



**BHARAT DYNAMICS LIMITED**

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

CIN :- L24292TG1970GOI001353

Corporate Office: - Plot No. 38-39, TSFC Building, Near ICICI Towers, Financial

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Ref- BDL/CS/2022/SE-37

Date: 28/09/2022

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**

**Subject: Intimation of Schedule of Analyst /Institutional Investor Meetings**

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

Date	Organised by	Venue	Type of Meeting
29/09/2022	Antique Institutional Equities	Mumbai	One to One Meetings
30/09/2022	Yes Securities	Mumbai	One to One Meetings
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 No unpublished price sensitive information will be shared in the meetings. 3. Investor Presentation is enclosed.			

Yours faithfully,  
For Bharat Dynamics Limited

NAGARAJ  
A NAGULA  
N. Nagaraja  
Company Secretary

Digitally signed by  
NAGARAJA NAGULA  
Date: 2022.09.28  
12:43:19 +05'30'



# 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 .
- 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
- 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.



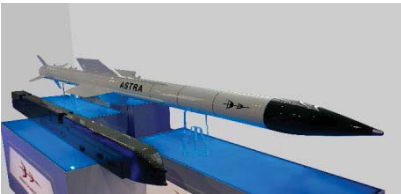


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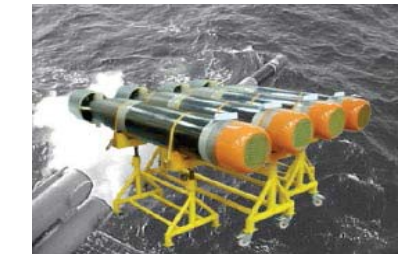
## STRONG PRODUCT SUITE



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



Underwater  
Weapons



### Akash Weapon System

- AKASH is a Short Range Surface to Air Missile System to protect vulnerable areas and points from air attacks. Akash Weapon System (AWS) can simultaneously engage Multiple Targets in Group Mode or Autonomous Mode. It has built-in Electronic Counter-Counter Measures (ECCM) features. The entire weapon system has been configured on mobile platforms
- 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)

- It is a high response, quick reaction, vertically launched supersonic missile, designed to neutralize enemy aerial threats – missiles, aircraft, guided bombs, helicopters. Used by Army, Navy and Air Force as different variants.
- 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

- It is an advanced state-of-the-art, ship launched heavy weight, anti-submarine Torpedo capable of targeting submarines operating in shallow / deep waters.
- The Torpedo uses its own intelligence in tracking the target. It is a Long range with multi maneuvering capabilities
- Indigenized Product and being delivered to Indian Navy. Indigenization Level: 86%

### Light Weight Torpedo

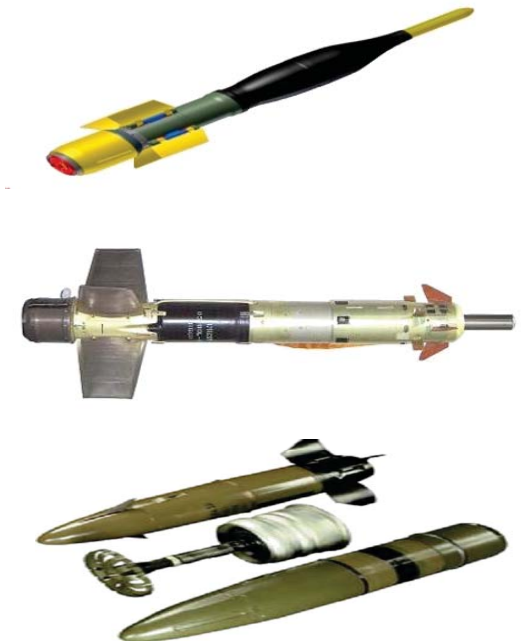
- DRDO Developed Indigenous Product, launched from a ship or a helicopter.
- Used for anti – submarine warfare
- Delivered to Indian Navy and Friendly Foreign Country. Indigenization Level : 91%

# BHARAT DYNAMICS LIMITED

## STRONG PRODUCT SUITE



### Anti Tank Guided Missile (ATGM)



#### 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

### Counter Measure Devices



# BHARAT DYNAMICS LIMITED

## ROBUST MANUFACTURING FACILTIES



### 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

Established Seeker Facility Centre and Warhead Production facility

Industry 4.0 Implementation

Establishing High Temperature Carbon Composite Manufacturing Facility

Received Green Channel Certification for Konkurs-M launchers

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STRONG FOCUS ON INNOVATION



Key Initiatives

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

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

Recent Developments

BDL signed MoU with MBDA (Matra, BAe Dynamics and Alenia), France for Manufacturing of Mistral Missiles at BDL on 16.06.2022 .

DRDO successfully test fired Vertically Launched Short Range Surface to Air Missile (VL SRSAM) with seeker on 23.08.2022 from INS Rana. BDL team involved in supply chain management, hardware realization, integration & testing of the missile development & Weapon Control System and other components of the VL SRSAM complex under the guidance of DRDO.

DRDO successfully test fires two Quick Reaction Surface to Air Missile (QR SAM) as part of user trials. BDL team involved in integrating and testing of missiles.

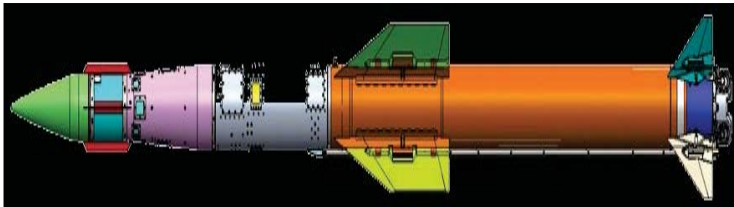


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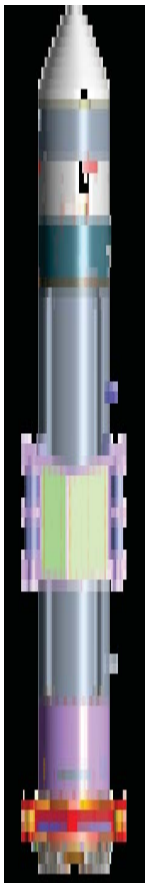
## KEY NEW PRODUCTS IN PIPELINE



Surface – to –  
Air Missile  
(SAM)



- Quick Reaction Surface to Air Missile (QR-SAM)
- It is a quick reaction Surface to Air Missile capable of Search on Move, Track on Move and Fire on Short halts
  - Propulsion : Single Stage Solid Rocket Motor
  - Guidance : Mid Course Inertial + Target Update Terminal Active Homing Seeker
  - Warhead : Pre-Fragmented & High Energy
  - Launch : Canisterized Inclined Launch
  - Engagement : Simultaneous 6 Targets



- VL-SR-SAM
- Vertically Launched - Short - Range Surface to Air Missile is a vertically launched Surface to Air Missile with all-weather capability for use by Navy

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## KEY NEW PRODUCTS IN PIPELINE

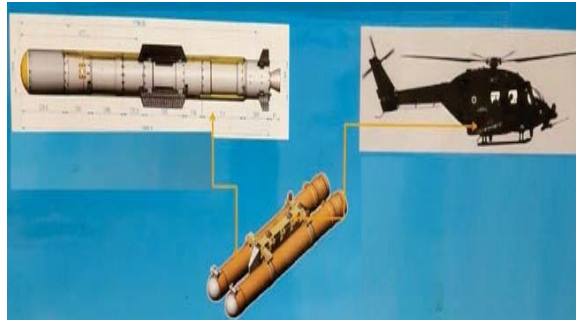


### Air to Surface Missile



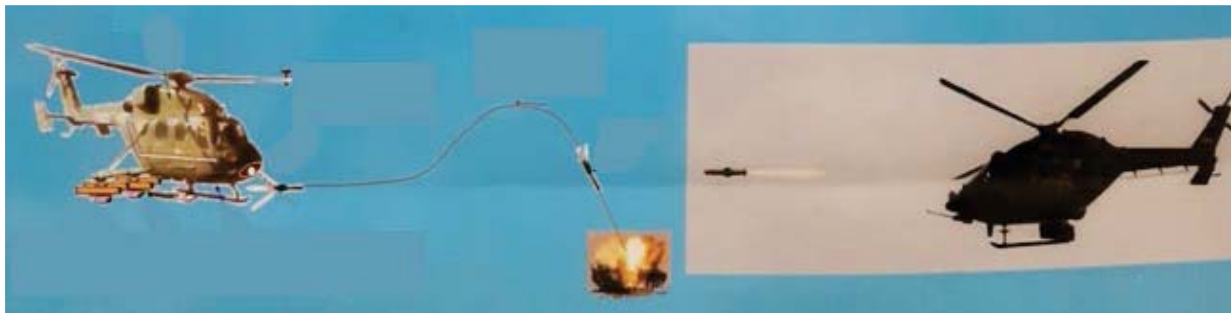
#### SAAW

- Smart Anti - Airfield Weapon (SAAW) is long range, standoff, precision air-to-surface weapon
- Capable of engaging ground targets when launched from fighter Aircrafts
- Development order has already been received



#### HELINA

- It is an abbreviation for Helicopter launched NAG and is an Air to Surface Missile system. It is launched from Advanced Light Helicopter (ALH). The ALH is equipped with 2 Twin launchers, one on either side, carrying a total of 8 missiles. HELINA is equipped with High Resolution Imaging Infrared Seeker (IIR) capable of automatic target detection and tracking in adverse weather conditions.

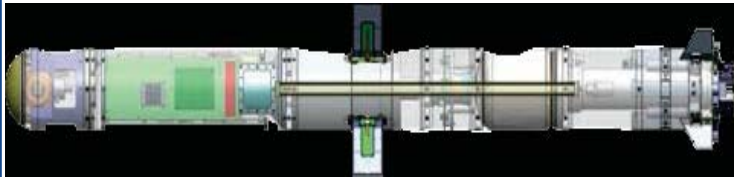


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## KEY NEW PRODUCTS IN PIPELINE

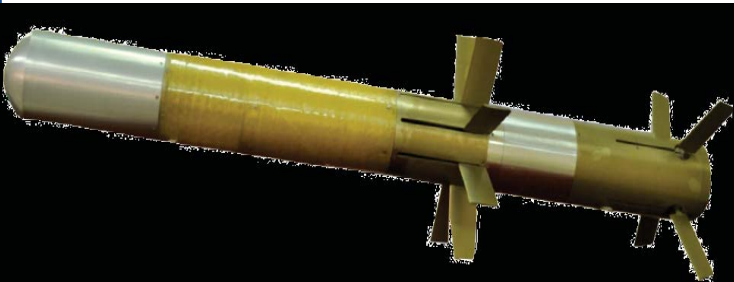


ATGMs



### MP-ATGM

Man Portable Anti - Tank Guided Missile or M P ATGM is for infantry and Parachute (Special Forces) of the Indian Army. It is 'Soft' launched from a canister using an Ejection Motor. It uses a state-of-the-art IIR seeker for homing on to the target



### Amogha- III ATGM

- Amogha-III is a third generation fire-and-forget Anti-Tank Guided Missile designed and developed by the in-house R&D Division of BDL.
- Dual Mode Imaging Infra-Red (IIR) Seeker
- Tandem warhead with penetration in excess of 650 mm beyond Explosive Reactive Armor (ERA).
- Command Launch Unit (CLU) with remote operation capability



### NAG

- NAG is a third generation Anti-Tank Guided Missile with Fire and Forget top attack capability.
- Guidance : Passive Homing through IIR Seeker
- Deployment : Namica & ALH
- Operation : Day & Night

# BHARAT DYNAMICS LIMITED

## ORDER BOOK POSITION



### Stable Order Book

Order Book As  
on 1 April 2022  
  
INR 10170 Cr

New Orders  
received upto  
31 Aug 2022  
INR 2608 Cr

Order Book As  
on 31 Aug 2022  
  
INR 12000 Cr  
(Approx)

Guidance – FY 23

- Revenue Growth: 10% - 12%
- EBITDA Margin: 20% - 23%
- Likely Order inflow: INR 10000 Crore
- R&D Investment: 2% to 4% of Sales
- CAPEX: INR 80 Crore

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

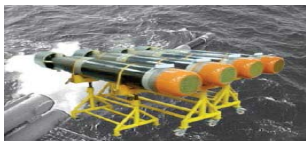
- New Export Policy has been framed in line with MoD Guidelines.
- High Potential for Export for its products to friendly countries
- leads have been received from 21 Countries for various BDL products and BDL is trying to convert the leads into firm orders.

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



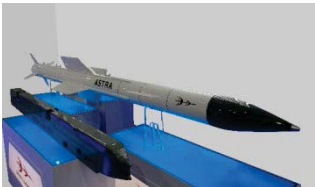
CMDS



Konkurs M



SAAW

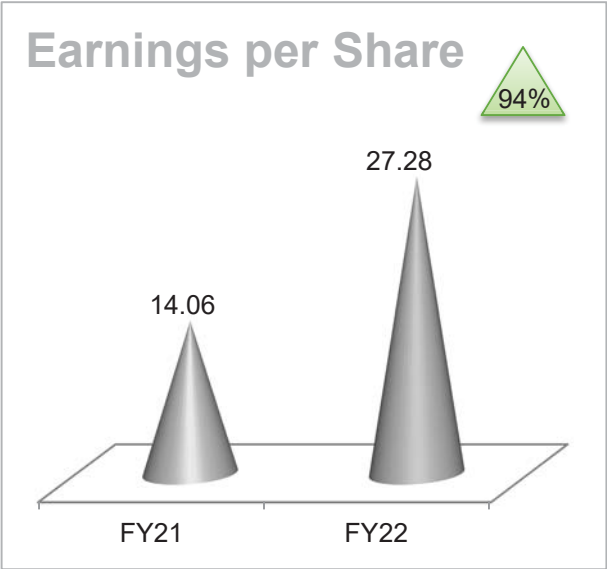
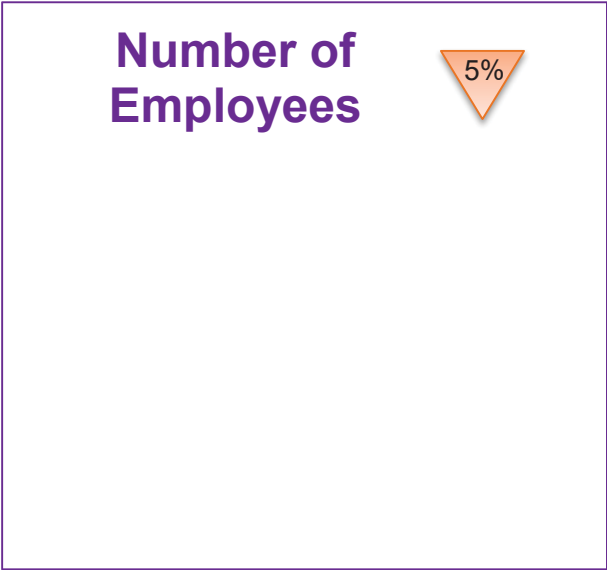
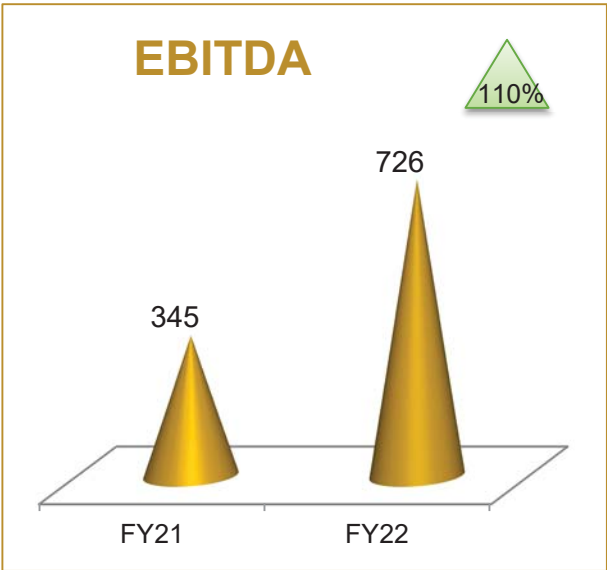
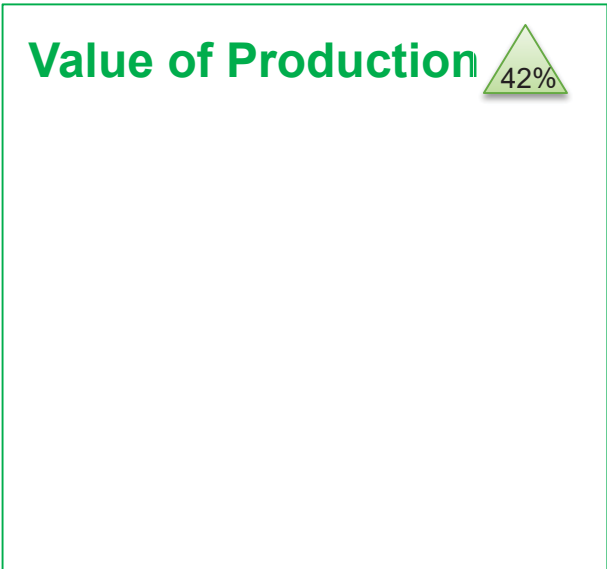
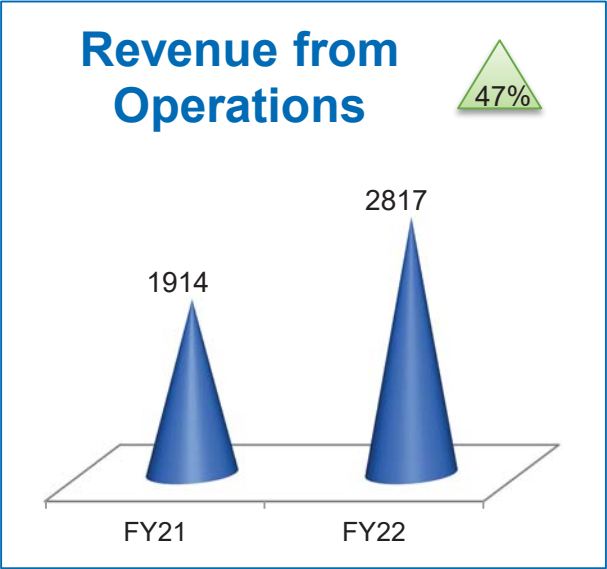


Astra

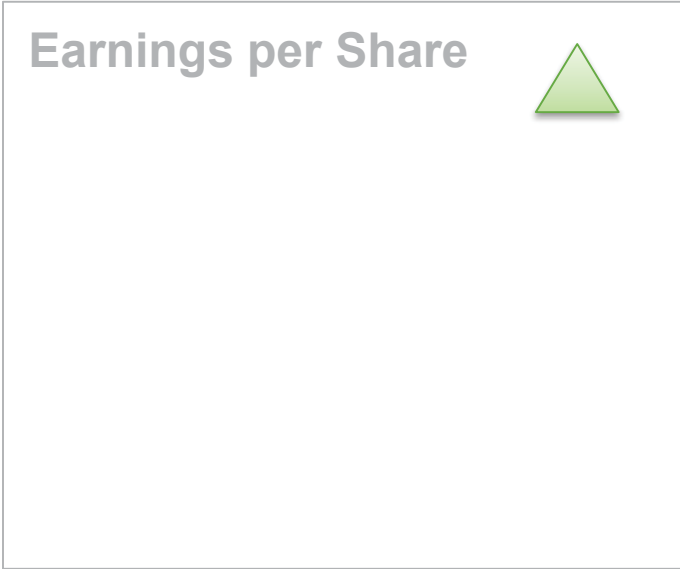
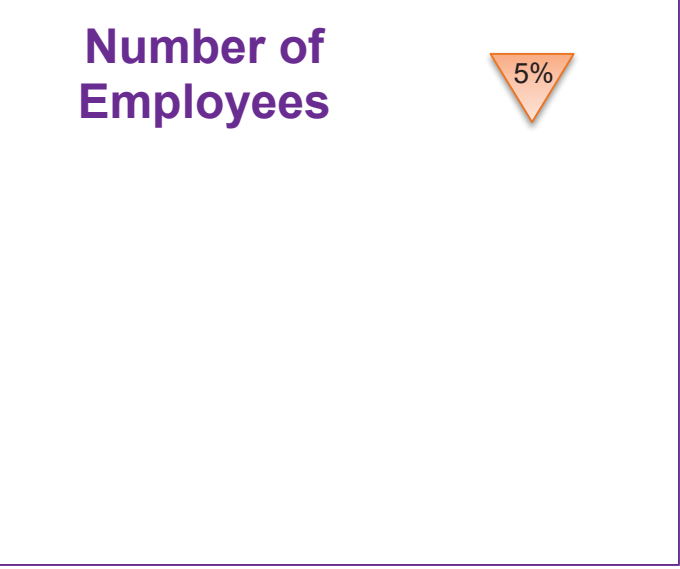
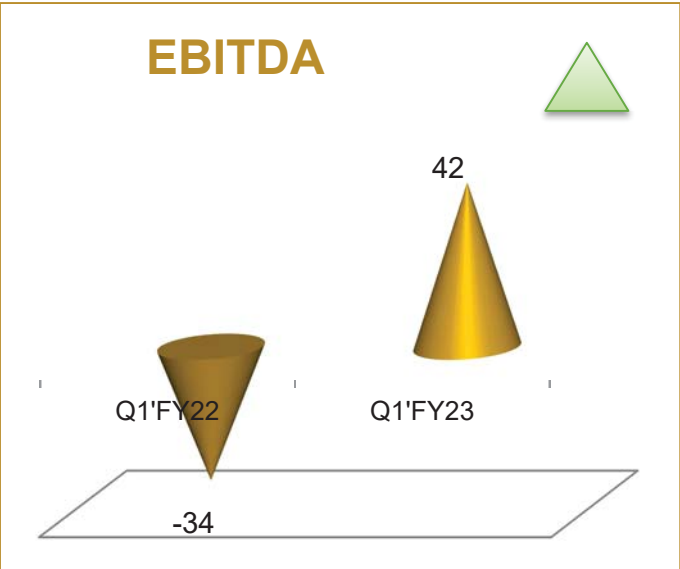
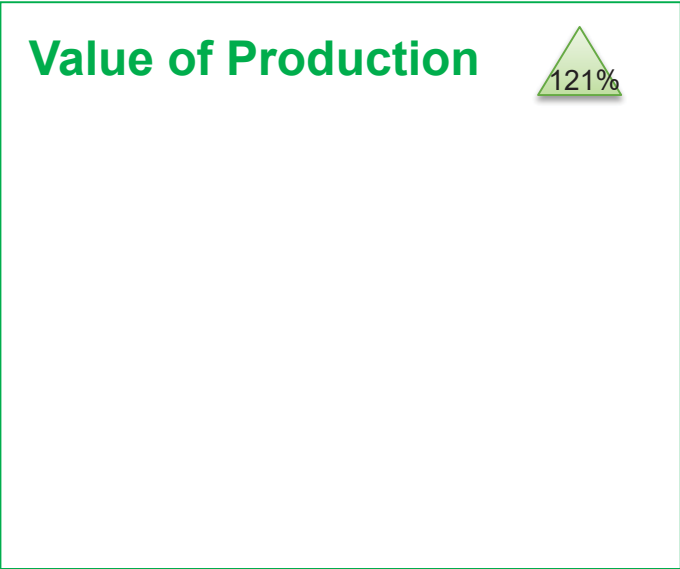
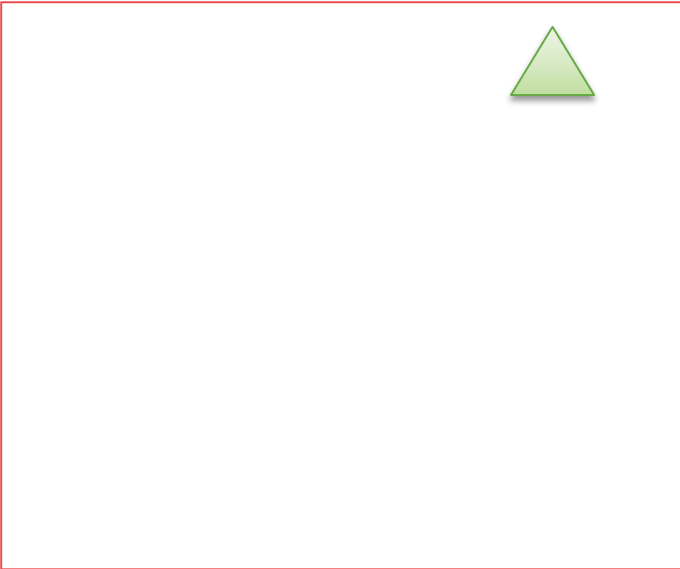
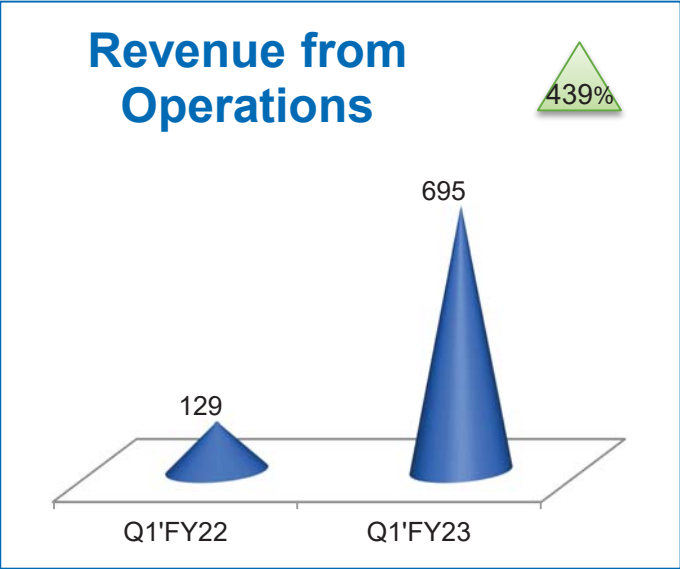


# BHARAT DYNAMICS LIMITED

## KEY FINANCIAL HIGHLIGHTS FY 2021-22



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KEY FINANCIAL HIGHLIGHTS Q1 FY 2022-23

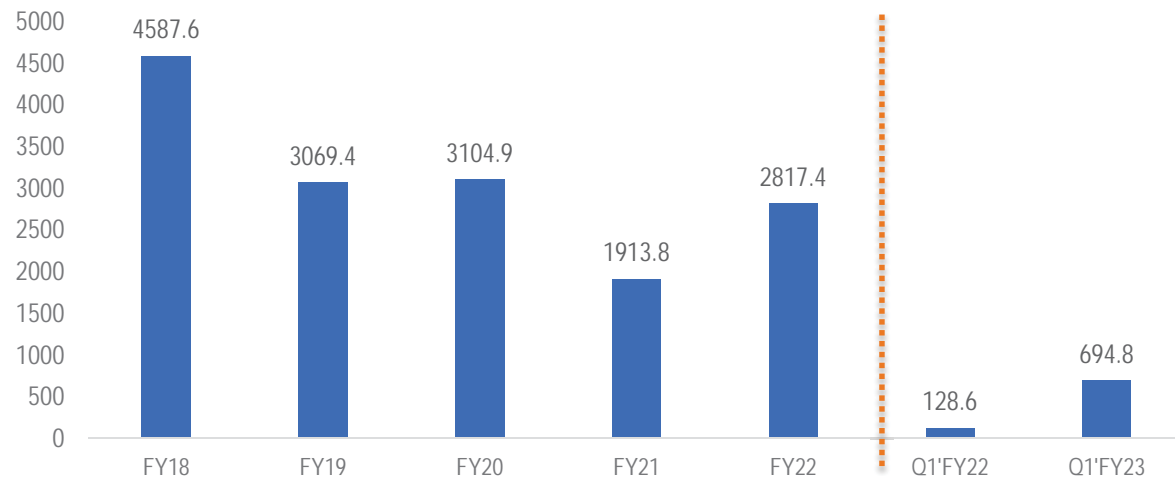


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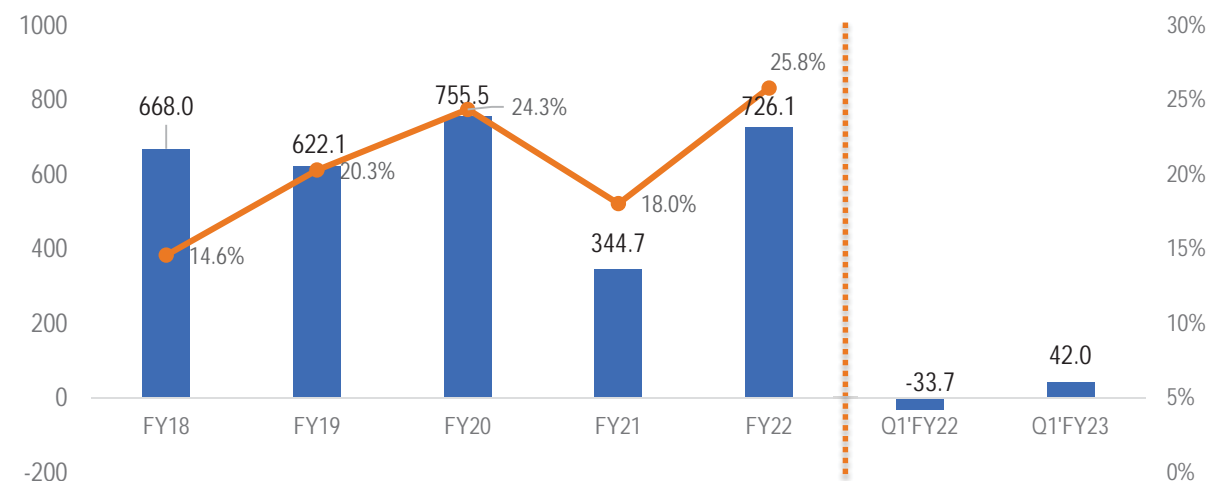
## KEY FINANCIAL HIGHLIGHTS



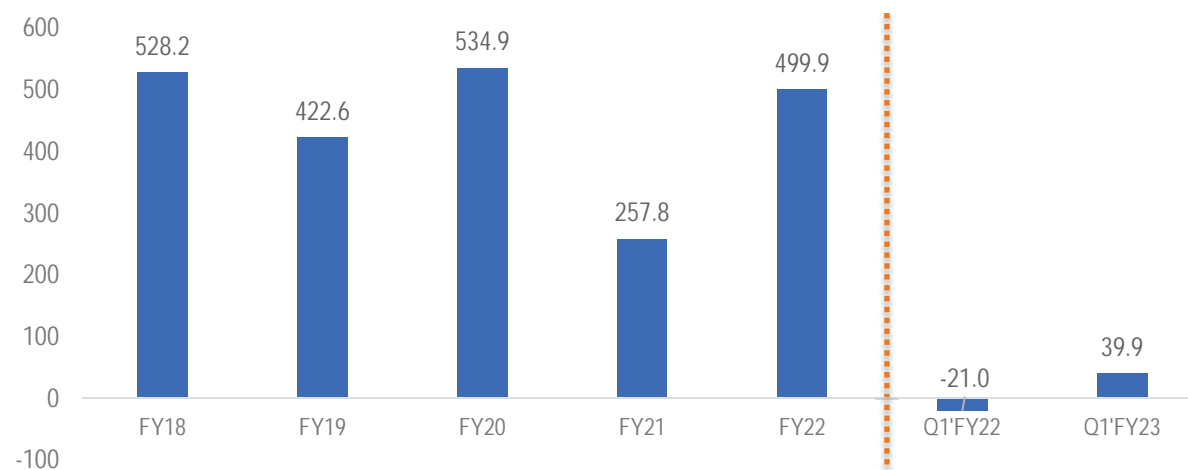
Revenue from Operations (in INR Cr)



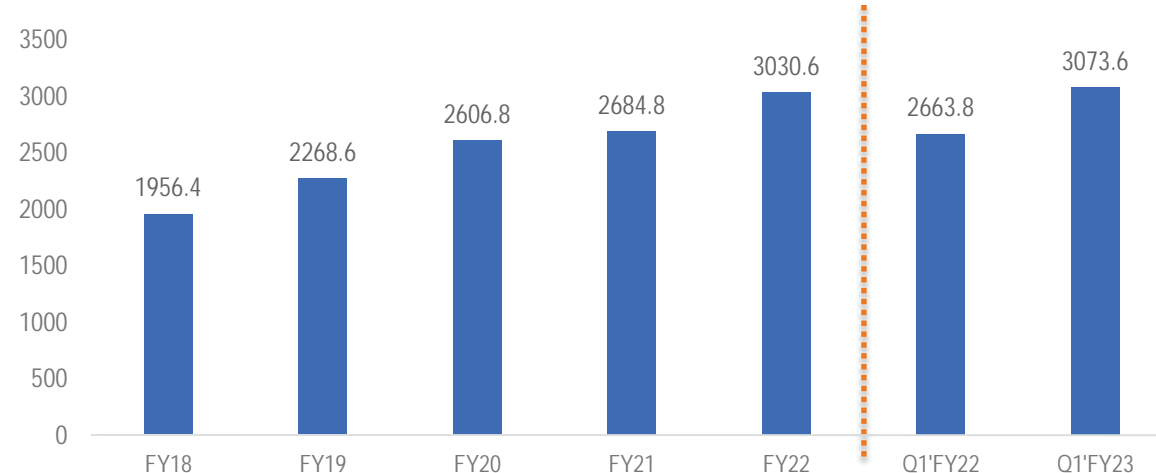
EBITDA (in INR Cr) & EBITDA Margin



PAT (in INR Cr)



Net Worth (in INR Cr)

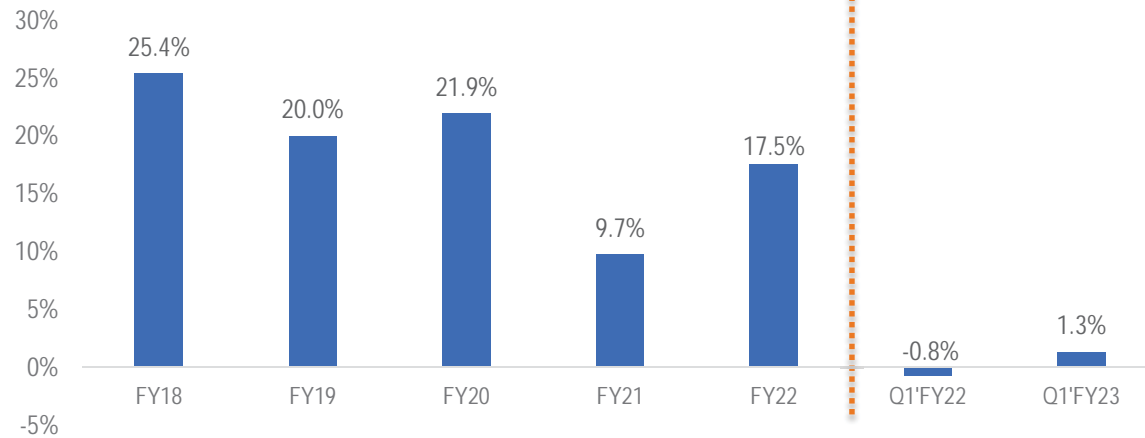


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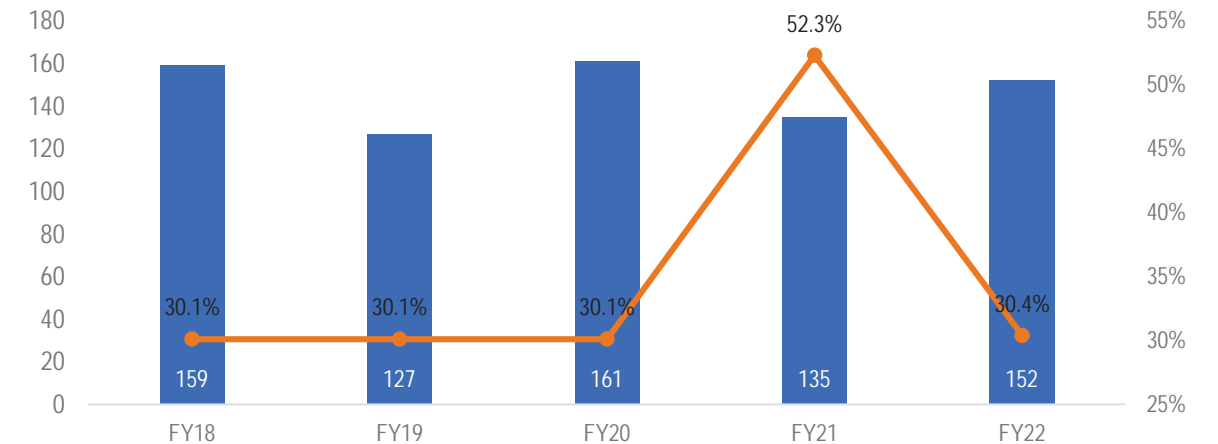
## KEY FINANCIAL HIGHLIGHTS



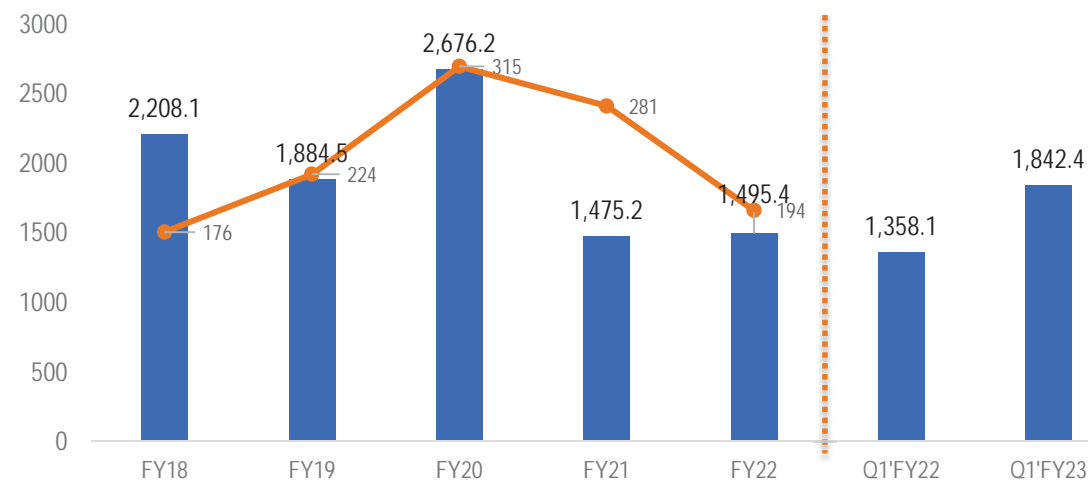
Return on Equity (in %)



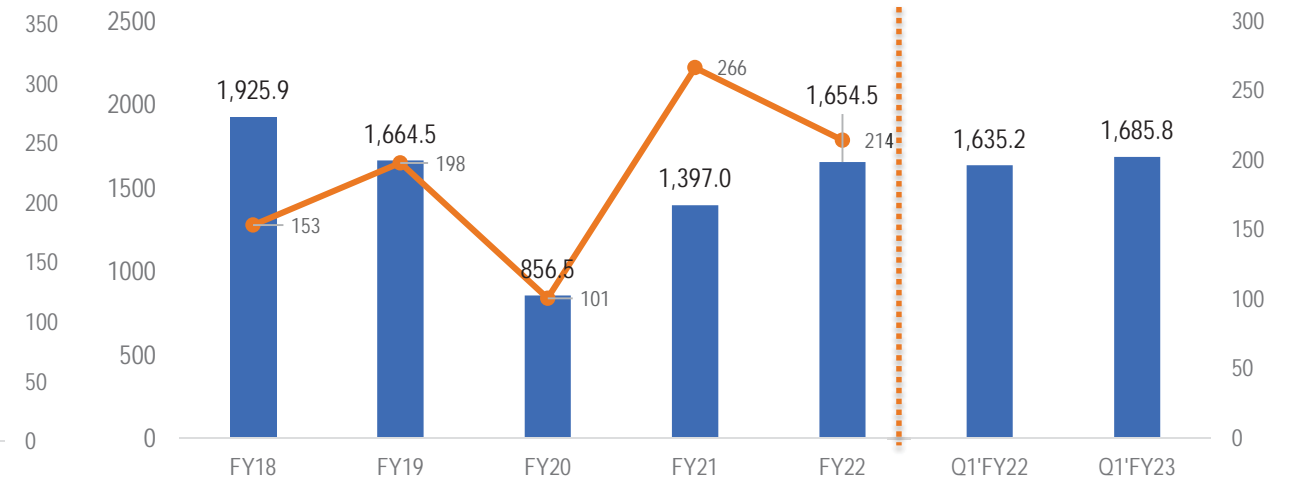
Total Dividend(in INR Cr) & Dividend Payout Ratio



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



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





# BHARAT DYNAMICS LIMITED

## FINANCIAL SUMMARY



Particulars	Units	Q1'FY23	Q1'FY22	FY22	FY21	FY20	FY19	FY18
Revenue from Operations	₹ Cr.	694.80	128.59	2817.40	1913.76	3104.87	3069.35	4587.60
Profit Before Exceptional Items and Tax	₹ Cr.	53.34	(28.19)	743.50	340.88	742.45	671.36	773.82
Profit Before Tax	₹ Cr.	53.34	(28.19)	709.91	340.88	742.45	671.36	773.82
Profit After Tax	₹ Cr.	39.86	(20.95)	499.92	257.77	534.90	422.59	528.15
Value of Production	₹ Cr.	859.91	389.78	2901.76	2042.67	2601.21	3235.22	4641.30
Material Consumption	₹ Cr.	605.49	257.79	1638.39	970.08	1014.09	1818.97	2907.59
Equity	₹ Cr.	183.28	183.28	183.28	183.28	183.28	183.28	183.28
Inventory	₹ Cr.	1685.84	1635.21	1654.45	1397.01	856.52	1664.53	1925.87
Trade Receivables	₹ Cr.	1842.36	1358.14	1495.36	1475.20	2676.19	1844.53	2208.13
Capital Employed*	₹ Cr.	3013.43*	2608.86*	2973.45*	2637.01*	3191.76	2347.34	1954.05
Net Worth	₹ Cr.	3073.59	2663.82	3030.56	2684.75	2606.83	2268.55	1956.38
Number of Employees	Nos.	2621	2766	2674	2812	2950	3034	3095
Employee Costs	₹ Cr.	135.87	126.20	570.66	501.09	534.03	534.21	529.34
Employee Costs to Sales	%	20%	98%	20%	26%	17%	17%	12%
Earnings per Share (EPS) (Not Annualised)	₹	2.17	(1.14)	27.28	14.06	29.18	23.06	26.65
Dividend per Share	₹			8.30	7.35	8.80	6.92	8.65

\*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