

UNIMECH AEROSPACE &  
MANUFACTURING LIMITED

## Tentative Timetable

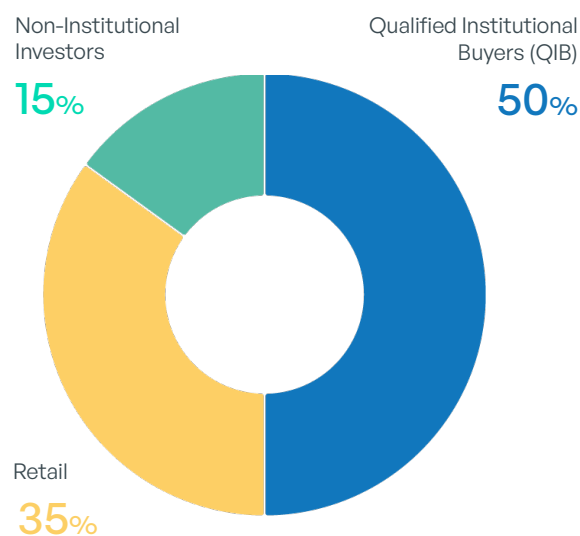
Basis of Allotment Date	December 27, 2024
Initiation of Refunds	December 30, 2024
Credit of Shares to Demat Account	December 30, 2024
IPO Listing Date	December 31, 2024

## Application Structure

Application	Lot	Shares	Amount
Retail (Min)	1	19	14,915
Retail (Max)	13	247	1,93,895

## Book Running Lead Managers

Anand Rathi Advisors Limited
Equirus Capital Private Limited



## Registrar

KFin Technologies Limited



## Company Background

Unimech Aerospace and Manufacturing Limited, an engineering solutions company, specializes in the manufacturing and supply of critical parts such as aero tooling, ground support equipment, electro-mechanical sub-assemblies, and other precision-engineered components for aerospace, defense, energy, and semiconductor industries. The company possess “build to print” capabilities, where in the company manufacture products based on client designs, and “build to specifications” capabilities, assist clients in designing the products to be manufactured on basis of specifications. The company supplies high precision and critical components to major OEMs and their licensees worldwide. The company is a key link in the global supply chain for global aerospace, defense, semiconductor and energy OEMs and their licensees for the supply of critical parts like aero tooling, ground support equipment, electro-mechanical sub-assemblies and other precision engineered components. The company key clients include top global airframe and aero-engine OEMs and their approved licensees.

The company offers a wide range of products (“SKUs”) but produce relatively small quantities of each based on specific customer requirements. The company product portfolio include inter alia, engine lifting and balancing beams, assembly, disassembly and calibration tooling, ground support equipment, airframe assembly platforms, engine transportation stands, mechanical & electro-mechanical turnkey systems, and precision components. The company has two manufacturing facilities, Unit I and Unit II, in Bangalore which is spread across an aggregate area of over 1,20,000 sq. ft. The company has manufactured 2,999 SKUs in tooling and precision complex sub-assemblies’ category and 760 SKUs in the precision machined parts category, supplying to more than 26 customers across 7 countries.

## Objects of the Issue

The company proposes utilizing the Net Proceeds of the Fresh Issue towards funding the following objects:

- Funding of capital expenditure for expansion through purchase of machineries and equipment by the Company
- Funding working capital requirements of the Company
- Investment in the company Material Subsidiary for:
  - Purchase of machineries and equipment
  - Funding working capital requirement
  - Repayment / Prepayment, in full or part, of certain borrowings availed by Material Subsidiary
- General corporate purposes

## Strengths

- Advanced manufacturing capabilities capable of delivering high precision engineering solutions.
- Digital-first manufacturing company with a robust infrastructure facilitating seamless integration of operations.
- Established player with unique capabilities in a sector with high barriers to entry.
- Export driven player with a global delivery service model.
- Robust vendor ecosystem and strong sub-contractor management with proven execution capabilities.
- Experienced and complementary management team with strong implementation skills and operational effectiveness.
- Track record of strong financial performance.

## Risks

- A significant portion of the company’s total revenue from operations is attributable to the aerospace sector wherein they manufacture products pertaining to aero engine tooling and airframe tooling.
- The Company’s business works on a longer gestation period wherein, there is considerable time gap of 7 to 28 weeks between the receipt of order and the payment, thereby, affecting their working capital requirements.
- The Company is dependent on exports and the performance of geographies where they supply their products.
- Business and profitability is substantially dependent on the availability and cost of raw materials, and any disruption to the timely and adequate supply of raw materials, or volatility in the prices of raw materials may adversely impact business.
- The company is dependent on contract labour and any disruption to the supply of such labour for manufacturing facilities or inability to control the composition and cost of contract labour could adversely affect operations.

## Profit and Loss

Particulars	For the year/period ended (in Rs Mn)			
	H1 FY25	FY24	FY23	FY22
Revenue from Operation	1,206.56	2,087.75	941.66	363.49
Other Income	69.21	50.11	7.64	7.32
Total Income	1,275.77	2,137.86	949.30	370.81
EBITDA	488.28	791.86	345.63	77.25
EBITDA Margin (%)	40.47	37.93	36.70	21.25
Profit Before Tax	498.09	765.00	293.65	37.18
Tax	111.29	183.66	65.52	3.26
Profit After Tax	386.80	581.34	228.13	33.92

## CA & CL Key Parameters

Particulars	For the year/period ended (in Rs Mn)			
	H1 FY25	FY24	FY23	FY22
<b>Current Assets</b>				
Trade receivables	425.18	468.42	321.30	75.15
Cash and cash equivalents	100.91	76.39	40.61	74.78
Other current assets	117.68	115.83	48.08	35.88
<b>Current Liabilities</b>				
Trade Payables	170.39	135.22	69.31	41.23
Other financial Liabilities	160.14	33.68	34.40	10.67

## Debt Matrices

Particulars	For the year/period ended (in Rs Mn)			
	H1 FY25	FY24	FY23	FY22
Long Term Borrowing	395.72	125.18	45.90	57.70
Short Term Borrowing	351.42	163.38	176.69	113.46
<b>TOTAL</b>	<b>747.14</b>	<b>288.56</b>	<b>222.59</b>	<b>171.16</b>

## Cash Flows

Particulars	For the year/period ended (in Rs Mn)			
	H1 FY25	FY24	FY23	FY22
CFO	500.26	236.33	13.54	15.28
CFI	-3,359.70	-239.22	-59.19	8.15
OFF	2,863.07	55.80	29.36	-1.68

## Our View

The Aerospace market is segmented into Space and Commercial Aviation, space covers all launch vehicles and satellite systems, and commercial aviation constitutes all aircrafts produced by Airbus, Boeing and other manufacturers. The space segment for precision tooling market is estimated at USD 8.19 billion in

2024 and is expected to grow to USD 15.70 billion in 2028 at a CAGR of 17.66%. The commercial aviation segment is estimated at USD 48.57 billion in 2024 and is expected to grow to USD 88.97 billion in 2028. The Aerospace & Defense sector is the second largest sector for precision engineered components and estimated to account to around USD 125.67 billion in 2024E. It is expected to grow at a CAGR of 10.8% between the periods 2024 to 2028 and reach USD 189.67 billion in 2028. Unimech Aerospace and Manufacturing Limited is well positioned in both Aerospace and Defence GSTE and precision component manufacturing in India catering to global OEMs and their approved licensees. The company plans to enhance its global footprint in strategic regions, thereby enriching the customer experience for existing clientele and expanding reach to new markets. The company have an upcoming collaborative manufacturing and technology park ("Tech Park") in the pipeline at Karnataka Industrial Area Development Board ("KIADB") general industrial area spread across an area of 4 acres of land. Investor's looking to invest can invest for the long term.

**INVEST NOW**

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