

# CYIENT INVESTOR DAY

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

## VALUE CREATION FOR SHAREHOLDERS

Ajay Aggarwal



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# Voice of Investors - ISAT FY22

ISAT Score of 5.16 , an improvement of 19% from FY20



Focus on improving business performance and shareholder returns

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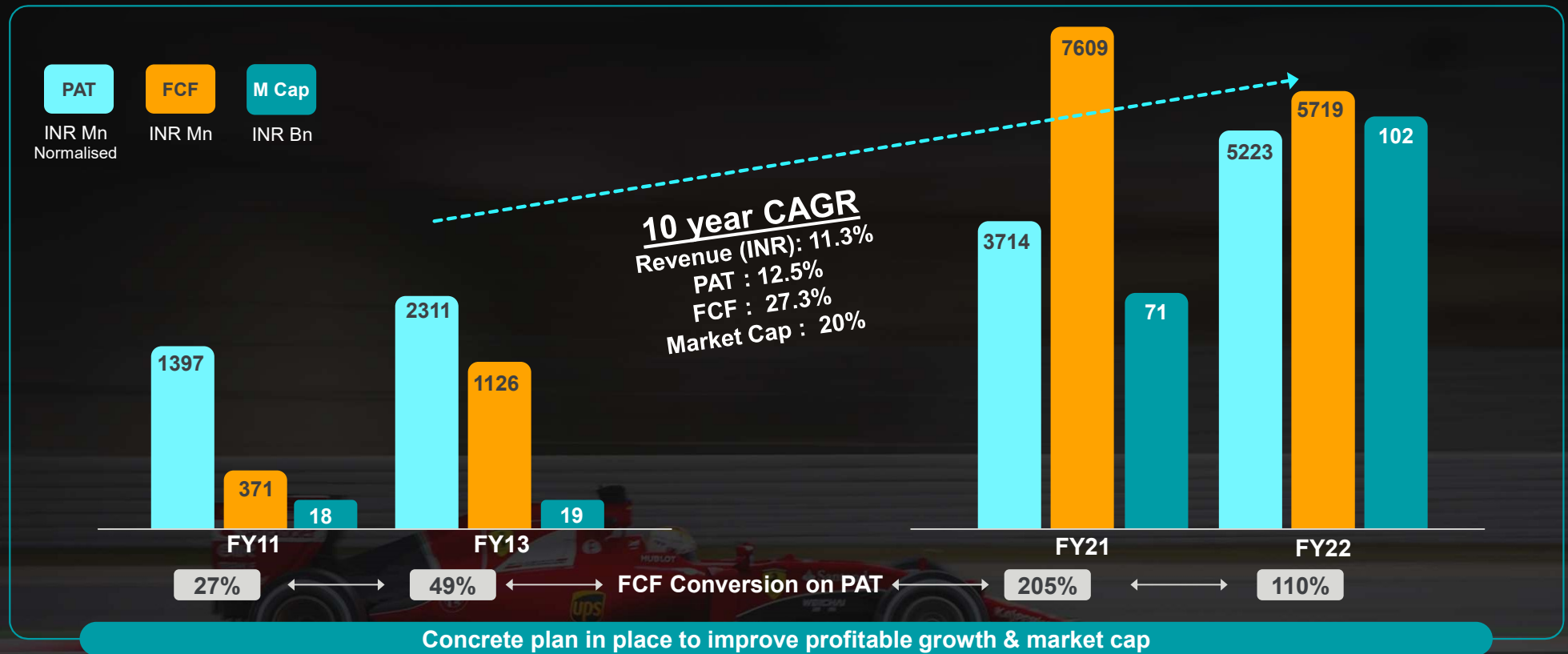
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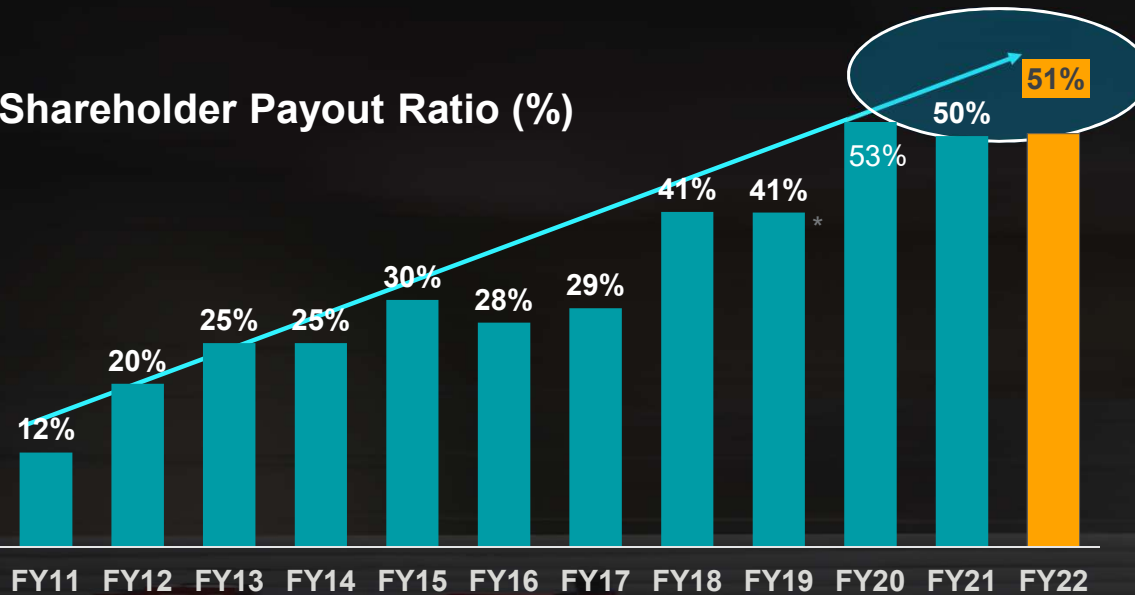


# Double Digit Growth: Revenue, PAT, FCF, Market Cap



# Consistent Shareholder Payout

Shareholder Payout Ratio (%)



- Consistent payout at avg **50%** for past 3 years
- Cyient Board approved the change in dividend policy (in FY21) to a payout ratio up to **50%** of net profit

\*FY19 payout ratio does not include buyback of shares of 41% dividend distribution tax considered for payout computation payout computed on Normalized PAT

Cyient continues to lead in terms of shareholders payout compared to midcap peers

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# Capital Allocation

Focus on improvement of capital efficiency through strategic capital allocation

## Consistent Payout to Share Holders

Avg payout of 51% in past 3 years

Expected to be 50%+ in FY23

## Debt Management

Q2 FY23 Debt Equity Ratio of 0.45x

Q3 FY23 Debt to Equity to be <0.25x

## Investing in Inorganic Growth

4 Acquisitions closed in H1 FY23

Expected to add INR 4-5 to EPS

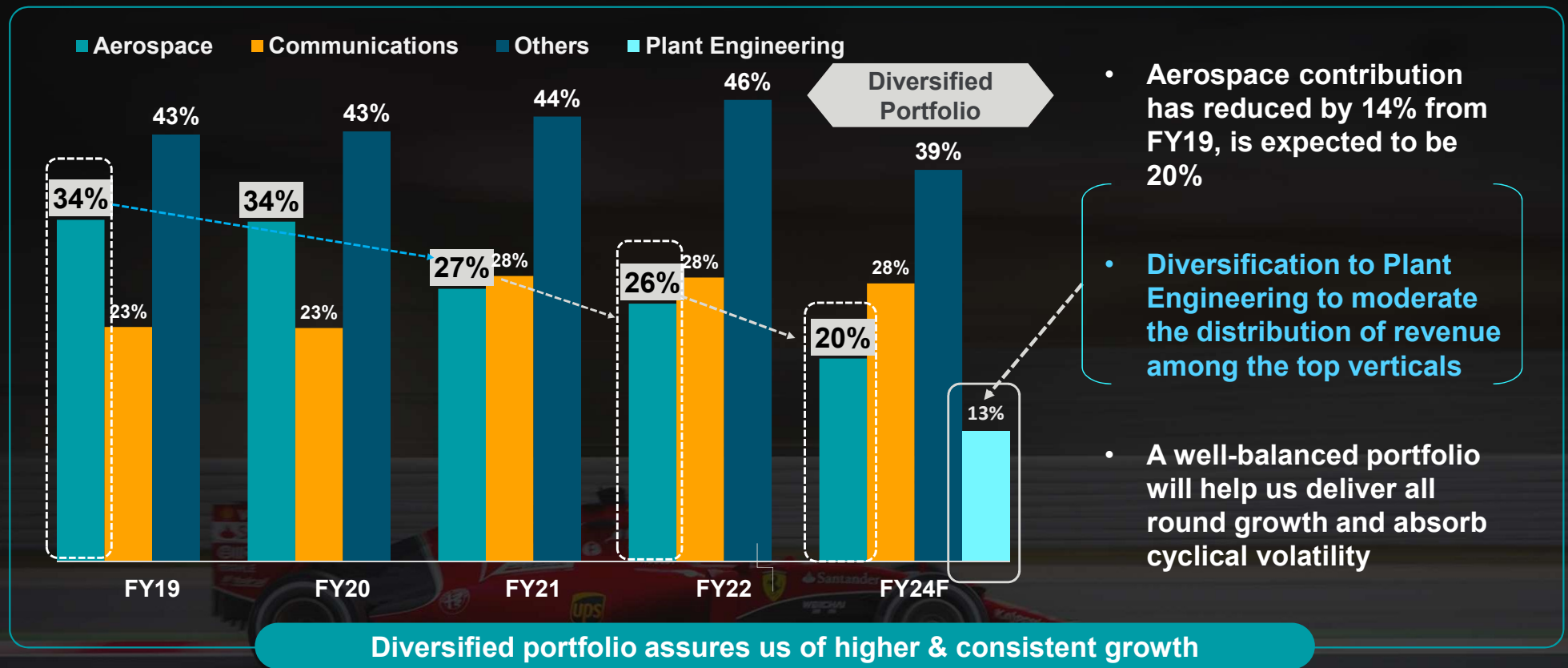
## Portfolio Changes

Broadening the base to reduce dependency

Repositioning of DLM, SDR & others



# Portfolio Mix: Broadening The Base (Services)



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# Equipped for the March



Balance sheet to support company's business goal and maximize financial performance

- Strong governance around aged items - AR, Inventory
- Healthy mix of debt equity
- Optimum level of Working capital

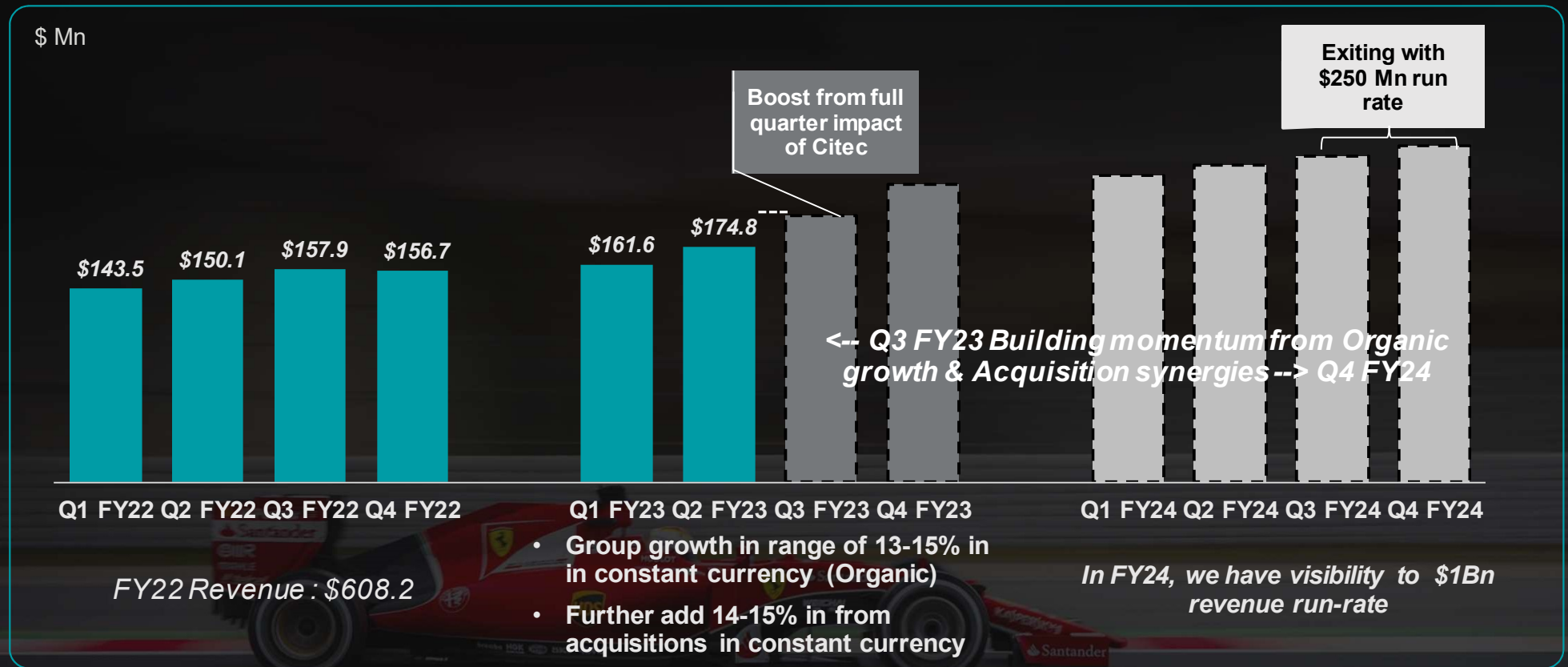
- Comprehensive Risk Charter covering Cyber, Compliance & Operational risks
- Consistent and conservative hedging policy generated gains (10 years)– average of ~5.4% of PAT

- Pioneers of key corporate governance practices, rolled out several initiatives before being mandatory by law; *CSR, Secretarial Audit*
- Annual evaluation of statutory and internal auditors
- Rating of Corporate Governance Practices by ICRA in 2018 and 2019 (*CGR2+*)
- Publishing sustainability report since 2021

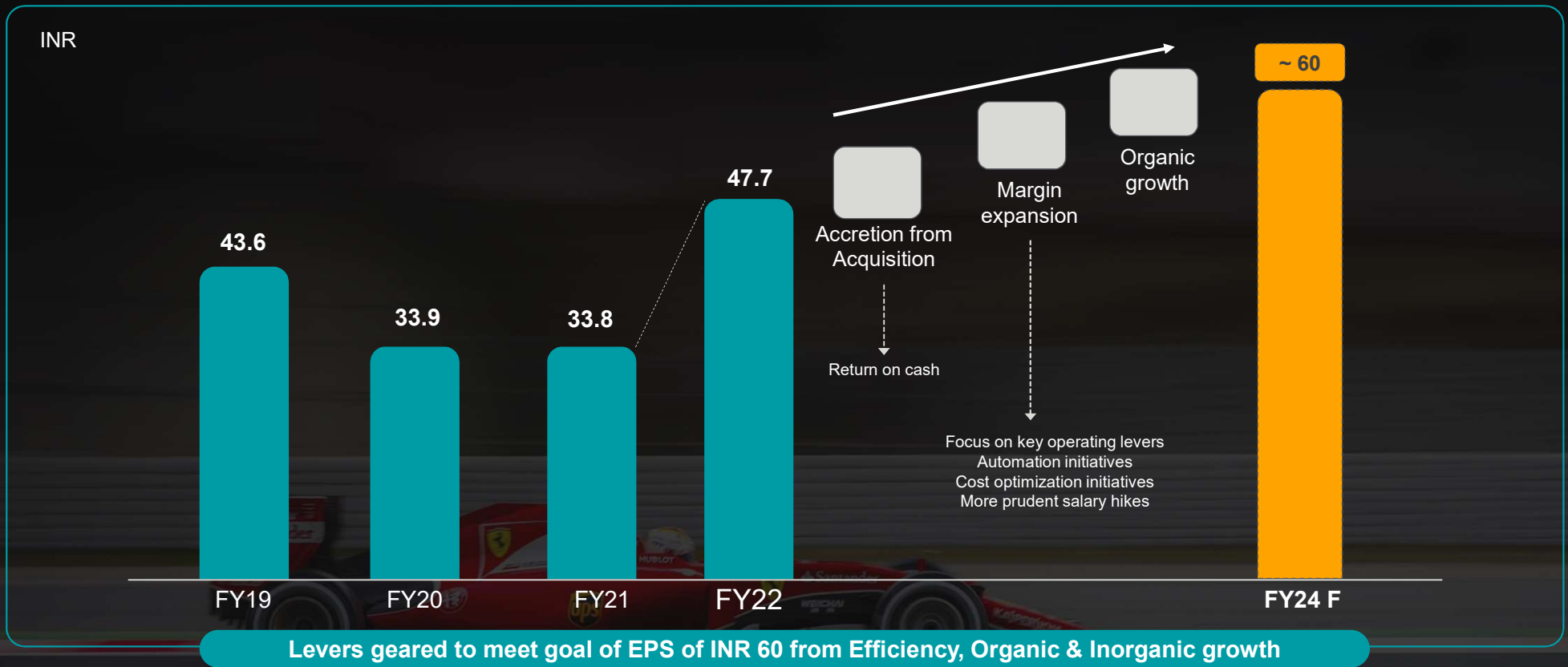
- Key Leaders from diversified background bring new age experiences and out of box business models
- Systems and processes geared for tomorrow

**Building a strong support system to drive our goals**

# Revenue Roadmap to FY24



# Roadmap to EPs: INR 60 (FY24)





# THANK YOU

#DesigningTomorrowTogether

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

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