

इयं वरवालो वार

A newsletter by Apollo Micro Systems Ltd. | August 2020 | Issue 1

Happy 74th Independence Day from Apollo Micro Systems Limited

“Do we not realize that self respect
comes with self reliance?”

– A.P.J Abdul Kalam



AMS
apollo microsystems

SWAVALAMBAN IS SELF-RELIANCE

At Apollo Micro Systems becoming, making and enabling self reliance is entrenched in our business model. Since our inception, we have been delivering cutting edge technology solutions through innovation thus BECOMING a self-reliant company. As a key supplier of electronic and mechanical solutions to DRDO & Department of Space.

We are a key stakeholder in India's indigenous defence programmes. We empower our people and communities by ENABLING and empowering them through our human and social development initiatives.

"Swavalamban is our way of doing business"

KEY HIGHLIGHTS - Q1(FY2021)

Revenue

2,391 Lakhs

PBT

120 Lakhs

PAT

96 Lakhs

EBIDTA

637 Lakhs

EPS

0.46



From MD's Desk

Dear Stakeholders,

We take pleasure in releasing Q1 results (**FY 2021**) and first edition of News Letter "Swavalamban". The word "Swavalamban" means self-reliance. We intend to keep company stakeholders apprised of various events in the company, from time to time through this news-letter. It's a great pleasure to reach you through this medium henceforth. We believe this would bring us closer, in knowing us better.

As all of you are aware that your company works on Indigenous Defence projects for past 35 years. We invest an average of 8% of our revenues in Research & Development (R&D) projects. The recent announcements by Government of India (GoI) in promoting Indigenous systems under Make-in-India paves way for future growth of the company. Your company is preparing ground to achieve sustained turnover of Rs 1000 Crore by the fiscal year 2025 under mission "**Sahasra-2025**".

We welcome the decision of embargo on 101 items by Ministry of Defence (MoD) and Indigenisation of 108 items by Defence Research & Development Organisation (DRDO). These measures would not only bring opportunities for your company but also develop the eco-system for Defence business. These initiatives of Government would definitely catalyse the vision of the company.

We hereby congratulate Dr. G. Satheesh Reddy, Secretary Defence (R&D), Chairman DRDO on the occasion of extension of his tenure as Chairman DRDO.

I sign off on a note to appraise all our stakeholders that, our team is working relentlessly to meet the mission requirements of the customer even inspite of pandemic. Our R&D team worked remotely during lockdown period and we have conducted continuous design reviews of our projects through Video Conferencing. We also developed counter COVID related products like "Ultra Violet Baggage Disinfection Conveyor" and "SEVAK" a robot for hospitals during the lockdown period.

We wish you would enjoy our frequent announcements through release of our news-letter henceforth.

With Best Wishes,

Karunakar Reddy Baddam
Managing Director



8% of total revenue
invested in R & D



A track record
of developing
400+ Technologies



Total Human
Capital **300+**



Intellectual Human
Capital
(D & D Team) **150+**
design engineers
working in teams on
multiple technologies

EMBARGO ON 101 DEFENCE ITEMS

Considering “Atmanirbhar Bharat” as the basis, the Department of Military Affairs (DMA), Ministry of Defence (MoD) has prepared a list of 101 items for which there would be an embargo on the import beyond the timeline indicated against them. This is a big step towards self-reliance in defence. It also offers a great opportunity to the Indian defence industry to rise to the occasion to manufacture the items in the negative list by using their own design and development capabilities or adopting the technologies designed and developed by Defence Research and Development Organisation (DRDO) to meet the requirements of the Armed Forces in the coming years. With latest embargo on import of 101 items, it is estimated that contracts worth almost Rs 4.00 Lakh Crores will be placed upon the domestic industry within the next five to seven years. The embargo on imports is planned to be progressively implemented in between FY20 to FY24. The core idea is to assure the Indian defence industry about the anticipated requirements of the Armed Forces so that they are better prepared to realise the goal of indigenisation. The Indian Defence Industry were worried about the timing of the order book inspite of huge projections on hand this initiatives brings in a big relief to the Industry and would allow them to take bolder steps to get prepared for the big leap.

INDIGENISATION OF 108 SYSTEMS, SUBSYSTEMS

In response to the call made by Prime Minister for “Atmanirbhar Bharat”, DRDO has submitted a list of 108 Systems, subsystems for Local Industry manufacturing. This is yet another strategic decision to boost Indian Defence Industry. At a time where the industry is panic due to pandemic and growth of business due to socio-economic conditions, two back to back decisions by Gol and DRDO is a huge boost for the Indian Defence Industry. This initiative to list items for design, development and manufacturing by Indian industry is to strengthen indigenous defence production ecosystem. The significant announcement is that DRDO will not take up development of these 108 items but would provide support to the Indian industry to design, develop and manufacture these on requirement basis. All the requirements of these systems by DRDO, armed forces, and other security agencies can be met through development contracts or production orders on suitable note worth Indian industry. This would allow DRDO to focus on design and development of critical and advanced technologies

“SRIJAN” INDIGENISATION OF DEFENCE TECHNOLOGIES AS IMPORT SUBSTITUTION

Government of India has released a new portal through which it has called industry to indigenously develop various systems which are critical in nature and also as an import substitution. These items are listed in a special portal names [Srijandefence.gov.in](https://srijandefence.gov.in). This gives access to Indian Defence Industry for expressing their willingness to develop technologies and products for Indian Defence requirements. The portal also identifies the potential quantity requirement on YOY basis which gives a definite business projection for industry to develop those technologies. This is yet an another major step towards “Atmanirbhar Bharat”.

Apollo Micro Systems, welcomes the various back to back initiatives taken by Government of India in bringing sustained business opportunity to Indian Defence Industry. This is going to give a positive impact for our company and paves way for further growth of the company. It is time for Industry to work together for achieving Self-Reliance within the country and respond positively to the call given by Gol, for “Atmanirbhar Bharat”

“Jagoh India Jagoh Abhi Nahin tho Kabhi Nahin”

Advantages of Ultraviolet Germicidal Baggage Disinfectant Conveyor



Advantages

360 degrees of irradiation and disinfection

Short disinfection times

Material-friendly disinfection

Long lifespan of UV lamps

Highest safety standards

Chemical-free, dry disinfection

Independence Day Celebrations 2020



Covid_19 TESTING FOR AMS EMPLOYEES





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