ಹಿಂದೂಸ್ತಾನ್ ಏರೋನಾಟಿಕ್ಸ್ ಲಿಮಿಟೆಡ್
ಪ್ರಧಾನ ಕಛೇರಿ
हिन्दुस्तान एरोनाटिक्स लिमिटेड
मुख्यालय
HINDUSTAN AERONAUTICS LIMITED
CORPORATE OFFICE

CO/SEC/4(7)/2019/ BSE & NSE Filing/41 3rd January, 2020

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

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
January 6, 2020	ICICI Mutual Fund Philip Capital (India) Pvt Ltd	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 Sesha Reddy)
Company Secretary & Compliance Officer

हिन्दुस्तान एरोनॉटिक्स लिमिटेड
HINDUSTAN AERONAUTICS LIMITED

INVESTOR’S MEETING

DISCLAIMER

This presentation does not constitute or form part of any offer or invitation or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of Hindustan Aeronautics Limited (the “Company”), nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any contract or commitment there for.

This presentation may contain statements that constitute forward-looking statements. These statements may include descriptions regarding the intent, belief or current expectations of the Company or its directors and officers with respect to the results of operations and financial condition of the Company. These statements can be recognized by the use of words such as “expects,” “plans,” “will,” “estimates,” “projects,” or other words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in such forward-looking statements as a result of various factors and assumptions which the Company believes to be reasonable in light of its operating experience in recent years. The Company does not undertake to revise any forward-looking statement that may be made from time to time by or on behalf of the Company.

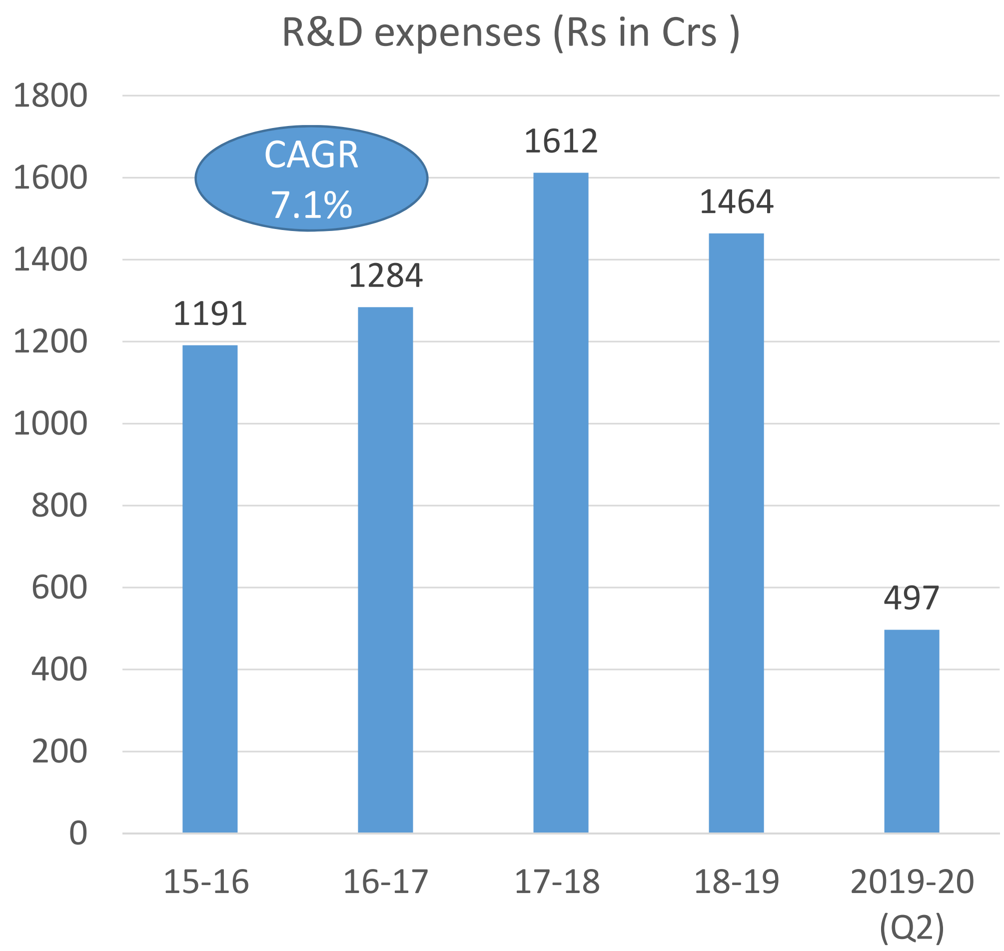
No representation, warranty, guarantee or undertaking, express or implied, is or will be made as to, and no reliance should be placed on, the accuracy, completeness or fairness of the information, estimates, projections and opinions contained in this presentation. Investors must make their own assessment of the relevance, accuracy and adequacy of the information contained in this presentation and must make such independent investigation as they may consider necessary or appropriate before taking any investment decision or before indulging in buying, selling etc. of securities of the Company. Any opinions expressed in this presentation are subject to change without notice. None of the Company, its Promoter, Directors and its officers shall have any responsibility or liability whatsoever for any loss howsoever arising out of any transaction made on the basis of this presentation or its contents or otherwise arising in connection therewith.

This presentation is not for publication or distribution or release in the United States, Australia, Canada or Japan or in any other country where such distribution may lead to a breach of any law or regulatory requirement.

DESIGN AND DEVELOPMENT

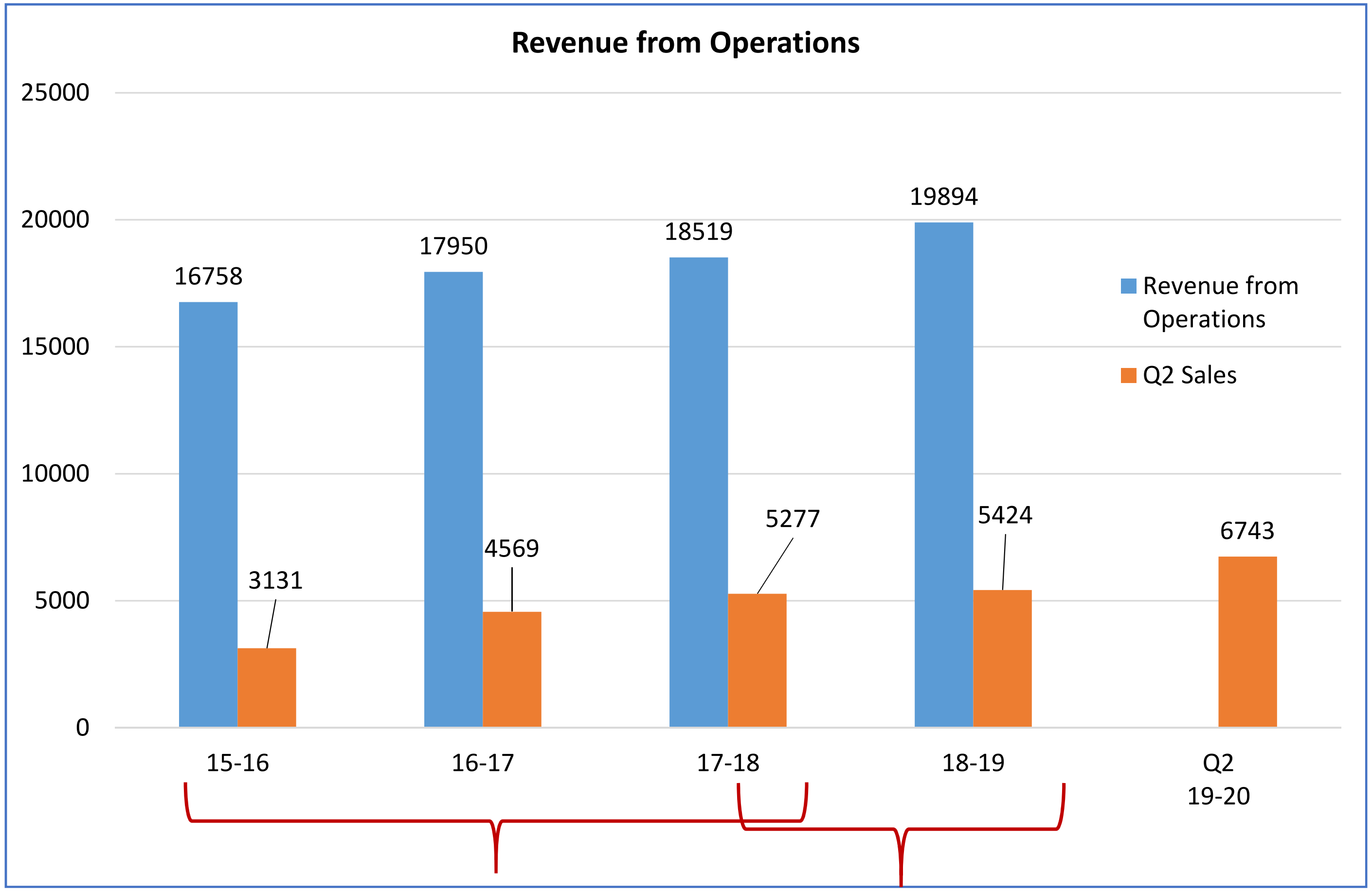
Strong investments into R&D

- 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



Financial Performance and Summary

Rs In Crs

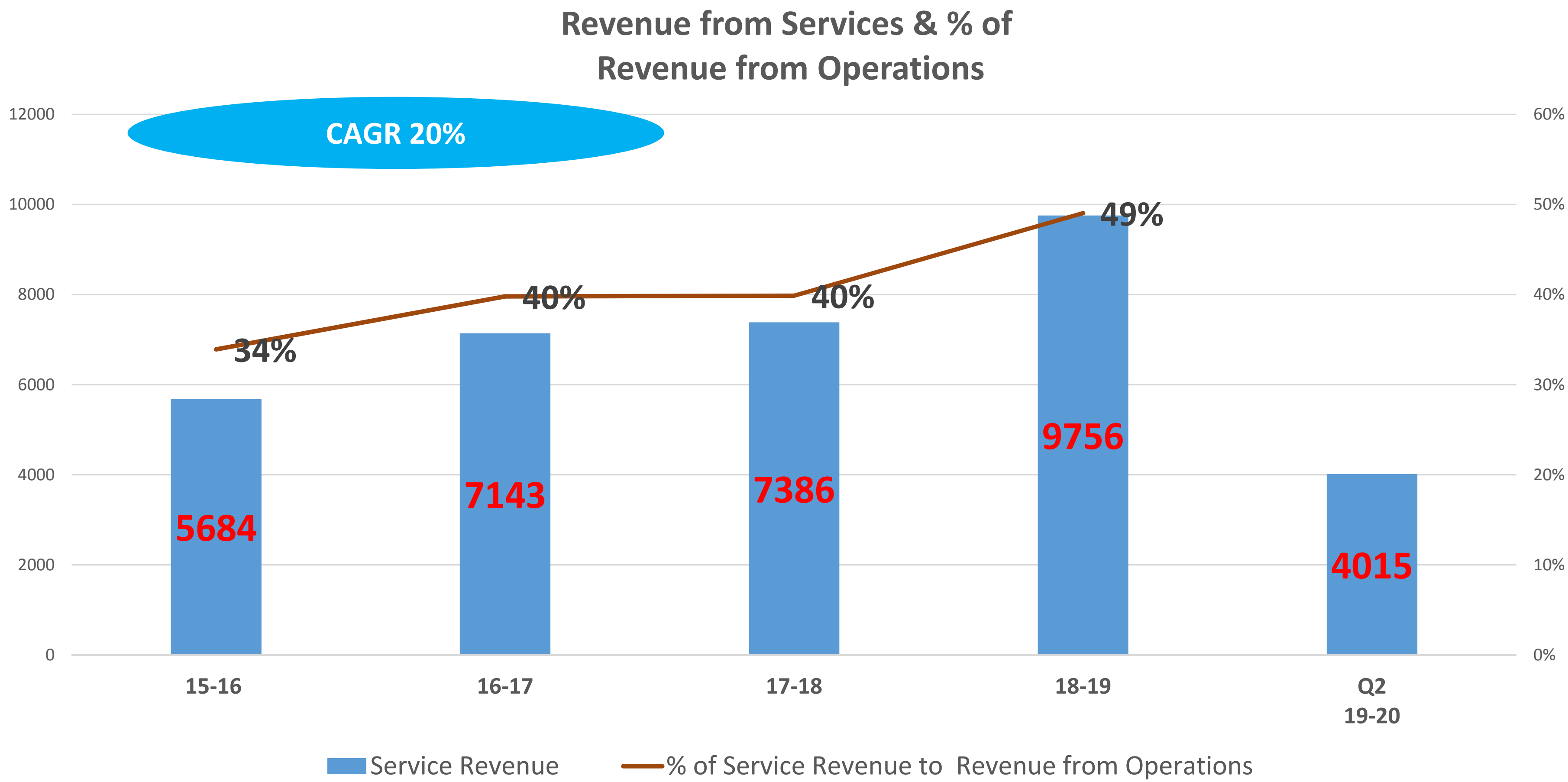


CAGR - 5.12%

YoY – 7.42%

FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs



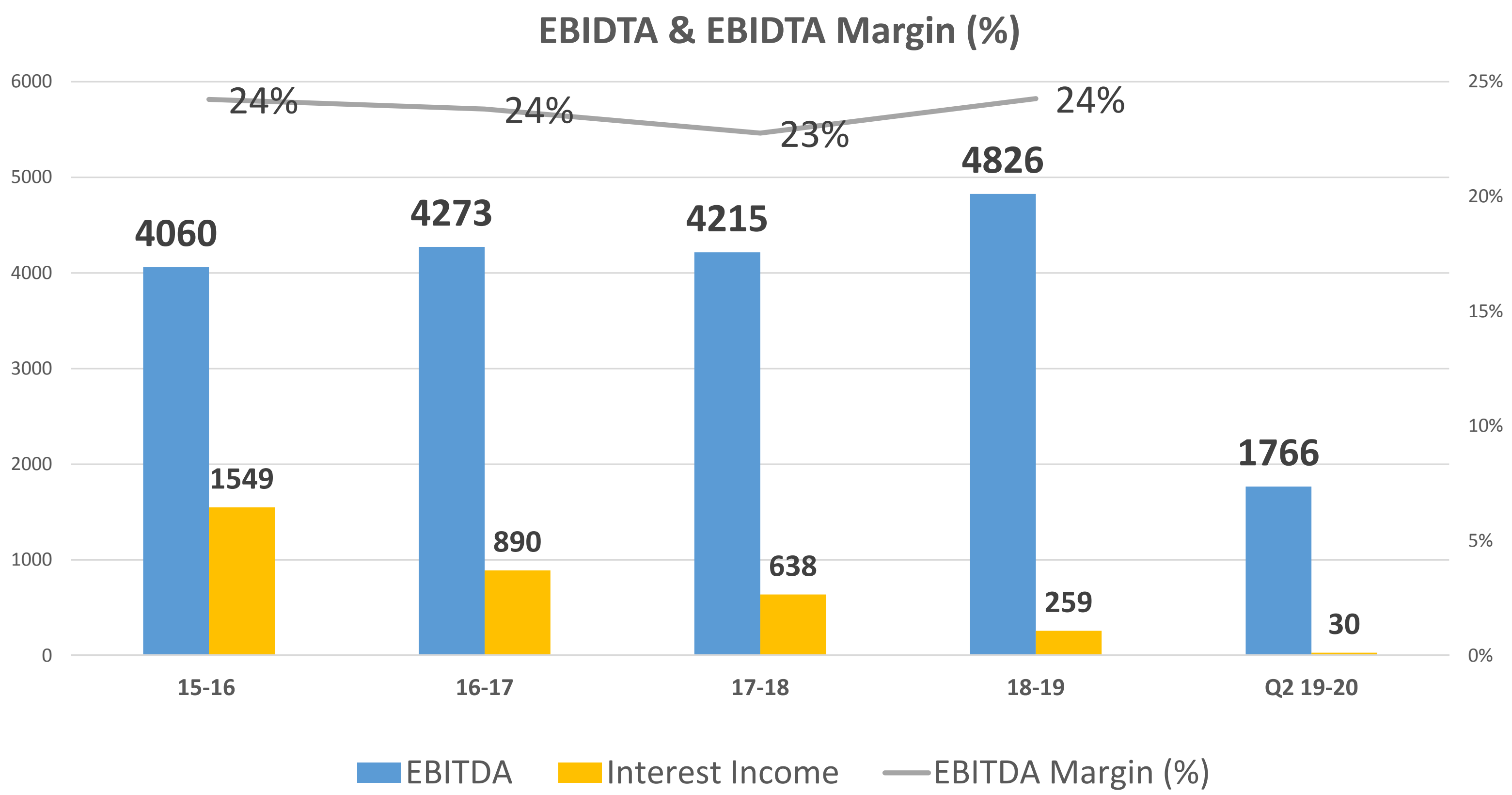
PRODUCT-GROUP BREAK-UP

Rs In Crs

Particulars	15-16	% to Sales	16-17	% to Sales	17-18	% to Sales	18-19	% to Sales	Upto Sept 19	% to Sales
Manufacturing	9807	59%	9346	52%	9264	50%	8427	42%	2253	33%
Repair & Overhaul & Spares	5684	34%	7144	40%	7386	40%	9756	49%	4015	60%
Development & Others	649	4%	650	4%	1320	7%	1116	6%	192	3%
Exports	446	3%	465	3%	314	2%	405	2%	92	1%
Total Sales	16586	99%	17605	98%	18284	99%	19704	99%	6552	97%
Other Operating Revenue	172	1%	345	2%	235	1%	190	1%	191	3%
Revenue from Operation	16758	100%	17950	100%	18519	100%	19894	100%	6743	100%

FINANCIAL PERFORMANCE AND SUMMARY

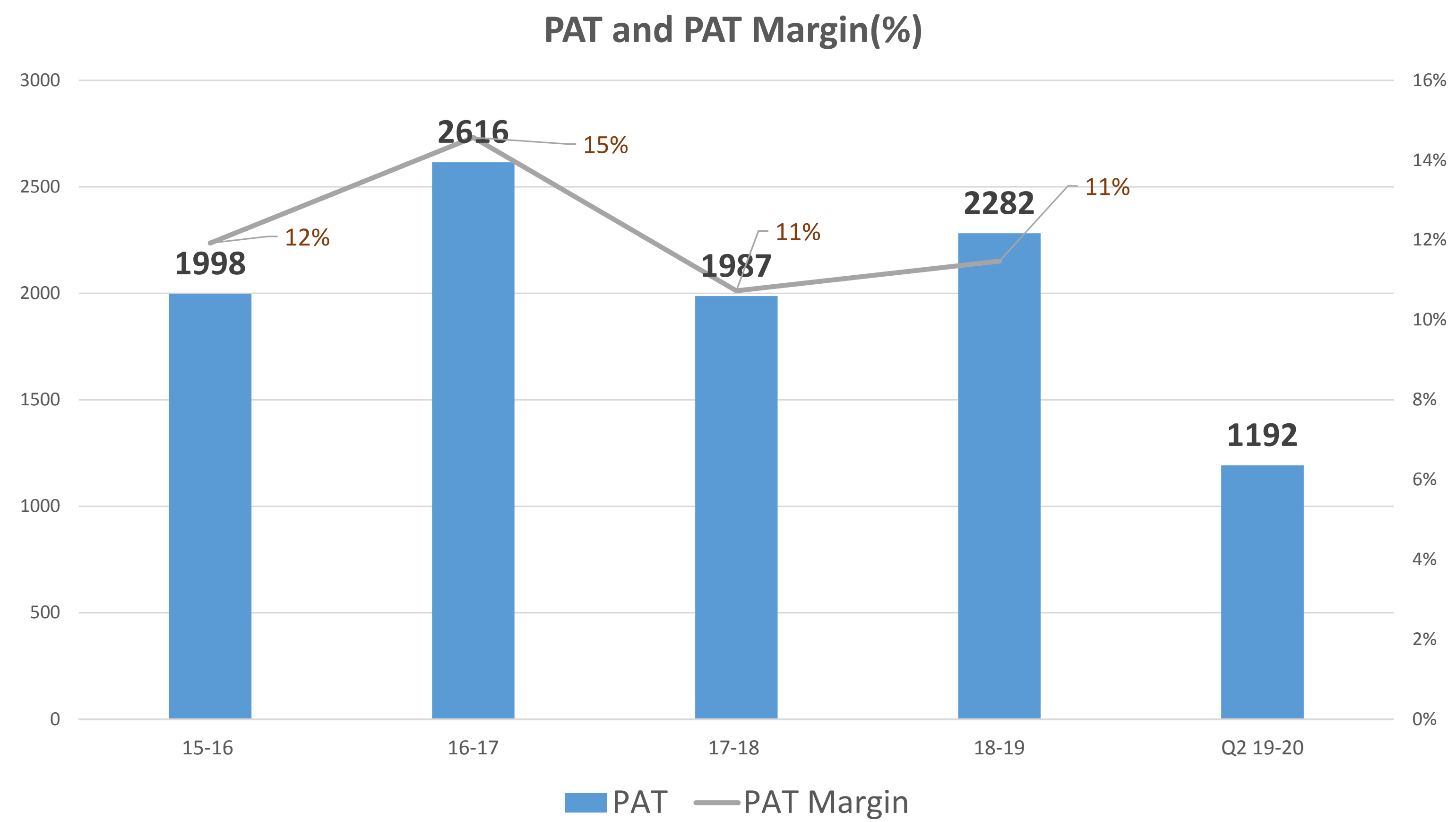
Rs In Crs



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

FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs

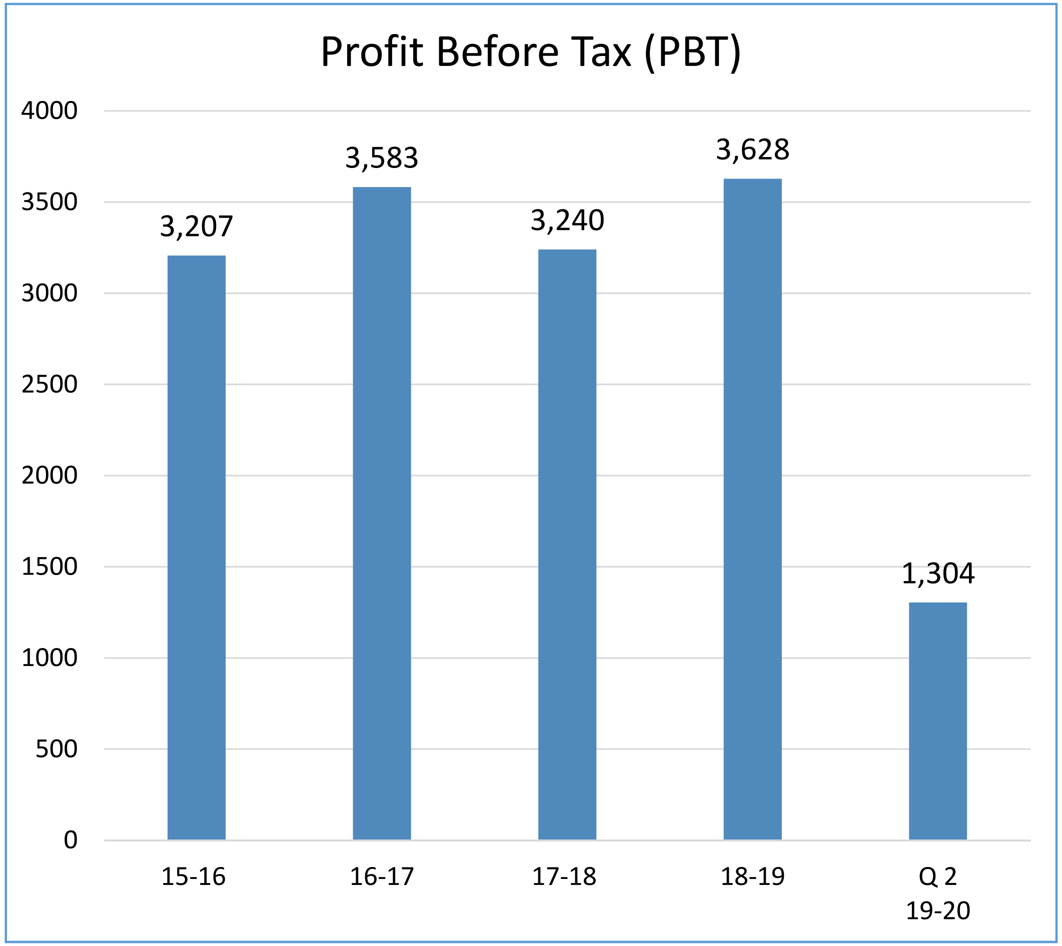


•PAT Margin = PAT/ Revenue from Operations

•Q2-19-20 includes compensation from BMRCL of Rs. 107 Crores.

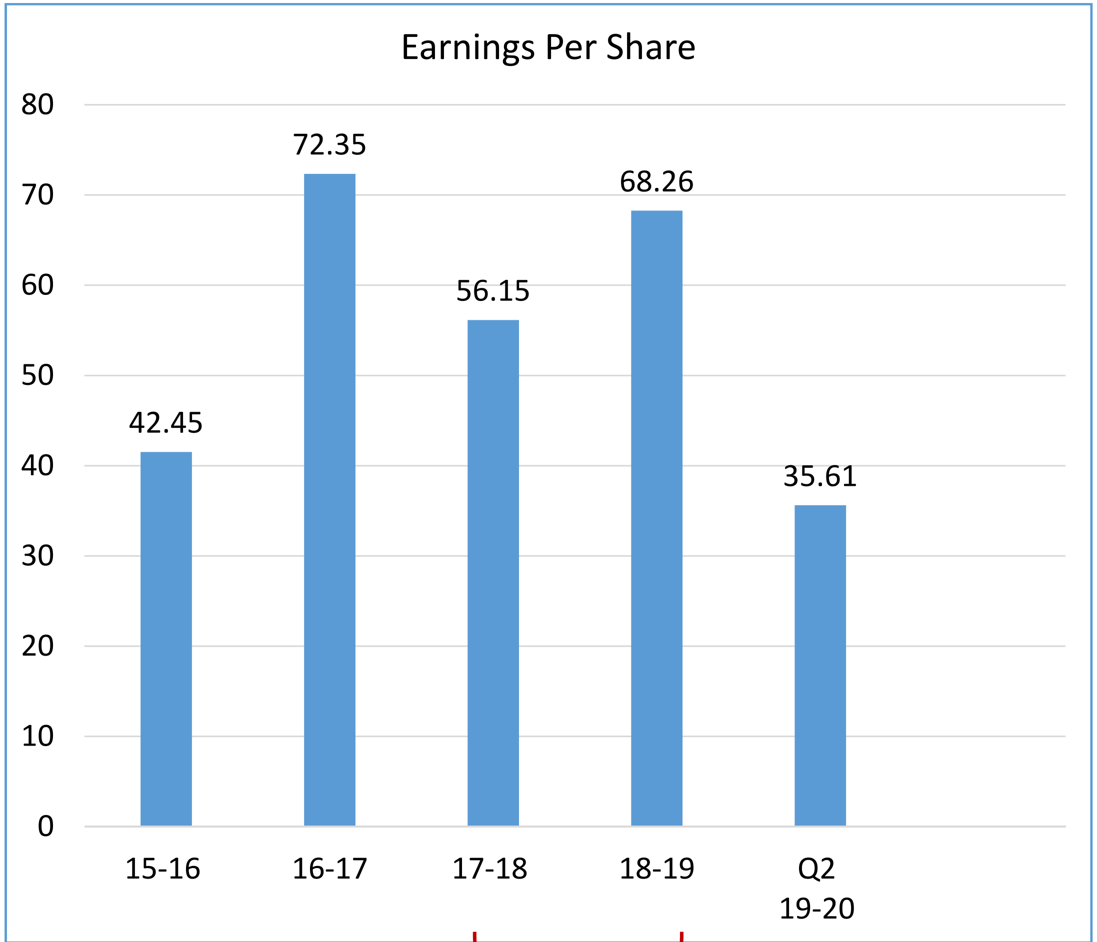
FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs



CAGR – 0.51%

YoY – 13.13%

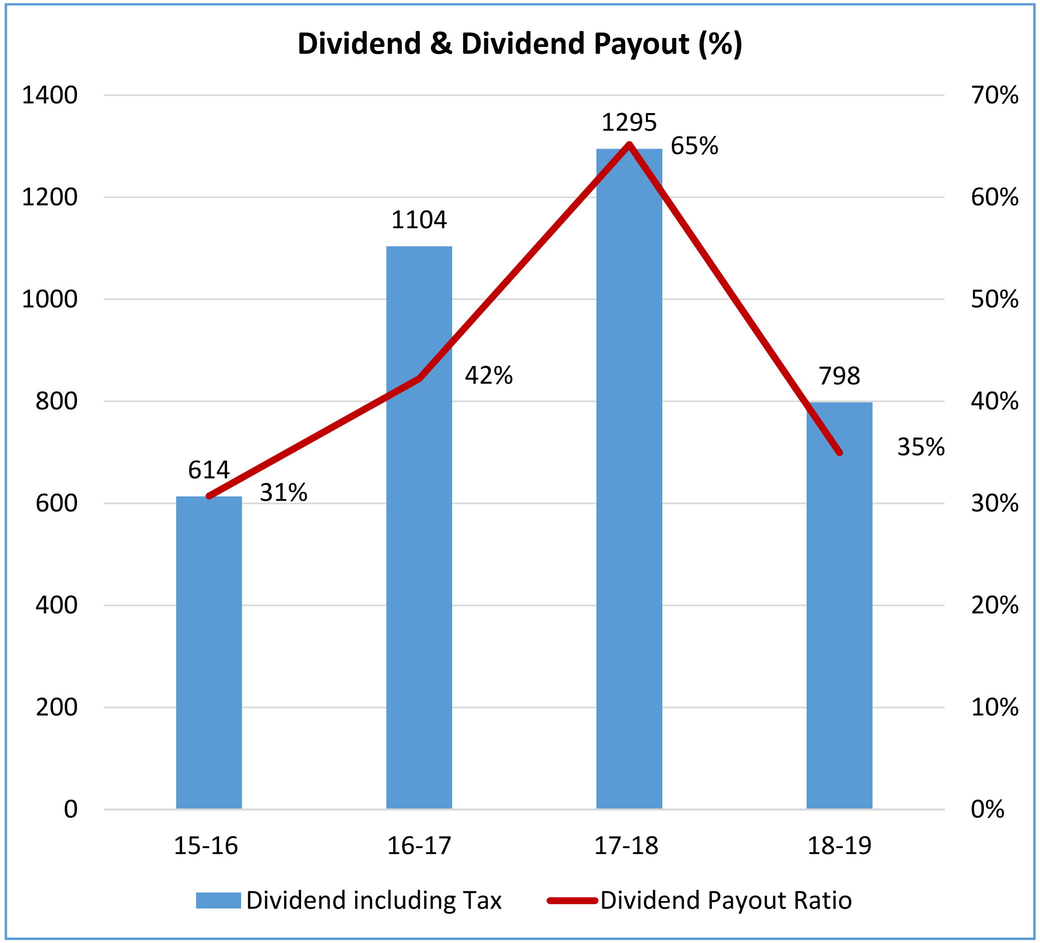


CAGR – 16.38%

YoY – 21.56%

Financial Performance and Summary

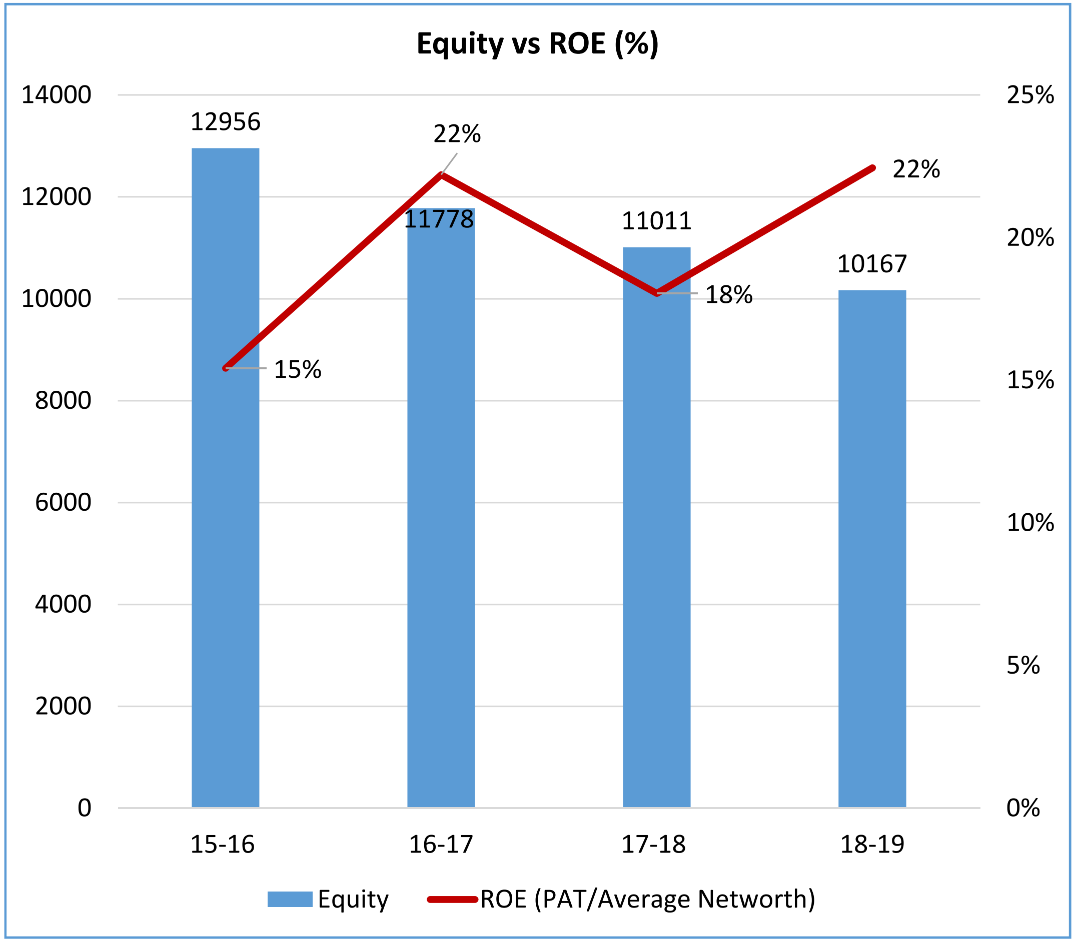
Rs In Crs



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

FINANCIAL PERFORMANCE AND SUMMARY

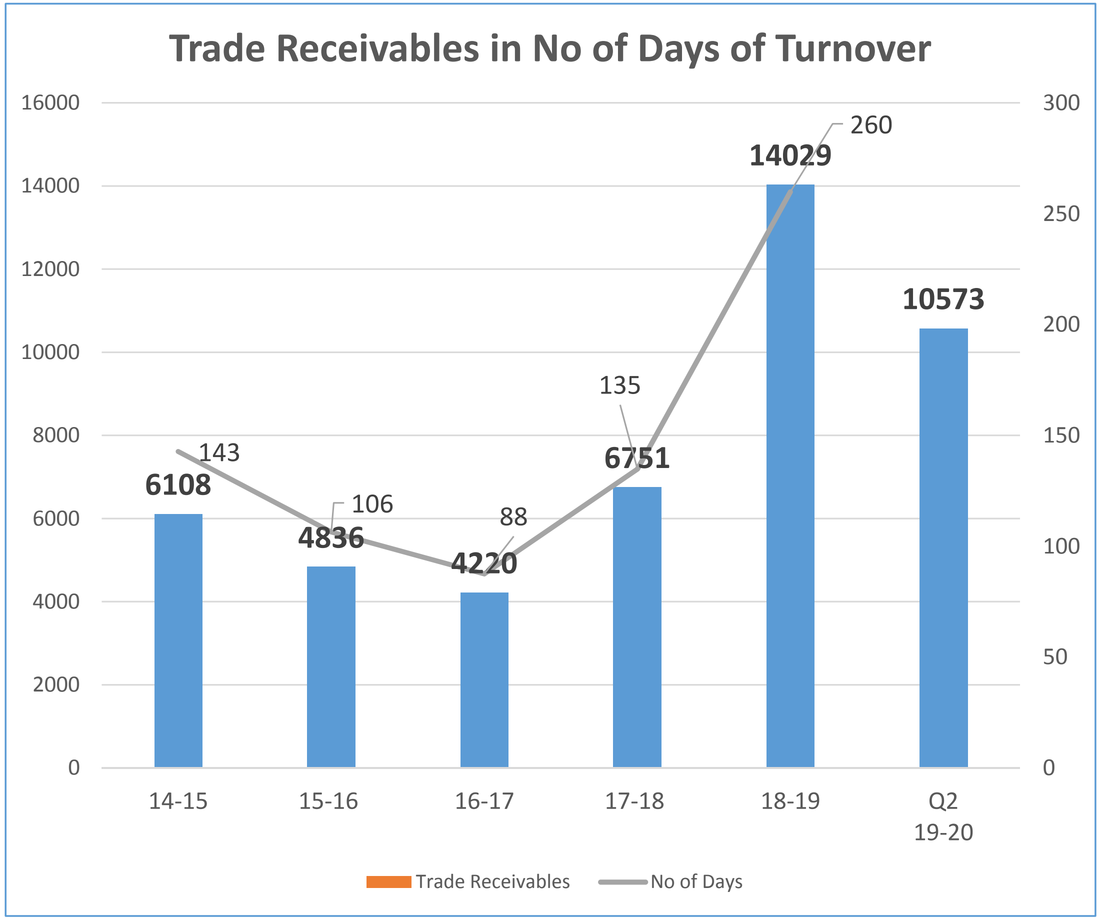
Rs In Crs

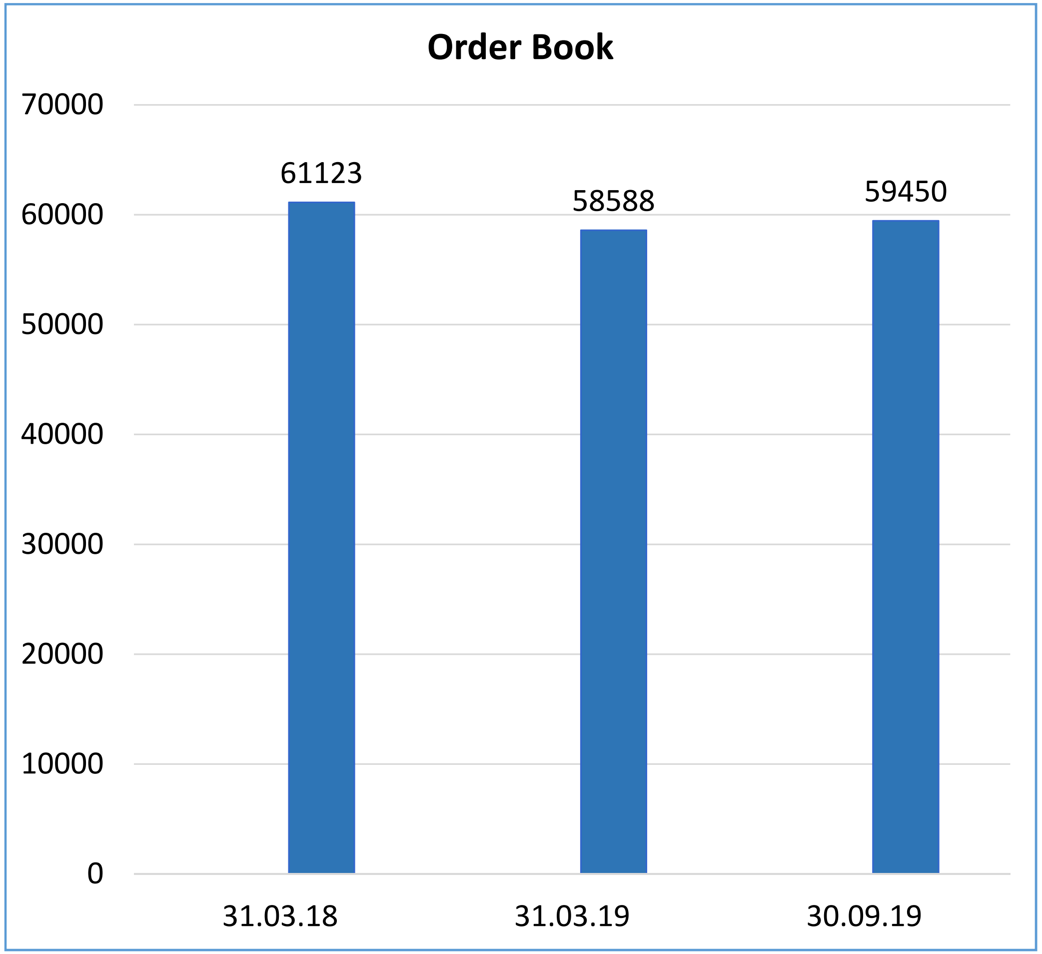


ROE = PAT/ Average Net Worth

FINANCIAL PERFORMANCE AND SUMMARY

Rs In Crs





Thank You