



ISO : 14001 : 2015  
ISO : 18001 : 2007



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.  
Phone : 91-0251-2873335/36/38  
Website : www.bewltd.com  
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bifriends@bew.net.in /  
bifriendsengg@gmail.com

Tuesday, 11 October 2022

To,  
General Manager,  
National Stock Exchange of India Ltd.,  
Exchange Plaza, Plot No.C/1, G Block  
Bandra-Kurla Complex, Bandra (E),  
Mumbai: 400051.

**NSE Symbol: BEWLTD**

**ISIN: INE0HQI01014**

**Sub: Intimations under Regulation 30 SEBI (Listing Obligations and Disclosure Requirements), Regulation, 2015 -Investor Presentation of BEW Engineering Limited ("the Company")**

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Dear Sir/Madam,

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/index.html>

You are requested to take note of the same.

**Your Sincerely**  
**For BEW Engineering Limited**

**Prasad Khopkar**  
**Company Secretary & Compliance Officer**  
**+91 251 287 3335**

Enclosure: Investor Presentation.

**BEW Engineering Ltd.**



**INVESTOR  
PRESENTATION  
OCTOBER 2022**

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## About the company



1	Manufacturer of critical process equipment for pharmaceutical and chemical industry	Revenue CAGR of 25% (FY 19 - FY 22)
2	Widest range of filters and dryers	EBITDA of Rs. 12 Cr (FY 22)
3	Repeat orders from marquee clients	PAT of Rs. 5.64 Cr (FY 22)
4	Operating in the industry with high entry barrier	Order book of Rs. 80 Cr (June 2022)
5	Experienced management team	
6	Order book from diversified end user industry	Order book CAGR of 23% (FY 19 - FY 22)

# Our products



# Indian Chemical Industry in a glance



India has one of the largest chemical market & is ranked sixth in world and fourth in Asia. India accounts for 2.5% of global chemical sales. More than 80,000 chemicals are manufactured in country which are consumed across various end industry.

More than 80,000  
Chemicals are  
manufactured

Contribute ~ 1.4 % to  
the National GVA

Contribute ~ 8.8 % to  
the National  
Manufacturing GVA

Industry size USD 178  
Bn in 2020 expected to  
reach USD 300 Bn by  
2025

Contribute 11 % to  
India's export

Employs  
Two Million people

Sixth in the world &  
Fourth in Asia for  
chemicals sales

Specialty chemicals  
account for more than  
50% of chemicals  
export

Third largest  
consumer of polymer  
globally

Fourth largest  
producer of  
Agrochemicals globally

Second largest  
manufacturer &  
exporter of dyes

# Positive Industry outlook

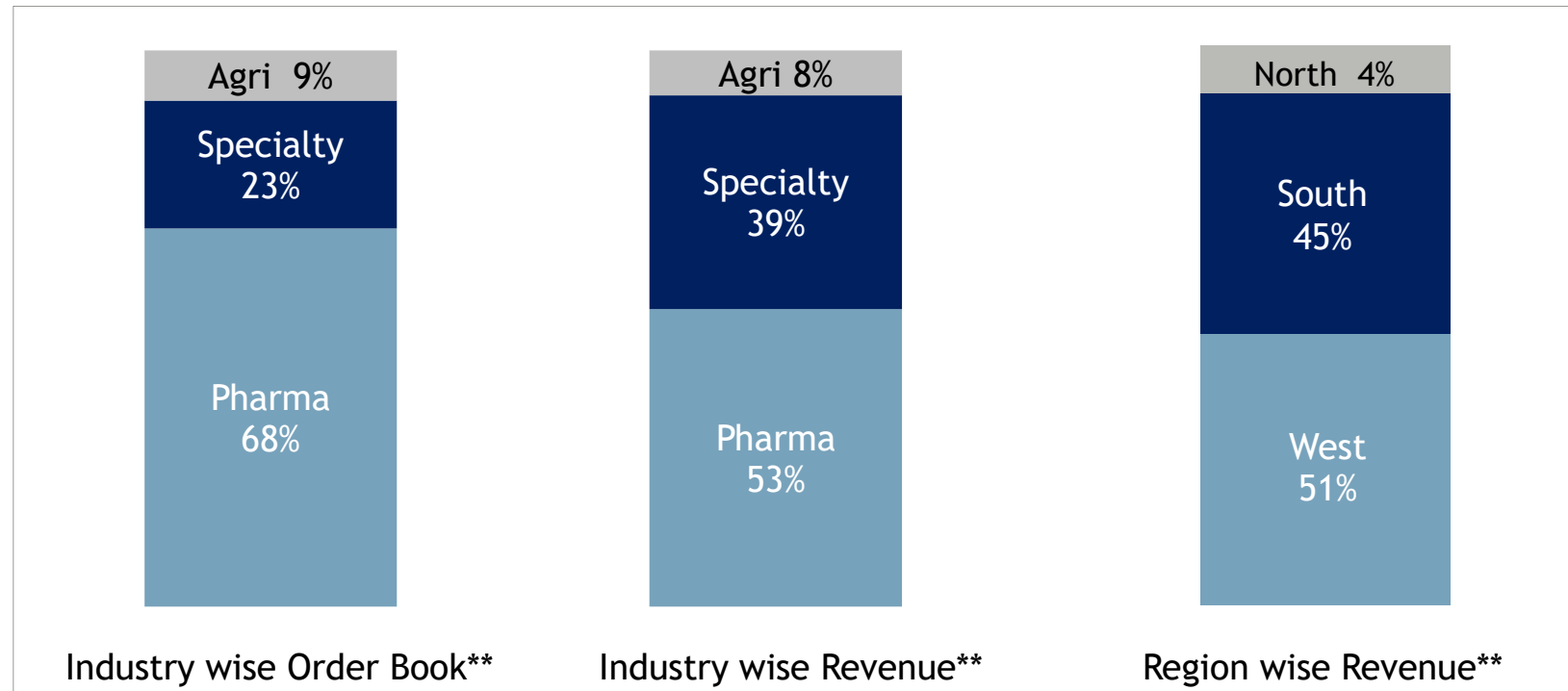


## PHARMA CHEMICALS (53%)\*

- Government of India's impetus
- Domestic market to grow at CAGR of 10% till 2030
- Export potential
- Manufacturing edge

## SPECIALTY & AGRO CHEMICALS (47%)\*

- Policy support
- Domestic market to grow at strong CAGR
- Reshoring from China



# 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 Pharmaceuticals 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 Pharmaceuticals 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. 3000 Cr for construction of common infrastructure facility in 3 bulk drug park with minimum limit of Rs. 1000 Cr. each



### Proposer

Shall be state government who can make only one proposal for Bulk Drug park under the scheme having at least 1000 acres for hilly states minimum requirement is 700 acres



### Tenure of scheme

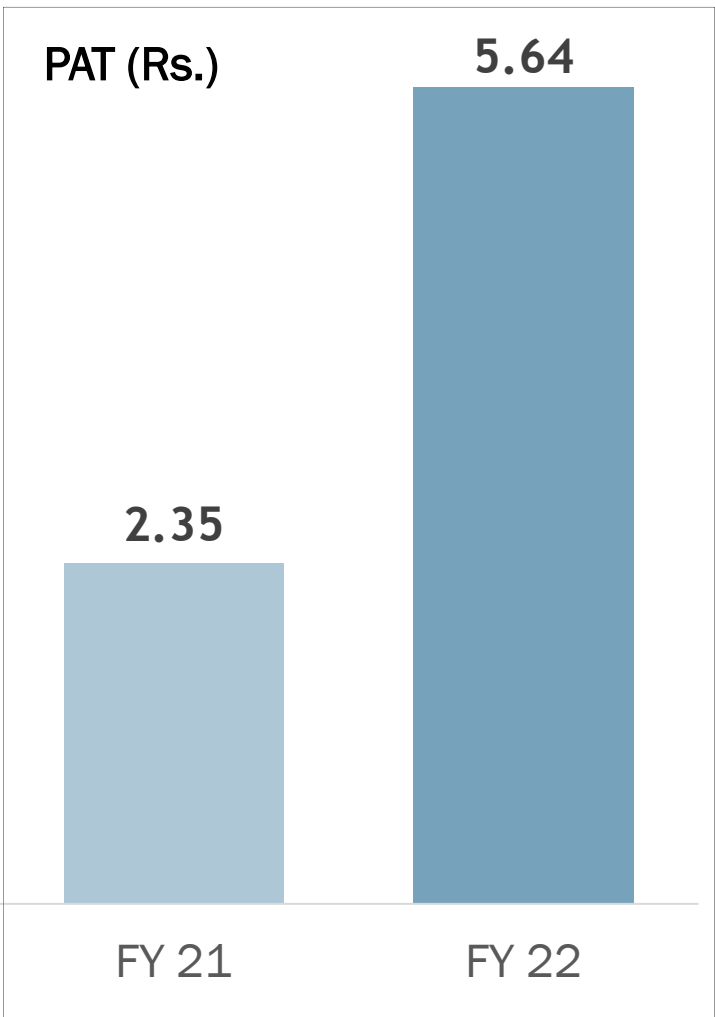
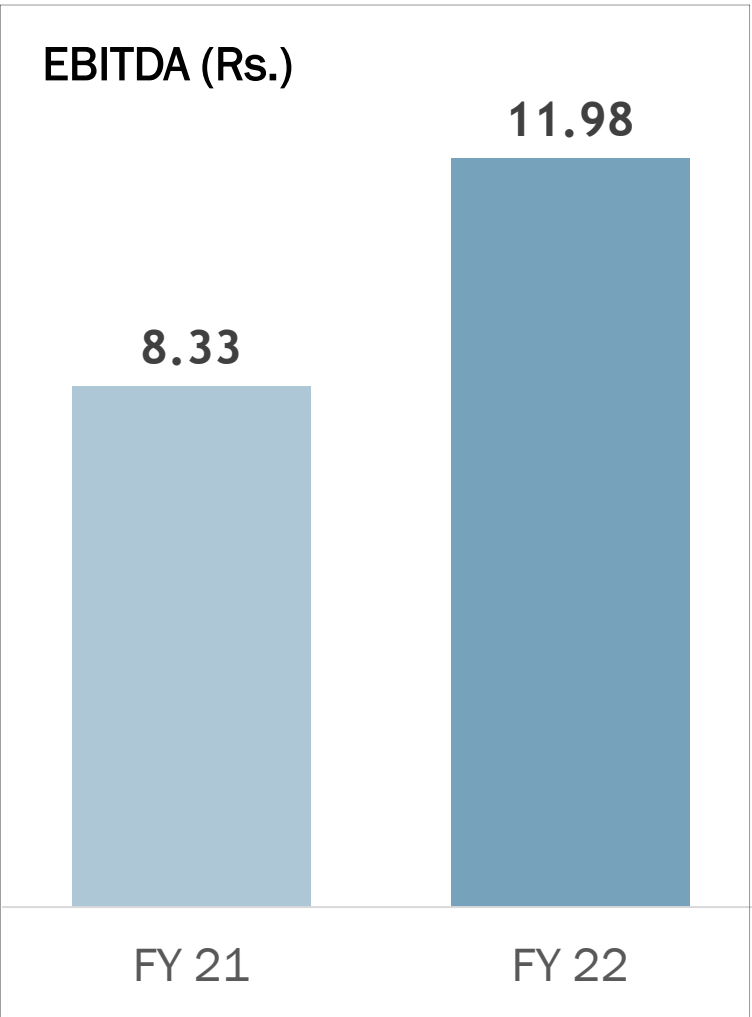
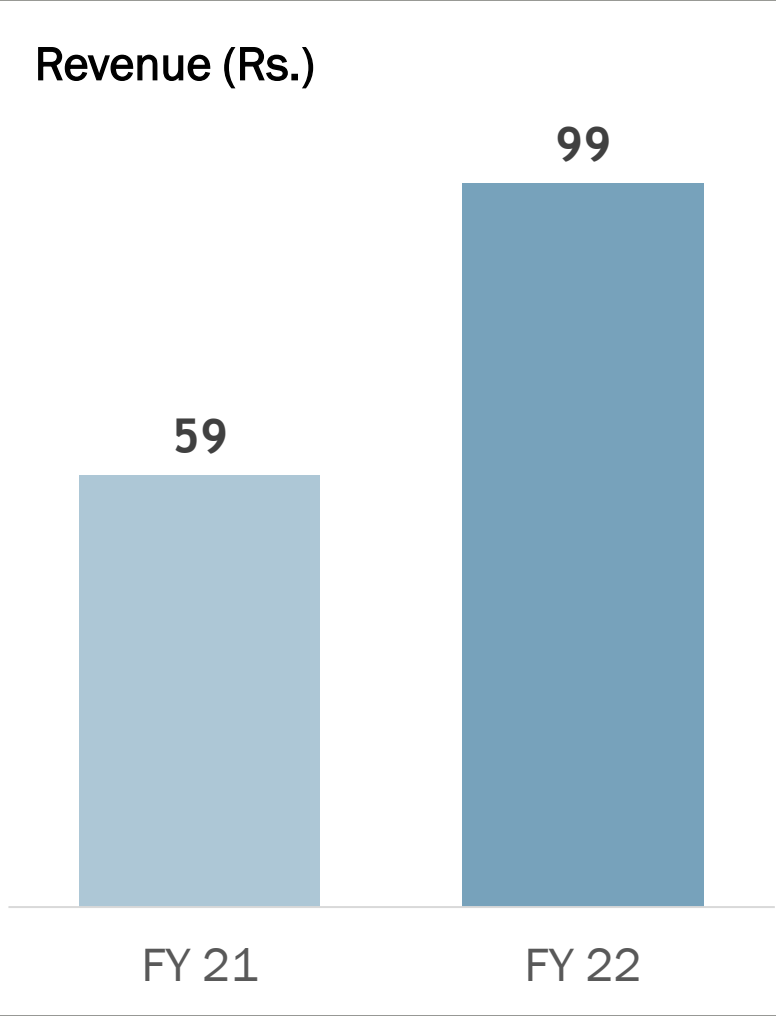
Tenure of the Scheme is from FY 21 - 25

# Manufacturing Facility

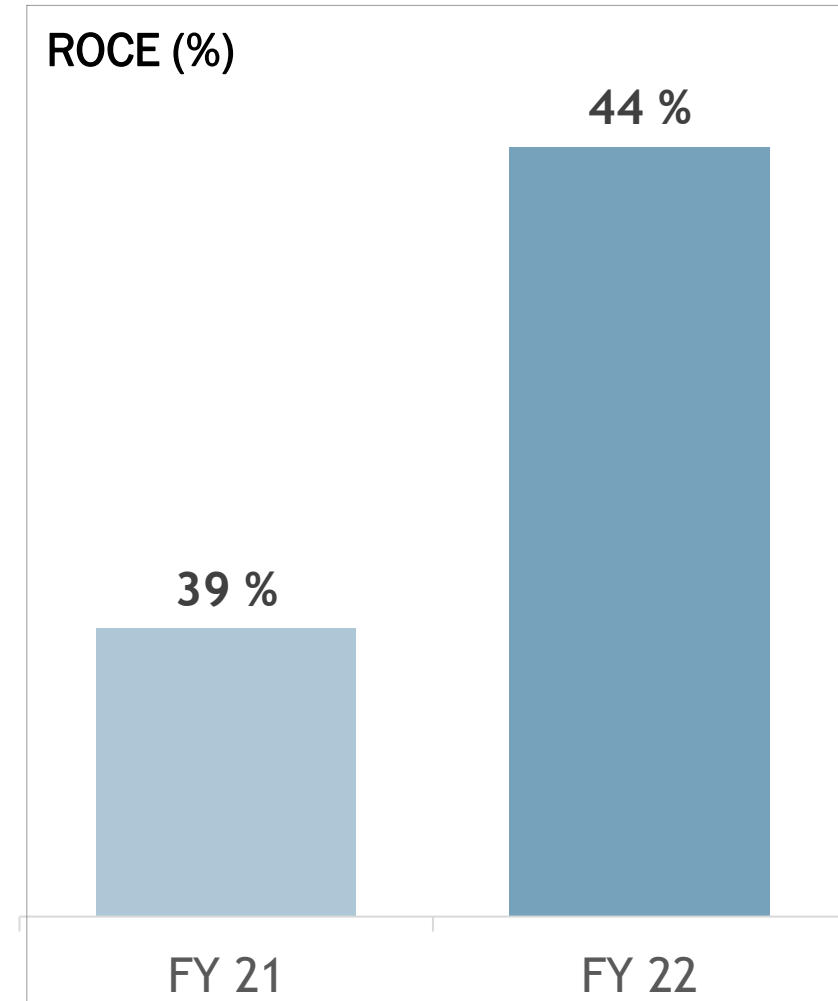
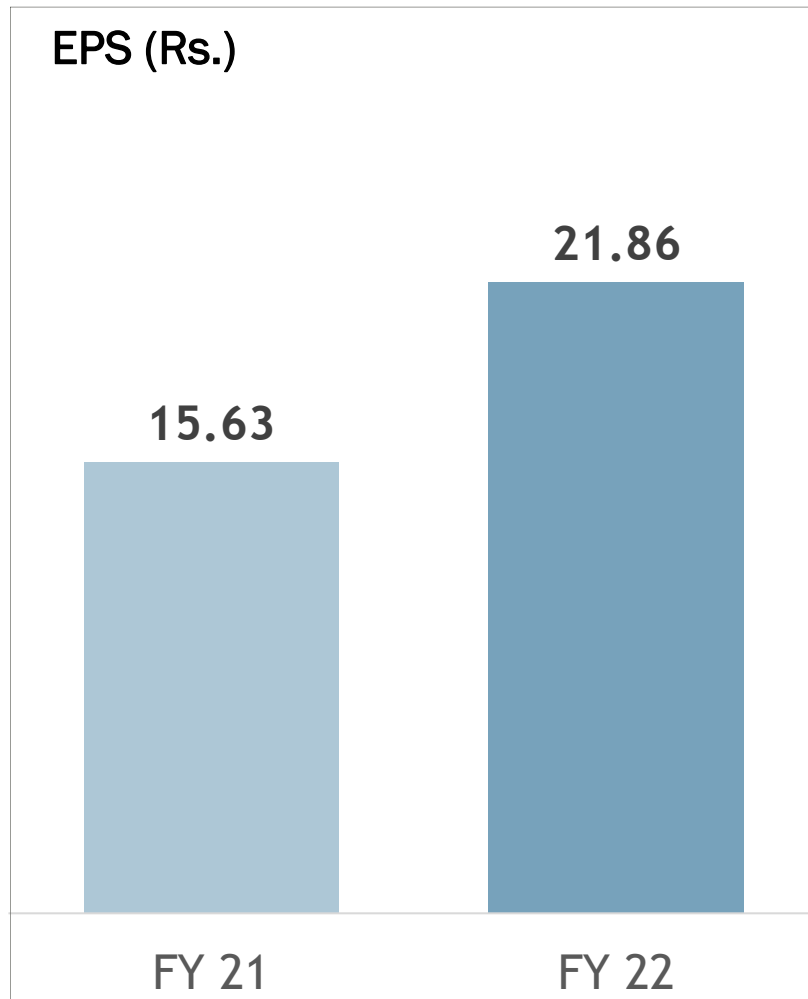
- Spread across 3655 m<sup>2</sup> area is an ASME accredited facility serviced by 14 EOT cranes
- Machine shop including Air plasma cutting, Rolling, VTL's, Boring machine
- Welding & welding rectifier machines and specialised tooling machines



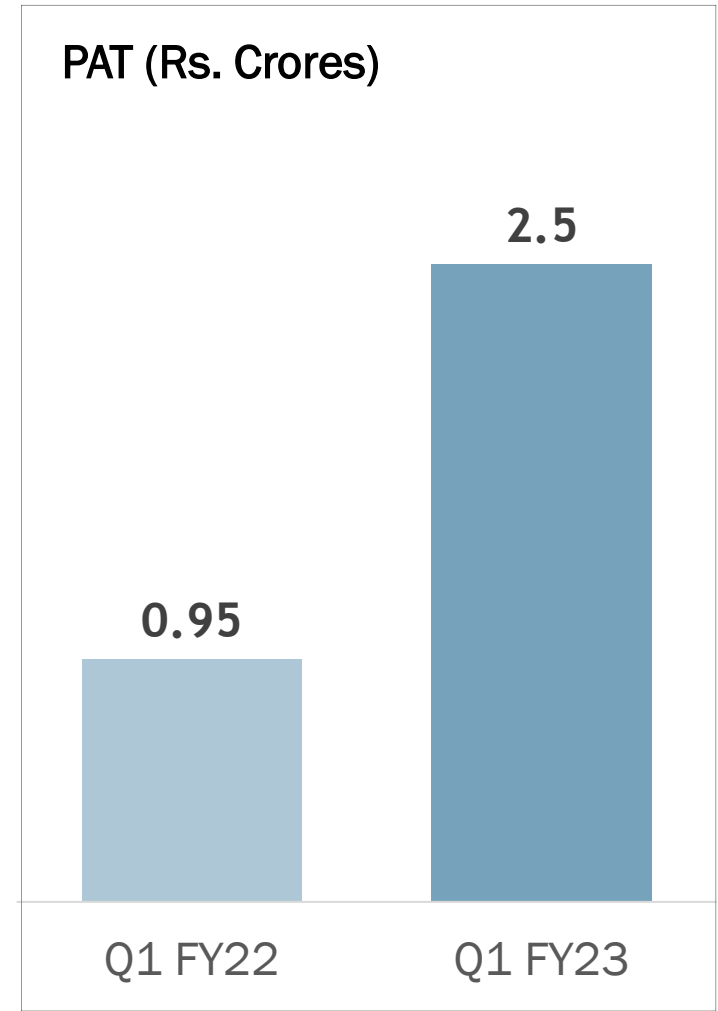
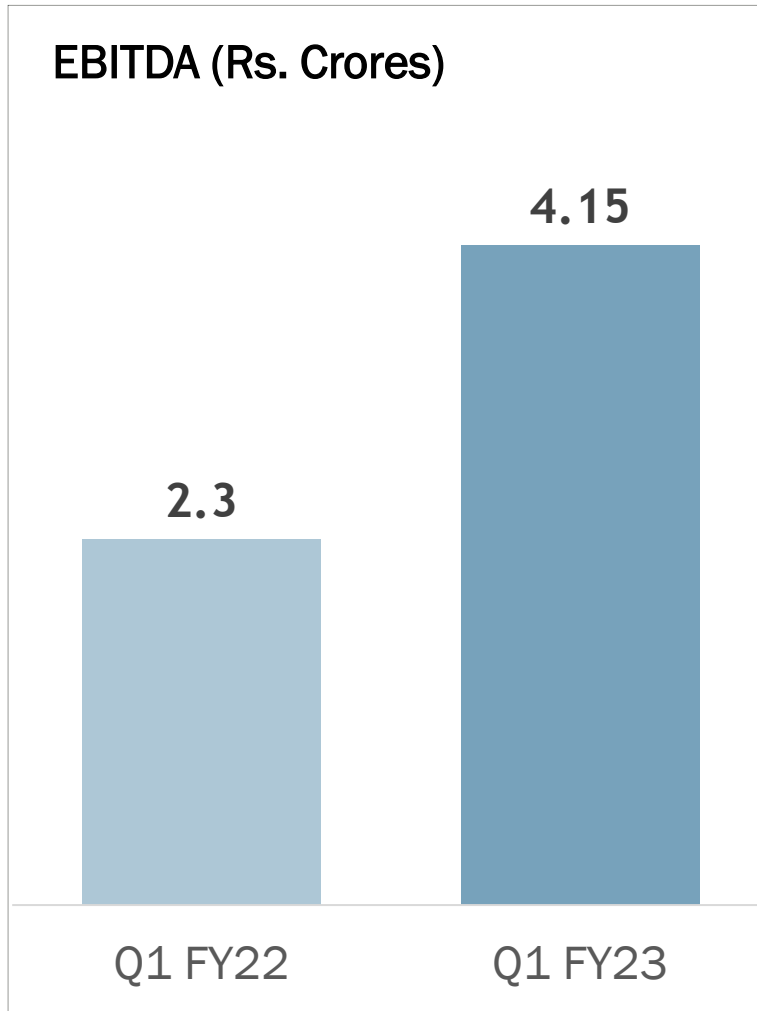
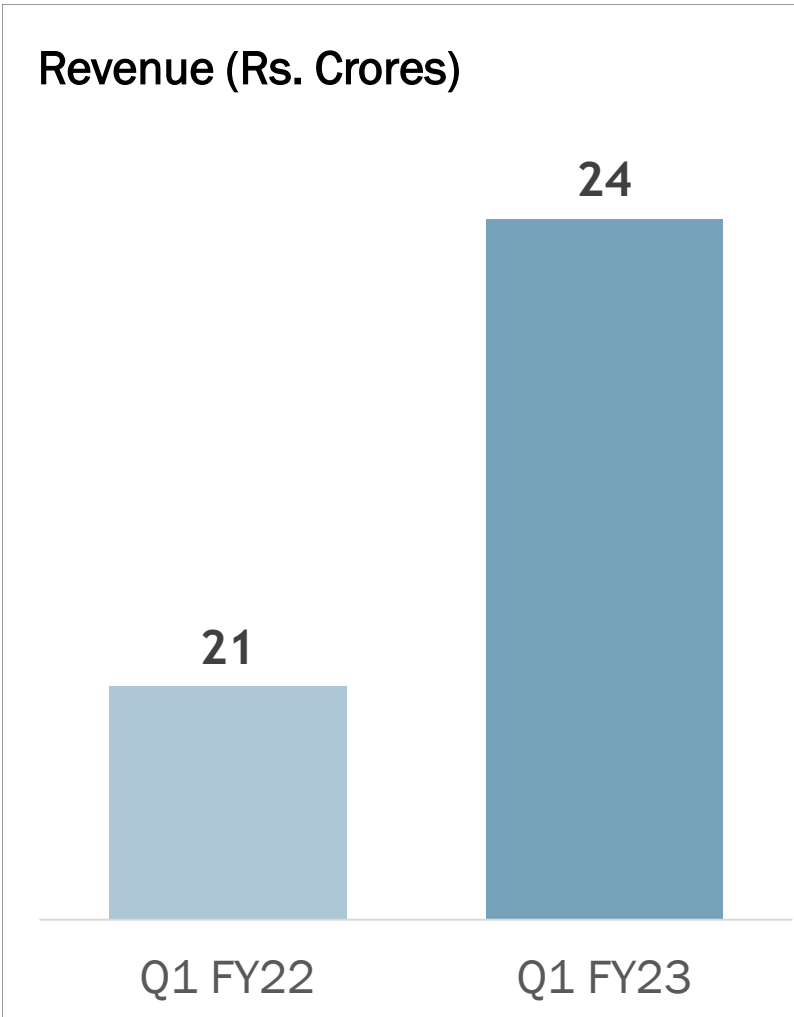
# Performance FY 21 & FY 22



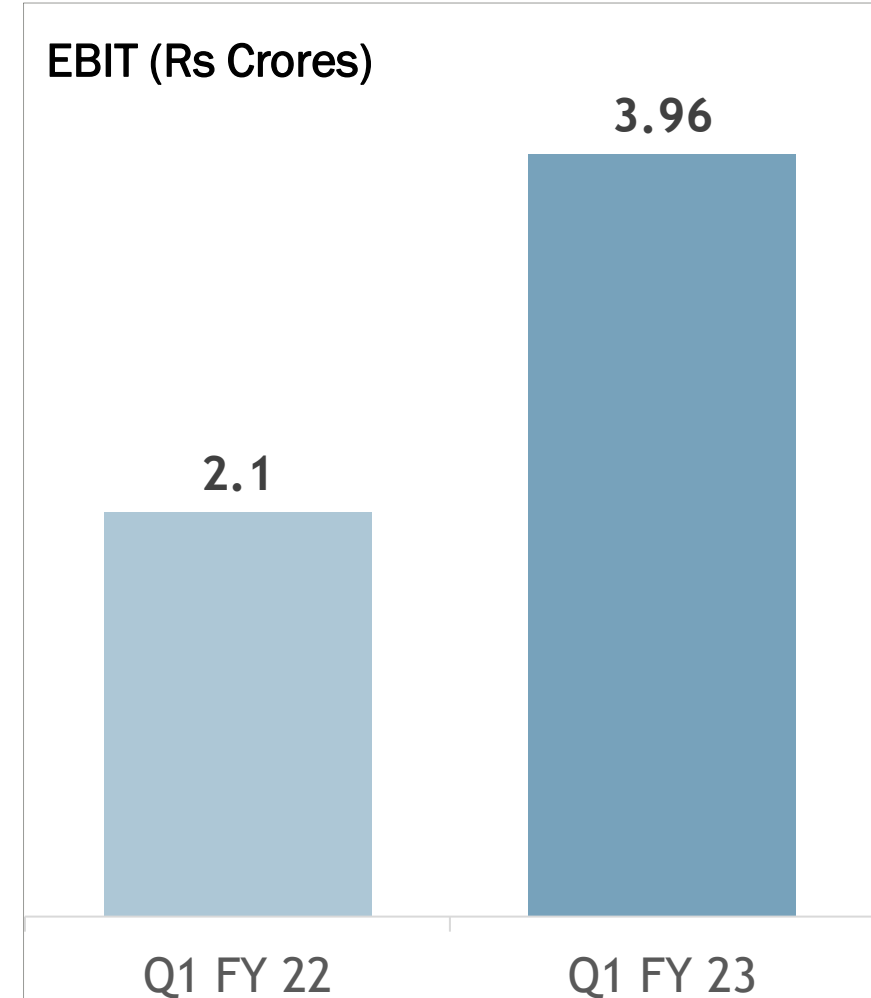
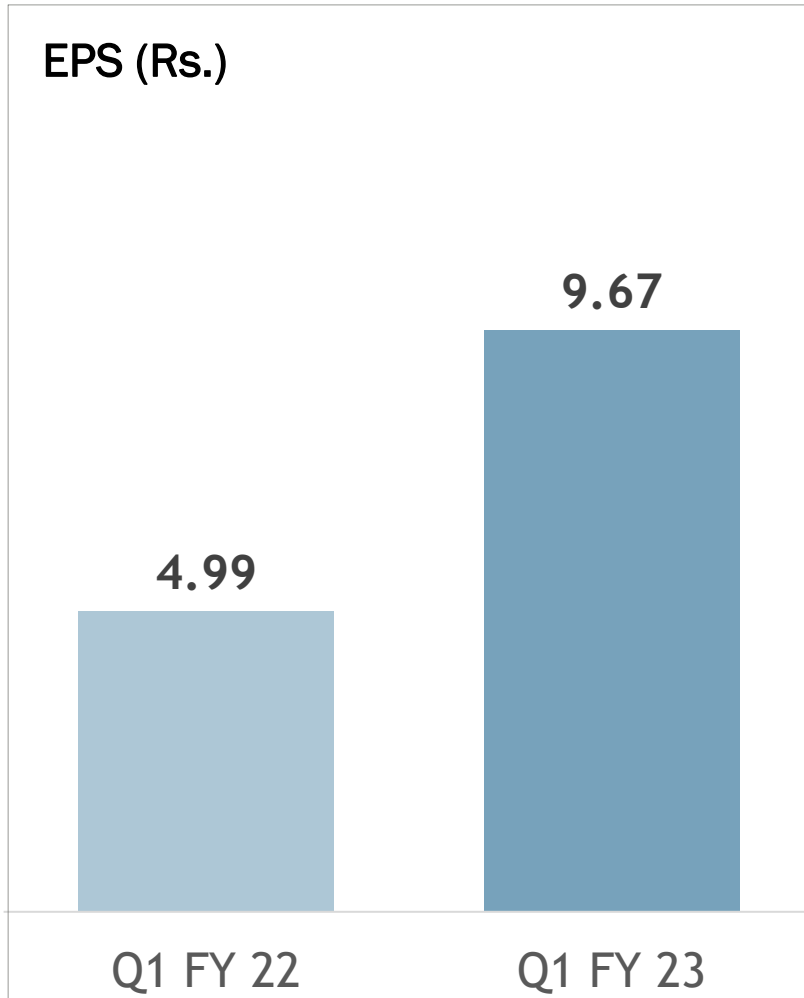
# Performance FY 2021 & FY 2022



# Performance Q1 FY22 & Q1 FY23



# Performance Q1 FY22 & Q1 FY23



# Guidance 2023

Revenue  
Growth 20%

We expect to grow our revenue by 20 % in current financial year.

EBITDA  
14 - 16%

Our EBITDA margin & PAT margin guidance will be at 14 - 16 % & 8 - 9% respectively due to better margin in our export orders.

PAT  
8 - 9%

## Executive Directors



### Prakash Lade

He's Chairman of the board. He has completed Diploma in Mechanical Engineering from Board of Technical Examinations, Maharashtra in 1970. He has experience of over 5 decades in engineering Design, Production and services.

### Rohan Prakash Lade

He's Managing Director of our Company. He has completed his Diploma in Mechanical Engineering from Maharashtra State Board of Technical Education in 2005. 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.



# Selected Clients

