

**NIIT Technologies Limited**  
**Consolidated Profit and Loss Statement**



**December 31, 2015**

Particulars (INR Mn)	INR Mn.				
	Q3FY16	Q2 FY16	QoQ%	Q3FY15	YoY%
<b>Gross Revenues</b>	<b>6,787</b>	<b>6,779</b>	<b>0.1%</b>	<b>5,953</b>	<b>14.0%</b>
Direct Cost	4,256	4,256	0.0%	3,925	8.4%
<b>Gross Profit</b>	<b>2,532</b>	<b>2,523</b>	<b>0.4%</b>	<b>2,028</b>	<b>24.8%</b>
GM%	37.3%	37.2%	8 Bps	34.1%	323 Bps
Selling / General And Administration	1,296	1,329	-2.5%	1,166	11.2%
<b>SG&amp;A to Revenue %</b>	<b>19.1%</b>	<b>19.6%</b>	<b>-52 Bps</b>	<b>19.6%</b>	<b>-49 Bps</b>
<b>Operating Profit</b>	<b>1,236</b>	<b>1,194</b>	<b>3.6%</b>	<b>862</b>	<b>43.4%</b>
OM%	18.2%	17.6%	60 Bps	14.5%	373 Bps
Depreciation and Amortization	273	265	3.0%	231	17.9%
Other Income (net)	52	13	308.2%	53	-2.1%
<b>Profit Before Tax (Before exceptional items)</b>	<b>1,015</b>	<b>942</b>	<b>7.8%</b>	<b>684</b>	<b>48.5%</b>
PBT % (Before exceptional items)	15.0%	13.9%	107 Bps	11.5%	347 Bps
Exceptional items	13	-	NA	-	NA
<b>Profit Before Tax</b>	<b>1,002</b>	<b>942</b>	<b>6.4%</b>	<b>684</b>	<b>46.5%</b>
PBT %	14.8%	13.9%	87 Bps	11.5%	328 Bps
Provision for Tax	212	<b>216</b>	-1.8%	178	19.2%
Minority Interest	48	43	10.1%	24	102.0%
<b>Profit After Tax (after Minority Int.)</b>	<b>742</b>	<b>682</b>	<b>8.8%</b>	<b>482</b>	<b>53.9%</b>
PAT%	10.9%	10.1%	87 Bps	8.1%	283 Bps
<b>EPS - INR</b>					
Basic	12.1	11.2	8.7%	7.9	53.4%

\* All figures have been rounded off to nearest INR Million

**NIIT Technologies Limited**  
**Consolidated Balance Sheet**

**December 31, 2015**



INR Mn.

Particulars	As at Dec 31 2015	As at Sep 30 2015	As at Dec 31 2014	Particulars	As at Dec 31 2015	As at Sep 30 2015	As at Dec 31 2014
Equity	611	611	610	Net Block	8,091	6,671	5,572
Reserves & Surplus	15,176	14,390	13,971	Capital Work in Progress	191	1,609	1,030
<b>NET Worth</b>	<b>15,788</b>	<b>15,001</b>	<b>14,581</b>	<b>Current Assets</b>			
				Cash and Cash Equivalent	3,118	2,950	3,358
				Debtors	6,493	6,336	6,053
Borrowings	93	568	612	Other Current Assets	3,303	3,222	3,629
Minority Interest	572	524	204	Current Liabilities	(4,987)	(5,063)	(4,429)
				Deferred Tax Assets	242	368	184
	<b>16,452</b>	<b>16,092</b>	<b>15,397</b>		<b>16,452</b>	<b>16,092</b>	<b>15,397</b>

\* All figures have been rounded off to nearest INR Million

December 31, 2015

**Revenue - Reported**

INR Mn.	Q3 FY 16	Q2 FY 16	Q3 FY 15
Revenue	6,787	6,779	5,953
QoQ % Growth	0.1%	5.7%	1.2%
Hedge Gain/(Loss)	26	33	99

**Other Income**

INR Mn.	Q3 FY 16	Q2 FY 16	Q3 FY 15
Income on mutual Funds / Net Interest Income	26	43	44
Difference in Exchange *	26	(30)	9
<b>Other Income (net)</b>	<b>52</b>	<b>13</b>	<b>53</b>

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

**Vertical Split**

%	Q3 FY 16	Q2 FY 16	Q3 FY 15
Banking and Financial Services	17%	16%	16%
Insurance	21%	21%	17%
Transport	36%	37%	40%
Manufacturing	9%	8%	7%
Government	3%	3%	5%
Others	14%	15%	15%

**Practice Split**

%	Q3 FY 16	Q2 FY 16	Q3 FY 15
Application Development & Management	67%	66%	60%
IP Assets	8%	9%	9%
Managed Services	16%	16%	18%
SI & PI **	4%	4%	7%
BPO	5%	5%	5%

**Geography**

%	Q3 FY 16	Q2 FY 16	Q3 FY 15
Americas	46%	46%	44%
EMEA	34%	35%	35%
ROW	20%	19%	21%

**Revenue Mix**

%	Q3 FY 16	Q2 FY 16	Q3 FY 15
ONSITE	59%	59%	63%
OFFSHORE	41%	41%	37%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

**Order Book**

\$ Mn	Q3 FY 16	Q2 FY 16	Q3 FY 15
<b>Fresh Order Intake</b>	<b>123</b>	<b>80</b>	<b>109</b>
USA	50	29	61
EMEA	55	34	25
ROW	18	17	23
<b>Executable Order Book over Next 12 Months</b>	<b>301</b>	<b>300</b>	<b>296</b>

**Client Data**

No.	Q3 FY 16	Q2 FY 16	Q3 FY 15
Repeat Business %	90%	92%	91%
<b>New client Addition:</b>			
USA	-	2	2
EMEA	2	2	1
APAC	2	-	1
India	-	-	1
<b>Total</b>	<b>4</b>	<b>4</b>	<b>5</b>

\*\* System Integration and Package Implementation

December 31, 2015

DAYS	Q3 FY 16	Q2 FY 16	Q3 FY 15
DSO	90	89	94

#### Revenue Concentration

%	Q3 FY 16	Q2 FY 16	Q3 FY 15
Top 5	33%	32%	34%
Top 10	45%	43%	47%

#### Client Size

Nos	Q3 FY 16	Q2 FY 16	Q3 FY 15
Between 1 to 5 Million	54	56	46
Between 5 to 10 Million	13	12	11
Above 10 Millin	6	5	7
<b>Total</b>	<b>73</b>	<b>73</b>	<b>64</b>

#### People Numbers (By Role)

Nos	Q3 FY 16	Q2 FY 16	Q3 FY 15
Billable Personnel			
Onsite	1,874	1,845	1,781
Offshore	6,910	7,008	5,606
<b>Total</b>	<b>8,784</b>	<b>8,853</b>	<b>7,387</b>
Sales and Marketing (Excl GIS)	136	144	134
Sales and Marketing (GIS)	63	68	52
Others	534	527	486
<b>Grand Total</b>	<b>9,517</b>	<b>9,592</b>	<b>8,059</b>

#### Utilization/Attrition (Excl BPO)

%	Q3 FY 16	Q2 FY 16	Q3 FY 15
Utilization	78.7%	79.7%	78.8%
Attrition Rate	13.6%	13.7%	15.8%

#### Rupee Dollar Rate

	Q3 FY 16	Q2 FY 16	Q3 FY 15
Period Closing Rate	66.20	65.51	63.35
Period Average Rate	65.63	64.73	61.96

#### Hedge Position

	Q3 FY 16	Q2 FY 16	Q3 FY 15
USD	58.50	58.50	51.49
GBP	13.05	13.05	11.26
Euro	4.50	4.50	4.50

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

	Q3 FY 16	Q2 FY 16	Q3 FY 15
USD	68.39	67.46	65.39
GBP	104.55	103.95	107.36
Euro	76.11	77.05	86.98

#### Revenue by Project type

%	Q3 FY 16	Q2 FY 16	Q3 FY 15
FPP	43%	41%	46%
T&M	57%	59%	54%

#### Shareholding Pattern

%	Q3 FY 16	Q2 FY 16	Q3 FY 15
FIIIs	32%	32%	35%
Promoters Holding	31%	31%	31%
MFs/ FIs and Banks	22%	20%	16%
NRIs/ OCBs	1%	1%	1%
Others	14%	16%	17%