



# PREMIER EXPLOSIVES LIMITED

INVESTOR PRESENTATION | NOVEMBER 14, 2019





# Key Highlights – Q2FY20

## Order Intake

- Received an order worth **Rs. 150 million** from **Bharat Dynamics Ltd.** For supply of solid propellant for MRSAM; to be executed with in the period of **14 months**
- Received an order from **Vikram Sarabhai Space Centre (VSSC)** for production of **PSOM-XL** (solid propellant) for Satellite Launch Vehicle
  - **First solid propellant** order to be executed at Katepally Plant

## New Opportunity Landscape

- DRDO successfully flight tested its state-of-the-art Quick Reaction Surface-to-Air Missile (QRSAM). Solid propellant used in the missile was in-house developed, manufactured and supplied to DRDO
  - Sole Supplier of Solid Propellant to DRDO for QRSAM
- Indian Air Force successfully test-fired Astra Missile from Sukhoi-30 jet; PEL developed and supplied the Propellant for the said missile

## Katepally Plant Updates

- Receipt of license from Chief Controller of Explosives, Nagpur for manufacture of Solid Propellant at Katepally Plant (a Greenfield project of the Company)
  - Enabling Company to manufacture Large Size propellants
- Inauguration of Ammonium Perchlorate Building at Katepally Plant
- Licenses for RDX/HMX under process

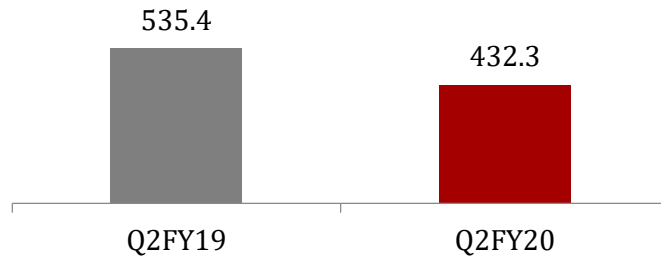


# Results Highlight- Q2 FY20

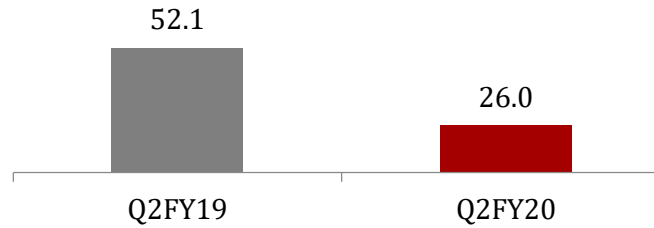
(in Rs. mn)



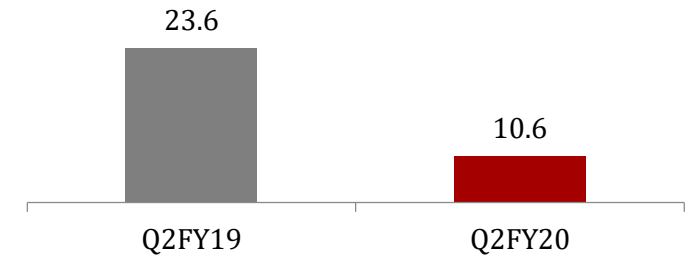
## Operating Revenue



## Operating Profit



## Profit After Tax



## Revenue Breakup

(in Rs. Mn)	Explosives	Defence	Services	Total
Q2FY20	267.2	111.3	53.8	432.3
Q2FY19	299.8	190.6	45.0	535.4

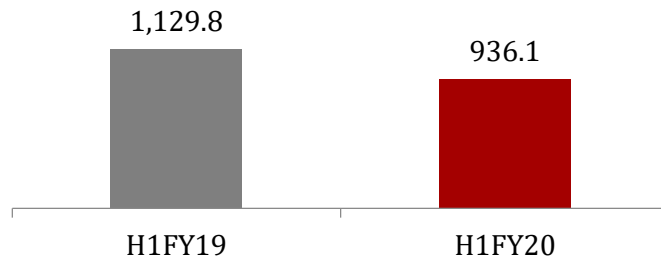


# Results Highlight- H1 FY20

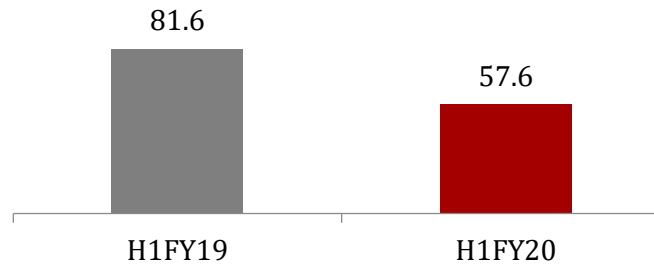
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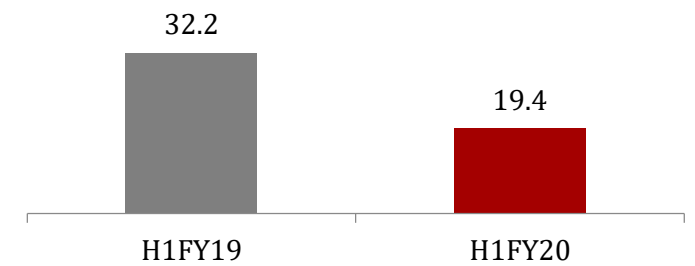
## Operating Revenue



## Operating Profit



## Profit After Tax



## Revenue Breakup

(in Rs. Mn)	Explosives	Defence	Services	Total
H1FY20	633.9	202.1	100.1	936.1
H1FY19	715.1	314.3	100.4	1,129.8

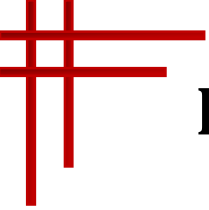
# Profit & Loss Statement

In Rs. Mn	Q2FY20	Q2FY19	YoY (%)	Q1FY20	QoQ (%)	H1FY20	H1FY19	YoY(%)
Revenue from Operations	432.3	535.4	-19.3%	503.8	-14.2%	936.1	1,129.8	-17.1%
Expenses	406.3	483.3		472.2		878.5	1,048.2	
Operating profit	26.0	52.1	-50.1%	31.6	-18.0%	57.6	81.6	-29.4%
Operating Margins (%)	6.0%	9.7%		6.3%		6.2%	7.2%	
Other income	3.3	6.6		4.9		8.1	12.5	
Depreciation	12.4	10.4		12.0		24.5	19.6	
Interest	11.6	12.1		11.0		22.6	25.3	
PBT	5.3	36.2		13.5		18.6	49.2	
Tax	(5.3)	12.6		4.7		(0.8)	17.0	
PAT	10.6	23.6	-55.1%	8.8	19.1%	19.4	32.2	-40.1%
PAT Margins (%)	2.5%	4.4%		1.7%		2.1%	2.9%	
EPS	0.98	2.22		0.82		1.80	3.03	



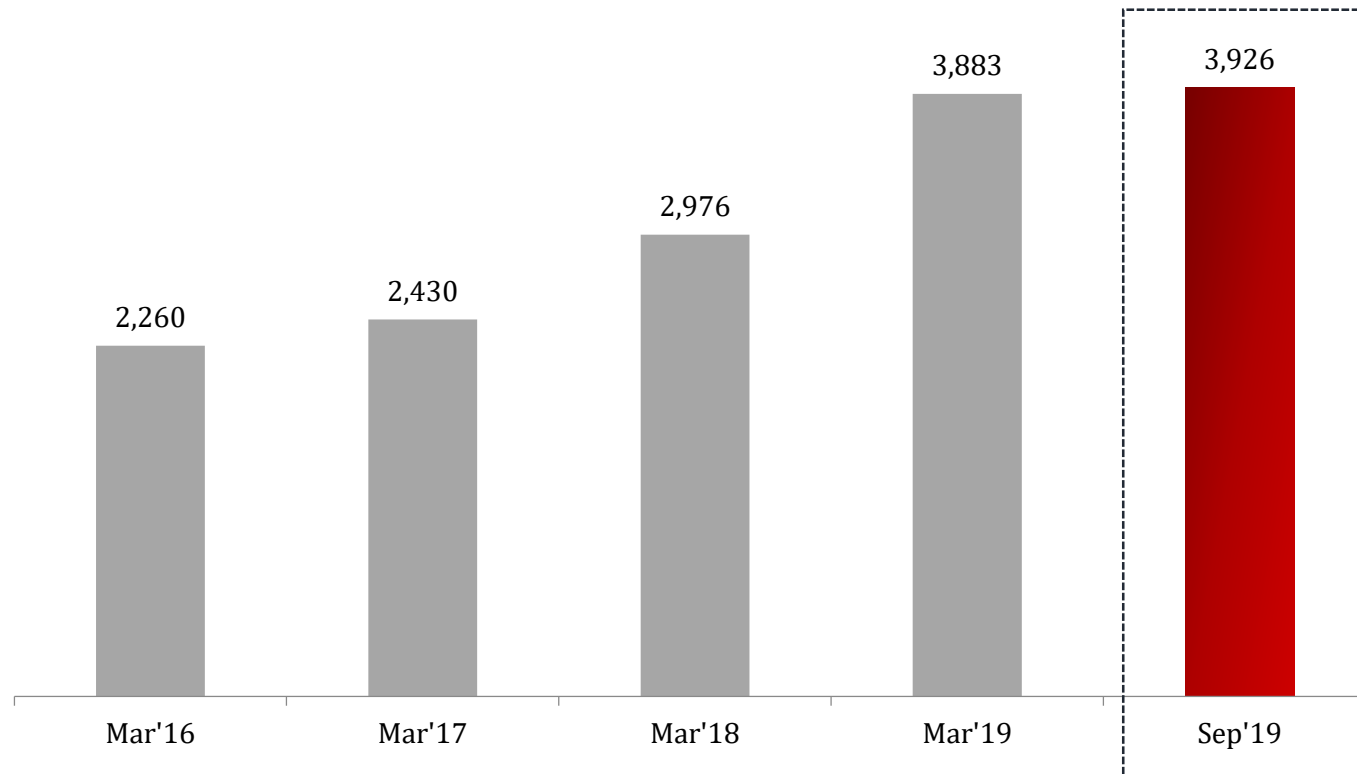
# Balance Sheet Highlights

In Rs Mn	Sep'19	Mar'19
Equity Share Capital	107.5	107.5
Other Equity	1,966.0	1,986.2
Long Term Borrowings	227.1	238.3
Other Liabilities	631.4	627.0
<b>Total Liabilities</b>	<b>2,932.0</b>	<b>2,959.0</b>
Net Fixed Asset Block	1,074.2	1,084.1
CWIP	497.8	348.3
Other Non-Current Assets	200.0	203.3
Total Current Assets	1,160.0	1,323.3
<b>Total Assets</b>	<b>2,932.0</b>	<b>2,959.0</b>

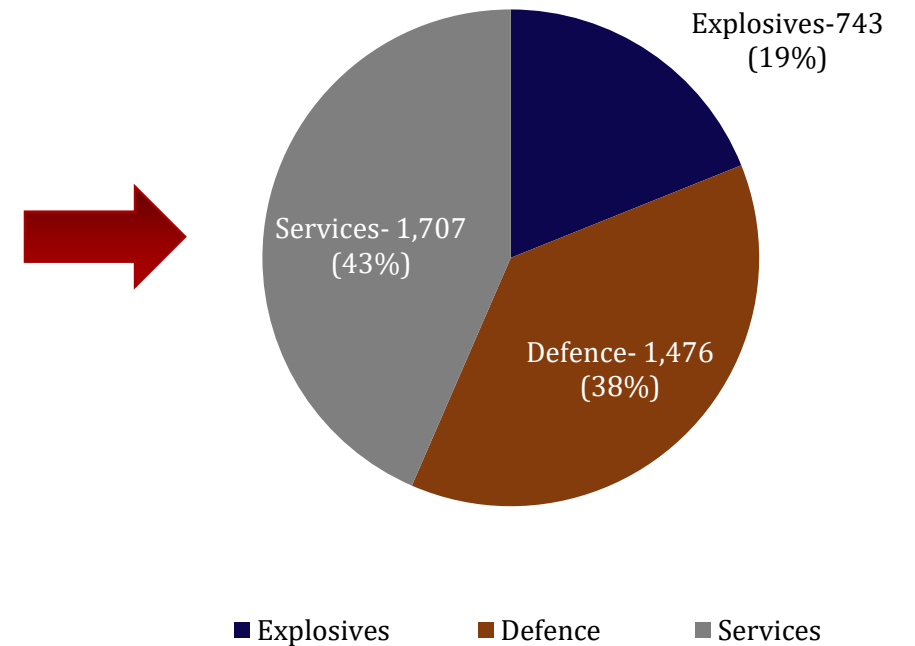


# Improving Order Book

## Order Book



## Order Break-up





## Company Overview

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# Pioneer in Explosives & Defence Sector...



## A leading manufacturer of High Energy Materials

- **1<sup>st</sup> in India** to manufacture **Explosives and Detonating fuels** with indigenous technology
- **1<sup>st</sup> in the world** to produce **Safer and Greener NHN detonators** on commercial scale
- **1<sup>st</sup> Private Company** to manufacture **Solid Propellants** to India's missile programs

## Serving Defence & Space and Mining & Infrastructure Industries

- Participation in Defence and Space programs with Indigenous technology & Technology Transfer
- Owns Licenses for manufacturing & development products provides High Entry barrier

## Highly trained manpower in handling high energy chemicals

- Team Strength of over 1,400 trained people across various function

## State-of-the-art manufacturing facilities

- Six Manufacturing facilities in Telangana, Madhya Pradesh, Maharashtra & Tamil Nadu

# Grew under leadership of Industry Veteran..



**Dr. A. N. Gupta**

*Chairman & Managing Director*

- Recipient of 'Udyog Rattan Award' & 'Pickering and ISM Medal'
- Member of Society of Explosives Engineers, U.S.A, Ex-Chairman of Explosives Development Council and Fellow of High Energy Materials Society of India (HEMSI)
- Written a number of Technical papers in national & international Seminars and Journals



**T V Chowdary**

*Dy. Managing Director*

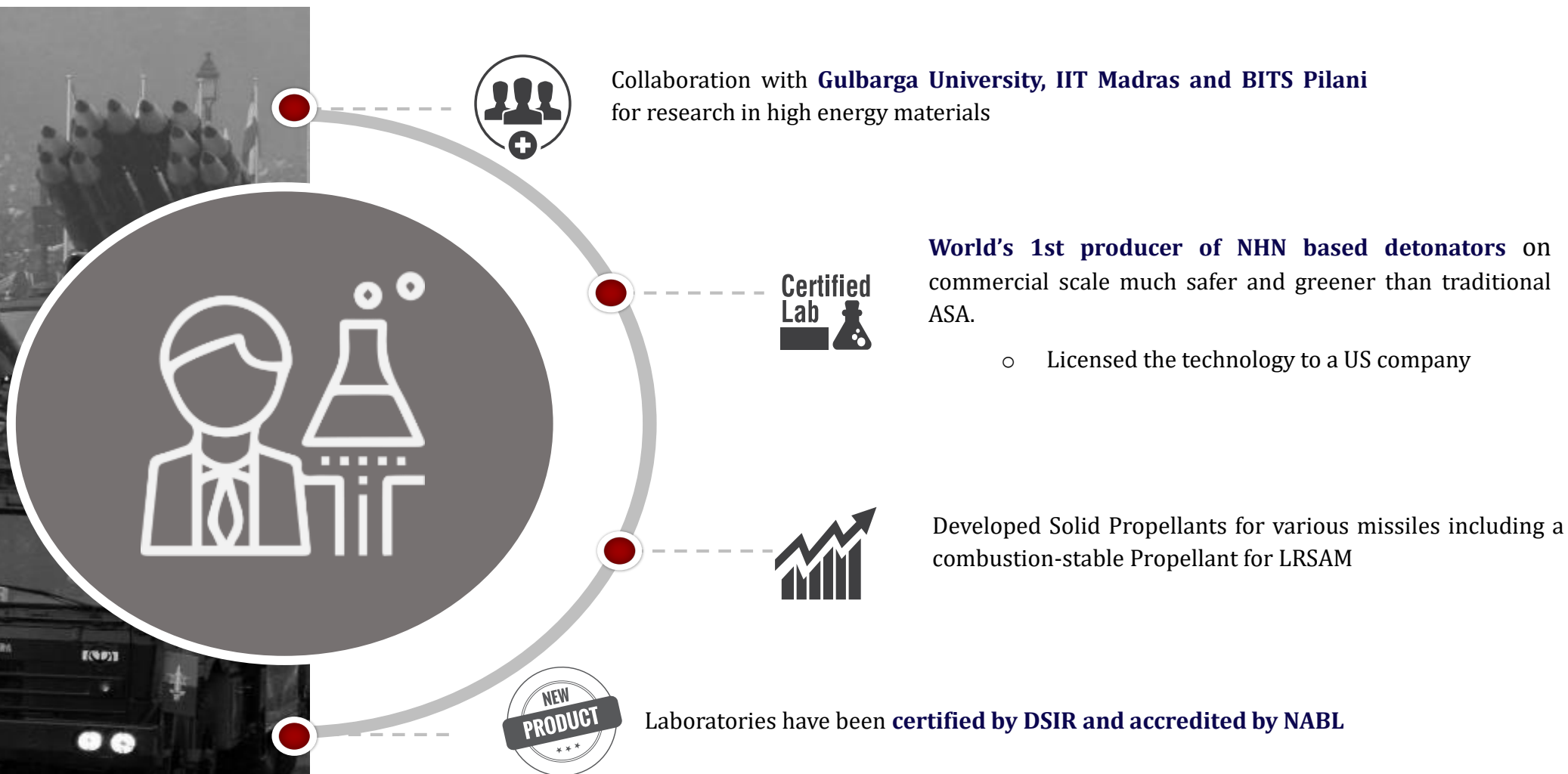
- A Chemical Engineer with over 35 years of experience in production of Chemicals, Explosives and Solid Propellants.
- Having project execution as his forte, he is excellent in HR Management and is a steadfast trouble-shooter.
- Development of solid propellant products for export markets



## Supported by skilled workforce

- Over 1,400 Dedicated and Experienced Employees
- Team comprises of about 100 Engineers / Scientists
- About 550 people trained in Propellant and Pyrotechnic products

# with impetus on Research & Development...



*...thrives to remain at the forefront of technology and product development*

# & high focus on Safety at Manufacturing facilities



## ○ Bulk Explosives

- Singrauli (Madhya Pradesh)
- Chandrapur (Maharashtra)
- Godavarikhani (Telangana)
- Manuguru (Telangana)
- Neyveli (Tamil Nadu)
- Peddakandukur (Telangana)



## ◆ Defence & Space

### • Peddakandukur (Telangana)

Detonator, Detonating fuse,  
Packaged Explosives,  
Product Research &  
Special Products Divisions



### ▲ Katepally (Telangana) (Under construction)

Solid propellants  
HMX/RDX  
Ammunition  
Mines  
Warheads





# Greenfield expansion at Katepally



- **Katepally Solid Propellant Plant** is ready for Commercial Operations
  - Obtained License from Chief Controller of Explosives, Nagpur for production of solid propellant at the facility
  - Katepally plant would augment capacities & add new products to meet increasing demand for defence products
  - Facility will enable Company to manufacture Solid Propellant of larger size
- Received order for production of **PSOM-XL (Solid Propellant)** for small satellite launch vehicles from Vikram Sarabhai Space Center (VSSC)
  - First order to be executed at the facility
- **RDX & HMX Plant** is in advanced stage of completion
  - Buildings are ready and the plant is in place
  - License is awaited

# Serving the critical needs of Industry



## Commercial Explosives

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- Manufactures diverse range of commercial explosives for Mining & Infrastructure Industries
- Product range includes Bulk Explosives, Cartridge Explosives, Cast Booster, Detonators, Detonating Fuse, etc



## Defence & Aerospace

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- Manufactures solid propellants for tactical missiles (Astra, Akash and LRSAM / MRSAM) strategic missiles (Agni) and Pinaka rocket
- Entered in Indian Space programme as approved supplier of PSOM-XL Motor for use in Polar Satellite Launch Vehicle(PSLV) to ISRO
- Only domestic manufacturer supplying countermeasures like Chaffs and Flares to Indian defence
- Undertaking Operation & Maintenance services for solid propellant plants of ISRO at SHAR, Sriharikota and DRDO at ASL, Jagdalpur



**Business Segments**

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# Stable business of Commercial Explosives...

## Manufacturing Explosives Products ....

Bulk Explosives



Cast Boosters



Detonators



Detonating Fuse



## ...for Clients in Mining & Infrastructure Industries



Cement  
Manufacturers

### *Export to Countries*

*Israel, Greece, Jordan, Turkey, Nepal, Thailand,  
Philippines, Indonesia, etc.*



# With greater visibility of sustainable opportunity landscape

## In Mining Industry



- India's thermal coal consumption to reach **1,076 MT by 2022-23**. Domestic supply to grow at **CAGR of 7%** to **931 MT**
- Market expansion in explosives with new Industrial licenses obtained
- Focus on increasing the Exports to **South East Asia and Africa** for Commercial Explosives

## In Infrastructure Industry



- Government's impetus on infrastructure projects to boost the need for quarry stone, iron ore and cement
- Government of India planned to spend **Rs. 6.9 trillion** on **83,677 km road construction by 2022**
- Cement industry capacities to reach **550 million tonne by 2025**

# Building Defence & Aerospace segment...

## Manufacturing Products across segments ....

### Propellants

Pyrogen igniters

Case-bonded propellants

Free standing grains

Fuel rich, Air Target Imitator

Gas generators

Strap-on motors for satellite launchers

### Pyros

Pyro cartridges

Pyro actuators

Smoke / flash generators

IR generators

Specialized squibs

### Explosives

CL - 20

HNS - IV

Explosive bolts

BKNO<sub>3</sub> Igniters

### Counter-measures

Chaffs

Flares

**...for various Defence & Space PSUs**



**First Private Manufacturer and Supplier of Solid Propellants in India**

# with focus on enhancing Technological Capabilities...

## *Unmatched Technological know-how and Research Capabilities....*

### In-house development

- **Pyrogen Igniters** for Strategic missiles
- Non-Aluminium composition for **Astra**
- **LRSAM** composition without Combustion Instability
- **Sledge** Rocket Motors
- IR flares
- Air Target Imitator



### Production under ToT

- Akash booster / sustainer grains
- LRSAM / MRSAM / QRSAM / NGARM motors
- ARM motors
- Pyrogen igniters for ANSP
- Daisy II motor for Agni
- Pinaka rockets – Mark I and II
- Astra motor
- Chaff
- IR flares

## *.... and Industrial Licences from DIPP*

### Defence Industrial Licenses

- In Defence, received **14 Industrial Licenses from DIPP** in over last 3 years
- Few of the key licenses are:
  1. Rocket and Missiles
  2. Bombs & Mines for Defence
  3. Single Base Propellant
  4. License for manufacture of propellants, Ammonium Perchlorate and HTPB

Preferred supplier to Defense : Sector with High-Entry Barriers

Continuous efforts towards strengthening the Intellectual Property (IP) for manufacturing of High-Energy material

# Enhancing product offering...

## for Indian Air Force

### On-going

Chaffs & Flares

Air Target Imitators (for Air Defence & Indian Army)

### Under Development

70 mm rockets

Air-Glide bombs

Re-graining of existing missiles

Indigenization of power cartridges

Canopy severance system

## for Missile Programme

### Expanding product portfolio

Solid Propellant

Rocket motor hardware

Thermal insulations & Hot integration

War-heads

Ammonium Perchlorate

HTPB & CL20

RDX/HMX

Single base, Double base, Triple base propellants



# Contributing to India's Prestigious Missile Programs

Missile	Type	Stage	Client	End user	PEL's contribution
<b>Akash</b>	Tactical, Surface to Air	Production	Bharat Dynamics Limited (BDL)	Indian Air Force and Indian Army	Supplied <b>2000+</b> booster grains and <b>450+</b> sustainer grains
<b>MRSAM</b>	Tactical, Surface to Air	Production from 2019	DRDO / BDL	Indian Army	100% requirements of solid propellants
<b>Agni IV</b>	Ballistic	Production	Advanced Systems Laboratory	Strategic Forces Command	Pyrogen igniter
<b>Brahmos</b>	Cruise, Air launched Anti-ship, Land attack	Production	HEMRL	Indian Air Force, Indian Navy and Indian Army	Transfer of technology is under induction
<b>LRSAM</b>	Tactical, Surface to Air	Development	DRDO	Indian Navy	100% requirements of solid propellants
<b>Astra</b>	Tactical, Air to Air	Development	DRDO	Indian Air Force	100% requirements of solid propellants



# Increasing participation in India's Space Program



## Operations & Maintenance Under GOCO

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- Operating and Maintaining Solid Propellant plant of ISRO at SHAR under GOCO Contract for 10 years in Jan'2019
- Operating and maintaining the solid propellant plant of Advance Systems Laboratory (ASL) at Solid Fuel Complex, Jagdalpur
- **Provides exposure to advanced processes in manufacture of solid propellants**



## PSOM-XL for ISRO

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- Trial order successfully tested in January 2018
- Received an order from Vikram Sarabhai Space Centre (VSSC) for production of PSOM-XL (solid propellant) for the Satellite Launch Vehicle (SLV)
- Production to start at Katepalle Plant



# Defence : Opportunity landscape

## Government enhances focus on “Make In India” in Defence

- India to spend **USD 250 billion by 2025** on modernization of armed forces
- **‘Defence Procurement Policy 2016’** linking to ‘Make in India’ Initiative to increase Self Reliance’ in Defence Products
- Offset Opportunities
- **‘Open General Export License’** scheme to be launched by Government of India to boost export of Defence Products in Long Term
  - In last 3 years, Exports has grown by 7 times to **Rs 10,745 crores**
- **National Advanced Surface to Air Missile System II (NASAMS II)**- India in the process of acquiring NASAMS II from US
- **‘Strategic Partnership’** policy would rope in large private corporates into Defence Production who in turn will create overall Defence ecology including MSMEs

## Well positioned to enhance participation

- Pioneer in manufacturing and supply solid propellants to India’s prestigious missile programs
- Possesses various Industrial license for production
- Member of Missile Technologies Control Group (MTCR), India provided access Advanced Technologies
- Tying-up with OEMs- in advance stage of negotiations
  - To Meet the Defence Offset Obligations
  - Forming Partnership to Manufacture in India
- Manufacturing facilities capable of handling higher volume and new product requirements
  - Greenfield project at Katepally (near Hyderabad) in about 150 acres. Another 100 acres of land available for further expansion

# Space : Opportunity landscape

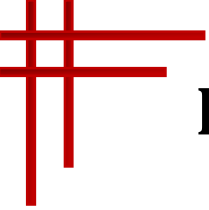


## Government to launch various Space Programme...

- India to double the space mission to **12 missions per year** in five-year period
  - In next 5 years, ISRO to launch various missions like **Aditya L-1, Gaganyaan, Mars Orbiter Mission-2, Chandrayaan-3, Shukrayaan, etc.**
- ISRO to get new commercial arm '**New Space India Limited (NSIL)**' to commercialized launch vehicle and other state of art technologies in Global space market
  - Enhance participation of private players in the space programmes
- India plans to have an '**Orbiting Space Station**' by **2030**

**...Huge opportunity for the Private Players**





# Building Company with Vision - 2025



Continue the leadership in High Energy Materials for defence and space



Develop low cost processes and techniques for production of industrial explosives



Develop capacity for missile integration



Meet the full requirements of ISRO's strap-on motors

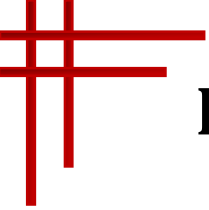


Enter export market for defence products and high energy components



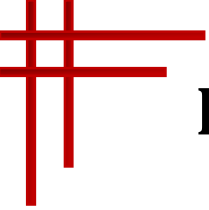
## Financial Highlights

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# Profit & Loss Statement

In Rs. Mn	FY19	FY18
Revenue from Operations	2,409	2,659
Expenses	2,175	2,459
Operating profit	234	200
<b>Operating Margins (%)</b>	<b>9.7%</b>	<b>7.5%</b>
Other income	26	22
Depreciation	42	36
Interest	55	52
PBT	163	134
Tax	46	47
<b>PAT</b>	<b>117</b>	<b>87</b>
<b>PAT Margins (%)</b>	<b>4.9%</b>	<b>3.3%</b>



# Balance Sheet Highlights

In Rs Mn	FY19	FY18
Equity Share Capital	108	106
Other Equity	1,986	1,876
Long Term Borrowings	65	78
Other Liabilities	800	1,002
<b>Total Liabilities</b>	<b>2,959</b>	<b>3,062</b>
Net Fixed Asset Block	1,084	999
CWIP	348	158
Other Non-Current Assets	204	127
Total Current Assets	1,323	1,778
<b>Total Assets</b>	<b>2,959</b>	<b>3,062</b>

# Awards & Appreciations

Year	Award	Awarded By
2019	SME - Empowering India Awards 2019 in the Defense & Aerospace (Mid - Corporate)	Hon'ble Union Minister of Steel
2016	HEMSI Honorary Fellowship to Dr. A.N.Gupta	High Energy Materials Society of India
2015	Outstanding Entrepreneur Award	Enterprise Asia
2014	Appreciation for development of Propellant composition for LRSAM without combustion instability	Director, DRDO
2013	Inc. India Innovative 100 Award for plant-scale manufacture of NHN detonators	Inc. India
2011	Appreciation for development of Propellant Casting of Motors and Igniters for First and Second Stages of Agni-4	Director, Advanced Systems Laboratory
2010	Appreciation for development of Pyrogen Igniters for Agni A4	ASL
2008	Appreciation for development of Pyrogen Igniters for Agni A3	ASL
2007	Defence Technology Absorption Award-2007, received from Dr. Manmohan Singh, Prime Minister of India	DRDO
2007	Best R&D Effort Award	AIMO
2005	Best Technology Development Award for R&D achievements	FAPCCI
2004 - 07	Best Greenery Development Award	AP Pollution Council



## Contact Us

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