



**EARNING RELEASE**  
**Q3 & 9M FY25**  
**04<sup>th</sup> February 2025**

**BSE : 540879 | NSE : APOLLO**



# WHO WE ARE?



**Apollo Micro Systems Limited (AMSL), incorporated in 1985**, is a prominent Hyderabad-based company specializing in electronic, electromechanical, and engineering design, as well as manufacturing and supply. With a strong focus on providing comprehensive End-to-End services, AMSL offers design, assembly, and testing solutions tailored to meet the diverse needs of its clients.

**150+**

Indigenous programmes

**60+**

programmes in dcpp as sub-system partner

**700+**

on-board technologies

**165+**

Research & Development (R&D) Team

**As a trusted partner of DRDO**, we have taken on pivotal roles in numerous ongoing defence programs

**MoU Partner to BDL** for Joint Development of Naval Platforms

Approved Collaborative R&D Partner for **Bharat Electronics Limited**

# PRODUCT & SERVICE OFFERINGS



**Missile Systems**



**Satellite Space Systems**



**Naval Systems**



**Avionics**



**Homeland Security**

## Domain Expertise

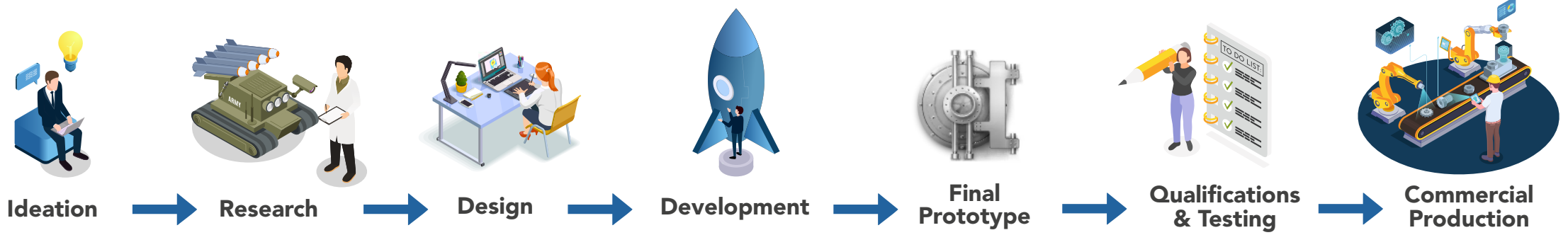
AMS is involved in end to end ESDM offerings from design to manufacturing.

**Area of expertise:**  
Custom built COTS  
(Commercially  
Off The Shelf) solutions.

**Other capabilities:**  
Build to Print (BTP), Built  
to Specifications (BTS).

AMS is uniquely positioned in the defence value chain, serving as a key link between system integrators & the end product developer (like DRDO).

# SERVICE OFFERINGS



## Key Client



And Many More..

## Sector We Cater



## Manufacturing Capabilities:



**55,000 Sq.ft**  
Facility in IDA Mallapur,  
Hyderabad Unit-I



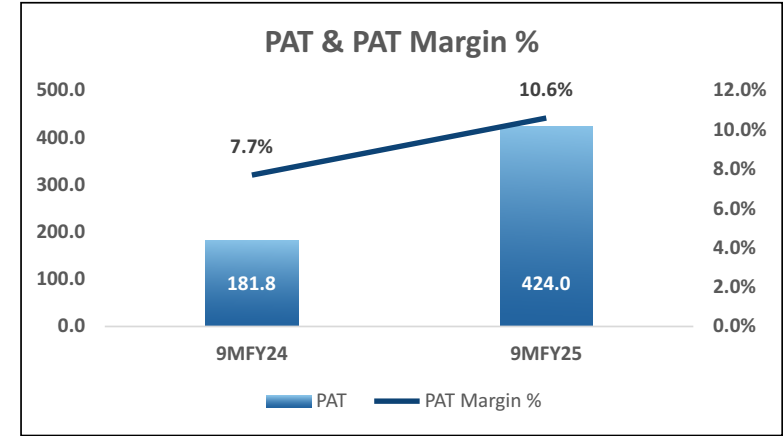
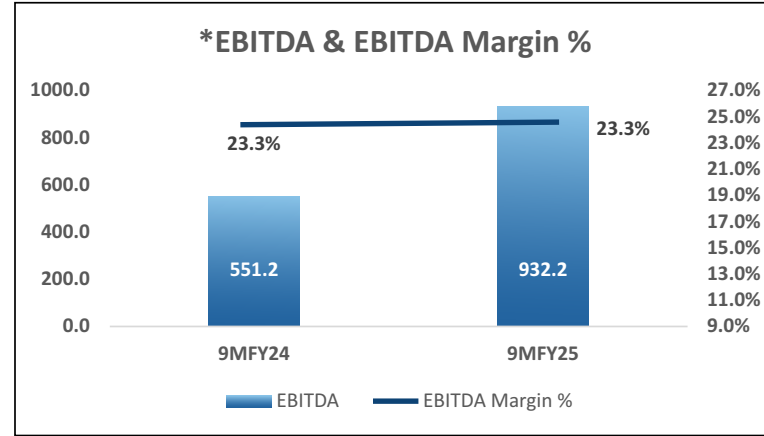
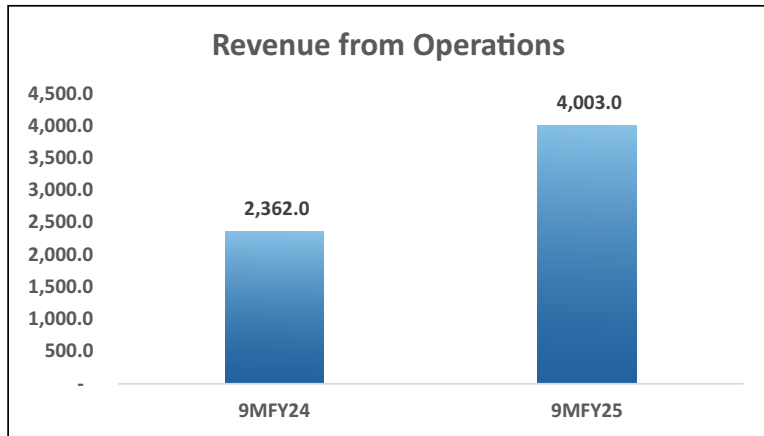
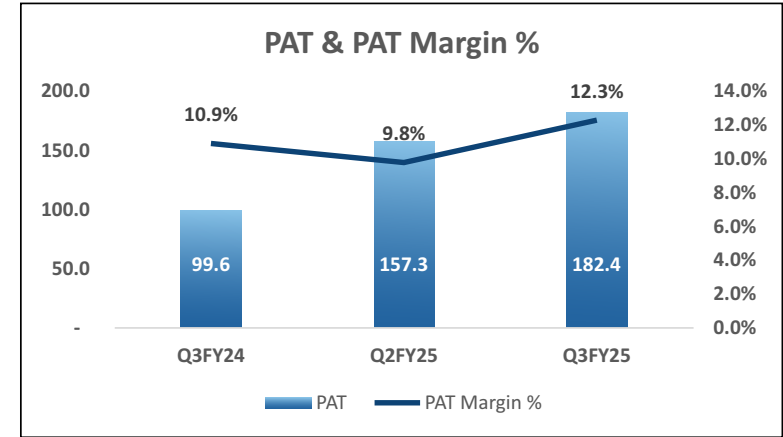
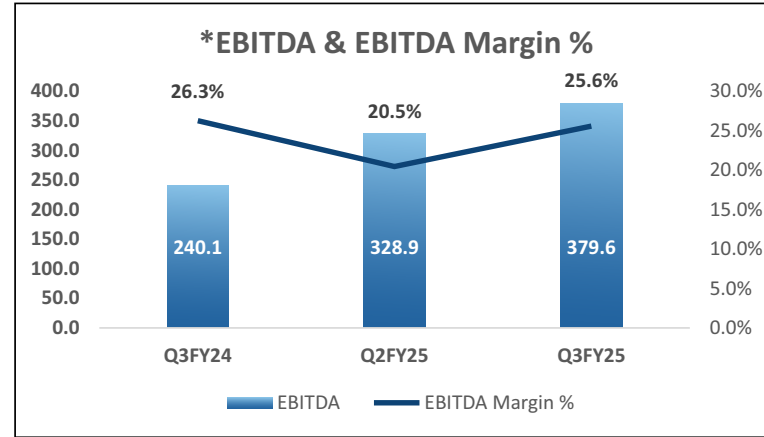
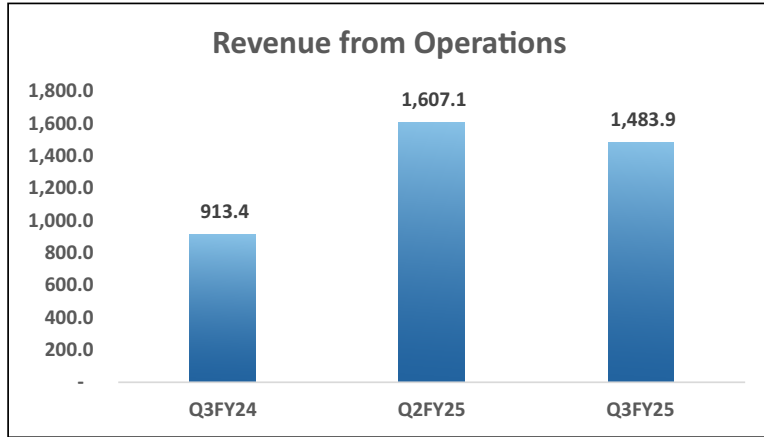
**40,000 Sq.ft**  
Facility in Adibatla,  
Hyderabad  
Unit-II



**UPCOMING:**  
**Greenfield Expansion**  
**3,50,000 Sq.ft**  
Facility in Hardware  
Park-II , Hyderabad  
Unit-III

# KEY FINANCIALS METRICS

(Rs. In Mn)



(\*EBITDA ex Other Income)

# CONSOLIDATED FINANCIAL STATEMENT

Particulars (Rs. In Mn)	Q3FY25	Q3FY24	YoY (%)	Q2FY25	9MFY25	9MFY24	YoY (%)
Revenue From Operations	1483.9	913.4	62.5%	1,607.1	4,003.0	2,362.0	69.5%
Other Income	9.8	5.0		5.9	21.6	9.6	
<b>Total Revenue</b>	<b>1,493.7</b>	<b>918.4</b>		<b>1,613.0</b>	<b>4,024.6</b>	<b>2,371.6</b>	
Total Operating Expenses	1,104.4	673.3		1,278.1	3,070.8	1,810.7	
<b>*EBITDA</b>	<b>379.6</b>	<b>240.1</b>	<b>58.1%</b>	<b>328.9</b>	<b>932.2</b>	<b>551.2</b>	<b>69.1%</b>
<b>EBITDA Margin %</b>	<b>25.6%</b>	<b>26.3%</b>		<b>20.5%</b>	<b>23.3%</b>	<b>23.3%</b>	
Depreciation & Amortization	39.9	28.4		37.5	111.9	81.6	
Finance Cost	87.6	73.0		72.8	236.4	220.0	
<b>PBT</b>	<b>261.9</b>	<b>143.7</b>		<b>224.6</b>	<b>605.5</b>	<b>259.3</b>	
Tax Expense	79.5	44.1		67.3	181.5	77.5	
<b>PAT</b>	<b>182.4</b>	<b>99.6</b>	<b>83.1%</b>	<b>157.3</b>	<b>424.0</b>	<b>181.8</b>	<b>133.2%</b>
<b>PAT Margin %</b>	<b>12.3%</b>	<b>10.9%</b>		<b>9.8%</b>	<b>10.6%</b>	<b>7.7%</b>	
Diluted EPS	0.60	0.37		0.52	1.40	0.68	

(\*EBITDA ex Other Income)

# RECENT ORDERS & MOU SIGNED

- On 29th January 2025, Garden Reach Shipbuilders & Engineers Limited (GRSE) and Apollo Micro Systems Limited (AMS) signed a Memorandum of Understanding (MoU) for a five-year period. The MoU establishes a business partnership focused on joint research and development (R&D), co-production, and export of Underwater Weapons & Vehicles, Underwater Mines, Underwater Communication Systems, and Air Defence Systems. The collaboration will also involve supplying advanced weapons and electronic systems for both defence and non-defence industries.
- On 28th January 2025, we were declared as the Lowest Bidder (L1) for orders worth **Rs. 73.7 Mn** from DRDO.
- On 3rd December 2024, we were awarded orders worth **Rs. 214.2 Mn** from Bharat Electronics Limited (BEL) and a private company.
- On 24th December 2024, we received an order worth **Rs. 61.4 Mn** from DRDO.
- On 22nd November 2024,
  - We received orders worth **Rs. 46.5 Mn** from DRDO and Adani.
  - We were declared the Lowest Bidder for orders worth **Rs. 169.6 Mn** from DRDO, Public Sector Units, Indian Navy, and Indian Army.
- On 10th October 2024, we were declared the Lowest Bidder (L1) for orders worth **Rs. 287.4 Mn** from Bharat Electronics Limited (BEL), CNA (OF) Pune, and the Indian Navy. The order from BEL is a proprietary order.

# MANAGEMENT COMMENTARY

We are pleased to report the consolidated financial and operational results for the third quarter of FY25 & nine month FY25. In Q3 FY25, our revenue saw a significant increase of **62.5%**, reaching **Rs. 1,483.9 Mn**, compared to **Rs. 913.4 Mn** in Q3 FY24. This growth was driven by the successful execution of our order book, reflecting strong demand and operational excellence. For 9M FY25, revenues increased by **69.5%**, from **Rs.2,362.0 Mn** in 9M FY24 to **Rs. 4,003.0 Mn** in 9M FY25, demonstrating sustained momentum in our core business operations.

Our EBITDA also showed remarkable growth, rising by **58.1%** to **Rs. 379.6 Mn** in Q3 FY25. While the EBITDA margin remained stable with a minor decrease of **70 bps** as compared to Q3 FY24 and stood at **25.6%** in Q3 FY25. For 9M FY25, EBITDA increased by **69.1%** to **Rs. 932.2 Mn** as compared to **Rs. 551.2 Mn** in Q3 FY24 while EBITDA margin remained stable at **23.3%**, demonstrating our commitment to operational efficiency and profitability.

Additionally, our PAT for Q3 FY25 amounted to **Rs. 182.4 Mn**, a substantial increase of **83.1%** from **Rs. 99.6 Mn** in Q3 FY24, with PAT margin improved by **140 bps** to reach **12.3%** in Q3 FY25. For 9M FY25, PAT increased by **133.2%**, amounting to **Rs. 424.0 Mn**, as compared to **Rs.181.8 Mn** in 9M FY24 with PAT margin improved by **290 bps** to reach **10.6%** in 9M FY25.

Our growing order book in Q3 FY25 reflects the expanding pipeline of projects across multiple sectors, with strong demand for our advanced solutions. This robust order book ensures a steady revenue stream and provides a solid foundation for future growth, positioning AMS to capitalize on emerging opportunities in both the domestic and international markets.

We are also excited to announce our participation in Aero India 2025, scheduled from February 10th to 14th, 2025 in Bangalore. Aero India is a premier event in the aerospace and defense industry, and our participation aligns with our strategic goals. It provides an excellent platform to showcase our products, engage with key stakeholders, and strengthen business partnerships. We are confident that this event will further enhance our visibility and open new avenues for growth in the aerospace and defense sectors.

In addition, We have issued Equity Shares and Equity Warrants on preferential basis aggregating upto **Rs. 816 Crores**. This will raise significant capital to support our ongoing efforts. The funds will be utilized for working capital requirements, research and development expenses to drive innovation in future technologies, investment in subsidiaries, and general corporate expenses.

The defense sector in India is experiencing unprecedented growth, driven by transformative initiatives such as Make in India and Atmanirbhar Bharat. These programs promote self-reliance, innovation, and indigenous manufacturing, while encouraging private sector participation and collaboration with start-ups. As specialists in advanced electronics, engineering solutions, and custom-built systems, we are well-positioned to support India's defense modernization and contribute to the nation's goal of becoming a global leader in defense production and exports.

In conclusion, we have delivered strong results in Q3 FY25, with significant revenue growth and improved profitability. With a solid order book, strategic focus on India's growing defense sector, and a commitment to innovation and operational excellence, we are well-positioned to capitalize on emerging opportunities and continue our growth trajectory. Our focus on leveraging key defense initiatives will ensure that we are on track to create sustained value for our stakeholders.





**apollo microsystems**

For further information on the Company,  
Please Visit: [www.apollo-micro.com](http://www.apollo-micro.com)

**THANK YOU**

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