

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

December 31, 2016



INR Mn.

Particulars (INR Mn)	Ind AS					Indian GAAP				
	Q3FY17	Q2FY17	QoQ%	Q3FY16	YoY%	Q3FY17	Q2FY17	QoQ%	Q3FY16	YoY%
<b>Gross Revenues</b>	<b>6,938</b>	<b>6,929</b>	<b>0.1%</b>	<b>6,802</b>	<b>2.0%</b>	<b>6,922</b>	<b>6,913</b>	<b>0.1%</b>	<b>6,787</b>	<b>2.0%</b>
Direct Cost	4,441	4,481	-0.9%	4,265	4.1%	4,419	4,476	-1.3%	4,256	3.8%
<b>Gross Profit</b>	<b>2,497</b>	<b>2,448</b>	<b>2.0%</b>	<b>2,538</b>	<b>-1.6%</b>	<b>2,503</b>	<b>2,437</b>	<b>2.7%</b>	<b>2,532</b>	<b>-1.1%</b>
GM%	36.0%	35.3%	66 Bps	37.3%	-132 Bps	36.2%	35.3%	90 Bps	37.3%	-114 Bps
Selling / General And Administration	1,335	1,303	2.4%	1,296	3.1%	1,335	1,315	1.5%	1,296	3.1%
<b>SG&amp;A to Revenue %</b>	<b>19.2%</b>	<b>18.8%</b>	<b>43 Bps</b>	<b>19.1%</b>	<b>18 Bps</b>	<b>19.3%</b>	<b>19.0%</b>	<b>26 Bps</b>	<b>19.1%</b>	<b>18 Bps</b>
<b>Operating Profit</b>	<b>1,162</b>	<b>1,145</b>	<b>1.5%</b>	<b>1,242</b>	<b>-6.4%</b>	<b>1,169</b>	<b>1,123</b>	<b>4.1%</b>	<b>1,236</b>	<b>-5.4%</b>
OM%	16.8%	16.5%	23 Bps	18.3%	-150 Bps	16.9%	16.2%	64 Bps	18.2%	-132 Bps
Depreciation and Amortization	321	317	1.3%	308	4.4%	288	292	-1.5%	273	5.6%
Other Income (net)	59	29	105.3%	45	30.5%	45	27	69.2%	52	-12.8%
<b>Profit Before Tax (Before exceptional items)</b>	<b>900</b>	<b>856</b>	<b>5.1%</b>	<b>979</b>	<b>-8.1%</b>	<b>926</b>	<b>857</b>	<b>8.0%</b>	<b>1,015</b>	<b>-8.8%</b>
PBT % (Before exceptional items)	13.0%	12.4%	61 Bps	14.4%	-142 Bps	13.4%	12.4%	98 Bps	15.0%	-157 Bps
Exceptional items	-	-	NA	13	NA	-	-	NA	13	NA
<b>Profit Before Tax</b>	<b>900</b>	<b>856</b>	<b>5.1%</b>	<b>966</b>	<b>-6.8%</b>	<b>926</b>	<b>857</b>	<b>8.0%</b>	<b>1,002</b>	<b>-7.6%</b>
PBT %	13.0%	12.4%	61 Bps	14.2%	-123 Bps	13.4%	12.4%	98 Bps	14.8%	-138 Bps
Provision for Tax	228	213	7.0%	224	1.6%	224	207	8.2%	212	5.6%
Minority Interest	48	54	-11.0%	48	0.1%	48	54	-10.1%	48	0.6%
<b>Profit After Tax (after Minority Int.)</b>	<b>624</b>	<b>589</b>	<b>5.9%</b>	<b>694</b>	<b>-10.0%</b>	<b>654</b>	<b>596</b>	<b>9.6%</b>	<b>742</b>	<b>-11.9%</b>
PAT%	9.0%	8.5%	49 Bps	10.2%	-120 Bps	9.4%	8.6%	82 Bps	10.9%	-148 Bps
<b>EPS - INR</b>										
Basic	10.1	9.6	5.9%	11.3	-10.3%	10.6	9.7	9.6%	12.1	-12.1%

NIIT Technologies Limited  
Consolidated Balance Sheet Summary



December 31, 2016

**As per IGAAP**

INR Mn.

Particulars	As at Dec 31 2016	As at Sep 30 2016	As at Dec 31 2015	Particulars	As at Dec 31 2016	As at Sep 30 2016	As at Dec 31 2015
Equity	614	614	611	Net Block	5,353	5,601	5,599
Reserves & Surplus	16,660	16,132	15,176	Goodwill	2,261	2,297	2,492
				Capital Work in Progress	369	232	191
<b>NET Worth</b>	<b>17,274</b>	<b>16,746</b>	<b>15,788</b>	<b>Current Assets</b>			
				Cash and Cash Equivalent	5,686	4,603	3,118
Borrowings	112	114	93	Debtors	5,155	5,470	6,493
Minority Interest	793	745	572	Other Current Assets	3,438	3,589	3,303
				Current Liabilities	(4,462)	(4,534)	(4,987)
				Deferred Tax Assets	378	347	242
	<b>18,179</b>	<b>17,605</b>	<b>16,452</b>		<b>18,179</b>	<b>17,605</b>	<b>16,452</b>

**As per IndAS**

INR Mn.

Particulars	As at Dec 31 2016	As at Sep 30 2016	As at Dec 31 2015	Particulars	As at Dec 31 2016	As at Sep 30 2016	As at Dec 31 2015
Equity	614	614	611	Fixed Assets	4,738	4,878	4,811
Reserves & Surplus	16,477	15,944	15,074	Capital Work in Progress	369	232	191
				Intangible Assets	3,601	3,760	4,128
<b>NET Worth</b>	<b>17,090</b>	<b>16,558</b>	<b>15,685</b>	<b>Current Assets</b>			
				Cash and Cash Equivalent	5,686	4,603	3,118
Borrowings	112	114	93	Debtors	5,155	5,470	6,493
Deferred Tax Liability	101	137	230	Other Current Assets	3,489	3,627	3,335
Minority Interest	1,177	1,128	955	Current Liabilities	(4,558)	(4,634)	(5,113)
	<b>18,480</b>	<b>17,937</b>	<b>16,963</b>		<b>18,480</b>	<b>17,937</b>	<b>16,963</b>

December 31, 2016



**Revenue - Reported**

INR Mn	Q3FY17	Q2FY17	Q3FY16
Revenue	6,938	6,929	6,802
Hedge Gain/(Loss)	126	122	26

**Other Income**

INR Mn.	Q3FY17	Q2FY17	Q3FY16
Income on mutual Funds / Net Interest Income	65	48	51
Difference in Exchange *	(6)	(19)	(6)
<b>Other Income (net)</b>	<b>59</b>	<b>29</b>	<b>45</b>

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

**Vertical Split**

%	Q3FY17	Q2FY17	Q3FY16
Banking and Financial Services	18%	19%	17%
Insurance	24%	23%	21%
Transport	32%	33%	36%
Manf, Med & Others	26%	25%	26%

**Practice Split**

%	Q3FY17	Q2FY17	Q3FY16
Application Development & Management	67%	68%	67%
IP Assets	7%	7%	8%
Managed Services	17%	17%	16%
SI & PI **	4%	3%	4%
BPO	5%	5%	5%

**Geography**

%	Q3FY17	Q2FY17	Q3FY16
Americas	48%	49%	46%
EMEA	34%	33%	34%
ROW	18%	18%	20%

**Revenue Mix**

%	Q3FY17	Q2FY17	Q3FY16
ONSITE	60%	61%	59%
OFFSHORE	40%	39%	41%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

**Order Book**

\$ Mn	Q3FY17	Q2FY17	Q3FY16
<b>Fresh Order Intake</b>	<b>101</b>	<b>143</b>	<b>123</b>
USA	38	85	50
EMEA	51	45	55
ROW	12	13	18
<b>Executable Order Book over Next 12 Months</b>	<b>311</b>	<b>309</b>	<b>301</b>

**Client Data**

No.	Q3FY17	Q2FY17	Q3FY16
Repeat Business %	90%	92%	90%
<b>New client Addition:</b>			
USA	1	1	-
EMEA	1	2	2
APAC	1	-	2
India	-	-	-
<b>Total</b>	<b>3</b>	<b>3</b>	<b>4</b>

\*\* System Integration and Package Implementation

December 31, 2016



DAYS	Q3FY17	Q2FY17	Q3FY16
DSO	69	73	90

**Revenue Concentration**

%	Q3FY17	Q2FY17	Q3FY16
Top 5	33%	32%	33%
Top 10	44%	46%	45%

**Client Size**

Nos	Q3FY17	Q2FY17	Q3FY16
Between 1 to 5 Million	55	56	54
Between 5 to 10 Million	10	10	13
Above 10 Millin	8	8	6
	<b>73</b>	<b>74</b>	<b>73</b>

**People Numbers (By Role)**

Nos	Q3FY17	Q2FY17	Q3FY16
Billable Personnel			
Onsite	1,857	1,906	1,874
Offshore	6,180	6,203	6,910
<b>Total</b>	<b>8,037</b>	<b>8,109</b>	<b>8,784</b>
Sales and Marketing (Excl GIS)	139	141	136
Sales and Marketing (GIS)	82	76	63
Others	551	542	534
<b>Grand Total</b>	<b>8,809</b>	<b>8,868</b>	<b>9,517</b>

**Utilization/Attrition (Excl BPO)**

%	Q3FY17	Q2FY17	Q3FY16
Utilization	80.0%	81.0%	78.7%
Attrition Rate	12.6%	12.9%	13.6%

**Rupee Dollar Rate**

	Q3FY17	Q2FY17	Q3FY16
Period Closing Rate	67.97	66.95	66.20
Period Average Rate	67.45	67.03	65.63

**Hedge Position**

	Q3FY17	Q2FY17	Q3FY16
USD	65.32	65.41	58.50
GBP	13.05	13.05	13.05
Euro	4.50	4.50	4.50

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

	Q3FY17	Q2FY17	Q3FY16
USD	70.60	70.57	68.39
GBP	95.25	100.09	104.55
Euro	79.11	79.41	76.11

**Revenue by Project type**

%	Q3FY17	Q2FY17	Q3FY16
FPP	48%	46%	43%
T&M	52%	54%	57%

**Shareholding Pattern**

%	Q3FY17	Q2FY17	Q3FY16
FII's	29%	30%	32%
Promoters Holding	31%	31%	31%
MFs/ FIs and Banks	21%	20%	22%
NRIs/ OCBs	1%	1%	1%
Others	18%	18%	14%