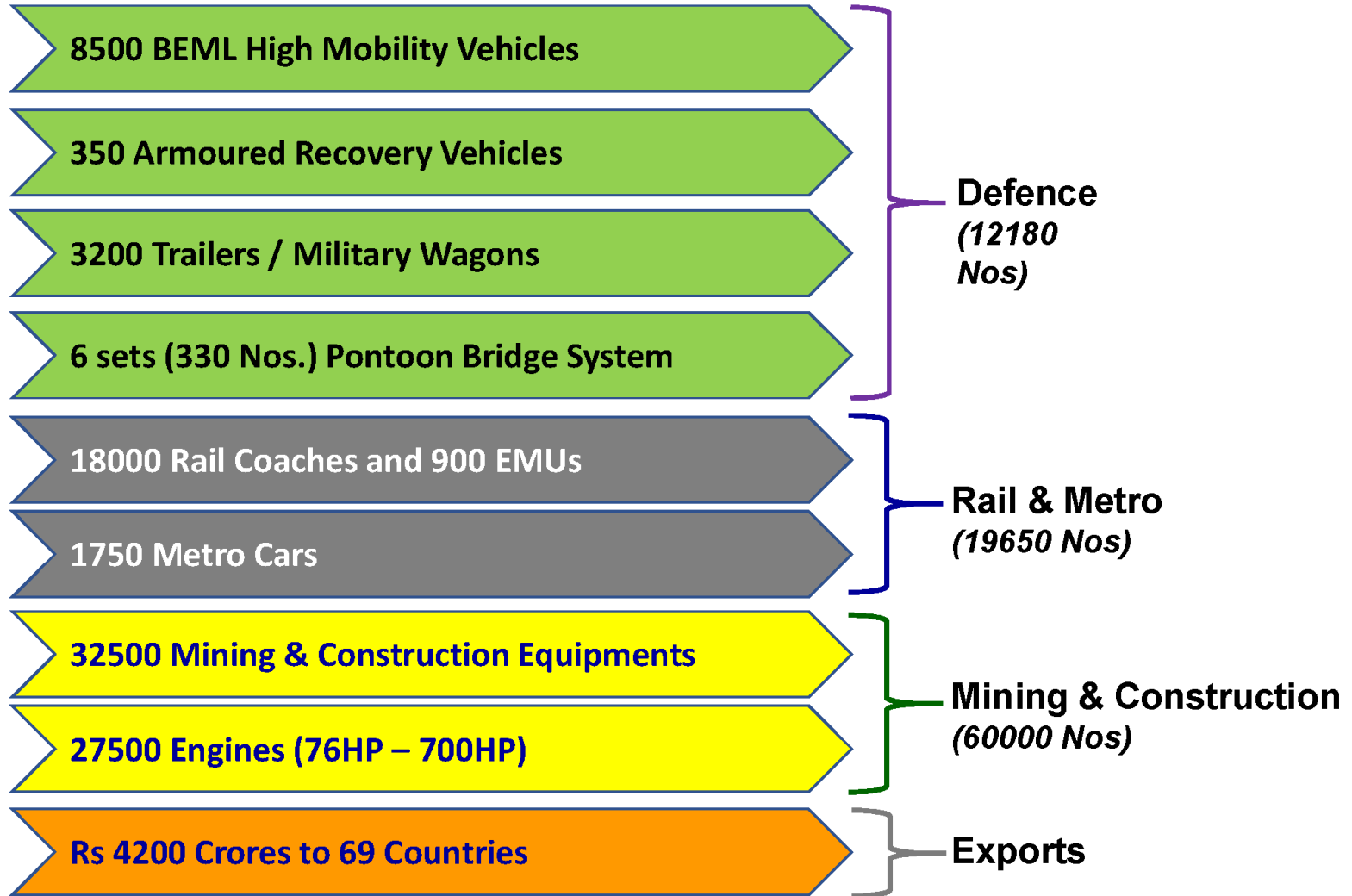




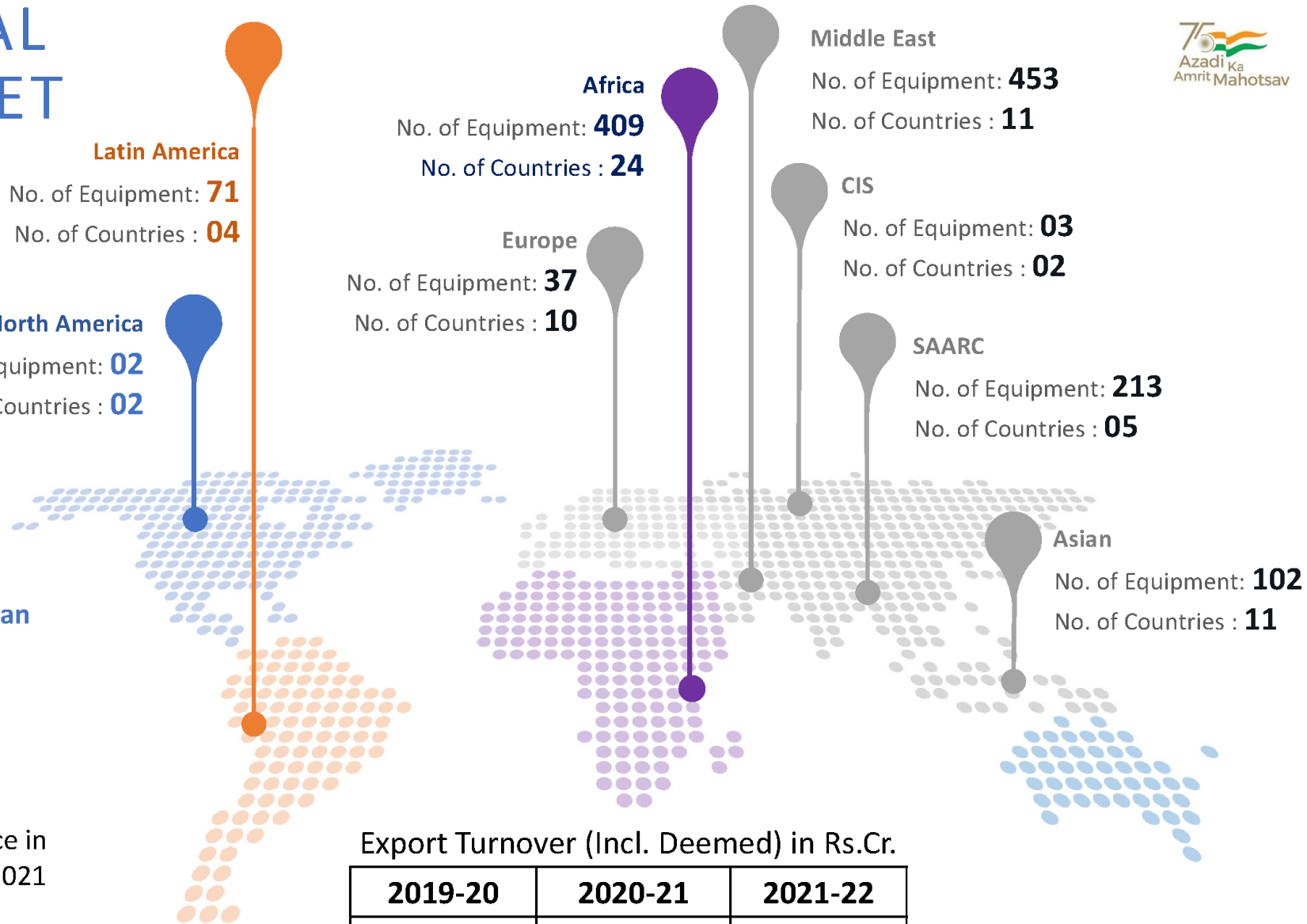
# PRODUCT PROFILE - DEFENCE & AEROSPACE



# MAJOR ACCOMPLISHMENTS



# GLOBAL MARKET



Exported over **1200** Equipment to **69** countries

Defence products exported to **Israel, Suriname, Honduras & Bhutan**

Railway Products exported to **Srilanka & Bangladesh**

Mining & Construction products **Across the Globe**

MoD identified BEML to set-up office in **Kenya** - Registered during January 2021

Export Turnover (Incl. Deemed) in Rs.Cr.

2019-20	2020-21	2021-22
62	463	565

Sl. No.	Business group	Type of equipment	Indigenisation %
1	Mining & Construction	Water Sprinklers	97%
		Dumpers	95%
		Excavators	92%
		Motor Graders	90%
		Dozers	90%
		Pipe Layers	79%
		Wheel Loaders	78%
2	Defence	High Mobility Truck (8x8)	84%
3	Rail & Metro	Metro cars	66%

### Artificial Intelligence Projects

1. Sleep/Fatigue operator alert system on Dump Trucks - <b>Completed</b>
2. Predictive maintenance of Mining equipment - <b>Completed</b>
3. Mobile Medical Health Diagnostic System - <b>Completed</b>
4. AI based Automation of Water Sprinkling System - <b>Completed</b>
5. Design & Development of AI Based 360° Surrounding View Monitoring System - <b>Completed</b>



<b>Indigenously Designed &amp; Developed Products</b>	<b>190 Ton and 150 Ton Dump Truck</b>
	<b>180 Ton Electrical / Hydraulic Excavator</b>
	<b>117 hp Heliportable Dozer, Dozer with PAT</b>
	<b>Medium Bullet Proof Vehicle "Gaur"</b>
	<b>Unmanned Train Operation (Driverless) Metro Rolling Stock</b>
	<b>Mechanical Minefield Marking Equipment (MMME – MKII)</b>

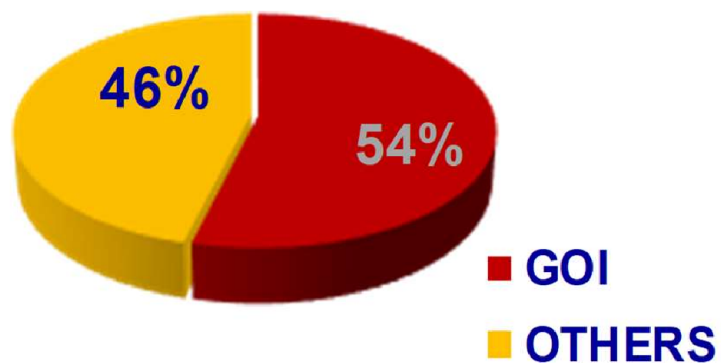
## Medical Oxygen Plant

- BEML has taken up for Manufacturing and Supply of Medical Oxygen Plant (GO 960) during 2<sup>nd</sup> wave of the Pandemic.
- Manufactured and supplied 81 nos. Medical Oxygen Plant (GO 960) in record time through ToT from M/s. Defence Bio-Engineering & Electro Medical Laboratory (DEBEL), DRDO .



## SHARE HOLDING PATTERN

### EQUITY BASE

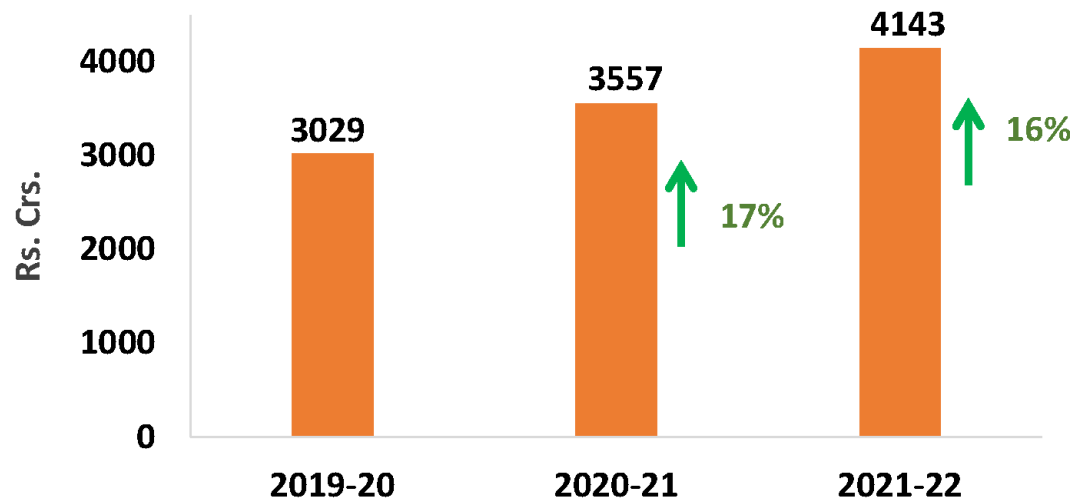


Category	As on 31.03.2022	As on 03.06.2022
Government of India	54.03%	54.03%
Mutual Funds	17.17%	16.70%
Resident Individuals	15.32%	15.70%
Foreign Portfolio - CORP	6.15%	6.08%
Bodies Corporates	3.14%	3.01%
Qualified Institutional Buyer	1.89%	2.10%
Non-Resident Indians	0.81%	0.87%
H U F	0.53%	0.57%
Clearing Members	0.24%	0.12%
Non-Resident Indian Non Repatriable	0.29%	0.32%
Alternative Investment Fund	0.25%	0.27%
Others	0.18%	0.23%
<b>Total</b>	<b>100.00%</b>	<b>100.00%</b>

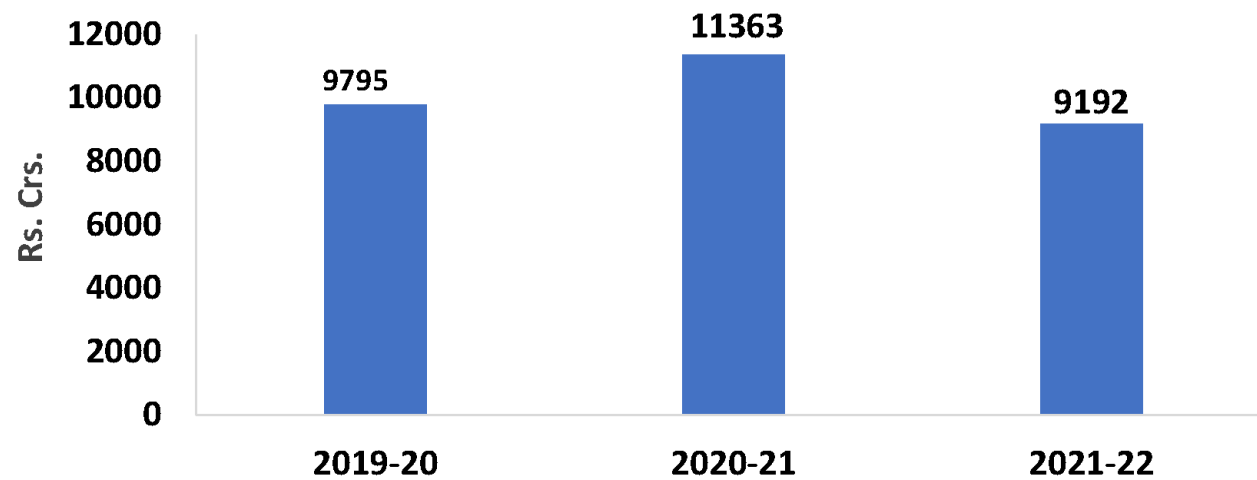
## KEY HIGHLIGHTS – 2021-22

<b>Highest ever Sales</b>	<b>Rs. 4143 Crores</b>
<b>Highest ever Value of Production</b>	<b>Rs. 3993 Crores</b>
<b>Sales on Competition Mode</b>	<b>71%</b>
<b>VoP per Employee</b>	<b>Rs. 72 Lakhs</b>
<b>Gross margin %</b>	<b>7.75%</b>
<b>R&amp;D Expenditure as % of Sales</b>	<b>2.4%</b>
<b>Sales From R&amp;D Developed Products</b>	<b>88%</b>
<b>Outsourcing as % of VoP</b>	<b>51%</b>
<b>Procurement from MSME to total domestic procurement</b>	<b>32%</b>
<b>Green Energy for Captive Consumption</b>	<b>85%</b>

## Sale of Products & Services



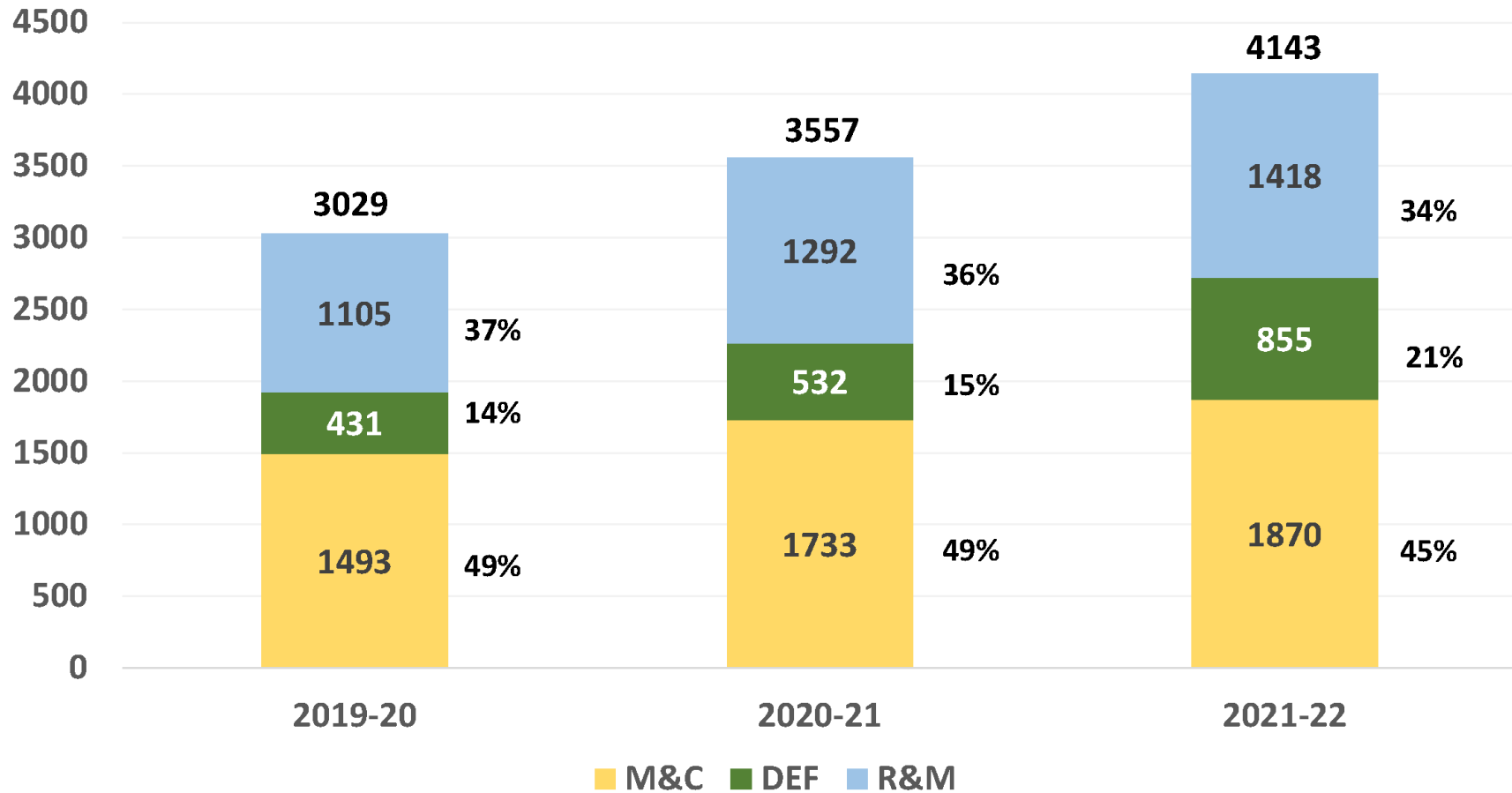
## Order Book





**SALES OF PRODUCTS AND SERVICES**

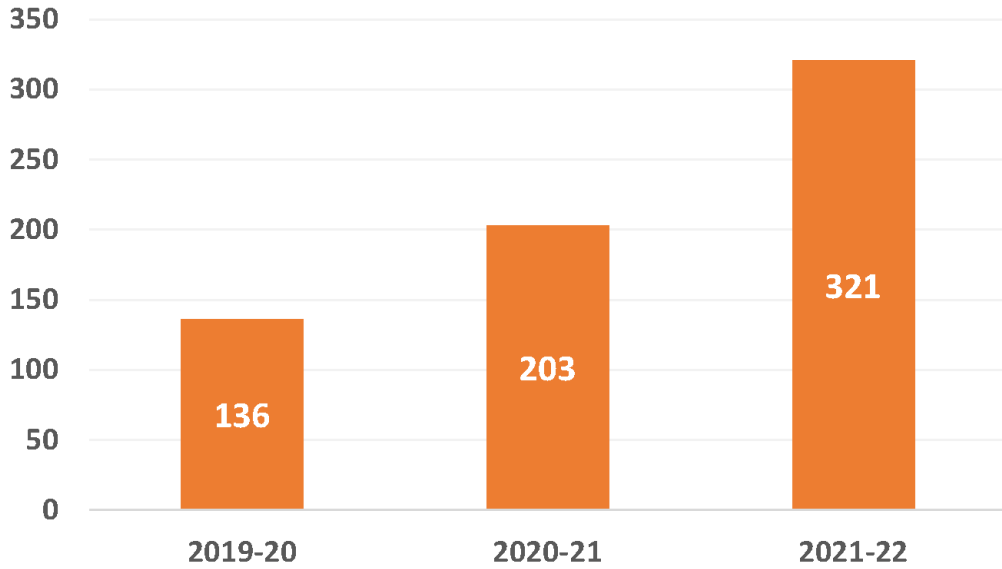
Rs. Crs.



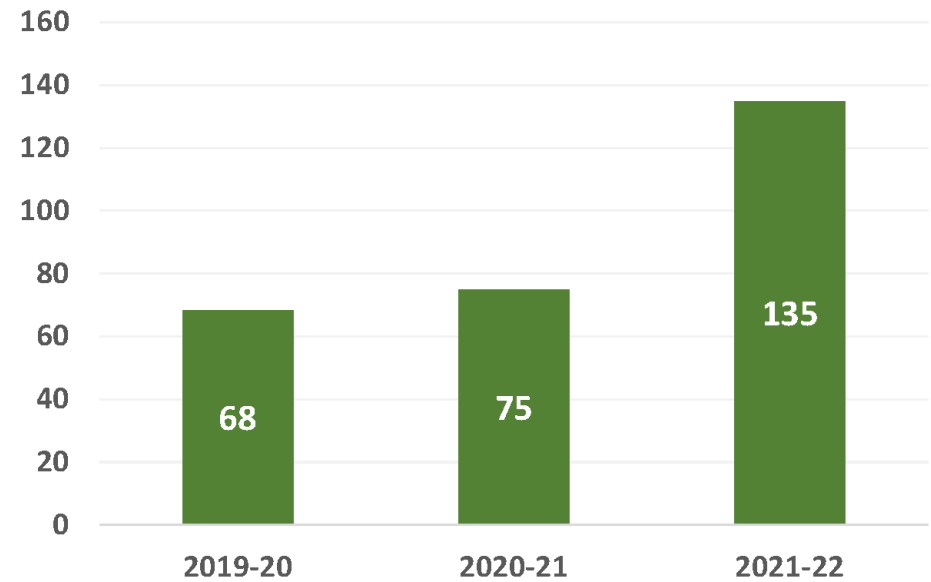
## GROSS MARGIN & PAT

### GROSS MARGIN

Rs. Crs



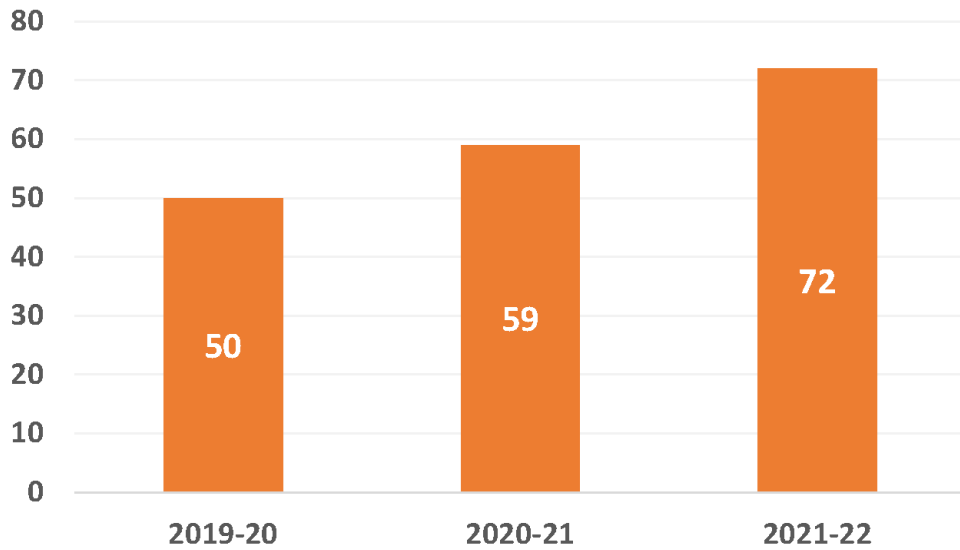
### PAT



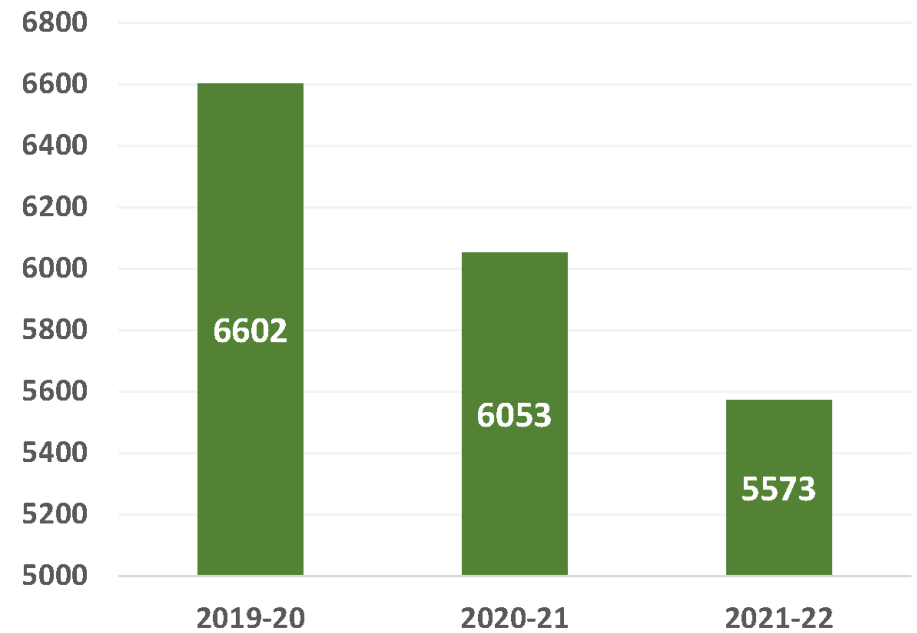
- Gross Margin up by 59% in 2021-22
- PAT up by 80% in 2021-22

## VoP per Employee & Manpower Strength

### VoP per Employee (Rs in lakhs)



### Manpower Strength



## Inventory, Employee Cost & Finance Cost

Rs. Crs

Inventory	2019-20	2020-21	2021-22
Total Value	2003	1971	2073
No of days to VoP	220	202	189
Employee Cost	2019-20	2020-21	2021-22
Total Cost	844	849	858
% to VoP	25%	24%	21%
Finance Cost	2019-20	2020-21	2021-22
Value	41	39	49





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धन्यवाद

