

DATE: 25-11-2024
ATS_F&A_FY2425_912

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 : Investor presentation for the Half year ended 30th September 2024.

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, 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

Investor Presentation
H1'FY25



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

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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

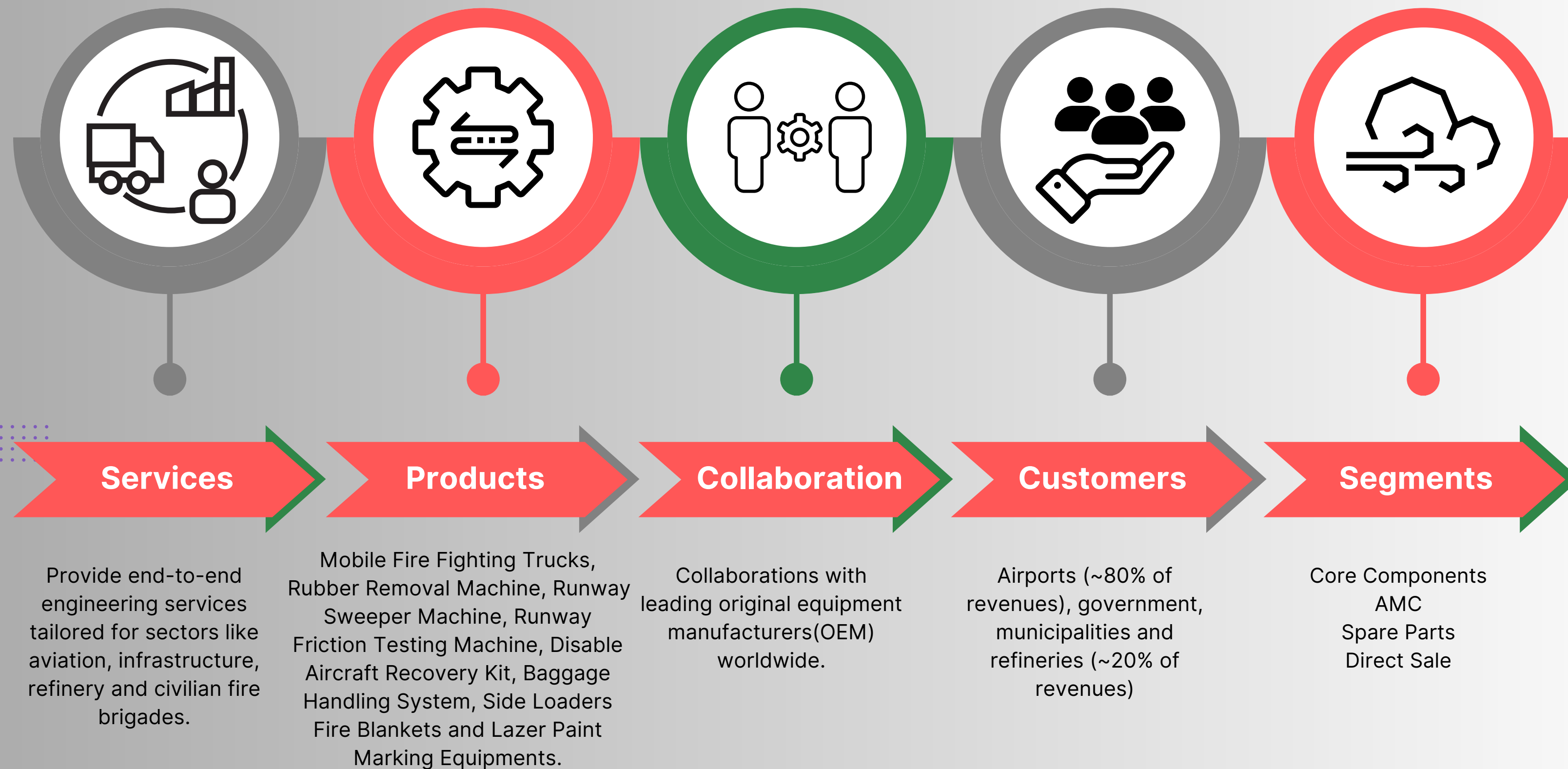
We are delighted to share our latest progress report with our stakeholders, celebrating our steady and positive growth. Our new plant is now fully operational, and we're on track to release our final products soon, proudly contributing to the Make in India initiative.

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.

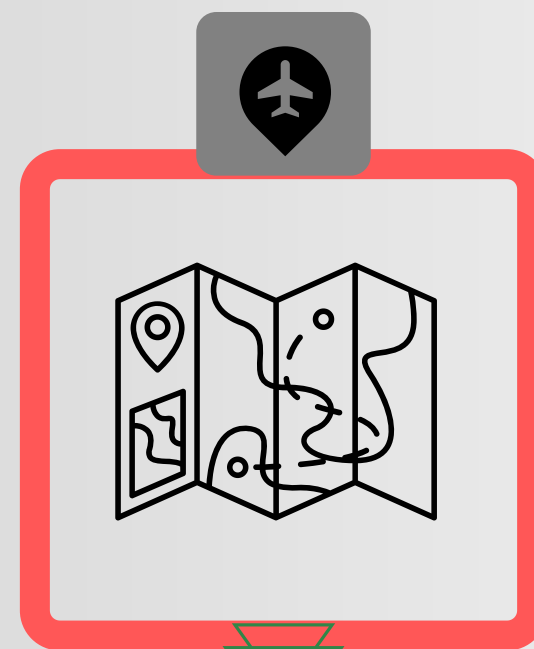
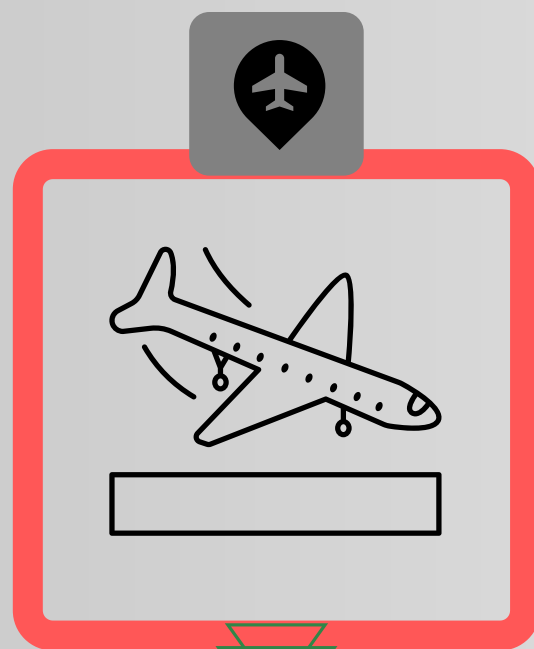
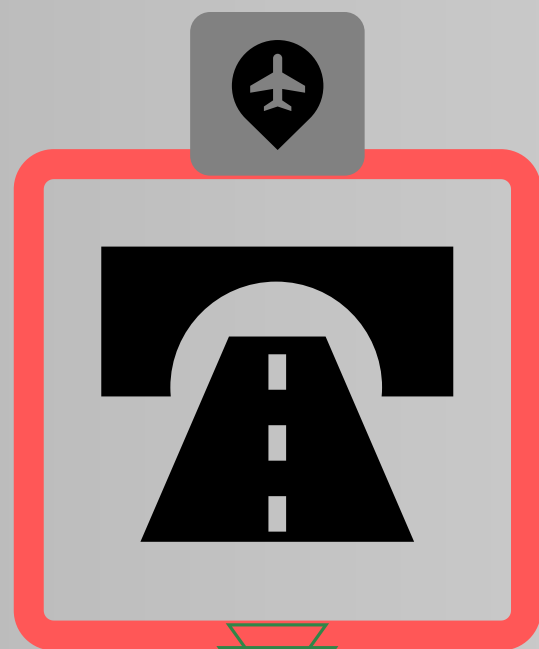
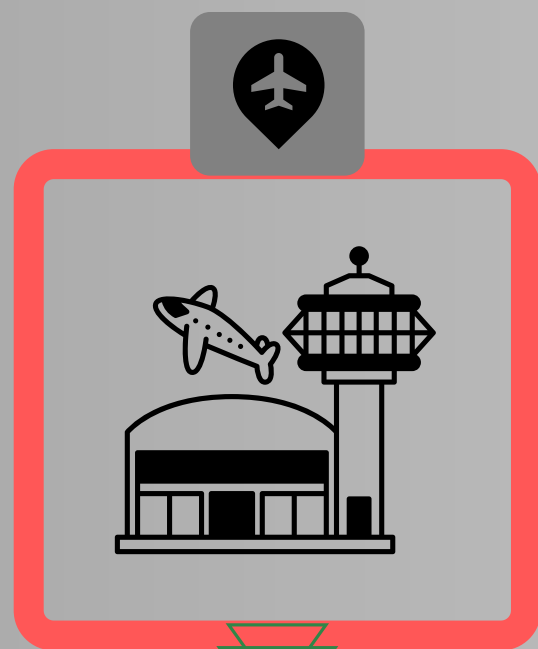
While EVs have safety features built into their designs, the demand for fire blankets is increasing as an additional precautionary measure in case of battery-related fires. EV manufacturers and users are recognizing the importance of fire blankets as a preventive measure, further propelling their market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

About Us



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-Till Now

- IPO
- New Plant inauguration at Bangalore
- QIP
- New Collaboration with Bridgehill AS, Norway, Graco India and Lion Protects.



Our Products

Firefighting Equipments | **01**

>85% of Revenues

Runway Sweeping Machines | **03**

<5% of Revenues

02 | Rubber Removal Machines

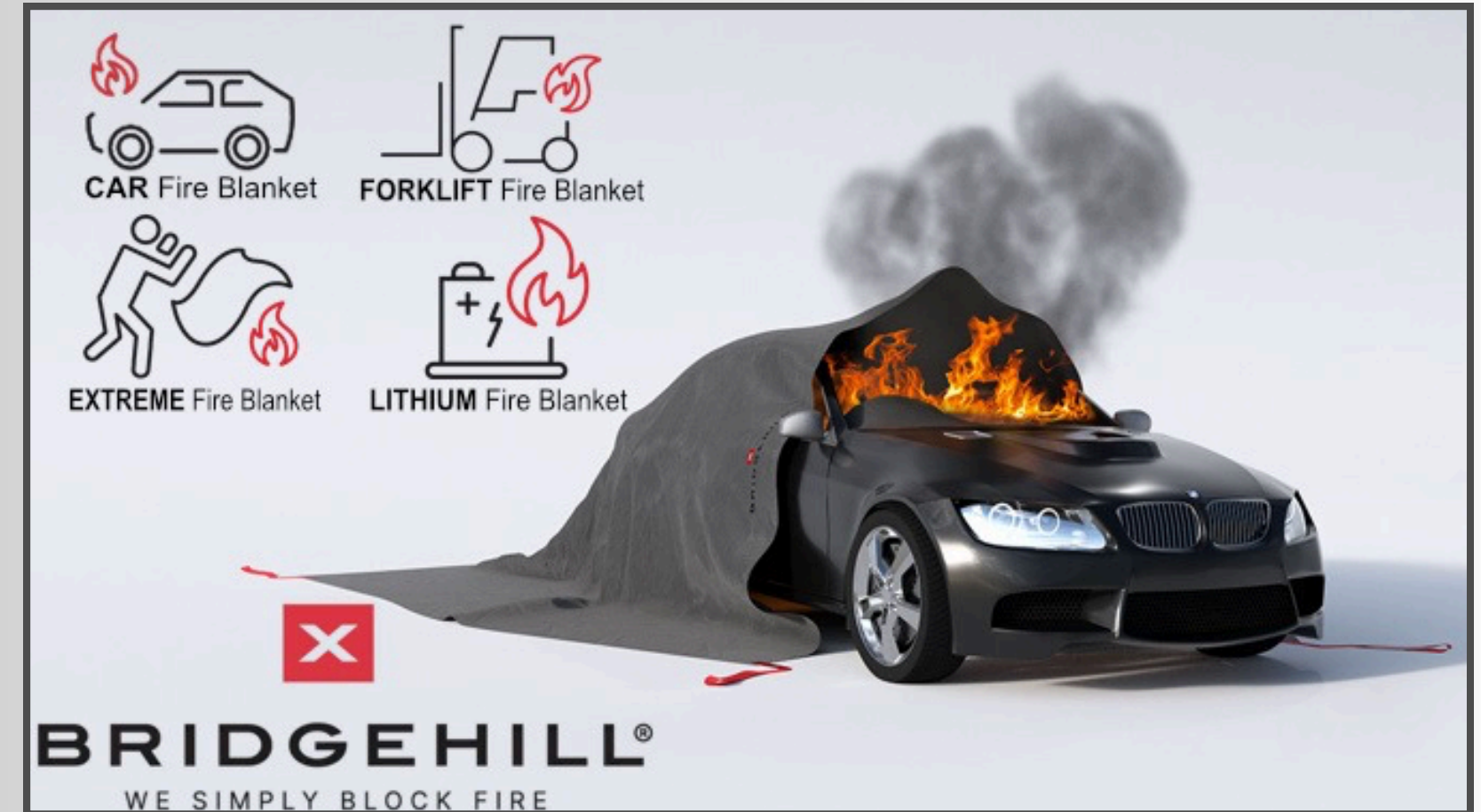
>5-10% of Revenues

04 | Other Equipments

5-10% of Revenues



Our Products



CAR Fire Blanket FORKLIFT Fire Blanket

EXTREME Fire Blanket LITHIUM Fire Blanket

BRIDGEHILL®
WE SIMPLY BLOCK FIRE

CityCat V20

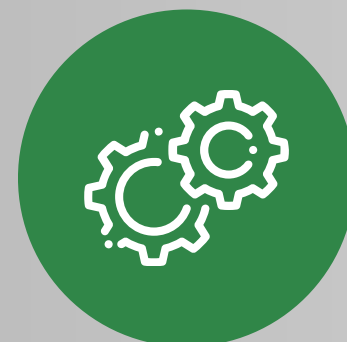
Introducing the all new CityCat V20



Business Segments

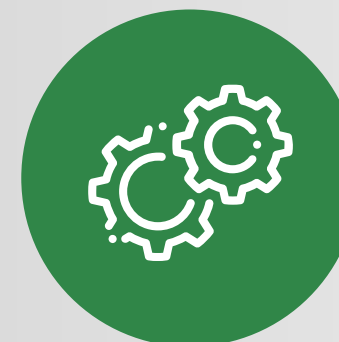
Commission Basis

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



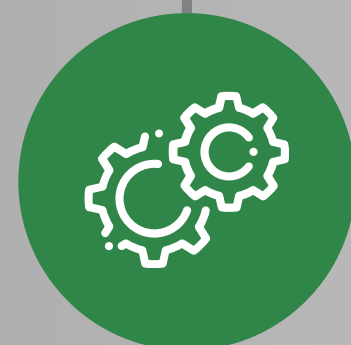
Direct Sale

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



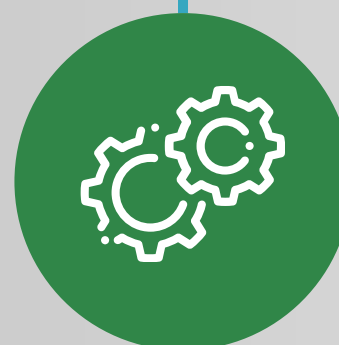
Others

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



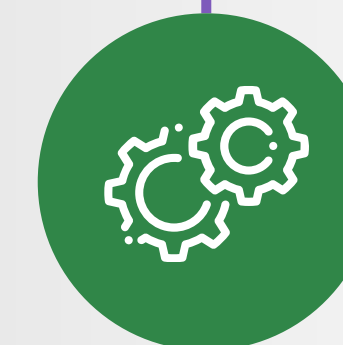
AMC

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

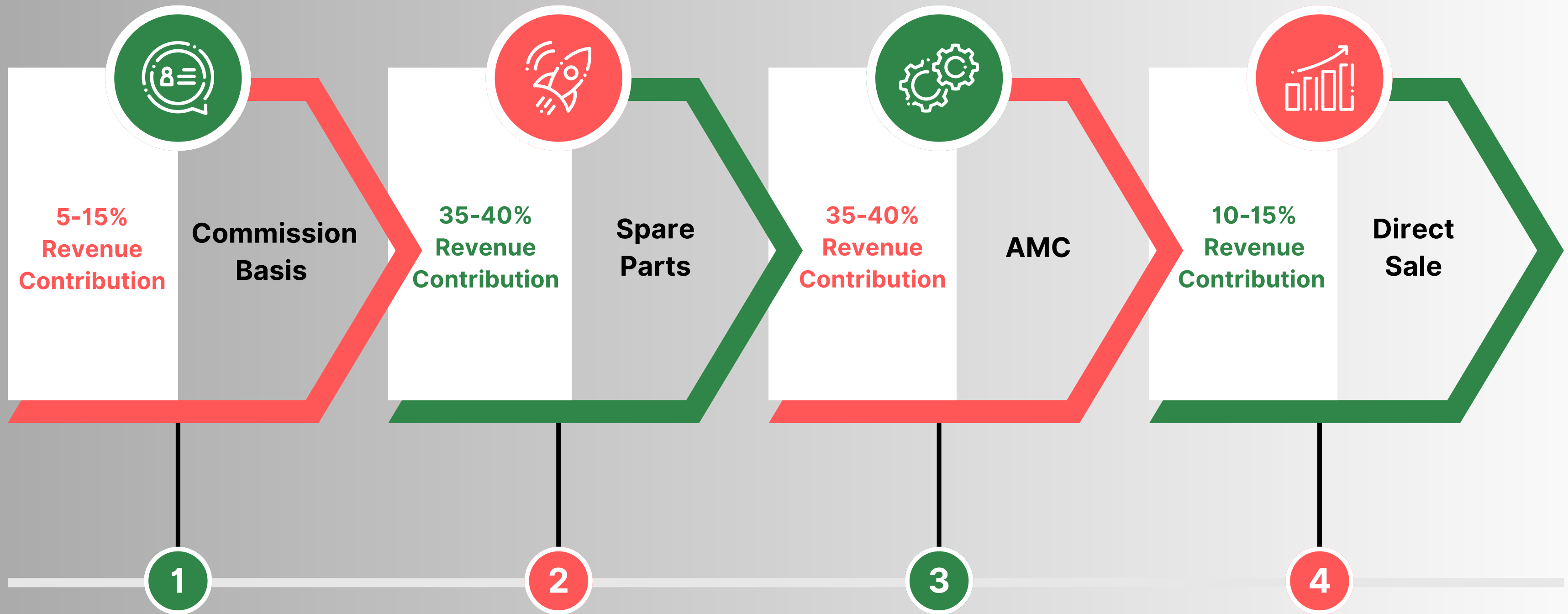


Spare Parts

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

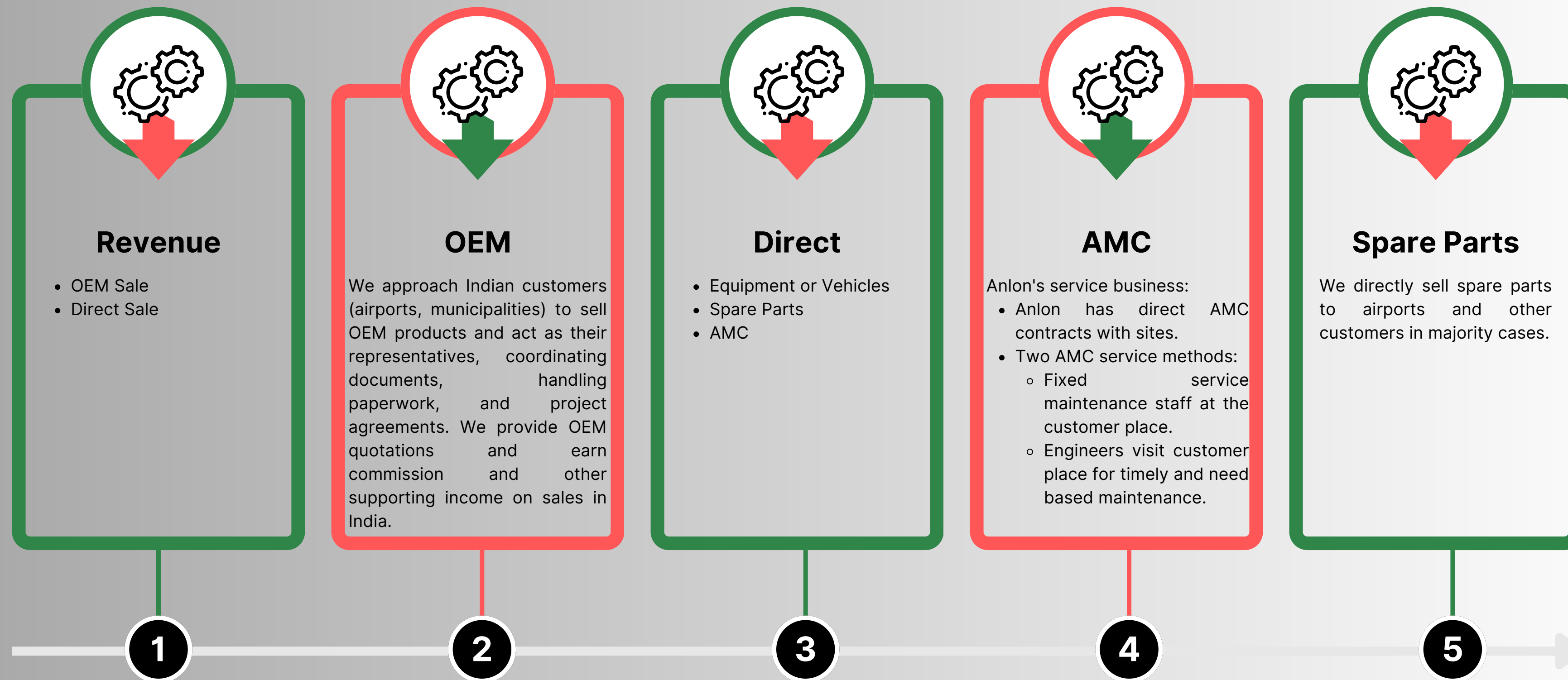


Segment Wise Revenue Contribution

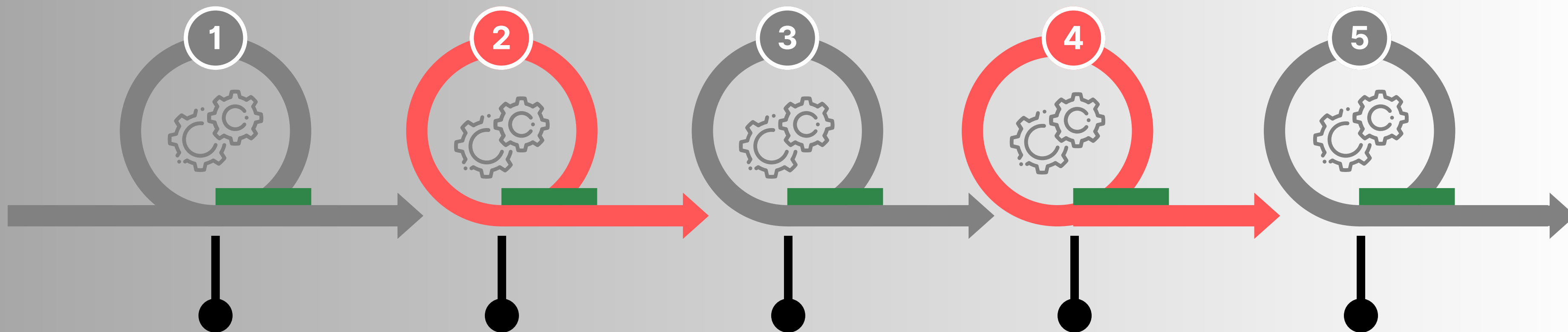


*Basis H1'FY25

Revenue Generation



Transitioning Into A New Revenue 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

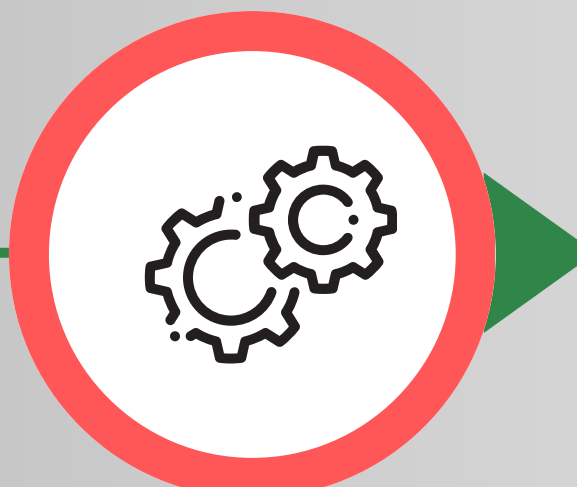
Our Customers

- 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

OEM Equipment Supplier Network

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



01

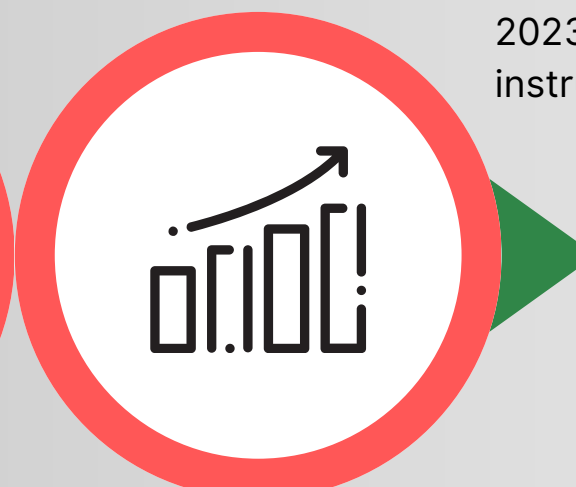
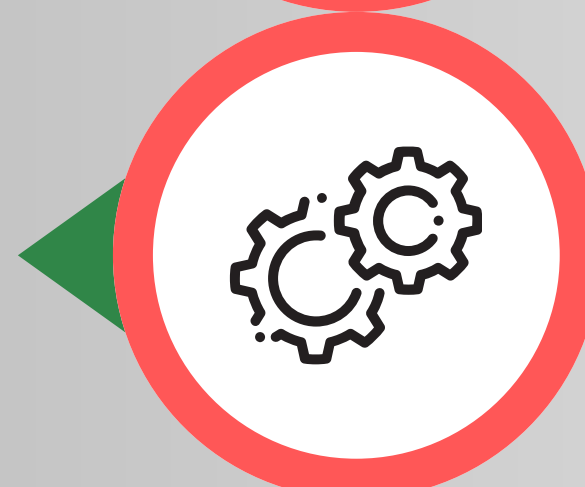
Rosenbauer

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.



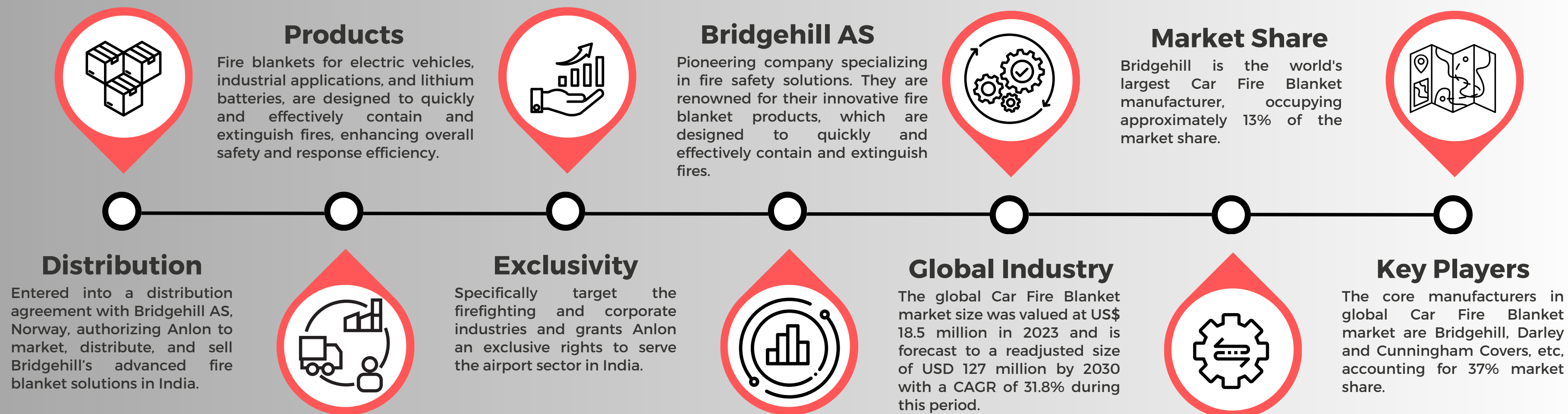
Exclusive For Indian Airports

New Additions

- LION Protects B.V., Netherlands
- Graco India Private Limited

Launching New Services

Association With Bridgehill AS, Norway



Launching New Services

Association With LION Protects B.V., Netherlands

Agreement

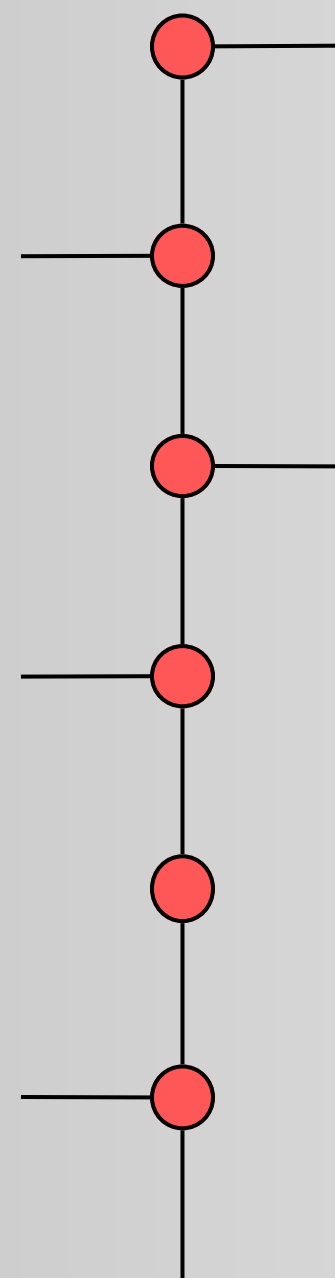
Authorizing our company to market, distribute, and sell LION's training products, providing training solutions and Total Care Repair and Maintenance Services in India.

Quality

They are dedicated to improving the safety and performance of first responders by providing advanced protective clothing, firefighter gear, and comprehensive training systems.

Innovation

The company focuses on innovation, quality, and customer-centric solutions to ensure the highest level of protection and preparedness in critical situations.



About

Lion Protects B.V. is 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, having built the last three largest first responder training facilities in the world.

Target User

1. Airports
2. Fire Rescue Services
3. Defence and Navy
4. Oil and Gas Chemical Industry
5. Petro Chemical Industry
6. Maritime Industry
7. Public Services

Launching New Services

Association With Graco India Private Limited

- 01

Non Exclusive Distributor

to sell Line Lazor Marking Machines to end users, primarily Indian airports.

- 02

Global Market

~USD 1.2 billion in 2022 & expected to reach around USD 1.7 billion by the end of 2030.

- 03

Growth

driven by increasing air traffic volumes, the need for enhanced airport safety, and the modernization of airport infrastructure worldwide.

Graco Inc., founded in 1926 and based in the USA, is a world leader in fluid handling technology. They have held over 20 years of dominance in the Line Lazor Marking Machines market since 1990. We are delighted to add this product to our portfolio, enabling us to further penetrate the Indian airport infrastructure sector and continue our journey of growth and expansion.

Graco Line Lazer 250 DC Applications



- **Typical Applications for LineLazer IV 250DC**
- **Airports**
- **Highlight Lines**



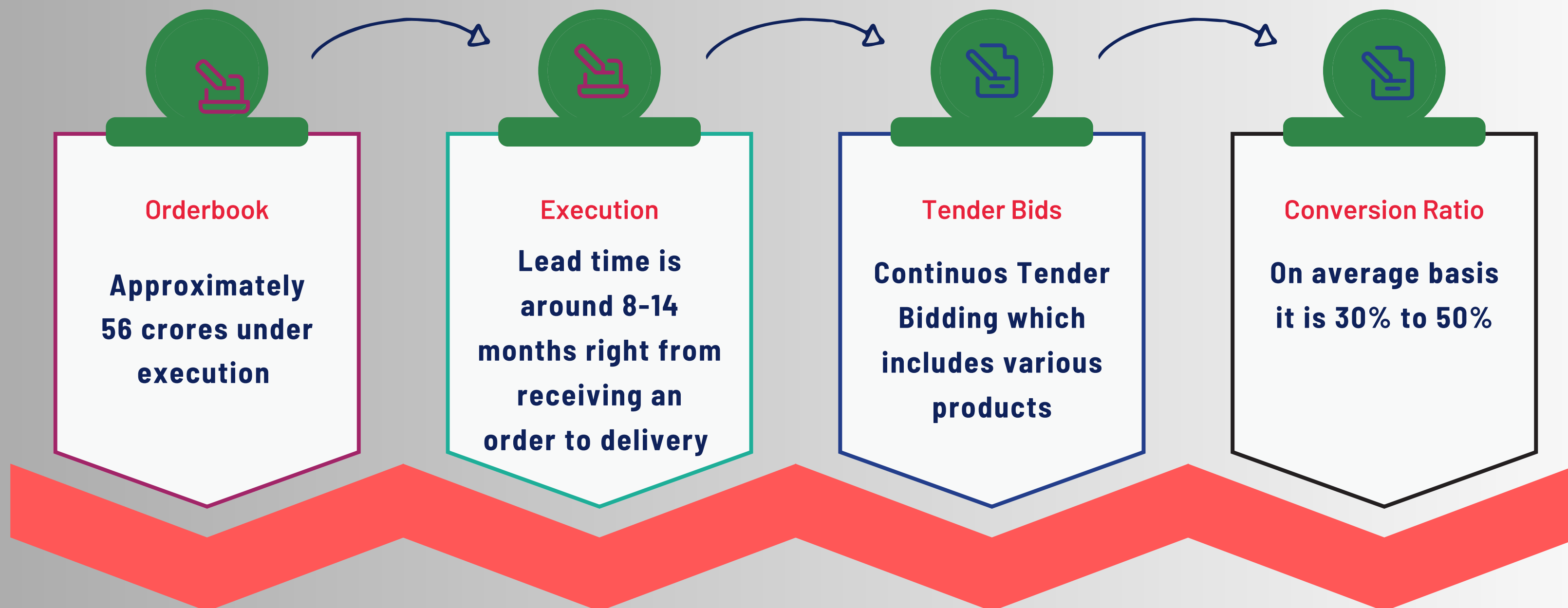


- **Dual Color Solid and Skip Line**
- **Threshold, Dispersal Markings**






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

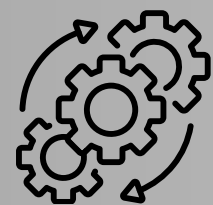
- More Demand
- Better Cost
- More penetration
- Higher Orders

IMPACT

- Sustainable increase in margins
- New Launches

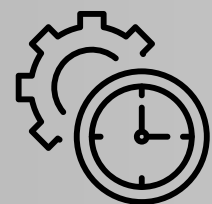


Backward Integration



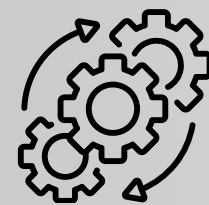
Price Difference

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.



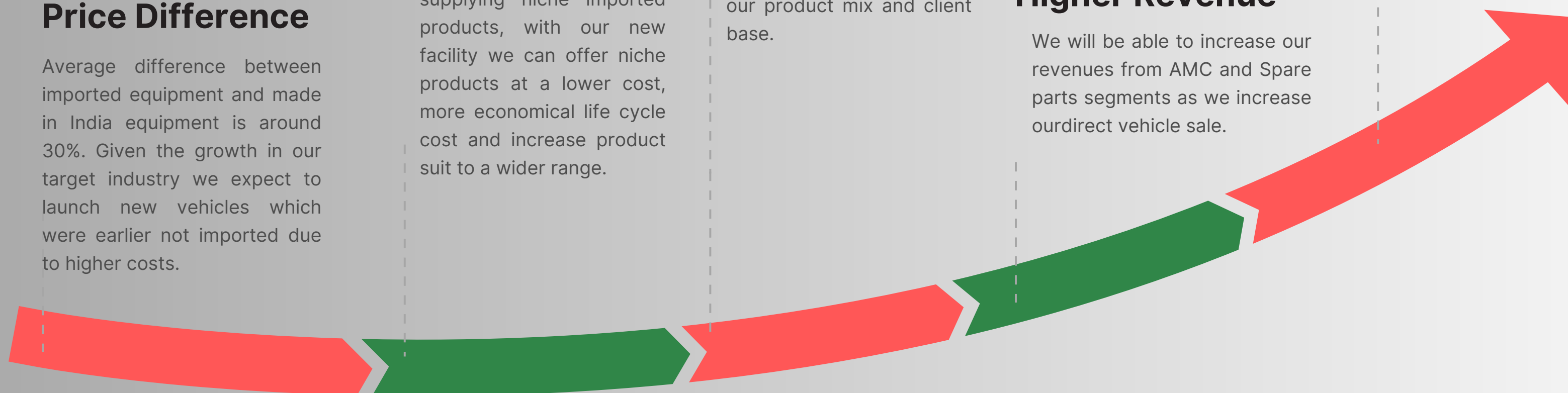
Higher Revenue

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

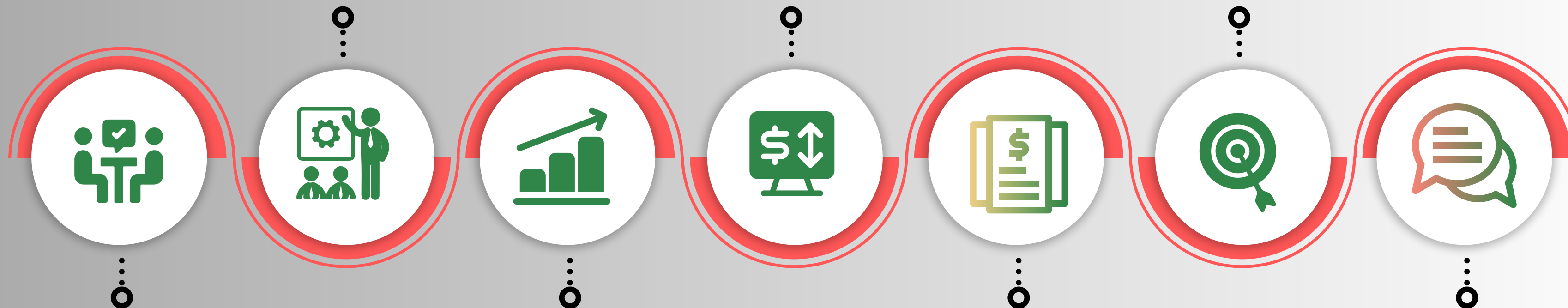
Though there are a few other players in the market, only we have exclusive or authorized collaborations with the world's leading OEMs for technologies, components, and vehicles.

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

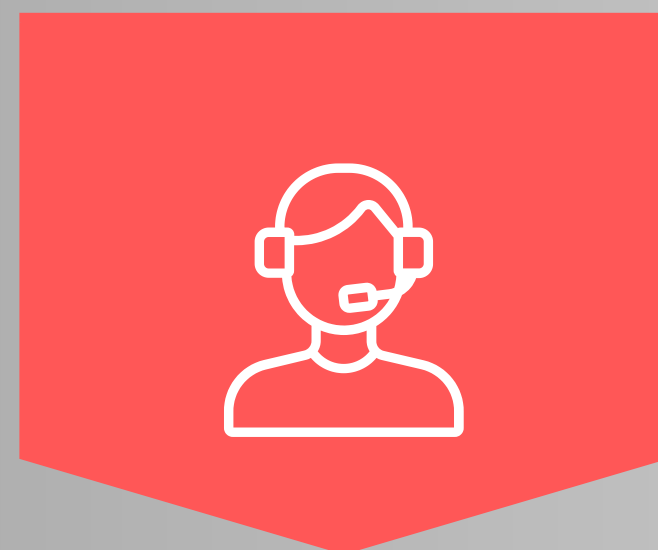
Very few players are able to execute timely deliveries because it requires extensive experience and a robust network with vendors, OEMs, supporting staff and engineers, government, and other authorized bodies.

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

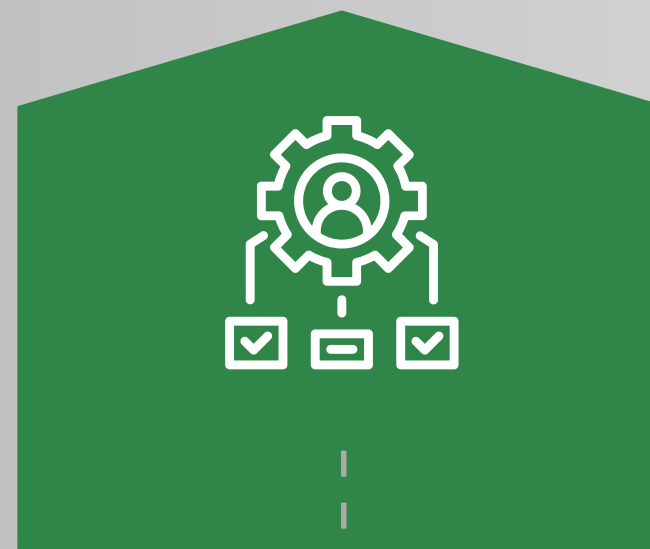
Growth In Target Industry



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.

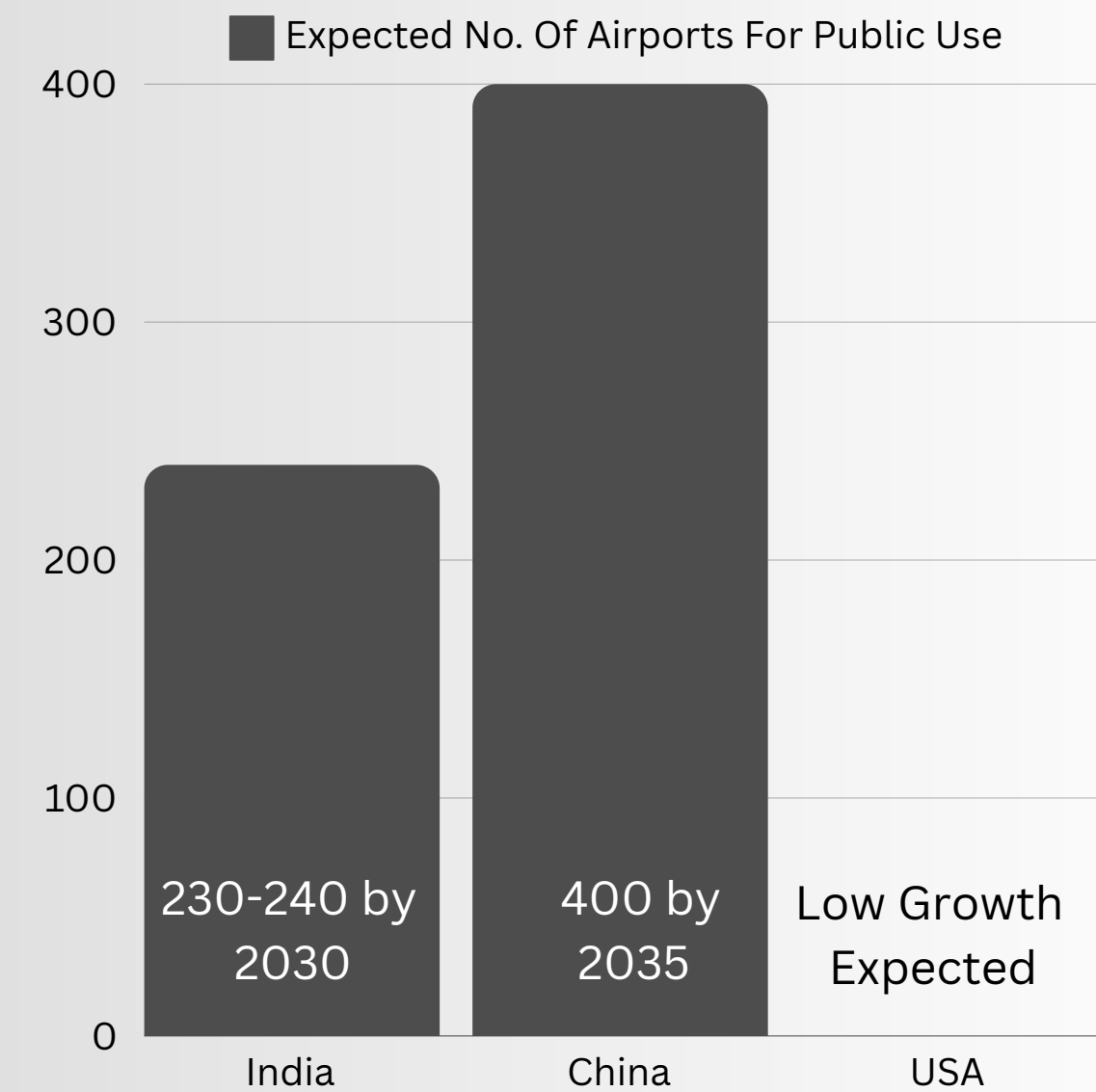
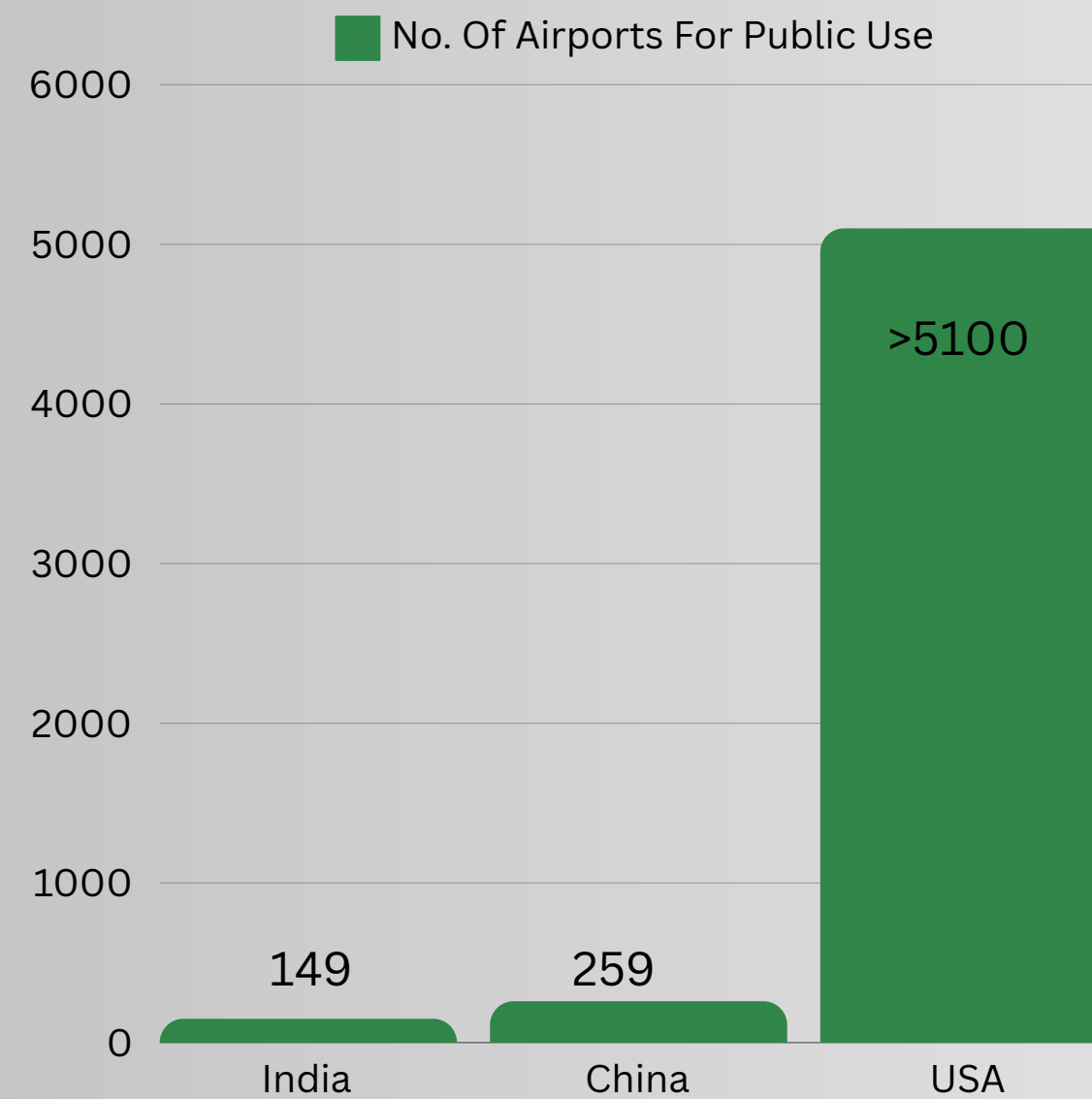
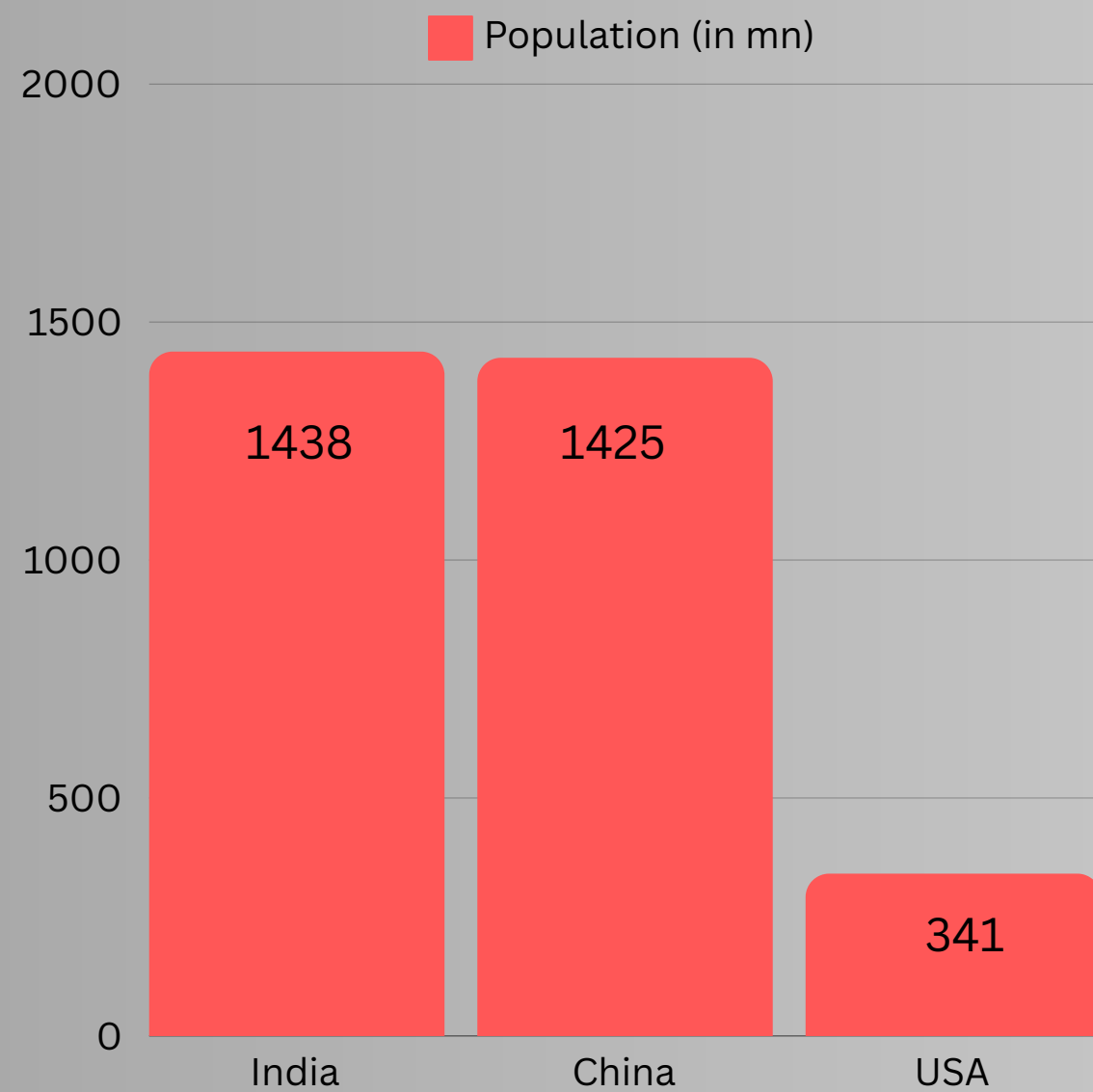


04

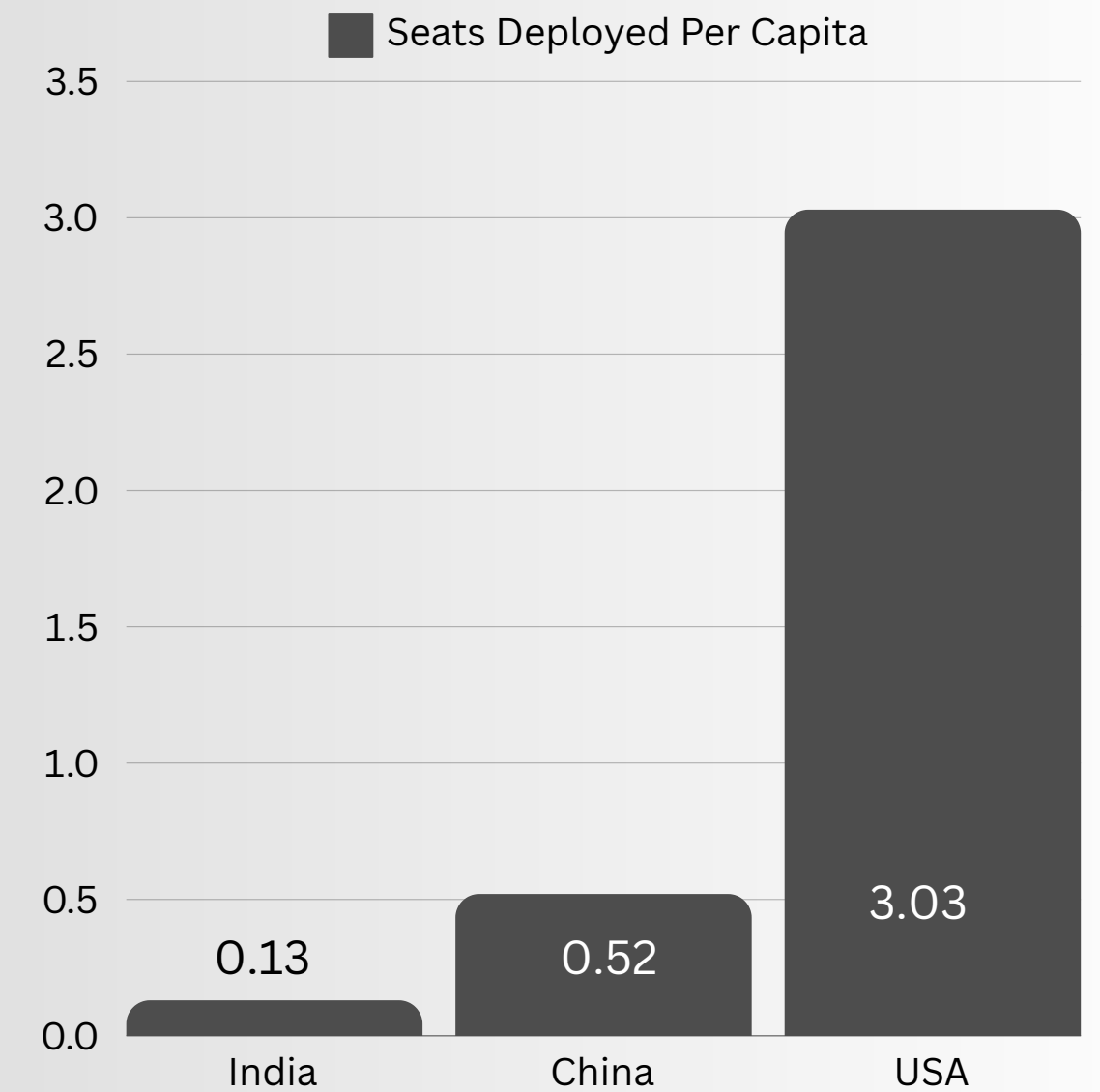
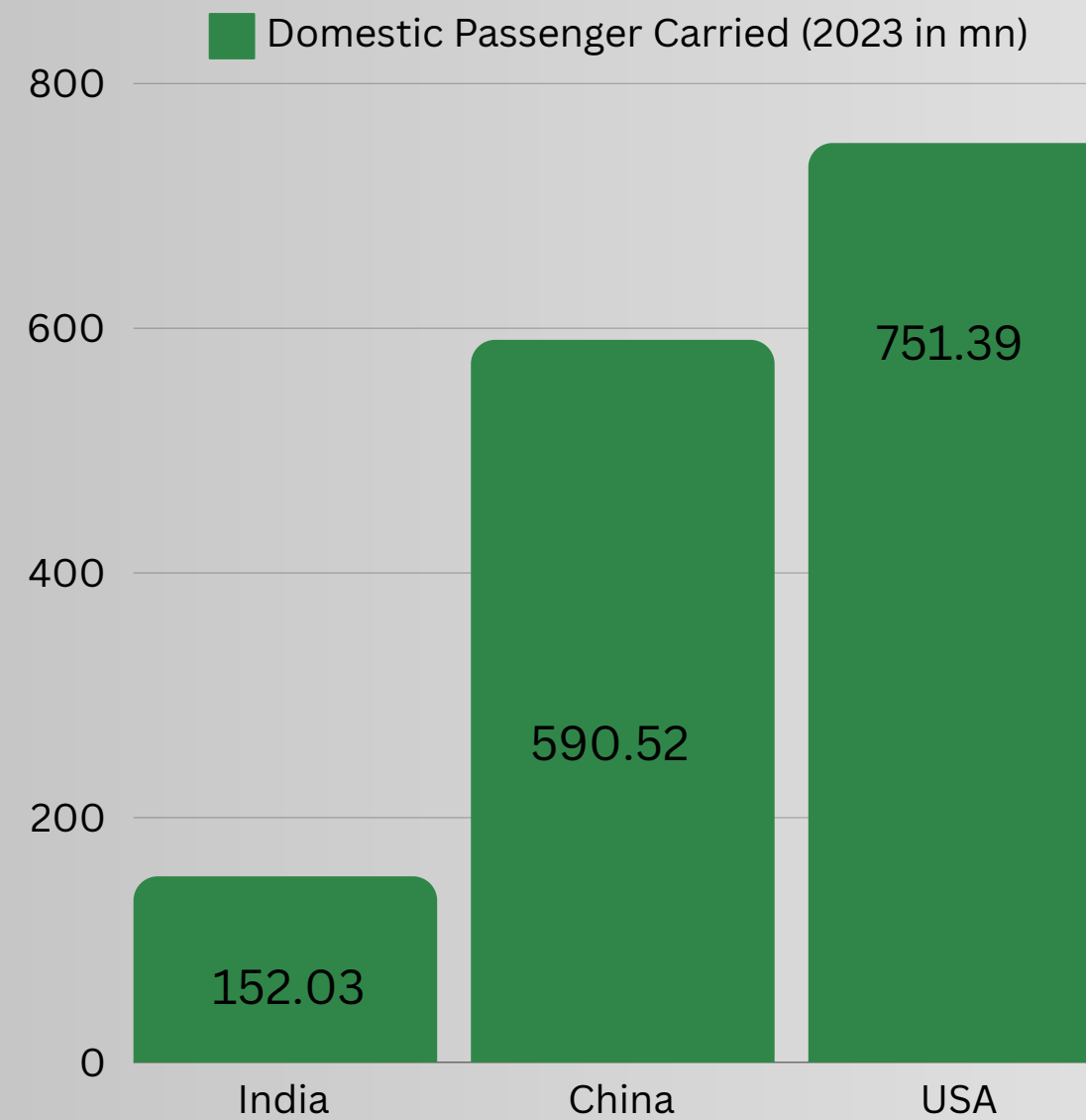
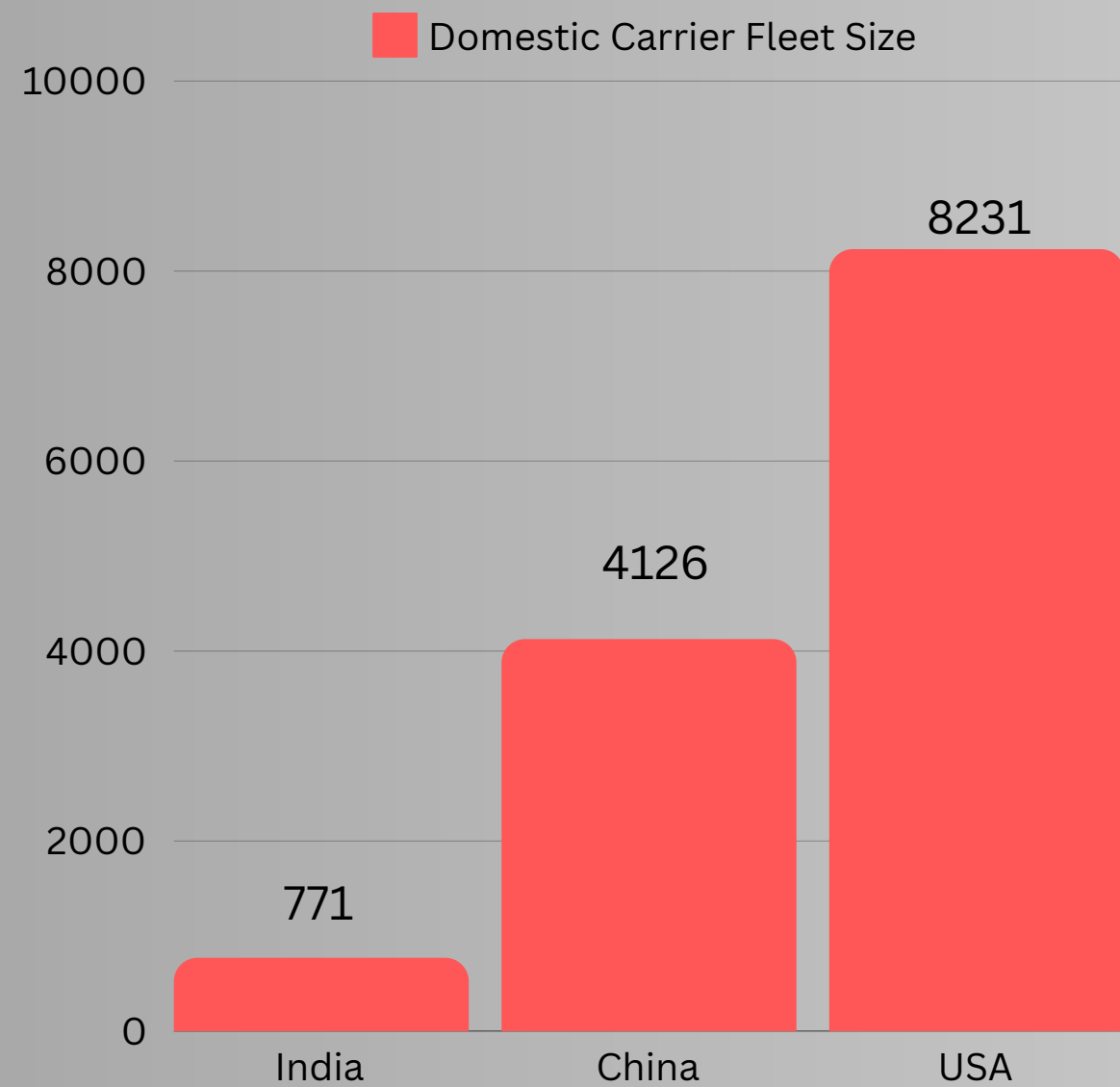
Firefighting Trucks

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



Financial Performance in H1'FY25

Particulars (In Lakhs)	H1FY25	H1FY24	YOY Growth %	FY24
Total Revenue	1,905.96	1,758.60	8.38%	3,502.07
Total Expense	1,581.34	1,484.93		2,954.06
EBITDA	387.13	343.27	12.78%	676.43
EBITDA Margins %	20.31%	19.52%		19.32%
Depreciation And Amortization Exepene	19.36	10.35		21.83
EBIT	367.77	332.92	10.47%	654.60
EBIT Margin %	19.30%	18.93%		18.69%
Finance Cost	23.92	28.30		41.86
Profit before Tax	343.85	304.62	12.88%	612.74
Tax Exepense	88.87	83.04		160.98
PAT	254.98	221.58	15.07%	451.76
PAT Margins %	13.38%	12.60%		12.90%
EPS	4.39	3.95		8.06

Balance Sheet

EQUITY AND LIABILITIES			ASSETS		
Particulars (In Lakhs)	H1FY25	FY24	Particulars (In Lakhs)	H1FY25	FY24
Shareholders' funds			Non-current assets		
(a) Share capital	625.54	560.5	(a) Property, Plant & Equipment	1,153.27	400.68
(b) Reserves and Surplus	4,862.40	2,418.43	(b) Intangible assets	17.86	
			(c) Capital Work-in-Progress	45.98	443.13
Non-current liabilities			(d) Intangible assets under development	-	20.46
(a) Long term Borrowings	39.08	3.3	(e) Deferred tax assets (net)	8.98	18.01
(b) Long term Provisions	70.82	88.04	(f) Long-term loans and advances	33.68	2.6
			(g) Other Non-Current Assets	163.84	117.43
Current liabilities			Current Assets		
(a) Short Term Borrowings	272.17	344.96	(a) Inventories	681.48	412.01
(b) Trade payables	640.45	407.94	(b) Trade receivables	1,220.61	814.24
(c) Other current liabilities	539.83	593.46	(c) Cash and bank balances	1,974.56	1,022.63
(d) Short-term provisions	22.50	4.62	(d) Short term loans and advances	986.92	562.76
			(e) Other current assets	785.61	607.3
TOTAL	7,072.79	4,421.25	TOTAL	7,072.79	4,421.25

THANK YOU

CONNECT WITH US!



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Investor Relations
Twenty Eighth Consulting

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