



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

CO/SEC/4(7)/2021-22/ BSE & NSE Filing/71

9th March, 2022

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 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/70 dated 7th March, 2022 regarding intimation of Schedule of Analyst/ Institutional Investor meeting, 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



ANALYST MEET MARCH 2022

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Significant Achievements upto Q3 2021-22

Hon'ble PM handed over HAL produced indigenous **Light Combat Helicopter to IAF** during the “Rashtriya Raksha Samarpan Parv” celebrations to mark the 75th year of Indian's Independence

A Contract is signed between HAL and MoD on 18th Nov 2021 for a value of Rs 357 Cr for procurement of two **Fixed Base Full Mission Simulators (FBFMS)** for Jaguar DARIN III Aircraft.

HAL and Zero Avia, entered into a development collaboration agreement on 9th Nov 2021 for **hydrogen-electric powertrain** capable of flying the 19 seat **Dornier 228 aircraft** up to 500 NM.

HAL has secured an order for manufacturing, assembly, integration, testing and supply of High Speed Expendable Aerial Target (HEAT) System known as ABHYAS from Aeronautical Development Establishment, DRDO.

The **Combat Air Teaming System (CATS) Warrior** being designed and developed by ARDC has commenced '**Low Speed Wind Tunnel Tests**' at HAL Wind on 17 Jan 2022 to commence the first test.

HAL and M/s Max AeroSpace & Aviation Pvt. Ltd, Mumbai have signed an MoU on 12th Jan 2022 to explore business opportunities for MRO of civil aircraft.

Significant Achievements upto Q3 2021-22

Successfully carried out the **first flight of Hindustan-228** aircraft towards DGCA 'Type Certification'.

The **heaviest Semi-Cryogenic propellant tank (SC120- LOX)** ever fabricated by HAL was delivered to Indian Space Research Organization (ISRO).

HAL supplied the first batch of **'Ring Forgings'** to **GE Aviation's LEAP engine program**. LEAP powers Airbus A320 neo family as well as the Boeing 737 MAX, the most produced aircraft in the world.

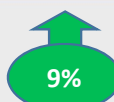
Basic Trainer Aircraft, **HTT 40** has **successfully completed the erect spin certification** flight trials which is a significant milestone and the platform is under certification.

The **indigenous engine development programs HTFE-25 Core Engine** and **HTSE-1200 Jet mode engine** successfully completed **High altitude cold weather trials at Leh**.

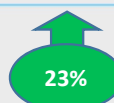


MAJOR FINANCIAL HIGHLIGHTS 31.12.21

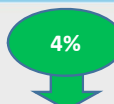
Revenue from Operation

 **Rs. 13059 Cr**
against 9M FY20-21 Rs 12016 Cr

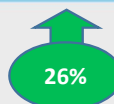
Earning Per Share

 **Rs. 59.35**
against 9M FY20-21 Rs 48.39

Receivable

 **Rs. 5414 Cr**
against 31.03.21 Rs 5639 Cr

Profit Before Tax


 **Rs. 2657 Cr**
against 9M FY20-21 Rs 2111 Cr

Profit After Tax

 **Rs. 1985 Cr**
against 9M FY20-21 Rs 1618 Cr



Interest Income

 **Rs. 290 Cr**
against 9M FY20-21 Rs 45 Cr

Financing Cost

 **Rs.16 Cr**
against 9M FY20-21 Rs 229 Cr


Improvement in Credit Rating by ICRA

 **AAA Stable**
from AA+ Stable FY 20-21

Operating Profit %

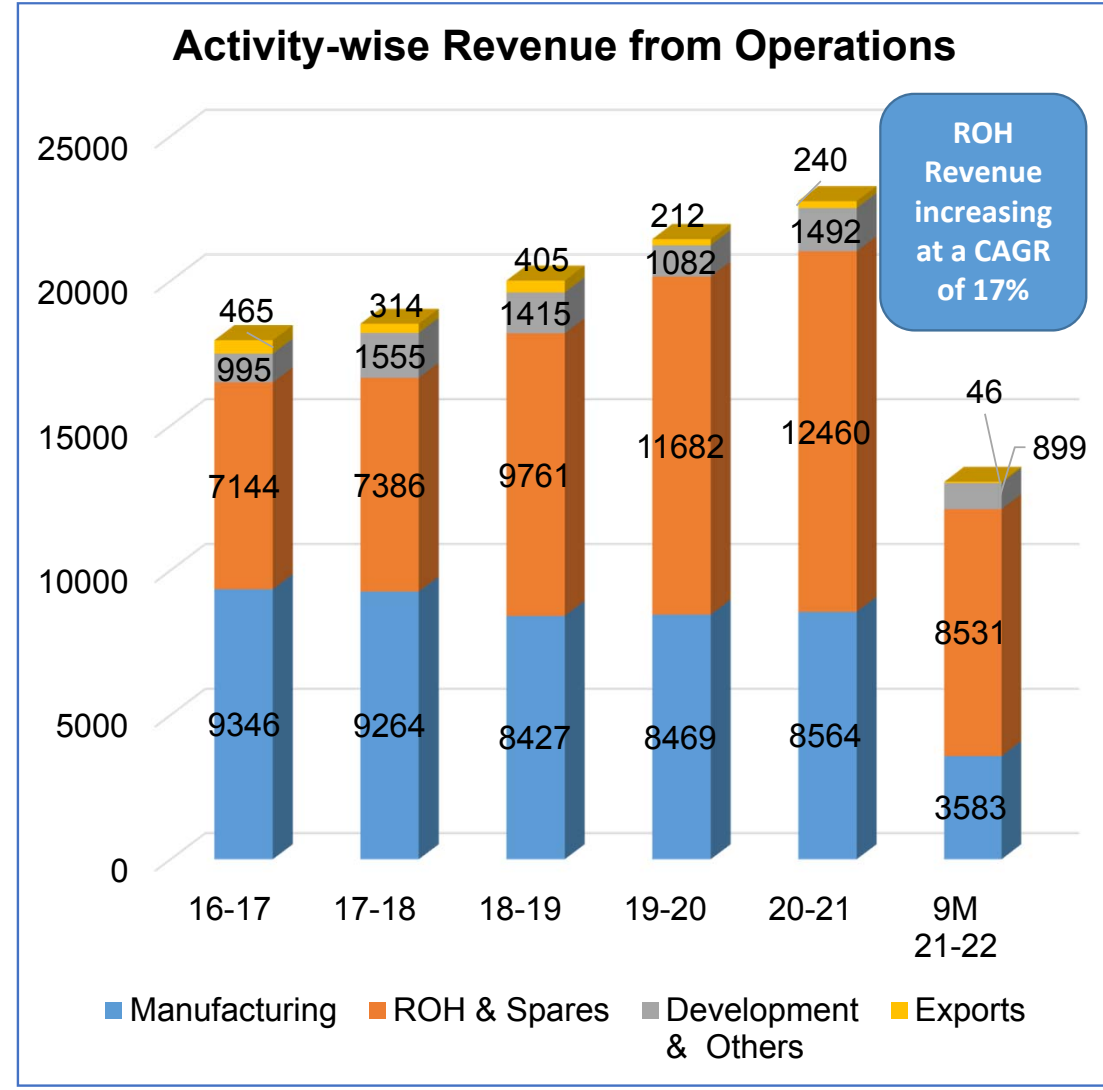
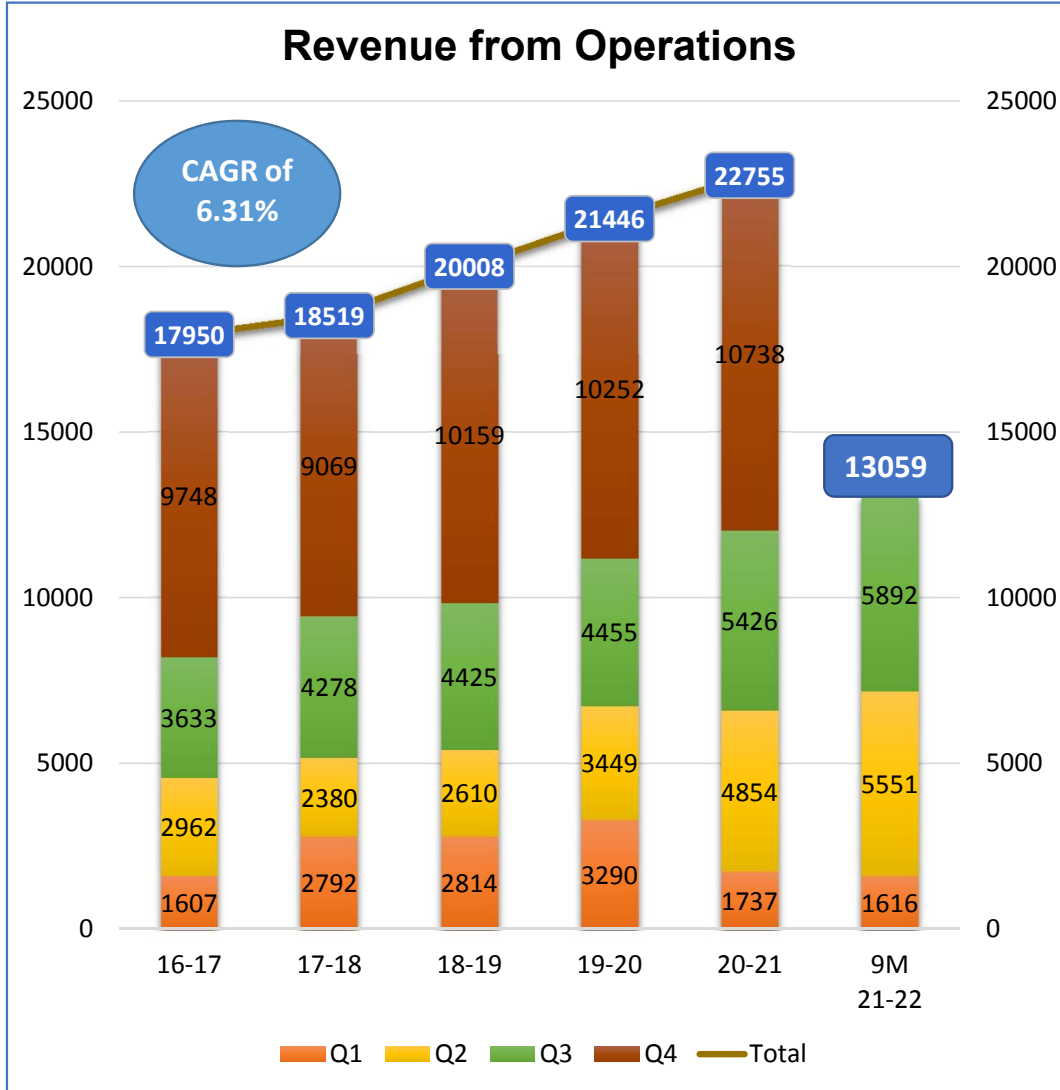
 **17%**
against 9M DEC 20 16%

EBITDA

 **Rs. 3401 Cr**
against 9M FY20-21 Rs 2850 Cr

FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs

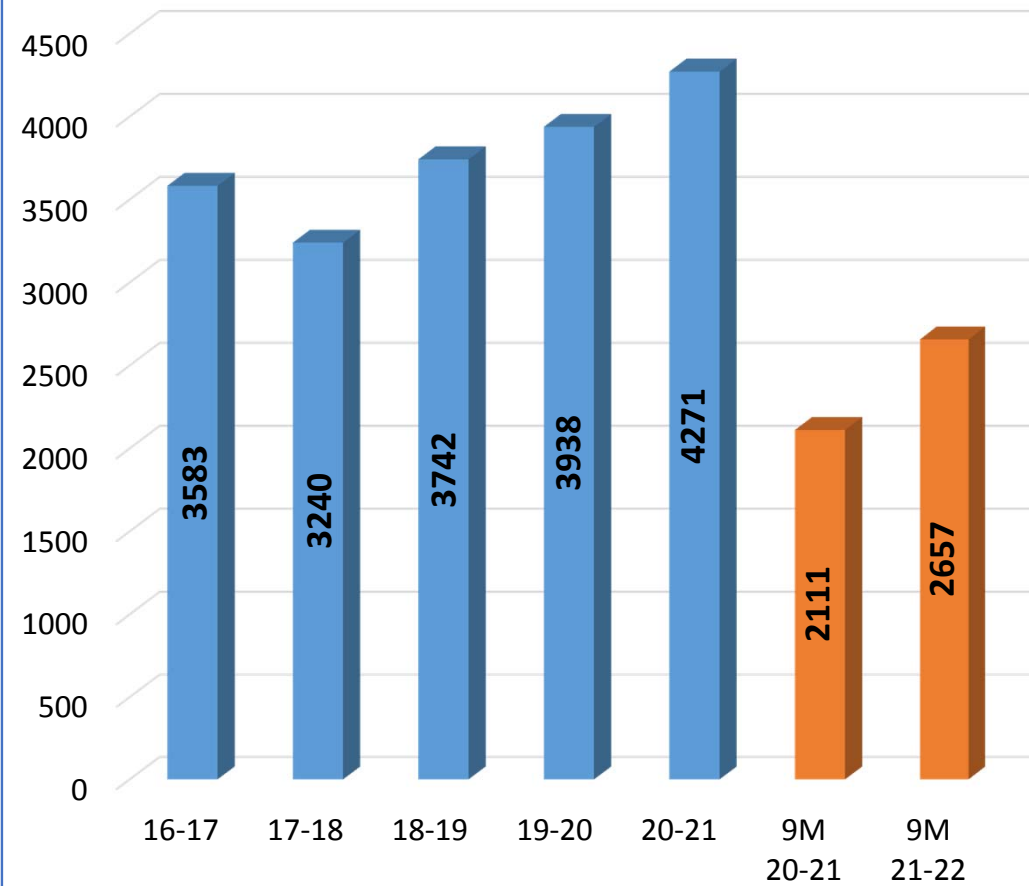


FINANCIAL PERFORMANCE AND SUMMARY

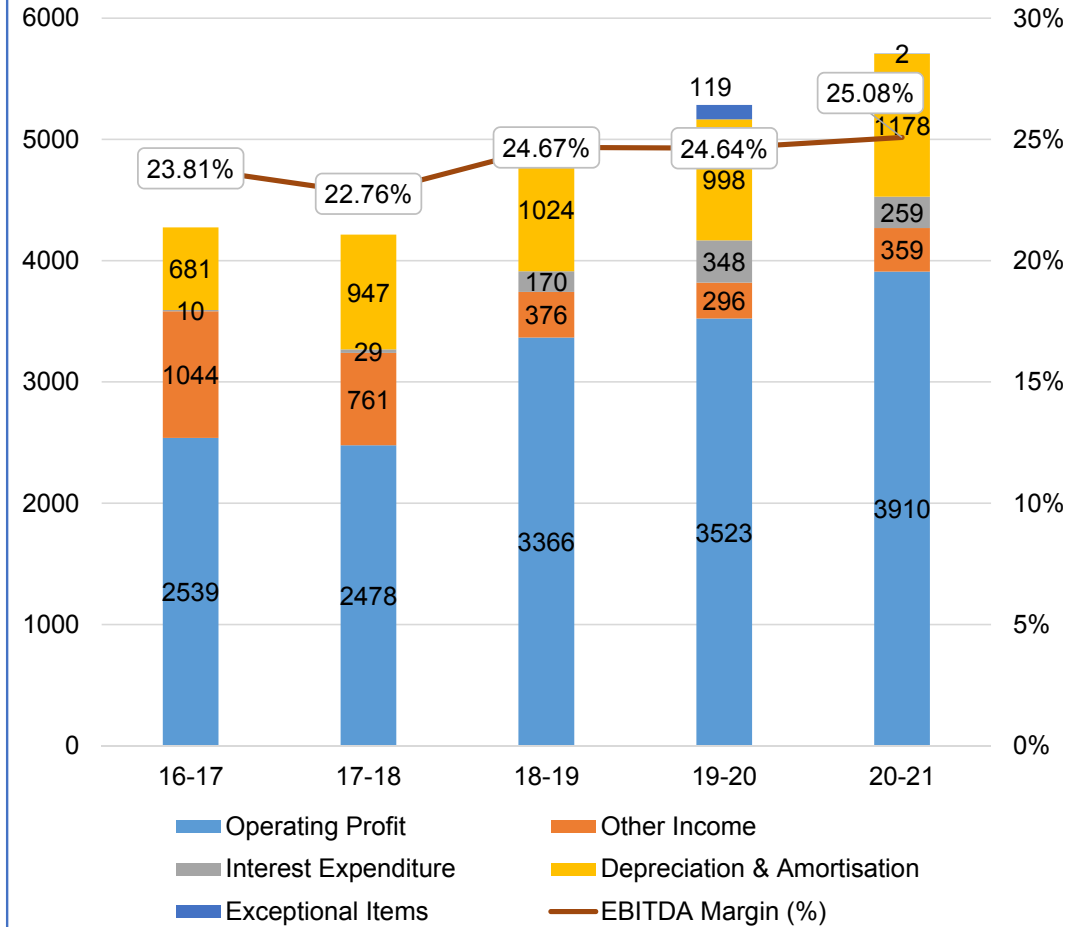
Rs In Crs



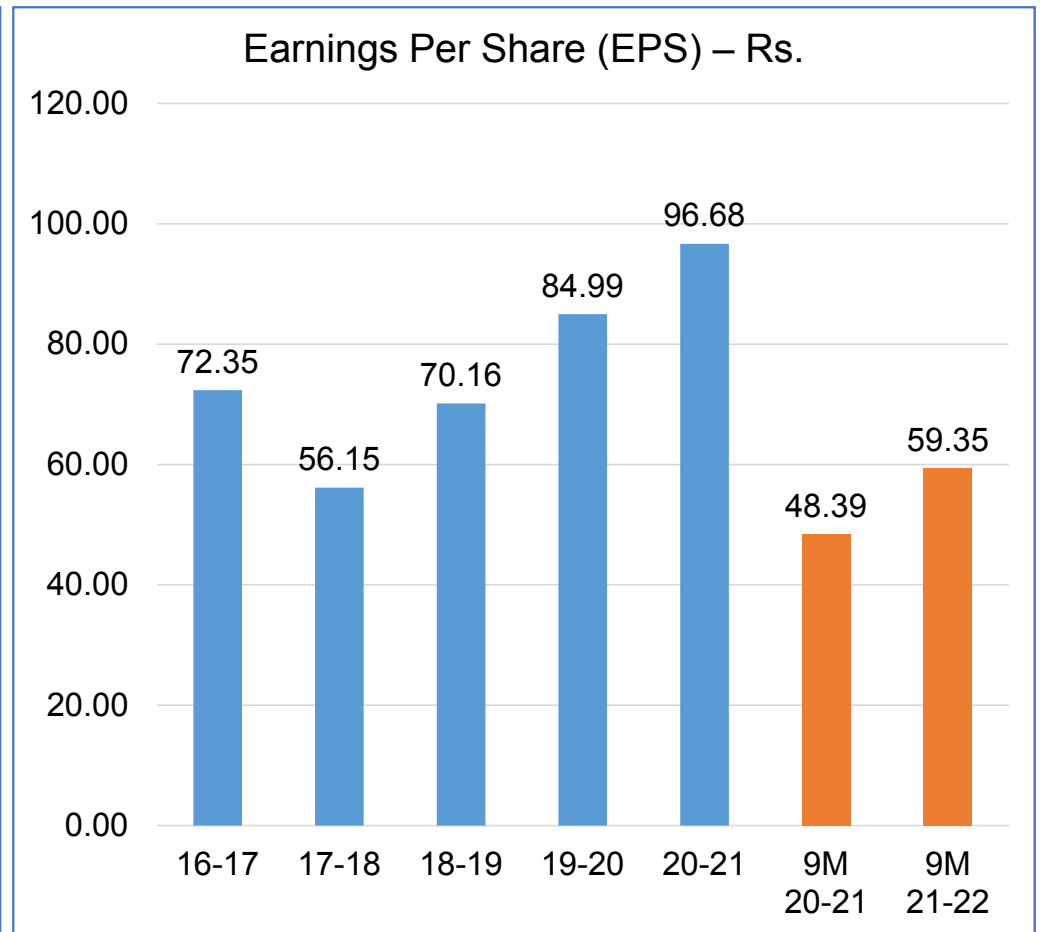
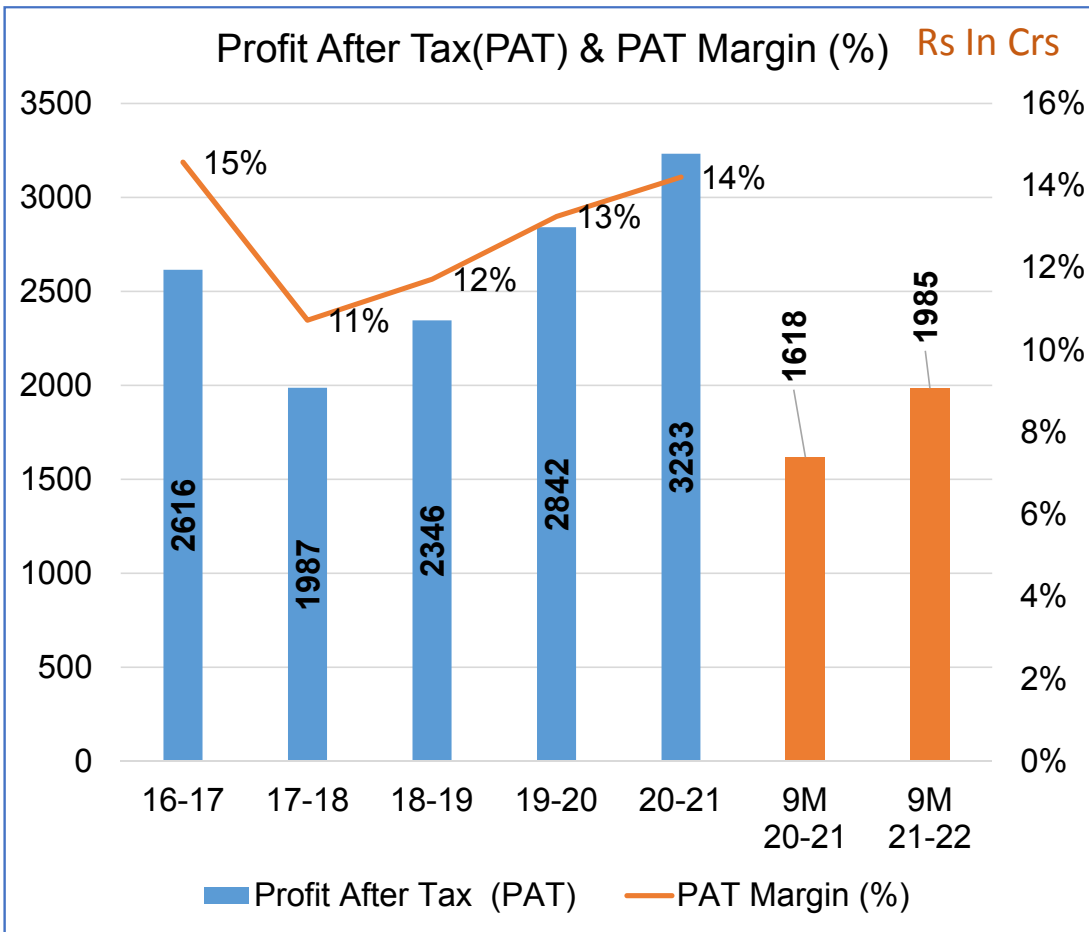
Profit Before Tax (PBT)



EBITDA and EBITDA Margin (%)



FINANCIAL PERFORMANCE AND SUMMARY – 2020-21



•PAT Margin = PAT/ Revenue from Operations

Post Listing CAGR 17.62%

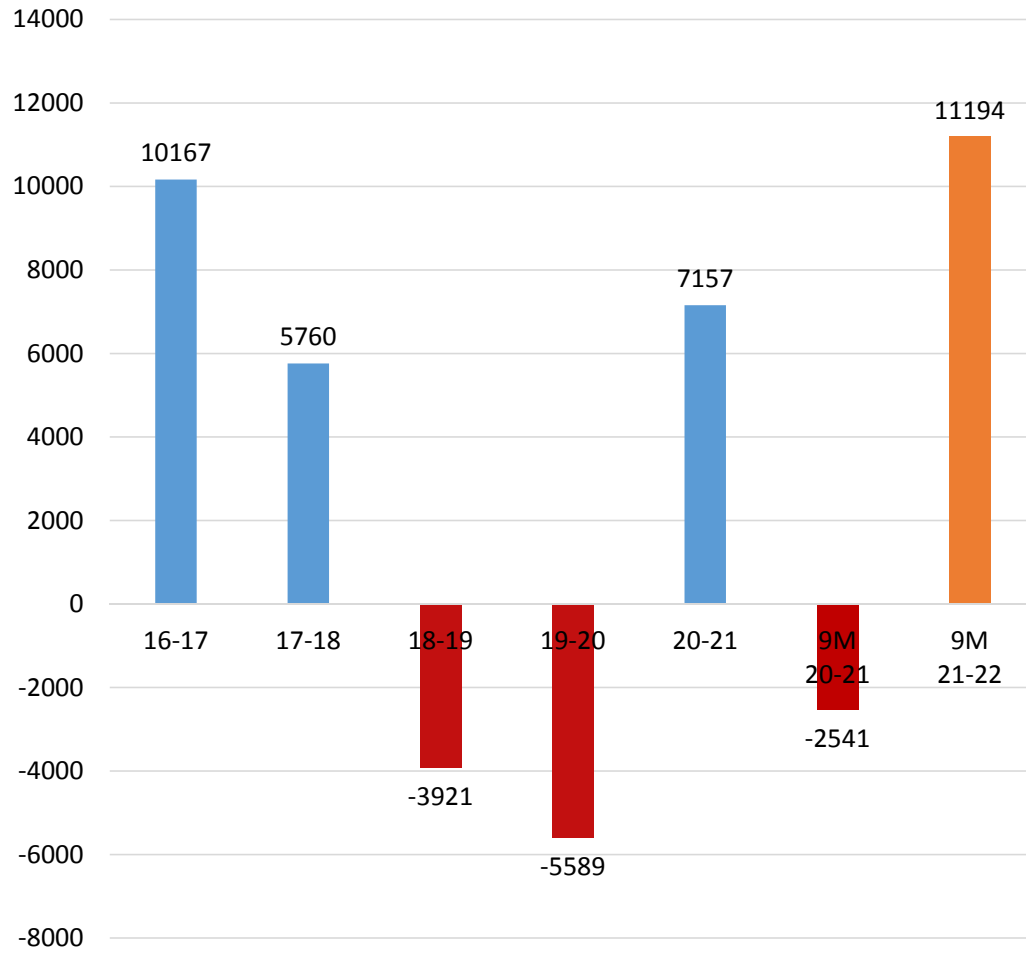
Post Listing CAGR 19.86%

FINANCIAL PERFORMANCE AND SUMMARY

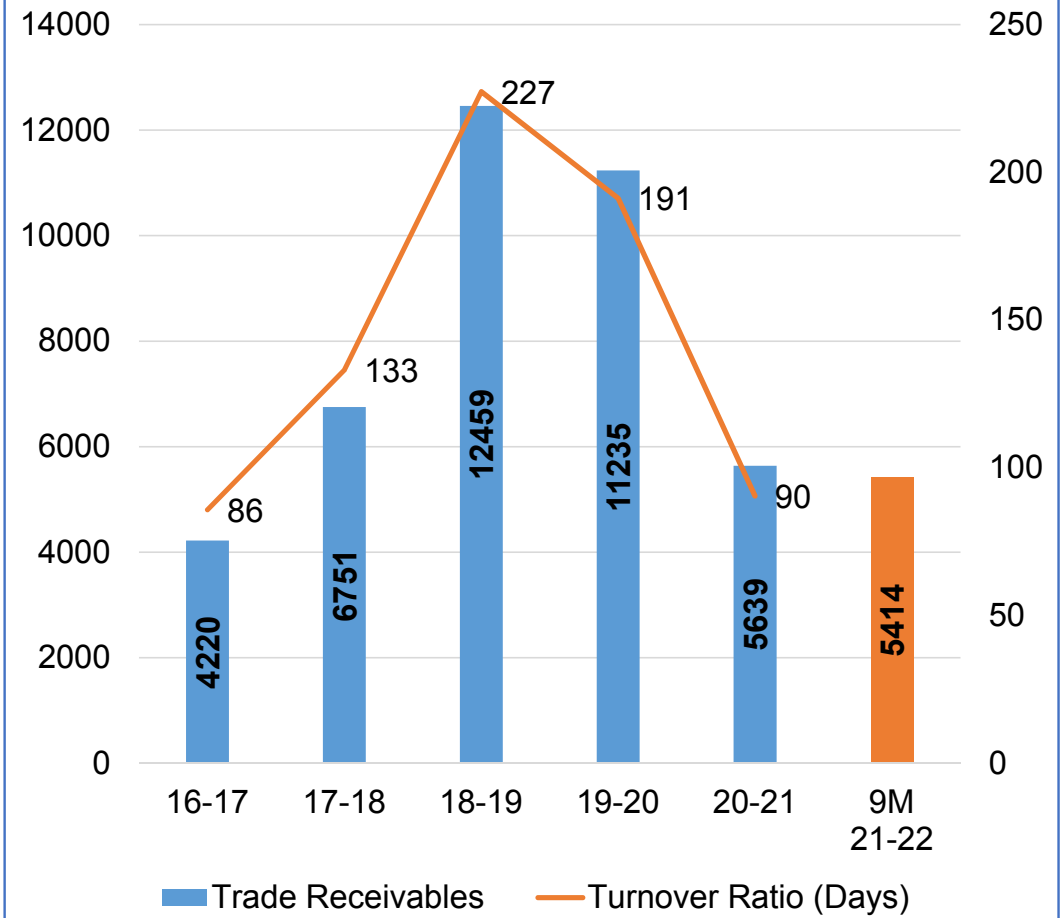
Rs In Crs



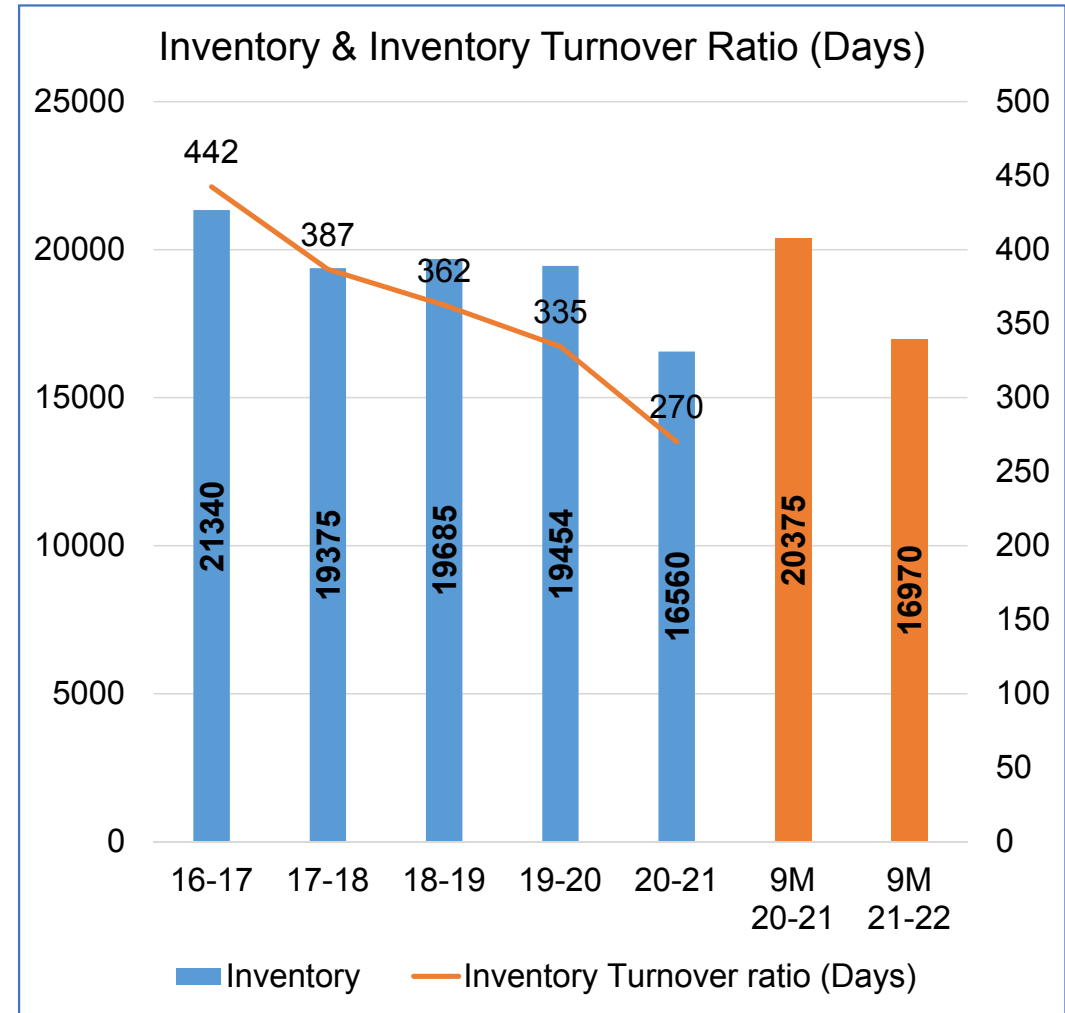
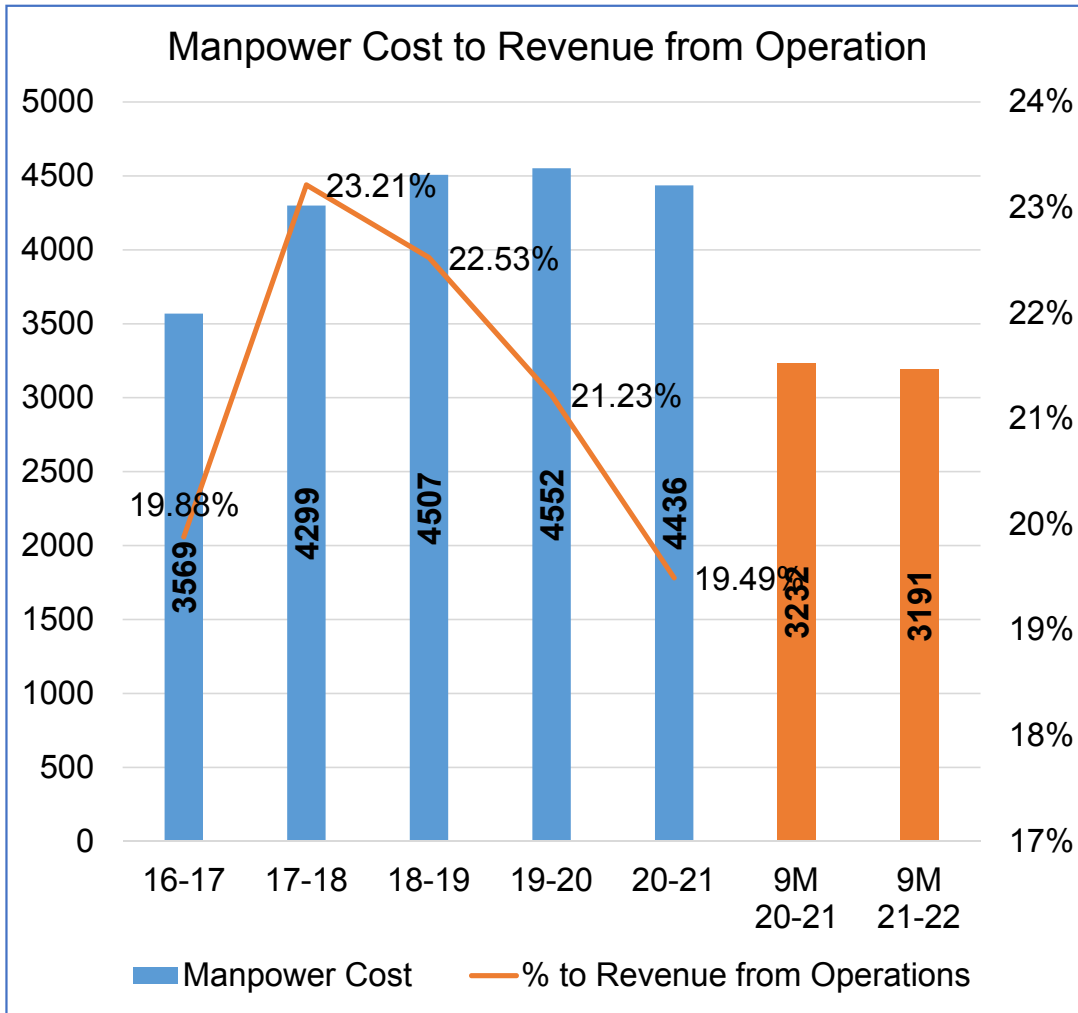
Net Cash & Bank Balance



Trade Receivables & Turnover Ratio (Days)



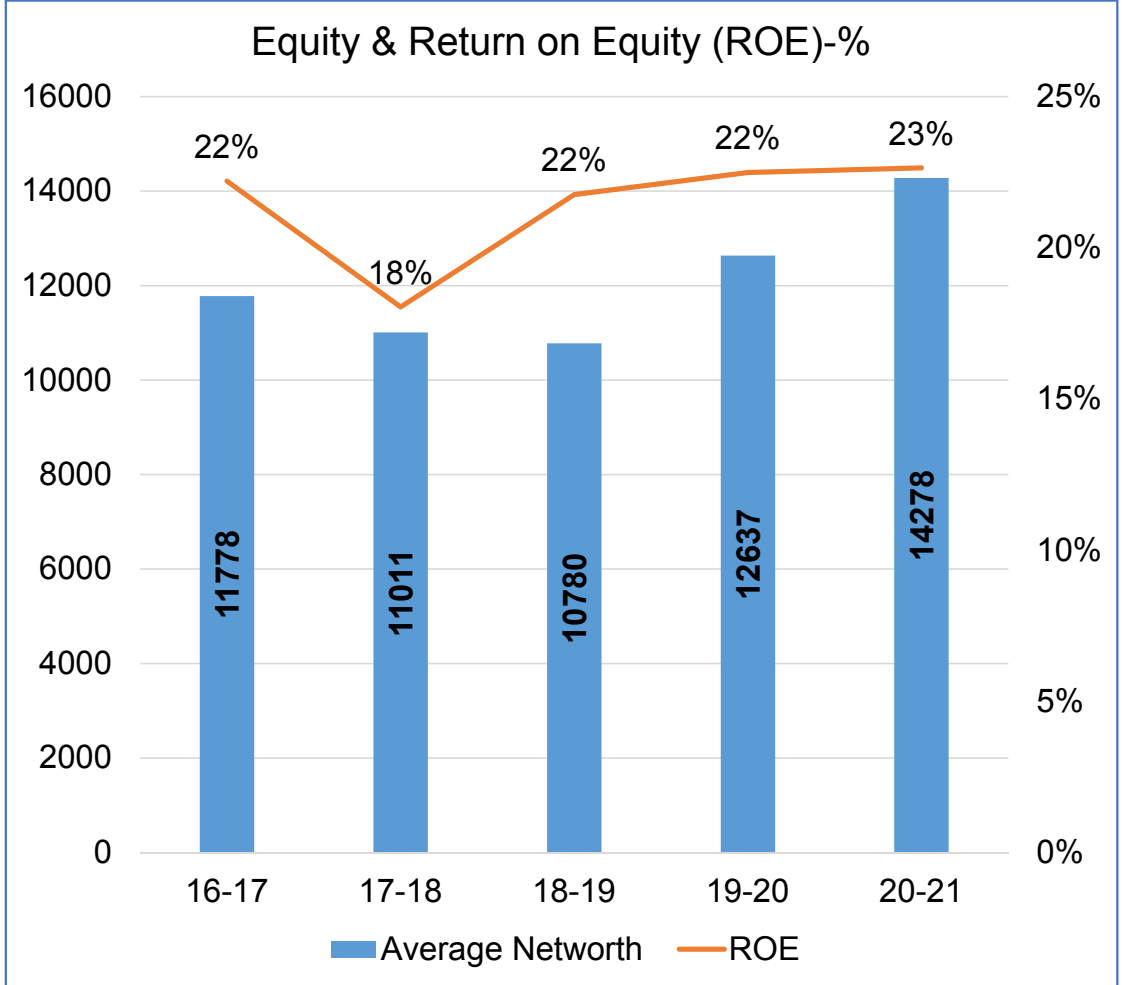
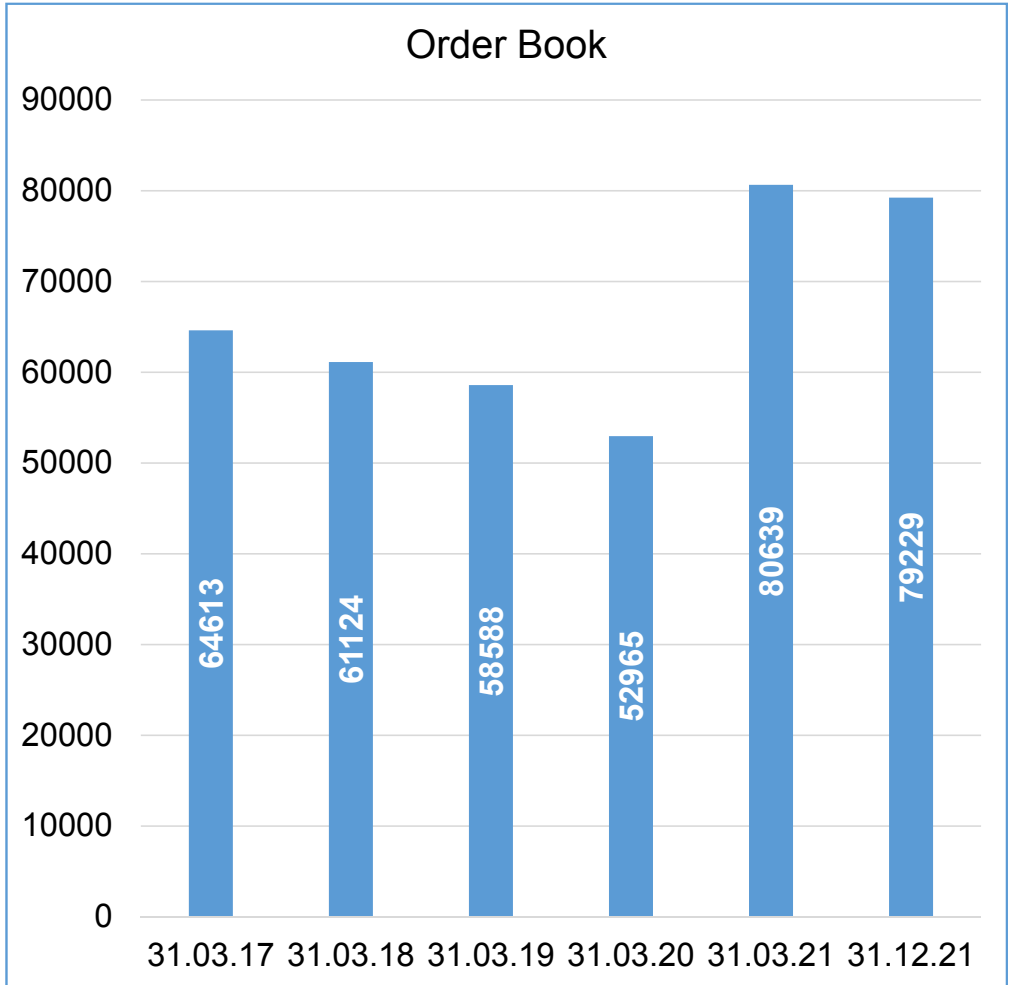
FINANCIAL PERFORMANCE AND SUMMARY



Manpower Cost adjusted for Provisions & Reversals

FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs



ROE = PAT/ Average Net Worth

SUMMING UP

- The setback in the 1st Quarter performance due to Covid-19 has largely been compensated and normalcy has been restored during 2nd and 3rd Quarters. No impact was felt during the 3rd Wave.
- Following Platforms for which Acceptance of Necessity has been granted by MoD and are expected to strengthen the Order Book by Rs. 30000 Crores and keep the Order Book Position healthy in the medium-term and provide a strong visibility and platform to propel our growth.
 - 70 HTT-40
 - 12 Su-30s
 - 25 ALH for Indian Army
 - 12 LUH for Indian Army and Indian Air Force
 - Mid-life upgrade of Do-228 for Indian Navy
- Discussion are on with Customers for placement of additional orders for AL-31 FP Engine and RD-33 Engines.
- Strong Research and Development Capabilities Resulting in more Indigenously Designed and Developed Platforms to offer more products in the Domestic and Export Market.
- Stable Financial Position with consistent growth year on year. Cash surplus keeps improving.
- Government's push for Atmanirbhar Bharat and positive indigenisation list providing boost to HAL's Business.



Thank You