



BEW Engineering Limited

Investor Presentation

June 2023



Proven Technology at your Services



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Company Overview

About Us



Among leading designer & manufacturer of process equipment for Pharmaceutical & Chemical Industry

- Established in 2011
- Member of Engineering Export Promotion Council, Mumbai
- Manufactures a special range of filtration, mixing and drying equipment

Wide and Diverse Product Portfolio

- Continues Dryer, Agitated Nutsche Filter & Dryer, Spherical Dryer & Lab Scale Filters & Dryers etc.

State of Art Integrated Manufacturing Facilities

- World-class integrated facilities at Dombivali, Thane
- Equipment are manufactured in material such as stainless steel, alloy steel, hastelloy, titanium, Rubber lining, FRP lining, FRV Lining, Halar Lining, PFA Lining, Tefzel Lining, P.P Lining, PVDF Lining, Duplex Steel etc.

Industry Applications

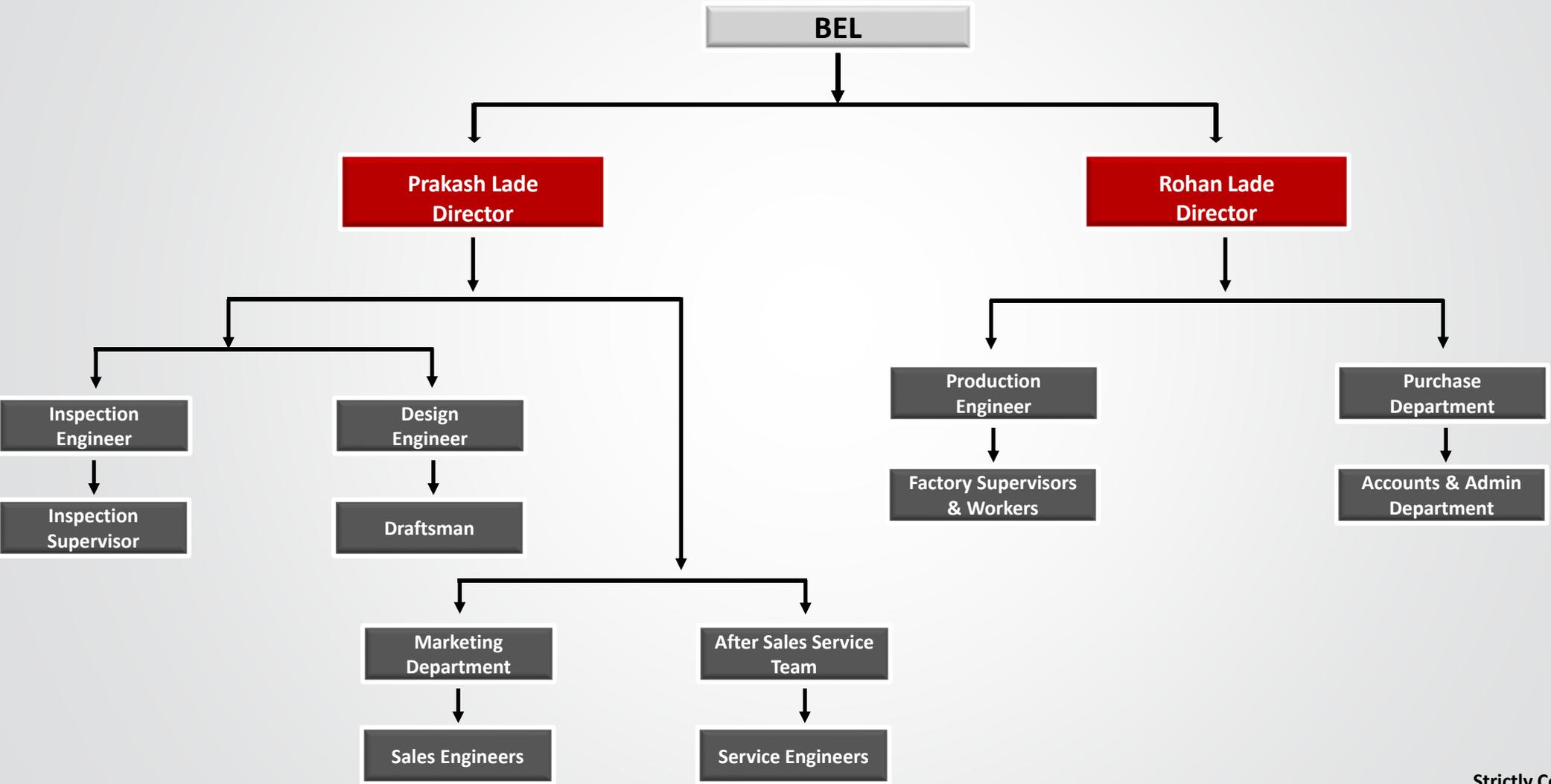
- Pharmaceuticals, Sterile Applications, Intermediate Compounds, Fine Chemicals, Specialty Chemicals, Agro Chemicals, Pesticides, Insecticides, Dyes and Food Products

Strong Geographical Footprint

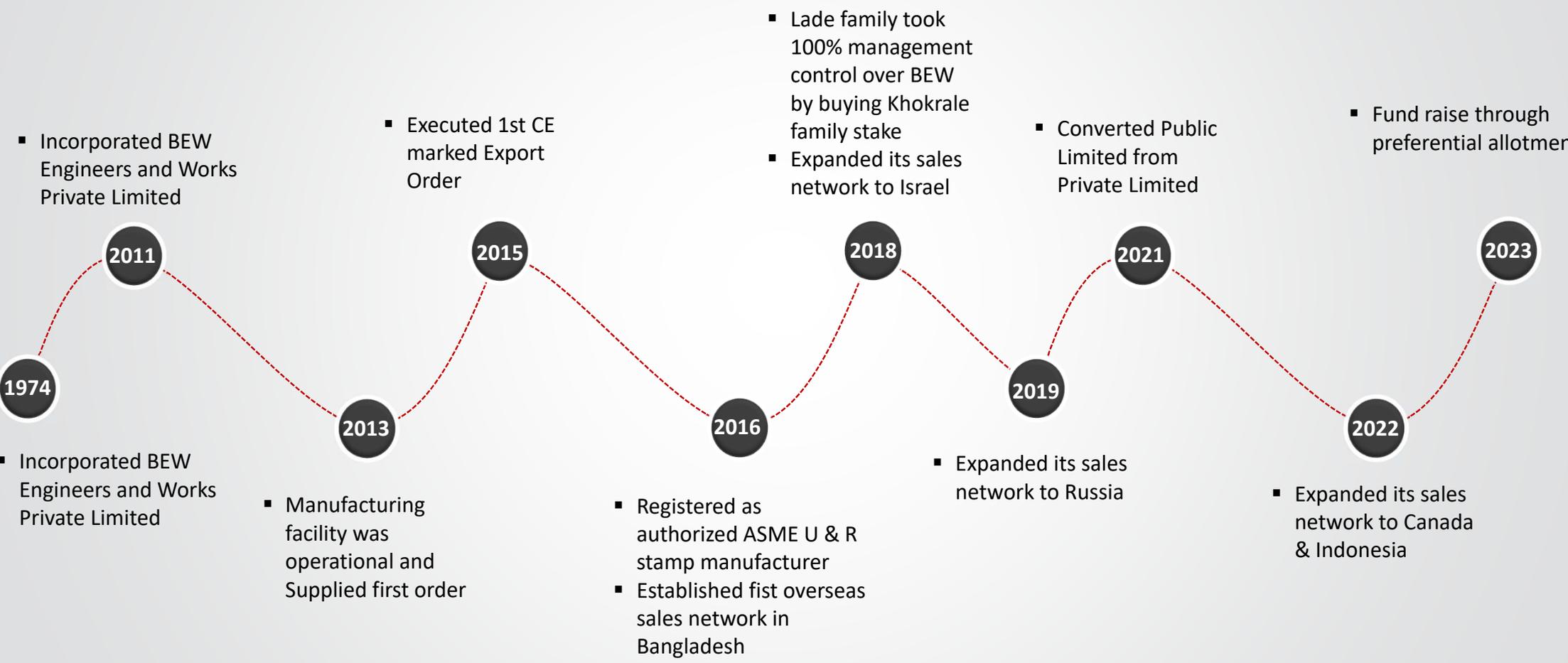
- Canada, Japan, Turkey, Nigeria, Indonesia, Thailand, Saudi Arabia, Malaysia, Nepal, Israel, Bangladesh, Brazil etc.



Company Structure



Journey So Far



Experienced Management Team



Prakash Lade

Chairman

- Diploma in Mechanical Engineering from Board of Technical Examinations, Maharashtra in 1970
- Over 5 decades of experience in engineering Design, Production and services



Rohan Prakash Lade

Managing Director

- Diploma in Mechanical Engineering from Maharashtra State Board of Technical Education in 2005
- Experience of over 17 years in Production and services related to our business
- Responsible for overall management and operations, planning and executing the strategies of our Company
- Looks after administration of business with support of professional executives and reports to the Board of the Company

Key Strengths



Experienced Management

- Our Promoter Mr. Prakash Lade has an experience of almost 5 decades in this business and has been guiding force behind growth and strategy of the Company
- Supported by team of professionals having knowledge of our various business functions

Strong Brand value and repeat Customer orders

- Strong legacy of over 3 decades
- Esteemed client base across Pharmaceuticals, Agro Chemicals and Specialty Chemicals Industry
- Most of our clients give us repeat orders and have been with us for last many years

Key Strategic Products

- Ability to design & manufacture key products in house which are import substitutes & are industry pioneers.
- Manufacturers of widest range of Filters & Dryers.



Cost effective and Quality Manufacturing

- Certified as an authorized ASME U & R stamp manufacturer
- Manufacturing custom made equipments for many of our customers at a much cheaper cost which helps us win the customers
- Good quality and time bound manufacturing to meet capex requirements of our customers

Strong Geographical Footprint

- Exporting its tailor-made equipment for many customer
- Japan, Indonesia, Russia, Israel, Canada, Bangladesh and other countries

Efficient after sales Support Teams

- Our team stationed at Mumbai and Hyderabad to cater key customers across India
- we serve our customers very efficiently and in a very timely manner



Industry Overview

Schemes for Pharmaceuticals Manufacturing



- The Production Linked Incentive (PLI) Scheme for promotion of domestic manufacturing of critical Key Starting Materials (KSMs)/Drug Intermediates (DIs) and Active Pharmaceutical Ingredients (APIs) in India
- Production Linked Incentives of up to INR 6,940 crores have been approved
- A financial incentive will be given to eligible manufacturers of identified 41 eligible products which covers 53 APIs, for 6 years

Scheme for Pharmaceutical Manufacturing



Incentive

Fermentation product:

FY 22 – 26 : 20%

FY 26 – 27 : 15%

FY 27 – 28 : 5%

Chemically Synthesized products:

FY 21 – 27 : 10%



Eligibility

Support under the scheme shall be provided only to Manufacturers of critical KSM's & APIs registered in India subject to committed investment & minimum annual production capacity



Tenure of scheme

Tenure of the Production Linked Incentive Scheme is FY 29 – 30. Base year of the scheme is FY 2019 – 20

Schemes for Bulk Drug Manufacturing



- The scheme on Promotion of Bulk Drug Parks for financing Common Infrastructure Facilities in 3 Bulk Drug Parks with financial implication of INR 3,000 crore for 2020-2021.
- Assistance under the scheme will be admissible for such facilities by State Government in Bulk Drug Parks.
- Parks will have common facilities such as solvent recovery plant, distillation plant, power and steam units, common effluent treatment plant etc.

Bulk Drug Park Scheme



Incentive

Financial assistance of Rs. 3,000 Cr for construction of common infrastructure facility in 3 bulk drug park with minimum limit of Rs. 1,000 Cr. each



Proposer

Shall be state government who can make only one proposal for Bulk Drug park under the scheme having at least 1,000 acres for hilly states minimum requirement is 700 acres



Tenure of scheme

Tenure of the Scheme is from FY 21 – 25



Business Overview

Strong & Diverse Product Portfolio...



**Cone Mixer
Dryer**



**Agitated Nutsche
Filter Dryer**



Spherical Dryer



**Table Top Nutsche
Filter Dryer
with Agitator**



...With highly controlled manufacturing process...



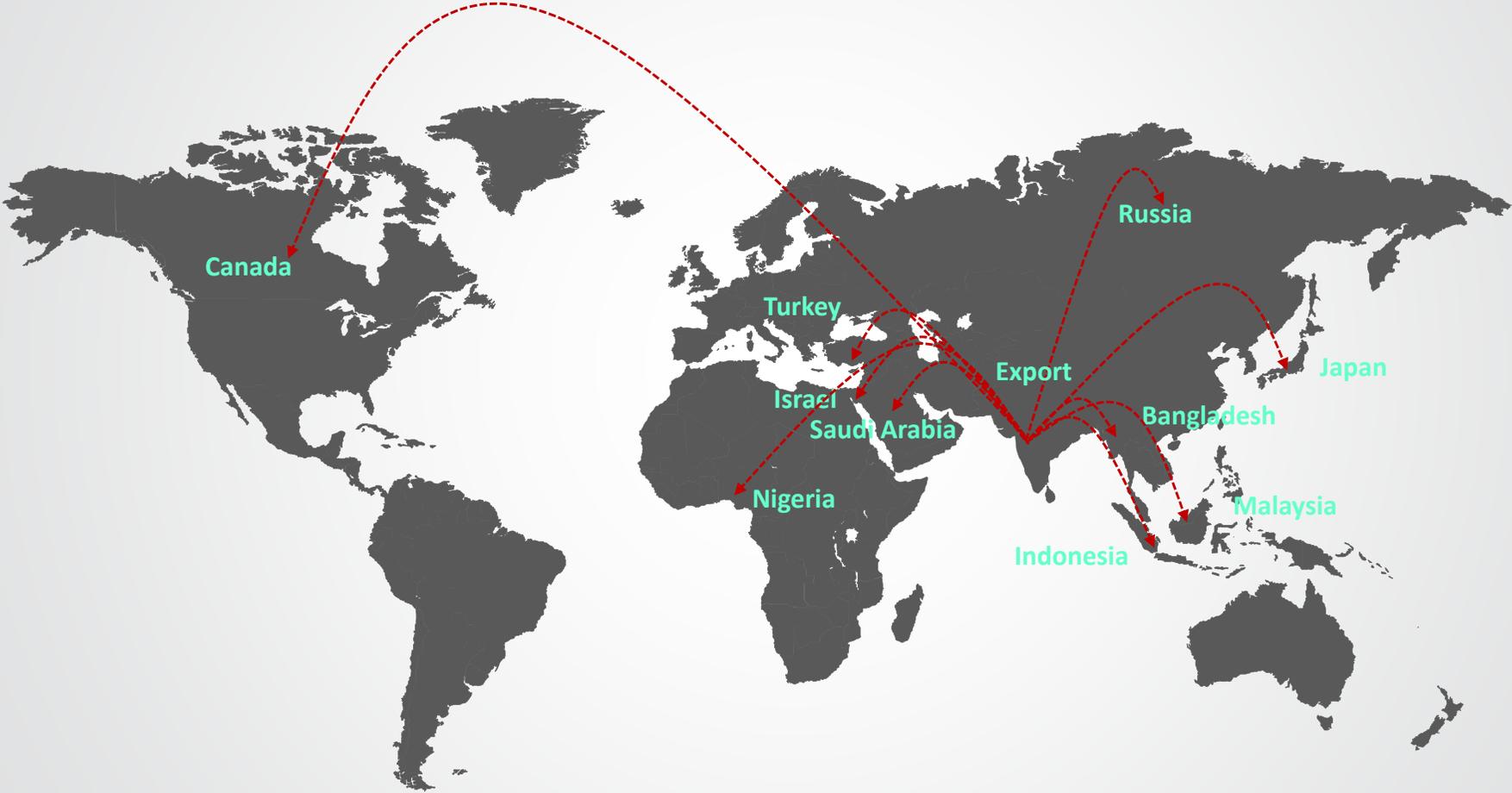
...With state of the art – manufacturing facilities...



...Leading to suite of Marquee Customers...



...Creating Strong Global Presence





Financial Highlights

Financial Highlights – Half Yearly



Rs. Crore	H2 FY23	H2 FY22	Y-o-Y %	H1 FY23
Income from Operations	57.93	52.97		47.67
Other Operating Income	0.00	0.00		0.00
Total Income	57.93	52.97	9.36%	47.67
Raw Materials	45.68	42.66		35.88
Employee Cost	1.38	1.86		1.22
Other Expenses	3.78	2.47		3.13
Total Expenditure	50.84	47.00		40.23
EBITDA (Excluding Other Income)	7.09	5.98	18.63%	7.44
EBIDTA Margin (%)	12.24%	11.28%		15.61%
Other Income	0.60	0.92		0.09
Depreciation	0.47	0.42		0.42
Interest	2.33	1.55		2.24
Profit Before Tax	4.89	4.93		4.87
Tax	1.22	1.30		1.22
Profit After Tax	3.67	3.63	1.20%	3.65
Profit After Tax Margin%	6.34%	6.85%		7.66%
EPS (In Rs.)	14.24	14.07	1.21%	14.14

Annual Financial Highlights

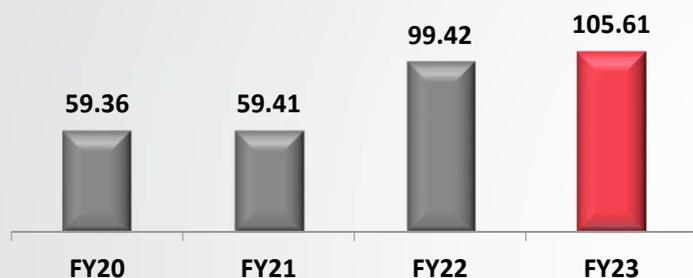


Rs. Crore	FY23	FY22	Y-o-Y %
Income from Operations	105.61	99.42	
Other Operating Income	0.00	0.00	
Total Income	105.61	99.42	6.23%
Raw Materials	81.57	80.79	
Employee Cost	2.59	2.22	
Other Expenses	6.91	5.47	
Total Expenditure	91.08	88.48	
EBITDA (Excluding Other Income)	14.53	10.94	32.89%
EBIDTA Margin (%)	13.76%	11.00%	
Other Income	0.69	1.05	
Depreciation	0.89	0.81	
Interest	4.57	3.32	
Profit Before Tax	9.76	7.85	
Tax	2.44	2.21	
Profit After Tax	7.32	5.64	29.86%
Profit After Tax Margin%	6.94%	5.67%	
Basic EPS in Rs.	28.38	21.86	29.83%

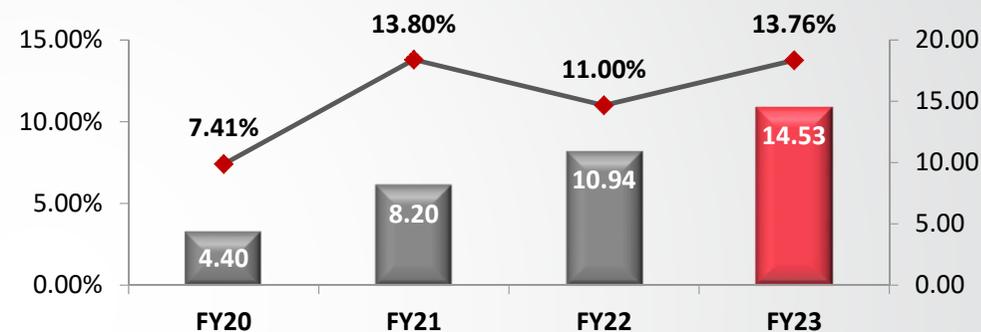
Annual Financial Highlights



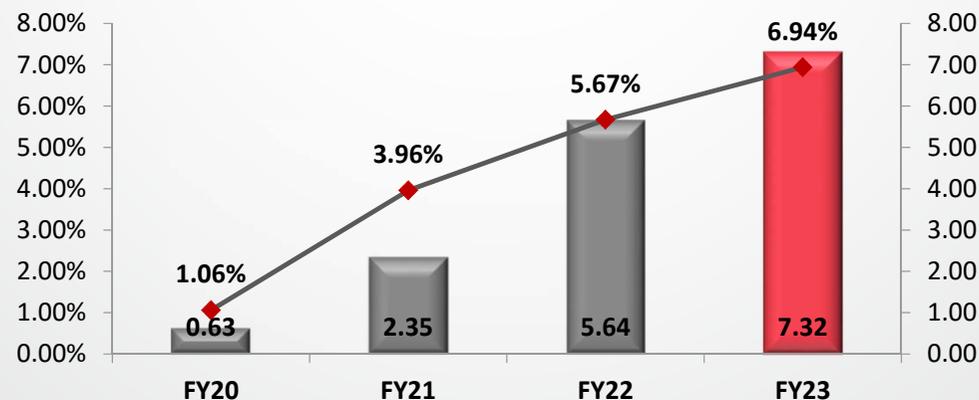
Revenue (Rs. Crore)



EBITDA (Rs. Crore) / EBITDA Margin (%)



PAT (Rs. Crore) PAT Margin (%)



* EBITDA excluding other income

Balance Sheet Highlights as on 31st March 2023



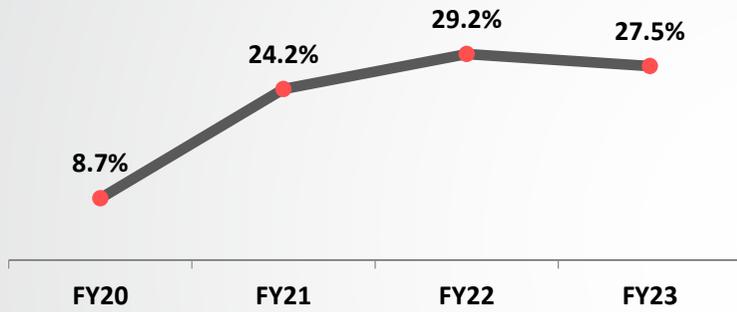
Rs. Crore	As on 31st March 2023	As on 31st March 2022
Shareholder's Funds	26.65	19.33
Share capital	2.58	2.58
Reserves & Surplus	24.07	16.75
Non-current liabilities	11.99	5.97
Financial Liabilities		
Long term borrowings	10.93	4.81
Defer Tax liabilities	1.06	1.16
Current liabilities	90.18	68.23
Financial Liabilities		
Short Term Borrowings	31.24	22.12
Trade Payables	43.91	36.49
Other Financial liabilities	0.00	0.00
Other Current liabilities	13.69	8.46
Short-term provisions	1.34	1.15
Total Equities & Liabilities	128.82	93.53

Rs. Crore	As on 31st March 2023	As on 31st March 2022
Non-current assets	14.18	13.70
Property, Plant & Equipment	10.67	10.46
Financial Assets		
Non-current Investments	3.36	3.24
Long-term loans & advances	0.14	0.00
Current assets	114.64	79.83
Inventories	87.99	67.35
Financial Assets		
Trade receivables	12.68	4.65
Cash & Cash equivalents	0.16	0.16
Short-term loans & Advances	12.34	6.13
Other Current Assets	1.47	1.54
Total Assets	128.82	93.53

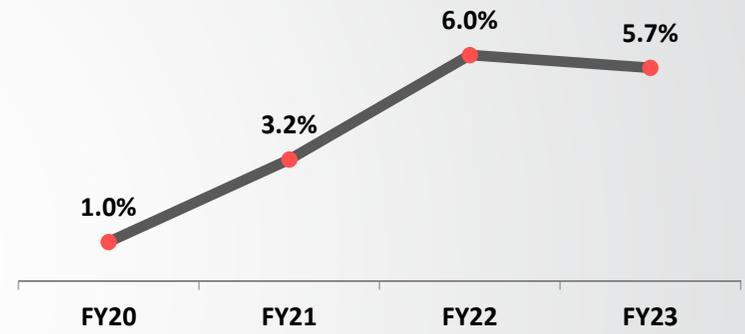
Key Ratios



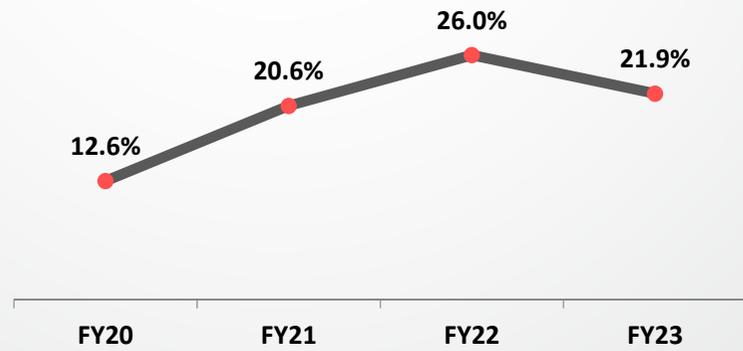
RoE(%)



RoA(%)



RoCE(%)



RoE = Net Profit/Net Worth | RoA = Net Profit/Average Total Assets / RoCE = EBIT/(Shareholders Fund + Total Debt-non current investments)



Way Ahead

Way Ahead

A graphic on the left side of the slide consisting of a staircase of four steps, each a dark red rectangle with a white shadow on its right side. A large red arrow points upwards from the top step, and three black arrows point from the steps to the right towards the text blocks.

The three listed players dominate the organised market for Indian filter's & dryer's (F&D) having a combined turnover of Rs. 600 Cr. amongst themselves, the largest being HLE Glasscoat Ltd. Apart from the listed peers there are couple of other manufacturers who are present in the market having a combined turnover of ~Rs. 200 - 250 Cr.

Apart from F&D for chemicals which we cater to there is market for Industrial Drum Dryers which is required by FMCG & Mining companies with an addressable market of ~Rs. 150 - 200 Cr which are currently catered to by some small manufacturer none of our competitors manufacture these machines

At present we are just catering to ~10-12% of the combined addressable markets as we grow and further consolidate our manufacturing setup, we are confident of having a larger share of the growing addressable market



Thank You

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