

**NIIT Technologies Limited**  
**Quarterly Consolidated Income Statement**

**March 31, 2015**



<b>Particulars (INR Mn)</b>	<b>Q4FY15</b>	<b>Q3FY15</b>	<b>QoQ%</b>	<b>Q4FY14</b>	<b>YoY%</b>
<b>Gross Revenues</b>	<b>6,112</b>	<b>5,953</b>	<b>2.7%</b>	<b>5,885</b>	<b>3.9%</b>
Direct Cost	3,933	3,925	0.2%	3,846	2.3%
<b>Gross Profit</b>	<b>2,179</b>	<b>2,028</b>	<b>7.5%</b>	<b>2,039</b>	<b>6.9%</b>
GM%	35.7%	34.1%	159 Bps	34.6%	100 Bps
Selling / General And Administration	1,182	1,166	1.4%	1,148	3.1%
<b>SG&amp;A to Revenue %</b>	<b>19.3%</b>	<b>19.6%</b>	<b>-24 Bps</b>	<b>19.5%</b>	<b>-17 Bps</b>
<b>Operating Profit</b>	<b>997</b>	<b>862</b>	<b>15.6%</b>	<b>890</b>	<b>12.0%</b>
OM%	16.3%	14.5%	183 Bps	15.1%	119 Bps
Depreciation and Amortization	242	231	4.6%	156	55.1%
Other Income (net)	(66)	53	-225.2%	(30)	119.9%
<b>Profit Before Tax (Before exceptional expenses)</b>	<b>689</b>	<b>684</b>	<b>0.8%</b>	<b>704</b>	<b>-2.1%</b>
PBT % (Before exceptional expenses)	11.3%	11.5%	-21 Bps	12.0%	-69 Bps
Exceptional expenses	800	-	NA	0	NA
<b>Profit Before Tax</b>	<b>(110)</b>	<b>684</b>	<b>-116.1%</b>	<b>704</b>	<b>-115.7%</b>
PBT %	-1.8%	11.5%	-1329 Bps	12.0%	-1377 Bps
Provision for Tax	47	178	-73.9%	56	-16.9%
Minority Interest	18	24	-24.6%	29	-38.3%
<b>Profit After Tax (after Minority Int.)</b>	<b>(175)</b>	<b>482</b>	<b>-136.3%</b>	<b>619</b>	<b>-128.2%</b>
PAT%	-2.9%	8.1%	-1096 Bps	10.5%	-1338 Bps
<b>EPS - INR</b>					
Basic	-2.9	7.9	-136.2%	10.2	-128.1%

figures have been rounded off to nearest Mn.

**NIIT Technologies Limited**  
**Annual Consolidated Income Statement**



**March 31, 2015**

<b>Particulars (Amount in INR Mn)</b>	<b>FY 15</b>	<b>FY 14</b>	<b>YoY%</b>
<b>Gross Revenues</b>	<b>23,725</b>	<b>23,050</b>	<b>2.9%</b>
Direct Cost	15,655	15,167	3.2%
<b>Gross Profit</b>	<b>8,070</b>	<b>7,883</b>	<b>2.4%</b>
<b>GM%</b>	<b>34.0%</b>	<b>34.2%</b>	<b>-19 Bps</b>
Selling / General And Administration SG&A to Revenue %	4,613 <b>19.4%</b>	4,368 <b>18.9%</b>	5.6% <b>49 Bps</b>
<b>Operating Profit</b>	<b>3,457</b>	<b>3,515</b>	<b>-1.7%</b>
OM%	14.6%	15.2%	-68 Bps
Depreciation and Amortization	916	619	48.0%
Other Income (net)	18	288	-93.6%
<b>Profit Before Tax (Before exceptional expenses)</b>	<b>2,559</b>	<b>3,184</b>	<b>-19.6%</b>
PBT % (Before exceptional expenses)	10.8%	13.8%	-303 Bps
Exceptional expenses	800	-	NA
<b>Profit Before Tax</b>	<b>1,759</b>	<b>3,184</b>	<b>-44.8%</b>
PBT %	7.4%	13.8%	-640 Bps
Provision for Tax	540	803	-32.8%
Minority Interest	79	76	3.2%
<b>Profit After Tax (after Minority Int.)</b>	<b>1,141</b>	<b>2,305</b>	<b>-50.5%</b>
PAT%	4.8%	10.0%	-519 Bps
<b>EPS - INR</b>			
Basic	18.7	38.1	-50.8%

*figures have been rounded off to nearest Mn.*

**NIIT Technologies Limited  
Consolidated Balance Sheet**

**March 31, 2015**



**INR Mn.**

<b>Particulars</b>	<b>As at Mar 31 2015</b>	<b>As at Dec 31 2014</b>	<b>As at Mar 31 2014</b>	<b>Particulars</b>	<b>As at Mar 31 2015</b>	<b>As at Dec 31 2014</b>	<b>As at Mar 31 2014</b>
Equity	610	610	607	Net Block	5,579	5,572	4,534
Reserves & Surplus	12,964	13,971	12,632	Capital Work in Progress	1,203	1,030	1,286
<b>NET Worth</b>	<b>13,574</b>	<b>14,581</b>	<b>13,239</b>	<b>Current Assets</b>			
				Cash and Cash Equivalent	3,375	3,358	2,874
				Debtors	6,060	6,053	5,643
Borrowings	84	612	89	Other Current Assets	3,165	3,629	3,454
Minority Interest	189	204	189	Current Liabilities	(5,921)	(4,429)	(4,497)
				Deferred Tax Assets	386	184	223
	<b>13,847</b>	<b>15,397</b>	<b>13,517</b>		<b>13,847</b>	<b>15,397</b>	<b>13,517</b>

*figures have been rounded off to nearest Mn.*

**Revenue - Reported**

INR Mn.	Q4 FY 15	Q3 FY 15	Q4 FY 14	FY15	FY14
Revenue	6,112	5,953	5,885	23,725	23,050
QoQ % Growth	2.7%	1.2%	0.2%	2.9%	14.0%
Hedge Gain/(Loss)	125.5	98.7	(69.9)	325.0	(244.3)

**Other Income**

INR Mn.	Q4 FY 15	Q3 FY 15	Q4 FY 14	FY15	FY14
Income on mutual Funds / Net Interest Income	53	44	34	146	103
Difference in Exchange *	(118)	9	(65)	(128)	185
<b>Other Income (net)</b>	<b>(66)</b>	<b>53</b>	<b>(31)</b>	<b>18</b>	<b>288</b>

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

**Vertical Split**

%	Q4 FY 15	Q3 FY 15	Q4 FY 14	FY15	FY14
Banking and Financial Services	15%	16%	17%	15%	15%
Insurance	18%	17%	18%	18%	19%
Transport	38%	40%	37%	40%	37%
Manufacturing	8%	7%	7%	7%	7%
Government	6%	5%	5%	5%	8%
Others	15%	15%	16%	15%	14%

**Practice Split**

%	Q4 FY 15	Q3 FY 15	Q4 FY 14	FY15	FY14
Application Development & Management	59%	60%	64%	61%	63%
IP Assets	9%	9%	9%	9%	9%
Managed Services	18%	18%	12%	17%	13%
SI & PI **	9%	7%	9%	7%	10%
Non-Linear BPO	2%	3%	3%	3%	2%
BPO	3%	3%	3%	3%	3%

**Geography**

%	Q4 FY 15	Q3 FY 15	Q4 FY 14	FY15	FY14
Americas	44%	44%	45%	44%	42%
EMEA	35%	35%	38%	36%	37%
ROW	21%	21%	17%	20%	21%

**Revenue Mix**

%	Q4 FY 15	Q3 FY 15	Q4 FY 14	FY15	FY14
ONSITE	62%	63%	65%	63%	65%
OFFSHORE	38%	37%	35%	37%	35%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

**Order Book**

\$ Mn	Q4 FY 15	Q3 FY 15	Q4 FY 14	FY15	FY14
<b>Fresh Order Intake</b>	<b>89</b>	<b>109</b>	<b>144</b>	<b>425</b>	<b>749</b>
USA	39	61	89	179	468
EMEA	29	25	30	103	149
ROW	21	23	25	142	132
<b>Executable Order Book over Next 12 Months</b>	<b>295</b>	<b>296</b>	<b>290</b>	<b>295</b>	<b>290</b>

**Client Data**

No.	Q4 FY 15	Q3 FY 15	Q4 FY 14	FY15	FY14
Repeat Business %	87%	91%	90%	92%	91%
<b>New client Addition:</b>					
USA	2	2	1	11	3
EMEA	2	1	1	4	5
APAC	1	1	1	2	3
India	-	1	1	2	5
<b>Total</b>	<b>5</b>	<b>5</b>	<b>4</b>	<b>19</b>	<b>16</b>

\*\* System Integration and Package Implementation

March 31, 2015



DAYS	Q4 FY 15	Q3 FY 15	Q4 FY 14
DSO	93	94	89

**Revenue Concentration**

%	Q4 FY 15	Q3 FY 15	Q4 FY 14	FY15	FY14
Top 5	34%	34%	35%	33%	35%
Top 10	46%	47%	47%	45%	48%

**Client Size**

Nos	Q4 FY 15	Q3 FY 15	Q4 FY 14
Between 1 to 5 Million	48	46	47
Between 5 to 10 Million	12	11	12
Above 10 Millin	6	7	7
<b>Total</b>	<b>66</b>	<b>64</b>	<b>66</b>

**People Numbers (By Role)**

Nos	Q4 FY 15	Q3 FY 15	Q4 FY 14
Billable Personnel			
Onsite	1,785	1,781	1,844
Offshore	6,037	5,606	5,787
<b>Total</b>	<b>7,822</b>	<b>7,387</b>	<b>7,631</b>
Sales and Marketing (Excl GIS)	137	134	143
Sales and Marketing (GIS)	65	52	49
Others	470	486	467
<b>Grand Total</b>	<b>8,494</b>	<b>8,059</b>	<b>8,290</b>

**Utilization/Attrition (Excl BPO)**

%	Q4 FY 15	Q3 FY 15	Q4 FY 14
Utilization	79.0%	78.8%	77.3%
Attrition Rate	15.8%	15.8%	14.4%

**Rupee Dollar Rate**

	Q4 FY 15	Q3 FY 15	Q4 FY 14	FY15	FY 14
Period Closing Rate	62.34	63.35	60.05	62.34	60.05
Period Average Rate	62.31	61.96	61.84	61.15	60.50

**Hedge Position**

	Q4 FY 15	Q3 FY 15	Q4 FY 14
USD	51.76	51.49	45.81
GBP	11.25	11.26	11.25
Euro	4.50	4.50	4.50

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

	Q4 FY 15	Q3 FY 15	Q4 FY 14
USD	65.57	65.39	64.89
GBP	104.60	107.36	105.17
Euro	82.76	86.98	87.64

**Revenue by Project type**

%	Q4 FY 15	Q3 FY 15	Q4 FY 14	FY15	FY 14
FPP	46%	46%	42%	45%	42%
T&M	54%	54%	58%	55%	58%

**Shareholding Pattern**

%	Q4 FY 15	Q3 FY 15	Q4 FY 14
FIIs	33%	35%	33%
Promoters Holding	31%	31%	31%
MFs/ FIs and Banks	18%	16%	16%
NRIs/ OCBs	1%	1%	1%
Others	17%	17%	19%