

NIIT Technologies Limited
Consolidated Profit and Loss Statement

September 30, 2016



INR Mn.

Particulars (INR Mn)	Ind AS					Indian GAAP				
	Q2FY17	Q1FY17	QoQ%	Q2FY16	YoY%	Q2FY17	Q1FY17	QoQ%	Q2FY16	YoY%
Gross Revenues	6,929	6,707	3.3%	6,793	2.0%	6,913	6,692	3.3%	6,779	2.0%
Direct Cost	4,481	4,356	2.9%	4,255	5.3%	4,476	4,333	3.3%	4,256	5.2%
Gross Profit	2,448	2,351	4.1%	2,538	-3.6%	2,437	2,359	3.3%	2,523	-3.4%
GM%	35.3%	35.1%	27 Bps	37.4%	-204 Bps	35.3%	35.3%	1 Bps	37.2%	-196 Bps
Selling / General And Administration	1,303	1,336	-2.5%	1,332	-2.1%	1,315	1,336	-1.6%	1,329	-1.0%
SG&A to Revenue %	18.8%	19.9%	-112 Bps	19.6%	-80 Bps	19.0%	20.0%	-95 Bps	19.6%	-59 Bps
Operating Profit	1,145	1,015	12.8%	1,206	-5.1%	1,123	1,023	9.8%	1,194	-6.0%
OM%	16.5%	15.1%	139 Bps	17.8%	-124 Bps	16.2%	15.3%	96 Bps	17.6%	-137 Bps
Depreciation and Amortization	317	326	-2.6%	300	5.8%	292	291	0.2%	265	10.2%
Other Income (net)	29	83	-65.7%	(4)	-830.9%	27	71	-62.8%	13	104.2%
Profit Before Tax (Before exceptional items)	856	772	10.8%	902	-5.2%	857	802	6.8%	942	-9.0%
PBT % (Before exceptional items)	12.4%	11.5%	84 Bps	13.3%	-93 Bps	12.4%	12.0%	41 Bps	13.9%	-150 Bps
Exceptional items	-	361	NA	-	NA	-	361	NA	-	NA
Profit Before Tax	856	411	108.2%	902	-5.2%	857	441	94.3%	942	-9.0%
PBT %	12.4%	6.1%	622 Bps	13.3%	-93 Bps	12.4%	6.6%	581 Bps	13.9%	-150 Bps
Provision for Tax	213	80	166.5%	213	0.0%	207	83	149.8%	216	-4.3%
Minority Interest	54	46	17.9%	43	24.4%	54	46	17.4%	43	23.8%
Profit After Tax (after Minority Int.)	589	286	106.3%	646	-8.9%	596	313	90.8%	682	-12.6%
PAT%	8.5%	4.3%	425 Bps	9.5%	-101 Bps	8.6%	4.7%	396 Bps	10.1%	-144 Bps
EPS - INR										
Basic	9.6	4.7	105.4%	10.6	-9.6%	9.7	5.1	89.9%	11.2	-13.4%

All figures have been rounded off to nearest Rs Mn.

NIIT Technologies Limited
Consolidated Balance Sheet

September 30, 2016



As per IGAAP

INR Mn.

Particulars	As at Sep 30 2016	As at Jun 30 2016	As at Sep 30 2015	Particulars	As at Sep 30 2016	As at Jun 30 2016	As at Sep 30 2015
Equity	614	612	611	Net Block	5,601	5,758	4,159
Reserves & Surplus	16,132	15,533	14,390	Goodwill	2,297	2,337	2,512
				Capital Work in Progress	232	222	1,609
NET Worth	16,746	16,145	15,001	Current Assets			
				Cash and Cash Equivalent	4,603	4,363	2,950
Borrowings	114	111	568	Debtors	5,470	5,818	6,336
Minority Interest	745	691	524	Other Current Assets	3,589	3,457	3,222
				Current Liabilities	(4,534)	(5,382)	(5,063)
				Deferred Tax Assets	347	374	368
	17,605	16,947	16,092		17,605	16,947	16,092

As per IndAS

INR Mn.

Particulars	As at Sep 30 2016	As at Jun 30 2016	As at Sep 30 2015	Particulars	As at Sep 30 2016	As at Jun 30 2016	As at Sep 30 2015
Equity	614	612	611	Fixed Assets	4,878	4,948	3,281
Reserves & Surplus	15,944	15,360	14,300	Capital Work in Progress	232	222	1,609
				Intangible Assets	3,760	3,913	4,260
NET Worth	16,558	15,972	14,911	Current Assets			
				Cash and Cash Equivalent	4,603	4,363	2,950
Borrowings	114	111	568	Debtors	5,470	5,818	6,336
Deferred Tax Liability	137	106	111	Other Current Assets	3,627	3,487	3,262
Minority Interest	1,128	1,075	907	Current Liabilities	(4,634)	(5,488)	(5,201)
	17,937	17,263	16,497		17,937	17,263	16,497

All figures have been rounded off to nearest Rs Mn.

September 30, 2016



Revenue - Reported

	Q2FY17	Q1FY17	Q2FY16
Revenue	6,929	6,707	6,793
Hedge Gain/(Loss)	122	58	33

Other Income

INR Mn.	Q2FY17	Q1FY17	Q2FY16
Income on mutual Funds / Net Interest Income	48	53	26
Difference in Exchange *	(19)	30	(30)
Other Income (net)	29	83	(4)

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

Vertical Split

%	Q2FY17	Q1FY17	Q2FY16
Banking and Financial Services	19%	20%	16%
Insurance	23%	22%	21%
Transport	33%	32%	37%
Manf, Med & Others	25%	26%	26%

Practice Split

%	Q2FY17	Q1FY17	Q2FY16
Application Development & Management	68%	66%	66%
IP Assets	7%	7%	9%
Managed Services	17%	18%	16%
SI & PI **	3%	3%	4%
BPO	5%	5%	5%

Geography

%	Q2FY17	Q1FY17	Q2FY16
Americas	49%	48%	46%
EMEA	34%	32%	35%
ROW	18%	20%	19%

Revenue Mix

%	Q2FY17	Q1FY17	Q2FY16
ONSITE	61%	61%	59%
OFFSHORE	39%	39%	41%
Total	100%	100%	100%

Order Book

\$ Mn	Q2FY17	Q1FY17	Q2FY16
Fresh Order Intake	143	101	80
USA	85	42	29
EMEA	45	30	34
ROW	13	29	17
Executable Order Book over Next 12 Months	309	307	300

Client Data

No.	Q2FY17	Q1FY17	Q2FY16
Repeat Business %	92%	95%	92%
New client Addition:			
USA	1	2	2
EMEA	2	2	2
APAC	-	-	-
India	-	-	-
Total	3	4	4

** System Integration and Package Implementation

September 30, 2016



DAYS	Q2FY17	Q1FY17	Q2FY16
DSO	73	78	89

Revenue Concentration

%	Q2FY17	Q1FY17	Q2FY16
Top 5	32%	32%	32%
Top 10	46%	45%	43%

Client Size

Nos	Q2FY17	Q1FY17	Q2FY16
Between 1 to 5 Million	56	53	56
Between 5 to 10 Million	10	15	12
Above 10 Millin	8	6	5
	74	74	73

People Numbers (By Role)

Nos	Q2FY17	Q1FY17	Q2FY16
Billable Personnel			
Onsite	1,906	1,901	1,845
Offshore	6,203	6,374	7,008
Total	8,109	8,275	8,853
Sales and Marketing (Excl GIS)	141	132	144
Sales and Marketing (GIS)	76	72	68
Others	542	543	527
Grand Total	8,868	9,022	9,592

Utilization/Attrition (Excl BPO)

%	Q2FY17	Q1FY17	Q2FY16
Utilization	81.0%	79.8%	79.7%
Attrition Rate	12.9%	13.4%	13.7%

Rupee Dollar Rate

	Q2FY17	Q1FY17	Q2FY16
Period Closing Rate	66.95	67.52	65.51
Period Average Rate	67.03	66.38	64.73

Hedge Position

	Q2FY17	Q1FY17	Q2FY16
USD	65.41	65.50	58.50
GBP	13.05	13.05	13.05
Euro	4.50	4.50	4.50

Average Rates for Outstanding Hedges as on:

	Q2FY17	Q1FY17	Q2FY16
USD	70.57	70.44	67.46
GBP	100.09	103.90	103.95
Euro	79.41	78.74	77.05

Revenue by Project type

%	Q2FY17	Q1FY17	Q2FY16
FPP	46%	46%	41%
T&M	54%	54%	59%

Shareholding Pattern

%	Q2FY17	Q1FY17	Q2FY16
FIs	30%	33%	32%
Promoters Holding	31%	31%	31%
MFs/ FIs and Banks	20%	20%	20%
NRIs/ OCBs	1%	1%	1%
Others	18%	15%	16%