



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

CO/SEC/4(7)/2022-23/ BSE & NSE Filing/76

15<sup>th</sup> November, 2022

BSE Limited Listing Department Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001	National Stock Exchange of India Ltd Listing Department Exchange Plaza, 5 <sup>th</sup> Floor, Plot No C/1, G Block, Bandra-Kurla Complex, Bandra (E), Mumbai – 400051
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Dear Sir/ Madam,

**Sub: Update on Conference Call under SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

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

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In furtherance to our Letter No. CO/SEC/4(7)/2022-23/ BSE & NSE Filing/73 dated 8<sup>th</sup> November, 2022 regarding intimation of Conference Call scheduled to be held today, the 15<sup>th</sup> November, 2022 at 1600 hours, please find attached herewith copy of the presentation which would be discussed during the meeting.

- The details of the said meeting and presentation are also made available on Company's Website [www.hal-india.co.in](http://www.hal-india.co.in) in Sub-section "Analyst / Investors Meet" under "Investors" Section.
- This is for your information and record, please.

Thanking you,

Yours Faithfully  
For Hindustan Aeronautics Ltd

(Shailesh Bansal)  
Joint 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



हिन्दुस्तान एरोनॉटिक्स लिमिटेड  
HINDUSTAN AERONAUTICS LIMITED



INTEGRITY

MISSION

COMMITMENT

QUALITY



# ANALYST MEET

## 15<sup>th</sup> November 2022

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# MAJOR ACHIEVEMENTS OF H1 2022-23

## Major Achievements HY 2022-23



Hon'ble President of India, Smt Droupadi Murmu inaugurated HAL's state-of-the-art Integrated Cryogenic Engine Manufacturing Facility (ICMF) in Bengaluru on 27<sup>th</sup> Sep 2022. The facility will cater to the entire Rocket Engine Manufacturing under one roof for ISRO.

In a major boost to indigenization, Hon'ble Prime Minister of India unveiled the HTT-40 at Defexpo – 2022. IAF and HAL have also concluded the Price Negotiation for 70 Nos HTT-40 trainer aircraft worth Rs 6,800 crore.

Light Combat Helicopters (LCH) - Prachand were delivered to IAF ahead of schedule which were inducted into Indian Air Force at Jodhpur

HAL-L&T consortium bagged Rs 860 crore contract on 5<sup>th</sup> Sep 2022 for end-to-end realisation of five Polar Satellite Launch Vehicles (PSLV) from the New Space India Limited (NSIL).

Order book position is maintained at Rs. 83858 Crores with receipt of fresh ROH and Spares orders.

With continued budget allocation from the Customers Cash and Bank Balance Position has improved to Rs. 16783 Crores

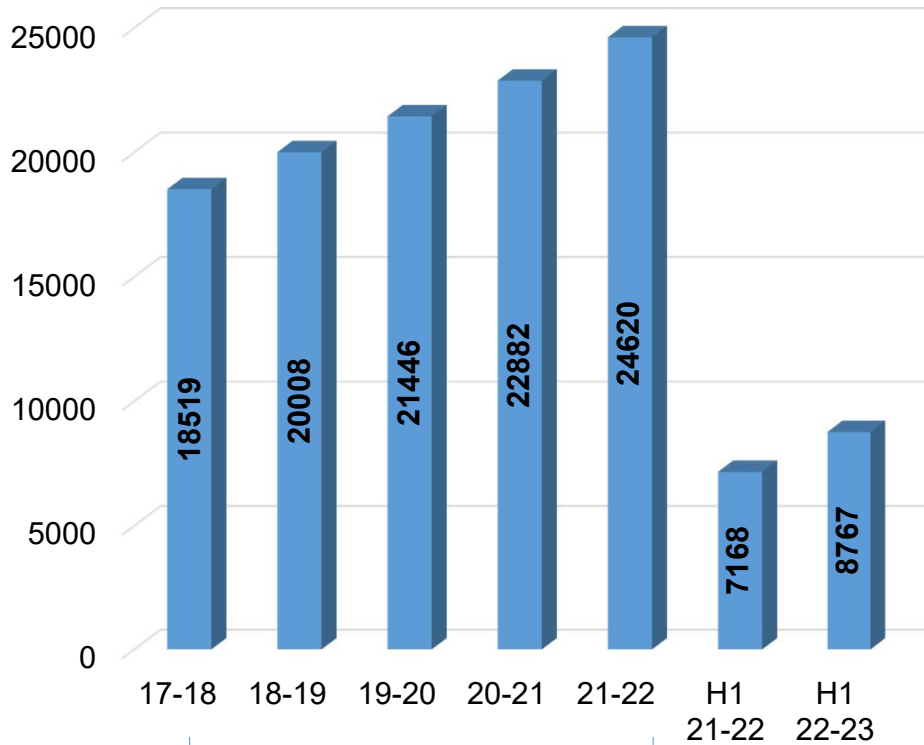
Declared 1<sup>st</sup> interim Dividend of 200% for the FY 2022-23.

# FINANCIAL PERFORMANCE AND SUMMARY



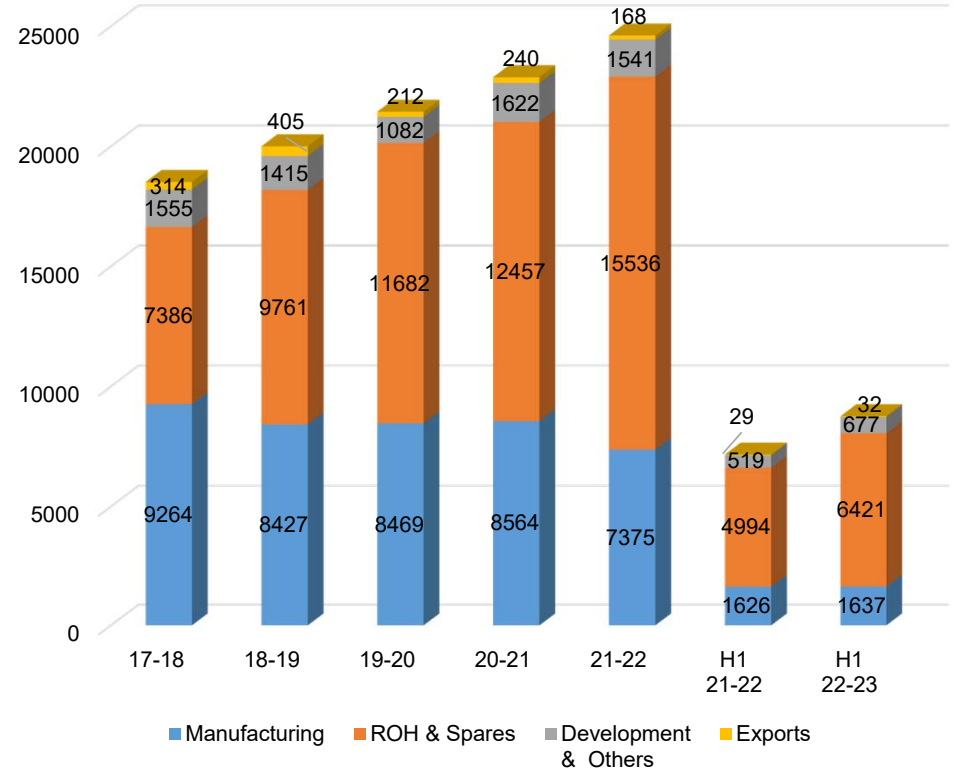
Rs In Crs

Revenue from Operations



5 Year CAGR – 6.52%

Activity-wise Revenue from Operations

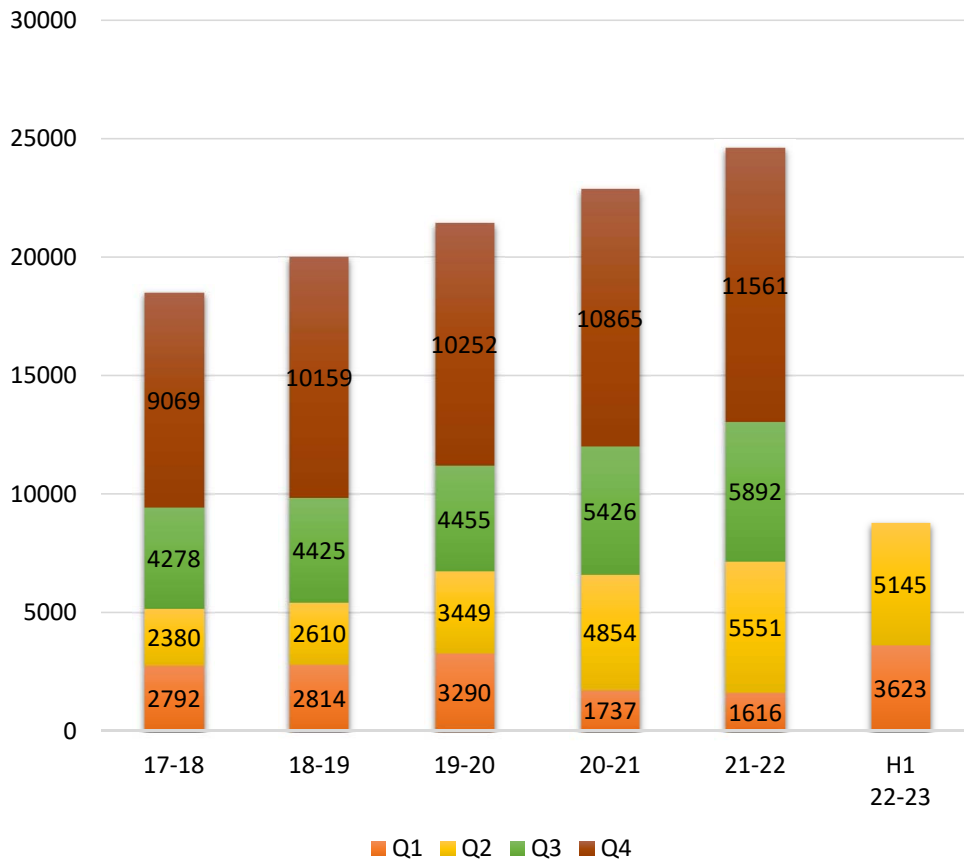


ROH Segment registered a CAGR of 16.80%

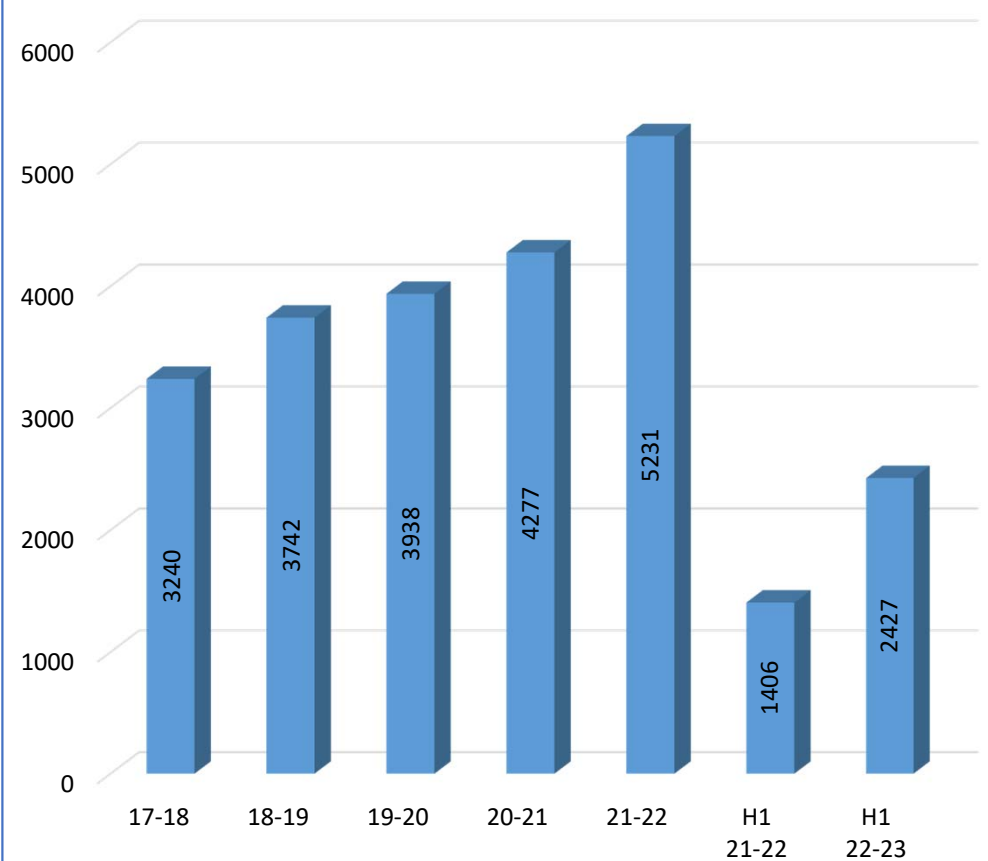


# FINANCIAL PERFORMANCE AND SUMMARY

## Revenue from Operations Q-on-Q



## Profit Before Tax (PBT)



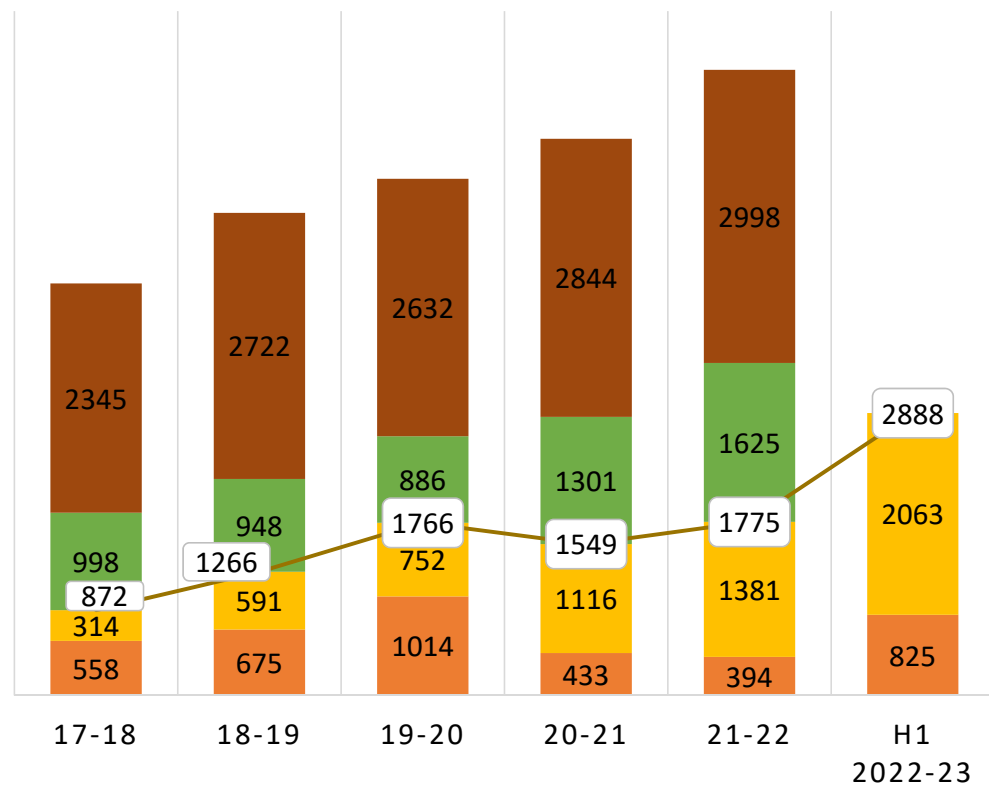
# FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs

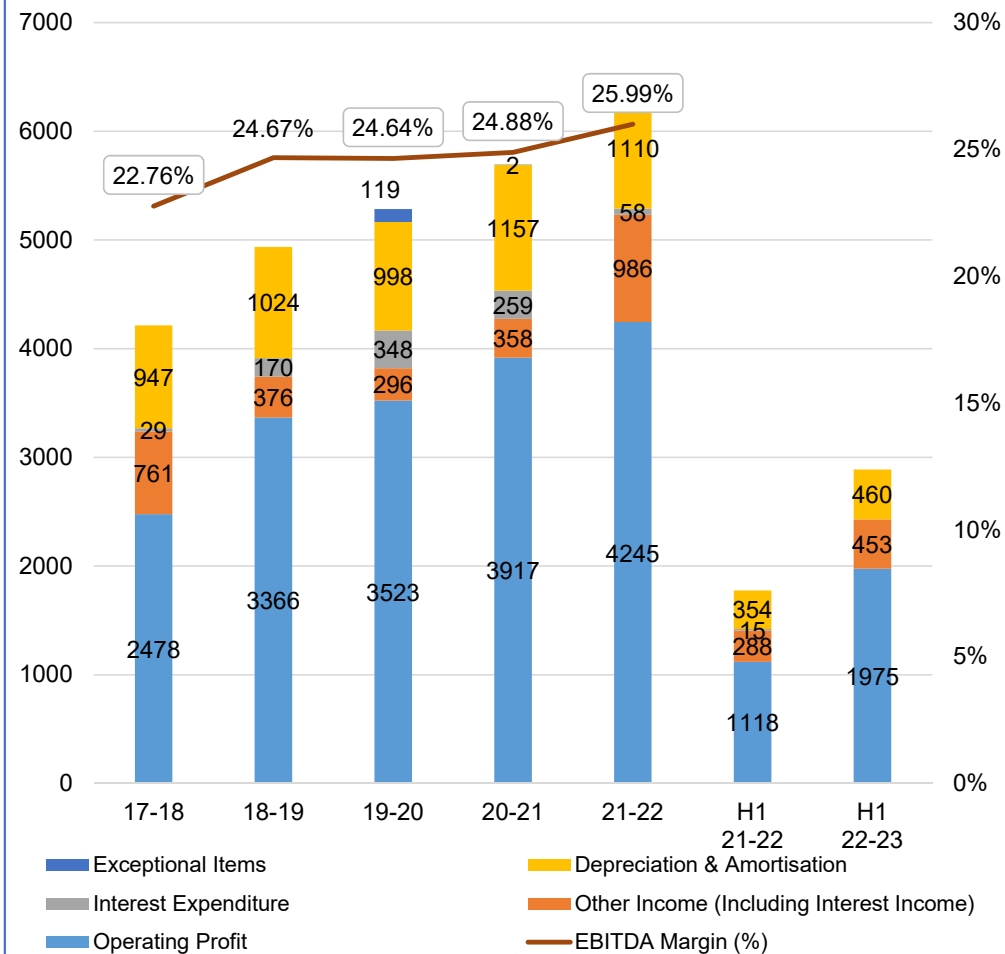


### EBITDA ON Q-ON-Q

Q1 Q2 Q3 Q4 Cumulative H1

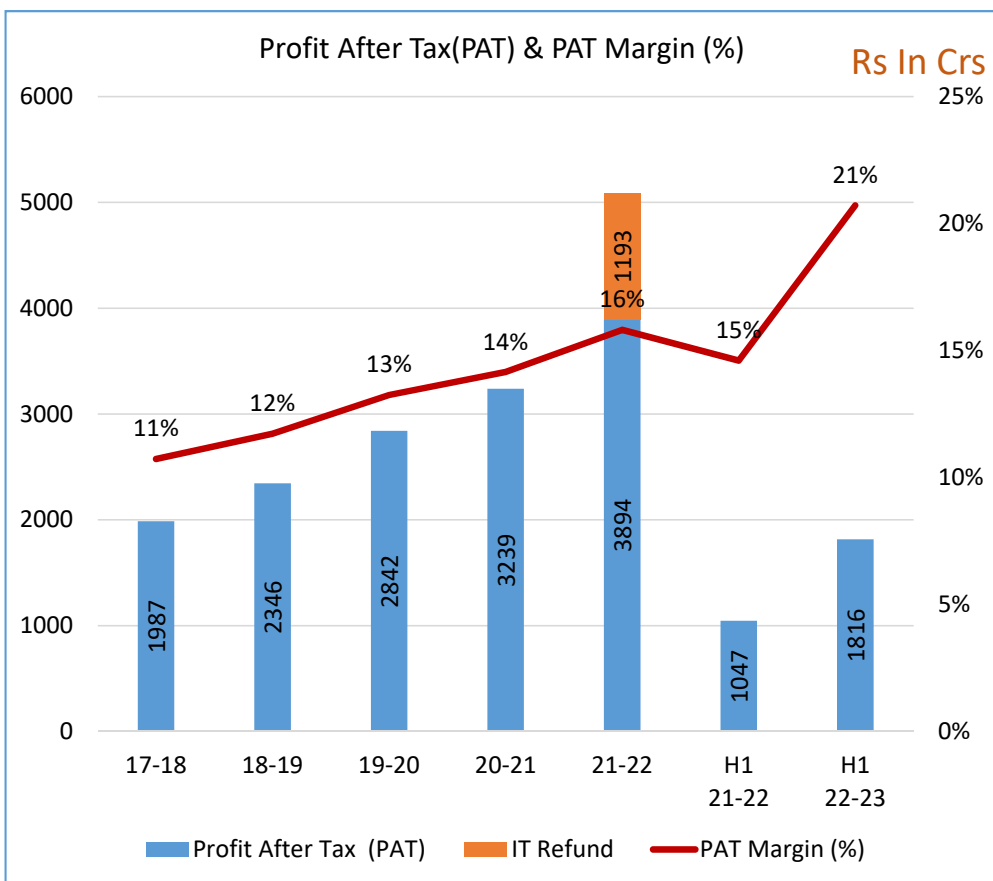


### EBITDA and EBITDA Margin (%)



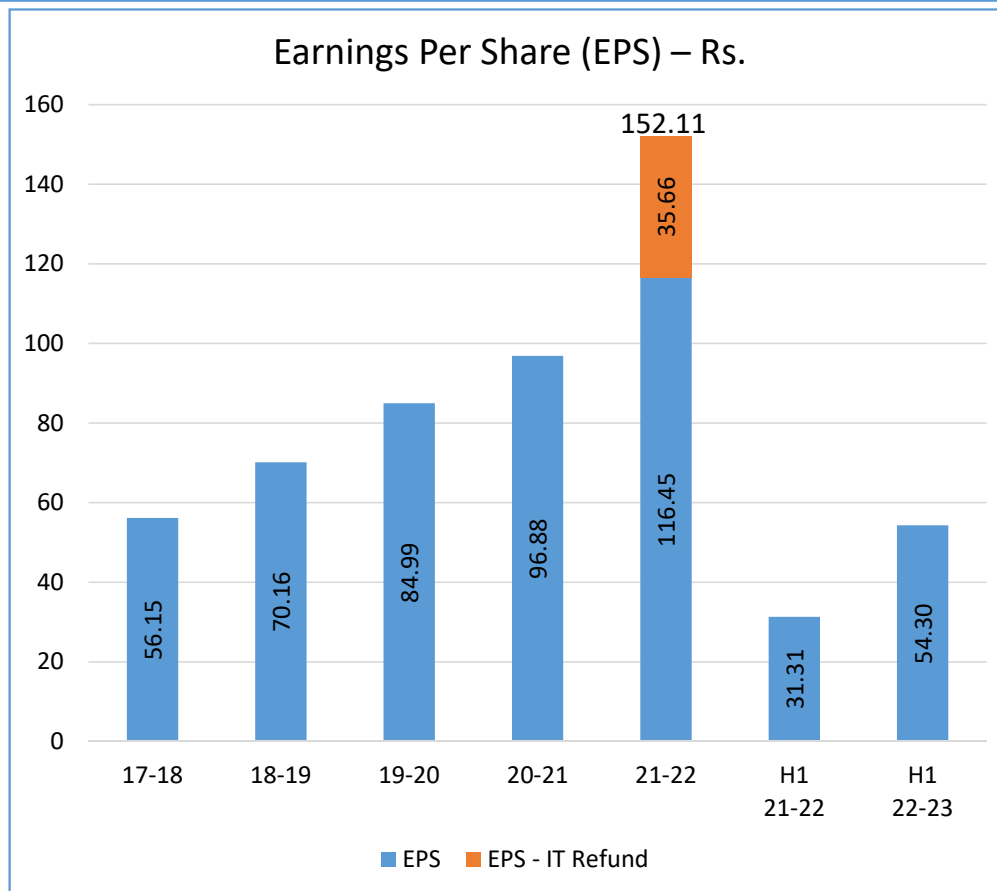


# FINANCIAL PERFORMANCE AND SUMMARY



•PAT Margin = PAT (excluding IT Refund) / Revenue from Operations

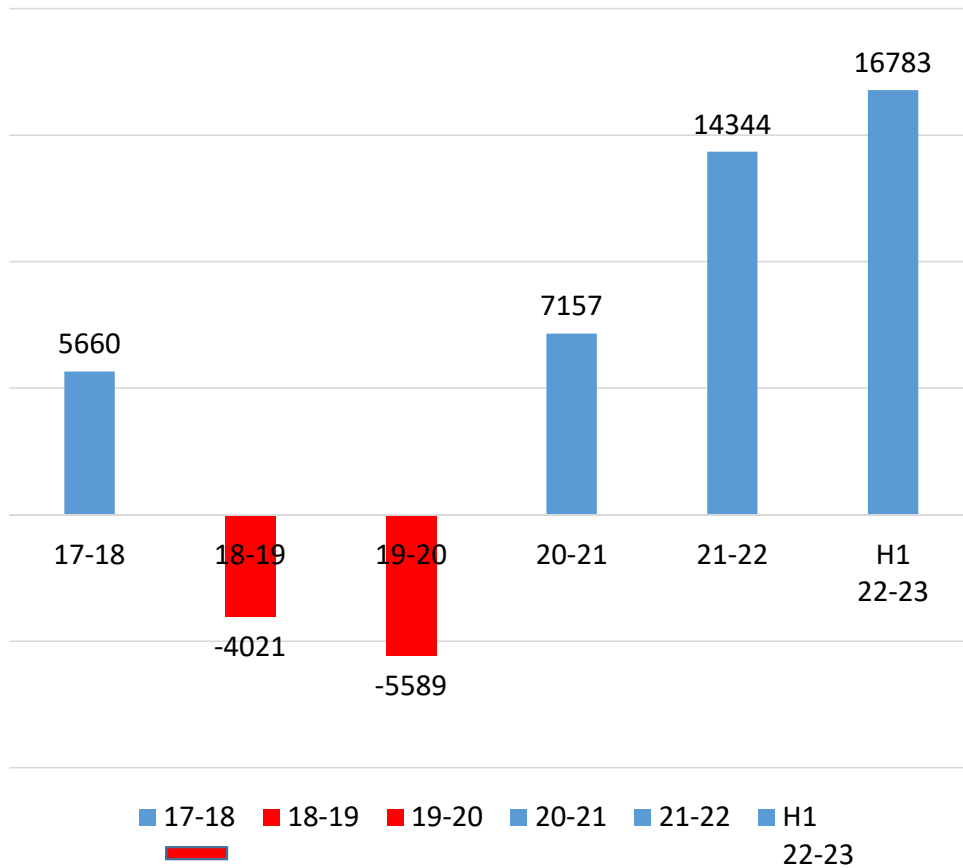
Post Listing CAGR 26.49%



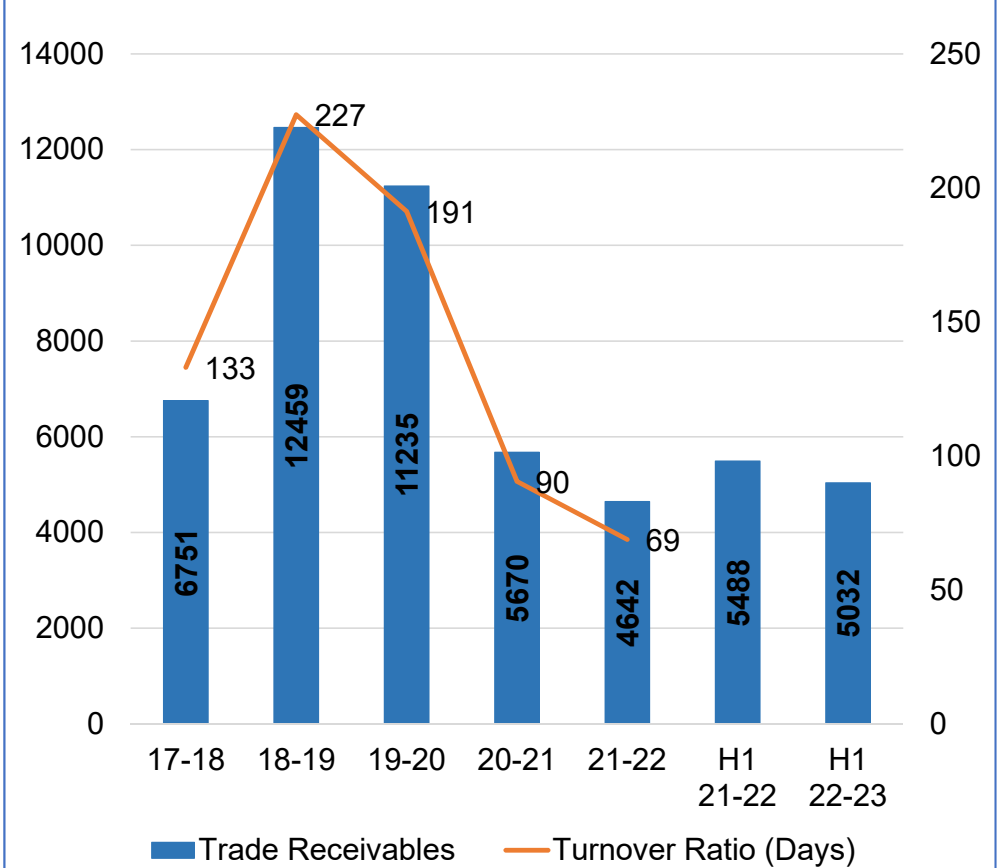
Post Listing CAGR 26.49%

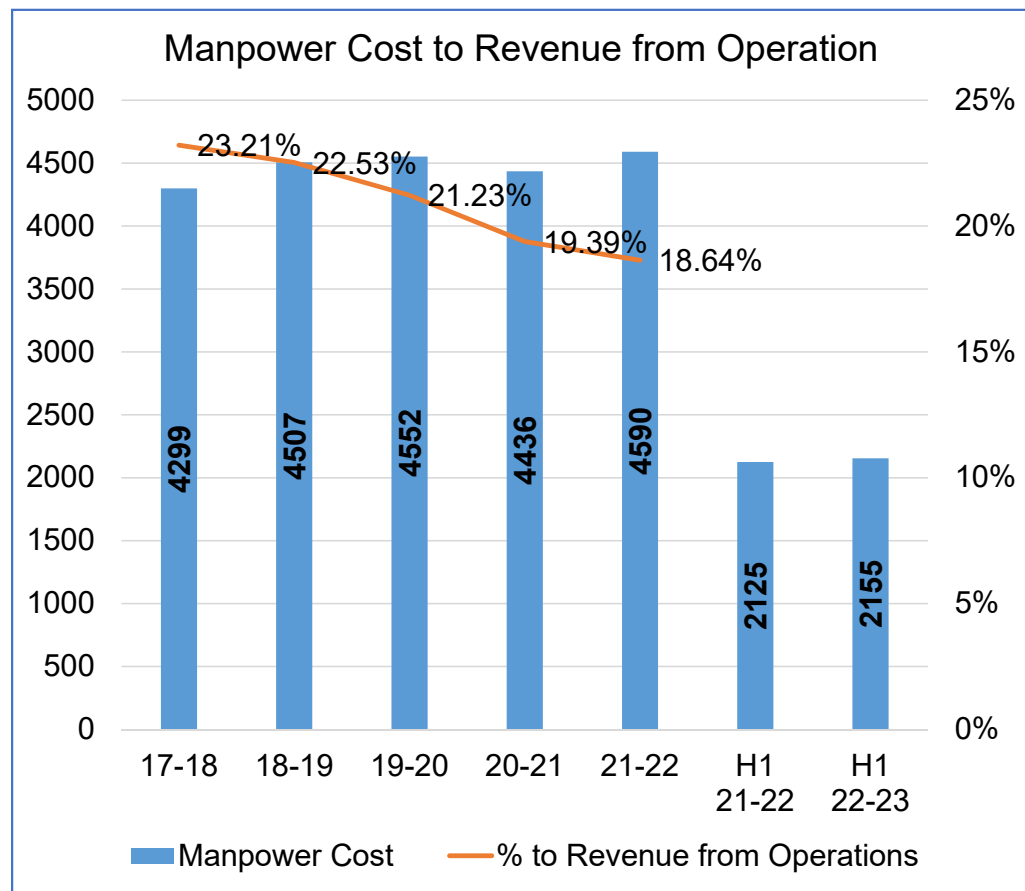
# FINANCIAL PERFORMANCE AND SUMMARY

Collections and Cash & Bank Balance



Trade Receivables & Turnover Ratio (Days)

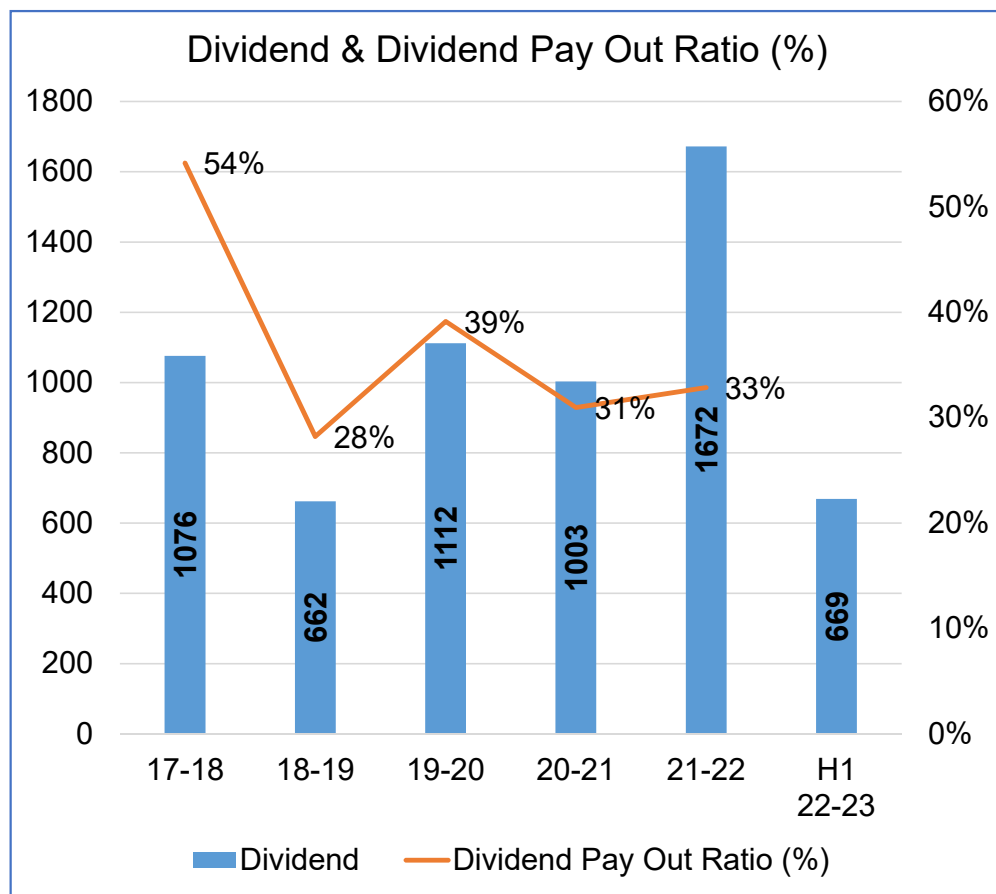




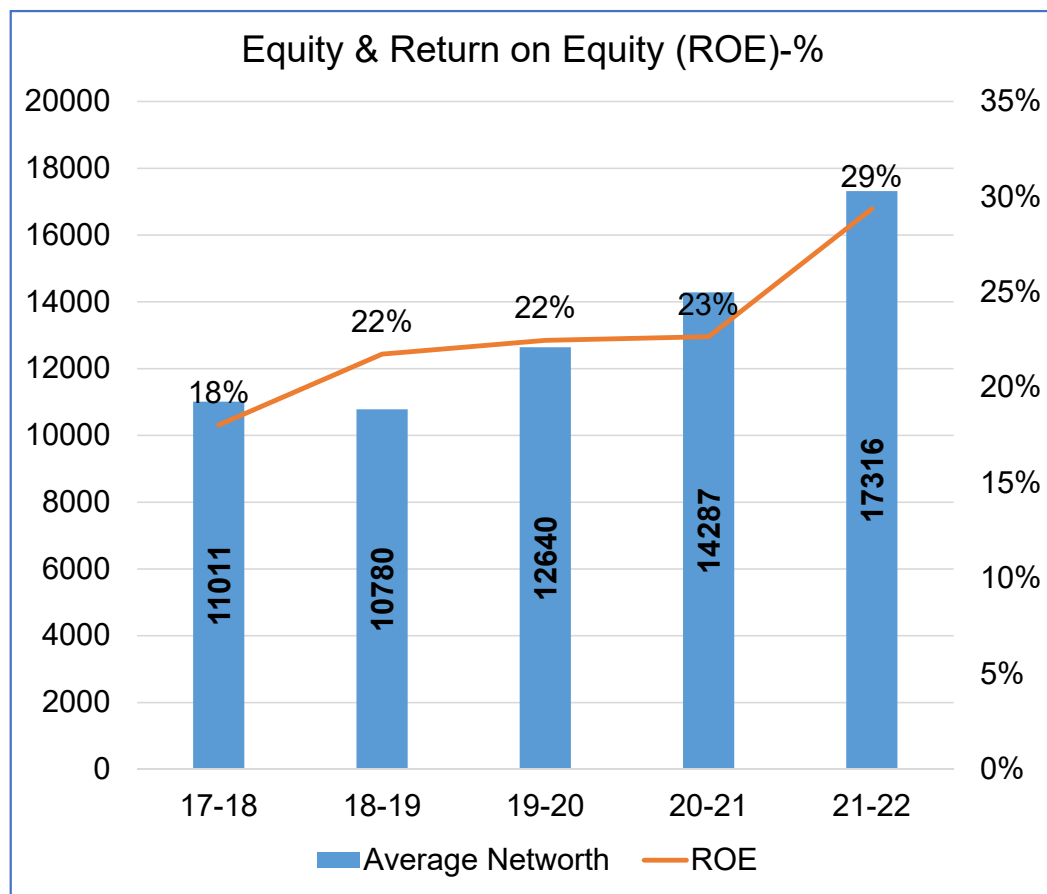
Manpower Cost adjusted for Provisions & Reversals

# FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs

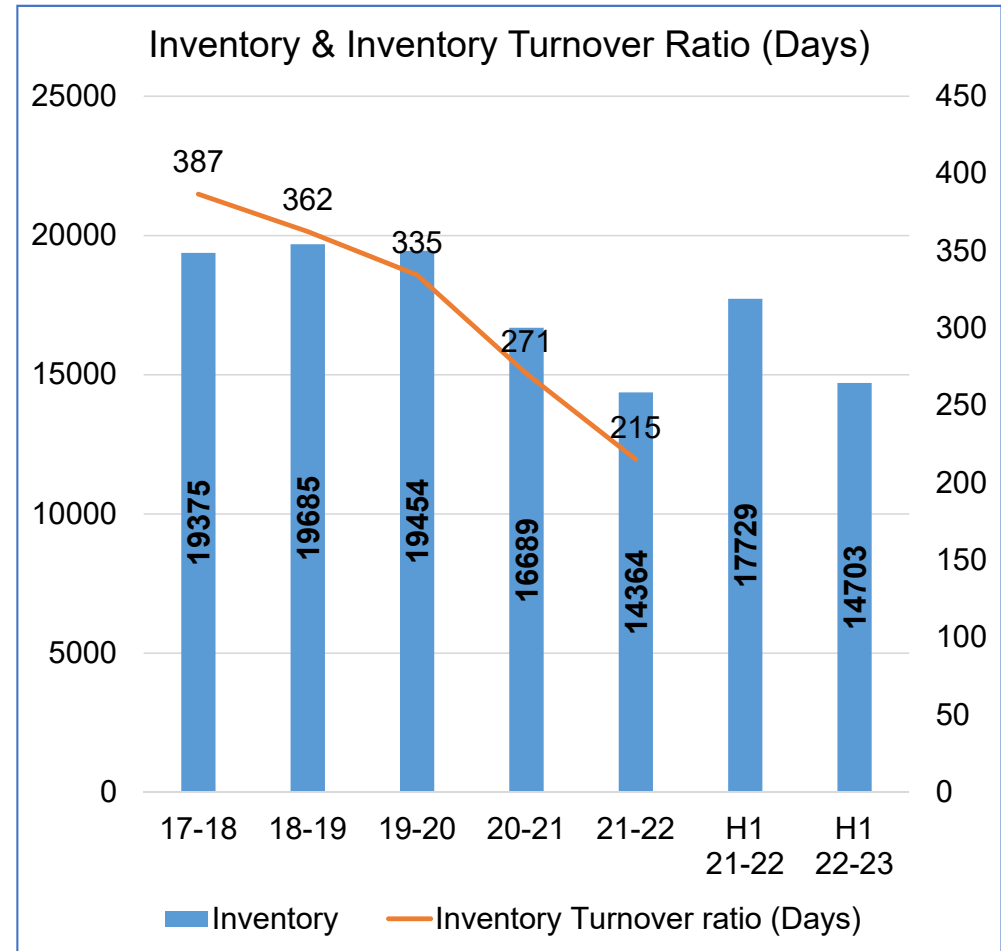
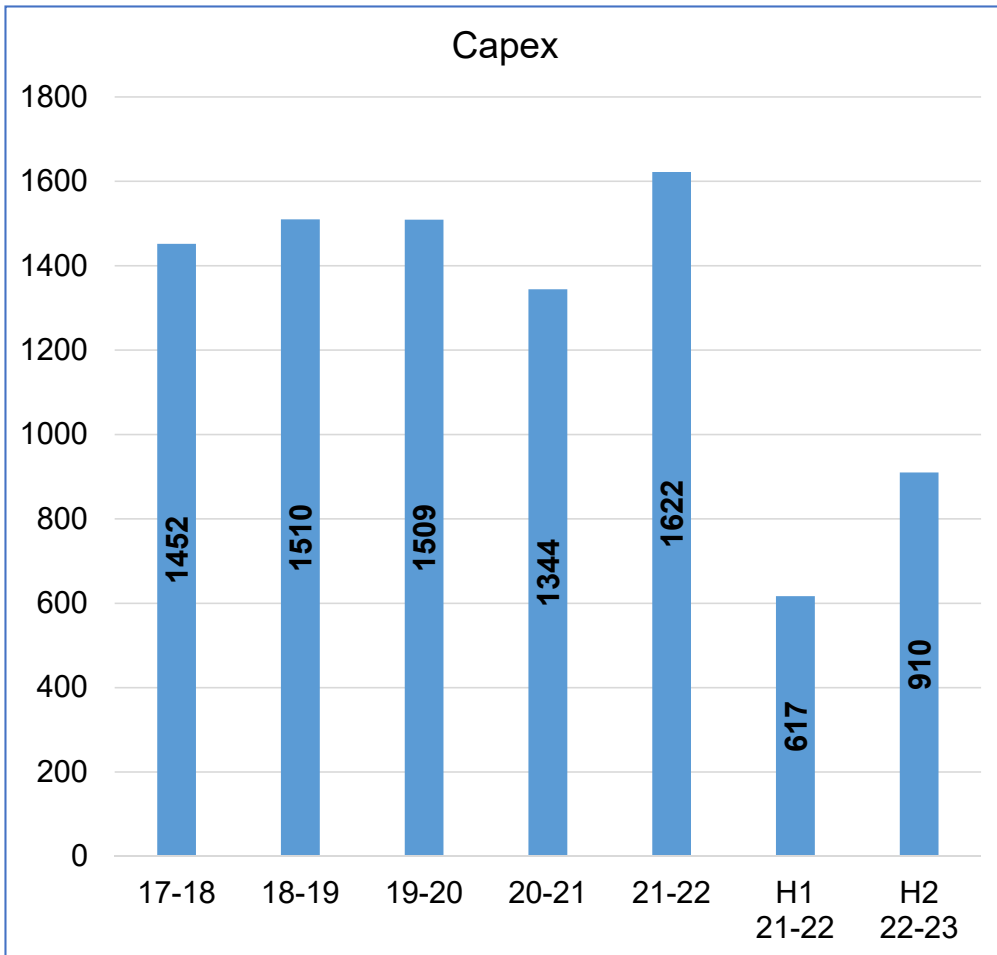


Dividend Payout Ratio = Dividends Paid / PAT



ROE = PAT/ Average Net Worth

# FINANCIAL PERFORMANCE AND SUMMARY



# ORDER BOOK STATUS

Rs In Crs



Particulars	Balance as on 01.04.2022	Fresh Orders (During H1 22-23)	Order Liquidated (During H1 22-23)	Outstanding Sanction /supplies
Manufacturing Contracts	61564	860	8547	58948
Repair & Overhaul	8141	6299		11054
Spares	11162	2197		12081
Design & Development Projects	1100	742		1466
Exports	187	153		309
<b>Total</b>	<b>82154</b>	<b>10251</b>		<b>8547</b>



**Thank You**