

NIIT Technologies Limited  
Consolidated Profit and Loss Statement

June 30, 2016



INR Mn.

Particulars (INR Mn)	Ind AS					IGAAP				
	Q1FY17	Q4FY16	QoQ%	Q1FY16	YoY%	Q1FY17	Q4FY16	QoQ%	Q1FY16	YoY%
<b>Gross Revenues</b>	<b>6,707</b>	<b>6,863</b>	<b>-2.3%</b>	<b>6,421</b>	<b>4.5%</b>	<b>6,692</b>	<b>6,847</b>	<b>-2.3%</b>	<b>6,411</b>	<b>4.4%</b>
Direct Cost	4,356	4,332	0.6%	4,106	6.1%	4,333	4,304	0.7%	4,080	6.2%
<b>Gross Profit</b>	<b>2,351</b>	<b>2,531</b>	<b>-7.1%</b>	<b>2,315</b>	<b>1.6%</b>	<b>2,359</b>	<b>2,543</b>	<b>-7.2%</b>	<b>2,330</b>	<b>1.2%</b>
GM%	35.1%	36.9%	-183 Bps	36.0%	-99 Bps	35.3%	37.1%	-188 Bps	36.4%	-110 Bps
Selling / General And Administration	1,336	1,282	4.2%	1,288	3.8%	1,336	1,282	4.2%	1,288	3.8%
<b>SG&amp;A to Revenue %</b>	<b>19.9%</b>	<b>18.7%</b>	<b>125 Bps</b>	<b>20.1%</b>	<b>-14 Bps</b>	<b>20.0%</b>	<b>18.7%</b>	<b>125 Bps</b>	<b>20.1%</b>	<b>-13 Bps</b>
<b>Operating Profit</b>	<b>1,015</b>	<b>1,250</b>	<b>-18.8%</b>	<b>1,026</b>	<b>-1.1%</b>	<b>1,023</b>	<b>1,261</b>	<b>-18.9%</b>	<b>1,042</b>	<b>-1.9%</b>
OM%	15.1%	18.2%	-307 Bps	16.0%	-85 Bps	15.3%	18.4%	-313 Bps	16.3%	-97 Bps
Depreciation and Amortization	326	322	1.2%	298	9.4%	291	287	1.4%	276	5.5%
Other Income (net)	83	65	27.8%	81	2.9%	71	39	80.9%	79	-9.3%
<b>Profit Before Tax (Before exceptional items)</b>	<b>772</b>	<b>993</b>	<b>-22.2%</b>	<b>809</b>	<b>-4.5%</b>	<b>802</b>	<b>1,013</b>	<b>-20.8%</b>	<b>844</b>	<b>-5.0%</b>
PBT % (Before exceptional items)	11.5%	14.5%	-295 Bps	12.6%	-109 Bps	12.0%	14.8%	-280 Bps	13.2%	-118 Bps
Exceptional items	361	-	NA	-	NA	361	-	NA	-	NA
<b>Profit Before Tax</b>	<b>411</b>	<b>993</b>	<b>-58.6%</b>	<b>809</b>	<b>-49.2%</b>	<b>441</b>	<b>1,013</b>	<b>-56.4%</b>	<b>844</b>	<b>-47.7%</b>
PBT %	6.1%	14.8%	-866 Bps	13.2%	-704 Bps	6.6%	14.8%	-820 Bps	13.2%	-658 Bps
Provision for Tax	80	179	-55.5%	226	-64.6%	83	184	-55.0%	219	-62.3%
Minority Interest	46	39	17.0%	40	15.9%	46	39	17.0%	40	15.9%
<b>Profit After Tax (after Minority Int.)</b>	<b>286</b>	<b>774</b>	<b>-63.1%</b>	<b>544</b>	<b>-47.5%</b>	<b>313</b>	<b>790</b>	<b>-60.4%</b>	<b>585</b>	<b>-46.6%</b>
PAT%	4.3%	11.3%	-703 Bps	8.5%	-422 Bps	4.7%	11.5%	-686 Bps	9.1%	-446 Bps
<b>EPS - INR</b>										
Basic	4.7	12.7	-63.1%	8.9	-47.6%	5.1	12.9	-60.4%	9.6	-46.7%

NIIT Technologies Limited  
Consolidated Balance Sheet

June 30, 2016



INR Mn.

Particulars	As at Jun 30 2016	As at Mar 31 2016	As at Jun 30 2015	Particulars	As at Jun 30 2016	As at Mar 31 2016	As at Jun 30 2015
Equity	612	612	611	Net Block	8,095	8,205	6,784
Reserves & Surplus	15,533	15,296	13,673	Capital Work in Progress	222	167	1,420
<b>NET Worth</b>	<b>16,145</b>	<b>15,907</b>	<b>14,283</b>	<b>Current Assets</b>			
Borrowings	111	102	84	Cash and Cash Equivalent	4,363	4,241	2,624
Minority Interest	691	645	468	Debtors	5,818	5,901	6,385
				Other Current Assets	3,457	3,719	3,350
				Current Liabilities	(5,382)	(5,837)	(6,197)
				Deferred Tax Assets	374	259	470
	<b>16,947</b>	<b>16,654</b>	<b>14,835</b>		<b>16,947</b>	<b>16,654</b>	<b>14,836</b>

June 30, 2016



**Revenue - Reported**

	Q1FY17	Q4FY16	Q1FY16
Revenue	6,707	6,863	6,421
Hedge Gain/(Loss)	58	6	60

**Other Income**

INR Mn.	Q1FY17	Q4FY16	Q1FY16
Income on mutual Funds / Net Interest Income	53	61	49
Difference in Exchange *	30	4	32
<b>Other Income (net)</b>	<b>83</b>	<b>65</b>	<b>81</b>

\* Includes gain/loss on revaluation of foreign currency current assets and liabilities

**Vertical Split**

%	Q1FY17	Q4FY16	Q1FY16
Banking and Financial Services	20%	19%	16%
Insurance	22%	21%	20%
Transport	32%	32%	37%
Manf, Med & Others	26%	28%	27%

**Practice Split**

%	Q1FY17	Q4FY16	Q1FY16
Application Development & Management	66%	65%	63%
IP Assets	7%	8%	8%
Managed Services	18%	18%	16%
SI & PI **	3%	4%	8%
BPO	5%	5%	5%

**Geography**

%	Q1FY17	Q4FY16	Q1FY16
Americas	48%	45%	45%
EMEA	32%	33%	35%
ROW	20%	22%	20%

**Revenue Mix**

%	Q1FY17	Q4FY16	Q1FY16
ONSITE	61%	61%	61%
OFFSHORE	39%	39%	39%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

**Order Book**

\$ Mn	Q1FY17	Q4FY16	Q1FY16
<b>Fresh Order Intake</b>	<b>101</b>	<b>120</b>	<b>97</b>
USA	42	30	43
EMEA	30	61	31
ROW	29	28	23
<b>Executable Order Book over Next 12 Months</b>	<b>307</b>	<b>301</b>	<b>300</b>

**Client Data**

No.	Q1FY17	Q4FY16	Q1FY16
Repeat Business %	95%	89%	94%
<b>New client Addition:</b>			
USA	2	2	6
EMEA	2	-	3
APAC	-	2	8
India	-	-	-
<b>Total</b>	<b>4</b>	<b>4</b>	<b>17</b>

\*\* System Integration and Package Implementation

June 30, 2016



DAYS	Q1FY17	Q4FY16	Q1FY16
DSO	78	80	92

**Revenue Concentration**

%	Q1FY17	Q4FY16	Q1FY16
Top 5	32%	31%	35%
Top 10	45%	43%	46%

**Client Size**

Nos	Q1FY17	Q4FY16	Q1FY16
Between 1 to 5 Million	53	51	54
Between 5 to 10 Million	15	16	12
Above 10 Millin	6	6	5
	<b>74</b>	<b>73</b>	<b>71</b>

**People Numbers (By Role)**

Nos	Q1FY17	Q4FY16	Q1FY16
Billable Personnel			
Onsite	1,901	1,902	1,855
Offshore	6,374	6,841	6,662
<b>Total</b>	<b>8,275</b>	<b>8,743</b>	<b>8,517</b>
Sales and Marketing (Excl GIS)	132	127	139
Sales and Marketing (GIS)	72	72	65
Others	543	534	507
<b>Grand Total</b>	<b>9,022</b>	<b>9,476</b>	<b>9,228</b>

**Utilization/Attrition (Excl BPO)**

%	Q1FY17	Q4FY16	Q1FY16
Utilization	79.8%	79.0%	79.5%
Attrition Rate	13.4%	12.7%	14.3%

**Rupee Dollar Rate**

	Q1FY17	Q4FY16	Q1FY16
Period Closing Rate	67.52	66.18	63.60
Period Average Rate	66.38	67.32	63.36

**Hedge Position**

	Q1FY17	Q4FY16	Q1FY16
USD	65.50	67.50	58.50
GBP	13.05	13.05	13.05
Euro	4.50	4.50	4.50

**Average Rates for Outstanding Hedges as on:**

	Q1FY17	Q4FY16	Q1FY16
USD	70.44	69.78	66.42
GBP	103.90	104.68	103.49
Euro	78.74	77.31	79.33

**Revenue by Project type**

%	Q1FY17	Q4FY16	Q1FY16
FPP	46%	46%	42%
T&M	54%	54%	58%

**Shareholding Pattern**

%	Q1FY17	Q4FY16	Q1FY16
FII's	33%	32%	34%
Promoters Holding	31%	31%	31%
MFs/ FIs and Banks	20%	22%	17%
NRIs/ OCBs	1%	1%	1%
Others	15%	15%	17%