



Date: 26th August, 2022

To
The General Manager
Department of Corporate Services
BSE Ltd,
P. J. Towers, Dalal Street,
Mumbai – 400 001

Dear Sir,



Sub: Submission of copy of CEO/CEO presentation presented in 23rd Annual General Meeting of the Company.

Ref: Scrip code: 532407

Pursuant to Regulation 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, we are enclosing herewith the CEO/CFO presentation presented to the shareholders of the Company in 23rd Annual General Meeting held today i.e. 26th August, 2022.

This is for your information and record.

**Yours faithfully,
For MosChip Technologies Limited**

**CS Suresh Bachalakura
Company Secretary**

Encl: As above

MosChip Technologies Limited

CIN: L31909TG1999PLC032184

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CONNECTING THE WORLD

Product Development Partner for
Silicon-Systems

23rd Annual General Meeting FY 2021-22

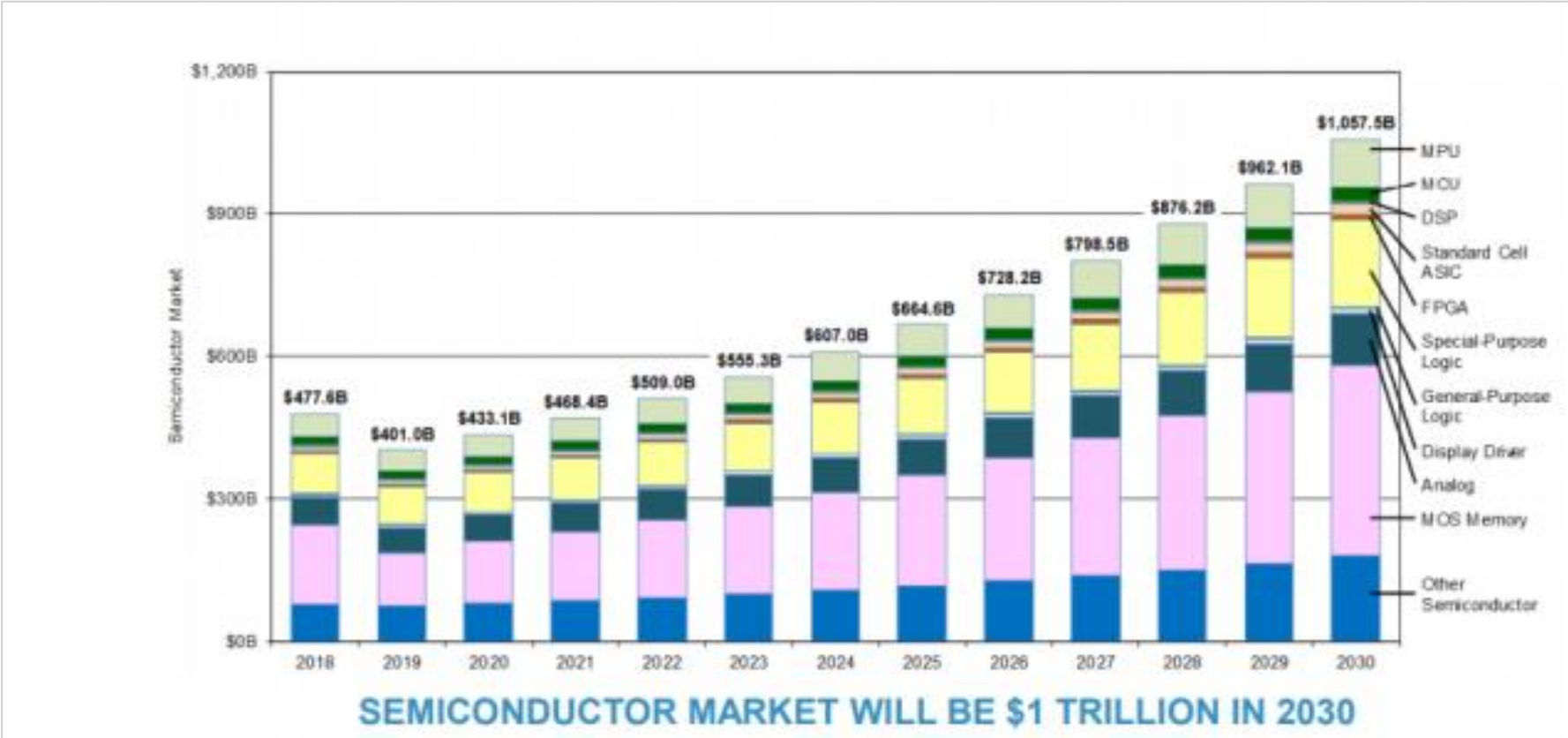
Agenda

- Semiconductor industry/ eco-system
- Business focus
- Performance/ Opportunities
- Highlights/ Challenges
- Financial Performance

The Growth of Semiconductor Industry

**\$1 Trillion
by 2030**

The global semiconductor market is expected to reach **\$1 trillion by 2030**



Source: www.semi.org

Semiconductor/ Embedded system design services

India VLSI/ Embeded Design Services Market (\$B)							
	2017	2018	2019	2020	2021	2022	2023
India Design Services (\$B)	3.02	3.51	4.07	4.72	5.48	6.36	7.37

India has become a leader in Semiconductor / Embedded system design services in the world

- 1.2 Lakh chip design engineers employed between multi-nationals/ Indian design services companies
- Double digit growth expected in the foreseeable future
- Competition for Tier one companies like Wipro, HCL, Cap-Gemini, L&T and etc

MosChip's Market Position

- Established as one of the leading players
- Number one Semicon services company out of Hyderabad (headcount)
- World-class training center giving clear edge
- Direct relationships with leading Semiconductor Foundries
- Customer logos from the top 20 semicon companies in the world

Note: The numbers are purely based on estimations from industry research

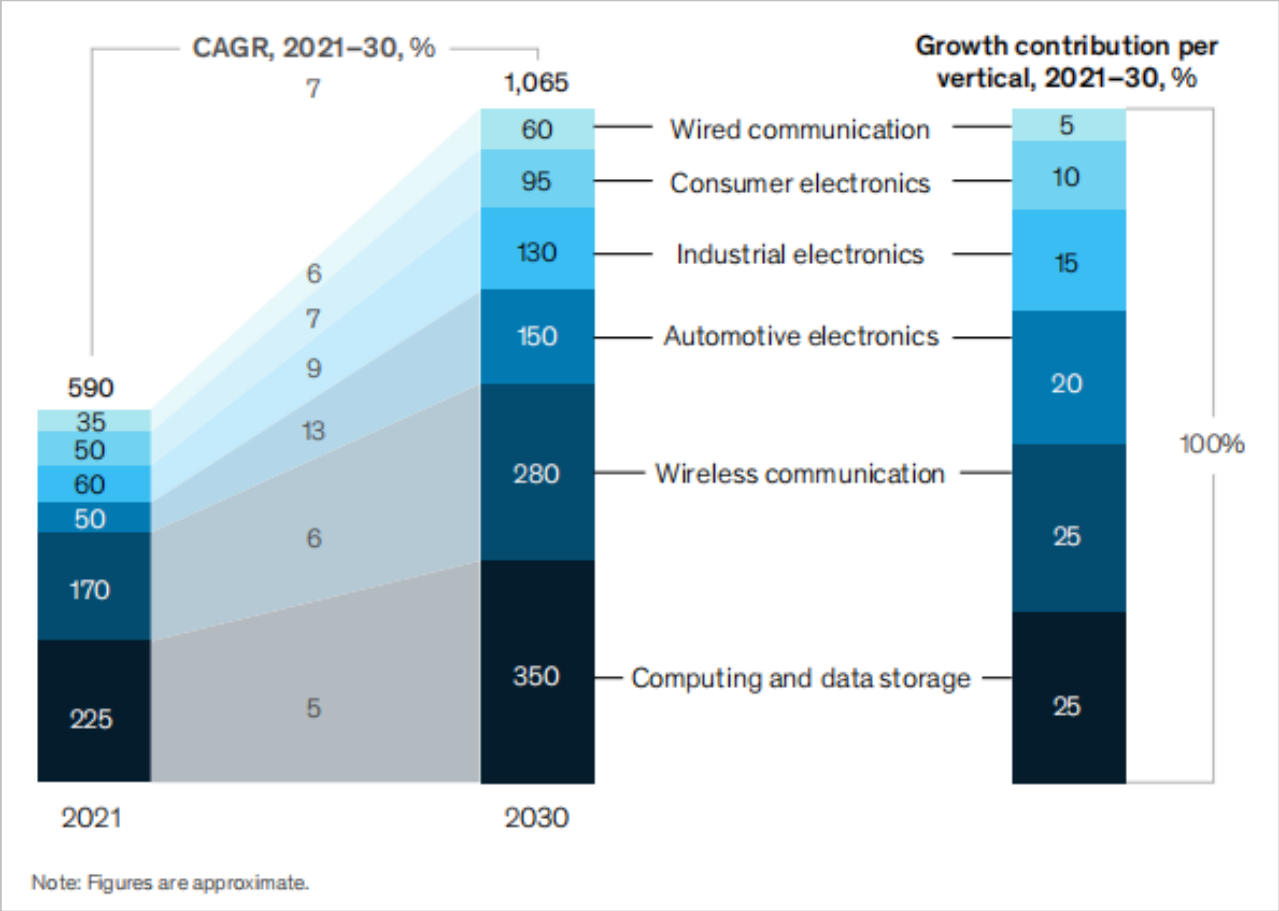
Catalysts Driving the Growth

70% of growth is predicted to be driven by just THREE industries

1. Automotive
2. Data Storage
3. Wireless Industries

Megatrends

- Remote Working
- AI/ML
- Electric Vehicles

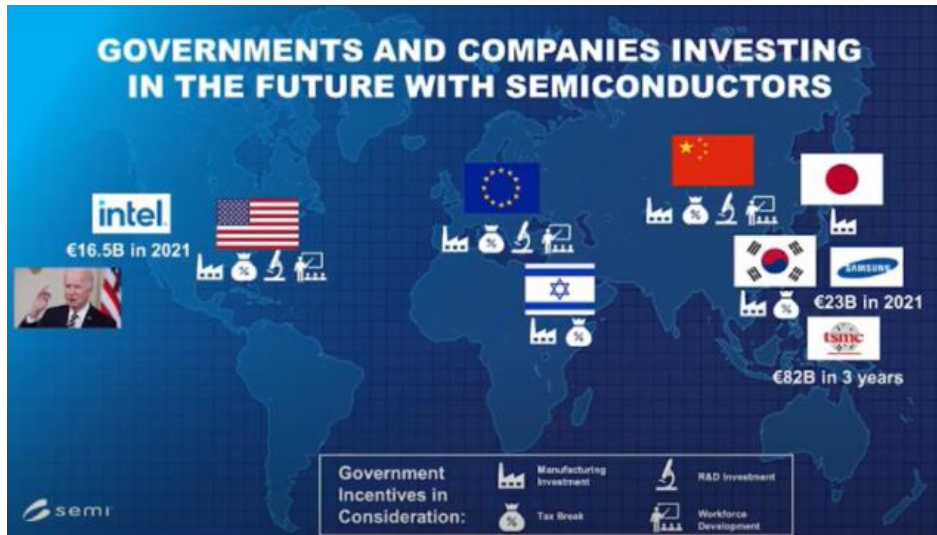


Global semiconductor market value by vertical, indicative, \$ billion

Source: McKinsey & Company

Global Governments Ramp Up Chip Investments

Role of the World & India



Source: EETimes & Times of India SIA (Semiconductor Industry Association)

Govt. of India initiatives

- Government approved a **\$10 billion** incentive plan to establish chip and display industries to become an electronics manufacturing hub
- Companies are provided with **adequate infrastructure**. A **design ecosystem** will be designed in parallel. Expects at least **100 units** to emerge as a part of this ecosystem

Govt. of USA initiatives

- CONGRESS PASSED critical [CHIPS Act](#) investments totaling **\$52 billion** to strengthen domestic semiconductor manufacturing and research
- The share of modern semiconductor manufacturing capacity located in the U.S. has decreased from **37%** in 1990 to **12%** today and this investment aims to increase capacity

PLI scheme is not applicable for Moschip. MOSCHIP can take advantage of DLI scheme by investing in Products/ IP as we move forward

Business Units/Focus Areas

Semiconductors

Semiconductor IP

Semiconductor
Design Services

Turn-key ASIC

Embedded System Design & IoT Engineering

Product /
System Design

Embedded Software

IoT Products

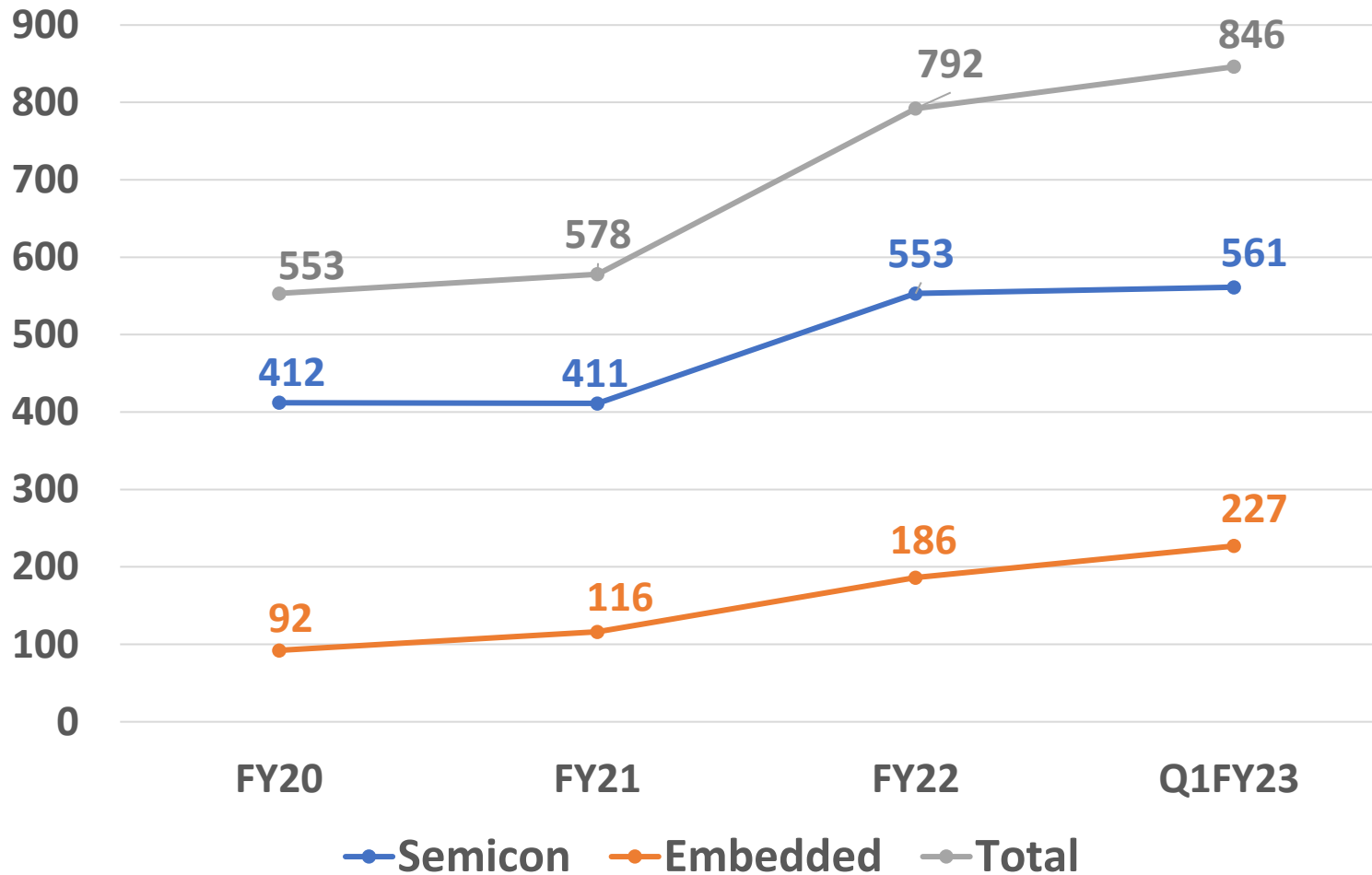
**MISS – Training Institute to support our recruiting/
growth plans**

Semiconductor BU

Semiconductor BU	Design Services	<ul style="list-style-type: none"> ▪ Strong Demand/ Growth in all segments ▪ 10 out of top 20 semiconductor companies are Moschip's customers and the relationships are growing stronger ▪ Steady growth in ODCs with Tier one customers ▪ Aggressively hiring to keep up with the demand
	IP	<ul style="list-style-type: none"> ▪ Delivered custom to Tier-1 customers ▪ Strong demand for custom IP/ IP porting services ▪ ODC for IP porting
	Turn-key ASICs	<ul style="list-style-type: none"> ▪ Successful delivery of turn-key projects to Automotive/ AI customers ▪ Strong traction but limited by resources
	Standard Products(ASSP)	<ul style="list-style-type: none"> ▪ Potential for ASSPs to address domestic markets with the support of DLI scheme

Embedded BU	Design Services	<ul style="list-style-type: none">▪ Strong Demand/ Growth in Embedded software development services▪ Accomplished important milestones with critical mass▪ Expanded our training into Embedded system design for further help with the growth
	System design/ proto-typing	<ul style="list-style-type: none">▪ Strong opportunity coming from the semiconductor customers with cross-selling advantages
	IoT Products	<ul style="list-style-type: none">▪ Reduced Focus due to lack of long-term customer commitments

Employee Head Count



- ~ 15% of engineering resources are in Bangalore.
- ~32% of head count are women employees maintaining a healthy diversity.

We have reached a head count of 1000+ employees in Aug 2022

Moschip Strategy – 2023 and beyond



Moschip was the first fabless semiconductor product company out of India

Snapshot

- Focus has been turning around the company
- Majority of revenues of coming from Semiconductor/ Embedded design services
 - RTL design/ verification
 - Physical design
 - Analog design/ Layout
 - Embedded software
 - Turn-key projects

Strategy

- Continue to grow in design services
- Continue to invest in R&D / IP
- Develop expertise in emerging areas
 - AI
 - Automotive
 - RISC V
- Explore standard products to avail DLI scheme

Opportunity

- World-wide demand for design engineers
- IP
- Turn-key ASICs
- Products

Challenges

- Attrition/ lateral Hiring challenges
- R&D Investments that have outcome risks
- Industry slowdowns if any
- Competition from existing and new players

Summary / Highlights

- Strong and steady growth across the areas Moschip is focused on
- Better infrastructure - Consolidation of office space into world-class building/
Opening new world-class training center to meet business requirements
- Strengthening the leadership/Board
 - DV Ramana Murthy- Vice President, Strategic Initiatives
 - Rajiv Krishnamoorthy – Independent Director
- Stronger relationships with Leading semiconductor Foundries
- Increased brand value/ reputation in the industry

Financial Performance

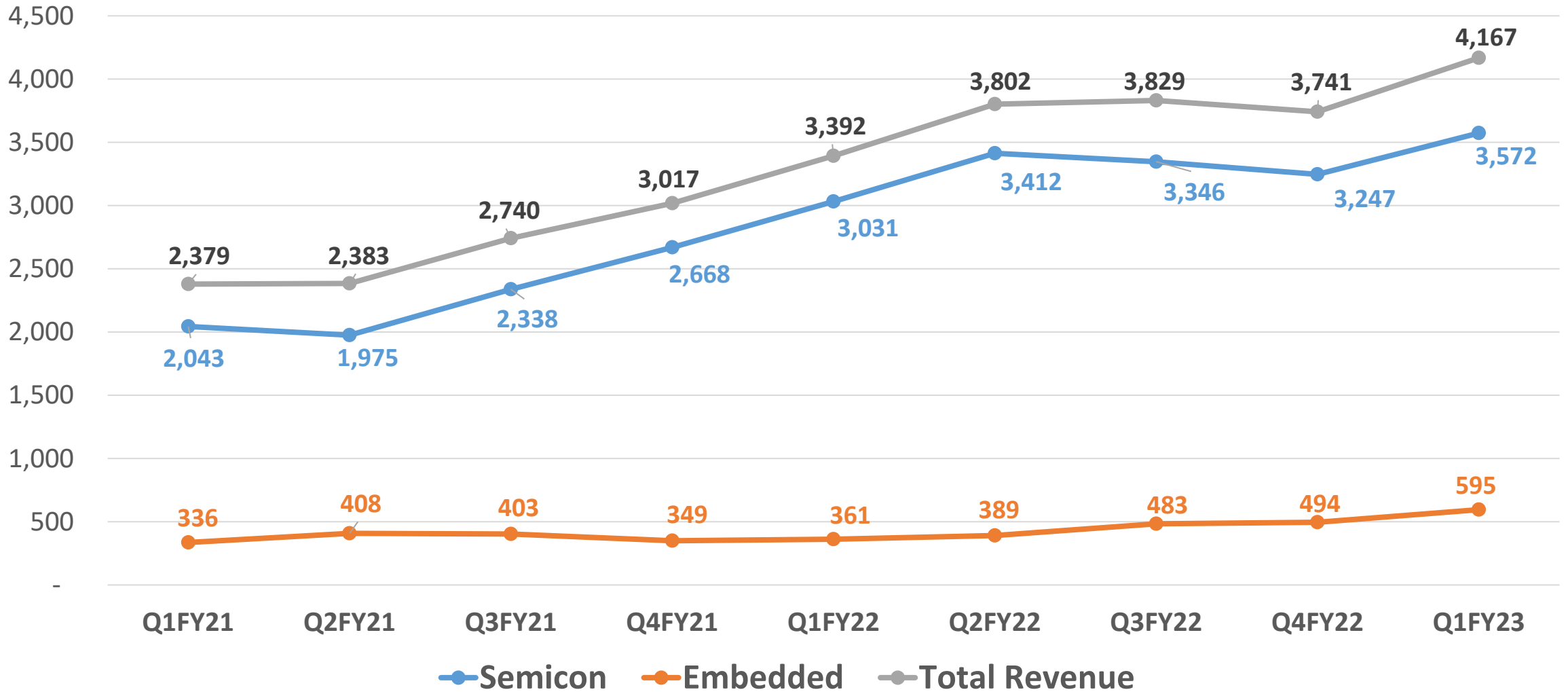
-By Jayaram (CFO)

₹ in lakhs

Particulars	Year ended		FY22 Vs FY21	
	31-Mar-22	31-Mar-21	Variance	%
Income from operations				
Semiconductor	13,036	9,023	4,013	44%
Embedded	1,728	1,496	232	15%
Other income	513	173	341	197%
Total income	15,278	10,692	4,586	43%
Expenditure				
Cost of goods sold	216	375	(160)	-43%
Other operating cost	1,255	1,133	121	11%
Employee benefit expenses	10,228	7,329	2,899	40%
Other expenditure	809	989	(180)	-18%
Total expenses	12,507	9,826	2,681	27%
EBITDA	2,771	866	1,904	220%
EBITDA %	18.1%	8.1%		
Finance costs	861	857	3	-
Depreciation & amortization expenses	1,264	918	346	38%
Profit / (loss) before tax expenses	646	(909)	1,555	
Current / Deferred tax	1	6	(6)	
Net Profit / (loss)	645	(915)	1,560	171%
Net Profit / (loss) %	4.2%	-8.6%		

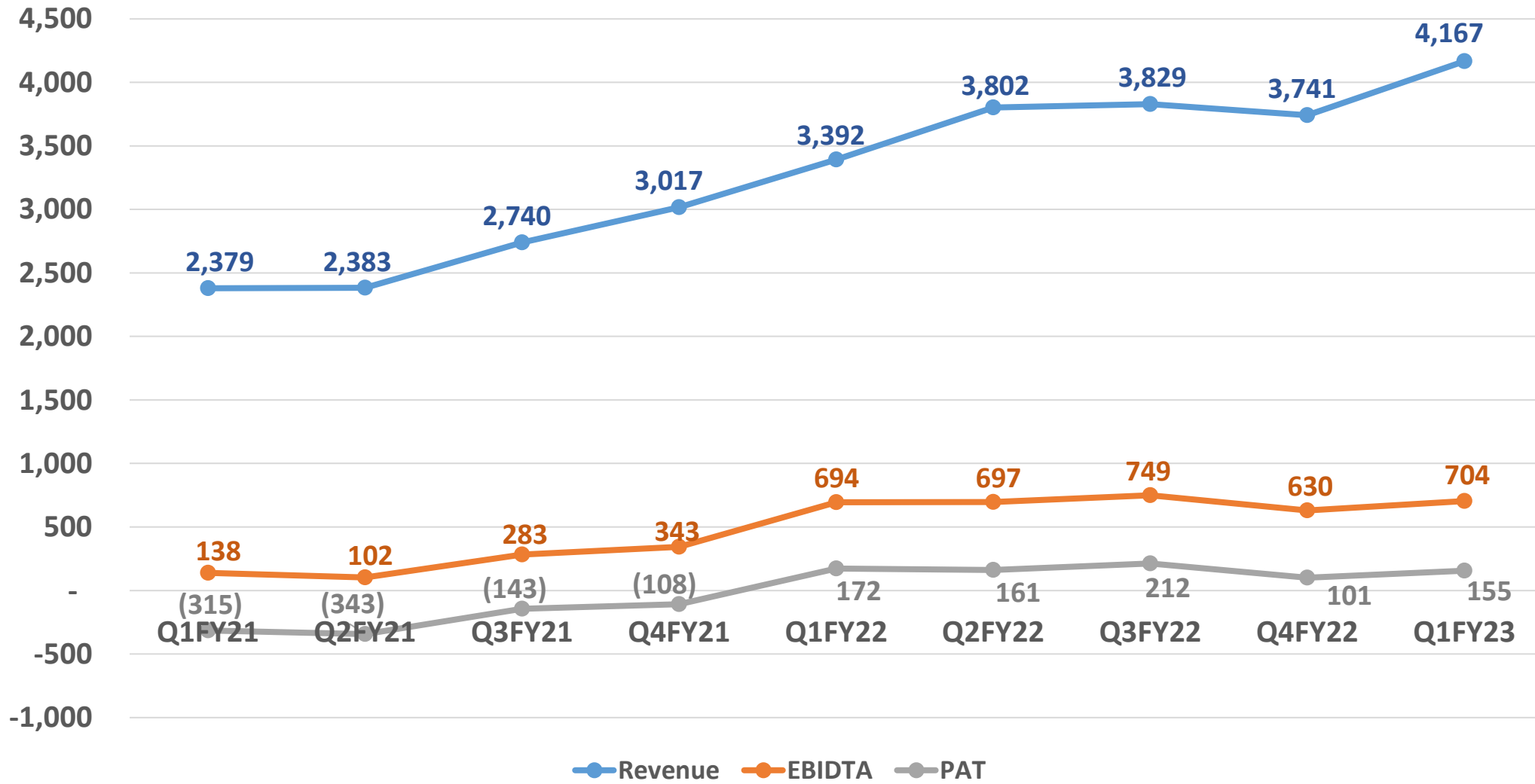
Last 9 Quarters QoQ - Revenue graph

Amounts in lakhs



Revenue vs EBITDA vs PBT

Amounts in lakhs



THANK YOU.