

# 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

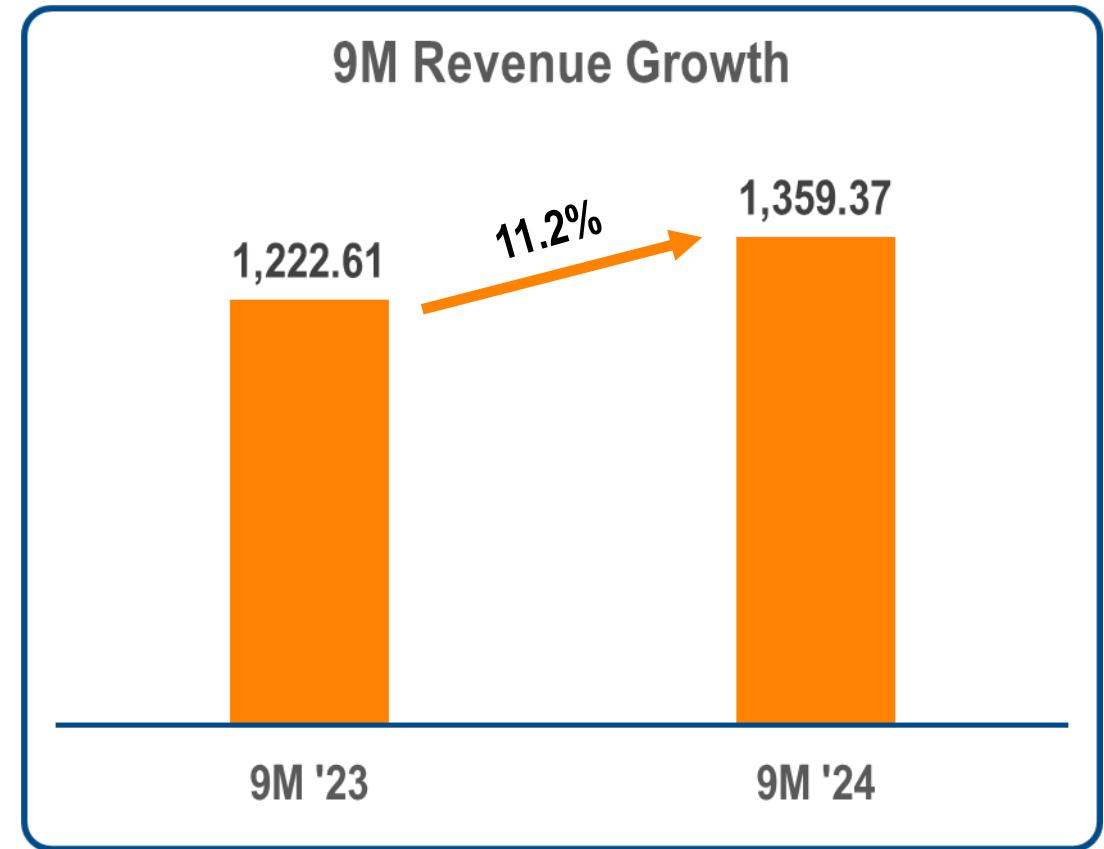
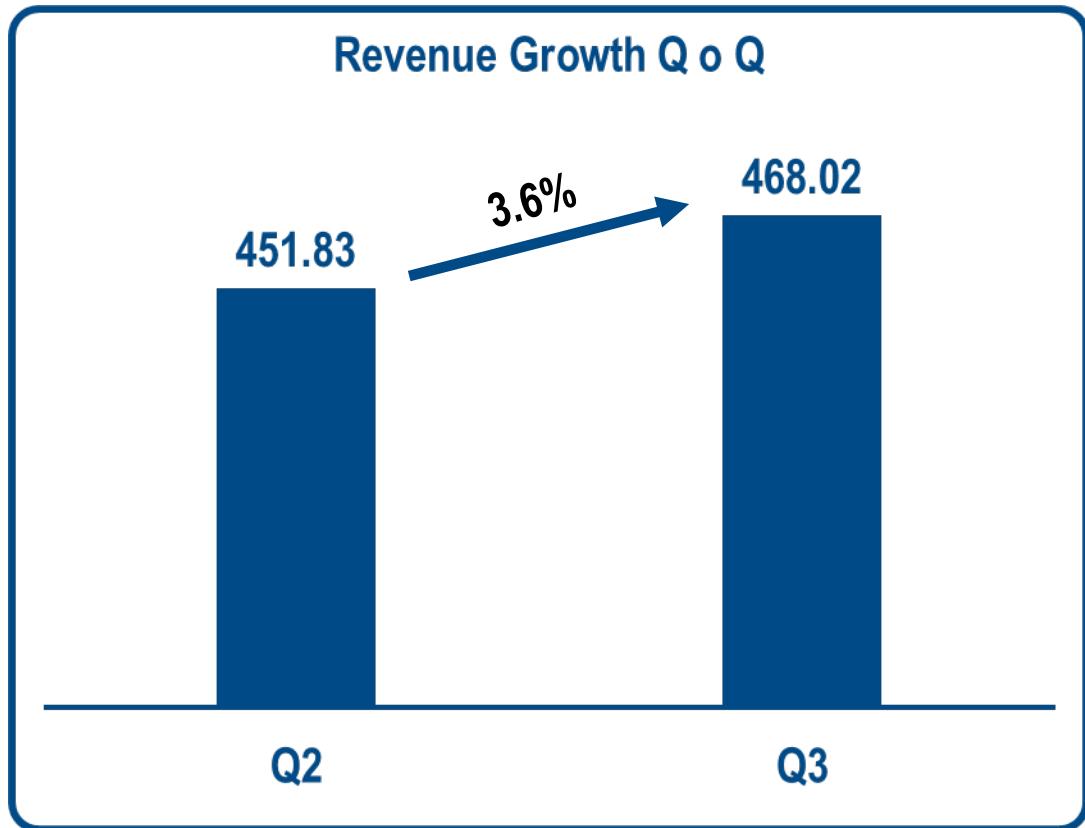
Offices in  
**9**

Countries

**4200+**

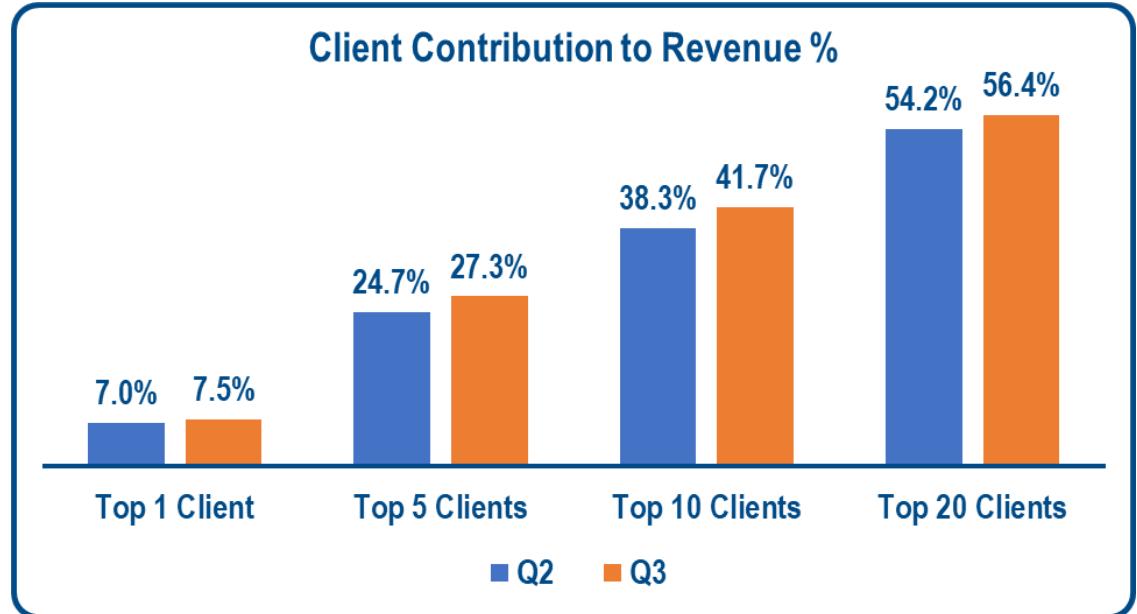
Cignitians

# Q3 FY24 Financials (INR in Cr.)

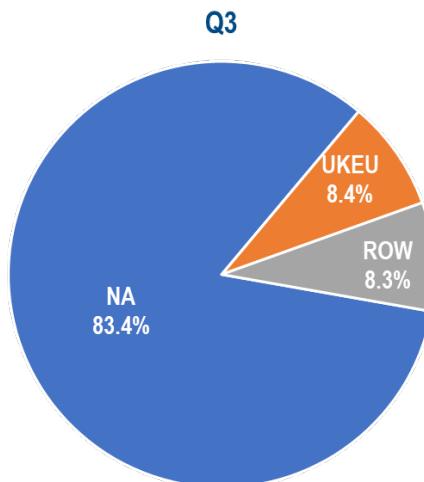
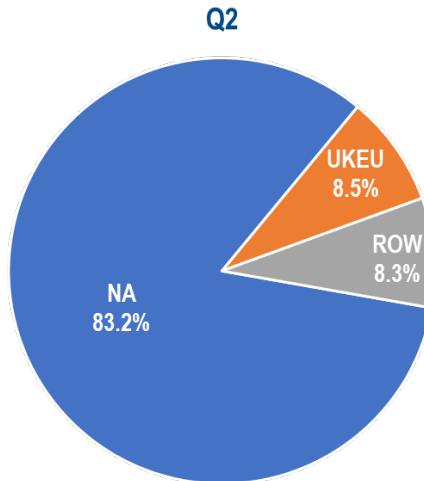


# Client Composition / Geography Mix of Revenue

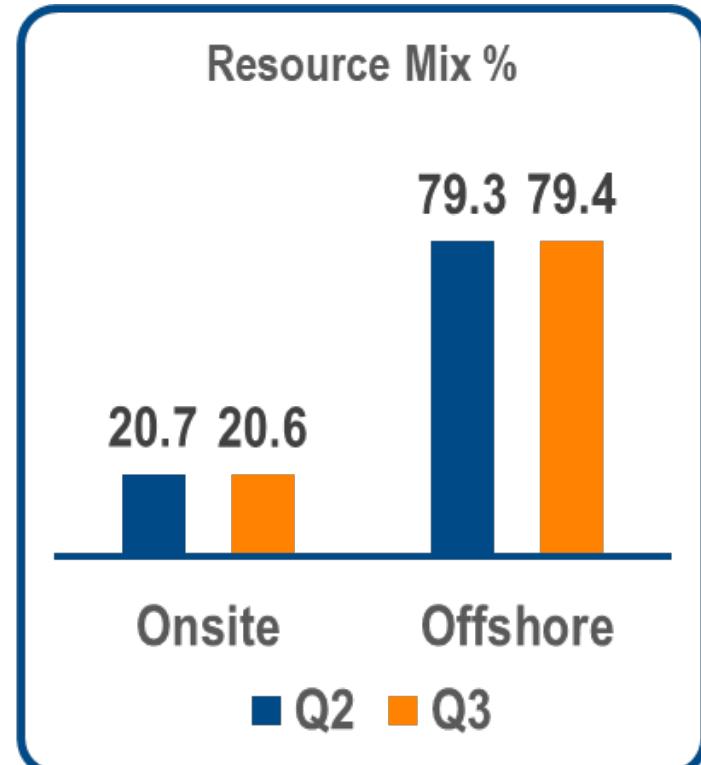
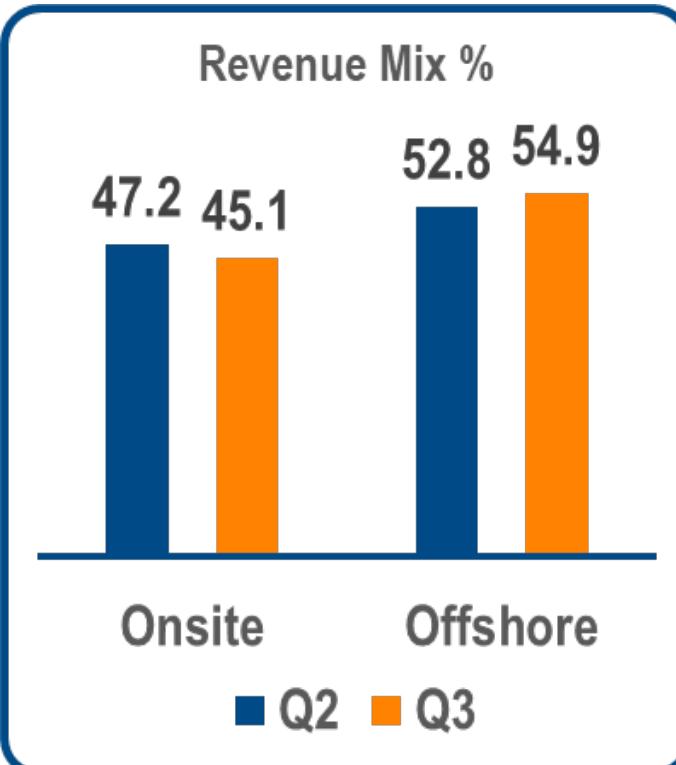
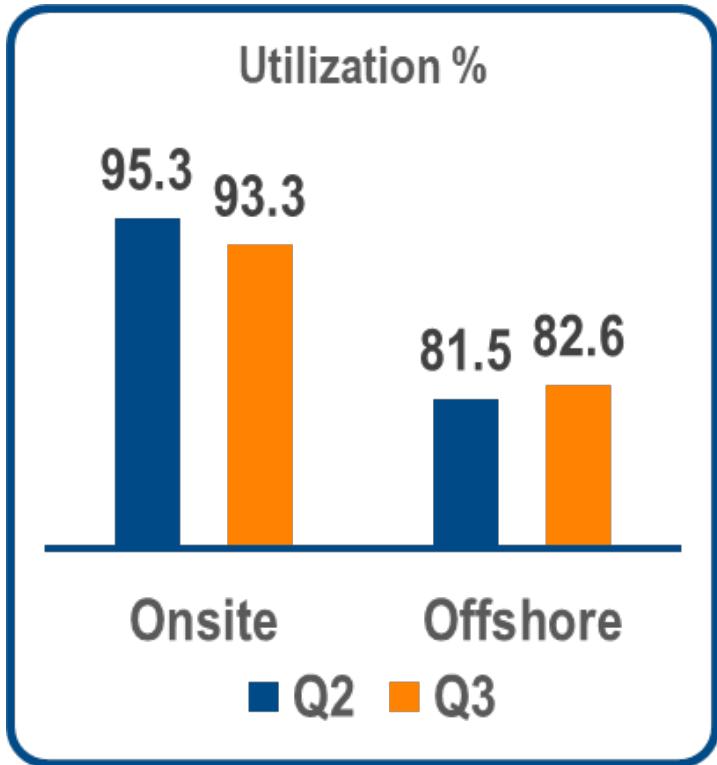
## CLIENT CONTRIBUTION TO REVENUE (%)



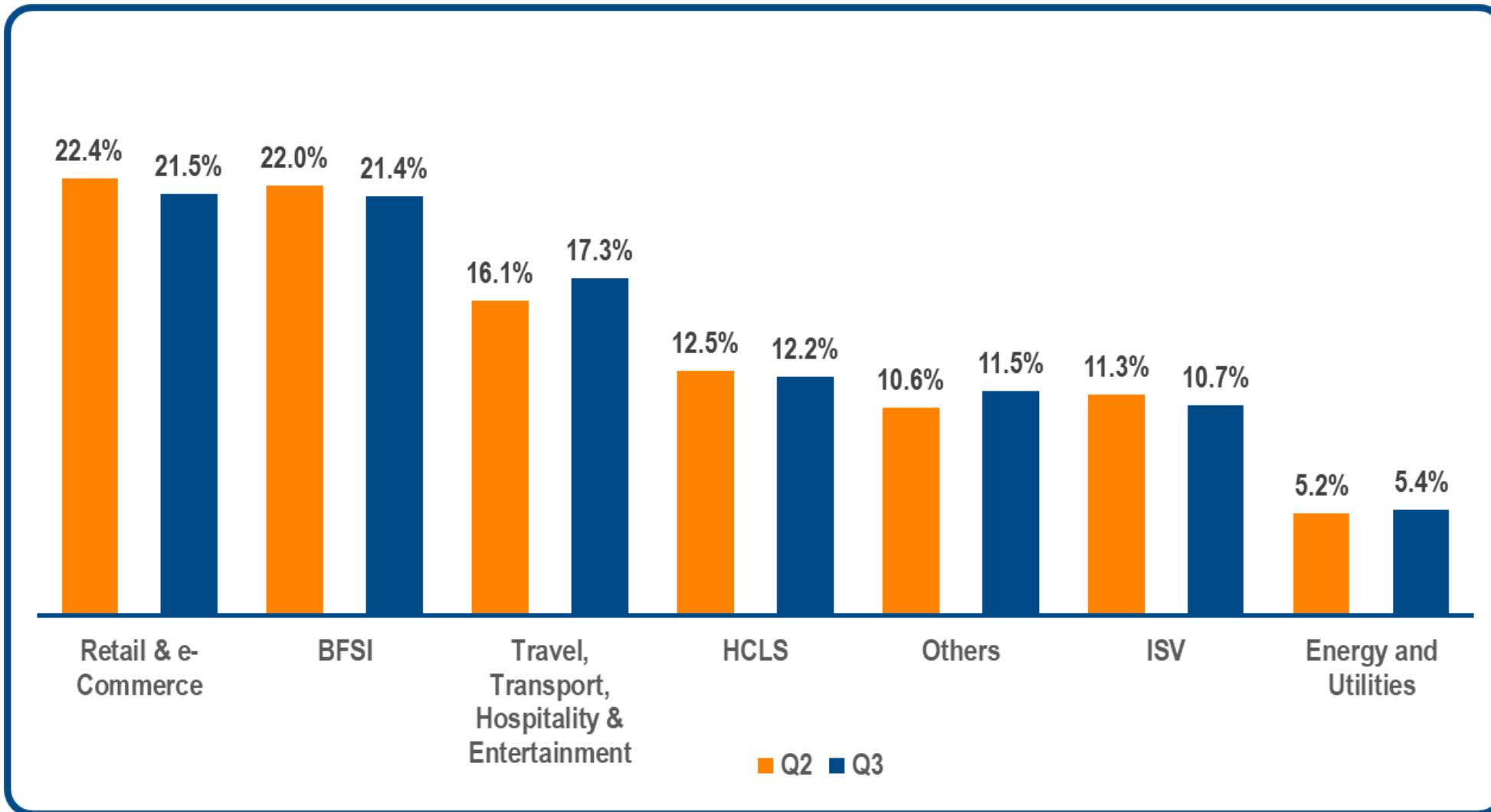
Clients	Q2	Q3
Number of Clients	218	215
New Clients Added	9	6



# Delivery Metrics Q3 FY24



# Revenue By Sector (%)





## Digital Assurance Services



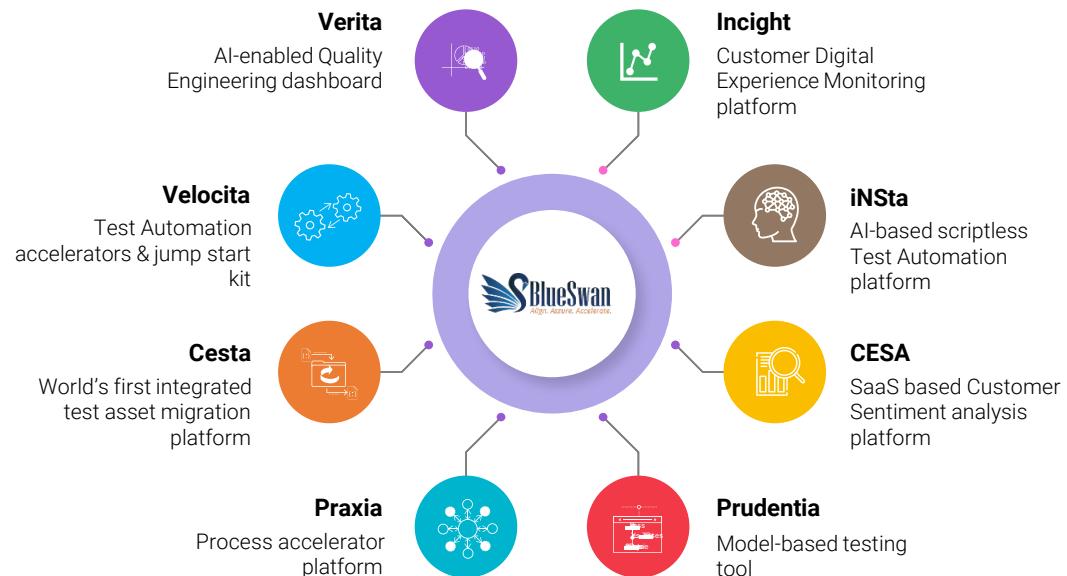
## Digital Engineering Services

Strategic Digital Transformation Partner

# Accelerating Digital Transformation - an IP & Platform-led Approach

## BlueSwan™

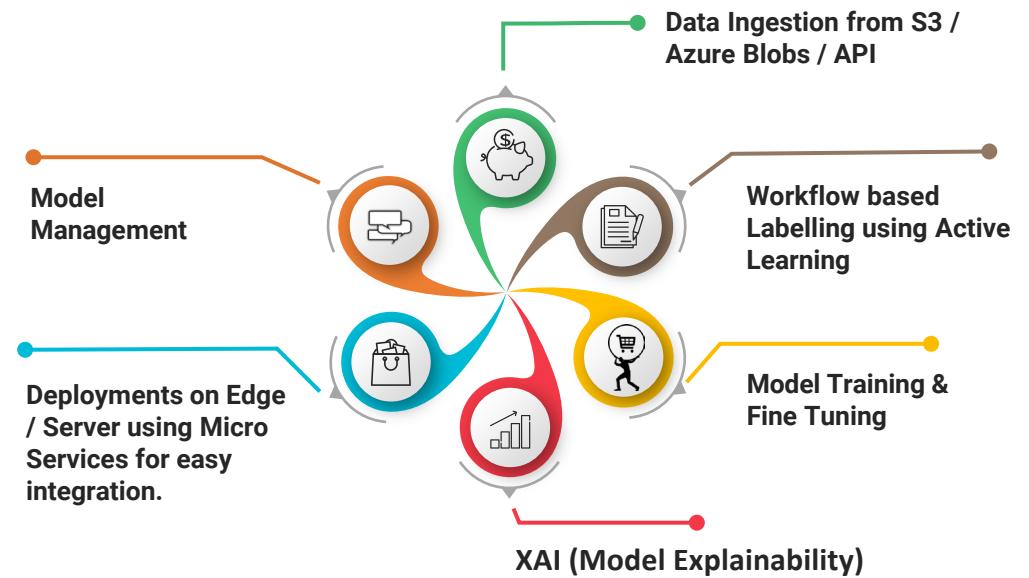
AI-led & next-gen proprietary Digital Assurance platform



Accelerating Digital Assurance

## Zastrा™

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

# Board of Directors



**C V Subramanyam**  
Chairman & Non-Executive Director



**Mr. Sudhir Singh**  
Non-Executive Director



**Mr. Pankaj Khanna**  
Executive Director



**Mr. D.K. Singh**  
Non-Executive & Independent Director



**Mr. Manish Sarraf**  
Non-Executive & Independent Director



**Ms. Mohua Sengupta**  
Non-Executive Director

# Awards & Recognitions

## Awards & Recognitions

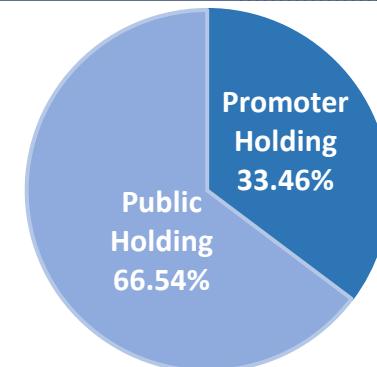
- » Everest Group & NelsonHall recognized Cigniti again as a QE 'Leader' in QE Specialist Services PEAK Matrix Assessment 2023 & in NEAT 2023 respectively. ISG recognized Cigniti as a Product Challenger & Contender in the US & Europe regions in ISG Provider Lens™ Digital Engineering Services 2023, Forrester recognized Cigniti's ZastraTM 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%
<b>EBITDA</b>	<b>646</b>	<b>640</b>	<b>0.9%</b>	<b>648</b>	<b>-0.4%</b>
<b>% EBITDA</b>	<b>13.8%</b>	<b>15%</b>		<b>14.3%</b>	
Depreciation & Amortization	78	72	9.7%	76	3.4%
<b>EBIT</b>	<b>567</b>	<b>569</b>	<b>-0.2%</b>	<b>572</b>	<b>-0.9%</b>
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%
<b>PBT</b>	<b>631</b>	<b>635</b>	<b>-0.6%</b>	<b>614</b>	<b>2.8%</b>
Tax	151	169	-10.9%	156	-3.1%
<b>PAT</b>	<b>480</b>	<b>465</b>	<b>3.2%</b>	<b>459</b>	<b>4.8%</b>
<b>EPS (Basic)</b>	<b>17.60</b>	<b>17.08</b>		<b>16.81</b>	

# 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
<b>EBITDA</b>	<b>1,915</b>	<b>1,693</b>	<b>13.1%</b>	<b>2,377</b>
<b>% EBITDA</b>				<b>14.4%</b>
Depreciation & Amortization	225	194	16.4%	264
<b>EBIT</b>	<b>1,689</b>	<b>1,500</b>	<b>12.6%</b>	<b>2,113</b>
Other Income(Expense)	7	47	-84.3%	49
Finance Income	166	63	161.4%	98
Finance Costs	31	33	-5.4%	44
<b>PBT</b>	<b>1,831</b>	<b>1,577</b>	<b>16.1%</b>	<b>2,216</b>
Tax	447	387	15.6%	533
<b>PAT</b>	<b>1,385</b>	<b>1,191</b>	<b>16.3%</b>	<b>1,683</b>
<b>EPS (Basic)</b>	<b>50.75</b>	<b>43.28</b>		<b>61.32</b>

# Consolidated Balance Sheet

Particulars	31 Dec 23	31 Mar 23	Particulars	31 Dec 23	31 Mar 23
Property Plant & equipment	241	302	<b>Equity &amp; Liabilities</b>		
Right-to-use asset	205	188	Equity share capital	273	273
Goodwill	740	740	Other equity	6,831	5,621
Capital WIP	-	-	<b>Sub total</b>	<b>7,104</b>	<b>5,894</b>
Other intangible assets	82	123	<b>Non-current liabilities</b>		
<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		-
<b>Sub total</b>	<b>1,476</b>	<b>1,685</b>	<b>Sub total</b>	<b>277</b>	<b>360</b>
<b>Current assets</b>			<b>Current liabilities</b>		
<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
<b>Sub total</b>	<b>7,960</b>	<b>6,775</b>	<b>Subtotal</b>	<b>2,055</b>	<b>2,206</b>
<b>Total</b>	<b>9,436</b>	<b>8,460</b>	<b>Total</b>	<b>9,436</b>	<b>8,460</b>

# Cash Flow Generation

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

## 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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