

May 27, 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 and year ended March 31, 2025, 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.

For **Unimech Aerospace and Manufacturing Limited**

Ramakrishna Kamojhala
Whole Time Director (Finance)
Encl: A/a





unimech

Unimech Aerospace and Manufacturing Limited

Investor Presentation

Q4 FY25 - May 2025

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Chairman & Managing Director's Message



Anil Kumar P
Chairman & Managing Director

“Our performance during quarter four of FY25 has been strong in terms of revenue realizations, added INR 684 million of revenue from operations during the quarter, ending FY25 revenue from operations at INR 2,429 million of which 95% was exports. We have added capacity both in terms of machines and human capital. 33,000 sq. ft. space added to Unit 1, taking the total floor capacity to 2,13,000 sq ft. We currently have a fleet of 141 machines, added 48 machines in Q4. Additionally, we have filled in key positions with professionals having rich expertise. All these efforts put in FY25 will yield results in the upcoming years.

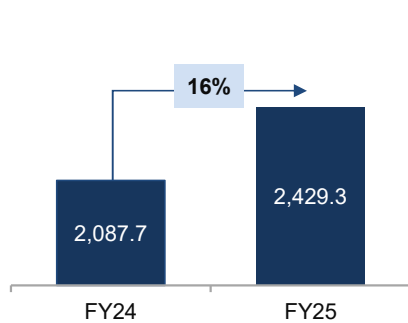
EBITDA for the quarter stood at INR 275 million with margins of 40%. Our focus is to acquire more customers on the aero tooling segment. Precision engineering will contribute incrementally in FY26. We aim to maintain margins but increased contribution from Precision segment will lead to slight compression in margins in the near-term but will eventually increase visibility in the order book and revenue generating capacity.

Post our successful IPO, we prepare ourselves for the next leg of growth, where we plan to increase our revenue base entering newer segments, identify and engage new acquisition targets. Our initiatives are aligned to deliver sustainable growth for the organization upholding shareholders interest by maximizing value for them. We remain committed to our core principles of yielding quality deliverables driving towards continued success.”

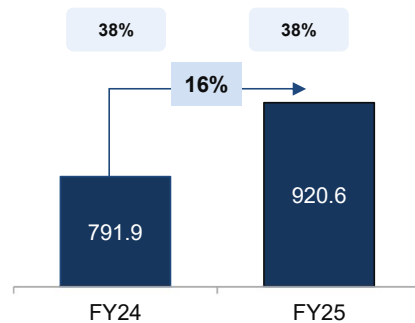
Financial Highlights – FY25

Financial Performance – FY25 vs FY24

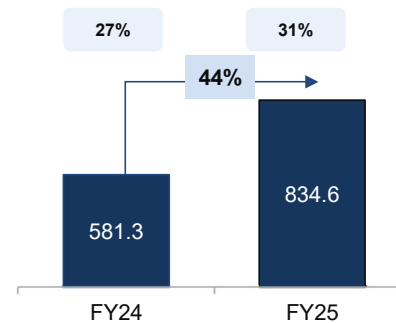
Revenue (INR Mn)



EBITDA (INR Mn) & Margins (%)

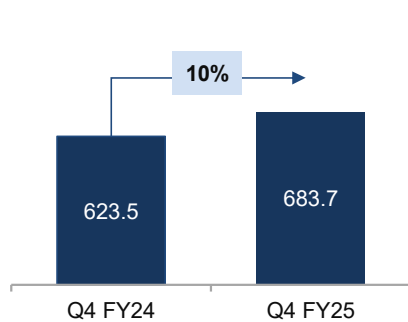


PAT (INR Mn) & Margins (%)

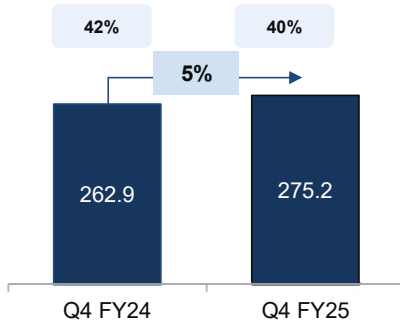


Financial Performance – Q4 FY25 vs Q4 FY24

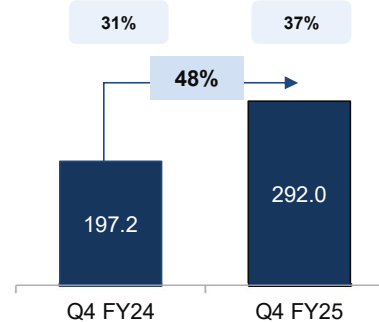
Revenue (INR Mn)



EBITDA (INR Mn) & Margins (%)



PAT (INR Mn) & Margins (%)

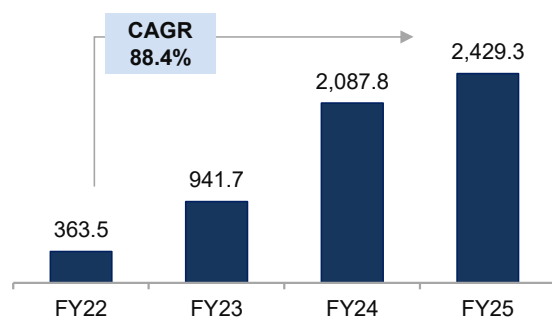


Key Highlights:

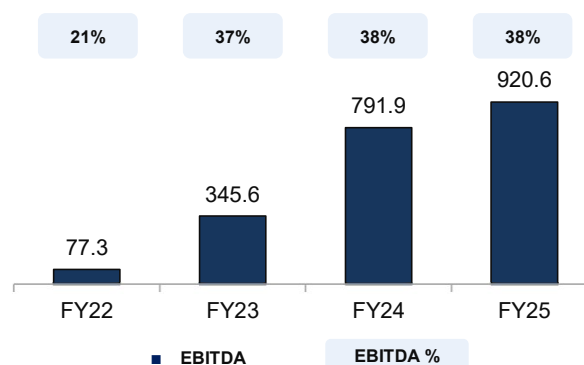
- Strong growth in both revenue and EBITDA up 16% YoY due to increasing SKU qualifications
- Qualified SKUs 4,388 as of Mar'25 vs 4,041 in Dec'24
- EBITDA margins at 38% for FY25 same as last year despite increased opex in Q4FY 24-25.
- Significant head count addition – Total Headcount increased to 793 as of Mar'25 vs 384 as of Mar'24
- Orders in hand Rs 933.78 mn as of Apr'25
- Machine capacity enhanced to 6,33,840 machines hours in Mar'25 vs 2,22,990 machine hours in Mar'24

Financial Highlights - Consolidated Trend

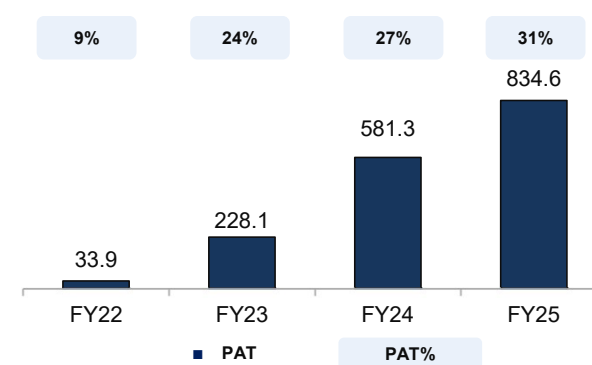
Revenue from operations (INR Mn)



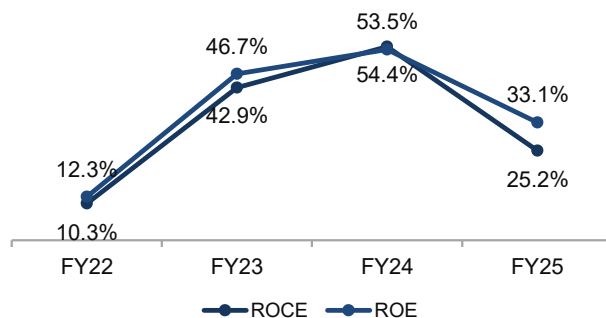
EBITDA (INR Mn) and EBITDA Margin (%)



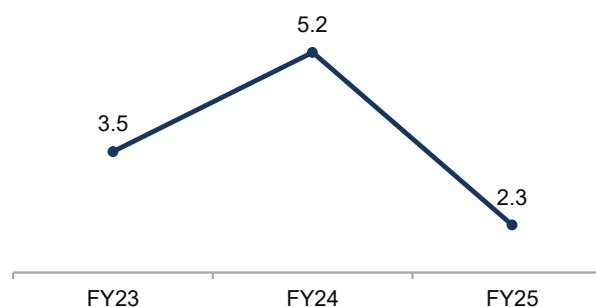
PAT (INR Mn) and PAT Margin (%)



ROCE¹ & ROE¹ (%)



Fixed Asset Turnover Ratio (times)



- Revenue from operations grew at CAGR of 88% (FY22 – FY25)
- Highest ever EBITDA & PAT margins at 38% and 31% respectively for FY25
- Adjusted ROE & ROCE continues to stay strong at 33% & 25% respectively

Note: 1. Adjusted with un-utilized cash raised from Pre-IPO and IPO.

Business Overview

Business Overview

Unimech specializes in precision engineering and manufactures and supplies critical parts and components such as aero tooling, ground support equipment, electro-mechanical sub-assemblies and other such components for the aerospace, defence, energy, and semiconductor industries

Our Business Segments

1 Aero Tooling / MRO Tooling

Manufacturing Aero Engine and Air-Frame Tools; Facility at KIADB Aerospace SEZ. Manufactures specialized aero engine tools for LEAP, Pratt & Whitney and Rolls Royce engines; airframe tools for Airbus & Boeing

2 Precision Parts and Assemblies

Manufacturing of precision parts and assemblies for Nuclear, Aero, Defence and other Emerging Industries; Facility at Peenya industrial Area, Bengaluru

Key Industries Served



Aerospace



Nuclear



Defence



Semi - Conductors



Energy

Capabilities



High mix medium & low volume Products



Build to Print

Build to Spec.

Geographical Presence



- Catering to 7 countries
- Serving 30+ customers
- 95%+ export revenue

Key Customers



Tier-1 Engine Tool Licensees



Engine OEMs



Aircraft OEMs



MRO shops

Qualified Delivery parts

3,572 SKUs

tooling and precision complex sub-assemblies

816 SKUs

precision machined parts

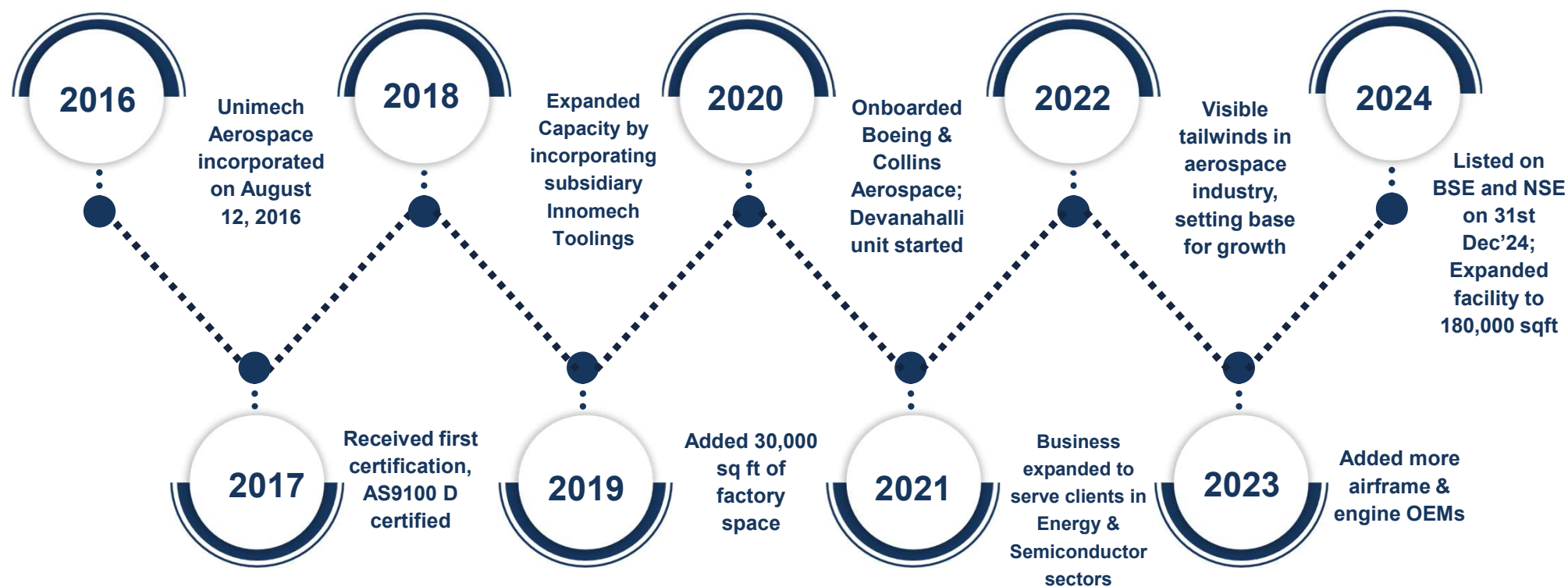


Capacity



2,13,000 sq ft
Spread across 3
manufacturing units

Unimech's Journey



FY 2025 – Have a capacity of 2,13,000 sq ft expandable to over 3,00,000 sq ft

Business Segment-1 : Aero Tooling / MRO Tooling

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

Aero-engine tools



Air-frame tools



Customers

-  Tier-1 Engine Tool Licensees
-  Engine OEMs
-  Aircraft OEMs
-  MRO shops




Business expansions highlights

- **Capacity** - Created Capacity of 4,86,720 hours (170% growth)
- **Enhanced Talent pool** - 609 employees as on Mar'25
- **Customers** – Onboarded 8 new OEMs during FY25 – currently serving 19 customers as of Mar'25 vs 11 customers in Mar'24

Growth Strategies

- Qualify for high volume and more complex tools
- Increase exclusive contracts with clients
- Target larger wallet share with clients with increased capacity
- Increasing 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

Business Segment-2 : Precision Components and Assemblies

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

Nuclear

Aero space, Defence, Missile, Semi-conductor and other emerging segments



Customers



Nuclear PSU



Defence Cos



Semi-conductor
equipment's OEMs

Business expansion highlights

- **Capacity** - Added new facility of 33,000 sq ft expandable by another 62,000 sq. ft.; Capacity expanded to 1,47,120 hours (240% growth)
- **Talent pool** - Total employee strength of 184 employees as of Mar'25
- **Customers** - Onboarded 7 customers during FY25 currently serving 13 customers will expect benefits to flow in H2-FY26

Growth Strategies

- Increasing capacity
- Completing approval process for more sub-systems and components
- Diversifying across industries by onboarding new clients
- More focus on Nuclear segment and prepare for participating EMCCR tenders along with new project business

Industry Growth Factors



Growth of end-user industries



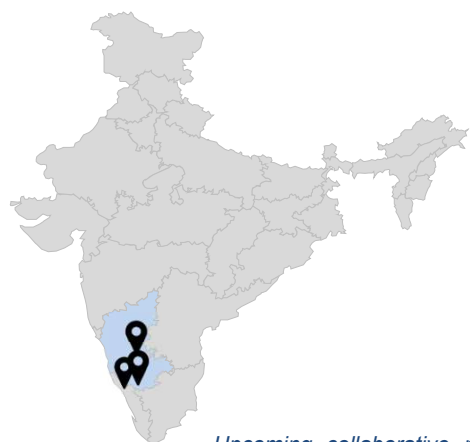
Growing procurement from India for Precision Components



Global shift towards renewable energy, Installations of additional nuclear plants and capacity addition in existing plants

Advanced production facilities with efficient machining capabilities

3 manufacturing facilities situated in Bangalore, Karnataka



Innomech: Devanahalli, SEZ, Bangalore

Area (FY25)

150,000 sq ft



Unimech

Plant 1 : Peenya

Area (FY25)

30,000 sq ft






Plant 2 : Devanahalli, General industrial Area

Area (FY25)

33,000 sq ft*

Upcoming collaborative manufacturing and technology park ("Tech Park") in the pipeline at KIADB general industrial area spread across an area of 4 acres of land

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

*Expandable upto 95,000 sq ft

Details of installed capacity and capacity utilization



Innomech: Devanahalli, SEZ, Bangalore

Particulars	Installed Capacity (Hours)	Utilization (Hours)	Capacity Utilization (%)
FY23	81,930.00	77,441.88	94.52%
FY24	1,79,820.00	1,68,348.85	93.62%
FY25	4,86,720.00 (170%)↑	2,84,598.00	58.47%



Unimech: Peenya, & Devanahalli, General industrial Area Bangalore

Particulars	Installed Capacity (Hours)	Utilization (Hours)	Capacity Utilization (%)
FY23	43,170.00	40,963.61	94.89%
FY24	43,170.00	41,113.64	95.24%
FY25	1,47,120.00 (240%)↑	80,433.00	54.67%

Strategic and New Initiatives

Strategic Initiatives – Inorganic growth by way of M&A

Strategic Investment – Dheya Engineering Technologies Pvt Ltd



Acquired 30% stake in Dheya Engineering

Exclusive manufacturing agreement for the production of micro gas turbine engines developed by Dheya and manufactured by Unimech, including orders for sub systems

Board representation



Anil Kumar P
Chairman & Managing Director

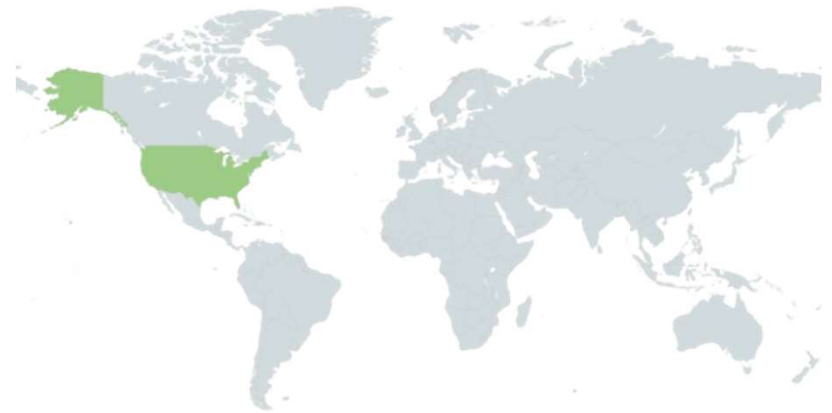
Rajanikanth Balaraman
Whole-Time Director



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



- ✓ Expanding presence into the **USA and European countries** by onboarding new customers and increasing wallet share with existing customers
- ✓ Evaluating establishing **warehouses** in global countries to reduce lead times and improve our responsiveness to customer demands
- ✓ **Collaborating with global players** to serve customers more effectively, reduce lead times, access new markets, and meet specific customer requirements

Key Growth Strategies

01



Market Development

Enhancing our global footprints in strategic regions thereby enriching customer experience for exiting clients and expanding reach to new markets

02



Market Penetration

Capturing higher market shares and increase the wallet size from the current customers.

- Opportunities of growth :
- Growth in MRO industry
 - Growth in aircraft fleet
 - Opportunities in nuclear industry

03



Product Development

Manufacturing of high precision products thereby enhance our ability to manufacture components for nuclear, semi-conductors , robotics which are high mix & low volume category products

04



Capacity Expansion

Increase in manufacturing capacity to serve the increasing demand both internationally and domestically

05



Diversification

Focus on growth by undertaking opportunistic inorganic acquisitions and partnerships with customers

Summary of Financial Statements

Consolidated Statement of Profit & Loss

Particulars (INR in million)	Q4 FY25	Q4 FY24	Y-o-Y	Q3 FY25	Q-o-Q	FY25	FY24	Y-o-Y
Revenue from operations	683.7	623.5	10%	539.0	27%	2,429.3	2,087.8	16%
Expenditure								
Material & Conversion cost	223.3	164.0	36%	168.1	33%	744.0	711.8	5%
Employee benefit expenses	93.8	100.3	(6%)	132.8	(29%)	460.1	324.4	42%
Other expenses	91.4	96.3	(5%)	81.2	13%	304.6	259.7	17%
Total Operating Expenses	408.5	360.6	13%	382.1	7%	1,508.6	1,295.9	16%
EBITDA	275.2	262.9	5%	156.9	75%	920.6	791.9	16%
Depreciation and amortisation expense	39.4	13.4	193%	28.5	38%	105.6	44.6	137%
Finance cost	10.5	17.1	(39%)	11.5	(9%)	43.7	32.3	35%
EBT	225.3	232.4	(3%)	116.9	93%	771.3	714.9	8%
Other income	101.6	18.0	465%	77.1	32%	247.7	50.1	394%
PBT	326.9	250.3	31%	194.0	69%	1,019.0	765.0	33%
Tax Expense	34.3	53.1	(35%)	38.2	(10%)	183.7	183.7	0%
Profit after tax for the year	292.0	197.2	48%	155.7	88%	834.6	581.3	44%
Materials %	22.1%	16.9%		22.5%		21.8%	21.2%	
Sub-contracting %	10.6%	9.4%		8.7%		8.8%	12.9%	
Employee Benefit %	13.7%	16.1%		24.6%		18.9%	15.5%	
Other expenses %	13.4%	15.4%		15.1%		12.5%	12.4%	
EBDIT%	40.2%	42.2%		29.1%		37.9%	37.9%	
PBT%	41.6%	39.0%		31.5%		38.1%	35.8%	
PAT%	37.2%	30.7%		25.3%		31.2%	27.2%	

Consolidated Balance Sheet

EQUITY AND LIABILITIES (INR in million)	Mar-25	Mar-24
Equity		
Equity share capital	254.3	220.0
Other equity	6,434.8	865.9
Total equity	6,689.1	1,085.9
Liabilities		
Non-current liabilities		
Financial liabilities		
Borrowings	341.8	125.2
Lease liabilities	103.7	-
Provisions	8.4	-
Deferred tax liability (net)	5.5	-
Total non-current liabilities	459.3	125.2
Current liabilities		
Financial liabilities		
Borrowings	374.4	163.4
Lease liabilities	23.2	10.4
Trade payables	161.0	126.6
Other financial liabilities	267.0	33.7
Provisions	80.6	175.7
Current tax liabilities (net)	1.6	22.9
Other current liabilities	16.3	6.8
Total current liabilities	924.2	539.5
Total equity and liabilities	8,072.5	1,750.6

ASSETS (INR in million)	Mar-25	Mar-24
Non-current assets		
Property, plant and equipment	1,427.8	450.7
Right-of-use assets	177.9	62.8
Capital work-in-progress	50.2	0.2
Intangible assets	15.9	6.4
Financial assets		
Investments	49.3	-
Other financial assets	16.8	8.8
Non Current tax assets (net)	-	5.6
Other non-current assets	278.9	85.1
Total non-current assets	2,016.8	619.7
Current assets		
Inventories	197.5	197.3
Financial assets		
Investments	3,385.8	-
Trade receivables	549.8	468.4
Cash and cash equivalents	1,417.7	71.8
Bank balances other than cash & cash eq.	7.5	46.9
Other financial assets	359.1	196.8
Current tax assets (net)	24.8	39.6
Other current assets	113.5	110.1
Total current assets	6,055.7	1,130.9
Total Assets	8,072.5	1,750.6

Our Founding Team & Board Members

Founding Team



Anil Kumar P
Co-Founder, CEO & Chairman

- Oversees strategic initiative for business growth and overall business
- **Over 20 years** of experience in manufacturing sector
- B.Tech from Indira Gandhi National Open University, New Delhi
- Previous experience includes **Quality Engineering & Software Technologies Pvt Ltd, CIM Tools Pvt. Ltd** etc.



Ramakrishna Kamojhala
Co-Founder & CFO

- Oversees finance, investor relations and compliance functions.
- **Over 24 years** of experience in the financial and secretarial field in the aerospace manufacturing sector
- Member of ICAI,ICMAI & ICSI, MBA degree from NIBM, Chennai
- Previous experience includes **International Aerospace Manufacturing Pvt. Ltd , GE** etc



Mani P
Co-Founder & Head of Component & Assembly Business

- Oversees operations and delivery
- **Over 30 years** of experience in business operations
- B.tech degree from Indira Gandhi National Open University, New Delhi and MBA from Toulouse Business School, France
- Previous experience includes with **International Aerospace Manufacturing Pvt. Ltd and Maini Precisions Products Pvt. Ltd. , Toyota** etc



Rajanikanth Balaraman
Co-Founder & Chief Growth / Technology Officer

- Oversees strategic growth initiatives, technology and business development functions
- **Around 28 years** of experience in software engineering
- B.tech degree from Bangalore University, Karnataka
- Previous experience includes **MD at National Instruments Ltd, Robert Bosch India Ltd** etc.



Preetham S V
Co-Founder & Head of Tooling Division

- Oversees the aero tooling business
- **Over 19 years** of experience in manufacturing
- B.tech degree from Kuvempu University, Karnataka
- Previous experience includes with **GE Aerospace, Quest Global, Wipro** etc

Independent Board Members



Ashok Tandon

Non-Executive - Independent Director

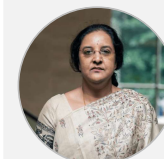
Renowned management professional with over four decades of experience at the board various industries serving Aerospace/ Defense, Mining/ Metals, Fertilizer, Sugar, and Machine Tool sectors. A law graduate and Fellow Member of The ICSI. Previously he has served as the Executive Director (Company Secretary) at Hindustan Aeronautics Limited (HAL).



Mr. Mukund Srinath

Non-Executive - Independent Director

Seasoned corporate professional with over 35 years of expertise in Legal and Corporate Secretarial matters. A Fellow Member of The ICSI, a law graduate, and a postgraduate in Commerce. He has held leadership roles Capgemini Technology Services India Ltd., iGATE Group, SmithKline Pharmaceuticals Ltd., BPL Ltd., and DISA Ltd. Currently a Corporate Consultant, he brings unparalleled experience in corporate governance and legal affairs.



Ms. Vidya Rajarao

Non-Executive - Independent Director

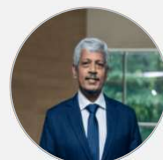
An extraordinary leader in the field of forensic accounting, She is a Chartered Accountant and a Certified Fraud Examiner from the Association of Certified Fraud Examiners (ACFE), USA. Mrs Rajarao has 25 years of experience and has played a pivotal role in numerous forensic accounting assignments, fraud investigations, and regulatory proceedings across India, the USA, UK, and Germany. She was the first Indian elected to the Board of Regents of the ACFE.



Mr. Pavan Krishnamurthy

Non-Executive - Independent Director

Distinguished venture investor and advisor with over 25 years of experience in venture capital, family offices, and advisory services. He is a Chartered Accountant and a graduate in Mathematics, Statistics, and Economics. He has been associated with prominent organizations like Ojas Venture Fund, Nadathur Family Office, Ernst & Young, PricewaterhouseCoopers, and as an advisor to several family offices and businesses.



Mr. Sridhar Ranganathan

Non-Executive - Independent Director

Co-Founder & Director of multiple innovative ventures, including Helyxon, Pristine Concepts, Jokesapart, and the IIT Madras Research Park, Chennai. He has over 30 years experience in health care industry and has served at key roles. He also serves as a Member of the Steering Committee of HRD, Department of Biotechnology, Ministry of Science and Technology, Government of India.

Thank You



For any investor queries, please contact:
Aakash Jaiswal, Investor Relations
Mail : aakash.j@unimechaerospace.com
Phone: 080 4204 6782
investorrelations@unimechaerospace.com