

October 18, 2017

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.: Un-audited Consolidated and Standalone Financial Results of the Company for the quarter ended September 30, 2017, Limited Review Report & Fact Sheet

NSE Scrip Code: NIITTECH
BSE Scrip Code: 532541

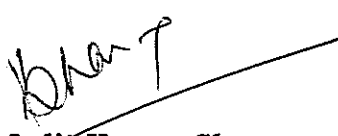
Dear Sir(s)/Ma'am(s),

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 October 18, 2017 have approved and taken on record the Consolidated and Standalone Un-audited Financial Results of the Company for the quarter ended September 30, 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 September 30, 2017.

You are requested to take the same on record.

For **NIIT Technologies Limited**


Lalit Kumar Sharma
Company Secretary & Legal Counsel

NIIT Technologies Limited
 Regd Office : 8, Balaji Estate, First Floor, Guru Ravidass Marg, Kalkaji, New Delhi-110019.
 Ph : 91 (11) 41675000 Fax : 91 (11) 41407120 Website : <http://www.niit-tech.com>
 Email : Investors@niit-tech.com CIN L55093DL1992PLC648753
Statement of Unaudited Financial Results for the quarter ended September 30, 2017

Rs. in Mn

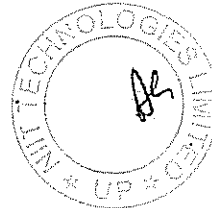
Standalone Financial Results							Rs. in Mn
	Particulars	3 Months ended September 30, 2017	Preceding 3 Months ended June 30, 2017	Corresponding 3 Months ended September 30,2016	Year to date figures for the current period ended September 30,2017	Year to date ended figures for the previous year ended September 30,2016	Previous Year ended March 31,2017
				(Unaudited)			(Audited)
	(1)	(2)	(3)	(4)	(5)	(6)	(7)
I	Revenue from Operations	4,189	4,046	3,858	8,235	7,537	15,951
II	Other Income	153	834	54	987	199	338
III	Total	4,342	4,880	3,912	9,222	7,736	16,289
IV	Expenditure						
	a) Purchases of stock- in- trade	163	8	5	171	22	43
	b) Changes in inventories of stock- in- trade	-	-	-	-	-	-
	c) Employee benefits expense	2,466	2,491	2,431	4,977	4,713	9,501
	d) Finance Costs	19	12	4	31	11	36
	e) Depreciation and amortization expense	209	217	229	426	452	909
	f) Other expenses	904	900	884	1,804	1,644	3,611
	g) Total	3,781	3,628	3,553	7,409	6,842	14,100
V.	Profit before exceptional items and tax (III-IV)	561	1,252	359	1,813	894	2,189
VI	Exceptional items (Refer Note 11)	-	-	-	-	361	221
VII	Profit before Tax (V-VI)	561	1,252	359	1,813	533	1,968
VIII	Tax Expense						
	- Current tax	149	220	83	369	189	531
	- Deferred tax	(45)	(17)	(10)	(62)	(159)	(212)
IX	Profit for the period from continuing operations (VII-VIII)	457	1,049	286	1,506	503	1,549
X	Other Comprehensive Income						
	A. (i) Items that will not be reclassified to profit or loss	8	(8)	(21)	-	(27)	(10)
	(ii) Income tax relating to items that will not be reclassified to profit or loss	(3)	3	7	-	9	3
	B. (i) Items that will be reclassified to profit or loss	(163)	223	90	60	280	372
	(ii) Income tax relating to items that will be reclassified to profit or loss	46	(81)	(20)	(15)	(157)	(103)
	Total	(112)	157	56	45	205	262
XI	Total comprehensive income for the period (Comprising Profit and other comprehensive income for the period)	345	1,206	342	1,551	708	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 of Rs. 10/- each) :						
	Basic	7.44	17.09	4.67	24.53	8.17	26.90
	Diluted	7.41	17.04	4.66	24.44	8.14	26.84



Statement of Assets and Liabilities

Rs. in Mn

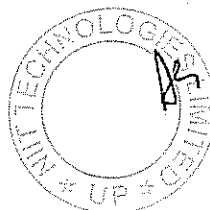
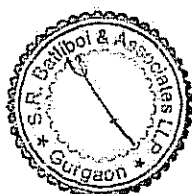
Particulars	Standalone	
	Unaudited As at September 30,2017	Audited As at March 31,2017
Non-current assets		
Property, plant and equipment	4,278	4,501
Capital work in progress	21	-
Goodwill	20	21
Other Intangible assets	453	419
Financial assets		
Trade receivables	64	78
Investments	4,455	3,458
Other Financial Assets	133	128
Deferred Tax Assets	880	687
Other Non - Current assets	98	113
Total Non-current Assets	10,402	9,485
Current Assets		
Financial assets		
Investments	2,239	2,383
Trade receivables	2,483	2,079
Cash and cash equivalents	535	576
Bank balances other than above	12	14
Other financial assets	447	551
Current tax assets	332	500
Other current assets	516	527
Total current assets	6,564	6,730
Total Assets	16,966	16,215
EQUITY AND LIABILITIES		
Equity		
Equity share capital	614	614
Other equity		
Reserves and Surplus	13,317	12,511
Other Reserves	45	269
Total Equity	13,976	13,394
Liabilities		
Non-current liabilities		
Financial Liabilities		
Borrowings	167	210
Provisions	708	660
Total non-current liabilities	875	870
Current liabilities		
Financial Liabilities		
Borrowings	26	28
Trade payables	771	542
Other financial liabilities	149	165
Provisions	474	459
Other current liabilities	673	677
Total current liabilities	2,095	1,871
Total Liabilities	2,990	2,741
Total Equity and Liabilities	16,966	16,135



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Rs. in Mn

Consolidated Financial Results							
	Particulars	3 Months ended September 30, 2017	Preceding 3 months ended June 30, 2017	Corresponding 3 months ended September 30, 2016 [Refer Note 5]	Year to date figures for the current period ended September 30, 2017	Year to date ended figures for the previous year ended September 30, 2016 [Refer Note 5]	Previous year ended March 31, 2017
		(Unaudited)					(Audited)
	(1)	(2)	(3)	(4)	(5)	(6)	(7)
I	Revenue from Operations	7,372	7,089	6,929	14,461	13,836	28,021
II	Other Income	82	93	38	176	124	269
III	Total	7,454	7,182	6,967	14,636	13,960	28,290
IV	Expenditure						
	a) Purchases of stock-in-trade	185	34	47	219	80	141
	b) Changes in inventories of stock-in-trade	1	(3)	(1)	(2)	(4)	(1)
	c) Employee benefits expense	4,319	4,255	4,171	8,584	8,260	16,513
	d) Finance Costs	26	17	9	42	26	32
	e) Depreciation and amortization expense	341	316	317	657	643	1,277
	f) Other expenses	1,846	1,704	1,568	3,350	3,107	6,601
	g) Total	6,517	6,333	6,111	12,056	12,132	24,563
V	Profit before exceptional items and tax (III-IV)	937	849	856	1,786	1,828	3,727
VI	Exceptional Items [Refer Note 11]	-	-	-	-	361	221
VII	Profit before Tax (V-VI)	937	849	856	1,786	1,267	3,506
VIII	Tax Expense						
	- Current tax	255	329	225	584	448	922
	- Deferred tax	(51)	(35)	(12)	(85)	(155)	(137)
IX	Profit for the period from continuing operations (VII-VIII)	733	555	643	1,289	974	2,721
	Profit attributable to owners of NIIT Technologies Limited	672	513	589	1,185	874	2,501
	Profit attributable to Non-Controlling Interests	61	42	54	103	100	220
X	Other Comprehensive Income						
	A (i) Items that will not be reclassified to profit or loss	(1)	(9)	(25)	(10)	(29)	(14)
	(ii) Income tax relating to items that will not be reclassified to profit or loss	0	3	9	3	10	5
	B. (i) Items that will be reclassified to profit or loss	(153)	223	90	60	280	372
	(ii) Income tax relating to items that will be reclassified to profit or loss	46	(61)	(20)	(15)	(57)	(103)
	Total	(118)	166	54	38	204	260
XI	Total comprehensive income for the period (Comprising Profit and other comprehensive income for the period)	615	711	697	1,326	1,178	2,981
	Attributable to:						
	Owners of NIIT Technologies Limited	554	669	643	1,223	1,078	2,761
	Non-Controlling Interests	61	42	54	103	100	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 of Rs. 10/- each):						
	Basic	10.94	8.35	9.60	19.30	14.27	40.80
	Diluted	10.90	8.33	9.58	19.23	14.23	40.71

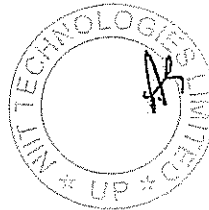


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Statement of Assets and Liabilities

Rs. in Mn

Particulars	Consolidated	
	Unaudited As at September 30, 2017	Audited As at March 31, 2017
Non-current assets		
Property, plant and equipment	4,547	4,602
Capital work in progress	21	-
Goodwill	2,390	1,848
Other Intangible assets	2,085	1,826
Financial assets		
Investments	-	-
Trade receivables	64	78
Other Financial Assets	215	205
Deferred Tax Assets	1,177	971
Other Non - Current assets	110	120
Total Non-current Assets	10,609	9,850
Current Assets		
Inventories	6	3
Financial assets		
Investments	2,803	3,158
Trade receivables	5,214	4,680
Cash and cash equivalents	3,336	3,502
Bank balances other than above	166	573
Other financial assets	886	1,155
Current tax assets	474	624
Other current assets	885	911
Total current assets	13,770	14,606
Total Assets	24,379	24,456
EQUITY AND LIABILITIES		
Equity		
Equity share capital	614	614
Other equity		
Reserves and Surplus	16,077	16,246
Other Reserves	53	3
Equity attributable to owners of NIT Technologies Limited	16,744	16,865
Non-controlling interests	189	237
Total Equity	16,933	17,102
Liabilities		
Non-current liabilities		
Financial Liabilities		
Borrowings	192	214
Other financial liabilities	449	1,416
Provisions	848	858
Deferred tax liabilities	476	387
Total non-current liabilities	1,965	2,875
Current liabilities		
Financial Liabilities		
Trade payables	1,549	1,194
Other financial liabilities	1,731	1,034
Provisions	707	642
Other current liabilities	1,494	1,609
Total current liabilities	5,481	4,479
Total liabilities	7,446	7,354
Total Equity and Liabilities	24,379	24,456



- 1 The above results were reviewed and recommended by the Audit Committee at the meeting held on October 17, 2017 and approved by the Board of Directors at their meeting held on October 16, 2017. The statutory auditors have carried out a limited review of the Standalone financial results and Consolidated financial results for the quarter ended September 30, 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 September 30, 2017, pursuant to Employees Stock Option Plan 2005, 36,350 options were exercised from various Grants and 1,259,750 options were outstanding as on September 30, 2017 issued on various dates.
- 4 Segment information at consolidated level

	3 Months ended September 30, 2017	Preceding 3 months ended June 30, 2017	Corresponding 3 months ended September 30, 2016 [Refer Note 5]	Year to date figures for the current period ended September 30, 2017	Year to date ended figures for the previous year ended September 30, 2016 [Refer Note 5]	Previous year ended March 31, 2017
Revenue from operations						
Europe, Middle East and Africa	2,161	2,271	2,322	4,432	4,476	9,177
Asia Pacific	797	702	745	1,499	1,552	2,922
India	720	616	500	1,335	1,037	2,587
Americas	3,694	3,500	3,352	7,194	6,569	13,335
Total	7,372	7,089	6,929	14,461	13,636	28,021
Adjusted Earnings before Interest, Tax, Depreciation and Amortization (Adjusted EBITDA)						
Europe, Middle East and Africa	305	366	485	691	749	1,731
Asia Pacific	123	96	65	219	175	335
India	(14)	(55)	(38)	(69)	(31)	3
Americas	777	681	632	1,458	1,269	2,775
Total	1,191	1,108	1,145	2,299	2,160	4,844
Depreciation and amortization	341	316	317	657	643	1,277
Other income (net)	87	57	28	144	111	160
Profit before tax (before exceptional items)	937	849	856	1,786	1,625	3,727
Exceptional items	-	-	-	-	361	221
Profit before tax	937	849	856	1,786	1,267	3,506
Provision for tax	204	294	213	498	293	765
Profit after tax	733	555	643	1,288	974	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 adjusted Earnings before Interest, Tax, Depreciation and Amortisation is adjusted with other income and foreign exchange losses. 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 quarters ended September 30, 2016 and half year ended September 30, 2016.

6 During the quarter ended September 2017, the Company has assessed an Impairment in Investment in Standalone financial statements of Rs 39 Mn in one of its subsidiary and correspondingly the goodwill appearing in the consolidated financial statements amounting to Rs 22 Mn has been impaired.

7 In accordance with Guidance note on Division II Ind AS Schedule III to the Companies Act 2013, issued in July 2017, Deferred Payment Liabilities which were earlier grouped under Non Current Trade Payables, are now reclassified as Non Current Borrowings.

8 During the previous quarter ended June 30, 2017 the Nomination and Remuneration Committee on June 23, 2017 made following grants:

Vesting Term	No. of options	Grant Price
a) Over the period of 2 years with equal number of grants vesting at the end of each year	116,000	10
b) 20,000 Grants vest at the end of first year and balance vest at the end of fourth year	60,000	10
c) Over the period of 3 years with equal number of grants at the end of each year.	77,250	572.50
d) Over the period of 3 years with equal number of grants at the end of each year.	18,300	10

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

9 Incessant Technologies Private Limited (Incessant), a subsidiary of NIT Technologies Limited, signed a Membership Interest Purchase Agreement on May 31, 2017 with members of RuleTek LLC (RuleTek) for acquisition of 55% interest in RuleTek for upfront cash consideration of Rs 538 Mn. Incessant will acquire the remaining 45% interest in RuleTek in three tranches, subject to certain conditions as specified in the agreement signed between the aforesaid parties.

The obligation to acquire remaining 45% interest of RuleTek has been recorded as financial liability for future acquisition. The Company recorded transferred identifiable assets (tangible and intangible) based on a fair valuation. Consequently to this business acquisition, RuleTek results were consolidated effective June 1, 2017. Pending acquisition of 45% interest the group has attributed the profit and each component of OCI (if any) to Non Controlling Interest, which is included in future acquisition liability.

10 As per the terms of share purchase agreement dated May 05, 2015 signed between the Company and Shareholders of Incessant, the Company acquired 19% shareholding of Incessant in May 2017 for cash consideration of Rs 1,036 Mn. Pending acquisition of 30% shareholding, the group has attributed the profit and each component of OCI (if any) to Non Controlling Interest, which is included in future acquisition liability.

11 During previous year ended March 31, 2017, the Company signed a settlement agreement with a government customer in respect of a contract that was put on hold by the customer during the quarter ended June 30, 2016 to resolve certain project related issues. The provisions/write offs amounting to Rs. 361 Mn in respect of all amounts outstanding relating to this project were reported as 'Exceptional Items' during the quarter ended June 30, 2016. Consequently to the partial receipt of the settlement amount before the year ended March 31, 2017, Rs. 221 Mn (net of the partial settlement amount received) was reported as 'exceptional items'. This resulted in reversal of exceptional item of Rs 140 Mn during the quarter ended March 31, 2017.

12 The Company received dividend from its subsidiary amounting to Rs. 36 Mn and Rs. 780 Mn during the quarter and year to date ended September 30, 2017.

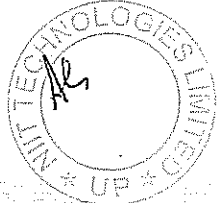
13 During the quarter the Shareholder's of the Company declared dividend of Rs 12.50 per equity share which was recommended by the Board of Directors in its meeting dated May 5, 2017.

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

By order of the Board

Arvind Thakur,
CEO & Jt. Managing Director

Place: Noida
Date: October 18, 2017



**Review Report to
The Board of Directors
NIIT Technologies Limited**

We have reviewed the accompanying statement of unaudited standalone financial results of NIIT Technologies Limited (the 'Company') for the quarter ended September 30, 2017 and year to date from April 01, 2017 to September 30, 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.

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 of the Company. Our responsibility is to express a conclusion on the Statement based on our review.

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.

Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the applicable Indian Accounting Standards ('Ind AS') specified 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.

The comparative Ind AS financial information of the Company for the preceding quarter June 30, 2017, corresponding quarter September 30, 2016 and corresponding year to date ended September 30, 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 and financial statements on July 20, 2017, October 15, 2016 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: October 18, 2017

**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') comprising its subsidiaries (together referred to as 'the Group'), for the quarter ended September 30, 2017 and year to date from April 01, 2017 to September 30, 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 of the Company. Our responsibility is to issue 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 8 subsidiaries, whose financial statements include total assets of Rs 4,047 million and net assets of Rs 2,957 million as at September 30, 2017, and total revenues of Rs 1,456 million and Rs 2,865 million for the quarter and the period ended on that date. These financial statements and other financial information have been reviewed by other auditors, which financial statements, other financial information and unaudited 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/qualified in respect of this matter.
5. Based on our review conducted as above and based on the consideration of the reports of other auditors on the unaudited separate quarterly financial results and on the other financial information of 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 recognition and measurement principles laid down in the applicable Indian Accounting Standards specified 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 comparative Ind AS financial information of the Group for the preceding quarter 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

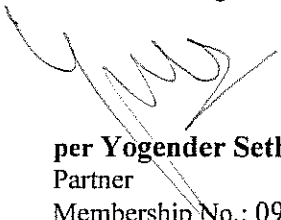
Other Matters

7. We did not review the financial statements and other financial information, in respect of 8 subsidiaries, whose financial statements include total assets of Rs 810 million and net assets of Rs 491 million as at September 30, 2017, and total revenues of Rs 221 million and Rs 446 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 have not reviewed the comparative Ind AS financial information of the Group for the corresponding quarter and year to date ended September 30, 2016, which have been presented solely based on the information compiled by 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: October 18, 2017

NIIT Technologies Limited
Consolidated Profit and Loss Statement

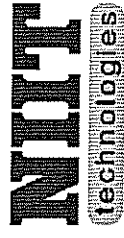
September 30, 2017



INR Mn.					
Particulars (INR Mn)	Q2FY18	Q1FY18	QoQ%	Q2FY17	YoY%
Gross Revenues	7,372	7,089	4.0%	6,929	6.4%
Direct Cost	4,791	4,577	4.7%	4,481	6.9%
Gross Profit	2,582	2,512	2.8%	2,448	5.5%
GM%	35.0%	35.4%	-42 Bps	35.3%	-31 Bps
Selling / General And Administration	1,391	1,404	-1.0%	1,303	6.7%
SG&A to Revenue %	18.9%	19.8%	-95 Bps	18.8%	6 Bps
Operating Profit	1,191	1,108	7.5%	1,145	4.1%
OM%	16.2%	15.6%	53 Bps	16.5%	-36 Bps
Depreciation and Amortization	341	316	7.9%	317	7.5%
Other Income (net)	87	58	51.0%	29	205.3%
Profit Before Tax	937	849	10.4%	856	9.5%
PBT %	12.7%	12.0%	73 Bps	12.4%	36 Bps
Provision for Tax	204	295	-30.7%	213	-4.1%
Minority Interest	61	42	44.4%	54	12.5%
Profit After Tax (after Minority Int.)	672	513	31.2%	589	14.1%
PAT%	9.1%	7.2%	189 Bps	8.5%	62 Bps
EPS - INR					
Basic	11.0	8.4	31.1%	9.6	14.2%

NIIT Technologies Limited
Consolidated Balance Sheet

September 30, 2017



		INR Mn.	
Particulars	As at Sep 30 2017	As at June 30 2017	Particulars
Equity	614	614	Fixed Assets
Reserves & Surplus	16,130	16,094	Capital Work in Progress
			Intangible Assets
NET Worth	16,744	16,708	Current Assets
			Cash and Cash Equivalent
Borrowings	232	246	Debtors
Deferred Tax Liability	476	493	Other Current Assets
Minority Interest	189	186	Current Liabilities
			Future Acquisition Liability
			Deferred Tax Assets
	17,641	17,633	
			17,641
			17,633

NIIT Technologies Limited
Financial and Operational Metrics

September 30, 2017



Revenue - Reported

INR Mn	Q2FY18	Q1FY18	Q2FY17
Revenue	7,372	7,089	6,929
Hedge Gain/(Loss)	123	178	122

Other Income

INR Mn.	Q2FY18	Q1FY18	Q2FY17
Income on mutual Funds / Net Interest Income	68	82	48
Discounting/Fair Valuation	-	3	-
Difference in Exchange *	20	(27)	(19)
Other Income (net)	87	58	29

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

Vertical Split

%	Q2FY18	Q1FY18	Q2FY17
Banking and Financial Services	17%	17%	19%
Insurance	25%	25%	23%
Transport	27%	29%	33%
Manf, Med & Others	29%	27%	24%
Government	2%	2%	1%

Practice Split

%	Q2FY18	Q1FY18	Q2FY17
Application Development & Management	64%	66%	68%
IP Assets	7%	6%	7%
Managed Services	18%	18%	17%
SI & PI **	6%	5%	3%
BPO	4%	5%	5%

Geography

%	Q2FY18	Q1FY18	Q2FY17
Americas	50%	49%	49%
EMEA	29%	32%	34%
ROW	21%	19%	18%

Revenue Mix

%	Q2FY18	Q1FY18	Q2FY17
ONSITE	61%	60%	61%
OFFSHORE	39%	40%	39%
Total	100%	100%	100%

Order Book

\$ Mn	Q2FY18	Q1FY18	Q2FY17
Fresh Order Intake	122	110	143
USA	64	60	85
EMEA	32	23	45
ROW	26	27	13
Executable Order Book over Next 12 Months	320	320	309

Client Data

No.	Q2FY18	Q1FY18	Q2FY17
Repeat Business %	91%	96%	92%
New client Addition:			
USA	2	5	1
EMEA	2	1	2
APAC	3	1	-
India	-	2	-
Total	7	9	3

** System Integration and Package Implementation

NIIT Technologies Limited
Financial and Operational Metrics

September 30, 2017



DAYS	Q2FY18	Q1FY18	Q2FY17
DSO	66	69	73

Revenue Concentration

%	Q2FY18	Q1FY18	Q2FY17
Top 5	31%	33%	32%
Top 10	43%	45%	46%

Client Size

Nos	Q2FY18	Q1FY18	Q2FY17
Between 1 to 5 Million	55	52	56
Between 5 to 10 Million	13	14	10
Above 10 Millin	6	6	8
	74	72	74

People Numbers (By Role)

Nos	Q2FY18	Q1FY18	Q2FY17
Billable Personnel			
Onsite	2,040	1,984	1,906
Offshore	6,156	6,164	6,203
Total	8,196	8,148	8,109
Sales and Marketing (Excl GIS)	135	137	141
Sales and Marketing (GIS)	85	85	76
Others	606	593	542
Grand Total	9,022	8,963	8,868

Utilization/Attrition (Excl BPO)

%	Q2FY18	Q1FY18	Q2FY17
Utilization	79.5%	81.2%	81.0%
Attrition Rate	11.4%	12.1%	12.9%

Rupee Dollar Rate

	Q2FY18	Q1FY18	Q2FY17
Period Closing Rate	65.29	64.62	66.95
Period Average Rate	64.24	64.51	67.03

Hedge Position

	Q2FY18	Q1FY18	Q2FY17
USD	65.25	65.25	65.41
GBP	13.05	13.05	13.05
Euro	4.50	4.50	4.50

Average Rates for Outstanding Hedges as on:

	Q2FY18	Q1FY18	Q2FY17
USD	69.21	69.05	70.57
GBP	86.86	88.27	100.09
Euro	77.97	76.43	79.41

Revenue by Project type

%	Q2FY18	Q1FY18	Q2FY17
FPP	48%	49%	46%
T&M	52%	51%	54%

Shareholding Pattern

%	Q2FY18	Q1FY18	Q2FY17
FII's	36%	33%	30%
Promoters Holding	31%	31%	31%
MFs/ FIs and Banks	18%	20%	20%
NRIs/ OCBs	1%	1%	1%
Others	14%	15%	18%



Financial Performance – Q2FY18

Oct 18, 2017

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Agenda

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



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Financial Highlights – Q2FY18



Consolidated Revenues at INR 7,372 Mn

- Up 4.0% QoQ, Up 6.4% YoY

Operating profits at INR 1,191 Mn

- Up 7.5% QoQ, Up 4.1% YoY
- Operating Margins at 16.2%, Up 53 bps QoQ, Down 36 bps YoY
- Operating Margins at 16.6% on constant currency

Net Profit at INR 724 Mn

- Up 31.2% QoQ, Up 14.1% YoY
- ETR at 21.8%

Order Intake at INR 5,122 Mn

- \$320 Mn of firm business executable over next 12 months

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Business Highlights for Q2FY18



- **BFSI up 5.6% QoQ, Contributes 42% (LQ 42%)**
 - Growth in top accounts in US and NITL
 - 2 New accounts added
- **Travel & Transport down 4.8% QoQ, Contributes 27% (LQ 29%)**
 - Decline in EMEA due to ramp down in a key client
 - 1 New account added
- **Manufacturing/Media & Others up 10.7%, Contributes 31% (LQ 29%)**
 - Ramp up in Digital engagements in US
 - Execution of new SI engagements in India
 - Delay in movement of DGS&D rate contracts to GeM impacts GIS revenues
 - GateHouse Media acquired the newspaper business of our client Morris Publications Group on October 2, 2017
 - 4 New accounts added

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Acknowledgements during the Quarter

- NIIT Technologies has been positioned as a Major Contender and a Star Performer in Everest Group's "IT Application Outsourcing in Insurance PEAK Matrix™ 2017"
- NIIT technologies featured in HfS 2017 AI-Powered OneOffice Premier League
- NIIT Technologies covered as a market player in a recent Gartner report "Competitive Landscape: IT Services Providers to the Global Insurance Industry", Derry N. Finkeldey, 08 August 2017
- NIIT Technologies conferred with Asia Pacific HRM Congress awards for "Organization with innovative HR practices"

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Consolidated Qtrly Income Statement

Particulars (INR Mn)	Q2FY18	Q1FY18	QoQ%	Q2FY17	YoY%
Gross Revenues	7,372	7,089	4.0%	6,929	6.4%
Direct Cost	4,791	4,577	4.7%	4,481	6.9%
Gross Profit	2,682	2,512	2.8%	2,448	6.6%
GM%	35.0%	35.4%	-42 Bps	35.3%	-31 Bps
Selling / General And Administration	1,391	1,404	-1.0%	1,303	6.7%
SG&A to Revenue %	18.9%	19.8%	-95 Bps	18.8%	6 Bps
Operating Profit	1,191	1,108	7.5%	1,146	4.1%
OM%	16.2%	15.6%	53 Bps	16.5%	-36 Bps
Depreciation and Amortization	341	316	7.9%	317	7.5%
Other Income (net)	87	58	51.0%	29	205.3%
Profit Before Tax	937	849	10.4%	866	9.5%
PBT %	12.7%	12.0%	73 Bps	12.4%	36 Bps
Provision for Tax	204	295	-30.7%	213	-4.1%
Minority Interest	61	42	44.4%	54	12.5%
Profit After Tax (after Minority Int.)	672	513	31.2%	589	14.1%
PAT%	9.1%	7.2%	189 Bps	8.5%	62 Bps
EPS - INR					
Basic	11.0	8.4	31.1%	9.6	14.2%

- Operating margins improved 53 bps because of increase in revenues without increase in SG&A
- Higher depreciation due to impairment of goodwill in one of the subsidiary

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Balance Sheet

INR Mn.

Particulars	As at Sep 30 2017	As at June 30 2017	Particulars	As at Sep 30 2017	As at June 30 2017
Equity	614	614	Fixed Assets	4,547	4,678
Reserves & Surplus	16,130	16,094	Capital Work in Progress	22	17
NET Worth	16,744	16,708	Intangible Assets	4,474	4,548
Borrowings	232	246	Current Assets		
Deferred Tax Liability	476	493	Cash and Cash Equivalent	6,463	6,162
Minority Interest	189	186	Debtors	5,279	5,295
			Other Current Assets	2,418	2,568
			Current Liabilities	(4,710)	(4,696)
			Future Acquisition Liability	(2,028)	(2,016)
			Deferred Tax Assets	1,177	1,075
	17,641	17,633		17,641	17,633

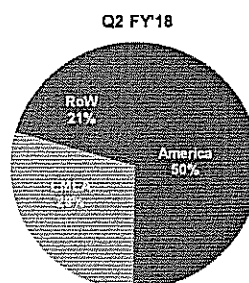
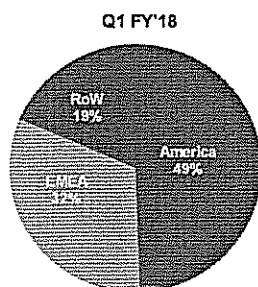
• Reserves and Surplus up INR 36 Mn over LQ. Increase on account of profits during the quarter being set-off by dividend payout

• Cash and Bank Balances up INR 301 Mn over LQ post dividend payout of INR 768 Mn
 • DSO – 66 days
 • Capex during the Qtr – INR 73 Mn
 • Future acquisition liability is on account of obligation to buy balance stake in Incessant and RuleTek

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Geography Mix

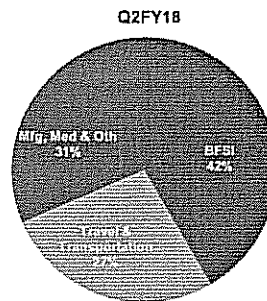
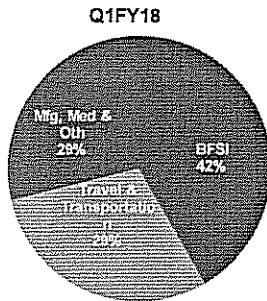


- Strong growth in USA on account of ramp up in top accounts in BFSI and ramp up of digital engagements
- Strong growth in APAC due to new projects in existing clients and new logos
- Strong growth in India on account of execution in new clients
- Decline in EMEA due to ramp down in T&T

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Vertical Mix

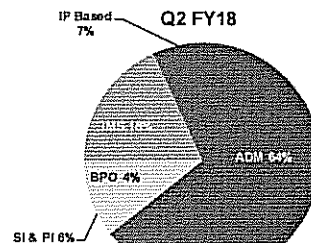
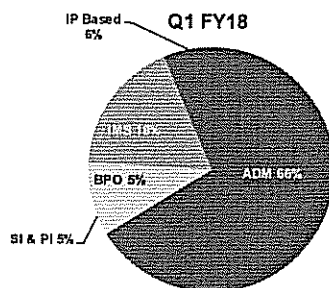


- Growth in BFSI due to continued ramp up in US top clients and NITL
- Growth in Mfg, Med & Others led by Digital engagements in US
- Decline in T&T due to ramp down in EMEA

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Service Mix



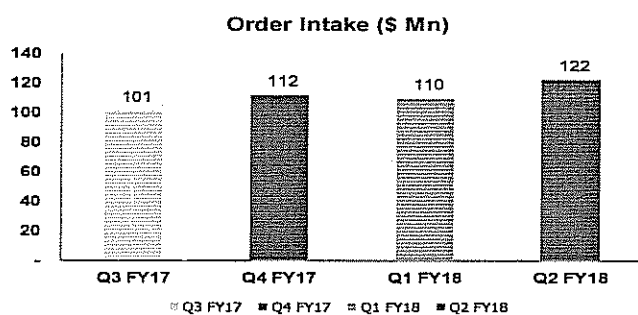
Q2 FY18

- Lower ADM share reflects ramp down in EMEA
- Expansion in IP led services due to growth in NITL
- Increase in SI & PI due to execution of new projects
- Digital revenues at 23% of mix, reflects sequential growth of 14%

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Order Intake

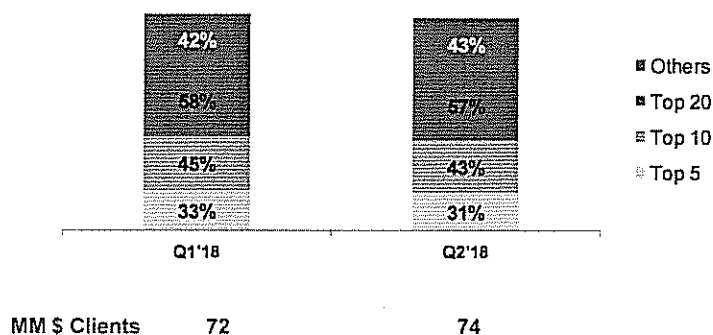


- 7 new customers added: 2 in US, 2 in EMEA and 3 in APAC
- \$122 Mn order intake in the quarter leading to \$ 320 Mn of firm business executable over next 12 months
- Geographical breakdown of order intake – US (64 Mn), EMEA (32 Mn), ROW (26 Mn)

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Top Client Mix



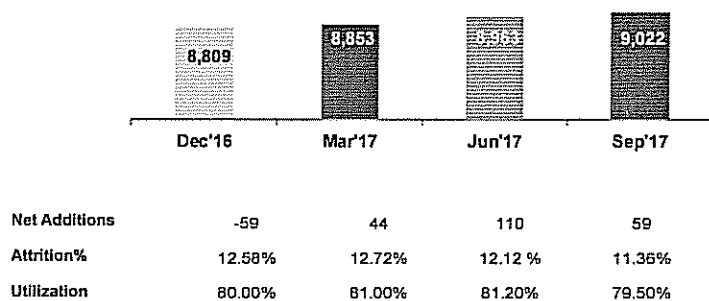
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People Resources



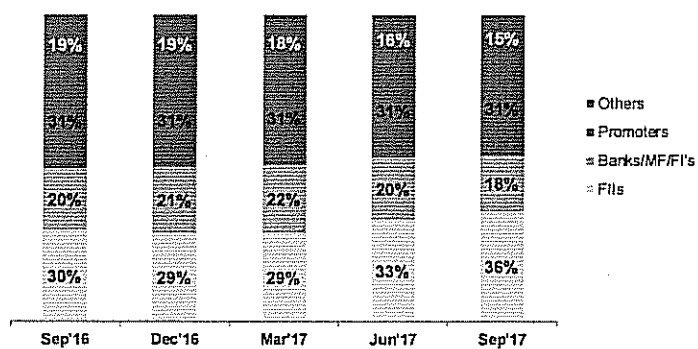
People Data



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Shareholding Pattern



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