NIIT Technologies

Investor & Analyst Meet

Mumbai June 7th, 2016

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Financial Summary: FY2016

Consolidated Revenues at Rs 26,824 Mn

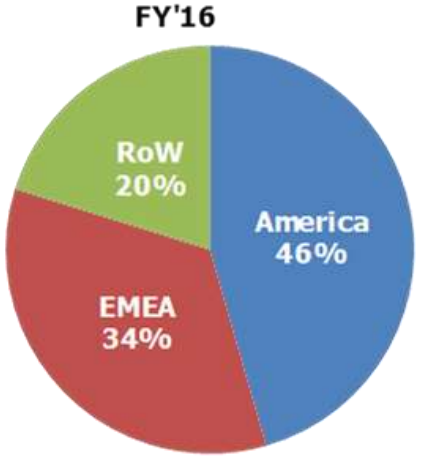
- Up 13.1% YoY
- Constant currency revenues 11.5% during the year

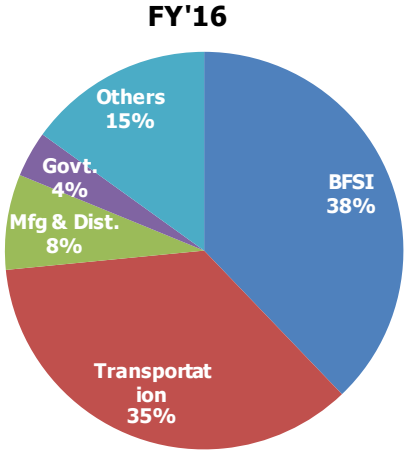
Operating profits at Rs 4,733 Mn

- Up 36.9% YoY
- Operating Margins at 17.6%, Up 308 bps

Net Profits at Rs 2,800 Mn

- Up 145.4% YoY
- Net Margins at 10.4%
- EPS at Rs. 45.8





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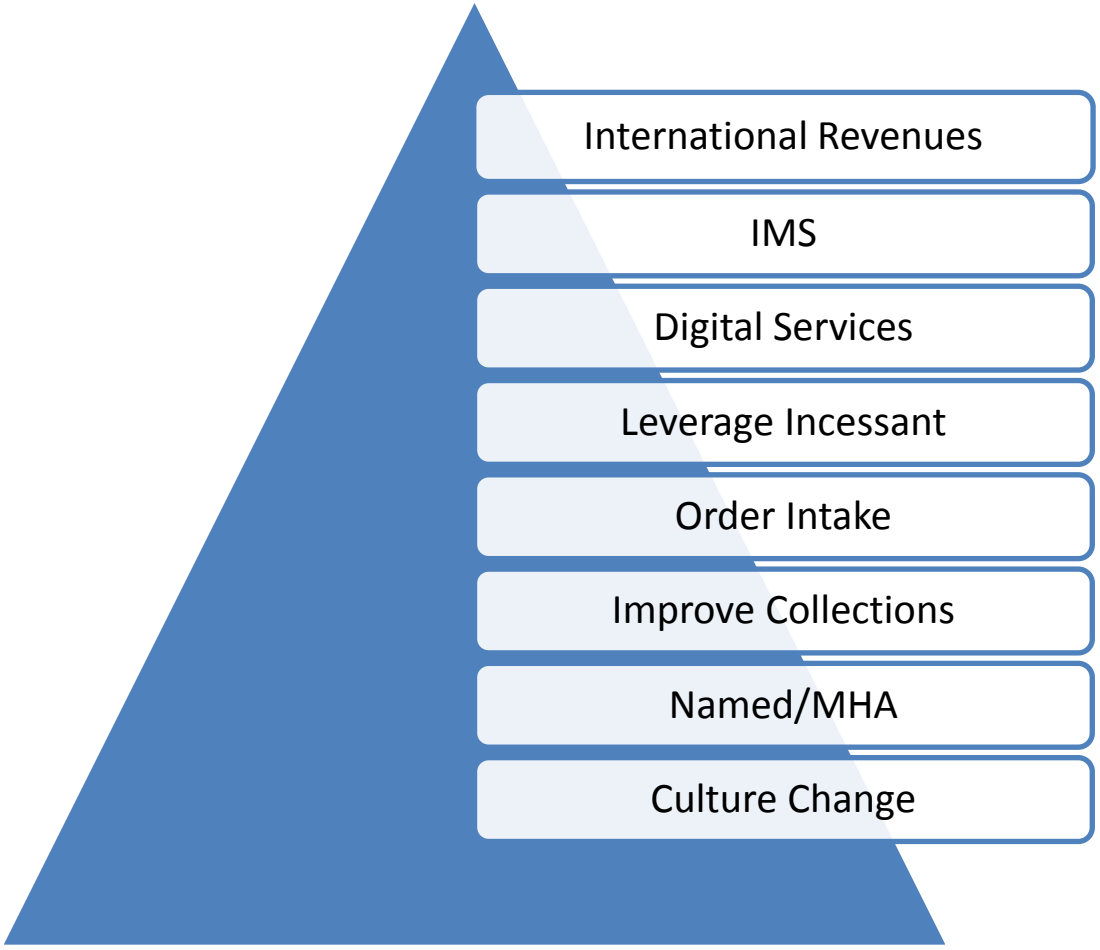
NIIT Technologies Corporate Agenda



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Executing against the Corporate Agenda

Agenda	Key Actions	Performance
International Revenues	• US Full Potential Program • New Leadership in Europe • Refreshed Insurance products	• International revenues grew by 17.1% in FY16
IMS	• Partner ecosystem to deliver cloud led agile infrastructure	• Several large deals secured in FY16 • 17% of total revenues
Digital Services	• Launched as new Business Unit • Acquired Digital Integration capability	• 15% of total revenues
Leverage Incessant	• Grow BFSI • Grow US	• BFSI grew by 29% in FY16 • Opened new accounts in US leveraging Incessant capabilities
Order Intake	• Large Deals • Renewals in key accounts	• Q3/Q4FY16 OI run-rate – $120 mn+ • Several new large deals
Improve Collections	• Focus on Collections from Govt contracts	• DSO improved by 13 days from 93 days in FY15 to 80 days in FY16
Named/MHA acquisition	• Sales and Marketing Transformation	• 28 new logos acquired in FY16
Culture Change	• New Ideas, More Value • Uplifting Service	• Ideas Generated – 4,786, Ideas Implemented – 1,086

Major Domestic Programs enter O&M phase

Project	State	Contract Date	RAG Status
CCTNS	TN	31-Dec-11	
CCTNS	Jharkhand	31-Dec-11	
CCTNS	UP	31-Mar-12	
CCTNS	Odisha	30-Nov-12	
CCTNS	Uttarakhand	30-Jun-13	
CCTNS	Puducherry	31-Dec-13	
MPIRGS	MP	04-Jan-13	
CFMS	AP/TS	22-Feb-13	
AAI	All India	28-Mar-13	
MSTD	Maharashtra	30-Sep-14	

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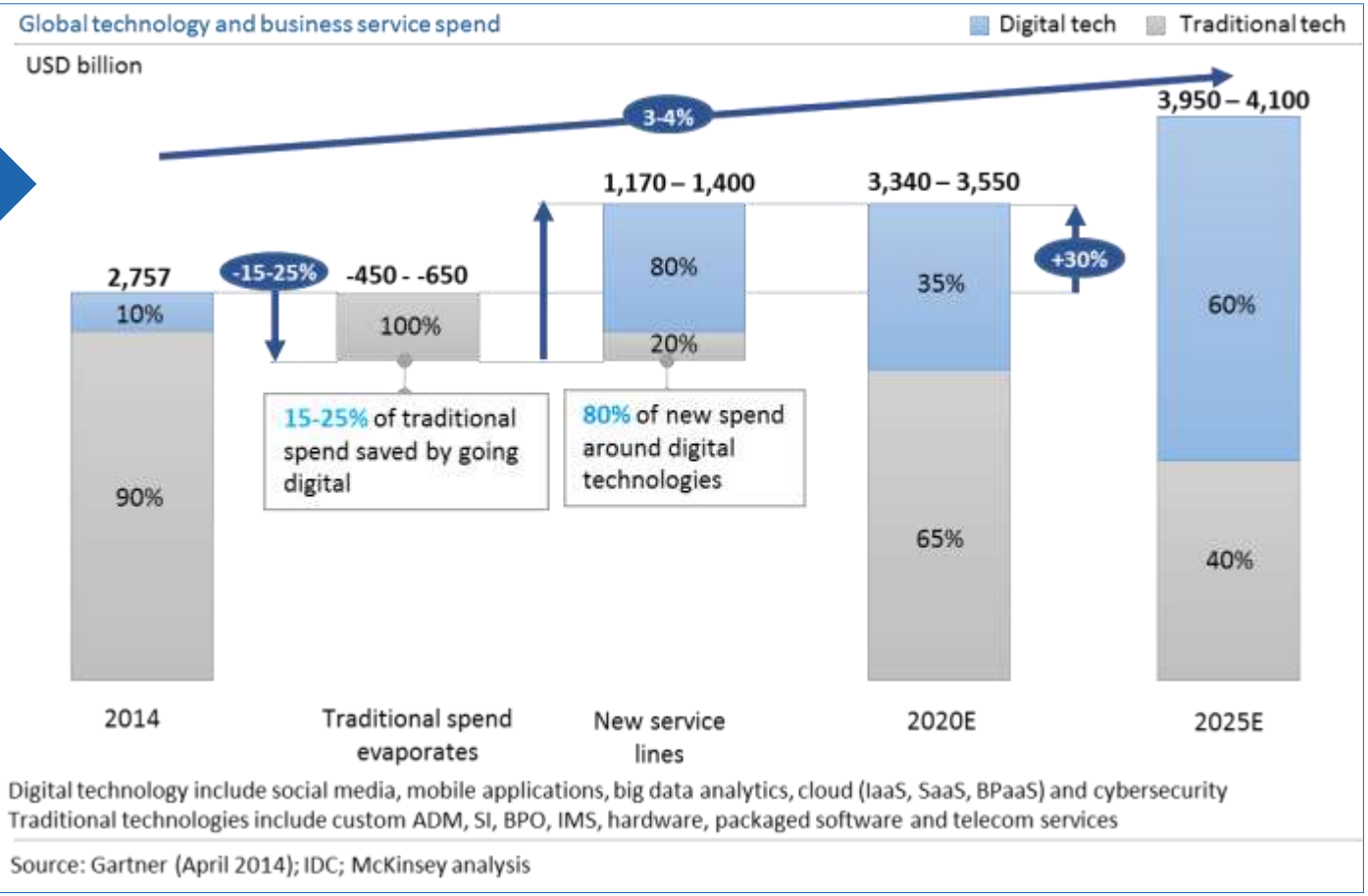
Global Industry Trends

Global technology & business service enterprise spend likely to touch USD 4 trillion by 2015; 60% driven by digital technologies



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15-25% Traditional Spend will Evaporate by 2020
New Opportunities in Digital

NIIT technologies
New Ideas, More Value.™

Key Spend Drivers

Physical to Digital Channel
90 % transactions

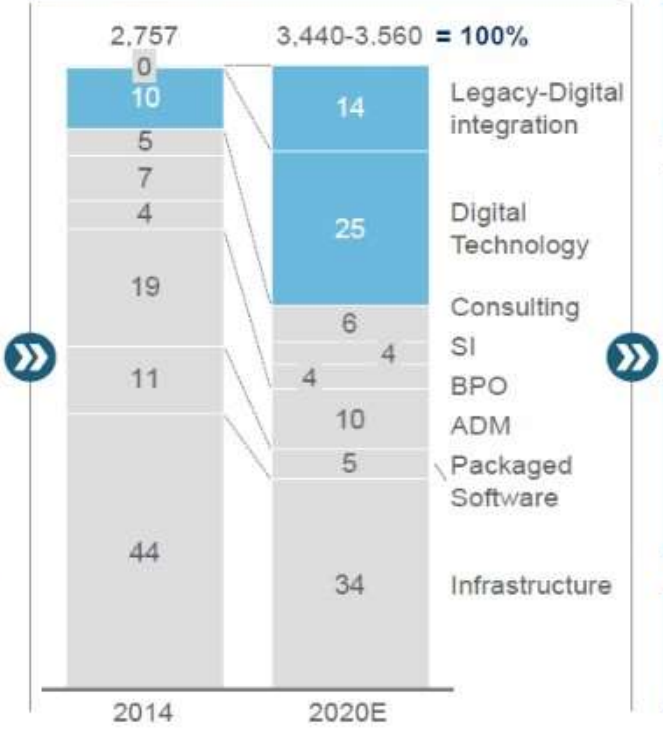
Cloud
50-60 % workloads

Process Automation
85 % processes automated and/or digitized (from 30 % currently)

Big data/analytics
2-3x increase in automated decision through Big data

Global Enterprise IT Spend

US$ billion, Percent



Implications

Infrastructure
15-20 % reduction led by shared platforms

Packaged Software
30-35 % reduction driven by 4x increase in SaaS products

Traditional AM
25-35 % reduction through lean and automation

Traditional BPO
Flat in terms of % share

Opportunities

SaaS
4x increase in apps

Mobile/Online
90% transactions

Big Data / Analytics
4x increase driven by micro use cases

Legacy-Digital integration
$0.1-$1 for every **$1** Digital investment

IoT
20% Y-o-Y growth in software and sensors

1 Digital Technologies include Social Media, Mobile Applications, Big Data/Analytics, Cloud (IaaS, SaaS, BPaaS) and Cyber Security

SOURCE: Gartner (April 2014); IDC; McKinsey analysis; Team analysis

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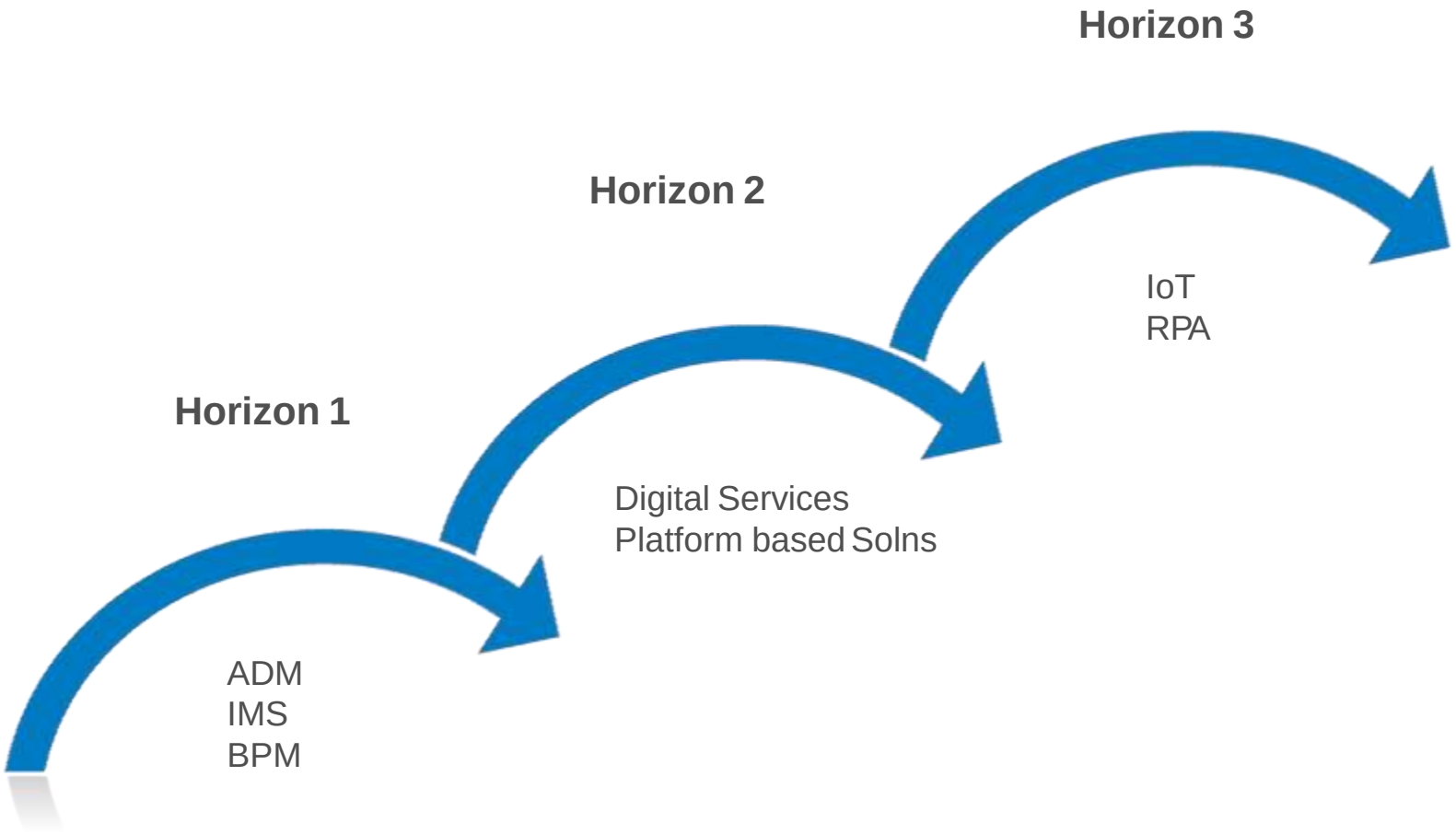
NIIT Technologies Strategic Horizon



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The NIIT Technologies Edge

Smart IT

Automation (Excelerate)

Uplift Service

Culture Change

Scale Digital

Emotionally Empathetic Experience (E3)

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Excelerate: NIIT Tech Enterprise Automation Platform

Development Automation

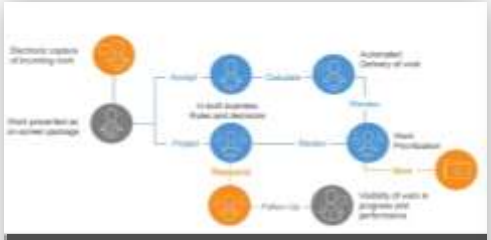
Test Automation

Smart Maintenance

Infrastructure Automation

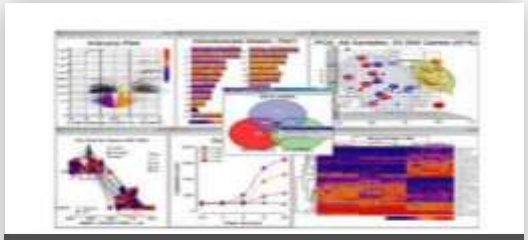
Intelligent Service Desk

Automated Monitoring & Performance Management



Intelligent Business Processes

Robotic Process Automation



Data Management

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Digital E3 (Emotionally Empathetic Experiences)

Travel & Transportation
Feel Special

Insurance
Cared For

(Investment) Banking
Appropriate Returns

Media
Personalized

(Auto) Manufacturing
Awesome Lifecycle Experience

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Delivering Digital E3

Improve Omni-channel Experience	Analytics: Reduce Churn, Increase Revenues, Reduce Risk	New Thinking, New Business Models

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Delivering Digital E3

New Thinking, New Business Models

#3 Experience Innovation

Intelligent Agents

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Delivering “Digital How’s” is A Team Activity

together everyone
TEAM
achieves more

World Class Partner Ecosystem

Strategic

sitecore · Adobe · Artificial Solutions · Pega Pegasystems Inc. · BACKBASE · Microsoft · Xamarin

Execution

apigee · cloudera · MuleSoft · Salesforce · ORACLE · SAP

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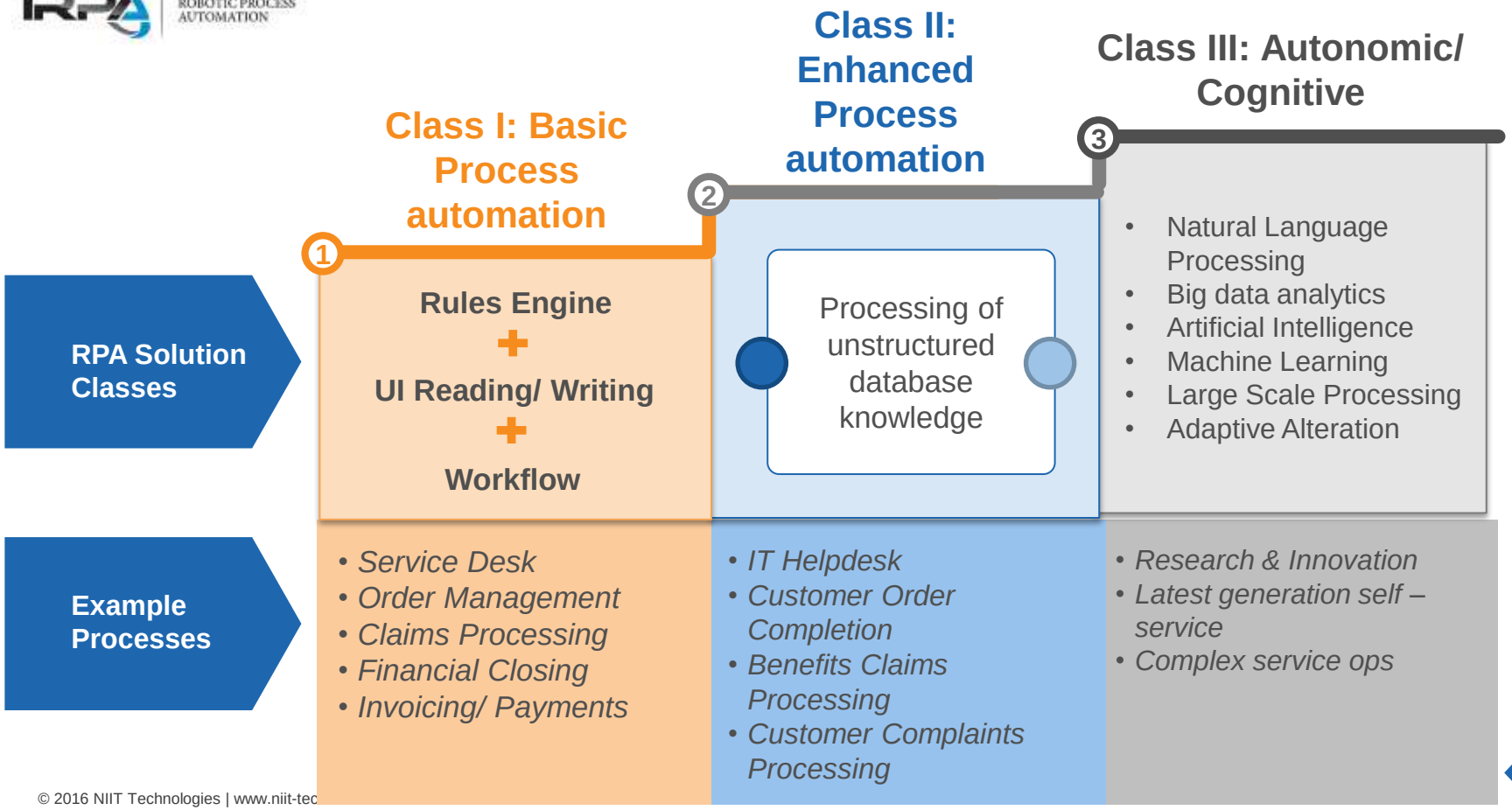
Robotic Process Automation

"Robotic process automation (RPA) *is the application of technology that allows employees in a company to configure computer software or a "robot" to capture and interpret existing applications for processing a transaction, manipulating data, triggering responses and communicating with other digital systems"*

INSTITUTE FOR ROBOTIC PROCESS AUTOMATION



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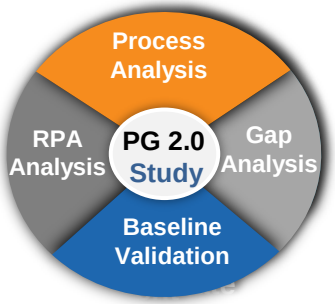
NIIT Technologies RPA Framework

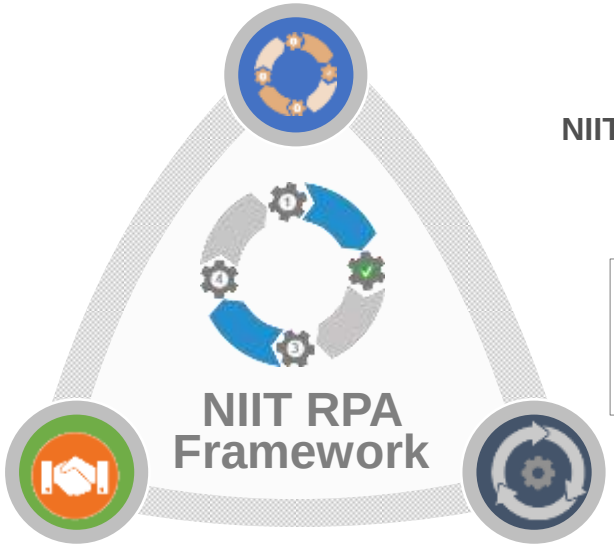


Proprietary **"ProcessGym℠"** methodology to identify the processes or part of processes that can be automated using Robots

Identify

NIIT Technologies Intelligent Automation Framework

- Specialist Technology Integrator
- Relationship with multiple vendors to provide RPA Technology



Industry leading Solutions

Implement

NIIT Technologies Robust RPA Delivery Methodology

Manual Process

Virtual Workforce

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RPA Case Studies Snapshot

Process	Process Overview	Benefits Delivered
Slip Entry	The process involves post underwriting support which includes Risk entries and endorsements on the system	• Maintaining TAT of <8 hours across all LOB's • 30% reduction in FTE's
ACAT	Free Asset Movement Group keeps track of where transfers are within the transfer process.	• Reduced Turn-Around Time • 100% accuracy
GMO	Cash payments team makes payments/ disbursements in relation to requests sent by the Trust Operations team	• 40% AHT reduction • Faster data processing with 100% accuracy
Agent change	The process involves changing an insurance agent for a client.	• 30% reduction in FTE • Reduced TAT with improved accuracy score
Ad-Order Entry	The process involves creation, change & cancellation of Ad-order tickets from various locations.	• Reduced AHT and 24 X7 operations • Cost reduction by 50%
Gross Data Report	Shows case last day dispositions on call file. This report is created every day before dialing.	• Accurate data availability for better dialer list configuration • Improved productivity by 15%

Acknowledgements

World's Top Performing IT Stock
Bloomberg Global IT Services index Dec 2015

Investor Comm. Award
RB Technology – Emerging Corporates category

Among Top Vendors in Enterprise Mobility Innovation category Blueprint Report by HfS Research

"Leader" in NelsonHall's NEAT
for Digital Transformation Services

Ranked #5 for Cust. Sat. in UK
by Whitelane Research and PA Consulting Group

Listed in 50 Best IT- BPM Company to Work for
by 'Great Place To Work® Institute 2015

Among Top 5 Large organizations in IT-BPM
by "Great Place To Work® Institute"

Talent Management Award
by Asia Pacific HRM Congress'

HR Technology Leader Award
by Business World HR Excellence

Among 100 Best Places to Work in IT
and ranked No. 23 among small organizations by Computerworld

Outsourcing Contract of the Year
by National Outsourcing Association (NOA) for partnership with Morris Communications

Skills Development Program of the Year
at National Awards for Excellence in Outsourcing by Asia Outsourcing Congress

E-Governance Initiative of the Year Award
by ASSOCHAM

Best Service Provider Award
from DB Systel

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New Ideas, More Value.™

Thank You

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Important Note

Certain statements in this Presentation are forward-looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in IT services including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies / entities in which we have made strategic investments, withdrawal of governmental fiscal incentives, political instability, legal restrictions on raising capital or acquiring companies and unauthorized use of our intellectual property and general economic conditions affecting our industry. The company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the company.

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