

Date: October 20, 2023

To,

BSE Limited Corporate Relations Department P J Towers, Dalal Street Mumbai 400 001	National Stock Exchange of India Ltd., Exchange Plaza, 5th Floor, Plot No. C/1, G Block, Bandra-Kurla Complex, Bandra (East), Mumbai – 400 051.
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Ref: Scrip Code - **BSE:** 517536 **NSE:** ONWARDTEC

Sub.: Submission of Earnings Presentation on Unaudited Standalone and Consolidated Financial Results of the Company for the quarter and half year ended September 30, 2023.

Dear Sir,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of Earnings Presentation on Standalone and Consolidated Unaudited Financial Results of the Company for the quarter and half year ended September 30, 2023.

Kindly acknowledge the receipt of the same.

For Onward Technologies Limited

Jigar Mehta
Managing Director
DIN: -06829197



Q2 / H1 FY24 Earnings Presentation

20th October 2023

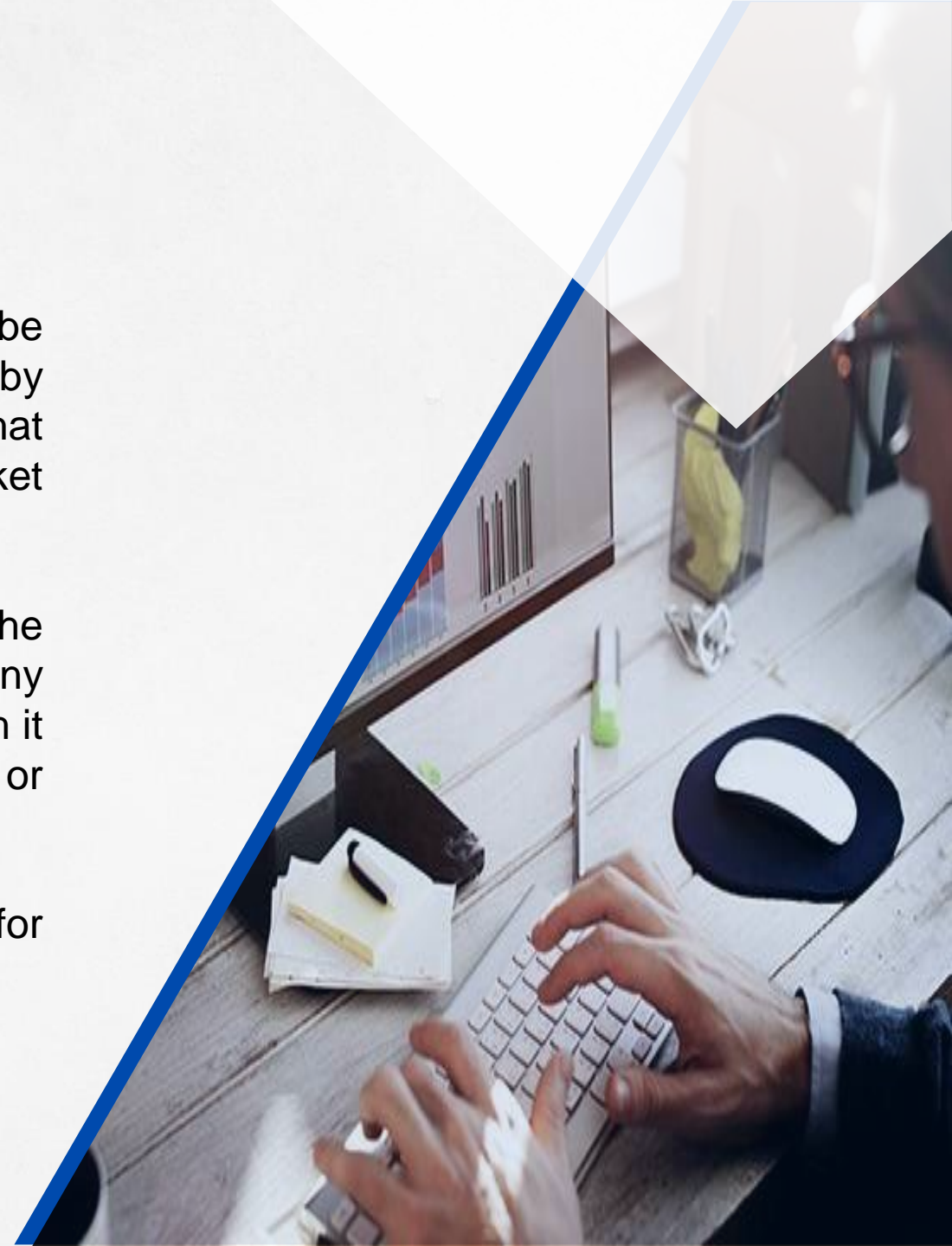


Disclaimer

This release may contain certain future prospects which may be a forward-looking statements. Forward-looking statements by their nature involve a number of risks and uncertainties that could cause actual results to differ materially from market expectations.

These forward-looking statements represent only the Company's current intentions, beliefs or expectations, and any forward-looking statement speaks only as of the date on which it was made. The Company assumes no obligation to revise or update any forward-looking statements.

Note: All numbers have been rounded to the nearest digit for convenience of representation.



Agenda

- 1 Overview
- 2 Growth Strategy
- 3 Financial Performance



From the Managing Director's Desk

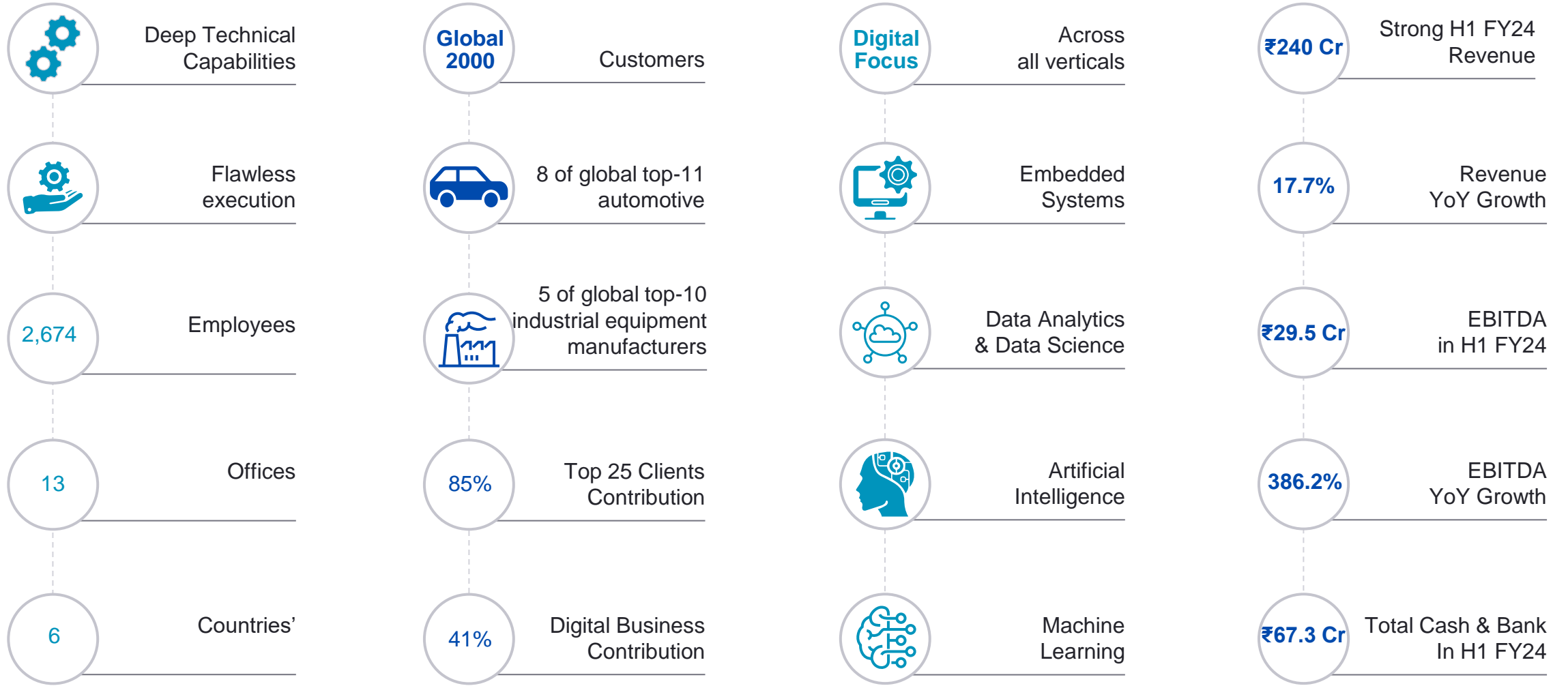


We are glad to report another quarter of consistent performance across geographies and industry verticals. Despite global economic uncertainties, we witnessed 9.2% YoY revenue growth in Q2FY24. Furthermore, we maintained a strong double-digit EBITDA margin of 12.5% for the third consecutive quarter, and this is after factoring in annual wage hikes across the company & impact of ESOP costs. This demonstrates our long-term relationships with customers and the dedication of our talented team. We will continue to invest in building capabilities and offshore expansion to drive our future growth.”



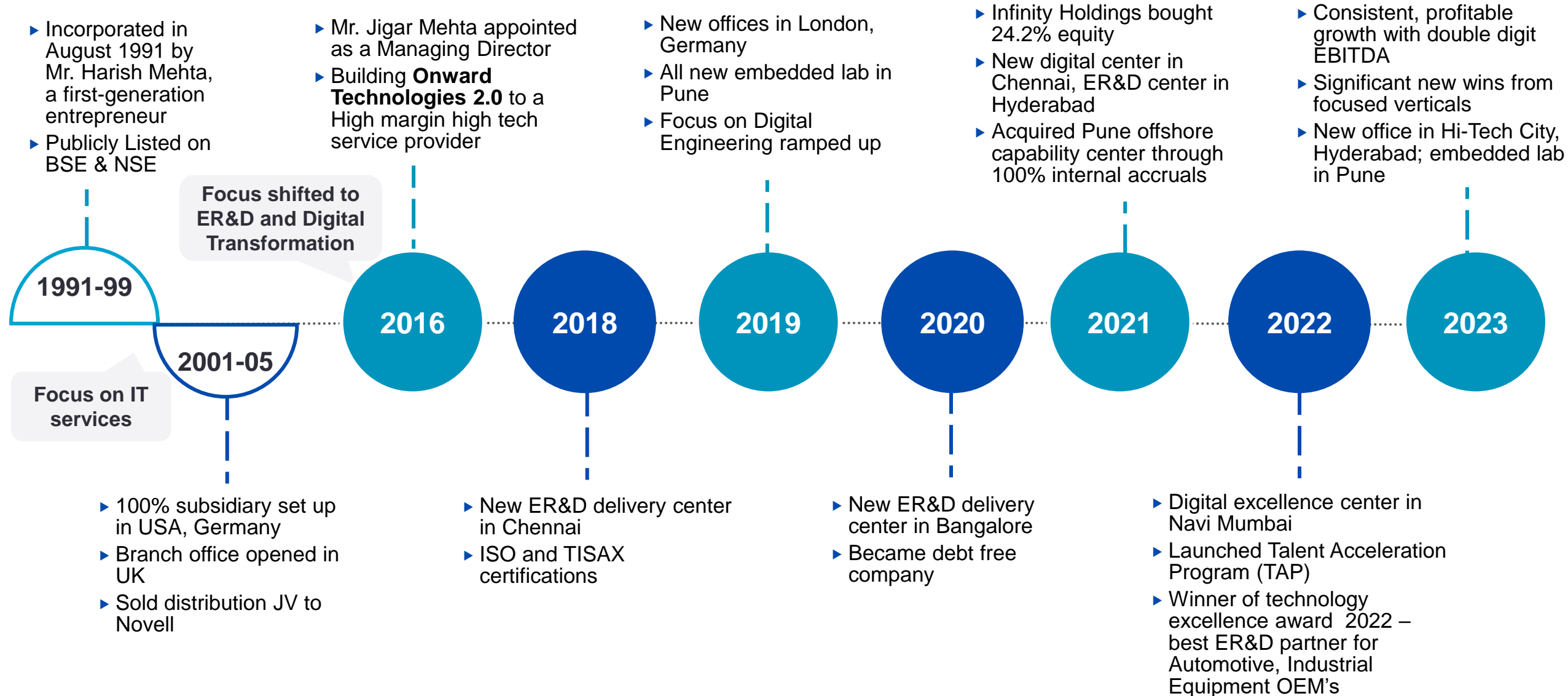
Managing Director
Mr. Jigar Mehta

Company at a Glance



Onward Technologies is a Software Outsourcing Company Specializing in Digital and ER&D Services

Onward Technologies: A Journey of Transformation



Diversified Business Lines

Onward Technologies

Digital



Engineering Automation



Big Data Analytics



Cloud & DevOps



AI/ML



Digital with AR/VR

Embedded



Platform Services
- Hardware,
Software



Connectivity Solutions



Product Sustenance & Modernization



After Market Support



Verification & Validation

Mechanical



New Product Design & Development



Value Engineering



Virtual Simulation



Manufacturing Engineering



Technical Publication

IT



SW Development & Maintenance



Enterprise Business Applications



Data Management & Reporting

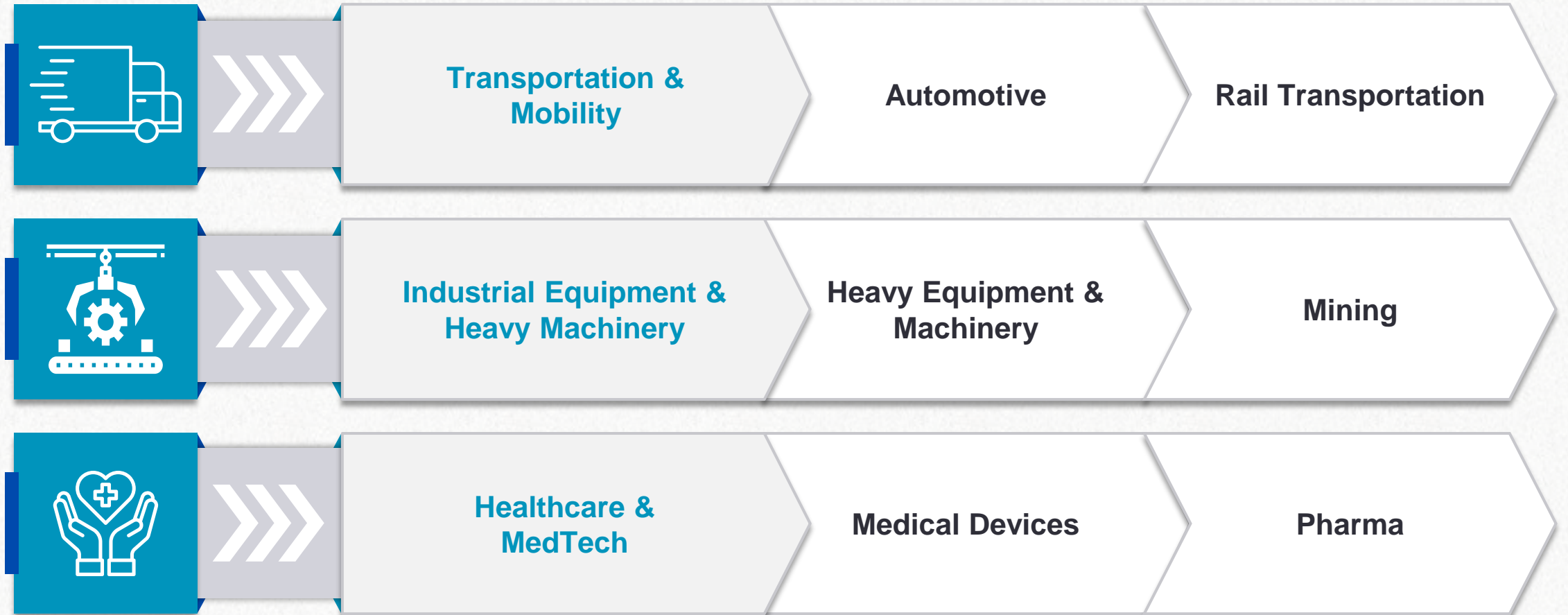


Testing & QA Services



Enterprise Managed Services

Focus Verticals



Agenda



- ① Overview
- ② Growth Strategy
- ③ Financial Performance

Growth Strategy



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- 2 Growth Strategy
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Key Highlights – Q2FY24



- Reported revenue growth of 9.2% YoY to ₹120.2 crore with double-digit EBITDA margin of 12.5% and PAT grew by 17 times YoY to ₹9.6 crore
- Onward Technologies continued to experience growth in its focused verticals in Q2FY24
 - Industrial Equipment & Heavy Machinery vertical contributed 52% of consolidated revenues. During the quarter, we won 4 new deals with large OEMs in the USA and Europe. We have signed the contract for these deals and anticipate billing to commence in 2024.
 - Transportation & Mobility vertical accounted for 37% of consolidated revenues.
 - Healthcare vertical contributed 8% of consolidated revenues.
- Digital Engineering Services Line of Business (LOB) continued traction and contributed 41% of Q2FY24 consolidated revenue.
- Top 25 clients contributed 85% of total revenues.
- Total headcount stood at 2,674 employees.
- Onward Technologies was named a Major Contender in engineering services for electric mobility in the Everest Group Autonomous, Connected, Electric, Shared (ACES) Automotive Engineering Services PEAK Matrix® 2023.

Consolidated Financial Summary – Q2 / H1 FY24

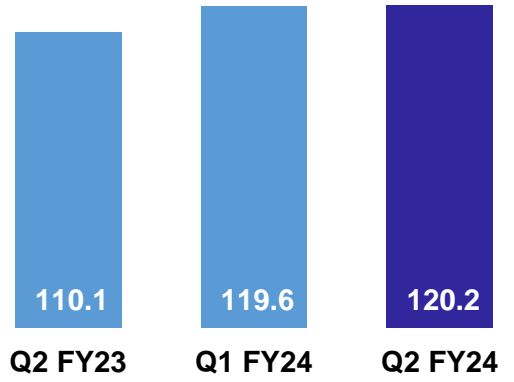
Particulars (in ₹ Crore)	Q2 FY24	Q1 FY24	QoQ Growth	Q2 FY23	YoY Growth	H1 FY24	H1 FY23	YoY Growth
Revenue from Operations	120.2	119.6	0.5%	110.1	9.2%	239.9	203.8	17.7%
Other Income	1.4	2.6	(45.8%)	1.0	41.1%	4.1	3.1	30.5%
Total Revenue	121.7	122.2	(0.5%)	111.1	9.5%	243.9	206.9	17.9%
EBITDA	15.0	14.5	3.8%	3.2	375.4%	29.5	6.1	386.2%
EBITDA Margin (%)	12.5%	12.1%	39bps	2.9%	962bps	12.3%	3.0%	932bps
EBIT	11.7	11.2	4.7%	(0.1)	NM	22.9	(0.3)	NM
EBIT Margin (%)	9.8%	9.4%	39bps	NM	NM	9.6%	NM	NM
PBT	12.8	13.5	(4.9%)	0.5	2,551.8%	26.3	2.0	1,211.1%
PBT Margin (%)	10.7%	11.3%	(60bps)	0.4%	1,024bps	11.0%	1.0%	999bps
PAT	9.6	10.9	(11.9%)	0.6	1,556.0%	20.5	1.8	1,053.7%
PAT Margin (%)	8.0%	9.1%	(112bps)	0.5%	745bps	8.5%	0.9%	766bps
EPS (₹) - Diluted	4.18	4.77	(12.4%)	0.25	1,572.0%	8.94	0.79	1,031.6%

NM: Not Meaningful

Consolidated Financial Summary – Q2 FY24

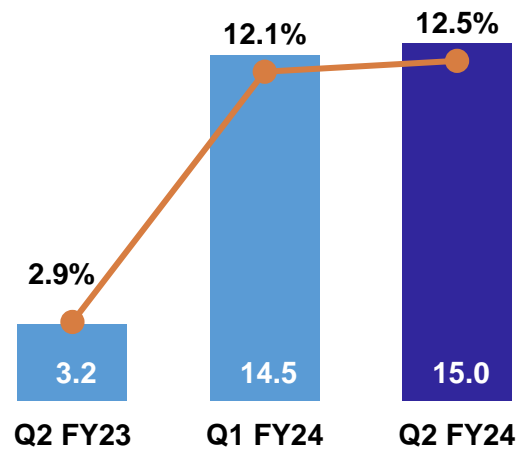
(Figures in ₹ Crore)

Revenue from Operations



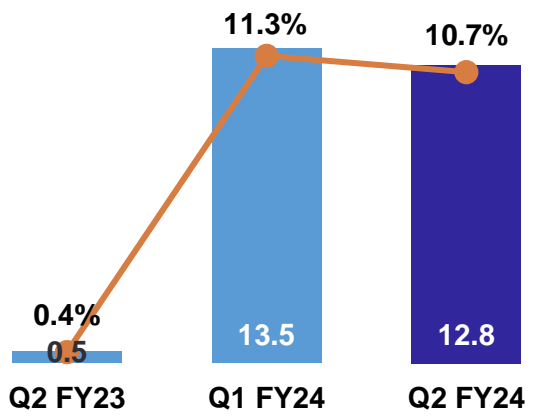
▲ 0.5% QoQ
▲ 9.2% YoY

EBITDA & EBITDA %



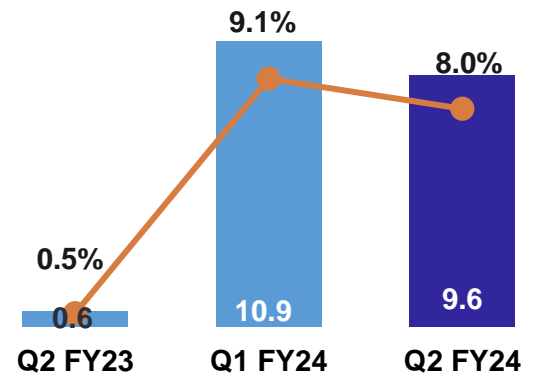
▲ 3.8% QoQ
▲ 375.4% YoY

PBT & PBT %



▼ 4.9% QoQ
▲ 2,551.8% YoY

PAT & PAT %

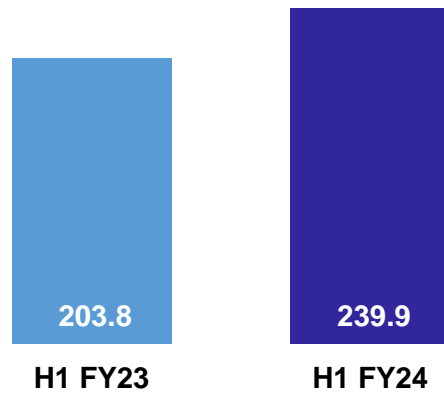


▼ 11.9% QoQ
▲ 1,556.0% YoY

Consolidated Financial Summary – H1 FY24

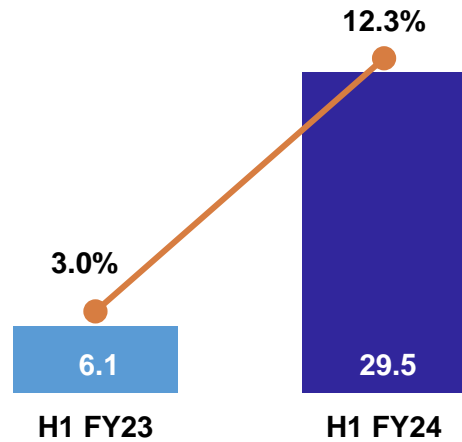
(Figures in ₹ Crore)

Revenue from Operations



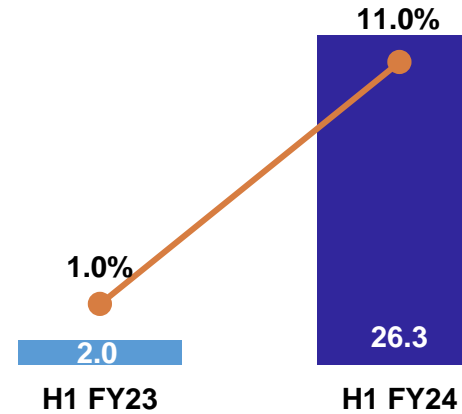
▲ 17.7% YoY

EBITDA & EBITDA %



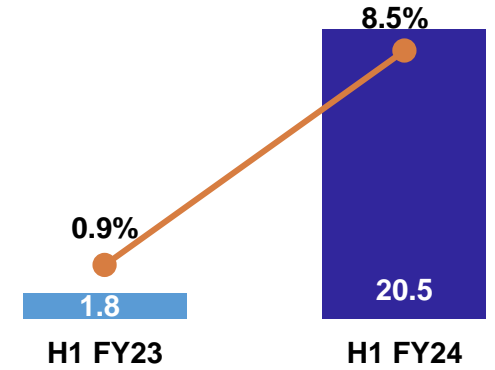
▲ 386.2% YoY

PBT & PBT %



▲ 1,211.1% YoY

PAT & PAT %



▲ 1,053.7% YoY

Revenue Metrics

Particulars		Q2 FY24	Q1 FY24	H1 FY24	H1 FY23
Revenue by Business (%)	ER&D	57%	61%	59%	73%
	Digital	41%	37%	39%	12%
	ITS	2%	2%	2%	15%
Revenue by Industry (%)	Industrial Equipment & Heavy Machinery	52%	53%	52%	54%
	Transportation & Mobility	37%	35%	36%	30%
	Healthcare	8%	9%	9%	8%
	Others	3%	3%	3%	8%
Revenue By Geography (%)	USA	38%	40%	39%	39%
	Europe	14%	12%	13%	12%
	India	49%	48%	48%	49%
Revenue By Contract Type (%)	Time & Material	90%	90%	90%	85%
	Fixed Time, Fixed Price	10%	10%	10%	15%
Revenue By Engagement Model (%)	Onsite#	32%	-	-	-
	Offshore#	68%	-	-	-

Updated Classification of Onsite: Offshore Revenue mix as per industry definition, and applicable from Q2FY24

Operating Metrics

Particulars		Q2 FY24	Q1 FY24	H1 FY24	H1 FY23
Client Base	Active Clients	96	93	96	108
	Top 5	50%	47%	49%	36%
	Top 10	67%	66%	66%	54%
	Top 25	85%	85%	84%	76%
	Clients with Annual Billing > USD 1mn	15	15	15	15
Employee Base	Total Employees	2,674	2,646	2,674	3,037
DSO	Days	76	77	76	82



Thank You

For Further Information, Please Contact:



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