

Onward Technologies Limited

BSE: 517536, NSE: ONWARDTEC

Q2 and H1 FY20 Earnings Presentation

**CREATING A STRONGER
FUTURE TOGETHER**



- Engineering Services
- IT Consulting Services
- Product Sales & Support
- Staffing Services



// About Us

- Established in the Year **1991**
- One of the Pioneers in **Engineering Design Services** and **IT Consulting** from India



ISO 9001:2015
ISO 27001:2013



Legacy

Founder of Onward Technologies, **Mr. Harish Mehta**, co-founded **NASSCOM**, the leading trade association of Indian IT and BPO Industry



Execution Capabilities

8,500+ Projects Delivered
50 Million Hours of engineering work



Employee Strength

+2,500 employees
~**50%** Mechanical engineers



Flexible Business Model

Engineering excellence centre
Customised solutions
Onsite consultancy



Client Pedigree

Fortune 1,000 companies



Key Financial Metrics

5 year Revenue CAGR: 9%
5 year PAT CAGR: 167%
FY19 ROE: 18.3%, ROCE: 20.8%



Mission

Onward delights the customers by relentlessly **driving technological advancements and innovation** that become essential to stay ahead of the competition at affordable cost.



Vision

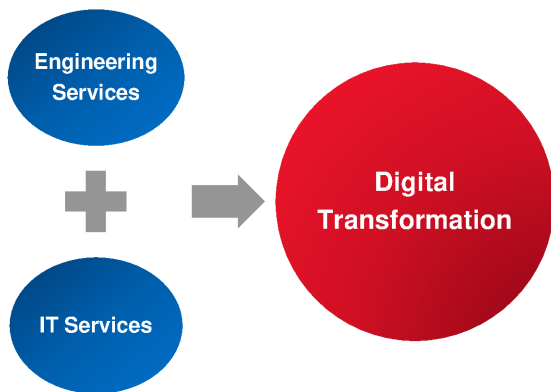
To achieve **sustained leadership position in providing superior engineering services to global manufacturing companies** cutting their time-to-market, with substantial cost savings.



Core Values

Onward has 4 core values, **Trust, Confidentiality, Accountability, Integrity** that are embedded in its DNA, providing quality service to its customers or employees.

What we do



Industries we serve



Automotive



Aerospace



Off - Highway



Industrial



Auto Electric



Heavy Engg.



Locomotive



Consumer &
Healthcare

Growth Opportunities



Product Lifecycle Management (PLM)



Internet of Things (IoT)



Analytics



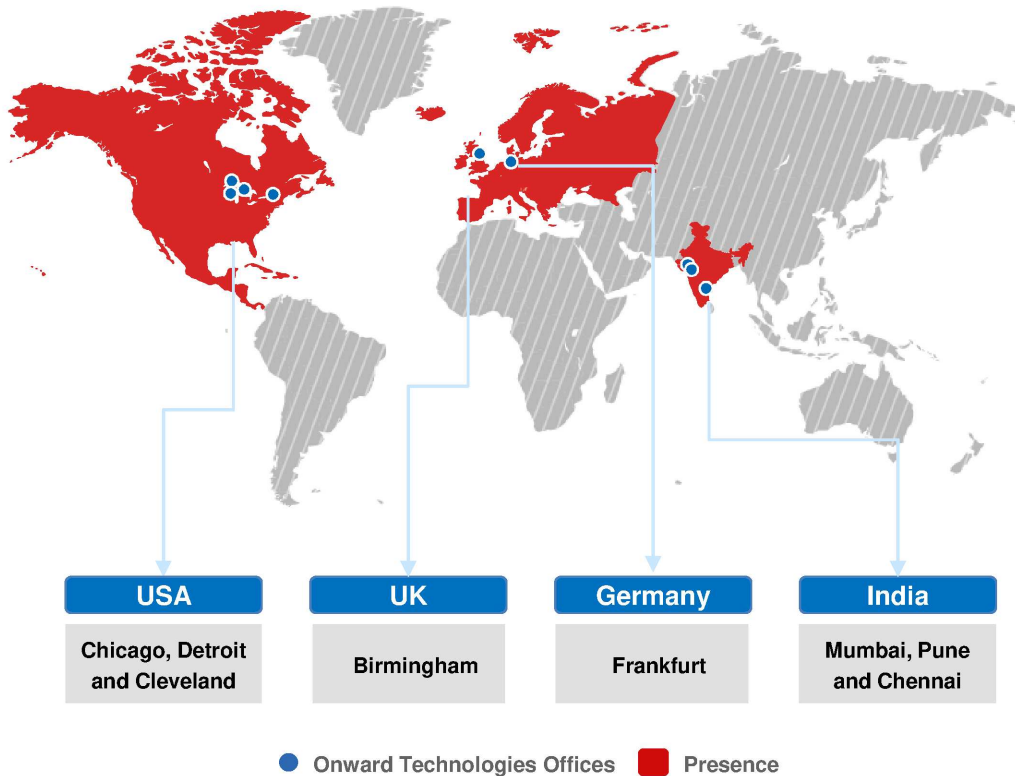
Artificial Intelligence (AI)



Robotic Process Automation (RPA)



Machine Learning



INFRASTRUCTURE

- Secure Environment
- Over 100,000+ sq. ft. of Design & Delivery Centers
- Business Continuity and Back-up Redundancy
- Strong Ecosystem for Scanning, Prototyping, Testing and Manufacturing Support
- Dedicated Line for Data Transfer
- Video Conferencing Facility



Pune Office

Key Clientele

A leading American
**Heavy Equipment
Manufacturer**

A leading
**German Auto
Carmaker**

A leading
**British
Equipment
Manufacturer**

A leading
**Global Pharma
Company**

A Global
**Digital Leader
and Supplier to
Heavy Industries**

A major Swiss
Manufacturer of
**Escalators and
Elevators**

A leading Manufacturer
of **Engines and
Generators for
Automobile Sector**

A leading
**British Luxury
Carmaker**

12 offices worldwide, 15+ excellence centres catering to Fortune 1000 companies

Board of Directors



HARISH MEHTA
EXECUTIVE CHAIRMAN



JIGAR MEHTA
MANAGING DIRECTOR



PRANAY VAKIL
DIRECTOR



NANDKUMAR PRADHAN
DIRECTOR



PRACHI MEHTA
DIRECTOR



RAHUL RATHI
DIRECTOR



PARISH MEGHANI
DIRECTOR

Management Team



Jigar Mehta

Experience: ~17 years
Education: B.B.A. (Boston University)

Managing Director



Vignesh Kumar

Experience: ~25 years
Education: B.E., M.B.A.

EVP and Head - EDS



Satish Ramanan

Experience: ~31 years
Education: M.Com., M.B.A.

SVP and Head – IT Services



Pratish Mehta

Experience: ~14 years
Education: B.E. (Electronics and Telecom.)

SVP – US Operations



CA Devanand Ramandasani

Experience: ~15 years
Education: Chartered Accountant

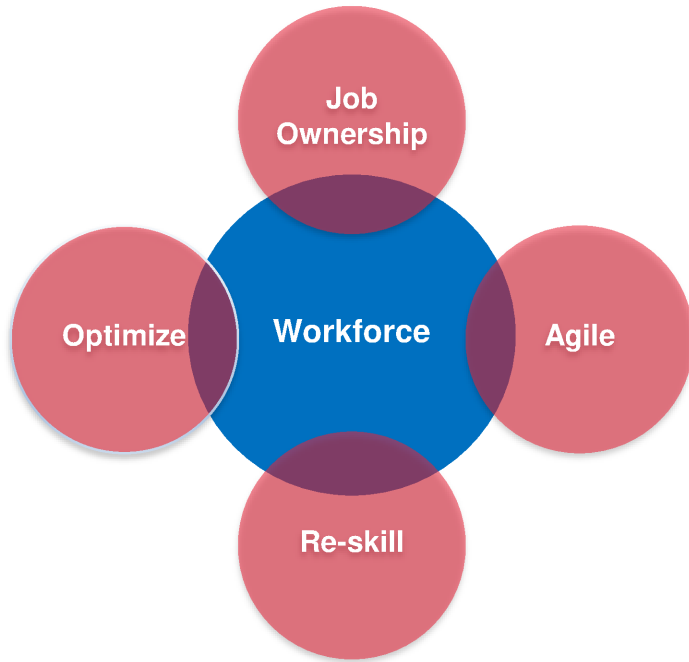
Chief Financial Officer



Sujata Singh

Experience: ~21 years
Education: M.B.A.

SVP and Global Head - HR

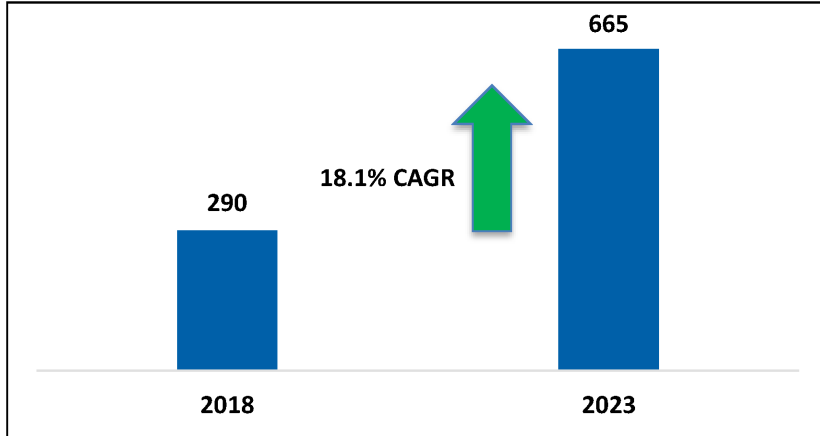


- ✓ Focus on bringing on board **top experts** with **diverse and rich experience across domains**
- ✓ **Business heads and team members to take ownership** of deliverables
- ✓ **Agile workforce** to meet dynamic needs of clients
- ✓ **Re-skill** to tap into **lucrative business** opportunities
- ✓ **Optimize teams** to build a lean and productive organization

// Industry Trends

Digital Transformation Market

Digital Transformation Market Size (USD Bn.)



Technology

Robotics
IoT
3D Printing
Advanced Human Machine Interface (HMI)
Big Data and Analytics
Machine Learning and AI

End User Industry

Automotive
Aerospace and Defence
Pharmaceuticals
Consumer
Healthcare
Electrical and Electronics

Digitalizing business operations >> Addressing evolving customer preferences >> Higher Operational Efficiency

Key Drivers >> Rise in Mobile devices and Apps, Higher IoT penetration, Cloud services, Need to improve operational performance to gain competitive benefits