

भारत हेवी इलेक्ट्रिकल्स लिमिटेड

Bharat Heavy Electricals Limited

कॉर्पोरेट संचार

Corporate Communication

PRESS RELEASE



**BHEL retains its leadership position in a difficult market - 72% market share in Power Sector; BHEL records highest ever commissioning / synchronization of 13,452 MW in 2013-14 – 30% increase over 2012-13 achievement.**

- Bharat Heavy Electricals Limited (BHEL) has **retained its market leadership position during 2013-14** even while operating in a difficult business environment. Improved focus on project execution enabled the company record highest ever commissioning/synchronization of **13,452 MW** of power plants in domestic and international markets in 2013-14.
- Both power & industrial market segments in which the company operates continued to witness fewer project finalizations. BHEL secured orders worth **Rs. 28,007 crore** from its diversified business segments covering both domestic and international markets. Orders in industrial segment at **Rs.5,007 cr.** witnessed a **23%** jump; Spares & Services at **Rs.3,433 cr.** saw a jump of **19%** and International segment at **Rs.2,567 cr.** witnessed a jump of **28%** in 2013-14. The company ended the year with an order book of **Rs.1,01,538 cr.**
- BHEL bagged a mega EPC order worth Rs. 7,900 Crore for 3x660 MW Supercritical units from NTPC for North Karanpura project against stiff International competition. **With this, the company's market share in Power Sector in the country was 72% during 2013-14, further strengthening its leadership position.**
- BHEL recorded a turnover of **Rs.40,366 crores (prov.)** and a Net Profit of **Rs.3,228 crores (prov.)** during 2013-14. Profit impact is due to low volumes. Certain ongoing projects have got impacted as the Indian Power Sector continues to be besieged with issues relating to fund constraints, land acquisition, clearances and coal linkages. 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.

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- Company's focus on cash realization during the year has resulted in coming back to cash surplus situation after a gap of four years. The rising trend of debtors has also been arrested.
- BHEL's commissioning/synchronization of 13,452 MW included **11,266 MW** in the utility segment; **1,698 MW** Captive/Industrial sets in the country and **488 MW** in overseas market. The significant among them was the commissioning of first BHEL manufactured 660MW Super-critical unit for NTPC at Barh and the first 800 MW Boiler for APPDCL at Krishnapatnam.
- In addition, company commissioned the first indigenously built 765 kV substation at PGCIL-Raichur, six months ahead of schedule, enabling Southern grid getting connected to National grid system - a long cherished dream of having 'One Nation-One Grid-One Frequency' realized successfully.
- The company successfully manufactured, tested and supplied new generation AC-AC variable frequency drive (VFD) 2000 HP Oil Rig to ONGC.
- The plant load factor of all BHEL supplied sets in the country was **1.6%** more than that of all India average. 35 BHEL supplied sets achieved a **PLF** of over **90%** while 79 sets achieved a **PLF** of **80-90%** during 2013-14 – a testimony of better performance from BHEL supplied sets.
- BHEL which ranks among the highest R&D spenders in the country in the engineering and manufacturing segment spent **2.78%** of turnover on R&D in 2013-14 compared to 2.49% in 2012-13. Increased R&D efforts have led to filing of nearly two patents/copyrights every working day. **434** patents / copyrights filed during 2013-14 were an increase of 13% over 2012-13. The company's R&D efforts are being directed towards developing new products using state-of-the-art technologies and processes, relevant to the needs of the country to remain current both in terms of technology and features vis-à-vis global benchmarks.
- Fiscal 2013-14 was a year in which BHEL has made significant progress in 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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