



# Engineering Dreams Inspiring Innovation

## Q4FY24 Results

Supplementary Information  
Chief Investors Relation Officer

**Bharat Heavy Electricals Ltd.**

21<sup>st</sup> May, 2024







## Context

Subsequent to the declaration of the results of Q4FY24 on NSE, BSE and [www.bhel.com](http://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.



# India's Flagship Engineering and Manufacturing PSE...



**Making in India  
Since 1964**



**16 Manufacturing  
Units**



**8000+ engineers**



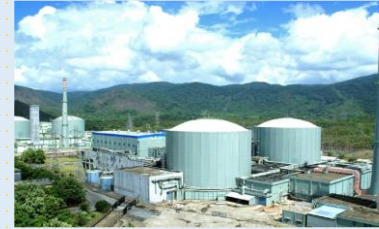
**5400+ total  
intellectual capital**



**200 + GW power  
generating equipment**



**1000+ utility plants  
commissioned**



**48% Nuclear &  
44% Hydro**



**1.2 GW+ solar, 150+  
MW floating solar**



**800+ locos**



**34,000+ AC machines-  
largest supplier**



**7,50,000+ MVA  
transmission eqpt**



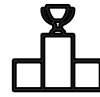
**Strategic Defence  
supplier for 30+ yrs**

# Key Highlights for the year: Potential Unleashed



## Order-Booking

Highest Ever yearly Total order booking  
Highest decadal outstanding OB



## Diversification

Booked orders for “VandeBharat” Trains, Super Rapid Gun Mounts, etc.  
Highest Ever yearly order booking in Industry segment.



## Execution

~7.2 GW Capacity Addition and Synchronization works across Power & Industry segments



## Going Green

“Harit BHEL” launched - Net Zero target by the year 2047



## Alliances & Partnerships

JV for coal to ammonium nitrate with CIL under incorporation.



## Innovation

Filed 543 Patents & Copyrights  
~2.5% of Revenue on R&D expenditure  
~18% Revenue from R&D products



# Key Financial Data



Particulars (Rs. Crore)	Q4FY23	Q4FY24	FY23	FY24
Sales/ Income from Operations	7819	7884	22136	22921
Revenue from Operations	8227	8260	23365	23893
EBITDA	1161	893	1468	1201
Profit Before Tax	927	631	686	220
Profit After Tax	645	484	624	260

Particulars (Rs. Crore)	Q4FY23	Q4FY24	FY23	FY24
Trade Receivables	6544	8010	6544	8010
Contract Assets	26466	26748	26466	26748
<b>Total</b>	<b>33010</b>	<b>34758</b>	<b>33010</b>	<b>34758</b>

Particulars (Rs. Crore)	Q4FY23	Q4FY24	FY23	FY24
Net Provisions	(434)	(105)	(1083)	(1037)

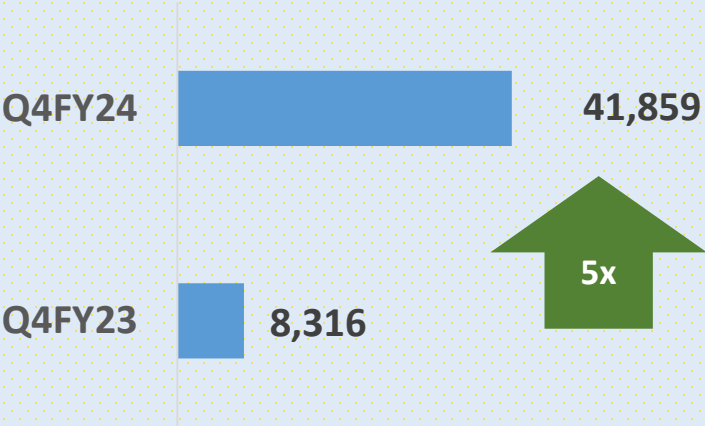
*Figures of FY 2022-23 & upto Q3 FY 2023-24 restated owing to change in Accounting Policy w.r.t. Impairment of Financial Assets (Details as per Note No. 9 of the Financial Statements)*

# Powering Progress, Order by Order...

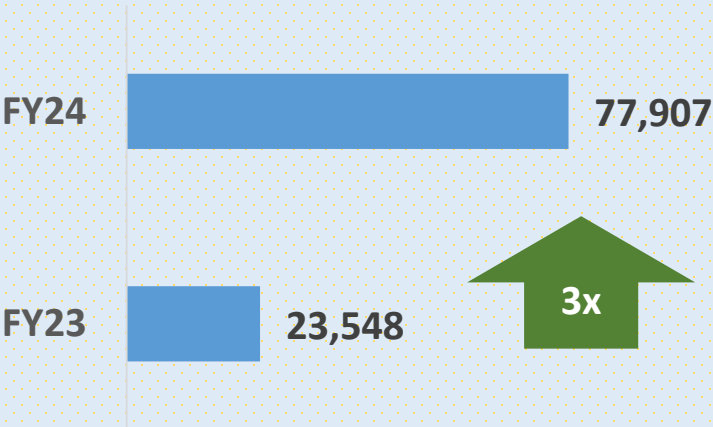


## Order inflow (in Rs. Crore)

Highest ever Quarterly Order Booking

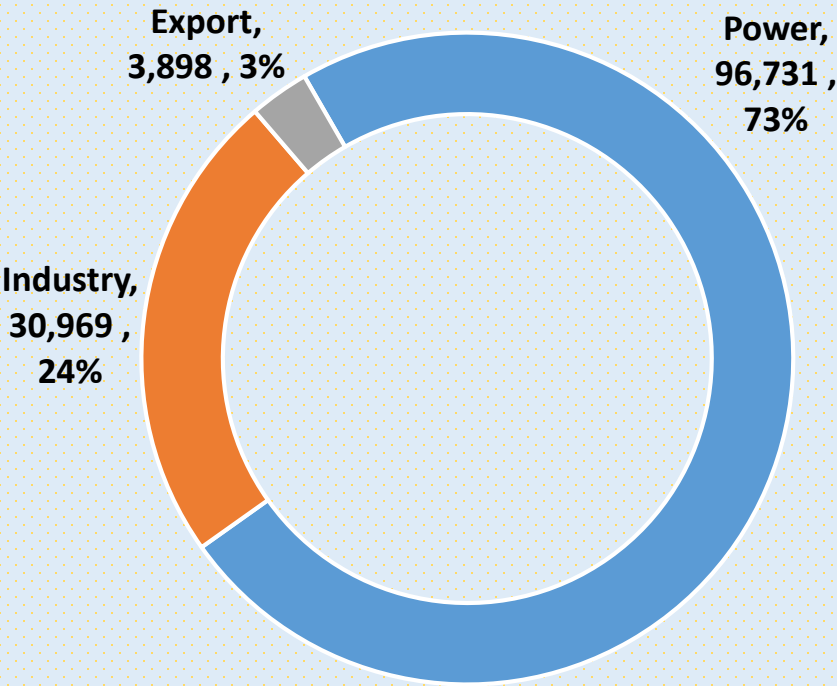


Highest ever Yearly Order Booking



Note: Order book figures are net of taxes

## Order book outstanding (as on 31-03-2024) (in Rs. Crore)

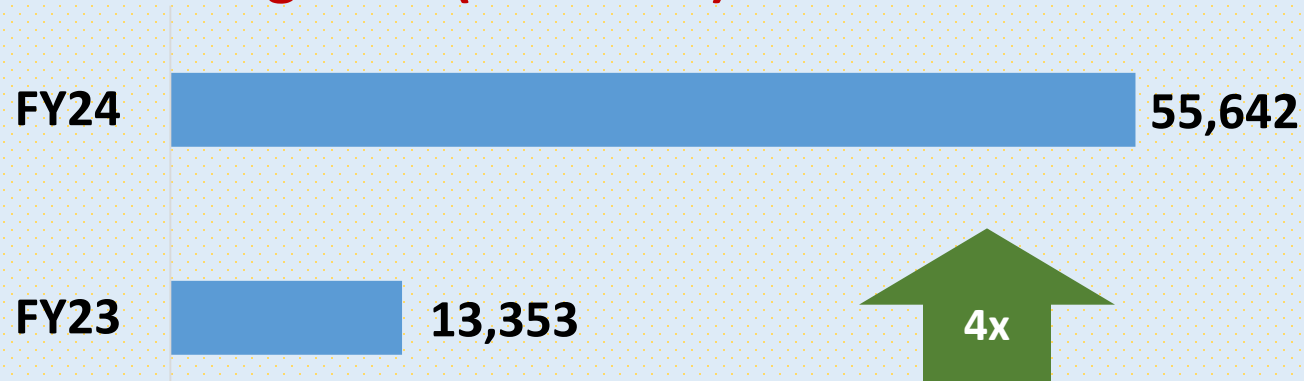


Outstanding order book in excess of Rs. 1,30,000 Crore

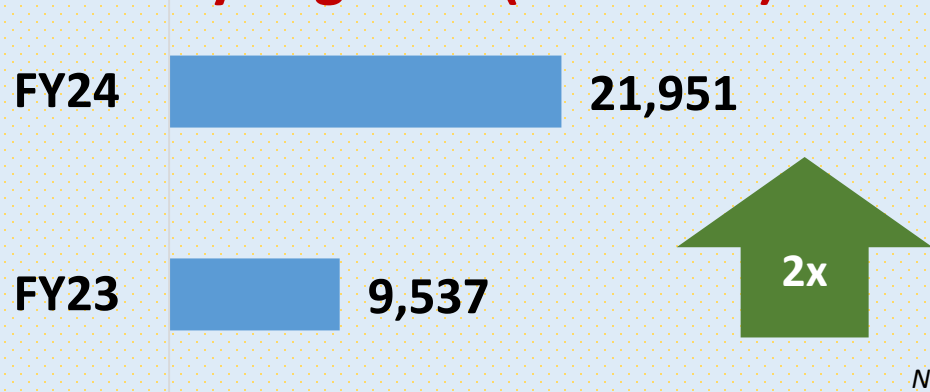
# Powering Ambitions, Booking Opportunities...



## Power Segment (Rs. Crore)



## Industry Segment (Rs. Crore)



Note: Order book figures are net of taxes

## Power Segment

- Thermal Power order inflow : 9.6 GW, **7x** ↑
- **100% market share** in thermal segment
- Hydro Power order inflow : 2.9 GW, **2.7x** ↑
- Order for E&M works of 12x240 MW  
Dibang Multipurpose project – **country's largest E&M order for hydro project**

## Industry Segment

- Order for 80 **Vande Bharat** trains
- Order for 20 nos. **upgraded SRGM**
- Order for 33,265 MVA transmission products and 10 nos. substations



# Order Book Highlights - Q4FY24



## Prominent orders received in Q4FY24

### Power Segment:

- 3x800 MW NLC Talabira Thermal Power Project from NLC India on EPC basis
- 2x800 MW Singrauli STPP Stage-III from NTPC Ltd. on EPC basis
- 2x800 MW Raigarh Phase-II from Adani Power Ltd. for supply of BTG and supervision of E&C
- 800 MW Ultra-Supercritical Expansion Unit at Deen Bandhu Chhotu Ram Thermal Power Plant, Yamunanagar, Haryana from HPGCL on EPC basis

### Industry Segment:

- Supply of 95 sets of Propulsion Equipment, 83 Traction Transformer for WAP-7 Loco, Traction Engine & Electrics for Diesel Electric Tower Car
- Supply and E&C supervision of 90 MW STG package from steel industry
- Supply of 11 nos. upgraded SRGMs from two shipyards
- Supply of various EHV substation packages

### Export Market:

- Supply of Gas Turbine parts from UAE, Iraq
- Supply of locomotive spares from Sri Lanka Railways – maiden direct export order in Railways segment
- Consultancy services in Nigeria – largest ever consultancy from overseas
- Supply of 04 Generator Transformers for Chhukha Hydropower Plant in Bhutan



# Operations Highlights: Turning Blueprints into Reality...



*2X700 MW Kakrapar Atomic Power Project, Gujarat*



*3X660 MW North Karanpura STPP, Jharkhand*



*8 MW (AC) Tamarind Fall Solar PV plant , Mauritius*

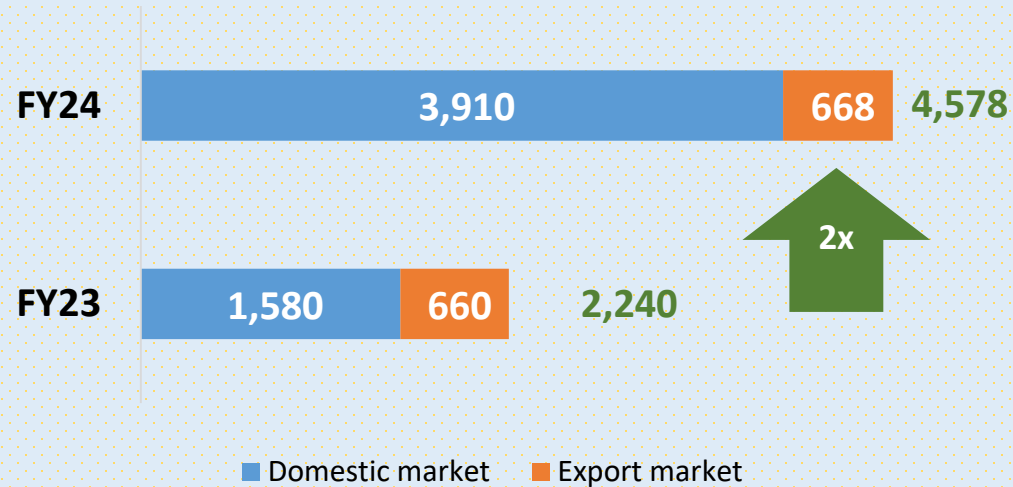


*2X660 MW Maitree STPP, Bangladesh*

# Operations Highlights: Delivering Excellence, Project by Project...



## Power Segment, Capacity Addition (MW)

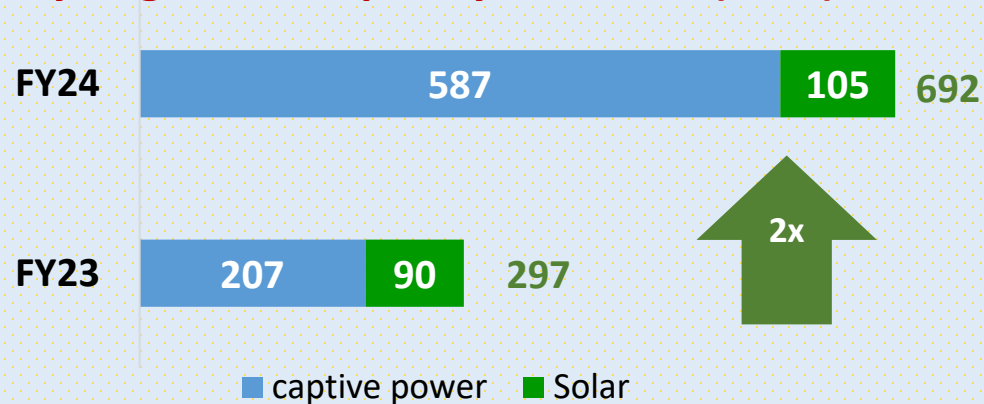


➤ Total Capacity addition works done for ~5.2 GW

### Power Segment:

- Export Market
  - Unit-2 of 2X660 MW Maitree STPP, Bangladesh, jointly inaugurated by Hon'ble Prime Ministers of India & Bangladesh
- Domestic Market
  - Unit-3 of 2x700 MW Kakrapar Atomic Power Project (Nuclear)
  - Unit-2 of 2x150 MW Shirpur
  - 1x800 MW Vijayawada DR NTTPS Stage-V
  - Unit-2 of 3x660 MW North Karanpura
  - 1,600MW NTPC Karimnagar (SG package only)

## Industry Segment, Capacity Addition (MW)



### Industry Segment:

- Export Market
  - 8 MW (AC) Tamarind Fall Solar PV Farm in Henrietta, Mauritius
- Domestic Market
  - 9 STGs across cement, steel and other industries
  - Solar projects including 100MW GSECL Raghanesda, Phase-II

➤ Separately, synchronization works done for ~2.4 GW

**Overall, project execution works done ~ 7.6 GW**

**(5.2 GW Capacity Addition works + 2.4 GW Synchronisation works)**

Note: For PV Solar and captive Power, capacity addition considered at commissioning





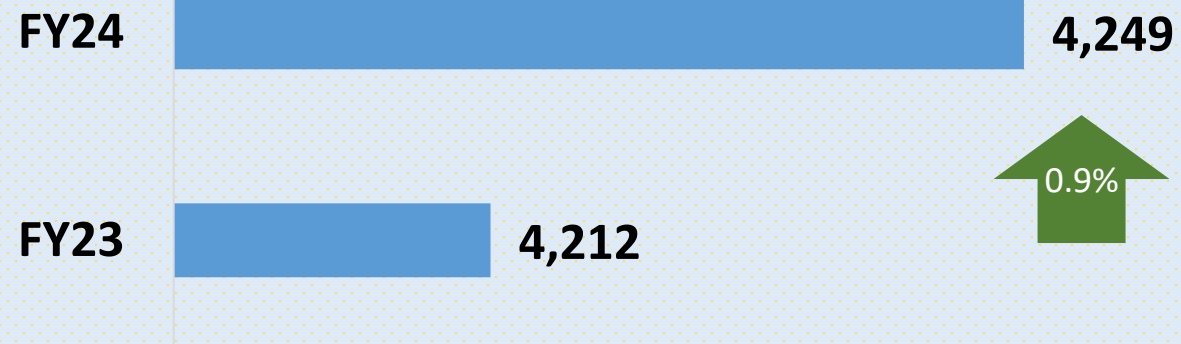
## Key operations milestones achieved in Q4FY24:

- Synchronisation completed for
  - 800 MW North Chennai TPP (Stage-III), TANGEDCO
  - 660 MW Unit#6 Bhusawal TPP, MAGENCO
  - 30 MW STG of M/s Shree Cement Ltd., Rajasthan
  - 700 MW Unit#4 of Kakrapar Atomic Power Plant
  - 235 MW Gas Turbine of 370 MW Yelahanka combined cycle power plant
  - 150 MW & 45 MW STGs of M/s Sintex Infra and M/s Orissa Metaliks respectively
- Capacity Addition for
  - 660 MW of Unit # 2 of NTPC North Karanpura
  - 150 MW of Unit # 2 Shirpur Thermal Power Plant, Maharashtra
- Commercial Operation Declaration (COD) of Unit#2 of 800 MW of NTPC Telangana (Karimnagar) – BHEL Scope limited to steam generator island
- 03 nos. substations (Neemuch, Chittorgarh & Mandsaur), for the evacuation of renewable energy from Neemuch REZ.

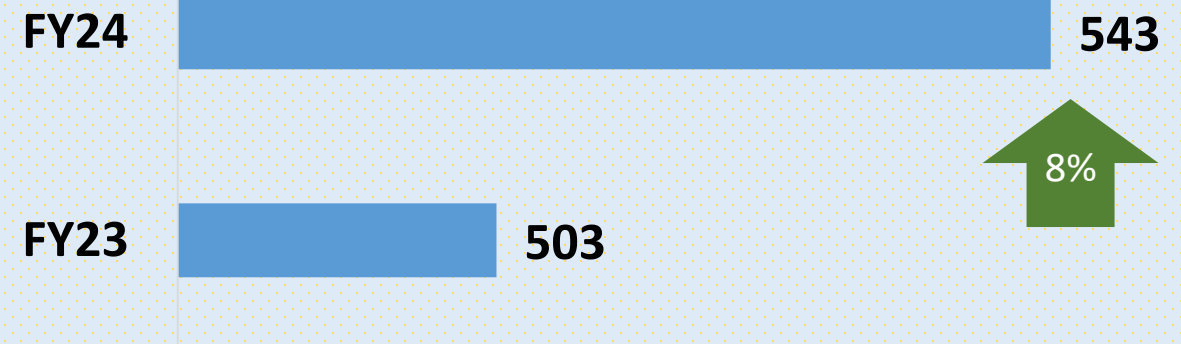
# Continued Thrust on Self reliance in Technology...



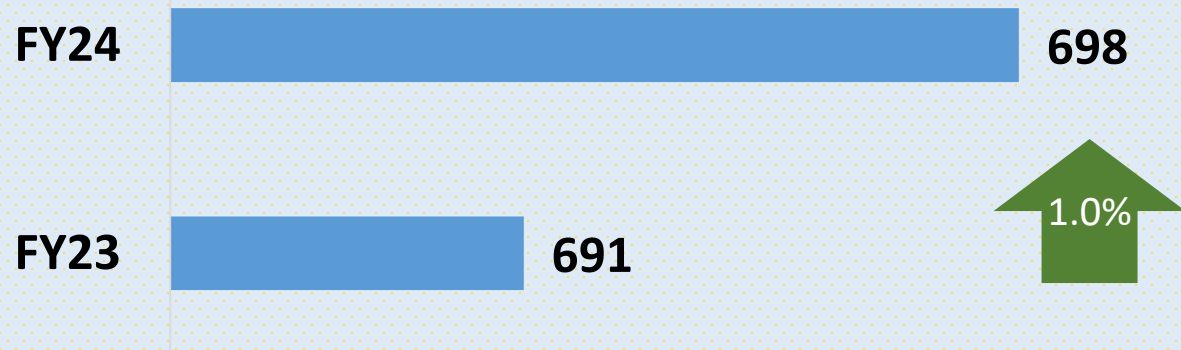
## Revenue from R&D Products (Rs. cr)



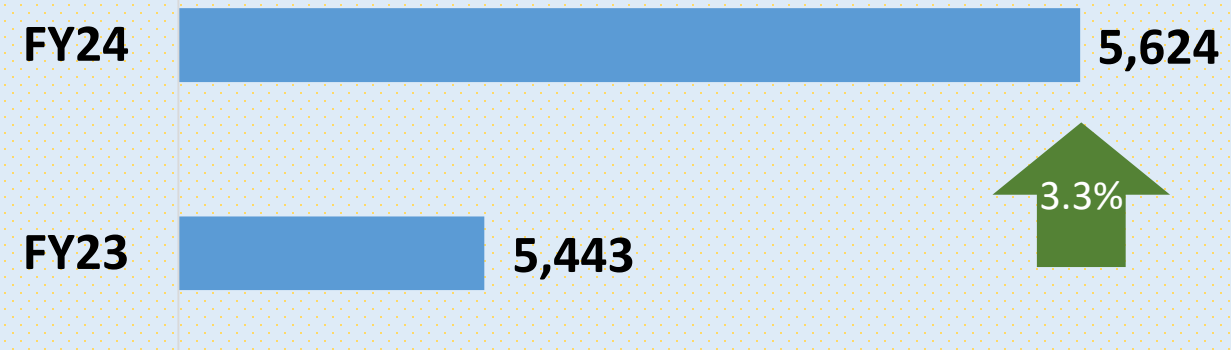
## Patents & Copyright filed (nos.)



## R&D Expenditure (Rs. cr)



## Intellectual Capital (nos.)





# Transforming into a Green Company...





# Pacing Towards Sustainable Future...



Harit BHEL initiative launched in FY24 - **Net Zero target by the year 2047**

WEF Pledge to conserve 3 million existing trees at BHEL campuses

81,000+ saplings planted in FY24  
300,000+ saplings planted in last 5 yrs

**Miyawaki forests** in three BHEL units with cumulative coverage of 15,500+ sqm

Recognition in FY24

**GreenCo\* silver rating: 3 manufacturing units**  
**GreenCo\* bronze rating: 2 manufacturing units**

**Captive Solar PV plants - ~ 35 MW<sub>p</sub>**  
**Electricity generation from captive SPV -~ 32 MUs – 8% increase over last year**

**Carbon footprint avoidance of ~26,000 Metric Tons – 8% increase over last year**

**22 Effluent Treatment Plants and 18 Sewage Treatment Plants across BHEL- 02 STPs added in FY24**

**09 rainwater harvesting systems across BHEL Units**  
**11 Manufacturing units declared Zero Liquid Discharge**

**15 BHEL Townships certified as “Single Use Plastic Free” townships**



# Notable Achievements in Q4FY24...



*Joint Venture agreement signing between BHEL and CIL*

- Hon'ble Prime Minister of India dedicated the following thermal power projects to the Nation:
  - Unit#1&2 of 660 MW each of NTPC's North Karanpura Super Thermal Power Project situated in Jharkhand
  - Unit#2 of 800 MW of NTPC's Telangana Super Thermal Power Project located
- The Joint Venture Agreement between BHEL and CIL was signed on 28 February 2024 to jointly set up a Coal Gasification Project, utilizing BHEL's in-house developed PFBG Technology.
- BHEL successfully tested movement of Prototype MEMU Basic Unit, having BHEL's electrics along with indigenously developed Train Control & Management System (TCMS) software.
- Successful in designing, manufacturing and testing of 'slurry re-circulation pump' used for handling wet limestone-based slurry in Flue-Gas Desulphurisation (FGD) units.
- Implemented in-house developed platforms, 'Key to Vibration Analysis & Monitoring for Plant's Agility & Novelty' (KAMPAN 1.0) and 'Remote Vibration & Diagnostic Services' (RVDS)



# Awards, Accolades & Appreciations in Q4FY24...



- BHEL conferred with three prestigious 'SCOPE Awards' i.e. 'SCOPE Eminence Award 2019-20', 'SCOPE Meritorious Award 2016-17' in 'R&D, Technology Development & Innovation' and 'SCOPE Excellence Award 2016-17' in 'Digitalisation'
- BHEL received Governance Now PSU Awards 2023-24 for Best PSU in 'Increase in Geo-Strategic Reach' and 'Reskilling of Employees (Training & Development)'
- BHEL won Silver Award in the 3rd edition of EEPIC India Quality Awards 2023 under Government/ PSU/ Central Joint Ventures category.
- 'Certificate of Merit' by 'CFBP Jamnalal Bajaj Uchit Vyavhaar Puraskar for Fair Practices 2023-24', in the 'Manufacturing Enterprise - Large' category.
- 'Excellence in Indigenization of Rail Components in India' at 5<sup>th</sup> Edition Rail Analysis innovation & Excellence Summit 2024
- 41 Quality Circle Teams bagged the Par Excellence/ Excellence Awards in 37th National Convention on Quality Concepts (NCQC)-2023, organised by Quality Circle Forum of India (QCFI) at Nagpur

*BHEL received SCOPE Awards organized on 18<sup>th</sup> January 2024*





# Thanks!

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