

March 31, 2017

INR Mn.

Particulars (INR Mn)	Ind AS					
	Q4FY17	Q4FY17 (excl. Settlement)	Q3FY17	QoQ% (excl. Settlement)	Q4FY16	YoY% (excl. Settlement)
Gross Revenues	7,447	7,176	6,938	3.4%	6,863	4.6%
Direct Cost	4,625	4,578	4,441	3.1%	4,328	5.8%
Gross Profit	2,822	2,599	2,497	4.1%	2,536	2.5%
GM%	37.9%	36.2%	36.0%	22 Bps	36.9%	-73 Bps
Selling / General And Administration	1,298	1,338	1,335	0.2%	1,306	2.5%
SG&A to Revenue %	17.4%	18.6%	19.2%	-60 Bps	19.0%	-40 Bps
Operating Profit	1,523	1,261	1,162	8.5%	1,229	2.6%
OM%	20.5%	17.6%	16.8%	82 Bps	17.9%	-34 Bps
Depreciation and Amortization	312	312	321	-2.8%	305	2.5%
Other Income (net)	(12)	(12)	59	-120.1%	52	-122.5%
Profit Before Tax (Before exceptional items)	1,199	937	900	4.2%	977	-4.1%
PBT % (Before exceptional items)	16.1%	13.1%	13.0%	9 Bps	14.2%	-118 Bps
Exceptional items	(140)	-	-	NA	-	NA
Profit Before Tax	1,339	937	900	4.2%	977	-4.1%
PBT %	18.0%	13.1%	13.0%	9 Bps	14.2%	-118 Bps
Provision for Tax	265	125	228	-44.9%	122	3.1%
Minority Interest	72	72	48	50.3%	39	84.5%
Profit After Tax (after Minority Int.)	1,003	739	624	18.5%	816	-9.4%
PAT%	13.5%	10.3%	9.0%	131 Bps	11.9%	-159 Bps
EPS - INR						
Basic	16.3	12.0	10.1	18.5%	13.3	-9.7%

Particulars (INR Mn)	Indian GAAP					
	Q4FY17	Q4FY17 (excl. Settlement)	Q3FY17	QoQ% (excl. Settlement)	Q4FY16	YoY% (excl. Settlement)
Gross Revenues	7,431	7,160	6,922	3.4%	6,847	4.6%
Direct Cost	4,587	4,539	4,419	2.7%	4,304	5.5%
Gross Profit	2,844	2,621	2,503	4.7%	2,543	3.1%
GM%	38.3%	36.6%	36.2%	44 Bps	37.1%	-54 Bps
Selling / General And Administration	1,298	1,337	1,335	0.2%	1,282	4.4%
SG&A to Revenue %	17.5%	18.7%	19.3%	-61 Bps	18.7%	-6 Bps
Operating Profit	1,547	1,284	1,169	9.9%	1,261	1.9%
OM%	20.8%	17.9%	16.9%	106 Bps	18.4%	-48 Bps
Depreciation and Amortization	279	279	288	-3.0%	287	-2.8%
Other Income (net)	44	44	45	-1.7%	39	13.2%
Profit Before Tax (Before exceptional items)	1,312	1,050	926	13.4%	1,013	3.6%
PBT % (Before exceptional items)	17.7%	14.7%	13.4%	128 Bps	14.8%	-14 Bps
Exceptional items	(140)	-	-	NA	-	NA
Profit Before Tax	1,452	1,050	926	13.4%	1,013	3.6%
PBT %	19.5%	14.7%	13.4%	128 Bps	14.8%	-14 Bps
Provision for Tax	306	167	224	-25.4%	184	-9.3%
Minority Interest	72	72	48	49.5%	39	85.2%
Profit After Tax (after Minority Int.)	1,074	810	654	24.0%	790	2.6%
PAT%	14.4%	11.3%	9.4%	187 Bps	11.5%	-22 Bps
EPS - INR						
Basic	17.5	13.2	10.6	24.0%	12.9	2.2%

March 31, 2017



As per Ind AS

Particulars (Amount in INR Mn)	FY 17	FY 16	YoY%
Gross Revenues	28,021	26,879	4.2%
Direct Cost	17,904	16,953	5.6%
Gross Profit	10,117	9,926	1.9%
GM%	36.1%	36.9%	-82 Bps
Selling / General And Administration	5,272	5,223	0.9%
SG&A to Revenue %	18.8%	19.4%	-62 Bps
Operating Profit	4,845	4,703	3.0%
OM%	17.3%	17.5%	-21 Bps
Depreciation and Amortization	1,277	1,211	5.5%
Other Income (net)	159	174	-8.9%
Profit Before Tax (Before exceptional items)	3,727	3,667	1.6%
PBT % (Before exceptional items)	13.3%	13.6%	-34 Bps
Exceptional items	221	13	1579.4%
Profit Before Tax	3,506	3,654	-4.0%
PBT %	12.5%	13.6%	-108 Bps
Provision for Tax	785	784	0.1%
Minority Interest	220	170	29.4%
Profit After Tax (after Minority Int.)	2,501	2,700	-7.4%
PAT%	8.9%	10.0%	-112 Bps
EPS - INR			
Basic	40.8	44.2	-7.7%

As per IGAAP

INR Mn.

Particulars (Amount in INR Mn)	FY 17	FY 16	YoY%
Gross Revenues	27,958	26,824	4.2%
Direct Cost	17,815	16,903	5.4%
Gross Profit	10,143	9,921	2.2%
GM%	36.3%	37.0%	-71 Bps
Selling / General And Administration	5,283	5,188	1.8%
SG&A to Revenue %	18.9%	19.3%	-44 Bps
Operating Profit	4,860	4,733	2.7%
OM%	17.4%	17.6%	-26 Bps
Depreciation and Amortization	1,150	1,101	4.5%
Other Income (net)	187	182	2.5%
Profit Before Tax (Before exceptional items)	3,897	3,815	2.2%
PBT % (Before exceptional items)	13.9%	14.2%	-28 Bps
Exceptional items	221	13	1579.4%
Profit Before Tax	3,676	3,801	-3.3%
PBT %	13.1%	14.2%	-102 Bps
Provision for Tax	820	832	-1.4%
Minority Interest	220	170	29.4%
Profit After Tax (after Minority Int.)	2,637	2,800	-5.8%
PAT%	9.4%	10.4%	-101 Bps
EPS - INR			
Basic	43.0	45.8	-6.1%

NIIT Technologies Limited
Consolidated Balance Sheet



March 31, 2017

As per IndAS

INR Mn.

Particulars	As at Mar 31 2017	As at Dec 31 2016	As at Mar 31 2016	Particulars	As at Mar 31 2017	As at Dec 31 2016	As at Mar 31 2016
Equity	614	614	612	Fixed Assets	4,802	4,738	5,070
Reserves & Surplus	16,251	16,477	15,114	Capital Work in Progress	-	369	167
				Intangible Assets	3,674	3,601	3,956
NET Worth	16,864	17,090	15,725	Current Assets			
				Cash and Cash Equivalent	7,321	5,686	4,241
Borrowings	113	112	102	Debtors	4,903	5,155	5,901
Deferred Tax Liability	387	479	434	Other Current Assets	2,976	2,812	3,077
Minority Interest	237	1,177	193	Current Liabilities	(4,764)	(4,558)	(5,083)
				Future Acquisition Liability	(2,282)	-	(1,745)
				Deferred Tax Assets	971	1,055	871
	17,601	18,858	16,455		17,601	18,858	16,455

March 31, 2017



Revenue - Reported

INR Mn	Q4FY17	Q3FY17	Q4FY16	FY17	FY16
Revenue	7,447	6,938	6,863	28,021	26,879
Hedge Gain/(Loss)	157	126	6	463	125

Other Income

INR Mn.	Q4FY17	Q3FY17	Q4FY16	FY17	FY16
Income on mutual Funds / Net Interest Income	81	64	48	246	141
Discounting/Fair Valuation	(10)	1	79	(8)	-
Difference in Exchange *	(82)	(6)	4	(79)	33
Other Income (net)	(12)	59	131	159	174

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

Vertical Split

%	Q4FY17	Q3FY17	Q4FY16	FY17	FY16
Banking and Financial Services	18%	18%	19%	19%	17%
Insurance	24%	24%	21%	23%	21%
Transport	31%	32%	32%	32%	35%
Manf, Med & Others	25%	24%	24%	23%	23%
Government	2%	2%	4%	3%	4%

Practice Split

%	Q4FY17	Q3FY17	Q4FY16	FY17	FY16
Application Development & Management	66%	67%	65%	67%	65%
IP Assets	6%	7%	8%	7%	8%
Managed Services	17%	17%	18%	18%	17%
SI & PI **	6%	4%	4%	4%	5%
BPO	5%	5%	5%	5%	5%

Geography

%	Q4FY17	Q3FY17	Q4FY16	FY17	FY16
Americas	48%	48%	45%	48%	46%
EMEA	33%	34%	33%	33%	34%
ROW	19%	18%	22%	19%	20%

Revenue Mix

%	Q4FY17	Q3FY17	Q4FY16	FY17	FY16
ONSITE	59%	60%	61%	60%	59%
OFFSHORE	41%	40%	39%	40%	41%
Total	100%	100%	100%	100%	100%

Order Book

\$ Mn	Q4FY17	Q3FY17	Q4FY16	FY17	FY16
Fresh Order Intake	112	101	120	457	420
USA	40	38	30	205	151
EMEA	47	51	61	173	172
ROW	25	12	28	78	97
Executable Order Book over Next 12 Months	320	311	301	320	301

Client Data

No.	Q4FY17	Q3FY17	Q4FY16	FY17	FY16
Repeat Business %	88%	90%	89%	91%	91%
New client Addition:					
USA	1	1	2	5	9
EMEA	3	1	-	8	7
APAC	-	1	2	1	12
India	1	-	-	1	-
Total	5	3	4	15	28

** System Integration and Package Implementation

March 31, 2017



DAYS	Q4FY17	Q3FY17	Q4FY16
DSO	64	69	80

Revenue Concentration

%	Q4FY17	Q3FY17	Q4FY16	FY17	FY16
Top 5	34%	33%	31%	33%	32%
Top 10	46%	44%	43%	45%	44%

Client Size

Nos	Q4FY17	Q3FY17	Q4FY16
Between 1 to 5 Million	55	55	51
Between 5 to 10 Million	10	10	16
Above 10 Millin	8	8	6
	73	73	73

People Numbers (By Role)

Nos	Q4FY17	Q3FY17	Q4FY16
Billable Personnel			
Onsite	1,877	1,857	1,902
Offshore	6,189	6,180	6,841
Total	8,066	8,037	8,743
Sales and Marketing (Excl GIS)	133	139	127
Sales and Marketing (GIS)	81	82	72
Others	573	551	534
Grand Total	8,853	8,809	9,476

Utilization/Attrition (Excl BPO)

%	Q4FY17	Q3FY17	Q4FY16
Utilization	81.0%	80.0%	79.0%
Attrition Rate	12.7%	12.6%	12.7%

Rupee Dollar Rate

	Q4FY17	Q3FY17	Q4FY16	FY17	FY16
Period Closing Rate	64.86	67.97	66.18	64.86	66.18
Period Average Rate	67.39	67.45	67.32	67.08	65.32

Hedge Position

	Q4FY17	Q3FY17	Q4FY16
USD	61.74	65.32	67.50
GBP	13.05	13.05	13.05
Euro	4.50	4.50	4.50

Average Rates for Outstanding Hedges as on:

	Q4FY17	Q3FY17	Q4FY16
USD	70.28	70.60	69.78
GBP	91.50	95.25	104.68
Euro	77.81	79.11	77.31

Revenue by Project type

%	Q4FY17	Q3FY17	Q4FY16	FY17	FY16
FPP	48%	48%	46%	48%	45%
T&M	52%	52%	54%	52%	55%

Shareholding Pattern

%	Q4FY17	Q3FY17	Q4FY16
FII's	29%	29%	32%
Promoters Holding	31%	31%	31%
MFs/ FIs and Banks	22%	21%	22%
NRIs/ OCBs	1%	1%	1%
Others	17%	18%	15%