



HÉROUX DEVTEK 

BUILDING A SUSTAINABLE FUTURE

QUARTERLY REPORT:
SECOND QUARTER ENDED SEPTEMBER 30, 2017



INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

Second quarter ended September 30, 2017

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DISCLOSURE OF NON-REVIEW OF INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS FOR THE QUARTERS ENDED SEPTEMBER 30, 2017 AND 2016.

Pursuant to National Instrument 51-102, Part 4, subsection 4.3(3)(a) issued by the Canadian Securities Administrators, if the external auditors have not performed a review of the financial statements, the financial statements must be accompanied by a notice indicating that they have not been reviewed by the external auditors.

The accompanying unaudited interim condensed consolidated financial statements of the Corporation for the quarters ended September 30, 2017 and 2016 have been prepared in accordance with International Accounting Standard 34, *Interim Financial Reporting*, and are the responsibility of the Corporation's management.

The Corporation's external auditors, Ernst & Young LLP, have not performed a review of these interim condensed consolidated financial statements in accordance with the standards established by Chartered Professional Accountants Canada for a review of financial statements by the external auditors of an entity.

November 3, 2017.

CONSOLIDATED BALANCE SHEETS

(In thousands of Canadian dollars) (Unaudited)

As at	Notes	September 30, 2017	March 31, 2017
Assets			
Current assets			
Cash and cash equivalents		\$ 52,812	\$ 42,456
Accounts receivable		60,289	71,135
Income tax receivable		1,619	1,228
Inventories		145,518	143,866
Derivative financial instruments	8	7,244	3,509
Other current assets	9	9,725	10,473
		277,207	272,667
Property, plant and equipment, net	3	180,633	192,847
Finite-life intangible assets, net	3	39,683	45,467
Derivative financial instruments	8	3,676	292
Deferred income tax assets		10,507	9,964
Goodwill		85,635	86,049
Total assets		\$ 597,341	\$ 607,286
Liabilities and shareholders' equity			
Current liabilities			
Accounts payable and accrued liabilities		\$ 54,780	\$ 63,391
Accounts payable - other and other liabilities		1,216	2,556
Provisions		17,205	20,170
Customer advances		5,904	6,442
Progress billings		3,171	1,924
Income tax payable		1,042	1,106
Derivative financial instruments	8	275	2,055
Current portion of long-term debt	10	7,301	6,792
		90,894	104,436
Long-term debt	10	122,397	127,347
Provisions		6,197	6,398
Derivative financial instruments	8	31	508
Deferred income tax liabilities		5,812	5,942
Other liabilities		8,618	6,787
		233,949	251,418
Shareholders' equity			
Issued capital	11	77,510	77,217
Contributed surplus		3,960	3,735
Accumulated other comprehensive income	12	7,304	6,298
Retained earnings		274,618	268,618
		363,392	355,868
Total liabilities and shareholders' equity		\$ 597,341	\$ 607,286

The accompanying notes are an integral part of these interim condensed consolidated financial statements.

CONSOLIDATED STATEMENTS OF INCOME

(In thousands of Canadian dollars, except per share data) (Unaudited)

	Notes	Quarters ended September 30,		Six months ended September 30,	
		2017	2016	2017	2016
Sales		\$ 89,677	\$ 91,571	\$ 176,534	\$ 187,161
Cost of sales	3, 4	76,118	75,530	150,055	155,015
Gross profit		13,559	16,041	26,479	32,146
Selling and administrative expenses	3, 4	7,969	8,168	15,481	16,272
Non-recurring items	6	946	(3,711)	946	(3,306)
Operating income		4,644	11,584	10,052	19,180
Financial expenses	5	1,225	1,501	2,531	3,107
Income before income tax expense		3,419	10,083	7,521	16,073
Income tax expense		256	564	331	1,375
Net income		\$ 3,163	\$ 9,519	\$ 7,190	\$ 14,698
Earnings per share – basic and diluted	7	\$ 0.09	\$ 0.26	\$ 0.20	\$ 0.41

The accompanying notes are an integral part of these interim condensed consolidated financial statements.

CONSOLIDATED STATEMENTS OF COMPREHENSIVE INCOME

(In thousands of Canadian dollars) (Unaudited)

	Notes	Quarters ended September 30,		Six months ended September 30,	
		2017	2016	2017	2016
	12				
Other comprehensive income (loss):					
Items that may be reclassified to net income					
Gains (losses) arising from conversion of the financial statements of foreign operations		\$ (6,197)	\$ 612	\$ (8,394)	\$ (10,498)
Cash flow hedges:					
Net gains (losses) on valuation of derivative financial instruments		5,133	(2,625)	9,419	(1,284)
Net losses (gains) on derivative financial instruments transferred to net income		(897)	841	(808)	1,000
Deferred income taxes		(1,131)	478	(2,301)	83
		3,105	(1,306)	6,310	(201)
Gains (losses) on hedge of net investments in foreign operations		2,087	(840)	3,439	(546)
Deferred income taxes		(212)	86	(349)	56
		1,875	(754)	3,090	(490)
Items that are never reclassified to net income					
Defined benefit pension plans:					
Gains (losses) from remeasurement		147	(1,860)	(1,628)	(2,293)
Deferred income taxes		(39)	497	438	613
		108	(1,363)	(1,190)	(1,680)
Other comprehensive loss		\$ (1,109)	\$ (2,811)	\$ (184)	\$ (12,869)
Comprehensive income					
Net income		\$ 3,163	\$ 9,519	\$ 7,190	\$ 14,698
Other comprehensive loss		(1,109)	(2,811)	(184)	(12,869)
Comprehensive income		\$ 2,054	\$ 6,708	\$ 7,006	\$ 1,829

The accompanying notes are an integral part of these interim condensed consolidated financial statements.

CONSOLIDATED STATEMENTS OF CHANGES IN SHAREHOLDERS' EQUITY

(In thousands of Canadian dollars) (Unaudited)

	Notes	Issued capital	Contributed surplus	Accumulated other comprehensive income	Retained earnings	Shareholders' equity
Balance as at March 31, 2017		\$ 77,217	\$ 3,735	\$ 6,298	\$ 268,618	\$ 355,868
Common shares:	11					
Issued under the stock purchase and ownership incentive plan		293	—	—	—	293
Stock-based compensation expense	11	—	225	—	—	225
Net income		—	—	—	7,190	7,190
Other comprehensive income (loss)	12	—	—	1,006	(1,190)	(184)
Balance as at September 30, 2017		\$ 77,510	\$ 3,960	\$ 7,304	\$ 274,618	\$ 363,392

	Notes	Issued capital	Contributed surplus	Accumulated other comprehensive income	Retained earnings	Shareholders' equity
Balance as at March 31, 2016		\$ 75,916	\$ 3,283	\$ 18,788	\$ 233,127	\$ 331,114
Common shares:	11					
Issued under the stock option plan		540	(190)	—	—	350
Issued under the stock purchase and ownership incentive plan		286	—	—	—	286
Stock-based compensation expense	11	—	348	—	—	348
Net income		—	—	—	14,698	14,698
Other comprehensive loss	12	—	—	(11,189)	(1,680)	(12,869)
Balance as at September 30, 2016		\$ 76,742	\$ 3,441	\$ 7,599	\$ 246,145	\$ 333,927

The accompanying notes are an integral part of these interim condensed consolidated financial statements.

CONSOLIDATED STATEMENTS OF CASH FLOWS

(In thousands of Canadian dollars) (Unaudited)

	Notes	Quarters ended September 30,		Six months ended September 30,	
		2017	2016	2017	2016
Cash and cash equivalents provided by (used for):					
Operating activities					
Net income		\$ 3,163	\$ 9,519	\$ 7,190	\$ 14,698
Items not requiring an outlay of cash:					
Amortization expense	4	6,442	6,222	12,974	12,542
Deferred income taxes		(2,004)	(697)	(2,763)	(1,574)
Losses on sale of property, plant and equipment		—	8	2	8
Non-cash financial expenses	5	594	833	1,273	1,759
Stock-based compensation expense	11	93	170	225	348
Cash flows from operations		8,288	16,055	18,901	27,781
Net change in non-cash items	13	7,412	(9,807)	(633)	(16,298)
Cash flows related to operating activities		15,700	6,248	18,268	11,483
Investing activities					
Net additions to property, plant and equipment		(1,863)	(4,548)	(4,529)	(11,196)
Increase in finite-life intangible assets		(815)	(1,027)	(1,602)	(1,283)
Proceeds on disposal of property, plant and equipment		—	—	30	—
Cash flows related to investing activities		(2,678)	(5,575)	(6,101)	(12,479)
Financing activities					
Increase in long-term debt		1,269	10,390	1,269	11,695
Repayment of long-term debt		(1,139)	(3,385)	(2,245)	(14,524)
Issuance of common shares	11	149	388	293	636
Cash flows related to financing activities		279	7,393	(683)	(2,193)
Effect of changes in exchange rates on cash and cash equivalents		(771)	95	(1,128)	(252)
Change in cash and cash equivalents during the periods		12,530	8,161	10,356	(3,441)
Cash and cash equivalents at beginning of periods		40,282	7,666	42,456	19,268
Cash and cash equivalents at end of periods		\$ 52,812	\$ 15,827	\$ 52,812	\$ 15,827
Interest and income taxes reflected in operating activities:					
Interest paid		\$ 679	\$ 675	\$ 1,421	\$ 1,355
Interest received		\$ 48	\$ 6	\$ 163	\$ 7
Income taxes paid		\$ 1,758	\$ 1,296	\$ 3,462	\$ 2,911

The accompanying notes are an integral part of these interim condensed consolidated financial statements.

NOTES TO THE INTERIM CONDENSED CONSOLIDATED FINANCIAL STATEMENTS

For the quarters and six-month periods ended September 30, 2017 and 2016
(In thousands of Canadian dollars, except per share data) (Unaudited)

NOTE 1. NATURE OF ACTIVITIES AND CORPORATE INFORMATION

Héroux-Devtek Inc. is incorporated under the laws of Québec. Its head office is domiciled at Complexe St-Charles, 1111 St-Charles Street West, suite 658, East Tower, Longueuil (Québec), Canada. Héroux-Devtek Inc. and its subsidiaries (the "Corporation") specialize in the design, development, manufacture, repair and overhaul of aircraft landing gear, hydraulic flight control actuators and fracture-critical components. It also includes the manufacture of electronic enclosures, heat exchangers and cabinets for airborne radar, electro-optic systems and aircraft controls through its Magtron operations as well as fluid filters products through its Bolton operations.

The Corporation only operates in one reporting segment, which is the Aerospace segment.

The Corporation's common shares are traded on the Toronto Stock Exchange under the symbol "HRX".

NOTE 2. BASIS OF PREPARATION

The interim condensed consolidated financial statements for the quarter ended September 30, 2017 were prepared in accordance with IAS 34, *Interim Financial Reporting*, therefore certain information and disclosures have been omitted or condensed. The same accounting policies and methods of computation were followed in the preparation of these interim condensed consolidated financial statements as were followed in the preparation of the most recent annual audited consolidated financial statements. Accordingly, these interim condensed consolidated financial statements should be read together with the annual audited consolidated financial statements and notes thereto included in the Corporation's Annual Report for the fiscal year ended March 31, 2017.

These interim condensed consolidated financial statements were approved for issue by the Board of Directors of the Corporation on November 3, 2017.

NOTE 3. GOVERNMENT ASSISTANCE

Government assistance deducted from the cost of the related assets or recognized as a reduction of expenses, was as follows:

	Quarters ended September 30,		Six months ended September 30,	
	2017	2016	2017	2016
Finite-life intangible assets	\$ 77	\$ 57	\$ 226	\$ 96
Property, plant and equipment	138	254	267	481
Cost of sales and, selling and administrative expenses	402	1,217	1,335	2,220

The government assistance includes mainly research and development tax credits, other credits and grants.

NOTE 4. COST OF SALES, SELLING AND ADMINISTRATIVE EXPENSES

The main components of these expenses were as follows:

	Quarters ended September 30,		Six months ended September 30,	
	2017	2016	2017	2016
Raw materials and purchased parts	\$ 34,176	\$ 29,843	\$ 61,391	\$ 58,971
Employee costs	29,131	32,814	61,188	68,625
Amortization of property, plant and equipment and finite-life intangible assets	6,442	6,222	12,974	12,542
Others	14,338	14,819	29,983	31,149
	\$ 84,087	\$ 83,698	\$ 165,536	\$ 171,287

Foreign exchange gains or losses resulting from the conversion of net monetary items denominated in foreign currencies are included in the Corporation's selling and administrative expenses. During the quarter ended September 30, 2017, the foreign exchange loss amounted to \$737 (gain of \$497 in 2016), compared to a loss of \$998 for the six-month period ended September 30, 2017 (gain of \$1,215 in 2016) .

NOTE 5. FINANCIAL EXPENSES

Financial expenses comprise the following:

	Quarters ended September 30,		Six months ended September 30,	
	2017	2016	2017	2016
Interest accretion on governmental authorities loans	\$ 563	\$ 647	\$ 1,118	\$ 1,311
Interest on net defined benefit obligations	34	81	69	162
Amortization of deferred financing costs (note 10)	56	80	127	159
Other interest accretion expense and discount rate adjustments	(59)	25	(41)	127
Non-cash financial expenses	594	833	1,273	1,759
Interest expense	679	674	1,421	1,355
Interest income on cash and cash equivalents	(48)	(6)	(163)	(7)
	\$ 1,225	\$ 1,501	\$ 2,531	\$ 3,107

NOTE 6. NON-RECURRING ITEMS

Non-recurring items comprise the following:

	Quarters ended September 30,		Six months ended September 30,	
	2017	2016	2017	2016
Non-recurring items in operating income				
Acquisition-related costs	\$ 946	\$ —	\$ 946	\$ —
Gain on settlement of litigation	—	(5,247)	—	(5,247)
Legal fees	—	1,536	—	1,941
	\$ 946	(3,711)	\$ 946	(3,306)

Acquisition-related costs

During the quarter and six-month periods ended September 30, 2017, the Corporation's incurred \$946 in acquisition-related costs. These costs mainly pertain to professional fees and expenses in connection with the agreement to acquire Compañía Española de Sistemas Aeronauticos S.A. ("CESA") (see note 15).

Gain on settlement of a litigation, legal and other professional fees

In January 2016, the Corporation filed an arbitration claim related to representations and warranties made to it in the context of a completed business acquisition. During the second quarter ended September 30, 2016, the Corporation reached an agreement outside of arbitration with the counterparty resulting in a favourable \$US 4,000 (\$5,247) settlement.

Non-recurring legal and other professional fees incurred during the quarter and six-month periods ended September 30, 2016 totaled \$1,536 and \$1,941, respectively.

NOTE 7. EARNINGS PER SHARE

The following table sets forth the elements used to compute basic and diluted earnings per share:

	Quarters ended September 30,		Six months ended September 30,	
	2017	2016	2017	2016
Weighted-average number of common shares outstanding	36,141,820	36,064,377	36,135,848	36,041,642
Effect of dilutive stock options of the Corporation	180,000	233,075	190,324	246,431
Weighted-average number of common diluted shares outstanding	36,321,820	36,297,452	36,326,172	36,288,073
Options excluded from diluted earnings per share calculation ⁽¹⁾	113,000	113,000	113,000	113,000

⁽¹⁾ Excluded due to anti-dilutive impact

NOTE 8. DERIVATIVE FINANCIAL INSTRUMENTS

Forward foreign exchange contracts

The Corporation had the following forward foreign exchange contracts outstanding:

As at	September 30, 2017		March 31, 2017	
Notional amount outstanding	US\$	121,750	US\$	152,350
Average exchange rate		1.3218		1.3178

As at September 30, 2017, these contracts mature at various dates between October 2017 and March 2021, with the majority maturing this fiscal year and the next.

Interest rate swap agreements

As at September 30, 2017 the Corporation had entered into the following interest rate swap agreements to fix the interest rate on certain loans:

Notional	Fixed rate	Inception	Maturity
US\$ 5,000	1.65%	March 2014	December 2018
US\$ 10,000	2.38%	December 2015	December 2018

The interest-rate swap rates mentioned above exclude the additional bank relevant margin (see Note 10). The cash flows related to the interest-rate swaps are expected to occur in the same periods as they are expected to affect net income.

Agreement to acquire CESA

The agreement to acquire CESA (see Note 15) exposes the Corporation to new foreign currency and interest rate risks related to the purchase price and financing. An increase in value of the Euro compared to the Canadian dollar would increase the anticipated transaction price, and an increase in interest rates underlying expected debt would increase related financial expenses.

In order to mitigate these risks, following the announcement of the transaction, the Corporation acquired €85,000 (approximately \$123,800) of foreign exchange collars which mature in April 2018 and limit the Corporation's exposure to fluctuations outside of the exchange rates of 1.4560 and 1.5200, as well as approximately \$86,400 of cross-currency interest rate swaps in order to fix interest rates.

Equity swap agreement

On June 22, 2015, the Corporation entered into an equity swap agreement fixing 150,000 common shares of the Corporation at a price of \$11.45. This agreement is a derivative that is not part of a designated hedging relationship and matures in June 2018.

NOTE 9. OTHER CURRENT ASSETS

As at	September 30, 2017	March 31, 2017
Investment and other tax credits receivable	\$ 3,267	\$ 4,479
Sales tax receivable	1,343	1,028
Prepaid expenses	2,915	3,917
Others	2,200	1,049
	\$ 9,725	\$ 10,473

NOTE 10. LONG-TERM DEBT

As at	September 30, 2017	March 31, 2017
Senior Secured Syndicated Revolving Credit Facility ("Credit Facility")	\$ 52,416	\$ 55,856
Governmental authorities loans	50,662	49,133
Obligations under finance leases	27,654	29,787
Deferred financing costs, net	(1,034)	(637)
	129,698	134,139
Less: current portion	7,301	6,792
Long-term debt	\$ 122,397	\$ 127,347

Credit Facility

The relevant terms and drawings on the Credit Facility are as follows:

As at	September 30, 2017	March 31, 2017
Limit, in Canadian, US\$, Euro or British Pound equivalent	\$ 200,000	\$ 200,000
US\$ Drawings		
Amount	US\$ 42,000	US\$ 42,000
Rate	Libor + 1.1%	Libor +1.4%
Effective rate	2.4%	2.4%

In May 2017, the Corporation reached an agreement with its syndicate of banks to extend the term of the Credit Facility through May 2022. The authorized amount remains \$200,000 and most other key terms remain unchanged, though the amount of the accordion feature, which is subject to lenders approval, has increased from \$75,000 to \$100,000. Financing costs totaling \$524 were deferred and will be amortized over the term of the loan using the effective interest rate method.

Finance leases

Obligations under finance leases bear fixed interest rates between 2.4% and 3.7% as at September 30, 2017 (same as at March 31, 2017), maturing from July 2019 to December 2023, with amortization periods of seven years, secured by the related property, plant and equipment, net of interest of \$2,331 (\$2,766 as at March 31, 2017).

NOTE 11. ISSUED CAPITAL

Variations in common shares issued and fully paid were as follows:

	Quarter Ended September 30, 2017		Six months ended September 30, 2017	
	Number	Issued capital	Number	Issued capital
Balance at beginning of periods	36,134,945	\$ 77,361	36,122,050	\$ 77,217
Issued for cash under the stock purchase and ownership incentive plan	12,210	149	25,105	293
Balance at end of periods	36,147,155	\$ 77,510	36,147,155	\$ 77,510

A. Stock option plan

The Corporation grants stock options at a subscription price representing the average closing price of the Corporation's common shares on the Toronto Stock Exchange for the five trading days preceding the grant date. Options granted under the plan vest over a period of four years, with the exception of certain key management employees for which the vesting period is one to three years following the grant date. The options are exercisable over a period not greater than seven years after the grant date.

For the quarters ended September 30, variances in stock options outstanding and related compensation expense were as follows:

	2017		2016	
	Number of stock options	Weighted- average exercise price	Number of stock options	Weighted- average exercise price
Balance at beginning of periods	914,295	\$ 10.88	961,045	\$ 10.76
Granted	—	—	4,000	14.97
Exercised	—	—	(21,750)	11.28
Balance at end of periods	914,295	\$ 10.88	943,295	\$ 10.77
Stock-based compensation expense		\$ 93		\$ 170

For the six-month periods ended September 30, variances in stock options outstanding and related compensation expense were as follows:

	2017		2016	
	Number of stock options	Weighted- average exercise price	Number of stock options	Weighted- average exercise price
Balance at beginning of periods	914,295	\$ 10.88	879,545	\$ 10.02
Granted	—	—	113,000	15.01
Exercised	—	—	(49,250)	7.10
Balance at end of periods	914,295	\$ 10.88	943,295	\$ 10.77
Stock-based compensation expense		\$ 225		\$ 348

As at September 30, 2017 and March 31, 2017, 2,808,257 common shares are reserved for issuance of stock options, of which 1,563,231 remained to be issued.

B. Stock purchase and ownership incentive plan

	Quarters ended September 30,		Six months ended September 30,	
	2017	2016	2017	2016
<i>In number of common shares</i>				
Issued under the stock purchase and ownership incentive plan	12,210	10,750	25,105	21,880
Attributed to participating employees	4,762	4,333	9,829	7,974
Expense related to common shares attributed	\$ 64	\$ 64	\$ 129	\$ 116

As at September 30, 2017, 340,000 shares were reserved for issuance under the stock purchase and ownership incentive plan, of which 81,533 remained to be issued, compared to 106,638 as at March 31, 2017.

C. Deferred Share Unit ("DSU") and Performance Share Unit ("PSU") plans

Movements in outstanding DSUs and PSUs and related expenses were as follows:

	Quarters ended September 30,		Six months ended September 30,	
	2017	2016	2017	2016
DSUs				
<i>In number of DSUs</i>				
Opening balance	135,815	124,333	135,815	124,333
Issued	—	33,740	—	33,740
Settled	—	(22,258)	—	(22,258)
Closing balance of DSUs outstanding	135,815	135,815	135,815	135,815
DSU expense for the period	\$ 107	\$ 111	\$ 509	\$ 371
Fair value of vested outstanding DSUs, end of period	\$ 1,762	\$ 1,615	\$ 1,762	\$ 1,615

	Quarters ended September 30,		Six months ended September 30,	
	2017	2016	2017	2016
PSUs				
<i>In number of PSUs</i>				
Opening balance	114,434	209,892	114,434	151,392
Issued	—	—	—	58,500
Cancelled/Forfeited	—	(401)	—	(401)
Closing balance of PSUs outstanding	114,434	209,491	114,434	209,491
PSU expense for the period	\$ (57)	\$ (72)	\$ (294)	\$ 182
Fair value of vested outstanding PSUs, end of period	\$ 709	\$ 2,019	\$ 709	\$ 2,019

NOTE 12. ACCUMULATED OTHER COMPREHENSIVE INCOME

Changes in accumulated other comprehensive income were as follows:

	Exchange differences on conversion of foreign operations	Cash flow hedges	Hedge of net investments in foreign operations	Total
Balance as at June 30, 2017	\$ 12,059	\$ 2,684	\$ (6,222)	\$ 8,521
Other comprehensive income (loss)	(6,197)	3,105	1,875	(1,217)
Balance as at September 30, 2017	\$ 5,862	\$ 5,789	\$ (4,347)	\$ 7,304
Balance as at March 31, 2017	\$ 14,256	\$ (521)	\$ (7,437)	\$ 6,298
Other comprehensive income (loss)	(8,394)	6,310	3,090	1,006
Balance as at September 30, 2017	\$ 5,862	\$ 5,789	\$ (4,347)	\$ 7,304

	Exchange differences on conversion of foreign operations	Cash flow hedges	Hedge of net investments in foreign operations	Total
Balance as at June 30, 2016	\$ 14,581	\$ 462	\$ (5,996)	\$ 9,047
Other comprehensive income (loss)	612	(1,306)	(754)	(1,448)
Balance as at September 30, 2016	\$ 15,193	\$ (844)	\$ (6,750)	\$ 7,599
Balance as at March 31, 2016	\$ 25,691	\$ (643)	\$ (6,260)	\$ 18,788
Other comprehensive income (loss)	(10,498)	(201)	(490)	(11,189)
Balance as at September 30, 2016	\$ 15,193	\$ (844)	\$ (6,750)	\$ 7,599

NOTE 13. NET CHANGE IN NON-CASH ITEMS

The net change in non-cash items were detailed as follows:

	Quarters ended September 30,		Six months ended September 30,	
	2017	2016	2017	2016
Accounts receivable	\$ 2,043	\$ (2,767)	\$ 10,846	\$ 13,226
Income tax receivable	148	(305)	(391)	360
Inventories	5,945	(3,503)	(1,652)	(10,733)
Other current assets	2,700	(6,292)	20	(9,541)
Accounts payable and accrued liabilities, accounts payable – other and other liabilities	(1,724)	(2,087)	(4,373)	(7,699)
Provisions	(978)	(1,667)	(3,125)	(2,060)
Progress billings	845	1,315	1,169	(537)
Customer advances	(166)	5,094	(537)	3,493
Income tax payable	343	204	(65)	(470)
Effect of changes in exchange rates ⁽¹⁾	(1,744)	201	(2,525)	(2,337)
	\$ 7,412	\$ (9,807)	\$ (633)	\$ (16,298)

⁽¹⁾ Reflects the total impact of changes in exchange rates during the period on non-cash items listed above for the Corporation's foreign subsidiaries.

NOTE 14. GEOGRAPHIC INFORMATION

The geographic segmentation of assets was as follows:

As at	September 30, 2017				March 31, 2017			
	Canada	U.S.	U.K.	Total	Canada	U.S.	U.K.	Total
Property, plant and equipment, net	\$ 99,125	\$ 70,301	\$ 11,207	\$ 180,633	\$ 104,201	\$ 77,111	\$ 11,535	\$ 192,847
Finite-life intangible assets, net	24,350	2,644	12,689	39,683	28,536	3,010	13,921	45,467
Goodwill	13,838	9,379	62,418	85,635	13,838	9,995	62,216	86,049

Geographic sales based on customers' locations were detailed as follows:

	Quarters ended September 30,		Six months ended September 30,	
	2017	2016	2017	2016
Canada	\$ 9,210	\$ 20,327	\$ 18,079	\$ 39,738
United States of America	53,342	49,092	110,108	100,677
United Kingdom	9,579	10,335	19,405	20,404
Other countries	17,546	11,817	28,942	26,342
	\$ 89,677	\$ 91,571	\$ 176,534	\$ 187,161

NOTE 15. SUBSEQUENT EVENT

On October 2, 2017, the Corporation announced an agreement to acquire Compañía Española de Sistemas Aeronauticos S.A. ("CESA"), a subsidiary of Airbus SE (the "Transaction"), for €140,000 (\$205,000).

Headquartered in Madrid, Spain, CESA is a leading European provider of fluid mechanical and electromechanical systems for the aerospace industry with annual sales of approximately €94,000 (\$136,000). Its main product lines include landing gear, actuation and hydraulic systems.

The acquisition will be financed through:

- A \$50,000, seven-year unsecured subordinated term loan provided by the *Fonds de solidarité FTQ*;
- The assumption of debt amounting to approximately \$42,000;
- An increase of the Corporation's existing credit facility to \$250,000; and,
- The Corporation's available cash balance.

Closing of the Transaction is expected to occur before the end of the Corporation's 2018 fiscal year and is subject to certain approvals, including authorization by the Spanish Council of Ministers and the prior acquisition by Airbus of the stake of its minority partner in CESA.



MANAGEMENT'S DISCUSSION AND ANALYSIS

Second quarter ended September 30, 2017

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OVERVIEW

The purpose of this management discussion and analysis (“MD&A”) is to provide the reader with an overview of how the financial position of Héroux-Devtek Inc. and its subsidiaries (“Héroux-Devtek”, the “Corporation” or “Management”) evolved between March 31, 2017 and September 30, 2017. It also compares the operating results and cash flows for the quarter and six-month period ended September 30, 2017 to those of the same periods of the prior fiscal year.

This MD&A is based on the unaudited interim condensed consolidated financial statements for the quarter ended September 30, 2017, and should be read in conjunction with them as well as with the audited consolidated financial statements and MD&A for the fiscal year ended March 31, 2017, all of which are available on the Corporation’s website at www.herouxdevtek.com. All amounts in this MD&A are in thousands of Canadian dollars unless otherwise indicated.

IFRS and non-IFRS financial measures

This MD&A contains both IFRS and non-IFRS financial measures. Non-IFRS financial measures are defined and reconciled to the most comparable IFRS measures in the *Non-IFRS Financial Measures* section under *Operating Results*.

Materiality for disclosures

Management determines whether information is material based on whether they believe a reasonable investor’s decision to buy, sell or hold securities of the Corporation would likely be influenced or changed should the information be omitted or misstated, and discloses material information accordingly.

FORWARD-LOOKING STATEMENTS

Certain statements in this MD&A, including those presented in the Guidance and Economic Outlook sections, are forward-looking statements subject to risks, uncertainties and other important factors that could cause the Corporation’s actual performance to differ materially from those expressed in or implied by such statements. These statements are provided for the purpose of assisting the reader in understanding the Corporation’s financial performance and prospects and to present management’s assessment of future plans and operations. The reader is cautioned that such statements may not be appropriate for other purposes.

They may be impacted by factors including, but not limited to: the impact of worldwide general economic conditions; industry conditions including changes in laws and regulations; increased competition; the lack of availability of qualified personnel or management; availability of commodities and fluctuations in commodity prices; financial and operational performance of suppliers and customers; foreign exchange or interest rate fluctuations; and the impact of accounting policies issued by international standard setters. For further details, please see the *Risk Management* section of the Corporation’s MD&A for the fiscal year ended March 31, 2017. Readers are cautioned that the foregoing list of factors that may affect future growth, results and performance is not exhaustive, and undue reliance should not be placed on forward-looking statements.

Although management believes the expectations conveyed by these statements and although they are based on information available to it on the date such statements were made, there can be no assurance that such expectations will prove to be correct. All subsequent forward-looking statements, whether written or orally attributable to the Corporation or persons acting on its behalf, are expressly qualified in their entirety by these cautionary statements. Unless otherwise required by applicable securities laws, the Corporation expressly disclaims any intention, and assumes no obligation to update or revise any forward-looking statements whether as a result of new information, future events or otherwise.

FOREIGN EXCHANGE (“FX”)

The Corporation is subject to foreign currency fluctuations from the translation of revenues (sales), expenses, assets and liabilities of its foreign operations and from transactions denominated mainly in US dollars and in British pounds (“GBP”). Transactions denominated in foreign currencies are initially recorded at the functional currency rate of exchange at the date of the transactions, excluding the impact of forward foreign exchange contracts (“FFEC”), while the statement of income of foreign operations is translated at the average exchange rate for the period.

The foreign exchange rates used to translate assets and liabilities into Canadian dollars were as follows, as at:

	September 30, 2017	March 31, 2017
USD (Canadian equivalent of US\$1.0)	1.2480	1.3299
GBP (Canadian equivalent of £1.0)	1.6716	1.6662

The foreign exchange rates used to translate revenues and expenses into Canadian dollars were as follows:

	Quarters ended September 30,		Six months ended September 30,	
	2017	2016	2017	2016
USD (Canadian equivalent of US\$1.0)	1.2526	1.3051	1.2987	1.2968
GBP (Canadian equivalent of £1.0)	1.6398	1.7126	1.6800	1.7807

The Corporation manages its exposure to fluctuations in FX rates using FFEC; therefore the variances in the rates presented above may not be representative of the actual impact of FX on financial results.

HIGHLIGHTS

	Quarters ended September 30,		Six months ended September 30,	
	2017	2016	2017	2016
Sales	\$ 89,677	\$ 91,571	\$ 176,534	\$ 187,161
Operating income	4,644	11,584	10,052	19,180
Adjusted operating income ⁽¹⁾	5,590	7,873	10,998	15,874
Adjusted EBITDA ⁽¹⁾	12,032	14,095	23,972	28,416
Net income	3,163	9,519	7,190	14,698
Adjusted net income ⁽¹⁾	4,057	5,677	8,084	11,261
<i>In dollars per share</i>				
EPS - basic and diluted	\$ 0.09	\$ 0.26	\$ 0.20	\$ 0.41
Adjusted EPS ⁽¹⁾	0.11	0.16	0.22	0.31
<i>In millions of dollars, as at</i>			September 30, 2017	March 31, 2017
Funded backlog ⁽²⁾			\$ 498	\$ 405

⁽¹⁾ Non-IFRS financial measure. Refer to the Non-IFRS financial measures section under Operating Results for definitions and reconciliations to the most comparable IFRS measures.

⁽²⁾ Represents firm orders

Agreement to acquire CESA

On October 2, 2017, the Corporation announced an agreement to acquire Compañía Española de Sistemas Aeronauticos S.A. ("CESA"), a subsidiary of Airbus SE (the "Transaction"), for €140.0 million (\$205.0 million).

Headquartered in Madrid, Spain, CESA is a leading European provider of fluid mechanical and electromechanical systems for the aerospace industry with annual sales of approximately €94 million (\$136 million). Its main product lines include landing gear, actuation and hydraulic systems.

This strategic and accretive acquisition will significantly enhance the Corporation's reach in Europe and will provide access to a direct, long-term business relationship with Airbus.

The acquisition will be financed through:

- A \$50.0 million, seven-year unsecured subordinated term loan provided by the *Fonds de solidarité FTQ*;
- The assumption of debt amounting to approximately \$42.0 million;
- An increase in the Corporation's existing credit facility to \$250.0 million; and,
- The Corporation's available cash balance.

Closing of the Transaction is expected before the end of the Corporation's 2018 fiscal year and is subject to certain approvals, including authorization by the Spanish Council of Ministers and the prior acquisition by Airbus of the stake of its minority partner in CESA.

The Transaction exposes the Corporation to new foreign exchange and interest rate risks. Please refer to *Risks and Uncertainties* under *Additional Information* for further information about these risks and the derivative financial instruments the Corporation has acquired to mitigate them.

Key Events

- For the quarter ended September 30, 2017, the Corporation achieved consolidated sales of \$89.7 million and adjusted EBITDA of \$12.0 million, compared to \$91.6 million and \$14.1 million during the same period last fiscal year.
- Backlog increased to \$498 million as at September 30, 2017, compared to \$451 million as of June 30, 2017 and \$405 million as of March 31, 2017.
- For the quarter ended September 30, 2017, the Corporation achieved a free cash flow⁽¹⁾ of \$13.3 million, compared to \$1.0 million during the same quarter last fiscal year.

⁽¹⁾ Non-IFRS financial measure. Refer to the Non-IFRS financial measures section under Operating Results for definitions and reconciliations to the most comparable IFRS measures.

OPERATING RESULTS

	Quarters ended September 30,			Six months ended September 30,		
	2017	2016	Variance	2017	2016	Variance
Sales	\$ 89,677	\$ 91,571	\$ (1,894)	\$ 176,534	\$ 187,161	\$ (10,627)
Gross profit	13,559	16,041	(2,482)	26,479	32,146	(5,667)
Selling and administrative expenses	7,969	8,168	(199)	15,481	16,272	(791)
Adjusted operating income ⁽¹⁾	5,590	7,873	(2,283)	10,998	15,874	(4,876)
Non-recurring items	946	(3,711)	4,657	946	(3,306)	4,252
Operating income	4,644	11,584	(6,940)	10,052	19,180	(9,128)
Financial expenses	1,225	1,501	(276)	2,531	3,107	(576)
Income tax expense	256	564	(308)	331	1,375	(1,044)
Net income	\$ 3,163	\$ 9,519	\$ (6,356)	\$ 7,190	\$ 14,698	\$ (7,508)
Adjusted net income ⁽¹⁾	\$ 4,057	\$ 5,677	\$ (1,620)	\$ 8,084	\$ 11,261	\$ (3,177)
<i>As a percentage of sales</i>						
Gross profit	15.1%	17.5%	-240 bps	15.0%	17.2%	-220 bps
Selling and Administrative expenses	8.9%	8.9%	0 bps	8.8%	8.7%	10 bps
Operating income	5.2%	12.7%	-750 bps	5.7%	10.2%	-450 bps
Adjusted operating income ⁽¹⁾	6.2%	8.6%	-240 bps	6.2%	8.5%	-230 bps
<i>In dollars per share</i>						
EPS - basic and diluted	\$ 0.09	\$ 0.26	\$ (0.17)	\$ 0.20	\$ 0.41	\$ (0.21)
Adjusted EPS ⁽¹⁾	\$ 0.11	\$ 0.16	\$ (0.05)	\$ 0.22	\$ 0.31	\$ (0.09)

⁽¹⁾ Non-IFRS financial measure. Refer to the Non-IFRS financial measures section for definitions and reconciliations to the most comparable IFRS measures.

Sales

Sales can be broken down by sector as follows:

	Quarters ended September 30,			
	2017	2016	FX impact	Net variance
Commercial	\$ 42,159	\$ 48,689	\$ (482)	\$ (6,048) (12.4)%
Defence ⁽¹⁾	47,518	42,882	(473)	5,109 11.9 %
Total	\$ 89,677	\$ 91,571	\$ (955)	\$ (939) (1.0)%

	Six months ended September 30,			
	2017	2016	FX impact	Net variance
Commercial	\$ 85,487	\$ 99,280	\$ 214	\$ (14,007) (14.1)%
Defence ⁽¹⁾	91,047	87,881	227	2,939 3.3 %
Total	\$ 176,534	\$ 187,161	\$ 441	\$ (11,068) (5.9)%

⁽¹⁾ Includes defence sales to civil customers and governments.

Commercial

The \$6.0 million and \$14.0 million respective net decreases in commercial sales for the quarter and the six-month periods were mainly driven by:

- Lower large commercial programs including the scheduled ending of a Tier-2 contract; and,
- Lower customer requirements for certain business jet and aftermarket sales in support of the Saab 340 program.

These negative factors were partly offset by ramp-up of deliveries for the Boeing 777 program.

Defence

The \$5.1 million net increase in defence sales for the quarter was mainly driven by:

- Higher spare parts requirements from civil customers;
- Higher manufacturing sales from a catch-up in deliveries to civil customers; and,
- Higher repair and overhaul sales to the U.S. Air Force.

These positive factors were partially offset by lower repair and overall (“R&O”) sales to European customers, namely the EH-101.

The \$2.9 million net increase in defence sales for the six-month period was mainly driven by:

- Higher manufacturing sales to civil customers, including the ramp-up of the F35 program; and,
- Higher spare parts requirements from the U.S. government and civil customers.

These positive factors were partially offset by lower R&O sales, namely on the P-3 and EH-101 programs.

Gross Profit

The decrease in gross profit margin from 17.5% to 15.1% this quarter and from 17.2% to 15.0% for the six-month period compared to the same periods last fiscal year were mainly driven by higher under-absorption, including excess capacity and processing and finishing costs related to the Boeing 777 program. These excess processing and finishing costs are expected to normalize upon completion of the customer qualification and approval of Héroux - Devtek’s surface treatment processes.

These negative factors were partly offset by favorable exchange rate fluctuations representing 0.3% and 0.5% of sales, respectively, mainly related to the U.S. dollar.

Selling and Administrative Expenses

When excluding gains and losses on translation of net monetary items, selling and administrative expenses represented 8.1% and 8.2% of sales for the quarter and six-month period, respectively, compared to 9.5% and 9.3% for the same periods last fiscal year. These decreases are mainly associated with lower employee-related costs.

Non-recurring items

	Quarters ended September 30,		Six months ended September 30,	
	2017	2016	2017	2016
Non-recurring items in EBITDA				
Acquisition-related costs	946	—	946	—
Gain on settlement of litigation	—	(5,247)	—	(5,247)
Legal and other professional fees	—	1,536	—	1,941
	\$ 946	\$ (3,711)	\$ 946	\$ (3,306)

Acquisition-related costs

During the quarter and six-month period ended September 30, 2017, the Corporation incurred \$0.9 million in acquisition-related costs. These costs mainly pertain to professional fees and expenses in connection with the agreement to acquire Compañía Española de Sistemas Aeronauticos S.A..

Gain on settlement of a litigation, legal and other professional fees

In January 2016, the Corporation filed an arbitration claim related to representations and warranties made to it in the context of a completed business acquisition. During the second quarter ended September 30, 2016 the Corporation reached an agreement outside of arbitration with the counterparty resulting in a favourable \$US 4.0 million (\$5.2 million) settlement. Non-recurring legal and other professional fees incurred during the quarter and six-month periods ended September 30, 2016 totaled \$1.5 million and \$1.9 million, respectively.

Operating Income

The decrease in operating income from 12.7% to 5.2% of sales (or decrease from 8.6% to 6.2% excluding non-recurring items) for the quarter and from 10.2% to 5.7% of sales (or decrease from 8.5% to 6.2% excluding non-recurring items) for the six-month period compared to the same periods last fiscal year are mainly the result of the factors described above.

Year over year, foreign exchange had a negative impact of \$1.1 million on operating income for the quarter and six-month periods.

Financial Expenses

The respective \$0.3 million and \$0.6 million decreases in financial expenses for the quarter and the six-month period when compared to the same periods last fiscal year were mainly driven by:

- Higher interest income on cash and cash equivalents;
- Lower interest accretion on governmental authorities loans; and,
- A favourable discount rate adjustment related to a provision for asset retirement compared to an unfavourable one in the same period of the prior fiscal year.

Income Tax Expense

	Quarters ended September 30,		Six months ended September 30,	
	2017	2016	2017	2016
Income before income tax expense	\$ 3,419	\$ 10,083	\$ 7,521	\$ 16,073
Income tax expense	256	564	331	1,375
Effective tax rate	7.5%	5.6%	4.4%	8.6%
Canadian blended statutory income tax rate	26.6%	26.7%	26.7%	26.7%

The effective income tax rate for the quarter ended September 30, 2017, mainly reflects the favourable impact of results in other tax jurisdictions (\$1.2 million), partially offset by non-deductible acquisition-related costs (\$0.2 million) and permanent differences (\$0.3 million).

For the three-month period ended September 30, 2016, the Corporation's effective income tax rate mainly reflected the favourable impact of results in other tax jurisdictions (\$1.3 million) and the non-taxable gain on settlement of litigation, net of related fees (\$0.8 million) partially offset by permanent differences (\$0.1 million).

For the six-month period ended September 30, 2017, the Corporation's effective income tax rate mainly reflects the favourable impact of results in other tax jurisdictions (\$2.3 million) partially offset by non-deductible acquisition-related costs (\$0.2 million) and permanent differences (\$0.4 million).

For the six-month period ended September 30, 2016, the Corporation's effective income tax rate mainly reflected the favourable impact of results in other tax jurisdictions (\$2.3 million) and the non-taxable gain on settlement of litigation (\$0.8 million) partially offset by permanent differences (\$0.1 million).

Net Income

Net income decreased from \$9.5 million to \$3.2 million during the quarter (or decreased from \$5.7 million to \$4.1 million excluding non-recurring items net of taxes) and decreased from \$14.7 million to \$7.2 million (or decreased from \$11.3 million to \$8.1 million excluding non-recurring items net of taxes) during the six-month period compared to the same periods last fiscal year mainly as a result of the factors described above.

NON-IFRS FINANCIAL MEASURES

This MD&A is based on earnings in accordance with IFRS and the following non-IFRS financial measures:

Adjusted operating income:	Operating income excluding non-recurring items.
EBITDA:	Earnings before financial expenses, income tax expense and amortization expense.
Adjusted EBITDA:	EBITDA as defined above excluding non-recurring items.
Adjusted net income:	Net income excluding non-recurring items net of taxes.
Adjusted earnings per share:	Diluted earnings per share calculated on the basis of adjusted net income.
Free cash flow:	Cash flows related to operating activities, less additions to property, plant and equipment and net increase in finite-life intangible assets.

These Non-IFRS financial measures do not have any standardized meaning prescribed by IFRS and may therefore not be comparable to similar measures presented by other issuers. Management considers these metrics to be information which may assist investors in evaluating the Corporation's profitability and enable better comparability of the results from one period to another and with peers who may employ similar measures.

These measures are not considered by management to be a substitute for IFRS measures, nor to be superior as they often do not fully reflect periodic costs, the long-term costs of investing or financing decisions or the impact of events which are not a result of operations.

The following are reconciliations of these items to their most comparable IFRS measures as well as additional information on what they represent, excluding free cash flow. For the reconciliation of free cash flow to cash flows related to operating activities, refer to *Liquidity and Capital Resources*.

The Corporation's adjusted operating income is calculated as follows:

	Quarters ended September 30,		Six months ended September 30,	
	2017	2016	2017	2016
Operating income	\$ 4,644	\$ 11,584	\$ 10,052	\$ 19,180
Non-recurring items	946	(3,711)	946	(3,306)
Adjusted operating income	\$ 5,590	\$ 7,873	\$ 10,998	\$ 15,874

Management believes adjusted operating income provides investors with a figure that allows better assessment of the Corporation's future profitability by excluding from operating income the impact of events which are not in the expected course of future operations, or which are not a result of operations.

The Corporation's EBITDA and adjusted EBITDA are calculated as follows:

	Quarters ended September 30,		Six months ended September 30,	
	2017	2016	2017	2016
Net income	3,163	9,519	7,190	14,698
Income tax expense	256	564	331	1,375
Financial expenses	1,225	1,501	2,531	3,107
Amortization expense	6,442	6,222	12,974	12,542
EBITDA	\$ 11,086	\$ 17,806	\$ 23,026	\$ 31,722
Non-recurring items	946	(3,711)	946	(3,306)
Adjusted EBITDA	\$ 12,032	\$ 14,095	\$ 23,972	\$ 28,416

Management believes EBITDA and adjusted EBITDA provide valuable insight into the Corporation's day-to-day operations as they exclude from earnings factors that are more reflective of long-term financing or investing decisions than of current performance.

Adjusted EBITDA, in addition, allows for a better assessment of future operating results as it excludes the impact of events which are not in the expected course of future operations, or which are not a result of operations. Adjusted EBITDA is also used by management to assess operational performance and is a component of certain performance-based employee remuneration.

The Corporation's adjusted net income and adjusted earnings per share are calculated as follows:

	Quarters ended September 30,		Six months ended September 30,	
	2017	2016	2017	2016
Net income	\$ 3,163	\$ 9,519	\$ 7,190	\$ 14,698
Non-recurring items, net of taxes	894	(3,842)	894	(3,437)
Adjusted net income	\$ 4,057	\$ 5,677	\$ 8,084	\$ 11,261
<i>In dollars per share</i>				
Earnings per share - basic and diluted	\$ 0.09	\$ 0.26	\$ 0.20	\$ 0.41
Non-recurring items, net of taxes	0.02	(0.10)	0.02	(0.10)
Adjusted earnings per share	\$ 0.11	\$ 0.16	\$ 0.22	\$ 0.31

Management believes adjusted net income and adjusted earnings per share allow investors to better assess the Corporation's current period results and future earnings prospects as they exclude from earnings the impact of events which are of a non-recurring nature or do not reflect current operations.

LIQUIDITY AND CAPITAL RESOURCES

CREDIT FACILITY AND CASH AND CASH EQUIVALENTS

In May 2017, the Corporation renewed its Credit Facility and extended it through May 2022, with the terms and conditions remaining substantially the same. Related financing costs totaling \$0.5 million were deferred and will be amortized over the term of the loan using the effective interest rate method.

As at September 30, 2017, this Credit Facility allowed the Corporation and its subsidiaries to borrow up to \$200.0 million, either in Canadian dollars, US dollars, British Pounds, Euro or equivalent currencies. It also included an accordion feature to increase the Credit Facility by an additional \$100.0 million during the term of this agreement, subject to the approval of the lenders. This accordion feature was increased from \$75.0 million during the renewal process.

As at September 30, 2017, the Corporation had \$52.4 million drawn against the Credit Facility, compared to \$55.9 million as at March 31, 2017. Considering the Corporation's cash and cash equivalents position, its available Credit Facility and level of expected capital investments and results, the Corporation's management does not expect any significant liquidity risk in the foreseeable future.

The Corporation's net debt position is calculated as follows, as at:

	September 30, 2017	March 31, 2017
Long-term debt, including current portion ⁽¹⁾	\$ 130,732	\$ 134,776
Less: Cash and cash equivalents	52,812	42,456
Net debt position	\$ 77,920	\$ 92,320

⁽¹⁾ Excluding net deferred financing costs of \$1.0 million as at September 30, 2017 and \$0.6 million as at March 31, 2017.

In general terms, the Corporation has a healthy financial position and is well positioned to face its financing needs.

VARIATIONS IN CASH AND CASH EQUIVALENTS

	Quarters ended September 30,		Six months ended September 30,	
	2017	2016	2017	2016
Cash and cash equivalents at beginning of periods	\$ 40,282	\$ 7,666	\$ 42,456	\$ 19,268
Cash flows related to operating activities	15,700	6,248	18,268	11,483
Cash flows related to investing activities	(2,678)	(5,575)	(6,101)	(12,479)
Cash flows related to financing activities	279	7,393	(683)	(2,193)
Effect of changes in exchange rates on cash and cash equivalents	(771)	95	(1,128)	(252)
Cash and cash equivalents at end of periods	\$ 52,812	\$ 15,827	\$ 52,812	\$ 15,827

Operating Activities

The Corporation generated cash flows from operations and used cash and cash equivalents for its operating activities as follows:

	Quarters ended September 30,		Six months ended September 30,	
	2017	2016	2017	2016
Cash flows from operations	\$ 8,288	\$ 16,055	\$ 18,901	\$ 27,781
Net change in non-cash items	7,412	(9,807)	(633)	(16,298)
Cash flows related to operating activities	\$ 15,700	\$ 6,248	\$ 18,268	\$ 11,483

The respective \$7.8 million and \$8.9 million decreases in cash flows from operations for the quarter and six-month period September 30, 2017, when compared to the same periods last fiscal year, are mainly explained by lower EBITDA.

The net change in non-cash items can be summarized as follows:

	Quarters ended September 30,		Six months ended September 30,	
	2017	2016	2017	2016
Accounts receivable	\$ 2,043	\$ (2,767)	\$ 10,846	\$ 13,226
Inventories	5,945	(3,503)	(1,652)	(10,733)
Other current assets	2,700	(6,292)	20	(9,541)
Accounts payable and accrued liabilities, accounts payable-other and other liabilities (referred to as "accounts payable")	(1,724)	(2,087)	(4,373)	(7,699)
Income taxes payable and receivable	491	(101)	(456)	(110)
Customer advances	(166)	5,094	(537)	3,493
Provisions	(978)	(1,667)	(3,125)	(2,060)
Progress billings	845	1,315	1,169	(537)
Effect of changes in exchange rates	(1,744)	201	(2,525)	(2,337)
	\$ 7,412	\$ (9,807)	\$ (633)	\$ (16,298)

For the quarter ended September 30, 2017, the positive net change in non-cash items mainly reflects decreases in inventories and other current assets.

For the six-month period ended September 30, 2017, the negative net change in non-cash items mainly reflects:

- The seasonal decrease in accounts payable following the higher level of activity during the fourth quarter of the prior fiscal year;
- A decrease in provisions mainly due to utilization of the restructuring provision; and,
- The net negative impact of the effects of changes in exchange rates.

These factors were mostly offset by the seasonal decrease in accounts receivable following the higher level of activity during the fourth quarter of the prior fiscal year.

For the quarter ended September 30, 2016, the negative net change in non-cash items mainly reflected:

- An increase in other current assets following the settlement of a litigation; and,
- An increase in inventories mainly related to the Boeing 777 program and an anticipated increase in level of activity in the second half of the fiscal year.

These factors were partly offset by an increase in customer advances mainly related to a new contract.

For the six-month period ended September 30, 2016, the negative net change in non-cash items mainly reflected:

- An increase in inventories mainly related to the Boeing 777 program and an anticipated increase in level of activity in the second half of the fiscal year;
- An increase in other current assets following the settlement of a litigation; and,
- The seasonal decrease in accounts payable following the higher level of activity during the fourth quarter of fiscal 2016.

These factors were partially offset by the seasonal decrease in accounts receivable following the higher level of activity during the fourth quarter of fiscal 2016 and an increase in customer advances mainly related to a new contract.

Investing Activities

The Corporation's investing activities were as follows:

	Quarters ended September 30,		Six months ended September 30,	
	2017	2016	2017	2016
Net additions to property, plant and equipment	\$ (1,863)	\$ (4,548)	\$ (4,529)	\$ (11,196)
Net increase in finite-life intangible assets	(815)	(1,027)	(1,602)	(1,283)
Proceeds on disposal of property, plant and equipment	—	—	30	—
Cash flows related to investing activities	\$ (2,678)	\$ (5,575)	\$ (6,101)	\$ (12,479)

Additions to property, plant and equipment shown above can be reconciled as follows:

	Quarters ended September 30,		Six months ended September 30,	
	2017	2016	2017	2016
Gross additions to property, plant and equipment	\$ 1,766	\$ 4,437	\$ 3,208	\$ 10,169
Government assistance	(138)	(254)	(267)	(481)
Net additions to property, plant and equipment	\$ 1,628	\$ 4,183	\$ 2,941	\$ 9,688
Variation in unpaid additions included in Accounts payable - other and other liabilities	235	365	1,588	1,697
Deposits reclassified to property, plant and equipment upon completion ⁽¹⁾	—	—	—	(189)
Net additions, as per statements of cash flows	\$ 1,863	\$ 4,548	\$ 4,529	\$ 11,196

⁽¹⁾ Includes machinery financed under finance leases for which deposits had been made.

The decrease in net additions to property, plant and equipment for the three and six-month periods compared to the same periods last fiscal year mainly relates to the completion of investments related to the Boeing 777 and 777X contract.

Financing Activities

The Corporation's financing activities were as follows:

	Quarters ended September 30,		Six months ended September 30,	
	2017	2016	2017	2016
Increase in long-term debt	\$ 1,269	\$ 10,390	\$ 1,269	\$ 11,695
Repayment of long-term debt	(1,139)	(3,385)	(2,245)	(14,524)
Issuance of common shares	149	388	293	636
Cash flows related to financing activities	\$ 279	\$ 7,393	\$ (683)	\$ (2,193)

The increase in long-term debt during the quarter ended September 30, 2016 mainly related to a \$10.0 million drawing against the Credit Facility.

The cash outflow from repayment of long-term debt during the six months ended September 30, 2016 mainly related to a \$10.2 million repayment of the Credit Facility.

As at September 30, 2017, the Corporation was in compliance with all of its restrictive debt covenants and expects to continue to comply with these restrictive financial covenants through the current fiscal year.

FREE CASH FLOW⁽¹⁾

	Quarters ended September 30,		Six months ended September 30,	
	2017	2016	2017	2016
Cash flows related to operating activities	\$ 15,700	\$ 6,248	\$ 18,268	\$ 11,483
Net additions to property, plant and equipment	(1,628)	(4,183)	(2,941)	(9,688)
Net increase in finite-life intangible assets	(815)	(1,027)	(1,602)	(1,283)
Free cash flow	\$ 13,257	\$ 1,038	\$ 13,725	\$ 512

⁽¹⁾ Non-IFRS financial measure. Refer to the Non-IFRS financial measures section under Operating Results for the definition of this metric.

Management considers free cash flow to be a good indicator of financial strength and profitability because it shows how much cash generated by operations is available for distribution, to repay debt or fund other investments.

The respective \$12.2 million and \$13.2 million increases in free cash flow for the three- and six-month periods ended September 30, 2017 were mainly related to increases in cash flows related to operating activities and decreases in net additions to property, plant and equipment described previously.

FINANCIAL POSITION

ISSUED CAPITAL

Capital stock varied as follows:

	Quarter ended September 30, 2017		Six months ended September 30, 2017	
	Number of shares	Issued capital	Number of shares	Issued capital
Opening balance	36,134,945	\$ 77,361	36,122,050	\$ 77,217
Issued for cash under the stock purchase and ownership incentive plan	12,210	149	25,105	293
Ending balance	36,147,155	\$ 77,510	36,147,155	\$ 77,510

As at November 3, 2017, the number of common shares outstanding stood at 36,151,301.

Stock options varied as follows:

	Quarter ended September 30, 2017		Six months ended September 30, 2017	
	Number of stock options	Weighted- average exercise price	Number of stock options	Weighted- average exercise price
Opening balance	914,295	\$ 10.88	914,295	\$ 10.88
Ending balance	914,295	\$ 10.88	914,295	\$ 10.88

As at September 30, 2017, 1,563,231 common shares remained reserved for issuance upon exercise of stock options compared to 1,563,231 at March 31, 2017 and 81,533 common shares remained reserved for issuance under the stock purchase and ownership incentive plan compared to 106,638 at March 31, 2017.

As at November 3, 2017, the number of stock options outstanding stood at 914,295.

For further information regarding the Corporation's outstanding issued capital and related compensation plans, refer to Note 11, *Issued Capital*, to the interim condensed consolidated financial statements.

CONSOLIDATED BALANCE SHEETS

Working capital

As at	September 30, 2017	March 31, 2017	Variance	
Current assets	\$ 277,207	\$ 272,667	\$ 4,540	1.7 %
Current liabilities	90,894	104,436	(13,542)	(13.0)%
Working capital	\$ 186,313	\$ 168,231	\$ 18,082	10.7 %
Working capital ratio	3.05	2.61		

The decrease in current liabilities mainly reflects the seasonal decrease in accounts payable following the higher level of activity during the fourth quarter of the prior fiscal year.

Long-term assets, Long-term liabilities and Shareholders' Equity

The Corporation's long-term assets and liabilities were as follows, as at:

	September 30, 2017	March 31, 2017	Variance	
Long-term assets	\$ 320,134	\$ 334,619	\$ (14,485)	(4.3)%
Long-term liabilities	\$ 143,055	\$ 146,982	\$ (3,927)	(2.7)%
Shareholders' equity	\$ 363,392	\$ 355,868	\$ 7,524	2.1 %
Net debt-to-equity ratio ⁽¹⁾	0.21:1	0.26:1		

⁽¹⁾ Defined as total long-term debt, including the current portion but excluding deferred financing costs, less cash and cash equivalents over shareholders' equity.

The \$14.5 million decrease in Long-term assets mainly reflects depreciation and the effect of the decrease in value of the U.S. dollar on the conversion of the Corporation's assets with a U.S. dollar functional currency.

The \$7.5 million increase in Shareholders' equity is mainly explained by Comprehensive income of \$7.0 million, essentially comprised of net income of \$7.2 million.

ADDITIONAL INFORMATION

DERIVATIVES

Forward foreign exchange contracts

The Corporation had the following forward foreign exchange contracts outstanding, as at:

	September 30, 2017	March 31, 2017
Notional amount outstanding	US\$ 121,750	US\$ 152,350
Average exchange rate	1.3218	1.3178

As at September 30, 2017, these contracts mature at various dates between October 2017 and March 2021, with the majority maturing this fiscal year and the next.

Interest rate swap agreements

As at September 30, 2017 the Corporation had entered into the following interest rate swap agreements to fix the interest rate on certain loans:

Notional	Fixed rate	Inception	Maturity
US\$ 5,000	1.65%	March 2014	December 2018
US\$ 10,000	2.38%	December 2015	December 2018

The interest rate swap rates mentioned above exclude the additional bank relevant margin (see Note 10, *Long-term debt*, to the interim condensed consolidated financial statements). The cash flows related to the interest rate swaps are expected to occur in the same periods as they are expected to affect net income.

Equity swap agreement

As at September 30, 2017 the Corporation had entered into an equity swap agreement fixing 150,000 common shares of the Corporation at a price of \$11.45. This agreement is a derivative that is not part of a designated hedging relationship and matures in June 2018.

INTERNAL CONTROLS AND PROCEDURES

In compliance with the Canadian Securities Administrators' Regulation 52-109, the Corporation has filed certifications signed by the Chief Executive Officer ("CEO") and the Chief Financial Officer ("CFO") that, among other things, report on disclosure controls and procedures and the design of internal controls over financial reporting.

The CEO and the CFO have designed disclosure controls and procedures, or have caused them to be designed under their supervision, to provide reasonable assurance that material information relating to the Corporation has been made known to them and has been properly disclosed in the interim and annual filings.

The CEO and CFO have also designed internal controls over financial reporting, or have caused them to be designed under their supervision, to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with IFRS.

No changes were made to the Corporation's internal controls over financial reporting during the three-month ended September 30, 2017 that have materially affected, or are reasonably likely to materially affect, its internal controls over financial reporting.

RISKS AND UNCERTAINTIES

Héroux-Devtek operates in industry sectors that have a variety of risk factors and uncertainties. Risk and uncertainties that could materially affect the Corporation's business, financial condition and results of operations in an adverse manner are described in the Corporation's MD&A for the fiscal year ended March 31, 2017. Additional risks and uncertainties not presently known to the Corporation or that the Corporation currently believes to be immaterial may also adversely affect its business.

In addition to the risks referred to above, the acquisition of CESA announced on October 2, 2017 exposes the Corporation to foreign currency and interest rate fluctuations related to the purchase price and financing. An increase in value of the Euro compared to the Canadian dollar would increase the anticipated transaction price, and an increase in interest rates underlying expected debt would increase related financial expenses.

In order to mitigate these risks, following the announcement of the transaction, Héroux-Devtek acquired €85.0 million (approximately \$123.8 million) of foreign exchange collars which mature in April 2018 and limit the Corporation's exposure to fluctuations outside of the exchange rates of 1.4560 and 1.5200, as well as approximately \$86.4 million of cross-currency interest rate swaps in order to fix interest rates.

SELECTED QUARTERLY FINANCIAL INFORMATION

Fiscal year	2018		2017				2016	
	Second quarter	First quarter	Fourth quarter	Third quarter	Second quarter	First quarter	Fourth quarter	Third quarter
Sales	\$ 89,677	\$ 86,857	\$120,886	\$ 98,489	\$ 91,571	\$ 95,590	\$117,496	\$ 96,561
Operating income	4,644	5,408	8,678	7,694	11,584	7,596	13,334	9,794
Adjusted operating income ⁽¹⁾	5,590	5,408	12,312	7,694	7,873	8,001	13,334	9,794
EBITDA ⁽¹⁾	11,086	11,940	15,547	13,851	17,806	13,916	20,713	15,666
Adjusted EBITDA ⁽¹⁾	12,032	11,940	19,181	13,851	14,095	14,321	20,713	15,666
Net Income	3,163	4,027	8,895	8,175	9,519	5,179	9,091	7,010
Adjusted Net Income ⁽¹⁾	4,057	4,027	9,077	6,015	5,677	5,584	9,091	7,010
<i>In dollars per share</i>								
Earnings per share - Basic & Diluted	\$ 0.09	\$ 0.11	\$ 0.25	\$ 0.23	\$ 0.26	\$ 0.14	\$ 0.25	\$ 0.19
Adjusted earnings per share ⁽¹⁾	0.11	0.11	0.25	0.17	0.16	0.15	0.25	0.19
<i>In millions of shares</i>								
Weighted-average number of common diluted shares outstanding	36.3	36.3	36.3	36.3	36.3	36.3	36.2	36.2

⁽¹⁾ Non-IFRS financial measure. Refer to the Non-IFRS financial measures section under Operating Results for definitions and reconciliations to the most comparable IFRS measures.

Seasonal trends

Héroux-Devtek's second quarter is usually slower than the others due to seasonality such as plant shutdowns and summer vacations, whereas the fourth quarter is usually the strongest.

ECONOMIC OUTLOOK (1)

In the commercial aerospace market, The International Air Transport Association's ("IATA") most recent forecast calls for a strong 7.4% growth in the passenger market for calendar 2017, a figure above the historical average of approximately 5.0%. Meanwhile, air cargo volume is expected to rise 7.3% in calendar 2017⁽²⁾.

In the large commercial aircraft sector, Boeing and Airbus are proceeding with production rate adjustments ahead of introducing certain more fuel efficient aircraft variants on several leading programs through calendar 2020. Their backlogs remain healthy despite a reduction in new firm orders since calendar 2016⁽³⁾. The reduction has been more important for twin-aisle aircraft, a category that includes the Boeing 777 program.

In the defence aerospace market, the new U.S. administration has indicated its intention to increase funding for the Department of Defense (DOD). The President's 2018 Budget requests US\$639 billion for DOD's 2018 fiscal year, which is 8.9% above the initial request for fiscal 2017. In Canada, the new defence policy calls for a rise in defence spending, from \$18.9 billion in the 2017 fiscal year to \$32.7 billion in the 2027 fiscal year. European nations are also committing more funds to defence, as evidenced by a 3.7% overall spending increase by all European countries members of NATO for 2017⁽⁴⁾.

The Corporation's UK operations provide a more geographically diversified defence portfolio, which reduces its relative exposure to the U.S. market. The balance between new component manufacturing and aftermarket products and services in the Corporation's defence portfolio and its leading program content also promote more stability.

⁽¹⁾ Refer to Forward-Looking Statements in Overview for further information regarding forward-looking statements and related risks.

⁽²⁾ Source: Economic Performance of the Airline Industry, IATA, June 2017.

⁽³⁾ Sources: Airbus press releases October 19, 2017; July 12, 2016; February 24, 2016; October 30, 2015; Boeing press release January 21, 2016

⁽⁴⁾ Sources: A New Foundation for American Greatness

GUIDANCE⁽¹⁾

Metric	Fiscal 2018 guidance	Updated fiscal 2018 guidance
Fiscal 2018 sales growth	Low single-digit decrease	Low single-digit decrease
Long-term sales growth	Sales of \$480-520 million for FY2021	Sales of \$480-520 million for FY2021
Fiscal 2018 additions to PP&E	Approximately \$20 million	Approximately \$20 million
Fiscal 2018 adjusted EBITDA ⁽²⁾ margin	None provided	Stable as compared to fiscal 2017

⁽¹⁾ Refer to Forward-Looking Statements in Overview for further information regarding forward-looking statements and related risks.

⁽²⁾ Non-IFRS financial measure. Refer to the Non-IFRS financial measures section under Operating Results for definitions and reconciliations to the most comparable IFRS measures.

Management has prepared the foregoing guidance using the best information available upon preparing this MD&A, and based it on assumptions and sources of information including, but not limited to:

- Héroux-Devtek's backlog, long-term sales contracts and estimated future order intake, assuming no material acquisition;
- Existing OEM backlogs, production rates and disclosed production and delivery expectations;
- Stability of government defence budget, spending climates, trends and expectations;
- Stability of overall economic conditions;
- Stability of foreign exchange rates, particularly versus the U.S. dollar; and,
- The Corporation's ability to deliver on key contract initiatives.

The foregoing guidance excludes the potential impact of the acquisition of CESA on the Corporation's results. Refer to the *Risk Management* section of the Corporation's MD&A for the fiscal year ended March 31, 2017 for discussion of certain other factors which may cause future results to differ from this guidance.

ADDITIONAL INFORMATION AND CONTINUOUS DISCLOSURE

This MD&A was approved by the Audit Committee and Board of Directors of the Corporation on November 3, 2017. Additional information about the Corporation, including the Annual Report and Annual Information Form, can be found on SEDAR at www.sedar.com or on the Corporation's website at www.herouxdevtek.com.