



CYIENT

STRATEGIC FOCUS AREAS



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INVESTOR DAY 2023
ENGINEERING INTELLIGENT TOMORROW

8th December 2023,
Hyderabad

CYIENT'S GROWTH STRATEGY IS BUILT UPON THREE KEY VECTORS

Vector 1



Grow the Core Business

Growing a balanced portfolio of industries with the right enablers

Vector 2



Deliver Intelligent Engineering and Technology

Playing at the convergence of engineering, technology, and AI

Vector 3



Drive Exponential Expansion

Maximizing shareholder value creation through non-linear growth/ expansion

VECTOR 1: GROWING A BALANCED PORTFOLIO OF INDUSTRIES

CUSTOMER-FOCUS / INDUSTRY FOCUS

31%

Transportation
(Aerospace & Rail)

28%

Sustainability
(Mining, Energy, Utilities)

23%

Connectivity
(Fiber & Wireless)

18%

New Growth Areas
(Auto, Semicon, Hi-Tech & HLS)

Technology Stack



Consulting*



Digital



Networks and Data



Embedded



VLSI – Semi-Conductor Design



Core Engineering

Playing across the tech stack

Strategic Foundations

Key Account Planning and Large Deal Focus

Structured Talent Development

Industry and Geography Expansion

Agile & Scalable Delivery Model

Strong Focus on SMEs / Advisor led Sales

Partnerships and Collaborations

* Consulting specifically focused on Sustainability vertical for now
Note: The percentage data on the Industries are its contribution to overall DET revenue in Q2 FY24

VECTOR 2: DELIVERING INTELLIGENT ENGINEERING AND TECHNOLOGY SOLUTIONS

ACCELERATING THE TRANSFORMATION TOWARDS MEGA TRENDS FOR OUR CUSTOMERS



Industry 4.0 & Smart Operations



Intelligent & Meta Mobility



Digital Healthcare



Sustainability



Space Systems

ACCELERATED BY AI, OUR FOCUS IS ON

Digital Engineering & Operations

Autonomous Products & Platforms

Sustainable Energy & Infrastructure

Core Engineering



CUSTOMER CHALLENGES DUE TO TECHNOLOGY ACCELERATION & BUSINESS MODEL INNOVATION

- Need for Improved Efficiency & higher output at faster speed
- Changing Customer Needs
- Refresh or Upgrade to Product Portfolio
- ESG Commitments
- Government Regulations

VECTOR 3: DRIVING EXPONENTIAL EXPANSION



**Strategic
Business Model**



M&A



**Venture
Investment**



**Potential New
Businesses**



DESIGNING TOMORROW TOGETHER