

June 30, 2017

INR Mn.

| Particulars (INR Mn) | Q1FY18 | Q4FY17 (excl. Settlement) | Q4FY17 | QoQ% (excl. Settlement) | Q1FY17 | YoY% |
|---|--------------|---------------------------------|--------------|-------------------------------|--------------|----------------|
| Gross Revenues | 7,089 | 7,176 | 7,447 | -1.2% | 6,707 | 5.7% |
| Direct Cost | 4,577 | 4,578 | 4,625 | 0.0% | 4,356 | 5.1% |
| Gross Profit | 2,512 | 2,599 | 2,822 | -3.3% | 2,351 | 6.8% |
| GM% | 35.4% | 36.2% | 37.9% | -77 Bps | 35.1% | 38 Bps |
| Selling / General And Administration | 1,404 | 1,338 | 1,298 | 5.0% | 1,336 | 5.2% |
| SG&A to Revenue % | 19.8% | 18.6% | 17.4% | 117 Bps | 19.9% | -11 Bps |
| Operating Profit | 1,108 | 1,261 | 1,523 | -12.2% | 1,015 | 9.1% |
| OM% | 15.6% | 17.6% | 20.5% | -195 Bps | 15.1% | 49 Bps |
| Depreciation and Amortization | 316 | 312 | 312 | 1.3% | 326 | -3.0% |
| Other Income (net) | 58 | (12) | (12) | -590.3% | 83 | -30.6% |
| Profit Before Tax (Before exceptional items) | 849 | 937 | 1,199 | -9.3% | 772 | 10.0% |
| PBT % (Before exceptional items) | 12.0% | 13.1% | 16.1% | -107 Bps | 11.5% | 46 Bps |
| Exceptional items | - | - | (140) | NA | 361 | -100.0% |
| Profit Before Tax | 849 | 937 | 1,339 | -9.3% | 411 | 106.6% |
| PBT % | 12.0% | 13.1% | 18.0% | -107 Bps | 6.1% | 585 Bps |
| Provision for Tax | 295 | 125 | 265 | 134.8% | 80 | 269.2% |
| Minority Interest | 42 | 72 | 72 | -41.8% | 46 | -8.2% |
| Profit After Tax (after Minority Int.) | 513 | 739 | 1,003 | -30.7% | 285 | 79.6% |
| PAT% | 7.2% | 10.3% | 13.5% | -307 Bps | 4.3% | 297 Bps |
| EPS - INR | | | | | | |
| Basic | 8.4 | 12.0 | 16.3 | -30.6% | 4.7 | 79.0% |

NIIT Technologies Limited
Consolidated Balance Sheet



June 30, 2017

INR Mn.

| Particulars | As at June 30 2017 | As at Mar 31 2017 | As at June 30 2016 | Particulars | As at June 30 2017 | As at Mar 31 2017 | As at June 30 2016 |
|------------------------|--------------------|-------------------|--------------------|------------------------------|--------------------|-------------------|--------------------|
| Equity | 614 | 614 | 612 | Fixed Assets | 4,678 | 4,802 | 4,948 |
| Reserves & Surplus | 16,094 | 16,251 | 14,360 | Capital Work in Progress | 17 | - | 222 |
| NET Worth | 16,708 | 16,864 | 14,972 | Intangible Assets | 4,548 | 3,674 | 3,913 |
| Borrowings | 118 | 113 | 111 | Current Assets | | | |
| Deferred Tax Liability | 493 | 387 | 433 | Cash and Cash Equivalent | 6,162 | 7,321 | 4,363 |
| Minority Interest | 186 | 237 | 196 | Debtors | 5,424 | 4,903 | 5,818 |
| | | | | Other Current Assets | 2,439 | 2,976 | 2,851 |
| | | | | Current Liabilities | (4,824) | (4,764) | (5,488) |
| | | | | Future Acquisition Liability | (2,016) | (2,282) | (1,879) |
| | | | | Deferred Tax Assets | 1,075 | 971 | 963 |
| | 17,505 | 17,601 | 15,711 | | 17,505 | 17,601 | 15,711 |

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Revenue - Reported

| INR Mn | Q1FY18 | Q4FY17 | Q1FY17 |
|-------------------|--------|--------|--------|
| Revenue | 7,089 | 7,447 | 6,707 |
| Hedge Gain/(Loss) | 178 | 157 | 58 |

Other Income

| INR Mn. | Q1FY18 | Q4FY17 | Q1FY17 |
|--|-----------|-------------|-----------|
| Income on mutual Funds / Net Interest Income | 82 | 81 | 51 |
| Discounting/Fair Valuation | 3 | (26) | - |
| Difference in Exchange * | (27) | (82) | 32 |
| Other Income (net) | 58 | (28) | 83 |

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

Vertical Split

| % | Q1FY18 | Q4FY17 | Q1FY17 |
|--------------------------------|--------|--------|--------|
| Banking and Financial Services | 17% | 18% | 20% |
| Insurance | 25% | 24% | 22% |
| Transport | 29% | 31% | 32% |
| Manf, Med & Others | 27% | 25% | 23% |
| Government | 2% | 2% | 3% |

Practice Split

| % | Q1FY18 | Q4FY17 | Q1FY17 |
|--------------------------------------|--------|--------|--------|
| Application Development & Management | 66% | 66% | 66% |
| IP Assets | 6% | 6% | 7% |
| Managed Services | 18% | 17% | 18% |
| SI & PI ** | 5% | 6% | 3% |
| BPO | 5% | 5% | 5% |

Geography

| % | Q1FY18 | Q4FY17 | Q1FY17 |
|----------|--------|--------|--------|
| Americas | 49% | 48% | 48% |
| EMEA | 32% | 33% | 32% |
| ROW | 19% | 19% | 20% |

Revenue Mix

| % | Q1FY18 | Q4FY17 | Q1FY17 |
|--------------|-------------|-------------|-------------|
| ONSITE | 60% | 59% | 61% |
| OFFSHORE | 40% | 41% | 39% |
| Total | 100% | 100% | 100% |

Order Book

| \$ Mn | Q1FY18 | Q4FY17 | Q1FY17 |
|--|------------|------------|------------|
| Fresh Order Intake | 110 | 112 | 101 |
| USA | 60 | 40 | 42 |
| EMEA | 23 | 47 | 30 |
| ROW | 27 | 25 | 29 |
| Executable Order Book over Next 12 Months | 320 | 320 | 307 |

Client Data

| No. | Q1FY18 | Q4FY17 | Q1FY17 |
|-----------------------------|----------|----------|----------|
| Repeat Business % | 96% | 88% | 95% |
| New client Addition: | | | |
| USA | 5 | 1 | 2 |
| EMEA | 1 | 3 | 2 |
| ROW | 3 | 1 | - |
| Total | 9 | 5 | 4 |

** System Integration and Package Implementation

June 30, 2017

| DAYS | Q1FY18 | Q4FY17 | Q1FY17 |
|------|--------|--------|--------|
| DSO | 69 | 64 | 78 |

Revenue Concentration

| % | Q1FY18 | Q4FY17 | Q1FY17 |
|--------|--------|--------|--------|
| Top 5 | 33% | 34% | 32% |
| Top 10 | 45% | 46% | 45% |

Client Size

| Nos | Q1FY18 | Q4FY17 | Q1FY17 |
|-------------------------|-----------|-----------|-----------|
| Between 1 to 5 Million | 52 | 55 | 53 |
| Between 5 to 10 Million | 14 | 10 | 15 |
| Above 10 Millin | 6 | 8 | 6 |
| | 72 | 73 | 74 |

People Numbers (By Role)

| Nos | Q1FY18 | Q4FY17 | Q1FY17 |
|--------------------------------|--------------|--------------|--------------|
| Billable Personnel | | | |
| Onsite | 1,984 | 1,877 | 1,901 |
| Offshore | 6,164 | 6,189 | 6,374 |
| Total | 8,148 | 8,066 | 8,275 |
| Sales and Marketing (Excl GIS) | 137 | 133 | 132 |
| Sales and Marketing (GIS) | 85 | 81 | 72 |
| Others | 593 | 573 | 543 |
| Grand Total | 8,963 | 8,853 | 9,022 |

Utilization/Attrition (Excl BPO)

| % | Q1FY18 | Q4FY17 | Q1FY17 |
|----------------|---------|--------|--------|
| Utilization | 81.2% | 81.0% | 79.8% |
| Attrition Rate | 12.12 % | 12.7% | 13.4% |

Rupee Dollar Rate

| | Q1FY18 | Q4FY17 | Q1FY17 |
|---------------------|--------|--------|--------|
| Period Closing Rate | 64.62 | 64.86 | 67.52 |
| Period Average Rate | 64.51 | 67.39 | 66.38 |

Hedge Position

| | Q1FY18 | Q4FY17 | Q1FY17 |
|------|--------|--------|--------|
| USD | 65.25 | 61.74 | 65.50 |
| GBP | 13.05 | 13.05 | 13.05 |
| Euro | 4.50 | 4.50 | 4.50 |

Average Rates for Outstanding Hedges as on:

| | Q1FY18 | Q4FY17 | Q1FY17 |
|------|--------|--------|--------|
| USD | 69.05 | 70.28 | 70.44 |
| GBP | 88.27 | 91.50 | 103.90 |
| Euro | 76.43 | 77.81 | 78.74 |

Revenue by Project type

| % | Q1FY18 | Q4FY17 | Q1FY17 |
|-----|--------|--------|--------|
| FPP | 49% | 48% | 46% |
| T&M | 51% | 52% | 54% |

Shareholding Pattern

| % | Q1FY18 | Q4FY17 | Q1FY17 |
|--------------------|--------|--------|--------|
| FII's | 33% | 29% | 33% |
| Promoters Holding | 31% | 31% | 31% |
| MFs/ FIs and Banks | 20% | 22% | 20% |
| NRIs/ OCBs | 1% | 1% | 1% |
| Others | 15% | 17% | 15% |