

DATE: 16.08.2024  
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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 : Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015-Investor Presentation**

Pursuant to the requirements of Regulation 30 of the Securities Exchange Board of India (Listing obligation and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor Presentation on the Audited financial results of the Company for the financial year ended March 31, 2024.

The presentation is also being uploaded on the Company's website [www.anlon.co](http://www.anlon.co)

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**



# Anlon Technology Solutions Limited

## Investor Presentation



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

# Disclaimer

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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.

# Chairman's Comments



**Mr. Unnikrishnan Nair P M**

Managing Director, 56 years old

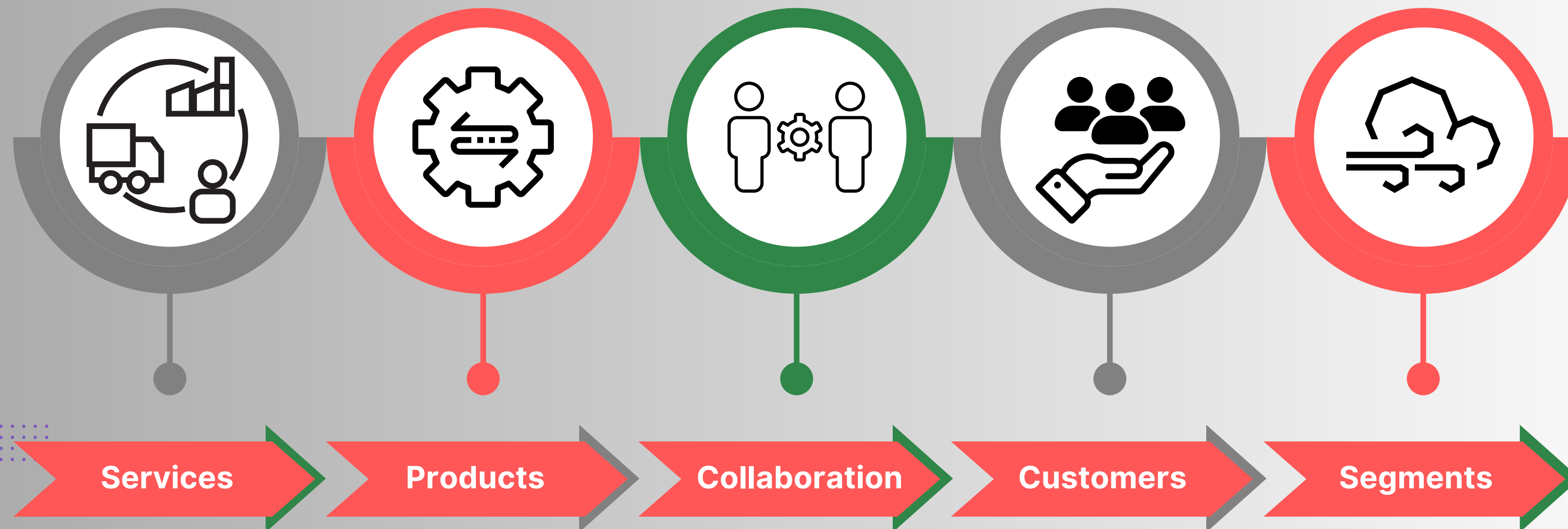
28 years of experience

Between 2003 and 2008, I was associated with Vanderlande, where I played a pivotal role in setting up baggage handling systems for various airports. During this period, I participated in discussions about implementing ICAO regulations as the government began developing public-private partnership airports. This involvement led to my request from airport authorities to find ICAO-compliant fire trucks, which introduced me to Rosenbauer representatives in India, one of the few suppliers with such compliant vehicles. By the end of 2007, my focus had shifted predominantly to the installation and commissioning of airport firefighting vehicles, which soon became a major business line for the company. Over time, we partnered with multiple OEMs and expanded into providing life cycle support for high-end equipment in mobile firefighting, airport airside maintenance, and spare parts distribution.

Our vision has always been to provide comprehensive life cycle support for all equipment we help sell, from the conceptual stage to the end of the vehicle's life. When the government began promoting projects and tenders under 200 crores to be made in India, we took significant steps towards setting up a manufacturing and assembly plant. This initiative aligned with the 'Make in India' policy and aimed to meet the growing demand for locally manufactured products. Transitioning from an after-sales support company to a manufacturing and assembling entity, we focused on indigenizing most components and integrating cutting-edge technology from our associates to make a significant techno-commercial impact in the market.

We are strengthening our supply chain through locally sourced components and consumables to make it more sustainable and cost-effective. Additionally, we are expanding our network of OEM partners to enhance our local manufacturing capabilities. Our investment in research and development, along with our engineering expertise, supports our current operations and positions us to introduce innovative products that meet evolving market demands.

# About Us



Provide end-to-end engineering services tailored for sectors like aviation, infrastructure, refinery and civilian fire brigades.

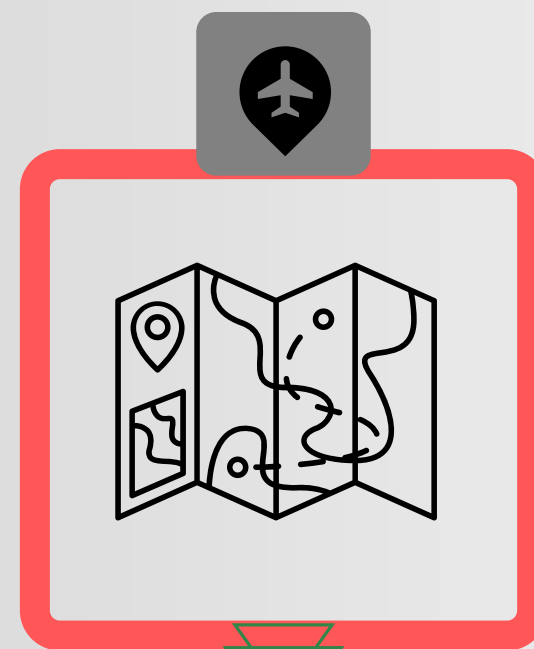
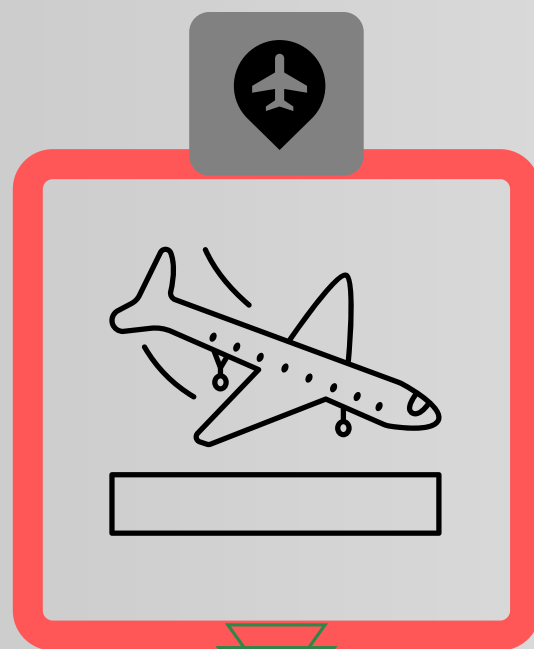
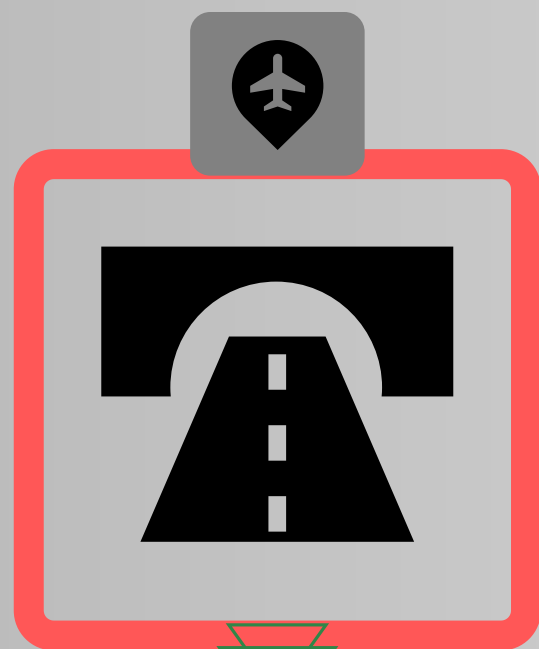
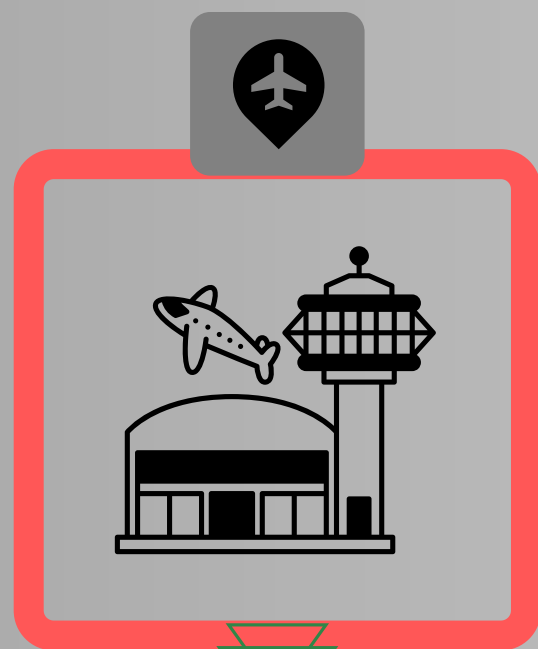
Mobile Fire Fighting Trucks, Rubber Removal Machine, Runway Sweeper Machine, Runway Friction Testing Machine, Disable Aircraft Recovery Kit, Baggage Handling System, Side Loaders and Fire Blankets.

Collaborations with leading original equipment manufacturers(OEM) worldwide.

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

Core Components  
AMC  
Spare Parts  
Direct Sale

# 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.

## 2022-2024

- IPO
- New Plant inauguration at Bangalore
- QIP
- New Collaboration with Bridgehill AS, Norway



# Our Products

Firefighting Trucks | **01**

>80% of Revenues

Runway Sweeping Machines | **03**

>5-10% of Revenues

**02** | Rubber Removal Machines

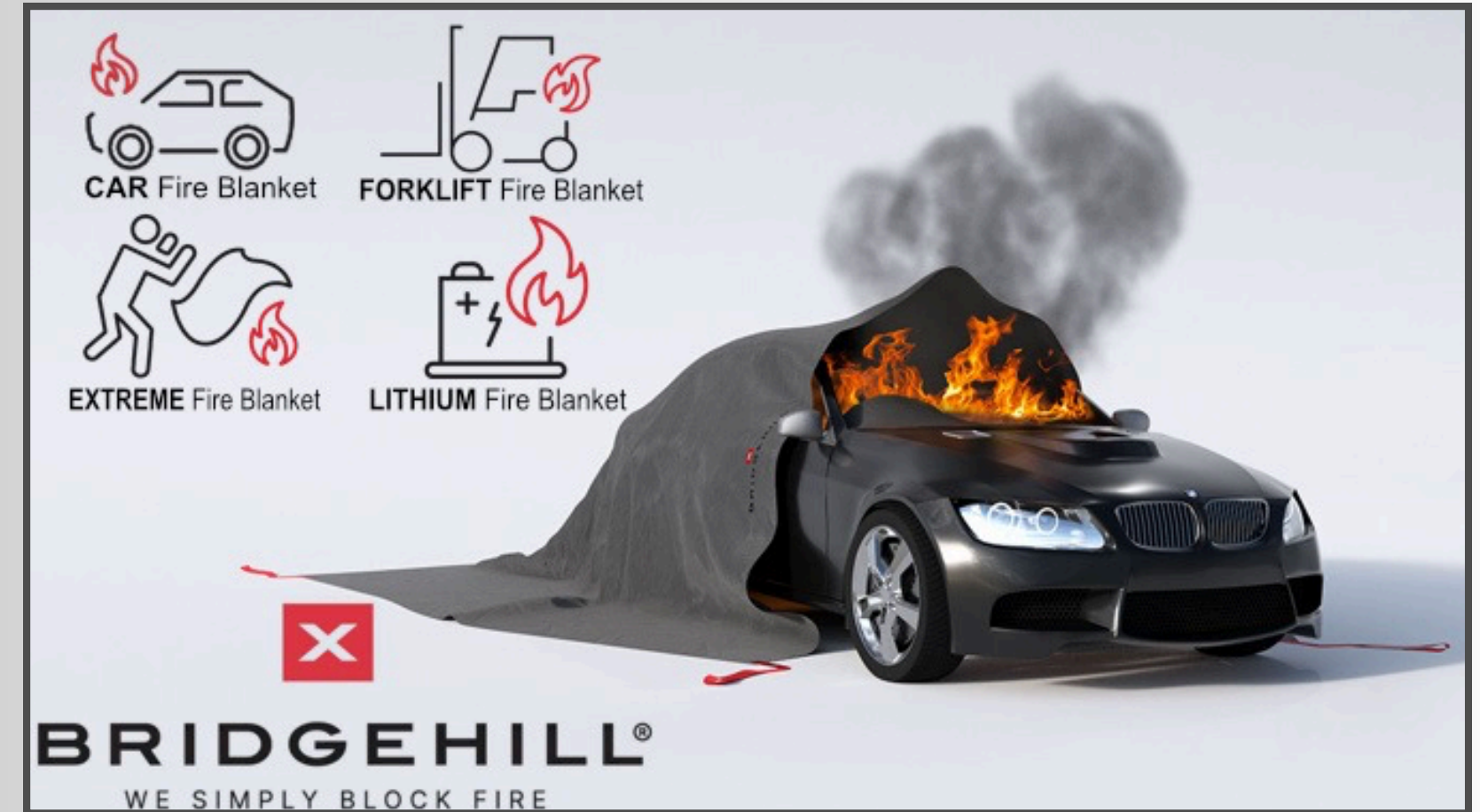
>5-10% of Revenues

**04** | Other Equipments

<5% of Revenues



# Our Products



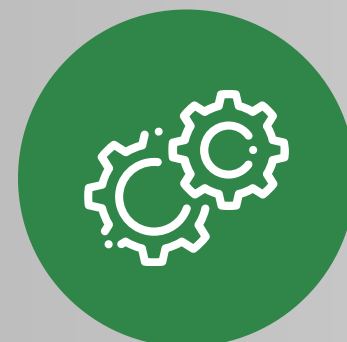


# Business Segments

## Commission Basis

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

1



## Direct Sale

Transition to direct order handling from customers (airports), only core components and technology are imported from OEMs.

3



## Others

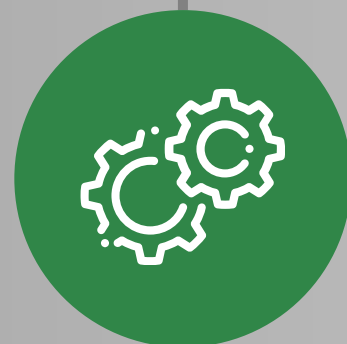
Airport Handling Machine and others.  
Interiors, System, Friction and others.  
Baggage Airport Testing

5

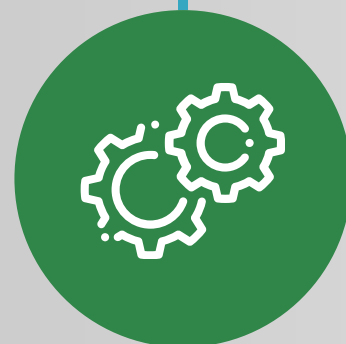
2

## AMC

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



3



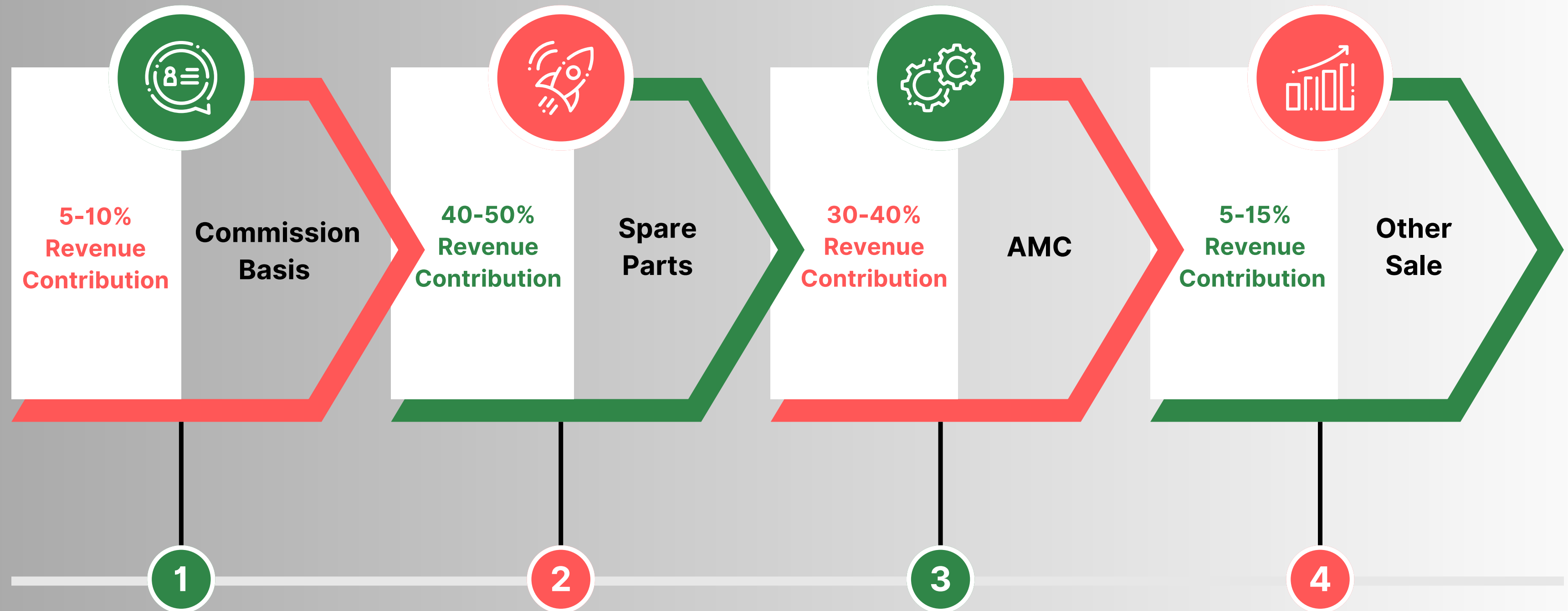
## Spare Parts

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

4



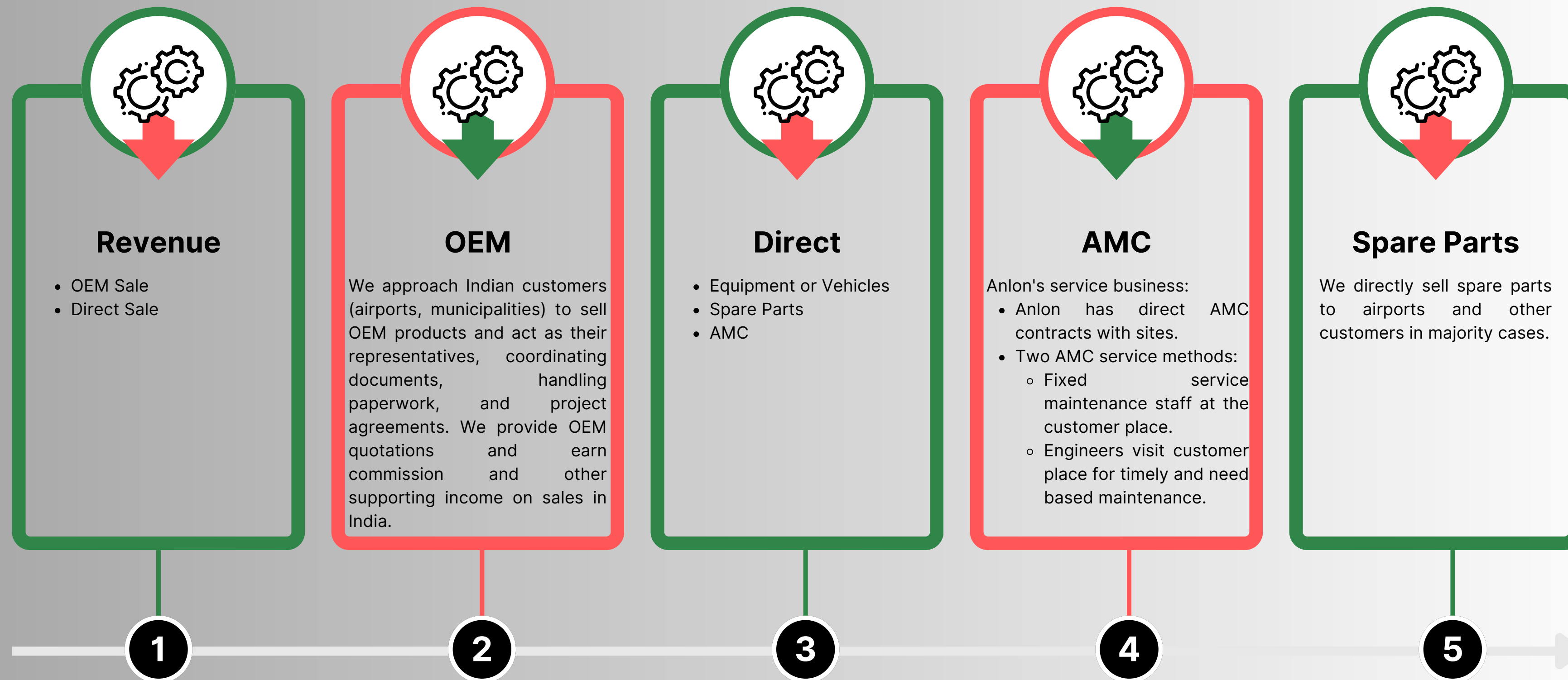
# Segment Wise Revenue Contribution



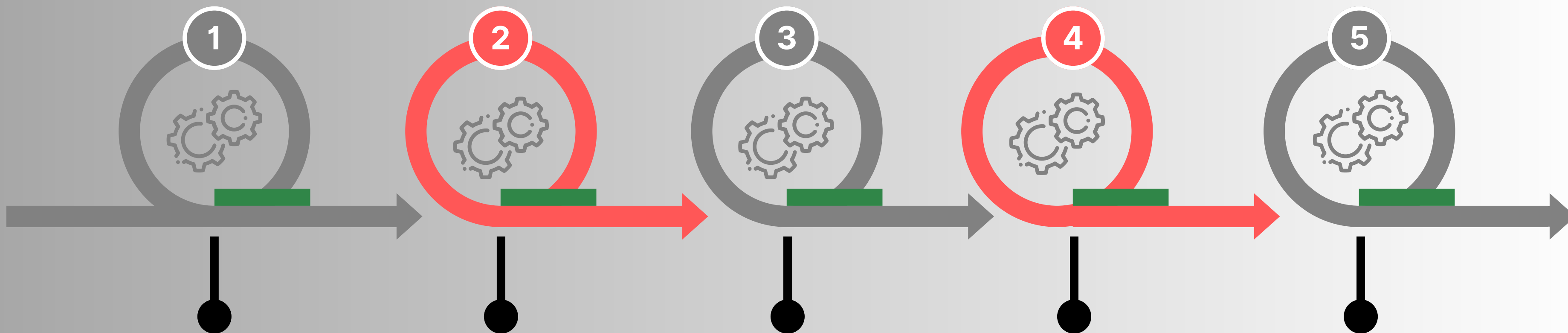
Direct Sales from manufacturing is expected to start from current year

\*Basis FY24  
\*Other Sale - One Off Event in FY24

# Revenue Generation



# Transitioning Into A New Revenue Generation Model



## Revenue

- Direct Sale
- OEM Sale

## Direct

- OEMs Equipment or Vehicles
- Spare Parts
- AMC

## New Model OEM Equipment

- Transition to direct order handling from customers (airports).
- Procure raw materials from domestic and import sources.
- OEMs provide technology and core components only.
- Earn margins directly from customers, no longer commission-based for OEM equipment.

## Spare Parts & AMC

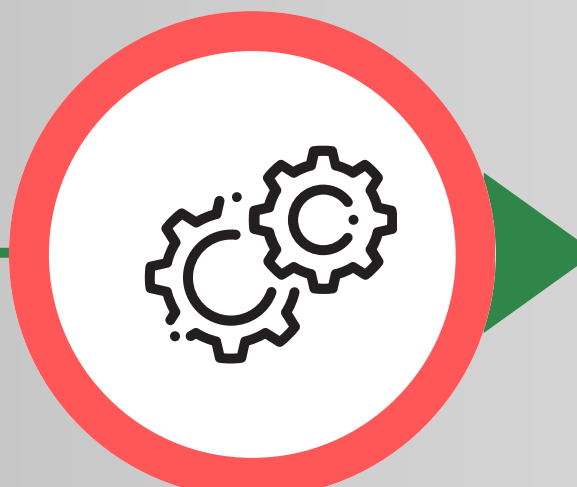
For spare parts and AMC segment, business operations remain the same.

## OEM

Commission model by selling their equipment to indian clients

# OEM Equipment Supplier Network

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



**01**

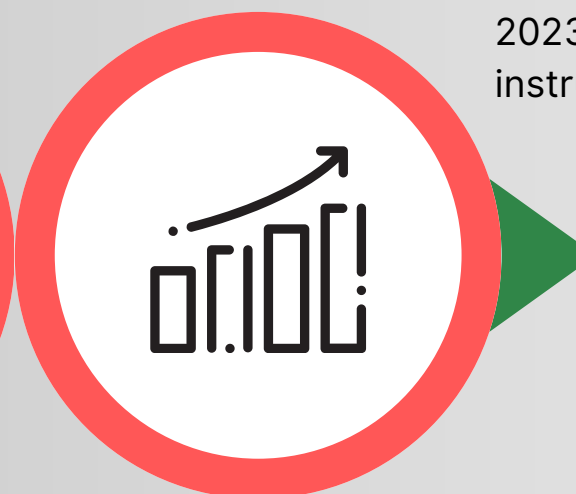
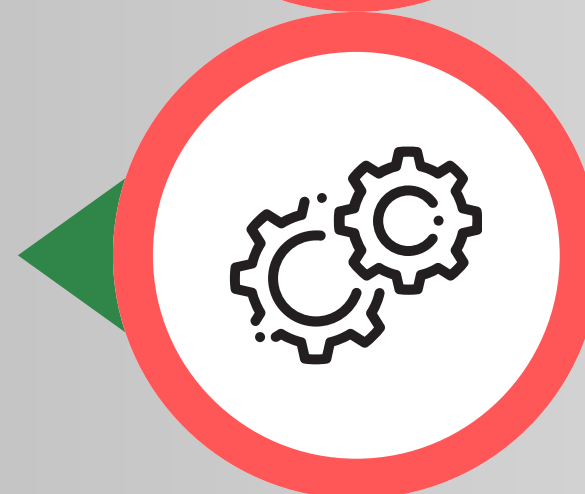
## Rosenbauer

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**

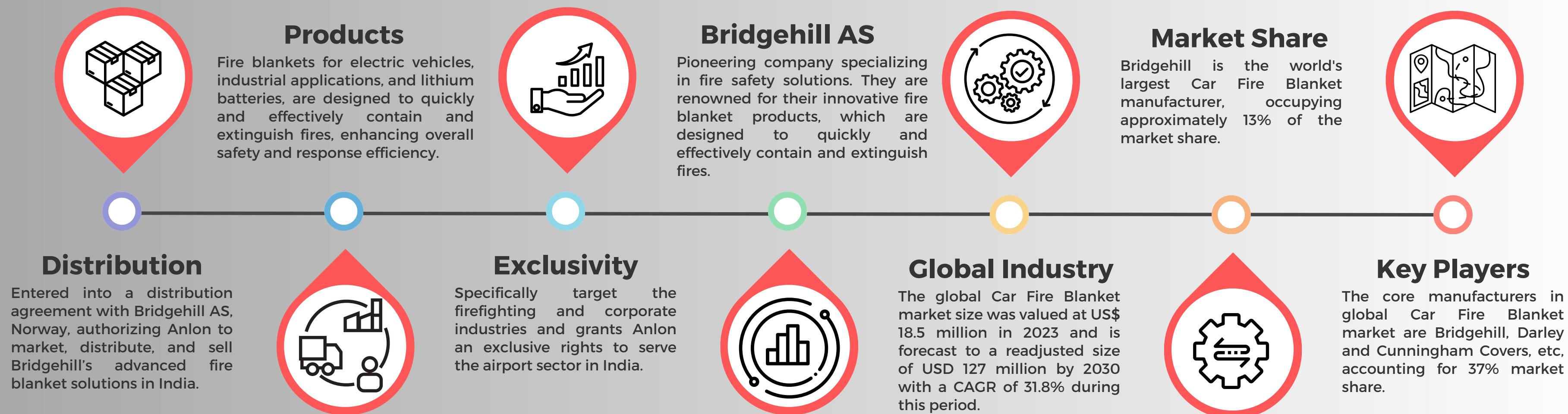
# Our Customers

- Airport Authority of India
- Indira Gandhi International Airport, New Delhi
- Airport Authority of India, Chennai
- Airport Authority of India, Kolkata
- Rajiv Gandhi International Airport, Hyderabad
- Bengaluru International Airport
- Chatrapati Shivaji International Airport, Mumbai
- Kannur International Airport
- Adani Ahmedabad International Airport
- Adani Jaipur International Airport
- Adani Lucknow International Airport
- Adani Guwahati International Airport
- Adani Trivandrum International Airport
- Adani Mangalore International Airport
- IRB Sindhudurg Airport Private Ltd
- Kurnool Airport
- GMR Goa International Airport
- Cochin International Airport

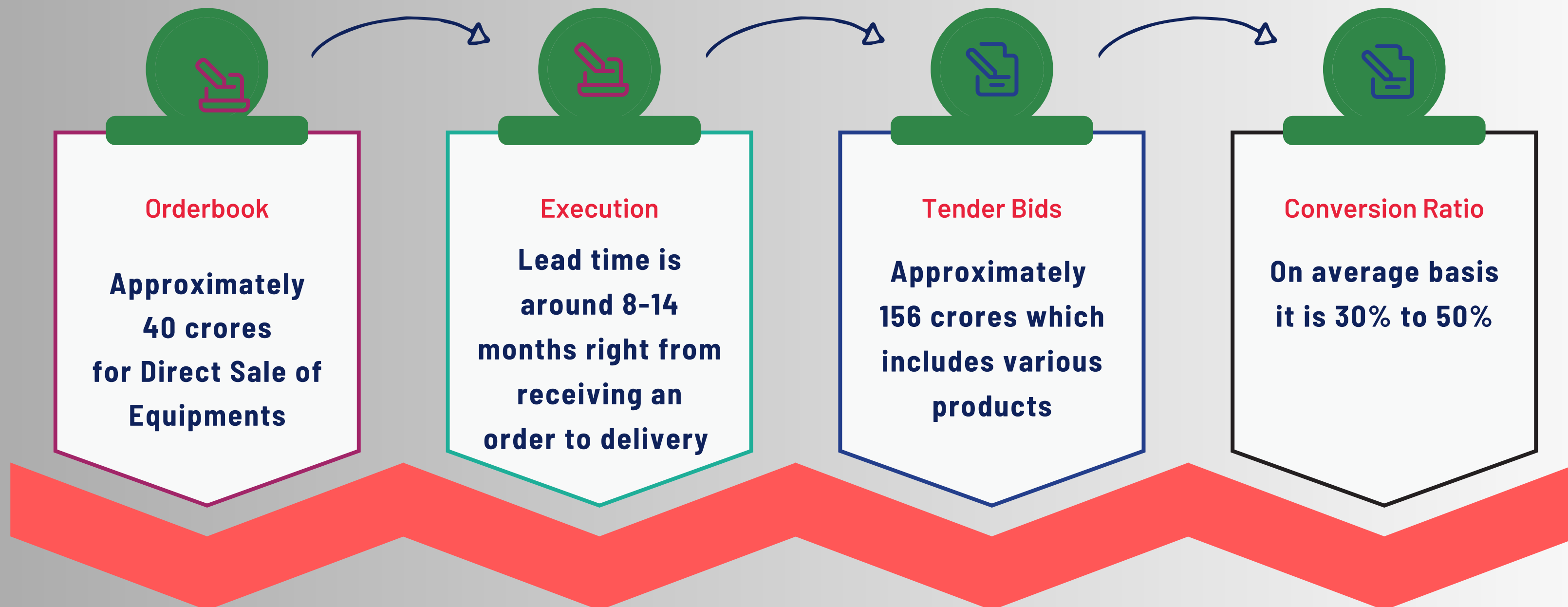
- Thane Municipal Corporation
- Mira Bhayandar Municipal Corporation
- Municipal Corporation of Greater Mumbai
- Nagpur Municipal corporation
- Vasai Virar city Municipal Corporation
- Goa Municipal Corporation
- Nagpur Municipal Corporation
- Reliance Industries Limited
- Vedanta Limited (Cairn Energy India Private Ltd)
- Jabalpur Municipal Corporation
- Steel Authority of India
- BPCL, Cochin
- BEML
- Skoda Auto Volkswagen India Pvt Ltd
- DLF
- Hindustan Aeronautics Ltd
- Jindal Steel and Power Ltd
- Nuclear Fuel Complex Hyderabad

# Launching New Services

## Association With Bridgehill AS, Norway



# Orderbook Execution





# Introducing New Manufacturing Plant

## COMMISSIONING

We inaugurated our new plant on 29th Feb'24 dedicated to manufacturing and assembly of Fire Fighting Vehicles, Rubber Removal Machines and other vehicles and Equipments.

## MAKE IN INDIA

Till now we just used to supply these Vehicles and charge commission from suppliers. Now we will manufacture Make In India Products.

## IMPACT

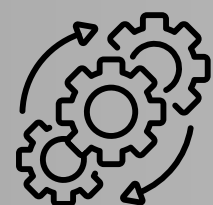
- More Demand
- Better Cost
- More penetration
- Higher Orders

## IMPACT

- Sustainable increase in margins
- New Launches

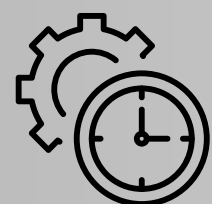


# Backward Integration



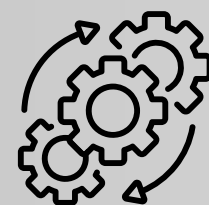
## Price Difference

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.



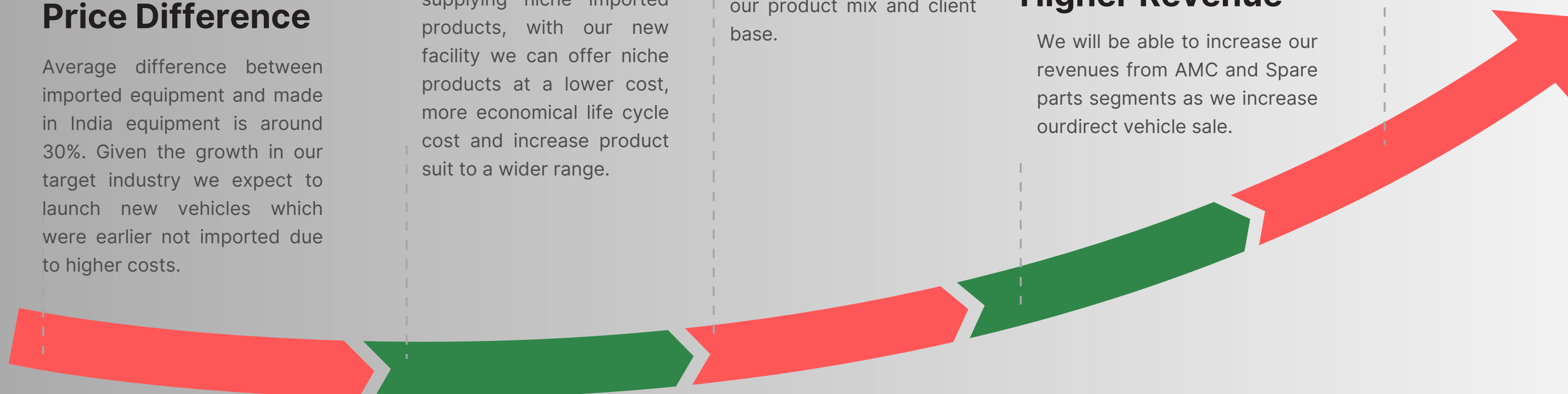
## Higher Revenue

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

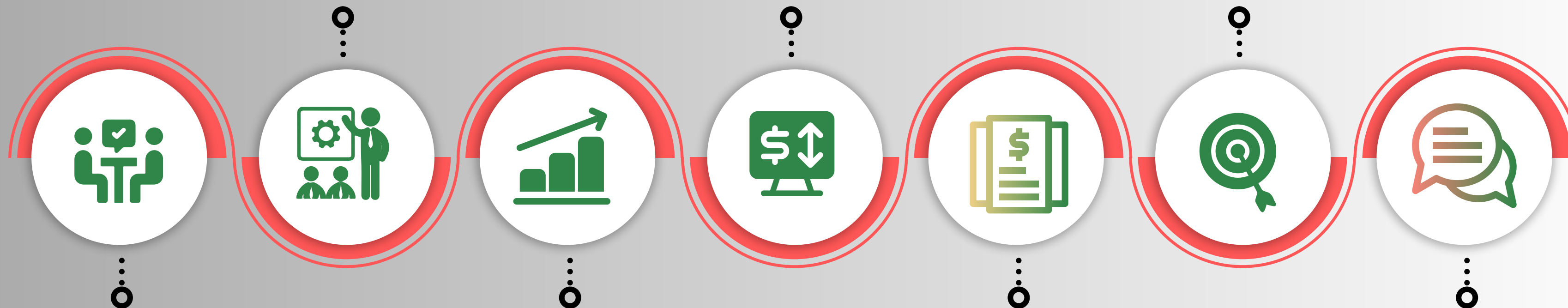
Though there are a few other players in the market, only we have exclusive or authorized collaborations with the world's leading OEMs for technologies, components, and vehicles.

## 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

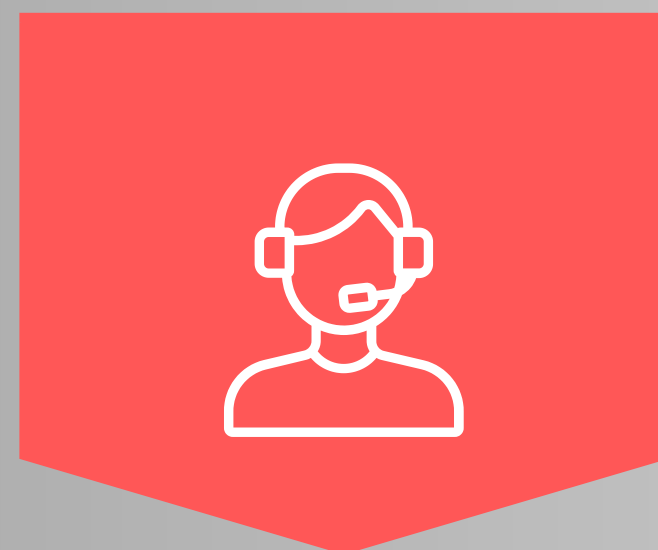
Very few players are able to execute timely deliveries because it requires extensive experience and a robust network with vendors, OEMs, supporting staff and engineers, government, and other authorized bodies.

# 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 - at least 1 stand by vehicle is also required per runway

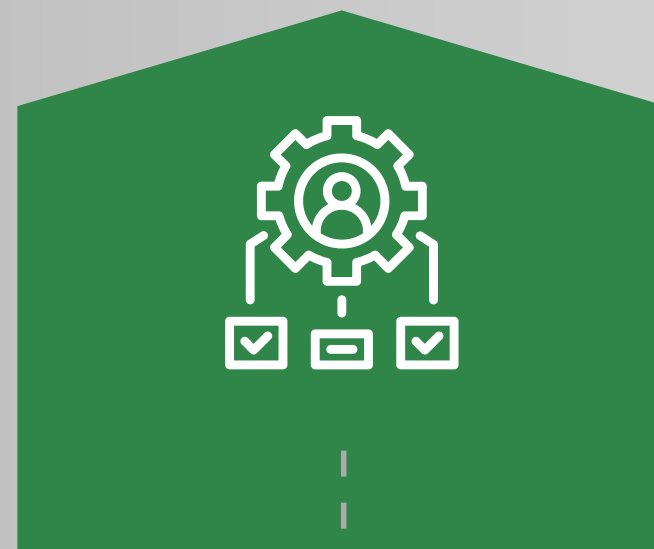
# Growth In Target Industry



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.

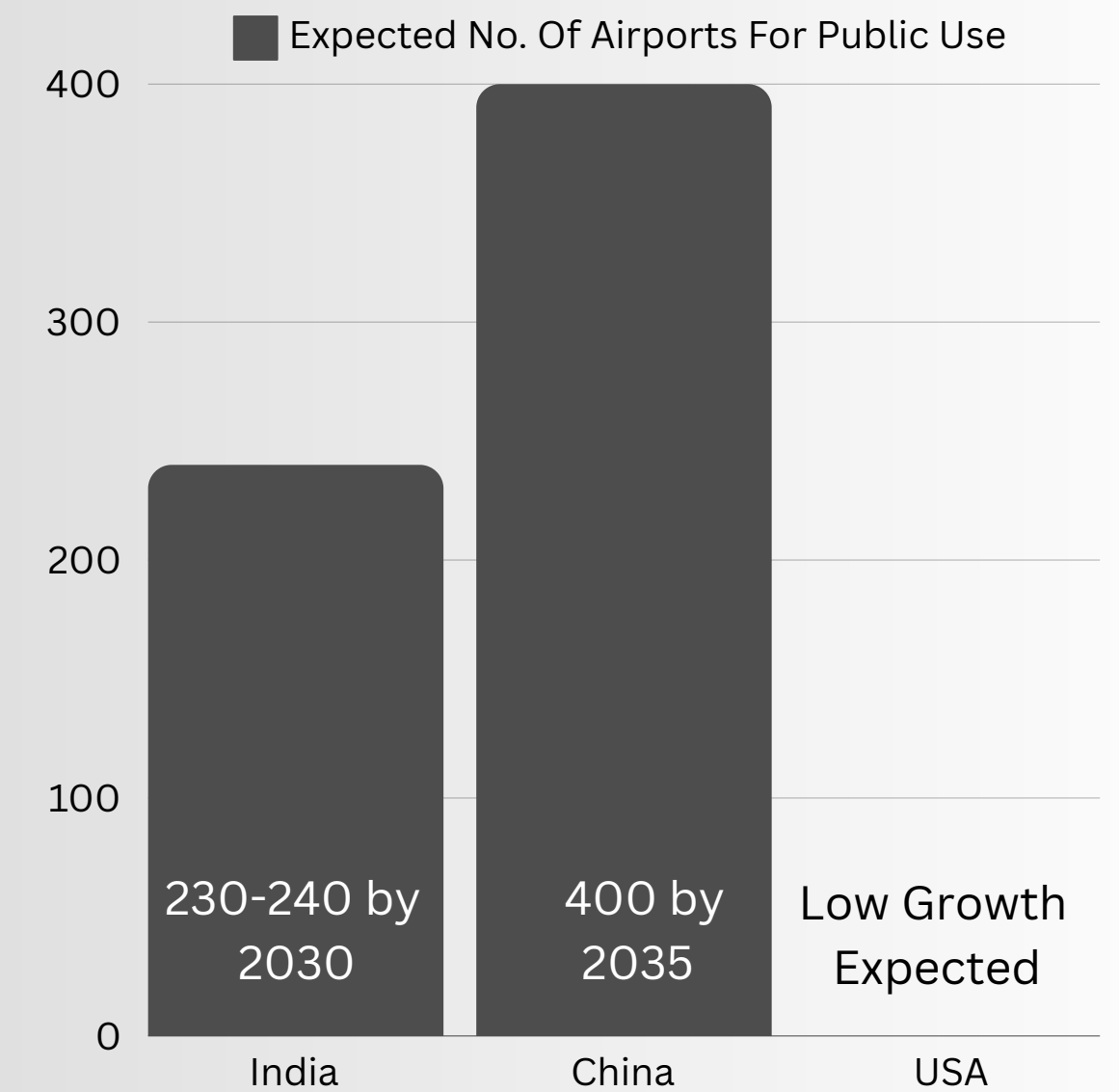
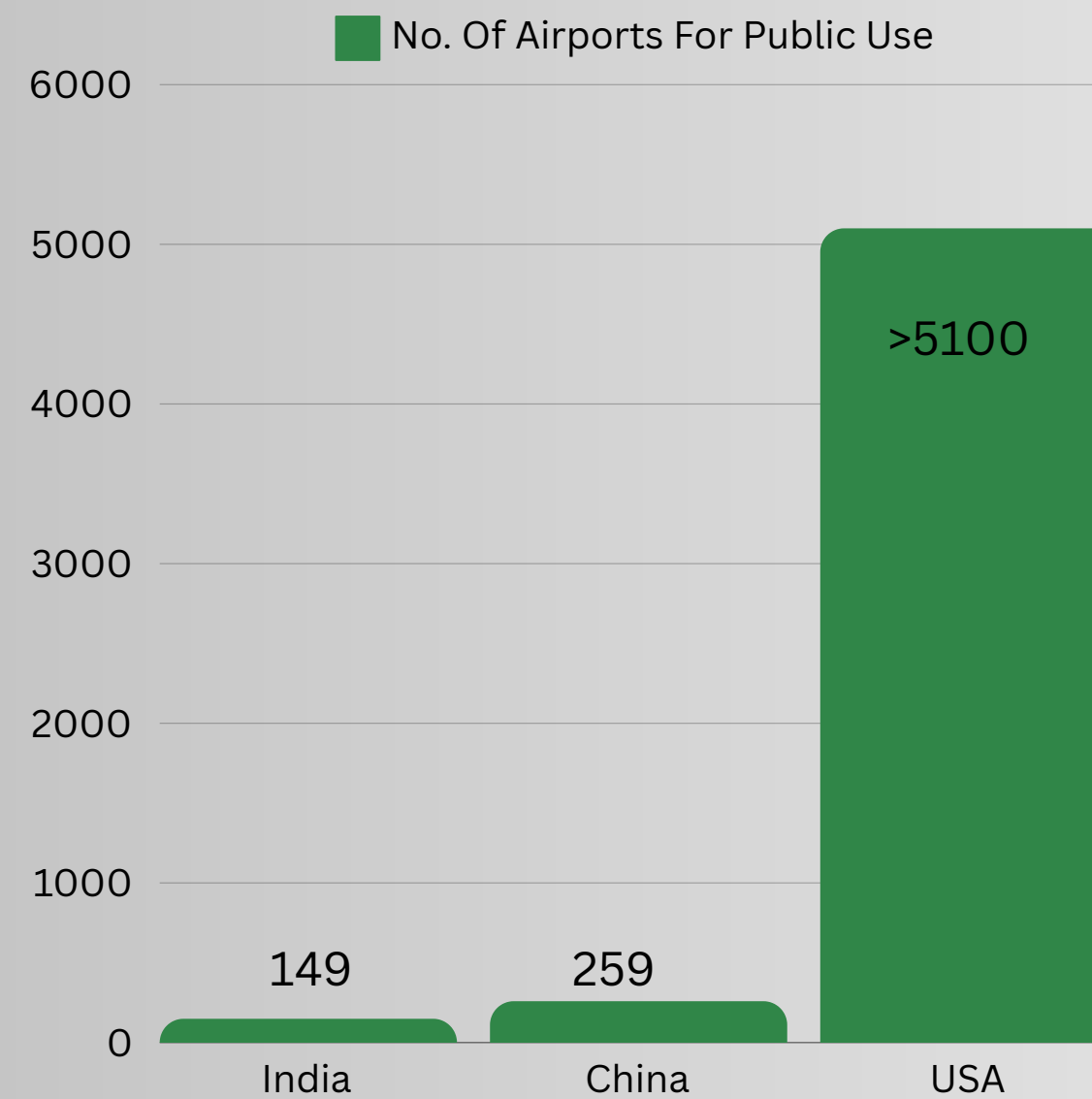
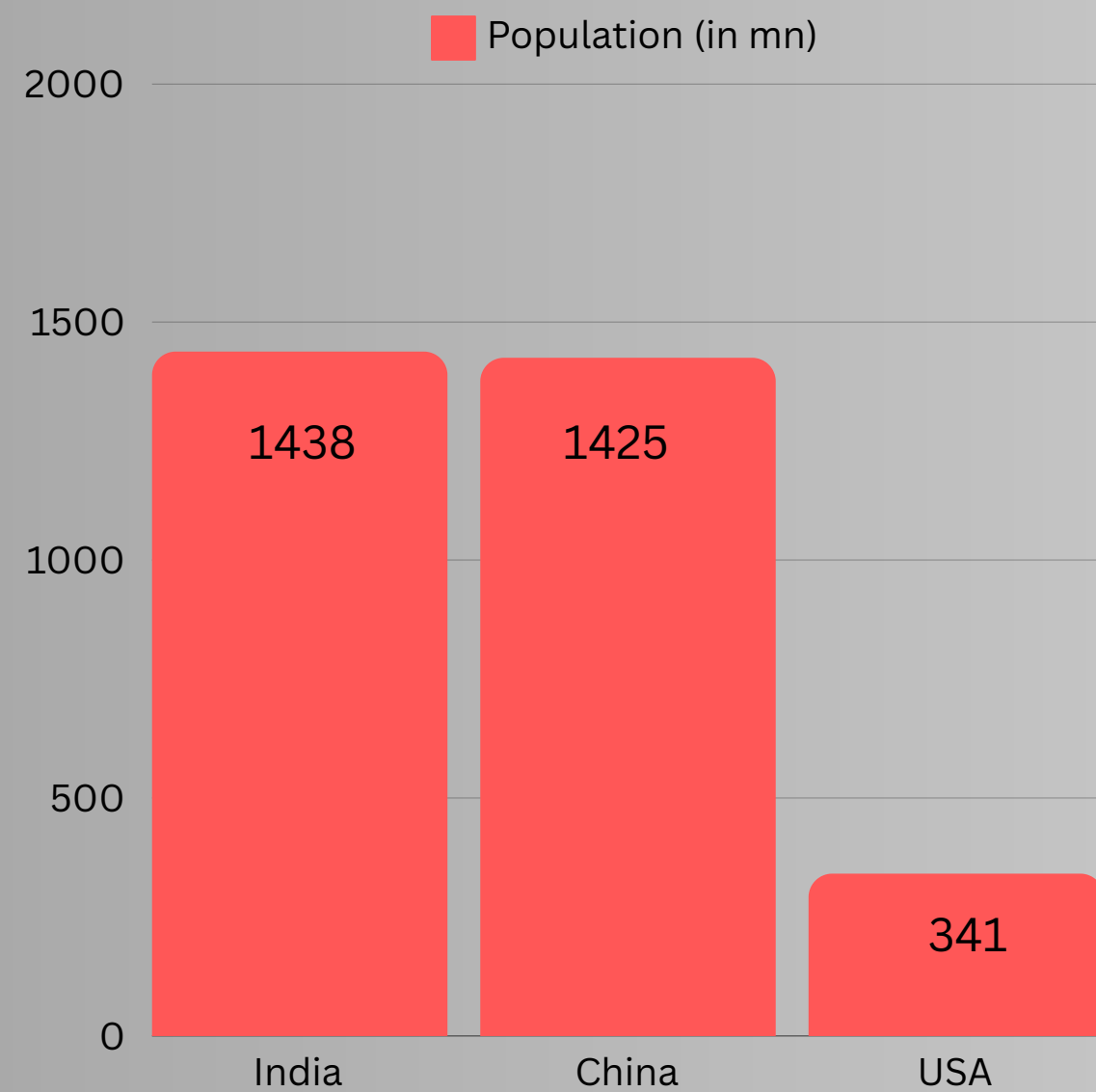


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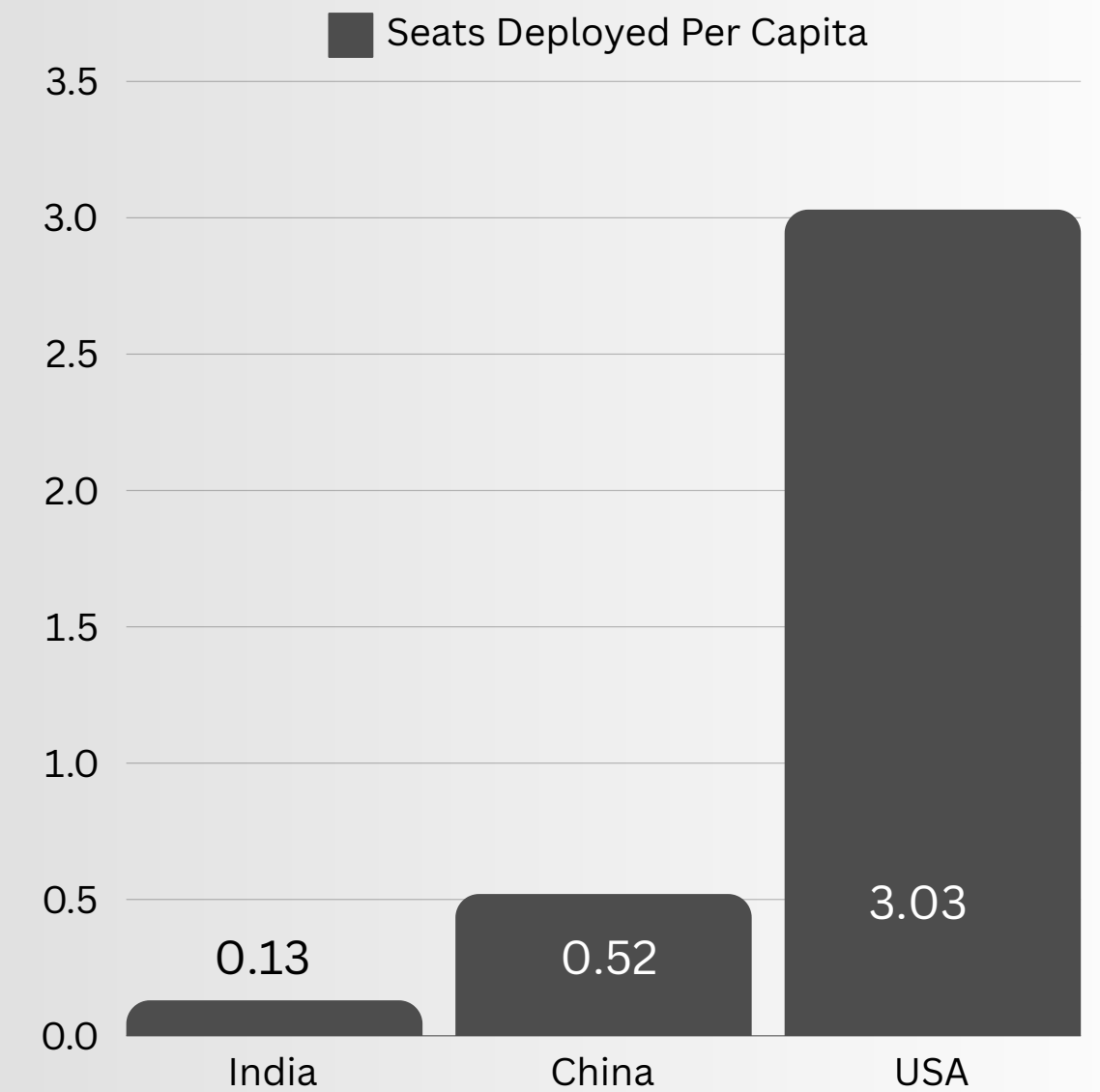
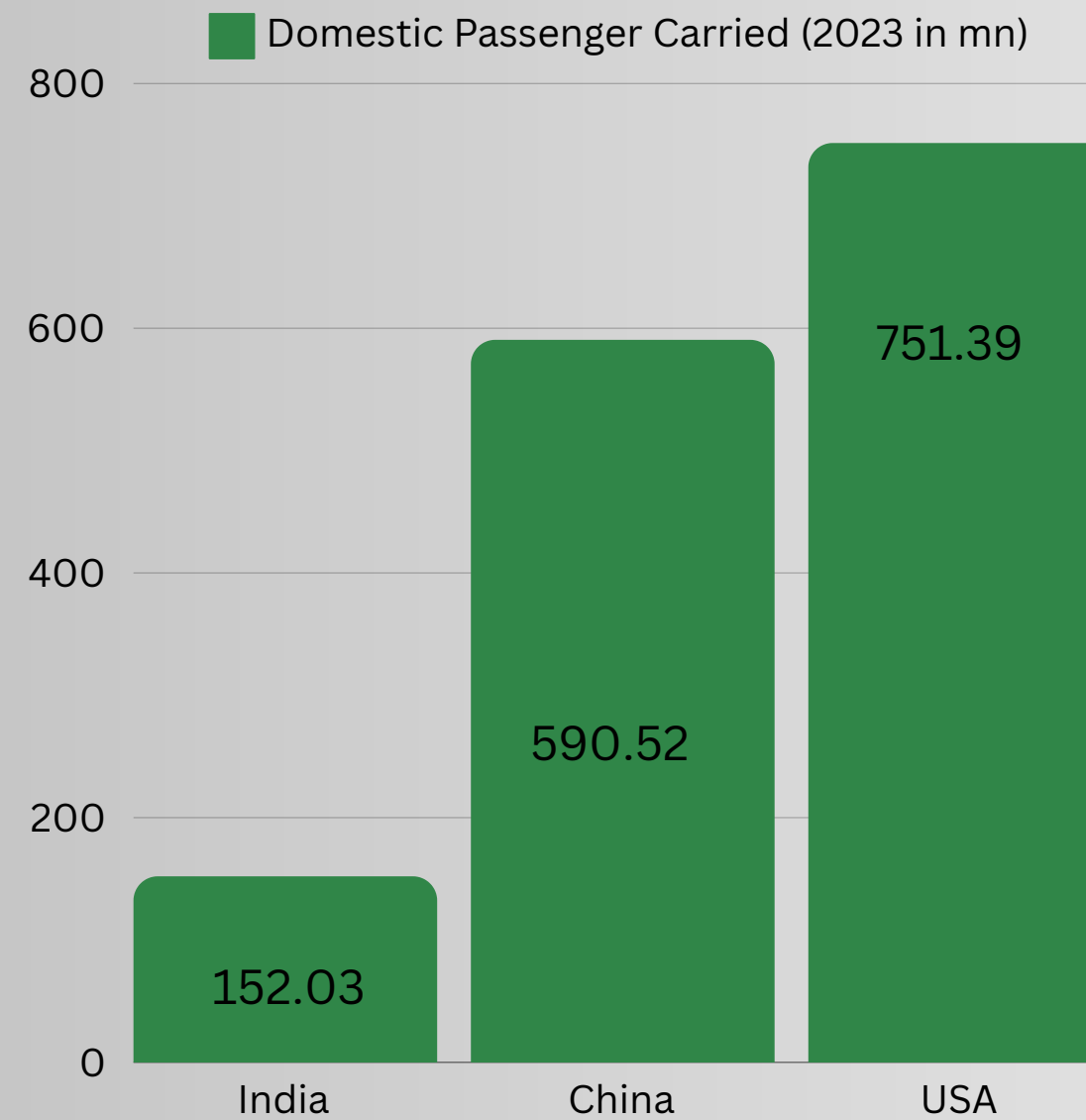
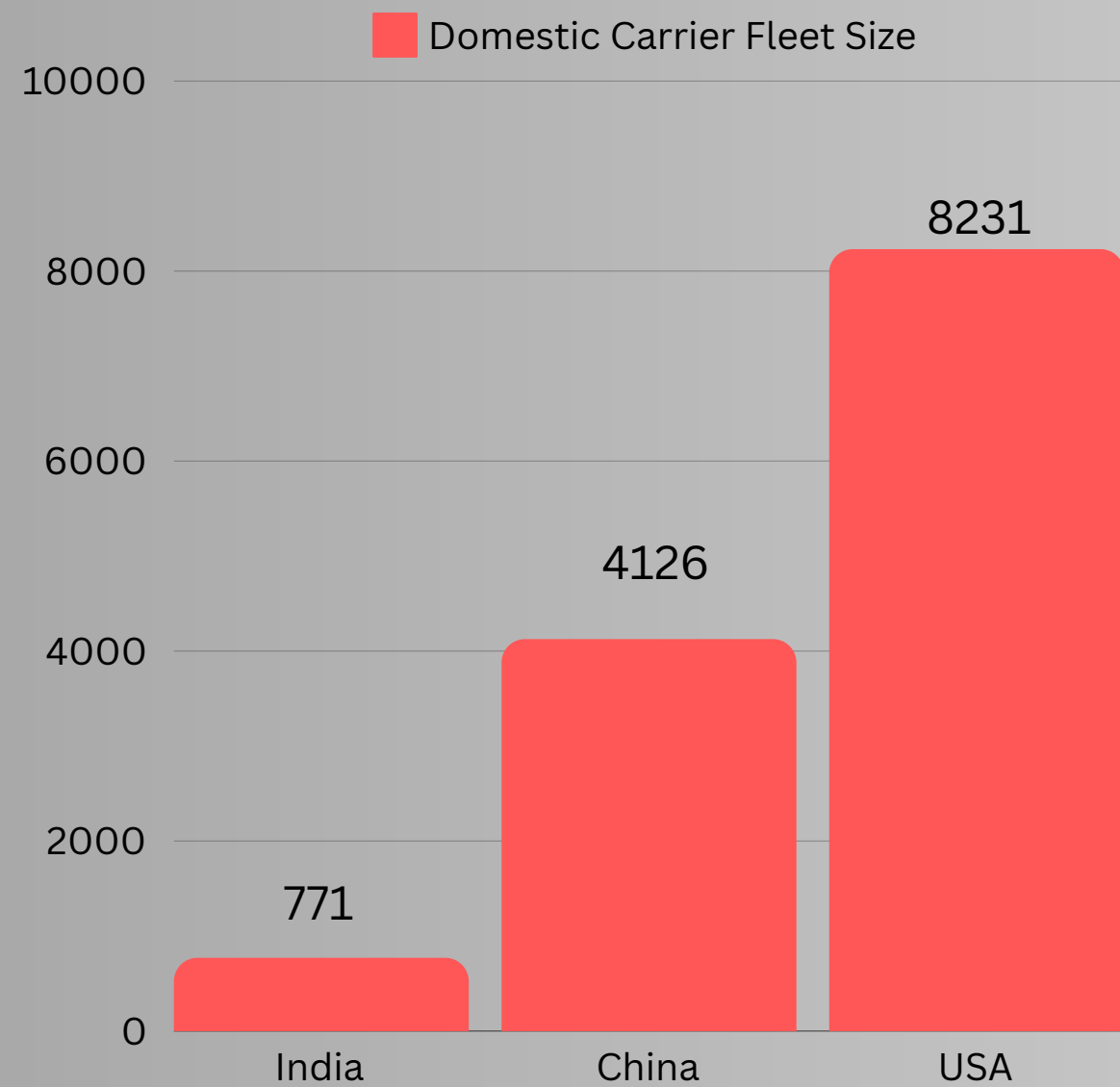
## Firefighting Trucks

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



# Income Statement

Particulars (In Lakhs)	FY23	FY24
Total Sales	3,319.04	3,566.80
Total Expenditure	2642.61	2897.27
<b>EBITDA</b>	<b>676.43</b>	<b>669.53</b>
<b>EBITDA%</b>	<b>20.56%</b>	<b>19.12%</b>
Depreciation	20.04	21.83
<b>PBIT</b>	<b>730.40</b>	<b>674.30</b>
Interest	109.21	61.56
PBT	621.19	612.74
Tax	177.36	160.98
<b>PAT</b>	<b>443.83</b>	<b>451.76</b>
<b>PAT%</b>	<b>13.49%</b>	<b>12.90%</b>
EPS	9.84	8.06



# Balance Sheet

EQUITY AND LIABILITIES			ASSETS		
Particulars (In Lakhs)	FY23	FY24	Particulars (In Lakhs)	FY23	FY24
<b>Shareholders' funds</b>			<b>Non-current assets</b>		
(a) Share capital	560.5	560.5	(a) Property, Plant & Equipment	397.54	400.68
(b) Reserves and Surplus	1,966.67	2,418.43	(b) Intangible assets	0.01	
			(c) Capital Work-in-Progress	1.13	443.13
<b>Non-current liabilities</b>			(d) Intangible assets under development		20.46
(a) Long term Borrowings	64.18	3.3	(e) Deferred tax assets (net)	15.74	18.01
(b) Long term Provisions	72.26	88.04	(f) Long-term loans and advances	0.01	2.6
			(g) Other Non-Current Assets	584.18	117.43
<b>Current liabilities</b>			<b>Current Assets</b>		
(a) Short Term Borrowings	223.86	344.96	(a) Inventories	152.32	412.01
(b) Trade payables	90.35	407.94	(b) Trade receivables	637.99	814.24
(c) Other current liabilities	400.39	593.46	(c) Cash and bank balances	691.25	1,022.63
(d) Short-term provisions	14.55	4.62	(d) Short term loans and advances	259.19	562.76
			(e) Other current assets	653.44	607.3
<b>TOTAL</b>	<b>3,392.76</b>	<b>4,421.25</b>	<b>TOTAL</b>	<b>3,392.76</b>	<b>4,421.25</b>

# THANK YOU

# CONNECT WITH US!



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**Investor Relations**  
**Twenty Eighth Consulting**

Ms. Palak Agarwal  
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