



**BHARAT DYNAMICS LIMITED**

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

CIN :- L24292TG1970GOI001353

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BDL/CS/2021/SE-46

Date: 13/12/2021

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

Dear Sir / Madam,

**Subject: Investor Meet / Conference**

1. Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015, (as amended) this is to inform that BDL will be having Investor meeting/Conference on 14/12/2021. The details of the said Meeting/Conference is given below:

Date	Name of the organiser/host	Venue	Type of Meeting
14/12/2021	Elara Capital	Mumbai	Investors Conference

Note: The above meeting schedule is subject to change. The change may happen due to exigencies, logistical disorders and last minute unscheduled appointments

2. This is for your information and record.

Thanking You,

Yours faithfully,  
For Bharat Dynamics Limited

N. Nagaraja  
Company Secretary

Enclosed: Investor Presentation



**BHARAT DYNAMICS LTD.**  
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# **BHARAT DYNAMICS LIMITED** **CORPORATE PRESENTATION**

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*In this presentation:*

- *All figures mentioned are for the Company as a standalone entity and are as of March 31, 2021 or for the quarter /half-year ended September 30, 2021, unless indicated otherwise.*
- *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

- BDL was identified as the Prime Production Agency for products under the most successful 'Integrated Guided Missile Development Programme' (IGMDP) of 1980s
- BDL 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

- BDL, from an Anti Tank Guided Missile (ATGM) company, has forayed into the field of under water weapon systems and air-to-air missiles and associated equipment
- It is the sole supplier of SAMs, Torpedoes and ATGMs in India. It is the lead integrator for Akash weapon system for Army
- BDL has also designed and developed Counter Measure Dispensing System (CMDS) for the Indian Armed Forces



### Robust Manufacturing Capability

- Headquarters of the Company is situated in Hyderabad. Company has currently 3 Manufacturing Facilities in Hyderabad, Bhanur (Dist: Sangareddy) & Vishakhapatnam
- Company is in the process of the setting up of facilities at Amravati, Maharashtra & Jhansi, UP. The Company established static test facility & solar power plant at Ibrahimpatnam, Telangana.
- In process of setting-up of Seeker Facility center and Warhead Production facility at Hyderabad towards achieving self-reliance and cost/time effectiveness.
- Continuously Strived to Improve Efficiency : MoU Rating  
2017-18 : Very Good; 2018-19 : Good ; 2019-20 : Very Good



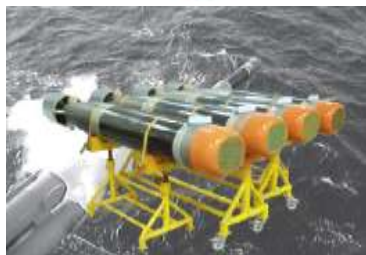
### Strong Financial Performance

- BDL has been consistently profit making company with strong operating performance. FY 20-21 PAT – INR 257.77 Cr ; Revenue – INR 1913.76 Cr (Gross)
- Company is consistently paying dividends to his shareholders. In 2020-21 Interim Dividend of INR 6.70 and Final Dividend of INR 0.65 was paid.

# BHARAT DYNAMICS LIMITED

## STRONG PRODUCT SUITE

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



### Underwater Weapons

#### Akash Missile System

- Indigenously developed by DRDO, an all weather, air defence weapon system. Indigenization Level : 96%
- The missile uses a high explosive, pre-fragmented warhead that can engage multiple threats simultaneously
- Integral Ramjet Rocket, capability of intercepting multiple targets in multiple directions at a max height of 18 km
- Missile and part of Ground System for Air Force
- Total Weapon System Integration for Indian Army

#### Medium Range SAM (MRSAM) / Long Range SAM (LRSAM)

- Transfer of Technology (“ToT”) from Israeli Aerospace Industries, Israel and DRDO
- It is a high response, quick reaction vertical launch supersonic missile, designed to neutralize enemy aerial threats – missiles, aircrafts, guided bombs and helicopters
- Used by Indian Army, Navy and Air Force

#### Astra Missile

- Beyond visual range Air to Air missile
- Fully indigenized missile developed by DRDO & being manufactured by BDL.

#### Heavy Weight Torpedo

- It is a ship launched, electrically propelled underwater weapon equipped with one of the most advanced automatic guidance systems.
- The weapon system uses its own intelligence in tracking the target
- Indigenization Level: 86%

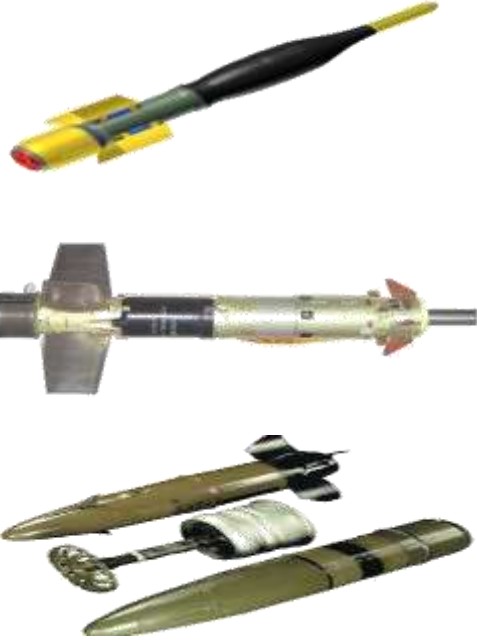
#### Light Weight Torpedo

- DRDO Developed Indigenous Product
- It can be launched from a ship or a helicopter.
- It is used for anti – submarine warfare
- Indigenization Level : 91%

# BHARAT DYNAMICS LIMITED

## STRONG PRODUCT SUITE

### Anti Tank Guided Missile (ATGM)



- Milan-2T**
- 2<sup>nd</sup> Generation, Wire – Guided with tandem warhead to destroy tanks
  - The Milan warhead can target both moving and stationary targets
  - ToT from MBDA, France. Indigenization Level : 71%

- Konkurs - M**
- 2<sup>nd</sup> Generation, Wire – Guided with tandem warhead designed to destroy moving and stationary armored targets. It can be launched from vehicles and ground launchers
  - ToT from KBP Tula, Russia. Indigenization Level : 96%

- Invar**
- 2<sup>nd</sup> Generation plus mechanized infantry weapon which can be fired from the gun barrel of a T-90 tank
  - It is used to destroy armored vehicles
  - ToT from Rosoboronexport (ROE), Russia. Indigenization Level : 78.6%

- Counter Measures Dispensing System (CMDS)**
- State-of-the-art Flare and Chaff Dispensing System providing self-protection to the aircraft against missiles
  - It can be activated by the pilot or the radar warning receiver of the aircraft
  - In-house developed product

- Anti Torpedo System**
- It is meant to counter the threat posed to any submarine by any active and / or passive homing torpedo

### Counter Measure Devices



# BHARAT DYNAMICS LIMITED

## ROBUST MANUFACTURING FACILITIES



- Hyderabad**
- ATGMs
  - SAMs
  - Countermeasures
  - Refurbishment of Missiles



- Bhanur**
- ATGMs
  - A to A Missiles



- Vishakhapatnam**
- Underwater Weapons

### Facilities under development

**Amravati**

Manufacture of Very Short Range Air Defence (“VSHORAD”) Missiles

**Ibrahimpattam**

Manufacture of SAM Missiles (incl. new generation)

**Jhansi (U.P)**

Land has been acquired for manufacture of Propellant systems

### Continuously Investing For the Future

Has set up Surface-Mount Technology & High Performance Computing facility

Establishing Seeker Facility Centre and Warhead Production facility

Establishing High Temperature Carbon Composite manufacturing facility

# BHARAT DYNAMICS LIMITED

## STRONG FOCUS ON INNOVATION

The Company Has Consistently Partnered with DRDO As Well As Leading Global Defence Players To Assist The Indian Armed Force's In Keeping Its Armory Up To Date

### Key Initiatives

Company has set up its own R&D department. Additionally the company partners extensively with DRDO as well

The Company has established a missile development group with the objective to design and develop missiles

BDL has designed and developed Amogha-III, a 3rd Generation, man-portable, fire-and-forget Anti Tank Guided Missile. A project sanction order has been received from Indian Army and D&E team of BDL is working on the prototypes to be offered to Indian Army for validation trials as per the project sanction order.

The Company is continuously exploring avenues for partnering with major Design & Manufacturing giant around the world through MoUs/NDAs/LATOTs in pursuit of the latest technologies

### Recent New Products



**KLTE**  
Konkurs Launcher Test Equipment (KLTE) Ver.II is micro-controller based test equipment to check the serviceability of Konkurs Anti-Tank Guided Missile (ATGM) launchers



**KMTE**  
• Konkurs Missile Test Equipment (KMTE) Ver.II is test equipment to check the serviceability of Konkurs-M ATGMs.

### Key New Products in the Pipeline

- Amogha III
- MPATGM
- Akash (NG)
- VLSRSAM
- VLPGM
- MTE-PSO
- CMDS Mk-II with AI Feature
- NAG
- Dishani
- Garudastra
- ERASR
- MIGM

### Recent MoUs Entered :

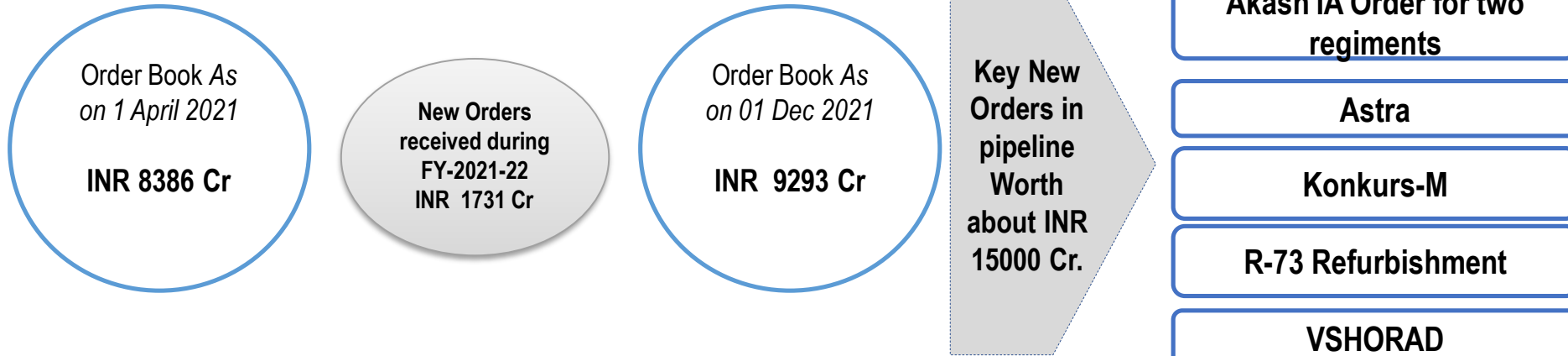
- ✓ MoU with Naval Group France & Rafael Advanced Defence System Ltd to manufacture Under water weapon system.
- ✓ MoU with UK Thales for indigenous manufacture of STARSTREAK Missiles in India.
- ✓ MoU with ROXEL, France for establishing propellant manufacturing facility in India.
- ✓ MoU with STE "SPETSTECHNOEXPORT", Ukraine for refurbishment and life extension of existing missiles.
- ✓ Off Set Agreement with MBDA France/UK for ASRAAM & Mistral Missiles



# BHARAT DYNAMICS LIMITED

## ORDER BOOK POSITION

### Stable Order Book



#### Key Initiatives By The Government of India For Promoting Indigenization

- ✓ Draft Defence Production policy that aims at increasing defence production to INR 1,70,000 Cr by 2025
- ✓ Introduction of SRIJAN portal which is a one stop shop online portal that provides access to the vendors.
- ✓ Allocation of Specific budget for procurement from domestic market only and total embargo on 209 defence items encouraging domestic manufacture and eliminating import of these products.

The Government's decision to promote 'Atmanirbhar Bharat Abhiyan' will provide further impetus to local provide. This may also favorably impact BDL's operations.

### 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
- Company participated in events such as Aero India at Bengaluru ,EDEX at Egypt and Airshow at Dubai in the year 2021 which has positioned as a major global event to showcase India's ability in defence manufacturing

BDL exports Light Weight Torpedoes & CMDS to friendly Foreign countries  
**Export Orders received (FY 2021-22): INR 349 Cr Approx**

#### Potential Products



**Akash SAM**



**Light Weight Torpedo**



**CMDS**



**Milan 2T**



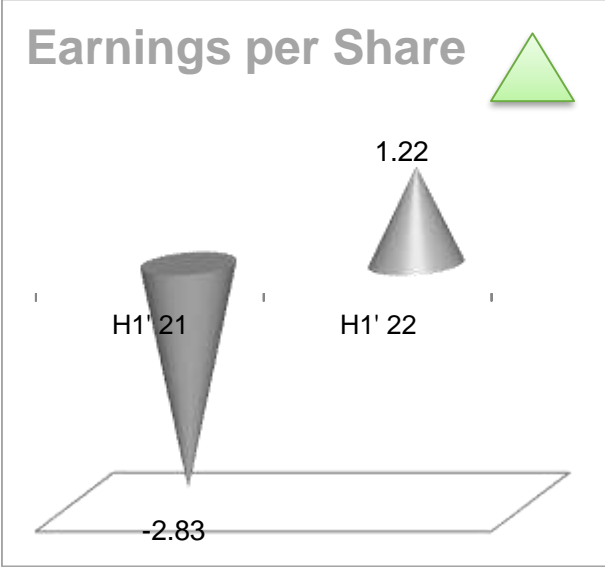
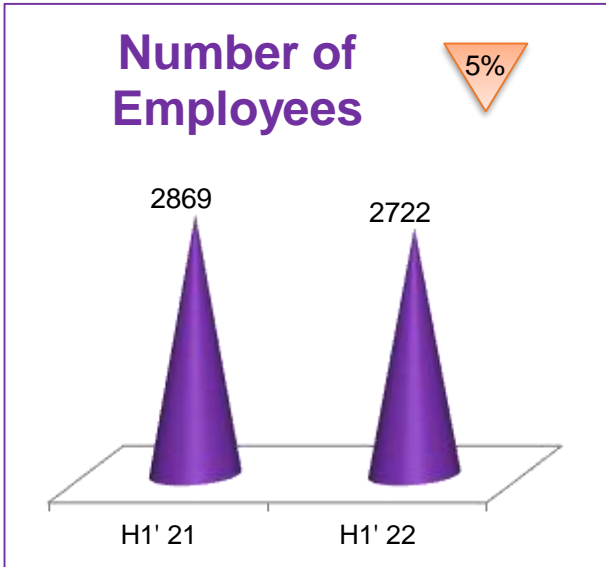
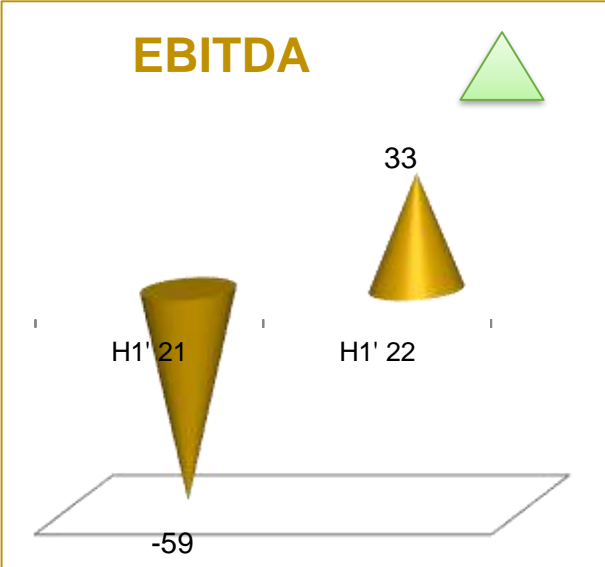
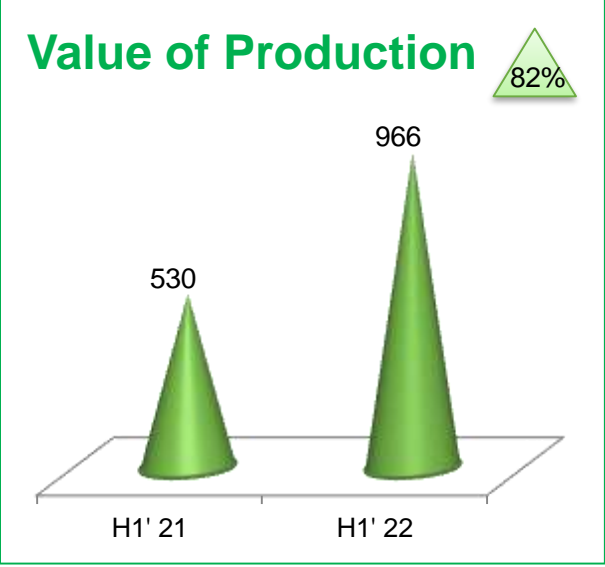
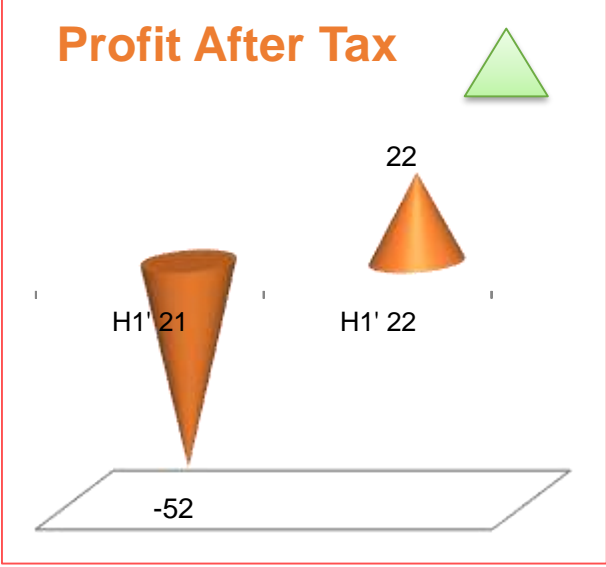
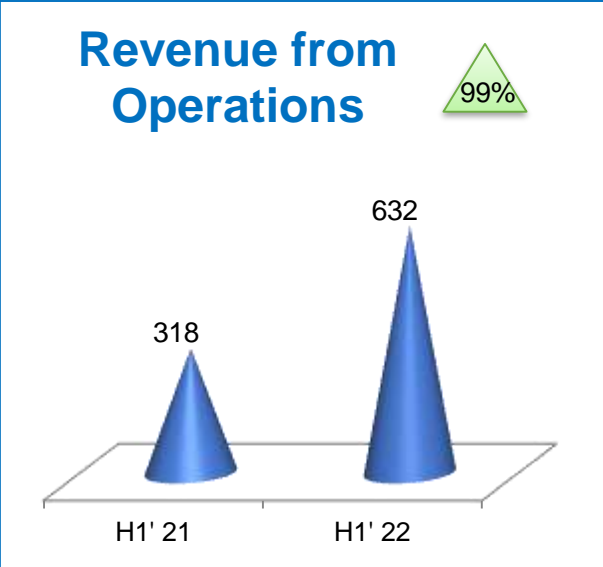
**Konkurs M**

# BHARAT DYNAMICS LIMITED

## KEY FINANCIAL HIGHLIGHTS H1 2021-22



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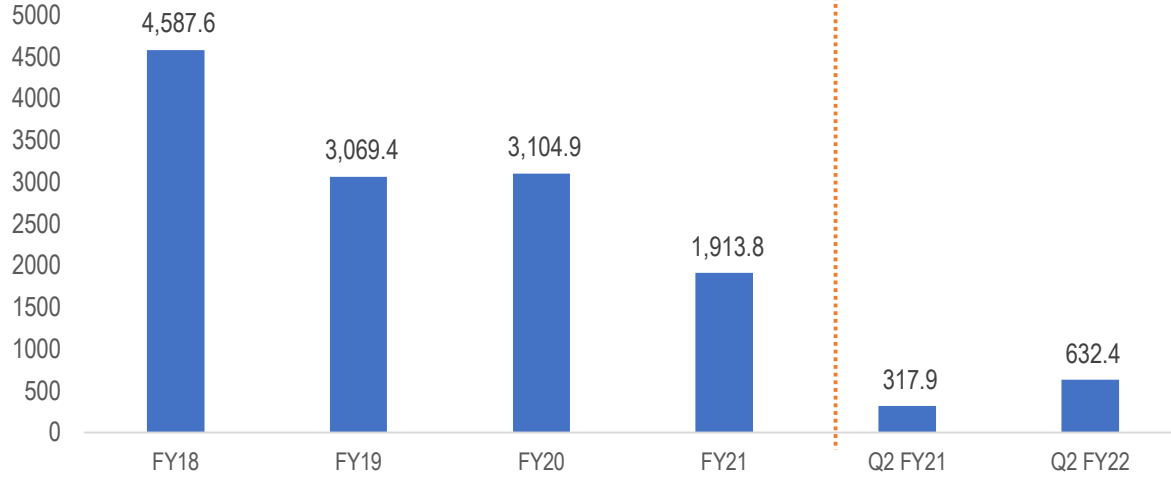


# BHARAT DYNAMICS LIMITED

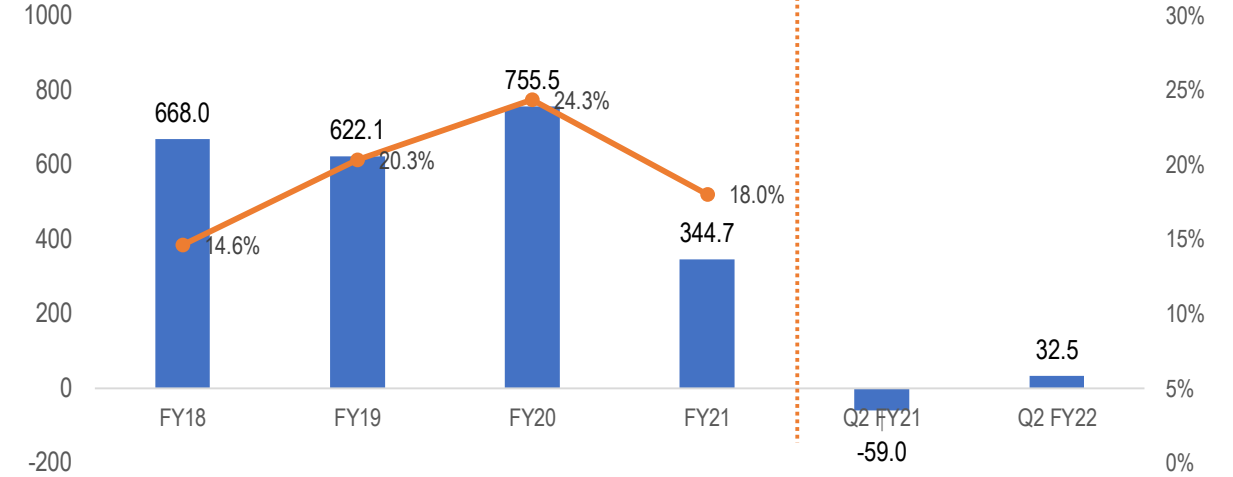
## KEY FINANCIAL HIGHLIGHTS



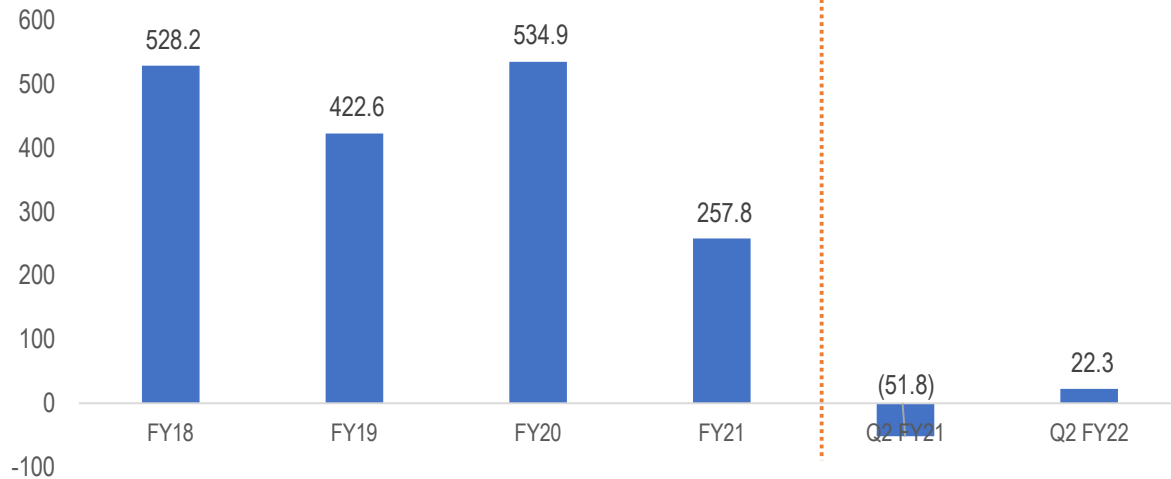
Revenue from Operations (in INR Cr)



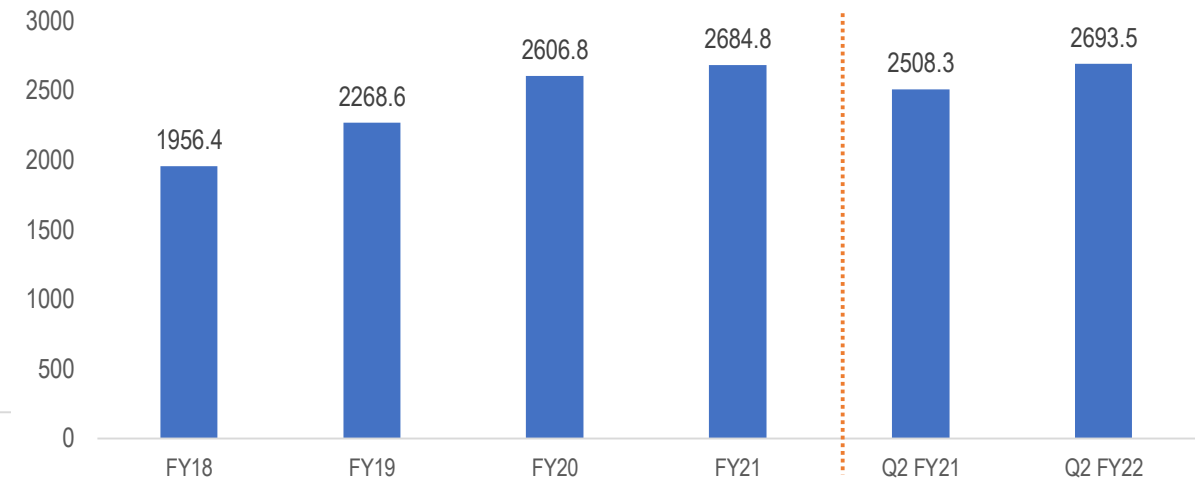
EBITDA (in INR Cr) & EBITDA Margin



PAT (in INR Cr)



Net Worth (in INR Cr)

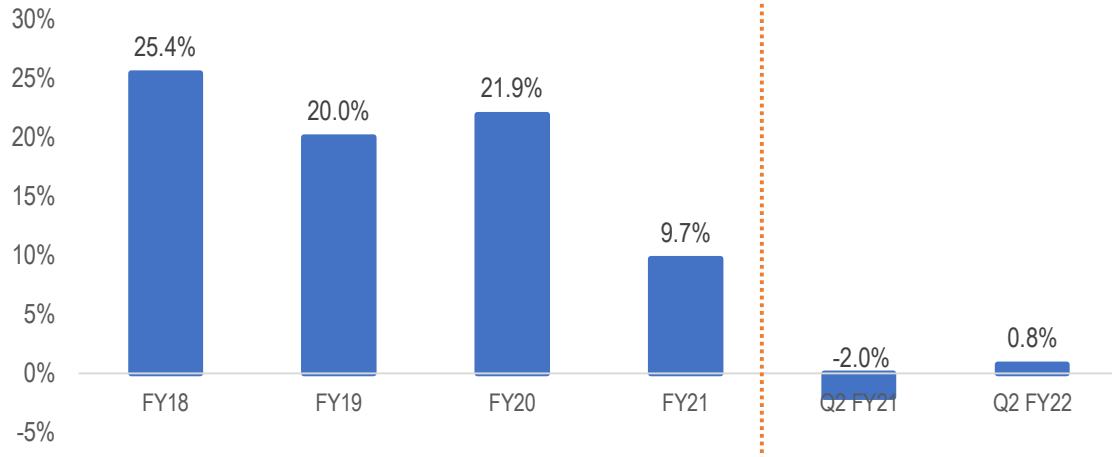


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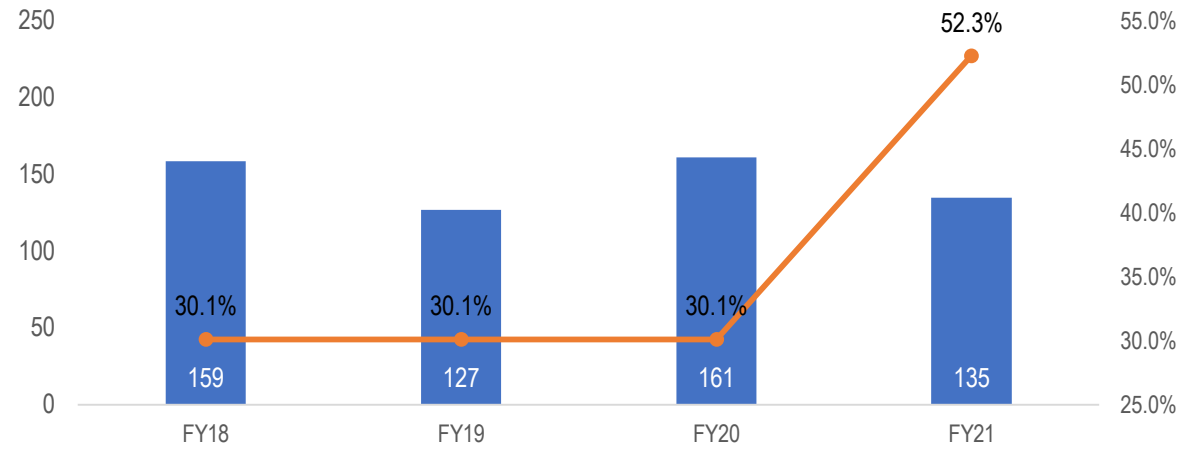
## KEY FINANCIAL HIGHLIGHTS



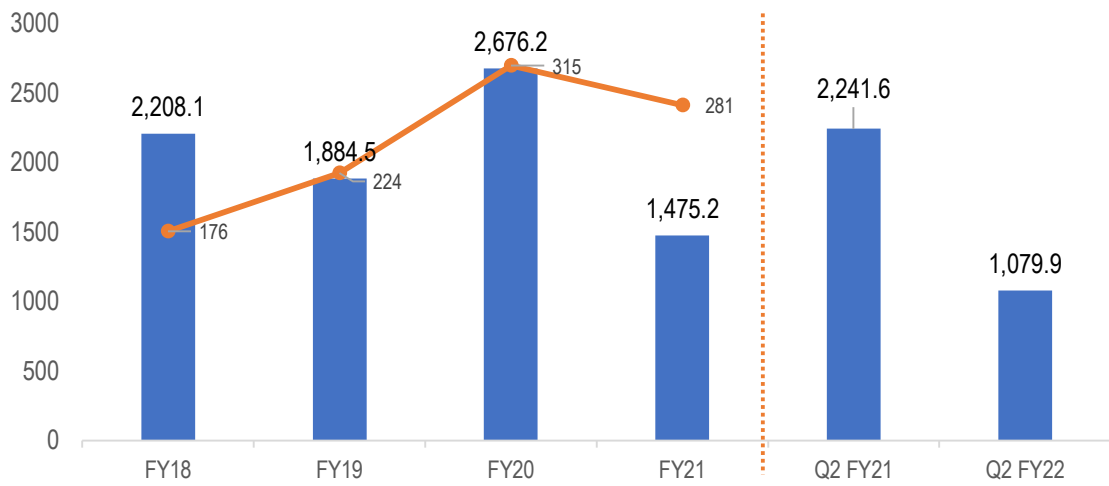
### Return on Equity (in %)



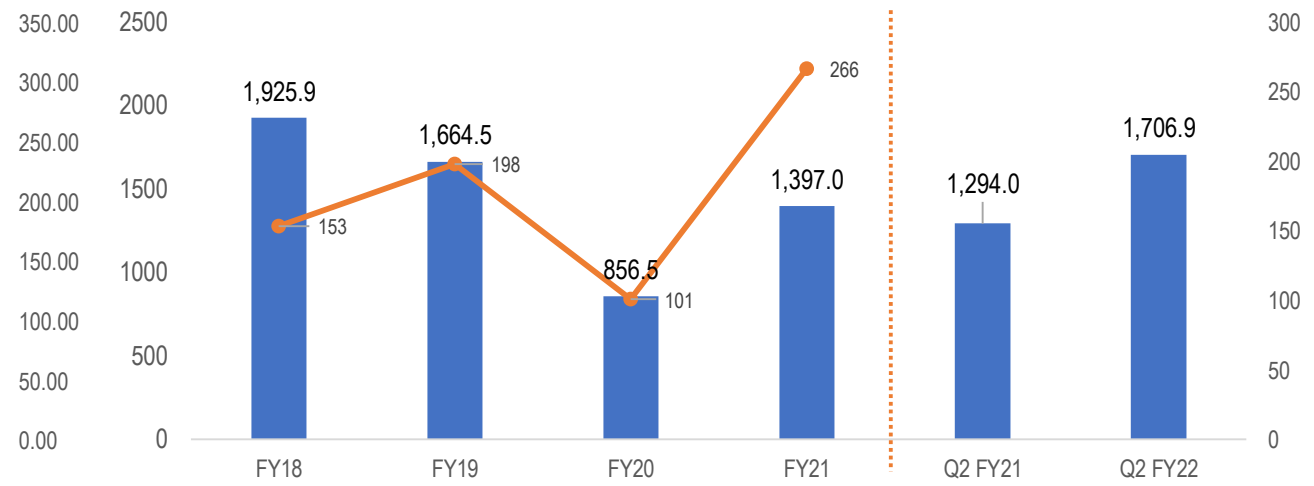
### Total Dividend(in INR Cr) & Dividend Payout Ratio



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



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



# BHARAT DYNAMICS LIMITED

## FINANCIAL SUMMARY



Particulars	Units	2021-22 (Upto Sep 2021)	2020-21 (Upto Sep 2020)		2020-21	2019-20	2018-19	2017-18
Sales (Net)	₹ Cr.	632.42	317.90		1913.76	3104.87	3069.35	4587.60
Profit Before Tax	₹ Cr.	33.59	(65.43)		340.88	742.45	671.36	773.82
Profit After Tax	₹ Cr.	22.30	(51.79)		257.77	534.90	422.59	528.15
Value of Production	₹ Cr.	965.88	530.31		2042.67	2601.21	3235.22	4641.30
Material Consumption	₹ Cr.	562.13	243.75		970.08	1014.09	1818.97	2907.59
Equity	₹ Cr.	183.28	183.28		183.28	183.28	183.28	183.28
Inventory	₹ Cr.	1706.94	1293.99		1397.01	856.52	1664.53	1925.87
Trade Receivables	₹ Cr.	1079.90	2241.64		1475.20	2676.19	1844.53	2208.13
Capital Employed	₹ Cr.	3283.52	3091.93		3293.01	3191.76	2347.34	1954.05
Net Worth	₹ Cr.	2693.46	2508.36		2684.75	2606.83	2268.55	1956.38
Number of Employees	Nos.	2722	2869		2812	2950	3034	3095
Employee Costs	₹ Cr.	267.64	248.56		501.09	534.03	534.21	529.34
Employee Costs to Sales	%	42%	78%		26%	17%	17%	12%
Earnings per Share (EPS)	₹	1.22	(2.83)		14.06	29.18	23.06	26.65

### IMPACT OF COVID – 19 PANDEMIC

The Covid-19 pandemic has led to severe disruptions on supply chains affecting production, sales and profit during the current reporting period. Therefore, the performance of the company for this period is not comparable with the corresponding period or any period of previous year(s).

THANK YOU