

September 23, 2022

The Manager
Listing Department
BSE Limited
Phirozee Jeejeebhoy Tower,
Dalal Street
Mumbai 400 001
BSE Scrip Code: 532395

The Manager
Listing Department
The National Stock Exchange of India Limited
Exchange Plaza, 5 Floor, Plot C/1, G Block
Bandra – Kurla Complex, Bandra(E),
Mumbai 400 051
NSE Symbol: AXISCADES

Dear Sir,

Sub.: Investor Presentation- AXISCADES Corporate Overview & Update - September 2022

Please find attached the investor's presentation on Corporate Overview & Update of AXISCADES Technologies Limited (AXISCADES).

Kindly upload presentation to the terminals.

Thanking you

Yours faithfully,

For **AXISCADES Technologies Limited**

Sonal Dudani
Company Secretary & Compliance Officer

Encl.: A/a

AXISCADES Technologies Limited

(formerly AXISCADES Engineering Technologies Limited)

CIN No.: L72200KA1990PLC084435

AXISCADES

Corporate Overview & Update

September 2022



AXISCADES

Inspired Solutions. By Design

Disclaimer

Certain statements in this communication may be considered as ‘forward looking statements’ within the meaning of applicable laws and regulations. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. Important developments that could affect the Company’s operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labour relations.

AXISCADES Technologies Limited (ACTL) will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

1. Corporate Overview

2. Leadership Story

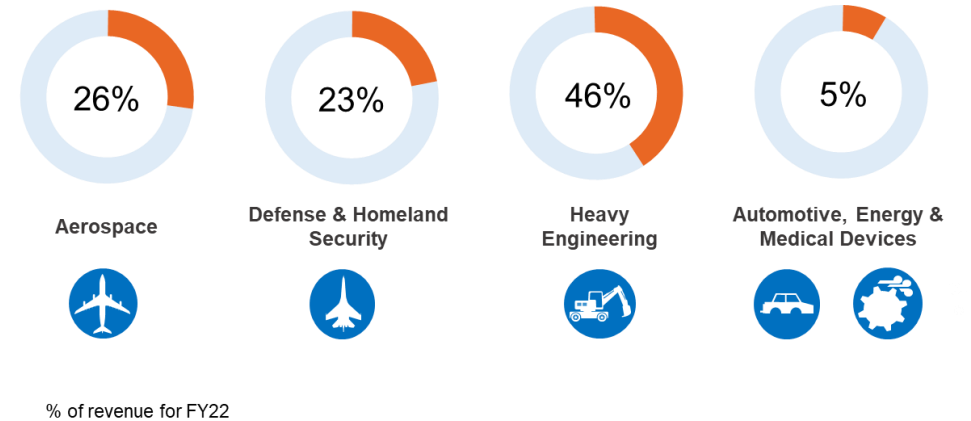
3. Growth Strategies

4. Audited Financials FY22

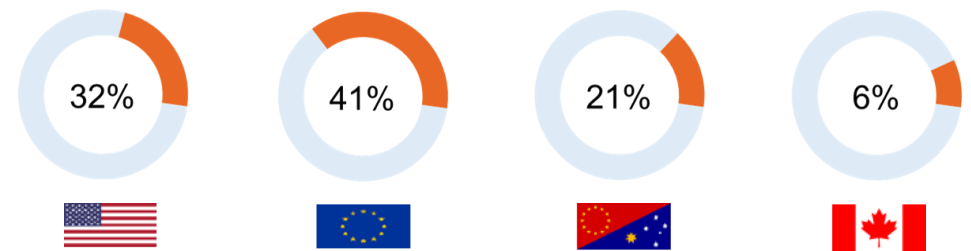
Digital-First Engineering Company in Product Development Space

- AXISCADES is a **Global Technology Company** in the ER&D space focused on niche markets with high-end capabilities in:
 - Digital Transformation suite
 - Embedded Systems
 - Data Analytics
 - Data Science
 - Artificial Intelligence and Machine Learning
- AXISCADES covers the **full life-cycle of ER&D projects** from requirement specifications and design to industrialization process implementation, fulfilling high performance requirements and ensuring reliability of complex technical digital products.
- A truly **Global presence** serving a **diversified portfolio of loyal clients**, who are leaders in their markets.
- The company owns 17 offices and operated mainly in **India, Europe and North America**

Sales breakdown per Industry

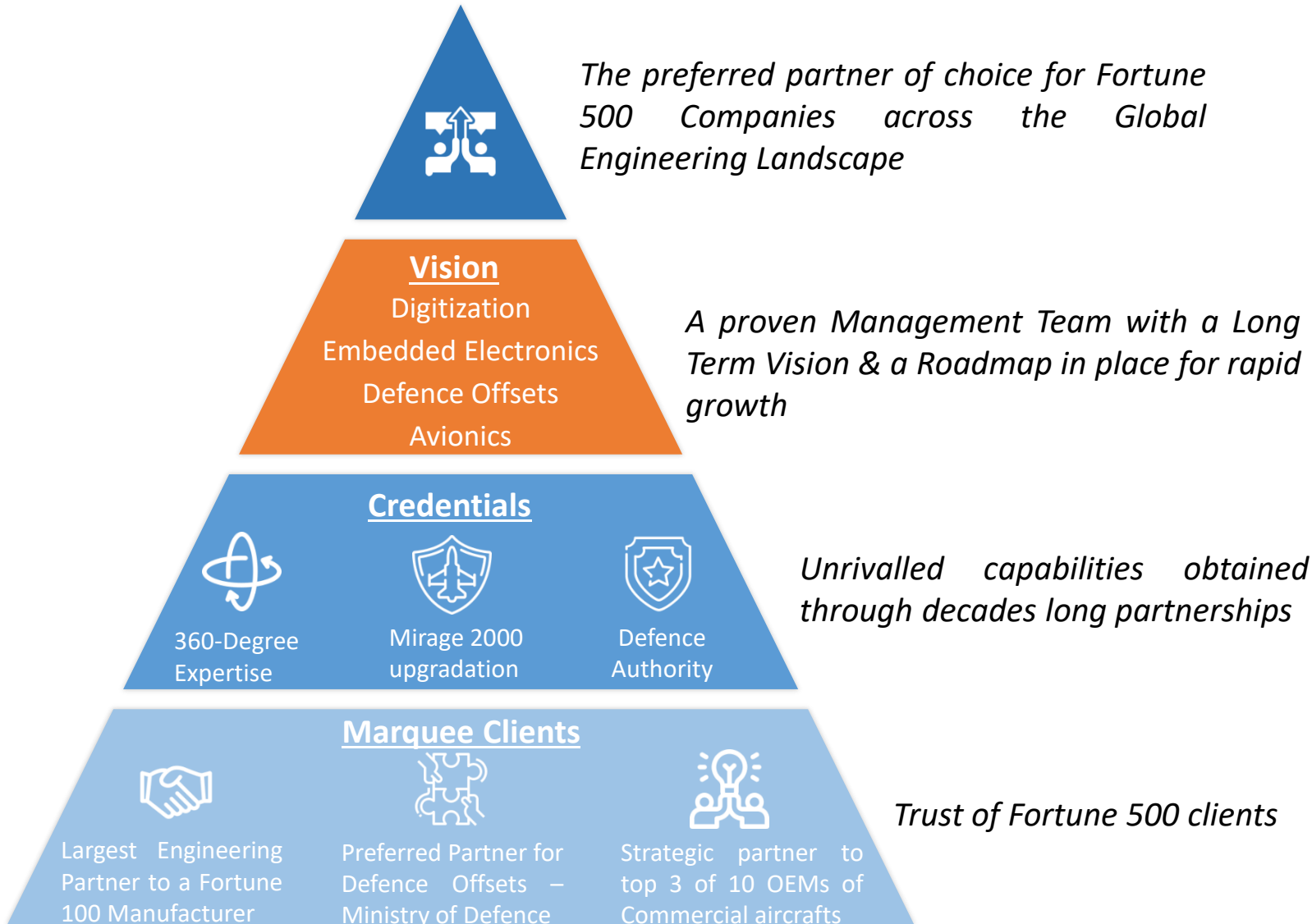


Sales breakdown per Geography



A partner of Choice for Global Engineering Companies

A Digital Enabler with Marquee Clientele & strong credentials across the ERD segment



Infrastructure in place for success

-  Partner of Choice for Fortune 500 Engineering Companies
-  360-degree-expertise across ERD sector
-  Unrivalled barriers to entry in the Defence Space
-  Digitization enabler for Engineering Services
-  Transferability of Skillsets to diversify clientele
-  Exceptionally Qualified Management
-  Clarity of Goals & a Roadmap in place

End to End Engineering Solutions Provider

360 Degree offerings to cater to IT solutions across Defence, Aerospace, & Heavy Engineering Sectors

Product Design & Definition

- 3D CAD Modeling & Detailing
- Packaging – Plastics, Sheet Metal
- DFM / DFX / FMEA Studies
- Design Automation

Embedded Electronics

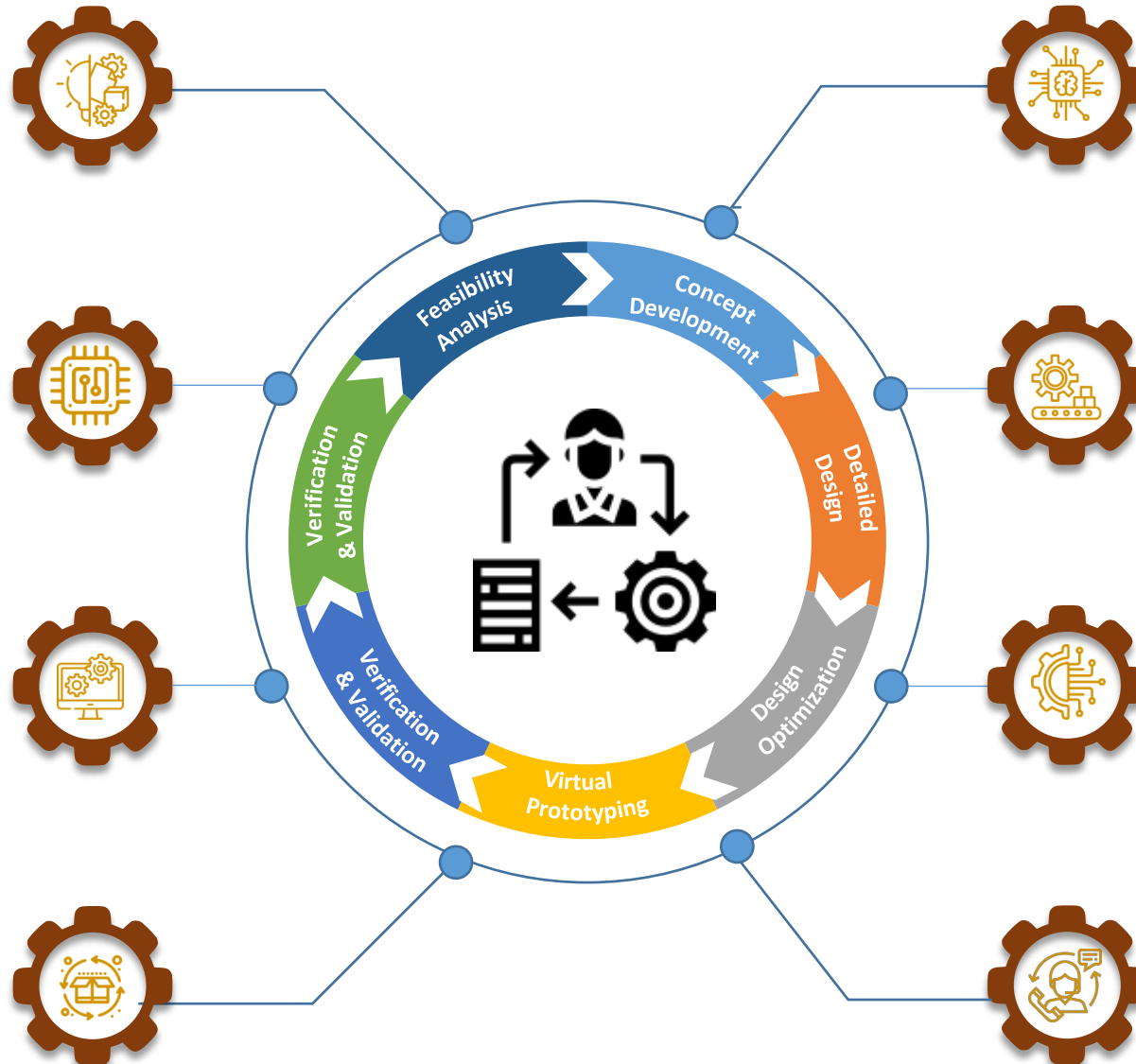
- Firmware Development
- Hardware Engineering
- Application S/W & Mobile Apps
- V&V and Testing
- IoT Analytics, AI, Advanced Analytics

Systems Installation

- Harness Layout Design & Installation
- System Integration & Validation
- Flammability Reports
- Mechanical / Electrical Routings
- Design Automation

PLM & Engineering IT

- PLM – Implementation & Integration
- CAX Packages
- Enhancement & Maintenance
- Custom Engineering Application Development & Maintenance



Engineering Analysis

- Structural Analysis – Linear & Non-linear, Thermal & Electromechanical Coupled Analysis
- CFD, Multi Body Dynamics & Kinematics Studies
- Optimization – Light Weighting

Manufacturing Engineering

- Virtual Manufacturing & Facility Layout Design
- Prototyping & Manufacturing Support
- Non-Conformance Engineering (Concessions)
- Tool & Mold Design
- Supply Chain Management

Digital Engineering

- IIOT & Industry 4.0 solutions
- AI / ML based solutions
- Application Development
- Industrial Automation
- Advanced analytics

After Sales Support

- Technical Publication
- Structural Repair & Modifications
- Upgradation & Life Extension
- Platform Migration
- Reverse Engineering
- Engineering Change Management

Aerospace Capabilities

Embedded Electronics & Avionics:

Flight Control Systems | Navigation & Surveillance | Communications | In-Flight Entertainment | Displays | Simulators / Test Rigs | Design & Development - S/W & H/W | Manufacturing support | Verification & Validation |

Wings & Empennage

Design & Development | Manufacturing support | Customer support |

Doors: Structure & Surrounds of Pax & Cargo doors

Design & Development | Manufacturing support | Customer support |

Control Surfaces: Flaps |

Ailerons | Spoilers |

Rudder | Elevator |

LEVCON | Stubwing

Design | Development | Modification

Systems: ESI & MSI for Fuselage, Wings & Control surfaces

Design | Installation | Tubing & Plumbing
Electrical Harnessing & Routing |

Belly fairing structure

Engines

Design & Analysis | Tooling | Aerodynamic Studies

Fuselage: Shells, Pax & Cargo floor grids

Design & Development | Manufacturing support | Customer support | SRM

Interiors: Monuments | Cabin

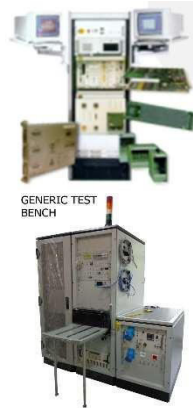
Design & Development | Installation | End to End Product Engineering



Helping build Defence equipment for Fortune 500 companies

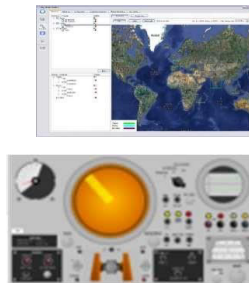
ATEs & Testing

- ATEs and Interface Adapters
- Test Program Set Software
- Electronics and Mechanicals
- Design, Procurement and Production
- Industrial Automation and Controls



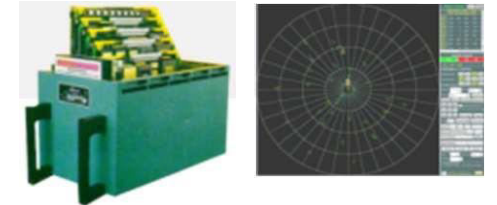
Systems & Simulation

- Systems Software, RTOS
- Domain specific applications
- Simulators – CREWS, ARTS, RADAR, RFSS
- Embedded Software, Drivers
- Multiple Languages, OS, Platforms



EW/Avionics

- Mission Computers, Display Processors
- Digital Engine Control Unit
- EW Systems, Radar Data Processing and Microwave
- sign and Production



GSE/GHE - Design, Manufacturing

- Mechanical Design
- 3D Model, 2D Drawing
- Manufacturing through Ecosystem
- Inspection and Quality Control
- Qualification and Certification



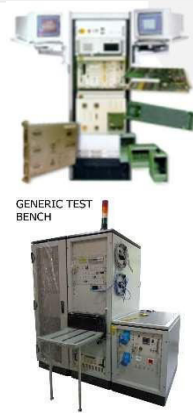
*First choice partner for
Defence Programs*

Offset Partner - Defence Capabilities

Helping build Defence equipment for Fortune 500 companies

Automatic Test Equipment & Testing

- ATEs and Interface Adapters
- Test Program Set Software
- Electronics and Mechanicals
- Design, Procurement and Production
- Industrial Automation and Controls



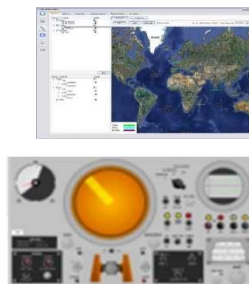
Electronic Warfare/Avionics

- Drones
- Mission Computers, Display Processors
- Digital Engine Control Unit
- EW Systems, Radar Data Processing and Microwave
- Design and Production



Systems & Simulation

- Systems Software, RTOS
- Domain specific applications
- Simulators – CREWS, ARTS, RADAR, RFSS
- Embedded Software, Drivers
- Multiple Languages, OS, Platforms



GSE/GHE - Design, Manufacturing

- Mechanical Design
- 3D Model, 2D Drawing
- Manufacturing through Ecosystem
- Inspection and Quality Control
- Qualification and Certification



Heavy Engineering Capabilities

360-degree capability enhancement by virtue of working for a Fortune 100 Heavy Engineering Company

Product Design & Definition

- Concept Design, Detailing & Layout DFMA / DFMEA
- Design Automation
- Benchmarking & Localization Studies
- Continuous Product Development
- Value Engineering



Embedded and Electronics

- Telematics & ADAS Infotainment
- Body & Chassis Electronics
- In Vehicle Networking
- Diagnostics / AUTOSAR
- Active Safety



Manufacturing Engineering Services

- Digital Manufacturing
- Process Planning
- Smart Process Automation
- MES/MOM implementation
- Jigs, Fixtures, etc.



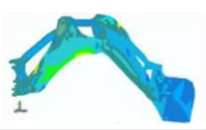
Product Lifecycle Management

- Engineering Software Development
- Teamcenter Customization
- Legacy Application Migration
- Engineering application development & maintenance



Engineering Analysis & Certification

- Analysis (Static, Linear, Non-Linear, Dynamic, Fatigue, Durability, Impact, CFD)
- Design Verification
- Optimization



Mechanical & Electrical System Installation

- Harness Installation System Integration
- Mechanical / Electrical Routings
- Tubing & Piping Hydraulics & Drivelines
- Large Fabrications



After Sales Product Support Services

- VAVE
- Localization
- Reliability & Life Extension Failure and Fatigue Analysis
- Warranty Analysis
- After Market Part Design



Technical Publications

- Manuals (Maintenance, Service, Operator, Installation Guides) AMM, IPC, CMM, IPL, etc
- Interactive Training Material



Automotive Capabilities

In a short span of time, AXISCADES has developed competency across full suite of automotive offerings

Product Design & Definition

- System Engineering
- DFMA / DFMEA
- Configuration & Assembly
- Continuous Product Development
- Value Engineering



Engineering Analysis & Certification

- Analysis (Static, Linear, Non-Linear, Dynamic, Fatigue, Durability, Impact, Thermal, CFD)
- Design Verification
- Homologation
- Certification



Manufacturing Engineering Services

- Digital Manufacturing
- Prototyping
- Tool Design
- CNC Programming
- Jigs, Fixtures etc



Product Lifecycle Management

- Engineering Software development
- Teamcenter Customization
- Legacy Application Migration
- Engineering application development & maintenance
- Support for Digital Initiatives



Embedded and Electronics

- Infotainment & Telematics
- ADAS
- Safety systems
- In Vehicle Networking
- Diagnostics
- Power and Battery Management



Mechanical & Electrical System Installation

- Harness Installation
- System Integration
- Validation
- Mechanical / Electrical Routings



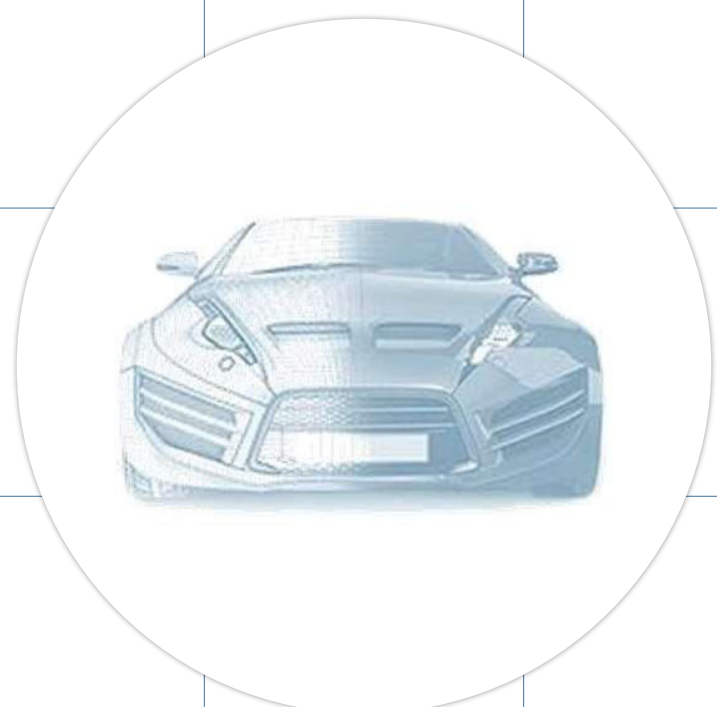
After Sales Product Support

- VAVE
- Localization
- Warranty Analysis
- Reliability & Life Extension
- Failure and Fatigue Analysis
- Accessories Development



Technical Publications

- Manuals (Maintenance, Service, Operator, Installation & Setup Guides)
- AMM, IPC, CMM, IPL, etc.



Embedded Software

ACES
Digital Cockpit
Telematics
Autosar
HMI Dev / Test

Digital

Industry 4.0
Digital Twin, AR/VR
IIOT
PLM,
Agile, DevOps





















Avionics

Flight control systems
Navigation & Surveillance
Simulators
In Flight Entertainment
Test Rigs

Emerging Technologies

Metaverse
Web 3.0
NFTs
Blockchain
Deep Tech

AXISCADES Milestones

	2008	2009	2011	2013	2015	2017	2019	2021	
Global Presence	 Leicestershire  Bengaluru	 Hamburg  Toulouse  Hyderabad  Montreal	 Wuxi City		 Copenhagen  Donauworth	 Columbus, Indiana  Tucson, Arizona  Augsburg	 Greenville, South Carolina		
Solutions	Product Design		Embedded & Electronics Systems Installation PLM & Engineering IT		Technical Publication	Engineering Analysis & Certification Manufacturing Engineering Services After Sales Product Support Services		Embedded Systems	
Perimeter	<p>2008: AAT acquires majority stake in Axis-IT&T, a 20 y.o. public listed company in ISE; focus on Automotive & Heavy Engineering solutions Acquisition Raaga Associates</p>   	<p>2009: Axis-IT&T acquires majority stake in CADES. Niche Automotive, Aerospace & Defence ER&D provider.</p> 	<p>2013: CADES acquires 76% stake in STUDEC Technologies India Pvt Ltd</p> 	<p>2014: Merger of AAT, Axis IT&T and CADES into one brand: AXISCADES</p> 	<p>2017: Acquisition of Mistral Solutions with expertise in Embedded Systems</p> 				

1. Corporate Overview

2. Leadership Story

3. Growth Strategies

4. Audited Financials FY22

Board of Directors composed of Leaders with deep Industry & Geography Experience



David Bradley
Chairman & NED
Ex CEO Assystem
Technologies



Arun Krishnamurthi
CEO & MD
Ex. Tata Technologies,
Wipro



Sharadhi Babu
Non-Executive Director
CEO & MD, ACAT, Ex Indian
Airforce



Sudhakar Gande
Non-Executive Director
CEO, Jupiter Capital



David Walker
Non-Executive Director
CEO, Astra Consulting



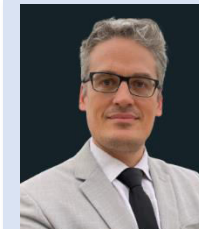
DR Dogra
Independent Director
Ex CEO & MD, CARE



Mrs. Mariam Mathew
Independent Director
Ex Wipro, Cyient, CMC



Dhiraj Mathur
Independent Director
Indian Administrative
Service (Retd)



David Abikzir
Non-Executive Director
Investment Director,
Jupiter Capital

AXISCADES Leaders with deep track record on ER&D & Technology



Arun Krishnamurthi – CEO & MD

- Three decades of experience
- A transformational executive business leader with experience across multiple industry verticals and service areas.
- Ex. Tata Technologies, London (President Europe), Wipro, London (Sr. Vice President)



Sharadhi Babu – CEO & MD - ACAT

- Aeronautical Engineer, a Software Professional and an Entrepreneur with 25+ years of industry experience.
- Sharadhi has served as an Aeronautical Engineering Officer in the Indian Air Force.



Shashidhar SK – Chief Financial Officer

- 25+ yrs of experience in corporate finance and secretarial field
- Ex. StoveKraft Ltd (CFO, CS and Compliance officer) Tata Advanced Materials Ltd (CFO & CS), WaterHealth India (CFO)
- Bachelor's degree in commerce from Bangalore University, CGMA & FCMA by CIMA,UK, AICPA USA, Fellow member of the ICSI & ICAI



Ajay Sarin – CEO - AXISCADES Inc

- Two decades of experience in Sales, Strategic and Business development
- Ex. Altran, Rolta, Autodesk, ESRI and Trimble



Jayakrishna Sriram – Chief Digital Officer

- Leads Business Development, CoEs and Operations of the Digital Solutions Business Unit
- Collaborates with Global Account leaders for proliferations of our Digital Solutions Portfolio for growth
- Ex. AKZO Nobel, Cyient and Tata Technologies



Abhay Sharma – Vice President –Aerospace, Europe

- Two decades of experience
- Ex. Tech Mahindra, HAL







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3. Growth Strategies

4. Audited Financials FY22

The Management growth strategy rests on three pillars : Going Digital, Sector Diversification, Client Diversification

	 Digital Transformation	 Sector Diversification	 Client Diversification
 <p>Why?</p>	<ul style="list-style-type: none"> • Be a thought leader for our customers • Differentiate through Digital & Innovation • Automation and productivity improvements 	<ul style="list-style-type: none"> • Reduce dependence on any one vertical thus reducing seasonality • Present Skill sets of employees are transferrable to other sectors 	<ul style="list-style-type: none"> • Work with marquee logos & the best in the industry • Increase geographical presence and coverage • Increase the number of strategic clients
 <p>How?</p>	<ul style="list-style-type: none"> • Embedded Electronics • Avionics • Digital 	<ul style="list-style-type: none"> • Focus on Product Lifecycle Management, which is similar across all industries • Key focus areas across identified sectors <ul style="list-style-type: none"> – Auto – Connected and ADAS – Aero – Avionics and smart automation – Energy – Smart Grid, Efficient Generation – Medical Devices –Automation 	<ul style="list-style-type: none"> • Provide products & platforms to customer in similar verticals • Industry best practices that can be localized to a specific clients requirement
 <p>Traction?</p>	<ul style="list-style-type: none"> • For a Heavy Engineering client, we are working on Autonomous Vehicle Technology which contains a significant amount of embedded electronics 	<ul style="list-style-type: none"> • Onboarded Auto as a sector by leveraging Heavy Engineering capabilities • Onboarded one of the world's largest Energy tier 1 services company 	<ul style="list-style-type: none"> • AXISCADES has utilized its “Design Authority” credentials to make inroads into subsidiaries of an existing European client and is in the process of on-boarding a new client in the defence sector

New Emerging Opportunities pursued by AXISCADES

Sectors	Automotive 	Medical Devices 	Aerospace 	Naval & Defence 	Energy 	Others 
AXISCADES Digital Positioning	<ul style="list-style-type: none"> ▪ Electric vehicles ▪ Autonomous transport ▪ Use of collected data 	<ul style="list-style-type: none"> ▪ E-health ▪ Combined product – medical device & drug 	<ul style="list-style-type: none"> ▪ Major civil aviation programs ▪ Ramp up & industry 4.0 ▪ Launch cost reduction 	<ul style="list-style-type: none"> ▪ Vessel of the future ▪ Military drone ▪ Cybersecurity 	<ul style="list-style-type: none"> ▪ Energy transition ▪ Digital & smart networks ▪ Resource scarcity 	<ul style="list-style-type: none"> ▪ Smart city ▪ AI, robotics ▪ Automation ▪ Modernization of industrial tools

Synergies with Mistral Integration

Mistral is a leader in Product Engineering space with strong Embedded System capabilities

PRODUCT ENGINEERING

AEROSPACE & DEFENSE

HOMELAND SECURITY

HARDWARE DESIGN

FPGA / VLSI

RF / ANTENNA DESIGN

MECH. & ELEC. CAD

SOFTWARE DEVELOPMENT

APPLICATION DEVELOPMENT

SYSTEM ENGINEERING

IP AND MODULES

TESTING AND VALIDATION

PRODUCTION

ENGINEERING SERVICES / SKILLSET



SME Awards 2020



Defense Technology Absorption Award 2017



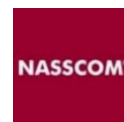
STPI Karnataka IT Exports 2012



EDN Winner of Hot 100 Products 2011



Red Herring 100 Award 2008



Winner of Innovation Award 2008



India SME 100 Awards 2017



FedEx IBL Award 2010



UBM ACE Awards 2012



NASSCOM Winner of Innovation Award 2007



Global Services 100 2008

Mistral acquisition has strengthened AXISCADES strategic positioning on various growth levers

Overview of AXISCADES strategy on various Growth Levers

Capabilities

- **Strong product engineering capabilities in Embedded Software** (ACES, Digital Cockpit, Telematics, Autosar and HMI Dev/test) & **Avionics** (Flight control systems, Navigation & Surveillance, Simulators, In Flight Entertainment & Test Rigs)
- **Leveraging Defence capabilities** in Radar Systems, Sonar Systems, Electronic Warfare, Telemetry Solutions, Naval Systems and Airborne Systems

Client Relationships

- Building credentials and teams around a limited set of industries and skills (embedded systems) to stay focused.
- Strong relationships with some historical clients in Aerospace, Heavy Engineering & Homeland Security.
- Strong entrepreneurship mindset with managers fully dedicated to business development

Industry Coverage

- Currently focused on Aerospace, Heavy Engineering & Homeland Security sectors.
- Growth by increasing revenues in other industries leveraging embedded system know-how: Automotive, healthcare, energy



Geographic Expansion

- Focus on Europe and USA
- Opened a new Centre of Research in Saint Nazaire (France)
- Acquisition focus in Automotive sector (Germany)

Functional Expertise Expansion

- Currently focused on embedded systems conception.
- Growth by expanding to new topics (increase share of work packages)

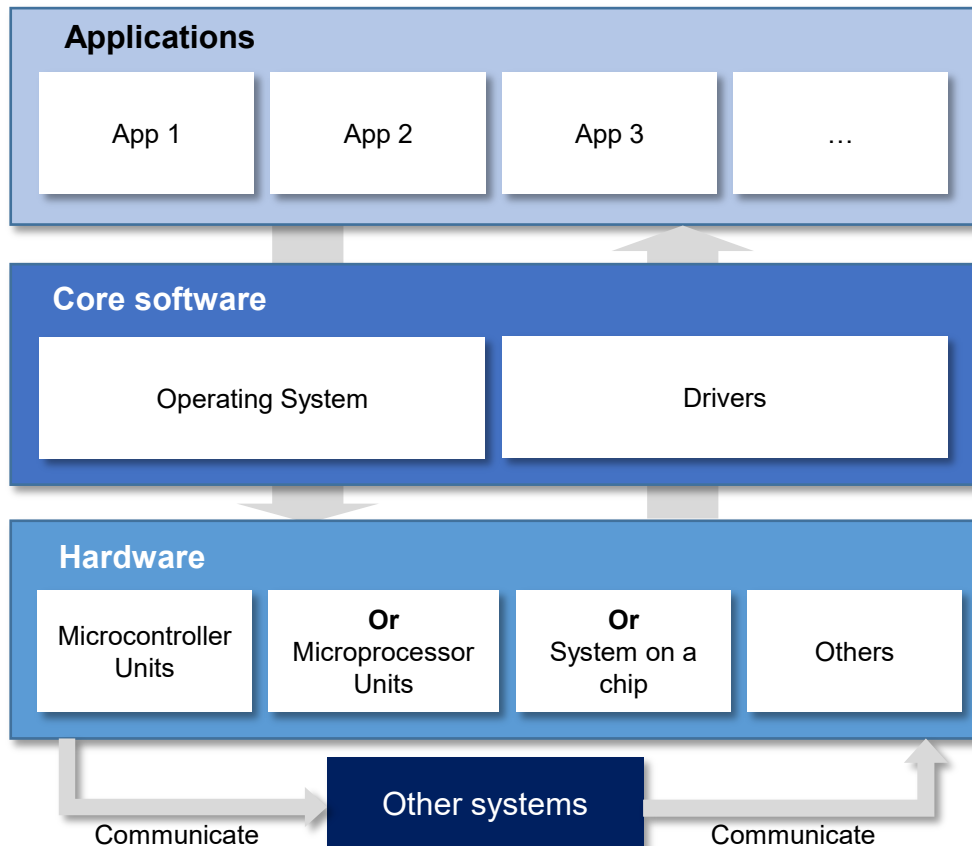
Innovation

- Existing in-house R&D centers focused on the development of proof of concept for customers
- Ambition to accelerate innovation by developing in-house value-added solutions for customers

AXISCADES has acquired strong product engineering capabilities in Embedded Software

AXISCADES is providing support in the conception and development of all 3 embedded stacks in multi-industries

Embedded system stacks



Key providers per stack

Variable – typically custom-made







Key highlights

- AXISCADES became a key player in Embedded Software in the market
- Embedded systems are composed by 3 distinct stacks: hardware, core software and application
- **AXISCADES is able to provide support for each of these stacks**
- AXISCADES is specialized in the early stages of conception and testing of these embedded systems (vs. validation and integration of the systems)

Leadership Team-Mistral



	Name	Designation	Education, University	Past experience	Years with Mistral
	Anees Ahmed	President & Chairman	<ul style="list-style-type: none"> Graduate, MIT's "Birthing of Giants" program; BE (Computer Science) - Bangalore University 	Pertech Computers; Cranes Software	24
	Mujahid Alam	CEO	<ul style="list-style-type: none"> BE (Mech Engineering) - Bangalore University 	Cranes Software	24
	Rajeev Ramachandra	CTO & Vice Chairman	<ul style="list-style-type: none"> BE (Computer Science) - Bangalore University 	Wipro R&D; Cranes Software	24
	Anoop Agarwal	CFO	<ul style="list-style-type: none"> Chartered Accountant 	Dell; Sasken; Acer; ABG	11
	Ramanan JV	VP – Engineering (Defense Systems)	<ul style="list-style-type: none"> BE (ECE) - Bangalore University 	Smart Transducers; Dynalog marketing; Cranes Software; Epsilon Control	18
	Selvaraj Kaliyappan	VP – Engineering (PES)	<ul style="list-style-type: none"> BE (ECE) - Bharitidasan Univ 	Digipro Systems; Cranes Infotech	24

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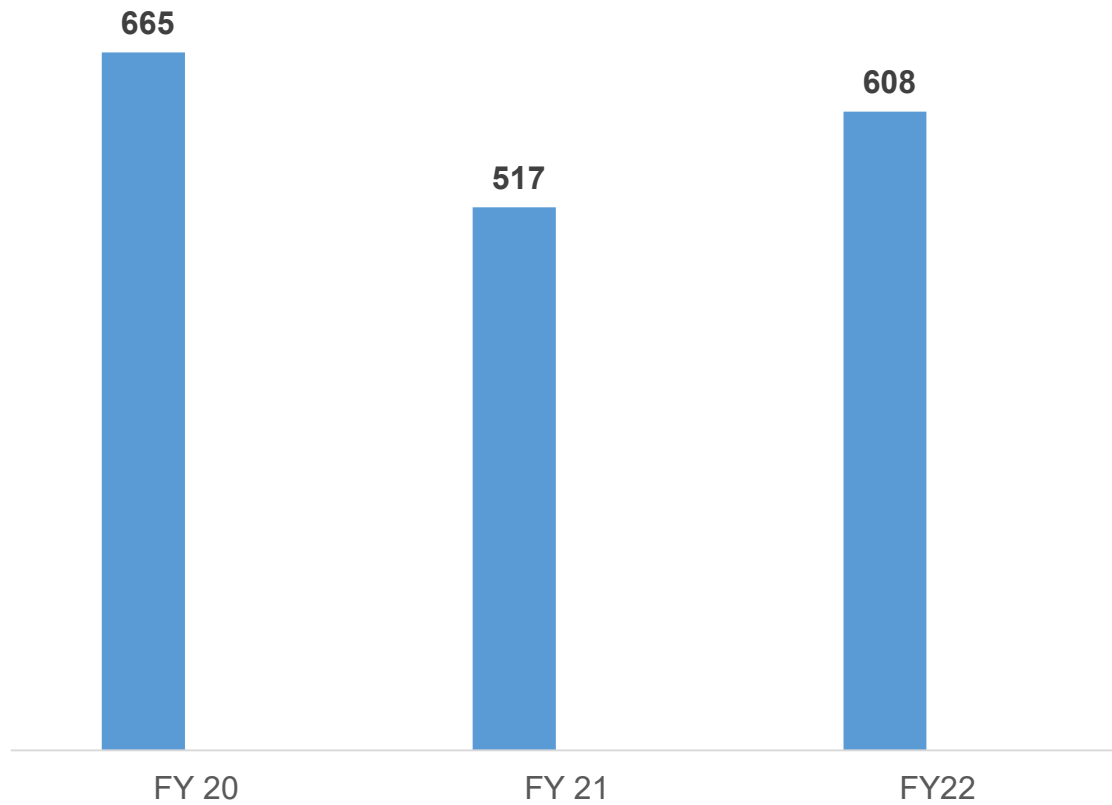
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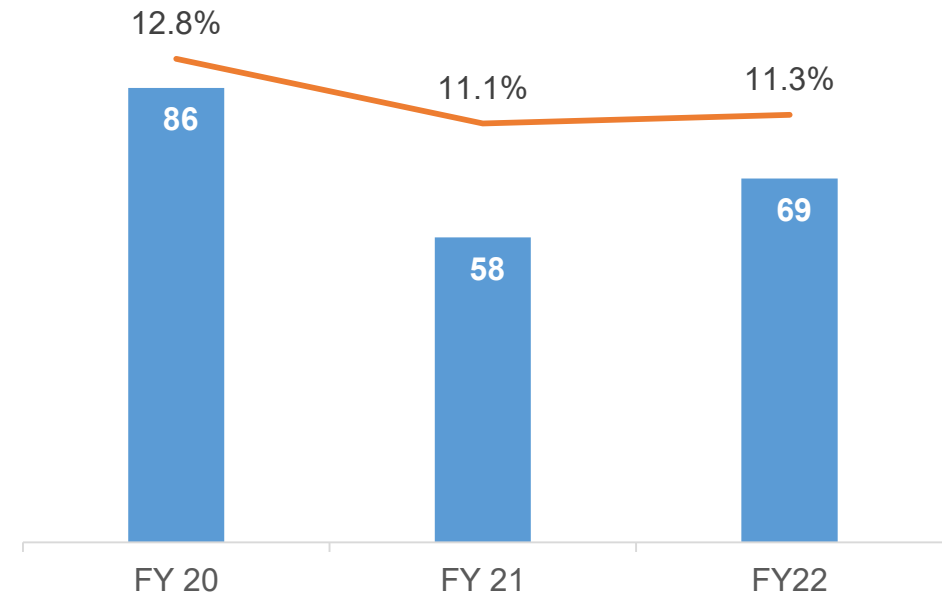
4. Audited Financials FY22

Historical Performance – Revenue & Operating Profit

Historical Revenue (INR cr.)



EBITDA (INR cr.)



EBITDA excluding Other income

-THANK YOU-

For further information, please contact:

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Email : Shishir.Gahoi@axiscades.in

orientcapital

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ashish.chovatia@linkintime.co.in