



बी ई एम एल लिमिटेड
BEML LIMITED

(CIN: L35202KA1964GOI001530)
(A Govt. of India Mini Ratna Company under Ministry of Defence)



Manufacturing Units :

Bangalore Complex

Tel : 080-25242414
e-mail : bemlogmr@vsnl.com

KGF Complex

Tel : 08153-263020
e-mail : bemiede@vsnl.net.in

Mysore Complex

Tel : 0821-2402422
e-mail : bemimys@sancharmet.in

International Business Division

Tel : + 91-80-2222 2730, 2223 3350
e-mail : office@export.beml.co.in

Technology Division

Tel : + 91-80-2296 3100-109
e-mail : office@ctd.beml.co.in

Trading Division

Tel : + 91-80-22963113
e-mail : office@trading.beml.co.in

Regional Offices :

Bilaspur

Tel : 07752-252082
e-mail : bilaspur@rm.beml.co.in

Chennai

Tel : 044-28270792
e-mail : chennai@rm.beml.co.in

Hyderabad

Tel : 040-23227032
e-mail : hyderabad@rm.beml.co.in

Kolkata

Tel : 033-22826314
e-mail : kolkata@rm.beml.co.in

Mumbai

Tel : 022-22049490
e-mail : mumbai@rm.beml.co.in

Nagpur

Tel : 0712-2248435
e-mail : nagpur@rm.beml.co.in

New Delhi

Tel : 011-23318500
e-mail : delhi@rm.beml.co.in

Ranchi

Tel : 0651-2560370
e-mail : ranchi@rm.beml.co.in

Sambalpur

Tel : 0663-2521604
e-mail : sambalpur@rm.beml.co.in

Singrauli

Tel : 07805-268260
e-mail : singrauli@rm.beml.co.in

BEML Service Centres :

Moula Ali, Hyderabad
Tel : 040-27240873
e-mail : sh@Zonal.beml.co.in

Ongole - Service Activity Centre
Mobile No. : 9440312607

Service Activity Centre
Katri - 483501 (M. P.)
Mobile No. : 9425156473

Service Centre & Stores
Kolkata - 700088
Tel : 033-24010782
e-mail : storeskokote@rm.beml.co.in

Ref: CS/SEs/243

21.12.2016

Listing Compliance Department

The National Stock Exchange of India Limited

Exchange Plaza, Bandra-Kurla Complex,
Bandra (East), Mumbai - 400 051

Dear Sir/Madam,

Sub: **Presentation** of Analyst / Investors meet - under Regulation 30 of SEBI (LODR) Regulations, 2015 - Reg.

Ref: Our letter CS/SEs/241 dt. 08.12.2016

Please find enclosed a copy of Presentation of Analysts / Investors meet held on 21.12.2016 at Corporate office, Bengaluru for your reference and records.

Thanking you.

Yours faithfully
For BEML LIMITED

S V Ravisekhar Rao
Company Secretary & Compliance officer



Encl: As above

Cc: Listing Compliance Department

The BSE Limited.

P.J. Towers, 26th Floor,
Dalal Street, MUMBAI - 400 001



BEML LIMITED

WELCOMES

INVESTORS / ANALYSTS

21st December 2016

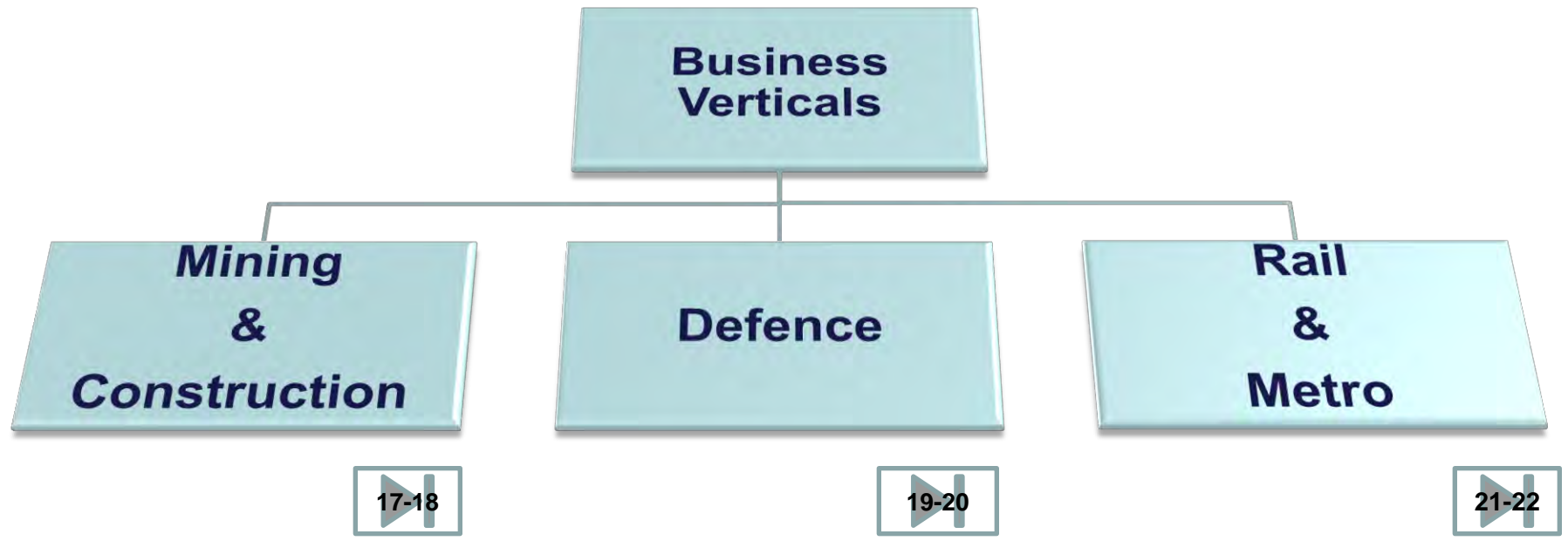


Statements in this presentation describing the Company's performance may be "forward looking statements" within the meaning of applicable securities laws and regulations. Actual results may differ materially from those directly or indirectly expressed, inferred or implied. Important factors that could make a difference to the Company's operations include, among others, economic conditions affecting demand/supply and price conditions in the domestic and overseas markets in which the Company operates, changes in or due to the environment, Government regulations, laws, statutes, judicial pronouncements and/or other incidental factors.



Incorporated: 11th May 1964

Mini Ratna 'Category - I' Company
Ministry of Defence



SHARE HOLDING PATTERN

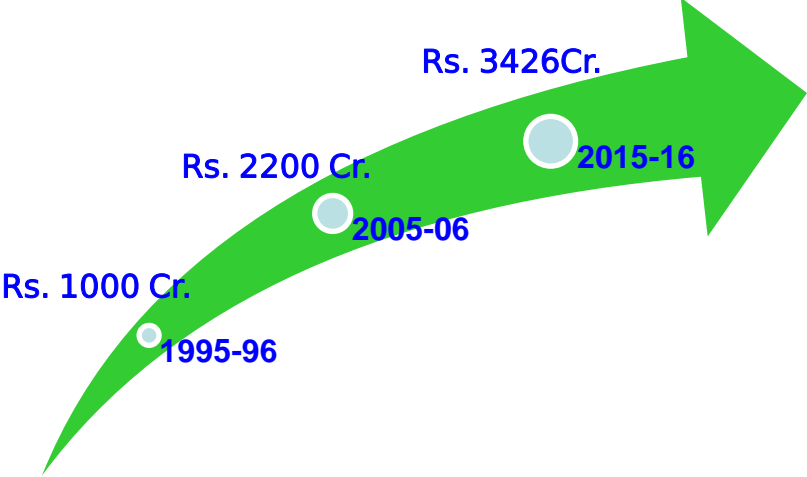


Govt.of India	54.03%
MFs	18.64%
Indian Public	10.18%
IFIs	5.20%
Corp Bodies	5.17%
FII's/FPI's	5.26%
NRIs/ OCBs	0.69%
Banks	0.13%
Others	0.70%
TOTAL	100.00%

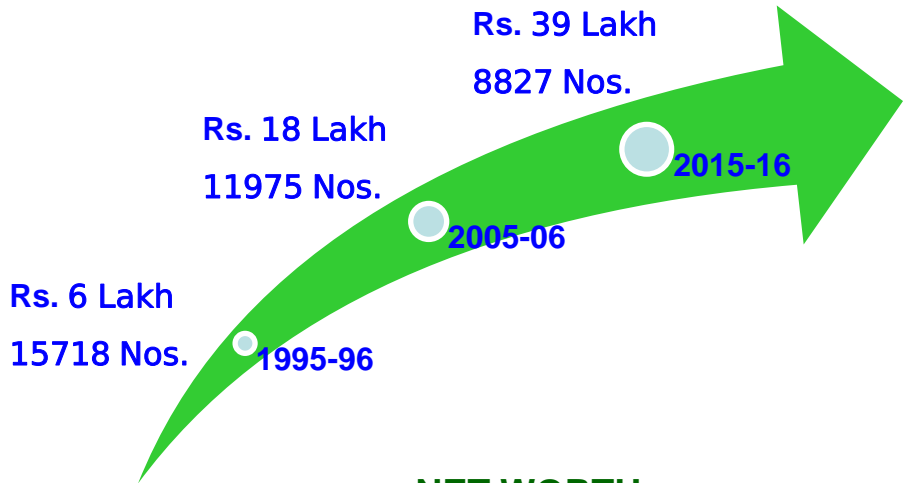
As on 16th DEC 2016



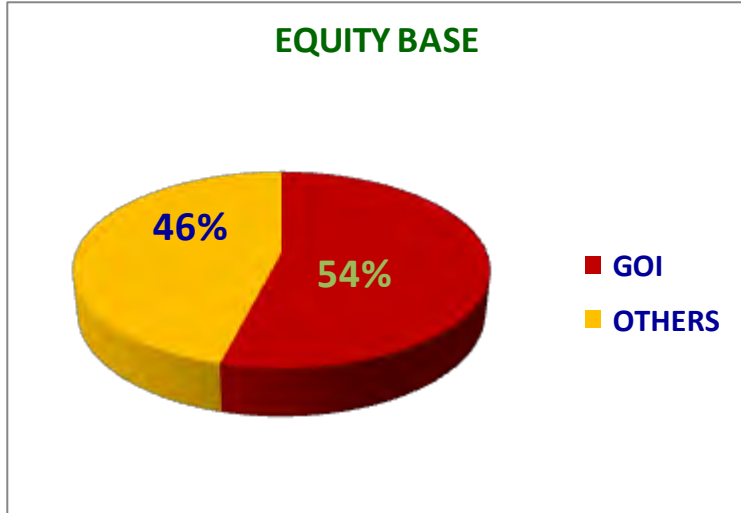
SALES TURNOVER



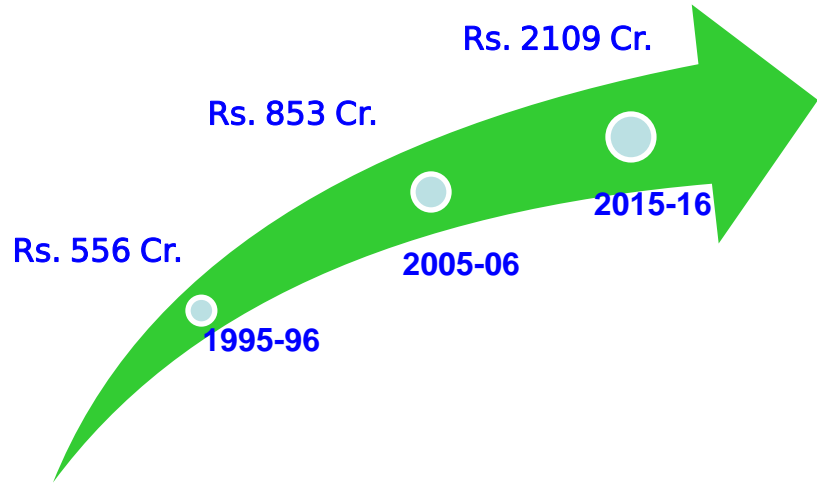
SALES PER EMPLOYEE & MANPOWER



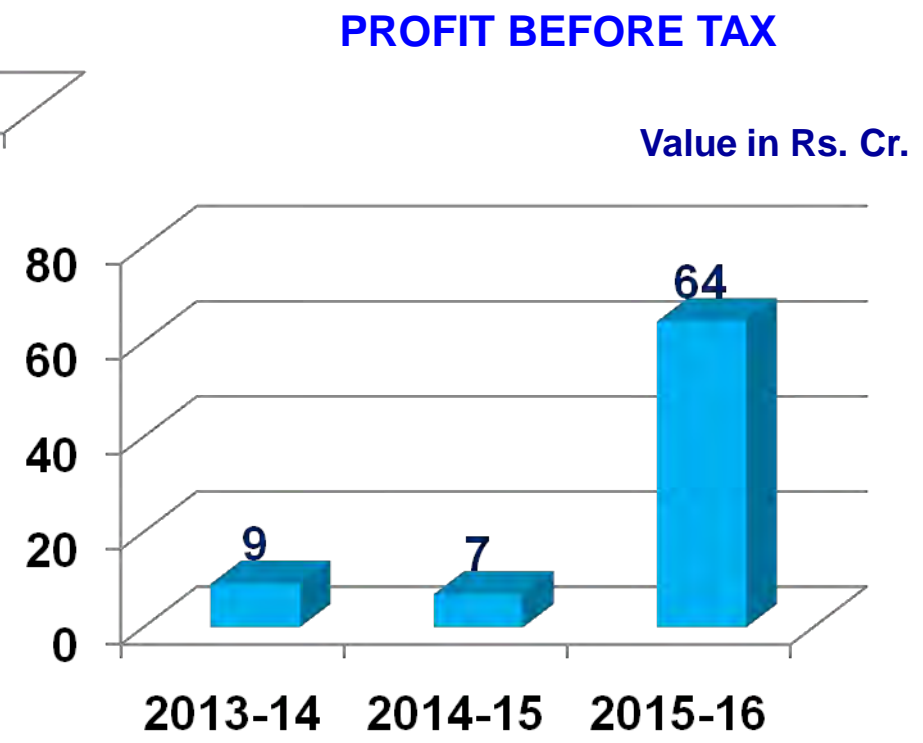
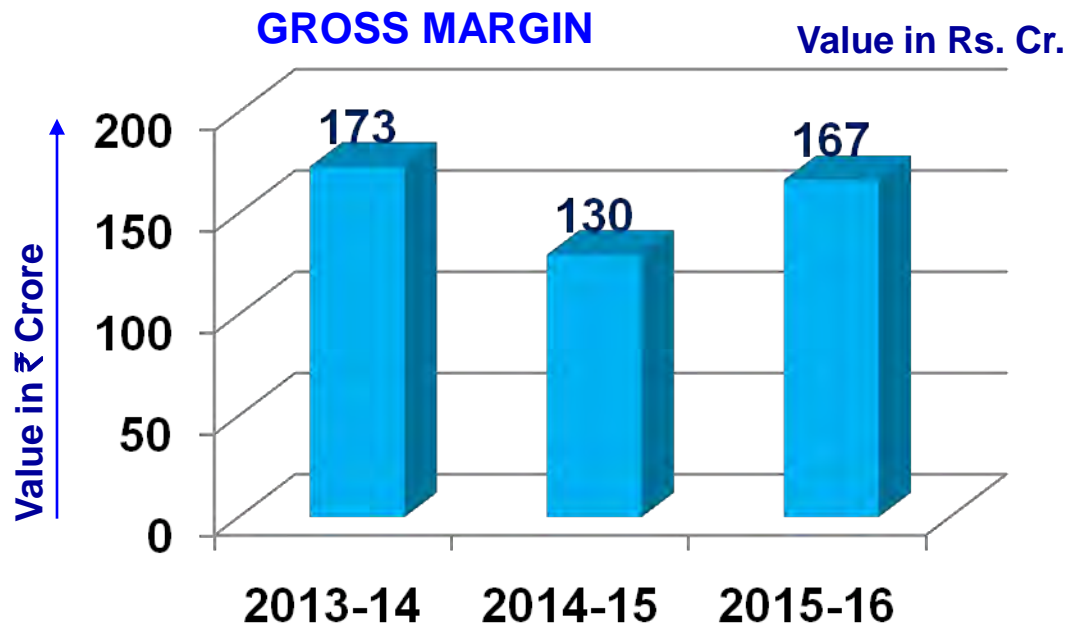
EQUITY BASE



NET WORTH

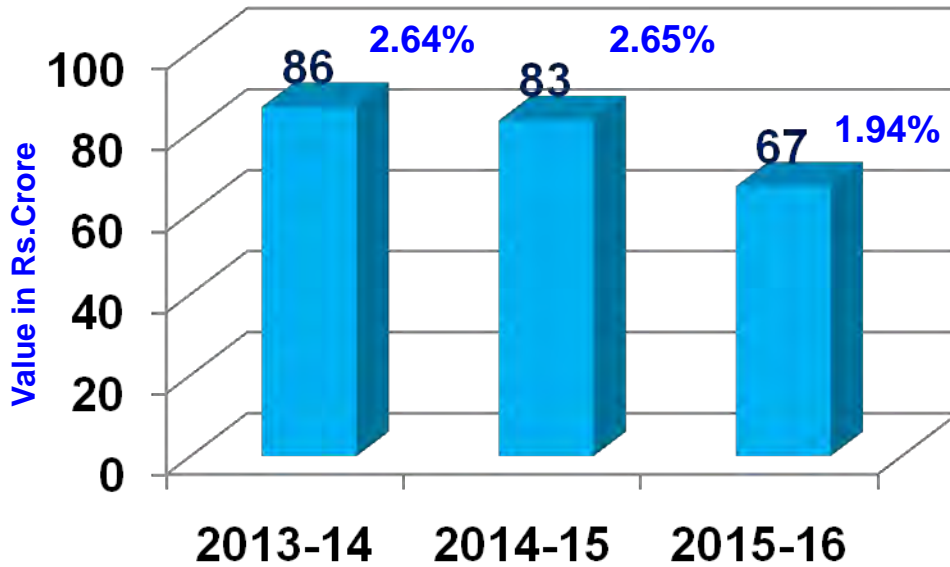


GROSS MARGIN & PROFIT BEFORE TAX

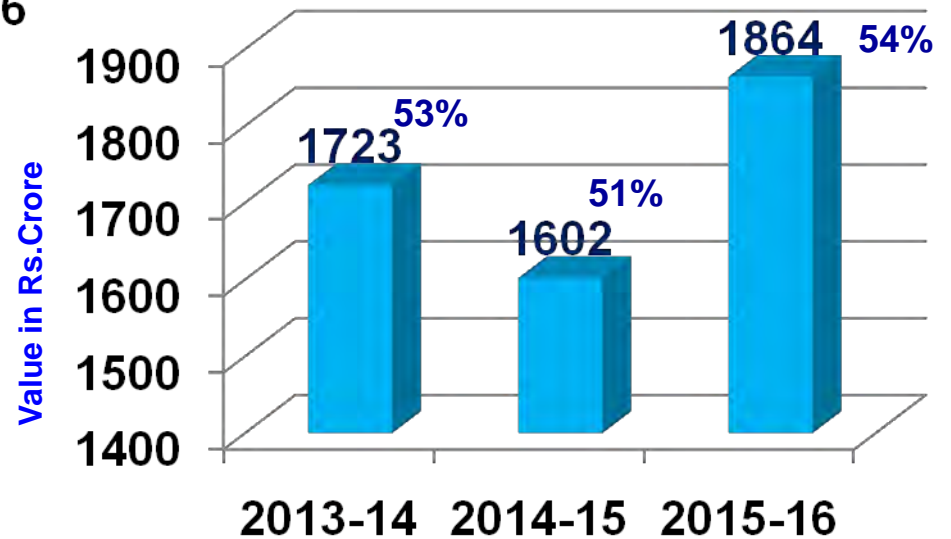




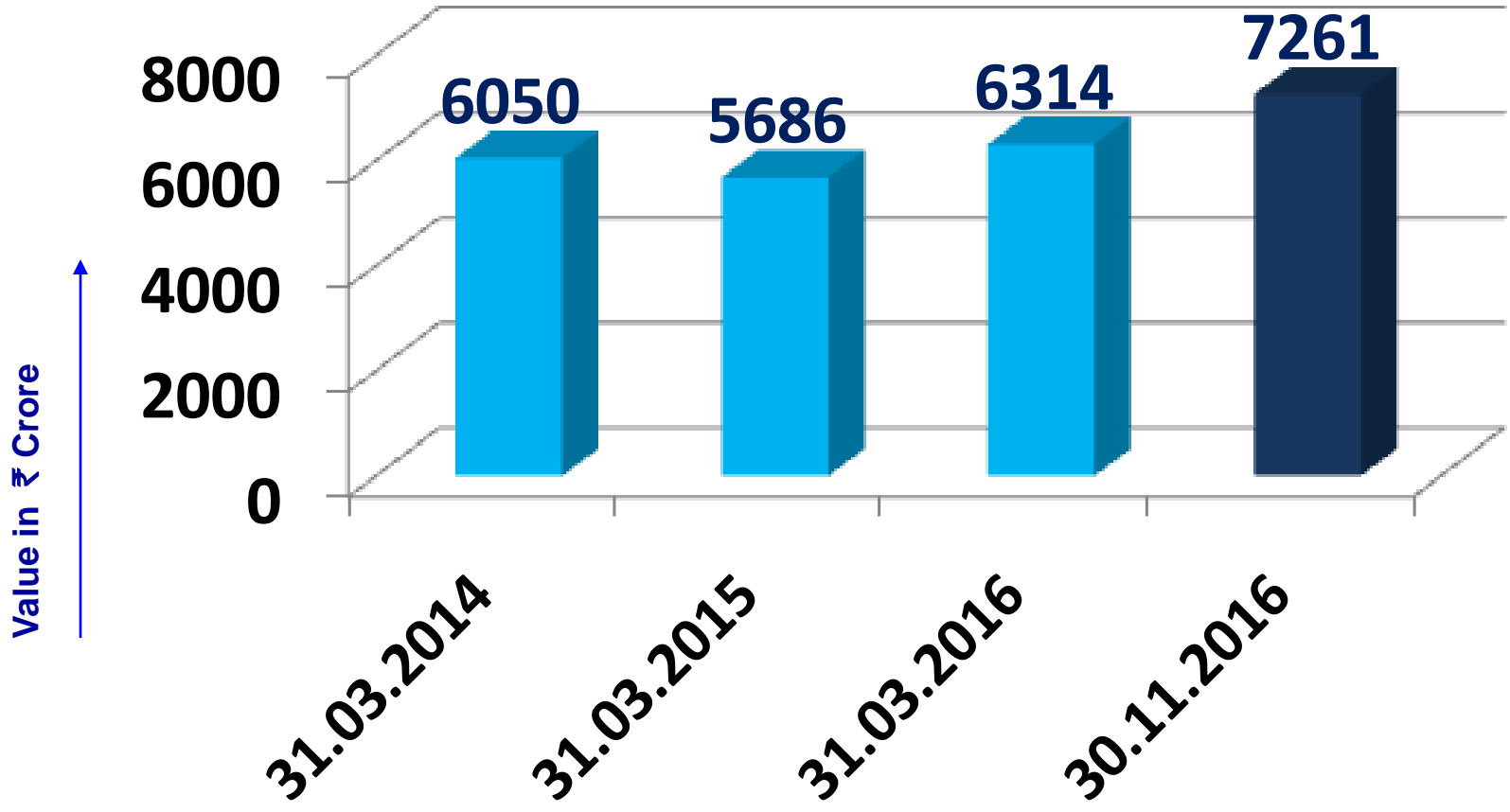
R&D EXPENDITURE % w.r.t TOTAL SALES

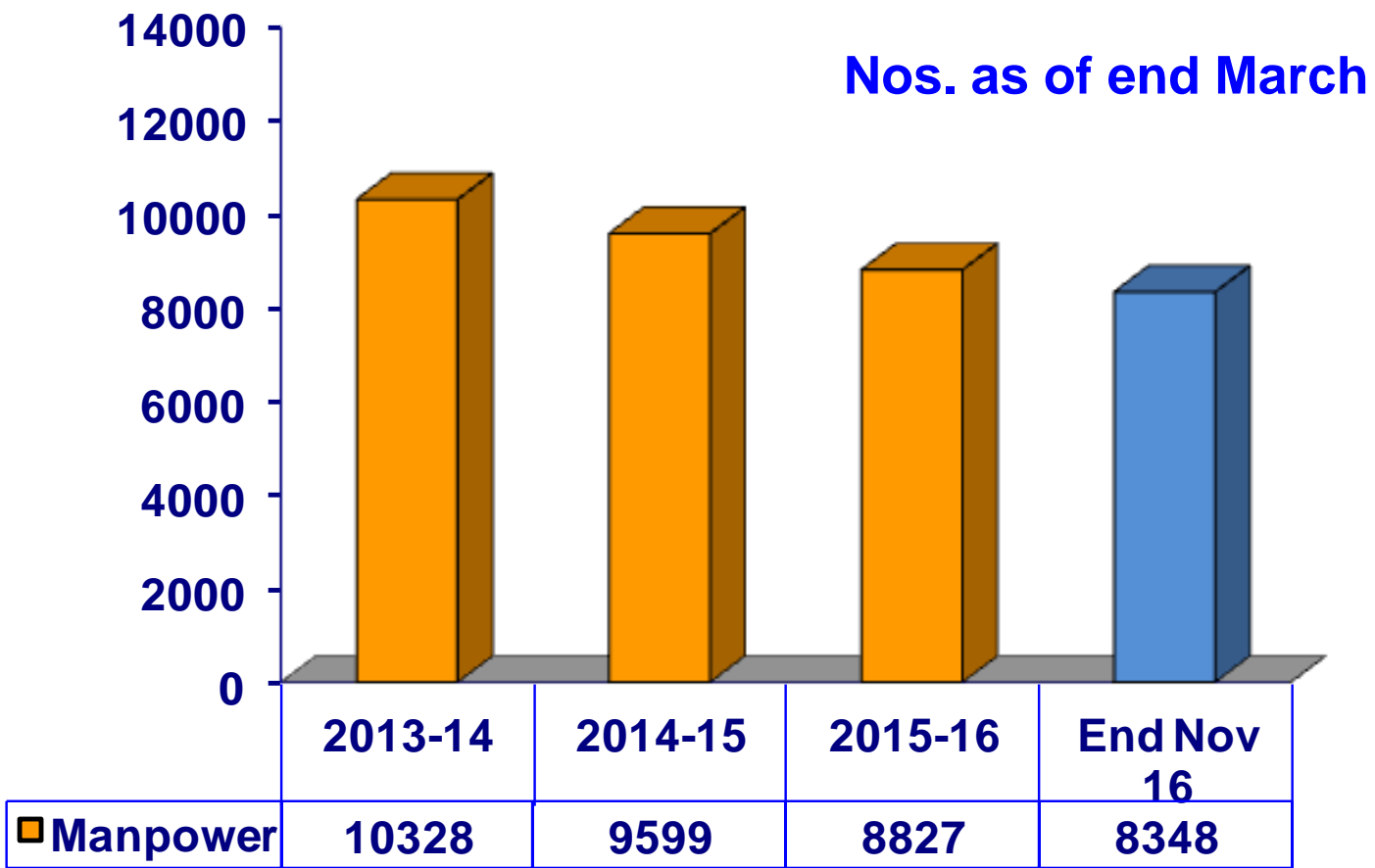


SALES FROM R&D DEVELOPED PRODUCTS w. r. t. TOTAL SALES



ORDER BOOK POSITION

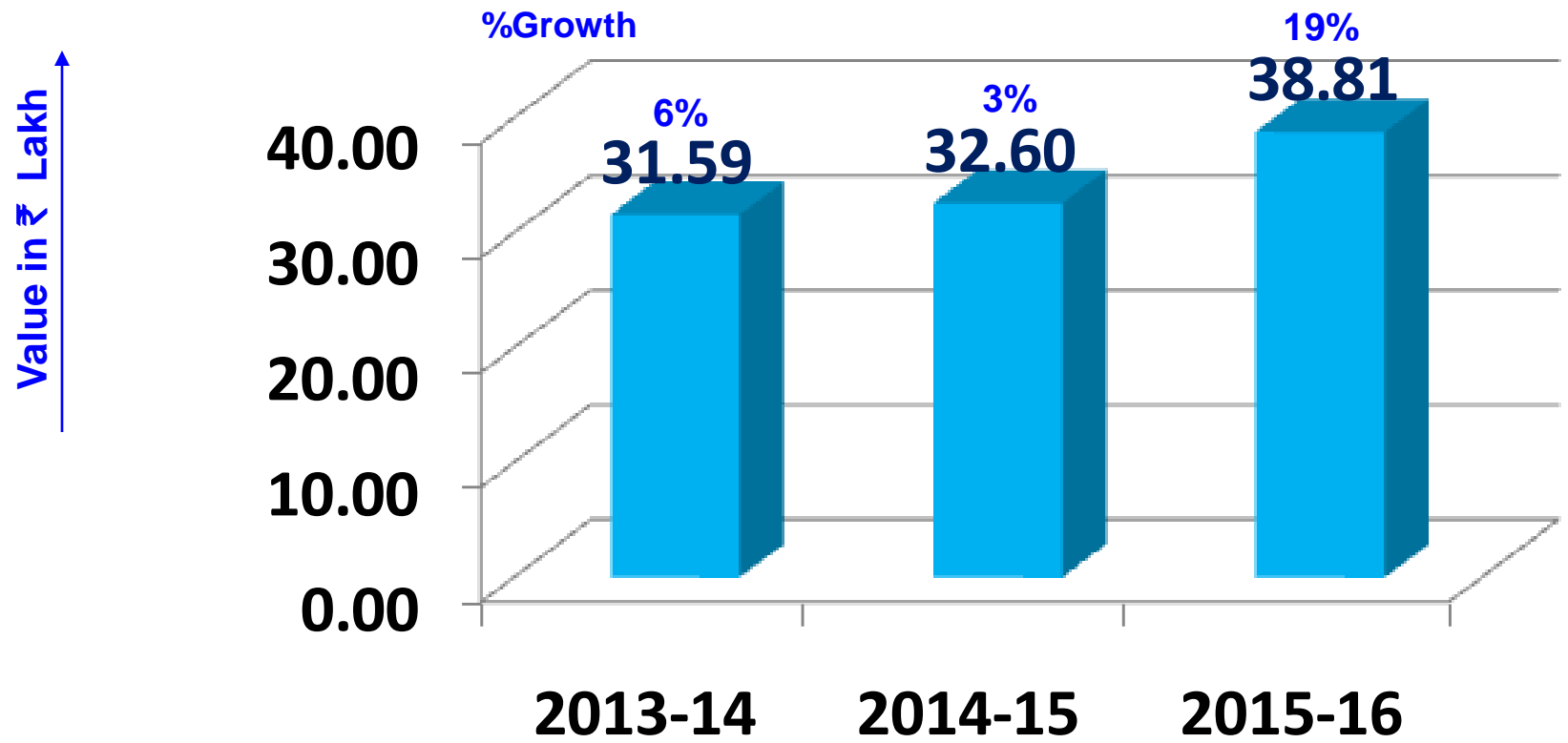




SALES PER EMPLOYEE



Value in ₹ lakh





Values in ₹ Cr.

Particulars	2013-14	2014-15	2015-16	Achv. As of end Sept'16
Gross Sales	3262.20	3129.65	3426.02	801.56
Value of Production (VoP)	3165.14	2920.39	3182.31	981.48
Profit Before Tax	9.08	6.91	64.27	(123.69)



- ❖ SCOPE Award for Excellence and Outstanding Contribution to the Public Sector Management – Special Institutional Category (Turnaround)” for the year 2013-14.
- ❖ Received Twin Awards for Skill development and CSR Initiatives.
- ❖ National Quality Award-2016 for “Optimization of painting process parameters for metro car interior panels.”
- ❖ International Gold Award at Bangkok for ‘Productivity improvement and reduction in Welding Distortion’ during manufacturing of side-block of Metro Cars .
- ❖ India’s Top Challenger Company’ in the category of Construction & Engineering in the 14th Annual Construction World Global Awards-2016 by ASAPP Media Information Group and
- ❖ ‘Star Performer Award in Export Category for the year 2014-15 awarded by EEPC.

MANUFACTURING COMPLEXES



KGF COMPLEX

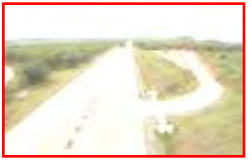
BIRD'S EYE VIEW - EM DIVISION



HEAVY EQUIPMENT SHOP



TEST TRACK



H&P DIVISION



RAIL UNIT - II



HEAVY FABRICATION UNIT



MYSURU COMPLEX

BIRD'S EYE VIEW



ENGINE DIVISION - FLEXIBLE MANUFACTURING SYSTEM



WELDING ROBOT



PALAKKAD COMPLEX

HANGAR I & II



HANGAR III & IV



BENGALURU COMPLEX

FRONT VIEW



ROOF ROBOT SPOT WELDING



CAR BODY JIGS



BOGIE LOAD TEST



WATER TIGHTNESS TEST



VIL - STEEL FOUNDRY SUBSIDIARY OF BEML





BEML'S GLOBAL REACH



THANK YOU



DOZERS: 90 HP – 416 HP



DUMP TRUCKS: 35 TON -205 TON



EXCAVATORS- 7.5 TON – 180 TON



WHEELED LOADERS – 0.8 m³ – 6.3 m³





MOTOR GRADERS: 119 HP - 280 HP



PIPE LAYERS: 41 TON – 100 TON



DREDGERS: 1.3 m³



WATER SPRINKLERS: 28,000 LITRE – 70,000 LITRE





BEML HIGH MOBILITY VEHICLES – 12x12, 10x10, 8x8, 6x6, 4x4



SARVATRA BRIDGE SYSTEM



ARMoured RECOVERY VEHICLE



AKASH MISSILE – SECTION IV & V PROJECT





BMP TRANSMISSION



EJECTOR AND AIR CLEANER ASSEMBLY





METRO TRAINS





PASSENGER COACHES & ELECTRICAL MULTIPLE UNITS



MAINTENANCE VEHICLES – CMV, OHE

