

CYIENT

24 October 2024

BSE Limited
PJ Towers
Dalal Street
Mumbai 400001
Scrip Code: 532175

National Stock Exchange of India Ltd
Exchange Plaza,
Bandra-Kurla Complex, Bandra
Mumbai-400 051
Scrip Code: CYIENT

Dear Sir,

Sub: Investor Presentation

Please find enclosed Investor Presentation issued by the company on the financial results for the quarter and half year ended 30 September 2024.

This is for your information and records

Thanking you
For Cyient Limited

Ravi Kumar Nukala
Dy. Company Secretary

Cyient Ltd. 4th Floor, A Wing, 11 Software
Units Layout, Madhapur
Hyderabad -500 081
India

CIN: L72200TG1991PLC013134
www.cyient.com
Company.secretary@cyient.com
T +91 40 6764 1000
F +91 40 2311 0352

CYIENT

INVESTOR PRESENTATION

Q2 FY25



Confidentiality Statement



The information shared herein is strictly confidential, proprietary and unique to the company. It is only made and shared for the purpose and extent it is intended for and no other. Usage or sharing of the said information in any form, directly or indirectly and in any manner whatsoever, might constitute a violation of laws or regulations in vogue in geographies in which the company operates, besides breaching confidentiality. The users shall meet any liability emanating from such violation and shall indemnify company for any loss, damage, expense, penalty, fine, fee, charges incurred by company on account of any such violation.

• Leadership Team



KRISHNA BODANAPU
Executive Vice-Chairman &
Managing Director



KARTHIK NATARAJAN
Executive Director & CEO



PRABHAKAR ATLA
President & CFO



Business Highlights

- Business Highlights for the Group



Financial Highlights

- DET (Digital, Engineering & Technology)
- Group



DET Business Update

- BU performance
- Innovative Technology Solutions and Programs
- Business Outlook



Business Highlights

- Business Highlights for the Group



Financial Highlights

- DET (Digital, Engineering & Technology)
- Group



DET Business Update

- BU performance
- Innovative Technology Solutions and Programs
- Business Outlook

Business Highlights for the Quarter

Partial divestment in Cyient DLM

- Completed the sale of ~11.5 million equity shares of Cyient DLM, representing ~14.5% of the total equity share capital, for a consideration of ~₹875 crores (US\$ 105 Mn)
- Proceeds to be used towards fulfilling our capital requirements across organic and inorganic initiatives in our Semiconductors business to drive accelerated growth, and towards retirement of DET debt

Strategic investment towards unlocking potential of Semiconductor business

- Reached an agreement to acquire 27.3% stake in Azimuth AI, an Embedded Silicon Product company developing highly differentiated ASICs for Edge Computing Applications
- A fabless custom ASIC company known for its expertise in Energy and Industrial applications with focus across global markets including India
- This investment aligns perfectly with our strategic growth objectives for the Semiconductor sector

Expanding Footprint in the Middle East with a Strategic Acquisition

- Reached an agreement to acquire Abu Dhabi & Gulf Computer Est. (ADGCE), an Abu Dhabi-based technology consulting and digital services provider primarily catering to the Energy sector
- This strategic move will further strengthen our presence in UAE and help Cyient access one of the largest markets for Sustainability business



Business Highlights

- Business Highlights for the Group



Financial Highlights

- DET (Digital, Engineering & Technology)
- Group



DET Business Update

- BU performance
- Innovative Technology Solutions and Programs
- Business Outlook

Glossary



- **Cyient Group Business Segments:**
 - **Cyient DET**
 - **Cyient DLM**
 - **Cyient Others**
- **Cyient DET Business Units:**
 - **Transportation**
 - **Connectivity**
 - **Sustainability**
 - **New Growth Areas**

Financial Highlights for the Quarter | DET

173 M\$

Revenue (\$)

+1.3% cc QoQ | -3.3% cc YoY

1,450 CR₹

Revenue (₹)

+2.5% QoQ | -1.8% YoY

14.2%

EBIT

+75 bps QoQ | -232 bps YoY

177 CR₹

PAT

+25.1% QoQ | +2.3% YoY

16.07 ₹

EPS

+25.0% QoQ | +1.8% YoY

177 CR₹

FCF

+7.9% QoQ | +14.9% YoY

Financial Highlights for the Quarter | Group

220.7M\$

Revenue (\$)

+2.6% cc YoY

1,849 CR₹

Revenue (₹)

+4.0% YoY

12.5%

EBIT

-147 bps YoY

179 CR₹

PAT

+4.6% YoY

16.28₹

EPS

+4.2% YoY

143 CR₹

FCF

+301.7% YoY

Declared an interim dividend of ₹12 per share



Business Highlights

- Business Highlights for the Group



Financial Highlights

- DET (Digital, Engineering & Technology)
- Group



DET Business Update

- BU performance
- Innovative Technology Solutions and Programs
- Business Outlook

BU Performance for the Quarter

Revenue US\$ Mn	Q2 FY25	QoQ (cc)	QoQ (\$)	YoY (cc)	YoY (\$)
Transportation	51.1	3.4%	3.6%	-7.3%	-7.5%
Connectivity	39.4	3.9%	5.1%	-6.1%	-5.2%
Sustainability	53.2	-6.4%	-5.3%	-2.2%	-1.7%
New Growth Areas	29.3	9.7%	10.2%	6.7%	6.5%
DET	173.0	1.3%	2.0%	-3.3%	-3.0%

Order Intake (US\$ Mn)

Particulars	Q2 FY25	YoY (\$)
DET	156.8	-14.7%

Note: The Order Intake reported is the total value of all orders received during the period. Some of these orders are multi year and can be executed over more than 12 months

BUSINESS PERFORMANCE AND OUTLOOK

Innovative Technology Solutions and Programs

Trends	Technology Solutions / Programs
Digital Engineering & Platforms	Digital PLM platform migration, support and digital enhancements for a Medtech customer to improve process simulation and digital visibility across the value chain.
	Digital PLM platform implementation and process enhancements to improve design collaboration and enable simulation capabilities, in product development for a Defence customer.
	CAD automation & improvement of process using digital thread using Cyient Solution (CyEIM) as SaaS model to improve after market Spare parts revenue for a global Energy customer.
Intelligent & Connected Products	Design and Development of a complex Mixed Signal ASIC for Medical Analysis and DNA sequencing for a MedTech Leader
	Design and Development of a Connected IOT Analytics SaaS platform for Mid size Utilities player to provide real time monitoring and data driven insights using Microservices based architecture for Edge.
	Ui/UX SW development and V&V testing automation for a MedTech patient monitoring system.
Intelligent Networks	NW Integration & Automation Services for a large APAC Telecom Service Provider. Empaneled as IPNE Automation partners for enhancing the existing tools and enable automatic detection of anomalies with in network and data
	Network Operations Improvement, Automation and RAN Digitalization Services for multiple European customers using Cyient Vismon Platform & Services
Gen AI	AI enabled Accelerators across Design to Development and Aftermarket value chain leading to Gen AI COE being set up for multiple customers Ex: Design Configurator, Bid Generator, Code Review and QA, Knowledge support for frontline etc.
	AI Solution to Improve product yield and analyses historical data to address manufacturing deviations optimizes manufacturing process and enhances product quality.
	Automated Document Generation: Asset Data extraction from multiple data sources and creating a large structured document with links to source information using combined generative AI and Traditional AI frameworks
	Implementation of AI Enabled Intelligent platform solution for automated Technical publication process for a large Aircraft Manufacturer.

- Cyient ranked by ISG as Product Challenger for Strategy & Consulting / Development & Deployment of GenAI platforms for mid-sized providers globally
- Achieved Microsoft Solution Partner designation in 2 areas - "Data and Ai" and "Digital & App Innovation"

About Cyient

Cyient (Estd: 1991, NSE: CYIENT) delivers Intelligent Engineering solutions for creating a digital, autonomous, and sustainable future for over 300 customers, including 30% of the top 100 global innovators. As a company, Cyient is committed to designing a culturally inclusive, socially responsible, and environmentally sustainable tomorrow together with our stakeholders.

For more information, please visit www.cyient.com

Contact Details:

Investor Relations

Mayur Maniyar

M: +91 9224126705

E: mayur.maniyar@cyient.com

Media Relations

Phalguna Jandhyala

M: + 91 7330604488

E: phalguna.harijandhyala@cyient.com

Disclaimer

All the references to Cyient's financial results in this update pertain to the company's consolidated operations comprising:

Wholly-owned and step down subsidiaries: Cyient Europe Limited; Cyient Inc.; Cyient GmbH; Cyient Australia Pty Ltd; Cyient Singapore Private Limited; Cyient KK; Cyient Israel India Limited; Cyient Insights Private Limited; Cyient Canada Inc.; Cyient Defense Services Inc; Cyient Benelux BV; Cyient Schweiz GmbH; Cyient SRO; Cyient NV; Cyient AB; Integrated Global Partners Pty Limited; Integrated Global Partners Pte. Limited; Integrated Global Partners SpA; IG Partners South Africa (Pty) Ltd; Workforce Delta Pty. Ltd.; Grit Consulting Pte. Ltd.; Celfinet - Consultoria EM Telecomunicacoes S.A.; Metemesonip, Unipessoal Lda; Celfinet UK Telecommunications Consulting Services Ltd.; Celfinet Espanã Consultoria en Telecomunicaciones; Celfinet (Brasil) - Consultoria em Telecomunições, Ltda, Celfinet Mozambique – Consultoria em Telecomunicações, Limitada; Celfinet Mexico - Consultoria de Telecomunicaciones AS; Celfinet Germany - Telecommunications Consulting Services GmbH; Sentiec Oyj; Citec Group Oy Ab; Cyient Oy Ab (formerly known as Citec Oy Ab); Citec Engineering France Sarl; Cyient Engineering AB (formerly known as Citec AB); Cyient Engineering & Information GmbH (formerly know as Citec Engineering & Information GmbH); Cyient Group France SAS (formerly known as Citec Group France SAS); Akilea Overseas Ltd.; Cyient Norway AS (formerly known as Citec Norway AS); Citec Engineering India Private Limited; Cyient Urban Microskill Centre Foundation; Cyient Global Captive Solutions Private Limited; Cyient Semiconductors Private Limited; Cyient Project Management Consultancy – L.L.C. – S.P.C.



Partly owned subsidiaries: Cyient Solutions and Systems Private Limited; Cyient DLM Limited; Cyient DLM Inc

The income statement and cash flow provided is in the internal MIS format. MIS format could be different from the income statement and cash flow published as part of the financial results, which is as per the statutory requirement.

Connect With Us

#DesigningTomorrowTogether

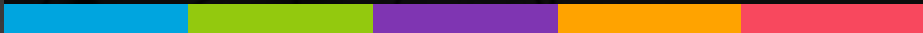
www.cyient.com

Follow us on  

CYIENT

**INVESTOR
PRESENTATION**
ANNEXURE

Q2 FY25



Message from the Management



KRISHNA BODANAPU

Executive Vice-Chairman &
Managing Director

Commenting on the results, Mr. Krishna Bodanapu, Executive Vice Chairman and Managing Director, said “Cyient Group witnessed positive Q2 FY25 results, with quarterly Group revenue at US\$ 220.7 Mn, growth of 2.6% YoY in constant currency.

Cyient's Digital, Engineering and Technology (DET) business delivered revenue at US\$ 173 Mn, growth of 1.3% QoQ and degrowth of 3.3% YoY in constant currency. DET EBIT margin stood at 14.2%, expansion of 75 bps QoQ. This was driven by solid growth in Aerospace, Connectivity and New Growth Areas. We expect Sustainability to improve in H2 FY25. This should help us to progressively improve our performance in the subsequent quarters and deliver a strong H2 FY25.

We are making strong and continued progress towards unlocking the potential of our Semiconductor business. The strategic part divestment of our stake in Cyient DLM gives us the flexibility to use the proceeds towards fulfilling our capital requirements across organic and inorganic initiatives in our recently launched Semiconductor business to drive accelerated growth, and we will also retire DET debt.

We have reached an agreement to acquire 27.3% stake in Azimuth AI, a fabless custom ASIC company known for its expertise in Energy and Industrial applications with focus across global markets including India. This investment aligns perfectly with our strategic growth objectives for the Semiconductor sector.

In-line with building further on our expertise in Sustainability business and expanding our global footprint, we have set up a dedicated entity in UAE to cater to the Middle East region which is the world's largest Energy market. To accelerate our business, we have reached an agreement to acquire Abu Dhabi & Gulf Computer Est. (ADGCE), an Abu Dhabi-based technology consulting and digital services provider primarily catering to the Energy sector.”

Message from the Management



PRABHAKAR ATLA
President & CFO

Commenting on the results, Mr. Prabhakar Atla, President and Chief Financial Officer, said, “Q2 FY25 DET revenues stood at US\$ 173 Mn representing a growth of 1.3% QoQ in constant currency terms driven by healthy growth across all BUs except Sustainability BU that was impacted by seasonal de-growth this quarter, which was expected. The EBIT margin for the quarter is 14.2%, which is an increase of 75 bps over Q1 FY25 enabled through improvement in gross profit and through absorption benefits resulting from revenue growth.

The PAT for Q2 FY25 is INR 177 Crores translating to an EPS of INR 16.07. Our cash generation for the quarter (FCF) is INR 177 Crores which is 100% of our PAT, representing a continued trend of healthy cash conversion.

The current debt position stands at US\$ 9 Mn, lower 81% QoQ and 89% YoY, with all our long term debts repaid.”

DET METRICS

Income Statement | DET

DET Income Statement ₹ Mn	Q2 FY25	Q1 FY25	Q2 FY24
Operating Revenue (\$ Mn)	173.0	169.6	178.4
Operating Revenue (₹ Mn)	14,496	14,144	14,762
Cost of Revenue	-8,744	-8,554	-8,825
Gross profit	5,752	5,590	5,937
Gross margin %	39.7%	39.5%	40.2%
Sales and Marketing	-695	-680	-574
General and Administration	-2,415	-2,423	-2,326
EBITDA (Normalised)	2,643	2,487	3,036
EBITDA margin %	18.2%	17.6%	20.6%
Depreciation and Amortization	-584	-584	-597
EBIT (Normalised)	2,059	1,903	2,440
EBIT margin %	14.2%	13.5%	16.5%
Financial expenses	-183	-200	-223
Other income	465	146	43
Profit before tax (PBT) (Normalised)	2,341	1,848	2,259
Tax	-574	-435	-531
Profit After Tax (Normalised)	1,768	1,413	1,728
PAT margin %	12.2%	10.0%	11.7%
Basic EPS (₹) (Normalised)	16.07	12.86	15.77
One off/ Exceptional item (Post tax)	0	0	-48
Profit After Tax (Reported)	1,768	1,413	1,680
Basic EPS (₹) (Reported)	16.07	12.86	15.33

Other Income | DET

Other Income (₹ Mn)

DET	Q2 FY25	Q1 FY25	Q2 FY24
Income from Investments	114	74	81
Realised gains/(losses) on Fwd Contracts	-1	7	-28
Unrealised Fx gains/(losses)	336	41	-80
Others	17	24	70
Total	465	146	43

Cash Generation | DET

Cash Flow Summary (₹ Mn)

DET	Q2 FY25	Q1 FY25	Q2 FY24
Profit before tax (Reported)	2,342	1,848	2,197
(+/-) Non-cash & non-operating items	716	735	782
Operating profit before WC changes	3,058	2,583	2,979
(+/-) DSO Movement (Receivables)	70	707	-796
(+/-) Other WC changes	-614	-1,078	-27
Operating CF after WC changes	2,514	2,212	2,156
(+/-) Taxes	-617	-439	-481
(+/-) Capex	-130	-136	-137
FCF	1,767	1,637	1,538
<i>FCF to reported PAT conversion</i>	<i>100.0%</i>	<i>115.8%</i>	<i>91.5%</i>

Cash Position for the Quarter | DET

Cash Position (₹ Mn)

DET	Q2 FY25	Q1 FY25	Q2 FY24
Cash & Cash Equivalent including treasury investments	11,871	7,340	8,242
Cash & Bank balances	2,841	3,695	4,625
Investments in FDs	6,390	1,050	141
Investment in MFs and Commercial Papers	441	416	1,131
Other treasury investments	2,199	2,179	2,345

Notes:

1. Q1FY25 cash position includes pending FY24 final dividend disbursement of ₹ 1,996 Mn. This was disbursed in July'24
2. Q2 FY25 cash position includes pending FY25 interim dividend disbursement of ₹ 1,331Mn. This will be disbursed in Oct'24

Net Cash (₹ Mn)

DET	Q2 FY25	Q1 FY25	Q2 FY24
Cash & Cash Equivalent including treasury investments	11,871	7,340	8,242
Total Debt	-743	-3,900	-6,715
Long term borrowings	0	1,994	4,070
Short term borrowings	743	1,906	2,645
Net cash	11,128	3,440	1,527

Other Metrics | DET (1/2)

Revenue by Geography (%)

DET	Q2 FY25	Q1 FY25	Q2 FY24
Americas	48.3%	47.0%	43.0%
Europe, Middle East, Africa	30.1%	32.8%	33.4%
Asia Pacific (including India)	21.6%	20.1%	23.6%

Revenue by Currency (%)

DET	Q2 FY25	Q1 FY25	Q2 FY24
USD	46.0%	45.8%	43.5%
EURO	15.4%	16.5%	19.0%
GBP	6.3%	6.7%	7.5%
AUD	11.3%	10.4%	13.3%
Others	21.0%	20.6%	16.8%

Top Clients: Revenue Contribution (%)

DET	Q2 FY25	Q1 FY25	Q2 FY24
Top 5	31.4%	31.7%	29.5%
Top 10	43.0%	42.9%	39.2%

Other Metrics | DET (2/2)

Employees

DET	Q2 FY25	Q1 FY25	Q2 FY24
Total Headcount	14,799	15,083	15,438
Technical & Pool	13,661	13,929	14,384
Non-Technical	472	504	470
Support	666	650	584
Voluntary Attrition (LTM)	15.0%	16.0%	20.4%

No. of Million \$ Clients

DET	Q2 FY25	Q1 FY25	Q2 FY24
20 Mn+	4	5	6
10 Mn+	15	12	13
5 Mn+	29	30	31
1 Mn+	107	105	103
New Clients Added	11	11	15

Note: No. of Million \$ clients are based on TTM (Trailing Twelve Months) revenue

GROUP BALANCE SHEET & INCOME STATEMENT

Balance Sheet Extract | Group

Group Balance Sheet ₹ Mn	Q2 FY25	Q1 FY25	Q2 FY24
ASSETS			
Non-current assets			
- PPE, CWIP, ROU assets and Other intangible assets	11,614	11,816	11,816
- Goodwill	17,516	16,735	16,304
- Non-current investments	3,200	3,587	3,780
- Deferred tax assets (net)	855	729	600
- Other assets	1,276	1,161	834
Total - Non-current assets	34,461	34,028	33,334
Current assets			
- Inventories	5,304	5,262	4,687
- Current investments	969	521	1,367
- Trade receivables	13,610	12,585	12,223
- Cash and cash equivalents	13,825	10,093	10,421
- Other assets	7,342	8,195	8,856
Total - Current assets	41,050	36,656	37,554
TOTAL ASSETS	75,511	70,684	70,888
EQUITY AND LIABILITIES			
Shareholders' funds			
- Share capital	555	555	554
- Other equity and Non-controlling interest	55,301	46,550	42,751
Total - Shareholders' funds	55,856	47,105	43,305
Non-current liabilities			
- Long-term borrowings	0	2,003	4,070
- Lease liabilities	2,083	2,438	1,939
- Long-term provisions and other liabilities	1,886	1,874	1,661
- Deferred tax liabilities (net)	792	699	791
Total - Non-current liabilities	4,761	7,014	8,461
Current liabilities			
- Short-term borrowings	2,760	4,178	3,554
- Lease liabilities	857	699	829
- Trade payables	5,583	5,912	6,581
- Short-term provisions	1,092	1,206	1,014
- Other liabilities	4,602	4,570	7,144
Total - Current liabilities	14,894	16,565	19,122
TOTAL - EQUITY AND LIABILITIES	75,511	70,684	70,888

Exchange Rate (₹/\$)	Q2 FY25	Q1 FY25	Q2 FY24
Average	83.79	83.42	82.74
Closing	83.72	83.46	83.22

Income Statement | Group

Group Income Statement ₹ Mn	Q2 FY25	Q1 FY25	Q2 FY24
Operating Revenue (\$ Mn)	220.7	200.9	214.9
Operating Revenue (₹ Mn)	18,491	16,757	17,785
Cost of Revenue	-12,172	-10,773	-11,434
Gross profit	6,319	5,984	6,351
Gross margin %	34.2%	35.7%	35.7%
Sales and Marketing	-739	-728	-608
General and Administration	-2,615	-2,605	-2,485
EBITDA (Normalised)	2,966	2,651	3,258
EBITDA margin %	16.0%	15.8%	18.3%
Depreciation and Amortization	-660	-658	-658
EBIT (Normalised)	2,306	1,993	2,600
EBIT margin %	12.5%	11.9%	14.6%
Financial expenses	-275	-257	-270
Other income	512	211	136
Profit before tax (PBT) (Normalised)	2,543	1,946	2,466
Tax	-676	-471	-582
Profit After Tax (Normalised)	1,866	1,476	1,884
PAT margin %	10.1%	8.8%	10.6%
Minority interest and Share of profit	-75	-37	-52
Profit After Tax, MI and Share of profit (Normalised)	1,791	1,439	1,831
Basic EPS (₹) (Normalised)	16.28	13.09	16.71
One off/ Exceptional item (Post tax)	0	0	-48
Profit After Tax, MI and Share of profit (Reported)	1,791	1,439	1,783
Basic EPS (₹) (Reported)	16.28	13.09	16.27

About Cyient



Cyient (Estd: 1991, NSE: CYIENT) delivers Intelligent Engineering solutions for creating a digital, autonomous, and sustainable future for over 300 customers, including 30% of the top 100 global innovators. As a company, Cyient is committed to designing a culturally inclusive, socially responsible, and environmentally sustainable tomorrow together with our stakeholders.

For more information, please visit www.cyient.com

Contact Details:

Investor Relations

Mayur Maniyar

M: +91 9224126705

E: mayur.maniyar@cyient.com

Media Relations

Phalguna Jandhyala

M: + 91 7330604488

E: phalguna.harijandhyala@cyient.com

Disclaimer

All the references to Cyient's financial results in this update pertain to the company's consolidated operations comprising:

Wholly-owned and step down subsidiaries: Cyient Europe Limited; Cyient Inc.; Cyient GmbH; Cyient Australia Pty Ltd; Cyient Singapore Private Limited; Cyient KK; Cyient Israel India Limited; Cyient Insights Private Limited; Cyient Canada Inc.; Cyient Defense Services Inc; Cyient Benelux BV; Cyient Schweiz GmbH; Cyient SRO; Cyient NV; Cyient AB; Integrated Global Partners Pty Limited; Integrated Global Partners Pte. Limited; Integrated Global Partners SpA; IG Partners South Africa (Pty) Ltd; Workforce Delta Pty. Ltd.; Grit Consulting Pte. Ltd.; Celfinet - Consultoria EM Telecomunicacoes S.A.; Metemesonip, Unipessoal Lda; Celfinet UK Telecommunications Consulting Services Ltd.; Celfinet Espanã Consultoria en Telecomunicaciones; Celfinet (Brasil) - Consultoria em Telecomunições, Ltda, Celfinet Mozambique – Consultoria em Telecomunicações, Limitada; Celfinet Mexico - Consultoria de Telecomunicaciones AS; Celfinet Germany - Telecommunications Consulting Services GmbH; Sentiec Oyj; Citec Group Oy Ab; Cyient Oy Ab (formerly known as Citec Oy Ab); Citec Engineering France Sarl; Cyient Engineering AB (formerly known as Citec AB); Cyient Engineering & Information GmbH (formerly know as Citec Engineering & Information GmbH); Cyient Group France SAS (formerly known as Citec Group France SAS); Akilea Overseas Ltd.; Cyient Norway AS (formerly known as Citec Norway AS); Citec Engineering India Private Limited; Cyient Urban Microskill Centre Foundation; Cyient Global Captive Solutions Private Limited; Cyient Semiconductors Private Limited; Cyient Project Management Consultancy – L.L.C. – S.P.C.

Partly owned subsidiaries: Cyient Solutions and Systems Private Limited; Cyient DLM Limited; Cyient DLM Inc

The income statement and cash flow provided is in the internal MIS format. MIS format could be different from the income statement and cash flow published as part of the financial results, which is as per the statutory requirement.

Connect With Us

#DesigningTomorrowTogether

www.cyient.com

Follow us on 