

# भारत हेवी इलेक्ट्रिकल्स लिमिटेड Bharat Heavy Electricals Limited

कॉर्पोरेट संचार

Corporate Communication

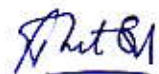


## PRESS RELEASE

**BHEL expands its offerings, secures 89% EPC based power projects thereby retaining its leadership position with 72% 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. 30,794 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.5,201 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.

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- 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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