

Date: August 5, 2026

To,

BSE Limited,
20th Floor, P.J. Towers,
Dalal Street,
Mumbai - 400001.
BSE Scrip Code: 544356

National Stock Exchange of India Limited,
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex, Bandra (E), Mumbai –
400 051
NSE Scrip Symbol: AJAXENGG

Subject: Analysts/ Investors' Presentation

Dear Sir/Ma'am,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and further to our communication dated July 31, 2026, we are enclosing herewith a copy of the Presentation to be made during the Investor meeting as scheduled on Thursday, August 6, 2026.

The above information is also hosted on the website of the Company at <https://www.ajaxengg.com/investor-relations>.

Kindly take the same in your record.

Thanking you,

For Ajax Engineering Limited
(Formerly known as Ajax Engineering Private Limited)

Shruti Vishwanath Shetty
Company Secretary and Compliance Officer
Membership No. A33617



Ajax Engineering Limited

**BUILDING INDIA WITH NEXT-GEN 360°
CONCRETE SOLUTIONS**

Investor Presentation
August 2026



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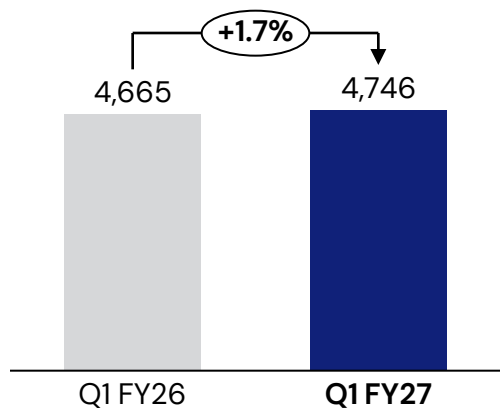
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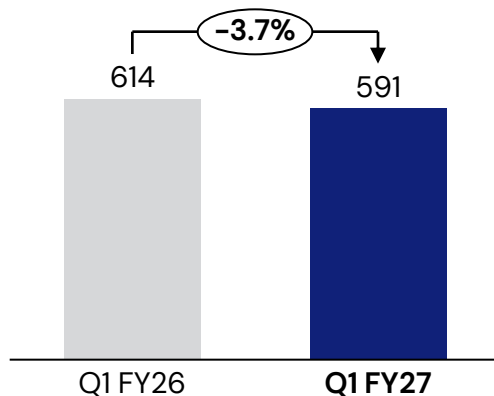
Q1 FY27 Performance

Financial Highlights – Q1 FY27

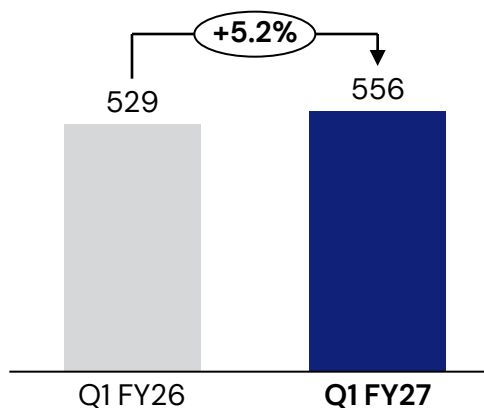
Revenue (₹ mn)



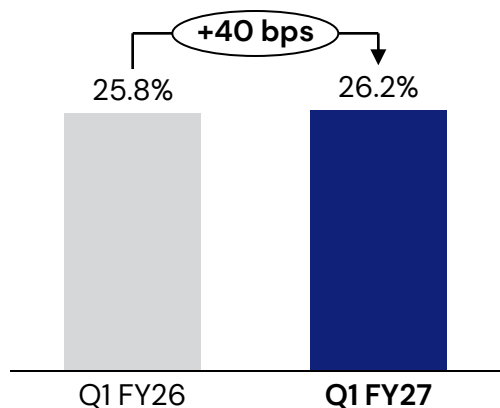
EBITDA (₹ mn)



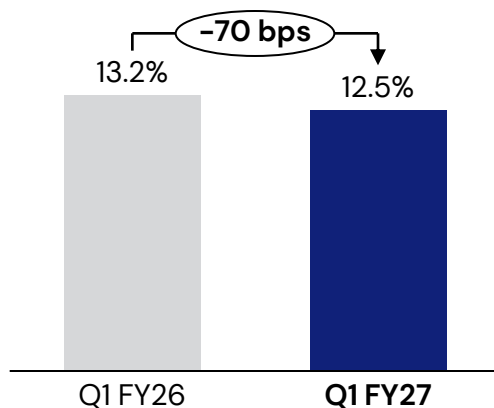
PAT (₹ mn)



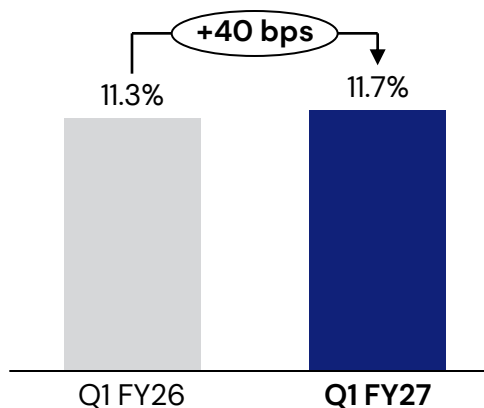
Gross Margin (%)



EBITDA Margin (%)



PAT Margin (%)



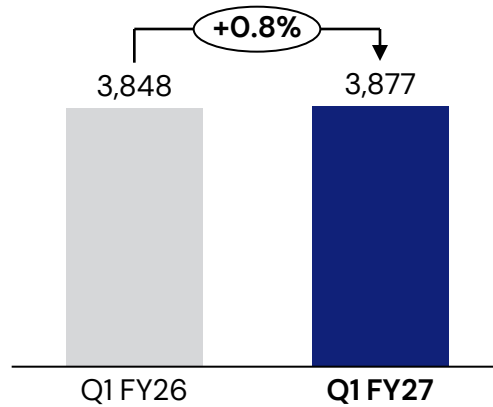
Key Highlights – Q1 FY27

- Revenue for Q1 FY27 stood at ₹ 4,746 mn, growing marginally over Q1 FY26. Growth was supported by price hikes and a favourable change in product mix.
- Profitability for Q1 FY27 impacted by adverse operating leverage coming from lower volumes compared to Q1 FY26.
- Continued to maintain strong cash position of ₹ 11,192 mn as of June 2026.

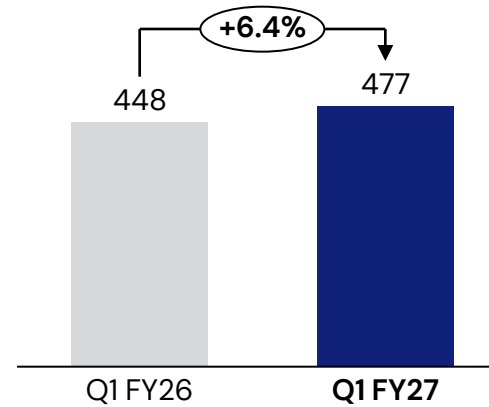
Financial Highlights – Q1 FY27

Segment-wise Revenue
(₹ mn)

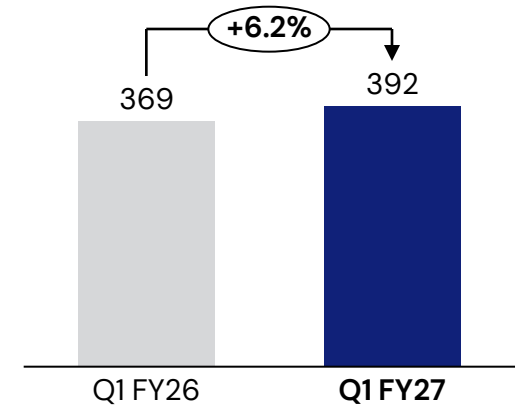
SLCM



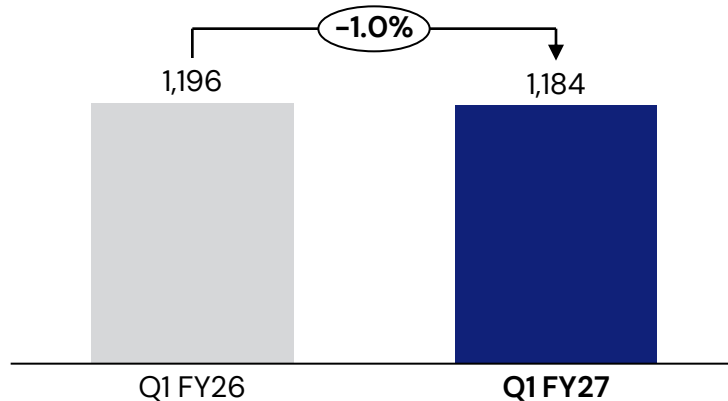
Non-SLCM



Spares & Services



SLCM Volumes (#)



Key Highlights – Q1 FY27

- **Increased SLCM retail market share to 75.1%** for Q1 FY27, compared to 69% in Q1 FY26 and 73.5% for the full year FY26.
- SLCM Revenue growth driven by pricing and product mix change. Non-SLCM Revenue growth driven by Pumps, supported further by the sale of one Slip-Form Paver in Q1 FY27.
- Cash flow constraints continued to dent contractor sentiments during the quarter.



Shubhabrata Saha

Managing Director &
Chief Executive Officer

Reflecting on the Q1 FY27 performance, Mr. Shubhabrata Saha, Managing Director & Chief Executive Officer, said:

"While India's infrastructure sector continues to hold strong long-term growth potential, the industry has been facing persistent short-term headwinds. The challenges experienced last year have extended into the first quarter of this year, with project execution remaining sluggish and government capital expenditure yet to reach anticipated levels. Resultant cash flow constraints continue to impact contractor sentiment, leading to soft incremental demand appetite.

The ~2% price increase implemented in Q4 FY26 supported growth during the quarter. Ajax remains the only player in the industry to have undertaken a price hike, with no corresponding action observed from competitors thus far. Our pricing strategy continues to be thoughtfully aligned with market conditions, customer sentiment, and prevailing industry dynamics. Despite the price increase, we expanded our market share in the SLCM segment to 75.1% during the quarter, underscoring the strength of the Ajax brand and the robust distribution network we have built over the years.

While Q2 is expected to remain seasonally soft, we expect business momentum to strengthen in the second half of the year. As we have consistently emphasized in the past, the business should be evaluated from an annualised and multi-year perspective.

We continue to manage the business with agility, discipline, and prudence, with an unwavering focus on guiding the business in a manner that supports sustainable long-term growth and value creation. Our financial position remains strong, supported by stable return metrics and cash balances in excess of ₹ 11,000 million as of June 2026."

Profit & Loss Statement – Q1 FY27

Profit & Loss Statement (₹ mn)	Q1 FY27	Q1 FY26	Y-o-Y
- SLCM Revenue	3,877	3,848	0.8%
- Non-SLCM Revenue	477	448	6.4%
- Spares & Services Revenue	392	369	6.2%
Total Revenue from Operations	4,746	4,665	1.7%
Cost of Goods Sold	3,503	3,460	
Gross Profit	1,243	1,205	3.2%
Gross Margin (%)	26.2%	25.8%	40 bps
Employee Cost	296	287	
Other Expenses	356	304	
EBITDA	591	614	-3.7%
EBITDA Margin (%)	12.5%	13.2%	-70 bps
Other Income	182	126	
Depreciation	28	30	
Finance Cost	2	1	
Profit Before Tax	743	709	4.7%
Tax Charge / (Credit)	187	181	
Profit After Tax	556	529	5.2%
PAT Margin (%)	11.7%	11.3%	40 bps



Recap of FY26

Industry Headwinds during FY26



Government spending remained **below** budgeted allocation



Pace of project execution remained **slow**



Cash disbursement to contractors was **delayed**

Ajax's Performance Highlights in FY26

Market Leadership

4th consecutive year of growth despite multiple external challenges

73.5% market share for FY26 in SLCM segment after dropping to 69% in Q1

Price Hike

~2% Price Hike taken in Q4 FY26 despite competitive resistance

Market share maintained despite pricing premium and price hike

Successful Emission Norm Transition

Entire CEV-IV inventory sold out. CEV-V machines launched in Q4 FY25;

Machines tested, stabilised, and seeing strong customer acceptance.

Financial Discipline

Maintained robust cash generation

Net Working Capital at lowest level in 5 years

Strong Balance Sheet with ₹ 11,208 mn of cash balance

FY26 – Financial Highlights

SLCM Revenue

₹ **17,575** mn
(Stable Y-o-Y)

Non-SLCM Revenue

₹ **1,934** mn
(+6.6% Y-o-Y)

Spares & Services Revenue

₹ **1,517** mn
(+8.7% Y-o-Y)

Total Revenue

₹ **21,025** mn
(+1.4% Y-o-Y)

Gross Margin

25.3%
(-180 bps Y-o-Y)

EBITDA

₹ **2,658** mn
(-16.4% Y-o-Y)

EBITDA Margin

12.6%
(-270 bps Y-o-Y)

PAT

₹ **2,251** mn
(-13.4% Y-o-Y)

ROCE | ROE

21.6% | 16.2%

OCF / EBITDA

142%

Working Capital Days

21 days

Cash Balance

₹ **11,208** mn



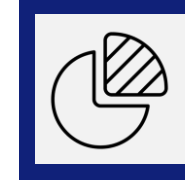
About Ajax Engineering

One of India's leading **Concrete Equipment** manufacturing companies



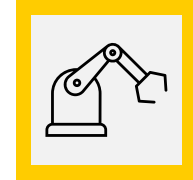
Diversified Product Basket

Catering to production, transportation and placement of concrete.



75% Market Share in SLCMs

Pioneer of Self Loading Concrete Mixer (SLCM) in India; **75.1%** Market Share in Q1 FY27.



Innovation and Technology

First Indian company to develop and supply Slip-Form Paver and 3D Concrete Printer.



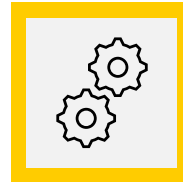
Diversified Supplier Base

Most of the input material procured domestically from **500+** suppliers.



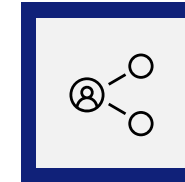
Lean Operations

Lean manufacturing and assembling operations, with Asset Turnover of **>7x**.



Focus on Design & Engineering

67 personnel in designing & engineering function, with focus on quality and consistency of throughput.



Widest Dealer Network

68 Dealers present pan-India with **132** customer touchpoints.



Diversified Customer Groups

Serving Small Contractors, Mid-Size Contractors and Rental Companies.

Comprehensive Product Portfolio



Production



SLCM | Batching Plant

Transportation

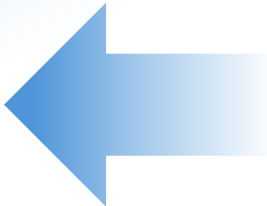


Transit Mixer

Placement



Self-Propelled Boom Pump



Comprehensive Product Portfolio

Paving



Slip-Form Paver

Printing



3D Concrete Printer



Roadways

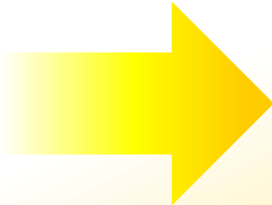


Waterways



Renewable Energy

Serving Diverse Use Cases



Airports



Railways



Industrial

Market Leadership in SLCM segment

Pioneered SLCMs in India in 1992

- ✓ **33+ years of proven performance** across different terrains and use cases
- ✓ **Machines continuously refined** through customer feedback to meet diverse operational needs
- ✓ **Consistency in quality without any drop in output quantity** of concrete till the machine operates
- ✓ Quality checks and long hours of on-ground testing ensure **lowest machine downtime** across the industry
- ✓ Widest dealer and service centre network along with availability of spare parts ensure **quick turnaround in case of downtime**
- ✓ **Highest resale value** in the industry owing to superior product quality and strong brand strength

75.1%

Retail Market Share in Q1 FY27

ARGO Series



UDAAN Series

Growing Non-SLCM Presence

18% Revenue CAGR over FY22-26; Focussing on Pumps and Batching Plants



Batching Plants

Produce 20 to 120 cubic metres of concrete per 20 mins



Concrete Pumps

Volumes have grown at 16% CAGR over FY22-26



Boom Pumps

Place concrete up to height of 44 mts.
45% Volume CAGR over FY22-26



Transit Mixer

Transport 6 to 10 cubic metres of concrete



Slip Form Paver

Exported two Pavers in FY25 and one Paver in Q1 FY27

Considerable Opportunity in Spares & Services Business

13,000+

SLCMs sold in last 5 years (FY 22-26)

SLCM Volume CAGR of ~14% over last 10 years (FY 16-26)

~8-10 years

Average Useful Life

Maintenance and spares requirement generally begins after 3rd / 4th year of operation

~₹ 0.8-1.0 lakh

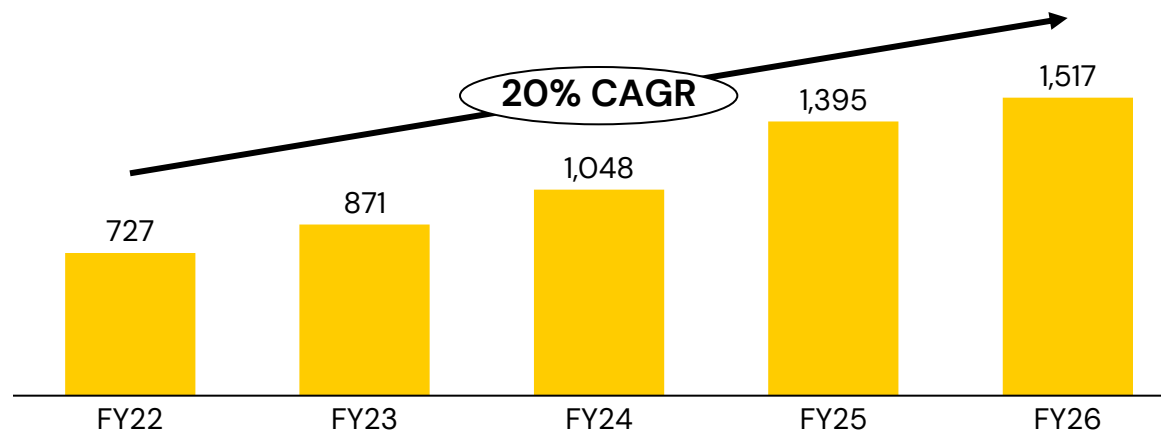
Annual expense per machine on maintenance, spares and services

71

Personnel dedicated to After-Sale Services

Fairly large installed base and growing volumes provides a considerable addressable market for our Spares & Services business, which has a higher margin profile.

Spares & Services Revenue (₹ mn)



Our Innovations Track Record



Self-Loading Concrete Mixer (SLCM) with Load Cell Technology

- ✓ Ensures quality and consistency in concrete production.
- ✓ Recognized by Legal Metrology Department of the Government of India.
- ✓ Used across Government departments such as the Public Works Department, Irrigation Department and Border Roads Organization.



Only Indian company to develop a **Slip-Form Paver** entirely in-house in 2019



First to commercialize **3D Concrete Printing Machine** developed in-house in 2023.



Udaan (Entry-level SLCM)

- ✓ Bridging the gap between Manual and Mechanised Mixers.
- ✓ 0.8 cubic metre capacity, ideal for rural housing and roads.
- ✓ Opens up entirely new set of use cases and customers.
- ✓ Affordable entry into mechanized concreting. Designed for first-time buyers with low operating cost and quick ROI.

R&D-driven Products Address Diverse Customer Requirements

Key Features Across Select Product Categories

SLCMs



Load Cell Weighing System



Concrete Batch Controllers

Batching Plants



SCADA-based Control Panel



Planetary Mixers

Boom Pumps



Hoppers and S-valves

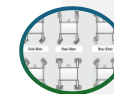


Reversible Operator Posts

Slip Form Pavers



Oscillation Correction Beams



Pre-Programmed Steering Systems



Key Customer Benefits



Cost Effective Solutions



Low Maintenance Requirements



Ergonomic Design



Accurate Measurement



Operation Ease



Extended Service Life



Efficient Operations



Minimize Spillage



Better Maneuverability



Easy Maintenance



Specific Concrete Placement



Reduced Labor Costs

Ajax School of Concrete Dedicated R&D and Training Facility

Specialised research in innovative concrete technologies, including cost-effective and efficient 3D concrete printing solutions



Developing optimal concrete mixes tailored for high-performance extrusion and sustainable construction



Specialised training programs for youth on concrete equipment operation, maintenance and safety



Equipping participants with essential skills through hands-on training, improving employability and operational efficiency



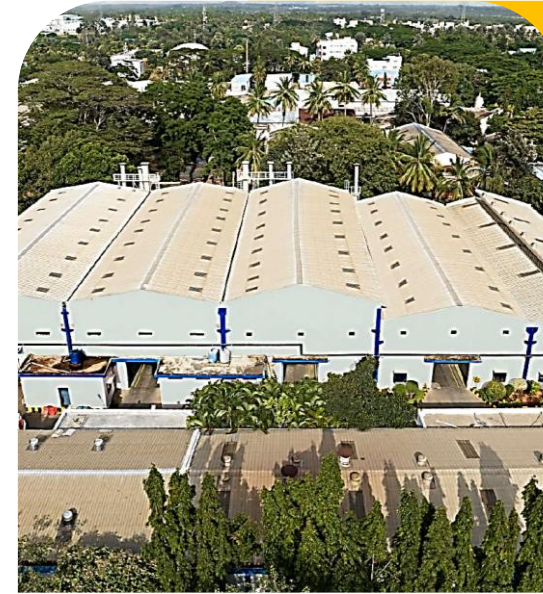
Tech-led Assembling and Manufacturing Facilities



Obadenahalli

ISO 9001:2015 certified
Area: **39,660 sq. mts.**
Products (Capacity in #*):
SLCM (7,200)

**Amongst world's largest
SLCM facilities**



Bashettihalli

ISO 9001:2015 certified
Area: **19,340 sq. mts.**
Products (Capacity in #*):
SLCM (180)
Concrete Pump (180)
Boom Pump (60)
Paver (3)
Transit Mixers (240)



Gowribidanur

Area: **78,920 sq. mts.**
Products (Capacity in #*):
Batching Plant (216)
Transit Mixers (480)



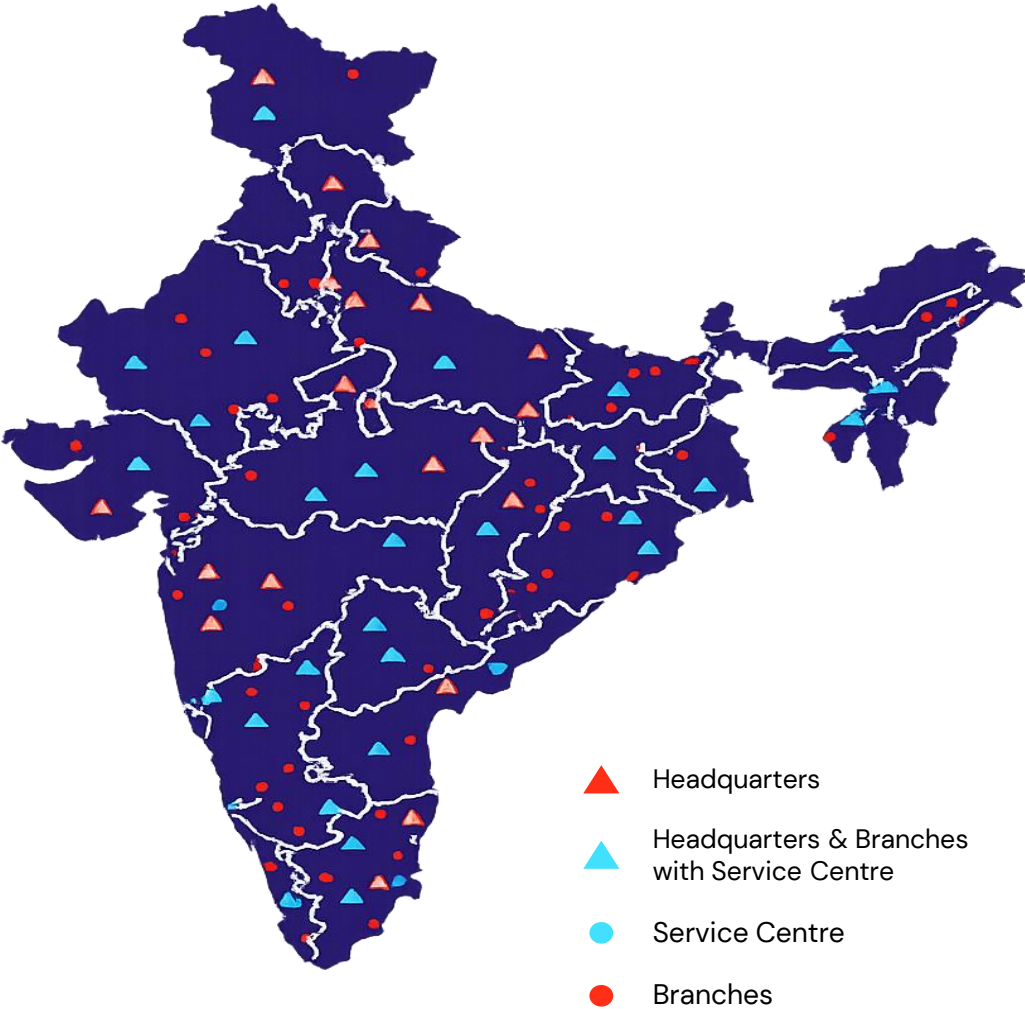
Adinarayanahosahalli

Upcoming facility
Fungible capacity to
assemble a variety of
concrete equipment.
**Expected to be
operational in H1 FY27**

Strong Market Reach with the Widest Dealer Network

Widest Pan-India Dealer Network in the Industry

All Dealers are **Exclusive to Ajax** in the Concrete Equipment Market



Global Presence through **31** International Distributors

30% Export Revenue CAGR over FY22-26

This map is only for the purpose of representation and is not to be considered an accurate geopolitical representation.

* Data as of June 2026.

Long Standing Diverse Customer Base

Serving Diverse Range of End Customers



**Individual
Contractors**



**Small and Mid-sized
Contracting Firms**



**Rental
Companies**

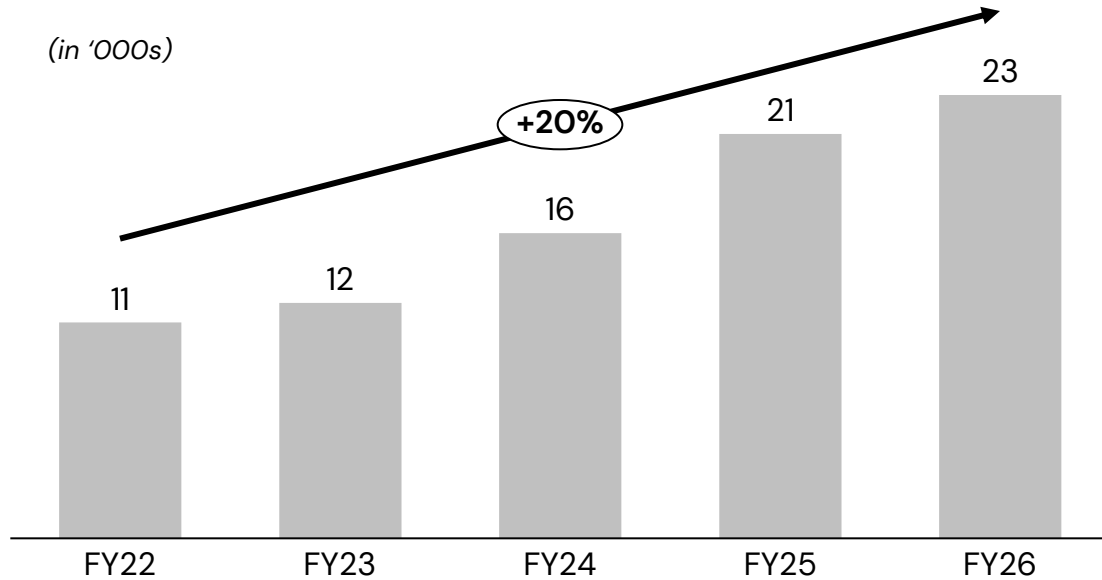


**Large Construction
Companies**



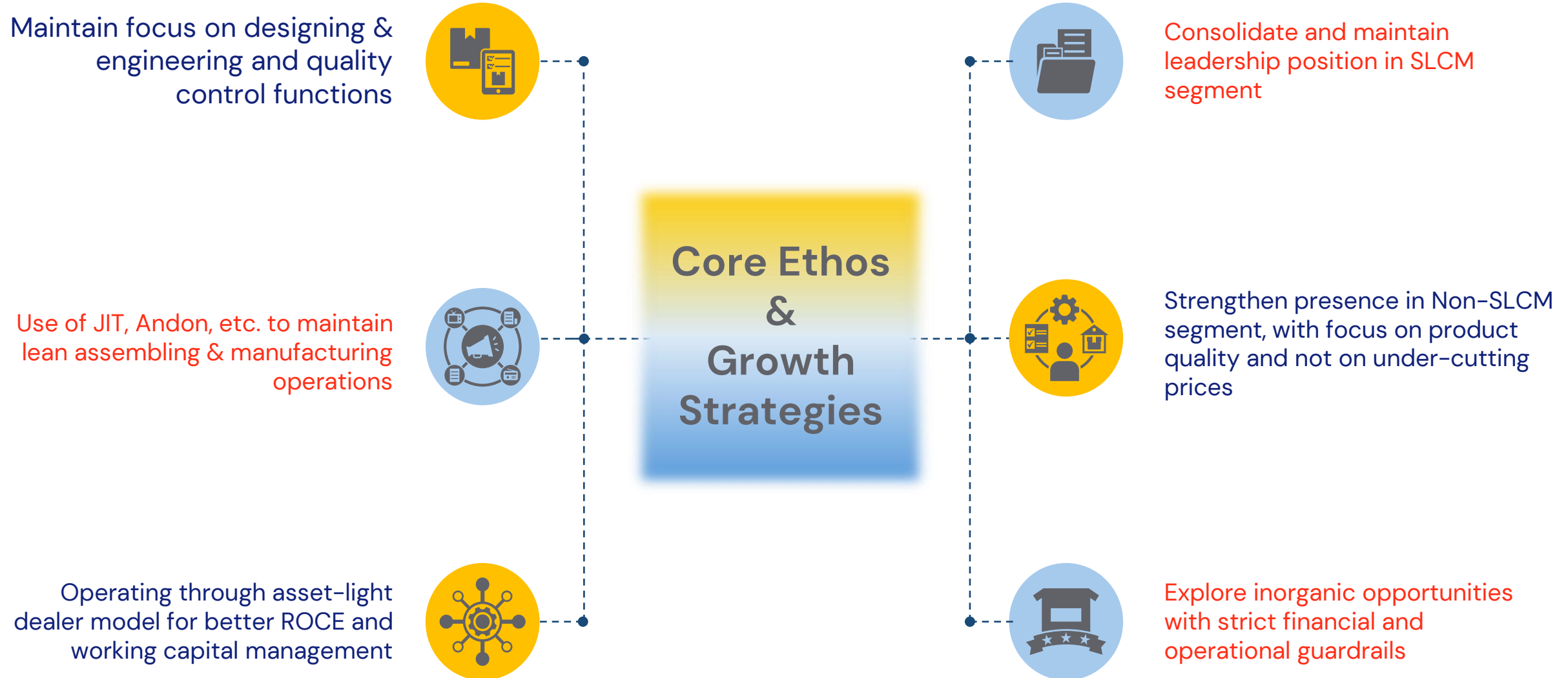
**Govt. Construction
Agencies**

Customer Base grew at **20% CAGR**



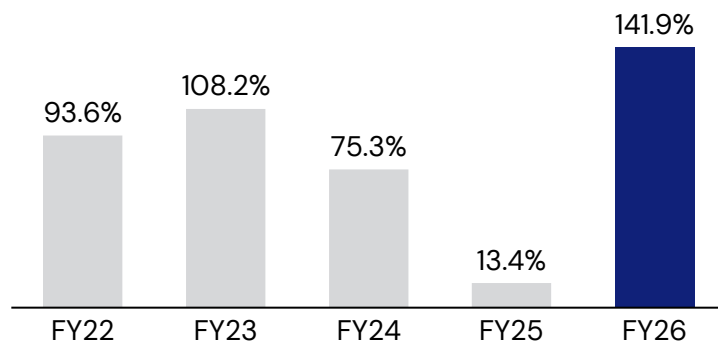
- ✓ **No customer concentration risk**
- ✓ **Long-standing relationships with most customers**
- ✓ **SLCM customers serving as a strong source of recommendations for non-SLCM equipment**
- ✓ **Ability to up-sell and grow with customers enhances customer loyalty**

Core Ethos and Growth Strategies

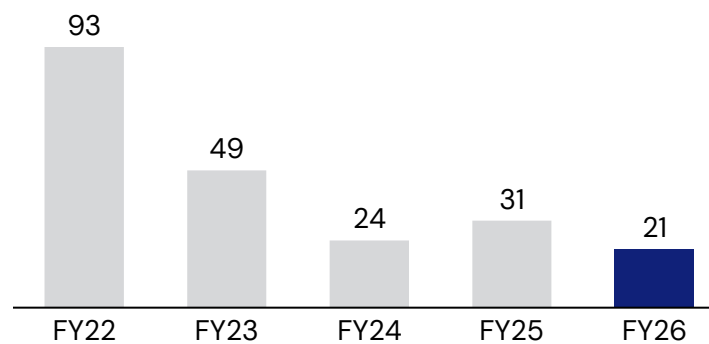


Financial Prudence & Discipline with Strong Return Ratios Track Record

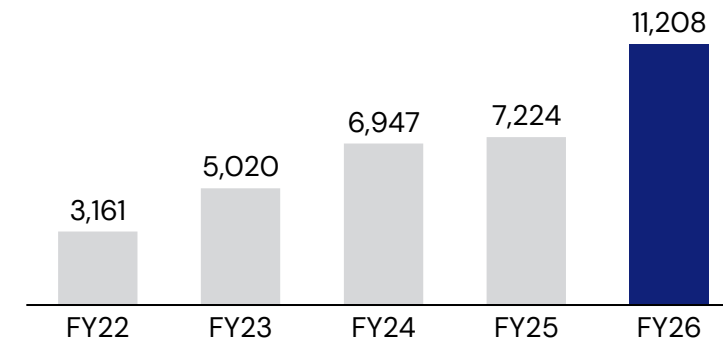
OCF to EBITDA ⁽¹⁾



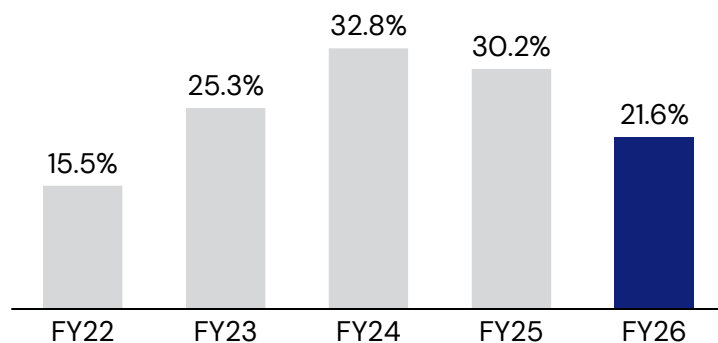
Net Working Capital Days ⁽²⁾



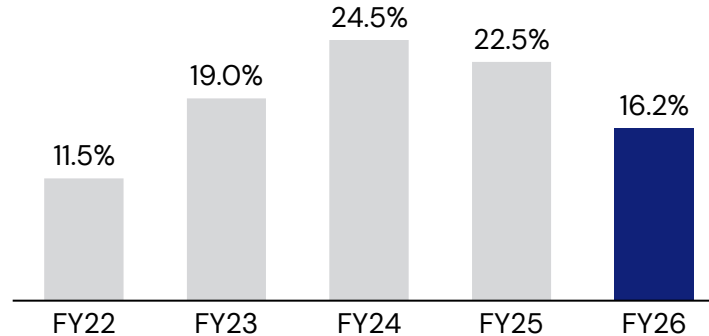
Cash Position (₹ Mn) ⁽³⁾



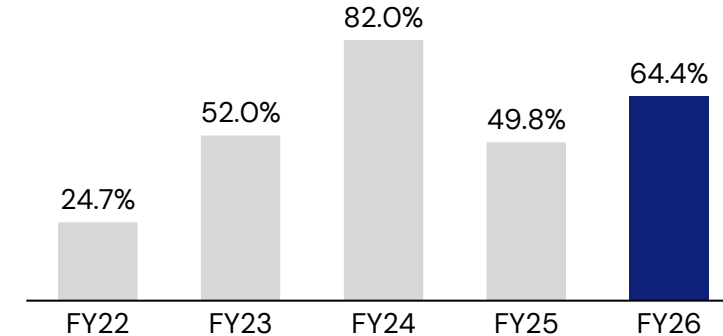
Return on Capital Employed ⁽⁴⁾



Return on Equity ⁽⁵⁾



Return on Invested Capital ⁽⁶⁾



Note: (1) Calculated as Cash Flow from Operations divided by EBITDA | (2) Calculated as Receivables Days plus Inventory Days (Finished Goods) + Inventory Days (Raw Material) less Payables Days | (3) Includes Cash & Cash Equivalents, Fixed Deposits and Current Investments | (4) Calculated as (Profit before Tax + Finance Cost) divided by Capital Employed. Capital Employed is calculated as sum of Equity Share Capital, Other Equity, Borrowings and Lease Liabilities (Current + Non-Current) | (5) Calculated as Profit for the Period divided by Total Equity. | (6) Net Operating Profit after Tax divided by Capital Employed excluding Cash & Cash Equivalents, Bank Balances Other Than Cash & Cash Equivalents and Current Investments.



Management Team

Experienced Board of Directors



Krishnaswamy Vijay
*Executive Chairman &
Whole Time Director*
Tractors Engineer | Larsen &
Toubro



Sachin Nandgaonkar
Nominee Director
Accenture | Boston Consulting
Group | RPG Group



Jayashree Sadagopan
Independent Director
Sun Pharma | Coromandel | PI
Industries | International Paper |
Wipro GE | Ford



D. A. Prasanna
Independent Director
Tata Services | Wipro GE Medical
Systems | Manipal Education |
Acunova | Manipal Acunova

Professional Management Team



Shubhabrata Saha

*Managing Director &
Chief Executive Officer*

Mahindra & Mahindra | Mangalore
Chemicals & Fertilizers



Ketan Pendse

Chief Financial Officer
TKIL Industries, Dow Corning



Anshul Joshi

Chief Planning & Strategy Officer
Mahindra & Mahindra



Joseph Peeris

Chief People Officer
Sterlite Industries | ELGI | Hinduja
Foundries | Renault Nissan | Jindal Steel



Shruti Shetty

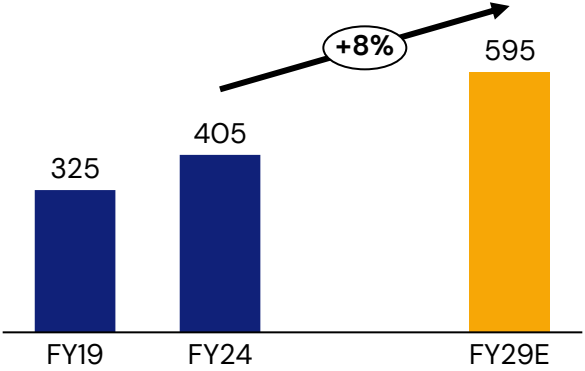
Company Secretary
ITT | GEA Group | Heubach



Industry Overview and Outlook

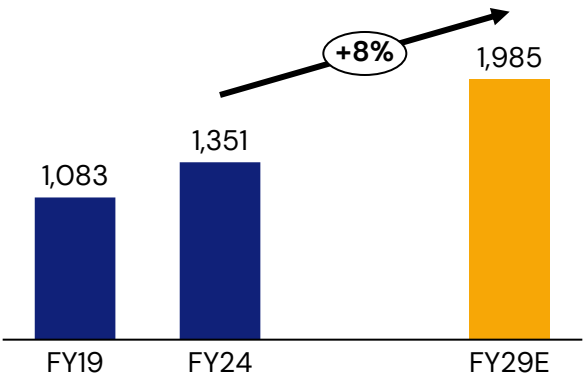
Cement and Concrete critical to India's development

Cement Consumption in India
(mn tons p.a.)



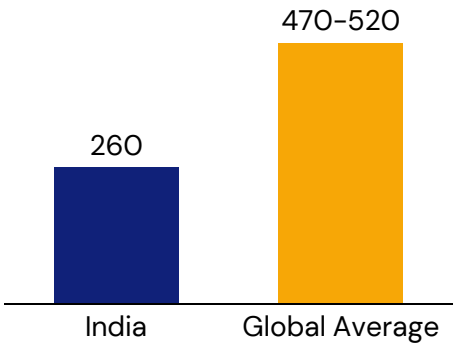
From roadways, waterways to renewable energy projects and buildings, cement and concrete are critical as India continues to develop horizontally and vertically.

Concrete consumption in India is poised to grow in-line with cement consumption due to inherent benefits it offers over other materials across various construction activities.



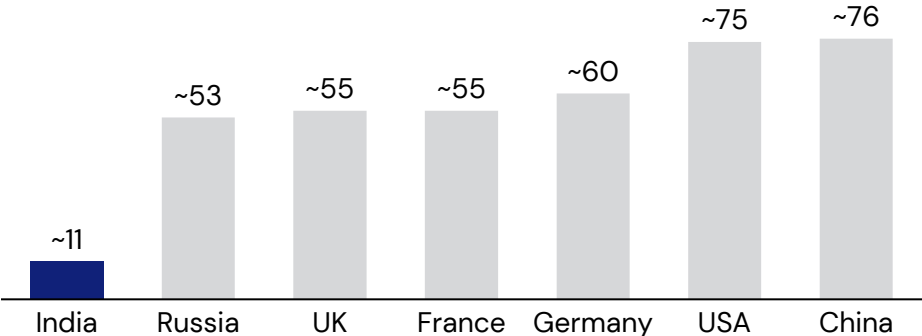
Concrete Consumption in India (mn cubic metres p.a.)

Per Capita Cement Consumption in CY23 (kg)



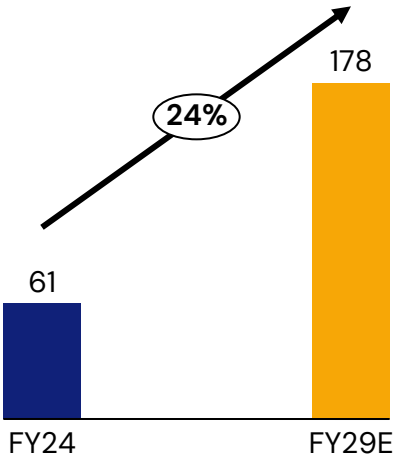
India's per capita cement consumption is ~50% lower than the global average indicating significant headroom for growth. Domestic cement consumption is expected to grow at a CAGR of ~8% over FY24-29E.

Under penetration of Ready Mix Concrete (RMC) in total domestic concrete consumption indicates significant headroom for expansion in-line with global trends.



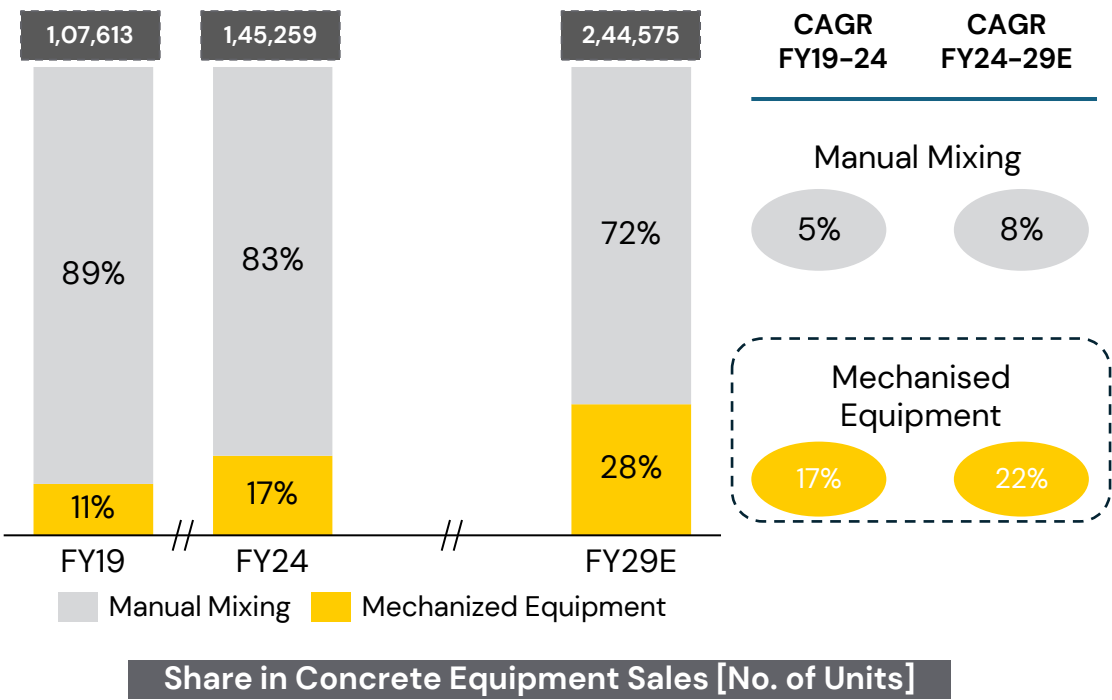
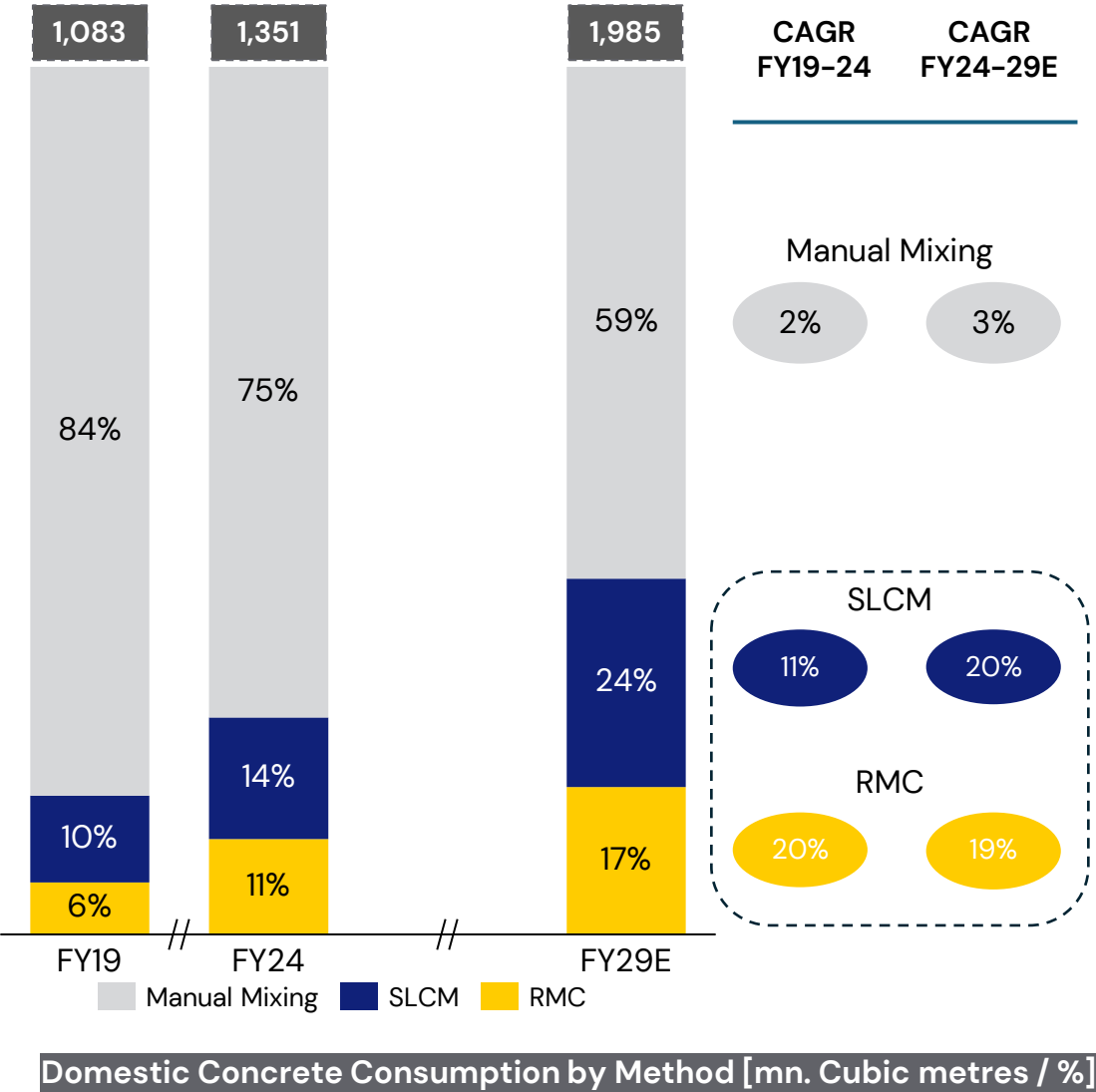
Ready Mix Concrete as a % of Total Concrete Consumption as of CY23

India's Mechanised Concrete Equipment Industry expected to grow at 24% over FY24-29E
(₹ Bn)



Mechanized Concrete Equipment expected to outperform Manual Mixers

Mechanized Concrete Equipment is projected to outperform Manual Mixers with penetration increasing to ~41% of domestic concrete consumption and ~28% of concrete equipment sales volume by FY29.



Total Market Size (₹ bn)



Mechanised Concrete Equipment Market Size (₹ bn / \$ mn)

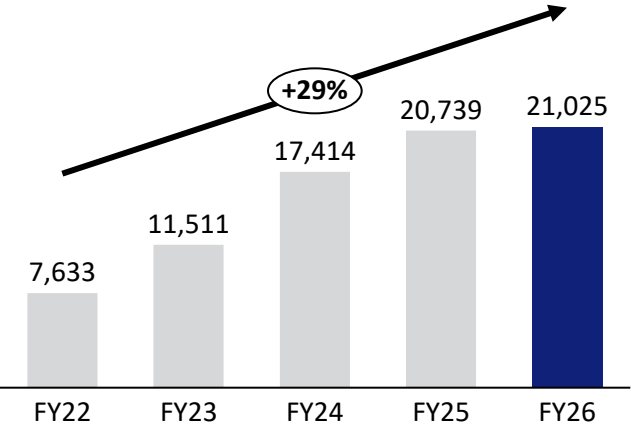




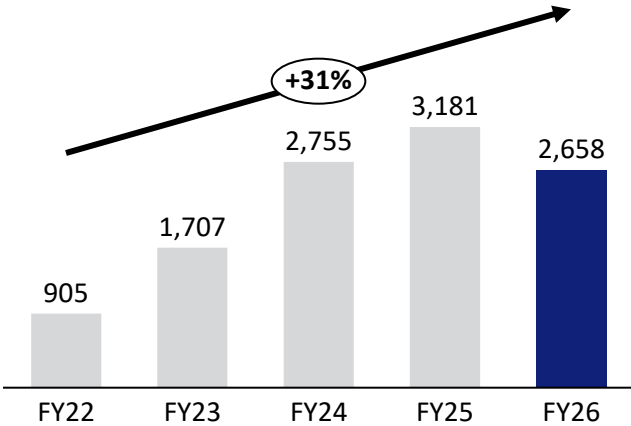
Historical Financial Performance

Historical Financial Highlights

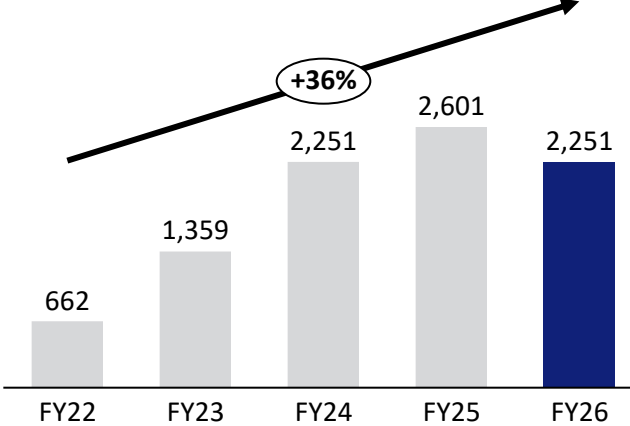
Revenue from Operations (₹ mn)



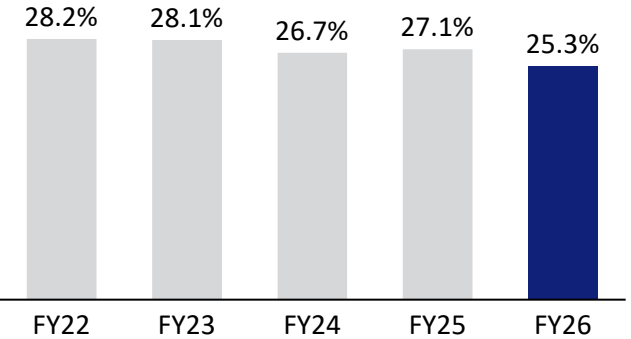
EBITDA (₹ mn)



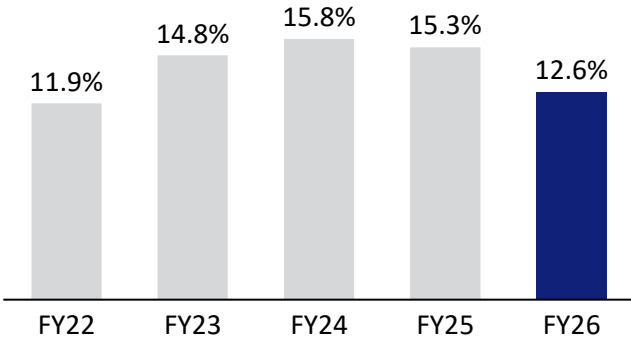
PAT (₹ mn)



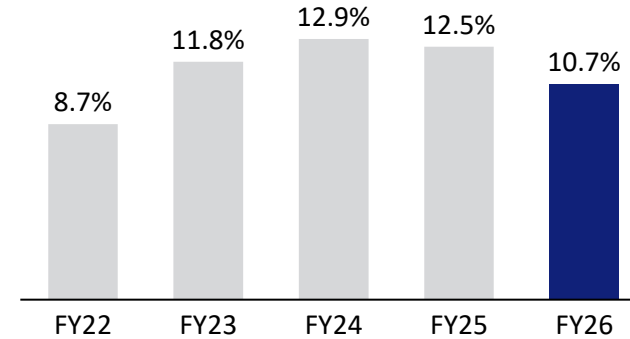
Gross Margin (%)



EBITDA Margin (%)



PAT Margin (%)



Historical Profit & Loss Statement

Profit & Loss Statement (₹ mn)	FY26	FY25	FY24	FY23	FY22	CAGR (FY22-26)
Revenue from Operations						
– SLCM	17,575	17,532	14,825	9,562	5,911	31%
– Non-SLCM	1,934	1,813	1,541	1,079	995	18%
– Spares & Services	1,517	1,395	1,048	871	727	20%
Total Revenue from Operations	21,025	20,739	17,414	11,511	7,633	29%
Raw Material Cost	15,711	15,117	12,762	8,277	5,482	
Gross Profit	5,315	5,622	4,652	3,234	2,151	
Gross Margin (%)	25.3%	27.1%	26.7%	28.1%	28.2%	
Employee Cost	1,155	1,095	871	723	669	
Other Expenses	1,501	1,345	1,026	804	577	
EBITDA	2,658	3,181	2,755	1,707	905	31%
EBITDA Margin (%)	12.6%	15.3%	15.8%	14.8%	11.9%	
Other Income	492	428	387	214	86	
Depreciation	104	109	103	86	82	
Finance Cost	3	–9	20	7	4	
Profit Before Tax & Exceptional Items	3,043	3,509	3,019	1,829	904	
Exceptional Income / (Expense)	(31)	0	0	0	0	
Profit before Tax	3,012	3,509	3,019	1,829	904	
Tax Charge / (Credit)	761	908	768	470	242	
Profit After Tax	2,251	2,601	2,251	1,359	662	36%
PAT Margin (%)	10.7%	12.5%	12.9%	11.8%	8.7%	

Historical Balance Sheet

ASSETS (₹ mn)	Mar-26	Mar-25	Mar-24	Mar-23	Mar-22
Non-Current Assets					
- Property, Plant and Equipment	1,324	1,258	1,157	1,142	1,050
- Capital Work-in-Progress	350	206	173	56	73
- Intangible Assets	10	12	19	28	35
- Right of Use Assets	485	488	496	496	487
- Intangible Assets under Development	0	0	0	5	0
- Non-Current Investments	697	294	637	226	50
- Other Non-Current Financial Assets	48	46	41	39	18
- Non-Current Tax Assets (net)	26	1	1	2	2
- Other Non-Current Assets	182	153	145	120	80
Total Non-Current Assets	3,121	2,459	2,671	2,114	1,795
Current Assets					
- Inventories	1,652	2,576	2,267	1,730	1,724
- Current Investments	8,820	6,271	5,614	4,723	2,913
- Trade Receivables	1,787	1,647	882	750	547
- Cash & Cash Equivalents	1,659	459	696	71	129
- Other Bank Balances	30	215	16	20	97
- Other Current Financial Assets	111	864	43	231	138
- Other Current Assets	336	333	171	29	10
Total Current Assets	14,396	12,366	9,690	7,554	5,559
Total ASSETS	17,517	14,825	12,361	9,667	7,353

EQUITY AND LIABILITIES (₹ mn)	Mar-26	Mar-25	Mar-24	Mar-23	Mar-22
Equity					
- Equity Share Capital	114	114	114	114	29
- Other Equity	13,808	11,457	9,065	7,024	5,754
Total Equity	13,922	11,571	9,180	7,138	5,783
Non-Current Liabilities					
- Lease Liabilities	17	15	18	13	0
- Provisions	4	7	7	32	26
- Deferred Tax Liabilities (net)	138	94	90	44	35
Total Non-Current Liabilities	159	116	114	90	61
Current Liabilities					
- Borrowings	0	0	62	101	72
- Lease Liabilities	2	3	2	1	0
- Trade Payables	2,454	2,226	2,087	1,601	585
- Other Current Liabilities	197	162	149	106	563
- Other Current Financial Liabilities	472	480	510	412	116
- Provisions	310	229	241	180	136
- Current Tax Liabilities (net)	0	37	16	38	38
Total Current Liabilities	3,436	3,137	3,068	2,440	1,509
Total EQUITY AND LIABILITIES	17,517	14,825	12,361	9,667	7,353

Historical Abridged Cash Flow Statement

Cash Flow Statement (₹ mn)	FY26	FY25	FY24	FY23	FY22
Profit/(Loss) Before Tax	3,012	3,509	3,019	1,829	904
Adjustments for Non-Cash and Non-Operational Expenses / (Incomes)	(46)	(68)	(85)	30	96
Operating Profit / (Loss) Before Working Capital Changes	2,966	3,441	2,935	1,859	1,000
Changes in Working Capital	1,586	(2,133)	(115)	457	97
Cash from Operations	4,552	1,308	2,820	2,317	1,097
Income Tax (Paid) / Refunded	(779)	(881)	(745)	(470)	(249)
Net Cash Flow from Operating Activities (A)	3,773	427	2,075	1,847	847
Net Cash Flow from Investing Activities (B)	(2,570)	(347)	(1,156)	(1,932)	(1,285)
Net Cash Flow from Financing Activities (C)	(4)	(255)	(255)	(3)	(4)
Net Change in Cash & Cash Equivalents during the Year (A+B+C)	1,200	(174)	664	(88)	(442)
Cash & Cash Equivalents at the Beginning of the Period	459	634	(30)	58	500
Cash & Cash Equivalents at the End of the Period	1,659	459	634	(30)	58

Thank You



Company: Ajax Engineering Limited

CIN: L28245KA1992PLC013306



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For updates and specific queries, please visit

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