

NIIT Technologies Limited



Audited Consolidated Profit and Loss Account

For The Period ended March 31, 2011

(All figures in Rs. Million except %age)

Particulars	JFM'10	OND'10	JFM'11	Apr'09- Mar'10	Apr'10- Mar'11
Revenue	2,392	3,006	3,157	9,137	12,323
Other Income	-25	27	21	-109	88
Operating Expenses	1,863	2,383	2,510	7,249	9,919
Operating Profit	529	622	648	1,888	2,404
Operating Margin	22%	21%	21%	21%	20%
Depreciation	86	71	92	358	315
Profit Before Tax	418	578	577	1,421	2,177
Provision for Taxation - Current & Deferred	-3	90	66	144	323
Net Profit	421	488	510	1277	1854
Minority Share of Net Profit	8	10	10	13	32
PAT attributable to equity shareholders after minority interest	413	478	500	1,264	1,822
EPS (Rs.)	7.03	8.09	8.49	21.51	30.91

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, 2011

Consolidated Revenue Analysis

Revenue Mix Geowise	JFM'10	OND'10	JFM'11	FY10	FY11
Americas	33%	35%	35%	33%	35%
EMEA*	38%	35%	35%	43%	35%
APAC	15%	14%	15%	13%	14%
India	14%	16%	15%	11%	16%
Total	100%	100%	100%	100%	100%

* EMEA = Europe, Middle East & Africa

Revenue Mix Verticalwise	JFM'10	OND'10	JFM'11	FY10	FY11
BFSI	42%	41%	40%	43%	41%
Transportation	31%	32%	34%	31%	32%
Retails & Manufacturing	10%	9%	7%	11%	9%
Others	17%	19%	19%	15%	18%

Revenue Mix Off:On	JFM'10	OND'10	JFM'11	FY10	FY11
Offshore	44%	43%	41%	43%	42%
Onsite	56%	57%	59%	57%	58%

Revenues from Top Clients	JFM'10	OND'10	JFM'11	FY10	FY11
Top 5	32%	30%	31%	33%	31%
Top 10	48%	46%	45%	47%	47%
Top 20	62%	61%	62%	62%	63%

Significant New Customers	JFM'10	OND'10	JFM'11	FY10	FY11
USA	2	2	-	6	4
EMEA	1	1	1	5	4
ROW	3	1	3	6	6
Total	6	4	4	17	14

Fresh Order Intake (US \$ Million)	JFM'10	OND'10	JFM'11	FY10	FY11
USA	21	14	52	83	87
EMEA	32	21	31	87	90
ROW	70	14	33	106	89
Total	124	50	116	276	266

Executable Order Book (US \$ Million)	JFM'10	OND'10	JFM'11
Over next twelve Months	147	137	169

	JFM'10	OND'10	JFM'11
Revenue Capacity Utilisation	82.0%	84.4%	83.6%

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For The Period ended March 31, 2011



People	Mar'10	Dec'10	Mar'11
Total Resource	4476	5358	5806
Direct People Mix			
	Mar'10	Dec'10	Mar'11
Onsite	22%	22%	23%
Offshore	78%	78%	77%

Shareholding Pattern

	Mar'10	Dec'10	Mar'11
FII's	18%	23%	23%
Promoters Holding	40%	39%	39%
MFs/ FIs and Banks	10%	10%	10%
Others	32%	28%	28%