

Date: 11/11/2024

To, National Stock Exchange of India Limited, Exchange Plaza, Bandra Kurla Complex,

Bandra (East), Mumbai - 400 051

Symbol: - AIMTRON ISIN: - INEORUV01018

Sub: Investor Presentation

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor Presentation of the Company for H1FY25.

The aforesaid Investor presentation will also be available on the Company's website at: www.aimtron.in

Thanking you,

Yours faithfully,

For Aimtron Electronics Limited

MUKESH JERAM VASANI Chairman & Director DIN: 06542536

*Aimtron Electronics Limited (Formerly Known as Aimtron Electronics Pvt. Ltd.)





Disclaimer

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OUTLINE



Company Overview



Business Profile



Way Forward



Financials & Highlights



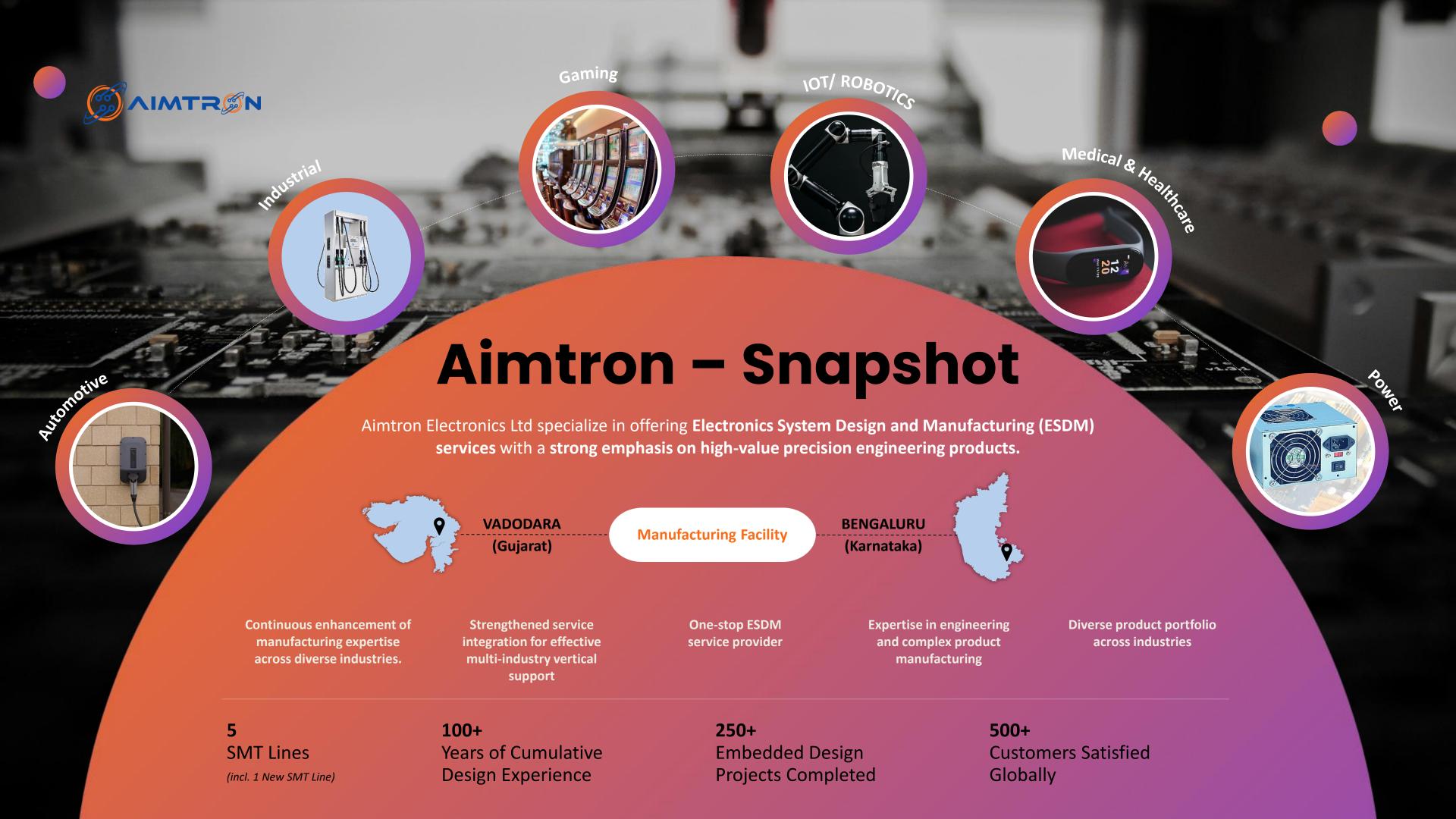
Industry Insight



Appendices

Company Overview

www.aimtron.in







ELECTRO SQUAD

MUKESH JERAM VASANI

Chairman

He serves as the Chairman, Non-Executive Director, and Promoter of our Company. He has been a Director since October 21, 2013. He holds a Bachelor of Engineering degree in Civil from Sardar Patel University, Gujarat, awarded in 1987. With approximately 30 years of experience in production, marketing, and manufacturing of engineering and electronic goods and services, he has been instrumental in driving the growth of our company. Under his leadership, our Company has significantly expanded its diversified product portfolio and customer base.

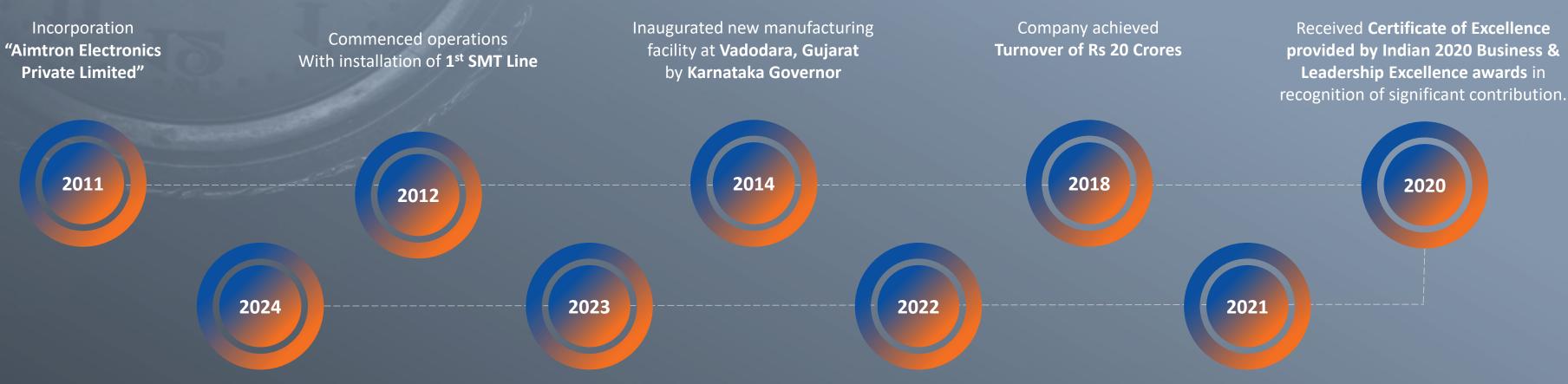


NIRMAL MUKESH VASANI Sr. Technology Director

He serves as the Non-Executive Director and promoter of our Company. He has been associated with our company since March 15, 2016, bringing approximately 7 years of experience in the ESDM industry. He completed his graduation from James R. Conant High School, Hoffman Estates, Illinois. His expertise in marketing has been instrumental in expanding our overseas business operations.



OUR PROGRESSION



"NSE Emerge Platform" Obtained
"CDSCO Certification"
Incorporation of Subsidiary in Texas, USA
"Aimtron Electronics LLC"

Inaugurated new Design Centres at Vadodara & Ahmedabad,
Gujarat

Accredited with **EN ISO 9001:2015** for facility at Bengaluru.

Received **Karnataka Innovation Leadership Awards 2022** presented by Academic Partners "INDRA" and "Business Leaders"

New facility at
Whitefield, Bengaluru, Karnataka

Received ISO 14001:2015 & ISO 13485:2016 for facility at Vadodara

inaugurated by Dr. Aswathnarayan C. N.

Company achieved
Turnover of Rs 50 Crore

Business Profile

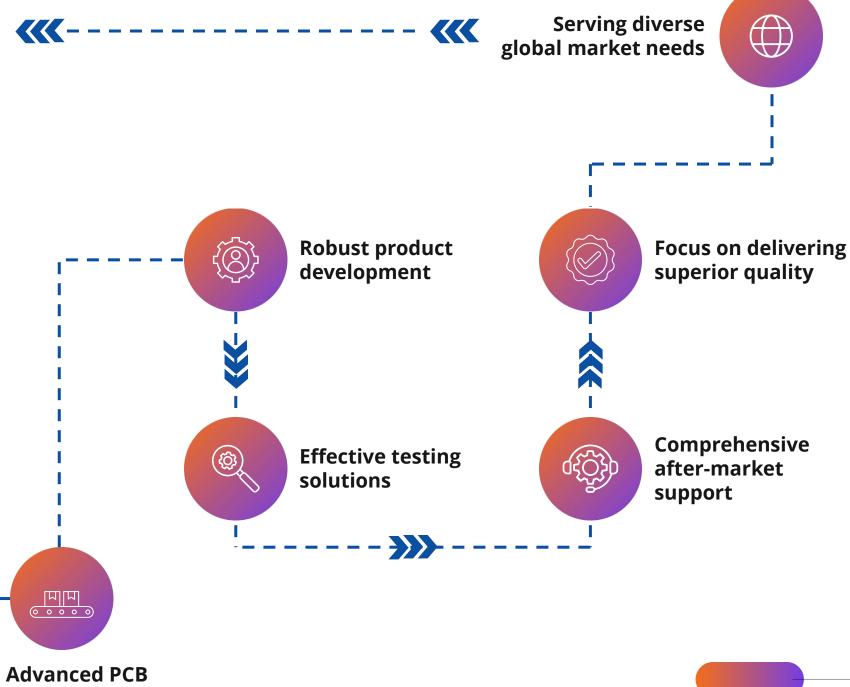
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BUSINESS SYNOPSIS

Aimtron Electronics ensuring every project embodies their commitment to innovation and excellence.

- Founded in 2011 as a PCB designer and assembler, now offering comprehensive ESDM solutions.
- Services span PCB design, assembly, and full electronic systems manufacturing (Box Build) across global markets.
- **Customized solutions** to meet specific client requirements including automated micro-electronics assembly and precision component integration.
- **End-to-end support** from conceptualization through design engineering, prototyping, to turnkey manufacturing.
- **Sectors served**: industrial automation, electric vehicle mobility, IoT, embedded systems, medical technology, wearables, gaming, robotics, and more.
- Led by experienced promoters, fostering enduring client relationships and recognized for customer satisfaction and operational excellence.
- Established Aimtron Electronics LLC in Texas, USA, as a wholly owned subsidiary to access and cater new markets.



Comprehensive ESDM solution

Advanced PCE Assembly



MANUFACTURING FACILITY (1/2)

Strategic Facilities with Advanced Infrastructure & technology Vadodara [Gujarat] & Bengaluru [Karnataka]



ISO 13485:2016

Quality Management System for medical devices applicable to provider of high tech electronic assemblies for medical devices with measuring, monitoring and displaying function and contract assembly works



ISO 14001:2015

Environmental Management
System for High Tech Electronic
Assemblies and contract
assembly works



EN ISO 9001:2015

Management system applicable to Hi-tech electronic assemblies and Contract Assembly works



IATF 16949:2016

International Automotive Task
Force (IATF) standard ensures
rigorous quality management
requirement for automotive
industry, improving product
quality and manufacturing
processes



CDSCO

Enabling the company to enter the medical equipment market



CSA

Vadodara facility is approved by Canadian Standard Association



MANUFACTURING FACILITY (2/2)

Equipped with



5 Surface Mount Technology ("SMT") lines



37 Through (Soldering) Hole setup station ("THT") lines



3 Box Build Assembly lines

Advanced Machinery includes

- Fully Automated
 Screen Printer
- 2 Automated 3D SPI

- Automated selective soldering machine
- Automated conformal coating machine
- Pick & Place Machine

Reflow – N2 ready

7 Automated 3D AOI

8 X-Ray machines

9 Wave Machine

Ultra-sonic Welding

Cable
Assembly

System Integration
Assembly Line



MANUFACTURING CAPABILITIES

Product Design

Turning Visions into Revolutionary Products

Electromechanical Assembly

Providing Fully-Integrated, Ready-for-Use Electronic Assemblies.

Turnkey Manufacturing

Simplifying Your Product's Journey from Idea to Finalization.

Surface Mount Technology

Boosting Efficiency through Advanced Circuit Technology.

Electronics Testing

Fostering Innovation with integrated systems and smooth performance.

Thru-Hole PCB Assembly

Crafting reliable circuits for robust performance.

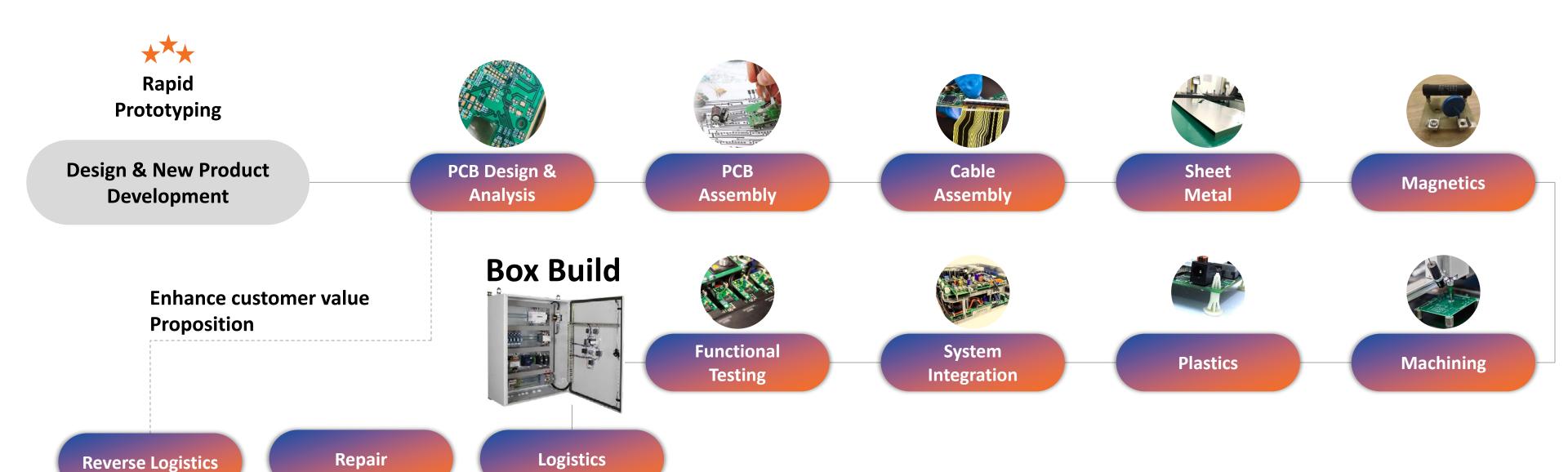
Custom Cables & Harnesses

Bespoke wiring solutions for your unique needs.





VERTICALLY INTEGRATED ONE - STOP SHOP





PRODUCT PORTFOLIO (1/2)

Box Build Assembly ("Box Build")

- Involves integrating enclosures, cables, and components into complex systems.
- The services include system-level and product assembly, packaging, labeling, and testing.
- Specialize in custom designs for automated test equipment, ensuring comprehensive solutions for the clients' assembly needs.

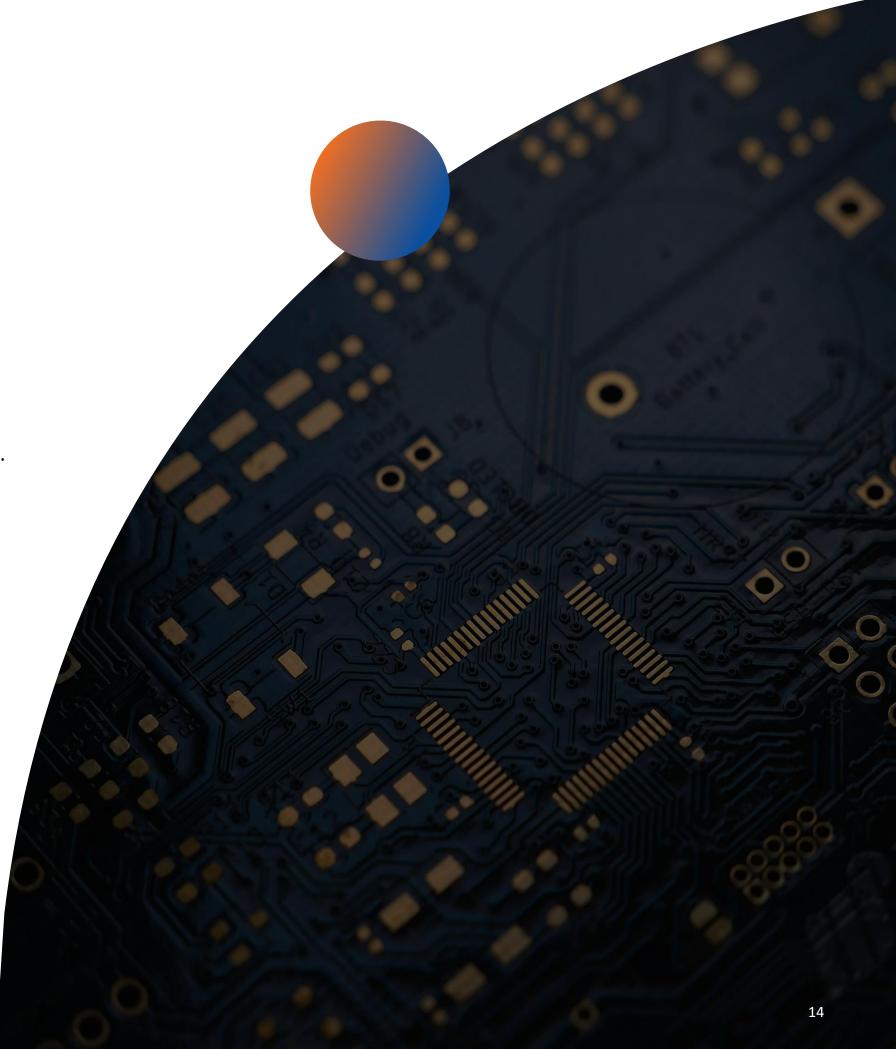
Printed Circuit Board Assemblies (PCBA)

Providing end-to-end PCB design and assembly services, from concept to volume production, serving multiple industries. The capabilities include:

- PCB Design and Analysis with advanced tools
- Rapid prototyping and complex layout design
- o Comprehensive PCB Assembly (PCBA) with automated processes
- Extensive testing and inspection services

Integrated Design Solutions from Concept to Completion (End to End Services)

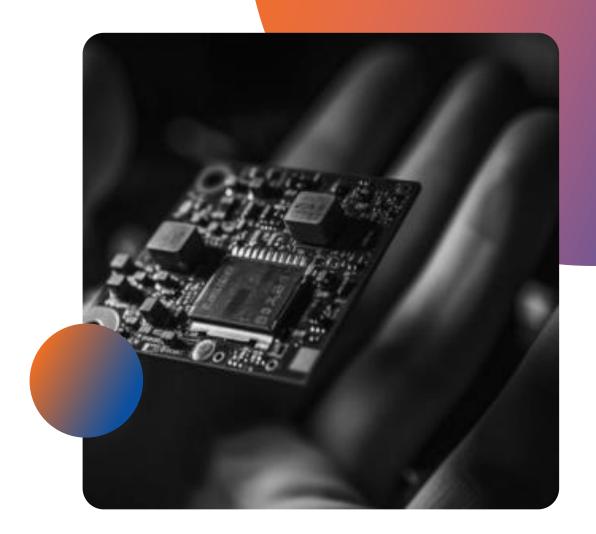
- Offering end-to-end turnkey solutions, from concept and design to prototyping, pilot production, and mass manufacturing.
- Services include product reliability testing, validation, approvals, and global delivery of tested PCB assemblies

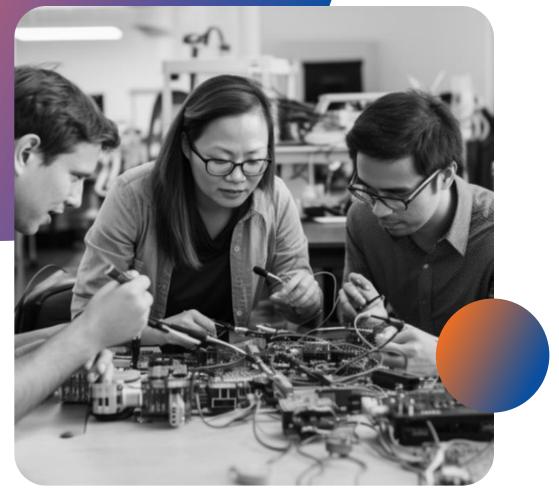




Product Engineering Services

PRODUCT PORTFOLIO (2/2)





Product Engineering

Turnkey solutions for custom embedded system development with expertise in hardware, embedded, and mechanical design.

Digital and Value-Added Manufacturing Engineering

End-to-end solutions for high-speed, multi-layer PCB design, fabrication, and assembly using tools like Altium, SolidWorks, and Vayo.

Validation and Regulatory Compliance

Comprehensive services for product testing, verification, validation, and regulatory compliance, including pre-compliance testing and certification.

Quality Engineering

Assurance across the product lifecycle with services in consulting, IoT implementation, and end-of-life support, ensuring high quality and operational excellence

Prototype and Bulk Manufacturing

Management of product development from prototype to mass production, including mechanical design, BOM optimization, and certification services, optimizing efficiency and control.

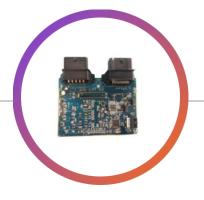


PRODUCT CATALOGUE (1/2)

Automotive



Climate System



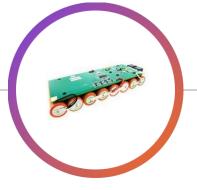
Onboard Charger



Ev - Charger



Battery Control Unit



Battery Management System

Industrial



Monitoring System



Fuel Dispenser (PCBA)



Industrial Pump Controller Unit (PCBA)



HVAC (PCBA)



Pressure Switch

Gaming



Pinball Machine



Casino / Slot Machine (PCBA)



Digital Cube PCBs



Controller (PCBA)

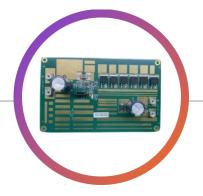


PRODUCT CATALOGUE (2/2)





Drone (PCBA)



Automated Guided Vehicle (AGV)



Warehouse Robotics (PCBA)



UAV



Wireless Network Device (Box Build)



Water Flood Sensor (Box build)

Medical & Healthcare Equipment



Air Quality Measurement Device



Smart Watch-Wearable Device



Critical Equipment (PCBA)



Dental Wearable Flex (PCBA)



Lab Analyzer Equipment (PCBA)

Power



SMPS (PCBA)



Electrical Grid (PCBA)



Power Relay (PCBA)



Voltage Regulators Relays (PCBA) ₁₇



CROSS-SECTOR INNOVATION & TAILORED SOLUTIONS

Defence

Field Communication

Cyber Defence Tech

Missile Guidance

UAV Technology

Surveillance & Recon

Flight Control Systems

Healthcare

Medical Wearables

Telehealth Devices

DX Equipment

Health Trackers

Portable Med Imaging

Surgical Robotics

Consumer Tech

Smart Home Devices

Wearables Technology

Audio Systems

Home Entertainment

Interactive Learning

Energy Storage

Agriculture

Precision Farming

Livestock Monitoring

Crop Monitoring

Smart Farming Hubs

Eco Sensing Systems

Agriculture Drones

Telecom

Mesh Networking

IoT Beacons

Wireless Charging

Networking Devices

Data Storage Solutions

5G Networking Gear

Cloud Computing

Gaming & LED

Arcade Systems

LED Lighting

Sound Systems

VR Equipment

Interactive Gaming UI

Advanced LED Arrays



Members









Design Partners







Supply Chain Partners















COMPETITIVE STRENGTHS

Product portfolio expansion driven by customer needs and industry technological advancements.

Wide-ranging portfolio with applications across multiple industries.

Diversification mitigates industry concentration risks and reduces vulnerability to downturns in specific verticals.

Engineering expertise in complex product manufacturing from micro-electronics to large box build assemblies.

Comprehensive in-house capabilities for designing and manufacturing.

Long-term, established **customer relationships** fostering collaboration throughout the product lifecycle.

Well-positioned for increasing **product variety**, shipment volume, and expanding market coverage.

Strong supply chain and sourcing network spanning India, China, USA, UK, Hong Kong, Singapore, Taiwan, Ireland, and Thailand.

Quality assurance ensured through dedicated resources and rigorous testing protocols (functional, reliability, drop tests).

Experienced management and qualified employee base enhancing operational capabilities and product technical quality.

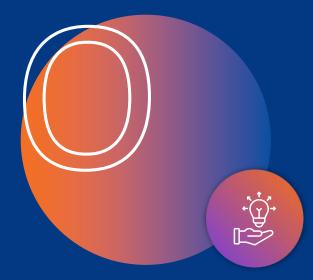




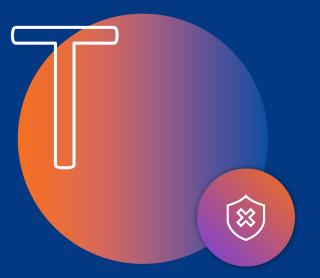
- Advanced manufacturing capabilities with state-of-the-art technology aligned with Industry 4.0.
- Diverse customer base across automotive, consumer electronics, telecommunications, and industrial sectors.
- Strong focus on research and development.
- Commitment to high-quality standards and certifications.



- Dependency on key suppliers for critical components.
- Vulnerability to market fluctuations in specific sectors.



- Expansion into emerging markets with increasing demand for electronics.
- Integration of IoT, AI, and automation technologies.
- Government incentives for electronics manufacturing.



- Intense competition from global and local electronics manufacturers.
- Supply chain disruptions and raw material shortages.
- Compliance with evolving regulatory standards.

Way Forward

www.aimtron.in



STRATEGY FOR GROWTH

Diversified Industry Focus:

 Targeting diverse sectors including Industrial, Medical & Healthcare, Automobiles, Power, Gaming, and UAVs, leveraging robust manufacturing capabilities to capitalize on emerging market trends.

Operational Efficiency Enhancement::

- Continuously improving operational efficiencies to enhance economies of scale and competitiveness.
- Optimizing production capacity and supply chain management to reduce costs and strengthen market position.
- Leveraging digital solutions like "Aimnet" for efficient machinery utilization and production optimization.

Geographical Expansion:

- Strengthening global presence with a focus on expanding into European and Australian markets.
- Increasing market penetration through targeted sales, marketing initiatives, and participation in international exhibitions.

Backward Integration and Expansion:

- Planning backward integration to enhance manufacturing capabilities, including setting up integrated cable assembly lines and expanding SMT capacity.
- In-house manufacturing of components to reduce dependency on third-party suppliers and improve supply chain efficiency.

Market Expansion Strategy:

- Medical & Healthcare Equipment: Focusing on India's growing medical device market with strategic initiatives and policy support.
- Industrial Sector: Exploiting opportunities in India's expanding electronics manufacturing sector, supported by PLI schemes and global investments.
- Automobile Industry: Seizing growth in the electric vehicle market through significant investments in manufacturing and infrastructure.
- **Drone Technologies**: Tapping into the burgeoning UAV market in India and globally.
- **Defence & Aerospace:** AS9100 certification process underway to serve the sector.

40-50%
CAGR
for 3 to 5 years

Back

Performance Highlight & Financial Metrics

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Enhanced Manufacturing Capacity & Capability

(New SMT Line to operate from Nov 2024)

- Trial Production Underway
- Al-Driven Advanced Inspection for Enhanced Quality
- Expected to Drive Production Efficiency and Revenue Growth in the Coming Quarters



Make in India Initiative

Completed first-stage vendor registration with key industry players like **BEL, BHEL, HAL, and Bharat Forge**



Global Expansion

(Wholly Owned Subsidiary)

- Established Aimtron Electronics LLC in Texas, USA
- Accessing new markets and driving sales growth



Operational Efficiency

Enhancements in factory layout using LEAN, 5S, and Six Sigma methodologies, coupled with the implementation of advanced inventory tracking and hands-free processes, have significantly boosted efficiency



Expansion into Emerging Sectors (Onboarding New Clients)

- Defence, IoT, AI, and International Drone Market
- **IoT's revenue contribution** has grown from approximately 7% in FY24 to around **18% in H1FY25**



BUSINESS HIGHLIGHTS – H1FY25

CDSCO Approval

Enabling the company to enter the medical equipment market

AS9100 Certification

Certification process has commenced for Aerospace and Defence.



Zero Debt Company

as on 30th September 2024

Revenue

Rs 576.9 Mn

33.9% YoY A

EBITDA

Rs 147.0 Mn

30.7% YoY •

KEYFINANCIAL INDICATORS (H1/FY25)

Net Profit
Rs 111.8 Mn

57.4% YoY •

Net Profit Margin
19.4%
+289 bps YoY ▲



Order Book

as on 30th September 2024

Rs 1350 Mn

1.5x FY24 Revenue

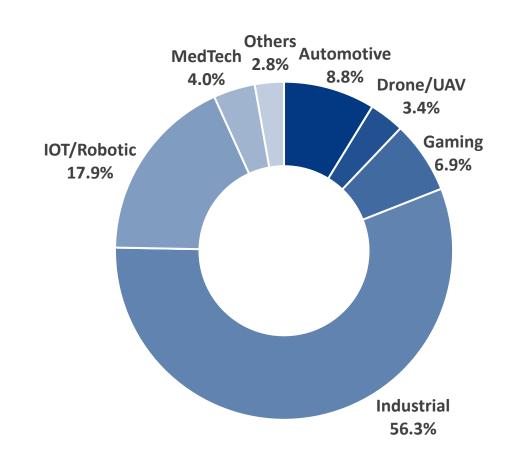


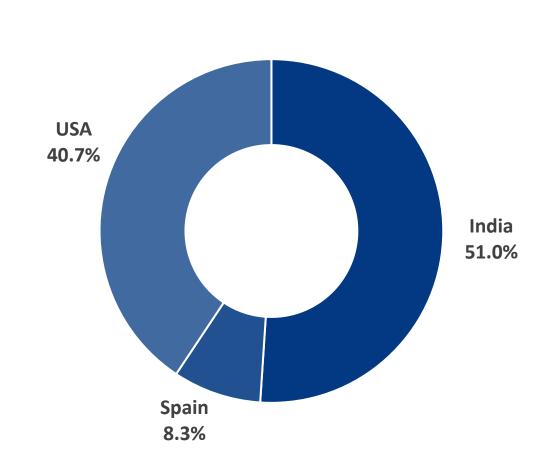
REVENUE BREAKDOWN (H1FY25)

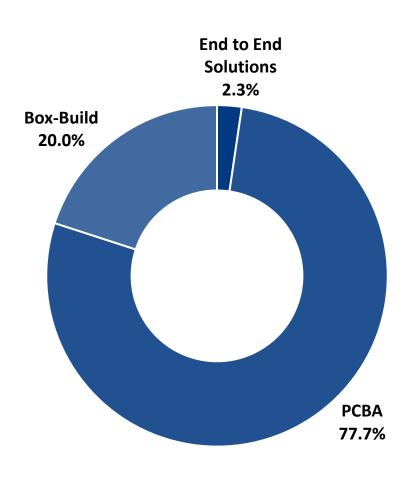
Industry Wise

Geography Wise

Segment Wise









Order Book (H1FY25)

Order Book Summary

Particulars	Rs Mn
Opening Order Book	1,300
Orders received	627
Orders Executed	577
Closing Order Book	1350

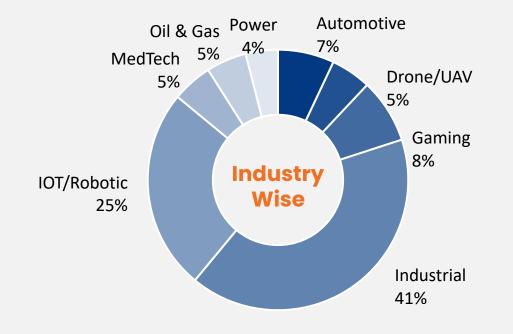
Defence Sector

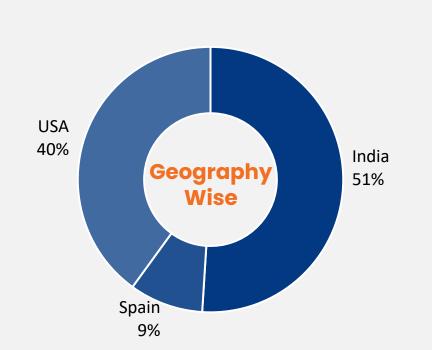
Orders received from International Market & Navratna PSU. Engaging with a client on potential deals worth \$10 million, to be executed over the next two years.

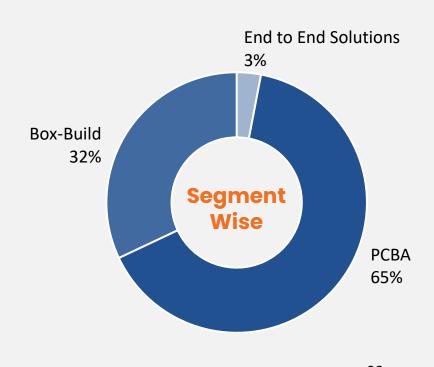
Al Sector

Strong pipeline for mass production

Closing Order Book Bifurcation









HALF YEARLY RESULT SUMMARY

Particulars (INR Mn)	H1FY25	H2FY24	H1FY24	YoY%	НоН%	FY24	FY23	YoY%
Revenue from Operations	576.9	499.1	430.7	33.9	15.6	929.8	835.1	11.3
Total Expenditure	429.9	375.3	318.2	35.1	14.5	693.5	616.6	12.5
COGS	383.6	309.1	265.6	44.4	24.1	574.8	554.1	3.7
Employee Benefit Expenses	32.4	31.1	26.9	20.4	4.0	58.0	35.8	61.8
Other Expenses	13.9	35.1	25.7	(45.9)	(60.4)	60.8	26.7	127.5
EBITDA	147.0	123.8	112.5	30.7	18.8	236.3	218.4	8.2
EBITDA Margin (%)	25.5	24.8	26.1	-63 bps	+69 bps	25.4	26.2	-75 bps
Other Income	11.3	(0.6)	8.1	38.6	(100.00)	7.5	8.1	(7.3)
Depreciation	18.9	22.1	19.0	(0.7)	(14.5)	41.1	42.7	(3.8)
EBIT	139.4	101.1	101.6	37.2	37.9	202.7	183.9	10.2
Interest	2.7	7.7	8.1	(67.0)	(65.0)	15.8	13.2	19.9
Profit Before Tax	136.7	93.4	93.5	46.3	46.4	186.9	170.7	9.5
Tax	24.9	28.5	22.4	11.0	(12.5)	50.9	50.7	0.4
Profit After Tax	111.8	65.0	71.0	57.4	72.2	136.0	120.0	13.3
Net Profit Margin (%)	19.4	13.0	16.5	+289 bps	+637 bps	14.6	14.4	+26 bps
Earnings Per Share (Rs)*	5.48#	4.33	4.88	12.2	26.6	9.06	8.25	9.8

^{*}In FY23, issued 11.6 Mn bonus shares in the ratio of 4:1, hence historical EPS is recalculated for equitable comparison. #Adjusted for IPO



INCOME STATEMENT

Particulars (INR Mn)	FY21	FY22	FY23	FY24
Revenue from Operations	527.8	263.2	835.1	929.8
Total Expenditure	323.4	269.2	616.6	693.5
COGS	282.0	206.1	554.1	574.8
Employee Benefit Expenses	28.2	39.5	35.8	58.0
Other Expenses	13.2	23.6	26.7	60.8
EBITDA	204.4	(6.0)	218.4	236.3
EBITDA Margin (%)	38.7	(2.3)	26.2	25.4
Other Income	12.8	5.7	8.1	7.5
Depreciation	6.8	14.7	42.7	41.1
EBIT	210.4	(15.0)	183.9	202.7
Interest	0.3	1.2	13.2	15.8
Profit Before Tax	210.1	(16.2)	170.7	186.9
Tax	52.9	1.8	50.7	50.9
Profit After Tax	157.2	(18.0)	120.0	136.0
Net Profit Margin (%)	29.8	(6.8)	14.4	14.6
Earnings Per Share (Rs)*	45.94	(5.16)	8.25	9.06

^{*}In FY23, issued 11.6 Mn bonus shares in the ratio of 4:1, hence historical EPS is recalculated for equitable comparison.



BALANCE SHEET

Particulars (INR Mn)	FY23	FY24	H1FY25
EQUITY & LIABILITIES			
Shareholders' Funds	353.0	517.0	1405.3
Share Capital	29.1	150.1	204.1
Reserves & Surplus	323.9	366.9	1201.2
Non-Current Liabilities	151.7	128.3	6.1
Long Term Borrowings	147.9	122.9	-
Deferred Tax Liability (Net)	3.7	1.4	1.3
Long-Term Provisions	-	4.0	4.8
Current Liabilities	446.6	280.9	285.8
Short Term Borrowings	24.0	23.0	17.4
Trade Payables	63.7	56.8	99.2
Short Term Provisions	46.3	49.5	26.5
Other Current Liabilities	312.7	151.6	142.6
TOTAL	951.3	926.2	1697.2

Particulars (INR Mn)	FY23	FY24	H1FY25
ASSETS			
Non-Current Assets	233.2	232.1	250.3
Property, Plant & Equipment	227.4	226.1	213.6
Long Term Loans and Advances	1.3	1.4	1.4
Other Non-Current Assets	4.5	4.6	35.3
Current Assets	718.1	694.2	1446.9
Inventories	490.9	357.4	360.6
Trade Receivables	33.7	166.8	266.4
Cash & Cash Equivalents	6.5	41.5	564.0
Short Term Loans & Advances	150.2	13.0	56.4
Other Current Assets	36.8	115.5	199.5
TOTAL	951.3	926.2	1697.2

Industry Insight

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ESDM INDUSTRY - AN OVERVIEW

Electronics System Design & Manufacturing (ESDM) industry in India is poised for continued growth & transformation Supported by favorable government policies, investments in infrastructure and technology, and a skilled workforce

Market Growth and Demand

- The ESDM sector in India is witnessing substantial growth driven by increasing demand from various sectors such as consumer electronics, telecommunications, automotive electronics, and industrial electronics.
- This demand is fueled by the growing adoption of electronic devices and systems across both urban and rural markets.

Investments and Infrastructure

- There has been a significant influx of investments in the ESDM sector, aimed at expanding manufacturing capabilities and upgrading technological infrastructure.
- This includes investments in semiconductor fabs, electronics manufacturing clusters (EMCs), and research and development (R&D) facilities.

Skill Development

- Skill development initiatives are crucial for building a skilled workforce capable of meeting the evolving demands of the ESDM industry.
- Various skill development programs and collaborations with educational institutions are focused on training professionals in areas like design, manufacturing, and testing of electronic products.

Government Initiatives

- The Indian government has launched several initiatives to promote domestic manufacturing and enhance the ESDM ecosystem.
- Initiatives like the "Make in India" campaign and the Production Linked Incentive (PLI) scheme for electronics manufacturing have been instrumental in attracting investments and boosting local production.

Technological Advancements

- The industry is advancing rapidly with innovations in technology such as Internet of Things (IoT), artificial intelligence (AI), machine learning (ML), and advanced manufacturing technologies.
- These advancements are driving efficiency, productivity, and competitiveness in the global market.

Global Competitiveness

- India's ESDM sector is increasingly becoming globally competitive, with the capability to cater to international markets.
- The focus on quality standards, cost-effectiveness, and innovation is positioning Indian companies as preferred partners for global electronics manufacturers.





INDUSTRY INSIGHT

India's electronics sector is set to harness US\$ 7 billion untapped revenue by 2035 via circular business model and policy pathways, industry stakeholders said. Current commitments and targets set the projected market size for these circular models at US\$ 13 billion in 2035.

- India is the second fastest digitizing economy amongst the 17 leading economies of the world.
- The Government of India aims to make Electronics Goods amongst India's 2-3 top-ranking exports by 2026.
- Electronics Goods exports are expected to increase from the projected US\$ 15 billion in 2021-22 to US\$ 120 billion by 2026.

India has overtaken China as the second-largest manufacturer of mobile devices in the world, according to a report released by the international research firm Counterpoint

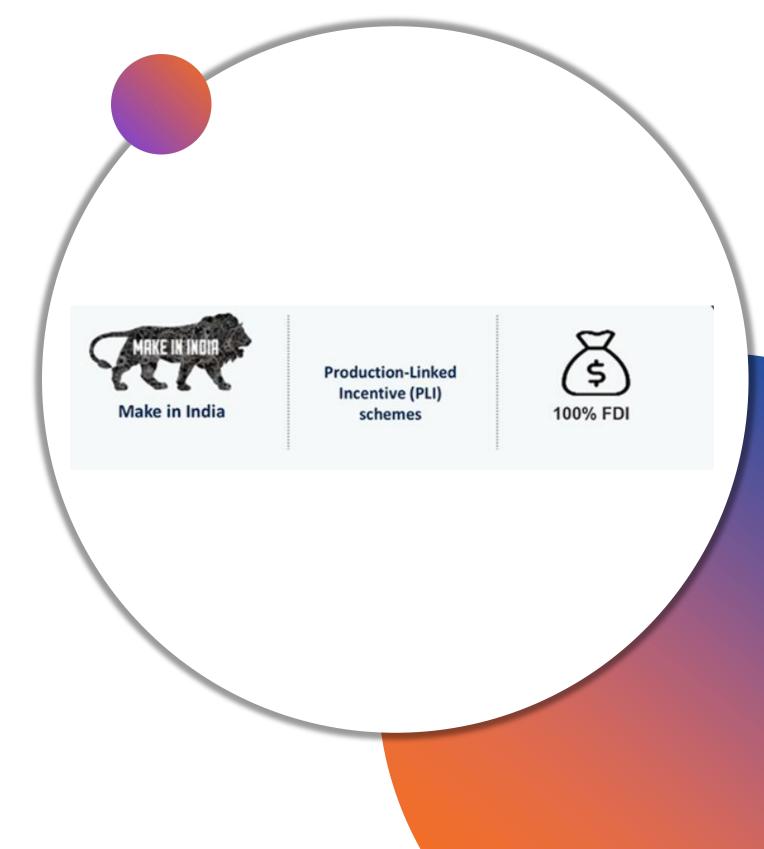
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GOVERNMENT INITIATIVES

The National Policy on Electronics (NPE) 2019 envisions to position India as a global hub for ESDM by encouraging and driving capabilities in the Country for developing core components, including chipsets and by creating an enabling environment for the industry to compete globally.

- The Government attaches high priority to electronics hardware manufacturing, and it is one of the important pillars of both "Make in India" and "Digital India" programme of Government of India.
- Union Budget 2023-24 has allocated Rs. 16,549 crore (US\$ 2 billion) for the Ministry of Electronics and Information Technology, which is nearly 40% higher on year.
- In March 2024, the Cabinet approved a massive US\$ 15.2 billion (Rs. 1.26 trillion) investment in three semiconductor plants, signifying India's technological progress.
- Production-linked scheme (PLI) for large-scale electronics manufacturing (including mobiles) has seen investments worth Rs. 6,887 crore (US\$ 833 million) (till June 2023), already surpassing the target for FY24 which was Rs. 5,488 crore (US\$ 664.4 million).



Appendices

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AWARDS & RECOGNITIONS



2nd Prize for Exports (SME Category)

2nd Prize for Quality (SME Category)





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