

NIIT Technologies Limited
Consolidated Profit and Loss Statement

March 31, 2016



Particulars (INR Mn)	INR Mn.				
	Q4FY16	Q3FY16	QoQ%	Q4FY15	YoY%
Gross Revenues	6,847	6,787	0.9%	6,112	12.0%
Direct Cost	4,304	4,256	1.1%	3,933	9.4%
Gross Profit	2,543	2,532	0.4%	2,179	16.7%
GM%	37.1%	37.3%	-17 Bps	35.7%	148 Bps
Selling / General And Administration	1,282	1,296	-1.1%	1,182	8.5%
SG&A to Revenue %	18.7%	19.1%	-37 Bps	19.3%	-62 Bps
Operating Profit	1,261	1,236	2.0%	997	26.5%
OM%	18.4%	18.2%	20 Bps	16.3%	210 Bps
Depreciation and Amortization	287	273	5.4%	242	18.8%
Other Income (net)	39	52	-23.5%	(66)	NA
Profit Before Tax (Before exceptional items)	1,013	1,015	-0.2%	689	47.0%
PBT % (Before exceptional items)	14.8%	15.0%	-16 Bps	11.3%	352 Bps
Exceptional items	-	13	NA	800	-100.0%
Profit Before Tax	1,013	1,002	1.1%	(110)	NA
PBT %	14.8%	14.8%	3 Bps	-1.8%	1660 Bps
Provision for Tax	184	212	-13.3%	47	295.4%
Minority Interest	39	48	-18.2%	18	119.0%
Profit After Tax (after Minority Int.)	790	742	6.4%	(175)	NA
PAT%	11.5%	10.9%	60 Bps	-2.9%	1439 Bps
EPS - INR					
Basic	12.9	12.1	6.3%	(2.9)	NA

NIIT Technologies Limited
Annual Consolidated Income Statement



March 31, 2016

INR Mn.			
Particulars (Amount in INR Mn)	FY 16	FY 15	YoY%
Gross Revenues	26,824	23,725	13.1%
Direct Cost	16,903	15,655	8.0%
Gross Profit	9,921	8,070	22.9%
GM%	37.0%	34.0%	297 Bps
Selling / General And Administration	5,188	4,613	12.5%
SG&A to Revenue %	19.3%	19.4%	-10 Bps
Operating Profit	4,733	3,457	36.9%
OM%	17.6%	14.6%	308 Bps
Depreciation and Amortization	1,101	916	20.2%
Other Income (net)	182	18	890.5%
Profit Before Tax (Before exceptional items)	3,815	2,559	49.1%
PBT % (Before exceptional items)	14.2%	10.8%	344 Bps
Exceptional items	13	800	-98.3%
Profit Before Tax	3,801	1,759	116.1%
PBT %	14.2%	7.4%	676 Bps
Provision for Tax	832	540	54.0%
Minority Interest	170	79	116.4%
Profit After Tax (after Minority Int.)	2,800	1,141	145.4%
PAT%	10.4%	4.8%	563 Bps
EPS - INR			
Basic	45.8	18.7	144.4%

NIIT Technologies Limited
Consolidated Balance Sheet

March 31, 2016



INR Mn.

Particulars	As at Mar 31 2016	As at Dec 31 2015	As at Mar 31 2015	Particulars	As at Mar 31 2016	As at Dec 31 2015	As at Mar 31 2015
Equity	612	611	610	Net Block	8,205	8,091	5,579
Reserves & Surplus	15,296	15,176	12,964	Capital Work in Progress	167	191	1,203
NET Worth	15,907	15,788	13,574	Current Assets			
Borrowings	102	93	84	Cash and Cash Equivalent	4,241	3,118	3,375
Minority Interest	645	572	189	Debtors	5,901	6,493	6,060
				Other Current Assets	3,719	3,303	3,165
				Current Liabilities	(5,837)	(4,987)	(5,921)
				Deferred Tax Assets	259	242	386
	16,654	16,452	13,847		16,654	16,452	13,847

March 31, 2016



Revenue - Reported

INR Mn.	Q4 FY 16	Q3 FY 16	Q4 FY 15	FY16	FY15
Revenue	6,847	6,787	6,112	26,824	23,725
QoQ % Growth	0.9%	0.1%	2.7%	13.1%	2.9%
Hedge Gain/(Loss)	6	26	126	125.3	325.0

Other Income

INR Mn.	Q4 FY 16	Q3 FY 16	Q4 FY 15	FY16	FY15
Income on mutual Funds / Net Interest Income	34	26	53	151	146
Difference in Exchange *	4	26	(118)	32	(128)
Other Income (net)	39	52	(66)	183	18

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

Vertical Split

%	Q4 FY 16	Q3 FY 16	Q4 FY 15	FY16	FY15
Banking and Financial Services	19%	17%	15%	17%	15%
Insurance	21%	21%	18%	21%	18%
Transport	32%	36%	38%	35%	40%
Manufacturing	8%	9%	8%	8%	7%
Government	4%	3%	6%	4%	5%
Others	16%	14%	15%	15%	15%

Practice Split

%	Q4 FY 16	Q3 FY 16	Q4 FY 15	FY16	FY15
Application Development & Management	65%	67%	59%	65%	61%
IP Assets	8%	8%	9%	8%	9%
Managed Services	18%	16%	18%	17%	17%
SI & PI **	4%	4%	9%	5%	7%
BPO	5%	5%	5%	5%	6%

Geography

%	Q4 FY 16	Q3 FY 16	Q4 FY 15	FY16	FY15
Americas	45%	46%	44%	46%	44%
EMEA	33%	34%	35%	34%	36%
ROW	22%	20%	21%	20%	20%

Revenue Mix

%	Q4 FY 16	Q3 FY 16	Q4 FY 15	FY16	FY15
ONSITE	61%	59%	62%	59%	63%
OFFSHORE	39%	41%	38%	41%	37%
Total	100%	100%	100%	100%	100%

Order Book

\$ Mn	Q4 FY 16	Q3 FY 16	Q4 FY 15	FY16	FY15
Fresh Order Intake	120	123	89	420	425
USA	30	50	39	151	179
EMEA	61	55	29	172	103
ROW	28	18	21	97	142
Executable Order Book over Next 12 Months	301	301	295	301	295

Client Data

No.	Q4 FY 16	Q3 FY 16	Q4 FY 15	FY16	FY15
Repeat Business %	89%	90%	87%	91%	92%
New client Addition:					
USA	2	-	2	9	11
EMEA	-	2	2	7	4
APAC	2	2	1	12	2
India	-	-	-	-	2
Total	4	4	5	28	19

** System Integration and Package Implementation

March 31, 2016



DAYS	Q4 FY 16	Q3 FY 16	Q4 FY 15
DSO	80	90	93

Revenue Concentration

%	Q4 FY 16	Q3 FY 16	Q4 FY 15	FY16	FY15
Top 5	31%	33%	34%	32%	33%
Top 10	43%	45%	46%	44%	45%

Client Size

Nos	Q4 FY 16	Q3 FY 16	Q4 FY 15
Between 1 to 5 Million	51	54	48
Between 5 to 10 Million	16	13	12
Above 10 Millin	6	6	6
Total	73	73	66

People Numbers (By Role)

Nos	Q4 FY 16	Q3 FY 16	Q4 FY 15
Billable Personnel			
Onsite	1,902	1,874	1,785
Offshore	6,841	6,910	6,037
Total	8,743	8,784	7,822
Sales and Marketing (Excl GIS)	127	136	137
Sales and Marketing (GIS)	72	63	65
Others	534	534	470
Grand Total	9,476	9,517	8,494

Utilization/Attrition (Excl BPO)

%	Q4 FY 16	Q3 FY 16	Q4 FY 15
Utilization	79.0%	78.7%	79.0%
Attrition Rate	12.7%	13.6%	15.8%

Rupee Dollar Rate

	Q4 FY 16	Q3 FY 16	Q4 FY 15	FY16	FY15
Period Closing Rate	66.18	66.20	62.34	66.18	62.34
Period Average Rate	67.32	65.63	62.31	65.32	61.15

Hedge Position

	Q4 FY 16	Q3 FY 16	Q4 FY 15
USD	67.50	58.50	51.76
GBP	13.05	13.05	11.25
Euro	4.50	4.50	4.50

Average Rates for Outstanding Hedges as on:

	Q4 FY 16	Q3 FY 16	Q4 FY 15
USD	69.78	68.39	65.57
GBP	104.68	104.55	104.60
Euro	77.31	76.11	82.76

Revenue by Project type

%	Q4 FY 16	Q3 FY 16	Q4 FY 15	FY16	FY15
FPP	46%	43%	46%	45%	45%
T&M	54%	57%	54%	55%	55%

Shareholding Pattern

%	Q4 FY 16	Q3 FY 16	Q4 FY 15
FIIIs	32%	32%	33%
Promoters Holding	31%	31%	31%
MFs/ FIs and Banks	22%	22%	18%
NRIs/ OCBs	1%	1%	1%
Others	15%	14%	17%