



**BHARAT DYNAMICS LIMITED**

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

CIN :- L24292TG1970GOI001353

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BDL/CS/2022/SE-23

Date:07/06/2022

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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Dear Sir / Madam,

**Subject: Investor Meet / Conference –Investors Presentation Reg**

1. Please find enclosed the Investors presentation being shared with the Investors.
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.**  
(A Govt. of India Enterprise)



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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, 2022 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

- 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 Ibrahimpatnam (Telangana), Amravati (Maharashtra) & Jhansi (UP). Established static test facility at Ibrahimpatnam Unit. 5 MW Solar power plant was also established at Bhanur Unit and at Ibrahimpatnam Unit, Telangana.
- In process of setting-up of Seeker Facility center, Warhead Production facility, 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
- Implementing Industry 4.0 and received Green Channel Certification for Launcher spares assembly at Bhanur Unit.
- Continuously Strived to Improve Efficiency : MoU Rating  
2017-18 : Very Good; 2018-19 : Good ; 2019-20 : Very Good; 2020-21: Good; 2021-22: Under Evaluation.

### Strong Financial Performance

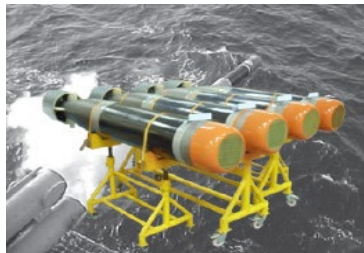
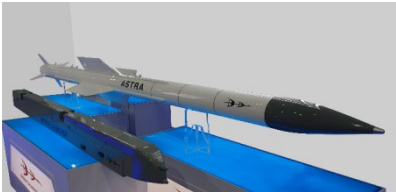
- Consistently a profit making company with strong operating performance.
- FY 21-22 PAT – INR 500 Cr ;Revenue – INR 2817 Cr (Gross)
- Consistently paying dividends to shareholders. In 2021-22 Interim Dividend INR 7.30 per share and Final Dividend of INR 1.00 was declared.



# BHARAT DYNAMICS LIMITED

## STRONG PRODUCT SUITE

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



### Underwater Weapons

#### Akash Weapon 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
- Inducted into Indian Army & Air Force and offered for Export

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

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

#### Astra Weapon System

- Beyond visual range Air to Air missile
- Fully indigenized missile developed by DRDO & being manufactured by BDL.
- Requirement is for Indian Air Force and Indian Navy

#### Heavy Weight Torpedo

- Ship launched, electrically propelled underwater weapon equipped with one of the most advanced automatic guidance systems.
- The Torpedo uses its own intelligence in tracking the target
- Indigenized Product and being delivered to Indian Navy. Indigenization Level: 86%

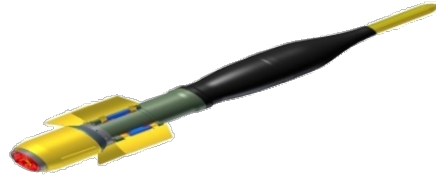
#### Light Weight Torpedo

- DRDO Developed Indigenous Product, launched from a ship or a helicopter.
- Used for anti – submarine warfare
- Delivered to Indian Navy and Friendly Foreign Country. Indigenization Level : 91%

# BHARAT DYNAMICS LIMITED

## STRONG PRODUCT SUITE

### Anti Tank Guided Missile (ATGM)



### Counter Measure Devices



#### 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 : 96.3%
- Being delivered to Indian Army and also offered for export

#### Invar

- 2<sup>nd</sup> Generation plus mechanized infantry weapon which can be fired from the gun barrel of a T-90 tank
- Used to destroy armoured vehicles
- ToT from Rosoboronexport (ROE), Russia. Indigenization Level : 87.9%

#### Counter Measures Dispensing System (CMDs)

- State-of-the-art Flare and Chaff Dispensing System providing self-protection to the aircraft against missiles
- Can be activated by the pilot or the radar warning receiver of the aircraft
- In-house developed product inducted into Indian Air Force in all platforms
- Export Order also received

#### Anti Torpedo System

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

# BHARAT DYNAMICS LIMITED

## ROBUST MANUFACTURING FACILITIES



### Hyderabad

- ATGMs
- SAMs
- Countermeasures
- Refurbishment of Missiles



### Bhanur

- ATGMs
- A to A Missiles



### Vishakhapatnam

Underwater Weapons

### Upcoming Facilities

Ibrahimpatnam Unit (Telangana)

Jhansi Unit ( UP)

Amaravati (Maharashtra)

### Continuously Investing for the Future

Establishing Seeker Facility Centre and Warhead Production facility

Industry 4.0 Implementation

Establishing High Temperature Carbon Composite Manufacturing Facility

Green Channel Certification

# BHARAT DYNAMICS LIMITED

## STRONG FOCUS ON INNOVATION

Associated with DRDO as Development Partner as well as Production agency for various programs

### Key Initiatives

ToT Agreements with Major Foreign OEMs . New Avenues being explored with leading Foreign OEMs for production of new Missile weapon systems in India.

Has set up exclusive Missile Development Group for development of Futuristic Weapons

Designed and developed unguided bombs for dropping from drones as per the requirement of Military College of Electronics and Mechanical Engineering (MCEME), Secunderabad

### Key New Products in the Pipeline

- Amogha III
- MPATGM : Man Portable Anti Tank Guided Missile.
- Akash (NG)
- VLSRSAM : Vertically Launched Short Range Surface to Air Missile
- ULPGM : UAV Launched Precision Guided Missile.
- MTE : Mobile Target Emulator.
- Helina (Dhruvastra)
- NAG

- Dishani
- Garudastra
- ERASR : Extended Range Anti Submarine Rocket.
- MIGM : Multi Influential Ground Mines.
- SAAW : Smart Anti Airfield Weapon.
- QR-SAM : Quick Reaction Surface to Air Missile.
- ASRAAM : Advanced Short Range Air to Air Missile.
- MISTRAL

### Recent MoUs Entered :

- ✓ MoU with M/s High Energy Materials Research Laboratory/DRDO- Towards consultancy for establishment of Extruded Double-base Propellants (EDB) facility at Jhansi, UP.
- ✓ MoU with M/s BHEL to jointly work on the emerging opportunities in the Indian Defence & Aerospace Market and also to work towards manufacture & Supply of components and sub-assemblies of mutually agreed area of interest to address opportunities in Indian Defence & Aerospace sector.
- ✓ MoU with M/s Tawazun Holding Company LLC, UAE to jointly implementing business opportunities in both countries

# BHARAT DYNAMICS LIMITED

## ORDER BOOK POSITION

### Stable Order Book

Order Book As  
on 1 April 2021

**INR 8386 Cr**

New Orders  
received till  
date  
INR 7480 Cr

Order Book As  
on date

**INR 13000 Cr  
(Approx)**

Key New  
Orders in  
pipeline  
Worth  
about INR  
8000 Cr.

**Akash IA Order for two  
regiments**

**R-73 Refurbishment**

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

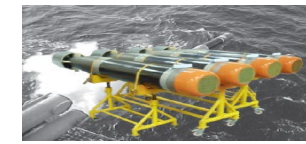
- New Export Policy has been framed in line with MoD Guidelines.
- High Potential for Export for its products to friendly countries
- Company participated in events such as EDEX at Egypt and Airshow at Dubai in the year 2021-22 which has positioned as a major global event to showcase India's ability in defence manufacturing

BDL exports Light  
Weight Torpedoes &  
CMDS to friendly Foreign  
countries  
**Export Orders  
received: INR 349 Cr  
Approx**

### Potential Products for Exports



**Akash  
SAM**



**Light  
Weight  
Torpedo**



**CMDS**



**Konkurs M**



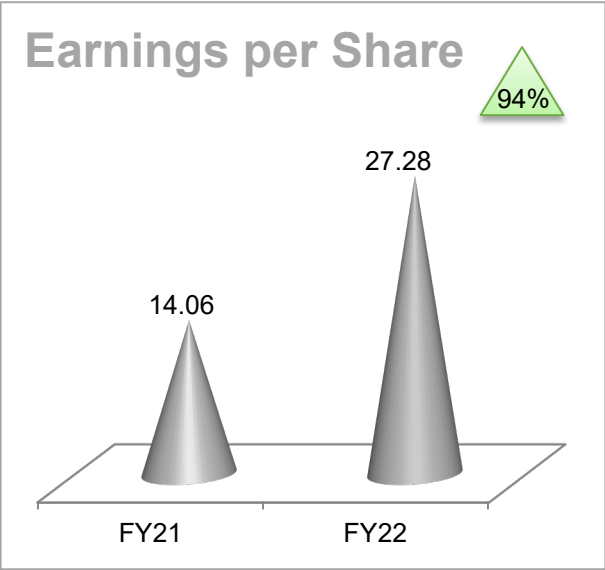
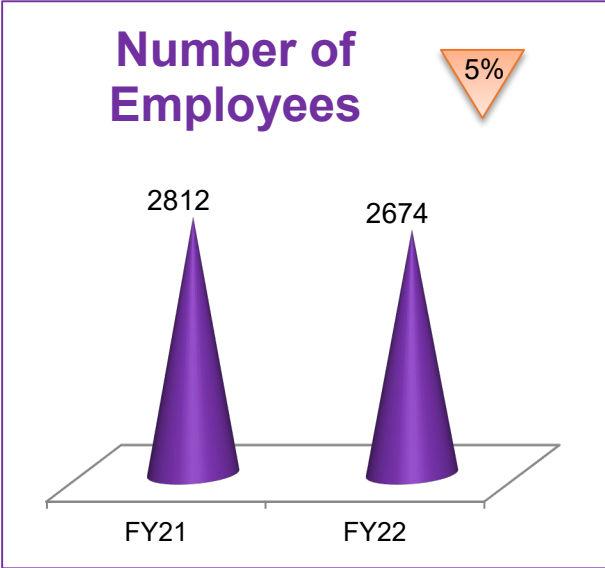
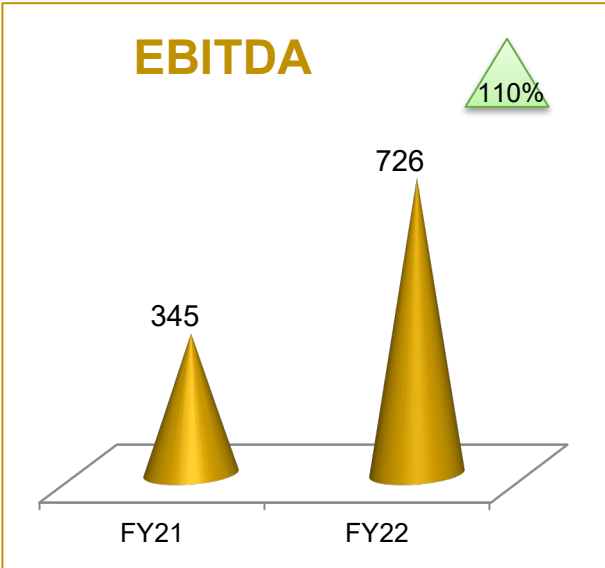
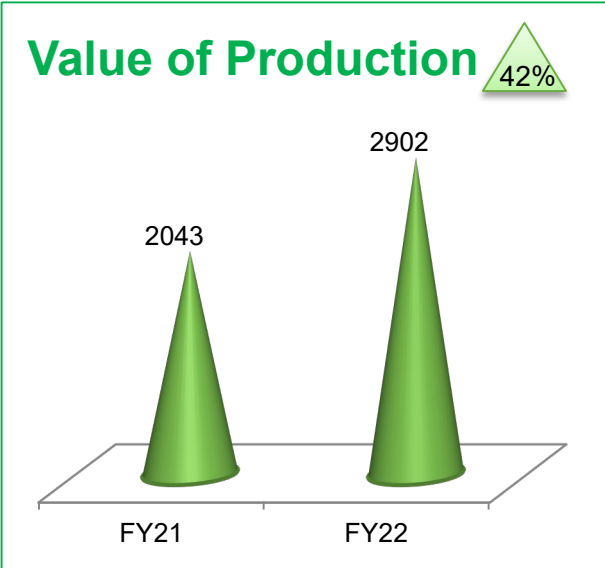
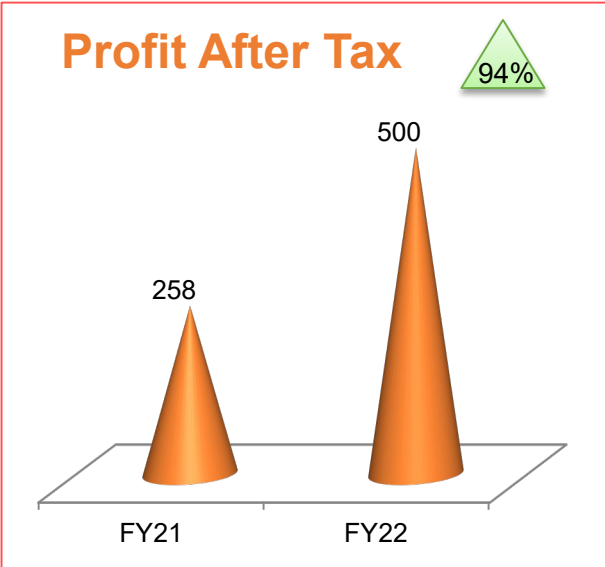
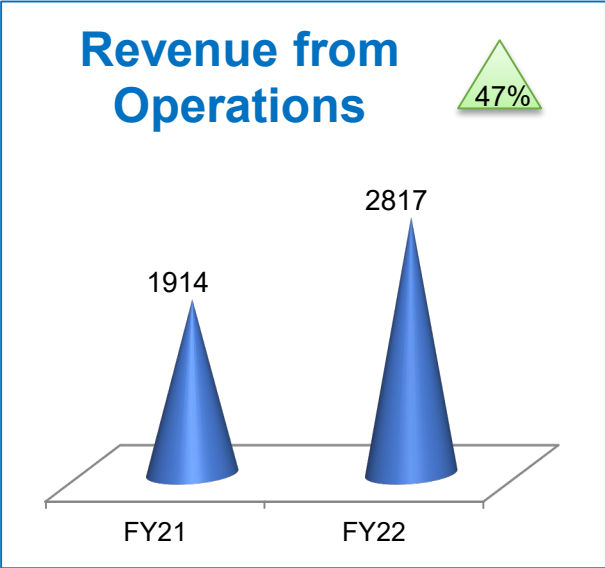
**SAAW**



**Astra**

# BHARAT DYNAMICS LIMITED

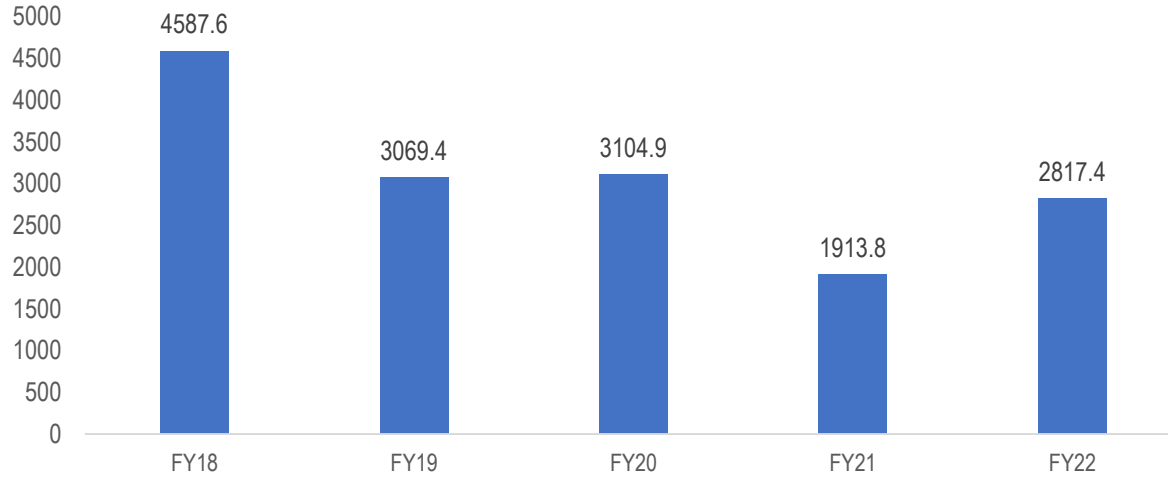
## KEY FINANCIAL HIGHLIGHTS FY 2021-22



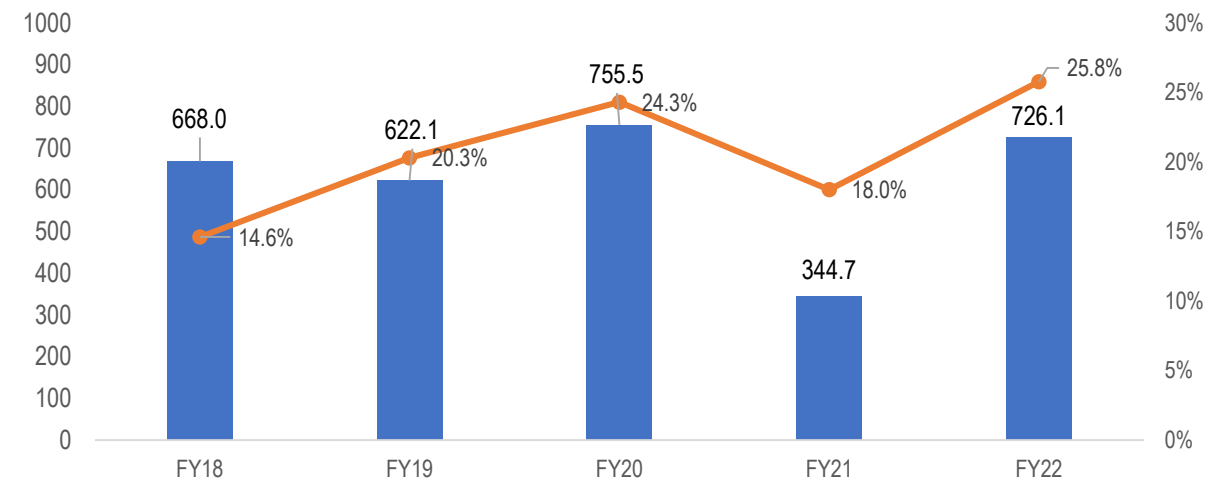
# BHARAT DYNAMICS LIMITED

## KEY FINANCIAL HIGHLIGHTS

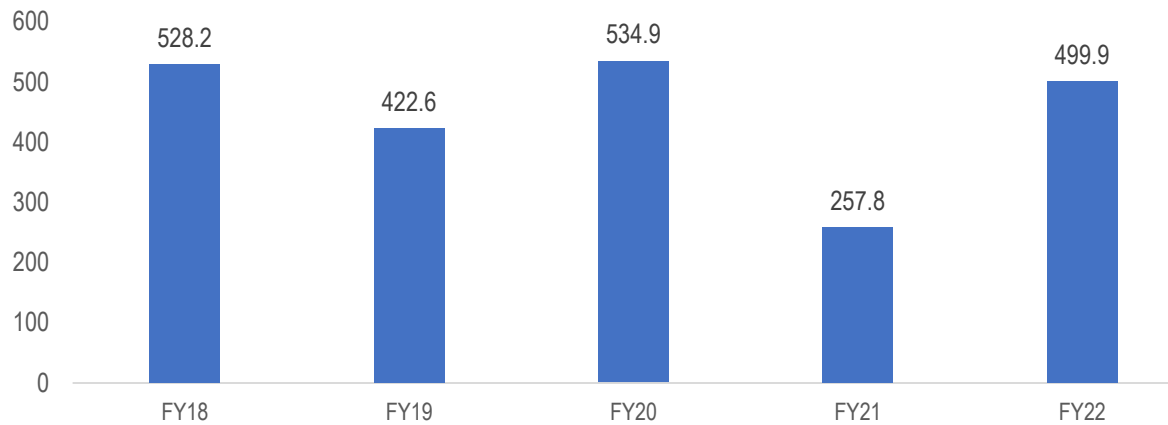
Revenue from Operations (in INR Cr)



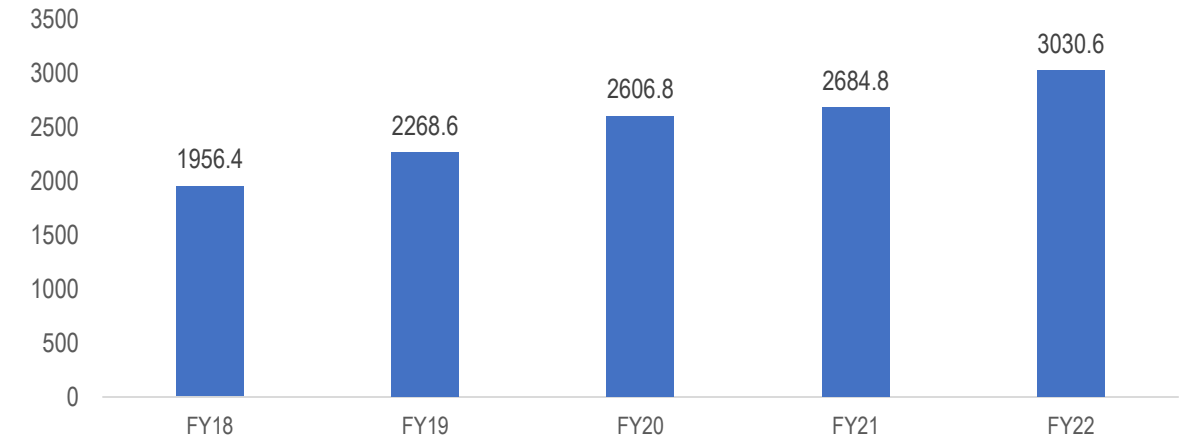
EBITDA (in INR Cr) & EBITDA Margin



PAT (in INR Cr)



Net Worth (in INR Cr)

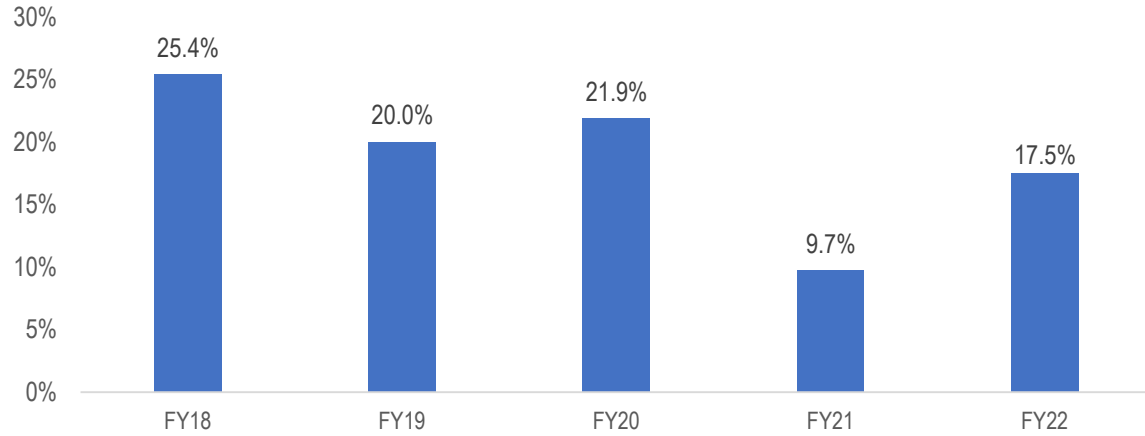


# BHARAT DYNAMICS LIMITED

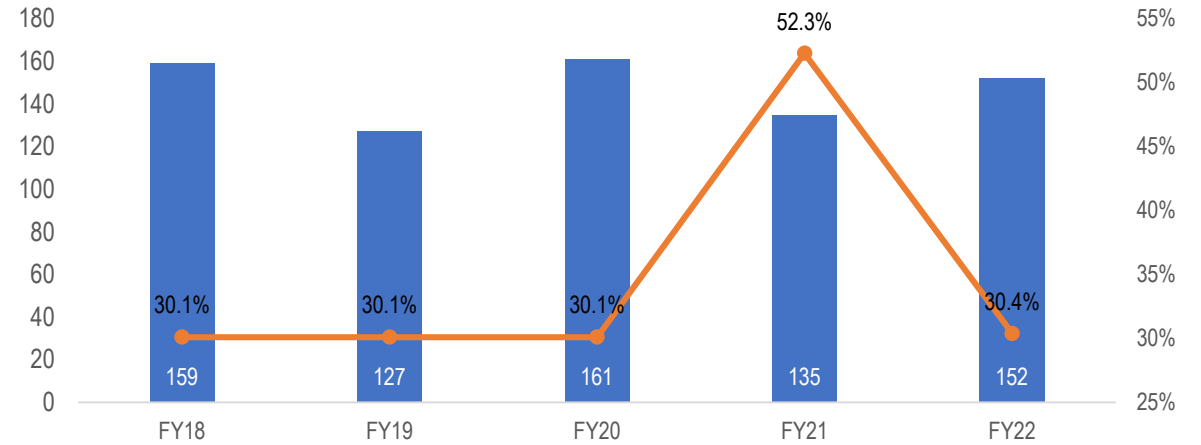
## KEY FINANCIAL HIGHLIGHTS



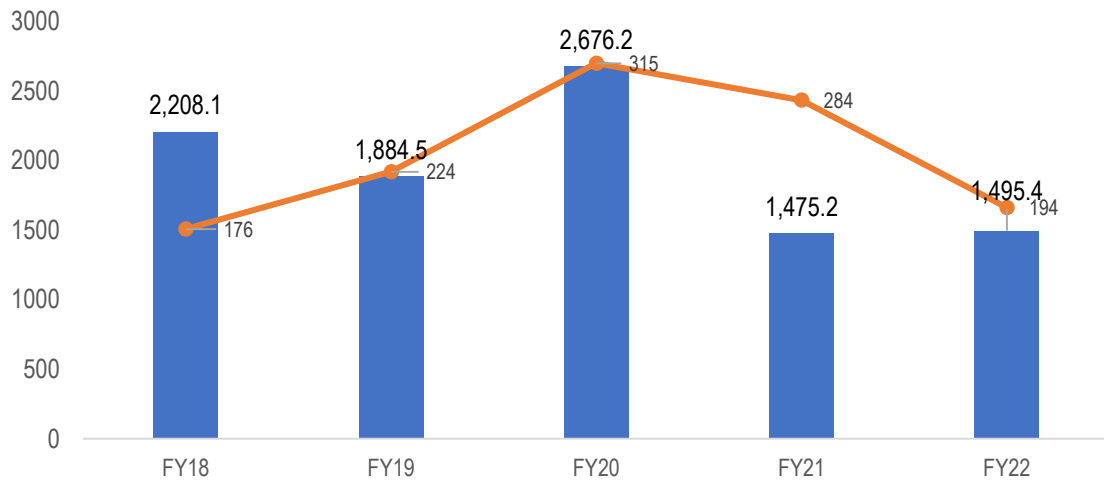
Return on Equity (in %)



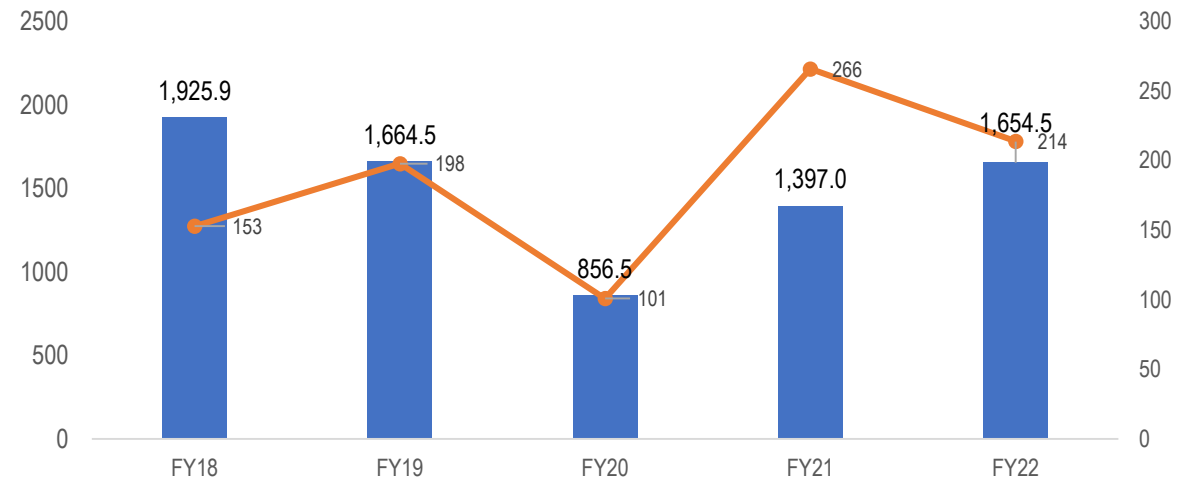
Total Dividend(in INR Cr) & Dividend Payout Ratio



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



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



# BHARAT DYNAMICS LIMITED

## FINANCIAL SUMMARY



Particulars	Units	FY22	FY21	FY20	FY19	FY18
Revenue from Operations	₹ Cr.	2817.40	1913.76	3104.87	3069.35	4587.60
Profit Before Exceptional Items and Tax	₹ Cr.	743.50	340.88	742.45	671.36	773.82
Profit Before Tax	₹ Cr.	709.91	340.88	742.45	671.36	773.82
Profit After Tax	₹ Cr.	499.92	257.77	534.90	422.59	528.15
Value of Production	₹ Cr.	2901.76	2042.67	2601.21	3235.22	4641.30
Material Consumption	₹ Cr.	1638.39	970.08	1014.09	1818.97	2907.59
Equity	₹ Cr.	183.28	183.28	183.28	183.28	183.28
Inventory	₹ Cr.	1654.45	1397.01	856.52	1664.53	1925.87
Trade Receivables	₹ Cr.	1495.36	1475.20	2676.19	1844.53	2208.13
Capital Employed*	₹ Cr.	2973.45*	2637.01*	3191.76	2347.34	1954.05
Net Worth	₹ Cr.	3030.56	2684.75	2606.83	2268.55	1956.38
Number of Employees	Nos.	2674	2812	2950	3034	3095
Employee Costs	₹ Cr.	570.66	501.09	534.03	534.21	529.34
Employee Costs to Sales	%	20%	26%	17%	17%	12%
Earnings per Share (EPS)	₹	27.28	14.06	29.18	23.06	26.65

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

THANK YOU