



KRISHNA DEFENCE AND ALLIED INDUSTRIES LTD.

FORMERLY KNOWN AS KRISHNA ALLIED INDUSTRIES LIMITED

DEFENCE | SECURITY | DAIRY | MEGA KITCHEN

Date:- June 02, 2022

To,
National Stock Exchange of India Limited
Exchange Plaza,
Bandra Kurla Complex
Bandra (East),
Mumbai - 400 051

Ref:- Krishna Defence and Allied Industries Limited (ISIN: - INE0J5601015)

Symbol: - KRISHNADEF, Series: - ST

Subject: Earning Presentation for half year and year ended 31st of March, 2022

Respected Sir/ Ma'am,

Pursuant to Regulation 30 and Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, please find enclosed herewith the Earning Presentation for half year and year ended 31st of March, 2022.

Kindly take the same on the record.

Thanking You,

Yours faithfully,
For Krishna Defence and Allied Industries Limited,

CHARMY
BIREN SHAH
Digitally signed by
CHARMY BIREN
SHAH
Date: 2022.06.02
12:36:00 +05'30'

Charmy Shah
Company Secretary and Compliance Officer

KRISHNA DEFENCE AND
ALLIED INDUSTRIES LIMITED

**EARNINGS
PRESENTATIONS - H2FY22**

www.krishnaallied.com



KRISHNA

DEFENCE | DAIRY | MEGA KITCHEN | SECURITY



Hem Securities

Building your wealth through values
BROKING | INVESTMENT BANKING | RESEARCH | DISTRIBUTION | DEPOSITORY | PMS

FINANCIAL HIGHLIGHTS:

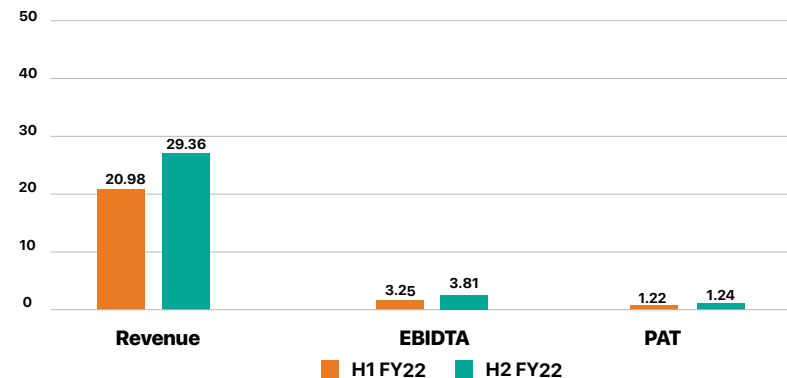
For H2 FY22:

- Total revenue of the Company stood at Rs 29.36 Crs in H2FY22 Vs Rs 20.98 Crs in H1FY22 a growth of 39.94%.
- The company reported EBITDA of Rs 3.81 Crs H2FY22 Vs Rs 3.25 Crs H1FY22 a growth of ~17.23%.
- Reported PAT of Rs 1.24 Crs in H2FY22 Vs Rs 1.22 Crs in H1FY22.

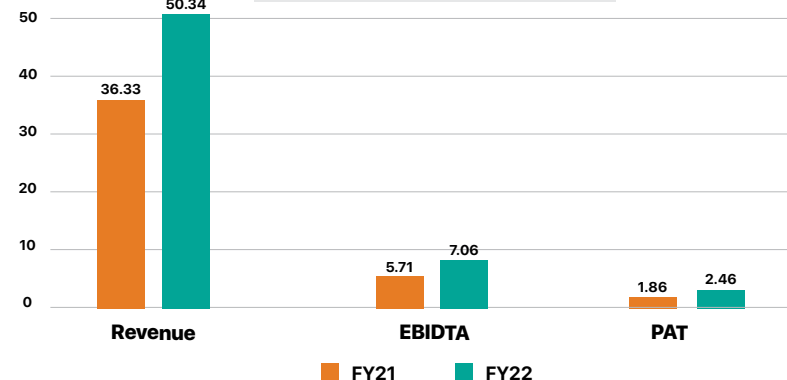
For the FY. 2021-22:

- Total revenue of the Company stood at Rs.50.34 Crs in FY22 Vs Rs 36.33 Crs in FY21 a growth of 38.56%.
- The Company reported EBITDA of Rs 7.06Crs in FY22 Vs Rs 5.71 Crs in FY21 a growth of 23.64%.
- On YoY basis PAT surged by ~32.26% to Rs 2.46 Crs in FY22 Vs Rs 1.86 Crs in FY21.

H1FY22 V/s H2FY22



FY21 V/s FY22



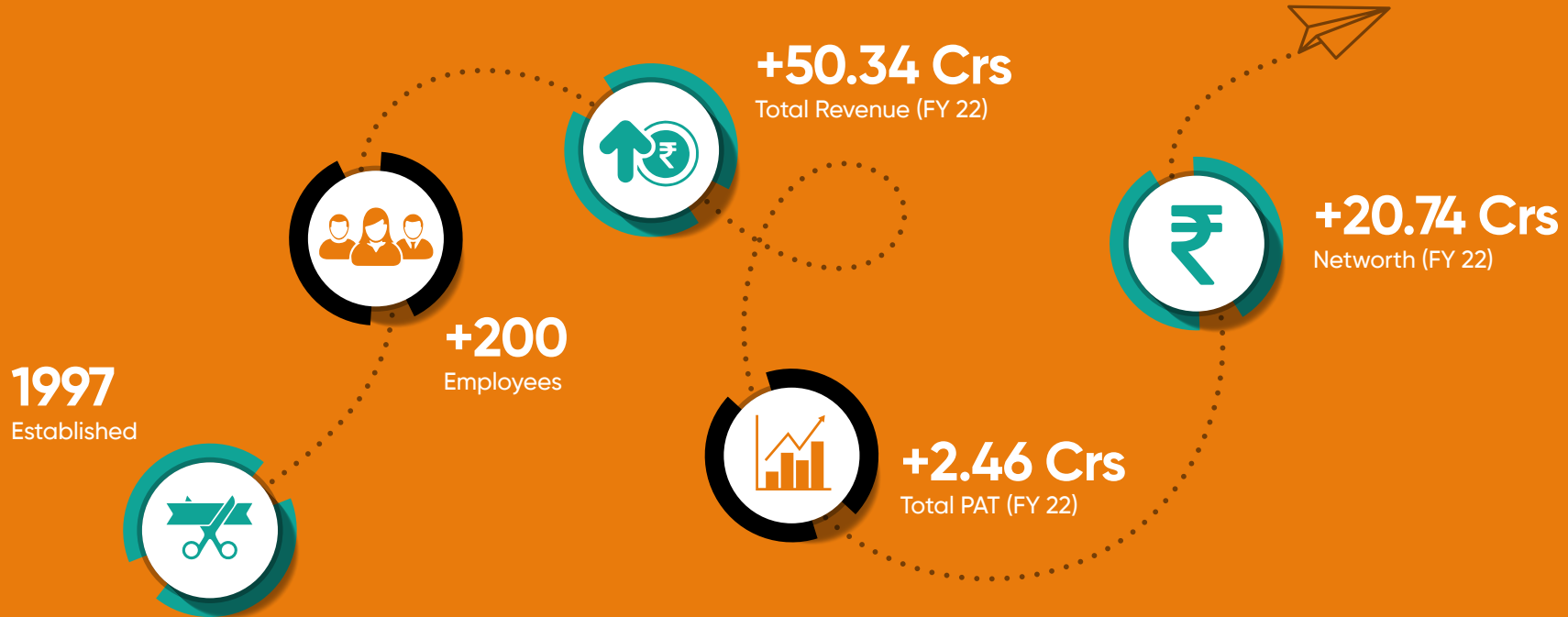
(INR in Crores)

COMPANY AT A GLANCE

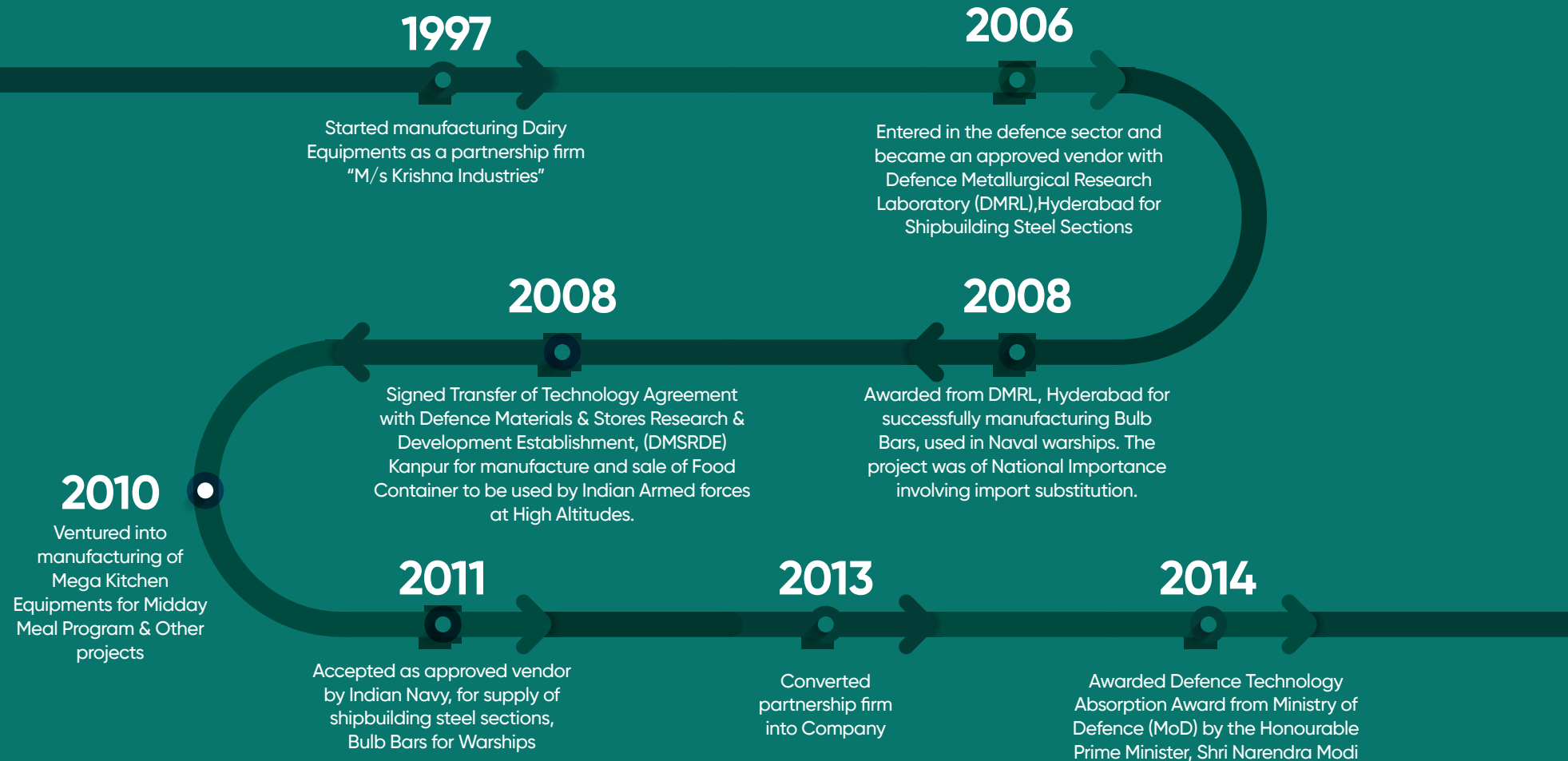
Started as manufacturer of dairy equipments in 1997, the Company has turned into a diversified player in defence application products, dairy equipment products, Mega kitchen equipments and the Homeland & Security products, in which it has recently forayed in 2020.

The Company has entered into various licensing agreements with Defence Research and Development Organisation ("DRDO") for obtaining the know-how & rights to manufacture and supply specialized defence application products for the Indian Armed Forces.

Owing to its strong R&D and technological capabilities, the Company is constantly developing several new products in the defence, Mega Kitchen, dairy and security segment, from its two fully equipped manufacturing units located in Halol and Kalol, Gujarat.



FOUNDATION HISTORY



FOUNDATION HISTORY

2015

Patent registered by our company for invention of Automated Milk Analysis and Collection Apparatus called Robotic Milk Collection Unit for a term of 20 years

2017

Received certificate of Steel Mills from American Bureau of Shipping for Facility and Process Approval for manufacturing section components of marine applications.

2019

Signed three Transfer of Technology Agreements with Defence Institute of Physiology and Allied Sciences, DIPAS, New Delhi for developing Improved Space Heating Device, Man Mounted Cooling System and Solar Snow Melter for Indian Armed Forces

2018

Awarded INDIA SME 100 Awards organized by India SME Forum and Ministry of MSME

2019

Received Developmental Order for supply and manufacture of specialized Weld consumable for critical application of the Indian Navy

2020

ventured in a new business vertical of Homeland & Security Products.

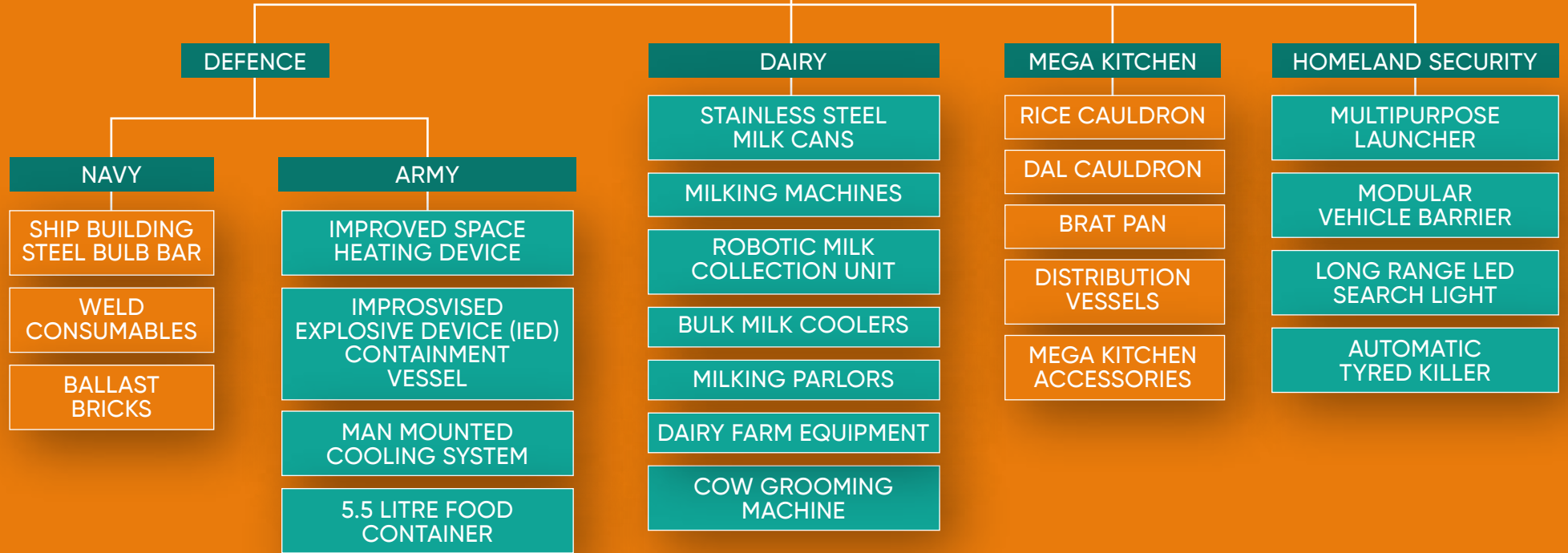
2021

Signed TOT with Research & Development Establishment Engineers, Pune for developing Improved Explosive Device (IED) Containment Vessel for protection of Indian Armed forces.

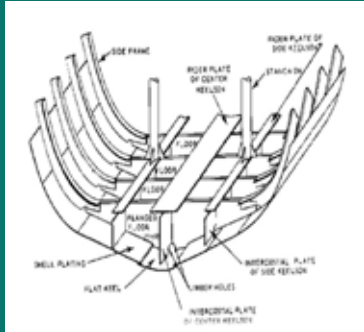
2021

Successfully developed and delivered Steel Ballast Bricks used for critical application of Indian Navy for weight balancing.

BUSINESS SEGMENTS



DEFENCE PRODUCTS.



BULB BAR

Bulb bars are specialized steel sections which are used as stiffeners for the hull construction of Naval warships.



FUSED FLUX

Specially developed Fused Flux for SAW, Suitable for High Tensile Weld Joints.



WELDING WIRE

Super Alloys Weld Consumables used for Welding of Steel Plates/Sections for under water ships.



WELDING ELECTRODES

Three metal blocks, labeled 4, 5, and 6, are shown. They are the same as the ones in the previous step, but now they have a circular hole in the center of each block. The blocks are arranged in a row on a wooden surface.

BALLAST BRICKS

Ballast Bricks are Special Alloys Bricks having Low Magnetic Signature used in critical application for counterbalance of the underwater Vessel.

DEFENCE CLIENTELE_____



**DRDO,
MINISTRY OF DEFENCE**



**GOA SHIPYARD
LIMITED**



**COCHIN SHIPYARD
LIMITED**



**GARDEN REACH
SHIPBUILDERS AND
ENGG.**



**MAZGAON DOCK
LIMITED**



LARSEN AND TOUBRO

DAIRY EQUIPMENTS



STAINLESS STEEL MILK CAN

Stainless Steel Milk cans with Capacity from 5 Ltrs to 50 Ltrs.



MILK COOLING TANK

Milk Cooling Tanks from Capacity 300Ltrs to 10,000Ltrs, used by Dairies for Cooling of Milk during procurement.



ROBOTIC MILK COLLECTION UNIT [®]

RMCU is a state of art solution for milk collection measuring which measures the milk volume, SNF, Fat and Adulteration of the Milk. This product is PATENETED.



COW GROOMING BRUSH

With the access to the grooming brush, cows are cleaner and happier and spend about fivefold more time for grooming compared with when brushes are not available.

DAIRY EQUIPMENTS



MILKING MACHINE

It is designed to minimize human contact with milk which helps in maintaining hygiene during milking and produces with a lower bacterial count.



SOLAR POWERED MILK COOLING TANK

Power Tracking Module for optimum use of Solar Energy which operates on both Grid and Battery Power.



MILKING PARLOUR

Milking Parlours for Commercial Dairy Farms.

DAIRY CLIENTELE



AMUL



VIJAYA



NA RI



ISKCON FOOD



SANCHI DAIRY



SHRI PRABHA DAIRY



AAVIN



CAVIN KARE



MOTHER DAIRY



PRADESHIK
CO-OPERATIVE
DAIRY FEDERATION



COUNTRY DELIGHT



HALDIRAM'S



KEVENTERS



AKSHAYA PATRA



GOKUL



NESTLE



BHAGIRATHI



COMFED



NANDINI



THIRUMALA



MILMA



HATSUN

MEGA KITCHEN EQUIPMENTS_____



RICE CAULDRONS
100 KGS TO 500 KGS



DAL CAULDRONS
500 LTRS TO 3000 LTRS



BRAT PANS
300 LTRS TO 1200 LTRS



**DISTRIBUTION
VESSELS**



RICE CHUTE



**TURNKEY PROJECTS
FOR MEGA KITCHENS**

HOMELAND SECURITY PRODUCTS_____



MODULAR VEHICLE BARRIER

MVB prevents intruding Vehicle, ensuring safety in large gathering/crowds



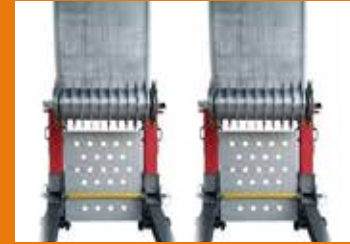
LED SEARCH LIGHT

LED is powerful handheld search light, useful in both combat and search operations.



AUTOMATIC TYRE KILLER

ATK is a remote controlled, lightweight, portable tyre killer which can be used as a surprise element to stop the hostile vehicle.



CROWD CONTROL BARRIER

CCB is used during violent protests, it deters mobs to enter sensitive locations and protects the police in case of stone pelting.



MULTI-PURPOSE LAUNCHER

MPL can stop a hostile vessel at sea and very useful rescue and search operations.

STATE OF THE ART MANUFACTURING FACILITIES_____

HALOL UNIT



KALOL UNIT



EXPERIENCED LEADERSHIP TEAM_____



ANKUR SHAH
Managing Director

B. Engg (Production)
Over 20 years of experience in
the Rolling & Steel Industry



SANDEEP KADAM
Whole Time Director

B. Engg. (Mechanical)
Over 25 years of experience in
Process Engineering



PIYUSH PATEL
Chief Financial Officer

B. Sc, Cost and Management
Accountant, Diploma in
Taxation Laws.
Exp. 20 years

PRESTIGIOUS AWARDS WON BY COMPANY_____



Mr. Ashwin Shah receiving DTA Award from
Honourable Prime Minister Narendra Modi



Mr. Ankur Shah receiving the Transfer of Technology
Award from Honourable Defence minister of India
Shri. Rajnath Singh.

PRESTIGIOUS AWARDS WON BY COMPANY



DRDO Technology
Absorption Award - 2013



India SME Award with Caption



Certificate from DRDO

TRANSFER OF TECHNOLOGY (ToT) PARTNER WITH DRDO

- ToT for Improved Space Heating Device, used by the Army at High Altitude for room warming to protect from extreme cold temperatures.
- ToT for 5.5 Litre Food Container, used by the Army at High Altitude for dropping and storage of food, specially designed for sub zero temperatures
- ToT for Man Mounted Cooling System, used by the Army in extremely hot conditions, provides cooling effect.
- ToT for IED Containment Vessel, used for detonating IED and Explosives



IED
Containment
Vessel

Man Mounted
Cooling System

Space
Heating
Device

5.5 Litres
Food
Container

PRECISION ENGINEERING EXPERTISE & STRONG R&D CAPABILITIES

- Comprehensive in-house capabilities of developing and manufacturing defence application products, dairy equipments and Mega Kitchen equipments;
- Strong in-house R&D expertise to keep it abreast of technological developments in the precision manufacturing industry;
- Stringent quality measurements at every manufacturing stage to ensure low rejection rate and that the finished product confirms to the exact





INDUSTRY SCENARIO

INDUSTRY OVERVIEW: DEFENCE SECTOR

India accounts for 3.7% of the global military spending, making it the third highest military spender in the world.

The defence expenditure constituted 2.9% of India's total GDP with approximately \$72.9 billion spent on defence in 2020.

To support defence modernisation, in the budget 2021-22 the defence capital outlay has been increased by 18.75% from the preceding year. This is the highest ever increment in the last 15 years.

In order to reduce imports & promote self-reliance, the Budget for 2022-23 proposed that 68% of the defence capital procurement budget will be earmarked for the domestic industry. This has been increased from 58% in 2021-22.

Ministry of Defence formulated a draft Defence Production and Export Promotion Policy 2020 (DPEPP) to position India amongst the leading countries of the world in defence & aerospace sectors

INDUSTRY OVERVIEW: DAIRY SECTOR



India is ranked 1st in milk production contributing 23 per cent of global milk production.

Milk production in the country has grown at a compound annual growth rate of about 6.2 per cent to reach 209.96 million tonnes in 2020-21 from 146.31 million tonnes in 2014-15

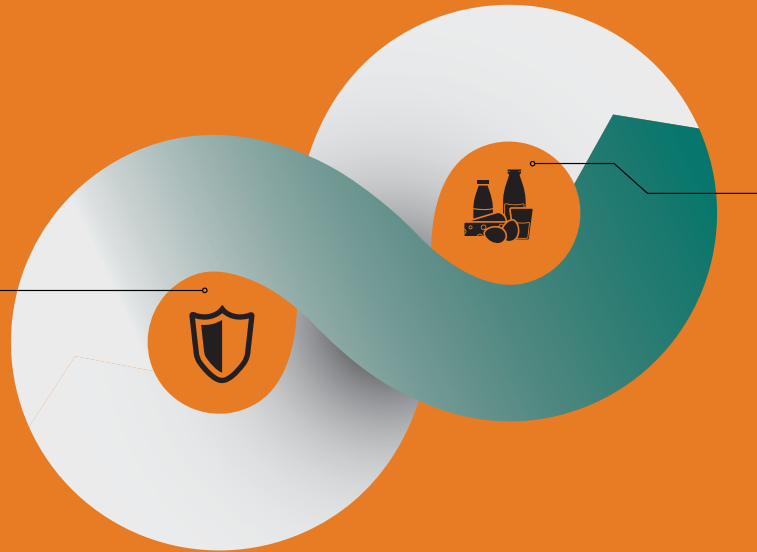
According to GOI estimates, nearly half of India's milk production is consumed by the household in which it is produced and is not marketed

The enhanced milk procurement by organised sector would require creation of additional chilling capacities, milk processing infrastructure along with additional drying capacities & dairy products manufacturing infrastructure and Feed & Feed supplement infrastructure

DEFENCE & DAIRY: GOVERNMENT INITIATIVES

Defence Sector

- Focused on indigenization of various defence technologies & products
- GOI announced Import embargo on 101 items to boost indigenization of defence production
- Union Budget gave push to defence modernisation by increasing defence capital outlay by 18.75% increasing Defence allocation in the budget to Rs 4.78 lakh crores for the FY 2021-22



Dairy Sector

The Government of India has implemented several schemes relating to the dairy industry such as National Dairy Plan, Intensive Dairy Development Scheme, Assistance to Cooperative Scheme, Strengthening Infrastructure and Clean Milk Production Scheme, Dairy Venture Capital Fund Scheme which are focused to increase milk production, to fund milk processing units in rural areas, to revive sick dairy cooperative unions or to provide competitive loans to urban and rural investors in the dairy industry. All these schemes shall boost the milk production in India, thereby increasing the demand for Company products.

FINANCIAL OVERVIEW

▲ 19,580

+28.71
+0.14%

▲ 3,690.47

+0.19
+0.01%

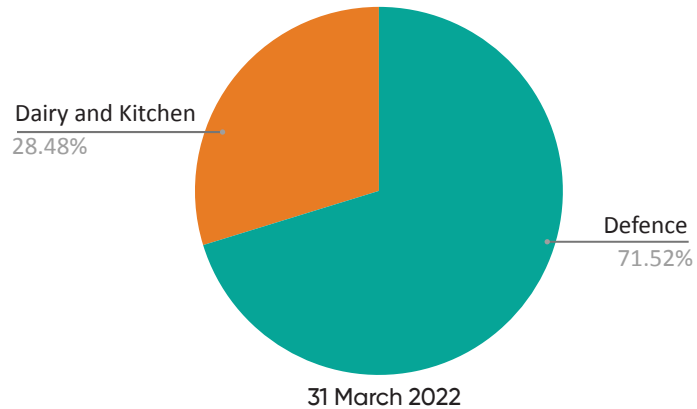
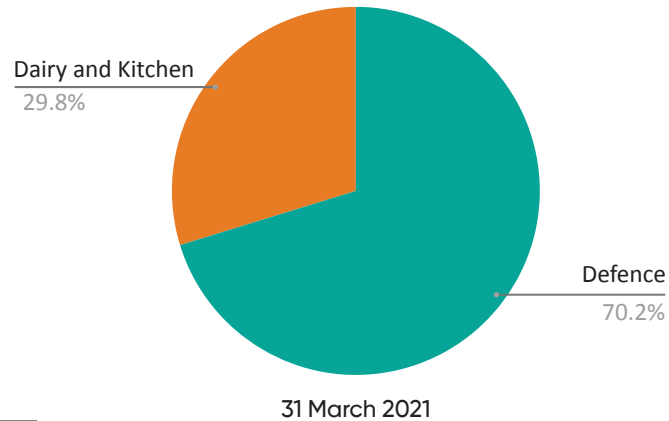
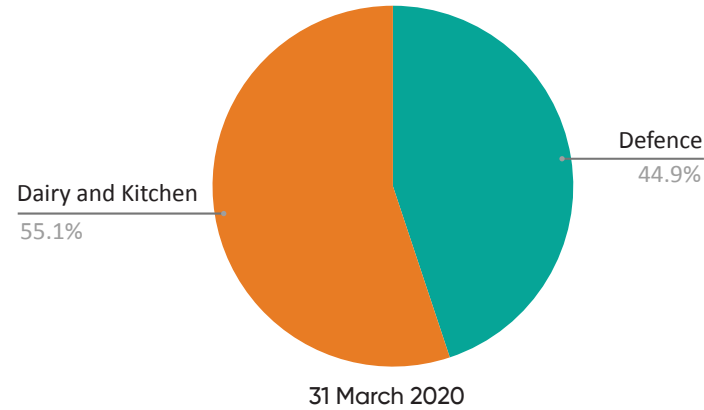
▲ 29,140.36

+604.26
+2.14%

▲ 124,825

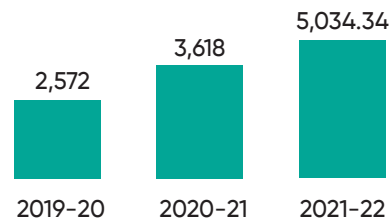
+347.74
+0.31%

KRISHNA REVENUE BIFURCATION

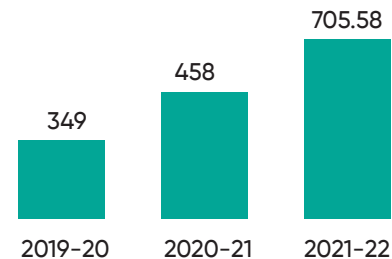


EXPONENTIAL GROWTH IN REVENUE AND PROFITABILITY

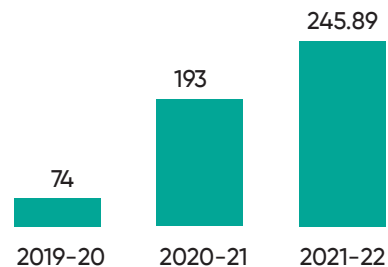
TOTAL REVENUE (Rs. in lakhs)



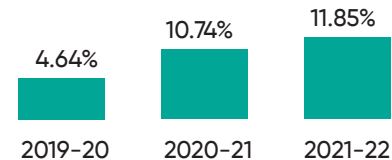
EBITDA (Rs. in lakhs)



PAT (Rs. in lakhs)



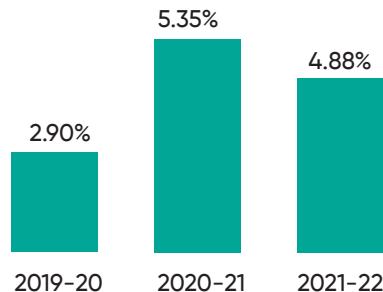
RETURN ON EQUITY (in %)



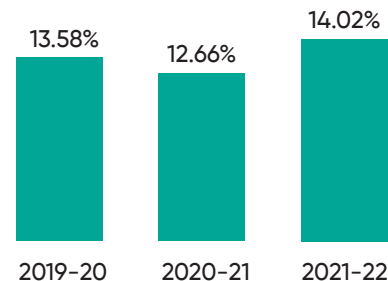
Figures based on restated and audited financial statements

KEY RATIOS: ON A CONTINUOUS FINANCIAL GROWTH

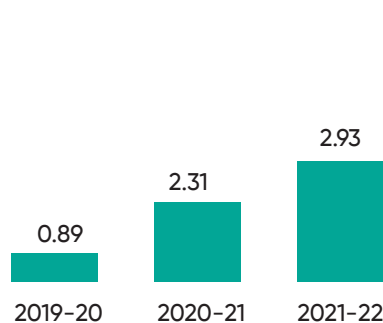
PAT Ratio (in %)



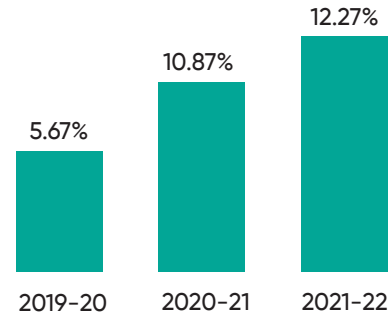
EBITDA Ratio (in %)



EPS (in Rs.)



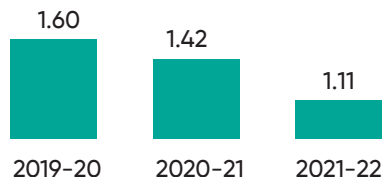
Return on Capital Employed (in %)



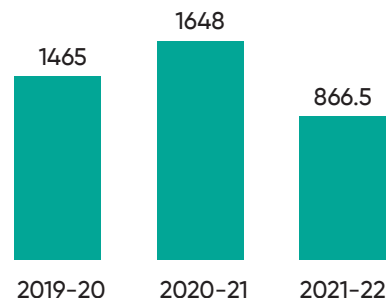
Figures based on restated and audited financial statements

IMMENSE VALUE CREATION

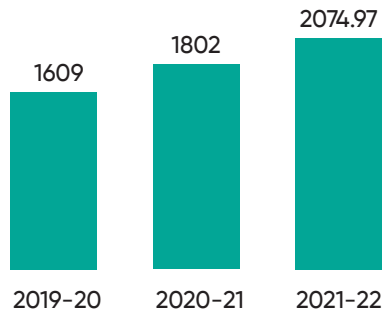
Debt Equity Ratio



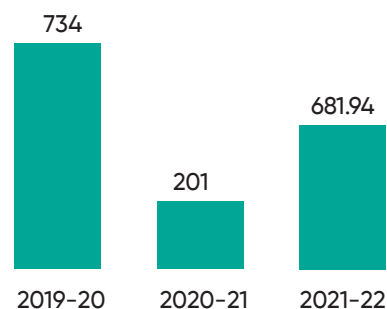
Net Debts* (Rs. in Lakhs)



Net Worth (Rs. in Lakhs)



Operating Cash Flows (Rs. in Lakhs)



Figures based on restated and audited financial statements

STATEMENT OF PROFIT & LOSS

(Rs. in lakhs)

| Particulars | H2FY22 | H1FY22 | FY22 | FY21 |
|--|-----------------|-----------------|-----------------|-----------------|
| Revenue from operations | 2,920.37 | 2,071.56 | 4,991.92 | 3,502.66 |
| Other income | 15.77 | 26.64 | 42.41 | 130.13 |
| Total Income | 2,936.14 | 2,098.20 | 5,034.34 | 3,632.79 |
| Expenses: | | | | |
| Cost of materials consumed | 1,104.72 | 422.01 | 1,526.73 | 739.11 |
| Purchases of Stock-in-Trade | 155.67 | 492.58 | 648.25 | 285.91 |
| Changes in inventories of finished goods work-in-progress and Stock-in-Trade | 34.29 | -92.03 | -57.74 | 601.96 |
| Employee benefit expenses | 505.48 | 408.11 | 913.59 | 651.30 |
| Other expenses | 754.91 | 543.02 | 1,297.93 | 783.74 |
| Total expenses | 2,555.08 | 1,773.69 | 4,328.76 | 3,062.01 |
| EBITDA | 381.06 | 324.51 | 705.57 | 570.78 |
| Depreciation and amortization expenses | 97.73 | 69.83 | 167.56 | 139.65 |
| EBIT | 283.33 | 254.68 | 538.01 | 431.13 |
| Finance costs | 97.73 | 88.42 | 186.16 | 167.43 |
| Profit before tax | 185.60 | 166.26 | 351.86 | 263.69 |
| Tax expense: | | | | |
| Current tax | 56.94 | 34.43 | 91.37 | 67.00 |
| Tax of earlier years (Net) | 4.06 | 1.57 | 5.63 | 8.90 |
| Deferred tax Liability/(Asset) | 0.81 | 8.15 | 8.96 | 1.55 |
| Profit for the period/year | 123.78 | 122.11 | 245.89 | 186.24 |
| Basic Earnings per equity share: | 1.47 | 1.45 | 2.93 | 2.22 |

BALANCE SHEET ASSETS

(Rs. in lakhs)

| Particulars | As at 31st March 2022 | As at 31st March 2021 |
|---|-----------------------|-----------------------|
| ASSETS | | |
| Non-current assets | | |
| (a) Property, Plant and Equipment and Intangible Assets | | |
| (i) Property, Plant and Equipment | 1,360.31 | 996.13 |
| (ii) Capital work in progress | - | 339.23 |
| (iii) Intangible assets | - | - |
| (b) Non-current investments | 1.00 | 1.00 |
| (c) Long-term loans and advances | 8.38 | 17.26 |
| (d) Other non-current assets | 94.26 | 88.15 |
| | 1,463.95 | 1,441.77 |
| Current assets | | |
| (a) Current investments | | - |
| (a) Inventories | 1,571.24 | 1,528.02 |
| (b) Trade receivables | 2,186.67 | 1,320.78 |
| (c) Cash and Bank Balance | 1,441.98 | 965.61 |
| (d) Short Term loans and advances | 68.13 | 113.47 |
| (e) Other current assets | 49.43 | 261.87 |
| | 5,317.45 | 4,189.75 |
| TOTAL | 6,781.40 | 5,631.52 |

BALANCE SHEET EQUITY & LIABILITIES

(Rs. in lakhs)

| Particulars | As at 31st March 2022 | As at 31st March 2021 |
|--|-----------------------|-----------------------|
| I. EQUITY AND LIABILITIES | | |
| 1 Shareholders' funds | | |
| (a) Share capital | 840.00 | 420.00 |
| (b) Reserves and surplus | 1,234.97 | 1,409.08 |
| | 2,074.97 | 1,829.08 |
| 2 Share Application Money Pending Allotment | 336.96 | - |
| 3 Non-current liabilities | | |
| (a) Long-term borrowings | 720.59 | 1,476.87 |
| (b) Deferred tax liabilities (Net) | 30.06 | 21.09 |
| (c) Long-term provisions | 7.43 | 5.01 |
| | 758.07 | 1,502.97 |
| 4 Current liabilities | | |
| (a) Short-term borrowings | 1,587.89 | 1,080.51 |
| (b) Trade payables | | |
| (A) Total outstanding dues of Micro and small enterprises | 151.48 | 152.67 |
| (B) Total outstanding dues of creditors other than micro and small enterprises | 1,248.15 | 520.24 |
| (c) Other current liabilities | 533.44 | 465.76 |
| (d) Short-term provisions | 90.43 | 80.29 |
| | 3,611.40 | 2,299.47 |
| TOTAL | 6,781.40 | 5,631.52 |



Krishna Defence & Allied Industries Limited

Regd. Office: 344, Floor-3, Plot-267, A To Z Industrial Estate,
Ganapatrao Kadam Marg, Lower Parel, Delisle Road,
Mumbai – 400013, Maharashtra, India.

Email: cs@krishnaallied.com | Website: www.krishnaallied.com

Tel No.: +91 22 4220 3800/99

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