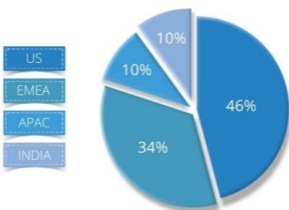


**FY 16 PAT  
UP BY 145%**

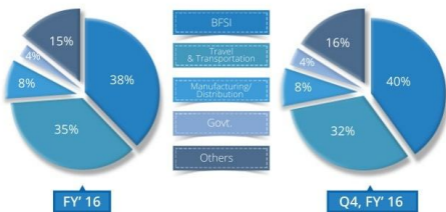
**Highlights**

- 1 Revenues up 13.1% YoY
- 2 Operating Profits up 36.9% YoY
- 3 Operating margins expanded by 20bps during Q4, FY '16
- 4 Digital revenues comprise 16% of overall mix during Q4, FY '16

**FY' 16 Geography mix**



**Revenue Mix : Industry Segments**



**Q4 Growth YoY (Q4 FY '16 vs Q4 FY '15)**



**Our leadership's views**



“Growth during the year came on the back of increased international business and growth in BFSI sector. Operating Margins improved through the year and this trend continued in Q4 with margins expanding by 20 bps during the quarter.”

Arvind Thakur,  
CEO and Joint MD,  
NIIT Technologies

“The order intake includes a new multi-year large transformational outsourcing engagement with an insurance client in Europe and another multimillion dollar new insurance logo acquired in the US.”

Sudhir Chaturvedi,  
COO, NIIT Technologies



“The Company has built a strong partner eco-system which would be the driving force for growth in Digital Services.”

Rajendra S. Pawar,  
Chairman, NIIT Technologies

Secured 'Best Service Provider Award' from ICT Subsidiary of German Railways

Conferred with the 'RB Investor Communication' award in the 'Technology - Emerging Corporates' category

Won HRO Today Services and Technology Awards 2016 for 'Excellence in Business Partnership in US'