



बी ई एम एल लिमिटेड BEML LIMITED

(CIN: L35202KA1964GOI001530)
(A Govt. of India Mini Ratna Company under Ministry of Defence)



Manufacturing Units :

Bangalore Complex

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

KGF Complex

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

Mysore Complex

Tel: 0821-2402422
e-mail: bencmys@sancharnet.in

International Business Division

Tel: +91-80-2222 0700 2222 3360
e-mail: office@report.beml.co.in

Technology Division

Tel: +91-80-2296 3100-109
e-mail: office@td.beml.co.in

Trading Division

Tel: +91-80-22963113
e-mail: office@trading.beml.co.in

Regional Offices :

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Tel: 07752 252082
e-mail: bilaspur@rn.beml.co.in

Chennai

Tel: 044-25270792
e-mail: chennai@rn.beml.co.in

Hyderabad

Tel: 040-22270292
e-mail: hyderabad@rn.beml.co.in

Kolkata

Tel: 033-22826314
e-mail: kolkata@rn.beml.co.in

Mumbai

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e-mail: mumbai@rn.beml.co.in

Nagpur

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e-mail: nagpur@rn.beml.co.in

New Delhi

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e-mail: delhi@rn.beml.co.in

Ranchi

Tel: 0661-2400370
e-mail: ranchi@rn.beml.co.in

Sambalpur

Tel: 0665-2521954
e-mail: sambalpur@rn.beml.co.in

Singrauli

Tel: 07635-248295
e-mail: singrauli@rn.beml.co.in

BEML Service Centres :

Moula Ali, Hyderabad

Tel: 040-27240873
e-mail: st@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: storeskol@rn.beml.co.in

Ref: CS/SEs/120

30.07.2021

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/117 dt. 28.07.2021

Please find enclosed a copy of Presentation made at the virtual Analysts / Investors meet on 30.07.2021 at Corporate Office, Bengaluru for your reference and records.

Thanking you.

Yours faithfully
For BEML LIMITED

S V Ravisekhar Rao
31/07/21

S V Ravisekhar Rao
Company Secretary & Compliance officer



Encl: As above

Regd Office: 'BEML SOUDHA', 23/1, 4th Main Road, S. H. Nagar, Bangalore-560 027, INDIA
दूरभाष / Ph: 080 - 22963142 कलम / Fax: 080 - 22963142 ई-मेल / e-mail: office@cs.beml.co.in

BHEL LIMITED

WELCOMES

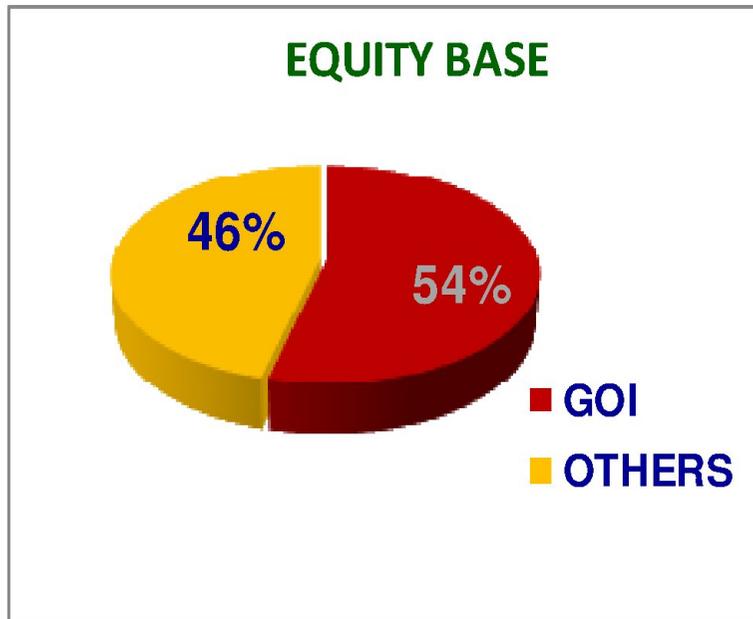
INVESTORS / ANALYSTS

30th July 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 31.03.2021	As on 30.06.2021
Govt.of India	54.03%	54.03%
MFs	16.15%	17.46%
Indian Public	18.10%	17.75%
IFIs	5.13%	4.12%
Corp Bodies	2.89%	2.26%
FIIs/FPIs	1.36%	2.18%
NRIs/ OCBs / HUF	1.90%	1.71%
Trust/Banks/NBFC /IEPF	0.17%	0.23%
Others	0.27%	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)



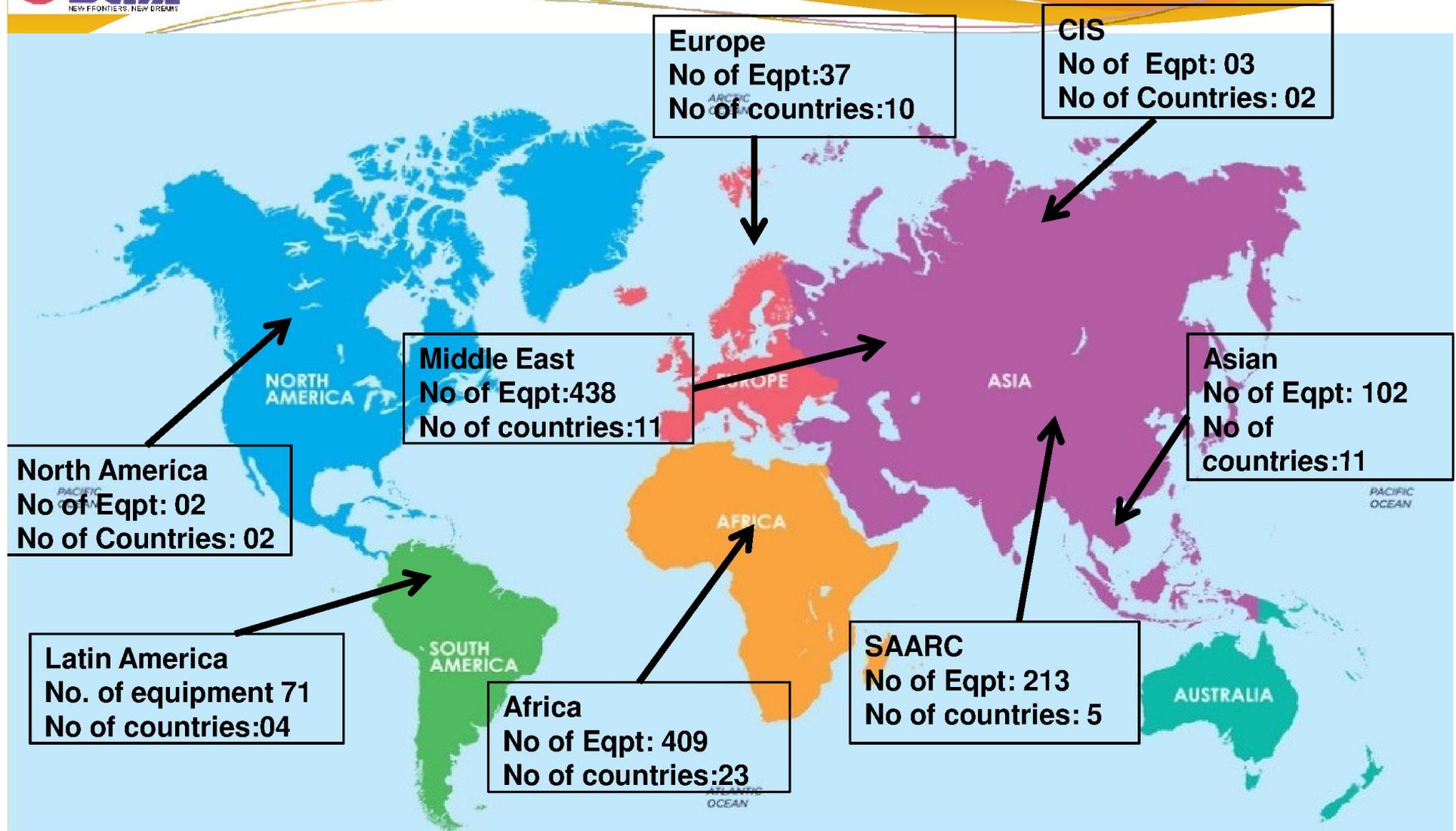
MYSURU (1985)



PALAKKAD (2010)



BEML'S GLOBAL MARKET

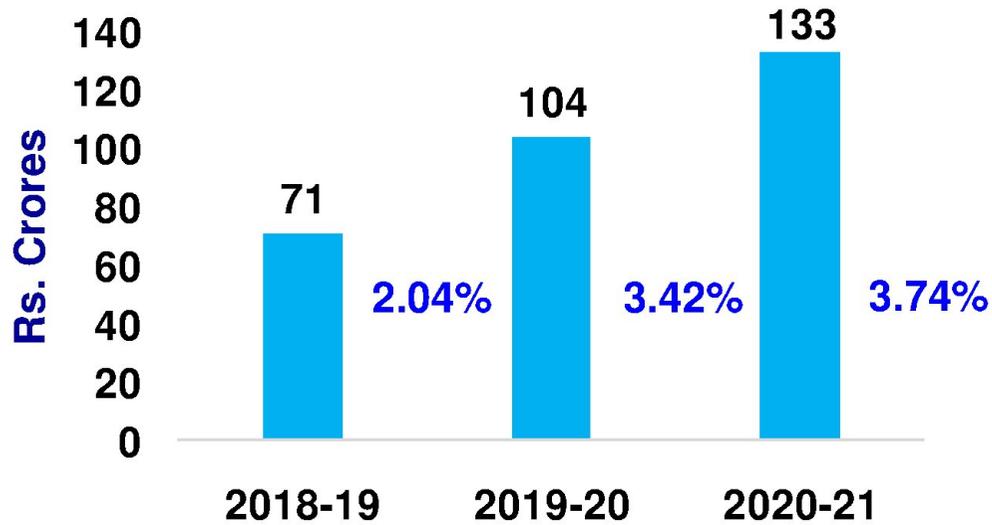


- Exported over 1200 equipment to 68 countries
- Defence products exported to Israel, Suriname, Honduras & Bhutan
- Railway products exported to Srilanka and Bangladesh
- Mining & Construction products across the Globe.
- BEML has initiated the process to set up office in Kenya as per the directives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

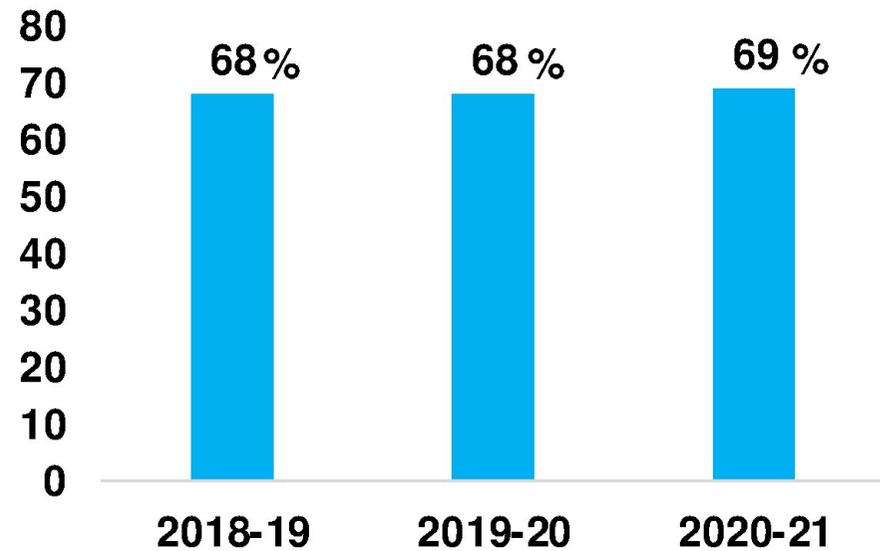
KEY HIGHLIGHTS – 2020-21

- 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%

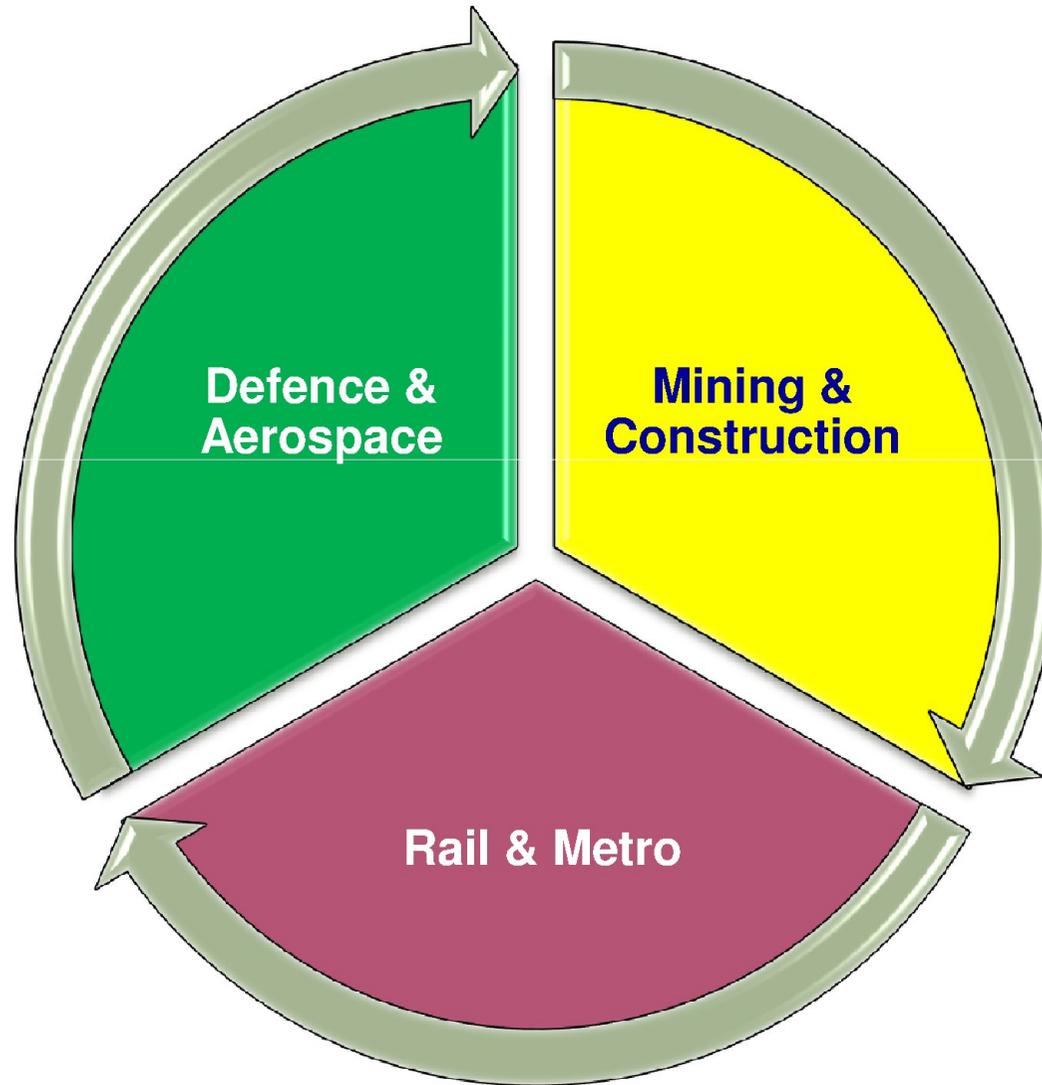
R&D EXPENDITURE % TO REVENUE FROM OPERATIONS



% OF REVENUE FROM OPERATIONS FROM R&D DEVELOPED PRODUCTS

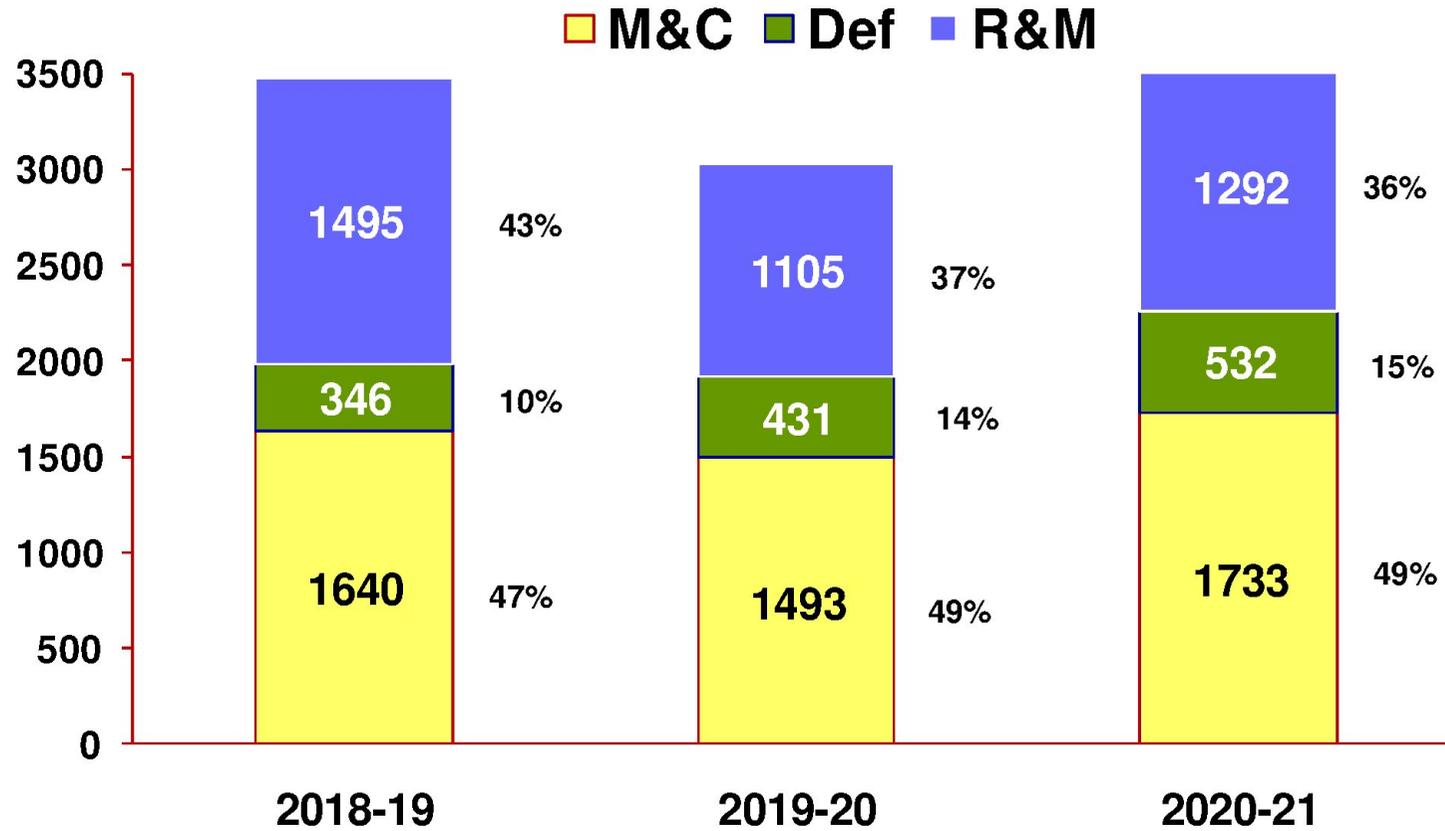


BUSINESS GROUPS



REVENUE FROM OPERATION

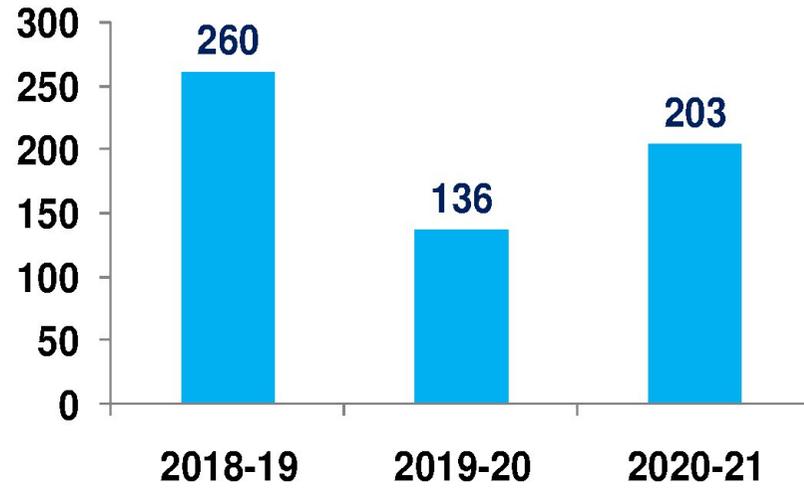
Rs. Crores



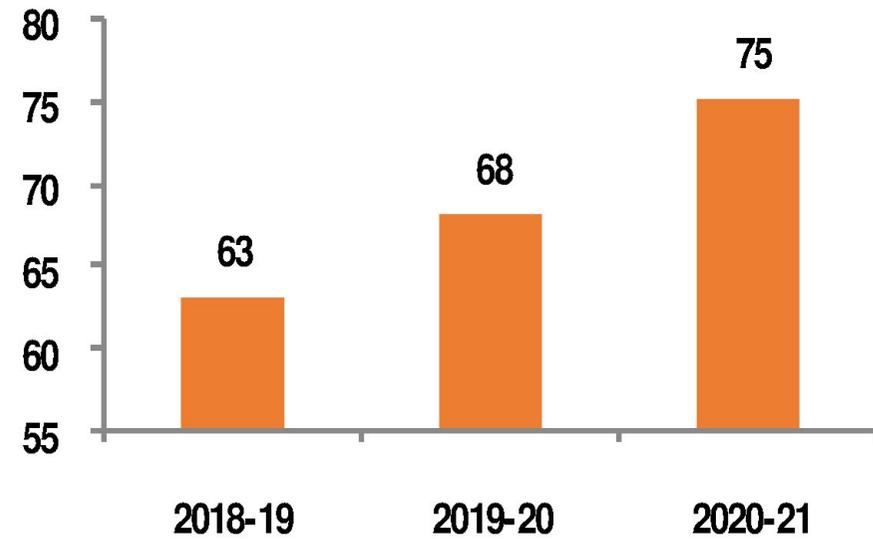
Year	2018-19	2019-20	2020-21
REVENUE	3481	3029	3557

GROSS MARGIN

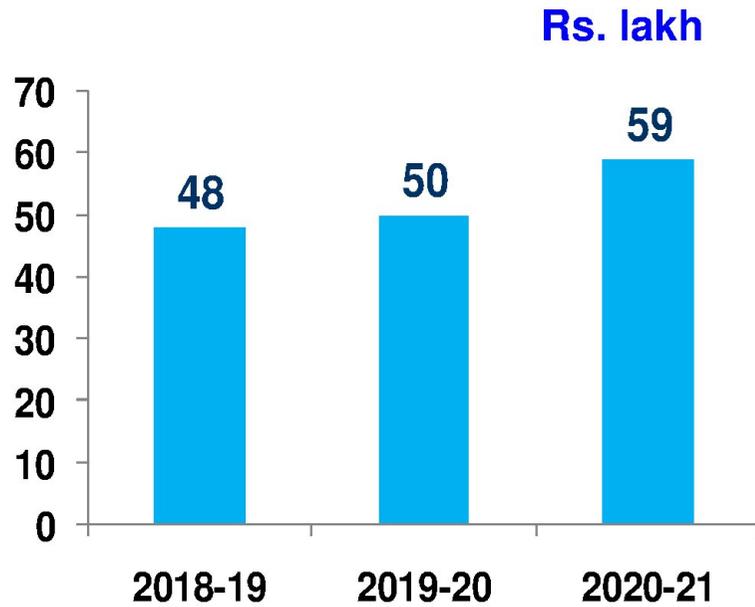
Rs. Crores



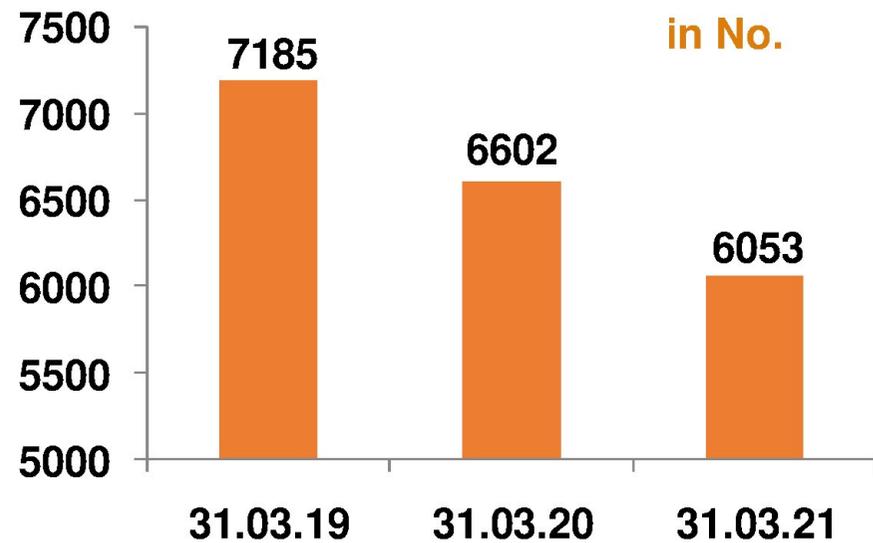
PROFIT AFTER TAX



VoP PER EMPLOYEE



MANPOWER



Inventory, Manpower & Financing Cost

Rs. Crores

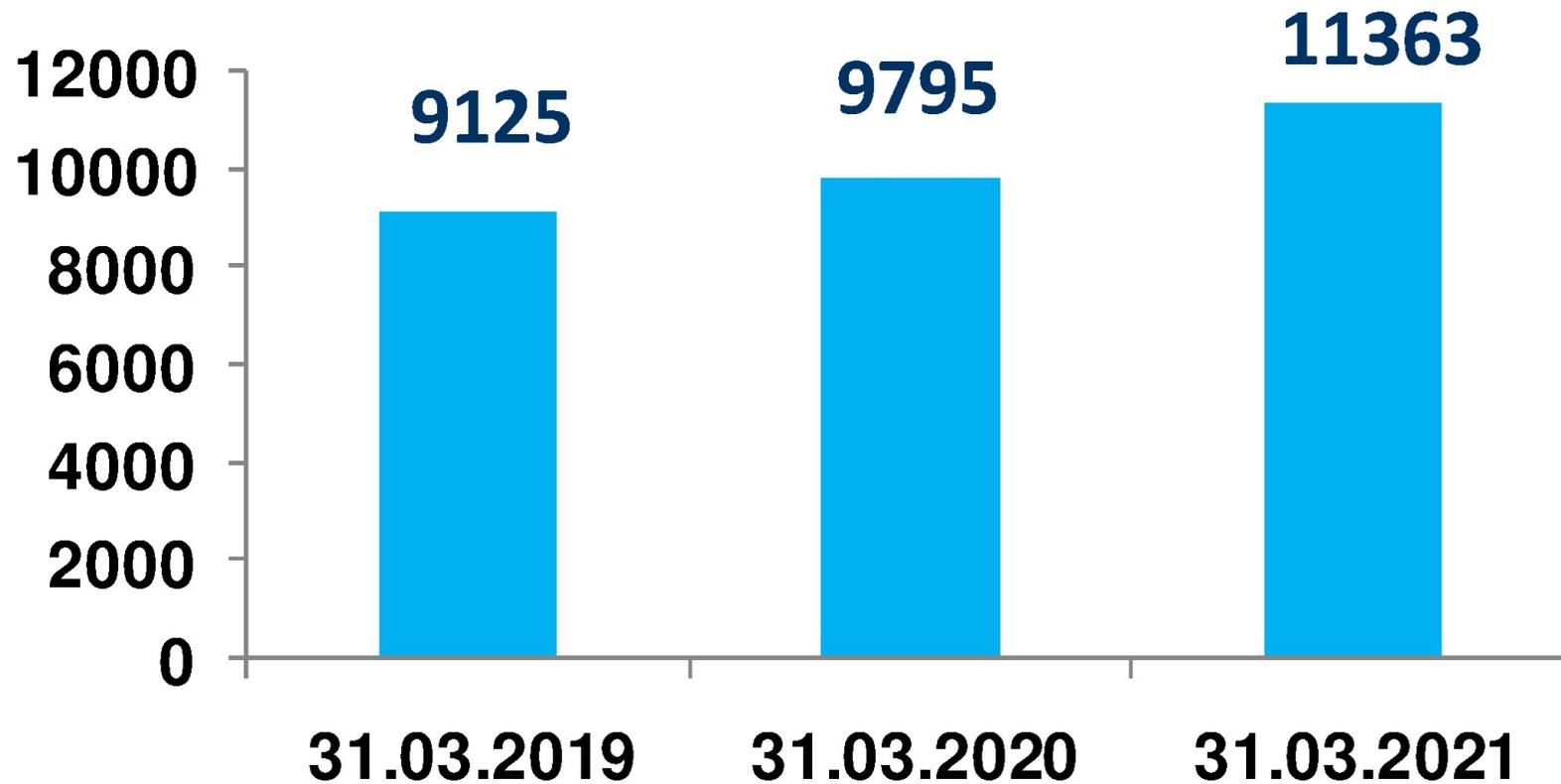
Inventory	31.03.2019	31.03.2020	31.03.2021
Total Value	1702	2003	1971
No. of days to VoP (Net)	179	220	202

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

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

ORDER BOOK POSITION

Rs. Crores



ORDER BOOK POSITION

Order Book Position of 4th Quarter (2020-21)

Rs. Crores

Details	Beginning of the Q-4	Order booked during Q-4	Order executed during Q-4	Order book position as on 31.03.2021
Order Book	11615	1522	1774	11363

Order Book Position During Year

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	<p>Focus on implementing Industrial Design & Human Factors in all Products</p> <p>Global benchmarking for Industrial Design and Ergonomics and integration with R&D and manufacturing</p> <p>Hub for exchange of creative ideas and concepts to provide the 'Design-edge' for better Market & User acceptance.</p>
2	Indigenously Designed & Developed Products	<p>150 Ton Dump Truck</p> <p>180 Ton Electrical Excavator</p> <p>117 hp Heliportable Dozer</p> <p>Medium Bullet Proof Vehicle "Gaur"</p> <p>Unmanned Train Operation (Driverless) Metro Rolling Stock</p> <p>Mechanical Minefield Marking Equipment (MMME – MKII)</p>

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**



जाय हिंद

