

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

Pursuant to regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements), 2015, we are enclosing herewith the Press Release of the Company on the Financial Performance of the company for the half year ended 30th September, 2024.

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 announces Strong First-Half FY25 Performance, Announces Strategic Partnerships, and Expands Manufacturing with New ‘Make in India’ Plant

Anlon Technology Solutions Limited, a leader in advanced engineering solutions across aviation, infrastructure, and fire safety, has reported substantial growth in financial performance and operational capabilities for the first half of FY25. Amid rising demand in India’s airport and safety sectors, Anlon’s latest achievements include new global partnerships, an expanded product portfolio, and the operationalization of a new manufacturing facility aligned with the Government of India’s ‘Make in India’ initiative. These advancements underline Anlon’s commitment to innovation and its competitive edge in India’s rapidly evolving safety and infrastructure landscape.

Financial Performance – Strong First-Half Results in FY25

- **Total Revenue** of INR 1,905.96 lakh, an increase of 8.38% over H1 FY24.
- **EBITDA** of INR 387.13 lakh, representing a 12.78% increase, with EBITDA margins rising to 20.31% from 19.52% in the prior year.
- **Profit After Tax (PAT)** increased by 15.07% year-on-year to INR 254.98 lakh.
- **Earnings Per Share (EPS)** rose to INR 4.39, underscoring a healthy earnings profile for shareholders.

These financial gains are driven by Anlon’s focus on direct sales, innovative partnerships, and new product lines, all supported by a modernized revenue model and domestic production capabilities that improve margins.

Chairman’s Message

Mr. Unnikrishnan Nair P M, Managing Director of Anlon Technology Solutions Limited, commented, “We are delighted to share our latest progress report with our stakeholders, celebrating our steady and positive growth. We’re thrilled to report new orders, partnerships, products, and clients. Our new plant is now fully operational, and we’re on track to release our final products soon, proudly contributing to the Make in India initiative.

In terms of partnerships, we have joined forces with Lion Protects BV, a leading global company from the Netherlands that specializes in training solutions for airports, emergency services, military, and industrial sectors. As the largest provider of fire training equipment and facilities for first responders worldwide, LION has established three of the largest training centers for emergency responders globally. Additionally, we’ve partnered with Graco India Pvt. Ltd. to introduce Line Lazor Marking Machines for the Indian airport market. These strategic alliances not only expand our product categories but also position us as one of the few companies offering advanced safety products to our targeted industries.

While EVs have safety features built into their designs, the demand for fire blankets is increasing as an additional precautionary measure in case of battery-related fires. EV manufacturers and users are recognizing the importance of fire blankets as a preventive measure, further propelling their market

potential. This trend can be seen in the recent product launches in this space. Furthermore, the lead time for fire blankets is less than three months, which will help reduce our overall average lead time across products.

These new product lines, with a delivery lead time of just 2–3 months, will also help reduce our overall delivery times. Currently, our flagship product, firefighting trucks, has a delivery lead time of 10–11 months, but we’re actively working to shorten this by strategically expanding our offerings. Also the H1FY25 performance was majorly based on our regular business and business from new manufacturing plant is expected to start contributing from H2FY25. We also did an end to end installation of conveyor belt handling system at Ambikapur Airport. We expect to keep delivering a steady growth in long term.”

Strategic Global Partnerships Elevate Product Offerings

Anlon has established pivotal partnerships to bolster its offerings and expand its footprint in fire safety and airport operational equipment:

1. **Lion Protects B.V. (Netherlands)** – In an exclusive partnership, Anlon will offer Lion Protects' advanced training solutions tailored for India’s airports, emergency services, and defence sectors. As a leading global provider of fire training facilities, Lion Protects adds a critical safety and training component to Anlon’s portfolio, enhancing India’s emergency preparedness across airports and related industries.
2. **Bridgehill AS (Norway)** – Through an exclusive distribution agreement, Anlon will bring Bridgehill’s state-of-the-art fire blankets to the Indian market, addressing the growing need for fire safety in electric vehicles (EVs) and industrial applications. The demand for fire blankets has surged alongside the adoption of EVs, offering users an essential safety measure for battery-related fire incidents.
3. **Graco India Pvt. Ltd.** – Graco’s Line Lazor Marking Machines, recognized globally for precision in runway marking, will now be available through Anlon’s distribution network. This collaboration aligns with India’s airport modernization efforts, enhancing safety and efficiency in runway operations.

Conveyor Belt Installation at Ambikapur Airport



Expansion through New Manufacturing Facility in Bangalore

A milestone for Anlon's production capabilities, the new plant in Bangalore, inaugurated in February 2024, significantly enhances the company's manufacturing and assembly capacity. The facility supports Anlon's 'Make in India' strategy, producing critical products domestically, including firefighting vehicles, runway maintenance equipment, and other specialized airport systems.

Key Impacts of the New Facility:

- **Reduced Lead Times** – The new plant cuts product delivery time enhancing responsiveness to customer needs and increasing order fulfilment efficiency.
- **Cost Efficiency** – With domestic production, Anlon achieves cost advantage over imported products, supporting competitive pricing and boosting demand.
- **New Product Range** – This facility enables Anlon to introduce new, competitively priced vehicles and equipment previously available only through imports, making critical infrastructure accessible to a wider range of clients in the Indian market.

Optimized Revenue Model – Direct Sales and New Order Execution

Anlon is transitioning from a commission-based revenue model to direct sales, enhancing profitability by capturing the full value chain. The current order book, valued at approximately INR 56 crore, includes a variety of products tailored for airports, municipalities, and industrial clients, with lead times of 8-14 months. The company's strategic tendering process has a strong conversion rate of 30-50%, showcasing the consistent demand for Anlon's solutions in the Indian market.

Industry Growth Outlook and Strategic Positioning

India's aviation and infrastructure sectors are poised for rapid expansion, with the government targeting 230-240 operational airports by 2030. Anlon's existing relationships with major airport authorities, municipal corporations, and industrial clients, including Adani Group airports and key municipal corporations, position it to meet the demand from this growing market.

Additionally, the fire safety market is expanding significantly as the global firefighting truck market is projected to grow from USD 5.63 billion in 2022 to USD 10.61 billion by 2030, driven by increasing urbanization and regulatory mandates for enhanced fire safety. Anlon's collaboration with leading OEMs and introduction of specialized products, such as EV fire blankets and firefighting vehicles, ensure it remains at the forefront of this evolving industry.

About Anlon Technology Solutions Limited

Founded in 2007, Anlon Technology Solutions Limited provides advanced engineering services and products for the aviation, municipal, and industrial sectors, specializing in safety and airport infrastructure. Through strategic partnerships, innovative products, and a commitment to quality, Anlon serves a diverse clientele across India's airport, municipal, and industrial landscape, supporting critical infrastructure with sustainable, high-performance solutions.

Thanking You,

For Anlon Technology Solutions Limited,

Mr. Unnikrishnan Nair P M
Managing Director
DIN: 01825309

Disclaimer: Certain statements in this document that are not historical facts are forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. Anlon Technology Solutions Ltd will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances. We request to take the above information on your records.