

A night cityscape with digital data lines overlaid on the buildings. The lines are in various colors (blue, purple, red) and connect different points across the city, suggesting a network or data flow. The city lights are visible in the background.

Cigniti Technologies Ltd.

Investor Update

Q2 & H1 FY24

World's Leading AI & IP-led Digital Assurance & Digital Engineering Services Company

Q2 FY24 Highlights

- » The Company's Consolidated Revenue from operations for the quarter Q2'FY24 stood at Rs. 451.83 crore as against Rs. 416.66 crore corresponding quarter Q2'FY23 up by 8.4%.
- » EBITDA margin for the September quarter was at 14.3% and EBITDA stood at 64.82 crores, up by 6.7% compared to Q2'FY23.
- » The Company during the quarter has won 9 new clients.
- » The company has made a significant progress in building opportunity pipeline for Digital Engineering services in existing accounts
- » The company has initiated the cost optimization measures to enhance the margins.
- » The Board recommended an interim dividend of Rs 3 per share on face value of Rs. 10 each.

451.83
Revenue (INR in Cr.)

14.3%
EBITDA

10.1%
PAT

58 Days
DSO

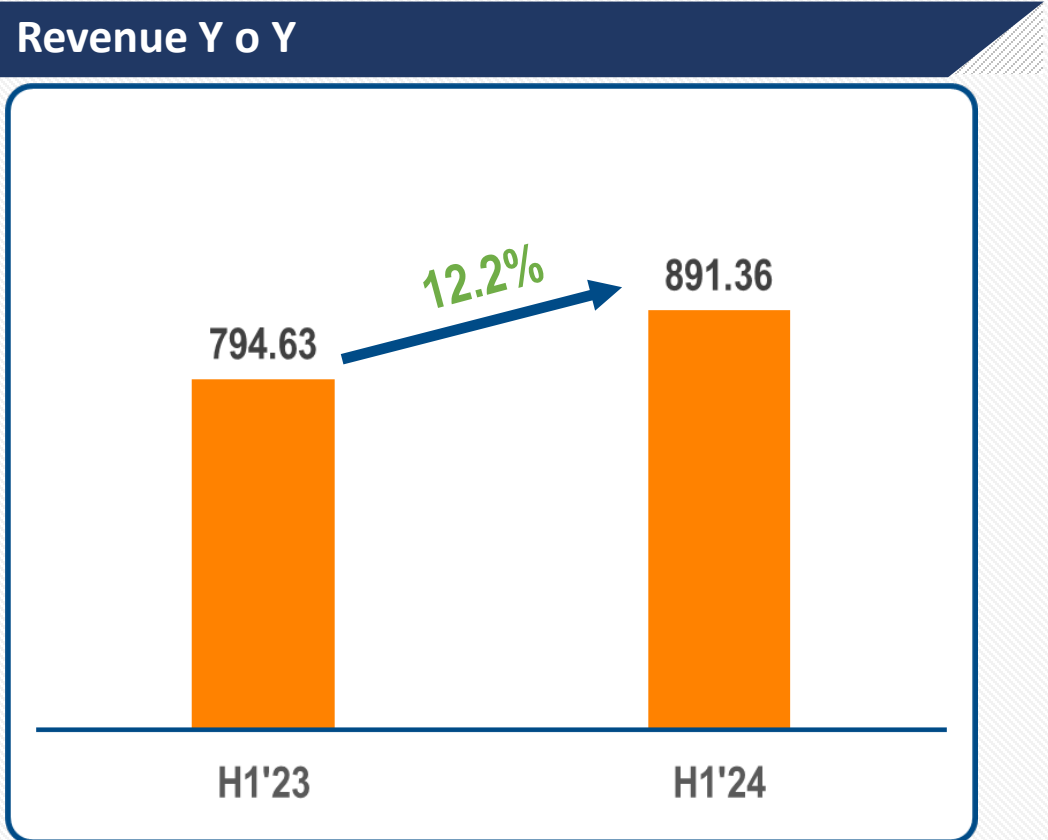
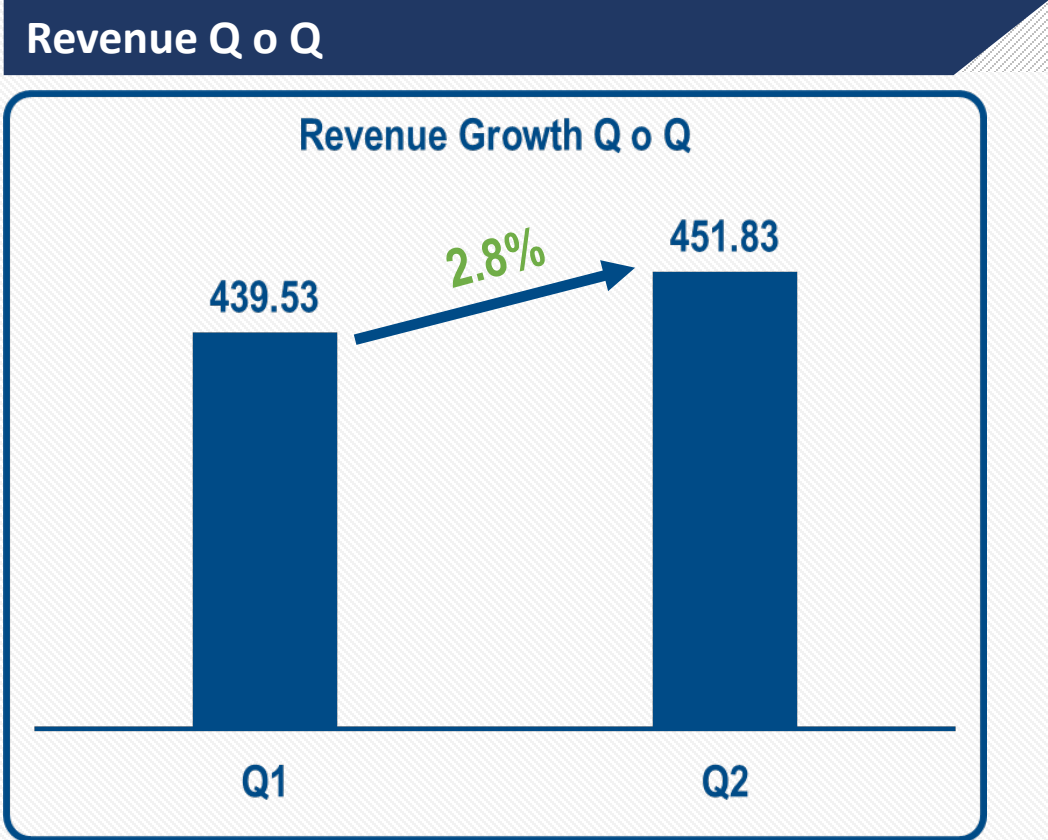
215+
Active Clients
50+ Fortune 500 Clients

10+
Delivery Locations

Offices in
9
Countries

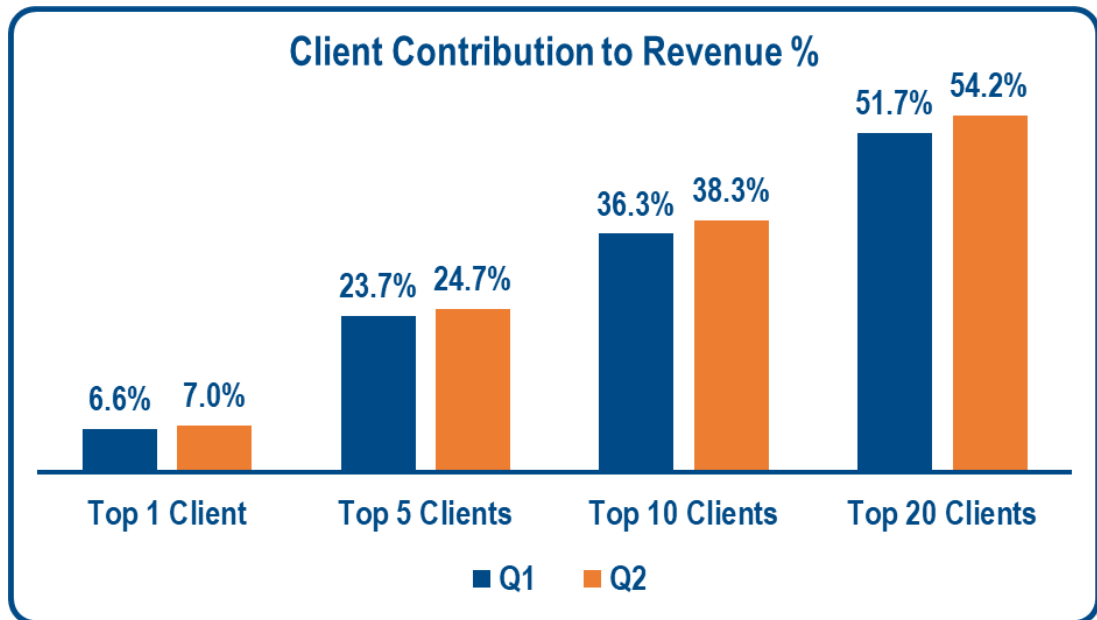
4200+
Cignitians

Q2FY24 Financials (INR in Cr.)

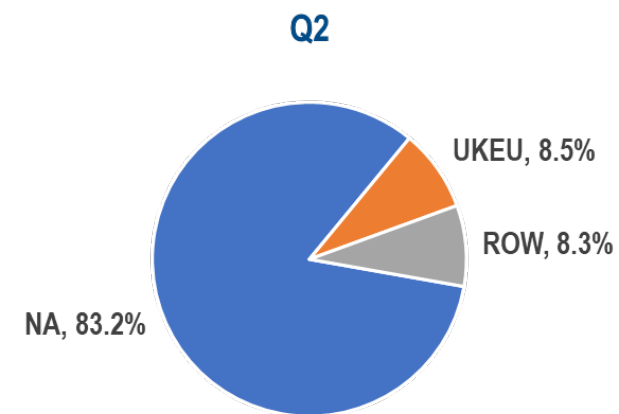
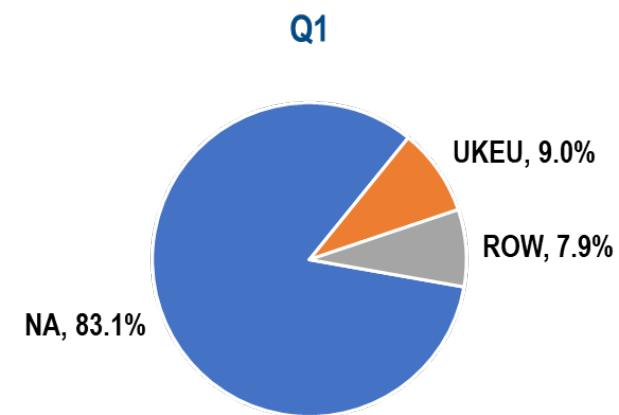


Client Composition / Geography Mix of Revenue

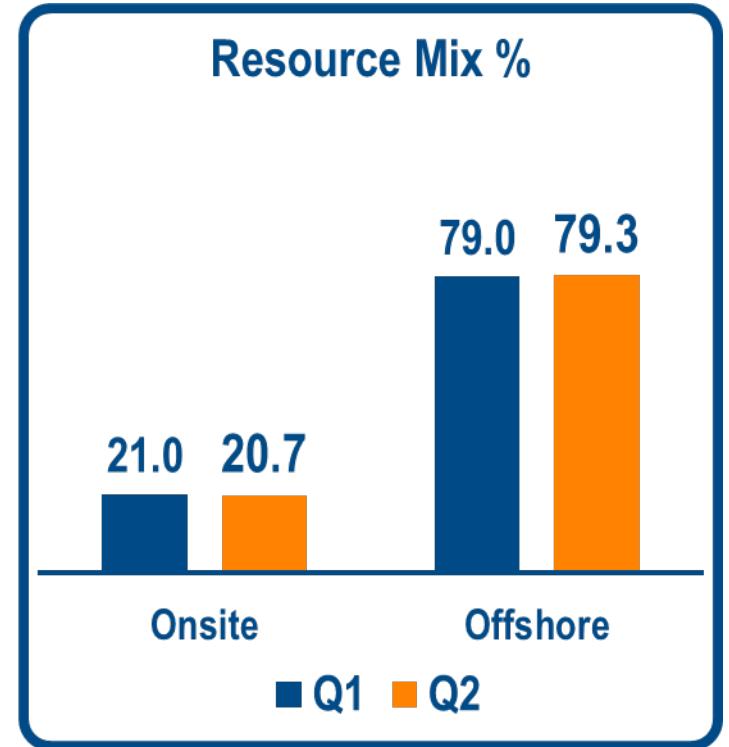
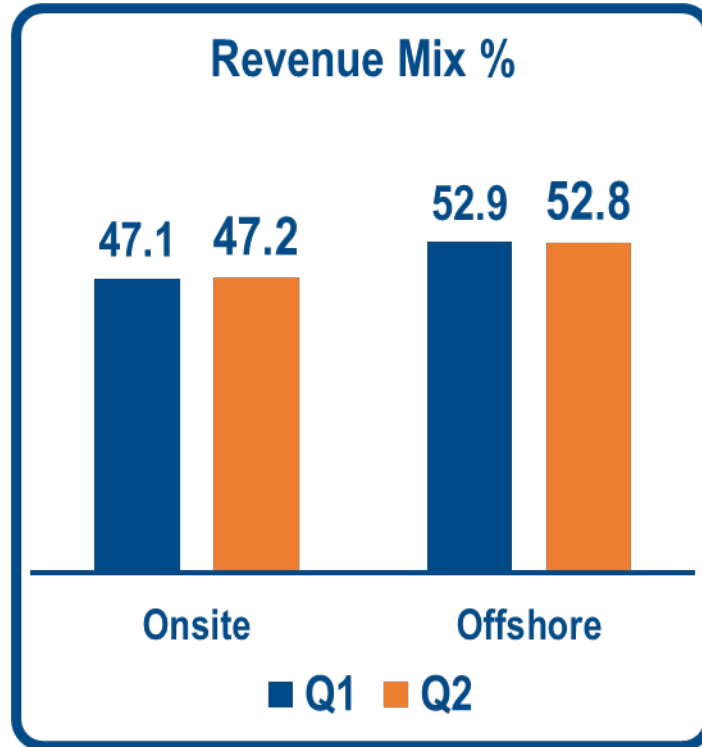
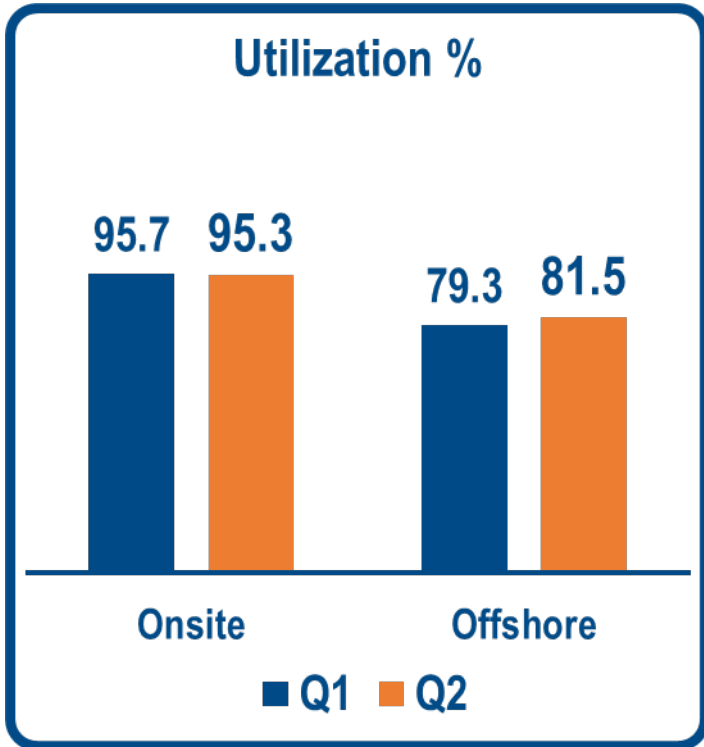
CLIENT CONTRIBUTION TO REVENUE (%)



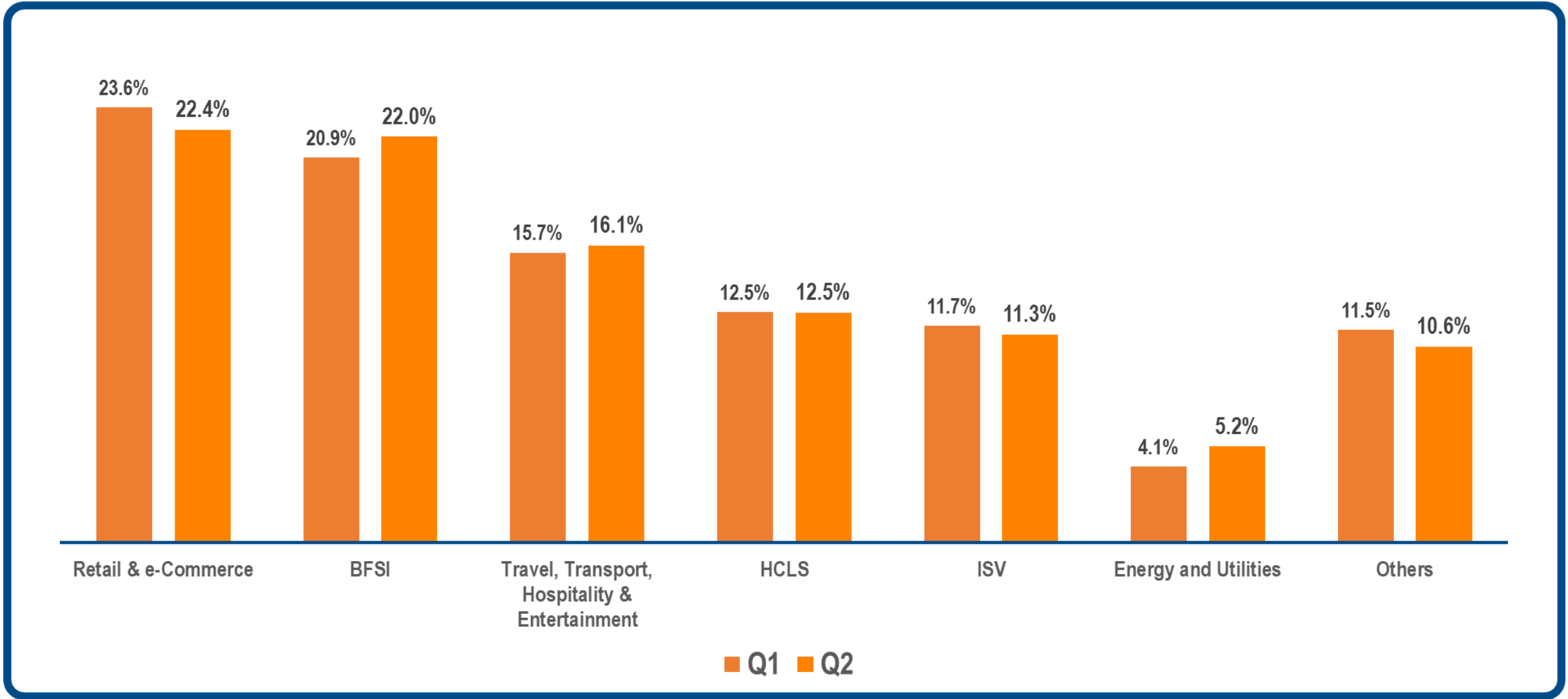
Clients	Q1	Q2
Number of Clients	212	218
New Clients Added	6	9



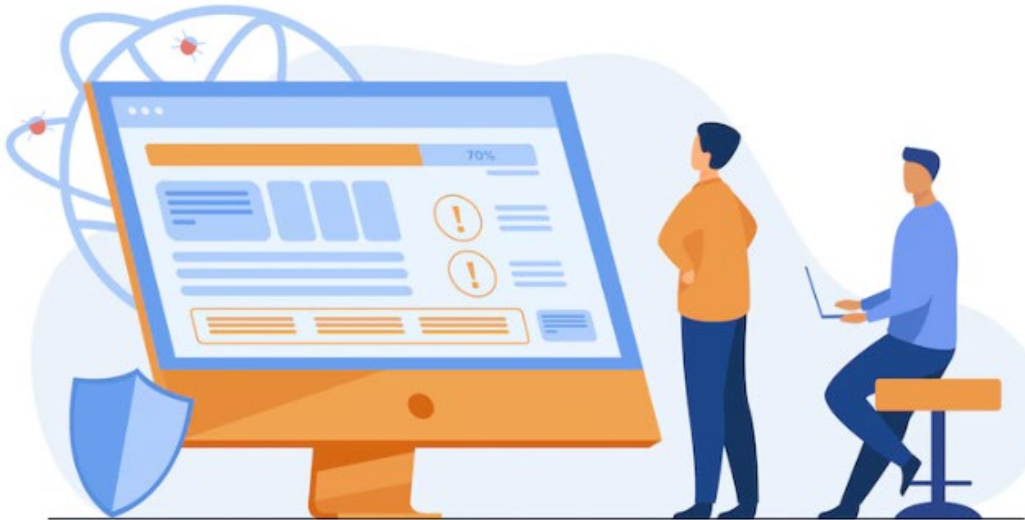
Delivery Metrics Q2 FY24



Revenue By Sector (%)



Cigniti – Assure | Engineer | Transform – Digital. Done. Right.™



Digital Assurance Services



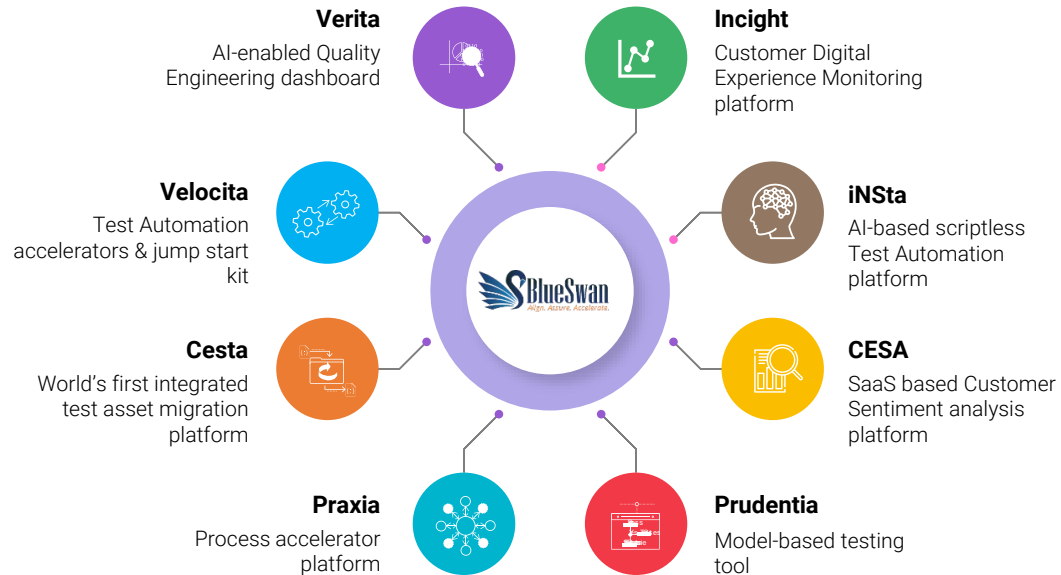
Digital Engineering Services

Strategic Digital Transformation Partner

Accelerating Digital Transformation - an IP & Platform-led Approach

BlueSwan™

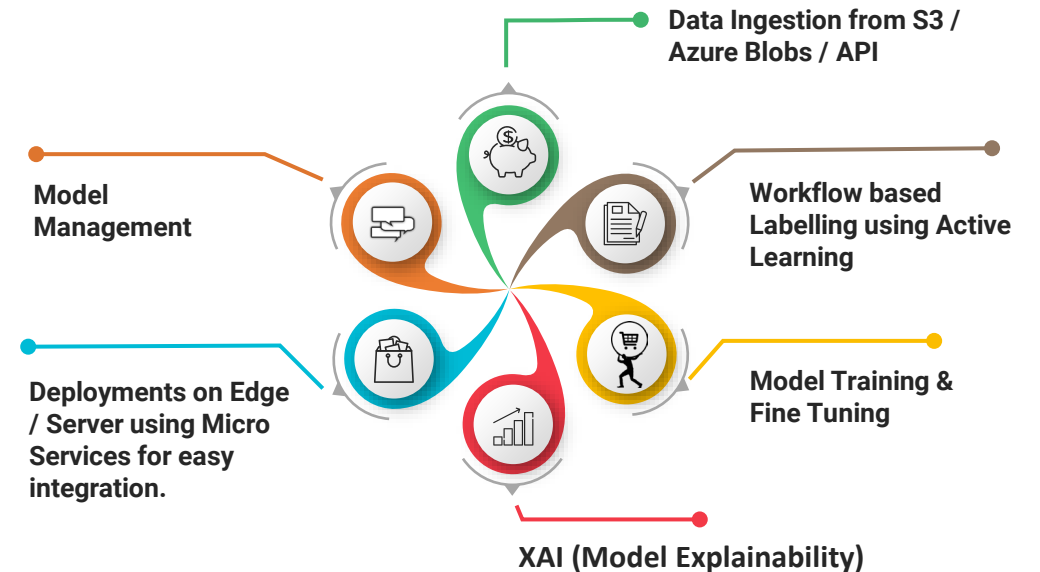
AI-led & next-gen proprietary Digital Assurance platform



Accelerating Digital Assurance

Zastra™

Enterprise-grade annotation & collaboration platform for computer vision projects



Accelerating Digital Engineering

Our Key Service Offerings

Quality Engineering



- Automated Functional Testing
- Non-functional Testing
- Monitoring & Analysis
- Performance Engineering
- TEM & TDM
- Service Virtualization
- End to End Automation
- Continuous Testing

Digital Assurance



- Mobility
- Analytics
- Omni Channel Testing
- Robotic Process Automation
- Lifecycle Automation
- Customer Experience
- Cloud Native Application Testing
- Cloud Transformation & Legacy Modernization Assurance
- AI / ML & IOT Assurance

Advisory & Transformation



- Agile DevOps Advisory
- Test Tooling Advisory
- Maturity Advisory
- Test Benchmarking
- Automation Advisory
- QA Transformation
- Agile DevOps Transformation
- DevOps Consulting Services
- Data & Cloud Migration Strategy
- AI Strategy
- Data Architecture Advisory

Digital Engineering



- Mobile Application Development
- Web/Portal/Content Management
- Cloud Native Application Development
- Compliance & Risk Assessment
- Data Science
- Enterprise Application Integration
- DevOps Implementation Services
- Data Analytics & Insights
- Business Intelligence
- Blockchain
- AI & ML



Our Driving Force

Management



C V Subramanyam
Chairman & Non-executive Director



Srikanth Chakkilam
CEO & Non-executive Director



Krishnan Venkatachary
CFO



Vinay Rawat
CRO



Raghu Krovvidy
CDO



Sairam Vedam
CMO



Nanda Padmaraju
President – ROW



Jagdish Kumar
CIO



Veera Reddy
VP & Global Head of HR & TD



Kiran Kuchimanchi
President & Head of DES

Advisory Council



Ramnik Kamo
EVP, CIO, & Chief People Officer, Mavenir



Dr. Aiman Abdel-Malek
Executive Chairman, Advisory Board, Thirdwayv Inc.



Paul Trotter
Digital Delivery Director at Cynergy bank



Partha Srinivasa Raghavan
Chief Data & Information Officer, Verisk Analytics

Board



RK Agarwal, Independent Director



Phaneesh Murthy, Independent Director



Srinath Batni, Independent Director



Nooraine Fazal, Independent Director

Awards & Recognitions

Awards & Recognitions

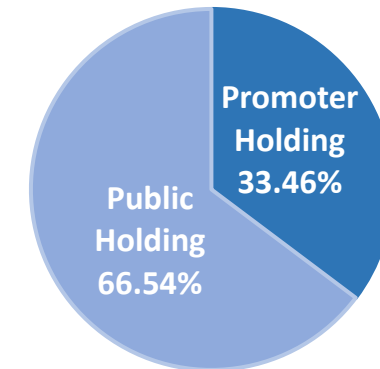
- » Everest Group & NelsonHall recognized Cigniti again as a QE 'Leader' in QE Specialist Services PEAK Matrix Assessment 2023 & in NEAT 2023 respectively. ISG recognized Cigniti as a Product Challenger & Contender in the US & Europe regions in ISG Provider Lens™ Digital Engineering Services 2023, Forrester recognized Cigniti's Zastra™ in The Computer Vision Tools Landscape, Q2 2023 & IDC recognized Cigniti for RPA in the Automation category of the IDC Market Glance: AI and Automation in Hospitality, Dining, and Travel, 2Q23.
- » ISG recognized Cigniti for a Standout AI/ML Case Study in Education in North America. Quadrant Knowledge Solutions SPARK Matrix 2023 for Digital Banking Services recognized Cigniti as a Strong Contender.
- » Positioned in Gartner's Magic Quadrant for Application Testing Services, Worldwide for 6 years in a row and as a 'Star Performer'.
- » Cigniti Achieved TISAX Label 2 Certification with Maturity Level 3 in the Automotive Industry



Our Partners Include



Share Holding Pattern (Sep'23)



Financial Highlights Q2 FY24 - Consolidated

All values are in INR Million

Particulars	Q2FY24	Q2FY23	Y-o-Y %	Q1FY24	Q-o-Q %
<u>Income</u>					
Revenue from operations	4,518	4,167	8.4%	4,395	2.8%
Revenue from operations (\$M)	\$54.65	\$52.37		\$53.50	
<u>Expenses</u>					
Employee benefit expense	2,717	2,409	12.8%	2,672	1.7%
Hired Contractors Cost	712	790	-9.9%	737	-3.4%
Other expenses	441	360	22.5%	366	20.6%
EBITDA	648	608	6.7%	621	4.4%
% EBITDA	14.3%	14.6%		14.1%	
Depreciation & Amortization	76	69	10.1%	71	6.7%
EBIT	572	539	6.3%	550	4.1%
Other Income(Expense)	-	(7)	-	(8)	-
Finance Income	53	28	87.9%	55	-2.8%
Finance Costs	11	11	7.2%	10	8.6%
PBT	614	550	11.7%	586	4.8%
Tax	156	135	15.6%	140	10.8%
PAT	459	415	10.4%	446	2.9%
EPS (Basic)	16.81	15.24		16.34	

Financial Highlights H1 FY24 - Consolidated

All values are in INR Million

Particulars	H1 FY24	H1 FY23	Y-o-Y %	FY 2023
<u>Income</u>				
Revenue from operations	8,914	7,946	12.2%	16,475
Revenue from operations (\$M)	\$108.14	\$101.54		\$206
<u>Expenses</u>				
Employee benefit expense	5,389	4,703	14.6%	9,644
Hired Contractors Cost	1,449	1,552	-6.6%	3,075
Other expenses	807	638	26.4%	1,379
EBITDA	1,269	1,053	20.5%	2,377
% EBITDA	14.2%	13.3%		14.4%
Depreciation & Amortization	147	122	20.3%	264
EBIT	1,122	931	20.5%	2,113
Other Income(Expense)	(8)	(5)	65.5%	49
Finance Income	108	38	186.6%	98
Finance Costs	22	21	2.7%	44
PBT	1,200	943	27.3%	2,216
Tax	296	217	36.3%	533
PAT	904	725	24.7%	1,683
EPS (Basic)	33.15	26.24		61.32

Cigniti's Consolidated Balance Sheet

All values are in INR Million

Particulars ⁹	H1 FY24	FY23	Particulars	H1 FY24	FY23
Property Plant & equipment	256	302	Equity & Liabilities		
Right-to-use asset	235	188	Equity share capital	273	273
Goodwill	740	740	Other equity	6,409	5,621
Capital WIP	-	-	Sub total	6,682	5,894
Other intangible assets	96	123	Non-current liabilities		
<i>Financial assets</i>			<i>Financial liabilities</i>		
Investment	25	16	Lease Obligation	141	139
Loans	-	-	Borrowings		-
Other non-financial assets	153	257	Other financial liabilities	-	52
Deferred tax assets net	82	59	Long term provisions	181	169
Other non current assets	-	-	Deferred tax liability		-
Sub total	1,586	1,685	Sub total	322	360
Current assets			Current liabilities		
<i>Financial assets</i>			<i>Financial liabilities</i>		
Investment	2,051	1,756	Short term borrowings	400	304
Trade receivables	2,850	2,551	Trade payables	926	1,154
Cash and cash equivalent	352	438	Lease Obligation	148	114
Other Bank balances	511	630	Other current financial liabilities	63	81
Other current financial assets	1,423	1,182	Short term provisions	190	138
Current tax assets net	25	17	Current tax liability, net	184	192
Other current assets	328	200	Other current liabilities	215	223
Sub total	7,541	6,775	Subtotal	2,123	2,206
Total	9,127	8,460	Total	9,127	8,460

Cashflow Generation

All Figures in INR Mn.	H1' FY 2024	H1' FY 2023
Profit before tax	1,200	943
(+/-) Non-cash & non operating Items	100	149
Operating Profit before WC Changes	1,301	1,092
(+/-) DSO Movement (Receivables)	(323)	(95)
(+/-) Other charges	(585)	(215)
Operating CF after WC changes	392	782
Less: Taxes	(334)	(242)
Less: Capex	(35)	(77)
Free cash flow generated	23	463

Cash Generation

- ❖ Cash and cash equivalents (including fixed deposits) at a healthy levels of Rs. 944 Mn..
- ❖ Company has invested in Mutual Funds, NCDs and Bonds to the tune of Rs. 2,051 Mn

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