

Date: 28-08-2024

To,
The Manager
Department of Corporate Services
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort
Mumbai 400 001

BSE Scrip Code: 531533

Dear Sir(s),

Sub: Proceedings of the 41st Annual General Meeting held on 28th August, 2024.

In accordance with the provision of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the proceedings of the 41st Annual General Meeting of the Company held on 28th August, 2024.

Kindly take the same on your records and acknowledge the receipt.

Yours faithfully,

For Accedere Limited

Neelam Purohit
(Company Secretary & Compliance Officer)

Proceedings of the 41st Annual General Meeting of ACCEDERE LIMITED

The 41st Annual General Meeting (AGM) of the members of ACCEDERE LIMITED (“the Company”) was held on Wednesday, the 28th August, 2024 by Microsoft Teams Meeting (Video Conference Meeting) at 12.30 Noon at the Registered Office of the Company situated at 115B, Andheri Industrial Estate, Off Veera Desai Road, Andheri West, Mumbai 400 053.

Mr. Ashwin Chaudhary was voted to chair unanimously. Thereafter the Chairman occupied the Chair and conducted the proceedings of the meeting.

Mr. Ashwin Chaudhary, Chairman of the meeting confirmed that quorum was present and commenced the Meeting.

Mr. Ashwin Chaudhary gave an overview of the financial performance for the financial year ended 31st March, 2024 and discussed the growth of the company.

With the consent of the members present, the Notice convening the meeting having been circulated to all members was taken as read.

As there was no qualification, adverse remark, or observation in the Independent Auditor’s report, the same was not read.

The Chairman informed the members that pursuant to the provision of the Companies Act, 2013 and Rules, made there under, Regulation 44 of the Listing Regulations and Secretarial Standard on General Meetings, the company has provided an e-voting facility to the members of the company in respect of resolutions to be passed at the Meeting. The e-voting commenced at 9.00 a.m. on 25th August, 2024 and ended at 5.00 p.m. on 27th August, 2024.

The chairman informed that the Company has engaged the services of “Link Intime India Private Limited” as the agency for providing a remote e-voting facility and has appointed Mr. V. Ramachandran, as the Scrutinizer for the purpose of scrutinizing the remote e-voting process.

The chairman thereafter put the following items on the agenda for approval and requested Mr. V. Ramachandran, Scrutinizer, for the orderly conduct of the remote e-voting Process.

ORDINARY BUSINESS:

1. Adoption of Standalone and Consolidated Financial Statements of the Company including Reports of Board of Directors and Auditor's for the year ended 31st March, 2024.
2. Re-appointment of Ms. Priya Chaudhary, who retires by rotation.

SPECIAL BUSINESS:

1. Re-Appointment of Ms. Pooja Joshi as an independent director for the period of five years.
2. To approve existing as well as new material related party transactions with identified subsidiaries of the company.

The members were informed that the results of e-voting conducted at the Annual General Meeting would be declared within two working days of the conclusion of the meeting.

The meeting concluded at 01:05 PM with a vote of thanks.

For Accedere Limited

Neelam Purohit
(Company Secretary & Compliance Officer)



Accedere

```
mirror_mod.use_z = False
mirror_mod.use_x = False
mirror_mod.use_y = False
mirror_mod.use_z = True

# ... the end ... add back the deselected mirror

mirror_ob.select = 1
modifier_ob.select = 1
bpy.context.scene.objects.active = modifier_ob
print("Selected" + str(modifier_ob)) # modifier ob is the active ob
#mirror_ob.select = 0
# ... the end ...
```

41st AGM 2024 Presentation

August 28, 2024



Accedere

About Us

Cybersecurity Trends

Drone Trends

Current Financials and Shareholding

Growth with New Products & Services

5 year Forecast

Financing & Funds Deployment

AGM Business



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

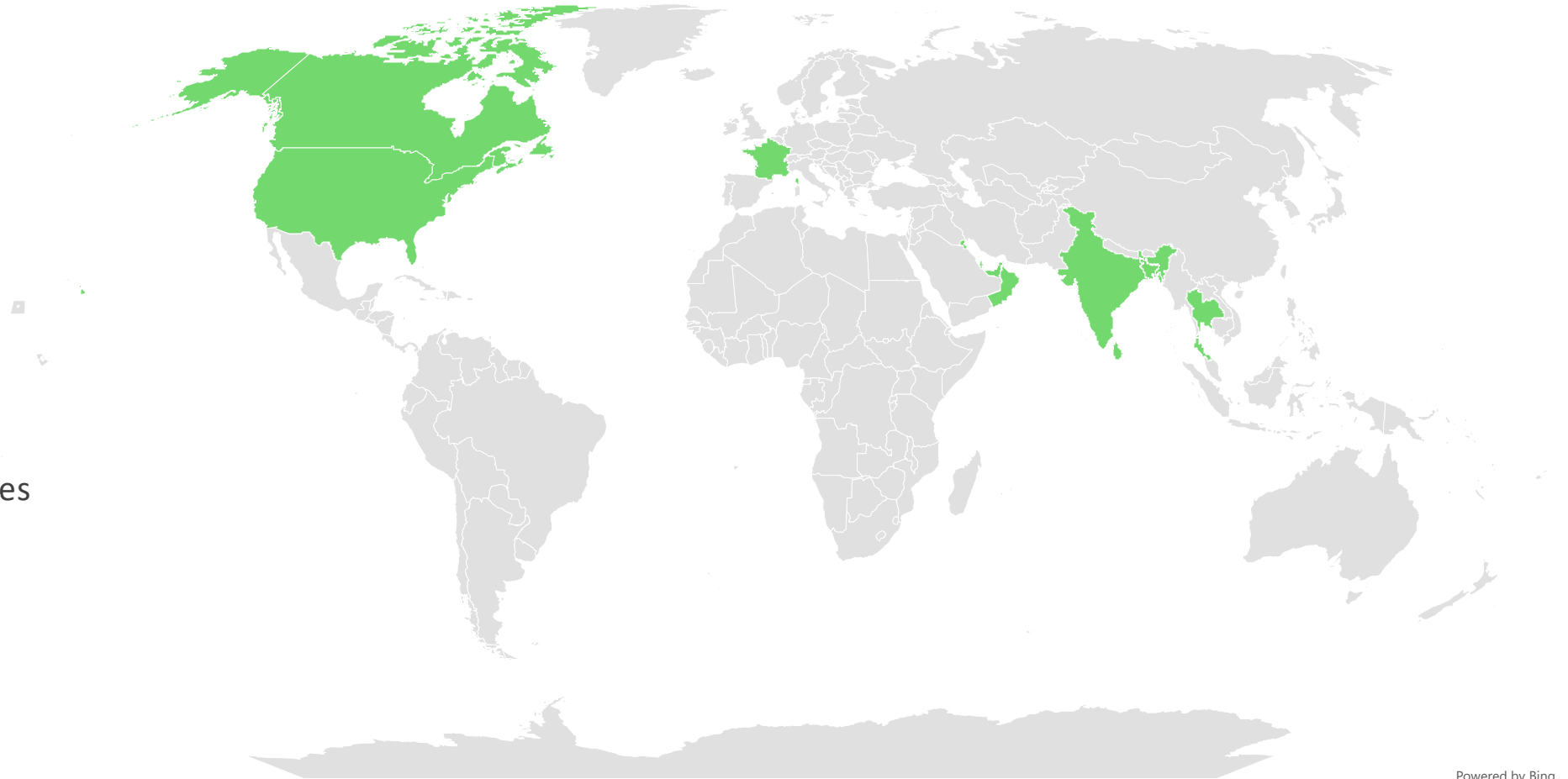
- Singapore
- India
- Thailand
- Bangladesh
- Sri Lanka

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)



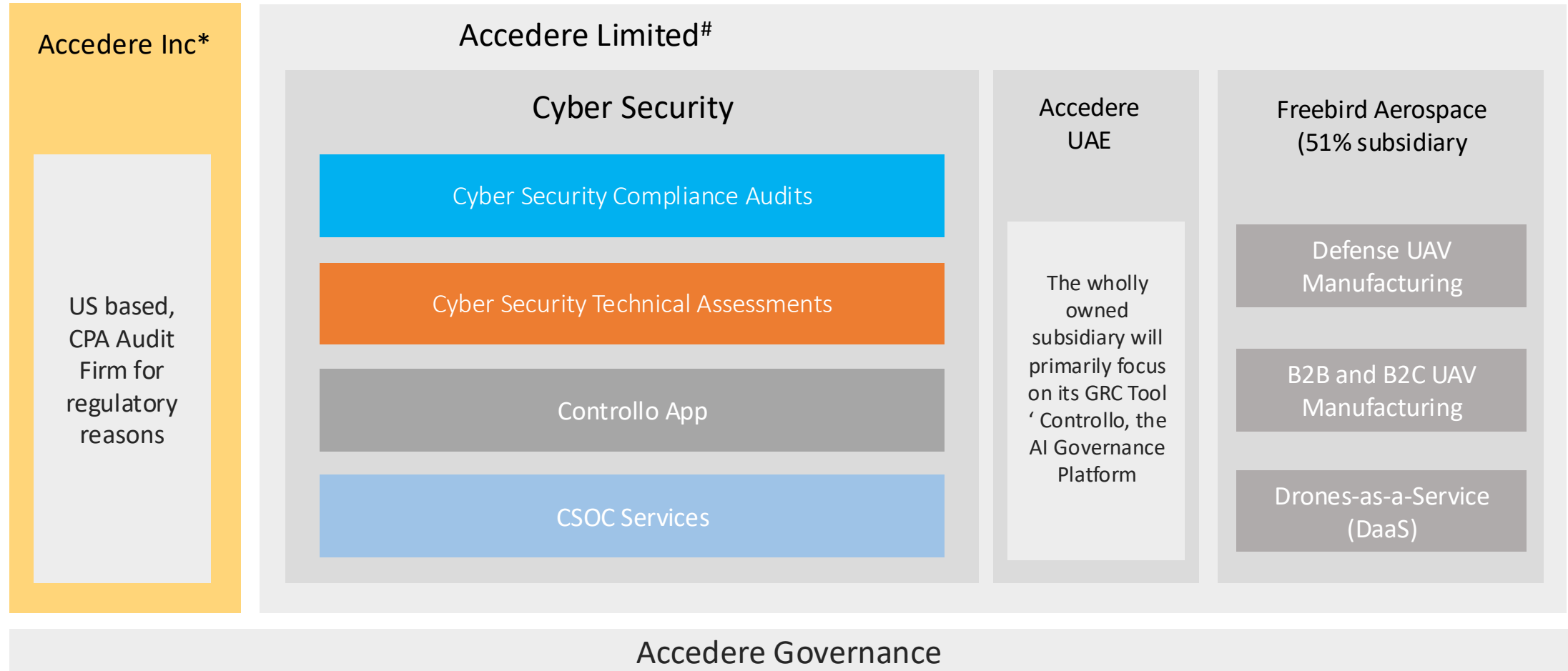
Our Testimonials

"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 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*





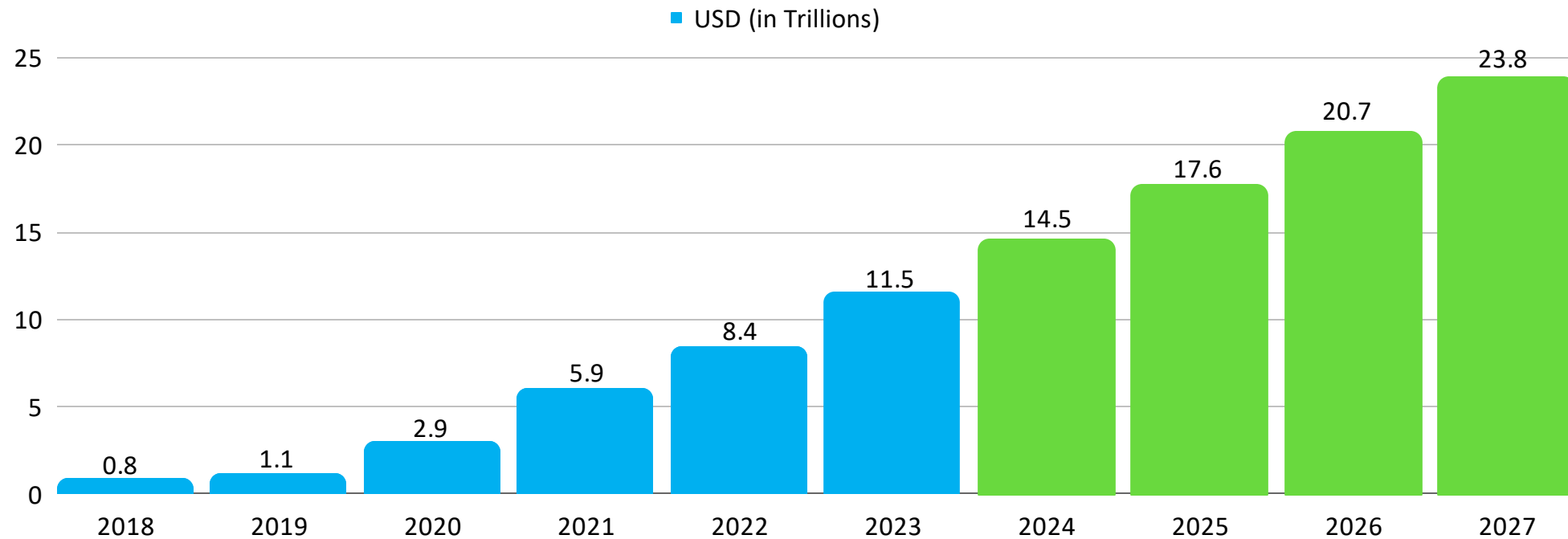
Accedere

Cybersecurity Trends

Increasing Cybercrime

Cybercrime Expected to Skyrocket in the Coming Years

Estimated Cost of Cybercrime Worldwide



Source : FBI, IMF



Increasing Cloud Factor

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



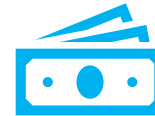
40 seconds Attack Interval



Rise of AI increases Cybercrime



23.8T Cybercrime Market



Ransomware a major methodology



Enterprise Growing Data Breaches



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

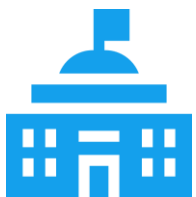


4.2B Indian Drone Market by 2025 and \$23 billion by 2030



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)*

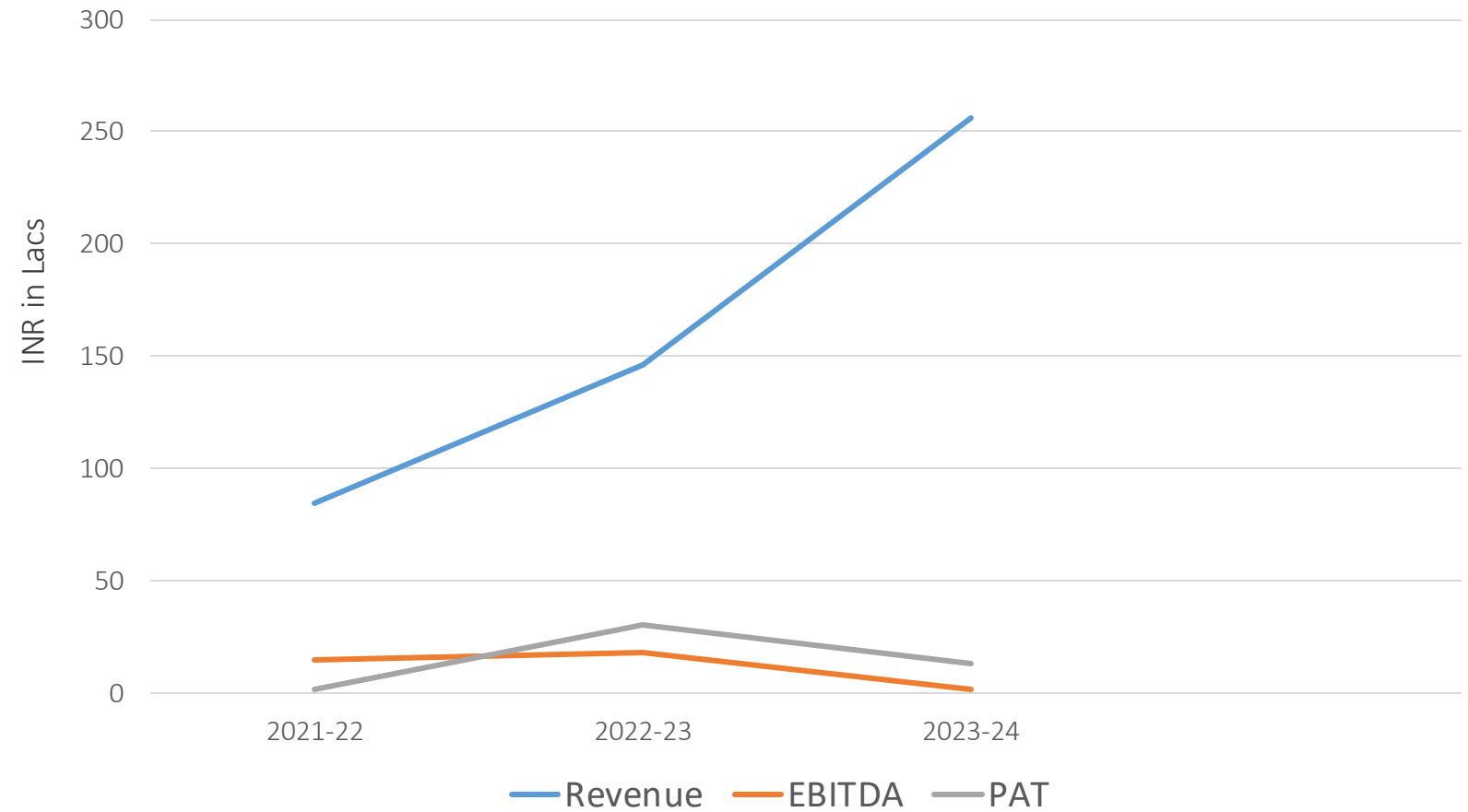
Particulars	March 31, 2024 INR (Lacs)	March 31, 2023 INR (Lacs)
Revenue (Sales)	270.61	156.37
Expenses	(241.35)	(139)
EBITDA	29.26	17.37
ITD	(18.34)	(14.82)
PAT	10.92	2.55

*Audited results as submitted to BSE



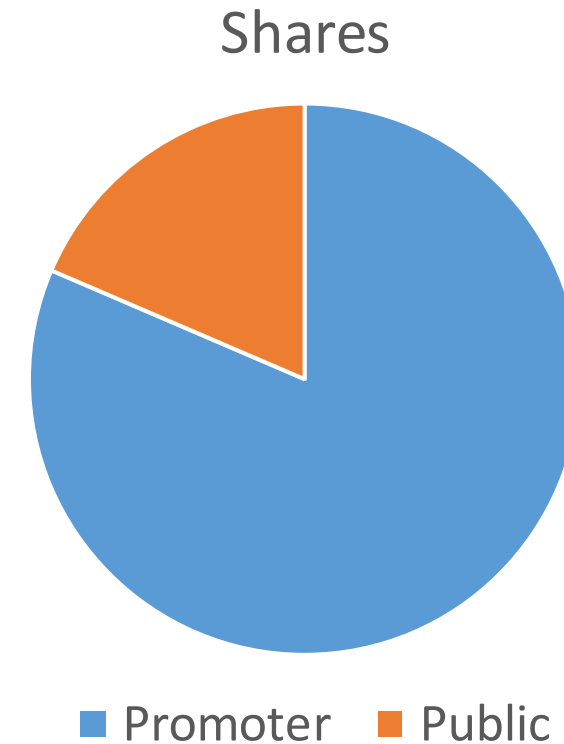
Financial Growth on YoY (2023-24)

- 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

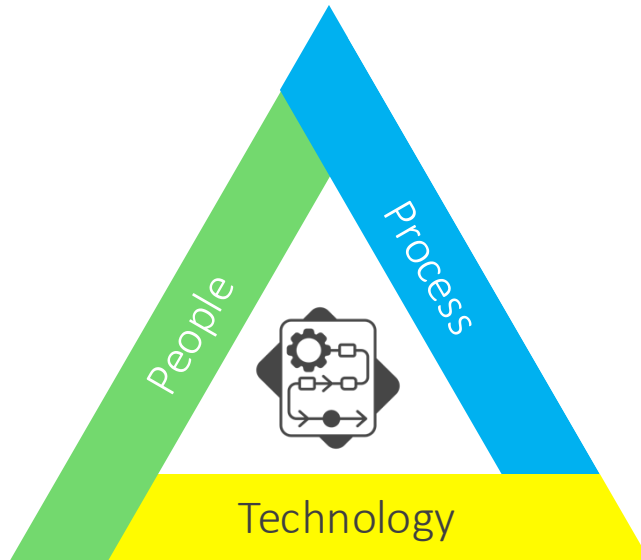




Accedere

Growth Plans

Growth Plan Controllo- AI based GRC



- **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



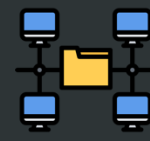
Evidence management



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 $USD\ 10,000 \times 4300 =$ **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.



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.

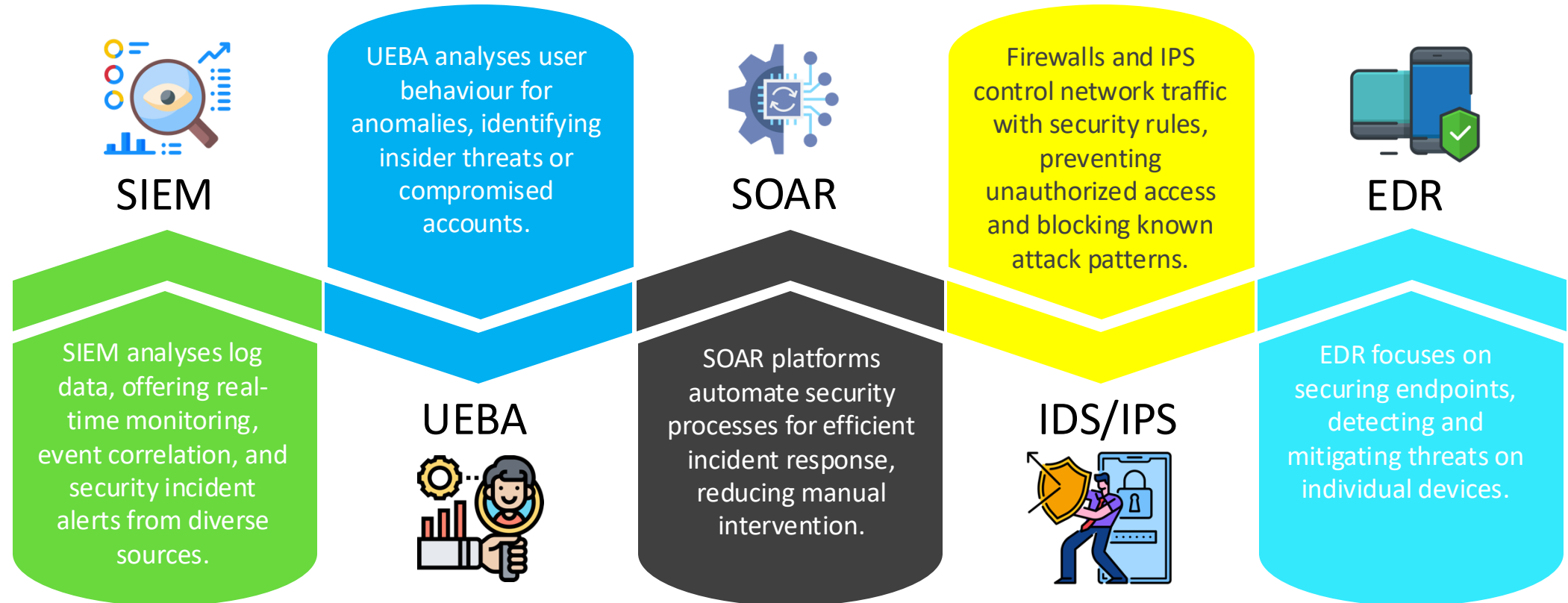
Data-driven
insights, threat
intelligence
inform defense.

Frontline
defense,
guarding against
cyber threats.



24x7 CSOC

CSOC Components



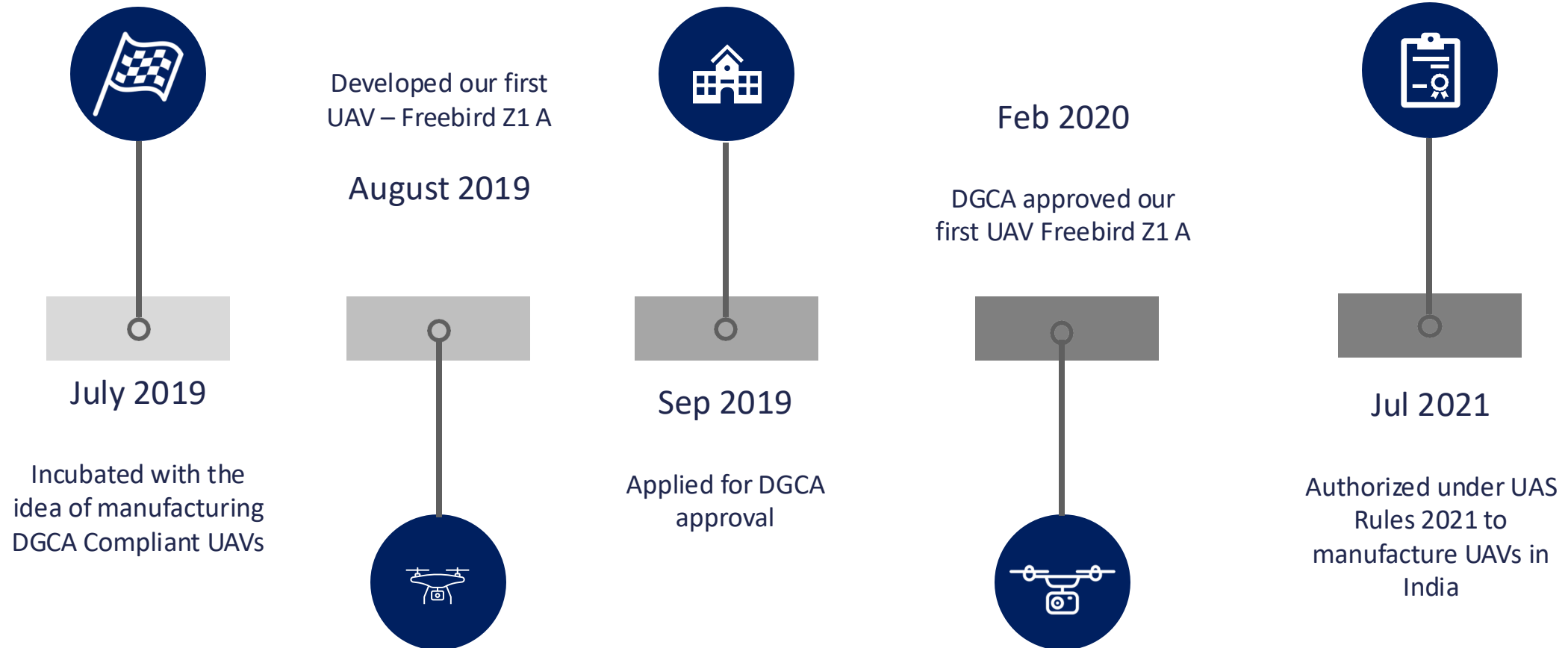
About Freebird Aerospace



About Us

Our Journey

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



About Us

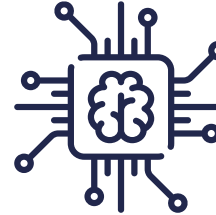
Kunal Chaudhary – Founder and CEO



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



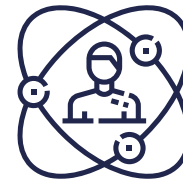
Aeromodeller since childhood

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

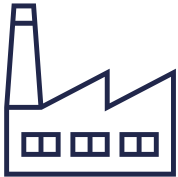
About Us

Our Capabilities



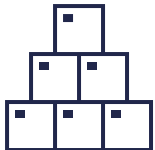
Design

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

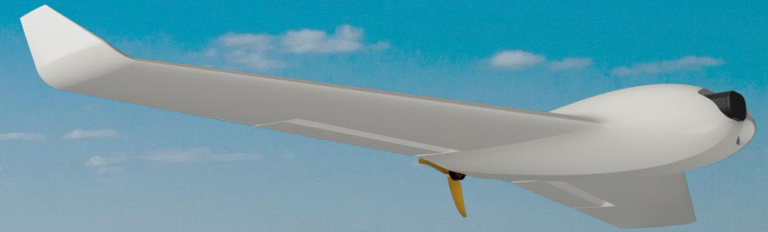


Advanced Materials

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.





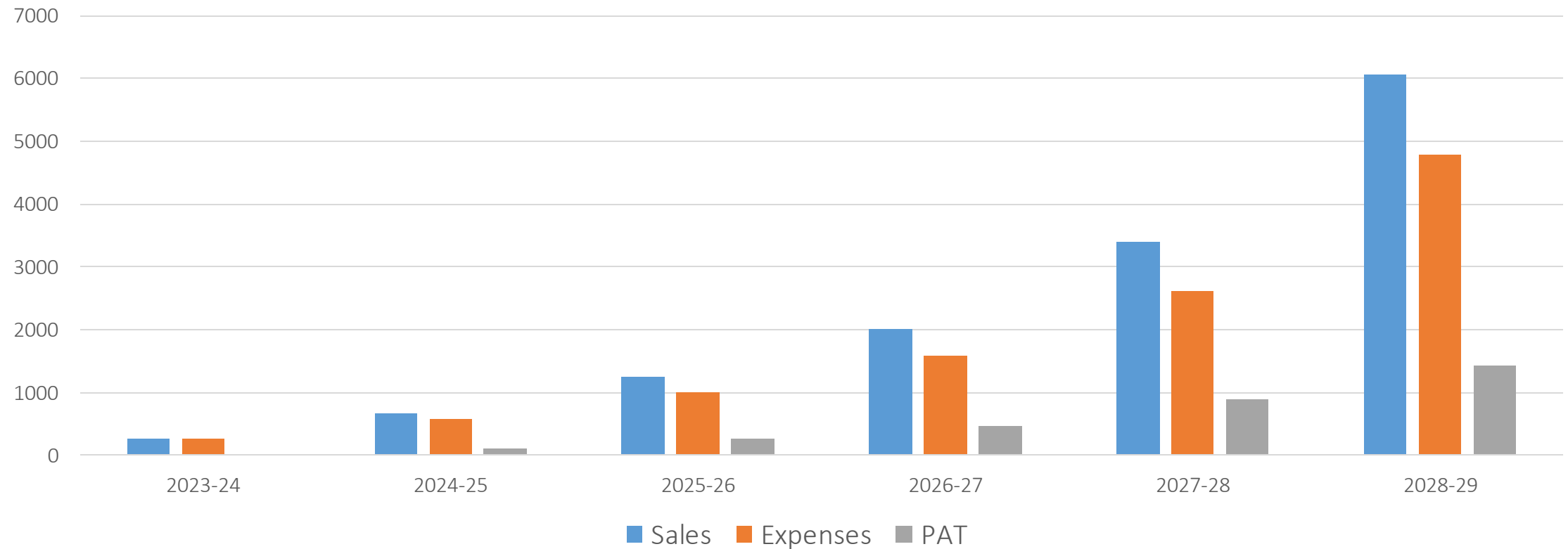
Accedere

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)



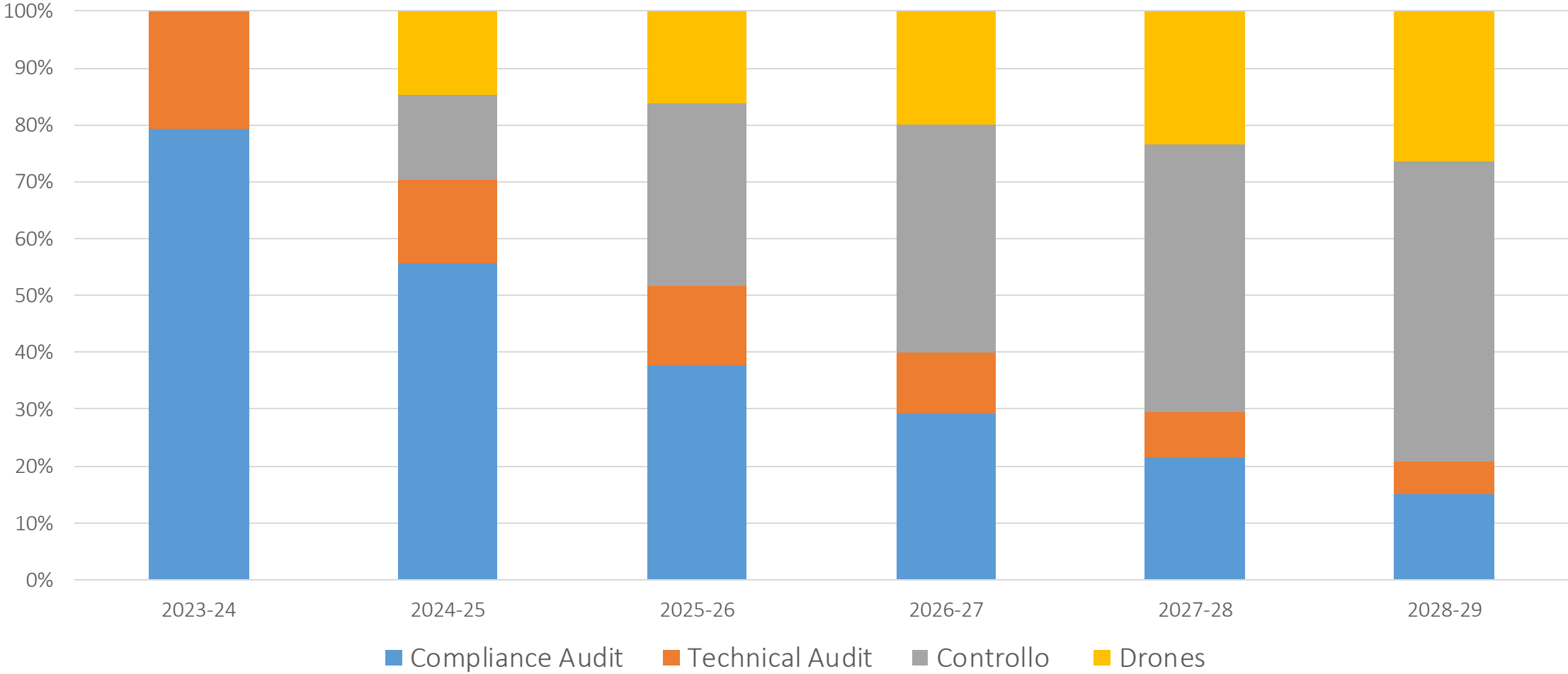
5 Year Forecast with new products & services

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

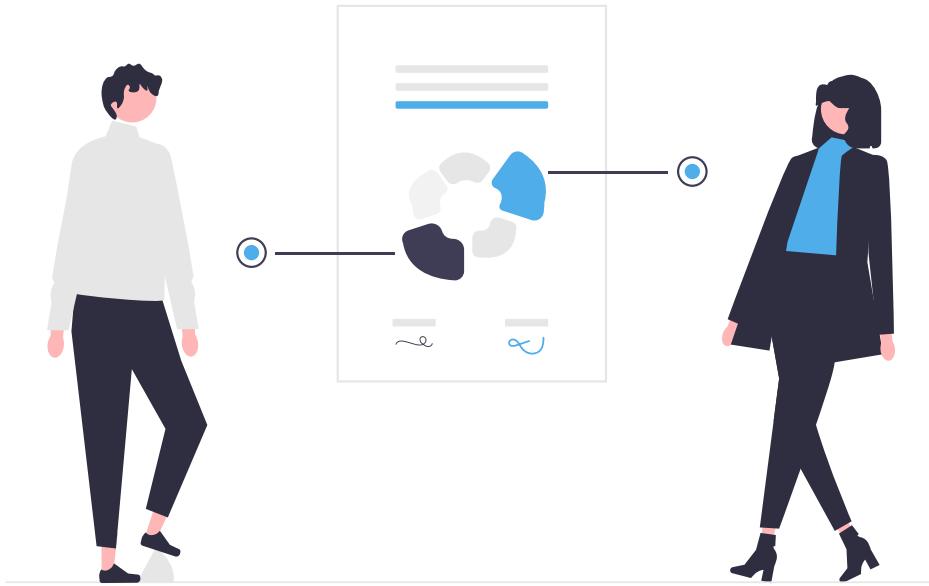


Current Financing

- 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

Accedere

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<https://accedere.io/>

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!

Accedere

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