

January 19, 2018

The Secretary
BSE 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

Sub.: Submission of Un-audited Consolidated and Standalone Financial Results of the Company for the quarter/nine months ended December 31, 2017, Limited Review Report & Fact Sheet

NSE Scrip Code: NIITTECH
BSE Scrip Code: 532541

Dear Sir(s)/Ma'am(s),

Pursuant to the provisions contained in the Securities & Exchange Board of India (Listing Obligations & Disclosure Requirements) Regulations, 2015, we wish to inform you that, the Board of Directors of the Company in their meeting held on January 19, 2018 have approved and taken on record the Consolidated and Standalone Un-audited Financial Results of the Company for the quarter/nine months ended December 31, 2017 alongwith the Limited Review Report issued by S R Batliboi & Associates LLP, the Statutory Auditors of the Company & Fact Sheet.

Please find enclosed a copy of the Consolidated and Standalone Un-audited Financial Results of the Company under IND-AS alongwith the Limited Review Report for the quarter ended December 31, 2017.

You are requested to take the same on record.

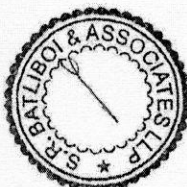
For **NIIT Technologies Limited**



Lalit Kumar Sharma
Company Secretary & Legal Counsel

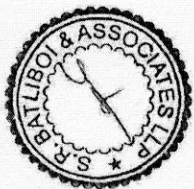
Rs in Mn

Consolidated Financial Results						
Particulars	3 Months ended December 31, 2017	3 Months ended September 30, 2017	Corresponding 3 Months ended December 31, 2016 (Refer note 6)	Year to date figures for the current period ended December 31, 2017	Year to date ended figures for the previous period ended December 31, 2016 (Refer note 5)	Previous Year ended March 31, 2017
	(Unaudited)					(Audited)
(1)	(2)	(3)	(4)	(5)	(6)	(7)
I Revenue from Operations	7,565	7,372	6,938	22,026	20,574	28,021
II Other Income	68	82	68	243	190	288
III Total	7,633	7,454	7,004	22,269	20,764	28,280
IV Expenditure						
a) Purchases of stock-in-trade	62	185	25	281	104	141
b) Changes in inventories of stock-in-trade	-	1	3	(2)	(1)	(1)
c) Employee benefits expense	4,446	4,319	4,128	13,030	12,408	16,513
d) Finance Costs	20	25	14	62	40	32
e) Depreciation and amortization expense	312	341	321	989	965	1,277
f) Other expenses	1,804	1,646	1,613	5,154	4,719	6,601
g) Total	6,644	6,517	6,104	19,494	18,235	24,563
V Profit before exceptional items and tax (III-IV)	989	937	900	2,776	2,529	3,727
VI Exceptional Items	-	-	-	-	361	221
VII Profit before Tax (V-VI)	989	937	900	2,776	2,168	3,506
VIII Tax Expenses						
- Current tax	175	255	253	759	700	922
- Deferred tax	(12)	(51)	(25)	(98)	(180)	(137)
IX Profit for the period from continuing operations (VII-VIII)	826	733	672	2,114	1,648	2,721
Profit attributable to owners of NIIT Technologies Limited	756	672	624	1,941	1,500	2,501
Profit attributable to Non-Controlling Interests	70	61	48	173	148	220
X Other Comprehensive Income						
A. (i) Items that will not be reclassified to profit or loss	12	(1)	(1)	2	(30)	(14)
(ii) Income tax relating to items that will not be reclassified to profit or loss	(4)	-	-	(1)	10	5
B. (i) Items that will be reclassified to profit or loss	63	(163)	(56)	123	224	372
(ii) Income tax relating to items that will be reclassified to profit or loss	(18)	45	9	(33)	(48)	(103)
Total	63	(118)	(48)	91	155	250
XI Total comprehensive income for the period (Comprising Profit and other comprehensive income for the period)	879	615	624	2,205	1,804	2,981
Attributable to :						
Owners of NIIT Technologies Limited	809	554	578	2,032	1,656	2,761
Non-Controlling Interests	70	61	46	173	148	220
XII Paid up Equity Share Capital (Face Value of Rs 10 each, fully paid)	614	614	614	614	614	614
XIII Earnings Per Share						
Basic	12.31	10.94	10.10	31.81	24.48	40.80
Diluted	12.23	10.80	10.16	31.45	24.41	40.71



NIT Technologies Limited
 Regd Office : 8, Balaji Estate, First Floor, Guna Ravidass Marg, Kaikaji, New Delhi-110019.
 Ph : 91 (11) 41875000 Fax : 91 (11) 41407120 Website : <http://www.nit-tech.com>
 Email : investors@nit-tech.com CIN L65993DL1992PLC048753
Statement of Unaudited Financial Results for the quarter ended December 31, 2017

Standalone Financial Results							Rs in Mn
	Particulars	3 Months ended December 31, 2017	3 Months ended September 30, 2017	Corresponding 3 Months ended December 31,2016	Year to date figures for the current period ended December 31,2017	Year to date ended figures for the previous period ended December 31,2016	Previous Year ended March 31,2017
	(1)	(2)	(3)	(4)	(5)	(6)	(7)
I	Revenue from Operations	4,122	4,189	3,930	12,357	11,367	15,951
II	Other Income	27	153	56	1,014	255	338
III	Total	4,149	4,342	3,986	13,371	11,622	16,289
IV	Expenditure						
	a) Purchases of stock-in-trade	24	163	15	195	37	43
	b) Changes in inventories of stock-in-trade	-	-	-	-	-	-
	c) Employee benefits expense	2,549	2,486	2,405	7,526	7,117	9,501
	d) Finance Costs	14	19	6	45	17	36
	e) Depreciation and amortization expense	107	208	230	623	683	900
	f) Other expenses	857	904	873	2,661	2,517	3,011
	g) Total	3,641	3,781	3,529	11,050	10,371	14,100
V	Profit before exceptional items and tax (III-IV)	508	561	357	2,321	1,251	2,189
VI	Exceptional items	-	-	-	-	361	221
VII	Profit before Tax (V-VI)	508	561	357	2,321	890	1,968
VIII	Tax Expense						
	- Current tax	118	149	104	487	293	531
	- Deferred tax	(5)	(45)	(28)	(67)	(188)	(212)
IX	Profit for the period from continuing operations (VII-VIII)	395	467	282	1,901	785	1,649
X	Other Comprehensive Income						
	A. (i) Items that will not be reclassified to profit or loss	14	8	(2)	14	(28)	(10)
	(ii) Income tax relating to items that will not be reclassified to profit or loss	(5)	(3)	1	(5)	10	3
	B. (i) Items that will be reclassified to profit or loss	83	(163)	(56)	123	224	372
	(ii) Income tax relating to items that will be reclassified to profit or loss	(18)	46	9	(33)	(48)	(103)
	Total	54	(112)	(48)	98	157	262
XI	Total comprehensive income for the period (Comprising Profit and other comprehensive income for the period)	449	345	234	2,000	942	1,911
XII	Paid up Equity Share Capital (Face Value of Rs 10 each, fully paid)	614	614	614	614	614	614
XIII	Earnings Per Share						
	Basic	6.43	7.44	4.61	30.96	12.76	28.00
	Diluted	6.39	7.41	4.61	30.60	12.76	26.84



1 The above results were reviewed and recommended by the Audit Committee at the meeting held on January 18, 2018 and approved by the Board of Directors at their meeting held on January 19, 2018. The Statutory auditors have carried out a limited review of the standalone financial results and consolidated financial results for the quarter and year to date ended December 31, 2017.

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 December 31, 2017, pursuant to Employees Stock Option Plan 2005, no options were exercised from various Grants and 1,224,520 options were outstanding as on December 31, 2017 issued on various dates.

4 Segment Information at Consolidated level

	3 Months ended December 31, 2017	3 Months ended September 30, 2017	Corresponding 3 Months ended December 31, 2016	Year to date figures for the current period ended December 31, 2017	Year to date ended figures for the previous period ended December 31, 2016	Previous Year ended March 31, 2017
Rs in Mn						
Revenue from Operations						
Europe, Middle East and Africa	2,317	2,161	2,340	6,749	5,818	0,177
Asia Pacific	787	787	702	2,286	2,254	2,922
India	710	720	595	2,045	1,632	2,587
Americas	3,751	3,684	3,301	10,946	9,870	13,335
Total	7,565	7,352	6,938	22,026	20,574	28,021
Earnings before Interest, Tax, Depreciation and Amortization (EBITDA)						
Europe, Middle East and Africa	356	305	430	1,047	1,187	1,731
Asia Pacific	101	123	87	320	250	335
India	54	(14)	(20)	(15)	(51)	3
Americas	784	777	658	2,242	1,827	2,775
Total	1,295	1,191	1,153	3,594	3,323	4,844
Depreciation and Amortization	312	341	321	969	965	1,277
Other Income (net)	6	87	50	150	171	160
Profit Before Tax (before exceptional items)	989	937	801	2,775	2,529	3,727
Exceptional items	-	-	-	-	361	221
Profit Before Tax	989	937	801	2,775	2,168	3,506
Provision for Tax	183	204	228	661	520	786
Profit after Tax	826	733	573	2,114	1,648	2,721

Note : (a) The Chief Operating Decision Maker (CODM) primarily uses a measure of revenue and adjusted Earnings before Interest, Tax, Depreciation and Amortization (Adjusted EBITDA) to assess the performance of the operating segments. For this purpose Earnings before Interest, Tax, Depreciation and Amortization 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 Statutory auditors have not reviewed consolidated financial results for the quarter and nine months period ended December 31, 2016.

6 The Nomination and Remuneration Committee on October 17, 2017 made following grant:

Vesting Term	No. of options	Grant Price
a) Over a period of 1 year	5,000	10

7 Tax expense for the quarter, includes tax credit amounting to Rs 74 Mn, pertaining financial year 2016-17, arising due to Company's claim of investment write off in the books of one of its subsidiaries on tax filings during the current quarter.

8 Previous year figures have been reclassified to conform to current period's classification.

Place: Noida
Date: January 19, 2018

By order of the Board

Arvind Thakur,
CEO & Jt. Managing Director



S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

Golf View Corporate Tower-B
Sector-42, Sector Road
Gurgaon-122 002, Haryana, India
Tel : +91 124 464 4000
Fax : +91 124 464 4050

Review Report to The Board of Directors NIIT Technologies Limited

1. We have reviewed the accompanying statement of unaudited consolidated financial results of NIIT Technologies Group comprising NIIT Technologies Limited ('the Company') and its subsidiaries (together referred to as 'the Group'), for the quarter ended December 31, 2017 and year to date from April 01, 2017 to December 31, 2017 (the "Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016.
2. The preparation of the Statement in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, Interim Financial Reporting (Ind AS 34) prescribed under Section 133 of the Companies Act, 2013 read with Rule 3 of Companies (Indian Accounting Standards) Rules, 2015, [read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016] is the responsibility of the Company's management and has been approved by the Board of Directors. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
4. We did not review the financial statements and other financial information, in respect of ten subsidiaries, whose financial statements include total assets of Rs 4,861 million and net assets of Rs 3,373 million as at December 31, 2017, and total revenues of Rs 1,989 million and Rs 5,365 million for the quarter and the period ended on that date. These financial statements and other financial information have been audited by other auditors, whose financial statements, other financial information and auditors' review report 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/qualified in respect of this matter.
5. Based on our review conducted as above and on consideration of reports of other auditors on the unaudited separate quarterly financial results and on the other financial information of the subsidiaries, nothing has come to our attention that causes us to believe that the accompanying Statement of unaudited consolidated financial results prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, Interim Financial Reporting (Ind AS 34) prescribed under Section 133 of the Companies Act, 2013, read with relevant rules issued thereunder and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms 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, including the manner in which it is to be disclosed, or that it contains any material misstatement.
6. The Ind AS financial information of the Group for the quarter ended June 30, 2017 were reviewed by the predecessor auditor and the Ind AS consolidated financial statements of the Group for the year ended March 31, 2017, were audited by predecessor auditor who expressed an unmodified opinion on those consolidated financial information and consolidated financial statements on July 20, 2017 and May 05, 2017 respectively.



S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

7. We did not review the financial statements and other financial information, in respect of seven subsidiaries, whose financial statements include total assets of Rs 551 million and net assets of Rs 431 million as at December 31, 2017, and total revenues of Rs 58 million and Rs 195 million for the quarter and the period ended on that date. These financial statements and other financial information 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 information shared by management.
8. We did not review the comparative Ind AS Financial information of the Group for the corresponding quarter and year to date ended December 31, 2016, which have been presented solely based on the information compiled by the management and has been approved by the Board of Directors.

For S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

ICAI Firm registration number: 101049W/E300004


per **Yogender Seth**
Partner

Membership No.: 094524



Place: Gurgaon

Date: January 19, 2018

S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

Golf View Corporate Tower-B
Sector-42, Sector Road
Gurgaon-122 002, Haryana, India
Tel : +91 124 464 4000
Fax : +91 124 464 4050

Review Report to The Board of Directors NIIT Technologies Limited

1. We have reviewed the accompanying statement of unaudited standalone financial results of NIIT Technologies Limited ("the Company") for the quarter ended December 31, 2017 and year to date from April 1, 2017 to December 31, 2017 (the "Statement") attached herewith, being submitted by the Company pursuant to 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.
2. The preparation of the Statement in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, Interim Financial Reporting (Ind AS 34) prescribed under Section 133 of the Companies Act, 2013, read with Rule 3 of Companies (Indian Accounting Standards) Rules, 2015 [read with SEBI Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016] is the responsibility of the Company's management and has been approved by the Board of Directors. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement of unaudited financial results prepared in accordance with the recognition and measurement principles laid down in India Accounting Standard 34, Interim Financial Reporting (Ind AS 34) prescribed under Section 133 of the Companies Act, 2013, read with relevant rules issued thereunder and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms 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, including the manner in which it is to be disclosed, or that it contains any material misstatement.
5. The Ind AS financial information of the Company for the quarter ended June 30, 2017, corresponding quarter ended December 31, 2016 and corresponding year to date ended December 31, 2016 were reviewed by the predecessor auditor and the Ind AS financial statements of the Company for the year ended March 31, 2017, were audited by predecessor auditor who expressed an unmodified opinion on those financial information on July 20, 2017, January 17, 2017 and May 05, 2017 respectively.

For S.R. BATLIBOI & ASSOCIATES LLP

Chartered Accountants

ICAI Firm registration number: 101049W/E300004

per Yogender Seth

Partner

Membership No.: 094524



Place: Gurgaon

Date: January 19, 2018

NIIT Technologies Limited
Consolidated Profit and Loss Statement

December 31, 2017



Particulars (INR Mn)	INR Mn.				
	Q3FY18	Q2FY18	QoQ%	Q3FY17	YoY%
Gross Revenues	7,565	7,372	2.6%	6,938	9.0%
Direct Cost	4,811	4,791	0.4%	4,441	8.3%
Gross Profit	2,753	2,582	6.7%	2,497	10.3%
GM%	36.4%	35.0%	138 Bps	36.0%	41 Bps
Selling / General And Administration	1,458	1,391	4.9%	1,335	9.3%
SG&A to Revenue %	19.3%	18.9%	42 Bps	19.2%	5 Bps
Operating Profit	1,295	1,191	8.7%	1,162	11.4%
OM%	17.1%	16.2%	96 Bps	16.8%	37 Bps
Depreciation and Amortization	311	341	-8.7%	321	-3.1%
Other Income (net)	5	87	-94.3%	59	-91.5%
Profit Before Tax	989	937	5.5%	900	9.9%
PBT %	13.1%	12.7%	35 Bps	13.0%	10 Bps
Provision for Tax	163	204	-20.4%	228	-28.6%
Minority Interest	70	61	15.3%	48	45.8%
Profit After Tax (after Minority Int.)	756	672	12.4%	624	21.2%
PAT%	10.0%	9.1%	87 Bps	9.0%	100 Bps
EPS - INR					
Basic	12.3	11.0	12.4%	10.1	21.3%

NIIT Technologies Limited
Financial and Operational Metrics

December 31, 2017



Revenue - Reported

INR Mn	Q3FY18	Q2FY18	Q3FY17
Revenue	7,565	7,372	6,938
Hedge Gain/(Loss)	97	123	126

Other Income

INR Mn.	Q3FY18	Q2FY18	Q3FY17
Income on mutual Funds / Net Interest Income	62	68	65
Difference in Exchange *	(57)	19	(6)
Other Income (net)	5	87	59

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

Vertical Split

%	Q3FY18	Q2FY18	Q3FY17
Banking and Financial Services	17%	17%	18%
Insurance	26%	25%	24%
Transport	27%	27%	32%
Manf, Med & Others	27%	29%	24%
Government	3%	2%	2%

Practice Split

%	Q3FY18	Q2FY18	Q3FY17
Application Development & Management	65%	64%	67%
IP Assets	7%	7%	7%
Managed Services	19%	18%	17%
SI & PI **	5%	6%	4%
BPO	4%	4%	5%

Geography

%	Q3FY18	Q2FY18	Q3FY17
Americas	50%	50%	48%
EMEA	30%	29%	34%
ROW	20%	21%	18%

Revenue Mix

%	Q3FY18	Q2FY18	Q3FY17
ONSITE	61%	61%	60%
OFFSHORE	39%	39%	40%
Total	100%	100%	100%

Order Book

\$ Mn	Q3FY18	Q2FY18	Q3FY17
Fresh Order Intake	130	122	101
USA	82	64	38
EMEA	25	32	51
ROW	23	26	12
Executable Order Book over Next 12 Months	329	320	311

Client Data

No.	Q3FY18	Q2FY18	Q3FY17
Repeat Business %	91%	91%	90%
New client Addition:			
USA	4	2	1
EMEA	2	2	1
APAC	2	3	1
India	-	-	-
Total	8	7	3

** System Integration and Package Implementation

December 31, 2017

		INR Mn.	
Particulars	As at Dec 31 2017	As at Sep 30 2017	As at Sep 30 2017
Equity	614	614	4,471
Reserves & Surplus	16,881	16,130	57
			22
			4,474
NET Worth	17,495	16,744	
Borrowings	233	232	6,906
Deferred Tax Liability	460	476	5,672
Minority Interest	197	189	2,644
			(4,752)
			(2,059)
			1,156
	18,385	17,641	18,385
			17,641

NIIT Technologies Limited
Financial and Operational Metrics

December 31, 2017



DAYS	Q3FY18	Q2FY18	Q3FY17
DSO	70	66	69

Revenue Concentration

%	Q3FY18	Q2FY18	Q3FY17
Top 5	30%	31%	33%
Top 10	42%	43%	44%

Client Size

Nos	Q3FY18	Q2FY18	Q3FY17
Between 1 to 5 Million	59	55	55
Between 5 to 10 Million	12	13	10
Above 10 Million	7	6	8
	78	74	73

People Numbers (By Role)

Nos	Q3FY18	Q2FY18	Q3FY17
Billable Personnel			
Onsite	2,018	2,040	1,857
Offshore	6,217	6,156	6,180
Total	8,235	8,196	8,037
Sales and Marketing (Excl GIS)	147	135	139
Sales and Marketing (GIS)	85	85	82
Others	614	606	551
Grand Total	9,081	9,022	8,809

Utilization/Attrition (Excl BPO)

%	Q3FY18	Q2FY18	Q3FY17
Utilization	79.0%	79.5%	80.0%
Attrition Rate	10.6%	11.4%	12.6%

Rupee Dollar Rate

	Q3FY18	Q2FY18	Q3FY17
Period Closing Rate	63.85	65.29	67.97
Period Average Rate	64.84	64.24	67.45

Hedge Position

	Q3FY18	Q2FY18	Q3FY17
USD	65.25	65.25	65.32
GBP	13.05	13.05	13.05
Euro	4.50	4.50	4.50

Average Rates for Outstanding Hedges as on:

	Q3FY18	Q2FY18	Q3FY17
USD	67.39	69.21	70.60
GBP	88.18	86.86	95.25
Euro	77.84	77.97	79.11

Revenue by Project type

%	Q3FY18	Q2FY18	Q3FY17
FPP	46%	48%	48%
T&M	54%	52%	52%

Shareholding Pattern

%	Q3FY18	Q2FY18	Q3FY17
FIs	39%	36%	29%
Promoters Holding	31%	31%	31%
MFs/ FIs and Banks	16%	18%	21%
NRIs/ OCBs	1%	1%	1%
Others	13%	14%	18%



Financial Performance – Q3FY18

Jan 19, 2018

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Agenda

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



Financial Highlights – Q3FY18



Consolidated Revenues at INR 7,565 Mn

- Up 2.6% QoQ, Up 9.0% YoY
- Constant currency revenue growth 1.7%

Operating profits at INR 1,295 Mn

- Up 8.7% QoQ, Up 11.4% YoY
- Operating Margins at 17.1%, Up 96 bps QoQ, Up 37 bps YoY

Net Profits at INR 756 Mn

- Up 12.4% QoQ, Up 21.2% YoY
- ETR at 16.4% due to tax benefit on claiming investment written off as business expense in one of the subsidiaries

Order Intake at \$130 Mn

- \$329 Mn of firm business executable over next 12 months



Business Highlights for Q3FY18



- **BFSI up 4.0% QoQ, Contributes 42.8% (LQ 42.2%)**
 - Ramp up in top accounts in US and Digital engagements in EMEA
 - 5 New accounts added: 2 in the US, 2 in NITL and 1 in APAC
- **Transport up 4.4% QoQ, Contributes 27.5% (LQ 27.1%)**
 - Increase in top accounts in EMEA
 - 1 New account added in the US
- **Manufacturing/Media & Others down 0.9% QoQ, Contributes 29.7% (LQ 30.7%)**
 - Decline in Morris
 - 2 New accounts added: 1 each in the US and APAC



Acknowledgements during the Quarter



- Won *International Airport Review's* award in the Category of Terminal Operations
- Conferred with 'Automation Project of the Year' award from Global Sourcing Association
- Won Business World HR Excellence awards for Change Management
- Conferred with HRO Today Awards 2017 under "Total Rewards & Benefits Excellence category"



Consolidated Qtrly Income Statement



Particulars (INR Mn)	Q3FY18	Q2FY18	QoQ%	Q3FY17	YoY%
Gross Revenues	7,565	7,372	2.6%	6,938	9.0%
Direct Cost	4,811	4,791	0.4%	4,441	8.3%
Gross Profit	2,753	2,582	6.7%	2,497	10.3%
GM%	36.4%	35.0%	138 Bps	36.0%	41 Bps
Selling / General And Administration	1,458	1,391	4.9%	1,335	9.3%
SG&A to Revenue %	19.3%	18.9%	42 Bps	19.2%	5 Bps
Operating Profit	1,295	1,191	8.7%	1,162	11.4%
OM%	17.1%	16.2%	96 Bps	16.8%	37 Bps
Depreciation and Amortization	311	341	-8.7%	321	-3.1%
Other Income (net)	5	87	-94.3%	59	-91.5%
Profit Before Tax	989	937	5.5%	900	9.9%
PBT %	13.1%	12.7%	35 Bps	13.0%	10 Bps
Provision for Tax	163	204	-20.4%	228	-28.6%
Minority Interest	70	61	15.3%	48	45.8%
Profit After Tax (after Minority Int.)	756	672	12.4%	624	21.2%
PAT%	10.0%	9.1%	87 Bps	9.0%	100 Bps
EPS - INR					
Basic	12.3	11.0	12.4%	10.1	21.3%

- Higher gross margins because of increased revenues from NITL, GIS and Digital engagements in US and EMEA
- Increase in SG&A due to marketing events
- Lower other income due to currency loss on revaluation of current assets and current liabilities
- Lower tax expense due to tax credit of INR 74 Mn arising due to claim of investment write off in the books of one of its subsidiaries on tax filings during the current quarter.



Balance Sheet



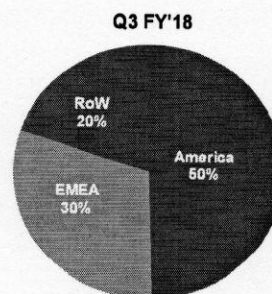
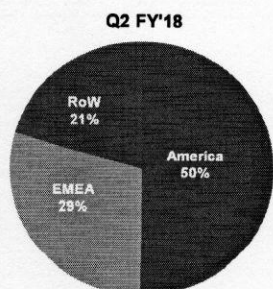
Particulars	As at Dec 31 2017	As at Sep 30 2017	Particulars	INR Mn.	
				As at Dec 31 2017	As at Sep 30 2017
Equity	614	614	Fixed Assets	4,471	4,547
Reserves & Surplus	16,881	16,130	Capital Work in Progress	57	22
			Intangible Assets	4,289	4,474
NET Worth	17,495	16,744	Current Assets		
			Cash and Cash Equivalent	6,906	6,463
Borrowings	233	232	Debtors	5,672	5,279
Deferred Tax Liability	460	476	Other Current Assets	2,644	2,418
Minority Interest	197	189	Current Liabilities	(4,752)	(4,710)
			Future Acquisition Liability	(2,059)	(2,028)
			Deferred Tax Assets	1,156	1,177
	18,385	17,641		18,385	17,641

• Reserves and Surplus up INR 751 Mn over LQ.

- Cash and Bank Balances up by INR 443 Mn over LQ
- DSO – 70 days (LQ 66 days),
- Capex during the Qtr – INR 127 Mn
- Future acquisition liability is on account of obligation to buy balance stake in Incessant and RuleTek



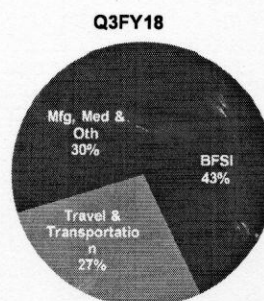
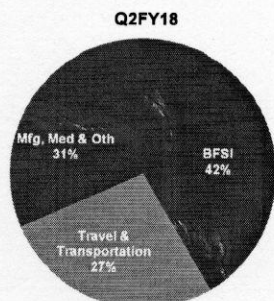
Geography Mix



- Growth in US on account of growth in BFSI and digital business
- Strong growth in EMEA due to ramp up in T&T, NITL and digital business
- Revenues drop in APAC due to seasonally soft quarter



Vertical Mix

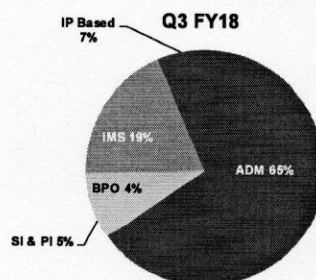
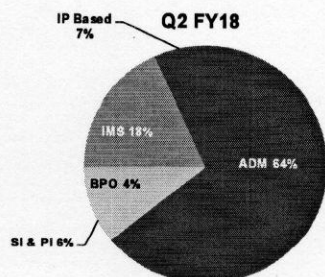


- Growth in BFSI due to continued ramp up in US top clients and NITL
- Growth in T&T due to growth in EMEA
- Decline in Mfg, Med & Others primarily due to ramp down in Morris

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Service Mix

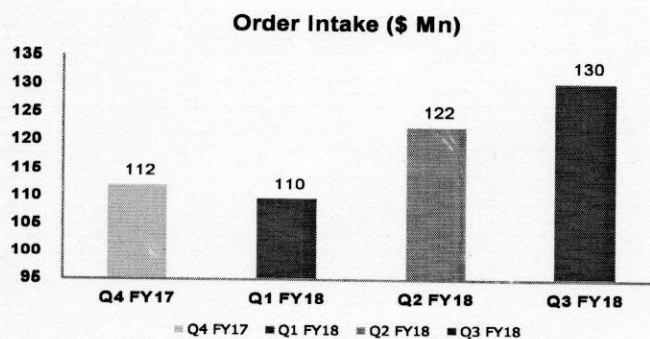


- Q3 FY18**
- Growth in ADM revenues due to growth in US and digital business
 - Digital revenues at 25%, reflecting sequential growth of 11%
 - Growth in NITL

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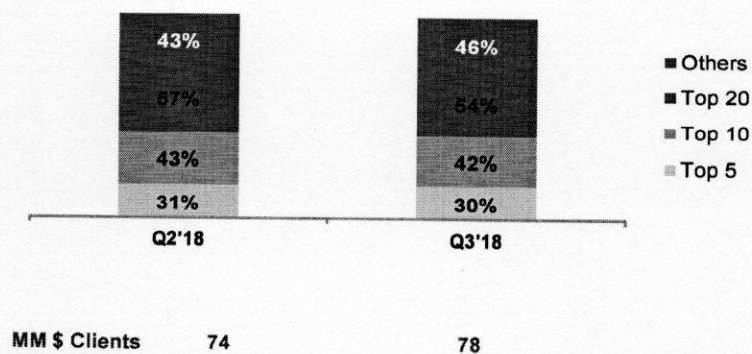
Order Intake



- 8 new customers added: 4 in US, 2 in EMEA and 2 in ROW
- \$130 Mn order intake in the quarter leading to \$ 329 Mn of firm business executable over next 12 months
- Geographical breakdown of order intake – US (82 Mn), EMEA (25 Mn), ROW (23 Mn)



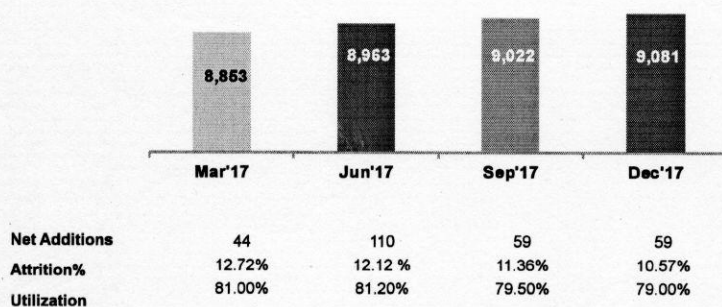
Top Client Mix



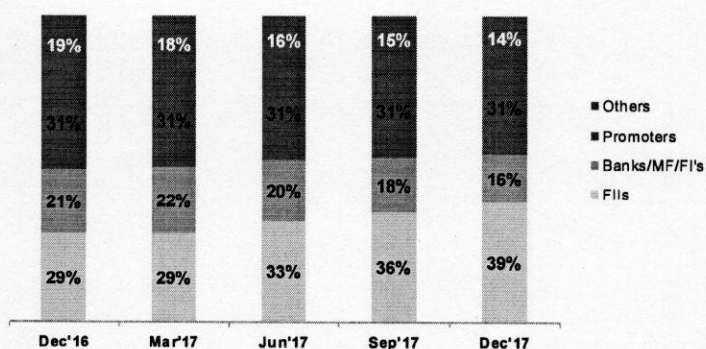
People Resources



People Data



Shareholding Pattern





Thank You