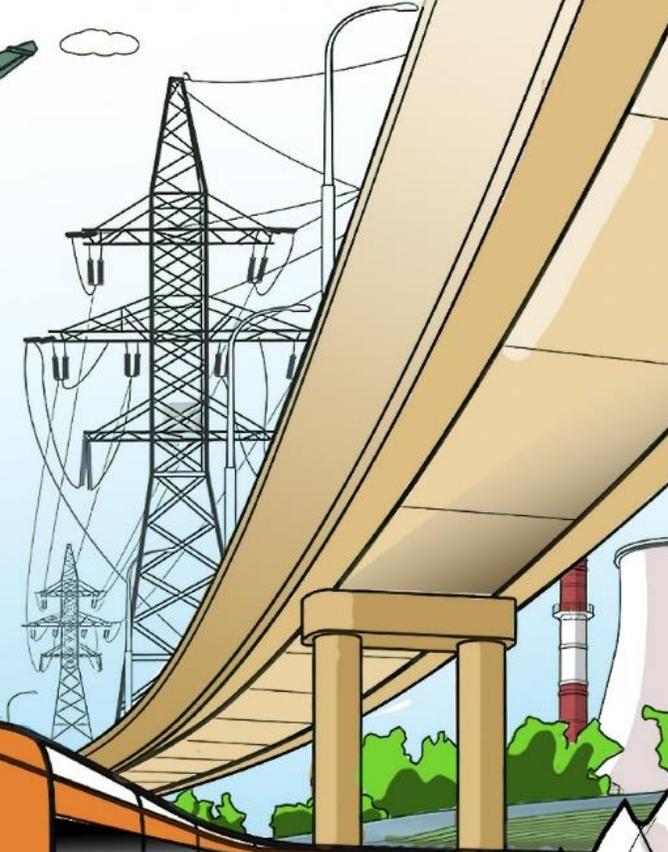


# ENGINEERING

## INDIA'S SUSTAINABLE GROWTH



### Q3FY24 Results

Supplementary Information  
Chief Investors Relation Officer  
**Bharat Heavy Electricals Ltd.**  
Feb 13, 2024



## Context

Subsequent to the declaration of the results of Q3FY24 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.

# Key Highlights

7%

**Sales/ Income from Operations  
For Q3FY24**  
(Positive EBITDA after two quarters)

19%

**Order book outstanding  
As on 31-12-2023**  
-vs. 31-12-2022

137%

**Order inflow  
up to Q3FY24**  
- vs. up to Q3FY23

# Key Financial Data

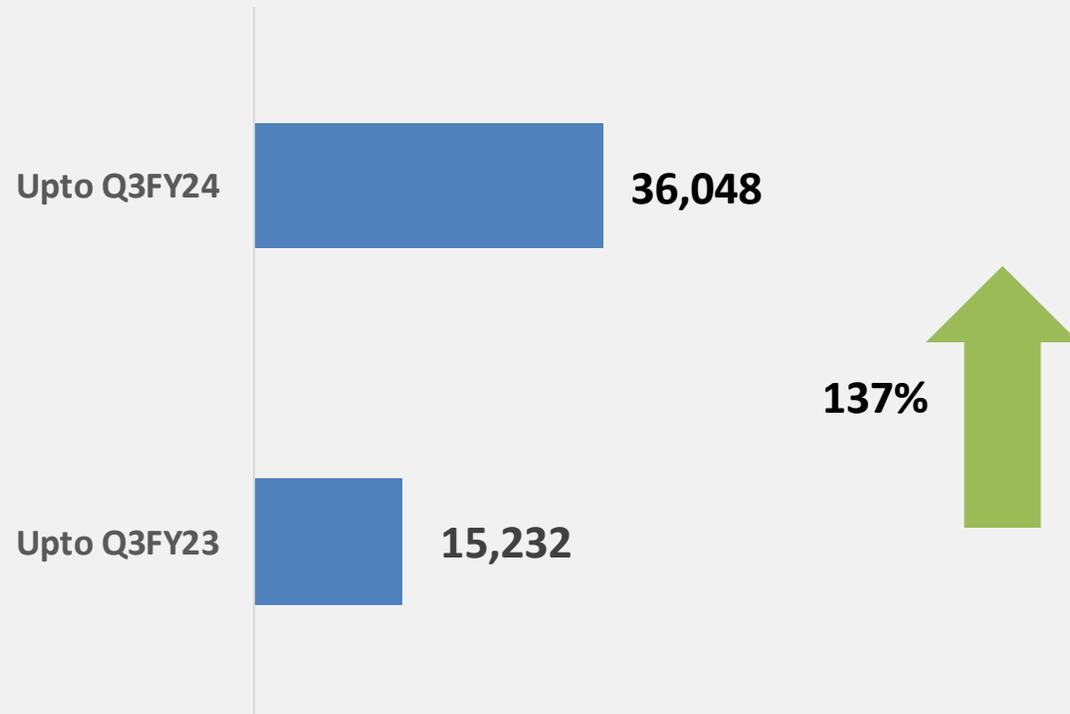


Particulars (Rs. Crore)	Q3FY23	Q3FY24	% change
Sales/ Income from Operations	4,939	5,273	7%
Revenue from Operations	5,263	5,504	5%
EBITDA	243	41	(-) 83%
Profit Before Tax	41	(-) 209	--
Profit After Tax	31	(-) 163	--

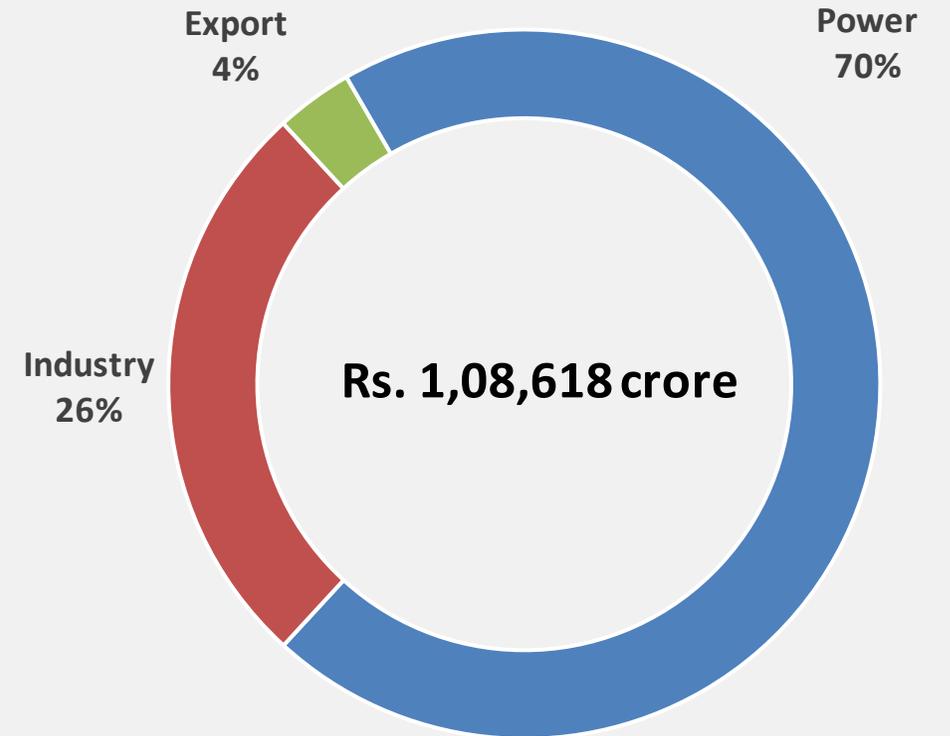
# Order Book Status



## Order inflow (in Rs. Crore)



## Order book outstanding (as on 31-12-2023) (in Rs. Crore)



Note: Order book figures are net of taxes

An aerial photograph of an industrial construction site. A tall, slender, light-colored chimney stack stands prominently in the center. To its left, several large industrial structures are under construction, featuring blue roofs and complex metal frameworks. The site is surrounded by a large body of water, possibly a reservoir or a lake, with a road and some greenery in the distance. The sky is overcast.

# Order Booking

- Robust order booking of Rs. 36,048 Cr (upto Q3FY24) due to expansion in core sectors of economy, along with demand for defense products
- Maiden entry in the market of Industry 4.0 solutions with order from refinery



## Prominent orders received in Q3FY24

### Power Sector:

- Supply of 310 MVA Generator Transformer (GT) for Thermal Power Station & 28.5 MVA Generator Transformer (GT) for Hydro Electric Plant.
- Various orders for spares, services, and maintenance from a range of customers.

### Industry Sector:

- Supply of 09 nos. Upgraded Super Rapid Gun Mounts (SRGM) for defense
- Supply & AMC of 30 sets of Propulsion Equipment for Railways
- Supply of 07 nos. 110 MVA Reactors for transmission utility
- Supply of Well Heads & X-Mas Trees for oil & gas exploration
- Supply of Heat Pump Compressor for Propylene Recovery Unit for refinery
- Supply of 1x60 MW Steam Turbine Generator (STG) for steel plant
- Supply of two 550 kW Squirrel Cage Induction Motor to Mexico

# Operations

An aerial photograph of a large industrial power plant. On the left, a tall, slender chimney with alternating red and white horizontal bands rises into the sky. In the center, a complex of steel structures and scaffolding is visible, with a blue-roofed building in the foreground. To the right, a massive, cylindrical cooling tower with a flared top and bottom dominates the scene. The background shows a vast landscape with greenery and some residential buildings under a clear blue sky.

- Unit 2 of Maitree STPP, Bangladesh, jointly inaugurated by Hon'ble Prime Ministers of India & Bangladesh on 1<sup>st</sup> November, 2023
- ~2000 MW of capacity addition in thermal power (both in utility as well as captive segment) up to Q3FY24



*Commissioned 8 MW (AC) Tamarind Fall Solar PV Farm in Henrietta, Mauritius*

## Key operations milestones achieved in Q3FY24:

- Synchronisation completed for
  - Unit#1 and 2 of 45 MW each STG of Orissa Metallurgical Industry Pvt Ltd
  - Unit #2 of 3x660 MW NTPC North Karanpura
- Full Load achieved for Unit#2 of 2x660 MW Maitree STPP, Bangladesh
- Trial Run completed for Unit#1 of rating 145 MW – Palamuru Rangareddy LIS Stg-1 (Pkg-1)
- Performance Guarantee tests completed for
  - Unit #1 of 2x660 MW STPP Maitree, Bangladesh
  - Unit#3 of rating 700 MWe Kakrapar Atomic Power Plant (KAPP)
- Capacity Addition of Stage-V of 1x800 MW of Dr. NTTPS Vijayawada, APGENCO.

# Notable Achievements



INS Imphal, a Vishakhapatnam class Destroyer built by MDL – commissioned into the Indian Navy on 26<sup>th</sup> December, 2023 equipped with BHEL's Super Rapid Gun Mount (SRGM)

# Notable Achievements



*BHEL showcased its 25 kW Fuel Cell stack during 'World Hydrogen & Fuel Cell Day' event*

- Successfully developed and tested new burner for thermal power plants that stabilize Boiler operation at low load condition without use of oil during operation.
- Successfully designed, manufactured, and tested vertical water-cooled motor with unique specifications.
- BHEL showcased its in-house developed Fuel Cell Stack, in an event organized by MNRE on the occasion of 'World Hydrogen & Fuel Cell Day'
- Designed, developed, and supplied two sets of 15000 PSI Well Head & X-MAS Tree Valve Systems (being imported earlier) to ONGC - working towards 'Aatmanirbhar Bharat'
- Signed Memorandum of Cooperation MoC with Electricité de France S.A., France (EDF), to explore a broader collaboration for the European Pressurized Reactors (EPRs) and for the NUWARD SMR (Small Modular Reactor)
- BHEL signed MoUs with Central Manufacturing Technology Institute (CMTI), Bengaluru for joint development of Electrolysers and Industry 4.0 solutions.

# Awards, Accolades & Appreciations



*Platinum Award for HR under 'Apex India HR Excellence Awards 2023' and the Gold Award under the 'Apex India Occupational Health & Safety Award 2023'*

- BHEL conferred the 'Dun & Bradstreet PSU Award 2023' in the 'Heavy & Medium Engineering - Electronics & Machinery (CPSU)' category
- BHEL received 'SKOCH order of Merit Award' for the project 'Environmental Qualification of BHEL Class F VPI Insulation System for Radiation Zone PCP Motors of Nuclear Power Plants' in 'Innovation' category
- BHEL won EEPIC's 'Special Trophy for Excellence in Export of Engineering Services in Large Enterprise' category for the years 2020 and 2021.
- BHEL received the 23<sup>rd</sup> Greentech Environment Awards 2023 for "Environmental Excellence,". The company was also recognized for "Innovative Technology Adoption" for its implementation of the 'Regenerative Braking System in the WAG-7 Electrical Locomotive'.
- Seven BHEL Quality Circle teams from various manufacturing units participated virtually in the 48<sup>th</sup> International Convention on Quality Control Circles (ICQCC) - 2023, held in Beijing, China (from 30<sup>th</sup> October, 2023 to 2<sup>nd</sup> November, 2023). All the QC teams bagged Gold Awards (the highest category).



**Thanks!**

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