



**Manufacturing Units :**

**Bangalore Complex**

Tel : 080-25242414  
e-mail : bemlbgmr@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/623

05.06.2018

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, 26<sup>th</sup> 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/021 dt. 31.05.2018

Please find enclosed a copy of Presentation made at the Analysts /  
Investors meet held on 04.06.2018 at Mumbai for your reference and  
records.

Thanking you.

Yours faithfully  
For BEML LIMITED

*S V Ravisekhar Rao*  
5/6/18

S V Ravisekhar Rao  
Company Secretary & Compliance officer

Encl: As above



**BEML LIMITED**

**WELCOMES**

**INVESTORS / ANALYSTS**

**04<sup>th</sup> June 2018**

# 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.

# HISTORY

1964



*Metal Rail Manufacturing facility*

1967



*Bird's Eye View of KGF Complex*

1976



*R&D Centre at KGF*

1991



*Engine Division*

1987



*Hydraulic & Powerline Division*

1985

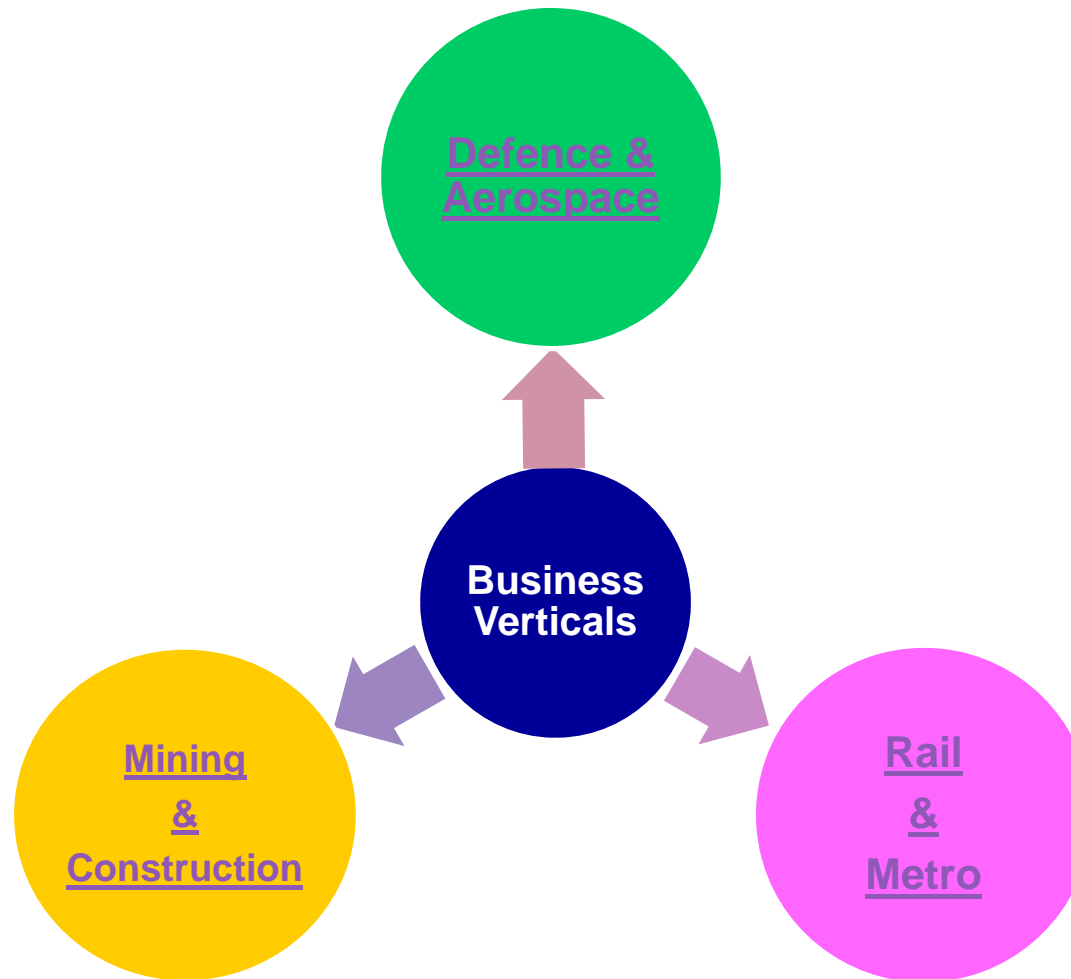


*Truck Division*



*Palakkad Complex*

# BUSINESS GROUPS



## MAJOR ACCOMPLISHMENTS

**8000 BEML High Mobility Vehicles**

**350 Armoured Recovery Vehicles**

**3000 Trailers / Military Wagons**

**6 sets (330 Nos.) Pontoon Bridge System**

**18000 Rail Coaches and 700 EMUs**

**1300 Metro Cars**

**30000 Mining & Construction Equipment**

**Export of Rs.3300 Cr. to 68 Countries**

# MANUFACTURING COMPLEX – BANGALORE (1964)

## ADMINISTRATIVE BUILDING



## METRO ROOF WELDING



## METRO SIDE WALL WELDING



# METRO INFRASTRUCTURE FACILITIES



**BOGIE LOAD TEST**



**BOGIE FATIGUE & STATIC TEST**



**WATER TIGHTNESS TEST**



**TEST TRACK**



# MANUFACTURING COMPLEX – KOLAR GOLD FIELDS (1967)

ADMINISTRATIVE BUILDING – EM DIVISION



R&D DIVISION



DOZER ASSEMBLY SHOP – EM DIVISION



TRANSMISSION SHOP – H&P DIVISION



# MANUFACTURING COMPLEX – MYSORE (1985)

**ADMINISTRATIVE BUILDING – TRUCK DIVISION**



**ADMINISTRATIVE BUILDING – ENGINE DIVISION**



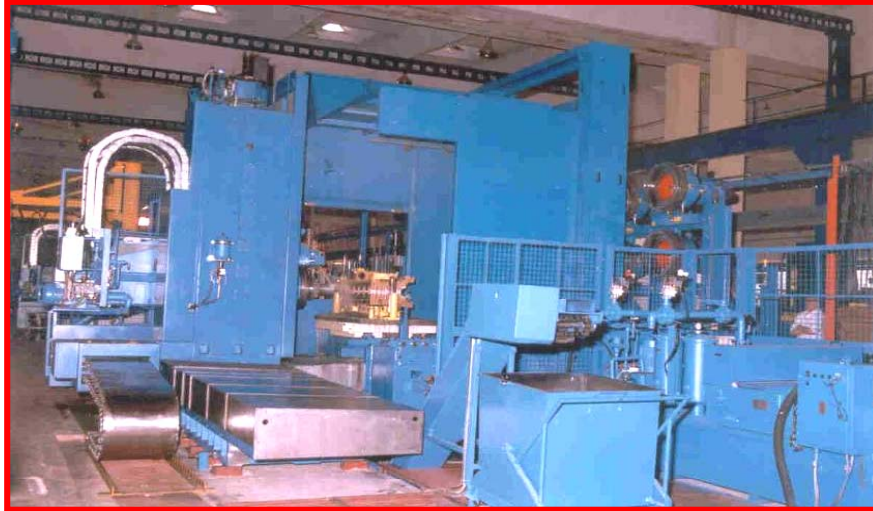
**HEAVY ASSEMBLY SHOP – TRUCK DIVISION**



**ENGINE ASSEMBLY SHOP – ENGINE DIVISION**



## FLEXIBLE MANUFACTURING SYSTEM



HEAVY DUTY BORING M/C

## TOOLINGS JIGS & FIXTURES



WELDING ROBOT



# MANUFACTURING COMPLEX – PALAKKAD (2010)

**ADMINISTRATIVE BUILDING**



**HANGAR I & II**



**HMV 8X8 ASSEMBLY SHOP**



**UNDER CARRIAGE ASSEMBLY SHOP**



# MARKETING NETWORK



-  Corporate & Marketing HQ
-  Manufacturing Complexes - 4
-  Regional Offices - 12
-  District Offices - 15

## RECENT DEVELOPMENTS



**THEN RM PRESENTING THE RAKSHA MANTRI AWARD FOR BE1800E UNDER DESIGN EFFORT CATEGORY.**



**INAUGURATION OF BE 1800D EXCAVATOR AND BD475-1 DOZER AND HANDING OVER OF BD475-1 DOZER.**



**HANDING OVER OF ALL TERRAIN VEHICLE**



**HANDING OVER OF ARRV TO RM**

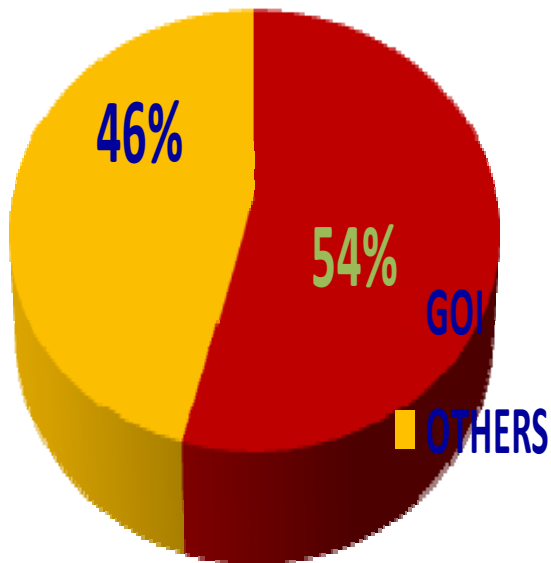
## RECENT DEVELOPMENTS

- ❖ Supplied 1<sup>st</sup> set of Intermediate cars to BMRCL for increase the passenger carrying capacity, much ahead of schedule.
- ❖ Manufactured Medium Bullet Proof vehicle and Mounted Gun System for Army.
- ❖ Opened Spare Parts and Warehouse office at Pune .
- ❖ Launched - 5.4 ton, 3.1 cum bucket Wheel Loader BL30-1 at Excon Exhibition 2017.
- ❖ *Bagged Developmental Order for 1500 HP Engine for Futuristic Main Battle Tank from M/s. CVRDE.*
- ❖ Currently, Supplying Metro Cars to Bangalore Metro and Kolkata Metro.
- ❖ Bagged “Top Public Sector Exporter in Southern Region (GOLD)” award for the year 2015-16.
- ❖ 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.
- ❖ Skoch Award for BE1800E Excavator under ‘Design Effort’ category.

# SHARE HOLDING PATTERN

AS ON 25.05.2018

## EQUITY BASE



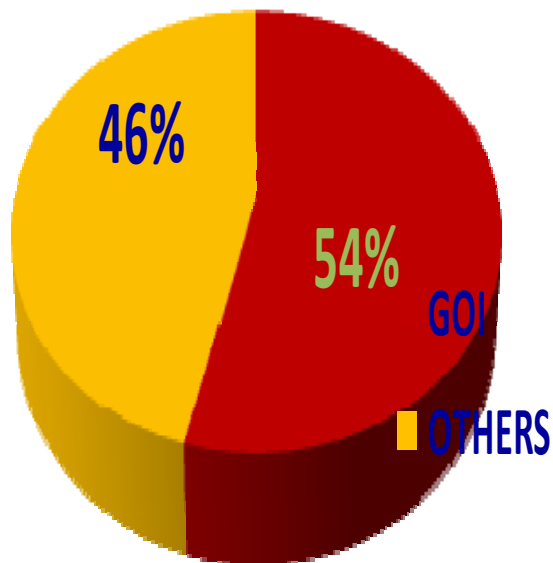
<b>Govt.of India</b>	<b>54.03%</b>
<b>MFs</b>	<b>18.34%</b>
<b>Indian Public</b>	<b>11.87%</b>
<b>IFIs</b>	<b>3.92%</b>
<b>Corp Bodies</b>	<b>5.98%</b>
<b>FII's/FPI's</b>	<b>3.96%</b>
<b>NRIs/ OCBs</b>	<b>0.67%</b>
<b>Banks</b>	<b>0.03%</b>
<b>Others</b>	<b>1.20%</b>
<b>TOTAL</b>	<b>100.00%</b>



# SHARE HOLDING PATTERN

AS ON 31.03.2018

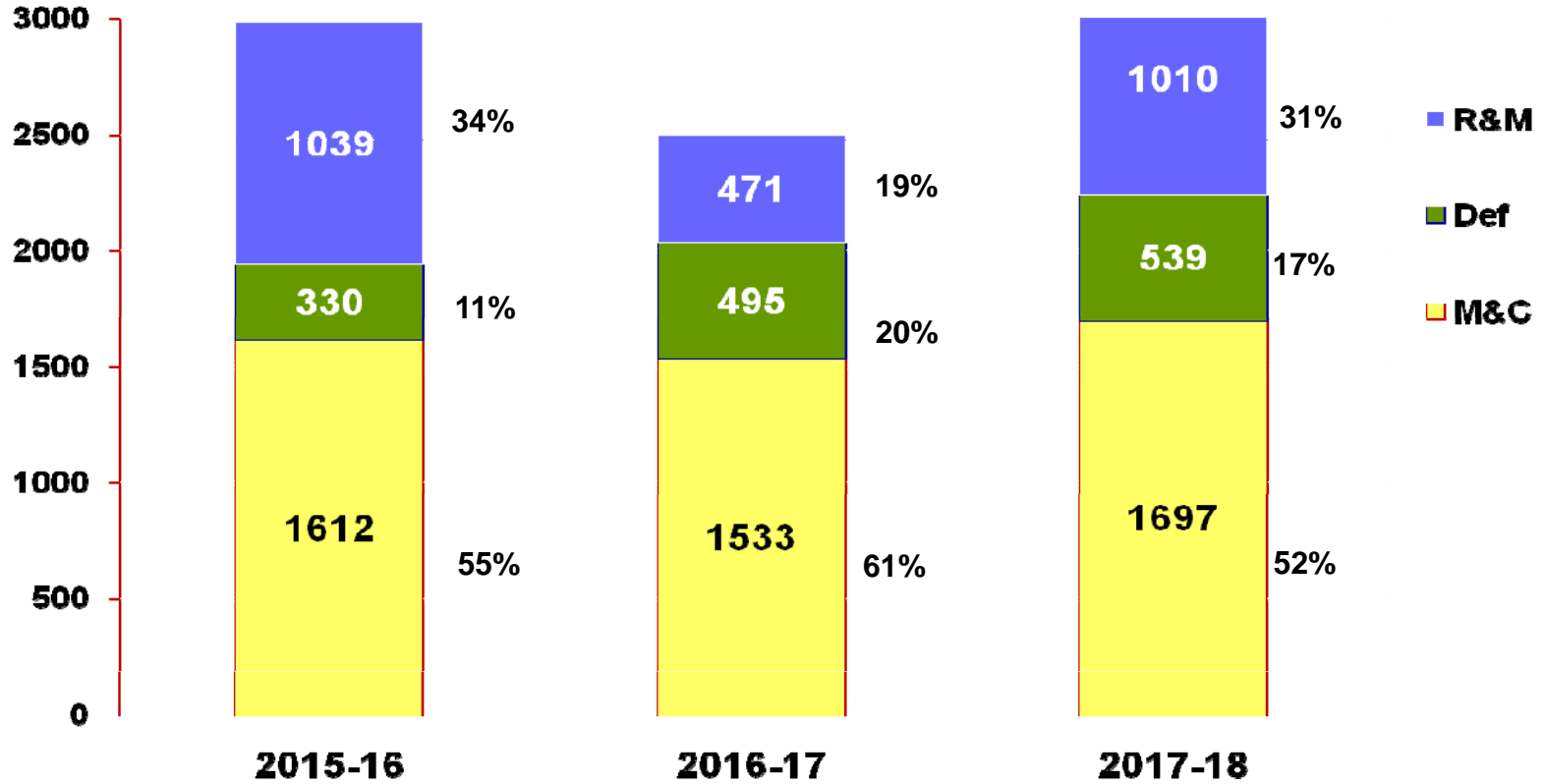
## EQUITY BASE



<b>Govt.of India</b>	<b>54.03%</b>
<b>MFs</b>	<b>20.33%</b>
<b>Indian Public</b>	<b>11.27%</b>
<b>IFIs</b>	<b>3.93%</b>
<b>Corp Bodies</b>	<b>4.90%</b>
<b>FII's/FPI's</b>	<b>3.98%</b>
<b>NRIs/ OCBs</b>	<b>0.61%</b>
<b>Banks</b>	<b>0.11%</b>
<b>Others</b>	<b>0.84%</b>
<b>TOTAL</b>	<b>100.00%</b>

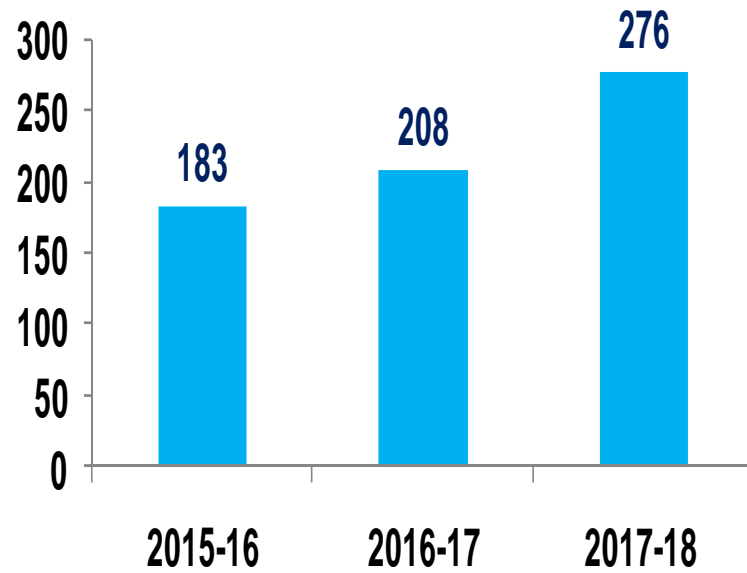
## REVENUE FROM OPERATION (NET)

Value in Rs.Cr.

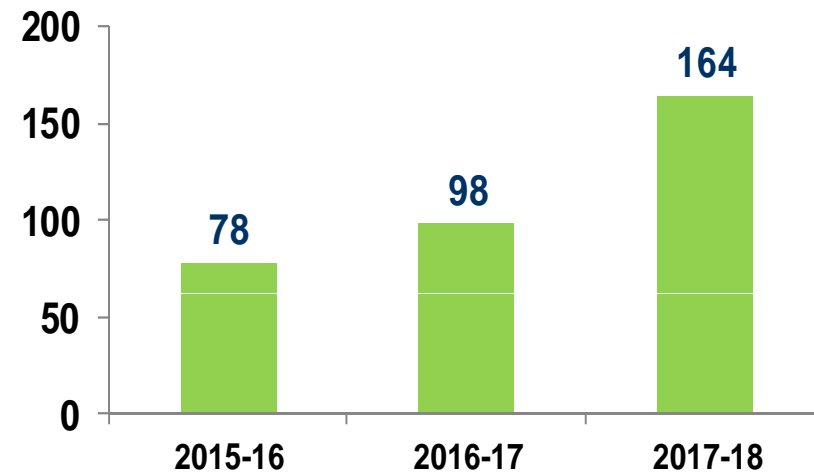


Year	2015-16	2016-17	2017-18
REVENUE	2981	2499	3246

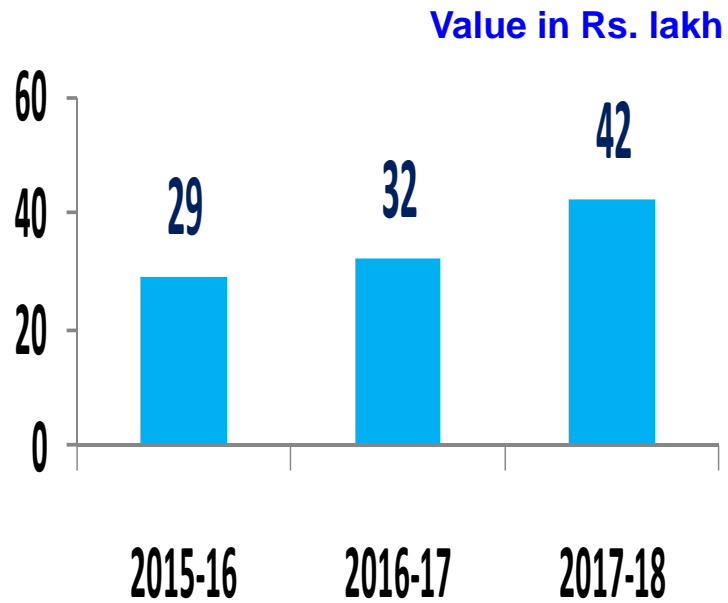
## GROSS MARGIN



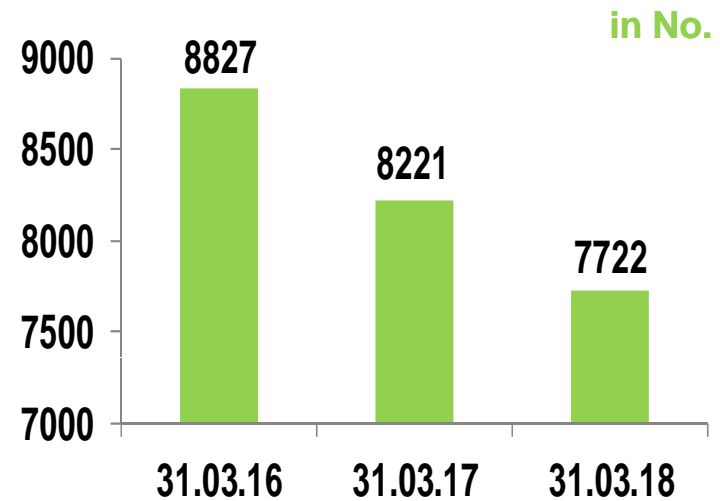
## PROFIT BEFORE TAX



## VoP PER EMPLOYEE

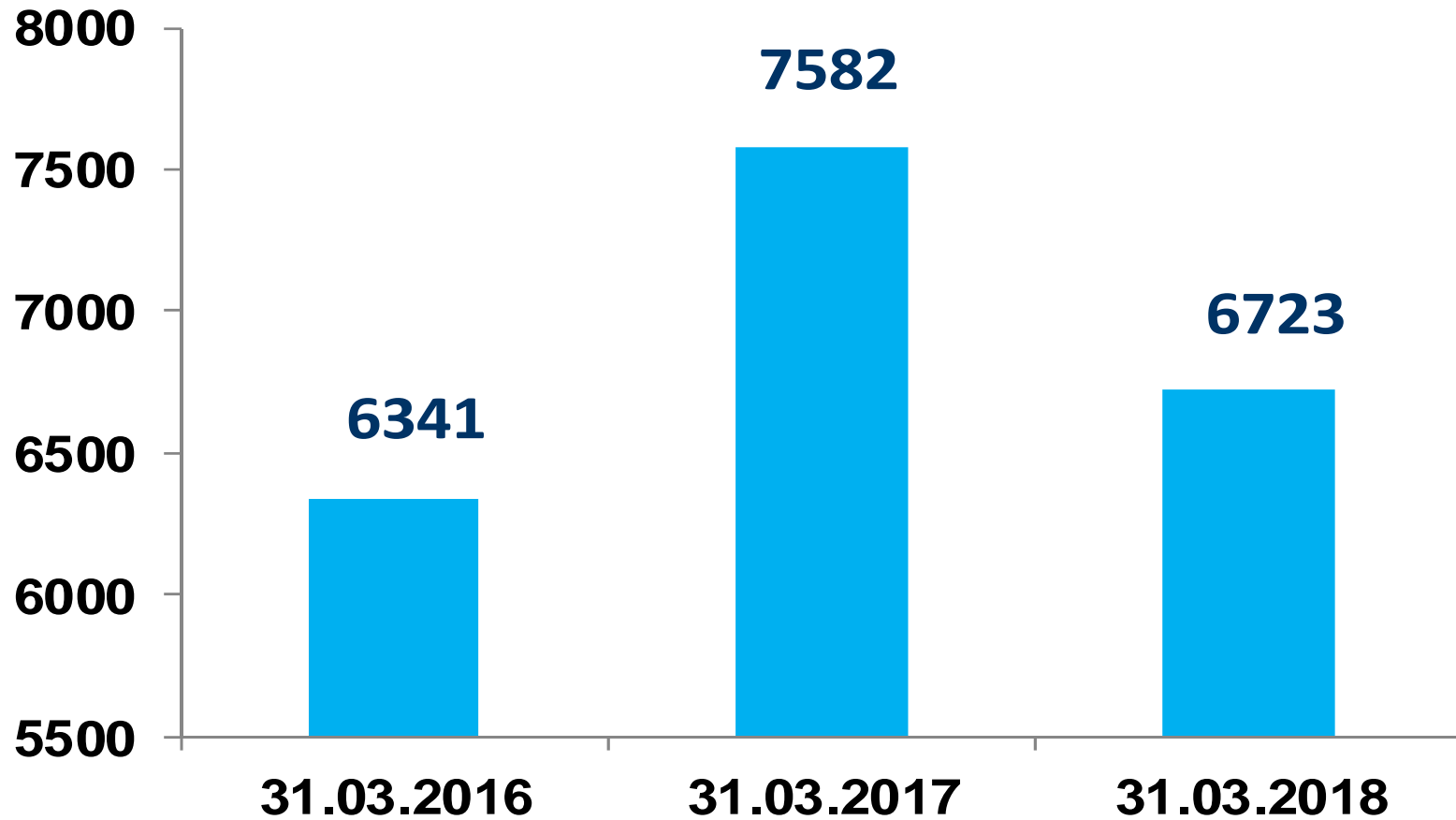


## MANPOWER



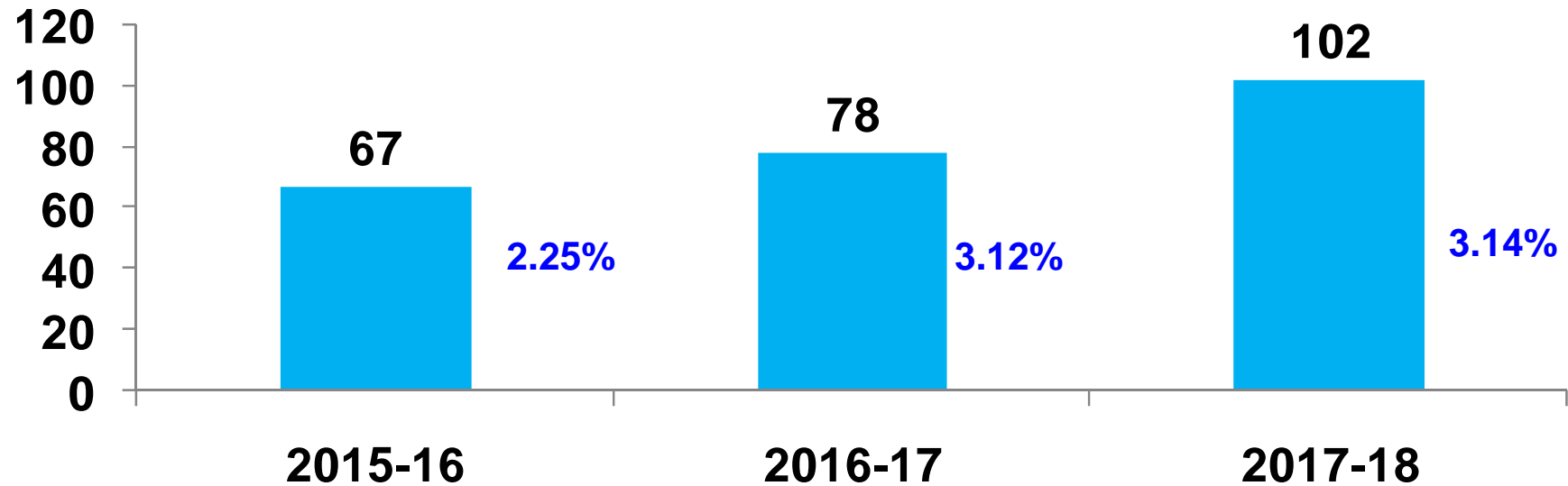
# ORDER BOOK POSITION

Value in Rs. Cr.



## R&D EXPENDITURE % TO REVENUE FROM OPERATION (NET)

Value in Rs. Cr.



## CAPITAL EXPENDITURE

Year	Capex
2015-16	35
2016-17	66
2017-18	70



जय हिंद



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



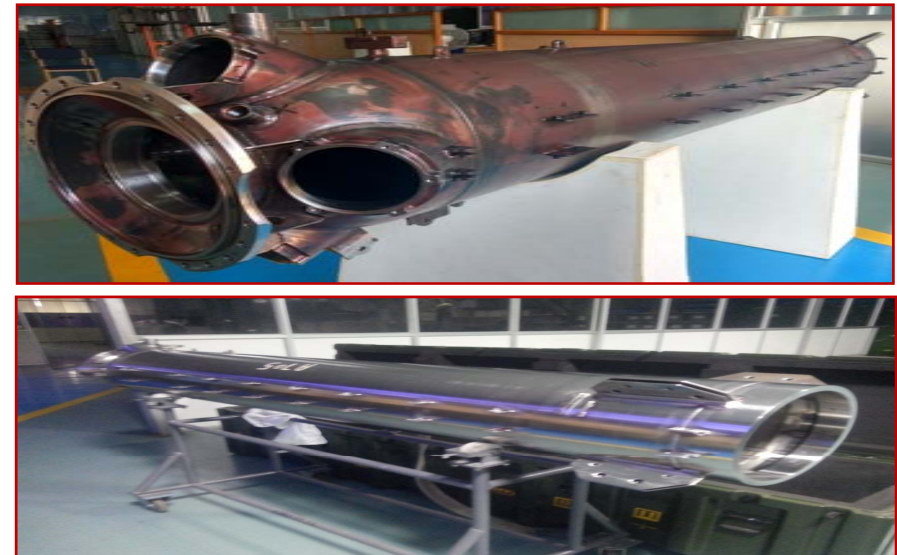
**SARVATRA BRIDGE SYSTEM**



**ARMoured RECOVERY VEHICLE**



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





## BMP TRANSMISSION



## EJECTOR AND AIR CLEANER ASSEMBLY



# RAIL & METRO BUSINESS

## METRO TRAINS



# RAIL & METRO BUSINESS

## PASSENGER COACHES & ELECTRICAL MULTIPLE UNITS



## MAINTENANCE VEHICLES – CMV, OHE



# MINING & CONSTRUCTION BUSINESS

**DOZERS: 90 HP – 860 HP**



**DUMP TRUCKS: 35 TON -205 TON**



**EXCAVATORS- 7.5 TON – 180 TON**



**WHEELED LOADERS – 1.7 m<sup>3</sup> – 4.7 m<sup>3</sup>**



# MINING & CONSTRUCTION BUSINESS

**MOTOR GRADERS: 125 HP - 280 HP**



**PIPE LAYERS: 41 TON – 100 TON**



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



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

