

Cigniti Technologies Ltd.

Investor Update

Q1FY22

- » The Company accelerated its revenue in the current quarter by 13.4% to Rs. 264.36 Cr. in comparison to previous quarter.
- » The revenue growth has gained momentum with a healthy Run Rate in June of Rs. 92.54 Cr (USD 12.55 Mn.) and good order book.
- » The Company during the quarter has won 28 new clients.
- » Notable client addition includes two clients with a TCV (\$ 14.1 Mn.) signed on outcome-based model
- » The Company has invested in additional manpower in line with its business transformation initiatives and commencement of outcome-based contract, which has subdued the EBITDA.
- » EBITDA for the June quarter was at Rs 24.31 crore and EBITDA margin stood at 9.2%.
- » The Company expanded its footprint with opening offices in Singapore and Czech Republic and representative offices in Mumbai and Chennai inline with business plan.

264.36
Revenue (INR in Cr.)

9.2%
EBITDA

7.7%
PAT

52 Days
DSO

230+
Active Clients
50+ Fortune 500 Clients

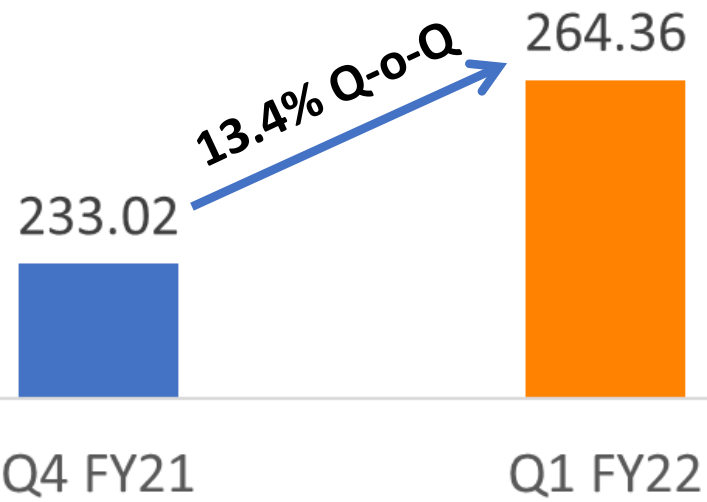
10+
Delivery Locations

Offices in
9
Countries

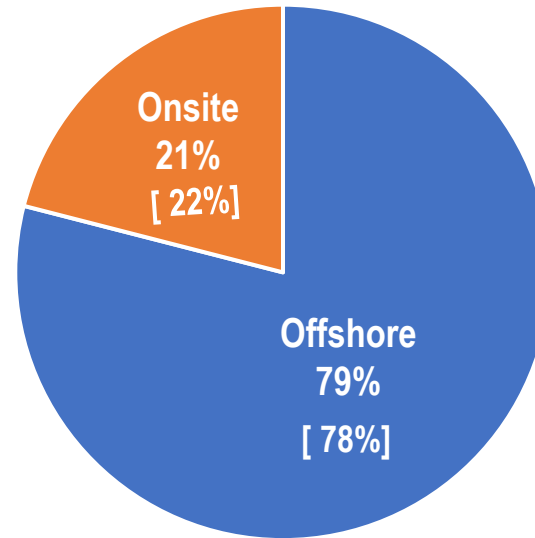
3500+
Cignitians

Q1 FY22 Financials (INR in Cr.)

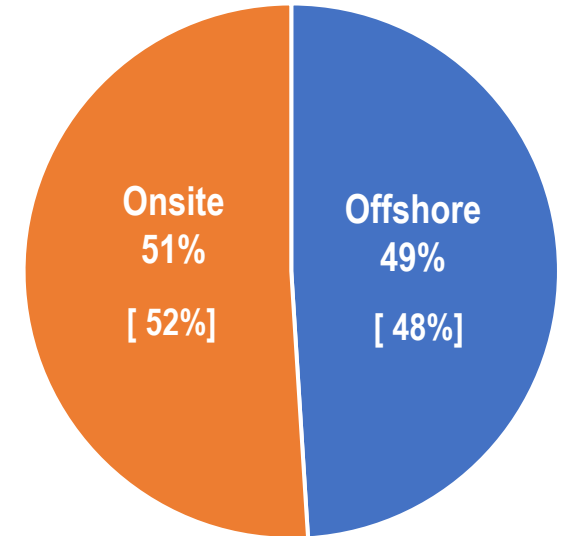
Revenue



Q1 Resource Mix

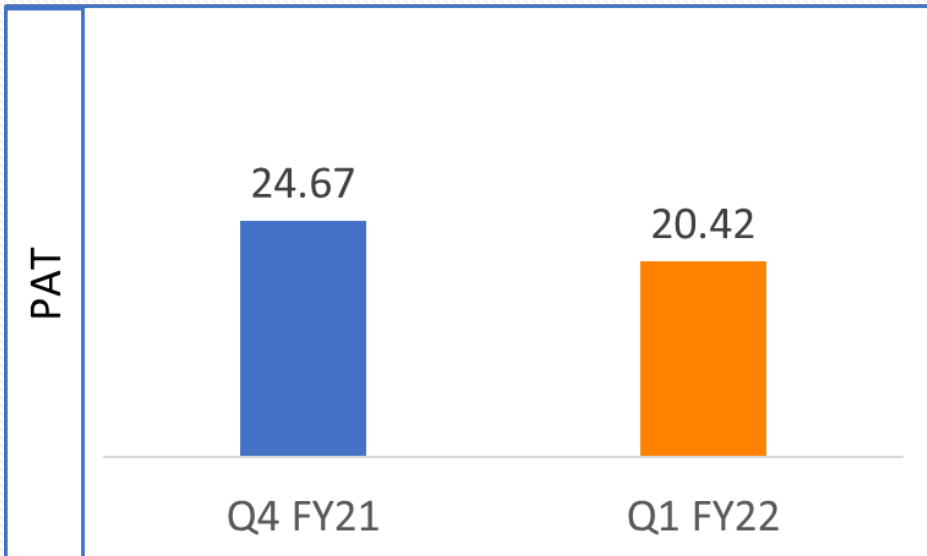
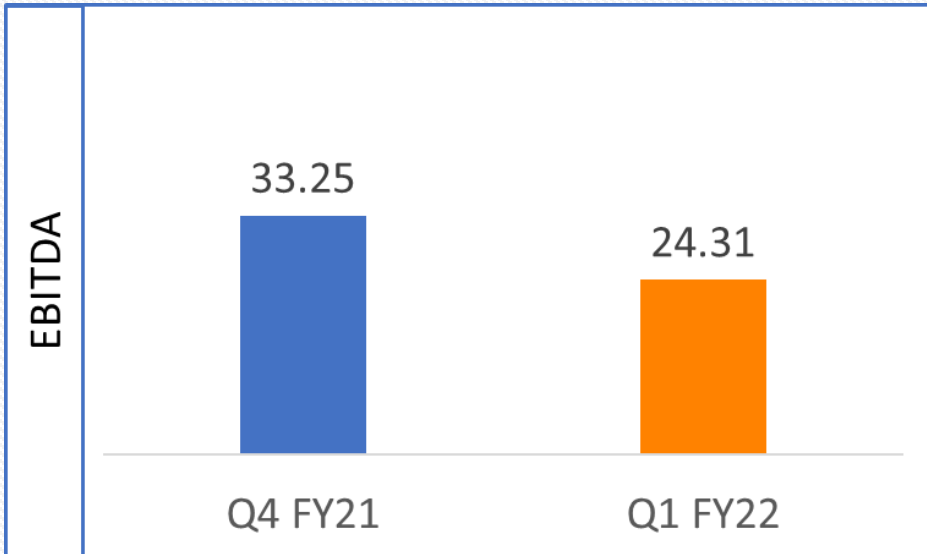


Q1 Revenue Mix



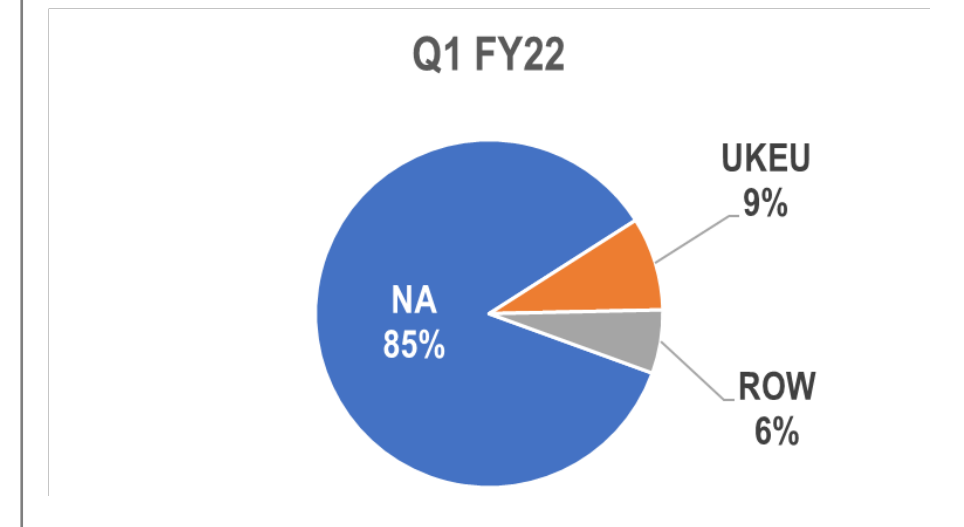
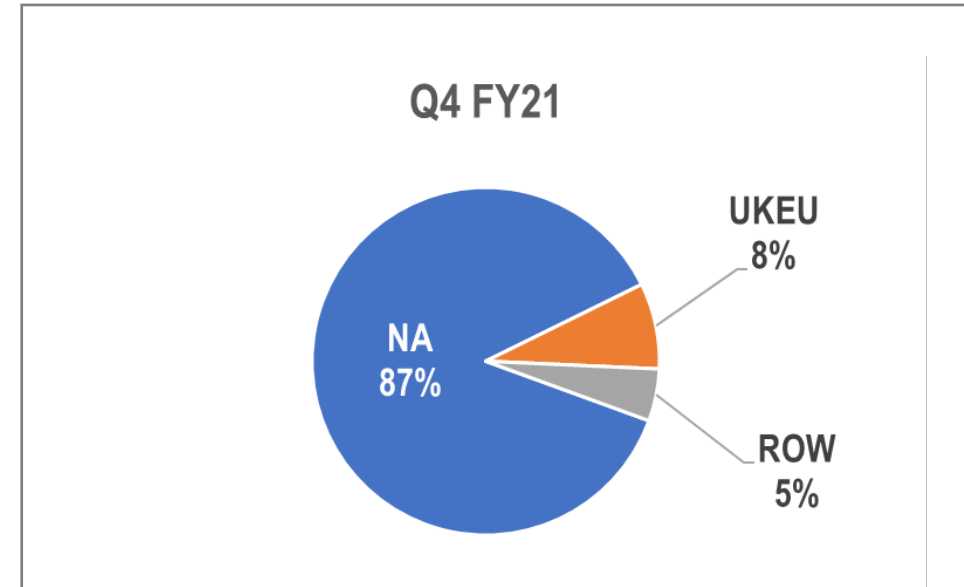
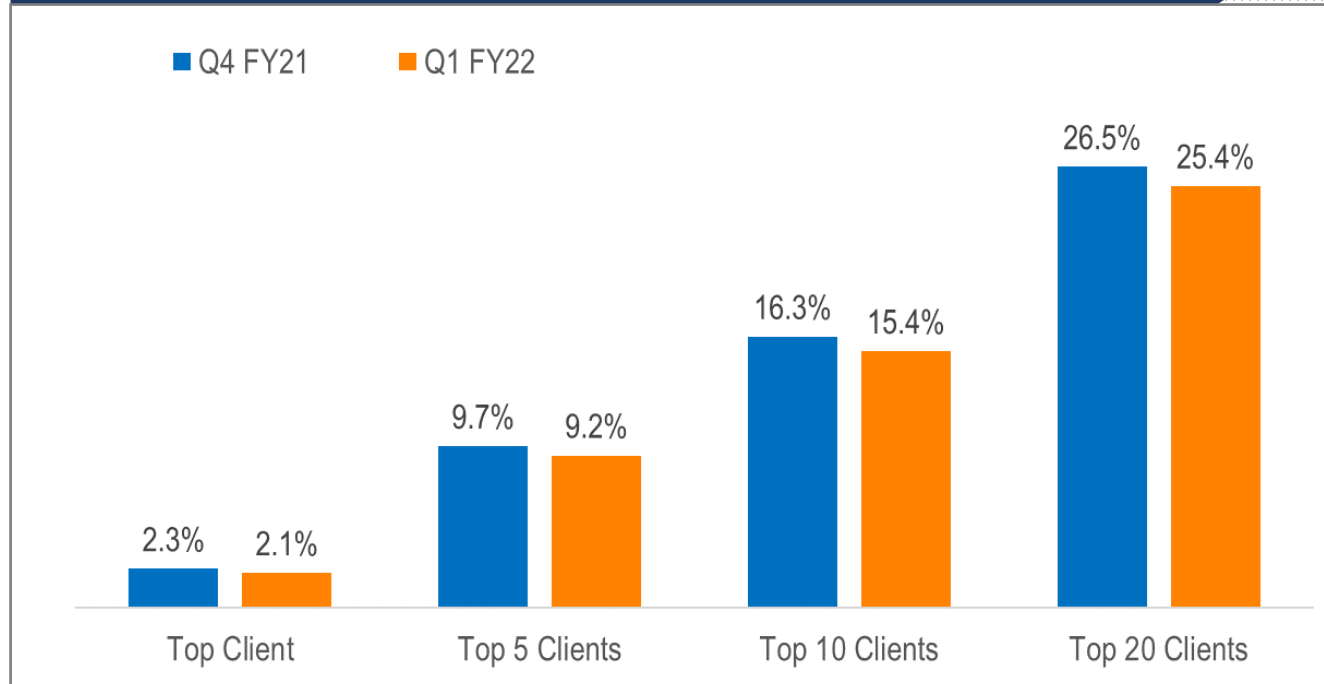
Data in [] for Q4

EBITDA/PAT Analysis (INR in Cr.)



- » Salary Revision/replacement of resources has resulted in approx. 3% reduction in EBITDA comparing to previous quarter.
- » New Hires made for execution of outcome-based project and deployed in KT has resulted in reduction of EBITDA by 1.5%
- » Hires made for COE and expenditure incurred for marketing in line with the business transformation initiatives has resulted in reduction of EBITDA approx. by 1.0%
- » Normalizing the New Hires / investments the Company has made a healthy EBITDA with acceleration in Revenue
- » The Company has front loaded its cost in its endeavor to accelerate as per business plan and it has mechanism in place to even this out in coming quarters.
- » The Group has revised its transfer pricing model, w.e.f. April 1, 2021, wherein there is a assured return to all the subsidiaries and Cigniti India retains the residual return as per the functions performed by Cigniti India and its subsidiaries.
- » The company has started adopting new tax regime in India from current financial year.

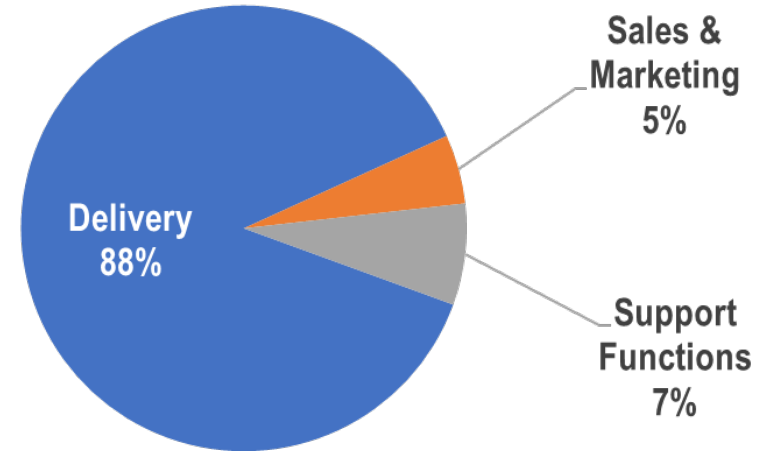
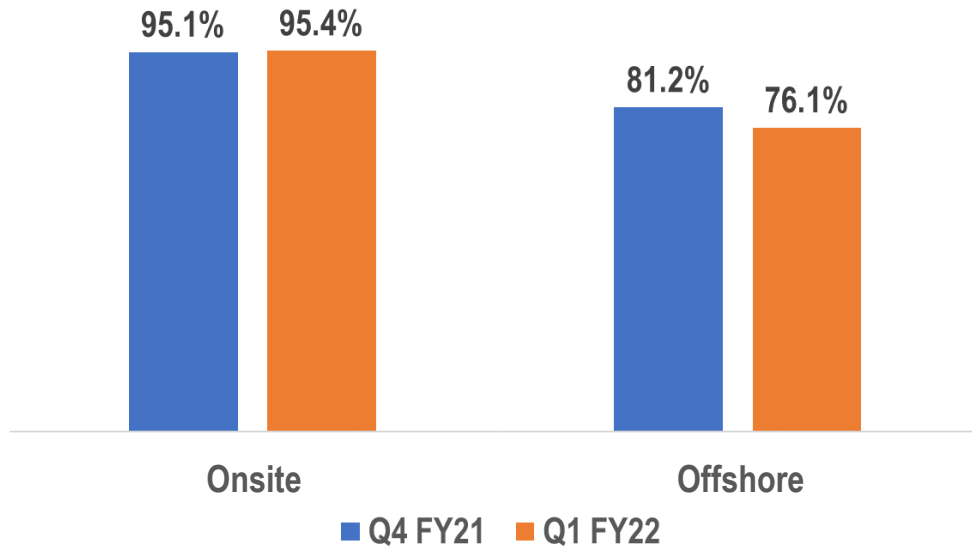
CLIENT CONTRIBUTION TO REVENUE (%)



ACTIVE CLIENTS AND NEW CLIENTS

Clients	Q4 FY21	Q1 FY22
Number of Active Clients	218	233
New Clients Added	22	28

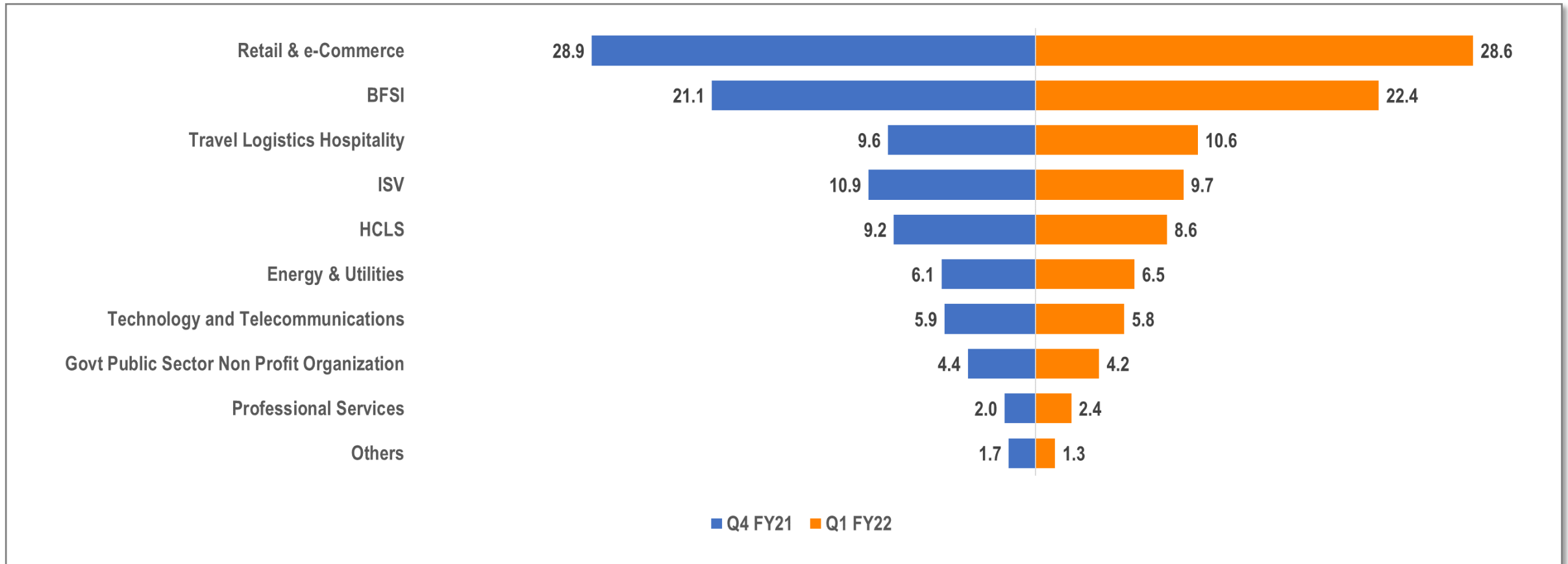
UTILIZATION



Utilization	Q4 FY21	Q1 FY22
Onsite	95.1%	95.4%
Offshore	81.2%	76.1%

Resource Mix	Q4 FY21	Q1 FY22
Onsite	22.1%	20.8%
Offshore	77.9%	79.2%

Revenue By Sector (%)



Quality Engineering and Specialized Offerings



- Performance Engineering
- Service Virtualization
- Test Data Management
- Tools Streamlining
- End to End Automation
- DevOps Enablement
- Test Environment Management
- Resiliency and Reliability Testing

Quality Assurance and Traditional Offerings



- Security Testing
- Functional Testing
- Test Automation
- Globalization Testing
- Performance Testing
- Compatibility Testing
- Regression Testing

Digital and Next Generation Offerings



- IoT Assurance
- Cloud Assurance
- Omni and Multi-Channel Testing
- AI testing
- Block chain Testing
- Robotics Automation
- Mobile Testing
- Customer Experience Testing

Awards & Recognitions

- » World's first Independent Quality Engineering Services Company to be appraised at CMMI-SVC v1.3, Maturity Level 5, and we also are ISO 9001:2015 & ISO 27001:2013 certified
- » Positioned as a 'Star Performer' and 'Major Contender' in the Everest Group PEAK Matrix. 4 years in a row.
- » Positioned in Gartner's Magic Quadrant for Application Testing Services, Worldwide for 5 years in a row.
- » Recognized as a Leader by NelsonHall in NEAT charts for Software Testing.



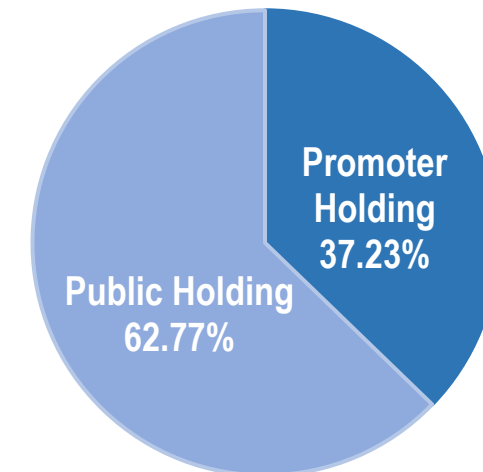
Forbes



Partners



Share Holding Pattern (Jun'21)



Financial Highlights Q1 FY22- Consolidated

All values are in INR Million

Particulars	Q1FY22	Q4FY21	Q1FY21	Q-o-Q	Y-o-Y
<u>Income</u>					
Revenue from operations	2,644	2,330	2,184	13.4%	21.0%
Revenue from operations (\$M)	36.04	31.98	29.25		
<u>Expenses</u>					
Employee benefit expense	1,656	1,341	1,311	23.5%	26.3%
Other expenses	745	657	513	13.4%	45.3%
EBITDA	243	333	360	-26.9%	-32.6%
% EBITDA	9.2%	14.3%	16.5%		
Depreciation & Amortization	33	31	30	7.0%	10.1%
EBIT	210	302	330	-30.4%	-36.5%
Other Income(Expense)	5	(3)	23	--	-80.3%
Finance Income	37	16	25	124.2%	47.1%
Finance Costs	11	12	16	-10.4%	-34.9%
PBT	241	303	363	-20.4%	-33.6%
Tax*	37	56	72	-34.6%	-48.8%
PAT	204	247	291	-17.2%	-29.8%
EPS (Basic)	7.29	8.82	10.45		

Cigniti's Income statement FY 21 – Consolidated

All values are in INR Million

Particulars	FY20	FY21
<u>Income</u>		
Revenue from operations	8,720	8,965
Revenue from operations (\$M)	124	122
<u>Expenses</u>		
Employee benefit expense	5,190	5,216
Other expenses	2,243	2,295
EBITDA	1,287	1,455
% EBITDA	14.8%	16.2%
Depreciation & Amort	115	123
EBIT	1,172	1,332
% EBIT	13.4%	14.9%
Other Income	158	36
Finance Income	58	98
Finance costs	80	56
PBT	1,308	1,308
% PBT	15.0%	92
Tax	92	92
PAT	1,216	1,216
% PAT	13.9%	43.87
EPS (Basic)	43.87	37.77

Cigniti's Balance Sheet FY21- Consolidated

All values are in INR Million

Particulars	FY21	FY20	Particulars	FY21	FY20
Property Plant & equipment	167	172	Equity & Liabilities		
Right-to-use asset	217	299	Equity share capital	280	278
Goodwill	549	549	Other equity	3,443	2,394
Capital WIP	-	-	Sub total	3,723	2,672
Other intangible assets	-	-	Non-current liabilities		
<i>Financial assets</i>			<i>Financial liabilities</i>		
Investment	-	-	Lease Obligation	205	295
Loans	51	51	Borrowings	-	-
Other non-financial assets	-	-	Long term provisions	123	90
Deferred tax assets net	53	-	Deferred tax liability	-	-
Other non current assets	-	-			
Sub total	1,037	1,106	Sub total	328	385
Current assets			Current liabilities		
<i>Financial assets</i>			<i>Financial liabilities</i>		
Investment	804	489	Short term borrowings	161	838
Loans	6	7	Trade payables	627	601
Trade receivables	1,577	1,644	Lease Obligation	91	82
Cash and cash equivalent	256	76	Other current financial liabilities	29	14
Other Bank balances	1,023	795	Short term provisions	26	29
Other current financial assets	466	490	Current tax liability, net	183	49
Current tax assets net	26	26	Other current liabilities	153	129
Other current assets	126	166			
Sub total	4,284	3,693	Subtotal	1,270	1,742
Total	5,321	4,799	Total	5,321	4,799

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