Date: 01-07-2024

To, National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex
Bandra (East), Mumbai - 400 051

Symbol: - AIMTRON

Sub: - Investor Presentation

Respected Sir/ Ma'am,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, please find enclosed herewith the Investor Presentation July 2024.

Kindly take the same on the record.

FOR AIMTRON ELECTRONICS LIMITED

SHARMILABEN BAMBHANIYA

Digitally signed by SHARMILABEN BAMBHANIYA
DN: c=IN, o=Personal, title=1051, pseudonym=13340291759344083 15AC315 4aLim9ek, 2.5.4.20=46080ab9abacbd93cd79f2bd39fdb 6b8352f794ea58acf207404b814394855 7ca, postalCode=360001, st=Gujarat, serialNumber=7e3880779 17c18985e4fe39e b47e235e934ccc12ca075bed5816f122b590 0fd6, cn=SHARMILABEN BAMBHANIYA
Date: 2024.07.01 16:51:30 +05'30'

SHARMILABEN LAKHANBHAI BAMBHANIYA
WHOLE-TIME DIRECTOR
DIN: 08540149

www.aimtron.in

AIMTRON ELECTRONICS LIMITED

INVESTOR PRESENTATION

July 2024

* Refer to Disclaimer

Disclaimer

This document has been prepared for information purposes only and is not an offer or invitation or recommendation to buy or sell any securities of Aimtron Electronics Limited (“AEL”, “Aimtron”, "Company“), nor shall part, or all, of this document form the basis of, or be relied on in connection with, any contract or investment decision in relation to any securities of the Company. This document is strictly confidential and may not be copied, published, distributed or transmitted to any person, in whole or in part, by any medium or in any form for any purpose. The information in this document is being provided by the Company and is subject to change without notice. The Company relies on information obtained from sources believed to be reliable but does not guarantee its accuracy or completeness. This document contains statements about future events and expectations that are forward-looking statements. These statements typically contain words such as "expects" and "anticipates" and words of similar import. Any statement in this document that is not a statement of historical fact is a forward looking statement that involves known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. None of the future projections, expectations, estimates or prospects in this document should be taken as forecasts or promises nor should they be taken as implying any indication, assurance or guarantee that the assumptions on which such future projections, expectations, estimates or prospects have been prepared are correct or exhaustive or, in the case of the assumptions, fully stated in the document. The Company assumes no obligations to update the forward-looking statements contained herein to reflect actual results, changes in assumptions or changes in factors affecting these statements. You acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company.

OUTLINE

01 Company Overview

02 Business Profile

03 Industry Insight

04 Way Forward

05 Financial Metrics

06 Appendices

Outline 1

Company Overview

www.aimtron.in

AIMTRON

Gaming



IOT/ ROBOTICS



Industrial



Medical & Healthcare



Automotive



Power



Aimtron – Snapshot

Aimtron Electronics Ltd specialize in offering **Electronics System Design and Manufacturing (ESDM) services** with a **strong emphasis on high-value precision engineering products.**



VADODARA
(Gujarat)

Manufacturing Facility

BENGALURU
(Karnataka)



Continuous enhancement of manufacturing expertise across diverse industries.

Strengthened service integration for effective multi-industry vertical support

One-stop ESDM service provider

Expertise in engineering and complex product manufacturing

Diverse product portfolio across industries

5
SMT Lines
(incl. 1 New SMT Line Coming Up)

100+
Years of Cumulative Design Experience

250+
Embedded Design Projects Completed

500+
Customers Satisfied Globally

ELECTRO SQUAD



MUKESH JERAM VASANI

Chairman

He serves as the Chairman, Non-Executive Director, and Promoter of our Company. He has been a Director since October 21, 2013. He holds a Bachelor of Engineering degree in Civil from Sardar Patel University, Gujarat, awarded in 1987. With approximately 30 years of experience in production, marketing, and manufacturing of engineering and electronic goods and services, he has been instrumental in driving the growth of our company. Under his leadership, our Company has significantly expanded its diversified product portfolio and customer base.



NIRMAL MUKESH VASANI

Sr. Technology Director

He serves as the Non-Executive Director and promoter of our Company. He has been associated with our company since March 15, 2016, bringing approximately 7 years of experience in the ESDM industry. He completed his graduation from James R. Conant High School, Hoffman Estates, Illinois. His expertise in marketing has been instrumental in expanding our overseas business operations.

OUR PROGRESSION

2011

Incorporation
“Aimtron Electronics Private Limited”

2014

Inaugurated facility at
Vadodara, Gujarat
by **Karnataka Governor**

2018

Company achieved
Turnover of Rs 20 Crores

2020

Received **Certificate of Excellence provided by Indian 2020 Business & Leadership Excellence awards** in recognition of significant contribution made.

2021

New facility at
Whitefield, Bengaluru, Karnataka inaugurated by Dr. Aswathnarayan C. N.

Received **ISO 14001:2015** & **ISO 13485:201** for facility at Vadodara

Company achieved
Turnover of Rs 50 Crore

2022

Accredited with **EN ISO 9001:2015** for facility at Bengaluru.

Received **Karnataka Innovation Leadership Awards 2022** presented by Academic Partners “INDRA” and “Business Leaders”

2023

Inaugurated new facilities at
Vadodara & Ahmedabad, Gujarat

2024

Listed on
“NSE Emerge Platform”

Outline 2

Business Profile

www.aimtron.in

BUSINESS SYNOPSIS

- Founded in 2011 as a PCB designer and assembler, now offering comprehensive ESDM solutions.
- Services span PCB design, assembly, and full electronic systems manufacturing (Box Build) across global markets.
- Customized solutions to meet specific client requirements including automated micro-electronics assembly and precision component integration.
- End-to-end support from conceptualization through design engineering, prototyping, to turnkey manufacturing.
- Sectors served: industrial automation, electric vehicle mobility, IoT, embedded systems, medical technology, wearables, gaming, robotics, and more.
- Led by experienced promoters, fostering enduring client relationships and recognized for customer satisfaction and operational excellence

Aimtron Electronics ensuring every project embodies their commitment to innovation and excellence.

Comprehensive ESDM solution

Advanced PCB Assembly

Robust product development

Effective testing solutions

Comprehensive after-market support

Focus on delivering superior quality

Serving diverse global market needs

MANUFACTURING FACILITY (1/2)

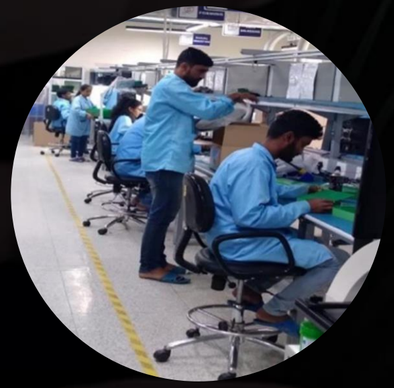
Strategic Facilities with Advanced Infrastructure & technology

Vadodara [Gujarat] & Bengaluru [Karnataka]



ISO 13485:2016

Quality Management System for medical devices applicable to provider of high tech electronic assemblies for medical devices with measuring, monitoring and displaying function and contract assembly works



ISO 14001:2015

Environmental Management System for High Tech Electronic Assemblies and contract assembly works



EN ISO 9001:2015

Management system applicable to Hi-tech electronic assemblies and Contract Assembly works



IATF 16949:2016

Vadodara facility is approved by Canadian Standard Association

MANUFACTURING FACILITY (2/2)

Equipped with

4 [+1 upcoming] Surface Mount Technology (“SMT”) lines,

37 Through (Soldering) Hole setup station (“THT”) lines

3 Box Build Assembly lines

Advanced Machinery includes

1. Fully Automated Screen Printer
2. Automated 3D SPI
3. Automated selective soldering machine
4. Automated conformal coating machine
5. Pick & Place Machine
6. Reflow – N2 ready
7. Automated 3D AOI
8. X-Ray machines, among others

MANUFACTURING CAPABILITIES

Product Design
Turning Visions into Revolutionary Products

Electromechanical Assembly
Providing Fully-Integrated, Ready-for-Use Electronic Assemblies.

Turnkey Manufacturing
Simplifying Your Product's Journey from Idea to Finalization.

Surface Mount Technology
Boosting Efficiency through Advanced Circuit Technology.

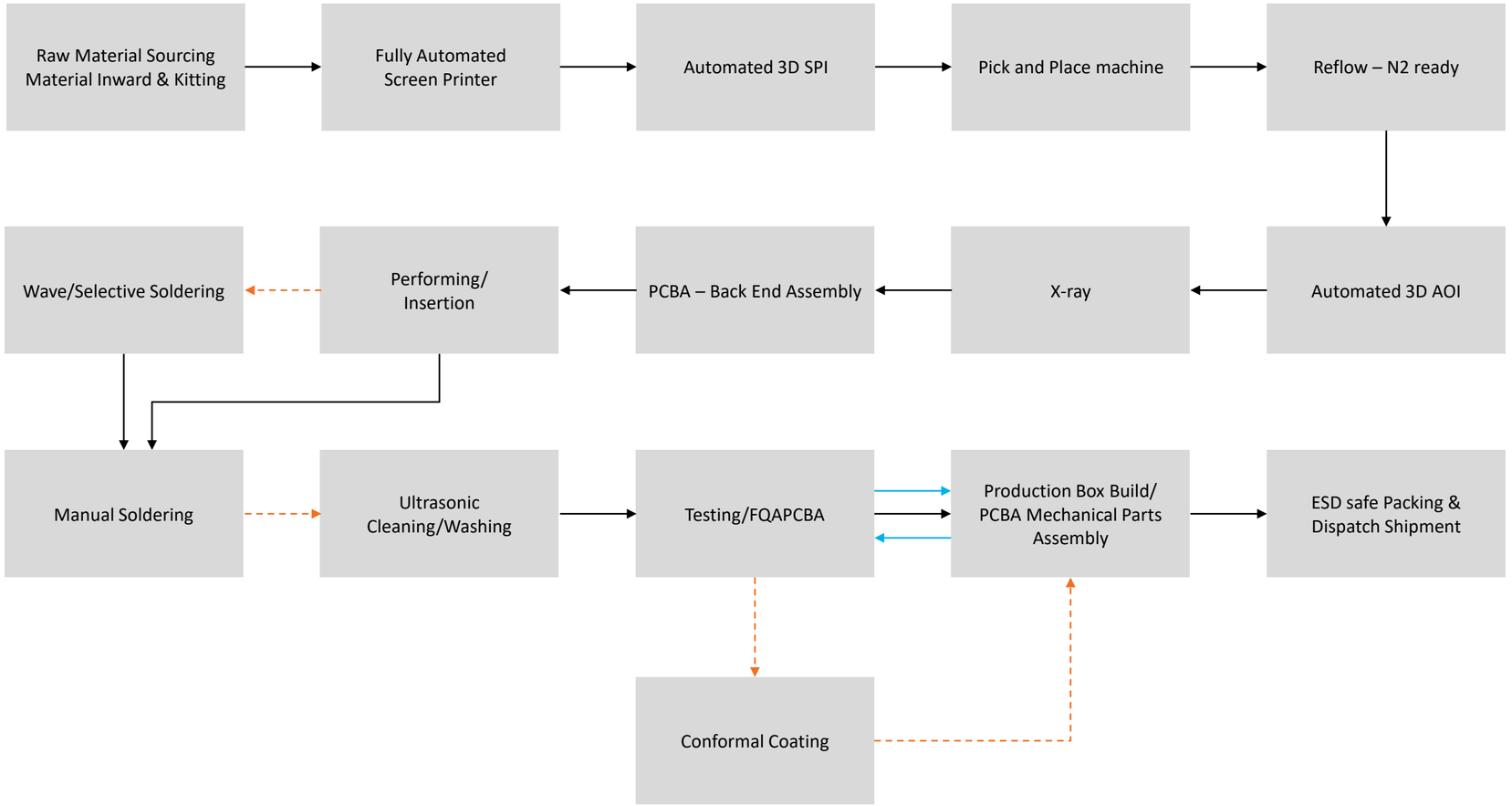
Electronics Testing
Fostering Innovation with integrated systems and smooth performance.

Thru-Hole PCB Assembly
Crafting reliable circuits for robust performance.

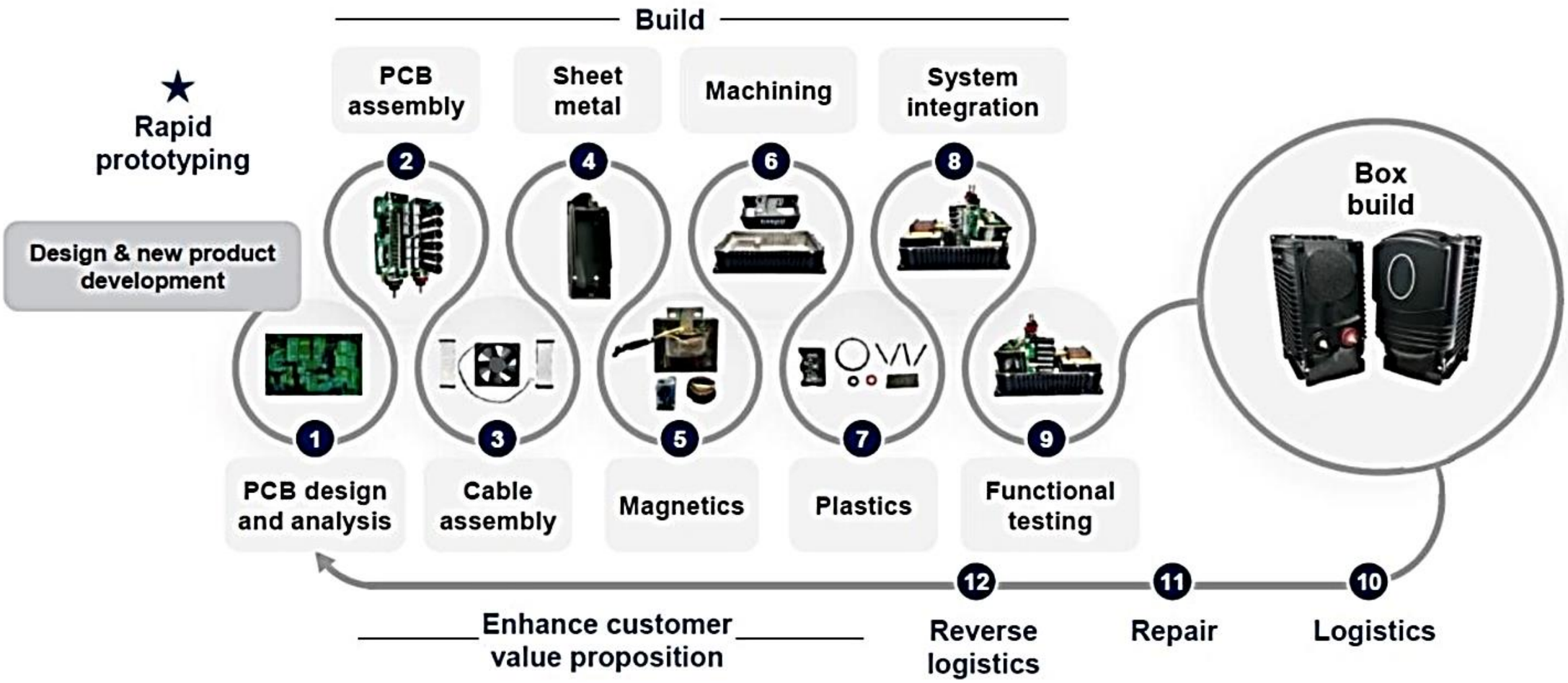
Custom Cables & Harnesses
Bespoke wiring solutions for your unique needs.



MANUFACTURING PROCESS



VERTICALLY INTEGRATED ONE – STOP SHOP



PRODUCT PORTFOLIO (1/2)

Box Build Assembly (“Box Build”)

- Involves integrating enclosures, cables, and components into complex systems.
- The services include system-level and product assembly, packaging, labeling, and testing.
- Specialize in custom designs for automated test equipment, ensuring comprehensive solutions for the clients' assembly needs.

Printed Circuit Board Assemblies (PCBA)

Providing end-to-end PCB design and assembly services, from concept to volume production, serving multiple industries. The capabilities include:

- PCB Design and Analysis with advanced tools
- Rapid prototyping and complex layout design
- Comprehensive PCB Assembly (PCBA) with automated processes
- Extensive testing and inspection services

Integrated Design Solutions from Concept to Completion (End to End Services)

- Offering end-to-end turnkey solutions, from concept and design to prototyping, pilot production, and mass manufacturing.
- Services include product reliability testing, validation, approvals, and global delivery of tested PCB assemblies



Product Engineering Services

PRODUCT PORTFOLIO (2/2)





Product Engineering

Turnkey solutions for custom embedded system development with expertise in hardware, embedded, and mechanical design.

Digital and Value-Added Manufacturing Engineering

End-to-end solutions for high-speed, multi-layer PCB design, fabrication, and assembly using tools like Altium, SolidWorks, and Vayo.

Validation and Regulatory Compliance

Comprehensive services for product testing, verification, validation, and regulatory compliance, including pre-compliance testing and certification.

Quality Engineering

Assurance across the product lifecycle with services in consulting, IoT implementation, and end-of-life support, ensuring high quality and operational excellence

Prototype and Bulk Manufacturing

Management of product development from prototype to mass production, including mechanical design, BOM optimization, and certification services, optimizing efficiency and control.

PRODUCT CATALOGUE (1/2)

Automotive


Climate System


Onboard Charger


Ev - Charger


Battery Control Unit


Battery Management System

Industrial


Monitoring System


Fuel Dispenser (PCBA)


Industrial Pump Controller Unit


HVAC


Pressure Switch

Gaming


Pinball Machine


Casino / Slot Machine


Digital Cube PCBs


Controller PCBA

PRODUCT CATALOGUE (2/2)

IOT/ Robotic (Drones & UAV)


Drone (PCBA)


Automated Guided Vehicle (AGV)


Warehouse Roborts


UAV



(Wireless Network Device (Box Build)



Water Flood Sensor (Box build)

Medical & Healthcare Equipment


Air Quality Measurement Device


Smart Watch-Wearable Device

ICU – Ventilators (PCBA)


Dental Surgical Light (PCBA)


Analyzer Equipment

Power


SMPS

Pannels


Power Relay


Voltage Regulators Relays

CROSS-SECTOR INNOVATION & TAILORED SOLUTIONS

Defence	Healthcare	Consumer Tech	Agriculture	Telecom	Gaming & LED
Field Communication	Medical Wearables	Smart Home Devices	Precision Farming	Mesh Networking	Arcade Systems
Cyber Defence Tech	Telehealth Devices	Wearables Technology	Livestock Monitoring	IoT Beacons	LED Lighting
Missile Guidance	DX Equipment	Audio Systems	Crop Monitoring	Wireless Charging	Sound Systems
UAV Technology	Health Trackers	Home Entertainment	Smart Farming Hubs	Networking Devices	VR Equipment
Surveillance & Recon	Portable Med Imaging	Interactive Learning	Eco Sensing Systems	Data Storage Solutions	Interactive Gaming UI
Flight Control Systems	Surgical Robotics	Energy Storage	Agriculture Drones	5G Networking Gear	Advanced LED Arrays
				Cloud Computing	



COMPETITIVE STRENGTHS

Product portfolio expansion driven by customer needs and industry technological advancements.

Wide-ranging portfolio with **applications across multiple industries**.

Diversification mitigates industry concentration risks and reduces vulnerability to downturns in specific verticals.

Engineering expertise in **complex product manufacturing** from micro-electronics to large box build assemblies.

Comprehensive **in-house capabilities** for designing and manufacturing.

Long-term, established **customer relationships** fostering collaboration throughout the product lifecycle.

Well-positioned for increasing **product variety**, shipment volume, and expanding market coverage.

Strong supply chain and sourcing network spanning India, China, USA, UK, Hong Kong, Singapore, Taiwan, Ireland, and Thailand.

Quality assurance ensured through dedicated resources and rigorous testing protocols (functional, reliability, drop tests).

Experienced management and qualified employee base enhancing operational capabilities and product technical quality.

SWOT

S



- Advanced manufacturing capabilities with state-of-the-art technology aligned with Industry 4.0.
- Diverse customer base across automotive, consumer electronics, telecommunications, and industrial sectors.
- Strong focus on research and development.
- Commitment to high-quality standards and certifications.

W



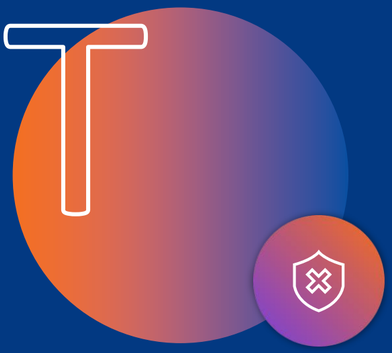
- Dependency on key suppliers for critical components.
- Vulnerability to market fluctuations in specific sectors.

O



- Expansion into emerging markets with increasing demand for electronics.
- Integration of IoT, AI, and automation technologies.
- Government incentives for electronics manufacturing.

T



- Intense competition from global and local electronics manufacturers.
- Supply chain disruptions and raw material shortages.
- Compliance with evolving regulatory standards.

Outline 3

Industry Insight

www.aimtron.in

ESDM INDUSTRY – AN OVERVIEW

Electronics System Design & Manufacturing (ESDM) industry in India is poised for continued growth & transformation Supported by favorable government policies, investments in infrastructure and technology, and a skilled workforce

Market Growth and Demand

- The ESDM sector in India is witnessing substantial growth driven by increasing demand from various sectors such as consumer electronics, telecommunications, automotive electronics, and industrial electronics.
- This demand is fueled by the growing adoption of electronic devices and systems across both urban and rural markets.

Investments and Infrastructure

- There has been a significant influx of investments in the ESDM sector, aimed at expanding manufacturing capabilities and upgrading technological infrastructure.
- This includes investments in semiconductor fabs, electronics manufacturing clusters (EMCs), and research and development (R&D) facilities.

Skill Development

- Skill development initiatives are crucial for building a skilled workforce capable of meeting the evolving demands of the ESDM industry.
- Various skill development programs and collaborations with educational institutions are focused on training professionals in areas like design, manufacturing, and testing of electronic products.

Government Initiatives

- The Indian government has launched several initiatives to promote domestic manufacturing and enhance the ESDM ecosystem.
- Initiatives like the "Make in India" campaign and the Production Linked Incentive (PLI) scheme for electronics manufacturing have been instrumental in attracting investments and boosting local production.

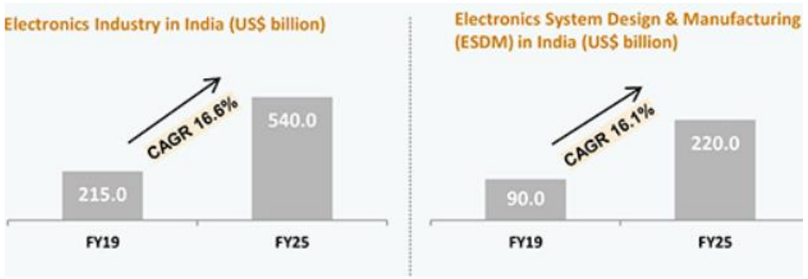
Technological Advancements

- The industry is advancing rapidly with innovations in technology such as Internet of Things (IoT), artificial intelligence (AI), machine learning (ML), and advanced manufacturing technologies.
- These advancements are driving efficiency, productivity, and competitiveness in the global market.

Global Competitiveness

- India's ESDM sector is increasingly becoming globally competitive, with the capability to cater to international markets.
- The focus on quality standards, cost-effectiveness, and innovation is positioning Indian companies as preferred partners for global electronics manufacturers.

INDUSTRY INSIGHT



India's electronics sector is set to harness US$ 7 billion untapped revenue by 2035 via circular business model and policy pathways, industry stakeholders said. Current commitments and targets set the projected market size for these circular models at US$ 13 billion in 2035.

- India is the second fastest digitizing economy amongst the 17 leading economies of the world.
- The Government of India aims to make Electronics Goods amongst India's 2-3 top-ranking exports by 2026.
- Electronics Goods exports are expected to increase from the projected US$ 15 billion in 2021-22 to US$ 120 billion by 2026.

India has overtaken China as the second-largest manufacturer of mobile devices in the world, according to a report released by the international research firm Counterpoint

GOVERNMENT INITIATIVES

The National Policy on Electronics (NPE) 2019 envisions to position India as a global hub for ESDM by encouraging and driving capabilities in the Country for developing core components, including chipsets and by creating an enabling environment for the industry to compete globally.

- The Government attaches high priority to electronics hardware manufacturing, and it is one of the important pillars of both “Make in India” and “Digital India” programme of Government of India.
- Union Budget 2023-24 has allocated Rs. 16,549 crore (US$ 2 billion) for the Ministry of Electronics and Information Technology, which is nearly 40% higher on year.
- In March 2024, the Cabinet approved a massive US$ 15.2 billion (Rs. 1.26 trillion) investment in three semiconductor plants, signifying India's technological progress.
- Production-linked scheme (PLI) for large-scale electronics manufacturing (including mobiles) has seen investments worth Rs. 6,887 crore (US$ 833 million) (till June 2023), already surpassing the target for FY24 which was Rs. 5,488 crore (US$ 664.4 million).



Outline 4

Way Forward

www.aimtron.in

STRATEGY FOR GROWTH

40-50% CAGR
for next 3 to 5 years





Diversified Industry Focus:

- Targeting diverse sectors including Industrial, Medical & Healthcare, Automobiles, Power, Gaming, and UAVs, leveraging robust manufacturing capabilities to capitalize on emerging market trends.

Operational Efficiency Enhancement::

- Continuously improving operational efficiencies to enhance economies of scale and competitiveness.
- Optimizing production capacity and supply chain management to reduce costs and strengthen market position.
- Leveraging digital solutions like "Aimnet" for efficient machinery utilization and production optimization.

Geographical Expansion:

- Strengthening global presence with a focus on expanding into European and Australian markets.
- Increasing market penetration through targeted sales, marketing initiatives, and participation in international exhibitions.

Backward Integration and Expansion:

- Planning backward integration to enhance manufacturing capabilities, including setting up integrated cable assembly lines and expanding SMT capacity.
- In-house manufacturing of components to reduce dependency on third-party suppliers and improve supply chain efficiency.

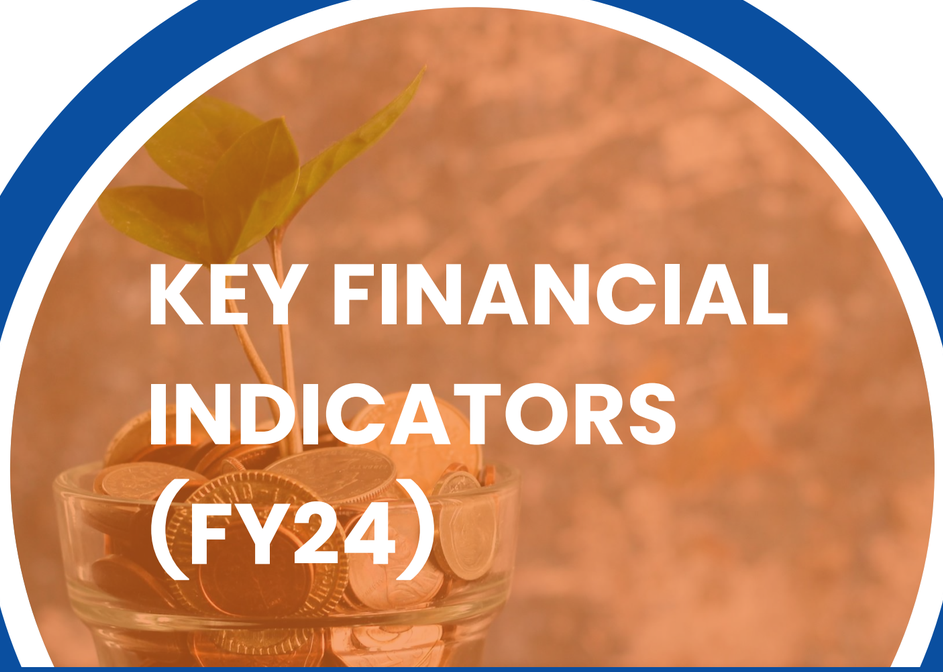
Market Expansion Strategy:

- **Medical & Healthcare Equipment**: Focusing on India's growing medical device market with strategic initiatives and policy support.
- **Industrial Sector**: Exploiting opportunities in India's expanding electronics manufacturing sector, supported by PLI schemes and global investments.
- **Automobile Industry**: Seizing growth in the electric vehicle market through significant investments in manufacturing and infrastructure.
- **Drone Technologies**: Tapping into the burgeoning UAV market in India, projected to grow at a CAGR of 18%

Outline 5

Financial Metrics

www.aimtron.in



KEY FINANCIAL INDICATORS (FY24)

Revenue
Rs 929.8 Mn
29.9% YoY*▲

EBITDA
Rs 236.3 Mn
42.6% YoY*▲

EBITDA Margin
25.4%
+226 bps YoY*▲

Net Profit
Rs 136.0 Mn
57.5% YoY*▲

Net Profit Margin
14.6%
+257 bps YoY*▲

Return Ratios

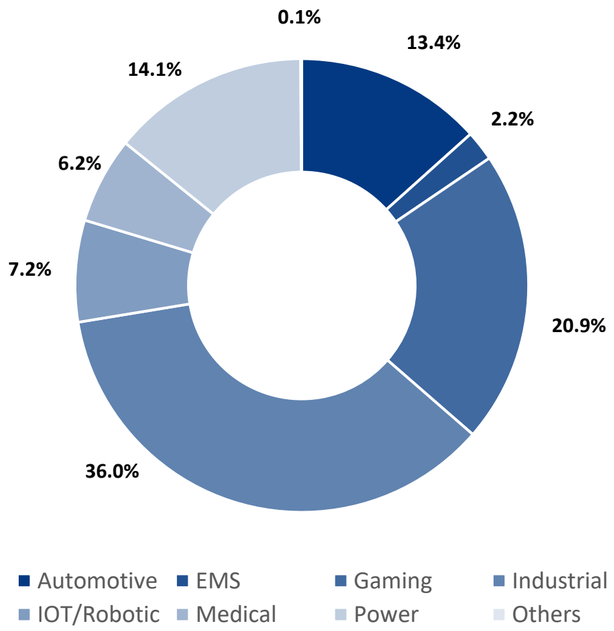
26.3%
Return on Equity

31.4%
Return on Capital Employed

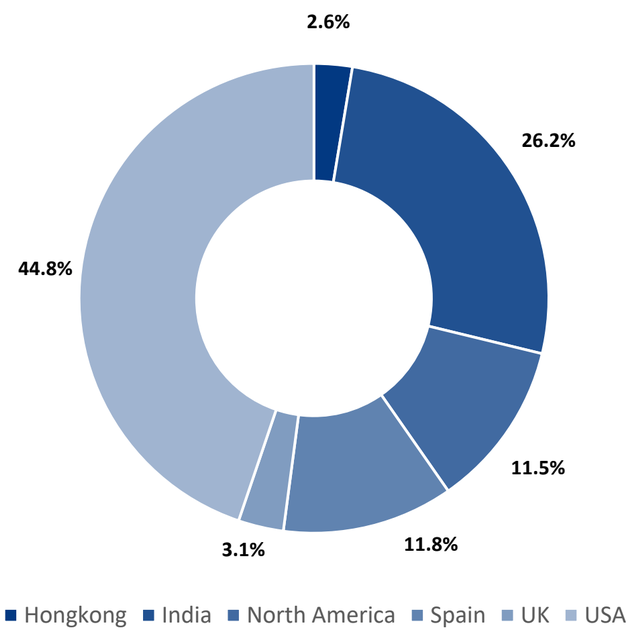
*Restated figures for FY23 is considered in accordance with RHP for Year-on-Year comparison purpose.

REVENUE BREAKDOWN (FY24)

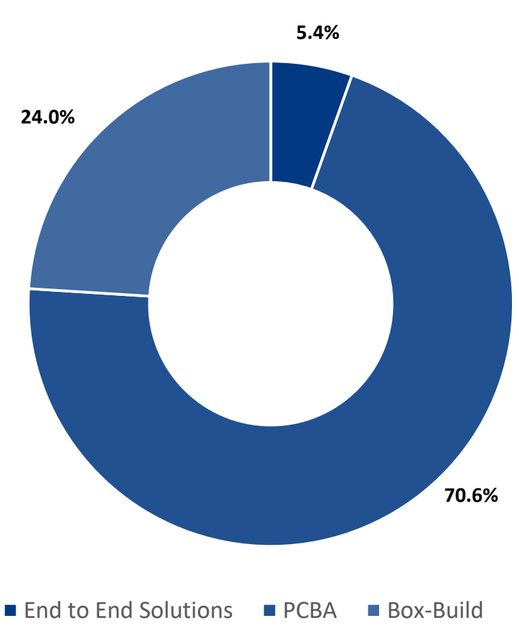
Industry Wise



Geography Wise



Service Offering Wise



INCOME STATEMENT

Particulars (INR Mn)	FY21	FY22	FY23*	FY24
Revenue from Operations	527.8	263.2	715.8	929.8
Total Expenditure	323.4	269.2	550.1	693.5
EBITDA	**204.4**	**(6.0)**	**165.7**	**236.3**
EBITDA Margin (%)	**38.7**	**(2.3)**	**23.1**	**25.4**
Other Income	12.8	5.7	8.2	7.5
Depreciation	6.8	14.7	42.7	41.1
EBIT	**210.4**	**(15.0)**	**131.2**	**202.7**
Interest	0.3	1.2	13.8	15.8
Profit Before Tax	**210.1**	**(16.2)**	**117.4**	**186.9**
Tax	52.9	1.8	31.1	50.9
Profit After Tax	**157.2**	**(18.0)**	**86.3**	**136.0**
Net Profit Margin (%)	**29.8**	**(6.8)**	**12.1**	**14.6**
Reported Earnings Per Share (Rs)	**29.60**	**(3.38)**	**10.67**	**9.06****

*Restated numbers from RHP as per SEBI **Adjusted for IPO

BALANCE SHEET

Particulars (INR Mn)	FY23*	FY24
EQUITY & LIABILITIES		
Shareholders' Funds	**312.3**	**517.0**
Share Capital	29.1	150.1
Reserves & Surplus	283.2	366.9
Non-Current Liabilities	**128.3**	**128.3**
Long Term Borrowings	122.9	122.9
Deferred Tax Liability (Net)	3.0	1.4
Long-Term Provisions	2.4	4.0
Current Liabilities	**433.4**	**280.9**
Short Term Borrowings	79.4	23.0
Trade Payables	63.7	56.8
Short Term Provisions	1.7	49.5
Other Current Liabilities	288.5	151.6
TOTAL	**874.0**	**926.2**

Particulars (INR Mn)	FY23*	FY24
ASSETS		
Non-Current Assets	**233.2**	**232.1**
Property, Plant & Equipment	227.4	226.1
Long Term Loans and Advances	1.3	1.4
Other Non-Current Assets	4.5	4.6
Current Assets	**640.8**	**694.2**
Inventories	443.3	357.4
Trade Receivables	37.2	166.8
Cash & Cash Equivalents	6.5	41.5
Short Term Loans & Advances	29.7	13.0
Other Current Assets	124.1	115.5
TOTAL	**874.0**	**926.2**

*Restated numbers from RHP as per SEBI

Outline 6

Appendices

www.aimtron.in

AWARDS & RECOGNITIONS





Aimtron Electronics Limited

201, Brigade IRV, Nallurhalli Road, Whitefield,
Bengaluru - 560 066 (Karnataka)

Plot No. 1/A, GIDC Estate, Waghodia, Vadodara,
Gujarat, 391760

cfo@aimtron.com/ cs@aimtron.com

www.aimtron.in

KAPTIFY® Consulting

Strategy & Investor Relations | Consulting

contact@kaptify.in / +91-845 288 6099

www.kaptify.in

Thank You