



22 July 2024

BSE Limited
PJ Towers, 25th Floor,
Dalal Street,
Mumbai 400001.
Scrip Code: 543933

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

SUB: Investor Presentation for the quarter ended 30 June 2024

Please find enclosed investor Presentation issued by the company on the financial results for the quarter ended 30 June 2024.

The above announcement will be made available on the Company's website www.cyientdlm.com.

For **Cyient DLM Limited**

S. Krithika
Company Secretary & Compliance Officer

Cyient DLM Limited

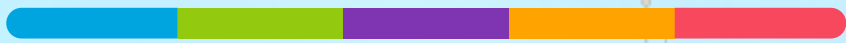
Mysore Office
Plot no.347, D1 &2, KIADB
Electronics City, Hebbal Industrial
Area, Mysore 570 016,
Karnataka, India

Registered Office
Plot No.5G, Survey No.99/1
Mamidipalli Village,
GMR Aerospace & Industrial Park,
Rajiv Gandhi International Airport
Shamshabad, Hyderabad – 500 108

www.cyientdlm.com
Company.Secretary@cyientdlm.com
T: +91 8214282222/4004500
F: +91 8214000369
CIN: L31909TG1993PLC141346



INVESTOR PRESENTATION Q1 FY25



CONFIDENTIALITY STATEMENT

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TODAY'S PRESENTERS



Krishna Bodanapu
Chairman



Anthony Montalbano
Chief Executive Officer



Shrinivas Kulkarni
Chief Financial Officer



Business Overview



Finance Updates

BUSINESS HIGHLIGHTS

Key Wins & Pipeline

Added 4 Global New Logos in Q1:

- Global semiconductor company, providing electronic manufacturing
- Won a transfer project from a global Defense OEM
- Med-tech company with focus on building diagnostic equipment for global market.
- Large Defense and Aerospace company

Pipeline: Large deals in pipeline at advanced stages



Awards

Awarded Honeywell's one of only three supplier awards, at strategic supplier summit in North Carolina Charlotte

Strategic Updates

- Strengthened the Technology organization with key investments in B2S capabilities
- Expanded our manufacturing facility in Mysore to cater to strategic growth in key clients
- Strengthened India Market focus with investment in India Sales team and India Defense segment



INDUSTRY OUTLOOK AND UPDATE



Aerospace & Defense

- Strengthened the segment with few new logo wins and strategic wins in key clients
- Focus on building ITAR capability to be able to expand to US Defense segment
- Focus on further strengthening our presence in India Defense segment



Medical and Healthcare

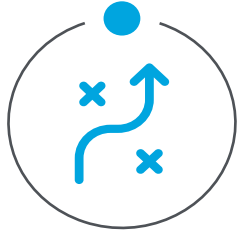
- Strengthened sales focus on expand presence in Medical segment
- Added a new logo in the Medical segment, focus on building a strategic relationship with the client
- Focus on expanding on other medical customer by leveraging our Cyient Services relationship



Industrial

- Focused on expanding into Industrial segments of our key clients
- New logo added to strengthen the engagement in this segment, our focus will be to build the relationship strategically
- Continuing to strengthen capabilities in Industry 4.0

OUR GROWTH STRATEGY



Strengthen Current Business

- Large Deals: Building strategic engagements through large deals.
- Focus in India Defense: by strengthening Defense sales team
- Build to Specification: Strengthen B2S offerings across verticals



Inorganic Expansion

- Target inorganic expansion strategy for:
 - Client proximity and geographic footprint
 - Accessing target clients
 - Expanding our capabilities
- Looking for acquisition in NAM, EMEA



New Industries New Geographies

- New Geographies: Look to tap growing EMS destinations
- New Industries: Strategize entering disruptive industries like Electric vehicles.

**Business
Overview**

**Finance
Updates**

DASHBOARD – Q1 FY25



REVENUE

₹ 2,579 Mn

18.8% YoY



EBITDA

₹ 200 Mn

Flat YoY



PAT

₹ 106 Mn

97.7% YoY



Order Backlog

₹ 21,267 Mn

-438 Mn QoQ



EBITDA Margin

7.8%

-145 bps YoY

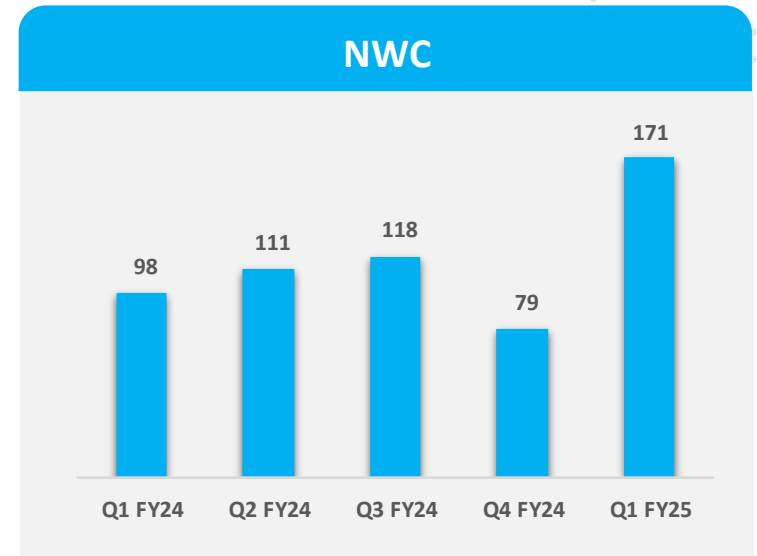
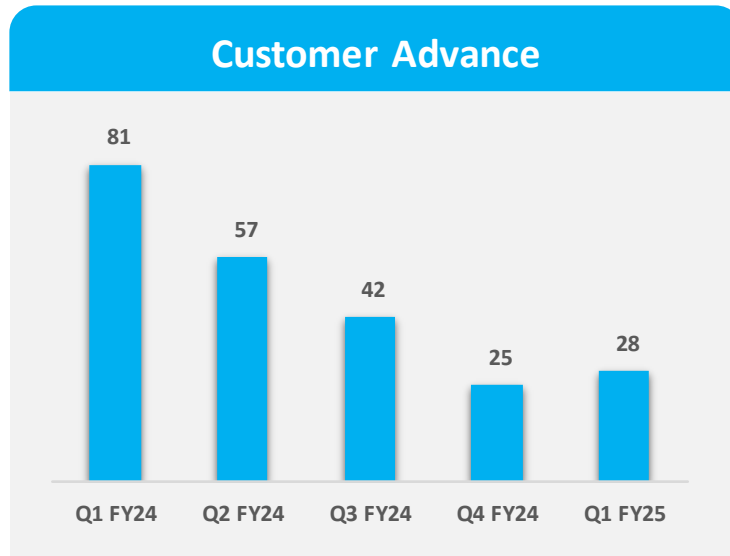
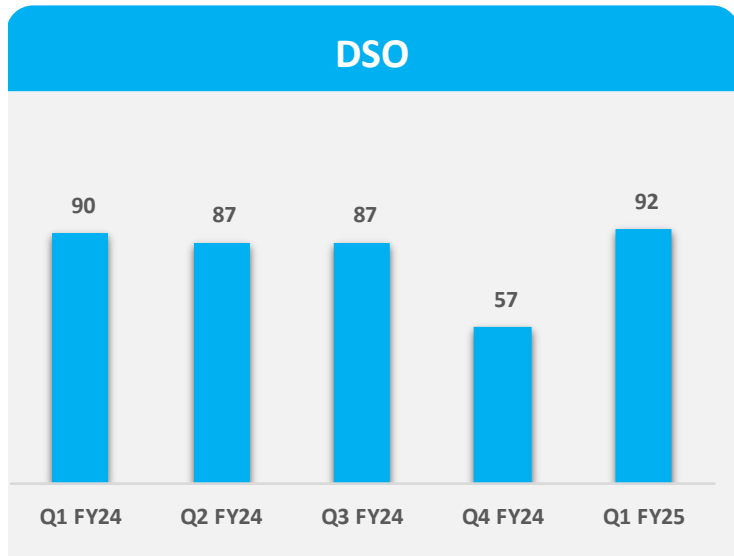
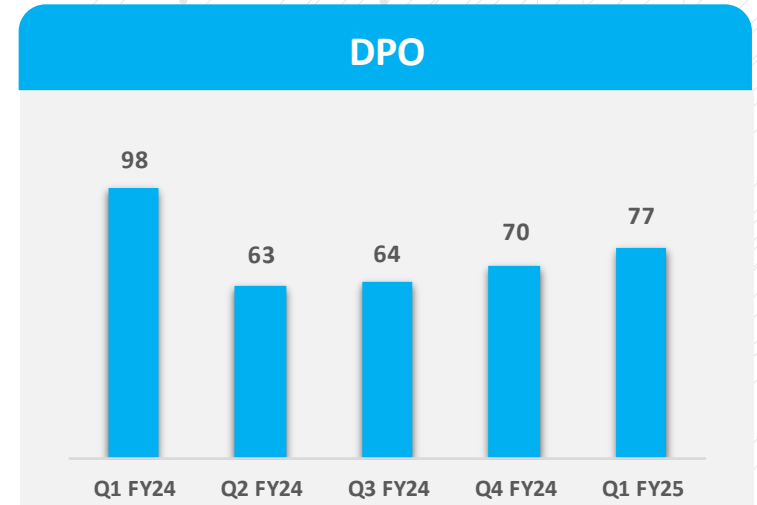
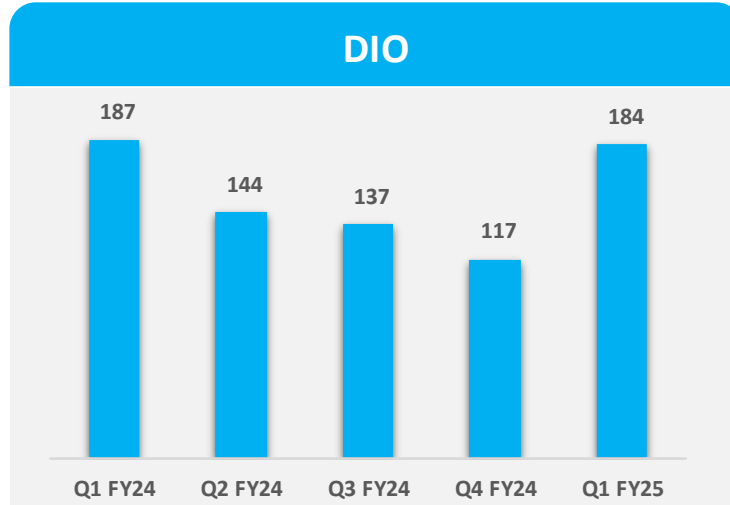
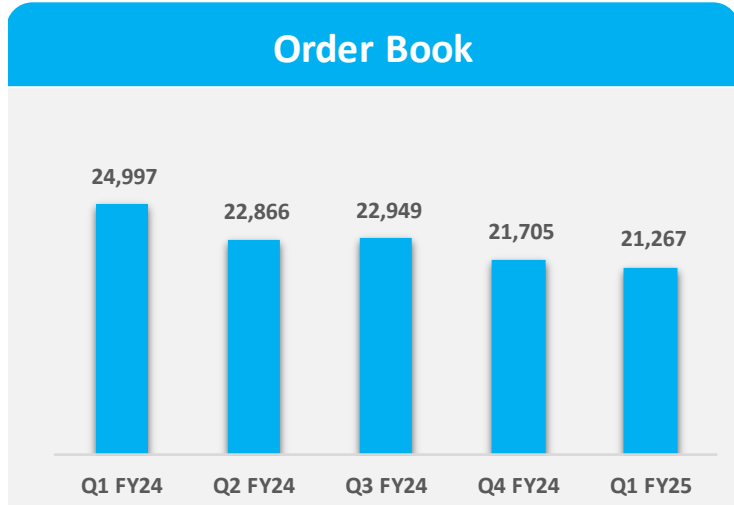


PAT Margin

4.1%

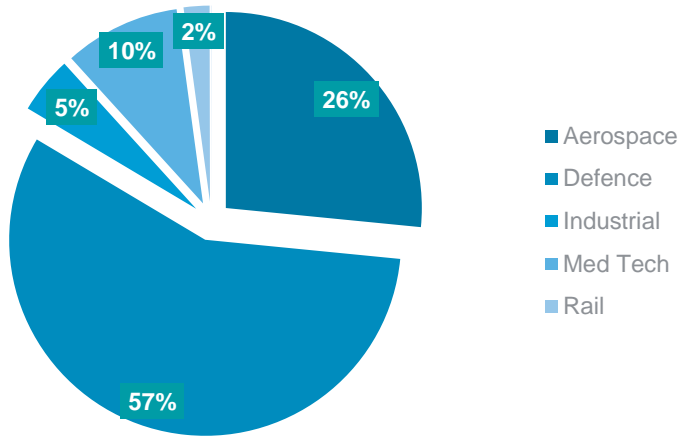
164 bps YoY

KEY KPI's TREND



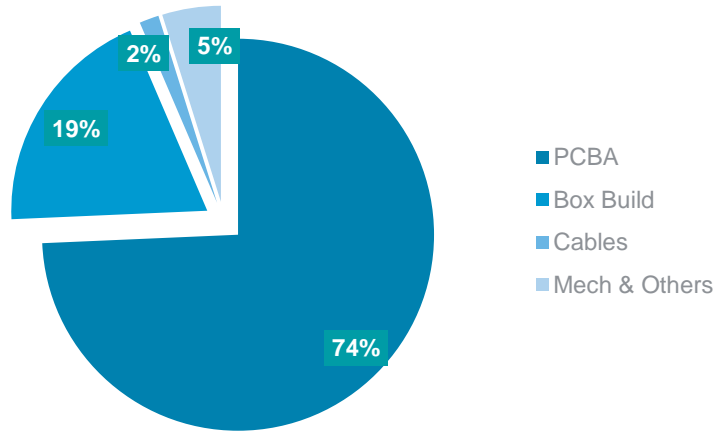
Q1 FY25 REVENUE SHARE

INDUSTRY



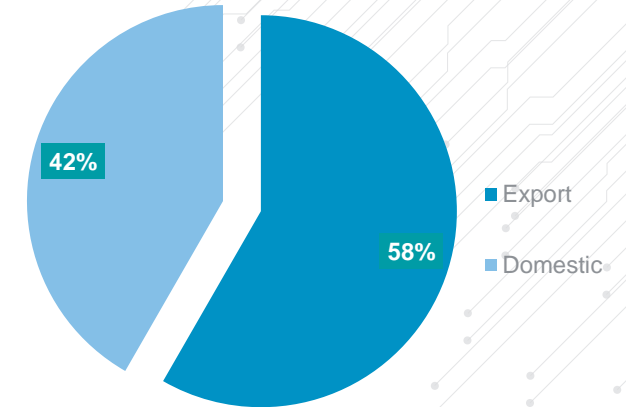
- Defense segment YoY growth at 79.6%
- Aerospace Segment YoY growth at 78.1%
- Demand drop led to degrowth in Industrial of 81.6% YoY, while Med-Tech posted 16.1% growth YoY

PRODUCT CATEGORY



- PCBA business share continues to remain high across industry segments
- Precision Machining Revenues are included in Others (0.8%)

MIX



- Export share of business continues to be higher from increased demand in Aerospace & Defense customers
- Domestic business Mix of 42% is primarily contributed from Defense segment

FINANCIALS - DETAILED

₹ Mn

Details	Q1 FY25	Q1 FY24	YoY
Revenue	2,579	2,171	18.8%
Material cost	1,927	1,628	18.4%
Employee Cost	328	244	34.2%
Other Expense	124	99	24.5%
EBITDA	200	200	0.0%
EBITDA %	7.8%	9.2%	-145 bps
D&A	67	48	38.6%
Finance cost	80	91	-11.6%
Other income	89	9	874.9%
Profit before Tax	142	70	102.6%
Tax	36	16	118.9%
Profit after Tax	106	54	97.7%
PAT %	4.1%	2.5%	164 bps

- ❑ Strong revenue growth at 18.8% YoY.
- ❑ EBITDA at same levels of Q1 FY'24.
- ❑ Employee costs & Other expenses are higher due to planned SG&A investments.
- ❑ PAT growth of 97.7% YoY contributed positively by Revenue Growth and other income.

IPO PROCEEDS UTILIZATION

Amount in ₹Mn

Objects of the Issue	Amount to be utilized	Utilization (Actuals)	Utilization %
Funding incremental working capital requirements of our Company	₹ 2,911 ₹	₹ 926	31.8%
Funding capital expenditure of our Company	₹ 436 ₹	₹ 18	4.1%
Repayment/ prepayment, in part or full, of certain of our borrowings	₹ 1,609 ₹	₹ 1,609	100.0%
Achieving inorganic growth through acquisitions	₹ 700 ₹	-	0.0%
General corporate purposes	₹ 934 ₹	-	0.0%
Total - INR Mn	₹ 6,590 ₹	₹ 2,552	38.7%



CYIENT
DLM

THANK YOU

www.cyientdlm.com