



ಹಿಂದೂಸ್ತಾನ್ ಏರೋನಾಟಿಕ್ಸ್ ಲಿಮಿಟೆಡ್  
ಪ್ರಧಾನ ಕಛೇರಿ  
ಹಿಂದುಸ್ತಾನ್ ಏರೋನಾಟಿಕ್ಸ್ ಲಿಮಿಟೆಡ್  
ಮುಖ್ಯಾಲಯ  
HINDUSTAN AERONAUTICS LIMITED  
CORPORATE OFFICE

CO/SEC/4(7)/2019/ BSE & NSE Filing/59

13<sup>th</sup> February, 2020

BSE Limited Listing Department Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001	National Stock Exchange of India Ltd Listing Department Exchange Plaza, 5 <sup>th</sup> Floor, Plot No C/1, G Block, Bandra-Kurla Complex, Bandra (E), Mumbai – 400051
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Dear Sir/ Madam,

**Sub: Intimation of Schedule of Analyst/ Institutional Investor meeting under SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

**Ref: BSE Scrip Code: 541154, NSE Symbol: HAL**

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In furtherance to our letters of even no dated 11 & 12<sup>th</sup> February, 2020 on the subject, please find enclosed herewith copy of the Presentation, which would be discussed during the meeting.

2. The details of the said meeting and presentation is also made available on Company's Website [www.hal-india.co.in](http://www.hal-india.co.in) in Sub-section "Intimation to the Stock Exchange" under "Investors" Section.

Thanking you,

Yours Faithfully  
For Hindustan Aeronautics Ltd

(G V Sesh Reddy)  
Company Secretary & Compliance Officer



15/1, ಕಬ್ಬನ್ ರೋಡ್, ಬೆಂಗಳೂರು - 560 001, ಕರ್ನಾಟಕ, ಭಾರತ, 15/1, ಕಬ್ಬನ್ ರೋಡ್, ಬೆಂಗಳೂರು - 560 001, ಕರ್ನಾಟಕ, ಭಾರತ

15/1, Cubbon Road, Bangalore - 560 001, Karnataka, India

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ಇ ಮೇಲ್ (ಇ) Email : cosec@hal-india.co.in

CIN:L35301KA1963GOI001622



हिन्दुस्तान एरोनॉटिक्स लिमिटेड  
HINDUSTAN AERONAUTICS LIMITED



INTEGRITY

MISSION

COMMITMENT

QUALITY



**INVESTOR'S MEETING**

**14 FEBRUARY 2020**

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## COMPANY OVERVIEW



# HAL TODAY

## Key Drivers



-  20 Production and 11 R&D Centers with around 28,000 employees
-  Healthy Growth in Sales on Year-on-Year Basis
-  Exports to over 20 countries  
(Highest exporter among DPSUs)
-  17 Indigenous & 14 Licensed aircraft manufactured
-  36<sup>th</sup> Position in top 100 Defense Aerospace Companies
-  MoU Excellent rating for the past 16 years
-  80% footprint of HAL in Defence flying platforms





# Products & Services



Fixed Wings

Rotary Wings



Accessories & Avionics



Aero-Engines & Gas Turbines



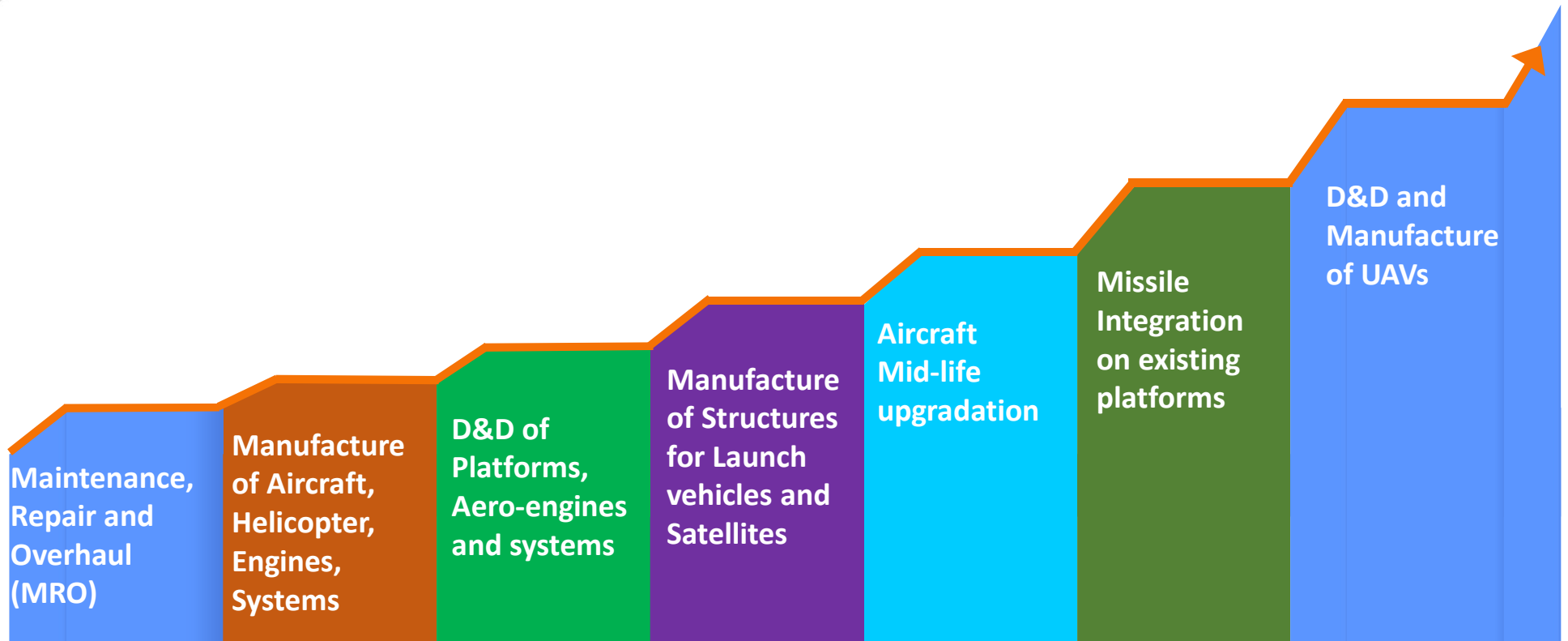
Aerospace

UAV





# HAL CAPABILITIES



DAKOTA



VAMPIRE



HT-2



Aero-Structure



Jaguar Upgrade



BRAHMOS



UAV



# HAL – Current Operations

## Platforms



**Su-30 MKI**



**ALH**



**MiG Variants**



**Kiran Mk I /MK II**



**LCA**



**Cheetal**



**Jaguar**



**Hawk**



**Do-228**



**Chetak**



**Mirage**



**Avro**



**LCH**



**Cheetah**



**An-32**

**Manufacturing & ROH**

**ROH**



# HAL – Current Operations

## Engines

### Aero-engines



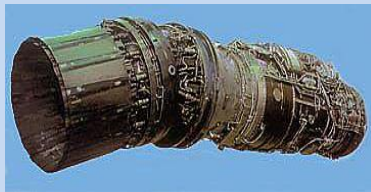
Shakti



TM Artouste III



Garrett TPE 331-5



AL 31 FP



RD 33

### Industrial Marine Gas Turbine



LM 2500

Manufacture  
& ROH

13  
Types  
Engine ROH



Adour Mk 804/811/871



Dart



R-29

# Business Units of HAL

## MiG Complex

### Manufacture



1. Su-30 MKI
2. AL-31FP
3. RD-33

**ROH – Aircraft** - Su-30 MKI, MiG 21  
**– Engines** – AL-31 FP, R-25, RD-33

## Bangalore Complex

### Manufacture – Aircraft, Engines, Aero-structure



1. LCA Tejas
2. Shakti
3. Garrett
4. Artouste

**ROH – Aircraft** – Jaguar, Mirage  
**– Engine** – Adour Mk804E/811, Adour 871, Dart, Orpheus, Gnome, Artouste, Shakti Garrett, TM-333 2B2/2M2

**Other – Manufacture** – Aero-Structures and Industrial Marine Gas Turbines

Note -ROH – Repair & Overhaul

## Accessories Complex

### Manufacture – Aircraft, Accessories, Avionics



Dornier Do-228

**ROH** – Dornier Do-228, AN-32, HS-748 Avro

## Helicopter Complex

### Manufacture and ROH –



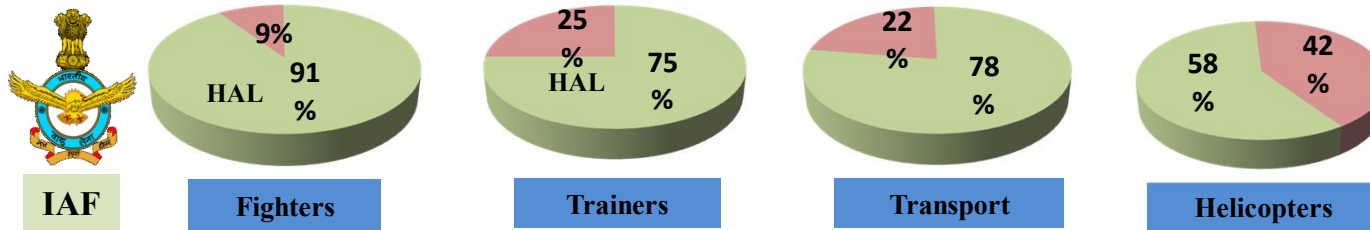
1. ALH Dhruv
2. Cheetal
3. Chetak

### Manufacture -

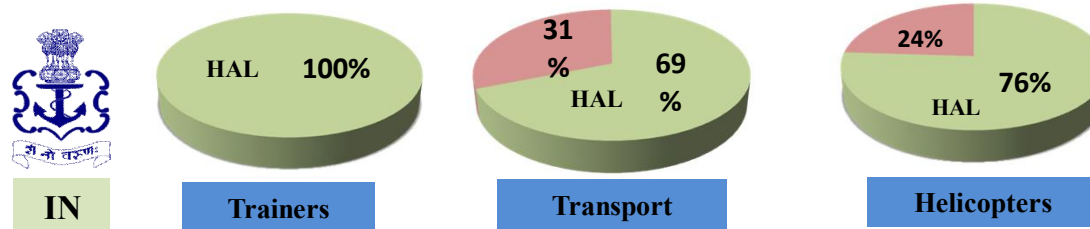


**Light Combat Helicopter**

# HAL's Support to Forces



AROUND 73% IAF FLEET IS SUPPORTED BY HAL



AROUND 65% NAVY FLEET IS SUPPORTED BY HAL



100% FLEET OF ARMY AND CG IS SUPPORTED BY HAL

36<sup>th</sup> Position among top 100 Global Aerospace industries

## ALLIED OPERATIONS

### ➤ Supporting space programs through manufacture of Aerostructures to ISRO

- Polar Satellite Launch Vehicle (PSLV)
- Geo-Synchronous Satellite Launch Vehicle (GSLV)
- INSAT and IRS satellites
- GSLV MK III
- Integrated Strap-on Boosters (L-40)
- Structures for Mars Orbiter Mission (MOM)
- Crew Module Structure for Human Spaceflight Program
- Chandrayana-2ꣳ Orbiter Structure

### ➤ Manufacture, Repair and overhaul of Industrial & Marine Gas Turbine Engines for Ship Yards, ONGC, GAIL

- LM 2500 engine
- Allison Engine
- Industrial Avon Engine



Chandrayaan-2



PSLV

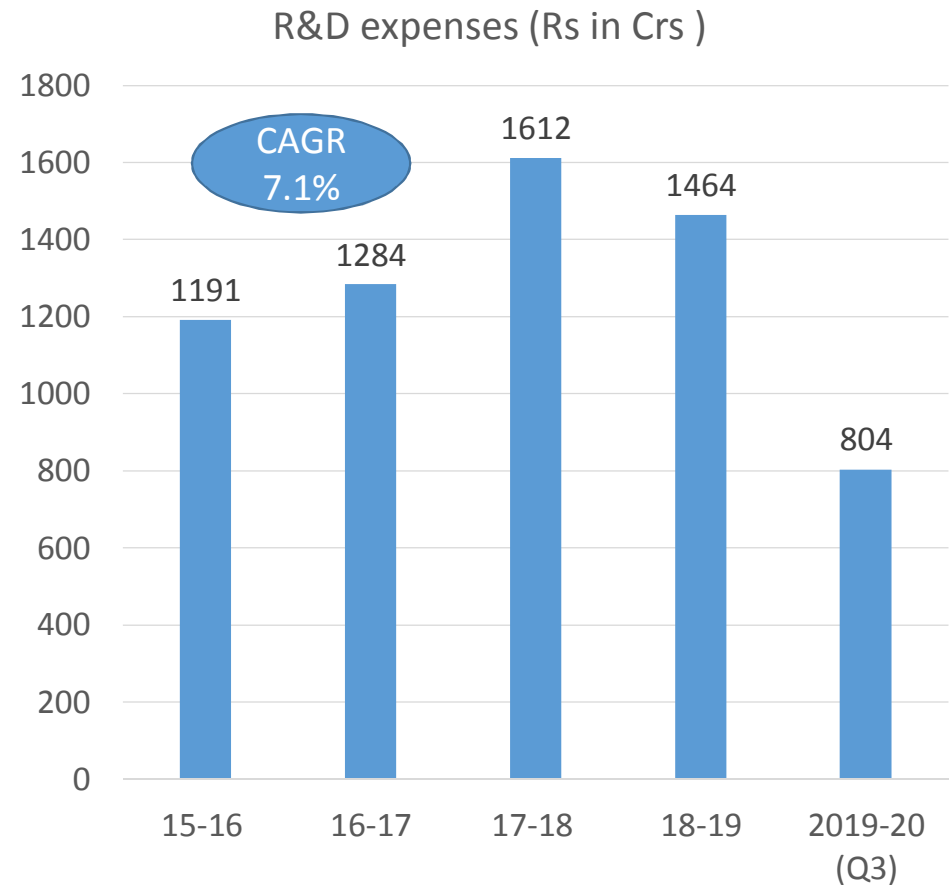
## DESIGN & DEVELOPMENT CAPABILITIES



# DESIGN AND DEVELOPMENT

## Strong investments into R&D

- ✈ Very strong R&D division with **11 R&D centers**
- ✈ Co-located with production divisions for ease of manufacture
- ✈ CEMILAC approved centers
- ✈ 10% of previous year's operating profit after tax is earmarked for R&D efforts.
- ✈ Collaborations with IIT's and IISc's for talent acquisition and aeronautical research
- ✈ Cumulative R&D Expenses of Rs. 5551 Crores during last 4 years



# PRODUCTS UNDER DESIGN & DEVELOPMENT



Light Combat Aircraft (LCA)  
 - Make in India Fighter Aircraft  
 - Ship Landing and Take-off Capability Proved



Light Combat Helicopter (LCH)  
 6 Ton Attack Helicopter



Light Utility Helicopter (LUH)  
 - 3 Ton Utility Helicopter  
 - Operational Clearance Achieved During Defexpo 2020



IMRH (Indian Multi Role Helicopter)  
 - 12 Ton  
 - Preliminary Studies are Progressing



Basic Trainer Aircraft (HTT-40)  
 - Six-Spin Test Completed  
 - Hot Refuelling Capability Proved  
 -



Mirage 2000 Upgrade



Jaguar Darin III Upgrade  
 - FOC Achieved in July 19  
 - Upgraded 4 A/c



Development of Engines & UAV.  
 - MoU Signed with IAI & DTL

## **SIGNIFICANT ACHIEVEMENTS DURING THE YEAR 2019-20**

# Significant Achievements



Operation Clearance for Light Utility Helicopter (LUH) achieved on 7<sup>th</sup> Feb 2020

The LCA Naval Prototype (NP1) successfully performed ski jump take-off and arrested hook landing from ship INS Vikramaditya on 11<sup>th</sup> Jan 2020 – Puts India in Elite Club of 5 Nations.

The HTT-40 basic trainer aircraft has successfully undertook the Six-turn spin test and demonstrated compliance to all the Customer requirements. Final certification activities are in Progress.

HTT-40 has completed the Six turn spin, one of the critical requirement for Certification.

HAL successfully completed the integration of Brahmos mods on three Su-30MKI aircraft of IAF

A contract for upgrade of 17 Do-228 aircraft of CG has been concluded on 7<sup>th</sup> Feb 2020 during Def Expo 2020.

## FINANCIAL PERFORMANCE AND SUMMARY



## FINANCIAL HIGHLIGHTS – QUARTER ENDED 31-12-2019

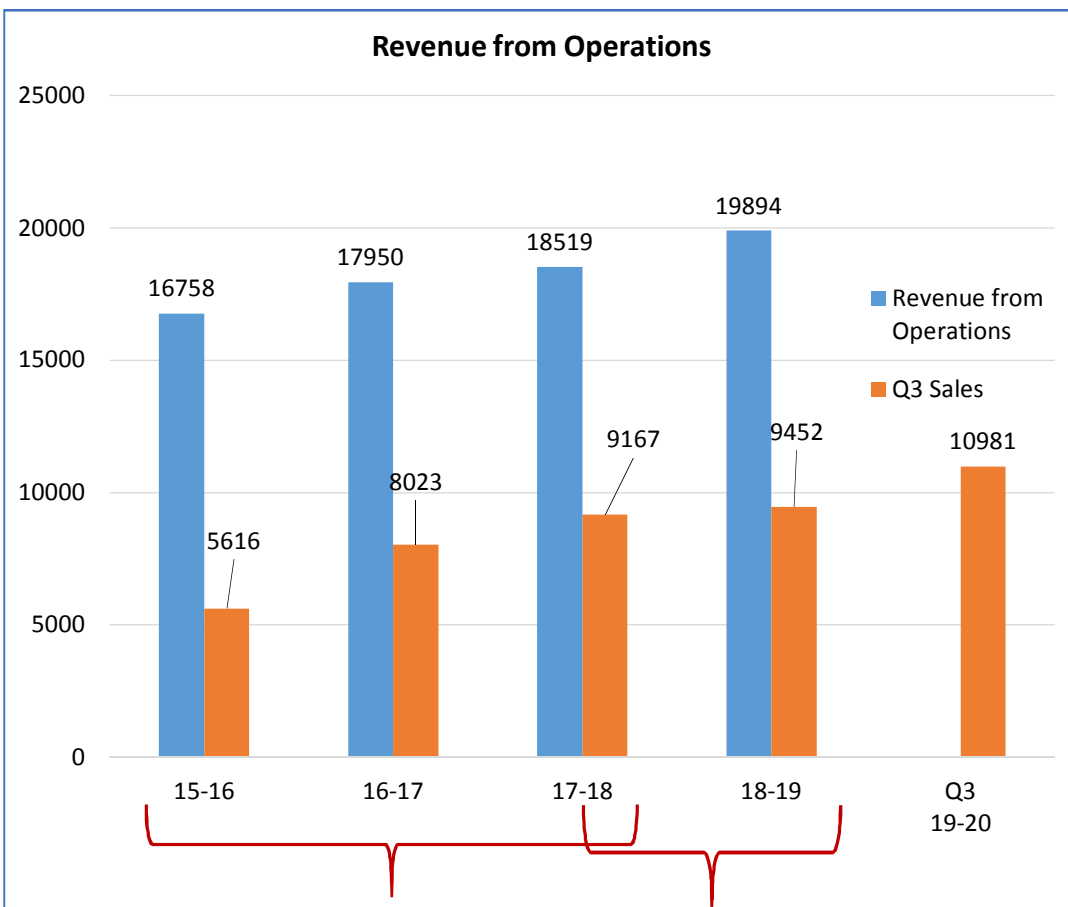
Rs In Crs



Parameter	DEC 19	DEC 18	% GROWTH
Sales	10981	9451	16%
Profit before tax	1918	1653	16%
Profit after Tax	1616	1105	46%

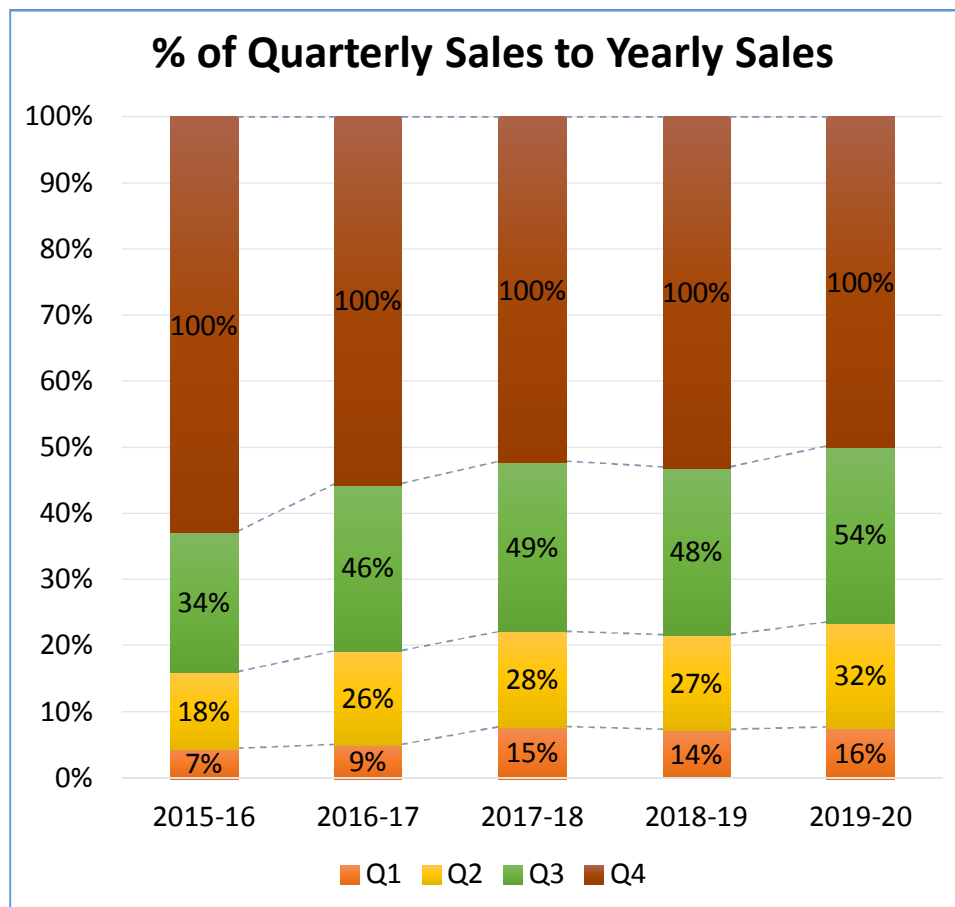
# FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs

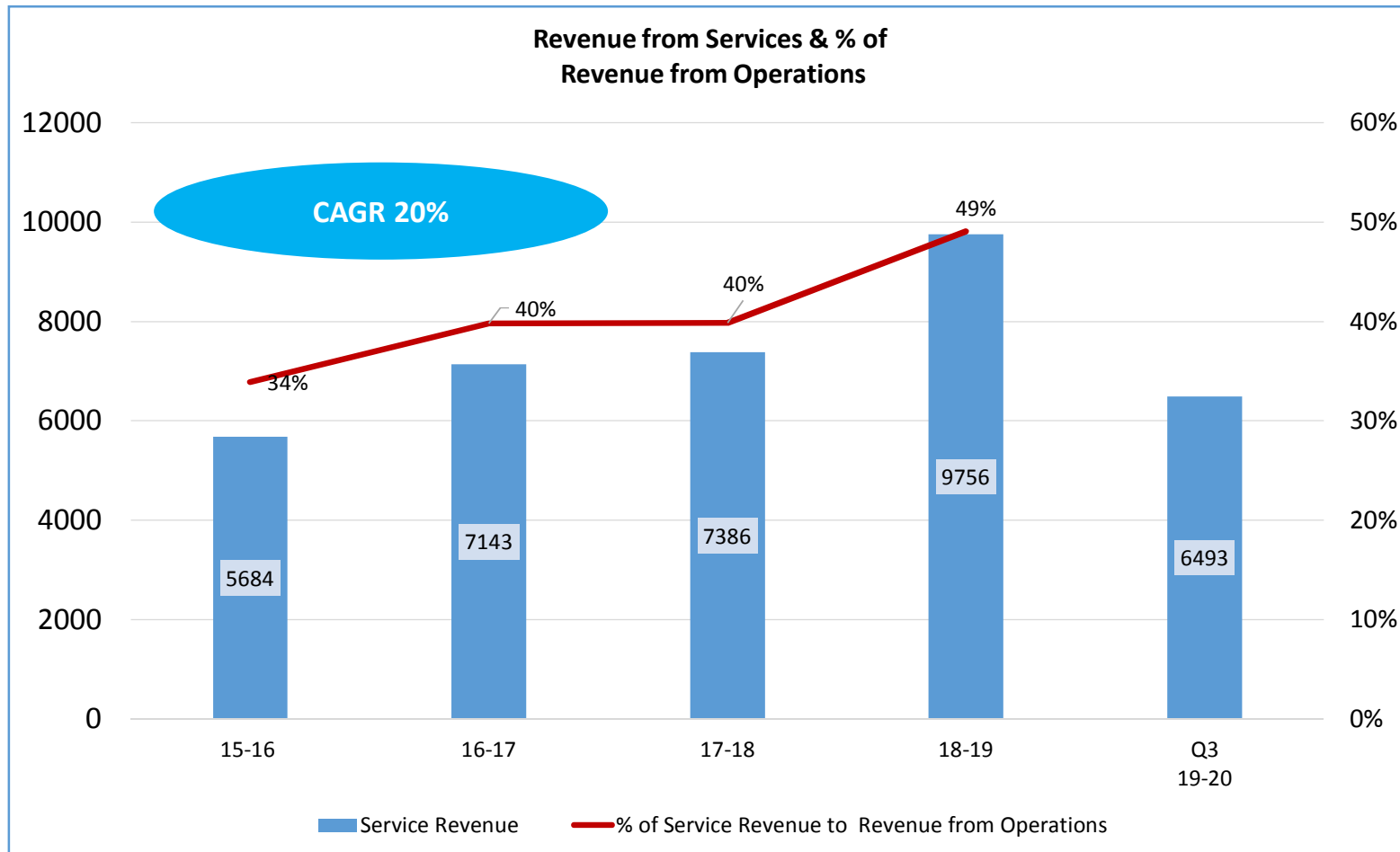


CAGR - 5.12%

YoY - 7.42%



# FINANCIAL PERFORMANCE AND SUMMARY



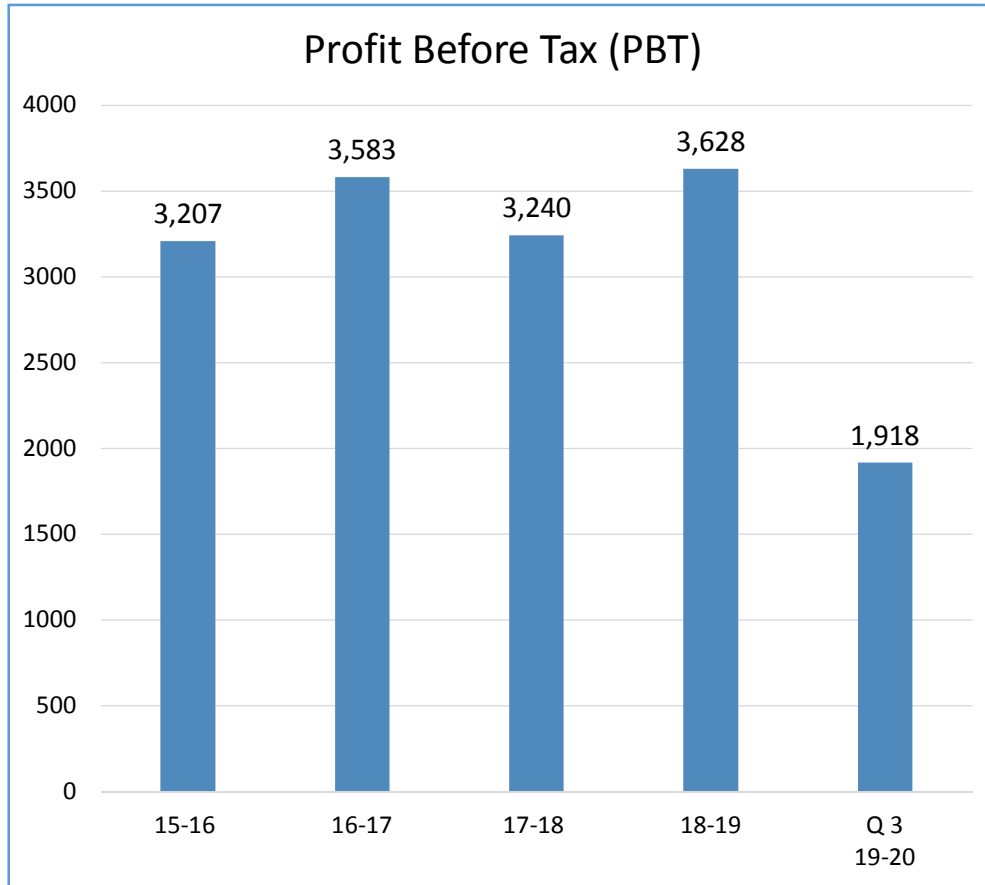
# PRODUCT-GROUP BREAK-UP

Rs In Crs

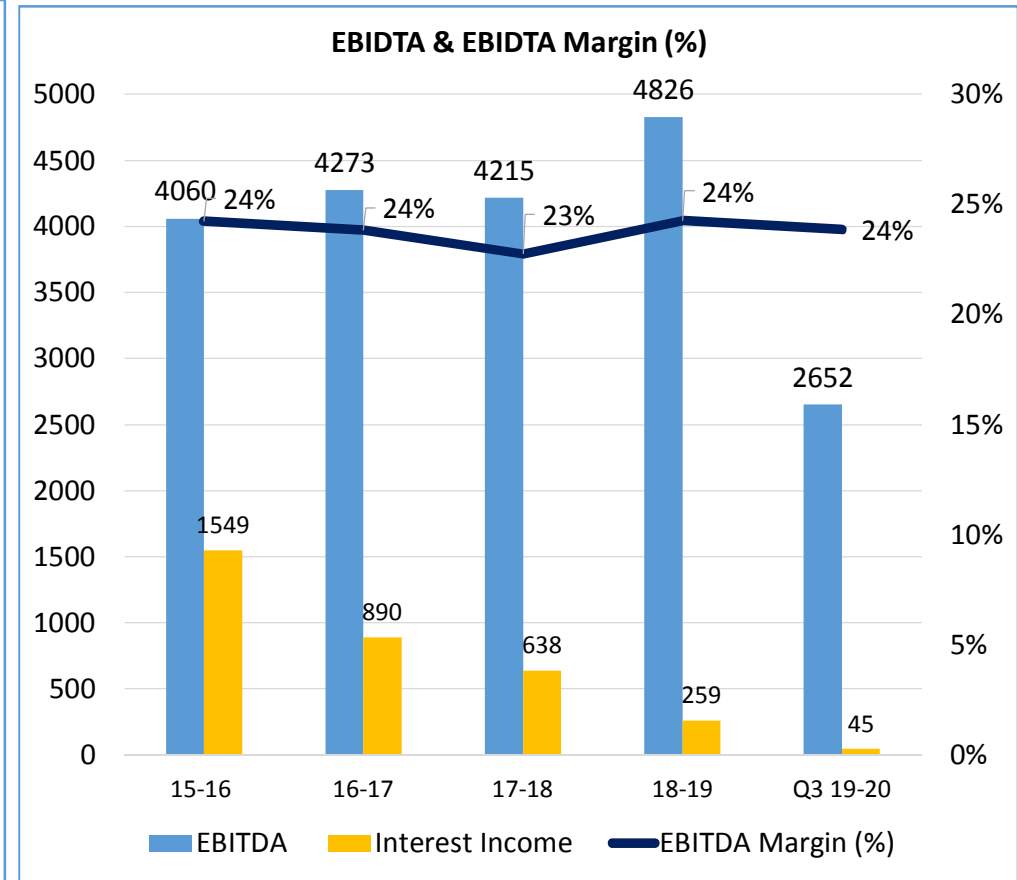


Particulars	15-16	% to Sales	16-17	% to Sales	17-18	% to Sales	18-19	% to Sales	Upto Dec 19	% to Sales
Manufacturing	9807	59%	9346	52%	9264	50%	8427	42%	3837	35%
Repair & Overhaul & Spares	5684	34%	7144	40%	7386	40%	9756	49%	6492	58%
Development & Others	649	4%	650	4%	1320	7%	1116	6%	493	4%
Exports	446	3%	465	3%	314	2%	405	2%	159	1%
<b>Total Sales</b>	<b>16586</b>	<b>99%</b>	<b>17605</b>	<b>98%</b>	<b>18284</b>	<b>99%</b>	<b>19704</b>	<b>99%</b>	<b>10982</b>	<b>99%</b>
Other Operating Revenue	172	1%	345	2%	235	1%	190	1%	218	1%
<b>Revenue from Operation</b>	<b>16758</b>	<b>100%</b>	<b>17950</b>	<b>100%</b>	<b>18519</b>	<b>100%</b>	<b>19894</b>	<b>100%</b>	<b>11199</b>	<b>100%</b>

# FINANCIAL PERFORMANCE AND SUMMARY



CAGR – 0.51%      YoY – 13.13%

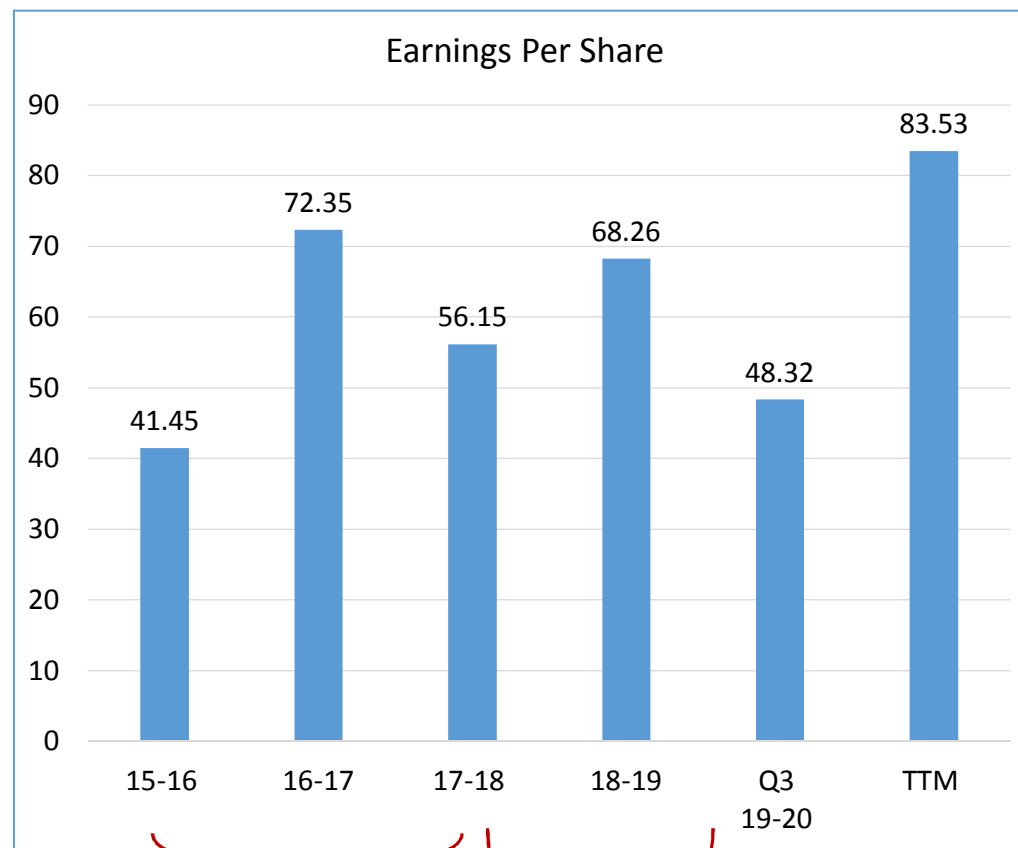
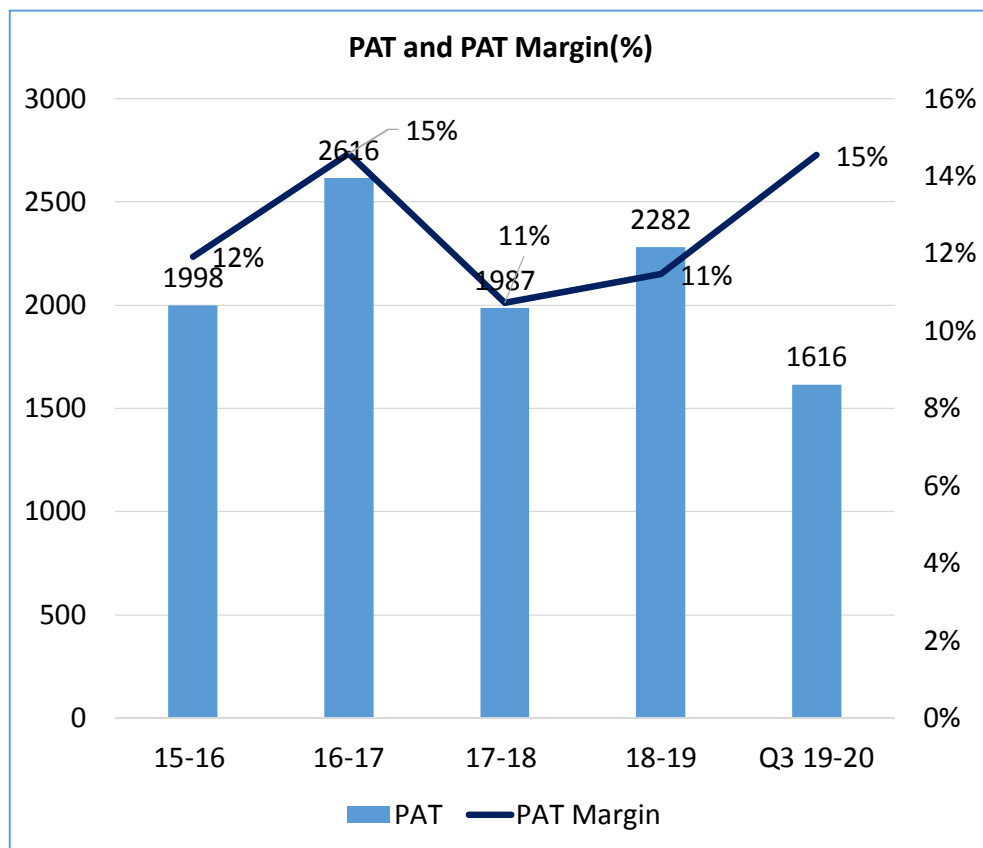


“ EBIDTA includes interest income.  
 “  $EBIDTA\ Margin = EBIDTA / Revenue\ from\ Operations$



# FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs

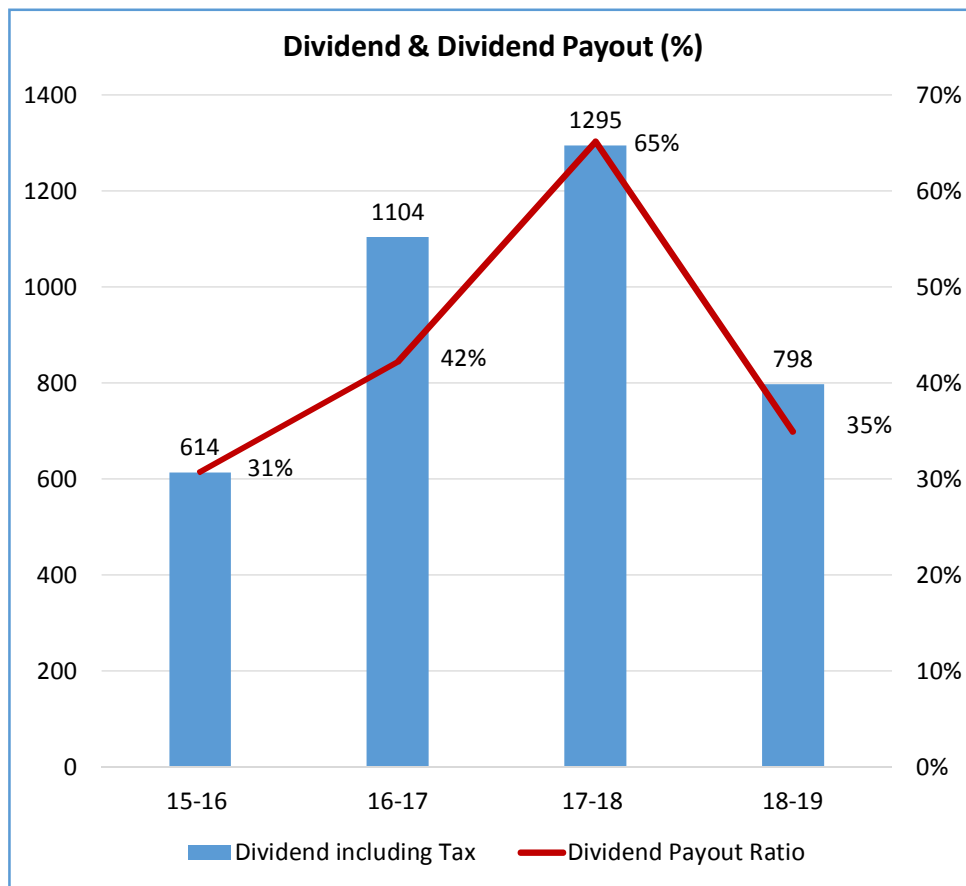


CAGR – 16.38%      YoY – 21.56%

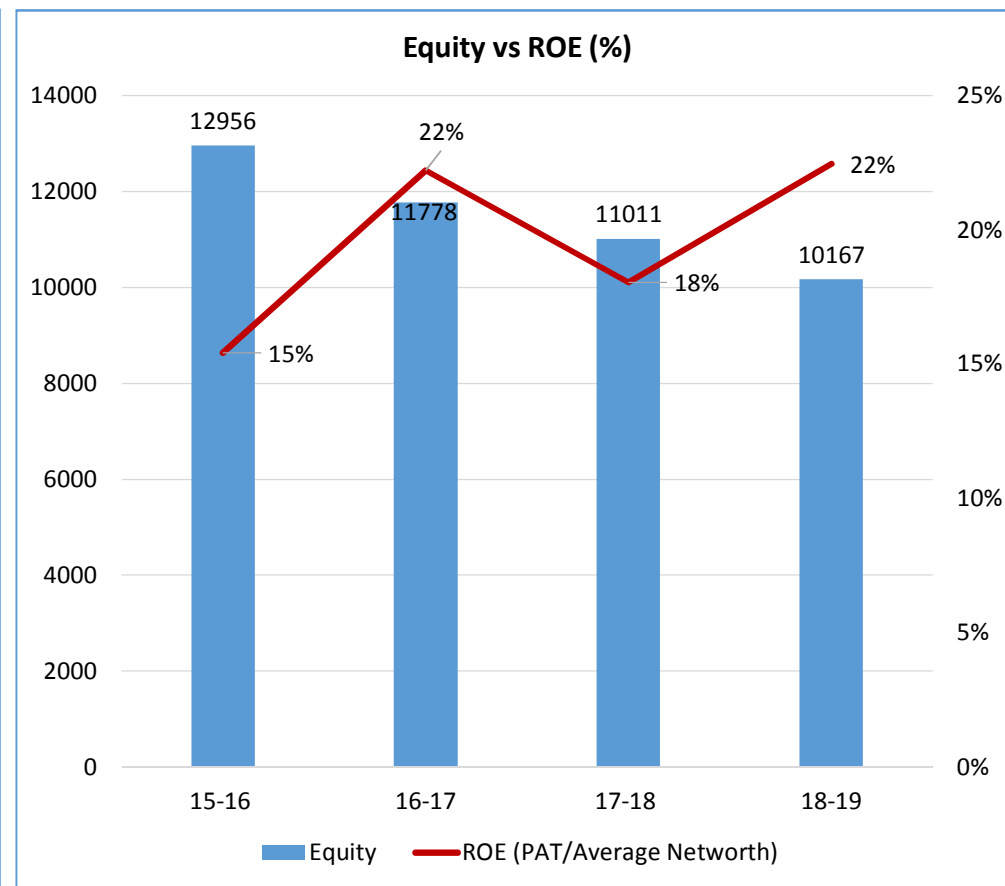
~PAT Margin = PAT/ Revenue from Operations  
 ~Q2-19-20 includes compensation from BMRCL of Rs. 119 Crores.

# FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs

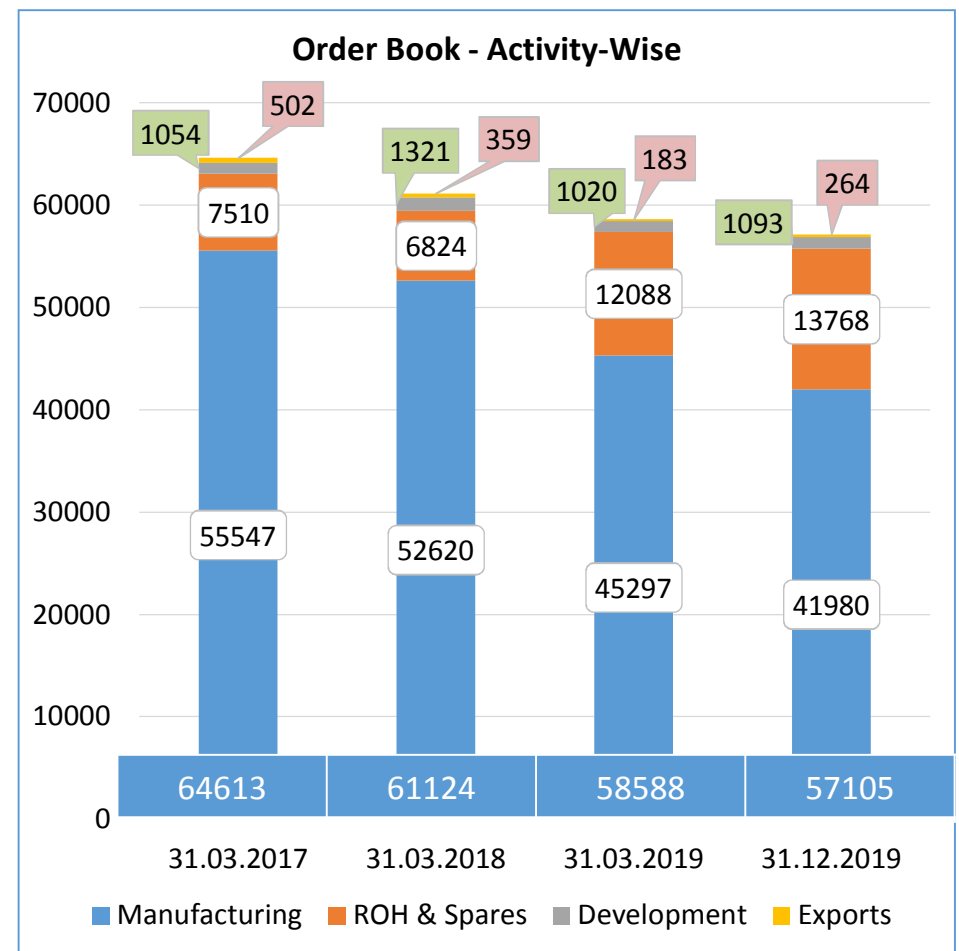
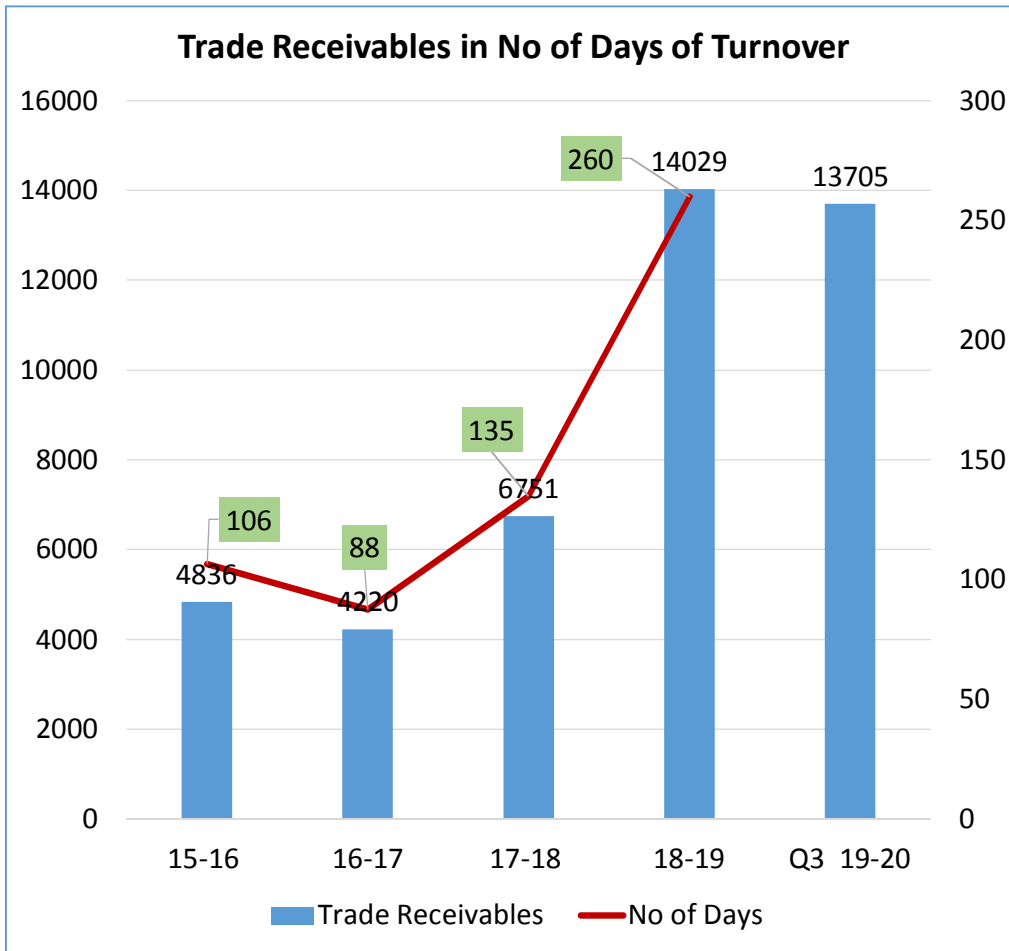


Dividend Payout Ratio = Total Dividends Paid (including taxes)/ PAT

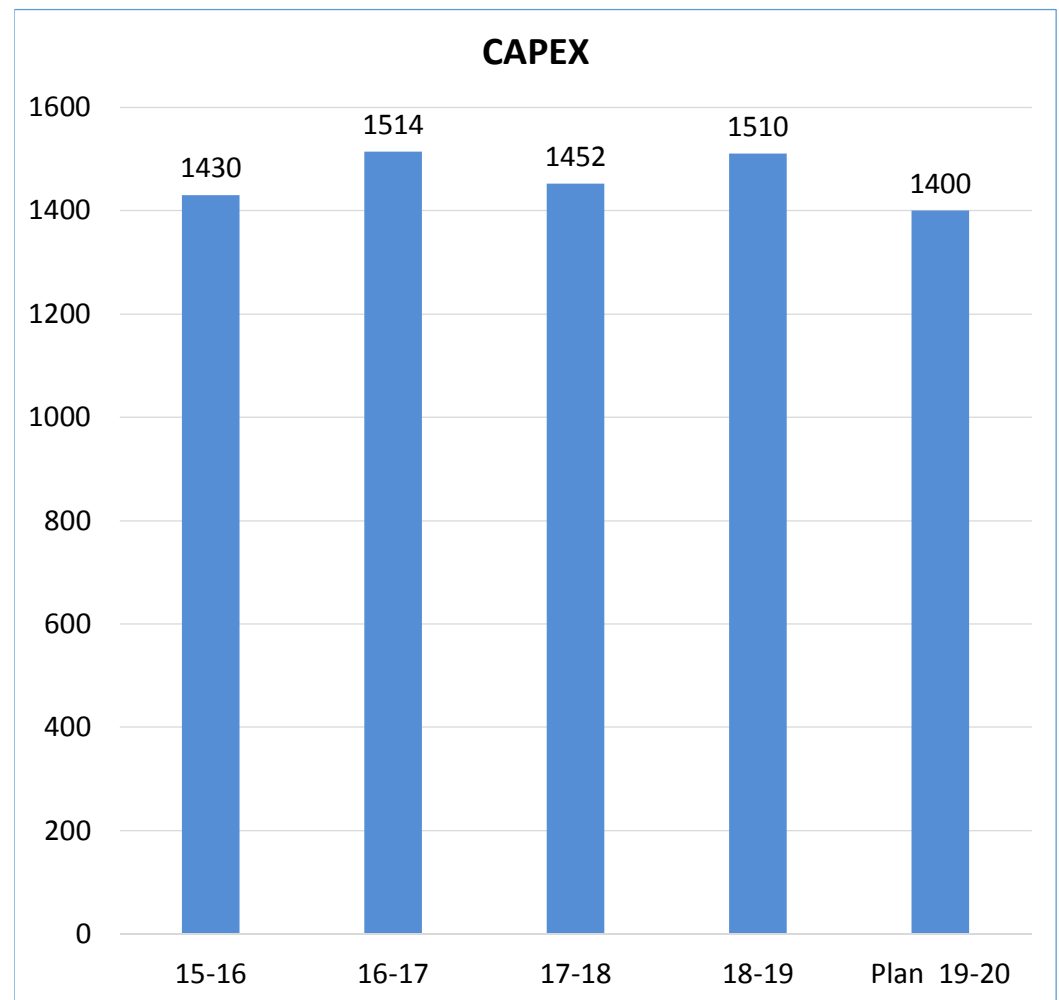
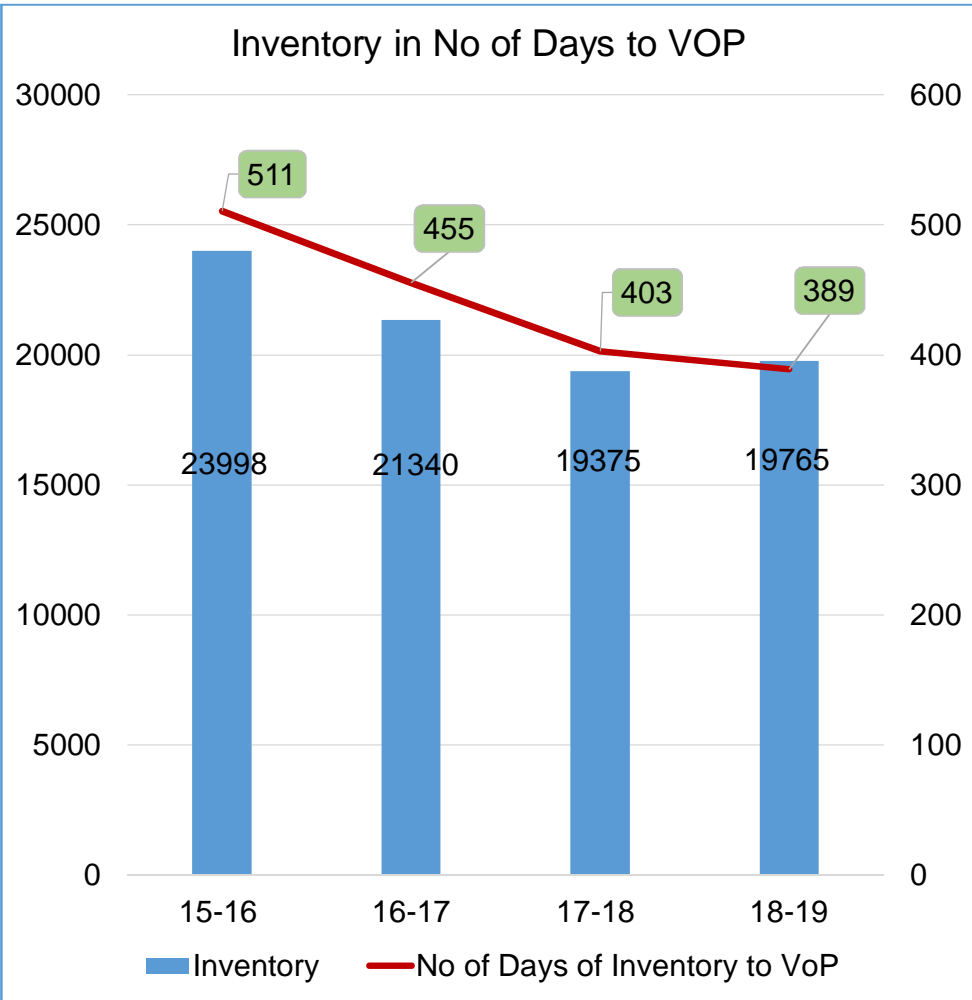


ROE = PAT/ Average Net Worth

# FINANCIAL PERFORMANCE AND SUMMARY



# FINANCIAL PERFORMANCE AND SUMMARY



## SUMMING UP

- Stable Financial Position with consistent growth year on year.
- Platforms viz. LCH, LUH, HTT-40, LCA Mk-1 have completed the Development Phase and are entering the production Phase.
- Reasonable Order Book Position with prospects for further additions.
- Share of Repair & Overhaul of Aircrafts and Rotables likely to improve.
- New Orders Anticipated for 83 LCA and 15 LCH.
- Strong Research and Development Capabilities Resulting in more Indigenously Designed and Developed Platforms to offer more products in the Domestic and Export Market.



**Thank You**