

NIIT Technologies Limited
Quarterly Consolidated Income Statement

June 30, 2014



Particulars	INR Mn.				
	Q1FY15	Q4FY14	QoQ%	Q1FY14	YoY%
Gross Revenues	5,776	5,885	-1.8%	5,419	6.6%
Direct Cost	3,877	3,846	0.8%	3,669	5.6%
Gross Profit	1,899	2,039	-6.8%	1,750	8.6%
GM%	32.9%	34.6%	-175 Bps	32.3%	59 Bps
Selling / General And Administration	1,124	1,148	-2.1%	968	16.2%
SG&A to Revenue %	19.5%	19.5%	-4 Bps	17.9%	160 Bps
Operating Profit	775	890	-12.9%	782	-0.8%
OM%	13.4%	15.1%	-171 Bps	14.4%	-101 Bps
Depreciation and Amortization	189	156	21.0%	148	28.0%
Other Income (net)	36	(30)	-218.5%	206	-82.7%
Profit Before Tax	621	704	-11.7%	840	-26.0%
PBT %	10.8%	12.0%	-120 Bps	15.5%	-474 Bps
Provision for Tax	162	56	190.6%	296	-45.4%
Minority Interest	27	29	-6.6%	12	123.7%
Profit After Tax (after Minority Int.)	432	619	-30.1%	532	-18.7%
PAT%	7.5%	10.5%	-303 Bps	9.8%	-233 Bps
EPS - INR					
Basic	7.12	10.20	-30.2%	8.82	-19.2%

NIIT Technologies Limited
Consolidated Balance Sheet

June 30, 2014



INR Mn.

Particulars	As at Jun 30 2014	As at Mar 31 2014	As at Jun 30 2013	Particulars	As at Jun 30 2014	As at Mar 31 2014	As at Jun 30 2013
Equity	607	607	604	Net Block	5,103	4,534	4,590
Reserves & Surplus	13,127	12,632	10,961	Capital Work in Progress	1,256	1,286	343
NET Worth	13,734	13,239	11,565	Current Assets			
Borrowings	148	89	89	Cash and Cash Equivalent	1,951	2,874	2,479
Minority Interest	216	189	177	Debtors	6,105	5,643	5,822
				Other Current Assets	3,978	3,454	2,863
				Current Liabilities	(4,512)	(4,497)	(4,490)
				Deferred Tax Assets	217	223	224
	14,098	13,517	11,831		14,098	13,517	11,831

Revenue - Reported

INR Mn.	Q1 FY 15	Q4 FY 14	Q1 FY 14
Revenue	5,776	5,885	5,419
QoQ % Growth	-1.8%	0.2%	0.9%
Hedge Gain/(Loss)	4.7	(69.9)	18.1

Other Income

INR Mn.	Q1 FY 15	Q4 FY 14	Q1 FY 14
Income from MF's/Net Interest Income	37	34	32
Difference in Exchange *	(1)	(65)	174
Other Income (net)	36	(30)	206

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

Vertical Split

%	Q1 FY 15	Q4 FY 14	Q1 FY 14
Banking and Financial Services	16%	17%	12%
Insurance	18%	18%	18%
Transport	39%	37%	36%
Manufacturing	7%	7%	7%
Government	6%	5%	13%
Others	14%	16%	14%

Practice Split

%	Q1 FY 15	Q4 FY 14	Q1 FY 14
Application Development & Management	62%	64%	60%
SI & PI **	7%	9%	13%
IP Assets	9%	9%	9%
Managed Services	16%	12%	13%
Non-Linear BPO	3%	3%	2%
BPO	3%	3%	3%

** System Integration and Package Implementation

Geography

%	Q1 FY 15	Q4 FY 14	Q1 FY 14
Americas	44%	45%	39%
EMEA	36%	38%	35%
RoW	20%	17%	26%

Revenue Mix

%	Q1 FY 15	Q4 FY 14	Q1 FY 14
ONSITE	63%	65%	63%
OFFSHORE	37%	35%	37%
Total	100%	100%	100%

Order Book

\$ Mn	Q1 FY 15	Q4 FY 14	Q1 FY 14
Fresh Order Intake	124	144	145
USA	34	89	44
EMEA	27	30	26
ROW	63	25	75
Executable Order Book over Next 12 Months	295	290	263

Client Data

No.	Q1 FY 15	Q4 FY 14	Q1 FY 14
Repeat Business %	95%	90%	95%
New client Addition:			
USA	3	1	1
EMEA	1	1	1
APAC	-	1	1
India	-	1	2
Total	4	4	5

June 30, 2014



DAYS	Q1 FY 15	Q4 FY 14	Q1 FY 14
DSO	95	89	98

Revenue Concentration

%	Q1 FY 15	Q4 FY 14	Q1 FY 14
Top 5	34%	35%	31%
Top 10	48%	47%	46%

Client Size

Nos	Q1 FY 15	Q4 FY 14	Q1 FY 14
Between 1 to 5 Million	46	47	48
Between 5 to 10 Million	12	12	11
Above 10 Millin	6	7	9
64	66	68	

People Numbers (By Role)

Nos	Q1 FY 15	Q4 FY 14	Q1 FY 14
Billable Personnel			
Onsite	1,834	1,844	1,627
Offshore	5,774	5,787	5,935
Total	7,608	7,631	7,562
Sales and Marketing (Excl GIS)	140	143	143
Sales and Marketing (GIS)	46	49	45
Others	488	467	457
Grand Total	8,282	8,290	8,207

Utilization/Attrition (Excl BPO)

%	Q1 FY 15	Q4 FY 14	Q1 FY 14
Utilization	78.0%	77.3%	77.3%
Attrition Rate	15.4%	14.4%	12.4%

Rupee Dollar Rate

	Q1 FY 15	Q4 FY 14	Q1 FY 14
Period Closing Rate	60.07	60.05	59.53
Period Average Rate	59.86	61.84	55.16

Hedge Position

	Q1 FY 15	Q4 FY 14	Q1 FY 14
USD	51.10	45.81	48.15
GBP	11.25	11.25	8.55
Euro	4.50	4.50	4.50

Average Rates for Outstanding Hedges as on:

	Q1 FY 15	Q4 FY 14	Q1 FY 14
USD	65.44	64.89	57.85
GBP	108.05	105.17	90.95
Euro	89.70	87.64	75.90

Revenue by Project type

%	Q1 FY 15	Q4 FY 14	Q1 FY 14
FPP	43%	42%	42%
T&M	57%	58%	58%

Shareholding Pattern

%	Q1 FY 15	Q4 FY 14	Q1 FY 14
FII's	35%	33%	29%
Promoters Holding	31%	31%	31%
MFs/ FIs and Banks	15%	16%	20%
NRIs/ OCBs	1%	1%	1%
Others	18%	19%	19%