

August 06, 2024

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/Madam,

Sub: Q1 FY25 Result Presentation

Please find attached the consolidated results presentation for the quarter ended June 30, 2024, of AXISCADES Technologies Limited (AXISCADES).

This presentation is the information for shareholders on the performance of the Company for the quarter ended June 30, 2024.

Kindly upload presentation to the terminals.

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

Reg. Office: Block C, Second Floor, Kirloskar Business Park, Bengaluru - 560024, Karnataka, INDIA
Ph: +91 80 4193 9000 | Fax: +91 80 4193 9099 | Email: info@axiscades.com | www.axiscades.com



AXISCADES TECHNOLOGIES LIMITED

Q1 FY25

EARNINGS PRESENTATION



This presentation and the accompanying slides (the “Presentation”), which have been prepared by **AXISCADES Technologies Limited** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cashflows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

All Maps used in the presentation are not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, Process or completeness events or circumstances.

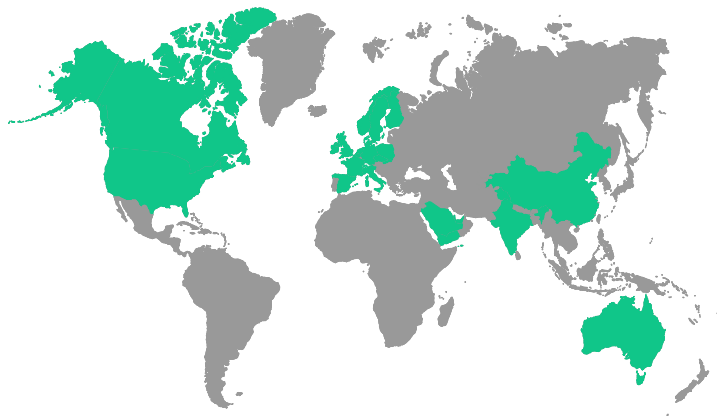
Company Portfolio

	Verticals	Competency
AXISCADES Technologies Ltd	Aerospace, Heavy Engineering, Automotive, Energy	Product design and development, structures, hardware design and systems, manufacturing, digital engineering, IIOT
Mistral Solutions	Defence, Semiconductors, Automotive	Radar and Sonar systems, Electronics and embedded systems
AXISCADES Aerospace & Technologies	Defence	Anti-drone system, Electronics and embedded systems
add solution GmbH	Automotive	Software testing and integration, electricals design, testing and validation
EPCOGEN	Energy	Design and validation of large energy structures ranging from storage to treatment solutions

↳ indicates subsidiary

20 global locations

Over 3,200 professionals

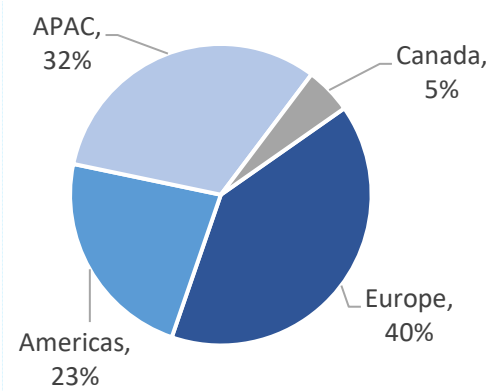
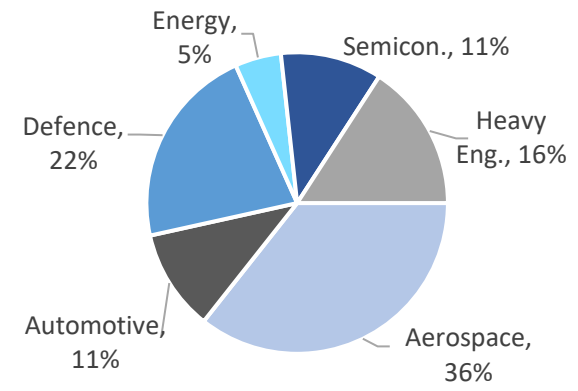


Unique positioning with deep domain capabilities ranging across competencies

Revenue growth driven by exposure to high growth ER&D industry with >20% revenue mix with Defence

ER&D Services - A large and underpenetrated market with a Global TAM of ~\$1 Bn

Strong Defense-Tech Play with leadership in Radar, Sonar and Electronic Warfare systems



Aerospace

- Design & Analysis - Primary & Secondary Structures, Aircraft Interiors
- MSI and ESI, Electrical harness
 - Manufacturing Engineering
 - In-Service support - Repairs



Automotive

- ADAS , Passive Safety Systems
- Automotive Electronics
- AUTOSAR, HMI
- Infotainment & Telematics
- Vehicle Engineering
- Cost Optimization & Localization

Defence

- Avionics, Radar, EW, C4I2
- Drone & Anti-Drone Systems
 - System Integration
- Automated Test Solutions
 - Simulators
 - Offset Management



Energy

- Wind Analysis & Siting
- Mechanical & Electrical Engineering
- Maintenance Support & Management
- Upstream, Midstream & Downstream
- Flow Assurance
- Asset Integrity and Management

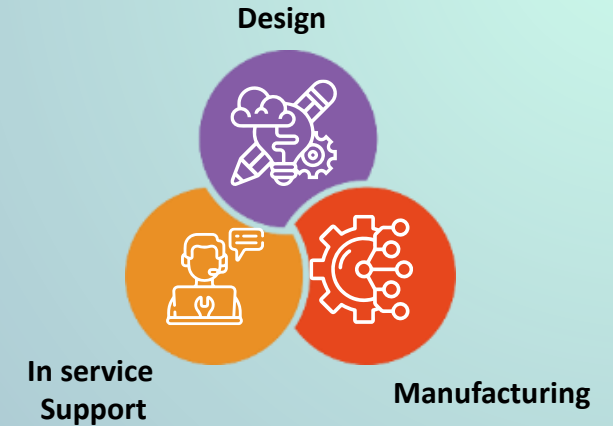
Semiconductors

- Hardware Design
- Software Development
 - Testing
 - FPGA Design Services
- Middleware & Application Dev.
- Branded chipsets with the likes of Texas Instruments, Qualcomm



Heavy Engineering

- Structures, Cabin Design, Engine, Powertrain
- Electrical, Lube, Hydraulic systems Design
- Digital and Virtual Manufacturing



Mechanical Engineering
 Embedded SW and HW
 Digitization
 System Integration
 Test Solutions
 Manufacturing Engineering and
 Aftermarket Solutions

Message from CEO & Managing Director



Commenting on the results and outlook, Mr. Arun Krishnamurthi, CEO & MD of AXISCADES said,

“ We are pleased to report a strong start to FY25, highlighted by noteworthy business performance in Q1FY25, in the face of macro challenges in certain verticals and lumpiness in Defence. The Company’s YOY revenue grew by 4.5% to ₹223 crores with EBITDA of ₹ 31 crores and PAT of ₹ 17 crores. The revenue growth was driven by a 15% YoY increase in Engineering Services, led by Aerospace, Automotive, and Energy Verticals. Defence production revenues grew 73% YOY, with a strong order book for execution in FY25. Overall, the company performed well in Q1, across most verticals, with the exception of Heavy Engineering and PES, where macroeconomic challenges persist.

We are focused on overcoming the challenges in certain verticals and are confident of delivering to our company’s plan for the full year FY25 and will continue to strengthen the business for sustainable growth and profitability. ”

Financial Highlights

- Revenue from Operations of **₹223 crores** for the quarter; grew by **4.5% YoY**
- Revenue in \$ terms for the quarter stood at **\$ 26.9 Mn**; growing **2.5% YoY**
- Total order book for the company stood at **\$83.2 Mn**
- EBITDA for the quarter at **₹31 crores**; as compared to Q1'24 at ₹33 crores
- EBITDA Margins higher at **13.9%**; as against **12.6%** in Q4 FY24
- PAT stood at **₹17 crores with PAT margin of 7.2%** for the quarter, as against **₹6 crores / 2.6%** in Q1 FY24

Business Highlights

- Mistral Solutions received order of **₹90 crores from BEL** for supplying **Radar Processing Systems**
- Ramp up in aerospace with European OEM focused on production and plant migration efforts
- Ramp up in high end cybersecurity solutioning with UK automotive manufacturer.
- All our digital investments from FY24 are starting to realise into higher revenue & profitability this year
- Onboarded an EPC major from Middle East as our customer with long term contract
- Completed second tranche of delivery of **Man Portable Counter Drone System (MPCDS)** to the Indian Army

Key Financial Performance – Q1 FY25

All numbers in INR crores

	Q1'24	Q4'24	Q1'25
Revenue from Operations	214	256	223 +4 .5% YoY
EBITDA & EBITDA margin	33 15.4%	32 12.6%	31 13.9% +130bps QoQ
PAT & PAT Margin	6 2.6%	9 3.4%	17 7.2% +86.6% QoQ

- Q1 is generally a soft quarter, accentuated by lumpiness in defense revenues, which generally tend towards H2 of the financial year.

Consolidated Profit and Loss Statement

Particulars (in INR Cr.)	Q1 FY24	Q4 FY24	Q1 FY25	YoY %	QoQ %
Operating Revenue (\$ Mn)	\$ 26.2	\$ 31.0	\$26.9	2.5%	-13.3%
Revenue	214	256	223	4.5%	-12.7%
Other Income	3	6	11		
Total Income	216	261	234	8.1%	-10.5%
EBITDA	33	32	31	-5.8%	-4.0%
EBITDA Margin (%)	15.4%	12.6%	13.9%		
EBIT	26	23	22		
PBT before Exceptional Item	8	16	24		
Tax	3	7	7		
Profit after Tax	6	9	17	194.0%	86.6%
PAT Margin %	2.6%	3.4%	7.2%		



Highlights



Outlook

Aerospace



- 24% growth YoY driven by increase in wallet share with customers.
- Ramp up in new areas of service - manufacturing support, product design & development and engineering support in new geographies.
- Digital automation on existing processes to optimize margins.

- The vertical will continue to maintain its growth momentum backed by broadening scope and engagement with OEMs.
- Penetration into digital manufacturing and other digital spaces with in-house solutioning will drive revenues going forward.

Automotive



- Strong growth of 84% YoY driven by ramp up with UK automotive major and add solution.
- QoQ decline due to challenges with European OEMs due to sluggishness in EV space.
- Focus on digital and embedded solutions as well as hardware testing and validation.

- Slowdown in European markets driving retail demand degrowth leading to slowdown in ER&D programs.
- Opportunity with add solution towards offshoring delivery model to enhance value to existing customers as well as improve our margins.

Defence



- ₹39 crores added to orderbook in Q1'25.
- Continued delivery of anti-drone systems to Indian Defence.
- Production revenues increased 73% YoY but lower than Q4'24.
- Revenue lower than Q4'24 due to lumpiness in business.

- Production revenues will continue to ramp up in FY25. Multi crore order pipeline of design wins awaiting production in outer years.
- ₹322 crores pending orders for execution, end of Q1'25.
- 60 units of anti-drones to be delivered post trails before end of CY 2024.



Highlights



Outlook

Energy



- YOY growth driven by addition of EPCOGEN. 122% growth YoY.
- QoQ degrowth as Q4'24 included one-time revenues towards pre bid engineering efforts towards a greenfield project with a Middle East customer.
- Addition of new customers from both India and Middle East driving customer diversification.

- Presence in Middle East to enable customer interaction and solutioning on ground.
- Selected as the exclusive engineering partner on 2 new projects in UK with renewable energy solution provider.

Semiconductor



- Marginal growth QoQ driven by nonrecurring engineering (design) revenues.
- 23% degrowth YoY due to inventory buildup at customer end.
- Significant use case development and testing with customers in the vertical.

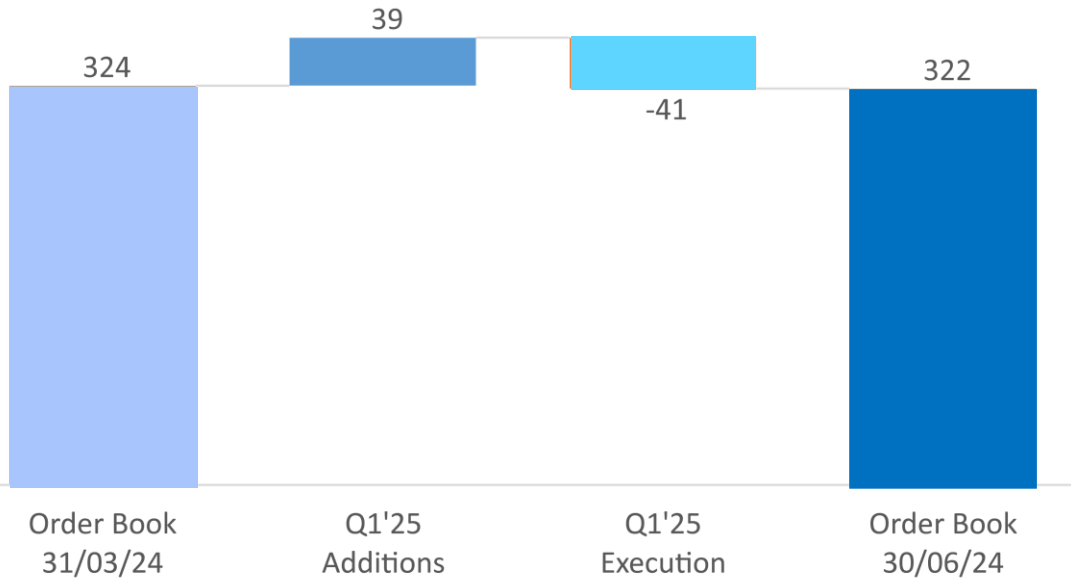
- Growth in production revenues expected to return in H2'25.
- Diversifying our customer base within semiconductor space.
- Broadening the scope of Product Engineering Services group – the engine behind this vertical to other verticals.

Heavy Engineering



- We continue to be a strategic partner for our customer in a global transformation initiative on the manufacturing front.
- We have sustained our revenue run rate within the vertical QoQ indicating our path to growth and profitability.
- 8% degrowth YoY driven by customer reprioritization of CAPEX

- We have revamped our cost structure and optimized operations which will improve our margins from this vertical in upcoming quarters.
- We are working on several large use cases in AR VR space leveraging Mistral capabilities and our in-house digital talent targeting niche solutions with the customer.



Highlights

- Successfully executed Naval & Radar order of **10 CR** in each domain.
- Defence exports stood at **3 CR**
- New drone Kit based on Qualcomm QCS8550 is under development - Release to market expected in Q3

Outlook

- On track to deliver Phase 1 of Arudhra & HiSAR Radars production orders – **30 CR**
- Naval production orders of **20 CR** are under execution and will be delivered in Q2FY25
- Strong orderbook and significant uptick in production revenues from Q2.

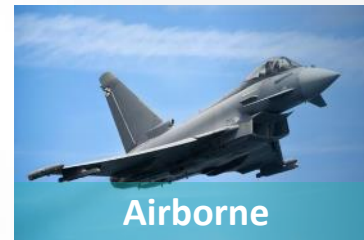
Defence Programs Portfolio

Approved Design Wins Awaiting Production: ₹800 – 1,000 crores

Design Wins Under Development: ₹2,500 – 3,000 crores



- Radar**
- MPR Arudhra
 - Akash
 - Ashwini
 - QRSAM



- Airborne**
- Tejas
 - AEW&C
 - Jaguar
 - Dornier

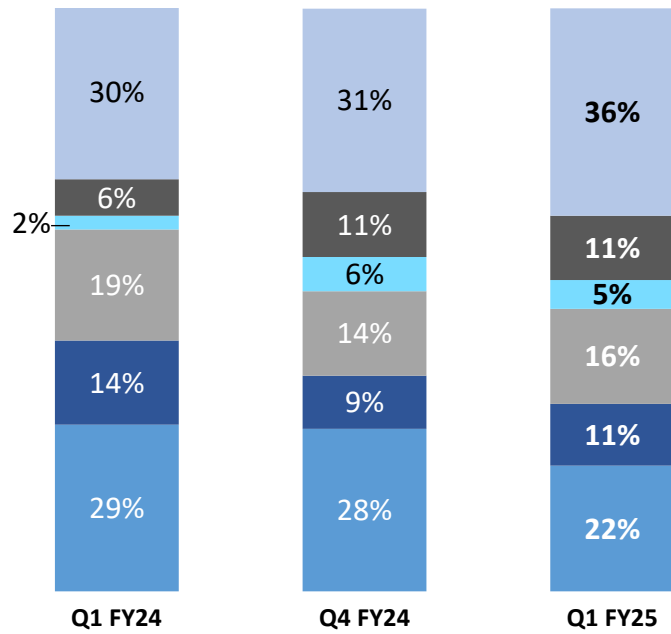


- Naval**
- Samudrika
 - Indigo
 - USHUS
 - Abhay

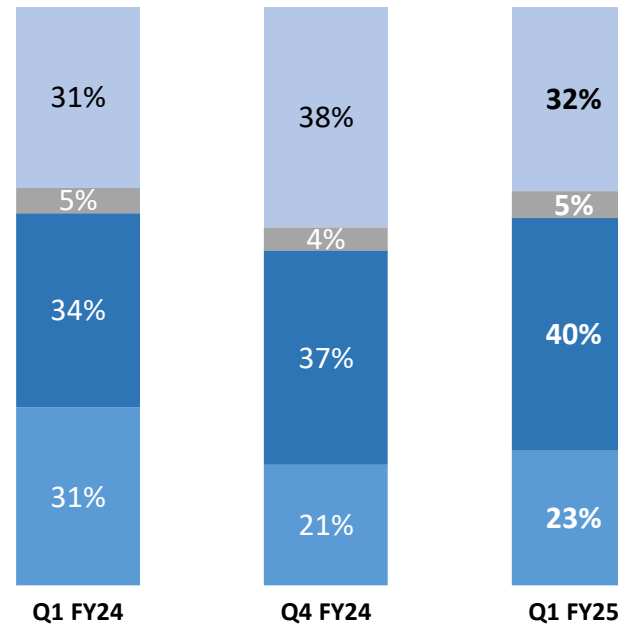


- Upcoming Programs**
- LCA MK II
 - AEW&C MK II
 - Su 30 Upgrade
 - Rustom II

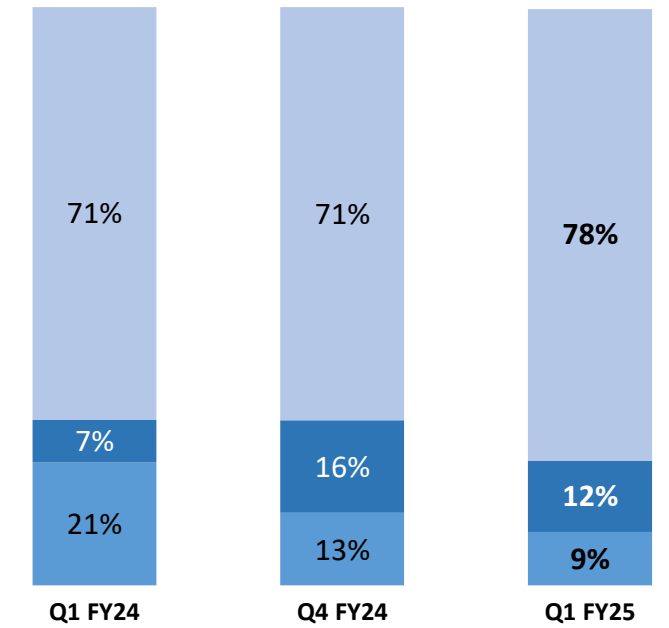
Revenue by Vertical



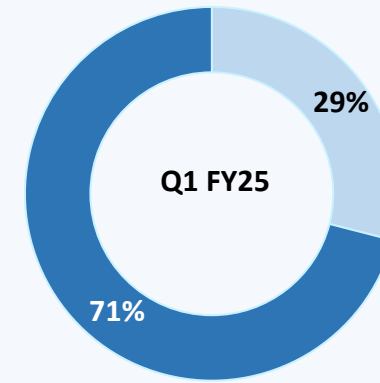
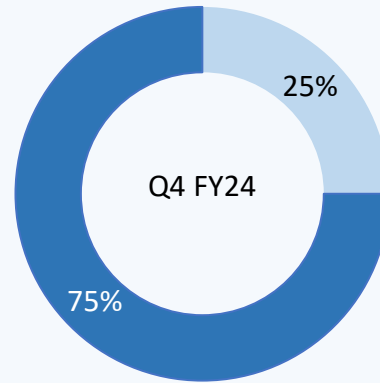
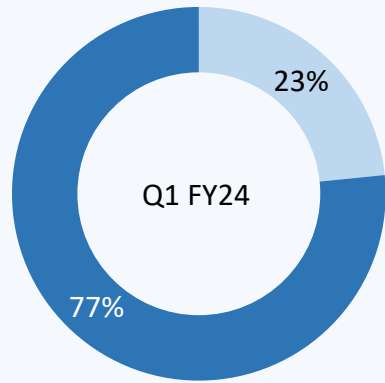
Revenue by Geography



Revenue by Segment

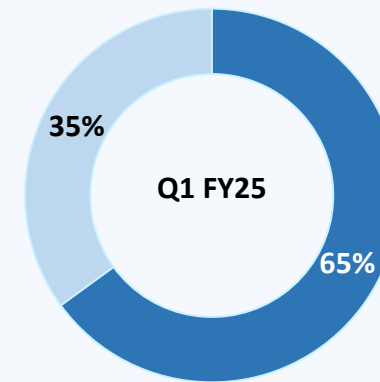
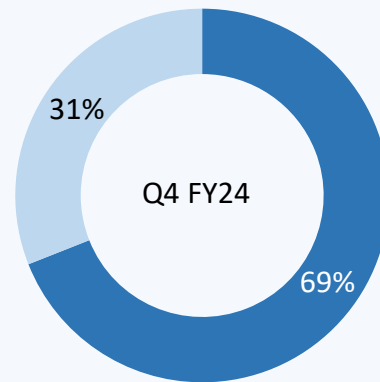
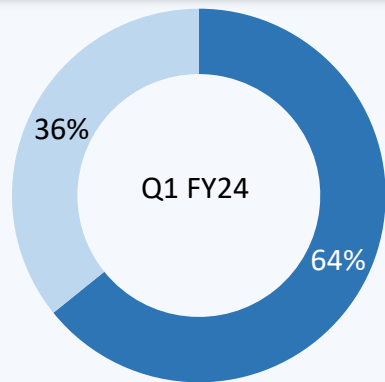


Revenue Mix



Onsite
Offshore

Revenue by Project Type

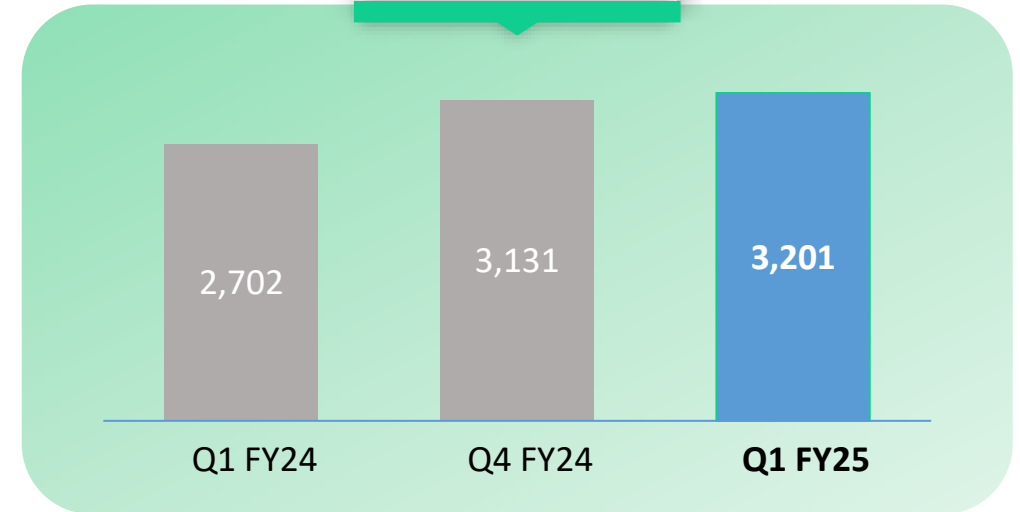


Fixed Price
Time and Material

Key Takeaways

- ❖ 18% growth on a YoY basis.
- ❖ 4% growth in digital and embedded resources on YoY basis, indicating the company's focus on growing in house digital capabilities.
- ❖ Attrition rates lowered on YoY basis driven by various employee engagement activities and better management of pyramid by defining employee's journey.

Total Headcount



Employee Metrics

	Q1 FY24	Q4 FY24	Q1 FY25
DIGITAL & EMBEDDED	652	734	678
MECHANICAL	1,826	2,150	2,281
Support	224	247	242
ATTRITION RATE (%)	18%	16%	14%

THANK YOU

COMPANY:



AXISCADES Technologies Limited

CIN : L72200KA1990PLC084435

Mr. Teni Thomas

(Head – M&A, Strategy & Business Performance)

Email: teni.thomas@axiscades.in

Website: www.axiscades.com

INVESTOR RELATIONS ADVISORS:



Orient Capital

Mr. Irfan Raen

+91 97737 78669

irfan.raeen@linkintime.co.in

Mr. Sumeet Khaitan

+91 +91 70213 20701

sumeet.khaitan@linkintime.co.in