

**भारत इलेक्ट्रॉनिक्स लिमिटेड**

(भारत सरकार का उद्यम, रक्षा मंत्रालय)

पंजीकृत कार्यालय :

आउटर रिंग रोड, नागवारा, बेंगलूर - 560 045, भारत

**Bharat Electronics Limited**

(Govt. of India Enterprise, Ministry of Defence)

Registered Office : Outer Ring Road,  
Nagavara, Bangalore - 560 045, INDIA.

CIN : L32309KA1954GOI000787

टेलीफैक्स/Telefax : +91 (80) 25039266

ई-मेल/E-mail : secretary@bel.co.in

वेब/Web : www.bel-india.com

प्रतिष्ठा में/ To,  
बीएसईलि. /BSE Ltd.,  
25वांतल, पीजेटॉवर्स/Floor 25, PJ Towers,  
दलालस्ट्रीट, फोर्ट/Dalal Street, Fort  
मुंबई/Mumbai - 400 001

सं. No. 17565/4/SE/MUMC/SEC

दिनांक/ Date: 12/09/2022

महोदय / महोदया  
Dear Sir/Madam,

विषय: निवेशक आउटरिच कार्यक्रम की सूचना।

**Sub: Intimation of Investor Outreach Program.**

सेबी (एलओडीआर) विनियम, 2015 के विनियम 30 के अनुसार, हम सूचित करना चाहते हैं कि कंपनी 12 सितंबर, 2022 से 15 सितंबर, 2022 तक आयोजित किए जा रहे एक निवेशक आउटरिच कार्यक्रम में संभावित निवेशकों के साथ बैठक कर रही है और गैर-डील रोड शो में भाग ले रही है।

Pursuant to Regulation 30 of the SEBI (LODR) Regulations, 2015, we wish to inform that the Company is meeting with prospective investors and participating in Non-Deal Roadshows in an Investor Outreach Program being organised from 12th September, 2022 to 15th September, 2022.

प्रस्तुतीकरण की प्रति इसके साथ संलग्न है।

Copy of the Presentation is attached herewith.

सूचना व अभिलेख हेतु।

This is for your information and record.

सधन्यवाद / Thanking you,

भवदीय/Yours faithfully,

कृते भारत इलेक्ट्रॉनिक्स लिमिटेड

**For Bharat Electronics Limited**

एस श्रीनिवास/S Sreenivas  
कंपनी सचिव/Company Secretary



संलग्न- यथा उपरोक्त।

Encls: As stated above.



Investor Outreach Program  
Dubai & Abu Dhabi

12 – 15<sup>th</sup> Sep' 22

# COMPANY OVERVIEW

## Bharat Electronics: A Globally Recognised Electronics Player

- ❑ Multi-product, multi-technology and multi-unit company with over six decades of experience.
- ❑ Capabilities in designing, developing, manufacturing and supplying a wide range of strategic electronic products/systems.
- ❑ Key player in the Indian Defence segment, and have a growing presence in the civilian and export segments.
- ❑ Strong reputation led by our technology and quality excellence and ability to develop innovative solutions that deliver superior performance.

## Vision

To be a world-class enterprise in professional electronics.

## Mission

To be a customer focused, globally competitive company in defence electronics and in other chosen areas of professional electronics, through Quality, Technology and Innovation.

**US\$ 1898 Million  
Turnover\***

**US\$ 7262 Million  
Order book**

**8,853  
Employees #**

**US\$ 1512 Million  
Net worth #**

\* FY 2021-22

# As on 31 March 2022

# COMPANY OVERVIEW

## Navratna PSU

- Established in 1954 under Ministry of Defence
- R&D / Technology driven Company operating in Strategic Electronics in Defence & Non Defence segments
- 56<sup>th</sup> among top 100 Companies Worldwide in Defence Revenue (Defence News Top 100, Year 2021)
- 8853 employees, of which 5712 are Engineers. Close to 50% in R&D (March 2022)

## Facilities

- Nine Manufacturing Units all over India having 24 Strategic Business Units
- Two Central Research Laboratories at Bengaluru and Ghaziabad
- One Product Development and Innovation Centre at Bengaluru
- Seven Water Front Support Centers (WFSC)

## Subsidiary & JVs

### Subsidiary Companies:

- BEL Optronics Devices Ltd – Night Vision Image Intensifier tubes
- BEL Thales Systems Ltd – Civil Air Traffic Management Radars and select Defence Radars

### Joint Ventures:

- GE BE Pvt. Ltd – Medical Electronics Parts, X-Ray Tubes

# COMPANY HIGHLIGHTS



## Bagged prestigious orders

Largest export order worth **US\$ 93.15 Million** from Airbus for Manufacture and Supply of Radar Warning Receiver (RWR) and Missile Approach Warning System (MAWS) under the prestigious C295 aircraft program.

**US\$ 140 Million** order for Instrumented Electronic Warfare Range (IEWR)

**US\$ 251 Million** order for supply of Advanced Electronic Warfare (EW) suite for Fighter aircraft

## PROJECTS



Largest Avionics order worth **US\$ 303 Million** from HAL for Manufacture and Supply of Critical Airborne Electronic Systems for the LCA Tejas Fighter Aircraft program.



# COMPANY HIGHLIGHTS

## Strategic Projects Executed

- Missile, Control & Surveillance systems for defence forces
  - C4I System
  - AFNET Performance/Security Enhancement & SATCOM Network
  - Integrated Perimeter Security System
  - Vehicle based Shelters network (SAMYUKTA)
  - Electronic Warfare Suites
  - Kerala Fibre Optic Network
  - Advanced/Integrated Communication System
  - Artillery Combat Command and Control Systems
- 

# COMPANY HIGHLIGHTS

## Won Prestigious Awards

- CII CFO of the Year Award in the PSU category and Greentech Corporate Governance Professional of the Year Award
- Business Standard Annual Awards for corporate excellence: STAR PSU of the Year 2021
- Golden Star Outstanding R&D Leadership Award
- Manufacturing Company of the Year Award and Woman Manufacturer of the Year Award by Manufacturing Today



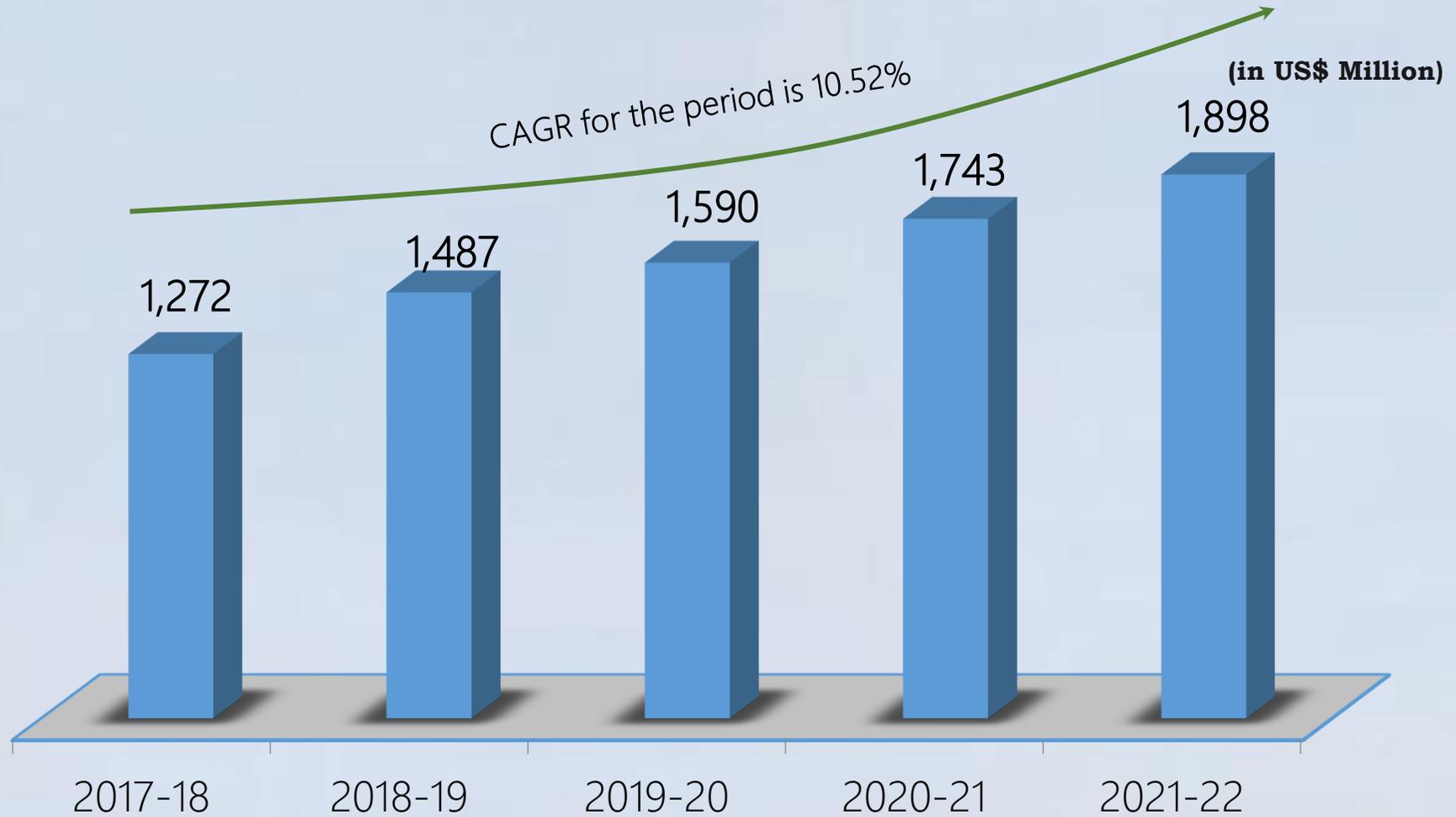
# COMPANY HIGHLIGHTS

## Financial Performance FY 2021-22



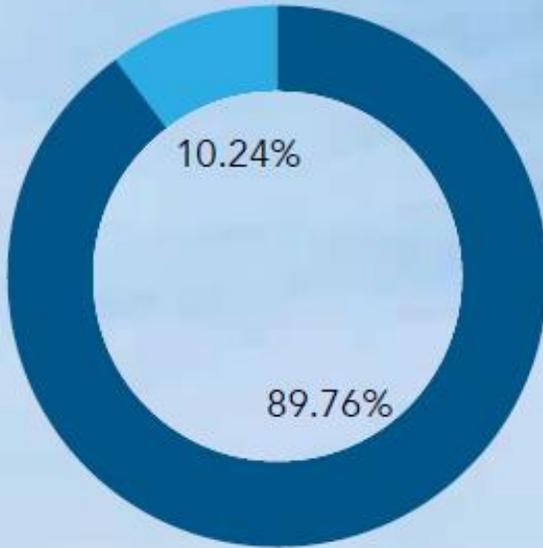
# COMPANY HIGHLIGHTS

## TURNOVER



# Turnover break-up

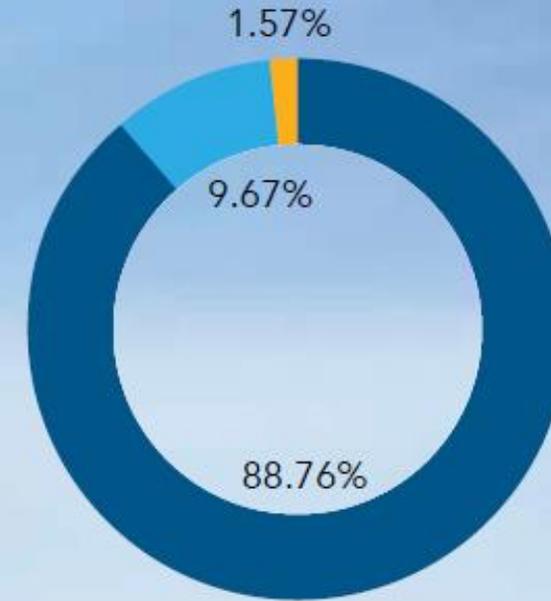
### by customer type



Defence  
US\$ 1704 Million

Non- Defence  
US\$ 194 Million

### by source

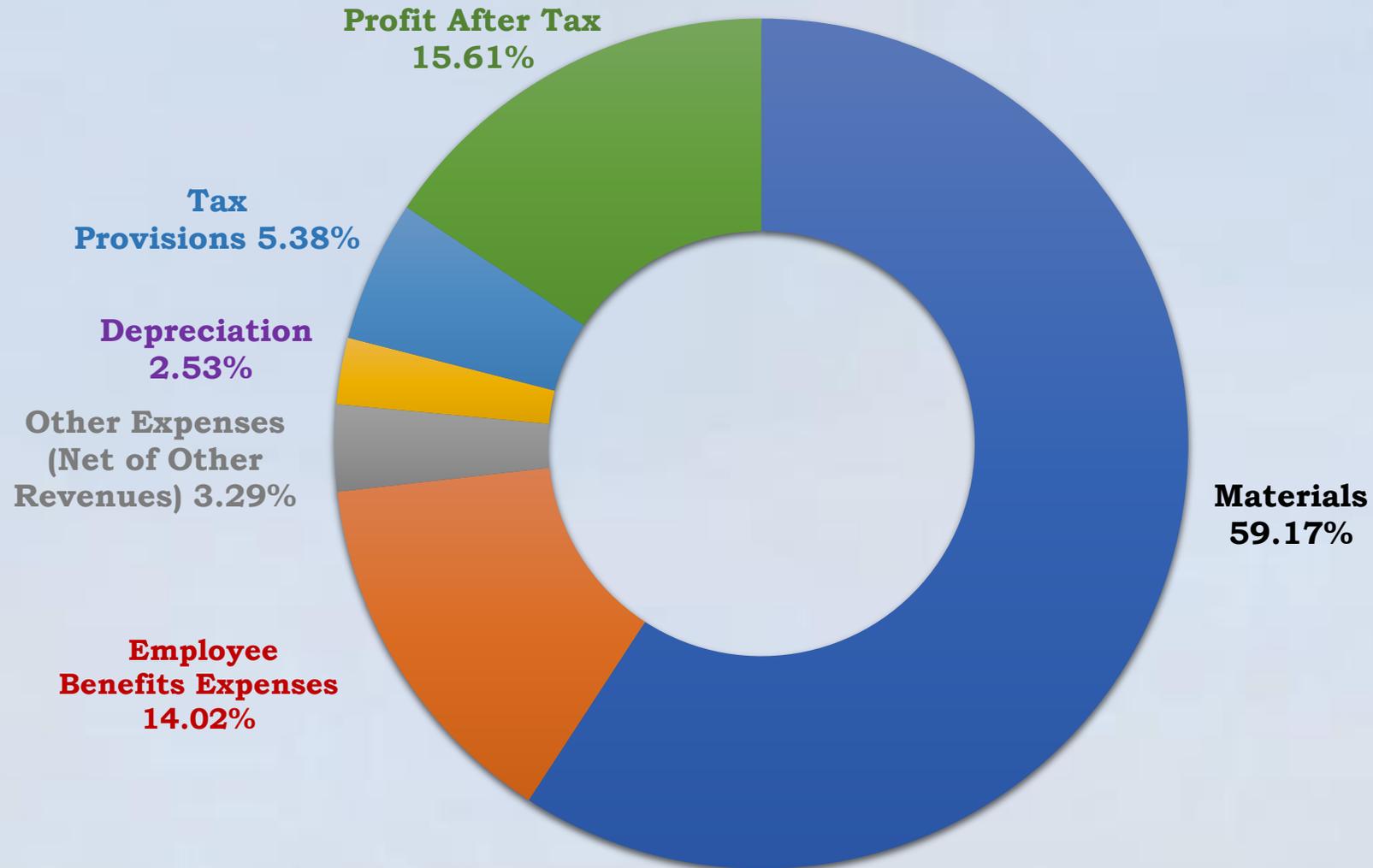


Sale of Product  
US\$ 1684 Million

Services  
US\$ 184 Million

Exports  
US\$ 30 Million

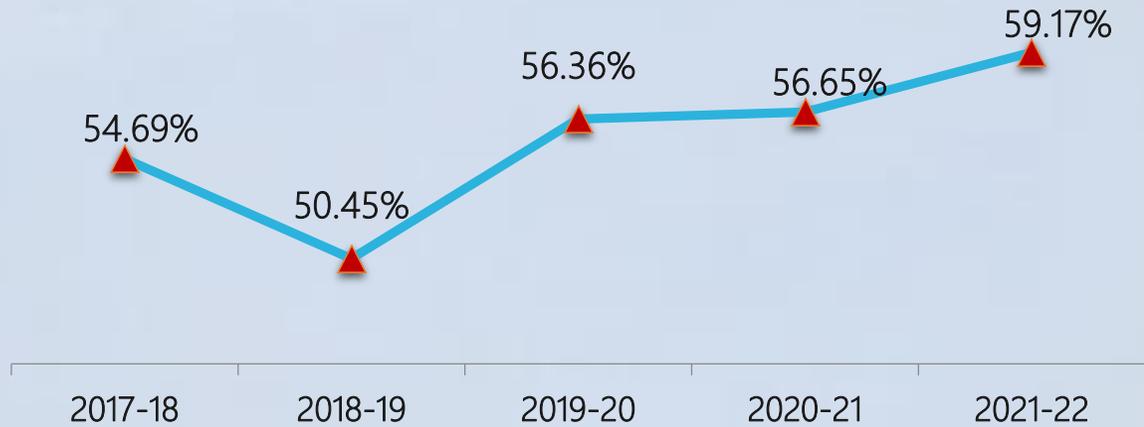
# EARNINGS BREAKDOWN



# EXPENSE RATIOS

## MATERIAL CONSUMPTION

(In %)



## EMPLOYEE BENEFIT EXPENSE (US\$ Million)



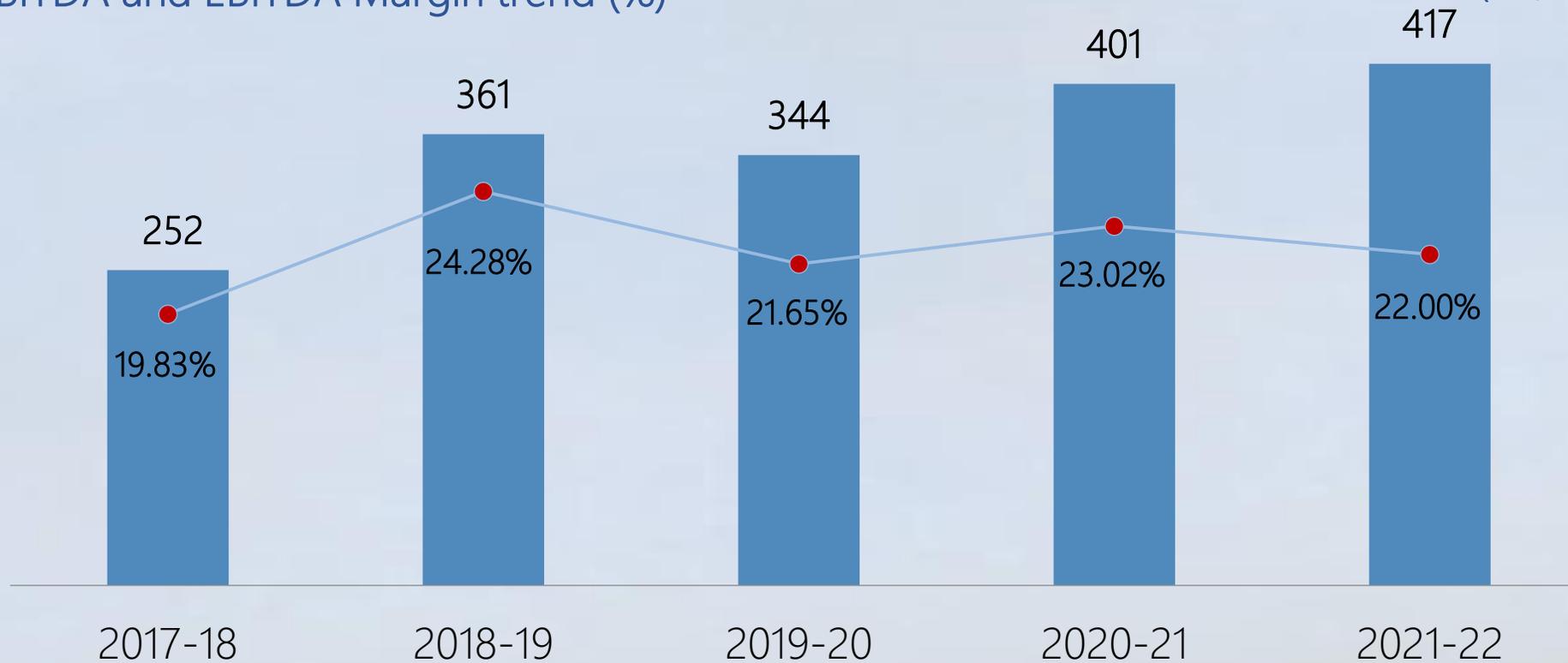
Employee Cost

Employee Cost to Turnover (%)

# OPERATING PROFIT

EBITDA and EBITDA Margin trend (%)

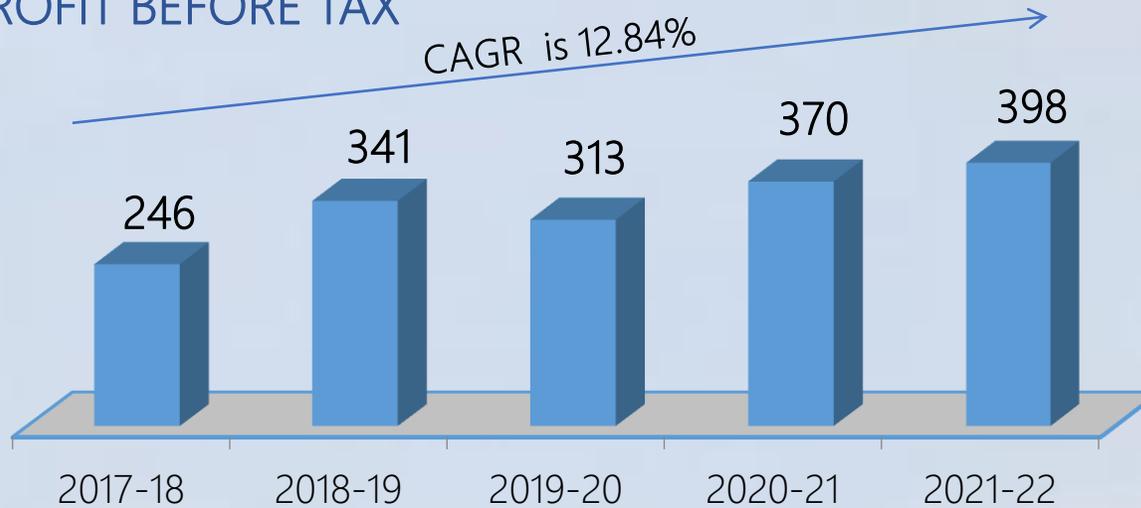
(US\$ Million)



# PROFITABILITY

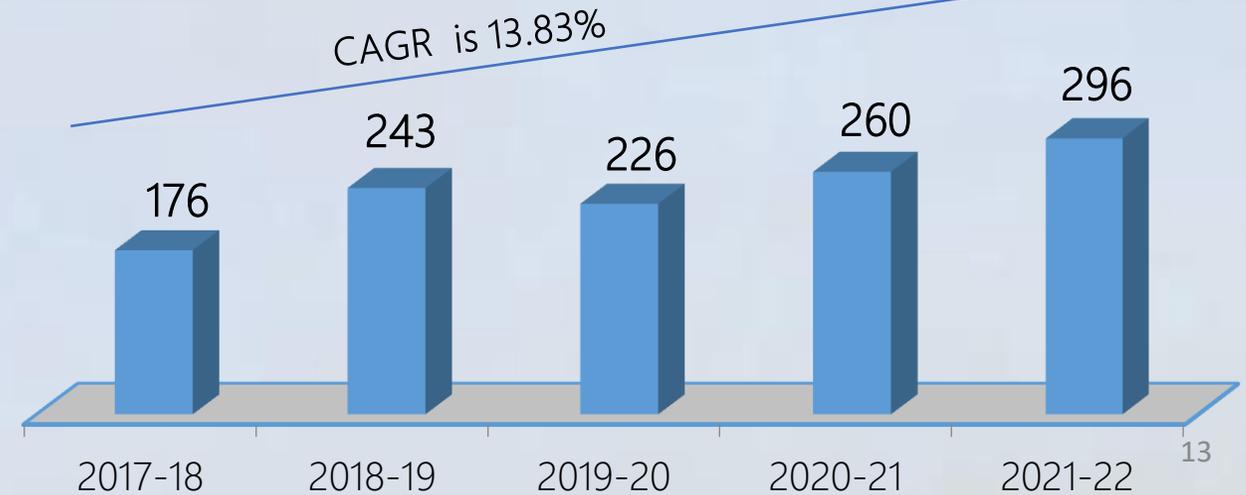
## PROFIT BEFORE TAX

(US\$ Million)

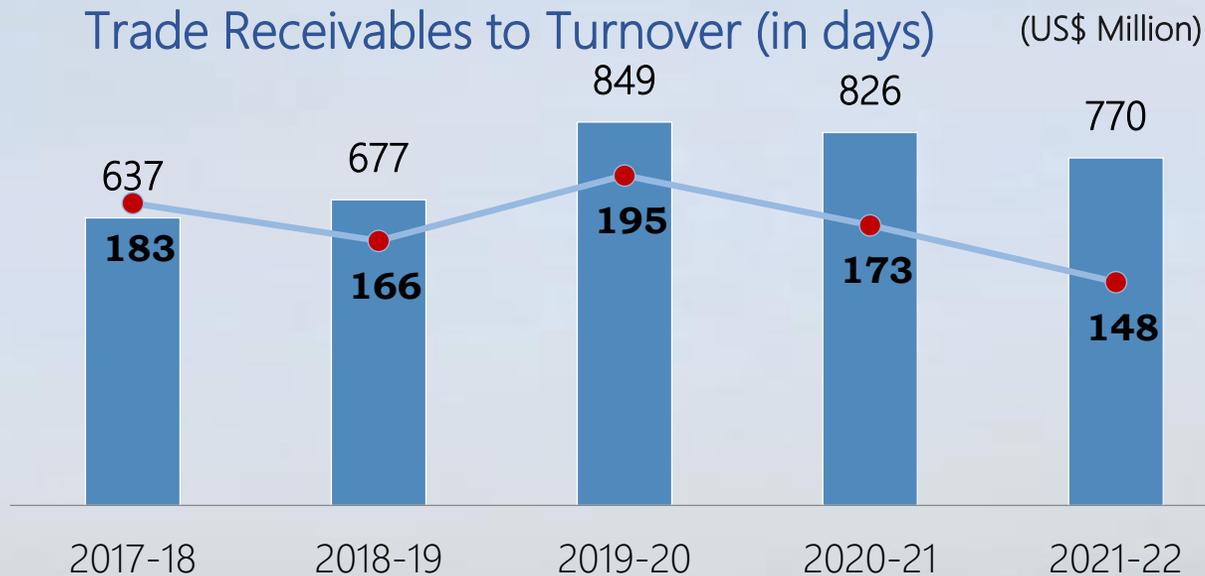
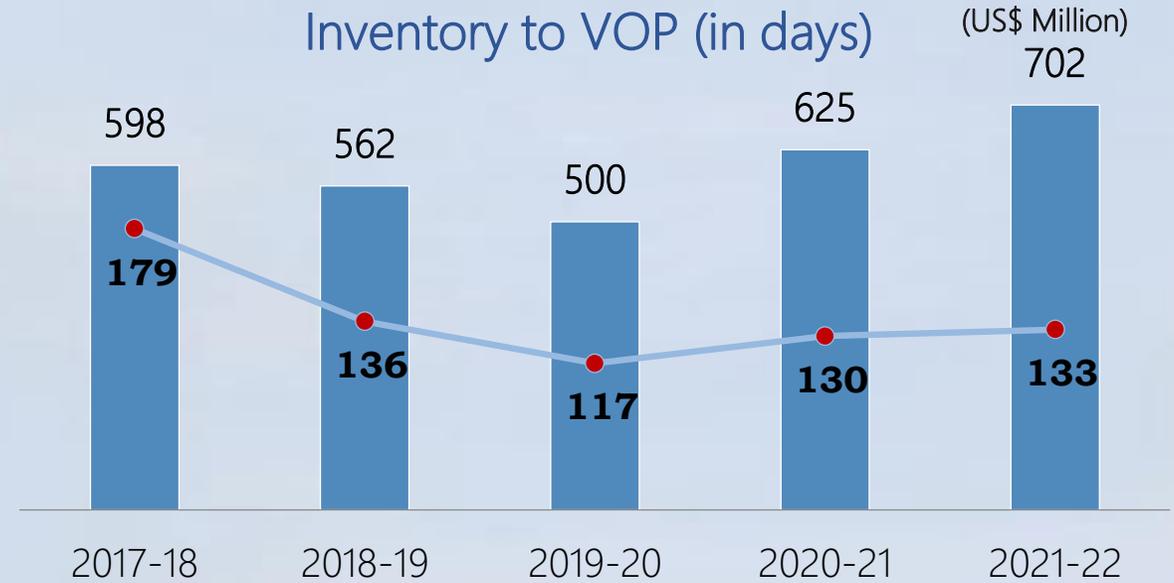


## PROFIT AFTER TAX

(US\$ Million)



# TURNOVER RATIOS

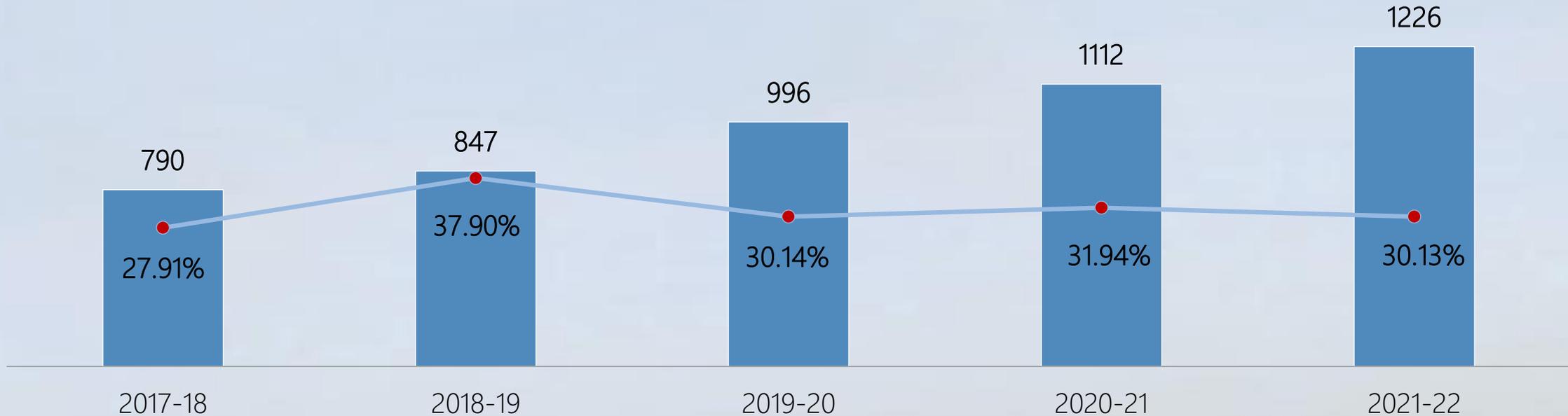


# RETURN RATIOS

(US\$ Million)

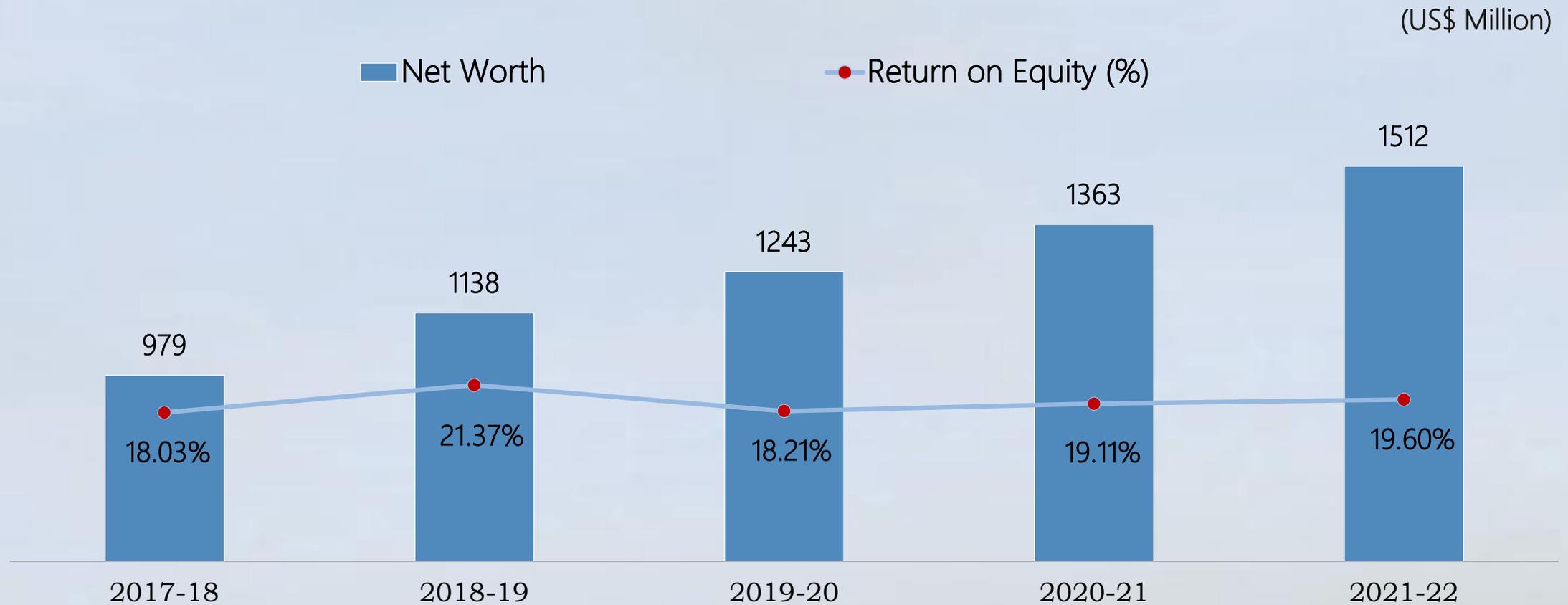
■ Avg. Capital Employed

● Return on Capital Employed (%)



$$\text{ROCE} = \text{EBIT} / \text{Average Capital Employed}$$

# RETURN RATIOS



Return on Equity =  $\text{PAT} / \text{Net Worth}$

# EPS & Dividend Distribution

EARNINGS PER SHARE (US\$ in ₹ cents)

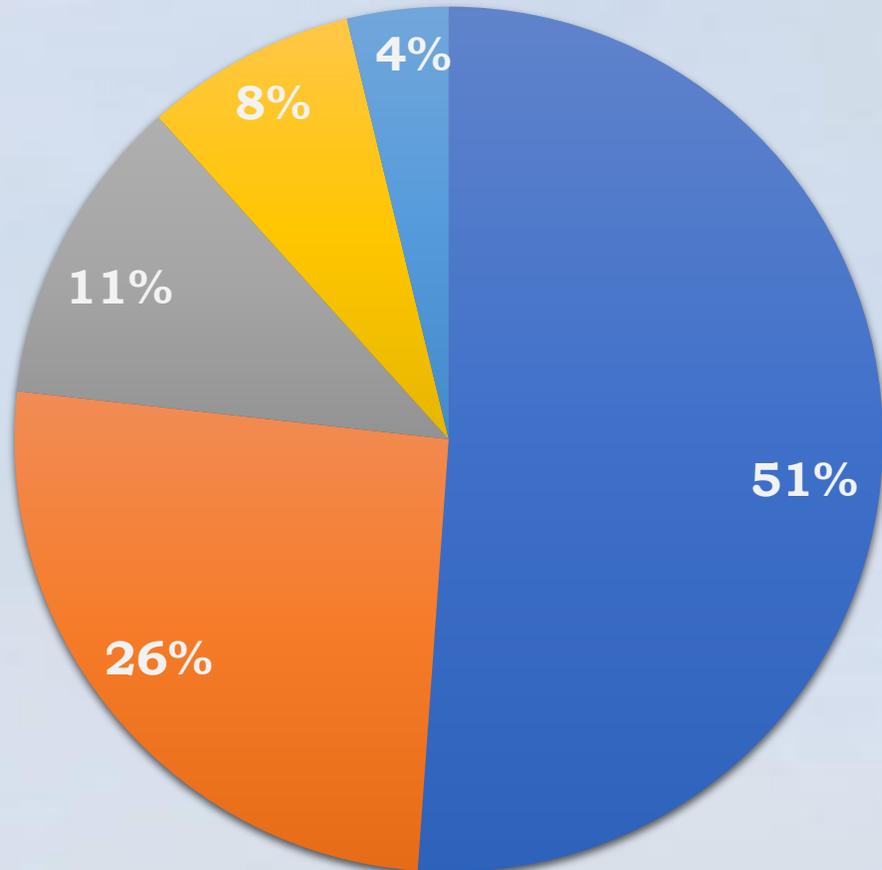


DIVIDEND DISTRIBUTION (US\$ Million)

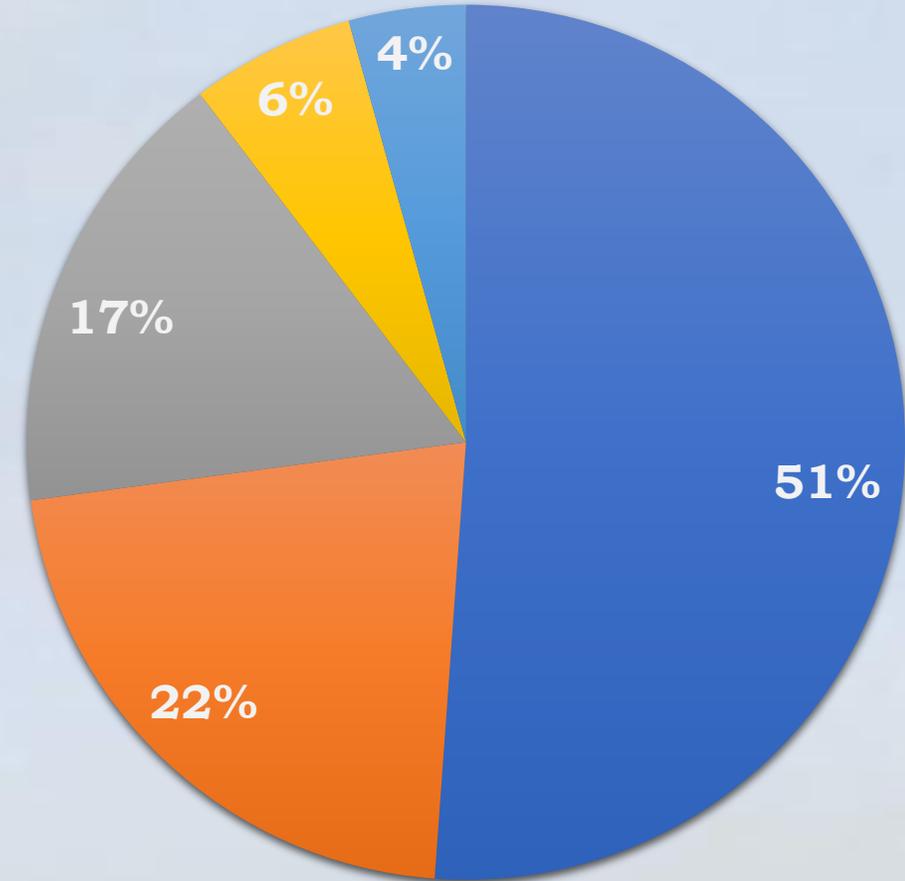


# SHARE HOLDING PATTERN

**31.03.2021**



**31.03.2022**



■ GoI   ■ Domestic Institutions   ■ Foreign Portfolio Investors   ■ Others   ■ Insurance Co's

# ORDER BOOK

(US\$ Million)



# GUIDANCE - FY23

|                                       |   |                          |
|---------------------------------------|---|--------------------------|
| <b>Revenue Growth</b>                 | ≈ | <b>15%</b>               |
| <b>EBITDA Margin</b>                  | ≈ | <b>21% - 23%</b>         |
| <b>Order Inflow</b>                   | ≈ | <b>US\$ 2500 Million</b> |
| <b>R&amp;D Investment</b>             | ≈ | <b>US\$ 125 Million</b>  |
| <b>CAPEX</b>                          | ≈ | <b>US\$ 95 Million</b>   |
| <b>Defense : Non Defense Business</b> | ≈ | <b>80 : 20</b>           |

# Why Invest in - BEL

- Strong Order Book, Defence key line of Business, Consistent Growth in Profit over last 3 years.
- Govt. of India -Initiative on Indigenisation – Aatmanirbhar Bharat – Positive Indigenisation List – Good Business Potential to BEL.
- R&D, Technology driven - Key Defence Systems, Products/Solutions.
- World Class Manufacturing Infrastructure.
- ICRA Credit Rating - AAA (Stable – Long Term) & A1+ (Short Term).
- Consistent Performance in terms of Revenue and Profitability, Robust Balance Sheet, Zero Debt, Positive Cash Flow.
- Rewards Shareholders – in terms of Dividend - High Payout of PAT & Capitalization of Reserves (Bonus Shares , 2:1 in August 2022).

# MARKET CAP - BEL

Market Cap increased to **US\$ 10,100 million** from **US\$ 6050 million** In last year



Source: Screener.in dated 08-Sep-2022

*Thank You*

