

NIIT Technologies Limited
Quarterly Consolidated Income Statement

March 31, 2013



Particulars	INR Mn.				
	Q4FY13	Q3FY13	QoQ%	Q4FY12	YoY%
Gross Revenues	5,372	5,144	4.4%	4,435	21.1%
Direct Cost	3,526	3,383	4.2%	2,824	24.9%
Gross Profit	1,846	1,761	4.9%	1,611	14.6%
GM%	34.4%	34.2%	13 Bps	36.3%	-197 Bps
Selling / General And Administration	962	948	1.5%	867	11.0%
SG&A to Revenue %	17.9%	18.4%	-53 Bps	19.5%	-163 Bps
Operating Profit	884	812	8.8%	745	18.7%
OM%	16.5%	15.8%	66 Bps	16.8%	-34 Bps
Depreciation and Amortization	161	142	13.7%	111	45.3%
Other Income (net)	(14)	126	-111.2%	(46)	-69.7%
Profit Before Tax	709	796	-11.0%	588	20.6%
PBT %	13.2%	15.5%	-229 Bps	13.2%	-5 Bps
Provision for Tax	129	230	-44.2%	111	16.1%
Minority Interest	15	6	143.7%	15	0.2%
Profit After Tax (after Minority Int.)	566	560	1.0%	462	22.4%
PAT%	10.5%	10.9%	-36 Bps	10.4%	11 Bps
EPS - INR					
Basic	9.40	9.31	0.9%	7.76	21.0%

NIIT Technologies Limited
Annual Consolidated Income Statement

March 31, 2013



INR Mn.

Particulars	FY 13	FY 12	YoY%
Gross Revenues	20,214	15,765	28.2%
Direct Cost	13,159	9,877	33.2%
Gross Profit	7,054	5,888	19.8%
GM%	34.9%	37.4%	-245 Bps
Selling / General And Administration	3,759	3,204	17.3%
SG&A to Revenue %	18.6%	20.3%	-173 Bps
Operating Profit	3,295	2,684	22.8%
OM%	16.3%	17.0%	-72 Bps
Depreciation and Amortization	567	364	55.5%
Other Income (net)	206	282	-26.9%
Profit Before Tax	2,935	2,602	12.8%
PBT %	14.5%	16.5%	-198 Bps
Provision for Tax	750	638	17.7%
Minority Interest	52	(8)	-748.7%
Profit After Tax (after Minority Int.)	2,132	1,972	8.1%
PAT%	10.5%	12.5%	-196 Bps
EPS - INR			
Basic	35.53	33.21	7.0%

NIIT Technologies Limited
Consolidated Balance Sheet

March 31, 2013



INR Mn.

Particulars	As at Mar 31 2013	As at Dec 31 2012	As at Mar 31 2012	Particulars	As at Mar 31 2013	As at Dec 31 2012	As at Mar 31 2012
Equity	602	602	596	Net Block	4,383	4,490	4,231
Reserves & Surplus	10,339	10,387	8,505	Capital Work in Progress	277	79	2
NET Worth	10,941	10,989	9,101	Current Assets			
Borrowings	92	92	506	Cash and Cash Equivalent	3,325	2,856	2,871
Minority Interest	173	160	123	Debtors	4,538	4,290	3,492
				Other Current Assets	2,743	2,407	2,459
				Current Liabilities	(4,182)	(3,094)	(3,533)
				Deferred Tax Assets	122	213	207
	11,206	11,241	9,730		11,206	11,241	9,730

March 31, 2013



Revenue - Reported

INR Mn.	Q4 FY 13	Q3 FY 13	Q4 FY 12	FY 13	FY 12
Revenue	5,372	5,144	4,435	20,214	15,765
QoQ % Growth	4.4%	2.9%	2.4%	28.2%	
Hedge Gain/(Loss)	19.5	(22.5)	(56.6)	(212.7)	(131.0)

Other Income

INR Mn.	Q4 FY 13	Q3 FY 13	Q4 FY 12	FY 13	FY 12
Income on mutual Funds	12	20	11	58	38
Net Finance/Interest Income	10	3	5	21	15
Other Non Operating Income	22	0	9	59	36
Difference in Exchange *	(59)	103	(71)	67	194
Other Income (net)	(14)	126	(46)	206	282

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

Vertical Split

%	Q4 FY 13	Q3 FY 13	Q4 FY 12	FY 13	FY 12
Banking and Financial Services	12%	12%	13%	13%	14%
Insurance	19%	19%	21%	19%	23%
Transport	37%	42%	39%	40%	37%
Manufacturing	6%	6%	6%	7%	7%
Government	11%	8%	7%	8%	6%
Others	15%	13%	14%	13%	13%

Practice Split

%	Q4 FY 13	Q3 FY 13	Q4 FY 12	FY 13	FY 12
Application Development & Management	61%	63%	61%	62%	62%
IP Assets	8%	9%	11%	10%	13%
Managed Services	12%	12%	13%	12%	13%
SI & PI **	13%	10%	9%	10%	7%
Business Process Outsourcing	6%	6%	6%	6%	5%

Geography

%	Q4 FY 13	Q3 FY 13	Q4 FY 12	FY 13	FY 12
Americas	38%	37%	37%	38%	37%
EMEA	37%	40%	37%	39%	38%
Asia Pacific	8%	11%	13%	11%	13%
India	17%	12%	13%	12%	12%

Revenue Mix

%	Q4 FY 13	Q3 FY 13	Q4 FY 12	FY 13	FY 12
ONSITE	62%	63%	63%	62%	62%
OFFSHORE	38%	37%	37%	38%	38%
Total	100%	100%	100%	100%	100%

Order Book

\$ Mn	Q4 FY 13	Q3 FY 13	Q4 FY 12	FY 13	FY 12
Fresh Order Intake	110	83	92	369	453
USA	42	31	35	142	165
EMEA	30	34	17	127	151
ROW	38	18	40	100	137
Executable Order Book over Next 12 Months	252	242	243	252	243

Client Data

No.	Q4 FY 13	Q3 FY 13	Q4 FY 12	FY 13	FY 12
Repeat Business %	90%	92%	82%	89%	86%
New client Addition:					
USA	1	-	2	4	8
EMEA	-	1	-	4	4
APAC	1	2	1	3	5
India	3	1	1	6	5
Total	5	4	4	17	22

** System Integration and Package Implementation

March 31, 2013



DAYS	Q4 FY 13	Q3 FY 13	Q4 FY 12
DSO	82	76	81

Revenue Concentration

%	Q4 FY 13	Q3 FY 13	Q4 FY 12	FY 13	FY 12
Top 5	32%	34%	30%	32%	30%
Top 10	47%	48%	43%	46%	45%

Client Size

Nos	Q4 FY 13	Q3 FY 13	Q4 FY 12
Between 1 to 5 Million	48	48	46
Between 5 to 10 Million	11	11	8
Above 10 Millin	9	9	7
Total	68	68	61

People Numbers (By Role)

Nos	Q4 FY 13	Q3 FY 13	Q4 FY 12
Billable Personnel			
Onsite	1,769	1,735	1,592
Offshore	5,744	5,512	5,113
Total	7,513	7,247	6,705
Sales and Marketing (Excl GIS)	140	147	146
Sales and Marketing (GIS)	45	48	47
Others	460	440	464
Grand Total	8,158	7,882	7,362

Utilization/Attrition (Excl BPO)

%	Q4 FY 13	Q3 FY 13	Q4 FY 12
Utilization	78.2%	78.4%	79.0%
Attrition Rate	12.2%	12.5%	12.1%

Rupee Dollar Rate

	Q4 FY 13	Q3 FY 13	Q4 FY 12	FY 13	FY 12
Period Closing Rate	54.29	54.27	50.87	54.29	50.87
Period Average Rate	54.17	53.70	50.17	54.26	47.92

Hedge Position

	Q4 FY 13	Q3 FY 13	Q4 FY 12
USD	48.25	47.90	49.59
GBP	8.55	8.55	9.03
Euro	4.50	4.50	4.91

Average Rates for Outstanding Hedges as on:

	Q4 FY 13	Q3 FY 13	Q4 FY 12
USD	57.35	56.71	50.90
GBP	90.78	90.35	81.39
Euro	74.67	72.13	69.16

Revenue by Project type

%	Q4 FY 13	Q3 FY 13	Q4 FY 12	FY 13	FY 12
FPP	41%	42%	41%	41%	39%
T&M	59%	58%	59%	59%	61%

Shareholding Pattern

%	Q4 FY 13	Q3 FY 13	Q4 FY 12
FIIs	28%	27%	24%
Promoters Holding	31%	31%	39%
MFs/ FIs and Banks	20%	18%	13%
NRIs/ OCBs	1%	1%	1%
Others	20%	23%	23%