ASME
AUTHORIZED MANUFACTURER

CIN :- L74120MH2011PLC216096

BEW ENGINEERING LIMITED

ORIGINAL EQUIPMENT MANUFACTURERS OF PHARMACEUTICAL & CHEMICAL PROCESS MACHINERY.

Office & Factory Address :
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Dombivali (East) 421 204. Dist. Thane
Maharashtra, India.
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Website : www.bewltd.com
Email : bifriends@bewltd.com /
bifriends@bew.net.in /
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Friday, May 23, 2025

To,
Listing Compliance Department,
National Stock Exchange of India Limited,
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai – 400051, Maharashtra, India.

Dear Sir/Madam,

NSE Symbol: BEWLTD
ISIN: INE0HQI01014

Subject: Intimation under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015- Investor Presentation of BEW Engineering Limited ("the Company").

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements), Regulation, 2015, please find enclosed a copy of the Investor Presentation. The said Presentation will be simultaneously posted on the Company's website at https://www.bewltd.com/schedule-of-analyst.html

You are requested to take note of the same.

Thanking You,
Yours faithfully,
For BEW Engineering Limited

BHAVNA DWARKADAS KUKREJA

Digitally signed by BHAVNA DWARKADAS KUKREJA
Date: 2025.05.23 12:08:50 +05'30'

Bhavna Dwarkadas Kukreja
Company Secretary and Compliance Officer

BEW Engineering Limited

Investor Presentation

May 2025

Disclaimer

This presentation has been prepared by BEW Engineering Limited (the "Company") solely for information purposes and does not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

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Financial Performance

Managing Director Message

Commenting on results, Mr. Rohan Lade, Managing Director, BEW Engineering Limited said:

During the year, we delivered steady revenue growth despite a challenging cost environment. Revenue for full year stood at ₹ 134.36 crore, registering a 11.26% y-o-y growth compared to ₹ 120.76 crore in FY24. This growth was driven by timely execution of orders and continued trust from our clients across pharmaceuticals, agrochemicals, and specialty chemicals. However, the second half of the year witnessed a sharp spike in input costs, particularly raw materials, which significantly impacted our profitability metrics. Raw material costs increased by over 100% in H2 FY25 compared to the same period last year, resulting in EBITDA margin contraction from 28.5% in H2 FY24 to 11.8% in H2 FY25.

While the margin pressure in H2 has been notable, we view it as a transitory phase, largely driven by raw material cost inflation and delayed customer site readiness affecting delivery schedules.

We have strategically focused on higher-margin business by offering innovative equipment, which enhances sustainability and reduces competition, resulting in improved margins. Additionally, the shift from credit-based raw material purchases to cash-based procurement has further contributed to margin improvement. With our greenfield expansion nearing production stage, we have been building our team in both production and marketing, leading to an increase in employee costs. The equity funding secured during this period enabled us to procure raw materials at better prices, and our newly launched value-added products have been well received in the market. Furthermore, we successfully opened new markets in Thailand, Indonesia, the USA, and Italy, expanding our global footprint and creating new growth opportunities.

As we move forward, we strive to continue our growth momentum through robust and unique product offerings and a strong market position. With a positive outlook for both domestic and export markets, we are confident in securing substantial orders from high-growth regions, aligning with our expectations.

BEW Engineering remains steadfast in sustaining its growth trajectory and reinforcing its market presence. We are assured that our unwavering dedication to quality, innovation, and customer satisfaction will persist as the cornerstone of our achievements.

I would like to thank each member of the BEW family, as well as our Clients, Creditors, Banks, Financial Institutions, and all other Stakeholders. Their faith in us and support extended makes it easier for us to strive and excel."

Journey of 5 Years – From Equipment Manufacturer to Solution Provider

Recognized and Trusted by Industry Giants

- Some of the biggest and highly respectable companies accredited and approved us as supplier
  - ✓ SABIC - Got approval from SABIC and first order has been completed successfully
  - ✓ AJINOMOTO (Japan) – Received 5 Crs order for ANFD & PAN Dryer
  - ✓ Aditya Birla (Thailand) – Received 5 Crs Order for ANFD

Historic milestone with listing on NSE Emerge through Initial Public Offer in 2021

- Issued 6,84,000 Equity Shares at Rs 58 per share during its IPO and shares listed on NSE SME on September 16, 2021

Established as design & development expert with Launch of Spherical Dryer

- Our unique spherical dryer design facilitates swift and thorough material discharge, addressing critical concerns, particularly in pharmaceutical products of both high and low volumes

Entered Export Market

- Received first export order from Bangladesh for its tailor-made equipments and then started receiving orders from Indonesia, Russia, Bangladesh, Israel, and USA

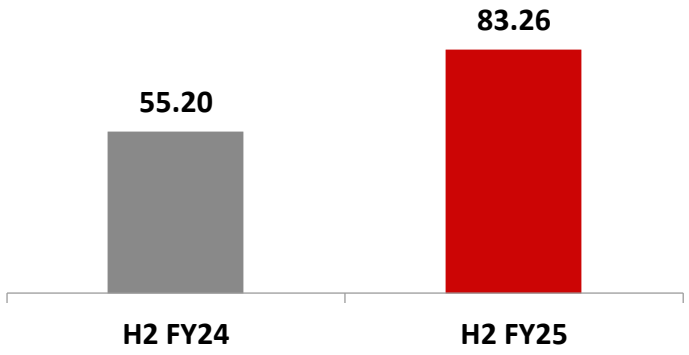
Lade family took 100% management control over BEW by buying Khokrale family stake

- Incorporated in partnership with Khokrale in 2011 - Acquired 100% stake in 2018

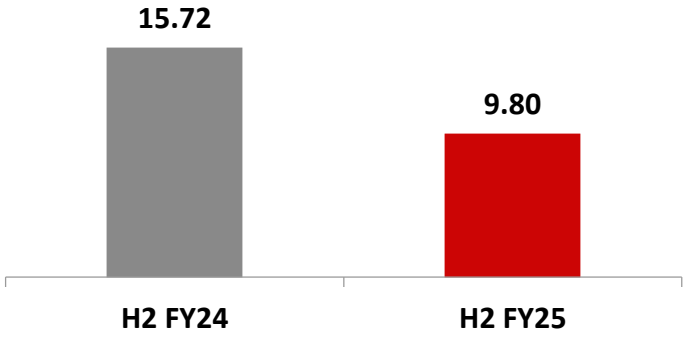
H2 FY25 Highlights

Half Yearly Performance (Rs. In Crore)

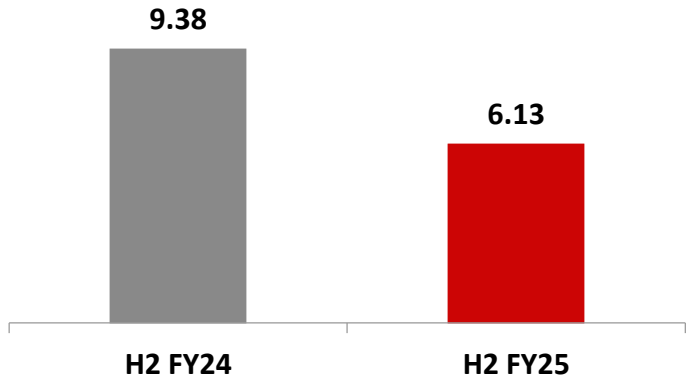
Revenue from Operations



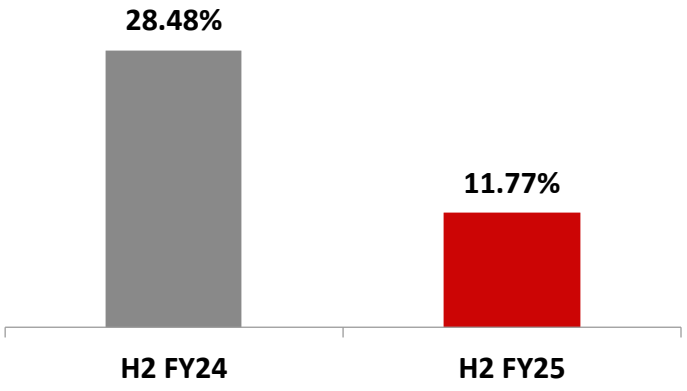
EBITDA*



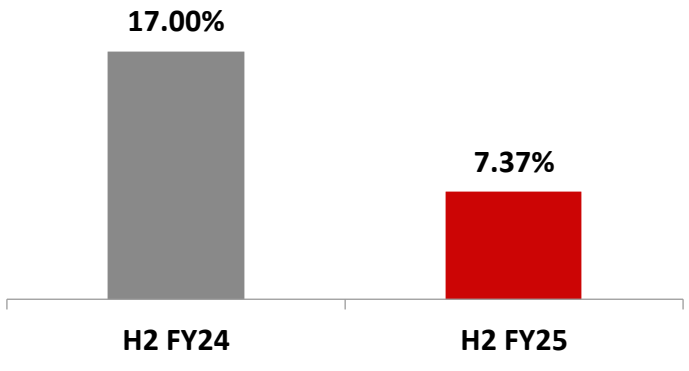
PAT



EBITDA Margins



PAT Margins



*Excluding other income

Financial Highlights – Half Yearly

Rs. Crore

Particulars	H2 FY25	H2 FY24	Y-o-Y %	H1 FY25
Income from Operations	83.26	55.20		51.10
Total Income	**83.26**	**55.20**	**50.83%**	**51.10**
Raw Materials	65.32	32.59		32.89
Employee Cost	3.11	2.44		2.73
Other Expenses	5.03	4.45		4.88
Total Expenditure	**73.46**	**39.48**	**86.07%**	**40.50**
EBITDA (Excluding Other Income)	**9.80**	**15.72**	**(37.68%)**	**10.60**
EBIDTA Margin (%)	**11.77%**	**28.48%**	**(1671 bps)**	**20.75%**
Other Income	0.44	0.23		0.48
Depreciation	0.62	0.47		0.51
Interest	1.59	2.98		2.55
Profit Before Tax	**8.03**	**12.50**	**(35.78%)**	**8.02**
Tax	1.89	3.12		2.00
Profit After Tax	**6.13**	**9.38**	**(34.65%)**	**6.02**
Profit After Tax Margin%	**7.37%**	**17.00%**	**(963 bps)**	**11.79%**
EPS (In Rs.)	**4.69**	**32.22**	**(85.44%)**	**4.61**

- Income from operations was Rs. 83.26 crore in H2 FY25, as against Rs. 55.20 crore in H2 FY24, a YoY increase of 50.83%. by strong execution of orders, improved demand from key sectors like pharmaceuticals and specialty chemicals, and better capacity utilization
- EBITDA (excluding Other Income) was at Rs. 9.80 crore in H2 FY25 as against Rs. 15.72 crore in H2 FY24, decrease of 37.68% YoY mainly due to a sharp rise in raw material expenses, which more than doubled YoY, impacting gross margins. Additionally, higher employee and operating expenses contributed to increased total expenditure

H2 FY25 Financial Highlights

₹ 83.26 Crore

Revenue From Operations

(50.83%) (*Y-o-Y*)

₹ 9.80 Crore

EBITDA

Margin 11.77%

₹ 6.13 Crore

PAT

Margin 7.37%

Order book of ₹ 80 Crore as on 31st March, 2025

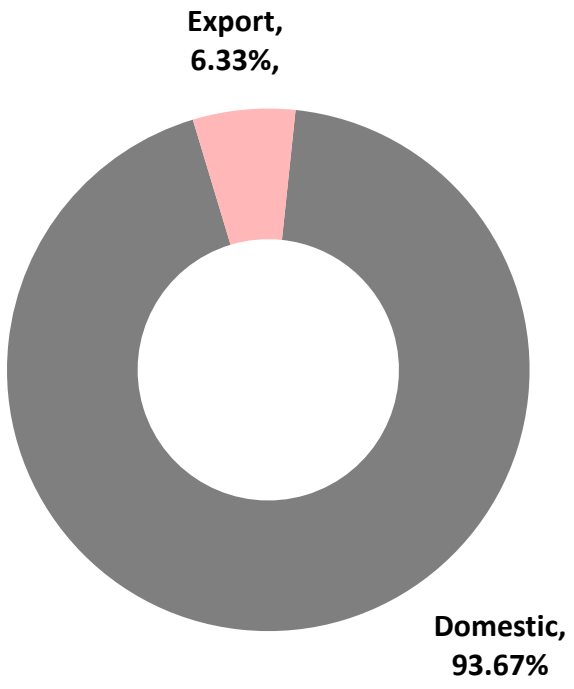
Net Worth ₹ 134.22 Crore

RoCE > 5.13%

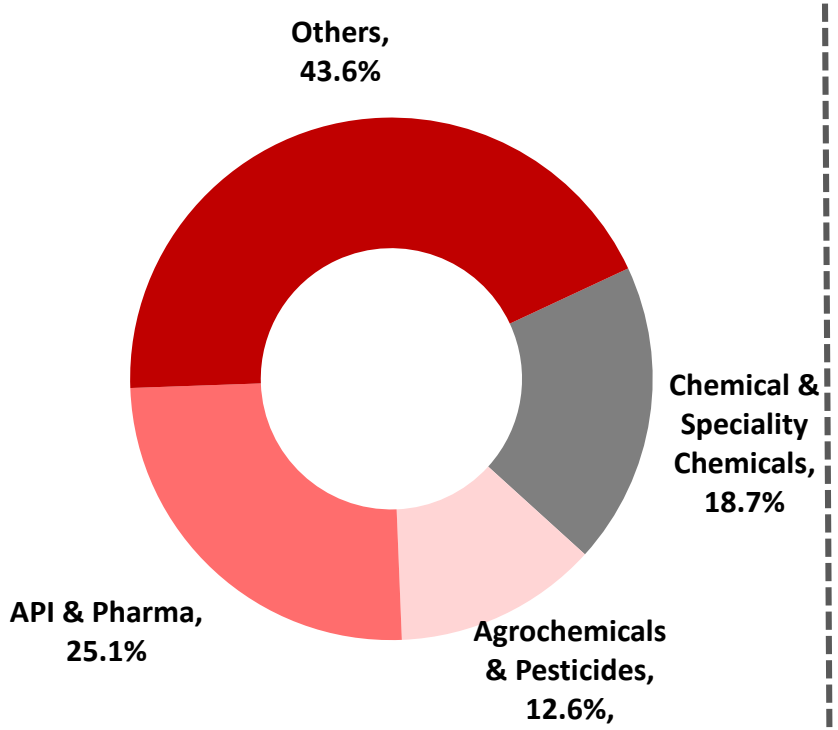
Note: Consolidated Financials

H2 FY25 Revenue Break up

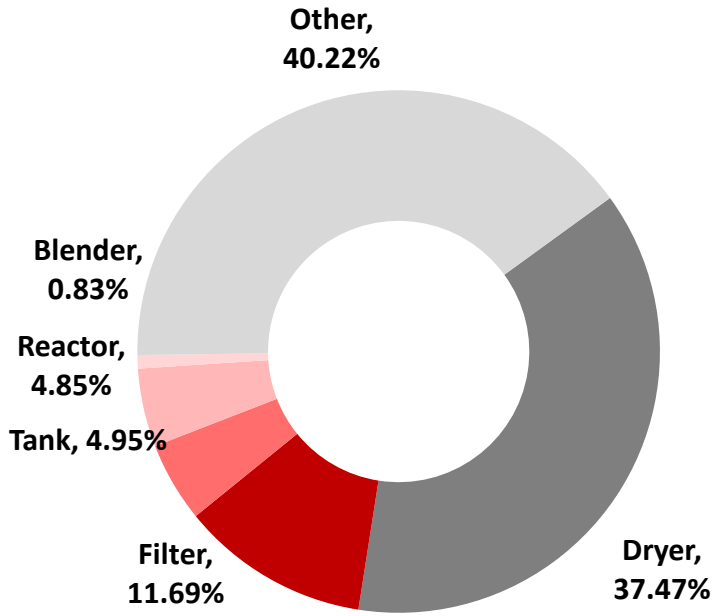
Geography-wise Revenue Break-up



Industry-wise Revenue Break-up

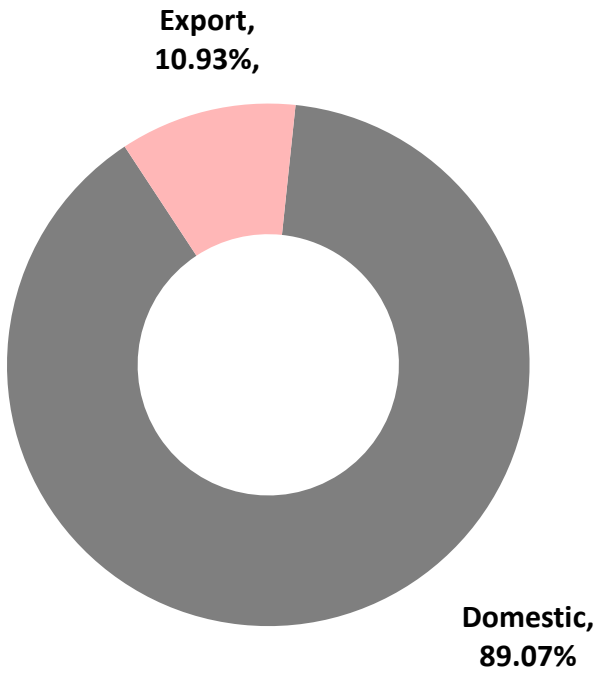


Product-wise Revenue Break-up

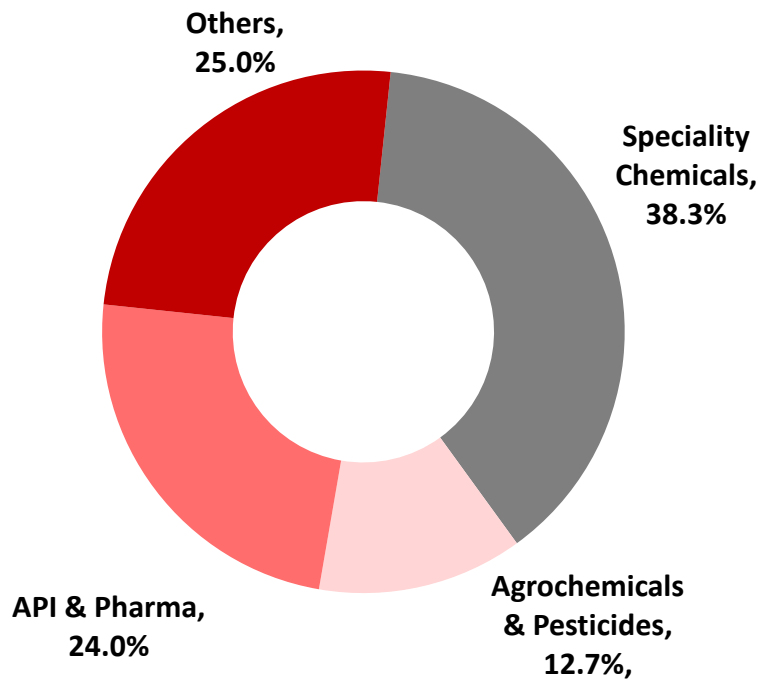


FY25 Revenue Break up

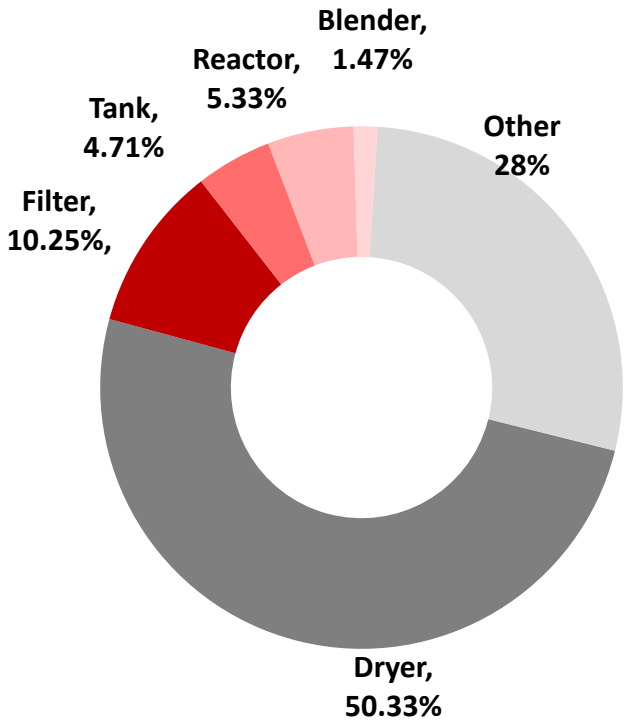
Geography-wise Revenue Break-up



Industry-wise Revenue Break-up



Product-wise Revenue Break-up



Financial Highlights – Yearly

Rs. Crore

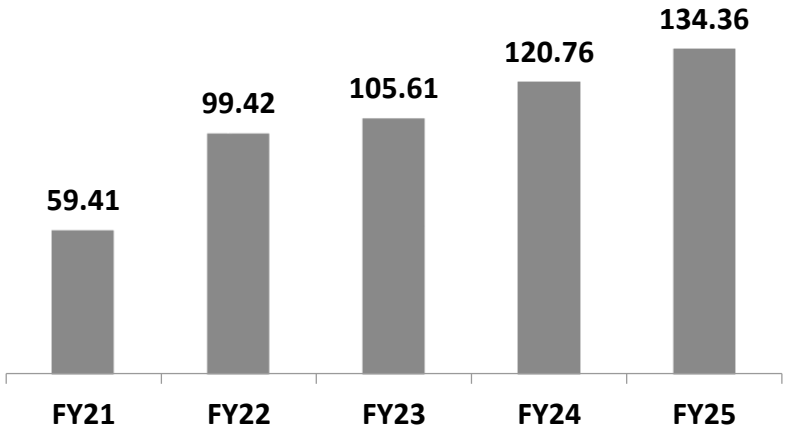
Particulars	FY25	FY24	Y-o-Y %
Income from Operations	134.36	120.76	
Total Income	**134.36**	**120.76**	**11.26%**
Raw Materials	98.21	84.88	
Employee Cost	5.84	3.84	
Other Expenses	9.91	8.13	
Total Expenditure	**113.96**	**96.85**	**17.67%**
EBITDA (Excluding Other Income)	**20.40**	**23.91**	**(14.70%)**
EBIDTA Margin (%)	**15.18%**	**19.80%**	**(462 bps)**
Other Income	0.92	0.43	
Depreciation	1.13	0.88	
Interest	4.14	5.29	
Profit Before Tax	**16.05**	**18.18**	**(11.69%)**
Tax	3.89	4.62	
Profit After Tax	**12.16**	**13.56**	**(10.36%)**
Profit After Tax Margin%	**9.05%**	**11.23%**	**(218 bps)**
EPS (In Rs.)	**9.30**	**46.56**	**(80.03%)**

- Income from operations for the year ended was Rs. 134.36 crore in FY25, as against Rs. 120.76 crore in FY24, a YoY increase of 11.26%, on account of strong order execution, particularly in H2 FY25, and higher demand for the company's specialized process equipment. Improved client traction, including repeat orders from domestic and international customers

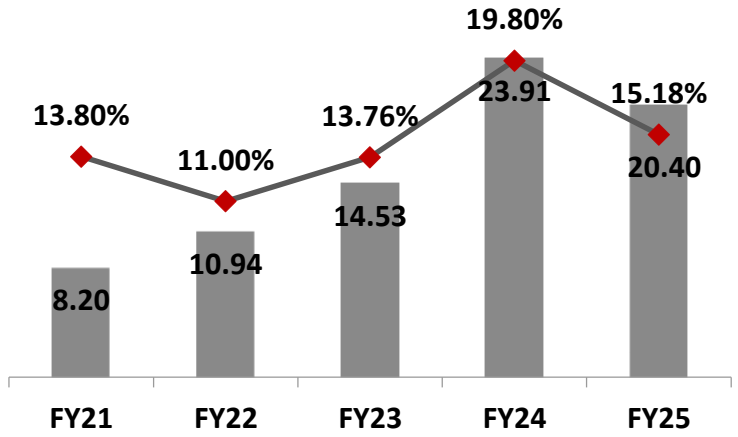
- EBITDA (excluding Other Income) was at Rs. 20.40 crore in FY25 as against Rs. 23.91 crore in FY24, decrease of 14.70% YoY on account of due to a sharp increase in raw material expenses and other operating costs, including employee and overhead expenses

Annual Financial Highlights

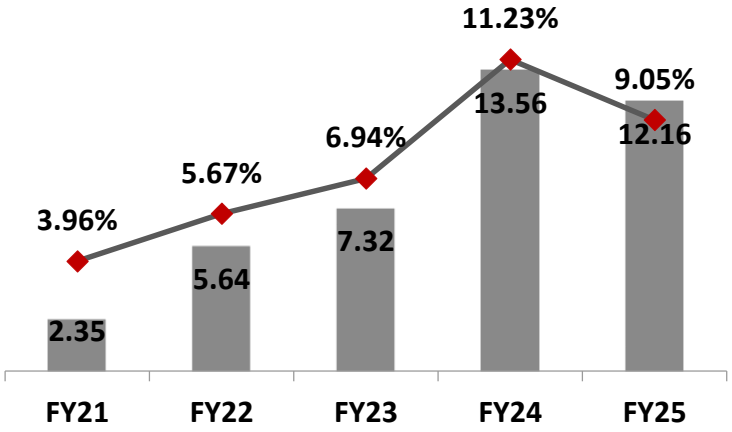
Revenue from Operations (Rs. Crore)



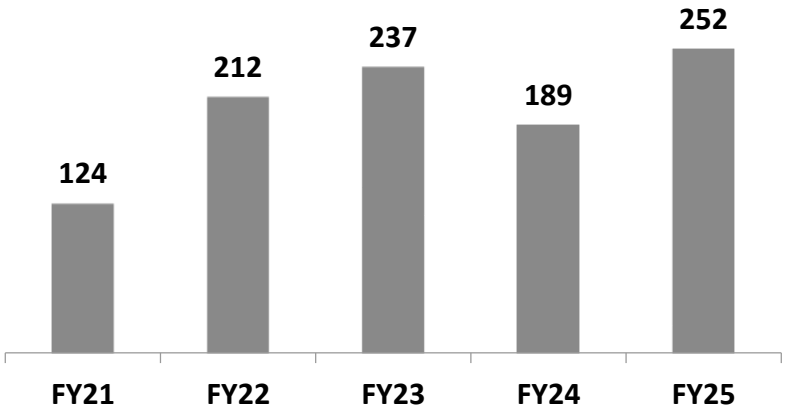
EBITDA (Rs. Crore) / EBITDA Margin (%)



PAT (Rs. Crore) PAT Margin (%)



No. of Equipments (Units)



Balance Sheet Highlights as on 31st March 2025

Rs. Crore

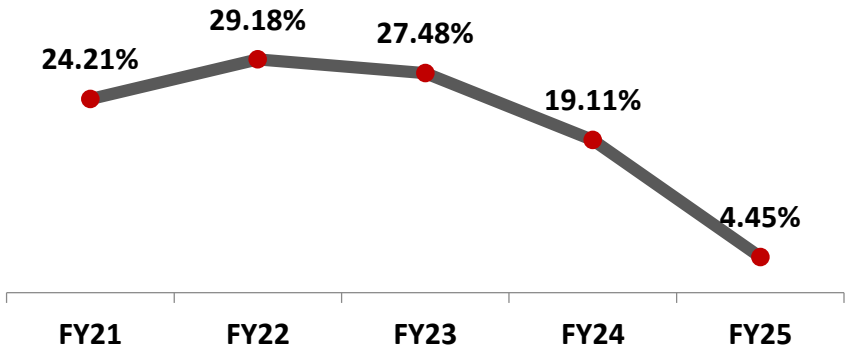
Liabilities	As on 31st March 2025	As on 31st March 2024
Shareholder's Funds	**134.22**	**67.21**
Share capital	13.07	2.91
Reserves & Surplus	121.14	64.30
Money received against share warrants	3.75	3.75
Non-current liabilities	**13.45**	**13.79**
Financial Liabilities		
Long term borrowings	12.49	12.72
Defer Tax liabilities	0.96	1.07
Current liabilities	**68.37**	**81.01**
Financial Liabilities		
Short Term Borrowings	45.33	53.10
Trade Payables	11.26	18.64
Other Financial liabilities	0.00	0.00
Other Current liabilities	11.41	7.70
Short-term provisions	0.37	1.57
Total Equities & Liabilities	**219.79**	**165.76**

Rs. Crore

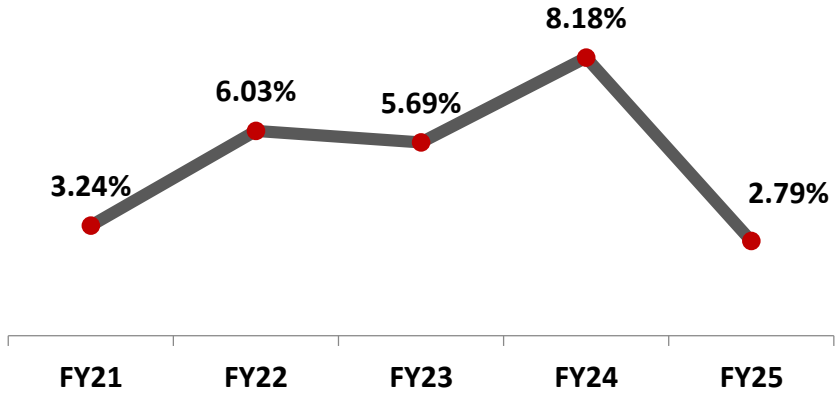
Assets	As on 31st March 2025	As on 31st March 2024
Non-current assets	**50.44**	**32.33**
Property,Plant & Equipment	41.84	24.09
Financial Assets		
Non-current Investments	8.37	8.07
Long-term loans & advances	0.24	0.17
Current assets	**169.34**	**133.43**
Inventories	117.31	106.66
Financial Assets		
Trade receivables	40.40	12.85
Cash & Cash equivalents	1.43	0.93
Short-term loans & Advances	6.92	10.79
Other Current Assets	3.29	2.21
Total Assets	**219.79**	**165.76**

Key Ratios

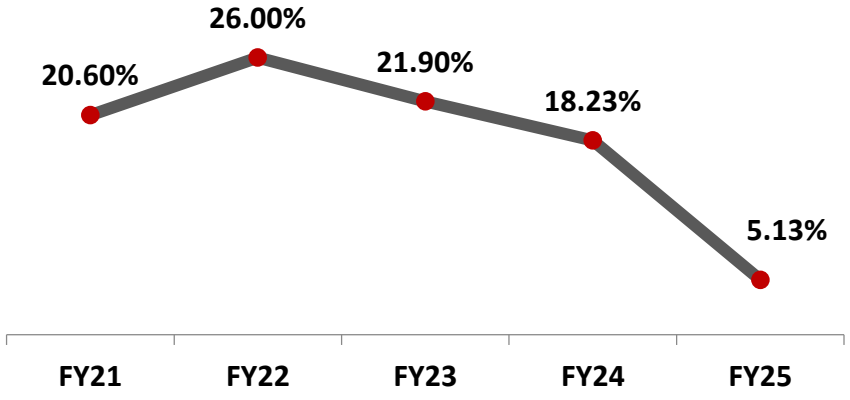
RoE(%)



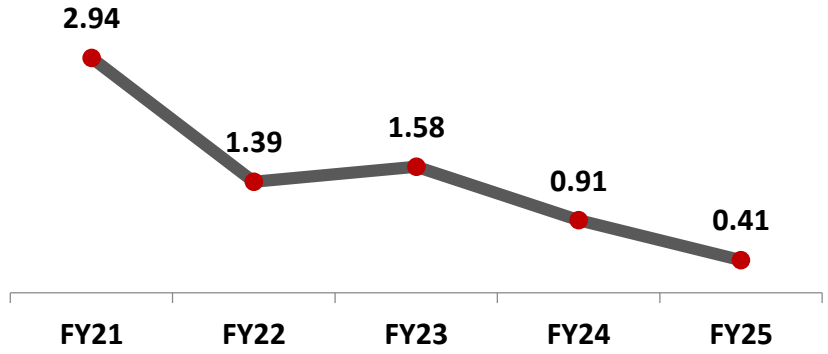
RoA(%)



RoCE(%)



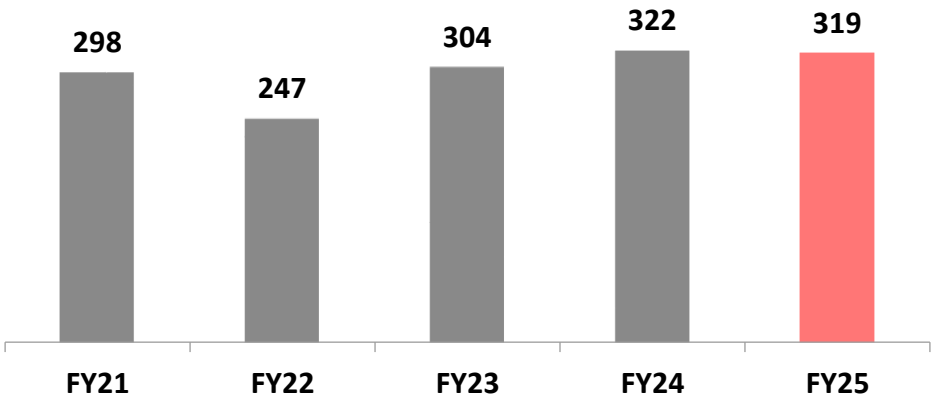
Total Debt to Equity Ratio



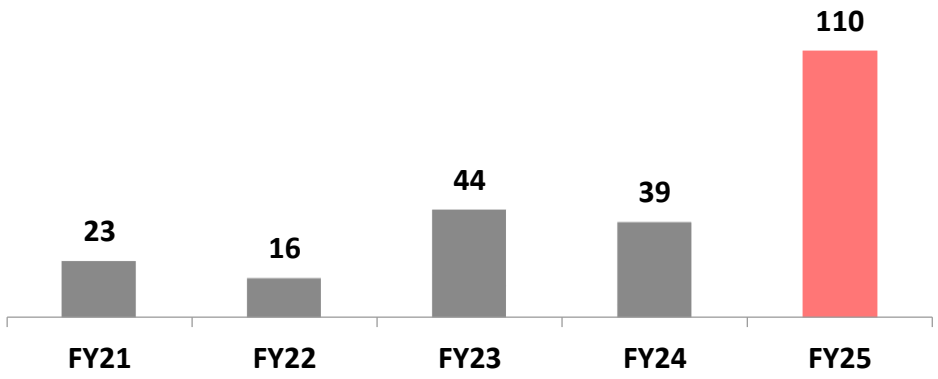
RoE = Net Profit/Net Worth | RoA = Net Profit/Average Total Assets / RoCE = EBIT/(Shareholders Fund + Total Debt-non current investments)
** IPO of 6,80,000 shares of Rs. 58 in FY2021*

Working Capital Analysis (Days)

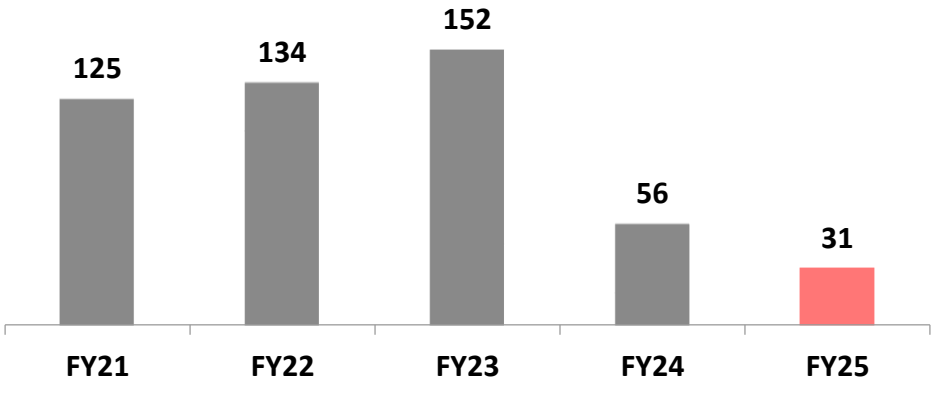
Inventory



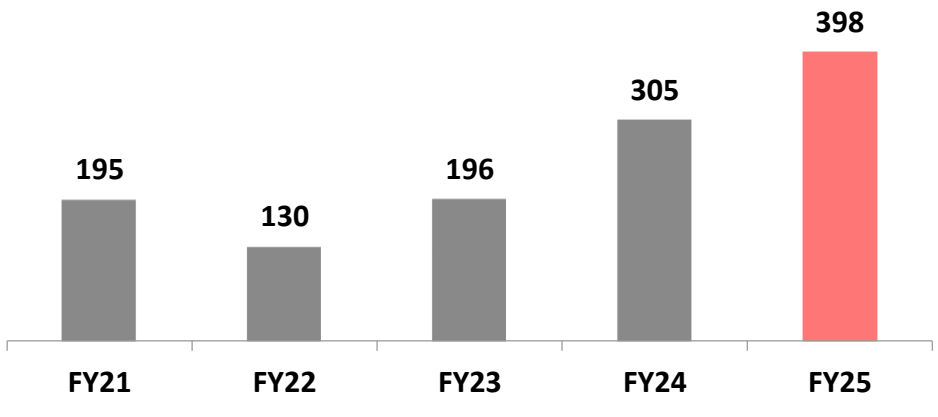
Receivables



Payables



Net Working Capital



Company Overview

BEW Engineering Overview

- Incorporated in 2011 and started commercial production in 2013
- Among leading designer & manufacturer of process equipment for Pharmaceutical & Chemical Industry
- World class single location integrated manufacturing Facility
- Diversified Product Portfolio across Industries
- Domain expertise across design and engineering capabilities
- 40% market share out of Total Dryer Market in India
- Expanding Global Footprint
- Diversified order book with marquee clientele
- 5 year Revenue CAGR : 18%

Journey So Far

1974
- Incorporated Bi -friends Engineers Works (Partnership Firm)

2011
- Incorporated BEW Engineers and Works Private Limited

2013
- Manufacturing facility was operational and Supplied first order

2015
- Executed 1st CE marked Export Order

2016
- Registered as authorized ASME U & R stamp manufacturer
- Established first overseas sales network in Bangladesh

2018
- Lade family took 100% management control over BEW by buying Khokrale family stake
- Expanded its sales network to Israel

2019
- Expanded its sales network to Russia

2021
- Converted Public Limited from Private Limited

2022
- Expanded its sales network to USA & Indonesia
- Fund raise through preferential allotment
- Delivered and installed Rotary Vacuum Paddle Dryer (RVPD)
- Bagged export order of Twist Lock Teeth Bayonet (ANFD) from Thailand of Rs. 5 crs
- Delivers and installed Continuous Fluid Bed Dryer (CFBD) order of Rs. 4 Crs

2023
- Got approval from SABIC and first order has been completed successfully
- Successfully manufactured World's largest ANF (Agitated Nutsche Filter) with drying option of 32 KL Capacity
- Issued Bonus shares in the ratio of 3:1
- Received order from Harman for Rs. 25 Crs
- Bagged export order from Italy

2024
- Welcomes NIPRD Team for Insightful Equipment Inspection
- Delivered Cutting-Edge Sterile/Containment Suitable Cantilever Rotocone Vacuum Dryer
- launched Cutting-Edge 96-Tray Vacuum Tray Dryer (VTD) with Halar Coating

2025

Honouring the Legacy

Late Prakash Lade
Chairman

- **Strong Vison & Ethos laid down by our founder and first generation entrepreneur continues to guide the Company forward**
- **Mechanical Engineer started career with Dalal Engineers Limited**
- **Diploma in Mechanical Engineering from Board of Technical Examinations, Maharashtra in 1970**
- **Over 5 decades of experience in engineering Design, Production and services**

Strong & Experienced Management Team

Mr. 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

Mr. Yogesh Khandu Darekar

Chief Financial Officer

- B.com, Inter CA and Accounting Technician from Institute of Chartered Accountants of India
- Over 24 years of experience of in Indirect & Direct Taxation, Accounting and Auditing

Ms. Bhavna Kukreja

Company Secretary & Compliance Officer

- B.com and Company Secretary from Institute of Company Secretaries of India and L.L.B
- Experience of over 3 years in in legal and Corporate Law

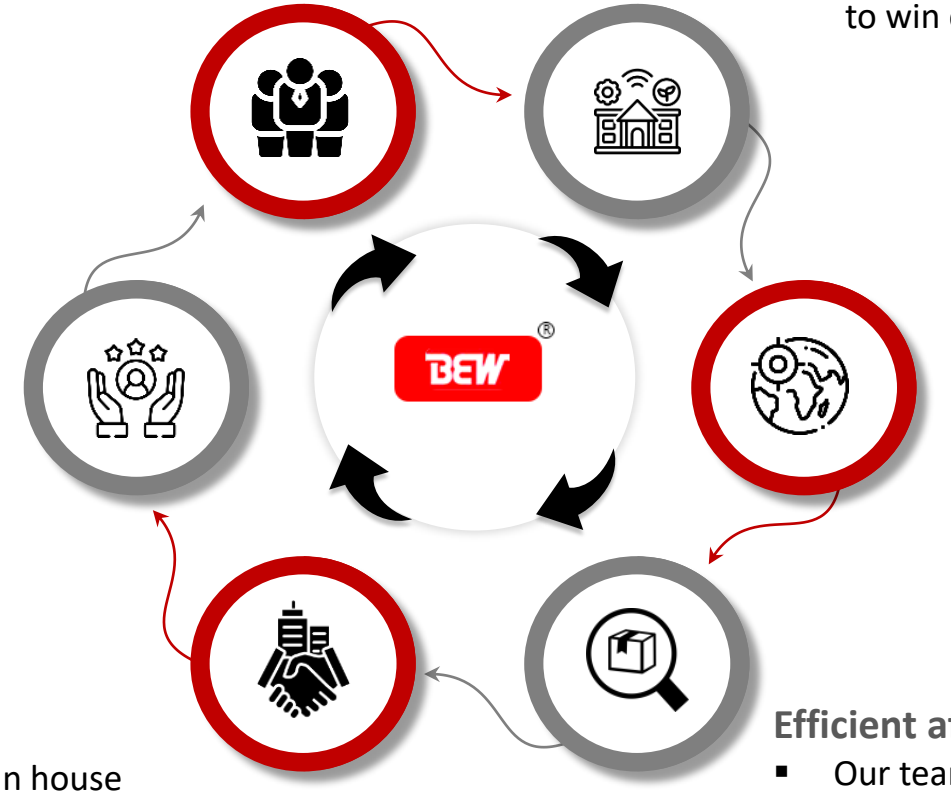
Key Strengths

Experienced Management

- Over 5 decades of experience in this business
- Supported by team of professionals having knowledge of our various business functions

Cost effective and Quality Manufacturing

- Certified as an authorized ASME U & R stamp manufacturer
- Manufacturing custom made equipments which helps us to win customers



Strong Brand value and repeat Customer orders

- 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

Strong Geographical Footprint

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

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

Efficient after sales Support Teams

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

Industry Overview

Industry Overview

Indian Chemical Industry

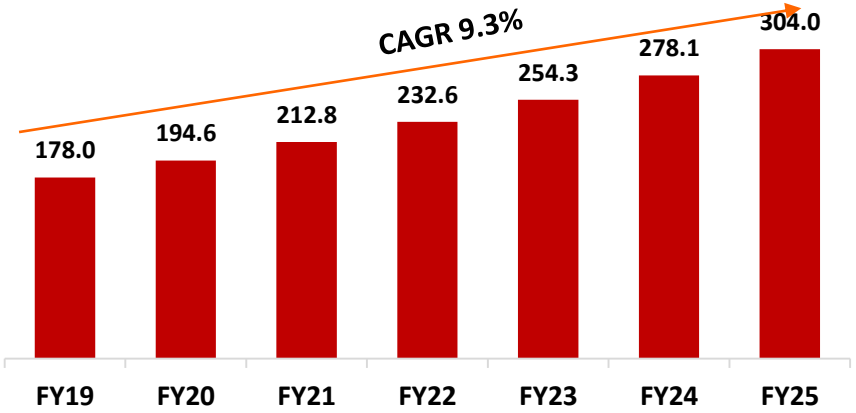
India within Chemical
6th largest Chemical Producer in World
3rd in largest Asia

Domestic demand is expected to rise

2021 US$ 180 bn

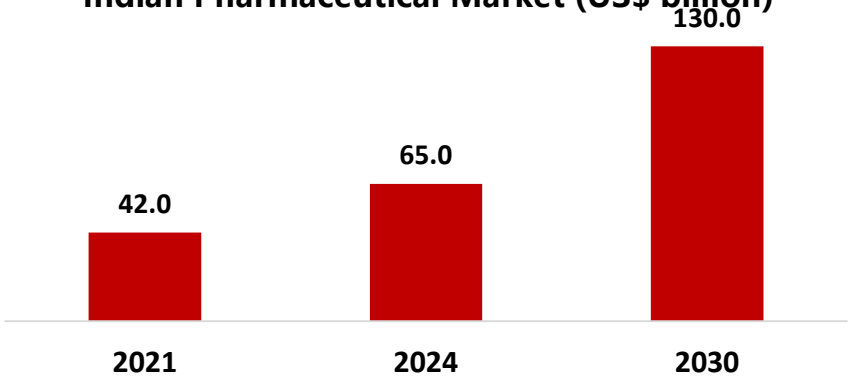
2040 US$ 1000 bn

Chemical Industry Market size (US$ billion)



Indian Pharmaceuticals Industry

Indian Pharmaceutical Market (US$ billion)



Exports > US$ 25 bn
20% from Generic Drugs

India within Biotechnology
Among Top 12 globally
3rd largest in Asia Pacific

Business Overview

Business at a glance

BEW Engineering Limited

manufacture the special range of filtration, mixing and drying equipments

Used in Industries

- **Pharmaceuticals**
- **Sterile Applications**
- **Intermediate Compounds**
- **Fine Chemicals**
- **Speciality Chemicals**
- **Pesticides & Insecticides**
- **Agro Chemicals**
- **Dyes and Food Products**

Equipments 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.

Widest Product Range in the Industry

Cone Mixer Dryer

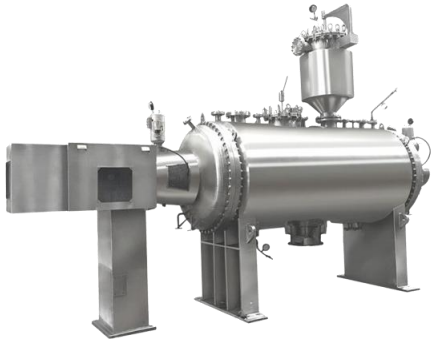
Agitated Nutsche Filter Dryer

Spherical Dryer

Table Top Nutsche Filter Dryer with Agitator

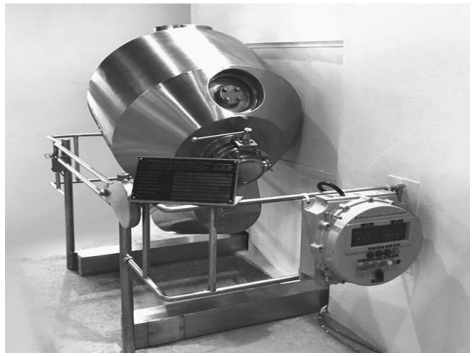
Widest Product Range in the Industry

Rotary Vacuum Paddle Dryer



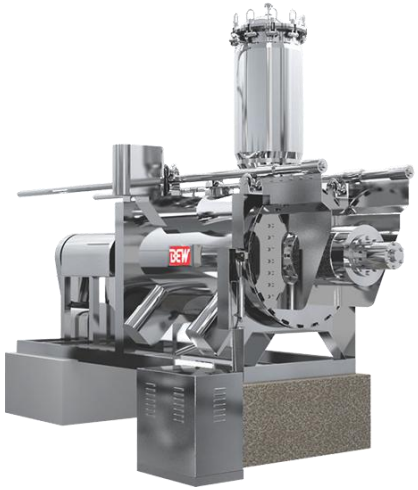
Rotocone Vacuum Filter Dryer

Cantilever Rotocone Vacuum Dryer



Agitated Pan Dryer

Plough Shear Mixer Dryer



Retractable Plough Shear Mixer Dryer

Main products in the Portfolio

Cone Mixer Dryer

Specifications: (Mixing and homogenization of powders, pastes and slurries, Special all drain design of screw provided for pharma applications, it is used as mixer- cum-dryer

Capacity: Design up to capacity of 25000 liters total volume

Agitated Nutsche Filter Dryer

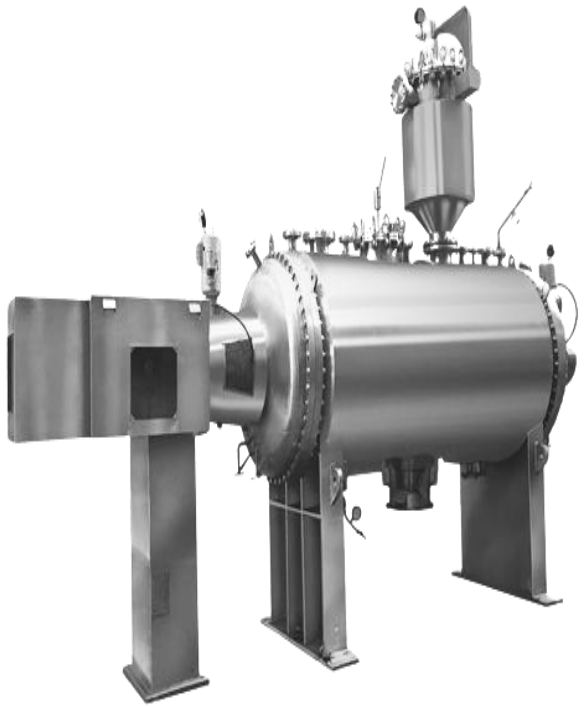
Specifications: (For Drying and Filtration of solids from liquids, Unique design, Used in Pharmaceutical and Speciality Chemicals)

Capacity:

- ✓ Design upto 100 to 25,000 Liters
- ✓ We made custom base products

Main products in the Portfolio

Rotary Vacuum Paddle Dryer



Specifications: (For Drying and Mixing Processes, Ability to handle wide range of materials, Reduced product degradation, Minimal product loss)

Capacity: Design up to capacity of 30,000 liters total volume

Table Top Nutsche Filter Dryer with Agitator

Specifications: (To minimize contamination and exposure, high purity chemicals, pharmaceuticals intermediates, speciality solids, etc. are efficiently filtered, washed, reslurried and dried in this device.

Capacity: Design capacity from 5 liters to 100 liters

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

Main facility
4,560 Sq. mtrs.
Started in 2011

Location:
FE-10,MIDC Phase II Manpada Road, Dombivali (E) 421204

Second Facility
2,768 Sq. mtrs.
Acquired in 2023

Location:
TS-9A, M.I.D.C. Phase II, Manpada Road, Dombivali East. Dist. Thane, Maharashtra, India, 421204

Main Facility is accredited with ASME U & R Stamp Certification

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

Pharmaceutical Sector

- Jubilant Ingrevia
- Harman
- Granules
- Dr. Reddy's
- Cipla
- Centaur
- Lupin
- Intas
- Emcure
- Hetero
- Sai
- Ipca (A dose of life)
- Sun Pharma
- Biocon
- Mylan

Chemical Sector

- SRF
- Gharda Chemicals Limited
- UPL OpenAg
- Astec (Astec LifeSciences Limited)
- Aarti Industries Limited
- Clariant
- Matrix Life Science
- Valiant Organics Limited
- Deepak Nitrite
- Rallis India Limited (A Tata Enterprise)

...Creating Strong Global Presence since 1974

Future Outlook

Way Ahead

01

New Product Development

- *Continues focus to increase portfolio by addition of new products*

02

Export Opportunities

- *Strives towards audit by global pharma and chemical manufacturers (Recently audited and approved by SABIC)*

03

Operational Excellence

- *Improve operational efficiencies*
- *Margin expansion*
- *ISO 9001:2015 and ISO 14001:2015 certification and implementation is in progress*

04

Key Focus Areas

- *Continue building team of technical & engineering experts to equipped for ensuring continuous growth*

Thank You

Company :	Investor Relations Advisors :
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