



AIRFLOA RAIL TECHNOLOGY LIMITED

(Formerly known as Airflow Equipments India Pvt Ltd)

Date: 09.10.2026

To,

BSE Limited
Department of Listing Compliance,
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort, Mumbai - 400 001

Script Symbol: AIRFLOA
Scrip Code: 544516

Sub: Newspaper Publication Intimation

Dear Sir / Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith a copy of the newspaper publication *Business Standard* (English Version) dated 9th October 2026.

A copy of the same will also be uploaded on the Company's website at <https://airflow.co.in/> under the 'Investors' section in accordance with Regulation 46(2) of the SEBI (LODR) Regulations, 2015.

Kindly acknowledge and take the same on records.

Thanking you,

Yours faithfully,
For Airfloa Rail Technology Limited

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by
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Haraprasad Rout
Company Secretary and Compliance Officer

No.9, Chelliamman Koll Street, Keelkatalai, Chennai - 600117

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INDIA'S SME GROWTH STORY BY



BS BRAND CONNECT

YOU MAY KNOW VANDE BHARAT FOR ITS JOURNEY, WE TAKE PRIDE IN BEING PART OF WHAT MAKES THAT JOURNEY EXCEPTIONAL.

You may not know the Airfloa name, but you have probably experienced its work. From Vande Bharat and metro systems to aerospace and defence programmes, the Chennai based engineering company has steadily expanded its capabilities over more than two decades. Now, with a growing order book, expanding manufacturing capacity and a new defence joint venture, Airfloa is entering its next phase of growth. What is driving that transition and where does the company go from here?



Q: You started Airfloa as a small engineering company. How would you describe the journey from where you began in 1998 to becoming a listed company today?

CHAIRMAN: We started our journey in 1998, with a focus on engineering and manufacturing for the railway sector. Over the years, we steadily expanded our capabilities from components to railway interiors and turnkey solutions, and subsequently into aerospace and defence. What began as a focused engineering business has evolved into an integrated engineering and manufacturing platform serving major programmes across the railway, aerospace and defence sectors. The journey has been built step by step strengthening our design and manufacturing capabilities, expanding our customer base, entering new segments and investing in capacity built up. Today, Airfloa has reached another important milestone as a listed company on the BSE SME platform. For us, the listing is not the destination; it is a platform for the next phase of growth, greater scale and broader opportunities. From where we started in 1998 to where we are today, the journey has been about building capabilities first and scale next.

Q: You may not know the Airfloa name, but if you have travelled on a Vande Bharat, there is a good chance you have experienced its work. What exactly does Airfloa do?

CHAIRMAN: We operate across three interconnected engineering areas. We manufacture high precision forged and machined rolling stock components, execute turnkey interior furnishing systems for passenger coaches and metro platforms, and produce complex, mission critical components for aerospace and defence programmes. What brings these capabilities together is our integrated engineering approach. Design, tooling, material development, manufacturing, finishing, assembly, installation and commissioning are handled in-house. We are also an approved supplier within highly regulated ecosystems, where qualification and execution capability are critical.

Q: Can you point to something an Indian passenger may have travelled in without ever knowing Airfloa was behind it?

CHAIRMAN: Quite possibly a Vande Bharat. We supplied advanced seating and interior modules for Train 18. Our work also includes Amrit Bharat interiors, the Vistadome where we designed and developed India's first continuous window coach and RRTS trains for NCRTC, where we supplied seating, access doors and luggage racks. We have also delivered interior and structural modules for Kolkata Metro, sidewalls, windows and interiors for Agra Kanpur Metro, AC EMU interiors and aluminium panelling, and turnkey interiors for 97 coaches in Sri Lanka through RITES.

Q: You started as a component manufacturer. What made you move from supplying parts to delivering complete turnkey interior systems?

CHAIRMAN: The railway industry increasingly requires partners who can take responsibility for an entire system rather than only an individual component. Our engineering capabilities developed progressively from components and manufacturing into design, tooling, interiors, assembly and installation. Turnkey execution allows us to integrate these capabilities and take responsibility for the complete delivery, from engineering through commissioning.

That evolution has also helped us deepen our relationships with existing customers and participate in larger and more complex programmes.

Q: FY26 was a significant year for Airfloa. Revenue from operations reached ₹319.6 crore. What changed inside the business to enable that growth?

CHAIRMAN: Revenue from operations grew from ₹192.4 crore in FY25 to ₹319.6 crore in FY26, representing 66% growth. Profit after tax increased by 52%. The second half was particularly strong, with ₹229.1 crore of revenue compared with ₹107.3 crore in H2 FY25. For us, the important point is that the growth reflects increased execution capacity and the ability to deliver larger programmes. It was not simply a spread of the same level of activity across the year.

Q: Growth is impressive, but margins came down. Is the growth costing you?

CHAIRMAN: Both things are true, and I would not dress it up. EBITDA margin was 20.1% in FY26 compared with 25.1% in FY25 and 26.2% in FY24. PAT margin was 12.2% compared with 13.4% in FY25. Our approach is disciplined contracting. We want to focus on projects where we can protect margins and prioritise profitability rather than pursue aggressive top line growth at any cost. For FY27, our guidance is built around PAT margins of 12–13%. So we are looking to sustain disciplined profitability while continuing to grow.

Q: Your order book stands at ₹469 crore. What gives you visibility for the next phase of growth?

CHAIRMAN: Our unexecuted order book stood at ₹469 crore at the end of March, broadly in line with the previous year. During FY26, order inflow increased to ₹380 crore from ₹329 crore. Railway tendering is inherently lumpy. We participate in tenders on a daily basis, and the timing of order wins can vary. Going forward, we see opportunities across Indian Railways and metro projects, exports, aerospace and defence, along with emerging sectors.

Q: Your customer mix has changed significantly. Government revenue was 65% earlier, while private revenue has grown sharply. What is driving that shift?

CHAIRMAN: We look at it as addition rather than substitution. Government revenue remained broadly stable, increasing from ₹124.2 crore in FY25 to ₹128.6 crore in FY26. At the same time, private revenue increased from ₹68.2 crore to ₹191 crore. So we have added another layer of business without losing the institutional relationships we have built over the years. By sector, railways contributed ₹228.9 crore, or 72% of FY26 revenue, while aerospace, defence and other businesses contributed ₹90.8 crore.

Q: What does Airfloa bring to a project that a conventional component supplier cannot?

CHAIRMAN: Our advantage is the integration of capabilities. We can take a requirement through engineering and design, tooling, material development, manufacturing, finishing, assembly, installation and commissioning. This gives us greater control over quality, delivery and system integration. It also enables us to move from individual components to larger turnkey programmes.

Q: Now comes the unexpected part of the story. Why is a company known for railway interiors entering electronic warfare and autonomous defence systems?

CHAIRMAN: Our entry into defence is an extension of capabilities we have been developing over several years. We have entered into a 51:49 joint venture with Big Bang Boom Solutions, where Airfloa is the majority and manufacturing partner, while Big Bang Boom Solutions contributes technology and research capabilities. The objective is to industrialise next generation defence technologies — taking technologies that work in the laboratory and making them repeatable and scalable for production. The scope includes electronic warfare systems, AI driven autonomous defence platforms, high precision defence components, advanced materials, nanotechnology products and end to end system integration and testing. Commercialisation is targeted for mid FY27.

Q: A railway interiors company moving into advanced defence technology will naturally raise questions. Why should the market believe Airfloa can make that transition?

CHAIRMAN: Because the transition is supported by work we have already carried out and by the approvals and certifications we hold. We have held AS9100D and ISO 9001 certifications since 2015 and IRIS certification, ISO/TS 22163, since 2017. We are an approved vendor to Hindustan Aeronautics Limited, CVRDE and Defence Avionics Research, and an approved supplier to Indian Railways through IREPS. Our delivered work includes AMCA ground simulators for the Aeronautical Development Agency, Jaguar cockpit work at HAL Bangalore, hull assembly for the T90 at the Heavy Vehicles Factory in Avadi.

Q: Your receivables are a significant number relative to revenue. How are you addressing the cash conversion challenge?

CHAIRMAN: It is a number that deserves attention. During the year, debtor days, inventory days and the cash conversion cycle all came down, while net debt to equity reduced significantly. As presented in our FY26 investor presentation, 20% of FY26 receivables had been collected, with 50–60% of the outstanding balance expected to be collected by the end of June. Improving cash generation is an important operational priority for us, supported by faster working capital rotation and fresh fund infusion.

Q: Your plants are already operating at around 90% utilisation. How do you scale without compromising delivery, quality or margins?

CHAIRMAN: Our five manufacturing units were operating at approximately 90% utilisation in FY26, compared with 85% the previous year. The next phase is about capacity, automation and operational efficiency. We are adding machinery and developing a larger facility that can consolidate several operations under one roof. At the same time, we are focused on throughput planning, supply chain scheduling, digital engineering and lean practices to improve precision and reduce lead times.

Q: What is Airfloa building today that could become a meaningful business in the coming years?

CHAIRMAN: We are working on expanding our offerings across seating systems, interiors and composites based solutions, while introducing additional component lines to existing customers and strengthening export outreach. We also want to broaden our sector mix through aerospace and defence, including the operationalisation of the defence joint venture. The objective is to create multiple growth engines while continuing to build on our core railway engineering capabilities.

Q: If we come back to you a year from now, what will you want Airfloa to have proved?

CHAIRMAN: We want to demonstrate that we can scale while maintaining disciplined profitability and execution. For FY27, our objective is ₹500 crore of revenue with PAT margins of 12–13%. We also intend to introduce at least two new railway products every year so that the order book continues to renew. Beyond organic growth, we see opportunities for strategic inorganic expansion, while our defence joint venture moves towards commercialisation. Ultimately, the objective is to build Airfloa into a broader engineering and manufacturing platform - with rail at its core and aerospace and defence providing additional avenues for growth.



WHAT KEEPS AIRFLOA ON TRACK? FY 2025 26

Question	Airfloa's Performance
Revenue	₹ 319.60 Crores
Profit for the year	₹39.15 Crores
Earnings Per Share (EPS)	₹18.67
Net Profit Margin	12.25%
Networth	₹236.78 Crores
Current Leverage (Debt - Equity)	0.29 times
Current Ratio	2.12 times
Cash and Bank Balances	13.08 Crores
Order Pipeline	₹469 Crores

Airfloa Rail Technology Limited successfully listed on the BSE SME platform on 18 September 2025, raising ₹91.10 crore through its IPO. The funds are being utilised for machinery and equipment, repayment of borrowings, working capital requirements and general corporate purposes.



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