

NIIT Technologies Limited Regd Office : 8, Balaji Estate, First Floor, Guru Ravindass 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 L65993DL1992PLC048753 Audited Financial Results for the Year Ended 31st March, 2015							(Rs. in Lacs)	
Particulars	3 Months ended 31st March 2015	Preceding 3 Months ended 31st December 2014	Corresponding 3 Months ended 31st March 2014	Accounting Year Ended 31st March, 2015	Accounting Year Ended 31st March, 2014	Consolidated Financials		
	(2)	(3) (Unaudited)	(4)	(5) (Audited)	(6) (Audited)	(7) (Audited)	(8) (Audited)	
Part I								
1.(a) Income from Operations	36,310	33,215	32,211	134,609	130,848	237,250	230,499	
(b) Other Operating Income								
2. Expenditure								
a) Purchase of stock in trade (Refer Note 3)	3,154	2,038	2,308	8,866	15,456	9,804	16,548	
b) Employees benefit expenses	18,313	18,222	17,781	72,351	69,011	134,135	129,299	
c) Depreciation and amortisation expenses	1,669	1,671	1,063	6,652	4,202	9,164	6,190	
d) Other expenses	10,486	6,301	6,789	30,499	22,375	60,023	49,539	
e) Total	33,622	28,232	27,941	118,368	111,044	213,126	201,576	
3. Profit from operations before other income, finance costs and exceptional items (1-2)	2,688	4,983	4,270	16,241	19,804	24,124	28,923	
4. Other income	329	527	(377)	2,242	7,416	1,731	3,025	
5. Profit from ordinary activities before finance costs and exceptional items	3,017	5,510	3,893	18,483	27,220	25,855	31,948	
6. Finance Costs	81	88	90	345	167	268	110	
7. Profit from ordinary activities after finance costs but before exceptional items (5-6)	2,936	5,422	3,803	18,138	27,053	25,587	31,838	
8. Exceptional item	3,848			1,348		7,996		
9. Profit from ordinary activities before Tax (7+8)	(912)	5,422	3,803	16,790	27,063	17,591	31,838	
10. Tax Expense								
- Current	509	1,103	(282)	3,839	5,701	7,365	8,505	
- Deferred	(2,312)	246	(378)	(1,808)	(287)	(1,966)	(899)	
- MAT Utilization/(Credit)	863	(360)	1,338	0	799	0	417	
11. Net Profit from Ordinary Activities after tax (9-10)	28	4,433	3,125	14,759	20,840	12,192	23,815	
12. Extra ordinary item								
13. Net Profit for the period (11-12)	28	4,433	3,125	14,759	20,840	12,192	23,815	
14. Net Profit attributable to minority						786	762	
15. Income attributable to Consolidated Group	6,104	6,100	6,070	6,104	6,070	11,406	23,053	
16. Paid up Equity Share Capital (Face Value of Rs. 10 each, fully paid)						6,104	6,070	
17. Reserves excluding Revaluation Reserve				95,880	86,763	129,530	126,317	
18. Earnings Per Share (before/after extraordinary items) of Rs. 10/- each) (not annualised):								
Basic	0.04	7.28	5.16	24.25	34.47	18.74	38.13	
Diluted	0.04	7.24	5.13	24.12	34.13	18.64	37.76	
Part II								
A.PARTICULARS OF SHAREHOLDING								
1.Public Shareholding								
-Number of Shares	42,196,781	42,155,556	41,853,056	42,196,781	41,853,056			
-Percentage of shareholding	69.12%	69.10%	68.95%	69.12%	68.95%			
2. Promoters and promoter group Shareholding								
a)Pledged/ Encumbered								
- Numbers of shares	Nil	Nil	Nil	Nil	Nil			
- Percentage of shares(as a % of the total shareholding of promoter and promoter group)	Nil	Nil	Nil	Nil	Nil			
- Percentage of shares (as % of the total share capital of the company)	Nil	Nil	Nil	Nil	Nil			
b) Non- encumbered								
- Numbers of shares	18,848,118	18,848,118	18,848,118	18,848,118	18,848,118			
- Percentage of shares(as a % of the total shareholding of promoter and promoter group)	100.00%	100.00%	100.00%	100.00%	100.00%			
- Percentage of shares (as % of the total share capital of the company)	30.88%	30.90%	31.05%	30.88%	31.05%			

B. INVESTOR COMPLAINTS

Pending at the beginning of the quarter	0
Received during the quarter	8
Disposed during the quarter	8
Remaining unresolved at the end of the quarter	0

Notes :

1. The Statement of Assets and Liabilities as required under Clause 41(v)(h) of the Listing Agreement is as Under:

	(Rs. Lacs)		Consolidated	
	Standalone Audited	Audited	Audited	Audited
	As at 31.03.2015	As at 31.03.2014	As at 31.03.2015	As at 31.03.2014
EQUITY AND LIABILITIES				
Shareholder's funds				
Share capital	6,104	6,070	6,104	6,070
Reserves and surplus	95,880	86,763	129,630	126,317
			1,887	1,890
Minority Interest				
Non-current liabilities				
Long-term borrowings	462	489	485	526
Long-term provisions	3,062	2,803	3,385	3,098
Current liabilities				
Short term borrowings	2,000	2,150	-	-
Trade payables	12,993	7,906	21,566	16,367
Other current liabilities	12,375	8,533	19,888	17,520
Short-term provisions	12,595	7,414	14,726	8,358
TOTAL EQUITY & LIABILITIES	145,471	122,128	197,671	180,146
ASSETS				
Non-current assets				
Fixed assets	49,177	38,686	67,819	58,197
Non-current investments	21,075	12,342	-	-
Deferred tax assets (net)	2,601	1,032	3,863	2,232
Long-term loans and advances	4,954	4,335	6,188	4,442
Other non-current assets	609	508	1,293	1,110
Current assets				
Current investments	2,319	4,006	5,536	5,506
Inventories	824	479	851	523
Trade receivables	44,199	43,165	60,599	56,435
Cash and cash equivalents	7,352	4,864	26,925	22,123
Short-term loans and advances	7,868	8,791	15,297	15,273
Other current assets	4,493	3,920	9,300	14,305
TOTAL ASSETS	145,471	122,128	197,671	180,146

* In Consolidation Reserves & Surplus includes Currency Translation Reserve of Rs. 7,548 Lacs (Previous Year Rs. 9498 Lacs).

2. Other Expenditure for the year includes development costs of Rs. 14,699 Lacs (Rs. 23,581 Lacs in consolidated financials).

3. Purchases of stock in trade has been disclosed after adjusting changes in inventories of stock in trade amounting to Rs. 344 lacs (Previous Year Rs. 106 lacs) in the Standalone Financials and Rs. 328 lacs (Previous Year Rs. 113 lacs) in the Consolidated Financial Statements for the year ended March 31, 2015.

4. Exceptional item for the year in Standalone Financial Statement includes reversal of provision of diminution in the carrying value of the investment of Rs. 2500 lacs. in one of its Subsidiaries due to its improved performance. It further includes net amount of costs incurred on termination of customer contract with one of its Subsidiaries. In Standalone Rs. 3,848 lacs and in Consolidated Rs. 7,996 lacs

5. During the year, pursuant to Employees Stock Option Plan 2005, 343,725 options were exercised from various Grants and 782,125 options were outstanding as on 31st March 2015 issued on various dates.

6. During the year, the Company based on internal and external technical evaluation, has changed the estimates of useful life from the useful life being followed earlier under the Companies Act, 1956. The Company has exercised the option that where the remaining useful life of asset as at April 1, 2014 is NIL, the carrying amount of the asset after retaining residual value is recognised in the opening balance of retained earnings. The amount of such adjustment in stand-alone financial statements and consolidated financial statements is Rs. 163 lacs and Rs. 211 lacs respectively. Had the Company continued with the previously assessed useful lives, charge for depreciation for the year ended March 31, 2015 would have been higher by Rs. 1741 lacs and Rs. 1426 lacs for stand-alone financial statement and consolidated financial statements, respectively.

7. The Compensation Committee on May 5, 2015 made a grant of 15,000 options at a price of Rs.356.50 per share. Out of these 50% will vest after the completion of one year and balance 50% will vest after completion of two years from the date of grant.

8. The Company operates in a single primary business segment.

9. The consolidated financial results have been prepared in accordance with applicable Accounting Standards notified under Companies (Accounting Standard) Rules 2006.


10. The Board of Directors have recommended a dividend of Rs.9.50 per equity share [Previous year : Rs. 9 per equity share].

11. The figures of the previous quarter/year, to the extent feasible have been re-grouped/re-classified to conform to current quarter/year's classification.

12. 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 current financial year.

13. The above results have been approved and taken on record by the Board of Directors at its meeting held on May 5, 2015.

Place: New Delhi
Date: May 5, 2015

By order of the Board
For NIIT Technologies Limited

Arvind Thakur
CEO & Jt. Managing Director

NIIT Technologies reports 2.7% sequential growth in Q4 FY15

Signs definitive agreement with Incessant to acquire 51% stake for foray into Digital Integration

New Delhi, May 5th 2015, Tuesday: [NIIT Technologies Limited](#) (NSE: NIITTECH), a leading global IT solutions organization, announced its financial results for the last quarter and audited results for the year ended 31st March 2015.

Q4 Highlights:

- Revenues up 2.7% QoQ
- Operating Profits up 15.6% QoQ
- Operating Margins up 183 bps QoQ at 16.3%
- Net addition of 435 people during the quarter

Consolidated revenues for the quarter grew 2.7% sequentially to ₹611.2 Crores and operating profits improved by 15.6% sequentially to ₹99.7 Crores.

A dispute had arisen between one of the Company's subsidiaries and its client in the APAC region as communicated during the quarter. The dispute was resolved by concluding a settlement agreement which released the Company of its obligations towards execution of the program. The financial impact of this one off event during the quarter is ₹80crore which is reflected as an exceptional expense in the P&L. The Company reported a post-tax loss of ₹17.5 crores as a result of this exceptional expense.

JAN-MAR QUARTER Performance at a Glance			
	Qtr ended Mar 31, 2014 ₹ Cr	Qtr ended Mar 31, 2015 ₹ Cr	Growth YoY
Consolidated Revenues	588.5	611.2	3.9%
Operating Profit	89.0	99.7	12.0%
Exceptional Expense	-	80.0	NA
Profit After Tax	61.9	(17.5)	-128.2%

“Robust growth in the US contributed to strong sequential growth during the quarter”, said **Mr. Arvind Thakur, Chief Executive Officer, NIIT Technologies Ltd.** “Cross currency headwinds in Europe impacted reported revenues. In constant currency, revenues expanded 3.3% sequentially”.

Business in the US grew 3.8% contributing to 44% of overall revenues during the quarter. EMEA contributed to 35% while the revenue share from APAC and India stood at 21%. Growth in the US was a result of expansion of business in the BFSI segment. Overall BFSI contributed to 33% of revenues while [Travel and Transportation](#) contributed to 38% of total revenues. Other segments of focus like [Manufacturing](#) and [Government](#) contributed to 8%, and 6% of the revenue mix respectively.

Sudhir Chaturvedi, COO, NIIT Technologies said, “Growth in the US was a result of business expansion with new clients acquired in the Insurance space. Our UK subsidiary focused on Insurance also expanded its business. Overall revenues in Insurance grew 9.2% sequentially.”

Fresh orders of USD 89Mn were secured during the quarter leading to USD 295Mn worth of orders executable over the next 12 months.

435 people were added during the quarter taking the total headcount to 8,494 at the end of the period under review, and attrition rate being 15.75%.

FY 15 HIGHLIGHTS

- Revenues up 2.9% at ₹2372.5 Crores
- Operating Profits down 1.7% at ₹345.7 Crores
- Net Profits down 50.5% at ₹114.1 Crores
- Board recommends ₹9.50 dividend per share

Consolidated revenues for FY'15 grew by 2.9% to ₹2372.5 Crores.

Reduced focus on domestic government business led to a decline by 38% over previous year in the [Government](#) sector and the Company encountered client specific issues in the US in the first quarter.

“After an initial setback in Q1, the company reported steady improvement in both revenues and operating margins throughout FY'15”, **said Mr. Arvind Thakur, Chief Executive Officer, NIIT Technologies Ltd.**

The Company substantially increased revenues in [Infrastructure Management Services](#) (IMS) which grew by 43%. Among geographies the US expanded the most during the year representing 44% of revenue mix.

The board recommended ₹9.50 per equity share as dividend for FY'15.

STRATEGIC INVESTMENT

The Company announced its foray into Digital Integration by signing a definitive agreement with a global BPM specialist, [Incessant Technologies](#) to acquire a 51% stake.

[Incessant](#) is sharply focused in enabling its clients to automate and integrate back end systems with a digital front end and currently has 300+ Consultants who are certified practitioners. They have strong relationships with 20+ clients, and strong alliance partnerships with leading platform providers like Pegasystems and Appian.

“Incessant provides us with the capability to be a significant player in the Digital Integration space with Digitization and Automation of business processes for seamless customer experience”, **said Sudhir Chaturvedi, COO, NIIT Technologies.**

Incessant is a fast growing Company with FY’14 revenue of USD 13.9Mn, estimated to report revenue of USD 17Mn for FY’15. The entity is expected to be margin and EPS accretive in FY ’16 for NIIT Technologies.

Mr. Rajendra S. Pawar, Chairman, NIIT Technologies Ltd. said, “It has been a tumultuous year as the company addressed changing expectations of the market. With major issues behind us and a well-defined agenda we can look forward to a period of sustained growth and profitability”.

The agenda for FY’16 includes expansion of business in international geographies, continue to scale [IMS](#) revenues, and Go Digital in a significant way.

Acknowledgements during the quarter

1. Mr. Rajendra S Pawar, Chairman, NIIT Group conferred with ‘Lifetime Achievement Award’ by Geospatial Media for leadership role in promoting the Geographic Information Systems (GIS) industry in India.
2. The Company listed in Computerworld's 100 Best Places to Work in IT for 2015.
3. Conferred with the Golden Globe Tigers award in Excellence and leadership in training and development for best results based training.
4. Recognized as Leader by [International Association of Outsourcing Professionals](#) in the 2015 list of The Global Outsourcing 100® and The World's Best Outsourcing Advisors in the Leader size category.

About NIIT Technologies

NIIT Technologies is a leading global IT solutions organization, servicing customers in Americas, Europe, Middle East, Asia and Australia. It offers services in Application Development and Maintenance, Infrastructure Management Services, IP Asset or Platform Solutions, and Business Process Management to organizations in the Financial Services, Travel and Transportation, Manufacturing/Distribution, and Government sectors. The Company adheres to major global benchmarks and standards, having secured the ISO 9001:2000 certifications and the ISO: 27001 Information Security Management accreditation. NIIT Technologies also follows global standards of development. It has been assessed at Level 5 of SEI CMMi version 1.2. NIIT Technologies Business Process Management conforms to the highest quality standards such as COPC and Six Sigma. Its data centre operations are assessed at the international ISO 20000 IT management standards.

For Immediate Release

Safe Harbor

Certain statements in this release are forward-looking statements. The business involves various risks, and uncertainties that could result in the actual results to differ materially from those indicated here. All forward looking statements made herein are based on information presently available to the management of the Company and 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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