



CYIENT INVESTOR DAY

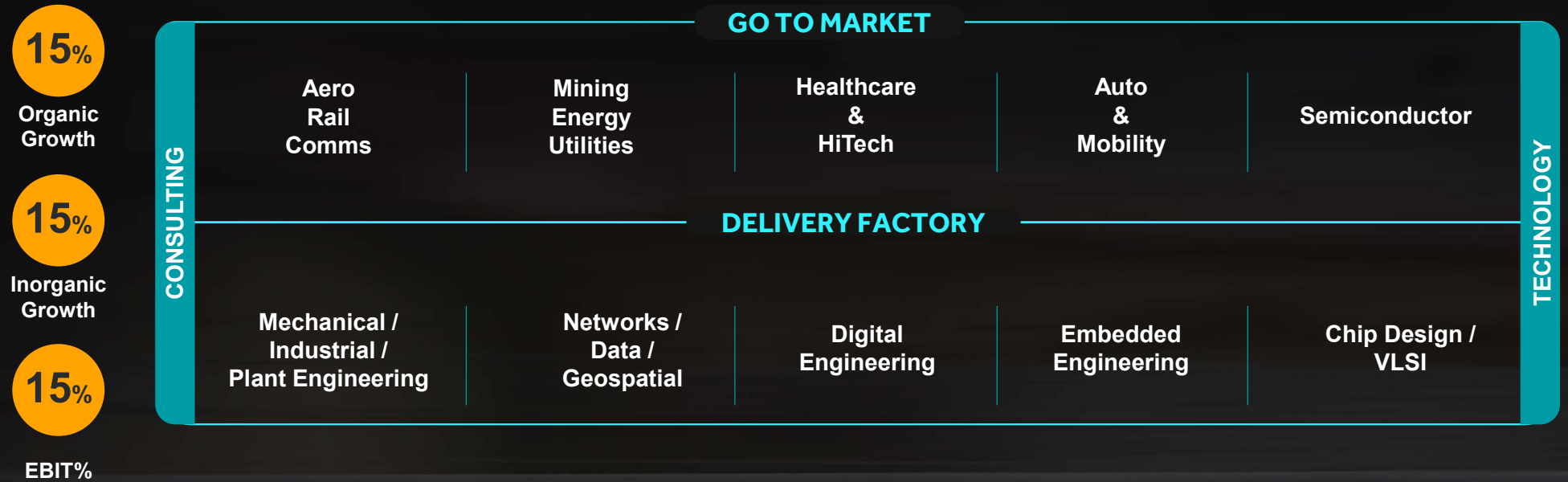
NOV 18 • ACCELERATING TOWARD
2 0 2 2 **MEGATRENDS**

DRIVING INNOVATION & OPERATIONAL EXCELLENCE

Karthik Natarajan

CREATED 5 X 5 OPERATING MODEL

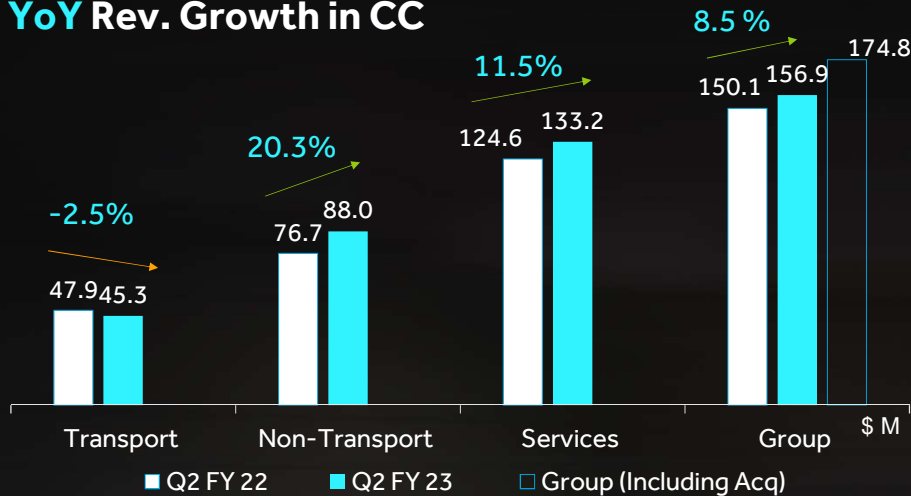
Agile & Scalable to deliver industry leading growth



DELIVERING SUSTAINABLE GROWTH

75% of Services Business growing @ 21-22% YoY

YoY Rev. Growth in CC



- Services Revenue growth (incl acquisitions): **25.8% YoY**
- Group Revenue growth (incl acquisitions): **20.4% YoY**

Business Unit	YoY Rev Growth in CC
Healthcare	104%
Mining	76%
Semicon	51%
Auto & Mobility	40%
Communications	25%
Aero	8%
Energy	2%
HiTech	-2%
Utilities	-10%
Rail	-24%

Q2 FY23

- Utilities, Hitech and segments of Aero & Rail (25% of Services Business) de-grew by **20-21%**
- 75% of Services Business grew by **21-22% YoY**
- Geo-wise focus, growth areas focus (Rail focus on Signaling) and strengthened Leadership to enable growth

PRIMED THE SALES ENGINE

To lead the customer journey transformation

Sales Focus and Acceleration

- Large Deals Factory
- 5 Pillars
- Key Account Plans

Sales Training & Tools and SIP plans for incremental revenue growth

Long-term customer relationships & CXO connects (2X connects so far)

Consultative & Tech Solutions partner



~ \$ **530Mn**
Large Deals
TCV H1 FY23

of \$ **1Mn+**
Accounts **98**
(vs 64 in FY21)

19-22%
Key Accounts
Growth YoY

33-35%
5P* Revenue
Growth YoY
5P* - includes acquisitions

Building Eco System (Partners / Startups / Academia)

READYING THE DELIVERY MODEL FOR FUTURE

Continuous Operational improvements & Future-ready Delivery

Futuristic Delivery Model

- Agile
- Scalable
- Pod based structure

Cost of Delivery

- Automation / Price Hikes /
Change Request / Utilization / Cease
& Cure

Talent readiness for the Future
(incl Tech investments towards
innovative solutions)



~11%
(over 10 quarters)
Increase in
Utilization

~9%
(over 10 quarters)
Increase in
Offshoring

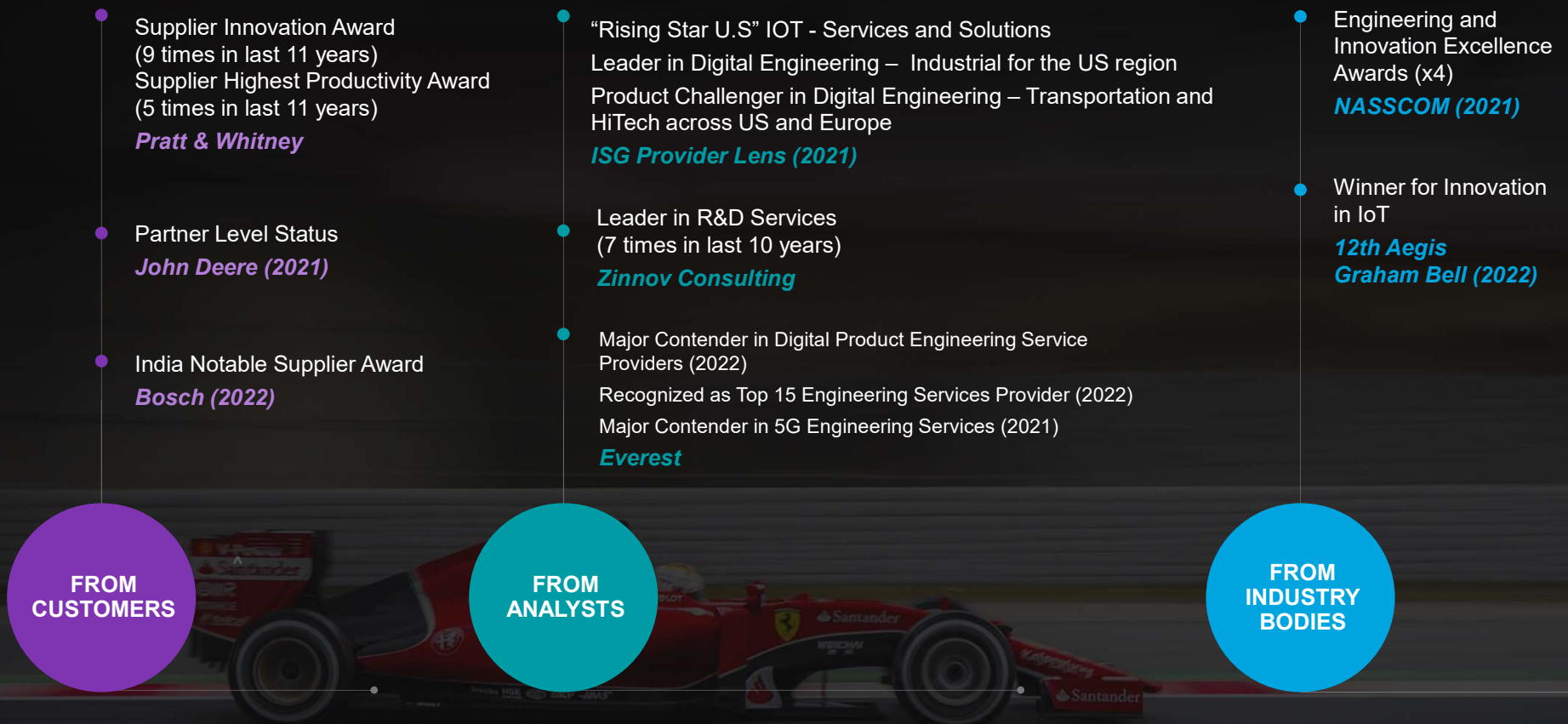
2.5-3%
Automation /
Price Hikes

30-35%
Of total workforce
Re-skilled
& Deployed

Working with Eco System (Automation Partners / Industry Bodies / Training Partners / Academia)

RECOGNITIONS FOR PERFORMANCE AND INNOVATION

Industry Leading Benchmarks



PIVOT TO TECH SOLUTIONS COMPANY

Growth Engine for sustained outperformance

Gearing up for \$ 1Bn run-rate in FY24

1 Key Account Growth

Segment	Q2 FY23	Q2 FY22
20Mn+	4	3
10Mn+	12	10
5Mn+	37	32
1Mn+	98	92

2 Accelerate Large Deals

- Large Deals pipeline of \$ 1Bn+
- TCV of Deals H1 FY23: ~ \$ 530Mn

3 Operational Efficiency*

- 2.5-3% improvement YoY

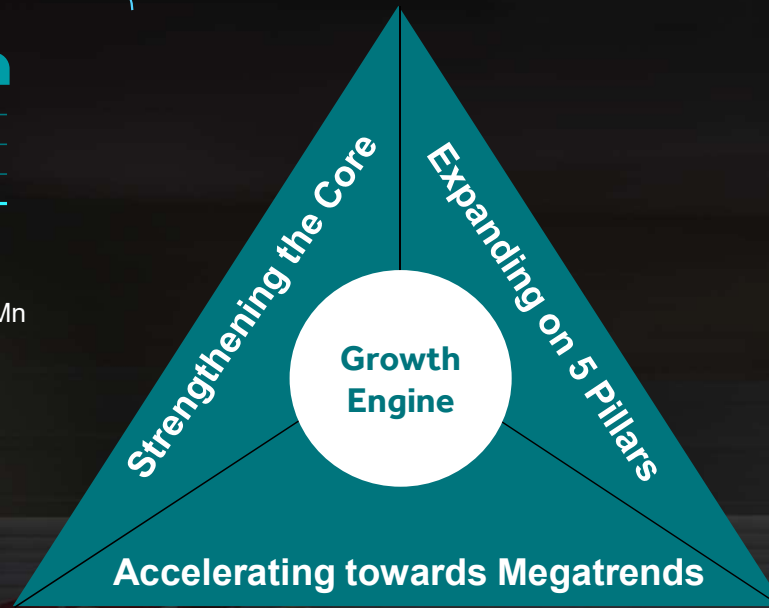
4 Future Talent

- Re-skilling & Upskilling
- Tech Leadership Program

5 Culture

- AGILE
- ValuesFIRST

Strengthening the Core



5 Pillars : Accelerated Growth

- Revenue Growth YoY: **33-35%**
- 5 Pillars TTM OI Growth YoY: **40%**

Expanding on 5 Pillars

5 Megatrends : Futuristic Offerings



Accelerating Toward Megatrends

* To counter future wage inflation



VOICE OF CUSTOMERS

Customers joining us today

**CYIENT
INVESTOR DAY**
NOV 18 2022 • ACCELERATING TOWARD
MEGATRENDS

In-person

Virtual

Recorded

Virtual



Swaminathan K

Head of Engineering and
Worldwide Sales,
Bosch Global Software and
Digital Solutions

Kalavathi G V

Senior Vice President
Head of Software-as-a-Service
Solution & Software Center of
Excellence, Phillips

Jim Currier

President - Electronic Solutions,
Honeywell Aerospace

Jeff Lowinger

President,
Cubic Transportation Systems
Senior Vice President,
Cubic Corporation

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JIM CURRIER

**President - Electronic Solutions,
Honeywell Aerospace**

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