

September 30, 2012



Particulars	INR Mn.				
	Q2FY13	Q1FY13	QoQ%	Q2FY12	YoY%
<b>Gross Revenues</b>	<b>5,001</b>	<b>4,696</b>	<b>6.5%</b>	<b>3,711</b>	<b>34.8%</b>
Direct Cost	3,203	3,047	5.1%	2,301	39.2%
<b>Gross Profit</b>	<b>1,798</b>	<b>1,649</b>	<b>9.0%</b>	<b>1,410</b>	<b>27.6%</b>
GM%	36.0%	35.1%	84 Bps	38.0%	-203 Bps
Selling / General And Administration	950	898	5.8%	860	10.5%
<b>SG&amp;A to Revenue %</b>	<b>19.0%</b>	<b>19.1%</b>	<b>-13 Bps</b>	<b>23.2%</b>	<b>-417 Bps</b>
<b>Operating Profit</b>	<b>848</b>	<b>751</b>	<b>13.0%</b>	<b>550</b>	<b>54.2%</b>
OM%	17.0%	16.0%	97 Bps	14.8%	214 Bps
Depreciation and Amortization	138	126	9.5%	83	65.7%
Other Income (net)	(115)	210	-154.9%	115	-200.1%
<b>Profit Before Tax</b>	<b>595</b>	<b>835</b>	<b>-28.7%</b>	<b>582</b>	<b>2.3%</b>
PBT %	11.9%	17.8%	-588 Bps	15.7%	-378 Bps
Provision for Tax	146	246	-40.6%	151	-3.5%
Minority Interest	18	13	34.7%	(27)	-165.5%
<b>Profit After Tax (after Minority Int.)</b>	<b>431</b>	<b>575</b>	<b>-25.1%</b>	<b>458</b>	<b>-5.8%</b>
PAT%	8.6%	12.3%	-363 Bps	12.3%	-372 Bps
<b>EPS - INR</b>					
Basic	7.18	9.60	-25.2%	7.72	-7.0%

NIIT Technologies Limited  
Consolidated Balance Sheet

September 30, 2012



INR Mn.

Particulars	As at September 30 2012	As at June 30 2012	As at September 30 2011	Particulars	As at September 30 2012	As at June 30 2012	As at September 30 2011
Equity	601	599	596	Net Block	4,431	4,428	3,854
Reserves & Surplus	9,692	9,199	7,801	Capital Work in Progress	35	24	144
<b>NET Worth</b>	<b>10,293</b>	<b>9,798</b>	<b>8,397</b>	<b>Current Assets</b>			
Borrowings	307	422	511	Cash and Cash Equivalent	2,320	2,669	1,422
Minority Interest	154	136	123	Debtors	4,079	4,118	3,398
				Other Current Assets	2,633	2,670	2,395
				Current Liabilities	(2,938)	(3,815)	(2,367)
				Defferred Tax Assets	192	263	185
	<b>10,754</b>	<b>10,357</b>	<b>9,031</b>		<b>10,754</b>	<b>10,357</b>	<b>9,031</b>

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#### Revenue Growth - Reported

INR Mn.	Q2 FY 13	Q1 FY 13	Q2 FY 12
Revenue	5,001	4,696	3,711
QoQ % Growth	6.5%	5.9%	12.9%
Hedge Gain/(Loss)	(90.2)	(119.0)	0.2

#### Other Income

INR Mn.	Q2 FY 13	Q1 FY 13	Q2 FY 12
Income on mutual Funds	8	18	16
Net Finance/Interest Income	(0)	9	3
Other Non Operating Income	28	9	6
Difference in Exchange *	(151)	174	90
<b>Other Income (net)</b>	<b>(115)</b>	<b>210</b>	<b>115</b>

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

#### Vertical Split

INR Mn.	Q2 FY 13	Q1 FY 13	Q2 FY 12
Banking and Financial Services	13%	13%	15%
Insurance	20%	21%	24%
Transport	42%	40%	36%
Manufacturing	6%	7%	8%
Government	5%	8%	4%
Others	14%	11%	13%

#### Practice Split

%	Q2 FY 13	Q1 FY 13	Q2 FY 12
Application Development & Management	64%	61%	65%
IP Assets	10%	12%	14%
Managed Services	11%	12%	13%
SI & PI**	9%	9%	5%
Business Process Outsourcing	6%	6%	3%

\*\* System Integration and Package Implementation

#### Geography

INR Mn.	Q2 FY 13	Q1 FY 13	Q2 FY 12
Americas	38%	36%	37%
EMEA	39%	39%	38%
Asia Pacific	13%	13%	13%
India	10%	12%	12%

#### Revenue Mix

%	Q2 FY 13	Q1 FY 13	Q2 FY 12
ONSITE	63%	62%	62%
OFFSHORE	37%	38%	38%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

#### Order Book

\$ Million	Q2 FY 13	Q1 FY 13	Q2 FY 12
<b>Fresh Order Intake</b>	<b>93</b>	<b>83</b>	<b>200</b>
USA	43	25	99
EMEA	33	30	31
ROW	17	28	70
<b>Executable Order Book over Next 12 Months</b>	<b>253</b>	<b>240</b>	<b>232</b>

#### Client Data

No.	Q2 FY 13	Q1 FY 13	Q2 FY 12
Repeat Business %	89%	91%	88%
<b>New client Addition:</b>			
USA	1	2	3
EMEA	2	1	1
APAC	-	-	-
India	-	2	3
<b>Total</b>	<b>3</b>	<b>5</b>	<b>7</b>

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<b>DAYS</b>	<b>Q2 FY 13</b>	<b>Q1 FY 13</b>	<b>Q2 FY 12</b>
DSO	75	84	94

**Revenue Concentration**

<b>%</b>	<b>Q2 FY 13</b>	<b>Q1 FY 13</b>	<b>Q2 FY 12</b>
Top 5	32%	30%	30%
Top 10	47%	43%	44%

**Client Size**

<b>Nos</b>	<b>Q2 FY 13</b>	<b>Q1 FY 13</b>	<b>Q2 FY 12</b>
Between 1 to 5 Million	50	49	40
Between 5 to 10 Million	9	7	5
Above 10 Millin	9	8	7
	<b>68</b>	<b>64</b>	<b>52</b>

**People Numbers (By Role)**

<b>Nos</b>	<b>Q2 FY 13</b>	<b>Q1 FY 13</b>	<b>Q2 FY 12</b>
Billable Personnel			
Onsite	1,656	1,634	1,557
Offshore	5,314	5,150	4,566
<b>Total</b>	<b>6,970</b>	<b>6,784</b>	<b>6,123</b>
Sales and Marketing (Excl GIS)	144	143	142
Sales and Marketing (GIS)	49	47	44
Others	454	470	424
<b>Grand Total</b>	<b>7,617</b>	<b>7,444</b>	<b>6,733</b>

**Utilization/Attrition (Excl BPO)**

<b>%</b>	<b>Q2 FY 13</b>	<b>Q1 FY 13</b>	<b>Q2 FY 12</b>
Utilization	79.8%	78.5%	82.5%
Attrition Rate	12.7%	12.4%	13.4%

**Rupee Dollar Rate**

	<b>Q2 FY 13</b>	<b>Q1 FY 13</b>	<b>Q2 FY 12</b>
Period Closing Rate	52.85	55.63	49.08
Period Average Rate	55.58	53.53	45.02

**Revenue by Project type**

<b>%</b>	<b>Q2 FY 13</b>	<b>Q1 FY 13</b>	<b>Q2 FY 12</b>
FPP	42%	41%	37%
T&M	58%	59%	63%

**Shareholding Pattern**

<b>%</b>	<b>Q2 FY 13</b>	<b>Q1 FY 13</b>	<b>Q2 FY 12</b>
FII's	27%	23%	24%
Promoters Holding	31%	39%	39%
MFs/ FIs and Banks	17%	14%	12%
NRIs/ OCBs	1%	1%	1%
Others	24%	23%	25%