Outline

- **Financial Highlights**
  - Q4FY15
  - FY15

- **Business Update**

- **Financial Statements**
  - Income Statement
  - Balance Sheet

- **Business Analysis**
Financial Highlights – Q4FY15

- **Consolidated Revenues at Rs 6,112 Mn**
  - Up 3.9% YoY, 2.7% QoQ
  - Constant currency revenues up by 3.3% QoQ

- **Operating profits at Rs 997 Mn**
  - Up 15.6% QoQ, 12.0% YoY
  - Operating Margins at 16.3%, up 183 bps QoQ, 119 bps YoY

- **Net Loss at INR 175 Mn**
  - Exceptional expenses of INR 800 Mn
  - Other income Loss of 66 Mn due to currency depreciation

- **Order intake of $89 Mn**
Financial Highlights - FY15

- Consolidated Revenues at Rs 23,725 Mn
  - Up 2.9% YoY

- Operating profits at Rs 3,457 Mn
  - Down 1.7% YoY
  - Operating Margins at 14.6%, Down 68 bps

- Net Profits at Rs 1,141 Mn
  - Down 50.5% YoY
  - Net Margins at 4.8% (LY 10.0%)
  - EPS at Rs 18.7 (LY 38.1)

- Order intake of $425 Mn
Business Highlights for Q4FY15

- **BFSI** up 4.8% QoQ, Contributes 33% (LQ 32%)
  - Ramp up in new accounts acquired in previous quarters
  - 3 New clients added

- **Transport** down 1.4% QoQ, Contributes 38% (LQ 40%)
  - Lower revenues in Europe
  - 5 airports gone live for AAI
  - 1 new client added

- **Manufacturing/Distt.** up 18.9% QoQ, Contributes 8% (LQ 7%)
  - Growth in new account acquired in previous quarters
  - 1 New client added

- **Government** up 16.3% QoQ, Contributes 6% (LQ 5.7%)
  - Execution of new government contract
Acknowledgements during the Quarter

• The Company listed in Computerworld's 100 Best Places to Work in IT for 2015

• Conferred with the Golden Globe Tigers award in Excellence & leadership in training & development for best results based training

• Recognized as Leader by International Association of Outsourcing Professionals in the 2015 list of The Global Outsourcing 100® and The World's Best Outsourcing Advisors in the Leader size category

• Mr. Rajendra S Pawar, Chairman, NIIT Group conferred with ‘Lifetime Achievement Award’ by Geospatial Media for leadership role in promoting the Geographic Information Systems (GIS) industry in India
Consolidated Qtrly Income Statement

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

- Operationally margins improved on account of growth in US, NITL and 5 airports going live in AAI.
### Annual Income Statement

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

- SG&A increased due to leadership hires in international geos
## Balance Sheet

### Particulars

<table>
<thead>
<tr>
<th>Particulars</th>
<th>As at Mar 31 2015</th>
<th>As at Dec 31 2014</th>
<th>As at Mar 31 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Equity</strong></td>
<td>610</td>
<td>610</td>
<td>607</td>
</tr>
<tr>
<td><strong>Reserves &amp; Surplus</strong></td>
<td>12,964</td>
<td>13,971</td>
<td>12,632</td>
</tr>
<tr>
<td><strong>NET Worth</strong></td>
<td><strong>13,574</strong></td>
<td><strong>14,581</strong></td>
<td><strong>13,239</strong></td>
</tr>
<tr>
<td><strong>Borrowings</strong></td>
<td>84</td>
<td>612</td>
<td>89</td>
</tr>
<tr>
<td><strong>Minority Interest</strong></td>
<td>189</td>
<td>204</td>
<td>189</td>
</tr>
<tr>
<td><strong>NET Worth</strong></td>
<td><strong>13,847</strong></td>
<td><strong>15,397</strong></td>
<td><strong>13,517</strong></td>
</tr>
</tbody>
</table>

### Particulars

<table>
<thead>
<tr>
<th>Particulars</th>
<th>As at Mar 31 2015</th>
<th>As at Dec 31 2014</th>
<th>As at Mar 31 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net Block</strong></td>
<td>5,579</td>
<td>5,572</td>
<td>4,534</td>
</tr>
<tr>
<td><strong>Capital Work in Progress</strong></td>
<td>1,203</td>
<td>1,030</td>
<td>1,286</td>
</tr>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and Cash Equivalent</td>
<td>3,375</td>
<td>3,358</td>
<td>2,874</td>
</tr>
<tr>
<td>Debtors</td>
<td>6,060</td>
<td>6,053</td>
<td>5,643</td>
</tr>
<tr>
<td>Other Current Assets</td>
<td>3,165</td>
<td>3,629</td>
<td>3,454</td>
</tr>
<tr>
<td>Current Liabilities</td>
<td>(5,921)</td>
<td>(4,429)</td>
<td>(4,497)</td>
</tr>
<tr>
<td>Deferred Tax Assets</td>
<td>386</td>
<td>184</td>
<td>223</td>
</tr>
<tr>
<td><strong>Net Worth</strong></td>
<td><strong>13,847</strong></td>
<td><strong>15,397</strong></td>
<td><strong>13,517</strong></td>
</tr>
</tbody>
</table>

### Notes:

- Reserves and Surplus down INR 1007 Mn over LQ (Profit down by INR 175 Mn, Dividend and Div tax INR 652 Mn)
- Reserves and Surplus up 332 Mn over PY (Profit up by INR 1141 Mn, Dividend and Dividend Tax INR 652 Mn)
- Borrowings decreased by 528 Mn over LQ due to repayment of loan
- Cash and Bank Balances up by INR 501 Mn over PY and up INR 17 Mn over LQ
- Increase in DTA by INR 163 Mn over PY primarily on account of Settlement
- DSO – 93
- Capex during the Qtr – INR 524 Mn including GNIDA spend of INR 258 Mn.
Geography Mix

**FY'14**
- America: 42%
- EMEA: 37%
- RoW: 21%

**FY'15**
- America: 44%
- EMEA: 36%
- RoW: 20%

**Q4 FY'15**
- America: 44%
- EMEA: 35%
- RoW: 21%

**FY15**
- Growth in USA
- Marginal growth in EMEA
- Decline in RoW

**Q4 FY15**
- Growth in USA and RoW
- Marginal growth in EMEA
**Vertical Mix**

**FY'14**
- BFSI: 34%
- Transportation: 37%
- Mfg & Dist.: 7%
- Govt.: 8%
- Others: 14%

**FY'15**
- BFSI: 33%
- Transportation: 40%
- Mfg & Dist.: 7%
- Govt.: 5%
- Others: 15%

**Q4 FY'15**
- BFSI: 33%
- Transportation: 38%
- Mfg & Dist.: 8%
- Govt.: 6%
- Others: 15%

**FY15**
- Growth in TTL
- Marginal growth in BFSI
- Decline in Govt.

**Q4FY15**
- Strong growth in BFSI & Govt
- Decline in TTL
Service Mix

FY'14
- Non-Linear BPO 3%
- IMS 13%
- SI & PI 10%
- IP Based BPO 9%
- BPO 2%
- ADM 63%

FY'15
- Non-Linear BPO 3%
- IMS 17%
- SI & PI 7%
- IP Based 9%
- ADM 61%

Q4FY15
- Non-Linear BPO 2%
- SI & PI 9%
- IMS 18%
- BPO 3%
- ADM 59%

FY15
- Strong growth in MS
- Growth in IP based services
- Decline in SI&PI revenues

Q4FY15:
- Growth in IMS and SI&PI
- Marginal growth in ADM
• 5 new customers added: 3 in Insurance, 1 in Travel and 1 in Manufacturing
• $89 Mn order intake in the quarter leading to $295 Mn of firm business executable over next 12 months
• Geographical breakdown of order intake – US (39 Mn), EMEA (29 Mn), ROW (21 Mn)
Top Client Mix

Q3'15

- Others: 34%
- Top 20: 62%
- Top 10: 47%
- Top 5: 34%

Q4'15

- Others: 39%
- Top 20: 61%
- Top 10: 46%
- Top 5: 34%

MM $ Clients

- Q3'15: 64
- Q4'15: 66
People Resources

People Data

<table>
<thead>
<tr>
<th></th>
<th>Mar'14</th>
<th>Jun'14</th>
<th>Sep'14</th>
<th>Dec'14</th>
<th>Mar'15</th>
</tr>
</thead>
<tbody>
<tr>
<td>People Data</td>
<td>8290</td>
<td>8282</td>
<td>8288</td>
<td>8059</td>
<td>8494</td>
</tr>
<tr>
<td>Net Additions</td>
<td>130</td>
<td>-8</td>
<td>6</td>
<td>-229</td>
<td>435</td>
</tr>
<tr>
<td>Attrition%</td>
<td>14.37%</td>
<td>15.40%</td>
<td>15.83%</td>
<td>15.83%</td>
<td>15.75%</td>
</tr>
<tr>
<td>Utilization</td>
<td>77.30%</td>
<td>78.03%</td>
<td>78.60%</td>
<td>78.80%</td>
<td>79.00%</td>
</tr>
</tbody>
</table>
Shareholding Pattern

<table>
<thead>
<tr>
<th>Date</th>
<th>Others</th>
<th>Promoters</th>
<th>Banks/MF/FI's</th>
<th>FIIs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mar'14</td>
<td>20%</td>
<td>33%</td>
<td>16%</td>
<td>33%</td>
</tr>
<tr>
<td>Jun'14</td>
<td>19%</td>
<td>31%</td>
<td>15%</td>
<td>35%</td>
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<tr>
<td>Sep'14</td>
<td>18%</td>
<td>31%</td>
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<td>36%</td>
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<td>Dec'14</td>
<td>18%</td>
<td>31%</td>
<td>16%</td>
<td>35%</td>
</tr>
<tr>
<td>Mar'15</td>
<td>18%</td>
<td>31%</td>
<td>18%</td>
<td>33%</td>
</tr>
</tbody>
</table>
Thank You