

NIIT Technologies Limited



Consolidated Profit and Loss Account
For The Period ended September 30, 2011
(All figures in Rs. Million except %age)

Particulars	JAS'10	AMJ'11	JAS'11
Revenue	3,246	3,288	3,711
Other Income	17	39	115
Operating Expenses	2,653	2,680	3,161
Operating Profit	593	608	550
<i>Operating Margin</i>	18.6%	18.5%	14.8%
Depreciation	72	78	83
Profit Before Tax	538	569	582
Provision for Taxation - Current & Deferred	97	151	151
Net Profit	441	418	431
Minority Share of Net Profit	6	6	(27)
PAT attributable to equity shareholders after minority interest	435	412	458
EPS (Rs.)	7.40	6.95	7.72

The figures in the above statement may not agree arithmetically as they have been rounded off to the nearest million

Operating expenses for JAS-11 includes one time charge of INR 119 Mn on account of legal and professional services

NIIT Technologies Limited



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A. Consolidated Revenue Analysis (Excluding BSF Bought out)

Revenue Mix Geo wise	JAS'10	AMJ'11	JAS'11
Americas	30%	37%	37%
EMEA	29%	37%	38%
APAC	11%	15%	13%
India	30%	11%	12%
Total	100%	100%	100%

Revenue Mix Vertical wise	JAS'10	AMJ'11	JAS'11
BFSI	35%	41%	39%
Transportation	25%	35%	36%
Mfg. / Dist.	8%	8%	8%
Others	31%	15%	17%

Revenue Mix Off:On	JAS'10	AMJ'11	JAS'11
Offshore	41%	39%	38%
Onsite	59%	61%	62%

Revenues from Top Clients	JAS'10	AMJ'11	JAS'11
Top 5	41%	33%	30%
Top 10	57%	47%	44%
Top 20	70%	61%	60%

B. Order Analysis

Significant New Customers	JAS'10	AMJ'11	JAS'11
USA	1	2	3
EMEA	2	2	1
ROW	-	3	3
Total	3	7	7

Fresh Order Intake (US \$ Million)	JAS'10	AMJ'11	JAS'11
USA	10	14	99
EMEA	21	47	31
ROW	29	25	70
Total	60	86	200

Executable Order Book (US \$ Million)	JAS'10	AMJ'11	JAS'11
Over next twelve Months	141	200	232

C.

	JAS'10	AMJ'11	JAS'11
Capacity Utilisation	83%	80%	82%

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For The Period ended September 30, 2011

D. People

	JAS'10	AMJ'11	JAS'11
Total Resources	4585	6265	6733
Direct People Mix			
Onsite	24%	22%	25%
Offshore	76%	78%	75%

E. Shareholding Pattern

	JAS'10	AMJ'11	JAS'11
FII's	20%	23%	24%
Promoters Holding	40%	39%	39%
MFs/ FIs and Banks	10%	10%	12%
Others	31%	28%	25%