



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

CO/SEC/4(7)/2021-22/ BSE & NSE Filing/17

29th June, 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
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Dear Sir/ Madam,

Sub: Update on Q4FY21 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)/2021-22/ BSE & NSE Filing/15 dated 25th June, 2021 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

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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



ANALYST MEET

29th June 2021

PHYSICAL ACHIEVEMENTS HIGHLIGHTS - 2020-21

Production Performance

Particulars	2020-21	2019-20
1. New (Cat A) Aircraft/Helicopters manufactured	44 Nos ↑	31 Nos
2. Aircraft / Helicopters overhauled	198 Nos ↓	201 Nos
3. New (Cat A) Engines	102 Nos ↓	117 Nos
4. Engines overhauled	506 Nos ↑	486 Nos
5. New Aero-structure	164 Nos ↑	158 Nos

Production Performance



Major Achievements

The biggest Cryogenic propellant tank (C32 LH2) ever fabricated and delivered to ISRO.

Two LCH were deployed for operations at Leh sector in Aug 2020. 3 LCHs have been signaled out.

HAL manufactured 300th Advanced Light Helicopter (ALH) and 150th Do-228 aircraft.

Initial Operational Clearance (IOC) for Light Utility Helicopter (LUH) for the Indian Army was received at the Aero India 2021.

The first Upgraded ALH Mk III CIVIL Helicopter is produced and being used for obtaining Civil Certification.

ALH-Mk III inducted into Indian Coast Guard fleet by on 12th Jun 2021 and Performance Based Logistics commenced .

Second production line of LCA operationalized and 2 aircraft produced.

The tail boom folding operation on ALH was successfully demonstrated on the ALH Mk-III helicopter paving way for Naval Operations.

FINANCIAL PERFORMANCE AND SUMMARY – 2020-21

Marking the **Highest** ever...!



Growth over PY

MAJOR FINANCIAL HIGHLIGHTS 2020-21

Rs In Crs



Revenue from Operation



Rs. 22755 Cr

against 19-20 Rs 21445 Cr

Operating Profit to Sales



17%

against 19-20 17%

Profit Before Tax



Rs. 4271 Cr

against 19-20 Rs 3938 Cr

Earning Per Share



Rs. 96.68

against 19-20 Rs 84.99

Dividend Declared



Rs. 1003 Cr

against 19-20 Rs.1112 Cr

Borrowing Cost



Rs. 202 Cr

against 19-20 Rs 277 Cr

Receivable



Rs. 5639 Cr

against 19-20 Rs 11235 Cr

Collection



Rs. 34476 Cr

against 19-20 Rs. 18040 Cr

Order Book Position



Rs.80639 Cr

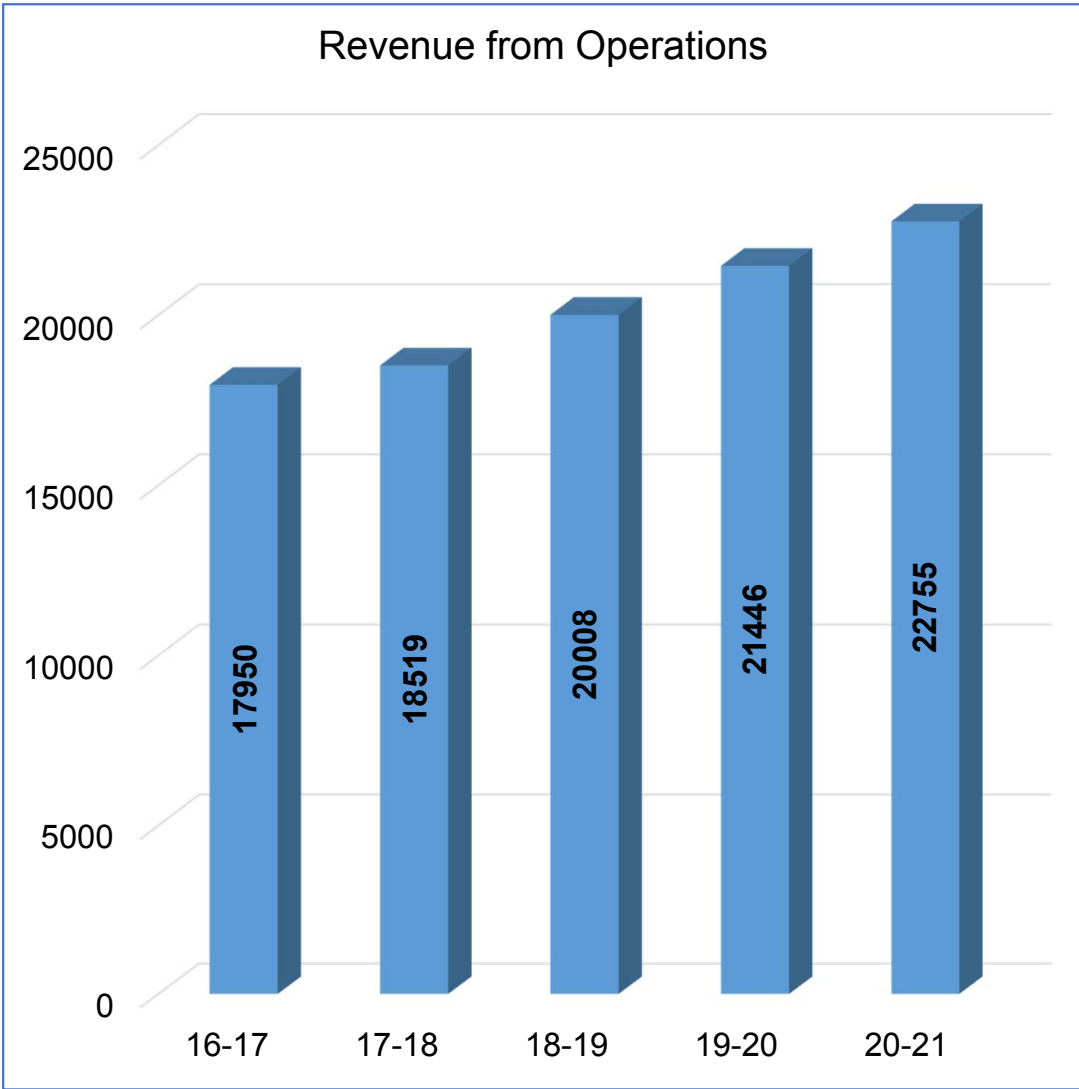
against 19-20 Rs 52965 Cr

FINANCIAL PERFORMANCE AND SUMMARY

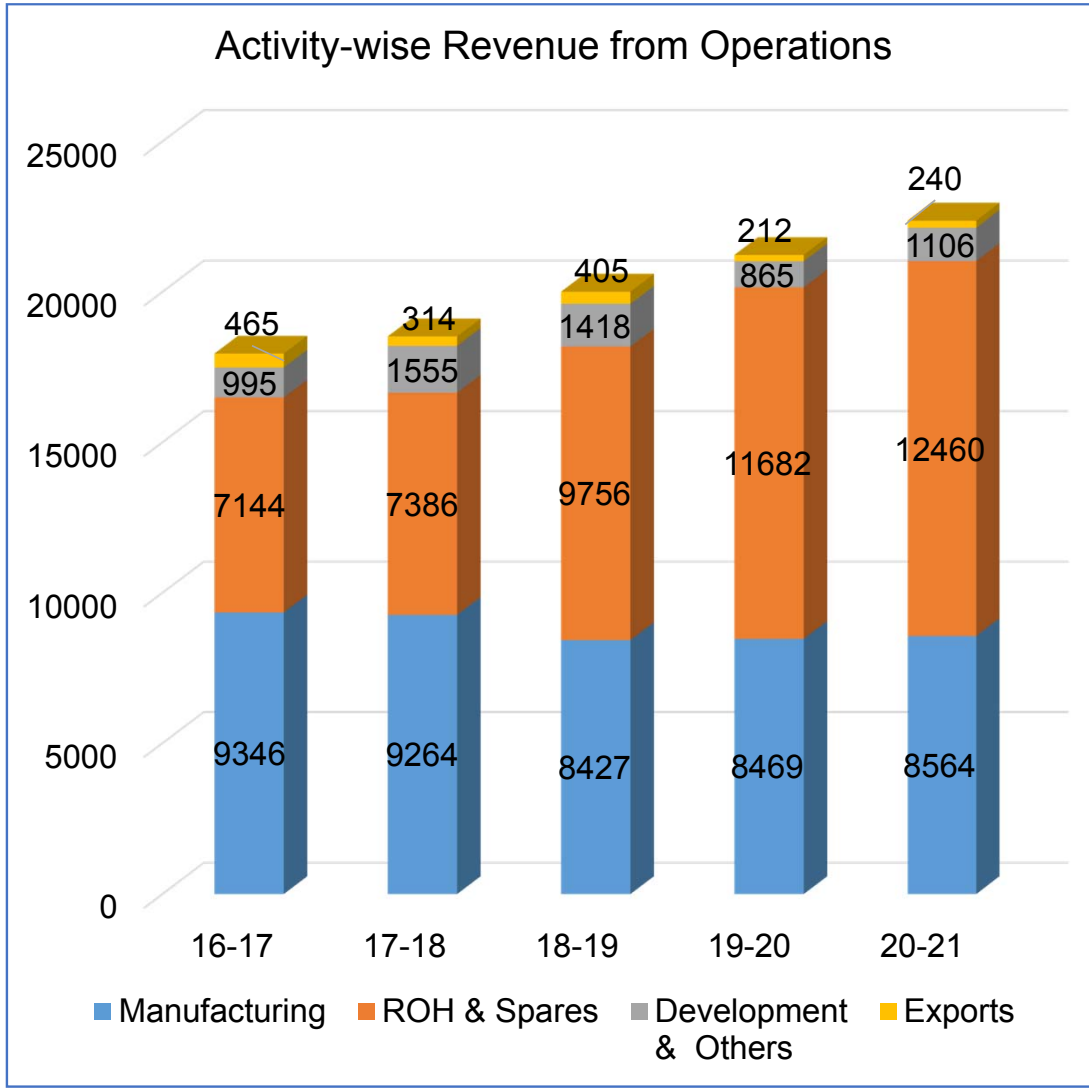
Rs In Crs



Revenue from Operations



Activity-wise Revenue from Operations

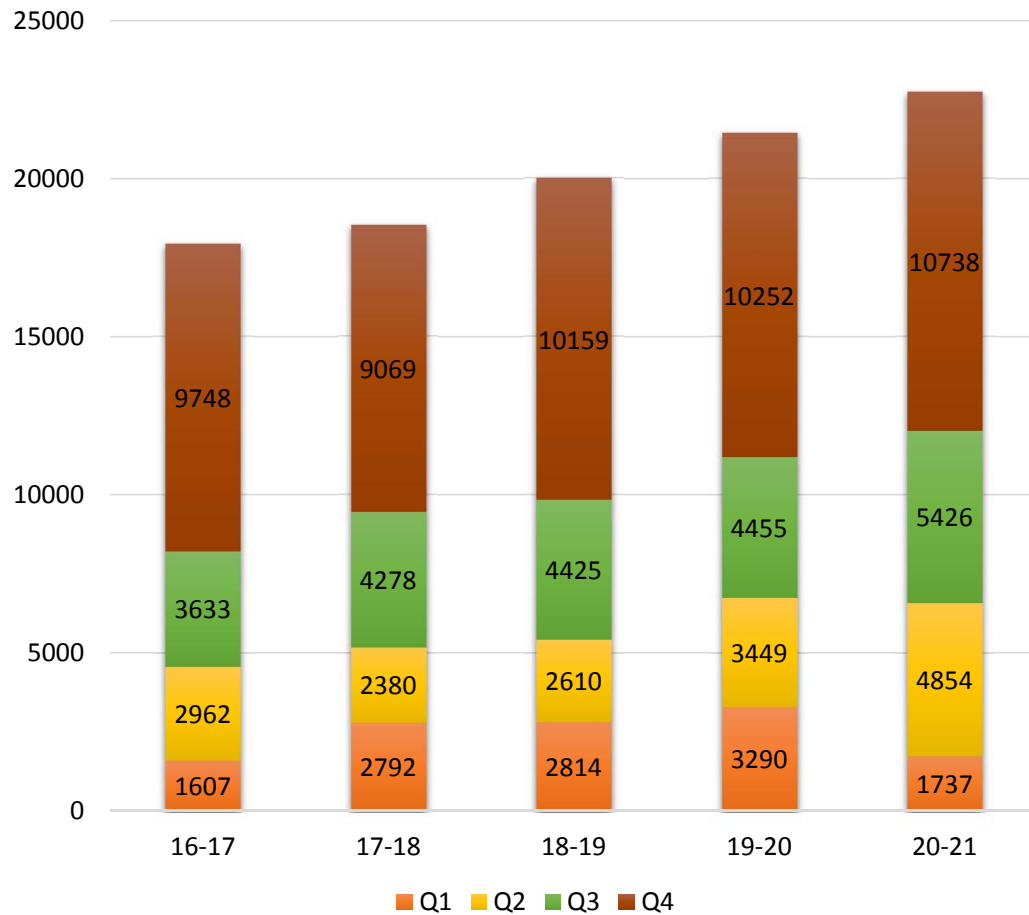


FINANCIAL PERFORMANCE AND SUMMARY

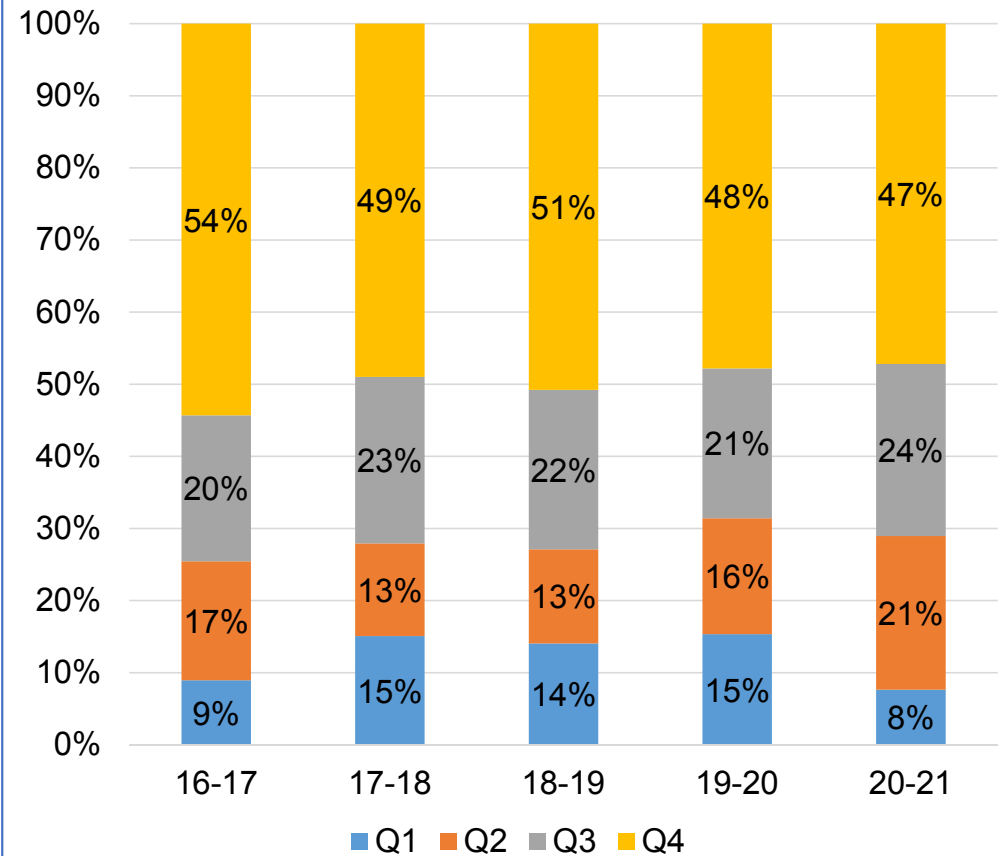
Rs In Crs



Revenue from Operations Q-on-Q



Revenue from Operations Q-on-Q in Percentage

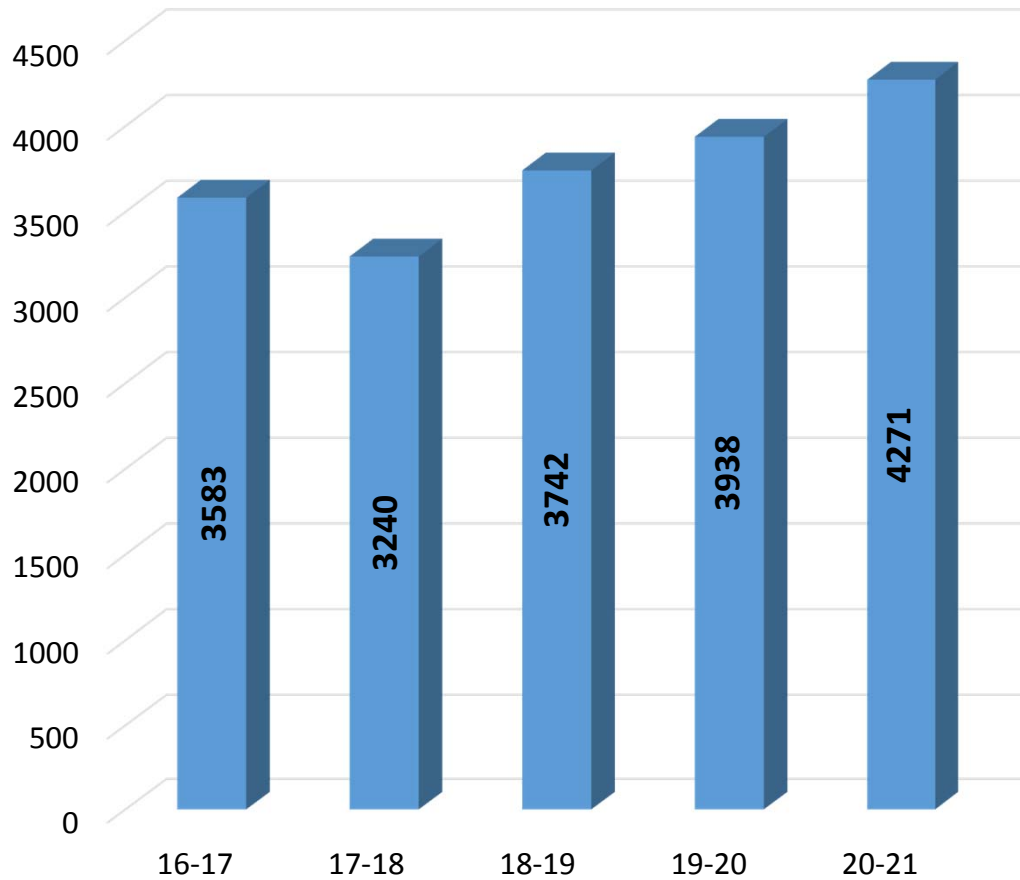


FINANCIAL PERFORMANCE AND SUMMARY

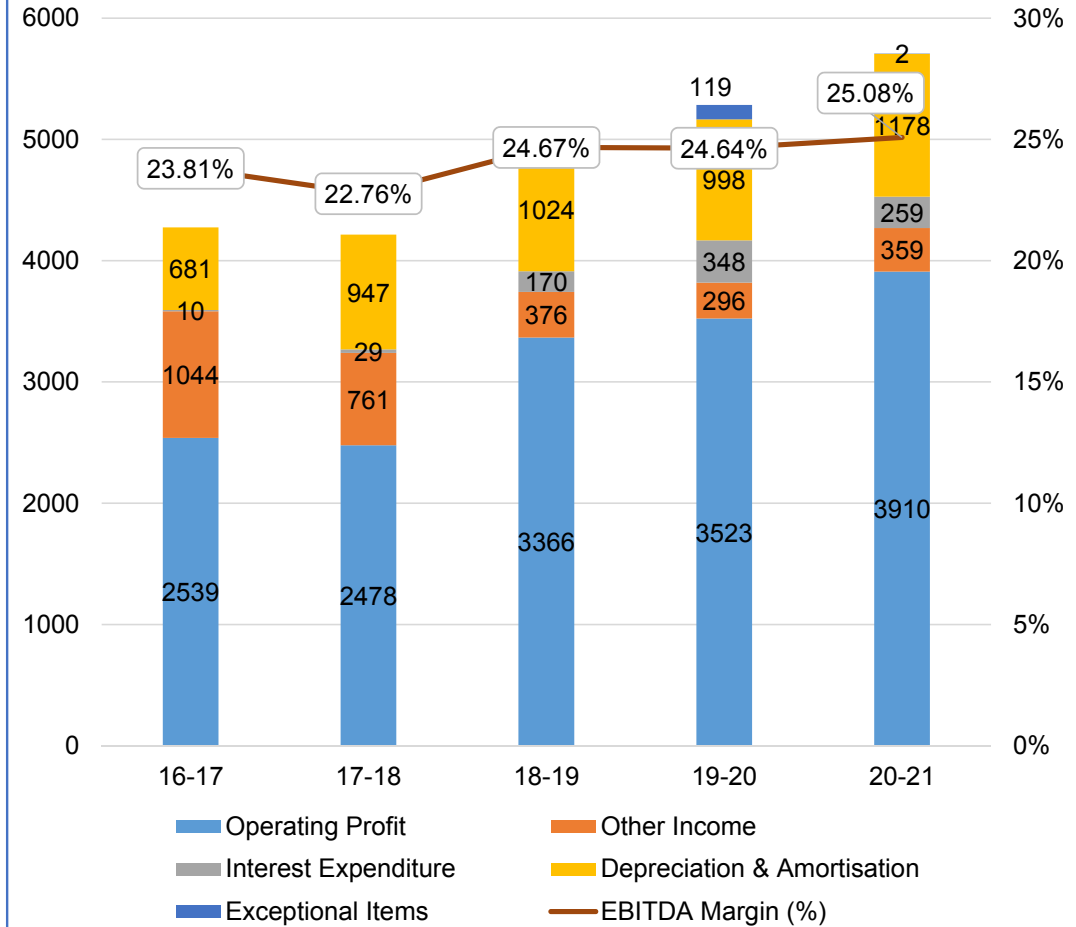
Rs In Crs



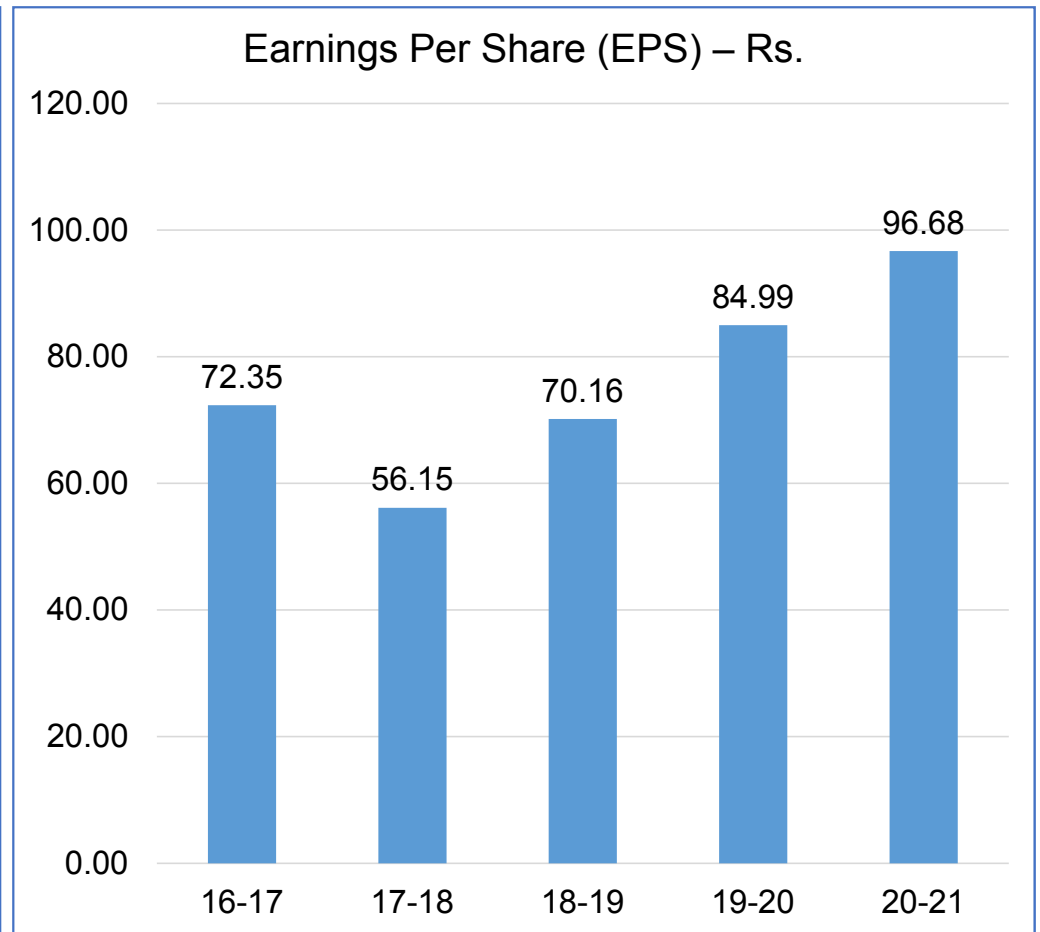
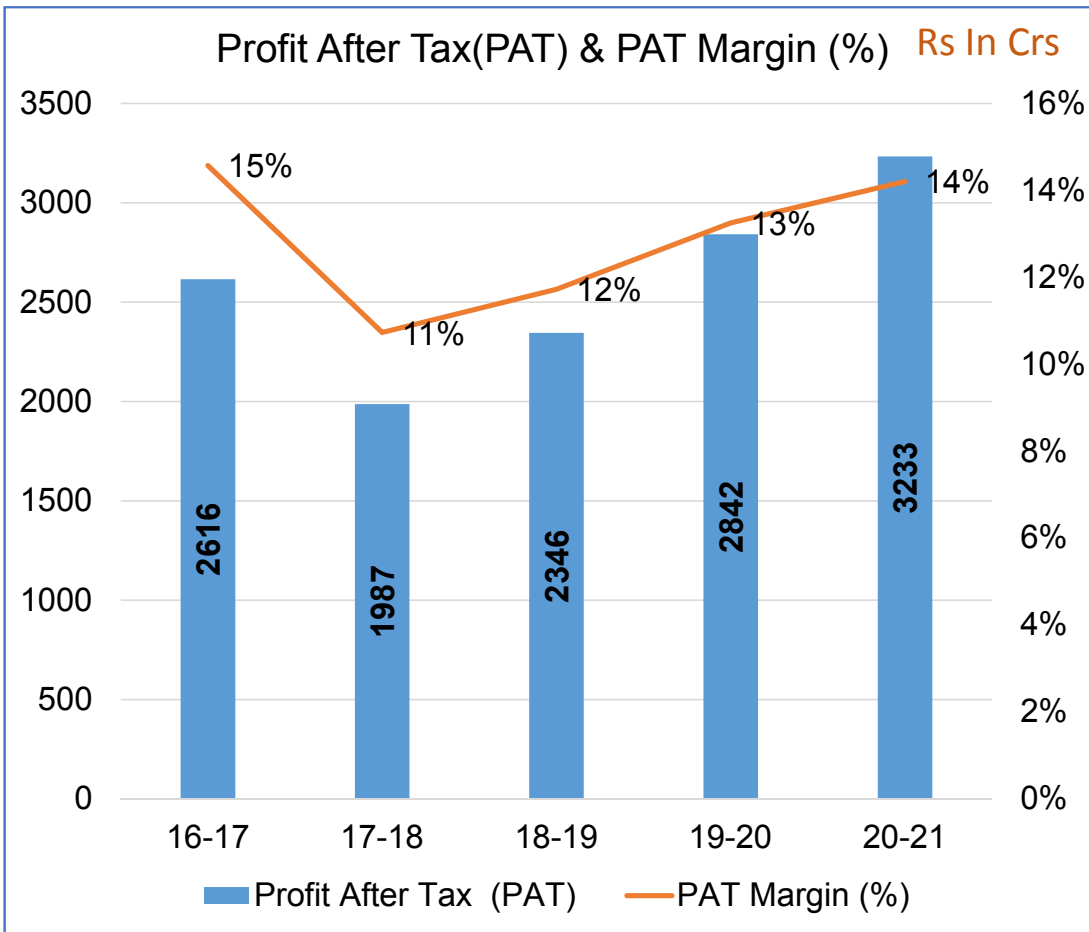
Profit Before Tax (PBT)



EBITDA and EBITDA Margin (%)



FINANCIAL PERFORMANCE AND SUMMARY – 2020-21



•PAT Margin = PAT/ Revenue from Operations

Post Listing CAGR 17.62%

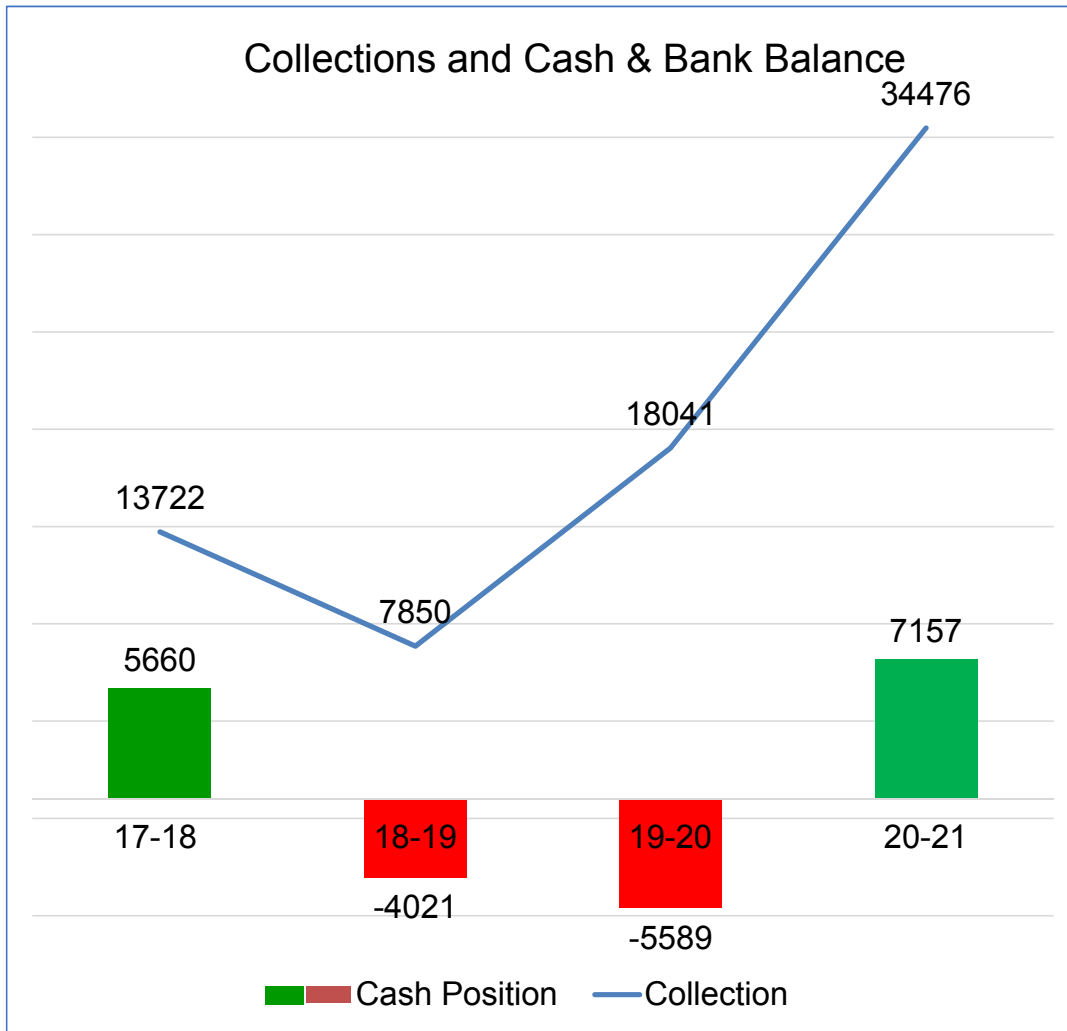
Post Listing CAGR 19.86%

FINANCIAL PERFORMANCE AND SUMMARY

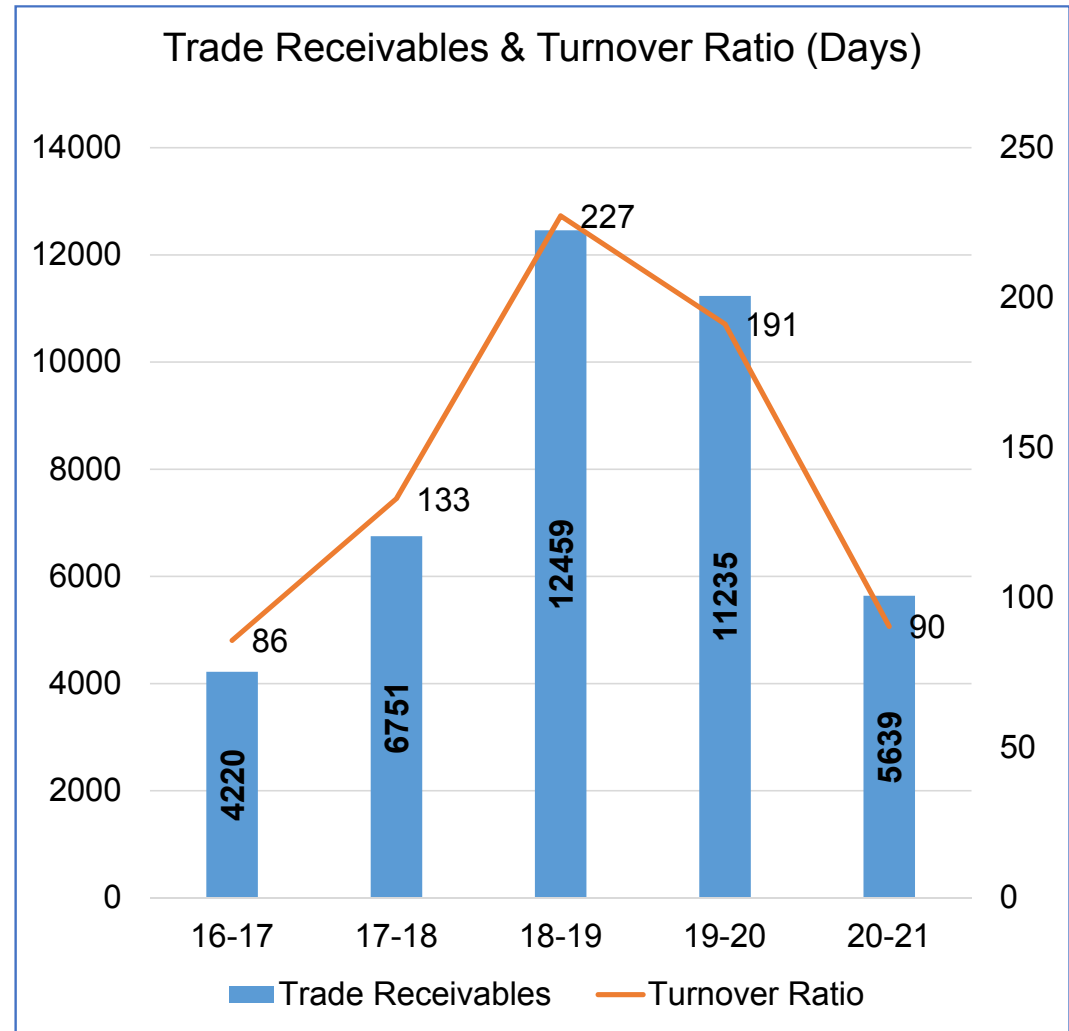
Rs In Crs



Collections and Cash & Bank Balance



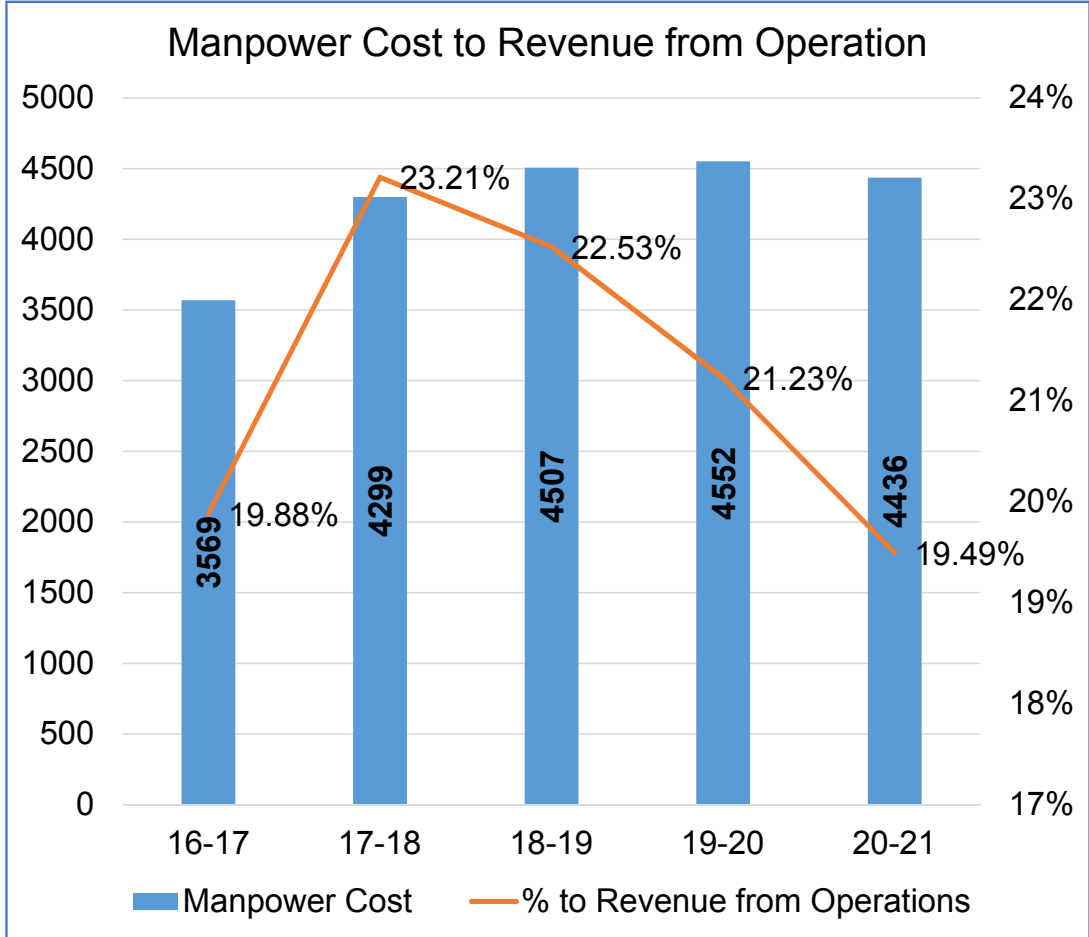
Trade Receivables & Turnover Ratio (Days)



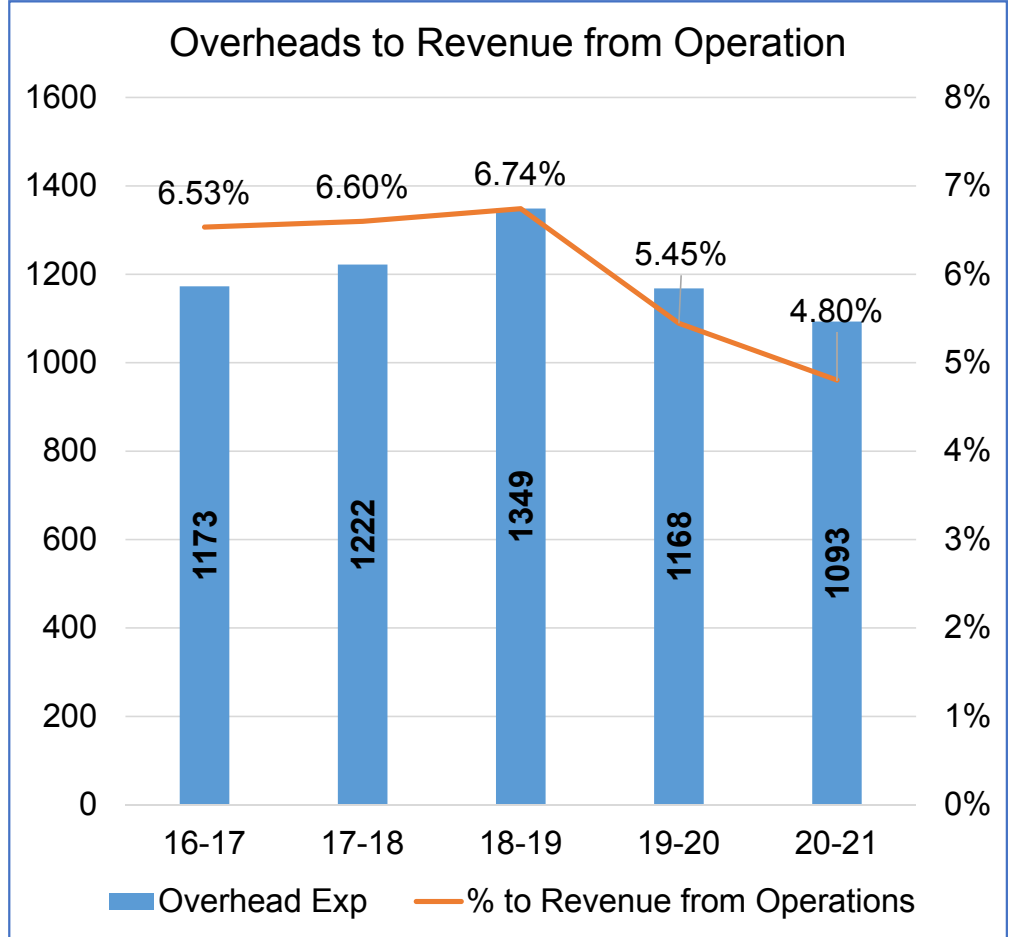
FINANCIAL PERFORMANCE AND SUMMARY



Rs In Crs



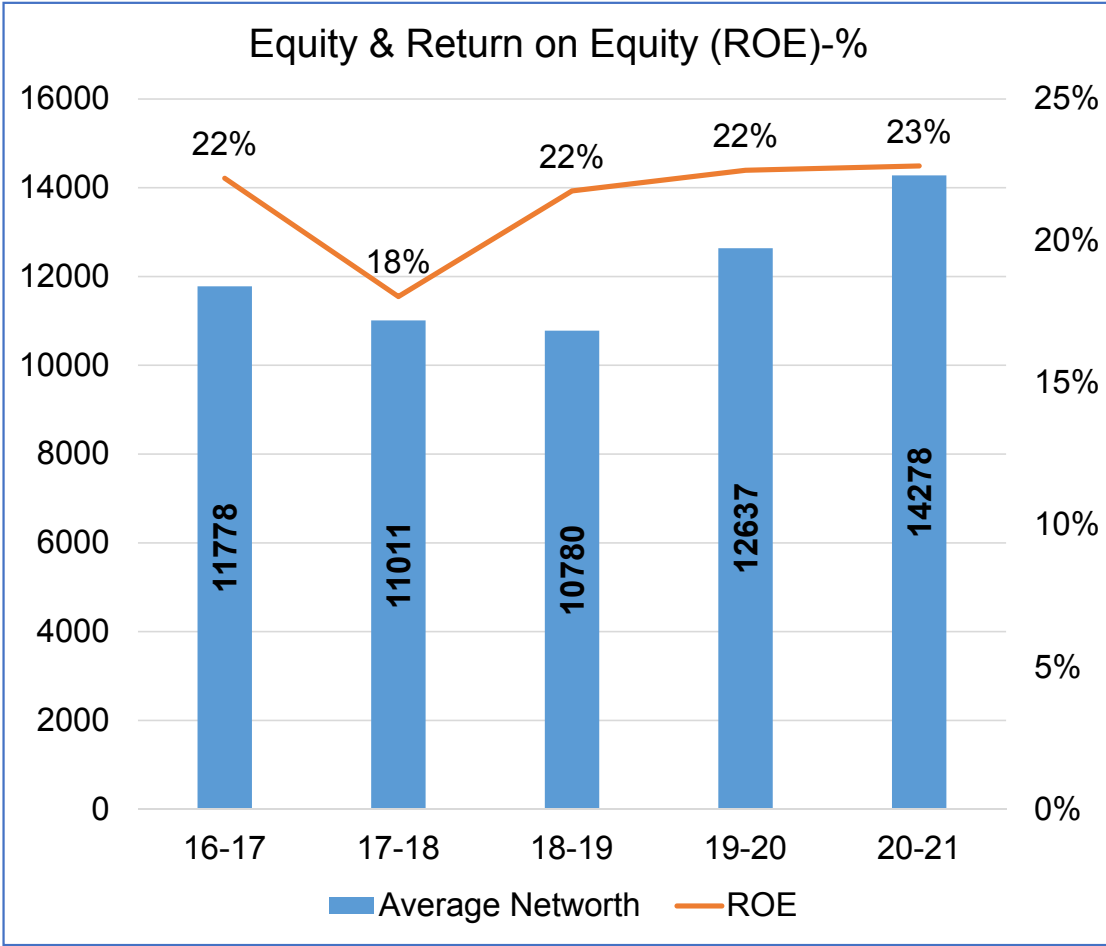
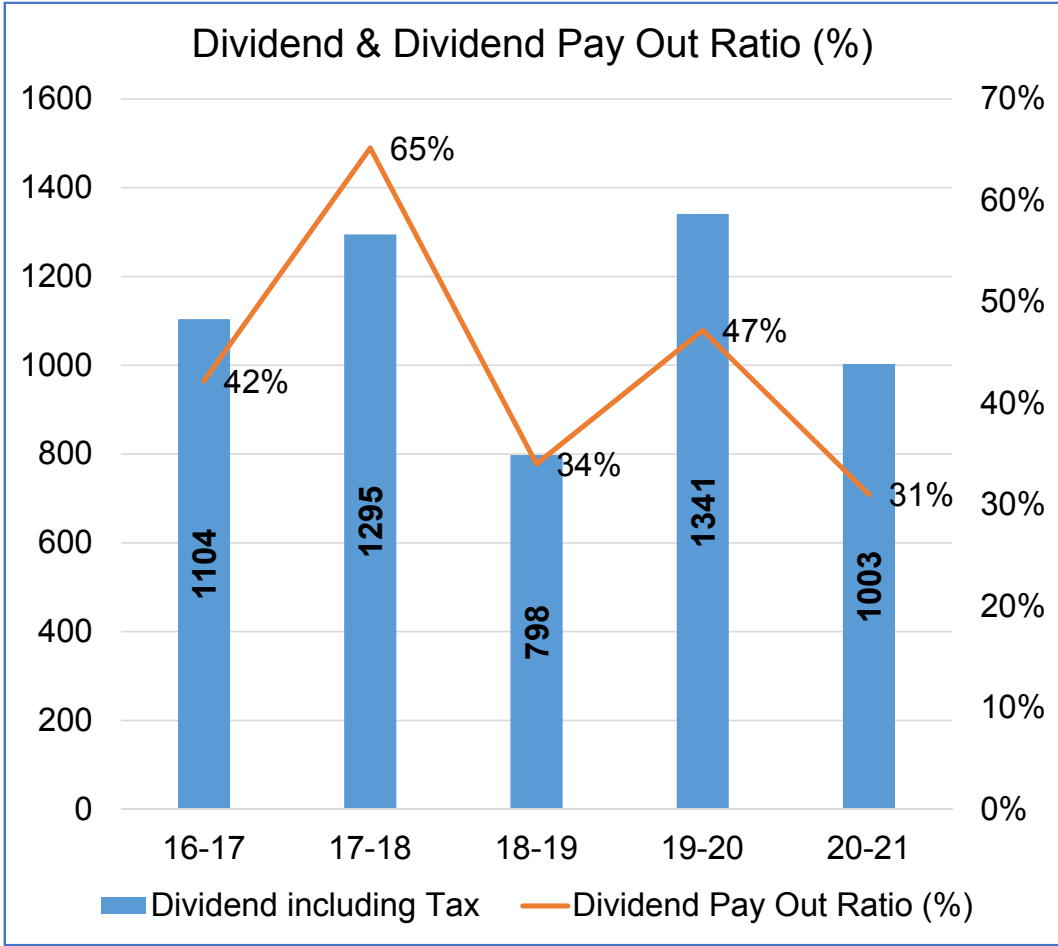
Manpower Cost adjusted for Provisions & Reversals



Reduction in Overhead Exp by 23% during last 2 years

FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs



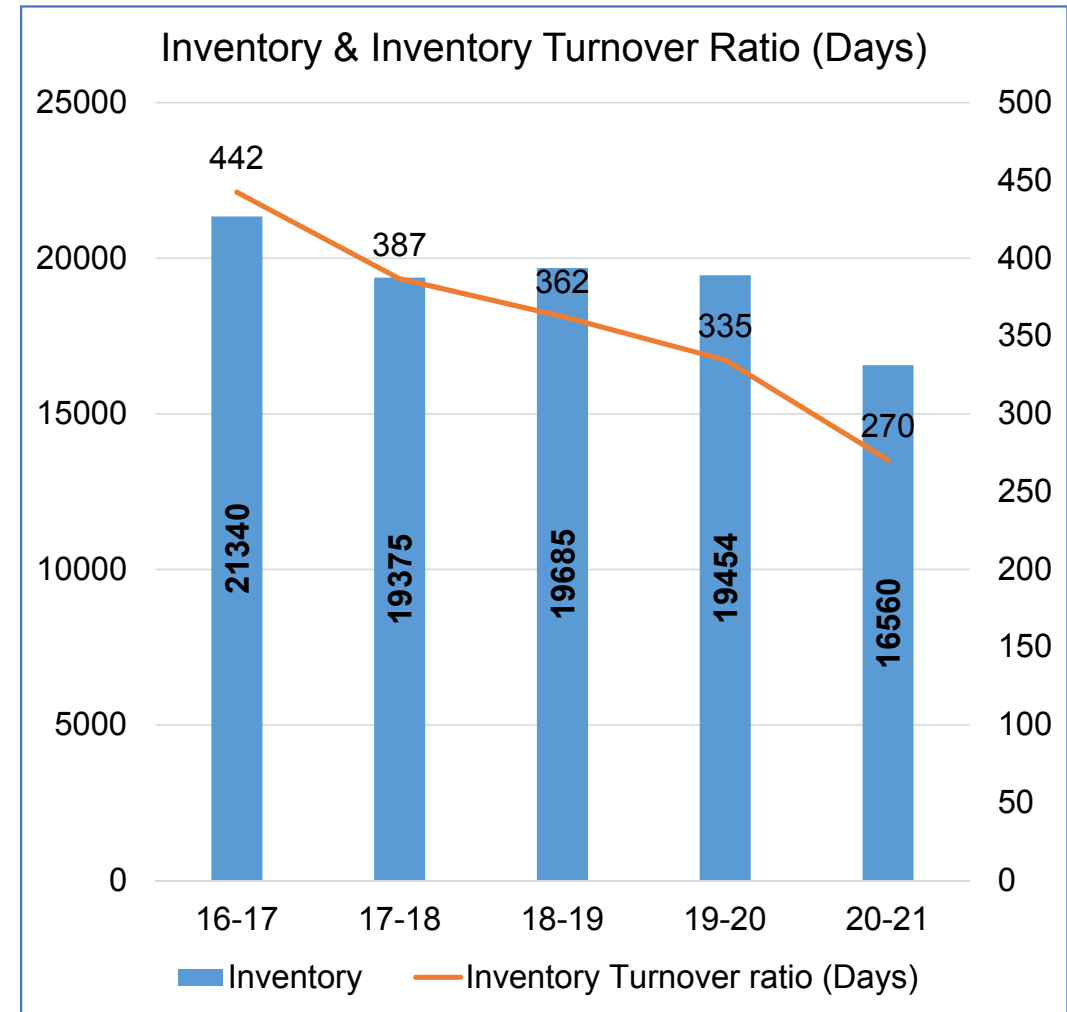
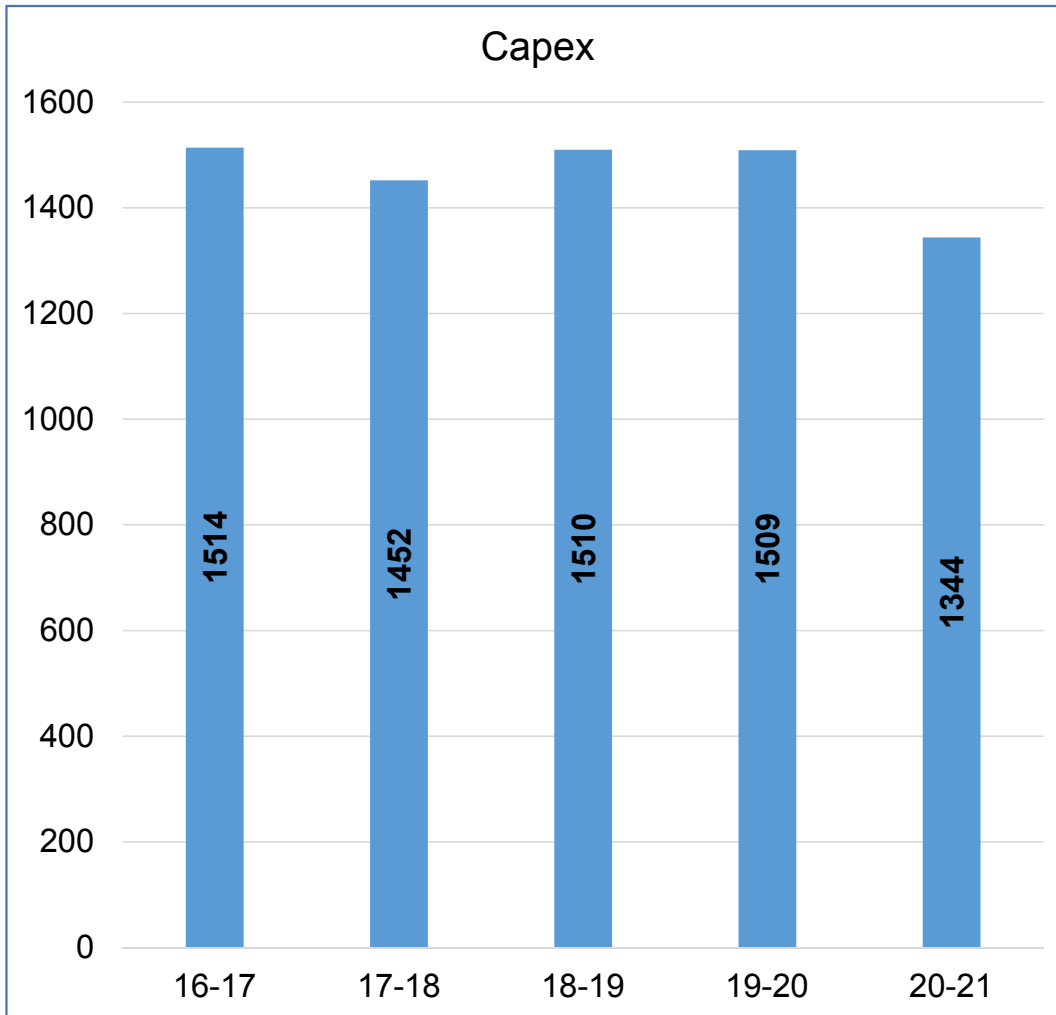
Dividend Payout Ratio = Total Dividends Paid (including taxes)/ PAT

42.5% of the PAT is paid to the Shareholders

ROE = PAT/ Average Net Worth

FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs



SUMMING UP

- Registered all round strong performance despite challenges of Covid 19.
- Government's push for Atmanirbhar Bharat and positive indigenisation list providing boost to HAL's Business.
- Stable Financial Position with consistent growth year on year.
- 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