

NIIT Technologies Limited
Consolidated Profit and Loss Statement

September 30, 2017



INR Mn.

| Particulars (INR Mn) | Q2FY18 | Q1FY18 | QoQ% | Q2FY17 | YoY% |
|---|--------------|--------------|----------------|--------------|--------------|
| Gross Revenues | 7,372 | 7,089 | 4.0% | 6,929 | 6.4% |
| Direct Cost | 4,791 | 4,577 | 4.7% | 4,481 | 6.9% |
| Gross Profit | 2,582 | 2,512 | 2.8% | 2,448 | 5.5% |
| GM% | 35.0% | 35.4% | -42 Bps | 35.3% | -31 Bps |
| Selling / General And Administration | 1,391 | 1,404 | -1.0% | 1,303 | 6.7% |
| SG&A to Revenue % | 18.9% | 19.8% | -95 Bps | 18.8% | 6 Bps |
| Operating Profit | 1,191 | 1,108 | 7.5% | 1,145 | 4.1% |
| OM% | 16.2% | 15.6% | 53 Bps | 16.5% | -36 Bps |
| Depreciation and Amortization | 341 | 316 | 7.9% | 317 | 7.5% |
| Other Income (net) | 87 | 58 | 51.0% | 29 | 205.3% |
| Profit Before Tax | 937 | 849 | 10.4% | 856 | 9.5% |
| PBT % | 12.7% | 12.0% | 73 Bps | 12.4% | 36 Bps |
| Provision for Tax | 204 | 295 | -30.7% | 213 | -4.1% |
| Minority Interest | 61 | 42 | 44.4% | 54 | 12.5% |
| Profit After Tax (after Minority Int.) | 672 | 513 | 31.2% | 589 | 14.1% |
| PAT% | 9.1% | 7.2% | 189 Bps | 8.5% | 62 Bps |
| EPS - INR | | | | | |
| Basic | 11.0 | 8.4 | 31.1% | 9.6 | 14.2% |

NIIT Technologies Limited
Consolidated Balance Sheet



September 30, 2017

INR Mn.

| Particulars | As at Sep 30 2017 | As at June 30 2017 | Particulars | As at Sep 30 2017 | As at June 30 2017 |
|------------------------|----------------------|-----------------------|------------------------------|----------------------|-----------------------|
| Equity | 614 | 614 | Fixed Assets | 4,547 | 4,678 |
| Reserves & Surplus | 16,130 | 16,094 | Capital Work in Progress | 22 | 17 |
| | | | Intangible Assets | 4,474 | 4,548 |
| NET Worth | 16,744 | 16,708 | Current Assets | | |
| | | | Cash and Cash Equivalent | 6,463 | 6,162 |
| Borrowings | 232 | 246 | Debtors | 5,279 | 5,295 |
| Deferred Tax Liability | 476 | 493 | Other Current Assets | 2,418 | 2,568 |
| Minority Interest | 189 | 186 | Current Liabilities | (4,710) | (4,696) |
| | | | Future Acquisition Liability | (2,028) | (2,016) |
| | | | Deferred Tax Assets | 1,177 | 1,075 |
| | 17,641 | 17,633 | | 17,641 | 17,633 |

Revenue - Reported

| INR Mn | Q2FY18 | Q1FY18 | Q2FY17 |
|-------------------|--------|--------|--------|
| Revenue | 7,372 | 7,089 | 6,929 |
| Hedge Gain/(Loss) | 123 | 178 | 122 |

Other Income

| INR Mn. | Q2FY18 | Q1FY18 | Q2FY17 |
|--|-----------|-----------|-----------|
| Income on mutual Funds / Net Interest Income | 68 | 82 | 48 |
| Discounting/Fair Valuation | - | 3 | - |
| Difference in Exchange * | 20 | (27) | (19) |
| Other Income (net) | 87 | 58 | 29 |

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

Vertical Split

| % | Q2FY18 | Q1FY18 | Q2FY17 |
|--------------------------------|--------|--------|--------|
| Banking and Financial Services | 17% | 17% | 19% |
| Insurance | 25% | 25% | 23% |
| Transport | 27% | 29% | 33% |
| Manf, Med & Others | 29% | 27% | 24% |
| Government | 2% | 2% | 1% |

Practice Split

| % | Q2FY18 | Q1FY18 | Q2FY17 |
|--------------------------------------|--------|--------|--------|
| Application Development & Management | 64% | 66% | 68% |
| IP Assets | 7% | 6% | 7% |
| Managed Services | 18% | 18% | 17% |
| SI & PI ** | 6% | 5% | 3% |
| BPO | 4% | 5% | 5% |

Geography

| % | Q2FY18 | Q1FY18 | Q2FY17 |
|----------|--------|--------|--------|
| Americas | 50% | 49% | 49% |
| EMEA | 29% | 32% | 34% |
| ROW | 21% | 19% | 18% |

Revenue Mix

| % | Q2FY18 | Q1FY18 | Q2FY17 |
|--------------|-------------|-------------|-------------|
| ONSITE | 61% | 60% | 61% |
| OFFSHORE | 39% | 40% | 39% |
| Total | 100% | 100% | 100% |

Order Book

| \$ Mn | Q2FY18 | Q1FY18 | Q2FY17 |
|--|------------|------------|------------|
| Fresh Order Intake | 122 | 110 | 143 |
| USA | 64 | 60 | 85 |
| EMEA | 32 | 23 | 45 |
| ROW | 26 | 27 | 13 |
| Executable Order Book over Next 12 Months | 320 | 320 | 309 |

Client Data

| No. | Q2FY18 | Q1FY18 | Q2FY17 |
|-----------------------------|----------|----------|----------|
| Repeat Business % | 91% | 96% | 92% |
| New client Addition: | | | |
| USA | 2 | 5 | 1 |
| EMEA | 2 | 1 | 2 |
| APAC | 3 | 1 | - |
| India | - | 2 | - |
| Total | 7 | 9 | 3 |

** System Integration and Package Implementation

| DAYS | Q2FY18 | Q1FY18 | Q2FY17 |
|------|--------|--------|--------|
| DSO | 66 | 69 | 73 |

Revenue Concentration

| % | Q2FY18 | Q1FY18 | Q2FY17 |
|--------|--------|--------|--------|
| Top 5 | 31% | 33% | 32% |
| Top 10 | 43% | 45% | 46% |

Client Size

| Nos | Q2FY18 | Q1FY18 | Q2FY17 |
|-------------------------|-----------|-----------|-----------|
| Between 1 to 5 Million | 55 | 52 | 56 |
| Between 5 to 10 Million | 13 | 14 | 10 |
| Above 10 Millin | 6 | 6 | 8 |
| | 74 | 72 | 74 |

People Numbers (By Role)

| Nos | Q2FY18 | Q1FY18 | Q2FY17 |
|--------------------------------|--------------|--------------|--------------|
| Billable Personnel | | | |
| Onsite | 2,040 | 1,984 | 1,906 |
| Offshore | 6,156 | 6,164 | 6,203 |
| Total | 8,196 | 8,148 | 8,109 |
| Sales and Marketing (Excl GIS) | 135 | 137 | 141 |
| Sales and Marketing (GIS) | 85 | 85 | 76 |
| Others | 606 | 593 | 542 |
| Grand Total | 9,022 | 8,963 | 8,868 |

Utilization/Attrition (Excl BPO)

| % | Q2FY18 | Q1FY18 | Q2FY17 |
|----------------|--------|--------|--------|
| Utilization | 79.5% | 81.2% | 81.0% |
| Attrition Rate | 11.4% | 12.1% | 12.9% |

Rupee Dollar Rate

| | Q2FY18 | Q1FY18 | Q2FY17 |
|---------------------|--------|--------|--------|
| Period Closing Rate | 65.29 | 64.62 | 66.95 |
| Period Average Rate | 64.24 | 64.51 | 67.03 |

Hedge Position

| | Q2FY18 | Q1FY18 | Q2FY17 |
|------|--------|--------|--------|
| USD | 65.25 | 65.25 | 65.41 |
| GBP | 13.05 | 13.05 | 13.05 |
| Euro | 4.50 | 4.50 | 4.50 |

Average Rates for Outstanding Hedges as on:

| | Q2FY18 | Q1FY18 | Q2FY17 |
|------|--------|--------|--------|
| USD | 69.21 | 69.05 | 70.57 |
| GBP | 86.86 | 88.27 | 100.09 |
| Euro | 77.97 | 76.43 | 79.41 |

Revenue by Project type

| % | Q2FY18 | Q1FY18 | Q2FY17 |
|-----|--------|--------|--------|
| FPP | 48% | 49% | 46% |
| T&M | 52% | 51% | 54% |

Shareholding Pattern

| % | Q2FY18 | Q1FY18 | Q2FY17 |
|--------------------|--------|--------|--------|
| FIIs | 36% | 33% | 30% |
| Promoters Holding | 31% | 31% | 31% |
| MFs/ FIs and Banks | 18% | 20% | 20% |
| NRIs/ OCBs | 1% | 1% | 1% |
| Others | 14% | 15% | 18% |