



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

CO/SEC/4(7)/2020/ BSE & NSE Filing/14

25th June, 2020

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
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Dear Sir/ Madam,

**Sub: Presentation for Q4 and FY20 Post Results Conference Call
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/12. dated 17th June, 2020 on the subject, please find enclosed herewith copy of the Presentation, which would be discussed during the meeting.

- 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.
- This is for your information and record, please.

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

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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



INVESTORS' MEETING

26 JUNE 2020

COMPANY OVERVIEW

HAL Today



GLOBAL RANKING (by Revenue 2018)

36th position in Aerospace company

TURNOVER (in FY 2019-20)

Marks sales of Rs 21301 Crs.

PRODUCTION UNITS

20 production units in India

R&D CENTRES

11 Centres in India.

AIRCRAFT PRODUCTION

Types - 17 Indigenous & 14 Licensed

HAL'S CONTRIBUTION

80% footprint in Defence flying platforms

MANUFACTURED

Aircraft – 4150+

Engine – 5100+

OVERHAULED

Aircraft – 11400+

Engine – 34250+

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

Products & Services



Fixed
Wings

Rotary
Wings



Accessories
& Avionics



Aero-
Engines &
Gas
Turbines



Aerospace

UAV



HAL – Current Operations

Platforms



Su-30 MKI



ALH



LCA



Cheetal



Do-228



Chetak



LCH

Manufacturing & ROH



MiG Variants



Kiran Mk I /MK II



Avro



Hawk



An-32



Cheetah

ROH



Jaguar



Mirage

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

Manufacture
& ROH

13
Types
Engine ROH



Adour Mk 804/811/871



Dart



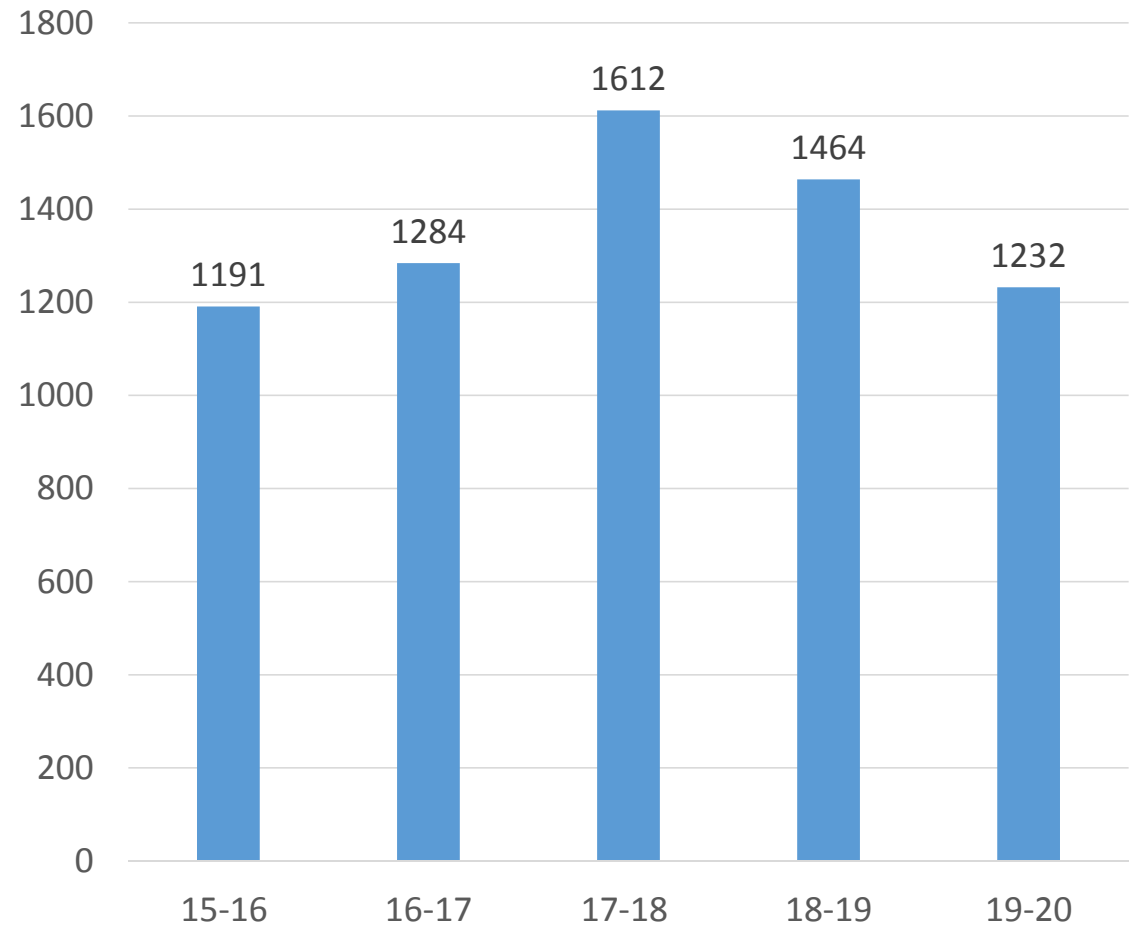
R-29

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. 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

Accessories /Avionics / Systems

Aircraft & Helicopter Upgrades

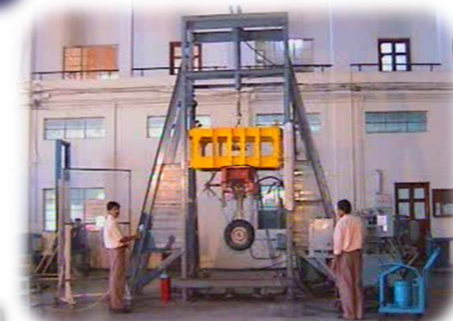
Technology/Infrastructure

- 3-D Modeling
- Low Speed Wind Tunnel
- Airframe Ground Test Facilities
- Environmental Test Facilities
- Flight Test facilities



3-D Modeling

Airframe Ground Test



Wind tunnel
(Low speed)

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)
 6 Ton Attack Helicopter



Light Utility Helicopter (LUH)
 - 3 Ton Utility Helicopter
 - Initial 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
 FOC Achieved



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



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

Fixed Wing

LIGHT COMBAT AIRCRAFT (LCA) TEJAS

ROLES

- Utility Helicopter of 3 Ton class with Single engine with Night Flying
- Military and Civil Roles

FEATURES

- Composite Blades & fuselage
- Advanced Cockpit Display
- Main Rotor Blade Folding and bearing less tail rotor
- Smart Cockpit Display



ROLES

- Basic flying training
- Aerobatics
- Instrument Flying, Night Flying
- Close formation

FEATURES

- Air conditioned cockpit
- Tandem seating
- Zero-Zero ejection seats
- Multifunction Displays

HINDUSTAN TURBO TRAINER (HTT-40)

Rotary Wing

CHETAK



- 3 Ton Class
- ToT Mfg.
- Multirole

ALH



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

LCH



- 5.5 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**

Civil Aerospace



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



- Do-228 Civil certified
- Type Certification by DGCA & EASA certification is under progress.

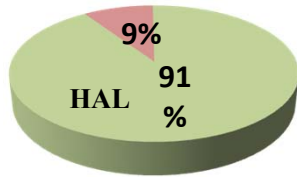


- Light Utility Helicopter under development.
- Intended for casualty evacuation/ VIP movement in civilian role.

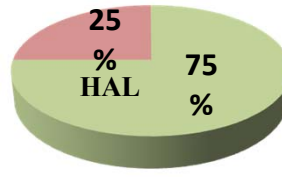
HAL's Support to Forces



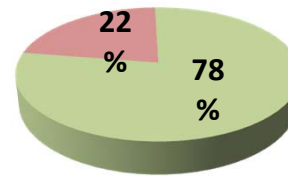
IAF



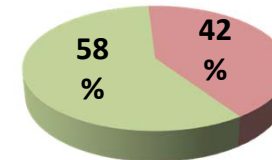
FIGHTERS



TRAINERS



TRANSPORT

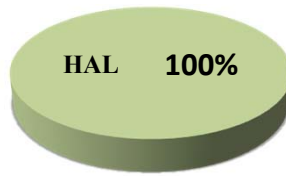


HELICOPTERS

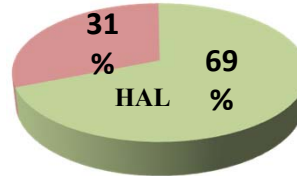
AROUND 73% IAF FLEET IS SUPPORTED BY HAL



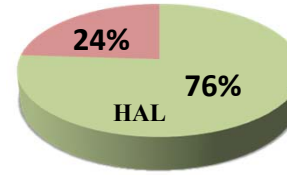
IN



TRAINERS



TRANSPORT



HELICOPTERS

AROUND 65% NAVY FLEET IS SUPPORTED BY HAL



ARMY



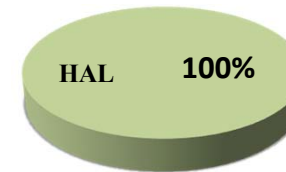
HELICOPTERS



CG



TRANSPORT



HELICOPTERS

100% FLEET OF ARMY AND CG IS SUPPORTED BY HAL

FINANCIAL PERFORMANCE AND SUMMARY

MAJOR HIGHLIGHTS OF 2019-20



Registered Growth of **7.5%** in Turnover over corresponding previous year (Rs. 21301 Crores from Rs. 19816 Crores)

Growth of **6%** in Profit Before Tax over corresponding previous year. (Rs. 3961 Crores from Rs. 3743 Crores)

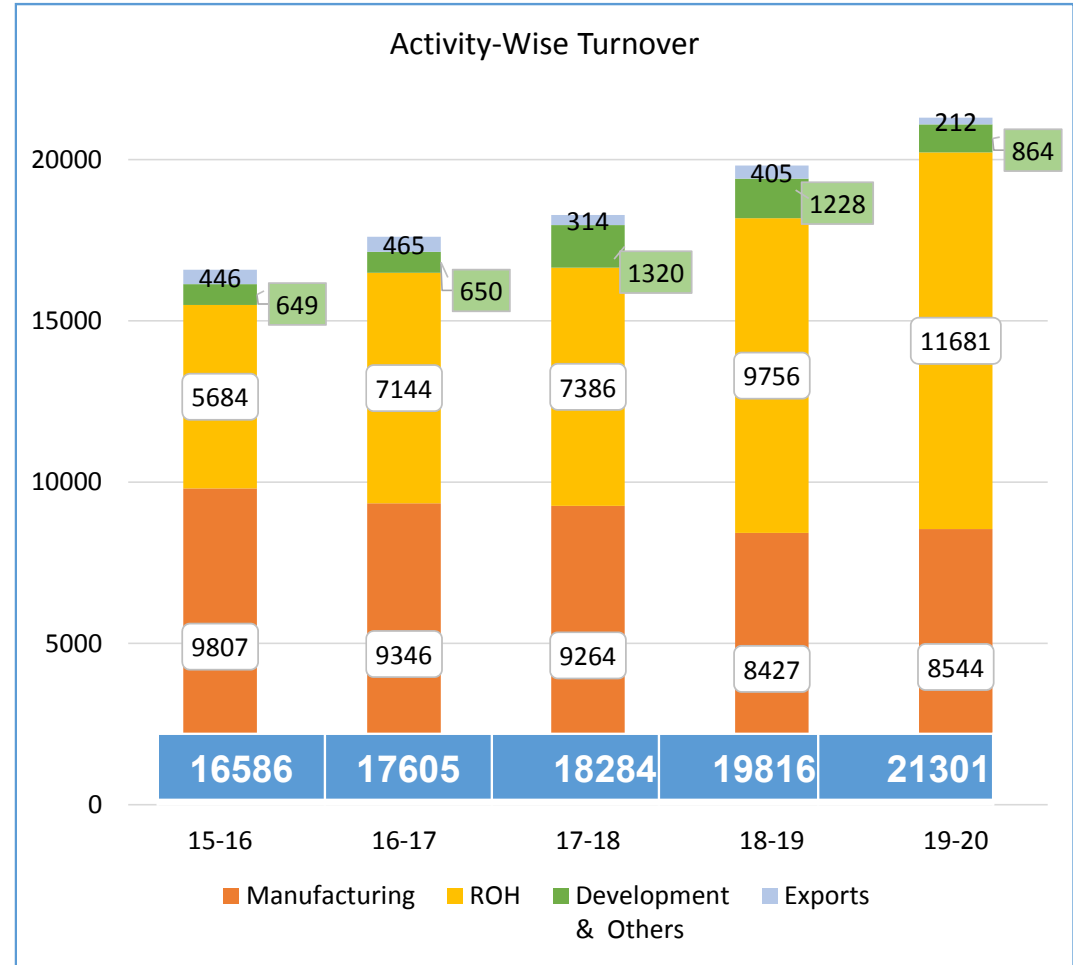
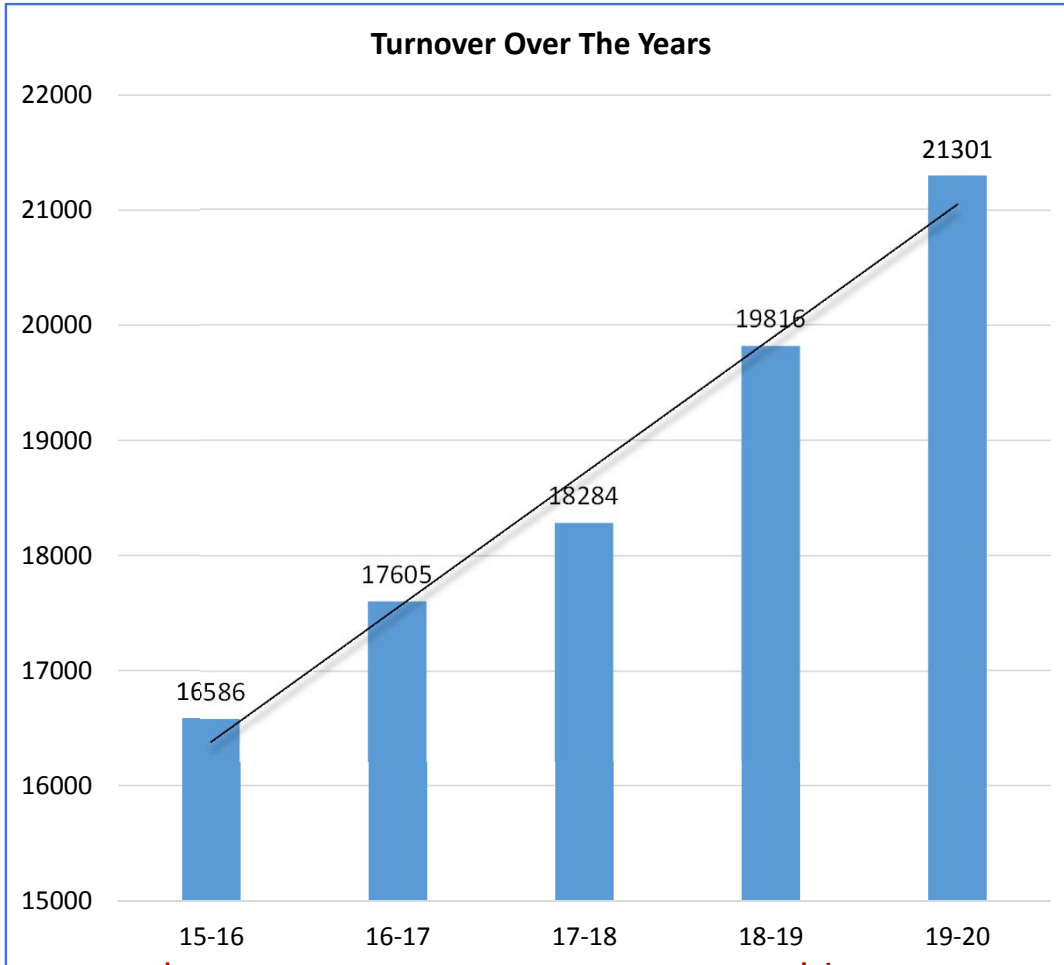
Growth of **22%** in Profit After Tax over corresponding previous year due to improved Profit margins and change in the Tax Rate. (Rs. 2857 Crores from Rs. 2347 Crores)

Declared Interim Dividend of Rs. 33.25 per equity share i.e 332% amounting to Rs. 1340 Crs (including Dividend Distribution Tax).

Dues of Rs. 18041 Crores was collected from Defence Forces during 2019-20.

Utilization of Working Capital Limits was at Rs. 5497 Crores against the sanctioned limit of Rs. 10,000 Crores.

FINANCIAL PERFORMANCE AND SUMMARY



CAGR - 5.75%

YoY - 7.50%

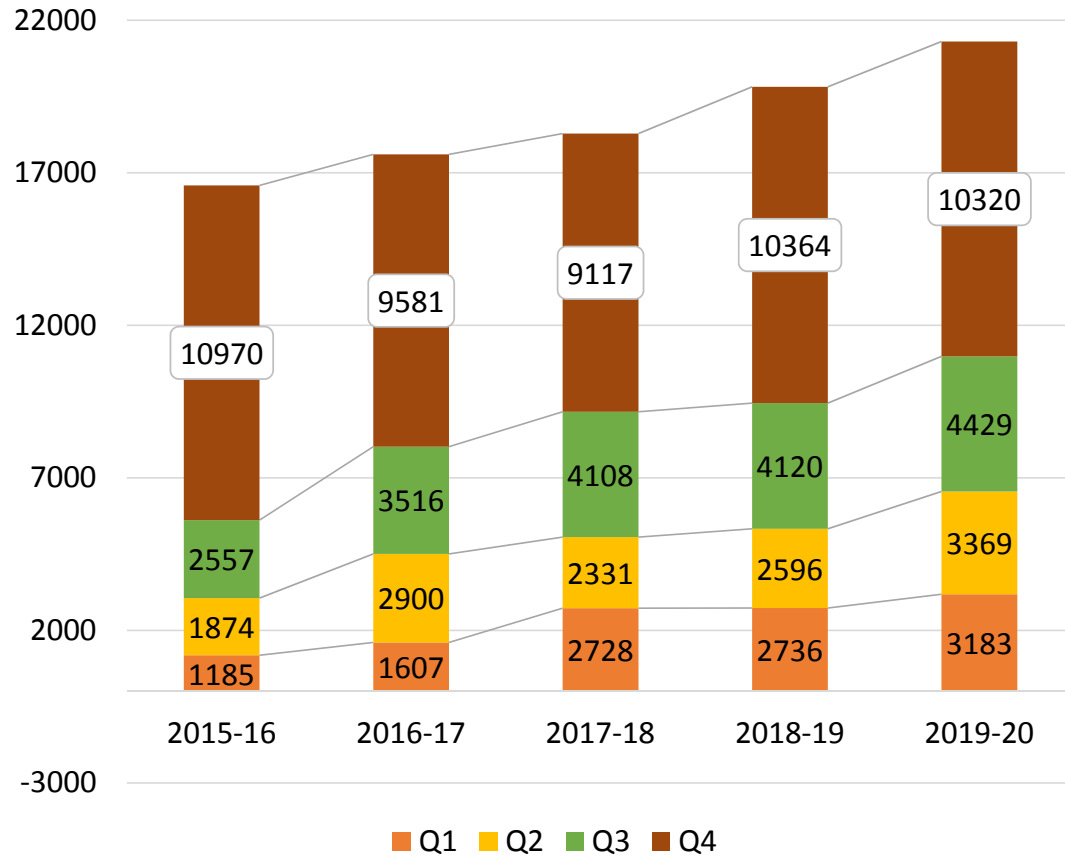
ROH has Recorded CAGR of 19.73%

FINANCIAL PERFORMANCE AND SUMMARY

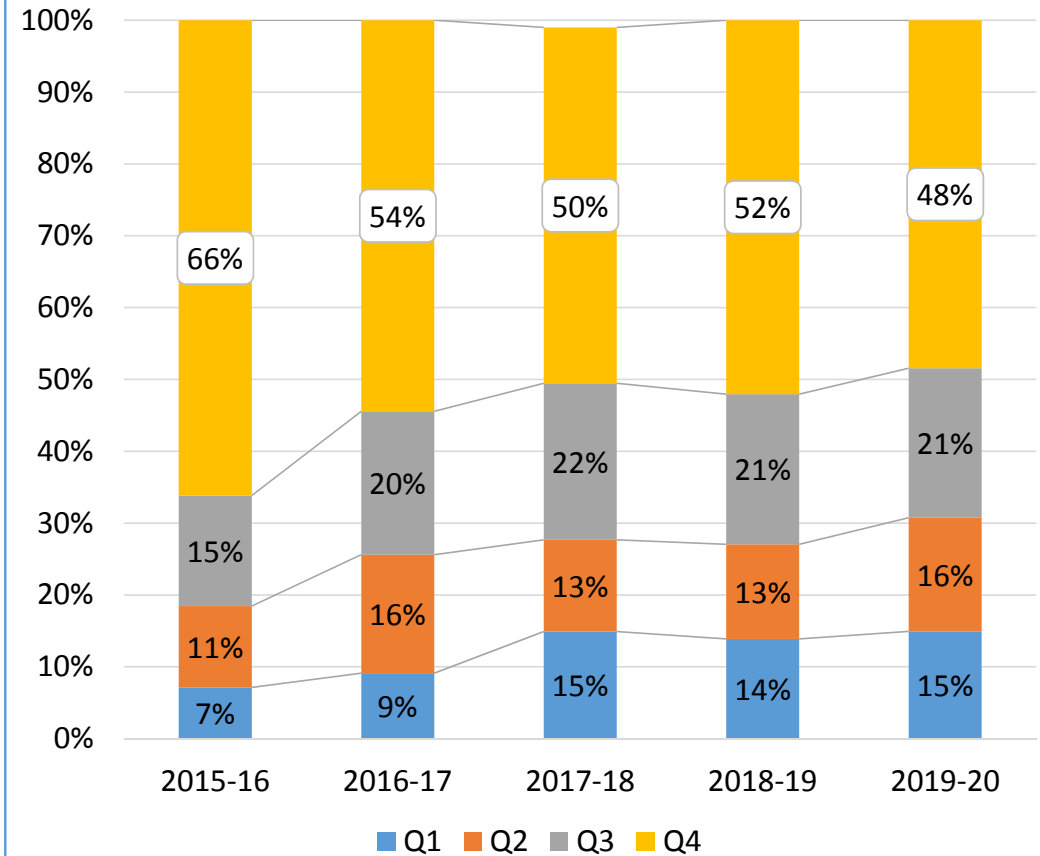
Rs In Crs



Sales: Q-on-Q- Comparison

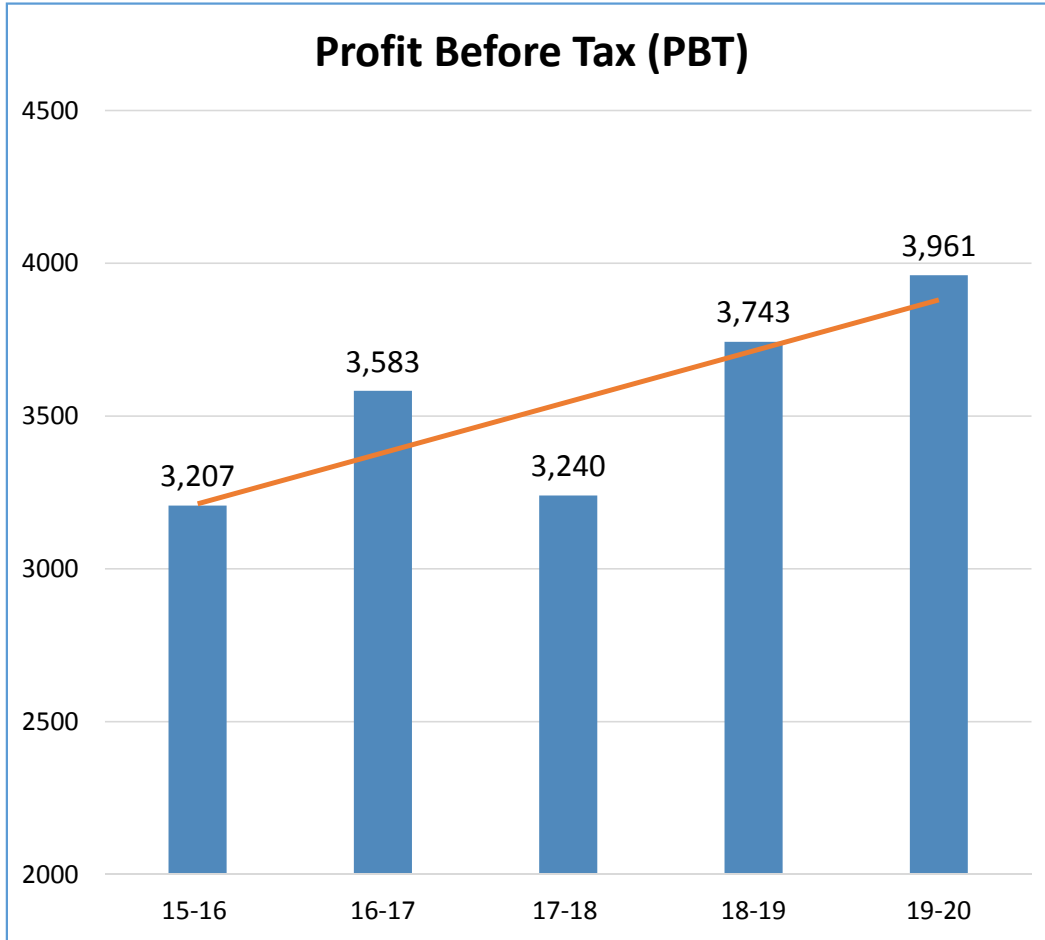


% of Quarterly Sales to Yearly Sales



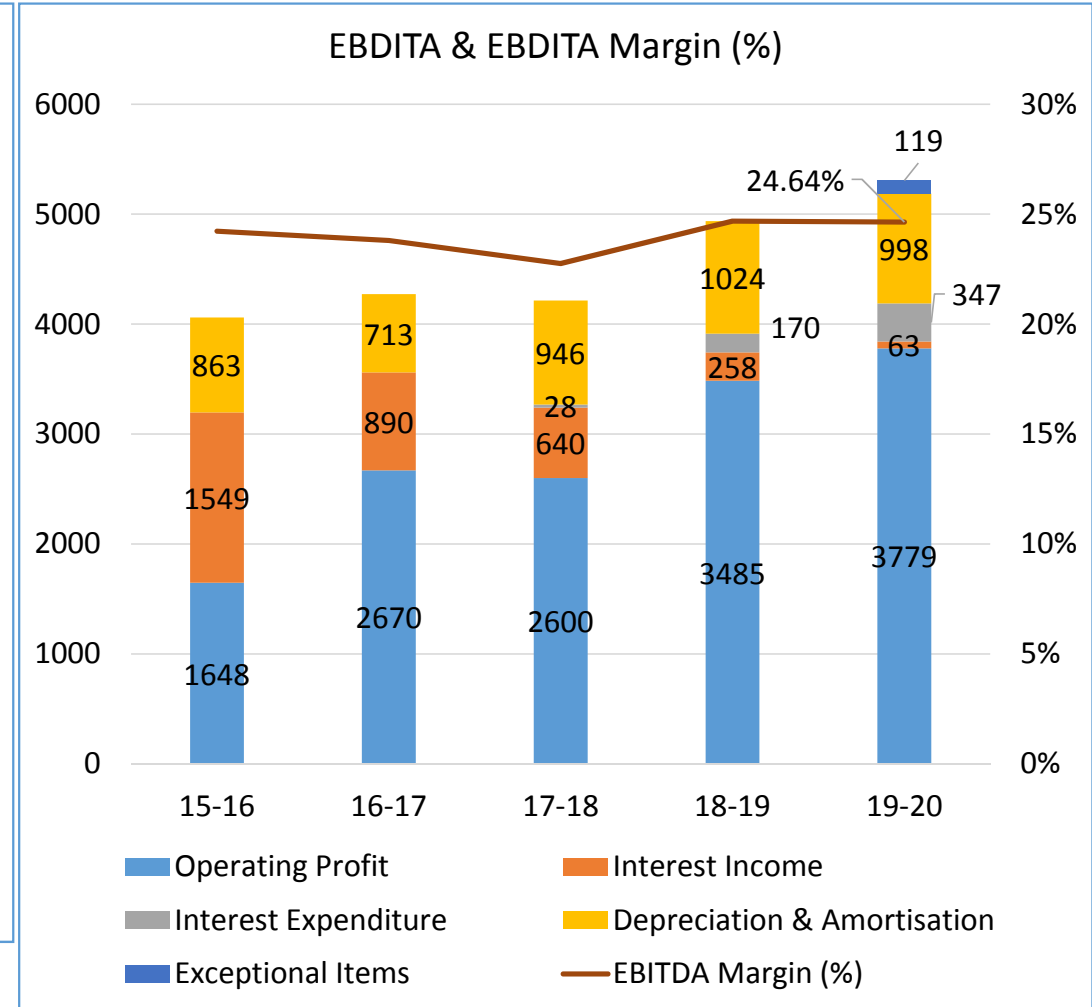
FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs



CAGR – 5.28%

YoY – 6%

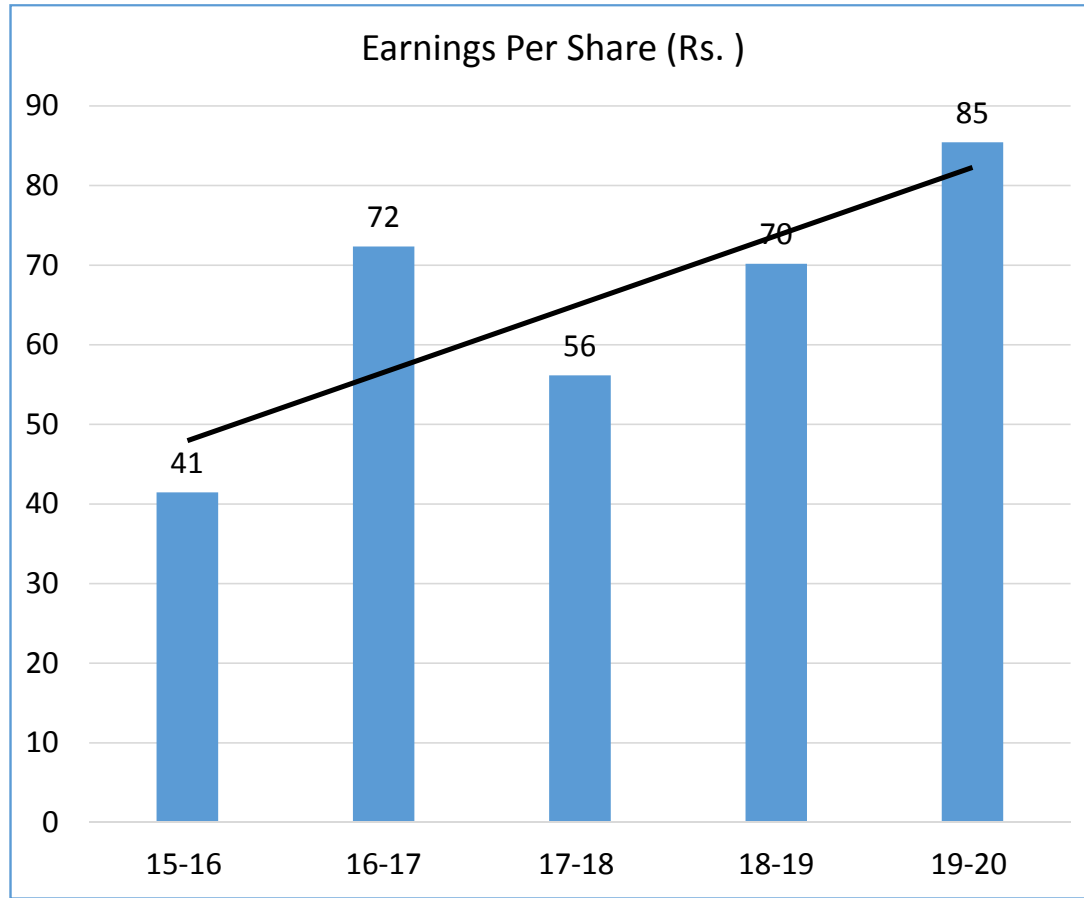
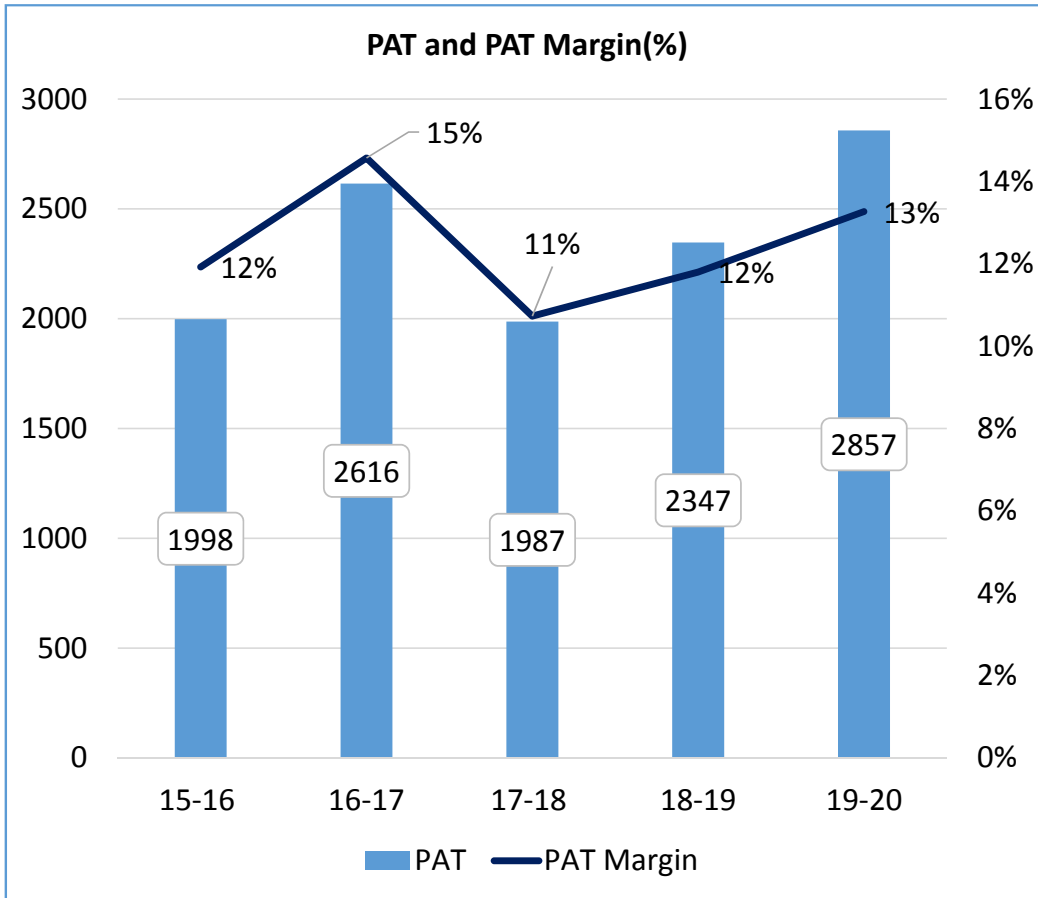


CAGR – 6.73%

YoY – 7.4%

FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs



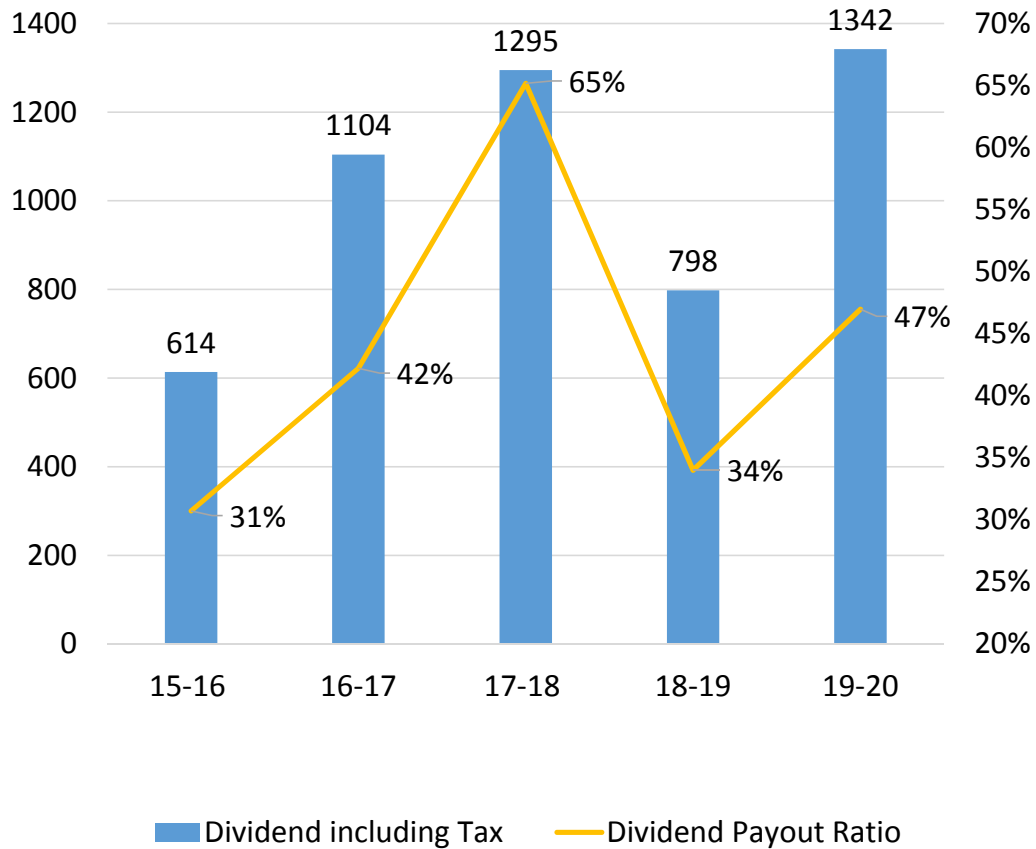
- PAT Margin = PAT/ Revenue from Operations
- 19-20 includes compensation from BMRCL of Rs. 119 Crores.

FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs

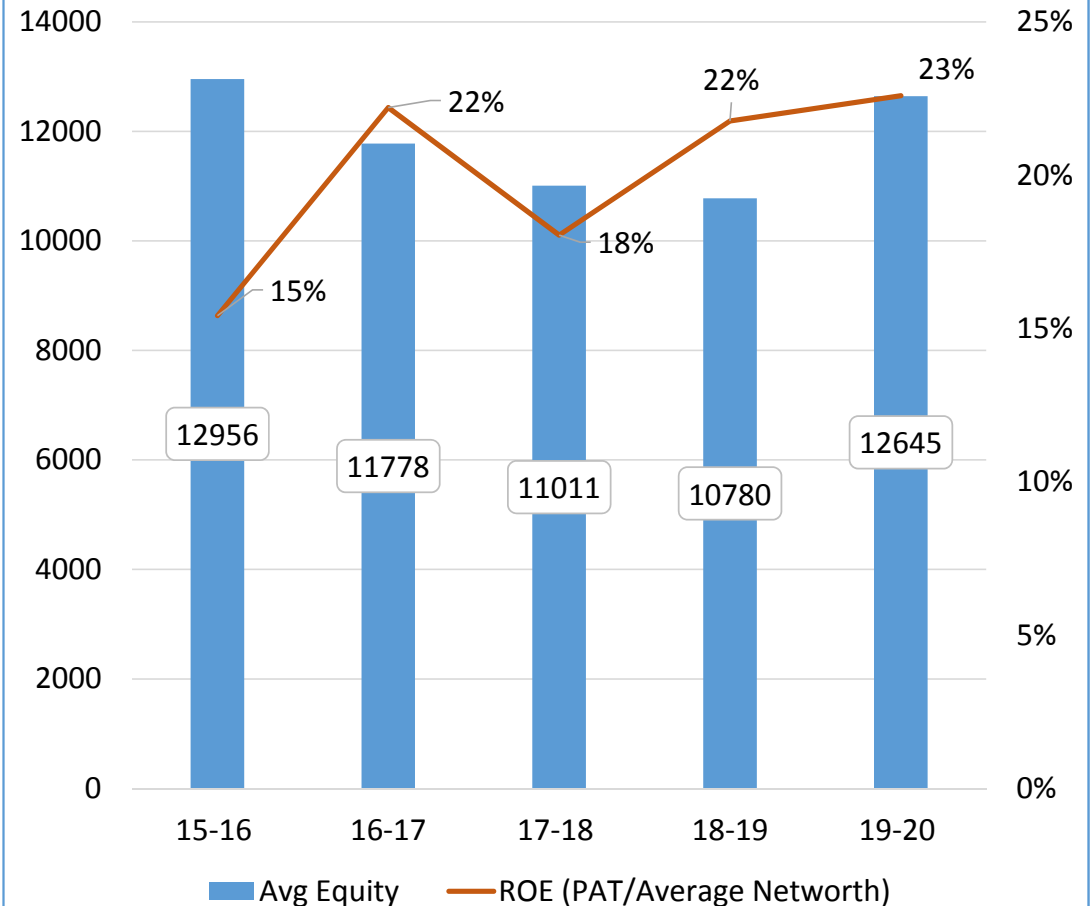


Dividend & Dividend Pay Out Ratio (%)



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

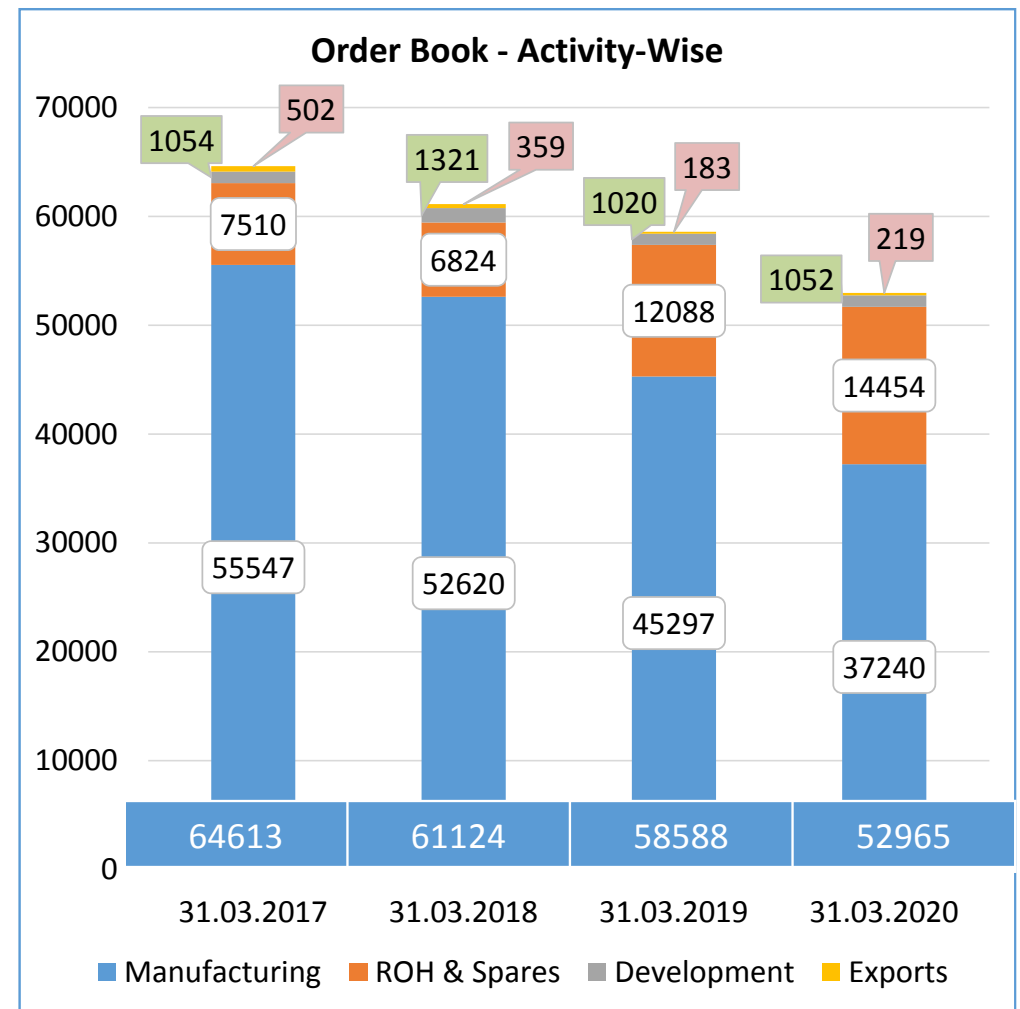
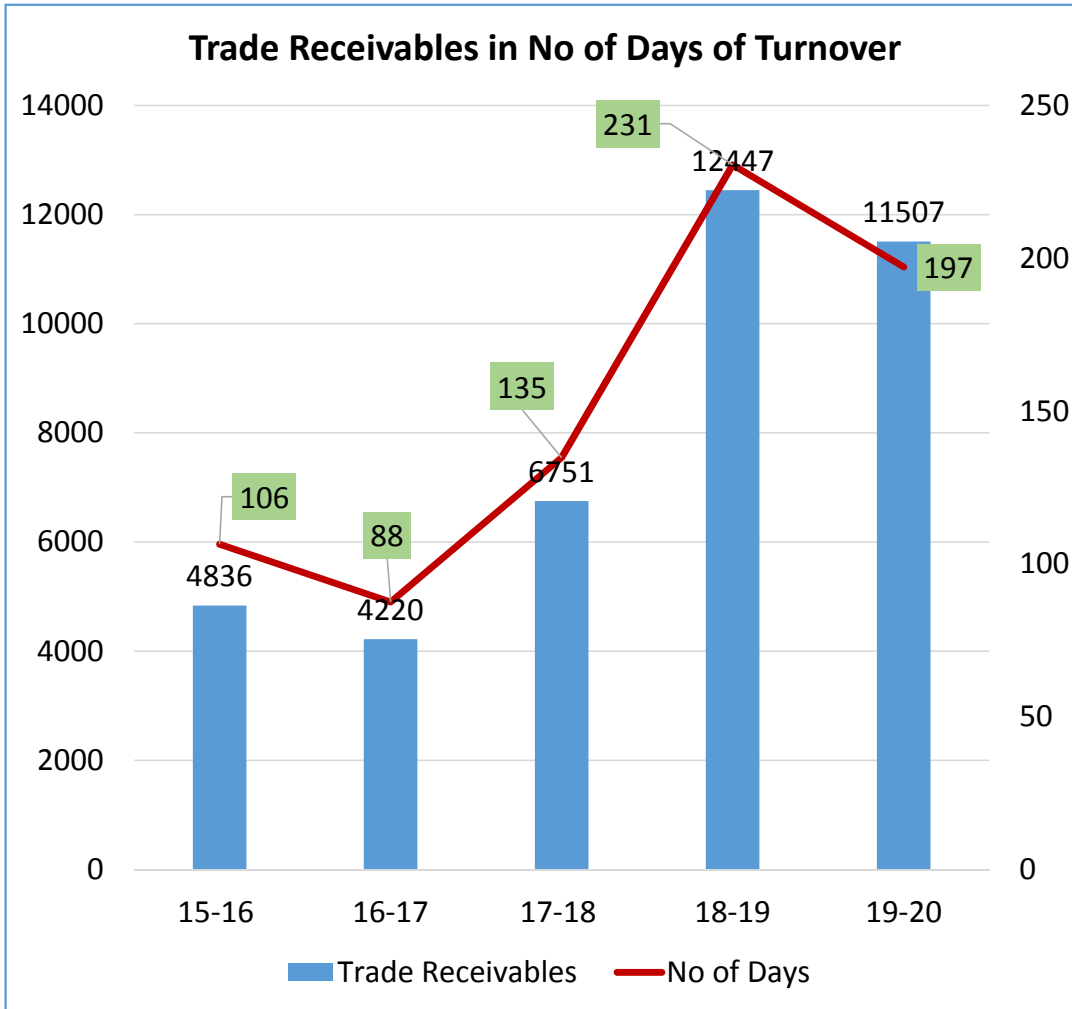
Equity vs Return on Equity (ROE) - (%)



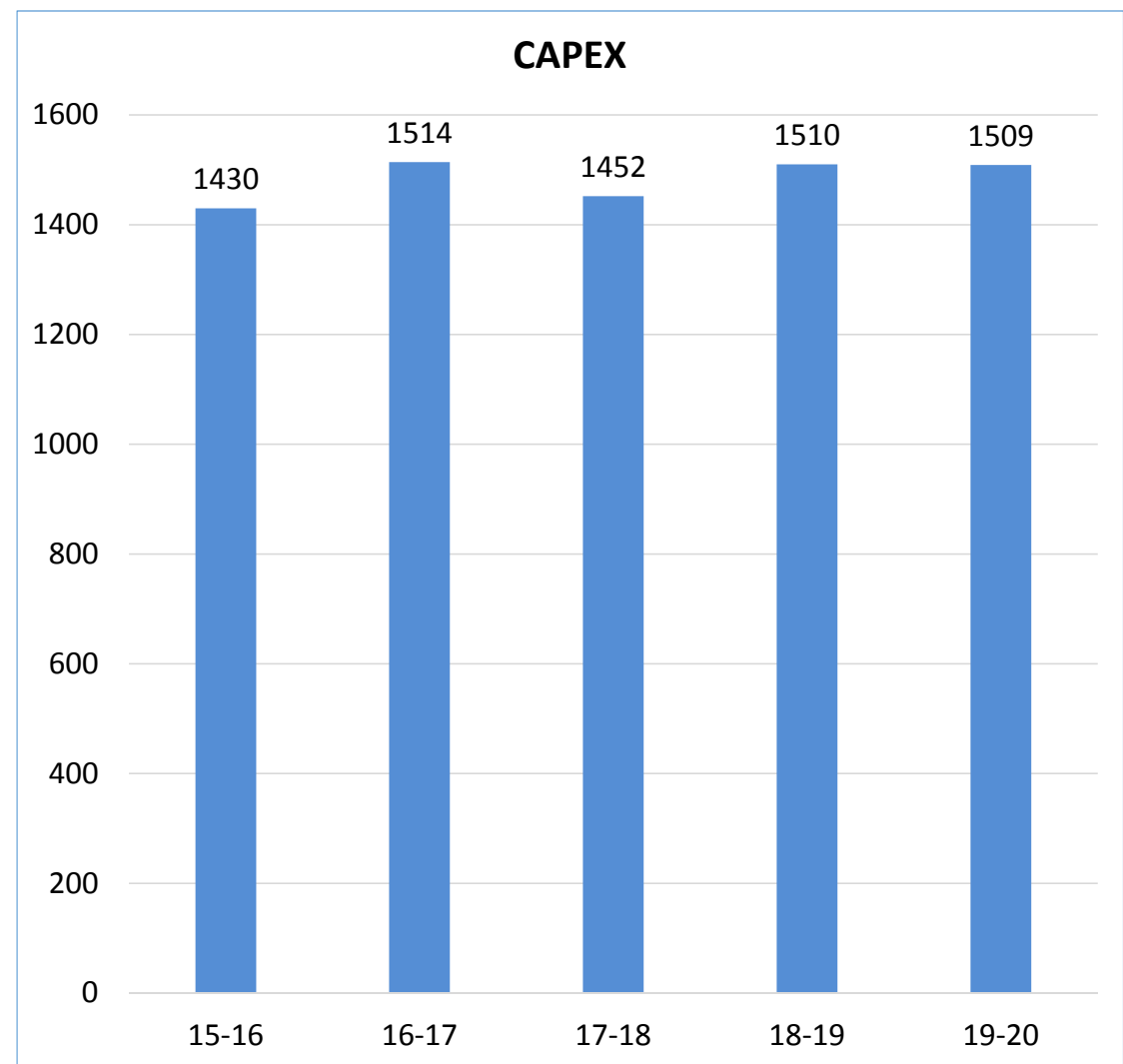
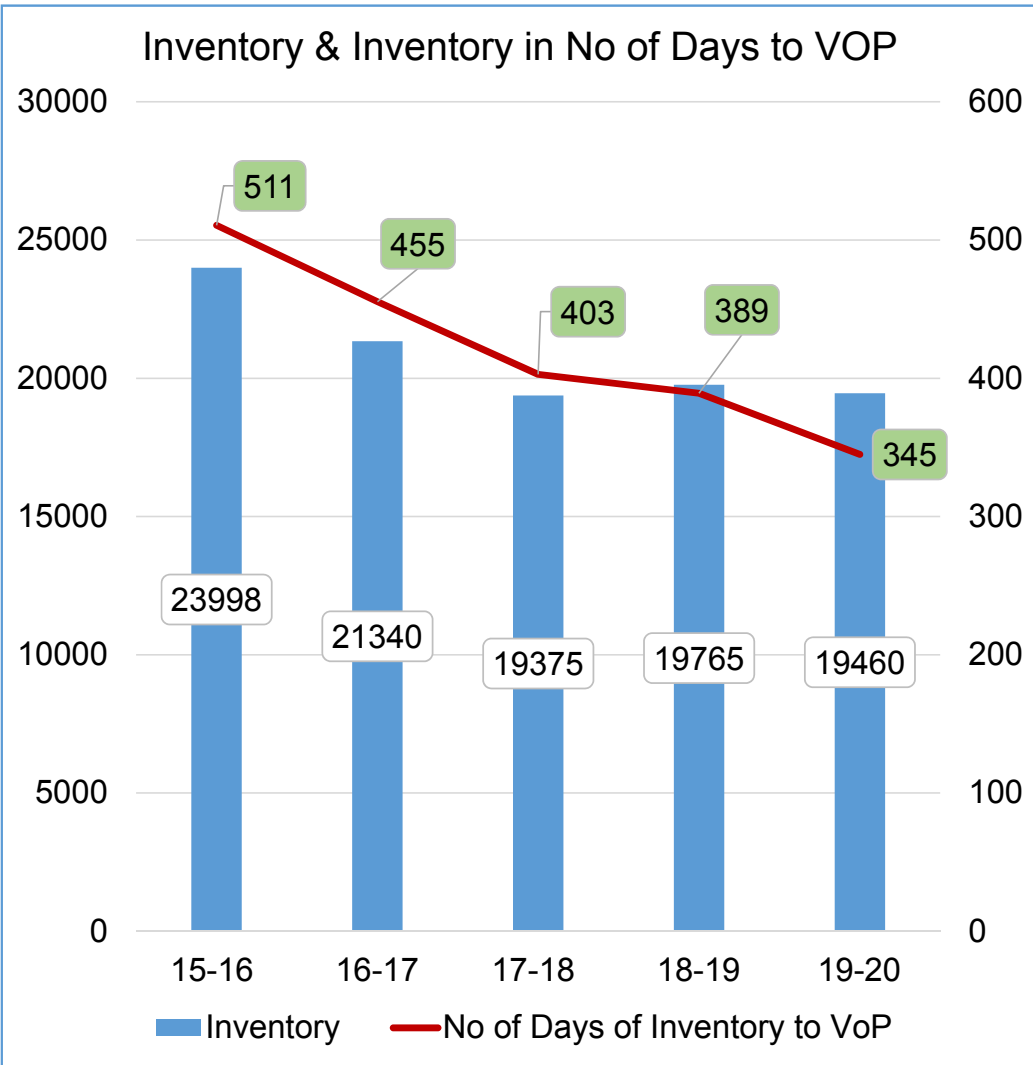
ROE = PAT/ Average Net Worth

FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs



FINANCIAL PERFORMANCE AND SUMMARY



CoVID-19 Impact

Since HAL is mainly to Defence Services, major negative impact on the future business in the long term is not anticipated currently.

Downsizing of Defence budget and risk of economic recession may have an impact on the operations of the Company.

On the positive side, 'Atmanirbhar Bharat Abhiyan' led by the Government is giving significant impetus to self-reliance and local production which may favourably impact the operations of the Company as the Defence Services may demand HAL products like LCH, LUH, HTT-40, LCA etc.

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.
- Good 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