

## We have planned a capex of Rs 600 mn for FY11: Pratibha Advani

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In an exclusive interview with *Rajeev Mavani* of *Myiris.com*, **Pratibha Advani, Chief Financial Officer (CFO), NIIT Technologies** spells out her vision for the company's future plans.

**Q. We congratulate you on your appointment as the CFO of NIIT Technologies. Could you share with us your vision, plans and strategies for NIIT Technologies as CFO?**

Thank you for the best wishes. My focus will be to devise and execute in consonance with our organization's strategic and business goals with specific focus on our ``specialized verticals / sectors``

**Q. NIIT Technologies reported very impressive financial numbers in the first quarter. What will be your guidance for net profit and revenue for the forthcoming quarters of the fiscal?**

Our endeavor is to align ourselves to NASSCOM Projections

**Q. Which are the verticals which are likely to perform well in the next quarter?**

We expect a continued all round growth as witnessed in Q1FY11, with emerging markets, including India, to lead in FY1.

**Q. Could you give us a geographical break-up of the revenues of the company?**

We have a fairly balanced geographic mix. In the last quarter we derived 36% business (excluding bought outs) from Americas, 35% from EMEA (Europe, Middle East and Africa), 13% from APAC and 16% from India. Hence as you can see almost one third of business accrues from 3 key markets i.e. US, Europe and APAC including India.

**Q. What will be the top challenges and the key drivers for revenue growth for FY11?**

I believe currency fluctuation is a big challenge for any CFO in a highly volatile market. As far as growth drivers are concerned, emerging markets including India are expected to drive growth in FY11.

**Q. What is the order book position of the company currently and how will it be executed in the forthcoming quarters of the fiscal?**

What we provide is total order executable for next twelve months, which stood at USD 149 million as of June 30, 2010.

**Q. What are the capex plans of the company in the near future?**

We have planned a capex of Rs 600 million for FY11 of which Rs 250 million is earmarked for SEZ spend. We have spent Rs 99 million in 1QFY11 and plan to spend the rest during the balance period of the current fiscal year.

**Q. Could you throw some light on the organic and inorganic growth plans of the company in the near term?**

We have a healthy cash and cash equivalent of Rs 2.17 billion as of June 30, 2010 and carry a small debt. This enables us to leverage our strong balance sheet for inorganic initiatives. We explore these on an ongoing basis, but as you know we can talk about it, only after it happens.

**Q. Any message to the shareholders of the company?**

Our endeavor will be to continuously meet and exceed shareholder expectations including enhancing shareholder value in challenging market conditions

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