

NIIT Technologies Limited
Quarterly Consolidated Income Statement

December 31, 2012



Particulars	INR Mn.				
	Q3FY13	Q2FY13	QoQ%	Q3FY12	YoY%
Gross Revenues	5,144	5,001	2.9%	4,330	18.8%
Direct Cost	3,383	3,203	5.6%	2,736	23.6%
Gross Profit	1,761	1,798	-2.1%	1,594	10.5%
GM%	34.2%	36.0%	-173 Bps	36.8%	-258 Bps
Selling / General And Administration	948	950	-0.2%	814	16.5%
SG&A to Revenue %	18.4%	19.0%	-56 Bps	18.8%	-36 Bps
Operating Profit	812	848	-4.2%	780	4.1%
OM%	15.8%	17.0%	-117 Bps	18.0%	-222 Bps
Depreciation and Amortization	142	138	2.6%	92	54.0%
Other Income (net)	126	(115)	-209.2%	174	-27.9%
Profit Before Tax	796	595	33.9%	862	-7.6%
PBT %	15.5%	11.9%	359 Bps	19.9%	-441 Bps
Provision for Tax	230	146	57.6%	224	2.6%
Minority Interest	6	18	-66.2%	(2)	-457.4%
Profit After Tax (after Minority Int.)	560	431	30.0%	640	-12.5%
PAT%	10.9%	8.6%	227 Bps	14.8%	-389 Bps
EPS - INR					
Basic	9.31	7.18	29.7%	10.77	-13.5%

NIIT Technologies Limited
Consolidated Balance Sheet

December 31, 2012



INR Mn.

Particulars	Dec 31, 2012	Sep 30, 2012	Dec 31, 2011	Particulars	Dec 31, 2012	Sep 30, 2012	Dec 31, 2011
Equity	602	601	594	Net Block	4,490	4,431	3,931
Reserves & Surplus	10,387	9,692	8,502	Capital Work in Progress	79	35	233
NET Worth	10,989	10,293	9,096	Current Assets			
Borrowings	92	307	599	Cash and Cash Equivalent	2,856	2,320	2,083
Minority Interest	160	154	121	Debtors	4,290	4,079	3,689
				Other Current Assets	2,407	2,633	2,532
				Current Liabilities	(3,094)	(2,936)	(2,865)
				Deffered Tax Assets	213	192	213
	11,241	10,754	9,816		11,241	10,754	9,816

December 31, 2012

Revenue Growth - Reported

INR Mn.	Q3 FY 13	Q2 FY 13	Q3 FY 12
Revenue	5,144	5,001	4,330
QoQ % Growth	2.9%	6.5%	16.7%
Hedge Gain/(Loss)	(22.5)	(90.2)	(85.5)

Other Income

INR Mn.	Q3 FY 13	Q2 FY 13	Q3 FY 12
Income on mutual Funds	20	8	3
Net Finance/Interest Income	3	(0)	(2)
Other Non Operating Income	0	28	9
Difference in Exchange *	103	(151)	164
Other Income (net)	126	(115)	174

* Includes gain/loss on revaluation of foreign currency current assets and liabilities

Vertical Split

INR Mn.	Q3 FY 13	Q2 FY 13	Q3 FY 12
Banking and Financial Services	12%	13%	13%
Insurance	19%	20%	23%
Transport	42%	42%	38%
Manufacturing	6%	6%	7%
Government	8%	5%	5%
Others	13%	14%	14%

Practice Split

%	Q3 FY 13	Q2 FY 13	Q3 FY 12
Application Development & Management	63%	64%	62%
IP Assets	9%	10%	13%
Managed Services	12%	11%	12%
SI & PI**	10%	9%	7%
Business Process Outsourcing	6%	6%	6%

** System Integration and Package Implementation

Geography

INR Mn.	Q3 FY 13	Q2 FY 13	Q3 FY 12
Americas	37%	38%	37%
EMEA	40%	39%	39%
Asia Pacific	11%	13%	13%
India	12%	10%	11%

Revenue Mix

%	Q3 FY 13	Q2 FY 13	Q3 FY 12
ONSITE	63%	63%	63%
OFFSHORE	37%	37%	37%
Total	100%	100%	100%

Order Book

\$ Million	Q3 FY 13	Q2 FY 13	Q3 FY 12
Fresh Order Intake	83	93	75
USA	31	43	17
EMEA	34	33	56
ROW	18	17	2
Executable Order Book over Next 12 Months	242	253	245

Client Data

No.	Q3 FY 13	Q2 FY 13	Q3 FY 12
Repeat Business %	92%	89%	83%
New client Addition:			
USA	-	1	1
EMEA	1	2	1
APAC	2	-	2
India	1	-	-
Total	4	3	4

December 31, 2012

DAYS	Q3 FY 13	Q2 FY 13	Q3 FY 12
DSO	76	75	93

Revenue Concentration

%	Q3 FY 13	Q2 FY 13	Q3 FY 12
Top 5	34%	32%	29%
Top 10	48%	47%	44%

Client Size

Nos	Q3 FY 13	Q2 FY 13	Q3 FY 12
Between 1 to 5 Million	48	50	42
Between 5 to 10 Million	11	9	7
Above 10 Millin	9	9	7
Total	68	68	56

People Numbers (By Role)

Nos	Q3 FY 13	Q2 FY 13	Q3 FY 12
Billable Personnel			
Onsite	1,735	1,656	1,545
Offshore	5,512	5,314	4,805
Total	7,247	6,970	6,350
Sales and Marketing (Excl GIS)	147	144	143
Sales and Marketing (GIS)	48	49	48
Others	440	454	437
Grand Total	7,882	7,617	6,978

Utilization/Attrition (Excl BPO)

%	Q3 FY 13	Q2 FY 13	Q3 FY 12
Utilization	78.4%	79.8%	80.2%
Attrition Rate	12.5%	12.7%	12.5%

Rupee Dollar Rate

	Q3 FY 13	Q2 FY 13	Q3 FY 12
Period Closing Rate	54.27	52.85	52.21
Period Average Rate	53.70	55.58	50.72

Revenue by Project type

%	Q3 FY 13	Q2 FY 13	Q3 FY 12
FPP	42%	42%	40%
T&M	58%	58%	60%

Shareholding Pattern

%	Q3 FY 13	Q2 FY 13	Q3 FY 12
FII's	27%	27%	24%
Promoters Holding	31%	31%	39%
MFs/ FIs and Banks	18%	17%	12%
NRIs/ OCBs	1%	1%	1%
Others	23%	24%	24%