



**BHARAT DYNAMICS LIMITED**

(A Govt. of India Enterprise, Ministry of Defence)

CIN :- L24292TG1970GOI001353

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BDL/CS/2023/SE-27

Date: 08/06/2023

To, The Manager Compliance Department The National Stock Exchange of India Ltd Exchange Plaza, Bandra-Kurla Complex, Bandra (East) Mumbai- 400051 Scrip Code BDL	To, The Manager Compliance Department BSE Limited Phiroze Jeejeebhoy Tower, Dalal Street, Mumbai- 400001 Scrip Code 541143
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**Subject: Intimation of Schedule of Analyst /Institutional Investor Meetings**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015, BDL will be having following Investor meet-

Date	Name of the organiser/host	Venue	Type of Meeting
Monday 12 June 2023	M/s Elara Securities India Pvt. Ltd.	Mumbai	One to One Meeting
Tuesday 13 June 2023	M/s ICICI Securities	Mumbai	One to One Meeting

Note:

1. The above meeting schedule is subject to change. The change may happen due to exigencies, logistical disorders and last minute unscheduled appointments.
2. No unpublished price sensitive information will be shared in the meeting.
3. Investor Presentation is enclosed.

For Bharat Dynamics Limited

N. Nagaraja  
Company Secretary



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(A Govt. of India Enterprise)



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**BHARAT DYNAMICS LIMITED**

**INVESTOR PRESENTATION**

**JUNE-2023**

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*In this presentation:*

- *All figures mentioned are for the Company as a standalone entity and for the period indicated at respective places.*
- *1 Crore = 10 Million = 100 Lakh.*

# BHARAT DYNAMICS LIMITED

## OVERVIEW

### Rich History

- Bharat Dynamics Limited (BDL) was established in Hyderabad in the year 1970 as a Government of India Enterprise under the Ministry of Defence
- BDL was nominated as a Mini- Ratna – Category – I Company by the Government of India in 2000

### Pioneer

- Identified as the Prime Production Agency for products under the most successful 'Integrated Guided Missile Development Programme' (IGMDP) of 1980s
- Productionized India's first state-of-the-art Surface-to-Surface Missile Prithvi
- IGMDP is one India's most successful defence projects, all missiles – Prithvi, Akash, Agni have been successfully inducted

### Product Expertise & Innovation

- Starting from an Anti Tank Guided Missile (ATGM) manufacturing company, has forayed into the fields of Surface to Air Missile Weapon Systems, Air-to-Air Missile weapon System, under water weapon systems and associated equipments and also Refurbishment of missiles
- Sole manufacturer of Missiles and Torpedoes and also Weapon System integrator for Armed Forces
- Designed and developed Counter Measure Dispensing System (CMDS) for the Armed Forces

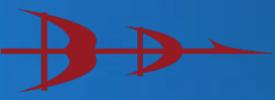
### Robust Manufacturing Capability

- Headquarters situated in Hyderabad, Telangana. Company has currently 3 Manufacturing Facilities in Hyderabad, Telangana, Bhanur (Dist: Sangareddy, Telangana) & Vishakhapatnam, Andhra Pradesh
- In the process of the setting up of facilities at Ibrahimpattam (Telangana), Amravati (Maharashtra) & Jhansi (UP). Established static test facility at Ibrahimpattam Unit. 5 MW Solar power plant was also established at Bhanur Unit and at Ibrahimpattam Unit, Telangana.
- Established Seeker Facility center, Warhead Production facility and in the process of setting up of High Temperature Carbon Composite Manufacturing facility at Hyderabad towards achieving self-reliance and cost/time effectiveness.
- Established Surface Mount Technology and High Performance Computing facility at its Hyderabad unit
- Established state of the art Environmental test Facility at Vizag Unit
- Implementing Industry 4.0 and received Green Channel Certification for Launcher spares assembly at Bhanur Unit.

### Strong Financial Performance

- Consistently a profit making company with strong operating performance.
- FY 22-23 PAT – INR 352.17 Cr ; Revenue – INR 2489.39 Cr (Gross)
- Consistently paying dividends to shareholders. In 2022-23 Interim Dividend INR 8.15 per share was Paid and Final Dividend INR 1.20 per share was declared
- Continuously Strived to Improve Efficiency : MoU Rating  
2017-18 : Very Good; 2018-19 : Good ; 2019-20 : Very Good; 2020-21: Good; 2021-22: Very Good





# BHARAT DYNAMICS LIMITED

## PRODUCT SUITE

Surface – to –  
Air Missile  
(SAM) & Air –to–  
Air Missile

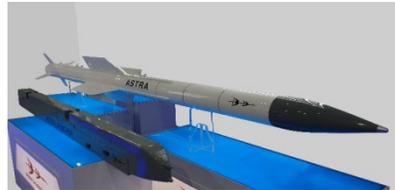
**Akash-SAM**



**MR-SAM**



**ASTRA Missile**

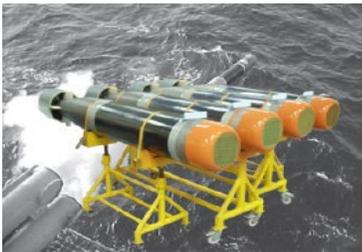


Underwater  
Weapons

**Heavy Weight Torpedo**



**Light Weight Torpedo**



Anti Tank  
Guided Missile  
(ATGM)

**Milan-2T**



**Konkurs-M**



**INVAR**



Counter  
Measure Devices

**CMDS-Aircrafts**



**Anti-Torpedo System**



# BHARAT DYNAMICS LIMITED

## RECENT DEVELOPMENTS



Combat heavy weight torpedo fired successfully and met all parameters.

NAG ATGM : Military Evaluation Trails completed for NAG ATGM and waiting for RFP, which is expected in this year.  
Konkurs-M & Akash Prime: PNC concluded for Konkurs-M fresh order and Akash Prime. Order for this is also expected this year.

As part of user trials, Limited Validation Trials of Quick Reaction Surface to Air Missile (QRSAM) were successfully conducted during April 2023. BDL procured the material and involved in integration and testing of Missile and is ready for taking up production in all aspects.

Astra Air to Air Missile was successfully test fired in Feb 2023 and destroyed the target. BDL recently received contract for supply of Astra MK-I beyond Visual Range (BVR) Air to Air Missile (AAM) and associated equipment to supply to Indian Air Force and Indian Navy valued Rs 2971 Cr under Buy (Indian-IDDM) category.

Received contract for supply of upgraded version of Akash Weapon System to supply to Indian Army worth about ₹ 8161 Crore

Received its highest ever export order of USD 255 million for SAMs and also for ATGMs valued at USD 27 million from friendly foreign country.

Received Contract for supply of Counter Measures Dispensing System (CMDS) from M/s BEL valued ₹261 Cr and from M/s. HAL, Bangalore valued ₹77.18 Crore.

Launched three new products i.e. Vertically Launch Short Range Surface to Air Missile (VL SRSAM), SAL Seeker ATGM for BMP II and Drone Delivered Missile (JISHNU) during the Bandhan event at Aero India held in Feb 2023. Further Signed 10 MoUs during the Aero India show

# BHARAT DYNAMICS LIMITED

## ACHIEVEMENT VS TARGET FOR THE FY 2022-23

Sl.NO	Product Group	% Achievement against Target	Reasons for shortfall
1	ATGMs	64%	Shortfall was due to delay in receipt of certain imported long lead Electronics items and critical raw materials in view of the current global situation.
2	SAMs	90%	Shortfall was due to -Delay in receipt of free issue material for MRSAM from OEM which has resulted in non-completion of production -Delay in receipt of production clearance from designer
3	Under water weapons	56 %	Shortfall was due to design changes in one of the systems of naval products followed by Quality Tests.
4	LWT-Export	100%	-

# BHARAT DYNAMICS LIMITED

## FINANCIAL SUMMARY

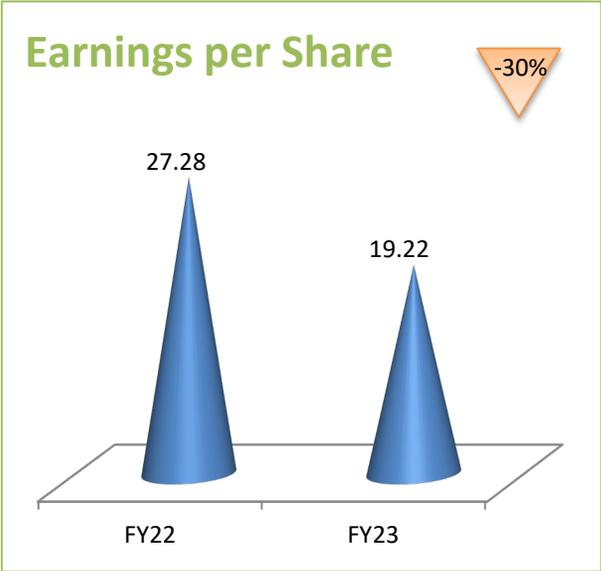
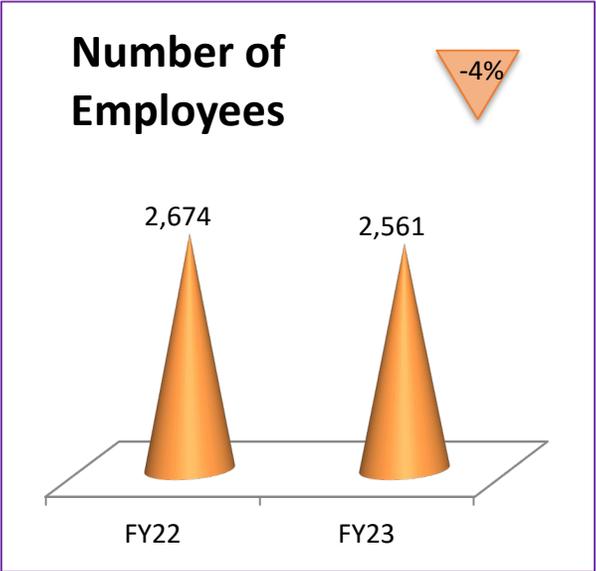
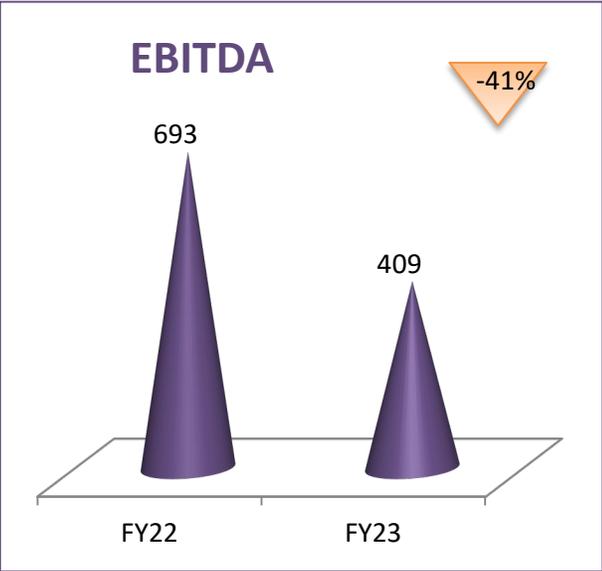
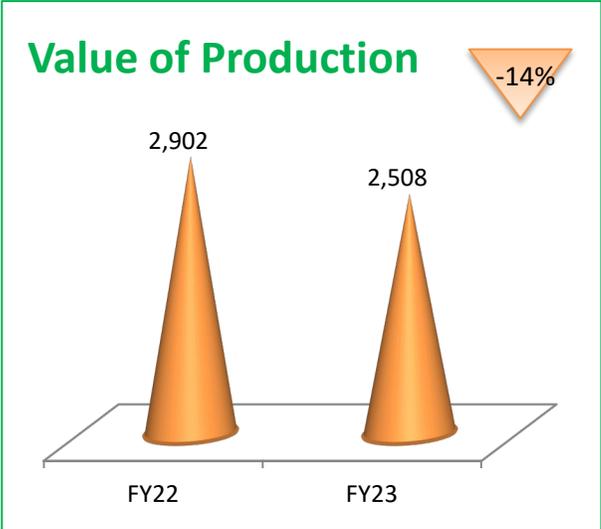
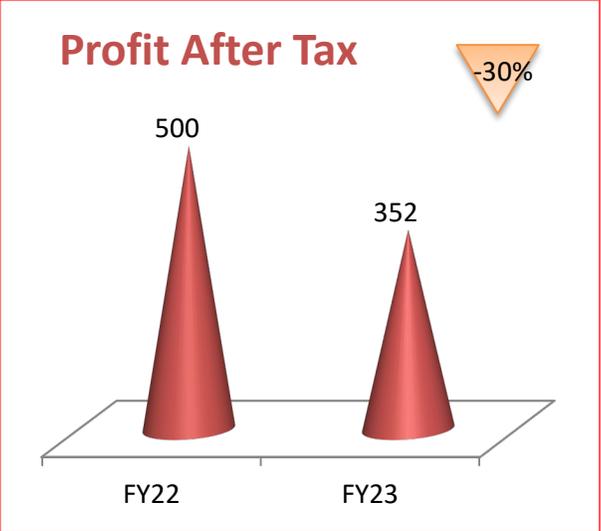
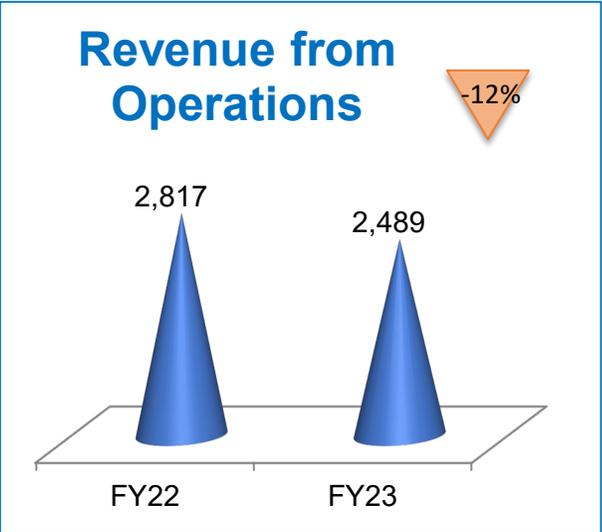


Particulars	Units	FY23	FY22	FY21	FY20	FY19
Revenue from Operations	₹ Cr.	2489.39	2817.40	1913.76	3104.87	3069.35
Profit Before Exceptional Items and Tax	₹ Cr.	481.80	743.50	340.88	742.45	671.36
Profit Before Tax	₹ Cr.	481.80	709.91	340.88	742.45	671.36
Profit After Tax	₹ Cr.	352.17	499.92	257.77	534.90	422.59
Value of Production	₹ Cr.	2508.43	2901.76	2042.67	2601.21	3235.22
Material Consumption	₹ Cr.	1210.33	1638.39	970.08	1014.09	1818.97
Equity	₹ Cr.	183.28	183.28	183.28	183.28	183.28
Inventory	₹ Cr.	1822.44	1654.45	1397.01	856.52	1664.53
Trade Receivables	₹ Cr.	1446.23	1495.36	1475.20	2676.19	1844.53
Capital Employed*	₹ Cr.	3214.01	3034.18	2637.01	3191.76	2347.34
Net Worth	₹ Cr.	3270.43	3091.28	2684.75	2606.83	2268.55
Number of Employees	Nos.	2561.00	2674.00	2812.00	2950.00	3034.00
Employee Costs	₹ Cr.	532.46	570.66	501.09	534.03	534.21
Employee Costs to Sales	%	21%	20%	26%	17%	17%
Earnings per Share (EPS)	₹	19.22	27.28	14.06	29.18	23.06

\*\* Capital Employed (FY21 onwards) is calculated using formula Networth + Debt+ Deferred Tax Liability (Net) as per the Guidance Note of ICAI on Sch III to Companies Act, 2013

# BHARAT DYNAMICS LIMITED

## KEY FINANCIAL HIGHLIGHTS FY 2022-23

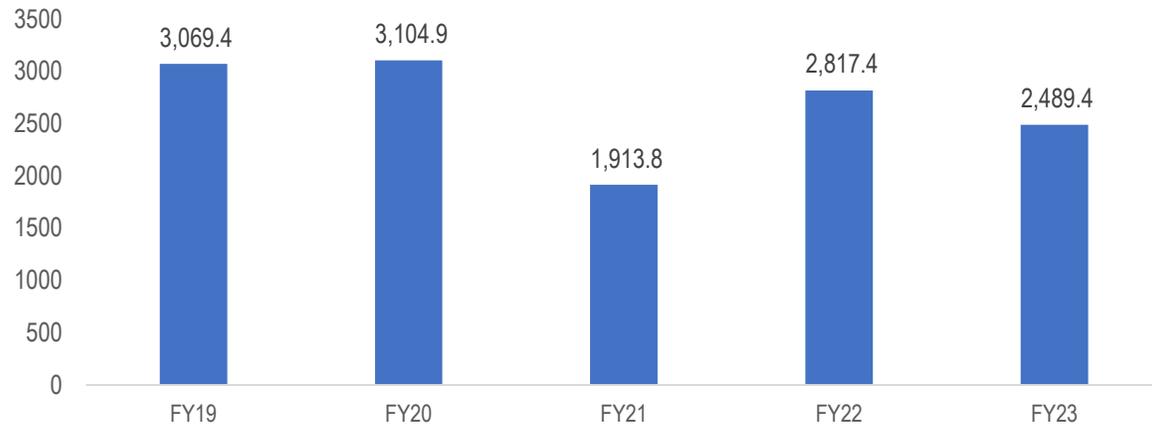


# BHARAT DYNAMICS LIMITED

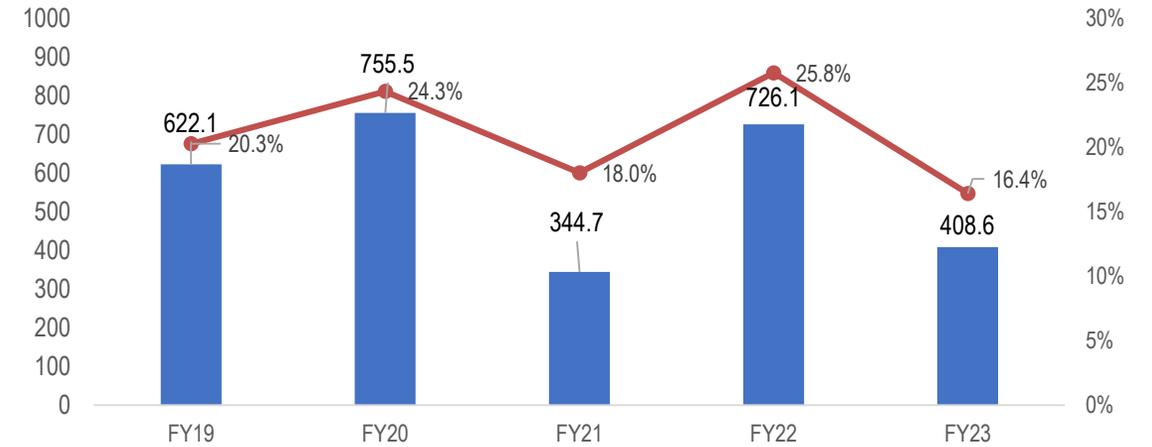
## KEY FINANCIAL HIGHLIGHTS



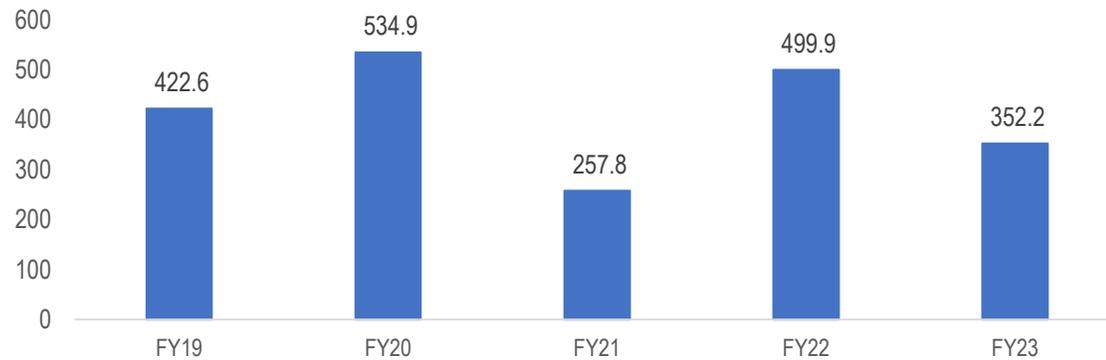
### Revenue from Operations (in INR Cr)



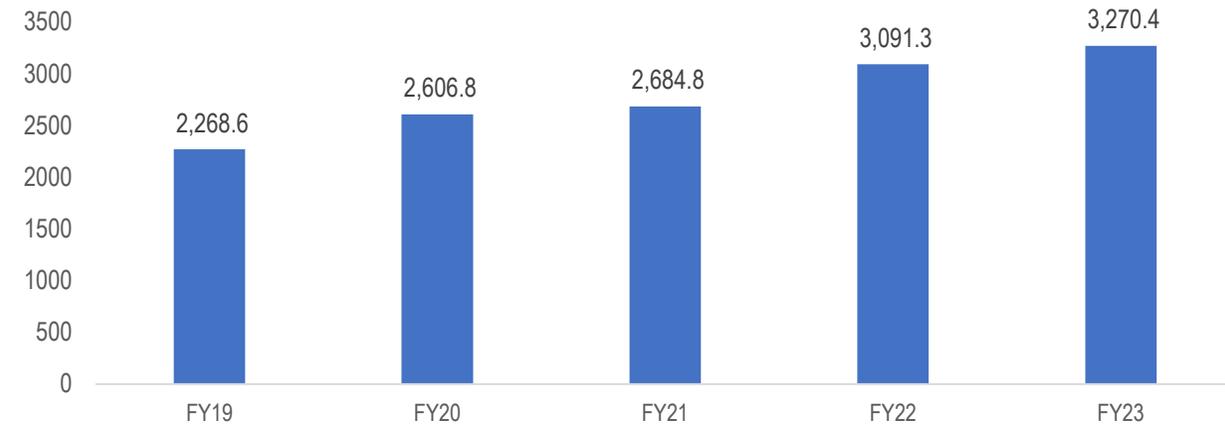
### EBITDA (in INR Cr) & EBITDA Margin



### PAT (in INR Cr)



### Net Worth (in INR Cr)

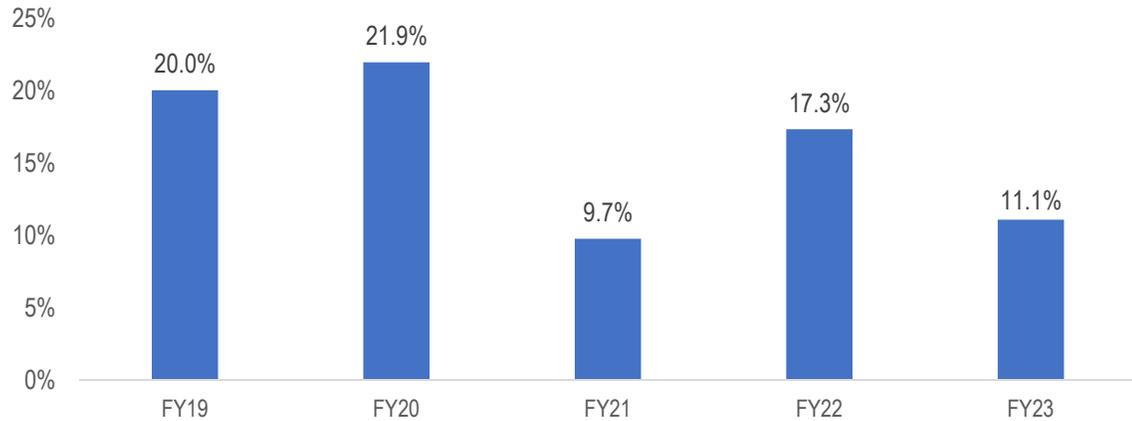


# BHARAT DYNAMICS LIMITED

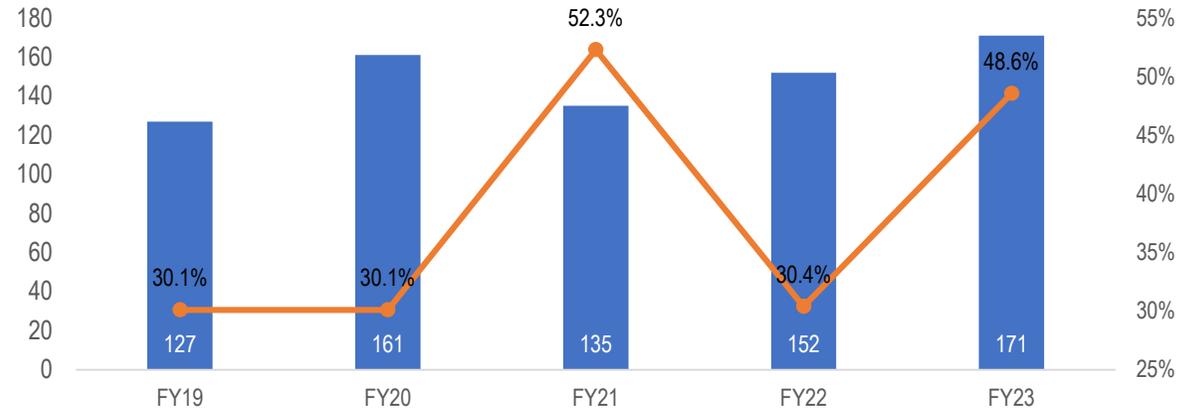
## KEY FINANCIAL HIGHLIGHTS



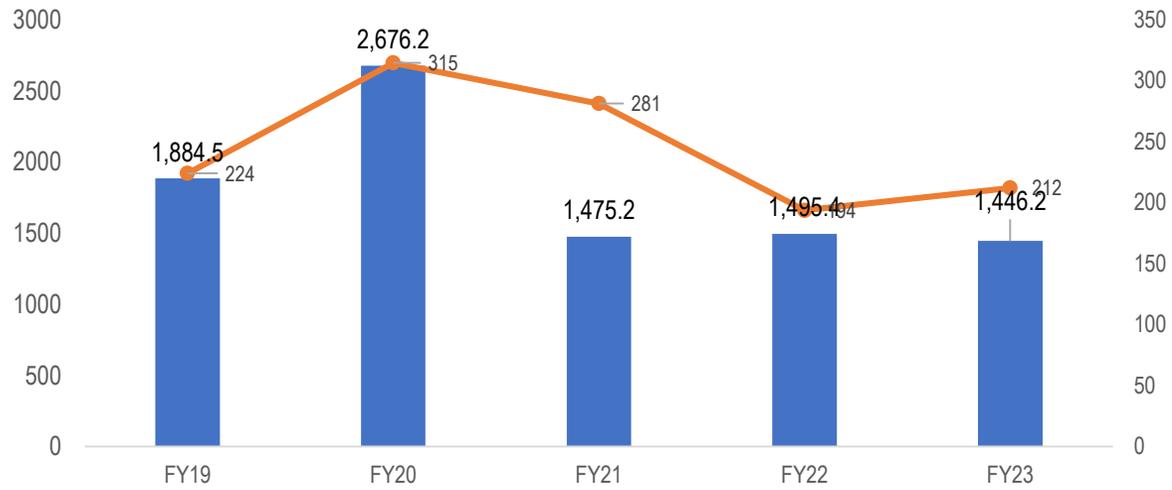
Return on Equity (in %)



Total Dividend(in INR Cr) & \*Dividend Payout Ratio



Trade Receivables (in INR Cr) & Turnover Ratio (Days)



Inventory (in INR Cr) & Turnover Ratio (Days)



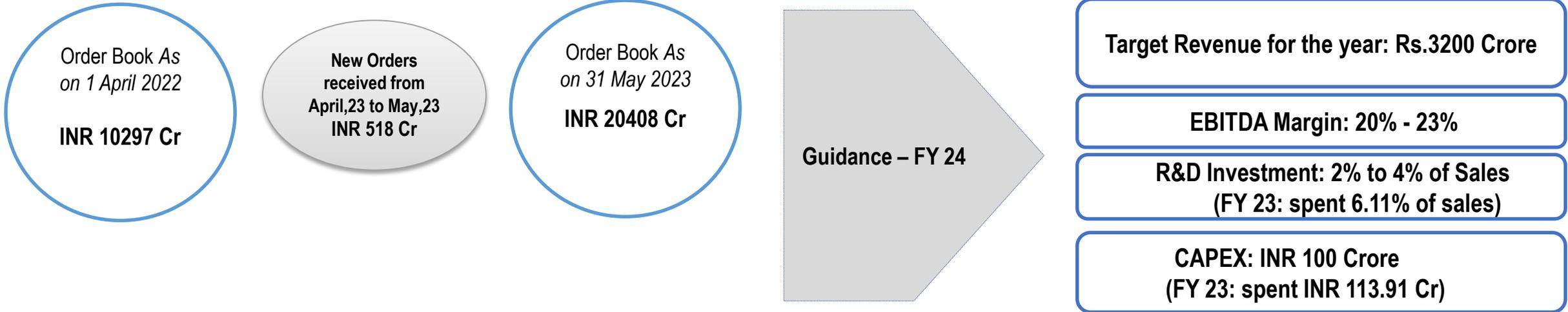
Source: Company Website; RoE = PAT/Avg Net Worth

\*includes Final Dividend Declared

# BHARAT DYNAMICS LIMITED

## ORDER BOOK POSITION

### Stable Order Book



### Exports Are Expected To Be A Key Avenue of Growth For BDL

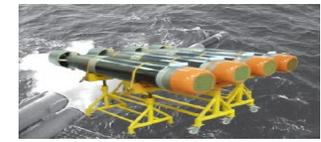
- New Export Policy has been framed in line with MoD Guidelines.
- High Potential for Export for its products to friendly countries
- leads have been received from various Countries for various BDL products and BDL is trying to convert the leads into firm orders.

**BDL  
Export Order  
Position as on  
31 May 2023 :  
INR 2588 Cr  
Approx**

**Potential  
Products  
for  
Exports**



**Akash  
SAM**



**Light  
Weight  
Torpedo**



**CMDS**



**Konkurs M**



**SAAW**



**Astra**



# WAY AHEAD – FUTURE PROGRAMS (in Association with DRDO)

(\*Expected year of realization of Order)

- 1 **QRSAM \*(FY 2025-26)**
- 2 **AKASH NG SAM \*(FY 2026-27)**
- 3 **VLSRSAM \*(FY 2026-27)**
- 4 **DHRUVA STRA/HELINA ATGM \*(FY 2025-26)**
- 5 **NAG ATGM \*(FY 2025-26)**
- 6 **MPATGM \*(FY 2026-27)**
- 7 **LRLACM \*(FY 2027-28)**

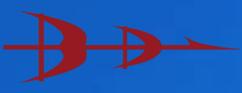


# WAY AHEAD – FUTURE PROGRAMS (In association with DRDO)



(\*Expected year of realization of Order)

- 8 **SAAW (Smart Anti Air Field Weapon) \*(FY 2024-25)**
- 9 **Electrical Heavy Weight Torpedo \*(FY 2026-27)**
- 10 **Advanced Light Weight Torpedo \*(FY 2025-26)**
- 11 **MIGM (Multi Influence Ground Mines) \*(FY 2025-26)**
- 12 **SONOBUOY \*(FY 2025-26)**
- 13 **ULPGM \*(FY 2024-25)**



# WAY AHEAD – FUTURE PROGRAMS (INHOUSE R&D)

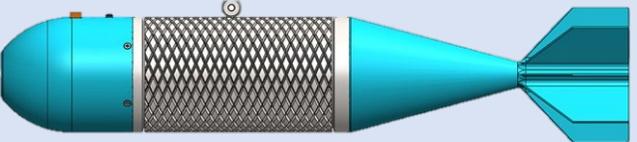
(\*Expected year of realization of Order)



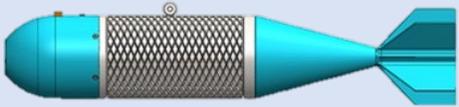
**AMOGHA III ATGM**  
**\*(FY 2026-27)**



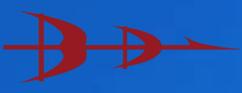
**Drone Fired Missile**  
**\*(FY 2026-27)**



**Drone Fired 3.5 Kg Bomb**  
**\*(FY 2024-25)**



**Drone Fired 1 Kg Bomb**  
**\*(FY 2024-25)**



# FOREIGN COLLABORATION PROGRAMS



(\*Expected year of realization of Order)



**LBRM**  
**\*(FY 2023-24)**



**MISTRAL**  
**\*(FY 2026-27)**



**ASRAAM**  
**\*(FY 2026-27)**



**SPIKE ER2**  
**\*(FY 2024-25)**



**122 mm GRAD  
ROCKETS**  
**\*(FY 2025-26)**



**70MM LGR**  
**\*(FY 2024-25)**

THANK YOU