

Date: 14.11.2025
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To,
The Listing Compliance Department
National Stock Exchange of India Limited,
Exchange Plaza, Plot no. C/I, G Block,
Bandra-Kurla Complex Bandra (E)
Mumbai - 400051.

Symbol: ANLON

Dear Sir/Madam,

Sub : Investor presentation for the Half year ended 30th September 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 ended 30th September, 2025.

We request to take the above information on your records.

Thanking You,
For Anlon Technology Solutions Limited,

Mr. Unnikrishnan Nair P M
Managing Director
DIN: 01825309
Add: No. 5001, PMC Apartments,
Doddaballapur Road, Yelahanka, Bangalore-560 064



ANLON TECHNOLOGY SOLUTIONS LIMITED

#MAKE IN INDIA



Investor Presentation



H1'FY26





SAFE HARBOUR

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This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

Result Summary

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Management Commentary

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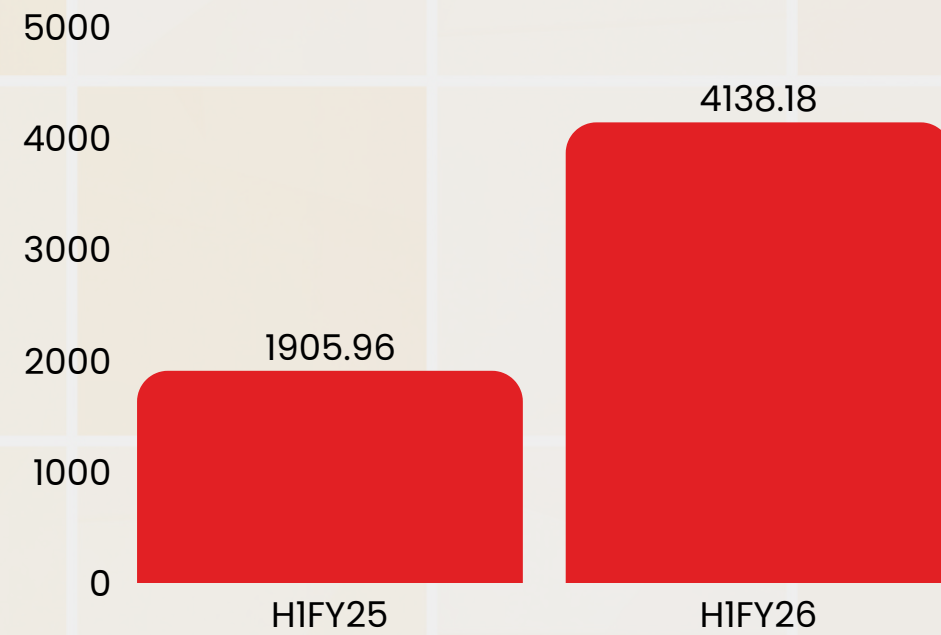
Result Summary

01 H1'FY26 Highlights

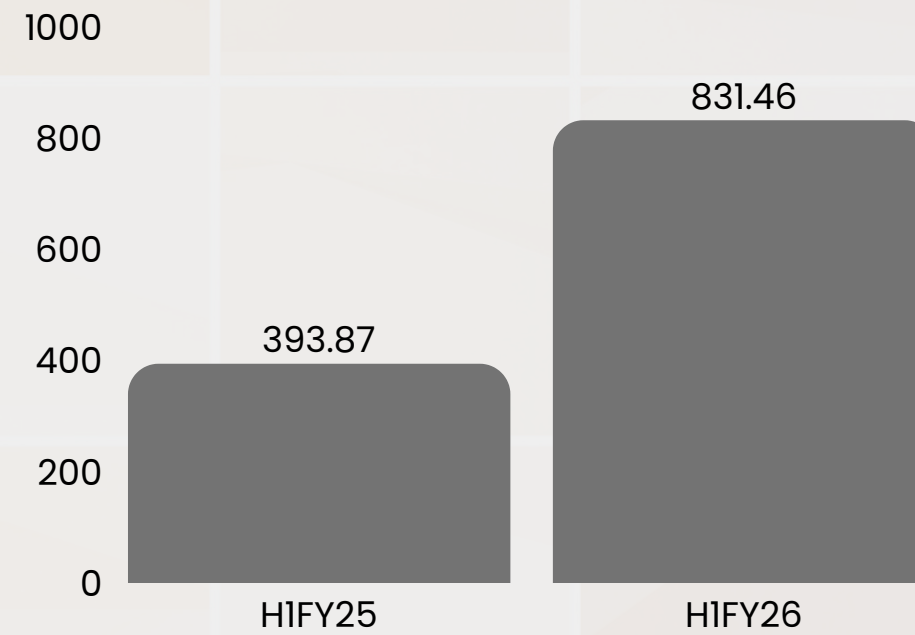
02 Management Commentary

H1'FY26 Highlights YOY

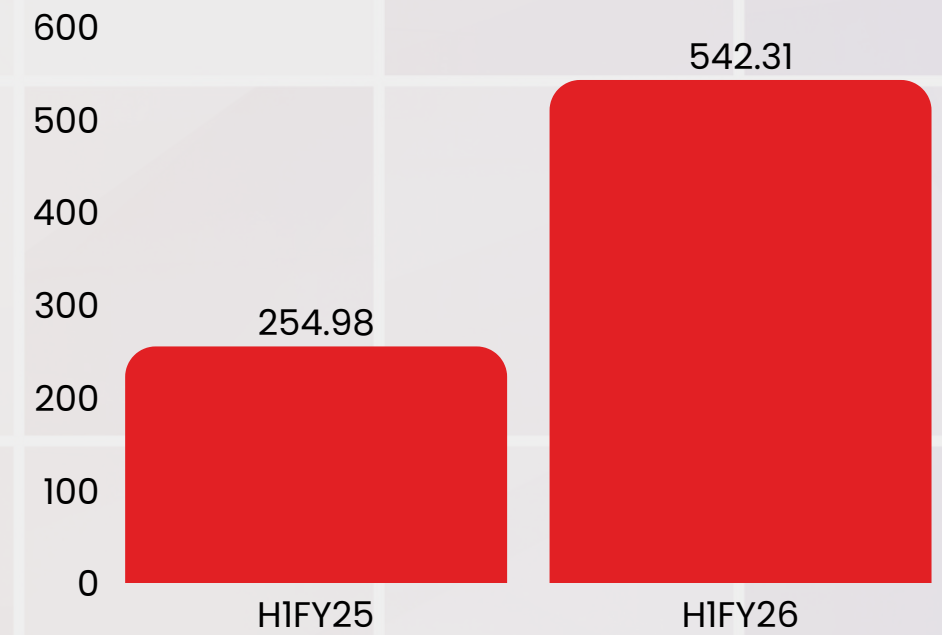
● Revenue from operations (In Lakhs)



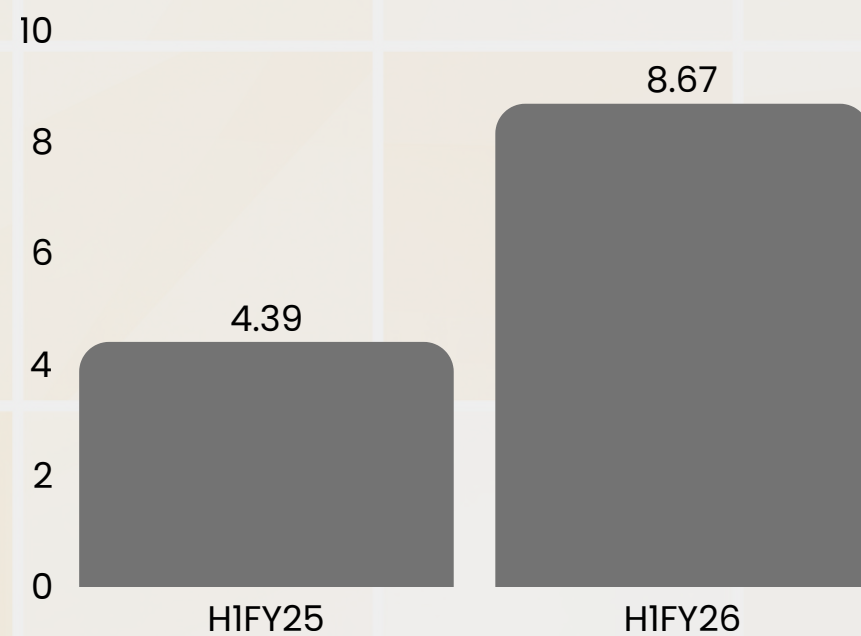
● EBITDA (In Lakhs)



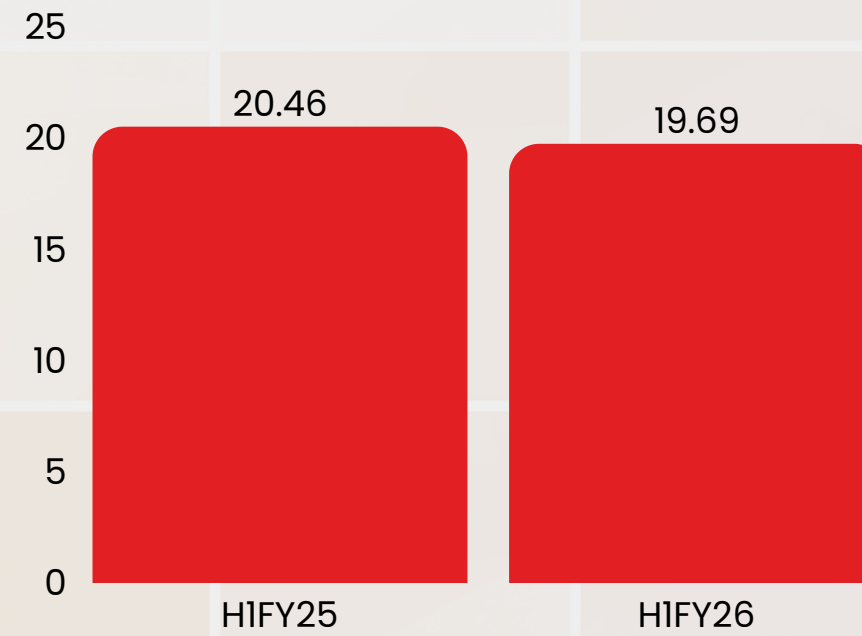
● PAT (In Lakhs)



● EPS (In Rs)



● EBITDA %



● PAT %



From MD's Desk



Mr. Unnikrishnan Nair P M

Managing Director

We are proud to announce the successful refurbishment of the world's largest fire-fighting vehicle, deployed at Goa International Airport. This milestone, along with the sale and delivery of four Rubber Removal Machines, one Multifunctional Foam Mist Vehicle, one Rapid Intervention Vehicle, and two major refurbishment projects, reflects another strong half-year performance. Our key clientele includes Airports Authority of India, Maruti Suzuki India Limited, Delhi International Airport Limited, and Trivandrum Airport. Service income also strengthened, driven by commission earnings from the supply of 13 fire-fighting trucks.

This half-year marks a significant phase in our journey — the first period where the true potential of our Make-in-India strategy has been realized. Our diversified product portfolio continues to grow through indigenous engineering and technical excellence.

A major breakthrough was the development of side-cleaning machines. While our German partners had built only two such machines decades ago, we identified a unique opportunity when AAI floated a tender in FY 2023–24. By re-engineering legacy designs and integrating in-house innovations, we became the only qualified bidder and successfully delivered six improved, India-optimized machines offering 30% cost efficiency and superior performance. With an order book above ₹115 crores, we are well-positioned for sustained growth.

About Us

- 01** Company Overview
- 02** Products & Segments
- 03** Business Model
- 04** Management





Company Overview

The company stands as a leading manufacturer and assembler of advanced Runway Rubber Removal Machine firefighting, rescue, and infrastructure solutions. Specializing in serving airports, multinational corporations, fire stations, and critical infrastructure sectors, we deliver state-of-the-art equipment designed to meet the highest standards of safety, efficiency, and performance tailored to address the unique challenges of modern emergency response and operational maintenance.

Our Products

Mobile Fire Fighting Trucks, Runway Rubber Removal Machine, Sweeping Machine, Runway Friction Testing Machine, Disable Aircraft Recovery Kit, Baggage Handling System, Side Loaders, Fire Blankets and Line Lazer Marking Equipment, Grass cutting and collection machines.

Collaborations with leading original equipment manufacturers(OEM) worldwide.

Airports (~80% of revenues), municipalities, refineries and others (~20% of revenues)



Products & Segments

Products

01
Firefighting
Equipment

65-70%

02
Runway
Sweeping
Machines

<5%

03
Runway Rubber
Removal
Machines

25-30%

04
Other
Equipments

NIL

Segments

01
Commission
Basis

5-10%

02
Direct Sales
• Traded
• Manufactured

5-10%

40-45%

03
Spare
Parts

15-20%

04
AMC &
Others

20-25%

% as percentage of revenues



Products



**Refurbished Model -
World's Largest Fire
Fighting Truck**

#MAKE IN INDIA

Products



**Rapid Intervention Vehicle
& Rubber Removal
Machine**

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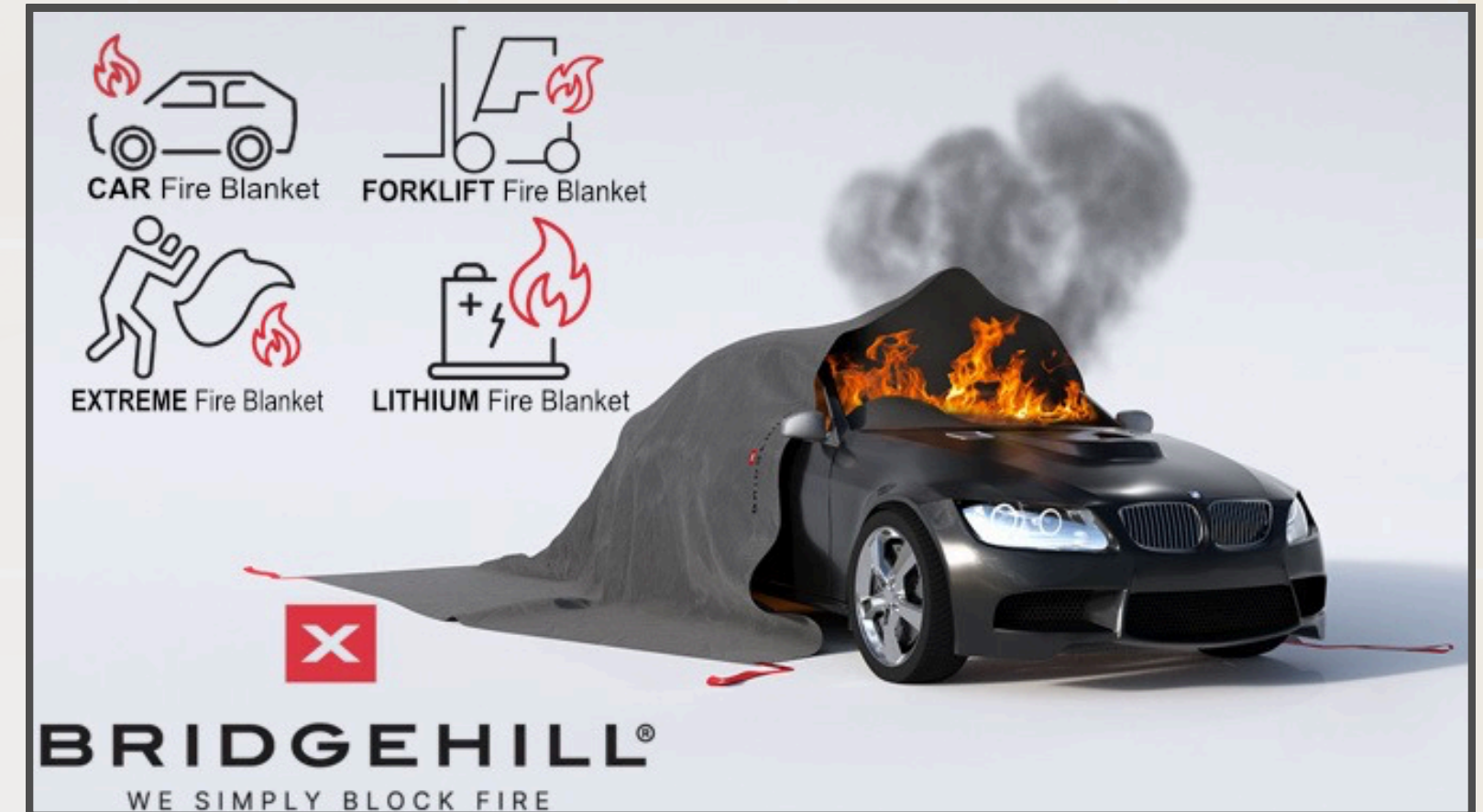
Products



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



Products



Our Reputed Clients



ENERGY

adani

Mangaluru
International Airport



BRIJBASI
HI-TECH UDYOG LTD.



Volkswagen



Bengaluru
INTERNATIONAL
AIRPORT

adani

Lucknow
Chaudhary Charan Singh
International Airport

adani



adani

Jaipur
Jaipur International Airport

JINDAL
STEEL & POWER



Kempegowda
INTERNATIONAL
AIRPORT
BENGALURU



ALOK
INDUSTRIES LIMITED



Reliance
Industries Limited

adani



adani

Jaipur
Jaipur International Airport

JINDAL
STEEL & POWER



Kempegowda
INTERNATIONAL
AIRPORT
BENGALURU



ALOK
INDUSTRIES LIMITED



Noida
International Airport



KANNUR
International Airport Ltd.



ANDHRA
PRADESH
AIRPORT DEVELOPMENT
CORPORATION LTD.

adani

Ahmedabad
Sardar Vallabhbhai Patel
International Airport

adani

Guwahati
Lokpriya Gopinath Bordoloi
International Airport,
Borjhar Guwahati, Assam 781015

adani

Thiruvananthapuram
Thiruvananthapuram International Airport



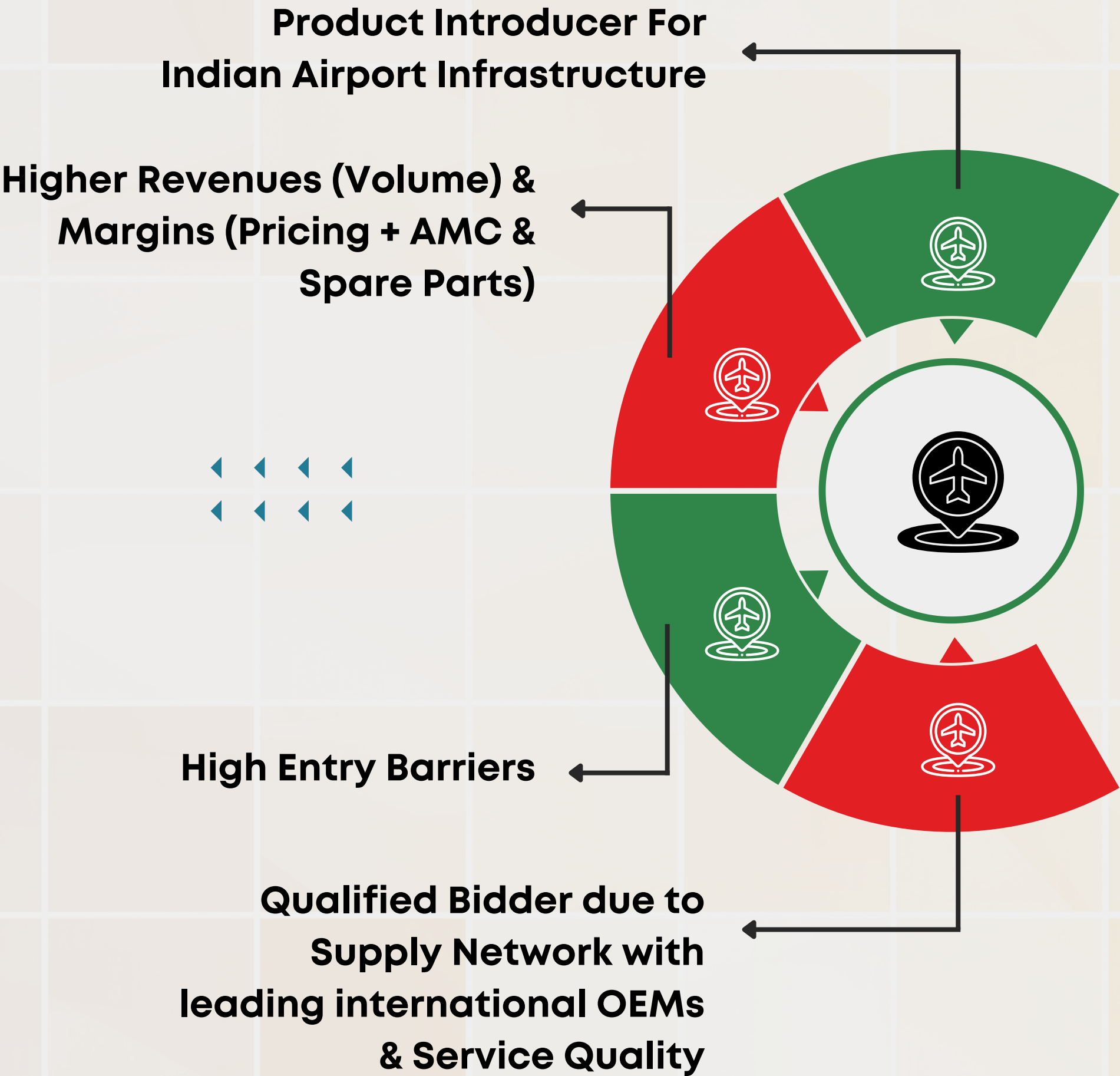
Business Model

OEM Equipment Supplier Network

We secure procurement orders from clients—primarily airports—for OEMs like Rosenbauer International AG (Austria) and earn a commission. We also import and supply the equipment directly to customers where required.

Make In India Products

In-house manufacturing and assembly of Make-in-India vehicles, with locally sourced raw materials and only key safety-critical components imported from OEMs to ensure quality for safety standards.



OEM Equipment Supplier Network

OEM	Product	Exclusivity	Overview
Rosenbauer	Mobile Firefighting Vehicles	Exclusive For Indian Airports and Other Customers except AAI and Defence	A global leader in mobile firefighting equipment with 11% market share and a dominant 90% presence in Indian airports.
Bucher Municipal	Commercial Cleaning Machines	Exclusive for Indian aviation sector	A leading Swiss manufacturer specializing in industrial and commercial cleaning machines has made significant strides in the market.
Winter Gruen	Rubber/Paint Removal Machines	Exclusive for India	Developing specialized machinery and are an Original Equipment Manufacturer (OEM) of the PeelJet and TrackJetsystems, which are used on roads and at approximately 100 airports worldwide.
Bridgehill AS	Fire Blankets	Exclusive For Indian Airports	Bridgehill is the world's largest Car Fire Blanket manufacturer, occupying approximately 13% of the market share.
Bonino S.r.l.	Grass Cut-cum-Collect Machines	Exclusive For India	Globally recognized manufacturer of advanced forage and harvesting machinery, catering to a market with specialized needs and limited competition.
LION Protects B.V., Netherlands	Training solutions and Total Care Repair & Maintenance Services	Exclusive for India	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.
Graco India Private Limited	Line Lazor Marking Machines	Non-Exclusive	A US based company, held over 20 years of dominance in the Line Lazor Marking Machines market since 1990.

Management



Mr. Unnikrishnan Nair P M
Chairman & Managing Director

He has led the company since inception, bringing 28+ years of industry experience and a Mechanical Engineering degree from Bangalore University. As Chairman and Managing Director, he drives Anlon's vision, operations, and ongoing innovation.



Mrs. Beena Unnikrishnan
Co-Founder & Promoter

As Whole-Time Director and a promoter post-IPO, she actively contributes to major decision-making both within and beyond board meetings. In addition to her strategic role, she oversees critical functions like HR, making her an invaluable asset to Anlon's core team.



Mr. Emmyunual S
Chief Financial Officer

8+ years of experience in financial strategy, audit, and operations. He leads the company's finance, accounts, taxation, and risk management. His expertise in budgeting, controls, and strategic planning strengthens ANLON's financial foundation and growth.



Mr. Mukhaddas
Chief Technology Officer

37+ years of experience across MNCs and PSUs, with expertise in CNC gear-cutting machinery, Industry 4.0, and smart manufacturing. Before joining Anlon, he spent 27 years at Gleason Works (India) Pvt. Ltd., leading new unit setups, technology transfers, and manufacturing strategy improvements.

Management



Mrs. Veena Praveen

Non Executive Director

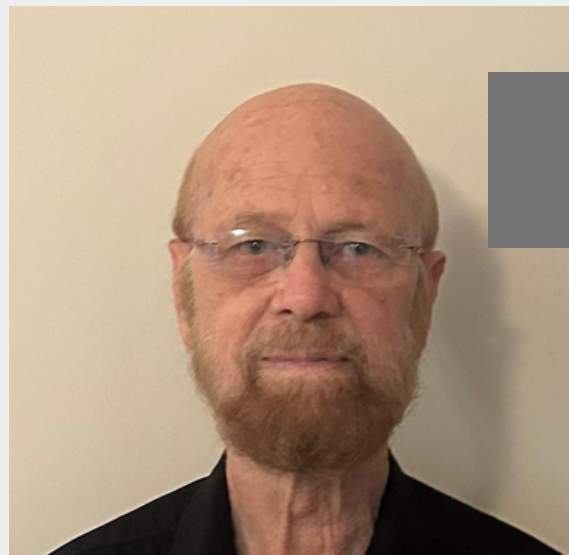
She holds a bachelor's degree in commerce from M.G. University. She has more than 10 years of experience in accounting.



Mr. Shiny George

Independent Director

35+ years of experience in IT, Operations, Quality, and Project Management across India, the USA, and the Middle East with leading multinationals. Known for his strong people management skills, he has been actively involved in leadership development, mentoring, and training.



Mr. Phillip Craig Morrisson Meiselbach

Independent Director

He holds a Senior Cambridge Certificate in Commerce (Calcutta Boys' School, 1966) and passed the Corporal's Education Exam from the Indian Air Force with First Class (equivalent to a PUC from Punjab University).



Mr. Ashokkumar Hebron Charles

Independent Director

He holds a B.Sc. and an M.A. in Sociology from the University of Pune, along with certifications in International Trade and from the International Cotton Institute, University of Memphis. He brings 30+ years of experience in International Trade and Operations.

Growth Drivers

- 01 Fleet Orderbook
- 02 Product Introducer
- 03 High Utilization Phase
- 04 Industry Tailwind



Fleet Orderbook



Segment	Orders (In cr)
MII	73.15
Traded Equipment	15.61
Operation and Maintenance	18.84
Commission	7.48
Total	115.08

The above order book excludes AMC (Annual Maintenance Contracts) and spare parts orders.





Product Introducer For Indian Airport Industry

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



Introducing vehicles in Indian market essential for public safety



Timely execution is highly specialized.



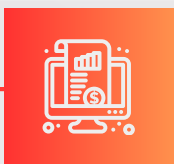
While competitors exist, we are the only player with exclusive/authorized partnerships with leading global OEMs for technology, components, and vehicles.



Our strong market credentials position us among the few qualified bidders in high-profile vehicle tenders.

Entering the High-Utilization Growth Phase

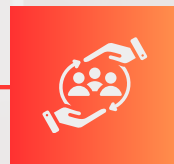
With capex, vehicle testing, safety certifications, and regulatory approvals completed, we are entering the high-growth phase, positioned for large-scale orders and streamlined vehicle rollouts.



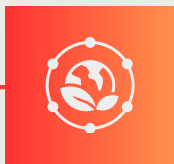
Capex-to-utilization cycle is extended as safety compliance and regulatory approvals require longer lead times.



Improved working capital efficiency with new vehicles having shorter lead times and scalable volume production.



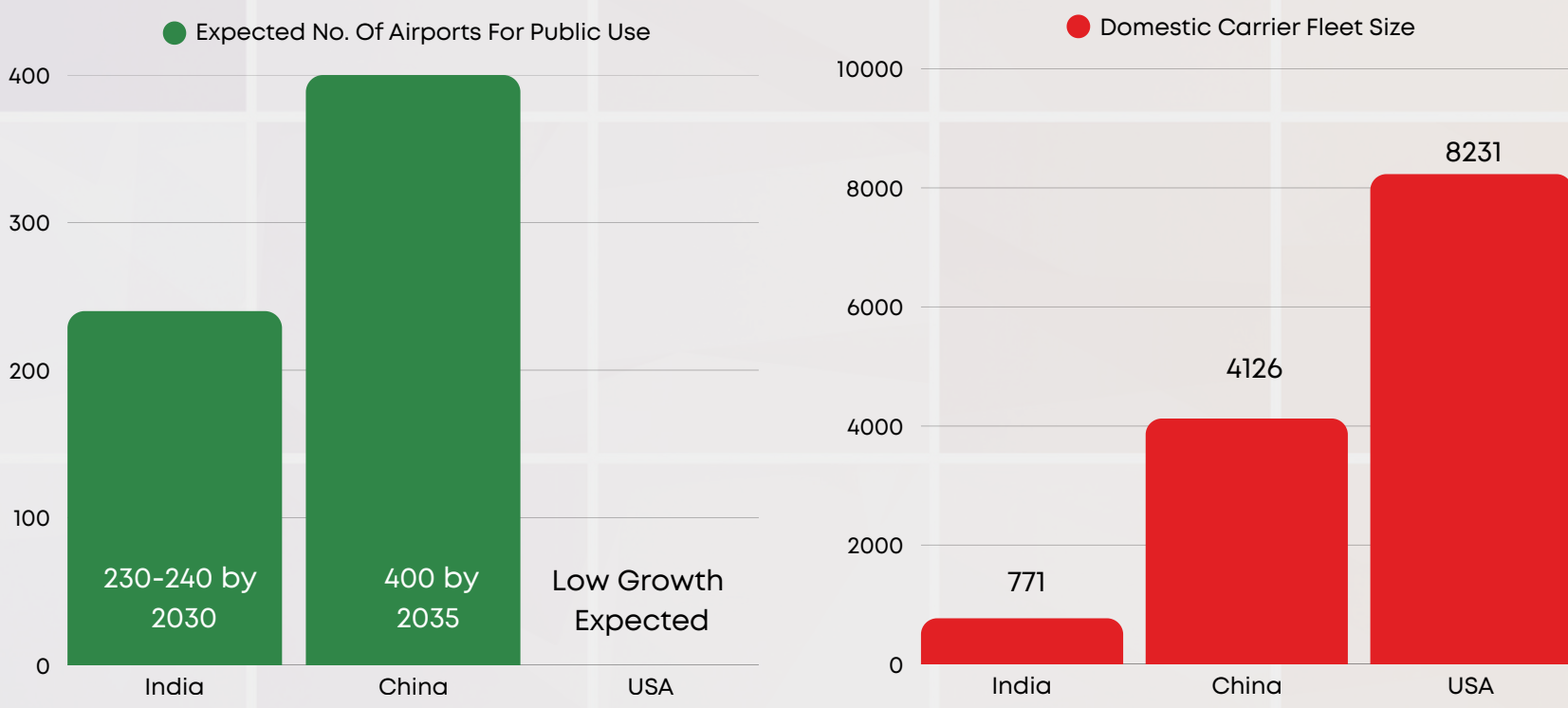
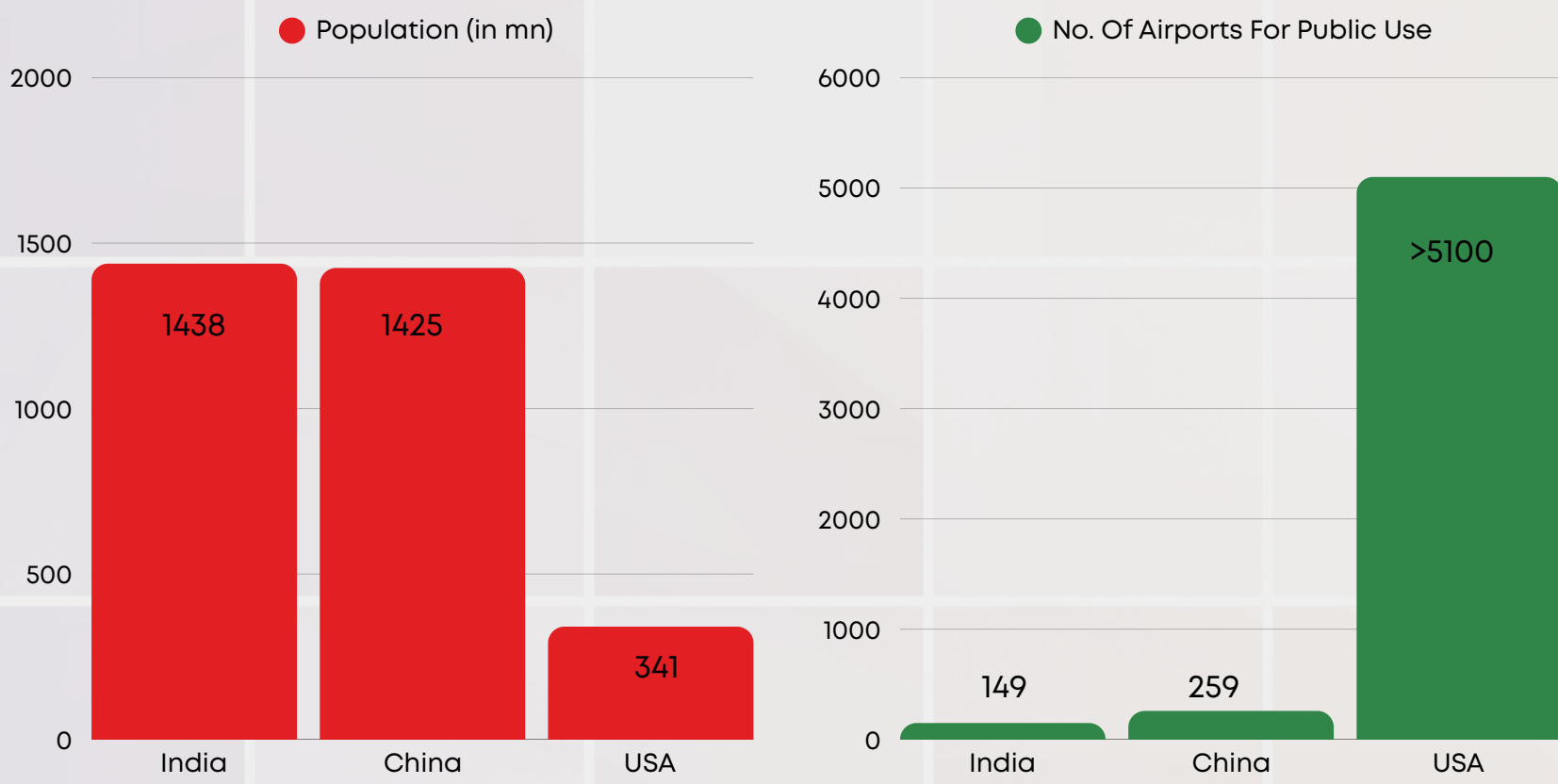
As vehicle deployments scale up, recurring revenue from AMC and spares is set to grow.



Better margins with efficient working capital and cashflow management.



Industry Tailwinds



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 for category 7 and above.



Financial Performance

01 Income Statement

02 Balance Sheet

Income Statement

Particulars (In Lakhs)	H1FY26	H1FY25	YOY Growth %	H2FY25	HOH Growth%	FY25
Total Revenue	4,222.06	1,925.19	119.31%	3,158.76	33.66%	5,083.95
Total Expense	3390.6	1531.32		2527.59		4058.91
EBITDA	831.46	393.87	111.10%	631.17	31.73%	1,025.04
EBITDA Margins %	19.69%	20.46%		19.98%		20.16%
Depreciation And Amortization Exepene	51.2	19.36		38.49		57.85
Finance Cost	52.93	30.66		63.95		94.61
Profit before Tax	727.33	343.85	111.53%	528.73	37.56%	872.58
Tax Expense	185.02	88.87		134.7		223.57
PAT	542.31	254.98	112.69%	394.03	37.63%	649.01
*PAT Margins %	12.84%	13.24%		12.47%		12.77%
EPS	8.67	4.39	97.49%	6.3	37.62%	10.56

*calculated basis total revenue

Balance Sheet

EQUITY AND LIABILITIES			ASSETS		
Particulars (In Lakhs)	FY25	H1FY26	Particulars (In Lakhs)	FY25	H1FY26
Shareholders' funds			Non-current assets		
(a) Share capital	625.54	625.54	(a) Property, Plant & Equipment	1,701.48	1,889.70
(b) Reserves and Surplus	5,255.96	5,798.27	(b) Intangible assets	14.05	12.35
			(c) Capital Work-in-Progress	170.77	691.03
Non-current liabilities			(d) Intangible assets under development	-	-
(a) Long term Borrowings	57.05	49.03	(e) Deferred tax assets (net)	-	-
(b) Long term Provisions	80.81	113.32	(f) Long-term loans and advances	-	6.38
(c) Deferred tax liabilities (net)	1.38	5.60	(g) Other Non-Current Assets	315.84	383.43
Current liabilities					
(a) Short Term Borrowings	733.48	961.40	Current Assets		
(b) Trade payables	668.45	483.13	(a) Inventories	1,827.57	1,342.61
(c) Other current liabilities	628.22	1,131.73	(b) Trade receivables	1,897.07	2,063.45
(d) Short-term provisions	49.36	28.83	(c) Cash and bank balances	401.77	584.29
			(d) Short term loans and advances	1,087.15	1,148.45
			(e) Other current assets	684.55	1,075.16
TOTAL	8,100.25	9,196.85	TOTAL	8,100.25	9,196.85

THANK YOU



Contact Information



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Twenty Eighth Consulting

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