



BEML LIMITED WELCOMES



INVESTORS



4th June 2015



- **Glimpse of BEML**
- **Performance Highlights**
- **Mining & Construction Business**
- **Rail & Metro Business**
- **Defence Business**
- **R&D**
- **Business Scenario**



- ❖ A Mini Ratna ‘Category 1’ Company under the Ministry of Defence, Govt. of India.
- ❖ Incorporated : 11th May 1964
- ❖ Core Business : - Mining & Construction Equipment
- Defence Products
- Railway & Metro Products
- ❖ Gross Sales in 1966 : ₹ 5 Cr.
- ❖ Gross / Net of Cons. Sales : ₹ 3130 Cr. / ₹ 2999 Cr. in 2014-15
- ❖ Exports 2014-15 : ₹ 107 Cr. (Physical) 378 Cr. (Deemed)
- ❖ Equity base : ₹ 41.77 Cr. GoI 54%, 46% Others
- ❖ Net worth : ₹ 2077 Crore (End Mar 2015)

SHARE HOLDING PATTERN



Govt.of India	54.03%
IFIs	8.88%
Indian Public	10.89%
MFs	10.79%
Corp Bodies	8.02%
FIs	5.28%
NRIs/ OCBs	0.89%
Banks	0.31%
Others	0.91%
TOTAL	100.00%

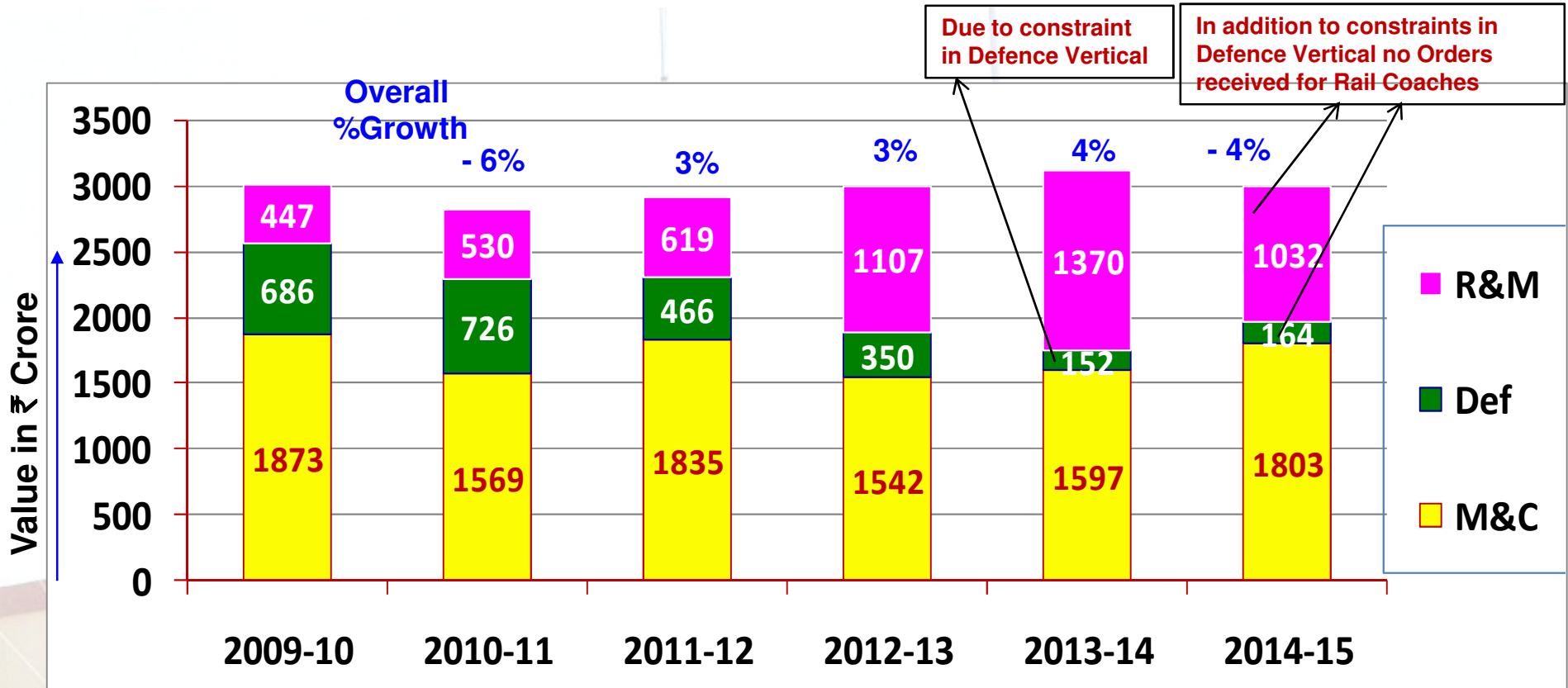
As on 31st May 2015



PATH TREAD SO FAR

.....

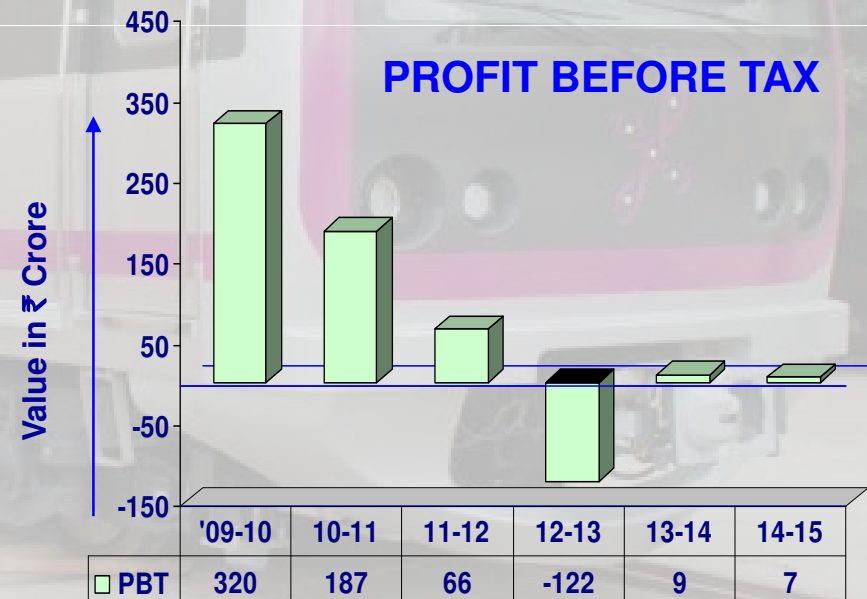
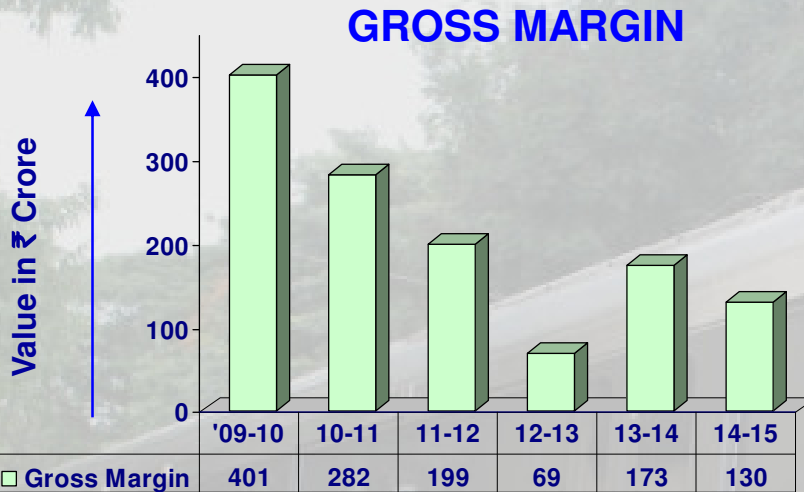
NET SALES



TOTAL	3006	2826	2921	2999	3120	2999
% of sale on Competition mode	76%	75%	80%	79%	87%	88%

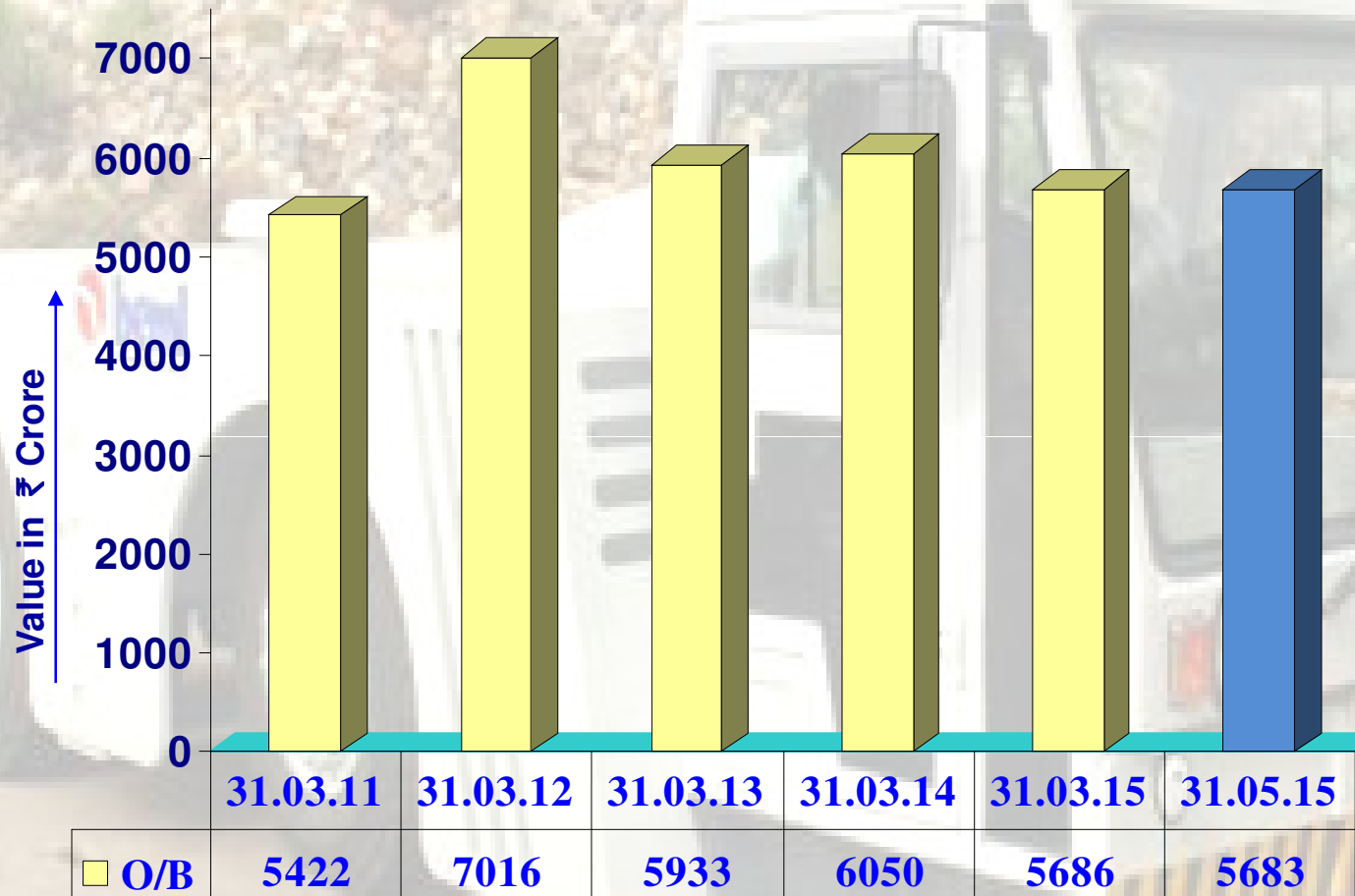


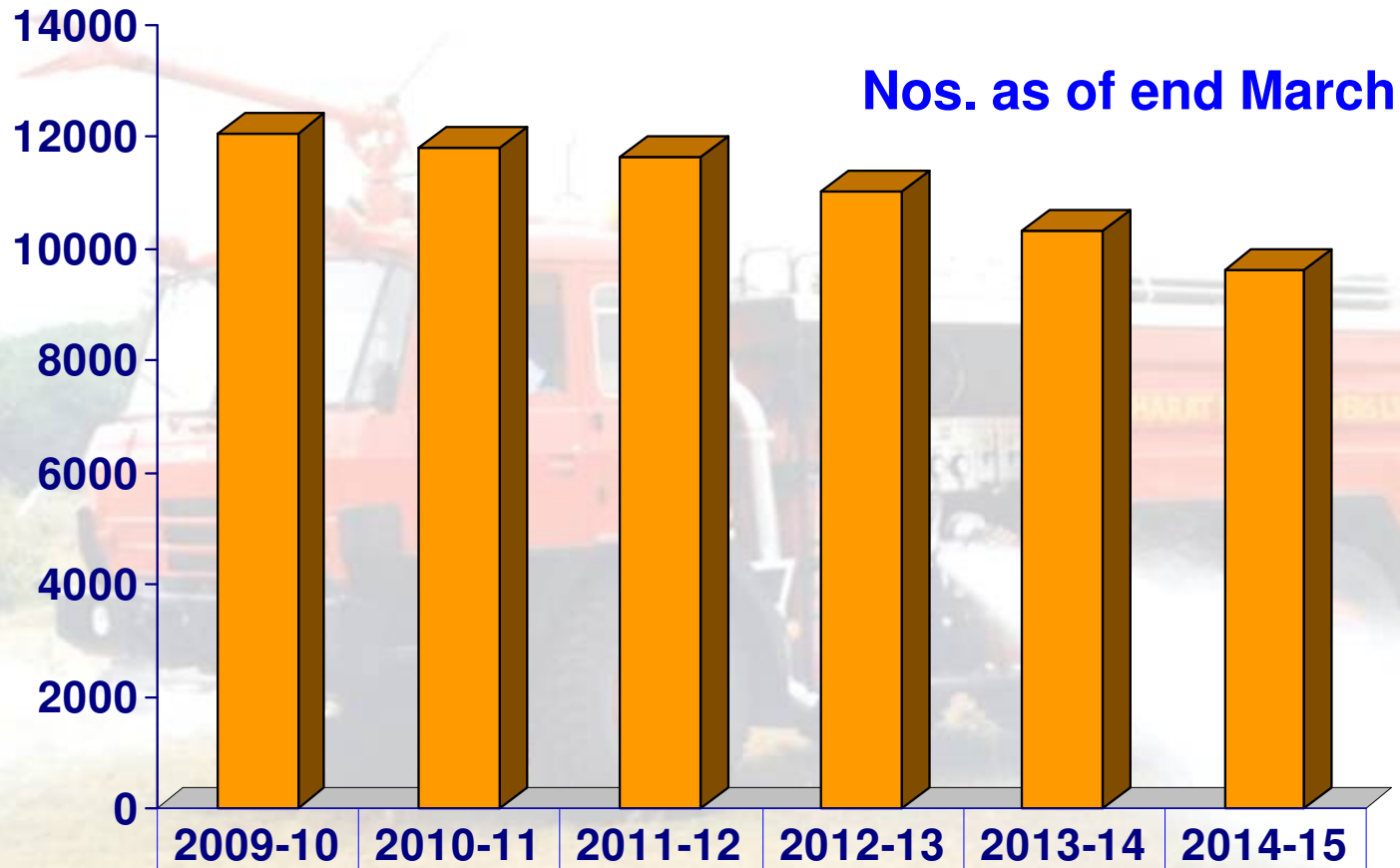
Value in ₹ Cr.



- Loss during 2012-13 - Due to constraints in Defence Vertical
 - Low off-take due to slump in M&C Market over 15% drop in demand.

ORDER BOOK POSITION

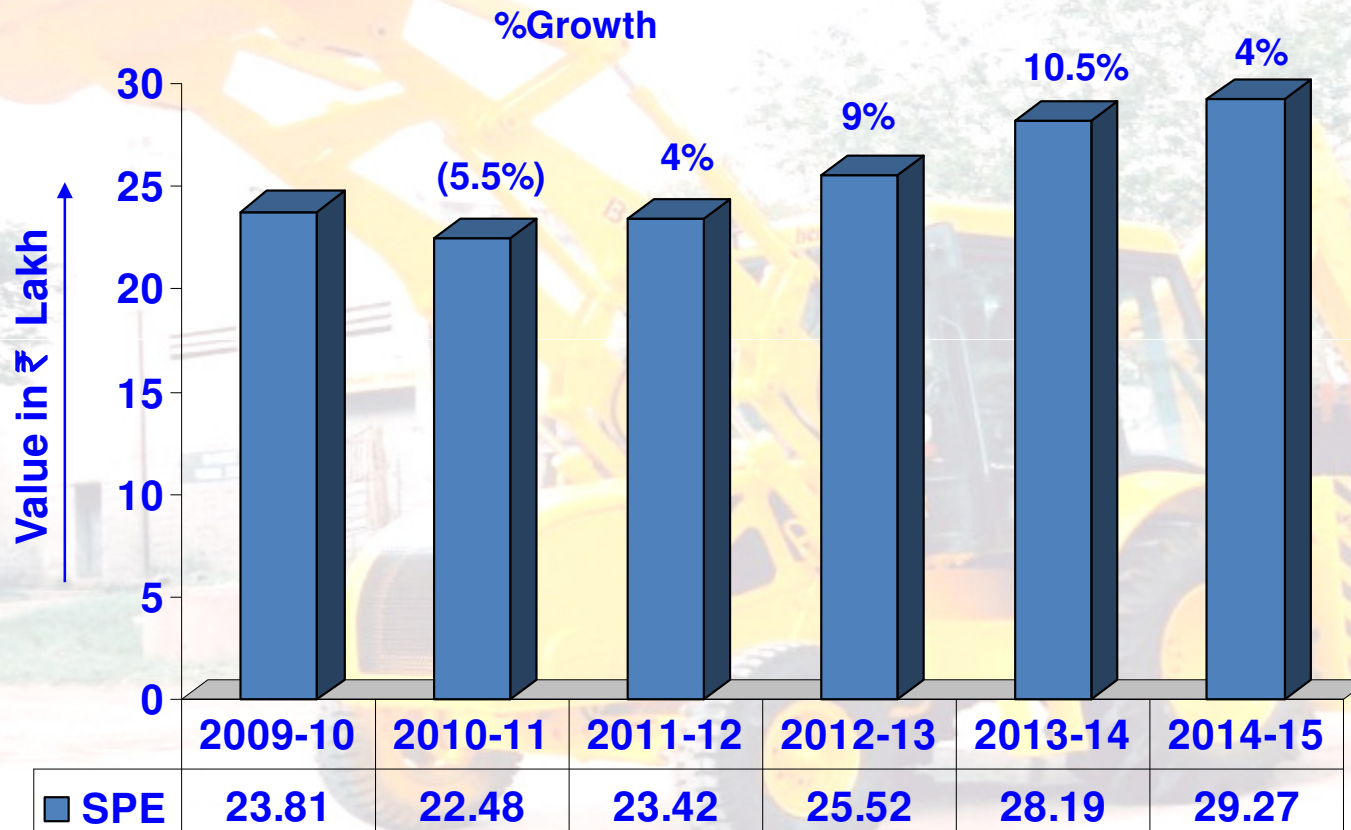




■ Manpower	12052	11798	11644	11005	10328	9599
------------	-------	-------	-------	-------	-------	------



Value in ₹ lakh





Value in ₹ Cr

Business Group	Carry Forward orders as of 1st APR 2015	Sales Target 2015-16 (MoU)	2015-16		Total Orders on hand as of 1st JUNE'15	Orders available for execution in 2015-16	Orders for execution beyond 2015-16	Orders required to meet Sales Target 2015-16
			Orders booked upto end MAY'15	Sales till end MAY'15				
Mining & Construction	1561.56	1925.00	338.62	202.92	1697.26	590.26	1107.00 *	1131.82
Defence	2483.66	675.00	60.45	6.57	2537.54	506.74	2030.80	161.69
Rail & Metro	1640.91	1575.00	10.96	203.42	1448.45	1189.22	259.23	182.36
Total	5686.13	4175.00	410.03	412.91	5683.25	2286.22	3397.03	1475.87

* MARC / AMC contracts spread over a period of 15 years.



Mining &
Construction



Defence &
Aerospace



Rail & Metro



MINING & CONSTRUCTION

DOZERS –BD 355,
 BD155, BD85,
 BD80, BD65, BD50
 (90 - 415 FHP)



DUMP TRUCKS-
 BH205E, BH150E,
 BH100A, BH85-1,
 BH60M, BH35-2 (35-
 205T)



EXCAVATORS-
 BE1800E, BE1600,
 BE1250, BE1000,
 BE700, BE300,
 BE220G, BE75 (0.3 –
 12 Cu.m)



WHEELED LOADERS –
 BL200-1, BL9H (0.8
 – 6.3 Cu.m)



WATER SPRINKLERS -
 WS70, WS 28-2 (70,000
 – 28000 Liters)



MOTOR GRADERS
 – BG825, BG605I,
 BG405A (137, 145
 & 285 HP)



DREDGERS –
 BE300LC (1.3
 Cu.m)



DEFENCE

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



PONTOON MIDSTREAM SECTION – PMS BRIDGE



ARMOURED RECOVERY VEHICLE – ARV



AKASH MISSILE
 – SECTION IV & V



BMP TRANSMISSION



WAGON – BFAT



RAIL & METRO

PASSENGER COACHES – GS,
 GSCN



ELECTRICAL MULTIPLE UNITS
 - SSEMU,
 ACEMU, DEMU



METRO CARS –
 DMRC, JMRC,
 BMRCL



INTERMEDIATE CAR



MAINTENANCE VEHICLES –
 CMV, OHE



UTILITY VEHICLES





1

KGF COMPLEX

- EM DIVISION
- H&P DIVISION
- RAIL UNIT II
- HEAVY FABRICATION UNIT

2

MYSORE COMPLEX

- EQUIPMENT DIVISION
- ENGINE DIVISION
- AEROSPACE MANUFACTURING DIVISION

3

BANGALORE COMPLEX

- RAILWAY PRODUCTS, METRO CARS & DEFENCE PRODUCTS

4

PALAKKAD COMPLEX

- DEFENCE PRODUCTS & RAILWAY PRODUCTS

5

VIGNYAN INDUSTRIES LTD- SUBSIDIARY OF BEML

- STEEL FOUNDRY



KGF COMPLEX

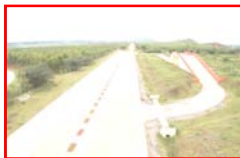
BIRD'S EYE VIEW



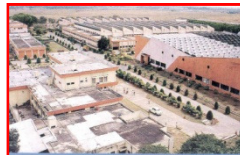
HEAVY EQUIPMENT SHOP



TEST TRACK



H&P DIVISION



RAIL UNIT - II



HEAVY FABRICATION UNIT



MYSURU COMPLEX

BIRD'S EYE VIEW



FLEXIBLE MANUFACTURING SYSTEM



WELDING ROBOT



PALAKKAD COMPLEX

HANGAR I & II



HANGAR III & IV



BENGALURU COMPLEX

FRONT VIEW



ROOF ROBOT SPOT WELDING



CAR BODY JIGS



BOGIE LOAD TEST



WATER TIGHTNESS TEST

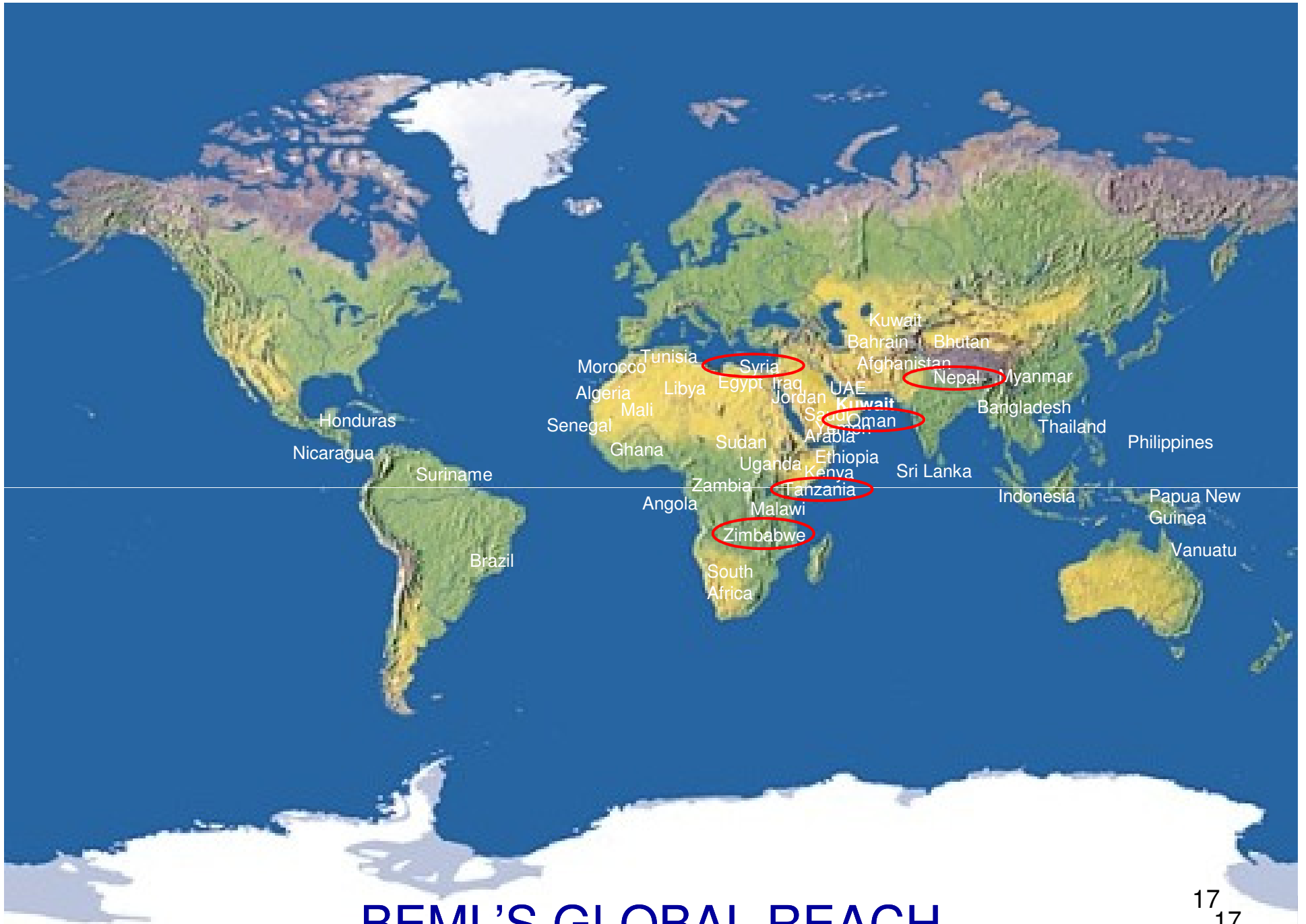


VIL



MARKETING NETWORK





BEML'S GLOBAL REACH



RESEARCH & DEVELOPMENT

“MAKE IN INDIA”



Manpower (Engineers)

- Mining & Construction - 166, Defence - 30, Rail & Metro - 60



BANGALORE COMPLEX – RAIL BASED R&D

“MAKE IN INDIA”



POWERLINE LABORATORY



**STRUCTURAL ENGINEERING
LABORATORY**



FLUID POWER LABORATORY



ENGINE TESTING LABORATORY



MATERIAL SCIENCE LABORATORY

“MAKE IN INDIA”



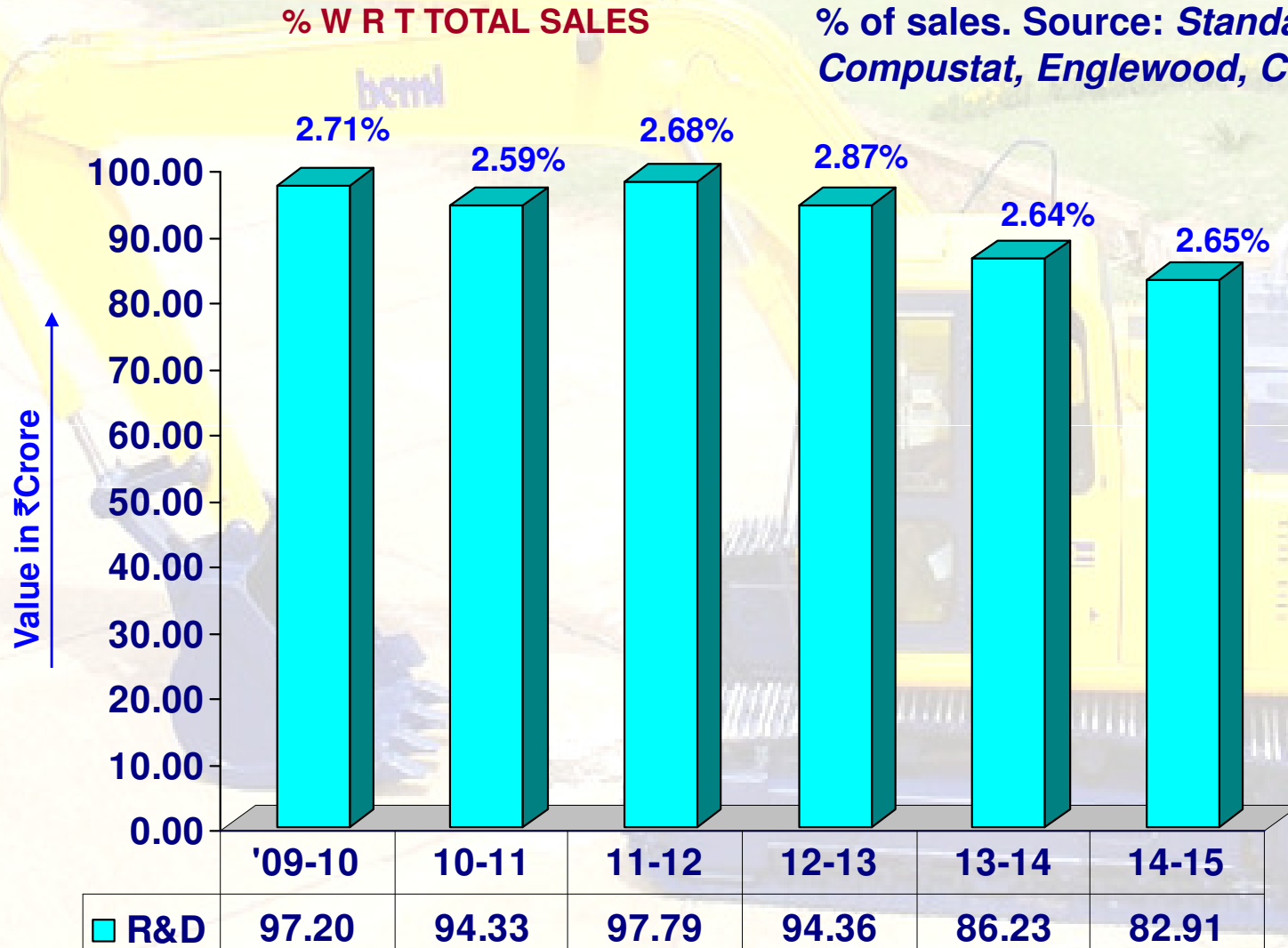
❖ Capability building in the area of Technology

- Tie up with (IIT-M) - MoU signed for capability enhancement of the Engineers working in Production, R&D and allied areas and Joint working on R&D. Trained 149 Engineers.
- Tie up with:
 - IIT Kharagpur for Rail & Metro related research
 - Indian Institute of Science, Bengaluru (IISc) for Advanced Product Design and Prototyping (APDAP)
 - National Institute of Design, Ahmedabad (NID) for Engineering Consultancy Services.
- Setting-up of “Schools” for:
 - Hydraulic & Power line systems
 - Structures
 - Stainless steel welding
 - Electrical / Electronics

R&D EXPENDITURE



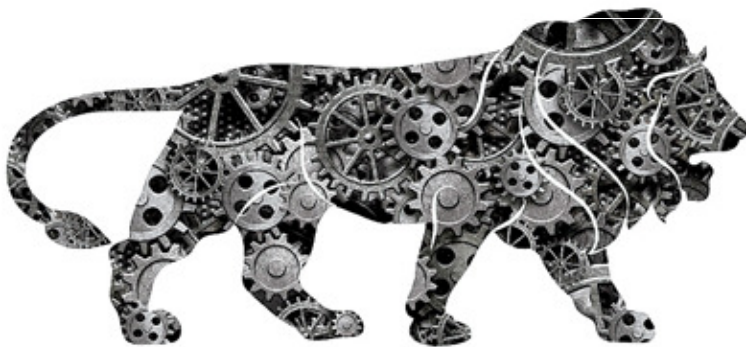
The industry standard for Engineering Industry for R&D range between 2 to 3 % of sales. Source: *Standard & Poor's Compustat, Englewood, Colorado, U.S.*



“MAKE IN INDIA”



PRODUCTS DEVELOPED BY BEML R&D



- Mining & Construction
- Defence
- Rail & Metro



BD65-1 DOZER



**BD155 WITH ELECTRONIC ENGINE &
ELECTRONIC TRANSMISSION**



**BD355 WITH ELECTRONIC ENGINE & JOY
STICK CONTROL**



“MAKE IN INDIA”



**Electrical drive dump trucks
Designed & Developed First
time in INDIA**



“MAKE IN INDIA”



BE1800E - ELECTRICAL EXCAVATOR



FACE SHOVEL

Gross HP : 2 x 300 kw@1500 rpm

Operating Mass: 175000 kg

Bucket Capacity: 7.5 – 12.0 m³



BACKHOE

Gross HP : 2 x 300 kw@1500 rpm

Operating Mass: 170000 kg

Bucket Capacity: 8.0 – 12.0 m³

“MAKE IN INDIA”



CRASH FIRE TENDER



COMMAND POST VEHICLE



FIELD ARTILLERY TRACTOR (FAT) 6X6



PONTOON BRIDGE SYSTEM

MILRAIL COACHES



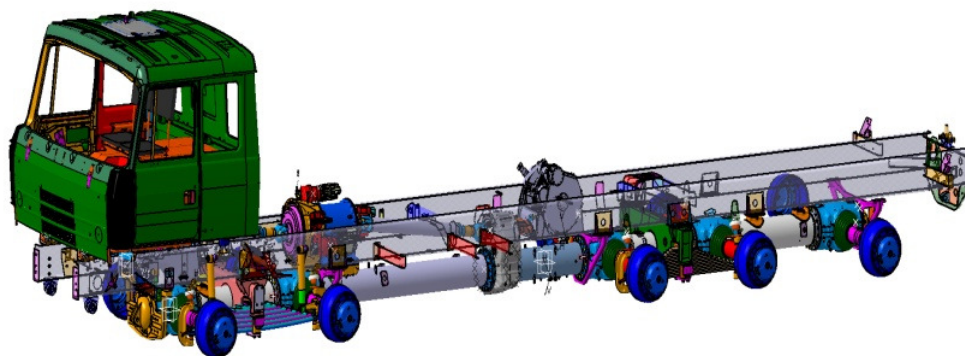
BEML HEAVY DUTY HMV 8X8 VEHICLE



“MAKE IN INDIA”



SMERCH PROJECT – 8X8 & 10x10



AIRCRAFT TOWING TRACTOR

BA28T

Applicable Aircraft :
Air Bus A 300, 310, 330, A340
Def - MD-11F, IL -76

Take-off weight 300 ton max.



ARRV – UNDER DESIGN & DEVELOPMENT IN ASSOCIATION WITH CVRDE & ARMY



“MAKE IN INDIA”



SUB-URBAN - Trains

SS EMU



- **“Raksha Mantri Award”** for **‘Design Effort for design & development of Country’s first Stainless Steel Electric Multiple Unit (SSEMU)’** for Indian Railways for Sub-urban commuting.
- SS EMU also bagged the **“Engineering Excellence Award 2013”** as **“Public Choice Award”**.

“Raksha Mantri Award” for **‘Design Effort’** for **design & development of Intermediate Cars.**

MAINTENANCE VEHICLES

S.G. CATENARY MAINTENANCE VEHICLE FOR DMRC / MMOPL / DAMEPL



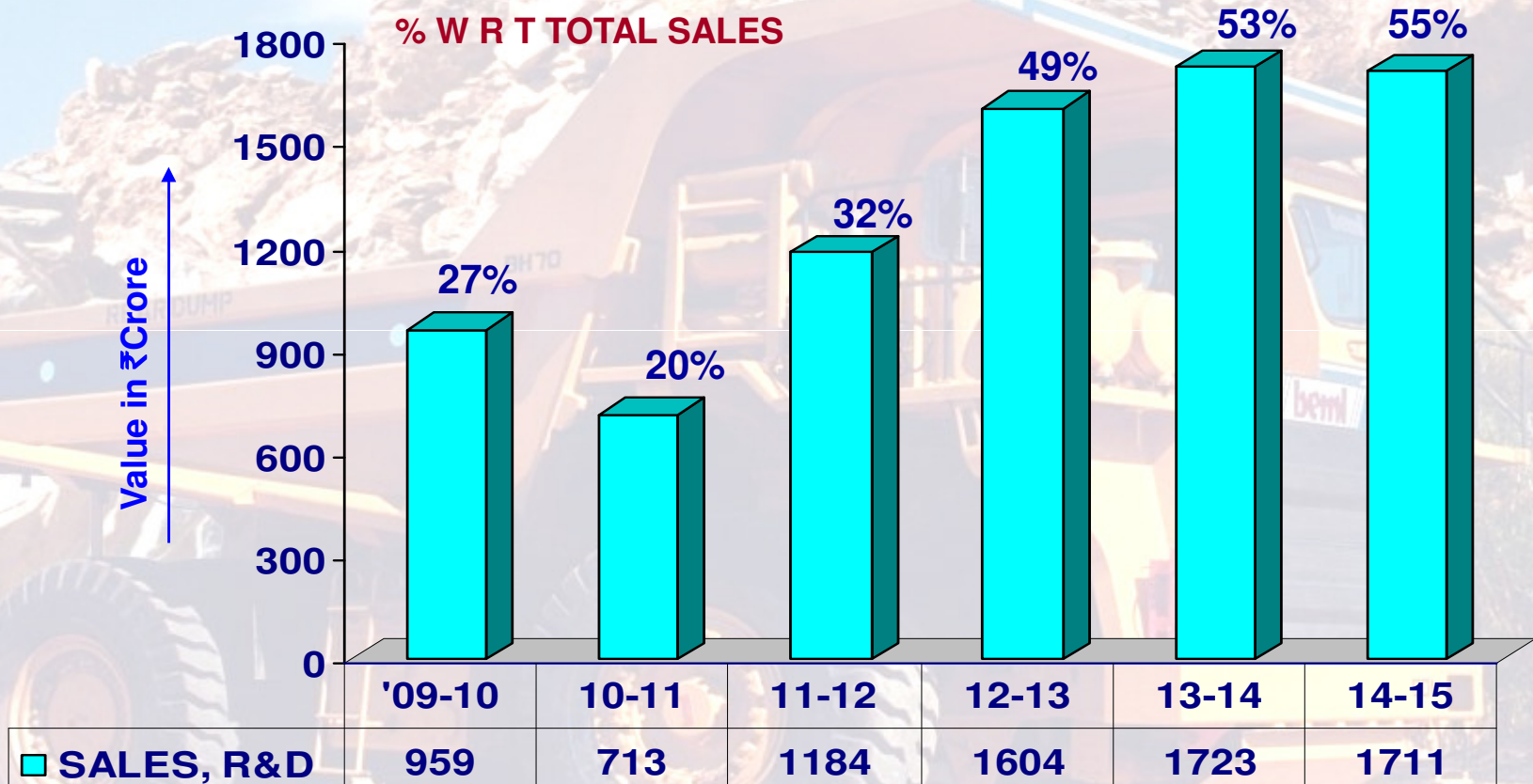
METRO CARS

INTERMEDIATE CARS FOR DMRC RS4 / RS6





Value in ₹ Cr.



A large military truck with a canvas-covered cargo area is driving on a sandy desert road. The truck has "GOVT OF INDIA" and "MINISTRY OF DEFENCE" written on the front. The scene is bright and hazy.

BUSINESS SCENARIO



SCENARIO:

Coal production:

- Envisaged to increase from 0.5 billion ton to 1 billion ton in the next five years and the Market scenario is expected to pick up.
- Underground Mining is also expected to catch up and improve.

Power:

- 12th Plan has a strategy to create a capacity of 90,000MW.

Infrastructure:

- During the 12th Plan period, India is planning to invest nearly ₹55 lakh crore (US\$1 trillion) on Infrastructure.

Construction:

- NHA plans to award 5,600-km highways contracts worth ₹50000 crore during 2015-16.

Exports:

Target Markets: Africa, Middle East & SAARC Countries.

- ❖ With all the above M&C market is expected to improve.



SCENARIO:

❖ Make in India:

✓ Focus on indigenous production.

❖ India's Defence production, during 12th Plan Period is aiming at building an indigenous Defence industrial base.

❖ India to spend around Rs. 5,50,000 crore (\$100~120 billion) during 12th plan period to buy Defence equipment and weapons.

❖ For the year 2015-16, the Budget envisages investment on Vehicles to the tune of over ₹19000 crore.

❖ OFB Engagement: For aggregates for Fighting Vehicles.

❖ BDL Engagement: For full fledged Akash Missile less Warhead and Propellant.

❖ Opportunities exists for Mounted Gun Systems and Multi Barrel Rocket Launchers.



SCENARIO:

- ❖ The 12th Plan has drawn plans for developing an efficient public and freight transport system. An outlay of ₹ 5,19,221 crore has been planned.
- ❖ Indian Rail Coach manufacturing is a perpetual business which is however, expected to graduate to Medium / High speed Coaches in the days to come. Orders will be pursued.
- ❖ Sub-urban trains expected to graduate to Stainless Steel EMUs.
- ❖ Opportunities also expected to emerge from DEMU, MEMU and ACEMU trains.
- ❖ Maintenance equipment requirements expected to increase: Track Maintenance equipment business would be pursued.
- ❖ An opportunity valuing ₹60,000 crore for metro cars Rolling stock envisaged over next 10 years from various Metro projects including Light Rail Metro from tier – II and tier – III cities.



THANK YOU