



21 October 2024

BSE Limited  
PJ Towers, 25<sup>th</sup> 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 and half-year ended 30 September 2024**

Please find enclosed investor Presentation issued by the company on the financial results for the quarter and half-year ended 30 September 2024.

The above announcement will be made available on the Company's website [www.cyientdml.com](http://www.cyientdml.com).

For **Cyient DLM Limited**

A handwritten signature in blue ink, appearing to read "S. Krithika".

**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

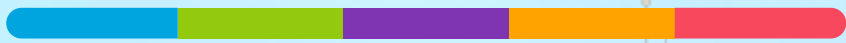
**Registered Office**  
Plot No.5G, Survey No.99/1  
Mamidipalli Village,  
GMR Aerospace & Industrial Park,  
Rajiv Gandhi International Airport  
Shamshabad, Hyderabad – 500 108

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CIN: L31909TG1993PLC141346



# INVESTOR PRESENTATION

## Q2 FY25



# CONFIDENTIALITY STATEMENT

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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.

# TODAY'S PRESENTERS

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**Krishna Bodanapu**  
Chairman



**Anthony Montalbano**  
Chief Executive Officer



**Shrinivas Kulkarni**  
Chief Financial Officer



# Business Overview



# Finance Updates

# ACQUISITION OF ALTEK ELECTRONICS

**Altek Electronics, Inc.** is an EMS company focused on PCB Assemblies (PCBA), Box Builds and Cable Harnesses

- Founded in **1972**
- Headquartered in **Connecticut – USA**
- Major Key Certification : **ITAR**
- Manufacturing Setup : ~ **80,000 SQFT**
- Total Employees : **209**
- **Financial:** CY 23 Revenue : **\$ 37.2 M** and EBITDA Margin : **10.5%**

## Focus Markets



Defense



Industrial



Medical



## Key Certifications



ISO  
9001



AS9100D



ITAR



IPC-260

# OUR RATIONALE FOR ACQUISITION OF ALTEK ELECTRONICS



- Nearshore to our US clients
- Tap into US Defense market

- Clients in US Defense
- Cyient current / potential clients have strong play in US market.

- Strengthen capability in Medical and Industrial
- ITAR Certified facility
- Increased Build to Specification Capabilities

# BRIEF ABOUT ALTEK ELECTRONICS

## Manufacturing Capabilities

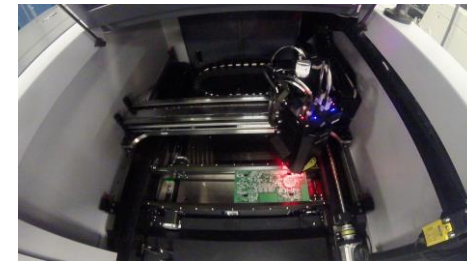


### Core Capabilities

- PCBA manufacturing, including through-hole and surface-mount technologies
- High-mix, low- to mid-volume production expertise
- Engineering support for complex assemblies
- Prototyping, new product introduction (NPI), and full product lifecycle management

### Advanced Manufacturing Capabilities

- Focus on precision, quality control, and advanced inspection methods (AOI, X-ray)
- Automated assembly and testing services
- Experience in handling complex, multi-layer boards





# BUSINESS HIGHLIGHTS

## Key Wins & Pipeline

### Added 2 Global New Logos in Q2:

- Premier defense PSU in India, specializing in missile systems and allied defense equipment
- Global oilfield services company



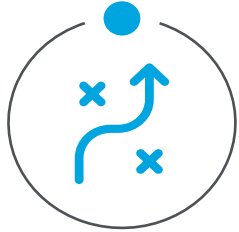
**Access to multiple fortune 500 clients through acquisition**

## Awards



Honored by IPC for significant contributions to the industry's mission to Build Electronics Better and active engagement with IPC throughout the 2023

# 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

**Focus on large OEMs**



## Inorganic Expansion

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

**Acquisition of Altek will add revenues from Q3FY25**



## New Industries New Geographies

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

**Nearshore location in US  
Access to ITAR work for US  
Defense**

**Business  
Overview**

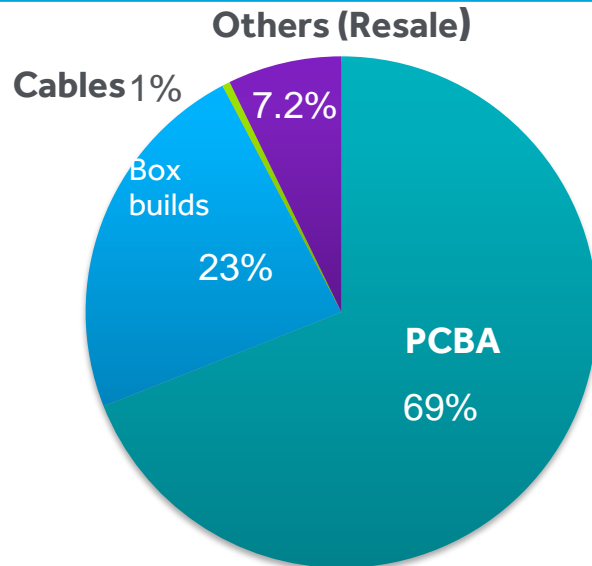
**Finance  
Updates**

# FINANCIALS HIGHLIGHTS – ACQUISITION IMPACT

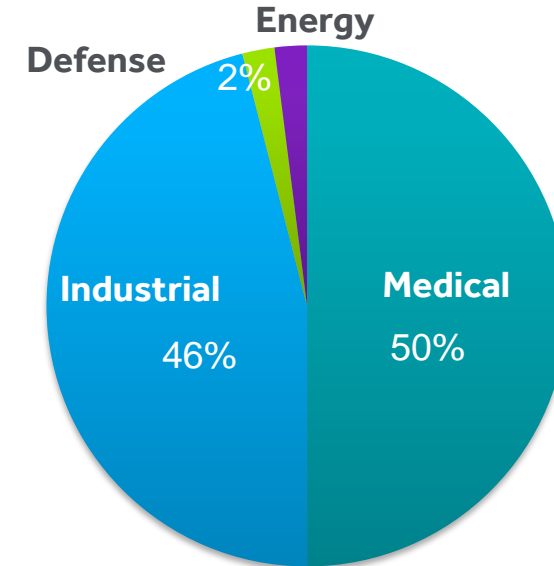
## Valuation

- Upfront payment of \$23.4 Mn
- Two earnout's for the next consecutive years, capped at \$ 5.85 Mn
- Total Estimated Payout at \$ 29.2 Mn (at max payout)
- Double digit EBITDA and ROCE >15%
- Acquisition will be EPS accretive from FY26

### Revenue by Service Type



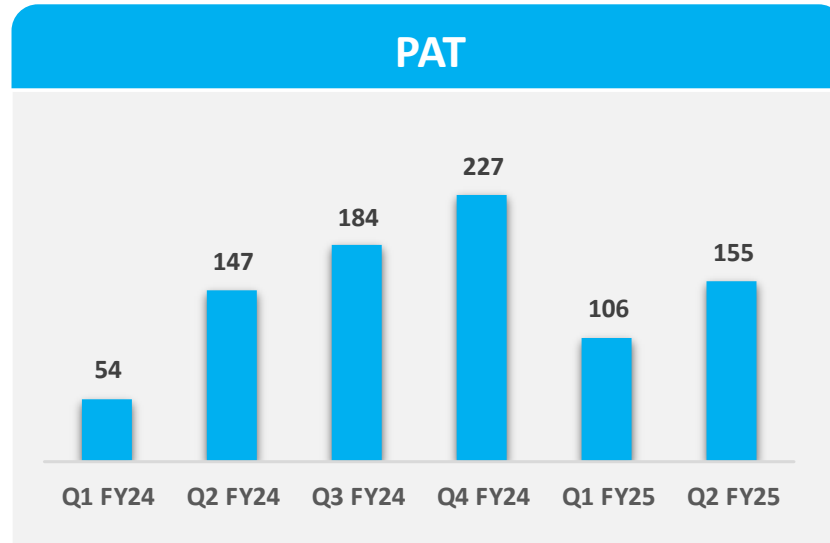
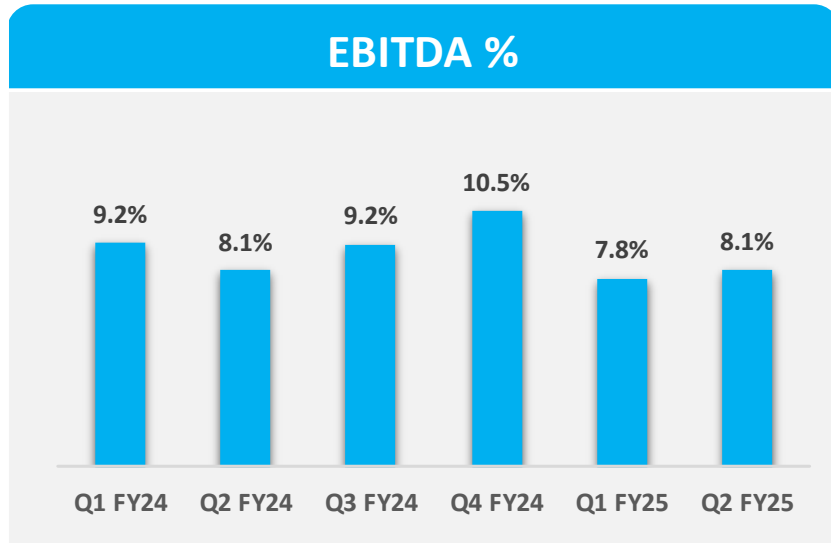
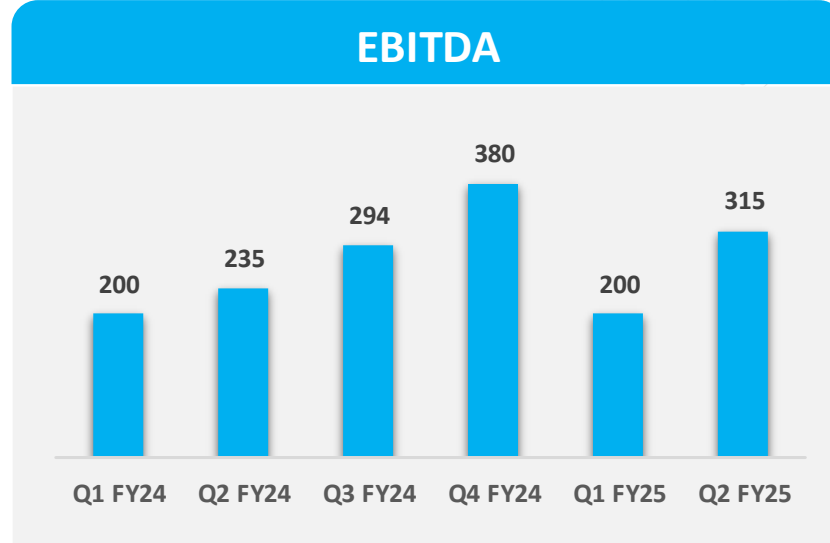
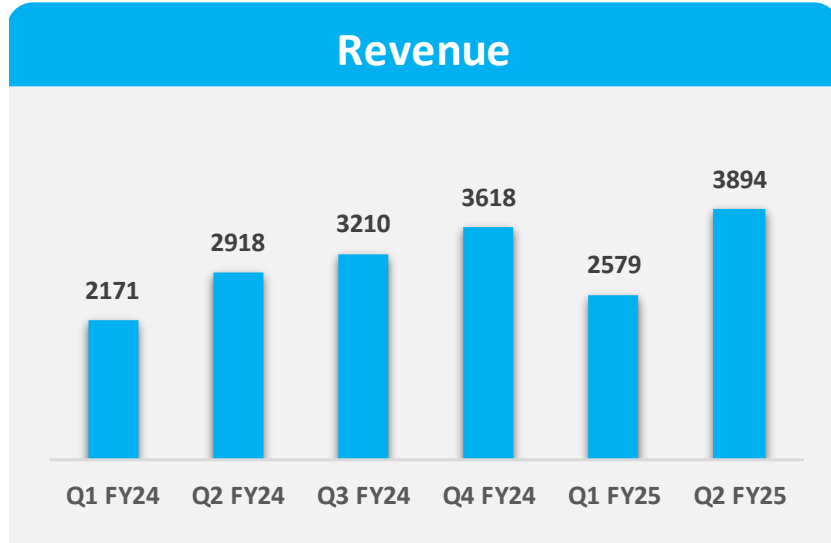
### Revenue by Industry



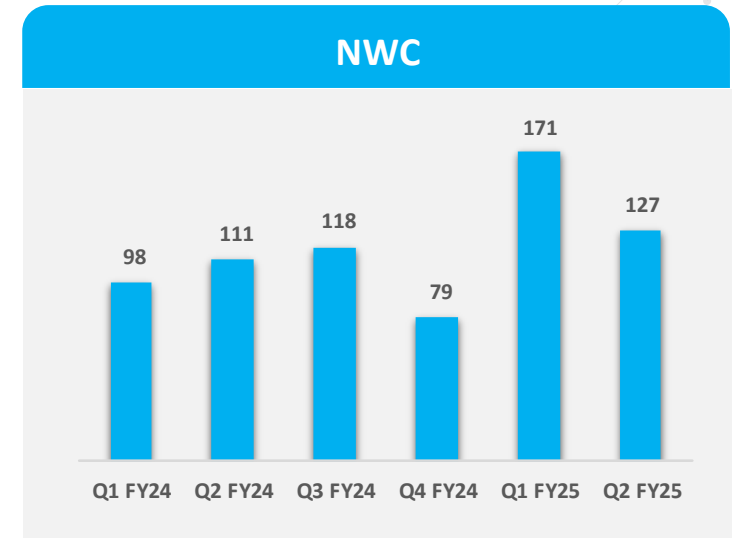
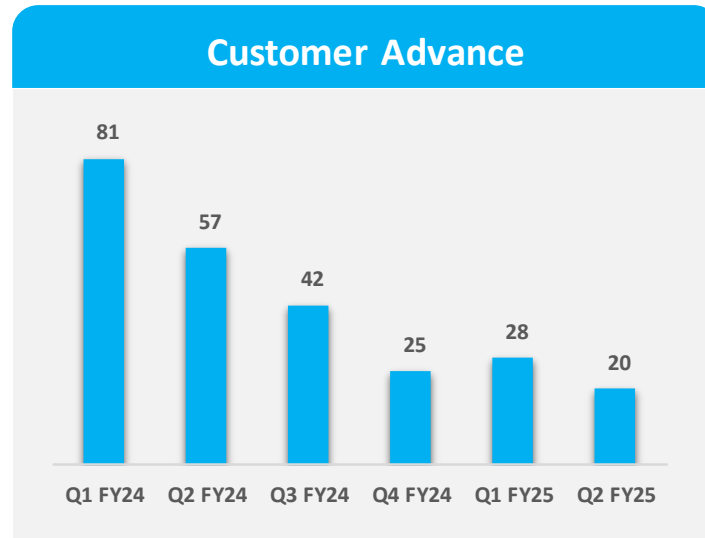
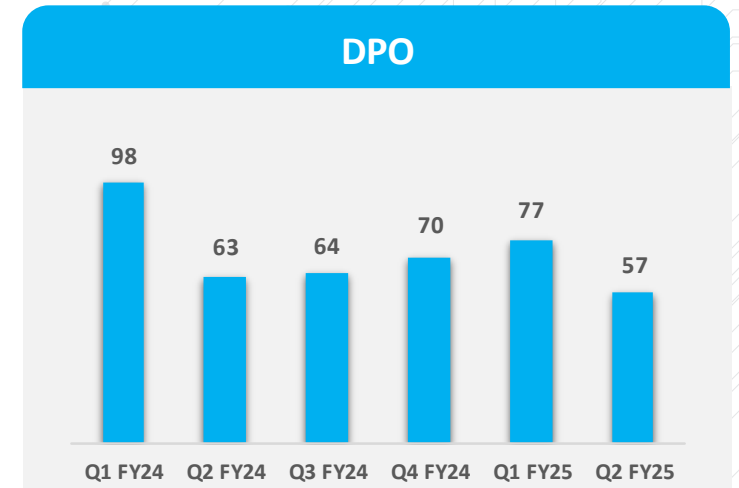
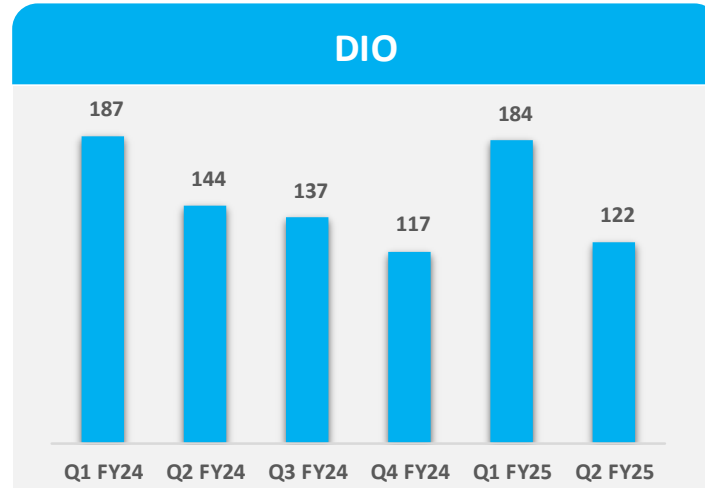
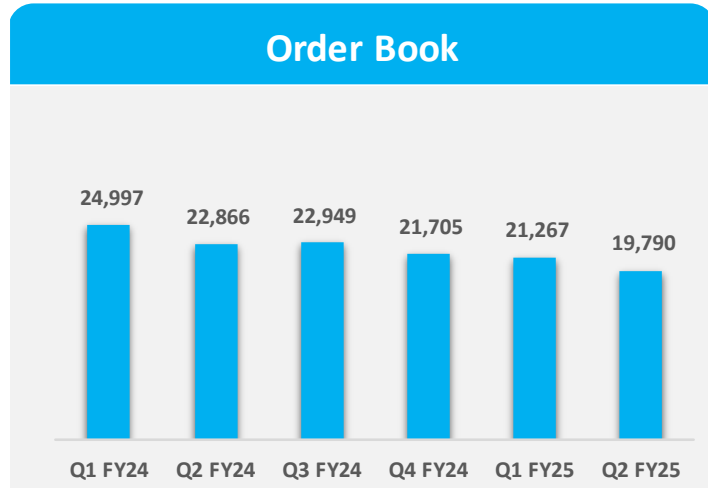
# DASHBOARD – Q2 FY25

**REVENUE****₹ 3,894 Mn****33.4% YoY****EBITDA****₹ 316 Mn****34.4% YoY****PAT****₹ 155 Mn****5.5% YoY****Order Backlog****₹ 19,790 Mn****-1,477 Mn QoQ****EBITDA Margin****8.1%****6 bps YoY****PAT Margin****4.0%****-105 bps YoY**

# KEY KPI's TREND

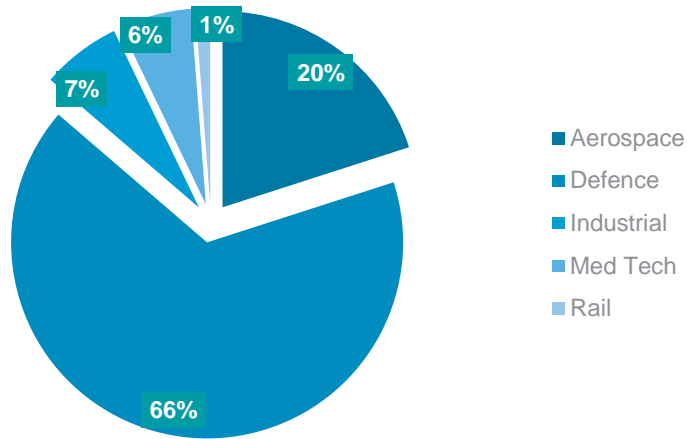


# KEY KPI's TREND



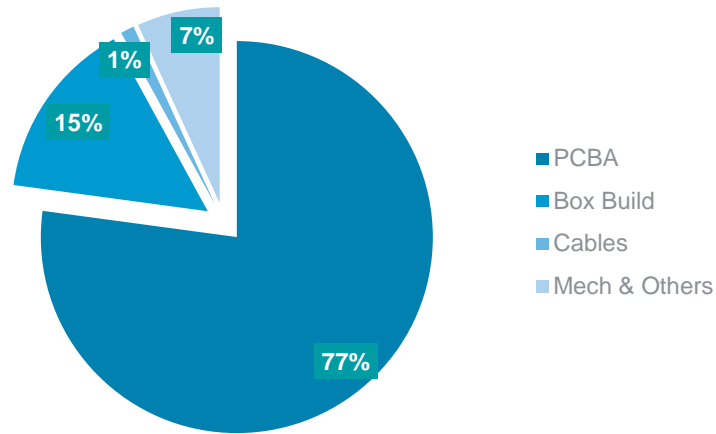
# Q2 FY25 REVENUE SHARE

INDUSTRY



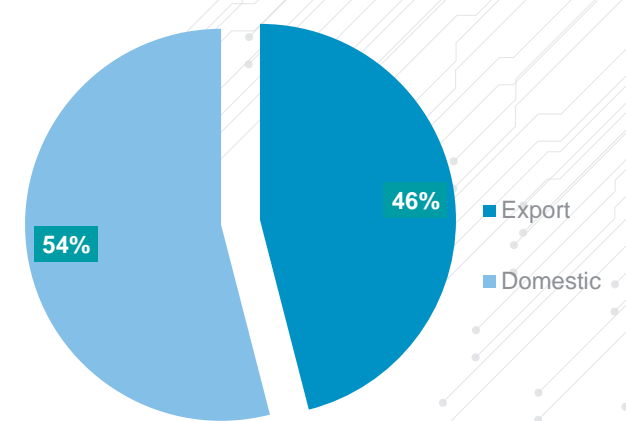
- Defense segment YoY growth at 82%
- Aerospace Segment YoY growth at 20%
- Key customer's demand drop led to degrowth in Industrial of 55% YoY, while Med-Tech posted 9% growth YoY

PRODUCT CATEGORY



- PCBA business share continues to remain high across industry segments with 57% YoY growth
- Box Build YoY growth stands at 17%
- Precision Machining Revenues are included in Others (4.2%)

MIX



- Export share of business continues to be higher from increased demand in Aerospace & Defense customers outside of India
- Domestic business Mix of 54% is primarily contributed from Defense segment



## FINANCIALS - DETAILED

Amount in ₹ Mn

Details	Q2 FY25	Q2 FY24	YoY	H1 FY25	H1 FY24	YoY
<b>Revenue</b>	<b>3,894</b>	<b>2,918</b>	<b>33.4%</b>	<b>6,473</b>	<b>5,090</b>	<b>27.2%</b>
Material cost	3,092	2,312	33.8%	5,019	3,940	27.4%
Employee Cost	336	267	25.7%	664	511	29.8%
Other Expense	150	104	44.4%	274	204	34.7%
<b>EBITDA</b>	<b>316</b>	<b>235</b>	<b>34.4%</b>	<b>516</b>	<b>435</b>	<b>18.6%</b>
<b>EBITDA %</b>	<b>8.1%</b>	<b>8.1%</b>	<b>5 bps</b>	<b>8.0%</b>	<b>8.6%</b>	<b>-58 bps</b>
D&A	69	55	25.5%	136	103	31.6%
Finance cost	110	76	44.6%	190	167	14.0%
Other income	71	93	23.5%	160	102	56.9%
<b>Profit before Tax</b>	<b>209</b>	<b>198</b>	<b>5.7%</b>	<b>350</b>	<b>267</b>	<b>31.0%</b>
Tax	54	51	6.4%	90	67	33.6%
<b>Profit after Tax</b>	<b>155</b>	<b>147</b>	<b>5.4%</b>	<b>260</b>	<b>200</b>	<b>30.2%</b>
<b>PAT %</b>	<b>4.0%</b>	<b>5.0%</b>	<b>-105 bps</b>	<b>4.0%</b>	<b>3.9%</b>	<b>9 bps</b>

- ❑ Strong Revenue growth: Q2 33.4% YoY, H1 27.2% YoY.
- ❑ Employee costs & Other expenses are higher due to planned investments in SG&A and Manufacturing overheads.
- ❑ H1 EBITDA growth @ 18.6% YoY.
- ❑ H1 PAT growth of 30.2% 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	₹	1,313	45.1%
Funding capital expenditure of our Company	₹	436	₹	29	6.7%
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	₹	975	₹	-	0.0%
<b>Total - INR Mn</b>	<b>₹</b>	<b>6,631</b>	<b>₹</b>	<b>2,951</b>	<b>44.5%</b>



**CYIENT**  
**DLM**

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**THANK YOU**

[www.cyientdlm.com](http://www.cyientdlm.com)