

apollo[®]
www.apollotechno.com

A Leading Manufacturer of Horizontal and Vertical Drill Machines



Investor Presentation

Apollo Techno Industries Limited

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COMPANY PROFILE

The only domestic Manufacturer of horizontal directional drilling rig , diaphragm drilling rigs and rotary drilling rigs



Apollo Techno Industries Limited – a Mehsana based company, is a manufacturer, specializing in trenchless technology and foundation equipment for the construction industry



The product line-up includes Horizontal Directional Drilling (HDD) Rigs, Diaphragm Drilling Rigs, Rotary Drilling Rigs and sale of Spare parts catering the end user industries demand in India as well as in export markets.



Backed by in-house design and engineering capabilities and a dedicated team of five professionals, we offer a broad range of quality-focused products and solutions, enabling expansion across domestic and international markets



Our operations are supported by an SAP ERP system, enabling streamlined and efficient manufacturing processes



We further strengthen customer confidence by offering warranty , refurbishment services for used machinery at our in-house facility , on site support and technical training



Our presence extends beyond India, with exports to the middle east, Nepal , Bangladesh , European countries and Russia federation, while domestically we generate business across all states in India.

5

Country Presence

ISO 9001:2015

Quality management system certification

22+

Years of Promoter experience

FY 26 Financial Highlights

Revenue

₹ 11,038.10 Lakhs

EBITDA

₹ 1,639.76 Lakhs

PAT

₹ 1,104.42 Lakhs

ROE

21.35%

ROCE

18.79%

154

Team Size

21

State presence



Mr. Rashmikant Haribhai Patel

Chairman and Whole-Time Director

14 Years of Experience



Mr. Parth Rashmikant Patel

Managing Director

8 Years of Experience



Mrs. Manjulaben Rashmikant Patel

Non-Executive Director

8 Years of Experience



Mr. SatyamKumar Rambhai Patel

Independent Director

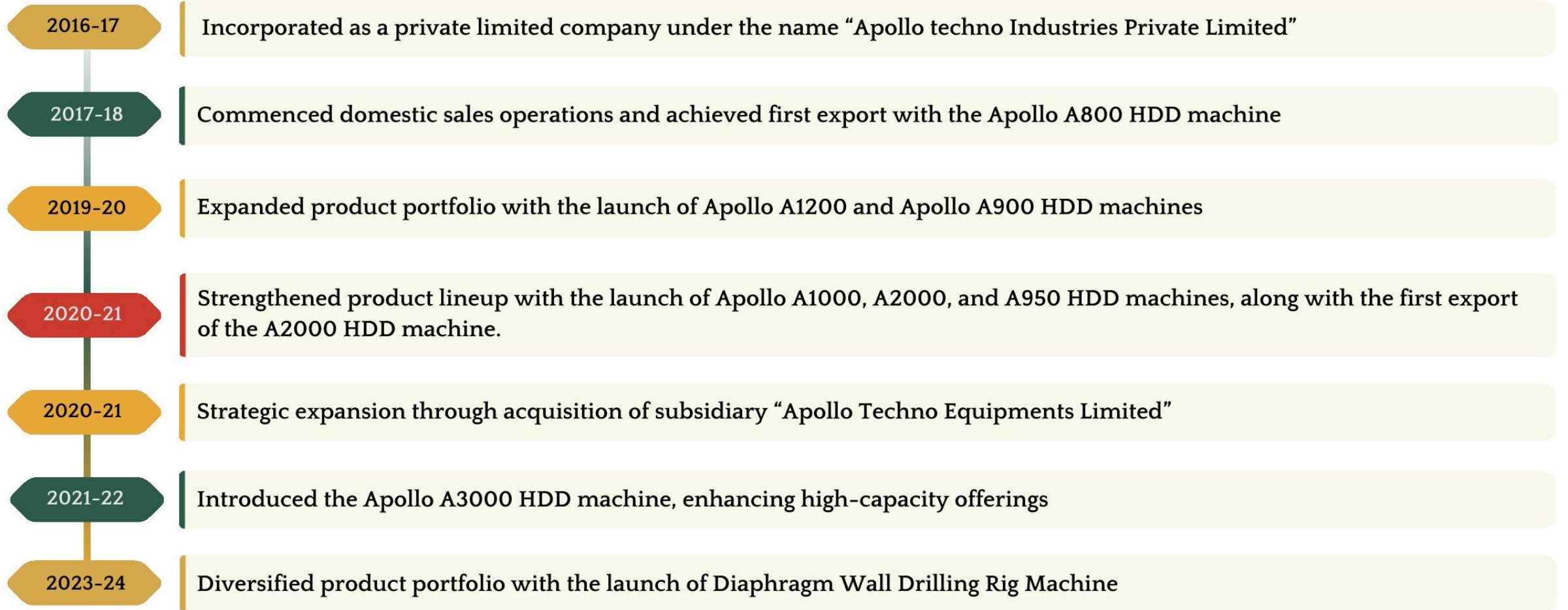


Mr. Nikhilkumar Mahendrabhai Patel

Independent Director

04 Years of Experience

Evolution & Expansion



Recent Developments & Innovation

“During the year, the Company has undertaken several strategic initiatives to strengthen its position in the infrastructure equipment segment and drive sustainable growth. We have continued to focus on expanding our product portfolio, including entry into the foundation equipment segment and the introduction of advanced solutions such as the DW 235 and next-generation V2 Series, reflecting our commitment to innovation and customer-centric engineering.”

Product Innovation & Portfolio Expansion



Introduction of V2 Series
(next-generation HDD rigs)



Launch of Diaphragm Wall
Drilling Rig (DW 235)



Focus on in-house R&D and
engineering improvements



Expansion into foundation
equipment segment



DW 235
Diaphragm Wall Drilling Rig



Launch of DR 15 Hydraulic Drill Rig



DR 15 Hydraulic Drill Rig

Advanced Foundation & Ground Support Equipment

PRODUCT OVERVIEW

Apollo Techno has expanded its product portfolio with the launch of the DR 15 Hydraulic Drill Rig, designed for foundation drilling, anchoring, micropile and ground support applications.

The DR 15 combines high drilling productivity, directional precision and operational efficiency, supporting a wide range of modern infrastructure and construction projects.

KEY FEATURES

- High-Torque Hydraulic Drive**
 - Advanced load-sensing hydraulic system
 - Consistent power delivery and superior drilling performance
- Multi-Axis Mast Articulation**
 - Supports vertical, inclined and horizontal drilling operations
 - Greater flexibility across varied site conditions
- Heavy-Duty Structural Design**
 - Reinforced mast and frame construction
 - Enhanced stability under high reaction forces
- Fuel Efficient Operation**
 - Optimized hydraulic architecture
 - Lower operating costs and improved productivity
- Multi-Purpose Application**
 - Suitable for SPT, casing, auger and rotary drilling operations

APPLICATIONS

- Foundation Works
- Micropiles
- Anchoring
- Ground Support
- Civil Infrastructure Projects

Launch of A100R GEN II HDD for European Markets



A100R GEN II HDD

Compact. Powerful. Built for Europe.

PRODUCT OVERVIEW

Apollo Techno has introduced the A100R GEN II Horizontal Directional Drilling (HDD) Rig, specifically engineered to meet stringent European CE standards.

Designed with a compact footprint and high-performance drilling capabilities, the machine is ideal for urban infrastructure, utility installations, and trenchless applications across Europe.

The A100R GEN II combines productivity, operational safety, fuel efficiency, and maneuverability, making it well suited for space-constrained job sites and demanding ground conditions.

KEY FEATURES

- CE-Compliant European Design**
 - Developed specifically for European market requirements
 - Conforms to European safety and operational standards
- Compact Yet Powerful**
 - 5-ton thrust and pullback capacity
 - Ideal for urban and restricted working environments
- High Performance Drilling**
 - 71 HP Caterpillar Stage V diesel engine
 - 2600 Nm rotary torque for faster drilling operations
- Enhanced Productivity**
 - Auto-Anchoring System for faster setup
 - Inbuilt Rod Box for reduced downtime
- Advanced Safety & Control**
 - Smart control system with enhanced safety features
 - Improved operator efficiency and ease of operation

APPLICATIONS

- Utility Installations
- Fiber Optic Networks
- Gas Pipelines
- Water Pipelines
- Urban Trenchless Projects

STRATEGIC SIGNIFICANCE

- Strengthens Apollo's presence in the foundation equipment segment
- Expands the Company's product portfolio beyond HDD and Diaphragm Drilling Rigs
- Addresses increasing demand from infrastructure and construction projects
- Supports long-term domestic and export market expansion
- Reinforces Apollo's focus on innovation-led growth

V2 SERIES – SETTING A NEW STANDARD IN THE INDUSTRY



KEY IMPROVEMENTS

- The V2 series offers significant advancements over its predecessor:
- **More Dynamic:** Adaptable to various drilling applications
- **More Powerful:** Enhanced capabilities for future projects
- **Simplified Electrical Systems:** For easier maintenance and reduced downtime



PRIORITIZING OPERATOR COMFORT AND EFFICIENCY

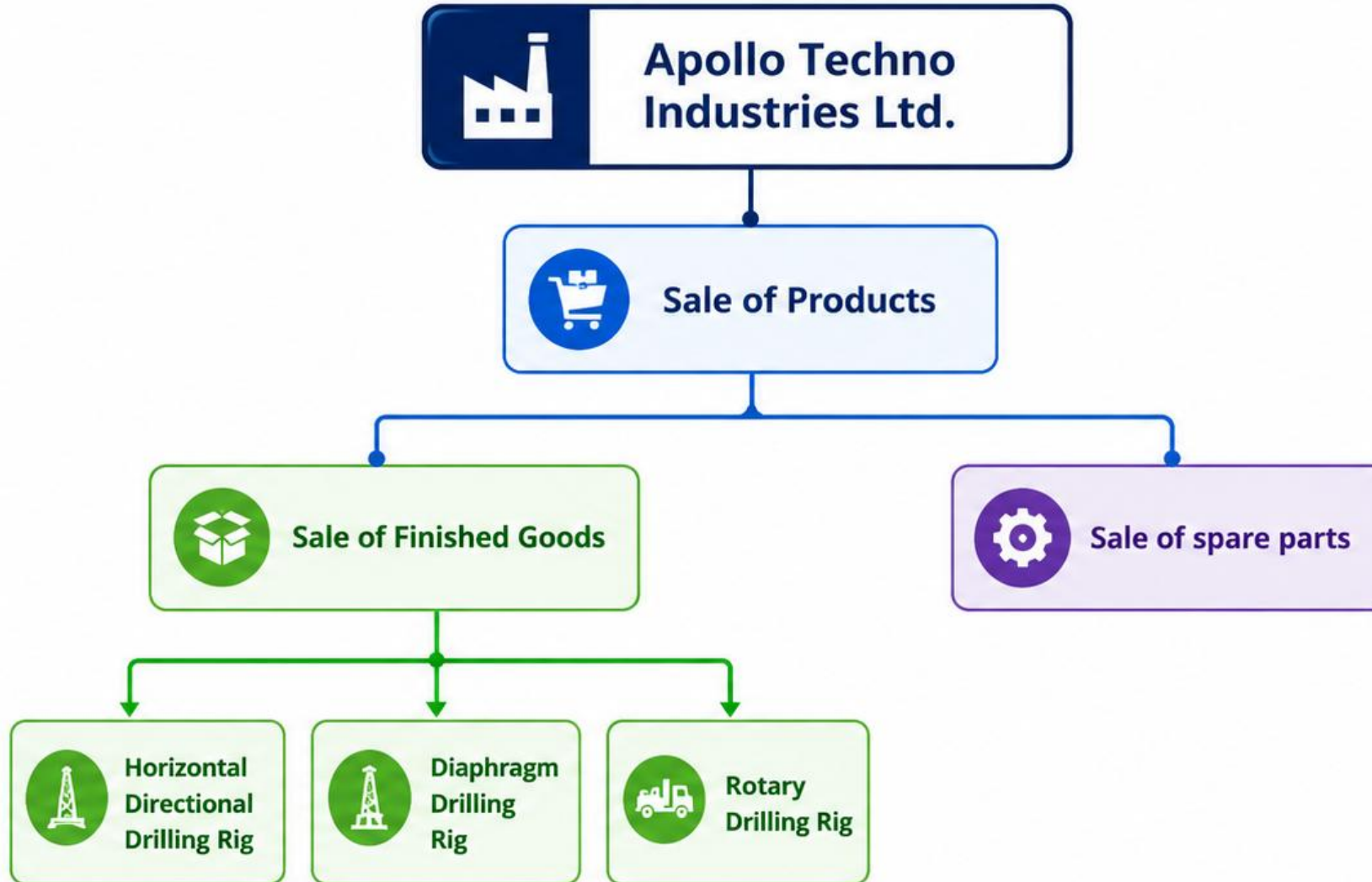
- We've prioritized ergonomics in the V2 series design:
- **Refined Operator Station:** Allowing for longer operational periods without fatigue
- **Improved Controls:** Enhancing precision and ease of use
- **Result:** Increased productivity and efficiency on job sites



A LEAP FORWARD IN DRILLING TECHNOLOGY

- The V2 series promises to revolutionize drilling operations by combining increased power with improved efficiency. It offers:
 - A compelling upgrade path for existing users
 - Advanced features for better productivity
 - Sustainable solutions aligning with global environmental responsibilities
 - Reduced resource consumption

Business Model



1 Horizontal Directional Drilling (HDD)



Horizontal Directional Drilling (HDD) is a trenchless technology used primarily for installing essential utilities such as gas pipelines, water supply lines, sewer lines, optical fibre cables, and electrical conduits with minimal surface disruption.

2 Diaphragm Drilling Rig



Diaphragm wall drilling rigs are specialized machines used in the construction of diaphragm walls, which are reinforced concrete structures cast into the ground for various applications such as foundation support, excavation support, and cut off walls.

3 Rotary Drilling Rig



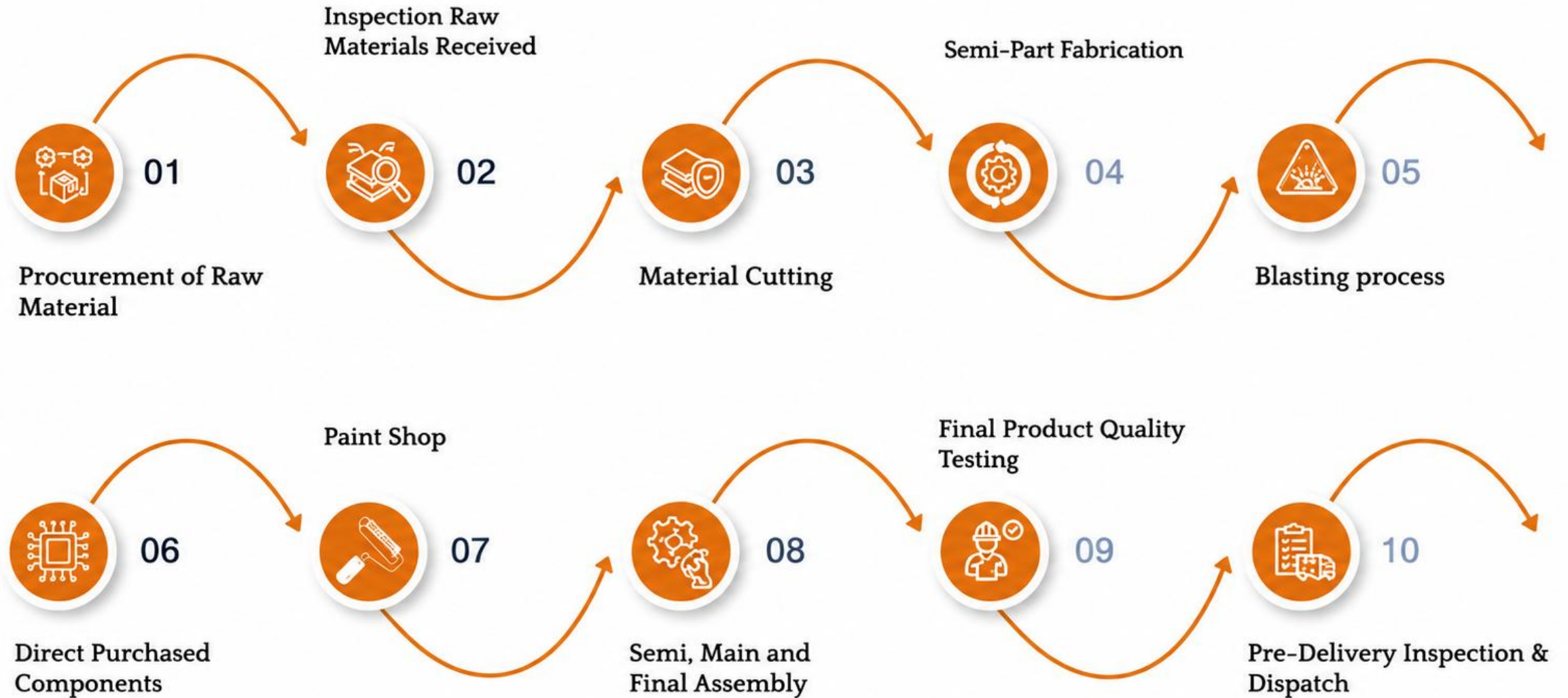
Rotary drilling rigs are widely used in various industries such as construction, and infrastructure development. These rigs operate by rotating a drill bit to penetrate the earth's surface, making them versatile and efficient for deep drilling applications

4 Sale of Spare Parts



Spare parts are parts of machines that are sold and given to customers depending on their needs in the event that the machine fails or is damaged due to regular wear and tear. These parts include Drill Rods, Hydraulic Pumps, Filters, Oil Seals and Electric components etc.

Manufacturing Process



Manufacturing Facility – Building the Future

1

Factory



2

CNS Plasma / Laser Cutting



3

Fabrication



4

Paint



5

Assembly



6

Parts Warehouse



PRODUCT PORTFOLIO

apollo[®]



A200



A400



A600



A800



A900



A950



A1000



A1200



A1500

PRODUCT PORTFOLIO

apollo®



A2000



A3000



HD 50/100



DW 235



PR 235



A100R GEN II HDD

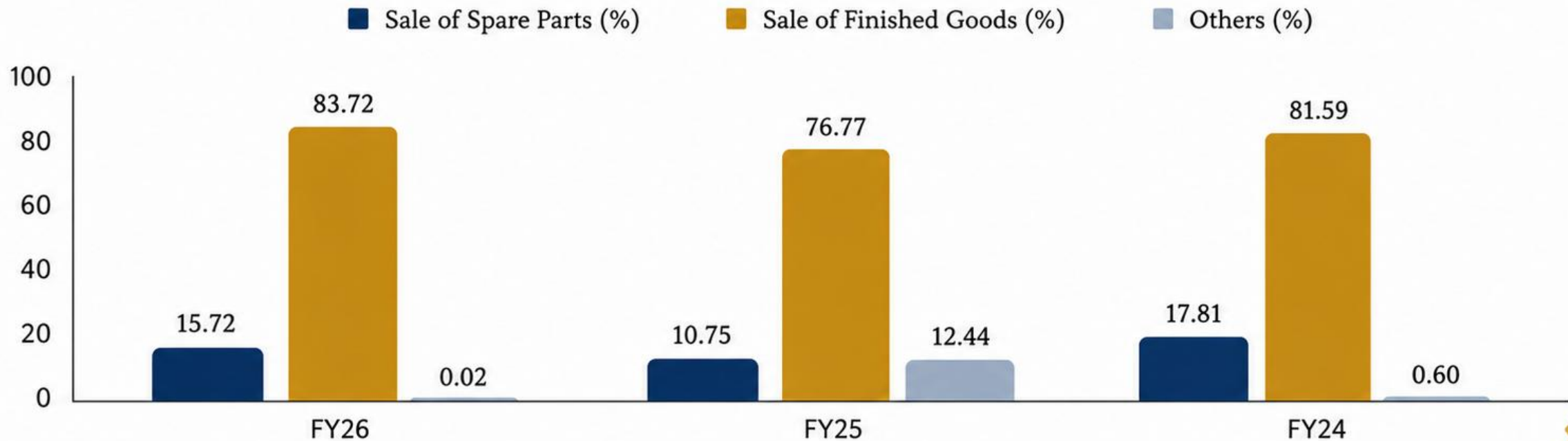


DR 15

Segment Wise Revenue Bifurcation



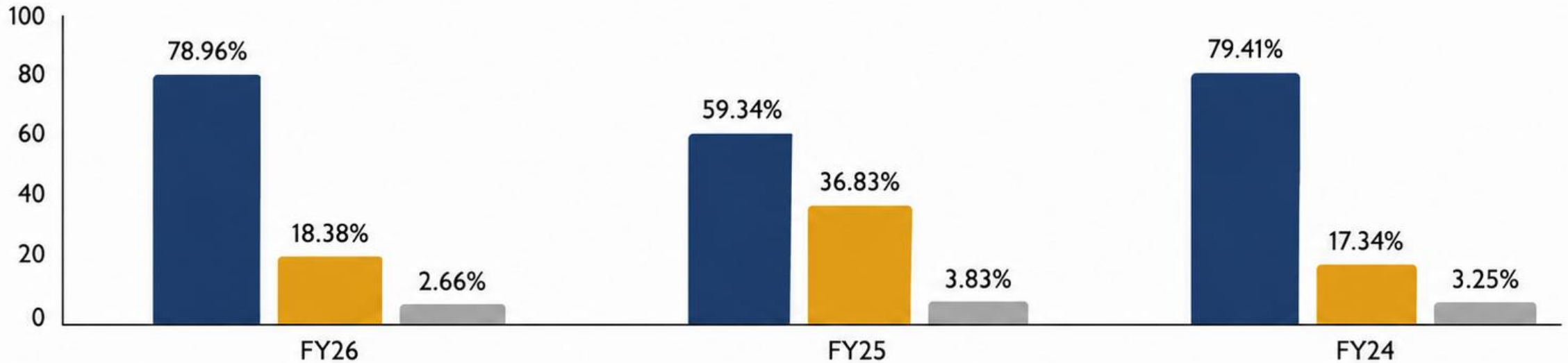
Particulars	FY26	FY25	FY24
Sale of Products	–	–	–
Sale of spare parts	1,735.73	1,066.06	1,228.78
Sale of finished goods	9,240.91	7,610.65	5,628.08
Others	61.45	237.33	40.81
Total	11,038.09	8,914.04	6,897.67



Product Wise Revenue Bifurcation

Particulars	FY26	FY25	FY24
Horizontal Directional Drilling Rig (HDD)	7,296.66	4,516.02	4,468.99
Diaphragm Drilling Rig	1,698.58	2,803.00	976
Others	245.67	291.62	183.1
Total	9,240.91	7,610.64	5,628.09

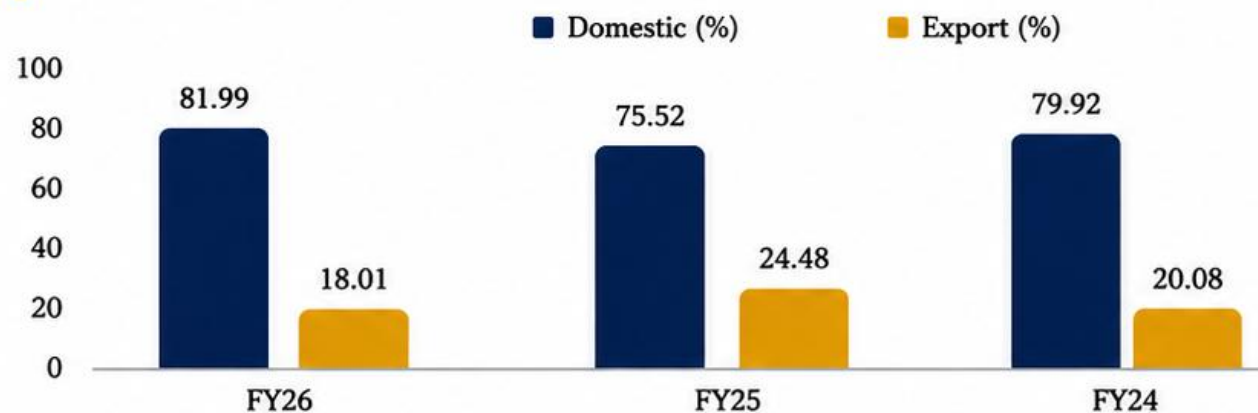
■ HDD (%)
 ■ Diaphragm Drilling Rig (%)
 ■ Others (%)



Market Expansion & Revenue Diversification



Total revenue (in %)



Revenue Breakdown (₹ in Lakhs)

Particulars	FY26	FY25	FY24
Domestic	9,050.03	7,487.61	5,512.43
Export	1,988.07	2,426.48	1,385.24
Total	11,038.1	9,914.09	6,897.67

Particulars	FY26	% of total Revenue from operation	FY25	% of total Revenue from operation	FY24	% of total Revenue from operation
India	9,050.03	81.99%	7,487.61	75.52%	5,512.43	79.92%
UAE/Middle East	1,938.01	17.97%	1,829.38	18.45%	1,190.80	17.26%
Nepal	5.06	0.05%	-	-	194.21	2.82%
China	-	-	-	-	0.23	0.00%
Russian Federation	-	-	597.10	6.02%	-	-
Total	11,038.07	100%	9,914.09	100%	6,897.67	100%



Strong Domestic Leadership: India remains the core market, contributing a dominant 81.99% of total revenue (FY26).



Accelerated Export Growth: Significant expansion in international markets, with exports to the UAE/Middle East rising sharply to 17.97% (FY26) from 4.63% in FY23, showcasing strong execution in global strategy.



Strategic Market Entry: Successful penetration into the Russian Federation, contributing 6.02% of revenue (FY25), marking diversification into new high-potential geographies.

State wise revenue bifurcation

Particulars	FY26 (₹ in Lakh)	% of total domestic sales
Gujarat	2,574.74	28.45%
Karnataka	1,851.45	20.46%
Bihar	1,746.21	19.30%
Maharashtra	380.67	4.21%
Rajasthan	378.25	4.18%
Delhi	341.53	3.77%
Madhya Pradesh	291.52	3.22%
Haryana	282.78	3.12%
Uttar Pradesh	269.35	2.98%
West Bengal	237.61	2.63%
Others	695.02	7.69%
Total	9,050.03	100.00%



Indian Construction Equipment Industry

The Indian Construction Equipment industry is pursuing the objectives of CE Vision Plan 2030, i.e., 12% CAGR to achieve 3X export growth, a market size of USD 25 billion, and employment for 6 million workforce, to emerge as the world's second largest CE industry and the prime global manufacturing hub for Construction Equipment by the end of the decade. Going forward, the rapidly growing construction sector in the nation is expected to drive demand for the CE industry's products in existing as well as new segments.

Indian construction equipment industry is the world's third-largest, next only to China and the U.S. transforming India's infrastructure growth.

Infrastructure development is the foundation of the construction sector, which is supported by strategic government investment and active private sector participation, leading to widespread expansion of critical sectors.

Infrastructure sector development under the government flagship programme i.e. National Infrastructure Pipeline and National Master Plan 'Gati Shakti', amongst other paves way for integrated, holistic, and inclusive economic development.

Industry Drivers (Why This Sector is Growing)



Infrastructure Boom



Urbanization & Utility Expansion



Shift Toward Trenchless Technology



Export Opportunities

Construction and mining equipment comprise of machinery used in construction operation as well as mining. These include heavy lift equipment like crane, earthmoving equipment like dozers, loaders and heavy transport vehicles like tippers, dumpers and trailers.

HORIZONTAL DIRECTIONAL DRILL

Horizontal directional drilling (HDD) is a sophisticated trenchless technology used primarily for installing underground pipelines, conduits, and cables with minimal surface disruption. This method is particularly advantageous in urban environments or areas with existing underground utilities.

ADVANTAGES

- Minimal Surface Disruption
- Reduced Environmental Impact
- Cost-Effectiveness
- Flexibility in Installation
- Faster Installation Times
- Improved Safety
- Less Need for Permits
- Durability of Installations
- Specific Applications

DIAPHRAGM WALL DRILLING RIGS

Diaphragm wall drilling rigs are specialized machines used in the construction of diaphragm walls, which are reinforced concrete structures cast into the ground for various applications such as foundation support, excavation support, and cut off walls.

ADVANTAGES

- Structural Integrity & Stability
- Watertight construction
- Reduced Surface Disruption
- Versatility in Soil Conditions
- Efficient Excavation Process
- Adaptability to Site Constraints
- Environmental Benefits
- Long-Term Durability
- Specific Applications

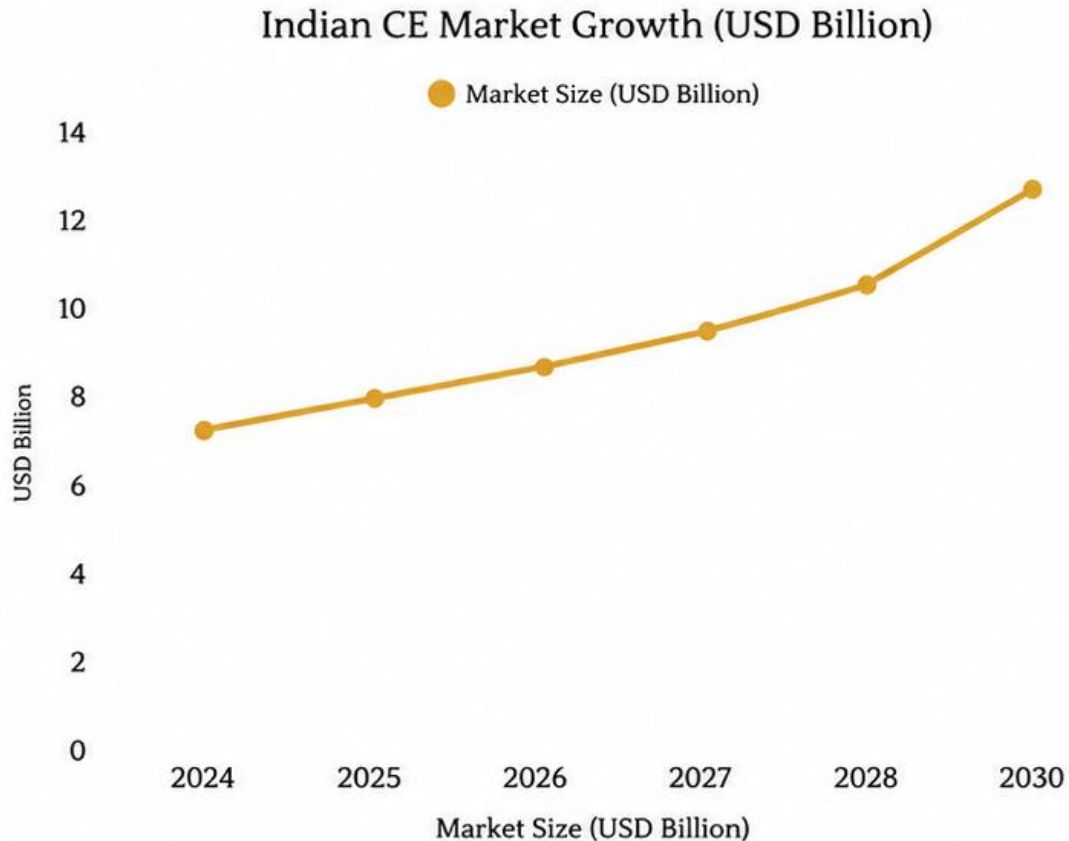
ROTARY DRILLING RIGS

Rotary drilling rigs also referred as DTH Rigs or water rig is a water well application equipment. These are critical tools used in various industries, including, used in mining, quarrying, construction, and other industries. They operate by rotating a drill bit to bore into the earth's surface, making them versatile and efficient for deep drilling applications.

ADVANTAGES

- Increased Flexibility
- Higher Automation
- Faster Drilling Speeds
- Improved Operational Efficiency
- Better Adaptability to Geological Conditions
- Reduced Environmental Impact
- Enhanced Safety Features
- Cost-Effectiveness
- Versatility in Applications

Growth Forecast



Source – Press Information Bureau

Note: Growth data references: <https://pib.gov.in/PressReleasePage.aspx?PRID=2125031> / <https://dipp.gov.in/>

Key Growth Drivers

₹12.2 Lakh Cr Government Infra Spending (2025 Budget)

Rapid Urbanization & Smart Cities Growth

Mining segment growing at ~10%+ CAGR

Shift toward Electric & Smart Equipment (+15% CAGR)

Rising Exports from Indian manufacturers

<https://www.ibef.org/industry/indian-construction-equipment#:~:text=Industry%20Size,account>

The Apollo Advantage



COMPETITIVE STRENGTH

Quality Assurance & Client-Centric Approach

We are committed to delivering high-enability products that reflect our focus on excellence and reliability, supported by rigorous quality checks before reaching our customers.

Geographical Presence Across Key Regions

Our strong pan-India wide presence enables us to serve a diverse range of markets, covering urban, semi-urban, and rural areas across India, and allows us to reduce near diameter market reach.

In-House Engineering and Design Capabilities

We leverage in-house design and manufacturing capabilities to develop market-aligned products, supported by a skilled and innovative team of professionals.



Strong Market Presence Driven by Customer-Centric Approach

Our customer-centric approach drives long-term relationships and retention, supported by customized solutions, presence with a repeat business 99.35%, followed by Delhi 0.30% and Haryana 0.16%.

Experienced promoters and management team

Led by experienced promoters, **Sandesh Handa** and **Parth Handa** have built trust with over 25 years of combined industry expertise, the company is driven by a strong focus on delivering quality products.



Customer-Centric Approach & Market Expertise

We leverage strong market expertise and a customer-centric approach to build long-term relationships and drive sustainable growth



Sustaining Competitive Advantage

We enhance our execution capabilities through technology, skilled talent, and process optimization to deliver quality products and maintain a strong competitive edge across domestic and international markets.



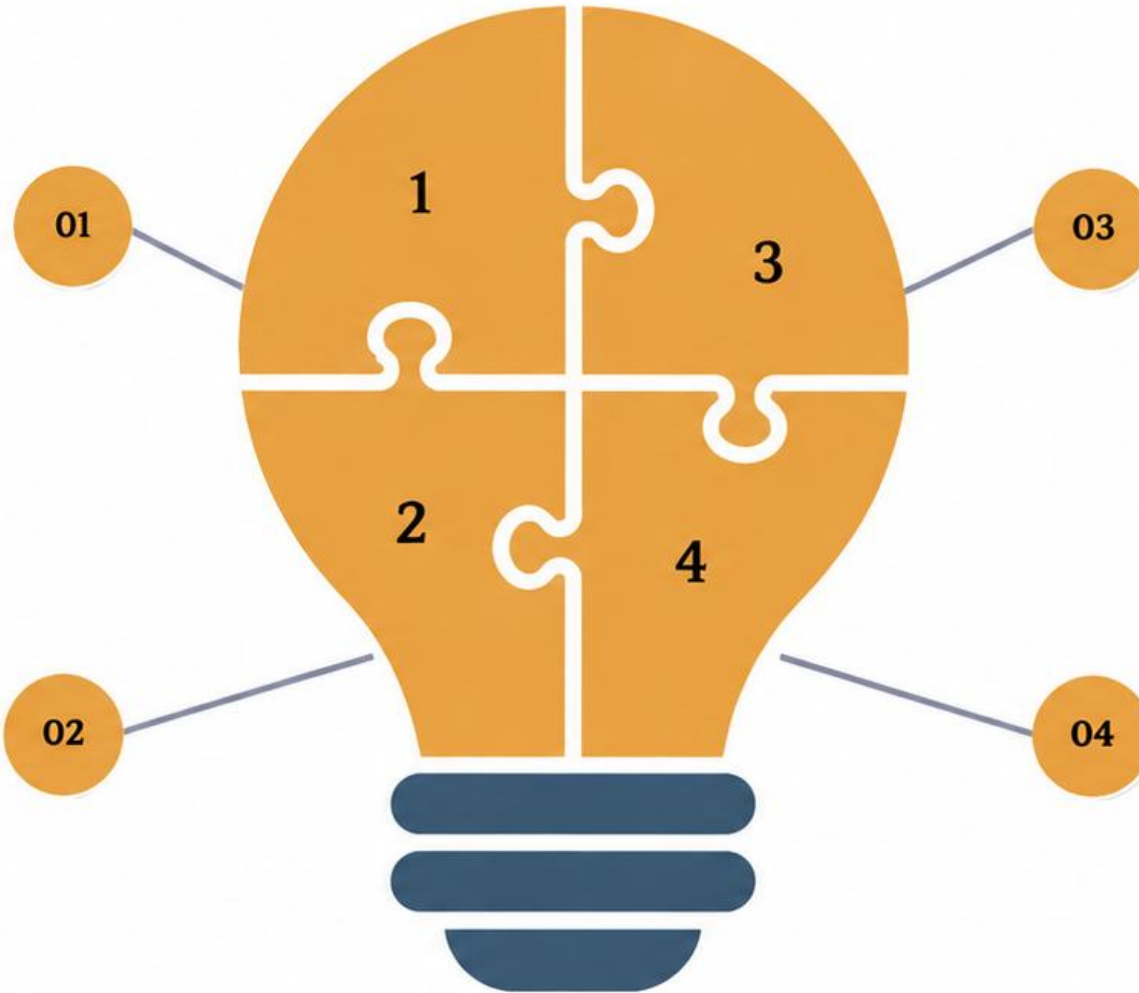
Driving Cost Efficiency & Margin Expansion

Leveraging economies of scale, we enhance procurement efficiency and drive cost optimization, resulting in significant margin expansion from 17.77% in FY 2022-23 to 32.13% in FY 2024-25



Expanding Domestic & Global Footprint

We are strengthening our domestic leadership (75.52% revenue contribution) while expanding globally, with UAE/Middle East exports rising to 18.45% and entry into the Russian Federation contributing 6.02%, driving diversified growth



Strength

-  Experienced Founder
-  Good relation with existing clients
-  Quality Product



Weakness

-  Limited International Reach
-  Dependency on Suppliers for raw material

Opportunities

-  Expanding new geographical markets
-  Product Development

Threats

-  Increased Competition from Global Players
-  No entry barriers in our industry

Profit and Loss Statement



Particulars	FY26	FY25	FY24
INCOME			
Revenue from operations	11,038.10	9,914.09	6,897.67
Other income	216.90	52.13	30.51
Total	11,255.00	9,966.22	6,928.18
EXPENSES			
Cost of materials consumed	8,603.59	5556.08	5418.56
Purchases of stock-in-trade	627.39	1,100.00	-
Changes in inventories	-627.39	53.41	(456.74)
Employee benefits expense	627.63	630.14	549.44
Finance costs	233.29	264.26	256.92
Depreciation and amortisation	102.58	98.89	98.10
Other expenses	1,010.58	783.31	601.00
Total	9,950.28	8486.90	6,467.29
Profit/(loss) before tax	1,303.89	1499.78	440.71
Tax Expense:			
Total Tax Expenses	398.94	252.64	117.65
PAT	1,104.42	1373.45	323.06

BALANCE SHEET



(Rs in Lakhs)

Equity and Liabilities	FY24	FY25	FY26
Shareholder's fund			
Share capital	250	1,000.00	1,368.90
Other equity	906.71	1,525.37	6,459.98
Total shareholder's fund	1156.71	2525.37	7828.88
NON CURRENT LIABILITIES			
Long term borrowings	2,123.79	897.55	458.11
Lease liabilities	-	-	1.98
Provisions	8.71	9.72	12.06
Deferred tax liabilities	81.51	-	30.19
Total non current liabilities	2,214.01	907.27	502.34
CURRENT LIABILITIES			
Short term borrowings	2,205.31	2,151.87	1,966.19
Lease liabilities	-	-	2.25
Trade payables			
i) Total outstanding dues of mse	242.96	260.64	199.77
ii) Total os dues from creditors other than mse	563.04	909.47	692.29
iii) other financial liabilities	-	125.13	129.76
provisions	111.63	109.34	137.27
Other current liabilities	65.74	370.02	178.33
Current tax liabilities	143.94	246.77	4.89
Total current liabilities	3,332.62	4,173.24	3,310.75
Total	6,703.34	7,605.88	11,641.97

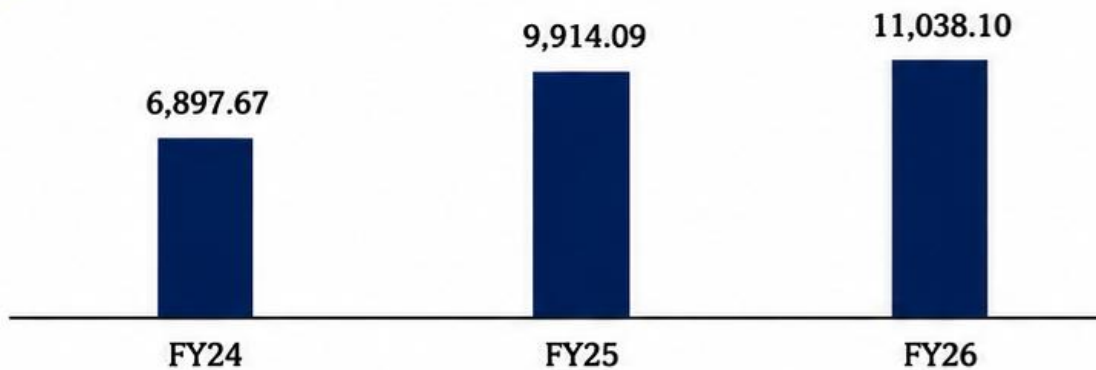
(Rs in Lakhs)

ASSETS	FY24	FY25	FY26
NON CURRENT ASSETS			
Property, plant, equipment and intangible assets	1,396.28	1,390.12	1,290.01
Goodwill	0.79	0.79	0.79
Right to use assets	-	-	3.97
Other intangible assets	12.59	13.39	13.04
Intangible assets under development	-	-	121.03
Investments	3.53	3.68	3.86
Other financial assets	16.39	17.13	267.24
Loans	-	65.50	-
Deferred tax assets	-	167.12	-
Total non current assets	1,429.58	1,596.73	1,699.94
CURRENT ASSETS			
Inventories	3,213.24	3,679.74	5159.28
Trade receivables	1,454.22	1,812.36	3334.78
Cash and cash equivalents	8.58	2.81	360.34
Bank balance	24.29	25.01	25.74
Loans	3.24	10.78	10.04
Other current assets	570.2	478.47	1051.85
Total current assets	5,273.77	6,009.17	9,942.03
Total	6,703.35	7,605.88	11,641.97

KEY FINANCIAL RATIOS



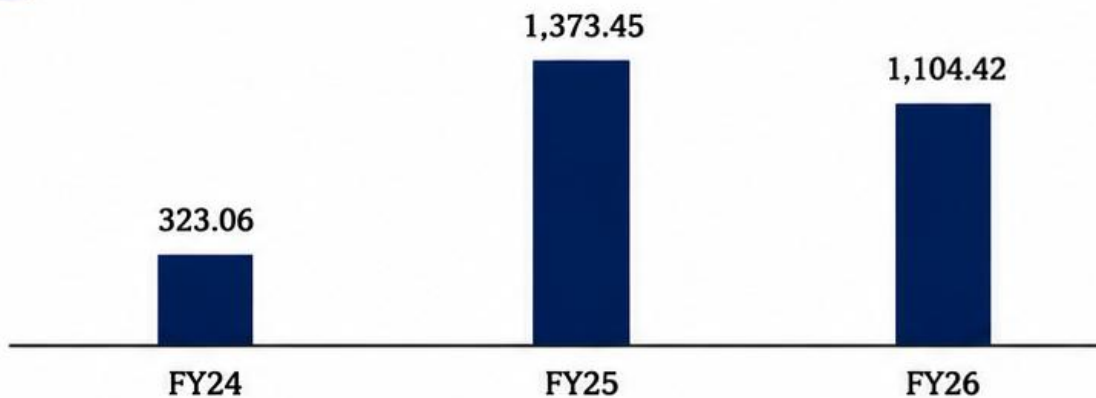
REVENUE FROM OPERATION (Rs in Lakhs)



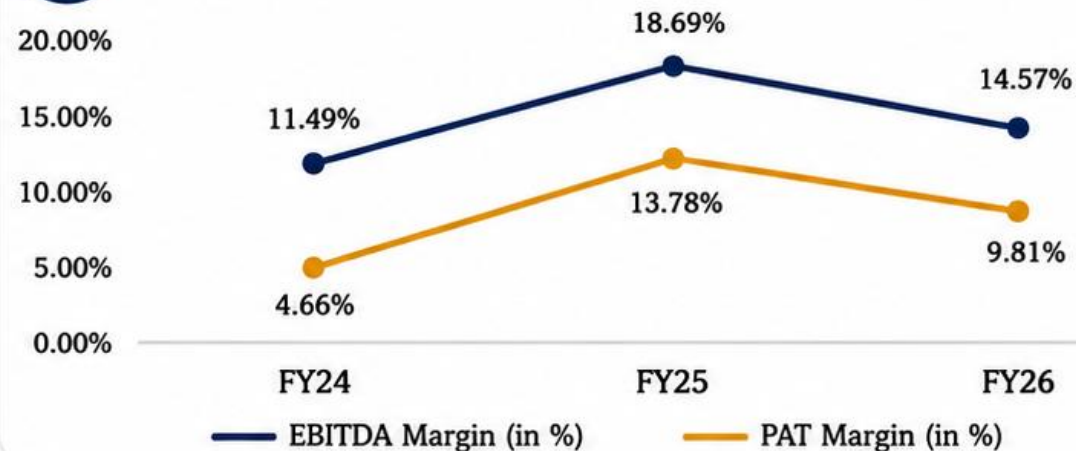
EBITDA (Rs in Lakhs)



PAT (Rs in Lakhs)



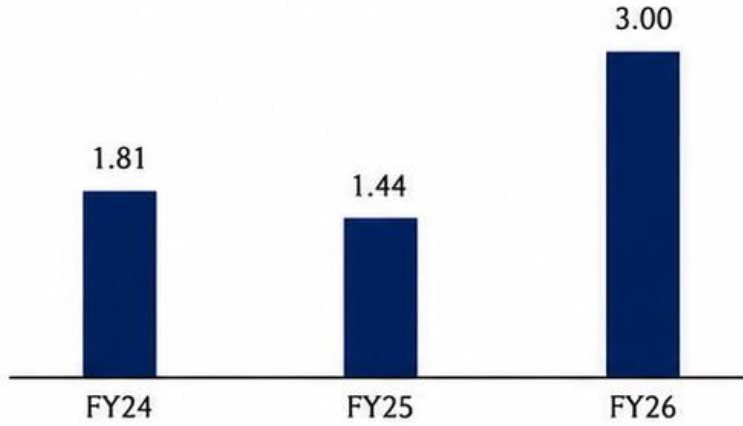
EBITDA AND PAT MARGIN



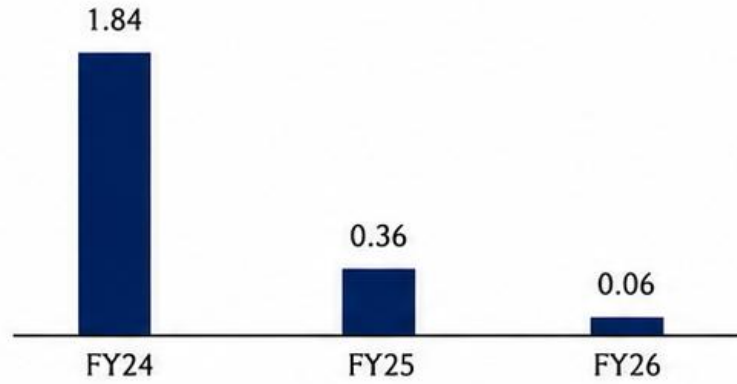
KEY FINANCIAL RATIOS



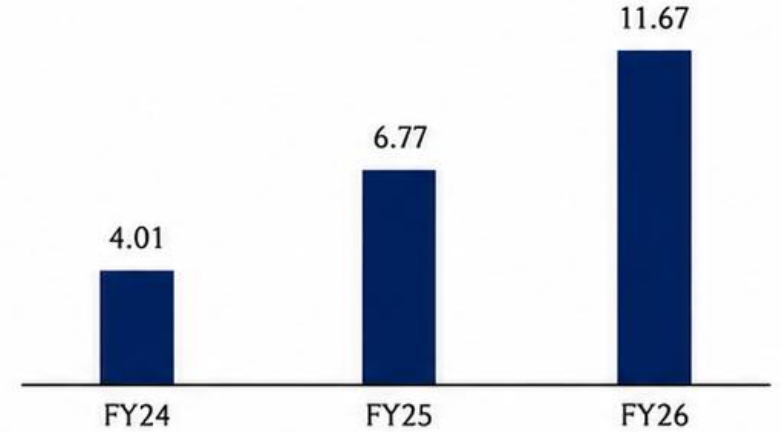
Current Ratio



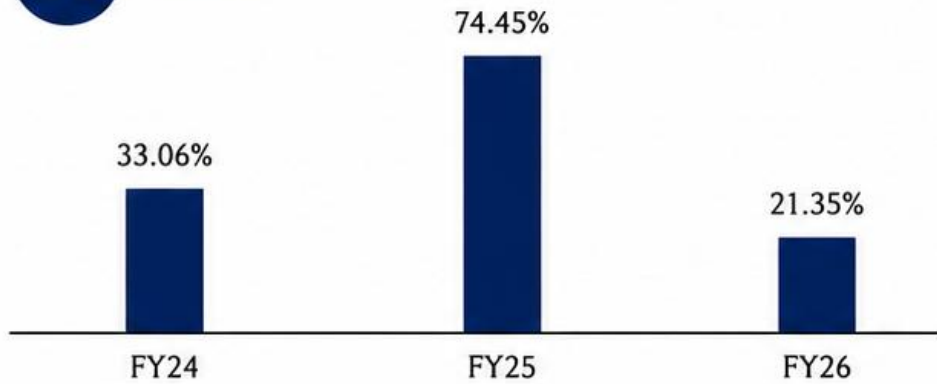
Debt Equity Ratio



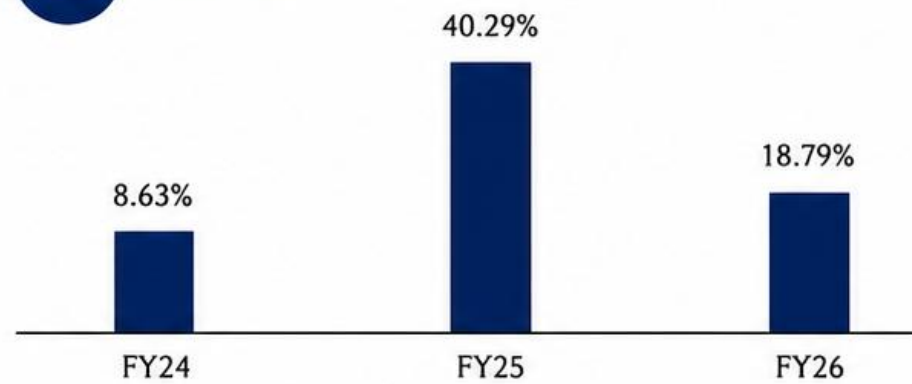
Debt Service Coverage Ratio



ROE%



ROCE%



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Thank you...