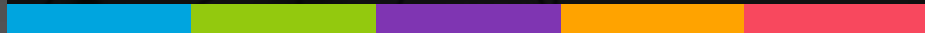


CYIENT

INVESTOR PRESENTATION

Q4 FY24 & FY24



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
- Business Outlook
- Innovative Technology Solutions and Programs



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Business Highlights for the Quarter

Cyient + Deutsche Aircraft

- Strategic partnership with Deutsche Aircraft, a German original equipment manufacturer (OEM) to collaborate on the detailed design for manufacturing (DFM) of the **rear fuselage section** for the 40-seater **D328eco regional turboprop aircraft**
- Designed to operate along regional routes, the D328eco is a **highly fuel-efficient aircraft** that is an upgraded version of the Dornier 328 series
- Expected to **revolutionize regional air travel** with its advanced features, unmatched versatility, and operational flexibility

Cyient + Airbus

- Signed a multi-year services agreement with Airbus for **Cabin and Cargo Engineering**
- Cyient has been selected by Airbus for the development of a part of its cabin **'Intelligent Core Management Platform' (iCMP)**
- These systems focus on enabling faster software updates, easy and rapid customization, and proliferation of digital services in Cabin

Leader across eight verticals in Zinnov Zones

- Zinnov Zones is an annual rating and assessment that identifies the top engineering and ER&D service providers across the world, evaluating their capabilities, service offerings, innovations, and market presence
- Cyient has distinguished itself as a leader in eight pivotal areas, marking a significant ascendancy in **ER&D, Digital Engineering, Aerospace, Automotive, Semiconductors, Telecommunications, Industrial sectors, and Industry 4.0**
- Marking a groundbreaking milestone, Cyient debuted in Data Analytics and AI with a leadership ranking

Declared a final dividend of **₹18 per share**. Total dividend for FY24 stands at **₹30 per share**



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Glossary

- **Cyient Group Business Segments:**
 - **Cyient DET:** Digital, Engineering & Technology
 - **Cyient DLM**
 - **Cyient Others^**
- **Cyient DET:** Consolidated Services + Engineering Parts business*
 - **Transportation:** Aerospace + Rail Transportation
 - **Connectivity:** Communications
 - **Sustainability:** Mining, Energy & Utilities
 - **New Growth Areas:** Medical, Semiconductor, Hi-Tech and Automotive

^Cyient Others: Aerospace Tooling business (Included in DLM segment earlier)

**Engineering Parts business was included in Cyient DLM segment earlier*

Financial Highlights for the Quarter | DET

179.3M\$

Revenue (\$)

-0.5% cc QoQ | +1.8% cc YoY

1,489 CR₹

Revenue (₹)

-0.1% QoQ | +2.8% YoY

16%

EBIT[^]

+2 bps QoQ | +90 bps YoY

173 CR₹

PAT[^]

+0.4% QoQ | +9.1% YoY

15.79 ₹

EPS[^]

+0.3% QoQ | +8.7% YoY

232 CR₹

FCF

+20.6% QoQ | +25.6% YoY

[^]EBIT, PAT and EPS for previous periods exclude the impact of exceptional item

Financial highlights for the Year | DET

713.9M\$

Revenue (\$)

+12.6% cc YoY

5,911 CR₹

Revenue (₹)

+16.0% YoY

16.1%

EBIT[^]

+246 bps YoY

689 CR₹

PAT[^]

+31.6% YoY

62.84₹

EPS[^]

+31.1% YoY

754 CR₹

FCF

+71.4% YoY

[^]EBIT, PAT and EPS exclude the impact of exceptional item

Financial highlights for the Quarter | Group

224M\$

Revenue (\$)

+5.3% cc YoY

1,861 CR₹

Revenue (₹)

+6.2% YoY

14.4%

EBIT[^]

+16 bps YoY

189 CR₹

PAT[^]

+7.5% YoY

17.22 ₹

EPS[^]

+7.1% YoY

357 CR₹

FCF

+45.5% YoY

[^]EBIT, PAT and EPS for previous periods exclude the impact of exceptional item

Financial highlights for the Year | Group

863 M\$

Revenue (\$)

+15.6% cc YoY

7,147 CR₹

Revenue (₹)

+18.8% YoY

14.5%

EBIT[^]

+173 bps YoY

735 CR₹

PAT[^]

+30% YoY

66.97 ₹

EPS[^]

+29.6% YoY

648 CR₹

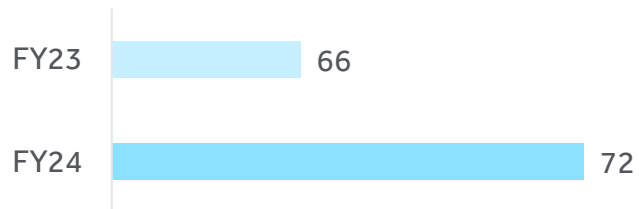
FCF

+32.6% YoY

[^]EBIT, PAT and EPS exclude the impact of exceptional item

Significant progress on Key parameters | DET

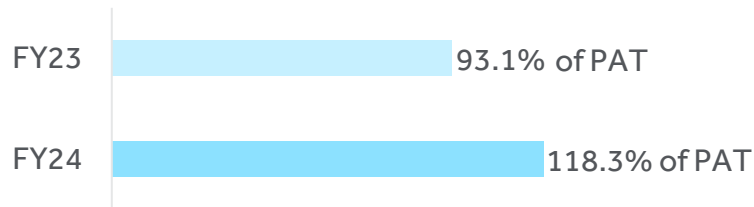
ESG



DJSI score

Best in class YoY improvement, We now support over 21,000 underprivileged children

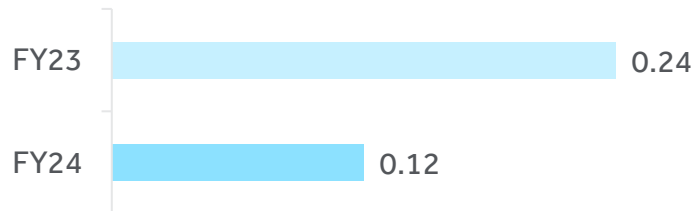
FCF conversion*



Cash focus

71.4% YoY growth in DET FCF, leveraged to retire debt proactively

D/E Ratio



Efficiency

DET debt reduction from \$94 Mn to \$54 Mn YoY

*FCF conversion = Reported FCF / Reported PAT



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BU performance for the Quarter

Revenue US\$ Mn	Q4 FY24	QoQ (cc)	QoQ (\$)	YoY (cc)	YoY (\$)
Transportation	53.1	-1.5%	-1.2%	2.1%	2.2%
Connectivity	40.7	-2.3%	-1.4%	-12.3%	-12.3%
Sustainability	54.1	0.7%	1.7%	19.3%	19.2%
New Growth Areas	31.3	1.2%	1.6%	-3.3%	-3.1%
DET	179.3	-0.5%	0.1%	1.8%	1.8%

Order Intake (US\$ Mn)

Particulars	Q4 FY24	YoY (\$)
DET	227.8	7.1% [^]

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 9 large deals in DET business with total contract potential of \$197.6 Mn in Q4 FY24

[^]Like to like order intake de-growth is 6.2% YoY

BU performance for the Year

Revenue US\$ Mn	FY24	YoY (cc)	YoY (\$)
Transportation	216.0	14.5%	14.4%
Connectivity	169.0	-7.1%	-6.8%
Sustainability	204.1	45.6%	46.4%
New Growth Areas	124.8	1.5%	1.8%
DET	713.9	12.6%	12.9%

Order Intake (US\$ Mn)

Particulars	FY24	YoY
DET	902.2	25.2% ^

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 **28 large deals** in DET business with total contract potential of **\$435.4 Mn** in FY24

^Like to like order intake growth is 15.0% YoY

BUSINESS PERFORMANCE AND OUTLOOK

Business performance and Outlook

Adaptability and strategic responsiveness to emerging trends while actively pursuing profitability and optimizing costs has made global engineering R&D spending maintained an upward trajectory. In spite of high interest rates, geopolitical uncertainties, ER&D services is resilient and there is an increasing demand for smart and connected eco systems, software platformization, digitization with sustainability as an important theme. Customers prioritizing the profitability and streamlined discretionary spending, the investments into digitization, new age technologies will enhance in order to align with rapidly evolving needs of dynamic market.



Aerospace

- Increase in Défense spend/UAM
- Manufacturing/ Aftermarket MRO
- Digitization



Sustainability

- Energy transition, CCUS, Alternate energy
- Decarbonisation/ GRID modernisation
- Asset Maintenance/Management/Automation & Digitization/Worker safety



Connectivity

- Fiber Penetration (RDOF & BEAD)
- Software defined Networking, Autonomous Network
- Premium customer experience



New Growth Areas

- SDV & Connected Platforms
- High Performance computing, Semicon led Auto growth, AI led Datacentre, Cloud
- Patient Monitoring, Customer experience, connected devices

Innovative Technology Solutions and Programs

Trends	Technology Solutions / Programs
Autonomous Systems & Processes	Design and Develop Autonomous, Software defined systems to improve safety. Aftermarket kit for scaling the solutions
Intelligent & Connected Products	Building an intelligent smart meter edge computing platform from design to manufacturing; Development of an intelligent core cabin management platform
Nextgen Connectivity	Developing a next generation IOT gateway with edge computing capabilities using LoRaWAN technology and 5G to make the product more smarter.
	Platform solution based on the AI driven/Rule based algorithms for Network automation and configurations
Sustainability	Design and build carbon capture solutions with access to modularity and scalability
	Designing Green Energy Power plants and integration of energy from other Renewable energy sources
Gen AI	Digital aftermarket platform enhancement by AI based Automation mapping customer journey yielding multi year efficiency improvements.
	Developed a Gen AI based self service tool for end customers streamlining access to product/project specifications using Vision based IIm's to comprehend the image/drawing content too.
Digital platforms and Customer experience	Digital platform implementation for manufacturing automation and digital dashboards

Outlook



- For FY25, we expect high single digit DET revenue growth YoY in constant currency terms
- We expect FY25 DET EBIT margins to be in the range of 16%

About Cyient

Cyient (Estd: 1991, NSE: CYIENT) partners with over 300 customers, including 40% of the top 100 global innovators, to deliver intelligent engineering and technology solutions 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

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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 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 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.

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