

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



**June 30, 2015**

INR Mn.

Particulars (INR Mn)	Q1FY16	Q4FY15	QoQ%	Q1FY15	YoY%
<b>Gross Revenues</b>	<b>6,411</b>	<b>6,112</b>	<b>4.9%</b>	<b>5,776</b>	<b>11.0%</b>
Direct Cost	4,080	3,933	3.7%	3,877	5.2%
<b>Gross Profit</b>	<b>2,330</b>	<b>2,179</b>	<b>6.9%</b>	<b>1,899</b>	<b>22.7%</b>
GM%	36.4%	35.7%	70 Bps	32.9%	348 Bps
Selling / General And Administration	1,288	1,182	9.0%	1,124	14.7%
<b>SG&amp;A to Revenue %</b>	<b>20.1%</b>	<b>19.3%</b>	<b>76 Bps</b>	<b>19.5%</b>	<b>64 Bps</b>
<b>Operating Profit</b>	<b>1,042</b>	<b>997</b>	<b>4.5%</b>	<b>775</b>	<b>34.5%</b>
OM%	16.3%	16.3%	-6 Bps	13.4%	284 Bps
Depreciation and Amortization	276	242	14.2%	189	46.2%
Other Income (net)	79	(66)	NA	36	118.6%
<b>Profit Before Tax (Before exceptional items)</b>	<b>844</b>	<b>689</b>	<b>22.5%</b>	<b>621</b>	<b>36.0%</b>
PBT % (Before exceptional items)	13.2%	11.3%	190 Bps	10.8%	242 Bps
Exceptional items	-	800	NA	-	NA
<b>Profit Before Tax</b>	<b>844</b>	<b>(110)</b>	NA	<b>621</b>	<b>36.0%</b>
PBT %	13.2%	-1.8%	1498 Bps	10.8%	242 Bps
Provision for Tax	219	47	367.0%	162	35.5%
Minority Interest	40	18	119.5%	27	46.3%
<b>Profit After Tax (after Minority Int.)</b>	<b>585</b>	<b>(175)</b>	NA	<b>432</b>	<b>35.5%</b>
PAT%	9.1%	-2.9%	1200 Bps	7.5%	165 Bps
<b>EPS - INR</b>					
Basic	9.6	-2.9	NA	7.12	34.6%

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

NIIT Technologies Limited  
Consolidated Balance Sheet

June 30, 2015



INR Mn.

Particulars	As at Jun 30 2015	As at Mar 31 2015	As at Jun 30 2014	Particulars	As at Jun 30 2015	As at Mar 31 2015	As at Jun 30 2014
Equity	611	610	607	Net Block	6,784	5,579	5,103
Reserves & Surplus	13,673	12,964	13,127	Capital Work in Progress	1,420	1,203	1,256
<b>NET Worth</b>	<b>14,284</b>	<b>13,574</b>	<b>13,734</b>	<b>Current Assets</b>			
Borrowings	84	84	148	Cash and Cash Equivalen	2,624	3,375	1,951
Minority Interest	468	189	216	Debtors	6,385	6,060	6,105
				Other Current Assets	3,350	3,165	3,978
				Current Liabilities	(6,197)	(5,921)	(4,512)
				Deferred Tax Assets	470	386	217
	<b>14,836</b>	<b>13,847</b>	<b>14,098</b>		<b>14,836</b>	<b>13,847</b>	<b>14,098</b>

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

June 30, 2015

**Revenue - Reported**

INR Mn.	Q1 FY 16	Q4 FY 15	Q1 FY 15
Revenue	6,411	6,112	5,776
QoQ % Growth	4.9%	2.7%	-1.8%
Hedge Gain/(Loss)	60.5	125.5	4.7

**Other Income**

INR Mn.	Q1 FY 16	Q4 FY 15	Q1 FY 15
Income on mutual Funds / Net Interest Income	47	53	37
Difference in Exchange *	32	(118)	(1)
<b>Other Income (net)</b>	<b>79</b>	<b>(66)</b>	<b>36</b>

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

**Vertical Split**

%	Q1 FY 16	Q4 FY 15	Q1 FY 15
Banking and Financial Services	16%	15%	16%
Insurance	20%	18%	18%
Transport	37%	38%	39%
Manufacturing	6%	8%	7%
Government	5%	6%	6%
Others	16%	15%	14%

**Practice Split**

%	Q1 FY 16	Q4 FY 15	Q1 FY 15
Application Development & Management	63%	59%	62%
IP Assets	8%	9%	7%
Managed Services	16%	18%	9%
SI & PI **	8%	9%	16%
BPO	5%	5%	6%

**Geography**

%	Q1 FY 16	Q4 FY 15	Q1 FY 15
Americas	45%	44%	44%
EMEA	35%	35%	36%
ROW	20%	21%	20%

**Revenue Mix**

%	Q1 FY 16	Q4 FY 15	Q1 FY 15
ONSITE	61%	62%	63%
OFFSHORE	39%	38%	37%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

**Order Book**

\$ Mn	Q1 FY 16	Q4 FY 15	Q1 FY 15
<b>Fresh Order Intake</b>	<b>97</b>	<b>89</b>	<b>124</b>
USA	43	39	34
EMEA	31	29	27
ROW	23	21	63
<b>Executable Order Book over Next 12 Months</b>	<b>300</b>	<b>295</b>	<b>295</b>

**Client Data**

No.	Q1 FY 16	Q4 FY 15	Q1 FY 15
Repeat Business %	94%	87%	95%
<b>New client Addition:</b>			
USA	6	2	3
EMEA	3	1	1
APAC	8	1	-
India	-	1	-
<b>Total</b>	<b>17</b>	<b>5</b>	<b>4</b>

\*\* System Integration and Package Implementation

June 30, 2015

<b>DAYS</b>	<b>Q1 FY 16</b>	<b>Q4 FY 15</b>	<b>Q1 FY 15</b>
DSO	92	93	95

**Revenue Concentration**

<b>%</b>	<b>Q1 FY 16</b>	<b>Q4 FY 15</b>	<b>Q1 FY 15</b>
Top 5	35%	34%	34%
Top 10	46%	46%	48%

**Client Size**

<b>Nos</b>	<b>Q1 FY 16</b>	<b>Q4 FY 15</b>	<b>Q1 FY 15</b>
Between 1 to 5 Million	54	48	46
Between 5 to 10 Million	12	12	12
Above 10 Million	5	6	6
	<b>71</b>	<b>66</b>	<b>64</b>

**People Numbers (By Role)**

<b>Nos</b>	<b>Q1 FY 16</b>	<b>Q4 FY 15</b>	<b>Q1 FY 15</b>
Billable Personnel			
Onsite	1,855	1,785	1,834
Offshore	6,662	6,037	5,774
<b>Total</b>	<b>8,517</b>	<b>7,822</b>	<b>7,608</b>
Sales and Marketing (Excl GIS)	139	137	140
Sales and Marketing (GIS)	65	65	46
Others	507	470	488
<b>Grand Total</b>	<b>9,228</b>	<b>8,494</b>	<b>8,282</b>

**Utilization/Attrition (Excl BPO)**

<b>%</b>	<b>Q1 FY 16</b>	<b>Q4 FY 15</b>	<b>Q1 FY 15</b>
Utilization	79.5%	79.0%	78.0%
Attrition Rate	14.3%	15.8%	15.4%

**Rupee Dollar Rate**

	<b>Q1 FY 16</b>	<b>Q4 FY 15</b>	<b>Q1 FY 15</b>
Period Closing Rate	63.60	62.34	60.07
Period Average Rate	63.36	62.31	59.86

**Hedge Position**

	<b>Q1 FY 16</b>	<b>Q4 FY 15</b>	<b>Q1 FY 15</b>
USD	58.50	51.76	51.10
GBP	13.05	11.25	11.25
Euro	4.50	4.50	4.50

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

	<b>Q1 FY 16</b>	<b>Q4 FY 15</b>	<b>Q1 FY 15</b>
USD	66.42	65.57	65.44
GBP	103.49	104.60	108.05
Euro	79.33	82.76	89.70

**Revenue by Project type**

<b>%</b>	<b>Q1 FY 16</b>	<b>Q4 FY 15</b>	<b>Q1 FY 15</b>
FPP	42%	46%	43%
T&M	58%	54%	57%

**Shareholding Pattern**

<b>%</b>	<b>Q1 FY 16</b>	<b>Q4 FY 15</b>	<b>Q1 FY 15</b>
FII's	34%	33%	35%
Promoters Holding	31%	31%	31%
MFs/ FIs and Banks	17%	18%	15%
NRI's/ OCBs	1%	1%	1%
Others	17%	17%	18%