



January 15, 2025

To, The General Manager, Department of Corporate Services, BSE Limited, P.J. Towers, Dalal Street, Mumbai – 400001 Company Code No.: 543972	To, The Listing Department, National Stock Exchange of India Limited Exchange Plaza, C-1, Block G Bandra Kurla Complex Bandra (E), Mumbai – 400 051 Trading Symbol: AEROFLEX
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Sub: Investor Presentation for the Quarter and Nine months ended December 31, 2024.

Dear Sir/Ma'am,

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligation and Disclosure Requirements) Regulations, 2015, we enclose herewith the Investor Presentation for the Quarter and Nine months ended December 31, 2024.

Kindly take the same on your record.

Thanking you,

Yours faithfully,

For AEROFLEX INDUSTRIES LIMITED

Kinjal Shah
Company Secretary & Compliance Officer
M. No- A58678

Encl.: as above

Aeroflex Industries Limited
Business Office & Factory
Plot No: 41 & 42/13, 14, 18, Village: Chal, Near Taloja M.I.D.C.,
Post: Ghot Camp, Tal: Panvel, Dist: Raigad,
Maharashtra - 410 208 India
Phone: +91 22 6146 7100 (100 Lines), Fax: +91 22 6146 7136
Email: info@aeroflexindia.com, Website: www.aeroflexindia.com
CIN: L24110MH1993PLC074576





Commitment to Excellence

*Engineering Flexibility.
Delivering Innovation*



Aeroflex Industries Limited

Leading Manufacturer of Metallic flexible flow solutions

Investor Presentation

January 2025

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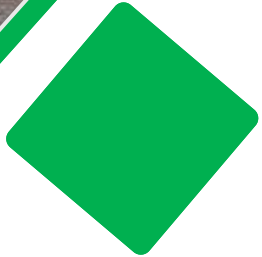
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Commitment to Excellence

Q3 & 9M FY25 Performance Highlights



CONSOLIDATED FINANCIAL HIGHLIGHTS: Q3 & 9M FY25

Rs. In Crs				
	Total Income	EBITDA	PBT	PAT
Q3FY25	 <p>Rs. 100.37 Up 35% YoY</p>	 <p>Rs. 22.27 Up 48% YoY Margin 22.18%</p>	 <p>Rs. 19.67 Up 47% YoY Margin 19.59%</p>	 <p>Rs. 15.21 Up 68% YoY Margin 15.15%</p>
9MFY25	 <p>Rs. 286.95 Up 18% YoY</p>	 <p>Rs. 62.57 Up 25% YoY Margin 21.80%</p>	 <p>Rs. 55.02 Up 27% YoY Margin 19.18%</p>	 <p>Rs. 41.28 Up 30% YoY Margin 14.38%</p>


Expanding capacity, advancing assemblies, and innovating with metal bellows to drive growth and profitability



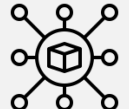

Particulars	YoY % Increase	
	Q3 FY25	9M FY25
Total Sales	36.43%	18.49%
Assemblies Sales	101.4%	76.21%
Domestic Sales	183.6%	77.9%
Export Sales	10.5%	6.7%

Substantial Increase in the share of Value Added Products – 9M FY25

Assembly Contribution

49.2%



Capex Completion	Value-Added Growth	Product Commercialization	Investing in Future Capex
 <p>Achieved 16.5 Mn Mtrs SS Hoses & braiding capacity as per schedule</p>	 <p>Shifting on Assemblies and Fittings to deliver greater value and profitability</p>	 <p>Started Production of 120,000 pieces per annum of Metal Bellows</p>	 <p>Adding Capacity in Hoses and Assemblies. Expanding into Miniature Metal Bellows</p>



Mr. Asad Daud, Managing Director, emphasized the company's strong performance, stating, "We are delighted with the growth achieved in Q3 and the nine-month period, driven by a strategic shift towards our assembly business, increased domestic project-based sales, and sustained market demand."

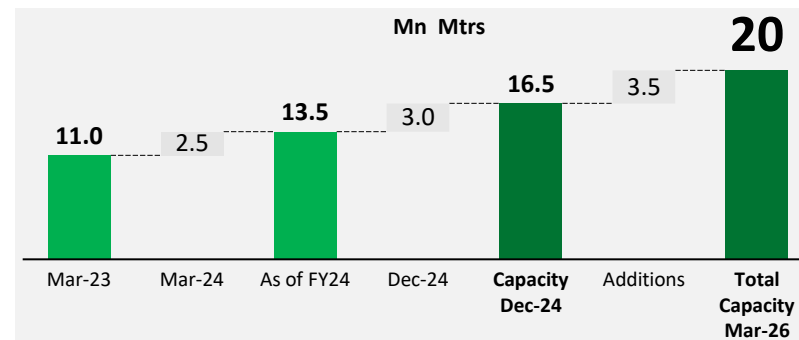
Aligned with our growth strategy, we have expanded production capacity to focus on high-value products. Looking ahead, we plan further capacity additions for value-added offerings, which are expected to enhance EBITDA margins and strengthen our market position.

To support these initiatives and explore growth opportunities, the company is evaluating fund raising options to drive both organic and inorganic expansion, reinforcing our commitment to sustainable progress and stakeholder value creation."

Rs. In Crs	9M FY25	FY24
Total Income	286.95	321.75
EBITDA	62.58	65.65
Margin	21.80%	20.40%
PAT	41.28	41.73
Margin	14.39%	12.97%

01 SS Flexible Hoses with & without Braiding

Timelines	Capacity (Mn Mtrs)	Remarks	Capacity Details
Mar-23	11.0	Existing Capacity	Includes Hoses & Braiding
Mar-24	13.5	Added 2.5 Mn Mtrs in FY24 in Phases	Additional 2.5 Mn Mtrs includes Hoses & Braiding
Dec-24	16.5	Added 3 Mn Mtrs in 9M FY25 in Phases	Additional 3 Mn Mtrs includes Hoses & Braiding
Mar-26	20.0	Planning to add 3.5 Mn Mtrs by Mar-26	Additional 3.5 Mn Mtrs includes Hoses & Braiding



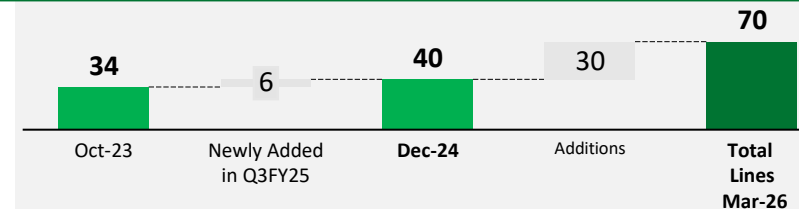
02 Composite Hoses

- Existing 3 Operational lines for manufacturing product sizes upto 14 inches
- Addition of 3 more lines for sizes up to 20 inches **completed in Dec-24**

3 + 3 = 6 Operational lines

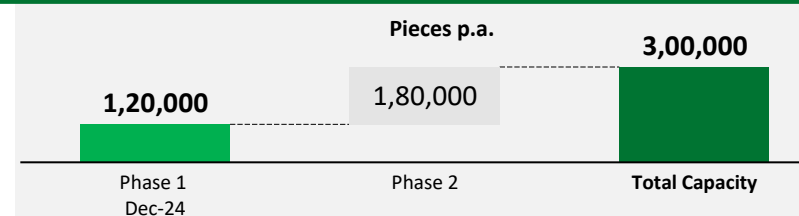
03 Assembly & Fittings

- Added 6 new stations in Q3 FY25
- The company intends to gradually implement automated and robotic assembly lines as part of its future plans
- Planned addition of 30 assembly stations by **Mar-26**



04 Metal Bellows

- Metal Bellows and Expansion Joints project: Total expected capacity of 300,000 pieces p.a.
- In the first phase of expansion, we have started production capacity of 120,000 pieces p.a. in **Dec-24**
- Targeting a range of products with diameters ranging from 50mm to 3000mm



05 Miniature Metal Bellows

- Miniature Metal bellows (10mm-50mm) designed for high-dynamic applications in various industries
- These bellows complement larger ones, enhancing functionality in advanced systems
- The manufacturing capacity is projected at 240,000 pieces annually, with completion targeted by **Mar-26**

2,40,000 Pieces p.a.

Total Capacity
Mar-26

Value Added Product Segment

Metal Bellows & Miniature Metal Bellows

DETAILS

Metal Bellows: Made from stainless steel, nickel alloys, and Inconel, in sizes 50mm to 3000mm these absorb vibrations, heat, and misalignment, reducing strain and enhancing system efficiency

Miniature Metal Bellows: Precision-engineered in sizes 10mm–50mm, these handle high dynamic applications, complementing larger bellows in industrial use

UPDATE

Metal Bellows: The total capacity is 300,000 pieces, with 120,000 pieces capacity commissioned in Q3FY25

Miniature Metal Bellows: With a planned capacity of 240,000 pieces, the project is expected to be completed by Mar-26

BENEFITS

- Increase in existing product offerings
- Higher ticket size/Margin expansion
- Expanding clientele via new segments

Metal Bellows and Miniature Metal Bellows

END USER INDUSTRIES

Space & Aviation, Robotics, Electronics, Semiconductors, Hydrogen gas, Clean Energy, Oil & Gas, Steel & Metal Industries, Power plant, Process Industries, Water Treatment plants, HVAC industries, Gensets and Exhaust systems



Inorganic Acquisition

Hyd-Air Engineering Pvt Ltd

The acquisition of Hyd-Air Engineering gave Aeroflex a direct advantage by integrating the acquired company's products into its fluid control assemblies, facilitating expansion into the assembly product segment.

The facility has been revamped, with significant upgrades to the quality lab and R&D Centre. Advanced CNC machines have been ordered for installation as per schedule.

We wish to announce that we have received order from the railway coach factory.

- End to end solution/vertical integration
- Operational efficiency
- Entry into new industries - Railways, Shipbuilding, Heavy industries
- Access to new clients - Mazgaon Dockyard, SAIL, BHEL, JSW, Arcelor Mittal

- Railways
- Shipbuilding
- Heavy Industries



Consolidated Profit & Loss Statement

Profit & Loss (Rs. Crs)	Q3 FY25	Q3 FY24	YoY	Q2 FY25	QoQ	9M FY25	9M FY24	YoY
Revenue from Operations	99.80	73.13	36.46%	94.99	5.05%	284.54	240.14	18.49%
Other Income	0.57	1.19		0.81		2.41	2.54	
Total Income	100.37	74.32	35.05%	95.80	4.76%	286.95	242.67	18.25%
Cost of Material Consumed	58.09	49.41		60.96		168.68	158.71	
Changes in Inventories	1.93	(3.83)		(5.18)		1.43	(6.34)	
Employee Benefit Expenses	9.21	6.74		8.85		26.03	19.43	
Other Expenses	8.87	6.99		9.99		28.24	20.97	
EBITDA	22.27	15.01	48.37%	21.18	5.15%	62.57	49.90	25.37%
EBITDA Margin	22.18%	20.19%	199 bps	22.10%	8 bps	21.80%	20.56%	124 bps
Depreciation	2.51	1.59		2.43		7.32	4.52	
Finance Cost	0.09	0.07		0.08		0.23	2.08	
Profit before Tax	19.67	13.35	47.35%	18.67	5.36%	55.02	43.30	27.07%
PBT Margin	19.59%	17.96%	164 bps	19.48%	11 bps	19.18%	17.84%	133 bps
Tax	4.46	4.31		5.01		13.75	11.60	
Profit After Tax	15.21	9.04	68.31%	13.66	11.35%	41.28	31.70	30.20%
PAT Margin	15.15%	12.16%	299 bps	14.26%	90 bps	14.38%	13.06%	132 bps
EPS (in Rs.)	1.18	0.70		1.06		3.19	2.57	



Commitment to Excellence



About Us

Leading Manufacturer of Metallic flexible flow solutions

Scalable and Customized flexible flow solution products

De-risk and Diversified Portfolio

01

02

03

04

07

06

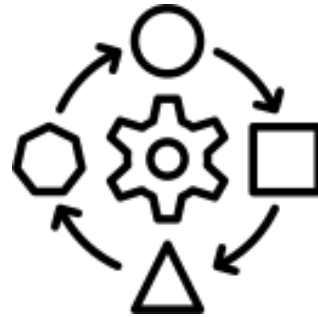
05

**Wherever There's Critical Flow,
Aeroflex Leads the Way**

Responsible Corporate

Innovation & Strong R&D led Business

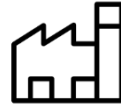
State of the art Infrastructure



1. Leading Manufacturer of Metallic flexible flow solutions



Incorporated in **1993**, part of the promoter group **SAT Industries Limited (BSE & NSE Listed Company)**



Leading Manufacturer of Metallic flexible flow solutions



Used for **controlled flow of all forms of substances** including **Solid, Liquid and Gas**



Exports to **90 countries** across Asia, Americas, Europe and Africa, through a diversified go-to-market model

In-House R&D



NABL Accredited Lab

72+

Products across various stages of Research and Development

15

Qualified R&D Professionals



2,777

SKUs



**Global Customers
Accreditations**



**Rs.287
Crs**

**9M FY25
Revenue**



**Customized
Solution Provider**

**Awarded as Great Place to Work
by Great Place to Work Institute**



2. Scalable and Customized flexible flow solution products

SS Flexible Hoses with & without Braiding

50.8%

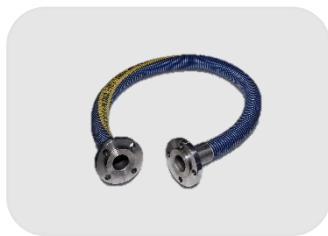
- SS hoses are designed to withstand high pressures, extreme temperatures, and corrosive environments
- SS flexible hoses play a pivotal role in ensuring the efficiency and safety of a diverse range of industries, including manufacturing, oil refineries, and firefighting

Assemblies, Fittings and Others

49.2%

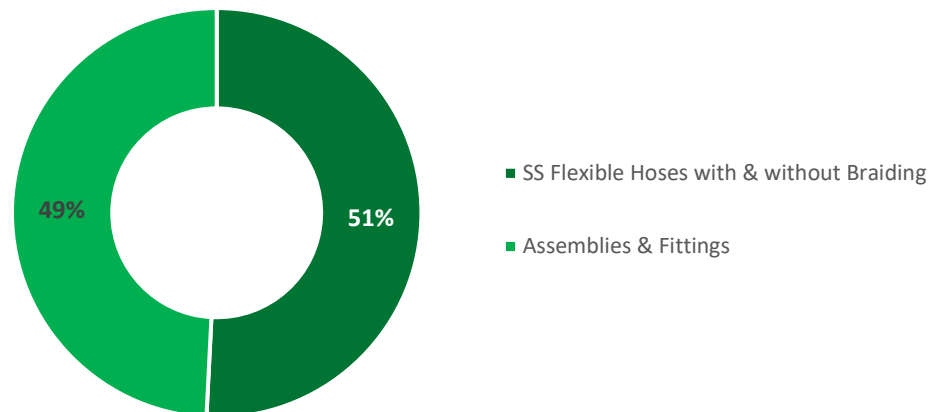
• Assemblies and Fittings:

Fittings at both ends of flexible hoses serve as connectors, ensuring seamless linkage for specific applications. When attached, the combination is called an assembly, with fittings secured via welding or clamping, acts as a plug and play solution for end users

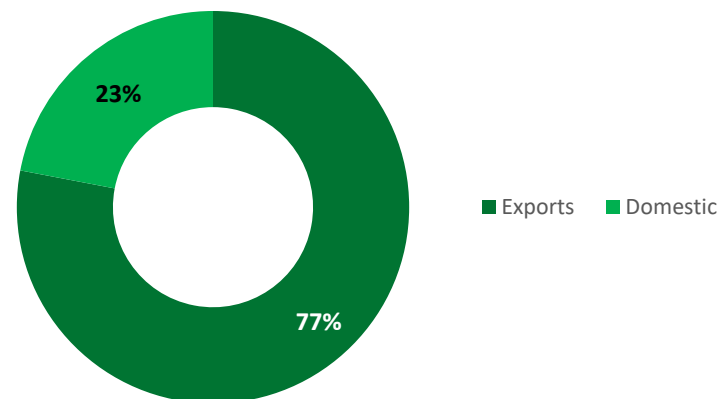


3. De-risk and diversified Portfolio – 9M FY25

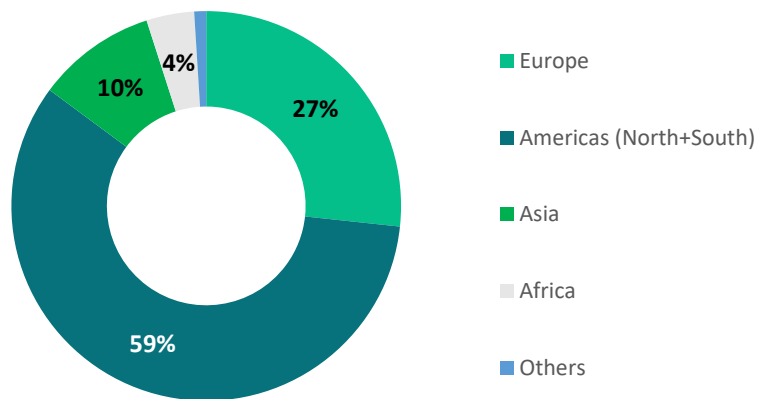
Product Segments



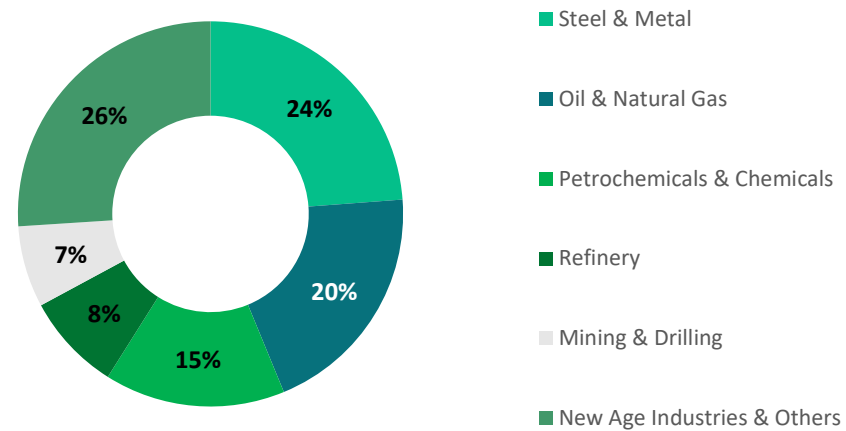
Domestic : Export Mix



Geographical Split



Industry Split



4. Wherever There's Critical Flow, Aeroflex Leads the Way

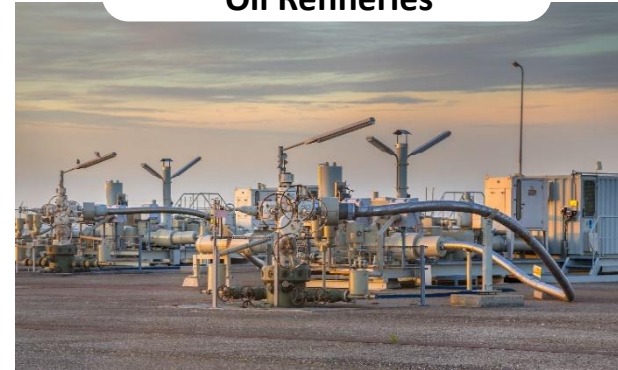
Aerospace



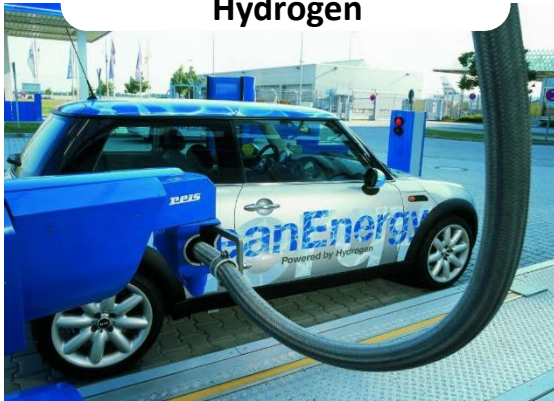
Marine



Oil Refineries



Hydrogen



Solar



Semi-conductor



Current Major Industries

- Steel & Metal
- Oil & Gas
- Chemicals
- Sea Port Terminal Handling
- Paper & Pulp
- Pharmaceutical



Expanding our presence to:

- Fire Sprinklers
- Solar
- Robotics
- Semiconductors
- Aerospace and Satellite
- Electric Mobility

Used for **controlled flow of all forms of substances** including **Solid, Liquid and Gas**

Key Properties of our Products



Close substitute of rubber and polymers



Abrasion Resistance & Flexibility in fitting



Perfect fit for extreme environment conditions



Absorb High Pressure



High replacement creates demand



Temperature Resistant



Available in different sizes



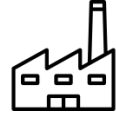
Chemical Compatible

5. State of the art Infrastructure

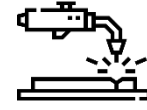
Well-equipped Infrastructure



Situated at
Taloja – Navi Mumbai
Lodha – Palava, Thane
MIDC – Chakan, Pune



Production Capacity
16.5 million meters



Production Lines
87 lines



Employee Strength
525+



SKUs
2,777



In-house Design
and R&D Laboratory



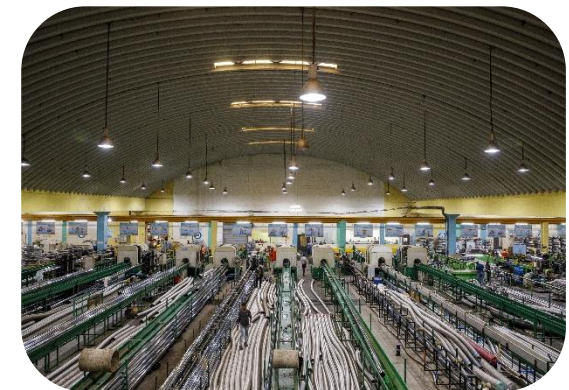
Presence in
90 Countries



Strategically Located
Near JNPT Port



Products used in Critical flow
application across diverse
industries



6. Innovation & Strong R&D led Business

Key Products under research and development

Project Description	Application
Fire hose assemblies	Fire Fighting Equipments
Interlock Hose heavy duty	Suction Pump
Vacuum Hose Assembly	Vacuum Application
Gas Hose Assembly	Gas Hose per std. EN14800
Fire fighting network hose assemblies	Automobile commercial vehicle
Air Delivery hose	Compressor Application
Air Suction hose	Compressor Application

72+

Products across various stages
of Research and Development



NABL Accredited Lab

15

Qualified R&D
Professionals

Our R&D efforts are focused on expanding our product portfolio across existing and new materials including SS, Bronze, Inconel, Monel, PTFE, among others



7. Responsible Corporate



Sustainability Integrated across the Operations

- **Green process** with negligible use of fossil fuels
- **100% recycling of water** with an **In-house water treatment plant**
- Active **use of electric vehicles** for movement of goods and materials within the premises



Use of Non-emitting Technology and Recycled Consumables

- The production technologies are **zero emission**
- Use of packaging materials made out of **reprocessed materials** to the extent of **35%-40%**
- **Planning to shift to use of 100% recycled packaging materials in next 3 years**



Comprehensive Internal Checks & Balances

- Use of an **integrated SAP ERP** for efficient management of operations;
- Connected all our production lines through digital mediums using dedicated tablets installed at the lines to derive real time data of the machines to improve efficiency



Adherence to Global Standards

- ISO 9001:2015, ISO 45001:2018 and ISO 14001:2015 certified; NABL certified R&D lab
- Awarded as **Great Place to Work** by the Great Place to Work Institute



Strong Corporate Governance

- **Led by highly reputed promoter** and team of professionals along with oversight of independent directors hailing from organizations like Tata Group, Ashok Leyland, Senior India;



CRM System Implementation

- We have implemented **Sales force CRM system** for managing the end- end flow from Lead generation End to End order



Solar Energy

- Commissioned **750 Kilowatts (KW) rooftop solar project** which is **expected to significantly reduce** our dependence on **non-renewable energy sources, reduce our electricity costs, and our carbon footprint**

CII Industrial Innovation Award - 2024



Global Brand of the Year Award - 2024



Aeroflex has an Occupational Healthcare Center and Mind & Body Wellness Center, at its facility in Talaja, Navi Mumbai, to address any emergencies and health and well being of employees

Employee Wellbeing Initiatives

- Well equipped with trained & qualified nurses and medical equipment
- Dedicated beds for examination, dressing and physiotherapy
- Specialized Doctors on-boarded for periodic check-ups
- Affiliation with Medcover Hospitals, Kharghar Navi Mumbai
- Body composition analysis done for every employee every 60 days to monitor their health
- Standby ambulance available 24*7 for any emergency
- Regular mental health sessions by Psychologist



Aeroflex has established a Child Care Center at the Talaja Factory, exclusively for our employees. Here, we offer comprehensive Child care and creche services, all carefully designed to nurture the children of our workforce.

Wellness workshops & Fitness programs for employees During Q3FY25



Eye Check up Camp



Annual Medical Health Check up



Employee Reward Program



Quarterly Health Checkups

THANK YOU!



Commitment to Excellence

Aeroflex Industries Limited

CIN - L24110MH1993PLC074576

Email: investor.relations@aeroflexindia.com

SGA Strategic Growth Advisors

Investor Relations Advisors:

Strategic Growth Advisors Pvt. Ltd.

CIN - U74140MH2010PTC204285

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