



28 May 2025

To,  
BSE Limited,  
20th Floor, P.J. Towers,  
Dalal Street,  
Mumbai - 400001.  
BSE Scrip Code: 544294

National Stock Exchange of India Limited,  
Exchange Plaza, C-1, Block G,  
Bandra Kurla Complex, Bandra (E),  
Mumbai – 400 051  
NSE Scrip Symbol: ROSSTECH

**Subject: Investor Presentation for the quarter ended 31 March 2025**

Dear Sir/Ma'am,

In pursuance to the provisions of Regulation 30 of SEBI (Listing obligation and disclosure requirements) Regulation, 2015, please find enclosed Investor Presentation for the quarter ended 31 March 2025, on Company Overview, Business highlights, financial performance and other updates.

Request you to kindly take the above information on records.

Thank you,

**For Rosell Techsys Limited**

**Krishnappa  
yya Desai** Digitally signed by  
Krishnappayya Desai  
Date: 2025.05.28  
13:13:30 +05'30'

**Krishnappayya Desai**  
**Company Secretary & Compliance Officer**

Encl: A/a



# ROSSELL TECHSYS LIMITED

# Investor Presentation

## Q4 FY 2024-25

- 01** Board of Directors
- 02** Message From the Managing Director
- 03** Company Overview
- 04** Key Operational Data
- 05** Competencies
- 06** Current & Future Growth Possibilities
- 07** Niche Customers
- 08** Business Environment
- 09** Glimpse into Prime Competency
- 10** Financial Summary

**11** Focus on the Quarter

**12** What the Future Looks Like



[www.rosselltechsys.com](http://www.rosselltechsys.com)



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# BOARD OF DIRECTORS

Executive Chairman



**Mr. Harsh Mohan Gupta**

Entrepreneur and Industry Veteran, Ex-Executive Committee member of the Federation of Indian Chamber of Commerce (FICCI) & Confederation of Indian Industry (CII).

Managing Director



**Mr. Rishab Mohan Gupta**

Alumni of Suffolk University, Entrepreneur, Founding Member of Rossell Techsys Limited, & Non-Certified Pilot, Passionate about A&D

Independent Director



**Mr. Talari Suvarna Raju**

A distinguished aerospace leader, Ex-Chairman & Managing Director of Hindustan Aeronautics Limited (HAL), Fellow of the Indian National Academy of Engineering (INAE) and Winner of Brien Roy Trust Award

Independent Director



**Mr. Arvind Ghei**

Senior Leader in top Hospitality Businesses, Specialist in Finance, Alumni of St Stephens College, Delhi and Jammalal Bajaj Institute of Management, Mumbai, Member Rotary Club

Independent Director



**Mrs. Shobhana Joshi**

Deep Government Experience, Ex-Secretary (Defense Finance), Ministry of Defense, Government of India, Founding Member & co-chair of SAMDS (Society for Aerospace Maritime and Defense Studies)

Non-executive Director



**Mr. Digant Parikh**

Certified Cost Accountant, Alumni of NMIMS, Mumbai, Visiting Faculty at various leading management institutes, and Independent Director at Various other Companies,



MESSAGE FROM

## THE MANAGING DIRECTOR



*“On behalf of the entire Rossell Techsys family, I extend our heartfelt gratitude to our investors, partners, and stakeholders for their continued trust and support.*

*The transition to an independent, publicly listed company marks a defining moment in our journey — one that brings with it increased domestic and international exposure, expanded business avenues, renewed responsibility, greater transparency, and a sharper focus on the future.*

*FY 2024–25 has been a year of sustained and meaningful progress, based on the successes of the past, and establishing heightened confidence in the future. We recorded double-digit revenue growth, expanded on domains, onboarded marquee international clients, deepened our business relationships across geographies. These achievements reflect the strength of our strategy, deepened trust reposed in us.*

*As we move forward, we remain committed to growth, customer satisfaction, operational excellence, corporate social responsibility, contributing to Skilling India, involved participation in an “aatma nirbhar India”, and sustained stakeholder value creation, while being guided by a clear vision, anchored in strong corporate governance.*

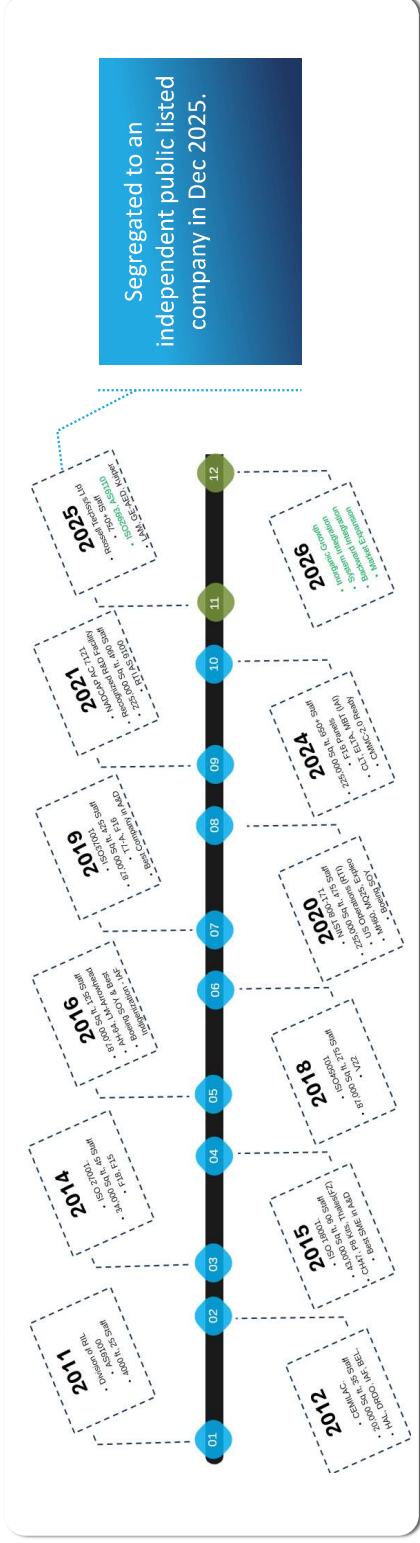
*Your trust and confidence fuels our ambition. Together, we are shaping a future defined by purpose, performance, and progress.*

*Thank you for being an essential part of our journey”*

PROPRIETARY & CONFIDENTIAL

## COMPANY OVERVIEW

# Genesis to Current Day



**Originated** as A&D division of Rossell India Limited in 2011.

**Incorporated** on December 6, 2012 in Kolkata, Formed through NCLT-approved demerger from Rossell India Ltd.

**Listed** on BSE and NSE on 9<sup>th</sup> December, 2014 with Ticker & Scrip code: ROSSTECH; 544294.

**Own Campus**, 750 + strong workforce, multiple partnerships

**Growth** in Domains – Aerospace and Defense, Weapons, Energy, Transportation, Semiconductors, Industrial, Health

**Strategic** Markets, Aviation, Commercial & Military, Land, Marine, Satellites, Rockets, Launch Vehicles, Weapons, Heavy Duty EV's, Process Equipment

**Export** License Services, ITAR, EAR, CUI

**Core** Capabilities in Electrical Wiring & Interconnect Systems, Electrical Panels, Board Designs, Box Builds, Systems Integration, Test Equipment, Reverse Engineering, Re-Engineering, Engineering Services, Rapid Prototyping, Testing & Validation, Qualifications and Certifications

**Models** – Build to Print ( BTP), Build to Specifications ( BTS and Turnkey

**Leadership** in Operational and Management Certifications, Cyber Security, Energy Efficiency and Sustainable Development

**Skill** Driven by Rossell School of Learning (RSL)

**Award** Winning Performance, First Indian Company to Win the “Boeing Supplier of the year award” twice. More than 30 Awards and Recognitions



## KEY OPERATIONAL DATA



Revenue FY24-25:  
INR 25,967 (Lakhs)



Ticker:  
ROSSTECH



Employees:  
750+ (34% D&I)



Stock:  
Small Cap Segment

- **Production Staff Qualification:** Associate Degree / Diploma (Minimum)
- **Production Staff Certifications:** IPC 620/IPC 610/IPC J-STD
- **Other Staff Certifications:** PMI's PMP, RMP, LabView CLAD, CLD and CLA
- **Integrated Management Certifications:** AS9100, ISO9001, ISO14001, ISO45001, ISO27001, ISO31000, ISO37001, ISO17025, NADCAP AC7121, CMMC-2.0 certification Audit Ready
- **Commitment To Sustainable Development:** IGBC GOLD Rated (LEED) Facility
- **DUNS:** 869537174 (RTL, India) and 117797825 (RTI - US), DDTc registered (RTI - US)
- **NCAGE:** 0662Y (India) and **CAGE:** 8TQW1 (US)
- **NAICS:** 336413, 335999, 335929, 541511, 334511, 334513, 33441

## LOCATIONS & BUSINESS



Bengaluru, India

(Established in 2011) – 225,000 Sq ft



Tempe, AZ, USA

(Established in 2020) – 4,100 Sq ft

**Core Business:** Engineering & Manufacturing of Sub-Assemblies

**Business Model:** Custom Services and One Stop Shop for Electrical, Electro-Mechanical Assemblies, Build to Specification (BTS), and Build to Print (BTP) Services and Turnkey Solutions

**Competencies:** Electrical Wiring & Interconnect Systems, Electrical Panel Assemblies, Electronic, Electrical Systems, & Systems Integration, Automatic Test Solutions and Electrical After-Market.

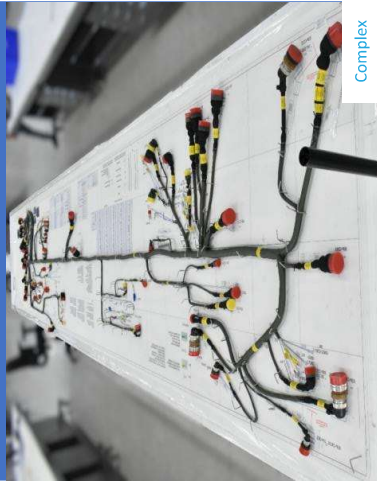
**Domains:** Aerospace, Defense, Space, Energy, Transportation, Semiconductor and Industrial

**Customer Base:** – India, USA, Israel and Europe




# COMPETENCIES & SUBJECT MATTER EXPERTISE


Electrical Wiring & Interconnect Systems (EWIS),  
Electrical Panel Assemblies (EPAs)




Complex




Fiber-Optic




Medium Complexity




Cockpit Panels




Electronic Systems and Systems  
Integration (ESSI)




14 Layers



Airborne System



8 Layers



16 Layers

Automatic Test Solutions



Turnkey Floor Mounted ATE's



Portable Testers

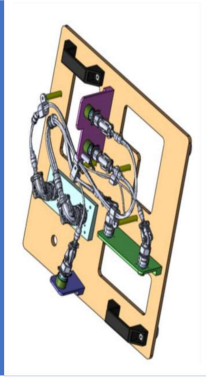
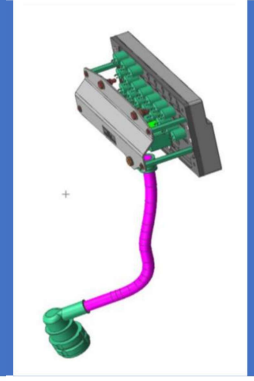
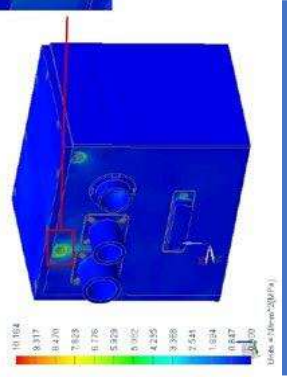
Electrical / Electronic After  
Market (MRO)






Re-Engineering, Reverse Engineering,  
Alternate Sourcing

Engineering Services










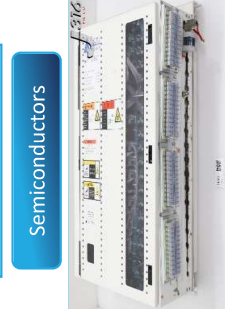









10.1004  
9.3377  
8.4708  
7.8028  
7.1776  
6.5326  
5.9052  
4.2959  
3.0886  
2.5641  
1.8844  
0.9437  
0.0000

Units = Inches (25.4000)

# THE GROWING EXPANSE OF CURRENT AND FUTURE POSSIBILITIES

The Best, working with the very best

<p><b>Space</b></p>  <p>Starship – Proto Completed</p>	<p><b>Aerospace</b></p>  <p>Fighters (F15 / F16 / F18 / T7-A) – Production</p>	<p><b>Defense</b></p>  <p>Main Battle Tanks (MBT) - Israel</p>	<p><b>Energy</b></p>  <p>Fossil Fuel Generators / Offsite Power Units (customer in stealth mode)</p>	<p><b>Transportation</b></p>  <p>Heavy Duty Electric Vehicles (EV's) BAE ) Production</p>
<p><b>Space</b></p>  <p>Blue Origin / In RFP competition</p>	<p><b>Aerospace</b></p>  <p>Rotary Wing – AH64, V22, CH47, MH60 – Production</p>	<p><b>Defense</b></p>  <p>Unmanned Field Vehicles (UFVs) - Israel</p>	<p><b>Industrial</b></p>  <p>Fossil Fuel Generators / Offsite Power Units Cummins – In Final Stages of Decision Making</p>	<p><b>Semiconductors</b></p>  <p>Gas Boxes / Vapor Deposition Equipment Proto and Production (LAM Research, Jabil, ICHOR, TCM,)</p>
<p><b>Space</b></p>  <p>Satellites – Proto Completed</p>	<p><b>Aerospace</b></p>  <p>777 / 737 / 320 Limited Work, through Honeywell</p>	<p><b>Defense</b></p>  <p>777X Howitzers, BAE – proto completed</p>	<p><b>Industrial</b></p>  <p>Electrical Panels, For Industrial Applications Production (Israel)</p>	<p><b>Aero-Engine Derivates</b></p>  <p>Industrialization of LM2500 Engine from GE, for Marine Applications (In Final Design Stage)</p>

## Business Acquisition Process

RFPs – Global, Compete  
 Teaming Agreements (USA and Israel)  
 Tenders – Domestic, Compete  
 Early-stage Immersive Involvement (NC-NC work), Prototype / Sample work  
 Innovative and Effective Use of “Fractional Sales” In the US, will be replicated globally,  
 Customer Referrals

## Competencies

Electrical Wiring and Interconnect Systems  
 Electrical Panel Assemblies  
 Electronic Systems and Systems Integration  
 Electrical After Market  
 Build To Print (BTP) and Build to Specifications (BTS)

## FEW OF OUR NICHE CUSTOMERS

The Best, working with the very best

				
 GLOBAL TECHNICAL SYSTEMS				
				
				
				
				
				
				

**30+** Customers  
And Growing

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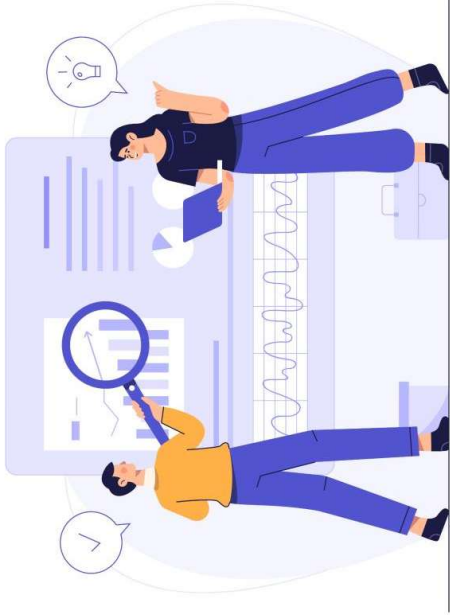
## THE BUSINESS ENVIRONMENT

### Growth and Opportunity in Uncertainty

- Susceptible to Worldwide Economic Upheavals
  - Sensitive to End Customer Business Outlook
  - Material Cost Intensive (~ 55% and more)
  - Dependency On A Global Eco-System of Component Suppliers
  - Various Government Regulatory Requirements & Trade Agreements, Cross Border Trade and Implied Constraints
  - Bare Raw Minerals and Global geographic Dependencies
  - Dependency on Various Government Contracting, Licensing and Oversight (for Military applications only)
- Increased Spend by almost all countries, Including India
  - Enormous Opportunity for Technology Adoption, AI and Bots and Robots
  - Opportunities for Inorganic Growth, Vertical and Horizontal Integration
  - Time Right For Organic Diversification,
  - Opportunity for Geographic Growth, Including India
  - Opportunities to develop India based component suppliers (Localisation)
  - Opportunities for Global Consolidation / Restructuring (teaming)
  - Increase in short turn around contracts



## GLIMPSE INTO PRIME COMPETENCY (EWIS)

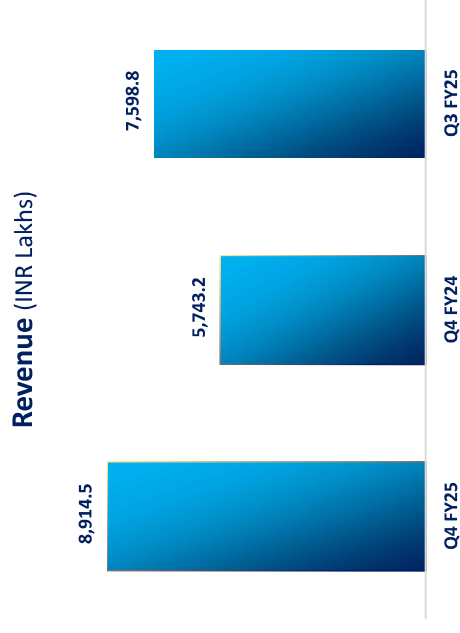


- Current Opportunity in EWIS - \$100+ Billion, Predicted Growth in 2034, \$148+ Billion (predicted CAGR is 4%). Key Drivers – Automotive, Consumer Electronics, Telecommunications, Industrial, Energy, Transportation (including railroad), Medical, Agriculture, Aerospace and Defense
- APAC share is around 46%, Europe is 22%, Americas is 27% and LAMEA is 5%.
- Current A&D Market Size - \$9+ Billion, Predicted Growth in 2034, is \$14+ Billion. Fastest Growing Market Region (Americas)
- Market Share by Material, Metallic is 69% and Fiber is 31%
- Major Players in the Market are from China, Mexico and Asia ( Taiwan, Korea, Malaysia).
- Most Companies are over 40+ years in Industry, All Companies are multi-domain, multi-facility, multi-geography, and have diverse capabilities and competencies
- Most Companies are deeply embedded into Economic / Product / Customer eco-systems and have enormous buying power. Companies infuse enormous capital into R&D, the future and upscaling of competencies.
- The A&D Industry is going through Significant Mergers and Acquisitions and Will continue
- A&D companies spend on R&D - ~ 4% (~ \$30B, 60% is from the US alone)
- Operating Profit in the range of 5% to 12% in general
- Wire Harnesses and Panels constitute ~ 6% of Platform Cost
- Commercial Aircraft Order Backlog at 15,000+, 45,000+ aircraft expected to be produced over the next 20 years

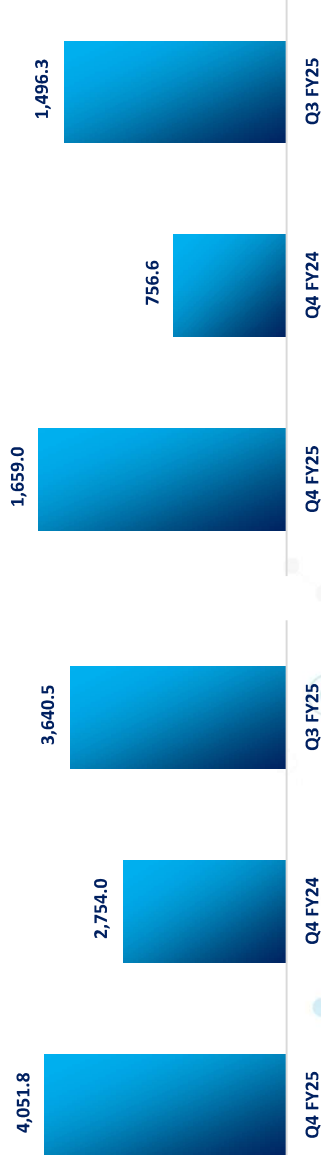


## FOCUS ON THE QUARTER: FINANCIAL SUMMARY

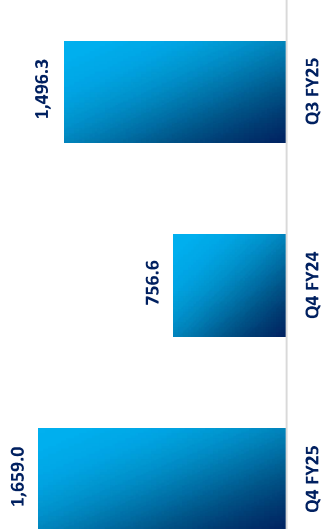
Particulars (INR Lakhs)	Q4 FY 2024-25 (Standalone)		
	Q4 FY25	Q4 FY24	YoY Growth
Total Income	8,914.5	5,743.2	55.2%
Gross Profit	4,051.8	2,754.0	47.1%
GP Margin	45.5%	48.0%	
EBITDA	1,659.0	756.6	119.3%
EBITDA Margin	18.6%	13.2%	
PAT	686.2	152.0	351.3%
PAT Margin	7.7%	2.6%	
			QoQ Growth
		7,598.8	17.3%
		3,640.5	11.3%
		47.9%	
		1,496.3	10.9%
		19.7%	
		496.6	38.2%
		6.5%	



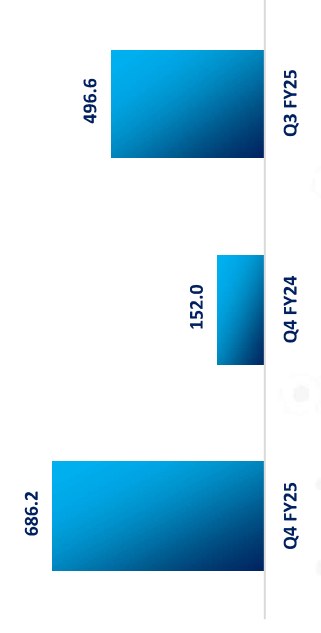
### Gross Profit in INR Lakhs



### EBITDA (INR Lakhs)



### PAT (INR Lakhs)



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## FOCUS ON THE QUARTER

- *Geo-Political Situations driving demand for Military platforms*
- *Strategic and Positive Changes Undertaken By Key Customer, Boeing*
- *Expansion of Customer Base and Domain*

- *Increased Contracts By Over INR 105 Crores.*
- *Open Strategic Agreement Balance At The End Of Q4 Over INR 2,750 Crores.*
- *Need For Rapid Growth In Resources and Deliverables*

- *Increased Delivery Performance*
- *Deliverables Grew by 31.5%*
- *Delivery Ratings, Consistent and High at 99.00%*
- *Rise in Deliverable Product Mix*

- *Threat of Tariffs and Impact Uncertain and Unknown*
- *Global Geo-political situation will continue to be a key factor*
- *People Employability and Productivity To Be Managed*

## WHAT THE FUTURE LOOKS LIKE

Long Term Strategic Vision With Commensurate Aggressive Tactical Execution, and Funding



### 2025

- Supply Chain Improvements, Initiate Automation, Bots, AI, and Enterprise Tools
- Reduce Direct Dependence on USG Government Contracts
- Increase Customer Pool and Domains to De-Risk Business and Investments
- Optimize OPEX Cost, Increase on CAPEX, Investment To Be Made
- Achieve ISO29993 & AS9110, CMMC V2.0

### 2026

- Diversify Competencies, Electro-Mechanicals, Backward Integration, Global Inorganic Growth and Invest Meaningfully in R&D
- Initiate the Rossell Operating System For Excellence (ROSE), Focus on Value Based Decisions, Visible Quality Culture
- Significant Operations With Enterprise Tools, For Efficiencies (Rossell V2.0), AI and Bots
- Achieve PAR 21 and PAR 145

### 2027

- Stabilize Inorganic Growth and Integrate the Enterprise
- Deploy ROSE across the Enterprise, Optimized Supply Chain and conduct Rossell Techsys Supplier Conference
- Initiate Formation of The Rossell Techsys Varsity, Initiate Industry – Academia Incubators
- Invest and Develop own product lines, Via TOT's or JVs
- Deepen geographic footprint

### 2028

- Initiate Robotics and AI Maturity
- Qualify and Certify own product lines
- Complete Excellence in Supply Chain
- Diversify Into Electrical . Electronic and Mechanical Engineering Services
- Consider Formation of Subsidiaries
- Continue to deepen geographic footprint

### 2029

- Industry 5.0+ Maturity, Highly Automated Enterprise
- Participate in development of Global Standards
- Supplier Development Maturity with JIT supply
- Win Business Excellence award at Global level
- Win Product Recognitions
- Sponsor Rossell Branded Major Global Events

*"To be the Engineering and Manufacturing Partner of choice for Global OEM's in Multiple Domains*

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*Thank You*



**ROSSELL TECHSYS LIMITED**