Date: 28th September, 2024

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/CFO presentation presented in 25th Annual General Meeting of the Company.

Ref: Scrip code: 532407

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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 25th Annual General Meeting held today i.e. 28th September, 2024.

This is for your information and record.

Yours faithfully,
For MosChip Technologies Limited

_____
CS Suresh Bachalakura
Company Secretary

Encl: As above

CONNECTING THE WORLD

Silicon | Software | Systems

25th Annual General Meeting, Sept 28th 2024
- Srinivasa Rao Kakumanu
  (MD & CEO)

Agenda

- FY24 Performance and Recent History

- Business Units and their performance summary

- Other Major Highlights

- Industry update for Semicon and Software/Systems

- MosChip's strategy

- MosChip at Industry events and CSR Initiatives

- Conclusion

FY24 Performance

Revenue:

- Revenue grew from **INR 198.4 Cr** in FY23 to **INR 293.9 Cr in FY24.** Grew by **48%**
- **Profit-before-Tax (PBT)** grew from **INR 6.24 Cr** in FY23 to **INR 11.33 Cr** in FY24**.**

New Customers:
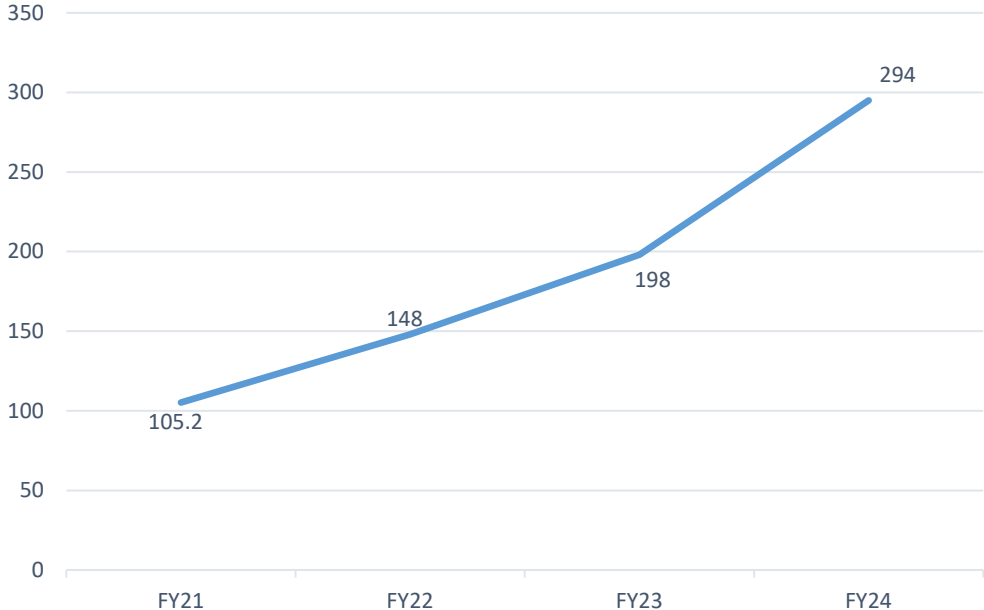
- Added 12 new customers

Leadership:

- Strengthened leadership in Engineering, Business Development and Operations

Recent Performance

- Recent history of growth

Revenue (in Crores)

Growth

Business Units/Focus Areas

MOSCHIP

Semiconductors	Software, System Design and Product Engineering

Semiconductor IP	Semiconductor Design Services	Turn-key ASIC	Product / System Design	Embedded Software	Digital Engineering

M-ISS (Training and Innovation centre to support R&D & growth plans)

Semiconductor BU - Performance

Semiconductor BU	Design Services	- Stable engagements 10 out of the top 20 semiconductor companies are Moschip's customers and the relationships continue to grow stronger - Steady ODC engagements with Tier one customers - Won a new ODC with an ASIC company which is headquartered in Japan - Tenstorrent selected MosChip as their Design Services Partner - Involved in more than 50 ASIC Tape-outs targetted for various Foundries - Investing in building Emulation Expertise
	IP	- New IP blocks for smart energy meter IC 2 ODCs for IP Porting are in growth mode - Scaled up IP Porting Teams

Semiconductor BU - Performance

Semiconductor BU	Turn-key ASICs	3 Turn-key Projects in FY24 (excluding the CDAC) - Strengthening Teams to handle multiple Turn-Key Projects - Strong pipeline

Software, System Design and Product Engineering BU - Performance

MOSCHIP

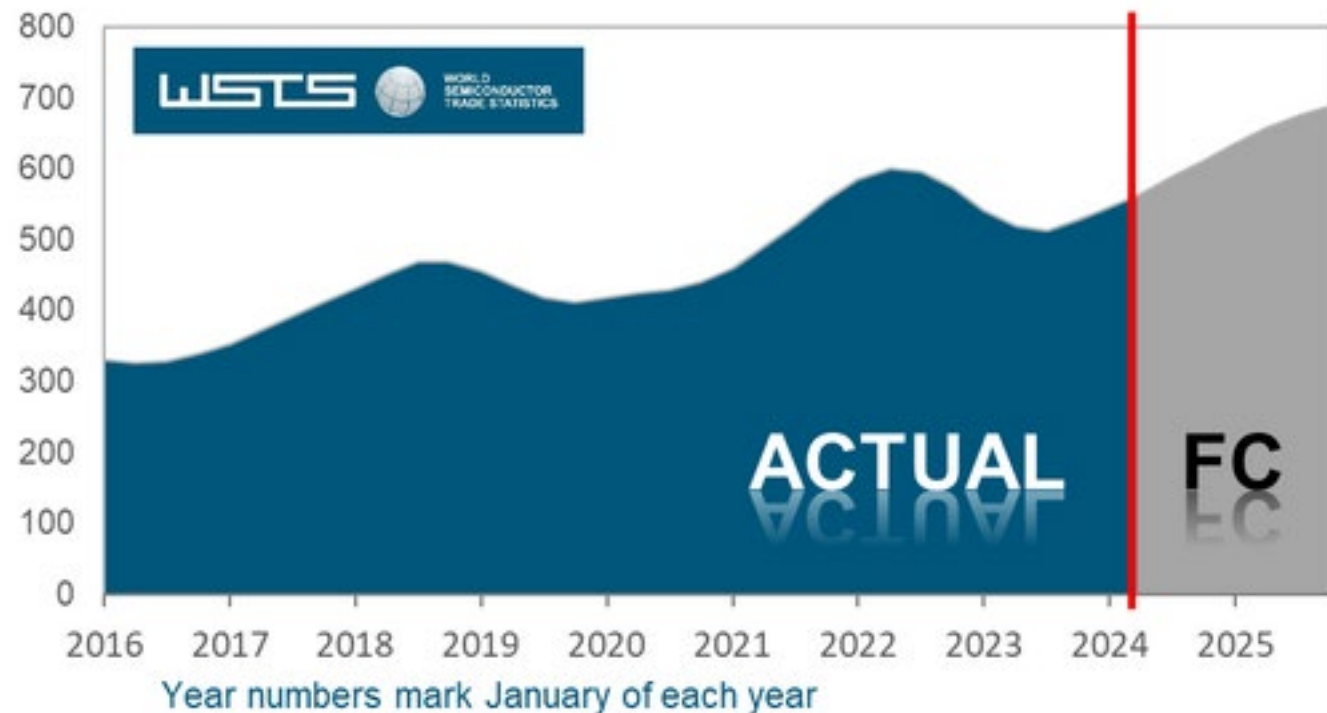| Software, System Design and Product Engineering | Design Services | Softnautics (the company that was acquired in June 2023) Integration done Awarded 'Partner Par Excellence for Software' by Qualcomm, second time in a row Investments into Device Engineering (Device Drivers, Core BSP, Firmware, Software) and Digital Engineering (AI/ML, Mobile Apps, Cloud Computing) Strengthening FPGA Solutions Group Projects in Audio/Video, Home Automation, IoT, Satellite and Automotive applications |

Other Major Highlights

- MosChip with its consortium partner Socionext was awarded the "HPC Processor Soc Development" Project in May 2024

- MosChip's application to develop an Indigenous Smart Energy Meter IC under the DLI scheme was approved in June 2024
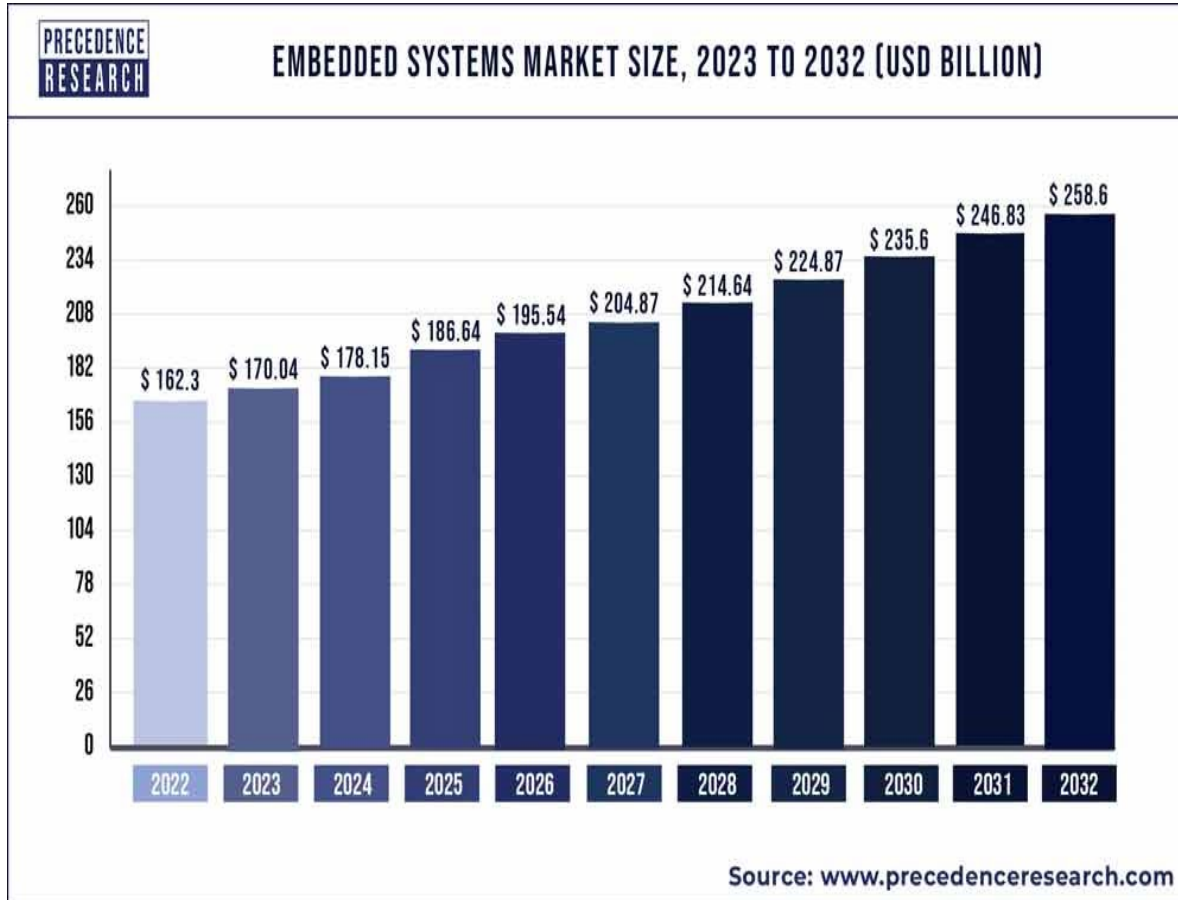
Semiconductor Industry - Update

- After a slow-down in 2023, the market started slowly picking up in 2024

- Automotive/5G/AI continue to lead the growth

- CHIPS-ACT in USA, new foundries in Europe and Japan and Semiconductor Mission in India opening new opportunities

- India's push for self-reliance in Semiconductor

- Worldwide semiconductor sales is expected to reach $1 Trillion by 2030

Global semiconductor billings (billion US$) – 12MMA

Embedded Software/Systems and Digital Engineering Forecast

EMBEDDED SYSTEMS MARKET SIZE, 2023 TO 2032 (USD BILLION)

- 2022: $162.3
- 2023: $170.04
- 2024: $178.15
- 2025: $186.64
- 2026: $195.54
- 2027: $204.87
- 2028: $214.64
- 2029: $224.87
- 2030: $235.6
- 2031: $246.83
- 2032: $258.6

Source: www.precedenceresearch.com

DIGITAL TRANSFORMATION MARKET

- $2.27 Trillion 2023
- $2.71 Trillion 2024
- $12.35 Trillion 2032

CAGR 20.9%
2024-2032

IoT, AI, GenAI, Cybersecurity are the main drivers

Moschip Strategy – 2024 and beyond

Moschip, India's first Fabless Semiconductor company, celebrated its 25th anniversary this July

Snapshot

- Steady Growth over the last 3-4 years
- The majority of revenues come from Semiconductor/ Embedded design services
  - RTL design/ Design Verification
  - Physical Design
  - Analog Design/Analog Layout
  - Embedded Software and Systems
  - Turn-key projects

Opportunity

- Emerging opportunities from Regional push for self-reliance (Make-in-India) and due to Geo-political situation
- Domestic Opportunities
  - EV Scooters
  - Automotive
  - IoT
- Turn-key ASICs
- ASSPs (Application Specific Standard Products)
- AI/Gen-AI, Digital Transformation

Strategy

- Continue to grow in Design Services. Add Emulation to the Portfolio
- Continue to invest in R&D
- Develop expertise in emerging areas (AI/ML, IoT, Automotive, RISC-V)
- Identified roadmap for ASSP and working on Smart Energy Meter IC under DLI
- Pursue Turn-Key ASIC opportunities and leverage CDAC HPC execution expertise
- Invest in Digital Engineering
- Acquisitions

Challenges

- Cyclical nature of the Industry (Recent Slow Down)
- Talent Acquisition and Retention

MosChip at Industry Events

MosChip Team Exhibiting at the
TSMC NA Symposium 2023

MosChip Team Exhibiting at the
Semicon India Conference 2023

Our MD & CEO handing over a medallion to AVP - Embedded
Software for demonstrating the MosChip AI Technology at the IESA
AI Summit 2023

Our MD & CEO at VLSID2024 Panel Discussion on ESDM
Opportunities in India

MosChip Team exhibiting at the
IESA Vision Summit 2024

Keynote on "Developing India into a Global Hub of the
Semiconductor Industry Supply Chain" by our MD & CEO, at the
upcoming Project Managers Global Summit 2024

CSR Initiatives

Donated 2% of our average net profits over the last 3 years to the University College of Engineering, Osmania University to help them transform the garden in the ECE department into a learning space

MosChip® concluded its 1st batch of i3 - An Industry Institute Initiative to train and enhance how future professionals perceive a career in the VLSI industry.

Conclusion

- Steady Growth

- Delivering Excellence

- Invest in R&D

- Roadmap for ASSPs (Smart Energy Meter IC)

- New service offerings in Semicon (Emulation) and Software and Systems (Digital Engineering)

- Turn-key ASIC Opportunities

- Organic and Inorganic (Acquisitions) Growth

- Reputation and Branding

- Well-positioned to support customers worldwide

Financial Performance

-By Jayaram (CFO)

Financial Performance

₹ 294 Cr
Revenue FY 24
(YoY Growth 48.2%)

12%
Operating Margin FY24

Providing Service to Tier 1 customers at Global level

1,250+ Employees
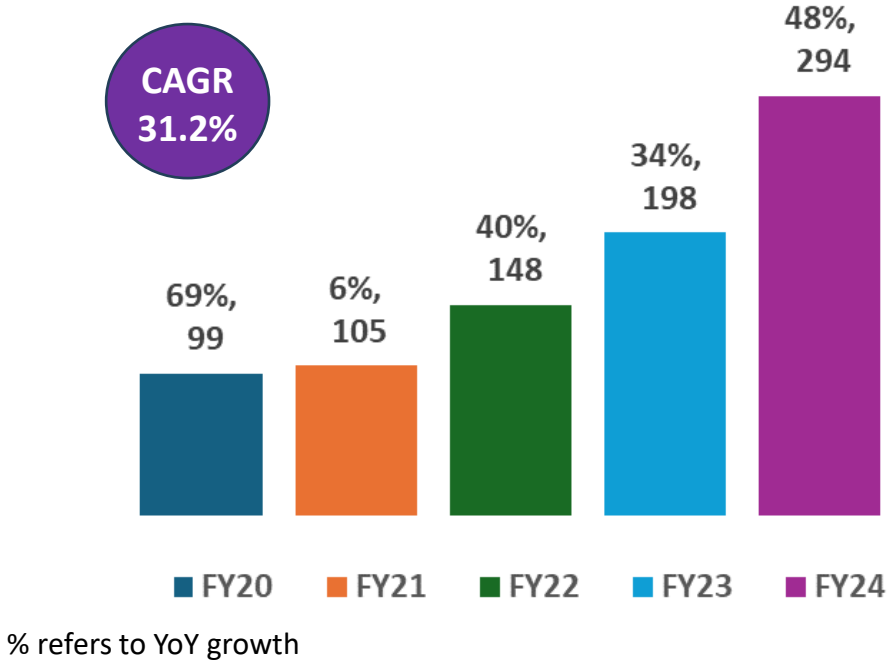(YoY Growth 13%)

5 Design Centers

400+ (32%)
Women employees

₹ 4,600 Cr
Market cap – Sep 26, 2024

Moderate attrition in the industry since last two years

Revenue (in Crores)

Segment

% refers to YoY growth
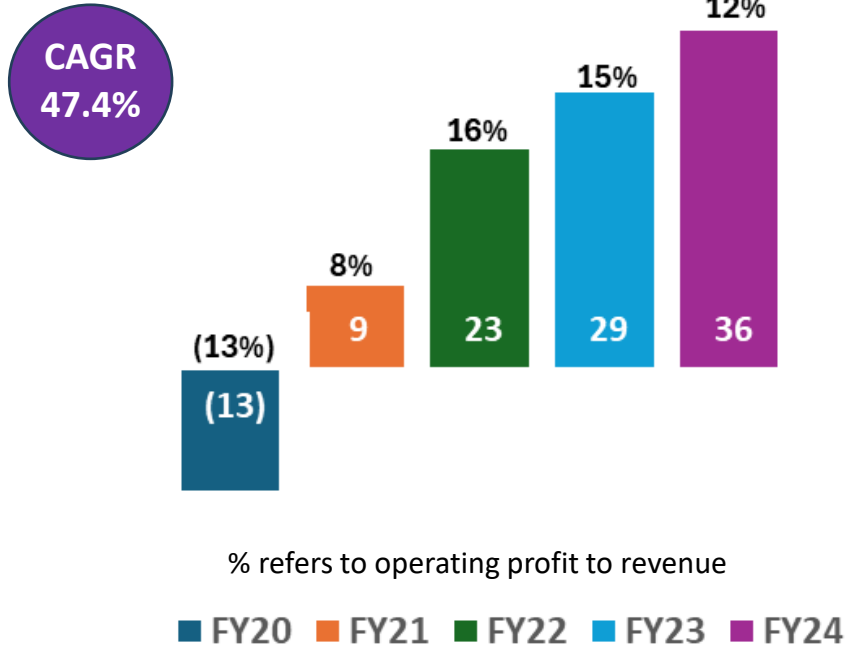
% refers to contribution of segment
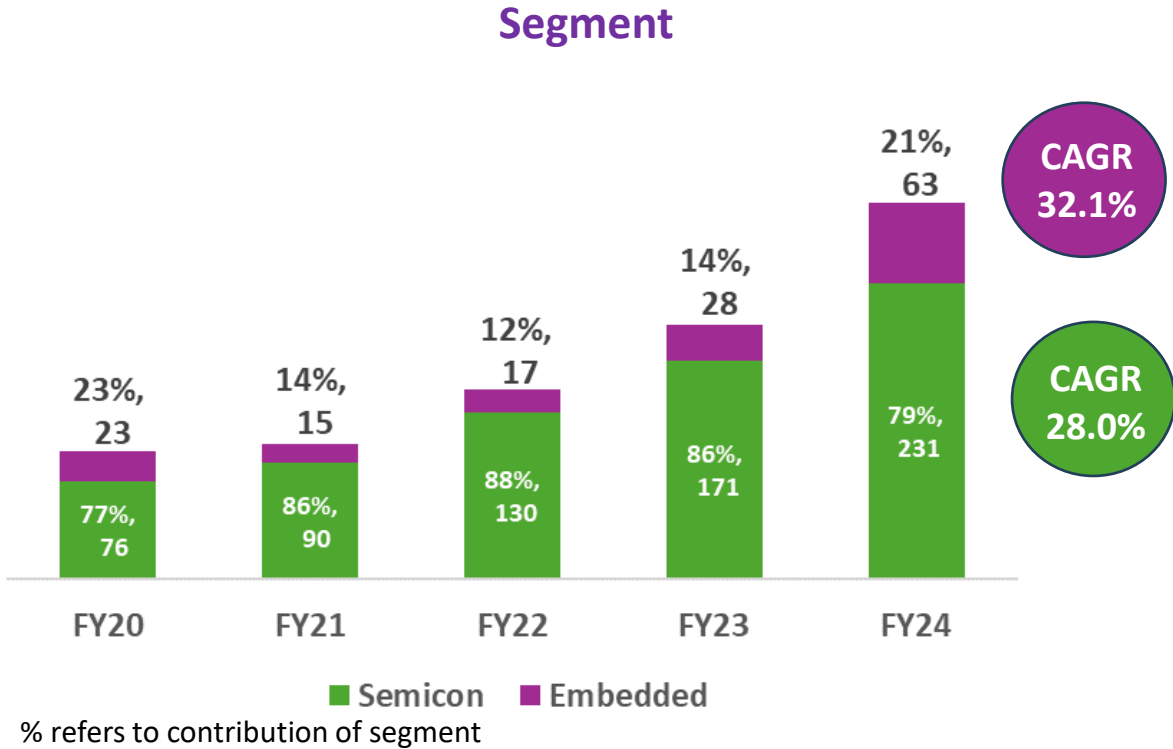
The rapid growth is achieved by combination of the below attributes

- Customer-Centric Focus
- Strong Leadership
- Innovative offerings

- Scalable Business Models
- Robust Talent Acquisition process
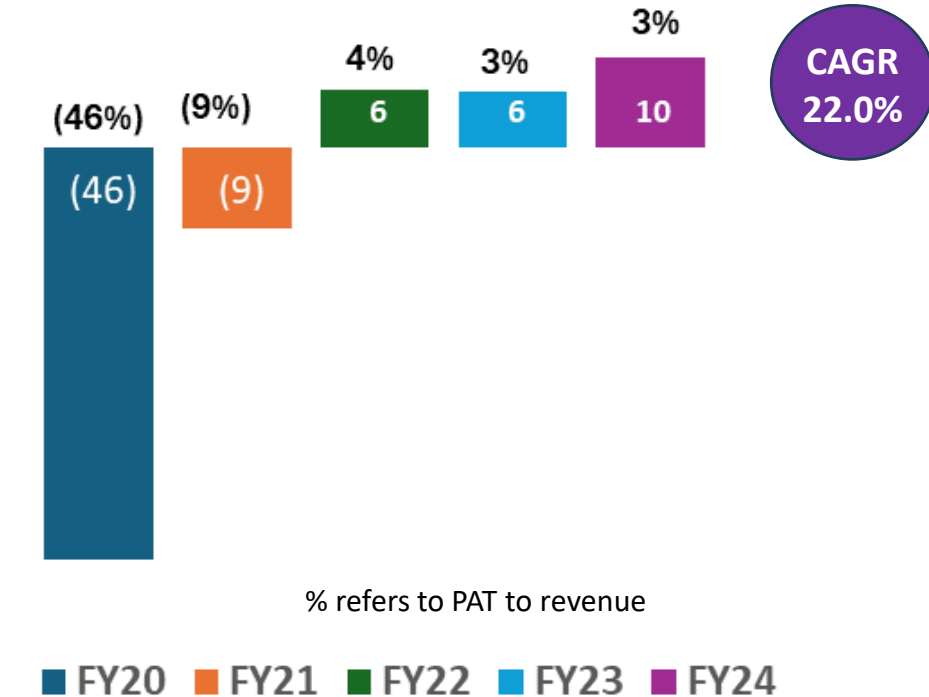- Strategic international Partnerships

Operating Profit and PAT (in Crores)

Operating Profit

CAGR 47.4%

12%
15%
16%
8%
(13%)

36
29
23
9
(13)

% refers to operating profit to revenue

■ FY20 ■ FY21 ■ FY22 ■ FY23 ■ FY24

PAT

CAGR 22.0%

3%
3%
4%
(9%)
(46%)

10
6
6
(9)
(46)

% refers to PAT to revenue

■ FY20 ■ FY21 ■ FY22 ■ FY23 ■ FY24

Your company is investing strategically in building the talent pool essential for the semiconductor and software design.

Our Training and Innovation Center is at the core of this effort, serving as the foundation for developing the skilled professionals we need to remain competitive and to drive future innovation.
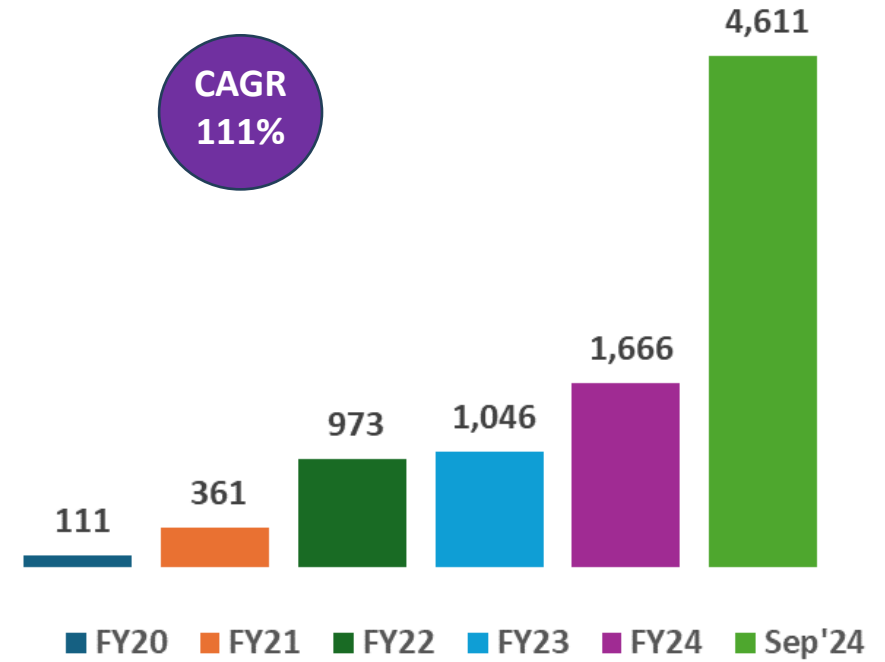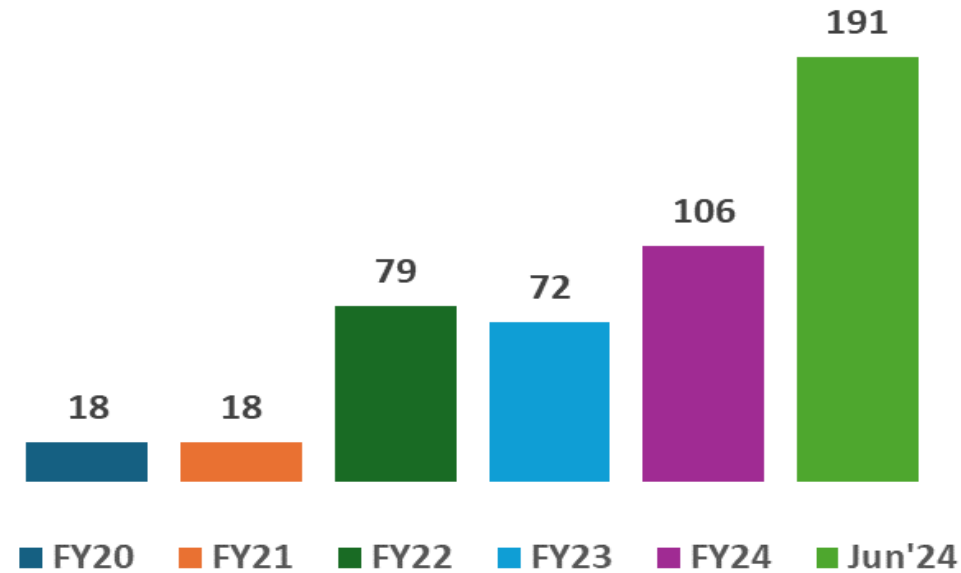
Networth and Market Cap (in Crores)

Networth
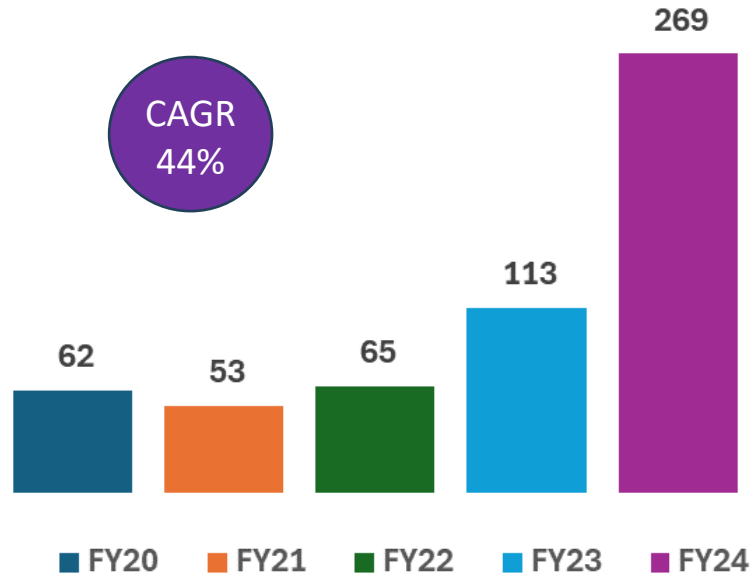
Market Cap

Networth = Equity (Assets –Liabilities)

No. of Shareholders (in Thousands)

- We are proud to have grown multifold in terms of shareholder trust, as demonstrated by the substantial increase in the number of shareholders.

- Our market capitalization has seen a commendable rise, reflecting the confidence the market has in our vision and execution. Additionally, our revenue growth has further solidified our position in the industry.

- These achievements are a testament to the hard work of our team and the steadfast belief you, our shareholders, have placed in us. We remain committed to driving innovation, creating value.

THANK YOU

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