

June 21, 2023

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,

Sub: Investor Presentation- June 2023

Please find attached the investor's presentation for June 2023, of AXISCADES Technologies Limited (AXISCADES).

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 - 60024, Karnataka, INDIA
Ph: +91 80 4193 9000 | Fax: +91 80 4193 9099 | Email: info@axiscades.com | www.axiscades.com

AXISCADES

Investor Presentation

June 2023

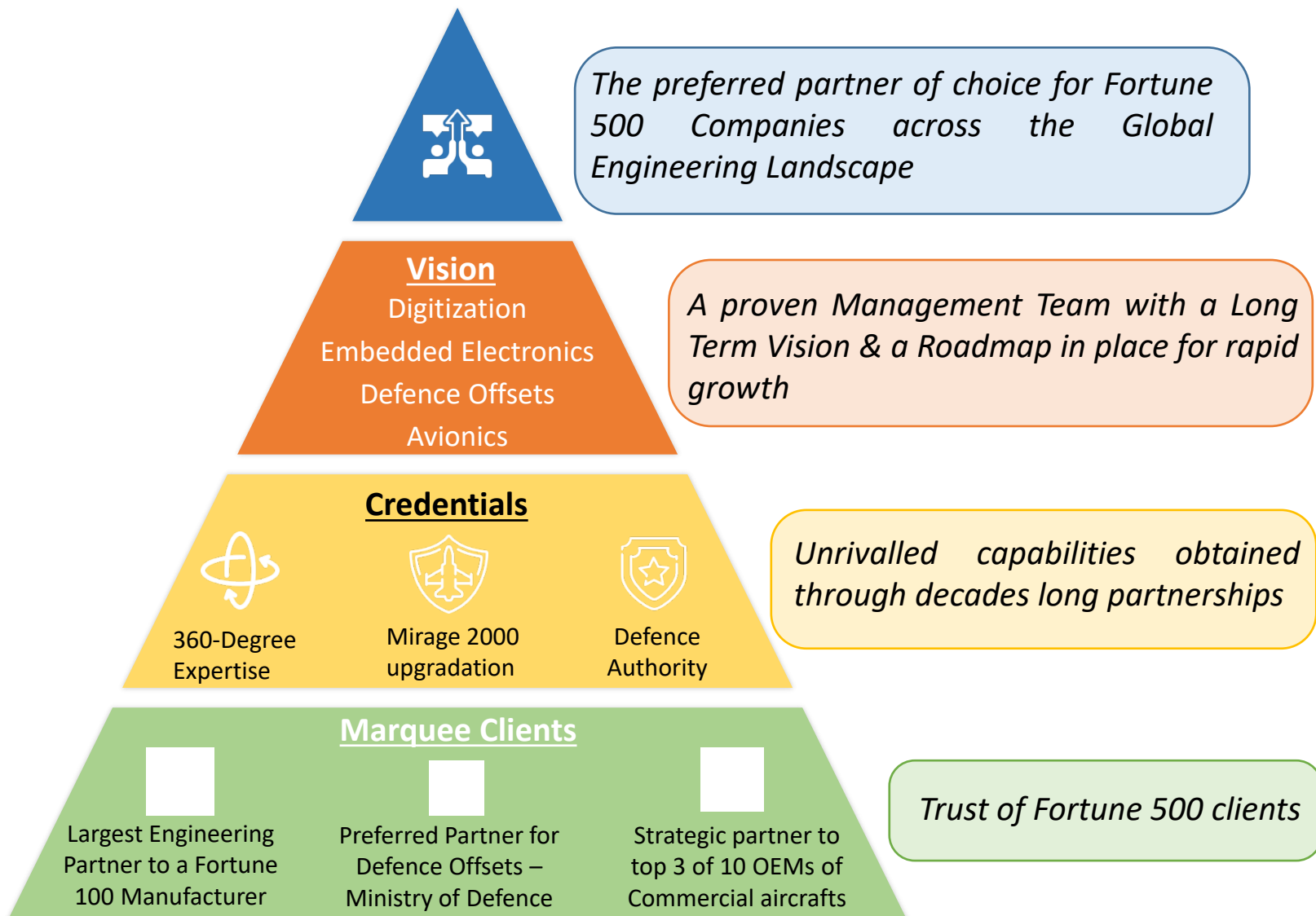


AXISCADES

Inspired Solutions. By Design

A partner of Choice for Global Engineering Companies

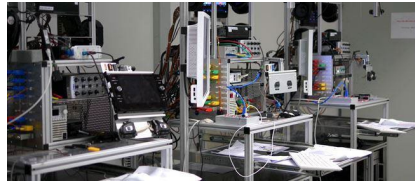
A Digital Enabler with Marquee Clientele & strong credentials across the ERD segment



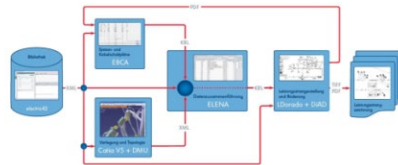
- ### Infrastructure in place for success
-  Partner of Choice for Fortune 500 Engineering Companies
 -  360-degree-expertise across ERD sector
 -  Unrivalled barriers to entry in the Defence Space
 -  Digitization enabler for Engineering Services
 -  Transferability of Skillsets to diversify clientele
 -  Exceptionally Qualified Management
 -  Clarity of Goals & a Roadmap in place

Add Solution GmbH

① TEST HOUSE: HMI & Infotainment



② DESIGN HOUSE: WIRING HARNESS

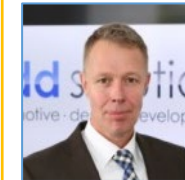


- Revenue (2022): EUR 8.2m
- EBITDA (2022): EUR 0.74m (9%)

Customers



Alexander Kellersman (54)
Co-founder & CEO



Bernd Schober (54)
Co-founder & CEO



AXISCADES Leaders with deep track record on ER&D & Technology



Arun Krishnamurthi – CEO & MD

- Three decades of experience
- A transformational executive business leader with experience across multiple industry verticals and service areas.
- Ex. Tata Technologies - London (President Europe), Wipro-London (Sr. Vice President)



Sharadhi Babu – CEO & MD - ACAT

- Aeronautical Engineer, a Software Professional and an Entrepreneur with 25+ years of industry experience.
- Sharadhi has served as an Aeronautical Engineering Officer in the Indian Air Force.



Shashidhar SK – Group Chief Financial Officer

- 25+ yrs of experience in corporate finance and secretarial field
- Ex. StoveKraft Ltd (CFO, CS and Compliance officer), Tata Advanced Materials Ltd (CFO & CS), WaterHealth India (CFO)
- Bachelor's degree in commerce from Bangalore University, CGMA & FCMA by CIMA,UK, AICPA USA, Fellow member of the ICSI & ICAI



Ajay Sarin – CEO - AXISCADES Inc

- Two decades of experience in Sales, Strategic and Business development
- Ex. Altran, Rolta, Autodesk, ESRI and Trimble



Jayakrishna Sriram – Chief Digital Officer

- Leads Business Development, CoEs and Operations of the Digital Solutions Business Unit
- Collaborates with Global Account leaders for proliferations of our Digital Solutions Portfolio for growth
- Ex. AKZO Nobel, Cyient and Tata Technologies



Abhay Sharma – Vice President –Aerospace, Europe

- Two decades of experience
- Ex. Tech Mahindra, HAL

AXISCADES is a Technology Company offering Product Engineering Solutions

Aerospace



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

Heavy Engg.

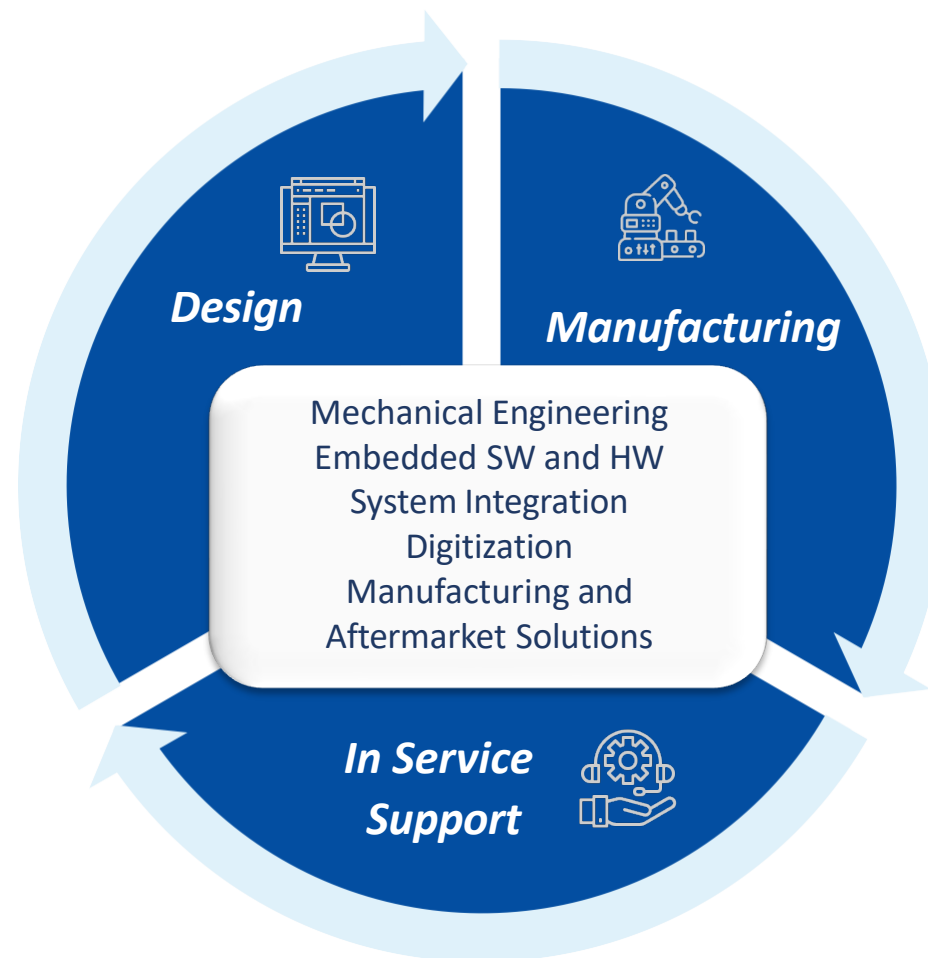


- Structures, Cabin Design
- Engine, Powertrain
- Electrical, Lube, Hydraulic systems Design
- Digital Manufacturing

Energy



- Design, Analysis - Tower, Generator, Hub, Spinner, Nacelle, Yaw, Blade
- Mechanical & Electrical Routing
- Wind Resource Analysis
- Advanced FE Simulations



Defence & Homeland Security

- Avionics, Radar/EW, C4I2
- Automated Test Solutions
- Simulators, UAVs
- GSE/GHE
- System Integration
- Offset Management



Automotive

- Design, Analysis
- BIW/CIW
- Interior & Exterior
- Engines, Powertrain
- Cost Optimization & Localization



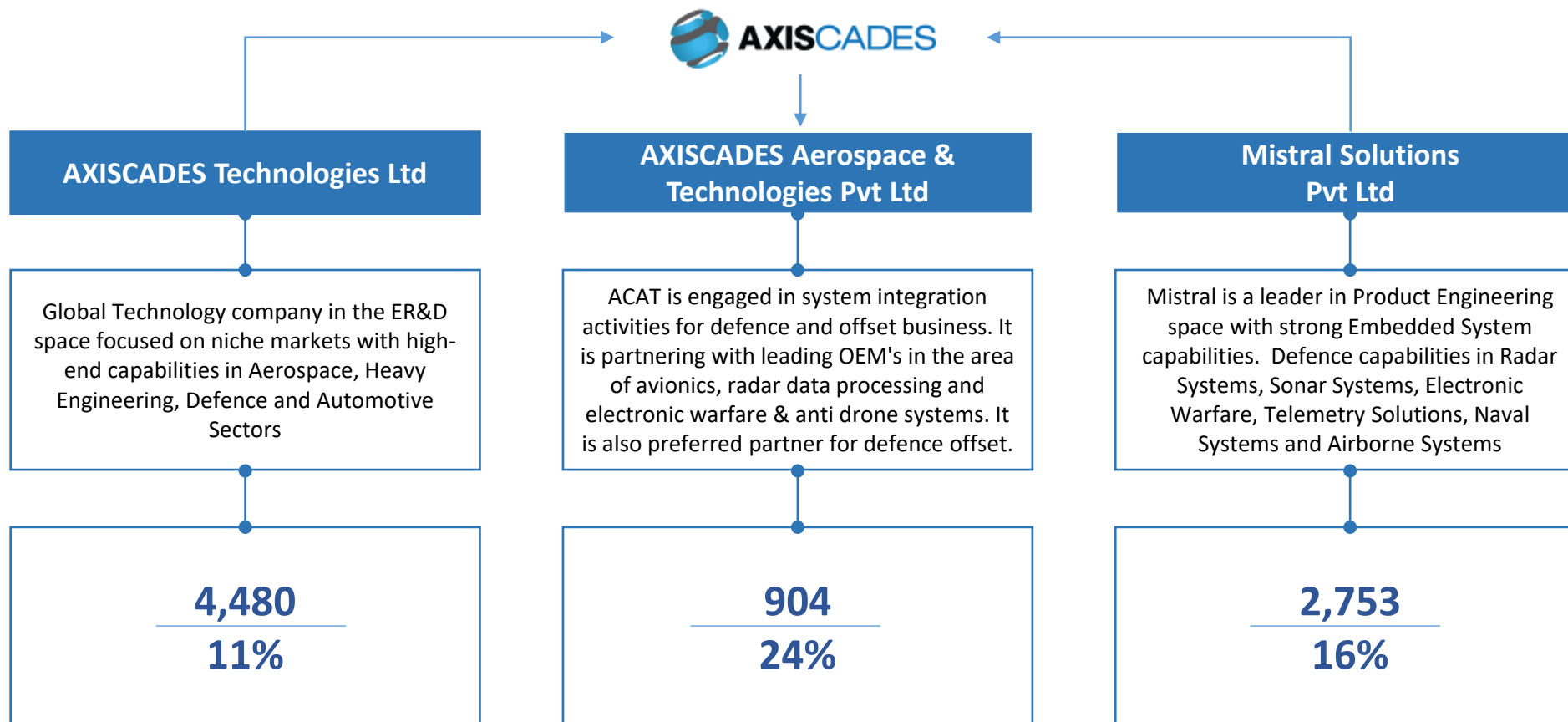
Medical & Healthcare

- Health Monitoring Devices
- Infusion Pumps & Insulin Delivery
- Product Sustenance
- Regulatory Compliance



Strategic partner to global OEMs for Innovative, Sustainable, Safer & Smarter Products

AXISCADES Vision

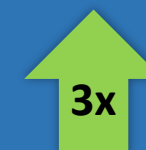


Vision FY26:

Revenue



PAT



Net Debt Free

*for disclosure, please refer slide number 31

360° offerings across Aerospace, Heavy Engineering, Defence, Automotive, Energy and other sectors

360 Degree offerings to cater to IT solutions across Defence, Aerospace, & Heavy Engineering Sectors

Product Design & Definition

- 3D CAD Modeling & Detailing
- Packaging – Plastics, Sheet Metal
- DFM / DFX / FMEA Studies
- Design Automation

Embedded Electronics

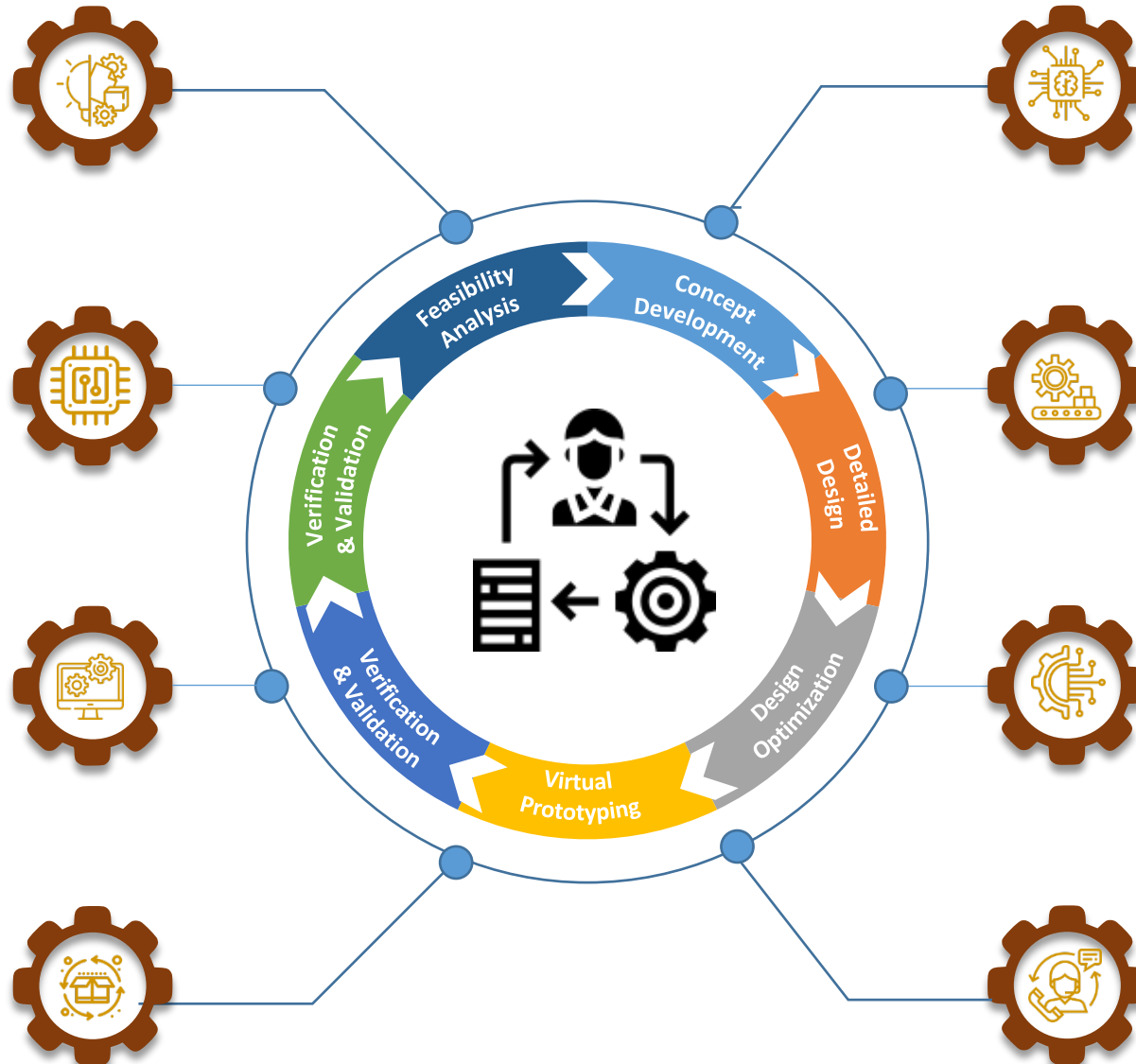
- Firmware Development
- Hardware Engineering
- Application S/W & Mobile Apps
- V&V and Testing
- IoT Analytics, AI, Advanced Analytics

Systems Installation

- Harness Layout Design & Installation
- System Integration & Validation
- Flammability Reports
- Mechanical / Electrical Routings
- Design Automation

PLM & Engineering IT

- PLM – Implementation & Integration
- CAX Packages
- Enhancement & Maintenance
- Custom Engineering Application Development & Maintenance



Engineering Analysis

- Structural Analysis – Linear & Non-linear, Thermal & Electromechanical Coupled Analysis
- CFD, Multi Body Dynamics & Kinematics Studies
- Optimization – Light Weighting

Manufacturing Engineering

- Virtual Manufacturing & Facility Layout Design
- Prototyping & Manufacturing Support
- Non-Conformance Engineering (Concessions)
- Tool & Mold Design
- Supply Chain Management

Digital Engineering

- IIOT & Industry 4.0 solutions
- AI / ML based solutions
- Application Development
- Industrial Automation
- Advanced analytics

After Sales Support

- Technical Publication
- Structural Repair & Modifications
- Upgradation & Life Extension
- Platform Migration
- Reverse Engineering
- Engineering Change Management

Aerospace Capabilities

Credentials of working across all major areas forming a part of Plane sub-structure

Embedded Electronics & Avionics:

Flight Control Systems | Navigation & Surveillance | Communications | In-Flight Entertainment | Displays | Simulators / Test Rigs | Design & Development - S/W & H/W | Manufacturing support | Verification & Validation |

Doors: Structure & Surrounds of Pax & Cargo doors

Design & Development | Manufacturing support | Customer support |

Wings & Empennage

Design & Development | Manufacturing support | Customer support |

Control Surfaces:

Flaps | Ailerons | Spoilers | Rudder | Elevator | LEVCON | Stubwing

Design | Development | Modification

Systems: ESI & MSI for Fuselage, Wings & Control surfaces

Design | Installation | Tubing & Plumbing
Electrical Harnessing & Routing |

Belly fairing structure

Engines

Design & Analysis | Tooling | Aerodynamic Studies

Fuselage: Shells, Pax & Cargo floor grids

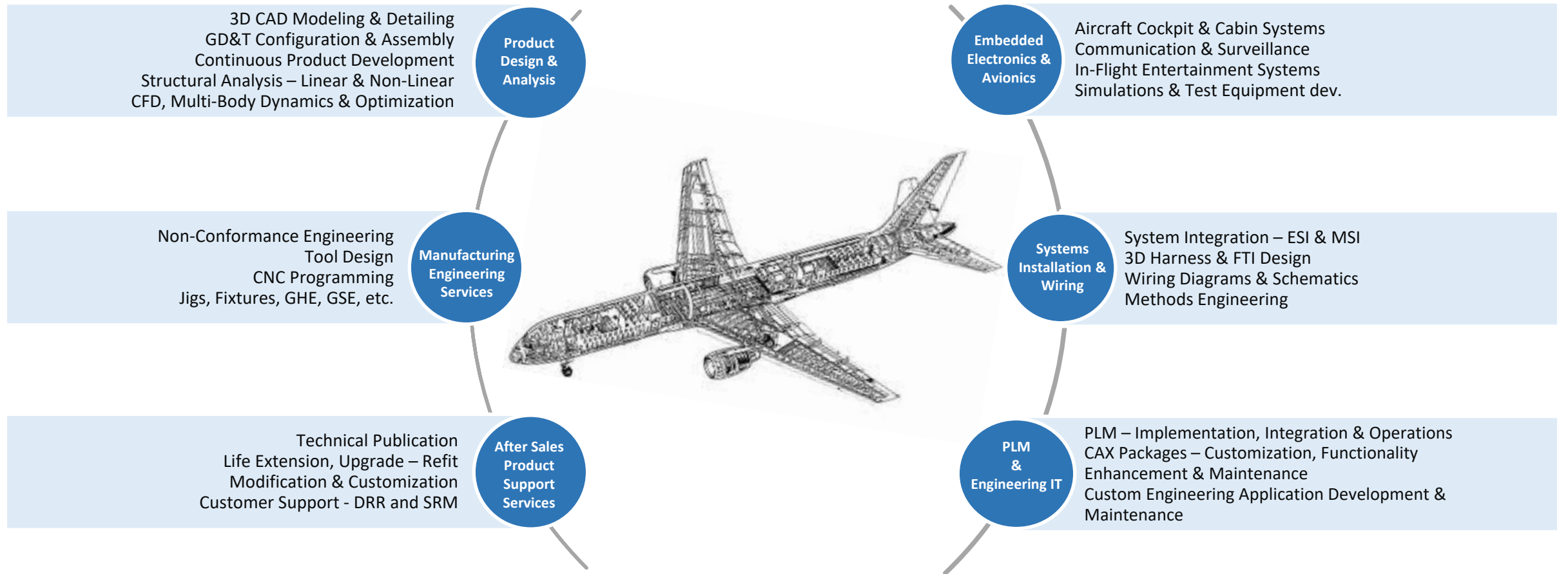
Design & Development | Manufacturing support | Customer support | SRM

Interiors: Monuments | Cabin

Design & Development | Installation | End to End Product Engineering



Aerospace Capabilities



End to End Engineering solutions provider - Concept → Certification → After sales support

Heavy Engineering Capabilities

360-degree capability enhancement by virtue of working for a Fortune 100 Heavy Engineering Company

360-degree capability enhancement by virtue of working for a Fortune 100 Heavy Engineering Company

Product Design & Definition

- Concept Design, Detailing & Layout DFMA / DFMEA
- Design Automation
- Benchmarking & Localization Studies
- Continuous Product Development
- Value Engineering



Embedded and Electronics

- Telematics & ADAS Infotainment
- Body & Chassis Electronics
- In Vehicle Networking
- Diagnostics / AUTOSAR
- Active Safety



Manufacturing Engineering Services

- Digital Manufacturing
- Process Planning
- Smart Process Automation
- MES/MOM implementation
- Jigs, Fixtures, etc.



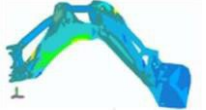
Product Lifecycle Management

- Engineering Software Development
- Teamcenter Customization
- Legacy Application Migration
- Engineering application development & maintenance



Engineering Analysis & Certification

- Analysis (Static, Linear, Non-Linear, Dynamic, Fatigue, Durability, Impact, CFD)
- Design Verification
- Optimization



Mechanical & Electrical System Installation

- Harness Installation System Integration
- Mechanical / Electrical Routings
- Tubing & Piping Hydraulics & Drivelines
- Large Fabrications



After Sales Product Support Services

- VAVE
- Localization
- Reliability & Life Extension Failure and Fatigue Analysis
- Warranty Analysis
- After Market Part Design



Technical Publications

- Manuals (Maintenance, Service, Operator, Installation Guides) AMM, IPC, CMM, IPL, etc.
- Interactive Training Material

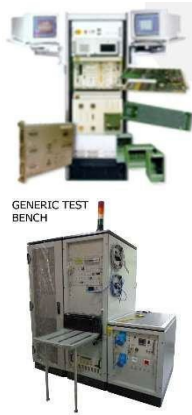


Defence Capabilities

Helping build defence equipment for Fortune 500 companies

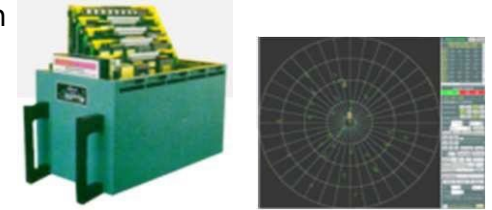
ATEs & Testing

- ATEs and Interface Adapters
- Test Program Set Software
- Electronics and Mechanicals
- Design, Procurement and Production
- Industrial Automation and Controls



EW/Avionics

- Mission Computers, Display Processors
- Digital Engine Control Unit
- EW Systems, Radar Data Processing and Microwave
- sign and Production



Systems & Simulation

- Systems Software, RTOS
- Domain specific applications
- Simulators – CREWS, ARTS, RADAR, RFSS
- Embedded Software, Drivers
- Multiple Languages, OS, Platforms



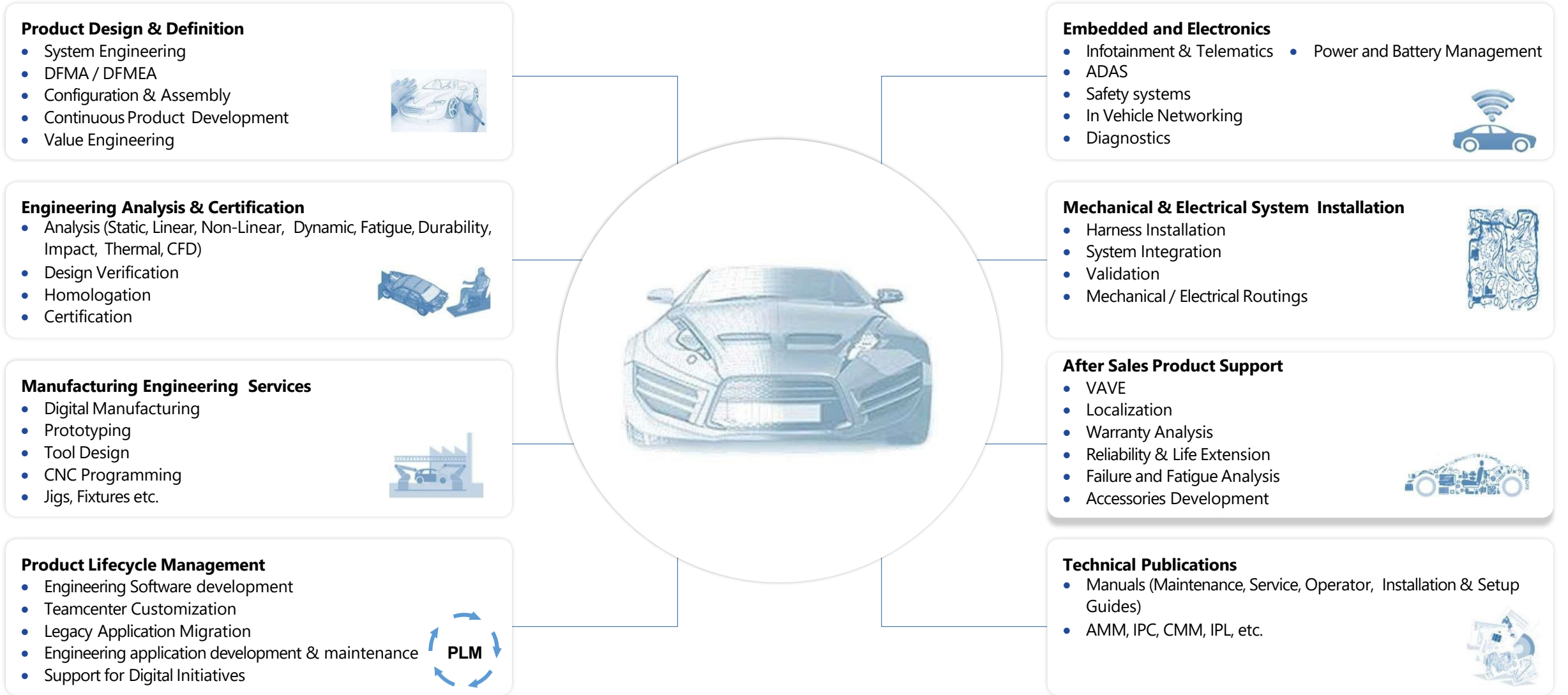
GSE/GHE - Design, Manufacturing

- Mechanical Design
- 3D Model, 2D Drawing
- Manufacturing through Ecosystem
- Inspection and Quality Control
- Qualification and Certification

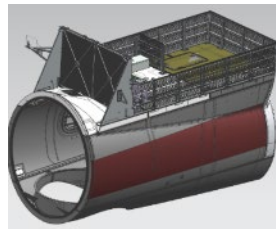


Automotive Capabilities

In a short span of time, AXISCADES has developed competency across full suite of automotive offerings



Energy Capabilities



3D Modeling, Detailed Design & Drafting
 GD&T & Stack up Studies
 Tolerance Analysis
 Configuration & Assembly
 DFSS-FMEA, DFM, DFA
 Electrical CAD
 Value Engineering & Analysis

Product Design & Definition

Harness Installation
 System Integration
 Mechanical / Electrical
 Routings
 Tubing & Piping
 Hydraulics & Drivelines
 Large Fabrications

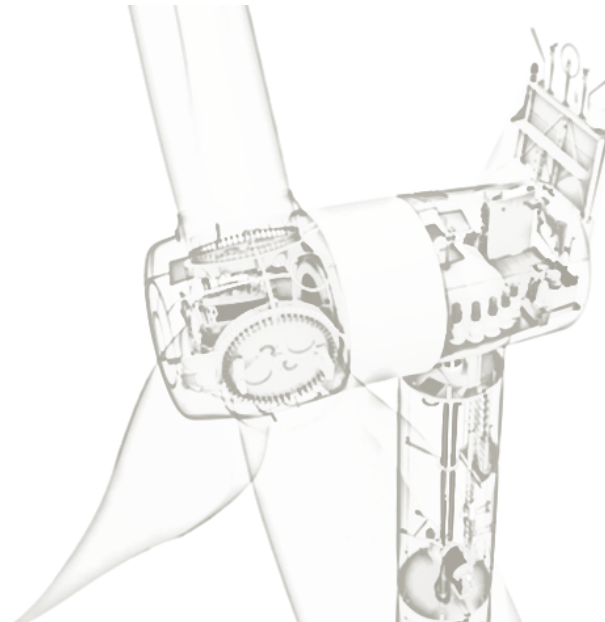


Mechanical & Electrical Systems Harness and Routing



Virtual / Digital Manufacturing
 Process Planning & Simulations
 Tool Design (Jigs, Fixtures, etc)
 Salvage & ECM
 Prototyping
 Should Cost Modelling
 Supply Chain development

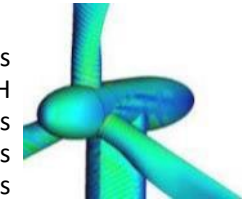
Manufacturing Engineering Services



PLM
 Macro generation & Tool Customization
 Process Automation
 Application Development
 Legacy Application Migration
 Engineering application dev. & maintenance
 Support for Digital Initiatives

Enterprise Engineering Solutions

Static, Modal & Thermal Analysis
 Acoustics & NVH
 Fatigue & Fracture Analysis
 Non Linear Analysis
 Wind Resource Analysis



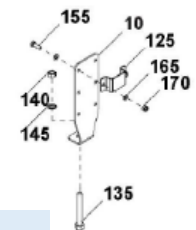
Engineering Analysis & Optimization

Life Extension, Re-Manufacture, Upgrade- refit
 Condition Monitoring & Maintenance,
 Performance Enhancement
 Durability & Warranty Study
 After Market Part Design



After Market Services

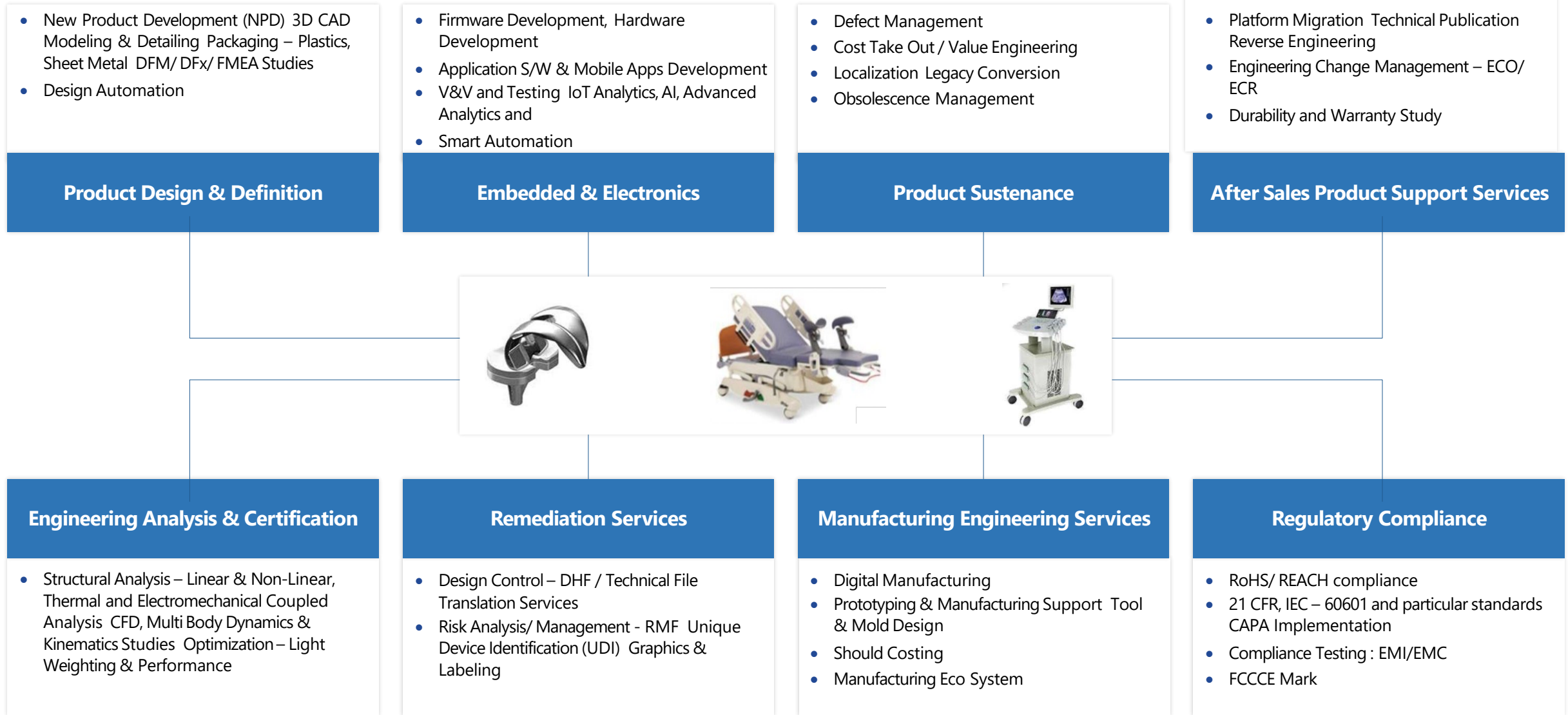
Manuals
 (Maintenance, Service, Operator, Installation
 & Setup Guides)
 AMM, IPC, CMM, IPL, etc.
 Interactive Manuals & Training Material



Technical Publications

Healthcare Capabilities

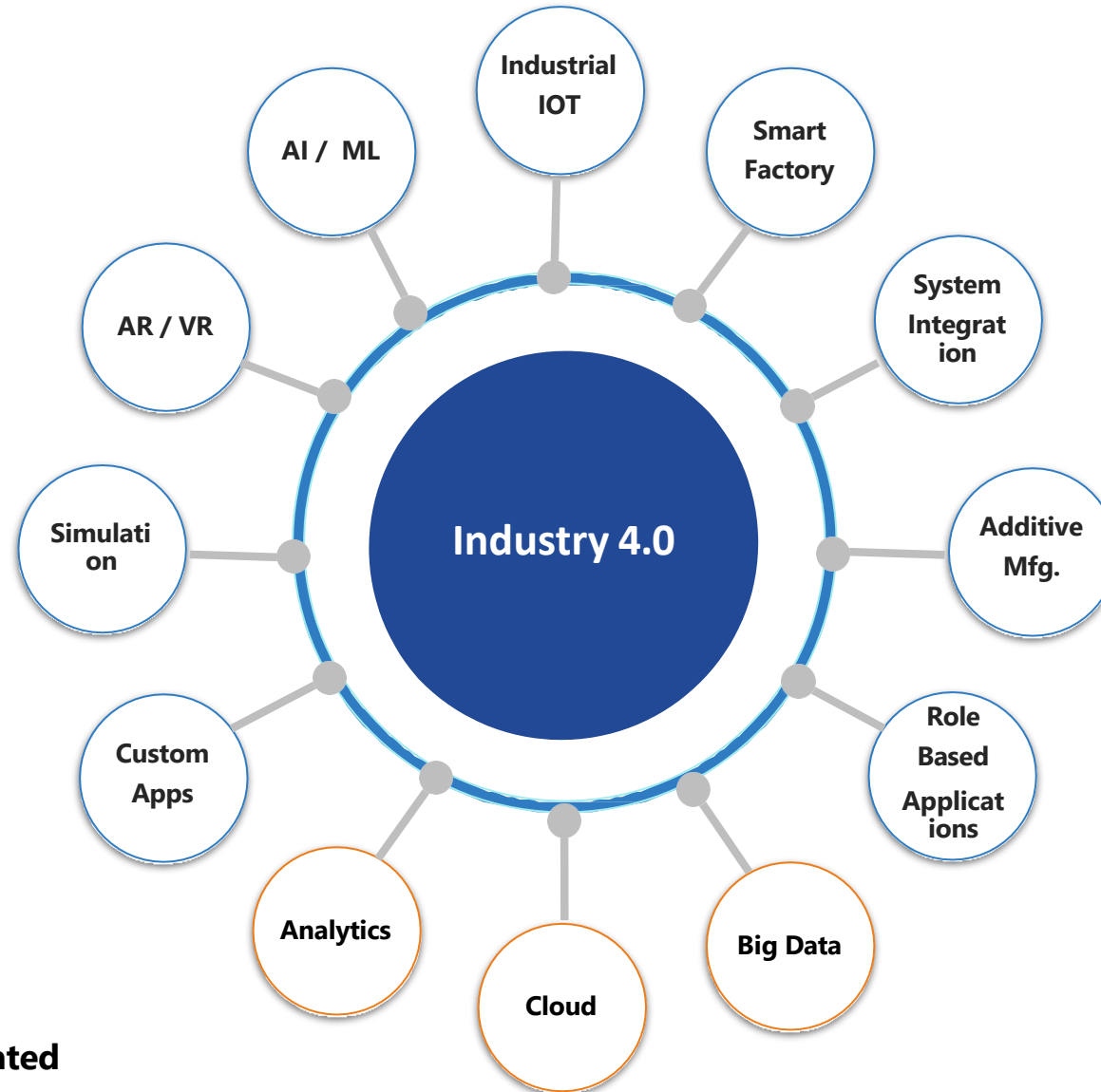
AXISCADES has strategized its Healthcare offerings in line with its competencies derived from Heavy Engineering & Aerospace verticals



Industry 4.0 Offerings

Industry 4.0 is the future & Project AXISCADES is moving towards acquisition of Competencies

- Platform
- Technology
- QMS
- Apps



 Available Capability

 Capability being Incubated

- Implementation
- System Integration
- Customised Apps
- Additive Manufacturing
- User experience
- End to end



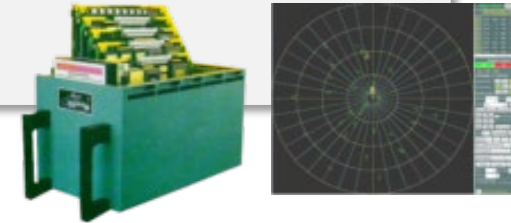
ATEs & Testing

- ATEs and Interface Adapters
- Test Program Set Software
- Electronics and Mechanicals
- Design, Procurement and Production
- Industrial Automation and Controls



EW/Avionics

- Mission Computers, Display Processors
- Digital Engine Control Unit
- EW Systems, Radar Data Processing
- RF and Microwave
- Design and Production



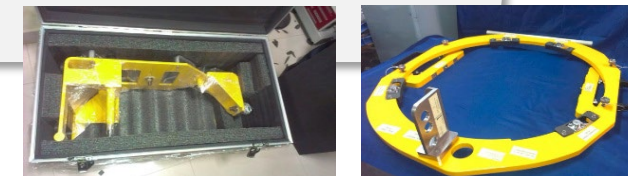
Systems & Simulation

- Systems Software, RTOS
- Domain specific applications
- Simulators – CREWS, ARTS, RADAR, RFSS
- Embedded Software, Drivers
- Multiple Languages, OS, Platforms



GSE/GHE - Design, Manufacturing

- Mechanical Design
- 3D Model, 2D Drawing
- Manufacturing through Ecosystem
- Inspection and Quality Control
- Qualification and Certification



**First choice partner for
Defence Programs**

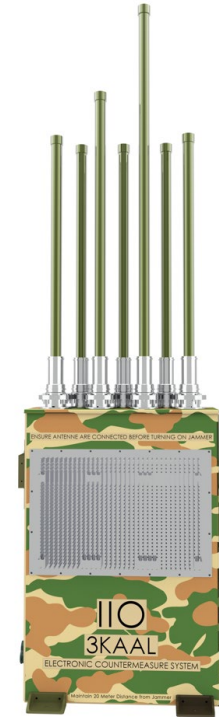
AXISCADES Aerospace – Anti-Drone Systems



EW-RF-Detection
 400Mhz-6000Mhz
 90° DF Multi-Sensor LF
 EW-Capabilities
 Large Drone Database
 Future Ready



Directional Jammer Antenna
 7 Band Direction Antenna
 3/4 Band Input Per Sector
 90° High Gain Antenna



Jammer Main Unit
 7 Band JPA with Exciter
 AC/DC Input
 6 x Omni Antenna

Anti-Drone Systems	
Kits Supplied in FY23	40

MISTRAL SOLUTIONS



AXISCADES completes the acquisition of Mistral Solutions, a leader in semiconductor, embedded electronics, defence and product engineering capabilities

Introducing Mistral Solutions

PRODUCT ENGINEERING



AEROSPACE & DEFENCE



HOMELAND SECURITY









Conceived in 1997, Mistral is a technology design and system engineering company providing end-to-end embedded product design and development services for global customers. With over 25 years of experience, Mistral is one among the leading embedded product design and development companies in the world, delivering value across the entire product engineering lifecycle.

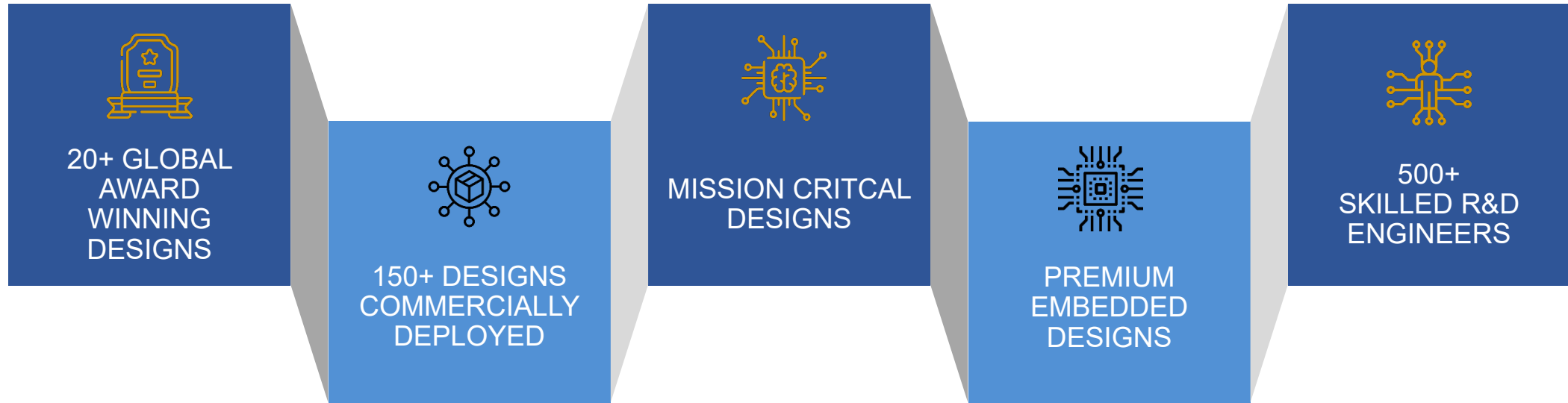
Mistral provides cutting-edge product design and development services for build to specification (BTS), build to print (BTP) and comprehensive system engineering for a wide range of applications.

MISTRAL	FY21	FY22	FY23
Revenue (in ₹ mn)	1,450	1,964	2,753
YoY Growth		33%	40%

Mistral Leaders with commendable track record in Defence, PES and HLS

	Name	Designation	Education, University	Past experience	Years with Mistral
	Anees Ahmed	President & Chairman	<ul style="list-style-type: none"> Graduate, MIT's "Birthing of Giants" program; BE (Computer Science) - Bangalore University 	Pertech Computers; Cranes Software	26
	Mujahid Alam	Group CEO	<ul style="list-style-type: none"> BE (Mech Engineering) - Bangalore University 	Cranes Software	26
	Rajeev Ramachandra	Group CTO & Vice Chairman	<ul style="list-style-type: none"> BE (Computer Science) - Bangalore University 	Wipro R&D; Cranes Software	26
	Anoop Agarwal	CFO	<ul style="list-style-type: none"> Chartered Accountant 	Dell; Sasken; Acer; ABG	13
	Ramanan JV	VP – Engineering (Defence Systems)	<ul style="list-style-type: none"> BE (ECE) - Bangalore University 	Smart Transducers; Dynalog marketing; Cranes Software; Epsilon Control	20
	Selvaraj Kaliyappan	CEO – Product Engg.	<ul style="list-style-type: none"> BE (ECE) - Bharitidasan Univ 	Digpro Systems; Cranes Infotech	26


25 Years Of Technology Excellence



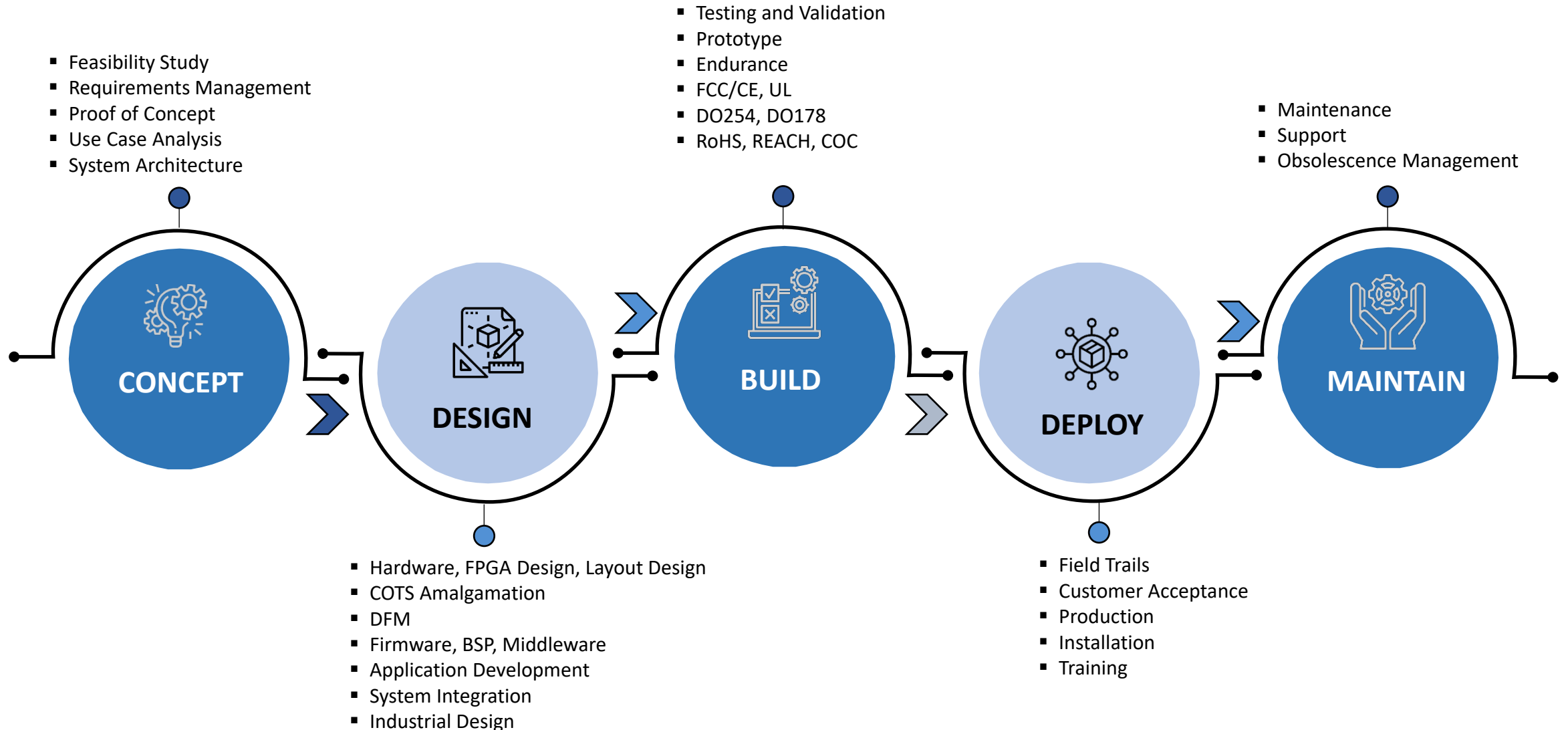
GLOBAL DESIGN AWARDS



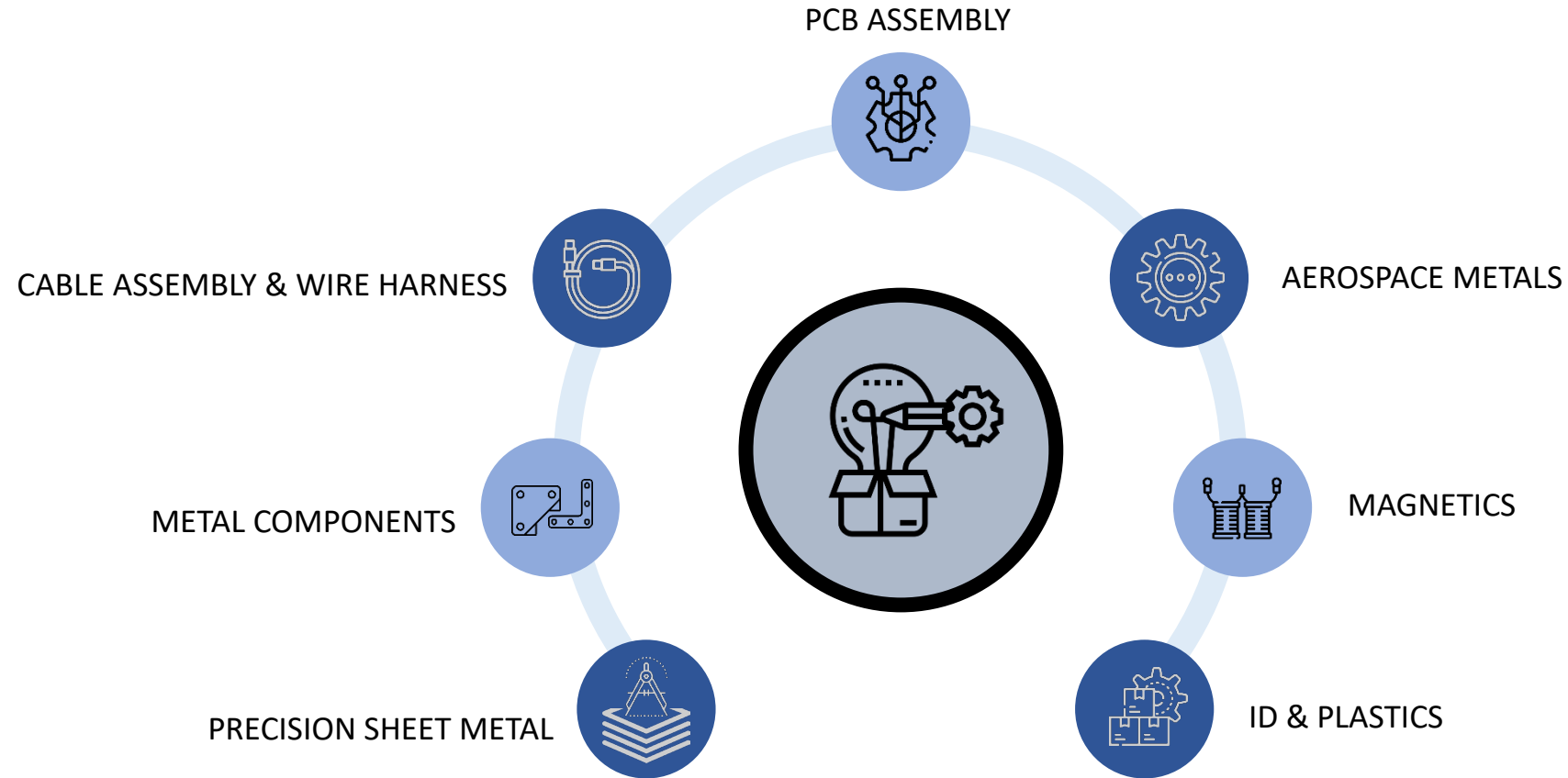
Alliances

					
					 ARMY INNOVATION HUB
		 Your Solution Partner	 AN INTEL COMPANY		
 AHEAD OF WHAT'S POSSIBLE™	 AVIATION	 INNOVATOR IN ELECTRONICS			
		 secure communications			

Concept To Deployment



Manufacturing Ecosystem



TUV NORD
ISO/TS 16949

9100 C
AS9100

TUV NORD
ISO 14001

TUV NORD
ISO 9001/TL 9000

IRIS
Certification
International
Railway
Certification



Domain Expertise

BUSINESS DOMAINS

PRODUCT ENGINEERING



- SOCs and Platforms
- Industrial Automation
- Internet of Things (IoT)
- Medical and Assistive
- Automotive & Infotainment
- Drone Electronics
- Scientific Applications
- Wearable Electronics

AEROSPACE & DEFENCE

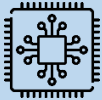


- Airborne Systems
- Electronic Warfare
- Naval Systems
- RADAR Systems
- RF Solutions
- SONAR Systems
- Telemetry
- ATE

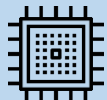
HOMELAND SECURITY



- Mobile C4ISR Platforms
- Master Control Room
- Tactical Drones
- AI & Video Analytics



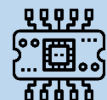
HARDWARE DESIGN



FPGA / VLSI



RF / ANTENNA DESIGN



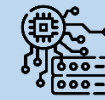
MECH. & ELEC. CAD



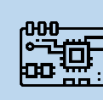
SOFTWARE DEVELOPMENT



APPLICATION DEVELOPMENT



SYSTEM ENGINEERING



IP AND MODULES



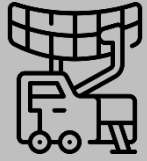
TESTING AND VALIDATION



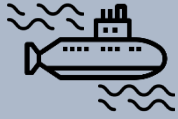
PRODUCTION

ENGINEERING SERVICES / SKILLSET

Solutions



RADAR
Systems



SONAR
Systems



Electronic
Warfare



Telemetry
Solutions



NAVAL
Systems



Airborne
Systems



ATE

Build to Spec

Built to
Print

FPGA and
DSP

Rugged
Mechanicals

Microwave

DO-178C,
DO-254, DO-160

COTS

System
Engineering

Product Offerings

RADAR Solutions



RADAR Controller Unit

AEWAC Radar Processing Unit



Signal Data Processor

Digital Radar Receiver

- » First Liquid Cooled Radar System Design in India
- » 100% Success rate in every single indigenous Radar design since 2007
- » Radar Electronics for Ground, Air & Naval applications

RF Designs



7 Channel TR Module

X-Band Synthesizer



C Band Synthesizer

2 Channel TR Module

- » GaN based RF Modules – S, X and Ku Band
- » Key Components for Continuous Wave and Phased Array Radars.
- » Transponders & Telemetry

Telemetry Designs



PCM Telemetry Encoder

Miniature Telemetry Encoder



Integrated Telemetry Encoder Band Synthesizer

Dual Node Redundant Telemetry Encoder

- » Critical Component for all Projectiles & Missiles being built in India
- » MIL Grade, IRIG 106 Standards operating temperature ranging from -40°C to +70°C

Product Offerings

EW Designs



Direction Finding System



Advanced DF System



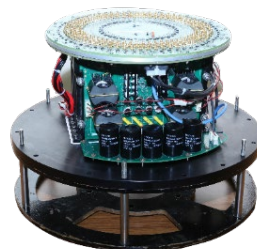
Next Generation DRFM



UAV-DF System

- » Only Company to have designed 5 Channel Advanced DF System in India
- » DO-178B standards
- » Airborne, Ground & Naval Systems

Naval Solutions



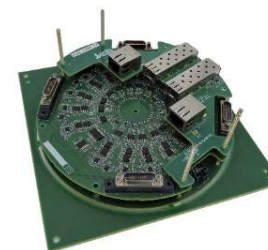
Portable Diver Detection Sonar



Sensor and Control Interface Unit



Under-water Acoustic Imaging System



Front-end Processing for Towed Array SONAR

- » Conduction-cooled, Multi-channel data acquisition and processing system for naval applications
- » Adopted in many Indian Naval platforms
- » Deployed in many classes of Naval Ships & Submarines

Airborne Designs



Levcon Air Data Computer



Airborne Video Telemetry



In-flight Entertainment



Flight Control and Display Unit

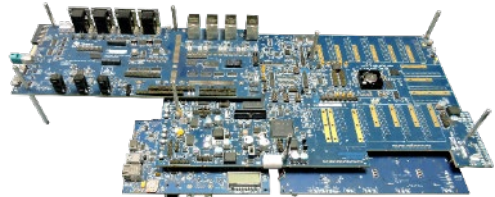
- » Systems for Commercial & Military Aircraft.
- » DO-178B Standards
- » Designs Deployed Globally by Airbus, Thales, Tellumat & Popular Airlines

Mistral Drone Portfolio

	Mistral Kite	Xherpa - I	Xherpa - II	Mistral Hound
Product				
Features	Secure & Un-Jammable,	Polymer-Composite Propellers , Option for additional 2 Arms (Coaxial Hexa Copter, 12 motors)	Custom Propellers - Carbon Fiber, High Pitch, Low Density Blades	Ultra Wideband Radar (3GHz Bandwidth)
Range	Up to 400 Ft and Spool Length of 350 Feet	Medium Altitude (Up to 3000m), 20Km Roundtrip	High Altitude (Up to 4500m), 20Km Roundtrip	Working height of Radar : 5m
Flight Time	-	35-40min Endurance	30-35 min Endurance	-
Payload	Cameras, Communication Repeaters, Flood Lights	20-40Kg	40 kg	N/A

Evaluation Modules and Development Platforms

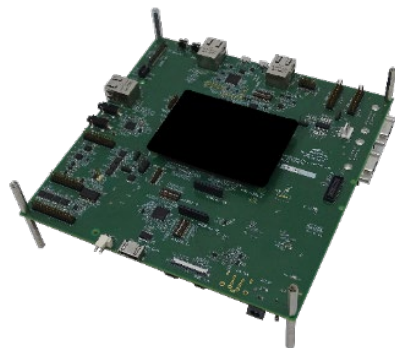
- » Development Platforms & Reference Designs.
- » Over 25,000 shipped Globally
 - » Creates Brand recognition
- » Co-Branding with Industry Leaders



Automotive Silicon Validation and EVM



Alphine Development Platform



AM65x Industrial Development Kit



AM64x Silicon Validation Board



TMDXEVM8148



AM437x PoM + Application Board



i.MX6 VISE Board



AM/DM37x EVM



AI enabled Sensor Fusion Kit for Vision Analytics



MAX32600 Wellness PoM

Consolidated Financial Performance – Q4 FY23 & FY23

Particulars (INR Mn)	Q4 FY22	Q3 FY23	Q4 FY23	FY22	FY23
Revenue	1,919	2,134	2,232	6,084	8,136
Other Operating Income	8	22	28	19	80
Other Income	28	18	11	91	60
Total Revenue	1,956	2,175	2,271	6,194	8,276
Cost of Material consumed	515	505	521	1,167	1,792
Employee Benefit Exp	825	978	854	3,121	3,609
Other Expenses	298	355	417	1,109	1,360
EBITDA	281	296	440	687	1,375
EBITDA Margin	14.6%	13.9%	19.7%	11.3%	16.9%
Depreciation and Amortization	72	63	67	251	265
EBIT	209	233	373	437	1,110
EBIT Margin	10.9%	10.9%	16.7%	7.2%	13.6%
Finance cost	41	115	141	158	359
Profit before non-controlling interest / share in net profit of associate / Exceptional items	204	158	270	389	891
Share in net Profit/(Loss) of associate	-4	-	-	-5	-0
Exceptional Items	-17	-236	-	-17	-680
Tax	78	25	109	141	258
PAT	106	-102	160	227	-48
PAT Adjusted*	123	134	160	244	632
PAT Margin	5.4%	-4.7%	7.1%	3.7%	-0.6%
PAT Margin (Adjusted)*	6.3%	6.1%	7.1%	3.9%	7.6%
EPS	2.78	-2.72	4.17	5.86	-1.37
EPS Adjusted*	3.22	3.51	4.17	6.30	16.56

During Q4FY23, the Company received INR 211 Mn from US Government as payroll subsidy for Covid in our US entity. The Company also took an additional charge of INR 56.5 Mn in consolidated financial results, on account of share warrants to be issued by Mistral Solutions and INR 21.2 Mn as additional ESOP charge, resulting in a net onetime benefit of INR 133 Mn, which forms part of EBITDA. The impact is INR 133 Mn for Q4FY23 & FY23. Excluding the net onetime benefit, the EBITDA for Q4FY23 stands at INR 307 Mn (13.7%) and FY23 INR 1,242 Mn (15.3%).

*In Q3 and FY23, consolidated P&L statement recognizes an 'exceptional item', with net negative impact of INR (236) Mn and INR (680) Mn respectively on account of additional consideration and interest cost with respect to Mistral acquisition, which was not part of original purchase consideration.

Key highlights FY23 Y-o-Y

- Strong Revenue growth of 33.7% driven by double digit growth in the across the verticals except HEG
- EBITDA stands at INR 1,375 Mn; 16.9%, improved by 561 bps from 11.3% in FY22, driven by growth in key accounts and operating leverage
- FY23 PAT adjusted for exceptional item has grown by 160%

Key highlights Q4 FY23 Y-o-Y

- Revenue growth of 16.3% driven by double digit growth in Aerospace, Automotive and Product & Solutions Vertical
- EBITDA stands at INR 440 Mn; 19.7%, improved by 508 bps.
- Finance cost has increased mainly due to increase in borrowing for Mistral acquisition which is expected to come down in FY24.

Revenue Details Q4 FY23 & FY23

Revenue	Q4 FY22	Q3 FY23	Q4 FY23	QoQ	YoY
US\$ Mn	\$ 25.7	\$ 26.2	\$ 27.7	5.7%	7.9%
INR Million	1,919	2,134	2,232	4.6%	16.3%

Revenue by Vertical	Q4 FY22	Q3 FY23	Q4 FY23	QoQ	YoY
Engineering Design Services	60.2%	70.8%	67.2%	-0.5%	30.9%
Strategic Technology Solutions	39.8%	29.2%	32.8%	17.6%	-3.4%

Revenue by Industry	Q4 FY22	Q3 FY23	Q4 FY23	QoQ	YoY
Aerospace	22.4%	28.2%	28.0%	3.8%	45.1%
HEG & Others	21.4%	19.7%	18.1%	-3.7%	-1.7%
Product Engineering Services	11.8%	15.9%	12.9%	-14.8%	27.0%
AIP	2.7%	4.5%	5.5%	26.4%	138.8%
Energy	1.8%	2.3%	2.2%	2.0%	46.5%
Products and Solutions	39.9%	29.5%	33.2%	17.6%	-3.2%

Revenue By Geography	Q4 FY22	Q3 FY23	Q4 FY23	QoQ	YoY
Europe	29.2%	34.2%	28.3%	-13.4%	12.8%
USA	28.0%	32.7%	28.1%	-10.3%	16.5%
APAC	38.5%	28.7%	38.5%	40.2%	16.2%
Canada	4.2%	4.4%	5.0%	19.0%	38.2%

Revenue by Location	Q4 FY22	Q3 FY23	Q4 FY23	FY22	FY23
Offshore	75.7%	76.1%	76.3%	70.8%	75.7%
Onsite	24.3%	23.9%	23.7%	29.2%	24.3%

Revenue by Project	Q4 FY22	Q3 FY23	Q4 FY23	FY22	FY23
Fixed Price	61.6%	60.9%	65.8%	54.4%	61.6%
Time & Material	38.4%	39.1%	34.2%	45.6%	38.4%

FY22	FY23	YoY
\$ 81.9	\$ 101.8	24.3%
6,084	8,136	33.7%

FY22	FY23	YoY
74.2%	71.0%	28.8%
25.8%	29.0%	51.3%

FY22	FY23	YoY
25.6%	27.6%	44.3%
27.3%	20.9%	2.2%
15.7%	15.7%	33.5%
3.5%	4.3%	65.2%
2.0%	2.3%	51.1%
25.9%	29.3%	51.3%

FY22	FY23	YoY
32.1%	34.3%	43.2%
37.4%	32.8%	17.1%
24.3%	28.3%	55.9%
6.2%	4.6%	-1.0%

Key Takeaways

- Overall revenue growth 24.3% Y-o-Y, in \$ terms majorly driven by increased traction mainly in our newer vertical Automotive and Energy and existing vertical Aerospace, PES and Product and Solutions (Defence)
- Engineering Design has grown by 28.8% Y-o-Y mainly due to growing contribution from existing customers in Aerospace, Product Engineering Services and recently added clients in AIP and Energy verticals
- Strategic Technology Solutions has delivered a strong growth of 51.3% Y-o-Y on account of strong recovery in sub-segments
- Aerospace continues to grow and is up by 44.3% Y-o-Y. The growth is attributable to increase business from existing clients
- Muted performance in the HEG segment attributable to delayed revival of major industrial capex
- AIP grew by 65.2% Y-o-Y driven by ramp up in recently added clients in the areas of Embedded, mechanical and Hardware
- Products and Solutions vertical has delivered strong growth of 51.3% Y-o-Y; driven by the traction in recently won contract for the supply of Anti-drone systems to Indian defence
- All geography except Canada has shown double digit growth.

Contact Us

AXISCADES is a leading, end to end technology and engineering solutions provider aiding creation of innovative, sustainable and safer products worldwide. Headquartered in Bangalore with subsidiaries in USA, UK, Canada, Germany, India and China; and offices in Germany, France, Denmark, USA and Canada.

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