

The background of the slide features a close-up, slightly blurred image of a laptop keyboard. Overlaid on the keyboard is a 3D bar chart with orange bars and a blue line graph connecting the tops of the bars. A person's finger is pointing at one of the bars. The overall color scheme is dark with orange and white highlights.

INVESTOR PRESENTATION

Annexure

Q4 FY22 and FY22

● Message from the Management



**KRISHNA
BODANAPU**

Managing Director
& CEO

Commenting on the results, Mr. Krishna Bodanapu, Managing Director and Chief Executive Officer, said “Cyient delivered a robust performance through the year in line with our expectations. For Q4 FY22 we delivered a growth of 4.6% YoY. Our services revenue at \$130.6 Mn was higher by 1.1% QoQ and 9.2% YoY. Growth in the services business was driven by Communication & Utilities, Mining, Natural Resources, and Medical Technology industry verticals. The Design Led Manufacturing (DLM) business recorded a revenue of \$26.1 Mn lower by 9.3% QoQ and 13.8% YoY. The group EBIT margin for the quarter at 14.5% is the highest in the last 7 years. The Net Profit at INR 1,542 Mn is the highest in 12 quarters, higher by 17.1% QoQ & 39.3% YoY. For FY22, we recorded revenue of \$ 608.2 M a growth of 9.2% YoY. Services business at \$503.5 Mn witnessed a growth of 9.2% YoY while DLM at \$ 104.7 Mn witnessed a growth of 9.5% YoY. The EBIT margin at 13.9% was higher by 381 bps. Our Net Profit at INR 5,223 Mn was the highest ever, higher by 40.5% YoY. Growth in the year was driven by strong momentum in the large deals pipeline and new logo additions including two new fortune 200 clients. We witnessed a 50% plus an increase in digital order intake throughout the year. This demonstrates the confidence in our offerings and capabilities placed by our clients.

Cyient was recognized by ISG, Everest, and Zinnov for its performance as a futuristic technology solutions provider and has been ranked for its IoT, 5G, and Digital Services. The Everest Group also named Cyient one of the Top 15 Engineering Services Providers for 2022. This gives us confidence that our offerings and value propositions resonate with our clients.

For FY23, we are confident of double-digit growth. The aerospace business is on the recovery path and we expect the momentum to continue through the next year. We expect the services business to grow double-digit. We expect the EBIT margin to be marginally impacted by wage hikes and key investments we are making to drive growth. This is expected to be offset by price hikes and operational efficiency improvement initiatives.”

● Message from the Management



**AJAY
AGGARWAL**
Executive Director
& CFO

Commenting on the results, Mr. Ajay Aggarwal, Executive Director & CFO, said, "I am pleased to share that our consistent focus on margin improvement in FY22 led to amongst best-in-class YoY PAT growth of 40.6%. We touched a new high on Group EBIT for the year at INR 6,297 Mn and highest ever PAT at INR 5,223 Mn. The Group EBIT Margin for the year stood at 13.9%, higher YoY by 381bps. Overall improvement in operating profit, working capital management and capex management led to a Free Cash Flow generation for the year at INR ₹5,719 Mn, a conversion of ~65% on EBITDA (conversion of ~110% on PAT). Our Cash and Investments rose to a healthy balance of INR 15,689 Mn by end of FY22. This year, the Board has recommended highest ever dividend of Rs. 24 per share, in line with our capital allocation policy.

For the quarter, Group EBIT margin stood at 14.5% up by 182 bps YoY and 59 bps QoQ. The quarter saw the highest ever EBIT at INR 1,708 Mn and PAT at ₹1,542 Mn for the quarter; growth of 39.3% YoY and 17.1% QoQ."



Consolidated Financial Metrics

Key Financial Metrics

₹ Mn	Q4 FY22	Q3 FY22	Q4 FY21	Growth %		FY22	FY21	Growth % YoY
				QoQ	YoY			
Revenue	11,812	11,834	10,932	-0.2%	8.1%	45,344	41,324	9.7%
Reported EBIT	1,708	1,642	1,073	4.0%	59.3%	6,297	3,853	63.4%
Reported EBIT margin	14.5%	13.9%	9.8%	59 bps	465 bps	13.9%	9.3%	48.9%
Normalised EBIT	1,708	1,642	1,382	4.0%	23.6%	6,297	4,162	51.3%
Reported EBIT margin	14.5%	13.9%	12.6%	59 bps	182 bps	13.9%	10.1%	37.9%
Reported PAT	1,542	1,317	1,031	17.1%	49.6%	5,223	3,638	43.5%
Normalised PAT	1,542	1,317	1,107	17.1%	39.3%	5,223	3,714	40.6%

Foreign Exchange Rate

\$/₹	Q4 FY22	Q3 FY22	Q4 FY21	FY22	FY21
Average	75.38	74.94	72.95	74.55	74.21
Closing	75.84	74.43	73.44	75.84	73.44

● Consolidated Revenue Segmentation

By Geography (%)

	Q4 FY22	Q3 FY22	Q4 FY21	FY22	FY21
Americas	53.5%	49.2%	47.4%	49.9%	49.6%
Europe, Middle East, Africa	24.6%	25.1%	24.6%	25.7%	25.7%
Asia Pacific (includes India)	22.0%	25.7%	28.0%	24.4%	24.7%

By Business Unit (%)

	Q4 FY22	Q3 FY22	Q4 FY21	FY22	FY21
Transportation total	40.9%	43.8%	45.0%	42.8%	44.9%
Aerospace	31.9%	34.6%	34.1%	32.7%	33.7%
Rail transportation	9.0%	9.1%	11.0%	10.1%	11.3%
C&U total	30.1%	28.8%	28.3%	29.6%	28.7%
Communications	23.9%	22.4%	23.3%	23.4%	23.6%
Utilities	6.2%	6.4%	5.0%	6.2%	5.1%
Portfolio total	29.0%	27.4%	26.7%	27.6%	26.4%

Consolidated Operations Metrics

Account Receivables (in Days)

	Q4 FY22	Q3 FY22	Q4 FY21
DSO Total	78	77	84
- Billed	55	57	66
- Unbilled	23	20	18

Order Intake (\$ Mn)^

Particulars	Q4 FY22	Q3 FY22	Q4 FY21	FY22	FY21
Cyient Services	188	201	166	631	555
DLM	22	25	72	101	122
Group OI Total	210	226	238	732	677

^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 (%)

	Q4 FY22	Q3 FY22	Q4 FY21	FY22	FY21
Top 5	26.5%	28.1%	33.5%	27.2%	29.2%
Top 10	41.7%	41.7%	44.1%	38.2%	40.3%

No. of Million \$ Clients

	Q4 FY22	Q3 FY22	Q4 FY21
20 Mn+	3	3	3
10 Mn+	11	10	8
5 Mn+	34	36	30
1 Mn+	93	93	90
New Clients Added	16	11	6

Consolidated Employee Metrics

Employee

	Q4 FY22	Q3 FY22	Q4 FY21
Total Headcount	13,428	12,845	12,032
Technical & Pool	12,380	11,858	11,098
Non-Technical	446	347	333
Support	602	640	601
Voluntary Attrition	26.9%	29.3%	21.2%

Consolidated Other Financial Metrics

Cash Position (₹ Mn)

	Q4 FY22	Q3 FY22	Q4 FY21
Cash & Cash Equivalent including treasury investments	15,689	14,768	14,650
Cash & Bank balances	4,413	4,144	4,017
Investments in FDs	8,253	7,888	10,633
Investment in MFs	693	301	0
Treasury investments	2,330	2,435	0

Capex (₹ Mn)

	Q4 FY22	Q3 FY22	Q4 FY21	FY22	FY21
Capital Expenditure	120	151	77	626	949



Consolidated Income Statement

Income Statement ₹ Mn	Q4 FY22	Q3 FY22	Q4 FY21	FY22	FY21
Operating Revenue	11,812	11,834	10,932	45,344	41,324
Cost of Revenue	7,293	7,533	6,995	28,455	27,161
Direct Salary and related costs	4,558	4,541	4,031	17,713	16,766
Direct Travel	95	111	85	370	333
Delivery Management	249	223	200	915	912
Material cost	1,359	1,578	1,565	5,503	5,049
Other costs incl Subcontract costs	1,032	1,081	1,114	3,955	4,102
Gross profit	4,520	4,301	3,936	16,890	14,163
Sales and Marketing	465	417	434	1,726	1,671
General and Administration	1,918	1,756	1,629	6,945	6,385
Depreciation and Amortization	429	487	491	1,922	1,945
EBIT	1,708	1,642	1,382	6,297	4,162
Financial expenses	117	116	129	434	481
Other income	494	221	170	1,121	1,166
One off/ Exceptional item	0	0	76	0	76
Profit before tax (PBT)	2,085	1,746	1,347	6,984	4,771
Tax	543	430	315	1,761	1,133
Profit After Tax (Reported)	1,542	1,317	1,031	5,223	3,638
Profit After Tax (Normalized)	1,542	1,317	1,107	5,223	3,714
Basic EPS (₹) (Reported)	14.1	12.1	9.4	47.8	33.1
Basic EPS (₹) (Normalized)	14.1	12.1	10.1	47.8	33.8



Extract of Consolidated Balance Sheet

Balance Sheet ₹ Mn	Q4FY22	Q3FY22	Q4FY21
EQUITY AND LIABILITIES			
Shareholders' funds			
- Share capital	552	551	550
- Reserves and surplus	30,582	28,913	28,991
Total - Shareholders' funds	31,134	29,464	29,541
Non-current liabilities			
- Long-term borrowings and liabilities	2,424	2,132	2,827
- Long-term provisions	1,347	1,391	1,288
- Deferred tax liabilities (net)	345	253	182
Total - Non-current liabilities	4,116	3,776	4,297
Current liabilities			
- Short-term borrowings	3,241	3,302	2,302
- Trade payables	5,259	4,887	4,532
- Other current liabilities	3,359	3,455	3,576
- Short-term provisions	764	943	680
Total - Current liabilities	12,623	12,587	11,090
TOTAL - EQUITY AND LIABILITIES	47,873	45,827	44,928
ASSETS			
Non-current assets			
- Property, plant and equipment	7,398	7,409	8,655
- Goodwill	6,185	6,131	5,830
- Non-current investments	3,582	3,841	344
- Deferred tax assets (net)	248	255	319
- Other non-current assets	1,488	1,162	1,262
Total - Non-current assets	18,901	18,798	16,410
Current assets			
- Inventories	2,790	2,501	1,586
- Current investments	866	301	-
- Trade receivables	7,333	7,511	8,026
- Cash and cash equivalents	12,666	12,032	14,650
- Other current assets	5,317	4,684	4,256
Total - Current assets	28,972	27,029	28,518
TOTAL ASSETS	47,873	45,827	44,928



Consolidated Cash Flow Movement

₹ Mn	Q4 FY22	Q3 FY22	Q4 FY21	FY22	FY21
Free cash flow from operations	1,225	1,596	1,897	5,719	7,609
Investment in non current investments	142	(2,325)	18	(2,557)	(637)
Settlement of deferred consideration pertaining to prior year acquisitions	(0)	(0)	0	(225)	(99)
Interest received	75	161	69	545	397
Finance costs paid	(47)	(45)	(57)	(166)	(213)
Proceeds/(Repayment) of borrowings, net	(174)	242	(1,273)	75	(1,047)
Repayment of lease liabilities	(282)	(239)	(244)	(953)	(874)
Proceeds from issue of equity shares	20	41	37	123	37
Dividend paid	0	(1,089)	0	(2,952)	(10)
Purchase of equity shares by ASOP trust	0	0	0	(950)	0
Others	67	(42)	(109)	52	(31)
Net change in cash	1,027	(1,701)	337	(1,291)	5,132
Opening cash position	12,333	14,033	14,313	14,650	9,518
Closing cash position	13,359	12,333	14,650	13,359	14,650

Other Income

All Figures in ₹ Mn	Q4 FY22	Q3 FY22	Q4 FY21	FY22	FY21
Income from Treasury					
Interest on Investments/Deposits	134	97	124	473	458
Dividend on Mutual Funds	4	8	0	12	0
Subtotal (A)	138	105	124	485	458
Realised gains/(losses) on Fwd Contracts (B)	153	104	(18)	388	(180)
Unrealised Fx gains/(losses) (C)	56	6	34	27	152
Others					
Interest on IT Refunds	0	0	0	0	0
Reversal of Old provisions	10	0	5	10	38
Rents received	5	2	2	11	15
Tax incentives on export of merchandise	42	0	0	42	519
Others	90	4	22	157	165
Others (D)	147	6	29	220	736
Grand total (A+B+C+D)	494	221	170	1121	1166

Currency Movement	Q4 FY22		Q3 FY22		Q4 FY21	
	Forward	Spot	Forward	Spot	Forward	Spot
USD	76.4	75.5	77.0	74.9	76.4	72.7
EUR	92.5	84.1	93.0	85.7	85.4	86.8
GBP	106.2	100.3	103.3	101.2	97.8	100.3
AUD	59.5	54.5	57.1	54.6	49.2	56.0
CAD	60.6	59.7	59.6	59.3	55.8	57.7

Forward and spot rates represent average of monthly rates

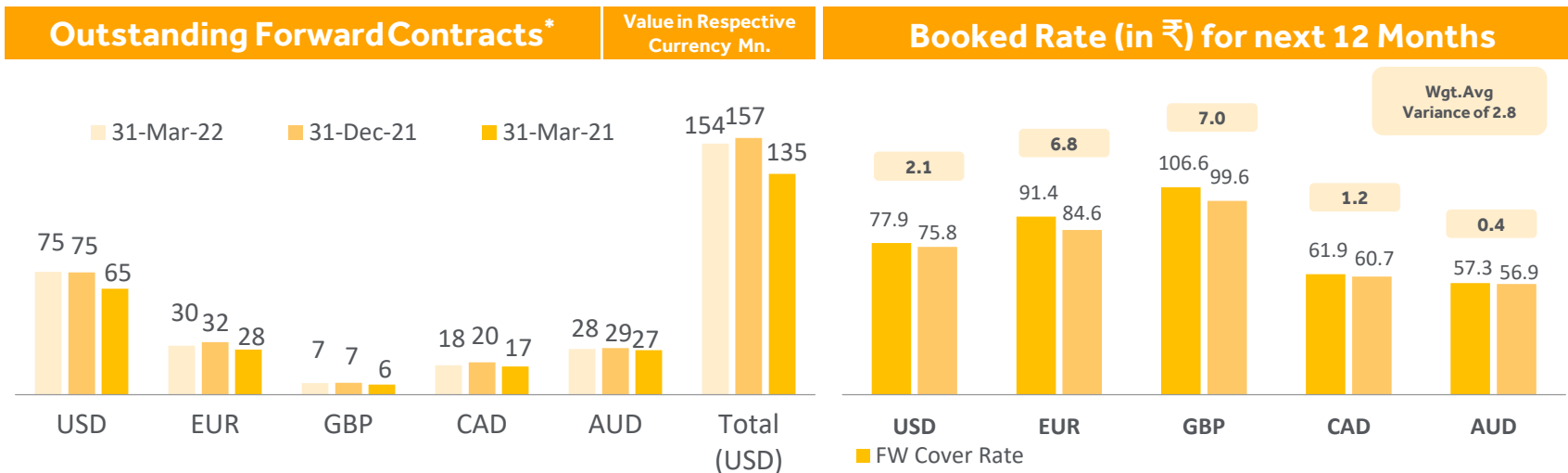
For the quarter

- Treasury income is higher due to higher yield and increase in average invested cash
- Forward contract gain is INR 153 Mn, favorable QoQ movement of INR 49 Mn mainly from EUR and AUD contracts
- Unrealized Fx Gain in Q4 is mainly from favorable restatement impact in India, Germany and DLM entities, partially offset by UK

For the year

- Treasury income is higher by 28 Mn, driven by higher invested cash and investment in wider portfolio of products
- Forward contract gain is INR 388 Mn, favorable YoY movement of INR 568 Mn mainly from USD, EUR and AUD contracts
- Unrealised Fx Gain is INR 27 Mn, lower YoY by INR 125 Mn, mainly from lower restatement impact

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 31st Mar'22 ~ **\$ 154 Mn**
 - If the spot rate remains at same level (as at 31st Mar'22), forex gain on current forward contracts could be ~**\$5.9 Mn**



Cyient Metrics (Excluding Design Led Manufacturing)

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

By Geography (%)

	Q4 FY22	Q3 FY22	Q4 FY21	FY22	FY21
Americas	55.5%	54.2%	52.4%	53.7%	53.9%
Europe, Middle East, Africa	25.9%	28.1%	28.3%	27.3%	27.9%
Asia Pacific (including India)	18.5%	17.8%	19.2%	19.1%	18.3%

By Business Unit (%)

	Q4 FY22	Q3 FY22	Q4 FY21	FY22	FY21
Transportation total	36.1%	36.9%	38.8%	37.6%	40.6%
Aerospace	25.5%	25.9%	25.4%	25.7%	27.2%
Rail transportation	10.6%	11.0%	13.5%	11.9%	13.4%
C&U total	36.1%	35.2%	35.3%	35.7%	34.6%
Communications	28.7%	27.3%	29.1%	28.3%	28.5%
Utilities	7.4%	7.9%	6.2%	7.4%	6.2%
Portfolio total	27.8%	27.9%	25.8%	26.7%	24.8%

Onsite/offshore Split (%)

	Q4 FY22	Q3 FY22	Q4 FY21	FY22	FY21
Onsite	48.4%	50.1%	53.9%	50.4%	54.2%
Offshore	51.6%	49.9%	46.1%	49.6%	45.8%

Offshore mix in Q3FY22 was incorrect. This has been rectified now

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

Currency Mix (%)

	Q4 FY22	Q3 FY22	Q4 FY21	FY22	FY21
USD	52.2%	53.9%	49.5%	51.8%	51.5%
EURO	11.1%	11.9%	14.8%	12.4%	14.7%
GBP	9.6%	9.4%	10.5%	9.4%	9.9%
AUD	11.2%	10.9%	13.5%	12.4%	12.7%
Others	15.9%	13.9%	11.7%	14.0%	11.1%

Utilization (%)

	Q4 FY22	Q3 FY22	Q4 FY21	FY22	FY21
Utilization	86.1%	86.2%	83.7%	85.2%	79.2%

Account Receivables (in Days)

	Q4 FY22	Q3 FY22	Q4 FY21
DSO Total	80	75	81
- Billed	53	51	58
- Unbilled	27	24	23

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

Top Clients: Revenue Contribution (%)

	Q4 FY22	Q3 FY22	Q4 FY21	FY22	FY21
Top 5	30.6%	31.5%	35.3%	32.9%	35.3%
Top 10	42.6%	44.3%	47.1%	45.2%	47.0%

No. of Million \$ Clients

	Q4 FY22	Q3 FY22	Q4 FY21
20 Mn+	3	3	3
10 Mn+	11	10	8
5 Mn+	25	27	23
1 Mn+	78	77	75
New Clients Added	16	10	6

Employee

	Q4 FY22	Q3 FY22	Q4 FY21
Total Headcount	12,834	12,173	11,367
Technical & Pool	11,832	11,240	10,486
Non-Technical	444	333	311
Support	558	600	570



Cyient Metrics (Design Led Manufacturing)

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

Income Statement - Abridged (In ₹ Mn)

	Q4 FY22	Q3 FY22	Q4 FY21	FY22	FY21
Net Revenue	1,977	2,161	2,210	7,813	7,072
Direct Salaries & other costs	260	291	280	1114	1032
Material Cost	1,355	1,578	1,565	5,497	5,047
Gross Profit	362	292	365	1,201	993
SG&A	108	96	98	382	337
Depreciation & amortisation	60	66	73	259	249
EBIT	194	130	195	560	406
Others	24	-71	-14	-77	-105
Profit Before Tax	218	60	180	483	302

By Geography (%)

	Q4 FY22	Q3 FY22	Q4 FY21	FY22	FY21
Americas	43.0%	26.7%	27.7%	31.8%	28.7%
Europe, Middle East, Africa	17.9%	12.1%	10.0%	18.1%	15.3%
Asia Pacific (including India)	39.1%	61.2%	62.3%	50.1%	56.1%

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

By Business Unit (%)

	Q4 FY22	Q3 FY22	Q4 FY21	FY22	FY21
Transportation total	64.9%	74.6%	69.5%	67.8%	65.9%
Aerospace	64.0%	73.8%	68.4%	66.1%	65.0%
Rail transportation	0.9%	0.7%	1.1%	1.7%	0.9%
C&U total	0.0%	0.3%	0.6%	0.2%	0.3%
Communications	0.0%	0.3%	0.6%	0.2%	0.3%
Utilities	0.0%	0.0%	0.0%	0.0%	0.0%
Portfolio total	35.1%	25.1%	30.0%	31.9%	33.8%

Currency Mix (%)

	Q4 FY22	Q3 FY22	Q4 FY21	FY22	FY21
USD	85.1%	83.5%	37.2%	67.7%	62.2%
EURO	2.8%	3.6%	3.3%	3.3%	3.1%
AUD	0.0%	0.0%	0.0%	0.0%	0.1%
Others	12.1%	12.9%	59.5%	28.9%	34.5%

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

No. of Million \$ Clients

	Q4 FY22	Q3 FY22	Q4 FY21
5 Mn+	9	9	7
2 Mn+	11	11	13
1 Mn+	15	16	15
New Clients Added	0	1	0

Key Operational Metrics

	Q4 FY22	Q3 FY22	Q4 FY21
Headcount	594	672	665
DSO (in Days)	73	90	97
DPO (in Days)	68	70	89
Customer Advance (in Days)	65	58	54
Inventory (in Days)	183	156	125
Total Cash (₹ Million)	1219	910	347

● 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. Follow news about the company at @Cyient

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● 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.



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Summary of changes post earnings update

Particulars	Page reference no.	Notes	Financial Impact	
			Vs Reported numbers to SEBI	Vs Investor Update
Cash flow movement	Page 12	Group FCF of Q4FY22 and Full year FY22 and FCF conversion had errors which are now corrected	No Impact	Corrected inline with SEBI update
PAT	Page 4 and 10	Rectified the typographical error in FY22 PAT	No Impact	Corrected inline with SEBI update
CEO and CFO commentary	Page 2 and 3	Rectified the above typographical errors	No Impact	Corrected the commentary in line with the above updates

- Final FCF generation for Q4 FY22 is ₹1,225 Mn a conversion of 49.1% of EBITDA and for full year FY22 is ₹5,719 Mn, a conversion of 64.7% of EBITDA
- Final PAT for FY22 is INR 5223 Mn
- ETR for Q4 FY22 is 26.0% and for the full year FY22 is 25.2% as reported earlier