

## FOURTH QUARTER AND ANNUAL RESULTS FOR FY 2017

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Financial Release, Hyderabad, India, April 20, 2017

- **Revenue growth of 16.3%** in ₹ terms at ₹ 36,065 Mn; US\$ growth of 13.7% at US\$ 538 Mn; 14.9% in constant currency
  - **Operating Profit up 15.7%** at ₹ 4,848 Mn
  - **Net profit up 10.7%** excluding exceptional item at ₹ 3,699 Mn
  - **Highest ever cash balance at ₹ 9,706 Mn** (US\$ 149.8 Mn) in spite of three acquisitions and increased dividend payout
  - **Cash generation up ~30%** at ₹ 3,712 Mn
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### KEY HIGHLIGHTS: FY 2017

#### Financial Highlights

- Strong and well-rounded Performance
- **Revenue growth of 16.3%** in ₹ terms at ₹ 36,065 Mn; US\$ growth of 13.7% at US\$ 538 Mn; 14.9% in constant currency
- **Operating Profit up 15.7%** at ₹ 4,848 Mn
- **Net profit up 10.7%** excluding exceptional item at ₹ 3,699 Mn
- **Cash generation up ~30%** at ₹ 3,712 Mn
- Highest ever free cash flow conversion at 65% of EBITDA
- **DSO lowest ever 74 days** down 5 days, **Tax rate of 24.2% down 50 bps**
- **Highest ever cash balance at ₹ 9,706 Mn** (US\$ 149.8 Mn) in spite of three acquisitions and consistent dividend payout
- Consistent dividend payout @~30% (₹ 8/share), over and above special dividend of ₹ 2.5 per share declared on the 25<sup>th</sup> anniversary
- Improved Utilization by 160 bps at 76.8%

## Business Highlights

- Enhanced focus on long term initiatives - investments in three acquisitions: ODS (Australia) in Q1, Blom (UK) in Q3 and Certon (US) in Q4. Invested for a minority stake in two start-up ventures and made IP investment through partnership
- Robust growth in EMEA 28% and APAC 30%
- Rewarding the two key stakeholders who have been with us throughout our journey of 25 years, Company had announced special dividend for shareholders and Restricted Stock Units (RSU) scheme to eligible associates in Q2. In line with the announcement, RSUs including cash-out option have been granted to ~9000 associates in Q4 FY17 and expense of ₹ 261 Mn has been considered as exceptional item in the financial statements of Q4 FY17, to be fair-valued again in Q4 FY18
- Our Founder and Executive Chairman Dr. B.V.R. Mohan Reddy was honored with the prestigious Padma Shri award for his contribution in trade and industry

## Others

- Financials have been prepared in accordance with IND AS; FY16 Financials are also restated for comparison purposes. The impact on FY16 due to this restatement is minimal
- Rangsons Pvt. Ltd. has been renamed to Cyient DLM Pvt. Ltd. w.e.f. 18<sup>th</sup> January, 2017
- FY17 consolidated statement includes four months of Blom financials (Q3 one month, Q4 two months) and two months (in Q4) of Certon financials. Other operating and financials metrics is excluding Blom and Certon in Q4 FY17. Going forward, these metrics will be included in FY18



## KEY HIGHLIGHTS: Q4 FY 2017

### Financial Highlights

- Strong YoY revenue growth of 16.1% in US\$ terms at US\$ 141 Mn and 3.8% QoQ growth (3.6% in constant currency)
- Revenue grew by 14.8% at ₹ 9,410 Mn in ₹ terms, highest ever revenue
- Operating Profit is ₹ 1,247 Mn (YoY growth of 18.0%), Operating margin at 13.3%
- Net profit (excluding exceptional item) is ₹ 1,046 Mn, Up 36.9% YoY and 11.1% QoQ;
- Robust Free Cash Flow (FCF) generated stands at ₹ 1,385 Mn, ~92% of EBITDA, helped by DLM's cash generation of ₹ 156 Mn
- Attrition at 19.5%; Lowest ever in the recent past

### Business Highlights

- Completed the acquisition on a US based verification and validation company, Certon Inc. for the avionics division of Aerospace and Defense BU
- Robust growth witnessed across geographies: EMEA 6.6%, APAC 2.0% and NAM 2.7%



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## MESSAGE FROM THE MANAGEMENT

**Commenting on the results, Mr. Krishna Bodanapu, Managing Director and Chief Executive Officer,** said Q4 FY 17 was in line with our expectations both in revenue and margin. We recorded our highest ever revenue and free cash flow in this quarter. We witnessed a growth of 16.1 % YoY and 3.8% QoQ. Growth in our services business was driven by Utilities and Geospatial, Aerospace & Defense and Transportation Business units. The Design Led Manufacturing (DLM) business continues to improve performance and delivered a double digit growth YoY.

For the year, we have delivered a strong performance and witnessed a growth of 13.7%, driven by Communications, Aerospace & Defense and DLM business units, while Utilities and Geospatial and Transportation business unit growth was impacted by cross currency fluctuation. Our group margins dropped by 10bps over FY 16 while the services margin improved by 60bps due to higher utilization and change in revenue mix. This year also marks our first year under the industry focused organization structure. We gained significant benefits under the new structure in terms of increased momentum in strategy execution resulting in acquisition of ODS, Blom and Certon during the year. Our customer centricity has improved, resulting in better customer satisfaction scores for the year. We have reorganized our semiconductor business to include IoT and Analytics under the leadership of Suman Narayan.

Our outlook for FY 18 is strong, backed by a strong pipeline and order backlog. We expect a similar growth in our services business while DLM business is expected to grow in the range of 20%. Our margins are expected to improve by 50bps driven by improvements in operational efficiency through the year. We expect to deliver a double digit earnings growth in FY 18.

**Mr. Ajay Aggarwal, Chief Financial Officer,** said I am pleased to report that Cyient generated a robust cash flow of ₹ 3,712 Mn in FY17, a growth of ~30% over last year. This translates to 64.9% of EBITDA for FY17, as against 54.5% last year. This cash generation is despite double digit growth in revenue. This is a reflection of our continuous improvement on various drivers of cash generation viz. DSO collection, Tax optimization, capital expenditure rationalization and other initiatives. Operating profit as a focus area has percolated to all levels in the organization. Our cash balance stands at ₹ 9,706 Mn (\$ 149.8 Mn), despite three dividend payments, three acquisitions and three corporate venturing investments this year. With strong cash flow generation contributing to the cash balance quarter on quarter, we will continue to focus on strategic investments.

It is satisfying to see all-round growth in revenue, operating & net profit and cash generation this year, and we expect the momentum to continue in the coming quarters as well. Maximizing shareholder wealth is paramount to us and we will continue to focus on the same. We are well poised in achieving higher shareholder returns in the coming years.



## FINANCIAL PERFORMANCE HIGHLIGHTS

In ₹ Million

	Q4 FY17	Q3 FY17	Q4 FY16	Growth %		FY17	FY16	Growth YoY
				QoQ	YoY			
Revenue*	9,410	9,171	8,195	2.6%	14.8%	36,065	31,021	16.3%
Operating Profit	1,247	1,228	1,057	1.6%	18.0%	4,848	4,190	15.7%
Operating Margin	13.3%	13.4%	12.9%			13.4%	13.5%	
PAT (Reported)	784	942	677	-16.7%	15.9%	3,438	3,255	5.6%
PAT (Adjusted)	1,046	942	764	11.0%	36.9%	3,699	3,342	10.7%

\* Revenue is including the excise duty as per new reporting guidelines and the previous period numbers are restated for like to like comparison.

In USD Million

	Q4 FY17	Q3 FY17	Q4 FY16	Growth %		FY17	FY16	Growth YoY
				QoQ	YoY			
Revenue*	141	136	121	3.8%	16.1%	538	473	13.7%
Operating Profit	19	18	16	2.8%	19.4%	72	64	13.2%
Operating Margin	13.3%	13.4%	12.9%			13.4%	13.5%	
PAT (Reported)	12	14	10	-15.7%	17.2%	51	50	3.3%
PAT (Adjusted)	16	14	11	12.3%	38.5%	55	51	8.3%

\* Revenue is including the excise duty as per new reporting guidelines and the previous period numbers are restated for like to like comparison

### Exchange Rate (USD/INR)

	31-Mar-17	31-Dec-16	31-Mar-16
Quarter Average	66.75	67.52	67.49
Quarter Closing	64.82	67.95	66.33

### Excise duty impact on Revenue (In INR Mn)

	Q4 FY17	Q3 FY17	Q4 FY16	Growth %		FY17	FY16	Growth YoY
				QoQ	YoY			
Revenue	9,410	9,171	8,195	2.6%	14.8%	36,065	31,021	16.3%
Excise Impact ₹ Mn	70	33	37			206	80	
Revenue excluding Excise	9,340	9,138	8,158	2.2%	14.5%	35,859	30,941	15.9%



## Snapshot of the Certon Financials

	Q4 FY17 Rs Mn	Q4 FY17 \$ Mn
Revenue	50.1	0.76
Operating Profit	(1.4)	(0.02)
PAT	(2.9)	(0.05)

*Cyient Ltd. acquired a US-based validation & verification services provider Certon Inc. in February 2017. The Consolidated financials include two months of Certon financials.*



## BUSINESS UPDATE

### Aerospace & Defense

Aerospace & Defense business unit has a YoY growth of 3.5% (excluding Certon) driven by higher number of working days and new customer acquisitions. For FY17 we achieved a revenue growth of 9.7% YoY (excluding Certon) After 3 years of softness, we saw momentum come back in EMEA with new wins in key customers. We completed the acquisition of Certon that will enable us reduce risk and time to market for Avionics customers looking to bring new products in the market.

We are following through on our S3 (Design-Build-Maintain) strategy and completed the Qualification testing for an in-flight system with serial production expected towards late 2017. We are working on two more such opportunities whose serial production are expected to start in FY18.

### Transportation

Transportation business unit witnessed a revenue growth of 11.3% YoY and 6.1% QoQ driven by increased momentum in key projects in Europe. The year saw the BU consolidate its leading position in the industry segment with expansion of global engineering foot print through initiation of Engineering Center at Prague and strengthening of key engagements.

We won the coveted Land Transport Award for "Best Rail Signaling and Electrification Provider 2017", which is a great recognition of the trust and credibility we have been able to build in the niche segment of Signaling Application Engineering. The successful outcome of IRIS Audit held earlier this year and the YoY progression demonstrated is a good reflection of our focus on capability enhancement though constant learning.

Our outlook FY18 and beyond for this business unit continues to be positive supported by industry growth in our focus segments of Rolling Stock and Signaling, our strong long term relationships, healthy opportunity pipeline and gaining momentum from strategy execution.

### Communications

Communication business unit witnessed a 40% growth on a YoY basis. However, it de-grew by 2.8% QoQ. The growth has primarily driven by strong volumes from HFC roll out in APAC, CAFII programs where Cyient support their customers in rolling out fibre and on the mobile site inspection and design. NAM market has also reported positive growth due to the increased workloads from CAF II. Our outlook for FY 18 is strong driven by growth in Small Cell deployment and planning and we expect a double digit growth in FY 18. For the full year the business unit has a stellar growth of 32.6%.





## Medical & Healthcare

The Medical Technology and Healthcare business unit delivered a revenue growth of 29% YoY and 3.9% QoQ. This quarter we inaugurated a new Center of Excellence to expand an existing manufacturing relationship into design, developed a number of proof of concepts for a top 5 medical technology company and inaugurated two client-focused labs that will enable project expansion and innovation.

The unit achieved a 40% growth in FY17 and the pipeline has grown over 4x over the year. This year was critical for the business unit as they finalized and began executing their strategy. Key activities over the past twelve months included consolidating delivery leadership and operations, hiring key personnel and domain expertise, expanding its ISO 13485 certification and converting a number of new client wins. The BU is seeing significant traction across engineering and manufacturing and is expecting accelerated growth to continue into the first quarter of FY18. While this performance is primarily the result of stable performance at established accounts, there is significant pipeline momentum at both existing and new accounts.

## Utilities & Geospatial

Both on a standalone basis and including revenue from the Blom acquisition, U&G achieved good revenue growth of 10.8% on a QoQ basis and 26.4% on a Year on year basis. Two key accounts in particular contributed to the growth. We secured some good wins in North America and extended an MSA with one of our Key Accounts. During the quarter we were recognized in the Geospatial industry as "Global Solutions Company of the Year".

For the full year UG business posted growth of 15.2% on a constant currency basis. The revenue growth during the year came predominately from our North American and European businesses, with our top 5 Key Accounts all performing well. Blom Aerofilms is now fully integrated in Cyient UK and the performance after 4 months of activity is slightly ahead of our business case.

## Semiconductor

Q4 grew by 11% relative to Q3 and YoY the BU saw a growth of about 9% primarily driven by APAC. We are having strong backlog for semiconductor from key clients and also strong pipeline from new customers



## **Industrial, Energy and Natural Resources**

The Industrial and Energy and Natural Resources Business Unit revenue was down 3.5% from Q3 due to slower than expected ramp ups in new clients, but gross margin improved 90 basis points. Top line growth was the key challenge in FY 17 due to significant cutbacks in the Industrial and Oil and Gas segments.

For FY 18 there will be continued focus on ramp up of new Infrastructure clients in all 3 geographies. There is a strong pipeline of new adjacent solutions with Analytics, Electronics and Design Led Manufacturing.

## **Design-Led Manufacturing**

DLM business unit delivered a revenue growth of 8.7% QoQ and 27% over YoY. Substantial revenue has been achieved in telecom space with close to 60% of total in Q4 while Defense & Aerospace is been only at 9%. Order intake during the quarter has been all time high with a major order intake from Defense sector.

With Q4 closure, our revenue in FY17 has grown by 36% over FY16. The growth was driven by telecommunications market and it is expected to continue in FY18 as well.

A decent order backlog at the beginning of FY18 and the pipeline indicates a better revenue visibility in coming year.



## OPERATIONAL HIGHLIGHTS

### Operations

- Collaboration agreement with AMDOCS to implement GIS solutions
- Partnered with Liberty Global to support Gigaworld broadband roll-out
- Successfully completed IRIS First Surveillance audit
- Transfer of Technology Agreement signed between Cyient DLM & C-DOT
- DLM's 1<sup>st</sup> LRU and 2<sup>nd</sup> LRU shipped

### Infrastructure

- New Delivery Center for Cyient Defense Services in Florida
- Design COE for an Aerospace and Defense customer
- Electronics lab for a key Medical Technology and Health care
- Experience center and lab for Ortho Clinical Diagnostics

### Awards

- Best Rail Signaling and Electrification Provider 2017
- Best Geospatial Solutions Company of the year 2017
- Geospatial Application Excellence Award



# **CYIENT (EXCLUDING DESIGN-LED MANUFACTURING BUSINESS)**



## REVENUE SEGMENTATION

### By Geography (%)

	Q4 FY17	Q3 FY17	Q4 FY16	FY17	FY16
Americas	57.1%	58.0%	60.2%	58.5%	63.0%
EMEA	25.1%	24.0%	25.4%	24.4%	24.2%
Asia Pacific	17.8%	18.0%	14.4%	17.1%	12.8%

### By Business Unit (%)

	Q4 FY17	Q3 FY17	Q4 FY16	FY17	FY16
Aerospace and Defense	35.7%	35.6%	38.9%	36.7%	37.2%
Transportation	9.7%	9.4%	10.0%	9.7%	10.3%
IE&NR	8.7%	9.3%	10.3%	9.3%	11.1%
Semiconductor	4.2%	3.9%	4.4%	4.1%	4.9%
Medical & Healthcare	1.9%	1.9%	1.7%	1.9%	1.5%
Utilities and Geospatial	18.5%	17.2%	16.8%	17.1%	16.5%
Communications	21.4%	22.7%	17.6%	21.2%	17.9%
Others	0.0%	0.0%	0.3%	0.0%	0.6%

### Onshore/Offshore Split (%)

	Q4 FY17	Q3 FY17	Q4 FY16	FY17	FY16
Offshore	39.2%	40.4%	40.7%	40.0%	42.9%
Onsite	60.8%	59.6%	59.3%	60.0%	57.1%

### Currency Mix (%)

	Q4 FY17	Q3 FY17	Q4 FY16	FY17	FY16
USD	58.1%	62.4%	67.5%	62.3%	67.5%
Euro	11.1%	10.7%	10.1%	10.9%	12.6%
GBP	9.8%	8.2%	9.1%	9.0%	8.4%
AUD	12.9%	13.1%	8.2%	12.1%	7.3%
Others	8.0%	5.5%	5.1%	5.8%	4.2%



## OPERATIONAL METRICS

### Utilization (%)

	Q4 FY17	Q3 FY17	Q4 FY16	FY17	FY16
Utilization	77.4%	78.3%	72.7%	76.8%	75.2%

### Account Receivables (Number of Days)

	31-Mar-17	31-Dec-16	31-Mar-16
<b>DSO Total</b>	73	75	80
- Billed	53	55	60
- Unbilled	20	20	20

## CLIENT METRICS

### Top Clients: Revenue Contribution (%)

	Q4 FY17	Q3 FY17	Q4 FY16	FY17	FY16
Top 5	42.9%	43.5%	35.7%	42.3%	36.4%
Top 10	56.9%	58.0%	51.1%	56.5%	51.6%

### No. of Million Dollar Clients (in Number)

	Q4 FY17	Q3 FY17	Q4 FY16	FY17	FY16
20 Mn+	5	3	2	5	2
10 Mn+	9	11	11	9	11
5 Mn+	20	21	20	20	20
1 Mn+	62	60	62	62	62
<b>New Customers Added</b>	11	20	20	76	75



## Employee Metrics

	Q4 FY17	Q3 FY17	Q4 FY16	FY17	FY16
Total Manpower	13,084	13,094	12,498	13,084	12,498
Billable	12,048	12,155	11,626	10,744	11,626
Non Billable	231	209	158	1535	158
Support	805	730	714	805	714
Voluntary Attrition	15.6%	22.6%	18.4%	20.5%	19.5%
Involuntary Attrition	3.9%	1.9%	1.6%	3.3%	2.2%

*The impact of the positive measures- initiatives like stringent process on recruitment and training enablement module have brought down the Q4 FY17 attrition significantly down. Efforts are being directed to bring back the attrition to 17%-18% in FY18.*



# DESIGN-LED MANUFACTURING BUSINESS





## INCOME STATEMENT - ABRIDGED (₹ MILLION)

	Q4 FY17	Q3 FY17	Q4 FY16	FY17	FY16
Revenue*	1,069	1,002	857	3,649	2,653
Direct Salaries & Rel. Costs	43	30	47	160	172
Material Cost	921	861	702	3,134	2,156
<b>Gross Profit</b>	<b>106</b>	<b>111</b>	<b>107</b>	<b>354</b>	<b>325</b>
SG&A	108	92	65	367	219
<b>Operating Profit (EBITDA)</b>	<b>-2</b>	<b>20</b>	<b>42</b>	<b>-13</b>	<b>106</b>
Other Charges	34	38	58	160	171
<b>Profit Before Tax</b>	<b>-36</b>	<b>-18</b>	<b>-16</b>	<b>-173</b>	<b>-64</b>

\* Revenue is including the excise duty as per new reporting guidelines and the previous quarter numbers are restated for like to like comparison.

## REVENUE BY SEGMENT AND KEY METRICS

### Revenue - Geography Mix (%)

	Q4 FY17	Q3 FY17	Q4 FY16	FY17	FY16
Americas	14.7%	11.2%	10.0%	13.2%	18.9%
EMEA	84.3%	88.1%	81.8%	81.8%	56.1%
Asia Pacific	1.0%	0.7%	8.2%	5.0%	25.0%

### Revenue - Industry Mix (%)

	Q4 FY17	Q3 FY17	Q4 FY16	FY17	FY16
Aerospace and Defense	9.2%	46.3%	32.9%	20.8%	39.9%
Industrial	20.6%	17.1%	27.3%	24.1%	29.5%
Medical	9.7%	11.3%	9.9%	11.1%	12.1%
Communications	59.3%	24.0%	29.9%	42.7%	17.7%
Others	1.2%	1.3%	0.0%	1.3%	0.7%



**No. of Million Dollar Clients (in Number)**

	Q4 FY17	Q3 FY17	Q4 FY16	FY17	FY16
5 Mn+	4	3	2	4	2
2 Mn+	6	6	5	6	5
1 Mn+	9	9	7	9	7
<b>New Customers Added</b>	2	4	2	7	2

**Key Operational Metrics**

	31-Mar-17	31-Dec-16	31-Mar-16
Headcount	646	636	625
DSO (in Days)	83	77	73
DPO (in Days)	102	66	99
Customer Advance (in Days)	7	18	22
Inventory (in Days)	162	83	160
Total Cash (₹ Million)	127	92	338



# CONSOLIDATED FINANCIALS



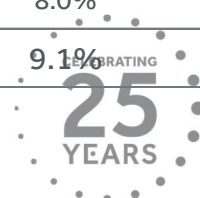
## DETAILED FINANCIALS

### Consolidated Income Statement for Q4 FY17 (₹ Million)

	Q4 FY17	Q3 FY17	Q4 FY16
<b>Operating Revenue*</b>	<b>9,410</b>	<b>9,171</b>	<b>8,195</b>
<b>Cost of Revenue</b>	<b>6,179</b>	<b>6,056</b>	<b>5,404</b>
Direct Salary and related costs	4,094	4,191	3,687
Direct Travel	220	191	180
Sub contract and others	811	682	578
Delivery Management	181	171	292
Material cost	871	821	667
<b>Gross profit</b>	<b>3,231</b>	<b>3,114</b>	<b>2,791</b>
Sales and Marketing	623	587	619
General and Administration	1,361	1,300	1,115
<b>Operating Profit (EBITDA)</b>	<b>1,247</b>	<b>1,228</b>	<b>1,057</b>
Depreciation and Amortization	255	243	292
Financial expenses	38	46	52
Other income	265	309	221
<b>Profit before tax (PBT)</b>	<b>1,219</b>	<b>1,249</b>	<b>934</b>
Tax	221	322	196
Exceptional Items**	261	0	87
Share of Profit IASI & IHAL	33.6	5.7	11.9
Minority Interest Insights and DLM**	13.6	8.8	13.9
<b>Profit After Tax (Reported)</b>	<b>784</b>	<b>942</b>	<b>677</b>
<b>Profit After Tax (Adjusted)</b>	<b>1,046</b>	<b>942</b>	<b>764</b>
<b>Basic EPS (INR- Reported)</b>	<b>7.0</b>	<b>8.4</b>	<b>6.0</b>
<b>Basic EPS (INR- Adjusted)</b>	<b>9.3</b>	<b>8.4</b>	<b>6.8</b>
Gross Margin	34.3%	34.0%	34.1%
Operating Margin	13.3%	13.4%	12.9%
Effective Tax Rate	23.0%	25.8%	23.2%
PAT Margin (Reported)	8.1%	9.9%	8.0%
<b>PAT Margin (Adjusted)</b>	<b>10.8%</b>	<b>9.9%</b>	<b>9.1%</b>

\* Revenue is including the excise duty as per new reporting guidelines and the numbers are restated for like to like comparison.

\*\*Cyient has a majority stake of 51% in Insights and 74% in DLM  
Exceptional items for Q4 FY17 relates to RSU impact and Q4 FY16 relates to impact of retrospective change in Bonus Act



## Consolidated Income Statement for FY17 (₹ Million)

	FY17	FY16
<b>Operating Revenue*</b>	<b>36,065</b>	<b>31,021</b>
<b>Cost of Revenue</b>	<b>23,650</b>	<b>20,161</b>
Direct Salary and related costs	16,426	14,205
Direct Travel	825	725
Sub contract and others	2,750	2,131
Delivery Management	682	1,079
Material cost	2,966	2,023
<b>Gross profit</b>	<b>12,416</b>	<b>10,860</b>
Sales and Marketing	2,386	2,362
General and Administration	5,182	4,308
<b>Operating Profit (EBITDA)</b>	<b>4,848</b>	<b>4,190</b>
Depreciation and Amortization	953	888
Financial expenses	189	192
Other income	874	1,064
<b>Profit before tax (PBT)</b>	<b>4,579</b>	<b>4,174</b>
Tax	1,046	1,011
Exceptional Items***	261	87
Share of Profit IASI & IHAL	123.1	125.5
Minority Interest Insights and DLM**	42.4	53.7
<b>Profit After Tax (Reported)</b>	<b>3,438</b>	<b>3,255</b>
<b>Profit After Tax (Adjusted)</b>	<b>3,699</b>	<b>3,342</b>
<b>Basic EPS (INR-Reported)</b>	<b>30.5</b>	<b>28.9</b>
<b>Basic EPS (INR-Adjusted)</b>	<b>32.9</b>	<b>29.9</b>
Gross Margin	34.4%	35.0%
Operating Margin	13.4%	13.5%
Effective Tax Rate	24.2%	24.7%
PAT Margin (Reported)	9.3%	10.1%
<b>PAT Margin (Adjusted)</b>	<b>10.0%</b>	<b>10.4%</b>

\* Revenue is including the excise duty as per new reporting guidelines and the numbers are restated for like to like comparison

\*\*Cyient has a majority stake of 51% in Insights and 74% in DLM

\*\*\* Exceptional items for FY17 relates to RSU impact and FY16 relates to impact of retrospective change in Bonus Act



**Order Intake Details (\$ Mn)**

Order Intake (OI)	Q4 FY17	Q3 FY17	Q4 FY16	FY17	FY16
Cyient Services (Executable in the Current FY)	68.7	105.9	130.2	411.7	391.7
Cyient Services (Executable after the Current FY)	117	83	30	229	131
<b>Cyient Services Total OI</b>	<b>185.6</b>	<b>188.9</b>	<b>160.4</b>	<b>641.0</b>	<b>523.1</b>
DLM (Executable in the Current FY)	0.7	9.4	9.8	31.7	37.3
DLM (Executable after the Current FY)	70	4	1	78	9
<b>DLMTotal OI</b>	<b>71</b>	<b>14</b>	<b>11</b>	<b>110</b>	<b>46</b>
<b>Group OI Total</b>	<b>256.1</b>	<b>202.6</b>	<b>171.6</b>	<b>751.1</b>	<b>569.1</b>

**Other Income (₹ Million)**

	Q4 FY17	Q3 FY17	Q4 FY16	FY 17	FY 16
Income from Investments	115	94	84	393	319
Fx Gain/(Loss)	105	125	93	268	574
Others	46	91	45	213	171
<b>Total</b>	<b>265</b>	<b>309</b>	<b>222</b>	<b>874</b>	<b>1064</b>

**Capital Expenditure (₹ Million)**

	Q4 FY17	Q3 FY17	Q4 FY16	FY 17	FY 16
Capital Expenditure	250	263	204	952	777

**Cash Position (₹ Million)**

	Q4 FY17	Q3 FY17	Q4 FY16	FY 17	FY 16
Cash & Cash Equivalent	9,706	8,627	7,743	9,706	7,743

**Outstanding Forward Contracts (Million in respective currencies)**

	Q4 FY17	Q3 FY17	Q4 FY16
USD / INR	71.5	71.5	72.5
EURO / INR	20.0	21.0	24.0
GBP / INR	8.4	7.7	5.8
AUD / INR	13.3	11.1	7.2



## Consolidated Balance Sheet (₹ Million) for Quarter

	31-Mar-17	31-Dec-16
<b>EQUITY AND LIABILITIES</b>		
<b>Shareholders' funds</b>		
- Share capital	563	563
- Reserves and surplus	20,636	19,713
<b>Total - Shareholders' funds</b>	<b>21,199</b>	<b>20,276</b>
<b>Non-current liabilities</b>		
- Long-term borrowings and liabilities	759	400
- Long-term provisions	813	826
- Deferred tax liabilities (net)	302	246
<b>Total - Non-current liabilities</b>	<b>1,874</b>	<b>1,472</b>
<b>Current liabilities</b>		
- Short-term borrowings	1,159	1,120
- Trade payables	4,021	3,760
- Other current liabilities	2,452	2,417
- Short-term provisions	659	663
<b>Total - Current liabilities</b>	<b>8,291</b>	<b>7,960</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>31,364</b>	<b>29,708</b>
<b>ASSETS</b>		
<b>Non-current assets</b>		
- Property, plant and equipment	4,497	4,329
- Goodwill	3,278	2,765
- Non-current investments	1,032	999
- Deferred tax assets (net)	101	50
- Other non-current assets	1,743	1,837
<b>Total - Non-current assets</b>	<b>10,651</b>	<b>9,980</b>
<b>Current assets</b>		
- Inventories	935	875
- Current investments	925	670
- Trade receivables	6,496	6,801
- Cash and cash equivalents	8,781	7,957
- Other current assets	3,576	3,425
<b>Total - Current assets</b>	<b>20,713</b>	<b>19,728</b>
<b>TOTAL ASSETS</b>	<b>31,364</b>	<b>29,708</b>

\* The format has minor changes to reflect IND AS reporting for FY 17. Balance Sheet as at 31 December 2016 has been restated to incorporate full impact of Ind-AS adjustments.



Consolidated Balance Sheet (₹ Million) for Year

	31-Mar-2017 IND AS	31-Mar-2016 IND AS	31-Mar-2016 IGAAP
<b>EQUITY AND LIABILITIES</b>			
<b>Shareholders' funds</b>			
- Share capital	563	562	562
- Reserves and surplus	20,636	17,810	18,665
<b>Total - Shareholders' funds</b>	<b>21,199</b>	<b>18,372</b>	<b>19,227</b>
<b>Non-current liabilities</b>			
- Long-term borrowings and liabilities	759	1,372	771
- Long-term provisions	813	717	654
- Deferred tax liabilities (net)	302	179	42
<b>Total - Non-current liabilities</b>	<b>1,874</b>	<b>2,268</b>	<b>1,467</b>
<b>Current liabilities</b>			
- Short-term borrowings	1,159	1,147	1,147
- Trade payables	4,021	3,098	3,107
- Other current liabilities	2,452	1,842	1,842
- Short-term provisions	659	581	580
<b>Total - Current liabilities</b>	<b>8,291</b>	<b>6,668</b>	<b>6,676</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>31,364</b>	<b>27,308</b>	<b>27,370</b>
<b>ASSETS</b>			
<b>Non-current assets</b>			
- Property, plant and equipment	4,497	3,964	4,084
- Goodwill	3,278	2,708	2,708
- Non-current investments	1,032	808	796
- Deferred tax assets (net)	101	176	187
- Other non-current assets	1,743	1,737	1,648
<b>Total - Non-current assets</b>	<b>10,651</b>	<b>9,393</b>	<b>9,423</b>
<b>Current assets</b>			
- Inventories	935	979	979
- Current investments	925	790	790
- Trade receivables	6,496	6,145	6,145
- Cash and cash equivalents	8,781	6,949	6,951
- Other current assets	3,576	3,052	3,082
<b>Total - Current assets</b>	<b>20,713</b>	<b>17,915</b>	<b>17,947</b>
<b>TOTAL ASSETS</b>	<b>31,364</b>	<b>27,308</b>	<b>27,370</b>

\* The impact of restatement to Ind-AS for FY 16 is insignificant, less than 0.25% of the total assets.





### Consolidated Cash Flow (₹ Million) For Quarter

	Q4 FY17	Q3 FY17
<b>Earnings before Interest and Tax</b>	<b>845</b>	<b>1,143</b>
Taxes paid	-250	-315
Depreciation	235	225
Net working capital change	547	684
Other operating items	-84	-57
<b>Operating cash flow before interest</b>	<b>1,293</b>	<b>1,680</b>
Interest and finance charges	-14	-11
Capital expenditure	-226	-248
<b>Free cash flow</b>	<b>1,053</b>	<b>1,421</b>
Non-operating income	176	27
<b>Free cash flow, after non-operating income</b>	<b>1,229</b>	<b>1,448</b>
Free cash generated from Rangsons	156	-175
<b>Free cash flow for Cyient, including DLM</b>	<b>1,385</b>	<b>1,273</b>
<b>Free cash flow, after non-operating income</b>	<b>1,385</b>	<b>1,273</b>
Long term investments	-535	-357
Equity	-	3
Borrowings	209	26
Dividends	-1	-408
Cash on acquisitions	21	24
<b>Net change in cash</b>	<b>1,079</b>	<b>562</b>
Opening cash position	8,627	8,064
Closing cash position	9,706	8,627
<b>Free cash flow to EBITDA (Group)</b>	<b>92%</b>	<b>83%</b>

### Consolidated Cash Flow (₹Million) For Year

	FY17	FY16
<b>Earnings before Interest and Tax</b>	<b>3,989</b>	<b>3,968</b>
Taxes paid	-965	-1,024
Depreciation	880	836
Net working capital change	511	-41
Other operating items	-113	44
<b>Operating cash flow before interest</b>	<b>4,302</b>	<b>3,783</b>
Interest and finance charges	-66	-48
Capital expenditure	-852	-648
<b>Free cash flow</b>	<b>3,384</b>	<b>3,087</b>
Non-operating income	382	291
<b>Free cash flow, after non-operating income</b>	<b>3,766</b>	<b>3,378</b>
Free cash generated from Rangsons	-54	-516
<b>Free cash flow for Cyient, including DLM</b>	<b>3,712</b>	<b>2,862</b>
<b>Free cash flow, after non-operating income</b>	<b>3,712</b>	<b>2,862</b>
Long term investments	-1,033	-455
Equity	14	21
Borrowings	-28	369
Dividends	-746	-1,619
Cash on acquisitions	45	-
<b>Net change in cash</b>	<b>1,964</b>	<b>1,178</b>
Opening cash position	7,742	6,564
Closing cash position	9,706	7,742
<b>Free cash flow to EBITDA (Group)</b>	<b>65%</b>	<b>54%</b>

## PERFORMANCE BY COMPANY - SUBSIDIARIES

Revenue (₹ Million)\*

	Q4 FY17	Q3 FY17	Q4 FY16	FY17	FY16
Cyient Ltd	3,278	3,297	2,822	12,894	12,425
Cyient Europe Ltd	1,112	917	1,026	3,938	3,544
Cyient Inc.	4,135	4,025	3,735	16,254	15,095
Cyient GmbH	442	433	410	1,777	1,614
Infotech Geospatial (India) Ltd	-	-	2.9	-	17.0
Infotech HAL Limited	-	-	-	-	-
Cyient KK	99.1	109.7	90.6	441.5	300.2
Infotech Enterprises IT Serv. Pvt. Ltd.	-	-	-	-	94.1
Cyient Insight Pvt. Ltd.	2.5	10.9	3.5	55.1	36.4
Cyient DLM Pvt. Ltd	1,070	1,007	854	3,660	2,644
Cyient Australia Pty Ltd.	850	864	464	3,072	1,096
Cyient Singapore Pte Ltd.	184	165	170	714	398
Revenue before eliminations	<b>11,173</b>	<b>10,829</b>	<b>9,580</b>	<b>42,806</b>	<b>37,265</b>
Less: Intragroup Revenues	(1,763)	(1,658)	(1,385)	(6,741)	(6,244)
<b>Net Revenues</b>	<b>9,410</b>	<b>9,171</b>	<b>8,195</b>	<b>36,065</b>	<b>31,021</b>

\* Revenue is including the excise duty as per new reporting guidelines and the numbers are restated for like to like comparison.

**Profit (₹ Million)**

	Q4 FY17	Q3 FY17	Q4 FY16	FY17	FY16
Cyient Ltd	597.2	727.2	262.9	2,367.5	2,349.5
Cyient Europe Ltd	37.3	38.6	134.0	163.5	273.3
Cyient Inc.	111.9	57.9	71.9	466.5	353.5
Cyient GmbH	-5.1	38.0	90.0	85.4	57.6
Infotech Geospatial (India) Ltd	0.0	0.0	-2.7	0.0	-10.9
Infotech HAL Limited	0.0	0.0	0.0	0.0	0.0
Cyient KK	-1.1	11.3	16.4	33.1	26.2
Infotech Enterprises IT Serv. Pvt. Ltd.	0.0	0.0	0.0	0.0	8.5
Cyient Insight Pvt. Ltd.	(30.9)	(23.7)	(40.9)	(89.7)	(122.0)
Cyient DLM Pvt. Ltd	6.1	10.8	(66.1)	5.9	(66.4)
Cyient Australia Pty Ltd.	6.6	47.4	(2.3)	156.7	155.7
Cyient Singapore Pte Ltd.	(4.7)	29.6	33.4	36.6	2.2
<b>Net Profit Before Elimination</b>	<b>717</b>	<b>937</b>	<b>497</b>	<b>3,225</b>	<b>3,027</b>
Add/(Less): Others (Elimination)	20.0	(10.1)	154.2	46.9	48.4
Profit After Tax	737	927	651	3,272	3,076
Share of Profit - IASI	34	6	12	123	126
Minority Interest - Invati and Cyient DLM	14	9	14	42	54
<b>Profit After Tax</b>	<b>784</b>	<b>942</b>	<b>677</b>	<b>3,438</b>	<b>3,255</b>



### Manpower by Entities

	31-Mar-17	31-Dec-16	31-Mar-16
Cyient Ltd	11,006	11,048	10,483
Cyient Europe Ltd	275	252	195
Cyient Inc.	1,613	1,597	1,589
Cyient GmbH	146	148	179
Infotech Geospatial (India) Ltd	0	0	3
Cyient KK	26	26	22
Cyient Insight Pvt. Ltd.	43	48	50
Cyient DLM Pvt. Ltd	623	611	602
<b>Total</b>	<b>13,732</b>	<b>13,730</b>	<b>13,123</b>



Cyient is a global provider of engineering, data analytics, network and operations solutions. We collaborate with our clients to achieve more and shape a better tomorrow.

With decades of experience, Cyient is well positioned to solve problems. Our solutions include product development and life-cycle support, process and network engineering, and data transformation and analytics. We provide expertise in the aerospace, consumer, energy, medical, oil and gas, mining, heavy equipment, semiconductor, rail transportation, telecom and utilities industries.

Strong capabilities combined with a global network of more than 13,700+ associates across 38 global locations enable us to deliver measurable and substantial benefits to major organizations worldwide.

For more information about Cyient, visit [www.cyient.com](http://www.cyient.com).

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## Disclaimer

This document contains certain forward-looking statements on our future prospects. Although Cyient believes that expectations contained in these statements are reasonable, their nature involves a number of risks and uncertainties that may lead to different results. These forward-looking statements represent only the current expectations and beliefs, and the company provides no assurance that such expectations will prove correct.

All the references to Cyient's financial results in this update pertain to the company's consolidated operations comprising wholly-owned subsidiaries Cyient Europe Limited; Cyient Inc.; Cyient GmbH; Cyient KK; Infotech Geospatial (India) Pvt. Ltd. (IGIPL); partly owned subsidiaries Cyient Insights Private Limited; Cyient DLM Private Limited; joint venture Infotech HAL Ltd (HAL JV) & associate company Infotech Aerospace Services Inc. (IASI).

The income statement and cash flow provided is in the internal MIS format. MIS format is different from the income statement published as part of the financial results, which is as per the statutory requirement.

