



CIN :- L74120MH2011PLC216096

BEW ENGINEERING LIMITED
ORIGINAL EQUIPMENT MANUFACTURERS OF PHARMACEUTICAL & CHEMICAL PROCESS MACHINERY.



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Maharashtra, India.
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bifriends@bew.net.in /
bifriendsengg@gmail.com

Monday, November 17, 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 www.bewltd.com

You are requested to take note of the same.

Thanking You,
Yours faithfully,
For BEW Engineering Limited

**Bhavna Dwarkadas Kukreja
Company Secretary and Compliance Officer**



BEW Engineering Limited

Investor Presentation

November 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 Directors Message



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

We are pleased to report a strong performance for H1 FY26, marked by healthy topline growth and improving sequential profitability. Revenue for the first half stood at Rs. 87.1 crore, registering a robust 70% YoY growth, driven by sustained demand for our engineered process equipment and improved execution across key customer accounts. While revenue growth was strong, margins remained impacted owing to elevated raw material costs and an unfavorable product mix.

Our gross margin stood at 22% in H1 FY26, compared to 35% in the previous year, primarily due to commodity price fluctuations and higher material intensity in certain orders executed during the period. That said, we are encouraged by a sequential improvement in gross margin during H2-to-date, supported by better cost management and mix stabilization.

We successfully delivered a set of lab-scale equipment to one of our valued clients, reinforcing BEW Engineering's strong capabilities in supporting research and development initiatives within pharmaceutical and chemical industries. The delivery included a 5-liter Agitated Nutsche Filter Dryer (ANFD), a 5-liter Cantilever-type Rotary Vacuum Paddle Dryer (RVPD), and a 5-liter Agitated Pan Dryer (APD).

We are also pleased to share that BEW Engineering has successfully manufactured a fully integrated Rotocone Vacuum Dryer (RCVD) system with a 3 KL gross capacity, specifically designed to meet the high-quality and stringent regulatory requirements of pharmaceutical and API manufacturing.

During this period, we made significant progress on our capacity expansion. Our new manufacturing facility, which is now operational, this plant will nearly double our production capacity, allowing us to enhance throughput, reduce lead times, and serve a broader product range.

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.

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



H1 FY26 Financial Highlights



₹ 87.10 Crore

Revenue From Operations
70.43% (Y-o-Y)



₹ 11.70 Crore

EBITDA
Margin 13.43%



₹ 6.23 Crore

PAT
Margin 7.15%



Order book of **₹ 75 Crore**
as on 30th September, 2025



Net Worth **₹ 144.20 Crore**



RoCE > **5.64%**



H1 FY26 Highlights

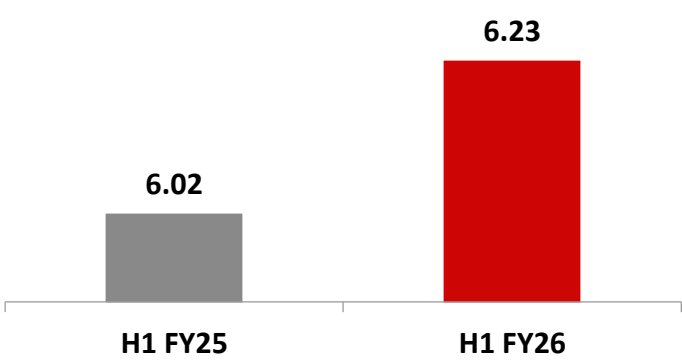
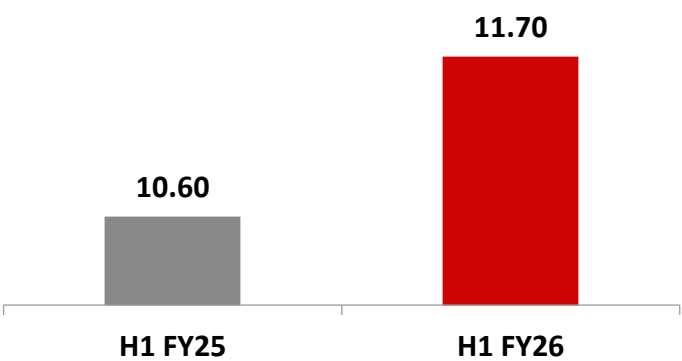
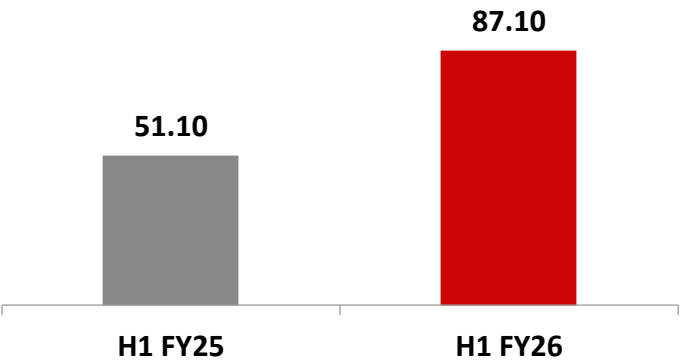


Half Yearly Performance (Rs. In Crore)

Revenue from Operations

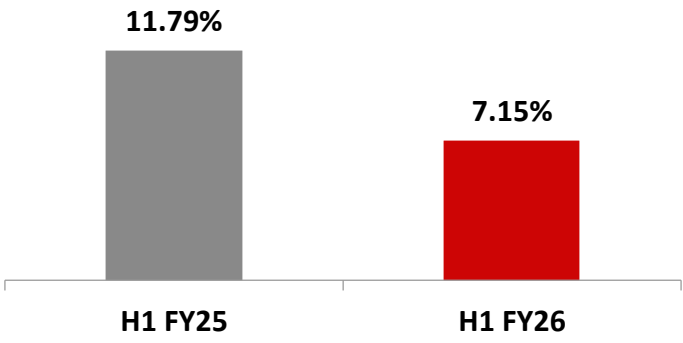
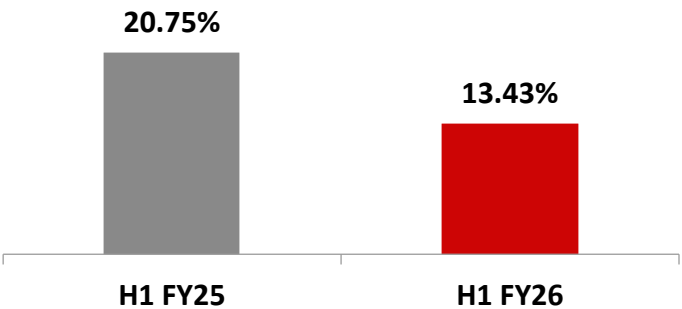
EBITDA*

PAT



EBITDA Margins

PAT Margins



*Excluding other income



Financial Highlights – Half Yearly

Rs. Crore

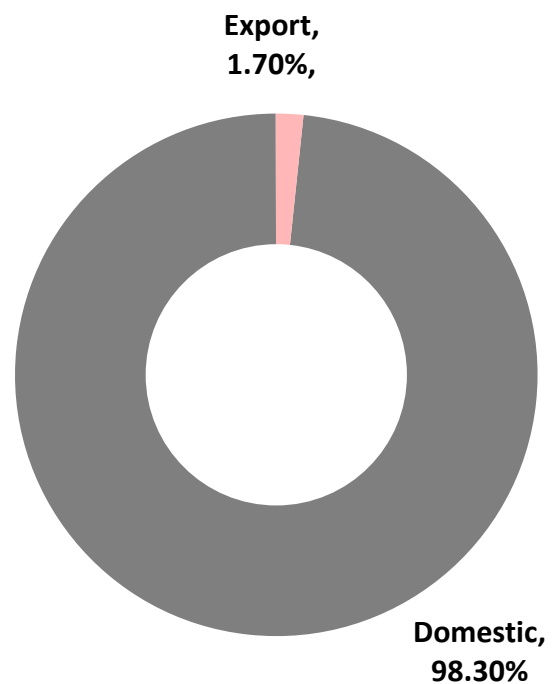
| Particulars | H1 FY26 | H1 FY25 | Y-o-Y % | H2 FY25 |
|--|---------------|---------------|------------------|---------------|
| Income from Operations | 87.10 | 51.10 | 70.43% | 83.26 |
| Raw Materials | 67.93 | 32.89 | | 65.32 |
| Employee Cost | 3.37 | 2.73 | | 3.11 |
| Other Expenses | 4.10 | 4.88 | | 5.03 |
| Total Expenditure | 75.40 | 40.50 | 86.16% | 73.46 |
| EBITDA (Excluding Other Income) | 11.70 | 10.60 | 10.34% | 9.80 |
| EBITDA Margin (%) | 13.43% | 20.75% | (732 bps) | 11.77% |
| Other Income | 0.26 | 0.48 | | 0.44 |
| Depreciation | 0.57 | 0.51 | | 0.62 |
| Interest | 3.16 | 2.55 | | 1.59 |
| Profit Before Tax | 8.23 | 8.02 | 2.55% | 8.03 |
| Tax | 2.00 | 2.00 | | 1.89 |
| Profit After Tax | 6.23 | 6.02 | 3.40% | 6.13 |
| Profit After Tax Margin% | 7.15% | 11.79% | (464 bps) | 7.37% |
| EPS (In Rs.) | 4.78 | 4.61 | 3.69% | 4.69 |

- Income from operations was Rs. 87.10 crore in H1 FY26, as against Rs. 51.10 crore in H1 FY25, a YoY increase of 70.43%. 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. 11.70 crore in H1 FY26 as against Rs. 10.60 crore in H1 FY25, increase of 10.34% YoY, reflecting better operating leverage and cost discipline

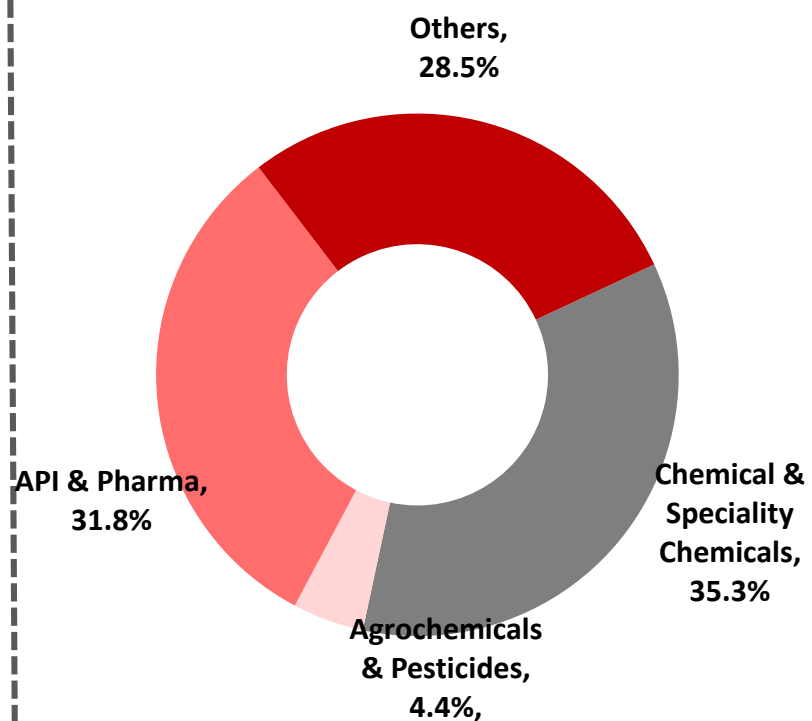


H1 FY26 Revenue Break up

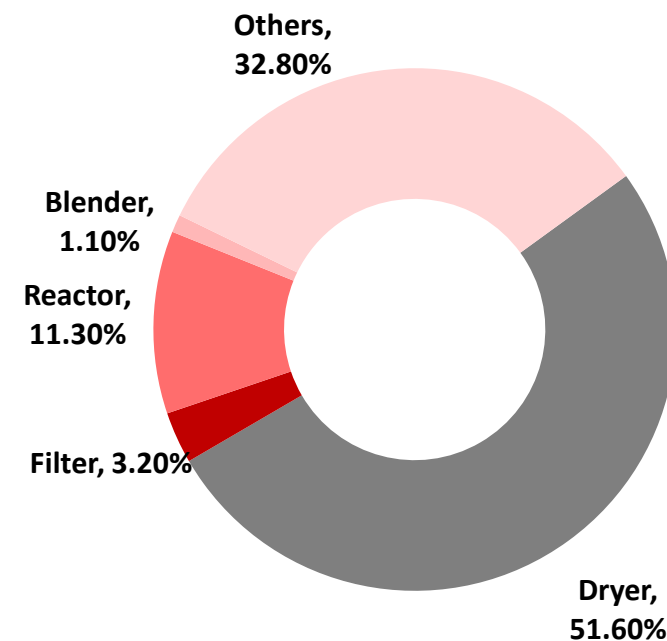
Geography-wise Revenue Break-up



Industry-wise Revenue Break-up



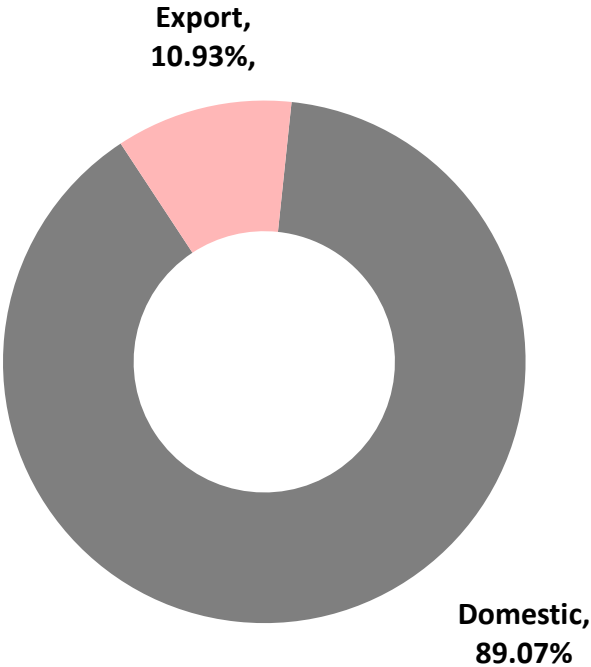
Product-wise Revenue Break-up



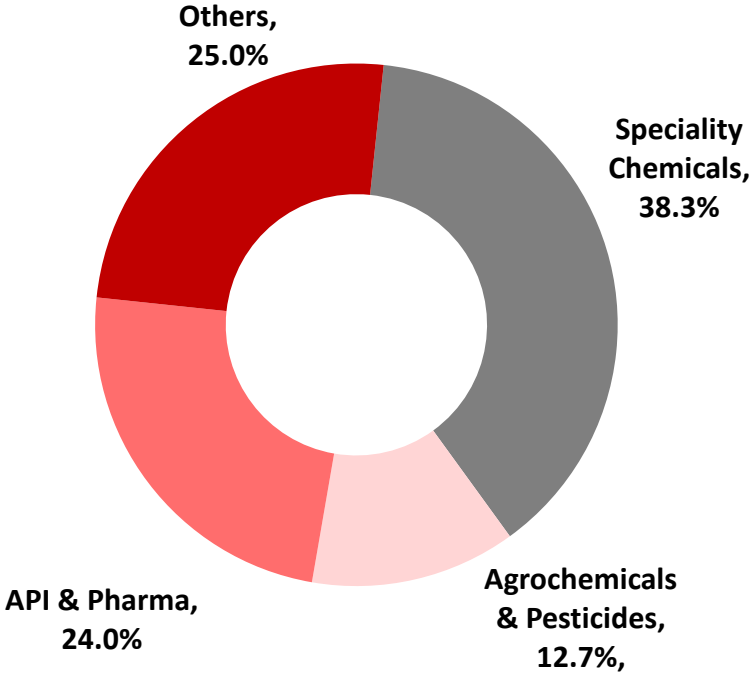


FY25 Revenue Break up

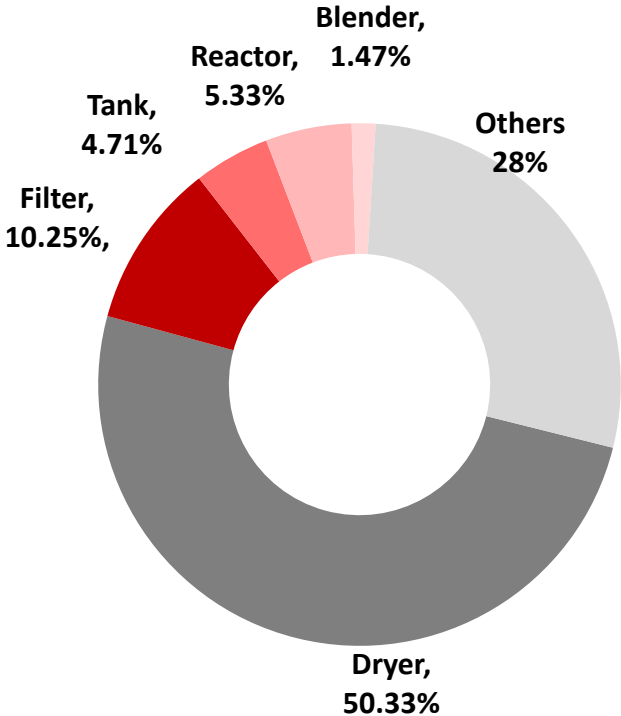
Geography-wise Revenue Break-up



Industry-wise Revenue Break-up



Product-wise Revenue Break-up





Financial Highlights – Yearly

Rs. Crore

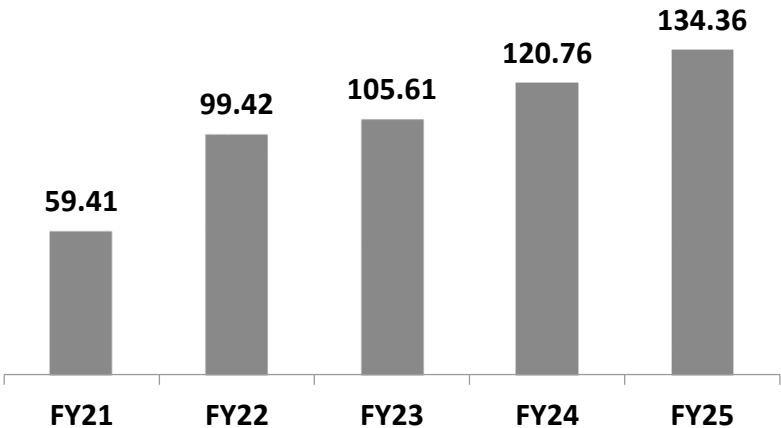
| Particulars | FY25 | FY24 | Y-o-Y % |
|--|---------------|---------------|------------------|
| Income from Operations | 134.36 | 120.76 | |
| Total Income | 134.36 | 120.76 | 11.26% |
| Raw Materials | 98.21 | 84.88 | |
| Employee Cost | 5.84 | 3.84 | |
| Other Expenses | 9.91 | 8.13 | |
| Total Expenditure | 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 | 11.64 | (20.10%) |

- 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

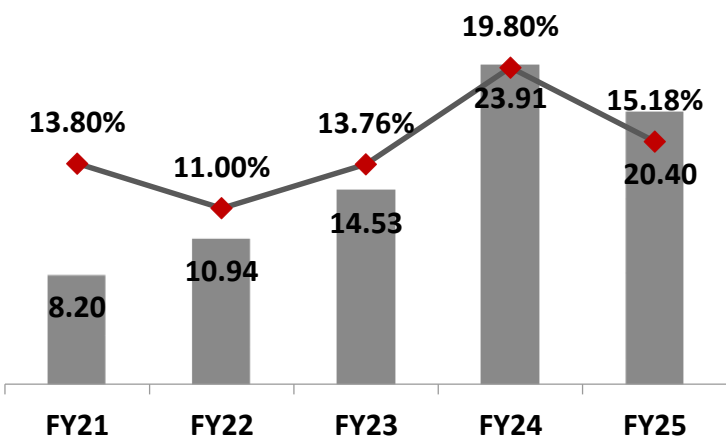


Annual Financial Highlights

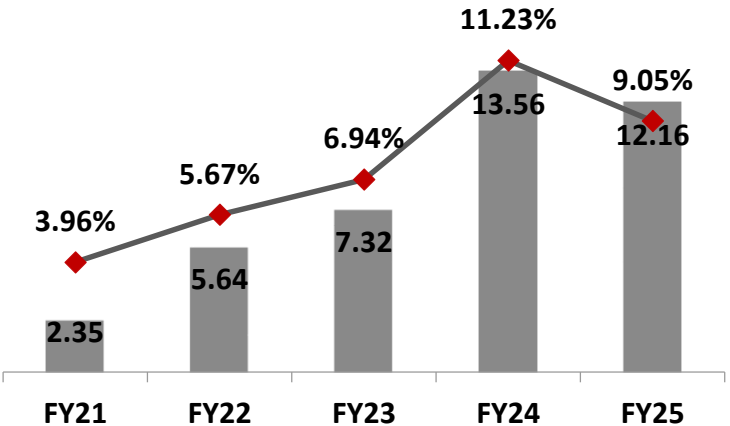
Revenue from Operations (Rs. Crore)



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



PAT (Rs. Crore) PAT Margin (%)



No. of Equipments (Units)





Balance Sheet Highlights as on 30th September 2025

Rs. Crore

| Liabilities | As on 30th September 2025 | As on 31st March 2025 |
|--|------------------------------|--------------------------|
| Shareholder's Funds | 144.20 | 134.22 |
| Share capital | 13.07 | 13.07 |
| Reserves & Surplus | 131.12 | 121.14 |
| Money received against share warrants | 0.00 | 3.75 |
| Non-current liabilities | 14.97 | 13.45 |
| Financial Liabilities | | |
| Long term borrowings | 14.00 | 12.49 |
| Defer Tax liabilities | 0.96 | 0.96 |
| Current liabilities | 91.88 | 68.37 |
| Financial Liabilities | | |
| Short Term Borrowings | 49.07 | 45.33 |
| Trade Payables | 31.61 | 11.26 |
| Other Financial liabilities | 0.00 | 0.00 |
| Other Current liabilities | 9.92 | 11.41 |
| Short-term provisions | 1.28 | 0.37 |
| Total Equities & Liabilities | 251.04 | 219.79 |

Rs. Crore

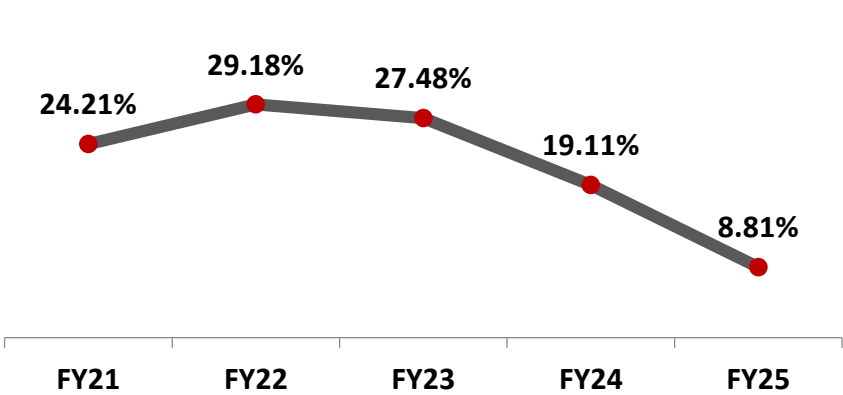
| Assets | As on 30th September 2025 | As on 31st March 2025 |
|-----------------------------|------------------------------|--------------------------|
| Non-current assets | 49.73 | 50.44 |
| Property, Plant & Equipment | 44.06 | 41.84 |
| Financial Assets | | |
| Non-current Investments | 5.42 | 8.37 |
| Long-term loans & advances | 0.25 | 0.24 |
| Current assets | 201.32 | 169.34 |
| Inventories | 145.07 | 117.31 |
| Financial Assets | | |
| Trade receivables | 41.00 | 40.40 |
| Cash & Cash equivalents | 3.60 | 1.43 |
| Short-term loans & Advances | 8.58 | 6.92 |
| Other Current Assets | 3.07 | 3.29 |
| Total Assets | 251.04 | 219.79 |



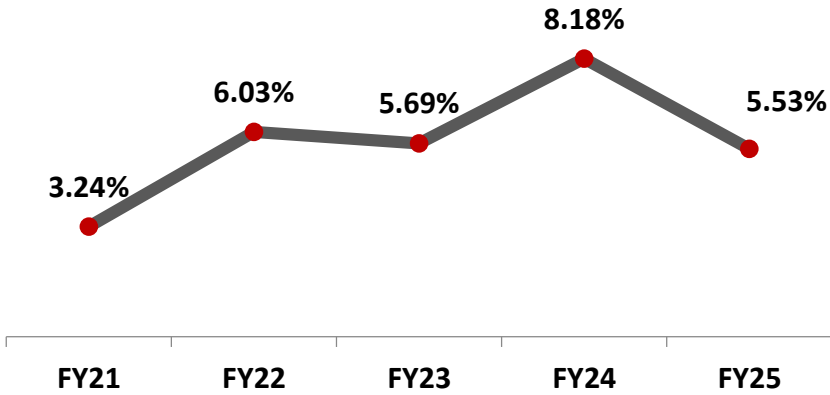
Key Ratios



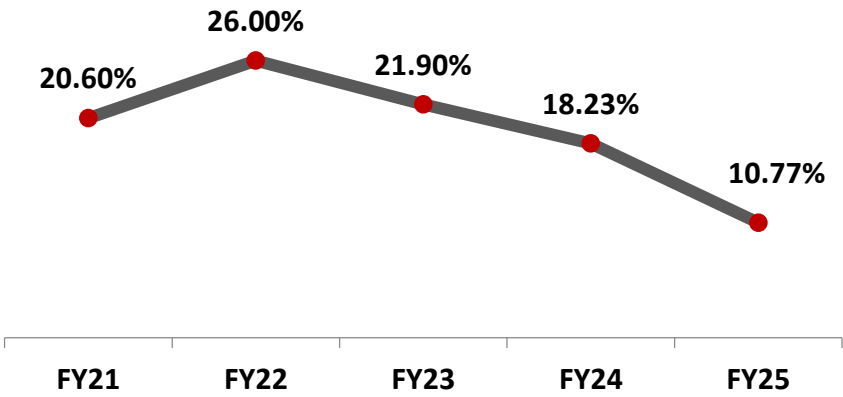
RoE(%)



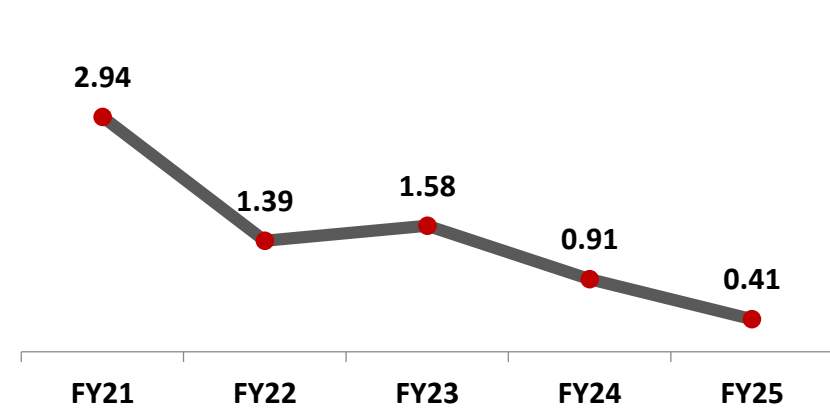
RoA(%)



RoCE(%)



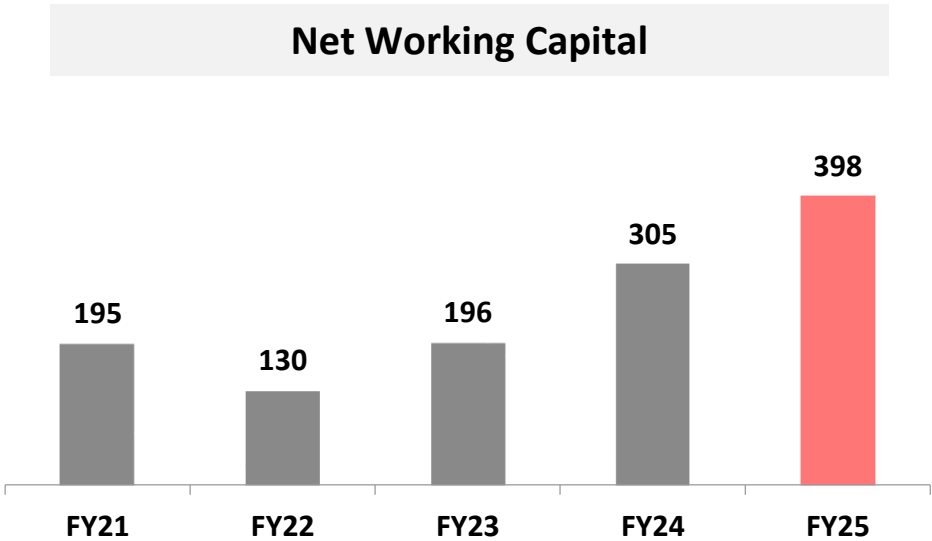
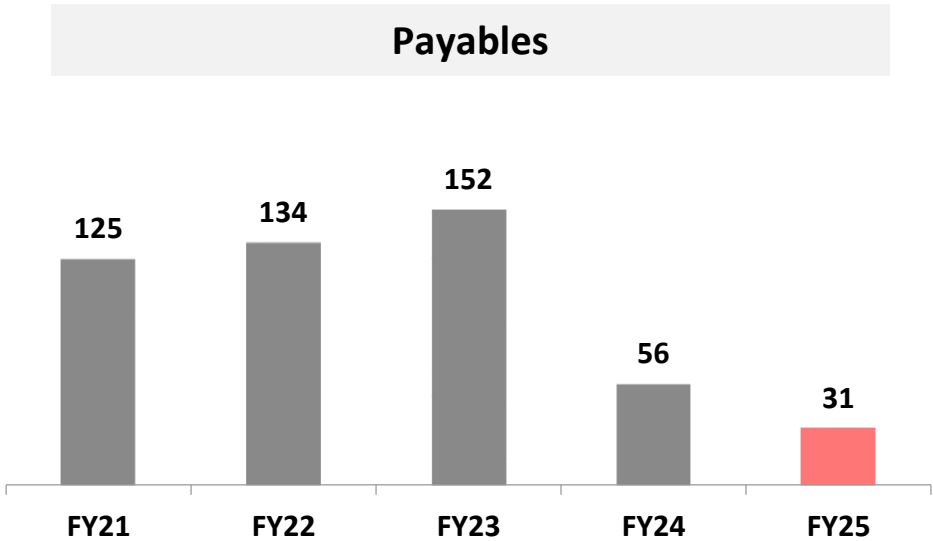
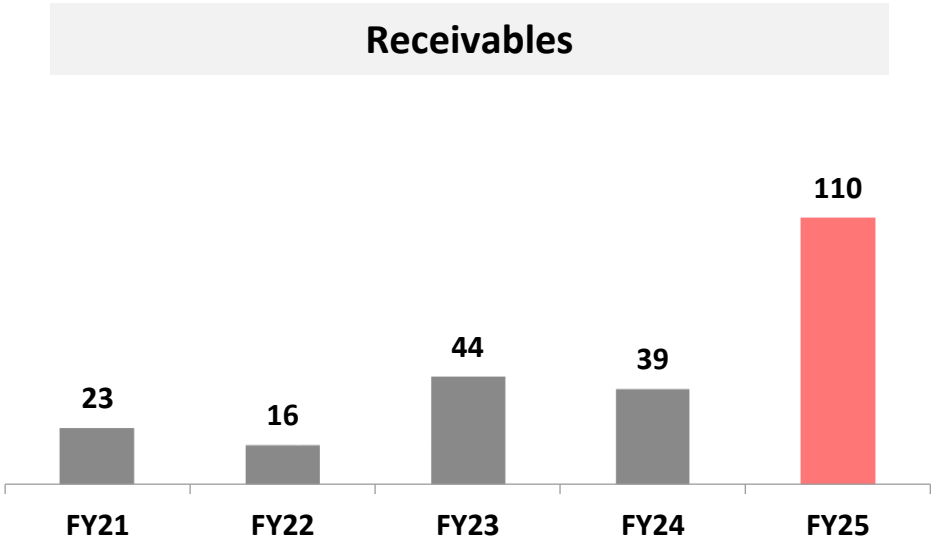
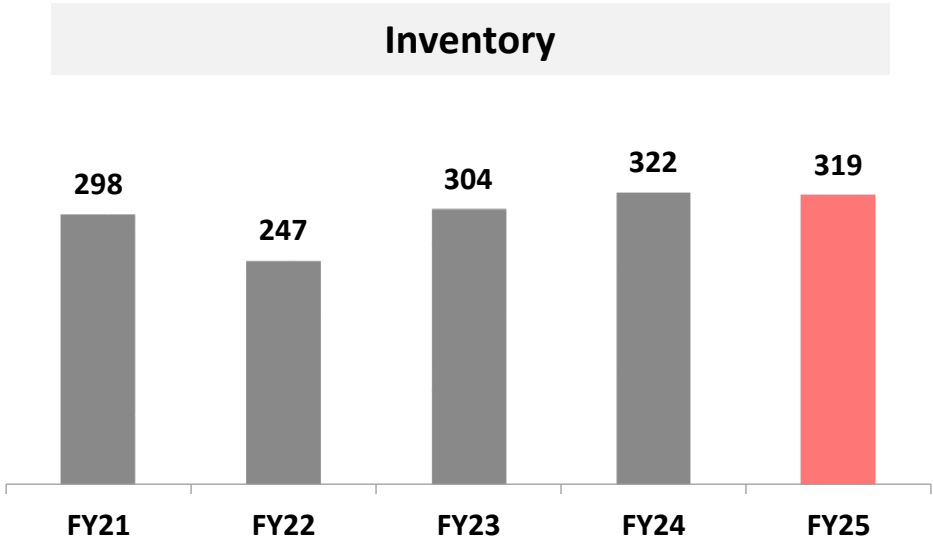
Total Debt to Equity Ratio



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)





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



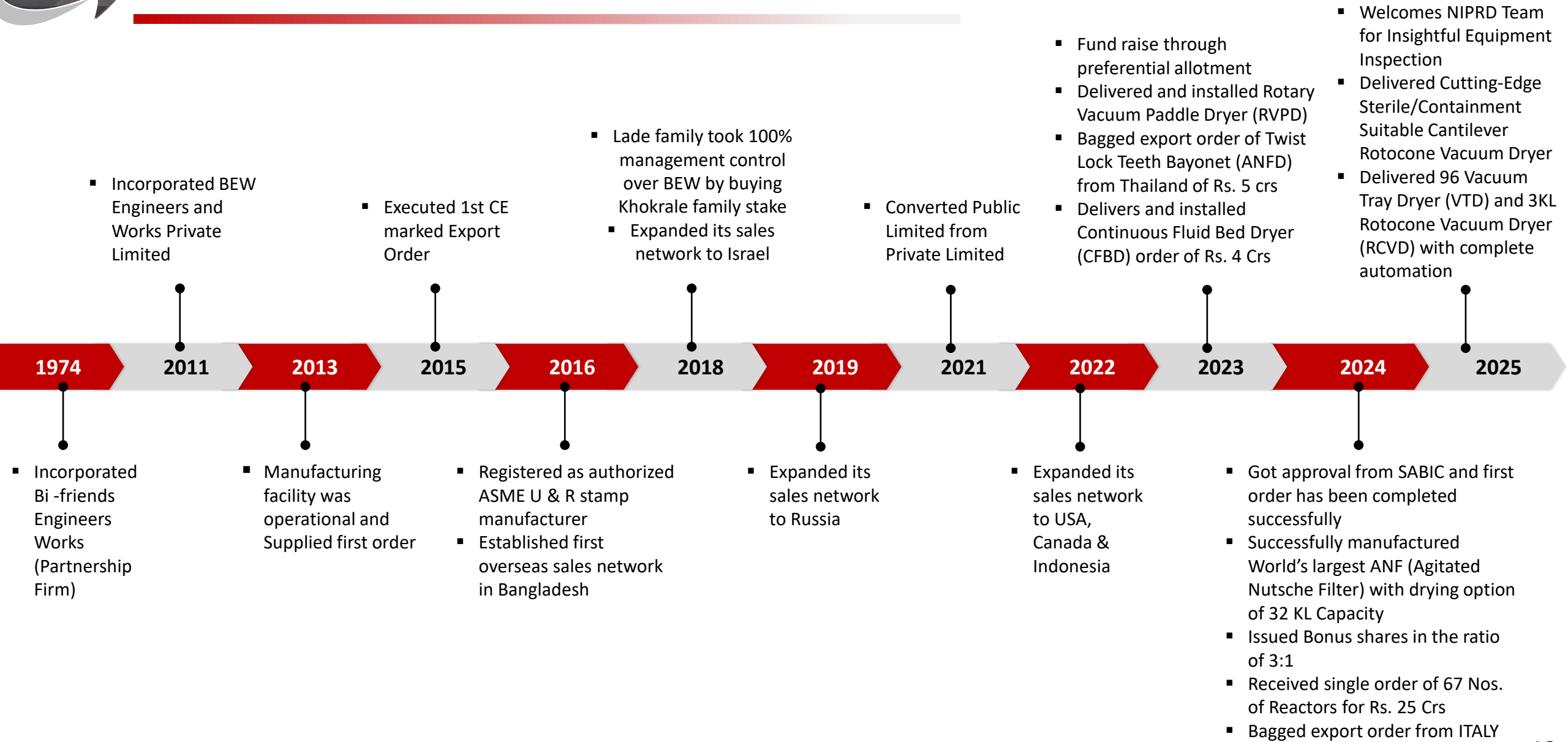
Diversified order book with marquee clientele



5 year Revenue CAGR : 18%



Journey So Far





Honouring the Legacy



Late Prakash Lade
Chairman

- Strong Vision & 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 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

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

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

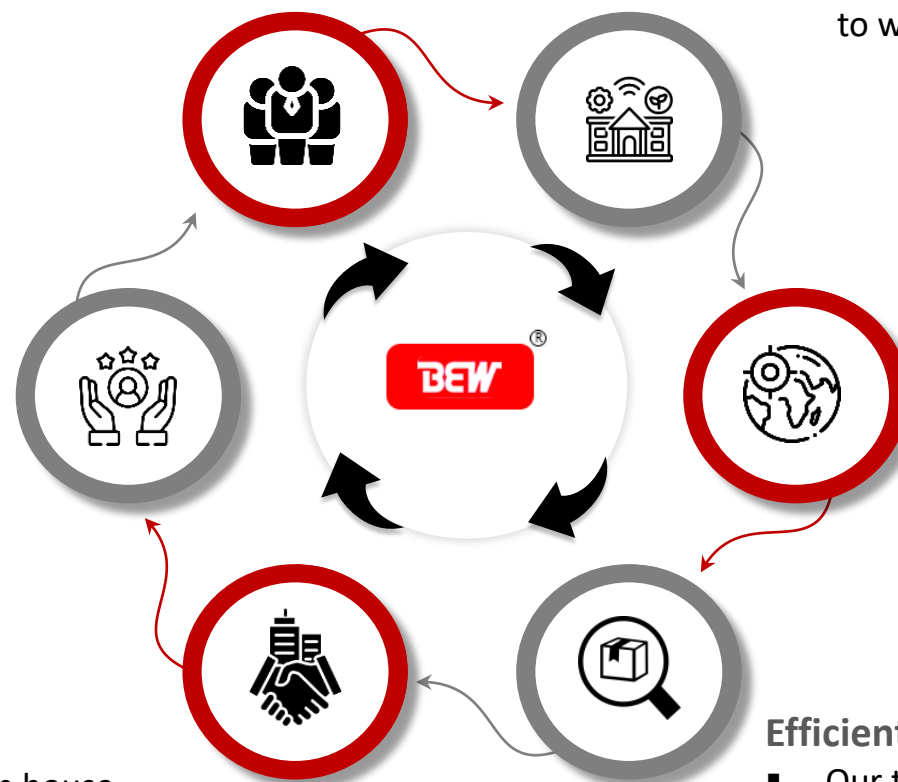
- Certified as an authorized ASME U & R stamp manufacturer
- Manufacturing custom made equipments which helps us to win customers

Strong Geographical Footprint

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

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

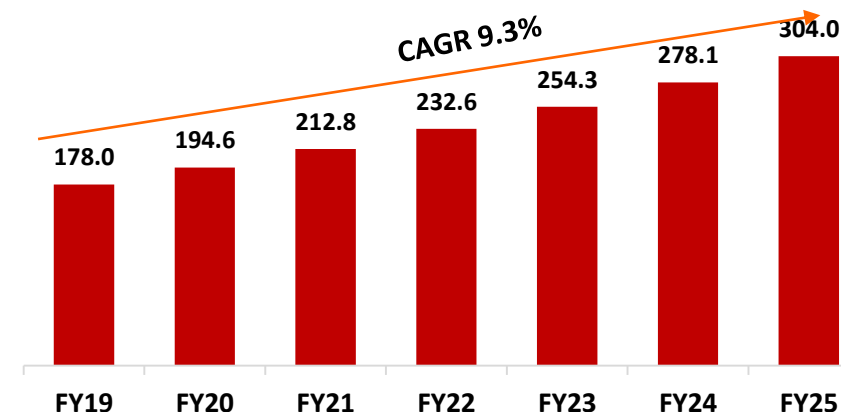


India within Chemical
6th largest Chemical Producer in World
3rd in largest Asia

Domestic demand is expected to rise

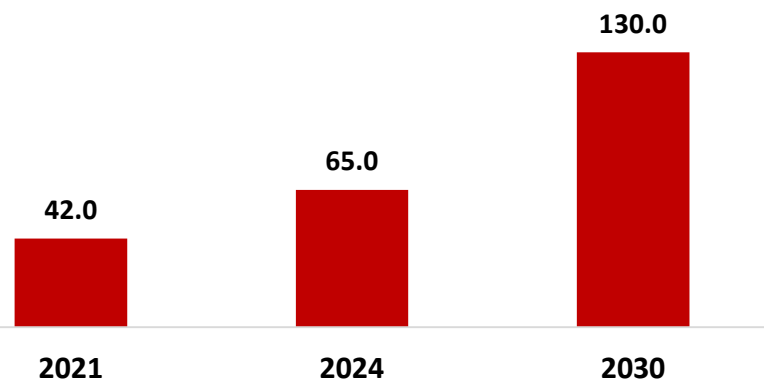
2021 US\$ 180 bn
↓
2040 US\$ 1000 bn

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

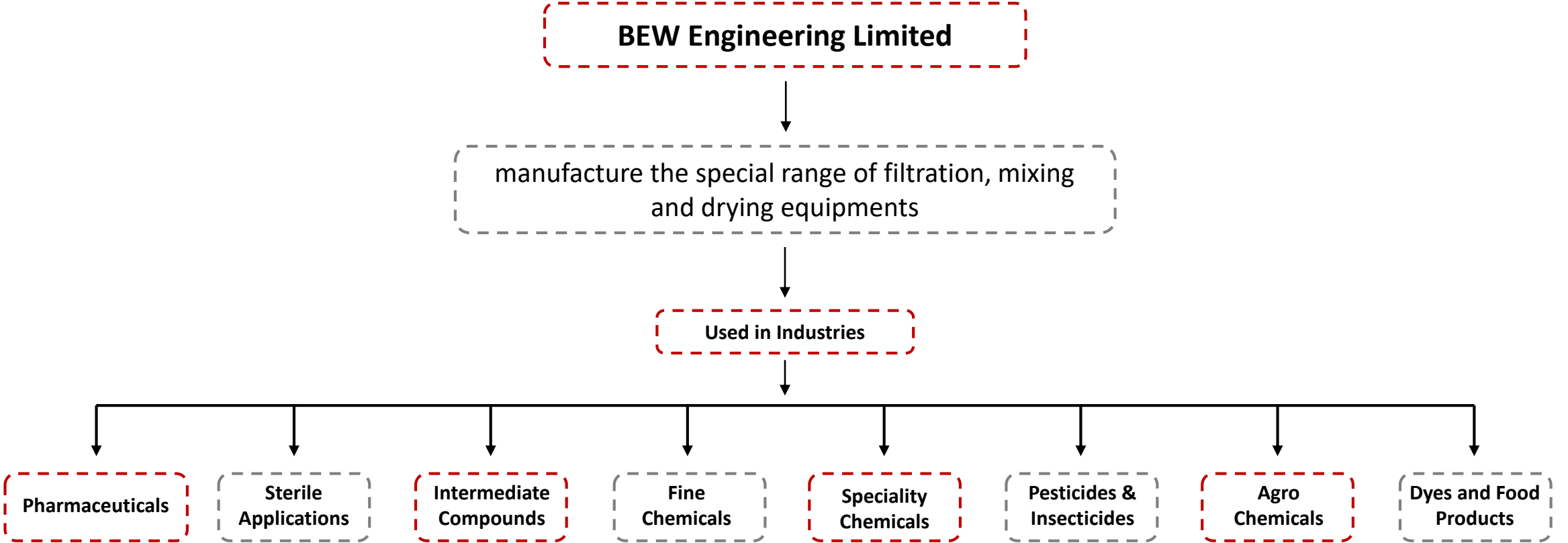
Among Top 12 globally
3rd largest in Asia Pacific



Business Overview



Business at a glance



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**

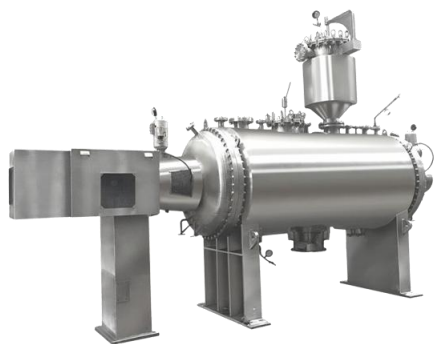




Widest Product Range in the Industry



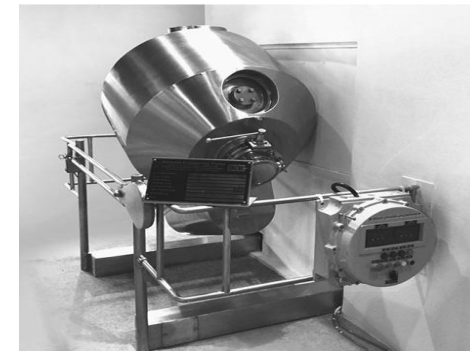
**Rotary Vacuum
Paddle Dryer**



**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 in all types of drain design of screw provided for pharma applications, it is used as mixer- cum-dryer

Capacity: Design up to capacity of 25,000 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:

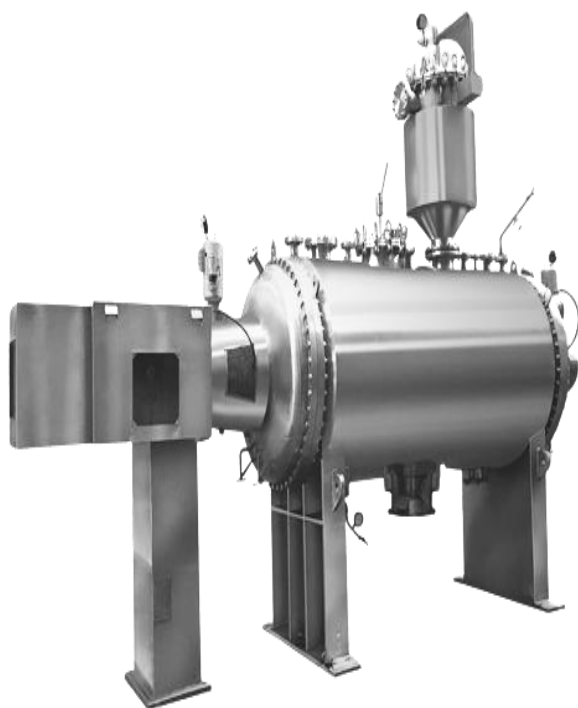
- ✓ Design upto 100 to 32,000 Liters
- ✓ We manufacture custom base products



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 35,000 liters total volume

Table Top Nutsche Filter Dryer with Agitator

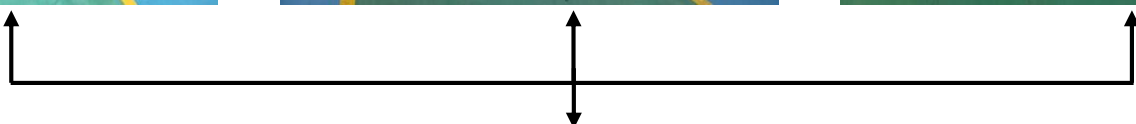


Specifications: To minimize contamination and exposure, high purity chemicals, pharmaceuticals intermediates, speciality solids, etc. are efficiently filtered, washed, reslurried and dried in this device.

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



Chemical Sector





...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 :

BEW Engineering Limited.

Ms. Bhavna Kukreja

cs@bewltd.com

www.bewltd.com

Investor Relations Advisors :

Adfactors PR Pvt. Ltd.

Mr. Amit Sharma / Mr. Rupesh Rege

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