NIIT Technologies Limited Consolidated Profit and Loss Statement

December 31, 2016



INR Mn.

			Ind AS				Indian GAAP			
Particulars (INR Mn)	Q3FY17	Q2FY17	QoQ%	Q3FY16	YoY%	Q3FY17	Q2FY17	QoQ%	Q3FY16	YoY%
Gross Revenues	6,938	6,929	0.1%	6,802	2.0%	6,922	6,913	0.1%	6,787	2.0%
Direct Cost	4,441	4,481	-0.9%	4,265	4.1%	4,419	4,476	-1.3%	4,256	3.8%
Gross Profit	2,497	2,448	2.0%	2,538	-1.6%	2,503	2,437	2.7%	2,532	-1.1%
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%
SG&A to Revenue %	19.2%	18.8%	43 Bps	19.1%	18 Bps	19.3%	19.0%	26 Bps	19.1%	18 Bps
Operating Profit	1,162	1,145	1.5%	1,242	-6.4%	1,169	1,123	4.1%	1,236	-5.4%
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) Profit Before Tax (Before exceptional	59	29	105.3%	45	30.5%	45	27	69.2%	52	-12.8%
items)	900	856	5.1%	979	-8.1%	926	857	8.0%	1,015	-8.8%
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
Profit Before Tax	900	856	5.1%	966	-6.8%	926	857	8.0%	1,002	-7.6%
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%
Profit After Tax (after Minority Int.)	624	589	5.9%	694	-10.0%	654	596	9.6%	742	-11.9%
PAT%	9.0%	8.5%	49 Bps	10.2%	-120 Bps	9.4%	8.6%	82 Bps	10.9%	-148 Bps
EPS - INR										
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 Summay





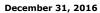
As per IGAAP INR Mn.

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
NET Worth	17,274	16,746	15,788	Current Assets			
				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
	18,179	17,605	16,452		18,179	17,605	16,452

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
NET Worth	17,090	16,558	15,685	Current Assets			
				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)
	18,480	17,937	16,963		18,480	17,937	16,963

NIIT Technologies Limited Financial and Operational Metrics





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)
Other Income (net)	59	29	45

^{*} 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

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%	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

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%	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%
Total	100%	100%	100%

Order Book

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

Client Data

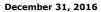
CHEIR Data			
No.	Q3FY17	Q2FY17	Q3FY16
Repeat Business %	90%	92%	90%
New client Addition:			
USA	1	1	-
EMEA	1	2	2
APAC	1	-	2
India	-	-	-
Total	3	3	4

^{**} System Integration and Package Implementation

NIIT Technologies Limited

Q3FY17

NIIT Technologies Limited Financial and Operational Metrics





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
	73	74	73

People Numbers (By Role)

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

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

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

NIIT Technologies Limited Q3FY17