



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

CO/SEC/4(7)/2020/ BSE & NSE Filing/53

18th November, 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
--	--

Dear Sir/ Madam,

Sub: Q2FY21 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/52 dated 17th November, 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 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 (ದೂರವಾಣಿ) Ph. : +91-80-2232 0001, 2232 0475, ಫ್ಯಾಕ್ಸ್ (ಫ್ಯಾಕ್ಸ್) 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

18 November 2020

DISCLAIMER

This presentation does not constitute or form part of any offer or invitation or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of Hindustan Aeronautics Limited (the "Company"), nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any contract or commitment there for.

This presentation may contain statements that constitute forward-looking statements. These statements may include descriptions regarding the intent, belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. These statements can be recognized by the use of words such as "expects," "plans," "will," "estimates," "projects," or other words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in such forward-looking statements as a result of various factors and assumptions which the Company believes to be reasonable in light of its operating experience in recent years. The Company does not undertake to revise any forward-looking statement that may be made from time to time by or on behalf of the Company.

No representation, warranty, guarantee or undertaking, express or implied, is or will be made as to, and no reliance should be placed on, the accuracy, completeness or fairness of the information, estimates, projections and opinions contained in this presentation. Investors must make their own assessment of the relevance, accuracy and adequacy of the information contained in this presentation and must make such independent investigation as they may consider necessary or appropriate before taking any investment decision or before indulging in buying, selling etc. of securities of the Company. Any opinions expressed in this presentation are subject to change without notice. None of the Company, its Promoter, Directors and its officers shall have any responsibility or liability whatsoever for any loss howsoever arising out of any transaction made on the basis of this presentation or its contents or otherwise arising in connection therewith.

This presentation is not for publication or distribution or release in the United States, Australia, Canada or Japan or in any other country where such distribution may lead to a breach of any law or regulatory requirement.

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

76% footprint in Defence flying platforms

Order Book

INR 54,140 Crs (As of 30th Sep 2020)

Sales (in FY 2019-20) (H1 2020-21)

INR 21218 Crs.

INR 6413 Crs.

MANUFACTURED

Aircraft – 4150+

Engine – 5250+

OVERHAULED

Aircraft – 11550+

Engine – 34600+

“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

Products & Services



Fixed Wings

Rotary Wings



Accessories & Avionics



Aero-Engines & Gas Turbines



Aerospace

UAV



HAL – Current Operations

Platforms



Su-30 MKI



LCA



Do-228



LCH



ALH- Dhruv



ALH WSI -Rudra



Cheetal



Chetak

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-25

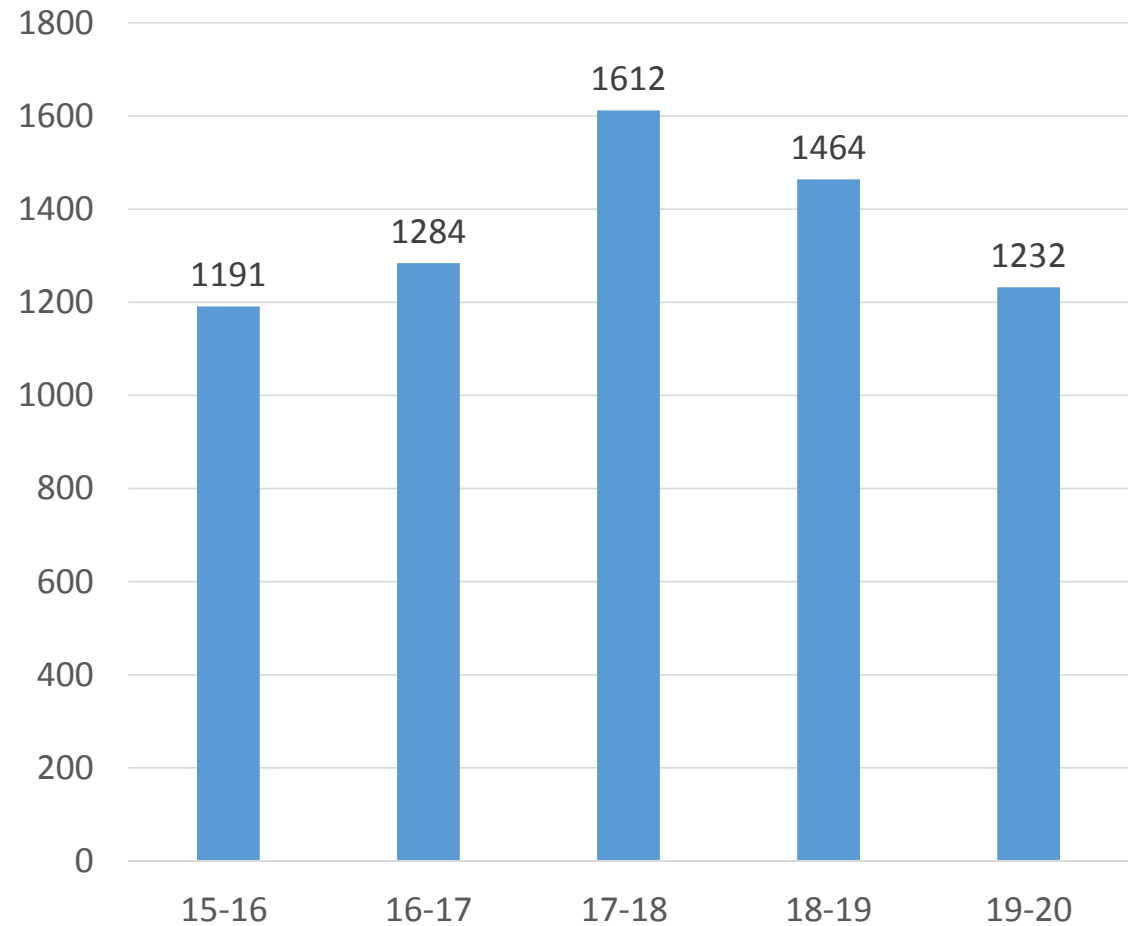
DESIGN & DEVELOPMENT CAPABILITIES

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

Accessories /Avionics / Systems

Aircraft & Helicopter Upgrades

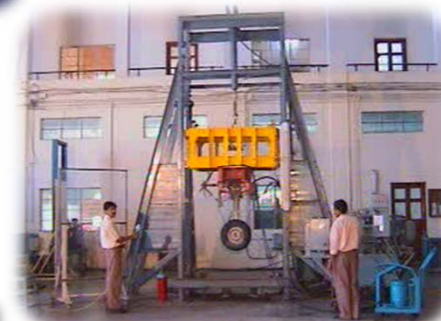
Technology/Infrastructure

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



Airframe Design

Airframe Ground Test



Wind tunnel
(Low speed)



In-House Major Development Programs



Light Combat Aircraft (LCA)
- Make in India Fighter Aircraft



Light Combat Helicopter (LCH)
- Capable to operate at 4700 mtrs with a payload of 500 kg



Light Utility Helicopter (LUH)
- 3 Ton Utility Helicopter



IMRH (Indian Multi Role Helicopter)
- 12 Ton



Basic Trainer Aircraft (HTT-40)



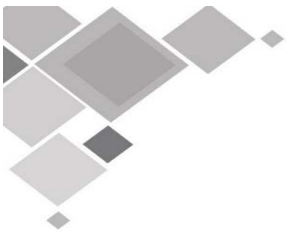
Mirage 2000 Upgrade



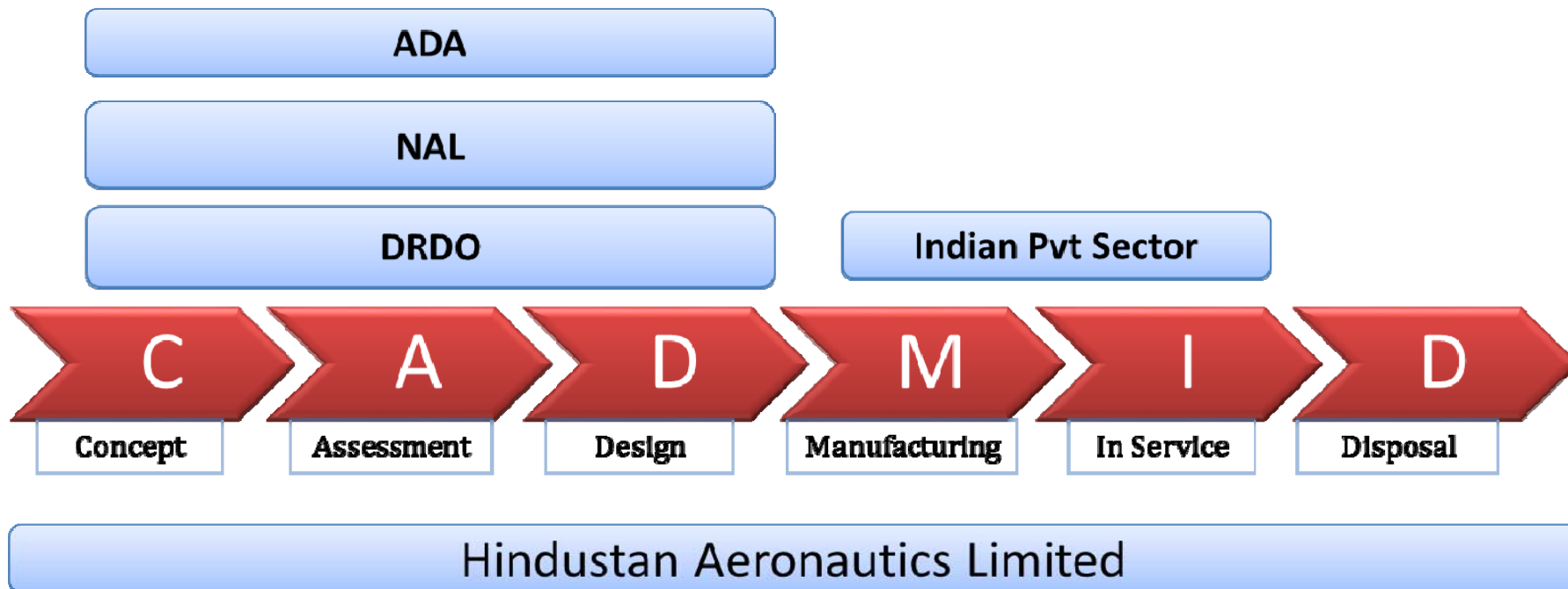
Jaguar Darin III Upgrade



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



HAL Capability Spectrum



Fixed Wing

LIGHT COMBAT AIRCRAFT (LCA) TEJAS

ROLES

- Supersonic fighter for air combat
- Offensive air support.
- Reconnaissance
- Anti-shipping missions

FEATURES

- Tail-less compound delta configuration
- Quadruplex Digital Fly By Wire
- Open System Architecture
- Advanced Composites Structure



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 - 300+

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**

Civil Aerospace



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



- Do-228 Civil certified
- EASA certification is under progress.

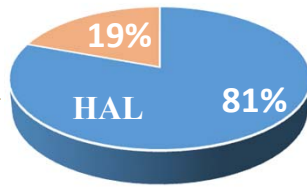


- Light Utility Helicopter under development.
- Intended for casualty evacuation/ VIP movement in civilian role.

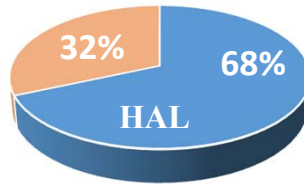
HAL's Support to Forces



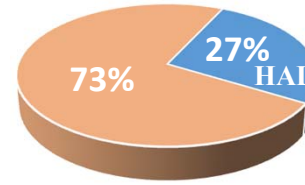
IAF



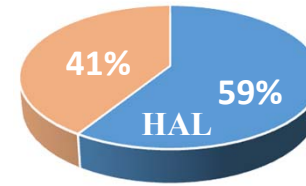
FIGHTERS



TRAINERS



TRANSPORT

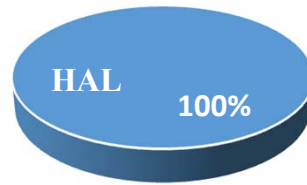


HELICOPTERS

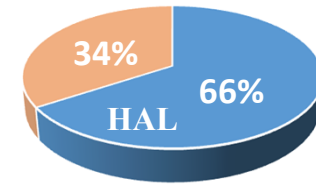
AROUND 72% IAF FLEET IS SUPPORTED BY HAL



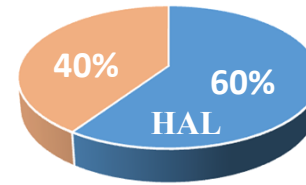
IN



TRAINERS



TRANSPORT



HELICOPTERS

AROUND 62% NAVY FLEET IS SUPPORTED BY HAL



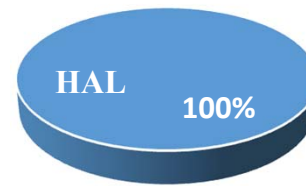
ARMY



HELICOPTERS



CG



TRANSPORT



HELICOPTERS

100% FLEET OF ARMY AND CG IS SUPPORTED BY HAL

FINANCIAL PERFORMANCE AND SUMMARY

MAJOR HIGHLIGHTS OF H1 2020-21



Rs.6591 Cr

against CPPY Rs. 6739 Cr

Revenue from Operations

Short fall due to Covid-19 made good in Q2

Rs.1042 Cr

against CPPY Rs. 1197 Cr

Profit Before Tax

22.0%

against CPPY: 16.0%

Current Quarter Sales to Annual Sales

Rs.13007 Cr

against CPPY: Rs. 12795 Cr

Collection from Defence Customers

Rs.4332 Cr

against Rs. 5887 Cr as of 31-03-2020

Reduction in Overdraft Utilized

Rs.17553 Cr

against Rs. 19076 Cr as of 31-03-2020

Trade Receivables including Contract Assets

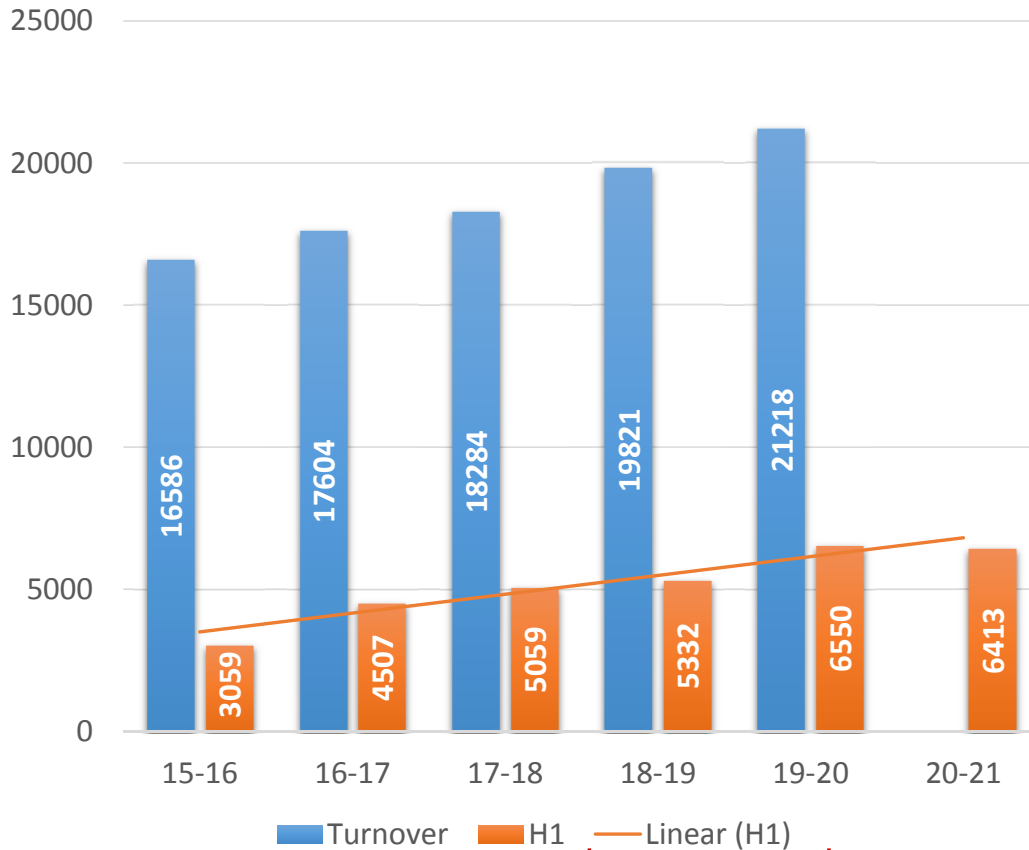
CPPY: Corresponding Period Previous Year

FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs



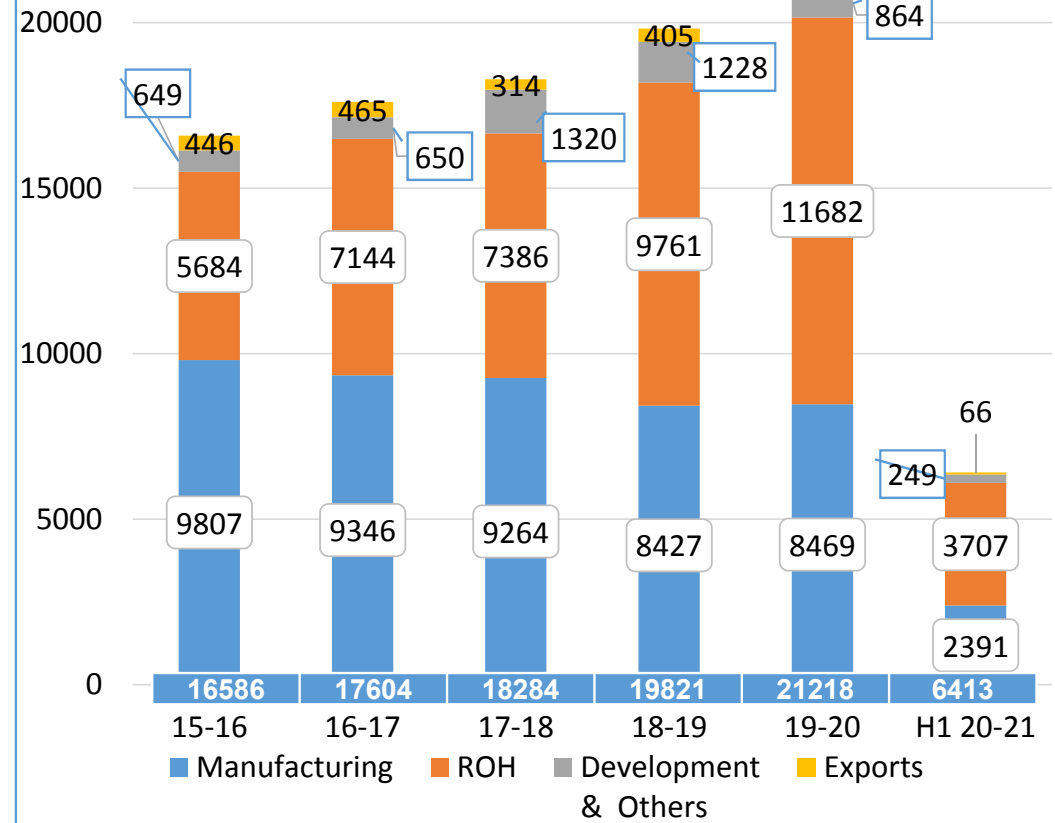
Turnover Over The Years



CAGR – 6.36%

YoY – 7.05%

Activity-Wise Turnover



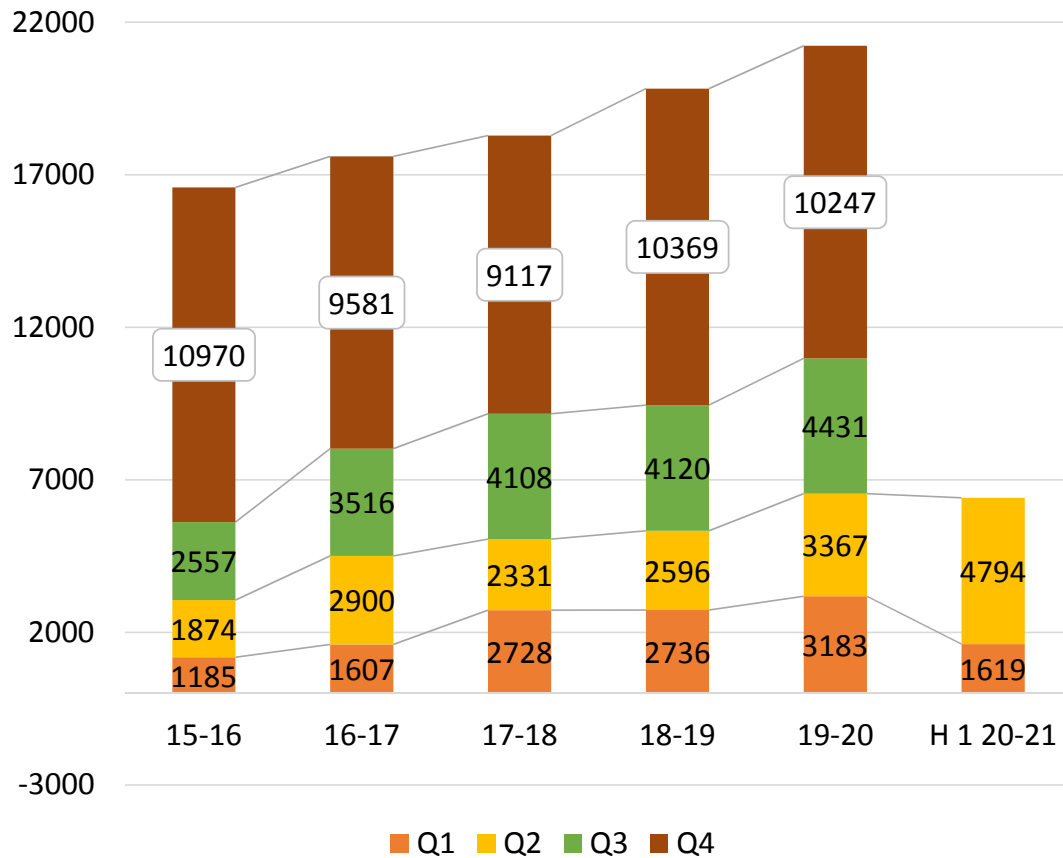
ROH has Recorded CAGR of 19.73%

FINANCIAL PERFORMANCE AND SUMMARY

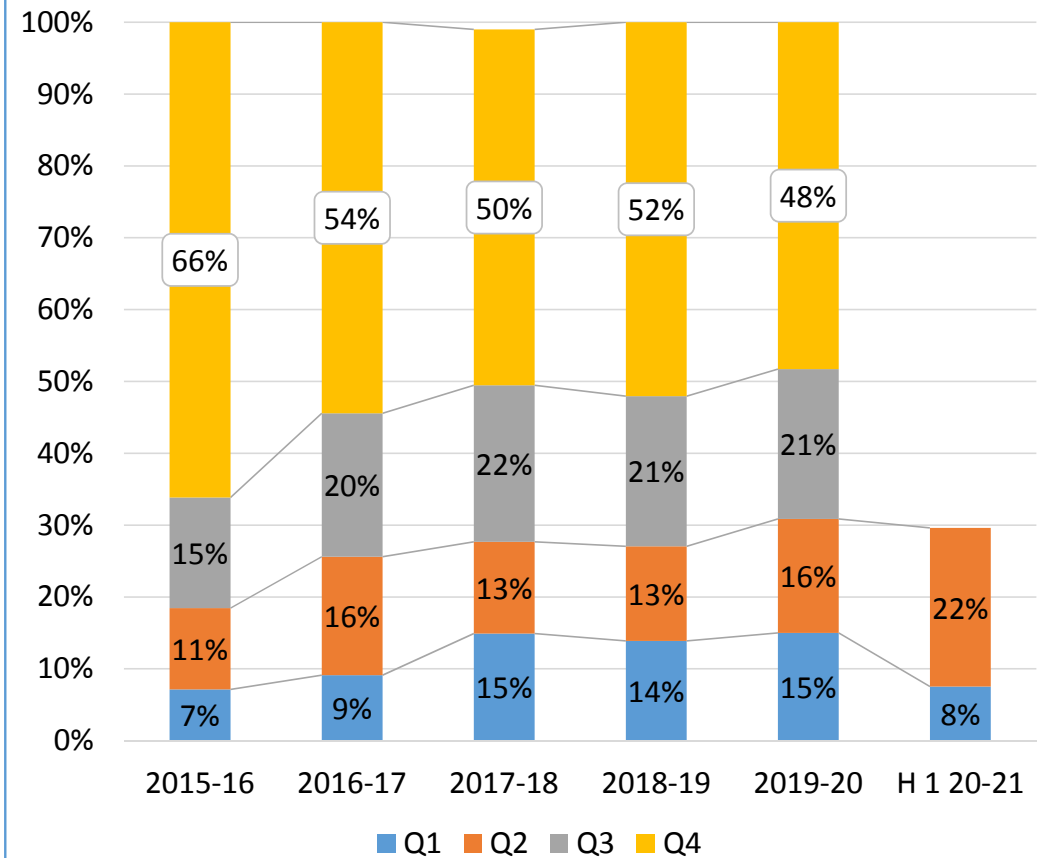
Rs In Crs



Sales: Q-on-Q- Comparison

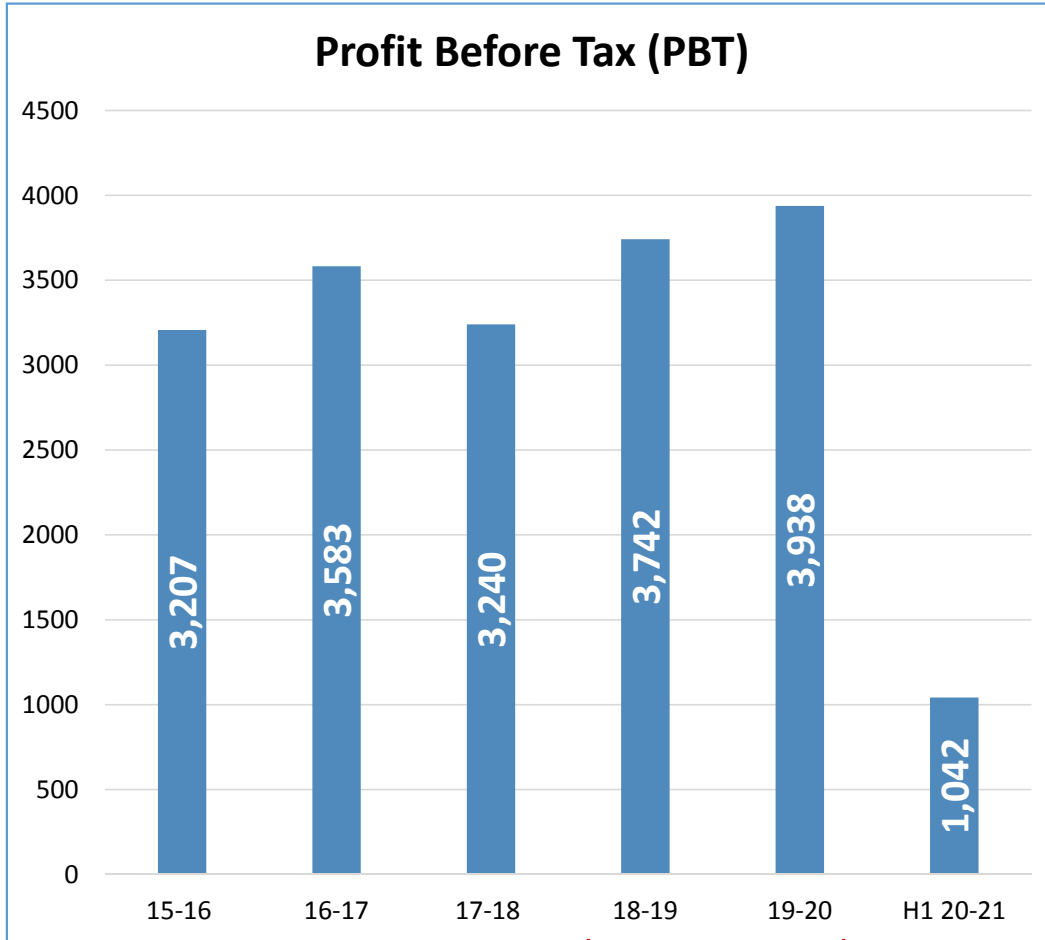


% of Quarterly Sales to Yearly Sales

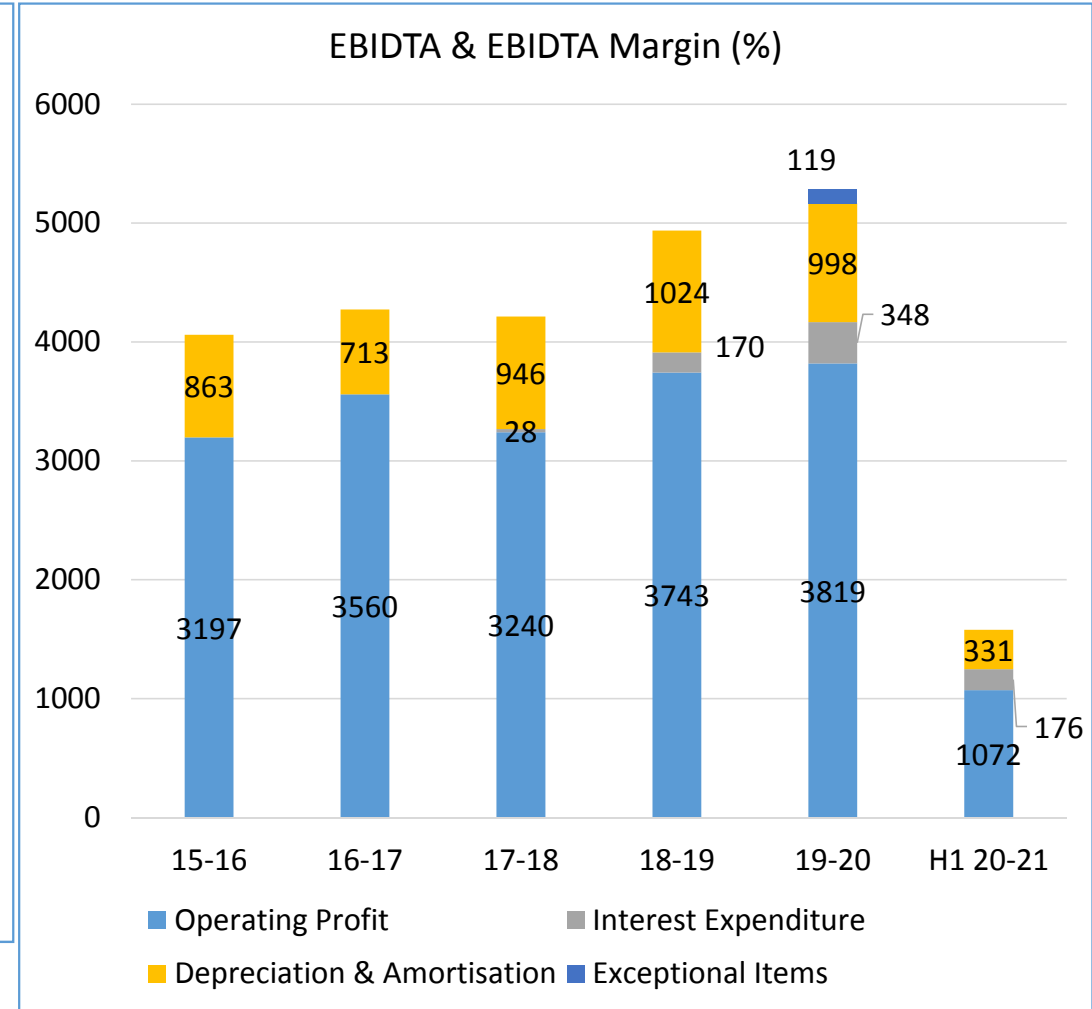


FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs

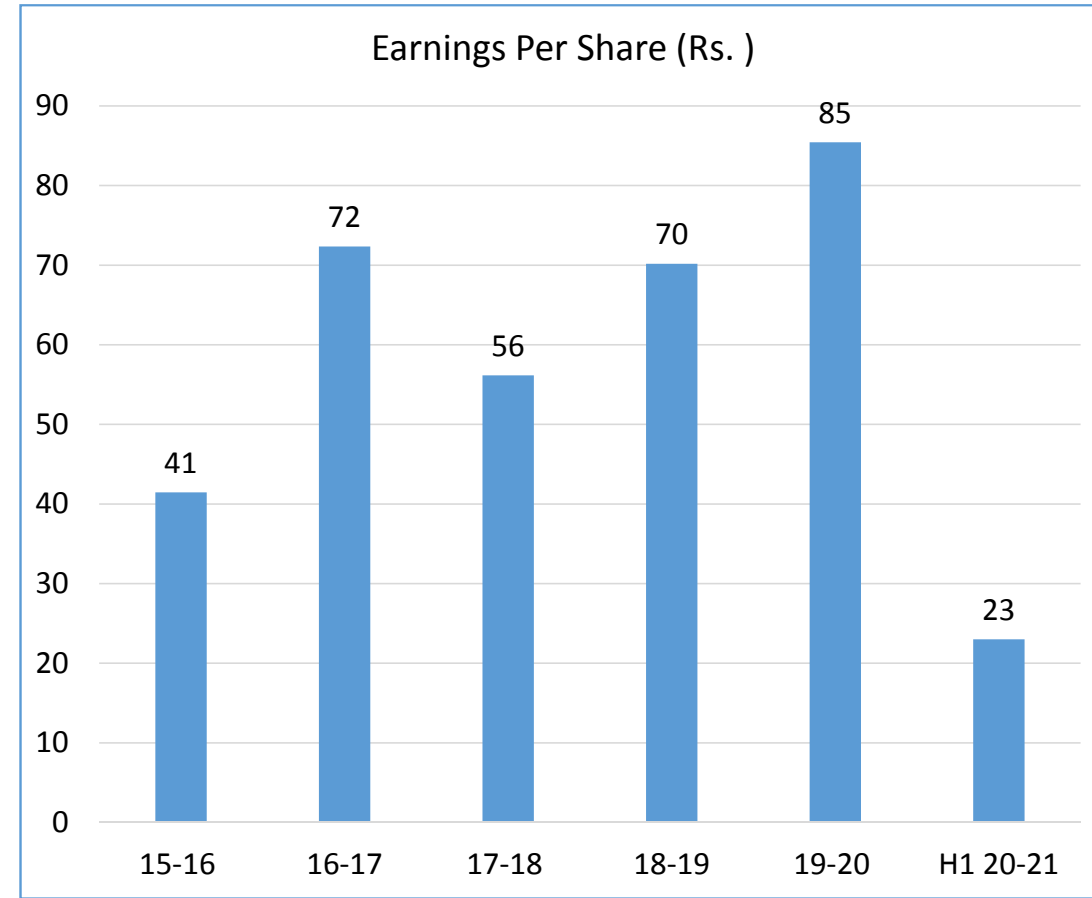
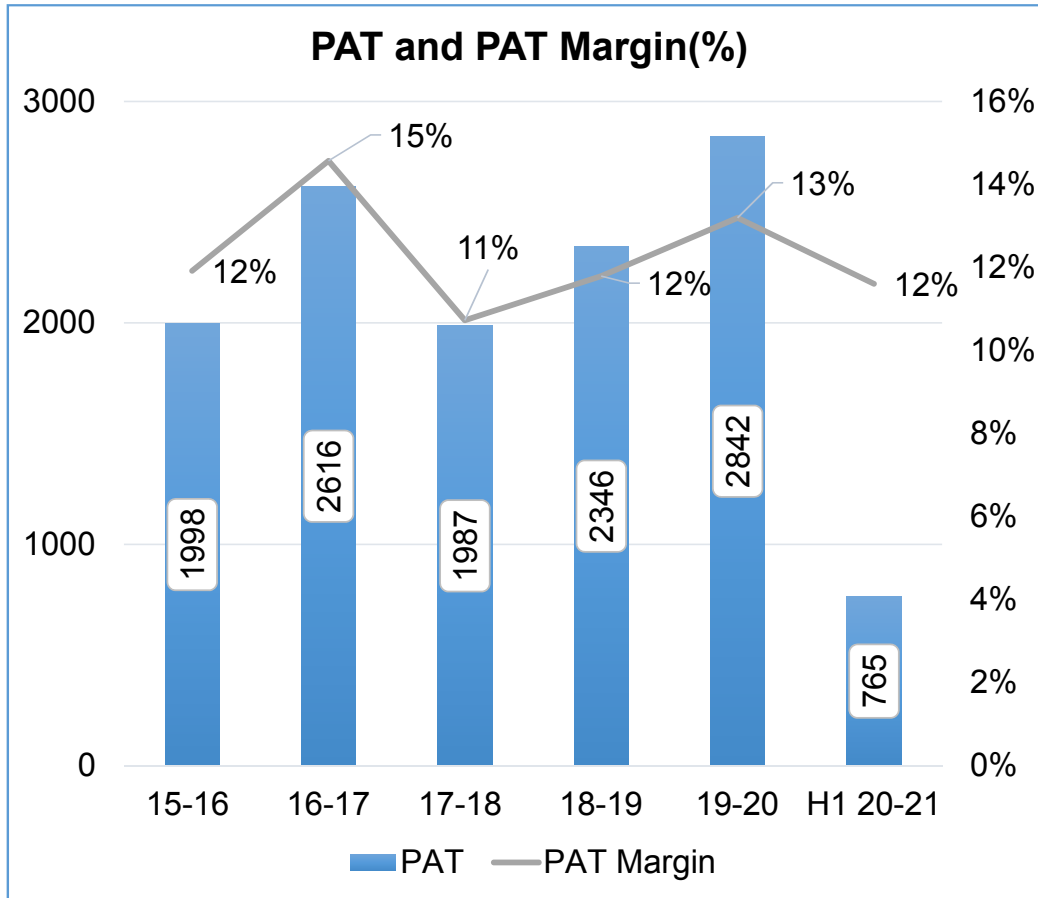


CAGR – 5.28% YoY – 6%



CAGR – 6.73% YoY – 7.4%

FINANCIAL PERFORMANCE AND SUMMARY



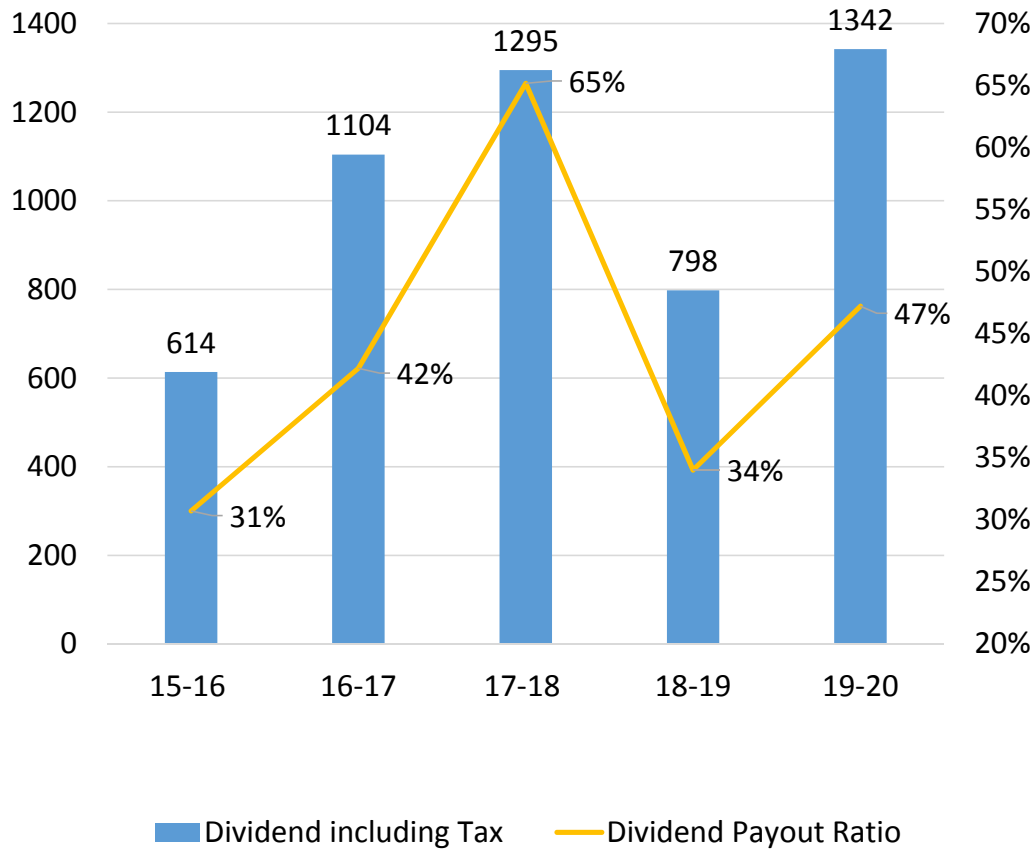
•PAT Margin = PAT/ Revenue from Operations

FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs

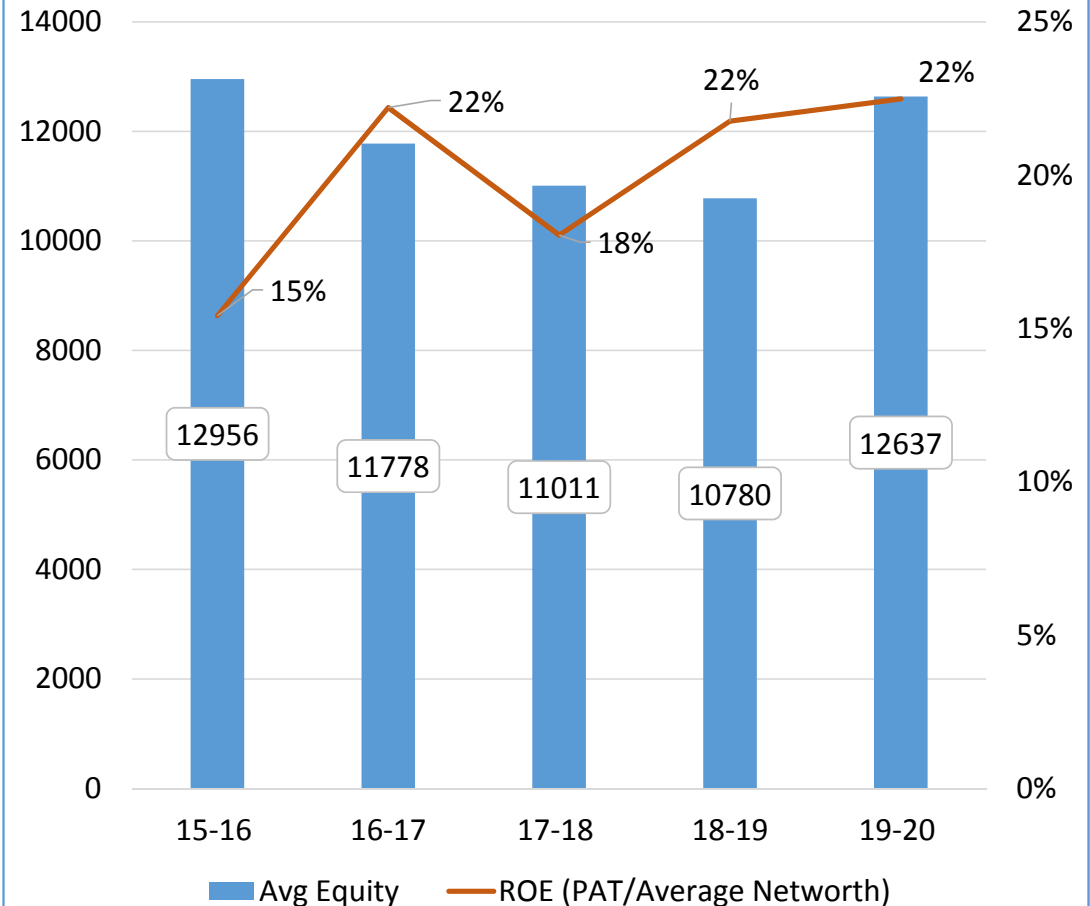


Dividend & Dividend Pay Out Ratio (%)



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

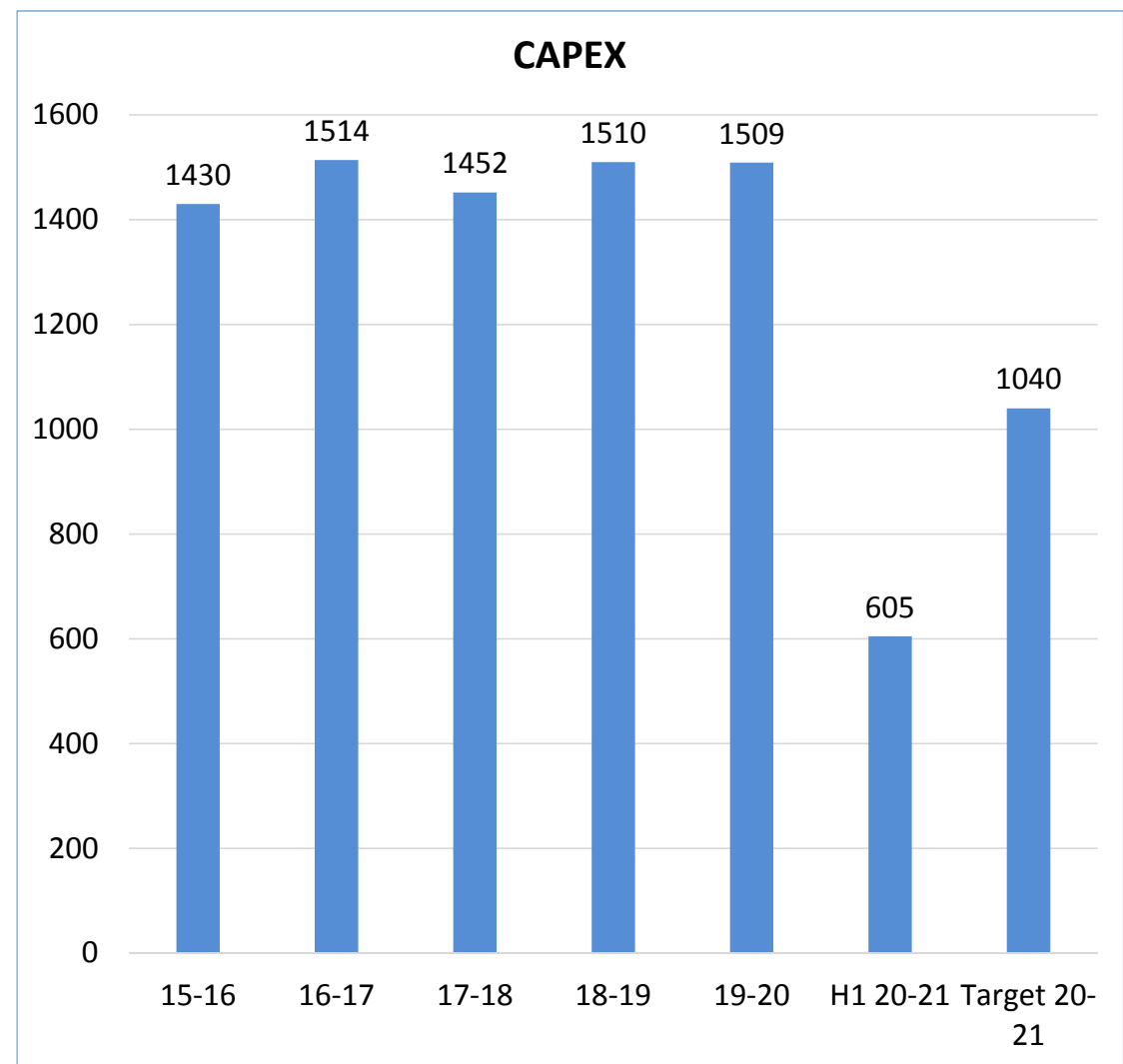
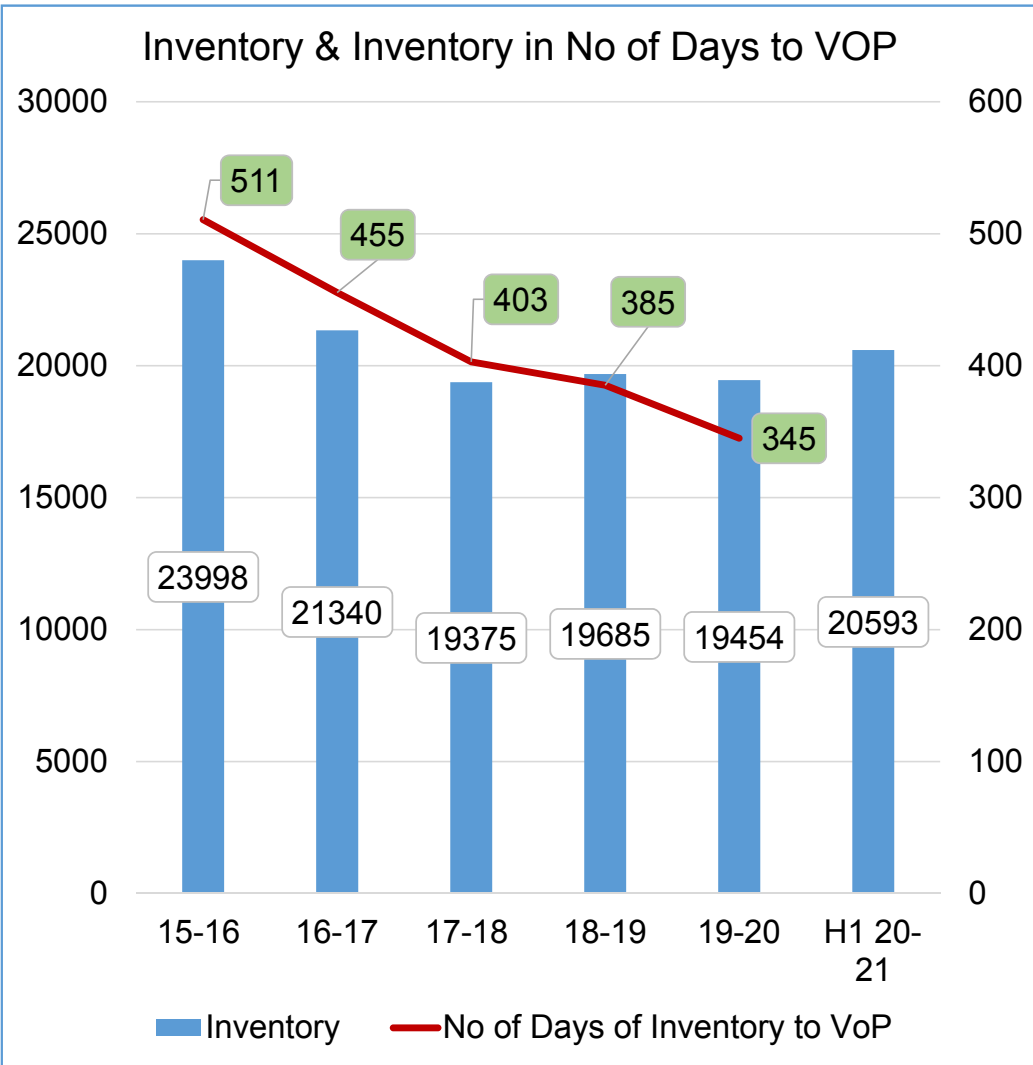
Equity vs Return on Equity (ROE) - (%)



ROE = PAT/ Average Net Worth

FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs

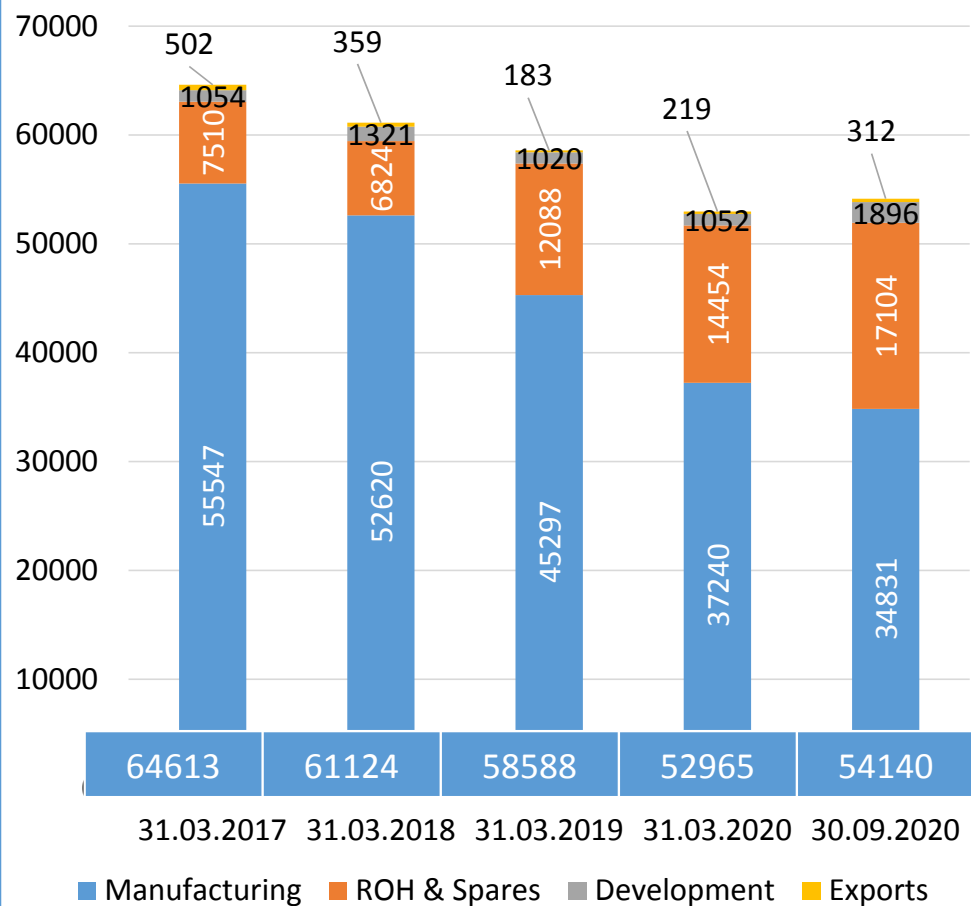


ORDER BOOK – FIRM & PROJECTED

Rs In Crs



Firm Order Book - Activity-Wise



ORDER BOOK - PROJECTED

Activities	Likely Additions 2020-21	Likely Additions 2021-22
Manufacturing	40000	17000
ROH & Spares	13000	13000
Development	4400	5000
Exports	200	200
Total	57600	35200

SUMMING UP

- The Covid-19 impact has been largely recovered during the Current quarter.
- Government's push for Atmanirbhar Bharat opens up new Business avenues for HAL.
- Stable Financial Position with improved cash flows and consistent growth in revenue on year on year basis.
- 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, 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