

CYIENT

INVESTOR PRESENTATION

Q3 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



PRABHAKAR ATLA
President & CFO



Business Highlights

- Business Highlights for the Group



Financial Highlights

- DET (Digital, Engineering & Technology)
- Group



DET Business Update

- BU performance
- Business Outlook



Business Highlights

- Business Highlights for the Group



Financial Highlights

- DET (Digital, Engineering & Technology)
- Group



DET Business Update

- BU performance
- Business Outlook

Organisational Update



- Mr. Karthikeyan Natarajan has resigned as Executive Director and Chief Executive Officer of Cyient Limited effective immediately. We are grateful to Karthik for his contributions and commitment to the long-term success of the business, and we wish him the best for his future endeavours.
- Mr. Krishna Bodanapu has taken charge of the operations of the business for the interim. We will revert to you once we have further developments.

Business Highlights for the Quarter

Life time Achievement Awards – Founder Chairman Dr. B.V.R. Mohan Reddy

- Our Founder Chairman, Dr. B.V.R. Mohan Reddy, has been honored with the prestigious **Golden Peacock Award for Lifetime Achievement and Leadership in Technological Innovations** by the Institute of Directors (IOD). The award recognizes Dr. Reddy's visionary contributions to technology and his lasting impact on the engineering and innovation landscape
- Dr. B.V.R. Mohan Reddy has also received The Institute of Company Secretaries of India (ICSI) Life Time Achievement Award for '**Translating Excellence in Corporate Governance into Reality**'. The jury for the award was headed by Hon'ble Mr. Justice P. Sathasivam, Former Chief Justice of India

Partnership with Allegro MicroSystems to Drive Innovation in Magnetic Sensors & Power Semiconductors

- Inaugurated a Center of Excellence (CoE) at our Manikonda campus which will focus on developing **next generation magnetic sensors and power semiconductor products for the Automotive Industry**
- Specializing in key areas such as post silicon validation, design verification, analog design, analog mixed-signal verification, and embedded systems
- Focus on accelerating the development of Allegro MicroSystems's sensor and power integrated circuit (IC) product portfolios, which are essential components in **electric vehicles, advanced driver-assistance systems (ADAS)** and other automotive applications

Expanding global footprint – Sydney office

- Launched our new office in Sydney which can accommodate 100+ associates and enable Cyient to **deepen its partnerships with leading connectivity providers**
- The new office positions the company to explore and expand opportunities in additional sectors



Business Highlights

- Business Highlights for the Group



Financial Highlights

- DET (Digital, Engineering & Technology)
- Group



DET Business Update

- BU performance
- 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

175.2 M\$

Revenue (\$)

+2.4% cc QoQ | -1.9% cc YoY

1,480 CR₹

Revenue (₹)

+2.1% QoQ | -0.8% YoY

13.5%

EBIT

-72 bps QoQ | -251 bps YoY

124 CR₹

PAT

-29.9% QoQ | -28.3% YoY

11.25 ₹

EPS

-30.0% QoQ | -28.5% YoY

245 CR₹

FCF

+38.7% QoQ | +27.3% YoY

Financial Highlights for the Quarter | Group

228M\$

Revenue (\$)

+4.5% cc YoY

1,926CR₹

Revenue (₹)

+5.8% YoY

11.4%

EBIT[^]

-288 bps YoY

128CR₹

PAT[^]

-31.0% YoY

11.65₹

EPS[^]

-31.1% YoY

294CR₹

FCF

+83.6% YoY

[^]Q3 FY25 Group EBIT, PAT and EPS exclude the impact of one-off M&A expenses incurred by Cyient DLM for the acquisition of Altek Electronics Inc.



Business Highlights

- Business Highlights for the Group



Financial Highlights

- DET (Digital, Engineering & Technology)
- Group



DET Business Update

- BU performance
- Business Outlook

BU Performance for the Quarter

Revenue US\$ Mn	Q3 FY25	QoQ (cc)	QoQ (\$)	YoY (cc)	YoY (\$)
Transportation	52.7	3.7%	3.1%	-1.7%	-2.1%
Connectivity	41.1	5.7%	4.3%	-0.7%	-0.6%
Sustainability	51.7	-1.3%	-3.0%	-10.4%	-10.7%
New Growth Areas	29.7	2.1%	1.5%	14.1%	13.6%
DET	175.2	2.4%	1.3%	-1.9%	-2.2%

Order Intake (US\$ Mn)

Particulars	Q3 FY25	YoY (\$)
DET	312.3	5.0%

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 **13 large deals** in DET business with total contract potential of **\$234.5 Mn** in Q3 FY25

BUSINESS OUTLOOK

FY25 Outlook



- For FY25, we expect DET revenue degrowth to be in the range of 2.7% YoY in constant currency terms
- We expect Q4 FY25 exit EBIT margin to be in the range of 13.5%, primarily due to right shifting of revenue trajectory within the year

About Cyient



Cyient (Estd: 1991, NSE: CYIENT) partners with over 300 customers, including 30% of the top 100 global innovators, to deliver intelligent engineering for creating a digital, autonomous, and sustainable future. 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

Contact Details:

Investor Relations

Mayur Maniyar

M: +91 9224126705

E: mayur.maniyar@cyient.com

Media Relations

Phalguna Jandhyala

M: + 91 7330604488

E: 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 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); Cyient Urban Microskill Centre Foundation; Cyient Global Captive Solutions Private Limited; Cyient Semiconductors Private Limited; Cyient Project Management Consultancy – L.L.C., Cyient Semiconductors Inc., Abu Dhabi and Gulf Computers Establishment

Partly owned subsidiaries: Cyient Solutions and Systems Private Limited; Cyient DLM Limited; Cyient DLM Inc, Altek Electronics LLC

Associate entity: Azimuth AI Inc.

Joint venture entity: Infotech HAL Limited

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

Follow us on  