

04 November, 2019

National Stock Exchange of India Ltd,
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai - 400051.
Fax No.26598237/26598238

BSE Limited
P.J. Towers, Dalal Street
Mumbai - 400001.
Fax No.22722037/22723121

Name of Scrip: CIGNITITEC

Scrip code: 534758

Dear Sir,

Sub: Cigniti Technologies Limited- Corporate Presentation.

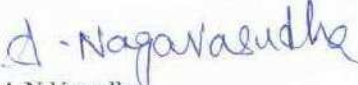
Ref: Company's letter dated 1st November 2019 regarding earnings call transcript

In continuation to the Company's letter dated 1st November, 2019, we herewith enclose the Corporate Presentation for the kind information and records of the Exchange please.

Thanking You

Yours faithfully,

For Cigniti Technologies Limited


A.N.Vasudha
Company Secretary



Encl: as above

Cigniti Technologies Ltd

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Dwarakapuri Colony
Punjagutta, Hyderabad 500 081
Andhra Pradesh, India
CIN: L72200TG1998PLC30081

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Cigniti Technologies Ltd.

Investor Update

Q2 & H1 FY20

Cigniti: Business Overview & Key Metrics

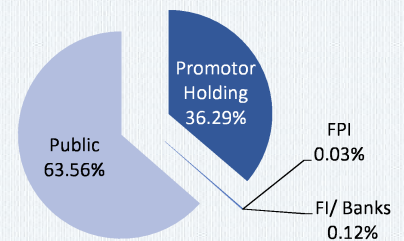


Cigniti is a globally recognized player in Specialized Quality Engineering Services and an emerging leader with Digital offerings

Business Overview

- Founded in 1998, Cigniti is a global player in Specialized Quality Engineering Services
- It offers **Services** including Traditional Quality Assurance & Testing, Quality Engineering, Digital Testing and many more services
- 2300+ Employees worldwide, 1900+ testers
- 200+ Active customers including 50+ Fortune 500 Customers
- Differentiator: IP led approach to digital through **BlueSwan** Platform
- **Key Verticals:** BFSI, Travel & Hospitality, HealthCare

Share Holding Pattern (Sept'19)



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. 3 years in a row.
- Positioned in **Gartner's Magic Quadrant** for Application Testing Services, Worldwide for 4 years in a row.
- Recognized as a Leader by **NelsonHall** in NEAT charts for Software Testing.

Customers

A strong client base of 200+ Active Customers



Partners

Deeply interconnected in rich ecosystems



Cigniti: A Global Leader in Specialized Quality Engineering Services



Financial Overview

Business Metrics Q2FY20

Revenues: 214.60 Cr.

EBITDA: 36.87 Cr.

PAT: 35.72 Cr.

Business Metrics H1FY20

Revenues: 422.18 Cr.

EBITDA: 68.52 Cr.

PAT: 64.22 Cr.

Q2 & H1 FY20 Operational Highlights

- ❖ The Company's Revenue from operations for the quarter under consideration stood at Rs. 214.60 crore as against Rs. 204.96 crore in Q2FY19 on a consolidated basis.
- ❖ The company's Net Profit for Q2FY20 stood at Rs. 35.72 crore on a consolidated basis.
- ❖ EBIDTA for the September quarter was at Rs. 36.87 crore and EBIDTA margin stood at 17%.
- ❖ Revenue from top 5 clients contributed approximately 20.5% of the Revenue
- ❖ Travel, Transport, Health Care & BFSI sector contributed the most to the revenue for Q2FY20

Company Overview

Headquartered in Hyderabad, India, Cigniti is North America's largest Independent Quality Engineering Services company with operations in 13 countries. It offers wide variety of QA testing services including Testing Advisory & consulting leveraging IP (BlueSwan) for Digital transformation.



Awards & Recognitions



Partners



Cigniti's Core Service Offerings for Large Enterprise Clients



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



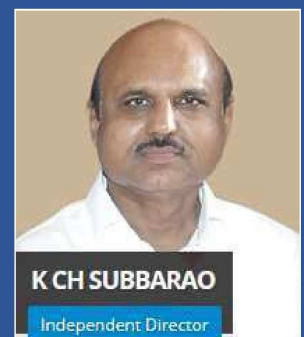
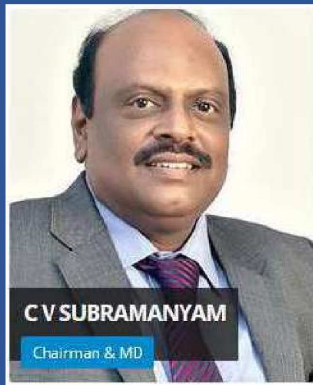
- Security Testing
- Functional Testing
- Test Automation
- Globalization Testing
- Performance Testing
- Compatibility Testing
- Regression Testing

Digital and Next Generation Offerings



- IoT Assurance
- Cloud Assurance
- Omni and Multi-Channel Testing
- Robotics Automation
- Mobile Testing
- Customer Experience Testing

Board Members



Led by Dedicated Promoters & Managed by Professional Leadership Team



C V Subramanyam, Chairman and Managing Director

- In 1998, Mr. Subramanyam founded Chakkilam Infotech Pvt. Ltd. as an IT services company providing IT solutions
- Successfully took the company public in 2004
- Holds a Bachelors in Commerce and Law and Post Graduate Diploma in Business Management



Srikanth Chakkilam, Chief Executive Officer, Cigniti Technologies Inc.

- Drives client acquisition strategies, provides oversight to Sales, sets business targets, and maintains the P&L and related activities
- Key decision maker in the vision and growth of Cigniti & plays a vital role in evaluating, analyzing & deciding Cigniti's pursuits related to inorganic growth
- Focused to build a highly successful, impactful and ethical business in all forms
- Has an MS from the University of Southern California



Krishnan Venkatachary, CFO

- Mr. Krishnan brings to Cigniti over 25 years of experience spanning global financial operations. Is a qualified ACA, ACS and FCMA
- Previous experience: Yashoda Hospitals, Flagstone Underwriting Support Services, VisualSoft Technologies, Baan Info Systems



Pradeep G, CTO & President (North America West)

- Mr. Pradeep as CTO is responsible for revenue targets and business growth for Cigniti's NA West operations. He is an industry thought leader in software testing with over 15 years of experience
- Previous experience: Cognizant Technology Solutions, HTC Global services



Kalyana Rao Konda, President (North America East)

- Mr. Kalyana drives the growth of Cigniti's NA East business to meet the co-located testing services requirements in the US. Is a certified Project Management Professional (PMP) and a Certified Software Quality Analyst (CSQA)
- Previous experience: AppLabs, Virtusa, and Baan



Raghu Krovvidy, EVP – Delivery, Process & ESG

- Mr. Raghu manages Global Delivery on a day to day basis across all GEOs and verticals for Cigniti
- Previous experience: 20+ years. Accenture, AppLabs, IRIS Digital & NIIT



Jagdish Kumar, SVP – ICT

- Jagdish heads ICT function at Cigniti. Over 25 years of experience in various global roles spanning IT Strategy & others
- Previous experience: JDA, OpenText, BaaN, HCL



Nanda Padmaraju, SVP – ROW

- Mr. Nanda heads sales for the UK and EU regions. Brings in more than 18 years of global IT expertise along with strong financial acumen
- Previous experience: AppLabs, Satyam Computer, IBM & Sharp Protech



Rajesh Sarangapani, VP – Delivery, Practices

- Mr. Rajesh manages technology COE's and Innovation. Over 20 Years of experience in software testing
- Previous experience: Accenture, AppLabs, Amundi Pioneer, Virtusa & Baan



Subhendu Pattnaik, AVP – Marketing & IST

- Subhendu heads Global Marketing & Demand Generation. 15+ years of experience & proven track record in leading 360-degree Marketing
- Previous experience: Infosys, Tata BSS, FINO, Mindfire

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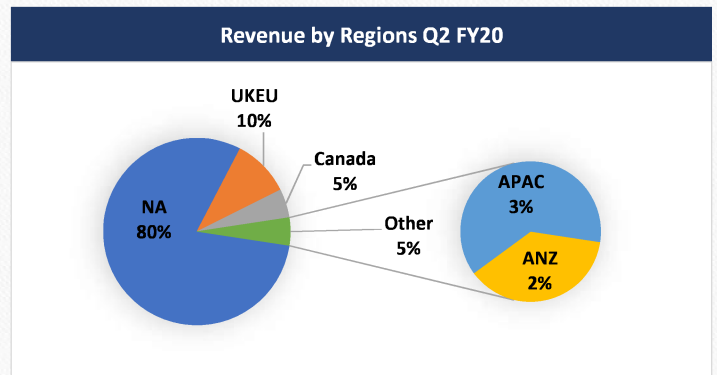
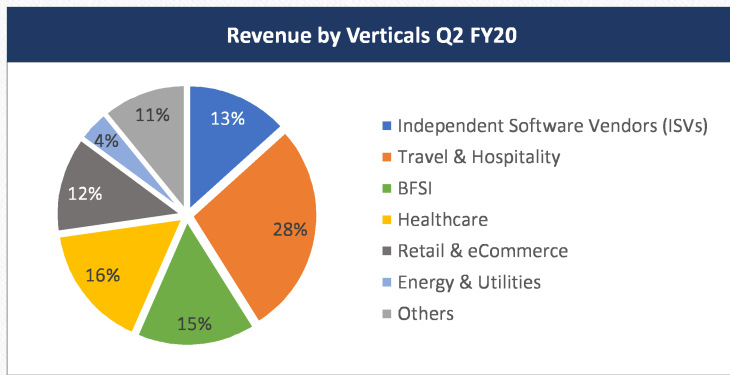
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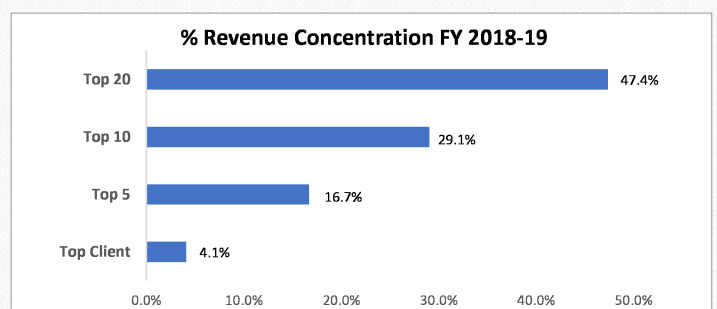
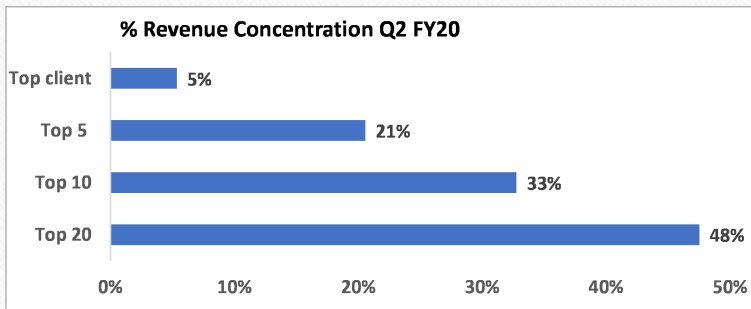
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Diversified Client base Leading to Better Stability



The revenue concentration in top accounts has decreased significantly from FY18 to FY19, implying higher revenue stability in future

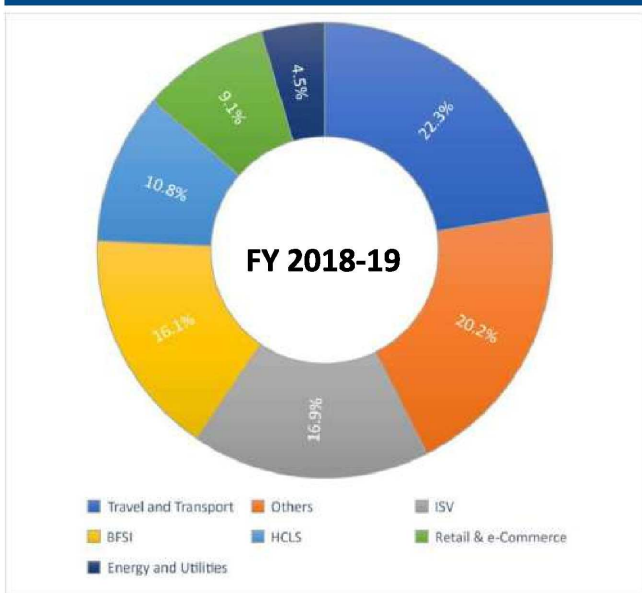


Marquee Clients Across Industry Verticals



In high-spend Industry verticals, Cigniti has marquee clients.

Diversified revenue profile across industry verticals...



Verticals	Key Clients
BFSI	SYNOVUS, Bank of America, Heartland PAYMENT SYSTEMS, Exeter finance corp, DBS, Atom, D&B, ALEA, MAX LIFE INSURANCE
Energy & Utilities	IGE KU, Pioneer, WALES&WEST UTILITIES, ONCOR, LENNOX, Tantalus
Healthcare & Life Sciences	AstraZeneca, optos, DEEPA DENTAL, NAPIER Healthcare, Cipla, gsk, BlueCross BlueShield, NUANCE
Travel & Hospitality	Best Western, SOUTHWEST AIRLINES, IndiGo, Hertz, Purolator, RYANAIR, AirAsia
Media & Technology	BROADCOM, hp, NCR, tellabs, FREEMAN, OMNIGON
Retail & e-commerce	SUBWAY, payu, redBus, C&S Wholesale Grocers, snapdeal

Financial Highlights Q2 FY20



(in Millions)	Q2FY20	Q1FY20	Q2FY19	Q-o-Q	Y-o-Y
Income					
Revenue from operations	2,146	2,076	2,050	3%	5%
Revenue from operations (\$M)	30.54	29.84	29.53		
Expenses					
Employee benefit expense	1,279	1,266	1,164	1%	10%
Other expenses	498	493	514	1%	(3%)
EBITDA	369	317	371	17%	(1%)
% EBITDA	17.2%	15.2%	18.1%		
Depreciation & Amort	29	29	7	-	306%
EBIT	340	288	364	18%	(7%)
Other Income(Expense)	53	40	235	32%	(77%)
Finance costs	19	21	36	(6%)	(46%)
PBT	374	307	563	22%	(33%)
Tax	17	22	68	(23%)	(74%)
PAT	357	285	495	25%	(28%)
EPS (Basic)	12.91	10.3	18.0		

All values are in INR Million

Financial Highlights H1 FY20



(in Millions)	H1FY20	H1FY19	Y-o-Y
Income			
Revenue from operations	4,222	3,997	6%
Revenue from operations (\$M)	60.41	58.81	
Expenses			
Employee benefit expense	2,545	2,349	8%
Other expenses	991	995	(0.5%)
EBITDA	685	653	5%
% EBITDA	16.2%	16.3%	
Depreciation & Amort	57	14	308%
EBIT	628	639	(2%)
Other Income(Expense)	93	290	NM
Finance costs	40	74	(46%)
PBT	681	855	(20%)
Tax	39	(32)	-
PAT	642	887	(27%)
EPS (Basic)	23.21	32.36	

All values are in INR Million