



Q3FY21 Results

Introduction

- **Context**

- Subsequent to the declaration of the results of Q3FY21 on NSE, BSE and www.bhel.com post approval from the

Financial performance

Rs Crore	Q3FY21	Q3FY20	Up to Q3FY21	Up to Q3FY20	FY20
Turnover	4,202	5,458	9,542	15,807	20,401

Business Environment

Operations

- Stringent measures taken to control the spread of the virus

Order Book

Order Book (Rs Cr)	Power	Industry	Exports	Total
Received, Up to Q3FY21	6,267	2,614	216	9,097

Diversification

- Focus on new growth opportunities unwavering

Cash

- Operating Cash Deficit restricted to Rs. 231 Cr. in Q3FY21 vs Rs. 2920 Cr, in Q3FY20

Total Cash Deficit in Q3FY21 Rs. 113 Cr. vs Rs. 2920 Cr. in Q3FY20

Accounts receivables

- Significant impact on realization of dues from the customers because of pandemic
- Customers too facing challenges related to funds and manpower
- Details of total receivables and their distribution among various customer categories is as follow:

Provisions

Rs Crore	Q3FY21	Q3FY20	Up to Q3FY21	Up to Q3FY20	FY20
Creation	331	284	1158	1344	3,087
Withdrawal	415	597	1207	1604	3,055
Write off	33	126	62	161	223
Net Provisions	-52	-187	13	-98	255

Notable successes

- The maiden Indigenous Aircraft Carrier (IAC) -INS Vikrant successfully completed Basin trials at Kochi on 30 November 2020, wherein BHEL has supplied the **Integrated Platform Management System** (IPMS).
- Wins Institute of Chartered Accountants of India's National Award 2019-20 for **Excellence in**

R&D Innovation

Atmanirbhar Bharat

- Localization of critical components, especially in defence & aerospace and transportation, among others likely to become a significant opportunity.



Thanks!

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