

NIIT Technologies Limited
Consolidated Profit and Loss Statement

December 31, 2014



INR Mn.

Particulars (INR Mn)	Q3FY15	Q2FY15	QoQ%	Q3FY14	YoY%
Gross Revenues	5,953	5,883	1.2%	5,873	1.4%
Direct Cost	3,925	3,921	0.1%	3,758	4.5%
Gross Profit	2,028	1,963	3.3%	2,115	-4.1%
GM%	34.1%	33.4%	70 Bps	36.0%	-195 Bps
Selling / General And Administration	1,166	1,140	2.2%	1,158	0.7%
SG&A to Revenue %	19.6%	19.4%	19 Bps	19.7%	-15 Bps
Operating Profit	862	822	4.9%	957	-9.9%
OM%	14.5%	14.0%	51 Bps	16.3%	-180 Bps
Depreciation and Amortization	231	254	-8.9%	160	44.7%
Other Income (net)	53	(4)		(70)	
Profit Before Tax	684	564	21.2%	727	-5.9%
PBT %	11.5%	9.6%	189 Bps	12.4%	-89 Bps
Provision for Tax	178	154	15.8%	182	-2.0%
Minority Interest	24	10	147.0%	14	63.6%
Profit After Tax (after Minority Int.)	482	401	20.2%	531	-9.2%
PAT%	8.1%	6.8%	128 Bps	9.0%	-94 Bps
EPS - INR					
Basic	7.91	6.60	20.0%	8.79	-9.9%

NIIT Technologies Limited
Consolidated Balance Sheet

December 31, 2014



INR Mn.

Particulars	As at Dec 31 2014	As at Sept 30 2014	As at Dec 31 2013	Particulars	As at Dec 31 2014	As at Sept 30 2014	As at Dec 31 2013
Equity	610	608	606	Net Block	5,572	5,432	4,607
Reserves & Surplus	13,971	13,510	12,495	Capital Work in Progress	1,030	1,117	816
NET Worth	14,581	14,118	13,101	Current Assets			
Borrowings	612	635	281	Cash and Cash Equivalent	3,358	2,638	2,484
Minority Interest	204	207	194	Debtors	6,053	5,780	5,916
				Other Current Assets	3,629	3,878	3,399
				Current Liabilities	(4,429)	(4,075)	(3,849)
				Deferred Tax Assets	184	190	203
	15,397	14,960	13,576		15,397	14,960	13,576

December 31, 2014

Revenue - Reported

INR Mn.	Q3 FY 15	Q2 FY 15	Q3 FY 14
Revenue	5,953	5,883	5,873
QoQ % Growth	1.2%	1.9%	0.0%
Hedge Gain/(Loss)	98.7	96.0	(83.1)

Other Income

INR Mn.	Q3 FY 15	Q2 FY 15	Q3 FY 14
Income on mutual Funds / Net Interest Income	44	14	9
Difference in Exchange *	9	(18)	(79)
Other Income (net)	53	(4)	(70)

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

Vertical Split

%	Q3 FY 15	Q2 FY 15	Q3 FY 14
Banking and Financial Services	16%	16%	17%
Insurance	17%	17%	18%
Transport	40%	42%	38%
Manufacturing	7%	7%	7%
Government	5%	3%	6%
Others	15%	15%	14%

Practice Split

%	Q3 FY 15	Q2 FY 15	Q3 FY 14
Application Development & Management	60%	63%	66%
IP Assets	9%	9%	8%
Managed Services	18%	18%	13%
SI & PI **	7%	4%	7%
Non-Linear BPO	3%	3%	3%
BPO	3%	3%	3%

Geography

%	Q3 FY 15	Q2 FY 15	Q3 FY 14
Americas	44%	44%	44%
EMEA	35%	38%	38%
ROW	21%	18%	18%

Revenue Mix

%	Q3 FY 15	Q2 FY 15	Q3 FY 14
ONSITE	63%	65%	65%
OFFSHORE	37%	35%	35%
Total	100%	100%	100%

Order Book

\$ Mn	Q3 FY 15	Q2 FY 15	Q3 FY 14
Fresh Order Intake	109	103	377
USA	61	46	320
EMEA	25	21	43
ROW	23	36	14
Executable Order Book over Next 12 Months	296	298	265

Client Data

No.	Q3 FY 15	Q2 FY 15	Q3 FY 14
Repeat Business %	91%	94%	92%
New client Addition:			
USA	2	4	1
EMEA	1	-	-
APAC	1	-	1
India	1	1	2
Total	5	5	4

** System Integration and Package Implementation

DAYS	Q3 FY 15	Q2 FY 15	Q3 FY 14
DSO	94	90	96

Revenue Concentration

%	Q3 FY 15	Q2 FY 15	Q3 FY 14
Top 5	34%	34%	37%
Top 10	47%	47%	49%

Client Size

Nos	Q3 FY 15	Q2 FY 15	Q3 FY 14
Between 1 to 5 Million	46	45	48
Between 5 to 10 Million	11	11	11
Above 10 Millin	7	7	8
Total	64	63	67

People Numbers (By Role)

Nos	Q3 FY 15	Q2 FY 15	Q3 FY 14
Billable Personnel			
Onsite	1,781	1,786	1,862
Offshore	5,606	5,815	5,636
Total	7,387	7,601	7,498
Sales and Marketing (Excl GIS)	134	140	141
Sales and Marketing (GIS)	52	51	48
Others	486	496	473
Grand Total	8,059	8,288	8,160

Utilization/Attrition (Excl BPO)

%	Q3 FY 15	Q2 FY 15	Q3 FY 14
Utilization	78.8%	78.6%	78.4%
Attrition Rate	15.8%	15.8%	13.4%

Rupee Dollar Rate

	Q3 FY 15	Q2 FY 15	Q3 FY 14
Period Closing Rate	63.35	61.94	61.86
Period Average Rate	61.96	60.52	61.97

Hedge Position

	Q3 FY 15	Q2 FY 15	Q3 FY 14
USD	51.49	51.24	45.42
GBP	11.26	11.25	11.25
Euro	4.50	4.50	4.50

Average Rates for Outstanding Hedges as on:

	Q3 FY 15	Q2 FY 15	Q3 FY 14
USD	65.39	65.26	62.72
GBP	107.36	108.75	100.72
Euro	86.98	87.26	84.05

Revenue by Project type

%	Q3 FY 15	Q2 FY 15	Q3 FY 14
FPP	46%	45%	42%
T&M	54%	55%	58%

Shareholding Pattern

%	Q3 FY 15	Q2 FY 15	Q3 FY 14
FIIs	35%	36%	32%
Promoters Holding	31%	31%	31%
MFs/ FIs and Banks	16%	15%	17%
NRIs/ OCBs	1%	1%	1%
Others	17%	17%	19%