

## NIIT Technologies Limited



### Audited Consolidated Profit and Loss Account

For The Period ended March 31, 2007

(All figures in Rs. Million except %age)

| Particulars                                                     | JFM'06 | OND'06 | JFM'07 | April'05-<br>March'06 | April'06-<br>March'07 |
|-----------------------------------------------------------------|--------|--------|--------|-----------------------|-----------------------|
| Net Revenue                                                     | 1,662  | 2,315  | 2,435  | 6,075                 | 8,859                 |
| Other Income                                                    | 11     | 33     | 56     | 23                    | 148                   |
| Operating Expenses                                              | 1,330  | 1,824  | 1,901  | 4,920                 | 7,056                 |
| Operating Profit                                                | 332    | 491    | 534    | 1,156                 | 1,803                 |
| Operating Margin                                                | 20%    | 21%    | 22%    | 19%                   | 20%                   |
| Depreciation                                                    | 110    | 105    | 97     | 389                   | 435                   |
| Profit Before Tax                                               | 233    | 419    | 492    | 790                   | 1,516                 |
| Provision for Taxation - Current & Deferred                     | 36     | 68     | 20     | 115                   | 186                   |
| Net Profit                                                      | 197    | 351    | 472    | 675                   | 1330                  |
| Minority Share of Net Profit                                    | 5      | 5      | 13     | 12                    | 38                    |
| PAT attributable to equity shareholders after minority interest | 192    | 346    | 460    | 663                   | 1,292                 |
| EPS (Rs.)                                                       | 4.98   | 8.93   | 11.83  | 17.15                 | 33.38                 |

Previous period figures may have been recast for comparison purposes



## NIIT Technologies Limited

For The Period ended March 31, 2007

Audited Consolidated Segmentwise Analysis

All figures in Rs. Million (except %)



| For the Quarter    | January-March'06   |               |       | October - December '06 |               |       | January-March'07   |               |       |
|--------------------|--------------------|---------------|-------|------------------------|---------------|-------|--------------------|---------------|-------|
|                    | Software Solutions | BPO Solutions | Total | Software Solutions     | BPO Solutions | Total | Software Solutions | BPO Solutions | Total |
| Particulars        |                    |               |       |                        |               |       |                    |               |       |
| Revenue            | 1,546              | 116           | 1,662 | 2,173                  | 142           | 2,315 | 2,283              | 152           | 2,435 |
| YoY                | 21%                | 18%           | 21%   | 48%                    | 36%           | 47%   | 48%                | 32%           | 47%   |
| QoQ                | 5%                 | 11%           | 6%    | 6%                     | 2%            | 5%    | 5%                 | 7%            | 5%    |
| Operating Expenses | 1,214              | 116           | 1,330 | 1,686                  | 137           | 1,824 | 1,764              | 137           | 1,901 |
| Operating Profit   | 332                | -             | 332   | 487                    | 5             | 491   | 519                | 15            | 534   |
| Operating Margin   | 21%                | 0%            | 20%   | 22%                    | 3%            | 21%   | 23%                | 10%           | 22%   |

| For the Year       | April'05- March'06 |               |       | April'06- March'07 |               |       |
|--------------------|--------------------|---------------|-------|--------------------|---------------|-------|
|                    | Software Solutions | BPO Solutions | Total | Software Solutions | BPO Solutions | Total |
| Particulars        |                    |               |       |                    |               |       |
| Revenue            | 5,661              | 414           | 6,075 | 8,305              | 554           | 8,859 |
| YoY                | 11%                | 22%           | 12%   | 47%                | 34%           | 46%   |
| Operating Expenses | 4,441              | 479           | 4,920 | 6,517              | 539           | 7,056 |
| Operating Profit   | 1,220              | (64)          | 1,156 | 1,788              | 15            | 1,803 |
| Operating Margin   | 22%                | -16%          | 19%   | 22%                | 3%            | 20%   |

# NIIT Technologies Limited



For The Period ended March 31, 2007

## Consolidated Revenue Analysis

| Revenue Mix Geowise | JFM'06      | OND'06      | JFM'07      | FY06        | FY07        |
|---------------------|-------------|-------------|-------------|-------------|-------------|
| Americas            | 36%         | 33%         | 30%         | 39%         | 32%         |
| Europe              | 43%         | 50%         | 52%         | 43%         | 50%         |
| APGC                | 11%         | 10%         | 9%          | 10%         | 10%         |
| India               | 10%         | 7%          | 9%          | 8%          | 8%          |
| <b>Total</b>        | <b>100%</b> | <b>100%</b> | <b>100%</b> | <b>100%</b> | <b>100%</b> |

| Revenue Mix Segmentwise | JFM'06 | OND'06 | JFM'07 | FY06 | FY07 |
|-------------------------|--------|--------|--------|------|------|
| Software Solutions      | 93%    | 94%    | 94%    | 93%  | 94%  |
| BPO Solutions           | 7%     | 6%     | 6%     | 7%   | 6%   |

| Revenue Mix Verticalwise    | JFM'06 | OND'06 | JFM'07 | FY06 | FY07 |
|-----------------------------|--------|--------|--------|------|------|
| Finance Insurance & Banking | 31%    | 45%    | 43%    | 33%  | 42%  |
| Transportation              | 27%    | 25%    | 24%    | 26%  | 25%  |
| Manufacturing & Retail      | 18%    | 12%    | 12%    | 16%  | 12%  |
| Others                      | 24%    | 18%    | 21%    | 25%  | 21%  |

| Revenue Mix Off:On | JFM'06 | OND'06 | JFM'07 | FY06 | FY07 |
|--------------------|--------|--------|--------|------|------|
| Offshore           | 41%    | 36%    | 37%    | 43%  | 36%  |
| Onsite             | 59%    | 64%    | 63%    | 57%  | 64%  |

| Revenues from Top Clients | JFM'06 | OND'06 | JFM'07 | FY06 | FY07 |
|---------------------------|--------|--------|--------|------|------|
| Top 5                     | 42%    | 40%    | 36%    | 43%  | 39%  |
| Top 10                    | 53%    | 51%    | 49%    | 54%  | 50%  |
| Top 20                    | 66%    | 65%    | 65%    | 67%  | 65%  |

| Significant New Customers | JFM'06   | OND'06   | JFM'07   | FY06      | FY07      |
|---------------------------|----------|----------|----------|-----------|-----------|
| USA                       | 3        | 0        | 1        | 6         | 4         |
| Europe                    | 1        | 1        | 2        | 8         | 5         |
| ROW                       | 1        | 4        | 0        | 9         | 8         |
| <b>Total</b>              | <b>5</b> | <b>5</b> | <b>3</b> | <b>23</b> | <b>17</b> |

| Fresh Order Intake (US \$ Million) | JFM'06    | OND'06    | JFM'07    | FY06       | FY07       |
|------------------------------------|-----------|-----------|-----------|------------|------------|
| USA                                | 10        | 7         | 37        | 34         | 71         |
| Europe                             | 13        | 36        | 24        | 52         | 102        |
| ROW                                | 8         | 13        | 11        | 36         | 36         |
| <b>Total</b>                       | <b>31</b> | <b>56</b> | <b>72</b> | <b>122</b> | <b>209</b> |

| Executable Order Book (US \$ Million) | Mar'06 | Dec'06 | Mar'07 |
|---------------------------------------|--------|--------|--------|
| Over next twelve Months               | 76     | 95     | 103    |

|                              | JFM'06 | OND'06 | JFM'07 | FY06  | FY07  |
|------------------------------|--------|--------|--------|-------|-------|
| Revenue Capacity Utilisation | 76.6%  | 82.1%  | 83.4%  | 78.6% | 81.4% |

# NIIT Technologies Limited



For The Period ended March 31, 2007

| People                   | JFM'06 | OND'06 | JFM'07 |
|--------------------------|--------|--------|--------|
| <i>Total Resource</i>    | 3543   | 4199   | 4448   |
| <b>Direct People Mix</b> |        |        |        |
| <i>Onsite</i>            | 24%    | 27%    | 25%    |
| <i>Offshore</i>          | 76%    | 73%    | 75%    |

## Shareholding Pattern

|                           | Mar'06 | Dec'06 | Mar'07 |
|---------------------------|--------|--------|--------|
| <i>FII's</i>              | 13%    | 11%    | 14%    |
| <i>Promoters Holding</i>  | 40%    | 40%    | 40%    |
| <i>MFs/ FIs and Banks</i> | 17%    | 18%    | 21%    |
| <i>Others</i>             | 30%    | 31%    | 25%    |