



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 District,
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Registered Office: - Kanchanbagh, Hyderabad-500058

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BDL/CS/2024/SE-11

Date:19/02/2024

To, Compliance Department The National Stock Exchange of India Ltd Exchange Plaza, Bandra-Kurla Complex, Bandra (East) Mumbai- 400051 Scrip Code- BDL	To, Compliance Department BSE Limited Phiroze Jeejeebhoy Tower, Dalal Street Mumbai- 400001 Scrip Code- 541143
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Subject: Investor Meet / Conference –Investors Presentation Reg

1. Please find enclosed the Investors presentation.
2. This is for your information and record.

For Bharat Dynamics Limited

N. Nagaraja
Company Secretary



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INVESTOR PRESENTATION

February -2024

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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.*

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RECENT DEVELOPMENTS



Hon'ble Raksha Rajya Mantri Shri Ajay Bhatt flagged off the indigenously developed and manufactured Astra Missiles for supply to the Indian Air Force on 14 Jan 2024.

New Generation Akash Surface-to-Air Missile (AKASH NG) successfully test fired on 12 Jan 2024 by DRDO. Radio Frequency Seeker (RF SEEKER) used in the Missile was indigenously developed and manufactured by BDL.

BDL manufactured Akash Air Defence System which has destroyed four unmanned targets simultaneously in operational field trials conducted by Indian Air Force on 12 Dec 2023. India has become the first country to demonstrate the capability of engagement of four (04) targets simultaneously by a command guided Missile.

BHARAT DYNAMICS LIMITED

ORDER BOOK POSITION

Stable Order Book

Total
Order Book
As on
1 April 2023
INR 20054 Cr

New Orders received
from April,23 to
Jan,24
INR 1717 Cr

Total
Order Book
As on
31 Jan 2024
INR 20070 Cr

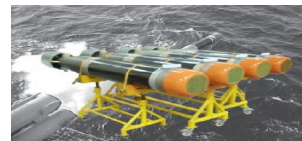
Export Orders

BDL
Export Order
Position as on
31 Jan 2024 :
INR 2580 Cr
Approx

Potential
Products
for
Exports



Akash
SAM



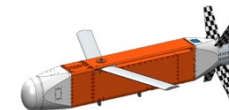
Light
Weight
Torpedo



CMDS



Konkurs M



SAAW



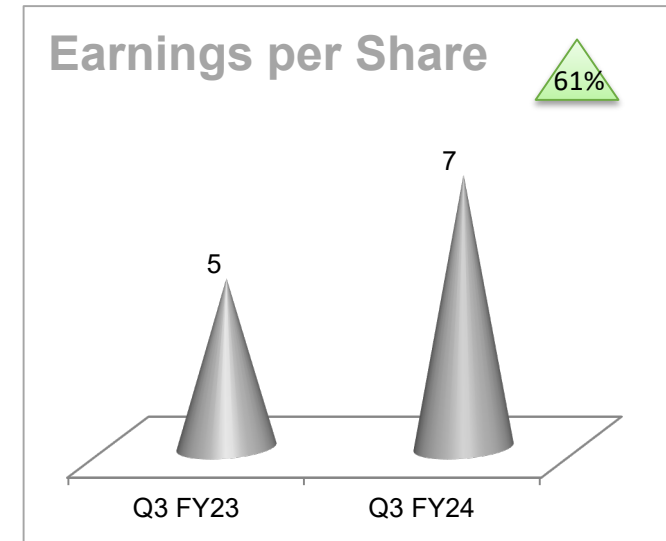
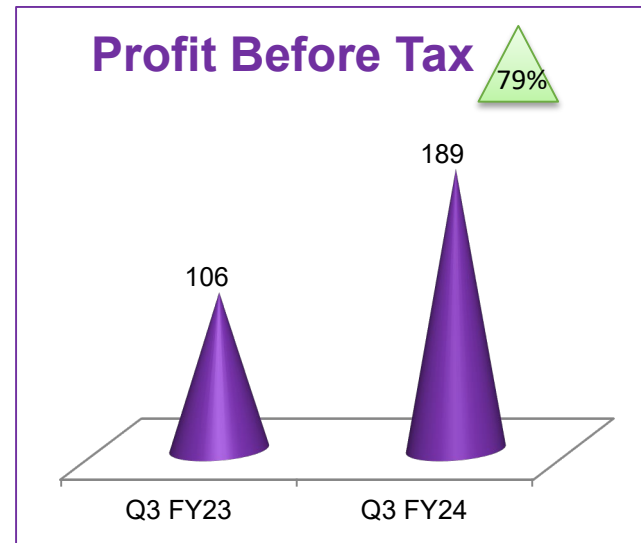
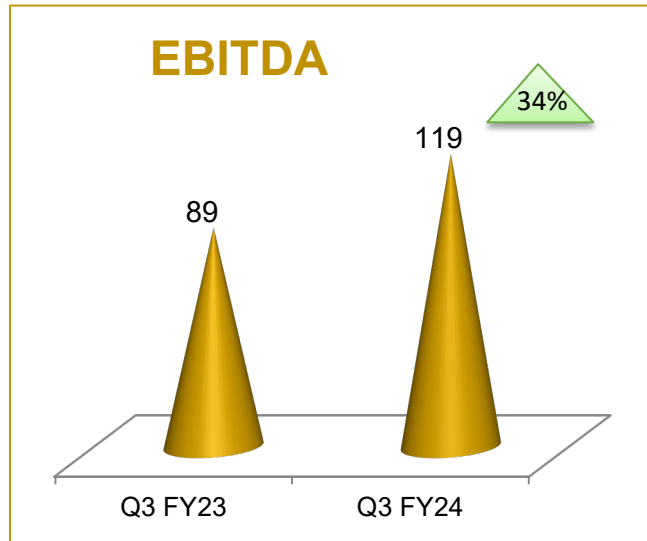
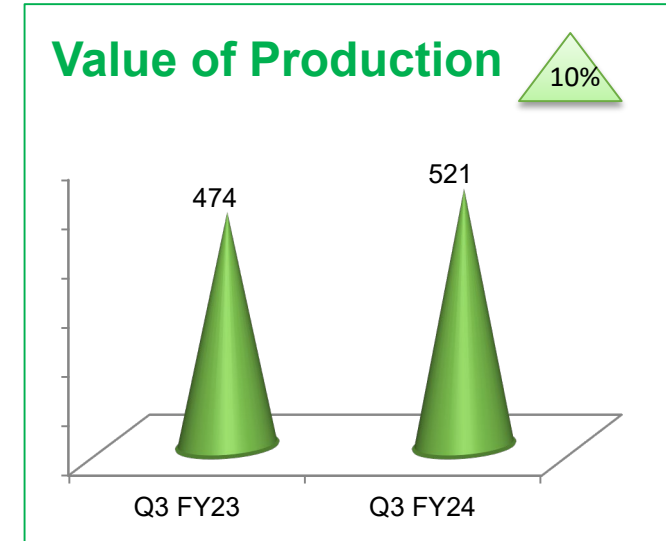
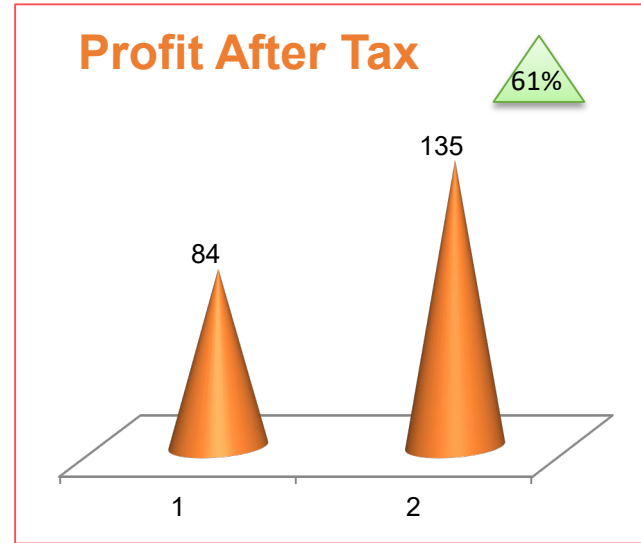
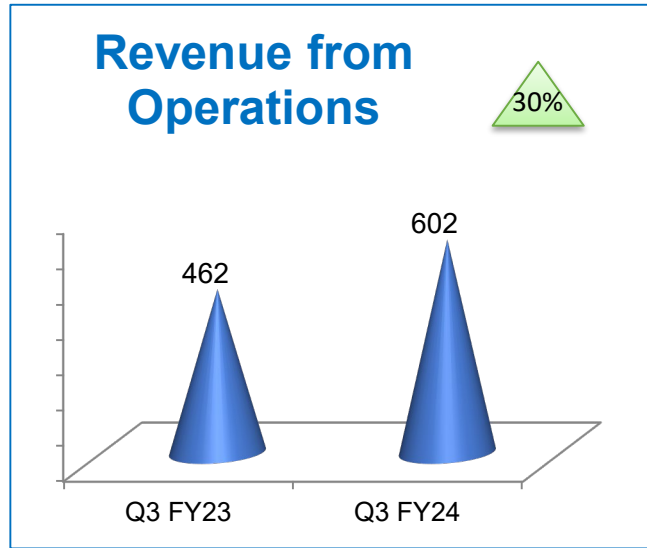
Astra

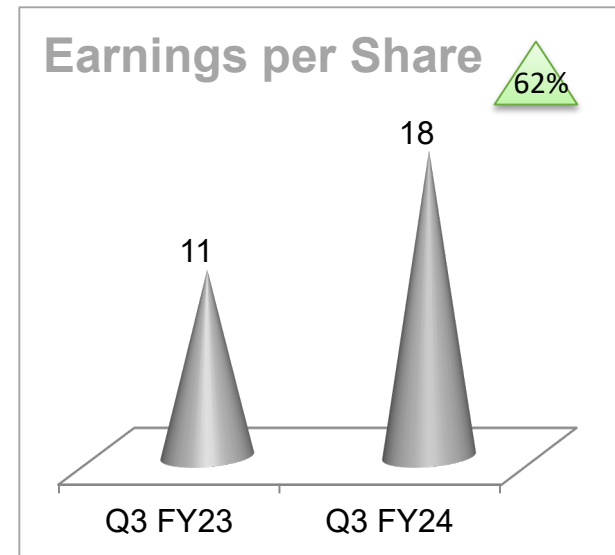
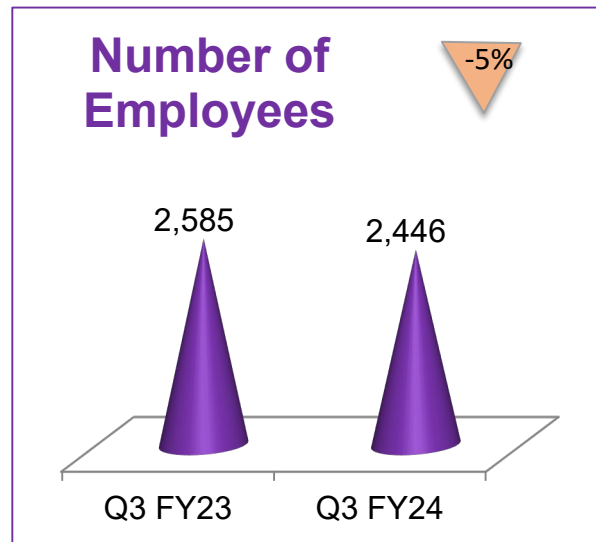
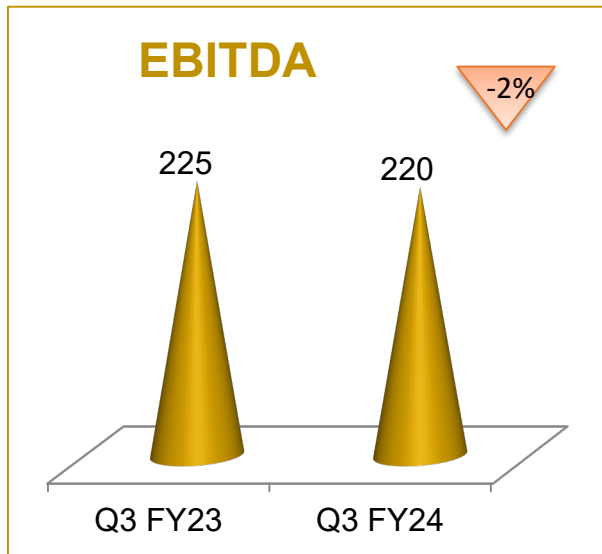
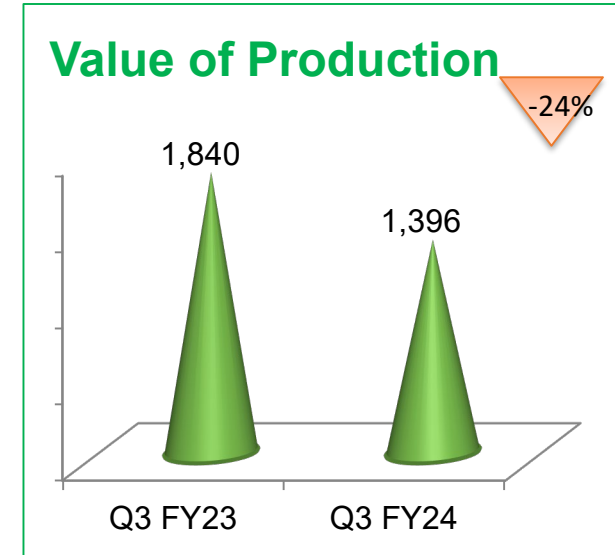
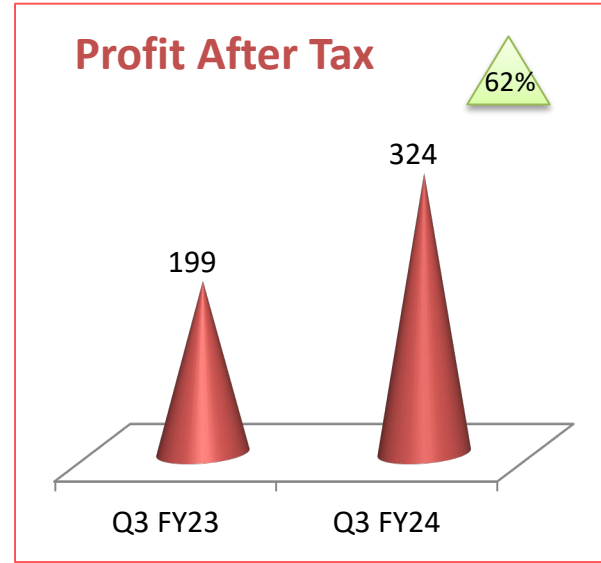
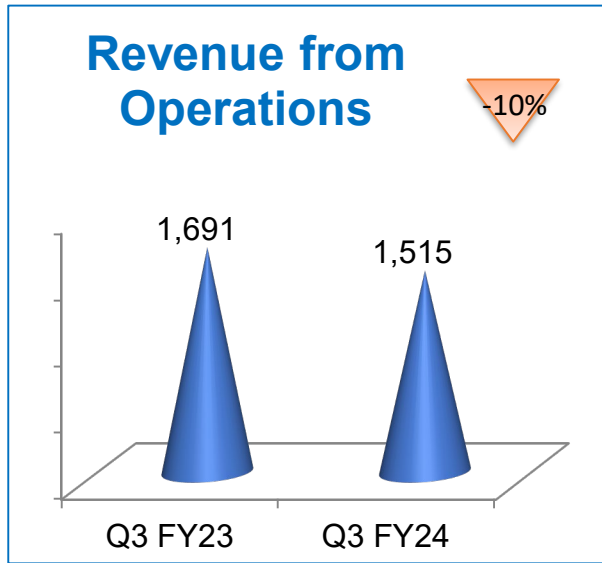
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KEY FINANCIAL HIGHLIGHTS Q3 FY 2023-24



- During the quarter, the Company commenced delivery of Astra Air to Air missile (BVR).
- The Company achieved a Turnover of about Rs.602 Crore during Q3, registering a growth of 30% on Y-o-Y basis. Cumulative Turnover upto Q3 FY 2023-24 is Rs. 1515 Cr as against Rs. 1691 Cr during the corresponding period of previous year.
- During the Quarter the Company achieved Profit Before Tax of Rs.189 Crore registering a growth of about 79% on Y-o-Y basis. Cumulative PBT upto Q3 FY 2023-24 about Rs.440 Crore which is up by 60%.
- Other Expenses have come down by about 6% to Rs.236 Crore during the nine months period ending Dec 2023 compared to Rs.250 Crore during the corresponding period ending Dec 2022.
- Trade receivables have decreased by around 14% to Rs.1245 Crore from Rs.1446 Crore as on 31st March 2023.
- EBITDA has been improved by about 100 bps during Q3 on Y-o-Y basis and about 200 bps cumulatively upto Q3.
- Gross margin has improved from 52% to 60% during nine months period ending 31st Dec 2023 compared to that of previous year.
- EPS during the quarter has gone up by about 61% on Y-o-Y basis and by 62% for cumulatively upto Q3 .



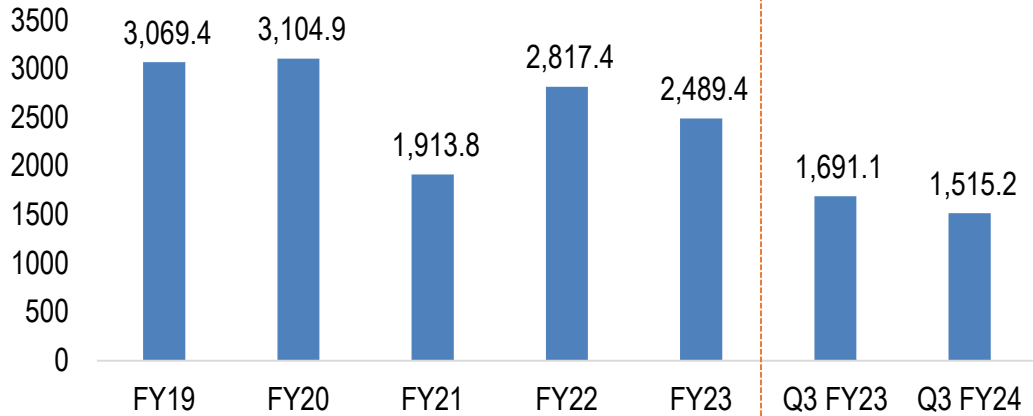


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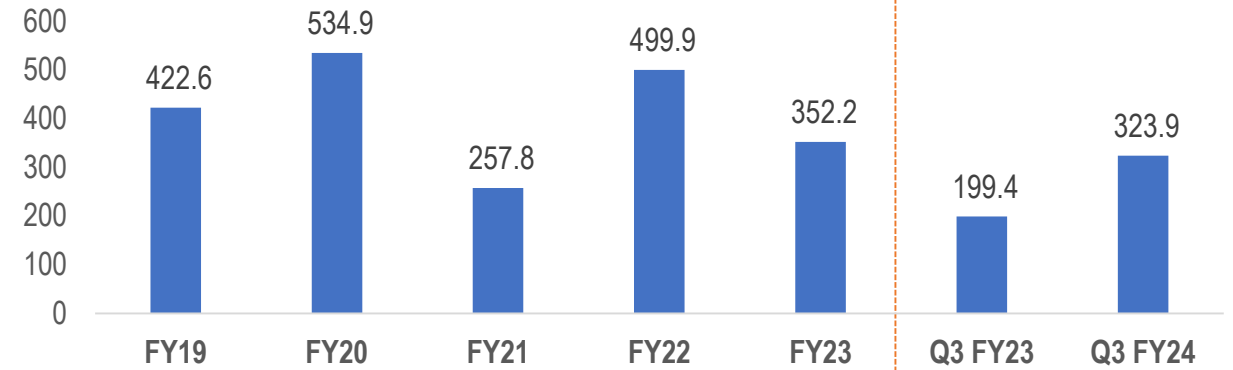
KEY FINANCIAL HIGHLIGHTS



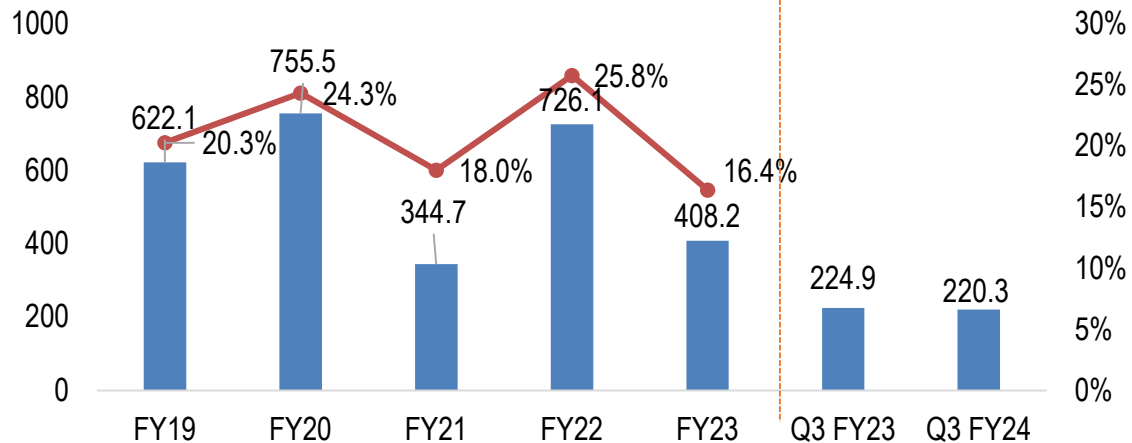
Revenue from Operations (in INR Cr)



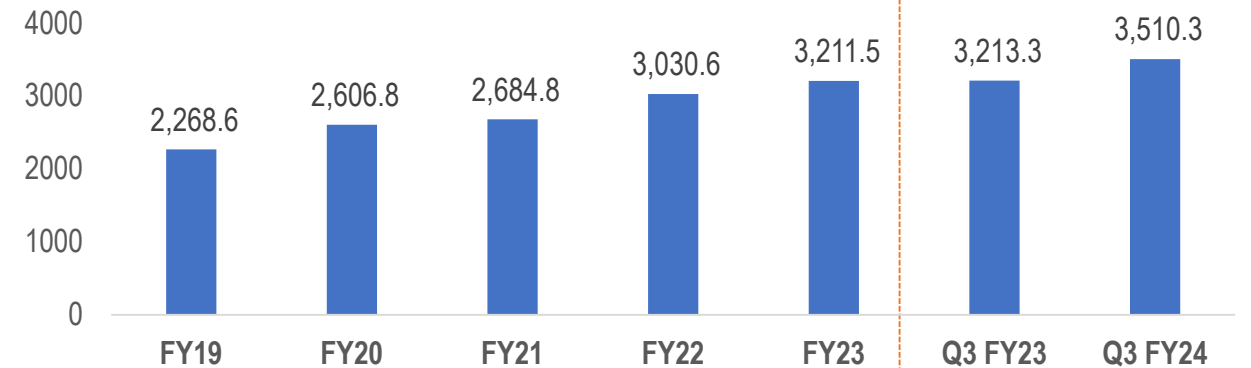
PAT (in INR Cr)



EBITDA (in INR Cr) & EBITDA Margin



Net Worth (in INR Cr)

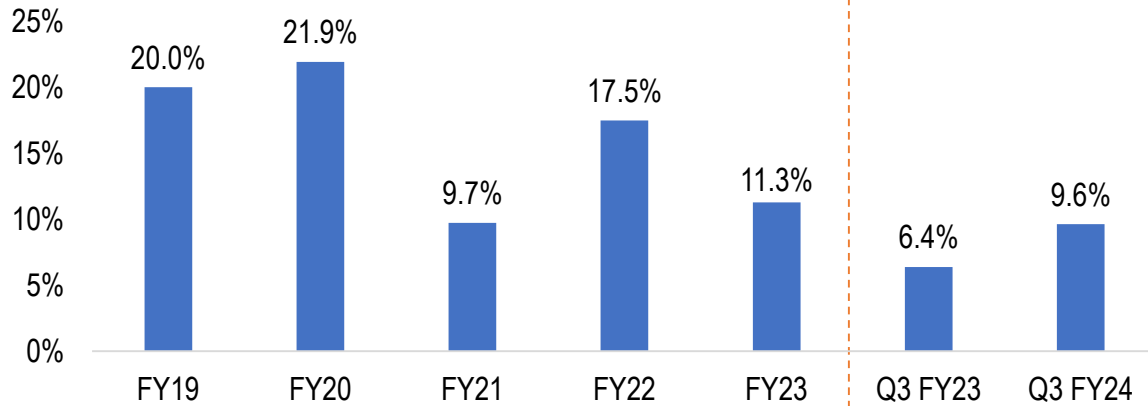


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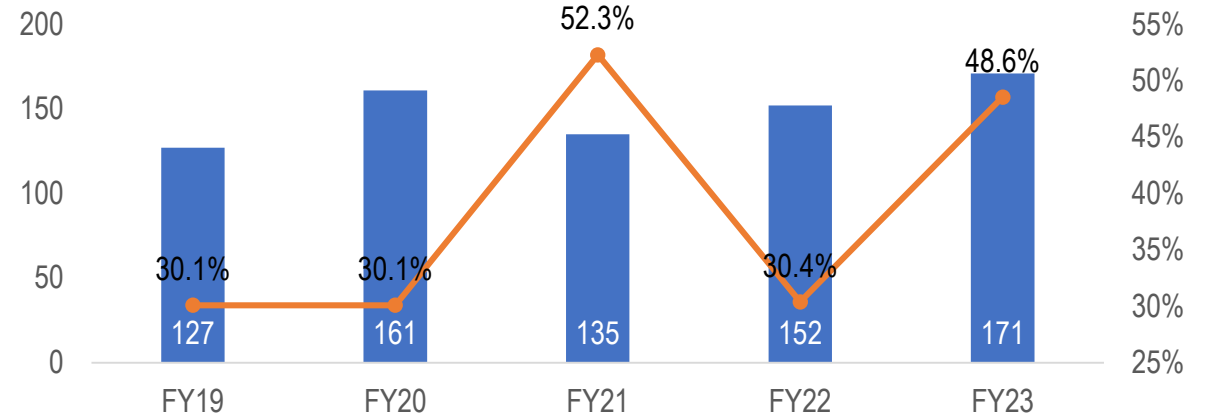
KEY FINANCIAL HIGHLIGHTS



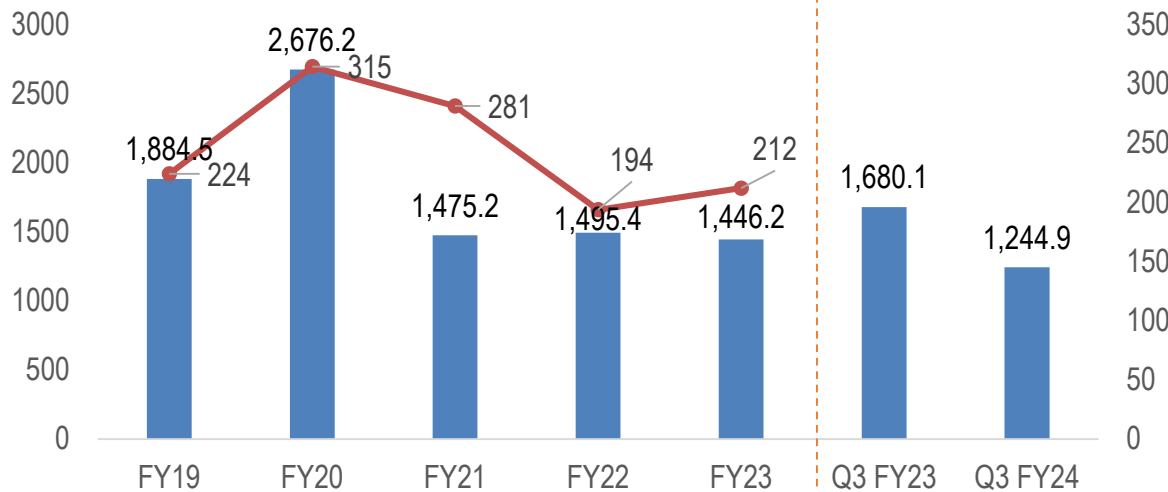
Return on Equity (in %)



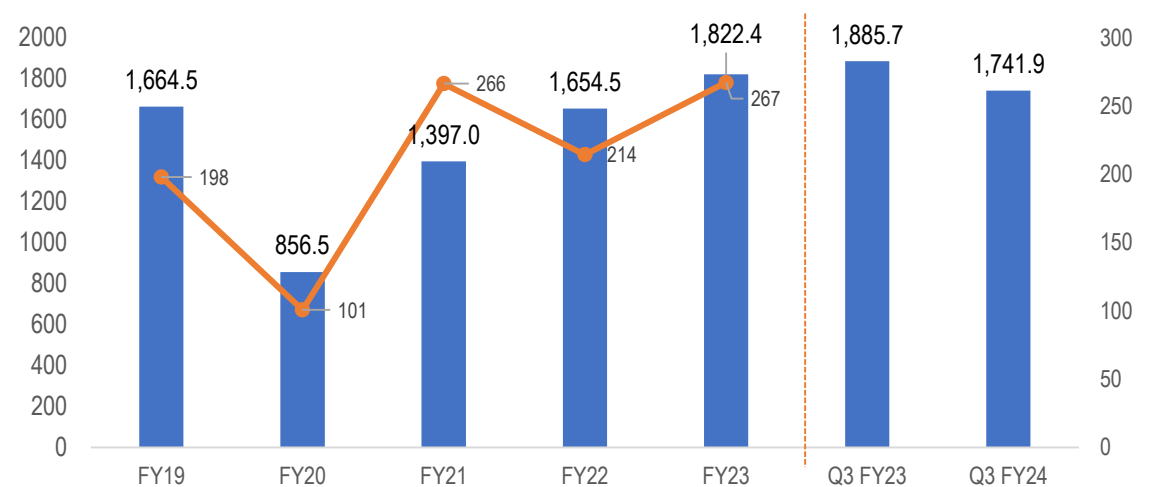
Total Dividend(in INR Cr) & *Dividend Payout Ratio



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



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



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

*includes Final Dividend Declared

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FINANCIAL SUMMARY



Particulars	Units	Q3FY24	Q3FY23	FY23	FY22	FY21	FY20	FY19
Revenue from Operations	₹ Cr.	1515.15	1691.14	2489.39	2817.40	1913.76	3104.87	3069.35
Profit Before Exceptional Items and Tax	₹ Cr.	440.36	275.99	481.80	743.50	340.88	742.45	671.36
Profit Before Tax	₹ Cr.	440.36	275.99	481.80	709.91	340.88	742.45	671.36
Profit After Tax	₹ Cr.	323.94	199.42	352.17	499.92	257.77	534.90	422.59
Value of Production	₹ Cr.	1395.75	1840.12	2508.43	2901.76	2042.67	2601.21	3235.22
Material Consumption	₹ Cr.	493.26	967.18	1210.33	1263.37	970.08	1014.09	1818.97
Equity	₹ Cr.	183.28	183.28	183.28	183.28	183.28	183.28	183.28
Inventory	₹ Cr.	1741.93	1885.68	1822.44	1654.45	1397.01	856.52	1664.53
Trade Receivables	₹ Cr.	1244.89	1680.14	1446.23	1495.36	1475.20	2676.19	1844.53
Capital Employed*	₹ Cr.	3456.24	3161.39	3155.08	2973.45	2637.01	3191.76	2347.34
Net Worth	₹ Cr.	3510.31	3213.27	3211.49	3030.56	2684.75	2606.83	2268.55
Number of Employees	Nos.	2446	2585	2560	2674	2812	2950	3034
Employee Costs	₹ Cr.	446.29	398.15	532.46	570.66	501.09	534.03	534.21
Employee Costs to Sales	%	29%	24%	21%	20%	26%	17%	17%
Earnings per Share (EPS)	₹	17.67	10.88	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



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THANK YOU