



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

CO/SEC/4(7)/2019/ BSE & NSE Filing/22

13th September, 2019

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: Intimation of Schedule of Analyst/ Institutional Investor meeting
under SEBI (Listing Obligations and Disclosure Requirements)
Regulations, 2015**

Ref: BSE Scrip Code: 541154, NSE Symbol: HAL

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform that it is proposed to conduct an Analysts Meet on **Monday, the 16th September, 2019** at Bengaluru.

2. Also find enclosed herewith the Corporate Presentation, which would be discussed during the meeting.

3. The details of the said meeting and presentation is 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

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

CIN: L35301KA1963GOI001622




INTEGRITY **MISSION** **COMMITMENT** **QUALITY**

INVESTOR'S MEETING
16 SEPTEMBER 2019

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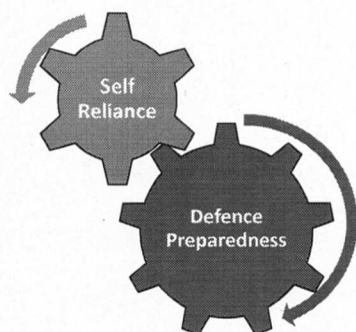
COMPANY OVERVIEW

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HAL TODAY



Key Drivers



20 Production and 11 R&D Centers with around 28,300 employees

Recorded Highest Sales of Rs 19,705 Cr for the FY 18-19

Exports to over 20 countries
(Highest exporter among DPSUs)

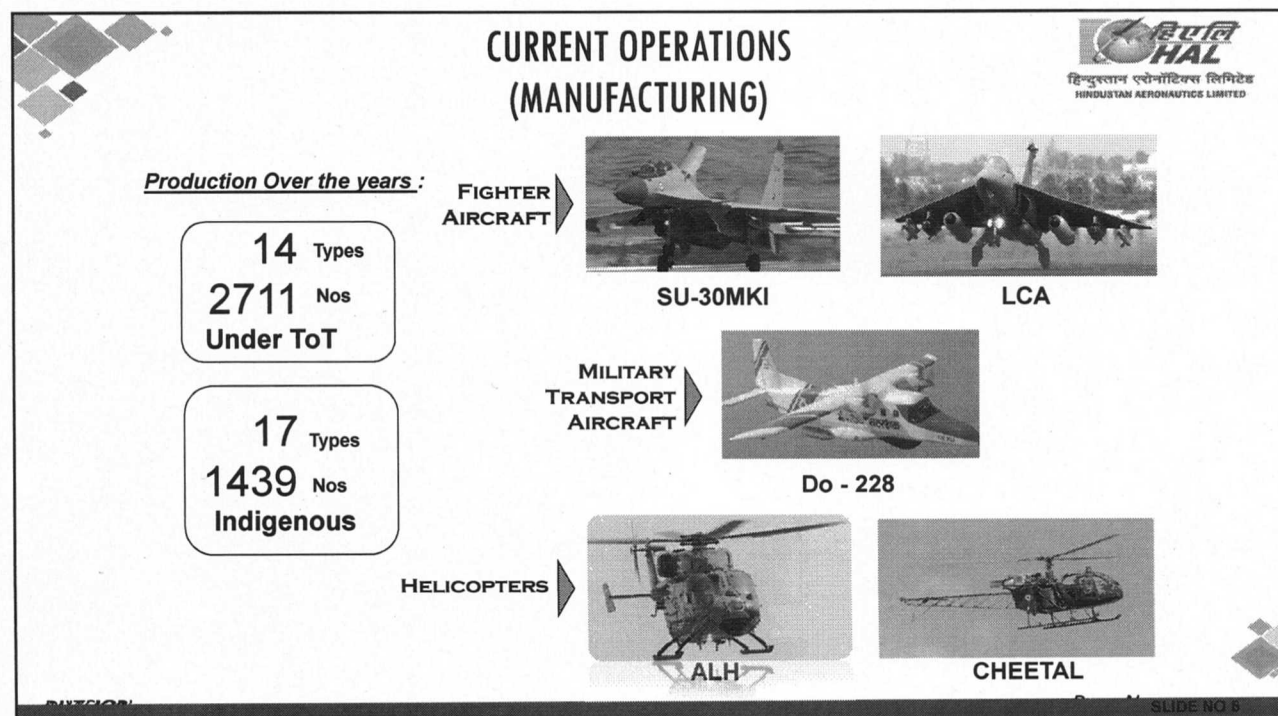
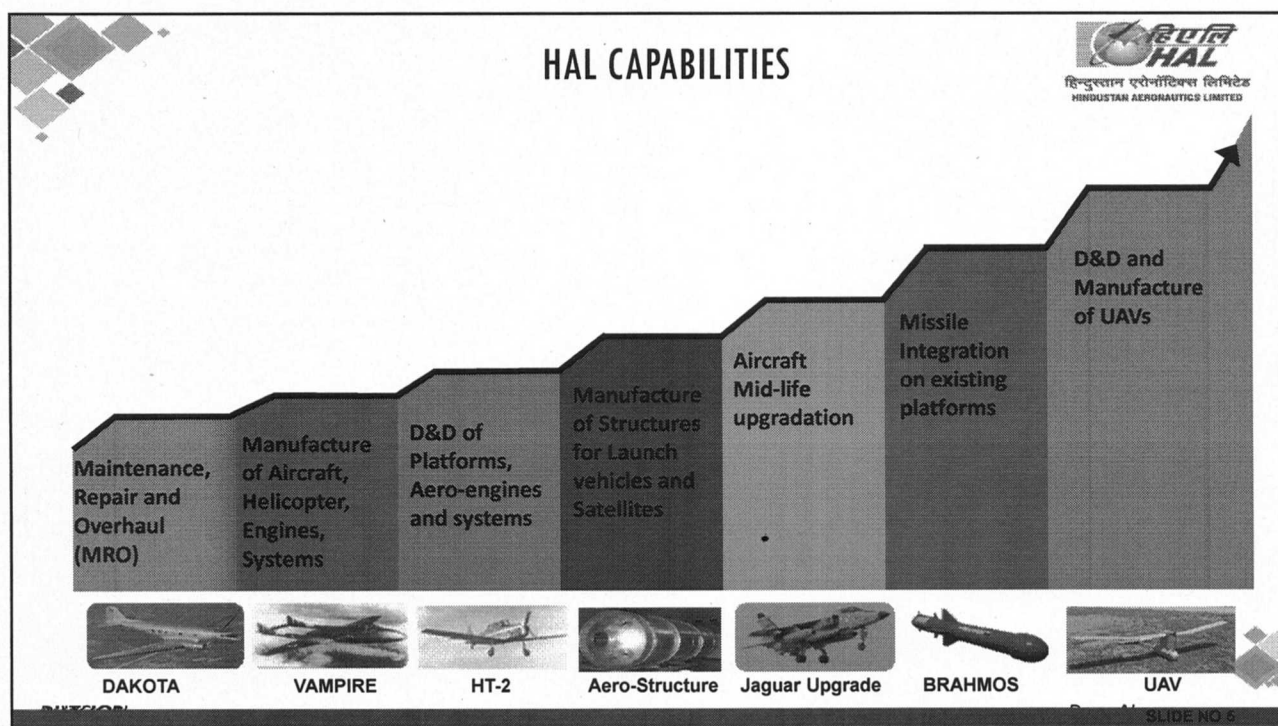
17 Indigenous & 14 Licensed aircraft manufactured

35th Position in top 100 Defense Aerospace Companies

MoU Excellent rating for the past 16 years

80% footprint of HAL in Defence flying platforms

SLIDE NO. 4



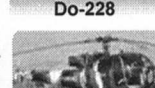
CURRENT OPERATIONS (REPAIR & OVERHAUL)



हिन्दुस्तान एरोनॉटिक्स लिमिटेड
HINDUSTAN AERONAUTICS LIMITED

Aircraft ROH
Over the years :

33 Types
11340 Nos

FIGHTERS (4 TYPES)				
	Su-30 MKI	MiG Variants	Jaguar	Mirage
TRAINERS (2 TYPES)				
	Kiran Mk I / MK II	Hawk		
TRANSPORT (3 TYPES)				
	AVRO	Do-228	AN-32	
HELICOPTERS (3 TYPES)				
	Cheetah	Chetak	ALH	

SLIDE NO 7

CURRENT OPERATIONS (ENGINES)

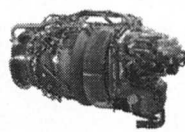


हिन्दुस्तान एरोनॉटिक्स लिमिटेड
HINDUSTAN AERONAUTICS LIMITED

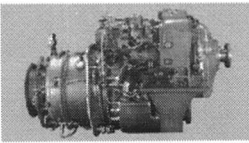
Current Production

4 Types
Engine Mfg.

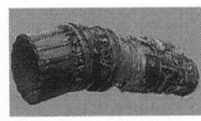
17 Types
Engine ROH



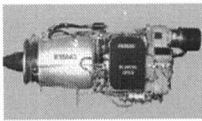
Shakti



Garrett TPE 331-5



AL 31 FP

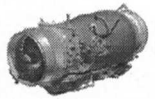


TM Artouste III

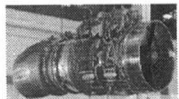
Over the years Production

16 Types
5110 Nos
Engine Mfg.

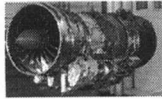
24 Types
34018 Nos
Engine ROH



Adour Mk 804/811/871

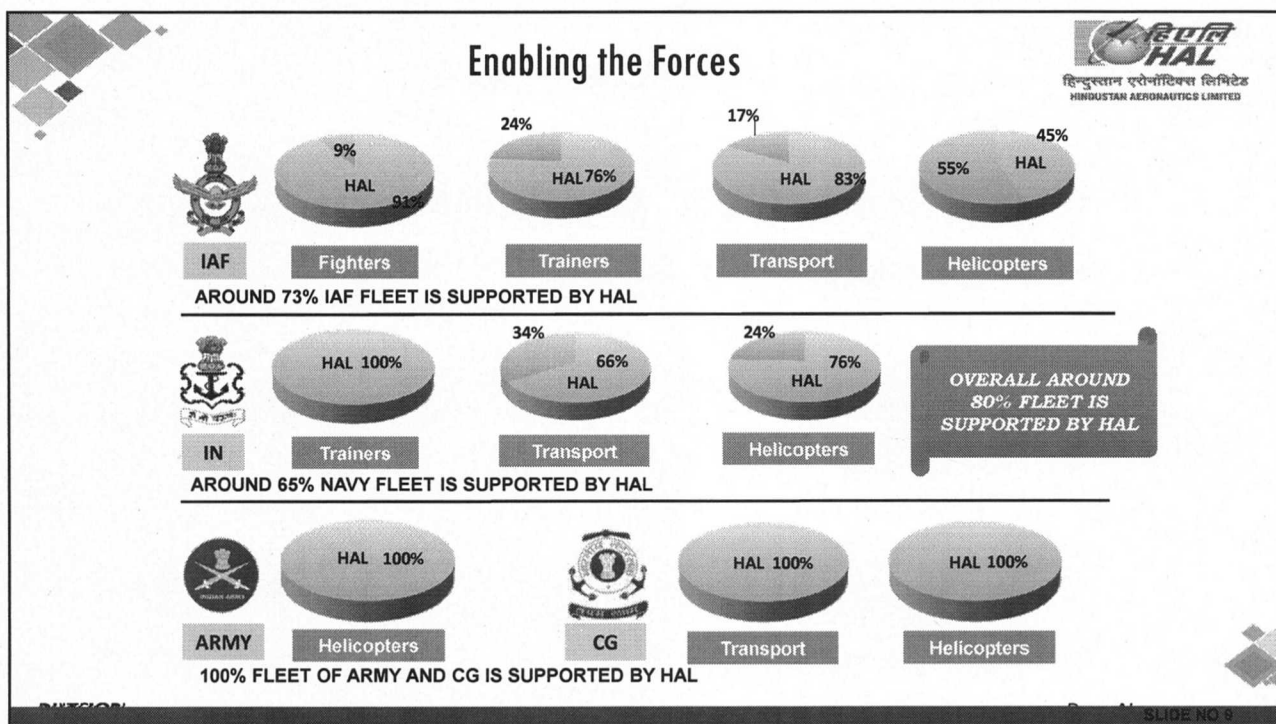


RD 33



R-29

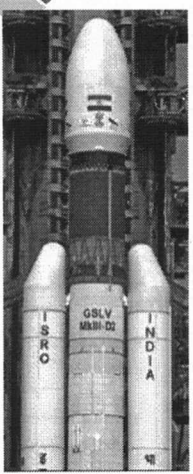
SLIDE NO 8



ALLIED OPERATIONS



हिन्दुस्तान एरोनॉटिक्स लिमिटेड
HINDUSTAN AERONAUTICS LIMITED



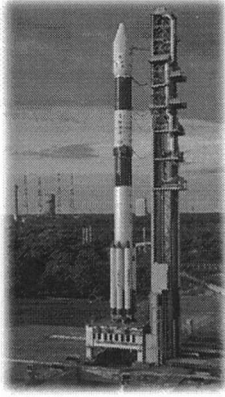
Chandrayaan-2

→ Supporting space programs through manufacture of Aerostructures to ISRO

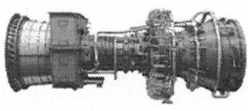
- Polar Satellite Launch Vehicle (PSLV)
- Geo-Synchronous Satellite Launch Vehicle (GSLV)
- INSAT and IRS satellites
- GSLV MK III
- Integrated Strap-on Boosters (L-40)
- Structures for Mars Orbiter Mission (MOM)
- Crew Module Structure for Human Spaceflight Program
- Chandrayana-2's Orbiter Structure

→ Manufacture, Repair and overhaul of Industrial & Marine Gas Turbine Engines for Ship Yards, ONGC, GAIL

- LM 2500 engine
- Allison Engine
- Industrial Avon Engine



PSLV



SLIDE NO 10



DESIGN & DEVELOPMENT CAPABILITIES

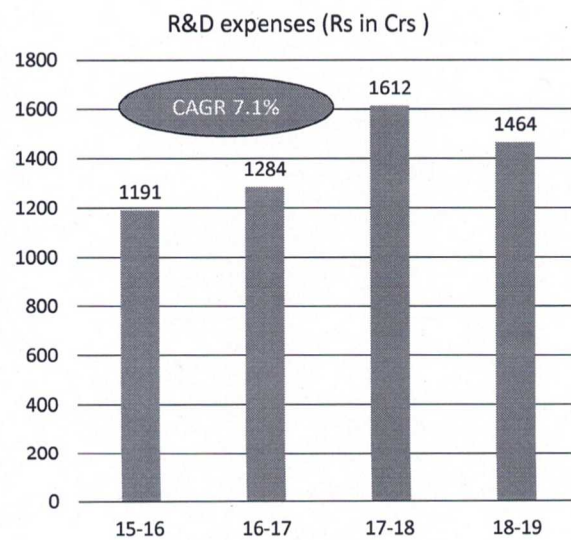
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DESIGN AND DEVELOPMENT



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. 5551 Crores during last 4 years



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PRODUCTS UNDER DESIGN & DEVELOPMENT



Light Combat Aircraft (LCA)

- Make in India Fighter Aircraft
- 4250 Test Flights
- FOC achieved during the year



Light Combat Helicopter (LCH)

- 6 Ton Attack Helicopter



Light Utility Helicopter (LUH)

- 3 Ton



IMRH (Indian Multi Role Helicopter)

- 12 Ton



Basic Trainer Aircraft (HTT-40)



Mirage 2000 Upgrade



Jaguar Darin III Upgrade

- FOC Weapon Trials Carried out



Development of Engines & UAV

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SIGNIFICANT ACHIEVEMENTS DURING 2018-19

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Significant Achievements



41 new Aircraft and Helicopters, and 102 New Engines and Accessories were produced and 213 Platforms and 560 Engines were Overhauled during 2018-19.

The Light Combat Helicopter (LCH) successfully completed all weapon integration and firing and is ready for operational induction. - IOC for Army Version received.

LUH has completed the Hot and High Altitude flight testing paving way for Certification. LUH was also flown from the Greenfield Helicopter Manufacturing facility, Tumakuru.

HTT-40 has completed the Six turn spin, one of the critical requirement for Certification.

Astra Missile, which has been integrated by the Company in Su-30 MKI aircraft, was successfully test fired by the IAF on 26th September, 2018.

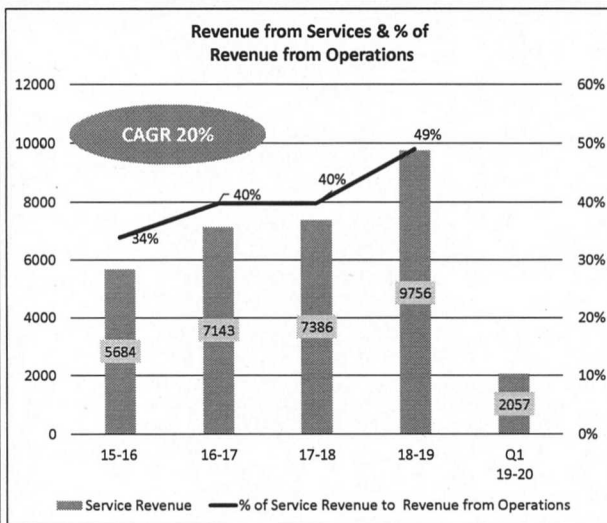
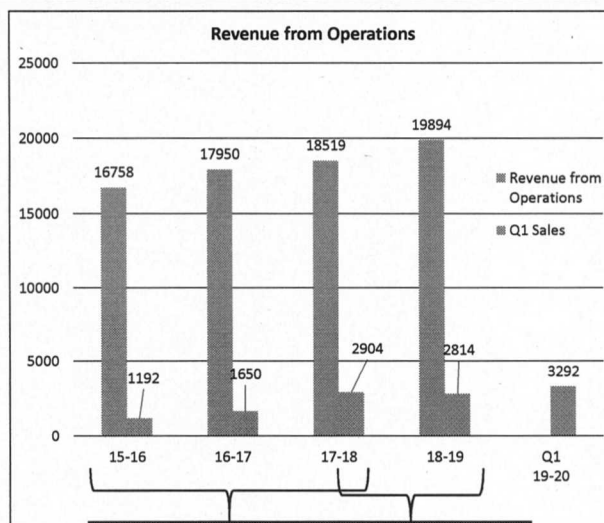
ALH Blade folding capability was demonstrated for deck landing.



FINANCIAL PERFORMANCE AND SUMMARY

FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs



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PRODUCT-GROUP BREAK-UP

Rs In Crs

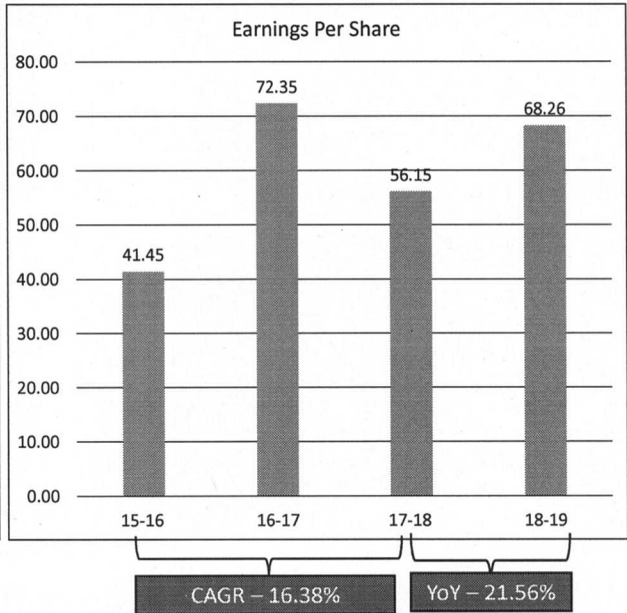
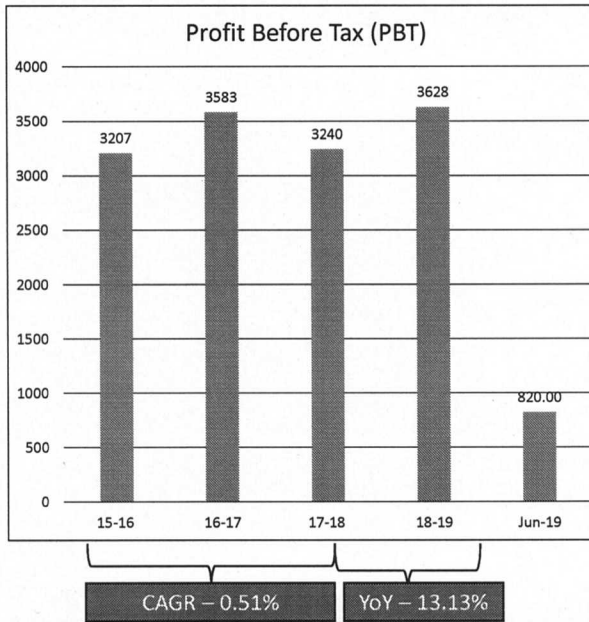


Sl No.	Product Group	2018-19		2017-18	
		Revenue	% of Revenue	Revenue	% of Revenue
1	Manufacturing	9047	45.91%	9908	54.19%
2	Repair & Overhaul	7946	40.32%	6124	33.49%
3	Spares	1582	8.03%	932	5.10%
4	Dev. & Misc. Sales	1130	5.73%	1320	7.22%
	Total Sales	19705	100.00%	18284	100.00%

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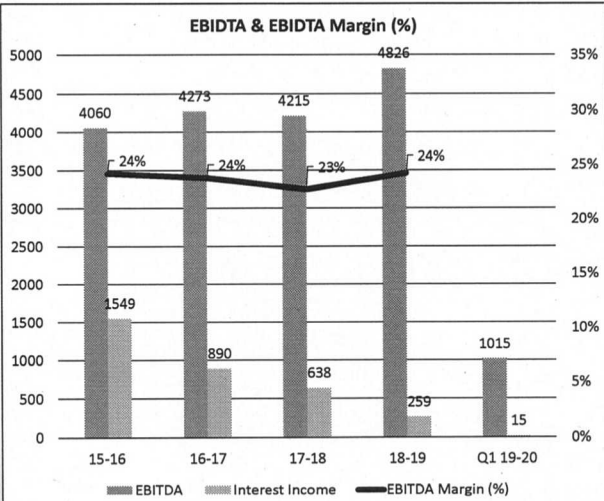
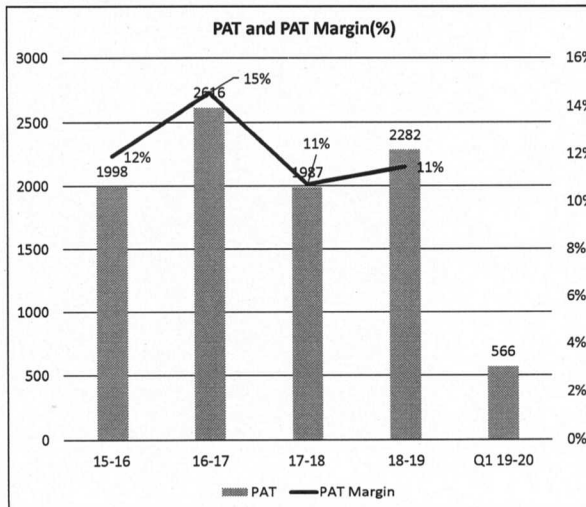
FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs



FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs



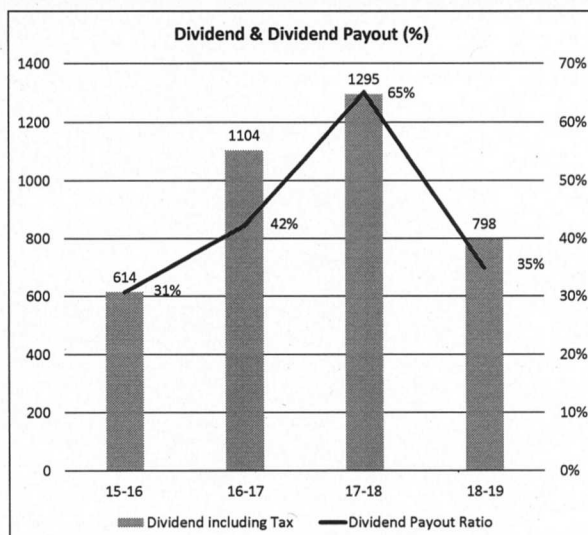
- PAT Margin = PAT/ Revenue from Operations
- Q1-19-20 includes compensation from BMRCL of Rs. 102 Crores.

- EBIDTA includes interest income.
- EBIDTA Margin = EBIDTA/ Revenue from Operations

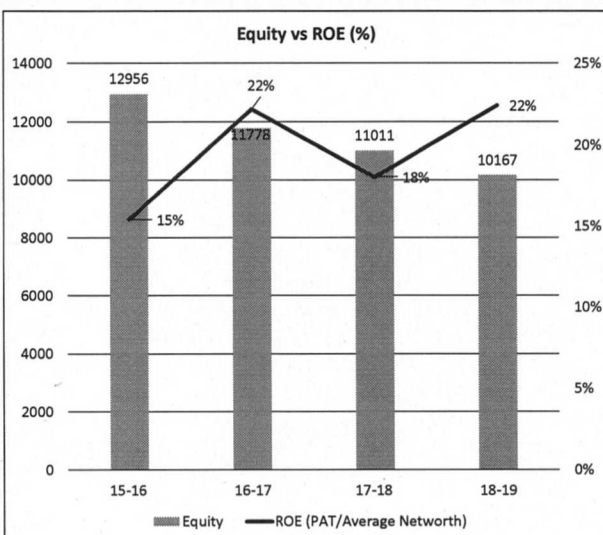
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FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs



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

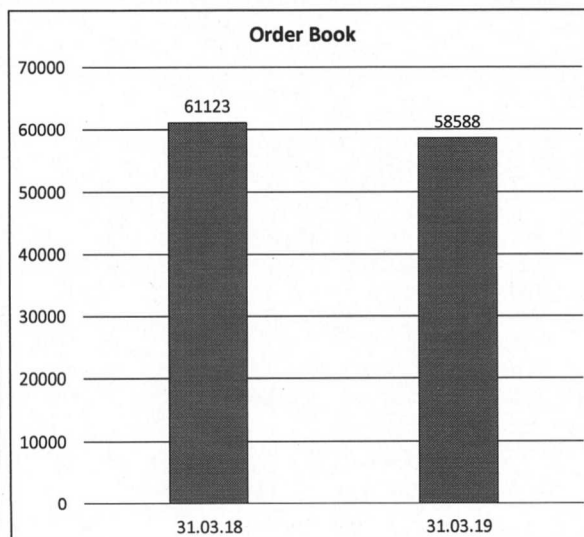
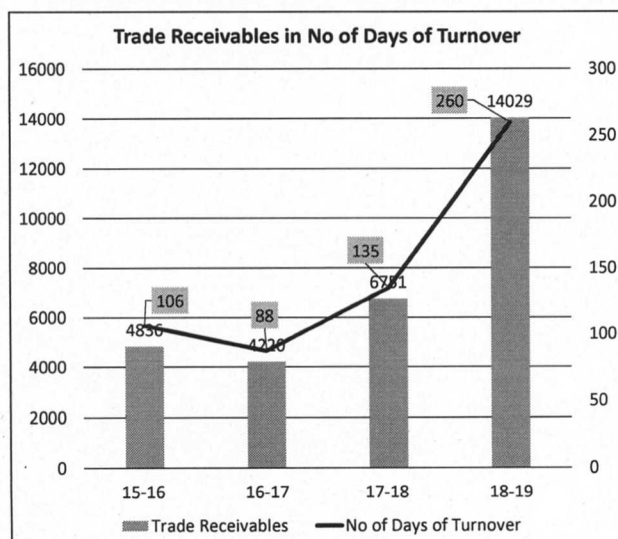


ROE = PAT/ Average Net Worth

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FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs

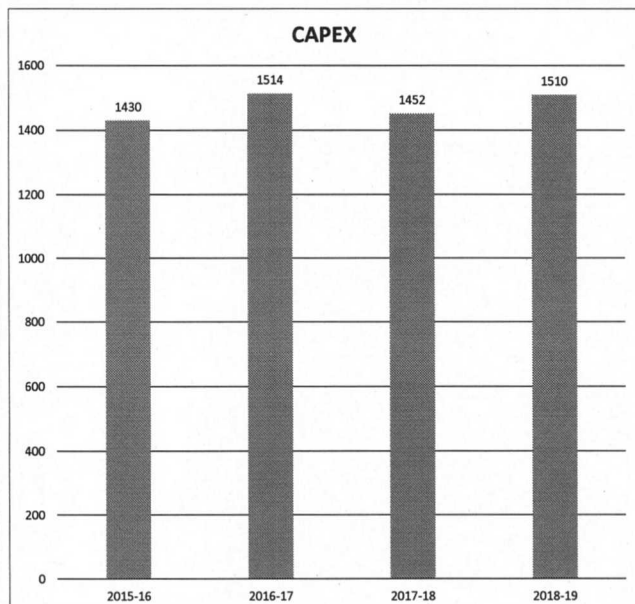
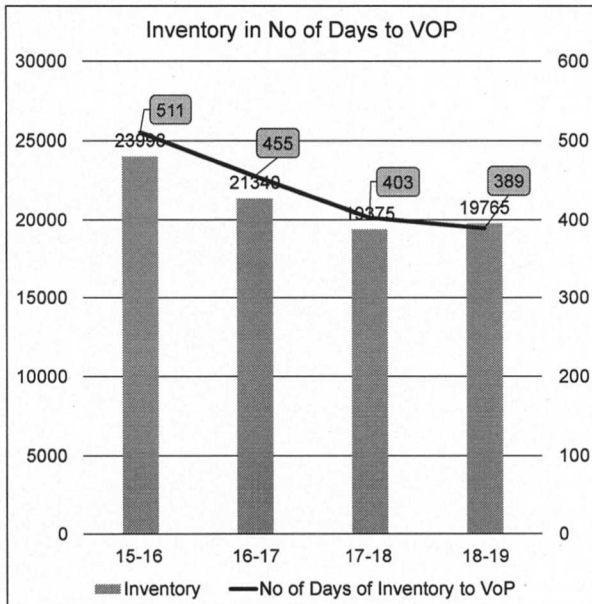


Note: As on 31.08.2019 the total dues from the Defence Customers is Rs. 19500 Cr including Milestone payment dues of Rs. 10500 Crores.

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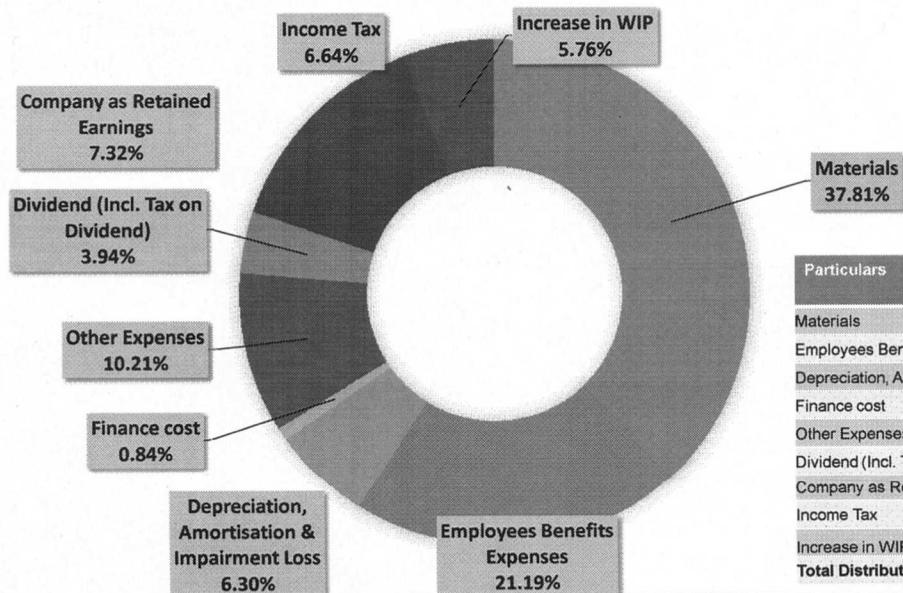
FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs



HOW RUPEE EARNED IS DISTRIBUTED 2018-19

Rs In Crs



Particulars	Amount
Materials	8831
Employees Benefits Expenses	4295
Depreciation, Amortisation & Impairment Loss	1278
Finance cost	170
Other Expenses	2069
Dividend (Incl. Tax on Dividend)	798
Company as Retained Earnings	1484
Income Tax	1345
Increase in WIP	1167
Total Distribution	20270

SUMMING UP



- Stable Financial Position with consistent growth year on year.
- 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 and 15 LCH.
- Strong Research and Development Capabilities Resulting in more Indigenously Designed and Developed Platforms. to offer more products in the Export Market.

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Thank You

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