

August 17, 2023

BSE Limited

Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400001.

Scrip ID: KPITTECH
Scrip Code: 542651

Kind Attn: The Manager,
Department of Corporate Services

National Stock Exchange of India Ltd.,

Exchange Plaza, C/1, G Block,
Bandra - Kurla Complex, Bandra (E),
Mumbai - 400051.

Symbol: KPITTECH
Series: EQ

Kind Attn: The Manager,
Listing Department

Subject:- Investor Presentation

Ref :- Our intimation under Regulation 30 for Schedule of Analyst /
Institutional Investor Meetings dated 16 August 2023.

Dear Sir / Madam,

Pursuant to Regulation 30 of the Securities Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, further to our intimation about the schedule of analyst / institutional investor meetings (group meetings and one-to-one meetings) with the Senior Management of the Company as planned today as per details given below:

| Date | Conference / Roadshow | Venue |
|-----------------|-----------------------|--------|
| August 17, 2023 | Aventus Spark | Mumbai |

we are enclosing herewith the presentation to be made in the said investor meeting.

The aforesaid information will be placed on the website of the Company.

Thanking you.

Yours faithfully,

For **KPIT Technologies Limited**

Nida Deshpande
Company Secretary & Compliance Officer

Encl.: - as above

KPIT Technologies Limited

Registered & Corporate Office: Plot No. 17, Rajiv Gandhi Infotech Park, MIDC-SEZ, Phase
Hinjawadi, Pune-411057, India.
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KPIT

Global Mobility Trends and Outlook

17th Aug. 2023

Kishor Patil,
Co-founder and CEO,
KPIT Technologies Limited

Reimagining Mobility with YOU

Content of the presentation

1. Global Mobility Trends

2. Technology enablers for Automotive

3. Automotive Software spend

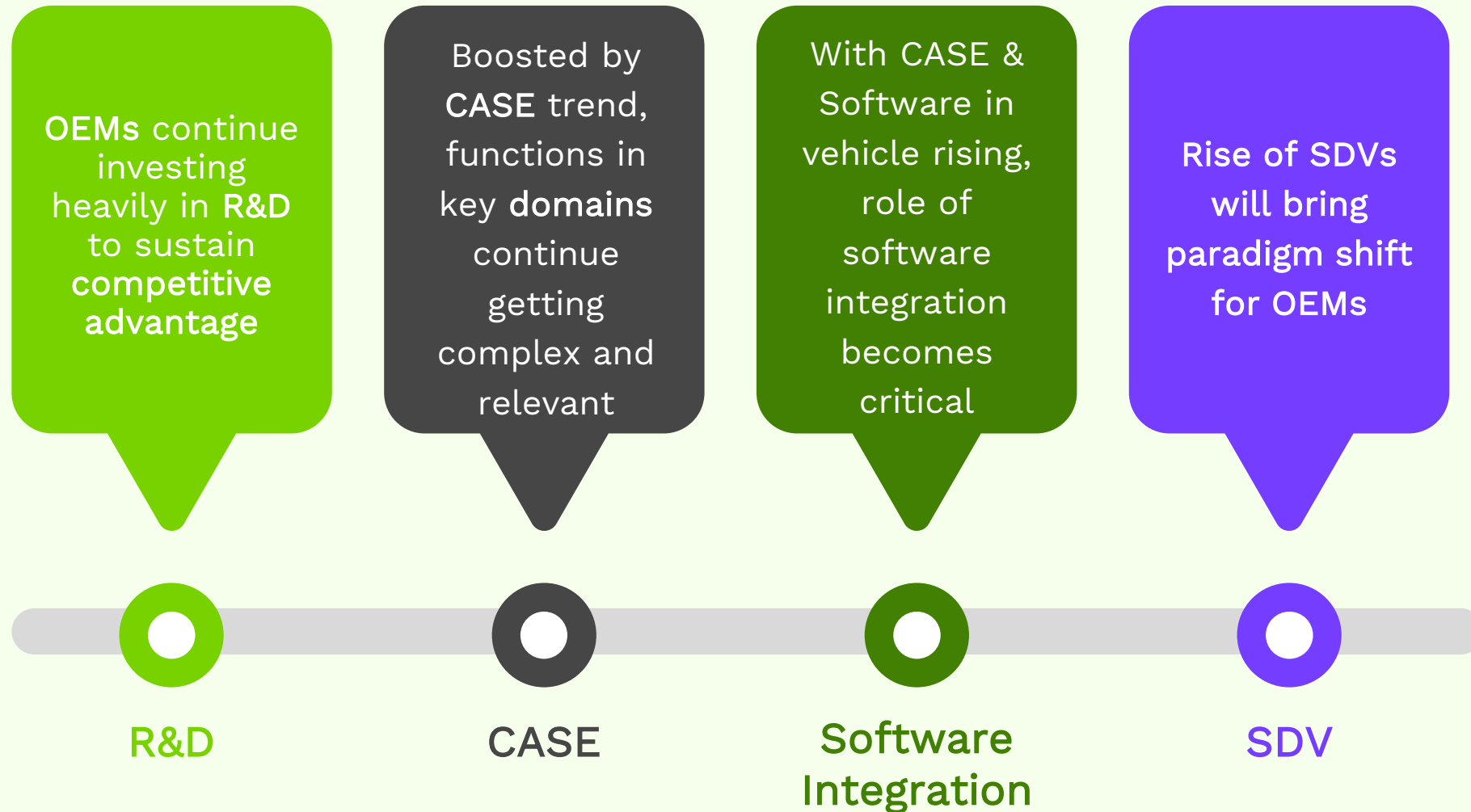
4. OEMs commitment towards SDV

5. Rise of Electric, Autonomous and Connected vehicles

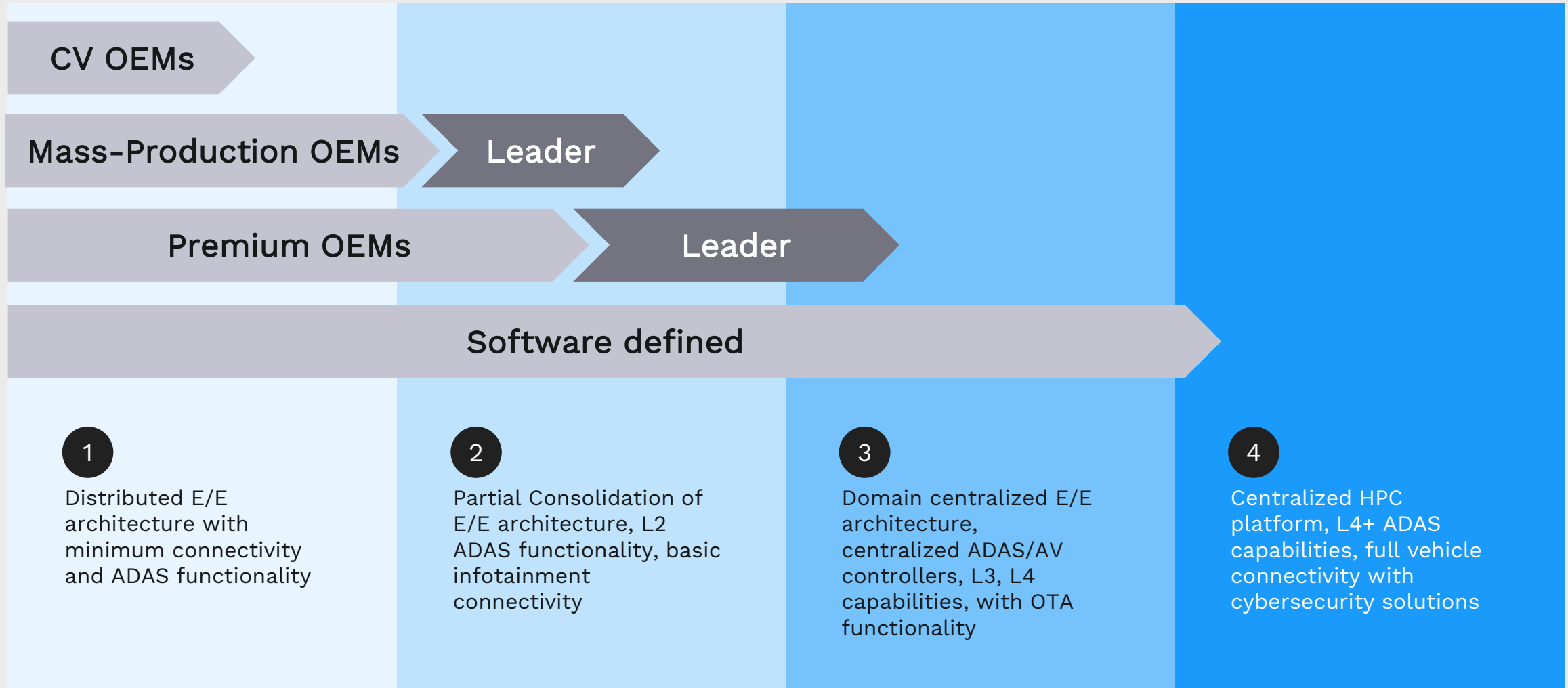
6. Growing markets

7. KPIT, a leading independent Software Integration partner to OEMs

Mobility Trends shaping the Industry



Shift towards Software Defined Vehicles



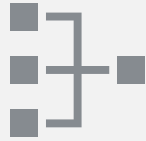
*CV=Commercial Vehicles

OEMs will transition to SDVs by 2030

By 2026-2027



Allocating 25-30% of their R&D budget to **software** to gain market share, diversify revenue and control cost



Integrated design approach resulting into need for **System integration**

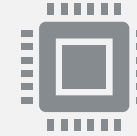


Focus on **connected services**, feature on demand and MaaS as part of monetization



Rely on multiple partners to build a **Service Oriented Architecture**

By 2030 & beyond



Transition to **central zonal architectures** from 2027 onwards



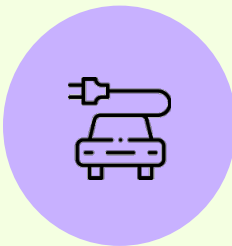
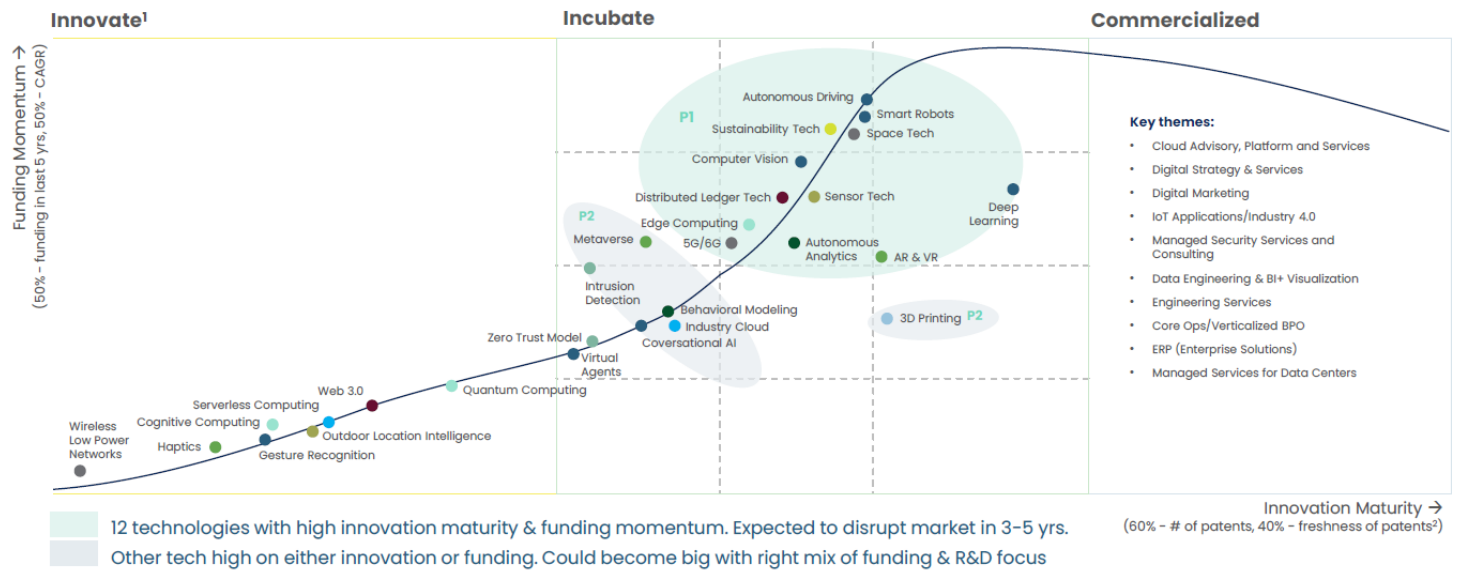
Target big **revenue stream** from cloud analytics and data-driven services

The transition towards SDVs offers attractive market opportunities in **short-term as well as in long-term**

Technology enablers for Automotive

Disruptive Technologies with high R&D focus

- | | | |
|-------------------------|-----------------------|-------------------------|
| 1. Autonomous Analytics | 5. Deep Learning | 10. Space Tech |
| 2. AR & VR | 6. Distributed Ledger | 11. Sustainability Tech |
| 3. Autonomous Driving | 7. Edge Computing | 12. 5G/6G |
| 4. Computer Vision | 8. Sensor Tech | |
| | 9. Smart Robots | |



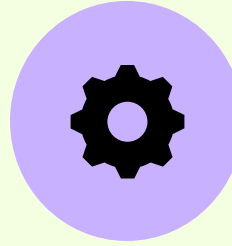
Electrification and Energy Management



Autonomous Driving



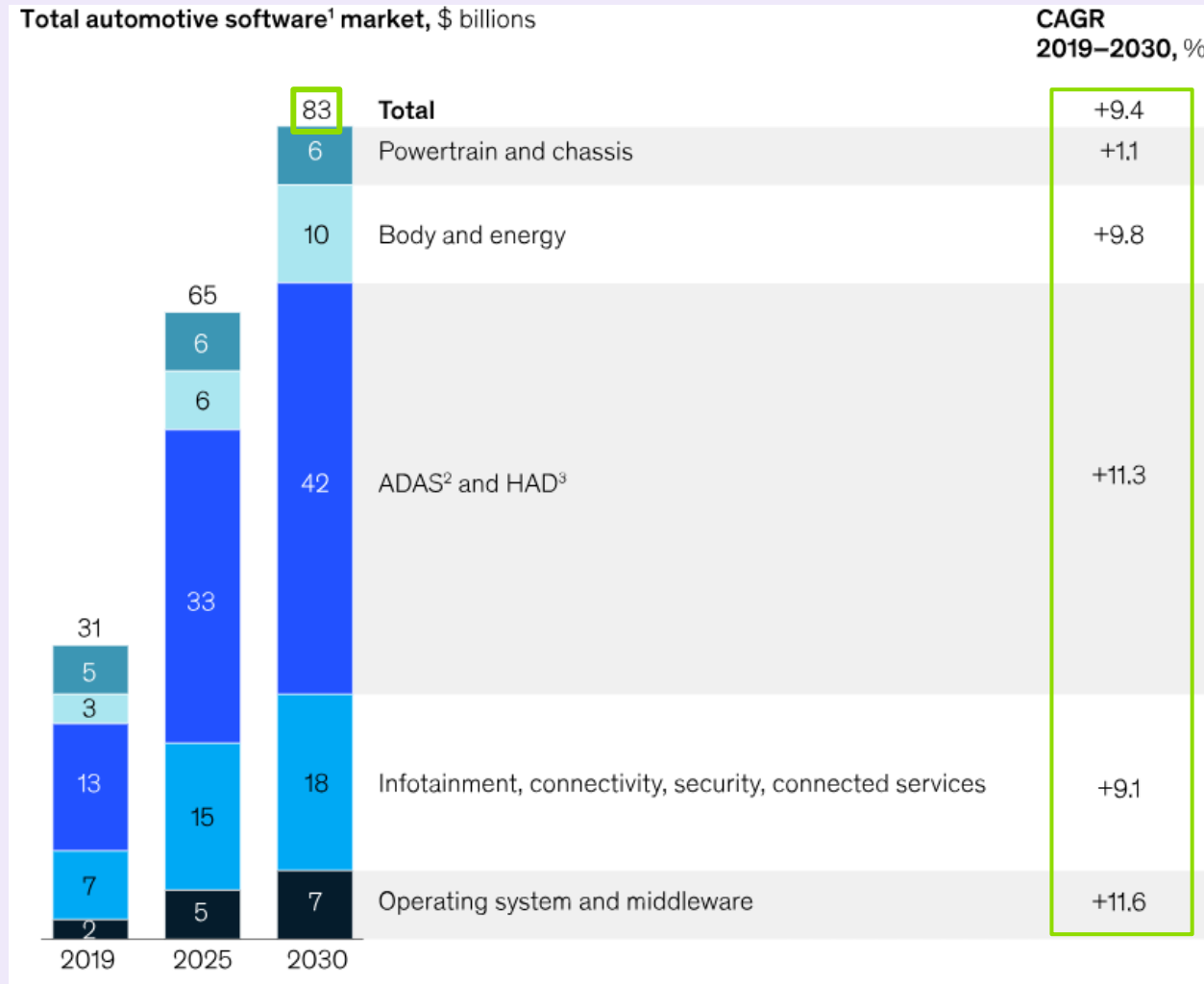
Rise of Connected Vehicle



Demand for Feature on demand
(payment, music, location, comfort features)

OEMs and ecosystem will continue to invest in these technologies

Automotive SW market is set to demonstrate high growth



A solid strong potential in range of \$83 bn purely in automotive SW driven by autonomous and connected vehicles

Long term commitment by OEMs on SW spend



Targeting 100bn JPY operating profits from software related business in 2030. Software business will turn profitable in 2028



Achieving 30% revenue with software business by 2030. Software businesses include Mobility, Connectivity and Data business.



Software and new business sales to grow USD 15bn in 2025 and 80bn in 2030. New growth includes Cruise, BrightDrop, SES (software-enabled services), Defense and Insurance.



Targeting at least 20% of sales coming from services, data and energy related businesses by 2030.



Plans to generate about EUR 4bn in additional annual revenue by 2026 from software-enabled products and subscriptions and EUR 20bn by 2030.



Targeting to generate as much as EUR 1.2 trillion in revenue by 2030 via subscriptions and other sales under its in-house automotive software arm Cariad.

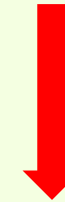
Most of key OEMs are committed to the investments in SOFTWARE beyond 2030!

SDV will stay in the long-term.

Spending by OEMs in traditional areas will come down as compared to in **Electric, Autonomous and Connected Vehicles**

Growth Opportunities (2020-2030)

| Business segment | Sales CAGR | Outlook |
|--------------------------|------------|---|
| AV software | 15% | Rapid growth in revenue on autonomous function. Assuming 20% OPM on normalized basis. |
| AV hardware | 16% | LiDAR, GPU, Camera and other sensors to drive rapid growth. Assuming 15% OPM on normalized basis. |
| EV vehicles | 31% | Battery cost decline, premium pricing and less complexity in production to lead around 12% OPM. |
| EV parts (incl. battery) | 27% | Battery, motor and inverter to drive profit expansion |
| After services | 0% | Keeping stable operation. EV maintenance costs is 20-30% lower than ICE but VIO (Vehicle in Operation) to grow. |
| Finance | 3% | Keeping stable margin operation regardless of powertrain shift from ICE to EVs. |
| ICE vehicles | -1% | ICE vehicle sales to decline. OPM to come down to 6% from 7%. |
| ICE parts | -1% | ICE vehicle sales to decline. Engine/Transmission product segments to see faster deterioration. |



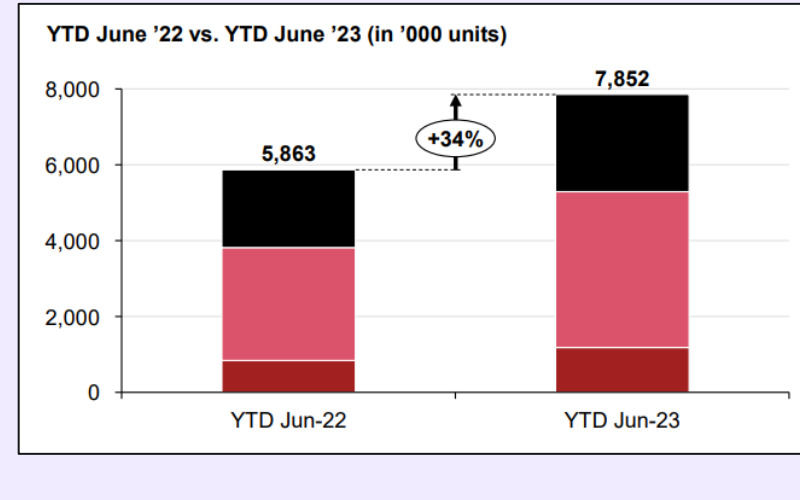
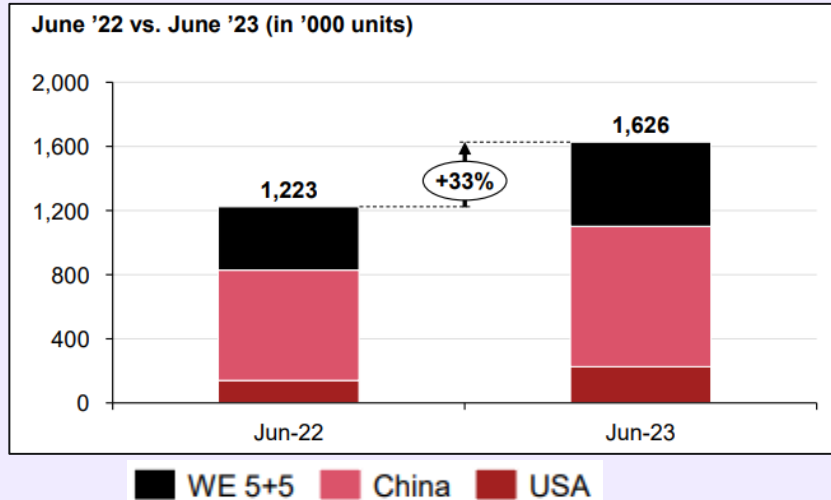
EY Insights Services Industries Careers About us

Press release
5 Jan 2023 | London, GB

Electric vehicles continue charge toward sales dominance - EY analysis

- Despite headwinds, combined electric vehicle (EV) sales in the US, China and Europe to outstrip all other engine sales by 2030
- By 2040, internal combustion engine (ICE) vehicles will shrink to less than 1% of overall sales
- Europe is expected to lead electric vehicle sales volumes until 2024, with China taking the lead from 2025 onward.

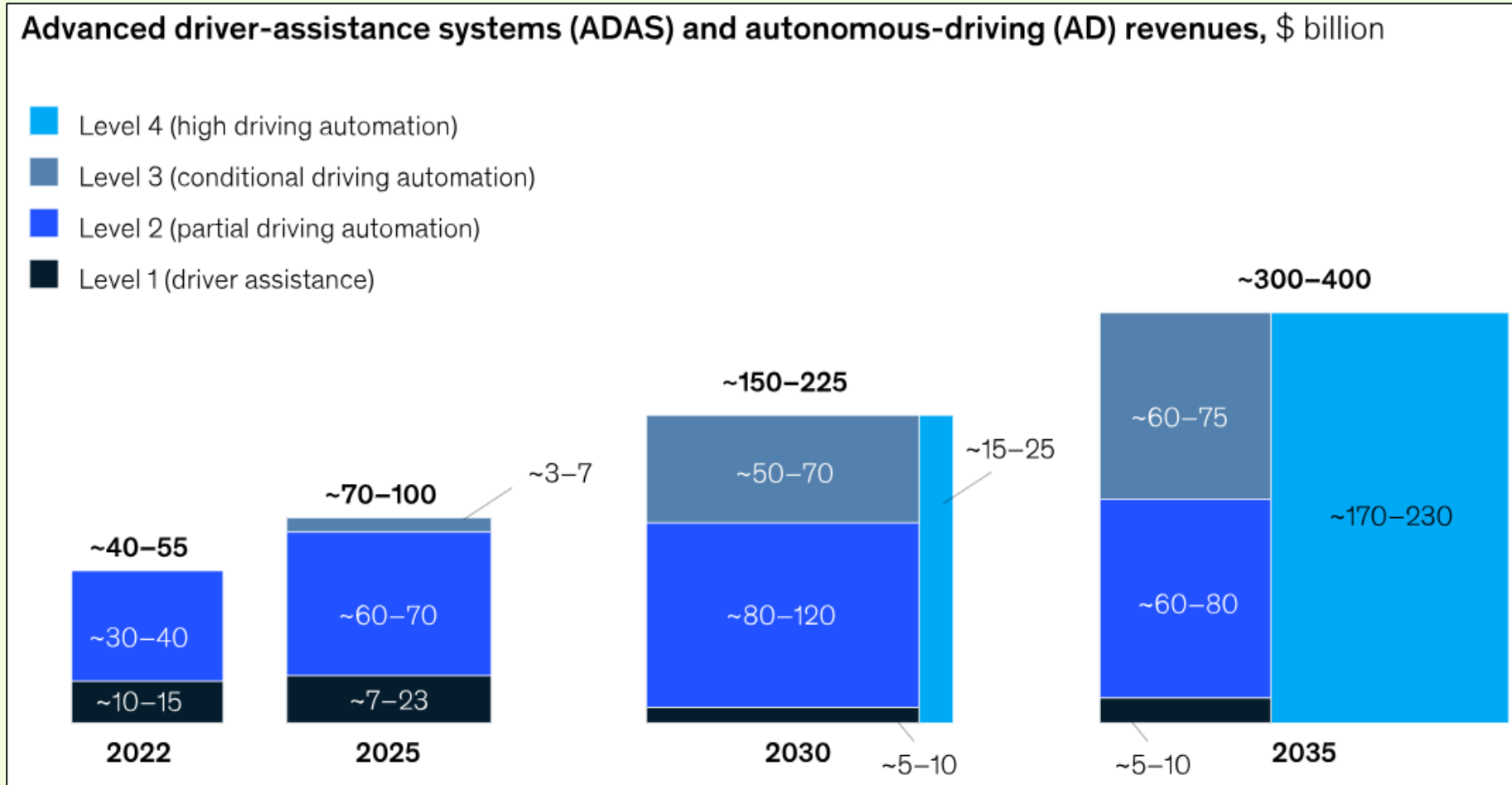
Rise in EV sales – Indication of increased electrification



| USA | | | WE 5+5 | | | China | | | | | |
|-----|--------------|-----------------------|-------------|---------|-----------------------|------------------|-------------|-----------------------|--------------|-------------------|-------------|
| | 2023 Q2 | Comparison to 2022 Q2 | | 2023 Q2 | Comparison to 2022 Q2 | | 2023 Q2 | Comparison to 2022 Q2 | | | |
| | BEV | 287,000 | +67% | | BEV | 429,000 | +49% | | BEV | 1,567,000 | +49% |
| | PHEV | 71,000 | +51% | | PHEV | 193,000 | -2% | | PHEV | 592,000 | +105% |
| | Hybrid | 306,000 | +43% | | Hybrid | 711,000 | +29% | | Hybrid | 197,000 | +5% |
| | Total | 664,000 | +53% | | Total | 1,333,000 | +28% | | Total | 2,355,000* | +54% |

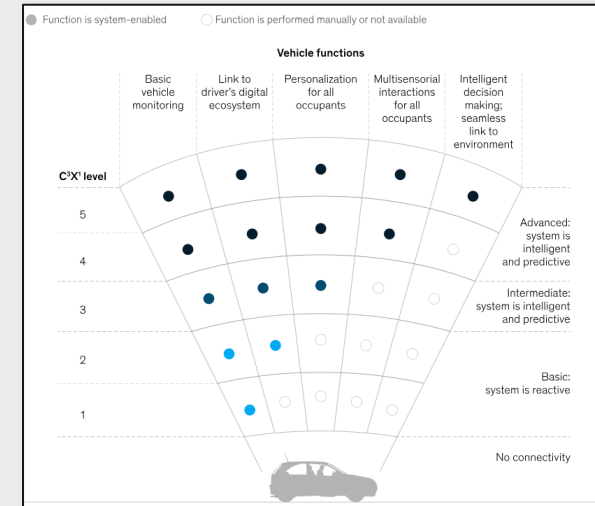
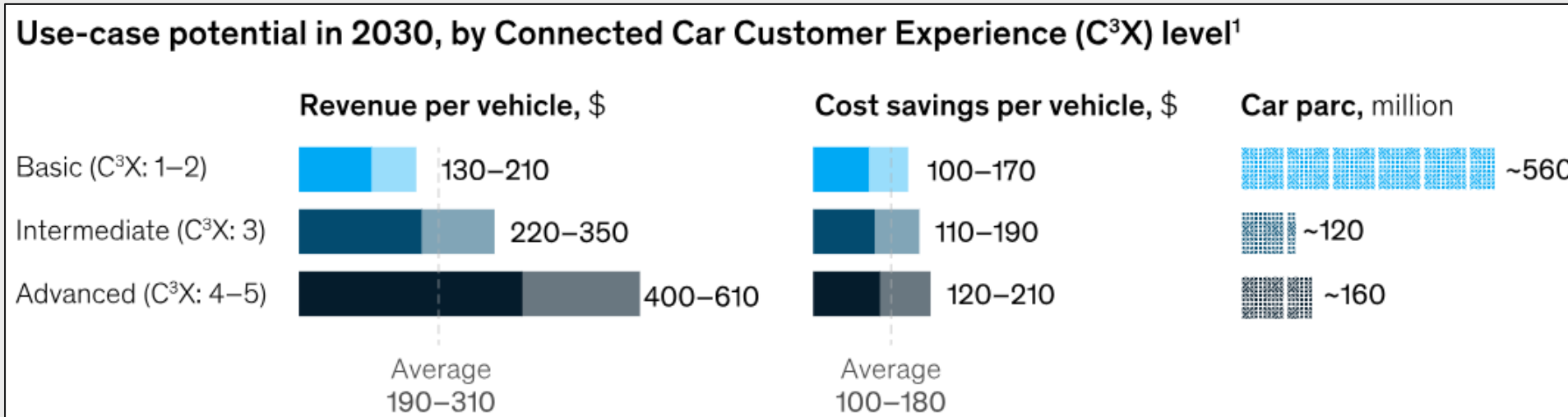
Increase in sales of EVs highlights the increasing penetration of EVs globally.

Big revenue potential from Autonomous Vehicles



Passenger Cars installed with L3+ AD functions could rise to 17%+ by 2035.

Connected vehicles can offer incremental value (\$) to OEMs through cloud analytics & data driven services



By 2030, about 95 percent of new vehicles sold globally will be connected, around 45 percent of these vehicles will have intermediate and advanced connectivity

Growing markets - Indian Automobile Industry (1/2)

- **India is the third-largest automotive market in the world (by domestic sales)**
- In FY23, total passenger vehicle sales reached 3.89 million
- In FY23, total automobile exports from India stood at 47,61,487.
- **EVs set to drive the industry** (Increase in Penetration due to FAME, PLI, Tax Incentives (direct and indirect), tariffs, etc. USD 206 billion potential by 2030.
- India registered 1,15,836 EV sales in July, 2023.
- **Luxury Car Sales keep on rising**
- The luxury car market in India accounted for 1 percent of the overall passenger vehicle market in 2022
- With the outperformance at the top end of the market in 2023, the penetration is likely to improve to about 1.1 percent of the market
- It is still very low compared to emerging markets around the world

Growing markets - Chinese Automobile Industry (2/2)

- **World's largest vehicle market by both annual sales and manufacturing output**
- Domestic production of China expected to reach 35 million vehicles by 2025
- **China's EV sales rose by 35.2% year on year to 806,000 units in June**
- It is the highest single-month sales figure so far this year
- **Chinese customers purchased 3.09 million premium vehicles in 2022**
- This includes brands like Mercedes-Benz, BMW, Bentley and Rolls-Royce, up 6 percent year-on-year
- The growth rate was triple the overall passenger vehicle market's, which stood at 1.9 percent year-on-year

KPIT, a leading
independent Software
Integration partner to
OEMs



Independent software integration partner bringing scale and dependability to build and integrate software features to accelerate the journey from prototype to production



10+

Mn vehicles on road with KPIT software



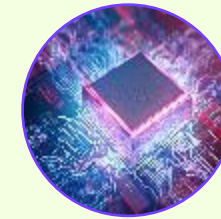
500+

Production programs experience



25+

OEM/Tier-1's count us as strategic partners



75+

platforms, tools & accelerators

17+Years
6 OEMs

12+Years
4 OEMs.

07+ Years
7 OEMs

Long-term relations with marquee Clients

Our recent technology partnerships



KPIT to accelerate [Honda's](#) transformation towards [Software-Defined Mobility](#)

The partnership in mid to long term will expand to over [2,000 Software and Vehicle System Professionals](#) from KPIT across the globe to [power Honda's SDM roadmap until year 2030 and beyond.](#)



[Renault Group](#) selects KPIT as a strategic technology partner for next generation [Software-Defined Vehicle \(SDV\) program](#)

KPIT software scope in the Renault's SDV programs will encompass contributions for [ADAS, Chassis, Body Electronics, Platforms, Systems Engineering,](#) and [Vehicle validation.](#)



KPIT & [ZF](#) join hands to promote an independent company ["QORIX"](#)

[QORIX](#) will build on the expertise and relevant IPs of KPIT and ZF to develop open and [scalable automotive middleware platforms](#) and solutions for the mobility ecosystem

Recent acquisitions to strengthen our offerings in this area



Future Mobility Solutions (FMS GmbH)

FMS group strengthens KPITs offering in the **AD** domain as well as in the areas of **Mobility as a service**, **Digitization**, & **Sustainable Mobility**



PathPartner Technology

PathPartner strengthens software integration capabilities and help deliver complex software solutions for **new-age vehicle architectures**.



SOMIT solutions

SOMIT Solutions' cloud-based platform complements KPITs existing **after-sales platform** to offer a more integrated solution



Technica Engineering

KPIT's extensive software expertise gets vertically integrated with Technica Engineering's production-ready system prototyping specialization making it a game changer for the industry

Summary

1. Tremendous opportunities ahead in Automotive Software market on account of transition towards Software Defined vehicle
2. Automotive Software market is set to rise at a CAGR of 9%+ bringing huge potential of ~\$83 bn by 2030
3. OEMs have committed larger part of their R&D spend on software with an aim to achieve additional revenue stream by 2030
4. KPIT is best positioned to leverage these opportunities
 - Strategic focus on clients
 - Technology investments (both organic and inorganic)
 - First mover advantage in SDV engagements
5. KPIT will continue to invest in technologies to enable OEM's transition to SDV

KPIT

Thank You!

