

A satellite view of the Earth, centered on the Indian subcontinent. The landmasses are shown in shades of brown and green, with white clouds scattered across the scene. The ocean is a deep blue. The word 'CYIENT' is written in white, bold, uppercase letters in the top left corner.

CYIENT

**‘MAKE IN INDIA’—
CREATING AND MAXIMIZING
OPPORTUNITIES FROM
GLOBAL OFFSET OBLIGATIONS**

Helping clients realize the potential of the
‘Make in India’ initiative

Global defense spending rose to USD 1.6 trillion in 2016, which represents a growth in different regions¹. The projected defense budget for India will be USD 64.07 billion in 2020, which represents a huge increase from USD 38.17 billion in 2010¹. Contractual offset obligations are valued at approximately USD 4.53 billion in the next 5-6 years². In terms of civil aviation, India's domestic air traffic increased by 23.5% in September 2016, which is a continuation of double-digit growth for two years³. IATA also expects India to be the 3rd largest aviation market by 2026 and passenger traffic to reach 442 million by 2035³. If there was ever a time to take advantage of this opportunity, it is now; and Cyient can help your business take advantage of this opportunity.

Cyient is a global, agile, and well-established business built on true collaborative partnerships with our clients across the aerospace and defense (A&D) industry. We can support the '**Make in India**' program promoted by the Indian government by helping companies in design led manufacturing and in product transition benefiting from our global ecosystem. With over 35 million hours of engagement in the A&D sector, Cyient has the ability and flexibility to support your **end-to-end engineering needs, from design, through build to maintain solutions.**

As a **qualified Indian offset partner**, we support global OEMs and Tier 1 organizations to execute their offset obligations in one of the largest and fastest growing aerospace and defense markets in the world. With increasing commercial demands from their customers,

organizations seek to minimize the operational impact of these obligations; and Cyient, as a risk-sharing partner, can fulfill this requirement. We proactively align with the nuances and complexities of 'Make in India' and provide innovative engineering solutions that reduce total cost of engineering, increase flexibility in capacity, while simultaneously meeting industry and global standards.

Cyient is a partner of choice for 'Make in India' initiative with a **global footprint** that enables effective connections with OEMs worldwide, but still nimble enough to retain the advantages of quick decision making and adaptive solutions. Our high-value and cost-effective engineering strength and expertise in knowledge management contributes to the **creation and protection of intellectual property (IP)**, thus providing key differentiation for our clients.

We provide Design-Build-Maintain solutions and a differentiated value proposition across the aerospace and defense lifecycle encompassing five product segments: aero engines, interiors, aero systems, aerostructures, and avionics. Our team helps transform the industry by delivering design led manufacturing, mechanical systems, aftermarket solutions (MRO), as well as data analytics solutions.

Cyient is successfully collaborating and co-developing with manufacturing and engineering firms facilitating 'Buy Indian-IDDMM.' In addition, we demonstrate the ability to disburse offsets under 'Buy and Make' and 'Buy Global' categories as defined by the 2016 Defense Procurement Policy.

Business Benefits:

By maximizing the 'Make in India' potential, Cyient delivers value-added capability and risk reduction through to its partners:

- Well-established and strong A&D domain expertise
- Experience in working on various aircraft programs worldwide, and extensive customer credentials
- A dedicated team with cross-functional competency meeting civil and defense offset requirements of global customers
- Full qualifications for offset projects, with total compliance with government regulations
- Transformative solution-sets across the A&D product lifecycle
- Innovative enhancements for futureproofing
- Indian heritage, origin, and leadership
- Utilizing our global network and adapting to our clients' needs, we are able to deliver onsite, nearshore, and offshore solutions—local capabilities combined with offices in 21 countries globally

Cyient can be a trusted, global, risk-sharing partner for your business. We have made investments to help both address challenges faced by the sector and align with our strategic vision of providing true end-to-end product lifecycle services. Solution development combined with a few carefully selected acquisitions have strengthened and broadened our horizons and enabled us to provide a broad and comprehensive portfolio including:

- **Product, electronic component, and cable harness manufacturing** – Fulfilling client requirements for custom-made products in low volume, be it printed circuit boards through to wire processing by IPC/WHMA-A-620 trained personnel.
- **Specialist design and engineering** – Over two decades of knowledge and experience on a variety of design tools and methodologies, adhering to rigorous global standards combined with a culture of continuous innovation helps our clients transition products across their global ecosystem.

- **Metal parts and assemblies** – Producing low-volume high-precision machined metal parts for use on 3, 4, or 5 axis platforms.
- **Data and analytical insights, and testing** – Delivering design solutions, prototype development, and validation of connected products. In addition, we provide concept-to-implementation of data-driven asset intelligence solutions using big data and predictive analytics.

With foundations in India, Cyient is a full-service solution provider with the credibility and credentials helping aerospace and defense OEMs and Tier 1 suppliers realize their ambitions through end-to-end industry solutions maximizing the opportunities from the 'Make in India' initiative.

Sources:

¹ <https://www.ft.com/content/8404e57a-bfa1-11e6-9bca-2b93a6856354>

² <http://www.makeinindia.com/sector/defence-manufacturing/>

³ <http://www.livemint.com/Companies/On9xe5FzjiDesRUEE37D3O/Indias-air-traffic-grows-23-to-overtake-UK-by-2026.html>



About Cyient

Cyient (Estd: 1991, NSE: CYIENT) provides engineering, manufacturing, geospatial, network and operations management services to global industry leaders. We leverage the power of digital technology and advanced analytics capabilities, along with domain knowledge and technical expertise, to solve complex business problems. As a Design, Build and Maintain partner, we take solution ownership across the value chain to help our clients focus on their core, innovate, and stay ahead of the curve.

Relationships lie at the heart of how we work. With nearly 14,000 employees in 21 countries, we partner with clients to operate as part of their extended team, in ways that best suit their organization's culture and requirements. Our industry focus spans aerospace and defense, medical, telecommunications, rail transportation, semiconductor, utilities, industrial, energy and natural resources.

For more information, please visit www.cyient.com.

Contact Us

North America Headquarters

Cyient, Inc.
99 East River Drive
5th Floor
East Hartford, CT 06108
USA
T: +1 860 528 5430
F: +1 860 528 5873

Europe, Middle East, and Africa Headquarters

Cyient Europe Ltd.
High Holborn House
52-54 High Holborn
London WC1V 6RL
UK
T: +44 20 7404 0640
F: +44 20 7404 0664

Asia Pacific Headquarters

Cyient Limited
Level 1, 350 Collins Street
Melbourne, Victoria, 3000
Australia
T: +61 3 8605 4815
F: +61 3 8601 1180

Global Headquarters

Cyient Limited
Plot No. 11
Software Units Layout
Infocity, Madhapur
Hyderabad - 500081
India
T: +91 40 6764 1000
F: +91 40 2311 0352