

NIIT Technologies Limited
Consolidated Balance Sheet

September 30, 2014



INR Mn.

Particulars (INR Mn)	Q2FY15	Q1FY15	QoQ%	Q2FY14	YoY%
Gross Revenues	5,883	5,776	1.9%	5,873	0.2%
Direct Cost	3,921	3,877	1.1%	3,893	0.7%
Gross Profit	1,963	1,899	3.4%	1,980	-0.9%
GM%	33.4%	32.9%	48 Bps	33.7%	-35 Bps
Selling / General And Administration	1,140	1,124	1.4%	1,094	4.3%
SG&A to Revenue %	19.4%	19.5%	-8 Bps	18.6%	76 Bps
Operating Profit	822	775	6.1%	886	-7.2%
OM%	14.0%	13.4%	56 Bps	15.1%	-111 Bps
Depreciation and Amortization	254	189	34.0%	155	63.7%
Other Income (net)	(4)	36	-112.0%	182	-102.3%
Profit Before Tax	564	621	-9.1%	913	-38.2%
PBT %	9.6%	10.8%	-116 Bps	15.5%	-595 Bps
Provision for Tax	154	162	-4.8%	269	-42.8%
Minority Interest	10	27	-64.9%	20	-52.0%
Profit After Tax (after Minority Int.)	401	432	-7.2%	624	-35.7%
PAT%	6.8%	7.5%	-67 Bps	10.6%	-381 Bps
EPS - INR					
Basic	6.60	7.12	-7.4%	10.33	-36.1%

**NIIT Technologies Limited
Consolidated Balance Sheet**

September 30, 2014



INR Mn.

Particulars	As at Sep 30 2014	As at Jun 30 2014	As at Sep 30 2013	Particulars	As at Sep 30 2014	As at Jun 30 2014	As at Sep 30 2013
Equity	608	607	604	Net Block	5,432	5,103	4,690
Reserves & Surplus	13,510	13,127	11,797	Capital Work in Progress	1,117	1,256	436
NET Worth	14,118	13,734	12,401	Current Assets			
Borrowings	635	148	281	Cash and Cash Equivalent	2,638	1,951	2,120
Minority Interest	207	216	197	Debtors	5,780	6,105	5,987
				Other Current Assets	3,878	3,978	3,269
				Current Liabilities	(4,075)	(4,512)	(3,897)
				Deferred Tax Assets	190	217	274
	14,960	14,098	12,879		14,960	14,098	12,879

NIIT Technologies Limited
Financial and Operational Metrics

September 30, 2014



Revenue - Reported

INR Mn.	Q2 FY 15	Q1 FY 15	Q2 FY 14
Revenue	5,883	5,776	5,873
QoQ % Growth	1.9%	-1.8%	8.4%
Hedge Gain/(Loss)	96	5	(109)

Other Income

INR Mn.	Q2 FY 15	Q1 FY 15	Q2 FY 14
Income on mutual Funds / Net Interest Income	14	37	27
Difference in Exchange *	(18)	(1)	155
Other Income (net)	(4)	36	182

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

Vertical Split

%	Q2 FY 15	Q1 FY 15	Q2 FY 14
Banking and Financial Services	16%	16%	14%
Insurance	17%	18%	19%
Transport	42%	39%	37%
Manufacturing	7%	7%	6%
Government	3%	6%	10%
Others	15%	14%	14%

Practice Split

%	Q2 FY 15	Q1 FY 15	Q2 FY 14
Application Development & Management	63%	62%	62%
IP Assets	9%	9%	9%
Managed Services	18%	16%	12%
SI & PI **	4%	7%	12%
Non-Linear BPO	3%	3%	3%
BPO	3%	3%	2%

Geography

%	Q2 FY 15	Q1 FY 15	Q2 FY 14
Americas	44%	44%	41%
EMEA	38%	36%	36%
ROW	18%	20%	23%

Revenue Mix

%	Q2 FY 15	Q1 FY 15	Q2 FY 14
ONSITE	65%	63%	65%
OFFSHORE	35%	37%	35%
Total	100%	100%	100%

Order Book

\$ Mn	Q2 FY 15	Q1 FY 15	Q2 FY 14
Fresh Order Intake	103	124	84
USA	46	34	16
EMEA	21	27	51
ROW	36	63	17
Executable Order Book over Next 12 Months	298	295	248

Client Data

No.	Q2 FY 15	Q1 FY 15	Q2 FY 14
Repeat Business %	94%	95%	89%
New client Addition:			
USA	4	3	-
EMEA	-	1	3
APAC	-	-	-
India	1	-	-
Total	5	4	3

** System Integration and Package Implementation

September 30, 2014

DAYS	Q2 FY 15	Q1 FY 15	Q2 FY 14
DSO	90	95	100

Revenue Concentration

%	Q2 FY 15	Q1 FY 15	Q2 FY 14
Top 5	34%	34%	36%
Top 10	47%	48%	49%

Client Size

Nos	Q2 FY 15	Q1 FY 15	Q2 FY 14
Between 1 to 5 Million	45	46	48
Between 5 to 10 Million	11	12	11
Above 10 Millin	7	6	8
	63	64	67

People Numbers (By Role)

Nos	Q2 FY 15	Q1 FY 15	Q2 FY 14
Billable Personnel			
Onsite	1,786	1,834	1,784
Offshore	5,815	5,774	5,590
Total	7,601	7,608	7,374
Sales and Marketing (Excl GIS)	140	140	140
Sales and Marketing (GIS)	51	46	43
Others	496	488	460
Grand Total	8,288	8,282	8,017

Utilization/Attrition (Excl BPO)

%	Q2 FY 15	Q1 FY 15	Q2 FY 14
Utilization	78.6%	78.0%	80.3%
Attrition Rate	15.8%	15.4%	12.4%

Rupee Dollar Rate

	Q2 FY 15	Q1 FY 15	Q2 FY 14
Period Closing Rate	61.94	60.07	62.65
Period Average Rate	60.52	59.86	61.50

Hedge Position

	Q2 FY 15	Q1 FY 15	Q2 FY 14
USD	51.24	51.10	42.52
GBP	11.25	11.25	7.71
Euro	4.50	4.50	3.60

Average Rates for Outstanding Hedges as on:

	Q2 FY 15	Q1 FY 15	Q2 FY 14
USD	65.26	65.44	59.67
GBP	108.75	108.05	93.00
Euro	87.26	89.70	77.30

Revenue by Project type

%	Q2 FY 15	Q1 FY 15	Q2 FY 14
FPP	45%	43%	42%
T&M	55%	57%	58%

Shareholding Pattern

%	Q2 FY 15	Q1 FY 15	Q2 FY 14
FII's	36%	35%	29%
Promoters Holding	31%	31%	31%
MFs/ FIs and Banks	15%	15%	20%
NRIs/ OCBs	1%	1%	1%
Others	17%	18%	19%