

DATE: 26.07.2025
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To,
The Manager,
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

Sub: PRESS RELEASE on Q1FY26 Performance

Dear Sir/Madam,

Anlon Technology Solutions Limited is pleased to present an update for the quarter ended **June 30, 2025 (Q1FY26)**. The Company has commenced the financial year on a strong note, marked by significant revenue growth, strategic partnerships, and continued operational enhancements across its engineering and infrastructure solutions portfolio.

Strategic Partnerships & Business Pipeline

Partner	Focus Area	Engagement Status / Industries	Projected Business Potential
Bridgehill AS	Fire Blanket Systems	Demos & discussions across: • Vehicle Manufacturers • Mobile Display Manufacturing Units • Shopping Malls • Aviation Sector • Lithium Battery Manufacturers • Battery Charging Stations • EV Truck Manufacturers • Oil & Natural Gas Sector	₹2 – ₹2.5 Crores
LION Protects	Digital Firefighting Training Modules	Ongoing discussions with: • Multiple Airports • Multiple Hospitals	₹4 – ₹5 Crores
GRACO	Fluid Handling & Coating Systems	2 machines supplied in FY25 Working on various airport projects under evaluation	₹15 – ₹20 Crores

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(formerly known as Anlon Technology Solutions Pvt. Ltd.) Gala No. 12 & 13, Sahakar Industrial Estate, Plot No. 164/166, Vasai Road, (East) Maharashtra - 401202

Corporate Office: Plot No. 22, Doddaballapur Integrated Textile Park SW-51, Apparel Park, Phase II, KIADB Industrial Area, Doddaballapur, Bangalore - 561203, Karnataka

CIN: L74900MH2015PLC295795 • Ph: +91 8095550088 • Email: office.anlon@anlon.co.in • www.anlon.co

Segment-Wise Sales (₹ in Lakhs)

Business Segment	Sub Segment	Q1FY25	Q1FY26
Engineering	AMC Services	357.95	415.63
	Spare Parts Sales	262.69	395.78
	Direct Sales	159.81	1.33
	Commission	-	-
Manufacturing & Assembly	Direct Sales (M&A)	-	1199.48
	Total	780.45	2012.21

Orderbook Snapshot (as of Q1FY26)

Type	Supply Type	Nos	Amount (₹ Lakhs)	Under Execution Nos	Under Execution (₹ Lakhs)
Fire Fighting	Direct Supply - Commission and Local Spare Supply	31	1440.88	31	1440.88
Fire Fighting	MII	5	3404.68	5	3404.68
Fire Fighting - Refurbishment	MII	1	459.4	1	459.4
Sweeping/Cleaning Machines (Municipal/Runway)	MII	5	1651.97	5	1651.97
Sweeping/Cleaning Machines (Municipal/Runway)	Trade	2	457.73	2	457.73

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Type	Supply Type	Nos	Amount (₹ Lakhs)	Under Execution Nos	Under Execution (₹ Lakhs)
Runway Rubber Removal	MII	5	1581.76	1	505.43
Runway Rubber Removal-Refurbishment	MII	1	116	-	-
Total		50.00	9,112.43	45.00	7,920.09

Operational Efficiency – Lead Time Management

Area	Strategic Measures
Manufacturing	<ul style="list-style-type: none"> • Process optimization initiatives • In-line quality checks to reduce rework • Greater product cycle familiarity • Lean production improvements
Trading	<ul style="list-style-type: none"> • Focus on fast-moving, standard SKUs • Product-mix improvement • Strengthened supplier SLAs and better warehouse planning
Cross-Functional	<ul style="list-style-type: none"> • ERP-based planning integration • Improved demand forecasting • Cross-team coordination for pre-sales & fulfilment
Outlook	<ul style="list-style-type: none"> • Predictable delivery timelines • Increased customer satisfaction • Faster cash flow conversion

Market Outlook – Opportunity Snapshot

Industry / Sector	Entry / Progress Stage	Potential Growth Driver
EV OEMs & Battery Infra	Demos & technical discussions	Government EV targets, fire risk safety
Aviation (Airports)	Active RFPs & vendor evaluations	CAPEX on modernization, regulatory compliance
Oil & Natural Gas	Initial pitch completed	Safety upgrades in hazardous zones
Real Estate / Malls	Demonstration & pilot stages	Fire protection mandates in commercial buildings
Hospitals	Training systems under review	Staff certification for fire emergency handling

Outlook Summary

Area	Highlights
Order Pipeline	Robust funnel with clear visibility over ₹25–30 Cr potential in near-term
Segment Diversification	Entry into high-value, high-compliance sectors
Strategic Partnerships	Strong global tie-ups supporting product credibility and adoption
Scalability Outlook	Foundation laid for scale through recurring revenue and product acceptance

Management Commentary

We are pleased to share that Anlon Technology Solutions Limited has begun FY26 on a strong and strategically positive note. The first quarter has been marked by robust commercial traction, operational improvements, and an expanded engagement base, reflecting the effectiveness of our long-term growth strategy.

Our strategic alliances with global technology leaders—**Bridgehill**, **LION**, and **GRACO**—continue to serve as important pillars of growth. In Q1, we have advanced significantly in project discussions and demos across high-potential sectors such as electric vehicles, lithium battery infrastructure, aviation, and the oil & gas industry. These engagements, spanning both public and private sector institutions, represent a consolidated near-term business potential of over ₹25 crores. We are confident that these opportunities will convert into revenue in the coming quarters, further validating our positioning as a reliable technology partner in the fire safety and high-performance engineering domain.

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From a financial standpoint, **Q1FY26 revenue surged to ₹2,012.21 lakhs**, registering a **158% year-on-year growth** over Q1FY25 revenue of ₹780.45 lakhs. This significant growth has been driven by strong performance in recurring revenue streams such as **AMC services** and **spare parts**, while a notable contribution of ₹1,199.48 lakhs came from **Direct Sales (M&A)**. This diversified revenue mix underscores our ability to sustain annuity-based income while capturing one-time large orders, demonstrating both stability and scalability in our business model.

Our **orderbook position remains strong**, with a total under-execution value of **₹7,920.09 lakhs** covering 45 units across multiple categories. These include critical equipment like **Runway Rubber Removal Systems**, **Firefighting Units**, and **Municipal Sweepers**. The mix of **Make in India (MII)** manufacturing and **commission-based trading** gives us margin flexibility and better control over project timelines. This visibility ensures healthy execution capacity and underlines customer confidence in our delivery and technical capabilities.

Operationally, we have continued to refine our **lead time management**, achieving greater agility through better internal coordination, vendor integration, and planning systems. Initiatives like ERP-driven forecasting, product cycle familiarization, and real-time production optimization have helped us reduce rework and accelerate deliveries. These improvements are already translating into higher customer satisfaction and more predictable cash flow cycles.

Looking ahead, we see strong opportunity in sectors where Anlon has already built initial traction. Industries such as **EV and battery infrastructure**, **airport modernization**, and **industrial fire safety** are witnessing increased regulatory focus and infrastructure investments. Our early mover advantage, supported by global product partnerships, positions us to capture this market evolution with credibility and scale.

In summary, Q1FY26 has not only laid a strong financial foundation for the year but also reinforced our strategic direction. We remain committed to building a sustainable, innovation-led enterprise with a focus on delivering long-term value for our shareholders, customers, and partners.

We request you to take the above information on your records.

Thanking You,
For Anlon Technology Solutions Limited,

Mr. Unnikrishnan Nair P M
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