

Date: 20th August 2024

To,
The Corporate Relationship Dept.,
National Stock Exchange of India Limited,
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai - 400 051

Sub: Business update for April to June 2024.

Dear Sir/Madam,

We are pleased to provide you with the Business Update for the first quarter of fiscal year 2025 (April to June 2024) of our Company. This report contains a comprehensive overview of our performance during this period and highlights any significant developments or changes within our organization.

Thank you for your interest in our company's progress.

Yours sincerely,
For Aimtron Electronics Limited,

Mukesh Jeram Vasani
Chairman & Director
DIN: 06542536



Aimtron Electronics Limited

Business Update for Apr to Jun 2024

20th August 2024: Aimtron Electronics Ltd, founded in 2011, offers comprehensive Electronics System Design and Manufacturing (ESDM) solutions, including PCB design, assembly, and full systems manufacturing (EMS). We cater to various sectors with customized solutions, supporting clients from design & engineering services to turnkey production. We are pleased to present the following business update for April to June 2024.

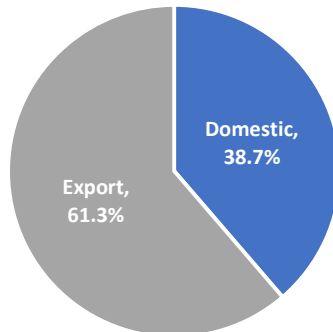
Revenue Insights:

- **Strong Revenue Growth:** The company achieved robust revenue growth in Q1 FY25, with a 28% year-over-year (YoY) increase, reaching Rs 232.61 Mn from Rs 181.29 Mn.

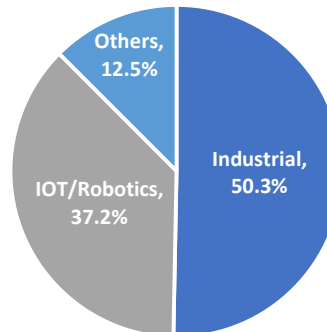
Order Book:

- **Strong order book:** Open orders worth Rs ~1300 Mn (**1.4x FY24 revenue**) indicate a healthy pipeline and ongoing revenue generation.
- **Open Order Book (as on 31st July 2024)**

Open Order Book by Region



Open Order Book by Segment



Drivers of Growth:

Several key factors contributed to our impressive Q1 FY25 performance.

- **Expansion into new sectors:** Onboarding new clients from defence, IoT, AI, and international drone sectors has diversified our portfolio, fuelling growth this quarter.
- **Operational efficiency:** Enhancements in factory layout through LEAN, 5S, and Six Sigma methodologies, along with the introduction of advanced inventory tracking and hands-free processes, have significantly boosted efficiency.
- **Regulatory compliance:** The CDSCO approval is a significant milestone, enabling the company to enter the medical equipment market and contributing to the total revenue for the quarter.

Anticipated Development & Way Forward Strategies:

- **Make in India Initiative:** Completed first-stage vendor registration with key industry players like BEL, BHEL, HAL, and Bharat Forge.
- **Global Expansion:** Establishing a new office in Texas, USA, to access new markets and drive sales growth.
- **International Drone Market Growth:** Targeting expansion in this sector, with NDA processes and tooling orders currently underway.
- **Enhanced Production Capacity:** The upcoming SMT line, equipped with AI (Artificial Intelligence) for advanced inspection capabilities, is expected to boost production efficiency and revenue in the coming quarters.
- **Focus on IoT Advancements:** Continued emphasis on **advancing Internet of Things (IoT)** technologies.

Our way forward strategy involves broadening industry focus, enhancing operational efficiency, expanding geographically, integrating supply chain processes, and increasing market reach.

Overview & Key Highlights of Aimtron Electronics Limited:

- Aimtron Electronics has **evolved from PCB design and assembly to offering comprehensive ESDM solutions**, including PCB design, assembly, and full electronic systems manufacturing, with customized solutions across various sectors and a focus on client satisfaction and operational excellence.
- Specializes in **Electronics System Design and Manufacturing (ESDM)**, with a focus on **high-value precision engineering products**.
- Continually enhances its manufacturing **expertise across various industries**.
- Service integration has been strengthened to effectively **support multiple industry verticals**.
- **One-stop ESDM service provider**.
- Expertise in **engineering and complex product manufacturing**.
- Boasts a **diverse product portfolio** spanning multiple industries.
- Operates **5 SMT lines**, including new SMT line currently in development.
- Over **100 years** of cumulative design experience.
- Completed more than **250 embedded design projects**.
- Over **500 customers globally** have been satisfied with the company's services.

Comprehensive Overview of Product Portfolio:

- **Box Build Assembly:** Integrates enclosures, cables, and components, offering custom solutions for automated test equipment.
- **Printed Circuit Board Assemblies (PCBA):** Delivers complete PCB design and assembly from concept to production, with extensive testing.
- **Integrated Design Solutions:** Provides end-to-end services from design to mass manufacturing, including testing and global delivery.

Manufacturing Facility & Capabilities:

- Strategic **facilities with advanced infrastructure and technology** are located in **Vadodara, Gujarat** and **Bengaluru, Karnataka**.
- Certified with **ISO 13485:2016, ISO 14001:2015, EN ISO 9001:2015, and IATF 16949:2016**.
- **Equipped** with 4 (+1 upcoming) Surface Mount Technology (“SMT”) lines, 37 Through (Soldering) Hole setup station (“THT”) lines, 3 Box Build Assembly lines.
- **Capabilities** encompass Product Design, Electromechanical Assembly, Turnkey Manufacturing, Surface Mount Technology, Electronics Testing, Thru-Hole PCB Assembly, Custom Cables & Harnesses.

Commenting on the update, Mr. Mukesh Jeram Vasani, Chairman, said "I'm pleased to announce that Aimtron Electronics has achieved significant growth in Q1 FY25, with a 28% increase in revenue. Our expansion into new sectors, and the upcoming new infrastructures including robotic Fuji SMT line highlight our commitment to operational efficiency and global growth. Our current order book of Rs 1300 Mn, viz., 1.4x FY24 revenue, augurs significant growth visibility for the current year. With the establishment of our new office in Texas and the CDSCO approval, we are well-positioned for continued success. Our strategic focus on broadening industry reach and advancing technology remains a driving force behind our progress and client satisfaction."

Note: All information in the business update is provisional and unaudited

For further information, please contact



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