

The background of the slide is a dark, moody photograph of a laptop. A hand is visible on the right side, with the index finger pointing towards a 3D bar chart that appears to be floating above the laptop's keyboard. The chart consists of approximately 15 vertical bars of varying heights, colored in a gradient from light orange to dark orange. A thin blue line with small circular markers connects the tops of the bars, suggesting a data trend. The overall lighting is low, with some highlights on the laptop's keys and the hand.

# INVESTOR PRESENTATION

Annexure

Q2 FY22

# ● Message from the Management



**KRISHNA  
BODANAPU**

Managing Director  
& CEO

**Commenting on the results, Mr. Krishna Bodanapu, Managing Director and Chief Executive Officer, said** “Our Q2 performance has been encouraging and in line with our expectations. We recorded a revenue of \$150.1 Mn a growth of 11.2 % YoY and 4.6% QoQ. Our services business witnessed a growth of 9.2% YoY and 4.5% QoQ driven by growth across key sectors such as Medical Technology and Healthcare (MTH), Mining and Natural Resources and Energy, Industrial and Plant Engineering. Our EBIT margin for the quarter was at 14% driven by improved utilization and offshoring. We also recorded the highest net profit in 10 quarters of INR 1,213 Mn a growth of 44.7% YoY and 5.5% QoQ.

The organizational structure we realigned ourselves is working out well. We see increased traction across key growth verticals and are making significant investments to drive growth for the business. Our order intake grew by 23% YoY with a significantly strong large deals pipeline to support growth.

Cyient was recognized as a Rising Star in Connected Mobility Consulting and Services in the ISG Provider Lens™ Internet of Things – Services and Solutions Quadrant Study. We were also recognized by Amazon Web Services as a Select-Tier Consulting Partner in the AWS Partner Network (APN). We enhanced our additive manufacturing capabilities with our first metal additive manufacturing facility in Jupiter, Florida, following international support from SLM Solutions. We also strengthened our IntelliCyient Suite of Digital solutions with the acquisition of WorkForce Delta. We also expanded our digital solution portfolio for the aerospace industry with global AS9145 Supplier PPAP4Aero platform offerings. We joined forces with leading industry forums like TM Forum to accelerate the technology-led transformation of networks.

Our outlook for the year remains positive driven by growth and improvement in margins. We continue to hold our outlook for FY22.”

# ● Message from the Management



**AJAY  
AGGARWAL**  
Executive Director  
& CFO

**Commenting on the results, Mr. Ajay Aggarwal, President & CFO, said,** I am pleased to share that our sustained focus on margin expansion through improvement in efficiencies and operating budget levers yielded results with EBIT margin for the quarter at 14.0% (growth of 301 bps YoY and 90 bps QoQ) that was the highest ever in the last seven years. Our PAT stood at ₹1,213 Mn (growth of 44.7% YoY and 5.5% QoQ). Our rigorous initiatives on collections, working capital cycles and receivables led to a robust FCF generation of at INR ₹2,050 Mn, a conversion of 97.0% on EBITDA. We have a healthy cash balance of ₹14,033 Mn. We also declared an interim dividend of ₹10 per share.

We continue to focus on strategic acquisitions to augment our growth trajectory. With a strong foundation on sustainable initiatives, we are confident of an accelerated growth in the next half year. We remain strongly focused on growth, margin and cash generation and thus delivering on our commitment to the shareholders."

# ● Consolidated Financial Metrics

₹ Mn	Q2 FY22	Q1 FY22	Q2 FY21	Growth %	
				QoQ	YoY
Revenue	11,116	10,582	10,033	5.1%	10.8%
Reported EBIT	1,558	1,388	1,105	12.2%	41.1%
Reported EBIT margin	14.0%	13.1%	11.0%	90 bps	301 bps
Reported PAT	1,213	1,150	839	5.5%	44.7%

## Foreign Exchange Rate

\$/₹	Q2 FY22	Q1 FY22	Q2 FY21
Quarter Average	74.05	73.74	74.32
Quarter Closing	74.35	74.28	73.78

# Consolidated Revenue Segmentation

## By Geography (%)

	Q2 FY22	Q1 FY22	Q2 FY21
Americas	48.8%	47.9%	50.1%
Europe, Middle East, Africa	24.8%	28.4%	28.9%
Asia Pacific (includes India)	26.4%	23.7%	21.1%

## By Business Unit (%)

	Q2 FY22	Q1 FY22	Q2 FY21
<b>Transportation total</b>	43.0%	43.6%	43.8%
Aerospace	32.1%	32.1%	31.6%
Rail transportation	10.9%	11.5%	12.1%
<b>C&amp;U total</b>	29.3%	30.2%	30.0%
Communications	22.7%	24.8%	24.0%
Utilities	6.6%	5.4%	6.0%
<b>Portfolio total</b>	27.7%	26.2%	26.2%

# Consolidated Operations Metrics

## Account Receivables (in Days)

	Q2 FY22	Q1 FY22	Q2 FY21
<b>DSO Total</b>	<b>81</b>	<b>90</b>	<b>90</b>
- Billed	60	67	64
- Unbilled	21	23	26

## Order Intake (\$ Mn)^

Particulars	Q2 FY22	Q1 FY22	Q2 FY21
<b>Cyient Services</b>	123	120	112
DLM	33	20	15
Group OI Total	156	140	127

*^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*

# Consolidated Client Metrics

## Top Clients: Revenue Contribution (%)

	Q2 FY22	Q1 FY22	Q2 FY21
Top 5	31.7%	31.9%	29.5%
Top 10	43.2%	43.3%	38.4%

## No. of Million \$ Clients

	Q2 FY22	Q1 FY22	Q2 FY21
20 Mn+	3	3	3
10 Mn+	10	10	7
5 Mn+	32	30	32
1 Mn+	92	89	96
<b>New Clients Added</b>	<b>18</b>	<b>10</b>	<b>16</b>

# ● Consolidated Employee Metrics

## Employee

	Q2 FY22	Q1 FY22	Q2 FY21
Total Headcount	12,707	12,433	12,267
Technical & Pool	11,763	11,495	11,335
Non-Technical	330	350	310
Support	614	588	622
Voluntary Attrition	24.3%	23.5%	9.2%



# ● Consolidated Other Financial Metrics

## Cash Position (₹ Mn)

	Q2 FY22	Q1 FY22	Q2 FY21
Cash & Cash Equivalent	14,033	15,262	13,509
Cash & Bank balances	5,846	6,726	4,680
Investments in FDs	8,187	8,536	8,829

## Capex (₹ Mn)

	Q2 FY22	Q1 FY22	Q2 FY21
Capital Expenditure	141	214	120



# Consolidated Income Statement

Income Statement ₹ Mn	Q2 FY22	Q1 FY22	Q2 FY21
<b>Operating Revenue</b>	<b>11,116</b>	<b>10,582</b>	<b>10,033</b>
<b>Cost of Revenue</b>	<b>6,844</b>	<b>6,783</b>	<b>6,449</b>
Direct Salary and related costs	4,284	4,264	4,075
Direct Travel	85	79	97
Delivery Management	221	222	249
Material cost	1,332	1,234	1,074
Other costs incl Subcontract costs	921	983	954
<b>Gross profit</b>	<b>4,273</b>	<b>3,799</b>	<b>3,584</b>
Sales and Marketing	420	424	365
General and Administration	1,778	1,497	1,630
Depreciation and Amortization	517	490	484
<b>EBIT</b>	<b>1,558</b>	<b>1,388</b>	<b>1,105</b>
Financial expenses	91	110	107
Other income	149	257	93
<b>Profit before tax (PBT)</b>	<b>1,616</b>	<b>1,535</b>	<b>1,091</b>
Tax	403	385	252
Associate & Minority Profit	0.0	0.3	0.1
<b>Profit After Tax (Reported)</b>	<b>1,213</b>	<b>1,150</b>	<b>839</b>
<b>Basic EPS (₹) (Reported)</b>	<b>11.1</b>	<b>10.5</b>	<b>7.6</b>



# Consolidated Balance Sheet

Balance Sheet ₹ Mn	Q2 FY22	Q1 FY22	Q2FY21
<b>EQUITY AND LIABILITIES</b>			
<b>Shareholders' funds</b>			
- Share capital	551	548	550
- Reserves and surplus	28,698	27,930	26,841
<b>Total - Shareholders' funds</b>	<b>29,249</b>	<b>28,478</b>	<b>27,391</b>
<b>Non-current liabilities</b>			
- Long-term borrowings and liabilities	2,434	2,469	2,891
- Long-term provisions	1,355	1,326	1,222
- Deferred tax liabilities (net)	271	253	269
<b>Total - Non-current liabilities</b>	<b>4,060</b>	<b>4,048</b>	<b>4,382</b>
<b>Current liabilities</b>			
- Short-term borrowings	2,933	2,813	3,407
- Trade payables	5,045	4,404	3,722
- Other current liabilities	2,991	5,166	3,620
- Short-term provisions	864	845	751
<b>Total - Current liabilities</b>	<b>11,833</b>	<b>13,228</b>	<b>11,500</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>45,142</b>	<b>45,754</b>	<b>43,273</b>
<b>ASSETS</b>			
<b>Non-current assets</b>			
- Property, plant and equipment	8,274	8,324	8,795
- Goodwill	6,112	5,923	5,384
- Non-current investments	718	348	426
- Deferred tax assets (net)	300	347	337
- Other non-current assets	1,189	1,200	1,740
<b>Total - Non-current assets</b>	<b>16,593</b>	<b>16,142</b>	<b>16,682</b>
<b>Current assets</b>			
- Inventories	1,913	1,724	1,657
- Current investments	-	-	0
- Trade receivables	7,335	7,498	6,938
- Cash and cash equivalents	14,033	15,262	13,509
- Other current assets	5,268	5,128	4,487
<b>Total - Current assets</b>	<b>28,549</b>	<b>29,612</b>	<b>26,591</b>
<b>TOTAL ASSETS</b>	<b>45,142</b>	<b>45,754</b>	<b>43,273</b>



# Consolidated Cash Flow Movement

₹ Mn	Q2 FY22	Q1 FY22	Q2 FY21
<b>Free cash flow from operations</b>	<b>2,050</b>	<b>848</b>	<b>2,032</b>
Investment in non current investments	(374)	0	(15)
Settlement of deferred consideration pertaining to prior year acquisitions	(180)	(45)	0
Interest received	212	97	132
Finance costs paid	(34)	(41)	(47)
Proceeds/(Repayment) of borrowings, net	(380)	383	612
Repayment of lease liabilities	(195)	(238)	(265)
Proceeds from issue of equity shares	22	36	0
Dividend paid	(1,862)	(1)	1
Purchase of equity shares by ASOP trust	(488)	(462)	0
Others	(1)	36	(39)
<b>Net change in cash</b>	<b>(1,230)</b>	<b>613</b>	<b>2,411</b>
<b>Opening cash position</b>	<b>15,263</b>	<b>14,650</b>	<b>11,098</b>
<b>Closing cash position</b>	<b>14,033</b>	<b>15,263</b>	<b>13,509</b>

# Other Income

All Figures in ₹ Mn	Q2 FY22	Q1 FY22	Q2 FY21
<b>Income from Treasury</b>			
Interest on Invesmtents/Deposits	110	133	115
<b>Subtotal (A)</b>	<b>110</b>	<b>133</b>	<b>115</b>
<b>Realised gains/(losses) on Fwd Contracts (B)</b>	<b>89</b>	<b>42</b>	<b>(66)</b>
<b>Unrealised Fx gains/(losses) (C)</b>	<b>(59)</b>	<b>24</b>	<b>(26)</b>
<b>Others</b>			
Reversal of Old provisions	0	0	7
Rents received	2	2	5
Tax incentives on export of merchandise	0	0	0
Others	7	56	59
<b>Others (D)</b>	<b>9</b>	<b>58</b>	<b>71</b>
<b>Grand total (A+B+C+D)</b>	<b>149</b>	<b>257</b>	<b>93</b>

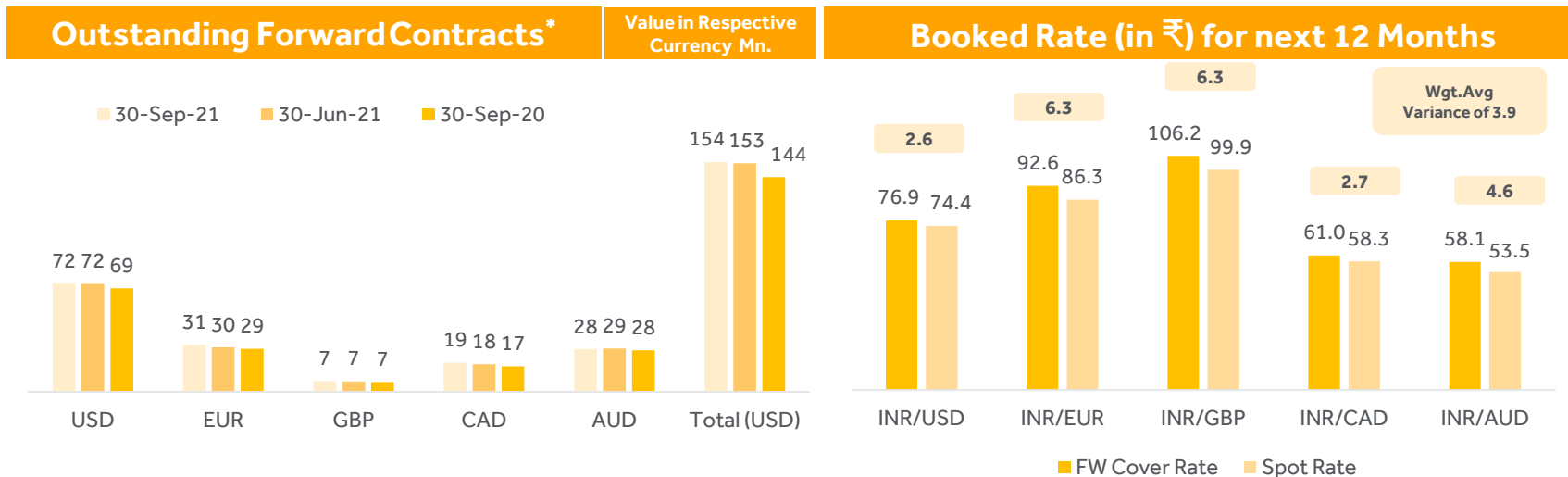
Currency Movement	Q2 FY22		Q1 FY22		Q2 FY21	
	Forward	Spot	Forward	Spot	Forward	Spot
USD	76.9	74.0	78.5	73.8	73.3	74.1
EUR	91.6	87.0	89.6	88.9	83.1	87.2
GBP	100.4	101.4	98.7	103.5	91.3	96.6
AUD	55.8	54.1	53.6	56.8	51.0	53.3
CAD	58.2	58.8	57.6	60.2	55.9	56.0

Forward and spot rates represent average of monthly rates

## For the quarter

- Other income is lower by ₹23 Mn (down by 17.2% QoQ) mainly on account of lower invested cash due to dividend pay out in Q1
- Forward contract gain is ₹89 Mn, favorable QoQ movement of INR 47 Mn mainly from USD & EUR contracts
- Unrealized Fx Gain loss in Q2 is mainly from restatement impact in India

# Hedge Book



- Due to volatility in major currencies (USD, GBP, EUR, CAD and AUD), the company follows the policy to hedge up to 80% of net inflows for the rolling 12 months.
- On the current forward contracts, the company has following position for the next 12 months at current spot rates:
  - Outstanding Forward Contract as on 30<sup>th</sup> Sep'21 ~ **\$ 154 Mn**
  - If the spot rate remains at same level (as at 30<sup>th</sup> Sep'21), forex gain on current forward contracts could be **~\$8.2 Mn**



## Cyient Metrics (Excluding Design Led Manufacturing)

# Cyient Metrics (Excluding Design Led Manufacturing) (1/3)

## By Geography (%)

	Q2 FY22	Q1 FY22	Q2 FY21
Americas	52.8%	52.0%	53.4%
Europe, Middle East, Africa	27.5%	27.6%	28.7%
Asia Pacific (including India)	19.7%	20.5%	17.8%

## By Business Unit (%)

	Q2 FY22	Q1 FY22	Q2 FY21
<b>Transportation total</b>	38.4%	39.1%	41.4%
Aerospace	25.8%	25.9%	27.1%
Rail transportation	12.6%	13.2%	14.3%
<b>C&amp;U total</b>	35.3%	36.3%	34.3%
Communications	27.3%	29.8%	28.4%
Utilities	8.0%	6.5%	5.9%
<b>Portfolio total</b>	26.3%	24.6%	24.4%

## Onsite/offshore Split (%)^

	Q2 FY22	Q1 FY22	Q2 FY21
Onsite	50.3%	52.7%	53.2%
Offshore	49.7%	47.3%	46.8%



# ● Cyient Metrics (Excluding Design Led Manufacturing) (2/3)

## Currency Mix (%)

	Q2 FY22	Q1 FY22	Q2 FY21
USD	50.8%	50.1%	53.3%
EURO	13.1%	13.5%	10.0%
GBP	9.4%	9.2%	9.8%
AUD	13.4%	14.6%	12.6%
Others	13.4%	12.7%	14.4%

## Utilization (%)

	Q2 FY22	Q1 FY22	Q2 FY21
Utilization	85.0%	83.1%	78.8%

## Account Receivables (in Days)

	Q2 FY22	Q1 FY22	Q2 FY21
<b>DSO Total</b>	<b>80</b>	<b>83</b>	<b>96</b>
- Billed	54	55	65
- Unbilled	26	28	31

# Cyient Metrics (Excluding Design Led Manufacturing) (3/3)

## Top Clients: Revenue Contribution (%)

	Q2 FY22	Q1 FY22	Q2 FY21
Top 5	33.0%	36.9%	34.8%
Top 10	45.6%	49.2%	45.4%

## No. of Million \$ Clients

	Q2 FY22	Q1 FY22	Q2 FY21
20 Mn+	3	3	3
10 Mn+	10	10	7
5 Mn+	24	23	27
1 Mn+	76	74	85
<b>New Clients Added</b>	17	10	16

## Employee

	Q2 FY22	Q1 FY22	Q2 FY21
Total Headcount	12,035	11,826	11,639
Technical & Pool	11,149	10,938	10,760
Non-Technical	312	341	298
Support	574	547	581



## Cyient Metrics (Design Led Manufacturing)

# Cyient Metrics (Design Led Manufacturing) (1/3)

## Income Statement - Abridged (In ₹ Mn)

	Q2 FY22	Q1 FY22	Q2 FY21
Net Revenue	1,888	1,786	1,546
Direct Salaries & other costs	278	285	262
Material Cost	1,330	1,234	1,076
<b>Gross Profit</b>	<b>280</b>	<b>267</b>	<b>209</b>
SG&A	85	95	76
Depreciation & amortisation	67	66	60
<b>EBIT</b>	<b>129</b>	<b>106</b>	<b>72</b>
Others	11	-17	-76
<b>Profit Before Tax</b>	<b>139</b>	<b>89</b>	<b>(4)</b>

## By Geography (%)

	Q2 FY22	Q1 FY22	Q2 FY21
Americas	29.5%	28.1%	31.6%
Europe, Middle East, Africa	11.5%	32.4%	29.8%
Asia Pacific (including India)	59.0%	39.5%	38.6%

# ● Cyient Metrics (Design Led Manufacturing) (2/3)

## By Business Unit (%)

	Q2 FY22	Q1 FY22	Q2 FY21
<b>Transportation total</b>	65.3%	65.6%	56.8%
Aerospace	63.0%	62.4%	56.4%
Rail transportation	2.3%	3.2%	0.4%
<b>C&amp;U total</b>	0.2%	0.4%	6.8%
Communications	0.2%	0.4%	0.3%
Utilities	0.0%	0.0%	6.5%
<b>Portfolio total</b>	34.5%	34.1%	36.5%

## Currency Mix (%)

	Q2 FY22	Q1 FY22	Q2 FY21
USD	40.0%	62.3%	68.0%
EURO	2.0%	3.4%	4.6%
AUD	0.0%	0.0%	0.0%
Others	58.0%	34.2%	27.4%

# ● Cyient Metrics (Design Led Manufacturing) (3/3)

## No. of Million \$ Clients

	Q2 FY22	Q1 FY22	Q2 FY21
5 Mn+	8	7	5
2 Mn+	12	11	11
1 Mn+	16	15	11
<b>New Clients Added</b>	1	0	0

## Key Operational Metrics

	Q2 FY22	Q1 FY22	Q2 FY21
Headcount	672	607	628
DSO (in Days)	91	112	60
DPO (in Days)	111	91	81
Customer Advance (in Days)	55	53	64
Inventory (in Days)	108	107	102
Total Cash (₹ Million)	719	310	611

# ● About Cyient

Cyient (Estd: 1991, NSE: CYIENT) is a global engineering and technology solutions company. As a Design, Build, and Maintain partner for leading organizations worldwide, Cyient takes solution ownership across the value chain to help customers focus on their core, innovate, and stay ahead of the curve. The company leverages digital technologies, advanced analytics capabilities, domain knowledge, and technical expertise to solve complex business problems.

Cyient partners with customers to operate as part of their extended team in ways that best suit their organization's culture and requirements. Cyient's industry focus includes aerospace and defense, healthcare, telecommunications, rail transportation, semiconductor, geospatial, industrial, and energy.

For more information, please visit [www.cyient.com](http://www.cyient.com). Follow news about the company at @Cyient

## Contact Details:

### Investor Relations

#### Mayur Maniyar

M: +91 9224126705

E: [mayur.maniyar@cyient.com](mailto:mayur.maniyar@cyient.com)

### Media Relations

#### Kiran Rajani

M: + 91 9884139184

E: [kiran.rajani@cyient.com](mailto:kiran.rajani@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 DLM Private Limited, Cyient Canada Inc.; Cyient Defense Services Inc; Cyient Benelux BV; Cyient Schweiz GmbH; Cyient SRO; AnSem NV; AnSem B.V.; Cyient AB; Integrated Global Partners Pty Limited; Integrated Global Partners Pte. Limited; Integrated Global Partners SpA; IG Partners South Africa (Pty) Ltd and Workforce Delta PTY. LTD.

**Partly owned subsidiary:** Cyient Solutions and Systems Private Limited.

**Joint venture:** Infotech HAL Ltd

The income statement and cash flow provided is in the internal MIS format. MIS format is 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

[cyient.com](https://cyient.com)

Follow us on  