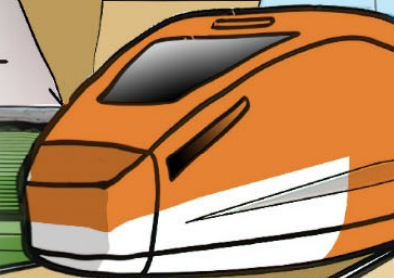
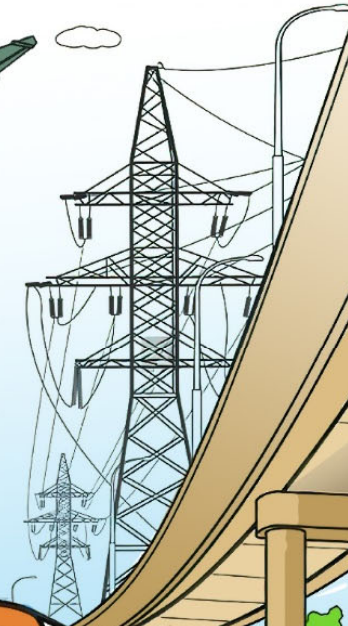




ENGINEERING INDIA'S SUSTAINABLE GROWTH



Q2FY24 Results

Supplementary Information
Chief Investors Relation Officer
Bharat Heavy Electricals Ltd.
Nov 08, 2023

Context

Subsequent to the declaration of the results of Q2FY24 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)	For Q2FY24	For Q2FY23
Turnover	4,945	4,928
Revenue From Operations	5,125	5,203
EBITDA	-191	-19
Profit Before Tax	-431	-201
Profit After Tax	-233	10

Accounts Receivables



Particulars (Rs. Crore)	Q2 FY24	Q2 FY23	% Change
Trade Receivables	7,493	6,624	13%
Contract Assets	30,101	27,094	11%
Total	37,594	33,718	11%

Category	Central Utilities	State Utilities	Private Sector	Exports
Share, % (as on 30 th September 2023)	39.6%	40.8%	13.5%	6.0%

Business Environment

- Economic activity on domestic front continued to remain resilient, growing at 7.82% during Q1 FY24 and expected to grow at 6.5%* during FY24
- Industrial activity (IIP index) expanded during Apr-Aug'23 period at 6.1% – in response to high government spending, growing consumption and investment demand
- Domestic inflation has moderated to 5% in Sept 2023 – however, sustained higher interest rates and adverse geopolitical situation continue to concern businesses
- Economic development, energy security and aspiration of Indians – helping build consensus for new capacities of coal based thermal power plants
- CEA's NEP (published in May 2023) projecting approx. 255 to 263 GW coal based installed capacity by 2032 – new ordering for coal based power plants of approx. 19-27 GW expected in next 4-5 years
- Core sectors of economy expanding – cement, steel, refinery etc. are on capacity expansion drive and hence demand for capital goods
- Demand expansion for Defense products and systems on account of current geopolitical developments and military modernization & upgradation – helping domestic industry
- PLI schemes in several identified sectors bringing much needed capex and employment in the economy
- Key concerns include weak external backdrop, high crude prices and high interest rates

*RBI – monetary policy Oct'23

Order Book

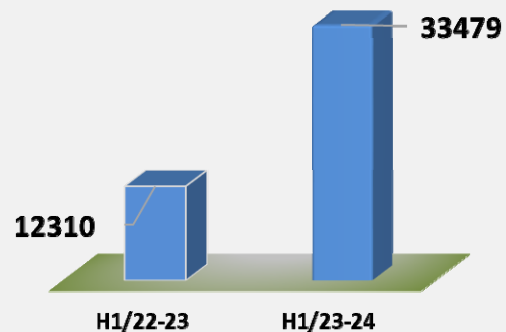


Fructification of diversification initiatives and revival of thermal power ordering led to robust order booking.

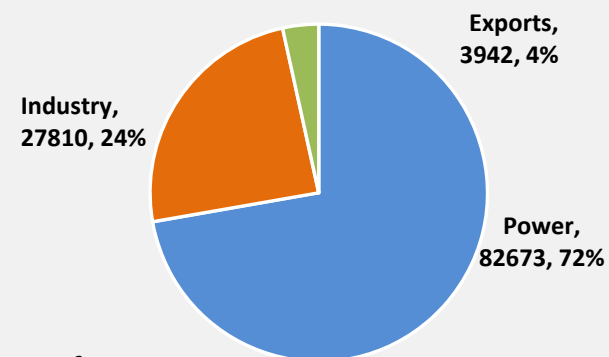


Order Receipt

In Rs. Crore



Order Outstanding As on 30th Sept 2023



Note: Order book figures are net of taxes

Order Book



Prominent orders received in Q2FY24 include:

Power Sector:

- 2x800 MW Supercritical Thermal Power Project (STPP) Stage-II at Lara in Chhattisgarh on EPC basis from NTPC
- Supply of main plant equipment for 2x800 MW STPP (Phase-II) at Bandhaura in Singrauli district, Madhya Pradesh from Mahan Energen Limited (Adani Power Limited)
- Supply of Electro-Mechanical Works of Dibang Multipurpose Project, 12x240 MW in Arunachal Pradesh from NHPC Ltd - **country's largest E&M order for hydro project**

International Operations:

- Supply of two sets of Fr 9E GT Rotors from UAE
- Supply of two 450 kW Squirrel Cage Induction Motor from Mexico

Persistent efforts and favourable business environment led to robust ordering in H1, FY24

Order Book



Industry Sector prominent orders received in Q2FY24 include:

Transportation

- Supply of 24 nos. of Main Transformer – 7,775 kVA
- Supply of 28 nos. of Main Transformers – 6,531 kVA for WAG-9 Loco

Transmission

- Supply of 23 nos. of 160 MVA, 220 kV Transformers
- Supply of 7 nos. 500 MVA, 400kV Transformers
- Supply of 5 nos. 400 kV & 765 kV Reactors

Other prominent orders

- Supply of 43 nos. Surface Units of Sucker Rod Pump
- Supply of 1.1 MW Main Air Blower for Refinery
- Supply of 30 nos. squirrel cage induction HT motors for Narmada Valley Development Authority's Chinki project

Operations



In Q2FY24, focus on project delivery led to following achievements:

- Hon'ble CM of Telangana inaugurated the 8 x 145 MW Palamuru Rangareddy LIS Package#1 on 16th September 2023 - **BHEL supplied and supervised E&C of 145 MW Pump-Motor sets (highest rating in India)**
- Unit#3 of India's largest indigenous 700 MWe Kakrapar Nuclear Power Plant in Gujarat started operation at full capacity. **BHEL has supplied TG package, C&I systems for both primary Side and secondary Side, Steam Generators, Reactor Headers, Generator Transformer and PCP Motors for the Project**
- Commercial Operation Declaration (COD) of Unit#1 and synchronization of Unit#2 of 2x800 MW of NTPC Telangana (Karimnagar) (BHEL Scope – SG Package) .
- Commissioned three nos. Solar Compact Station (SCS), in Mauritius – under Govt. of India LoC funded 8 MWac Solar PV Farm
- Synchronized 120 MW captive power plant of DCM Shriram

Notable Successes



- **Received letter of appreciation from ISRO** for supply of Friction Welded Bimetallic Adaptors which have successfully flown in cryogenic stage of LVM-3 M4 flight for the prestigious CHANDRAYAAN-3 mission. BHEL also manufactured and supplied batteries for lander & propulsion module and titanium propellant tank for the CHANDRAYAAN-3
- Successfully completed Capability cum Capacity Assessment (CCA) for **Train Collision Avoidance System (TCAS)- Kavach**. Further, preliminary approval has been received from RDSO - Paving the way for BHEL to get developmental order for Kavach System of Indian Railways
- **Signed the Technical Assistance and License Agreement (TALA)** with GE Switzerland for Gas Turbines (GTs). In addition to existing/uprated and new GTs, the agreement also allows BHEL to supply GTs with fuel blends viz. Hydrogen, Methanol, Syngas etc. and in hybrid configuration.
- Successfully manufactured **India's first set of indigenous catalysts for Selective Catalyst Reactors** for limiting NOx emissions for the 5x800 MW Yadadri Thermal Power Station in Telangana. Notably, these catalysts were hitherto being imported and represent a significant milestone under the 'Make in India' initiative of the Government of India.

Notable Successes



Creating dense urban forests (Miyawaki forest) in larger BHEL units

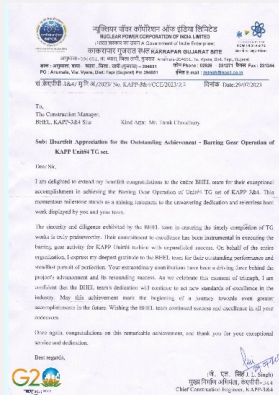


- Hon'ble Union Minister of Heavy Industries inaugurated '**Green BHEL**' (**हरित बीएचईएल**), an initiative for transforming BHEL into a Green Company, including roadmap for attaining Net Zero by 2047
- 14 townships of BHEL, spread across the nation, certified as **Single-use Plastic Free Zones** for the last 3 years as a result of the various initiatives undertaken by BHEL under Gol's 'Swachh Bharat Abhiyan'
- BHEL has successfully developed, tested and supplied **On-Load Tap Changer (OLTC) less Single Phase Auto Transformer** of 500 MVA, 765 kV rating. It has enhanced operational reliability.
- Successfully designed and developed **Direct Drive Train System** comprising of Liquid Cooled Permanent Magnet Motor and Traction Converter for E-mobility applications. The Direct Drive Train System is also successfully tested at ARAI.
- Successfully developed, supplied and commissioned 420 kV, 2.5 kA and 50 kA rating **Gas Insulated bus duct** for a non-BHEL make GIS system at TSGENCO Srisailam Left Bank Hydro power station.
- Signed an **MoU with Greenstat Hydrogen India Pvt. Ltd.** for '*Potential Collaboration Opportunities in Green Hydrogen and Derivatives in the Hydrogen Value Chain*' for contributing towards 'National Hydrogen Mission' & making India 'AatmaNirbhar' in this area.

Awards & Appreciations



- **Special Commendation Award** conferred to BHEL at the 32nd National Award for Innovative Training Practices for FY 21-22, held by Indian Society for Training and Development (ISTD) on 15th July, 2023
- **Received Letter of Appreciation** from various customers including
 - APGCL: For timely restoration of the 36.15 MW STG unit of Namrup Replacement Power Project
 - Indian Navy: For meeting the operational commitment of Indian Naval Ship (INS) - Trishul
 - NPCIL: For commitment to excellence and outstanding performance in achieving the Barring Gear Operation of Unit#4 TG set of KAPP 3&4
 - M/s Shyam SEL & Power Limited: For successful supply and commissioning of 90 MW CPP at Jamuria, West Bengal
 - THDC: For starting TG lube oil flushing within 45 days from the start of TG oil piping erection at 2x660 MW Khurja project.



Bharat Heavy Electricals Ltd : Making in India since 1964



Thanks!

shareholderquery@bhel.in