

Manufacturing Units :

Bangalore Complex

Tel : 080-25242414
e-mail : bemigrv@vsnl.com

KGF Complex

Tel : 08153-263020
e-mail : bemkde@vsnl.net.in

Mysore Complex

Tel : 0821-2402422
e-mail : bemimys@sancharnet.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 : 07752-252062
e-mail : bilaspur@rm.beml.co.in

Chennai

Tel : 044-26270792
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
Katri - 483501 (M. P.)
Mobile No. : 9425156473

Service Centre & Stores
Kolkata - 700088
Tel : 033-24010782
e-mail : storeskolkata@rm.beml.co.in

Ref: CS/SEs/130

11.08.2021

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 Analysts / Investors meet - under Regulation 30 of
SEBI (LODR) Regulations 2015 – Reg
Ref: Our letter CS/SEs/127 dt. 09.08.2021

Please find enclosed a copy of Presentation made at the virtual Analysts /
Investors meet on 11.08.2021 at Corporate Office, Bengaluru for your
reference and records.

Thanking you.

Yours faithfully
For BEML LIMITED

S V Ravisekhar Rao
11/8/21

S V Ravisekhar Rao
Company Secretary & Compliance officer

Encl: As above



BHEL LIMITED

WELCOMES

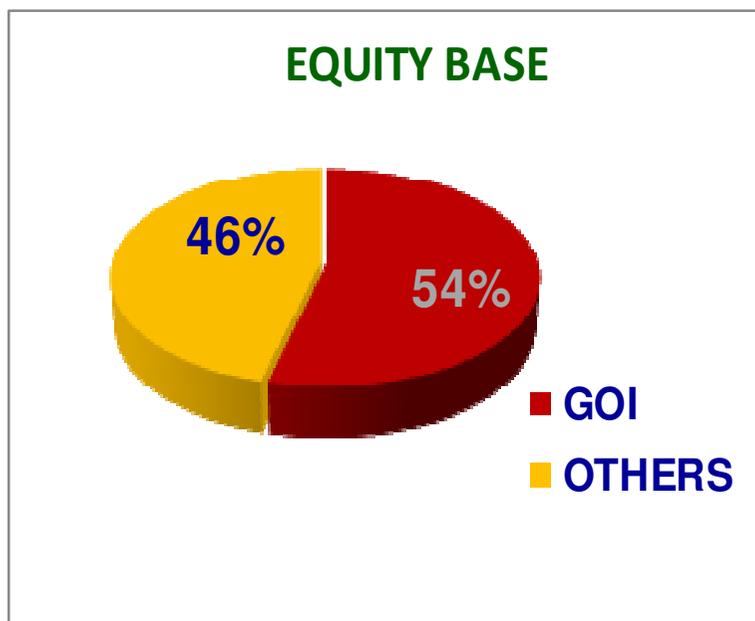
INVESTORS / ANALYSTS

11th August 2021

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



Category	As on 31.07.2021	As on 30.06.2021
Govt.of India	54.03%	54.03%
MFs	17.53%	17.46%
Indian Public	18.56%	17.75%
IFIs	3.25%	4.12%
Corp Bodies	2.35%	2.26%
FII's/FPIs	2.05%	2.18%
NRIs/ OCBs / HUF	1.70%	1.71%
Trust/Banks/NBFC /IEPF	0.25%	0.23%
Others	0.28%	0.26%
TOTAL	100.00%	100.00%

BEML - PAN INDIA

Map not to scale

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



BENGALURU (1964)



KOLAR GOLD FIELDS (1967)



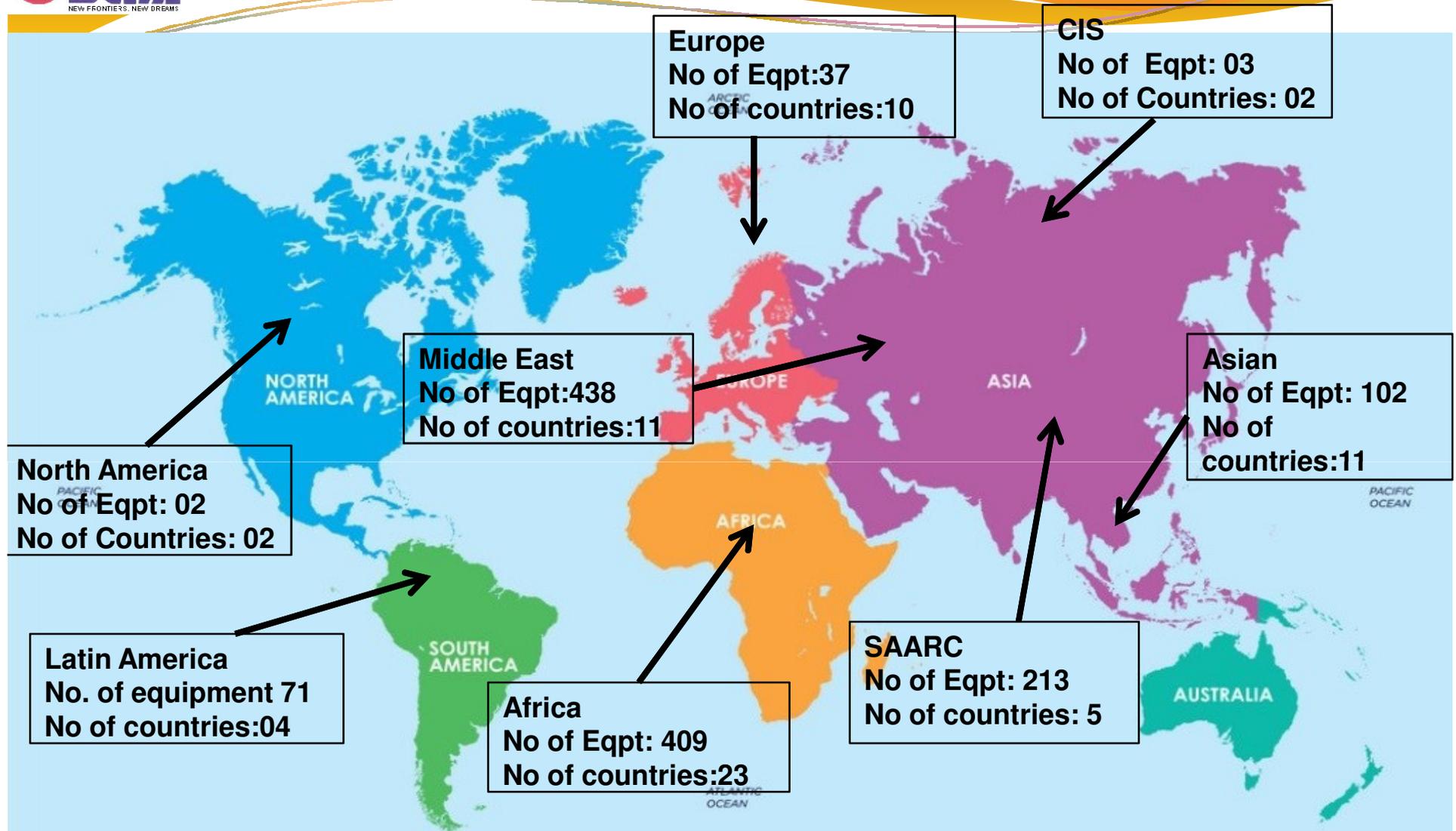
MYSURU (1985)



PALAKKAD (2010)



BEML'S GLOBAL MARKET



- Exported over 1200 equipment to 68 countries
- Defence products exported to Israel, Suriname, Honduras & Bhutan
- Railway products exported to Sri Lanka and Bangladesh
- Mining & Construction products across the Globe.
- BEML has initiated the process to set up office in Kenya as per the directives of MOD.

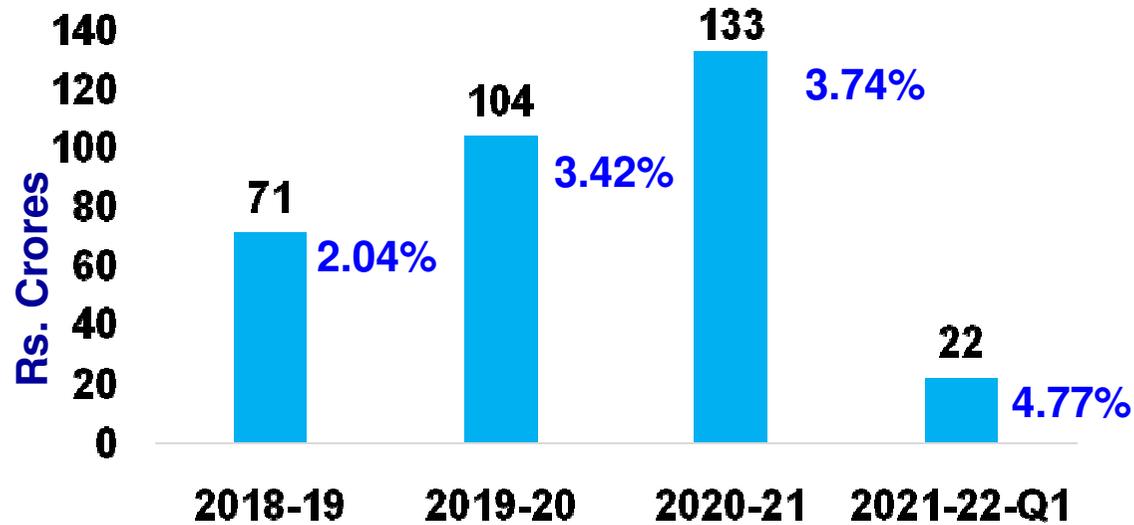
KEY HIGHLIGHTS – 2021-22 – Q1

- Turnover achieved : 451 Crs
- VoP achieved : 507 Crs
- VoP per Employee : Rs. 35 Lakhs
- R&D Expenditure as a % of Sales : 4.77 %
- Order Book position (As on 01.07.2021) : Rs. 11211 Cr.
- Human Resource Strength as on 01.07.2021 : 5844 Nos.
- Outsourcing as% of VoP : 27%
- Procurement from MSME to Total Domestic Procurement : 31%

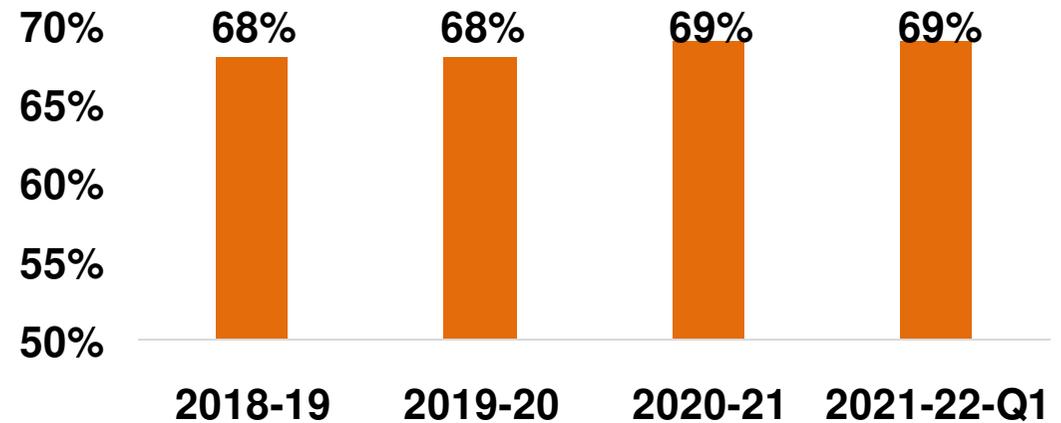
KEY HIGHLIGHTS – 2020-21

- Highest ever Turnover achieved : 3557 Crs
- Highest ever VoP achieved : 3556 Crs
- Highest ever VoP per Employee : Rs. 59 Lakhs
- Highest ever R&D Expenditure as a % of Sales : 3.74 %
- Highest ever Order Book position (As on 01.04.2021) : Rs. 11363 Cr.
- Highest ever Green Energy for Captive Consumption : 94%
- Sales on Competition Mode : 74%
- Sales From R&D Developed Products : 69%
- Human Resource Strength as on 01.04.2021 : 6053 Nos.
- Outsourcing as% of VoP : 49%
- Procurement from MSME to Total Domestic Procurement : 30%

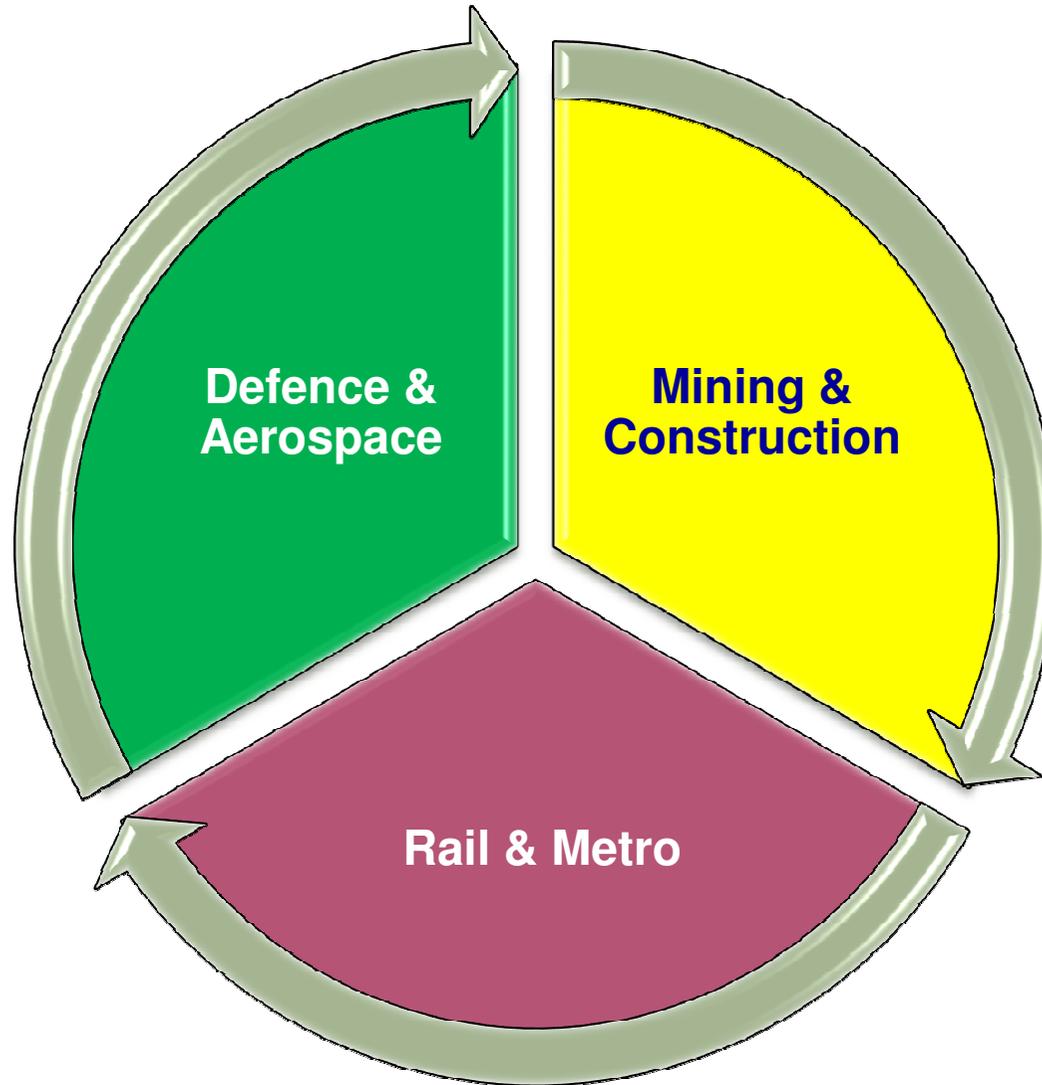
R&D EXPENDITURE % TO REVENUE FROM OPERATIONS



% OF REVENUE FROM OPERATIONS FROM R&D DEVELOPED PRODUCTS

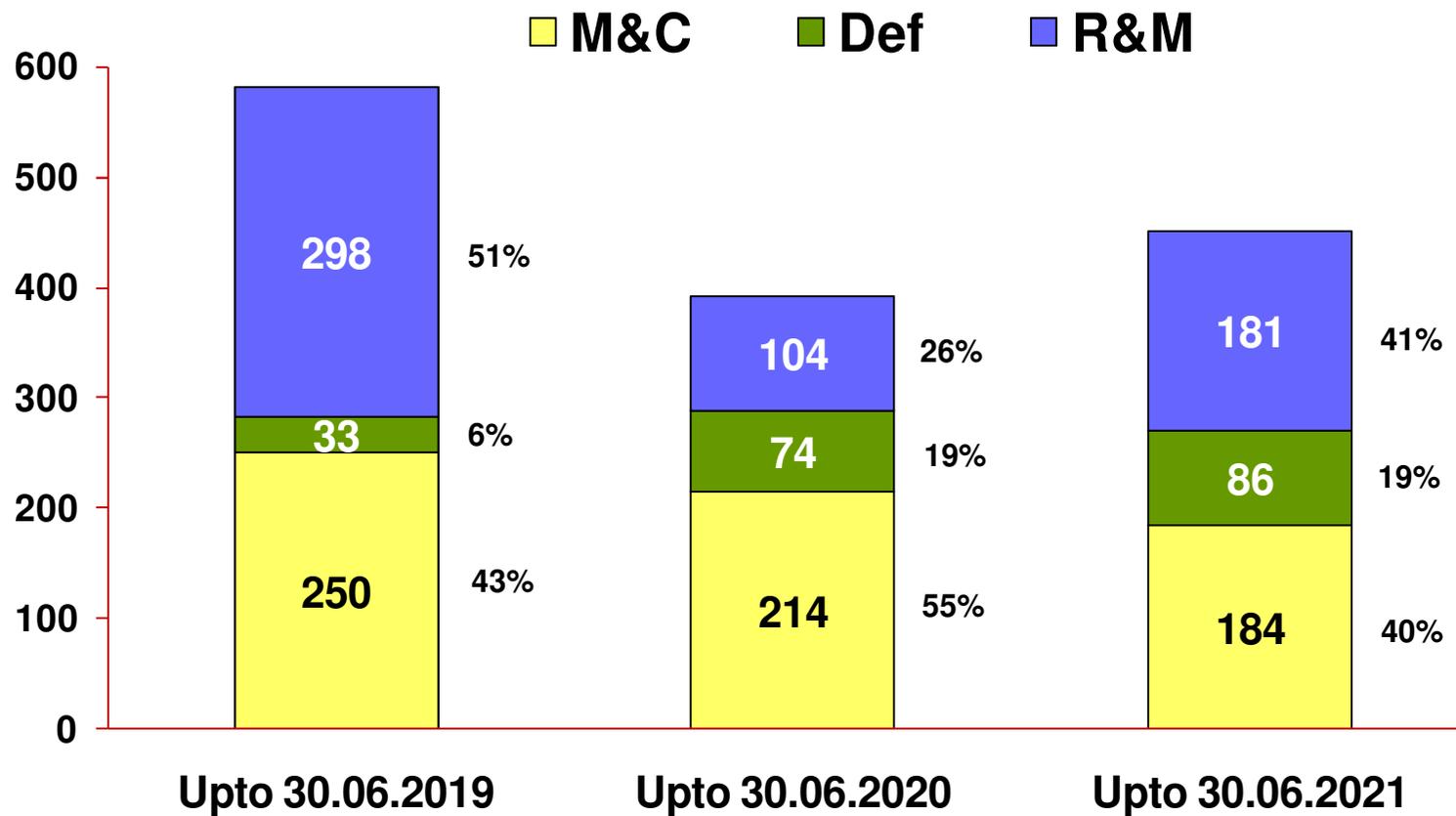


BUSINESS GROUPS



REVENUE FROM OPERATION – Q1

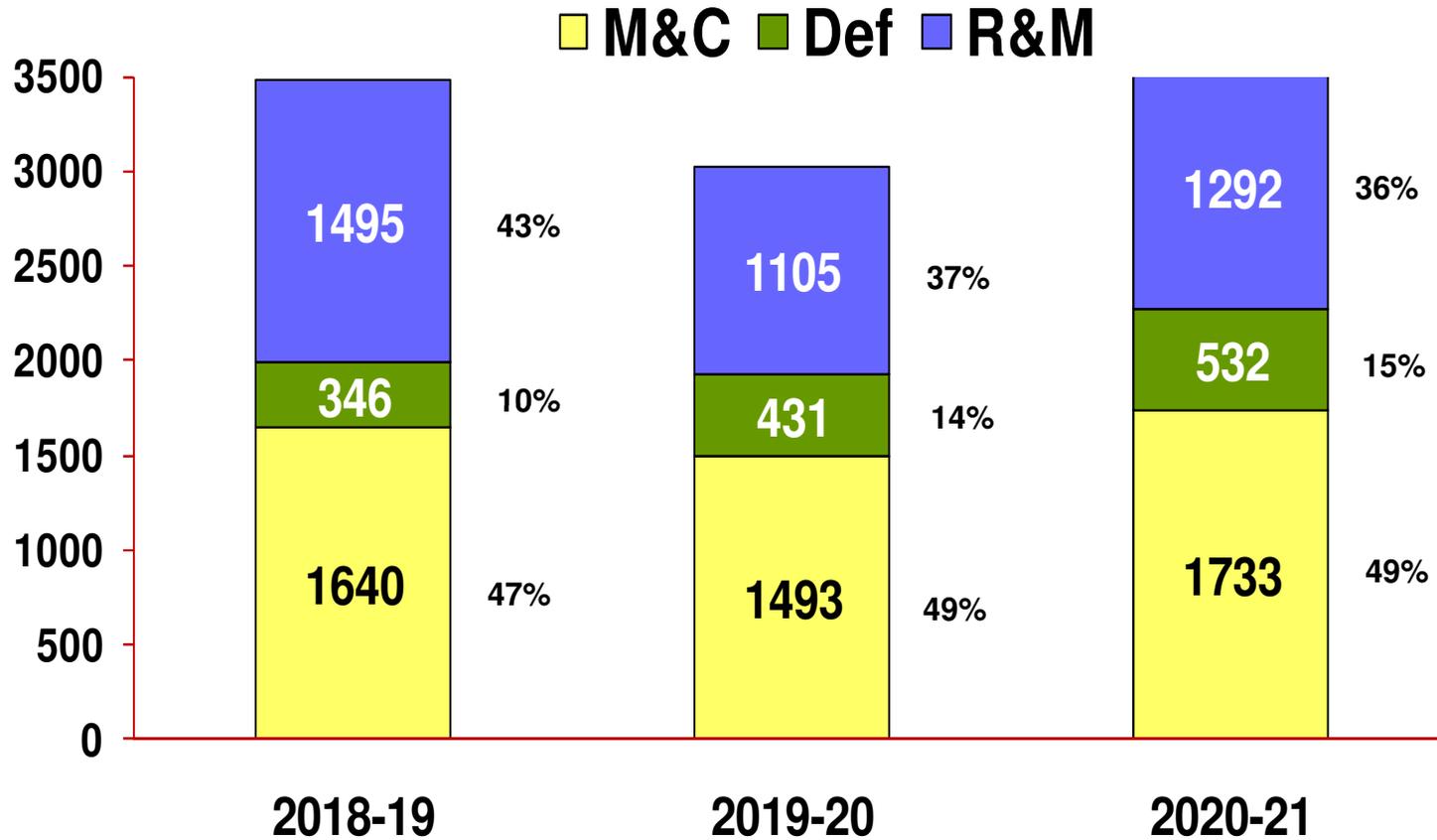
Rs. Crores



Year	Upto 30.06.2019	Upto 30.06.2020	Upto 30.06.2021
REVENUE	581	392	451

REVENUE FROM OPERATION

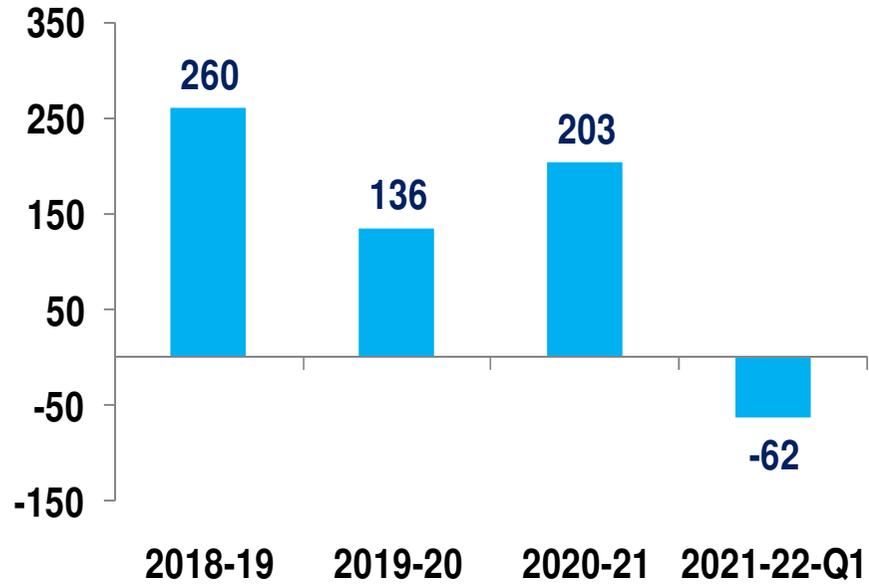
Rs. Crores



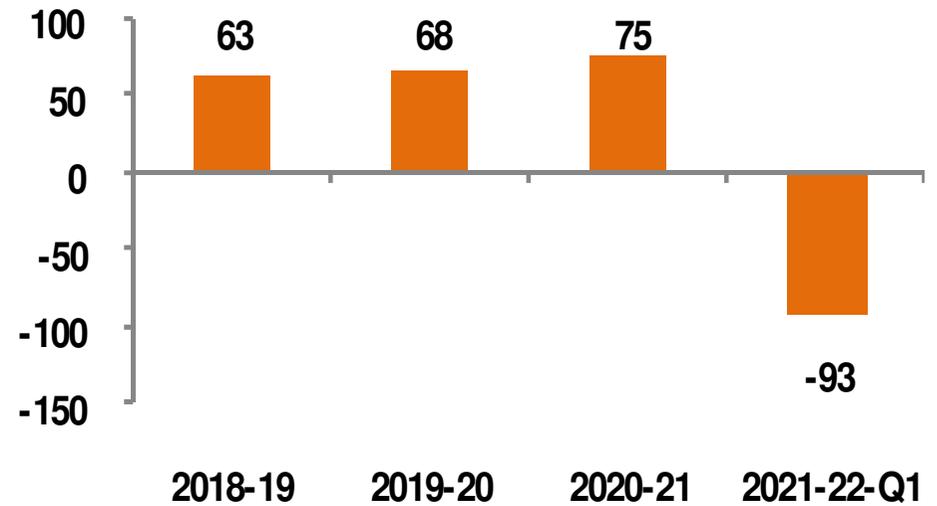
Year	2018-19	2019-20	2020-21
REVENUE	3481	3029	3557

GROSS MARGIN

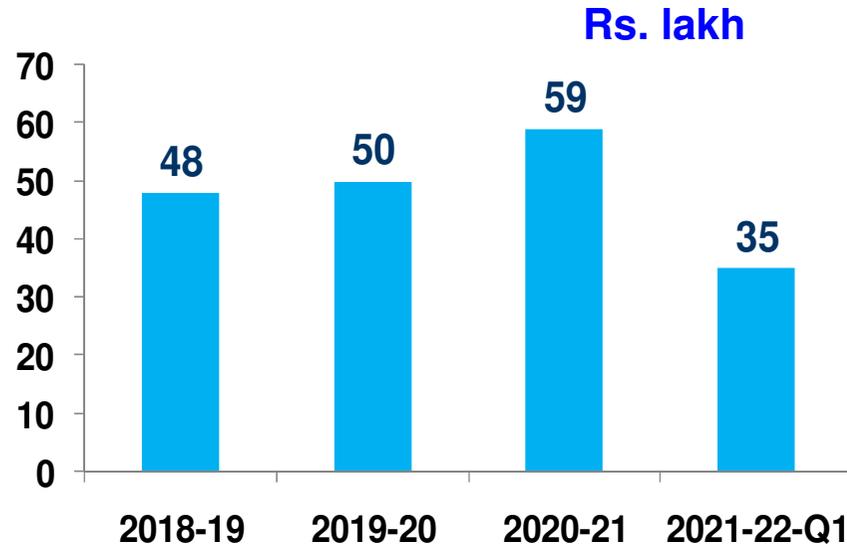
Rs. Crores



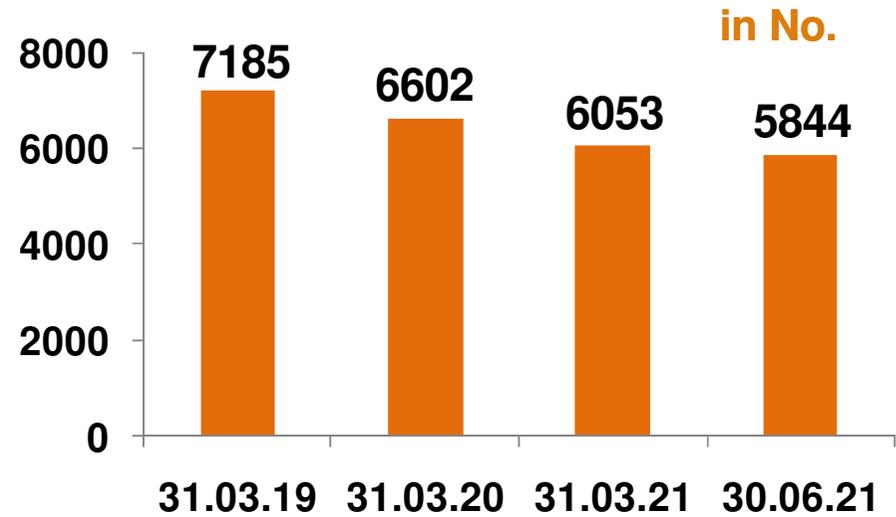
PROFIT AFTER TAX



VoP PER EMPLOYEE



MANPOWER



Inventory, Manpower & Financing Cost

Rs. Crores

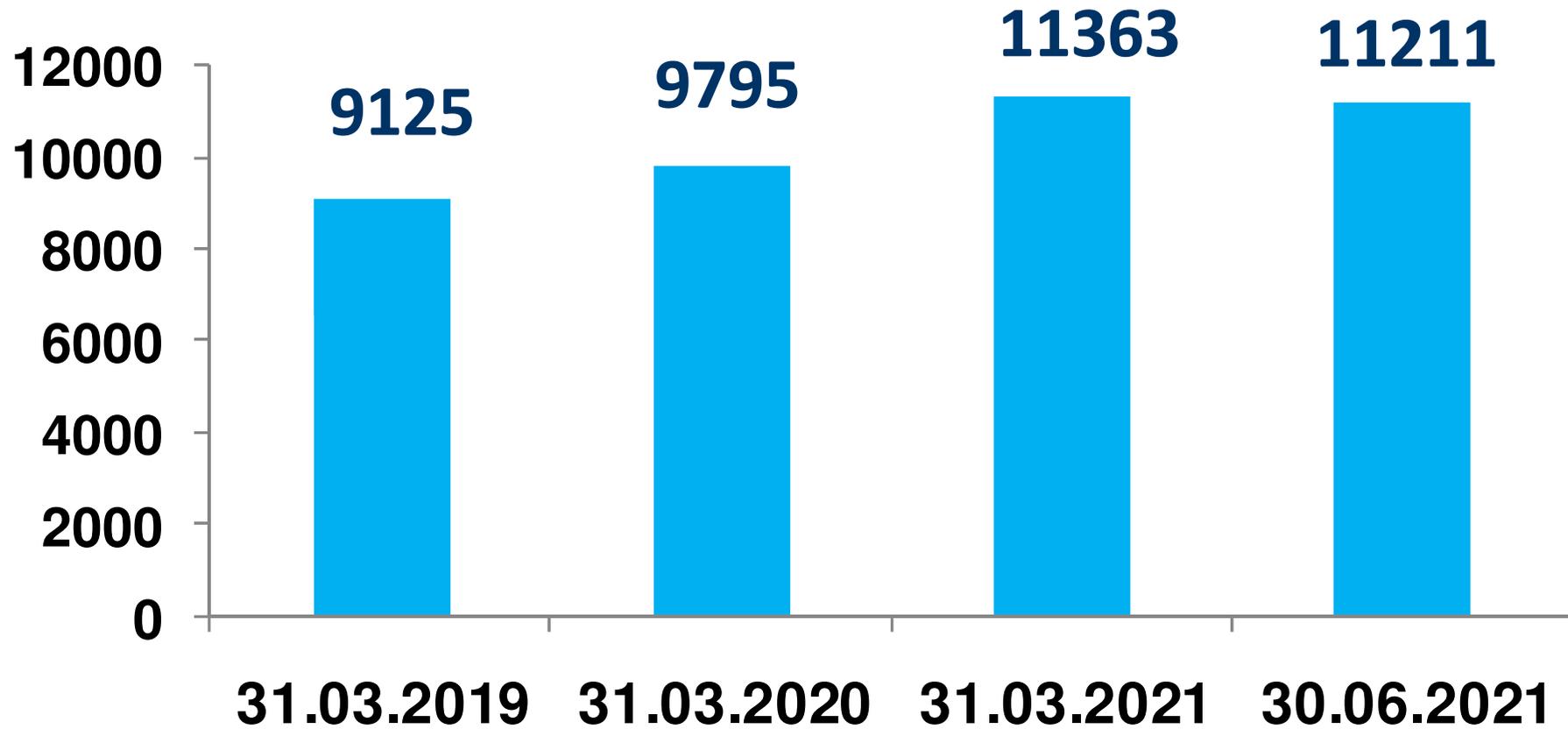
Inventory	31.03.2019	31.03.2020	31.03.2021	30.06.2021
Total Value	1702	2003	1971	2163
No. of days to VoP (Net)	179	220	202	389

Manpower Cost	2018-19	2019-20	2020-21	2021-22-Q1
Total Cost	802	844	849	210
% to VoP (Net)	23%	25%	24%	41%

Financing Cost	2018-19	2019-20	2020-21	2021-22-Q1
Value (Rs. Crores)	59	41	39	14

ORDER BOOK POSITION

Rs. Crores



ORDER BOOK POSITION

Order Book Position as of 1st Quarter (2021-22)

Rs. Crores

Details	Beginning of the Q-1	Order booked during Q-1	Order executed during Q-1	Order book position as on 30.06.2021
Order Book	11363	299	451	11211

Order Book Position During 2020-21

Rs. Crores

Details	Beginning of the year	Order booked during year	Order executed during Year	Closing Order book position
Order Book	9795	5125	3557	11363

INDIGENISATION

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

NEW INITIATIVES

BEML has taken up for Manufacturing and Supply of Medical Oxygen Plant (GO 960) during 2nd wave of the Pandemic.

Manufactured and successfully rolled out First independent Medical Oxygen Plant (GO 960) in record time through ToT from M/s. Defence Bio-Engineering & Electro Medical Laboratory (DEBEL), DRDO during May'2021.

BEML received order for 80 units out of which 43 units supplied and balance are under advance stage.

ATMA NIRBHAR BHARAT

Sl. No.	Area	Remarks
1	Industrial Design Centre	Focus on implementing Industrial Design & Human Factors in all Products
		Global benchmarking for Industrial Design and Ergonomics and integration with R&D and manufacturing
		Hub for exchange of creative ideas and concepts to provide the 'Design-edge' for better Market & User acceptance.
2	Indigenously Designed & Developed Products	150 Ton Dump Truck
		180 Ton Electrical Excavator
		117 hp Heliportable Dozer
		Medium Bullet Proof Vehicle "Gaur"
		Unmanned Train Operation (Driverless) Metro Rolling Stock
		Mechanical Minefield Marking Equipment (MMME – MKII)

EXPORTS

➤ **Strategies:**

- **Widening BEML's Distributor Network**
- **Setting up offices abroad – Kenya Office registered during Jan'21.**
- **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 and Construction products**
- **Neighbouring and African countries for Mining & Construction and Rail products**



जय हिंद

