



UNIMECH AEROSPACE AND MANUFACTURING LIMITED
(FORMERLY UNIMECH AEROSPACE AND MANUFACTURING PRIVATE LIMITED)
538, 539, 542 & 543, 7th Main of Peenya IV Phase Industrial Area, Yeshwanthpur Hobli, Bangalore,
Bangalore North Taluk, Karnataka, India, 560058
ISO 9001-2015 & AS 9100 Rev D Certified
GSTIN: 29AABCU9719Q1ZC || CIN: U30305KA2016PLC095712
Investorrelations@unimechaerospace.com || 080-42046782

15 February 2025

Corporate Relationship Department
BSE Limited
PJ Towers, Dalal Street
Mumbai-400 001
Scrip Code: 544322

The Listing Department
National Stock Exchange of India Ltd.
Exchange Plaza, C-1, Block G, Bandra Kurla
Complex, Bandra (E) Mumbai - 400 051
Symbol: UNIMECH

Dear Sir/Madam,

Sub: Investor Presentation

With reference to the captioned subject, the Investor Presentation for the quarter ended 31 December 2024, on Company Overview, Business highlights, financial performance and other updates is enclosed herewith for your consideration.

We request you to kindly take the above on record.

Thanking You,
For **Unimech Aerospace and Manufacturing Limited**

Krishnappayya Desai
Company Secretary & Compliance Officer

Encl: A/a



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Unimech Aerospace and Manufacturing Limited

Investor Presentation

Q3 FY25 - February, 2025

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Chairman & Managing Director's Message



Anil Kumar P
Chairman & Managing Director

On behalf of the Unimech team, I would like to extend our heartfelt thanks to our investors, partners, and stakeholders for your unwavering support and trust.

As we embark on this exciting new chapter as a publicly listed company, we are committed to delivering sustainable growth, creating long-term value for our shareholders, and maintaining the trust and confidence of our investors. We remain focused on executing our strategy and driving continued success in the years to come for our customers, investors, partners and stakeholders

Seeding Growth and Harvesting opportunities

- *Capacity addition to strengthen operations and drive growth*
- *Closing on Strategic Leadership & Operational Positions to support future expansion*
- *Sharpening our focus on core business verticals, streamlining operations and achieving greater efficiencies*
- *Working on Key SKU's qualification and high-growth opportunities, within our aerospace, nuclear & Semiconductor segments to fuel future growth.*
- *Created focus teams / systems & laid the ground-work for stronger foundations, positioning us for sustainable Mid/long term growth.*



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Company Overview and Financial Highlights

Business Overview

Unimech specializes in precision engineering and manufacturing of critical systems and components such as aero tooling, ground support equipment, electro-mechanical turn-key systems, and precision components for the aerospace, defence, energy, and semiconductor industries

INR 1,745.54 Mn
 Consolidated revenue from operations nine months period ended December 31, 2024

95.25 %
 Exports revenue from operations nine months period ended December 31, 2024

INR 2,087.75 Mn
 Consolidated revenue from operations for FY24

3,268 SKUs
 tooling and precision complex sub-assemblies¹
773 SKUs
 precision machined parts¹

1,80,000 Sq. ft
 Aggregate area across 2 manufacturing units

25 Customers
 Across
7 Countries

High mix low volume
 Products

Build to Print
Build to Specifications

Our Business Segments

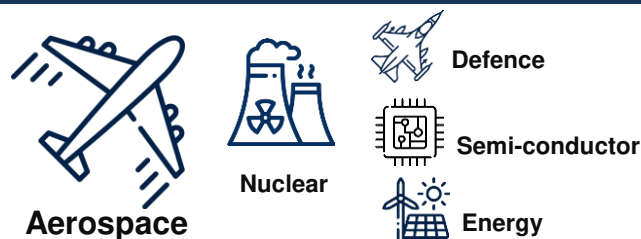
Aero Tooling /MRO Tooling

Focusing on Aero Engine and Air-Frame Tooling Manufacturing; Facility at Aerospace SEZ. Manufactures specialized aero engine tools of LEAP, Pratt & Whitney and Rolls Royce.

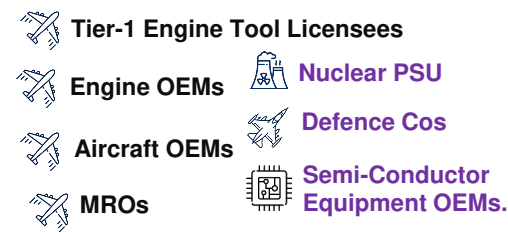
Precision Parts and Assemblies

Focusing on manufacturing of parts and assemblies related to Nuclear, Aero, Defence and all other Emerging Industries; Facility at Peenya industrial Area

Key Industries Served



Customers



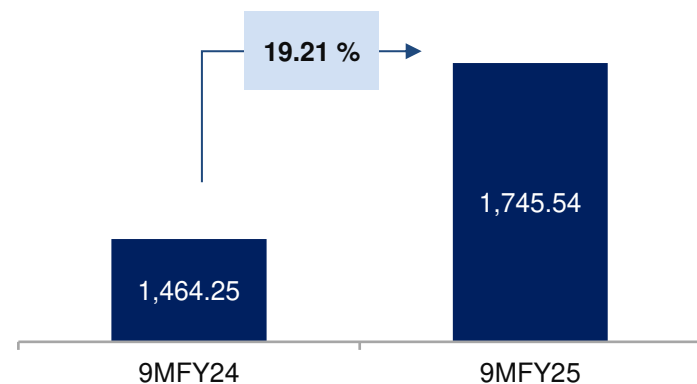
Raised **INR 5,000 Mn in December 2024** by way of an IPO out of which INR 2,500 Mn was raised as primary issuance, objects of the same are:

INR Mn	Working Capital	Capex	GCP & Issue Exp	INR Mn	Working Capital	Capex	Loan Repayment
Unimech Aerospace	363.66	252.85	597.41	Innomech Aerospace (Subsidiary)	447.15	438.91	400.00

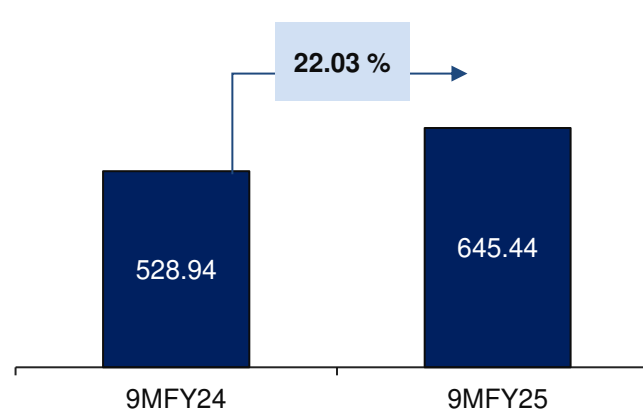
Nine Month Highlights

Nine Months Financial Performance

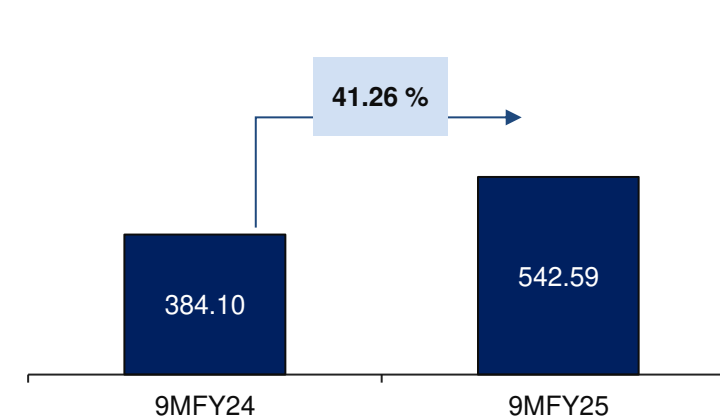
Revenue from operations (INR Mn)



EBITDA (INR Mn) and EBITDA Margin (%)



PAT (INR Mn) and PAT Margin (%)



Nine Months Operational Performance

Customers as on 31st March, 2024

16 Nos

Customers as on 31st December, 2024

25 Nos

SKUs as on 31st March, 2024

2,980 Nos

SKUs as on 31st December, 2024

4,041 Nos

Orders in Hand as on 31st December, 2024

INR 1,034.24 Mn

Clients in Pipeline as on 31st December, 2024

9 Nos

Capacity as on 31st March, 2024

2,22,990 Hrs

Capacity as on 31st December, 2024

4,29,540 Hrs

Capacity Utilization* as on 31st December, 2024

54.05%

Head count as on 31st March, 2024

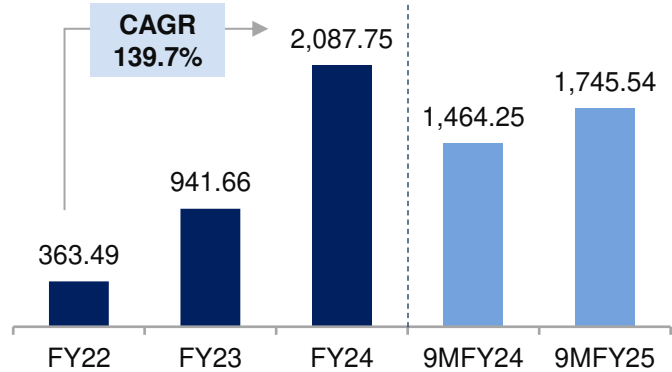
384

Head count as on 31st December, 2024

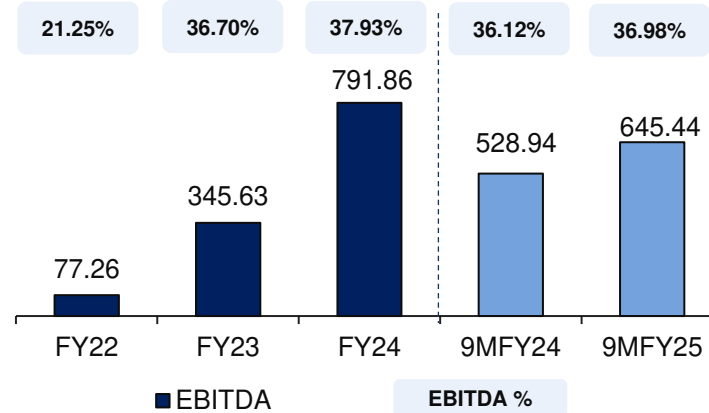
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Financial Highlights

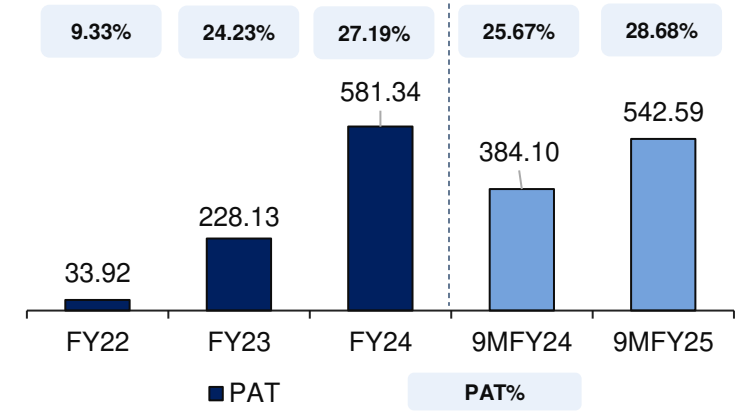
Revenue from operations (INR Mn)



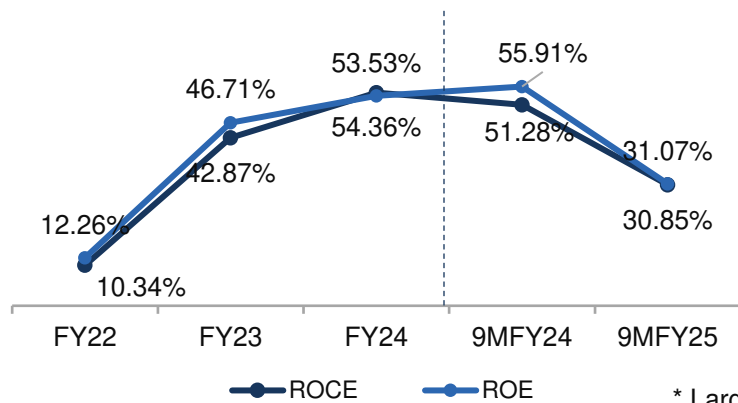
EBITDA (INR Mn) and EBITDA Margin (%)



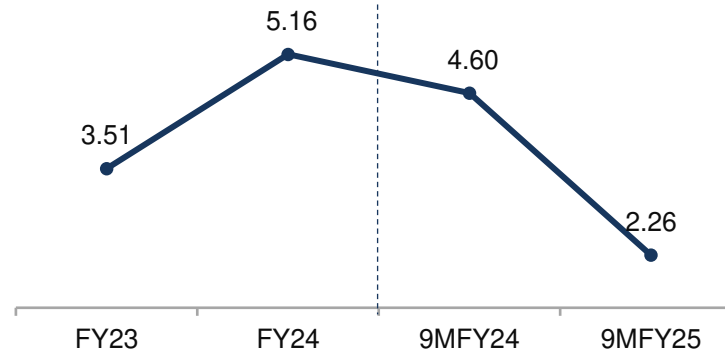
PAT (INR Mn) and PAT Margin (%)



ROCE & ROE¹ (%)*



Fixed Asset Turnover Ratio (times)*



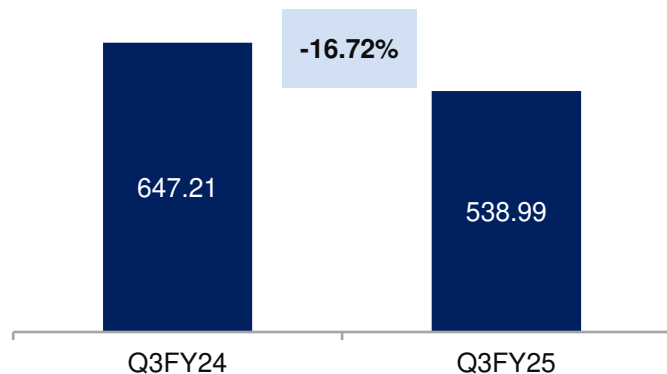
* Large Capex addition – Rs 61.4cr (Op Gross Block- 53.32 PY) has pulled down ROCE, ROE and FA turns down

- Unimech's revenue from operations grew at a **CAGR of 139.7%** from FY22 to FY24
- Healthy **EBITDA margins of 36.98%** and **PAT margins of 28.68%** in 9MFY25

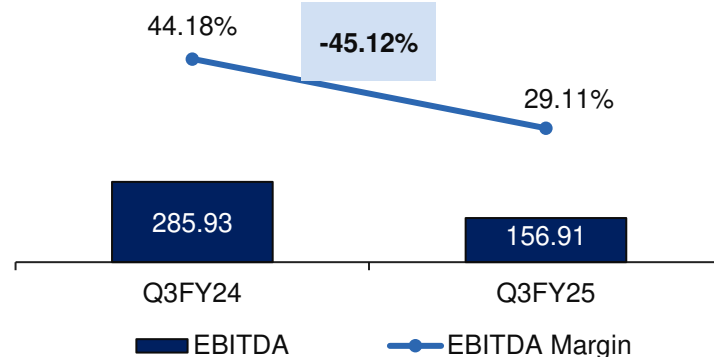
Quarter Highlights

Quarterly Performance

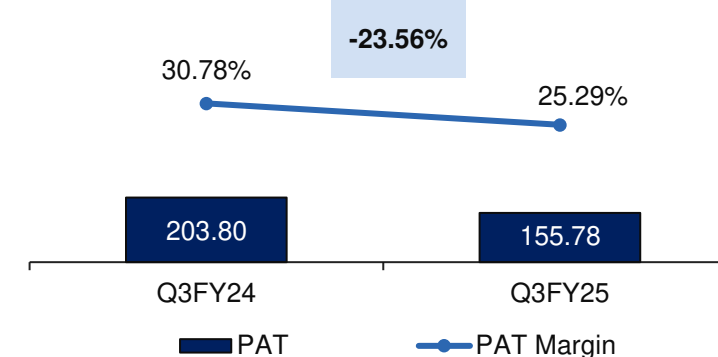
Revenue from operations (INR Mn)



EBITDA (INR Mn) and EBITDA Margin (%)



PAT (INR Mn) and PAT Margin (%)



Major strategic initiatives –

- > Talent pool enhanced - 139 in Q3, gearing up for business growth
- > Facility expansion – 60,000 SFT at Aerospace SEZ completed and up for utilization; Renovation at Peenya Factory under progress.
- > Machine capacity enhancement - 20 new machineries arrived in Q3 out of total 70 of new machineries that are planned

Significant expenses hike due to more head count and capex has pull down the EBITDA and PAT

Key challenges faced and resolved -

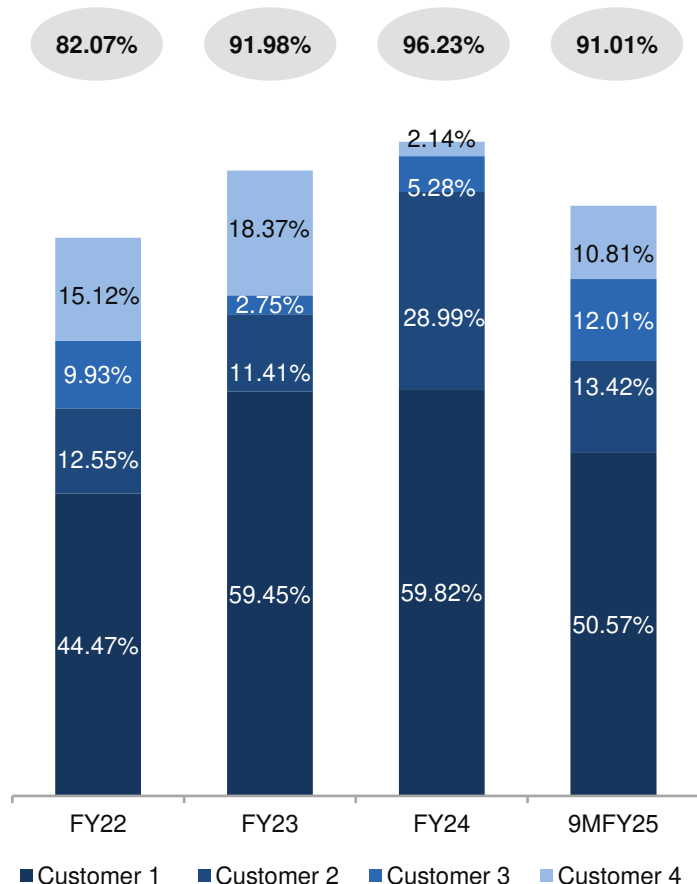
- > Delays in customers renewing their engine tooling licenses from OEM has slowed down their order flow to us.
- > Unexpected supply chain issued caused delays in completing some of our products in nuclear sub-systems.

Consolidated Statement of Profit & Loss

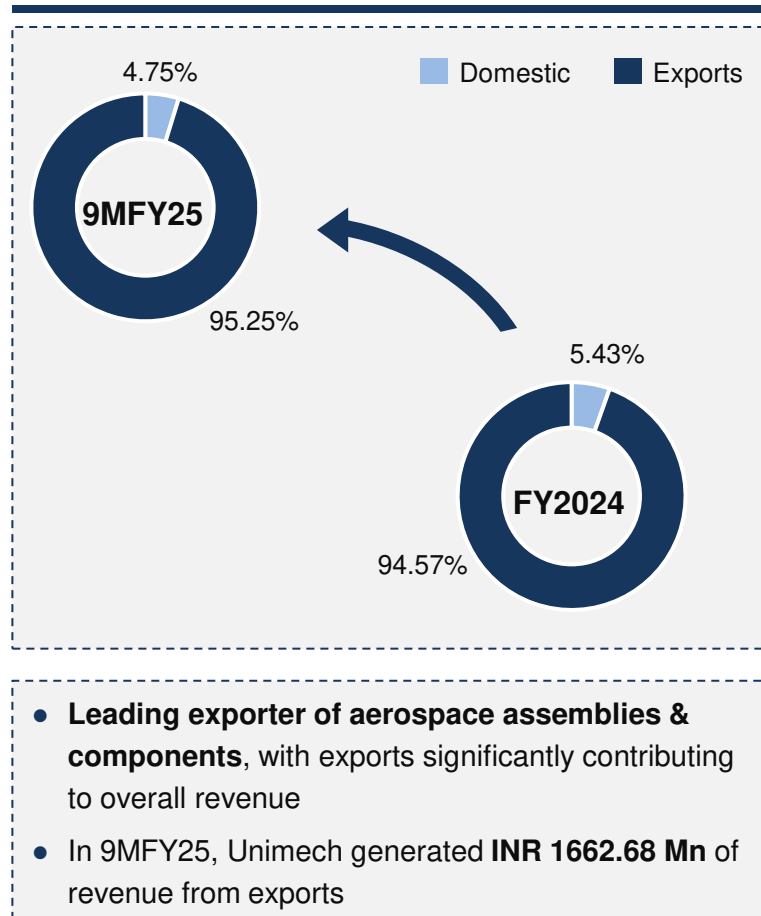
Particulars	Q3 FY25	Q2FY25	Q3 FY24	9M FY25	9MFY24	FY24
Income						
Revenue from operations	538.99	614.50	647.21	1,745.54	1,464.25	2,087.75
Other income	77.08	50.79	14.90	146.05	32.13	50.10
Total Income	616.07	665.29	662.12	1,891.59	1,496.38	2,137.86
Expenses						
Cost of materials consumed	136.81	124.02	169.46	403.43	424.69	486.31
Purchases of stock-in-trade	-	-	6.08	-	6.08	6.08
Changes in inventories of finished goods, stock in trade, work-in-progress	(15.54)	(8.57)	(18.30)	(23.90)	(93.63)	(49.71)
Subcontractors' charges	46.84	51.98	72.17	141.14	210.67	269.15
Employee benefit expenses	132.80	128.89	79.86	366.31	224.12	324.39
Finance cost	11.51	14.32	5.65	33.20	15.21	32.33
Depreciation and amortisation expense	28.53	19.64	10.89	66.23	31.22	44.65
Other expenses	81.16	86.65	52.02	213.12	163.38	259.68
Total Expenses	422.11	417.14	377.83	1,199.53	981.74	1,372.87
Profit before tax for the year	193.96	248.15	284.29	692.06	514.64	764.99
Tax Expense						
Current tax	33.43	67.98	80.24	145.75	128.92	183.52
Deferred Tax	4.75	(0.34)	0.24	3.72	1.61	0.14
Total tax expenses:	38.18	67.63	80.48	149.47	130.54	183.66
Profit before share of profit/ loss of jointly controlled entity for the period / year	155.78	180.52	203.80	542.59	384.10	581.33
Less : Loss from Joint controlled entity	(0.05)			(0.05)		
Profit after tax for the year	155.73	180.52	203.80	542.55	384.10	581.33
Materials %	22.50%	18.79%	24.29%	21.74%	23.02%	21.02%
Sub-Contracting %	8.69%	8.46%	11.15%	8.09%	14.39%	12.89%
Employee benefit %	24.64%	20.98%	12.34%	20.99%	15.31%	15.54%
Other expenses %	15.06%	14.13%	8.04%	12.21%	11.16%	12.44%
EBDIT %	29.11%	37.64%	44.18%	36.98%	36.12%	37.93%
PBT%	31.48%	37.30%	42.94%	36.59%	34.39%	35.78%
PAT%	25.29%	27.13%	30.78%	28.68%	25.67%	27.19%

Segment wise revenue break-up

Revenue from top 4 customers



Geography wise revenue



Country wise revenue contribution

	USA	Germany	India	Canada	Other
FY22	76.38%	14.42%	8.94%	0.00%	0.26%
FY23	76.91%	18.28%	4.80%	0.00%	0.01%
FY24	90.05%	5.43%	2.36%	2.14%	0.02%
9MFY25	76.74%	13.42%	4.75%	5.09%	0.00%

Highlights

- Resilience through reduction in customer concentration & geographic reliance
- Due to high customer trust on Unimech's quality, Drop Shipment increased to additional End customers.

We have a global delivery service model for supplying products to a diverse range of clientele spanning across both domestic and international markets ensure customer retention and generate interest of new customers



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Business Segments Update

Product Portfolio | Aero Engine and Airframe tooling for Aero Engine OEMs, Airframe OEMs, and their licensees

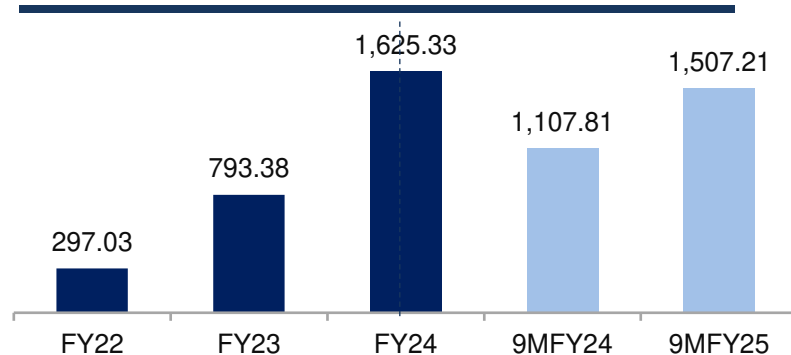
Aero-engine tool







Air-frame tool



Revenue from Overall Tooling (INR Mn)



Customers

-  Engine Tool Licensees
-  Engine OEMs
-  Airframe OEMs
-  MROs

Strategic Initiatives

Capacity expansions - Expansion of Aerospace SEZ facility via capex of INR 880Mn for Building, Machineries and Working capital. Created Capacity of 372,870 hours (107%growth).




Enhanced talent pool - Hired approx. 210+ for the expanded capacity. New five SMPs have been hired for strategic leadership.

New customer acquisitions- Six(6) new customers added over nine months.

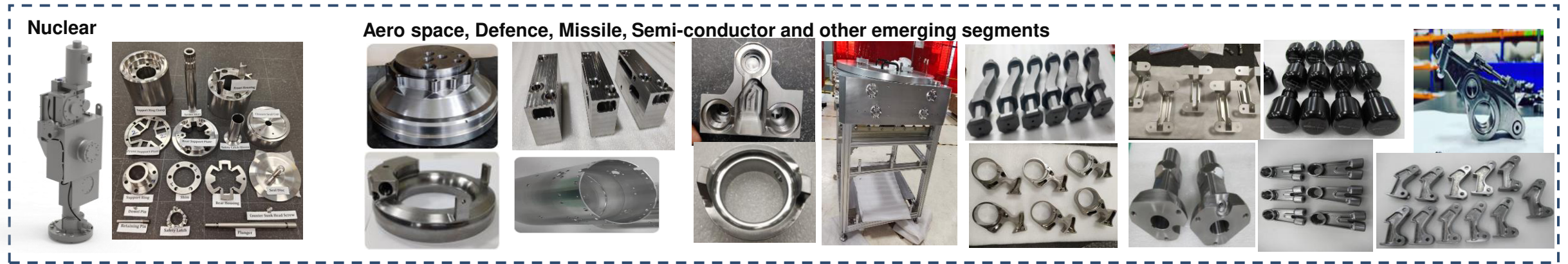
Segment Growth Strategies :

(i) High volume and complex tools, (ii) Potential exclusive contracts with clients, (iii) Larger wallet share with clients (iv) Creating more capacity for faster execution.

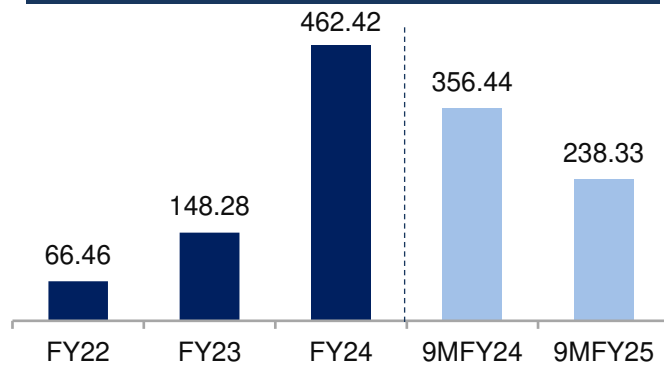
Industry Growth Factors:

-  Increase in global aircraft fleet
-  Increase in demand for MRO services and MRO centres
-  Ageing aircraft and replacement cycles

Product Portfolio | Precision parts, components and assemblies for the Nuclear, aerospace, defence and other emerging segments



Revenue from Precision Components ((INR Mn)



Customers

- Nuclear PSU
- Defence Cos
- Semi-Conductor Equipment OEMs.

Strategic Initiatives

Capacity expansions - Renovation of Peenya facility and capacity expansion via capex of INR 620Mn for Plant and Machineries, and Working capital. Created capacity for 56,670 hrs, 31% growth.

Enhanced talent pool - Hired approx. 69+ for the expanded capacity. New Business unit head have been hired for strategic leadership.

New Customer Acquisitions - Three (3) new customers added over nine months.

Exploration of high growth opportunities – Expanding nuclear segment and new part proving.

Segment Growth Strategies :

- (i) Creating more capacity
- (ii) Completing approval process for more sub-systems and components,
- (iii) Diversifying across industries by onboarding new clients
- (iv) More focus on Nuclear segment and prepare for participating EMCCR tenders along with new project business.

Industry Growth Factors:

- Growth of end-user industries
- Growing procurement from India for Precision Components
- Global shift towards renewable energy, Installations of additional nuclear plants and capacity addition in existing plants


Details of Manufacturing Facilities

2 manufacturing facilities situated in Bangalore, Karnataka



 **Unit I: Devanahalli, SEZ, Bangalore**






Area (9MFY25) 150,000 sq ft

 **Unit II: Peenya, Bangalore**

Area (9MFY25) 30,000 sq ft

Facility Enhancement Plans :
Company is exploring new sites for expansions in addition to the land recently purchased from KIADB.

Manufacturing Capabilities

-  **Capabilities** include (i) design and engineering, (ii) manufacturing, (iii) fabrication, (iv) special process, (v) electrical and electronic integration, (vi) assembly, and (vii) quality inspection
-  **Manufacturing capabilities** include turning, milling, double column milling, electro discharge machining and grinding
-  **Special process** capability includes painting, polymer- based coatings, NADCAP certified process including heat treatment and anodizing, through third party vendors.
-  **Assembly capabilities** include different types of assemblies such as interference, transition fits, heli-coil assemblies, smooth sealing application
-  **Testing capabilities** include load testing capabilities, helium leak testing, NDT tests like ultrasonic tests, die-penetrant test, drive mechanism testing amongst others

Details of installed capacity and capacity utilization



Unit I: Devanahalli, SEZ, Bangalore

Particulars	Installed Capacity (Hours)	Utilization (Hours)	Capacity Utilization (%)
FY22	61,590.00	58,592.00	95.13%
FY23	81,930.00	77,441.88	94.52%
FY24	1,79,820.00	1,68,348.85	93.62%
FY25	372,870.00 (107%)▲	2,01,860.67	54.14%*

**full year basis -Including 17 new machines arrived in Q3*

Machines yet to arrive:

Machines	Capacity
23	103,500.00 28% addition



Unit II: Peenya, Bangalore

Particulars	Installed Capacity (Hours)	Utilization (Hours)	Capacity Utilization (%)
FY22	38,220.00	35,781.00	93.62%
FY23	43,170.00	40,963.61	94.89%
FY24	43,170.00	41,113.64	95.24%
FY25	56,670.00(31%)▲	30,288.46	53.45%

**full year basis - Including 3 new machines arrived in Q3*

Machines yet to arrive:

Machines	Capacity
27	121,500.00 114% addition



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Strategic Initiatives

Strategic and New Initiatives

Strategic Initiatives – Inorganic growth by way of M&A

Strategic Investment – Dheya Engineering Technologies Pvt Ltd



Signed agreement to acquire 30% stake in Dheya Engineering

This strategic investment addresses the white space of micro-gas-turbine which is indigenously developed for aero-defence applications like UAV, missiles, etc

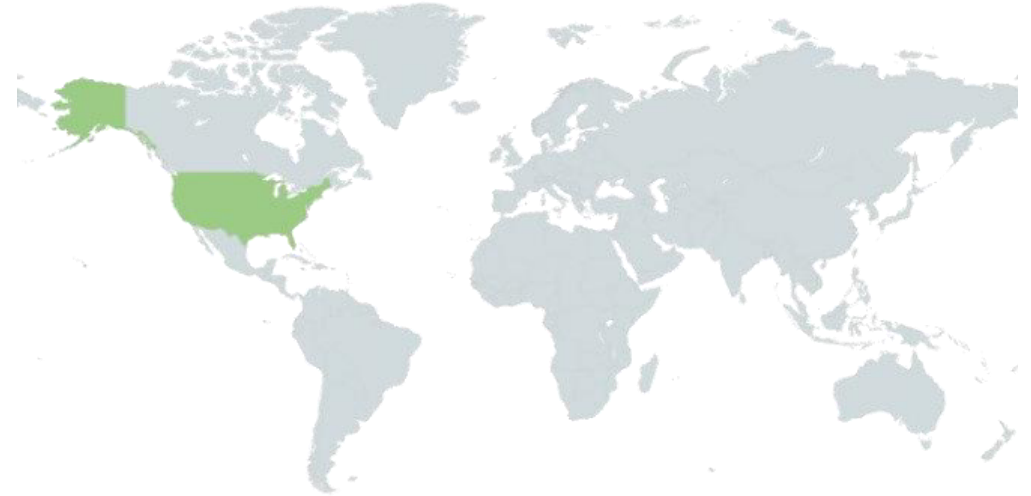
Unimech will be the exclusive manufacturing partner for Dheya.

This further expands Unimech's capability in build to spec solutions and turbo machinery manufacturing.

M&A Opportunity

We continue to explore inorganic expansion opportunities that align with our long-term vision. We are in the process of evaluating targets and looking for strategic and operational synergies.

New Initiatives – Geographical expansion



- ✓ Continue to expand opportunities into the **USA and European countries** by increasing wallet share with existing customers and onboarding new customers
- ✓ **Exploring Collaboration with global players** to tap new opportunities / product lines

Thank You



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