

# **PREMIER EXPLOSIVES LIMITED**

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FOR A PREMIER POSITION

INVESTOR PRESENTATION | October 2023



# Agenda

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- **Key Highlights – Q2 & H1FY24**
- **Company Overview**
- **Business Segments & Growth Strategy**



# Key Highlights – Q2 & H1FY24

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## ▪ Financial Performance

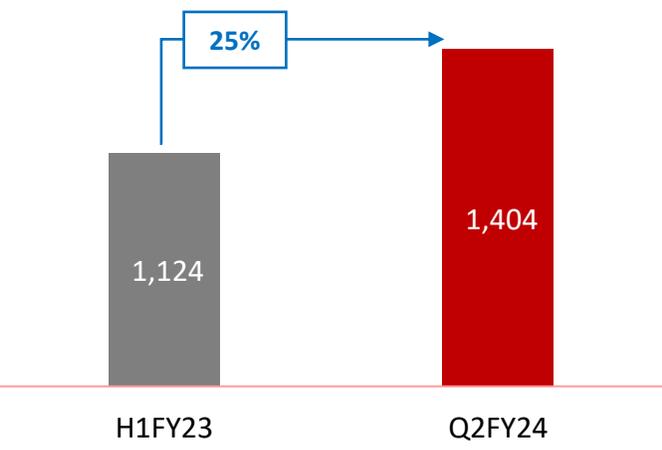
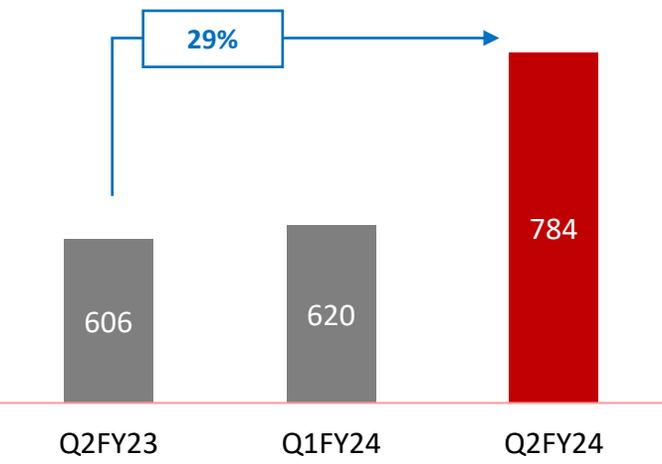
- Revenue growth of 29% YoY and 27% QoQ to Rs. 784.2 Mn in Q2FY24
- **EBIDTA Margin of 28%** in Q2FY24 as against 12% in Q2FY23
- **PAT Margin of 15%** in Q2FY24 as against 4% in Q2FY23
- Cash profit of **Rs. 144.0 Mn** for Q2FY24

## ▪ Strong Order Book of Rs. 10,544 Mn, ~ 5.21 times of FY23 Revenue

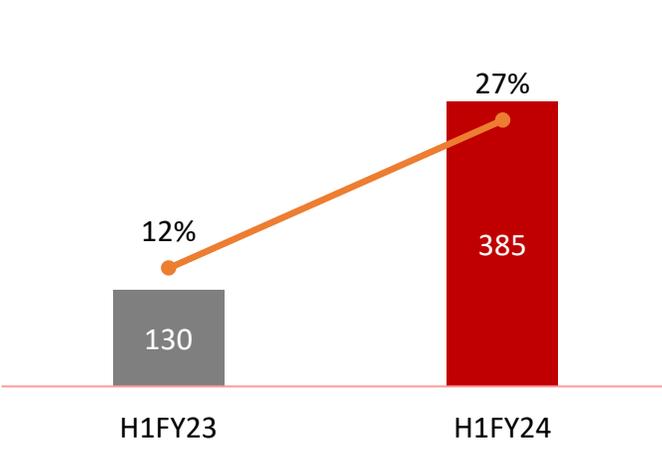
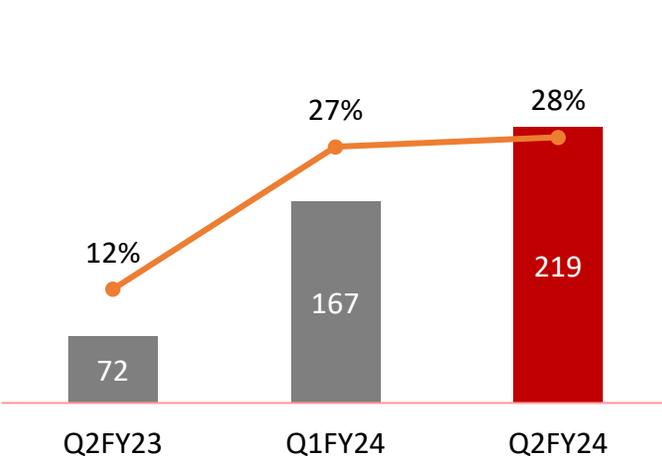
- Order Inflow in YTD FY24 **stands at ~Rs. 6,150 Mn (Excl GST)**. These include orders from BDL, L&T and MoD (IAF), Elbit, IAI to be executed over the next 9-18 months. Working towards securing more orders in Defense and Explosive Segments
- Of the total order book, Defence segment forms the majority at **Rs. 8,841.6 Mn**, Explosives segment stands at **Rs. 512.2 Mn** and Service segment at **Rs. 1,190.0 Mn**
- **Domestic Order Book - 89%** and **Export Order Book - 11%** of the total Order Book.
- Commenced export shipments of Defense Production orders – **Clocked record Export Revenue of Rs. 294.1 Mn in Q2FY24**
- The only Qualified Indian company for Counter measures
- The only Indian company which is into export of Fully assembled Rocket motors

# Results Highlight – Q2 & H1FY24

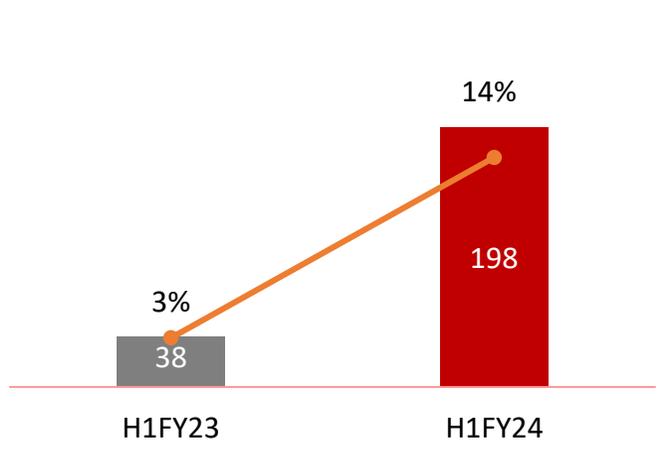
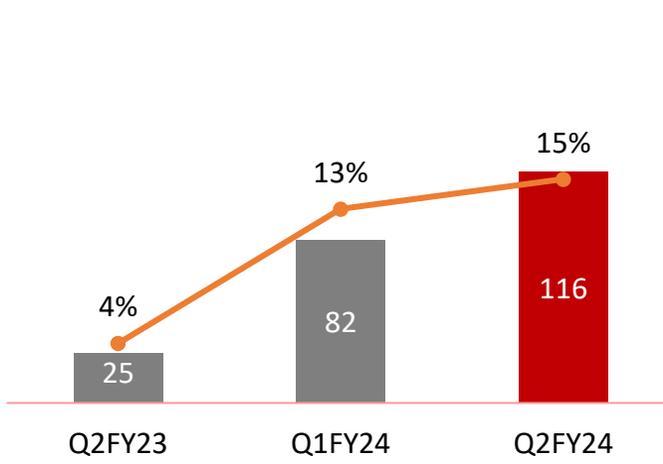
Revenue (Rs Mn) & Growth (YoY %)



EBITDA (Rs Mn) & EBITDA Margin (%)



PAT (Rs Mn) & PAT Margin (%)



# Revenue Break up – Q2 & H1FY24

## Revenue Breakup

(Rs. Mn)	Explosives	Defence & Space services	Total
Q2FY24	243.4	540.8	784.2
Q2FY23	160.3	446.0	606.3

## Revenue Breakup

(Rs. Mn)	Explosives	Defence & Space services	Total
H1FY24	493.2	910.5	1,403.7
H1FY23	457.4	666.6	1,124.0

# Profit & Loss Statement

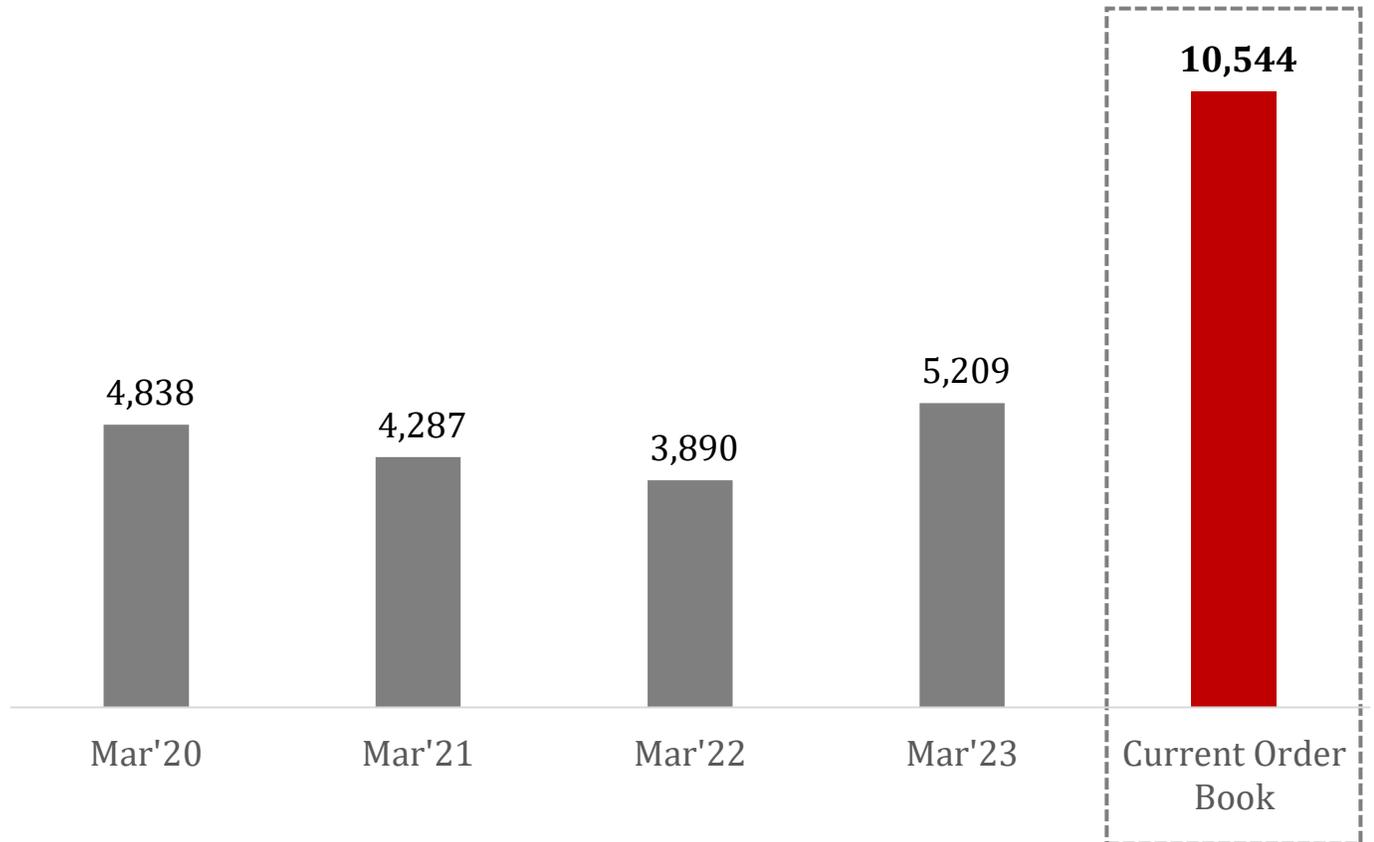
Particulars (Rs. Mn)	Q2FY24	Q2FY23	Y-o-Y (%)	Q1FY24	Q-o-Q (%)	H1FY24	H1FY23	Y-o-Y (%)
<b>Revenue from Operations</b>	<b>784.2</b>	<b>606.4</b>	<b>29%</b>	<b>619.5</b>	<b>27%</b>	<b>1,403.7</b>	<b>1,124.1</b>	<b>25%</b>
Expenses	565.5	534.3		453.0		1,018.5	994.0	
<b>Operating profit</b>	<b>218.7</b>	<b>72.0</b>	<b>204%</b>	<b>166.5</b>	<b>31%</b>	<b>385.2</b>	<b>130.1</b>	<b>196%</b>
<b>Operating Margins (%)</b>	<b>27.9%</b>	<b>11.9%</b>		<b>26.9%</b>		<b>27.4%</b>	<b>11.6%</b>	
Other income	4.1	8.0		3.0		7.1	12.4	
Depreciation	27.9	24.0		27.0		54.9	47.7	
Interest	33.3	20.7		28.7		62.0	41.8	
<b>Profit Before Tax</b>	<b>161.6</b>	<b>35.4</b>	<b>356%</b>	<b>113.8</b>	<b>42%</b>	<b>275.4</b>	<b>53.1</b>	<b>419%</b>
Tax	45.5	10.2		31.7		77.2	15.4	
<b>Profit After Tax</b>	<b>116.1</b>	<b>25.1</b>	<b>378%</b>	<b>82.1</b>	<b>41%</b>	<b>198.2</b>	<b>37.7</b>	<b>426%</b>
<b>EPS</b>	<b>10.8</b>	<b>2.3</b>		<b>7.6</b>		<b>18.4</b>	<b>3.5</b>	

# Balance Sheet Highlights

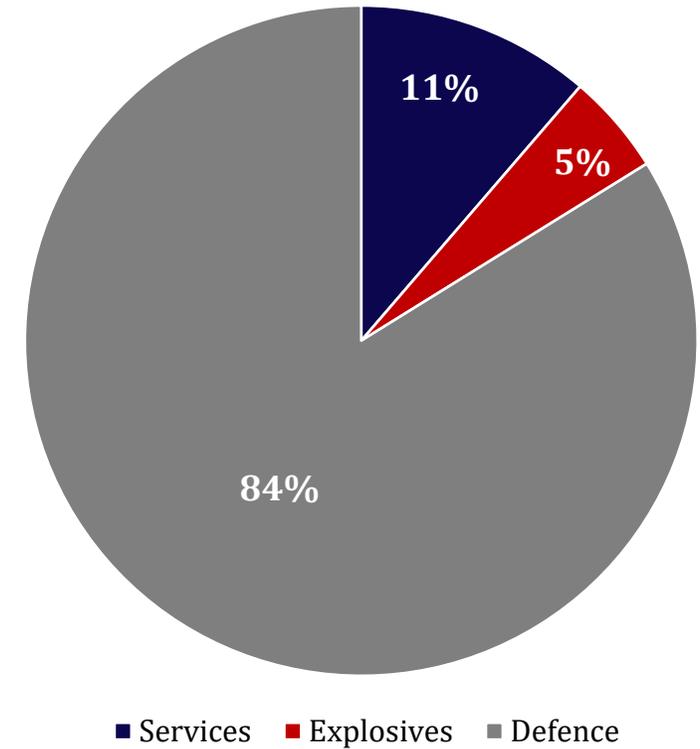
In Rs Mn	Sep'23	Mar'23
Equity Share Capital	107.5	107.5
Other Equity	2,019.3	1,843.0
Non-current liabilities	339.9	178.2
Current liabilities	1,964.7	1,461.2
<b>Total liabilities</b>	<b>4,431.4</b>	<b>3,589.9</b>
Net Fixed Asset Block	1,914.5	1,815.5
CWIP	11.8	18.1
Other non-current Assets	193.3	183.2
Current assets	2,311.8	1,573.1
<b>Total assets</b>	<b>4,431.4</b>	<b>3,589.9</b>

# Improving Order Book

## Order Book (Rs. Mn)



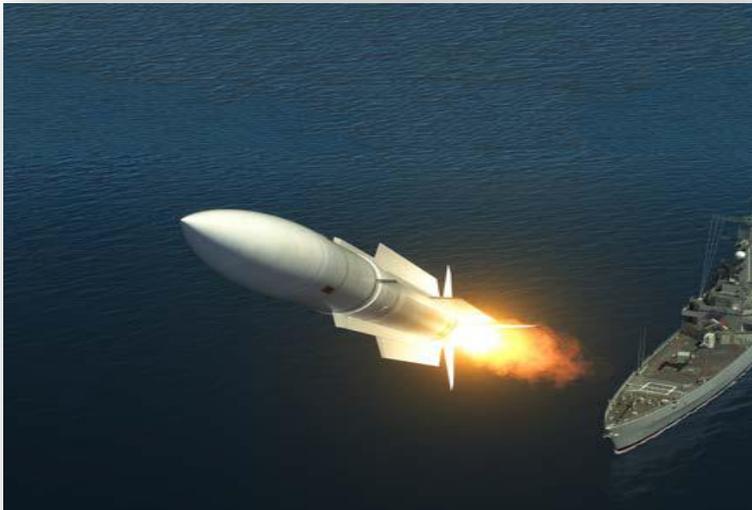
## Order Break-up





# Company Overview

# Pioneer in Explosives & Defence Sector...



## **A leading manufacturer of High Energy Materials**

- **1<sup>st</sup> in India** to manufacture **Explosives and Detonating fuse** 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 800 trained people across various function

## **State-of-the-art manufacturing facilities**

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

# Grew under leadership of Industry Veteran..



## Dr. A. N. Gupta

*Non-Executive Chairman*

- 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

*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



## Y. Durga Prasad Rao

*Director Operations*

- A mechanical engineer having 34 years experience in manufacture of explosives, propellants, refractories and factory management



## Supported by skilled workforce

- Over 850 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...



Collaboration with **Gulbarga University, IIT Madras and BITS Pilani** for research in high energy materials



**World's 1st producer of NHN based detonators** on commercial scale much safer and greener than traditional ASA.

- Licensed the technology to a US company



Developed Solid Propellants for various missiles including a combustion-stable Propellants for LRSAM, MRSAM,ASTRA etc



Laboratories have been **certified by DSIR and accredited by NABL**

*...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)



## ◆ Accessories & Defence Explosives

### • Peddakandukur (Telangana)

- Detonator, Detonating fuse,  
Packaged Explosives,  
Pyrodevices  
Solid Proellants



### ▲ Katepally (Telangana)

- Solid propellants  
HMX/RDX  
Ammunition  
Mines  
Warheads  
Bombs



# Greenfield expansion at Katepally



- **Katepally Solid Propellant Plant**

- Obtained License from Chief Controller of Explosives, Nagpur for production of solid propellant at the facility
- Facility will enable Company to manufacture Solid Propellant of larger size for ISRO & DRDO.

- Received order for production of **PSOM-XL (Solid Propellant)** for small satellite launch vehicles from Vikram Sarabhai Space Center (VSSC)

- Second PSOM -XL was delivered on 30.06.2021
- Third PSOM - XL order was received on 30.11.2022
- **Received orders for PSOM - XL motors on 09.06.2023 from Larsen & Toubro Ltd**

- **RDX & HMX Plant**

- Is commissioned and started meeting the in-house requirement and domestic market.
- Securing the orders for overseas markets.



# Serving the critical needs of Industry



## Commercial Explosives

- 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

- Manufacture of solid propellants for tactical missiles (Astra, Akash and LRSAM / MRSAM) strategic missiles (Agni) , Veda Etc.
- 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

# 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, Djibouti etc.*

# Building Defence & Aerospace segment...

## Manufacturing Products across segments ....

### Propellants

Pyrogen igniters

Case-bonded propellants

Free standing grains

Fuel rich, Grains

Gas generators

Strap-on motors for PSLV.

### Pyros

Pyro cartridges

Pyro actuators

Smoke / flash generators

IR generators

Specialized squibs

### Explosives

CL - 20

HNS - IV

HMX / RDX and their components

Bombs, Warheads ammunition

Mines

### Counter-measures

Chaffs

Flares

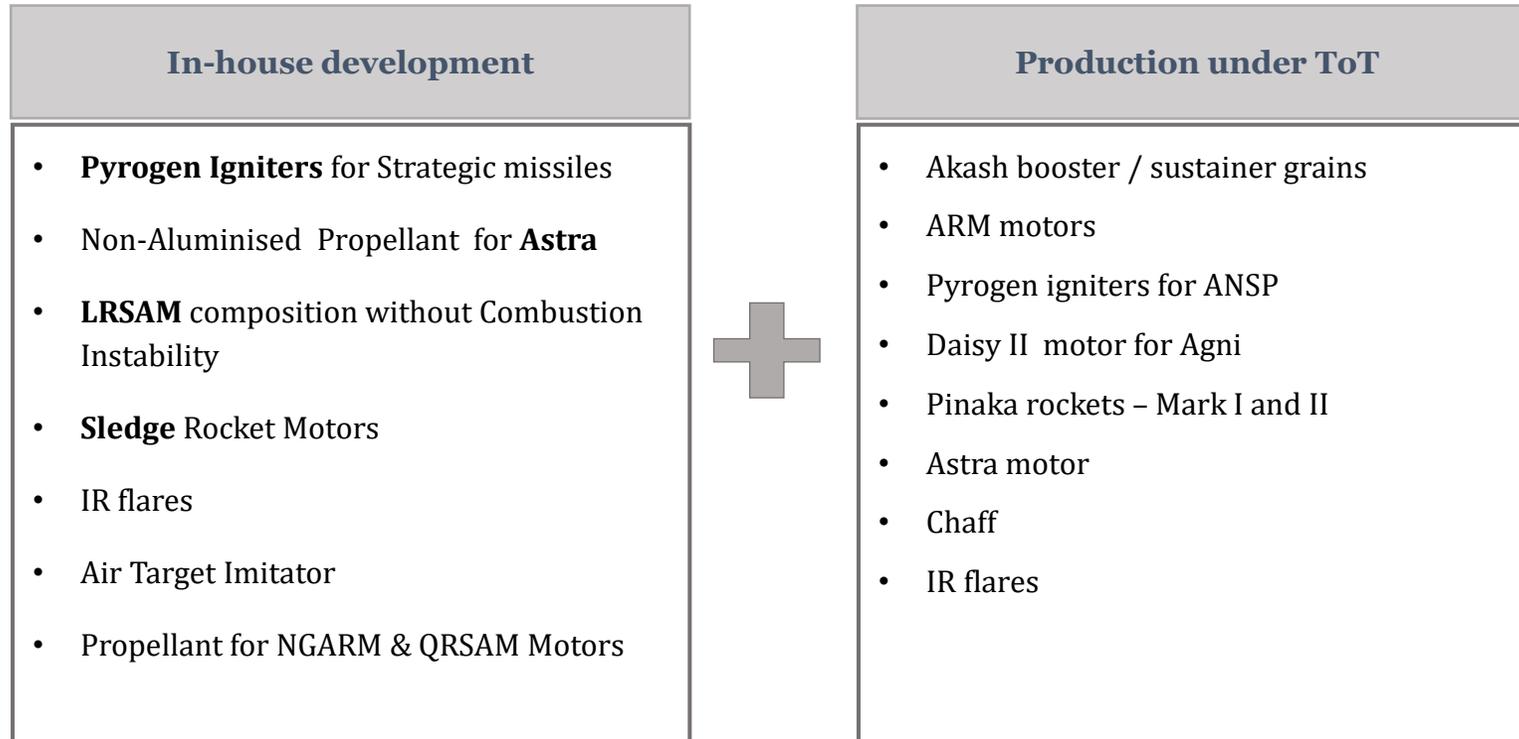
...for various Defence & Space PSUs



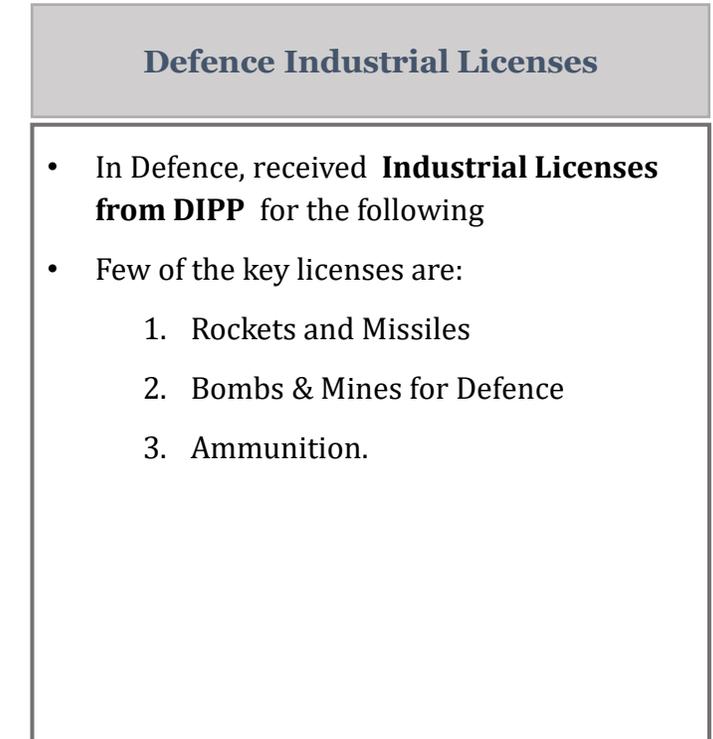
First Private Manufacturer and Supplier of Solid Propellants in India

# with focus on enhancing Technological Capabilities...

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



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



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

Pyrogen igniters



# 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</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	Production	DRDO	Indian Navy	100% requirements of solid propellants
<b>Astra</b>	Tactical, Air to Air	Production	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
- Successfully completed & delivered an order received from Vikram Sarabhai Space Centre (VSSC) for production of PSOM-XL (solid propellant) for the Satellite Launch Vehicle (SLV)
- The order was executed at Katepalle Plant

# Defence : Opportunity landscape

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

- Defence Ministry puts ‘**101+ Defence items**’ under import embargo under ‘Atmanirbhar Bharat Programme’
- Defence Ministry estimates that contracts worth almost ‘**Rs. 4 lakh crore**’ to be given to domestic industry in the next 5-7 years.
- ‘**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 have 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

# 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

# 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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