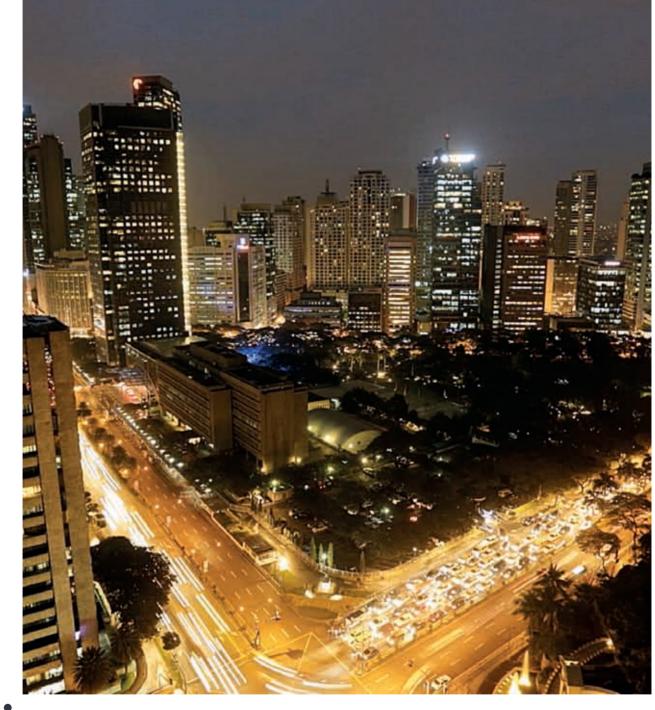
## CYIENT

Formerly Infotech Enterprises



# WE ARE DESIGNING TOMORROW TOGETHER

23<sup>rd</sup> Annual Report 2013-14

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SOLUTIONS THAT MEET THE CHALLENGES FACING THEIR BUSINESSES.

WE CALL THIS: DESIGNING TOMORROW TOGETHER.



**Annual Report** 

DOING MORE, DOING BETTER, TOGETHER WITH OUR COLLEAGUES, CLIENTS AND PARTNERS, BUILDS OUR COLLECTIVE INTELLIGENCE AND TRUST.



### BUSINESS HIGHLIGHTS 2013-14

- 43 customers added during the year, 22 in Engineering and 21 in UC&DA.
- Growth is broad-based across all industry segments and geographies.
- Received 'Boeing Performance Excellence Award (BPEA)'. This is the fourth consecutive year in which we have been recognized with this award.
- Received the 'Highly Commended Transport Supplier of the Year 2014' as part of London Transport Awards.
- Awarded the 'Highest Productivity Supplier Award' as well as the 'Innovation Award' at the Pratt & Whitney Summit 2013.
- Crossed the 12,000+ associate milestone.
- Associate gross addition for the year at 3,545 and net addition at 1,577.
- Attrition rate at 10.7%. Improved 110 bps YoY.

Exports (₹ MN)

2013-14

2012-13

2011-12

2013-14

2012-13

21,552

4,272

3,805

18,330

15,244



**Revenue** (Million) ₹22,064 2013-14

**Operating Profit (Million)** 01₹ 2013-14

> **Operating Margin** 18.6% 2013-14

38 **Global Locations** 

290+ Clients

12,000+ Associates

### BOARD OF DIRECTORS

cyient.com

**B.V.R. MOHAN REDDY** Executive Chairman

KRISHNA BODANAPU Managing Director & CEO

**B. SUCHARITHA** Non -Executive Director

ALAIN DE TAEYE Non-Executive Director

SHANKAR NARAYANAN Non-Executive Director

**THOMAS W. PRETE** (Alternate: Jayant Sabnis) Non-Executive Director

M.M. MURUGAPPAN Independent Director

G.V. PRASAD Independent Director

K. RAMACHANDRAN Independent Director

VIKAS SEHGAL Independent Director

HARSH MANGLIK Independent Director

SOM MITTAL Independent Director

SENIOR LEADERSHIP

•

**B. ASHOK REDDY** President – Corporate Affairs & Infrastructure

AJAY AGGARWAL Chief Financial Officer

JOHN RENARD President – EMEA

THOMAS EDWARDS President – North America

SANJAY KRISHNAA Geo Head – APAC

**RAJENDRA VELAGAPUDI** Sr. Vice President – Engineering

SUNIL KUMAR MAKKENA Sr. Vice President – Data Transformations, Networks & Operations

**ANAND PARAMESWARAN** Sr. Vice President– Human Resources

**G. DEVENDRA RAO** Sr. Vice President – Internal Information Systems

**BRIAN WYATT** Sr. Vice President – Global Marketing & Business Development

**N.J. JOSEPH** Sr. Vice President – Strategy

**KATIE COOK** Sr. Vice President – North America Sales

•

#### Auditors

**Deloitte Haskins & Sells** 

1-8-384 and 385, 3rd Floor 'Gowra Grand', Sardar Patel Road Secunderabad – 500 003 Tel: +91 40 40312600

#### **Internal Auditors**

Domestic Operations **M. Bhaskara Rao & Co** 5-D, 5th Floor, 'Kautilya' 6-3-652, Somajiguda Hyderabad – 500 082 Tel: +91 40 23311245

Global Operations **PKF Sridhar & Santhanam** 1-2-272-273/6, 2nd Floor, Kiran Arcade Sarojini Devi Road, Secunderabad- 500 003 Tel: + 91 40 27819743

#### Tax Advisors

**G.P. Associates** Flat No. 603, 6th Floor

'Cyber Heights', Plot No. 13 HUDA Layout, Road No. 2 Banjara Hills Hyderabad – 500 033 Tel: +91 40 23540822

#### **Bankers**

**The Hongkong and Shanghai Banking Corporation Limited** 6-3-1107 & 1108, Raj Bhavan Road Somajiguda Hyderabad – 500 082 Tel: +91 40 66162077

**Citibank N.A.** 'Queens Plaza', 1st Floor Sardar Patel Road Secunderabad – 500 003 Tel: +91 40 40005720

#### **Oriental Bank of Commerce**

9-1-129/1, 'Oxford Plaza' Sarojini Devi Road Secunderabad – 500 003 Tel: +91 40 27704935

#### **Registrar & Share Transfer Agents**

Karvy Computershare Private Limited Plot No. 17 to 24, Vithal Rao Nagar Madhapur, Hyderabad – 500 081 Tel: +91 40 44655000

### Company Secretary & Compliance Officer

Sudheendhra Putty

4th Floor, 'A' Wing, Plot No. 11 Software Units Layout, Infocity Madhapur, Hyderabad – 500 081 Tel: +91 40 23124006



### THE NEXT CHAPTER

Dear Shareholders,

It gives me immense pleasure to share my thoughts as we present your company's 23<sup>rd</sup> annual report. I like to take this opportunity to reflect on our performance over the past year, comment on the initiatives and strategies that are currently being executed, and share my outlook for the future.

The 23<sup>rd</sup> year of the company has been a successful one: we continued to diversify, reinvent and grow, while strengthening the foundations for the future.