



**May 06, 2016**

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

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

Dear Sir,

**Sub.: Press release**

Please find enclosed the copy of Press Release issued by the Company on May 06, 2016 pursuant to SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015.

You are requested to take note of the same.

For **NIIT Technologies Limited**

A handwritten signature in purple ink, appearing to read 'Lalit', with a long horizontal line extending to the right.

**Lalit Kumar Sharma**  
**Company Secretary & Head Legal**  
**FCS 6218**

## NIIT Technologies delivers robust 145% growth in PAT for FY'16

Board recommends ₹10 dividend per share

**Noida, May 6th 2016, Friday:** NIIT Technologies Limited (NSE: NIITTECH), a leading global IT solutions organization, announced its financial results for the year FY15-16 resulting in revenues of ₹2,682 Crores, operating profits at ₹473 Crores and net profits at ₹280 Crores.

### FY16 HIGHLIGHTS

- Revenues up 13.1% at ₹2,682 Crores
- Operating Profits up 36.9% at ₹473.3 Crores
- Net Profits up 145% at ₹280 Crores

“Growth during the year came on the back of increased international business and growth in BFSI sector”, **said Mr. Arvind Thakur, Chief Executive Officer, NIIT Technologies Ltd.** “Operating Margins improved through the year and this trend continued in Q4 with margins expanding by 20 bps during the quarter”, he added.

BFSI grew 29% during the year, increasing the revenue share to 38% from 33% last year. Travel and Transportation contributed to 35% of revenues. Manufacturing/Distribution share of revenues stood at 8% and Government at 4% of revenues for the year.

Americas had a robust growth of 17%, representing 46% of total revenue mix. EMEA grew by 8% during the year resulting in 34% contribution to the revenue. APAC contributed to 10% of total revenue mix. India revenue share reduced to 10% declining 14% YoY as a result of reduced focus on Government business.

### Q4 Highlights:

Consolidated revenues for the quarter grew 0.9% sequentially to ₹684.7 Crores and operating profits improved by 2% sequentially to ₹126.1 Crores. Net profits improved sequentially by 6.4% to ₹79 Crores.

JAN-MAR QUARTER Performance at a Glance			
	Qtr ended Mar 31, 2015 ₹ Cr	Qtr ended Mar 31, 2016 ₹ Cr	Growth YoY
Consolidated Revenues	611.2	684.7	12.0%
Operating Profit	99.7	126.1	26.5%
Profit After Tax	(17.5)	79	Loss to profit

The quarter witnessed robust growth in BFSI expanding 6% sequentially contributing to 40% of revenues while Travel and Transportation contributed to 32% of total revenues. Other segments of focus like Manufacturing/Distribution and Government contributed to 8% and 4% of the revenue mix respectively.

Fresh orders of USD 120 Mn were secured during the quarter leading to USD 301 Mn worth of orders executable over the next 12 months.

“The order intake includes a new multi-year large transformational outsourcing engagement with an insurance client in Europe and another multimillion dollar new insurance logo acquired in the US”, said **Mr. Sudhir Chaturvedi, Chief Operating Officer, NIIT Technologies Ltd.**

4 new clients were added during the quarter 2 each in Americas and APAC.

Sompo Japan Canopus Reinsurance successfully went live on Navigator which is a next generation policy and claims administration platform from NIIT Technologies. During the quarter the Company entered into a partnership with UiPath to deploy Robotic Process Automation in its BPO business. To strengthen its Digital Integration capabilities the Company set up a new state-of-the-art Digital Innovation Centre in Hyderabad.

Digital revenues contributed to 16% of the overall mix during the quarter.

**Mr. Rajendra S. Pawar, Chairman, NIIT Technologies Ltd. said**, “The Company has built a strong partner eco-system which would be the driving force for growth in Digital Services”.

Total headcount stood at 9,476 at the end of the period under review, and attrition rate being 12.7%.

**Acknowledgements during the quarter:**

1. Secured ‘Best Service Provider Award’ from ICT Subsidiary of German Railways.
2. Conferred with the ‘RB Investor Communication’ award in the ‘Technology – Emerging Corporates’ category.
3. Won HRO Today Services and Technology Awards 2016 for ‘Excellence in Business Partnership in US’.

**About NIIT Technologies Ltd.**

NIIT Technologies is a leading global IT solutions organization servicing customers across the Americas, Europe, Asia and Australia. Differentiated on the strength of its industry expertise, NIIT Technologies services clients in travel and transportation, banking and financial services, insurance, manufacturing and media verticals, offering a range of services including Application Development and Maintenance, Infrastructure Management, and Business Process Management. Focused on Digital Services, the Company is helping businesses design agile, scalable and digital operating models. NIIT Technologies adheres to major global benchmarks and standards of quality and Information Security. For further information, please visit [www.niit-tech.com](http://www.niit-tech.com)

**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.

**For media queries please contact:**

**Pallavi Bahuguna Gupta**  
Corporate Communications  
NIIT Technologies Ltd.  
+91 120 7119039  
[pallavi.2.gupta@niit-tech.com](mailto:pallavi.2.gupta@niit-tech.com)

**Prasidha Menon**

Edelman  
+91 9560188330  
[Prasidha.Menon@edelman.com](mailto:Prasidha.Menon@edelman.com)

**For investor/analyst queries please contact:**

**Abhinandan Singh**  
Head – Investor Relations & Special Projects  
NIIT Technologies Ltd.  
+91 22 40103212  
[abhinandan.singh@niit-tech.com](mailto:abhinandan.singh@niit-tech.com)