



CIN :- L74120MH2011PLC216096



**BEW ENGINEERING LIMITED**

ORIGINAL EQUIPMENT MANUFACTURERS OF PHARMACEUTICAL & CHEMICAL PROCESS MACHINERY.

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

Thursday, May 28, 2026

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](http://www.bewltd.com)

You are requested to take note of the same.

Thanking You,

Yours faithfully,

**For BEW Engineering Limited**

\_\_\_\_\_  
**Rohan Prakash Lade**  
**Managing Director**  
**DIN: 00460811**



# BEW Engineering Limited

## Investor Presentation

May 2026



# 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.



# Table of Contents



01

## Financial Performance

- › Managing director's Message
- › Journey of 5 years
- › H2 & FY26 Highlights
- › Financial Highlights – Half Yearly
- › Annual Financial Highlights
- › Key Ratios
- › Working Capital Analysis

02

## Company Overview

- › About Us
- › Journey So Far
- › Experience Management
- › Key Strengths

03

## Industry Overview

- › Process Equipment Industry Overview
- › Government Initiatives

04

## Business Overview

- › Widest Product Range in the Industry
- › Main Products in the Portfolio
- › Our Expertise
- › State of the art Manufacturing Facilities
- › Marquee Customers
- › Strong Global Presence

05

## Future Outlook

- › Way Ahead Strategies



# Financial Performance



# Managing Directors Message



*"We are pleased to report a strong operational performance for FY26, marked by healthy business growth, expanding customer relationships, and continued strengthening of our execution capabilities. Total Income for the year stood at ₹185.54 crore, reflecting a robust year-on-year growth of 38.09%, driven by sustained demand for our engineered process equipment solutions, onboarding of new customers, and improved execution across ongoing projects.*

*During the year, the Company operated in a highly volatile commodity environment, particularly with respect to stainless steel and Hastelloy prices, which witnessed sharp and unprecedented increases. Given the long execution cycle of several projects secured prior to this escalation, input cost pressures had an impact on margins during the year. Nevertheless, the Company consciously adopted a calibrated and relationship-focused commercial approach to preserve long-term customer partnerships, maintain market competitiveness, and support future business continuity. Despite these near-term cost pressures, operational momentum and order execution remained strong throughout the year. In line with our long-term growth strategy, the Company continued to invest in strengthening its manufacturing capabilities and operational infrastructure. Strategic investments were undertaken towards expansion of production floor space and enhancement of manufacturing capacity, with the objective of improving throughput, operational efficiency, and scalability to cater to growing demand across pharmaceutical, chemical, and allied industries.*

*The year also marked significant progress in operational transformation initiatives aimed at building a stronger and more scalable organization. We commenced implementation of SAP systems, strengthened internal operational controls, and engaged specialized consultants for process optimization across manufacturing, inventory management, finance, and leadership functions. These initiatives are expected to enhance execution efficiencies, improve decision-making capabilities, and create a robust foundation for sustainable long-term growth.*

*Looking ahead, we remain optimistic about the opportunities across our end-user industries, supported by improving operational capabilities, a growing customer base, and favorable industry demand trends. Our focus continues to remain on quality-driven execution, engineering excellence, technological capabilities, and customer-centric solutions that enable us to create long-term value for all stakeholders.*

*I would like to sincerely thank every member of the BEW family for their dedication and commitment. I also extend my gratitude to our customers, suppliers, creditors, banking partners, financial institutions, and all stakeholders for their continued trust, confidence, and support. Their partnership continues to inspire us to strive for higher standards of performance and excellence.."*



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



# 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 FY26 Financial Highlights



**₹ 98.44** Crore

Revenue From Operations  
18.24% (Y-o-Y)



**₹ (2.09)** Crore

EBITDA  
Margin (2.12)%



**₹ (2.44)** Crore

PAT  
Margin (2.48)%



Order book of **₹ 53 Crore**  
as on 31<sup>st</sup> March 2026



Net Worth **₹ 141.33 Crore**



RoCE > **4.49%**



# Financial Highlights – Half Yearly



Rs. Crore

Particulars	H2 FY26	H2 FY25	H1 FY26
<b>Income from Operations</b>	<b>98.44</b>	<b>83.26</b>	<b>87.10</b>
Cost of Goods Sold	92.86	65.32	67.93
Employee Cost	3.53	3.11	3.37
Other Expenses	4.14	5.03	4.10
<b>Total Expenditure</b>	<b>100.53</b>	<b>73.46</b>	<b>75.40</b>
<b>EBITDA (Excluding Other Income)</b>	<b>(2.09)</b>	<b>9.80</b>	<b>11.70</b>
<b>EBIDTA Margin (%)</b>	<b>(2.12%)</b>	<b>11.77%</b>	<b>13.43%</b>
Other Income	0.22	0.44	0.26
Depreciation	0.66	0.62	0.57
Interest	0.68	1.59	3.16
<b>Profit Before Tax</b>	<b>(3.21)</b>	<b>8.03</b>	<b>8.23</b>
Tax	(0.77)	1.89	2.00
<b>Profit After Tax</b>	<b>(2.44)</b>	<b>6.13</b>	<b>6.23</b>
<b>Profit After Tax Margin%</b>	<b>(2.48%)</b>	<b>7.37%</b>	<b>7.15%</b>
<b>EPS (In Rs.)</b>	<b>(1.88)</b>	<b>4.69</b>	<b>4.78</b>

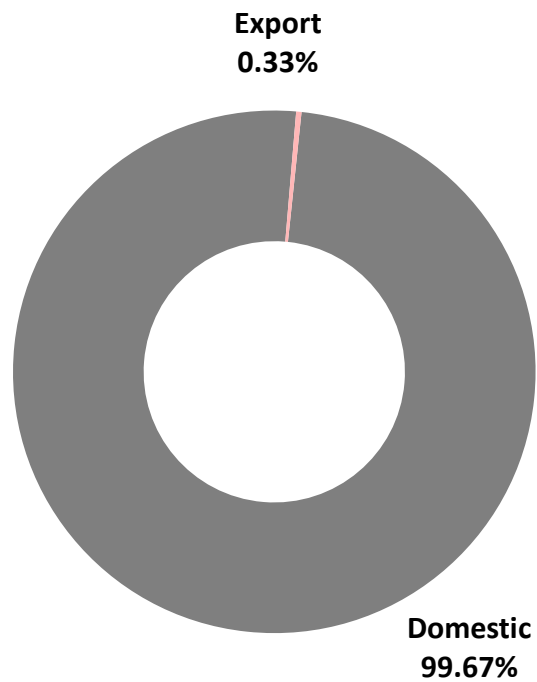
- Income from operations in H2 FY26 grew 18% YoY to ₹98.4 crore, driven by a combination of new customer additions and healthy order execution momentum, reflecting sustained demand across key segments.
- Company maintained a healthy order inflow momentum with a confirmed order book of ~₹53 crore along with multiple enquiries under discussion, providing strong visibility for FY27 growth



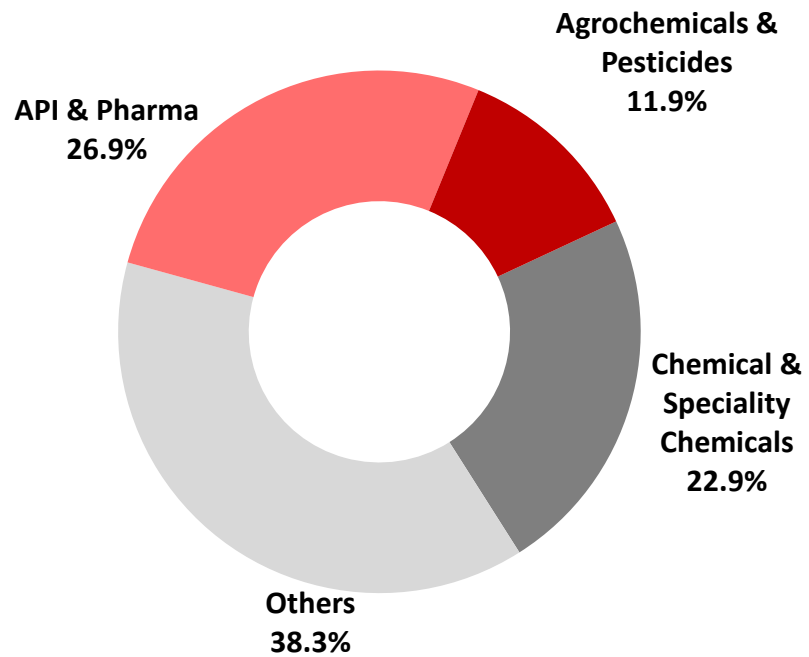
# H2 FY26 Revenue Break up



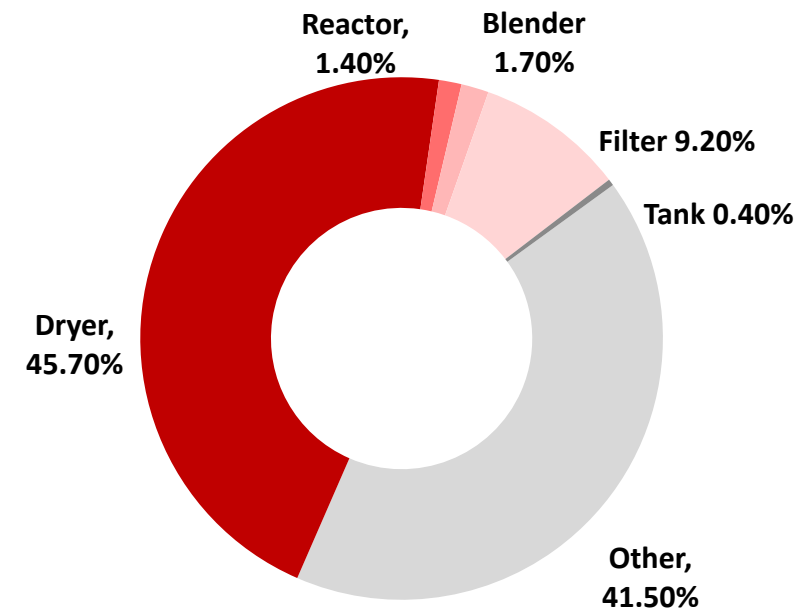
### Geography-wise Revenue Break-up



### Industry-wise Revenue Break-up



### Product-wise Revenue Break-up

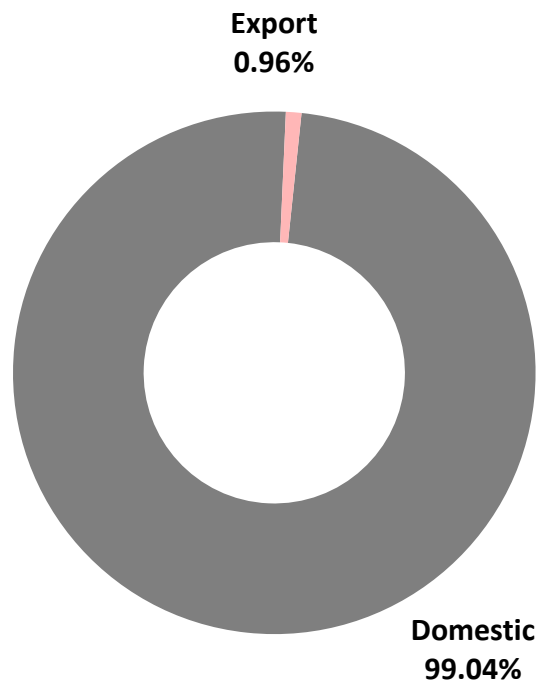




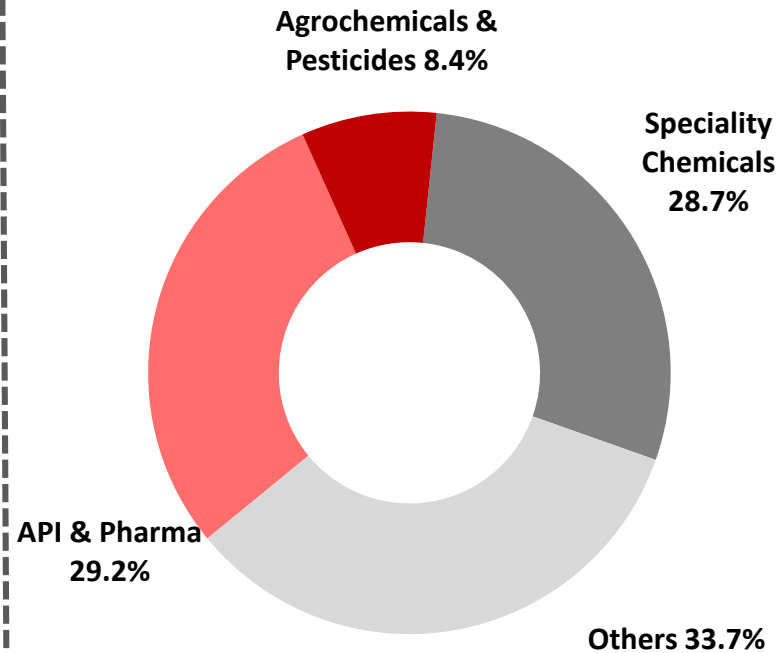
# FY26 Revenue Break up



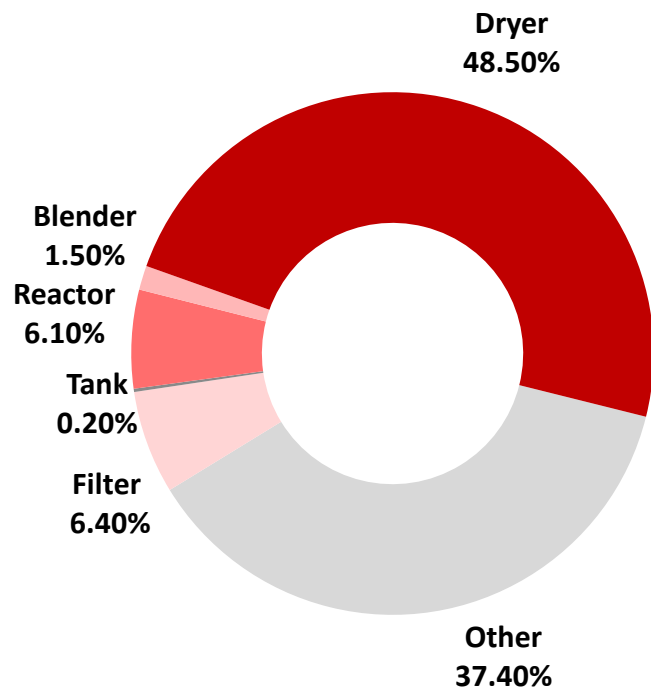
### Geography-wise Revenue Break-up



### Industry-wise Revenue Break-up



### Product-wise Revenue Break-up





# Financial Highlights – Yearly



Rs. Crore

Particulars	FY26	FY25	Y-o-Y %
Income from Operations	185.54	134.36	
<b>Total Income</b>	<b>185.54</b>	<b>134.36</b>	<b>38.09%</b>
Cost of Goods Sold	160.79	98.21	
Employee Cost	6.90	5.84	
Other Expenses	8.24	9.91	
<b>Total Expenditure</b>	<b>175.93</b>	<b>113.96</b>	<b>54.38%</b>
<b>EBITDA (Excluding Other Income)</b>	<b>9.61</b>	<b>20.40</b>	<b>(52.89%)</b>
<b>EBIDTA Margin (%)</b>	<b>5.18%</b>	<b>15.18%</b>	<b>(1000)Bps</b>
Other Income	0.48	0.92	
Depreciation	1.23	1.13	
Interest	3.84	4.14	
<b>Profit Before Tax</b>	<b>5.01</b>	<b>16.05</b>	<b>(68.76%)</b>
Tax	1.23	3.89	
<b>Profit After Tax</b>	<b>3.78</b>	<b>12.16</b>	<b>(68.87%)</b>
<b>Profit After Tax Margin%</b>	<b>2.04%</b>	<b>9.05%</b>	<b>(701)Bps</b>
<b>EPS (In Rs.)</b>	<b>2.89</b>	<b>9.30</b>	<b>(68.92%)</b>

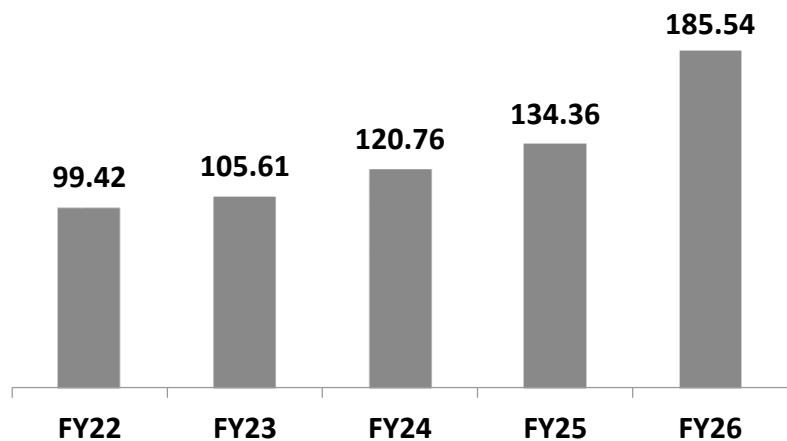
- FY26 Total Income increased by 38.09% YoY to ₹185.54 crore, demonstrating strong scale-up in operations and sustained revenue momentum during the year.
- Company reduced finance costs to ₹ 3.84 crore in FY26 from ₹ 4.14 crore in FY25 despite higher working capital deployment, reflecting prudent financial management and efficient utilization of funds



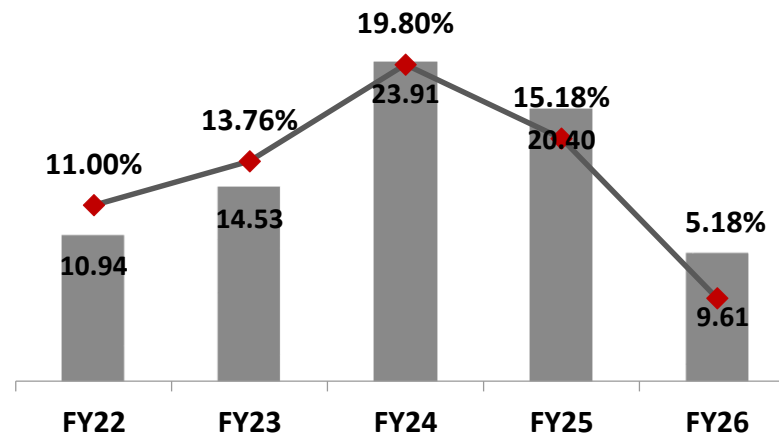
# Annual Financial Highlights



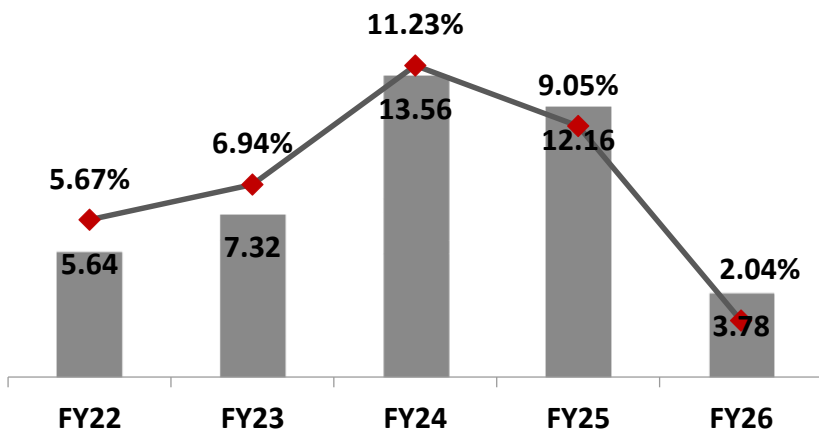
### Revenue from Operations (Rs. Crore)



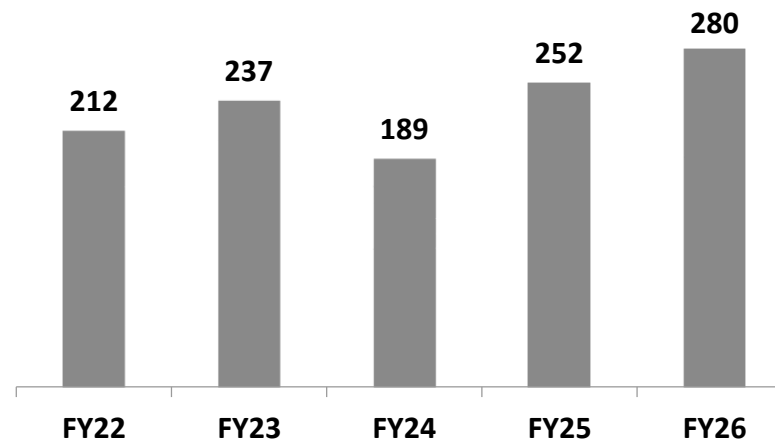
### EBITDA (Rs. Crore) / EBITDA Margin (%)



### PAT (Rs. Crore) PAT Margin (%)



### No. of Equipments (Units)





# Balance Sheet Highlights as on 31<sup>st</sup> March 2026



Rs. Crore

Liabilities	As on 31st March 2026	As on 31st March 2025
<b>Shareholder's Funds</b>	<b>141.33</b>	<b>134.22</b>
Share capital	13.07	13.07
Reserves & Surplus	128.26	121.14
Money received against share warrants	0.00	3.75
<b>Non-current liabilities</b>	<b>9.44</b>	<b>13.45</b>
<b>Financial Liabilities</b>		
Long term borrowings	8.50	12.49
Defer Tax liabilities	0.94	0.96
<b>Current liabilities</b>	<b>117.93</b>	<b>68.37</b>
<b>Financial Liabilities</b>		
Short Term Borrowings	54.17	45.33
Trade Payables	54.93	11.26
Other Financial liabilities	0.00	0.00
Other Current liabilities	8.62	11.41
Short-term provisions	0.22	0.37
<b>Total Equities &amp; Liabilities</b>	<b>268.71</b>	<b>219.79</b>

Rs. Crore

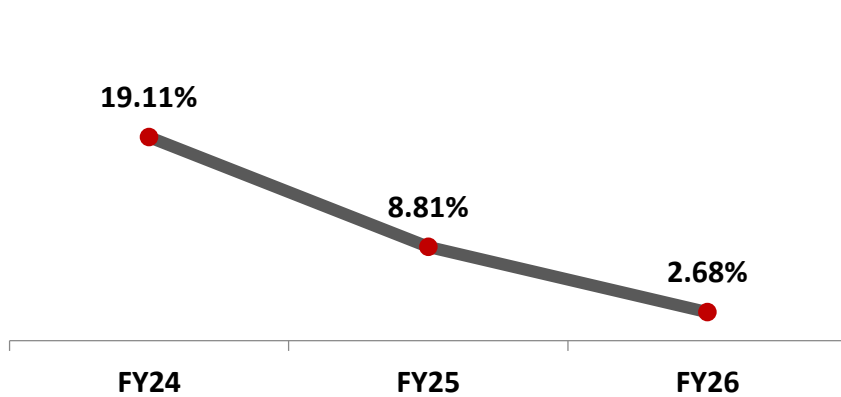
Assets	As on 31st March 2026	As on 31st March 2025
<b>Non-current assets</b>	<b>66.99</b>	<b>50.44</b>
Property, Plant & Equipment	59.92	41.84
<b>Financial Assets</b>		
Non-current Investments	6.83	8.37
Long-term loans & advances	0.24	0.24
<b>Current assets</b>	<b>201.72</b>	<b>169.34</b>
Inventories	128.33	117.31
<b>Financial Assets</b>		
Trade receivables	63.89	40.40
Cash & Cash equivalents	3.88	1.43
Short-term loans & Advances	2.78	6.92
Other Current Assets	2.84	3.29
<b>Total Assets</b>	<b>268.71</b>	<b>219.79</b>



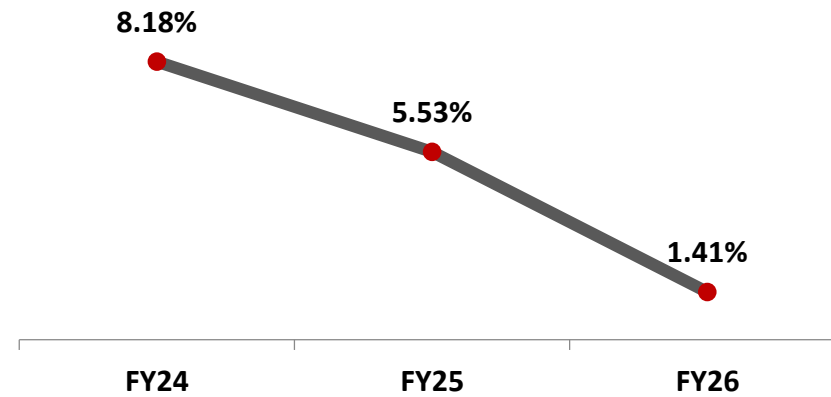
# Key Ratios



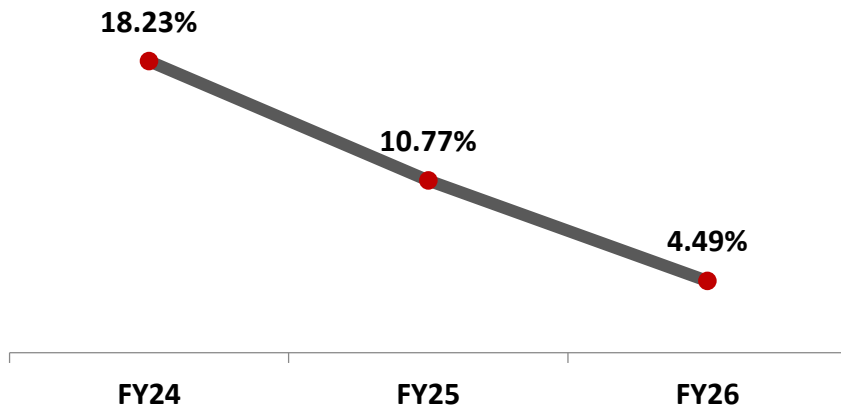
### RoE(%)



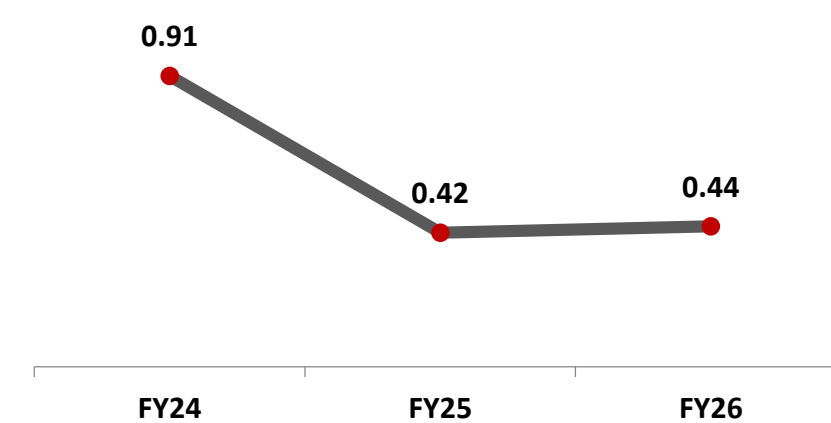
### RoA(%)



### RoCE(%)



### Total Debt to Equity Ratio



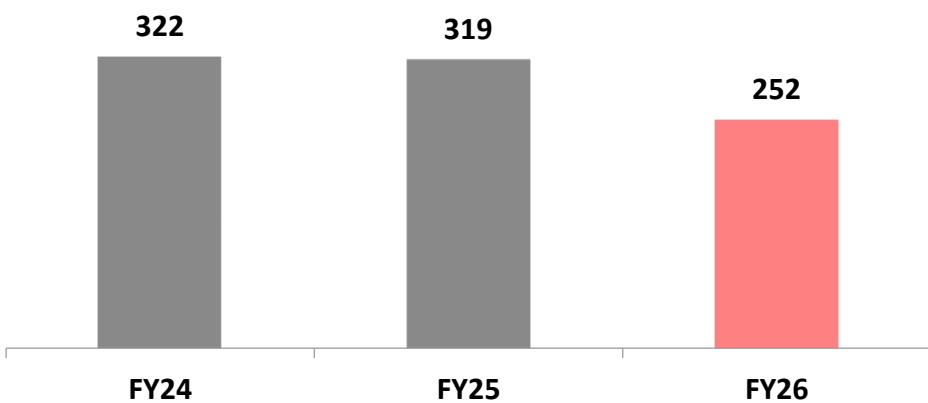
RoE = Net Profit/Net Worth | RoA = Net Profit/Average Total Assets / RoCE = EBIT/(Shareholders Fund + Total Debt-non current investments)

\* IPO of 6,80,000 shares of Rs. 58 in FY2021

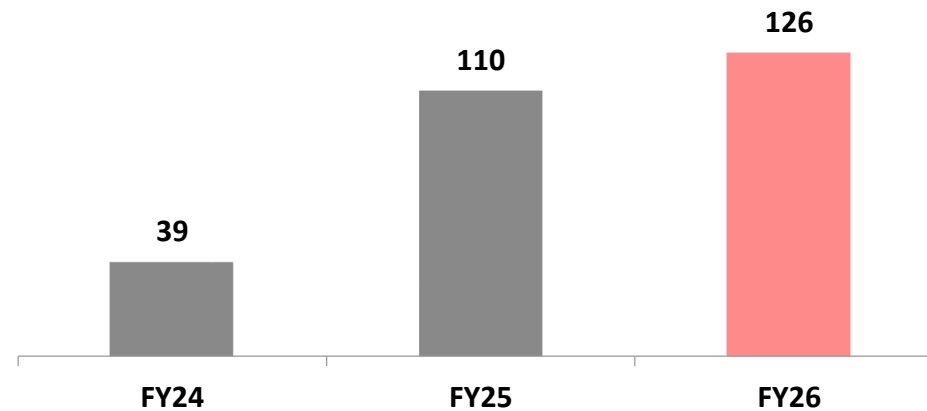


# Working Capital Analysis (Days)

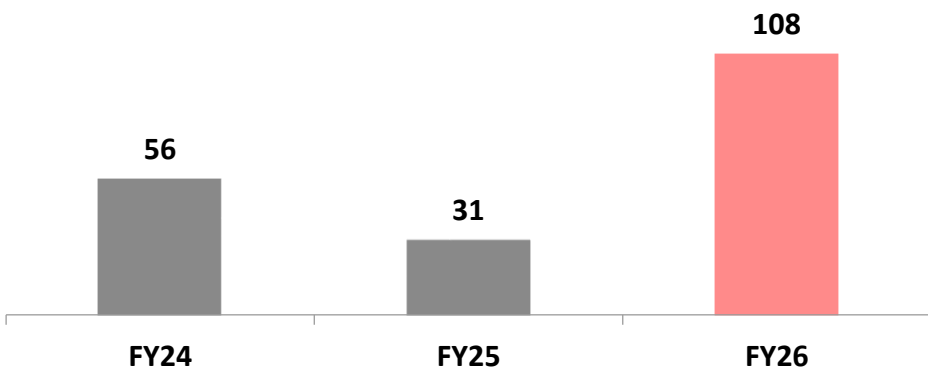
### Inventory



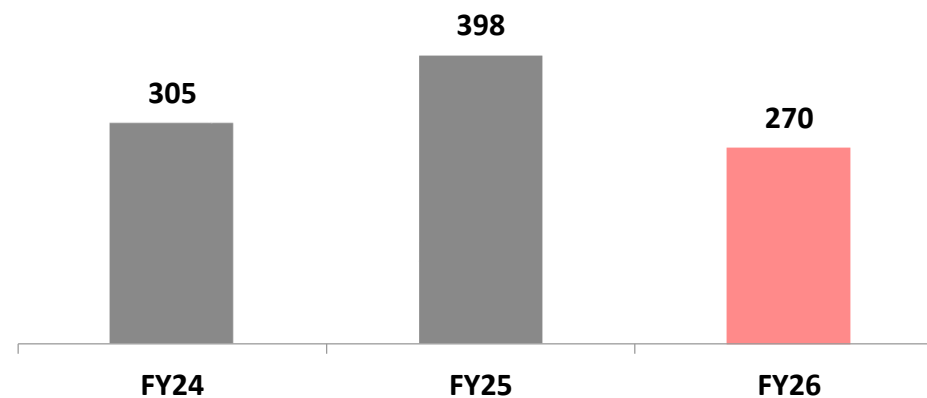
### Receivables



### Payables



### Net Working Capital





# Company Overview



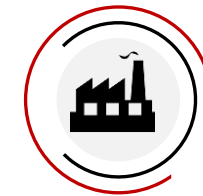
# BEW Engineering Overview



Incorporated in 2011 and started commercial production in 2013



Among leading designer & manufacturer of process equipment for Pharmaceutical & Chemical Industry



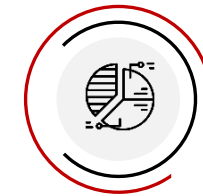
World class single location integrated manufacturing Facility



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



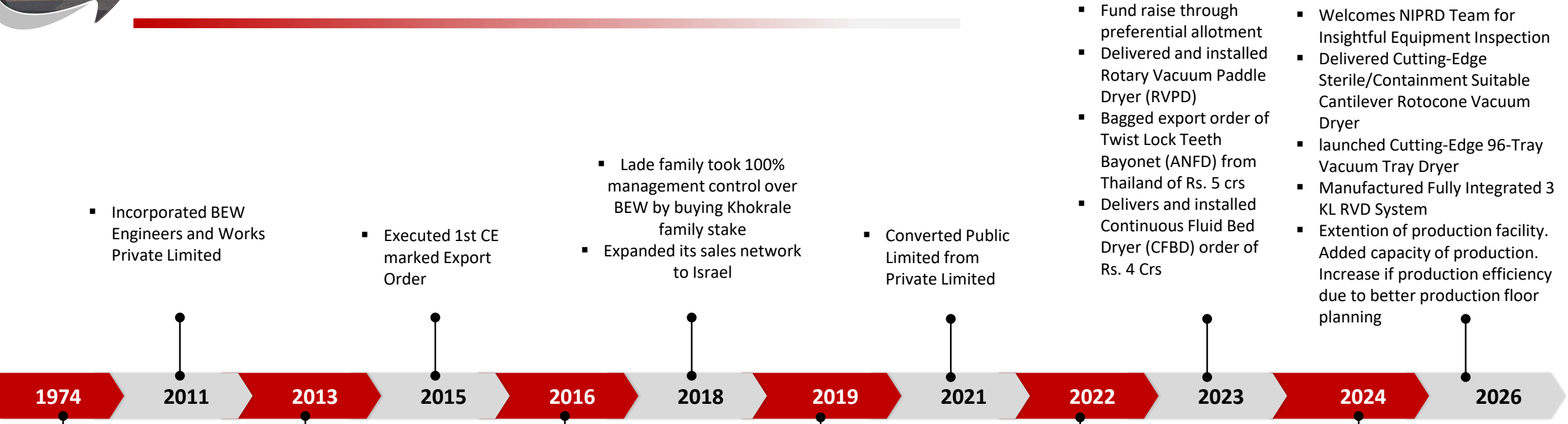
Diversified order book with marquee clientele



5-year Revenue CAGR : 17%



# Journey So Far



1974 2011 2013 2015 2016 2018 2019 2021 2022 2023 2024 2026

- Incorporated BEW Engineers and Works Private Limited

- Executed 1st CE marked Export Order

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

- Converted Public Limited from Private Limited

- 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

- 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
- Manufactured Fully Integrated 3 KL RVD System
- Extention of production facility. Added capacity of production. Increase if production efficiency due to better production floor planning

- Incorporated Bi-friends Engineers Works (Partnership Firm)

- Manufacturing facility was operational and Supplied first order

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

- Expanded its sales network to Russia

- Expanded its sales network to USA & Indonesia

- 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



# 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 20 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 25 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 4 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

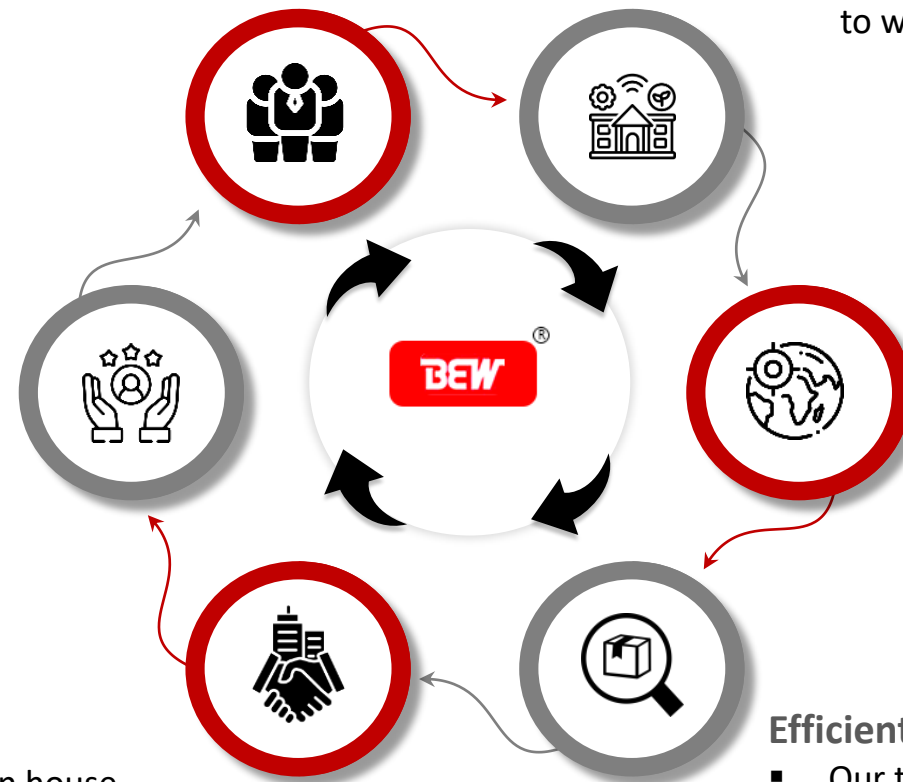
- Certified as an authorized ASME U & R stamp manufacturer
- Manufacturing custom made equipments which helps us to win customers

## Strong Geographical Footprint

- Exporting its tailor-made equipment for many customer
- Indonesia, Russia, Israel, USA, Thailand, Nepal, 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

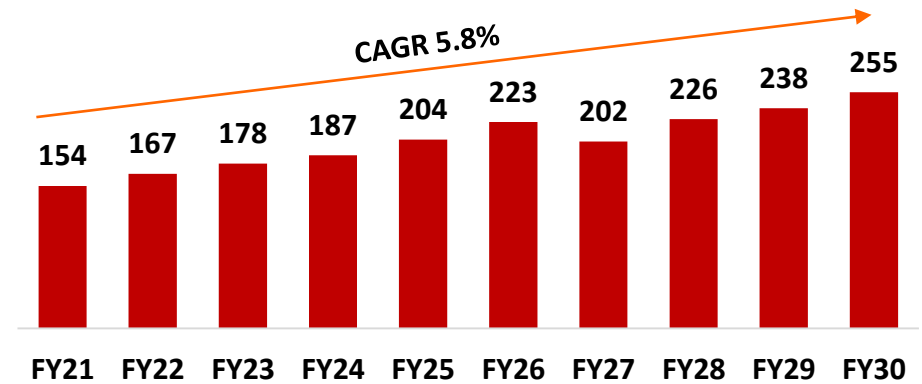


India within Chemical  
6<sup>th</sup> largest Chemical Producer in World  
3<sup>rd</sup> in largest Asia

Domestic demand is expected to rise

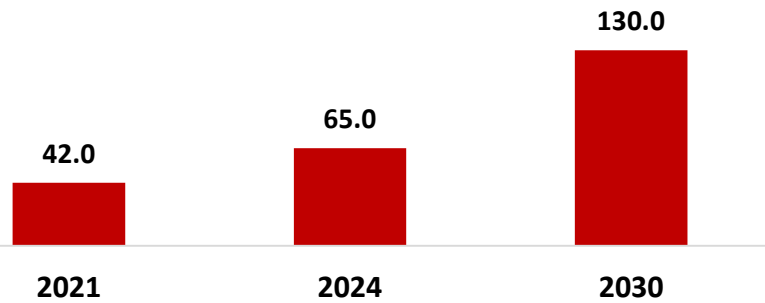
2021 US\$ 180 bn  
↓  
2040 US\$ 1000 bn

Chemical Industry Market size (US\$ billion)



## Indian Pharmaceuticals Industry

Indian Pharmaceutical Market (US\$ billion)



Exports > US\$ 25 bn  
20% from Generic Drugs



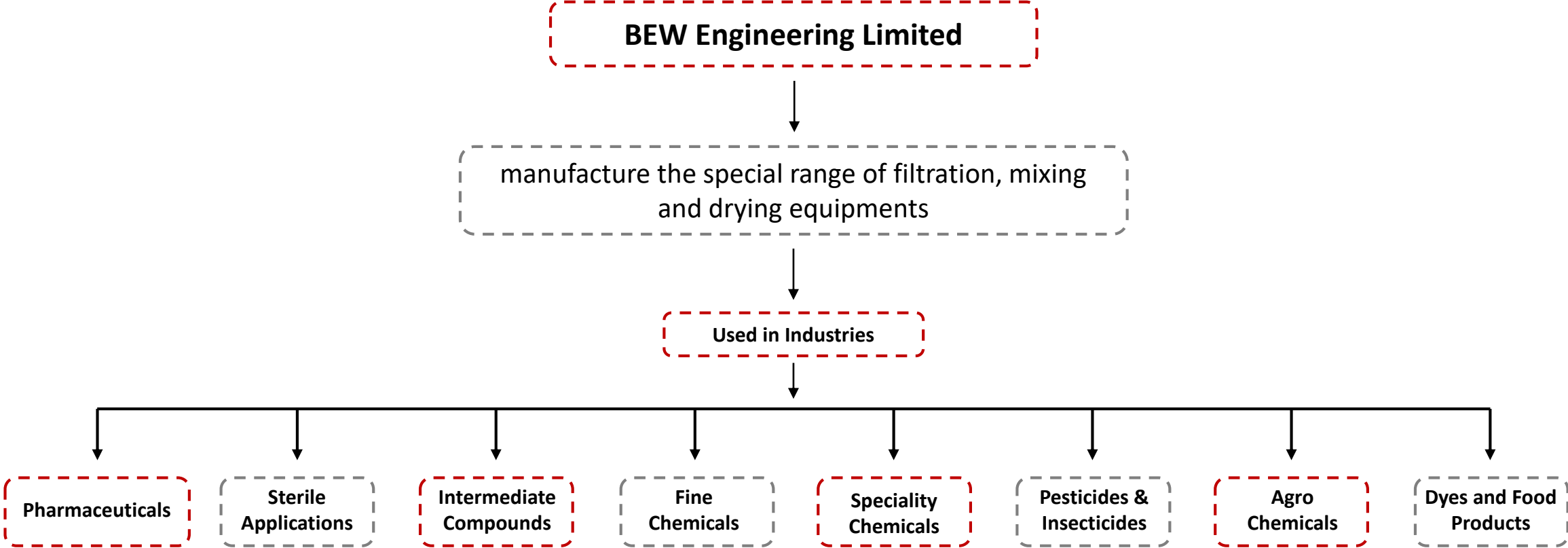
India within Biotechnology  
Among Top 12 globally  
3<sup>rd</sup> largest in Asia Pacific



# 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**



**TableTop Nutsche  
Filter Dryer  
with Agitator**

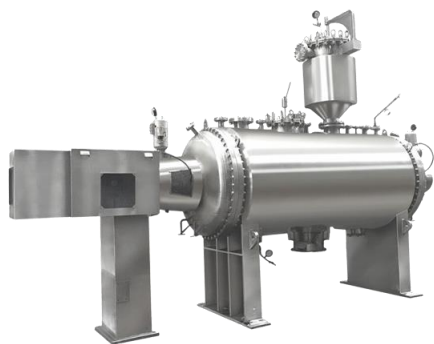




# Widest Product Range in the Industry



**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, 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:**

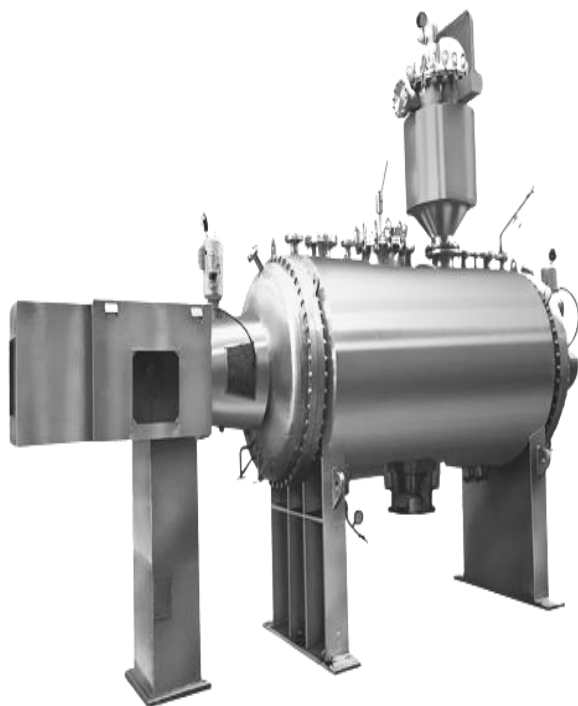
- ✓ Design upto 1 Ltr to 30,000 Liters
- ✓ We manufacture custom base products



# 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

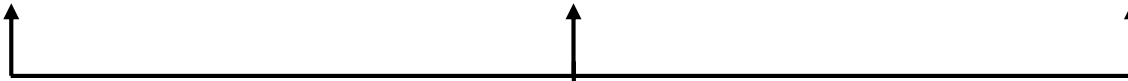


**Specifications:** (To minimize contamination and exposure, high purity chemicals, pharmaceuticals intermediates, speciality solids, etc. are efficiently filtered, washed, reslurried and dried in this device.)

**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



Astec Life Sciences Limited



Matrix Life Science



Rallis India Limited  
A TATA Enterprise



# ...Creating Strong Global Presence since 1974





# Future Outlook



# Current Initiatives



The company is undertaking initiatives to transform its operations by implementing systems and processes aimed at enabling effective decision-making and driving efficiencies across key functions.

## KEY INITIATIVES UNDERWAY



### 1. SAP B1 Implementation

Strengthening organizational integration, visibility and control through implementation of **SAP Business One (SAP B1)** to support improved decision-making and operational efficiency.



SAP B1 implementation will have huge impact on all functions of the Company

- We look forward to go live from 1st July 2026
- Real time financial and operational data & MIS will enable timely and effective decision making
- Operational efficiency through better working capital management
- Performance tracking, controls and data integrity



### 2. Engagement of Leap2Excel

Engaged **Leap2Excel** for assessment and implementation of systems & processes to enhance operational efficiency, process standardization and organizational scalability



- Leap2Excel is an advisory firm that comes with a combined experience of 200+ years specializing in manufacturing sector. We look forward to instill & execute the entire process by end of Q2FY26
- Implementation of processes in Marketing, sales, production & planning, HR and operations to enable efficiency in each function.



### 3. Engagement of CA Anuj Kanodia

Engaged **CA Anuj Kanodia** for strategic financial management consultancy to support stronger financial planning, governance and long-term value creation.



- He is a CA having 15+ years of experience in consulting.
- We look forward to achieve efficiency in current financial management with implantation of controls, financial planning & analysis.
- It shall pave the way to future growth with efficient financial strategies and effective financial decision making



01

## New Product Development

- *Continues focus to increase portfolio by addition of new products & innovation in existing products*



02

## Export Opportunities

- *Strives towards audit by global pharma and chemical manufacturers (Recently audited and approved by SABIC)*
- *Tie up with global partners for OEM partnership to boost export sales*



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  
Company Secretary

[cs@bewltd.com](mailto:cs@bewltd.com)

[www.bewltd.com](http://www.bewltd.com)

---