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ISO : 14001 : 2015

ISO : 18001 : 2007



**BEW ENGINEERING LIMITED**

ORIGINAL EQUIPMENT MANUFACTURERS OF PHARMACEUTICAL & CHEMICAL PROCESS MACHINERY.

Date: 03<sup>rd</sup> 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.”

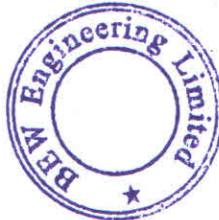
The above is for information and dissemination to the public at large.

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

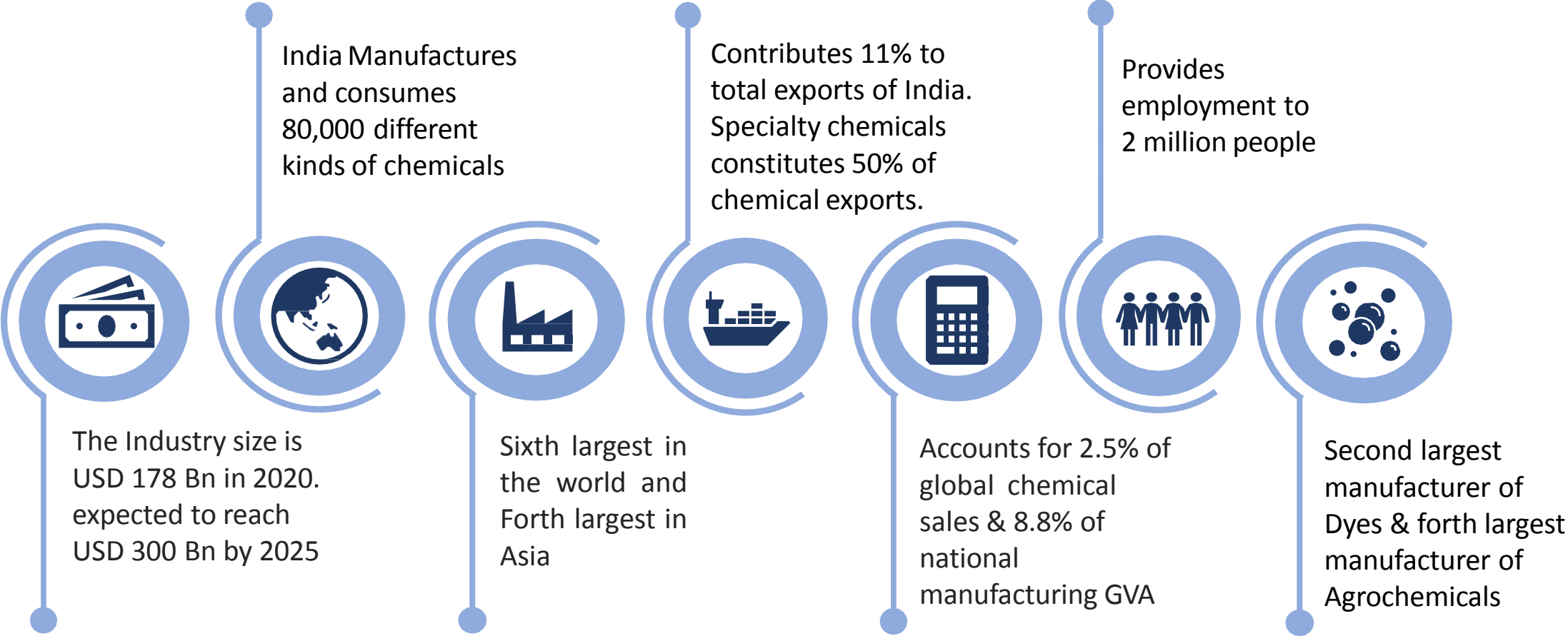
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# Indian Chemical Industry in a glance



# *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

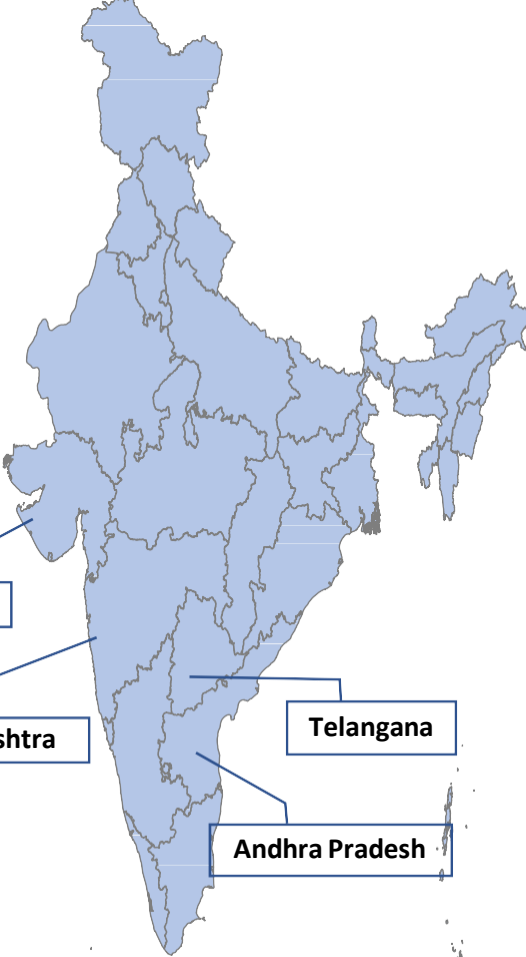


3 Bulk Drug Park with Common  
Infrastructure Facilities

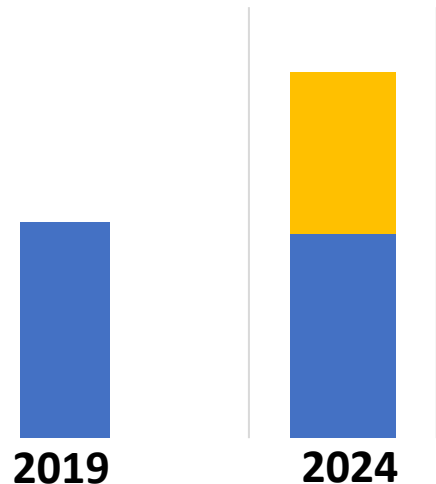
The API market will be Accelerating at a CAGR of over 6%



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

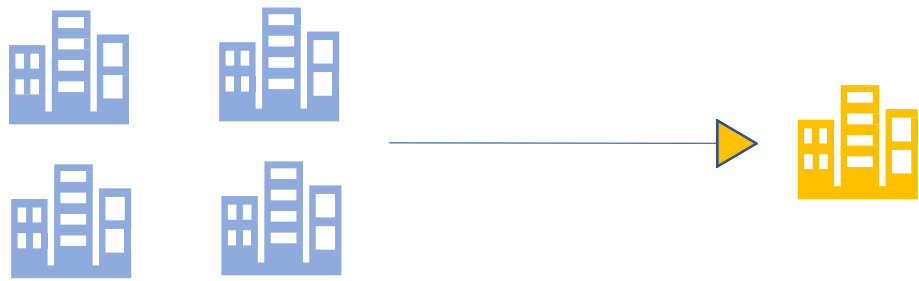


of the growth 66 % will come from Asia



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.

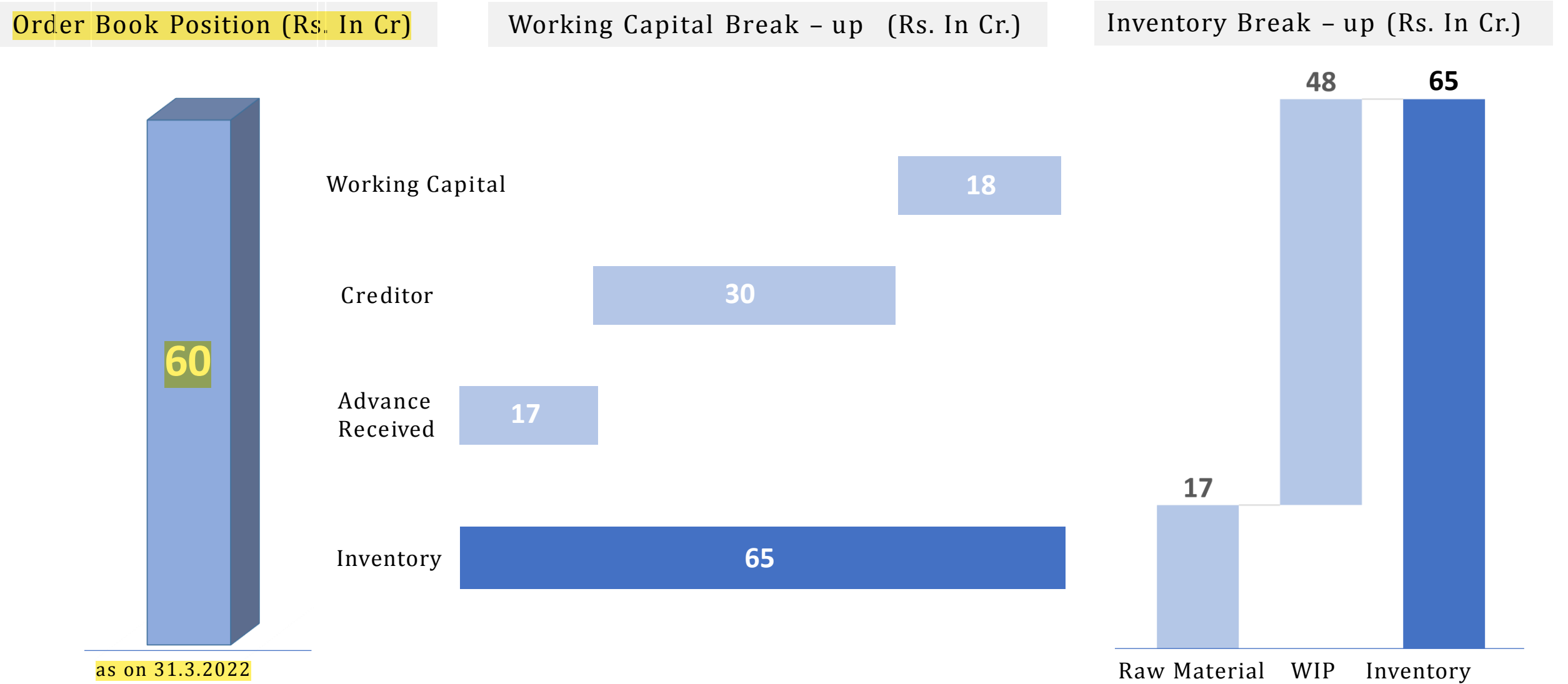
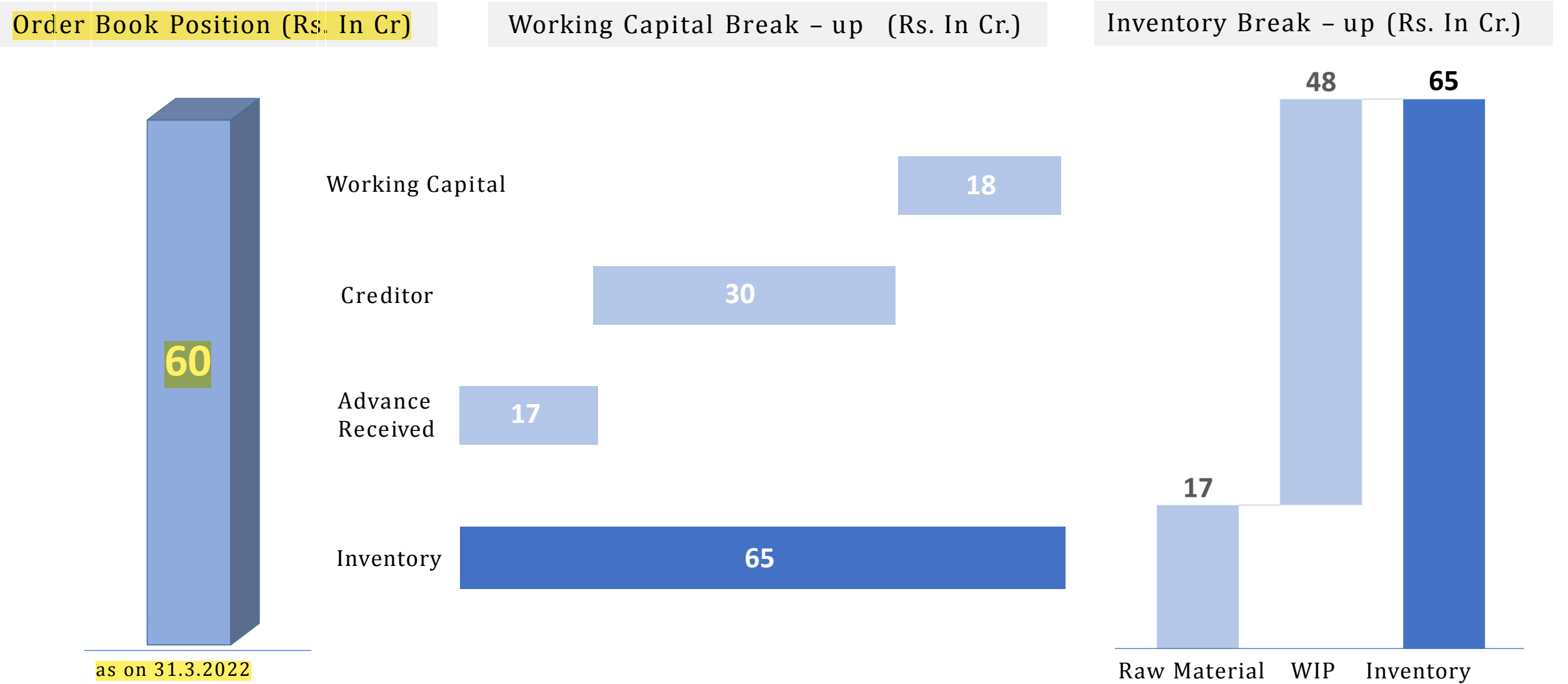
Incremental Growth of Indian Specialty chemicals



# Financial Performance & Financial Statements

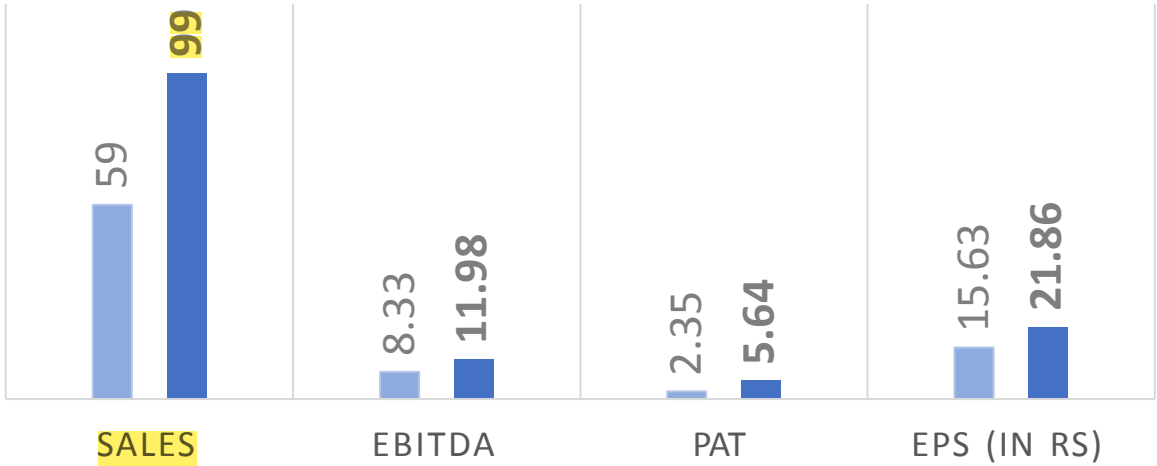


# Order Book Position



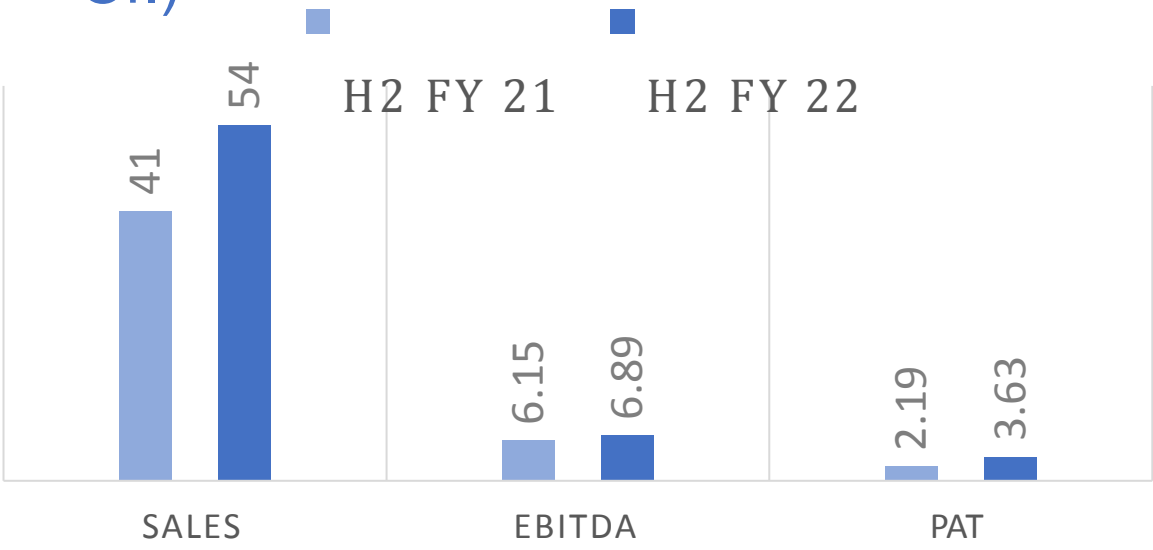
## FY 22 PERFORMANCE (Rs. In Cr.)

FY 2021    FY 2022

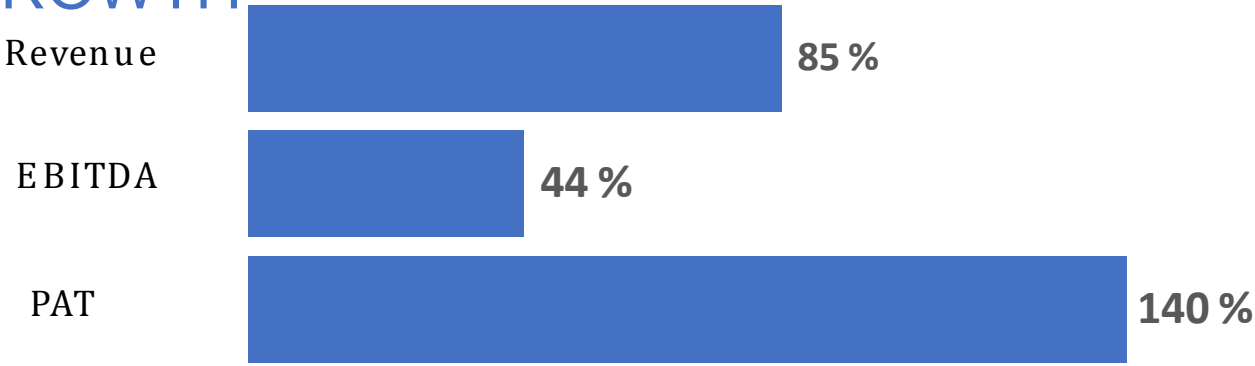


## H2 FY 22 PERFORMANCE (Rs. In Cr.)

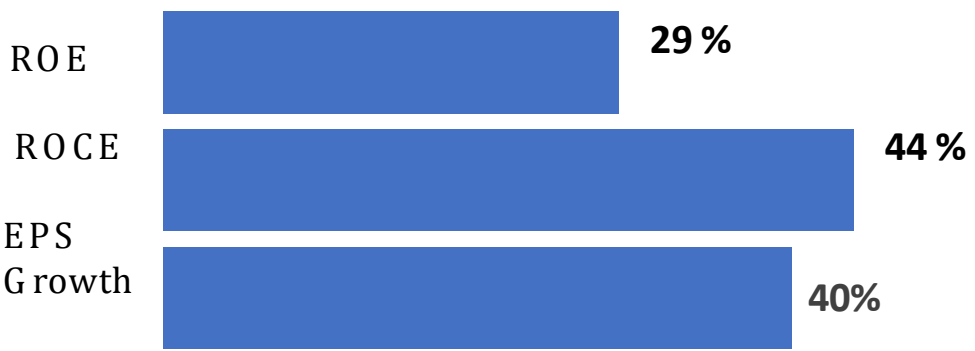
H2 FY 21    H2 FY 22



## YEAR-ON-YEAR GROWTH



## PERFORMANCE RATIOS





Revenue up 69 %



EBITDA up 44 %

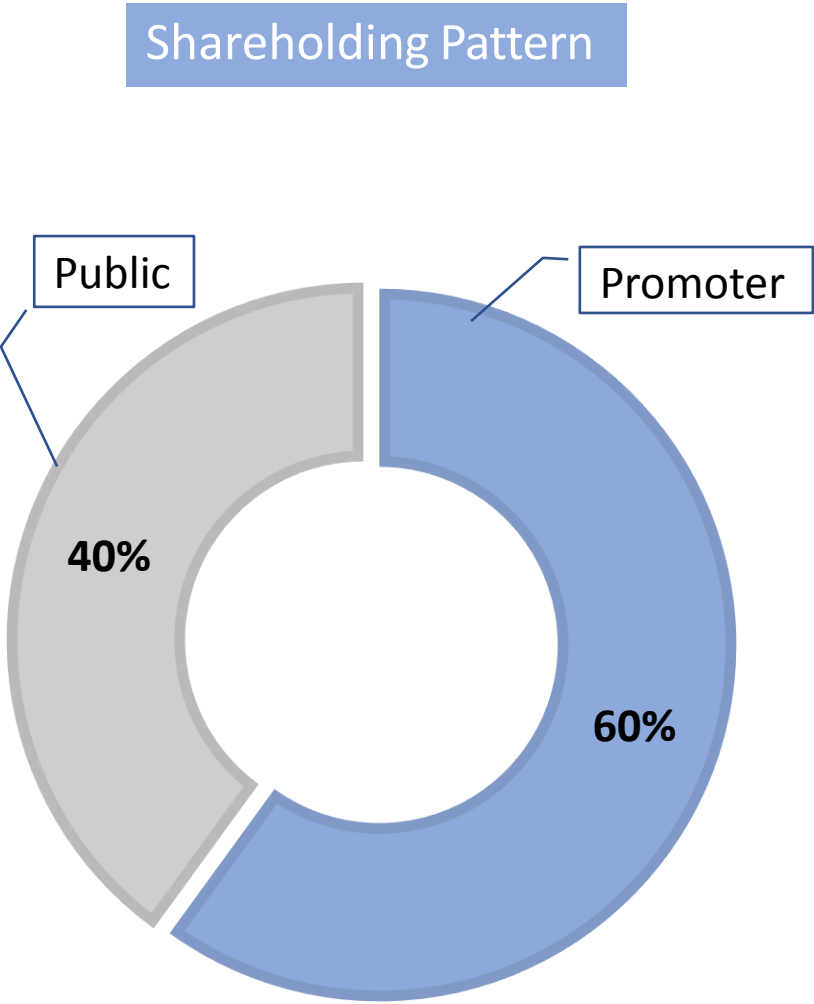


PAT up 140 %

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	
<b>Total Revenue</b>	<b>40.95</b>	<b>53.89</b>		<b>59.54</b>	<b>100.47</b>	<b>69%</b>
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	
<b>EBIDTA</b>	<b>6.16</b>	<b>6.89</b>		<b>8.33</b>	<b>11.98</b>	<b>44%</b>
Depreciation	0.47	0.41		0.92	0.81	
<b>EBIT</b>	<b>5.68</b>	<b>6.47</b>		<b>7.40</b>	<b>11.17</b>	<b>51%</b>
Finance Cost	1.94	1.55		3.45	3.32	
<b>Profit before Tax</b>	<b>3.74</b>	<b>4.93</b>		<b>3.95</b>	<b>7.85</b>	<b>128%</b>
Tax	1.04	1.30		1.09	2.21	
Proior Period Items	0.51	--		0.51	--	
<b>Profit after Tax</b>	<b>2.19</b>	<b>3.63</b>		<b>2.35</b>	<b>5.64</b>	<b>140%</b>
PAT Margin %	<b>5.34%</b>	<b>6.73%</b>		<b>3.95%</b>	<b>5.61%</b>	

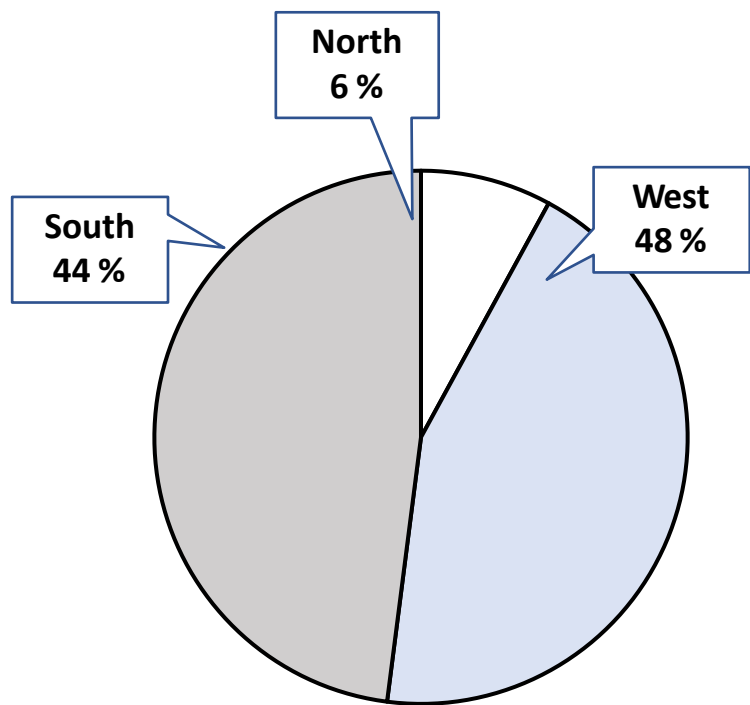
Balance Sheet as on : 31st March 2022

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
<b>Total Assets</b>	<b>72.54</b>	<b>93.53</b>
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
<b>Total Equity and Liabilities</b>	<b>72.54</b>	<b>93.53</b>



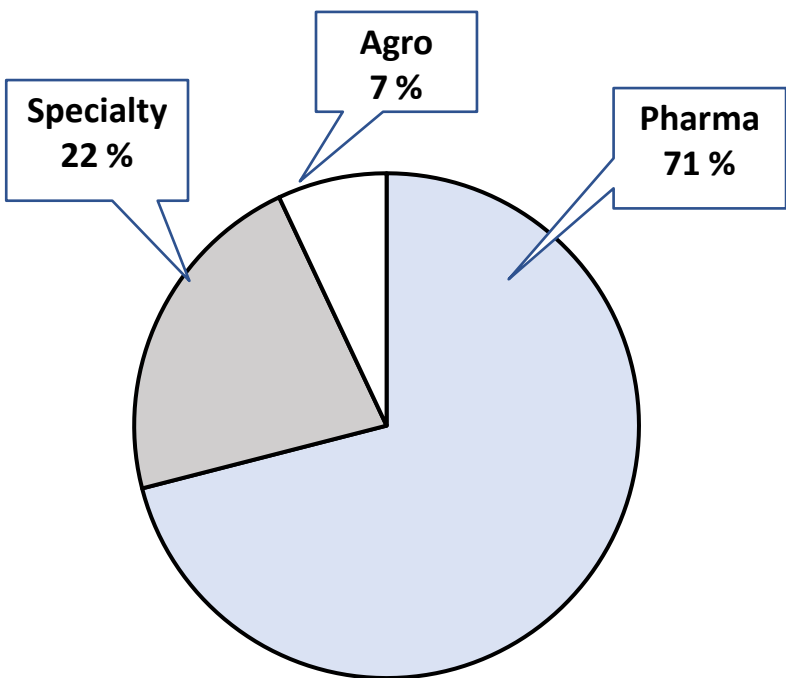
# De-risking Business

Region - wise sales break up



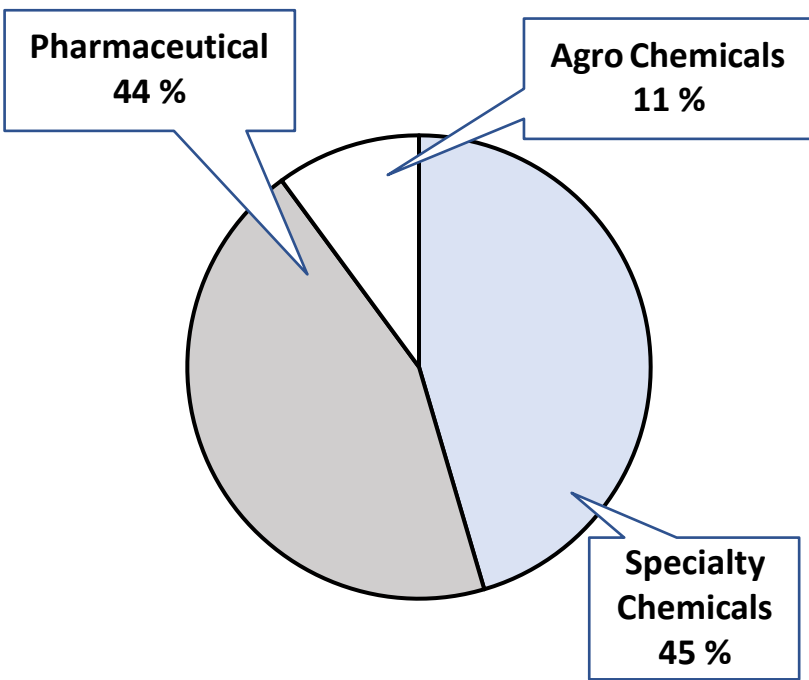
West and South contribute 92 % of our sales. Pharmaceuticals and Specialty contribute 89 % of our sales

Industry Wise Order book breakup

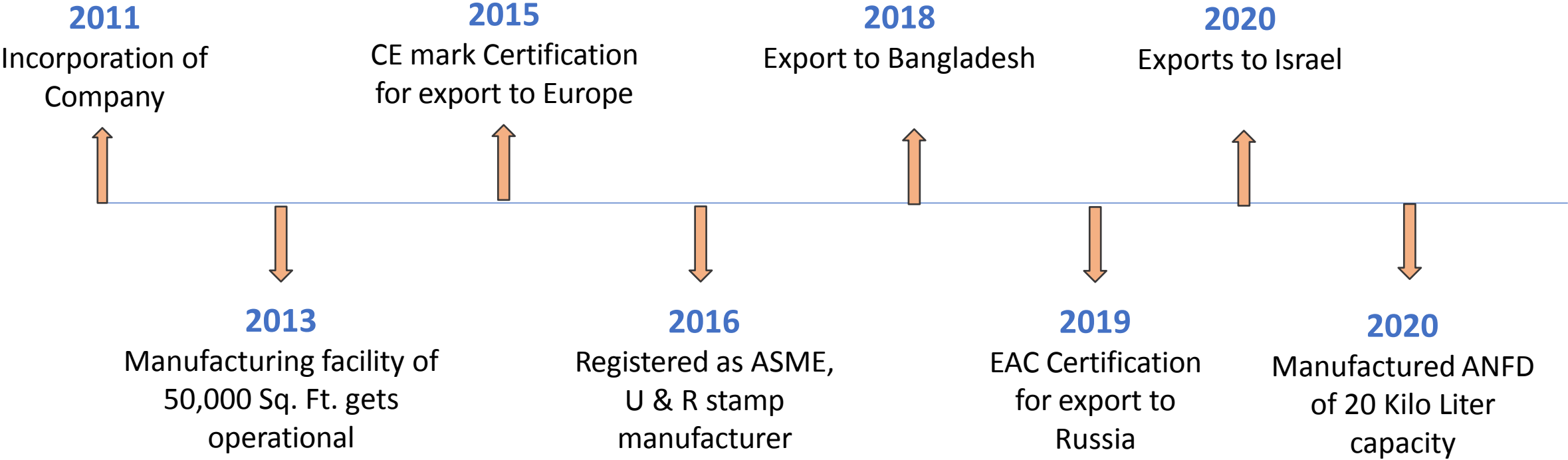


Our customer's are spread across all the chemical industry; Pharmaceutical API contribute major order book

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

<b>Inspection Engineer</b>	<b>Design Engineer</b>	<b>Sr. Production Engineer</b>	<b>Strategic Advisor</b>
Total Experience : 6 years	Total Experience : 20 years	Total Experience : 8 years	Total Experience : 25 years
Associated with the company for over 3 years	Associated with the company for over 4 years	Associated with the company for over 5 years	Associated with the company for over 9 years
<b>General Manager - Purchase</b>	<b>General Manager - Sales</b>	<b>Chief Financial Officer</b>	<b>Company Secretary</b>
Total Experience : 14 years	Total Experience : 22 years	Total Experience : 22 years	Total Experience : 1 year
Associated with the company for over 12 years	Associated with the company for over 1 years	Associated with the group company for over 9 years	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.

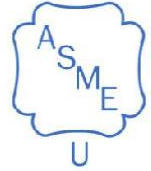
The company has got strong client base in India like Dr. Reddy's Laboratories Ltd., Intas Pharmaceuticals Ltd., Jubilant Life Sciences Ltd., Lupin Ltd., Cipla Ltd., Wockhardt Ltd., Biocon Ltd., Ajinomoto Bio-Pharma, Gharda Chemicals Ltd., PI Industries, SRF Ltd. & many others.

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

