Agenda

- Financial Highlights
- Business Update
- Financial Statements
  - Income Statement
  - Balance Sheet
- Business Analysis
Financial Highlights – Q2FY16

- **Consolidated Revenues at Rs 6,779 Mn**
  - Up 15.2% YoY, up 5.7% QoQ
  - International geos grew by 8%
  - Currency gain 1.6%

- **Operating Profit at Rs 1,194 Mn**
  - Up 45.2 % YoY, Up 14.6% QoQ
  - Operating Margins at 17.6%, Up 364 bps YoY, Up 135 bps QoQ
  - Currency gain 10 bps

- **Net Profits at INR 682 Mn**
  - Up 70.3% YoY, Up 16.5% QoQ
  - Net Margin at 10.1%, up 325 bps YoY, Up 93 bps QoQ
  - Effective Tax Rate at 23% of PBT

- **Order intake of $80 Mn**
Business Highlights for Q2FY16

• BFSI up 8.3% QoQ Contributes 37% (LQ 36%)
  – Growth in Insurance Business in US and UK
  – Growth in BFS with integration of Incessant

• Transport up 6.6% QoQ, Contributes 37% (LQ 37%)
  – Broad based growth in accounts in US and EMEA
  – 3 New Logos added: 2 in EMEA and 1 in USA

• Manufacturing/Distt. Up 32.2% QoQ, Contributes 8% (LQ 6%)
  – Acceptance of change request in key account
  – Scale up in transaction based engagement

• Government down 48.2% QoQ, Contributes 3% (LQ 5%)
  – Lower revenues on account of reduced PFR
Acknowledgements during the Quarter

• Recognized by ‘Great Place To Work® Institute as one of India’s 50 Best IT - BPM Company to Work For in 2015.

• Among top 5 large (>5000 people) best places to work in IT-BPO industry in Nasscom Great Places to Work 2015 survey.

• Conferred with “HR Technology leader” award by Business World HR Excellence.

• NIIT Technologies BPO conferred with two awards at National Awards for Excellence in Outsourcing & BPO 2015 by Asia Outsourcing Congress.
  o ‘BPO Contract of the Year’ and
  o ‘Award for Skills Development Program of the year’

• Received ‘Talent Management’ award at the Knowledge Management Leadership Awards by Asia Pacific HRM Congress.
## Consolidated Qtrly Income Statement

<table>
<thead>
<tr>
<th>Particulars (INR Mn)</th>
<th>Q2FY16 Reported</th>
<th>Q1FY16 Reported</th>
<th>QoQ%</th>
<th>Q2FY15 Reported</th>
<th>YoY%</th>
</tr>
</thead>
<tbody>
<tr>
<td>Gross Revenues</td>
<td>6,779</td>
<td>6,411</td>
<td>5.7%</td>
<td>5,883</td>
<td>15.2%</td>
</tr>
<tr>
<td>Direct Cost</td>
<td>4,256</td>
<td>4,080</td>
<td>4.3%</td>
<td>3,921</td>
<td>8.5%</td>
</tr>
<tr>
<td><strong>Gross Profit</strong></td>
<td><strong>2,523</strong></td>
<td><strong>2,330</strong></td>
<td><strong>8.3%</strong></td>
<td><strong>1,963</strong></td>
<td><strong>28.6%</strong></td>
</tr>
<tr>
<td>GM%</td>
<td>37.2%</td>
<td>36.4%</td>
<td>86 Bps</td>
<td>33.4%</td>
<td>386 Bps</td>
</tr>
<tr>
<td>SG&amp;A</td>
<td>1,329</td>
<td>1,288</td>
<td>3.2%</td>
<td>1,140</td>
<td>16.7%</td>
</tr>
<tr>
<td><strong>SG&amp;A to Revenue %</strong></td>
<td><strong>19.6%</strong></td>
<td><strong>20.1%</strong></td>
<td><strong>-49 Bps</strong></td>
<td><strong>19.4%</strong></td>
<td><strong>23 Bps</strong></td>
</tr>
<tr>
<td>Operating Profit</td>
<td>1,194</td>
<td>1,042</td>
<td>14.6%</td>
<td>822</td>
<td>45.2%</td>
</tr>
<tr>
<td>OM%</td>
<td>17.6%</td>
<td>16.3%</td>
<td>135 Bps</td>
<td>14.0%</td>
<td>364 Bps</td>
</tr>
<tr>
<td>Depreciation and Amortization</td>
<td>265</td>
<td>276</td>
<td>-4.2%</td>
<td>254</td>
<td>4.2%</td>
</tr>
<tr>
<td>Other Income (net)</td>
<td>13</td>
<td>79</td>
<td>-84.0%</td>
<td>(4)</td>
<td>NA</td>
</tr>
<tr>
<td><strong>Profit Before Tax</strong></td>
<td><strong>942</strong></td>
<td><strong>844</strong></td>
<td><strong>11.5%</strong></td>
<td><strong>564</strong></td>
<td><strong>67.0%</strong></td>
</tr>
<tr>
<td>PBT %</td>
<td>13.9%</td>
<td>13.2%</td>
<td>72 Bps</td>
<td>9.6%</td>
<td>430 Bps</td>
</tr>
<tr>
<td>Provision for Tax</td>
<td>216</td>
<td>219</td>
<td>-1.6%</td>
<td>154</td>
<td>40.3%</td>
</tr>
<tr>
<td>Minority Interest</td>
<td>43</td>
<td>40</td>
<td>10.1%</td>
<td>10</td>
<td>334.9%</td>
</tr>
<tr>
<td><strong>Profit After Tax (after Minority Int.)</strong></td>
<td><strong>682</strong></td>
<td><strong>585</strong></td>
<td><strong>16.5%</strong></td>
<td><strong>401</strong></td>
<td><strong>70.3%</strong></td>
</tr>
<tr>
<td>PAT%</td>
<td>10.1%</td>
<td>9.1%</td>
<td>93 Bps</td>
<td>6.8%</td>
<td>325 Bps</td>
</tr>
<tr>
<td><strong>EPS - INR</strong></td>
<td><strong>11.2</strong></td>
<td><strong>9.6</strong></td>
<td><strong>16.6%</strong></td>
<td><strong>6.6</strong></td>
<td><strong>69.3%</strong></td>
</tr>
</tbody>
</table>

- Improved margins as a result of increased revenues from International Geos
- Reduction in ETR due to lower domestic business and growth in International business being serviced from SEZ
## Balance Sheet

<table>
<thead>
<tr>
<th>Particulars</th>
<th>As at Sep 30 2015</th>
<th>As at Jun 30 2015</th>
<th>As at Sep 30 2014</th>
<th>Particulars</th>
<th>As at Sep 30 2015</th>
<th>As at Jun 30 2015</th>
<th>As at Sep 30 2014</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity</td>
<td>611</td>
<td>611</td>
<td>608</td>
<td>Net Block</td>
<td>6,671</td>
<td>6,784</td>
<td>5,432</td>
</tr>
<tr>
<td>Reserves &amp; Surplus</td>
<td>14,390</td>
<td>13,673</td>
<td>13,510</td>
<td>Capital Work in Progress</td>
<td>1,609</td>
<td>1,420</td>
<td>1,117</td>
</tr>
<tr>
<td><strong>NET Worth</strong></td>
<td><strong>15,001</strong></td>
<td><strong>14,284</strong></td>
<td><strong>14,118</strong></td>
<td><strong>Current Assets</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Borrowings</td>
<td>568</td>
<td>84</td>
<td>635</td>
<td>Cash and Cash Equivalent</td>
<td>2,950</td>
<td>2,624</td>
<td>2,638</td>
</tr>
<tr>
<td>Minority Interest</td>
<td>524</td>
<td>468</td>
<td>207</td>
<td>Debtors</td>
<td>6,336</td>
<td>6,385</td>
<td>5,780</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Other Current Assets</td>
<td>3,222</td>
<td>3,350</td>
<td>3,878</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Current Liabilities</td>
<td>(5,063)</td>
<td>(6,197)</td>
<td>(4,075)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Deferred Tax Assets</td>
<td>368</td>
<td>470</td>
<td>190</td>
</tr>
<tr>
<td></td>
<td><strong>16,092</strong></td>
<td><strong>14,836</strong></td>
<td><strong>14,960</strong></td>
<td></td>
<td><strong>16,092</strong></td>
<td><strong>14,836</strong></td>
<td><strong>14,960</strong></td>
</tr>
</tbody>
</table>

- Reserves and Surplus up INR 733 Mn. Profit up INR 682 Mn
- Increase in borrowing by INR 480 Mn due to working capital loan
- DSO – 89 days (LQ – 92 days)
- FCF - INR 482 during the quarter
- Capex spend during the Qtr – INR 365 Mn (GNIDA Phase II – 159 Mn, BAU - 206 Mn)
- Decrease in current liabilities due to payment of Dividend of INR 653 Mn
Geography Mix

- Strong growth in international geos on back of growth in BFSI & TTL
- Decline in India due to reduced PFR
All round growth in all verticals of focus
Decline in Govt due to reduced PFR
Service Mix

- Growth in IP Based revenues due to increase license revenues at NITL
- Decline in SI & PI due to reduced PFR
- Digital revenues at 15%

Q1FY16:
- ADM: 50%
- IMS: 15%
- BPO: 5%
- IP Based: 8%
- SI & PI: 8%

Q2FY16:
- ADM: 52%
- IMS: 15%
- BPO: 5%
- IP Based: 9%
- SI & PI: 4%

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Order Intake

- 4 significant new customers added
- Vertical break down of new customers: Travel & Transportation – 3, OTH - 1
- $80 Mn order intake leading to $300 Mn of firm business executable over next 12 months
- Geographical breakdown of order intake – US (29 Mn), EMEA (34 Mn), ROW (17 Mn)
Top Client Mix

Q1'16

37%
63%
46%
35%

Q2'16

41%
59%
43%
32%

Others
Top 20
Top 10
Top 5

MM $ Clients

71
73
People Resources

People Data

<table>
<thead>
<tr>
<th></th>
<th>Sep'14</th>
<th>Dec'14</th>
<th>Mar'15</th>
<th>Jun'15</th>
<th>Sep'15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Additions</td>
<td>6</td>
<td>-229</td>
<td>435</td>
<td>734</td>
<td>364</td>
</tr>
<tr>
<td>Attrition%</td>
<td>15.83%</td>
<td>15.83%</td>
<td>15.75%</td>
<td>14.31%</td>
<td>13.73%</td>
</tr>
<tr>
<td>Utilization</td>
<td>78.60%</td>
<td>78.80%</td>
<td>79.00%</td>
<td>79.50%</td>
<td>79.70%</td>
</tr>
</tbody>
</table>
Shareholding Pattern

- Others
- Promoters
- Banks/MF/FI's
- FII's

<table>
<thead>
<tr>
<th></th>
<th>Sep'14</th>
<th>Dec'14</th>
<th>Mar'15</th>
<th>Jun'15</th>
<th>Sep'15</th>
</tr>
</thead>
<tbody>
<tr>
<td>Others</td>
<td>15%</td>
<td>16%</td>
<td>18%</td>
<td>17%</td>
<td>20%</td>
</tr>
<tr>
<td>Promoters</td>
<td>36%</td>
<td>35%</td>
<td>33%</td>
<td>34%</td>
<td>32%</td>
</tr>
<tr>
<td>Banks/MF/FI's</td>
<td>31%</td>
<td>31%</td>
<td>31%</td>
<td>31%</td>
<td>31%</td>
</tr>
<tr>
<td>FII's</td>
<td>18%</td>
<td>18%</td>
<td>18%</td>
<td>18%</td>
<td>17%</td>
</tr>
</tbody>
</table>
Thank You