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BHEL retains leadership position with 72 percent market share in FY 2014-15

BHEL expands its offerings, secures 89 percent EPC based power projects thereby retaining its leadership position with 72percent market share for the consecutive year, **BHEL** Synchronized/ commissioned 11,941 MW of power plant equipment-more than 10,000 MW – 3rd year in a row . With this **BHEL** joined the elite club of select global giants having an installed base of over 150 GW of power generating equipment Expanding its offerings, Bharat Heavy Electricals Limited (**BHEL**) has secured 89% of its total orders in Power Sector on EPC basis thereby retaining its market leadership position during 2014-15 with 72% market share even while operating in a difficult business environment. Improved focus on project execution enabled the company record commissioning / synchronization of 11,941 MW of power plants in domestic and international markets in 2014-15. **BHEL** secured orders worth Rs.30,814 crore during 2014-15 an increase of 10% over last year from its diversified business segments covering both domestic and international markets. Orders in Power sector at Rs.24,873 cr. witnessed a 22% jump; and the most diversified Industry segment at Rs.5,221 cr. saw an increase of 4% in 2014-15. The Company booked Rs.720 crores orders for Exports and ended the year with a total order book of Rs 1,01,159 cr. **BHEL** bagged Country's first ever 800 MW EPC order of from GSECL, Wanakbori, EPC order for Country's first – 9FB Advanced Class Gas Turbine – from KPCL for Yelahanka CCPP (370 MW), 2nd largest single order worth Rs.7,688 Crore for 2x660 MW Ennore SEZ from TANGEDCO **BHEL** signed an MOU with the newly formed Telangana State for 6,000 MW Power projects and received two significant EPC orders from TSGENCO Telangana for 1x800 MW Kothagudem & 4x270 MW Manuguru. The orders secured are with challenging Project schedules of 24 months for 270 MW and 36 months for 800 MW so as to create new benchmarks in Project execution. **BHEL** recorded a turnover of Rs.30,806 crores (prov.) and a Net Profit of Rs. 1,314 crores (prov.) during 2014-15. Profit impact is due to low volumes as a result of the retarding force of last 3 years market shrinkage due to issues relating to coal linkages fund constraints, land acquisition, clearances, etc. Focus on cost optimization through increased localization of super critical technologies, higher value additions; increased vendor base and design optimization efforts aided the company in its margins. Company's focus on cash realization during the year has resulted in retaining cash surplus situation. The rising trend of debtors has also been arrested. **BHEL's** commissioning/synchronization of 11,941 MW included 10,230 MW in the utility segment; 1,392 MW Captive/Industrial sets in the country and 319 MW in overseas market. Significantly, not only has **BHEL** surpassed the total capacity addition achieved in the 11th Plan in the first 3 years of the 12th Plan itself; the company has also exceeded the Ministry of Power's target for the year by 19%. The significant among them included the first indigenously manufactured 660 MW supercritical thermal set commissioned at NTPC Barh, First indigenously manufactured 800 MW supercritical boiler commissioned at Krishnapatnam 736 MW of hydro projects commissioned during the year which is highest in the last 10 years. A major milestone of the year was the commissioning of four power plants in overseas markets in Rwanda, Sudan, Ethiopia and Oman **BHEL** signed an MoU with HSL & MIDHANI and formed a consortium for P 75I submarines – a stepping stone towards indigenous submarine building programme **BHEL** built thermal sets continued to demonstrate efficient & superior performance. 27 sets registered Plant Load Factor (PLF) of over 90% and 77 sets between 80% - 90%. Significantly, 183 **BHEL** built coal-based sets achieved an Operating Availability (OA) of more than 90%. **BHEL** which ranks among the highest R&D spenders in the country in the

engineering and manufacturing segment spent 3.26% of turnover on R&D in 2014-15 compared to 2.78% in 2013-14. Increased R&D efforts have led to filing of highest ever 450 patents / copyrights during 2014-15. As part of its endeavour to offer the most contemporary products & technologies to customers, **BHEL** has indigenously designed and developed a breakthrough Fuel Flexible Boiler design capable of firing both imported & indigenous coals (in wide range of combinations). Fiscal 2014-15 was a year in which **BHEL** has made significant progress in further consolidating its strengths and value propositions to emerge even more competitive for tapping opportunities in the next phase of economic growth of the country.

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