

CYIENT

DET OUTLOOK AND APPROACH



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Executive Director &
Chief Executive Officer

INVESTOR DAY 2023
ENGINEERING INTELLIGENT TOMORROW

8th December 2023,
Hyderabad

Thank You

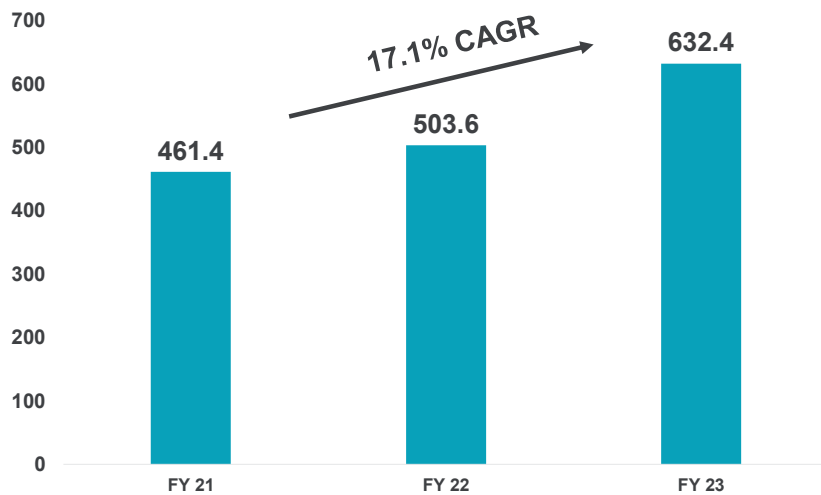
Top Quartile in CSAT Score
(For last 3 Years)

Certified as **Great**
Place to Work in India

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DET PERFORMANCE- DELIVERING TOP QUARTILE PERFORMANCE

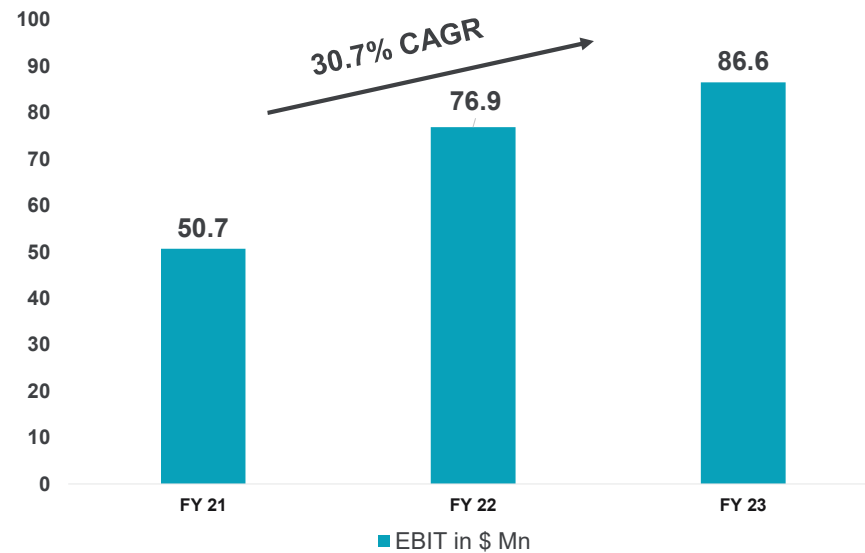
Revenue Performance



- 17.1% CAGR growth for last 3 Years for DET
- Revenue mix became more balanced with 4 BU's
- Acquisitions are well integrated

EBIT Performance

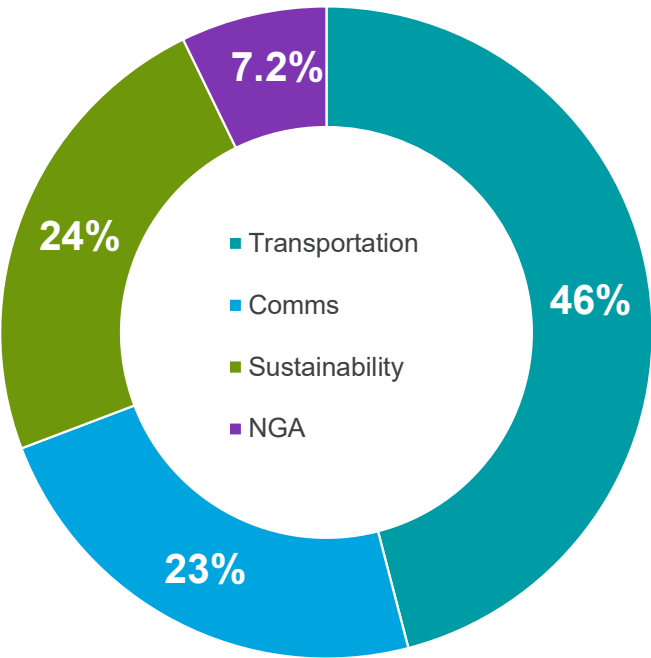
\$ Mn



- EBIT grew 30.7% CAGR and stands in the range of ~16%
- Strong Operational Performance, 570 bps improvement in gross margin since last 14 quarters

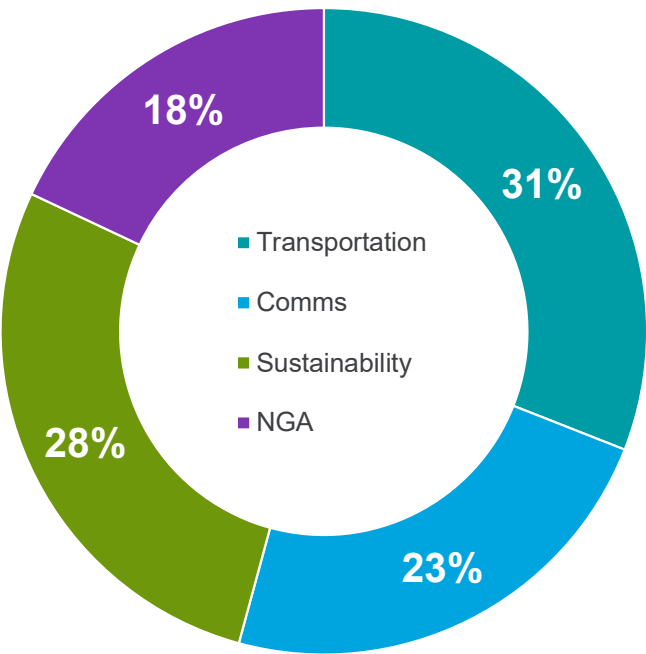
BALANCED PORTFOLIO

FY20 Revenue Mix

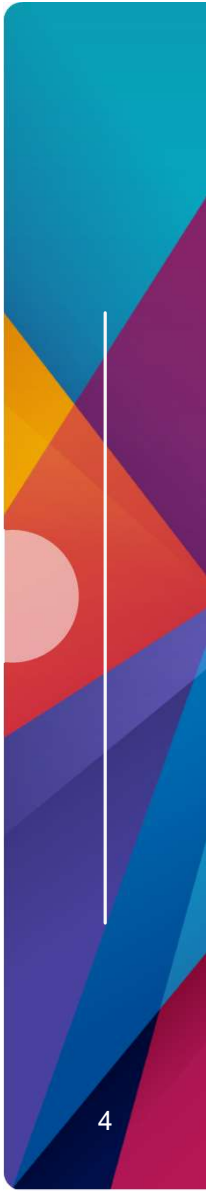


Aero dominant Revenue Mix

Current Revenue Mix



Balanced Portfolio



Consistent & predictable performance in progress...

Customer centric/obsessive management team

- Power list of CXO connects
- Strategic partner in their technology transformation through DTAG

Sales Rigor and focus

- Large Deals Factory
- Key Account Plans
- Digital /Technology solutions
- Sales Training/coaching , tools and SIP plans for incremental revenue growth

Agile, Scalable delivery model delivering operational efficiency



11 out of 13

Quarters QoQ
Revenue Growth

**30.2% YoY
growth in OI**

TTM in CC

15-18%

Key Accounts
Growth YoY

\$100Mn

H1- Large deals
Highest Large
deals Pipeline

~ 44%*

Offshoring%

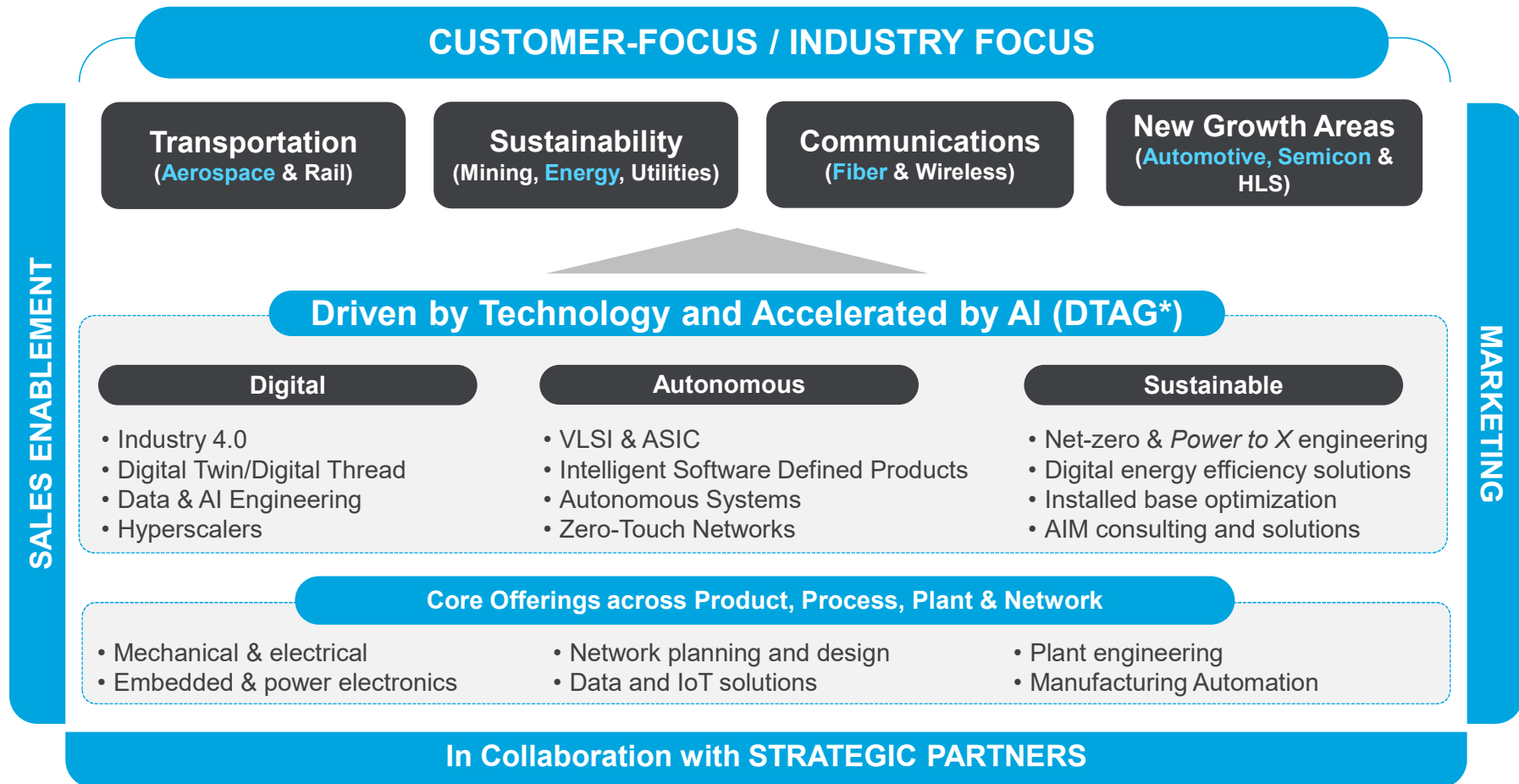
16.5%

Highest EBIT % in
last 11 Years

- Offshoring is 44% with acquisitions, 54% before acquisitions

DELIVERING
‘INTELLIGENT ENGINEERING & TECHNOLOGY’
FOR DIGITAL, AUTONOMOUS & SUSTAINABLE FUTURE

WINNING CONFIGURATION FOR GROWTH



*DTAG: Digital & Technologies Advisory group

TECHNOLOGY LED ORGANIZATION

CXO CYIENCE

Thought Leadership series

- An Exclusive Forum for driving CXO dialogues. 22 sessions conducted till now
- Powerlist (~100 top CXO's) engagement

AGILE & SCALABLE DELIVERY MODEL

- **Zwayam** - AI enabled recruitment engine, HubSpot - sales intelligence engine
- Delivery excellence leading with automation through **RPA/cognitive AI and gen AI** - up to **15%** productivity across design, Engineering, software and tech documentation
- 14 R&D Labs and 20 COE's



SOLUTIONS/ACCELATORS

- 50+ Accelerators/Platforms are developed to assist customers
 - CyMEDGE, CyARC, AUTONOMOUS COE, SDX, CyFAST, PLATFORM X, IDMS, IDF, CyCHAT



TECHNOLOGY WORKFORCE

- **CyientifIQ Community** under CTO with about **2,000+** members
- **Customer Experience Center** - demonstrating our innovation to our clients
- **CyientifIQ Hackathon** - **5,000+** global registrations solving customer issues/industry challenges collaboratively

PARTNERSHIPS

- Partnerships with Hyperscalars/ Industries and Institutions
 - Microsoft
 - Esri
 - Service Now
 - AWS
 - PTC

BALANCED ENGINES OF GROWTH



Note: The percentage data for the Industries are its contribution to overall DET revenue in Q2 FY24-

GROWTH DRIVERS LEADING 10-20% CAGR IN NEXT 3-5 YEARS



Aerospace

2x Air travel

24% Increase in defense spend

\$7.5B TAM by 2030

Tech Upgrades in Civil, Overhaul and MRO, UAM and Space evolving



Energy

40% Fossil Fuels needs replacement

3x Growth in Energy needs

2x growth in Tech/Digital spend

Energy Transition, Energy rich Minerals, Grid Modernization and Asset Management, Hydrogen Ammonia, CCUS



Auto Led Semicon

20% Global total ER&D spend

2x increase in ER&D Spend

60% Digital Spend

Software defined Vehicle and EV enhanced customer experience & Quantum computing



Connectivity

50%-75% Fiber penetration

10GB moving from GB

Investments in Fiber and Private 5G, Network virtualization

A Balanced Portfolio functioning as a pivotal driver of growth with 4 accelerators

3 YEAR OUTLOOK

High



Aerospace

- Air travel doubling
- 30% up in defence spend
- Strong relation with top players



Auto and Semicon

- EV, SDV & Connected cars
- High Performance computing
- Semicon led Auto growth



Energy

- Energy transition, CCUS
- 3X energy demand by 2050
- Alternate energy
- Grid Modernisation



Mining

- Energy rich minerals
- Maintenance & Asset Management
- High Interest rates

Moderate



Connectivity

- Fiber Penetration
- Software defined Networking, Autonomous Network



Health care & Life Sciences





- Connected Devices
- Patient Monitoring, Customer experience



Rail

- Signaling enhancements , Green transport
- Government investments slow to take off

SUMMARY

-  Customer centric/obsession led journey transformation providing significant value to our customers
-  Right to win & lead in these domains - Aero, Energy, Connectivity and auto (Semicon) driving digital/autonomous and sustainable future
-  Technology led solutions/platforms/accelerators and DNA - DTAG partnering in client journey transformation
-  Core purpose of Innovating/Imagination for better tomorrow with clients - Tech led organization transforming internally and externally, enhancing stakeholder value across the communities

DESIGNING TOMORROW TOGETHER