

Ref: CS/SE/407

05.12.2023

National Stock Exchange of India Limited Listing Compliance Department Exchange Plaza, Bandra - Kurla Complex Bandra (East), MUMBAI - 400 051 Symbol: BEML	The BSE Limited Listing Compliance Department P.J. Towers, 26 th Floor, Dalal Street, MUMBAI - 400 001 Scrip Code: 500048
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Dear Sir / Madam,

Sub: Presentation and Audio recording of Investors meet - under Regulation 30 of SEBI (LODR) Regulations, 2015 – Reg.

Please find enclosed herewith a copy of Presentation made at the Investors meet (one-to-one and group meeting) hosted by Stock Broker M/s Elara Capital on Tuesday, 05th December, 2023 at Mumbai.

Please also find link of Audio recording of Group Investor meet.

https://www.bemlindia.in/wp-content/uploads/2023/12/Audio_Recording_05Dec2023.mp4

Thanking you.

Yours faithfully

For BEML LIMITED

Jai Gopal Mahajan

Company Secretary & Compliance officer

ಪ್ರಧಾನ ಕಛೇರಿ Corporate Office:

'ಬೆಮಲ್ ಸೌಧ', ೨೩/೧, ೪ನೇ ಮುಖ್ಯರಸ್ತೆ, ಸಂಪಂಗಿರಾಮನಗರ, ಬೆಂಗಳೂರು - ೫೬೦೦೨೭. ದೂರವಾಣಿ ಸಂಖ್ಯೆ : +೯೧೮೦೨೨೨೨೩೦೬೫

ಫ್ಯಾಕ್ಸ್ ಸಂಖ್ಯೆ : +೯೧೮೦೨೨೨೦೪೦೯

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



Investors Meet

5th December 2023

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.

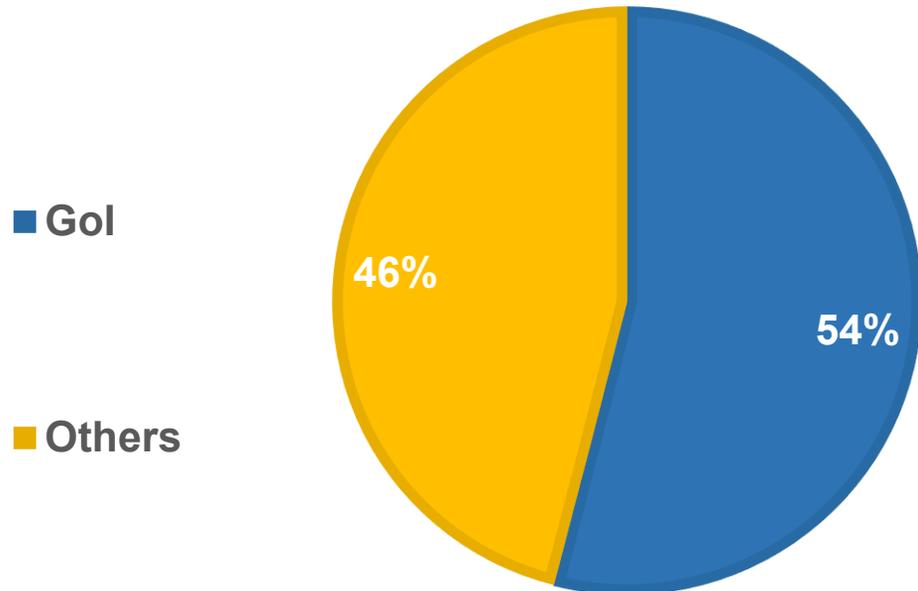
About BEML Limited

 Incorporated: 11th May 1964

 A Mini Ratna 'Category 1' Company under the Ministry of Defence, Govt. of India.

 Serves Core Sectors of Economy: Defence & Aerospace, Coal, Mining, Steel, Cement, Power, Irrigation, Construction, Infrastructure, Railways and Metro Transportation System.

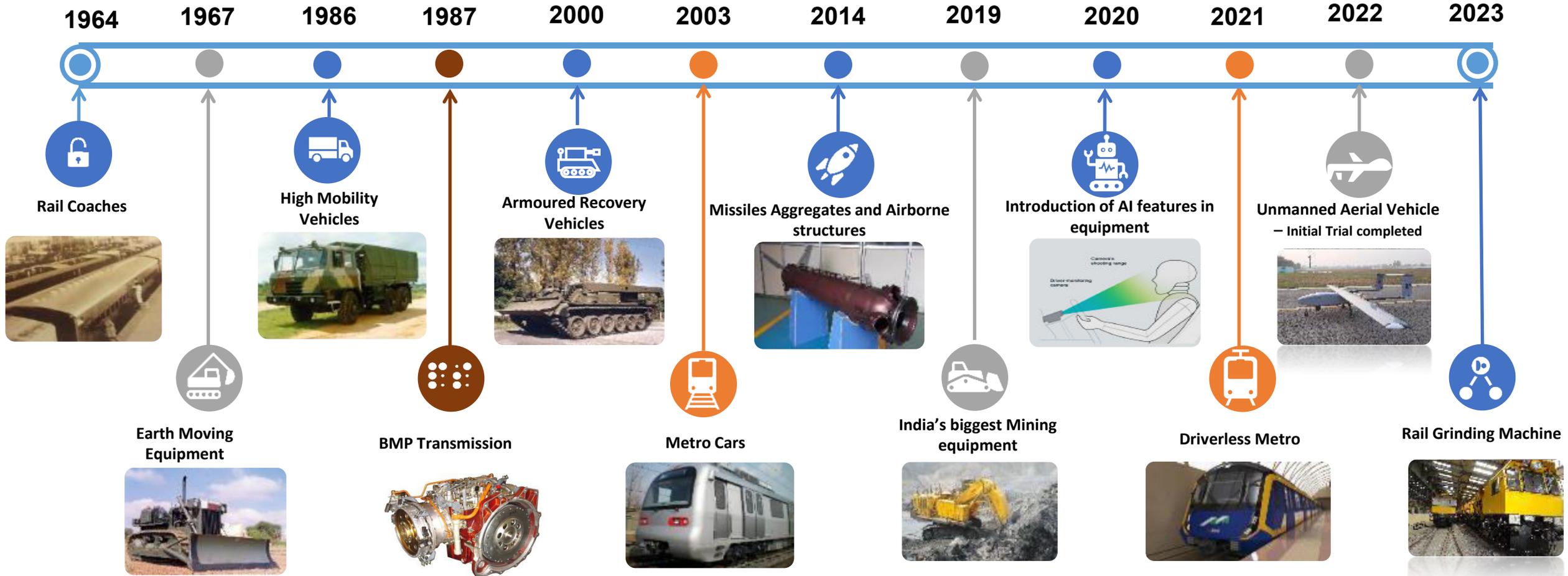
EQUITY BASE



BUSINESS GROUPS



EVOLUTION



PAN INDIA - NETWORK

Map not to scale

- MANUFACTURING COMPLEXES - 4
- REGIONAL OFFICES - 12
- ▲ DISTRICT OFFICES - 15
- ★ DEFENCE SPARES DIVISION - 2
- ★ ACTIVITY CENTRES - 7



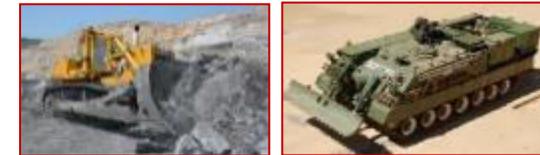
BENGALURU



MYSURU



KOLAR GOLD FIELDS (KGF)



PALAKKAD



DEFENCE & AEROSPACE

- High Mobility Vehicles (HMV)
 - ❖ Bridge Systems
 - ❖ Missile Launchers
 - ❖ Radar Systems
- Combat Mobility Vehicles
 - ❖ Armoured Recovery Vehicle
 - ❖ Armoured Repair & Recovery vehicle
 - ❖ Mine Ploughs
- Aggregates
 - ❖ BMP Transmission
 - ❖ Ejector & Air Cleaner
 - ❖ Hull for T-72
- Aircraft Towing tractors
- Aircraft Weapon Loader
- Ground Support & Handling Equip.
- Tank Transportation Trailers
- Milrail Wagons
- Rocket Motor Casings for Missile
- Airborne Structure & Assemblies
- Construction eqpt to E-in-C, DGBR



MINING & CONSTRUCTION

- Bull Dozers (90 – 860 FHP)
- Dumpers (35 Ton–205 Ton)
- Excavators (0.3 - 12 Cu.m)
- Shovels / Walking Dragline
- Water Sprinklers (28000 – 70000 Litres)
- Motor Graders (137, 145 & 285 HP)
- Front End Loaders
- Backhoe Loader
- Pipe Layers / Wheeled Dozers / Tyre Handlers / Under Ground Mining Equipment

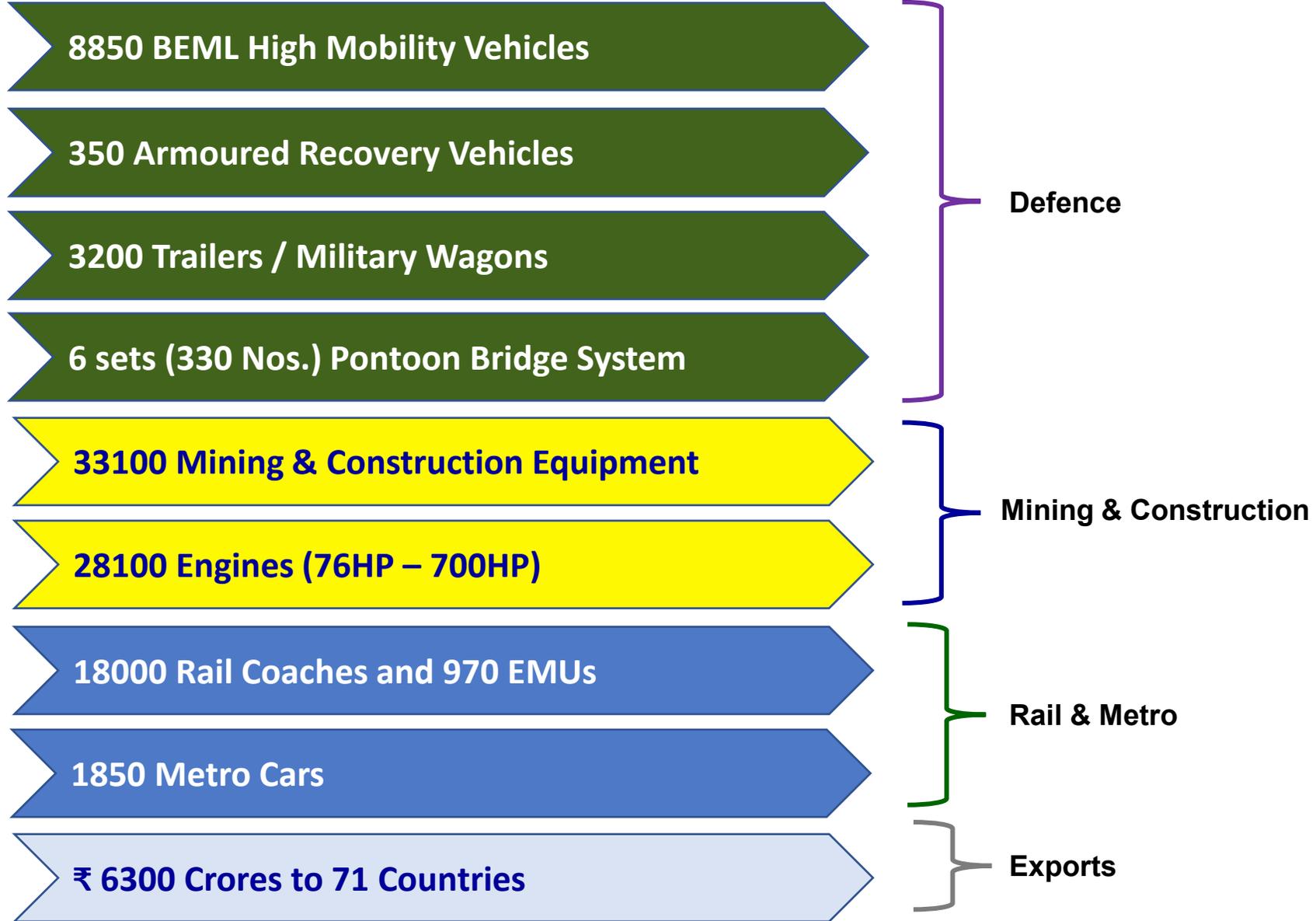


RAIL & METRO

- Metro Cars - Delhi, Bengaluru, Jaipur, Kolkata, Mumbai (Driverless)
- Electrical Multiple Units
- Maintenance Vehicles – Diesel Electric Tower Car, Rail Grinding Machine, Catenary Maintenance Vehicle
- Passenger Coaches
- Treasury Vans



MAJOR ACCOMPLISHMENT



GLOBAL MARKET

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

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

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

Africa
No. of Equipment: **409**
No. of Countries : **26**

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 **1300+ Equipment to 71 countries**

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

Railway : **Sri Lanka & Bangladesh**

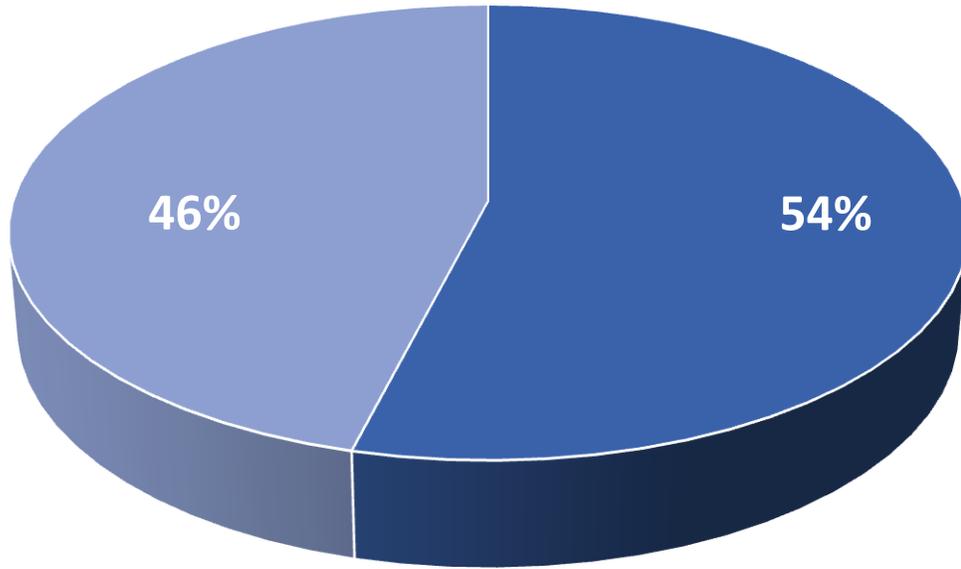
Mining & Construction : **Across the Globe**

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

Export Turnover (Incl. Deemed) in ₹ Cr.

2019-20	2020-21	2021-22	2022-23	2023-24 (Upto Sep'23)
62	463	565	830	347

SHARE HOLDING PATTERN

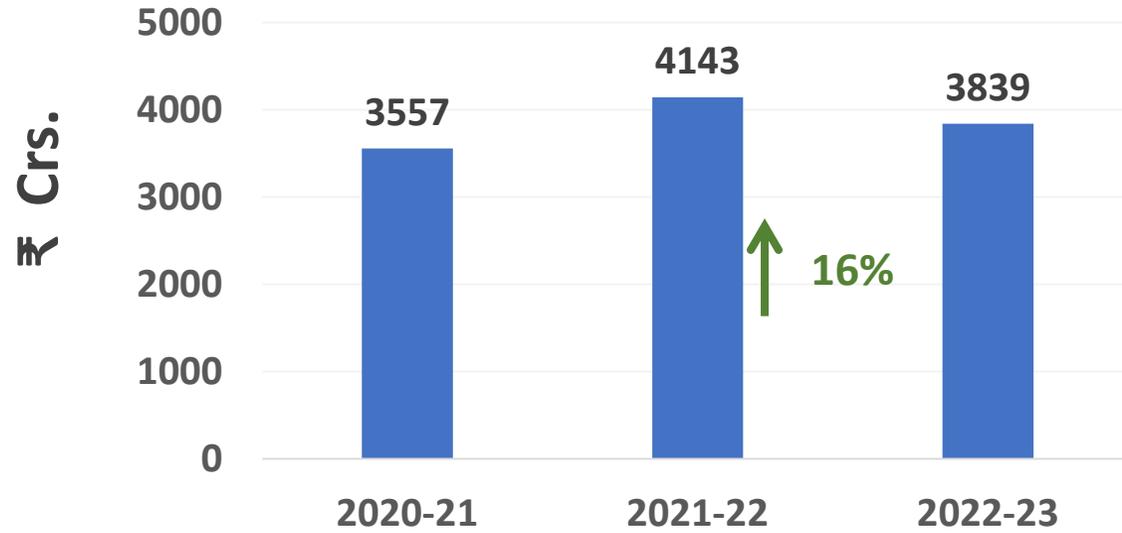


■ Gol ■ Others

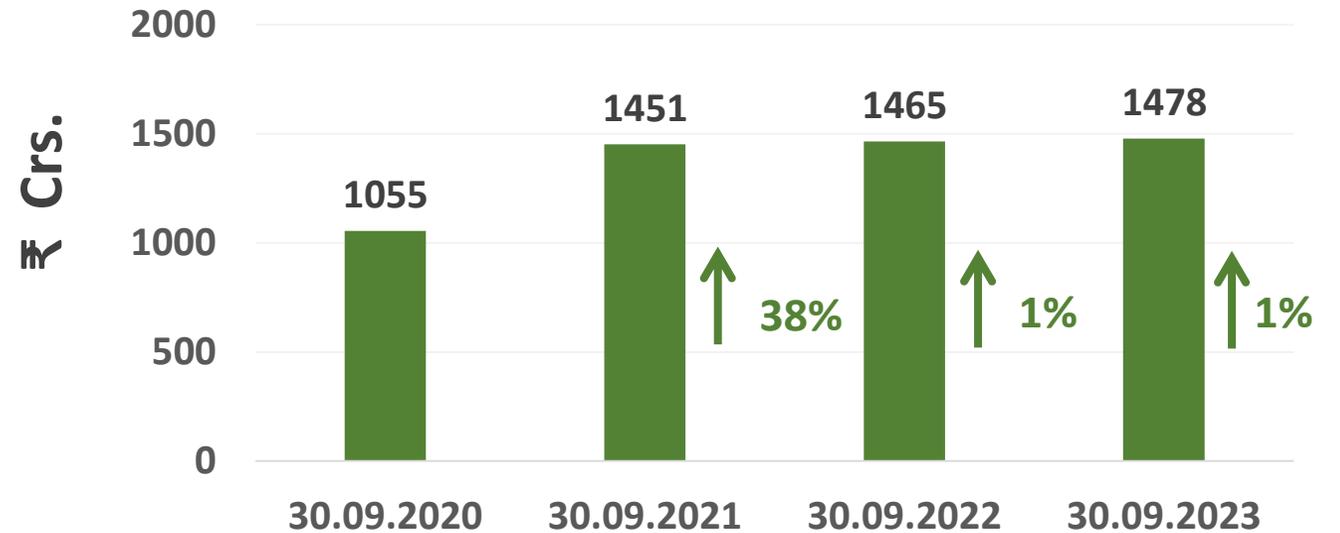
Category	As on 31.03.2023	As on 30.11.2023
Government of India	54.03%	54.03%
Mutual Funds	17.75%	17.02%
Resident Individuals	15.95%	15.22%
Foreign Portfolio Corp	5.45%	7.51%
Bodies Corporates	2.42%	2.24%
Qualified Institutional Buyer	1.45%	1.26%
Non-Resident Indians	0.88%	0.80%
H U F	0.54%	0.57%
Alternative Investment Fund	0.52%	0.45%
Trusts	0.45%	0.19%
Non Resident Indian Non Repatriable	0.35%	0.37%
IEPF	0.17%	0.17%
Others	0.04%	0.17%
Total	100.00%	100.00%

PARTICULARS	Unit	2020-21	2021-22	2022-23	Sep-22	Sep-23
Market Capitalization	Rs. Cr.	5228	7566	5235	6184	9653
Share Price (as on end period)	Rs.	1255	1817	1257	1485	2318
Net Worth	Rs. Cr.	2224	2307	2395	2166	2342
Working Capital	Rs. Cr.	2774	2822	2480	2282	2410
Manpower	No.	6053	5573	5197	5288	4977
Gross Margin %	%	5.70%	7.75%	10.13%	-0.81%	1.35%
R&D Exp	Rs. Cr.	133	103	75	39	44
R&D Exp as % of Sales	%	3.73%	2.48%	1.95%	2.69%	2.95%
Sales from R&D Developed products	%	69%	88%	76%	82%	75%
Sales on Competition Mode %	%	74%	71%	73%	65%	68%
Outsourcing as % of VoP	%	49%	51%	48%	39%	43%
Procurement from MSME to total domestic procurement	%	30%	32%	32%	34%	33%
CSR as % of PBT	%	4%	3%	4%	3%	1%
Green Energy for Captive Consumption	%	94%	85%	91%	95%	95%

Annual

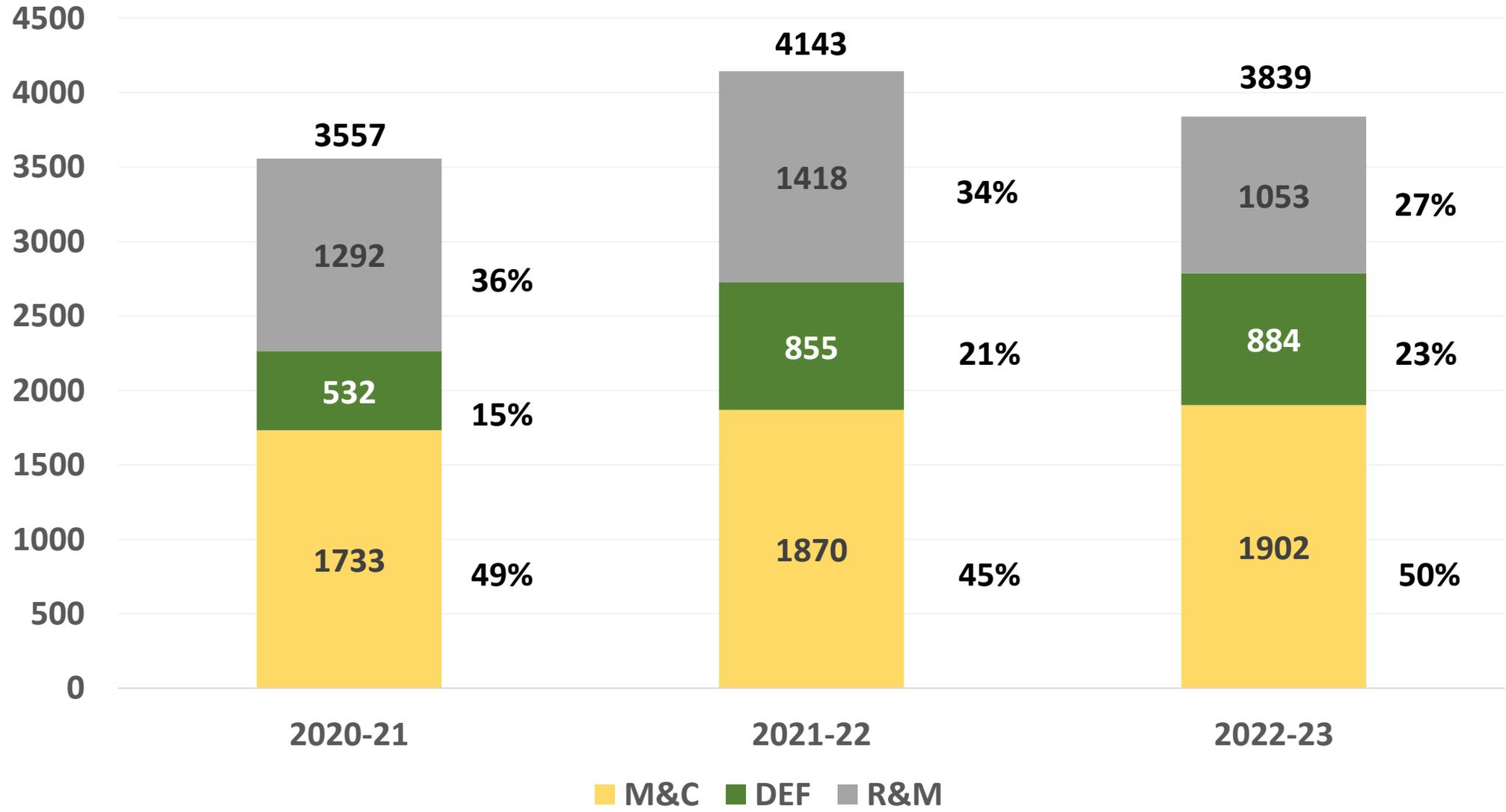


Half-Year



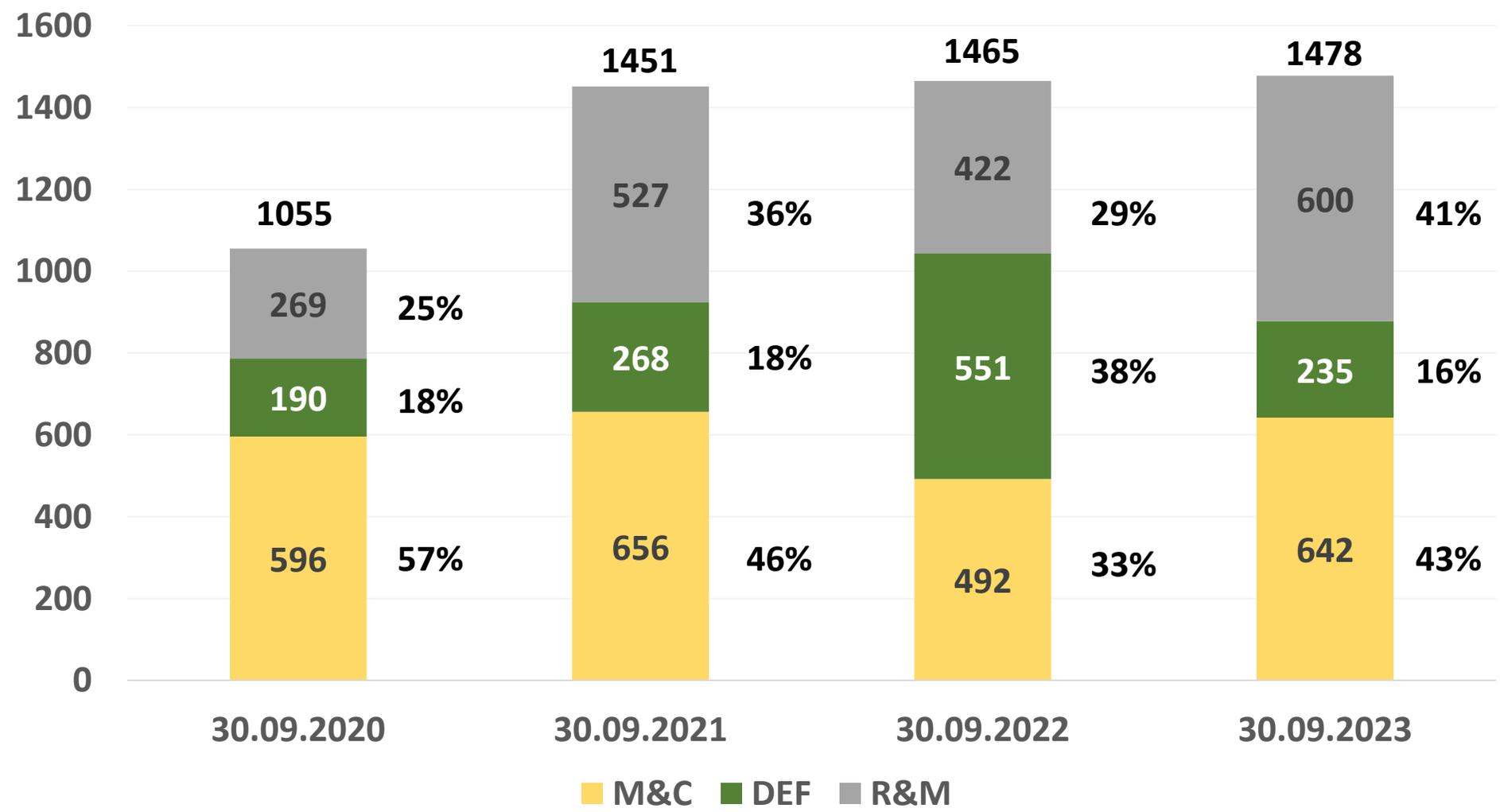
SALES OF PRODUCTS & SERVICES - Annual

₹ Crs.



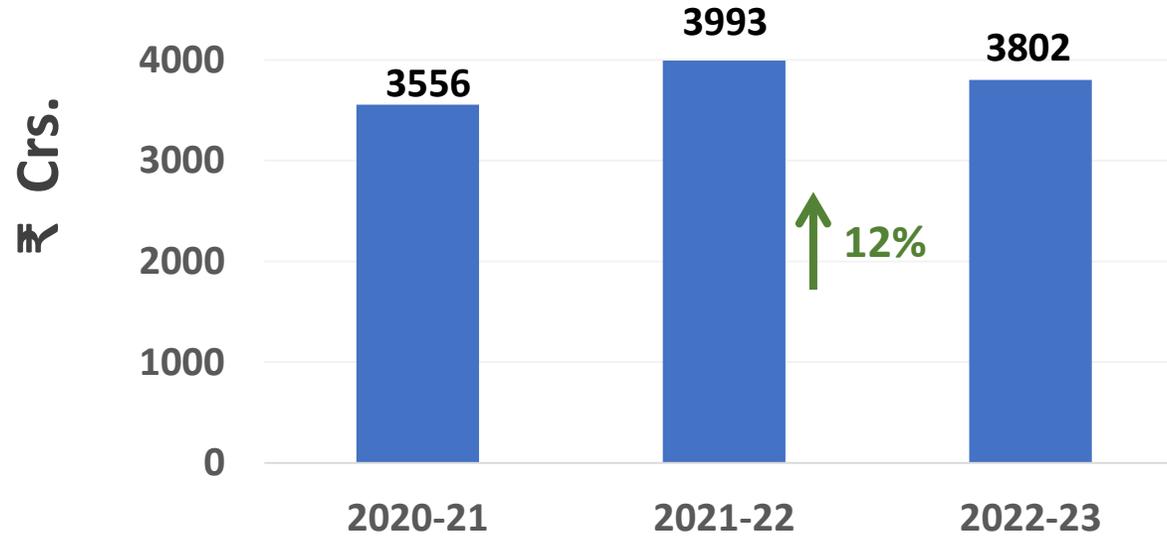
SALES OF PRODUCTS & SERVICES – Half Year

₹ Crs.

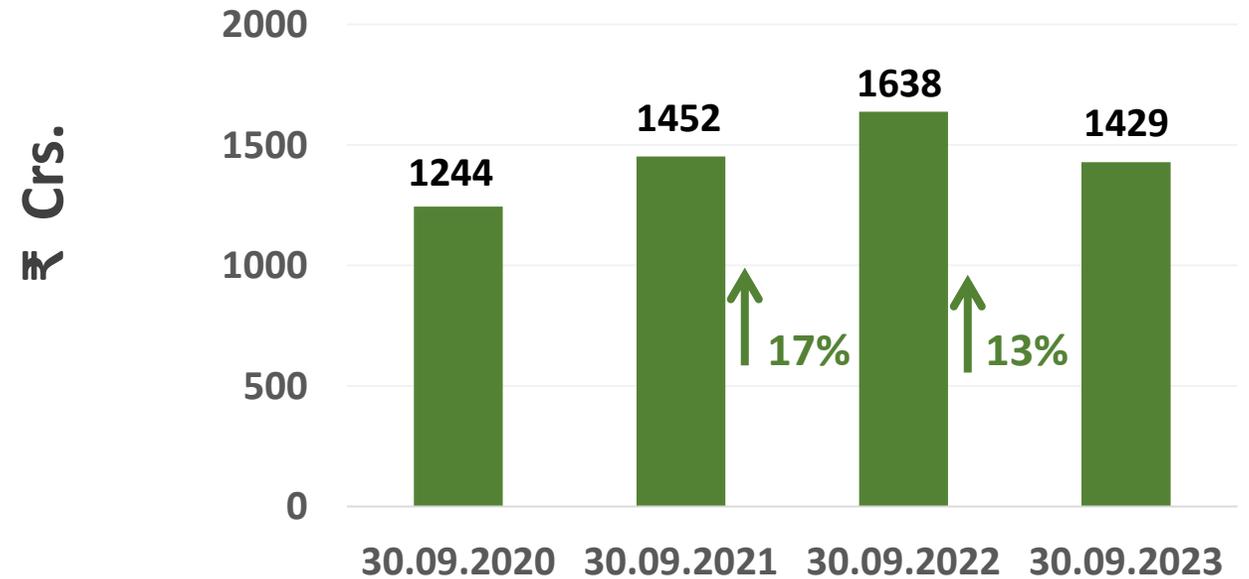


VALUE OF PRODUCTION

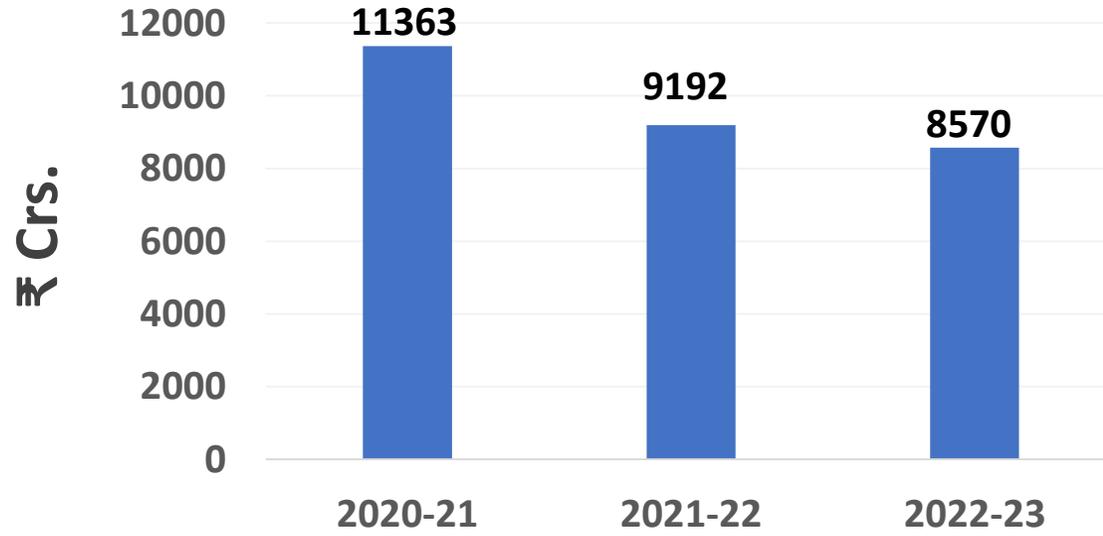
Annual



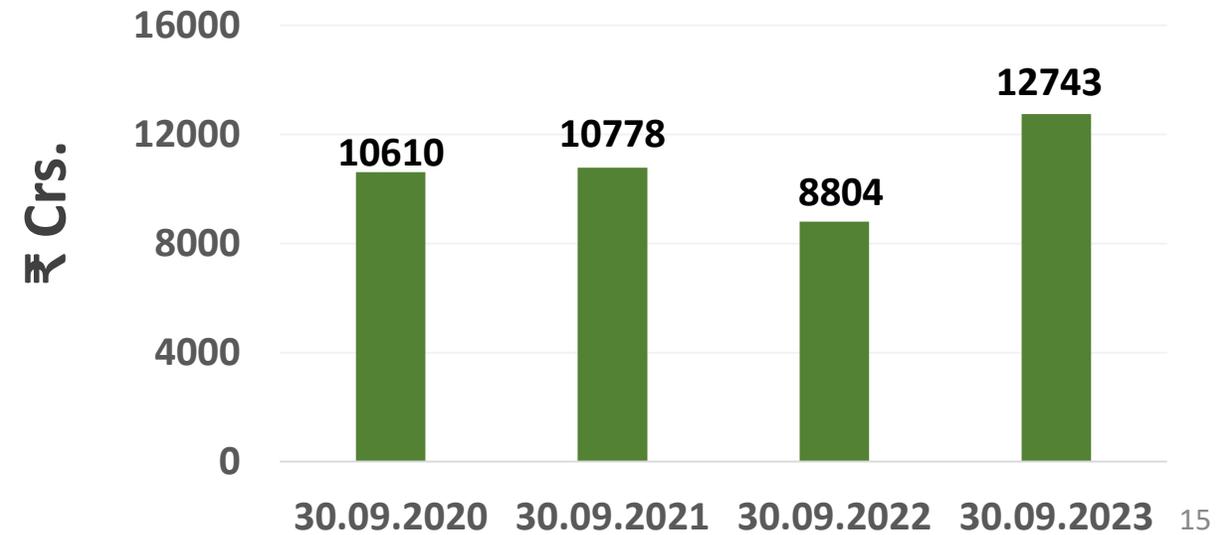
Half-Year



Annual

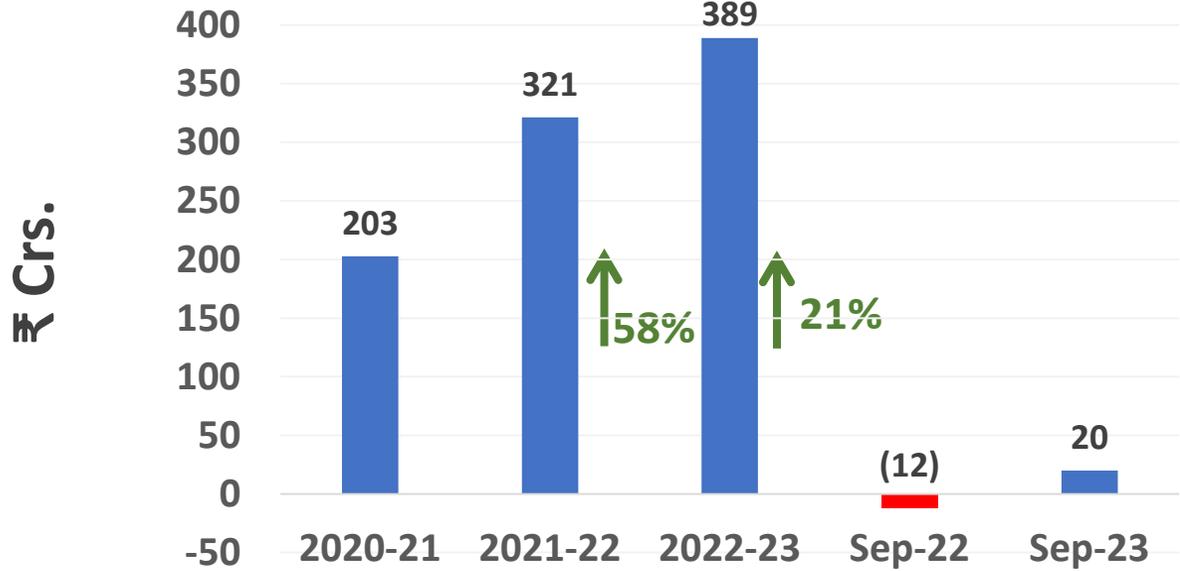


Half-Year

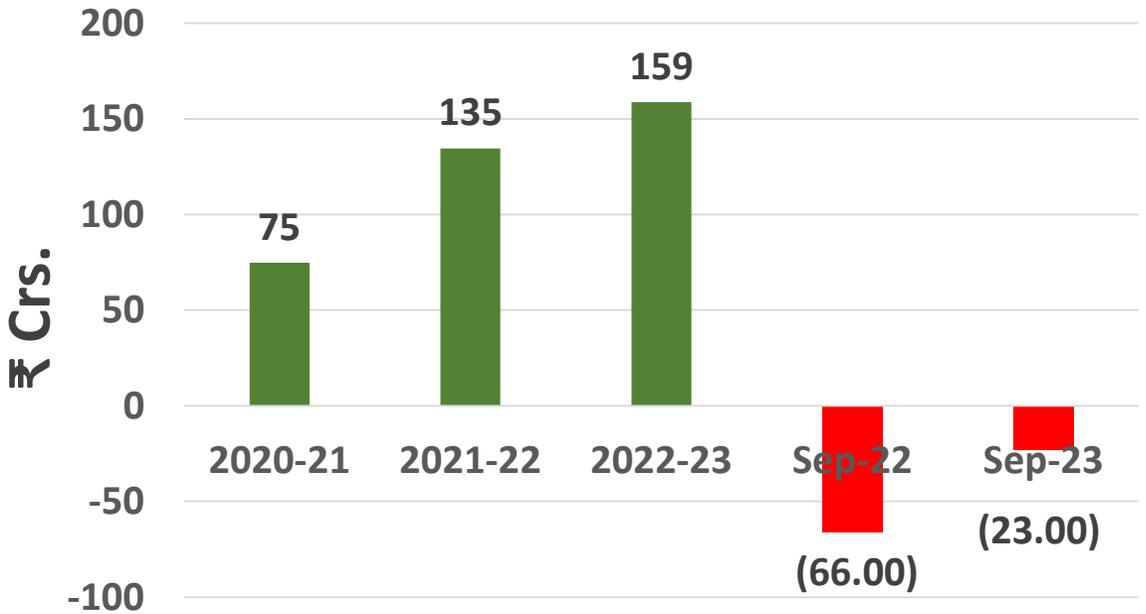


GROSS MARGIN & PAT

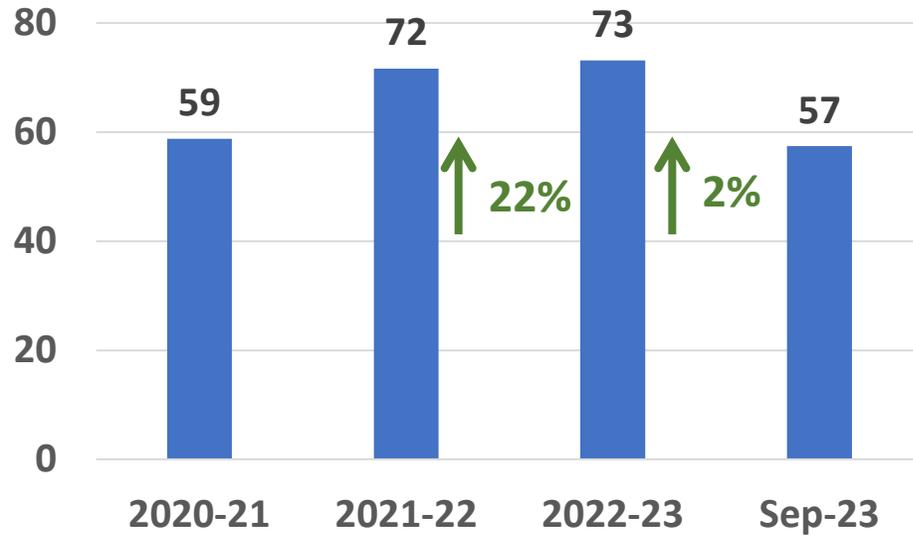
Gross Margin



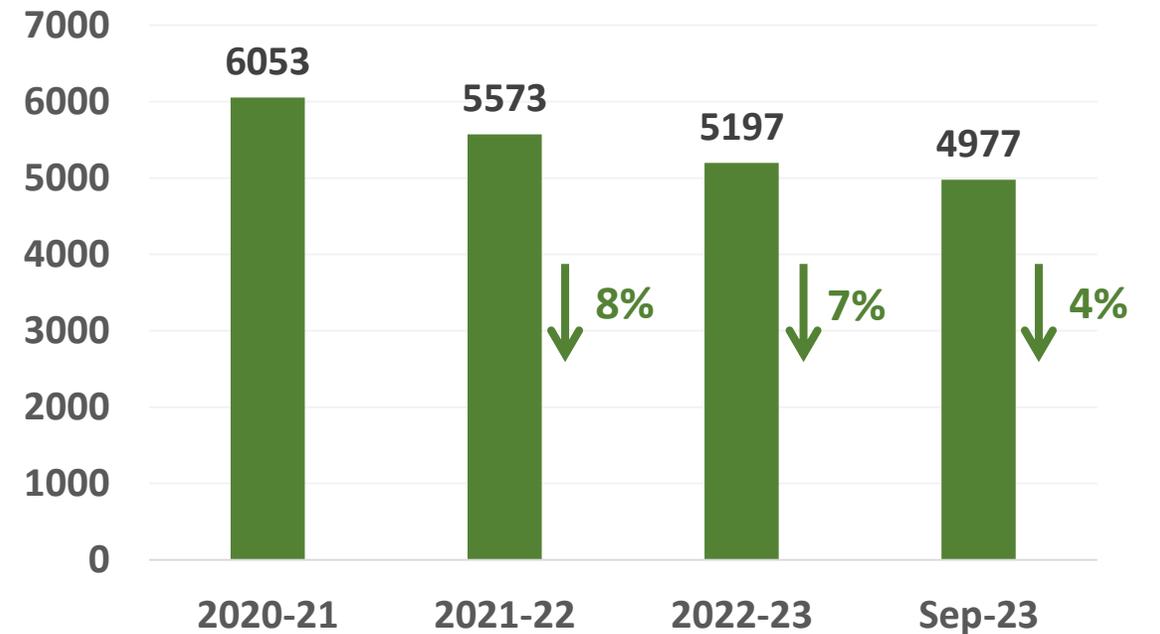
PAT



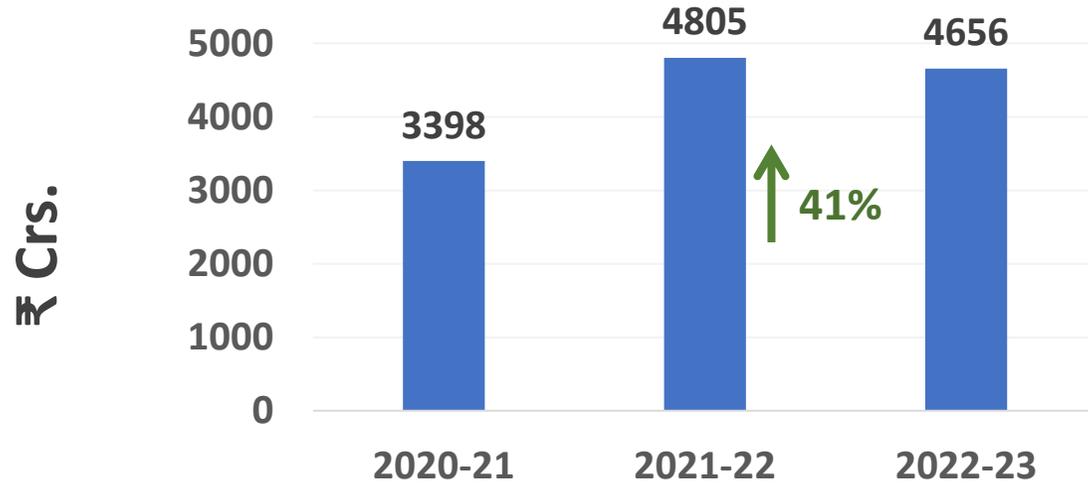
VoP per Employee (₹ in Lakh)



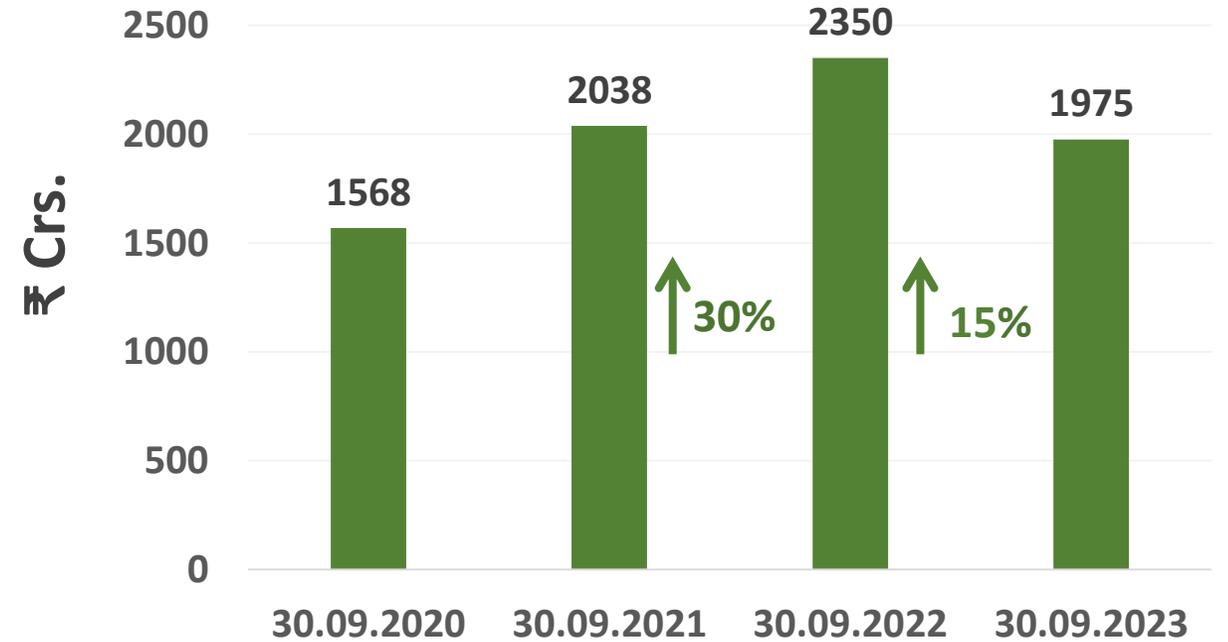
Manpower



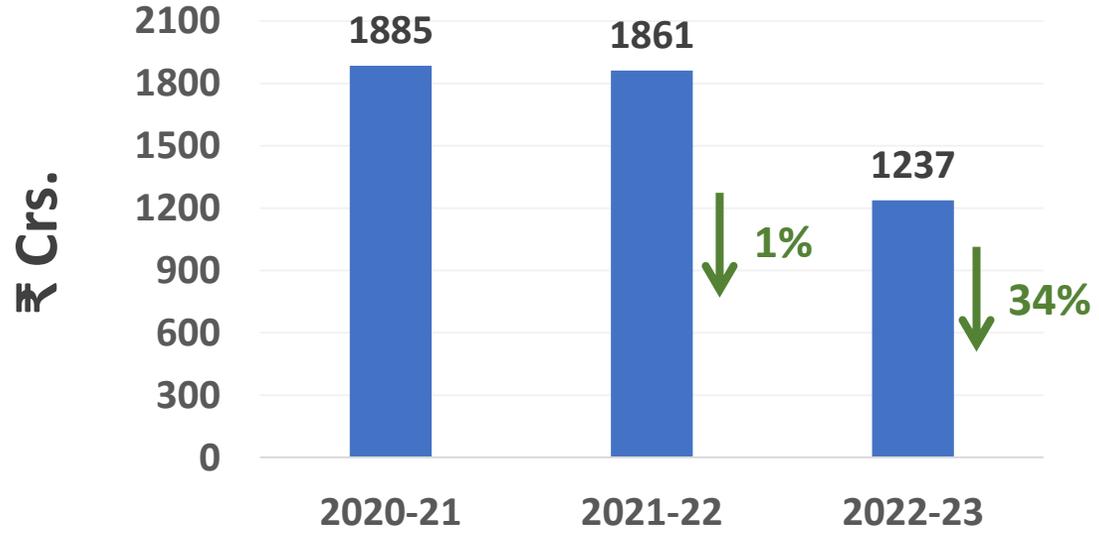
Annual



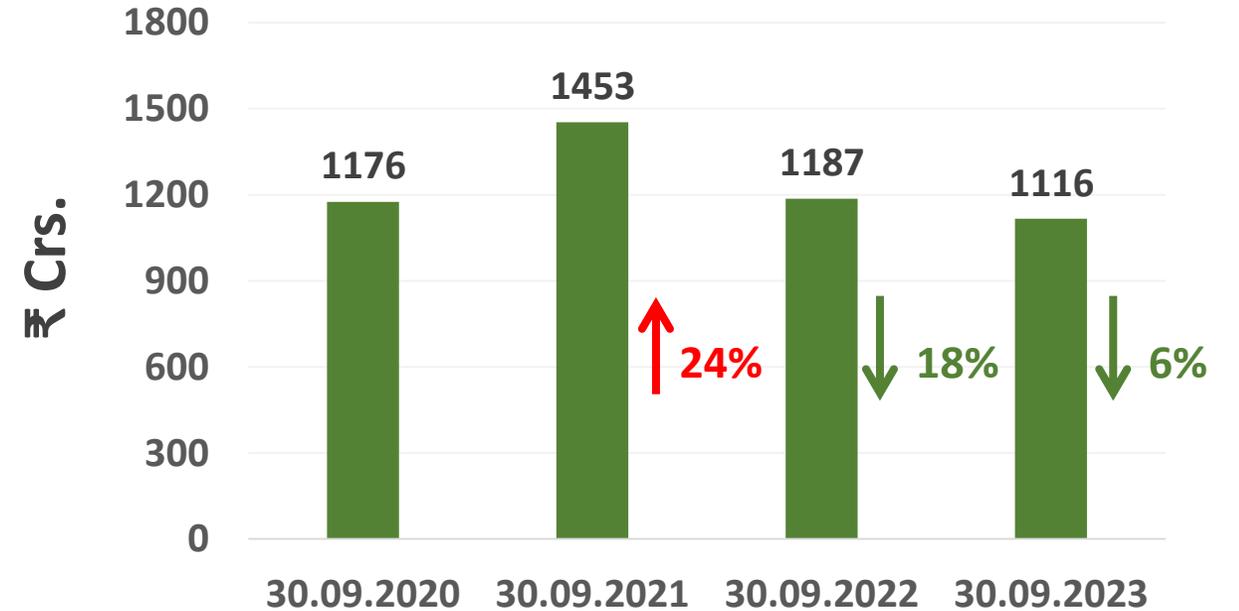
Half-Year



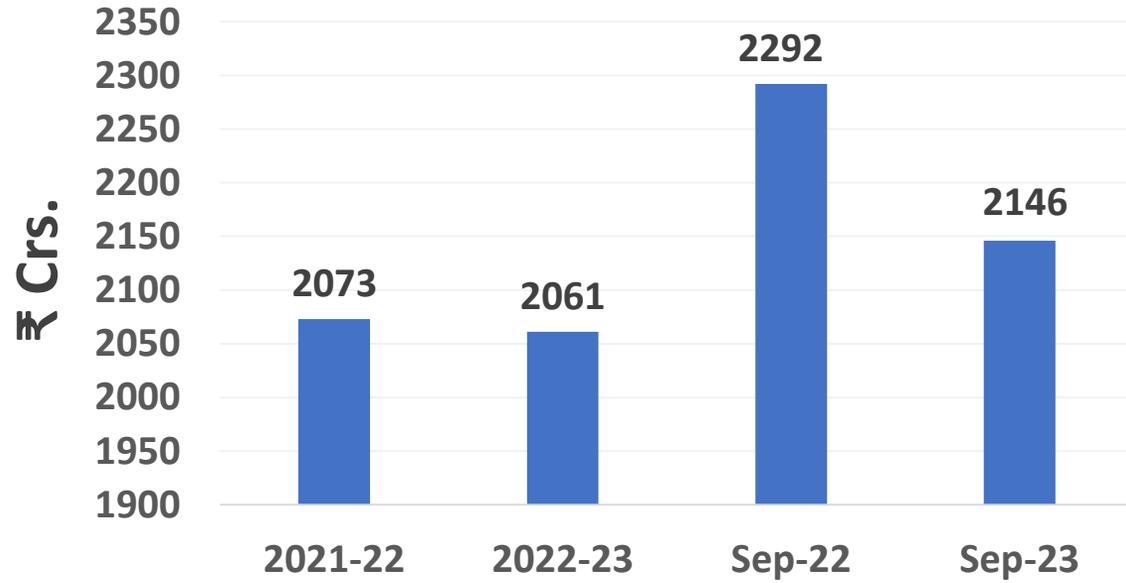
Annual



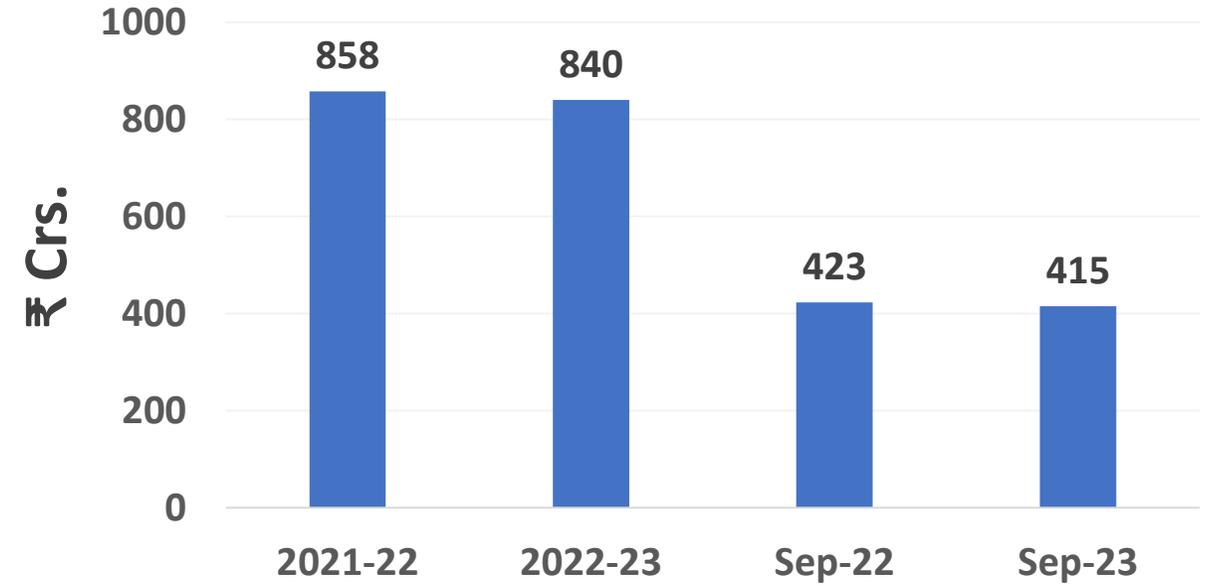
Half-Year



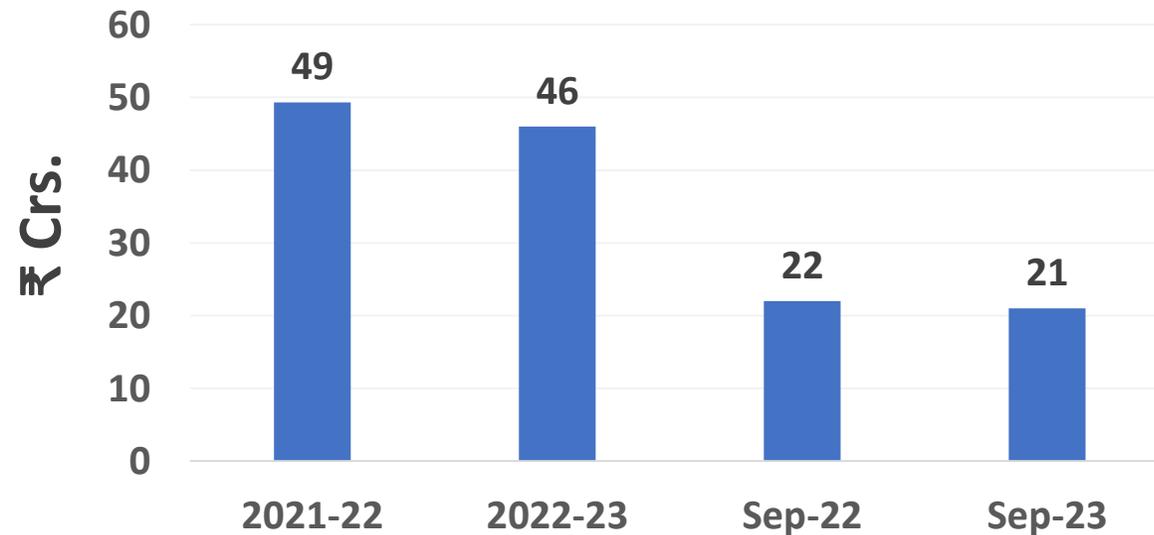
Inventory



Employee Cost



Finance Cost





Bangalore Complex



Earth Moving Division, KGF



Truck Division, Mysuru



Engine Division, Mysuru



Palakkad Complex



R&D Centre, KGF



धन्यवाद