



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,

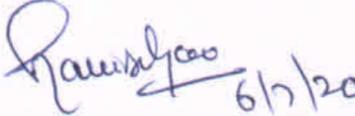
Sub: **Presentation** of Analyst / Investors meet - under Regulation 30 of SEBI (LODR) Regulations 2015 - Reg.

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

Company Secretary & Compliance officer



Encl: As above

BEML LIMITED

WELCOMES

INVESTORS / ANALYSTS

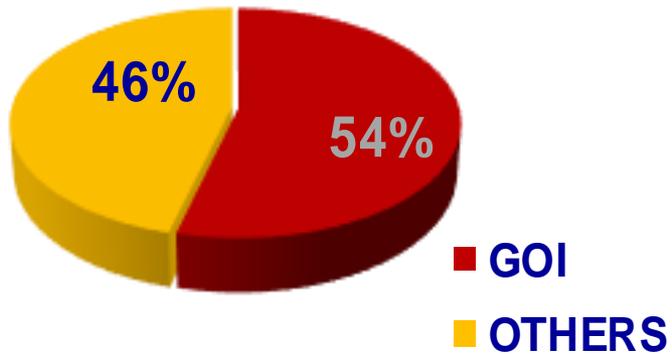
6th July 2020

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.

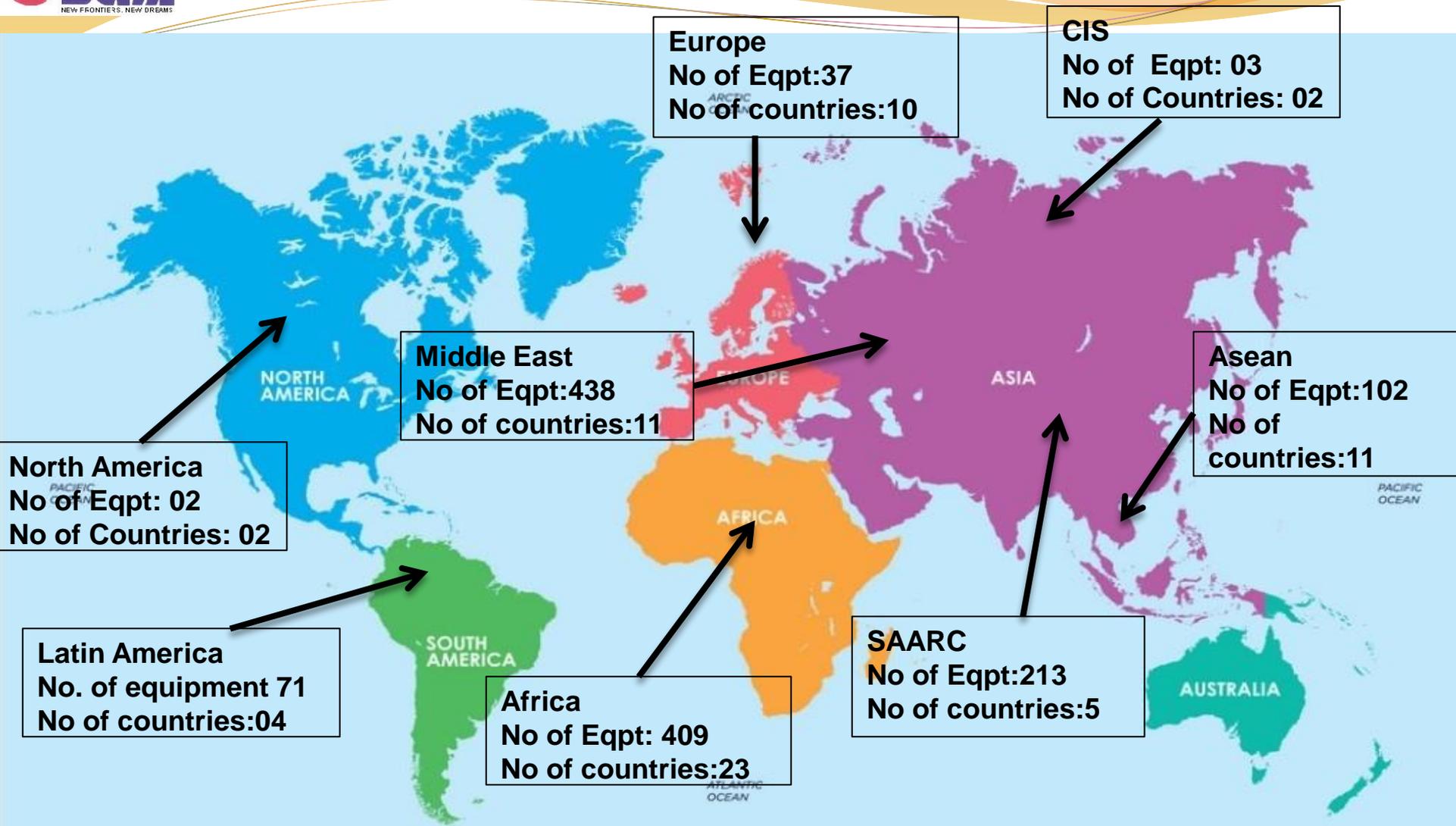
SHARE HOLDING PATTERN

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%

BEML'S GLOBAL MARKET

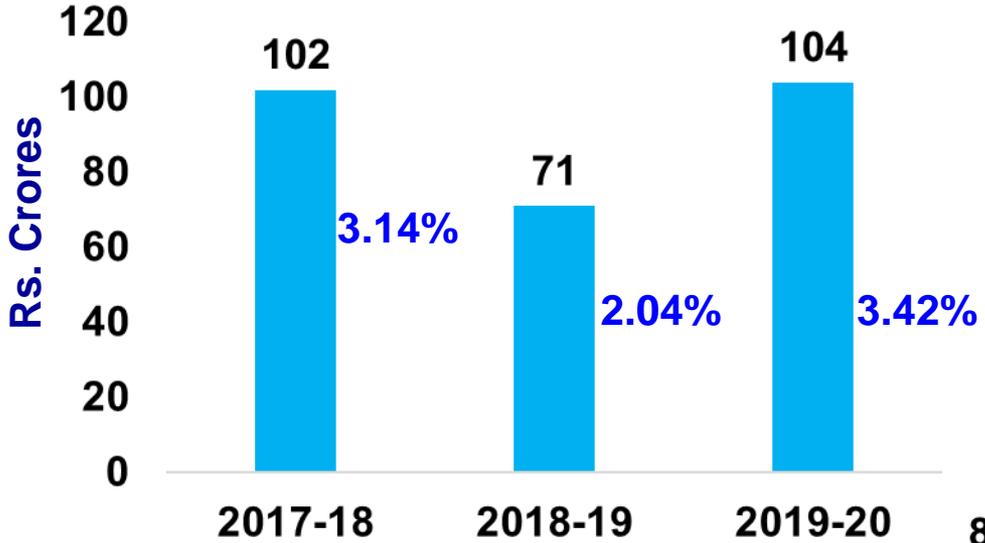


- EXPORTED OVER 1200 EQUIPMENT TO 68 COUNTRIES
- DEFENCE PRODUCTS EXPORTED TO ISRAEL, SURINAME, HONDARUS & BHUTAN
- RAILWAY PRODUCTS EXPORTED TO SRILANKA AND BANGLADESH
- MINING & CONSTRUCTION PRODUCTS ACROSS THE GLOBE.
- EXPANDING DISTRIBUTOR / REPRESENTATIVE NETWORK IN AFRICA, ASEAN, SAARC AND MIDDLE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

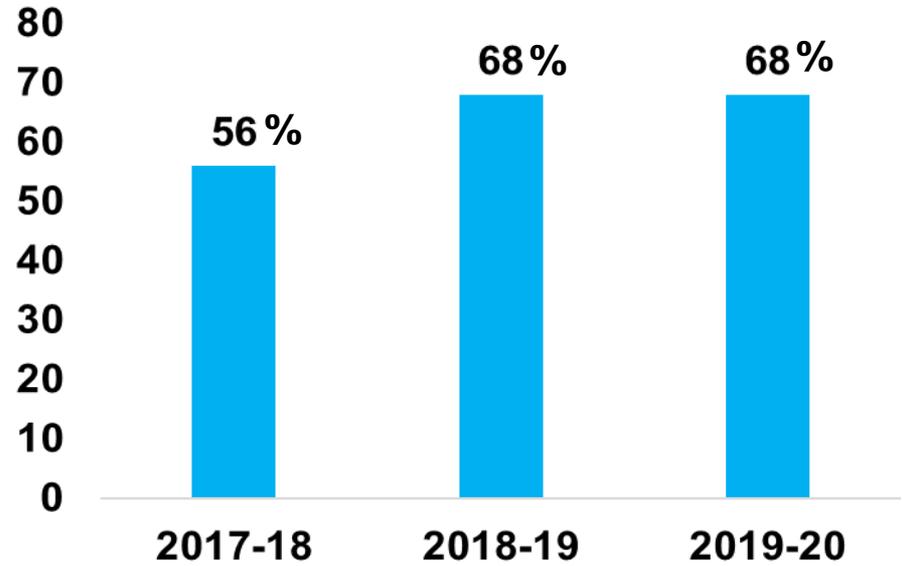
RESEARCH & DEVELOPMENT

- 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

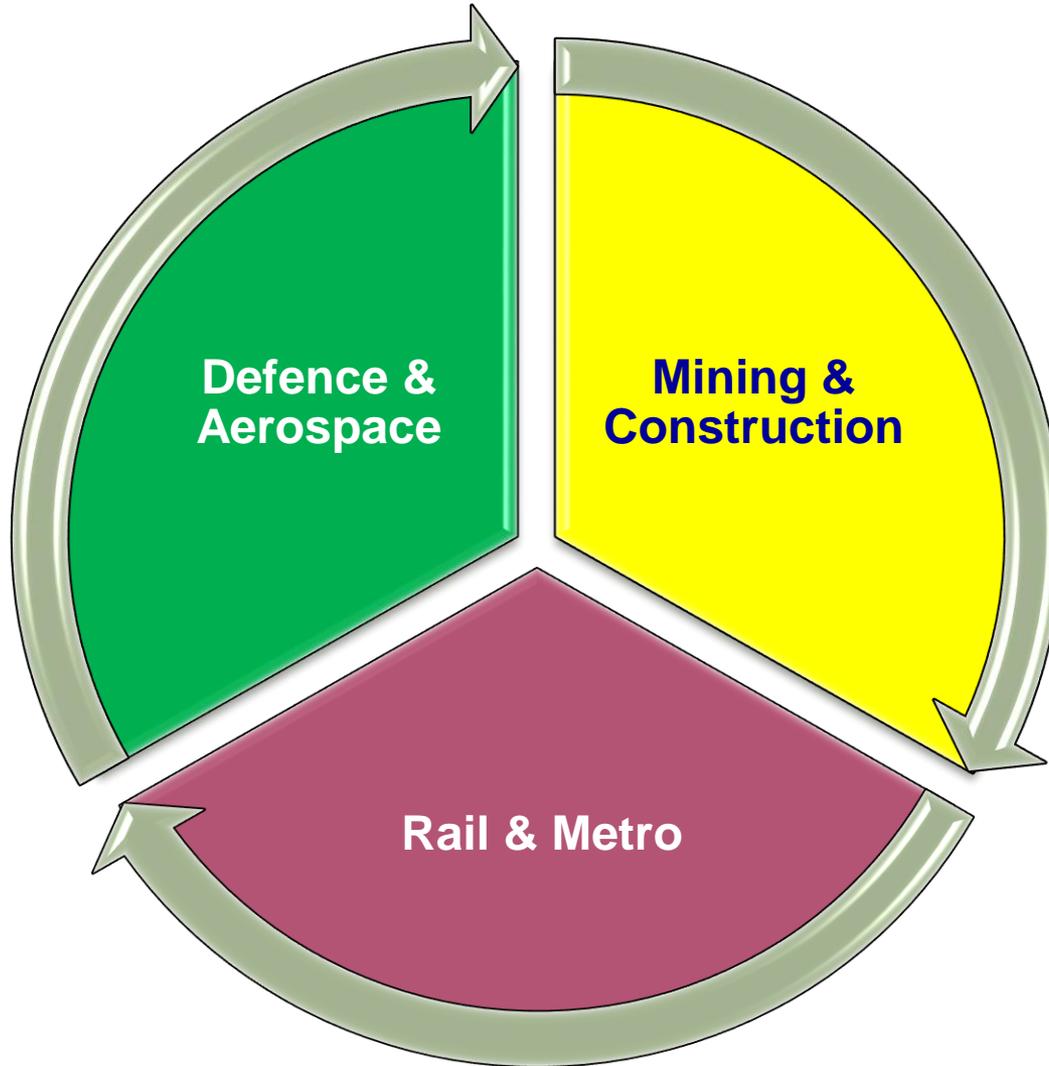
R&D EXPENDITURE % TO REVENUE FROM OPERATION



% OF REVENUE FROM OPERATION FROM R&D DEVELOPED PRODUCTS



BUSINESS GROUPS

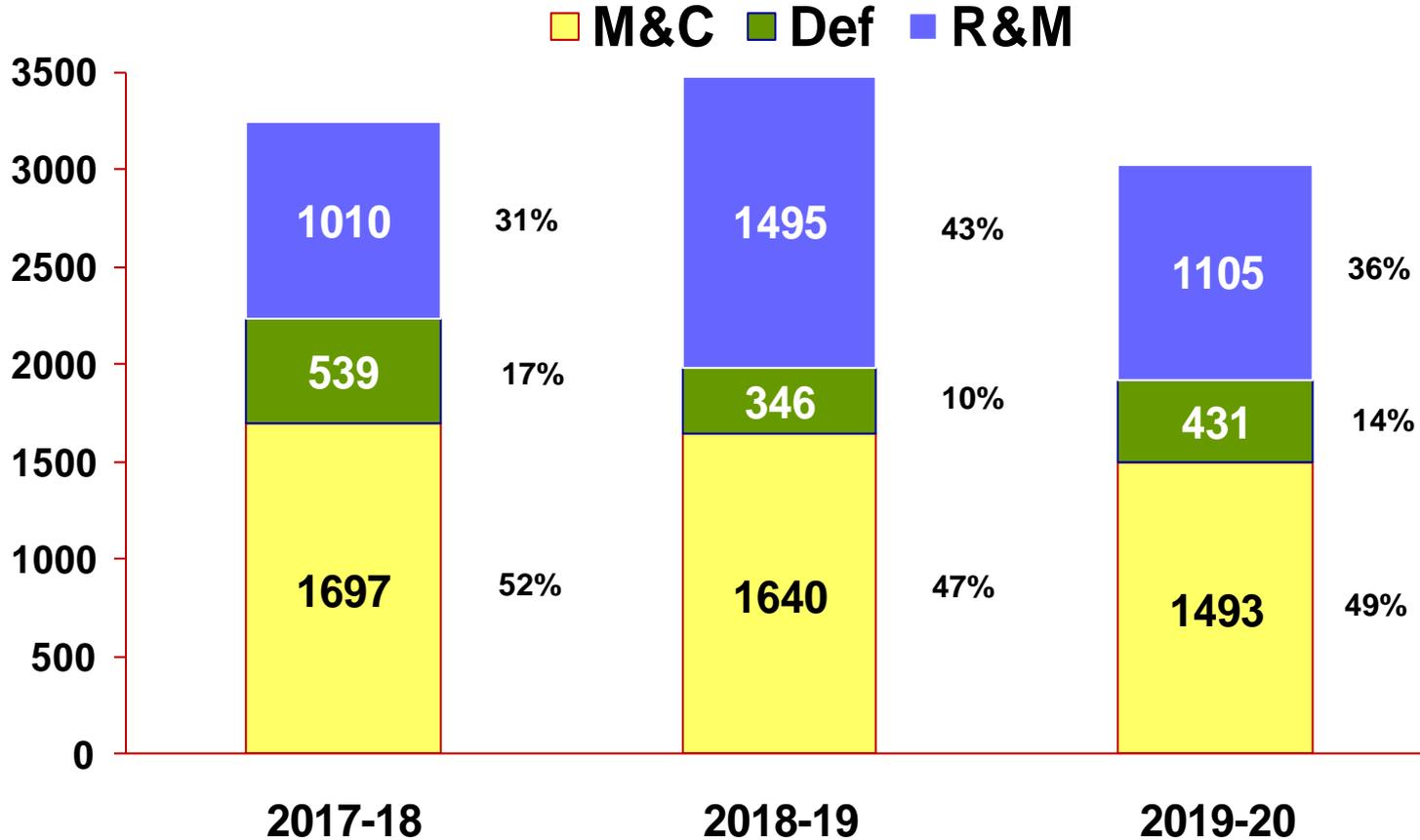


KEY HIGHLIGHTS – 2019-20

- 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

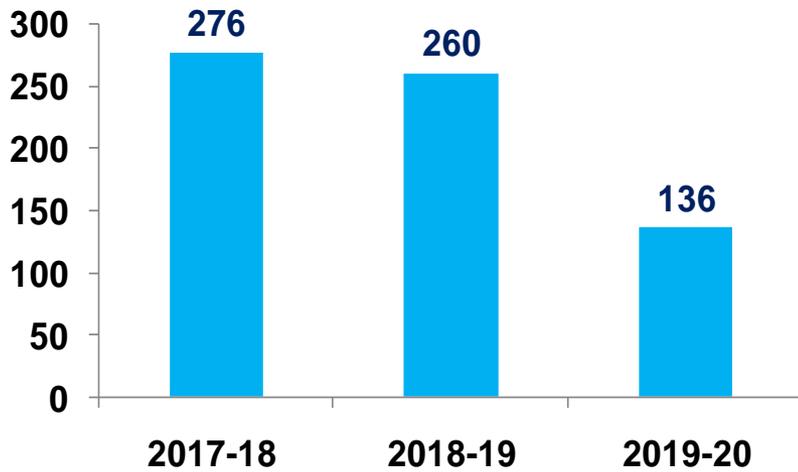
Rs. Crores



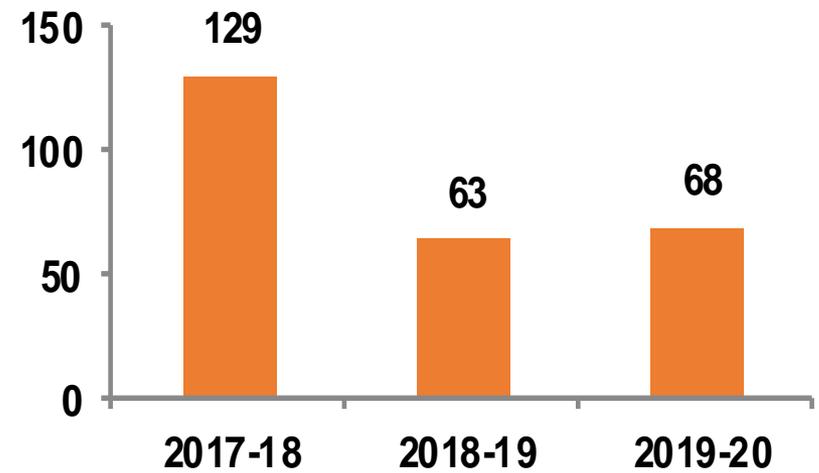
Year	2017-18	2018-19	2019-20
REVENUE	3246	3481	3029

GROSS MARGIN

Rs. Crores

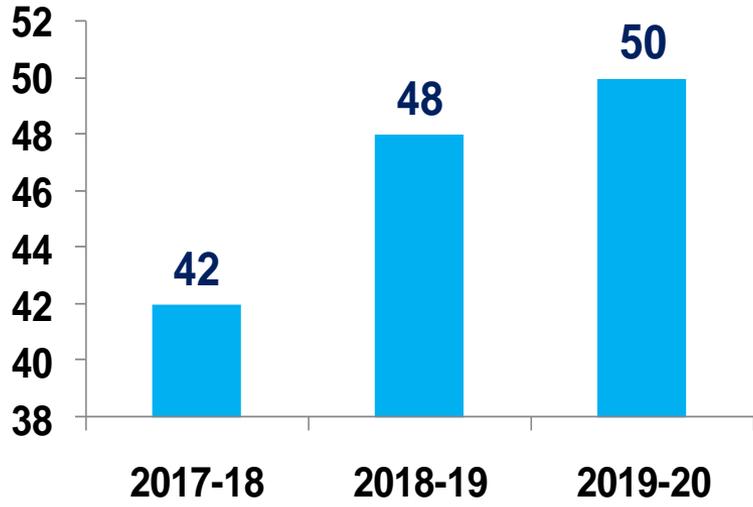


PROFIT AFTER TAX



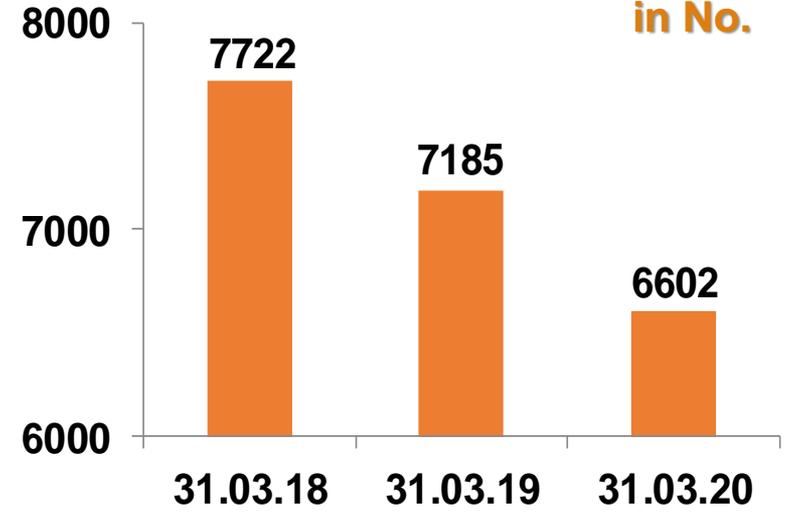
VoP PER EMPLOYEE

Rs. lakh



MANPOWER

in No.



Inventory, Manpower & Financing Cost

Rs. Crores

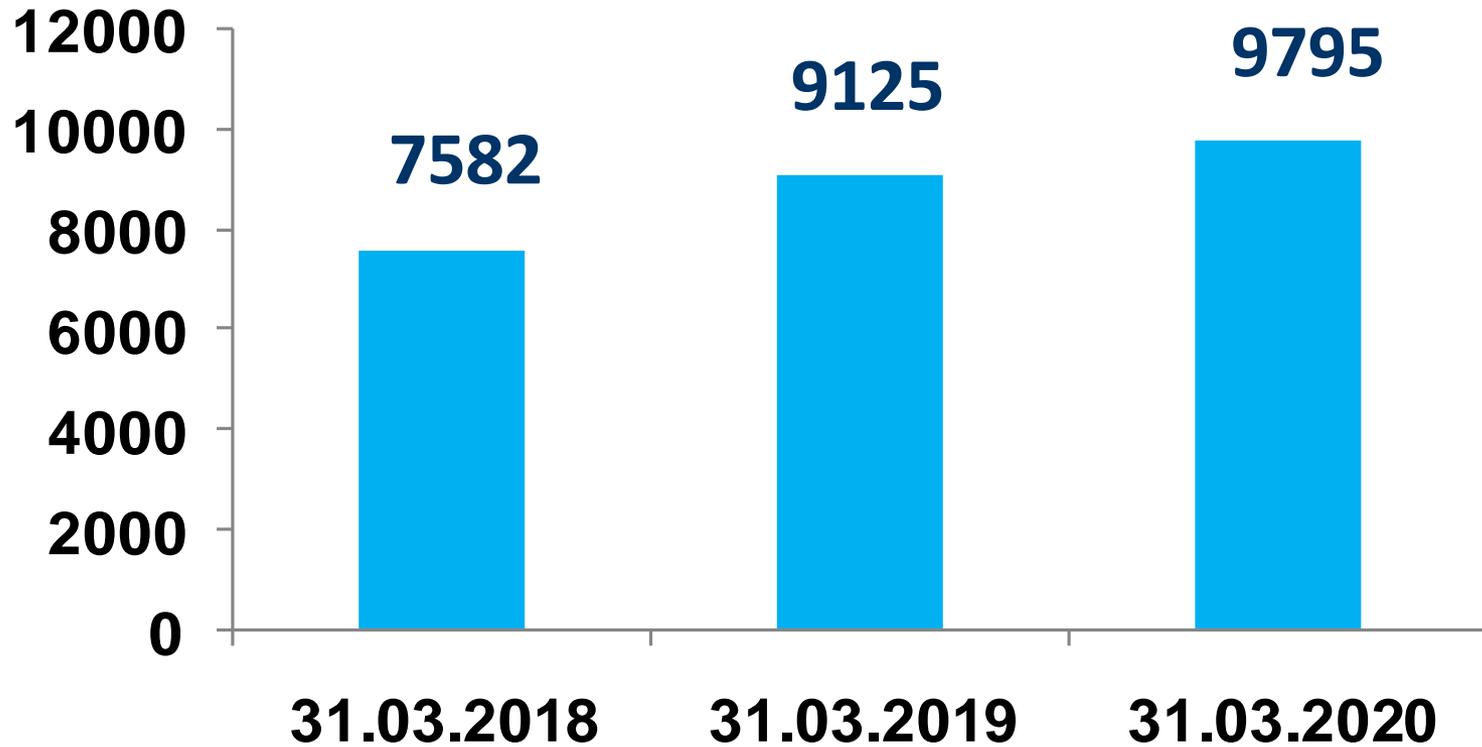
Inventory	31.03.2018	31.03.2019	31.03.2020
Total Value	1800	1702	2003
No. of days to VoP (Net)	204	179	220

Manpower Cost	2017-18	2018-19	2019-20
Total Cost	809	802	844
% to VoP (Net)	25%	23%	25%

Financing Cost	2017-18	2018-19	2019-20
Value (Rs. Crores)	48	59	41

ORDER BOOK POSITION

Rs. Crores



ORDER BOOK POSITION

Order Book Position of 4th Quarter (2019-20)

Rs. Crores

Details	As at beginning of the Q-4	Order booked during Q-4	Order executed during Q-4	Order Book position as on 31.03.2020
Order Booking	10035	827	1066	9795

Order Book Position during 2019-20

Rs. Crores

Details	As at the beginning of the year	Order booked during the Year	Order executed during the Year	Closing order book position
Order Booking	9125	3699	3029	9795

INDIGENIZATION – LEAP TOWARDS ‘AATMA NIRBHAR BHARAT’

- **Achieved indigenization levels of over:**
 - **90% in Mining & Construction products and Rail coaches & EMU’s,**
 - **80% in High Mobility Vehicles,**
 - **65% in Metro cars**
- **Designed, Developed and Supplied**
 - **India’s biggest : 190T Dump Truck, 180T Electrical Excavator & 850 HP Bull Dozer (Received Order worth Rs. 460 Cr.)**
 - **Arjun Armoured Repair & Recovery Vehicle (ARRV) (Under Trials)**
 - **Platform for 155mm calibre Mounted Gun System (Under NCNC)**
 - **Metro cars for Delhi, Jaipur, Bangalore and Kolkata**

INDIGENIZATION – LEAP TOWARDS ‘AATMA NIRBHAR BHARAT’

- **Working towards “Zero Import” policy.**
- **Increase in Indigenization through:**
 - **ToT for cabin of High Mobility Vehicles**
 - **JV for Defence Spares.**
 - **JV for manufacture of propulsions for Metro Cars / EMUs**
- **Establishment of Infrastructure at Bangalore for:**
 - **To become Teir-2 supplier for Global OEM’s at Aerospace Park, SEZ.**
 - **taking up the manufacturing activities of Airborne structures.**
- **Published EoI for manufacturing and technology partnerships with reputed global OEMs through JVs, ToT, Joint Manufacturing, Technology licencing and Contract Manufacturing.**

EXPORTS

➤ Strategies:

- Widening BEML's Distributor Network
- Setting up offices abroad
- Joint Ventures in India or with local firms in abroad
- EXIM bank opportunities – Through Indian Lines of Credit
- Exploring opportunities through Chambers of Commerce / Embassies / Defence Attaches.

➤ Present focus on Line of Credit:

- Bangladesh for Defence products
- Neighbouring and African countries for Mining & Construction and Rail products



जाय हिंद

