

DATE: 16-05-2025

To,
The Listing Compliance Department
National Stock Exchange of India Limited,
Exchange Plaza, Plot no. C/1, G Block,
Bandra-Kurla Complex Bandra (E)
Mumbai - 400051.

Symbol: ANLON

Dear Sir/Madam,

Sub : Investor presentation for the Half year and Year ended 31st March 2025

Pursuant to the requirements of Regulation 30 of the Securities Exchange Board of India (Listing obligation and Disclosure Requirements) Regulations, 2015, we enclose herewith Investor presentation on the Financial Results of the Company for the Half year and Year ended 31st March, 2025.

We request to take the above information on your records.

Thanking You,
For Anlon Technology Solutions Limited,

Unnikrishnan
Nair P M

Digitally signed by Unnikrishnan Nair P M
DN: cn=Unnikrishnan Nair P M, c=IN,
o=Personal, email=unnikrishnan@anlon.co.in
Reason: I agree to the terms defined by the
placement of my signature on this document
Date: 2025.05.16 23:01:07 +05'30'

Mr. Unnikrishnan Nair P M

Managing Director

DIN: 01825309

Add: No. 5001, PMC Apartments,

Doddaballapur Road, Yelahanka, Bangalore-560 064

Registered Office: Anlon Technology Solutions Limited
(formerly known as Anlon Technology Solutions Pvt. Ltd.) Gala No.
12 & 13, Sahakar Industrial Estate, Plot No. 164/166, Vasai Road,
(East) Maharashtra - 401202

Corporate Office: Plot No. 22, Doddaballapur Integrated Textile
Park SW-51, Apparel Park, Phase II, KIADB Industrial Area,
Doddaballapur, Bangalore - 561203, Karnataka



Anlon Technology Solutions Limited

#MAKE IN INDIA

Investor Presentation H2'FY25



More Information
<https://www.anlon.co>



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Chairman's Comments



Mr. Unnikrishnan Nair P M

Managing Director, 58 years old

29 years of experience

We recently launched our new brand segment, CleAnJet, India's first Make in India runway rubber and paint removal machine, designed specifically for Noida International Airport. This milestone underscores our commitment to developing indigenous, cost-effective solutions for the aviation sector. With the rapid expansion of airports across India, the demand for reliable runway maintenance equipment is rising. Unlike procurement approaches focused solely on initial cost, we emphasize lifecycle efficiency—considering fuel, maintenance, spares, and downtime, which account for nearly 80% of long-term expenses. To support this vision, we are optimising sourcing by rationalising vendors and strengthening domestic procurement. Our focus on a high-demand, high-margin vehicle mix ensures better capacity use and quicker deliveries. Investments in modular, scalable production and ERP-integrated planning are enhancing flexibility, reducing lead times, and improving operational reliability.

Through backward integration, we are indigenising key components, building a domestic supply network of Tier-2 and Tier-3 suppliers, and absorbing advanced technologies from global OEM partners like Rosenbauer, Bucher, and others into our local production. Our remanufacturing efforts, especially for airport fire and rescue vehicles, further improve sustainability and reduce capital expenditure for clients.

Additionally, new hires with relevant product experience are accelerating integration, boosting shopfloor productivity, enhancing customer relationships, driving digital adoption, and strengthening administrative processes—collectively supporting agile execution and scalable growth.

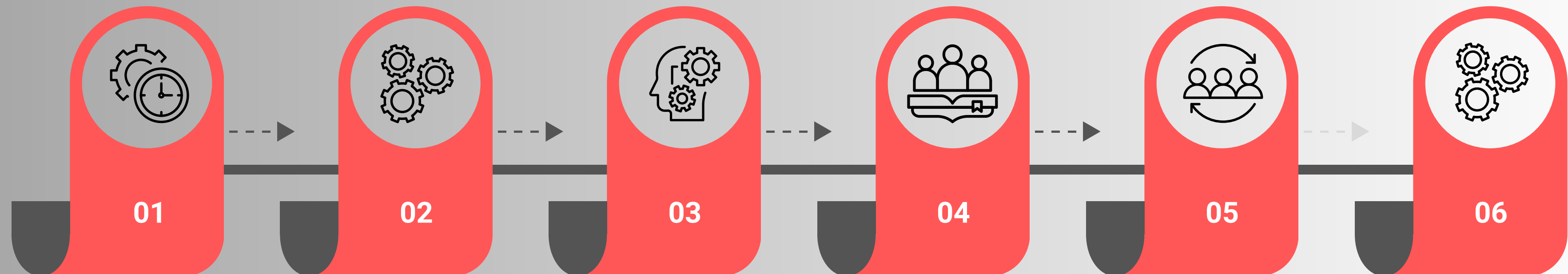
KEY BUSINESS HIGHLIGHTS - H2FY25



Our first “Make In India”
Runway Rubber/Paint
Removal
Machine



BACKWARD INTEGRATION & DEVELOPMENT



Domestic Procurement

Committed to strengthening domestic capabilities through indigenisation, local sourcing, and technology localisation.

In House Capabilities

Enhancing in-house engineering and fabrication capabilities to reduce costs, improve response & lead times with better quality & customization.

Domestic Supply Network

Onboarding Tier-2 and Tier-3 suppliers for key modules and building long-term vendor programs with technical support.

Technology Investments

- Remanufacturing Techniques
- High-Pressure Jetting Systems
- Data-Driven Diagnostic Tools
- Acceleration in product innovation
- Faster go-to-market for tech-enhanced vehicles

Remanufacturing

Enhancing refurbishment of airport fire and rescue vehicles to extend life, cut CapEx, reduce environmental impact, and improve performance.

Strategic Outcome

- Stronger positioning in domestic and export markets
- Shorter Delivery Times
- Higher Customization
- Cost Efficiency
- Improved Scalability

IN-HOUSE TECHNOLOGY AUTOMATION



- Faster picking times
- Fewer errors due to automated controls
- Reduces strain on workers; no climbing or bending
- Easily expandable systems
- Can integrate with ERP and warehouse management systems

Installation of new automated inventory storage and retrieval systems in our factory

KEY NEW STRENGTHS ADDITION

Product Expertise

New hires bring prior experience with similar products, enabling faster integration and reducing the learning curve.

02

Operational Support

Additional support in production and shopfloor processes is contributing to improved productivity and reduced bottlenecks.

04

Administrative Strengthening

Reinforcements in administrative areas are streamlining coordination, compliance, and documentation.

05

01

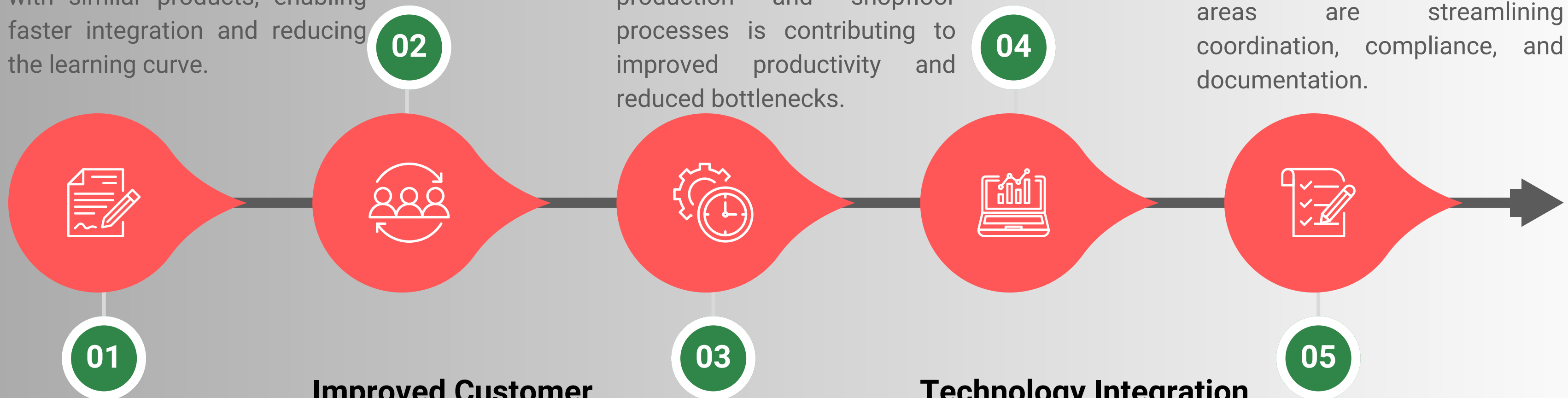
Improved Customer Relationships

Their background and interpersonal skills are helping strengthen customer engagement and responsiveness.

03

Technology Integration

Expertise in new tools and technologies is driving process improvements and digital adoption.



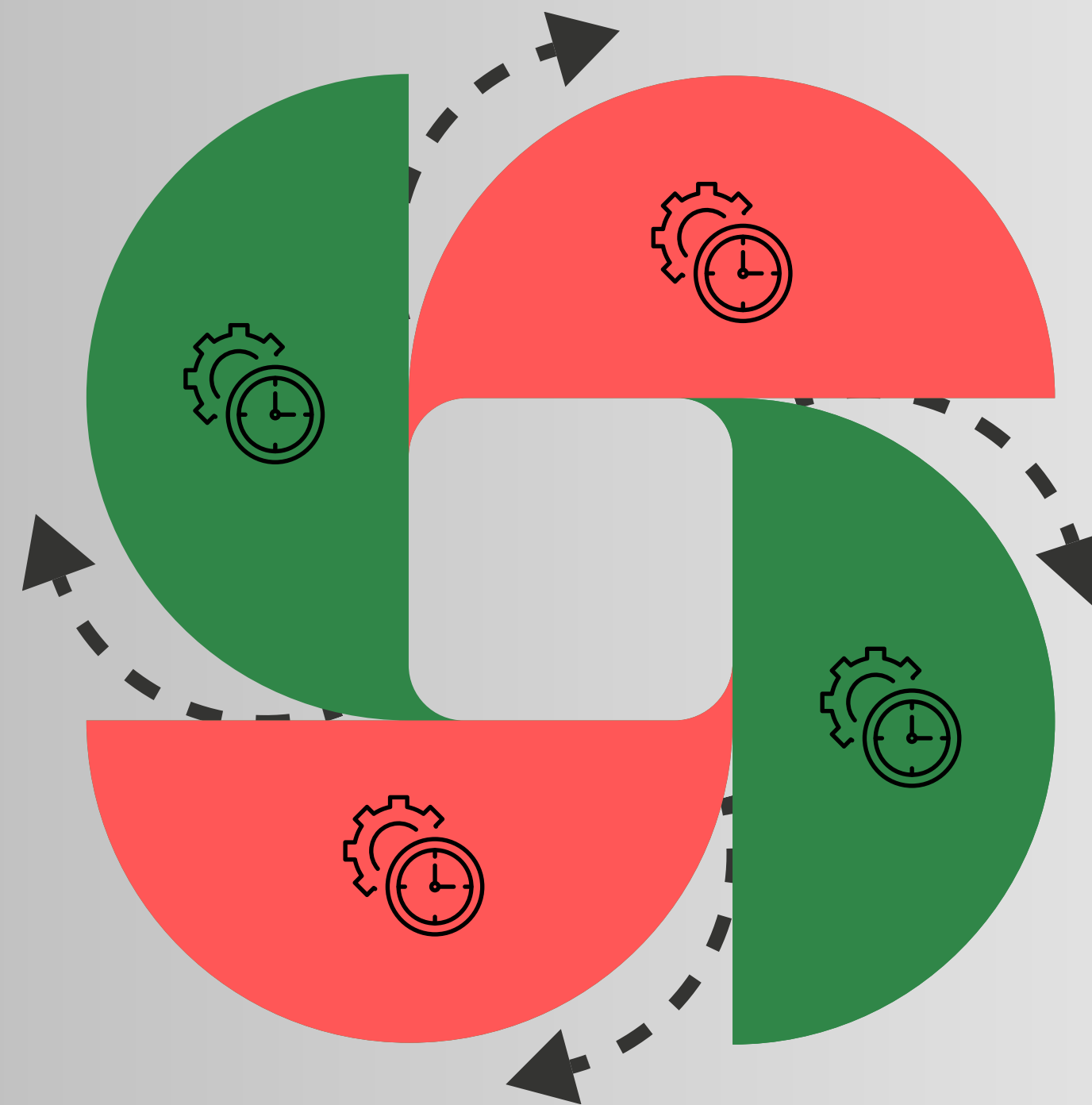
REDUCTION IN LEAD TIME

Optimised Sourcing

Rationalising vendors, improving procurement planning, and developing existing and alternate domestic sources for fabricated structures.

Vehicle/Product Mix

- Prioritising a focused mix of high-demand, high-margin vehicles to ensure faster deliveries and better utilisation of capacity and working capital.



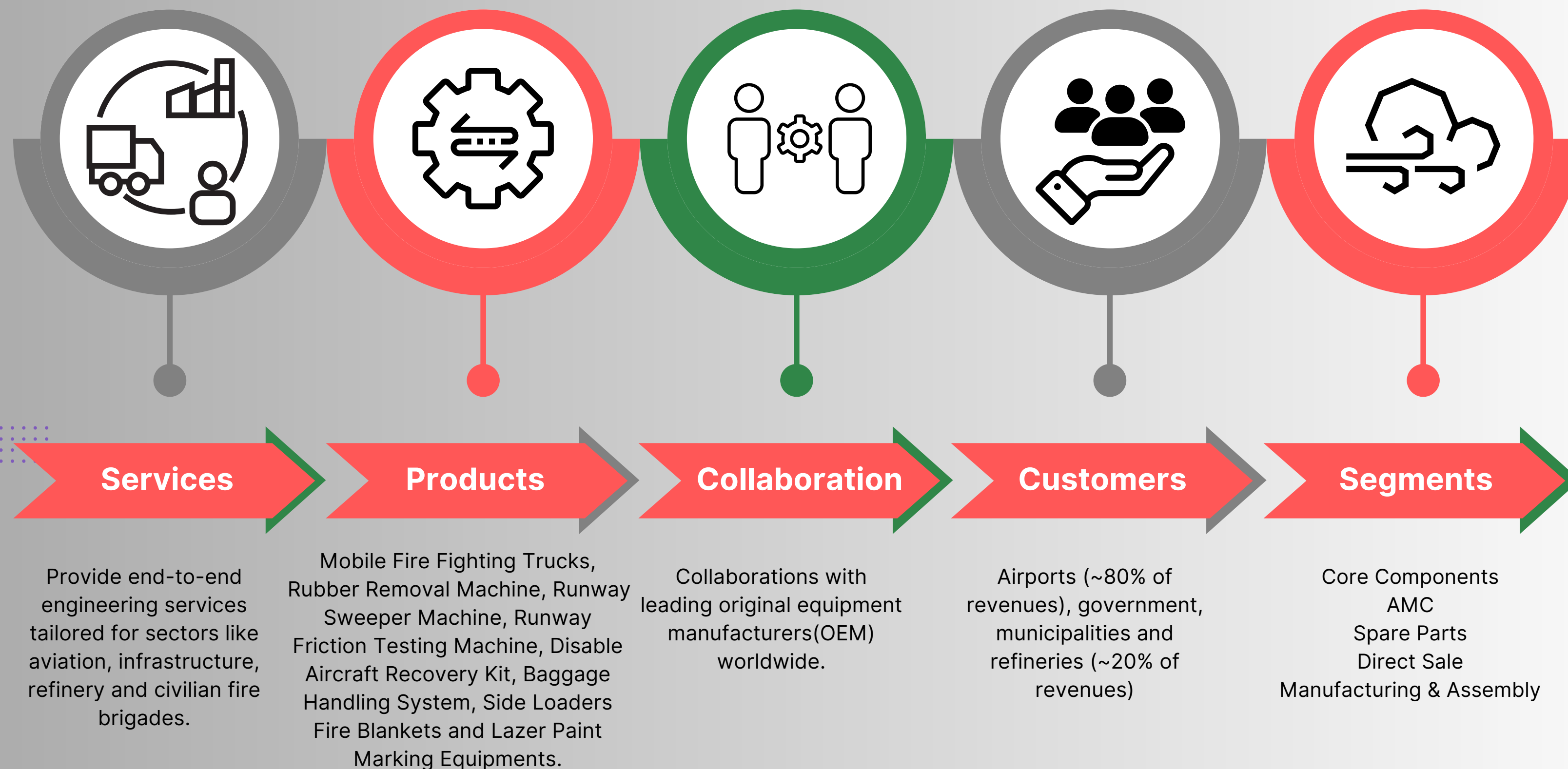
Scalability

Investing in modular production setups and flexible manufacturing lines to manage volume surges with minimal lead time impact.

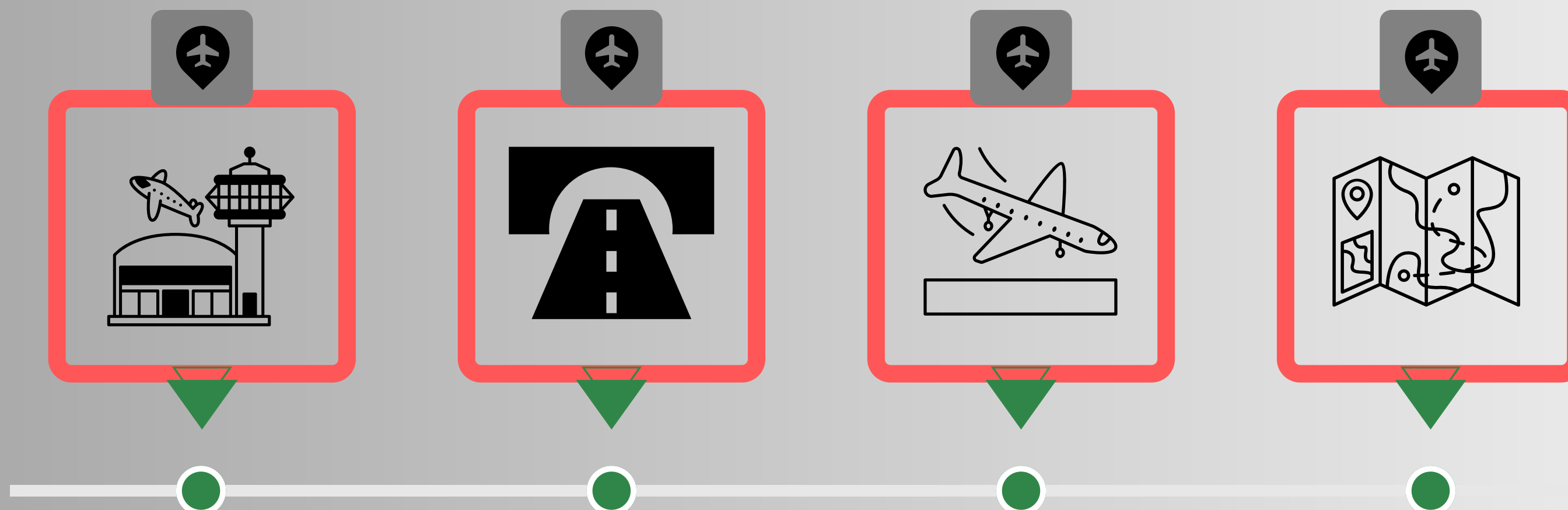
Digitalisation

Implementing ERP-integrated planning systems to improve demand forecasting and synchronise operations, resulting in shorter cycles and higher reliability.

About Us



Our Journey



2005-2007

- Aviation Market opened for Public Private Partnership.
- Delhi and Mumbai airport also got privatised.
- Rosenbauer serviced few orders of equipment for Indian refineries.

2015

- Anlon Technology Solutions Private Ltd was incorporated.

2019-2021

- We entered the field of Disabled Aircraft recovery kit.
- Entered Airport Interior Lighting system.
- Received businesses from six airports, newly privatized.

2022-Till Now

- IPO
- New Plant inauguration at Bangalore
- QIP
- New Collaboration with Bridgehill AS, Norway, Graco India and Lion Protects.
- Launched Our First Make In India Vehicle



Our Products

Firefighting Equipments | **01**

<85% of Revenues

Runway Sweeping Machines | **03**

<5% of Revenues

02 | Rubber Removal Machines

<5-10% of Revenues

04 | Other Equipments

5-10% of Revenues



Our Products

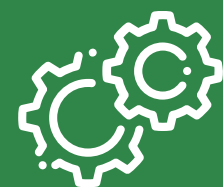


Business Segments

Commission Basis

We procure orders from clients (majorly airports) for Suppliers (Rosenbauer International AG, Austria) and charge commission.

1



Direct Sales

- **Imported Equipment** - Providing equipment directly to the customer
- **Manufactured & Assembled Equipment** - Make In India Vehicles

3



Others

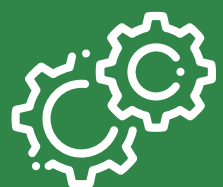
Airport Handling Runway Machine and others.
Interiors, System, Friction and others.
Baggage Airport Testing

5

2

AMC

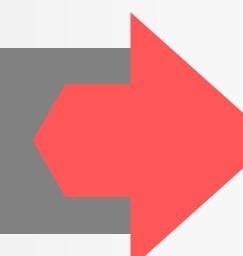
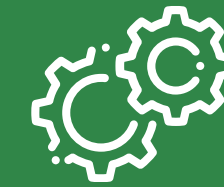
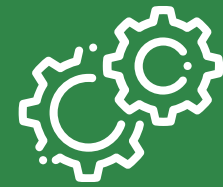
We provide maintenance services for vehicles and other services provided to airports. We deal directly with clients.



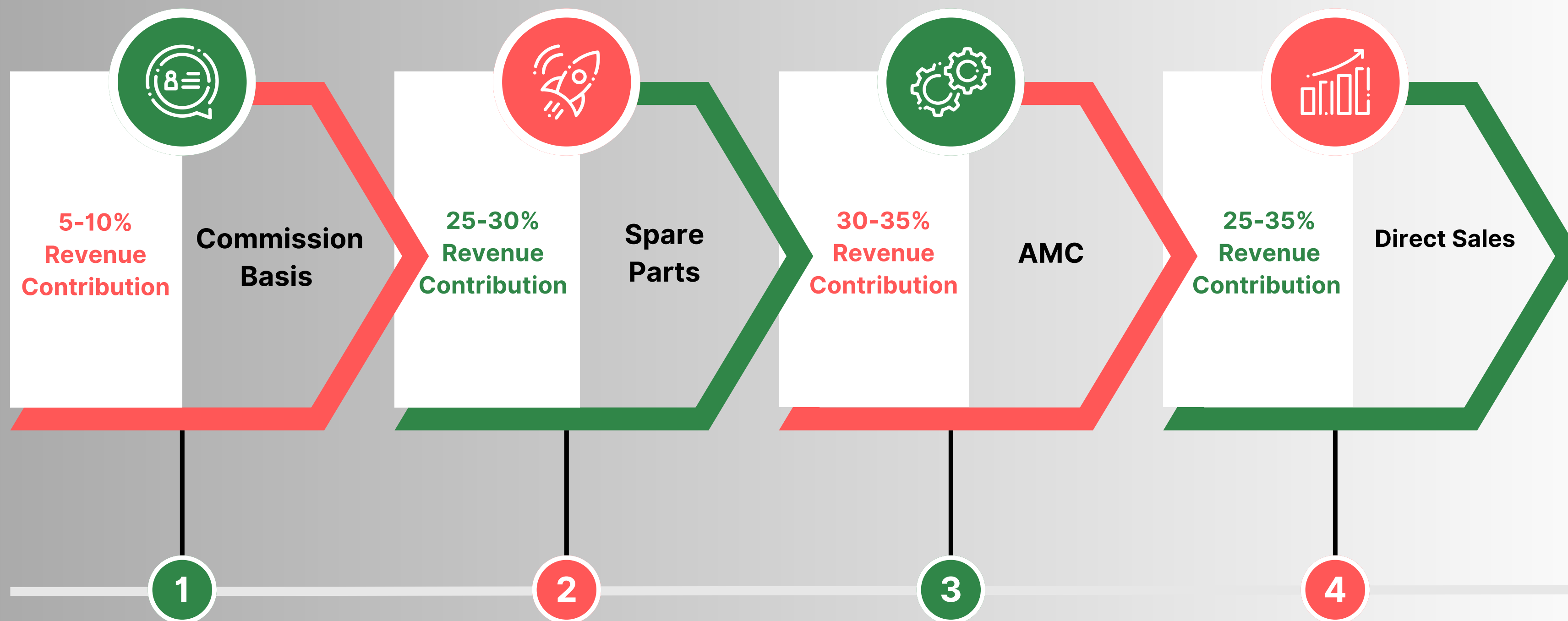
4

Spare Parts

We procure the desired spare parts from the manufacturers and supply and install them to the equipment with our customers.



Segment Wise Revenue Contribution



Our Customers



OEM Equipment Supplier Network

**Exclusive
For Indian Airports and
Other Customers except
AAI**

01

Rosenbauer

A multinational corporation in the firefighting vehicles and equipment sector holds an 11% share of the global market in 2022, with a strong presence in airport firefighting equipment, commanding 50% globally and 90% in Indian airports. Their revenue hit \$1064 million in provisional 2023, with an order book at \$1078 million as of December 2023. The partnership with Anlon since 2008 has been instrumental in their success.

02

Bucher Municipal

A leading Swiss manufacturer specializing in industrial and commercial cleaning machines has made significant strides in the market. With a revenue reaching \$601 million in 2022, their commitment to excellence is evident. Operating across 19 production sites worldwide, their global footprint underscores their dedication to providing top-notch cleaning solutions on a large scale.

Winter Gruen

03

For decades, GRÜN GMBH has been involved in developing and producing specialist machines for the building sector. We are suppliers for their rubber removal machines in India used at airports. Each of their machines cleans around 200 runways at ~130 airports.

04

Bridgehill AS

The core manufacturers in global Car Fire Blanket market are Bridgehill, Darley and Cunningham Covers, etc, accounting for 37% market share. Bridgehill is the world's largest Car Fire Blanket manufacturer, occupying approximately 13% of the market share. From the perspective of product type, Reusable accounted for a share of 52% in the global Car Fire Blanket market. In terms of application, Electric Vehicle holds the largest share, accounting for 89% share.

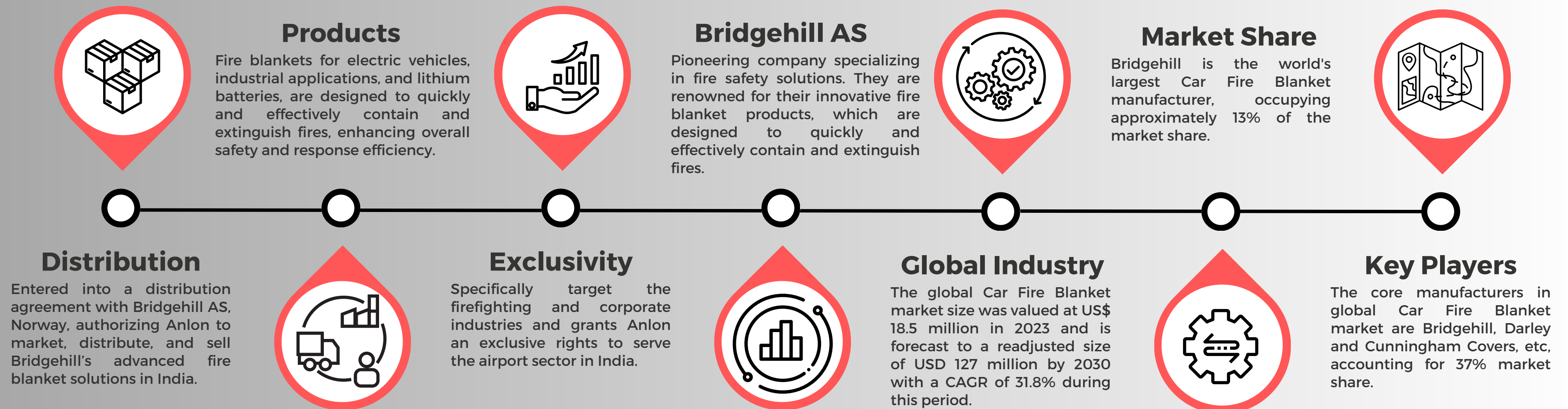
Exclusive For Indian Airports

New Additions

- LION Protects B.V., Netherlands
- Graco India Private Limited

New Services Added

Association With Bridgehill AS, Norway



New Services Added

Association With LION Protects B.V., Netherlands

Agreement

Authorizing our company to market, distribute, and sell LION's training products, providing training solutions and Total Care Repair and Maintenance Services in India.

Quality

They are dedicated to improving the safety and performance of first responders by providing advanced protective clothing, firefighter gear, and comprehensive training systems.

Innovation

The company focuses on innovation, quality, and customer-centric solutions to ensure the highest level of protection and preparedness in critical situations.

About

Lion Protects B.V. is a global company specializing in training solutions for Airports, emergency services, military, and industrial sectors. LION is the largest provider of fire training equipment and facilities for first responders, having built the last three largest first responder training facilities in the world.

Target User

1. Airports
2. Fire Rescue Services
3. Defence and Navy
4. Oil and Gas Chemical Industry
5. Petro Chemical Industry
6. Maritime Industry
7. Public Services

New Services Added

Association With Graco India Private Limited

01

Non Exclusive Distributor

to sell Line Lazor Marking Machines to end users, primarily Indian airports.

02

Global Market

~USD 1.2 billion in 2022 & expected to reach around USD 1.7 billion by the end of 2030.

03

Growth

driven by increasing air traffic volumes, the need for enhanced airport safety, and the modernization of airport infrastructure worldwide.

Graco Inc., founded in 1926 and based in the USA, is a world leader in fluid handling technology. They have held over 20 years of dominance in the Line Lazor Marking Machines market since 1990. We are delighted to add this product to our portfolio, enabling us to further penetrate the Indian airport infrastructure sector and continue our journey of growth and expansion.

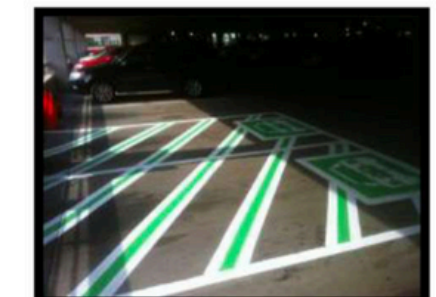
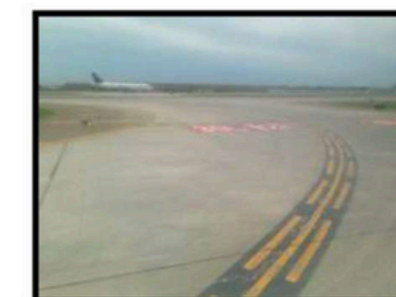
Graco Line Lazer 250 DC Applications



- **Typical Applications for LineLazer IV 250DC**

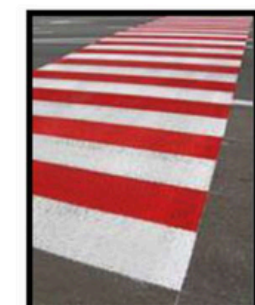
- **Airports**

- **Highlight Lines**

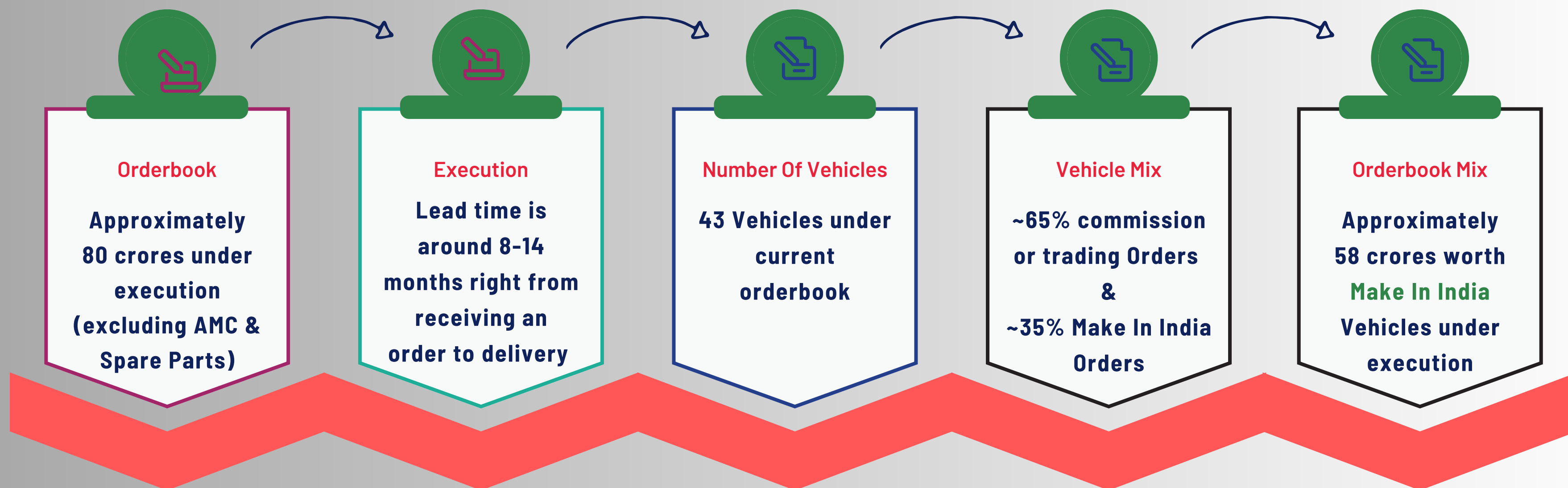


- **Dual Color Solid and Skip Line**

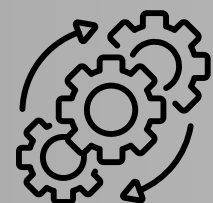
- **Threshold, Dispersal Markings**



Unexecuted Orderbook

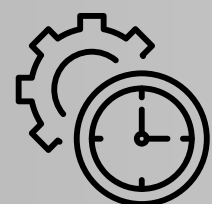


Backward Integration



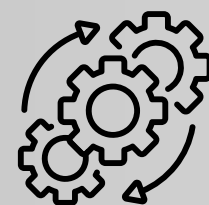
Price Difference

Average difference between imported equipment and made in India equipment is around 30%. Given the growth in our target industry we expect to launch new vehicles which were earlier not imported due to higher costs.



New Products

Till now we were majorly supplying niche imported products, with our new facility we can offer niche products at a lower cost, more economical life cycle cost and increase product suit to a wider range.



Higher Margins

Earlier we used to earn from commission on the equipment we sell. Now onwards we will be able to earn margins which we expect to increase in longer term as we increase our product mix and client base.



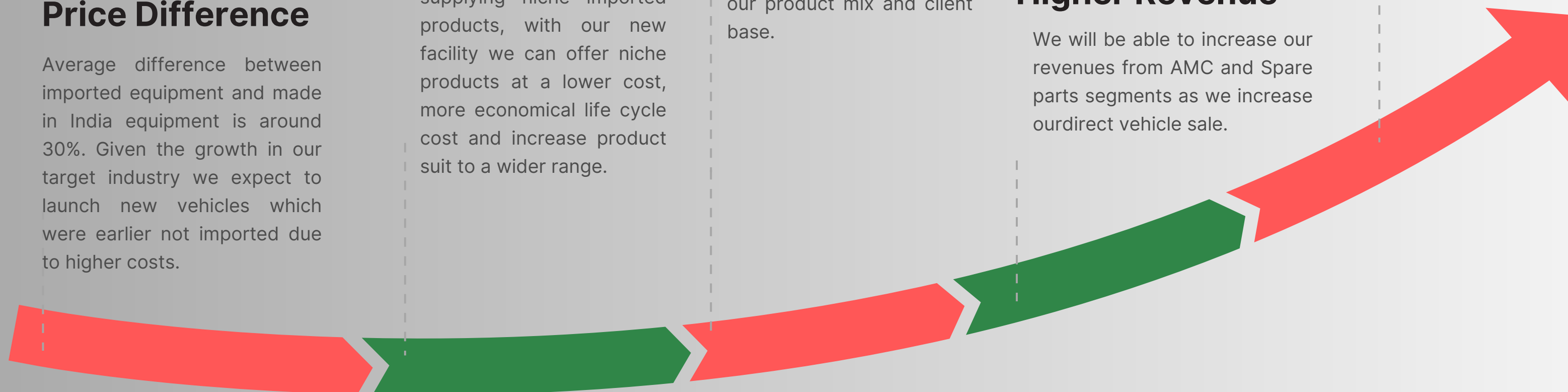
Higher Revenue

We will be able to increase our revenues from AMC and Spare parts segments as we increase our direct vehicle sale.



More Clients

Given the lower cost of equipment relatively and growing customers' industry we expect to increase our client base.



Why Our Business Has Right To Win

Exclusivity

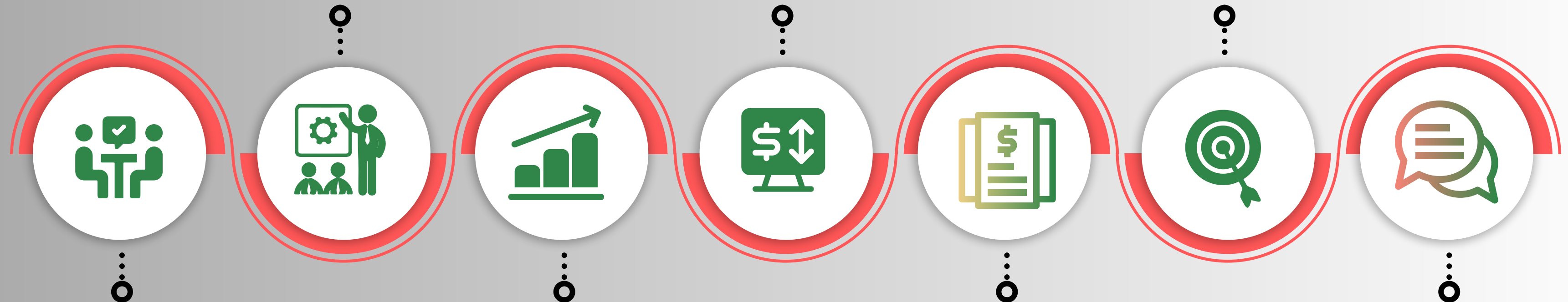
Though there are a few other players in the market, only we have exclusive or authorized collaborations with the world's leading OEMs for technologies, components, and vehicles.

Collaborations

Collaborations with Rosenbauer, Bucher, Winter Gruen, Bridgehill AS and such big giants to sell their products in India.

High Entry Barriers

This is a high entry barrier industry because of high requirements on quality, technology, experience, delivery time and working capital requirements.



Quality

Given our exclusive collaborations with companies like Rosenbauer, a 150-year-old company, the quality of our products is paramount. We supply to critical industries, and our products are highly specialized, where any compromise in quality presents a significant risk.

Experience

We have been in the service industry for over 16 years, demonstrating our extensive experience in handling heavy, sophisticated equipment in the fields of aviation, municipal services, refinery operations, and other infrastructural projects.

Qualified Bidder

Given our reputation and credentials in the market for such high-profile vehicles, we often become one of the few qualified bidders in tenders.

Execution

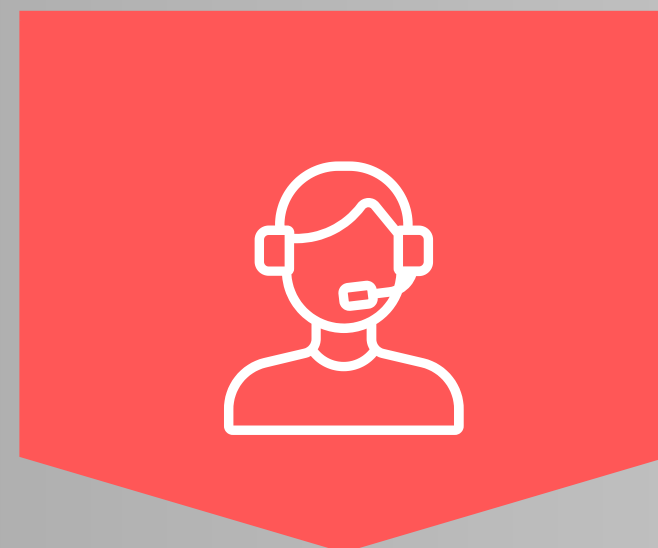
Very few players are able to execute timely deliveries because it requires extensive experience and a robust network with vendors, OEMs, supporting staff and engineers, government, and other authorized bodies.

Minimum Requirement Of Firefighting Trucks At Airports **Per Runway**

Airport Category	Rescue And Fire Fighting Vehicles	Airport Category	Rescue And Fire Fighting Vehicles
1	1	6	2
2	1	7	2
3	1	8	3
4	1	9	3
5	1	10	3

Along with above minimum requirement vehicles - atleast 1 stand by vehicle is also required per runway

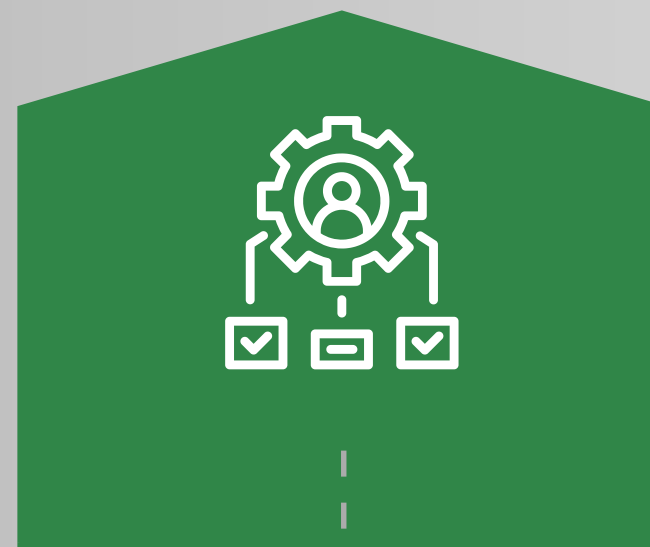
Growth In Target Industry



01

Airports

India will have 230-240 airports, including heliports and water aerodromes, by 2030, up from 148 now.



02

Aircrafts

India will have a fleet size of 1,500 planes by 2028, up from the current 700.



03

Air Traffic

The air passenger traffic, which is 14.5 crore today, will grow to 42 crores by 2030.

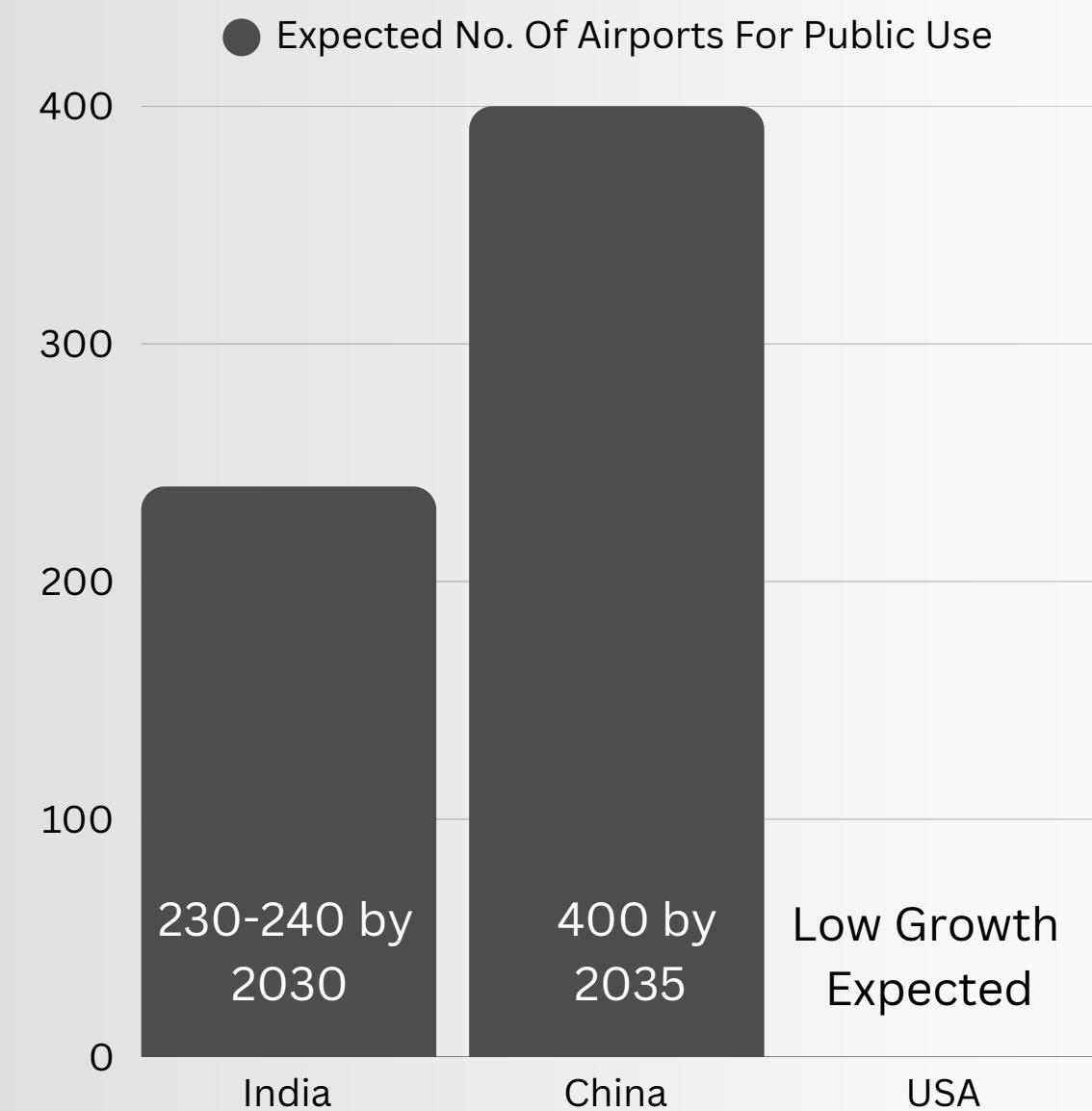
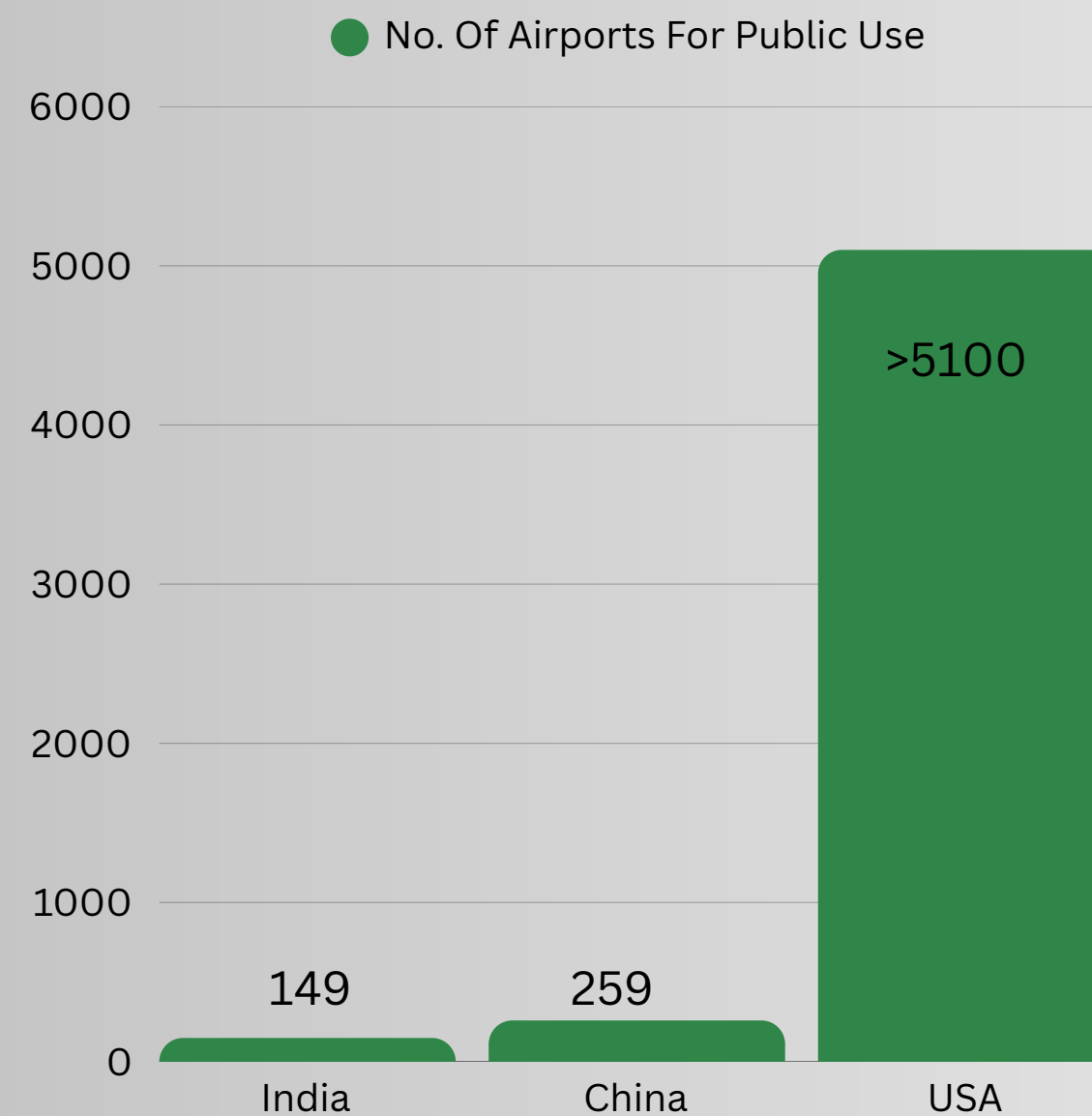
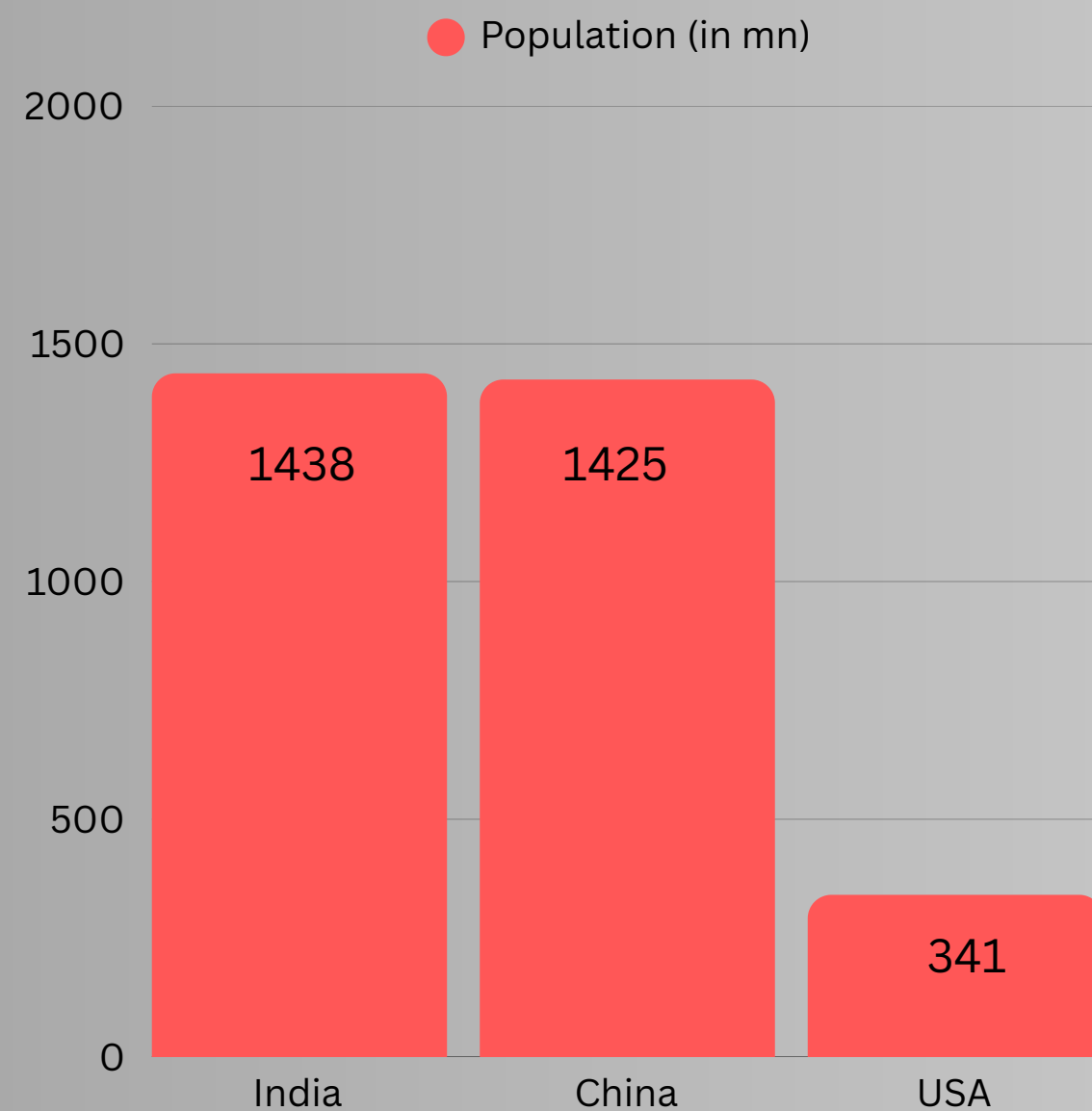


04

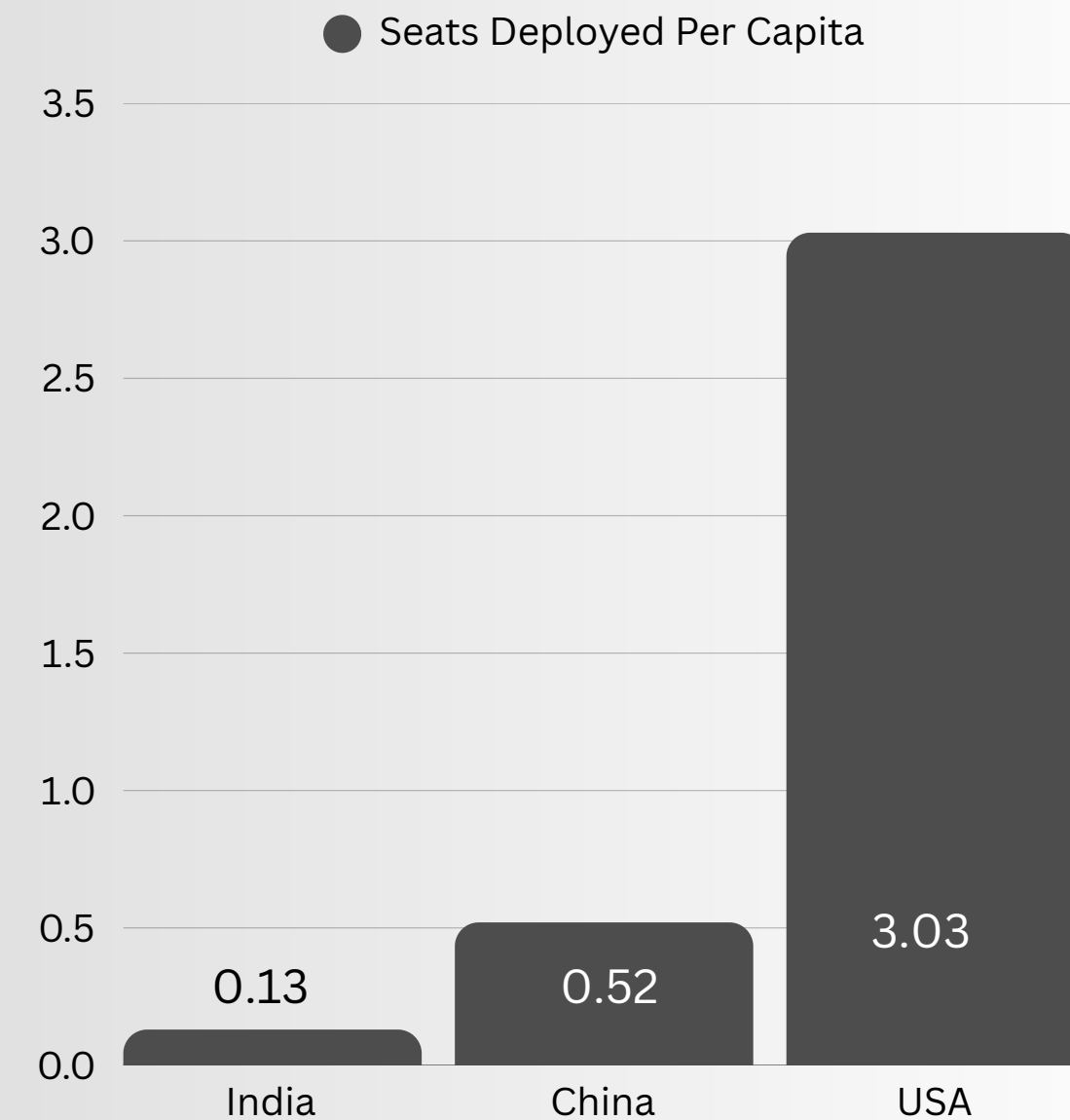
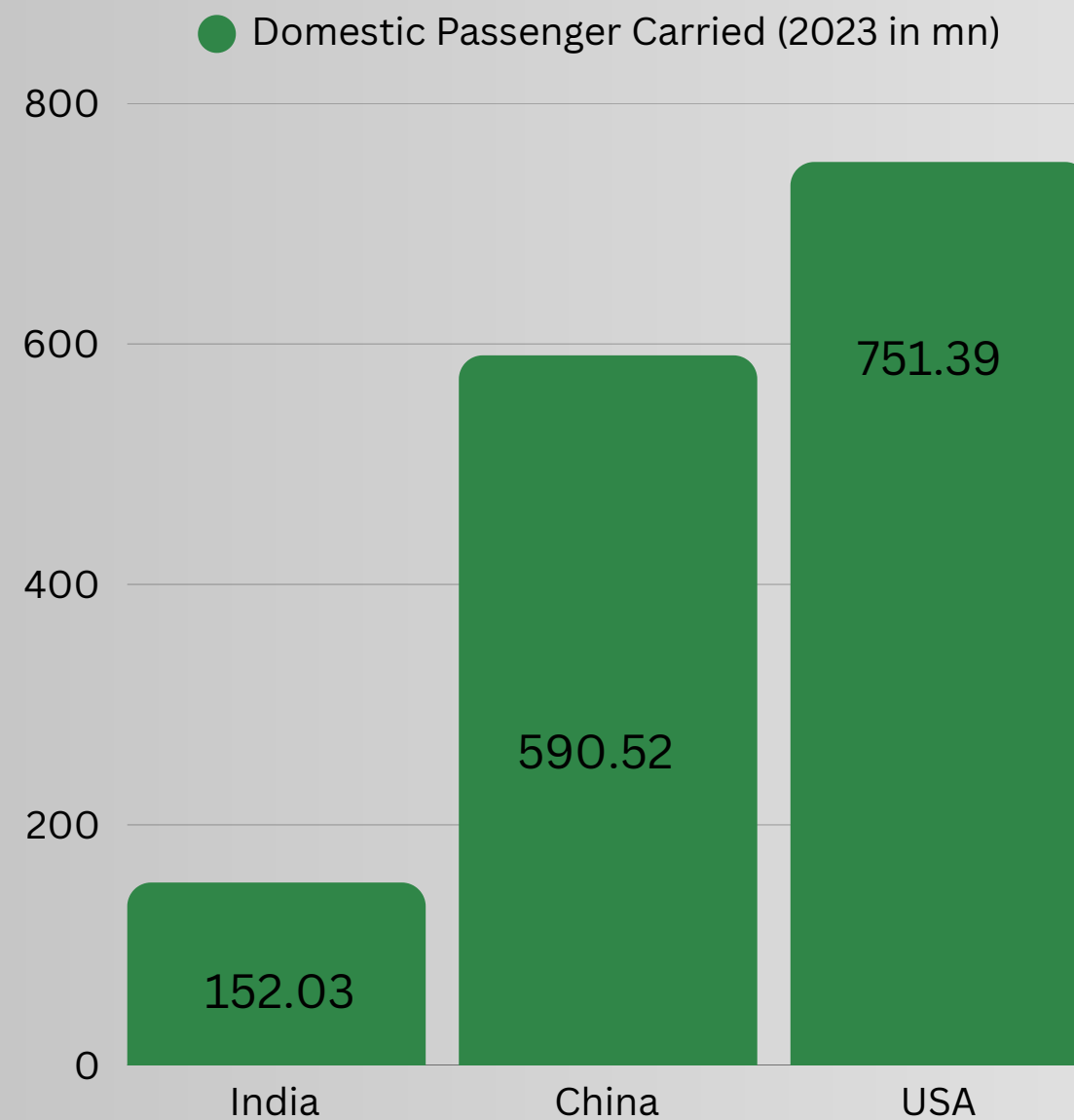
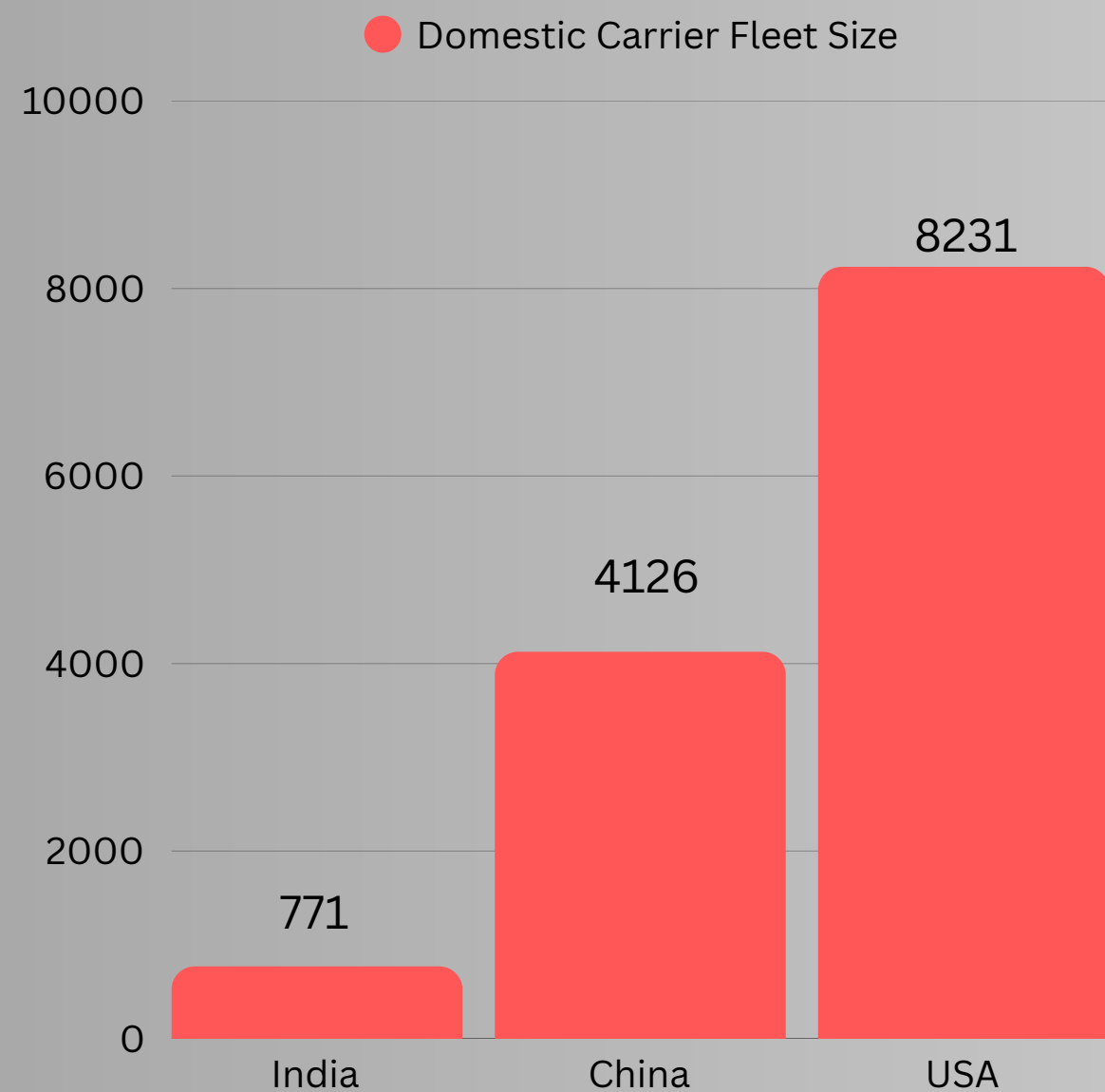
Firefighting Trucks

The global Fire Truck Market was valued at USD 5.63 billion in 2022 and is projected to reach USD 10.61 billion by 2030, growing at a CAGR of 8.41% from 2023 to 2030.

A Huge Gap In Global Industry



A Huge Gap In Global Industry



Financial Performance in H2'FY25 & FY25

Particulars (In Lakhs)	H2FY25	H2FY24	YOY Growth %	FY25	FY24	YOY Growth %
Total Revenue	3,158.76	1,777.25	77.73%	5,083.95	3,566.80	42.54%
Total Expense	2,527.59	1,435.10		4,058.91	2,870.67	
EBITDA	631.17	342.15	84.47%	1,025.04	696.13	47.25%
EBITDA Margins %	19.98%	19.25%		20.16%	19.52%	
Depreciation And Amortization Exepene	38.49	11.48		57.85	21.83	
EBIT	592.68	330.67	79.24%	967.19	674.30	43.44%
EBIT Margin %	18.76%	18.61%		19.02%	18.90%	
Finance Cost	63.95	22.55		94.61	61.56	
Profit before Tax	528.73	308.12	71.60%	872.58	612.74	42.41%
Tax Expense	134.7	77.94		223.57	160.98	
PAT	394.03	230.18	71.18%	649.01	451.76	43.66%
*PAT Margins %	12.64%	13.20%		12.92%	12.90%	
EPS	6.3	4.11		10.56	8.06	

*Calculated basis Revenue From Operations

Balance Sheet

EQUITY AND LIABILITIES			ASSETS		
Particulars (In Lakhs)	FY25	FY24	Particulars (In Lakhs)	FY25	FY24
Shareholders' funds			Non-current assets		
(a) Share capital	625.54	560.5	(a) Property, Plant & Equipment	1,701.48	400.68
(b) Reserves and Surplus	5,255.96	2,418.43	(b) Intangible assets	14.05	-
			(c) Capital Work-in-Progress	170.77	443.13
Non-current liabilities			(d) Intangible assets under development	-	20.46
(a) Long term Borrowings	57.05	3.3	(e) Deferred tax assets (net)	-	18.01
(b) Long term Provisions	80.81	88.04	(f) Long-term loans and advances	-	2.6
(c) Deferred tax liabilities (net)	1.38	-	(g) Other Non-Current Assets	315.84	117.43
Current liabilities					
(a) Short Term Borrowings	733.48	344.96	Current Assets		
(b) Trade payables	668.45	407.94	(a) Inventories	1,827.57	412.01
(c) Other current liabilities	628.22	590.17	(b) Trade receivables	1,897.07	814.24
(d) Short-term provisions	49.36	7.91	(c) Cash and bank balances	401.77	1,022.63
			(d) Short term loans and advances	1,087.15	582.66
			(e) Other current assets	684.55	607.3
TOTAL	8,100.25	4,421.25	TOTAL	8,100.25	4,421.25

THANK YOU

CONNECT WITH US!



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