

# Cigniti Technologies Ltd.

## Investor Update

Q4 & FY20

# Cigniti: Business Overview & Key Metrics

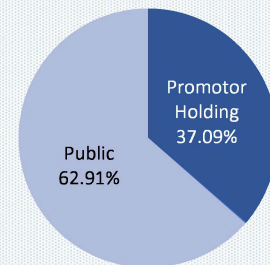


Cigniti is a globally recognized player in Specialized Quality Engineering Services and an emerging leader with Digital offerings

## Business Overview

- Founded in 1998, Cigniti is a global player in Specialized Quality Engineering Services
- It offers **Services** including Traditional Quality Assurance & Testing, Quality Engineering, Digital Testing and many more services
- 2300+ Employees worldwide, 1900+ testers
- 200+ Active customers including 50+ Fortune 500 Customers
- Differentiator: IP led approach to digital through **BlueSwan** Platform
- **Key Verticals:** BFSI, Travel & Hospitality, HealthCare

## Share Holding Pattern (Mar'20)



## Awards & Recognitions

- **World's first** Independent Quality Engineering Services Company to be appraised at CMMI-SVC v1.3, Maturity Level 5, and we also are ISO 9001:2015 & ISO 27001:2013 certified
- Positioned as a **'Star Performer'** and **'Major Contender'** in the Everest Group PEAK Matrix. 4 years in a row.
- Positioned in **Gartner's Magic Quadrant** for Application Testing Services, Worldwide for 5 years in a row.
- Recognized as a Leader by **NelsonHall** in NEAT charts for Software Testing.

## Customers

A strong client base of 200+ Active Customers



## Partners

Deeply interconnected in rich ecosystems



# Cigniti: A Global Leader in Specialized Quality Engineering Services



## Financial Overview

### Business Metrics Q4FY20

Revenues: 233.04 Cr

EBITDA: 31.55 Cr

PAT: 29.26 Cr.

### Business Metrics FY20

Revenues: 871.97 Cr

EBITDA: 128.69 Cr

PAT: 121.60 Cr.

## Q4 & FY20 Operational Highlights

- ❖ The Company's Revenue from operations for the quarter under consideration stood at Rs. 233.04 crore as against Rs. 216.75 crore in Q3FY19 on a consolidated basis
- ❖ EBIDTA for the March quarter was at Rs. 31.55 crore and EBIDTA margin stood at 13.5%.
- ❖ The company's Net Profit for Q4FY20 stood at Rs. 29.26 crore on a consolidated basis.
- ❖ Other income includes net foreign exchange loss of Rs. 169.51 lakhs and export incentive of Rs. 566.71 lakhs for the quarter; and net foreign exchange loss Rs. 82.62 lakhs and export incentive of Rs.1,127.62 lakhs for the year ended March 31, 2020 respectively.

## Company Overview

Headquartered in Hyderabad, India, Cigniti is North America's largest Independent Quality Engineering Services company with operations in 13 countries. It offers wide variety of QA testing services including Testing Advisory & consulting leveraging IP (BlueSwan) for Digital transformation.

<b>200+</b> Active Customers	<b>1900+</b> Career Testers	<b>50+</b> Fortune 500 Customers	<b>80+</b> Global 2000 Customers
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## Awards & Recognitions



## Partners



# Cigniti's Core Service Offerings for Large Enterprise Clients

## Quality Engineering and Specialized Offerings



- Performance Engineering
- Service Virtualization
- Test Data Management
- Tools Streamlining
- End to End Automation
- DevOps Enablement
- Test Environment Management
- Resiliency and Reliability Testing

## Quality Assurance and Traditional Offerings



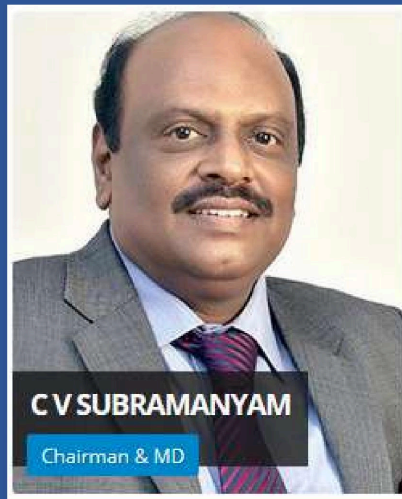
- Security Testing
- Functional Testing
- Test Automation
- Globalization Testing
- Performance Testing
- Compatibility Testing
- Regression Testing

## Digital and Next Generation Offerings



- IoT Assurance
- Cloud Assurance
- Omni and Multi-Channel Testing
- Robotics Automation
- Mobile Testing
- Customer Experience Testing

# Board Members



# Led by Dedicated Promoters & Managed by Professional Leadership Team



**C V Subramanyam, Chairman and Managing Director**

- In 1998, Mr. Subramanyam founded Chakkilam Infotech Pvt. Ltd. as an IT services company providing IT solutions
- Successfully took the company public in 2004
- Holds a Bachelors in Commerce and Law and Post Graduate Diploma in Business Management



**Srikanth Chakkilam, Chief Executive Officer, Cigniti Technologies Inc.**

- Drives client acquisition strategies, provides oversight to Sales, sets business targets, and maintains the P&L and related activities
- Key decision maker in the vision and growth of Cigniti & plays a vital role in evaluating, analyzing & deciding Cigniti's pursuits related to inorganic growth
- Focused to build a highly successful, impactful and ethical business in all forms
- Has an MS from the University of Southern California



**Krishnan Venkatachary, CFO**

- Mr. Krishnan brings to Cigniti over 25 years of experience spanning global financial operations. Is a qualified ACA, ACS and FCMA
- Previous experience: Yashoda Hospitals, Flagstone Underwriting Support Services, VisualSoft Technologies, Baan Info Systems



**Pradeep G, CTO & President (North America West)**

- Mr. Pradeep as CTO is responsible for revenue targets and business growth for Cigniti's NA West operations. He is an industry thought leader in software testing with over 15 years of experience
- Previous experience: Cognizant Technology Solutions, HTC Global services



**Kalyana Rao Konda, President (North America East)**

- Mr. Kalyana drives the growth of Cigniti's NA East business to meet the co-located testing services requirements in the US. Is a certified Project Management Professional (PMP) and a Certified Software Quality Analyst (CSQA)
- Previous experience: Applabs, Virtusa, and Baan



**Raghu Krovvidy, EVP – Delivery, Process & ESG**

- Mr. Raghu manages Global Delivery on a day to day basis across all GEOs and verticals for Cigniti
- Previous experience: 20+ years. Accenture, AppLabs, IRIS Digital & NIIT



**Jagdish Kumar, SVP – ICT**

- Jagdish heads ICT function at Cigniti. Over 25 years of experience in various global roles spanning IT Strategy & others
- Previous experience: JDA, OpenText, BaaN, HCL



**Nanda Padmaraju, SVP – ROW**

- Mr. Nanda heads sales for the UK and EU regions. Brings in more than 18 years of global IT expertise along with strong financial acumen
- Previous experience: Applabs, Satyam Computer, IBM & Sharp Protech



**Rajesh Sarangapani, VP – Delivery, Practices**

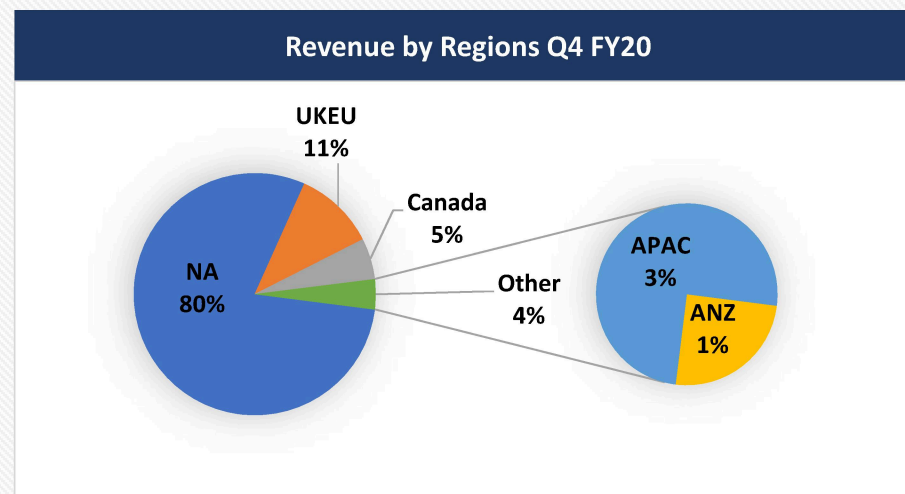
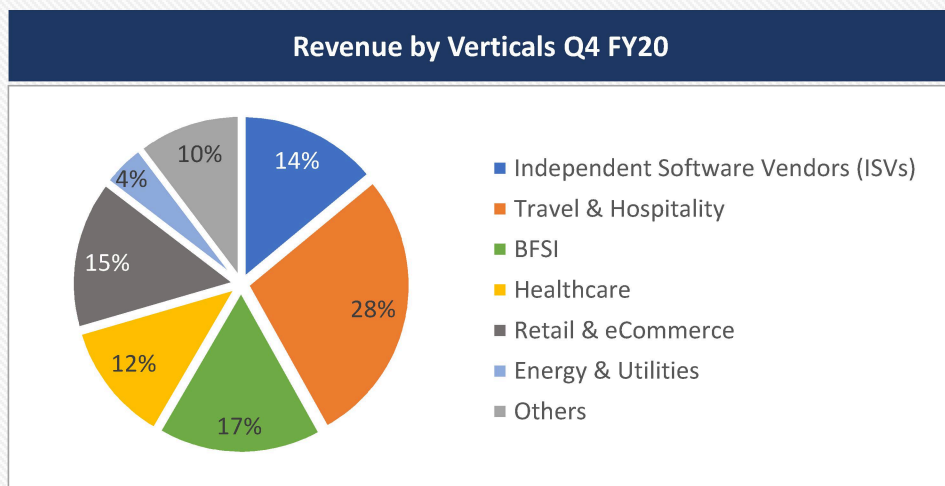
- Mr. Rajesh manages technology COE's and Innovation. Over 20 Years of experience in software testing
- Previous experience: Accenture, AppLabs, Amundi Pioneer, Virtusa & Baan



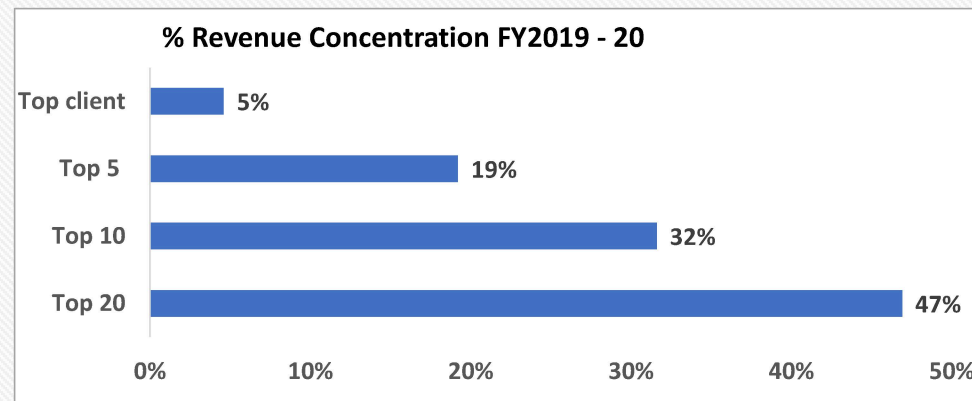
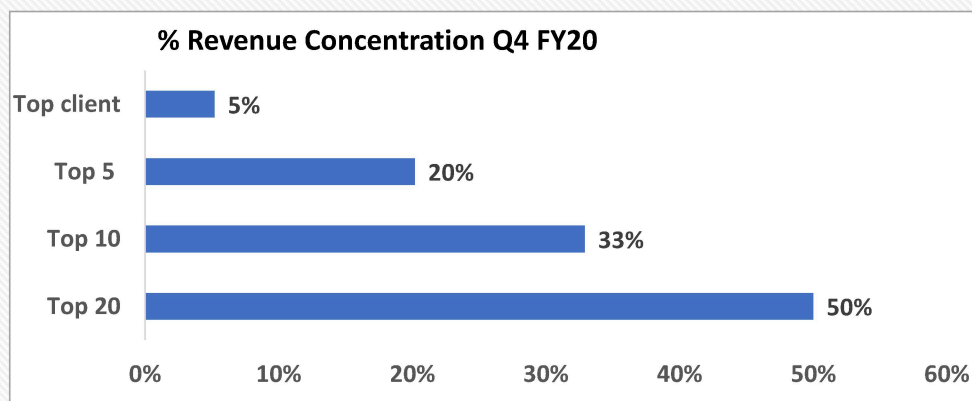
**Subhendu Pattnaik, AVP – Marketing & IST**

- Subhendu heads Global Marketing & Demand Generation. 15+ years of experience & proven track record in leading 360-degree Marketing
- Previous experience: Infosys, Tata BSS, FINO, Mindfire

# Diversified Client base Leading to Better Stability



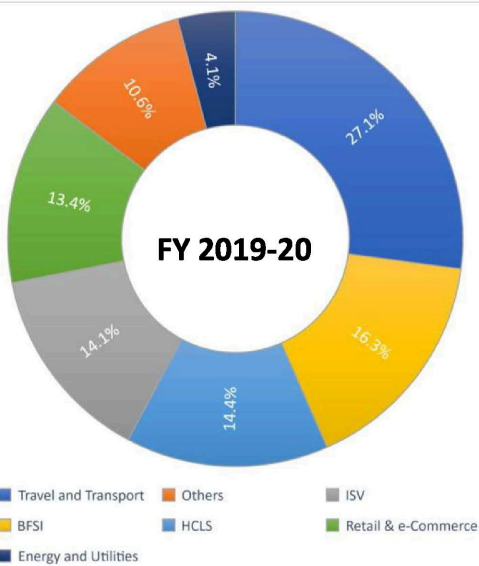
The revenue concentration in top accounts has decreased significantly from FY18 to FY19, implying higher revenue stability in future



# Marquee Clients Across Industry Verticals

In high-spend Industry verticals, Cigniti has marquee clients.

## Diversified revenue profile across industry verticals...



Verticals	Key Clients
<b>BFSI</b>	SYNOVUS, Bank of America, Heartland PAYMENT SYSTEMS, Exeter finance corp, DBS, Atom, D&B, ALFA, MAX LIFE INSURANCE
<b>Energy &amp; Utilities</b>	LGE KU, Pioneer, WALES & WEST UTILITIES, ONCOR, LENNOX, Tantalus
<b>Healthcare &amp; Life Sciences</b>	AstraZeneca, NAPIER Healthcare, optos, Cipla, DELTA DENTAL, gsk GlaxoSmithKline, BlueCross BlueShield, NUANCE Transcription Biocores
<b>Travel &amp; Hospitality</b>	Best Western, SOUTHWEST AIRLINES, IndiGo, Hertz, Purolator, RYANAIR, AirAsia
<b>Media &amp; Technology</b>	BROADCOM, hp, NCR, FREEMAN, tellabs, OMNIGON
<b>Retail &amp; e-commerce</b>	SUBWAY, payu, redBus, C&S Wholesale Grocers, snapdeal



## Financial Highlights Q4 FY20

(in Millions)	Q4FY20	Q3FY20	Q4FY19	Q-o-Q	Y-o-Y
<b>Income</b>					
Revenue from operations	2,330	2,167	2,064	8%	13%
Revenue from operations (\$M)	32.27	30.91	27.25		
<b>Expenses</b>					
Employee benefit expense	1,355	1,289	1,216	5%	11%
Other expenses	660	592	560	11%	18%
<b>EBITDA</b>	<b>315</b>	<b>286</b>	<b>288</b>	<b>10%</b>	<b>9%</b>
<b>% EBITDA</b>	<b>13.2%</b>	<b>13.2%</b>	<b>14.0%</b>		
Depreciation & Amortisation	30	28	8	7%	253%
<b>EBIT</b>	<b>285</b>	<b>258</b>	<b>280</b>	<b>11%</b>	<b>2%</b>
Other Income(Expense)	47	37	9	26%	396%
Finance Income	20	19	3	18%	480%
Finance Costs	20	20	45	(1%)	(56%)
<b>PBT</b>	<b>332</b>	<b>294</b>	<b>247</b>	<b>13%</b>	<b>34%</b>
Tax	39	13	-51	194%	NM
<b>PAT</b>	<b>293</b>	<b>281</b>	<b>299</b>	<b>4%</b>	<b>(2%)</b>
<b>EPS (Basic)</b>	<b>10.52</b>	<b>10.15</b>	<b>10.82</b>		

## Financial Highlights FY20

(in Millions)	FY20	FY19	Y-o-Y
<b>Income</b>			
Revenue from operations	8,720	8,161	7%
Revenue from operations (\$M)	124	117	
<b>Expenses</b>			
Employee benefit expense	5,190	4,754	9%
Other expenses	2,243	2,080	8%
<b>EBITDA</b>	<b>1,287</b>	<b>1,327</b>	<b>(3%)</b>
<b>% EBITDA</b>	<b>14.8%</b>	<b>16.2%</b>	
Depreciation & Amortisation	115	31	265%
<b>EBIT</b>	<b>1,172</b>	<b>1,296</b>	<b>(10%)</b>
Other Income(Expense)	158	264	(40%)
Finance Income	58	8	636%
Finance Costs	80	146	(45%)
<b>PBT</b>	<b>1,308</b>	<b>1,422</b>	<b>(8%)</b>
Tax	92	-52	NM
<b>PAT</b>	<b>1,216</b>	<b>1,474</b>	<b>(17%)</b>
<b>EPS (Basic)</b>	<b>43.87</b>	<b>53.62</b>	

All values are in INR Million

# Cigniti's Income statement



(in Millions)	FY16	FY17	FY18	FY19	FY20
<b>Income</b>					
Revenue from operations	5,948	6,193	6,933	8,161	8,720
Revenue from operations (\$M)	90	94	108	117	124
<b>Expenses</b>					
Employee benefit expense	3,937	4,513	4,701	4,754	5,190
Other expenses	1,032	1,900	1,715	2,080	2,243
<b>EBITDA</b>	<b>979</b>	<b>-221</b>	<b>517</b>	<b>1,327</b>	<b>1,287</b>
<b>% EBITDA</b>	<b>16.5%</b>	<b>-3.6%</b>	<b>7.5%</b>	<b>16.2%</b>	<b>14.8%</b>
Depreciation & Amort	113	170	27	31	115
<b>EBIT</b>	<b>867</b>	<b>-390</b>	<b>490</b>	<b>1,296</b>	<b>1,172</b>
Other Income	33	3	7	264	158
Finance Income	-	-	2	8	58
Finance costs	60	161	170	146	80
<b>PBT (before exceptional items)</b>	<b>840</b>	<b>-548</b>	<b>320</b>	<b>1,422</b>	<b>1,308</b>
Exceptional items	-	-3,321	-	-	-
<b>PBT</b>	<b>840</b>	<b>-3,869</b>	<b>329</b>	<b>1,422</b>	<b>1,308</b>
Tax	344	79	8	-52	92
<b>PAT</b>	<b>497</b>	<b>-3,948</b>	<b>322</b>	<b>1,474</b>	<b>1,216</b>
<b>EPS (Basic)</b>	<b>19.9</b>	<b>-151.1</b>	<b>12.1</b>	<b>53.6</b>	<b>43.87</b>

# Cigniti's Balance Sheet



All values are in INR Million

	2016	2017	2018	2019	2020
Property Plant & equipment	285	88	69	136	172
Right-to-use asset	-	-	-	-	299
Goodwill	549	549	549	549	549
Capital WIP	643	-	-	-	-
Other intangible assets	581	-	-	-	-
Financial assets					
Loans	38	35	34	42	51
Other non-financial assets	-	2	2	-	35
Deferred tax assets net	10	50	-	-	-
Other non current assets	1,251	15	14	-	-
<b>Sub total</b>	<b>3,357</b>	<b>739</b>	<b>667</b>	<b>727</b>	<b>1,106</b>
<b>Current assets</b>					
Financial assets					
Investment	-	-	-	-	489
Loans	5	170	178	10	7
Trade receivables	1,115	1,035	1,147	1,237	1,644
Cash and cash equivalent	40	158	179	615	76
Other Bank balances	2	4	4	1	795
Other current financial assets	2	1	121	313	490
Current tax assets net	19	14	3	45	26
Other current assets	1,624	159	82	127	166
<b>Sub total</b>	<b>2,806</b>	<b>1,540</b>	<b>1,714</b>	<b>2,348</b>	<b>3,693</b>
<b>Total</b>	<b>6,163</b>	<b>2,279</b>	<b>2,380</b>	<b>3,075</b>	<b>4,799</b>

	2016	2017	2018	2019	2020
<b>Equity &amp; Liabilities</b>					
Equity share capital	255	265	272	277	278
Other equity	3,126	-673	-204	1,231	2,394
<b>Sub total</b>	<b>3,381</b>	<b>-408</b>	<b>69</b>	<b>1,507</b>	<b>2,672</b>
<b>Non-current liabilities</b>					
Financial liabilities					
Lease Obligation	-	-	-	-	295
Borrowings	-	204	148	-	-
Long term provisions	28	52	65	75	90
Deferred tax liability	24	-	-	-	-
<b>Sub total</b>	<b>52</b>	<b>256</b>	<b>213</b>	<b>75</b>	<b>385</b>
<b>Current liabilities</b>					
Financial liabilities					
Short term borrowings	1,184	1,188	1,110	737	838
Trade payables	992	523	542	562	601
Lease Obligation	-	-	-	-	82
Other current financial liabilities	-	62	65	22	14
Short term provisions	12	15	18	29	29
Current tax liability, net	364	291	162	11	49
Other current liabilities	178	351	201	132	129
<b>Subtotal</b>	<b>2,731</b>	<b>2,431</b>	<b>2,099</b>	<b>1,493</b>	<b>1,742</b>
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