

The background of the slide features a close-up of a person's hand pointing at a laptop screen. Overlaid on the screen is a 3D bar chart with orange bars and a blue line graph connecting the tops of the bars. The chart shows an overall upward trend. The laptop keyboard and trackpad are visible in the foreground, slightly out of focus.

# INVESTOR PRESENTATION

Q2 FY22



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# ● Leadership Team



**KRISHNA BODANAPU**  
Managing Director & CEO



**AJAY AGGARWAL**  
Executive Director & CFO



**KARTHIK NATARAJAN**  
Executive Director & COO



### Highlights

- Financial Highlights
- Business Highlights



### Financial Update

- Revenue
- Income statement update
- Margin bridge
- Cash generation



### Business Update

- BU performance update

## Annexures



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# ● Highlights for the Quarter

## Revenue

**10.8% YoY / 5.1% QoQ** (₹ terms)

**11.2% YoY / 4.6% QoQ** (\$ terms)

Quarterly revenue at **\$150.1Mn/₹11,116Mn**

## EBIT Margin @14.0%

Services EBIT margin at **15.5%**

DLM EBIT margin at **6.8%**

## PAT Margin @ 10.9%

PAT for the quarter at **₹1,213 Mn**

## Financial Highlights for Quarter

- Group revenue at **\$150.1 Mn**; growth of **11.2%** YoY and **4.6%** QoQ (**5.6%** in CC)
- Services revenue at **\$124.6 Mn**; growth of **9.2%** YoY and **4.5%** QoQ (**5.5%** in CC). Workforce Delta contributed 0.7% to services revenue
- DLM revenue at **\$25.5 Mn**; growth of **22.3%** YoY and **5.4%** QoQ
- EBIT margin at **14.0%** up by **301 bps** YoY and **90 bps** QoQ; **Highest ever in the last seven years**
- Free Cash Flow generation for the quarter at INR **₹2,050 Mn**, a conversion of **97.0%** on EBITDA (conversion of **168.9%** on PAT)
- PAT at **₹1,213 Mn** for the quarter; growth of **44.7%** YoY and **5.5%** QoQ
- Declared an interim dividend of ₹10/share

## ● Highlights for the Quarter (1/3)

### **Cyient Strengthens its Digital Solutions Suite, IntelliCyient, through the Acquisition of WorkForce Delta**

- WorkForce Delta, is a consulting company with expertise in advising and executing workforce management programs for corporations globally
- The acquisition will strengthen Cyient's digital transformation capabilities & offerings in the Utilities and Telecom industries

### **Digital Solutions portfolio for the Aerospace industry - PPAP4Aero**

- PPAP4Aero is a global AS9145 Supplier PPAP Compliance software and services framework for enabling intelligent supply chain
- The Microsoft Azure ITAR compliant SaaS cloud app and global support services solution aims to reduce costs while ensuring the quality of manufactured parts for aerospace use.

### **Recognition - Rising Star award**

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.

## ● Highlights for the Quarter (2/3)

### **Enhancement of Additive Manufacturing Solutions with Implementation of SLM®280 System in Florida**

- The SLM®280 selective laser melting system offers 80% higher build rates than competitive offerings
- This is accomplished with high-energy, multi-laser optics, bi-directional powder re-coating, and a 25% larger build platform that ensures consistent and repeatable part quality and best-in-class productivity.

### **Select Tier Status in the AWS Partner Network**

- Recognized by Amazon Web Services (AWS) as a Select-Tier Consulting Partner in the AWS Partner Network (APN)
- Partnership differentiates Cyient as a provider of specialized demonstrated technical proficiency with demonstrated customer success in delivering cloud migration strategy

### **Cyient Joins TM Forum to collaborate with global Communication Service Providers (CSPs)**

- The TM Forum has over 850 member companies, including ten of the top ten world's largest telecommunications service providers,
- Cyient will offer its global domain expertise to the Forum around key themes such as future-fit connectivity, autonomous operations, customer experience, and network transformation.



## ● Highlights for the Quarter (3/3)

### Key appointment – Strengthening the Senior Management Team



#### **Rajaneesh Kini - Senior Vice President and Chief Technology Officer**

- Will lead Technology Development at Cyient and will be responsible for shaping the company's technological vision, building competitive, relevant, and market-ready solutions, and seeding new skills within the organization
- Over two decades of experience in Engineering across various industry verticals, including Communications, Health, Industrial, and Tech Platforms



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# ● Revenue for Q2 FY22

Revenue	Q2 FY22	QoQ	YoY	Q1 FY22	Q4 FY21	Q3 FY21	Q2 FY21
<b>Group</b>							
\$ Mn	<b>150.1</b>	4.6%	11.2%	143.5	149.9	141.4	135.0
₹ Mn	<b>11,116</b>	5.1%	10.8%	10,582	10,932	10,443	10,033
<b>Services</b>							
\$ Mn	<b>124.6</b>	4.5%	9.2%	119.3	119.6	115.3	114.1
₹ Mn	<b>9,229</b>	4.9%	8.7%	8,795	8,722	8,521	8,487
<b>DLM</b>							
\$ Mn	<b>25.5</b>	5.4%	22.3%	24.2	30.3	26.0	20.9
₹ Mn	<b>1,888</b>	5.7%	22.1%	1,786	2,210	1,921	1,546

- Services growth stood at 9.2% YoY
- DLM growth stood at 22.3% YoY
- Group growth stood at 11.2% YoY

Revenue USD Mn	By Geography (%)			\$ Mn	QoQ growth	YoY growth
<b>Group</b>	<b>Q2 FY22</b>	<b>Q1 FY22</b>	<b>Q2 FY21</b>	<b>Q2 FY22</b>		
NAM	48.8%	47.9%	50.1%	73.3	6.6%	8.5%
EMEA	24.8%	28.4%	28.9%	37.2	-8.7%	-4.7%
APAC incl India	26.4%	23.7%	21.1%	39.6	16.6%	39.4%

# Income statement for Q2 FY22

All Figures in ₹ Mn	Q2 FY22	Q1 FY22	Q2 FY21
Revenue	11,116	10,582	10,033
EBIT (Reported)	1,558	1,388	1,105
PAT (Reported)	1,213	1,150	839
EPS (₹ Reported)	11.1	10.5	7.6

All Figures in %	Q2 FY22	Q1 FY22	Q2 FY21
Gross Margin	38.4%	35.9%	35.7%
EBIT Margin (Reported)	14.0%	13.1%	11.0%
ETR	24.9%	25.1%	23.1%
PAT Margin (Reported)	10.9%	10.9%	8.4%

## QoQ EBIT Movement

- Consolidated EBIT margin stood at 14.0%; higher by 301 bps YoY and by 90 bps QoQ
- Services EBIT margin is **highest ever in the last seven years** at 15.5%; up by 332bps YoY and by 91 bps QoQ (Please refer slide 13 for QoQ margin bridge)
- DLM margins at 6.8% higher by 216 bps YoY and 88 bps QoQ

## Profit After Tax Movement

- PAT increased by 44.7% YoY and 5.5% QoQ primarily from higher EBIT partially offset by lower other income
- ETR is 24.9%, lower by 17 bps from Q1 FY22 ETR of 25.1%

# EBIT Margin Bridge for Q2 FY22

Particulars	
<b>EBIT Q1 FY22 (Group)</b>	<b>13.1%</b>
Add: DLM impact	146 bps
<b>EBIT Q1 FY22 (Services)</b>	<b>14.6%</b>
<b>Tailwinds in Q2 FY22</b>	
<i>Improvements in operational metrics</i>	155 bps
<i>Change in revenue mix</i>	110 bps
<i>Additional optimisation levers *</i>	110 bps
<i>WFD acquisition</i>	37 bps
<b>Headwinds in Q2 FY22</b>	
<i>Higher SG&amp;A and Investments</i>	-220 bps
<i>Impact of merit increase</i>	-100 bps
<b>EBIT Q2 FY22 (Services)</b>	<b>15.5%</b>
Less: DLM impact	147 bps
<b>EBIT Q2 FY22 (Group)</b>	<b>14.0%</b>

*\*On account of cease and cure and other direct cost absorption*

# Cash Generation for Q2FY22

All Figures in ₹ Mn	Q2 FY22	Q1FY22	Q2 FY21
<b>Services</b>			
Profit before tax	1,502	1,466	1,103
(+/-) Non-cash & non-operating items	403	288	388
Operating profit before WC changes	1,905	1,754	1,492
(+/-) DSO Movement (Receivables)	(45)	(95)	1,223
(+/-) Other WC changes	297	(435)	(257)
Operating CF after WC changes	2,157	1,224	2,458
Less: Taxes	(429)	(179)	(369)
Less: Capex	(132)	(181)	(39)
FCF Services	1,596	863	2,050
<b>DLM</b>			
Free Cash Flow generated (DLM) - ii	454	(16)	(18)
Group FCF (i+ii)	2,050	848	2,032
FCF to EBITDA Conversion <sup>^</sup>	97.0%	43.6%	131.4%
FCF to PAT Conversion	168.9%	73.7%	242.2%

<sup>^</sup>EBITDA used for FCF conversion includes other income part of cash flow from operations

## Cash Generation

- Cash and cash equivalents at healthy level of **₹14,033 Mn**
- In Q2, the free cash flow conversion stood at **97.0%** for Services and **84.0%** for group:
  - FCF from services was higher by 84.9% QoQ due to favorable working capital movement and volume growth partly offset by higher taxes
  - DLM has generated a cash of **₹454 Mn** in Q2
- We are tracking full year cash conversion to **65-70%**



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# ● BU Performance Q2 FY22

Business Units \$ Mn	Q2 FY22	QoQ	YoY
<b>Transportation</b>	<b>47.9</b>	<b>2.6%</b>	<b>1.3%</b>
Aerospace	32.2	4.0%	4.0%
Rail transportation	15.7	0.0%	-3.6%
<b>C&amp;U</b>	<b>44.0</b>	<b>1.6%</b>	<b>12.5%</b>
Communications	34.1	-4.1%	5.2%
Utilities	9.9	27.4%	47.4%
<b>Portfolio</b>	<b>32.8</b>	<b>11.7%</b>	<b>17.7%</b>
<b>Services (i)</b>	<b>124.6</b>	<b>4.5%</b>	<b>9.2%</b>
<b>DLM (ii)</b>	<b>25.5</b>	<b>5.4%</b>	<b>22.3%</b>
<b>Group (i+ii)</b>	<b>150.1</b>	<b>4.6%</b>	<b>11.2%</b>

## Order Intake (\$ Mn)^

Particulars	Q2 FY22	QoQ	YoY
<b>Cyient Services</b>	122.6	2.2%	9.2%
<b>DLM</b>	33.4	64.2%	122.7%
<b>Group OI Total</b>	<b>156.0</b>	<b>11.2%</b>	<b>22.5%</b>

*^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*

- Services growth stood at 4.5% QoQ and 5.5% in cc
    - Aerospace witnessed sequential growth of 4.0%
    - Growth in the Portfolio and Utilities was partially offset by de-growth in communications
    - Offshore mix of 49.7%, highest in the last 10 quarters
    - Utilization for the quarter stood at 85%, up by 186 bps QoQ
  - DLM growth stood at 5.4% QoQ
  - Group growth stood at 4.6% QoQ and 5.6% in cc
- 
- **Won 6 large deals with total contract potential of ~\$63.5 million (4 from services, 1 from DLM and 1 composite B2S deal)**





# BUSINESS PERFORMANCE & OUTLOOK

# ● Business Performance & Outlook (1/3)

## Communications and Utilities

**Communications:** We continue to see opportunities in communications due to the following factors:

- Increasing investments in broadband networks across the globe, especially in NAM and Europe
- Increasing focus on technology led transformation of network design, deployment & operations
- New major wins in our core segments

Communications BU won a major multi year deal in Q2 from our key client in UK, under which we will enable our clients plan to accelerate broadband deployment in UK. We were also ranked as 'Major Contender' in 5G Engineering Services PEAK Matrix® Assessment 2021 by Everest Group.

**Utilities:** This vertical closed two major multi-year deals in Q2 FY22, one of which is to enable a key client in UK to deploy a cloud native next generation spatial information system to enhance their user experience. Our key offerings around Data Transformation, System Integration, Digital solutions and Enterprise Private Networks continue to gain traction and the outlook for this segment for H2 FY22 is quite positive

## DLM

DLM Revenue witnessed a sequential growth QoQ. A strong order pipeline coupled with an order backlog gives us good visibility for growth in FY22. We continue to see opportunities as more and more businesses move out of China and the focus on "Make in India."

# ● Business Performance & Outlook (2/3)

## Transportation

Aerospace sector is starting to show recovery and rail transportation was flat QoQ. The growth in aerospace is coming in the backdrop of increased business in key accounts and is led by digital and embedded initiatives. The highlights have been wins in the area of aftermarket work and design and manufacture of embedded systems. The rail business hasn't grown to the expectation due to right shift of some rail projects and consolidation across rail OEMs. The rail business is expected to show recovery in coming quarters.

The BU is optimistic on consistent growth in aerospace as the commercial flying starts to look up, which will bring back investment in ER&D. The increased award of rail infrastructure projects will drive growth in engineering segment. Continued focus in the past quarters on digital technology and embedded systems have started to show results. Q2 FY22 saw acquisition of new accounts in embedded space and multiple large deal wins in aftermarket in aero (built on strong digital offering) and design and manufacture of embedded systems.

## Portfolio of Services

**Medical Technology and Healthcare** witnessed positive sequential growth in Q2 FY22. This was mainly driven by the demand for our digital engineering services for Imaging Equipment, IVD and Connected Care products. We successfully secured 2 new strategic clients this quarter that are recognized as Top MedTech and Life Sciences industry leaders. The outlook for this sector for H2 FY22 remains positive as we continue to execute and ramp up on recent contracts while strengthening our pipeline focused on digital transformation, embedded software, and design-led manufacturing services

**Semiconductor** unit witnessed flat growth QoQ. Whilst customer demand for both engineering services and solutions remains strong, the talent and labor market remains highly competitive and the critical challenge. Despite these challenges the outlook for H2 FY22 remains positive with growth expected in both services and solutions

# ● Business Performance & Outlook (3/3)

## Portfolio of Services

**Automotive and Off Highway** witnessed growth in this quarter due to proactive corrections. The outlook for this sector for H2 FY22 remains positive as we continue to ramp up on recent contracts while strengthening our pipeline in all geographies. Talent landscape remains challenging and we continue to see positive signs for growth based on drivers like:

- Supplier consolidation and Digitalization trend for the off highway sub-segment
- EV Engineering activities leveraged by Cyient's power electronics capabilities
- Growing demand for niche skills like embedded and quick ramp up expectations

**Energy, Industrial and Plant Engineering** unit provides end-to-end capabilities across the energy value chain for oil and gas, industrial systems, and plant engineering. This BU witnessed sequential growth driven by traction in key accounts. We expect to see an increase in new opportunities in this vertical in H2 FY22

**Mining and Natural Resources** witnessed a robust recovery in Q2 FY22. This was driven by a recovery in consulting revenue and new logos. We expect a further improvement in H2 FY22 with a ramp up in key projects. Mining activity remains strong, and we are focusing our efforts on large deal opportunities from major mining companies.

**Geospatial** witnessed sequential growth in this quarter driven by key wins. Our geospatial strategy continues to move into execution with onboarding talent in key markets, internal retooling and revamping of our enterprise offerings. Our H2 FY22 H2 outlook is positive as the world emerges from Covid with expected growth across the industry and our emphasis on Mining, Comms and Utilities as key vertical markets. Expansion of GeoAI capability and offerings to accelerate mapping operations along with application of RPA to drive efficiencies will help drive vertical service line growth.

# ● Outlook for FY22



## Revenue

- We continue to expect to grow double digit in FY22 with growth continuing in Q3 FY22
- DLM growth will be in the range of 15 to 20%



## EBIT Margin

- We expect the full year margins to improve by 250 to 300 bps as compared to a 200 bps improvement envisaged at the start of the year



## Others

- Other income for the year is in line with the previous year
- We maintain that our FY22 ETR will be around 25-26%

# ● 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

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# ● Disclaimer

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**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

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