

NIIT Technologies Limited
Consolidated Profit and Loss Statement



September 30, 2015

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

* All figures have been rounded off to nearest INR Million

NIIT Technologies Limited
Consolidated Balance Sheet

September 30, 2015



INR Mn.

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

* All figures have been rounded off to nearest INR Million

September 30, 2015



Revenue - Reported

INR Mn.	Q2 FY 16	Q1 FY 16	Q2 FY 15
Revenue	6,779	6,411	5,883
QoQ % Growth	5.7%	4.9%	1.9%
Hedge Gain/(Loss)	33.0	60.5	96.0

Other Income

INR Mn.	Q2 FY 16	Q1 FY 16	Q2 FY 15
Income on mutual Funds / Net Interest Income	43	47	14
Difference in Exchange *	(30)	32	(18)
Other Income (net)	13	79	(4)

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

Vertical Split

%	Q2 FY 16	Q1 FY 16	Q2 FY 15
Banking and Financial Services	16%	16%	16%
Insurance	21%	20%	17%
Transport	37%	37%	42%
Manufacturing	8%	6%	7%
Government	3%	5%	3%
Others	15%	16%	15%

Practice Split

%	Q2 FY 16	Q1 FY 16	Q2 FY 15
Application Development & Maintenance	66%	63%	63%
IP Assets	9%	8%	9%
Managed Services	16%	16%	18%
SI & PI **	4%	8%	4%
BPO	5%	5%	6%

** System Integration and Package Implementation

Geography

%	Q2 FY 16	Q1 FY 16	Q2 FY 15
Americas	46%	45%	44%
EMEA	35%	35%	38%
ROW	19%	20%	18%

Revenue Mix

%	Q2 FY 16	Q1 FY 16	Q2 FY 15
ONSITE	59%	61%	65%
OFFSHORE	41%	39%	35%
Total	100%	100%	100%

Order Book

\$ Mn	Q2 FY 16	Q1 FY 16	Q2 FY 15
Fresh Order Intake	80	97	103
USA	29	43	46
EMEA	34	31	21
ROW	17	23	36
Executable Order Book over Next 12 Months	300	300	298

Client Data

No.	Q2 FY 16	Q1 FY 16	Q2 FY 15
Repeat Business %	92%	94%	94%
New client Addition:			
USA	2	6	4
EMEA	2	3	-
APAC	-	8	-
India	-	-	1
Total	4	17	5

DAYS	Q2 FY 16	Q1 FY 16	Q2 FY 15
DSO	89	92	90

Revenue Concentration

%	Q2 FY 16	Q1 FY 16	Q2 FY 15
Top 5	32%	35%	34%
Top 10	43%	46%	47%

Client Size

Nos	Q2 FY 16	Q1 FY 16	Q2 FY 15
Between 1 to 5 Million	56	54	45
Between 5 to 10 Million	12	12	11
Above 10 Millin	5	5	7
Total	73	71	63

People Numbers (By Role)

Nos	Q2 FY 16	Q1 FY 16	Q2 FY 15
Billable Personnel			
Onsite	1,845	1,855	1,786
Offshore	7,008	6,662	5,815
Total	8,853	8,517	7,601
Sales and Marketing (Excl GIS)	144	139	140
Sales and Marketing (GIS)	68	65	51
Others	527	507	496
Grand Total	9,592	9,228	8,288

Utilization/Attrition (Excl BPO)

%	Q2 FY 16	Q1 FY 16	Q2 FY 15
Utilization	79.7%	79.5%	78.6%
Attrition Rate	13.7%	14.3%	15.8%

Rupee Dollar Rate

	Q2 FY 16	Q1 FY 16	Q2 FY 15
Period Closing Rate	65.51	63.60	61.94
Period Average Rate	64.73	63.36	60.52

Hedge Position

	Q2 FY 16	Q1 FY 16	Q2 FY 15
USD	58.50	58.50	51.24
GBP	13.05	13.05	11.25
Euro	4.50	4.50	4.50

Average Rates for Outstanding Hedges as on:

	Q2 FY 16	Q1 FY 16	Q2 FY 15
USD	67.46	66.42	65.26
GBP	103.95	103.49	108.75
Euro	77.05	79.33	87.26

Revenue by Project type

%	Q2 FY 16	Q1 FY 16	Q2 FY 15
FPP	41%	42%	45%
T&M	59%	58%	55%

Shareholding Pattern

%	Q2 FY 16	Q1 FY 16	Q2 FY 15
FII's	32%	34%	36%
Promoters Holding	31%	31%	31%
MFs/ FIs and Banks	20%	17%	15%
NRIs/ OCBs	1%	1%	1%
Others	16%	17%	17%