

Date: 09th August, 2024

BSE Limited	National Stock Exchange of India Limited
Listing Dept./ Dept. of Corporate Services	Listing Department
Phiroze Jeejeebhoy Towers	Exchange Plaza, Plot no. C/I, G Block
Dalal Street	Bandra -Kurla Complex,
Mumbai - 400001	Bandra (East) Mumbai - 400051
Scrip Code / ID: 540879/ APOLLO	Scrip Code: APOLLO

Scrip Code: 540879

Symbol: APOLLO

ISIN: INE713T01028

Sub: Investor Presentation for the Quarter ended 30th June, 2024

Ref: Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are herewith enclosing a copy of investor presentation for the quarter ended 30th June, 2024.

The copy of the disclosure is available on the website of the Company i.e. <https://apollo-micro.com/>

This is for your information and records.

Thanking You

Yours Faithfully

FOR APOLLO MICRO SYSTEMS LIMITED

RUKHYA PARVEEN
COMPANY SECRETARY & COMPLIANCE OFFICER

APOLLO MICRO SYSTEMS LIMITED

Regd. Off: Plot No. 128/A, Road No. 12, IDA-Mallapur, Uppal Mandal, R.R. Dist – 500076, Telangana, India.

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CIN No: L72200TG1997PLC026556



EARNINGS RELEASE

Q1 FY25 | August 09, 2024

Strengthening Defence Systems

For A Self Reliant India...



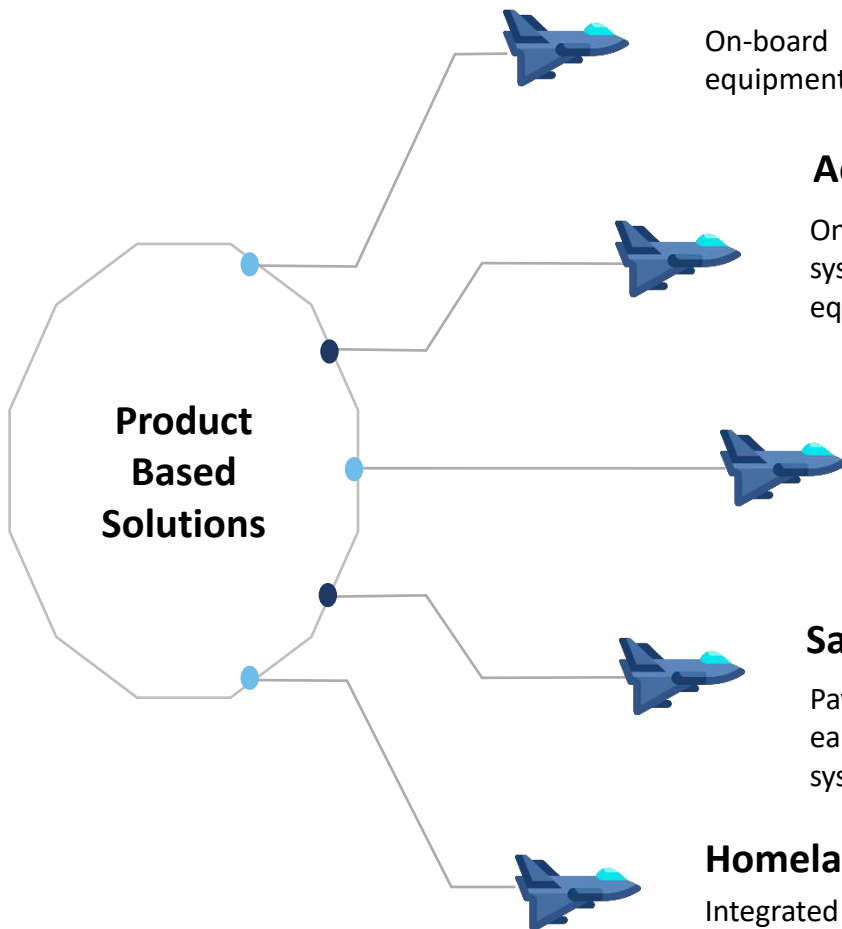
About us:

- ❑ Apollo Micro Systems Limited (“AMS” or “The Company”) was established in 1985 and has emerged as one of India’s leading electronic, electro-mechanical, engineering designs, manufacturing, and supplies company.
- ❑ AMS specializes in the design, development, and sale of high-performance solutions that are critical for missions and time-sensitive operations.
- ❑ Company’s products are used across multiple industries including Aerospace Systems, Ground Defence, Space, Avionics Systems, Homeland Security, and Transportation.
- ❑ AMS’s manufacturing facility is located in Hyderabad and has a built-up area of 55,000 sq.ft. with a team of 300+ employees, including 150+ employees in R&D.

Our Key Differentiator:

- ❑ Over 39 years of experience in the Design, Development and Assembly of Custom-Built Electronics and Electro-mechanical solutions.
- ❑ AMS provides a gamut of products and services which includes designing, electronic manufacturing services, PCB fabrication, embedded software design and development, circuit board assembly, hardware design services, concept-to-product development, host interface development, and custom-built electronic systems.
- ❑ Company’s manufacturing plant boasts a full-fledged ESS testing facility, and the inspection is in line with DGQA standards.
- ❑ ISO, CEMILAC certified and DRDO approved partner with key roles in multiple ongoing defence programmes.
- ❑ AMS actively invests an average of 7-8% of the revenue in R&D for developing and testing critical components under DRDO programmes. Some of the key strategic projects are mentioned below:
 1. Universal Homming System for Light & Heavy Weight Torpedoes
 2. Landing Gear Actuators for Avionic Platforms
 3. Digital RF Seeker Signal Processor
 4. Integrated Guidance Kit for Various Platforms
 5. Under Water Mines
- ❑ Company’s clientele consists of prominent government institutions such as the DRDO, Indian Army, Indian Navy, DPSU’s, as well as private players like Adani, L&T and many more.

Our Capabilities



Avionic Systems

On-board & ground support equipment for avionics

Aerospace Systems

On-board electronic weapon systems & ground support equipment for missile systems

Naval Systems

On-board weapon electronics & ground support equipment for torpedoes, decoys-jammers, submarines & ships

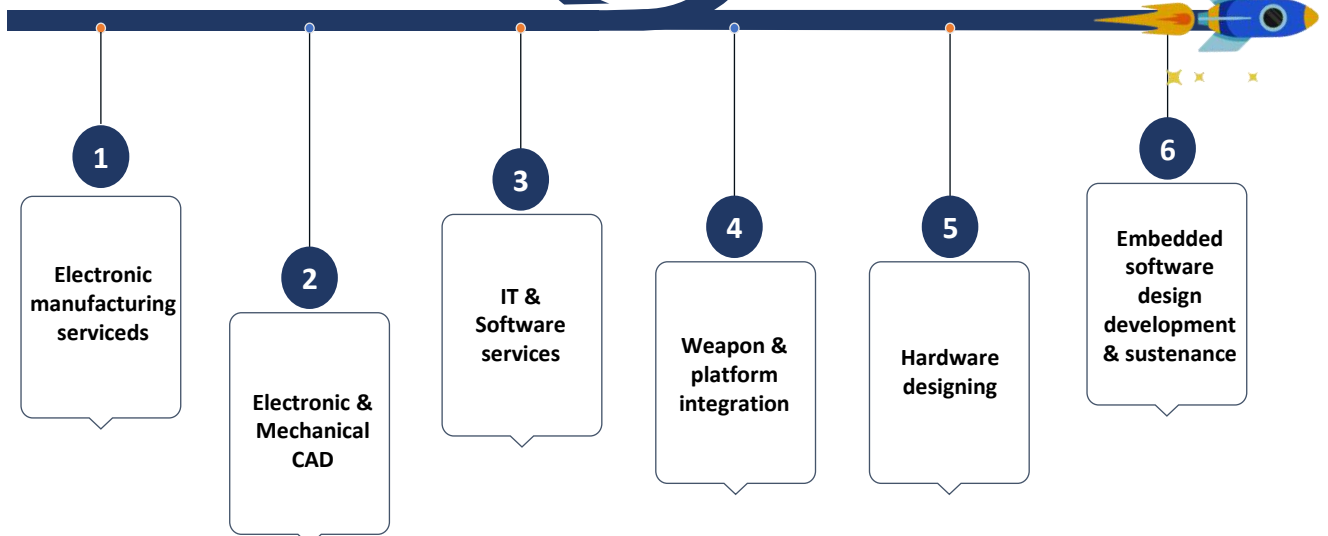
Satellite Space Systems

Payload checkout systems & earth station acquisition systems for space applications

Homeland Security

Integrated surveillance systems, perimeter security systems, anti drones, drones, ads-b-systems

Service Based Solutions



A Showcase of Our Cutting-Edge Products

**WE POWER THE AIRSPACE
WITH ADVANCED SAFETY
CRITICAL PRODUCTS**



TORPEDO CONTROL PANEL



PCM ENCODER & DECODER



TORPEDO INTERFACE UNIT



LAUNCHER VEHICLE RELAY UNIT



CRUISE VEHICLE RELAY UNIT

AVIONICS

AS 9100D CERTIFIED COMPANY
CEMILAC CERTIFIED COMPANY

SEEKER SIGNAL PROCESSOR
SAFETY ARMING MECHANISM
ON BOARD COMPUTER
INTEGRATED AVIONICS MODULE
QUAD CHANNEL ACTUATOR CONTROLLER
MISSILE INTERFACE UNIT
ROTARY ELECTRO MECHANICAL ACTUATOR

RADIO PROXIMITY FUZE SIGNAL PROCESSOR
UNIFIED AVIONICS COMPUTER
POWER SUPPLY RELAY UNIT

**PIONEERS
IN WEAPON SYSTEM
ELECTRONICS**

AEROSPACE

AS 9100D CERTIFIED COMPANY
CEMILAC CERTIFIED COMPANY

**WE EMPOWER GROUND DEFENCE
WITH RUGGEDISED & RELIABLE
ELECTRONIC SYSTEMS**



GROUND DEFENSE

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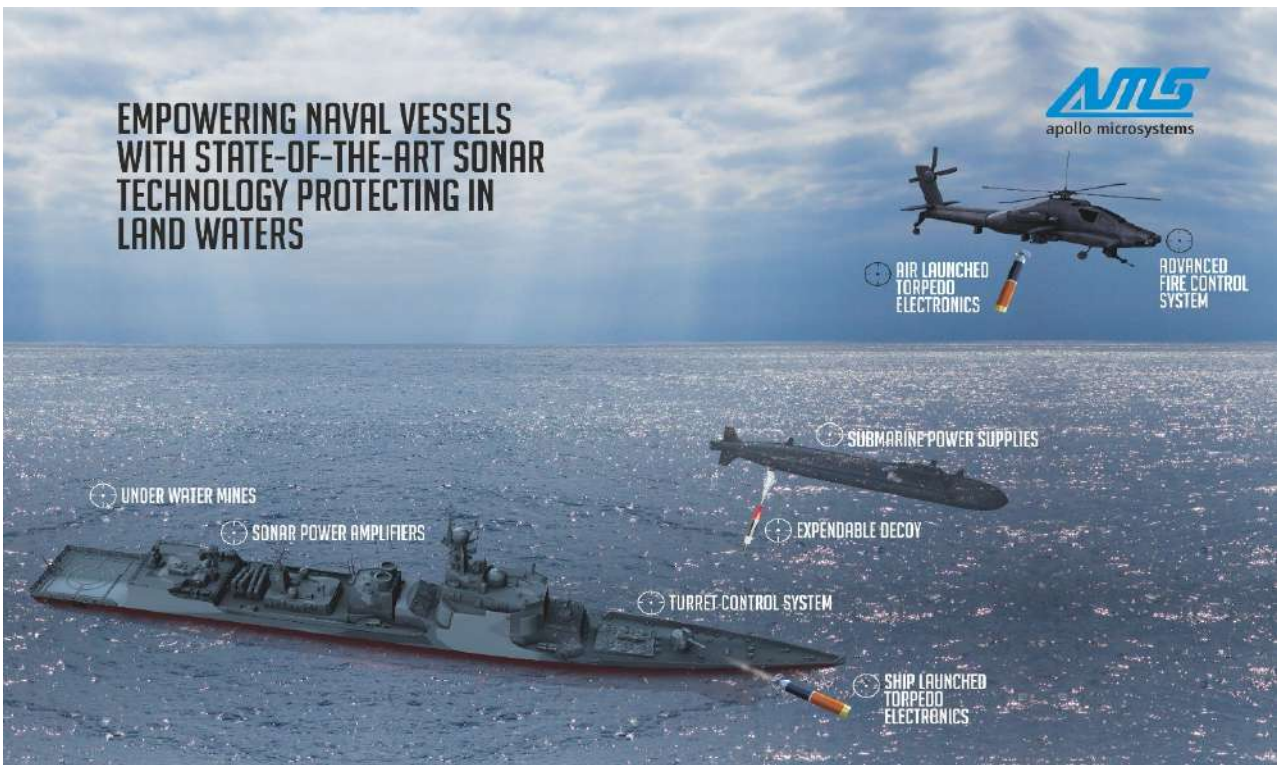
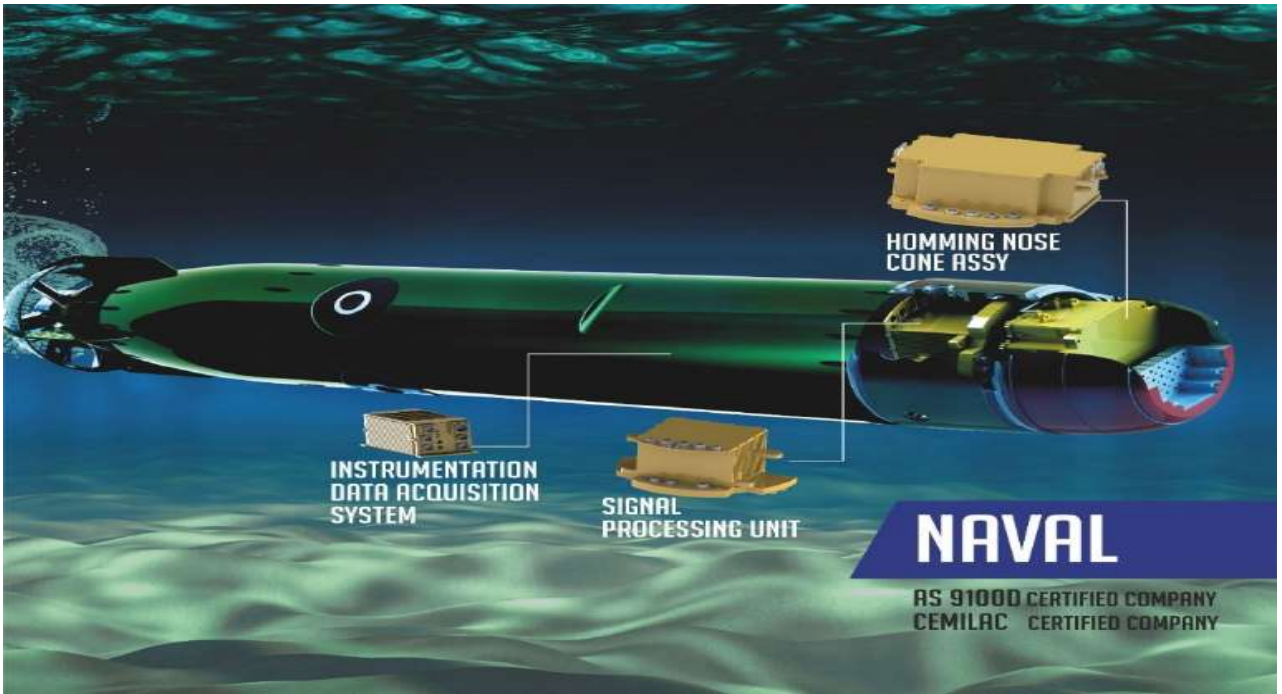
BORDER SURVEILLANCE USING SATELLITE IMAGERY

SPACE

SATELLITE DATA ACQUISITION SYSTEM

AS 9100D CERTIFIED COMPANY
CEMILAC CERTIFIED COMPANY

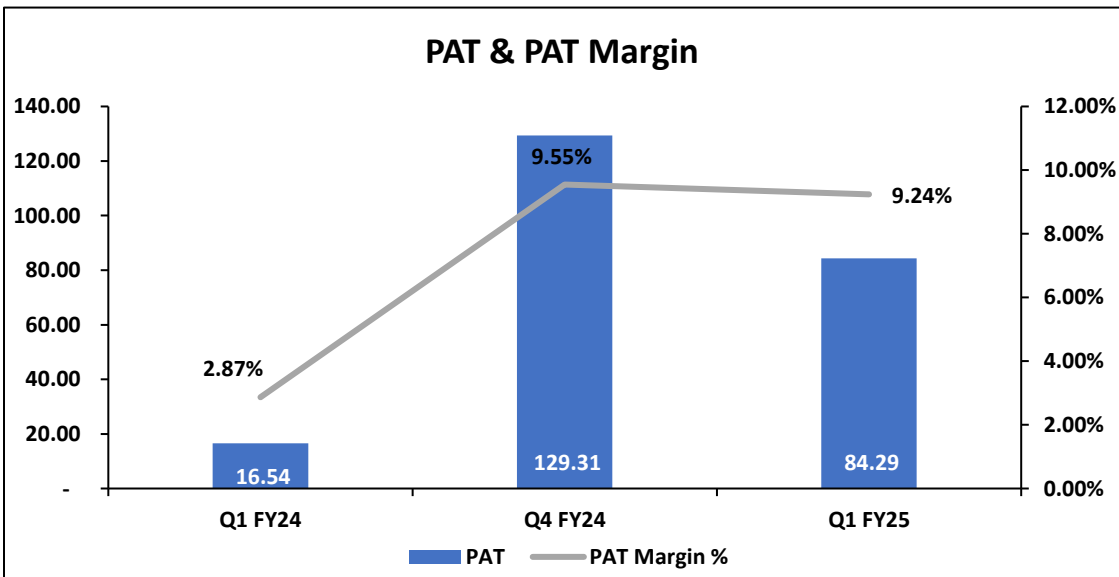
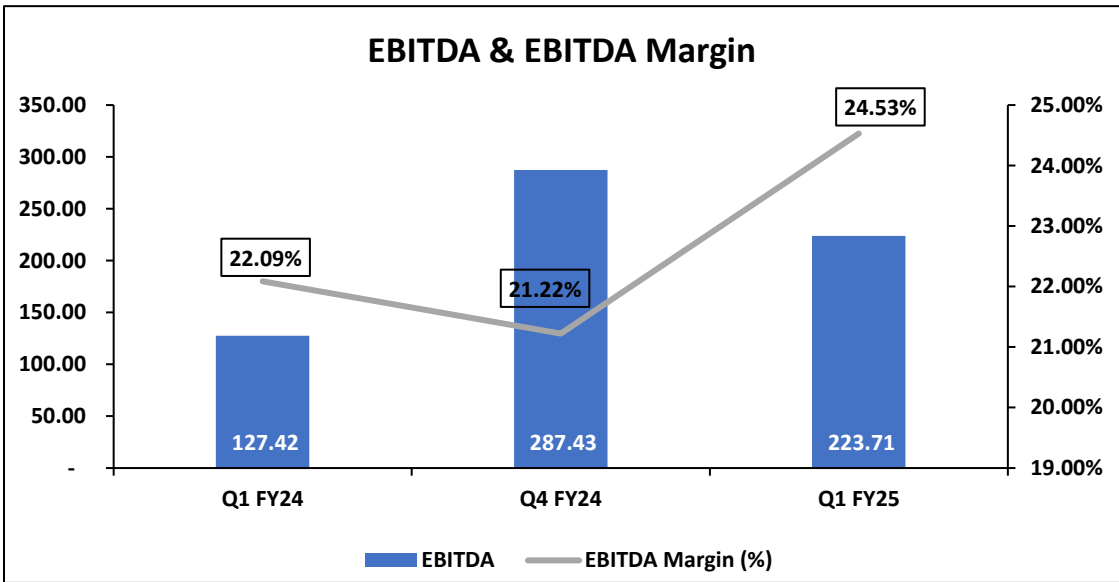
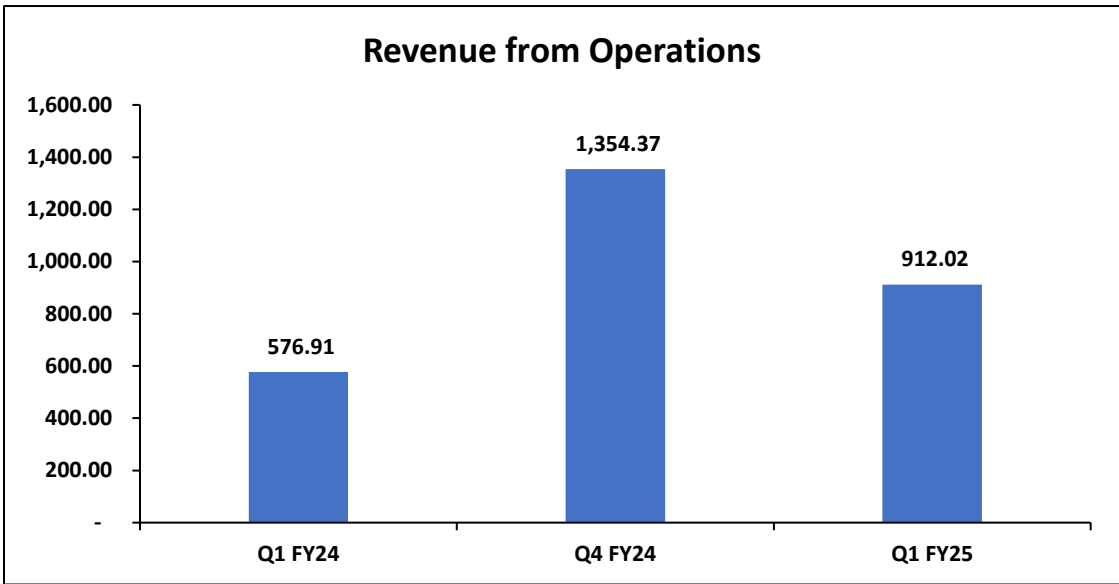
A Showcase of Our Cutting-Edge Products



Sectors we work in



Consolidated Key Financial Metrics:



Consolidated Financial Summary:

Income Statement:

Particulars (Rs. Mn)	Q1 FY25	Q1 FY24	YoY%	Q4 FY24
Revenue from Operations	912.02	576.91	58.09%	1,354.37
Other Income	5.83	2.23		8.61
Total Revenue	917.85	579.13		1,362.98
Total Expenses excluding Depreciation, Amortization & Finance Cost	688.31	449.49		1,066.95
EBITDA*	223.71	127.42	75.57%	287.43
EBITDA Margin (%)	24.53%	22.09%		21.22%
Depreciation & Amortization	76.04	75.25		82.98
Finance Cost	34.53	26.09		31.40
PBT & Exceptional Items	118.97	28.31		181.65
Exceptional Items	-	-		-
PBT	118.97	28.31		181.65
Tax	34.68	11.77		52.34
PAT	84.29	16.54	409.71%	129.31
PAT Margin %	9.24%	2.87%		9.55%
Diluted EPS	0.29	0.06		0.48

*EBITDA is calculated excluding Other Income

Management Commentary:

“We are excited to share the remarkable progress Apollo Micro Systems Limited (AMS) has achieved in the first quarter of FY25. This period has been characterized by significant advancements and notable successes across various dimensions of our operations. Our unwavering dedication to innovation, operational excellence, and sustainable growth continues to drive our performance and shape our future.

*For Q1 FY25, AMS achieved a revenue of **Rs. 912.02 Mn**, an increase from **Rs. 576.91 Mn** in Q1 FY24, primarily driven by robust order execution. Our EBITDA rose to **Rs. 223.71 Mn** in Q1 FY25, up from **Rs. 127.42 Mn** in Q1 FY24, marking a growth of **75.57%** due to the increased scale of operations. Profit after tax (PAT) for Q1 FY25 was **Rs. 84.29 Mn**, compared to **Rs. 16.54 Mn** in Q1 FY24, with PAT margins at **9.24%** in Q1 FY25, up from **2.87%** in Q1 FY24. These financial achievements underscore our commitment to operational excellence and sustainable growth, positioning AMS for continued success in the future.*

AMS's order book for Q1 FY25 reflects a strong and growing pipeline of projects, underscoring our market leadership and customer trust. The order book has expanded significantly, driven by high demand across various sectors. The diversity and quality of these orders ensure a stable revenue stream and enhanced profitability. This robust order book positions AMS to capitalize on emerging opportunities and maintain our growth momentum.

We are proud to announce that Apollo Micro Systems Limited has been shortlisted and awarded a prestigious Make II project by the Indian Army. This significant project involves the procurement of a Vehicle Mounted Counter Swarm Drone System (VMCSDS) (Version I) under the Make II category of DAP-2020. It is an honor for us to embark on our first Make II project, a testament to our capabilities and innovation. The systems developed from this project are 'state of the art' and highly futuristic, reflecting our commitment to advancing technology and supporting national defense. Importantly, as a Make II project, there will be no cost obligation involved, ensuring efficient and effective execution. This achievement marks a major milestone for Apollo Micro Systems, reinforcing our position as a leader in cutting-edge defense solutions.

At AMS, we are continually investing in our capabilities and are developing two state of the art modern manufacturing units cumulatively admeasuring ~ 400,000 sqft. The development is progressing well on time and will contribute significantly in expanding our scale of operations in near future.

The Government has set an ambitious goal to export over Rs 50,000 crore worth of defense equipment by the fiscal year 2028-2029. In the 2023-24 financial year, the value of defense production surged to Rs 1,26,887 crore, marking a significant 16.8 percent increase compared to the previous year. This substantial growth underscores the momentum in the defense sector and reflects the government's commitment to enhancing India's position as a global leader in defense manufacturing. To support this vision, the government is dedicated to fostering a more favorable environment for the defense industry, implementing policies and initiatives aimed at strengthening India's capabilities and competitiveness on the global stage. Through these efforts, India is poised to become a key player in the international defense market, contributing to both national security and economic growth.

Looking ahead, we are confident about the future growth prospects for Apollo Micro Systems Limited. The strong demand for electronic solutions in the defense sector, combined with our highly specialized technology solutions positions us well for capitalizing on opportunities in the space. We remain committed to exploring new avenues for innovation, forging strategic partnerships, and striving for operational efficiency in our operations.

We would like to extend our gratitude to our employees, customers, and shareholders for their unwavering support. Apollo Microsystems Limited remains committed to creating value, and we look forward to a successful future together”

Disclaimer:

Certain statements in this document may be forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward looking statements. Apollo Micro Systems Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstance

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