

The background of the slide is a night-time aerial view of a city skyline, likely Kuala Lumpur, featuring the Petronas Twin Towers. Overlaid on the city are numerous vertical lines of varying colors (blue, purple, red) that extend upwards from the buildings, each topped with a small glowing dot. These lines represent digital data or network connections.

Cigniti Technologies Ltd.

Investor Update

Q3 & 9M FY24

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

Q3 FY24 Highlights

- » The Company's Consolidated Revenue from operations for the quarter Q3'FY24 stood at Rs. 468.02 crore as against Rs. 427.99 crore corresponding quarter Q3'FY23 up by 9.4%
- » EBITDA margin for the Q3'FY24 was at 13.8% and EBITDA stood at 64.57 crores, up by 1% compared to Q3'FY23.
- » The Company during the quarter has won 6 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.

468.02
Revenue (INR in Cr.)

13.8%
EBITDA

10.3%
PAT

58 Days
DSO

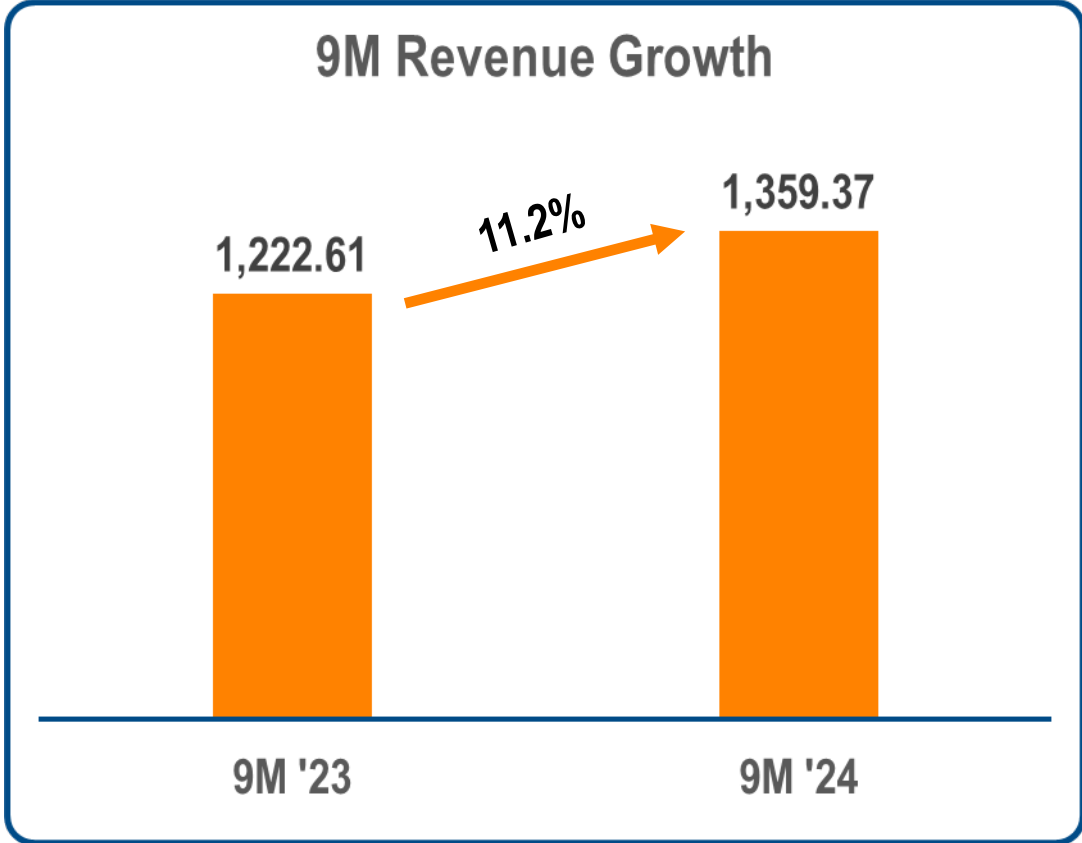
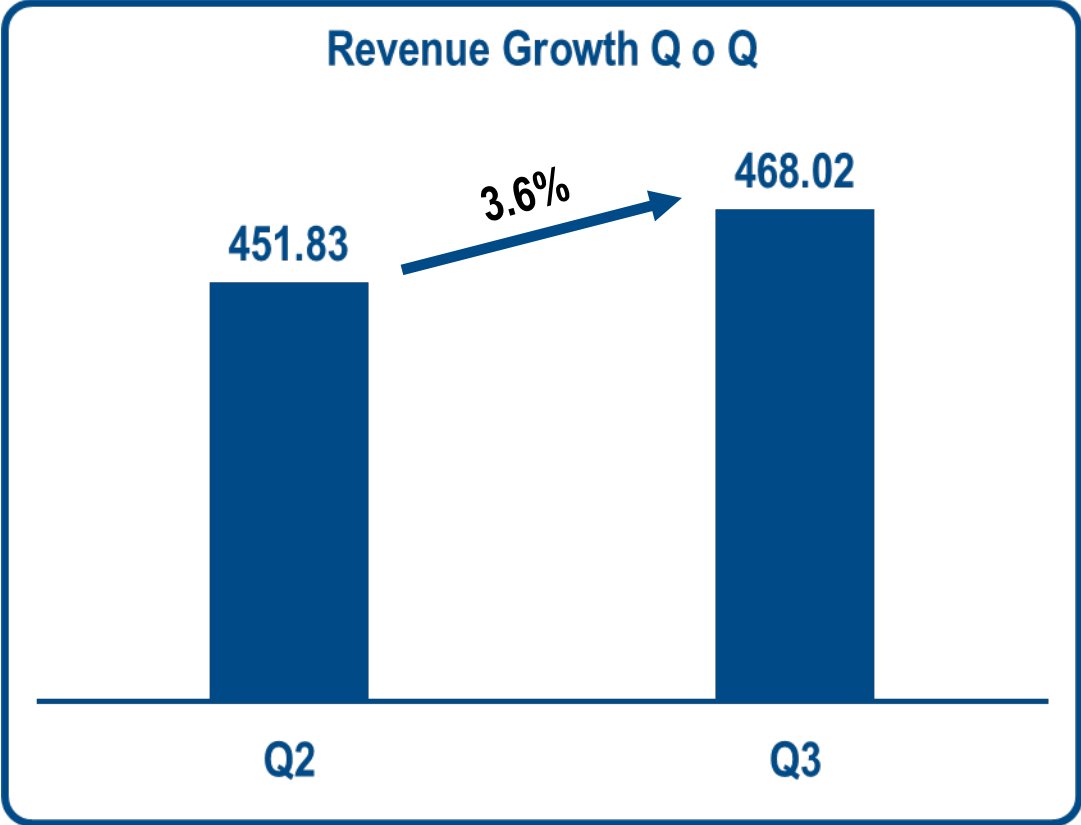
215+
Active Clients
50+ Fortune 500 Clients

10+
Delivery Locations

Offices in
9
Countries

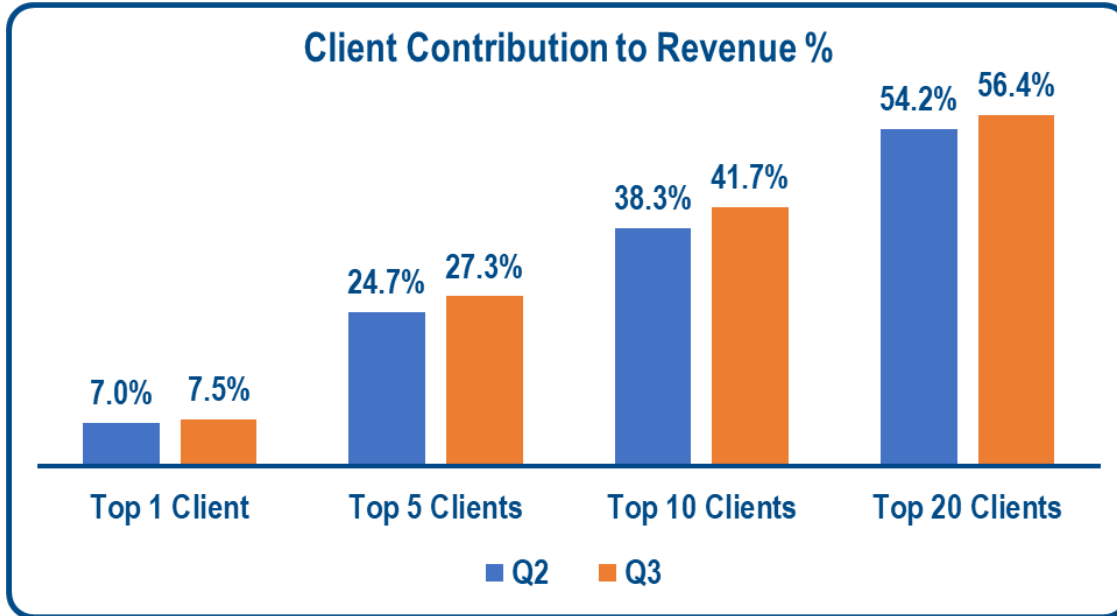
4200+
Cignitians

Q3 FY24 Financials (INR in Cr.)

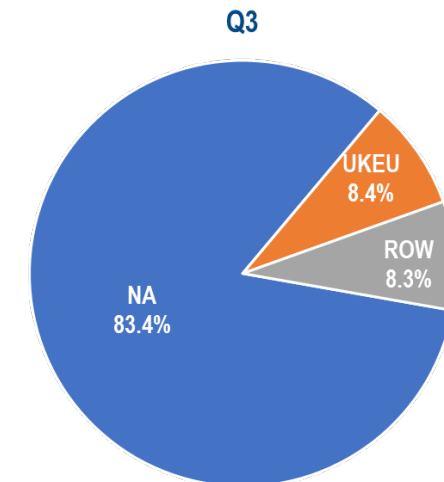
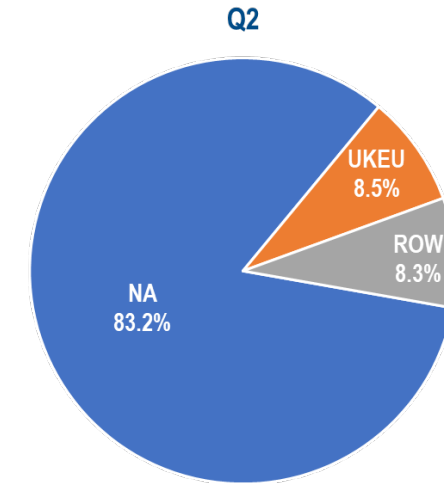


Client Composition / Geography Mix of Revenue

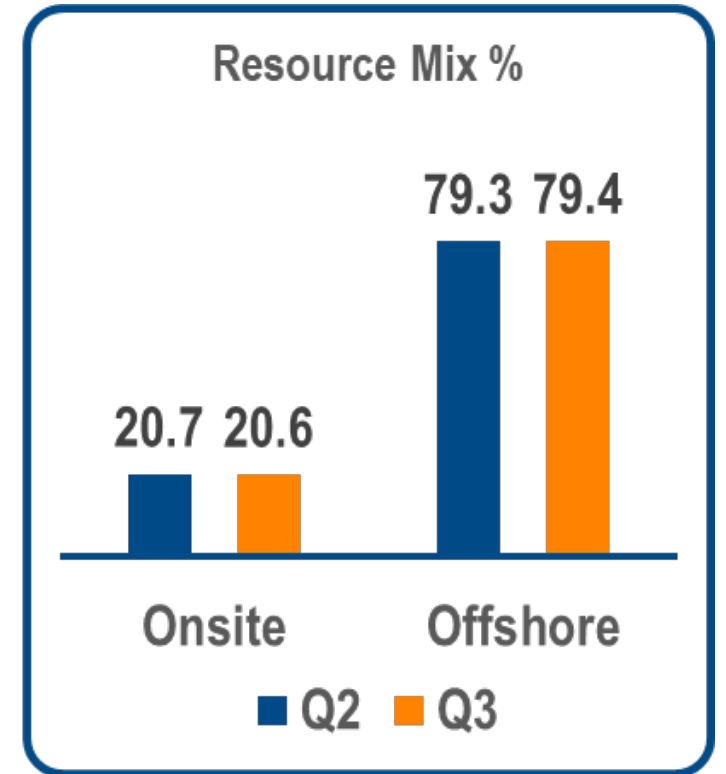
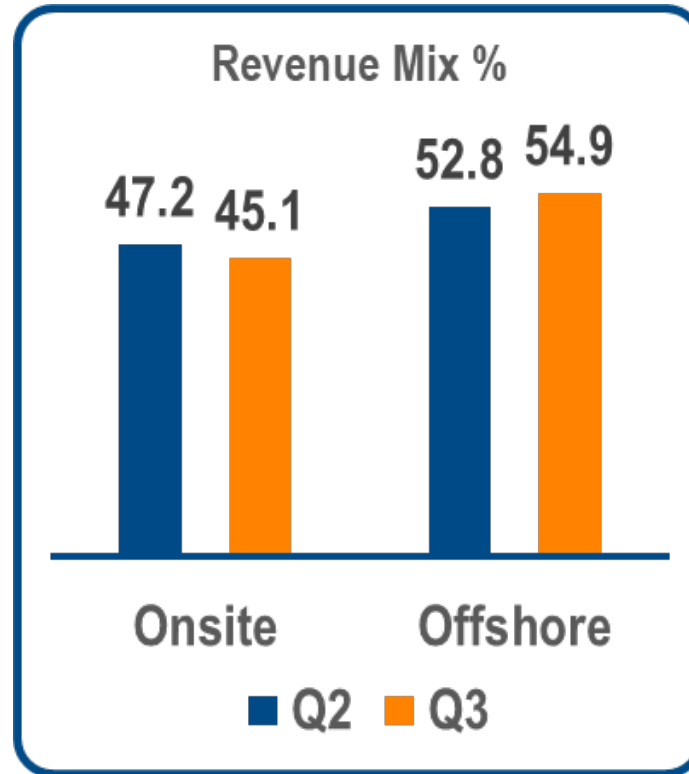
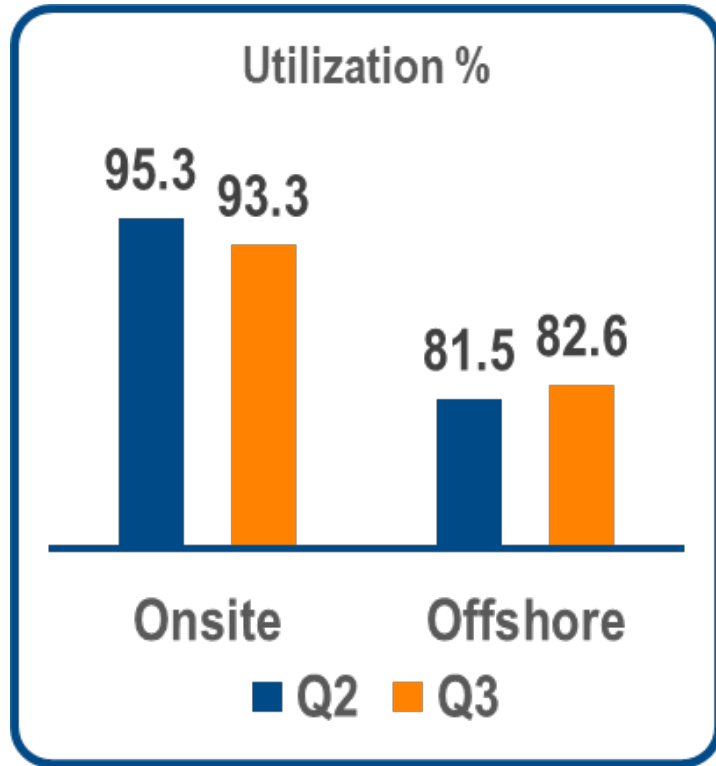
CLIENT CONTRIBUTION TO REVENUE (%)



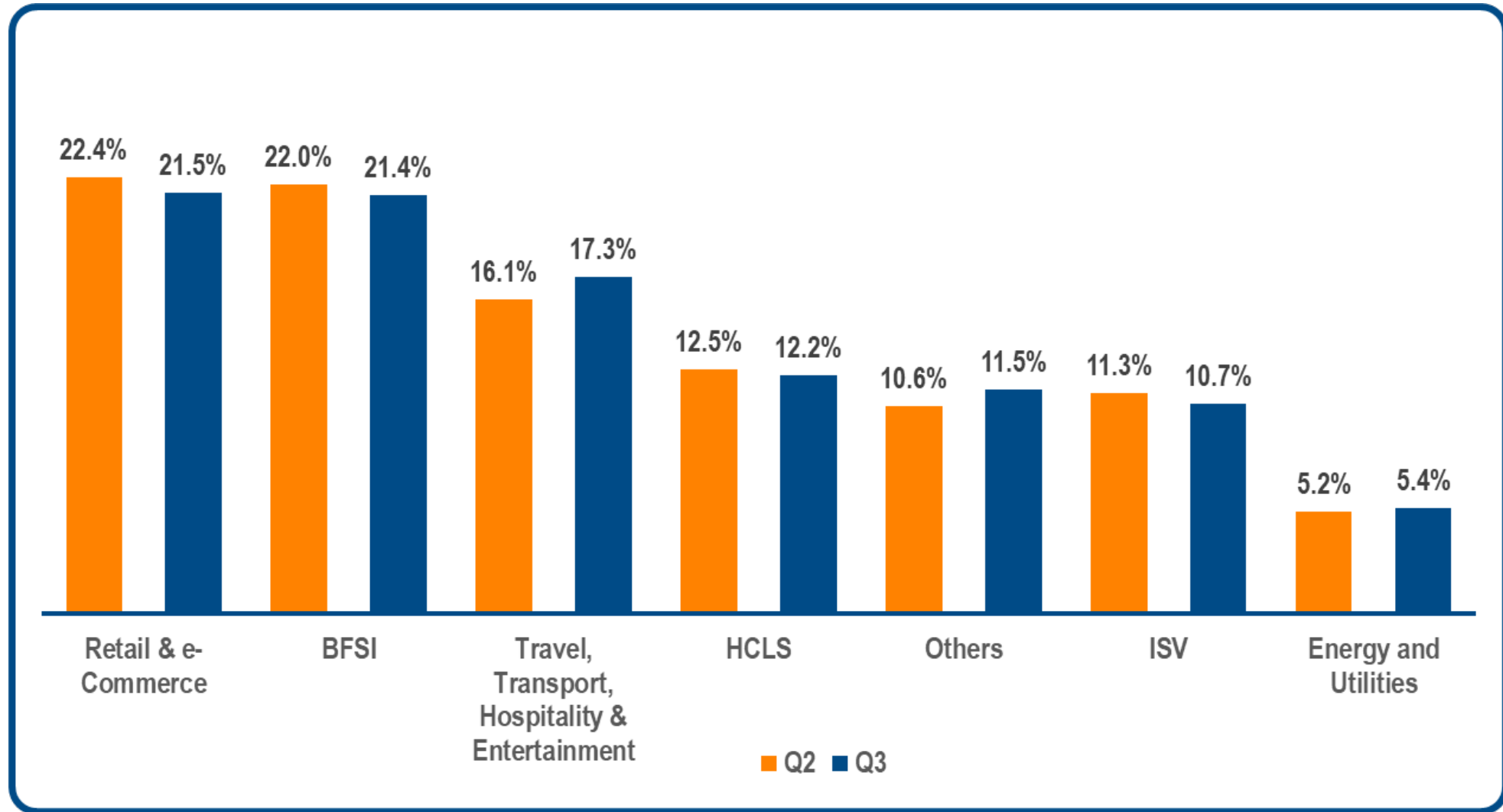
Clients	Q2	Q3
Number of Clients	218	215
New Clients Added	9	6



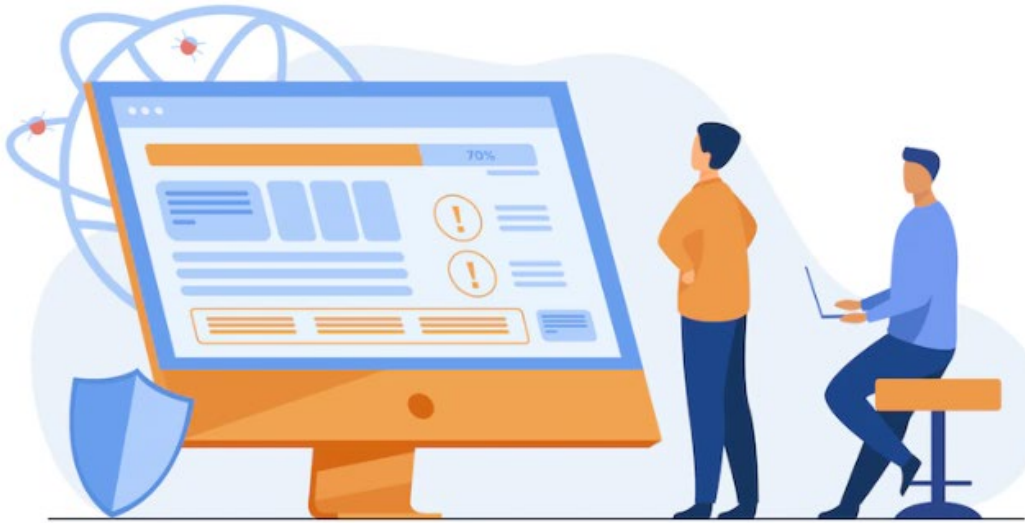
Delivery Metrics Q3 FY24



Revenue By Sector (%)



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



Digital Assurance Services



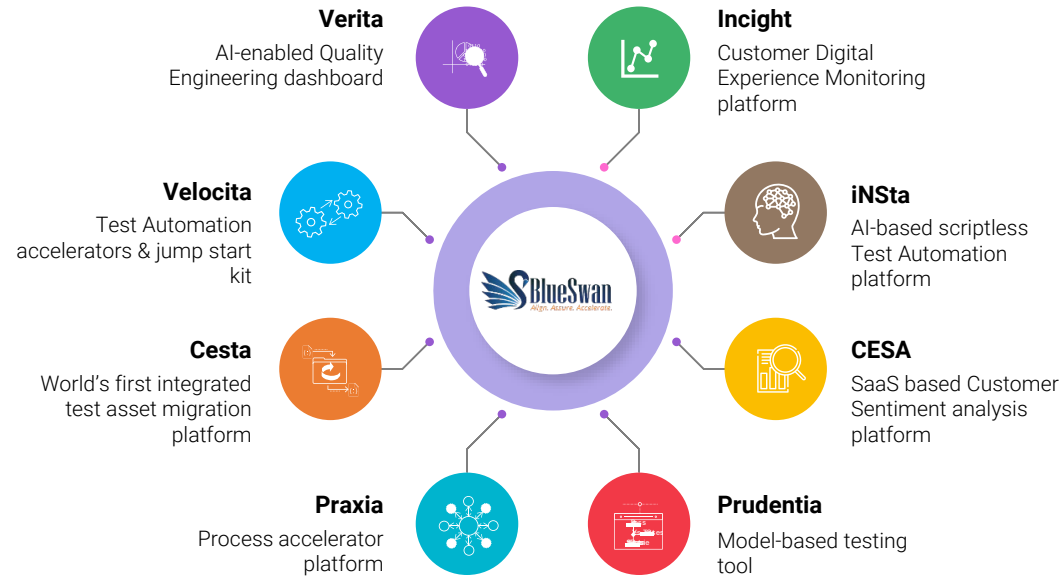
Digital Engineering Services

Strategic Digital Transformation Partner

Accelerating Digital Transformation - an IP & Platform-led Approach

BlueSwan™

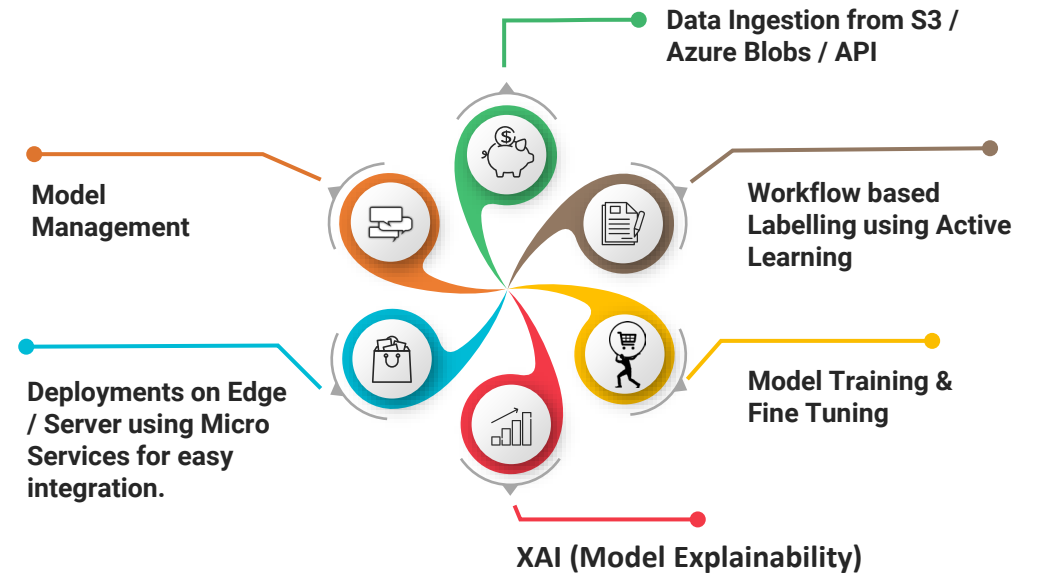
AI-led & next-gen proprietary Digital Assurance platform



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
Non-Executive Chairman



Srikanth Chakkilam
Executive Director & CEO



Krishnan Venkatachary
CFO



Vinay Rawat
CRO



Raghu Krovvidy
CDO



Sairam Vedam
CMO



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

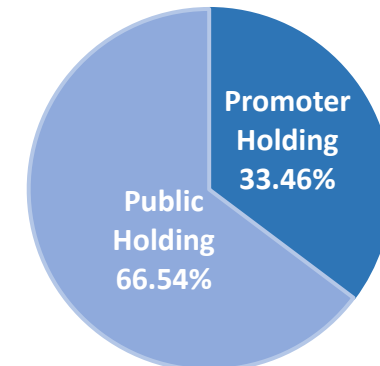
- » Everest Group & NelsonHall recognized Cigniti again as a QE ‘Leader’ in QE Specialist Services PEAK Matrix Assessment 2023 & in NEAT 2023 respectively. ISG recognized Cigniti as a Product Challenger & Contender in the US & Europe regions in ISG Provider Lens™ Digital Engineering Services 2023, Forrester 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 & the Digital Engineering and Operational Technology Services, 3Q23.
- » 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’



Our Partners Include



Share Holding Pattern (Dec'23)



Financial Highlights Q3 FY24 - Consolidated

All values are in INR Million

Particulars	Q3FY24	Q3FY23	Y-o-Y %	Q2FY24	Q-o-Q %
<u>Income</u>					
Revenue from operations	4,680	4,280	9.4%	4,518	3.6%
Revenue from operations (\$M)	\$56.21	\$52.09		\$54.65	
<u>Expenses</u>					
Employee benefit expense	2,816	2,493	12.9%	2,717	3.6%
Hired Contractors Cost	717	777	-7.7%	712	0.8%
Other expenses	501	369	35.8%	441	13.7%
EBITDA	646	640	0.9%	648	-0.4%
% EBITDA	13.8%	15%		14.3%	
Depreciation & Amortization	78	72	9.7%	76	3.4%
EBIT	567	569	-0.2%	572	-0.9%
Other Income(Expense)	16	52	-69.9%	-	-
Finance Income	57	26	124.2%	53	7.6%
Finance Costs	9	11	-20.4%	11	-19.4%
PBT	631	635	-0.6%	614	2.8%
Tax	151	169	-10.9%	156	-3.1%
PAT	480	465	3.2%	459	4.8%
EPS (Basic)	17.60	17.08		16.81	

Financial Highlights 9M FY24 - Consolidated

All values are in INR Million

Particulars	9M FY24	9M FY23	Y-o-Y %	FY23
<u>Income</u>				
Revenue from operations	13,594	12,226	11.2%	16,475
Revenue from operations (\$M)	\$164.3	\$153.3		\$206
<u>Expenses</u>				
Employee benefit expense	8,205	7,196	14.0%	9,644
Hired Contractors Cost	2,166	2,329	-7.0%	3,075
Other expenses	1,308	1,007	29.8%	1,379
EBITDA	1,915	1,693	13.1%	2,377
% EBITDA				14.4%
Depreciation & Amortization	225	194	16.4%	264
EBIT	1,689	1,500	12.6%	2,113
Other Income(Expense)	7	47	-84.3%	49
Finance Income	166	63	161.4%	98
Finance Costs	31	33	-5.4%	44
PBT	1,831	1,577	16.1%	2,216
Tax	447	387	15.6%	533
PAT	1,385	1,191	16.3%	1,683
EPS (Basic)	50.75	43.28		61.32

Consolidated Balance Sheet

Particulars	31 Dec 23	31 Mar 23	Particulars	31 Dec 23	31 Mar 23
Property Plant & equipment	241	302	Equity & Liabilities		
Right-to-use asset	205	188	Equity share capital	273	273
Goodwill	740	740	Other equity	6,831	5,621
Capital WIP	-	-	Sub total	7,104	5,894
Other intangible assets	82	123	Non-current liabilities		
<i>Financial assets</i>			<i>Financial liabilities</i>		
Investment	27	16	Lease Obligation	98	139
Loans	-	-	Borrowings		-
Other financial assets	95	257	Other financial liabilities	-	52
Deferred tax assets net	86	59	Long term provisions	179	169
Other non current assets	-	-	Deferred tax liability		-
Sub total	1,476	1,685	Sub total	277	360
Current assets			Current liabilities		
<i>Financial assets</i>			<i>Financial liabilities</i>		
Investment	2,283	1,756	Short term borrowings	331	304
Trade receivables	3,011	2,551	Trade payables	912	1,154
Cash and cash equivalent	603	438	Lease Obligation	155	114
Other Bank balances	513	630	Other current financial liabilities	64	81
Other current financial assets	1,298	1,165	Short term provisions	197	138
Current tax assets net	24	17	Current tax liability, net	133	192
Other current assets	228	218	Other current liabilities	264	223
Sub total	7,960	6,775	Subtotal	2,055	2,206
Total	9,436	8,460	Total	9,436	8,460

Cash Flow Generation

All Figures in INR Mn.	9MFY24	9MFY23
Profit before tax	1,831	1,577
(+/-) Non-cash & non operating Items	145	210
Operating Profit before WC Changes	1,977	1,787
(+/-) DSO Movement (Receivables)	(495)	(320)
(+/-) Other charges	(293)	(120)
Operating CF after WC changes	1,189	1,347
Less: Taxes	(539)	(395)
Less: Capex	(54)	(118)
Free cash flow generated	596	834

Cash Generation

- ❖ Cash and cash equivalents (including fixed deposits) at a healthy levels of Rs. 1,138 Mn
- ❖ Company has invested in Mutual Funds, NCDs and Bonds to the tune of Rs. 2,283 Mn

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Cigniti

India

Hyderabad

Cigniti Technologies Ltd.
6th Floor, ORION Block, "The V" (Ascendas)
Plot #17 Software Units Layout
Madhapur, Hyderabad-500081

USA

Dallas

Cigniti Technologies Inc.
433 E Las Colinas Blvd,
Suite 1300, Irving, TX 75039

USA

630 Freedom Business Center,
3rd Floor, King of
Prussia, PA 19406

Canada

Cigniti Technologies Canada Inc
2000 Argentia Road, Plaza 4, Suite 302,
Mississauga, Ontario L5N 1W1.

UK

Cigniti Technologies (UK) Limited
WeWork , 8 Devonshire Square
London, EC2M 4PL

Australia

Cigniti Technologies (Australia) Pty Ltd
Level 9, 401 Collins Street
VIC 3000 Australia

South Africa

Cigniti Technologies Ltd.
Ballyclare Place, 14 Ballyclare
Drive, Bryanston 2021

Czech Republic

Cigniti Technologies Ltd.
V parku 2316/12,
Chodov, 14800 Praha 4

Singapore

Cigniti Technologies Ltd.
160 Robinson Road,
#14-04 Singapore Business Federation
Centre, Singapore – 068914

UAE

Cigniti Technologies Ltd.
Premises No. 6WB 643, Building
Name 6WB, Dubai Airport Freezone
Dubai, UAE

Costa Rica

Via Lindora, 5th Floor,
Radial Santa Ana/Belen,
San Jose, CR 1090

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