



unimech

# Unimech Aerospace and Manufacturing Limited

Investor Presentation

Q1 FY26 - July 2025

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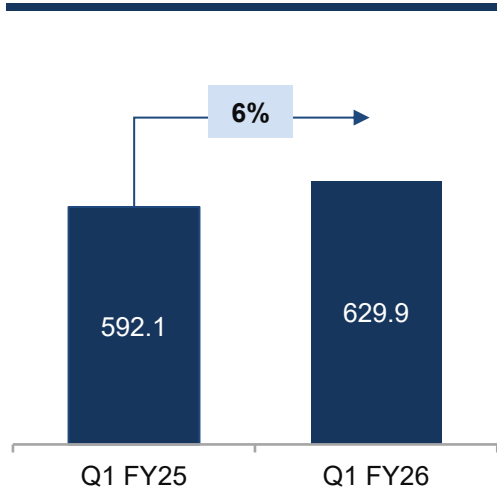
**Anil Kumar P**  
Chairman & Managing Director

*"FY26 has begun on a steady note with revenues of INR 630 million. Focused margin management delivered a gross margin of 66%, while EBITDA margin at 31% remained aligned with our guidance. We added three new customers this quarter, driven by strong market interest and continued momentum from last year. Our strategy to build a resilient, diversified business is yielding results, with growing presence in precision engineering for tier-1 and OEM clients across aerospace, defense, semiconductors etc. Improving capacity utilization is a key near-term priority. Our active engagement across industries is expected to strengthen the order book, supported by nuclear projects and OEM component manufacturing.*

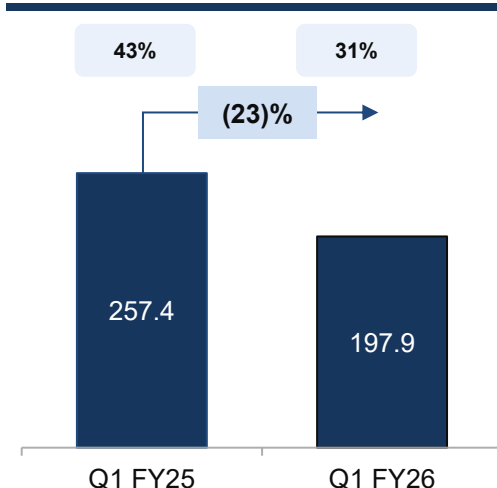
*We remain optimistic about the opportunities ahead and are well-positioned to drive sustainable growth through the year."*

## Financial Performance – Q1 FY26 vs Q1 FY25

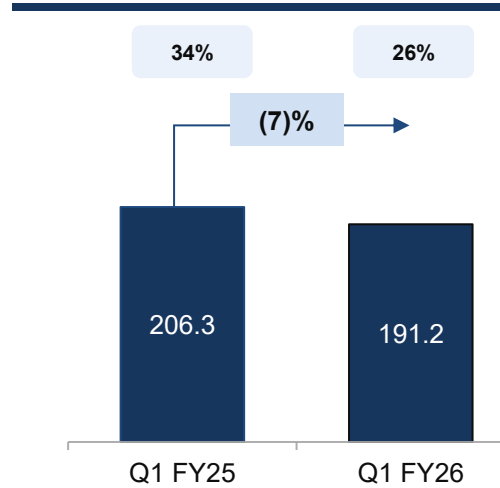
### Revenue (INR Mn)



### EBITDA (INR Mn) & Margins (%)



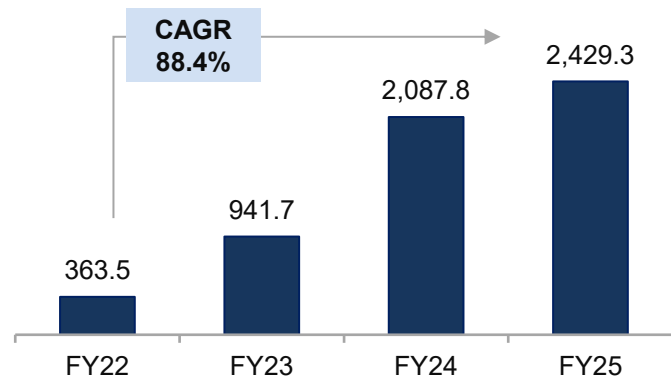
### PAT (INR Mn) & Margins (%)



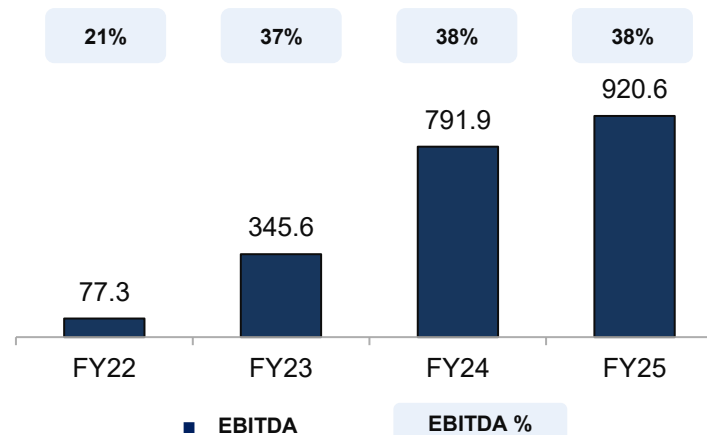
- ☐ Qualified SKUs 4,769 as of Jun'25 vs 4,388 in Mar'25
- ☐ 845 employees as of Jun'25 vs 793 as of Mar'25
- ☐ Orders in hand Rs 810 mn as of Jun'25; expect larger order flow in Q2 & Q3
- ☐ Capacity utilization at 58% of installed machine capacity at 6,58,590 machine hours in Jun'25 vs 2,22,990 machine hours in Mar'24

# Financial Highlights - Consolidated Trend

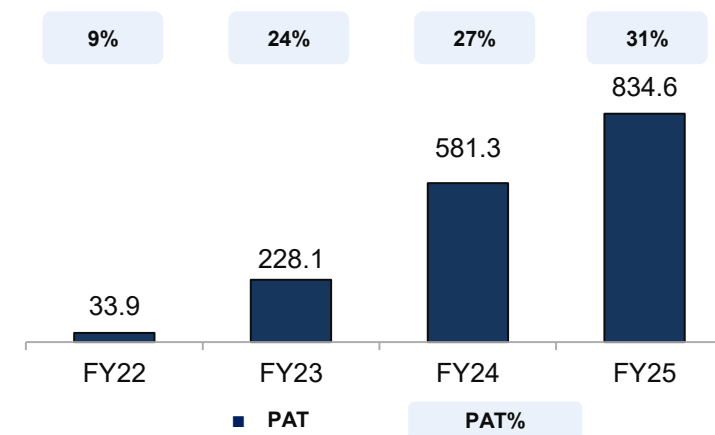
## Revenue from operations (INR Mn)



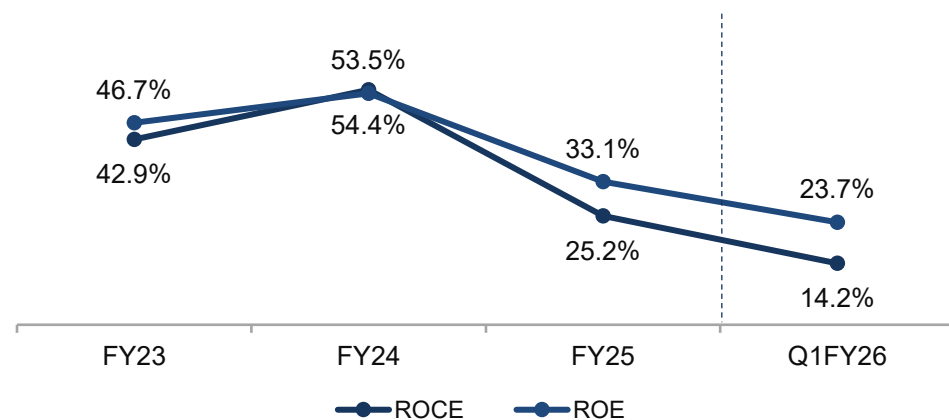
## EBITDA (INR Mn) and EBITDA Margin (%)



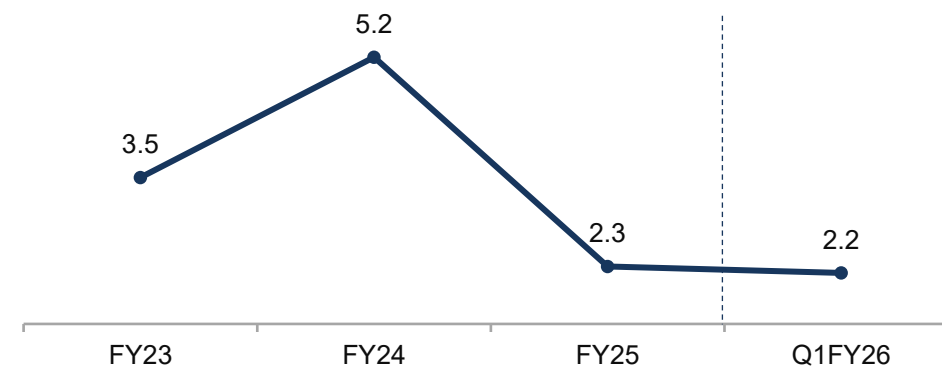
## PAT (INR Mn) and PAT Margin (%)



## ROCE<sup>1</sup> & ROE<sup>1</sup> (%)



## Fixed Asset Turnover Ratio (times)



# 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 35+ customers
- 89%+ export revenue

## Qualified Delivery parts



3,886 SKUs

tooling and precision  
complex sub-assemblies

883 SKUs

precision machined parts

## Capacity



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

## Key Customers



Tier-1 Engine Tool Licensees



Engine OEMs



Aircraft OEMs



MRO shops



Nuclear PSU

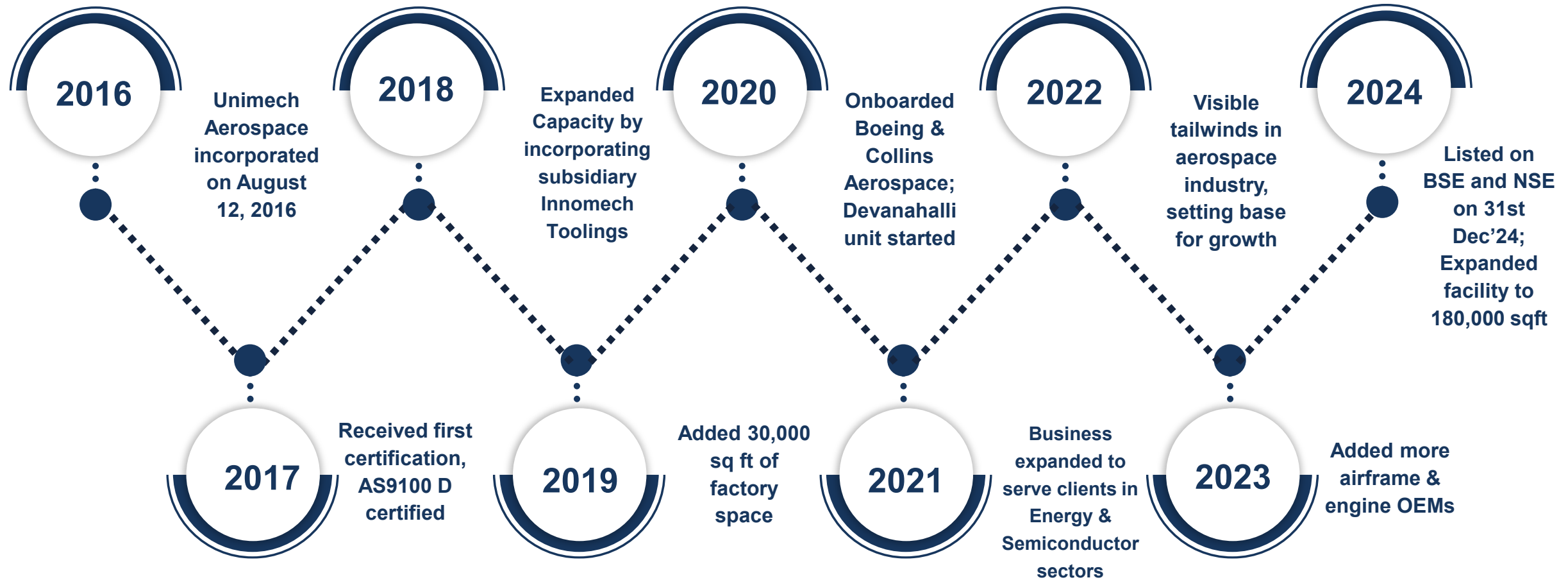


Defence Cos



Semi-conductor  
equipment's OEMs





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

## 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 (171% growth since Mar'24)
- **Enhanced Talent pool** - 636 employees as on Jun'25
- **Customers** – Currently serving 19 customers as of Jun'25

### 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** - Capacity expanded to 1,71,870 hours (298% growth since Mar'24); Added new facility of 33,000 sq ft in Q4FY25 is expandable by another 62,000 sq. ft.;
- **Talent pool** - Total employee strength of 175 employees as of Jun'25
- **Customers** - Currently serving 16 customers, recently onboarded customers from defense and robotics medical segment

## 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

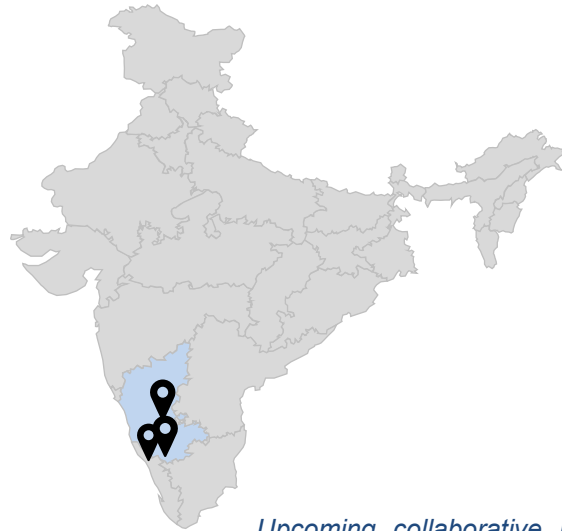


Growing procurement from India for Precision Components



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

## 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	2,84,598.00	58.47%
Q1FY26	4,86,720.00	2,83,758.00	58.30%



**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	80,433.00	54.67%
Q1FY26	1,71,870.00	98,344.00	57.22%

*Note: The installed capacity is on annualized basis whereas the utilization is for current quarter. Further percentages are derived basis current quarter available hours and utilization*

## 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

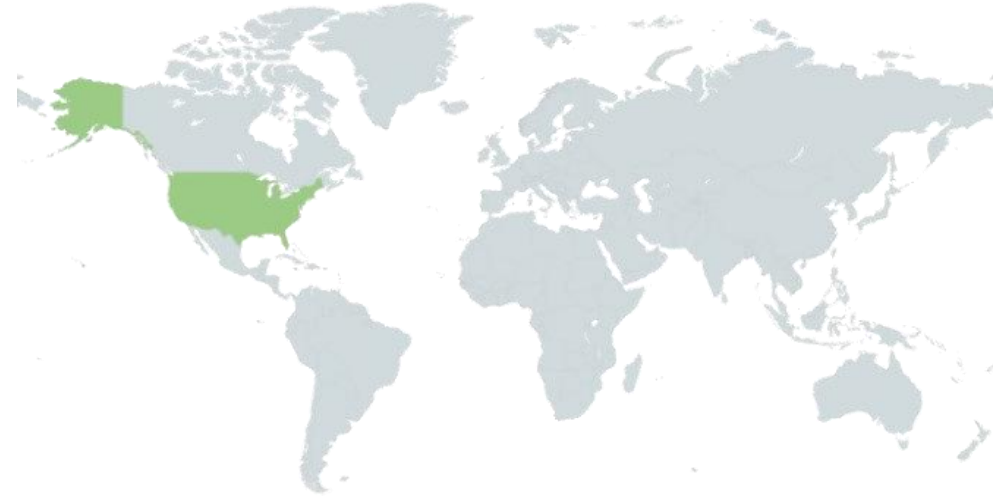
**Rajanikanth Balaraman**  
Whole-Time Director



### 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

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

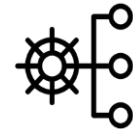
04



## 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)	Q1 FY26	Q1 FY25	Y-o-Y	Q4 FY25	Q-o-Q	FY25
<b>Revenue from operations</b>	<b>629.9</b>	<b>592.1</b>	<b>6%</b>	<b>683.7</b>	<b>(8%)</b>	<b>2,429.3</b>
<b>Expenditure</b>						
Material & Conversion cost	213.3	185.1	15%	223.3	(4%)	744.0
Employee benefit expenses	126.7	104.6	21%	93.8	35%	460.1
Other expenses	92.0	45.1	104%	91.4	1%	304.6
<b>Total Operating Expenses</b>	<b>432.0</b>	<b>334.8</b>	<b>29%</b>	<b>408.5</b>	<b>6%</b>	<b>1,508.6</b>
<b>EBITDA</b>	<b>197.9</b>	<b>257.2</b>	<b>(23%)</b>	<b>275.2</b>	<b>(28%)</b>	<b>920.6</b>
Depreciation and amortisation expense	58.9	18.1	226%	39.4	49%	105.6
Finance cost	11.5	7.4	55%	10.5	9%	43.7
<b>EBT</b>	<b>127.6</b>	<b>231.8</b>	<b>(45%)</b>	<b>225.3</b>	<b>(43%)</b>	<b>771.3</b>
Other income	114.4	18.2	529%	101.6	13%	247.7
<b>PBT</b>	<b>242.0</b>	<b>249.9</b>	<b>(3%)</b>	<b>326.9</b>	<b>(26%)</b>	<b>1,019.0</b>
<b>Tax Expense</b>	<b>50.4</b>	<b>43.7</b>	<b>15%</b>	<b>34.3</b>	<b>47%</b>	<b>183.7</b>
<b>Profit after tax for the year</b>	<b>191.2</b>	<b>206.3</b>	<b>(7%)</b>	<b>292.0</b>	<b>(35%)</b>	<b>834.6</b>
Materials %	27.0%	24.1%		22.1%		21.8%
Sub-contracting %	6.9%	7.1%		10.6%		8.8%
Employee Benefit %	20.1%	17.7%		13.7%		18.9%
Other expenses %	14.6%	7.6%		13.4%		12.5%
EBITDA%	31.4%	43.4%		40.2%		37.9%
PBT%	32.5%	41.0%		41.6%		38.1%
PAT%	25.7%	33.8%		37.2%		31.2%



## Our Founding Team & Board Members



**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**



**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

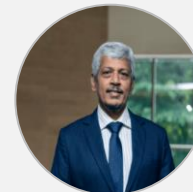
An extraordinary leader in the field of forensic accounting, She is a Chartered Accountant and a Certified Fraud Examiner from the Association of Certified Fraud Examiners (ACFE), USA. Mrs Rajarao has 25 years of experience and has played a pivotal role in numerous forensic accounting assignments, fraud 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



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