

Indian Industry Environment

In India competition is increasing due to entrance of new players and models, however, China made Security products are still not allowed in India which poses high growth potential to local players

X-Ray Baggage Inspection Systems (XBIS) Evolution In India

9/11 Last 3 Years

- The first ever XBIS was introduced in India around 9/11 and since then the market has been growing due to the govt. mandate of installing at all critical locations
- Before the beginning of 2018, XBIS was imported, Sold and Serviced.

 Past 3 years, popularity increased because local manufacturers started importing CKD units from China for machine assembling.
- None of the non-Chinese countries have been able to set up a local manufacturing unit other than Rapiscan (though it's flip flops between India & Malaysia imports)

FY 2026

FY22

Financial Performance



■ 100% Make in India

XBIS REVENUES, INR MILLIONS

= 100% Import

= 35% MII + 65% Import

EQUIPMENT SALE PRICE, INR MILLIONS

XBIS- 100100 SV

■ DOM



Customs and Prisons declared compulsory procurement of full body scanners. Till now, only 2 FBS have been installed in India, while India needs at least 250 FBS in the next 3 years

X-Ray Baggag

Scanners

Market Opportunity

India And Asian Region



Many Airports will be upgrading their XBIS, New Metro Stations and approx. 3,000 Railways stations is expected to install XBIS system in the next 3 years

USD 5

Million

Most of the Neighboring Countries and Far East , including Middle east are growing markets.

India has opportunity to manufacture and become a center supplier to all these countries and positioned itself as an alternative to China

Solutions To Current Problem



PROBLEMS-STATEMENT

Non - Availability of latest Technologies under "Make In India" Policy

- Indian budget of MFDIS (Modernization for Defense and Internal Security) is ~\$3.2 Billion for the period of <u>2021-2026</u> under Make In India Policy
- . Latest Technology and developments are not available in India which need to import or partner from foreign OEM's
- Time is of essence

SOLUTION-APPROACH

- Bring right technology partner that fits in a Price Sensitive Indian market is the immediate mantra for success
- Our Brazilian Partner is one of the top 4 global companies that makes the Full Body Scanner and Container Scanners
- . Localization of these products in country will get huge profit margin.
- . India is going to be the next biggest buyer of these machines for upgrading Internal Security Systems
- Setting up Indian Manufacturing/Assembling unit will give an <u>early mover advantage</u> along with the pride of introducing state of art technology in India.

FY22 FY23 FY24 FY25 FY26 FY27 FY28 FY29 FY30 FY31 FY32 CONTAINER, FULL BODY SCANNER & ATRS (ONLY MII) REVENUES, INR MILLIONS FY22 = Container & Full Body Scanner (Imported) = ATRS (Only MII) FY23 FY24 FY25



ore Cus

Scaling up ore Customization

tation and Customization such as age and more features to suit India.

TISD 45 BSF, Customs and Ports Operators are

on Scanners in the next 3 years

expected to install these Container

- Improve on SCM
- Locking In of Specifications suitable to us at all govt. tenders

Assembly Unit Localization

- Setting up a Manufacturing/Assembling unit to be set up thus taking benefits of "Make in India" policy
- Local Vendors have been identified for immediate start of assembling

Build Effective Organization

Key Operational Areas

- Operational Challenges that any Growing Organization have at initial stage
- Customer Relationship
- Profitability
- . Effective account mapping
- Automation of Processes in organization



