

Anlon **Technology** **Solutions** **Limited**

Investor Presentation



Safe Harbor



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Content



1 About the Company

2 Management

3 Journey

4 Business Canvas

5 Services

6 Key Highlights

7 Industry

8 Financials

About Us

- ▶ We specialize in providing **end-to-end engineering services tailored for aviation infrastructure** including fire fighting trucks, rubber removal machine, spare parts and other equipments.
- ▶ We perform sourcing, supervising, quality control, transportation, and installation of equipment for **airports (~80% of revenues), government, municipalities and refineries (~20% of revenues)**.
- ▶ We have **collaborations with leading manufacturers worldwide** to deliver bespoke solutions that meet the unique needs of our clients.



Our Management



Unnikrishnan Nair P M

Managing Director

Our Company's growth can be attributable to the entire management team, led by Mr. Unnikrishnan Nair P M, aged 54 years. He joined our company since incorporation as the General Manager. He is currently the Chairman of the Board, Managing Director and Promoter of our Company. He holds Bachelor's degree in Engineering – Mechanical from Bangalore University. He has more than 28 years of experience in the industry. At present, he is responsible for the overall management, day to day affairs and is the guiding force behind the strategic decisions of our Company.

Our Journey



2005-07

- 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

2019-21

- We entered the field of Disabled Aircraft recovery kit.
- Entered Airport Interior Lighting system
- Received businesses from six airports, newly privatized.

2022-24

- IPO
- New Plant inauguration at Bangalore

Business Canvas



Commission Basis

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

5-15% of Revenues

AMC

We provide maintenance services for vehicles and other services provided to airports.

We deal directly with clients.

30-40% of Revenues

Spare Parts

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

40-50% of Revenues

Services



Firefighting Trucks	>80% of Revenues
Rubber Removal Machines	>5-10% of Revenues
Runway Sweeping Machines	>5-10% of Revenues
Other Equipments	<5% of Revenues

Services



Suppliers



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.

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.

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.

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 Limited)
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

Key Highlights



New Plant Commissioned

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

Till now we just used to supply these Vehicles and charge commission from suppliers.



Positive Impacts

With our manufacturing plant we will be able to cater to:

- More Demand
- Better Cost
- More penetration
- Higher Orders
- Sustainable increase in margins
- New Launches

Key Partnerships

For Rosenbauer, we are an exclusive representative across India except Airport authority of India.

For Bucher, we are the only exclusive supplier in India.

For Winter Gruen, we are suppliers for their rubber removal machines for airports.

Industry

Airports	India will have 230-240 airports, including heliports and water aerodromes, by 2030, up from 148 now.
Aircrafts	India will have a fleet size of 1,200-1,400 planes by 2030, up from the current 700.
Air Traffic	The air passenger traffic, which is 14.5 crore today, will grow to 42 crores by 2030.
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.
Ranking	India is expected to overtake China and the United States as the world's third-largest air passenger market in the next ten years, by 2030, according to the International Air Transport Association (IATA).
Aircraft Maintenance	The Asia Pacific aircraft maintenance market size was estimated at USD 26.44 billion in 2023 and is projected to be worth USD 40.32 billion by 2032

Financials

Particulars (in cr)	Mar-21	Mar-22	Mar-23
Sales	14.35	19.34	32.89
Expenses	13.07	15.64	25.69
Operating Profit	1.28	3.70	7.20
Other Income	0.09	0.25	0.30
Depreciation	0.19	0.20	0.20
Interest	0.14	0.75	1.09
Profit before tax	1.04	3.00	6.21
Tax	0.31	0.85	1.78
Net profit	0.74	2.14	4.44

Financials

Particulars (In cr)	Mar-21	Mar-22	Mar-23		Particulars (In cr)	Mar-21	Mar-22	Mar-23
Equity Capital	0.01	0.01	5.61		Fixed Assets	1.59	3.87	3.98
Reserves	2.45	4.87	19.67		CWIP	0	0	0.01
Borrowings	1.61	5.81	2.88		Investments	0	0	0
Long term	0.43	2.73	0.64		Other Assets	13.94	17.09	29.93
Short term	1.18	3.08	2.24		Inventories	0.49	1.48	1.52
Payables	4.75	4.95	0.9		Trade receivables	4.31	5.18	6.38
Customer Advance	2.43	3.34	2.74		Cash Equivalents	3.68	4.71	6.91
Other Liabilities	4.28	1.98	2.12		Short term loans	0.52	0.47	1.02
					Other asset items	4.94	5.25	14.1
Total Equities & Liabilities	15.53	20.96	33.92		Total Assets	15.53	20.96	33.92

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