Financial Performance – Q4FY16

May 6, 2016

Agenda

- Financial Highlights
- Business Update
- Financial Statements
  - Income Statement
  - Balance Sheet
- Business Analysis

Financial Highlights – Q4FY16

- Consolidated Revenues at Rs 6,847 Mn
  - Up 12% YoY, 0.9% QoQ
  - Constant currency revenues are flat during the quarter

- Operating profits at Rs 1,261 Mn
  - Up 2% QoQ, Up 26.5% YoY
  - Operating Margins at 18.4%, up 20 bps QoQ, up 210 bps YoY

- Net profit at INR 790 Mn
  - Up 6.4% QoQ
  - Other income of 39 Mn
  - ETR at 18.2%

- Order intake of $120 Mn

Financial Highlights - FY16

- 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% (LY 4.8%)
  - EPS at Rs. 45.8 (LY 18.7)

- Order intake of $420 Mn

Business Highlights for Q4FY16

- BFSI up 6% QoQ, Contributes 40% (LQ 38%)
  - Ramp up in top accounts in US and APAC
  - 1 New Customer Added in US

- Transport down 8.2% QoQ, Contributes 32% (LQ 36%)
  - Ramp down in top accounts in EMEA
  - 1 New Customer Added in US

- Manufacturing/Distt. Down 7.1% QoQ, Contributes 8% (LQ 9%)
  - Go-live in Siam City Cement in Q3
  - 1 New Customer Added in APAC

- Government up 6.1% QoQ, Contributes 3.6% (LQ 3.4%)
  - CCTNS UP goes live
  - Major milestones signed off in MSTD

Acknowledgements during the Quarter

- Secured Best Service Provider Award from ICT Subsidiary of German Railways
- Conferred with the ‘RB Investor Communication’ award in the “Technology – Emerging Corporates” category
- NIIT Technologies wins HRO Today Services and Technology Awards 2016 for Excellence in Business Partnership in US

Consolidated Qtrly Income Statement

Particulars (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

- Revenues and Operating Margins are up by 0.9% and 2% (QoQ) respectively.
- Increase in PAT due to improved OM and lower tax rate.

Annual Income Statement

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%

- Operating margins improved due to increased business from International geos

Balance Sheet

INR Mn.

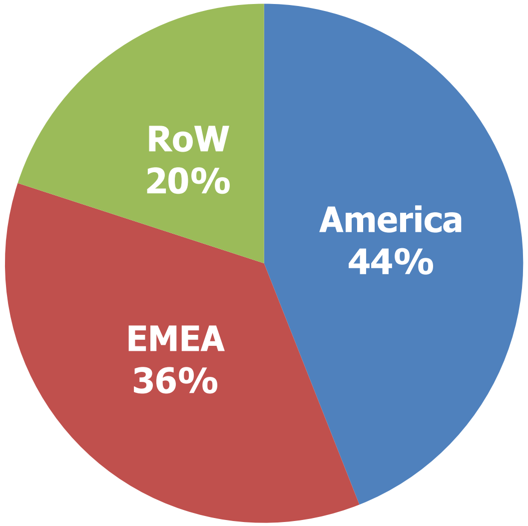
Particulars	As at Mar 31 2016	As at Dec 31 2015	As at Mar 31 2015	Particulars	As at Mar 31 2016	As at Dec 31 2015	As at Mar 31 2015
Equity	612	611	610	Net Block	8,205	8,091	5,579
Reserves & Surplus	15,296	15,176	12,964	Capital Work in Progress	167	191	1,203
				Current Assets			
NET Worth	**15,907**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

- Reserves and Surplus up 2332 Mn over PY (Profit INR 2800 Mn, Dividend and Dividend tax of INR 714 Mn)
- Minority up by 456 Mn over PY due to 51% stake in Incessant

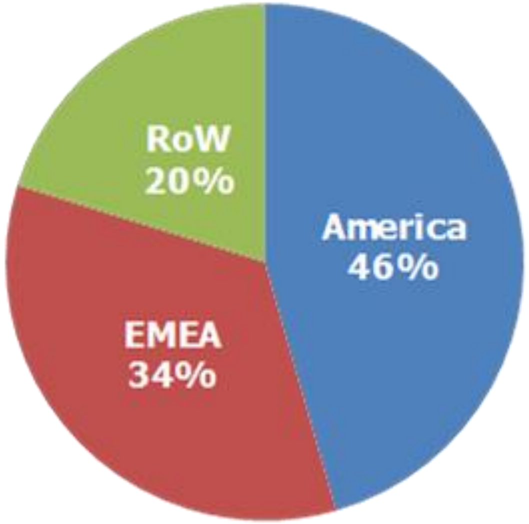
- Cash and Bank Balances up by INR 866 Mn over PY and up INR 1123 Mn over LQ
- DSO – 80 days
- Capex during the Qtr – INR 425 Mn including GNIDA spend of INR 167 Mn and project related capex of 170 Mn

Geography Mix

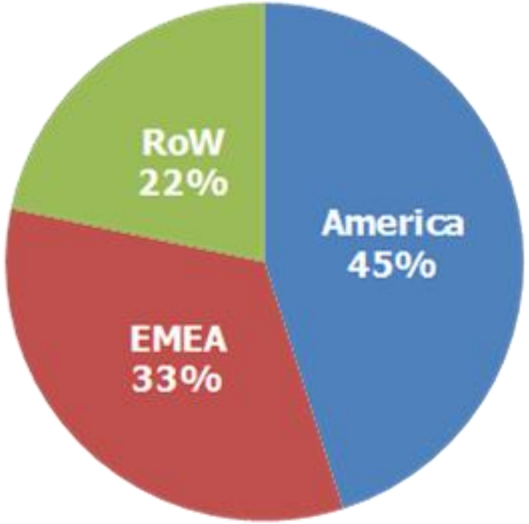
FY'15



FY'16



Q4 FY'16



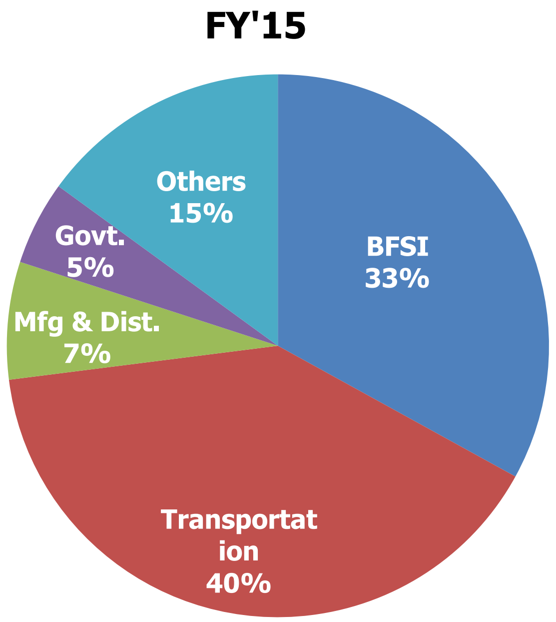
FY16

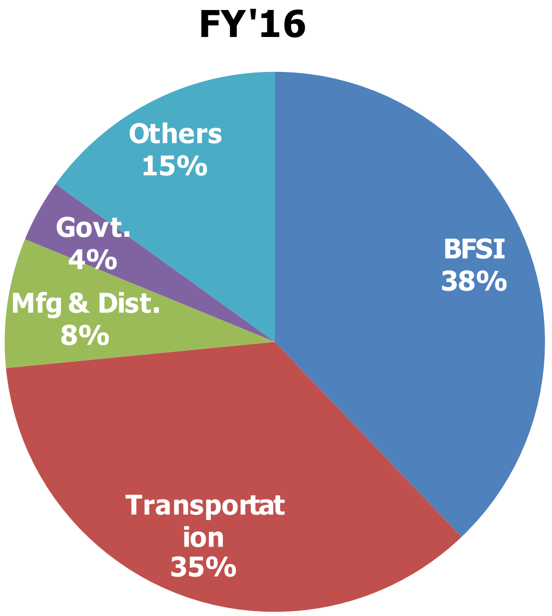
- Growth in International Geos

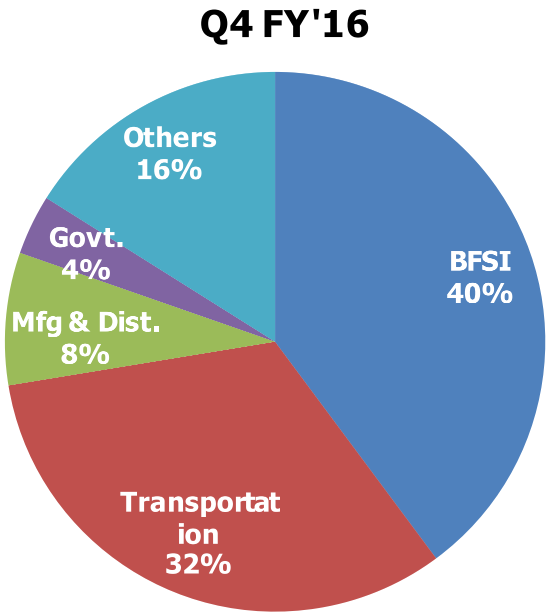
Q4 FY16

- Growth in ROW
- Marginal decline in EMEA

Vertical Mix



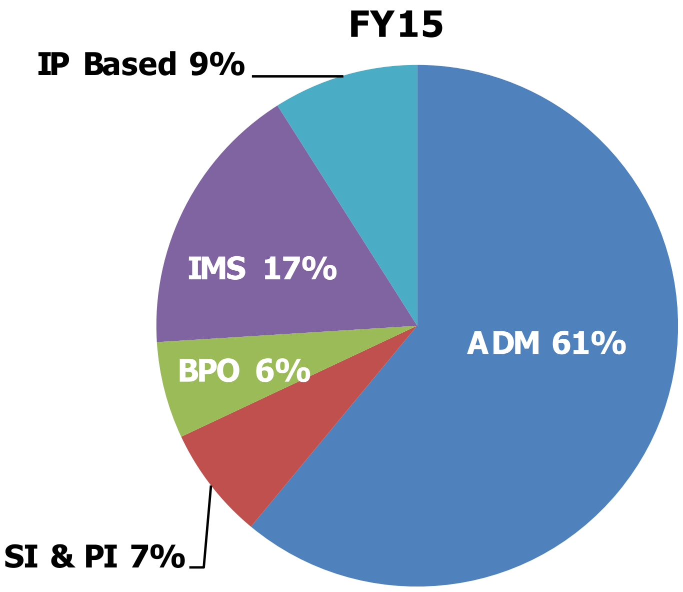


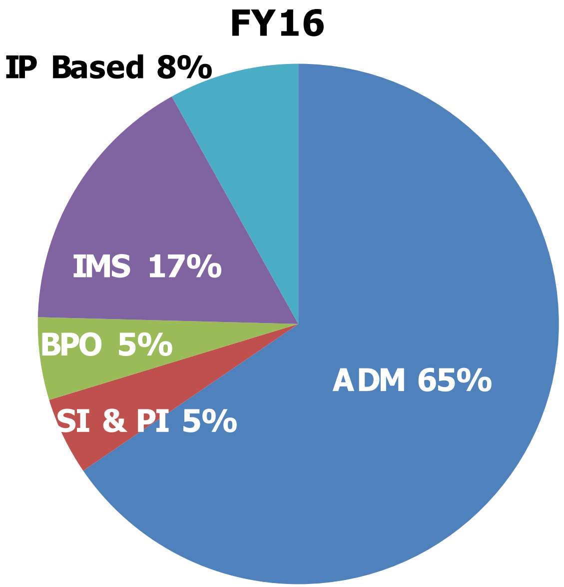


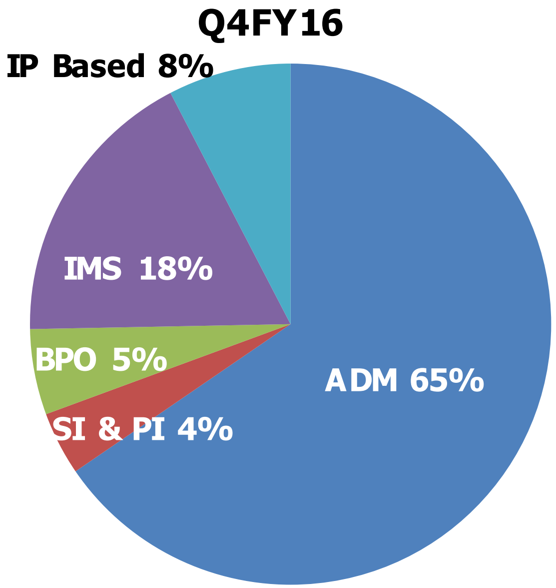
FY16
- Strong growth in BFSI
- TTL remained flat

Q4 FY16
- Growth in BFSI
- Decline in TTL in EMEA

Service Mix







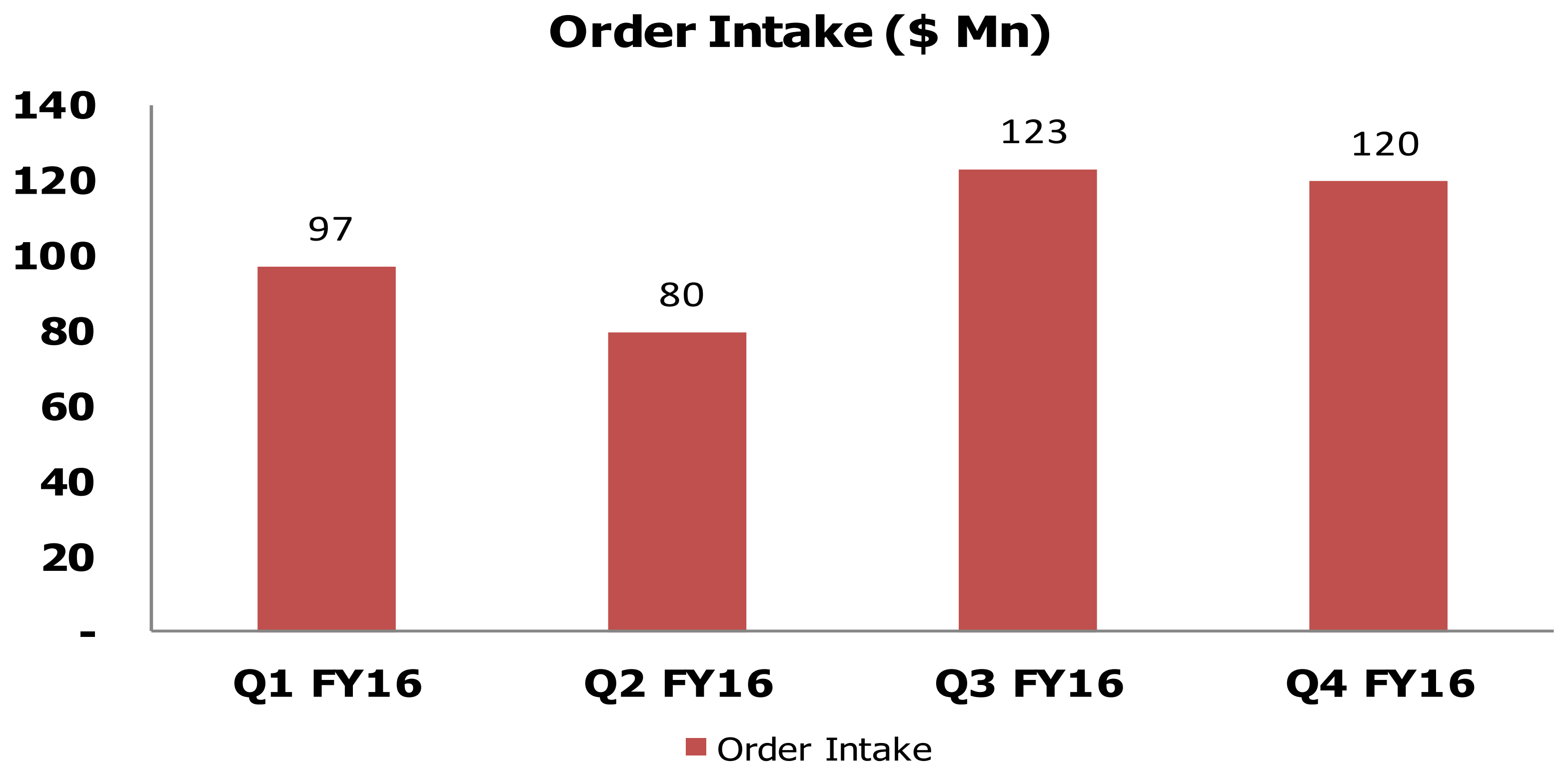
FY16

- Strong Growth in ADM due to higher Digital revenues
- Digital revenues at 15%

Q4 FY16

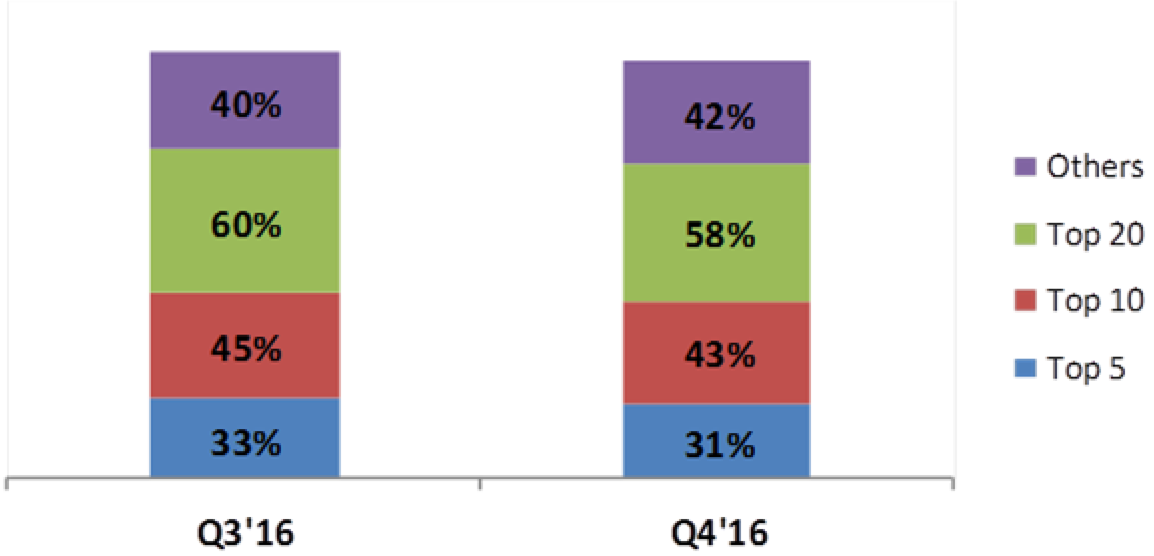
- Decline in ADM revenues due to decline in T&T in EMEA
- Growth in IMS
- Digital revenues at 16%

Order Intake



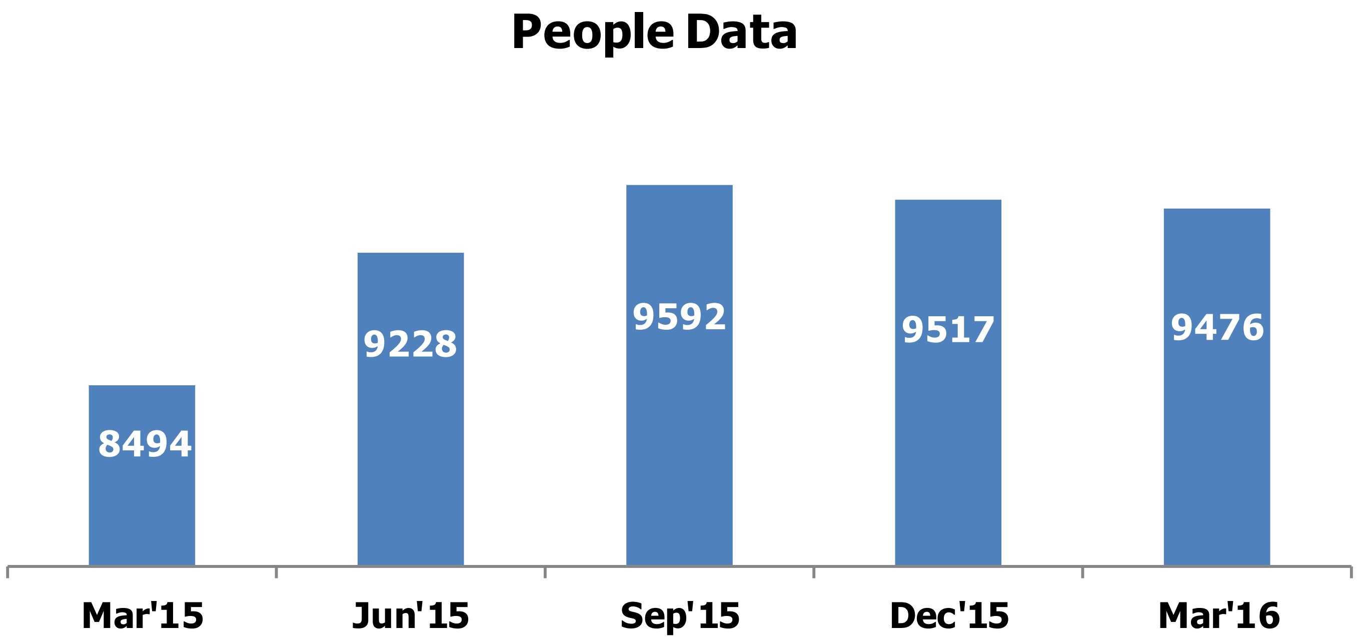
- 4 new customers added: 1 in Insurance, 1 in Travel and 1 in Manufacturing/Distt., 1 in OTH
- $120 Mn order intake in the quarter leading to $301 Mn of firm business executable over next 12 months
- Geographical breakdown of order intake – US (30 Mn), EMEA (61 Mn), ROW (29 Mn)

Top Client Mix



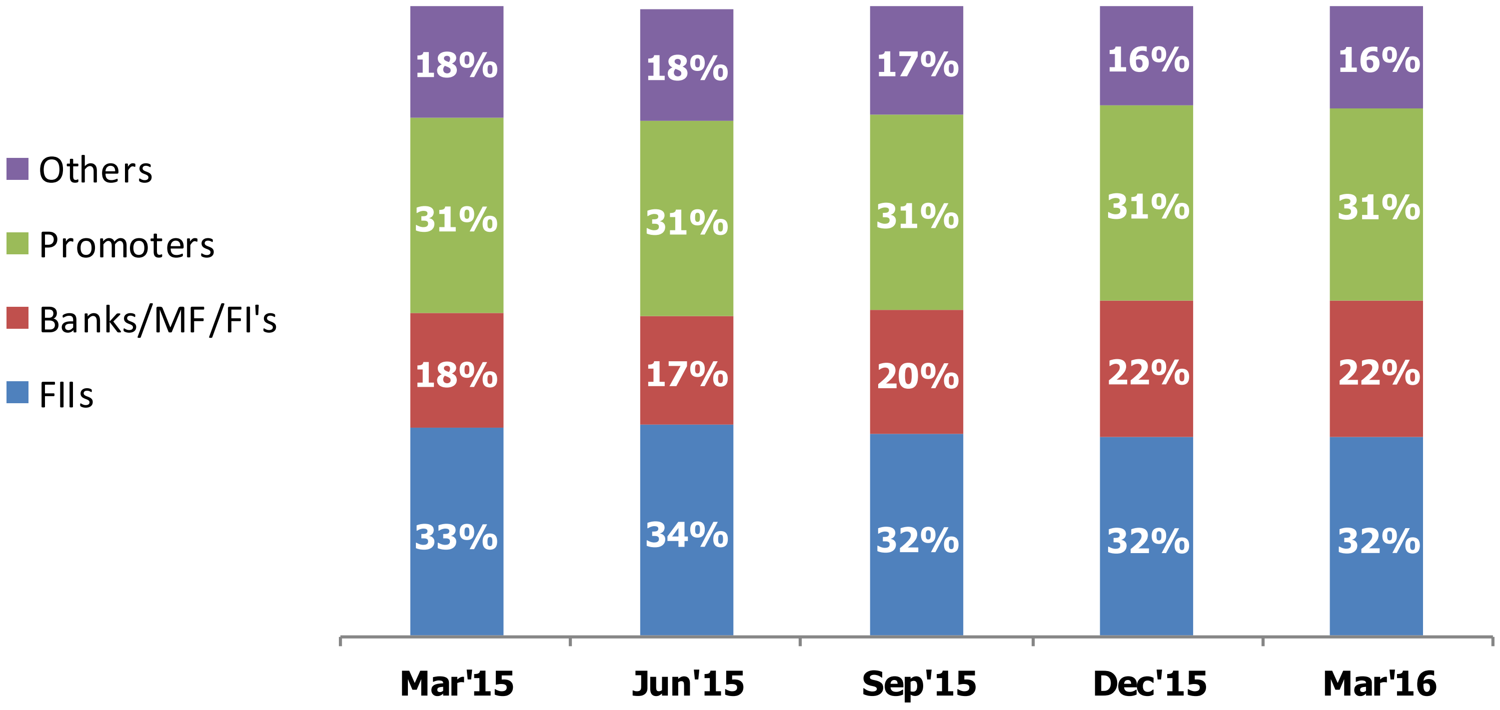
MM $ Clients	73	73

People Resources



	Mar'15	Jun'15	Sep'15	Dec'15	Mar'16
Net Additions	435	734	364	-75	-41
Attrition%	15.75%	14.31%	13.73%	13.61%	12.73%
Utilization	79.00%	79.50%	79.70%	78.70%	79.00%

Shareholding Pattern



Thank You