

Date: 30th May 2024

To,
The Manager
Corporate Services,
BSE Limited
14th Floor, P J Towers, Dalal Street,
Mumbai - 400 001

SCRIP CODE: 531533

Subject: Investor Presentation for the Quarter and Year ended March 31, 2024

Dear Sir/Madam,

In continuation to our letter dated 28th May 2024 regarding the Outcome of the Board Meeting, please find attached the Investor Presentation for the Quarter and Year ended 31st March 2024.

You are requested to kindly take the same on record.

Thanking you,

Yours faithfully,

For **Accedere Limited**

Neelam Purohit

(Compliance Officer)

OVERVIEW:

In FY 2024, our disciplined approach to operations has helped us to achieve higher margins. In a challenging environment, we persisted with our long-term investments in workforce reskilling, research, and innovation. We will continue to drive efficiencies and competitiveness to capture opportunities for growth with profitability.

In a challenging macro environment, clients are prioritizing their IT and AI initiatives to reduce cost, increase business agility, and improve their security posture and resilience. These initiatives are causing a challenge to provide digital trust to end customers in the increasing compliance landscape such as the new DPDP Act. These challenges are leading to more business opportunities for Accedere.

We saw continued growth momentum in FY 2023-24 for both our verticals - Governance Risk Compliance and Technical Audits. We, therefore plan to expand our footprint across all client segments, as well as New territories as well as our service offerings to maintain and increase sales volume as well as profitability.

KEY HIGHLIGHTS

20+ Years of Experience in Cyber Security Space
500+ Global Clients
99% Clients Retention
5000+ Cloud Audits Completion

FINANCIAL DATA:

Q4 FY24 EARNING HIGHLIGHTS

<i>Revenue – Rs. 79.48 Lakhs</i>
<i>EBITDA – Rs. 10.71 Lakhs</i>
<i>PAT – Rs. 3.72 Lakhs</i>

FY2023-24 EARNING HIGHLIGHTS

<i>Particulars (INR lakhs)</i>	<i>March 2024</i>	<i>March 2023</i>	<i>YoY (%)</i>
<i>Revenue</i>	<i>255.89</i>	<i>145.77</i>	<i>76%</i>
<i>EBITDA</i>	<i>29.27</i>	<i>17.36</i>	<i>68%</i>
<i>PAT</i>	<i>10.93</i>	<i>2.54</i>	<i>330%</i>

As we see, Accedere has experienced remarkable growth in terms of the highlights mentioned above, and we are committed to deliver similar results going forward. To continue our upward trajectory, we are looking for resources that can help in our growing journey.