



CYIENT

ACCELERATING ENGINEERING AND TECHNOLOGY CONVERGENCE

ANNUAL REPORT 2022-23

ACCELERATING ENGINEERING AND TECHNOLOGY CONVERGENCE

Technology is not only about building new solutions; its fundamental purpose is to improve existing conditions and create opportunities for communities to grow and prosper. It is also critical to ensure that the actual design, build, and maintenance aspect is executed in a relevant and sustainable method. By collaborating with our global customers at every step of the process, we at Cyient aim to accelerate engineering and technology convergence to design Digital Enterprise, build an Autonomous World and develop Sustainable products, plants, and processes.

The cover image of this report represents the power of accelerating engineering and technology convergence across product, process, plant and networks. We have used a generative artificial intelligence (Generative AI) tool to visualize the impact of this convergence as we continue to Design Tomorrow Together with our customers and partners.



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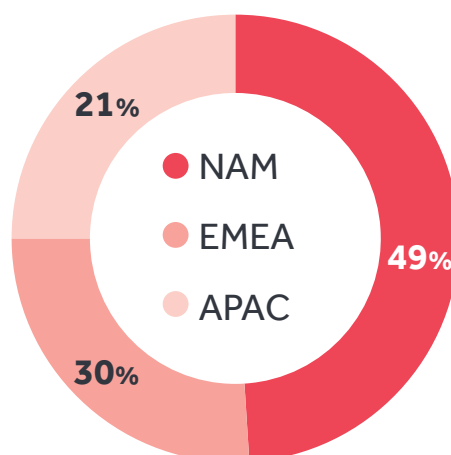
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KEY PERFORMANCE HIGHLIGHTS FY23

In the Financial Year 2023, we recorded our Highest Ever Group Revenue of **INR 6,015.9 crores**, a growth of **32.7% YoY**, and the Highest Ever Normalised Group EBIT at **INR 767.7 crores**, a growth of **21.9% YoY**. Our Group Order Intake stood at **INR 5,807.8 crores**, with a YoY growth of **23.5%**. We also registered our Highest Ever Normalised Net Profit at **INR 565.1 crores**, with YoY growth of **8.2%**. Core Services* Utilization also saw its highest-ever levels at **85.8%**, with a YoY increase of **60 bps**.

We expanded our capabilities and diversified our portfolio this financial year through the acquisitions of Citec and Grit in the Sustainability vertical, Celfinet in Connectivity, and a Strategic Buyout in Automotive.

Consolidated Revenue Segmentation by Geography



Group Revenue

₹ **6,015.9 Cr.**

(Growth of 32.7% YoY)

(US\$746.3 Mn, a growth
of 22.7% YoY)

Dividend Payout

50.9 %

on Normalised PAT

(Highest ever dividend
of ₹26 per share)

Normalized PAT

₹ **565.1 Cr.**

(US\$ 70.1 Mn)

Growth of 8.2% YoY

Normalized EBIT

₹ **767.7 Cr.**

(US\$ 95.2 Mn; Normalized
EBIT margin of 12.8%)

Services Revenue

₹ **5,095.7 Cr.**

(Growth of 35.8% YoY)

(US\$ 632.4 Mn,
growth of 25.6% YoY)

Normalized
Free Cash Flow

₹ **546.7 Cr.**

(US\$ 67.8 million)
Conversion at 50.8%

GLOBAL FOOTPRINT

At Cyient, we are committed to accelerating the convergence of Engineering and Technology to meet our customers' evolving needs. As technology disruptions reshape industries, we are focused on delivering innovative and sustainable solutions for our customers. We embrace change and continuously direct our attention to meet evolving customer and market dynamics.

16,000+
ASSOCIATES

22
COUNTRIES

250+
CUSTOMERS





Map is indicative and not to scale



Global Presence



Global Headquarters

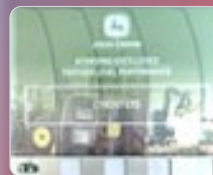


AWARDS AND RECOGNITIONS FY23

From Customers



Received the Enrico Apex Award for our strategic contributions in scaling up and supporting Bosch Global Software Technologies globally



Conferred with the 'Partner' status by John Deere for the high standards set in the supply chain charter for quality, cost, and innovation.

From Analysts and Industry Bodies



Recognized as the 'Rising Star' For Managed Services in the US region in ISG Provider Lens™ 2022 report on the Internet of Things – services and solutions

Named as a 'Leader' in the ISG Provider Lens Quadrant study on Digital Engineering Services in Intelligent Operations



Featured in the Leader quadrant (Established & Expansive) on the overall ER&D services ratings from Zinnov Zones 2022



Named as one of the Top 15 Engineering Services Providers of the Year in Everest Group's Peak Matrix

Recognized as a Major Contender in the first edition of Everest Group's PEAK Matrix® for Digital Product Engineering Service Provider 2022

Everest Group's Peak Matrix® 2022 - Major Contender in Industry 4.0 Services and for Connected Medical Device Services

Others



Dr. B.V.R. Mohan Reddy was recognized at the recent Outlook Business Icons Awards with the '**Lifetime Achievement Award**'

Awarded a Gold EcoVadis Medal for our Ethics, Labour, Human Rights, Environment and Business Sustainability practices and efforts

The integrated campaign for the Mirror into the Megatrends report was awarded the "Marketing Campaign of the Year" by ET Ascent

Certified as a "Great Place to Work" in India. Reinforces our commitment to making Cyient a destination for talent and innovation

Received the Brandon Hall Group Excellence Award in the L&D Category for 'The Best Advance in Creating a Learning Strategy'

Received an award for 'Digital Learning Transformation' at the 11th Edition Future of L&D Summit and Awards 2023

The Cyient Foundation was conferred with the Gold Awards for Quality Education and our Go Green Initiative at the National CSR Summit and Awards 2022

MESSAGE FROM THE NON-EXECUTIVE CHAIRMAN



Dear Shareholders,

Cyient had a very good Financial Year 2022/23. The company has grown its business despite declining economic trends across the world, has built new capabilities, enhanced product and service offerings, and widened its geographical footprint. With the pandemic having receded in most parts of the world, Cyient has also found new ways of hybrid working, explored new avenues, and met fresh challenges. It has been a year of both consolidation and discovering new horizons.

Cyient's financial performance during the year under review has been consistent and positive in terms of growth and profitability. This has been possible due to good leadership and a focused team effort across all company parts, subsidiaries, and associates. The Board has recommended the highest dividend thus far in Cyient's history. Good governance and openness to embracing good industry practices and taking the lead in many areas continue to build the company's strength and have been the hallmark of the year's activity. The relentless focus on large orders and offering design-led manufacturing solutions have resulted in a good order book as we start the year ahead.

MM Murugappan

Non-Executive Chairman