

## NIIT Technologies Limited



### Audited Consolidated Profit and Loss Account

For The Period ended March 31, 2009

(All figures in Rs. Million except %age)

Particulars	JFM'08	OND'08	JFM'09	Apr'07- Mar'08	Apr'08- Mar'09
Revenue	2,485	2,485	2,270	9,415	9,799
Other Income	-56	-101	5	135	46
Operating Expenses	2,017	2,039	1,866	7,652	8,035
Operating Profit	467	446	404	1,763	1,764
Operating Margin	19%	18%	18%	19%	18%
Depreciation	99	107	100	389	422
Profit Before Tax	313	239	309	1,509	1,389
Provision for Taxation - Current & Deferred	-8	69	40	138	224
Net Profit	321	170	269	1372	1165
Minority Share of Net Profit	10	2	6	19	17
PAT attributable to equity shareholders after minority interest	310	168	263	1,353	1,148
EPS (Rs.)	5.29	2.85	4.48	23.05	19.56

Previous period figures may have been recast for comparison purposes

The figures in the above statement may not agree arithmetically as they have been rounded off to the nearest million

# NIIT Technologies Limited



For The Period ended March 31, 2009

## Consolidated Revenue Analysis

Revenue Mix Geowise	JFM'08	OND'08	JFM'09	FY08	FY09
Americas	33%	32%	32%	32%	31%
EMEA*	47%	50%	47%	50%	50%
APAC	8%	10%	10%	10%	10%
India	13%	8%	11%	9%	10%
Total	100%	100%	100%	100%	100%

\* EMEA = Europe, Middle East & Africa

Revenue Mix Verticalwise	JFM'08	OND'08	JFM'09	FY08	FY09
BFSI	44%	43%	45%	44%	43%
Transportation	25%	27%	28%	25%	28%
Retails & Manufacturing	13%	14%	13%	12%	13%
Others	18%	16%	14%	19%	16%

Revenue Mix Off:On	JFM'08	OND'08	JFM'09	FY08	FY09
Offshore	37%	41%	41%	38%	40%
Onsite	63%	59%	59%	62%	60%

Revenues from Top Clients	JFM'08	OND'08	JFM'09	FY08	FY09
Top 5	36%	33%	31%	36%	33%
Top 10	46%	46%	44%	47%	45%
Top 20	59%	62%	58%	60%	60%

Significant New Customers	JFM'08	OND'08	JFM'09	FY08	FY09
USA	1	-	2	3	4
EMEA	1	2	2	10	9
ROW	3	-	1	8	5
Total	5	2	5	21	18

Fresh Order Intake (US \$ Million)	JFM'08	OND'08	JFM'09	FY08	FY09
USA	35	132	15	69	170
EMEA	31	16	23	102	108
ROW	16	0	8	57	33
Total	81	148	46	229	312

Executable Order Book (US \$ Million)	JFM'08	OND'08	JFM'09
Over next twelve Months	112	99	97

	JFM'08	OND'08	JFM'09	FY08	FY09
Revenue Capacity Utilisation	78%	85%	81%	78%	81%

## NIIT Technologies Limited

For The Period ended March 31, 2009



<b>People</b>	<b>Mar'08</b>	<b>Dec'08</b>	<b>Mar'09</b>
Total Resource	5118	4438	4238
<b>Direct People Mix</b>			
	<b>Mar'08</b>	<b>Dec'08</b>	<b>Mar'09</b>
Onsite	23%	22%	24%
Offshore	77%	78%	76%

### **Shareholding Pattern**

	<b>Mar'08</b>	<b>Dec'08</b>	<b>Mar'09</b>
FII's	11%	7%	8%
Promoters Holding	40%	40%	40%
MFs/ FIs and Banks	8%	6%	6%
Others	42%	47%	47%