

CYIENT

# INVESTOR PRESENTATION

Q1 FY25



# Confidentiality Statement



The information shared herein is strictly confidential, proprietary and unique to the company. It is only made and shared for the purpose and extent it is intended for and no other. Usage or sharing of the said information in any form, directly or indirectly and in any manner whatsoever, might constitute a violation of laws or regulations in vogue in geographies in which the company operates, besides breaching confidentiality. The users shall meet any liability emanating from such violation and shall indemnify company for any loss, damage, expense, penalty, fine, fee, charges incurred by company on account of any such violation.

# • Leadership Team



**KRISHNA BODANAPU**  
Executive Vice-Chairman &  
Managing Director



**KARTHIK NATARAJAN**  
Executive Director & CEO



**PRABHAKAR ATLA**  
President & CFO



### **Business Highlights**

- Business Highlights for the Group



### **Financial Highlights**

- DET (Digital, Engineering & Technology)
- Group



### **DET Business Update**

- BU performance
- Innovative Technology Solutions and Programs
- Business Outlook



### Business Highlights

- Business Highlights for the Group



### Financial Highlights

- DET (Digital, Engineering & Technology)
- Group



### DET Business Update

- BU performance
- Innovative Technology Solutions and Programs
- Business Outlook

# Business Highlights for the Quarter

## Cyient announces set up of a subsidiary to strengthen its decades old expertise in ASIC and Semiconductor space

- The Global ASIC industry is currently estimated to be about US\$ 24 billion and expected to touch US\$ 52 billion by 2032, at a CAGR of 10%
- Post pandemic, the ASIC industry has been growing 2x of HPC (High Performance Computing) – driven by the increasing use of bespoke customized chips by automotive, industrial IOT, consumer electronics to name a few
- The strategic initiative will enhance Cyient's capabilities in Application Specific Integrated Circuit (ASIC) turnkey design and manufacturing through a fabless model for analog mixed-signal chips
- Cyient's expertise with over 600 IPs covering a range of functions and technology nodes, long term customer engagements, and global footprint give the company a strategic edge to achieve significant growth
- Will strengthen the position in the industry by delivering world-class specialized turnkey ASIC design and chips sales while adapting to market cycles under a focused leadership

## Premier Award for Excellence from RTX for the 3rd Consecutive Year

- The Premier Award is an annual recognition platform under the RTX Performance+ Program to recognize suppliers with superior performance and that have provided exceptional value to RTX in one of the four key categories: Cost Competitiveness, Technology & Innovation, Business Management, Customer Service, and Collaboration



### Business Highlights

- Business Highlights for the Group



### Financial Highlights

- DET (Digital, Engineering & Technology)
- Group



### DET Business Update

- BU performance
- Innovative Technology Solutions and Programs
- Business Outlook

# Glossary



- **Cyient Group Business Segments:**
  - **Cyient DET**
  - **Cyient DLM**
  - **Cyient Others**
- **Cyient DET Business Units:**
  - **Transportation**
  - **Connectivity**
  - **Sustainability**
  - **New Growth Areas**



# Financial Highlights for the Quarter | DET

169.6M\$

Revenue (\$)

-5.0% cc QoQ | -3.6% cc YoY

1,414 CR₹

Revenue (₹)

-5.0% QoQ | -2.8% YoY

13.5%

EBIT

-256 bps QoQ | -260 bps YoY

141 CR₹

PAT

-18.5% QoQ | -17.0% YoY

12.86₹

EPS

-18.6% QoQ | -17.3% YoY

164 CR₹

FCF

-29.4% QoQ | -7.0% YoY

# Financial Highlights for the Quarter | Group

200.9M\$

Revenue (\$)

-1.5% cc YoY

1,676 CR₹

Revenue (₹)

-0.6% YoY

11.9%

EBIT

-281 bps YoY

144 CR₹

PAT

-18.6% YoY

13.09 ₹

EPS

-18.8% YoY

(15) CR₹

FCF

-115.7% YoY



### Business Highlights

- Business Highlights for the Group



### Financial Highlights

- DET (Digital, Engineering & Technology)
- Group



### DET Business Update

- BU performance
- Innovative Technology Solutions and Programs
- Business Outlook

# BU Performance for the Quarter

Revenue US\$ Mn	Q1 FY25	QoQ (cc)	QoQ (\$)	YoY (cc)	YoY (\$)
Transportation	49.3	<b>-7.0%</b>	-7.2%	<b>-8.0%</b>	-8.4%
Connectivity	37.5	<b>-7.6%</b>	-8.0%	<b>-16.9%</b>	-17.4%
Sustainability	56.2	<b>-2.8%</b>	-3.5%	<b>8.8%</b>	8.1%
New Growth Areas	26.6	<b>-1.6%</b>	-2.0%	<b>3.8%</b>	2.9%
<b>DET</b>	<b>169.6</b>	<b>-5.0%</b>	<b>-5.4%</b>	<b>-3.6%</b>	<b>-4.2%</b>

## Order Intake (US\$ Mn)

Particulars	Q1 FY25	YoY (\$)
DET	182.7	-5.4%

*Note: 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*

Won 5 large deals in DET business with total contract potential of \$52.4 Mn in Q1 FY25

*Note: Geospatial vertical, part of New Growth Areas earlier, is a service line from FY25; financials have been restated for the previous period*

# BUSINESS PERFORMANCE AND OUTLOOK

# Innovative Technology Solutions and Programs

Trends	Technology Solutions / Programs
Digital Platforms	Modernizing the <b>enterprise Usability platform</b> for Hospital Patient monitors improving the <b>clinical workflow efficiency</b> and user experience
	Developing <b>Automation and Process optimization</b> solutions for an <b>Industry 4.0</b> energy processing plant using <b>Manufacturing execution system platform</b>
	Supporting a global OEM in Automotive to achieve <b>regulatory compliance</b> for <b>Cyber security</b>
Intelligent & Connected Products	To develop an <b>ASIC</b> to built an <b>intelligent neural systems</b> for central and Peripheral neuro electronic application devices
	Building a <b>Test Automation Factory</b> for a Health care Giant for their <b>Ultrasound Product</b> portfolio
Intelligent Networks	Working with Telecom service provider in optimizing their <b>Network decommissioning</b> process by improving the <b>efficiency to 90%</b> through <b>Automation</b>
	<b>Solution Suite</b> for <b>Intelligent network's</b> which helps in simplifying the network management from planning to optimization and operations through <b>zero-touch closed-loop automation</b>
Gen AI	Developing a <b>GEN AI tool</b> for enhancing the efficiency of Readback detection system of an earthmover avoiding accidents
	Developing a <b>GEN AI tool</b> to improve the <b>Aftermarket sales strategy</b> with real time data processing through LLM
	Developing <b>intelligent operations and</b> working on <b>optimizations</b> for 2 Network service providers to bring in <b>digital automation capabilities and AI</b> to make their operations more intelligent and reduce cost

# Outlook



- For FY25, we expect DET revenue growth to be flattish YoY in cc terms

# Business Indicators | FY25 and Medium Term

## Key drivers of change to Q1 Revenue Performance

- Greater than anticipated delays and right shifts in project execution in Connectivity segment
- Sectoral challenges in Rail continue as industry is yet to recover

## FY25 lead indicators for strong performance in H2

- Order book grew double digit YoY
- Top 10 customers grew double digit YoY and engagement strength continues to be strong
- Core segments look strong; 2 new large deals from USA in Connectivity signed in Q1 FY25

## Medium term (3 year) outlook

- Our fundamental growth and demand drivers from our core segments remain intact
- Our investments are aligned with technology trends of Engineering
- Global ER&D spend is expected to be 2x and India's wallet share is expected to be 3x in the next 10 years



# About Cyient

Cyient (Estd: 1991, NSE: CYIENT) delivers Intelligent Engineering solutions for creating a digital, autonomous, and sustainable future for over 300 customers, including 40% of the top 100 global innovators. As a company, Cyient is committed to designing a culturally inclusive, socially responsible, and environmentally sustainable tomorrow together with our stakeholders.

For more information, please visit [www.cyient.com](http://www.cyient.com)

## Contact Details:

### Investor Relations

**Mayur Maniyar**

M: +91 9224126705

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

### Media Relations

**Phalguna Jandhyala**

M: + 91 7330604488

E: [phalguna.harijandhyala@cyient.com](mailto:phalguna.harijandhyala@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 Canada Inc.; Cyient Defense Services Inc; Cyient Benelux BV; Cyient Schweiz GmbH; Cyient SRO; Cyient NV; Cyient AB; Integrated Global Partners Pty Limited; Integrated Global Partners Pte. Limited; Integrated Global Partners SpA; IG Partners South Africa (Pty) Ltd; Workforce Delta Pty. Ltd.; Grit Consulting Pte. Ltd.; Celfinet - Consultoria EM Telecomunicacoes S.A.; Metemesonip, Unipessoal Lda; Celfinet UK Telecommunications Consulting Services Ltd.; Celfinet Espanã Consultoria en Telecomunicaciones; Celfinet (Brasil) - Consultoria em Telecomunições, Ltda, Celfinet Mozambique – Consultoria em Telecomunicações, Limitada; Celfinet Mexico - Consultoria de Telecomunicaciones AS; Celfinet Germany - Telecommunications Consulting Services GmbH; Sentiec Oyj; Citec Group Oy Ab; Cyient Oy Ab (formerly known as Citec Oy Ab); Citec Engineering France Sarl; Cyient Engineering AB (formerly known as Citec AB); Cyient Engineering & Information GmbH (formerly know as Citec Engineering & Information GmbH); Cyient Group France SAS (formerly known as Citec Group France SAS); Akilea Overseas Ltd.; Cyient Norway AS (formerly known as Citec Norway AS); Citec Engineering India Private Limited; Cyient Urban Microskill Centre Foundation; Cyient Global Captive Solutions Private Limited

**Partly owned subsidiary:** Cyient Solutions and Systems Private Limited; Cyient DLM Limited; Cyient DLM Inc

**Joint venture:** Infotech HAL Ltd

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

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

Follow us on  