

NIIT Technologies Limited
Quarterly Consolidated Income Statement

June 30, 2013



Particulars	INR Mn.				
	Q1FY14	Q4FY13	QoQ%	Q1FY13	YoY%
Gross Revenues	5,419	5,372	0.9%	4,696	15.4%
Direct Cost	3,669	3,526	4.1%	3,047	20.4%
Gross Profit	1,750	1,846	-5.2%	1,649	6.1%
GM%	32.3%	34.4%	-208 Bps	35.1%	-283 Bps
Selling / General And Administration	968	962	0.6%	898	7.7%
SG&A to Revenue %	17.9%	17.9%	-6 Bps	19.1%	-127 Bps
Operating Profit	782	884	-11.5%	751	4.1%
OM%	14.4%	16.5%	-202 Bps	16.0%	-156 Bps
Depreciation and Amortization	148	161	-8.1%	126	17.4%
Other Income (net)	206	(14)	-1564.4%	210	-1.9%
Profit Before Tax	840	709	18.6%	835	0.7%
PBT %	15.5%	13.2%	231 Bps	17.8%	-228 Bps
Provision for Tax	296	129	130.3%	246	20.3%
Minority Interest	12	15	-16.8%	13	-5.8%
Profit After Tax (after Minority Int.)	532	566	-5.9%	575	-7.5%
PAT%	9.8%	10.5%	-71 Bps	12.3%	-248 Bps
EPS - INR					
Basic	8.82	9.40	-6.1%	9.60	-8.1%

NIIT Technologies Limited
Consolidated Balance Sheet

June 30, 2013



INR Mn.

Particulars	As at Jun 30 2013	As at Mar 31 2013	As at Jun 30 2012	Particulars	As at Jun 30 2013	As at Mar 31 2013	As at Jun 30 2012
Equity	604	602	599	Net Block	4,590	4,383	4,428
Reserves & Surplus	10,961	10,339	9,199	Capital Work in Progress	343	277	24
NET Worth	11,565	10,941	9,798	Current Assets			
Borrowings	89	92	422	Cash and Cash Equivalent	2,479	3,325	2,669
Minority Interest	177	173	136	Debtors	5,822	4,538	4,118
				Other Current Assets	2,863	2,743	2,670
				Current Liabilities	(4,490)	(4,182)	(3,815)
				Deferred Tax Assets	224	122	263
	11,831	11,206	10,357		11,831	11,206	10,357

NIIT Technologies Limited
Financial and Operational Metrics

June 30, 2013



Revenue - Reported

INR Mn.	Q1 FY 14	Q4 FY 13	Q1 FY 13
Revenue	5,419	5,372	4,696
QoQ % Growth	0.9%	4.4%	5.9%
Hedge Gain/(Loss)	18.1	19.1	(119.0)

Other Income

INR Mn.	Q1 FY 14	Q4 FY 13	Q1 FY 13
Income on mutual Funds	17	12	11
Net Finance/Interest Income	8	10	5
Other Non Operating Income	7	22	9
Difference in Exchange *	174	(59)	(71)
Other Income (net)	206	(14)	(46)

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

Vertical Split

%	Q1 FY 14	Q4 FY 13	Q1 FY 13
Banking and Financial Services	12%	12%	13%
Insurance	18%	19%	21%
Transport	36%	37%	40%
Manufacturing	7%	6%	7%
Government	13%	11%	8%
Others	14%	15%	11%

Practice Split

%	Q1 FY 14	Q4 FY 13	Q1 FY 13
Application Development & Management	60%	61%	61%
SI & PI **	13%	13%	9%
IP Assets	9%	8%	12%
Managed Services	13%	12%	12%
Non-Linear BPO	2%	0%	0%
BPO	3%	6%	6%

** System Integration and Package Implementation

Geography

%	Q1 FY 14	Q4 FY 13	Q1 FY 13
Americas	39%	38%	36%
EMEA	35%	37%	39%
RoW	26%	25%	25%

Revenue Mix

%	Q1 FY 14	Q4 FY 13	Q1 FY 13
ONSITE	63%	62%	62%
OFFSHORE	37%	38%	38%
Total	100%	100%	100%

Order Book

\$ Mn	Q1 FY 14	Q4 FY 13	Q1 FY 13
Fresh Order Intake	145	110	83
USA	44	42	25
EMEA	26	30	30
ROW	75	38	28
Executable Order Book over Next 12 Months	263	252	240

Client Data

No.	Q1 FY 14	Q4 FY 13	Q1 FY 13
Repeat Business %	95%	90%	91%
New client Addition:			
USA	1	1	2
EMEA	1	-	1
APAC	1	1	-
India	2	3	2
Total	5	5	5

NIIT Technologies Limited
Financial and Operational Metrics

June 30, 2013



DAYS	Q1 FY 14	Q4 FY 13	Q1 FY 13
DSO	98	82	84

Revenue Concentration

%	Q1 FY 14	Q4 FY 13	Q1 FY 13
Top 5	31%	32%	30%
Top 10	46%	47%	43%

Client Size

Nos	Q1 FY 14	Q4 FY 13	Q1 FY 13
Between 1 to 5 Million	48	48	49
Between 5 to 10 Million	11	11	7
Above 10 Millin	9	9	8
68	68	68	64

People Numbers (By Role)

Nos	Q1 FY 14	Q4 FY 13	Q1 FY 13
Billable Personnel			
Onsite	1,627	1,769	1,634
Offshore	5,935	5,744	5,150
Total	7,562	7,513	6,784
Sales and Marketing (Excl GIS)	143	140	143
Sales and Marketing (GIS)	45	45	47
Others	457	460	470
Grand Total	8,207	8,158	7,444

Utilization/Attrition (Excl BPO)

%	Q1 FY 14	Q4 FY 13	Q1 FY 13
Utilization	77.3%	78.2%	79.0%
Attrition Rate	12.4%	12.2%	12.4%

Rupee Dollar Rate

	Q1 FY 14	Q4 FY 13	Q1 FY 13
Period Closing Rate	59.53	54.29	55.63
Period Average Rate	55.16	54.17	53.53

Hedge Position

	Q1 FY 14	Q4 FY 13	Q1 FY 13
USD	48.15	48.25	49.59
GBP	8.55	8.55	9.03
Euro	4.50	4.50	4.91

Average Rates for Outstanding Hedges as on:

	Q1 FY 14	Q4 FY 13	Q1 FY 13
USD	57.85	57.35	50.90
GBP	90.95	90.78	81.39
Euro	75.90	74.67	69.16

Revenue by Project type

%	Q1 FY 14	Q4 FY 13	Q1 FY 13
FPP	42%	41%	41%
T&M	58%	59%	59%

Shareholding Pattern

%	Q1 FY 14	Q4 FY 13	Q1 FY 13
FII's	29%	28%	23%
Promoters Holding	31%	31%	39%
MFs/ FIs and Banks	20%	20%	14%
NRIs/ OCBs	1%	1%	1%
Others	19%	20%	23%