ASME
AUTHORIZED MANUFACTURER

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.bewltd.com
Email : bifriends@bewltd.com /
bifriends@bew.net.in /
bifriendsengg@gmail.com

Monday, November 16, 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

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

In continuation to our letter dated November 14, 2026, please find enclosed a copy of the Revised Investor Presentation, pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements), Regulation, 2015. The updated 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

ROHAN PRAKASH LADE
Digitally signed by ROHAN PRAKASH LADE
Date: 2026.11.16 13:38:25 +05'30'

Rohan Prakash Lade
Managing Director
DIN: 00460811

Encl: A/a



BEW Engineering Limited

Investor Presentation

November 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
- H1 FY27 & 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



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

"We are pleased to share our performance for the half year ended September 30, 2026. During the period, the company achieved revenue of approximately ₹64 crore and Net Profit of approximately ₹1.70 crore, reflecting continued business activity and sustained demand for our engineered process equipment across pharmaceutical, chemical and allied industries. While we continue to navigate an evolving business environment, our focus remains on strengthening operational efficiencies, improving profitability and building a sustainable growth trajectory.

During the period, the company continued its efforts towards strengthening its manufacturing infrastructure and optimising its operating cost structure. A significant initiative in this direction has been the commencement of production in our additional facility, installation of solar power panels at our manufacturing facility and other operational efficiencies in procurement, planning and sales. Our investment in solar power implementation is expected to substantially reduce our dependence on conventional electricity and bring down power and energy costs, contributing positively to our operating margins in the coming periods. Besides the financial benefits, this initiative also reinforces our commitment towards sustainable and energy-efficient manufacturing practices.

We have also continued to focus on strengthening our internal processes, improving production planning and execution, and enhancing operational controls through the ongoing implementation of SAP and other process improvement initiatives. These measures, coupled with our investments in manufacturing infrastructure and capacity enhancement, are aimed at improving productivity, optimising working capital and creating a more efficient and scalable operating environment.

On the business front, we remain focused on expanding our customer base, strengthening our presence in domestic and international markets, and pursuing opportunities across our key end-user industries. Our engineering capabilities, established customer relationships and experience in executing complex process equipment projects continue to provide a strong foundation for future growth.

As we enter the second half of FY27, our priorities remain centered on profitable business growth, margin improvement, cost optimisation and disciplined execution. We believe that the operational and cost-efficiency initiatives undertaken by the company, particularly investments in renewable energy and process improvements, will progressively contribute towards strengthening our financial performance. With improving manufacturing capabilities and a healthy demand outlook across our key industries, we remain optimistic about the opportunities ahead.

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 continued faith, confidence and support inspire us to strive for excellence and create sustainable long-term value for all."



Business Updates

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

KEY INITIATIVES UNDERWAY

1. SAP B1 Implementation

SAP Business One (SAP B1) implementation has entered into its final phase of parallel testing and updation of production records. We are targeting complete shift to SAP from FY27-28.

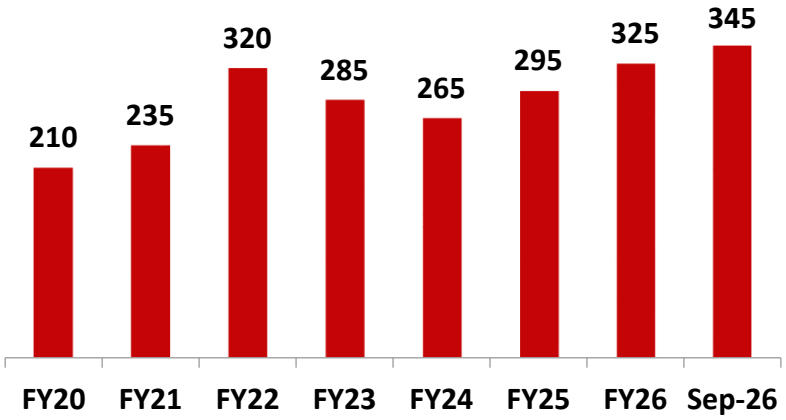
2. Installation of Solar Power Panel

Targetting Completion of Solar panel installation by 15 December 2026. Active load distribution from January 2027 onwards. Finance sanctioned from Surya Shakti Cell of SBI.

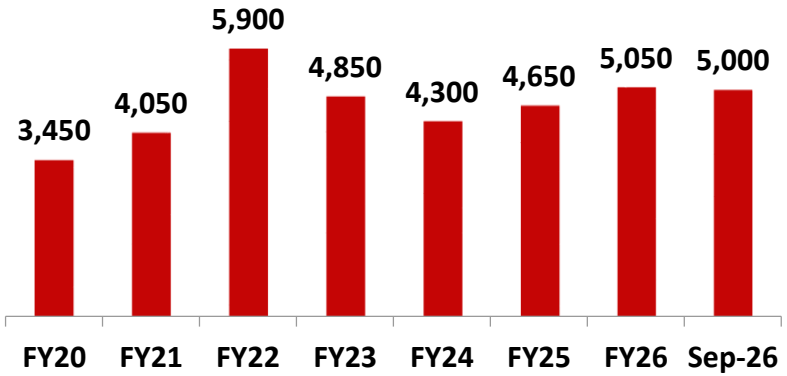
3. Production Facility enhancement

Partial commencement of production in the expanded adjacent production facility has begun from October 2026 and will achieve full utilization from April 2027.

Stainless Steel Price (₹/kg)



Hastelloy Price (₹/kg)



Note: These are average indicative market prices. Actual purchase prices of these materials might vary on case to case basis



Journey of 5 Years – From Equipment Manufacturer to Solution Provider

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

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

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

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 FY27 Financial Highlights

₹ 64.12 Crore
Revenue From Operations
down 26.38% (*Y-o-Y*)

₹ 6.09 Crore
EBITDA
Margin 9.47%

₹ 1.71 Crore
PAT
Margin 2.66%

Order book of c.₹ 61 Crore as on 30th September 2026

Net Worth ₹ 136.56 Crore

RoCE > 4.9%

Note: Consolidated Financials



Financial Highlights – Half Yearly

Rs. Crore

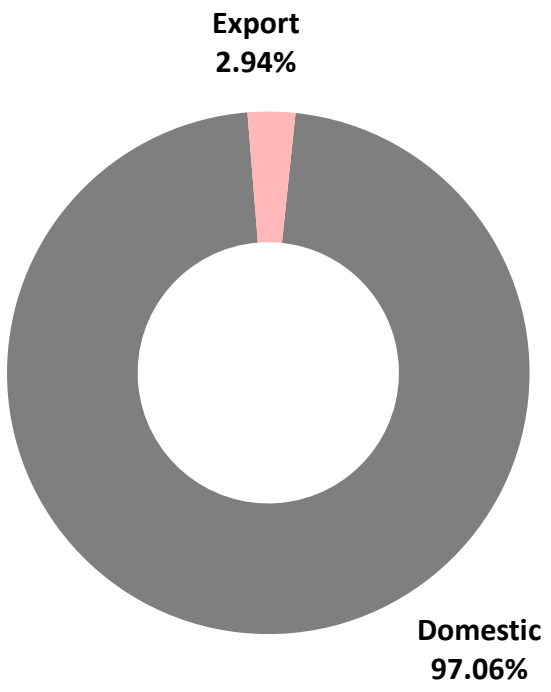
Particulars	H1 FY27	H2 FY26	H1 FY26
Income from Operations	**64.12**	**98.44**	**87.10**
Raw Materials	50.93	92.86	67.93
Employee Cost	3.64	3.53	3.37
Other Expenses	3.57	4.14	4.10
Total Expenditure	**58.14**	**100.53**	**75.40**
EBITDA (Excluding Other Income)	**5.98**	**(2.09)**	**11.70**
EBIDTA Margin (%)	**9.33%**	**(2.12%)**	**13.43%**
Other Income	0.17	0.22	0.26
Depreciation	1.06	0.66	0.57
Interest	2.75	0.68	3.16
Profit Before Tax	**2.34**	**(3.21)**	**8.23**
Tax	0.63	(0.77)	2.00
Profit After Tax	**1.71**	**(2.44)**	**6.23**
Profit After Tax Margin%	**2.67%**	**(2.48%)**	**7.15%**
EPS (In Rs.)	**1.31**	**(1.88)**	**4.78**

- Income from operations in H1 FY27 was ₹64.12 crore (H1 FY26: ₹87.10 crore), with EBITDA of ₹5.98 crore and PAT of ₹1.71 crore, reflecting continued business activity and sustained demand across our key end-user industries. However, the Company has taken a cautious approach in revenue enhancement on account of high volatility global scenario.
- Company maintained a healthy order inflow momentum with a confirmed order book of ~₹61 crore along with multiple enquiries under discussion, providing stable visibility for FY27-28 growth

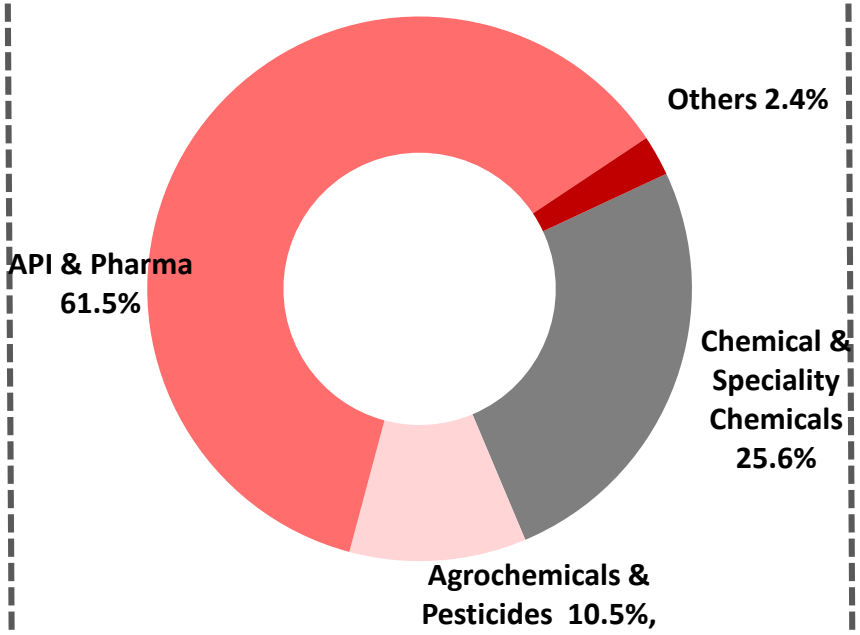


H1 FY27 Revenue Break up

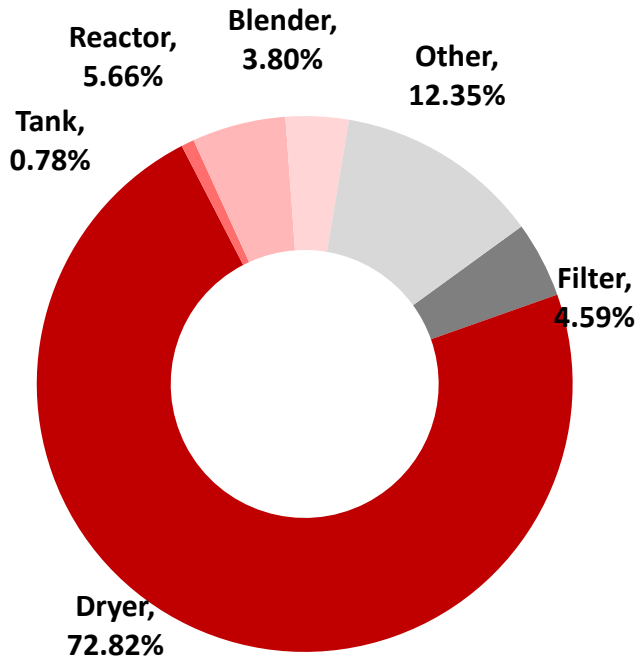
Geography-wise Revenue Break-up



Industry-wise Revenue Break-up



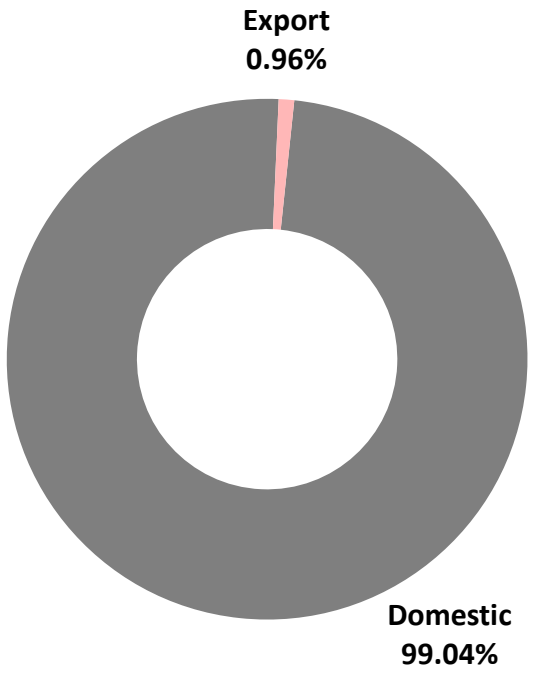
Product-wise Revenue Break-up



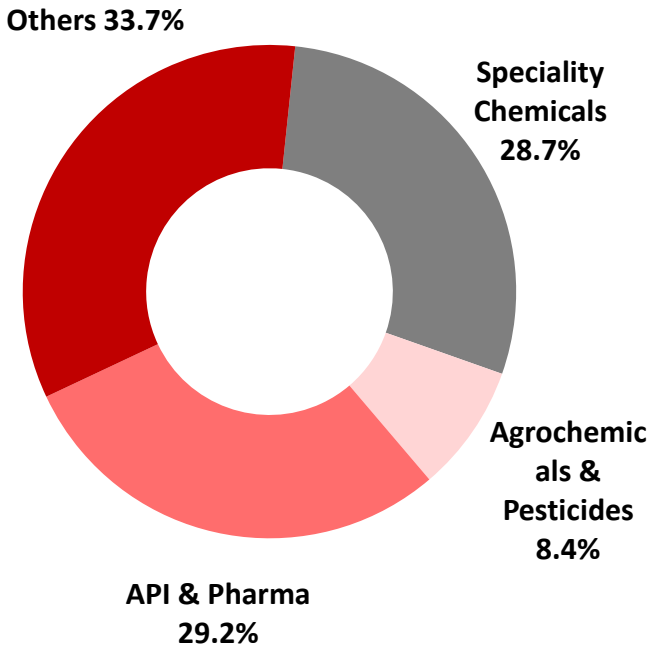


FY26 Revenue Break up

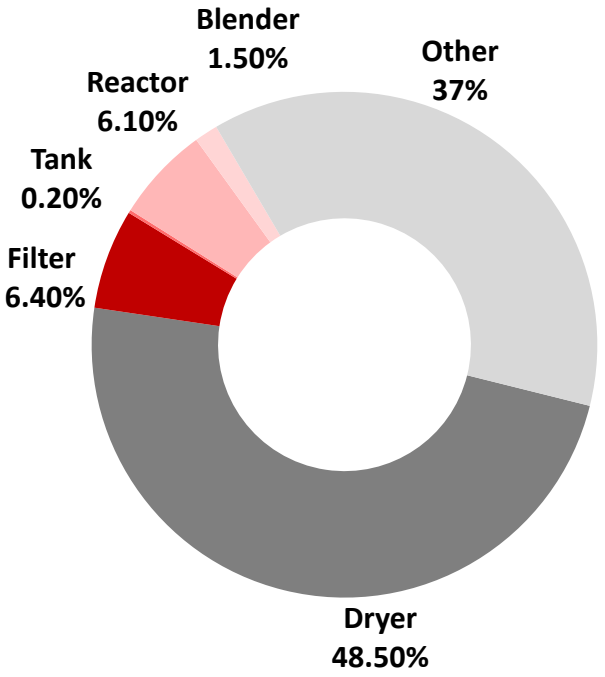
Geography-wise Revenue Break-up



Industry-wise Revenue Break-up



Product-wise Revenue Break-up





Financial Highlights – Half Yearly

Rs. Crore

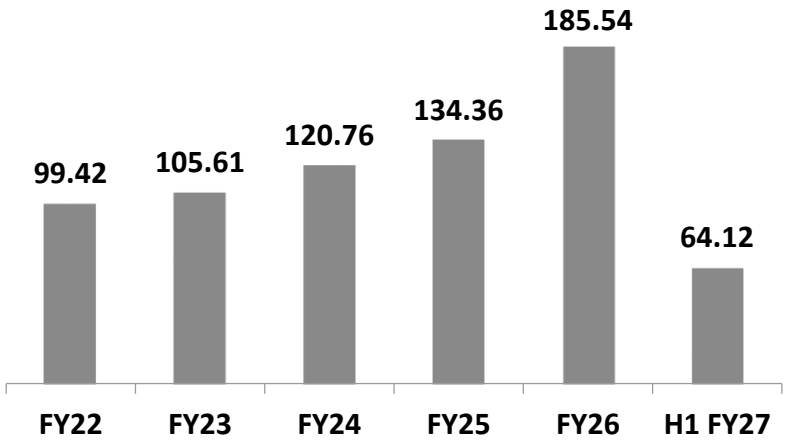
Particulars	H1 FY27	H1 FY26	Y-o-Y %
Income from Operations	64.12	87.10	
Total Income	**64.12**	**87.10**	**(26.38%)**
Raw Materials	50.93	67.93	
Employee Cost	3.64	3.37	
Other Expenses	3.57	4.10	
Total Expenditure	**58.14**	**75.4**	**(22.89%)**
EBITDA (Excluding Other Income)	**5.98**	**11.7**	**(48.89%)**
EBIDTA Margin (%)	**9.33%**	**13.43%**	**(410.56)Bps**
Other Income	0.17	0.26	
Depreciation	1.06	0.57	
Interest	2.75	3.16	
Profit Before Tax	**2.34**	**8.23**	**(71.57%)**
Tax	0.63	2	
Profit After Tax	**1.71**	**6.23**	**(72.55%)**
Profit After Tax Margin%	**2.67%**	**7.15%**	**(448.21)Bps**
EPS (In Rs.)	**1.31**	**4.78**	**(72.59%)**

- 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

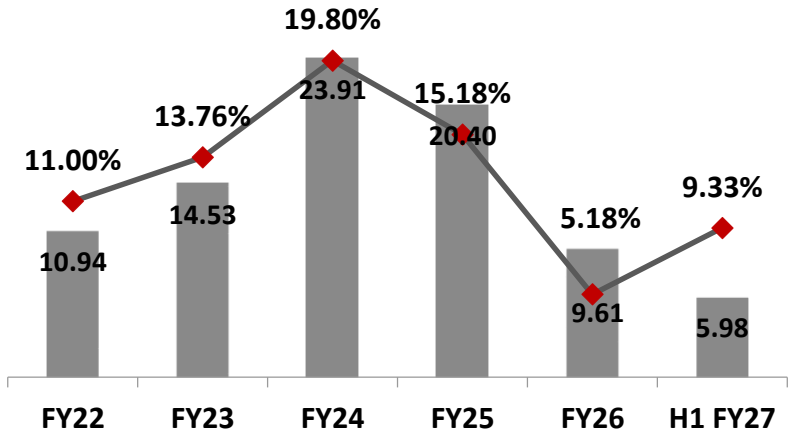


Annual Financial Highlights

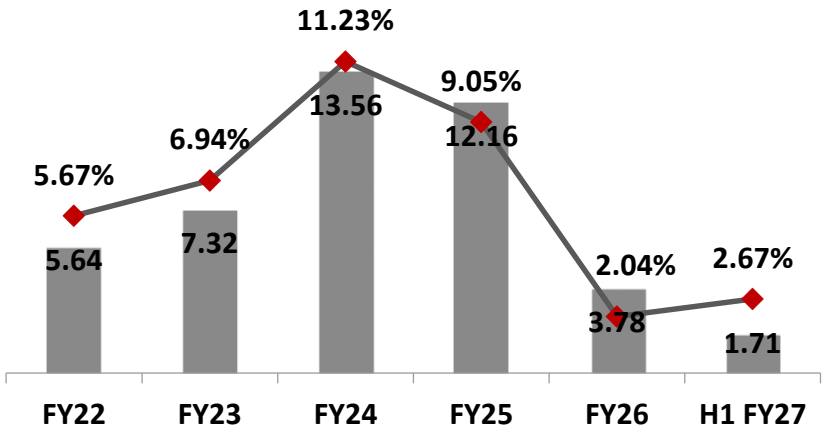
Revenue from Operations (Rs. Crore)



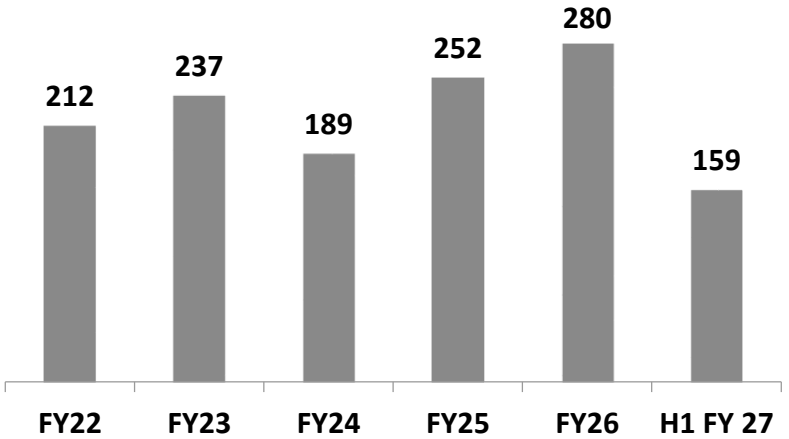
EBITDA (Rs. Crore) / EBITDA Margin (%)



PAT (Rs. Crore) PAT Margin (%)



No. of Equipments (Units)





Balance Sheet Highlights as on 30th September 2026

Rs. Crore

Liabilities	As on 30th September 2026	As on 31st March 2026
Shareholder's Funds	**143.04**	**141.33**
Share capital	13.07	13.07
Reserves & Surplus	129.97	128.26
Money received against share warrants	0.00	0.00
Non-current liabilities	**10.4**	**9.44**
Financial Liabilities		
Long term borrowings	9.46	8.50
Defer Tax liabilities	0.94	0.94
Current liabilities	**118.81**	**117.93**
Financial Liabilities		
Short Term Borrowings	53.29	54.17
Trade Payables	54.57	54.93
Other Financial liabilities	0.00	0.00
Other Current liabilities	10.16	8.62
Short-term provisions	0.79	0.22
Total Equities & Liabilities	**272.25**	**268.71**

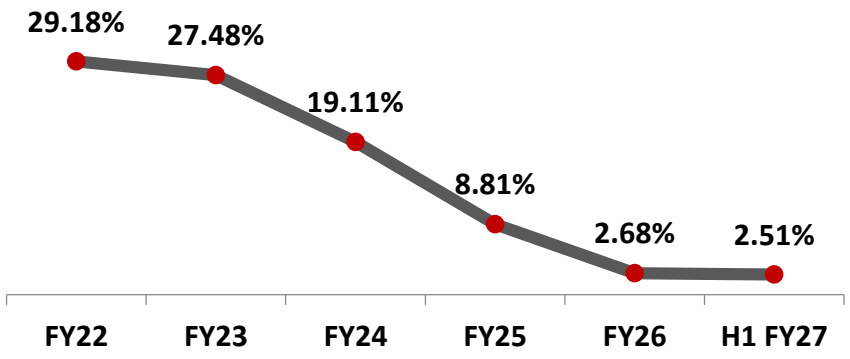
Rs. Crore

Assets	As on 30th September 2026	As on 31st March 2026
Non-current assets	**78.01**	**66.99**
Property,Plant & Equipment	69.87	59.92
Financial Assets		
Non-current Investments	7.89	6.83
Long-term loans & advances	0.25	0.24
Current assets	**194.25**	**201.72**
Inventories	127.98	128.33
Financial Assets		
Trade receivables	59.84	63.89
Cash & Cash equivalents	0.47	3.88
Short-term loans & Advances	3.33	2.78
Other Current Assets	2.62	2.84
Total Assets	**272.25**	**268.71**

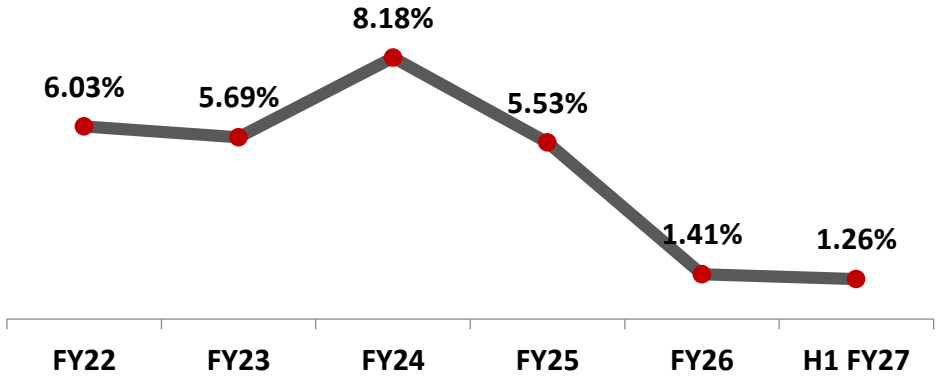


Key Ratios

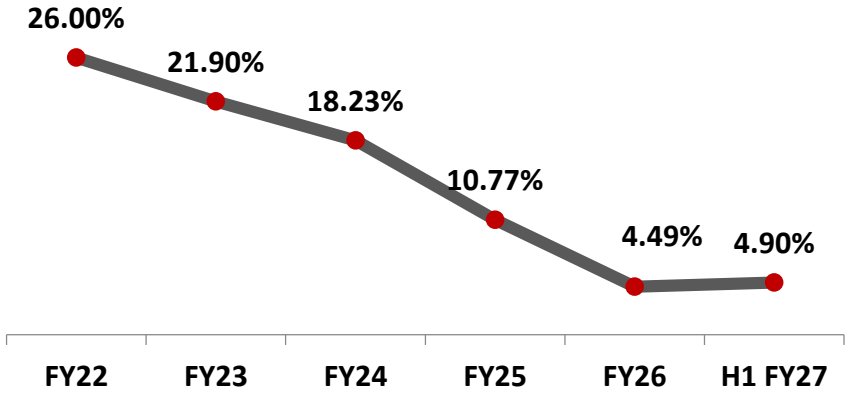
RoE(%)



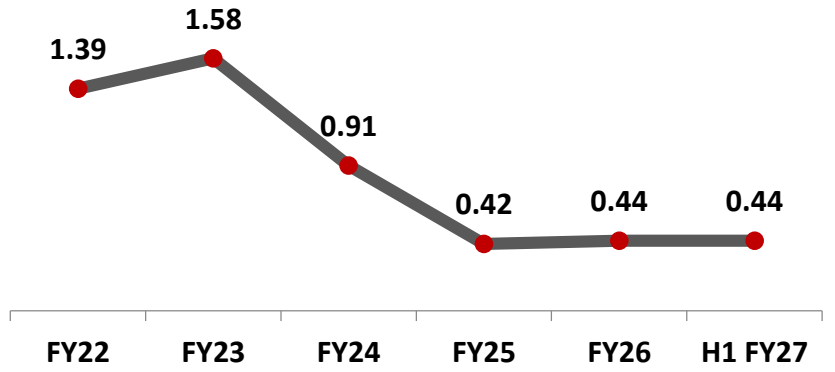
RoA(%)



RoCE(%)



Total Debt to Equity Ratio

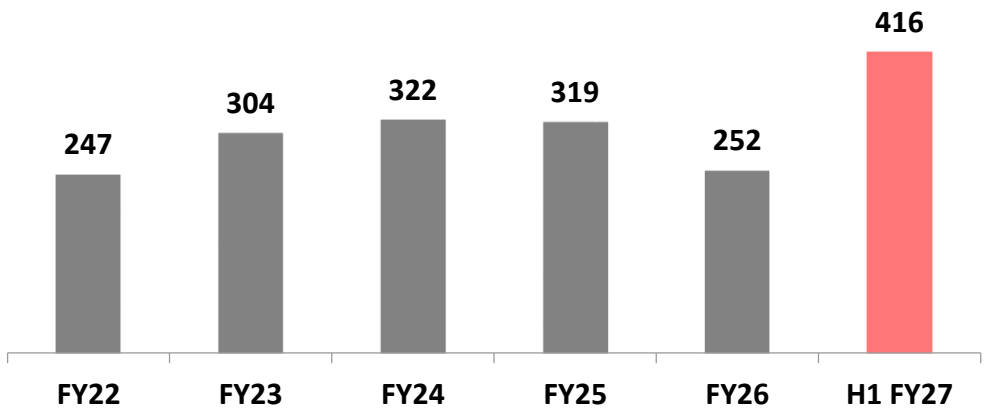


RoE = Net Profit/Net Worth | RoA = Net Profit/Average Total Assets / RoCE = EBIT/(Shareholders Fund + Total Debt-non current investments)
** IPO of 6,80,000 shares of Rs. 58 in FY2021*

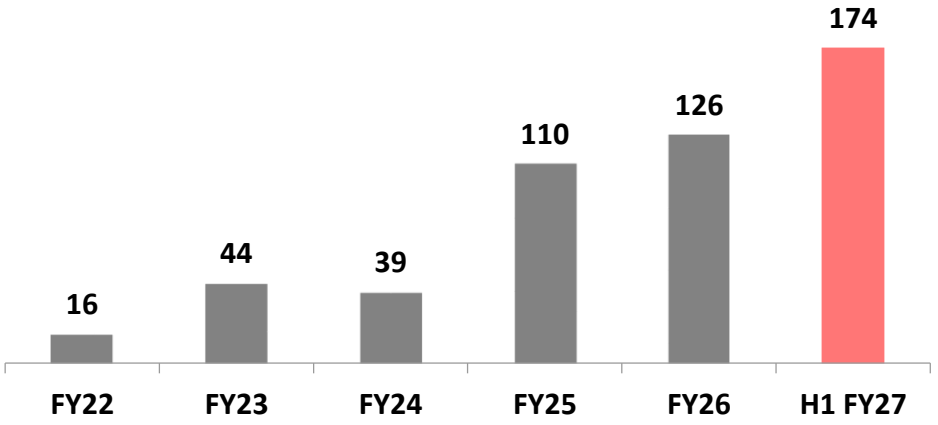


Working Capital Analysis (Days)

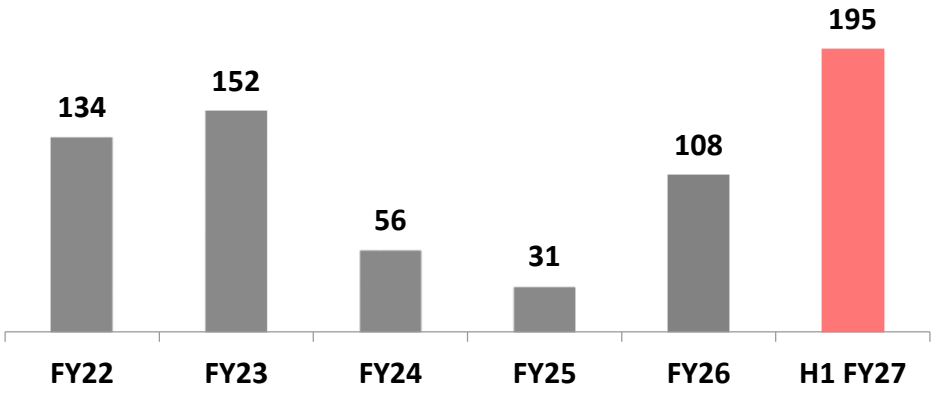
Inventory



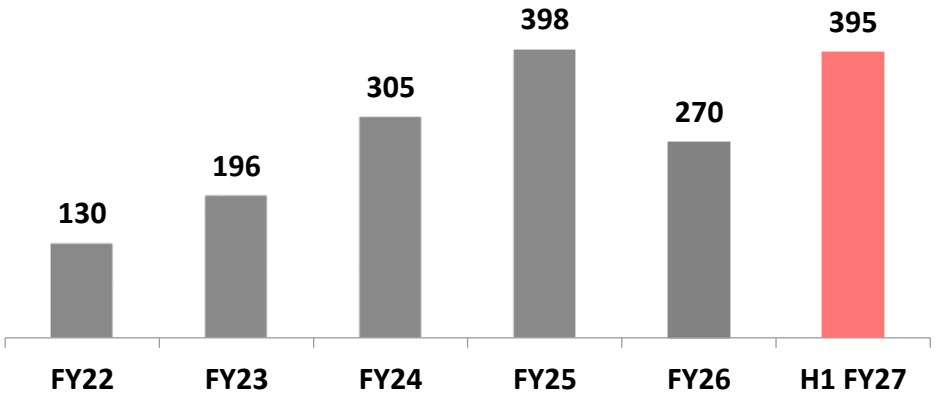
Receivables



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 : 16%



Journey So Far

1974
- Incorporated Bi -friends Engineers Works (Partnership Firm)

2011
- Incorporated BEW Engineers and Works Private Limited

2013
- Manufacturing facility was operational and Supplied first order

2015
- Executed 1st CE marked Export Order

2016
- Registered as authorized ASME U & R stamp manufacturer
- Established first overseas sales network in Bangladesh

2018
- Lade family took 100% management control over BEW by buying Khokrale family stake
- Expanded its sales network to Israel

2019
- Expanded its sales network to Russia

2021
- Converted Public Limited from Private Limited

2022
- Expanded its sales network to USA & Indonesia
- 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

2023
- 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

2024
- 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

2026



Honouring the Legacy



Late Prakash Lade
Chairman

- **Strong Vison & 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 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 4 years in in legal and Corporate Law



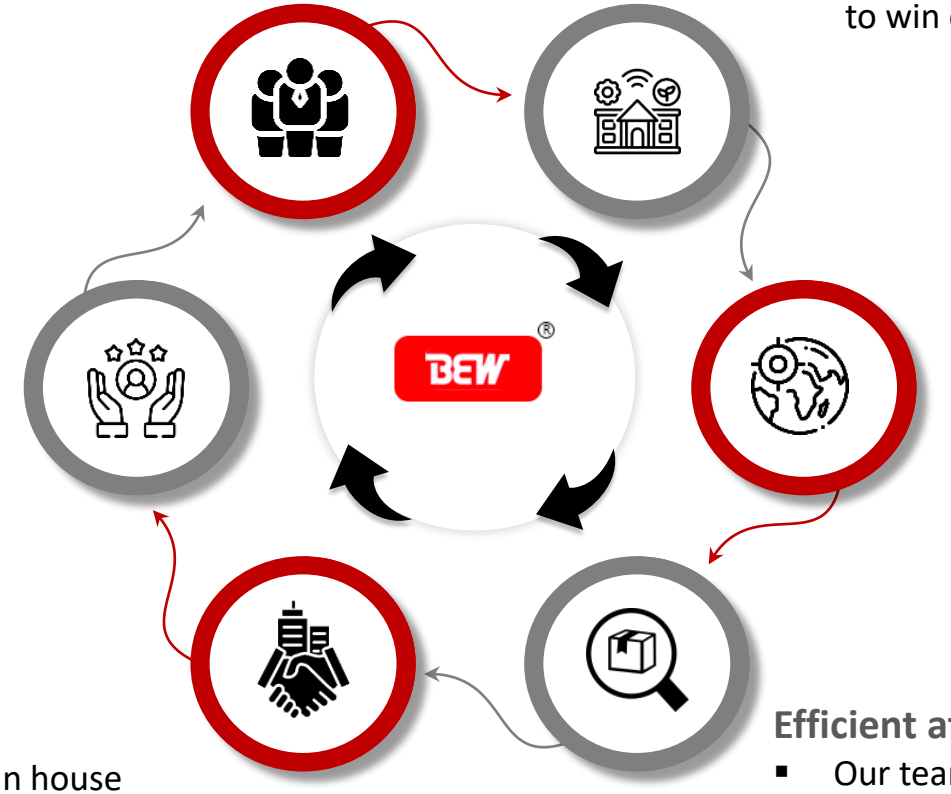
Key Strengths

Experienced Management

- Over 5 decades of experience in this business
- Supported by team of professionals having knowledge of our various business functions

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 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

Strong Geographical Footprint

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

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

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

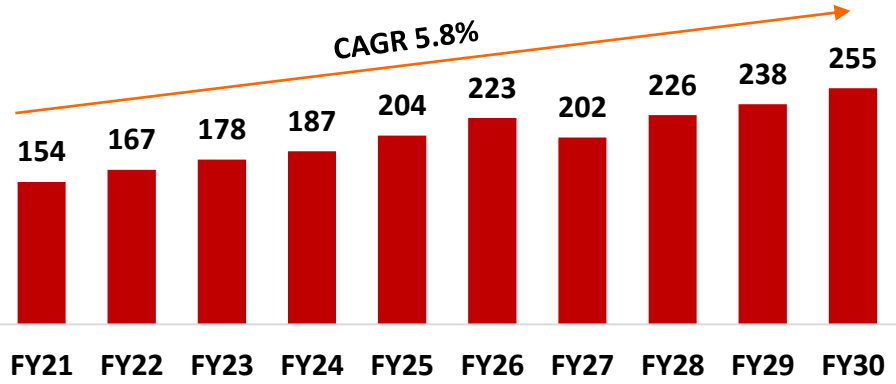
India within Chemical
6th largest Chemical Producer in World
3rd in largest Asia

Domestic demand is expected to rise

2021 US$ 180 bn

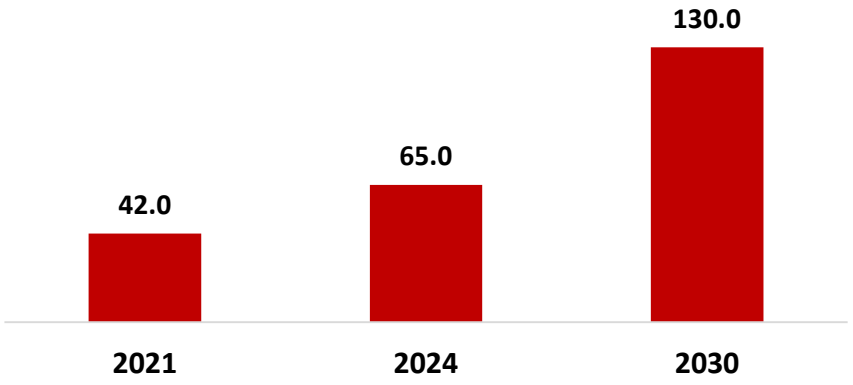
2040 US$ 1000 bn

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

BEW Engineering Limited

manufacture the special range of filtration, mixing and drying equipments

Used in Industries

- **Pharmaceuticals**
- **Sterile Applications**
- **Intermediate Compounds**
- **Fine Chemicals**
- **Speciality Chemicals**
- **Pesticides & Insecticides**
- **Agro Chemicals**
- **Dyes and Food Products**

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



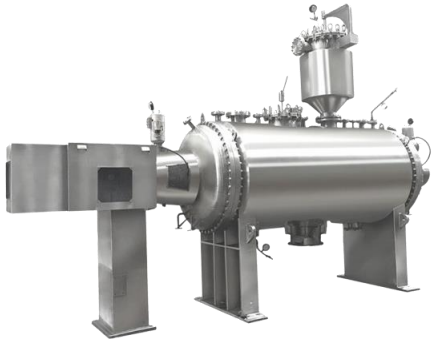
TableTop Nutsche Filter Dryer with Agitator





Widest Product Range in the Industry

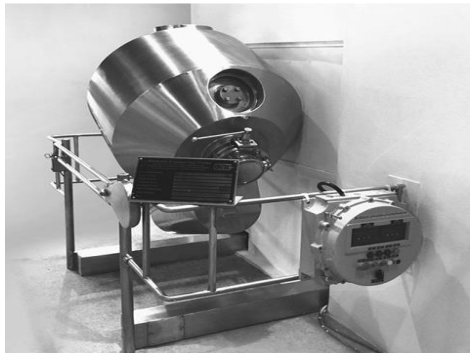
Rotary Vacuum Paddle Dryer



Rotocone Vacuum Filter Dryer



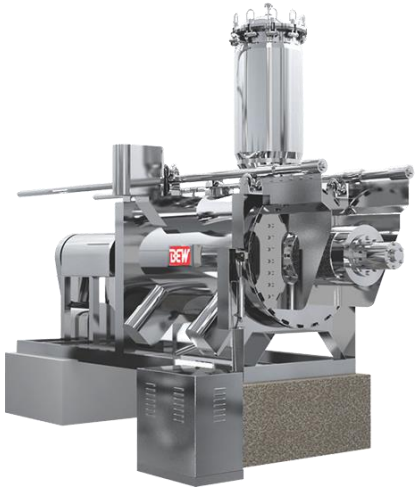
Cantilever Rotocone Vacuum Dryer



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)

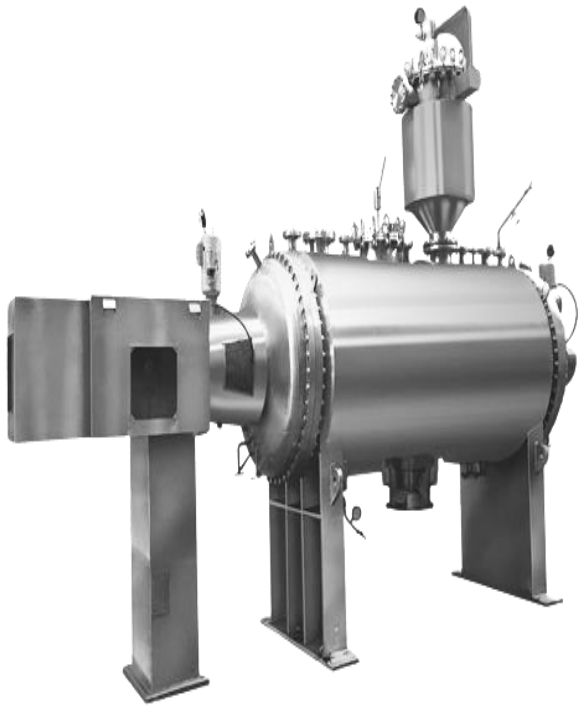
Capacity:

- ✓ 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

- Jubilant Ingrevia
- Harman
- Granules
- Dr. Reddy's
- Cipla
- Centaur
- Lupin
- Intas
- Emcure
- Hetero
- Sai
- Ipca (A dose of life)
- Sun Pharma
- Biocon
- Mylan

Chemical Sector

- SRF
- Gharda Chemicals Limited
- UPL OpenAg
- Astec (Astec LifeSciences Limited)
- Aarti Industries Limited
- Clariant
- Matrix Life Science
- Valiant Organics Limited
- Deepak Nitrite
- Rallis India Limited (A Tata Enterprise)



...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