



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

CO/SEC/4(7)/2020/ BSE & NSE Filing/79

16th February, 2021

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

Dear Sir/ Madam,

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

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

In furtherance to our Letter No. CO/SEC/4(7)/2020/ BSE & NSE Filing/78 of even date 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 in Sub-section "Intimation to the Stock Exchange" under "Investors" Section.

Thanking you,

Yours Faithfully

For Hindustan Aeronautics Ltd

(G V Sessa 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

ದೂರವಾಣಿ (ಫೋನ್) Ph. : +91-80-2232 0001, 2232 0475, ಫ್ಯಾಕ್ಸ್ (ಫೇಕ್ಸ್) Fax : +91-80-2232 0758

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

CIN: L35301KA1963GOI001622



हिन्दुस्तान एरोनॉटिक्स लिमिटेड
HINDUSTAN AERONAUTICS LIMITED



INTEGRITY

MISSION

COMMITMENT

QUALITY



INVESTOR'S MEETING

16 February 2021

COMPANY OVERVIEW

HAL Today



PRODUCTION UNITS

20 production units in India

R&D CENTRES

10 Centres in India.

AIRCRAFT PRODUCTION

Types - 17 Indigenous & 14 Licensed

HAL'S CONTRIBUTION

75% footprint in Defence flying platforms

MANUFACTURED

Aircraft – 4150+

Engine – 5250+

OVERHAULED

Aircraft – 11550+

Engine – 34600+

Current Order Book Position

INR 87,500 Crs

Revenue from Operations (Upto Q3 2020-21)

INR 12016 Crs.

R&D

Around 7% of Annual Turnover

“Excellent” MoU rating from the GoI for last 18 years

Gamut Of Capabilities

- 1** Design & Development
- Aircraft
 - Helicopter
 - Aero-Engines
 - Systems

- 4** MRO
- Aircraft
 - Helicopter
 - Aero-Engines
 - Systems

- 2** MANUFACTURING
- Aircraft
 - Helicopter
 - Aero-Engines
 - Systems

- 5** Aerospace program
- Aerospace Structure
 - Boosters for Launch Vehicles
 - Cryogenic engine

- 3** MID LIFE UPGRADE
- Aircraft
 - Systems

- 6** Missile Integration
- Aircraft
 - Helicopter

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, Hawk, LCA, Kiran
– 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

Products & Services



Fixed Wings

Rotary Wings



Accessories & Avionics



Aero-Engines & Gas Turbines



Aerospace

UAV



HAL – Current Operations

Platforms



Su-30 MKI



LCA



MiG Variants



Kiran Mk I /MK II



Do-228



LCH



Avro



Hawk



ALH- Dhruv



ALH WSI -Rudra



An-32



Cheetah

ROH



Cheetal



Chetak



Jaguar



Mirage

Manufacturing & ROH

Upgrade & ROH

HAL – Current Operations Engines

Aero-engines



Shakti



TM Artouste III



Garrett TPE 331-5

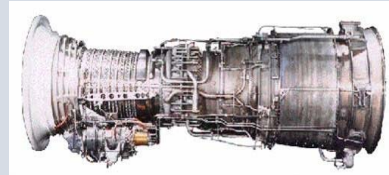


AL 31 FP



RD 33

Industrial Marine Gas Turbine



LM 2500



Adour Mk 804/811/871



Dart



R-25



PTAE-7

Manufacture
5 Aero, 1 Industrial

ROH
13 Aero, 3 Ind

ROH

AERO :

Shakti
Artouste
Garrett
AL 31 FP
RD 33
Adour Mk 804
Adour Mk 811
Adour Mk 871
Dart
R-25
Orpheus
TM 333-2B2/2M2
Gnome

INDUSTRIAL :

LM 2500
Ind 501 K
Avon

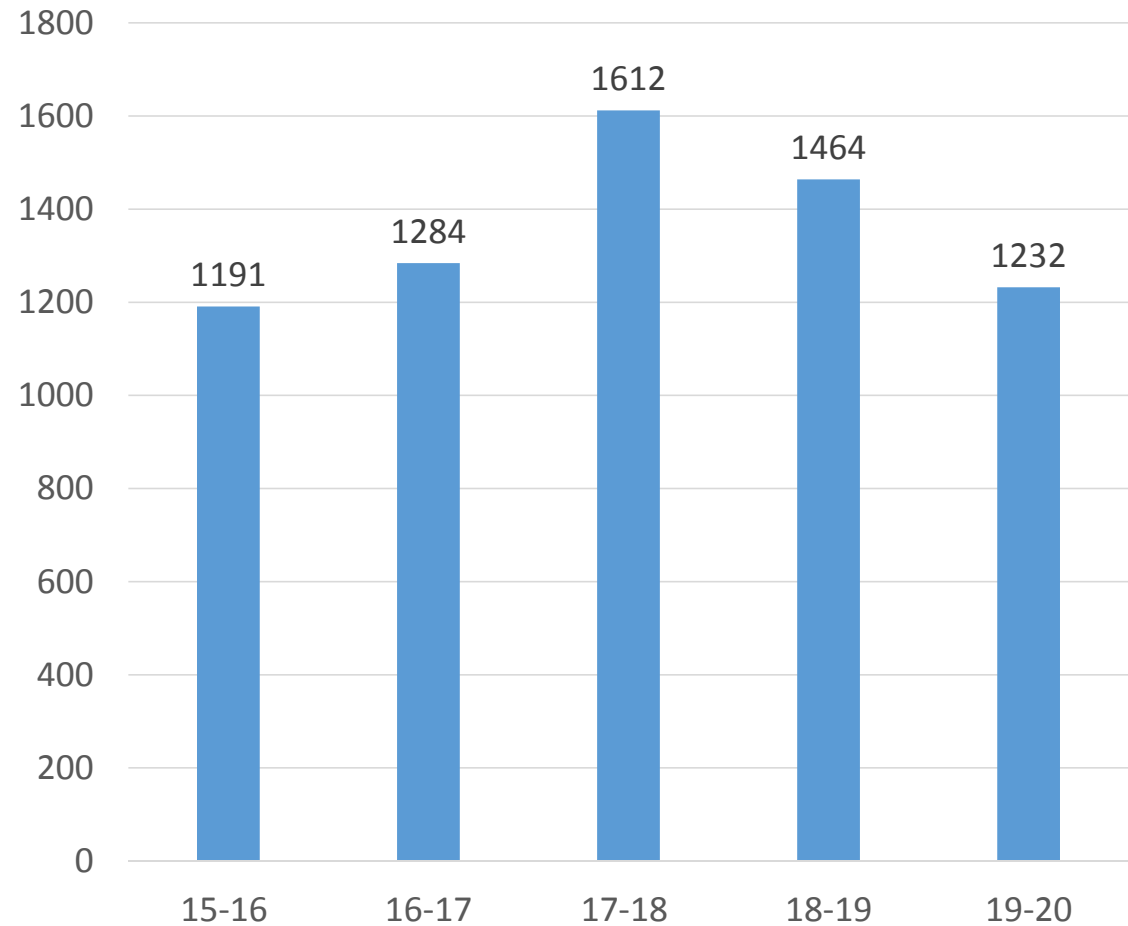
DESIGN & DEVELOPMENT CAPABILITIES

DESIGN AND DEVELOPMENT

Strong investments into R&D

- ✈ Very strong R&D division with **10 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. 6783 Crores during last 5 years

R&D expenses (Rs in Crs)



R&D Capabilities

Rotary Wing (Helicopter)

- Light Helicopters
- Combat Helicopters
- 10-12 ton Helicopters

Fixed Wing Aircraft

- Trainers / Fighters

Aero Engines

Accessories / Avionics / Systems

Aircraft & Helicopter Upgrades

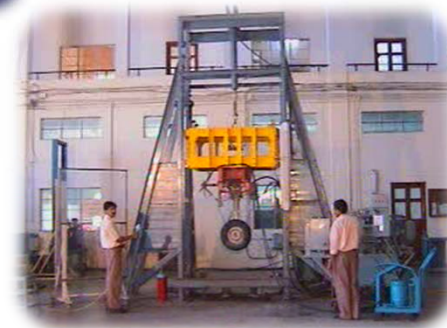
Technology/Infrastructure

- Airframe Design
- Low Speed Wind Tunnel
- Airframe Ground Test Facilities
- Environmental Test Facilities
- Flight Test facilities



Airframe Design

Airframe Ground Test



Wind tunnel



In-House Major Development Programs



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

Light Combat Helicopter (LCH)
 - 2 LCH were deployed at Leh in Aug 2020
 LoI received. Under production

Light Utility Helicopter (LUH)
 - 3 Ton Utility Helicopter
 - IOC achieved for both IAF & Army variants

Basic Trainer Aircraft (HTT-40)
 - Six-Spin Test Completed
 - RFP received

IMRH (Indian Multi Role Helicopter)
 - 12 Ton
 - Preliminary project report submitted

Advanced Medium Combat Aircraft
 - 5th Generation Stealth
 - Joint Development with ADA

LCA MK2
 - Advanced Avionics and Weapon Carrying Capabilities
 - Joint Development with ADA

Development of Engines & UAV.
 - HTFE-25
 -HTSE 1200
 - RUAV 200Kg

ROM Business Volume	83 Nos Rs. 48000 Crs	162 Nos Rs. 32000 Crs	187 Nos Rs. 16000 Crs	106 Nos Rs. 10600 Crs	-	-	-	-
---------------------	-------------------------	--------------------------	--------------------------	--------------------------	---	---	---	---

Business Volume for ROH will be extra in addition to the platform values.

Rotary Wing

CHETAK



- 3 Ton Class
- ToT Mfg.
- Multirole

ALH



- 5.5 Ton Class
- Ind. Design
- Multirole
- Prod - 250+

LCH



- 5.8 Ton Class
- Ind. Design
- Combat
- **IOC Achieved**

LUH



- 3 Ton Class
- Ind. Design
- Utility
- **IOC Achieved**

IMRH



- 12 Ton Class
- Ind. Design
- Multirole
- Under Dev.

**INDIA IS AMONG FEW COUNTRIES
HAVING CAPABILITY TO DESIGN,
DEVELOP, MANUFACTURE AND
OVERHAUL HELICOPTERS**

Aero Engines

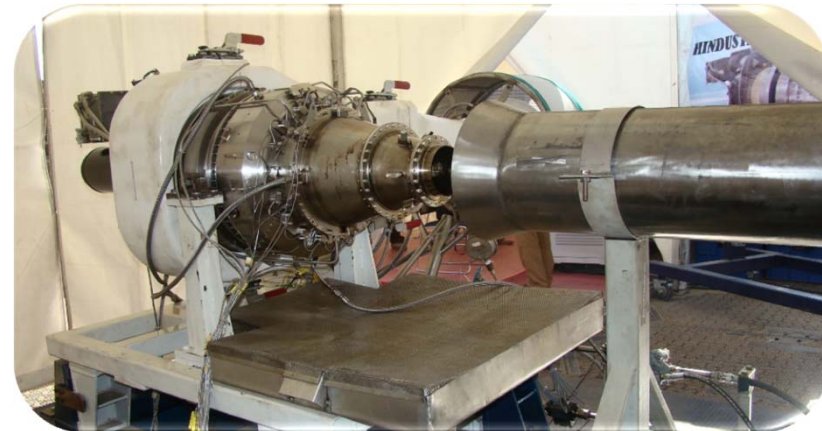


HTFE 25 KN TURBOFAN ENGINE

- Engine for Basic / Intermediate trainer aircraft

HTSE 1200 kW TURBOSHAFT ENGINE

- Engine for 3 to 6.5 ton category helicopters



Civil Aerospace



- Dhruv (ALH) Mk I civil certified by DGCA.
- ALH Mk III Civil configuration certification under progress

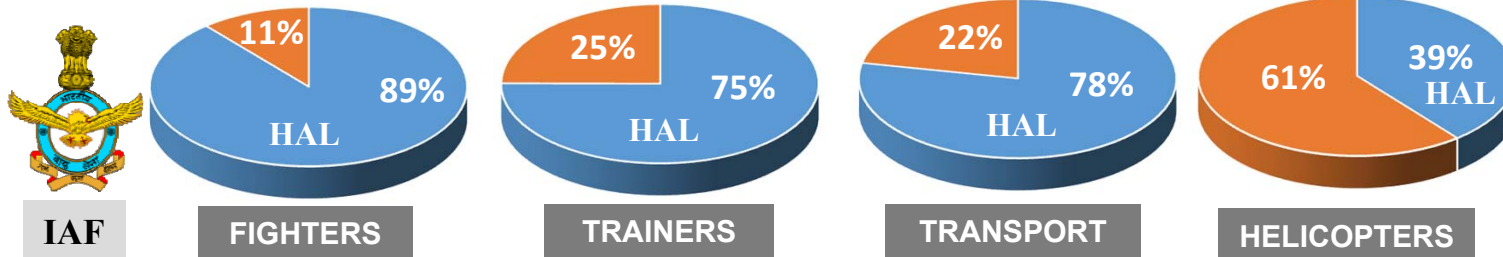


- Do-228 Civil certified. Lol obtained from M/s Turbo Jet Aviation
- Type Certification by DGCA & EASA certification is under progress.

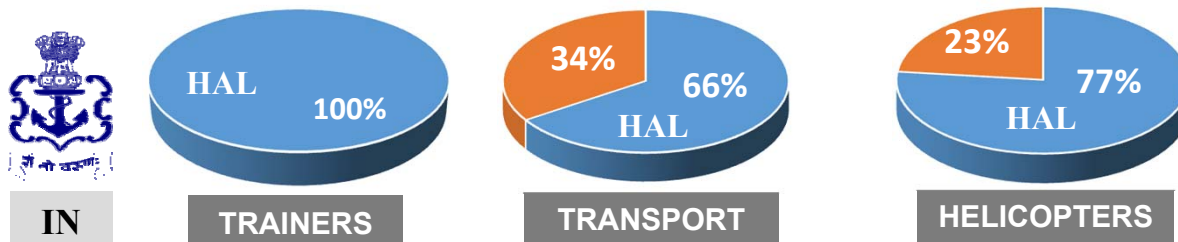


- LUH has attained IOC. Certification by DGCA & EASA initiated.
- Intended for casualty evacuation/ VIP movement in civilian role.

HAL's Support to Forces



AROUND 69% IAF FLEET IS SUPPORTED BY HAL



AROUND 62% NAVY FLEET IS SUPPORTED BY HAL



100% FLEET OF ARMY AND CG IS SUPPORTED BY HAL

AROUND 75% ALL SERVICES FLEET IS SUPPORTED BY HAL

Major Achievements 2020-21



- Maiden Ground Run of Upgraded ALH Mk III Civil Variant in Nov 2020



- Demonstrated tail boom folding on ALH Mk-III.



- LUH completed Hot & High altitude UET at Leh.



- Biggest Cryogenic propellant tank (C32 LH2) to ISRO in Nov 2020.

Major Achievements 2020-21



- IJT successfully performed two turn LH & RH spin test in Dec 2020



- HTT- 40 successfully performed six turn LH & RH spin test .



- 1st FOC LCA inducted into IAF in May 2020.

Major Achievements of HAL (Aero India 2021)

Received the biggest ever contract (Rs.48,000 Cr, inclusive of taxes and others) for 83 LCA Mk1A

Showcased the Indigenous Platforms viz. LCA, HTT-40, IJT, ALH, LCH, LUH, DO – 228 etc. towards an Atmanirbhar Bharat.

The Light Utility Helicopter (LUH) Army version received Initial Operational Clearance (IOC) paving way for induction into Services.

Received Request for Proposal from IAF for the Basic Trainer requirement – HTT-40.

Honb'le RM inaugurated the 2nd plant for LCA Tejas which will increase the production capacity of LCA.

FINANCIAL PERFORMANCE AND SUMMARY

MAJOR FINANCIAL HIGHLIGHTS FOR 9 MONTHS ENDED 31-12-2020





 **Revenue from Operations**
Rs 12016 Cr
against Q3 19-20 Rs 11194 Cr

 **Profit Before Tax**
Rs 2111 Cr
against Q3 19-20 Rs 1918 Cr

 **Profit after Tax**
Rs 1618 Cr
against Q3 19-20 Rs 1616 Cr

 **Operating Profit to Sales**
16%
against Q3 19-20 15%

 **Allocation from Defence customers**
Rs 19515 Cr
against Q3 19-20 Rs 13535 Cr

 **Interim Dividend Declared**
Rs 502 Cr
against Q3 19-20 Rs Nil Cr

 **Dues from Customers**
Rs 15651 Cr
against March 20 Rs 19076 Cr

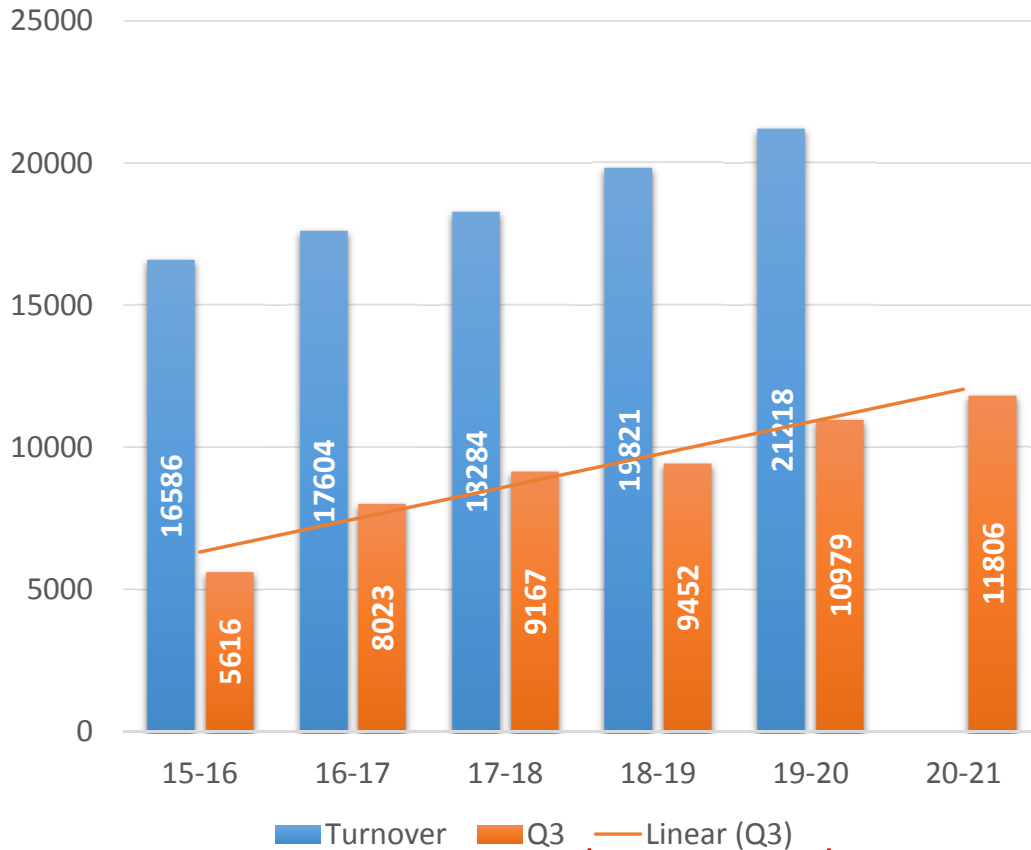
 **Borrowings**
Rs 3107 Cr
against Rs 5887 Cr as of 31-03-2020

 **Average Cost of Borrowing**
5.32 %
against Q3 2019-20 8.32 %

 **Interest on Borrowing**
Rs 229 Cr
against Q3 19-20 Rs 248 Cr

FINANCIAL PERFORMANCE AND SUMMARY

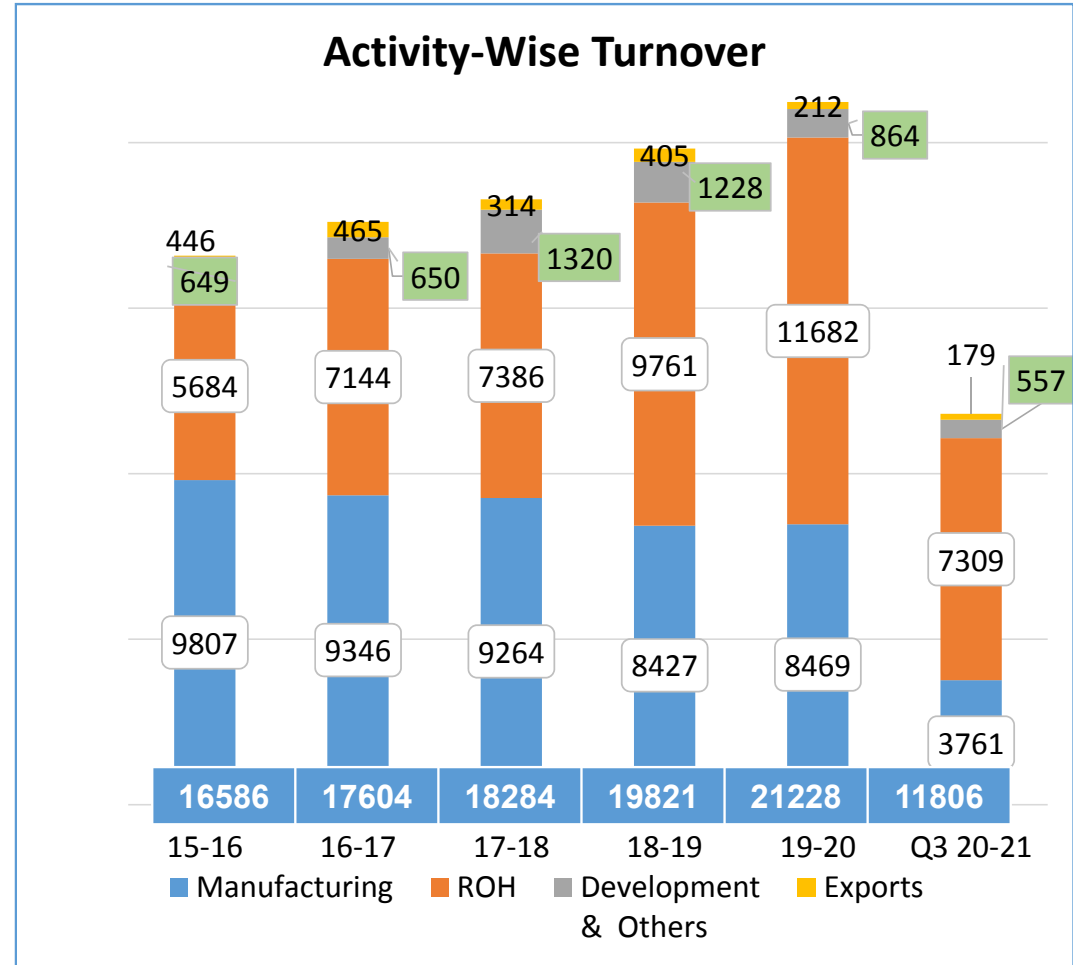
Turnover Over The Years



CAGR – 6.36%

YoY – 7.10%

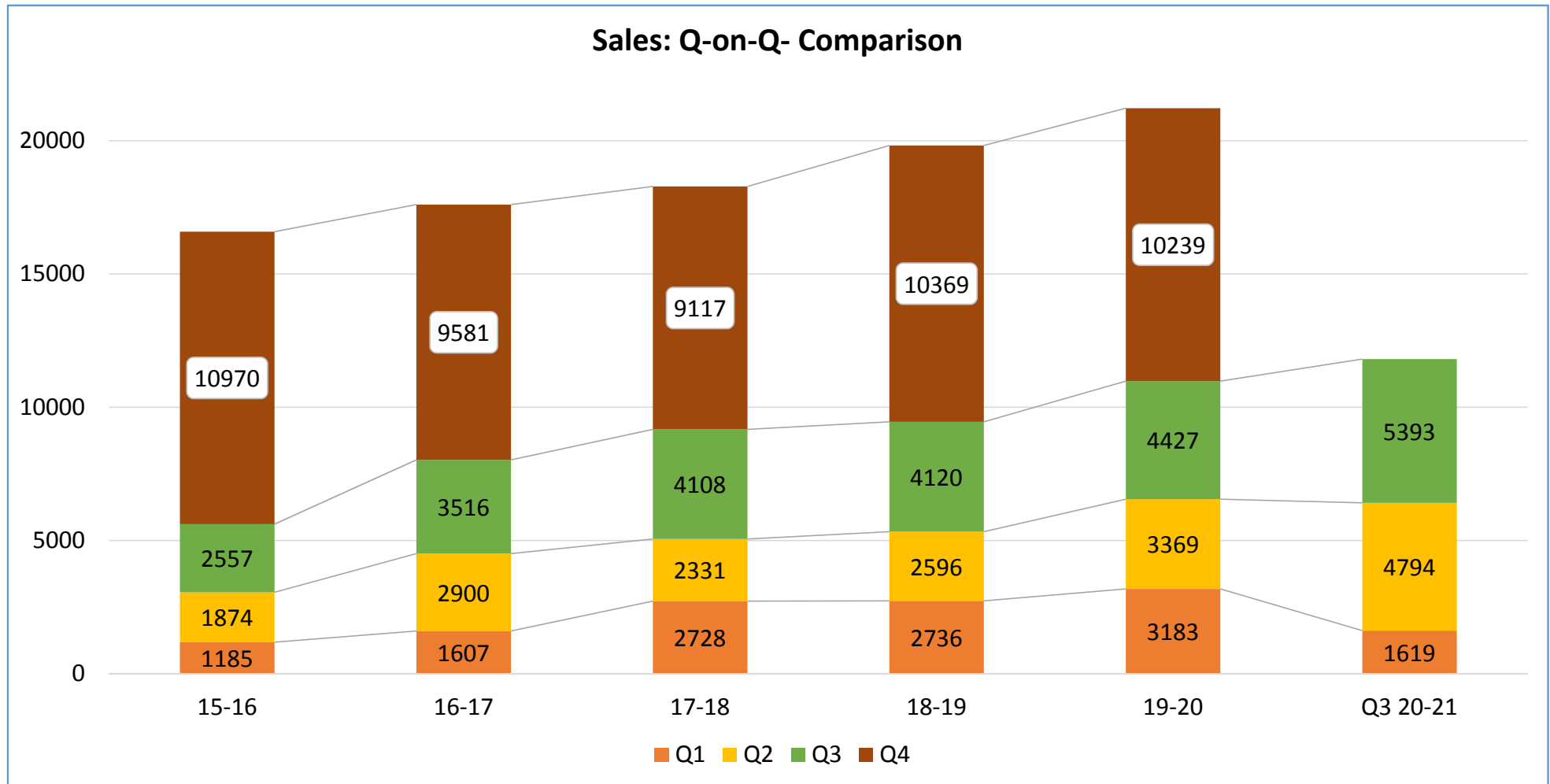
Activity-Wise Turnover



ROH has Recorded CAGR of 19.73%

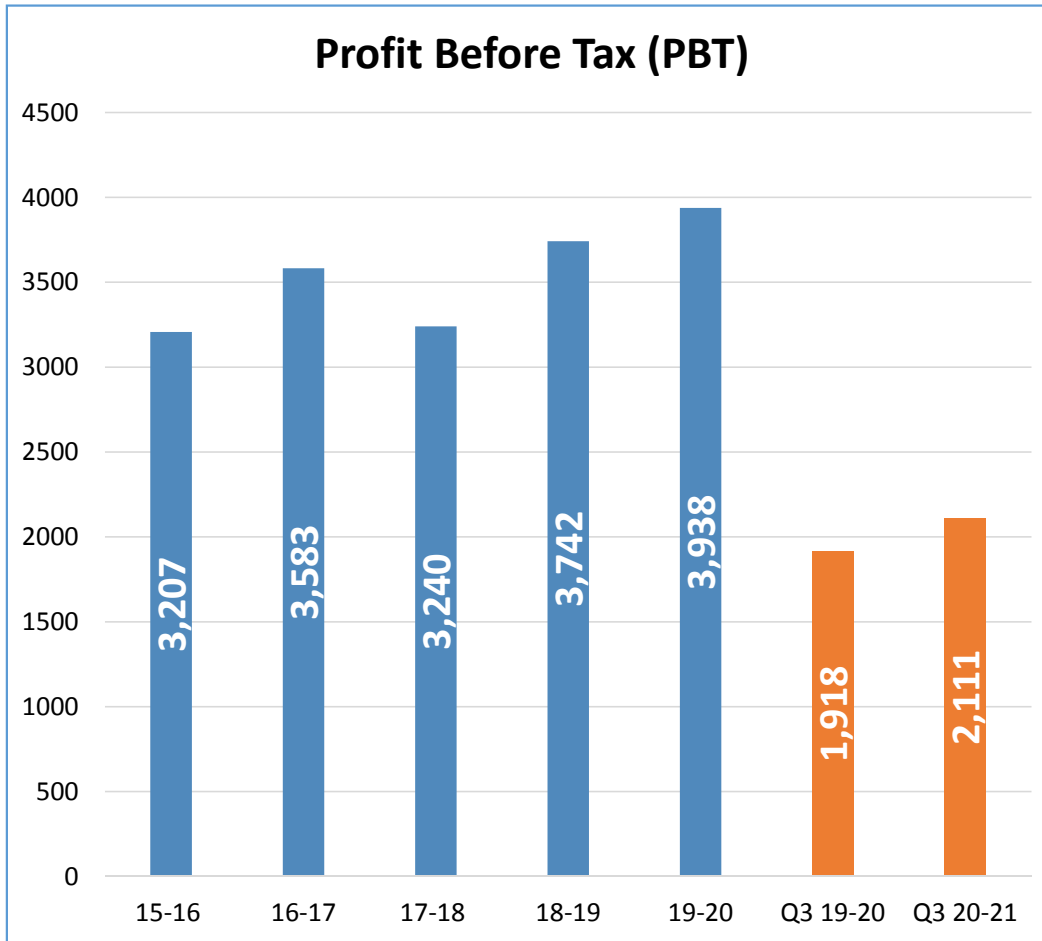
FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs

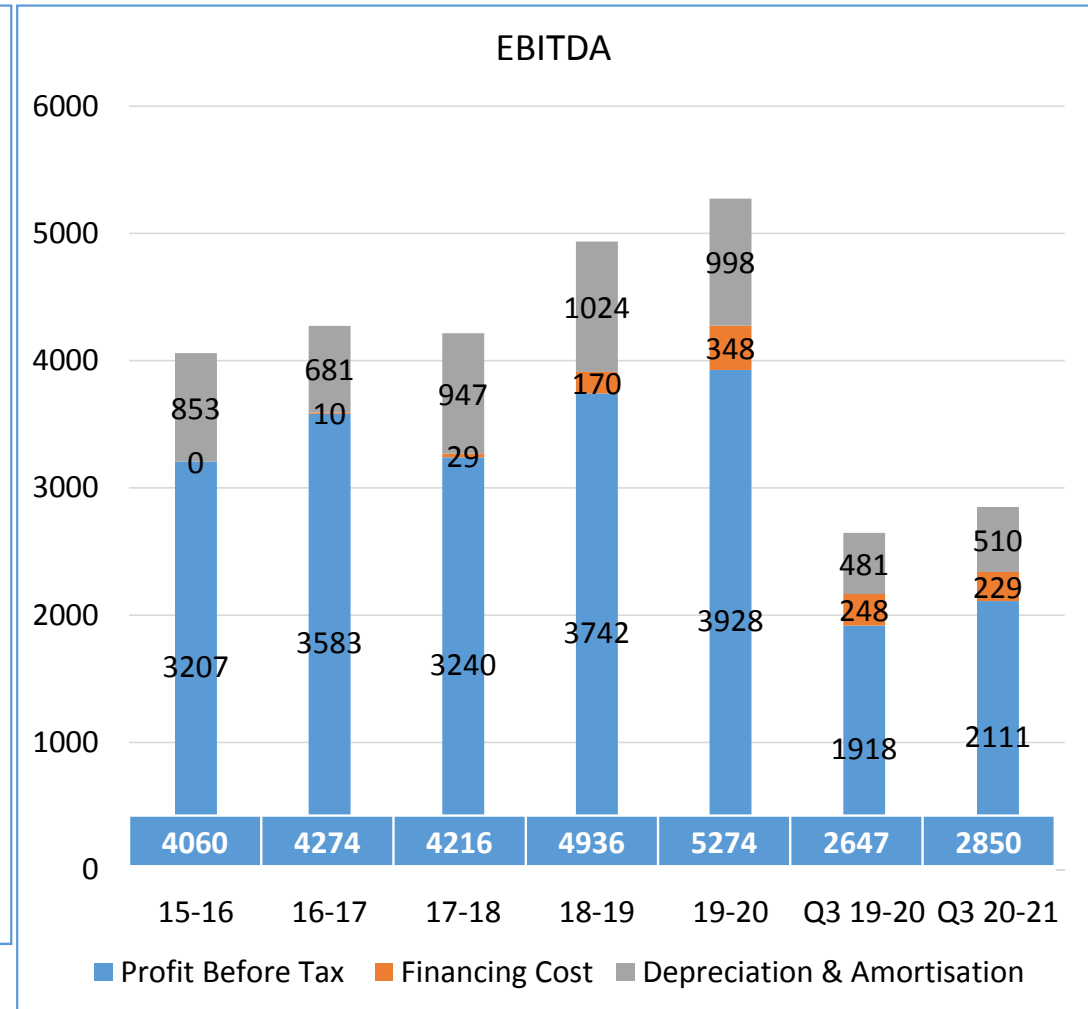


FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs



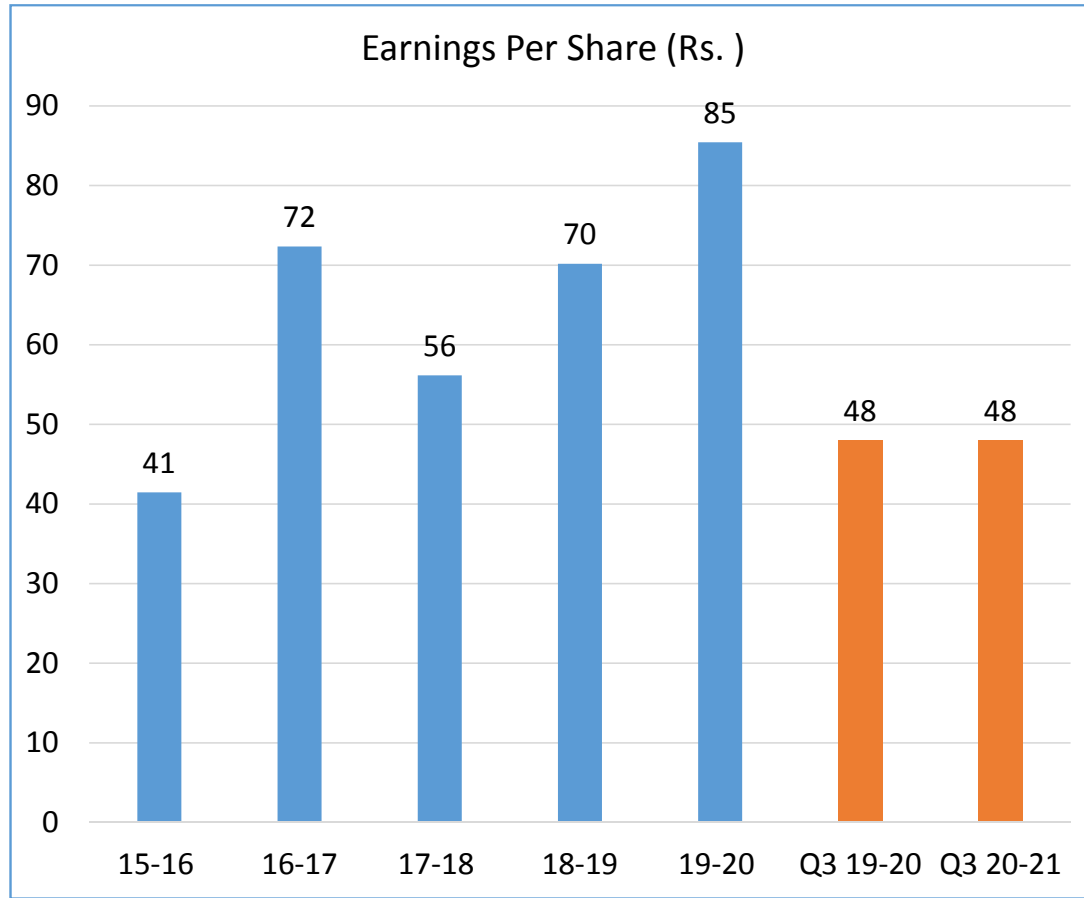
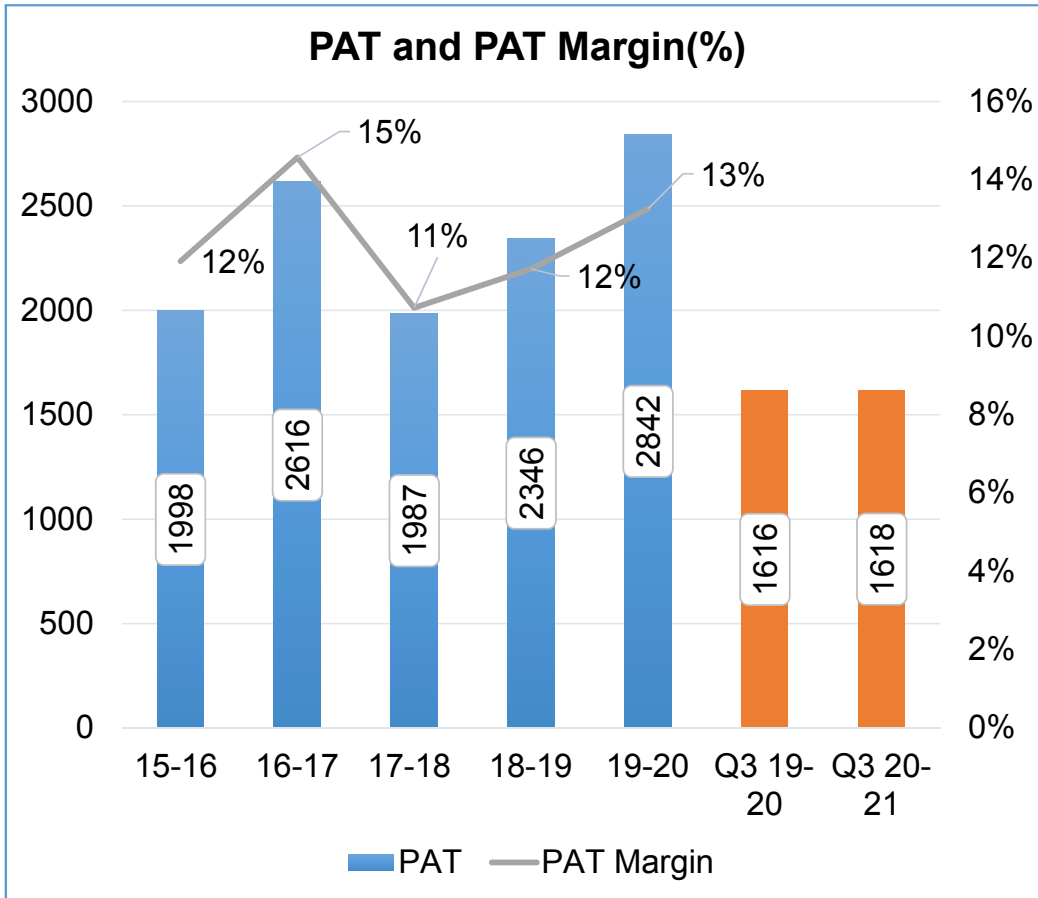
CAGR – 5.28% YoY – 6%



CAGR – 6.73% YoY – 7.4%

FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs



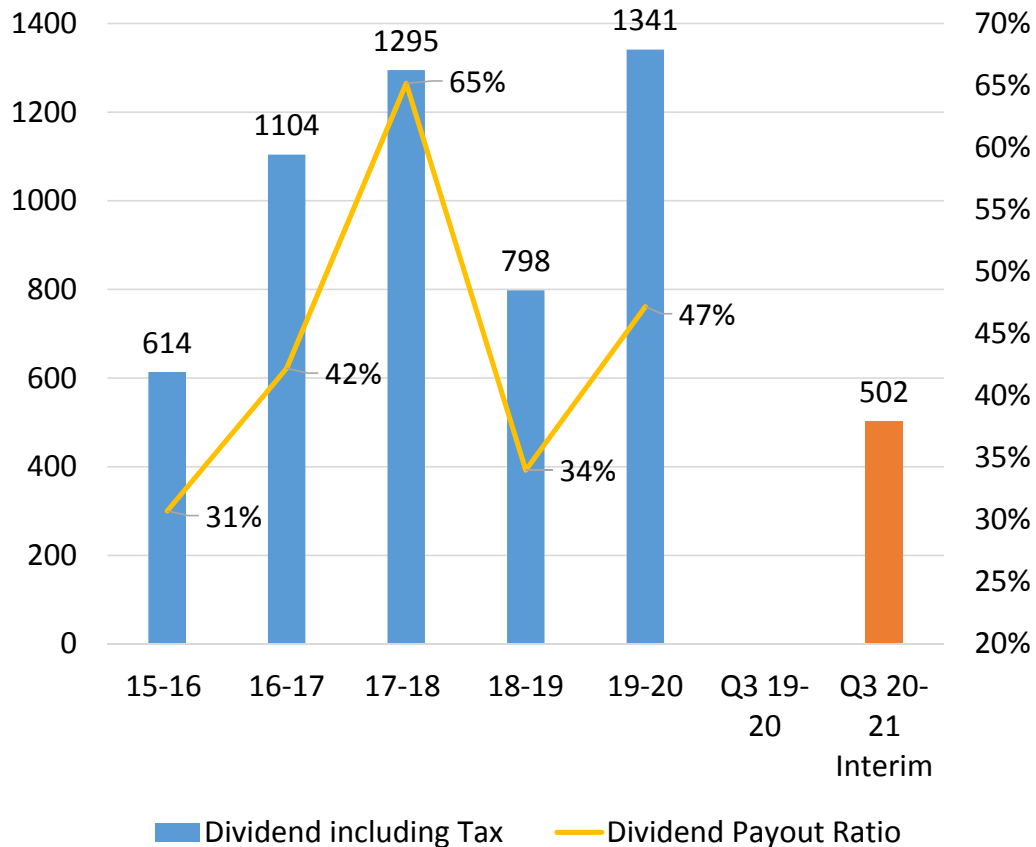
- PAT Margin = PAT/ Revenue from Operations
- 19-20 includes compensation from BMRCL of Rs. 119 Crores.

FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs

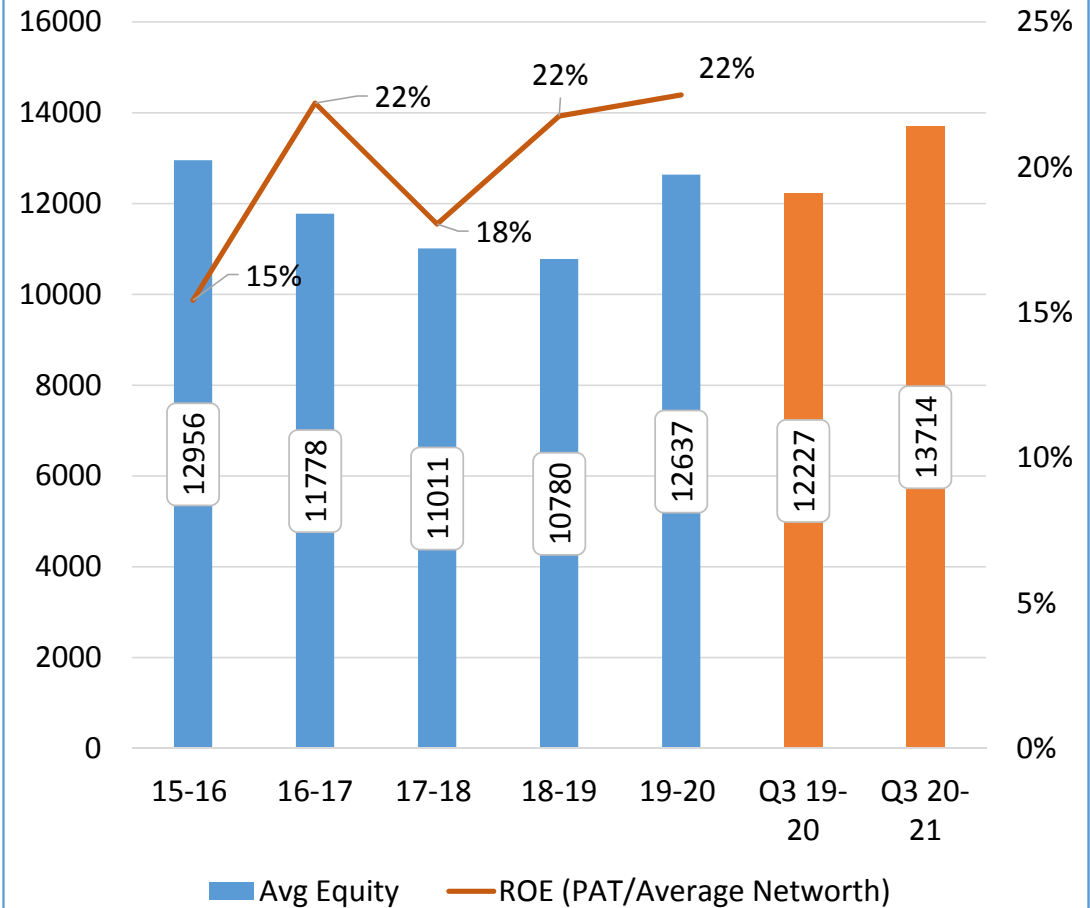


Dividend & Dividend Pay Out Ratio (%)



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

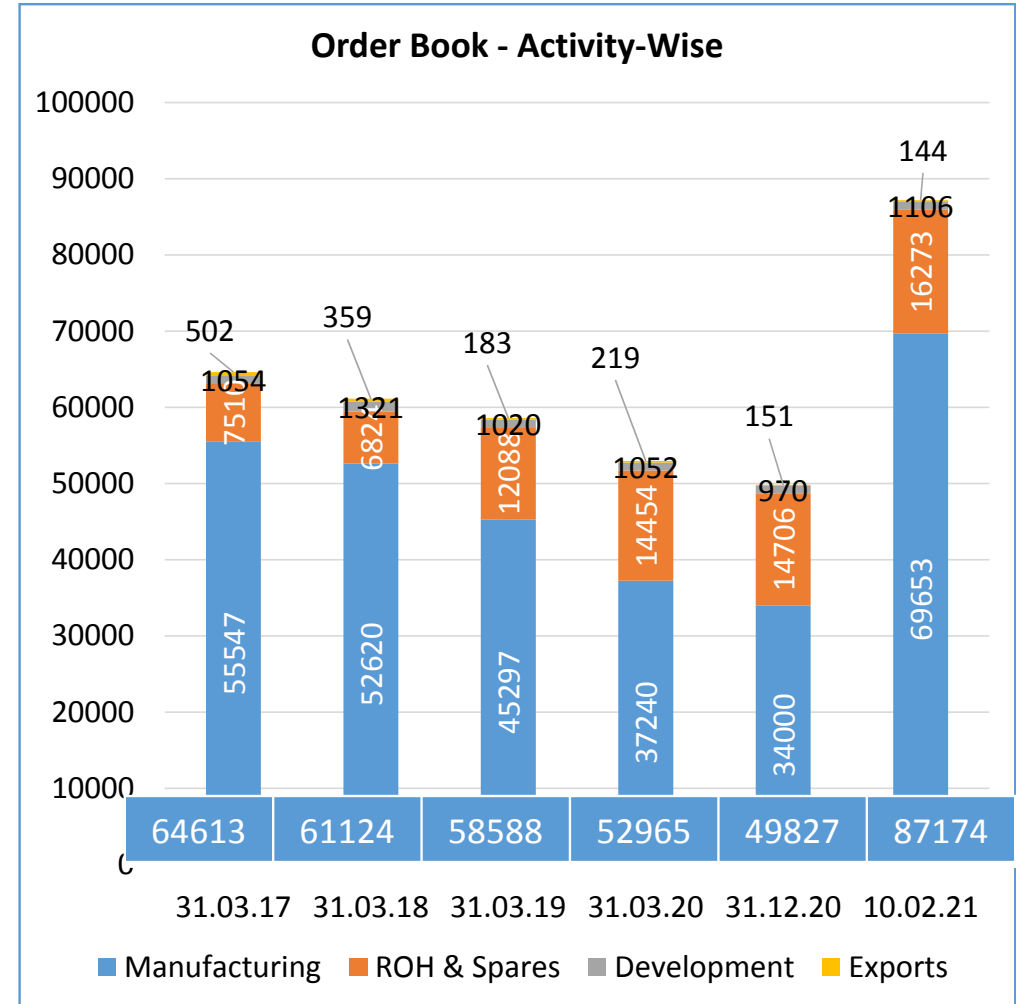
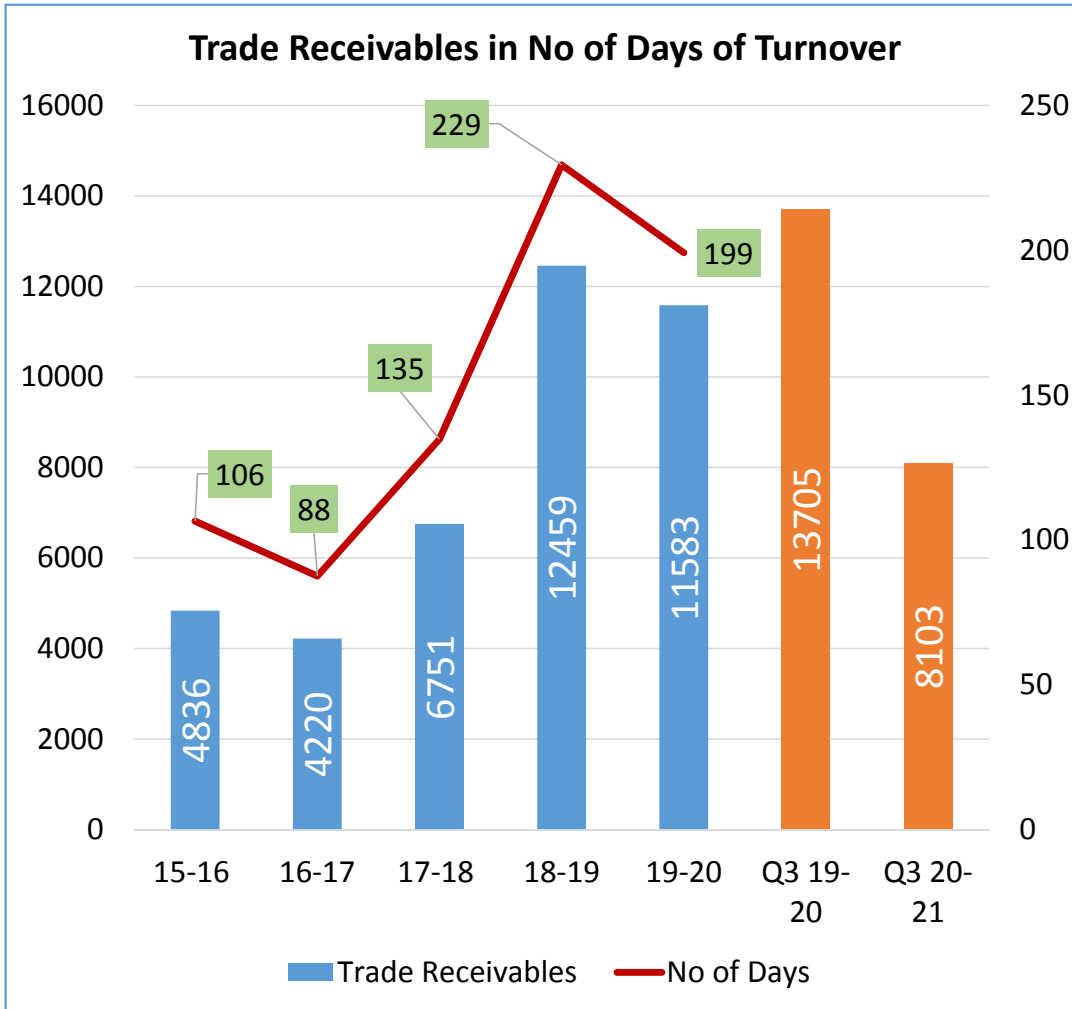
Equity vs Return on Equity (ROE) - (%)



ROE = PAT/ Average Net Worth

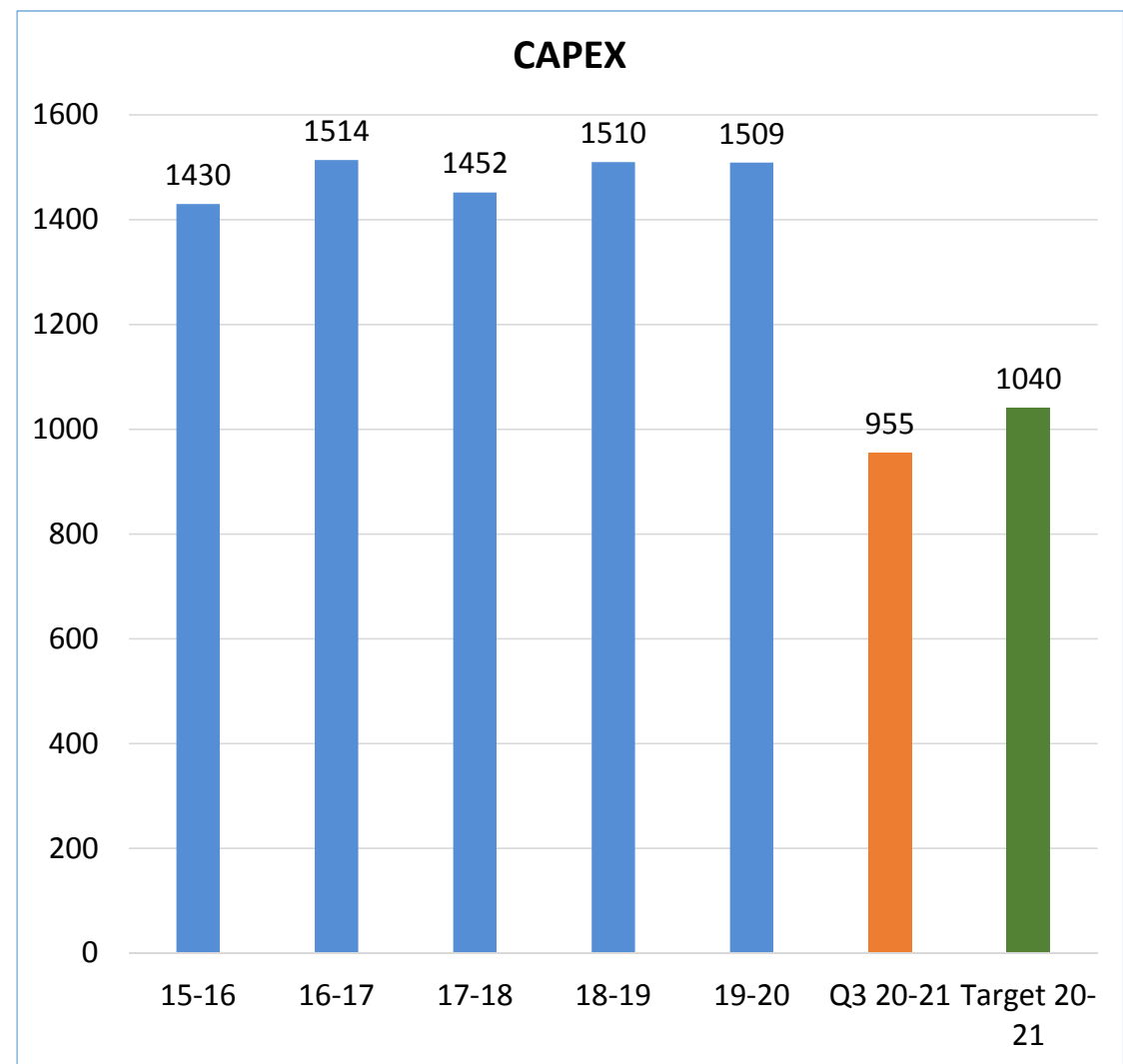
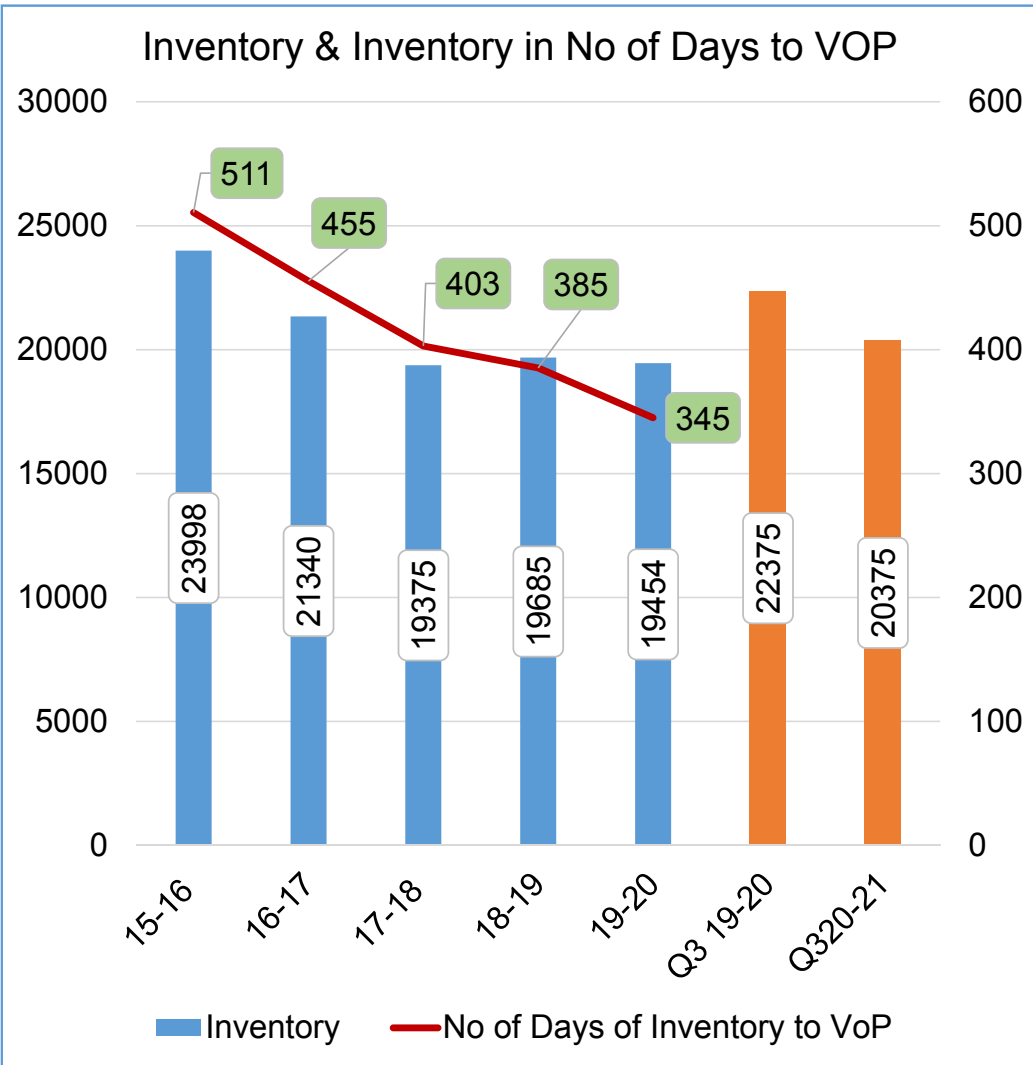
FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs



* Based on 2019-20 Turnover

FINANCIAL PERFORMANCE AND SUMMARY



SUMMING UP

- The Covid-19 impact has been largely compensated during the Current quarter.
- Government's push for Atmanirbhar Bharat opens up new Business avenues for HAL.
- 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.
- Strong Order Book Position with prospects for further additions.
- Share of Repair & Overhaul of Aircrafts and Rotables likely to improve.
- New Orders Anticipated for 15 LCH, 12 SU-30, HTT-40, LUH etc.
- 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