

Ref: CS/SEs/267

05.12.2022

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 th 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/266 dt. 01.12.2022

Please find enclosed a copy of Presentation made at the Investors meet held on 05.12.2022 at Hotel Sofitel, BKC, Mumbai for your reference and records.

Thanking you.

Yours faithfully

For BEML LIMITED

Jai Gopal Mahajan

Company Secretary & Compliance officer

Encl: As above

ಪ್ರಧಾನ ಕಛೇರಿ Corporate Office:

'ಬೆಮೆಲ್ ಸೌಧ', ೨೩/೧, ೪ನೇ ಮುಖ್ಯ ರಸ್ತೆ, ಸಂಪಂಗಿರಾಮನಗರ, ಬೆಂಗಳೂರು - ೫೬೦ ೦೨೨. ದೂರವಾಣಿ ಸಂಖ್ಯೆ : +೯೧ ೮೦ ೨೨೨೨೬೦೬೫

ಫ್ಯಾಕ್ಸ್ ಸಂಖ್ಯೆ : +೯೧ ೮೦ ೨೨೧೦೪೦೯೯

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

e-mail:cs@beml.co.in @cmdbeml @BEMLHQ

CIN:L35202KA1964GOI001530, GST NO. 29AAACB8433D1ZU

www.bemlindia.in



Investors Meet

5th December 2022

www.bemlindia.in

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.

1964 1967 1986 1987 2000 2003 2014 2019 2020 2021 2022



Rail Coaches



High Mobility Vehicles



Armoured Recovery Vehicles



Missiles Aggregates and Airborne structures



Industrial Design Centre



Unmanned Aerial Vehicle



Earth Moving Equipment



Research & Development Centre



Metro Cars



India's biggest Mining equipment



Driverless Metro



PAN INDIA - NETWORK

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



BENGALURU (1964)



KOLAR GOLD FIELDS (1967)



MYSURU (1985)



PALAKKAD (2010)





DEFENCE & AEROSPACE

*High Mobility &
Armoured Recovery
vehicles*



MINING & CONSTRUCTION

*Market leader in
Dozers &
Rigid Dump Trucks*



RAIL & METRO

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

BUSINESS GROUPS







MAJOR ACCOMPLISHMENT

8700 BEML High Mobility Vehicles

350 Armoured Recovery Vehicles

3200 Trailers / Military Wagons

6 sets (330 Nos.) Pontoon Bridge System

32600 Mining & Construction Equipment

27700 Engines (76HP – 700HP)

18000 Rail Coaches and 900 EMUs

1800 Metro Cars

₹ 4520 Crores to 70 Countries

Defence

Mining & Construction

Rail & Metro

Exports

GLOBAL MARKET

Latin America
No. of Equipment: **71**
No. of Countries : **04**

North America
No. of Equipment: **02**
No. of Countries : **02**

Africa
No. of Equipment: **409**
No. of Countries : **24**

Europe
No. of Equipment: **37**
No. of Countries : **10**

Middle East
No. of Equipment: **453**
No. of Countries : **11**

CIS
No. of Equipment: **03**
No. of Countries : **02**

SAARC
No. of Equipment: **213**
No. of Countries : **05**

Asian
No. of Equipment: **102**
No. of Countries : **11**

Exported **1200 + Equipment to 70 countries**

Defence : **Israel, Suriname, Honduras & Bhutan**

Railway : **Sri Lanka & Bangladesh**

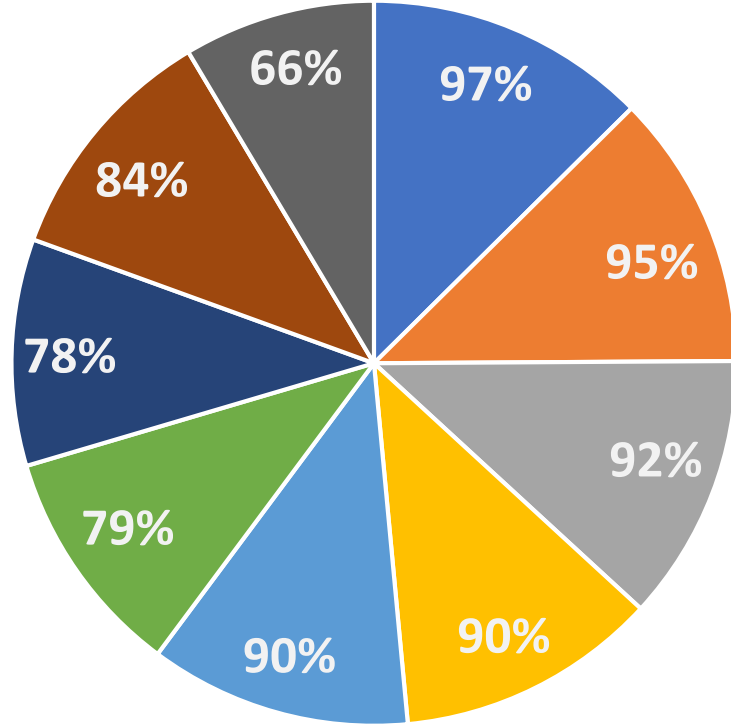
Mining & Construction : **Across the Globe**

MoD identified BEML to set-up office in **Kenya** - Registered Jan. 2021

Export Turnover (Incl. Deemed) in ₹ Cr.

2019-20	2020-21	2021-22	2022-23 (Upto Sep'22)
62	463	565	320

INDIGENISATION



- Water Sprinklers
- Dumpers
- Excavators
- Motor Graders
- Dozers
- Pipe Layers
- Wheel Loaders
- High Mobility Truck (8x8)
- Metro cars

INDIGENOUSLY DESIGNED & DEVELOPED



190 Ton and 150 Ton Dump Truck



180 Ton Electrical / Hydraulic Excavator



117 hp Heli portable Dozer & Dozer with PAT



Medium Bullet Proof Vehicle 'Gaur'



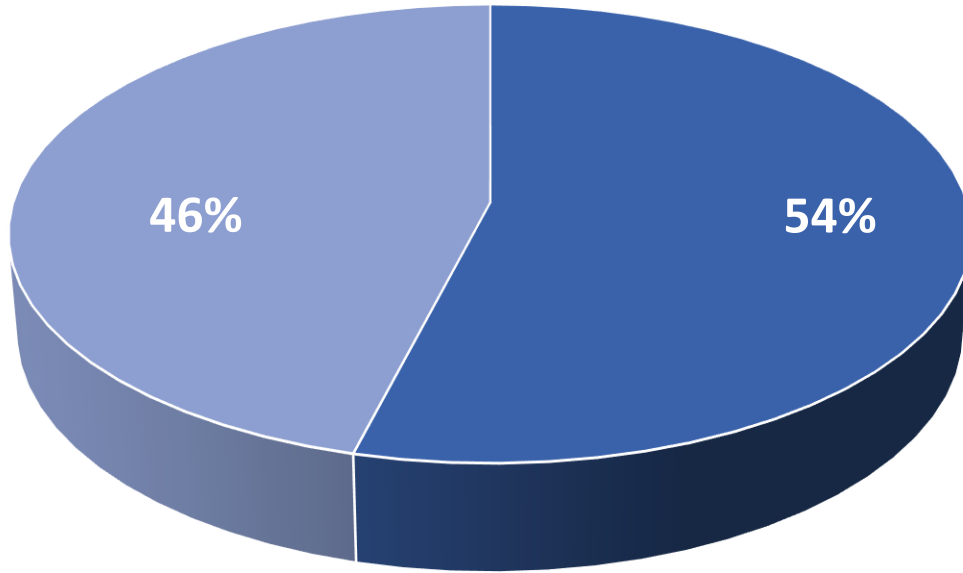
Unmanned Train Operation (Driverless) Metro Rolling Stock



Mechanical Minefield Marking Equipment (MMME – MKII)

Artificial Intelligence Projects

<p>1. Sleep/Fatigue operator alert system on Dump Trucks. Based on Image processing & deep learning Technology 'SATARK'</p>			
<p>2. Predictive maintenance of Mining equipment: Big data analytics & Machine learning algorithms 'DURDARSHI'</p>			
<p>3. Mobile Medical Health Diagnostic System.</p>			
<p>4. Automation of Water Sprinkling System 'TUSHAR'</p>			
<p>5. Design & Development of 360° Surrounding View Monitoring System 'CHATURMUKH'</p>			
<p>6. Lighting control system 'PRAKASHAN'</p>			



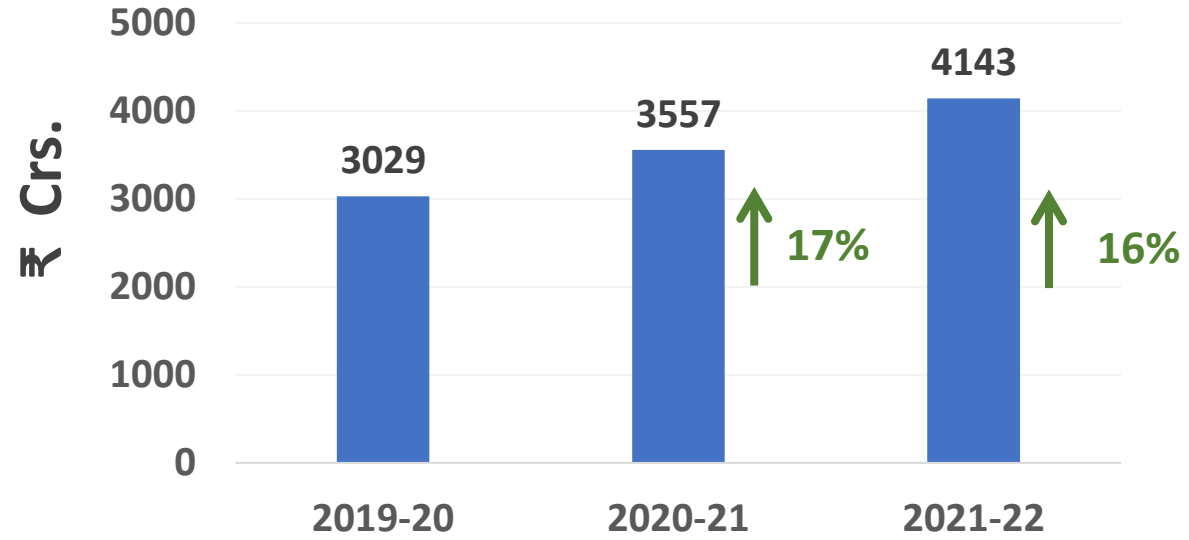
■ Gol ■ Others

Category	As on 30.09.2022	As on 25.11.2022
Government of India	54.03%	54.03%
Mutual Funds	18.68%	18.55%
Resident Individuals	15.56%	15.58%
Foreign Portfolio - CORP	5.13%	5.36%
Bodies Corporates	2.72%	2.57%
Qualified Institutional Buyer	1.37%	1.37%
Non-Resident Indians	0.90%	0.88%
H U F	0.55%	0.55%
Clearing Members	0.03%	0.01%
Non-Resident Indian Non Repatriable	0.32%	0.33%
Alternative Investment Fund	0.34%	0.34%
Others	0.37%	0.43%
Total	100.00%	100.00%

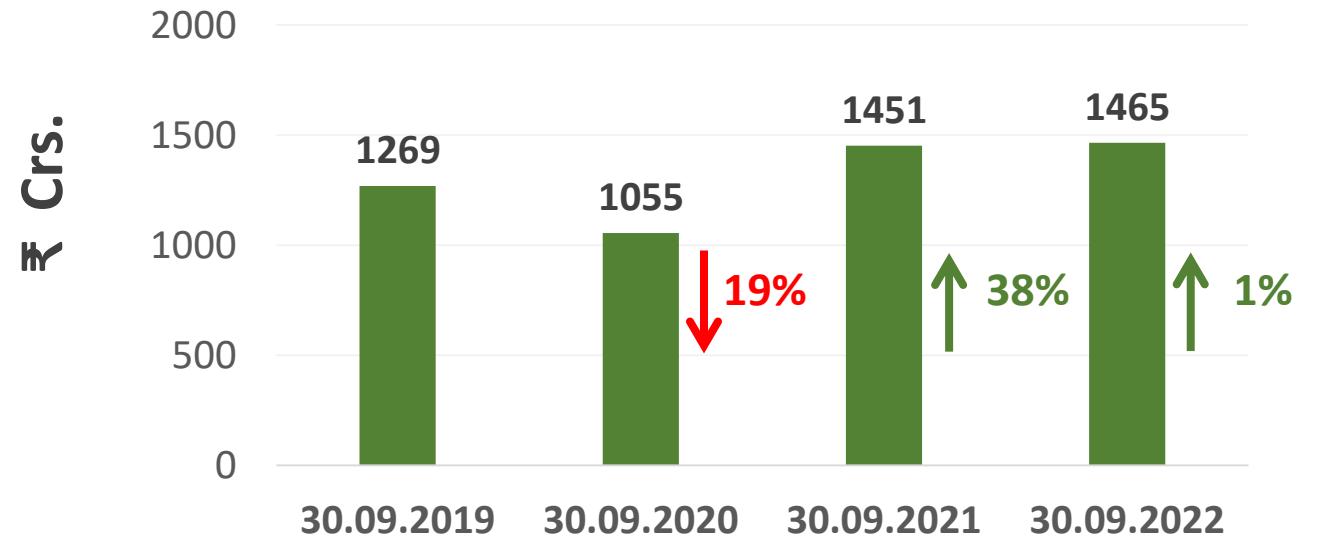
KEY HIGHLIGHTS

PARTICULARS	Unit	2019-20	2020-21	2021-22	Sep-22
Market Capitalization	Rs. Cr.	1886	5228	7566	6184
Share Price (as on end period)	Rs.	453	1255	1817	1485
Net Worth	Rs. Cr.	2257	2224	2307	2166
Working Capital	Rs. Cr.	2730	2774	2822	2282
Manpower	No.	6602	6053	5573	5288
Gross Margin %	%	4.49%	5.70%	7.75%	-0.81%
R&D Exp	Rs. Cr.	104	133	103	39
R&D Exp as % of Sales	%	3.42%	3.73%	2.48%	2.69%
Sales from R&D Developed products	%	68%	69%	88%	82%
Sales on Competition Mode %	%	85%	74%	71%	65%
Outsourcing as % of VoP	%	42%	49%	51%	39%
Procurement from MSME to total domestic procurement	%	25%	30%	32%	34%
CSR as % of PBT	%	18%	4%	3%	3%
Green Energy for Captive Consumption	%	87%	94%	85%	95%

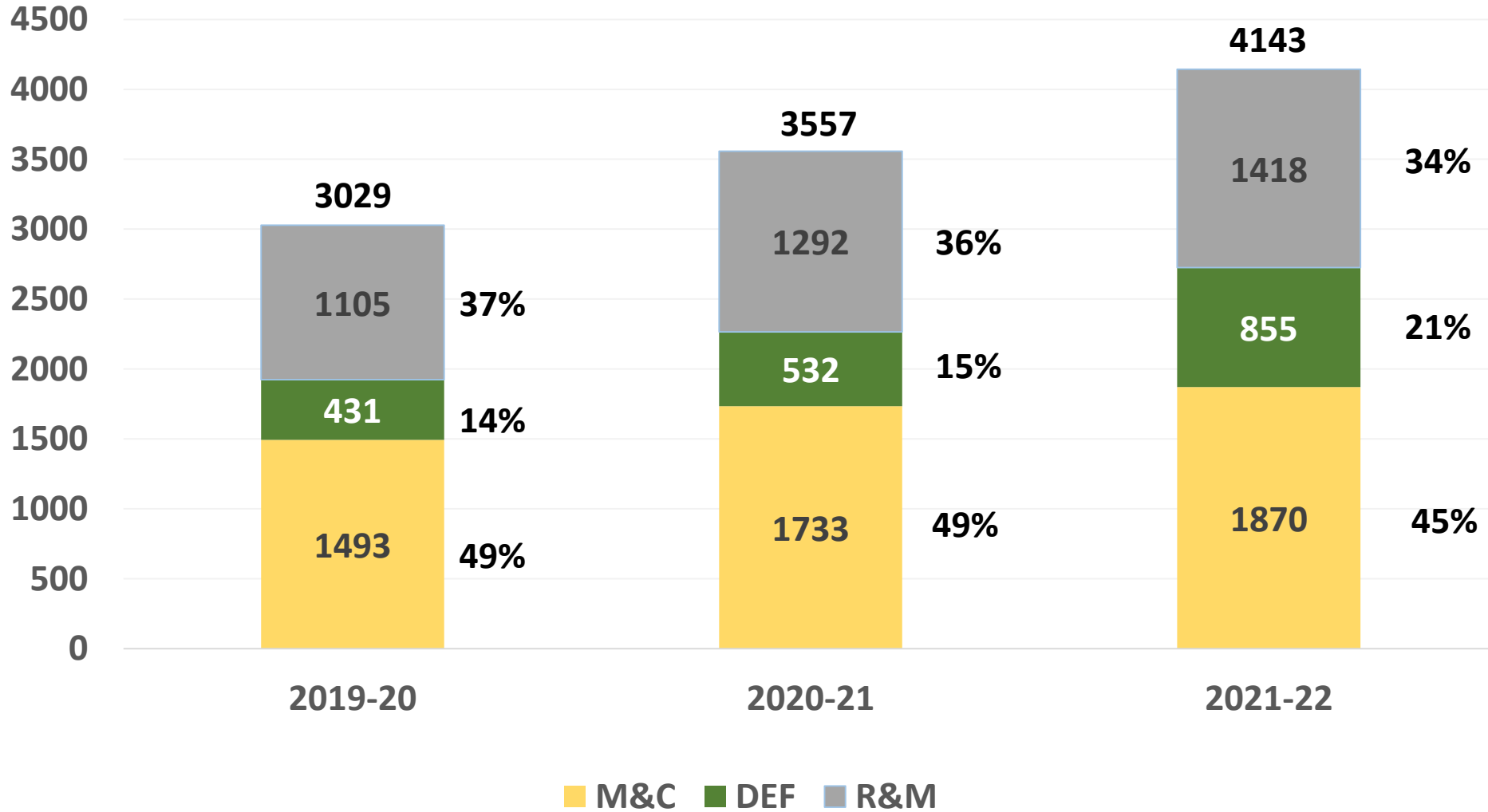
Annual



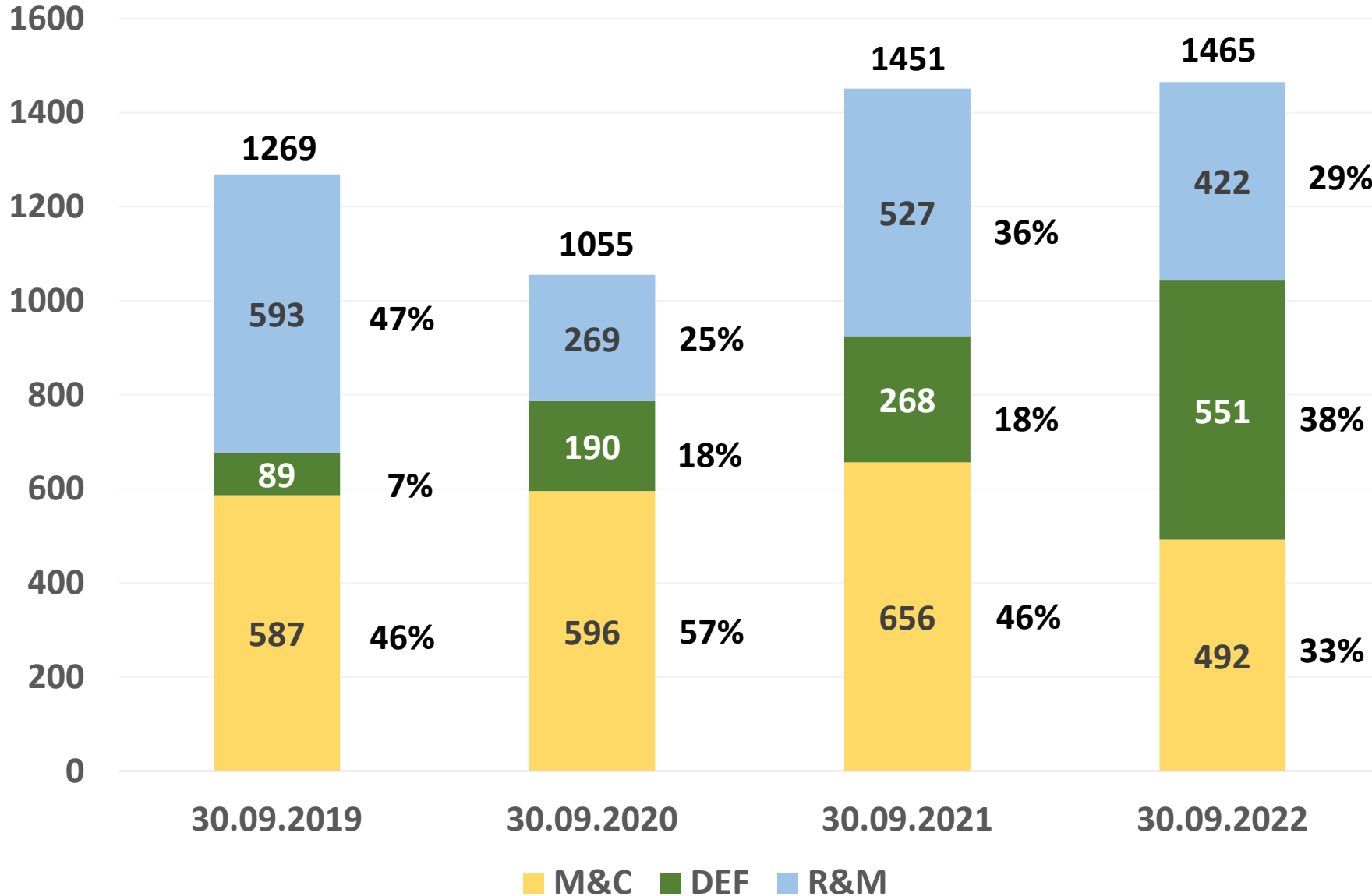
Half-Yearly



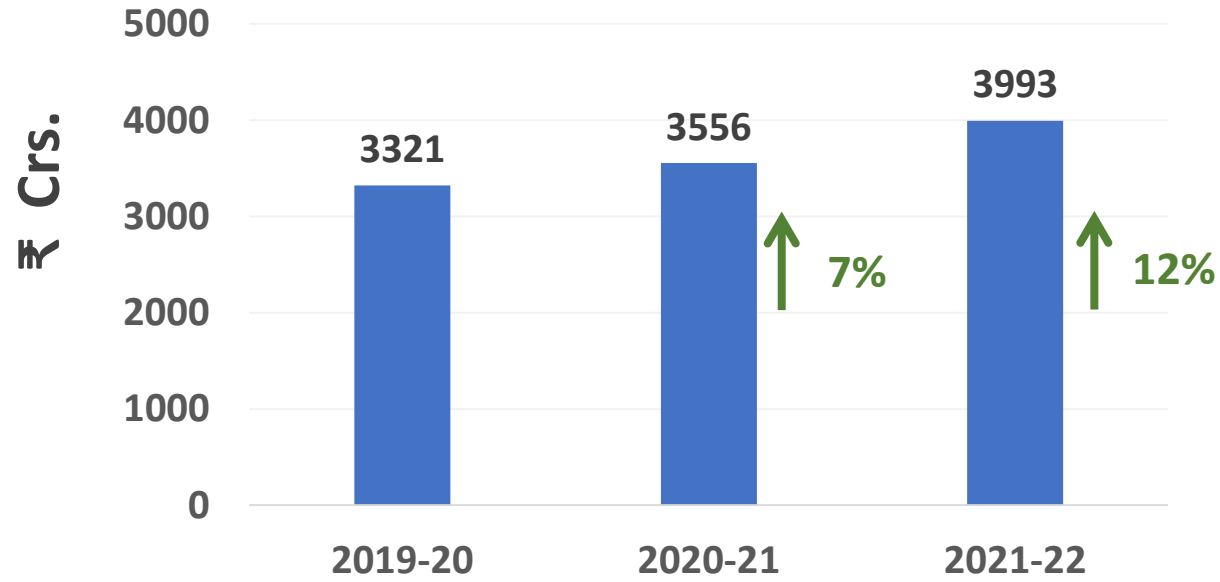
₹ Crs.



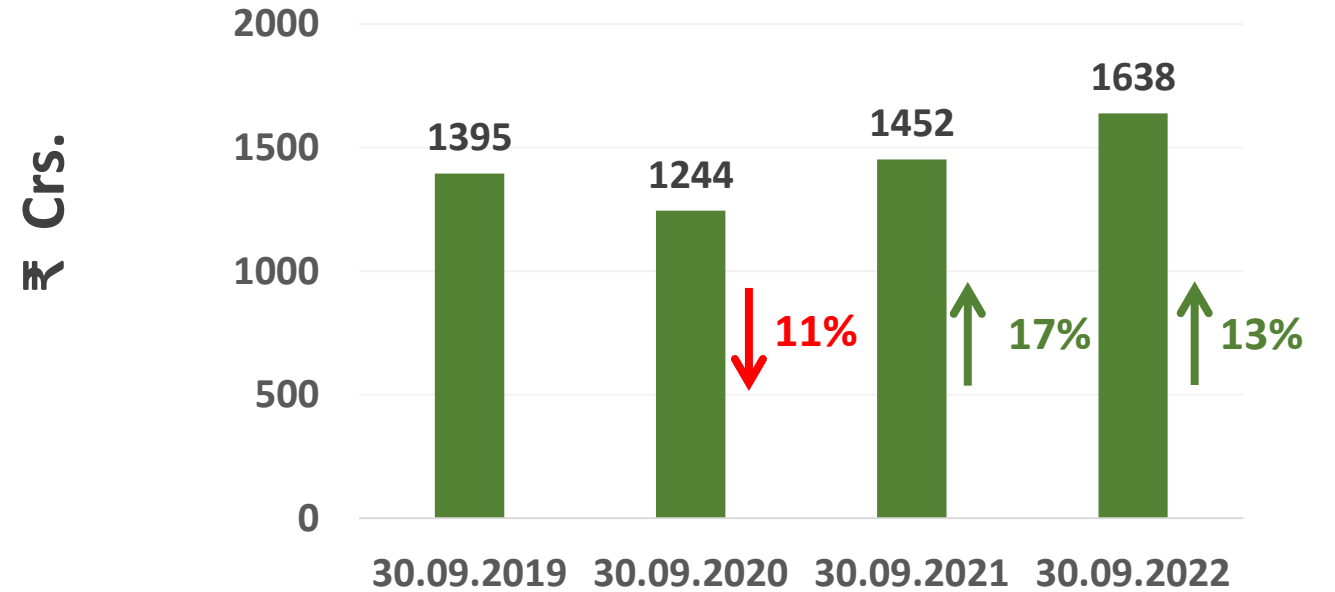
₹ Crs.



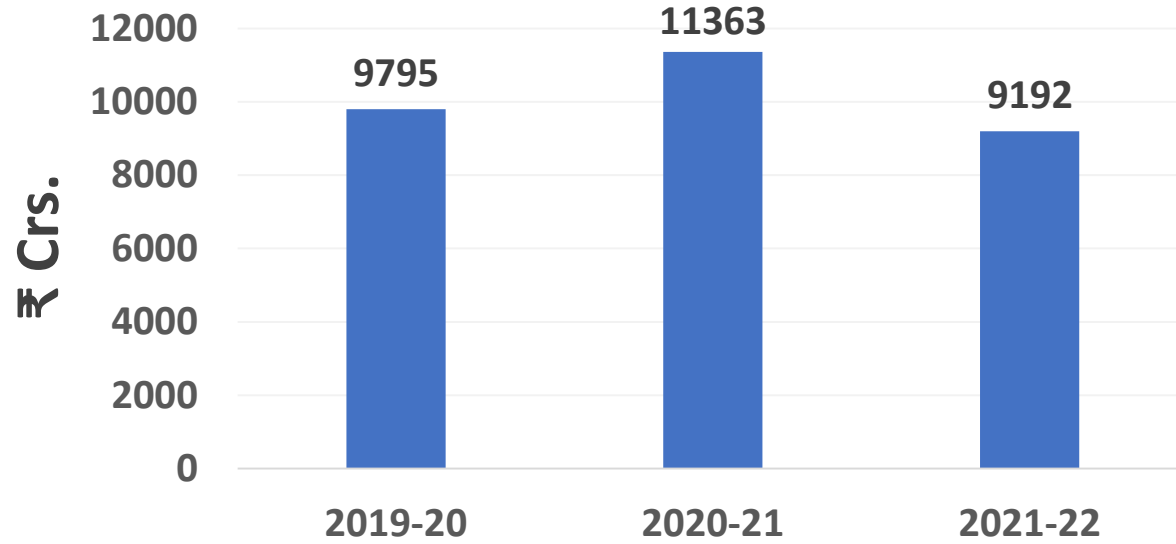
Annual



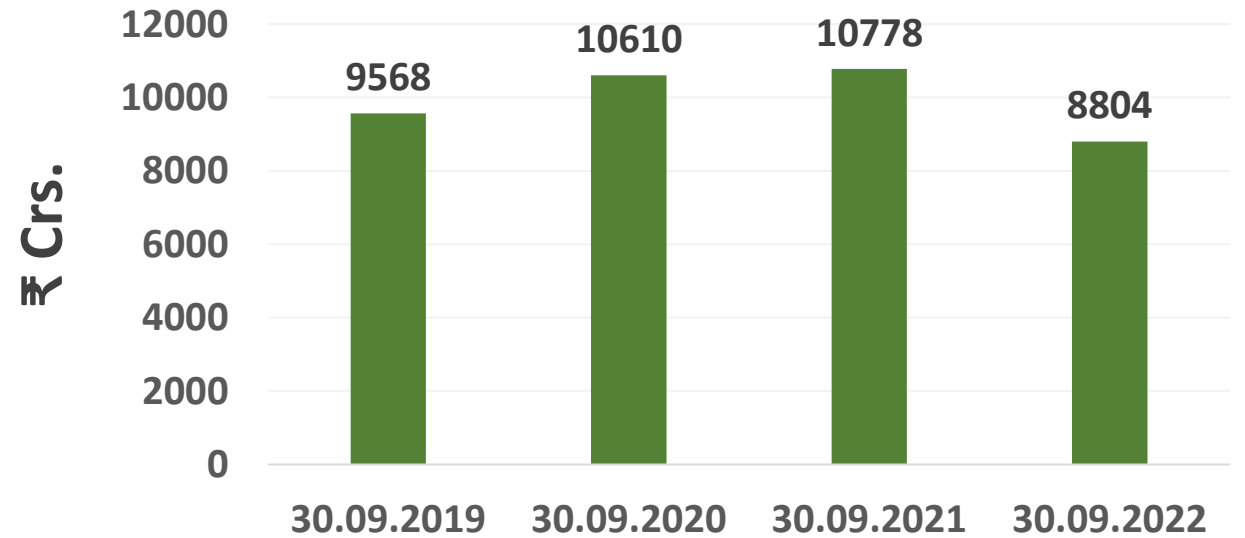
Half-Yearly



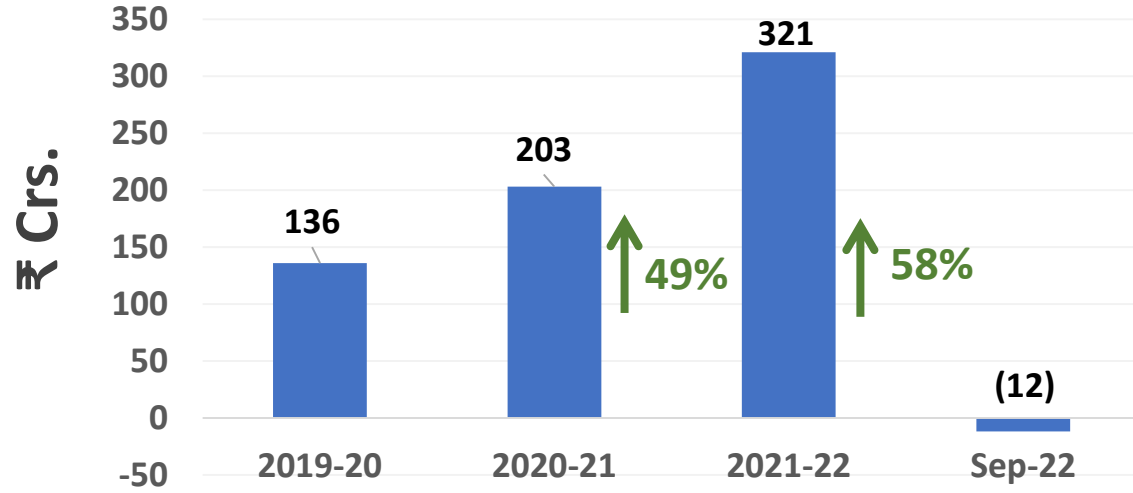
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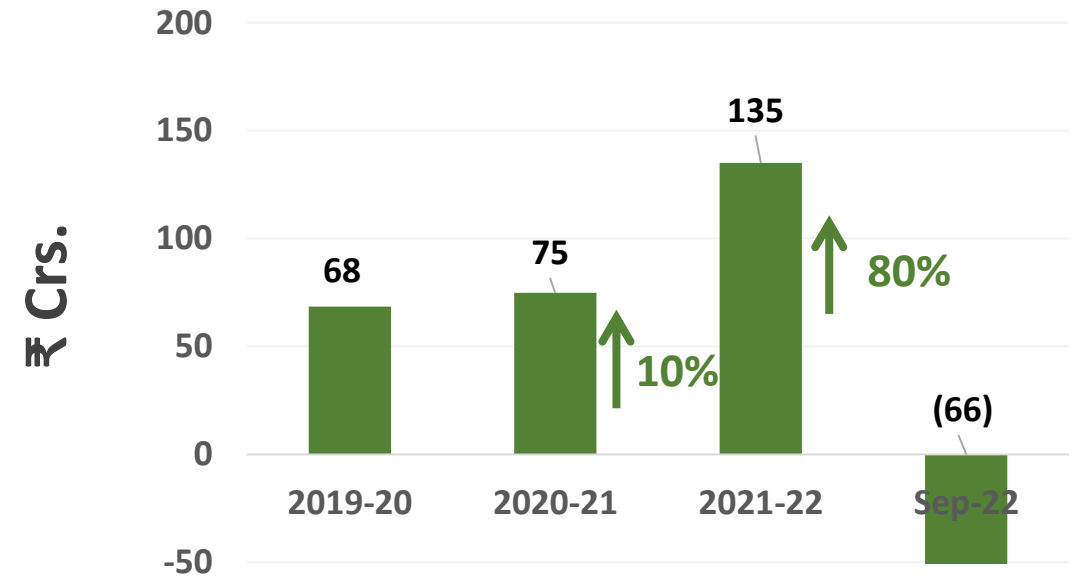
Half-Yearly



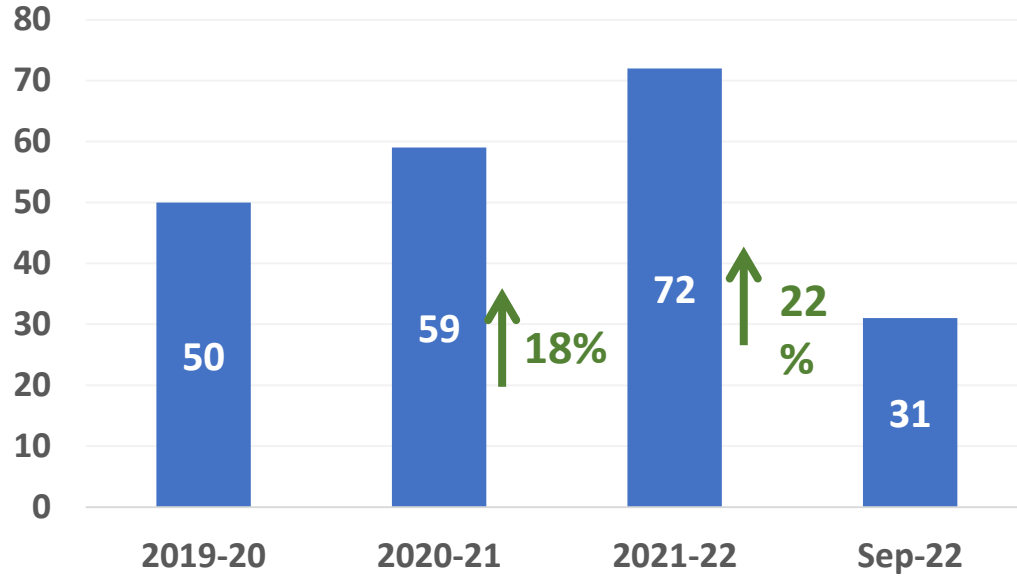
Gross Margin



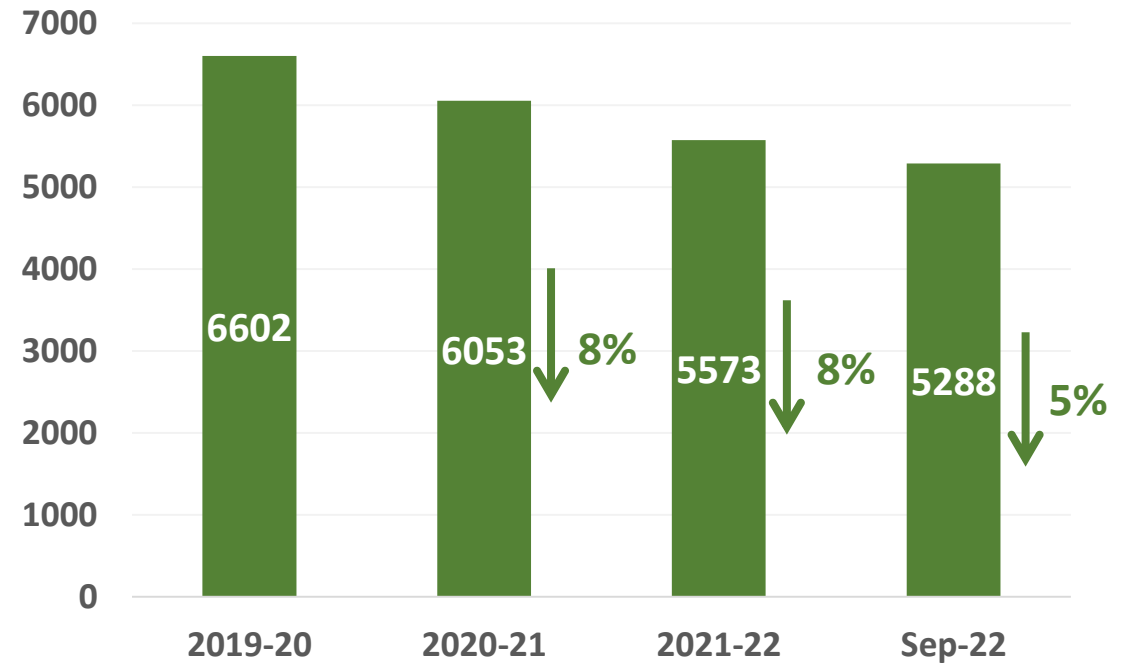
PAT



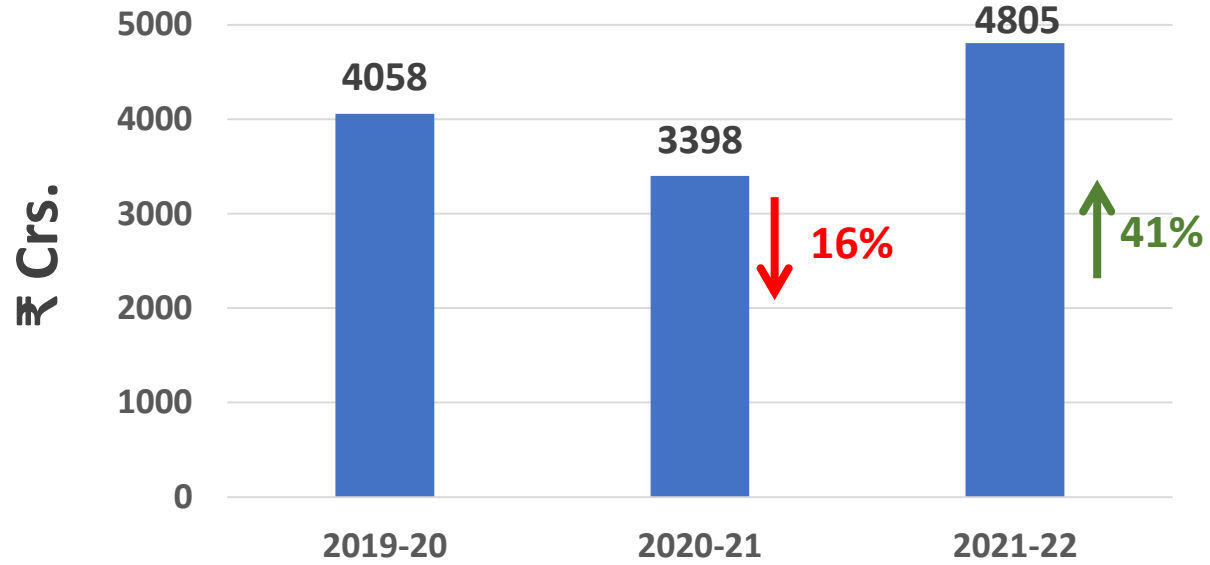
VoP per Employee (₹ in Lakh)



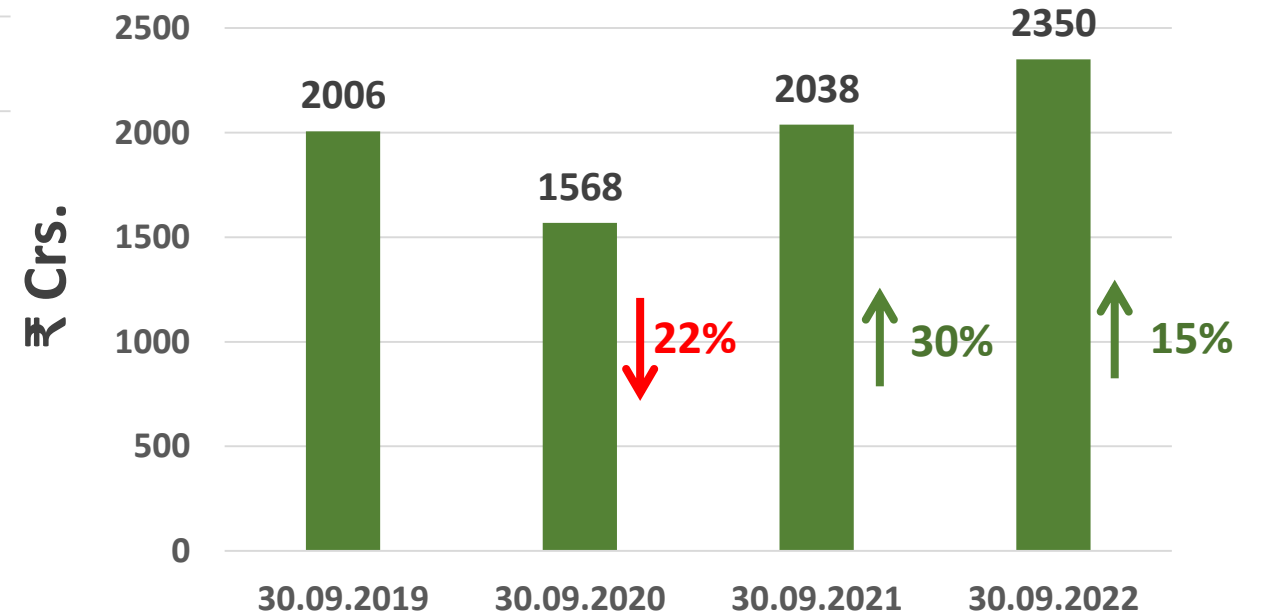
Manpower



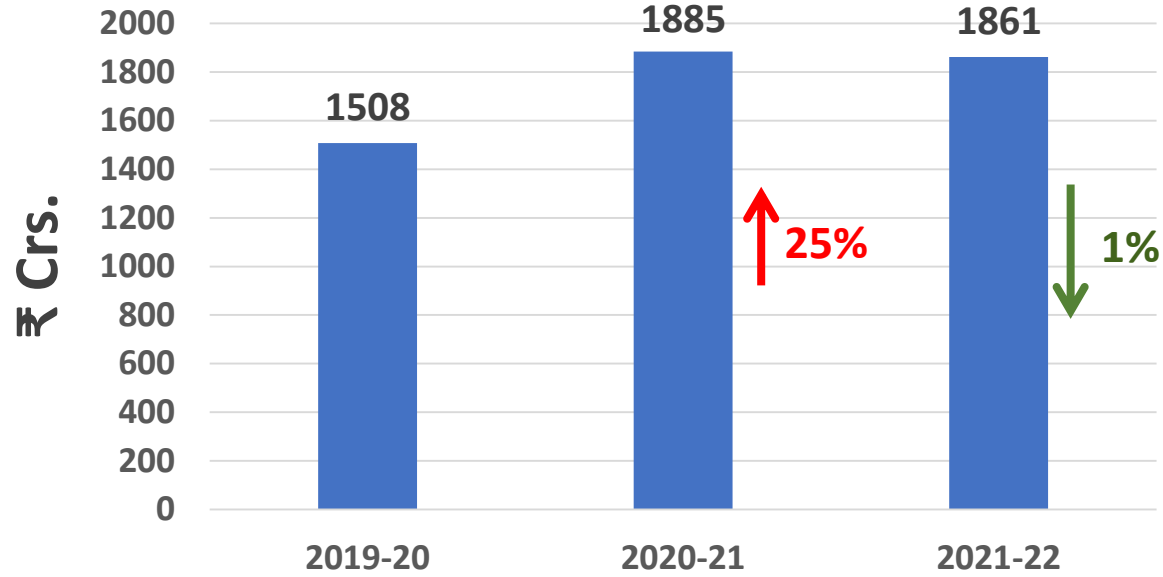
Annual



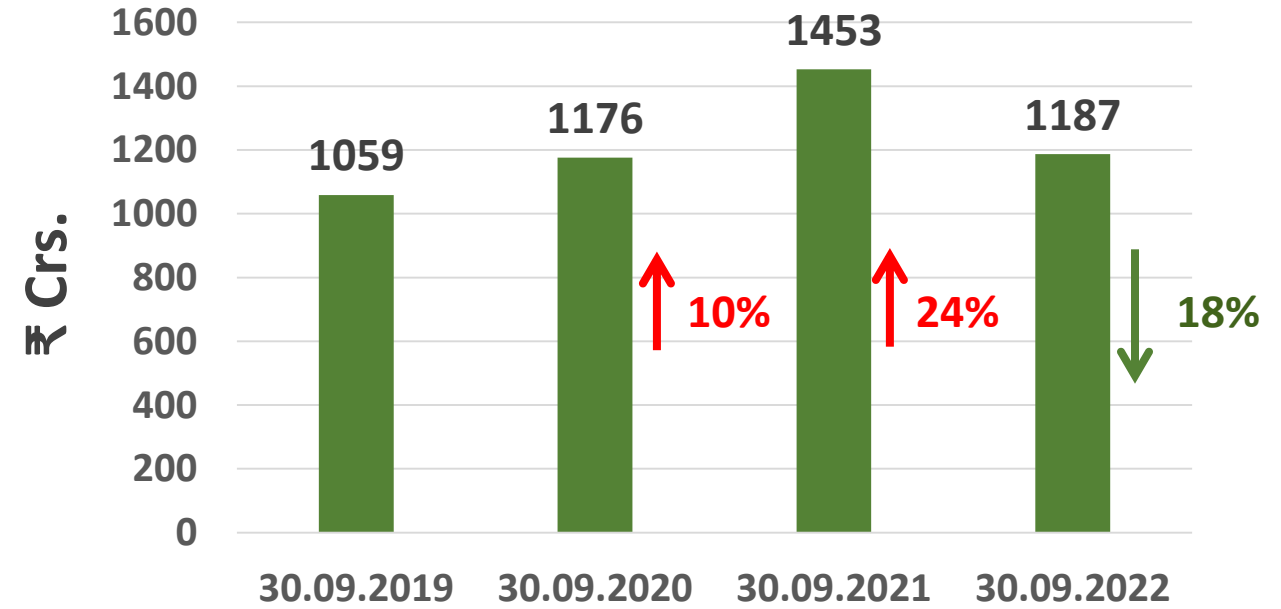
Half-Yearly



Annual



Half-Yearly



₹ Crs

Inventory	2019-20	2020-21	2021-22	Sep-22
Value	2003	1971	2073	2292
No. of days of VoP	220	202	189	255
Employee	2019-20	2020-21	2021-22	Sep-22
Value	844	849	858	423
% to VoP	25%	24%	21%	26%
Finance	2019-20	2020-21	2021-22	Sep-22
Value	41	39	49	22



धन्यवाद