

CYIENT

20 January 2022

The BSE Limited
PJ Towers, 25th Floor,
Dalal Street
Mumbai 400001.
Scrip Code: 532175

The National Stock Exchange of India Ltd
Exchange Plaza,
Bandra-Kurla Complex, Bandra (E)
Mumbai-400 051.
Scrip Code: CYIENT

Dear Sir,

Sub: Investor Presentation

Please find enclosed investor Presentation issued by the company on the financial results for the quarter ended 31 December 2021

This is for your information and records.

Thanking you
For Cyient Limited



Ravi Kumar Nukala
Dy. Company Secretary.

Cyient Ltd.

4th Floor, A Wing, 11 Software
Units Layout, Madhapur
Hyderabad - 500081
India

CIN: L72200TG1991PLC013134
www.cyient.com
Company.Secretary@cyient.com
T +91 40 6764 1000
F +91 40 2311 0352

Formerly Infotech Enterprises Limited



**INVESTOR
PRESENTATION**

Q3 FY22



Confidentiality Statement

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● Leadership Team



KRISHNA BODANAPU
Managing Director & CEO



AJAY AGGARWAL
Executive Director & CFO



KARTHIK NATARAJAN
Executive Director & COO



Highlights

- Financial Highlights
- Business Highlights



Financial Update

- Revenue
- Income statement update
- Margin bridge
- Cash generation



Business Update

- BU performance update

Annexures



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Annexures

● Highlights for the Quarter

Revenue

13.3% YoY / 6.5% QoQ (₹ terms)

11.7% YoY / 5.2% QoQ (\$ terms)

Quarterly revenue at **₹11,834Mn/\$157.9Mn**

EBIT Margin @13.9%

Services EBIT margin at **15.6%**

DLM EBIT margin at **6.0%**

PAT Margin @ 11.1%

PAT for the quarter at **₹1,317 Mn**

Financial Highlights for Quarter

- Group revenue at **\$157.9 Mn**; growth of **11.7%** YoY and **5.2%** QoQ (**5.9%** in CC)
- Services revenue at **\$129.1 Mn**; growth of **11.9%** YoY and **3.6%** QoQ (**4.4%** in CC)
- DLM revenue at **\$28.8 Mn**; growth of **10.6%** YoY and **12.8%** QoQ
- Group EBIT margin at **13.9%** up by **272 bps** YoY and down by **14 bps** QoQ;
- Group EBIT for Q3 at INR 1,642 Mn and Services EBIT for Q3 at INR 1,512 Mn are **highest ever**
- Services EBIT margin at **15.6%** up by **435 bps** YoY and up by **14 bps** QoQ; **highest ever**
- Free Cash Flow generation for the quarter at INR **₹1,596 Mn**, a conversion of **71.0%** on EBITDA (conversion of **121.2%** on PAT)
- PAT at **₹1,317 Mn** for the quarter; growth of **38.0%** YoY and **8.5%** QoQ

● Highlights for the Quarter

Leadership Position in Digital Engineering and E R&D - Zinnov Zones Recognition

- Cyient has been recognized as an Expansive-Established player in the overall ER&D and IoT Services in the 2021 Zinnov Zones ratings
- Cyient has been ranked in the Leadership zone across Aerospace, Telecommunication, Semiconductors, Industrial, and Medical Devices verticals, including SDN-NFV, and rated as an Expansive-Established player in Digital Engineering and ER&D Services - USA region

Launch of Global Management Consulting Practice

- With the launch of its consulting practice Cyient will codesign practical, performance-based business transformation solutions for enterprises across industries to enable sustainable growth
- Leverage engineering domain expertise to solve business critical problems for clients
- Cyient's consulting practice will offer services in the areas of Organization Effectiveness, Board and Governance, Asset Optimization and Digital Transformation

Hived off the Software Defined Radio (SDR) division of the Company

- Signed a definitive agreement with Innovation Communications Systems Limited (ICS) to hive off the Software Design Radio (SDR) division of the Company to ICS
- ICS is a technology-driven organization with a strong focus on communication product development and software services
- Cyient will receive 15% shareholding of ICS against this business transfer and investment

Major Contender for 5G Engineering Services -Everest Group PEAK Matrix®

- Cyient is positioned as a Major Contender in Everest Group's 5G Engineering Services PEAK Matrix® Assessment 2021
- Cyient's focused investments in partnerships and solutions to strengthen capabilities in public and private 5G core and access networks are cited as key strengths in the study by the analysts
- The report also notes Cyient's commitment towards developing strong capabilities in next-generation operations support systems (OSS) and network automation, with strengths in network infrastructure services, network operations, and maintenance



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Business Update

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Annexures

Revenue for Q3 FY22

Revenue	Q3 FY22	QoQ	YoY	Q2 FY22	Q1 FY22	Q4 FY21	Q3 FY21
Group							
\$ Mn	157.9	5.2%	11.7%	150.1	143.5	149.9	141.4
<i>CC growth</i>		5.9%	12.1%				
₹ Mn	11,834	6.5%	13.3%	11,116	10,582	10,932	10,443
Services							
\$ Mn	129.1	3.6%	11.9%	124.6	119.3	119.6	115.3
<i>CC growth</i>		4.4%	12.4%				
₹ Mn	9,673	4.8%	13.5%	9,229	8,795	8,722	8,521
DLM							
\$ Mn	28.8	12.8%	10.6%	25.5	24.2	30.3	26.0
₹ Mn	2,161	14.5%	12.5%	1,888	1,786	2,210	1,921

- Services growth at 11.9% YoY
- DLM growth at 10.6% YoY
- Group growth at 11.7% YoY

Revenue USD Mn	By Geography (%)			\$ Mn	QoQ growth	YoY growth
Group	Q3 FY22	Q2 FY22	Q3 FY21	Q3 FY22		
NAM	49.2%	48.8%	49.0%	77.6	5.9%	12.1%
EMEA	25.1%	24.8%	25.3%	39.7	6.8%	10.8%
APAC incl India	25.7%	26.4%	25.7%	40.6	2.4%	11.8%

Income statement for Q3 FY22

All Figures in ₹ Mn	Q3 FY22	Q2 FY22	Q3 FY21
Revenue	11,834	11,116	10,443
EBIT (Reported)	1,642	1,558	1,165
PAT (Reported)	1,317	1,214	954
EPS (₹ Reported)	12.1	11.1	8.7

All Figures in %	Q3 FY22	Q2 FY22	Q3 FY21
Gross Margin	36.3%	38.4%	34.6%
EBIT Margin (Reported)	13.9%	14.0%	11.2%
ETR	24.6%	24.9%	23.5%
PAT Margin (Reported)	11.1%	10.9%	9.1%

QoQ EBIT Movement

- Consolidated EBIT margin stood at 13.9%; higher by 272 bps YoY and lower by 14 bps QoQ
- Services EBIT margin at 15.6% is **highest ever**; up by 435bps YoY and by 14 bps QoQ (Please refer slide 13 for QoQ margin bridge)
- DLM margins at 6.0% lower by 459 bps YoY and 81 bps QoQ

Profit After Tax Movement

- PAT increased by 38.0% YoY and 8.5% QoQ primarily from higher EBIT
- ETR is 24.6% lower by 32 bps from Q2 FY22 ETR of 24.9%

EBIT Margin Bridge for Q3 FY22

Particulars	
EBIT Q2 FY22 (Group)	14.0%
Add: DLM impact	147 bps
EBIT Q2 FY22 (Services)	15.5%
Tailwinds in Q3 FY22	
<i>Improvements in operational metrics</i>	87 bps
<i>Volume impact on SG&A</i>	139 bps
<i>Lower depreciation and volume impact on depreciation</i>	54 bps
Headwinds in Q3 FY22	
<i>Change in revenue mix</i>	-80 bps
<i>Lower billing days</i>	-107 bps
<i>Higher travel cost</i>	-25 bps
<i>Impact of merit increase</i>	-54 bps
EBIT Q3 FY22 (Services)	15.6%
Less: DLM impact	176 bps
EBIT Q3 FY22 (Group)	13.9%

Cash Generation for Q3FY22

All Figures in ₹ Mn	Q3 FY22	Q2 FY22	Q3 FY21
Services			
Profit before tax	1,692	1,505	1,109
(+/-) Non-cash & non-operating items	395	400	339
Operating profit before WC changes	2,087	1,905	1,448
(+/-) DSO Movement (Receivables)	91	(45)	586
(+/-) Other WC changes	95	297	184
Operating CF after WC changes	2,273	2,157	2,218
Less: Taxes	(334)	(429)	(382)
Less: Capex	(124)	(132)	(105)
FCF Services	1,815	1,596	1,731
DLM			
Free Cash Flow generated (DLM) - ii	(219)	454	(213)
Group FCF (i+ii)	1,596	2,050	1,518
<i>FCF to EBITDA Conversion^A</i>	<i>70.9%</i>	<i>97.0%</i>	<i>85.8%</i>
<i>FCF to PAT Conversion</i>	<i>121.2%</i>	<i>155.6%</i>	<i>159.1%</i>

^AEBITDA used for FCF conversion includes other income part of cash flow from operations

Cash Generation

- Cash and cash equivalents, including long-term treasury investments, at healthy level of **₹14,768 Mn**
- In Q3, the free cash flow conversion stood at **88.0%** for Services and **70.9%** for group:
 - FCF from services was higher by 13.7% QoQ due to favorable working capital movement and lower taxes
 - DLM has consumed a cash of **₹219 Mn** in Q3
- **We are tracking full year cash conversion to 70% at both the Group and Services level**



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● BU Performance Q3 FY22

Business Units \$ Mn	Q3 FY22	QoQ	YoY
Transportation	47.6	-0.5%	5.6%
Aerospace	33.4	3.9%	14.5%
Rail transportation	14.2	-9.5%	-10.6%
C&U	45.4	3.2%	10.1%
Communications	35.3	3.5%	3.5%
Utilities	10.1	2.3%	41.4%
Portfolio	36.1	10.2%	24.5%
Services (i)	129.1	3.6%	11.9%
DLM (ii)	28.8	12.8%	10.6%
Group (i+ii)	157.9	5.2%	11.7%

- Services growth stood at 3.6 QoQ and 4.4% in cc
 - Aerospace witnessed sequential growth of 3.9%
 - Growth in C&U and Portfolio, de-growth in rail transportation
 - Offshore mix for Q3 at 51.3% is highest ever
 - Utilization for Q3 at 86.2%, up by 128 bps QoQ, is highest ever
- DLM growth stood at 12.7% QoQ
- Group growth stood at 5.2% QoQ and 5.9% in cc

Order Intake (\$ Mn)[^]

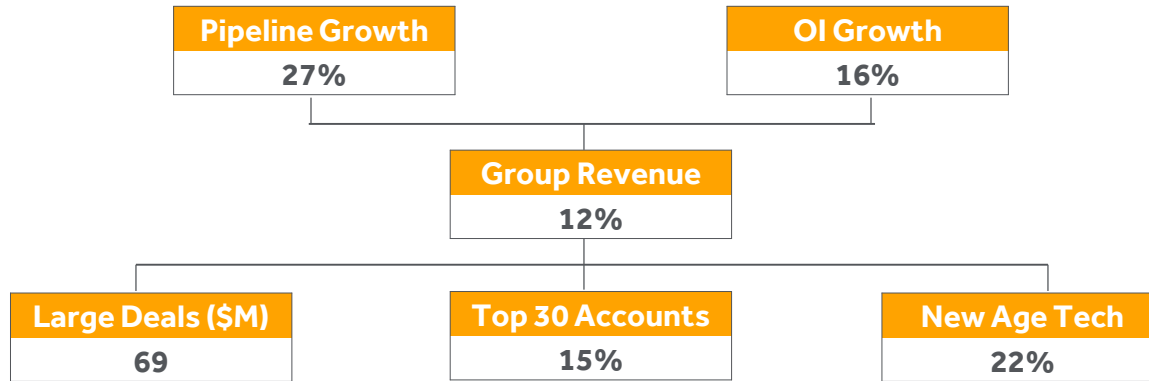
Particulars	Q3 FY22	QoQ	YoY
Cyient Services	200.6	63.6%	12.8%
DLM	24.9	-25.4%	50.0%
Group OI Total	225.5	44.6%	15.9%

[^]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 7 large deals with total contract potential of ~\$68.8 million (6 from services and 1 from DLM)**

Growth Story Q3 FY22 YoY

Pipeline Growth of 27% | Order intake (OI) Growth of 16% | Revenue Growth of 12%



- **Top 30 Accounts Growth of 15% and New Age Tech (including 5 Pillars) Revenue Growth of 22% is leading to a Revenue growth of 12%**

Innovative Technology Solutions and Programs

SN	Industry	Technology Solutions / Programs
1	Transportation	Cloud Migration of Multi-Modal Transport Billing Platform: E2E solution Innovative solution for fare collection platform, migration of TB of data to Cloud & implementation for a major city in USA.
2	Digital	CYIENTIFIQ Innovation Platform for development of new IP and Digital Solutions: <ul style="list-style-type: none"> Intelligent and Connected Products: Build Intelligent sensors at the edge by upgrading FOTA architecture Nextgen Connectivity: Private LTE CoE Automation & Edge AI: Blind spot detection system and ADAS CoE Sustainable Energy: HVDC to DC Converter
3	Medical	Patient Monitoring System Test Automation System: Developed an automated test system by enabling automated dynamic switching of the sensor probes and companion modules with the Patient monitors.
4	Medical	Redesign to address Obsolescence and Supply Chain disruption: Innovative redesign techniques which reduce dependency on a specific/unique components, especially microcontrollers.
5	Automotive	Embedded Software Factory: Software testing and validation Framework for automotive products: ADAS, Domain Controllers and IVI
6	Communications	Small Cells Design & Deployment: As a part of their 5G network densification program we are working on small cell design and deployment program using smart pole/node solution.
7	Utilities	Grid Modernization Program: System Integrator for Transformation of client's Communications Network Inventory & Provisioning process.
8	Aerospace	Global Command Center for Aftermarket: A full-stack solution developed using digital technologies, deployed at Cyient premises and integrated with OEM systems.
9	Aerospace	Intercom for Helicopters: An innovative solution meeting the stringent requirements of power management, voice quality using codecs built on a configurable & expandable system for intercom.



BUSINESS PERFORMANCE & OUTLOOK

● Business Performance & Outlook (1/3)

Transportation

Transportation BU unit witnessed marginal de-growth on a sequential basis. The aerospace business continued to grow whereas the rail transportation business witnessed a de-growth. The growth in aerospace can be attributed to the increased business in key accounts, addition of a new customer in North America and a couple of deals secured in the aftermarket services as well as design & manufacturing of embedded systems. Specifically, Cyient was awarded a large manufacturing award from a US defense contractor, as well as a significant technical publications support contract this quarter. The rail business witnessed growth in the signaling business but was offset by the impact from the cost efficiency & supply chain optimization initiatives being driven as part of the ongoing consolidation / integration of rail OEMs. Although, the rail business showed de-growth this quarter, the aftermarket and digital opportunities across various customers is promising and expected to help the business recover in the coming quarters

The BU is optimistic about sustaining its growth in the aerospace business as OEMs & MROs continue to recover post-pandemic. The commercial aerospace market is still rebounding from 2020 lows. The defense market continues to be a positive with continued governmental dedication to large scale defense programs. The increasing number of rail infrastructure projects as well as rail modernization projects is expected to drive growth for the rail business on the engineering and aftermarket areas. The BU shall continue its focus on growing business across embedded systems and aftermarket digital services as well as generating revenue from new segments such as airline and rail operators in the coming quarters

DLM

DLM Revenue witnessed a sequential growth in Q3 FY22. While the India business remained steady there were challenges in the US business in terms of order fulfillment. Materials availability and longer lead time continue to remain a challenge to execute order backlog. We expect these to persist in Q4 FY22

● Business Performance & Outlook (2/3)

Communications and Utilities

Communications: Communications Unit witnessed sequential growth in Q3 FY22. Communications BU won two major deals in Q3, one from a key client in Australia to accelerate their broadband network performance and the other from a key prospect in Australia to enable their network transformation. We also started to engage with our key clients in North America to support their communication network roll out plans under the Rural Digital Opportunity Fund (RDOF) program. The outlook for this segment in FY22 remains positive supported by favorable industry trends and enabled by the strategic transformation program

Utilities: Utilities unit also witnessed sequential growth in Q3 FY22. We won a major program from a key client in North America to support their data transformation program and a strategic project from a new client in APAC to deploy a cloud native next generation spatial information system to enhance their user experience. Our approach to focus on technology led transformational programs has helped us build a strong pipeline of deals along with our partners, which we believe will translate into a differentiated positioning for our Utilities practice

Portfolio of Services

Automotive and Off Highway continue to see rising demand in the market. The outlook for this sector remains positive as we continue to ramp up on recent contracts while chasing key large opportunities. We have put in place unique solutions to counter the Talent landscape challenges. We continue to see positive signs for growth in coming quarters due to high demand for skills like embedded and quick ramp up expectations from our customers

Mining and Natural Resources growth continued in Q3 FY22. This was driven by an increase in Services revenue recovery and new logos. We expect this trend to continue in Q4 with a ramp up in key consulting projects. Mining activity remains strong, and we are focusing our efforts on large deal opportunities from major mining companies

● Business Performance & Outlook (3/3)

Portfolio of Services

Medical Technology and Healthcare witnessed positive sequential growth in Q3 FY22. This continues to be driven by the demand for our digital engineering services for new medical device platform development and embedded hardware and software services for next generation products. This quarter we were pleased to be awarded a major contract by a global market leader for orthopedic and medical solutions for our QA/RA services. In addition, we successfully secured 3 new strategic clients that are recognized as Top MedTech and Life Sciences industry leaders. The outlook for this sector remains positive as we continue to execute and ramp up on recent contracts while strengthening our pipeline focused on digital transformation, embedded software, design-led manufacturing services and quality and regulatory services

Semiconductor unit witnessed positive growth driven by a positive performance from solutions. Customer demand for both engineering services and solutions remains strong, however the talent and labor market remains highly competitive and a critical challenge. Global supply chain semiconductor issues create new opportunities

Energy, Industrial and Plant Engineering unit provides end-to-end capabilities across the energy value chain for oil and gas, industrial systems, and plant engineering. Despite a marginal decline in this quarter, the outlook for this BU remains positive. This BU will continue to drive growth through aggressive account mining and large deal pursuits

Geospatial witnessed sequential growth in Q3 FY22. Our geospatial strategy continues to move into execution with onboarding talent in key markets, internal retooling and revamping of our enterprise offerings. We are focusing on adjacencies in Mining, Comms and Utilities along with acceleration on initiatives around Automation and AI

● Outlook for FY22



Revenue

- We will grow double digit in FY22 in Services in USD
- DLM growth will be impacted due to supply side challenges



EBIT Margin

- We expect the full year margins to improve by ~ 350 bps leading to best in class earnings growth for the full year



Others

- We maintain that our FY22 ETR will be around 25%

● About Cyient

Cyient (Estd: 1991, NSE: CYIENT) is a global engineering and technology solutions company. As a Design, Build, and Maintain partner for leading organizations worldwide, Cyient takes solution ownership across the value chain to help customers focus on their core, innovate, and stay ahead of the curve. The company leverages digital technologies, advanced analytics capabilities, domain knowledge, and technical expertise to solve complex business problems.

Cyient partners with customers to operate as part of their extended team in ways that best suit their organization's culture and requirements. Cyient's industry focus includes aerospace and defense, healthcare, telecommunications, rail transportation, semiconductor, geospatial, industrial, and energy.

For more information, please visit www.cyient.com. Follow news about the company at @Cyient

Contact Details:

Investor Relations

Mayur Maniyar

M: +91 9224126705

E: mayur.maniyar@cyient.com

Media Relations

Kiran Rajani

M: + 91 9884139184

E: kiran.rajani@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 DLM Private Limited, Cyient Canada Inc.; Cyient Defense Services Inc; Cyient Benelux BV; Cyient Schweiz GmbH; Cyient SRO; AnSem NV; AnSem B.V.; Cyient AB; Integrated Global Partners Pty Limited; Integrated Global Partners Pte. Limited; Integrated Global Partners SpA; IG Partners South Africa (Pty) Ltd and Workforce Delta PTY. LTD.

Partly owned subsidiary: Cyient Solutions and Systems Private Limited.

Joint venture: Infotech HAL Ltd

The income statement and cash flow provided is in the internal MIS format. MIS format is 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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The background of the slide is a dark, blurred image of a laptop. A hand is visible on the right side, with the index finger pointing towards a 3D bar chart that appears to be floating above the laptop screen. The chart consists of several vertical bars of varying heights, colored in shades of orange and yellow, with a thin blue line connecting the tops of the bars. The overall lighting is dim, with a blueish tint, and the focus is on the hand and the chart.

INVESTOR PRESENTATION

Annexure

Q3 FY22



● Message from the Management



**KRISHNA
BODANAPU**

Managing Director
& CEO

Commenting on the results, Mr. Krishna Bodanapu, Managing Director and Chief Executive Officer, said “We delivered an excellent Q3 performance in line with our expectations. Our revenue for the quarter stood at \$157.9Mn, a growth of 11.7% YoY (12.1% cc) and 5.2% QoQ (5.9% cc). Services business grew 11.1% YoY (12.4%cc) and 3.6% QoQ (4.4%cc) driven by growth in the Semiconductor, Mining & Natural Resources, Medical Technology & Healthcare sectors. DLM business witnessed a growth of 10.6% YoY and 12.8% QoQ. This quarter we delivered our highest ever EBIT at INR 1,642 Mn with an EBIT margin of 13.9%. Net Profit at INR 1,317 Mn is highest ever not taking into account extraordinary items previously. PAT is higher by 38% YoY and 8.5% QoQ. The growth in the quarter was backed by strong performance across key accounts and key strategic wins. Key accounts witnessed double-digit growth. The Order intake grew by 16% YoY with multiple large deal wins and 18 new logo additions.

We continue to strengthen our technology roadmap with a focus on areas such as Sustainability, NextGen Connectivity, and Intelligent and Connected Products. We expect the new technology areas to help accelerate growth in the coming quarters. This quarter we also strengthened our consulting focus with the launch of our management consulting offering under the umbrella of – Cyient Consulting. With Cyient consulting practice, we will focus on providing performance-based business transformation solutions for enterprises.

The global analyst community recognized our focus on digital engineering and tech-led innovation and recognized Cyient as an expansive-established player in the overall ER&D and IoT Services in the 2021 Zinnov Zones ratings. Cyient was also named as a Major Contender in the Everest Group PEAK Matrix® for 5G Engineering Services for its focused investments in partnerships and solutions that strengthen public and private 5G core and access network. We will continue to double down our focus on building our technology-led capabilities and make investments in key technology areas.

Our outlook for Q4 and the year remains very positive due to the growth opportunity in various sectors. We expect DLM growth to be muted due to supply-side challenges driven by the global chip shortage. We also expect to deliver best-in-class earnings growth for the year.

● Message from the Management



**AJAY
AGGARWAL**
Executive Director
& CFO

Commenting on the results, Mr. Ajay Aggarwal, Executive Director & CFO, said, “It is delightful for us to be on track to be in top quadrant of earnings growth for FY22. On YTD basis we have an earnings growth of 41.1%. This is coupled with good Free cash flow generation during the quarter and for the year and we are headed for another year of good cash flow. We have an excellent pipeline of acquisitions and the same will further support our earnings growth in coming year (s). We will remain focussed on profitable growth with leading industry earnings growth and cash focus. This will also maximise the record returns for our shareholders for the year and coming years.

Consolidated Financial Metrics

Key Financial Metrics

₹ Mn	Q3 FY22	Q2 FY22	Q3 FY21	Growth %	
				QoQ	YoY
Revenue	11,834	11,116	10,443	6.5%	13.3%
Reported EBIT	1,642	1,558	1,165	5.4%	40.9%
Reported EBIT margin	13.9%	14.0%	11.2%	-14 bps	272 bps
Reported PAT	1,317	1,214	954	8.5%	38.0%

Foreign Exchange Rate

\$/₹	Q3 FY22	Q2 FY22	Q3 FY21
Quarter Average	74.94	74.05	73.87
Quarter Closing	74.43	74.35	73.27

Consolidated Revenue Segmentation

By Geography (%)

	Q3 FY22	Q2 FY22	Q3 FY21
Americas	49.2%	48.8%	49.0%
Europe, Middle East, Africa	25.1%	24.8%	25.3%
Asia Pacific (includes India)	25.7%	26.4%	25.7%

By Business Unit (%)

	Q3 FY22	Q2 FY22	Q3 FY21
Transportation total	43.8%	43.0%	44.2%
Aerospace	34.6%	32.1%	32.6%
Rail transportation	9.1%	10.9%	11.5%
C&U total	28.8%	29.3%	29.2%
Communications	22.4%	22.7%	24.1%
Utilities	6.4%	6.6%	5.1%
Portfolio total	27.4%	27.7%	26.6%

Consolidated Operations Metrics

Account Receivables (in Days)

	Q3 FY22	Q2 FY22	Q3 FY21
DSO Total	77	81	88
- Billed	57	60	68
- Unbilled	20	21	20

Order Intake (\$ Mn)[^]

Particulars	Q3 FY22	Q2 FY22	Q3 FY21
Cyient Services	201	123	178
DLM	25	33	17
Group OI Total	226	156	195

[^]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

Consolidated Client Metrics

Top Clients: Revenue Contribution (%)

	Q3 FY22	Q2 FY22	Q3 FY21
Top 5	28.1%	31.7%	28.8%
Top 10	41.7%	43.2%	38.4%

No. of Million \$ Clients

	Q3 FY22	Q2 FY22	Q3 FY21
20 Mn+	3	3	3
10 Mn+	10	10	8
5 Mn+	36	32	30
1 Mn+	93	92	89
New Clients Added	11	18	13

Consolidated Employee Metrics

Employee

	Q3 FY22	Q2 FY22	Q3 FY21
Total Headcount	12,845	12,707	12,187
Technical & Pool	11,858	11,763	11,248
Non-Technical	347	330	334
Support	640	614	605
Voluntary Attrition	29.3%	24.3%	13.2%

Consolidated Other Financial Metrics

Cash Position (₹ Mn)

	Q3 FY22	Q2 FY22	Q3 FY21
Cash & Cash Equivalent	12,333	14,033	14,313
Cash & Bank balances	4,144	5,846	5,150
Investments in FDs	7,888	8,187	9,163
Investment in MFs	301	0	0

Cash position excluding long-term treasury investments

Capex (₹ Mn)

	Q3 FY22	Q2 FY22	Q3 FY21
Capital Expenditure	151	141	189

Consolidated Income Statement

Income Statement ₹ Mn	Q3 FY22	Q2 FY22	Q3 FY21
Operating Revenue	11,834	11,116	10,443
Cost of Revenue	7,533	6,846	6,826
Direct Salary and related costs	4,541	4,351	4,219
Direct Travel	111	84	81
Delivery Management	223	221	209
Material cost	1,578	1,332	1,319
Other costs incl Subcontract costs	1,081	859	998
Gross profit	4,301	4,270	3,617
Sales and Marketing	417	420	423
General and Administration	1,756	1,775	1,544
Depreciation and Amortization	487	517	485
EBIT	1,642	1,558	1,165
Financial expenses	116	91	136
Other income	221	150	219
Profit before tax (PBT)	1,746	1,617	1,248
Tax	430	403	294
Profit After Tax (Reported)	1,317	1,214	954
Basic EPS (₹) (Reported)	12.1	11.1	8.7

Direct and Indirect costs in Q2 had some incorrect classifications which are now corrected



Extract of Consolidated Balance Sheet

Balance Sheet ₹ Mn	Q3FY22	Q2 FY22	Q3 FY21
EQUITY AND LIABILITIES			
Shareholders' funds			
- Share capital	551	551	550
- Reserves and surplus	28,913	28,698	27,781
Total - Shareholders' funds	29,464	29,249	28,331
Non-current liabilities			
- Long-term borrowings and liabilities	2,132	2,434	3,262
- Long-term provisions	1,391	1,355	1,299
- Deferred tax liabilities (net)	253	271	306
Total - Non-current liabilities	3,776	4,060	4,867
Current liabilities			
- Short-term borrowings	3,302	2,933	3,350
- Trade payables	4,887	5,045	3,859
- Other current liabilities	3,455	2,991	3,815
- Short-term provisions	943	864	712
Total - Current liabilities	12,587	11,833	11,736
TOTAL - EQUITY AND LIABILITIES	45,827	45,142	44,934
ASSETS			
Non-current assets			
- Property, plant and equipment	7,409	8,274	8,910
- Goodwill	6,131	6,112	6,123
- Non-current investments	3,841	718	450
- Deferred tax assets (net)	255	300	428
- Other non-current assets	1,162	1,189	1,664
Total - Non-current assets	18,798	16,593	17,575
Current assets			
- Inventories	2,501	1,913	1,634
- Current investments	301	-	3
- Trade receivables	7,511	7,335	7,670
- Cash and cash equivalents	12,032	14,033	14,313
- Other current assets	4,684	5,268	3,739
Total - Current assets	27,029	28,549	27,359
TOTAL ASSETS	45,827	45,142	44,934

Consolidated Cash Flow Movement

₹ Mn	Q3 FY22	Q2 FY22	Q3 FY21
Free cash flow from operations	1,596	2,050	1,518
Investment in non current investments	(2,325)	(374)	(640)
Settlement of deferred consideration pertaining to prior year acquisitions	0	(180)	0
Interest received	161	212	175
Finance costs paid	(44)	(34)	(51)
Proceeds/(Repayment) of borrowings, net	242	(380)	(118)
Repayment of lease liabilities	(239)	(195)	(122)
Proceeds from issue of equity shares	41	22	0
Dividend paid	(1,089)	(1,862)	(2)
Purchase of equity shares by ASOP trust	0	(488)	0
Others	(43)	(1)	44
Net change in cash	(1,700)	(1,230)	804
Opening cash position	14,033	15,263	13,509
Closing cash position	12,333	14,033	14,313

Other Income

All Figures in ₹ Mn	Q3 FY22	Q2 FY22	Q3 FY21
Income from Treasury			
Interest on Invesmtents/Deposits	97	110	128
Dividend on Mutual Funds	8	0	0
Subtotal (A)	105	110	128
Realised gains/(losses) on Fwd Contracts (B)	104	89	(43)
Unrealised Fx gains/(losses) (C)	6	(59)	74
Others			
Rents received	2	2	2
Others	4	7	58
Others (D)	6	9	60
Grand total (A+B+C+D)	221	149	219

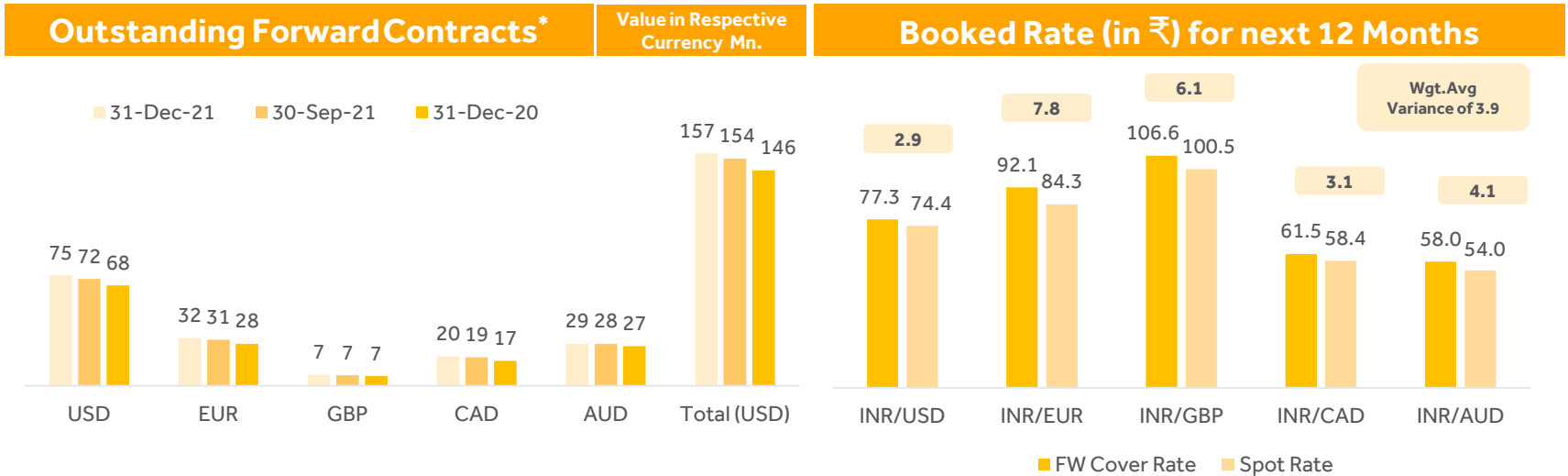
Currency Movement	Q3 FY22		Q2 FY22		Q3 FY21	
	Forward	Spot	Forward	Spot	Forward	Spot
USD	77.0	74.9	76.9	74.0	74.2	74.0
EUR	93.0	85.7	91.6	87.0	84.3	88.3
GBP	103.3	101.2	100.4	101.4	97.1	98.3
AUD	57.1	54.6	55.8	54.1	51.4	54.2
CAD	59.6	59.3	58.2	58.8	56.1	56.7

Forward and spot rates represent average of monthly rates

For the quarter

- Despite lower yield, treasury income was only marginally lower due to increase in average invested cash
- Forward contract gain is ₹104 Mn, favorable QoQ movement of INR 15 Mn mainly from EUR and AUD contracts
- Unrealized Fx Gain in Q3 is mainly from favorable restatement impact in India & UK

Hedge Book



- Due to volatility in major currencies (USD, GBP, EUR, CAD and AUD), the company follows the policy to hedge up to 80% of net inflows for the rolling 12 months.
- On the current forward contracts, the company has following position for the next 12 months at current spot rates:
 - Outstanding Forward Contract as on 31st Dec'21 ~ **\$ 157 Mn**
 - If the spot rate remains at same level (as at 31st Dec'21), forex gain on current forward contracts could be **~\$9.3 Mn**



Cyient Metrics
(Excluding
Design Led
Manufacturing)

Cyient Metrics (Excluding Design Led Manufacturing) (1/3)

By Geography (%)

	Q3 FY22	Q2 FY22	Q3 FY21
Americas	54.2%	52.8%	53.1%
Europe, Middle East, Africa	28.1%	27.5%	28.2%
Asia Pacific (including India)	17.8%	19.7%	18.6%

By Business Unit (%)

	Q3 FY22	Q2 FY22	Q3 FY21
Transportation total	36.9%	38.4%	39.1%
Aerospace	25.9%	25.8%	25.3%
Rail transportation	11.0%	12.6%	13.8%
C&U total	35.2%	35.3%	35.8%
Communications	27.3%	27.3%	29.5%
Utilities	7.9%	8.0%	6.2%
Portfolio total	27.9%	26.3%	25.1%

Onsite/offshore Split (%)

	Q3 FY22	Q2 FY22	Q3 FY21
Onsite	48.7%	50.3%	53.1%
Offshore	51.3%	49.7%	46.9%

Cyient Metrics (Excluding Design Led Manufacturing) (2/3)

Currency Mix (%)

	Q3 FY22	Q2 FY22	Q3 FY21
USD	53.9%	50.8%	52.3%
EURO	11.9%	13.1%	14.4%
GBP	9.4%	9.4%	9.7%
AUD	10.9%	13.4%	12.0%
Others	13.9%	13.4%	11.6%

Utilization (%)

	Q3 FY22	Q2 FY22	Q3 FY21
Utilization	86.2%	85.0%	80.9%

Account Receivables (in Days)

	Q3 FY22	Q2 FY22	Q3 FY21
DSO Total	75	80	93
- Billed	51	54	68
- Unbilled	24	26	25

Cyient Metrics (Excluding Design Led Manufacturing) (3/3)

Top Clients: Revenue Contribution (%)

	Q3 FY22	Q2 FY22	Q3 FY21
Top 5	31.5%	33.0%	35.3%
Top 10	44.3%	45.6%	47.0%

No. of Million \$ Clients

	Q3 FY22	Q2 FY22	Q3 FY21
20 Mn+	3	3	3
10 Mn+	10	10	8
5 Mn+	27	24	23
1 Mn+	77	76	77
New Clients Added	10	17	13

Employee

	Q3 FY22	Q2 FY22	Q3 FY21
Total Headcount	12,173	12,035	11,559
Technical & Pool	11,240	11,149	10,669
Non-Technical	333	312	327
Support	600	574	563



**Cyient Metrics
(Design Led
Manufacturing)**

Cyient Metrics (Design Led Manufacturing) (1/3)

Income Statement - Abridged (In ₹ Mn)

	Q3 FY22	Q2 FY22	Q3 FY21
Net Revenue	2,161	1,888	1,921
Direct Salaries & other costs	291	278	270
Material Cost	1,578	1,330	1,319
Gross Profit	292	280	333
SG&A	96	85	64
Depreciation & amortisation	66	67	65
EBIT	130	129	204
Others	-71	-14	-33
Profit Before Tax	60	115	170

By Geography (%)

	Q3 FY22	Q2 FY22	Q3 FY21
Americas	26.7%	29.5%	30.6%
Europe, Middle East, Africa	12.1%	11.5%	12.5%
Asia Pacific (including India)	61.2%	59.0%	56.9%

Cyient Metrics (Design Led Manufacturing) (2/3)

By Business Unit (%)

	Q3 FY22	Q2 FY22	Q3 FY21
Transportation total	74.6%	65.3%	66.6%
Aerospace	73.8%	63.0%	65.0%
Rail transportation	0.7%	2.3%	1.6%
C&U total	0.3%	0.2%	0.2%
Communications	0.3%	0.2%	0.2%
Utilities	0.0%	0.0%	0.0%
Portfolio total	25.1%	34.5%	33.2%

Currency Mix (%)

	Q3 FY22	Q2 FY22	Q3 FY21
USD	83.5%	40.0%	74.0%
EURO	3.6%	2.0%	2.0%
AUD	0.0%	0.0%	0.0%
Others	12.9%	58.0%	24.0%

Cyient Metrics (Design Led Manufacturing) (3/3)

No. of Million \$ Clients

	Q3 FY22	Q2 FY22	Q3 FY21
5 Mn+	9	8	7
2 Mn+	11	12	12
1 Mn+	16	16	12
New Clients Added	1	1	0

Key Operational Metrics

	Q3 FY22	Q2 FY22	Q3 FY21
Headcount	672	672	628
DSO (in Days)	90	91	68
DPO (in Days)	70	111	75
Customer Advance (in Days)	58	49	37
Inventory (in Days)	156	108	104
Total Cash (₹ Million)	910	784	604

● About Cyient

Cyient (Estd: 1991, NSE: CYIENT) is a global engineering and technology solutions company. As a Design, Build, and Maintain partner for leading organizations worldwide, Cyient takes solution ownership across the value chain to help customers focus on their core, innovate, and stay ahead of the curve. The company leverages digital technologies, advanced analytics capabilities, domain knowledge, and technical expertise to solve complex business problems.

Cyient partners with customers to operate as part of their extended team in ways that best suit their organization's culture and requirements. Cyient's industry focus includes aerospace and defense, healthcare, telecommunications, rail transportation, semiconductor, geospatial, industrial, and energy.

For more information, please visit www.cyient.com. Follow news about the company at @Cyient

Contact Details:

Investor Relations

Mayur Maniyar

M: +91 9224126705

E: mayur.maniyar@cyient.com

Media Relations

Kiran Rajani

M: + 91 9884139184

E: kiran.rajani@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 DLM Private Limited, Cyient Canada Inc.; Cyient Defense Services Inc; Cyient Benelux BV; Cyient Schweiz GmbH; Cyient SRO; AnSem NV; AnSem B.V.; Cyient AB; Integrated Global Partners Pty Limited; Integrated Global Partners Pte. Limited; Integrated Global Partners SpA; IG Partners South Africa (Pty) Ltd and Workforce Delta PTY. LTD.

Partly owned subsidiary: Cyient Solutions and Systems Private Limited.

Joint venture: Infotech HAL Ltd

The income statement and cash flow provided is in the internal MIS format. MIS format is 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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