



NIIT Technologies

Investor & Analyst Meet

Mumbai June 7th, 2016

Financial Summary: FY2016

Consolidated Revenues at Rs 26,824 Mn

- Up 13.1% YoY
- Constant currency revenues 11.5% during the year

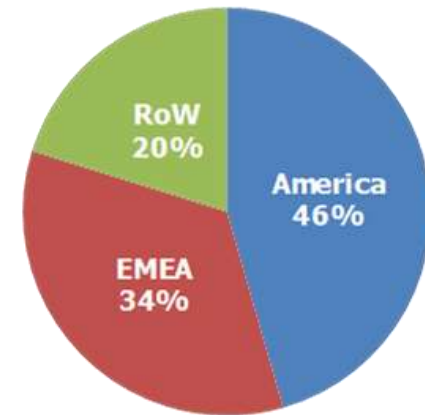
Operating profits at Rs 4,733 Mn

- Up 36.9% YoY
- Operating Margins at 17.6%, Up 308 bps

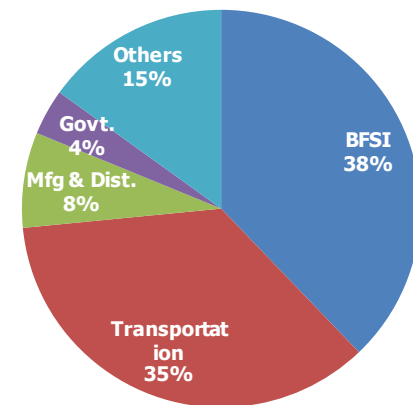
Net Profits at Rs 2,800 Mn

- Up 145.4% YoY
- Net Margins at 10.4%
- EPS at Rs. 45.8

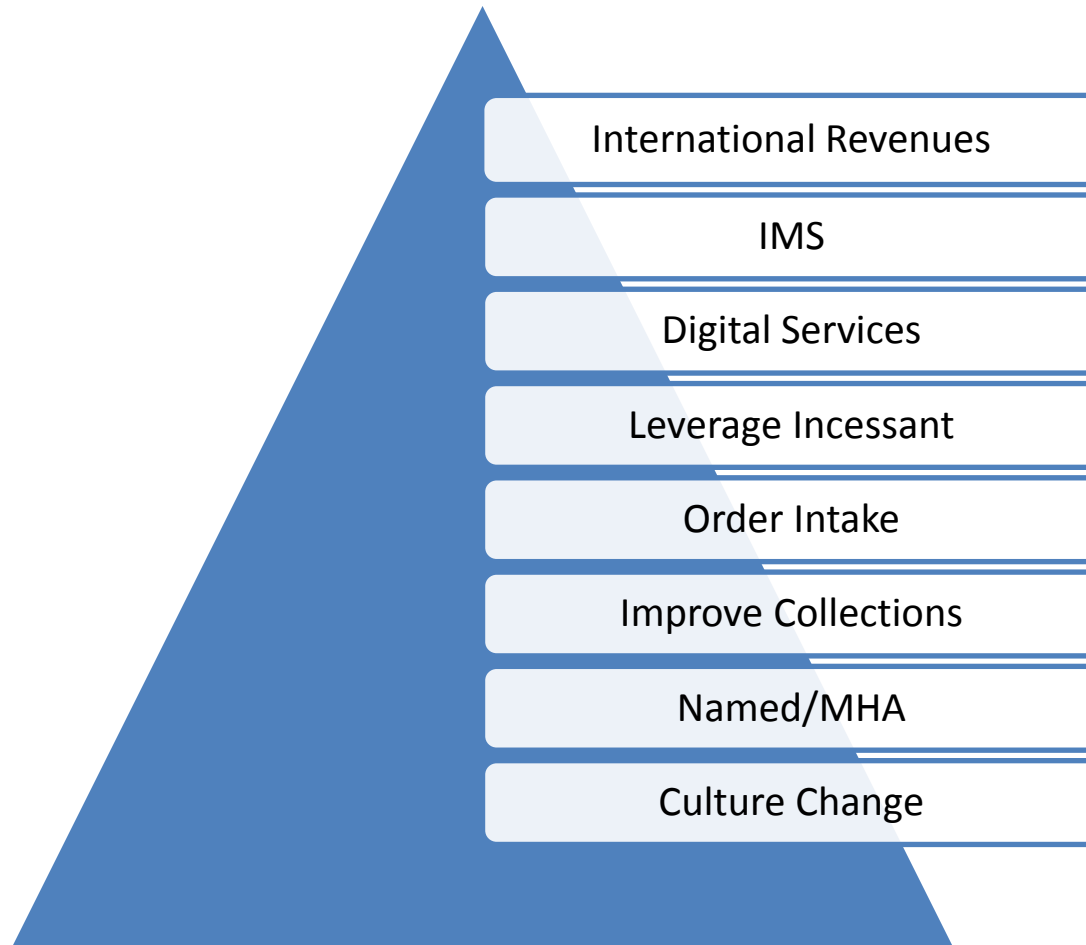
FY'16



FY'16



NIIT Technologies Corporate Agenda



Executing against the Corporate Agenda

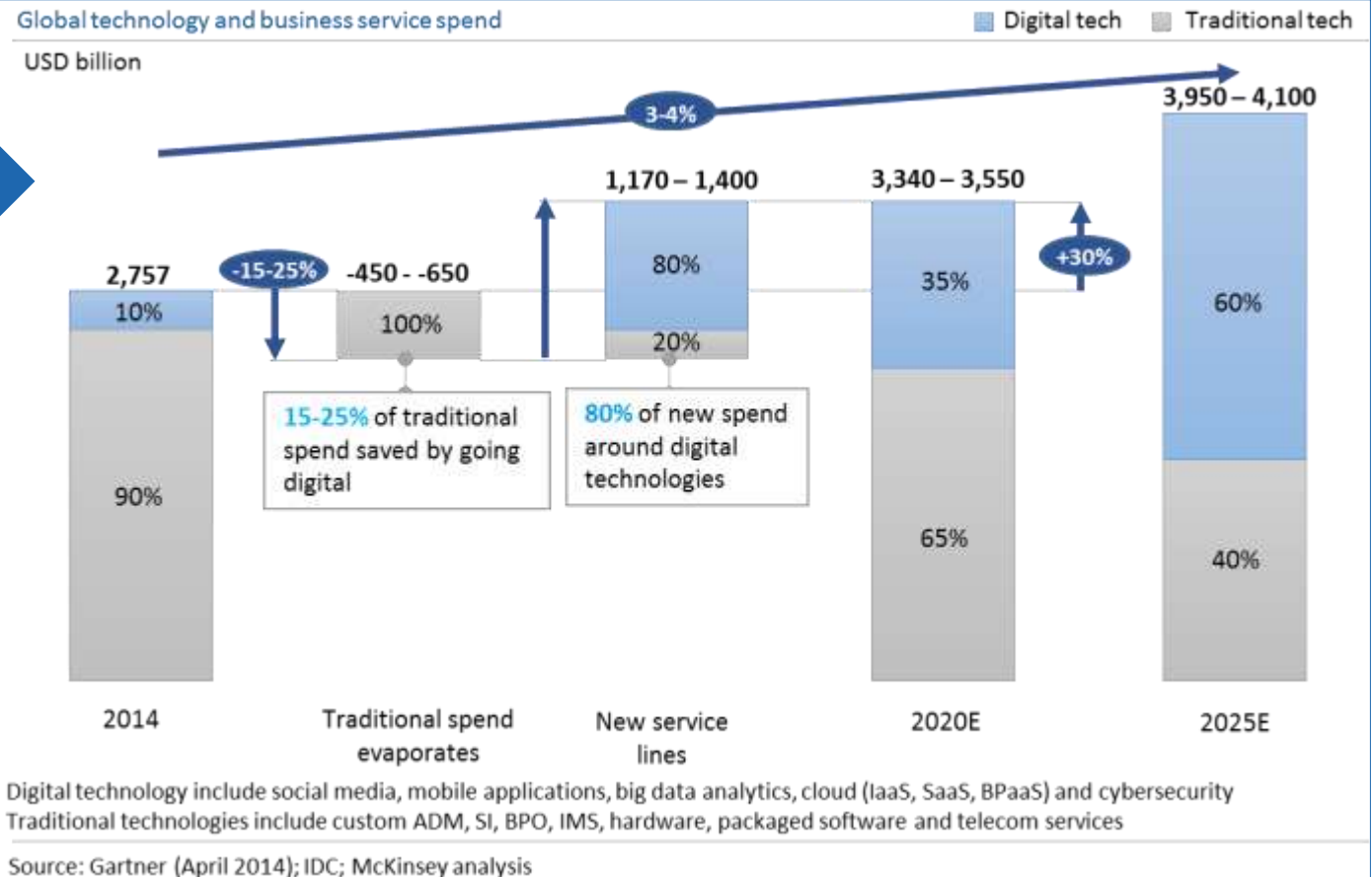
Agenda	Key Actions	Performance
International Revenues	- US Full Potential Program - New Leadership in Europe - Refreshed Insurance products	International revenues grew by 17.1% in FY16
IMS	Partner ecosystem to deliver cloud led agile infrastructure	- Several large deals secured in FY16 17% of total revenues
Digital Services	- Launched as new Business Unit - Acquired Digital Integration capability	15% of total revenues
Leverage Incessant	- Grow BFSI - Grow US	- BFSI grew by 29% in FY16 - Opened new accounts in US leveraging Incessant capabilities
Order Intake	- Large Deals - Renewals in key accounts	- Q3/Q4FY16 OI run-rate – \$120 mn+ - Several new large deals
Improve Collections	Focus on Collections from Govt contracts	DSO improved by 13 days from 93 days in FY15 to 80 days in FY16
Named/MHA acquisition	Sales and Marketing Transformation	28 new logos acquired in FY16
Culture Change	- New Ideas, More Value - Uplifting Service	Ideas Generated – 4,786, Ideas Implemented – 1,086

Major Domestic Programs enter O&M phase

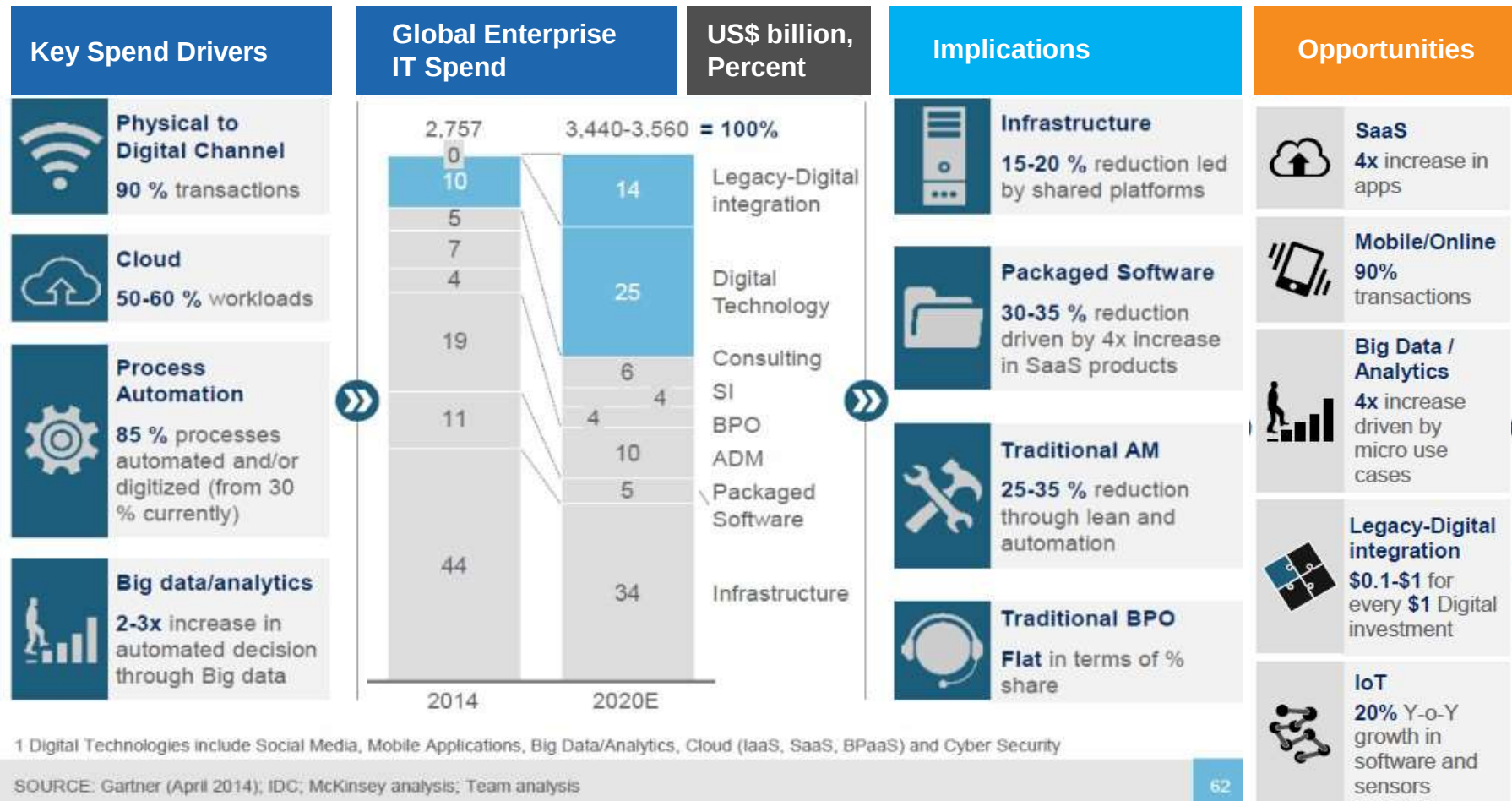
Project	State	Contract Date	RAG Status
CCTNS	TN	31-Dec-11	Green
CCTNS	Jharkhand	31-Dec-11	Green
CCTNS	UP	31-Mar-12	Green
CCTNS	Odisha	30-Nov-12	Yellow
CCTNS	Uttarakhand	30-Jun-13	Green
CCTNS	Puducherry	31-Dec-13	Green
MPIRGS	MP	04-Jan-13	Green
CFMS	AP/TS	22-Feb-13	Red
AAI	All India	28-Mar-13	Green
MSTD	Maharashtra	30-Sep-14	Yellow

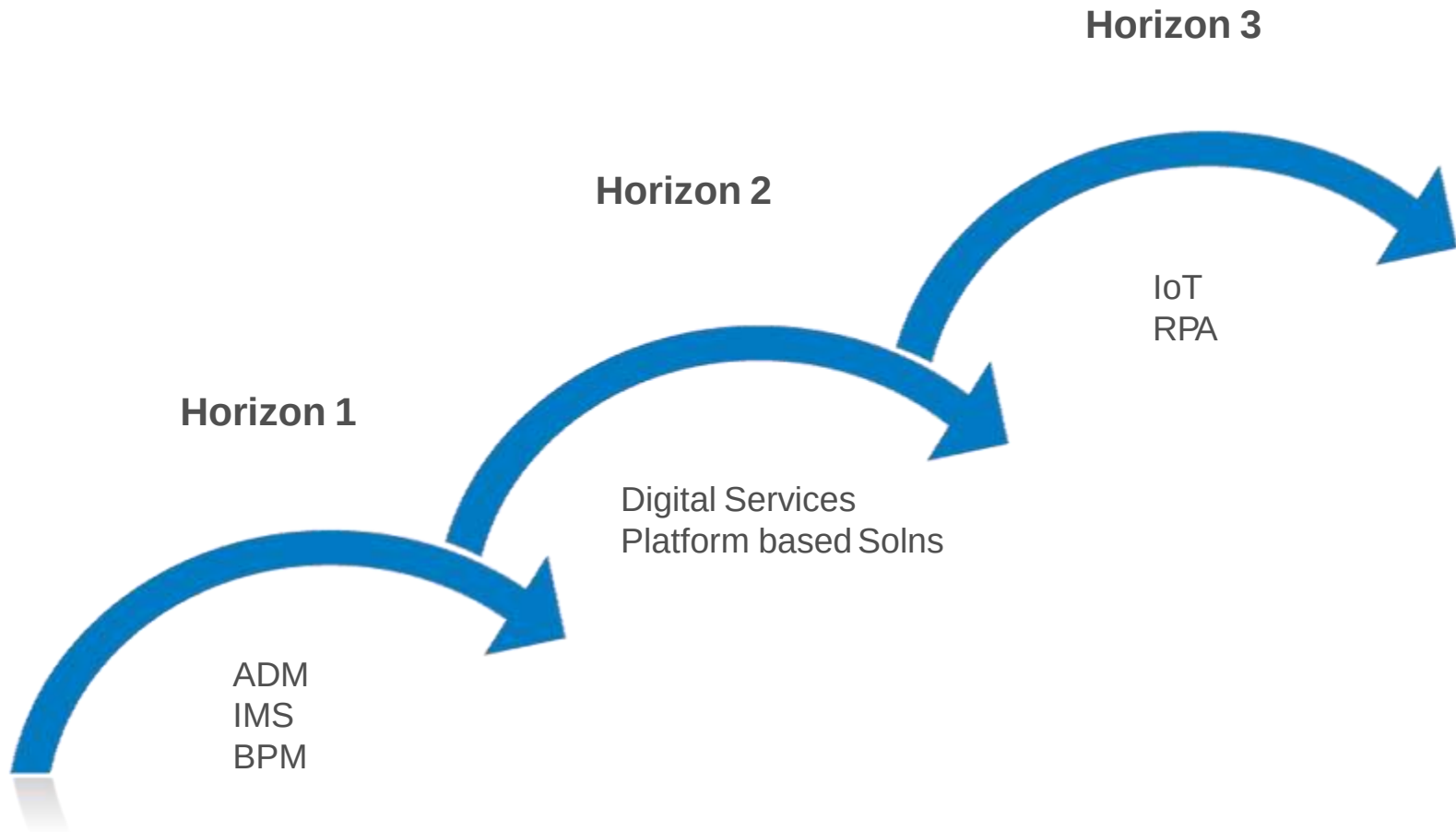
Global Industry Trends

Global technology & business service enterprise spend likely to touch USD 4 trillion by 2015; 60% driven by digital technologies



15-25% Traditional Spend will Evaporate by 2020 New Opportunities in Digital





The NIIT Technologies Edge



Smart IT

Automation (Excelerate)



Uplift Service

Culture Change



Scale Digital

Emotionally Empathetic
Experience (E3)

Excelerate: NIIT Tech Enterprise Automation Platform



Development Automation



Test Automation



Smart Maintenance



Infrastructure Automation



Intelligent Service Desk



Automated Monitoring & Performance Management



Intelligent Business Processes



Robotic Process Automation



Data Management

Digital E3 (Emotionally Empathetic Experiences)

Travel & Transportation
Feel Special



Insurance
Cared For



(Investment) Banking
Appropriate Returns



Media
Personalized



(Auto) Manufacturing
Awesome Lifecycle Experience



Delivering Digital E3

**Improve Omnichannel
Experience**



**Analytics: Reduce Churn,
Increase Revenues,
Reduce Risk**



**New Thinking,
New Business Models**



#3 Experience Innovation

New Thinking, New Business Models



Intelligent
Agents

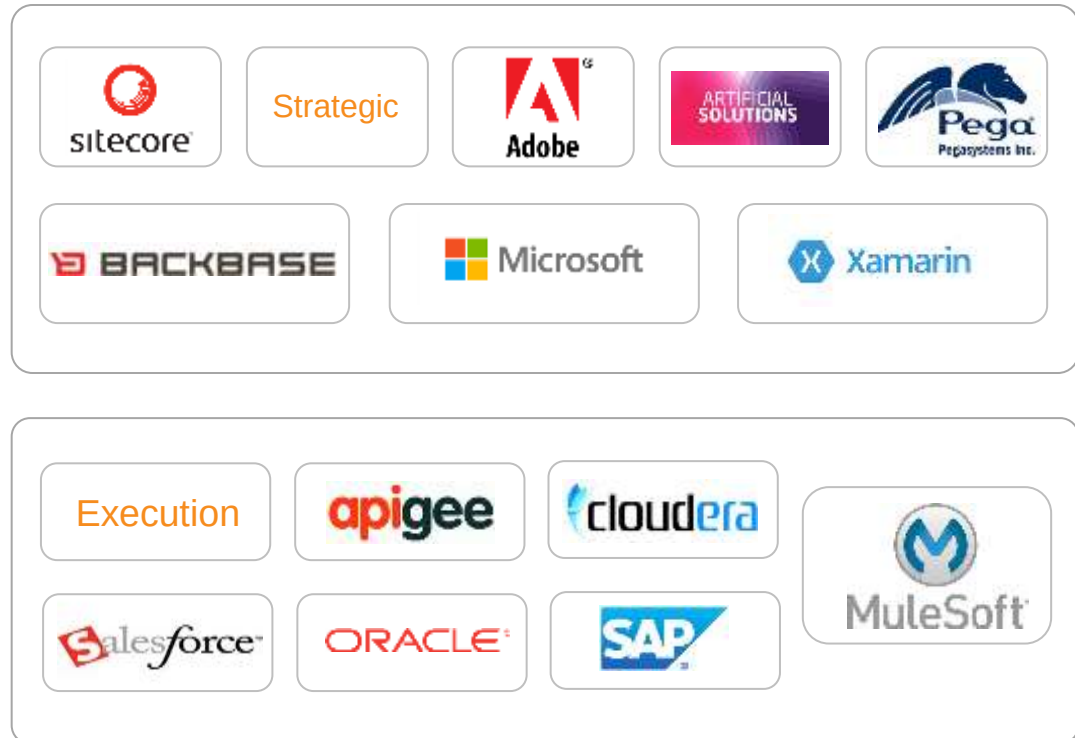


Delivering “Digital How’s” is A Team Activity



together everyone
TEAM
achieves more

World Class Partner Ecosystem

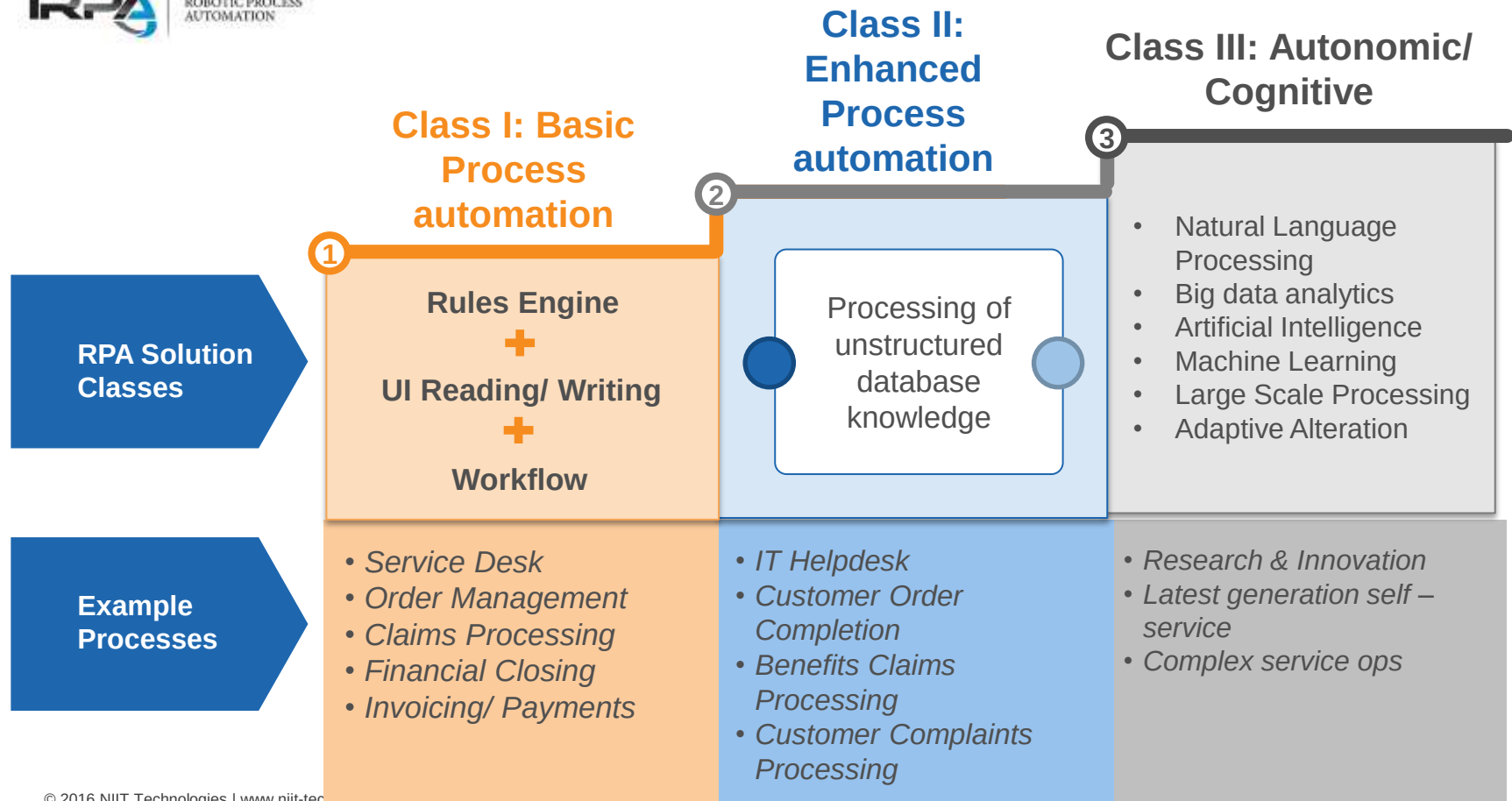


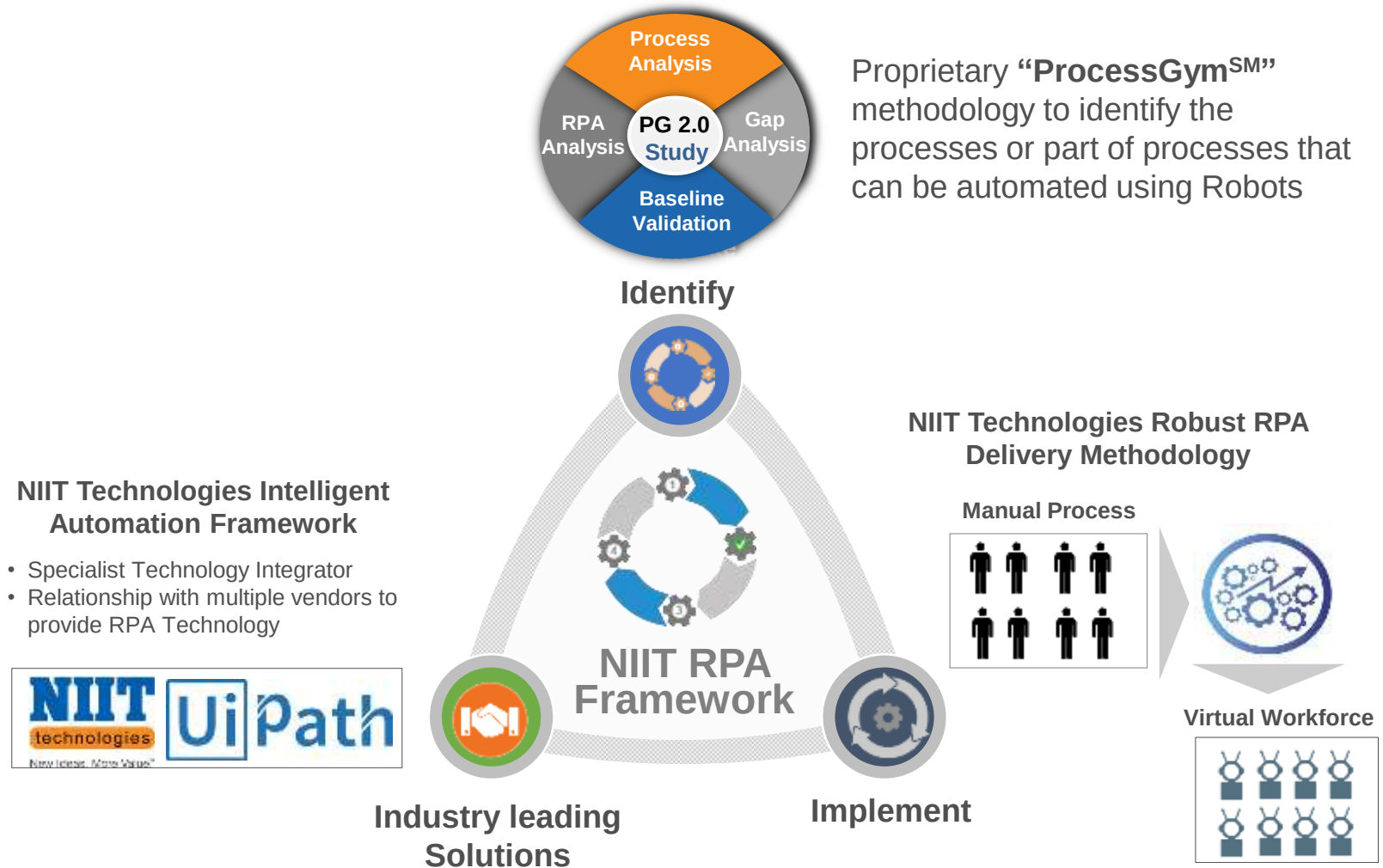
Robotic Process Automation

“Robotic process automation (RPA) is the application of technology that allows employees in a company to configure computer software or a “robot” to capture and interpret existing applications for processing a transaction, manipulating data, triggering responses and communicating with other digital systems”



INSTITUTE FOR
ROBOTIC PROCESS
AUTOMATION





RPA Case Studies Snapshot

Process	Process Overview	Benefits Delivered
Slip Entry	The process involves post underwriting support which includes Risk entries and endorsements on the system	• Maintaining TAT of <8 hours across all LOB's • 30% reduction in FTE's
ACAT	Free Asset Movement Group keeps track of where transfers are within the transfer process.	• Reduced Turn-Around Time • 100% accuracy
GMO	Cash payments team makes payments/ disbursements in relation to requests sent by the Trust Operations team	• 40% AHT reduction • Faster data processing with 100% accuracy
Agent change	The process involves changing an insurance agent for a client.	• 30% reduction in FTE • Reduced TAT with improved accuracy score
Ad-Order Entry	The process involves creation, change & cancellation of Ad-order tickets from various locations.	• Reduced AHT and 24 X7 operations • Cost reduction by 50%
Gross Data Report	Shows case last day dispositions on call file. This report is created every day before dialing.	• Accurate data availability for better dialer list configuration • Improved productivity by 15%

Acknowledgements



World's Top
Performing IT
Stock
Bloomberg
Global IT
Services index
Dec 2015

Investor Comm.
Award
RB Technology –
Emerging
Corporates
category

Among Top
Vendors in
Enterprise
Mobility
Innovation
category
Blueprint Report
by HfS Research

"Leader" in
NelsonHall's
NEAT
for Digital
Transformation
Services

Ranked #5 for
Cust. Sat. in UK
by Whitelane
Research and
PA Consulting
Group

Listed in 50 Best
IT- BPM Company
to Work for
by 'Great Place To
Work® Institute
2015

Among Top5
Large
organizations in
IT-BPM
by "Great Place
ToWork®
Institute"

Talent
Management
Award
by Asia Pacific
HRM Congress'

HR Technology
Leader Award
by Business
WorldHR
Excellence

Among 100 Best
Places to Work
in IT
and ranked No. 23
among small
organizations by
Computerworld

Outsourcing Contract
of the Year
by National
Outsourcing
Association (NOA)
for partnership with
Morris
Communications

Skills Development
Program of the Year
at National Awards
for Excellence in
Outsourcing by
Asia Outsourcing
Congress

E-Governance
Initiative of the
Year Award
by ASSOCHAM

Best Service
Provider Award
from DB Systel

Thank You

Important Note

Certain statements in this Presentation are forward-looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in IT services including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, client concentration, restrictions on immigration, our ability to manage our international operations, reduced demand for technology in our key focus areas, disruptions in telecommunication networks, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies / entities in which we have made strategic investments, withdrawal of governmental fiscal incentives, political instability, legal restrictions on raising capital or acquiring companies and unauthorized use of our intellectual property and general economic conditions affecting our industry. The company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the company.

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