



Q4FY23 Results

Supplementary Information
 Chief Investors Relation Officer
Bharat Heavy Electricals Ltd.
 May 26th, 2023

Context

Subsequent to the declaration of the results of Q4FY23 on NSE, BSE and www.bhel.com post approval from the Board, following supplementary information is shared for the interest of broader investor community.

Cautionary Statement

Statements in this “presentation” describing the company’s objectives, estimates, expectations or predictions may be “forward looking statements” within the meaning of applicable securities laws and

regulations. Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the company’s operations include global and Indian demand supply conditions, finished goods prices, cyclical demand and pricing in the company’s principal markets, changes in government regulations, tax regimes, economic developments within India and the countries within which the company conducts business and other factors such as litigation and labour negotiations. The company assumes no responsibility to publicly amend, modify or revise any forward looking statement, on the basis of any subsequent development, information or events, or otherwise.

Financial Performance



Particulars (Rs Crore)	Q4FY23	Q4FY22	FY23	FY22
Turnover	7,819	7,600	22,136	20,153
Revenue From Operations	8,227	8,062	23,365	21,211
EBITDA	1,098	1,280	1,231	1,106
Profit Before Tax	864	1,098	450	437
Profit After Tax	598	909	448	410

Accounts Receivables



Particulars (Rs. Crore)	FY23	FY22	% Change
Trade Receivables	6,544	6,229	5%
Contract Assets	29,740	26,940	10%
Total	36,284	33,168	9%

Category	Central Utilities	State Utilities	Private Sector	Exports
Share, % (as on 31 st March 2023)	39%	41%	14%	6%

Provisions



Provisions

Particulars (Rs. Crore)	Q4FY23	Q4FY22
Creation	725	812
Withdrawal	1,142	1,892
Write off	45	238
Net Provisions	-372	-842

Particulars (Rs. Crore)	FY23	FY22
Creation	1,371	1,249
Withdrawal	2,366	3,125
Write off	148	350
Net Provisions	-847	-1,526

Business Environment

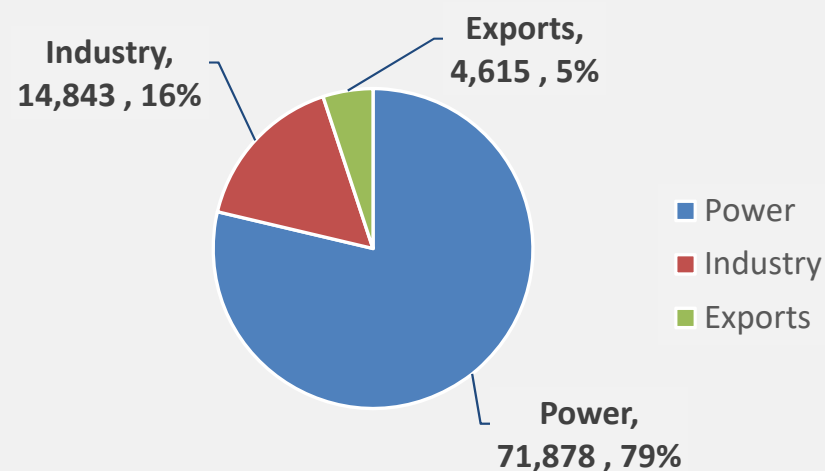


- Economic activity on domestic front remained resilient, growing at 7% during FY23, amidst a slowing global economy
- Industrial activity (IIP index) expanded by 5.1% during FY23 – in response to growing consumption and investment demand
- Inflation, high interest rate and adverse geopolitical situation remain a concern for businesses
- Electricity Generation grew at 8.87% for FY23, and is expected to maintain robust growth in FY24
- Rising power demand is bringing back demand for new capacities of coal based thermal power plants
- Core sectors of economy like cement, steel, refinery etc. are on capacity expansion drive, leading to demand for capital goods
- Initiatives of Indian Railways to upgrade, modernize and decarbonize railway operations are presenting new business opportunities
- PLI schemes in identified sectors is bringing much needed capex and employment in the economy

Order Book



Order Book (Rs Crore) (Excl. Taxes)	Power	Industry	Exports	Total
Received, upto Q4FY23	13,353	9,537	657	23,548
Total Outstanding, as on 31.03.2023	71,878	14,843	4,615	91,336



Note: Order book figures are net of Taxes.

Order Book



Power Sector prominent orders received in FY23:

- EPC for Talcher 2x660 MW TPP, from NTPC
- Turbine & Generator, including auxiliaries, for Ratle HEP
- Achieved highest ever order booking in Spares & Services Business for FY23

Power Sector prominent orders received in Q4FY23:

- Renovation & Modernization of Steam Turbines for Ukai Thermal Power Station in Gujarat.
- Order for flexible-operations from Tata Trombay and WBPDC Bakreshwar

Order Book



Industry Sector prominent orders received in FY23:

- Supply of WAG-9H locomotives & IGBT based 3-phase drive propulsion equipment
- Supply of STG to captives, Substation Packages, Centrifugal Compressor etc.

Industry Sector prominent orders received in Q4FY23:

Defence & Aerospace

- Supply of Upgraded SRGMs (main gun on Indian warships)

The company booked highest ever orders in the defence sector for FY23

Transportation

- Supply of 700 HP Diesel Electric Shunting Locomotive with dual driver's cabin

Transmission

- Supply & commissioning of 500 MVA, 765 kV Power Transformers at Khavda and Fatehgarh from PGCIL
- EPC of Khavda Pooling Station (KPS2) 400kV GIS substation from PGCIL

Operations



Project Centric approach and thrust on execution led to **BHEL achieving Capacity Addition of 1,580 MW in Power Sector, and Project Synchronisation of ~298 MW in Captive & Solar segment, during FY23**

In Q4FY23, focus on project delivery led to:

- Commercial Operation declared for 660 MW Unit#1 of 3x660 MW North Karanpura TPS, NTPC
- **Capacity addition achieved for:**
 - Unit#1 of 3x660 MW North Karanpura TPS, NTPC
 - 1x800MW Sri Damodaram Sanjeevaiah TPS Stage-II at Krishnapatnam of APPDCL.
- **Synchronizations achieved for:**
 - Unit#2 of 3x660 MW of NTPC BARH STG-I Power Cycle Piping Pkg.
 - Unit#1 of 2x800 MW of NTPC TELANGANA (Karimnagar) SG Island Pkg.

BHEL successfully demonstrated the flexible-operations at 1x600 MW Raigarh thermal power plant

Notable Endeavours



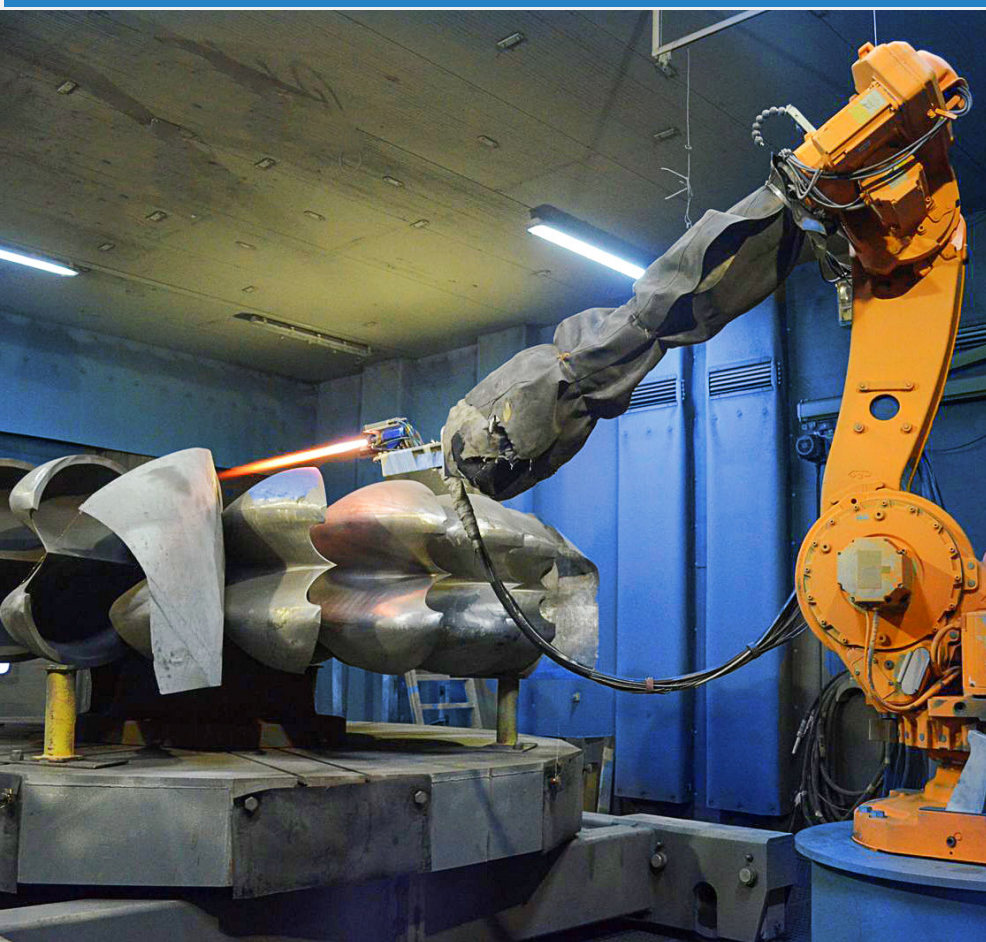
Notable Successes for FY23 include:

- Signed MoU with Coal India Limited (CIL) for setting-up of Coal to Ammonium Nitrate project for gasification of high ash Indian coal.
- Signed MoU with NLC India Limited (NLCIL) for setting-up a lignite-based gasification pilot project for power generation using IGCC technology
- Entered into a long-term Technology License Agreement with Sumitomo SHI FW, Finland for subcritical as well as supercritical Circulating Fluidized Bed Combustion (CFBC) Boilers in India & overseas.

Notable Successes for Q4FY23 include:

- Signed MoU with Indraprastha Gas Ltd. for joint collaboration for development, manufacturing & deployment of Type-IV Cylinders (CNG and/or Hydrogen) for city gas distribution and Fuel Cell based Power Backup Systems.

R&D, Innovation



Significant R&D achievements for FY23 include:

- Designing, manufacturing and successful dynamic short circuit testing of BHEL's highest rating 3-phase station transformer (144 MVA, 400 kV).
- Designing, manufacturing, testing and supply of 16 pole 2,150 kW, 6.6 kV motor—*company's largest rating motor suitable for hazardous area applications.*
- Successful design, manufacture, testing and supply of a new variant of 500 MVA, 400/220/33 kV, 3 phase Interconnecting Transformer for substation application.
- Successful manufacturing & testing of new design of the BHEL's largest squirrel cage Induction Motor (630 mm center height) for Transformer Test Plant applications.
- Successfully developed a new profile of Kaplan Turbine of non-BHEL make providing uprating by 15% from original 46 MW turbine.

Awards & Accolades



Awards & Accolades for FY23 include:

- BHEL won the '**National Intellectual Property Award for 2021 & 2022**' under the category '**Top Public Limited Company/Private Limited Company for Patents Filing, Grant & Commercialization in India**' in the Manufacturing sector by CGPDITM under DPIIT, Ministry of Commerce & Industry.
- BHEL received CII-Exim Bank's first-ever '**Special Jury Commendation for Adoption & Nurturance of Business Excellence**'.

Awards & Accolades for Q4FY23 include:

- CMD, BHEL, conferred with the prestigious Indian Chamber of Commerce (ICC) PSE Excellence Award for '**CMD of the Year**' for transformational leadership.
- CMD, BHEL conferred with '**Governance Now CMD Leadership Award 2022**' for multidimensional transformational strategies; BHEL received Best PSU awards in many categories, including '**Research & Innovation**', '**HR Excellence**', '**Digital Security**', etc.
- Conferred with the '**Best Performing CPSE in e-Procurement award**' at National Workshop for Electronic Procurement.



Thanks!

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