



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

CO/SEC/4(7)/2019/ BSE & NSE Filing/18

19th August, 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 are enclosing the schedule for the Analyst / Institutional Investor Meeting as follows:

Date	Particulars	Type of Meeting	Location
August 20, 2019	ICICI Securities – “Bengaluru Investor Conference”	One on One & Group Meetings	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, ಭಾರತ, 15/1, ಕಬ್ಬನ್ ರೋಡ್, ಬೆಂಗಳೂರು - 560 001, ಭಾರತ

15/1, Cubbon Road, Bangalore - 560 001, India

ದೂರವಾಣಿ (ಫೋನ್) Ph. : +91-80-2232 0001, 2232 0475, ಫ್ಯಾಕ್ಸ್ (ಫೇಕ್ಸ್) Fax : +91-80-2232 0758

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

CIN : L35301KA1963GOI001622



हिन्दुस्तान एरोनॉटिक्स लिमिटेड
HINDUSTAN AERONAUTICS LIMITED



INTEGRITY

MISSION

COMMITMENT

QUALITY



INVESTOR CONFERENCE

AUGUST 2019

DISCLAIMER

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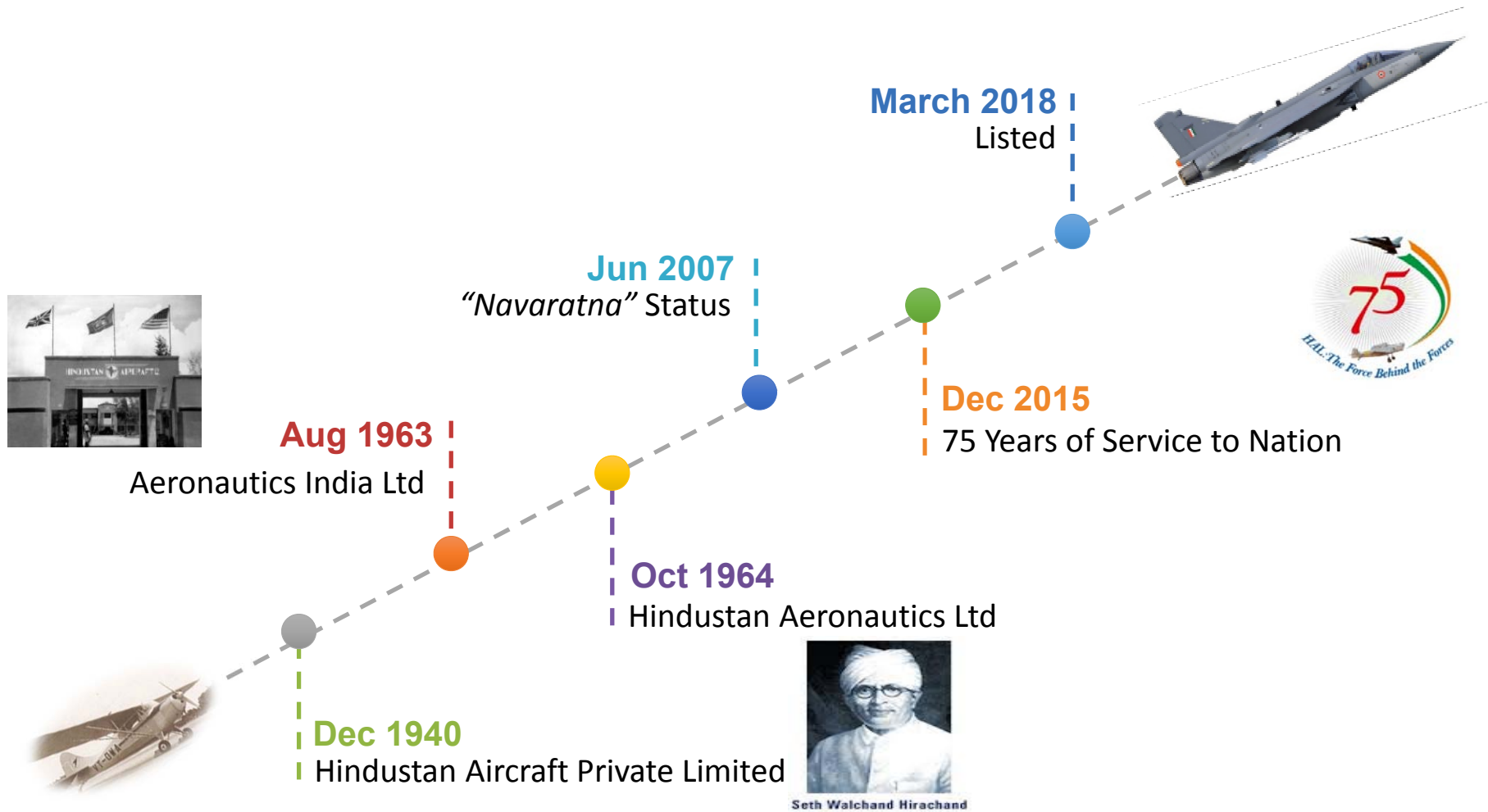
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COMPANY OVERVIEW

HISTORICAL PERSPECTIVE



HAL TODAY - LEADERSHIP

Director (HR)
V M Chamola



Director (Engg & R&D)
Arup Chatterjee



Director (Finance)
C B Ananthakrishnan



Director (Operations)
M S Velpari



CMD
R Madhavan



CEO (AC)
Rajiv Kumar



CEO (BC)
Shekhar Shrivastava



CEO (HC)
G V S Bhaskar





CEO (MC)
Bh V Sheshagiri Rao

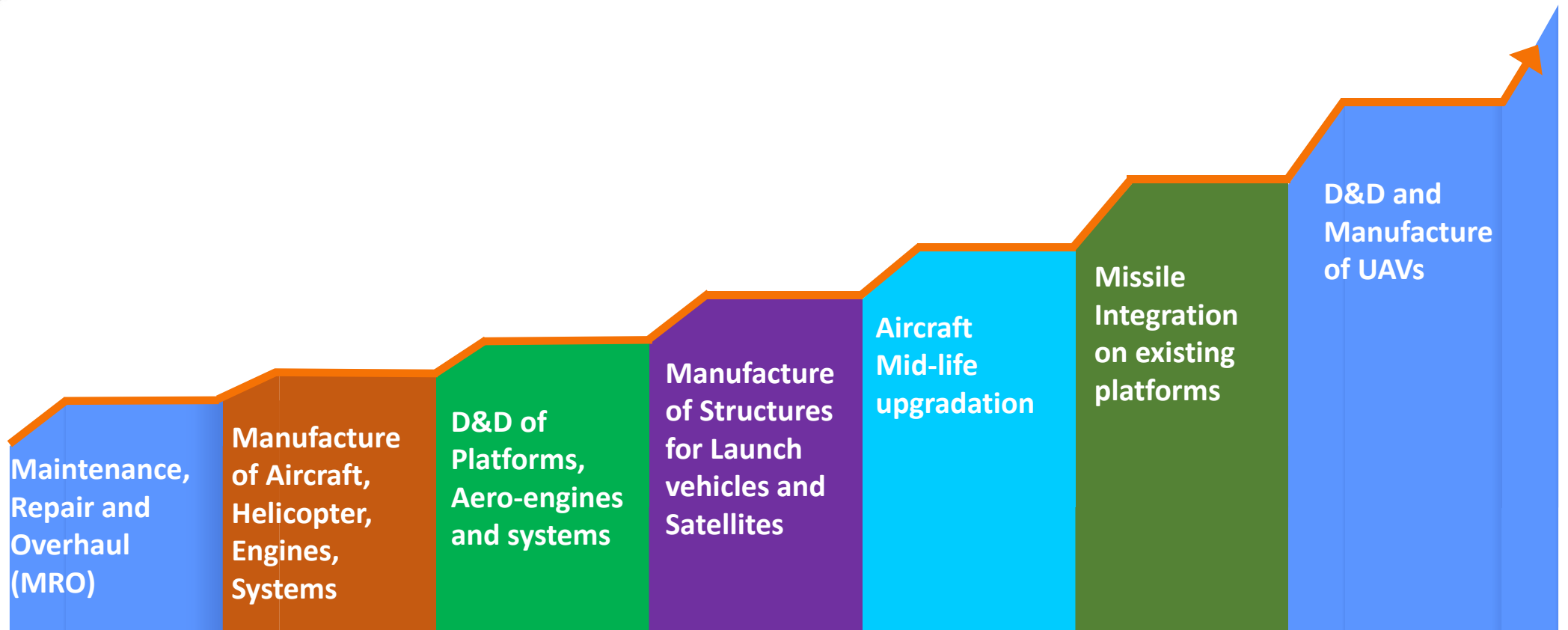
HAL TODAY

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

HAL CAPABILITIES



DAKOTA



VAMPIRE



HT-2



Aero-Structure



Jaguar Upgrade



BRAHMOS



UAV

HAL Products Enabling the Forces



4100 aircraft
5100 engines

☒ MANUFACTURED

11300 aircraft
34000 engines

☒ OVERHAULED

CURRENT OPERATIONS (MANUFACTURING)

Production Over the years :

14 Types
2711 Nos
Under ToT

17 Types
1439 Nos
Indigenous

FIGHTER
AIRCRAFT



SU-30MKI



LCA

MILITARY
TRANSPORT
AIRCRAFT



Do - 228

HELICOPTERS



ALH



CHEETAL

CURRENT OPERATIONS (REPAIR & OVERHAUL)

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

CURRENT OPERATIONS (ENGINES)

Current Production

4 Types
Engine Mfg.

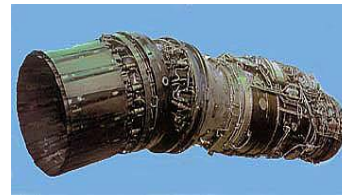
17 Types
Engine ROH



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

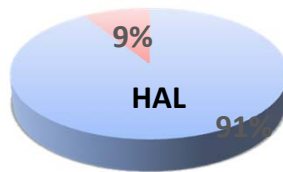


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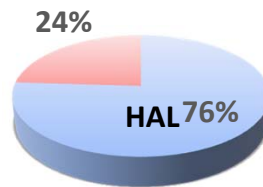
Enabling the Forces



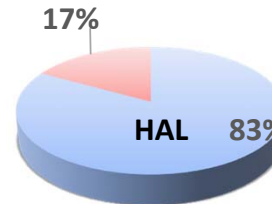
IAF



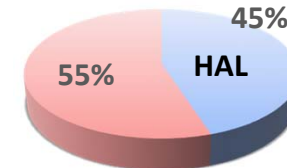
Fighters



Trainers



Transport



Helicopters

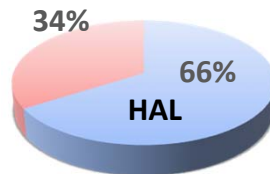
AROUND 73% IAF FLEET IS SUPPORTED BY HAL



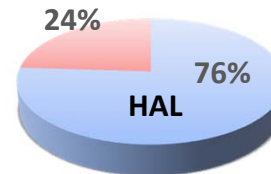
IN



Trainers



Transport



Helicopters

OVERALL AROUND 80% FLEET IS SUPPORTED BY HAL

AROUND 65% NAVY FLEET IS SUPPORTED BY HAL



ARMY



Helicopters



CG



Transport



Helicopters

100% FLEET OF ARMY AND CG IS SUPPORTED BY HAL

ALLIED OPERATIONS

✈ 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



Chandrayaan-2



PSLV

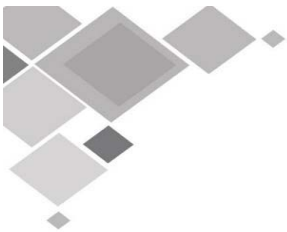
HAL Exports - Platforms



EXPORT
to

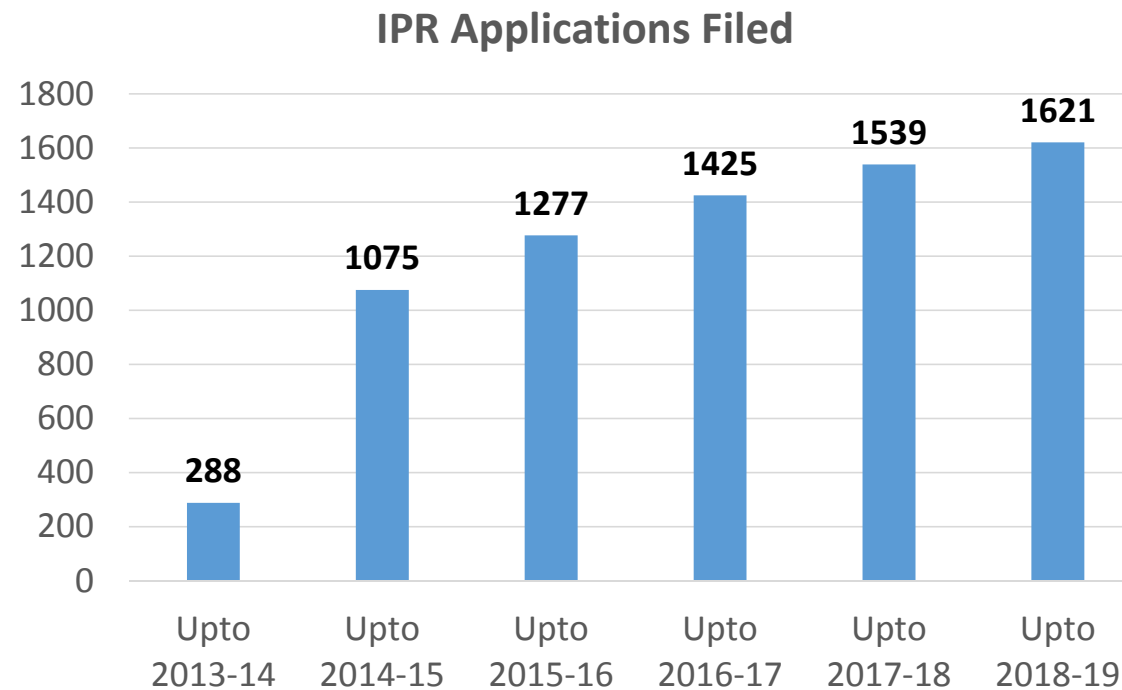
20+

Countries



INTELLECTUAL PROPERTY RIGHTS (IPR)

178 IPRs
Held as on
March 2018



7 Patents

153 Copy Rights

18 Design Registrations



Key Business Strategies

1

Expansion of operations through partnerships or collaborations

2

Diversification through expansion into new growth areas

3

Civil aircraft segment penetration for both manufacturing and servicing opportunities

4

Development of in house capabilities to design and develop specialized products including aero engines

5

Further leverage existing cost advantage for margin expansion

6

Develop human capital via post graduate programs across several reputed universities

7

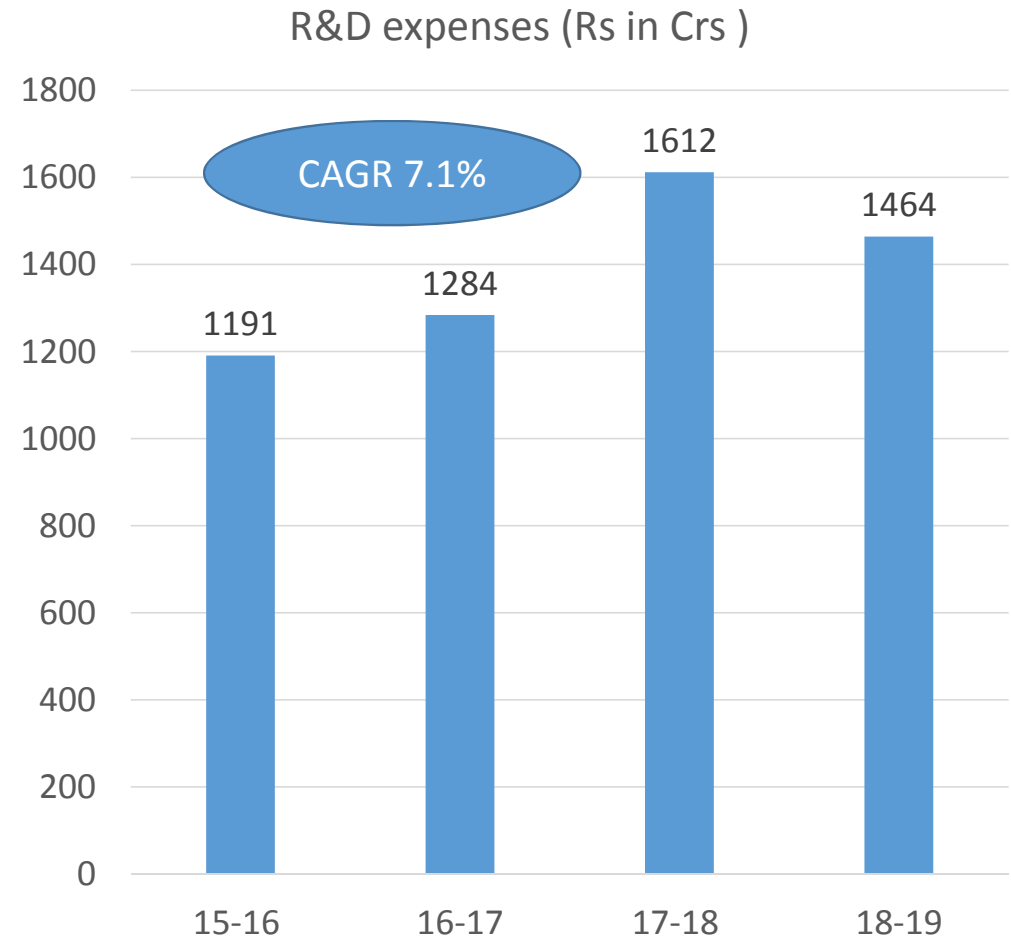
Enhancing customer satisfaction and optimising operations

DESIGN & DEVELOPMENT CAPABILITIES

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



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



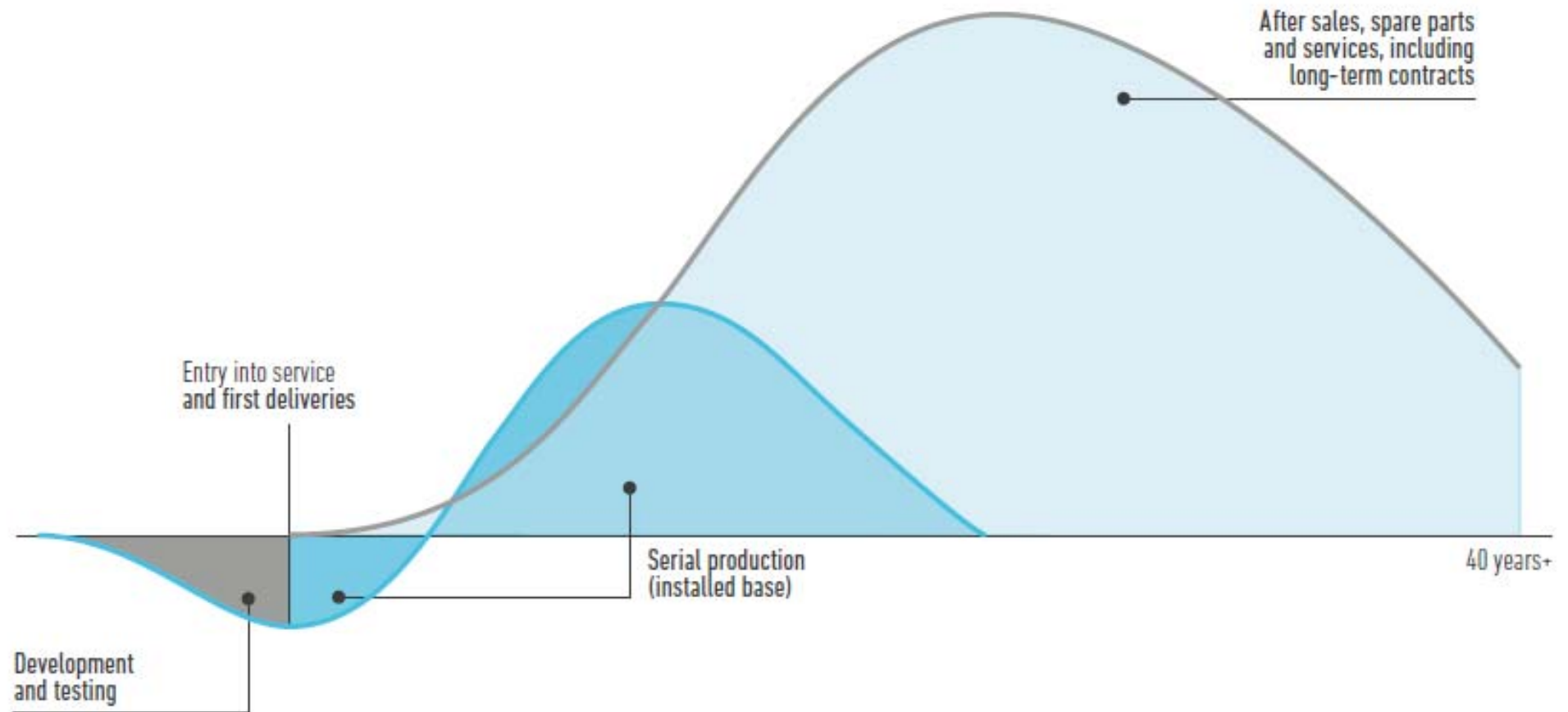
Jaguar Darin III Upgrade

- FOC Weapon Trials Carried out



Development of Engines & UAV.

Economic Life Cycle of An Aircraft Program – Illustrative



SIGNIFICANT ACHIEVEMENTS DURING 2018-19

Significant Achievements During 2018-19



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.

The maiden flight of the third prototype LUH was successfully conducted. LUH was also flown from the Greenfield Helicopter Manufacturing facility, Tumakuru.

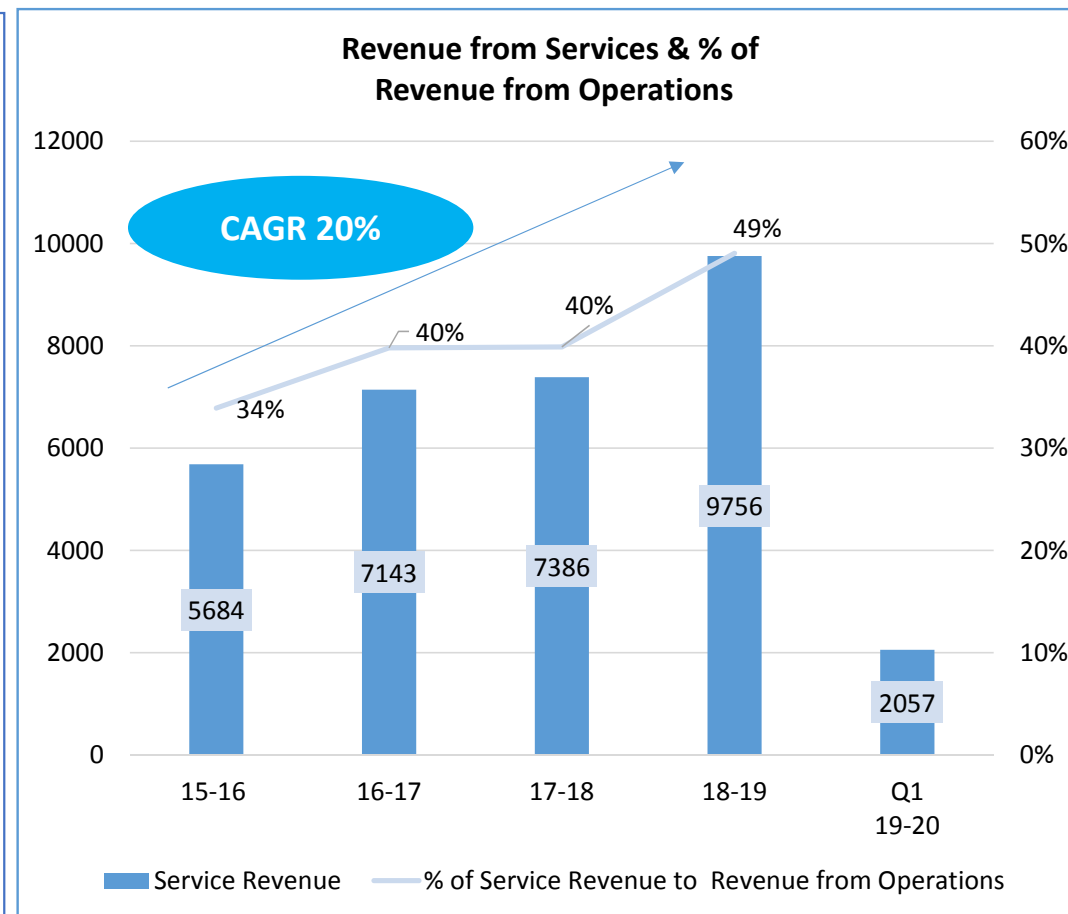
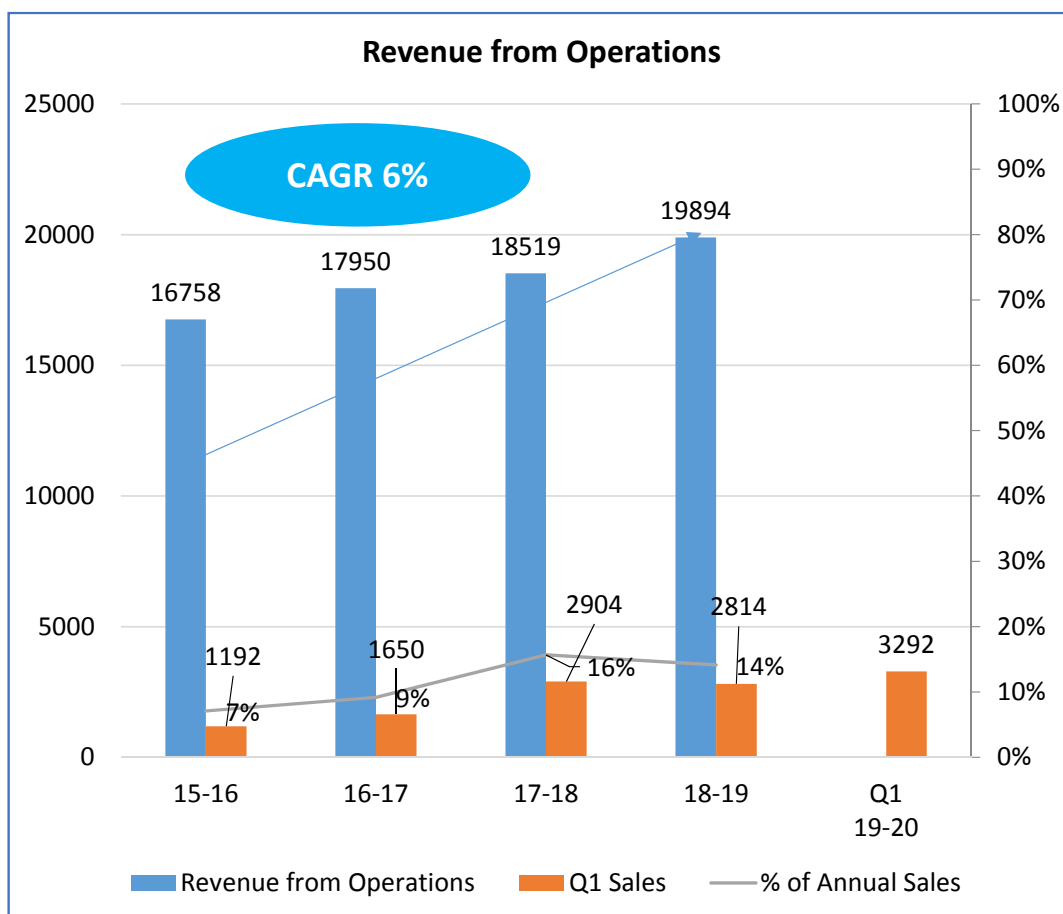
Astra Missile, which has been integrated by the Company in Su-30 MKI aircraft, was successfully test fired by the IAF on 26th September, 2018.

ALH Blade folding capability was demonstrated for deck landing.

FINANCIAL PERFORMANCE AND SUMMARY

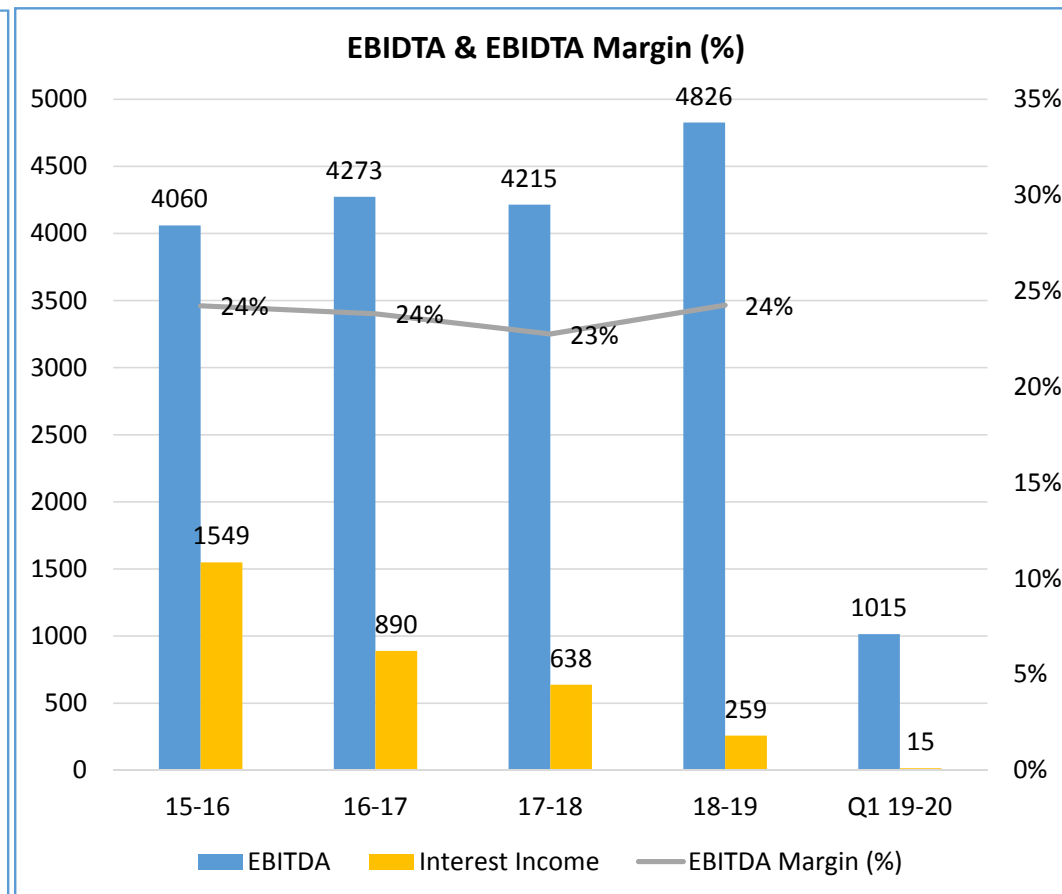
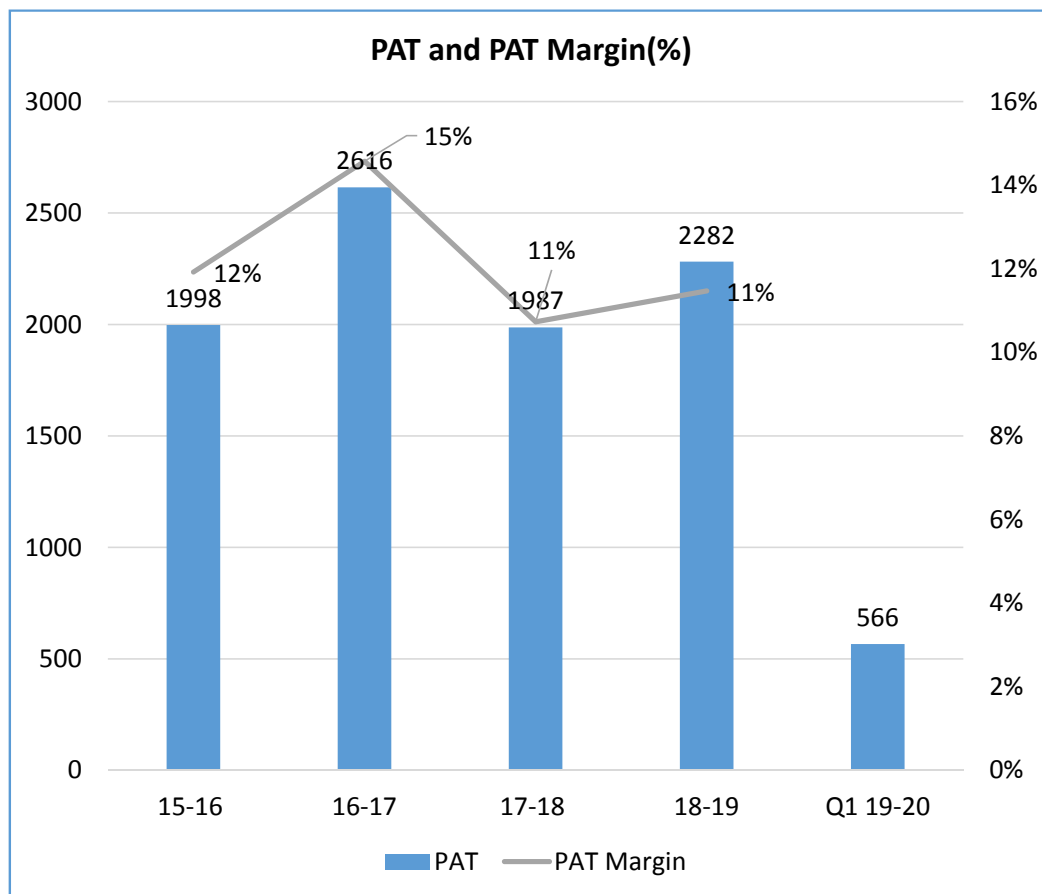
FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs



FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs

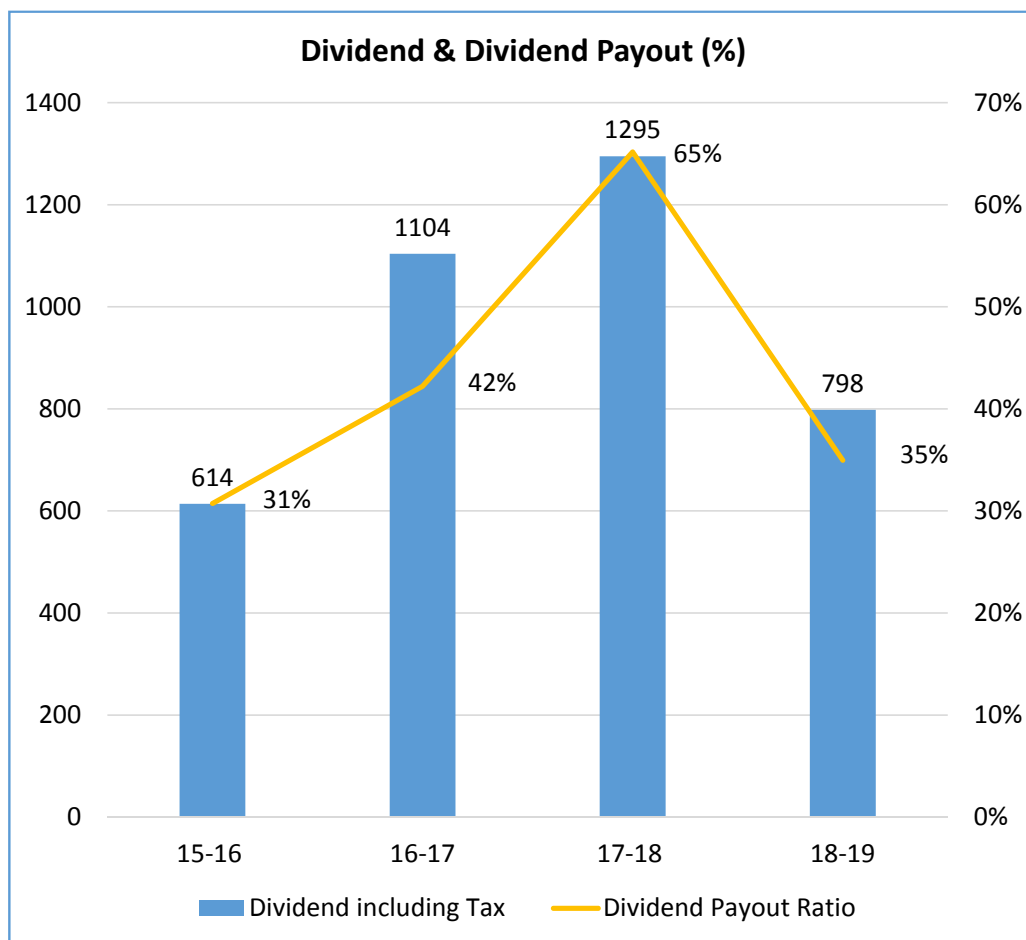


- PAT Margin = PAT/ Revenue from Operations
- Q1-19-20 includes compensation from BMRCL of Rs. 102 Crores.

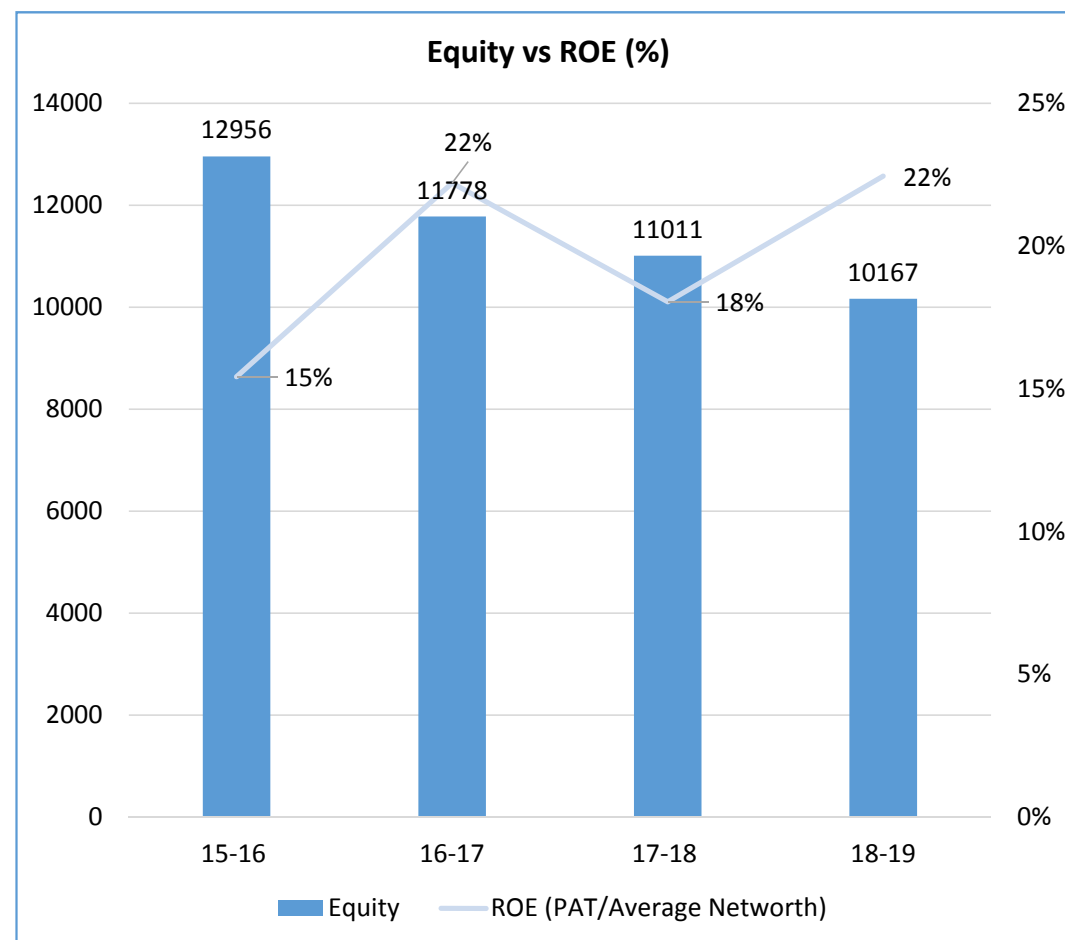
- EBIDTA includes interest income.
- EBIDTA Margin = EBIDTA/ Revenue from Operations

FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs



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



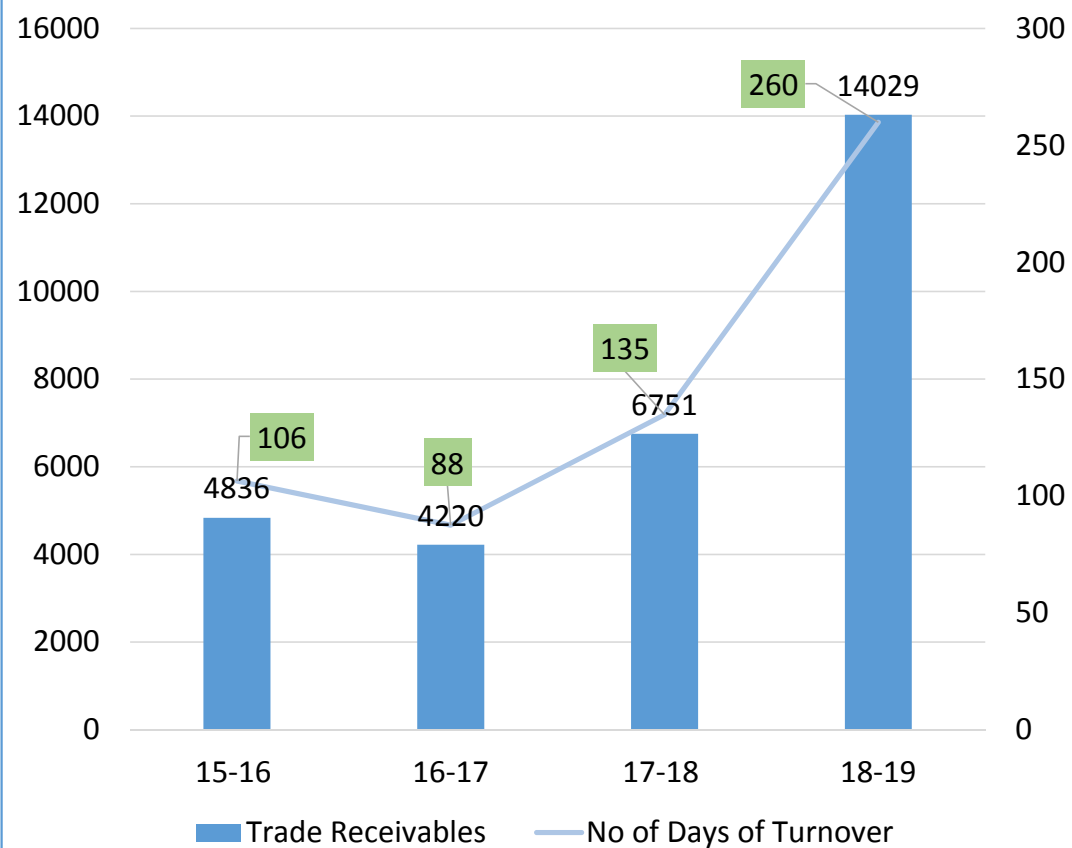
ROE = PAT/ Average Net Worth

FINANCIAL PERFORMANCE AND SUMMARY

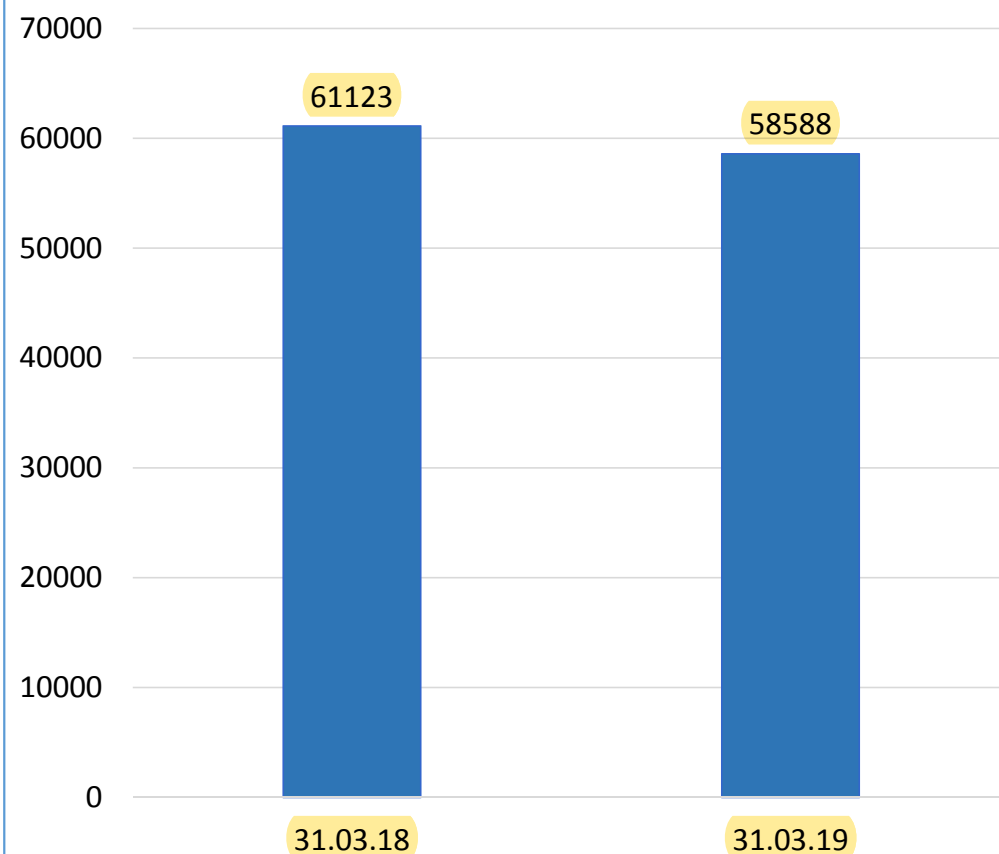
Rs In Crs



Trade Receivables in No of Days of Turnover



Order Book



PRICING

- W.e.f. May 2018, profit percentages for supply of equipment on nomination basis by DPSUs has been reduced to 7.5% from 10%.
- This will have impact only in respect of fresh manufacturing contract that the Company would sign.
- The ROH Sales of the Company are governed by the Fixed Price Quotation Policy wherein 10% profit is retained.
- The additional impact will be offset by improving productivity and better price negotiations.

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.



Thank You