NIIT Technologies
Financial Results Analysis

Financial Year 2010-11 & Q4
Outline

- Financial Highlights
- Business Update
- Acknowledgements during the year
- Financial Statements
  - Income Statement
  - Balance Sheet
- Business Analysis
- Shareholding Pattern
Highlights for the FY 2011

• Consolidated Revenues at Rs 12,323 Mn
  • Up 34.9% YoY

• Operating profits at Rs 2,404 Mn
  • Up 27.3% YoY
  • Operating Margins at 19.5%, Down 116 bps

• Net Profits at Rs 1,822 Mn
  • Up 44.2% YoY
  • Net Margins at 14.8% Up 95 bps
  • EPS at Rs 30.9 (LY 21.5)

• Board recommends dividend of Rs. 7.50 per share
Financial Highlights for Q4, 2011

• Consolidated Revenues at Rs 3157 Mn
  – Up 5.0% QoQ, Up 32.0% YoY
  – Up 9.3% QoQ, Up 30.6% YoY without cost of BSF bought outs
  – Volume growth at 7.8% net of BSF bought outs

• Operating profits at Rs 648 Mn
  – Up 4.1% QoQ, Up 22.5% YoY
  – Operating Margins at 20.5%, Down 19 bps QoQ, Down 160 bps YoY

• Net Profits at Rs 500 Mn
  – Up 4.5% QoQ, Up 21.1% YoY
  – Net Margins at 15.8%, Down 8 bps QoQ, Down 142 bps YoY
  – Net Tax Rate at 11.5% of PBT
  – EPS at 8.49, Up 4.9% QoQ, Up 20.8% YoY

• Fresh order intake of $116 Mn
Business Highlights for Q4, 2011

- **BFSI Up 8% QoQ, Contributes 40%**
  - Large renewals in US from existing clients
  - One New customer added
  - Partnership with Process Unity for risk management solutions.

- **Transport Up 17% QoQ, Contributes 34%**
  - All key accounts ramped up
  - 2 new clients added
  - Completed 15 years of partnership with British Airways

- **Manufacturing Down 10% QoQ, Contributes 7%**
  - Slower recovery in the segment
  - One new customer added
  - Large implementation of Procure Easy

- **Government Down 18% QoQ, Contributes 8%**
  - BSF nearing completion
  - With exception of data entry all other major items of program complete

- **Non-linear revenues up 8% QoQ, Contributes 27%**
  - Asset based services grow 29%
  - Acquired client in the Travel space for cloud services
Acknowledgements during the Year

During the Quarter

• NIIT Technologies was Ranked No. 3 globally among all IT outsourcers in Datamonitor’s Black Book of Outsourcing 2010 survey

• Ranked No.1 globally among all IT Outsourcers, in Datamonitor’s Black Book of Outsourcing 2010 Travel industry survey

• Mr. Rajendra S. Pawar, Chairman & Mr. Surendra Singh, Director were conferred the Padma Bhushan

For the Year

• NIIT Technologies was ranked among the top 3 globally by the American Society for Training and Development (ASTD) in the 2010 ASTD BEST Awards

• Among the Top 10 Emerging ADM Vendors, by the Global Services Survey 2010

• OVUM, an independent, UK-based analyst recognized NIIT Technologies as a global organization of adequate size and maturity, that could deal with the requirements of large organizations with its unique Managed Infrastructure Services

• Ms. Pratibha K. Advani, Chief Financial Officer, secured the “Leading Woman Chief Financial Officer” 2010 award, instituted by iGroup.
• Consistent improvement in operating profits and net profits through the year
• Other income +ve at Rs. 88 Mn mainly on account of lower exchange losses
• Operating margins lower for FY 11 due to large proportion of bought outs in BSF contract
## Balance Sheet

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity</td>
<td>588</td>
<td>593</td>
<td>1853</td>
<td>1893</td>
</tr>
<tr>
<td>Reserves &amp; Surplus</td>
<td>5210</td>
<td>6885</td>
<td>1287</td>
<td>1437</td>
</tr>
<tr>
<td>Net worth</td>
<td>5798</td>
<td>7478</td>
<td>1851</td>
<td>2871</td>
</tr>
<tr>
<td>Minority Interest</td>
<td>28</td>
<td>43</td>
<td>1895</td>
<td>1637</td>
</tr>
<tr>
<td>Loans</td>
<td>217</td>
<td>110</td>
<td>1250</td>
<td>2157</td>
</tr>
<tr>
<td>Deferred tax</td>
<td></td>
<td></td>
<td>(2200)</td>
<td>(2508)</td>
</tr>
<tr>
<td>Current Liabilities</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Deferred tax Assets</td>
<td></td>
<td></td>
<td>107</td>
<td>143</td>
</tr>
<tr>
<td>(DTA)</td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

| Total                | 6043         | 7631         | 6043         | 7631         |

- Hedge reserve losses decrease by Rs. 265mn
- Debtors at 85 days of sales outstanding
• Consistent QoQ growth through the year in the US
• Slowdown in Q1 in EMEA but sequential growth thereafter in every quarter
• Strong growth in APAC through the year
• Exceptional growth in India on back of large government engagements
• Strong traction in Transportation and BFSI
• Scale up in domestic government business
• 4 new customers added during the quarter (Travel – 2; BFSI– 1, Manuf & Distt - 1)

• $116 Mn order intake in the quarter leading to $169 Mn of firm business executable over next 12 months
## Top Client Mix (Excl BSF Bought Outs)

<table>
<thead>
<tr>
<th></th>
<th>FY'10</th>
<th>Q1'11</th>
<th>Q2'11</th>
<th>Q3'11</th>
<th>Q4'11</th>
<th>FY'11</th>
</tr>
</thead>
<tbody>
<tr>
<td>Others</td>
<td>38%</td>
<td>36%</td>
<td>36%</td>
<td>39%</td>
<td>38%</td>
<td>37%</td>
</tr>
<tr>
<td>Top 20</td>
<td>62%</td>
<td>64%</td>
<td>64%</td>
<td>61%</td>
<td>62%</td>
<td>63%</td>
</tr>
<tr>
<td>Top 10</td>
<td>47%</td>
<td>49%</td>
<td>48%</td>
<td>46%</td>
<td>45%</td>
<td>47%</td>
</tr>
<tr>
<td>Top 5</td>
<td>33%</td>
<td>31%</td>
<td>31%</td>
<td>30%</td>
<td>31%</td>
<td>31%</td>
</tr>
</tbody>
</table>

### Mn $ Clients
- FY'10: 32
- Q1'11: 33
- Q2'11: 36
- Q3'11: 40
- Q4'11: 43
- FY'11: 43

**Steady increase in Million $ Clients**
## People Resources

<table>
<thead>
<tr>
<th></th>
<th>Mar'10</th>
<th>Jun'10</th>
<th>Sep'10</th>
<th>Dec'10</th>
<th>Mar'11</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Additions</td>
<td>4,476</td>
<td>4,585</td>
<td>4,994</td>
<td>5,358</td>
<td>5,806</td>
</tr>
<tr>
<td>Attrition%</td>
<td>16.1%</td>
<td>18.1%</td>
<td>18.6%</td>
<td>18.4%</td>
<td>17.5%</td>
</tr>
<tr>
<td>Utilization</td>
<td>82.0%</td>
<td>82.0%</td>
<td>83.4%</td>
<td>84.4%</td>
<td>83.6%</td>
</tr>
</tbody>
</table>
Shareholding Pattern

- **FIIs**: 10 (Mar'10), 10 (Jun'10), 9 (Sep'10), 10 (Dec'10), 10 (Mar'11)
- **Banks/MF/FI's**: 40 (Mar'10), 40 (Jun'10), 40 (Sep'10), 39 (Dec'10), 39 (Mar'11)
- **Promoters**: 32 (Mar'10), 30 (Jun'10), 30 (Sep'10), 28 (Dec'10), 28 (Mar'11)
- **Others**: 23 (Mar'10), 20 (Jun'10), 21 (Sep'10), 23 (Dec'10), 23 (Mar'11)
Thank You