

BEML LIMITED
BANGALORE

ANNUAL REPORT
2011-2012

<i>ANNUAL GENERAL MEETING TO BE HELD ON</i>		
14.09.2012	10.30 HOURS	API BHAVANA # 16/F, MILLERS TANK BED AREA VASANTHANAGAR BANGALORE – 560052

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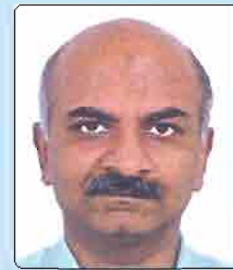
BOARD OF DIRECTORS*



Shri P Dwarakanath
Chairman & Managing Director (I/c)
& Director
(Metro & Rail Business)



Smt. Rashmi Verma
Government Director
Joint Secretary (Land Systems)
Dept. of Defence Production, Ministry of Defence



Shri Rajnish Kumar
Government Director
Additional Financial Adviser & Joint Secretary
Dept. of Defence Production, Ministry of Defence



Dr. (Smt.) Rekha Bhargava
Director



Lt. Gen. (Retd.) Noble Thamburaj
Director



Shri Kanwal Nath
Director



Prof. Ramesh Bhat
Director



Prof. S Sadagopan
Director



Shri M Pitchiah
Director
(Finance)



Dr. M Nellaiappan
Director
(HR)



Shri C N Durgesh
Director
(Mining & Construction
Business)



Shri P R Naik
Director
(Defence Business)

Chairman's Speech.....

Dear Shareholders,

The year 2011-12 was a challenging year due to the global economic uncertainties which adversely affected some of the sectors in which your Company operates. However, your Company's consistent effort to diversify and grow in all the three verticals it operates has paid off.

Despite the difficult situation, your Company has been able to scrape through the last year sales and the revenue billed was Rs. 3648 Cr with net revenue of Rs 2921 Cr (including ED). In fact, it has been a 2% growth at the net revenue level including ED with a net profit of Rs. 66 Cr during 2011-12. Though the manufacturing sector, mining and quarrying, construction also are witnessing a pressure on their growth rates, the Mining & Construction made an impressive 18% growth in sales as compared to previous year sales. The Rail & Metro business performance was almost at the same level while the Defence sector business performance was lower compared to the previous year. The Company has closed the year with a healthy order book position of Rs. 7066 Cr, with orders in Defence and Rail & Metro above Rs. 2700 Cr each and Mining & Construction over Rs. 1300 Cr for delivery during 2012-13 and beyond. During 2011-12, BEML received two major orders from Ministry of Defence for ARV and Jaipur Metro for Metro cars.

The profit during the year is lower mainly on account of reduction in other income due to withdrawal of provisions of more than Rs 100 Cr in the previous year which is not there in the current year, impact of wage revision on other costs like gratuity, leave salary, retirement medical benefits and lesser revenue due to postponement of placement of orders, non-availability of LC etc. In the recent past, we have sown seeds for many a new business lines viz., Dredging equipment manufacturing, Aerospace etc. These lines, I hope, will start operating in 2012-13 and 2013-14 would be a year of significant business growth of your Company. On the Aerospace Manufacturing segment side, I anticipate business growth in offset opportunities and we are in discussion with many offset partners which are in various stages.

On the Defence side, we are entering into BMP overhauling. On the product front specially in Mining & Construction vertical, with customers graduating to high capacity-high-end products, we have lined up new products matching to the requirements like 150T & 200T Dump Trucks with high productivity and in line with the global products, which in all probability, will start generating significant revenue in the next one or two years, by when the demand for such product scales up.

On the Rail & Metro side, while Metro segment will continue to grow, we expect to see a sea change in EMUs requirement for which BEML has already lined up a product. We have also lined up new products for dedicated freight corridor. Further, being a Track Laying equipment manufacturer, we have initiated to get into Track Laying Business which I hope should also add sizeable business in the year 2012-13. We are fully booked for the year and expect an exponential growth in this segment of our business.

BEML has always envisioned being a leading market player in all lines of its business in the international arena. While enhancing exports is a major thrust towards this endeavour, globalization is a major strategy which the Company is pursuing. We already have overseas offices at 4 places. Further, we have plans to establish an office in South Africa to cater to the growing African market. Being a highly diversified successful Company and further diversifying into many areas, we are in-fact in discussion with appropriate agencies to further globalise and to make your Company a global champion.

Technology, delivery, availability and low cost of ownership, are the challenges in terms of marketing. New features, new products through in-house R&D and competitive pricing through value engineering are some of the approaches we continue to work to meet challenges in respect of technology and low cost of ownership. The Company has earmarked over 3% of its Revenue bill for R&D every year in the recent past, to bring in new products and significant improvements in overall quality, cost effectiveness, aesthetic appeal and productivity in existing models. On the delivery front, BEML works pro-actively and manufacture the products in anticipation to meet the customers delivery requirements.

Your Company strongly believes that human resource is the most valuable asset of the organization and retaining and nurturing talent is of paramount importance for the success and growth of the Company. Challenges for HR are in attracting and retaining the talent, competency building, enhancement of competency level in the existing manpower, creating leadership pipeline / internal leader / next generation leaders and performance based work culture. BEML provides a highly competitive and congenial environment for its manpower to show its talent and excel.

Rising wage bill is a part of any business operation. While, we mitigate this through increased business, we also adopt various productivity improvement measures to absorb these costs and improve profitability. In fact, we are the first PSU in the country to have negotiated the wage settlement linking to productivity. Needless to mention the increased productivity mitigates much of increased wages.

Thus, BEML has initiated multi-dimensional strategies and put in place appropriate action plans in each sphere of its operation to be ahead always in terms of market standing and provide high value to all its stakeholders, bringing pride to the Company and the nation by achieving commendable performance despite being a PSU operating in a highly competitive environment.

Today, the Company with Rs. 7066 Cr orders on hand and further prospects in each of the vertical it operates, the Company has made all its plans to cross the Rs. 5000 Cr revenue billing by end of 2012-13, ahead of the target date that was envisaged in the Corporate Plan-I which was poised to coincide with the 'Golden Jubilee' year of BEML. Having envisioned this, your Company has worked on Corporate Plan-II with a overall growth plan and efficient use of funds to scale Rs. 10,000 Cr revenue billing by 2018-19. This, I am sure, will create value to all our long term shareholders.

I am grateful to the Board of Directors for their strong support and guidance. I wish to specially thank investors and shareholders of BEML including Ministry of Defence, for the opportunity provided to serve the Company better. I gratefully acknowledge the support and encouragement extended by our Administrative Ministry i.e. Ministry of Defence and in particular, Dept. of Defence Production and unstinted cooperation of all our employees and executives.

With best wishes.

Yours sincerely,

P. Dwarakanath

Chairman & Managing Director (I/c)

Corporate Vision, Mission and Objectives of the Company

(A) Vision

Become a market leader, as a diversified Company, supplying quality products and services to sectors such as Mining & Construction, Rail & Metro, Defence & Aerospace and to emerge as a prominent international player.

(B) Mission

- Improve competitiveness through collaboration, strategic alliances and joint ventures.
- Grow profitably by aggressively pursuing business and market opportunities in domestic and international markets.
- Adoption of state-of-the-art technologies and bring in new products through Transfer of Technology and in-house R&D efforts.
- Continue to diversify and grow addressing new products and markets.
- Attract and retain people in a rewarding and inspiring environment by fostering creativity and innovation.
- Offer technology and cost effective total solutions.

(C) Objectives

- (i) To maintain a dominant position in design, development, manufacture and marketing of Defence, Mining & Construction equipment and Rail & Metro equipment and seize emerging opportunities in Aerospace manufacturing and Dredging equipment business segments.
- (ii) To diversify and grow at a Compound Annual Growth Rate of 12% per annum to achieve a Sales turnover of Rs.4500 crore in 2012-13.
- (iii) To provide unique total engineering solutions to its customers.
- (iv) Internationalizing operations by developing markets and enhancing exports by 10% growth.
- (v) To improve profitability at an average annual rate of 8%.
- (vi) To ensure maintenance of state-of-the-art technology for all Company products.
- (vii) Diversification of business operations especially in Dredging and Aerospace to tap emerging markets.
- (viii) Continuous building of skills and competencies to bring about Employee/Executive effectiveness and for management succession.
- (ix) To strive to become a Navratna Company by 2015.



BEML LIMITED

Financial Highlights

SL. NO.	PARTICULARS	UNITS	2011-12	2010-11	2009-10	2008-09	2007-08	2006-07	2005-06	2004-05
A	Our earnings									
	Revenue billed	Rs.lakhs	350432	342957	343268	270913	251273	249106	214435	179745
	Export	Rs.lakhs	14405	21750	15625	30434	20062	11073	6149	5856
	Total Revenue billed	Rs.lakhs	364837	364707	358893	301347	271334	260179	220584	185601
	Less: Value of Consortium supplies	Rs.lakhs	72779	82091	58302	8257	-	-	-	-
	Revenue billed net of Consortium Supplies	Rs.lakhs	292058	282616	300591	293090	271334	260179	220584	185601
	Less: Excise Duty	Rs.lakhs	19409	17392	13641	13373	17374	17792	14630	12322
	Revenue from operations	Rs.lakhs	272649	265224	286950	279717	253960	242387	205954	173279
	Change in WIP/SIT	Rs.lakhs	42882	14800	15099	28072	11360	(1104)	(2627)	2994
	Value of Prodn. (with Rev. from Oprns.)	Rs.lakhs	315531	280024	302049	307789	265321	241283	203327	176273
	Value of Prodn. (with Rev. billed)	Rs.lakhs	407719	379507	373992	329419	282695	259075	217957	188595
B	Our outgoings									
	Cost of materials	Rs.lakhs	183920	165880	180084	185089	160957	148403	127624	103505
	Emp. Rem. & Benefits	Rs.lakhs	72173	68315	55514	56919	44672	36379	33357	35616
	Depreciation	Rs.lakhs	4392	3364	3222	2731	1770	1352	1412	2299
	Other Expenses(net)	Rs.lakhs	46949	37938	36996	31296	31114	28510	35136	27052
	Interest	Rs.lakhs	8843	6127	4893	3925	2309	561	461	179
C	Our savings									
	PBDIT	Rs.lakhs	19881	28166	40070	45403	38880	33517	30415	29758
	PBIT	Rs.lakhs	15489	24802	36848	42672	37110	32165	29003	27459
	PBT	Rs.lakhs	6646	18675	31955	38747	34801	31604	28542	27280
	PAT	Rs.lakhs	5725	14976	22285	26884	22565	20493	18693	17528
D	Own capital									
	Equity	Rs.lakhs	4177	4177	4177	4177	4177	3687	3687	3687
	Reserves and surplus	Rs.lakhs	213031	209727	199607	187360	166393	99661	84284	69781
E	Loan capital									
	Loans from GOI	Rs.lakhs	-	-	-	-	-	-	-	-
	Loans from Banks	Rs.lakhs	83335	67419	75305	47091	30327	2557	2488	7491
	Other loans	Rs.lakhs	12525	14091	15550	9673	-	-	-	-
F	Financial Statistics									
	Net worth	Rs.lakhs	217208	213904	203639	190708	169176	101459	85390	69439
	Gross Block	Rs.lakhs	112845	94543	79871	74951	68028	59643	56512	54395
	Depreciation	Rs.lakhs	59923	55590	52484	49402	46970	45257	43992	42738
	Net Block	Rs.lakhs	52922	38953	27387	25549	21058	14386	12520	11657
	Inventories	Rs.lakhs	242064	188891	165300	162058	92958	72928	64908	62080
	Trade Receivables	Rs.lakhs	100679	128840	136074	154527	149606	90426	77021	60820
	Working capital	Rs.lakhs	205147	162399	259646	218771	174884	86676	73460	64658
	Capital Employed	Rs.lakhs	258069	201352	287033	244320	195942	101062	85980	76315
	Value added	Rs.lakhs	131611	114144	121965	122700	104364	92880	75703	72768
	Dividend-Excl. Tax	Rs.lakhs	2082	4164	4164	4997	4997	4409	3674	3674
	R&D Expenditure	Rs.lakhs	9779	9433	9720	3198	1926	1805	1914	1687
	No. of Employees	Nos	11644	11798	12052	12600	12286	11748	11975	12189
G	Financial Ratios									
	Revenue from operations per Employee	Rs.lakhs	23.42	22.48	23.81	22.20	20.67	20.63	17.20	14.22
	Value Added per Employee	Rs.lakhs	11.30	9.67	10.12	9.74	8.49	7.91	6.32	5.97
	PBT to Revenue from operations	%	2.44	7.04	11.14	13.85	13.70	13.04	13.86	15.74
	PBIT to Capital employed	%	6.00	12.32	12.84	17.47	18.94	31.83	33.73	35.98
	PAT to Net worth	%	2.64	7.00	10.94	14.10	13.34	20.20	21.89	25.24
	Debt Equity ratio	Times	0.44	0.38	0.45	0.30	0.18	0.03	0.03	0.11
	EPS	Rs.	13.75	35.96	53.51	64.56	56.19	55.77	50.87	47.70
	Dividend	%	50.00	100.00	100.00	120.00	120.00	120.00	100.00	100.00
	Revenue from operations to Capital employed	%	105.65	131.72	99.97	114.49	129.61	239.84	239.54	227.06

Notes

i) For ratios pertaining to turnover, Revenue from operations has been considered.

ii) Trade Receivables includes unbilled debts amounting to Rs. 21433 lakhs shown under other current assets in the accounts. (Pr. Yr. - Rs. 12036 lakhs).

Financial Highlights

SL. NO.	PARTICULARS	UNITS	2003-04	2002-03	2001-02	2000-01	1999-00	1998-99	1997-98	1996-97
A	Our earnings									
	Revenue billed	Rs.lakhs	171316	165972	130872	119760	99469	120210	118782	110755
	Export	Rs.lakhs	5259	2145	11543	14980	32240	1052	7189	6224
	Total Revenue billed	Rs.lakhs	176575	168117	142415	134740	131709	121262	125971	116979
	Less: Value of Consortium supplies	Rs.lakhs	-	-	-	-	-	-	-	-
	Revenue billed net of Consortium Supplies	Rs.lakhs	176575	168117	142415	134740	131709	121262	125971	116979
	Less: Excise Duty	Rs.lakhs	9354	11005	9170	9608	7497	8081	10636	9237
	Revenue from operations	Rs.lakhs	167221	157112	133245	125132	124212	113181	115335	107742
	Change in WIP/SIT	Rs.lakhs	(7388)	5899	1195	(423)	(2324)	3153	2626	1228
	Value of Prodn. (with Rev. from Oprns.)	Rs.lakhs	159833	163011	134440	124709	121888	116334	117961	108970
	Value of Prodn. (with Rev. billed)	Rs.lakhs	169187	174016	143610	134317	129385	124415	128597	118207
B	Our outgoings									
	Cost of materials	Rs.lakhs	105319	111449	90318	79540	77685	73738	74787	70428
	Emp. Rem. & Benefits	Rs.lakhs	34678	33407	32562	36662	26349	24132	21808	17781
	Depreciation	Rs.lakhs	1829	1930	2214	2340	2679	2572	2458	2541
	Other Expenses(net)	Rs.lakhs	29191	31231	19171	15946	16897	17552	19945	15853
	Interest	Rs.lakhs	148	300	2226	3120	6399	8878	10074	11004
C	Our savings									
	PBDIT	Rs.lakhs	6995	6017	5741	6525	11438	11722	14137	16661
	PBIT	Rs.lakhs	5166	4087	3527	4185	8759	9150	11679	14120
	PBT	Rs.lakhs	5018	3787	1301	1065	2360	272	1605	3116
	PAT	Rs.lakhs	2417	2610	535	600	1460	62	1065	1616
D	Own capital									
	Equity	Rs.lakhs	3687	3687	3687	3687	3687	3687	3687	3687
	Reserves and surplus	Rs.lakhs	56437	54827	55978	55689	55497	54937	54877	54620
E	Loan capital									
	Loans from GOI	Rs.lakhs	-	-	-	-	-	1440	2525	3660
	Loans from Banks	Rs.lakhs	3148	3130	27255	23471	37537	47305	41466	42419
	Other loans	Rs.lakhs	180	220	2778	6288	10855	22951	27247	25780
F	Financial Statistics									
	Net worth	Rs.lakhs	56888	53219	55559	55700	57774	57752	56922	56802
	Gross Block	Rs.lakhs	54334	53425	52851	52695	52199	50618	49708	45815
	Depreciation	Rs.lakhs	40949	39213	37648	35805	33509	31058	28613	26267
	Net Block	Rs.lakhs	13385	14212	15203	16890	18690	19560	21095	19548
	Inventories	Rs.lakhs	57327	74850	63886	63868	61079	67961	65732	60605
	Trade Receivables	Rs.lakhs	44356	49418	56730	52067	52016	60665	61882	71443
	Working capital	Rs.lakhs	47933	43454	69190	67512	86838	108655	106510	107298
	Capital Employed	Rs.lakhs	61318	57666	84393	84402	105528	128215	127605	126846
	Value added	Rs.lakhs	54514	51562	44122	45169	44203	42596	43174	38542
	Dividend-Excl. Tax	Rs.lakhs	735	735	441	368	735	-	-	737
	R&D Expenditure	Rs.lakhs	1498	1754	1823	1550	1372	1194	1230	1075
	No. of Employees	Nos	12922	13116	13838	14357	15117	15471	15349	15540
G	Financial Ratios									
	Revenue from operations per Employee	Rs.lakhs	12.94	11.98	9.63	8.72	8.22	7.32	7.51	6.93
	Value Added per Employee	Rs.lakhs	4.22	3.93	3.19	3.15	2.92	2.75	2.81	2.48
	PBT to Revenue from operations	%	3.00	2.41	0.98	0.85	1.90	0.24	1.39	2.89
	PBIT to Capital employed	%	8.42	7.09	4.18	4.96	8.30	7.14	9.15	11.13
	PAT to Net worth	%	4.25	4.90	0.96	1.08	2.53	0.11	1.87	2.84
	Debt Equity ratio	Times	0.06	0.06	0.54	0.53	0.84	1.24	1.25	1.27
	EPS	Rs.	6.58	7.10	1.46	1.63	3.97	0.17	2.88	4.37
	Dividend	%	20.00	20.00	12.00	10.00	20.00	0.00	20.00	20.00
	Revenue from operations to Capital employed	%	272.71	272.45	157.89	148.26	117.71	88.27	90.38	84.94



Notice

NOTICE is hereby given that the 48th Annual General Meeting of BEML Limited will be held on **Friday, the 14th September, 2012** at **10.30 hours** at **API Bhavana, 16/F, Millers Tank Bed Area, Vasanthanagar, Bangalore-560 052** to transact the following business:

I. ORDINARY BUSINESS

1. To receive, consider and adopt the Audited Statement of Profit and Loss and Cash Flow Statement for the year ended 31st March, 2012, the Balance Sheet as at that date and the Reports of the Directors and Auditors thereon.
2. To declare Dividend for the year 2011-12.
3. To elect a Director in place of Shri P Dwarakanath, who retires by rotation and being eligible, offers himself for re-appointment.
4. To elect a Director in place of Shri M Pitchiah, who retires by rotation and being eligible, offers himself for re-appointment.
5. To elect a Director in place of Dr. M Nellaiappan, who retires by rotation and being eligible, offers himself for re-appointment.
6. To elect a Director in place of Smt. Rashmi Verma, who retires by rotation and being

eligible, offers herself for re-appointment.

7. To elect a Director in place of Dr.(Smt.) Rekha Bhargava, who retires by rotation and being eligible, offers herself for re-appointment.
8. To elect a Director in place of Lt. Gen. (Retd.) Noble Thamburaj, who retires by rotation and being eligible, offers himself for re-appointment.
9. To fix the remuneration of the Auditors.

II. SPECIAL BUSINESS

10. Appointment of Director:

To consider and if thought fit, to pass, with or without modifications, the following resolution as an Ordinary Resolution :

“RESOLVED that Shri Rajnish Kumar, be and is hereby appointed as Director of the Company with effect from 2nd August, 2012 on the terms and conditions as stipulated by the Government.”

By order of the Board
For BEML Limited

Place : Bangalore
Date : 09.08.2012

M E V Selvamm
Company Secretary

Notes

1. A Member entitled to attend and vote at the Meeting is entitled to appoint proxy / proxies to attend and vote instead of himself. Proxy need not be a member of the Company.
2. Proxy form is attached. The Proxy form should be deposited at the Registered Office of the Company not less than 48 hours before commencement of the meeting.
3. Member / Proxy holder must bring the Attendance Slip to the Meeting and hand it over at the entrance duly signed and executed.
4. Shareholders are requested to address all correspondence in relation to share matters to the Company's Share Transfer Agent (STA), M/s Karvy Computershare Private Limited at

the following address :

M/s. Karvy Computershare Private Limited

Plot No.17-24, Vittalrao Nagar

Madhapur, Hyderabad - 500 081

Andhra Pradesh State

Ph : 040-44655000, Fax : 040-23420814

Toll Free No. : 1800-3454-001

E-mail : einward.ris@karvy.com

Website : www.karvy.com

5. Members who are holding shares in more than one folio are requested to intimate to the STA the details of all their folio numbers for consolidation into a single folio. Members must quote their Folio Number / Demat Account No. and contact details such as email address, contact no. etc in all correspondence with the Company/STA.
6. Members are requested to bring their copies of the Annual Report to the meeting.
7. In terms of Clause 16 of the Listing Agreement, the Register of Members and Share Transfer Book will remain closed from 08.09.2012 to 14.09.2012 (both days inclusive) for the purpose of the Annual General Meeting.
8. Pursuant to Clause 49 of the Listing Agreement, the brief resume/profile of the

Directors eligible for re-appointment vide Item Nos.3 to 8 are attached hereto.

9. The dividend declared at the meeting will be made available on or after 19.09.2012, in respect of shares held in physical form to those members who are entitled to the same and whose names appear in the Register of Members of the Company after giving effect to all valid share transfers lodged with the Company at the end of business hours on 07.09.2012 and in respect of shares held in the electronic form to those "Deemed Members" whose names appear in the Statement of Beneficial Ownership furnished by the National Securities Depository Limited and the Central Depository Services (India) Limited.
10. The dividend paid for the year 2004-05 and remaining unpaid/unclaimed in the accounts will be transferred to Investor Education and Protection Fund during November, 2012.
11. Queries on accounts and operations of the Company, if any, may please be sent to the Company ten days in advance of the meeting so that the replies may be made available at the meeting.

Invitation to Shareholders to preserve environment

Ministry of Corporate Affairs (MCA) vide circular nos.17/2011 and 18/2011 dated April 21, 2011 and April 29, 2011 respectively have clarified that a Company would be deemed to have complied with the provisions of Section 53 and 219(1) of the Companies Act, 1956, if documents like notices, annual reports etc., are sent in electronic form to its Members. Accordingly, the said documents of the Company for the financial year ended March 31, 2012 will be sent in electronic form to those Members who have registered their e-mail address with their DP and made available to the Company by the Depositories. However, in case a Member wishes to receive a physical copy of the said documents, he is requested to send an e-mail to office@cs.beml.co.in duly quoting his DP ID and Client ID or the Folio number, as the case may be.

Members holding shares in physical form are requested to submit their e-mail address to the STA/ Company Secretary duly quoting their Folio number. Members holding shares in electronic form who have not registered their e-mail address with their DP are requested to do so at the earliest, so as to enable the Company to send the said documents in electronic form, thereby supporting the green initiative of the MCA.



Explanatory Statement pursuant to Section 173 of the Companies Act, 1956

Item No. 10 – Appointment of Director

Article 97 of the Articles of Association of the Company provides for appointment of Directors by the President of India from time to time. Accordingly, the President of India has appointed Shri Rajnish Kumar, Additional Financial Adviser & Joint Secretary, Department of Defence Production, Ministry of Defence, Government of India, as Part-time Government Director on the Board of the Company with effect from 02.08.2012.

In view of the provisions under section 257 of the Companies Act, 1956, it is necessary to place this item before the members of the Company seeking the consent of the members for the appointment of the aforementioned Director with effect from the date of his appointment as aforesaid.

Shri Rajnish Kumar, Part-time Government Director

Shri Rajnish Kumar has been appointed as Part-time Government Director on the Board of BEML Limited with effect from 02.08.2012. He belongs to 1984 batch of the Indian Defence Accounts Service and has about 28 years of functional experience in Defence services and its

related organisations.

Shri Rajnish Kumar started his career during 1985 as Internal Auditor and grew to the level of Controller, Internal Auditor & Financial Advisor. He also served as Financial Advisor Navy – Director General Naval Projects, Director (Finance) in Ministry of Defence, Integrated Financial Advisor - Air Force, Joint Controller General Defence Accounts in CGDA and as Finance Manager (Maritime and systems).

He authored several books relating to Defence procurement and Defence Accounting systems. Presently, he is Additional Financial Advisor & Joint Secretary in Ministry of Defence.

Shri Rajnish Kumar, being the appointee concerned, is considered to be interested in the resolution.

The Board commends the resolution for the approval of the members.

By order of the Board
For BEML Limited

Place : Bangalore
Date : 09.08.2012

M E V Selvamm
Company Secretary

Details of Directors seeking re-appointment as required u/c 49 (IV) (G) of the Listing Agreement :

Shri P Dwarakanath, Chairman & Managing Director (I/c) and Director (Metro & Rail Business)

Shri P Dwarakanath, is a Graduate in Mechanical Engineering from National Institute of Technology, Warangal. He joined BEML as a Management Trainee in 1978 and held various important positions in the Company covering Rail & Metro and Defence areas. He was heading BEML, Bangalore Complex prior to taking over the charge of Director (Metro & Rail Business) with effect from 01.03.2008. He is also given additional

charge of Chairman & Managing Director w.e.f. 12.06.2012. He is also on the Board of M/s Vignyan Industries Limited, a subsidiary of BEML Limited. He does not hold any equity shares of the Company.

Shri M Pitchiah, Director (Finance)

Shri M. Pitchiah is a Chartered Accountant of 1977 batch from the Institute of Chartered Accountants of India and 38th rank holder of the Institute. He started his career with M/s HMT as an Accounts Officer during 1978. Before joining