

CYIENT

# INVESTOR PRESENTATION

Q2 FY25



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# • 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



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# Business Highlights for the Quarter

## Partial divestment in Cyient DLM

- Completed the sale of ~11.5 million equity shares of Cyient DLM, representing ~14.5% of the total equity share capital, for a consideration of ~₹875 crores (US\$ 105 Mn)
- Proceeds to be used towards fulfilling our capital requirements across organic and inorganic initiatives in our Semiconductors business to drive accelerated growth, and towards retirement of DET debt

## Strategic investment towards unlocking potential of Semiconductor business

- Reached an agreement to acquire 27.3% stake in Azimuth AI, an Embedded Silicon Product company developing highly differentiated ASICs for Edge Computing Applications
- A fabless custom ASIC company known for its expertise in Energy and Industrial applications with focus across global markets including India
- This investment aligns perfectly with our strategic growth objectives for the Semiconductor sector

## Expanding Footprint in the Middle East with a Strategic Acquisition

- Reached an agreement to acquire Abu Dhabi & Gulf Computer Est. (ADGCE), an Abu Dhabi-based technology consulting and digital services provider primarily catering to the Energy sector
- This strategic move will further strengthen our presence in UAE and help Cyient access one of the largest markets for Sustainability business



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# 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

173 M\$

Revenue (\$)

+1.3% cc QoQ | -3.3% cc YoY

1,450 CR₹

Revenue (₹)

+2.5% QoQ | -1.8% YoY

14.2%

EBIT

+75 bps QoQ | -232 bps YoY

177 CR₹

PAT

+25.1% QoQ | +2.3% YoY

16.07 ₹

EPS

+25.0% QoQ | +1.8% YoY

177 CR₹

FCF

+7.9% QoQ | +14.9% YoY

# Financial Highlights for the Quarter | Group

220.7M\$

Revenue (\$)

+2.6% cc YoY

1,849 CR₹

Revenue (₹)

+4.0% YoY

12.5%

EBIT

-147 bps YoY

179 CR₹

PAT

+4.6% YoY

16.28₹

EPS

+4.2% YoY

143 CR₹

FCF

+301.7% YoY

Declared an interim dividend of ₹12 per share



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# BU Performance for the Quarter

Revenue US\$ Mn	Q2 FY25	QoQ (cc)	QoQ (\$)	YoY (cc)	YoY (\$)
Transportation	51.1	<b>3.4%</b>	3.6%	<b>-7.3%</b>	-7.5%
Connectivity	39.4	<b>3.9%</b>	5.1%	<b>-6.1%</b>	-5.2%
Sustainability	53.2	<b>-6.4%</b>	-5.3%	<b>-2.2%</b>	-1.7%
New Growth Areas	29.3	<b>9.7%</b>	10.2%	<b>6.7%</b>	6.5%
<b>DET</b>	<b>173.0</b>	<b>1.3%</b>	<b>2.0%</b>	<b>-3.3%</b>	<b>-3.0%</b>

## Order Intake (US\$ Mn)

Particulars	Q2 FY25	YoY (\$)
DET	156.8	-14.7%

*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*

# BUSINESS PERFORMANCE AND OUTLOOK

# Innovative Technology Solutions and Programs

Trends	Technology Solutions / Programs
Digital Engineering & Platforms	Digital PLM platform migration, support and digital enhancements for a Medtech customer to improve process simulation and digital visibility across the value chain.
	Digital PLM platform implementation and process enhancements to improve design collaboration and enable simulation capabilities, in product development for a Defence customer.
	CAD automation & improvement of process using digital thread using Cyient Solution (CyEIM) as SaaS model to improve after market Spare parts revenue for a global Energy customer.
Intelligent & Connected Products	Design and Development of a complex Mixed Signal ASIC for Medical Analysis and DNA sequencing for a MedTech Leader
	Design and Development of a Connected IOT Analytics SaaS platform for Mid size Utilities player to provide real time monitoring and data driven insights using Microservices based architecture for Edge.
	Ui/UX SW development and V&V testing automation for a MedTech patient monitoring system.
Intelligent Networks	NW Integration & Automation Services for a large APAC Telecom Service Provider. Empaneled as IPNE Automation partners for enhancing the existing tools and enable automatic detection of anomalies with in network and data
	Network Operations Improvement, Automation and RAN Digitalization Services for multiple European customers using Cyient Vismon Platform & Services
Gen AI	AI enabled Accelerators across Design to Development and Aftermarket value chain leading to Gen AI COE being set up for multiple customers Ex: Design Configurator, Bid Generator, Code Review and QA, Knowledge support for frontline etc.
	AI Solution to Improve product yield and analyses historical data to address manufacturing deviations optimizes manufacturing process and enhances product quality.
	Automated Document Generation: Asset Data extraction from multiple data sources and creating a large structured document with links to source information using combined generative AI and Traditional AI frameworks
	Implementation of AI Enabled Intelligent platform solution for automated Technical publication process for a large Aircraft Manufacturer.

- Cyient ranked by ISG as Product Challenger for Strategy & Consulting / Development & Deployment of GenAI platforms for mid-sized providers globally
- Achieved Microsoft Solution Partner designation in 2 areas - "Data and Ai" and "Digital & App Innovation"

# About Cyient

Cyient (Estd: 1991, NSE: CYIENT) delivers Intelligent Engineering solutions for creating a digital, autonomous, and sustainable future for over 300 customers, including 30% 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)

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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 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 known 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; Cyient Semiconductors Private Limited; Cyient Project Management Consultancy – L.L.C. – S.P.C.

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

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.



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