



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

CO/SEC/4(7)/2021/ BSE & NSE Filing/21

12th July, 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 Schedule of 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)/2021-22/ BSE & NSE Filing/20 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 Seshā Reddy)
Company Secretary & Compliance Officer

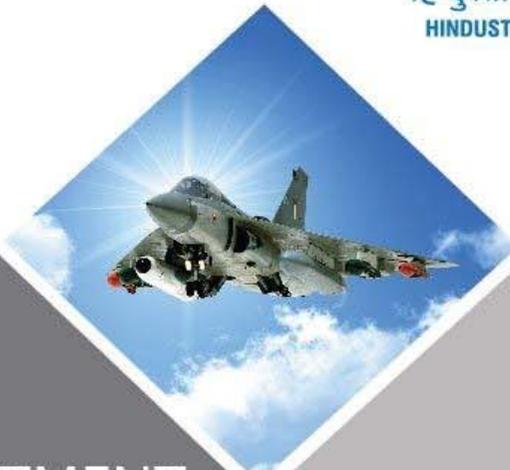
15/1, ಕಬ್ಬನ್ ರೋಡ್, ಬೆಂಗಳೂರು - 560 001, ಕರ್ನಾಟಕ, ಭಾರತ, 15/1, ಕಬ್ಬನ್ ರೋಡ್, ಬೆಂಗಳೂರು - 560 001, ಕರ್ನಾಟಕ, ಭಾರತ

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

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

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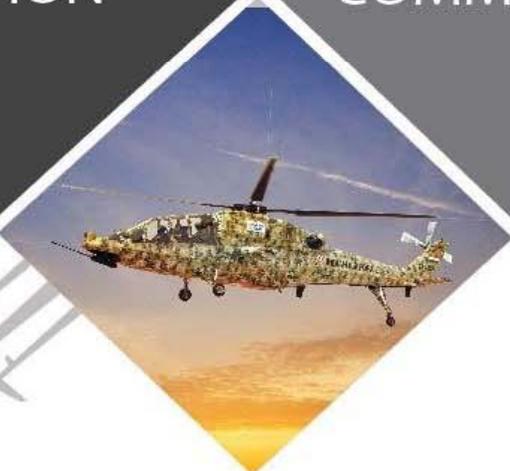
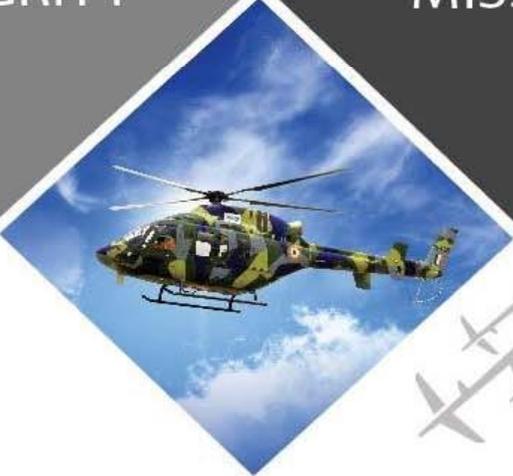


INTEGRITY

MISSION

COMMITMENT

QUALITY



Hindustan Aeronautics Limited – Corporate Presentation

July 2021

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1

Company Overview

2

Key Strengths

3

Key Business Strategies

1

Company Overview

HAL | Introduction

Largest Defence Public Sector Undertaking
A Navratna Central Public Sector Enterprise
34th largest aerospace company in the world

Presence in 7 states, 9 geographical locations

20 Production Divisions

10 R&D Centres

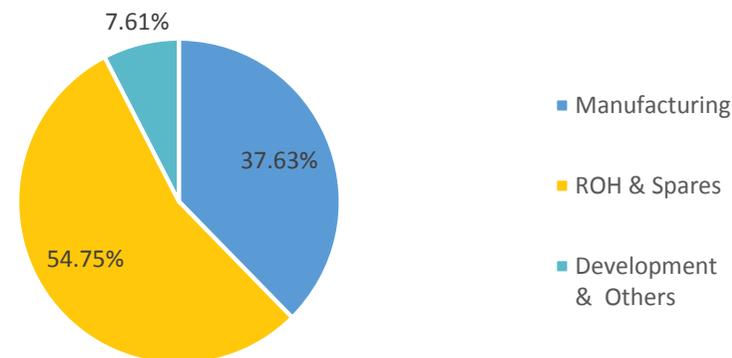
Order of 83 LCA Mk1A boosted the Order book position to INR 80,639 Cr (31st Mar'21)

Offers a wide range of products and Services

Primary customers : Indian Defence Forces

17 types of Indigenous and 14 types of licensed aircraft produced.

Diversified Revenue Stream – FY21



Source: Investor's Presentation

Total INR 22,755 Cr

MANUFACTURED

Aircraft **4230+**

Engine **5320+**

OVERHAULED

Aircraft **11730+**

Engine **35000+**

"Excellent " rating from the GoI for last 20 years (Excellent rating for 2020-21 is expected)

Mid Life Upgrade

Aircraft Mid life
Upgradation



MRO

Maintenance, Repair &
Overhaul of Aircraft &
Engines.



Manufacturing

Manufacture of Aircraft,
Helicopter, Engines &
Systems

Aerospace Program

Manufacturing of Structure,
Boosters for launch vehicles
and Cryogenic engine

Design & Development

Design & Development of
Platforms, Aero-Engines & Systems

Missile Integration

Missile integration of
existing platforms



HAL | Key Events

2020

- 80 years of services to the nation

2018

- HAL listed on NSE & BSE

2007

- Conferred with “NAVRATNA” Status

1964

- HAL incorporated by amalgamation of Aeronautics India Limited and Hindustan Aircraft Limited

1963

- Aeronautics India Limited was incorporated

1940

- Hindustan Aircraft Limited was founded in Dec' 1940

HAL Presence Across the Nation

Design and development and Production facilities

MiG Complex
Nasik & Koraput



Accessories Complex
Lucknow, Kanpur, Hyderabad & Korwa



Design Complex
Bengaluru, Nasik, Kanpur, Korwa, Lucknow, Hyderabad



Helicopter Complex
Bengaluru & Barrackpore



Bangalore Complex
Bengaluru



Extensive manufacturing base comprising 20 production divisions and 10 R&D Centres located across India, equipped with state of the art facilities

2

Key Strengths

HAL | Key Strengths

1

Leadership position in the Indian aerospace industry & strong GoI support

2

Strong design and development and mid-life upgradation capabilities

3

Diversified product portfolio

4

Life long support with experienced operations team

5

Consistent Financial Growth



1 Diversified Product Portfolio

Current Manufacturing

Production Over the
years :

14 Types
UNDER ToT

17 Types
INDIGENOUS

Fighter
Aircraft



LCA

Military
Transport
Aircraft



Do - 228

Helicopters



ALH



LCH

1 Diversified Product Portfolio

Civil Aerospace

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



- Do-228 Civil certified.
- EASA certification is taken up.

- Civil certification being taken up for LUH.
- Intended for casualty evacuation/ VIP movement in civilian role.



Fighters
(3 Types)



Su-30 MKI



Jaguar



Mirage 2000

Trainers
(2 Types)



Kiran Mk I /MK II



Hawk

Aircraft ROH Over the years :

33 Types

Transport
(3 Types)



AVRO

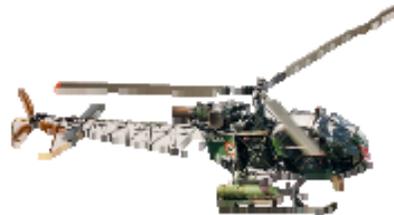


Do-228



AN-32

Helicopters
(3 Types)



Cheetah



Chetak



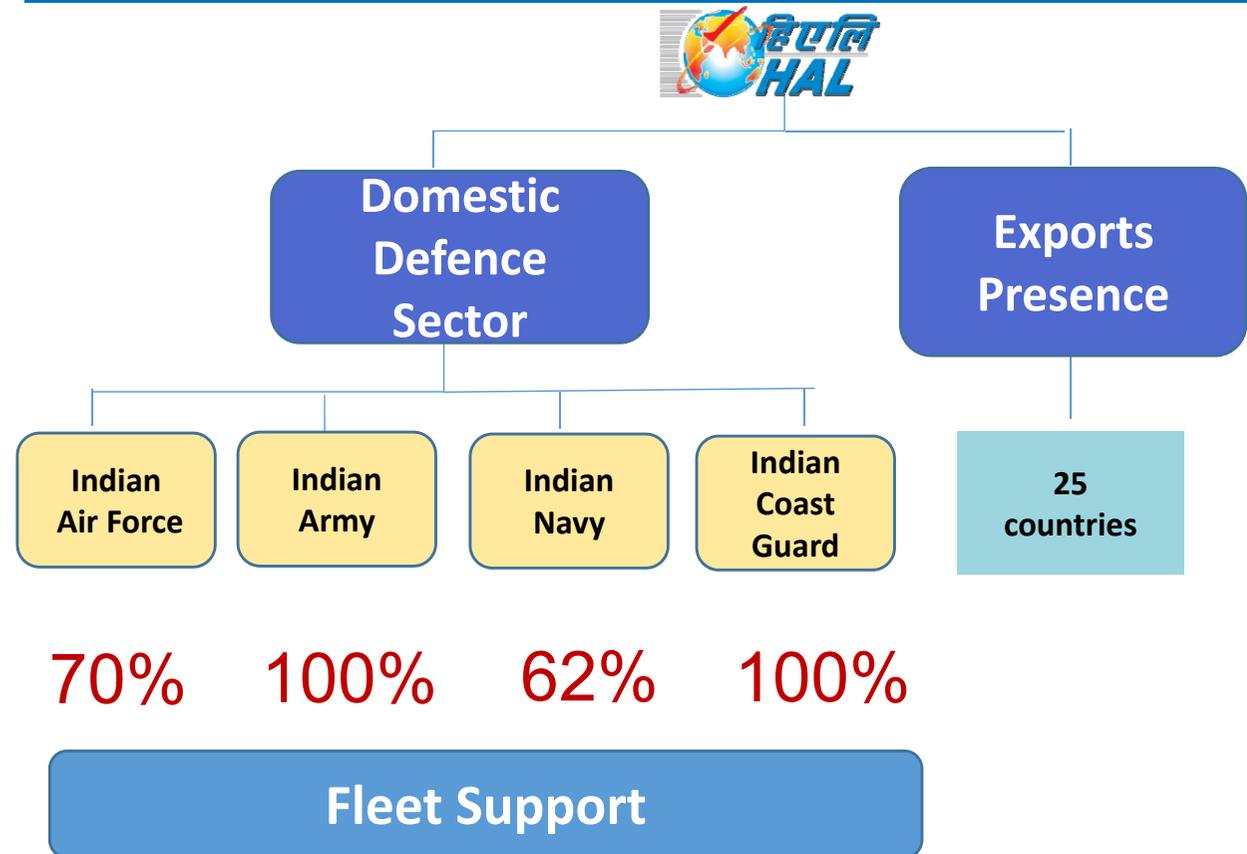
ALH

Capability to repair, overhaul and maintain vast portfolio of products

Indian Defence Services as Main Customer

- ✈ India – **2nd largest military** in the world
3rd largest spender in Defence
- ✈ Project under acquisition by customers:
 - ❖ **15 Light Combat Helicopters**
 - ❖ **70 HTT-40 Basic Trainer Aircraft**
 - ❖ **12 Su-30 MKI**
 - ❖ **12 Light Utility Helicopter (LUH)**
- ✈ **75% of the Defence fleets are supported by HAL**
- ✈ **'Atmanirbhar Bharat Abhiyan'**-
 - Significant impetus to self-reliance and local production
 - Positive Indigenisation list

Sector wise operations



HAL is poised to gain under the 'Atmanirbhar Bharat Abhiyan'

Defence Sector to boost operations



4 Strong Design and Development capabilities

R&D Capabilities

Rotary Wing (Helicopter)

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

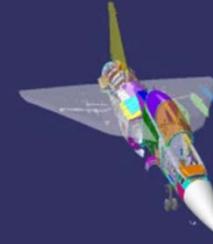
Fixed Wing Aircraft

- Fighters
- Trainers

- Aircraft Upgrades
- Helicopter Upgrades
- Engines
- Accessories /Avionics / Systems /

Technology/ Infrastructure

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



3-D Modeling



Wind tunnel (Low speed)



Major Airframe stress Test

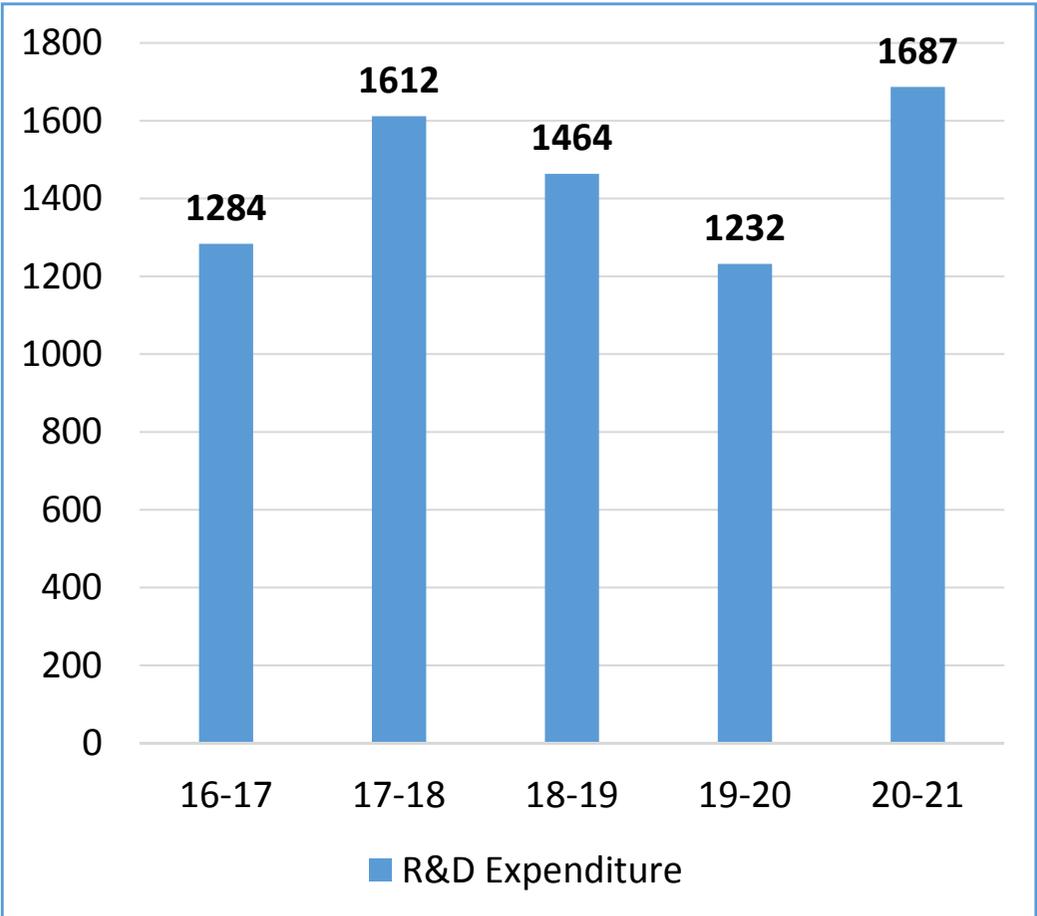
4 Strong Design and Development capabilities

Design and Development

Strong investments into R&D

- ✈️ CSIR approved R & D centers
- ✈️ 10% of previous year's operating profit after tax is earmarked for R&D efforts.
- ✈️ Collaborations with IITs and IISc for talent acquisition and aerospace research
- ✈️ Cumulative R&D Expenses of Rs. 7279 Crores during last 5 years
- ✈️ Collaboration with ADA for AMCA and TEDBF
- ✈️ Focus on AI enabled products

R&D expenses (Rs in Crs)



Strong R&D in support of 'Make In India'

2 Strong Design and Development capabilities

Major Development Programs



Light Combat Aircraft (LCA)

- IAF Version: LCA-MK 1A Under development
- Navy Version: Ship Landing and Take-off Capability Proved



Basic Trainer Aircraft (HTT-40)

- Advanced stages of certification



Light Combat Helicopter (LCH)

- 5.5 Ton Attack Helicopter
- IOC received in Aug 2017
- Limited series production launched & 3 Produced



Light Utility Helicopter (LUH)

- 3 Ton Utility Helicopter
- IOC received 2020 (IAF) and 2021 (Army)



IMRH (Indian - Multi Role Helicopter)

- 10-12 Ton class helicopter
- Preliminary Project Report completed.



Development of Engines
HTFE-25kN / HTSE -1200 Kw



Jaguar Darin III Upgrade

- Operational Clearance obtained
- Series upgrade Progressing



Mirage 2000 Upgrade

- Operational Clearance obtained
- Series upgrade Progressing

Mid-Life Upgrade



JAGUAR DARIN III



Su-30 MKI



Mirage

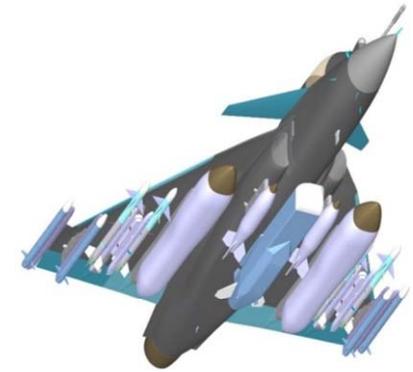


Hawk i

- Upgrades taken to:
 - Enhance operational capabilities
 - Address the obsolescence issues
 - To reduce the pilot load



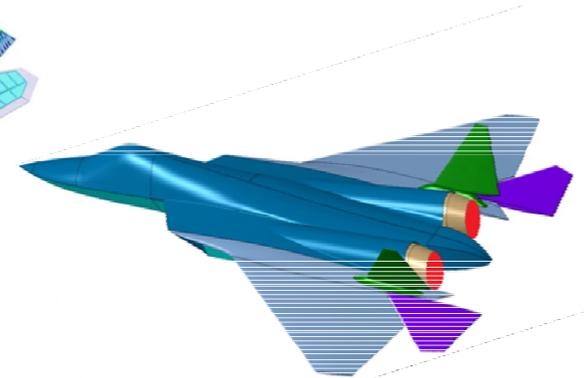
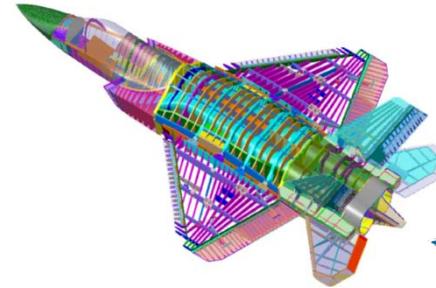
- Light Combat Aircraft Mk 1A



- Light Combat Aircraft MkII



- AMCA-Advance Multirole Combat Aircraft



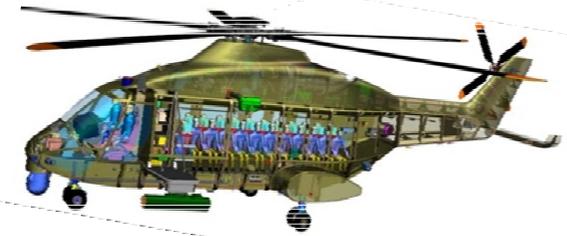
- TEDBF – Twin Engine Deck Based Fighter



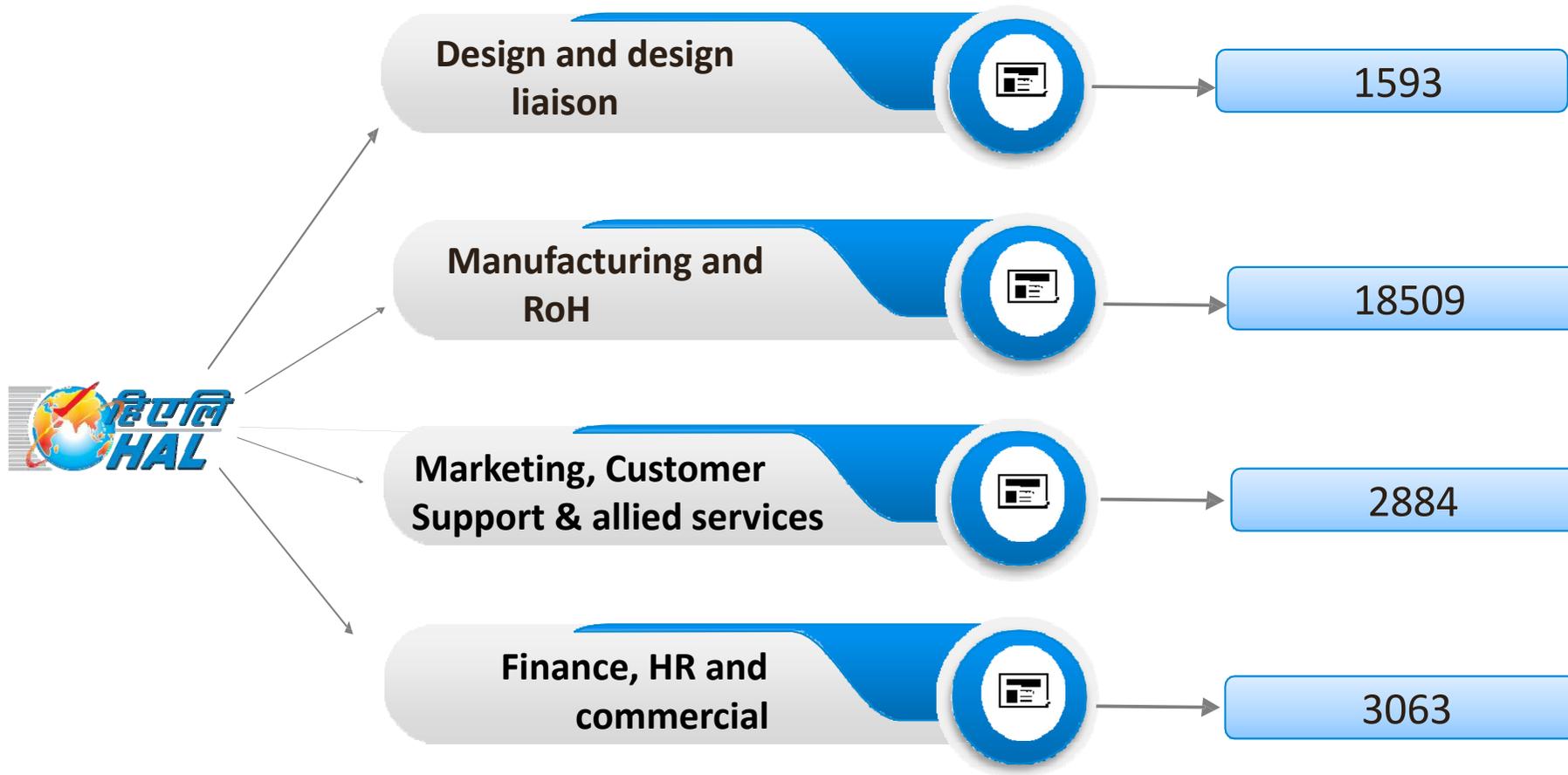
- IMRH – Indian Multi Role Helicopter



- CATS – Combat Air Teaming System



4 Company Experienced Workforce Structure



HAL Has a strong and dedicated workforce of 26,049 employees as on June 30, 2021

Key Business Strategies

1

- Expansion of operations through partnerships or collaborations

2

- Diversification through expansion into new growth areas including Export

3

- Civil aircraft segment penetration for both manufacturing and servicing opportunities

4

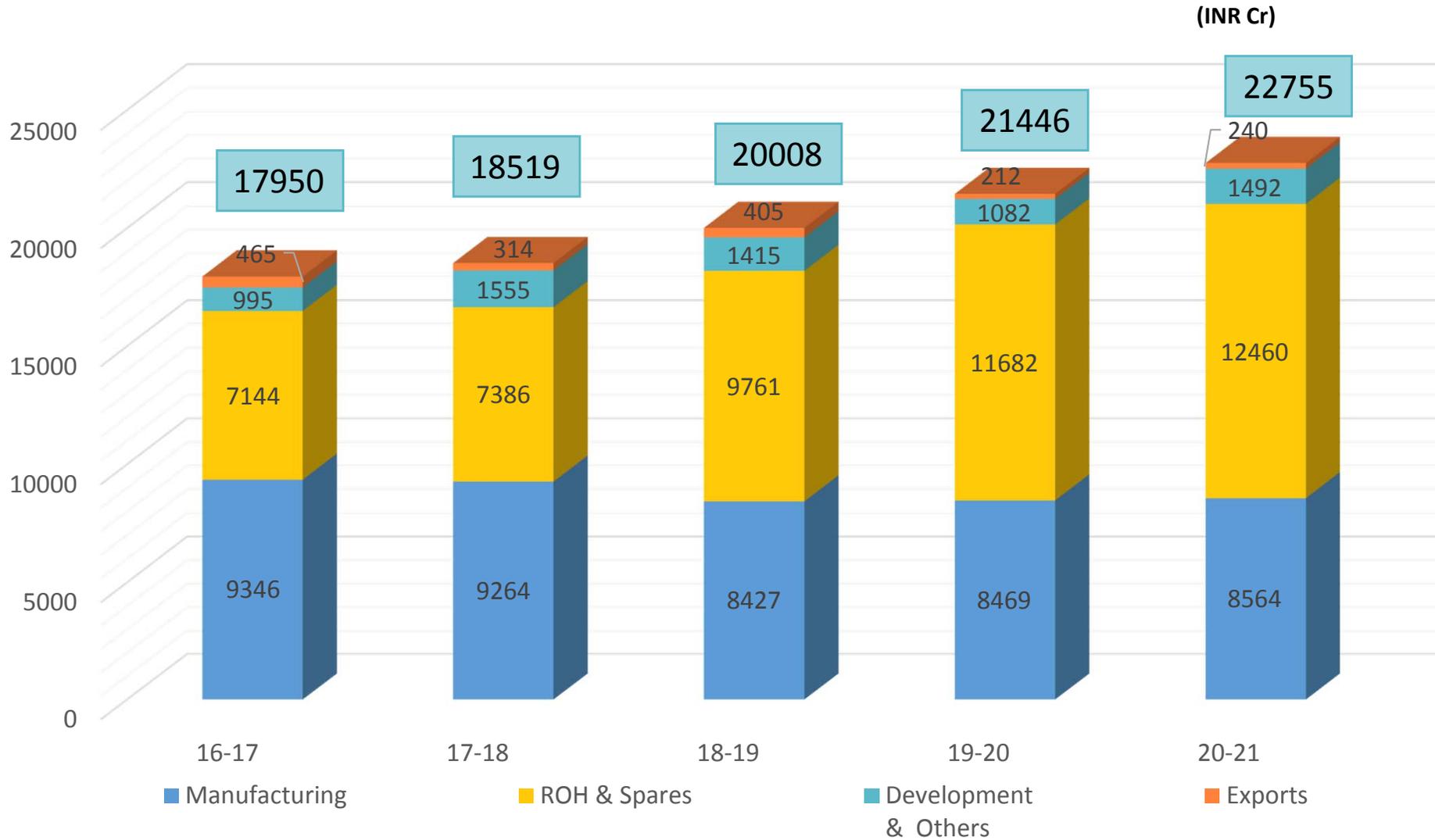
- Development of in house capabilities to design and develop specialized products including aero engines

5

- Enhancing customer satisfaction and optimizing operations

6

- Evolve into a lead integrator of aircraft platforms

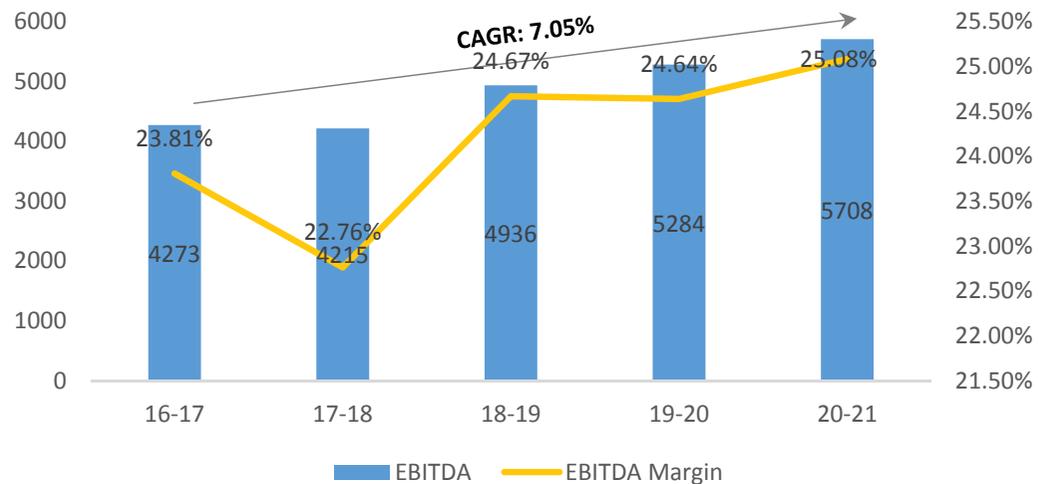


- ❖ **Steady growth in Revenues with CAGR of 6.31%**
- ❖ **ROH Revenue growth at CAGR of 17.00%**

Source:: Investor Presentations

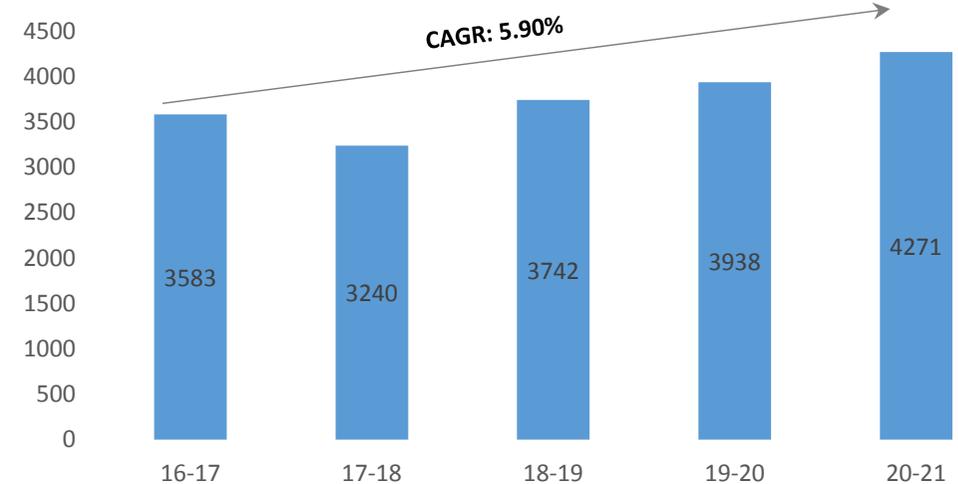
Improving EBITDA margins

(INR Cr)



Profit Before Tax (PBT)

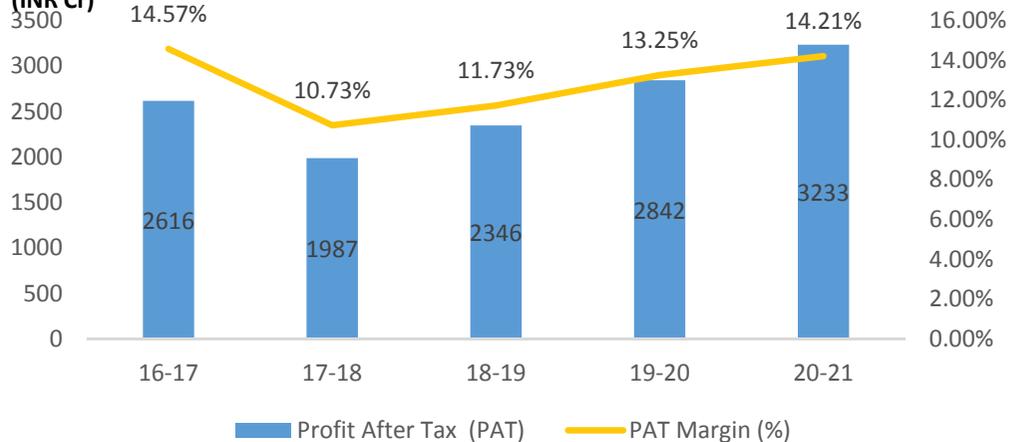
(INR Cr)



EBITDA including other income and share of profit/loss of JV ; EBITDA Margin = EBITDA / Total Revenue

Profit After Tax (PAT) Growing at a CAGR of 10.10%

(INR Cr)



Earnings Per Share

100.00

90.00

80.00

70.00

60.00

50.00

40.00

30.00

20.00

10.00

0.00

16-17

17-18

18-19

19-20

20-21

72.35

56.15

70.16

84.99

96.68

Profit After Tax (PAT)

PAT Margin (%)

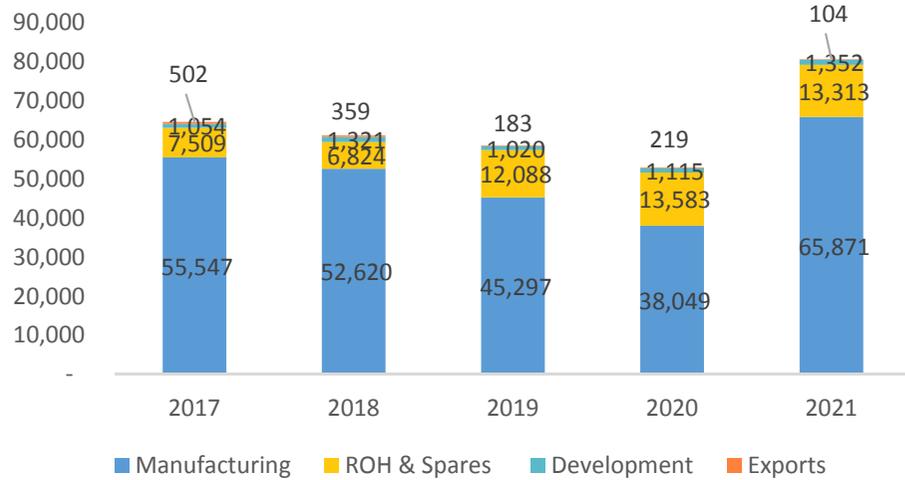
*PAT Margin = PAT/ Revenue from Operations

• FY-20 includes compensation from BMRC of Rs. 119 Crores.

5 Financial Growth

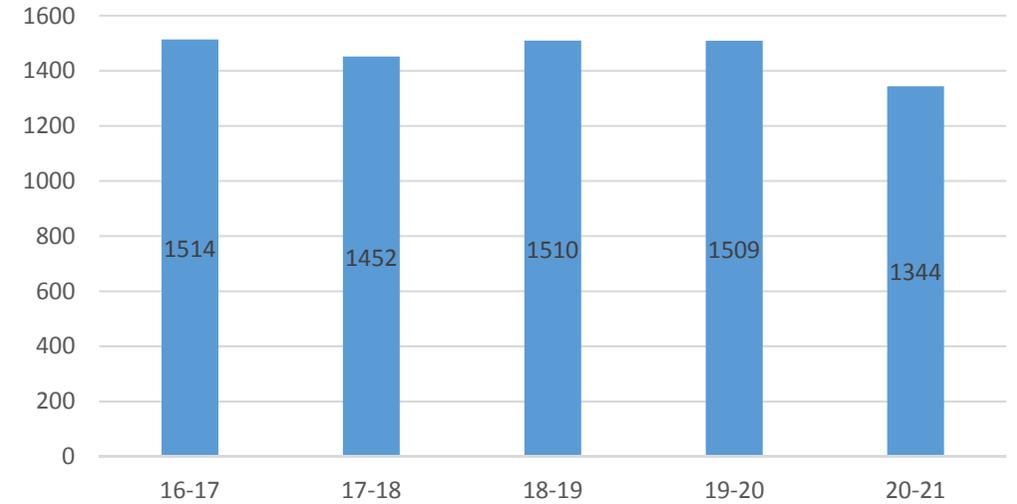
Strong and Diversified Order Book

(INR Cr)



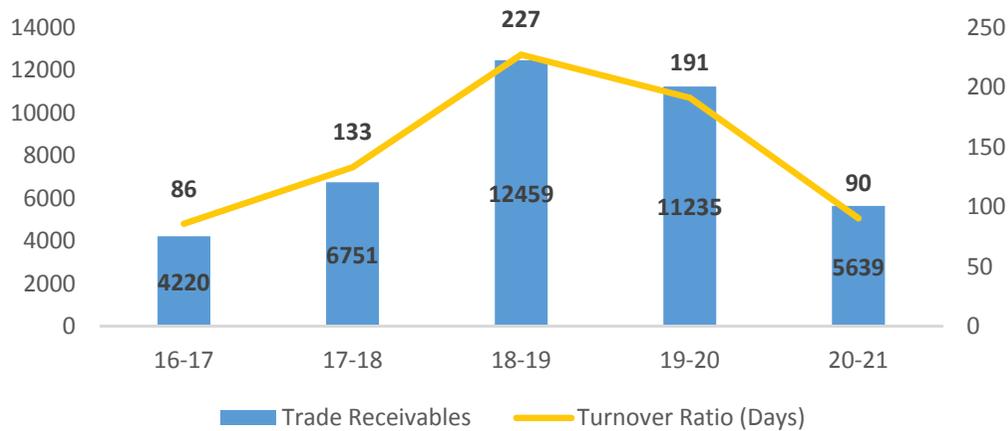
CAPEX

(INR Cr)

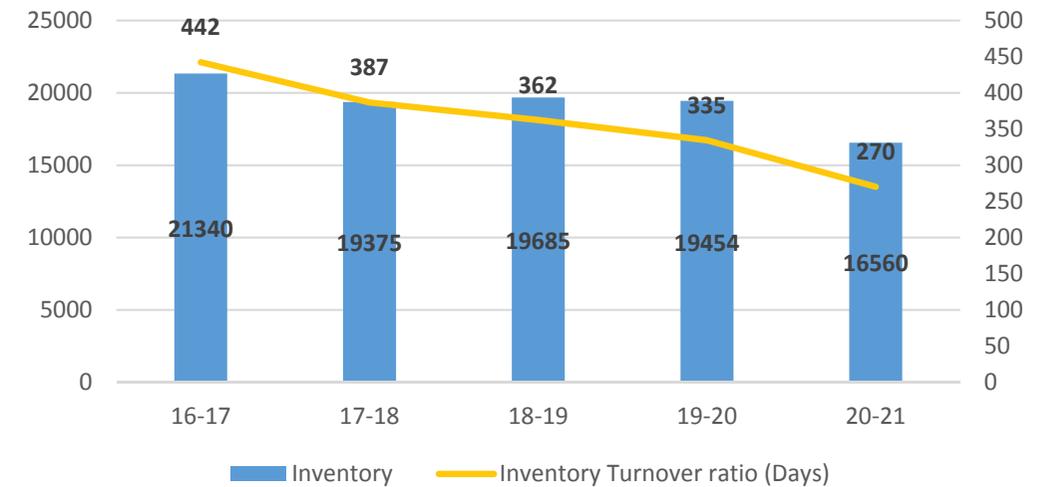


Trade Receivable and Receivable Days

(INR Cr)

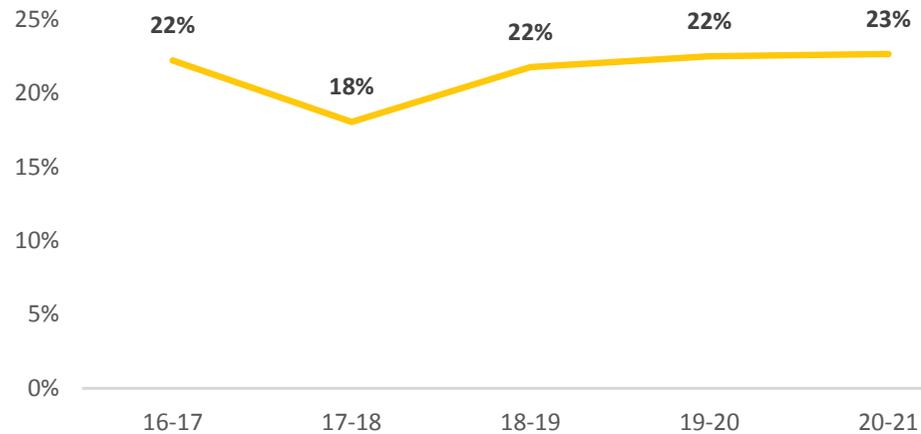


Inventory and Inventory Days



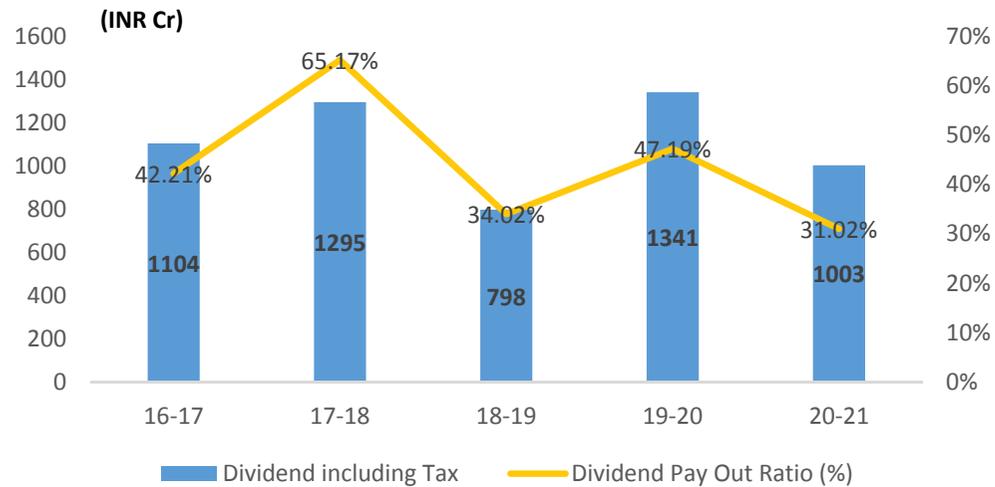
Source:: Company Financials & Investor Presentations

% of ROE



RoE: PAT/ Avg. Net Worth

History of Dividend payment



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

■ Awards & Recognitions

Key Awards & Recognitions

Year	Key Award/ Recognition
2017-18	<ul style="list-style-type: none">■ Honored with 'SCOPE Meritorious Award 2014-15' for Corporate Governance■ 'Raksha Mantri's Awards for Excellence' for the year 2015-16
2018-19	<ul style="list-style-type: none">■ Golden Peacock Innovative Product / Service Award for the year 2018 for the project "Repair of Non ToT Test Equipment ARM-RLSU (SNK-30 MK) used for checking of Radar Complex of Su-30MKI Aircraft■ "Governance Now" 6th PSU Award for Technology Adaption under Navratna Category
2019-20	<ul style="list-style-type: none">■ Governance Now 7th PSU award for 'Research and Innovation'■ SCOPE Corporate Communication Excellence Award
2020-21	<ul style="list-style-type: none">■ "Aerospace and Defense Awards – 2021" instituted by "SAP Media Worldwide Ltd" under two Categories namely "Outstanding contribution in Defence Industry" and "Excellence in Innovation, Design, Technology or R&D".■ "PSU Award of the year 2019" by the Dalal Street Investment Journal.■ COVID Care Center (CCC) established by HAL conferred with Skoch Award 2020



Thank You

Link Slides

Bangalore Complex

Platforms - Manufacturing



Light Combat Aircraft (LCA)
at LCA Division, Bangalore



Hawk Mk132 at Aircraft
Division, Bangalore

Repair and Overhaul



Jaguar



Mirage 2000



Hawk Mk132

Products & Services

Products

Adour, Artouste, Garrett,
Shakti, Dart, Orpheus,
Gnome

Structures for PSLV, GSLV,
INSAT, IRS, CRYO

Castings, forgings, shape
memory alloy components
and rubber items

LM 2500, Allison, Avon

Airport Services

Medical & Health Care
Services

Divisions

Aircraft Division

Engine Division

Overhaul Division

LCA Tejas Division

Aerospace Division

Foundry & Forge Division

Industrial & Marine Gas
Turbine

Airport Services Center



Helicopter Complex

Platforms - Manufacturing



**Advanced Light Helicopter (ALH)
at Helicopter Division, B'lore**



Cheetal at Helicopter Division

Repair and Overhaul



Cheetah



Chetak



Lancer



**Cheetal
Barrackpore Division**



**ALH
Helicopter Maintenance Repair
and Overhaul (MRO) Division**

Products & Services

Products

- Composite Structures for**
- ✕ Advance Light Helicopter (ALH)
 - ✕ Light Combat Helicopter (LCH)
 - ✕ Light Utility Helicopter (LUH)

Divisions

Helicopter Division
Bangalore

Helicopter MRO Div.
Bangalore

Aerospace Composite Div.
Bangalore

Barrackpore Division
Barrackpore

MiG Complex

Platforms - Manufacturing



Su-30 Mki (awaiting order)

**Aircraft Manufacturing
Division (AMD), Nasik**

Repair and Overhaul



Su-30 Mki



MiG 21 BIS

**Aircraft Overhaul
Division (AOD), Nasik**

Products & Services

Products

Su-30 MKI

AL- 31FP, ROH - RD-33,
R25, R-29B

Divisions

Aircraft
Manufacturing
Division , Nashik

Aircraft Overhaul Division,
Nashik

Sukhoi Engine Division,
Koraput

Engine Division,
Koraput



Accessories Complex

Platforms - Manufacturing



**Transport Aircraft Division
(TAD), Kanpur**

Repair and Overhaul



AVRO



Do-228



AN-32

**Transport Aircraft Division
(TAD), Kanpur**

Products & Services

Products

Mechanical and Hydraulic
Accessories

Avionics – Communication
Equipment and Radio
Navigation

Avionics – Navigation
Systems

Divisions

Transport Aircft
Division, Kanpur

Accessories Division,
Lucknow

Avionics Division, Korwa

Avionics Division,
Hyderabad



Design Complex

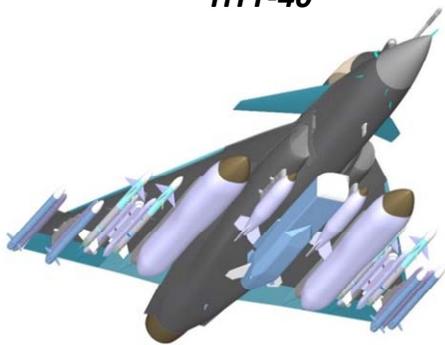
Fixed wing



LCA MK 1A



HTT-40



LCA MK II

Rotary Wing



LCH



LUH



IMRH

Accessories & Engines



1200 KW and 25 KN engines

Mechanical and Hydraulic Accessories

Avionics – Communication Equipment and Radio Navigation

Avionics – Navigation Systems

Mission Computers

Display Systems

DIVISIONS

Aircraft R & D Centre

Rotary Wing R & D centre

Aero Engine R & D Centre

Mission and Combat system R & D Centre

Aircraft Upgrade R& D Centre

Aircraft Upgrade R& D centre

Strategic Electronics R & D Centre

Aerospace systems and equipment R & D Centre

Transport aircraft R & D Centre

