



NIIT Technologies

Financial Performance – Q4FY15

May 5, 2015

Outline

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 - Q4FY15
 - FY15

- Business Update

- Financial Statements
 - Income Statement
 - Balance Sheet

- Business Analysis

Financial Highlights – Q4FY15

- Consolidated Revenues at Rs 6,112 Mn
 - Up 3.9% YoY, 2.7% QoQ
 - Constant currency revenues up by 3.3% QoQ
- Operating profits at Rs 997 Mn
 - Up 15.6% QoQ, 12.0 % YoY
 - Operating Margins at 16.3%, up 183 bps QoQ, 119 bps YoY
- Net Loss at INR 175 Mn
 - Exceptional expenses of INR 800 Mn
 - Other income Loss of 66 Mn due to currency depreciation
- Order intake of \$89 Mn

Financial Highlights - FY15

- Consolidated Revenues at Rs 23,725 Mn
 - Up 2.9% YoY

- Operating profits at Rs 3,457 Mn
 - Down 1.7% YoY
 - Operating Margins at 14.6%, Down 68 bps

- Net Profits at Rs 1,141 Mn
 - Down 50.5% YoY
 - Net Margins at 4.8% (LY 10.0%)
 - EPS at Rs 18.7 (LY 38.1)

- Order intake of \$425 Mn

Business Highlights for Q4FY15

- BFSI up 4.8% QoQ, Contributes 33% (LQ 32%)
 - ❑ Ramp up in new accounts acquired in previous quarters
 - ❑ 3 New clients added
- Transport down 1.4% QoQ, Contributes 38% (LQ 40%)
 - ❑ Lower revenues in Europe
 - ❑ 5 airports gone live for AAI
 - ❑ 1 new client added
- Manufacturing/Distt. up 18.9% QoQ, Contributes 8% (LQ 7%)
 - ❑ Growth in new account acquired in previous quarters
 - ❑ 1 New client added
- Government up 16.3% QoQ, Contributes 6% (LQ 5.7%)
 - ❑ Execution of new government contract

Acknowledgements during the Quarter

- The Company listed in Computerworld's 100 Best Places to Work in IT for 2015
- Conferred with the Golden Globe Tigers award in Excellence & leadership in training & development for best results based training
- Recognized as Leader by [International Association of Outsourcing Professionals](#) in the 2015 list of The Global Outsourcing 100® and The World's Best Outsourcing Advisors in the Leader size category
- Mr. Rajendra S Pawar, Chairman, NIIT Group conferred with 'Lifetime Achievement Award' by Geospatial Media for leadership role in promoting the Geographic Information Systems (GIS) industry in India

Consolidated Qtrly Income Statement

Particulars (INR Mn)	Q4FY15	Q3FY15	QoQ%	Q4FY14	YoY%
Gross Revenues	6,112	5,953	2.7%	5,885	3.9%
Direct Cost	3,933	3,925	0.2%	3,846	2.3%
Gross Profit	2,179	2,028	7.5%	2,039	6.9%
GM%	35.7%	34.1%	159 Bps	34.6%	100 Bps
Selling / General And Administration	1,182	1,166	1.4%	1,148	3.1%
SG&A to Revenue %	19.3%	19.6%	-24 Bps	19.5%	-17 Bps
Operating Profit	997	862	15.6%	890	12.0%
OM%	16.3%	14.5%	183 Bps	15.1%	119 Bps
Depreciation and Amortization	242	231	4.6%	156	55.1%
Other Income (net)	(66)	53	-225.2%	(30)	119.9%
Profit Before Tax (Before exceptional expenses)	689	684	0.8%	704	-2.1%
PBT % (Before exceptional expenses)	11.3%	11.5%	-21 Bps	12.0%	-69 Bps
Exceptional expenses	800	-	NA	0	NA
Profit Before Tax	(110)	684	-116.1%	704	-115.7%
PBT %	-1.8%	11.5%	-1329 Bps	12.0%	-1377 Bps
Provision for Tax	47	178	-73.9%	56	-16.9%
Minority Interest	18	24	-24.6%	29	-38.3%
Profit After Tax (after Minority Int.)	(175)	482	-136.3%	619	-128.2%
PAT%	-2.9%	8.1%	-1096 Bps	10.5%	-1338 Bps
EPS - INR					
Basic	-2.9	7.9	-136.2%	10.2	-128.1%

- Operationally margins improved on account of growth in US, NITL and 5 airports going live in AAI

Annual Income Statement

Particulars (Amount in INR Mn)	FY 15	FY 14	YoY%
Gross Revenues	23,725	23,050	2.9%
Direct Cost	15,655	15,167	3.2%
Gross Profit	8,070	7,883	2.4%
GM%	34.0%	34.2%	-19 Bps
Selling / General And Administration SG&A to Revenue %	4,613 19.4%	4,368 18.9%	5.6% 49 Bps
Operating Profit	3,457	3,515	-1.7%
OM%	14.6%	15.2%	-68 Bps
Depreciation and Amortization	916	619	48.0%
Other Income (net)	18	288	-93.6%
Profit Before Tax (Before exceptional expenses)	2,559	3,184	-19.6%
PBT % (Before exceptional expenses)	10.8%	13.8%	-303 Bps
Exceptional expenses	800	-	NA
Profit Before Tax	1,759	3,184	-44.8%
PBT %	7.4%	13.8%	-640 Bps
Provision for Tax	540	803	-32.8%
Minority Interest	79	76	3.2%
Profit After Tax (after Minority Int.)	1,141	2,305	-50.5%
PAT%	4.8%	10.0%	-519 Bps
EPS - INR			
Basic	18.7	38.1	-50.8%

- SG&A increased due to leadership hires in international geos

Balance Sheet

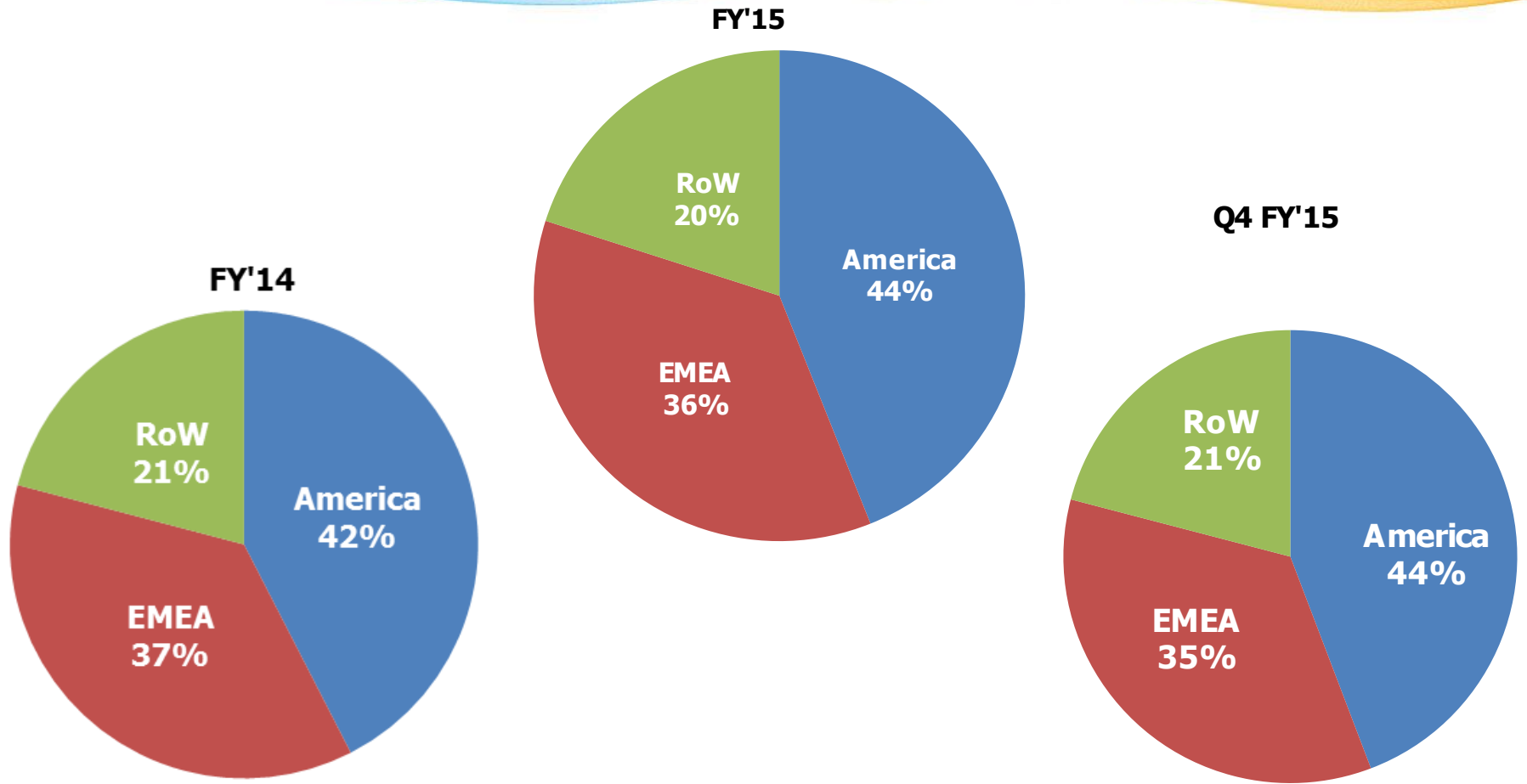
INR Mn.

Particulars	As at Mar 31 2015	As at Dec 31 2014	As at Mar 31 2014	Particulars	As at Mar 31 2015	As at Dec 31 2014	As at Mar 31 2014
Equity	610	610	607	Net Block	5,579	5,572	4,534
Reserves & Surplus	12,964	13,971	12,632	Capital Work in Progress	1,203	1,030	1,286
NET Worth	13,574	14,581	13,239	Current Assets			
Borrowings	84	612	89	Cash and Cash Equivalent	3,375	3,358	2,874
Minority Interest	189	204	189	Debtors	6,060	6,053	5,643
				Other Current Assets	3,165	3,629	3,454
				Current Liabilities	(5,921)	(4,429)	(4,497)
				Deferred Tax Assets	386	184	223
	13,847	15,397	13,517		13,847	15,397	13,517

- Reserves and Surplus down INR 1007 Mn over LQ (Profit down by INR 175 Mn, Dividend and Div tax INR 652 Mn)
- Reserves and Surplus up 332 Mn over PY (Profit up by INR 1141 Mn, Dividend and Dividend Tax INR 652 Mn)
- Borrowings decreased by 528 Mn over LQ due to repayment of loan

- Cash and Bank Balances up by INR 501 Mn over PY and up INR 17 Mn over LQ
- Increase in DTA by INR 163 Mn over PY primarily on account of Settlement
- DSO – 93
- Capex during the Qtr – INR 524 Mn including GNIDA spend of INR 258 Mn.

Geography Mix



FY15

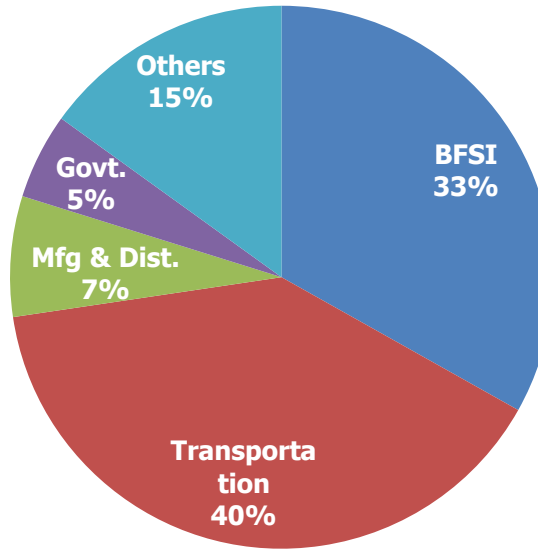
- Growth in USA
- Marginal growth in EMEA
- Decline in RoW

Q4FY15

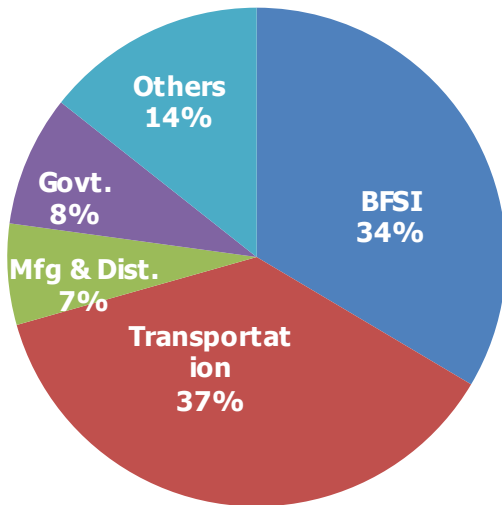
- Growth in USA and RoW
- Marginal growth in EMEA

Vertical Mix

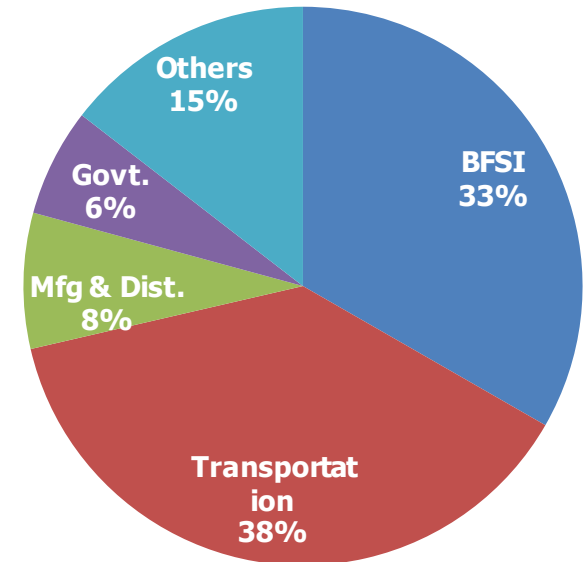
FY'15



FY'14



Q4 FY'15



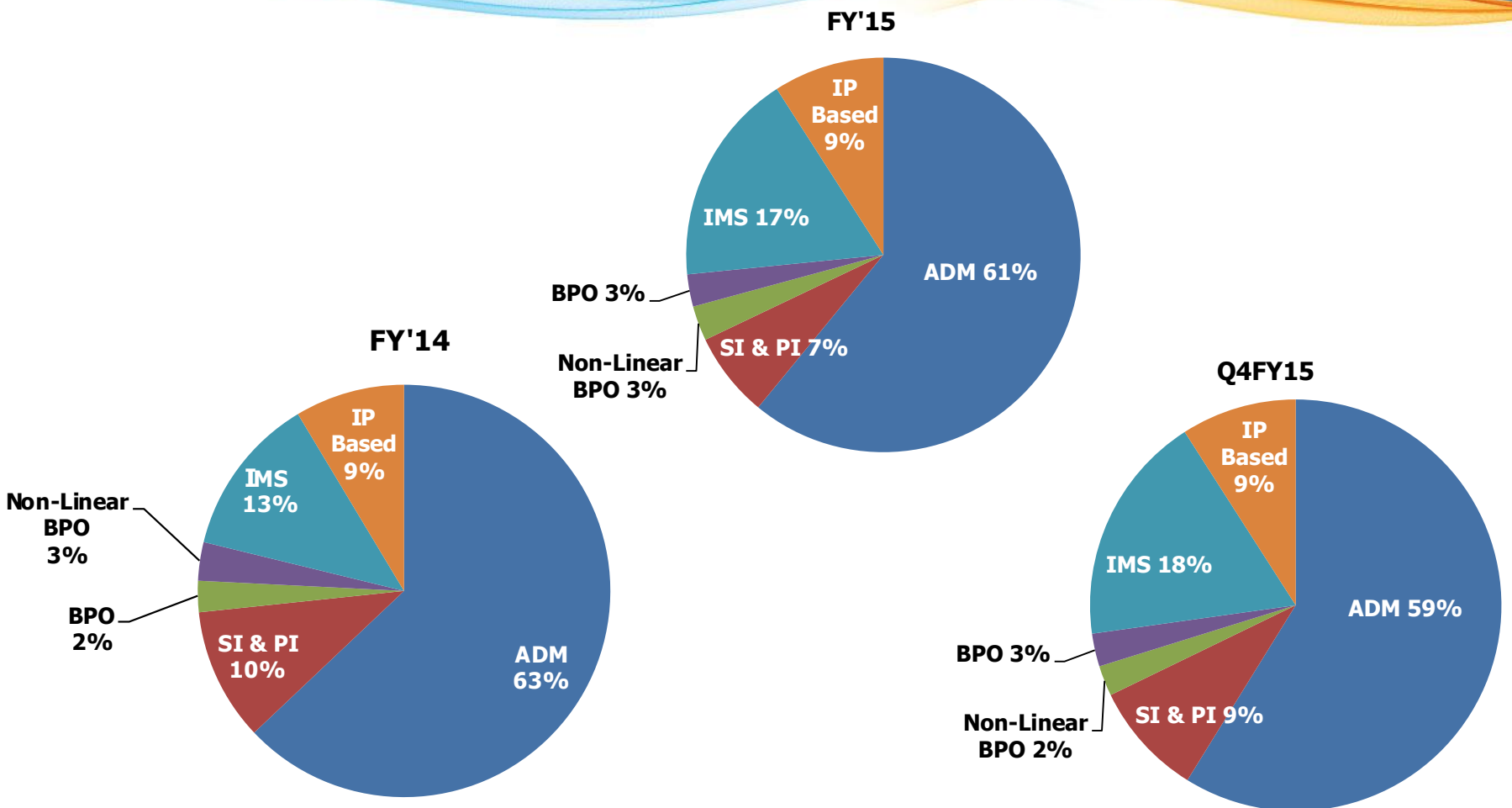
FY15

- Growth in TTL
- Marginal growth in BFSI
- Decline in Govt.

Q4FY15

- Strong growth in BFSI & Govt
- Decline in TTL

Service Mix



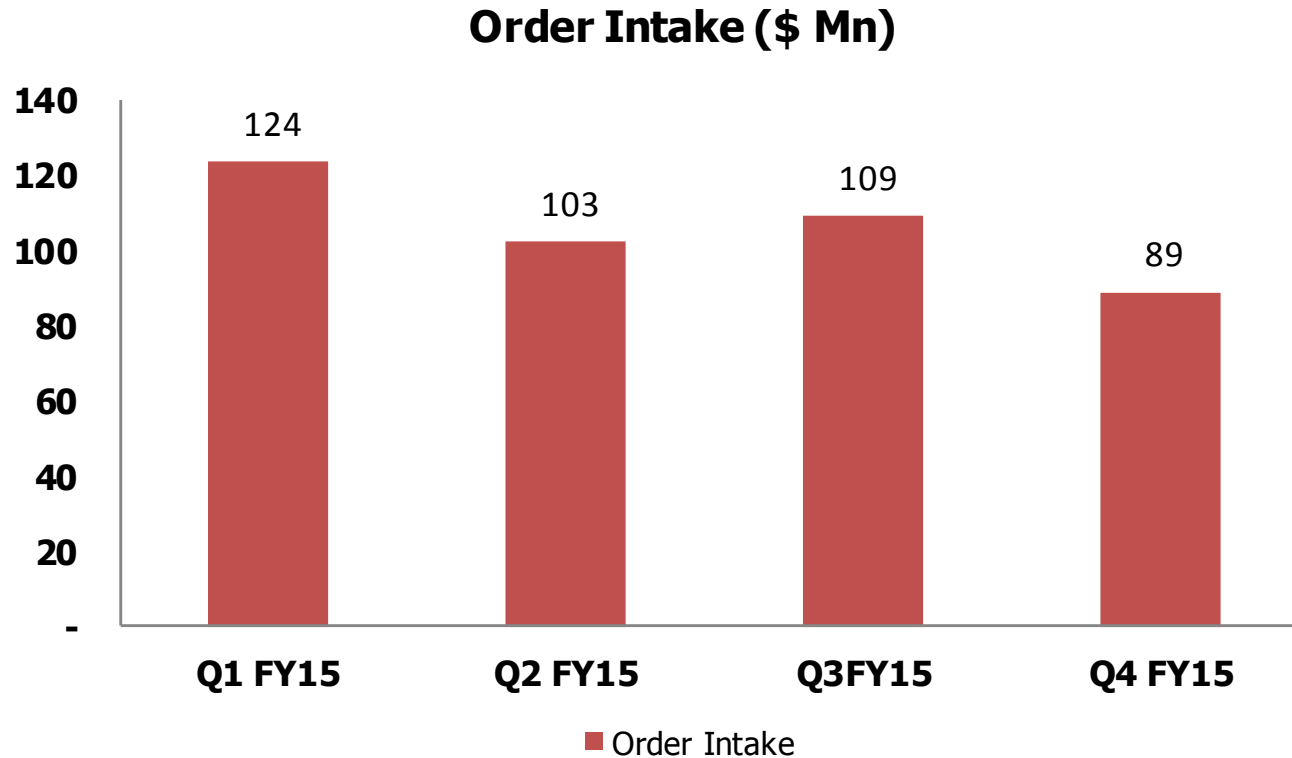
FY15

- Strong growth in MS
- Growth in IP based services
- Decline in SI&PI revenues

Q4FY15:

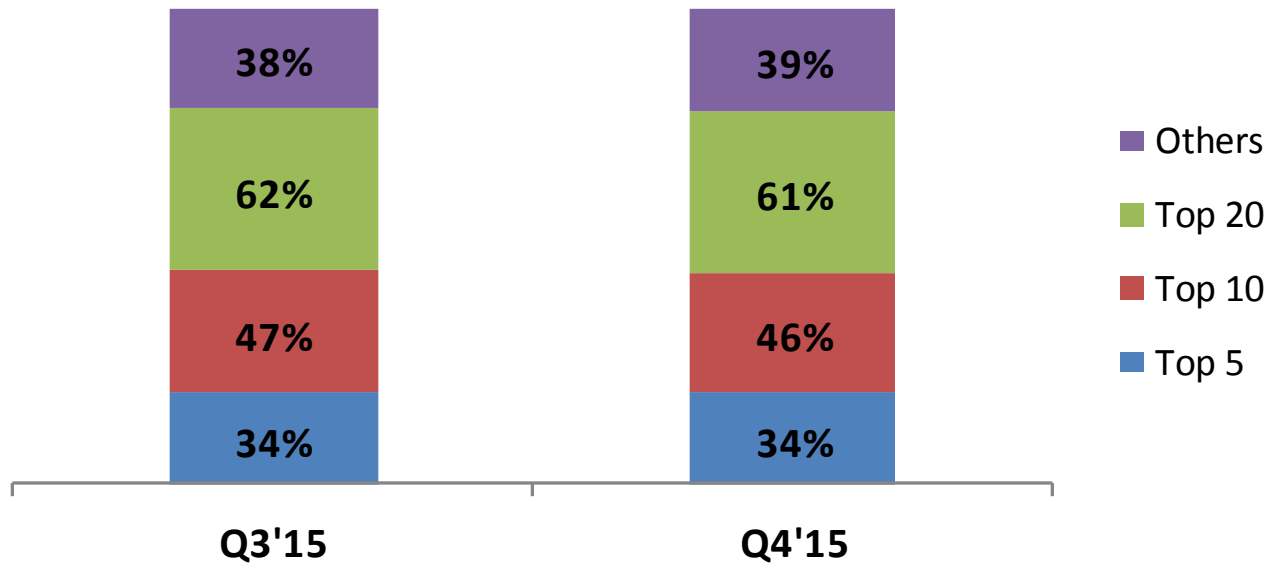
- Growth in IMS and SI&PI
- Marginal growth in ADM

Order Intake



- 5 new customers added: 3 in Insurance, 1 in Travel and 1 in Manufacturing
- \$89 Mn order intake in the quarter leading to \$295 Mn of firm business executable over next 12 months
- Geographical breakdown of order intake – US (39 Mn), EMEA (29 Mn), ROW (21 Mn)

Top Client Mix



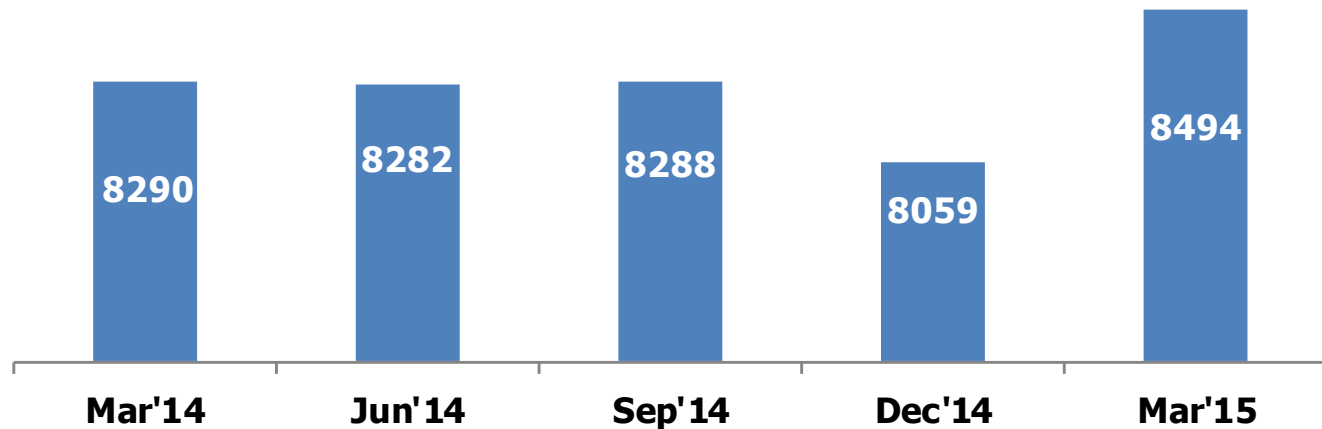
MM \$ Clients

64

66

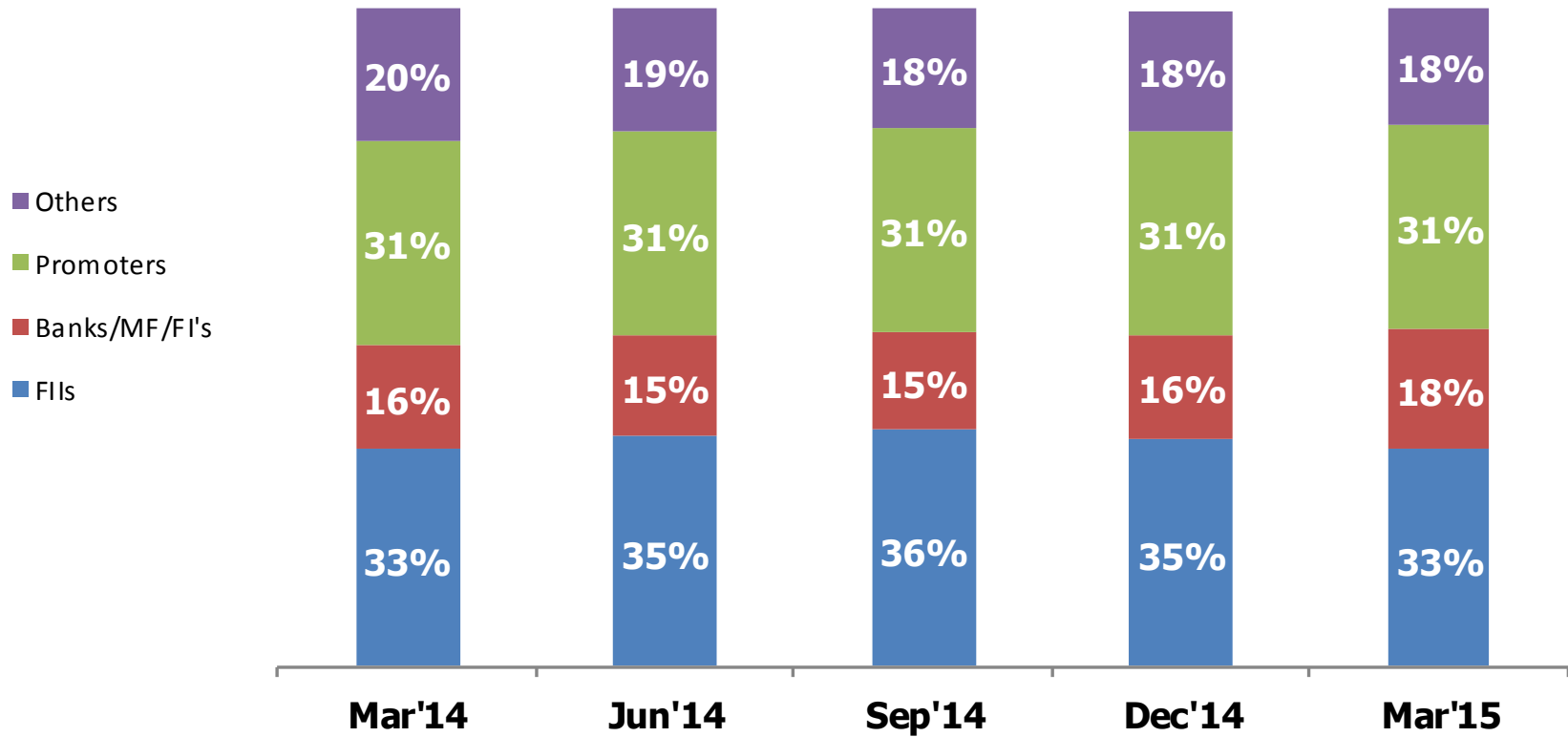
People Resources

People Data



	Mar'14	Jun'14	Sep'14	Dec'14	Mar'15
People Data	8290	8282	8288	8059	8494
Net Additions	130	-8	6	-229	435
Attrition%	14.37%	15.40%	15.83%	15.83%	15.75%
Utilization	77.30%	78.03%	78.60%	78.80%	79.00%

Shareholding Pattern





Thank You