

May 04, 2018

The Secretary
Bombay Stock Exchange Limited
Corporate Relationship Department
1st Floor, New Trading Ring,
Rotunda Building
Phiroze Jeejeebhoy Towers, Dalal Street,
Mumbai-400 001

The Secretary
National Stock Exchange of India Ltd.
Exchange Plaza
5th Floor, Plot no C/1, G Block
Bandra Kurla Complex
Bandra (East)
Mumbai 400 051.

Dear Sir,

Sub.: Outcome of Board Meeting – May 04, 2018

Standalone and Consolidated Audited financial results for the quarter and year ended March 31, 2018, Statutory Audit Report & Fact Sheet with declaration by the Company on un-modified opinion by Statutory Auditors of the Company for the Financial Year ended March 31, 2018

Pursuant to the provisions contained in Regulation 33 of the Securities & Exchange Board of India (Listing Obligations & Disclosure Requirements) Regulations, 2015 and all amendments thereto, we wish to inform you that the Board of Directors at their meeting held today, May 4, 2018 have approved the audited Standalone and Consolidated Financial Results for the quarter/financial year ended March 31, 2018. Please find enclosed the following documents in this regard:

- a. Audited Standalone and Consolidated Financial Results for the quarter/financial year ended March 31, 2018 under IND-AS, along with Fact Sheet & Presentation;
- b. Statutory Audit Report issued by the S R Batliboi & Associates LLP, Statutory Auditors of the Company with unmodified opinion on the financial results of the Company for the quarter/year ended March 31, 2018.

Further, we would like to confirm that, the Statutory Auditors of the Company have issued Audit Reports with un-modified opinion on these financial results pursuant to Regulation 33(3)(d) of Securities & Exchange Board of India (Listing Obligations & Disclosure Requirements), Regulations, 2015 as amended vide Securities & Exchange Board of India (Listing Obligations & Disclosure Requirements) Amendment Regulations, 2016 vide notification no. SEBI/LAD-NRO/GN/2016-17/001 dated May 25, 2016 and Circular No. Cir/CFD/CMD/56/2016 dated May 27, 2016.

You are requested to take the same on your records.

For **NIIT Technologies Limited**

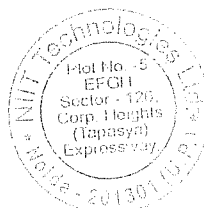
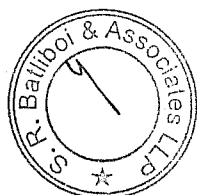

Lalit Kumar Sharma
Company Secretary & Legal Counsel

NIIT Technologies Ltd.

H-7, Sector 63, Noida - 201301, India. Tel: +91 (120) 4285000/200, Fax: +91 (120) 4285333. www.niit-tech.com
Registered Office: 8, Balaji Estate, First Floor, Guru Ravidas Marg, Kalkaji, New Delhi - 110019, Tel: +91 (11) 41675000
CIN:L65993DL1992PLC048753

Rs in Mn

Standalone Financial Results						
	Particulars	3 Months ended 31 March 2018 [Refer note 8]	3 Months ended 31 December 2017	Corresponding 3 Months ended 31 March 2017 [Refer note 8]	Accounting Year Ended 31 March, 2018	Previous Year ended 31 March, 2017
		(Audited)	(Unaudited)	(Unaudited)	(Audited)	
	(1)	(2)	(3)	(4)	(5)	(6)
I	Revenue from Operations	4,102	4,122	4,585	16,459	15,951
II	Other Income	143	27	83	1,157	338
III	Total	4,245	4,149	4,668	17,616	16,289
IV	Expenditure					
	a) Purchases of stock- in- trade	15	24	6	210	43
	b) Changes in inventories of stock- in- trade	-	-	-	-	-
	c) Employee benefits expense	2,420	2,549	2,360	9,946	9,365
	d) Finance Costs	25	14	11	70	36
	e) Depreciation and amortization expense	202	197	226	825	909
	f) Other expenses	1,143	857	1,126	3,804	3,747
	g) Total	3,805	3,641	3,729	14,855	14,100
V.	Profit before exceptional items and tax (III-IV)	440	508	939	2,761	2,189
VI	Exceptional items	-	-	(140)	-	221
VII	Profit before Tax (V-VI)	440	508	1,079	2,761	1,968
VIII	Tax Expense					
	- Current tax	144	118	238	631	531
	- Deferred tax	(65)	(5)	(24)	(132)	(212)
IX	Profit for the period from continuing operations (VII-VIII)	361	395	865	2,262	1,649
X	Other Comprehensive Income					
A.	(i) Items that will not be reclassified to profit or loss	-	14	34	14	(10)
	(ii) Income tax relating to items that will not be reclassified to profit or loss	-	(5)	(12)	(5)	3
B.	(i) Items that will be reclassified to profit or loss	(491)	63	148	(368)	372
	(ii) Income tax relating to items that will be reclassified to profit or loss	102	(18)	(55)	69	(103)
	Total	(389)	54	115	(290)	262
XI	Total comprehensive income for the period (Comprising Profit and other comprehensive income for the period)	(28)	449	980	1,972	1,911
XII	Paid up Equity Share Capital (Face Value of Rs 10 each, fully paid)	615	614	614	615	614
XIII	Earnings Per Share					
	Basic	5.87	6.43	14.11	36.83	26.90
	Diluted	5.82	6.39	14.09	36.60	26.84

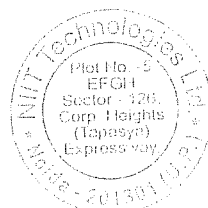
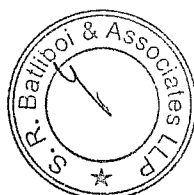


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Statement of Assets and Liabilities

Rs in Mn

Particulars	Standalone	
	Audited As at March 31,2018	Audited As at March 31,2017
Non-current assets		
Property, plant and equipment	4,240	4,501
Capital work in progress	7	-
Goodwill	21	21
Other Intangible assets	379	419
Financial assets		
Trade receivables	53	78
Investments	4,455	3,458
Other Financial Assets	151	128
Deferred Tax Assets	935	687
Other Non - Current assets	122	113
Total Non-current Assets	10,363	9,405
Current Assets		
Financial assets		
Investments	2,982	2,383
Trade receivables	2,506	2,079
Cash and cash equivalents	662	576
Bank balances other than above	15	14
Other financial assets	354	651
Current tax assets	462	500
Other current assets	505	527
Total current assets	7,486	6,730
Total Assets	17,849	16,135
EQUITY AND LIABILITIES		
Equity		
Equity share capital	615	614
Other equity		
Reserves and Surplus	14,154	12,511
Other Reserves	(30)	269
Total Equity	14,739	13,394
Liabilities		
Non- current liabilities		
Financial Liabilities		
Borrowings	174	210
Provisions	707	660
Other non-current liabilities	31	-
Total non- current liabilities	912	870
Current liabilities		
Financial Liabilities		
Borrowings	-	28
Trade payables	804	542
Other financial liabilities	269	165
Provisions	359	459
Other current liabilities	766	677
Total current liabilities	2,198	1,871
Total liabilities	3,110	2,741
Total Equity and Liabilities	17,849	16,135



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Auditor's Report on Quarterly Financial Results and Year to Date Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

To
Board of Directors of
NIIT Technologies Limited

1. We have audited the accompanying statement of quarterly standalone financial results of NIIT Technologies Limited ('the Company') for the quarter ended March 31, 2018 and for the year ended March 31, 2018], attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016. The quarterly standalone financial results are the derived figures between the audited figures in respect of the year ended March 31, 2018 and the published year-to-date figures up to December 31, 2017, being the date of the end of the third quarter of the current financial year, which were subject to limited review. The standalone financial results for the quarter ended March 31, 2018 and year ended March 31, 2018 have been prepared on the basis of the standalone financial results for the nine-month period ended December 31, 2017, the audited annual standalone Ind AS financial statements as at and for the year ended March 31, 2018, and the relevant requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, which are the responsibility of the Company's management and have been approved by the Board of Directors of the Company. Our responsibility is to express an opinion on these standalone financial results based on our review of the standalone financial results for the nine-month period ended December 31, 2017 which was prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard (Ind AS) 34 Interim Financial Reporting, specified under Section 133 of the Companies Act 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India; our audit of the annual standalone Ind AS financial statements as at and for the year ended March 31, 2018; and the relevant requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016.
2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatements. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.
3. In our opinion and to the best of our information and according to the explanations given to us, these quarterly standalone financial results as well as the year to date results:
 - i. are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, in this regard; and
 - ii. give a true and fair view of the total comprehensive income (comprising of net profit and other comprehensive income) and other financial information for the quarter ended March 31, 2018 and for the year ended March 31, 2018.

S.R. BATLIBOI & ASSOCIATES LLP

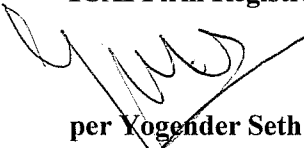
Chartered Accountants

4. The comparative Ind AS financial information of the Company for year ended March 31, 2017, included in these standalone Ind AS financial results, have been audited by the predecessor auditor. The report of the predecessor auditor issued under the provisions of the Companies Act, 2013, on the comparative financial information dated May 5, 2017 expressed an unmodified opinion.
5. The Comparative financial information of the Company for the quarter ended March 31, 2017 prepared in accordance with Ind AS, included in these standalone financial results, represent the derived figures between the audited figures in respect of the financial year ended March 31, 2017 as referred above, and the published year-to-date figures up to December 31, 2016, being the date of the end of the third quarter of the previous financial year, which were subjected to a limited review by the predecessor auditor, as required under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016. These figures, derived by the management, were approved by the board of directors on May 05, 2017.
6. Further, read with paragraph 1 above, we report that the figures for the quarter ended March 31, 2018 represent the derived figures between the audited figures in respect of the financial year ended March 31, 2018 and the published year-to-date figures up to December 31, 2017, being the date of the end of the third quarter of the current financial year, which were subjected to a limited review as stated in paragraph 1 above, as required under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016.

For S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

ICAI Firm Registration Number: 101049W/E300004



per Yogender Seth

Partner

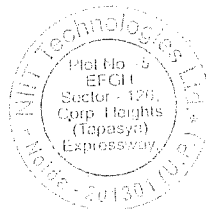
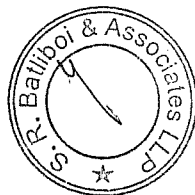
Membership No.: 094524

Place: Gurgaon

Date: May 4, 2018

Rs in Mn

Consolidated Financial Results						
	Particulars	3 Months ended 31 March 2018 [Refer note 8]	3 Months ended 31 December 2017	Corresponding 3 Months ended 31 March 2017 [Refer note 8&9]	Accounting Year Ended 31 March, 2018	Previous Year ended 31 March, 2017
		(Audited)	(Unaudited)		(Audited)	
	(1)	(2)	(3)	(4)	(5)	(6)
I	Revenue from Operations	7,888	7,565	7,447	29,914	28,021
II	Other Income	148	68	78	391	269
III	Total	8,036	7,633	7,525	30,305	28,290
IV	Expenditure					
	a) Purchases of stock- in- trade	36	62	36	317	141
	b) Changes in inventories of stock- in- trade	2	-	-	-	(1)
	c) Employee benefits expense	4,571	4,446	4,105	17,601	16,513
	d) Finance Costs	32	20	19	94	32
	e) Depreciation and amortization expense	305	312	312	1,274	1,277
	f) Other expenses	1,829	1,804	1,854	6,983	6,601
	g) Total	6,775	6,644	6,326	26,269	24,563
V.	Profit before exceptional items and tax (III-IV)	1,261	989	1,199	4,036	3,727
VI	Exceptional items	0	-	(140)	-	221
VII	Profit before Tax (V-VI)	1,261	989	1,339	4,036	3,506
VIII	Tax Expense					
	- Current tax	325	175	222	1,084	922
	- Deferred tax	(37)	(12)	43	(135)	(137)
IX	Profit for the period from continuing operations (VII-VIII)	973	826	1,074	3,087	2,721
	Profit attributable to owners of NIIT Technologies Limited	861	756	1,003	2,802	2,501
	Profit attributable to Non-Controlling interests	112	70	71	285	220
X	Other Comprehensive Income					
A.	(i) Items that will not be reclassified to profit or loss	(1)	12	0	1	(14)
	(ii) Income tax relating to items that will not be reclassified to profit or loss	1	(4)	0	0	5
B.	(i) Items that will be reclassified to profit or loss	(491)	63	148	(368)	372
	(ii) Income tax relating to items that will be reclassified to profit or loss	102	(18)	(55)	69	(103)
	Total	(389)	53	93	(298)	260
XI	Total comprehensive income for the period (Comprising Profit and other comprehensive income for the period)	584	879	1,167	2,789	2,981
	Attributable to :					
	Owners of NIIT Technologies Limited	472	809	1,096	2,504	2,761
	Non-Controlling interests	112	70	71	285	220
XII	Paid up Equity Share Capital (Face Value of Rs 10 each, fully paid)	615	614	614	615	614
XIII	Earnings Per Share					
	Basic	14.02	12.31	16.34	45.63	40.80
	Diluted	13.89	12.23	16.32	45.34	40.71

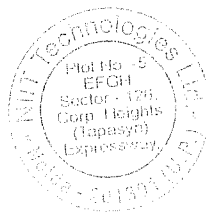
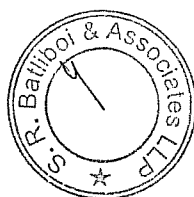


Signature

Statement of Assets and Liabilities

Rs in Mn

Particulars	Consolidated	
	Audited As at March 31,2018	Audited As at March 31,2017
Non-current assets		
Property, plant and equipment	4,500	4,802
Capital work in progress	7	-
Goodwill	2,430	1,848
Other Intangible assets	1,863	1,826
Financial assets		
Investments	-	-
Trade receivables	53	78
Other Financial Assets	301	205
Deferred Tax Assets	1,231	971
Other Non - Current assets	134	120
Total Non-current Assets	10,519	9,850
Current Assets		
Inventories	3	3
Financial assets		
Investments	3,652	3,158
Trade receivables	5,858	4,680
Cash and cash equivalents	4,102	3,502
Bank balances other than above	81	573
Other financial assets	828	1,155
Current tax assets	650	624
Other current assets	1,005	911
Total current assets	16,179	14,606
Total Assets	26,698	24,456
EQUITY AND LIABILITIES		
Equity		
Equity share capital	615	614
Other equity		
Reserves and Surplus	16,992	16,248
Other Reserves	133	3
Equity attributable to owners of NIIT Technologies Limited	17,740	16,865
Non-controlling Interests	222	237
Total Equity	17,962	17,102
Liabilities		
Non- current liabilities		
Financial Liabilities		
Borrowings	179	214
Other financial liabilities	1,483	1,416
Provisions	741	858
Deferred tax liabilities	455	387
Other non-current liabilities	31	-
Total non- current liabilities	2,889	2,875
Current liabilities		
Financial Liabilities		
Trade payables	1,453	1,194
Other financial liabilities	1,733	1,034
Provisions	709	642
Other current liabilities	1,952	1,609
Total current liabilities	5,847	4,479
Total liabilities	8,736	7,354
Total Equity and Liabilities	26,698	24,456



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- 1 The above results were reviewed and recommended by the Audit Committee at the meeting held on May 03,2018 and approved by the Board of Directors at their meeting held on May 04,2018.
- 2 The financial results have been prepared in accordance with applicable Indian Accounting Standards as prescribed under Section 133 of the Companies Act, 2013 read with Rule 3 of the Companies (Indian Accounting Standards) Rules 2015 and Amended Rules, 2016.
- 3 During the quarter ended March 31,2018, pursuant to Employees Stock Option Plan 2005, 23,600 options were exercised from various Grants and 1,202,420 options were outstanding as on March 31, 2018 issued on various dates.

The Nomination and Remuneration Committee made following grants during the quarter:

Vesting Term	No. of options	Grant Price
Over the period of 3 years	16,000	10
Over the period of 3 years	20,000	706.5

4 Segment information at Consolidated level

(Rs in Mn)

	3 Months ended 31 March 2018 [Refer note 8]	3 Months ended 31 December 2017	Corresponding 3 Months ended 31 March 2017 [Refer note 8&9]	Accounting Year Ended 31 March, 2018	Previous Year ended 31 March,2017
Revenue from Operations					
Europe, Middle East and Africa	2,525	2,317	2,328	9,274	9,177
Asia Pacific	816	787	665	3,103	2,922
India	759	710	982	2,804	2,587
Americas	3,788	3,751	3,472	14,733	13,335
Total	7,888	7,565	7,447	29,914	28,021
Earning before Interest, Tax, Depreciation and Amortization (EBITDA)					
Europe, Middle East and Africa	494	356	516	1,531	1,731
Asia Pacific	136	101	75	459	335
India	25	54	89	(51)	3
Americas	763	784	843	3,073	2,775
Total	1,418	1,295	1,523	5,012	4,844
Depreciation and Amortization	305	312	312	1,274	1,277
Other Income (net)	148	6	(12)	298	160
Profit Before Tax (before exceptional items)	1,261	989	1,199	4,036	3,727
Exceptional items	-	-	(140)	-	221
Profit Before Tax	1,261	989	1,339	4,036	3,506
Provision for Tax	288	163	265	949	785
Profit after Tax	973	826	1,074	3,087	2,721

Note : (a) The Chief Operating Decision Maker (CODM) primarily uses a measure of revenue and adjusted Earnings before Interest, Tax, Depreciation and Amortisation (Adjusted EBITDA) to assess the performance of the operating segments. For this purpose Earnings before Interest, Tax, Depreciation and Amortisation is adjusted with other income and foreign exchange differences. Assets and liabilities used in the group's business are not identified to any of the reportable segments, as these are used interchangeably between segments.

Note : (b) As per Ind As 108, 'Operating Segments', the company has disclosed the segment information only as part of the consolidated financial results.

- 5 The Board of Directors in its meeting held on January 19,2018 has appointed Mr Sudhir Singh as CEO of the Company (designated as KMP under the provisions of Companies Act,2013) and the current CEO & Jt Managing Director, Mr Arvind Thakur has been elevated to the position of Vice Chairman & Managing Director of the Company w.e.f. the conclusion of the Board meeting. Also, Mr Rajender S Pawar, who was holding the position of Chairman & Managing Director of the Company has been re-designated as Chairman of the Company w.e.f March 27,2018.
- 6 The Board of Directors have recommended a dividend of Rs. 15 per equity share [Previous year : Rs.12.5 per equity share].
- 7 As at March 31,2018 the Company holds 70% shareholding in Incessant technologies private limited (Incessant). The Company has entered into an amendment agreement dated March 23,2018 with the shareholders of Incessant, whereby instead of acquiring balance 30% shareholding next year it will acquire the same in two tranches of 20% and 10% over next two years.
- 8 Figures of the last quarter are the balancing figures between audited figures in respect of the full financial year and the published year to date figures upto the third quarter of the financial year.
- 9 The Comparative consolidated financial information of the Group for the quarter ended March 31,2017 prepared in accordance with Ind AS have not been reviewed/audited by the Statutory auditors
- 10 Previous year/period figures have been reclassified to conform to current year/ period's classification.

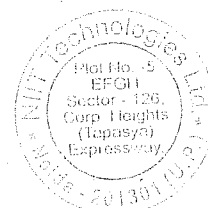
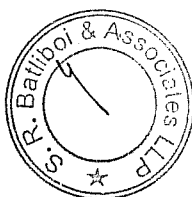
Place: Noida

Date: May 04, 2018

By order of the Board

Arvind Thakur,

Vice Chairman & Managing Director



Auditor's Report on Quarterly Financial Results and Year to Date Results of the Company Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

To
Board of Directors of
NIIT Technologies Limited

1. We have audited the accompanying statement of quarterly consolidated financial results of NIIT Technologies Limited ('the Company') comprising its subsidiaries (together, 'the Group'), for the quarter ended March 31, 2018 and the consolidated financial results for the year ended March 31, 2018, attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016. The quarterly consolidated financial results are the derived figures between the audited figures in respect of the year ended March 31, 2018 and the published year-to-date figures up to December 31, 2017, being the date of the end of the third quarter of the current financial year, which were subject to limited review. The consolidated financial results for the quarter ended March 31, 2018 and year ended March 31, 2018 have been prepared on the basis of the consolidated financial results for the nine-month period ended December 31, 2017, the audited annual consolidated Ind AS financial statements as at and for the year ended March 31, 2018, and the relevant requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, which are the responsibility of the Company's management and have been approved by the Board of Directors of the Company. Our responsibility is to express an opinion on these consolidated financial results based on our review of the consolidated financial results for the nine-month period ended December 31, 2017 which was prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard (Ind AS) 34 Interim Financial Reporting, specified under Section 133 of the Companies Act 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India; our audit of the annual consolidated Ind AS financial statements as at and for the year ended March 31, 2018; and the relevant requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016.
2. We conducted our audit in accordance with the auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the consolidated financial results are free of material misstatements. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. An audit also includes assessing the accounting principles used and significant estimates made by management. We believe that our audit provides a reasonable basis for our opinion.
3. In our opinion and to the best of our information and according to the explanations given to us, and based on the consideration of the reports of other auditors on separate financial statements and the other financial information of subsidiaries these quarterly consolidated financial results as well as the year to date results:
 - i. includes the results of the entities listed in Annexure A.;
 - ii. are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, in this regard; and

S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

- iii. give a true and fair view of the consolidated total comprehensive income (comprising of net profit and other comprehensive income) and other financial information for the quarter ended March 31, 2018 and for the year ended March 31, 2018.
4. We did not audit the financial statements and other financial information, in respect of 18 subsidiaries, whose Ind AS financial statements include total assets of Rs 7,604 million as at March 31, 2018, and total revenues of Rs 2,403 million and Rs 8,294 million for the quarter and the year ended on that date respectively. These Ind AS financial statements and other financial information have been audited by other auditors, which financial statements, other financial information and auditor's reports have been furnished to us by the management. Our opinion, in so far as it relates to the affairs of such subsidiaries is based solely on the report of other auditors. Our opinion is not modified in respect of this matter.
5. The comparative financial information of the Group for the year ended March 31, 2017, included in these consolidated Ind AS financial results, have been audited by the predecessor auditor. The report of the predecessor auditor issued under the provisions the Companies Act, 2013, on the comparative financial information dated May 5, 2017 expressed an unmodified opinion.
6. We did not audit or review the comparative Ind AS financial information of the Group for the corresponding quarter ended March 31, 2017 included in these consolidated financial results which has been presented solely based on the information compiled by the management and has been approved by the board of directors.
7. Further, read with paragraph 1 above, we report that the figures for the quarter ended March 31, 2018 represent the derived figures between the audited figures in respect of the financial year ended March 31, 2018 and the published year-to-date figures up to December 31, 2017, being the date of the end of the third quarter of the current financial year, which were subjected to a limited review as stated in paragraph 1 above, as required under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016.

For S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

ICAI Firm Registration Number: 101049W/E300004



per Yogender Seth

Partner

Membership No.: 94524

Place: Gurgaon

Date: May 4, 2018

Annexure A

List of Entities included in consolidated financial results for the year ended March 31, 2018:

1. ESRI India Technologies Limited , India (*Formerly known NIIT GIS Limited)
2. NIIT SmartServe Ltd, India
3. NIIT Technologies Services Limited, India
4. NIIT Technologies Ltd, United Kingdom
5. NIIT Technologies Pacific Pte Limited, Singapore
6. Incessant Technologies Private Limited
7. NIIT Technologies GmbH, Germany
8. NIIT Technologies Inc, USA
9. NIIT Airline Technologies GmbH, Germany
10. NIIT Technologies FZ LLC, Dubai
11. NIIT Technologies Philippines Inc
12. NIIT Technologies BV, Netherlands
13. NIIT Technologies Ltd, Thailand
14. NIIT Technologies Pty Ltd, Australia
15. NIIT Technologies AG, Switzerland
16. NIIT Insurance Technologies Limited, United Kingdom
17. NIIT Technologies S.A., Spain
18. NIIT Media Technologies LLC
19. NIIT Technologies Brazil Ltd
20. RuleTek LLC
21. Incessant Technologies. (UK) Limited
22. Incessant Technologies Ltd., (Ireland))
23. Incessant Technologies (Australia) Pty Ltd.
24. Incessant Technologies NA Inc., USA

March 31, 2018

Particulars (INR Mn)	INR Mn.						
	Q4FY18	Q3FY18	QoQ%	Q4FY17	YoY%	Q4FY17 (excl. Settlement)	YoY% (excl. Settlement)
Gross Revenues	7,888	7,565	4.3%	7,447	5.9%	7,176	9.9%
Direct Cost	5,000	4,811	3.9%	4,625	8.1%	4,578	9.2%
Gross Profit	2,888	2,753	4.9%	2,822	2.4%	2,599	11.1%
GM%	36.6%	36.4%	21 Bps	37.9%	-128 Bps	36.2%	40 Bps
Selling / General And Administration	1,470	1,458	0.8%	1,298	13.3%	1,338	10.0%
SG&A to Revenue %	18.6%	19.3%	-64 Bps	17.4%	121 Bps	18.6%	1 Bps
Operating Profit	1,417	1,295	9.4%	1,523	-6.9%	1,261	12.4%
OM%	18.0%	17.1%	85 Bps	20.5%	-248 Bps	17.6%	40 Bps
Depreciation and Amortization	305	311	-2.0%	312	-2.3%	312	-2.3%
Other Income (net)	148	5	2833.7%	(12)	-1348.1%	(12)	-1348.1%
Profit Before Tax (Before exceptional items)	1,261	989	27.4%	1,199	5.0%	937	34.4%
PBT % (Before exceptional items)	16.0%	13.1%	290 Bps	16.1%	-1610 Bps	13.1%	291 Bps
Exceptional items	-	-	NA	(140)	-100.0%	-	NA
Profit Before Tax	1,261	989	27.4%	1,339	-6.0%	937	34.4%
PBT %	16.0%	13.1%	290 Bps	18.0%	-202 Bps	13.1%	291 Bps
Provision for Tax	288	163	77.1%	265	8.8%	125	129.4%
Minority Interest	112	70	59.5%	72	54.9%	72	54.6%
Profit After Tax (after Minority Int.)	861	756	13.7%	1,003	-14.2%	739	16.3%
PAT%	10.9%	10.0%	91 Bps	13.5%	-256 Bps	10.3%	60 Bps
EPS - INR							
Basic	14.0	12.3	13.8%	16.3	-14.2%	12.0	16.4%

March 31, 2018



Particulars (Amount in INR Mn)	FY 18	FY 17	YoY%
Gross Revenues	29,914	28,021	6.8%
Direct Cost	19,179	17,904	7.1%
Gross Profit	10,736	10,117	6.1%
GM%	35.9%	36.1%	-22 Bps
Selling / General And Administration	5,723	5,272	8.6%
SG&A to Revenue %	19.1%	18.8%	32 Bps
Operating Profit	5,012	4,845	3.5%
OM%	16.8%	17.3%	-54 Bps
Depreciation and Amortization	1,274	1,277	-0.3%
Other Income (net)	298	159	87.2%
Profit Before Tax (Before exceptional items)	4,036	3,727	8.3%
PBT % (Before exceptional items)	13.5%	13.3%	19 Bps
Exceptional items	-	221	-100.0%
Profit Before Tax	4,036	3,506	15.1%
PBT %	13.5%	12.5%	98 Bps
Provision for Tax	949	785	20.9%
Minority Interest	285	220	29.4%
Profit After Tax (after Minority Int.)	2,802	2,501	12.1%
PAT%	9.4%	8.9%	44 Bps
EPS - INR			
Basic	45.6	40.8	11.8%

March 31, 2018

INR Mn.

Particulars	As at Mar 31 2018	As at Dec 31 2017	As at Mar 31 2017	Particulars	As at Mar 31 2018	As at Dec 31 2017	As at Mar 31 2017
Equity	615	614	614	Fixed Assets	4,500	4,471	4,802
Reserves & Surplus	17,126	16,881	16,251	Capital Work in Progress	7	57	-
				Intangible Assets	4,293	4,289	3,674
NET Worth	17,740	17,495	16,864	Current Assets			
				Cash and Cash Equivalent	8,057	6,906	7,321
Borrowings	224	233	253	Debtors	5,911	5,672	4,758
Deferred Tax Liability	455	460	387	Other Current Assets	2,701	2,514	2,976
Minority Interest	222	197	237	Current Liabilities	(5,115)	(4,368)	(4,479)
				Future Acquisition Liability	(2,943)	(2,313)	(2,282)
				Deferred Tax Assets	1,231	1,156	972
	18,641	18,385	17,742		18,641	18,385	17,742

March 31, 2018

Revenue - Reported

INR Mn	Q4FY18	Q3FY18	Q4FY17	FY18	FY17
Revenue	7,888	7,565	7,447	29,914	28,021
Hedge Gain/(Loss)	51	97	157	448	463

Other Income

INR Mn.	Q4FY18	Q3FY18	Q4FY17	FY18	FY17
Income on MF / Net Interest Income / Non-Op Income	119	62	81	329	246
Discounting/Fair Valuation	(3)	-	(10)	-	(8)
Difference in Exchange *	32	(57)	(82)	(32)	(79)
Other Income (net)	148	5	(12)	298	159

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

Vertical Split

%	Q4FY18	Q3FY18	Q4FY17	FY18	FY17
Banking and Financial Services	16%	17%	18%	17%	19%
Insurance	28%	26%	24%	26%	23%
Transport	26%	27%	31%	27%	32%
Manf, Med & Others	29%	27%	25%	29%	23%
Government	1%	3%	2%	1%	3%

Practice Split

%	Q4FY18	Q3FY18	Q4FY17	FY18	FY17
Application Development & Management	66%	65%	66%	66%	67%
IP Assets	7%	7%	6%	7%	7%
Managed Services	19%	19%	17%	19%	18%
SI & PI **	4%	5%	6%	4%	4%
BPO	4%	4%	5%	4%	5%

Geography

%	Q4FY18	Q3FY18	Q4FY17	FY18	FY17
Americas	48%	50%	48%	49%	48%
EMEA	32%	30%	33%	31%	33%
ROW	20%	20%	19%	20%	19%

Revenue Mix

%	Q4FY18	Q3FY18	Q4FY17	FY18	FY17
ONSITE	61%	61%	59%	61%	60%
OFFSHORE	39%	39%	41%	39%	40%
Total	100%	100%	100%	100%	100%

Order Book

\$ Mn	Q4FY18	Q3FY18	Q4FY17	FY18	FY17
Fresh Order Intake	145	130	112	507	457
USA	43	82	40	249	205
EMEA	69	25	47	149	173
ROW	33	23	25	109	78
Executable Order Book over Next 12 Months	339	329	320	339	320

Client Data

No.	Q4FY18	Q3FY18	Q4FY17	FY18	FY17
Repeat Business %	89%	91%	88%	89%	91%
New client Addition:					
USA	2	4	1	13	5
EMEA	4	2	3	9	8
APAC	1	2	-	7	1
India	-	-	1	2	1
Total	7	8	5	31	15

** System Integration and Package Implementation

March 31, 2018

DAYS	Q4FY18	Q3FY18	Q4FY17	FY18	FY17
DSO	70	70	64	70	64

Revenue Concentration

%	Q4FY18	Q3FY18	Q4FY17	FY18	FY17
Top 5	29%	30%	34%	30%	33%
Top 10	40%	42%	46%	42%	45%

Client Size

Nos	Q4FY18	Q3FY18	Q4FY17
Between 1 to 5 Million	60	59	55
Between 5 to 10 Million	13	12	10
Above 10 Millin	7	7	8
	80	78	73

People Numbers (By Role)

Nos	Q4FY18	Q3FY18	Q4FY17
Billable Personnel			
Onsite	2,088	2,018	1,877
Offshore	6,500	6,217	6,189
Total	8,588	8,235	8,066
Sales and Marketing (Excl GIS)	145	147	133
Sales and Marketing (GIS)	85	85	81
Others	605	614	573
Grand Total	9,423	9,081	8,853

Utilization/Attrition (Excl BPO)

%	Q4FY18	Q3FY18	Q4FY17
Utilization	79.5%	79.0%	81.0%
Attrition Rate	10.5%	10.6%	12.7%

Rupee Dollar Rate

	Q4FY18	Q3FY18	Q4FY17	FY18	FY17
Period Closing Rate	65.14	63.85	64.86	65.14	64.86
Period Average Rate	64.55	64.84	67.39	64.54	67.08

Hedge Position

	Q4FY18	Q3FY18	Q4FY17
USD	65.25	65.25	61.74
GBP	13.05	13.05	13.05
Euro	4.50	4.50	4.50

Average Rates for Outstanding Hedges as on:

	Q4FY18	Q3FY18	Q4FY17
USD	66.90	67.39	70.28
GBP	90.20	88.18	91.50
Euro	79.68	77.84	77.81

Revenue by Project type

%	Q4FY18	Q3FY18	Q4FY17	FY18	FY17
FPP	46%	46%	48%	46%	48%
T&M	54%	54%	52%	54%	52%

Shareholding Pattern

%	Q4FY18	Q3FY18	Q4FY17
FIIIs	41%	39%	29%
Promoters Holding	31%	31%	31%
MFs/ FIs and Banks	14%	16%	22%
NRIs/ OCBs	1%	1%	1%
Others	14%	13%	17%



Financial Performance – Q4FY18

May 04, 2018

Agenda

- **Financial Highlights**
 - Q4FY18
 - FY18
- **Business Update**
- **Financial Statements**
 - Income Statement
 - Balance Sheet
- **Business Analysis**
- **Shareholding Pattern**

Q4FY18 Financial Analysis

Note: YoY Comparison excludes impact of settlement with a government entity in Q4FY17 financials

Consolidated Revenues at INR 7,888 Mn

- Up 4.3% QoQ, Up 9.9% YoY

Operating profits at INR 1,417 Mn

- Up 9.4% QoQ, up 12.4% YoY
- Operating Margins at 18.0%, Up 85 bps QoQ, Up 40 bps YoY
- Constant currency operating margins at 18.3%

Net Profits at INR 861 Mn

- Up 13.7% QoQ, Up 16.3% YoY
- ETR at 22.9%

Order Intake at \$145 Mn

- \$ 339 Mn of firm business executable over next 12 months

Financial Highlights – FY18

Consolidated Revenues at INR 29,914 Mn

- Up 6.8% YoY
- Constant currency revenue growth of 9.7%

Operating profits at INR 5,012 Mn

- Up 3.5% YoY
- Operating Margins at 16.8%, Down 54 bps YoY
- Constant currency operating margins at 17.4%

Net Profits at INR 2,802 Mn

- Up 12.1% YoY
- Net Margins at 9.4% (LY 8.9%)
- ETR at 23.5%

Order Intake at \$507 Mn

- \$ 339 Mn of firm business executable over next 12 months

Business Highlights for Q4FY18

- **BFSI up 5.4% QoQ, Contributes 44% (LQ 43%)**
 - Ramp up in top accounts in US and digital engagements in EMEA
 - Growth in NITL
 - 3 New accounts added

- **T&T Flat QoQ, Contributes 26% (LQ 27%)**
 - Selected by one of the busiest airport in the world for IT support
 - Delay in start of new projects
 - 1 New Logo added

- **Manufacturing/Media & Others up 6.8% QoQ, Contributes 30% (LQ 30%)**
 - Increase in revenues in GIS and Digital Engagements
 - Morris ramp down
 - 3 New accounts added

Acknowledgements during the Quarter

- Conferred with Aegis Graham Bell Award for “Innovation in Cloud” category and “Innovative Enterprise Solutions” category for ESRI India
- Won EE Employee Engagement award in UK
- Esri India recognized as “Best Smart Cities Solution Provider in GIS” at the ET Now CSR Global Leadership Awards
- NIIT Technologies positioned as a Leader in the NelsonHall 2018 Wealth & Asset Management BPS NEAT

Consolidated Qtrly Income Statement

Particulars (INR Mn)	Q4FY18	Q3FY18	QoQ%	Q4FY17	YoY%	Q4FY17 (excl. Settlement)	YoY% (excl. Settlement)
Gross Revenues	7,888	7,565	4.3%	7,447	5.9%	7,176	9.9%
Direct Cost	5,000	4,811	3.9%	4,625	8.1%	4,578	9.2%
Gross Profit	2,888	2,753	4.9%	2,822	2.4%	2,599	11.1%
GM%	36.6%	36.4%	21 Bps	37.9%	-128 Bps	36.2%	40 Bps
Selling / General And Administration	1,470	1,458	0.8%	1,298	13.3%	1,338	10.0%
SG&A to Revenue %	18.6%	19.3%	-64 Bps	17.4%	121 Bps	18.6%	1 Bps
Operating Profit	1,417	1,295	9.4%	1,523	-6.9%	1,261	12.4%
OM%	18.0%	17.1%	85 Bps	20.5%	-248 Bps	17.6%	40 Bps
Depreciation and Amortization	305	311	-2.0%	312	-2.3%	312	-2.3%
Other Income (net)	148	5	2833.7%	(12)	-1348.1%	(12)	-1348.1%
Profit Before Tax (Before exceptional items)	1,261	989	27.4%	1,199	5.0%	937	34.4%
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PAT%	10.9%	10.0%	91 Bps	13.5%	-256 Bps	10.3%	60 Bps
EPS - INR							
Basic	14.0	12.3	13.8%	16.3	-14.2%	12.0	16.4%

- Operating margins improve as a result of increased digital and products business and operating efficiencies
- Higher other income due to currency gain on revaluation of current assets and current liabilities
- Q3 included tax benefit on claiming investment written off as business expense in one of the subsidiaries

Annual Income Statement

Particulars (Amount in INR Mn)	FY 18	FY 17	YoY%
Gross Revenues	29,914	28,021	6.8%
Direct Cost	19,179	17,904	7.1%
Gross Profit	10,736	10,117	6.1%
GM%	35.9%	36.1%	-22 Bps
Selling / General And Administration	5,723	5,272	8.6%
SG&A to Revenue %	19.1%	18.8%	32 Bps
Operating Profit	5,012	4,845	3.5%
OM%	16.8%	17.3%	-54 Bps
Depreciation and Amortization	1,274	1,277	-0.3%
Other Income (net)	298	159	87.2%
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PBT % (Before exceptional items)	13.5%	13.3%	19 Bps
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Profit Before Tax	4,036	3,506	15.1%
PBT %	13.5%	12.5%	98 Bps
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Minority Interest	285	220	29.4%
Profit After Tax (after Minority Int.)	2,802	2,501	12.1%
PAT%	9.4%	8.9%	44 Bps
EPS - INR			
Basic	45.6	40.8	11.8%

Balance Sheet

INR Mn.

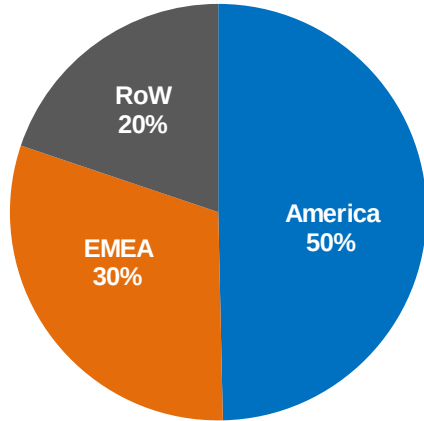
Particulars	As at Mar 31 2018	As at Dec 31 2017	As at Mar 31 2017	Particulars	As at Mar 31 2018	As at Dec 31 2017	As at Mar 31 2017
Equity	615	614	614	Fixed Assets	4,500	4,471	4,802
Reserves & Surplus	17,126	16,881	16,251	Capital Work in Progress	7	57	-
				Intangible Assets	4,293	4,289	3,674
NET Worth	17,740	17,495	16,864	Current Assets			
				Cash and Cash Equivalent	8,057	6,906	7,321
Borrowings	224	233	253	Debtors	5,911	5,672	4,758
Deferred Tax Liability	455	460	387	Other Current Assets	2,701	2,514	2,976
Minority Interest	222	197	237	Current Liabilities	(5,115)	(4,368)	(4,479)
				Future Acquisition Liability	(2,943)	(2,313)	(2,282)
				Deferred Tax Assets	1,231	1,156	972
	18,641	18,385	17,742		18,641	18,385	17,742

- Reserves and Surplus up INR 245 Mn over LQ.

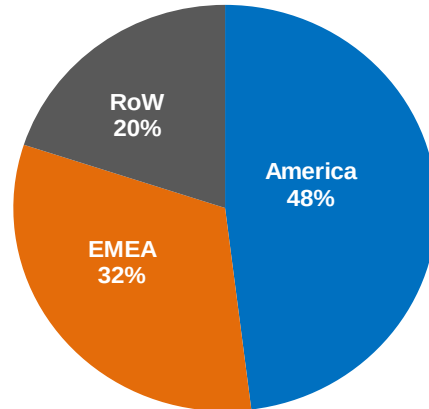
- Cash and Bank Balances up by INR 1,151 Mn over LQ
- DSO – 70 days (LQ 70 days)
- Capex during the Qtr – INR 162 Mn
- Future acquisition liability is on account of obligation to buy balance stake in Incessant and RuleTek

Geography Mix

Q3 FY'18



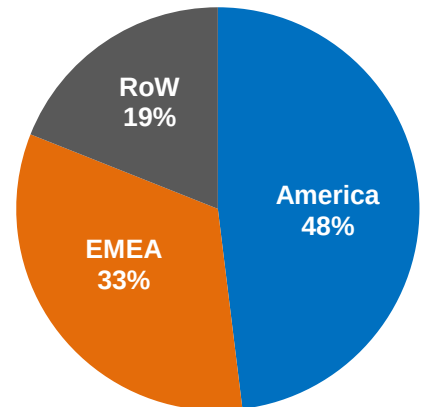
Q4 FY'18



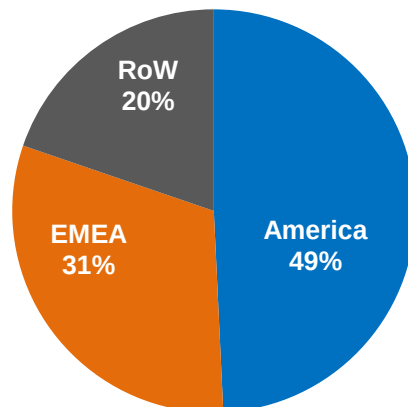
Q4FY18:

- Marginal growth in US despite ramp down in Morris
- Strong growth in EMEA due to growth in NITL and Digital engagements
- Growth in RoW due to strong growth in GIS and ramp up in Digital engagements in APAC

FY'17



FY'18

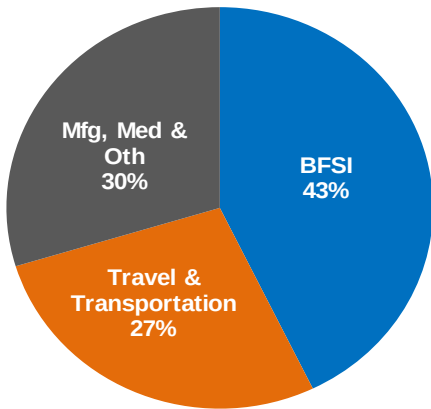


FY18:

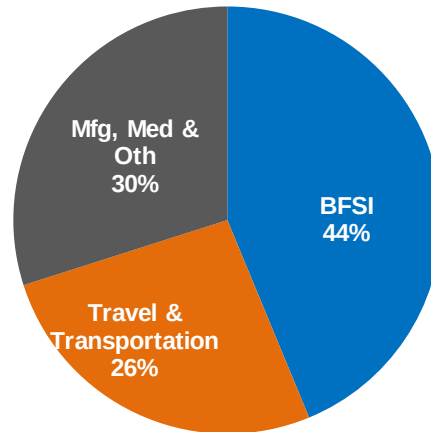
- Growth in US at the back of growth in top accounts in BFSI
- Revenues in EMEA remained flat due to ramp down in large travel client
- Growth in RoW due to growth in Digital Engagements in APAC

Vertical Mix

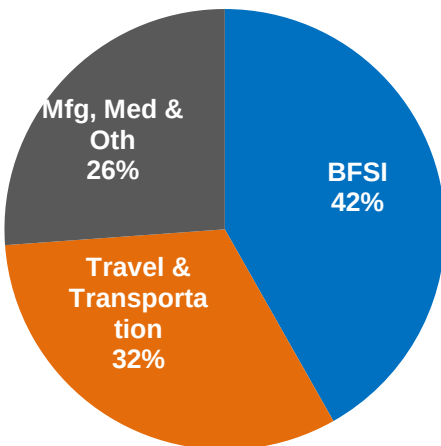
Q3FY18



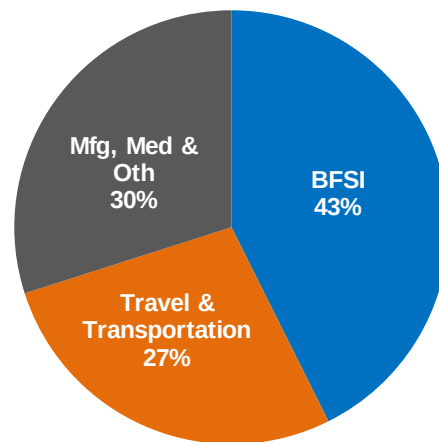
Q4FY18



FY17



FY18



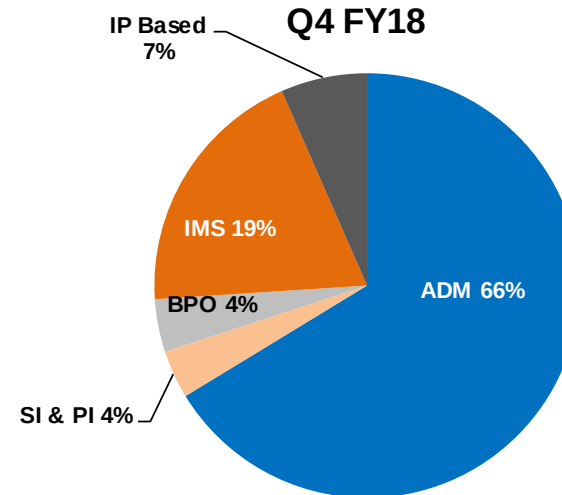
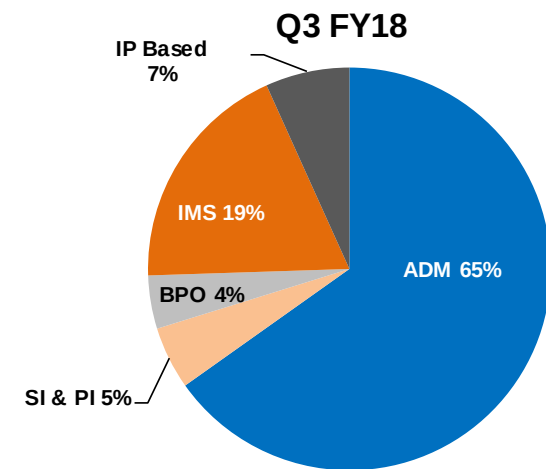
Q4FY18:

- Growth in BFSI due to continued ramp up in US top clients, NITL and Digital engagements
- Growth in Mfg, Med & Others due to seasonal growth in GIS business & digital engagements
- TTL revenues remained flat due to delay in start of new projects

FY18:

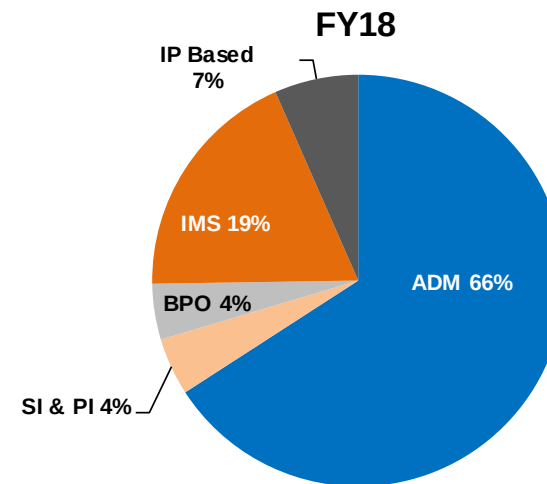
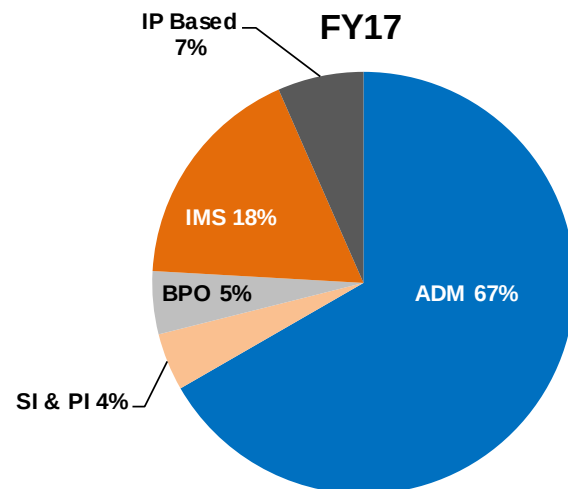
- Growth in BFSI due to continued ramp up in US top clients, NITL and Digital engagements
- Growth in Mfg, Med & Others due to digital engagements
- TTL revenues declined due to ramp down in key client in EMEA

Service Mix



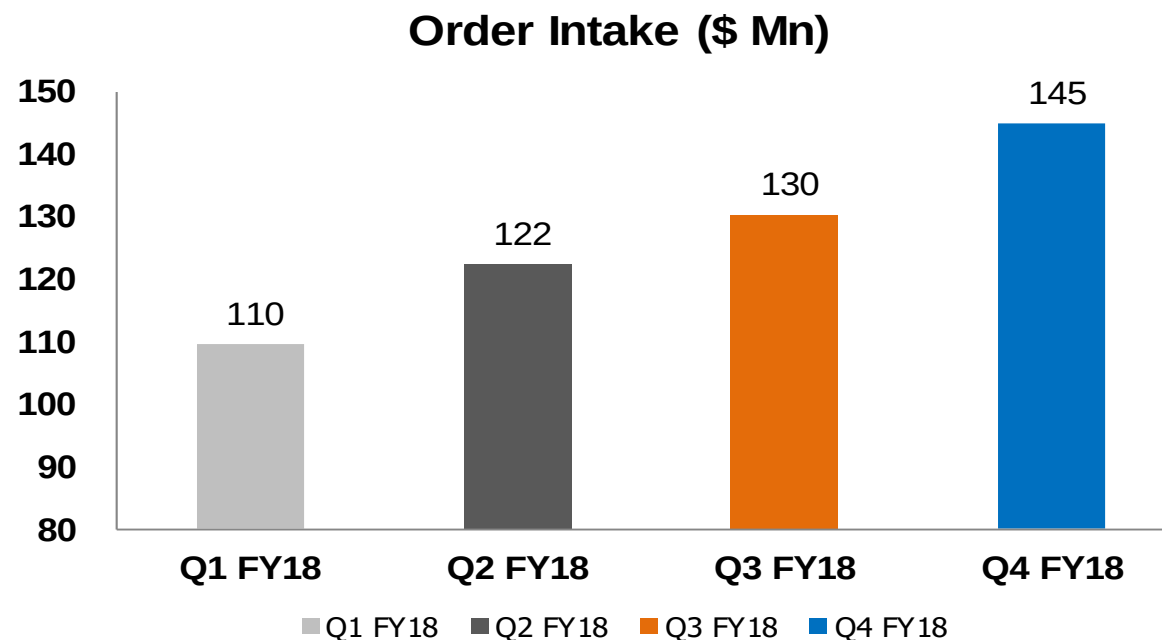
Q4FY18:

- Growth in ADM due to growth in digital engagements
- Digital revenues at 26%, reflecting sequential growth of 9%
- Growth in NITL expansion in existing clients
- Growth in IMS despite Morris ramp down



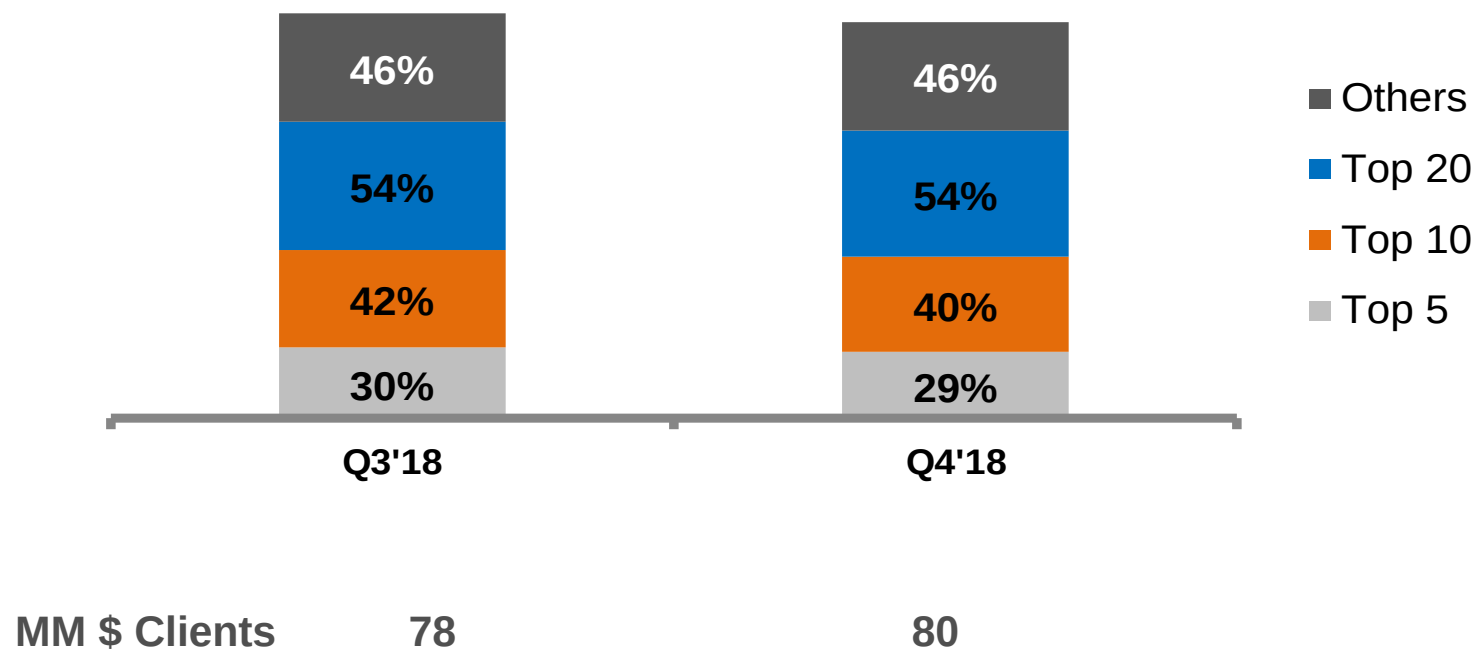
FY18:

- Growth in ADM due to growth in digital engagements
- Growth in IMS due to expansion in BFSI clients
- Digital revenues at 24%, reflecting annual growth of 27%
- Growth in NITL due to increase in client base

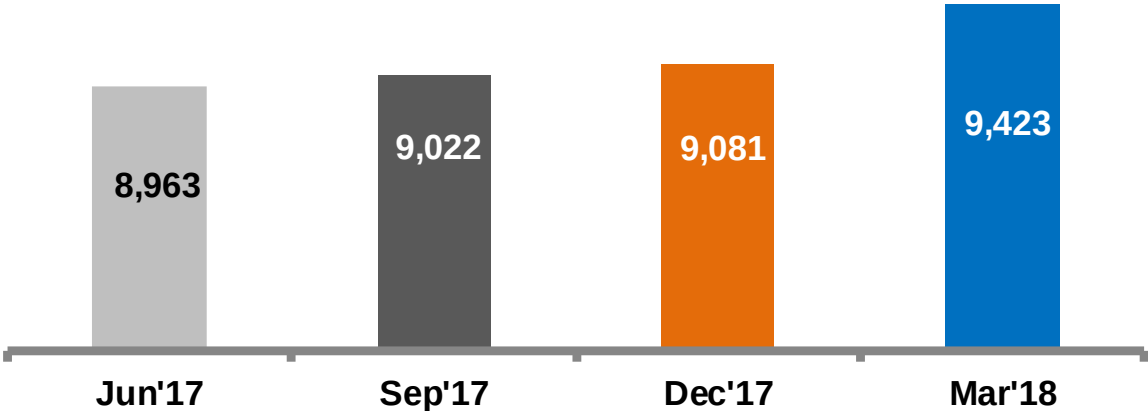


- 7 new customers added: 2 in US, 4 in EMEA and 1 in ROW
- \$145 Mn order intake in the quarter leading to \$ 339 Mn of firm business executable over next 12 months
- Geographical breakdown of order intake – US (43 Mn), EMEA (69 Mn), ROW (33 Mn)

Top Client Mix

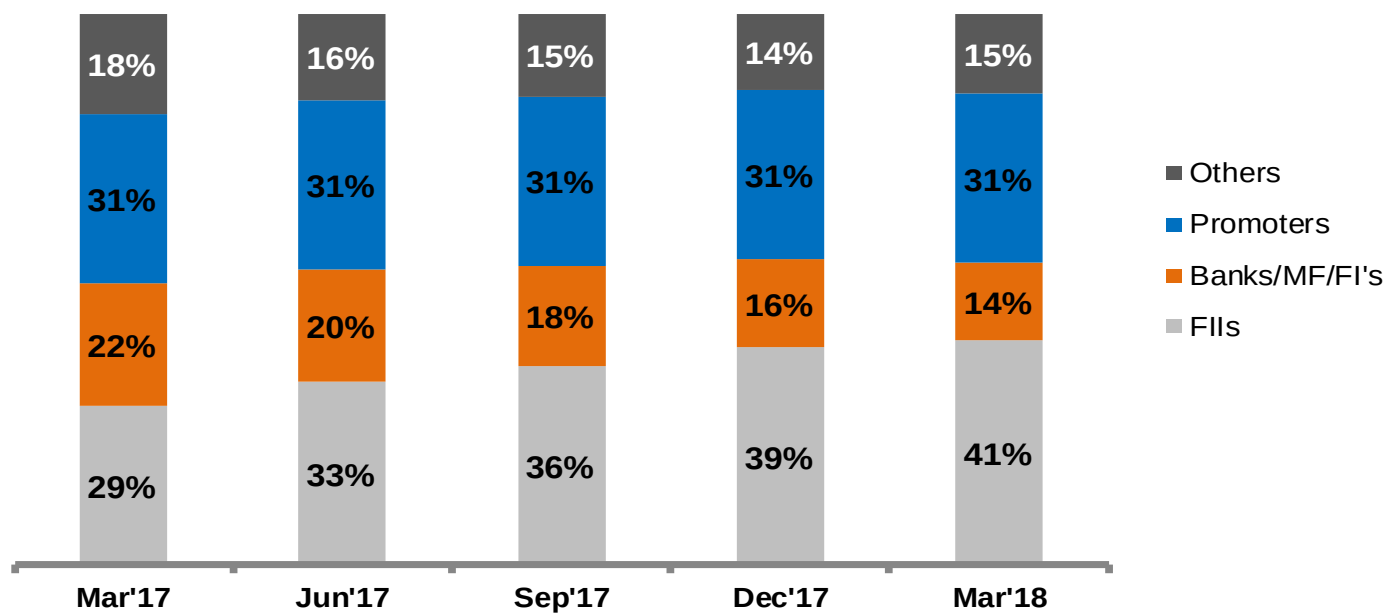


People Data



Net Additions	110	59	59	342
Attrition%	12.12%	11.36 %	10.57%	10.47%
Utilization	81.20%	79.50%	79.00%	79.50%

Shareholding Pattern





Thank You