



ISO : 14001 : 2015

ISO : 18001 : 2007



CIN :- L74120MH2011PLC216096



BEW ENGINEERING LIMITED

ORIGINAL EQUIPMENT MANUFACTURERS OF PHARMACEUTICAL & CHEMICAL PROCESS MACHINERY.

Office & Factory Address :
FE-10, MIDC, Phase - II, Manpada Road,
Dombivali (East) 421 204. Dist. Thane
Maharashtra, India.
Phone : 91-0251-2873335/36/38
Website : www.bifriendsengg.com /
www.filterdryer.com
Email : bifriends@bew.net.in /
bifriendsengg@gmail.com

Date: 03rd May, 2022

To
Listing Department
National Stock Exchange of India Ltd
Exchange Plaza, Plot No C-1, G Block,
BKC, Bandra (E)- Mumbai 400 051
NSE Symbol: **BEWLTD**

Dear Sir/ Madam,

Sub: BEW Engineering Limited – Press Release

Please find enclosed Press Release titled “Investor Presentation March 2022.”

The above is for information and dissemination to the public at large.

Thanking you

-Yours faithfully

For BEW Engineering Limited

Rohan Prakash Lade
Managing Director
DIN: 00460811



BEW ENGINEERING LIMITED



INVESTOR PRESENTATION MARCH 2022

BEW ENGINEERING LIMITED

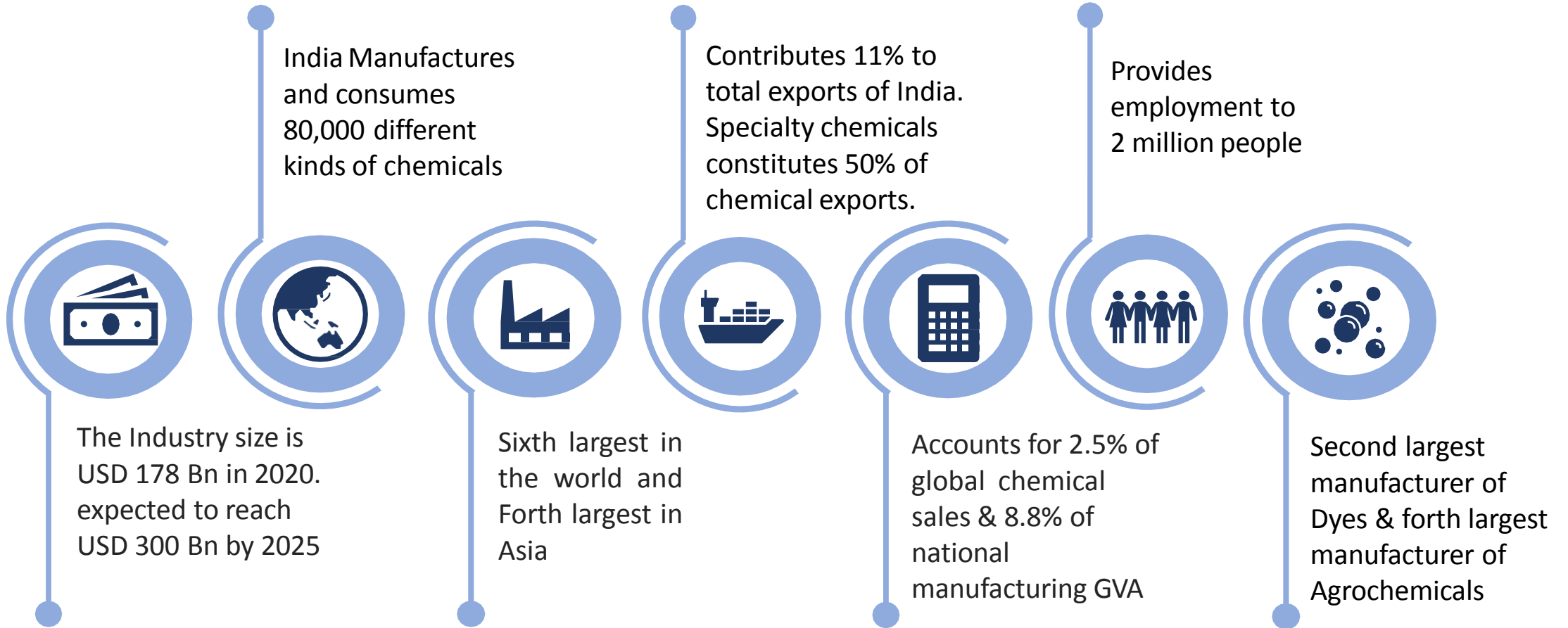
Safe Harbor

No representation or warranty, express or implied is made as to opinions contained herein. The information contained in this presentation is only current as of its date.

Certain statements made in this presentation may not be based on historical information or facts and may be “forward looking statements”, including those relating to the Company’s general business plans and strategy, its future financial condition and growth prospects, and future developments in its industry and its competitive and regulatory environment. Actual results may differ materially from these forward looking statements due to a number of factors, including future changes or developments in the Company’s business, its competitive environment and political, economic, legal and social conditions in India. This communication is for general information purpose only, without regard to specific objectives, financial situations and needs of any particular person.

This presentation does not constitute an offer or invitation to purchase or subscribe for any shares in the Company and neither any part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. This presentation cannot be copied and/or disseminated in any manner.

Indian Chemical Industry in a glance



PLI Scheme for pharma industry will boost country's bulk drug security



Production linked Incentive Scheme for Bulk Drug (PLI 1.0)



Domestic manufacturing of 53 KSM/Drug Intermediaries & API's



Production linked Incentive Scheme for Pharmaceuticals (PLI 2.0)



Domestic manufacturing of high value products

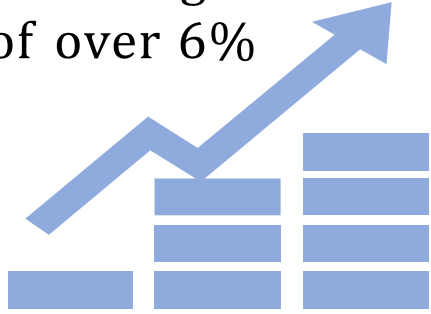


Bulk Drug Scheme

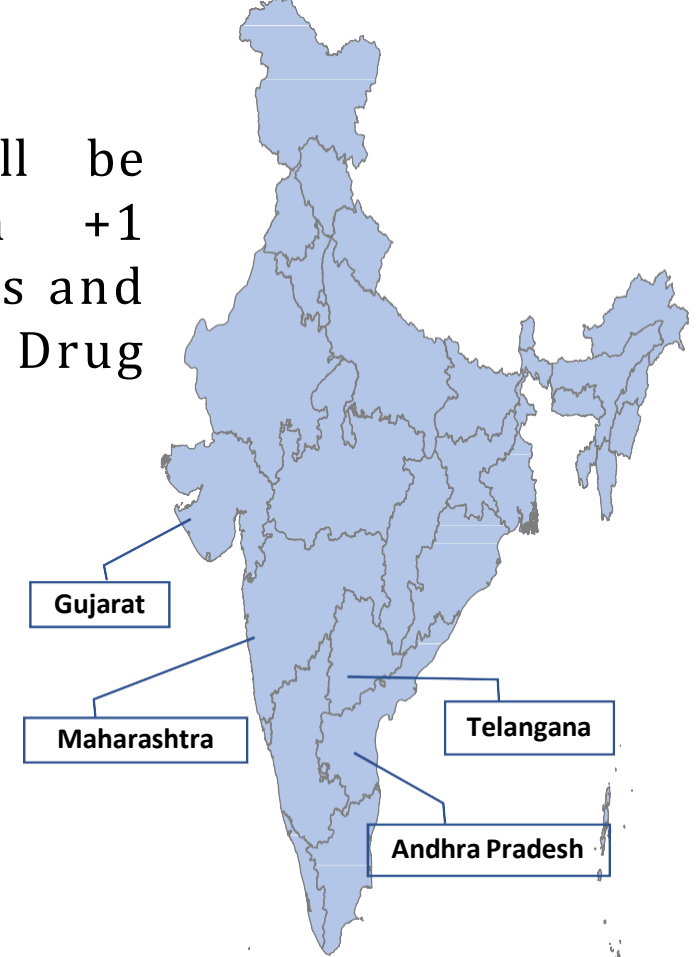


3 Bulk Drug Park with Common Infrastructure Facilities

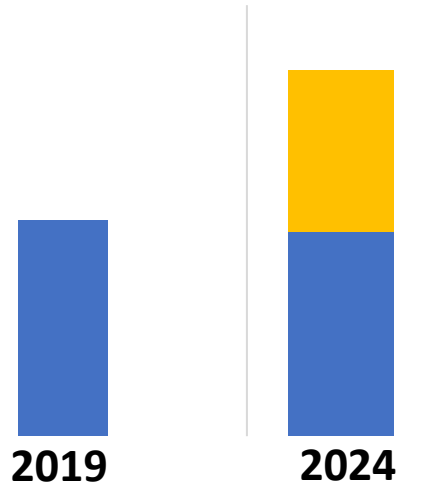
The API market will be Accelerating at a CAGR of over 6%



Key Drivers for this growth will be Customer preference for “China +1 strategy, adoption of low cost generics and Increase in number of the TYPE II Drug Master Files (DMF’s)



Incremental Growth of \$ 60.5 Bn

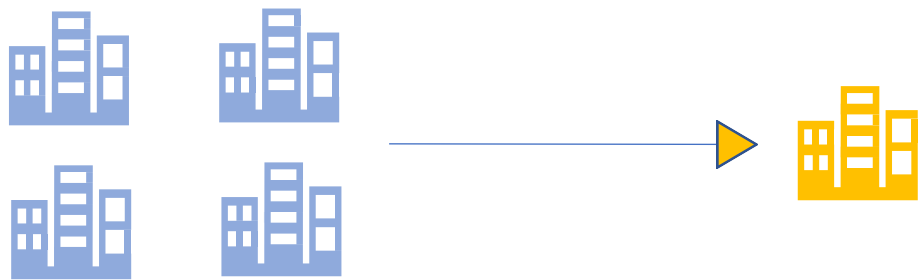


of the growth 66 % will come from Asia



India has ~2000 WHO GMP certified Pharma API manufacturing units out of which Gujrat has 684, Maharashtra 229 & Andhra Pradesh along with Telangana has 245. India is home to Second largest number of USFDA approved plants after EU

Indian agrochemical market will grow at CAGR of over 9% Indian Market will grow 3X of global CAGR. Key Drivers for this growth will be Strong pipeline of 22 agrochemical molecules going off patent. Asia will contribute more than 50 % of the global Agrochemical growth.



Market is Fragmented with several players. Consolidation will grow the business for organised players.

Specialty chemical market in India will grow at CAGR of over 12% Indian Market will grow 2X of global CAGR. Low cost manufacturing, rising user penetration and “China +1” strategy are primary reason for growth in Indian Specialty chemicals.

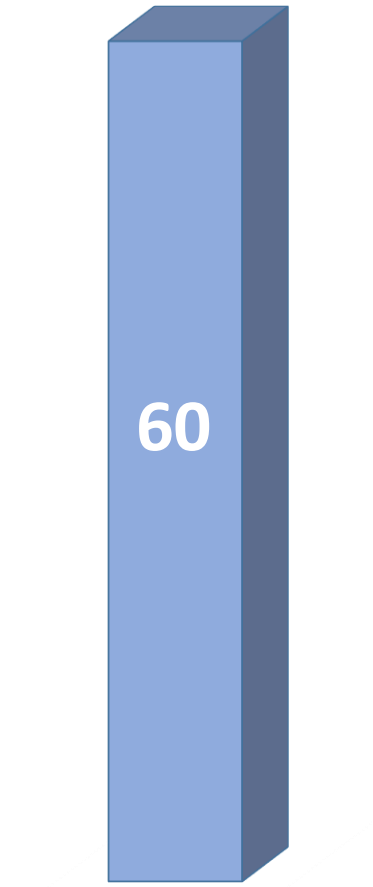
Incremental Growth of Indian Specialty chemicals



Financial Performance & Financial Statements

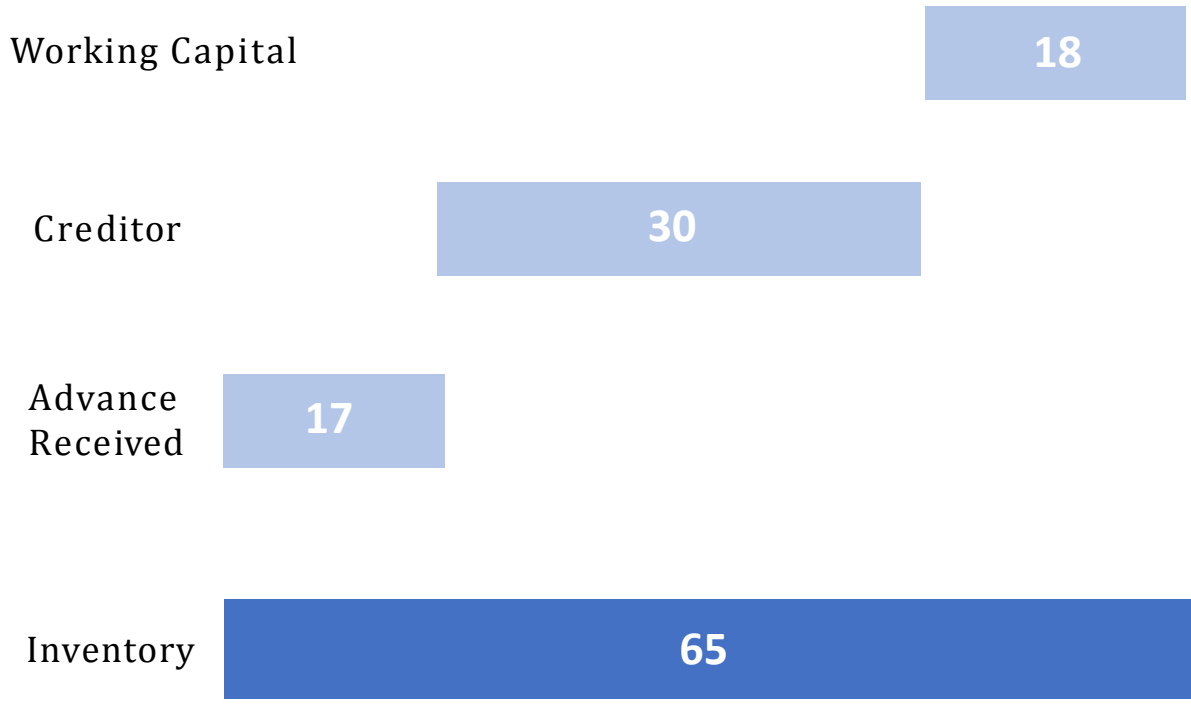
Order Book Position

Order Book Position (Rs. In Cr)

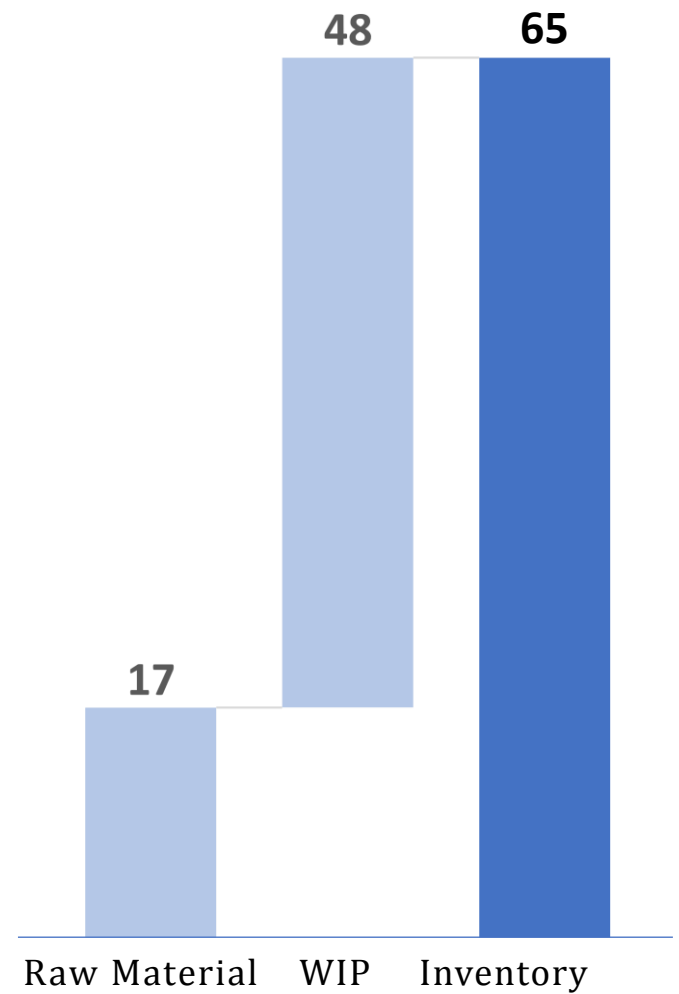


as on 31.3.2022

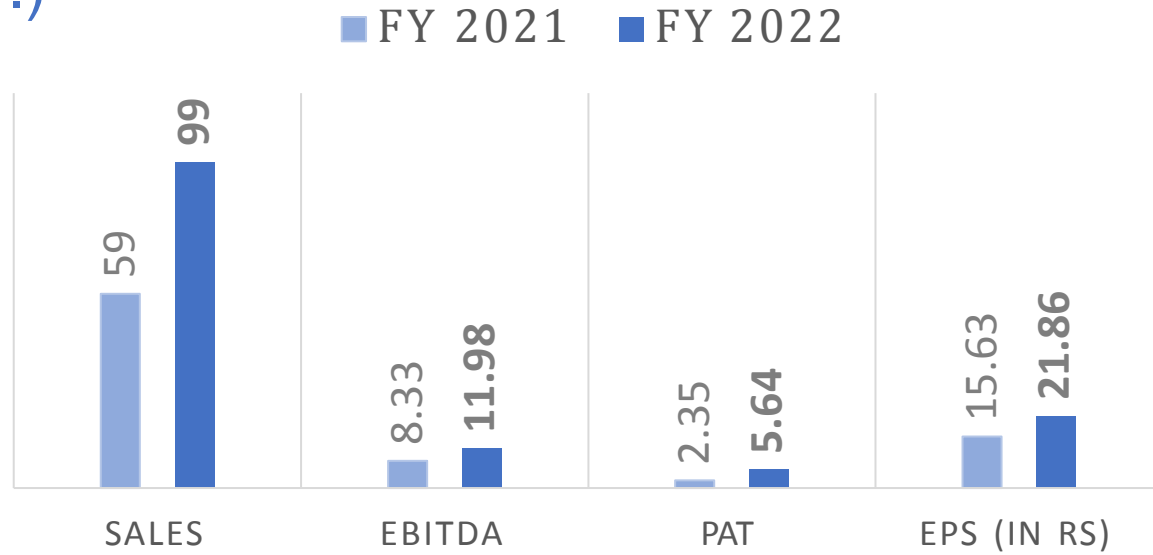
Working Capital Break - up (Rs. In Cr.)



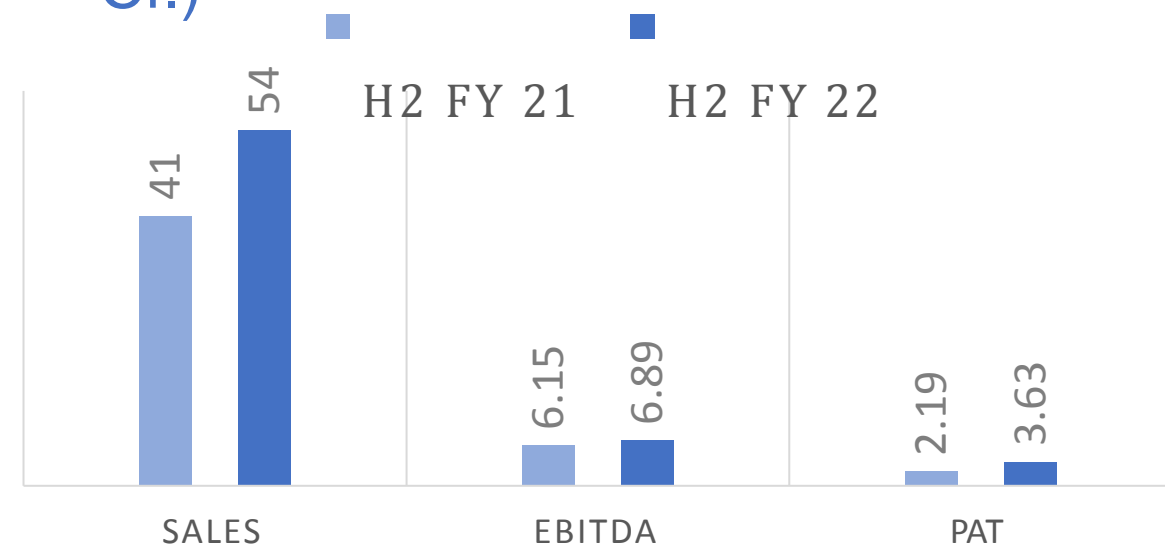
Inventory Break - up (Rs. In Cr.)



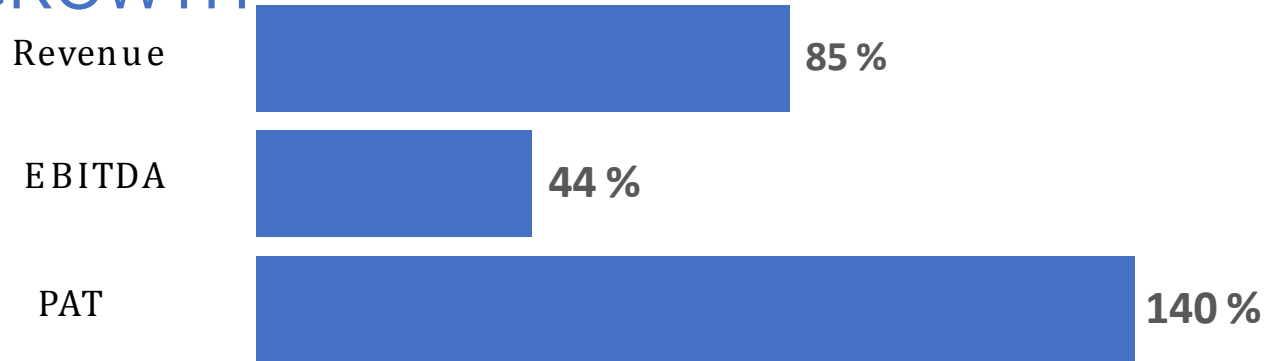
FY 22 PERFORMANCE (Rs. In Cr.)



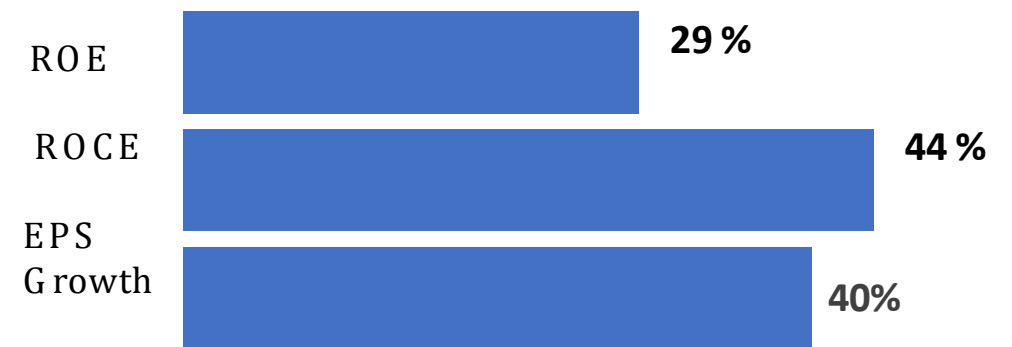
H2 FY 22 PERFORMANCE (Rs. In Cr.)



YEAR-ON-YEAR GROWTH



PERFORMANCE RATIOS





Revenue up 69 %



EBITDA up 44 %



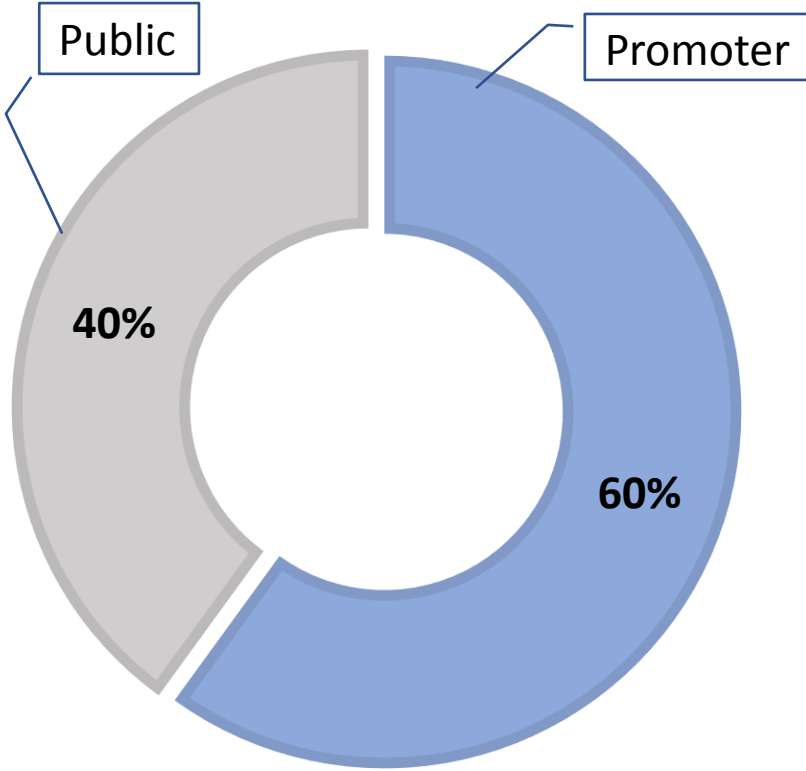
PAT up 140 %

Particulars (In Rs. Cr.)	H2 FY 21	H2 FY 22		FY 21	FY 22	Y-O-Y
Revenue From Operation	40.91	52.97		59.41	99.42	
Other Income	0.04	0.91		0.13	1.05	
Total Revenue	40.95	53.89		59.54	100.47	69%
Total Raw Material Consumed	31.29	42.66		45.53	80.79	
Employee Expenses	1.87	1.86		2.33	3.39	
Other Expenses	1.63	2.47		3.35	4.30	
EBIDTA	6.16	6.89		8.33	11.98	44%
Depreciation	0.47	0.41		0.92	0.81	
EBIT	5.68	6.47		7.40	11.17	51%
Finance Cost	1.94	1.55		3.45	3.32	
Profit before Tax	3.74	4.93		3.95	7.85	128%
Tax	1.04	1.30		1.09	2.21	
Prior Period Items	0.51	--		0.51	--	
Profit after Tax	2.19	3.63		2.35	5.64	140%
PAT Margin %	5.34%	6.73%		3.95%	5.61%	

Balance Sheet as on : 31st March 2022

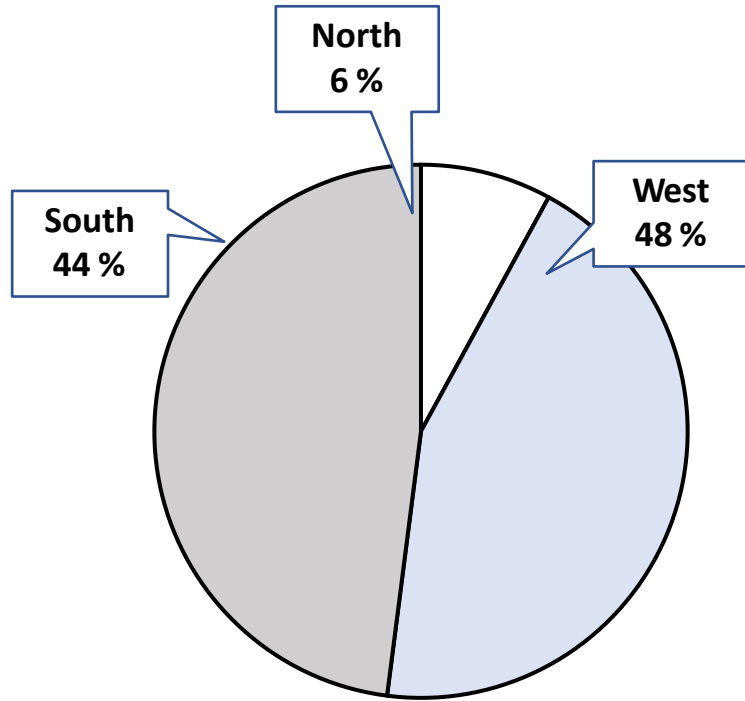
Particulars (In Rs. Cr.)	FY 2021	FY 2022
Fixed Assets	10.98	10.46
Non - Current Investment	2.34	3.24
Inventories	48.51	67.35
Trade Receivables	3.69	4.65
Other Current Assets	7.02	7.83
Total Assets	72.54	93.53
Net Worth	9.71	19.33
Debt	29.64	28.09
Provisions	2.51	1.15
Trade Payable	20.38	36.50
Other Current Liabilities	10.30	8.46
Total Equity and Liabilities	72.54	93.53

Shareholding Pattern



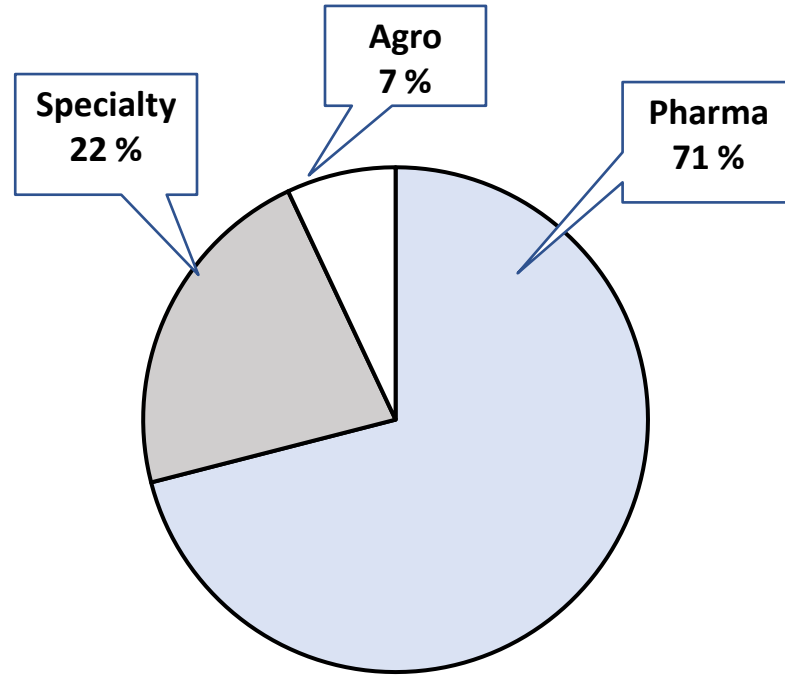
De-risking Business

Region - wise sales break up



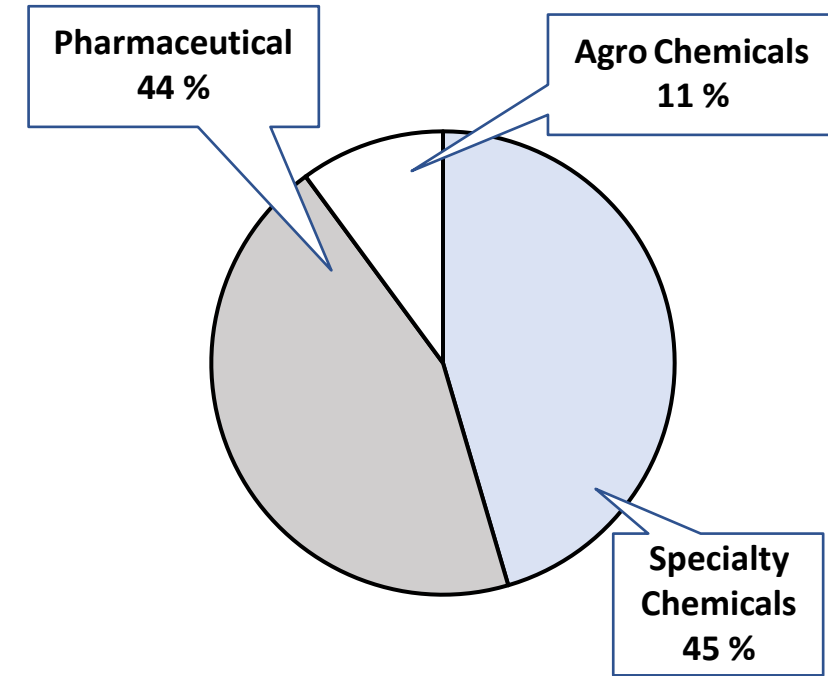
West and South contribute 92 % of our sales. Pharmaceuticals and Specialty contribute 89 % of our sales

Industry Wise Order book breakup

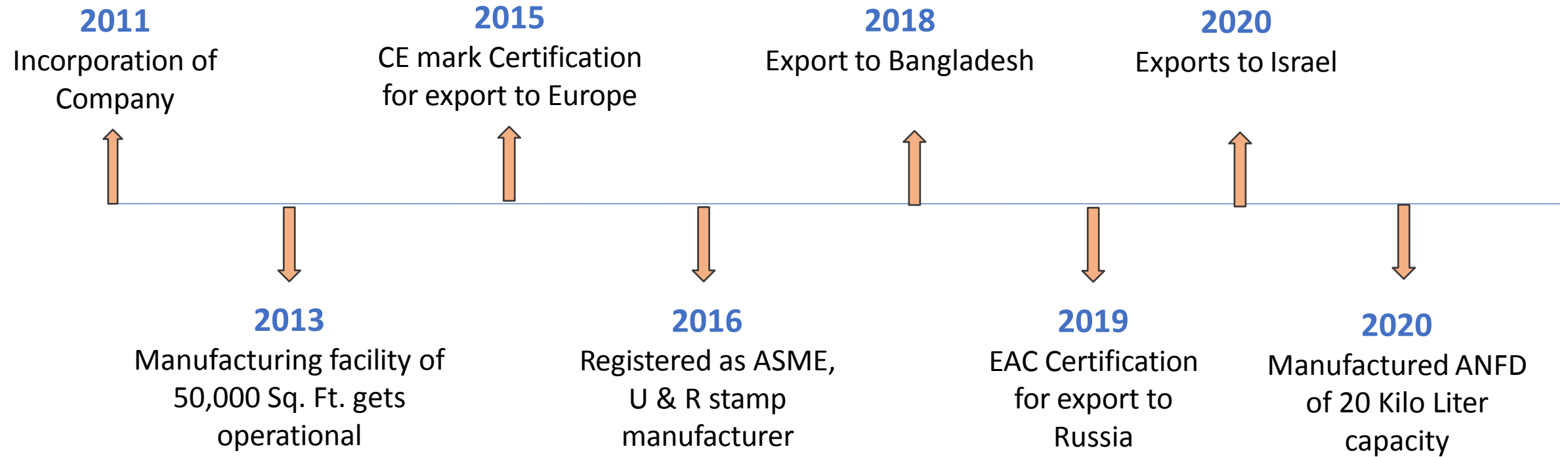


Our customer's are spread across all the chemical industry; Pharmaceutical API contribute major order book

Industry - wise sales break up



Evolution of the company



Executive Directors

Prakash Lade

He is the Chairman of the board. He has experience of over 40 Years in engineering Design, Production and services.

Rohan Prakash Lade

He's Managing Director of our Company. He has experience of over 15 years in Production and services related to our business. He is entrusted with the responsibility of overall management and operations, planning and executing the strategies of our Company. He looks after administration of the business with the support of professional executives and reports to the Board of the Company.

Professional Team

Inspection Engineer

Total Experience : 6 years

Associated with the company for over 3 years

Design Engineer

Total Experience : 20 years

Associated with the company for over 4 years

Sr. Production Engineer

Total Experience : 8 years

Associated with the company for over 5 years

Strategic Advisor

Total Experience : 25 years

Associated with the company for over 9 years

**General Manager -
Purchase**

Total Experience : 14 years

Associated with the company for over 12 years

**General Manager -
Sales**

Total Experience : 22 years

Associated with the company for over 1 years

Chief Financial Officer

Total Experience : 22 years

Associated with the group company for over 9 years

Company Secretary

Total Experience : 1 year

Associated with the company for over 1 year

Product Engineering

Pilot Plant - Our company has developed custom made lab scale pilot plant of 2 – 25 liters which are developed first time in India. These pilot plant enables customers to conduct through trial at their production site.

Design & Engineering capabilities

- Design and engineering team of well experienced engineers.
- Operate an integrated 3D CAD/CAM platform for efficient product lifecycle management and error free designs.
- Implemented advanced design codes for quick turn around time and high degree of customizability.
- Proficient in all global design codes & standard.

Manufacturers of widest range of Filters & Dryers

Filtration

- Agitated Nutsche Filters
- Roto Cone Vacuum Filters
- Kilo-lab Filters & Dryers

Dryer

- Agitated Nutsche Dryer
- Rotary Vacuum Paddle Dryer
- Roto Cone Vacuum Dryer
- Plough Shear Mixer Dryer
- Cone Mixer Dryer
- Agitated Vacuum Pan Dryer
- Spherical Dryer

Exotic Metal Fabrication

- Equipment's in the range of exotic alloys & composite material such as Hastelloy etc.

Way Forward

The company has been developing export market for the past few years, where we have been participating in various exhibition and providing demonstrations of our machines to clients.

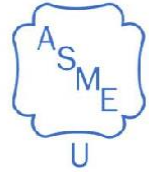
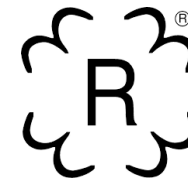
The company has got strong client base in India like Dr. Reddy's Laboratories Ltd., Intas Pharmaceuticals Ltd., Jubilant Life Sciences Ltd., Lupin Ltd., Cipla Ltd., Wockhardt Ltd., Biocon Ltd., Ajinomoto Bio-Pharma, Gharda Chemicals Ltd., PI Industries, SRF Ltd. & many others.

In current financial year 2022-2023 we bagged major order from Bangladesh. As an export around of Rs.22 Crores, and also from Canada around Rs.3 Crores in the beginning of the April 2022.

For financial year ended March 2022, the company has achieved total Revenue of Rs.99.45 Crores. with PAT of Rs.5.6 Crores. We can expect that, in Financial year ended March 2023, the revenue will be around Rs.125 Crores to Rs.130 Crores with PAT of Rs.12 Crores.

Our company is having required approvals which makes us eligible to export our equipment's to North American market. We have bagged our first export order from that country.

Accreditations



ASME Accreditations

Authorized to produce pressure vessel by using ASME 'U', 'NB' and 'R' Stamp & Temp 'C' for pressure vessel.



CE Compliance

Designing and manufacturing in compliance with CE and ATEX as per Pressure directives.



EAC Certification

Authorized to manufacture pressure vessel in Conformity with Eurasian "CU TR" for pressure vessel

Marquee Client Relationships

