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Certified after DIN EN ISO 9001

Report
About the Audit of the
Annual Financial Statement as of
31<sup>st</sup> March 2018

NIIT Technologies GmbH Bockenheimer Landstraße 51-53

60325 Frankfurt am Main

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# **List of Abbreviations**

BilMoG Bilanzrechtsmodernisierungsgesetz = German Accounting Law

Modernisation Act of 25th May 2009

BilRUG Bilanzrichtlinie-Umsetzungsgesetz = German Accounting Direc-

tives Implementation Act of 17th July 2015

BGB Bürgerliches Gesetzbuch = German Civil Code

CHF Swiss Francs

EGHGB Introductory Act to the Commercial Code

EStG Einkommensteuergesetz = Income Tax Act

EUR Euro

GmbH Limited Liability Company

GmbHG German Limited Liability Company Act

GuV Gewinn- und Verlustrechnung = Profit and Loss Statement

HGB Handelsgesetzbuch = Commercial Code

HR Handelsregister = Trade Register

[i. d. F.] N/A

[i. S. d.] N/A

IDW Institut der Wirtschaftsprüfer in Deutschland e. V., Düsseldorf =

Association of auditors in Germany, located in Düsseldorf

IDW PS 400 IDW Prüfungsstandard = IDW Examination Standard: Princi-

ples of the correct wording of auditor's reports in audits (Ver-

sion of 28/11/2014)

IDW PS 450 IDW Prüfungsstandard = IDW Examination Standard: Generally

accepted reporting principles for audits of Annual Financial

Statement (Version of 01/03/2012)

IKS Internes Kontrollsystem = Internal Control System

PoC Percentage of completion

TCHF Thousand Swiss Francs

TEUR Thousand Euros

TUS-\$ Thousand American Dollars

Umwandlungsgesetz = German Transformation Act

UR-Nr. Urkundenrollen-Nummer = Notarial Register Number

# I. Audit Assignment

The General Assembly of 24th November 2017 of the company

# NIIT Technologies GmbH, Frankfurt am Main

(hereinafter also referred to as "Company")

chose us to be their auditors according to s.318 paragraph 1 HGB for the business year from 1<sup>st</sup> April 2017 to 31<sup>st</sup> March 2018. Thereupon, the executive board of the company engaged us to examine the **Annual Financial Statement of 31<sup>st</sup> March 2018** under inclusion of the accounting records in accordant application of s.316 and 317 HGB, and to submit a written report on the results of our examination. The letter of acceptance from 27<sup>th</sup> February 2018 has been signed by the executive board.

According to the size parameters described in s.267(1) HGB, the company is classified as a **small company limited by shares** and therefore, according to s.316 seqq. HGB, the company is under **no obligation to have an audit done**.

As the company has undergone the audit voluntarily, the examination report has been addressed to the examined company itself.

There is no legal obligation to set up Consolidated Accounts and a Group Management Report for the member group of the company, as it does not fulfil the size criterions defined in s.293 HGB.

We confirm pursuant to s.321(4)(a) HGB that we have observed the applicable regulations on independence when we were doing this audit.

The following report also includes details on the method and extent of our examination, as well as on its results. The report has been prepared according to the generally accepted reporting principles for audits of annual financial statements (IDW PS 450).

The execution of the audit and its results have been described in detail in **Parts III.** and **IV.** The unqualified auditor's opinion issued subsequent to the audit can be found in **Part V.** 

We have enclosed to our report the audited Annual Financial Report, consisting of the Balance Sheet (Schedule 1), the Profit and Loss Statement (Schedule 2) and the Annex (Schedule 3). Schedule 4 includes the assignment of the unqualified auditor's opinion.

The execution of the engagement and our responsibilities – also in relation to third parties – was based on the "General Terms of Engagement for Public Auditors and Auditing Firms from 1<sup>st</sup> January 2017", as agreed on and added as an **Schedule** to this report.

# II. Subject, Method and Extent of the Audit

Subject of our examination were the **bookkeeping** and the **annual financial statement as of 31**<sup>st</sup> **March 2018** (Schedules 1 to 3) as well as the compliance with the applicable German legal regulations for accounting and the supplementary provisions of the articles of incorporation.

The assessment of the method and the appropriateness of the **insurance cover**, particularly whether the company has taken in consideration all risks and insured them in a sufficient manner, was not subject of the annual audit.

The **responsibility** for the correctness of the bookkeeping and the annual financial statement as well as for the information presented to us is with the executive board. Our task was to assess the documentation presented by the executive board in the frame of our dutiful examination.

We have executed the **auditing procedures** – with interruptions – in the month of April 2018 in the office rooms of the company in Monheim and in our office. After that, we have completed the audit report.

Starting point for our examination was the **annual financial statement of the previous year as of 31<sup>st</sup> March 2017**, which we had examined and provided with an unqualified auditor's opinion on 12<sup>th</sup> April 2017. That annual financial statement was approved without any changes on 24<sup>th</sup> November 2017.

The **audited documents** were the accounting records, receipts, bank certificates as well as the company's files and correspondence.

During the **execution of our audit**, we followed the provisions of the commercial law pursuant to s.316 seqq. HGB and the **generally accepted auditing principles** laid down in the Examination Standards of the IDW. The goal of our auditing procedures was to enable us to assess the legal and correctness of the accounting. As for the method and extent of the auditing procedures, we have chosen the examined areas and organisation means of the accounting system under consideration of their economic significance in such a way that we would be able to disclose any false claims and violations of legal regulations – however, without specifically searching for any case of embezzlement - that could significantly affect the accurate presentation of the actual situation with regard to the company's assets, finances and earnings.

It was **neither** subject of our engagement to disclose and examine criminal actions, such as misappropriation or embezzlement, or criminal actions outside of the accounting field, nor to assess the efficiency and economy of the executive board. However, we have planned and performed the examination in such a way that we could disclose any irregularities significant for the accounting with sufficient reliability. The **responsibility for avoiding and for disclosing irregularities** is with the legal representatives of the company.

The examination was based on the **planning** of where the main emphasis should be placed throughout the examination under consideration of our preliminary assessment of the company and of the estimated effectiveness of the internal accounting control system (IKS). The estimates were mainly based on information about the legal and economic frame conditions. We were familiar with the risks of the industry, the corporate strategy and the resulting business risks from the examination of previous year's annual financial statement, from conversations with the executive board and with employees of the company, and from industry reports.

According to the risk areas determined in the course of the planning of the examination, we chose to place the **main emphasis of the examination** on:

- Review of the Percentage-of-Completion method (PoC method) with respect to contracts for work and services that continue after the date of the annual report
- Risks of using the PoC method
- Review of leasing contracts classified as "finance lease"
- Provisions
- Intrinsic value of claims
- Going concern

Starting out from an assessment of IKS, we then determined the further auditing procedures after the principles of significance and economy. The method and extent of the analytical auditing procedures as well as the random examinations of individual cases were therefore determined under consideration of the significance of the examined areas and the organisation of the accounting. We have made selected spot checks which took into account the economic significance of the individual items of the annual financial statement and enabled us to examine whether the legal regulations for accounting had been sufficiently complied with.

We have performed mainly the auditing procedures listed below:

- We have checked the additions and deductions of the tangible fixed assets and the intangible assets by means of the original invoices as well as the depreciation rates.
- We have checked the intrinsic value of shares as well as of loans to affiliated companies by means of the annual financial statement 2017 / 2018 as well as by examining the affiliated companies' business plans for 2018 / 2019.
- We have verified the actual existence of the trade accounts payable and receivable by random requests for presentation of proof showing the current balances. Further, we have checked their intrinsic value by comparing them with the open accounts at the time of the audit.
- Accounts payable and accounts receivable were verified by means of the original documents. The valuation was checked. Set-off accounts with affiliated companies were compared with each other.
- The liquid funds were verified by means of cash registers and bank account statements. Bank confirmations were obtained for the period up to 31<sup>st</sup> March 2018.
- The accruals and deferrals were made by entering the income and expense records into the books already in the course of the year. We have checked the calculation of the monthly amount. Within the frame of the plausibility check of the Profit and Loss Statement we examined whether there is a need for further adjustments.
- In the area of the reserves, we have viewed the relevant documents and checked the mathematical calculations. We have consulted lawyers.
- We have checked the Profit and Loss Statement for its plausibility, correct delimitation of the year, completeness and documentation. We have requested and viewed individual documents.
- We have checked the Notes for their completeness and compliance with the Balance Sheet as well as with the Profit and Loss Statement.

We have documented the method, extent and results of the individual auditing procedures in our exposure drafts.

The executive board and the employees assigned to support us were always ready and help-ful to provide us with any **information, explanations and evidence** requested.

The executive board confirmed in writing in the form of a customary representation letter that the accounting records and the examined annual financial statement as of 31<sup>st</sup> March 2018 include all assets, liabilities, risks and adjustments which need to be considered in a Balance Sheet, as well as all income and expenses, and that all necessary information had been given and all existing liabilities had been disclosed.

# III. Findings and Explanations to the Accounting

# 1. CORRECTNESS OF ACCOUNTING

## 1.1. ACCOUNTING RECORDS AND OTHER EXAMINED DOCUMENTATION

Our audit was based on the company's **accounting** (financial accounting and asset management accounting).

The company enters the figures after the principle of double entry financial accounting using internal EDP equipment based on the programme SAP R/3 by the company SAP AG.

The company prepares the asset management accounting and the payroll administration and processes the figures by means of the programmes supplied by SAP AG or, respectively, DATEV.

The **internal accounting control system (IKS)** which the company has established is based on regulations appropriate to the purpose and extent of the business and provides efficient control of the organisation and performance of work procedures.

The **organisation of the accounting** and the internal control system based on the dates of invoicing, allow a complete, correct, timely and orderly registration and entry of all business operations. The **account plan** is sufficiently structured, the **evidence files** are laid out clearly and easy to find. The books had been started correctly with the figures from the previous annual balance which we had checked. For the whole period of the business year, the bookkeeping has complied with the generally accepted accounting principles.

The information derived from **other examined documentation** (e.g. cost accounting, planning accounting, organisational regulations, and reporting) supported an orderly reflection of the company's situation in the accounting records and the Annual Financial Statement.

In the course of the audit, we have not found any signs of weak points in the IT-supported areas with regard to the security of the processed data.

Altogether, based on our findings, we believe that **the accounting records and other examined documentation** comply with the legal regulations, including the generally accepted accounting principles and the supplementary provisions of the articles of incorporation.

# 1.2. ANNUAL FINANCIAL STATEMENT

On the reporting date, the company is to be classified as a **small company limited by shares** within the meaning of s.267(1) HGB. The annual financial statement as of 31<sup>st</sup> March 2018 has been set up in accordance to the applicable legal regulations, including the regulations specific to the legal structure of the company and the supplementary provisions of the articles of incorporation.

The changes which were introduced by the **Accounting Directives Implementation Act** from 17<sup>th</sup> July 2015 (BiIRUG), have been taken into account.

The company has made partial use of the **easements** depending on the company size when setting up the annual financial statement (s.274a, 276 and 288 HGB).

The Balance Sheet and the Profit and Loss Statement have been properly based on the accounting records and the other examined documentation. The structure of the **Balance Sheet (Schedule 1)** follows the scheme after s.266(2) and (3) HGB and has been extended by the item "Claims from Percentage-on-Completion". The **Profit and Loss Statement (Schedule 2)** has been set up after the procedures of total costs according to s.275(2) HGB. As far as the law allows **choices for the presentation** of the Balance Sheet or the Profit and Loss Statement, the respective explanations have been mostly given in the Annex.

In the **Annex (Schedule 3)**, the company has sufficiently explained the balancing and valuation methods used for the set-up of the Balance Sheet and the Profit and Loss Statement. All legally required individual details as well as the optional information in the Annex regarding the Balance Sheet as well as the Profit and Loss Statement, are complete and correct.

Therefore, according to our findings, the annual financial statement complies with the legal regulations, including the generally accepted accounting principles and the supplementary provisions of the articles of incorporation.

#### 1.3. MANAGEMENT REPORT

The preparation of a management report has been waived of pursuant to s.264(1.4) HGB.

# 2. OVERALL RESULT OF THE ANNUAL FINANCIAL STATE-MENT

# 2.1. NOTES ON THE OVERALL RESULTS OF THE ANNUAL FINANCIAL STATEMENT

According to s.321(2.3) HGB, the audit shall state whether the **overall annual financial statement** has been prepared in accordance to the generally accepted accounting principles and whether it reflects the actual situation of the assets, finances and income situation of the company. What is to be assessed is the overall picture presented by the combination of the individual components, which are the Balance Sheet, the Profit and Loss Statement as well as the Annex.

Our examination has shown that **s.264(2) HGB** has been complied with, and that the annual financial statement has been prepared in accordance to the generally accepted accounting principles and accurately reflects the actual situation of the assets, finances and income of the company.

Part 2.2. explains how the general interpretation of the annual financial statement "in accordance to the generally accepted accounting principles" is influenced by legitimate decisions concerning the balancing and the valuation.

# 2.2. SIGNIFICANT FEATURES FOR THE ASSESSMENT

## 1. Handling of Leasing Agreements

From the report year 2008 / 2009 on, new leasing agreements are classified, according to the guidelines of the parent company, as either:

- Finance lease: or
- Operating lease.

Correspondingly - in essence, also with the fiscal leasing enactments - leasing agreements are classified as **finance lease** if this condition is present:

All and any risks and titles of the proprietor have been transferred to the lessor.

The leasing object is capitalised and depreciated. At the same time, a liability of the same amount is entered on the liabilities side. The leasing payments are divided in an interest and repayment portion. Per 31<sup>st</sup> March 2018, **no** agreements were capitalised. The leasing liabilities were valued at TEUR 0 on 31<sup>st</sup> March 2018. In the business year 2017 / 2018, **no** new leasing agreements classified as finance lease were entered into.

# IV. Rendition of the Auditor's Report and Conclusion

We have prepared the above report about the audit of the annual financial statement as of 31<sup>st</sup> March 2018 of the NIIT Technologies GmbH, Frankfurt am Main, in accordance with the legal regulations and the generally accepted reporting principles for audits of financial statements (IDW PS 450).

According to the final result of my examination, we have provided the company with an unqualified audit opinion on 11<sup>th</sup> April 2018, according to **Schedule 4**, with this wording:

"Auditor's Report

To NIIT Technologies GmbH, Frankfurt am Main

We, the auditors of HAMMER & SOZIEN Partnerschaft mbB Wirtschaftsprüfer Steuerberater, Baden-Baden, have audited the annual financial statement – consisting of the Balance Sheet, the Profit and Loss Statement and the Annex - under inclusion of the accounting records of NIIT Technologies GmbH, Frankfurt am Main, for the business year from 1<sup>st</sup> April 2017 to 31<sup>st</sup> March 2018. The correctness of the accounting records and the set-up of the annual financial statement according to the regulations of the German commercial law and the supplementary provisions of the articles of incorporation are the responsibility of the legal representatives of the company. Our task is it to express an opinion on the Annual Financial Statement, under inclusion of the accounting records, based on the audit which we have performed.

We have performed our audit of the annual financial statement in accordance to s.317 HGB under consideration of the German Standards of Auditing Practice for Annual Financial Statements, published by the Institute of German Public Auditors and Auditing Firms (IDW). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the Financial Statement is free of material misstatement and the violation of legal provisions which may influence the presentation of a company's situation with regard to its assets, finances and earnings, as shown in the annual financial statement under observation of the generally accepted accounting principles. When determining the auditing procedures, the auditor needs to consider the business activities and the economic and legal environment of the company as well as the expectations with regard to possible mistakes. Within the frame of the examination, the auditor assesses the effectiveness of the internal accounting control system as well as the accuracy of the information presented in the accounting records and the Annual Financial Statement, which is done predominantly on the basis of spot-checks.

An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the Annual Financial Statement. We believe that our audit provides a reasonable basis for our opinion.

Our examination has not led to any objections.

In our opinion, based on the findings during the audit, the annual financial statement complies with the legal provisions and the supplementary provisions of the articles of incorporation, has been set up in compliance to the generally accepted accounting principles, and presents fairly, in all material respects, the financial position of the company with regard to its assets, finances and earnings:"

Any utilisation of the above audit opinion outside of this audit report requires our prior approval. Any publication or distribution of the Financial Report in a version different from the version we have certified (including translations into other languages) requires our additional approval if our audit opinion is quoted therein or if it refers to our audit; reference is made to s.328 HGB.

Baden-Baden, on 11th April 2018

Wolfgang Hammer Wirtschaftsprüfer

Sabine Gehring Wirtschaftsprüferin **Schedules** 

# NIIT Technologies GmbH, Frankfurt am Main

## **ASSETS**

	31.03.20	18			
A. FIXED ASSETS	EUR	INR	31,03,2017		
I. Intangible assets		iiii	EUR	INR	
. Industrial property rights and similar rights and privileges as vell as licenses based on such rights and values	6,058	4,86,327	8,397	5,82,60	
II. Tangible assets					
<ol> <li>Other assets, fixtures and fittings</li> </ol>					
III. Financial assets 1. Shares in affiliate companies	45,066	36,17,886	11,755	8,15,60	
B. CURRENT ASSETS	*	()等:	Ť	6	
Accounts receivable and other assets     Trade accounts receivable     Claims from percentage of completions	11,41,139	9,16,10,615	11,66,748	8,09,53,623	
Claims against affiliated companies     Other assets	5,464 88,123	4,38,674 70,74,548	1,77,392	1,23,08,193	
	12,34,726	9,91,23,837	49,107	34,07,269	
II. Cash balance, bank deposits C. ACCOUNT ADJUSTMENTS	15,83,604	12,71,31,732	13,93,248 13,71,706	9,66,69,085 9,51,74,471	
D. CAPITALISED DEFERRED TAXES	1,18,632	95,23,763	1,29,146	89,60,680	
			•	Se3	
	29,88,086	23,98,83,545	29,14,252.80	20,22,02,516	

## PER 31st MARCH 2018

### LIABILITIES

	31.03.	31.03.2017		
	EUR	INR	EUR	INR
A. EQUITY				
I. Subscribed capital	5,37,900	4,31,82,612	5,37,900	3,73,21,65
II. Capital reserves	6,82,331	5,47,77,501	6,82,331	4,73,42,82
III. Balance Profit / balance loss	3,47,151	2,78,69,253	(13,673)	(9,48,716
	15,67,381	12,58,29,366	12,06,557	8,37,15,76
B. RESERVES				
1. Tax provisions	2,62,089	2,10,40,473	1,12,660	78,16,80
2. Other reserves	2,35,846	1,89,33,714	2,03,541	1,41,22,49
	4,97,935	3,99,74,186	3,16,201	2,19,39,29
C. LIABILITIES				
Trade accounts payable	15,663	12,57,398	17,898	12,41,82
2. Liabilities to affiliated companies	3,98,056	3,19,55,950	7,51,914	5,21,70,79
3. Other liabilities	1,29,210	1,03,72,965	1,32,822	92,15,71
thereof taxes: EUR 129,100.44				
(previous year: EUR 128,971.21)	5 40 000	4.05.00.040	0.00.004	
thereof for social security payments	5,42,929	4,35,86,313	9,02,634	6,26,28,33
EUR 0.00 (previous year: EUR 0.00)				
D. ACCRUALS AND DEFERRALS	3,79,842	3,04,93,680	4,88,861	3,39,19,11
	29,88,086	23,98,83,545	29,14,253	20,22,02,51

# Profit and Loss Statement for the period 1st April 2017 to 31st March 2018

	01.04.2017 - 31.03.2018		01.04.2016 - 3	1.03.2017
	EUR	INR	EUR	INR
1. Sales revenue	59,70,007	44,88,31,086	69,41,946	51,24,73,010
2. Other business income	64,134	48,21,630	2,33,196	1,72,15,137
	60,34,140	45,36,52,716	71,75,142	52,96,88,147
3. Material expenditures				
a) Expenses for received services	23,90,936	17,97,52,943	(30,08,760)	(22,21,14,712
4. Gross result	36,43,205	27,38,99,773	41,66,382	30,75,73,436
5. Expenses for staff				
a) Wages and salaries	(21,67,983)	(16,29,91,154)	(25, 18, 769)	(18,59,42,232
b) Social contributions and payments for old- age pension insurance and for support; thereof for old-age pension EUR 12,458.55 (Previous year: EUR 12,533.34)	(3,71,220)	(2,79,08,707)	(4,36,238)	(3,22,04,257
6. Depreciation				
a) On intangible fixed assets and tangible assets	(11,043)	(8,30,226)	(10,790)	(7,96,538
b)On current assets, as far as they exceed the				
depreciation rates customary in the company			*	-
7. Other business expenses	(5,60,755)	(4,21,58,113)	(5,15,371)	(3,80,46,092
8. Result from business operation	5,32,203	4,00,11,573	6,85,214	5,05,84,316
9. Earned interest and similar income	•			
11. Paid interest and similar expenses	(4, 104)	(3,08,562)	(4,592)	(3,38,997
12. Financial result	4,104	3,08,562	(4,592)	(3,38,997
13. Result from ordinary business operation	5,28,099	3,97,03,011	6,80,622	5,02,45,320
14. Taxes on income and profit				
Thereof deferred taxes EUR 0	(1,67,275)	(1,25,75,898)	(1,40,133)	(1,03,45,000
(Previous year: EUR 9,556)	(1,101,107)	(1,20,10,000)	(1,40,100)	(1,05,45,660
15. Annual surplus / annual deficit	3,60,824	2,71,27,113	5,40,489	3,99,00,320
16. Loss carried forward from the previous year	(13,673)	(10,27,981)	(5,54,162)	(4,09,09,728
17. Balance Loss	3,47,151	2,60,99,132	(13,673)	(10,09,408)

# Annex for the Business Year 2017 / 2018 S.284 HGB seqq.

#### A. General Information

NIIT Technologies GmbH is headquartered in Frankfurt am Main and is registered with the Commercial Register at the Frankfurt am Main Local Court with the register number HRB 96968.

The **annual financial statement** has been set up based on the legal regulations after s.238 seqq. HGB, as amended by the **Accounting Directive Implementation Act (Bil-RUG)**.

The **supplementary regulations** for publicly listed companies after s.264 HGB seqq. have been adhered to. At the reporting date, the company has a size classifying it as a **small company limited by shares** according to s.267 paragraph 1 HGB. The company has made partly use of the size-dependent easements after s.288 HGB.

# B. Information on the Balancing and Valuation Methods

The **applied balancing and valuation methods** are, by principle, based on the regulations of the commercial law and, as far as possible, of the tax law. This applies to the following principles and methods:

#### **Assets**

The intangible assets as well as the tangible assets are valued with their original cost of acquisition or production and are, if they are subject to wear and tear, reduced by the scheduled depreciation rate in accordance to their useful life. The useful life of the individual assets is estimated on the basis of the minimum values in the depreciation tables used for fiscal purposes, unless the expected useful life differs.

All assets are depreciated linearly. The depreciation of additions to the tangible assets is calculated month by month, starting with the month of the addition.

The financial assets have been also calculated with their cost of acquisition and, in the case of continuous reduction of their value, reduced by the rate of depreciation.

Accounts receivable and other assets are, by principle, shown with their nominal value. To already recognisable risks, the accounting responds with adjustments of individual values.

The liquid funds have been given with their nominal value.

The accruals and deferrals on the asset side include prepayments for future periods delimited pro rata temporis.

The item capitalised deferred taxes includes tax reliefs from tax loss carry-forwards in the amount of the expected loss account for the next five years.

#### Liabilities

The tax reserves and other reserves have been reasonably considered with recognisable risks and uncertain liabilities as well as possibly impending losses from pending transactions in mind. They have been established with their appropriate settlement amounts as necessary after reasonable economic assessment (i.e. including future increases of cost and prices).

All the liabilities have been given with their settlement rates.

The accruals and deferrals on the liabilities side include received prepayments on delimited pro rata temporis.

#### **Leasing Liabilities**

Payments under leasing agreements are generally recognised as expenses. Leasing agreements classified as **finance lease** are entered on the assets side and, at the same time, a leasing liability is entered on the liabilities side. The asset is depreciated according to its time of use. The leasing payments are split up in a repayment portion and an interest portion.

## **Asset and Liability Items**

Assets and liabilities in foreign currencies are, by principle, converted according to the mean spot foreign exchange rate on the balance date. If the remaining period is more than one year, the realisation principle - s.252(1)(4) HGB - and the historical cost principle - s.253(1) HGB - are being observed.

### C. Information on the Balance Sheet

The Balance Sheet is structured in account form according to s.266 (2) and (3) HGB.

The development of the fixed assets in the business year 2017 / 2018 is illustrated in the Table of Assets - s.268(2) HGB. It has been enclosed hereto as a Schedule.

The claims against affiliated companies are trade accounts receivable.

The **balance profit** includes losses carried forward of TEUR 14 (previous year: losses carried forward TEUR 554).

The **other reserves** are mainly for liabilities resulting from pending invoices, holiday claims, incentive payments, contributions to the employers' liability insurance association and auditing costs.

The **liabilities** include liabilities with a remaining period of up to one year in an amount of TEUR 543 (previous year: TEUR 903). The **liabilities to affiliated companies** include liabilities of TEUR 198 (previous year: TEUR 552) from trade accounts payable as well as TEUR 200 (previous year: TEUR 200) from a granted loan. The liabilities to affiliated companies in the amount of TEUR 93 (previous year: TEUR 319) are **liabilities to shareholders**.

The **other financial obligations** within the meaning of s.285(3) HGB as of 31<sup>st</sup> March 2018 amount to TEUR 103 (previous year: TEUR 110) for the upcoming business year. For the business years after that, the financial obligations amount to TEUR 86 (previous year: TEUR 113).

# D. Information on the Profit and Loss Statement

The **Profit and Loss Statement** has been set up according to s.275(2) HGB after the total cost procedure. Beside this, the company does not balance expenditures against earnings.

# E. Other Mandatory Information

On the average, the company employed 30 employees (previous year: 36) throughout the business year.

#### **Executive Board**

Throughout the past business year, the executive board was represented by:

Mr Neeraj Kumar Mathur

Senior Vice President - Head Continental Europe

(from 28 July 2017)

Mr Ashok Kumar Talwar

Merchant

Mr Satyakanta Samal

Executive Vice President - Europe

(until 28 July 2017)

The company's annual financial statement will be incorporated in the Group's Consolidated Annual Financial Statements of NIIT Technologies Limited, New Delhi/India (parent company) as of 31<sup>st</sup> March 2018 (smallest and largest consolidation circle). The Group's Consolidated Annual Financial Statements are published in India in the Companies Register of New Delhi as well as on the website NIIT.com.

# **Supplementary Report**

After the end of the financial year 2017 / 2018 no events of particular significance have occurred.

## **Appropriation of Earnings**

The annual financial report has been set up in consideration of the complete appropriation of earnings. The financial year 2017 / 2018 ends with an annual surplus in the amount of TEUR 379.

Frankfurt am Main, on 10th April 2018

The Executive Board

Neeraj Kumar Mathur

NIIT Technologies GmbH, Frankfurt am Main <u>Table of Assets as of 31st march 2018</u>

	1	3/2018 31/03/2018 INR	una .			\$21,270 \$6,421 4th,t7,630 6,058 8,397 4,86,327	2.57,718 2,08,91,172	33.29.576 3,04.159 2.47.19,002 6,058 8.397 4.86.327		000000		43,000	62,368 50.06,868 45,066	62,358 50,00,858 45,006 11,755	62,168 50,06,848 45,066 11,755
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### **Auditor's Report and Opinion**

To NIIT Technologies GmbH, Frankfurt am Main:

We, the auditors of HAMMER & SOZIEN Partnerschaft mbB Wirtschaftsprüfer Steuerberater, Baden-Baden, have audited the annual financial statement – consisting of the Balance Sheet, the Profit and Loss Statement and the Annex - under inclusion of the accounting records of NIIT Technologies GmbH, Frankfurt am Main, for the business year from 1<sup>st</sup> April 2017 to 31<sup>st</sup> March 2018. The correctness of the accounting records and the set-up of the annual financial statement according to the regulations of the German commercial law and the supplementary provisions of the articles of incorporation are the responsibility of the legal representatives of the company. Our task is it to express an opinion on the Annual Financial Statement, under inclusion of the accounting records, based on the audit which we have performed.

We have performed our audit of the annual financial statement in accordance to s.317 HGB under consideration of the German Standards of Auditing Practice for Annual Financial Statements, published by the Institute of German Public Auditors and Auditing Firms (IDW). Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the Financial Statement is free of material misstatement and the violation of legal provisions which may influence the presentation of a company's situation with regard to its assets, finances and earnings, as shown in the annual financial statement under observation of the generally accepted accounting principles. With regard to the choice of the auditing procedures, the auditor needs to consider the type of the business and the economic and legal environment of the company as well as the expectations with regard to possible mistakes. Within the frame of the examination, the auditor assesses the effectiveness of the internal accounting control system as well as the accuracy of the information presented in the accounting records and the Annual Financial Statement, which is done predominantly on the basis of spot-checks. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall presentation of the Annual Financial Statement. We believe that our audit provides a reasonable basis for our opinion.

Our examination has not led to any objections.

In our opinion, based on the findings during the audit, the annual financial statement complies with the legal provisions and the supplementary provisions of the articles of incorporation, has been set up in compliance to the generally accepted accounting principles, and presents fairly, in all material respects, the financial position of the company with regard to its assets, finances and earnings.

Baden-Baden, on 11<sup>th</sup> April 2018

Wolfgang Hammer Wirtschaftsprüfer

Sabine Gehring Wirtschaftsprüferin

# **General Engagement Terms**

for

## Wirtschaftsprüfer and Wirtschaftsprüfungsgesellschaften [German Public Auditors and Public Audit Firms] as of January 1, 2017

#### 1. Scope of application

- (1) These engagement terms apply to contracts between German Public Auditors (Wirtschaftsprüfer) or German Public Audit Firms (Wirtschaftsprüfungsgesellschaften) hereinafter collectively referred to as "German Public Auditors" and their engaging parties for assurance services, tax advisory services, advice on business matters and other engagements except as otherwise agreed in writing or prescribed by a mandatory rule.
- (2) Third parties may derive claims from contracts between German Public Auditors and engaging parties only when this is expressly agreed or results from mandatory rules prescribed by law. In relation to such claims, these engagement terms also apply to these third parties,

#### 2. Scope and execution of the engagement

- (1) Object of the engagement is the agreed service not a particular economic result. The engagement will be performed in accordance with the German Principles of Proper Professional Conduct (Grundsätze ordnungsmäßiger Berufsausübung). The German Public Auditor does not assume any management functions in connection with his services. The German Public Auditor is not responsible for the use or implementation of the results of his services. The German Public Auditor is entitled to make use of competent persons to conduct the engagement.
- (2) Except for assurance engagements (betriebswirtschaftliche Prüfungen), the consideration of foreign law requires an express written agreement.
- (3) If circumstances or the legal situation change subsequent to the release of the final professional statement, the German Public Auditor is not obligated to refer the engaging party to changes or any consequences resulting therefrom.

#### 3. The obligations of the engaging party to cooperate

- (1) The engaging party shall ensure that all documents and further information necessary for the performance of the engagement are provided to the German Public Auditor on a timely basis, and that he is informed of all events and circumstances that may be of significance to the performance of the engagement. This also applies to those documents and further information, events and circumstances that first become known during the German Public Auditor's work. The engaging party will also designate suitable persons to provide information.
- (2) Upon the request of the German Public Auditor, the engaging party shall confirm the completeness of the documents and further information provided as well as the explanations and statements, in a written statement drafted by the German Public Auditor.

#### 4. Ensuring independence

- (1) The engaging party shall refrain from anything that endangers the independence of the German Public Auditor's staff. This applies throughout the term of the engagement, and in particular to offers of employment or to assume an executive or non-executive role, and to offers to accept engagements on their own behalf.
- (2) Were the performance of the engagement to impair the independence of the German Public Auditor, of related firms, firms within his network, or such firms associated with hlm, to which the independence requirements apply in the same way as to the German Public Auditor in other engagement relationships, the German Public Auditor is entitled to terminate the engagement for good cause.

#### 5. Reporting and oral information

To the extent that the German Public Auditor is required to present results in writing as part of the work in executing the engagement, only that written work is authoritative. Drafts are non-binding. Except as otherwise agreed, oral statements and explanations by the German Public Auditor are binding only when they are confirmed in writing. Statements and information of the German Public Auditor outside of the engagement are always non-binding.

#### 6. Distribution of a German Public Auditor's professional statement

- (1) The distribution to a third party of professional statements of the German Public Auditor (results of work or extracts of the results of work whether in draft or in a final version) or information about the German Public Auditor acting for the engaging party requires the German Public Auditor's written consent, unless the engaging party is obligated to distribute or inform due to law or a regulatory requirement
- (2) The use by the engaging party for promotional purposes of the German Public Auditor's professional statements and of information about the German Public Auditor acting for the engaging party is prohibited.

#### 7. Deficiency rectification

- (1) In case there are any deficiencies, the engaging party is entitled to specific subsequent performance by the German Public Auditor. The engaging party may reduce the fees or cancel the contract for failure of such subsequent performance, for subsequent non-performance or unjustified refusal to perform subsequently, or for unconscionability or impossibility of subsequent performance, if the engagement was not commissioned by a consumer, the engaging party may only cancel the contract due to a deficiency if the service rendered is not relevant to him due to failure of subsequent performance, to subsequent non-performance, to unconscionability or impossibility of subsequent performance. No. 9 applies to the extent that further claims for damages exist.
- (2) The engaging party must assert a claim for the rectification of deficiencies in writing (Textform) [Translators Note: The German term "Textform" means in written form, but without requiring a signature] without delay Claims pursuant to paragraph 1 not arising from an intentional act expire after one year subsequent to the commencement of the time limit under the statute of limitations.
- (3) Apparent deficiencies, such as clerical errors, arithmetical errors and deficiencies associated with technicalities contained in a German Public Auditor's professional statement (long-form reports, expert opinions etc.) may be corrected also versus third parties by the German Public Auditor at any time. Misstatements which may call into question the results contained in a German Public Auditor's professional statement entitle the German Public Auditor to withdraw such statement also versus third parties. In such cases the German Public Auditor should first hear the engaging party, if practicable.

#### 8. Confidentiality towards third parties, and data protection

- (1) Pursuant to the law (§ [Article] 323 Abs 1 [paragraph 1] HGB [German Commercial Code: Handelsgesetzbuch], § 43 WPO [German Law regulating the Profession of Wirtschaftsprüfer: Wirtschaftsprüferordnung], § 203 StGB [German Criminal Code: Strafgesetzbuch]) the German Public Auditor is obligated to maintain confidentiality regarding facts and circumstances confided to him or of which he becomes aware in the course of his professional work, unless the engaging party releases him from this confidentiality obligation.
- (2) When processing personal data, the German Public Auditor will observe national and European legal provisions on data protection.

#### 9. Liability

- (1) For legally required services by German Public Auditors, in particular audits, the respective legal limitations of liability, in particular the limitation of liability pursuant to § 323 Abs. 2 HGB, apply.
- (2) Insofar neither a statutory limitation of liability is applicable, nor an individual contractual limitation of liability exists, the liability of the German Public Auditor for claims for damages of any other kind, except for damages resulting from injury to life, body or health as well as for damages that constitute a duty of replacement by a producer pursuant to § 1 ProdHaftG [German Product Liability Act: *Produkthaftungsgesetz*], for an individual case of damages caused by negligence Is limited to € 4 million pursuant to § 54 a Abs. 1 Nr. 2 WPO.
- (3) The German Public Auditor is entitled to invoke demurs and defenses based on the contractual relationship with the engaging party also towards third parties.

- (4) When multiple claimants assert a claim for damages arising from an existing contractual relationship with the German Public Auditor due to the German Public Auditor's negligent breach of duty, the maximum amount stipulated in paragraph 2 applies to the respective claims of all claimants collectively.
- (5) An individual case of damages within the meaning of paragraph 2 also exists in relation to a uniform damage arising from a number of breaches of duty. The individual case of damages encompasses all consequences from a breach of duty regardless of whether the damages occurred in one year or in a number of successive years. In this case, multiple acts or omissions based on the same source of error or on a source of error of an equivalent nature are deemed to be a single breach of duty if the matters in question are legally or economically connected to one another. In this event the claim against the German Public Auditor is limited to  $\in$  5 million, The limitation to the fivefold of the minimum amount insured does not apply to compulsory audits required by law.
- (6) A claim for damages expires if a suit is not filed within six months subsequent to the written refusal of acceptance of the indemnity and the engaging party has been informed of this consequence. This does not apply to claims for damages resulting from scienter, a culpable injury to life, body or health as well as for damages that constitute a liability for replacement by a producer pursuant to § 1 ProdHaftG. The right to invoke a plea of the statute of limitations remains unaffected.

#### 10. Supplementary provisions for audit engagements

(1) If the engaging party subsequently amends the financial statements or management report audited by a German Public Auditor and accompanied by an auditor's report, he may no longer use this auditor's report,

If the German Public Auditor has not issued an auditor's report, a reference to the audit conducted by the German Public Auditor in the management report or any other public reference is permitted only with the German Public Auditor's written consent and with a wording authorized by him.

- (2) If the German Public Auditor revokes the auditor's report, it may no longer be used. If the engaging party has already made use of the auditor's report, then upon the request of the German Public Auditor he must give notification of the revocation.
- (3) The engaging party has a right to five official copies of the report. Additional official copies will be charged separately...

#### 11. Supplementary provisions for assistance in tax matters

- (1) When advising on an individual tax issue as well as when providing ongoing tax advice, the German Public Auditor is entitled to use as a correct and complete basis the facts provided by the engaging party especially numerical disclosures; this also applies to bookkeeping engagements. Nevertheless, he is obligated to indicate to the engaging party any errors he has identified.
- (2) The tax advisory engagement does not encompass procedures required to observe deadlines, unless the German Public Auditor has explicitly accepted a corresponding engagement. In this case the engaging party must provide the German Public Auditor with all documents required to observe deadlines in particular tax assessments on such a timely basis that the German Public Auditor has an appropriate lead time.
- (3) Except as agreed otherwise in writing, ongoing tax advice encompasses the following work during the contract period:
- a) preparation of annual tax returns for income tax, corporate tax and business tax, as well as wealth tax returns, namely on the basis of the annual financial statements, and on other schedules and evidence documents required for the taxation, to be provided by the engaging party
- examination of tax assessments in relation to the taxes referred to in
   (a)
- negotiations with tax authorities in connection with the returns and assessments mentioned in (a) and (b)
- d) support in tax audits and evaluation of the results of tax audits with respect to the taxes referred to in (a)
- participation in petition or protest and appeal procedures with respect to the taxes mentioned in (a).

In the aforementioned tasks the German Public Auditor takes into account material published legal decisions and administrative Interpretations.

- (4) If the German Public auditor receives a fixed fee for ongoing tax advice, the work montioned under paragraph 3 (d) and (e) is to be remunerated separately, except as agreed otherwise in writing.
- (5) Insofar the German Public Auditor is also a German Tax Advisor and the German Tax Advice Remuneration Regulation (Steuerberatungsvergütungsverordnung) is to be applied to calculate the remuneration, a greater or lesser remuneration than the legal default remuneration can be agreed in writing (Textform).

- (6) Work relating to special individual issues for income tax, corporate tax, business tax, valuation assessments for property units, wealth tax, as well as all issues in relation to sales tax, payroll tax, other taxes and dues requires a separate engagement. This also applies to:
- work on non-recurring tax metters, e.g. in the field of estate tax, capital transactions tax, and real estate sales tax;
- support and representation in proceedings before tax and administrative courts and in criminal tax matters;
- advisory work and work related to expert opinions in connection with changes in legal form and other re-organizations, capital increases and reductions, insolvency related business reorganizations, admission and retirement of owners, sale of a business, liquidations and the like, and
- support in complying with disclosure and documentation obligations.
- (7) To the extent that the preparation of the annual sales tax return is undertaken as additional work, this includes neither the review of any special accounting prerequisites nor the issue as to whether all potential sales tax allowances have been identified. No guarantee is given for the complete compilation of documents to claim the input tax credit.

#### 12. Electronic communication

Communication between the German Public Auditor and the engaging party may be via e-mail. In the event that the engaging party does not wish to communicate via e-mail or sets special security requirements, such as the encryption of e-mails, the engaging party will inform the German Public Auditor in writing (*Textform*) accordingly.

#### 13. Remuneration

- (1) In addition to his claims for fees, the German Public Auditor is entitled to claim reimbursement of his expenses; sales tax will be billed additionally he may claim appropriate advances on remuneration and reimbursement of expenses and may make the delivery of his services dependent upon the complete satisfaction of his claims. Multiple engaging parties are jointly and severally liable.
- (2) If the engaging party is not a consumer, then a set-off against the German Public Auditor's claims for remuneration and reimbursement of expenses is admissible only for undisputed claims or claims determined to be legally binding.

#### 14. Dispute Settlement

The German Public Auditor is not prepared to participate in dispute settlement procedures before a consumer arbitration board (*Verbraucherschlichtungssfelle*) within the meaning of § 2 of the German Act on Consumer Dispute Settlements (*Verbraucherstreitbeilegungsgesetz*).

#### 15. Applicable law

The contract, the performance of the services and all claims resulting therefrom are exclusively governed by German law,  $\,$