Accedere

Date: 28ᵗʰ August 2024

To,

The Manager

Corporate Services,

BSE Limited

14th Floor, P J Towers, Dalal Street,

Mumbai - 400 001

SCRIP CODE: 531533

Subject: Corporate Announcement.

Dear Stakeholders,

During the AGM on August 28, 2024, Chairman Ashwin Chaudhary announced a 5-year growth plan for the company and shared the forecasted figures that the company would chase to achieve.

The company is diversifying into Cyber Security Automation starting with an AI based Cyber GRC Compliance platform that is planned to go live sometime in October 2024. Its subsidiary Freebird Aerospace has also launched a smaller sub 250 grams Drone on Aug 15, 2024 to target the growing B2C and B2B markets. Both the sectors of Cybersecurity and Drones are growing, and the plans are to get better customer visibility in both these sectors.

Accedere is shifting its major focus from current audit only services to "product" sales via SaaS and targeting a revenue forecast of about 60 crores at the end of the next 5 years with an approximate annual growth rate of 50%.

To fund this growth and to meet this forecast the company plans to meet investors shortly. A copy of the 5 year forecast is attached herewith.

This is for your information and record.

Thanking you,

For Accedere Limited,

Neelam Purohit

(Company Secretary and Compliance Officer)

Accedere

41st AGM 2024 Presentation

August 28, 2024

Accedere

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About Us

About Accedere

Accedere is a Cyber security company based in & Mumbai India with an associate in Denver CO USA offering:

- AICPA, SOC 1, SOC 2, SOC 3 reports as a CPA firm.
- Empaneled auditors with PCAOB.
- ISO/IEC certifications for data security and privacy as a certification body.
- Cloud CSA STAR audits as empaneled by Cloud Security Alliance.
- Vulnerability Assessment and Pentest Services.
- 24x7 Cyber Security Operations Center
- Empaneled as auditors by CERT-In (MeitY) India.

Our team has relevant certifications & years of extensive experience in Cybersecurity.

The CSA , STAR, logos are owned by Cloud Security Alliance, IAF & IAS logos are owned by them respectively. The AICPA and S OC logos are owned by https://www.aicpa.org

Accedere is one of the few entities worldwide which can provide SOC Reports, ISO/IEC Certifications, VAPT & Cloud Security Assessments under one brand

*The CSA , STAR, logos are owned by Cloud Security Alliance, IAF & IAS logos are owned by them, respectively. The AICPA and SOC logos are owned by https://www.aicpa.org

Ashwin Chaudhary CEO

Ashwin Chaudhary

- **LinkedIn**
- https://www.linkedin.com/in/ashwin-k-chaudhary-b2863796/

- **Email**
- Ashwin.Chaudhary@accedere.io

Background

- Ashwin is the CEO of Accedere. He has about 19 years experience in Cybersecurity Governance Risk and Compliance.
- He is qualified as CPA and MBA.
- He has global certificates in cybersecurity such as CITP, CISSP, CISA, CISM, CGEIT, CRISC, CDPSE, CCSK, ISO27KLA, ITIL, PMP.
- He earlier worked with PwC as Director Cyber Security and with Citigroup.

Skills

- SSAE 18 SOC engagements.
- Cybersecurity risk assessments.
- Security design and vulnerability analysis.
- Network security architecture and implementations.
- Cloud security and privacy.
- Industrial cybersecurity, OT and IT integration.
- IoT and smart infrastructure security.
- Blockchain cybersecurity

Experience

- Cybersecurity architecture for several large organizations.
- SSAE SOC reporting engagements for cloud covering IaaS, PaaS, SaaS and others.
- C5, CCM cloud controls as part of SOC 2.
- SSAE 18 SOC 2 for Cisco Webex covering global data centres.
- SOC 2 attestation for Reliance Jio Data Centers in India.
- Privacy, GDPR,CCPA,HIPAA assessments for several organizations.
- Worked on Cybersecurity for Banking and Financial Services (BFSI) sector.
- Business Continuity and Disaster Recovery.
- Data security and Encryption.
- Implemented Security Solutions such as SIEM, IDS, IPS, VPN etc.
- Governance, Management Frameworks such as COBIT, ISO27001,IEC 62443,NIST etc.
- Technical Risk Assessments VA/PT etc.
- Designed, developed security by design architecture for a multibillion-dollar oil and gas plant in Middle East covering ICS Frameworks IEC-62443, NERC-CIP.

Media and Presentations

- Featured in Business World magazine on "Cyber Security for Smart Cities" http://bit.ly/2gV42dr,
- Published "SCADA Security" article in ISACA Journal in the year 2012 http://bit.ly/2pFZO9O
- Published article on "Privacy and BYOD" in the ISACA Journal https://www.isaca.org/Journal/archives/2014/Volume-5/Pages/Privacy-Assurance-for-BYOD.aspx
- Successfully managed and presented at an IoT summit on smart manufacturing. Economic Times (India's leading daily) http://bit.ly/2gRuSDh Network 18 http://bit.ly/2eVZYId.
- Presented session at the Rocky Mountain Security Conference on "SOC 2 for Privacy" in May 2019.
- Presented session on "Privacy Governance" at the ISACA NA CACS in May 2020.

Kunal Chaudhary-Technical Director

Kunal Chaudhary

Background

- Kunal is a technology enthusiast

- Kunal has over 5 years of experience in delivering Digital and Technology projects focusing on Artificial Intelligence, Chatbots, Intelligent Automation, Web and Mobile application architecture and Cybersecurity

- Kunal holds a patent in Machine Learning and Artificial Intelligence and is certified in ITIL

- He has a B.Tech in Computer Science from the Indian Institute of Technology.

Skills

- Artificial Intelligence and Machine Learning

- Embedded Systems

- Intelligent Automation

- Robotics Process Automation

- Application Architecture

- Digital and Mobile app architecture

- Software Architecture for Web

- Data Warehousing

- Digital Transformation

- Business Process re-engineering

Experience

- Cybersecurity architecture for a large construction software company

- Digital Transformation for a large UAE Sovereign Wealth Fund

- Technical Lead, Intelligent Automation for Credit Operations for a leading bank in GCC

- Enterprise Architecture for an upcoming ultra-luxurious resort in GCC

- Work-stream lead for Business Process Reengineering of Point-of-Sale operations for the World's largest Islamic Bank.

- Work-stream lead for one of the largest Enterprise Data Warehouse implementations a leading bank in GCC

- Work-stream lead for IFRS9 Enterprise Data Warehouse implementation for a top bank in GCC

- Project Management and Technology consulting for Eagle system implementation for a $10b+ UAE Sovereign Wealth Fund

- Project Management and development of KPIs and Dashboards for a leading steel manufacturer in GCC

- Digitized over a hundred government services on Mobile and Web for a e-Governance program in India. This service is actively used by over a million citizens of the state.

- Mobile app for India's leading share depository with a customer base of 10m+

- Designed, developed and deployed a suite of Enterprise Mobile apps for the worlds largest FMCG in India

- Architected a mobile app for optimizing Supply Chain Management and Logistics using digital and IoT for asset tracking and route management. This solution resulted in 30% efficiency improvement and reduced costs by 20% for a global top FMCG

- Digitization of vehicle tracking for a Fortune 200 Oil and Gas company in India

- Developed a suite of Enterprise Proxy Servers for content filtering, Stale Caching and Real-time Intrusion for simulating MITM attacks

- Developed the only Hybrid Mobile framework for User Datagram Protocol(UDP), enabling hybrid apps to communicate using Simple Service Discovery Protocol(SSDP), Universal Plug-n-Play for media management and much more

- Invented an IoT device for the vocally challenged, that translates American Sign Language to English in real time. A project supported by the ex-President of India Dr. A P J Abdul Kalam

Sama Chaudhary- Technical Director

Sama Chaudhary

Background

- Sama is a technology enthusiast

- Sama has over 5 years of experience in delivering Digital and Technology projects focusing on technology enabled business transformation and Cybersecurity

- She is a B.E in Computer Science and certified as CEH from EC Council

Skills

- Application Security
- Technology Transformation
- Big Data
- Application Architecture
- Data Warehousing
- Digital Transformation

Experience

- Cybersecurity Architecture for a large GST application

- Technology Transformation for a large Bank in India

- Enterprise Architecture for an upcoming ultra-luxurious resort in GCC

- BA Lead for one of the largest Enterprise Data Warehouse implementations a leading bank in India

- Project Management and Technology consulting for Banking group

- ISO27001 implementation

- SSAE 18 SOC 2 projects

- 24x7 CSOC Operations

- National government tax transformation projects for one of the largest financial institutes of India: This project was about implementing a new national government tax scheme to automate the tax filing process

- Common Payments Platform for a smart city initiative at one of the largest Banks in India: Focused in building an open loop common payment infrastructure with citizen facing web portal and mobile app for a smart city initiative

- Enterprise Data Warehouse project for a leading private sector Bank of India: Focusing in implementing an Enterprise Data Warehouse and Analytical Data Mart at an Enterprise level. Key activities – capturing KPIs and Dimensions by accessing Bank's source systems and reports, customizing a detailed data model as per the Bank's requirements, configuring the software landscape to ingest data from multiple source systems into the CDR

- Setting up and managing a 24x7 CSOC for a International client using the Microsoft Sentinel Platform.

Accedere's Cybersecurity Assurance Services

SOC Attest Reports	ISO/IEC Certifications	US & Other Federal Assessments	Breach and Attack Simulation (BAS) services
Privacy Assessments	Vulnerability Assessment And Pen Test	Cloud Security Assessments	Managed CSOC

Our Customers Across Continents
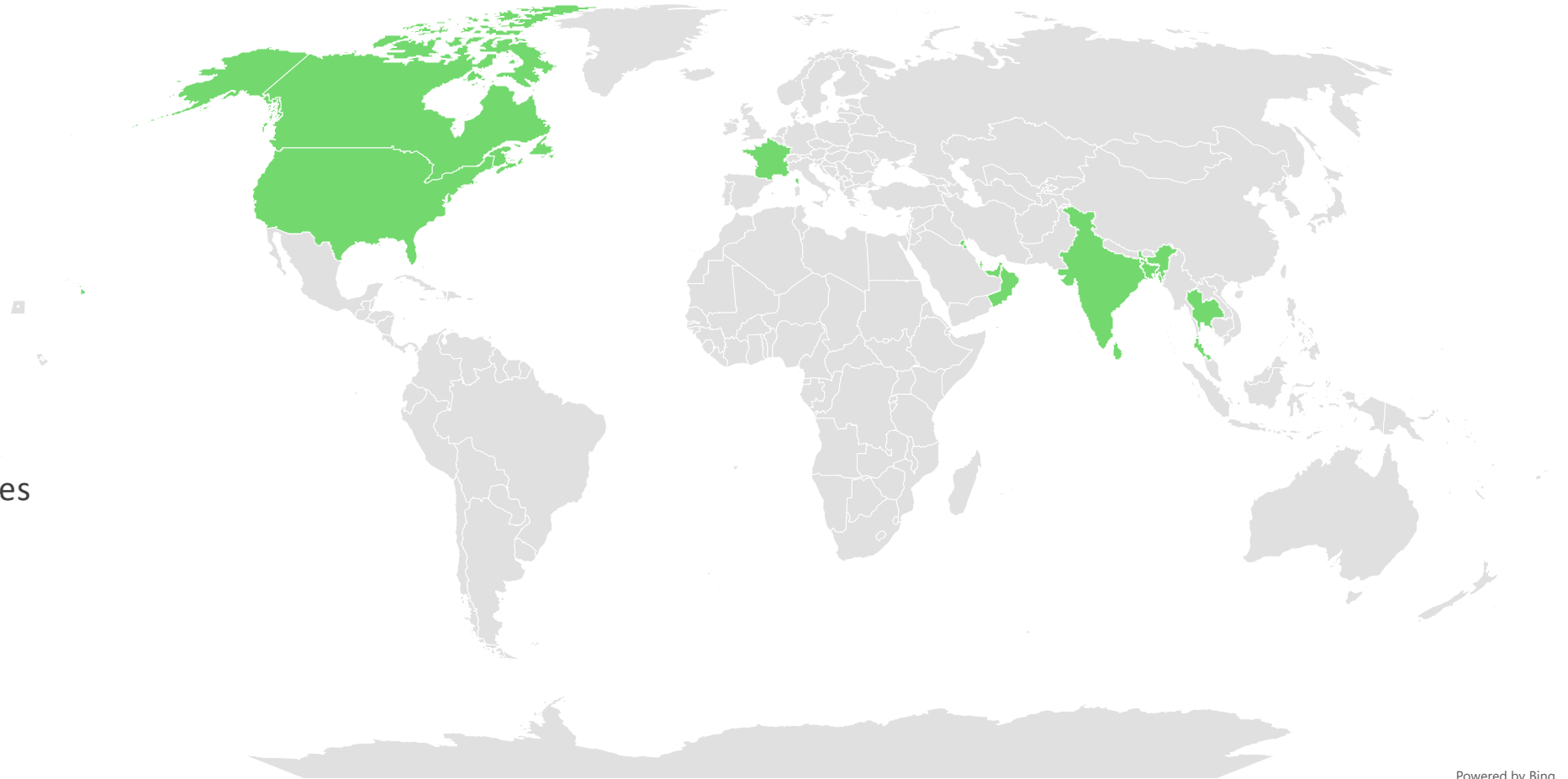
North America
- United States
- Canada

Asia Pacific
- Singapore
- India
- Thailand
- Bangladesh
- Sri Lanka

Middle East
- United Arab Emirates
- Qatar
- Oman
- Kuwait

Europe
- France

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Our Customers Across Continents

Our Testimonials

"Accedere team was first class, easy to work with, very professional and very knowledgeable. One thing I will say is that they are incredibly thorough and we appreciate that we are trying to build a world-class business and require a world-class team to help support bringing us into the ISO environment."
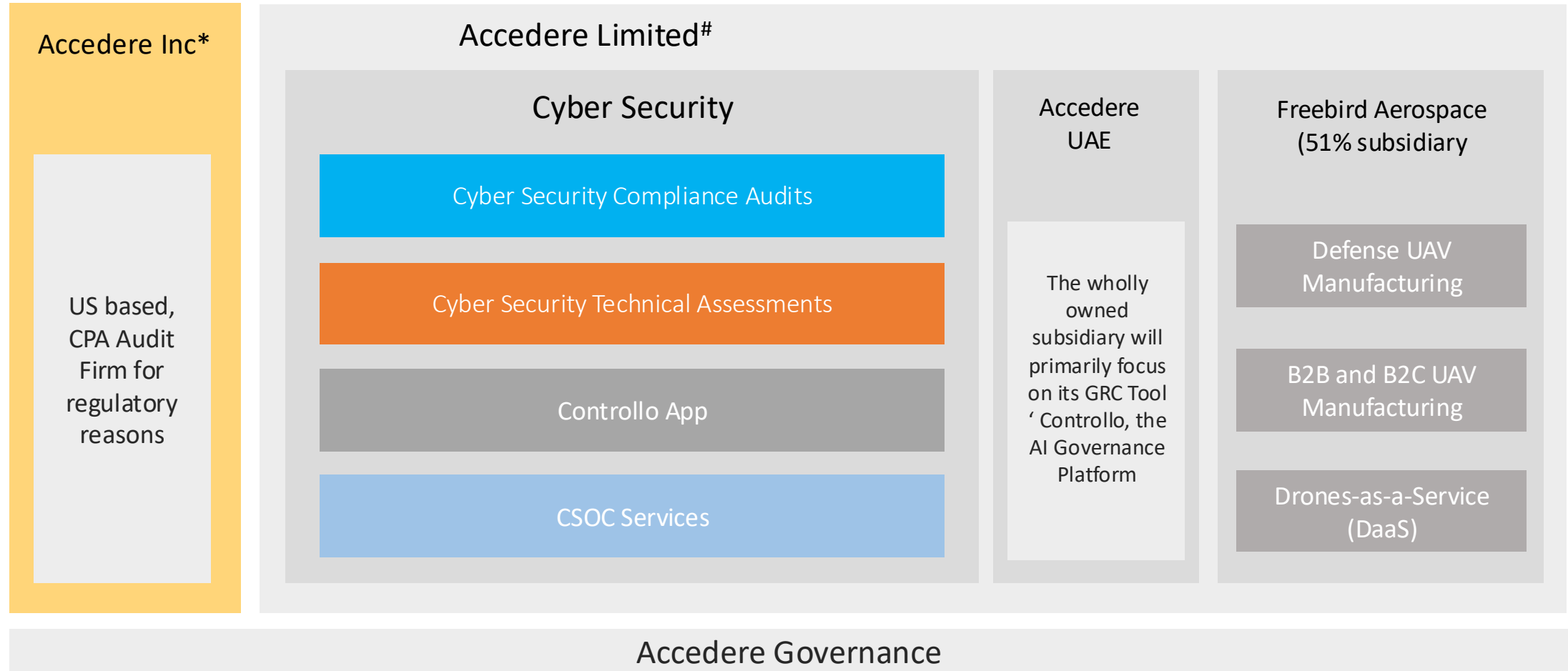
- Justin Steinke (Gospright)

Our Testimonials

"We have been working with Accedere now for a year and a half. They have been fantastic. Very professional, articulate, very efficient in their deliveries. Reports are fantastic and one of the best things they offer is their integrated audit programs"

- Peter Sternkopf (Vigilant Systems)

Accedere's Business Structure

Accedere Inc*

US based, CPA Audit Firm for regulatory reasons

Accedere Limited#

Cyber Security

Cyber Security Compliance Audits

Cyber Security Technical Assessments

Controllo App

CSOC Services

Accedere UAE

The wholly owned subsidiary will primarily focus on its GRC Tool ' Controllo, the AI Governance Platform

Freebird Aerospace (51% subsidiary

Defense UAV Manufacturing

B2B and B2C UAV Manufacturing

Drones-as-a-Service (DaaS)

Accedere Governance

- *Accedere Inc USA is out of scope for the current investment*
- *# Accedere Ltd is listed on BSE under code 531533 which is currently in scope of the investment*

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Cybersecurity Trends

Increasing Cybercrime

Cybercrime Expected to Skyrocket in the Coming Years

Estimated Cost of Cybercrime Worldwide

■ USD (in Trillions)
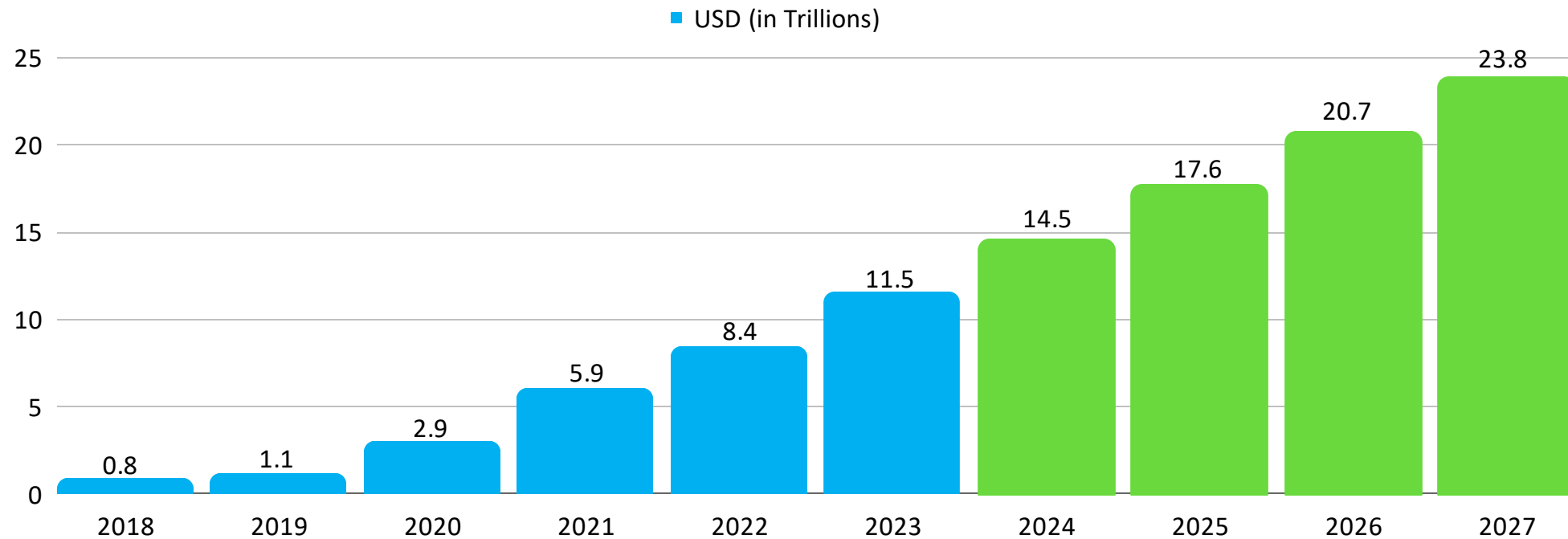
Source : FBI, IMF

Increasing Cloud Factor

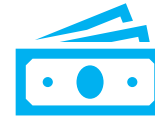There is a significant increase in the adoption of cloud platforms.

40 seconds Attack Interval

23.8T Cybercrime Market

Enterprise Growing Data Breaches

Rise of AI increases Cybercrime

Ransomware a major methodology

5G and IoT increases Threat Landscape

Accedere

Drone Trends

Exponential Growth Expected in India

India is on an explosive growth path to become a global UAV/drone hub for the world

4.2B Indian Drone Market by 2025 and $23 billion by 2030

Widespread adoption across industries with programs like Drone didi, Svamitva Yojna, Drone Shakti scheme etc.

Govt Push through PLI schemes allocated ₹120 crores to promote the manufacturing of drones in India

40% indigenization of hardware by 2025 valued at INR 36000 Crore

Accedere India Financials

Current Financials (FY 2023-24)*

| Particulars	March 31, 2024 INR (Lacs)	March 31, 2023 INR (Lacs)
Revenue (Sales)	270.61	156.37
Expenses	(241.35)	(139)
EBITDA	29.26	17.37
ITD	(18.34)	(14.82)
PAT	10.92	2.55

*Audited results as submitted to BSE

Financial Growth on YoY (2023-24)

- Revenue Grew by 76%

- EBITDA Grew by 68%

- PAT Grew by 330%
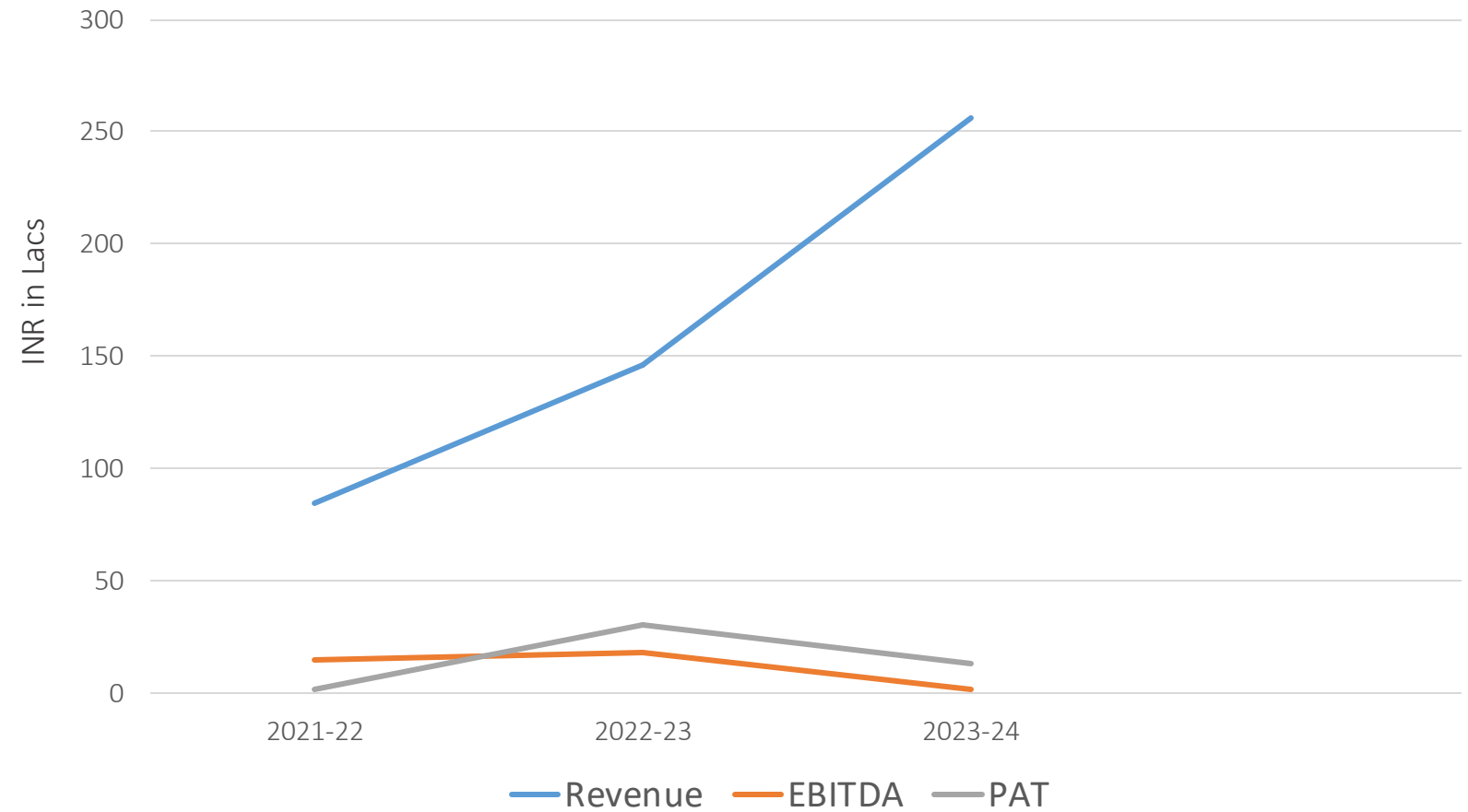
Current Shareholding Pattern (Q4 FY23-24)

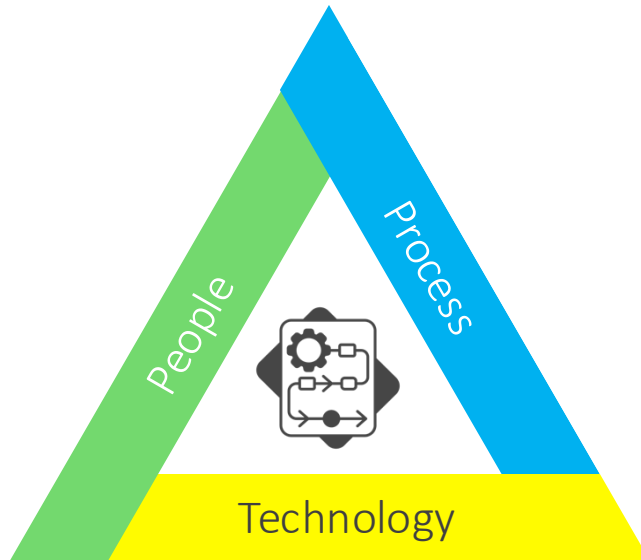| Particulars	Number of shares	% of Total Shares
Promoter Holding (Ashwin Chaudhary)	36,55,502	81.46
Public	83,2198	18.54
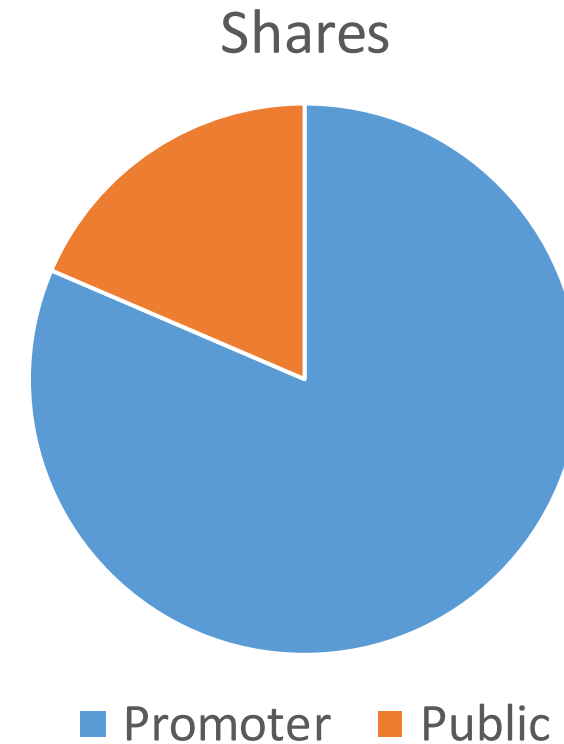
Current total share capital-
448.77 lacs or 4.48 crores

Shares

■ Promoter   ■ Public

Accedere

Growth Plans

Growth Plan Controllo- AI based GRC

People

Process

Technology

- **Cybersecurity**- Under cyber security we are starting a new vertical, which is an AI based Cybersecurity Compliance product (Controllo) which we believe is the future of the company with immense potential in the current the GRC (Governance Risk & Compliance) industry.

- With a new product vertical we will have a shift in our business, and we expect most of our financial growth from Controllo.

Product Launch- Oct 2024

Controllo

AI Governance platform powered by Accedere

Transforming Compliance Challenges into
Seamless Processes with AI:
Discover Our Cyber Security Compliance
Automation Platform

Controllo

AI Governance platform powered by Accedere

Cross mapped framework

Integrations

Common assessments

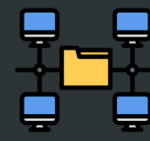Policy management

Ready to use documents and templates

Evidence management

Risk management

Vendor management

MSP Portal

Reports

Employee Portal

Trust Portal

Competition & Market Size for Controllo

Competition-Drata- Our biggest competitor is Drata (https://drata.com/) started 3 years ago and has 4300 yearly customers with a funding of USD 3.28M. There are 4-5 other smaller companies with similar products. However, Controllo has better capabilities as it is built based on our 22 years of industry experience

The approximate cost of yearly license of this Cloud SaaS service is USD 10,000 p.a.

Approx turnover USD 10,000x 4300 = **USD 4.3 M or INR 360 Crores**

Market Size-There are about 200,000 ISO/IEC Certifications relating to Cyber Security worldwide according to an ISO survey. Besides there an equal number of other standards such as SOC 2, NIST, CSA STAR, NIST-171, NIS 2 and many other Data Security and Privacy standards across the globe. Controllo can be used for most of these.

Growth Plan 24x7 CSOC

- **Cybersecurity**- Under cyber security technical assessment we are starting a new service as a MSSP for Microsoft Sentinel based on the Azure Cloud platform. With increased cyber-crime/attacks, 24x7 monitoring is now becoming mandatory for critical environments.

- With this new service vertical, we will have equal focus on compliance as well as technical assessments. Increase of service revenue from CSOC is factored as part of the technical audits.

24x7 CSOC

Need for having a CSOC

Cybersecurity nerve center: Prevent, Monitor, detect and respond.

Always on watch, 24/7 cybersecurity vigilance

Swift action against threats, rapid response.

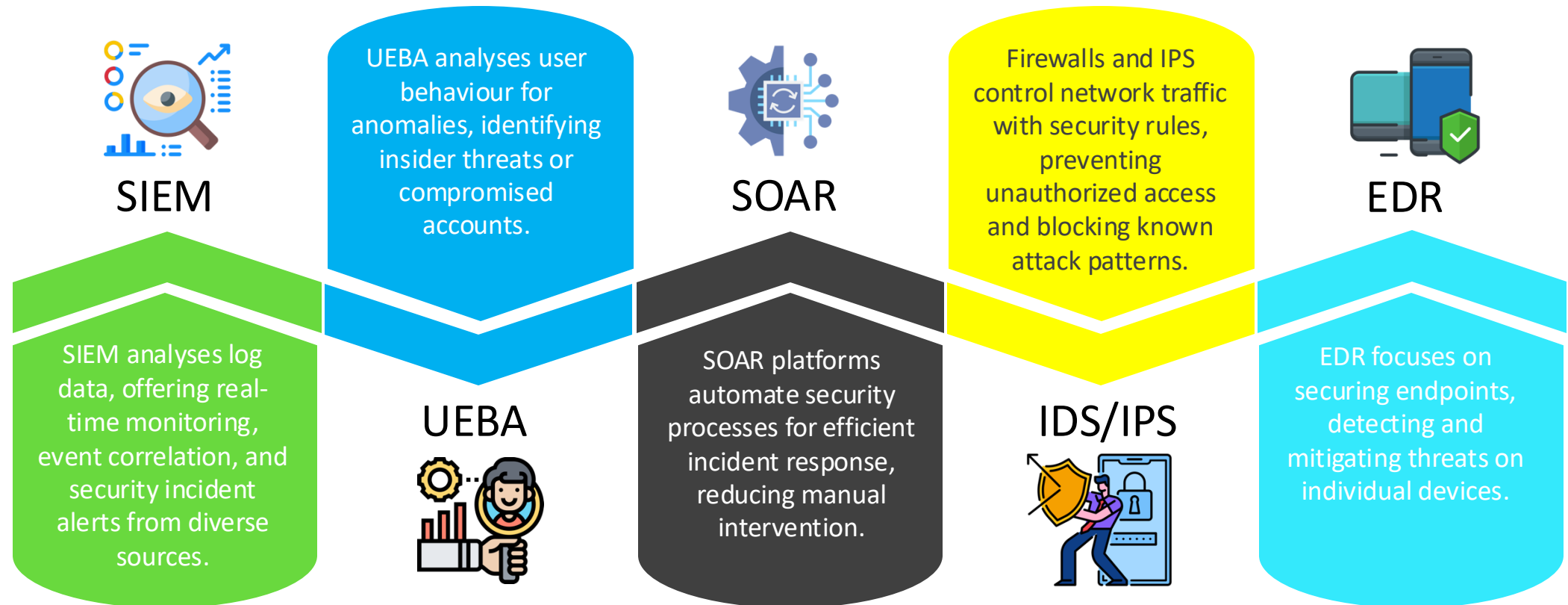Data-driven insights, threat intelligence inform defense.

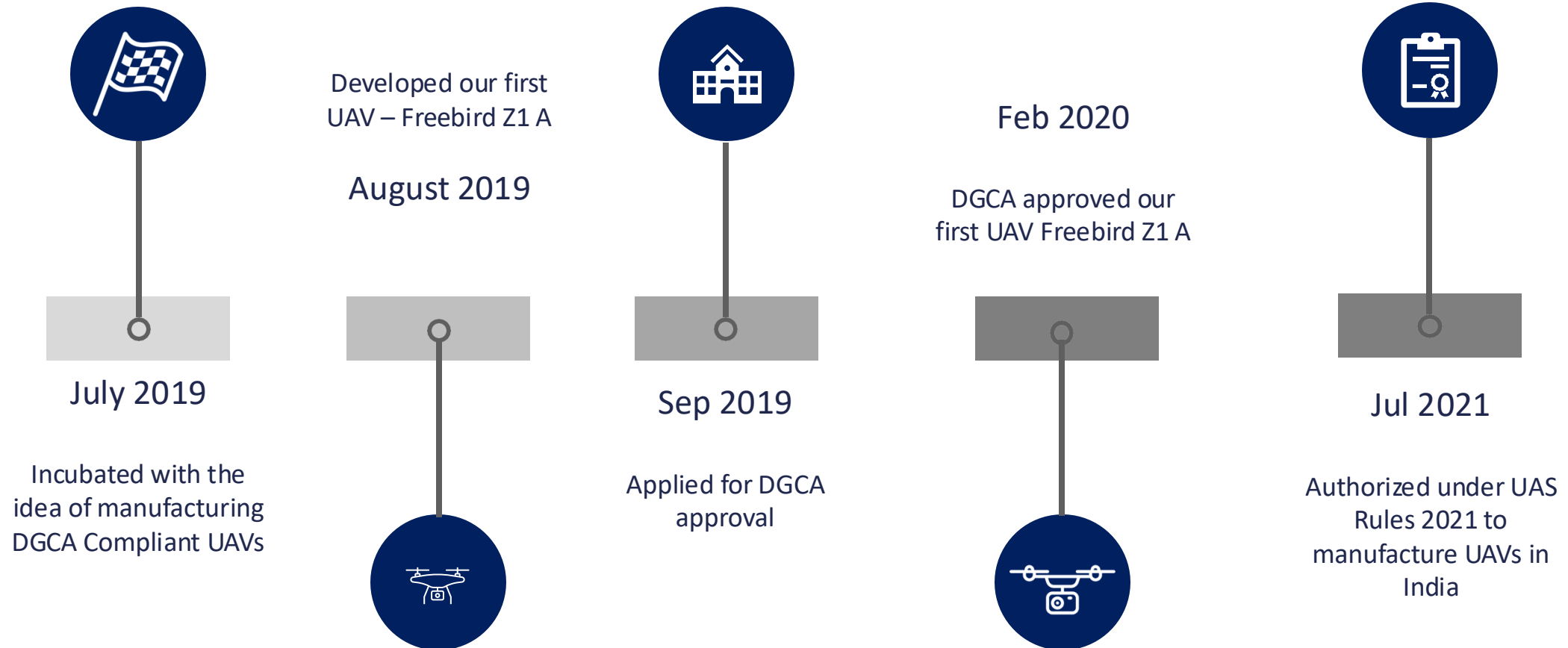Frontline defense, guarding against cyber threats.

24x7 CSOC

CSOC Components

SIEM

SIEM analyses log data, offering real-time monitoring, event correlation, and security incident alerts from diverse sources.

UEBA analyses user behaviour for anomalies, identifying insider threats or compromised accounts.

UEBA

SOAR

SOAR platforms automate security processes for efficient incident response, reducing manual intervention.

Firewalls and IPS control network traffic with security rules, preventing unauthorized access and blocking known attack patterns.

IDS/IPS

EDR

EDR focuses on securing endpoints, detecting and mitigating threats on individual devices.

About
Freebird Aerospace

About Us

Our Journey

We became one of the first companies in India get certified by DGCA in the Small Category

Developed our first
UAV – Freebird Z1 A

August 2019

Feb 2020

DGCA approved our
first UAV Freebird Z1 A

July 2019

Sep 2019

Jul 2021

Incubated with the
idea of manufacturing
DGCA Compliant UAVs

Applied for DGCA
approval

Authorized under UAS
Rules 2021 to
manufacture UAVs in
India

About Us

Kunal Chaudhary – Founder and CEO

B.Tech – IIT Indore

Computer Science and Engineering

Founder President of Robotics Club
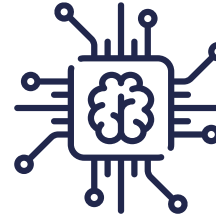
Patent in AI

3D gesture recognition

DGCA - Private Pilot License

Rated in Cessna Skyhawk 172R

Aeromodeller since childhood

Built my first IC engine model airplane at 12

Passionate Aviator

Trained in aerobatics and and IFR
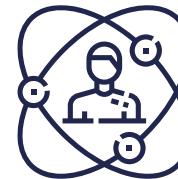
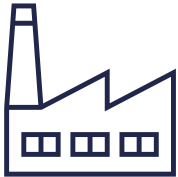**Diverse Industry Experience**

Ex – Ernst & Young Dubai, Ex – TCS R&D

About Us

Our Capabilities

Design

We design high performance UAVs that meet the regulatory compliance standards

Manufacture

We have extensive in-house capabilities to manufacture UAVs. Our airframes are completely manufactured in-house with aerospace grade materials
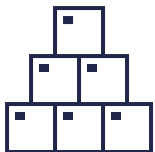
Advanced Materials

We use aerospace grade materials such as Aluminium and Composites and we have the necessary processing capabilities in-house including CNC machines

Product Launch Drones- 15ᵗʰ August 2024

- Freebird has introduced NanoBee on 15ᵗʰ August 2024 for B2B and B2C.

- It is a sub 250g Nano UAV, which requires no licenses to own and fly.

- Capable of fully autonomous flights from takeoff to landing.

- Designed for recreation (B2C) and surveillance (B2B) applications.

- Entry level configuration priced around INR 50,000 has 4K onboard video recording.

- Designed and made in India, in our own manufacturing facility.
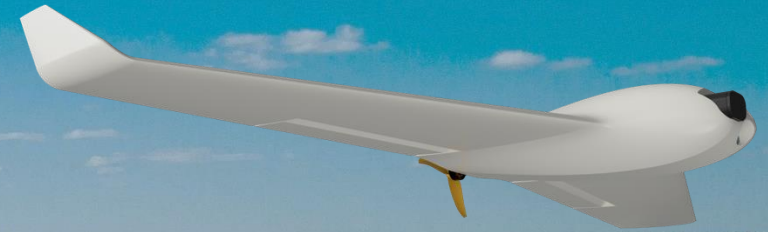
Product Launch Drones- Target Oct 2024

- Free Bird Aerospace is a 51% Accedere Subsidiary

- A DGCA Approved UAV Manufacturing Company Incubated by IIT Indore

- Designed and Developed in India Drones, bespoke for specific requirements.

- Tested and Tried and now ready for launch 3 new models in the B2G and B2B markets.

- The drones' business also being a product company will have a substantial contribution to the financial growth of Accedere.
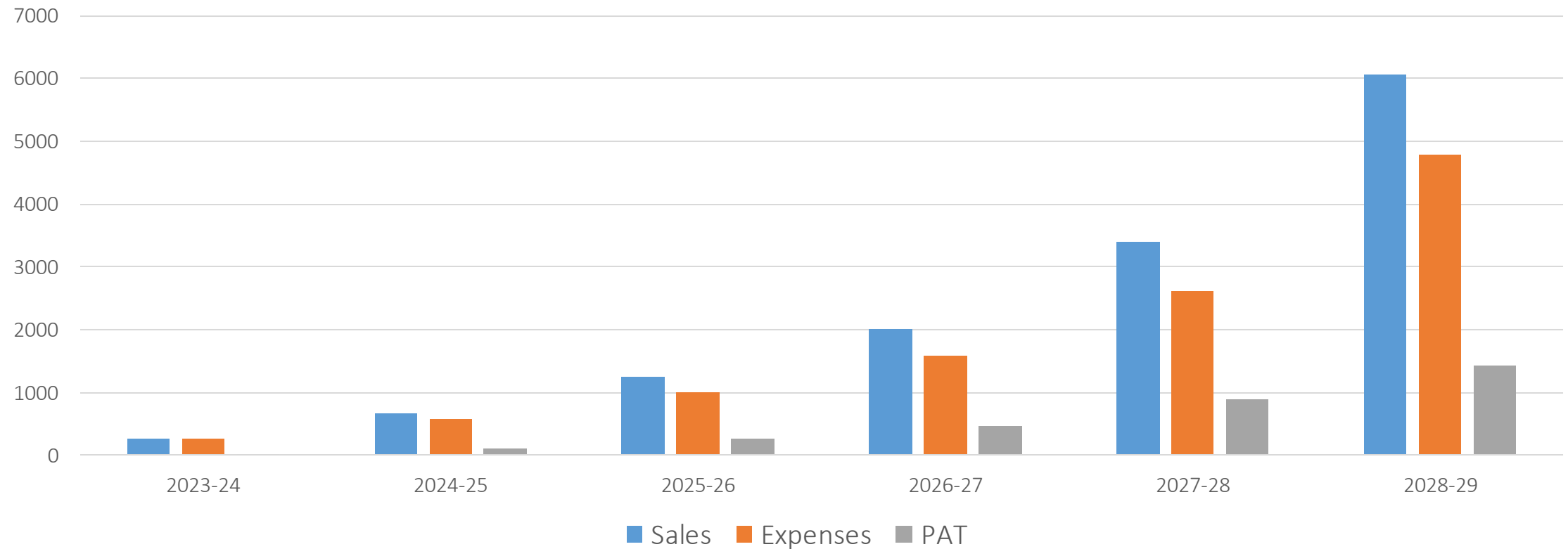
5 Year Forecast

5 Year Forecast with new products & services

Target: 5-year revenue CAGR of 50% YoY


5 Year Sales Projection (Amount in INR Lakhs)

5 Year Forecast with new products & services

Particulars	2023-24	2024-25	2025-26	2026-27	2027-28	2028-29
Revenue	270.66	673.66	1241.20	2001.50	3401.88	6052.34
(Expenses)	241.35	510.35	837.45	1297.11	2045.28	3851.75
EBITDA	29.31	163.30	403.75	704.39	1356.59	2200.60
(ITD)	18.34	65.35	155.51	280.18	573.67	938.27
PAT	10.97	100.75	266.64	461.01	893.33	1418.33

(Amount in INR Lakhs)
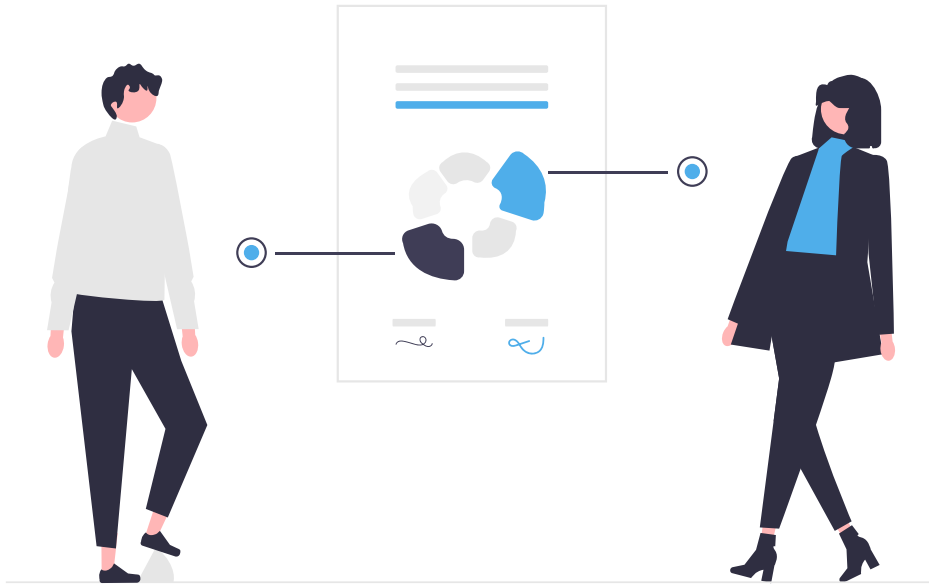
Vertical Wise % Forecast
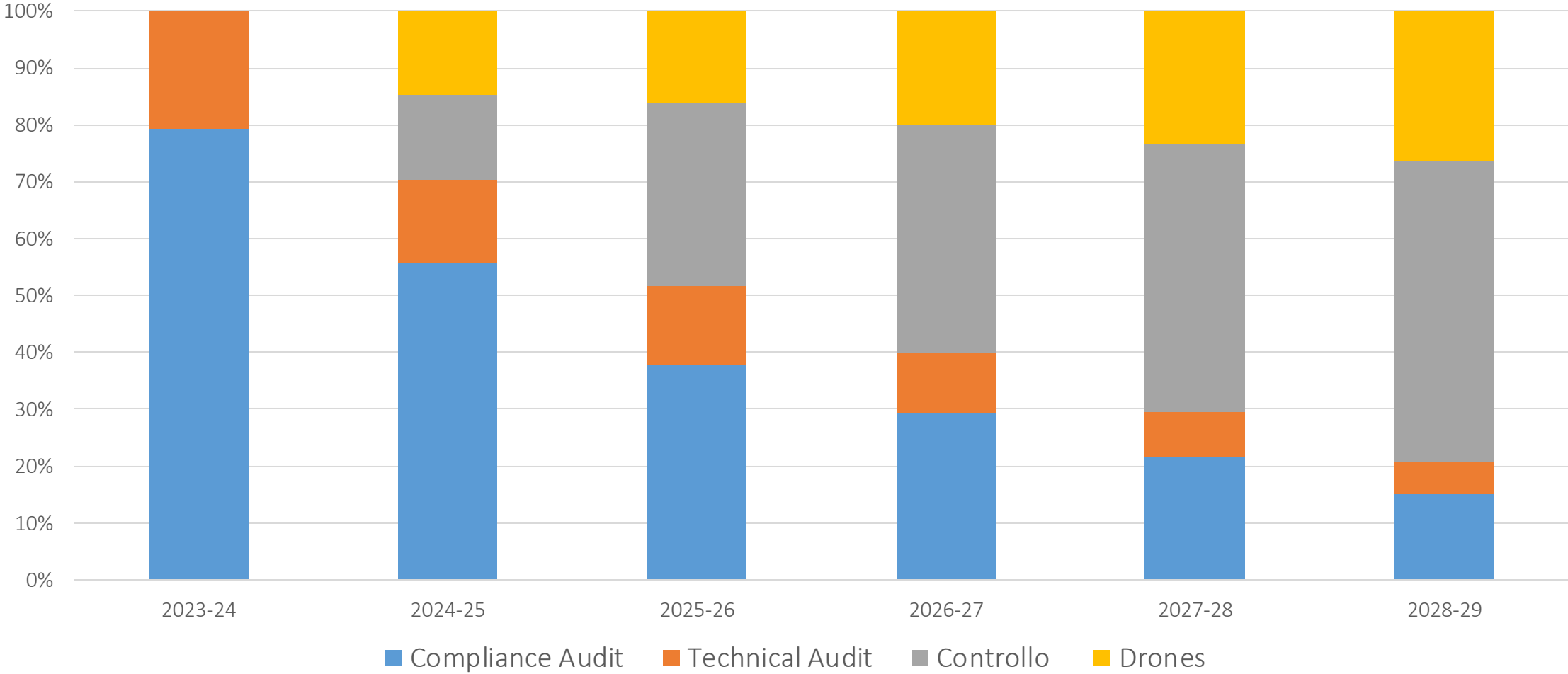
Current Financing

- Accedere is looking for financing options by way of increasing of Share Capital

- Allocation based on BSE / SEBI Guidelines

- Initial Funds to be raised approx. 3 Crores INR

- Retail & Non-Retail investors shall be Invited as per BSE/SEBI Guidelines

Primary use of Funding

- Funds raised shall be used for Controllo AI GRC Platform, development and sales.

- Controllo is targeted to be marketed Globally

AGM Business

AGM Business to be transacted:

[A] Ordinary Resolution:

1. Adoption of Standalone and Consolidated Financial Statements of the Company including Reports of the Board of Directors and Auditors for the year ended 31st March, 2024.

2. Re-appointment of Ms. Priya Chaudhary, who retires by rotation.

3. To approve existing as well as new material-related party transactions with identified subsidiaries of the company.

[B] Special Resolution:

1. Re-Appointment of Ms. Pooja Joshi as an independent director for the period of five years.

Thank you!