KRISHNA DEFENCE AND ALLIED INDUSTRIES LIMITED



FORMERLY KNOWN AS KRISHNA ALLIED INDUSTRIES LIMITED

DEFENCE | DAIRY EQUIPMENT

Date: - 12.11.2024

To. National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex Bandra (East), Mumbai - 400 051

#### Symbol: - KRISHNADEF ISIN: - INE0J5601015

#### Sub: - EARNING PRESENTATION FOR THE HALF YEAR ENDED 30.09.2024

Respected Sir/ Ma'am,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, please find enclosed herewith the Earning Presentation for half year ended 30.09.2024.

Kindly take the same on the record.

#### FOR KRISHNA DEFENCE AND ALLIED INDUSTRIES LIMITED

ANKUR ASHWIN ASHWIN SHAH SHAH

Digitally signed by ANKUR Date: 2024.11.12 11:16:57 +05'30'

Ankur Ashwin Shah Managing Director DIN:-01166537







### **KRISHNA DEFENCE & ALLIED INDUSTRIES LIMITED**

**Investor Presentation** 

H1 FY2025

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### **SAFE HARBOR**

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### INDIGENOUS DEFENCE MANUFACTURING

Equipped with Inhouse **RESEARCH**, **DESIGN & DEVELOPMENT** aimed at "**Aimed at INDIGENISATION**"

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### OUR OBJECTIVES

### MISSION

To continuously strive to deliver innovative, cost efficient, and modern engineering solutions laced with the latest technology to benefit the Indian Armed Forces.



### VISION

To become the go-to company for worldclass Engineering products within India by contributing towards "Make in India" and supporting the Indian Government, PSUs, and Private Customers through constant and continuous improvement in it's products and services.



### VALUES

Performance with pride and honor wherein ethical behavior is encouraged. The company operates ethically and responsibly with its employees, customers, partners, suppliers, and shareholders.



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### **COMPANY OVERVIEW**

Krishna Defence and Allied Industries Limited is a rapidly advancing defence company, providing critical components to Indian Navy for its warships and developing special products for Indian Army, in line with the national goal of achieving indigenous defence products manufacturing capabilities and self-sustainability in the years to come.



With the engineering skills, Late Mr. Ashwin N. Shah, the founder and an inspirational leader, started an engineering company to manufacture Dairy Equipment in 1997 with a small investment and small team at Kalol, Gujarat.

#### State-of-the-art Manufacturing Facility

Defence	
Products	
Halol, Gujarat	

Equipment Kalol, Gujarat

Dairy

#### Some of our Products

- Ship Building Steel Sections
- Improved Space Heating Device
- Weld Consumables
- Ballast Bricks

Serving above verticals with Intense R&D & technological capabilities, Manufacturing strength & Path breaking strategy

Milk Cooling Tanks Robotic Milk Collection Unit

Stainless Steel Milk Can

Our Team includes 28 **Experienced Engineers** & 230 Skilled Workforce

2022 Listed on **NSE Emerge** Platform



Vertically integrated **Defence solution provider** 

Catering to indigenously developed defence products

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Industry expertise into special steel alloys and steel products



Comprehensive in-house capabilities of research, design and development



Providing wide range of equipment for **Defence & Dairy** 



Awarded with various Transfer of Technology agreements from DRDO for the production and supply of specialized component for defence application



Latest Addition - Electronic Warfare **Communication**, Data Transmission,

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1997

2006

Started with

manufacturing

**Entered the Defence Sector with** 

inhouse development of Ship

**Building Steel Sections** required for ship building for Indian Navy

which was earlier being imported

enhancing the defence capabilities

and the journey continues by

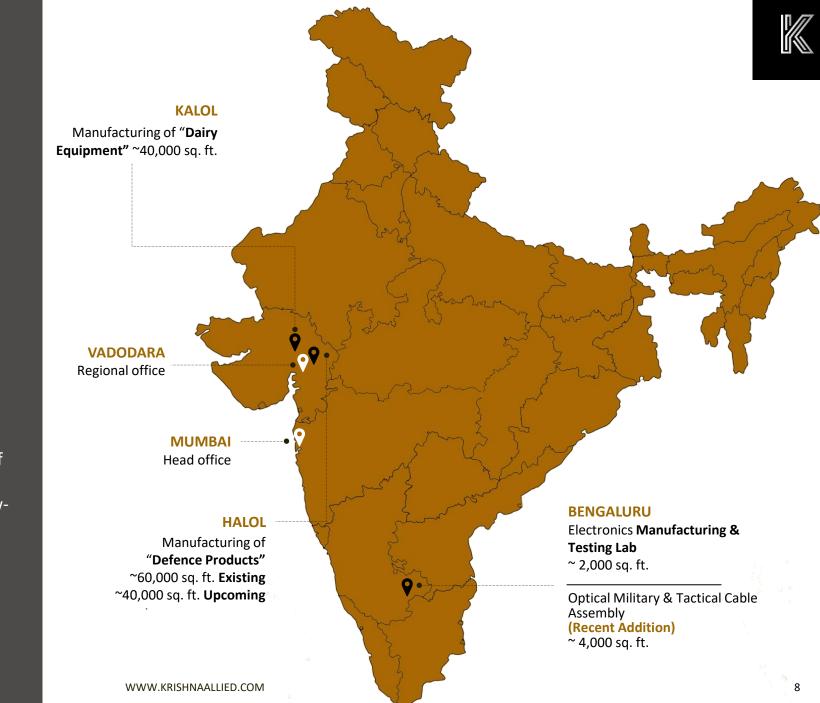
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### INFRASTRUCTURE OVERVIEW

Accredited with ISO 9001:2015 Quality Management System as Manufacturer and Exporter



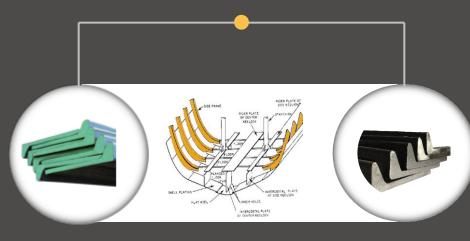
Our manufacturing capability includes a wide range of critical assemblies and precision components with close tolerances made possible through in-depth knowhow on metallurgy, precision machining, assembly, specialized fabrication facilities with a series of multilevel inspections during the production process.





### **DEFENCE PRODUCTS (1/2)**

Ship Building Steel Sections In-house Development



Description These are specialized steel sections which are used as stiffeners for the hull construction of Naval warships.

#### Application

It is used as stiffeners in shipbuilding, especially in the Ship Hull which maximizes resistance to buckling due to increased strength to weight ratio of **1:3**. **Description** Successfully obtained DNV and ABS class certifications for bulb bar.

#### Application

Opens up opportunities in the Non-Defence applications. It is used as stiffeners in commercial shipbuilding. Application It is used for welding special steel in critical Naval Platform

Description

It is made-up of complex alloys developed

for high tensile and high impact toughness

**Special Steel Alloy Welding Wire** 

**In-house Development** 

#### Welding Electrodes In-house Development



Description It is specially developed fused flux for saw welding provides complete shielding of weld arc ensuring moisture free weld joints.

#### Application

It is suitable for all kinds of Welding, developed for High Tensile Weld Joints being used in critical Naval Platform.

### **DEFENCE PRODUCTS (2/2)**

Special Steel Alloy Ballast Bricks



**Description** It has low magnetic signature and high corrosion resistance.

Armoured

**Steel Profile** 

Description It is a specialised steel profile with high tensile and complex properties designed for armored vehicles (previously imported)

#### Improved Space Heating Device Transfer of Technology from DIPAS & DRDO



Description It is an improved and fuel efficient version of a traditional Bukhari. This equipment ensures almost zero emission of carbon monoxide which is a poisonous gas.

Application It is used as balancing and counterweight for critical Naval Platform.

#### Application

It is utilized in manufacturing of armoured vehicles and has exceptional toughness and strength.

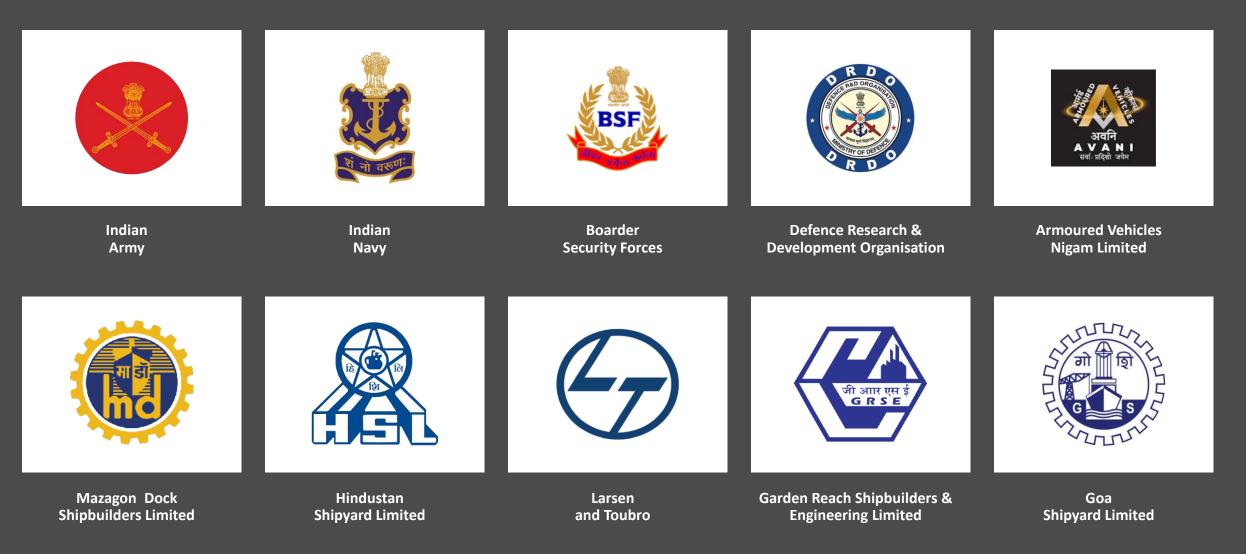
#### Application

It is used by the Army at high altitude for room warming to protect from extreme cold temperatures.

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### **DEFENCE CLIENTELE**



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## **DAIRY EQUIPMENT**

#### **Stainless Steel Milk Cans**



#### It is our "Patented Technology" and measures the Milk weight, FAT, SNF, Density, Protein, Lactose, Added Water, Sample Temperature & Freezing point simultaneously with Adulteration detection.

It is made of food grade AISI 304 (18/8) stainless

steel with capacity ranging from 5L to 50L.

#### **Features**

- Strong and sturdy body
- Easy Use and cleaning
- Corrosion and crack resistant
- Provides extended shelf life to milk

• Eliminates manual handling of milk

• Automatic dosing of chemicals and water

• Summary report of milk collected

#### **Robotic Milk Collection Unit**

Milk Cooling Tanks



It is used by Dairies for cooling of milk during procurement and capacity ranges from 300L to

- Energy efficient condensing unit gives fast cooling & saving energy
  - Multiple cooling circuits for efficient cooling
  - Optimised cooling efficiency with micro processor controlled system

10,000L

Description

# VAY FORWARD

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### NEW BUSINESS PROSPECTS

Specialised Weld Consumables for Defence & Aerospace

Design, Development & Manufacture RF/Microwave/Optics Systems for Defence and Aerospace

**Collaboration (MoU with VABO Composite)** Manufacturing of Fire Resistant Composite Doors & Hatches

### **NEW BUSINESS PROSPECTS**

#### WAVEOPTIX DEFENCE SOLUTION PRIVATE LIMITED





°. 8<sup>0</sup>

Incorporated in August 2023



Associate Company of **Krishna Defence** 



**Defence & Space** Electronics

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Dedicated team with expertise in Radio Frequency Technology

<u>\_\_\_\_</u>

Designing, Developing and Manufacturing of **RF/Microwave/Optics Systems solution** for Defence and Aerospace

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### **NEW BUSINESS PROSPECTS**

WAVEOPTIX DEFENCE SOLUTION PRIVATE LIMITED (Cont...)

#### **Product/ Solutions**

- Bi-Directional RFOF for HF/VHF/UHF Radio
- Multi-Link RF over Fiber for Submarine Radio Communication system
- Antenna Remoting System for RF Search Receiver System (1.5MHz to 3GHz)
- 10 Channel phase matched RFoF Link for EW COMINT DF Systems for DF Applications & System (6GHz & 18GHz version)
- FO Cable Assemblies
- Intermatable to Amphenol and TE
  Connectors



#### Infrastructure

- Design & Development Team
- Manufacturing & Testing
- RF Testing Facility (9KHz to 44GHz)
- Optical Manufacturing & Testing Facility

• Designed & manufactured in India to meet global standards

USP

- End-to-End System Realization Capability
- Fully Equipped Design House
- Distinctive advantage in RF, Digital, and Optics through in-house expertise
- Swift prototyping of intricate RF and Optics Systems
- Expertise in LAND, NAVAL, and AIR Worthy Qualification, backed by experience.



#### **ACHIEVEMENT**

Within just 6 months of establishment, company has successfully developed and supplied their FIRST Indigenously Developed Bidirectional RF Over Fiber module for Radio Communications to the Indian Defense, fulfilling a crucial need.

### **COMPOSITE DOORS AND HATCHES**

# Joint Venture with VABO Composite (Netherlands)



Signed MoU with VABO Composites, establishing a strategic partnership, to enhances KDAIL's product offerings and expand the market reach across India & the ASEAN region.

KDAIL will hold a 51% share in a joint venture with VABO Composite (Netherlands).

Both VABO and KDAIL will make initial investments to establish a state-of-the-art manufacturing setup in India.

Manufacture composite doors, hatches, and superstructures for the Indian Navy.

Potential for exporting these products to Southeast Asia, the Middle East, and Europe.

Composite Doors & Hatches trial initiated with Indian Navy.



We are aiming to grow at + 40% CAGR for the next 3 to 5 years



### .



#### **Defence Electronics**

**Capacity Expansion** 

Investing in company specifically incorporated for designing, developing and manufacturing defence electronics for Defence & Aerospace.

Increasing the capacity for key products by 100% at Halol, Gujarat, to cater to the

#### **Development of New Defence Products**

growing order book and demand from the defence sector.

The company is working towards new product development for the defence to indigenise the products which are currently being imported, Off set contract obligation and collaborate with Defence Research Agencies / Foreign agencies to develop and manufacture the products.

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# FINANCIAL HIGHLIGHTS

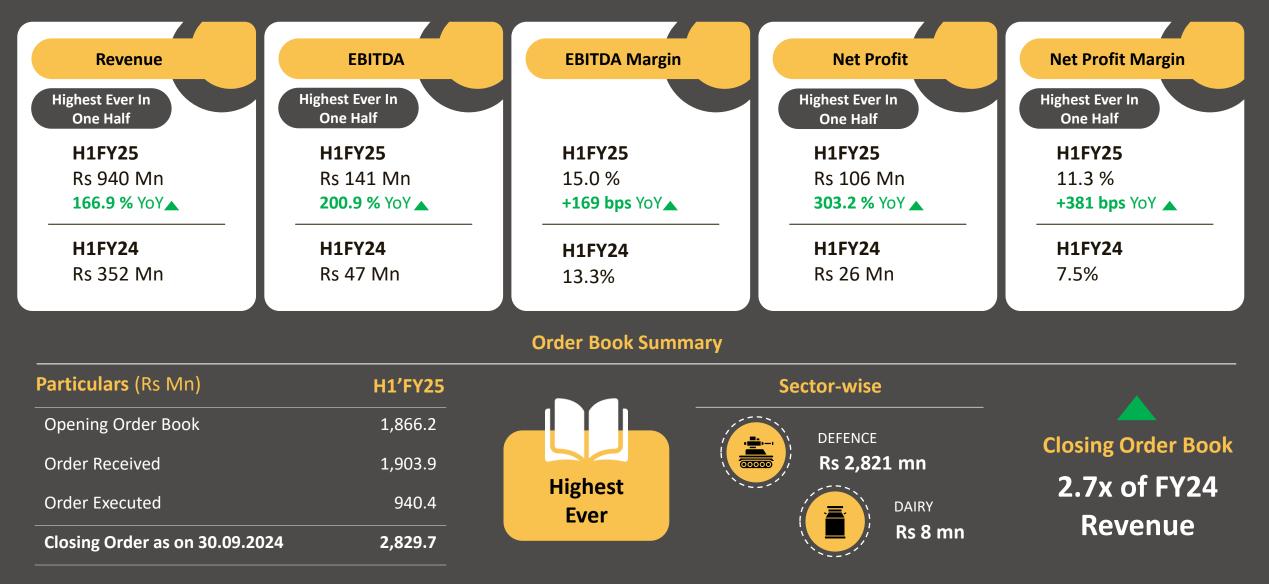
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## HALF YEARLY HIGHLIGHTS

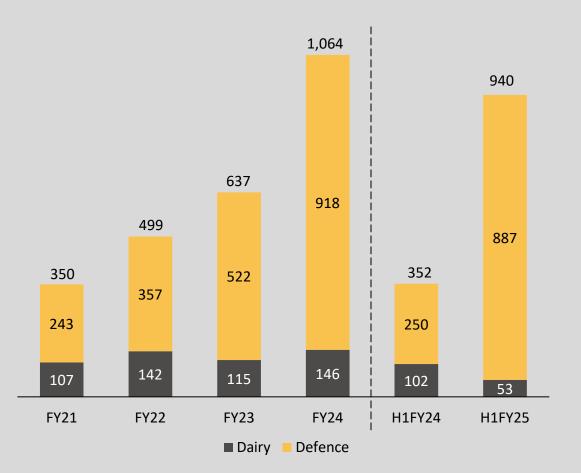


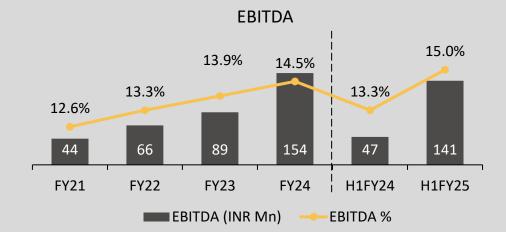
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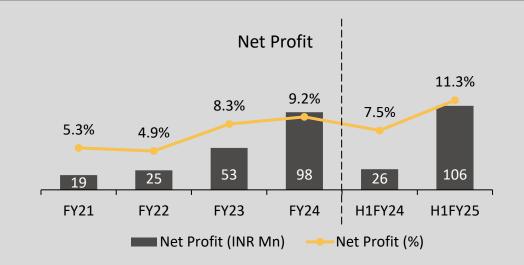
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### **FINANCIAL OVERVIEW**

Operating Revenue (INR Mn)







### HALF YEARLY INCOME STATEMENT

Particulars (INR Mn)	H1FY25	H2FY24	H1FY24	YoY%	FY24	FY23	ΥοΥ%
Revenue from Operations	940.4	712.0	352.3	166.9	1064.3	636.5	67.2
Total Expenditure	799.0	604.6	305.3	161.7	909.9	548.0	66.0
COGS	538.5	396.3	167.7	221.2	564.0	331.7	70.0
Employee benefit expenses	76.1	67.5	55.8	36.4	123.4	91.8	34.3
Others expenses	184.4	140.8	81.8	125.4	222.6	124.5	78.7
EBITDA	141.4	107.4	47.0	200.9	154.4	88.5	74.4
EBITDA Margin (%)	15.0	15.1	13.3	+169 bps	14.5	13.9	+60 bps
Other income	17.2	8.6	4.0	335.6	12.5	9.5	31.5
Depreciation	11.7	11.6	9.9	17.7	21.6	19.7	9.6
EBIT	146.9	104.3	41.0	258.3	145.3	78.3	85.5
Interest	4.3	7.2	6.4	-32.7	13.6	11.0	23.1
Profit Before Tax	142.6	97.1	34.6	311.8	131.8	67.3	95.7
Тах	36.6	25.5	8.3	338.9	33.9	14.4	135.9
Profit After Tax	106.0	71.6	26.3	303.2	97.9	53.0	84.8
PAT Margin (%)	11.3	10.1	7.5	+381 bps	9.2	8.3	+88 bps
Reported Earnings Per Share (Rs)	7.37	5.63	2.22	232.0	7.85	4.63	69.7

### **PROFIT & LOSS STATEMENT**

Particulars (INR Mn)	FY21	FY22	FY23	FY24
Revenue from Operations	350.3	499.2	636.5	1064.3
Total Expenditure	306.2	432.9	548.0	909.9
COGS	162.7	211.7	331.7	564.0
Employee benefit expenses	65.1	91.4	91.8	123.4
Others expenses	78.4	129.8	124.5	222.6
EBITDA	44.1	66.3	88.5	154.4
EBITDA Margin	12.6%	13.3%	13.9%	14.5%
Other income	13.0	4.2	9.5	12.5
Depreciation	14.0	16.8	19.7	21.6
EBIT	43.1	53.8	78.3	145.3
Interest	16.7	18.6	11.0	13.6
Profit Before Tax	26.4	35.2	67.3	131.8
Tax	7.7	10.6	14.4	33.9
Profit After Tax	18.6	24.6	53.0	97.9
PAT Margin	5.3%	4.9%	8.3%	9.1%
Earnings Per Share (Rs)*	2.22	2.93	4.63	7.85

\*In FY22, issued 4.2 Mn bonus shares in the ratio of 1:1, hence historical EPS is recalculated for equitable comparison.

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### **BALANCE SHEET**

Particulars (INR Mn)	FY23	FY24	H1'FY25
EQUITY & LIABILITIES			
Shareholders' Fund	408.7	1,064.4	1199.9
Share Capital	114.5	137.1	140.6
Other Equity	294.2	927.4	1059.3
Non-Current Liabilities	67.7	17.1	2.6
Long Term Borrowings	63.8	11.6	_
Deferred Tax Liabilities (Net)	2.3	-	_
Long Term Provisions	1.6	2.9	2.6
Other Non-Current Liabilities	-	2.5	-
Current Liabilities	370.5	253.5	305.3
Short Term Borrowings	121.4	82.6	131.7
Trade Payables	225.8	132.4	82.9
Short Term Provisions	4.4	15.8	17.6
Other Current Liabilities	18.9	22.6	73.0
Total	846.8	1,334.8	1507.8

Particulars (INR Mn)	FY23	FY24	H1' FY25
ASSETS			
Non-Current Assets	185.2	239.0	339.1
Property, Plant & Equipment	123.4	146.2	184.7
Capital WIP	20.6	0.32	0.6
Non-Current Investments	0.1	0.1	5.1
Long Term Loans & Advances	3.6	25.9	49.7
Deferred Tax Assets (Net)	-	0.1	0.9
Other Non-Current Assets	37.5	66.3	98.1
Current Assets	661.6	1,095.8	1168.7
Inventories	284.5	324.8	558.5
Trade Receivables	268.8	260.7	184.8
Cash & Bank Balance	79.1	441.6	300.1
Short Term Loans & Advances	22.6	9.5	19.0
Other Current Assets	6.6	59.1	106.3
Total	846.8	1,334.8	1507.8

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# TEAN & TIMELINE

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## MEET THE TEAM



#### Mr. Ankur Shah – Managing Director

He holds a degree of Bachelor of Engineering (Production) from University of Bombay. He has an overall experience of 22 years in all kinds of Steel working including Smelting, Rolling, Drawing, Heat Treatment, etc. He is currently involved in managing the overall business operations of the Company. Under his leadership, Company has been successful in expanding its diversified product portfolio and customer base.





marketing Defence products.

Mr. Ajinkya Gaekwad – CEO (Composite Division)

He completed his B.Tech in Mechanical Engineering from VJTI, Mumbai, and pursued a PG Certificate program at IIM-A. With around 12 years of design and development experience at L&T Defence, he is now responsible for the composite division at KDAIL and plays a key role in

Mr. Piyush Patel – Chief Financial Officer

He is the company's Chief Financial Officer since January 1, 2014, holding a Bachelor's in Science and a Diploma in Taxation Laws & Practice from The Maharaja Sayajirao University of Baroda. He is an Associate member of the Institute of Cost Accountants of India and brings 21 years of expertise in Finance, Accounts, Taxation, Audit, and manages these areas for the company



#### Mr. Sandeep Kadam – Director Operations

He has completed his Bachelor of Engineering (Mechanical) from North Maharashtra University, Jalgaon in the year 1997. He is Heading the operations at Halol factory. He has an experience of around 25 years in the field of Project Management/ Industrial & Product Engineering. He is currently involved in the manufacturing and engineering operations of the Company.



#### Mr. Rohit Shintre – Product Development Head

He has completed his B.Tech in Mechanical Engineering. He builds upon his background of running a design automation startup serving Indian MNCs as well as the MSME segment. He brings in experience in handling multi-disciplinary teams for product design, development & delivery, developing processes, procedures & tools to improve work efficiency and increase profitability of the company. He leads the product development initiatives and new product opportunities.



#### Mr. Ravindranatha Maroli – General Manager

He has completed his Bachelor of Engineering (Industrial Production) and MBA (Operations). He has an experience of around 30+ years. He is heading the operations at Kalol Factory and developing it towards system adherence and continuous improvement in manufacturing and processes at plant.



#### Mr. Jay Shah - Chief Business Officer

He has completed his masters from University of Mumbai. He comes with a wealth of experience of 10+ years in business development. He is engaged with the company since last 4 years actively involved in the business development and manages the Homeland Security division in the company.

## **BOARD OF DIRECTORS**





Mrs. Preyal Shah – Chairperson & Additional Non-Executive Director



Mr. Divyakant Zaveri – Independent Director



Mr. Ankur Shah – Managing Director



**Mr. Jaykumar Toshniwal** – Independent Director



Mr. Sandeep Kadam – Director Operations

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### **OUR EVOLUTION**



# BUSINESS OVERVIEW

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### DEFENCE

#### **Providing INDIGENOUS SOLUTION to the** INDIAN DEFENCE INDUSTRY



In-house Development, manufacturing and supply of Products



Transfer of Technology from DRDO & others, production and supply of Products



Providing solutions to Indian Navy, Indian Army and for Homeland Security.



Providing **INDIGENISED SOLUTION**, thereby curtailing dependence on imports, in line with the "**Make in India**" initiative.



Catalyzing the growth of India's Defence ecosystem by harnessing our intrinsic capabilities.

Approved and Registered Vendor for Defence Products

QUALITY

**ON TIME** 

DELIVERY



### **DEFENCE (TOT)**



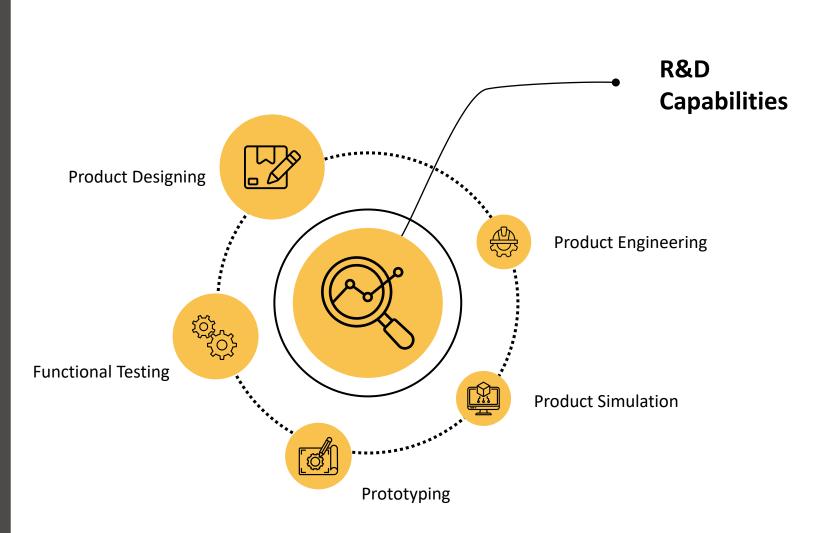
Awarded with "Transfer of Technology" for developing & manufacturing and sale of Defence Products

	Space Heating Device (Bukhari) used at high altitude in very cold climatic conditions	<b>IED Containment Vessel</b> to contain detonation effect	Solar Snow Melter used at high altitudes
f	Mounting and Support Equipment for Multi Spectral Camouflage Net (MSCN)	Specialised Food Container for extreme cold conditions	<b>Solar Heated Shelters</b> for space heating and electricity generation in extreme weather conditions

### R&D CAPABILITIES

Our Research & Development Activities are being focused on developing new products and solutions leading to improved production process and improved quality of existing products

- R&D activities are mainly undertaken at our manufacturing facilities at Kalol and Halol.
- An experienced and qualified team of engineers and metallurgist leverage our adaptability and manufacturing agility by continually investing in Research and Development.
- Keeping up with the latest technological developments in the precision manufacturing industry, leading to development of complex products and assembly.



## **COMPETITIVE STRENGTHS**



**Registered and approved vendor** for Indian Navy for supply of **specialised steel section for Naval Shipbuilding** in India to all the prominent ship builders



**Precision Engineering Expertise** leading to **inhouse development** and manufacturing of various products



Partnered with DRDO and its divisions like DMRL, DIPAS and R&DE for various Transfer of Technology for indigenous manufacturing of Defence Products



Vertically integrated defence solution with Make in India Capability having industry expertise in steel and special steel alloy products



**Innovative R&D and technological capabilities** along with experienced and qualified team of engineers.

### DAIRY

- Growing at a steady pace
- Operating on an Autopilot mode
- Wide Range of Dairy Equipment
- ♦ Wide customer base across the country





The company started its engineering activities by **introducing Stainless Steel Cans** for the dairy industry.



Since 1997, our dairy equipment has brought in **hygienic Milk Collection & Storage** which brought a revolution in the industry.



Our customer base encouraged us to develop and add new products like milking machines and milk cooling tanks for the dairy segment.



Holding a **patent for the invention of Automated Milk Analysis and Collection Apparatus called Robotic Milk Collection Unit (RMCU)**, which analyzes the dairy farmer's milk not only for Fat & SNF but also tests the milk for adulteration.

# INDUSTRY OVERVIEW

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### DEFENCE INDUSTRY OVERVIEW (1/2)



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### DEFENCE INDUSTRY OVERVIEW (2/2)



In FY24, defence production surged by 16.7% while defence exports grew by 32.5% YoY & India is now exporting to 85+ countries due to collaborative efforts.

India has one of the strongest military forces in the world and holds a place of strategic importance for the Indian Government.



The Presence of Indian Private Sector has grown since opening of the defence sector for indigenised manufacturing

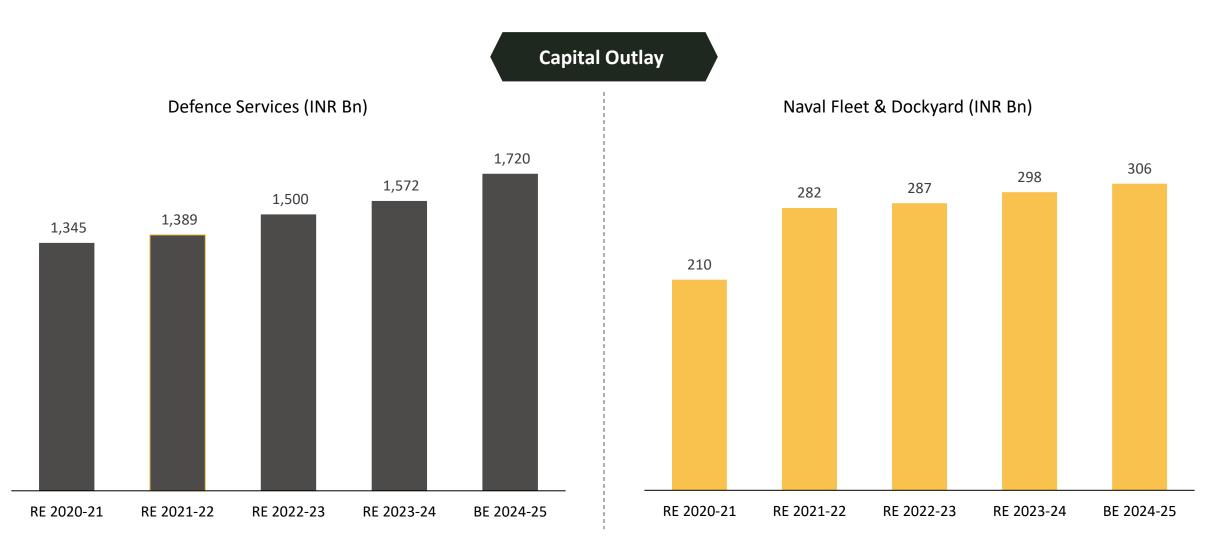
By FY25, the government aims to achieve defence manufacturing worth INR 1,75,000 crore (USD 21.14 Bn), including defence exports of INR 35,000 crore (USD 4.22 Bn).

Indigenous production of defence equipment is at the core of the "Make in India" Initiative.

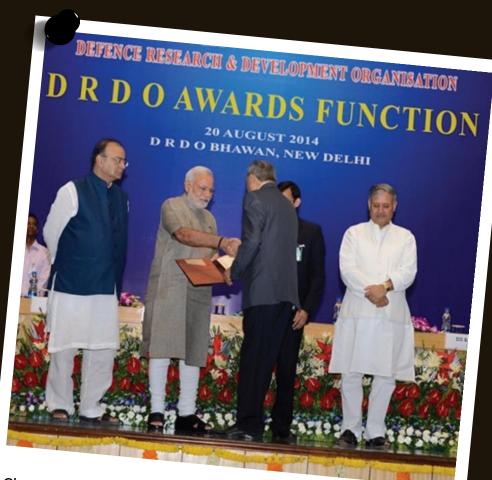


Key defence manufacturing companies in India are currently focusing on designing and developing various indigenous weapons and essential products to boost domestic manufacturing capabilities and align with Government's vision of "Aatmnirbhar Bharat".

## **DEFENCE BUDGET OUTLOOK**



### **AWARDS & APPRECIATION**



Chairman **Mr. Ashwin Shah** receiving **DTA Award** from Honourable Prime Minister Narendra Modi



Managing Director **Mr. Ankur Shah** receiving the **Transfer** of Technology from Honourable Defence Minister of India Shri Rajnath Singh.

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#### **DTA Award**

#### **SME Award**

#### **NMRL** Award



Recognition with an Appreciation Certificate from Defence Metallurgical Research Laboratory (DMRL), Hyderabad for successfully developing Bulb Bars (ship building steel sections), a critical component for the Indian Navy's indigenization program, as the project was of National Importance involving Import Substitution.

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### **THANK YOU**

#### **KRISHNA DEFENCE & ALLIED INDUSTRIES LTD**

344, A to Z Industrial Estate, Lower Parel, Mumbai – 400 013. Email: info@krishnaallied.com +91 22 4220 3800 www.krishnaallied.com

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