

# **NIIT Technologies Financial Results Analysis**

## **Financial Year 2008-09 Quarter 1**

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- Consolidated Revenues at Rs 2458mn
  - Up 7% YoY, Down 1% QoQ
  - Revenue loss on account of hedging – Rs. 46Mn
- Operating profits at Rs 456Mn
  - Up 7% YoY, Down 2% QoQ
  - Operating Margins at 19% (LQ & LY 19%)
  - Capacity utilization 78%
- Net Profits at Rs 351Mn
  - Same as last year (YoY), Up 13% QoQ
  - Net Margins at 14% (LQ 12%; LY 15%)
- Fresh order intake of \$43mn

- Ranked No. 1 in the prestigious Black Book of Outsourcing 2008 Travel Industry user survey
- Ranked among the 2008 Black Book Top 50 Best Managed Outsourcing Vendor
- Ranked in the 2008 NASSCOM Top 20 IT Software and Service Exporters 07-08
- Awarded the Distinguished Services Award for initiatives and efforts in promoting business with USA by Georgia Tech Center for International Business Education & Research
- ROOM Solutions Ltd. Wins Accomplishment Award at the 2008 ACORD LOMA Insurance Systems Forum

- Focus verticals contribute 83% to revenues
- BFSI slows down 2% YoY (Contributes 42%)
  - Repeat Orders from existing customers
- Transport grows 27% YoY (Contributes 28%)
  - Signed 3 new clients
- Manufacturing & Retail grows 22% YoY (Contributes 13%)
  - Repeat business from existing clients
  - 2 new clients
- Non-linear Business
  - New Managed Services contract with existing client
  - MSA for SaaS

# Consolidated Qtrly Income Statement

(Rs Mn)	Q1'08	Q4'08	Q1'09	YoY (%)	QoQ (%)
<b>Revenues</b>	<b>2294</b>	<b>2485</b>	<b>2458</b>	<b>7</b>	<b>-1</b>
Cost of Revenues	1405	1543	1549		
SG&A	464	474	453		
Total Operating Expenses	1869	2017	2002	7	-1
<b>Operating Profit</b>	<b>425</b>	<b>467</b>	<b>456</b>	<b>7</b>	<b>-2</b>
OPM (%)	19%	19%	19%	2 Bps	(25) Bps
Depreciation	92	99	112		
Other Income (net of interest)	62	-56	62		
Tax	42	-8	51		
<b>PAT after Minority Interest</b>	<b>351</b>	<b>310</b>	<b>351</b>	<b>0</b>	<b>13</b>
Net Margins (%)	15.3%	12.5%	14.3%	(101) Bps	180 Bps
<b>EPS (Rs. Basic)</b>	<b>5.98</b>	<b>5.29</b>	<b>5.99</b>	<b>0</b>	<b>13</b>

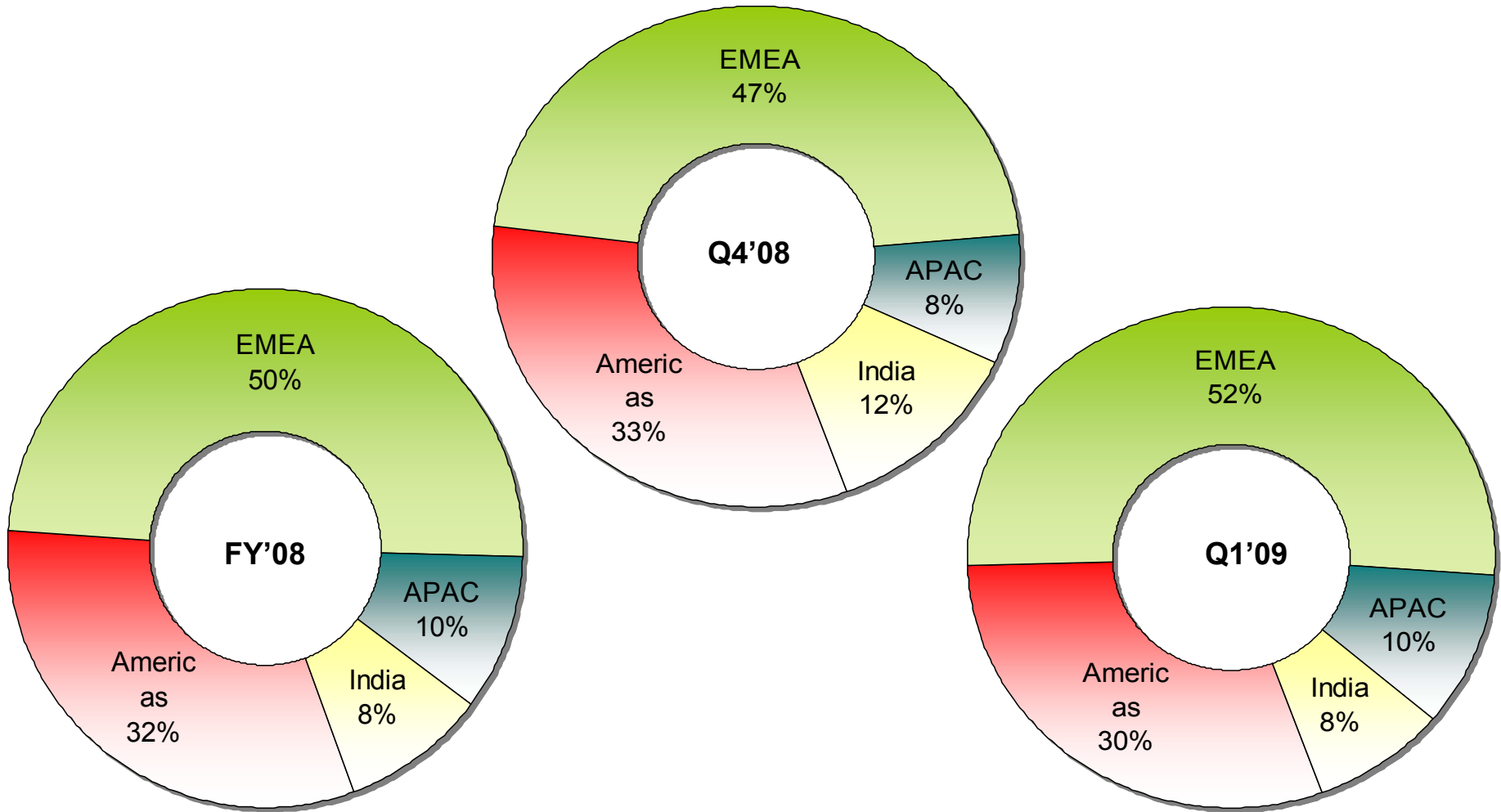
- Other income includes loss of Rs. 63mn on account of MTM of non-effective hedges

# Balance Sheet

(Rs in mn)	Mar 31, 2008	Jun 30, 2008		Mar 31, 2008	Jun 30, 2008
Equity	587	587	Net Block	1859	2195
Reserves & Surplus	3826	3602	Capital WIP	518	617
<b>Net worth</b>	<b>4413</b>	<b>4189</b>	<b>Debtors</b>	<b>2178</b>	<b>2013</b>
Minority Interest	49	54	<b>Cash &amp; Equivalents</b>	<b>1972</b>	<b>1822</b>
<b>Loans</b>	<b>647</b>	<b>521</b>	Other Current Assets	810	984
			Current Liabilities	(2295)	(3010)
			Deferred tax Assets	67	143
	<b>5109</b>	<b>4764</b>		<b>5109</b>	<b>4764</b>

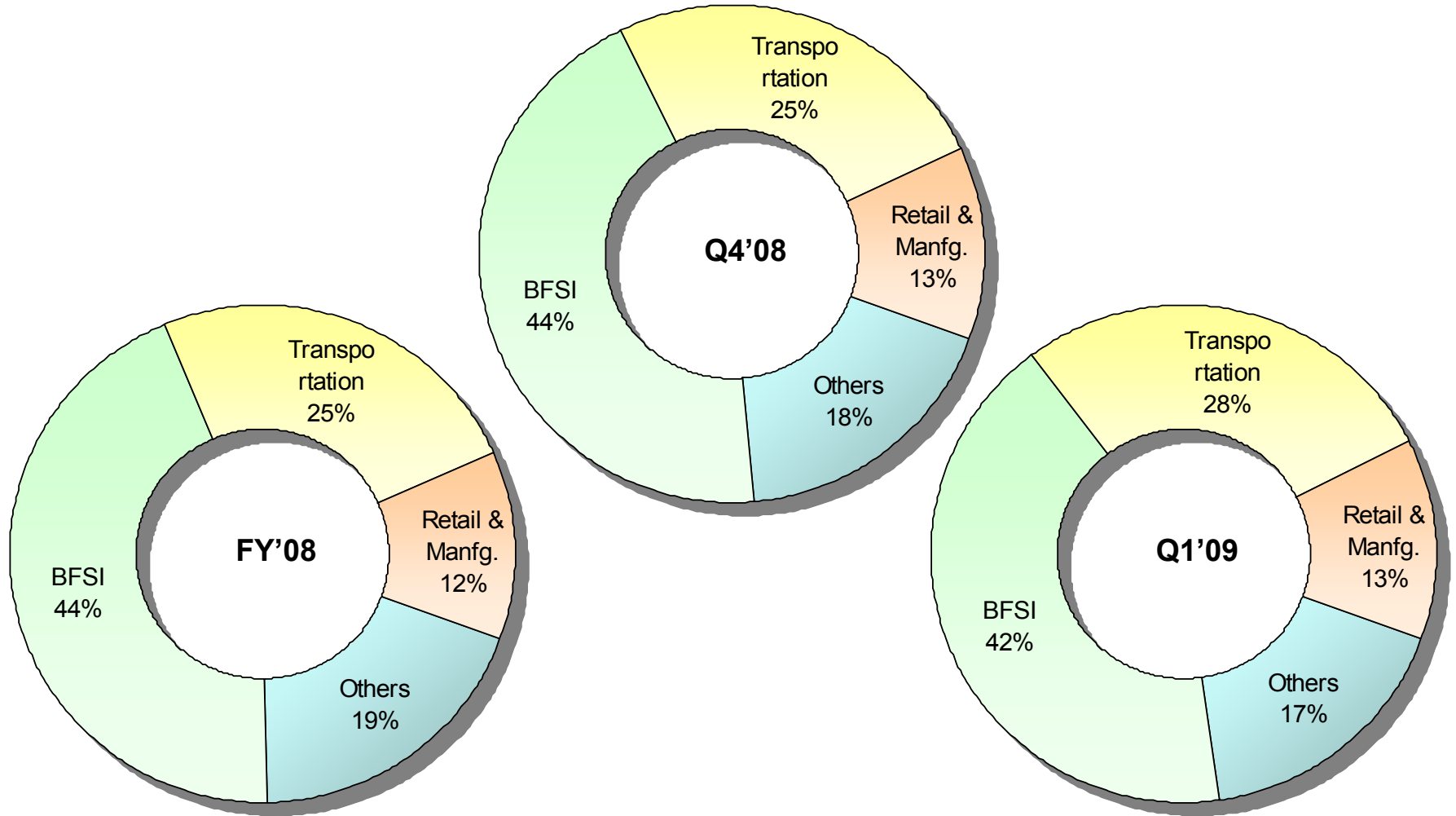
- DSOs at 77 days Vs. 84 days LQ
- Cash & cash equivalents Rs 1822mn - Debt Repayment Rs. 150mn
- Increase in Net Block & Capital WIP due to Asset Additions & New Infra

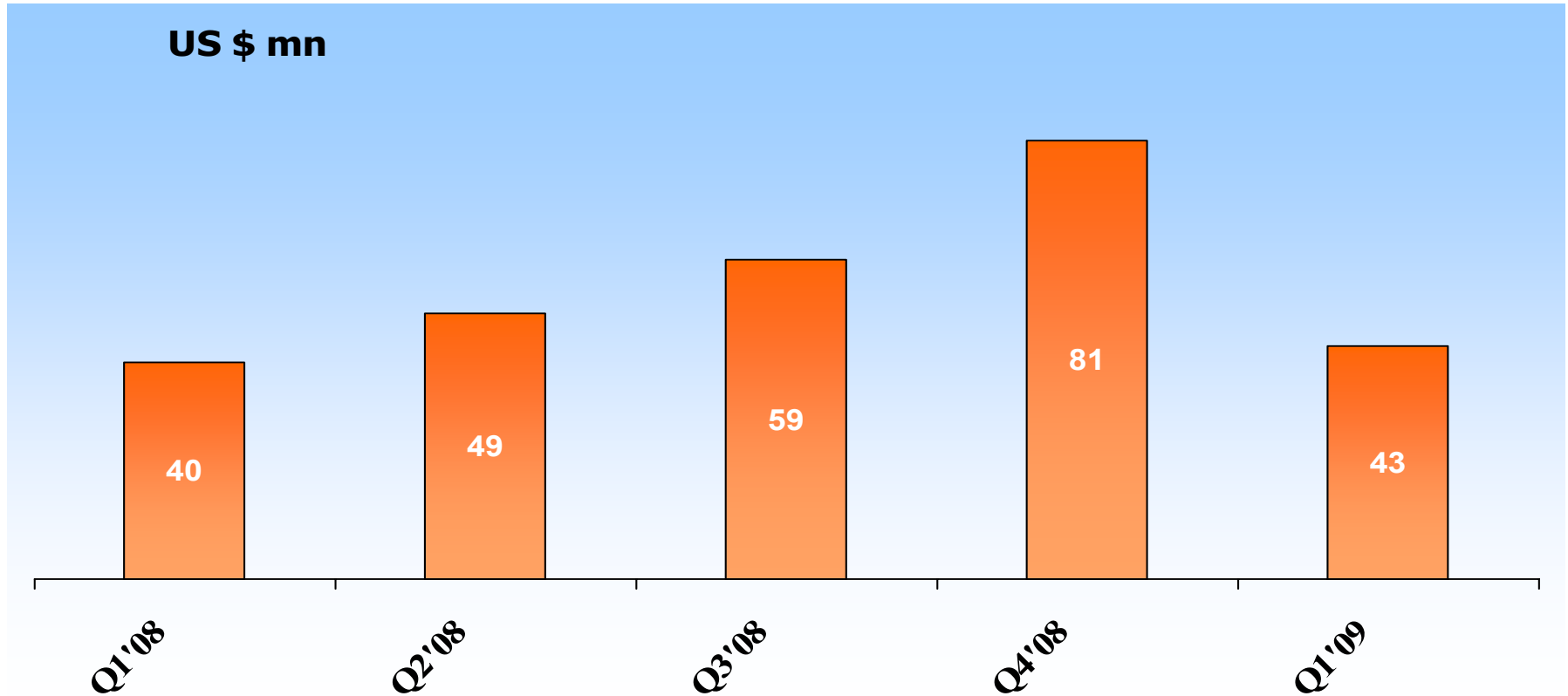
# Geographic Revenue Mix





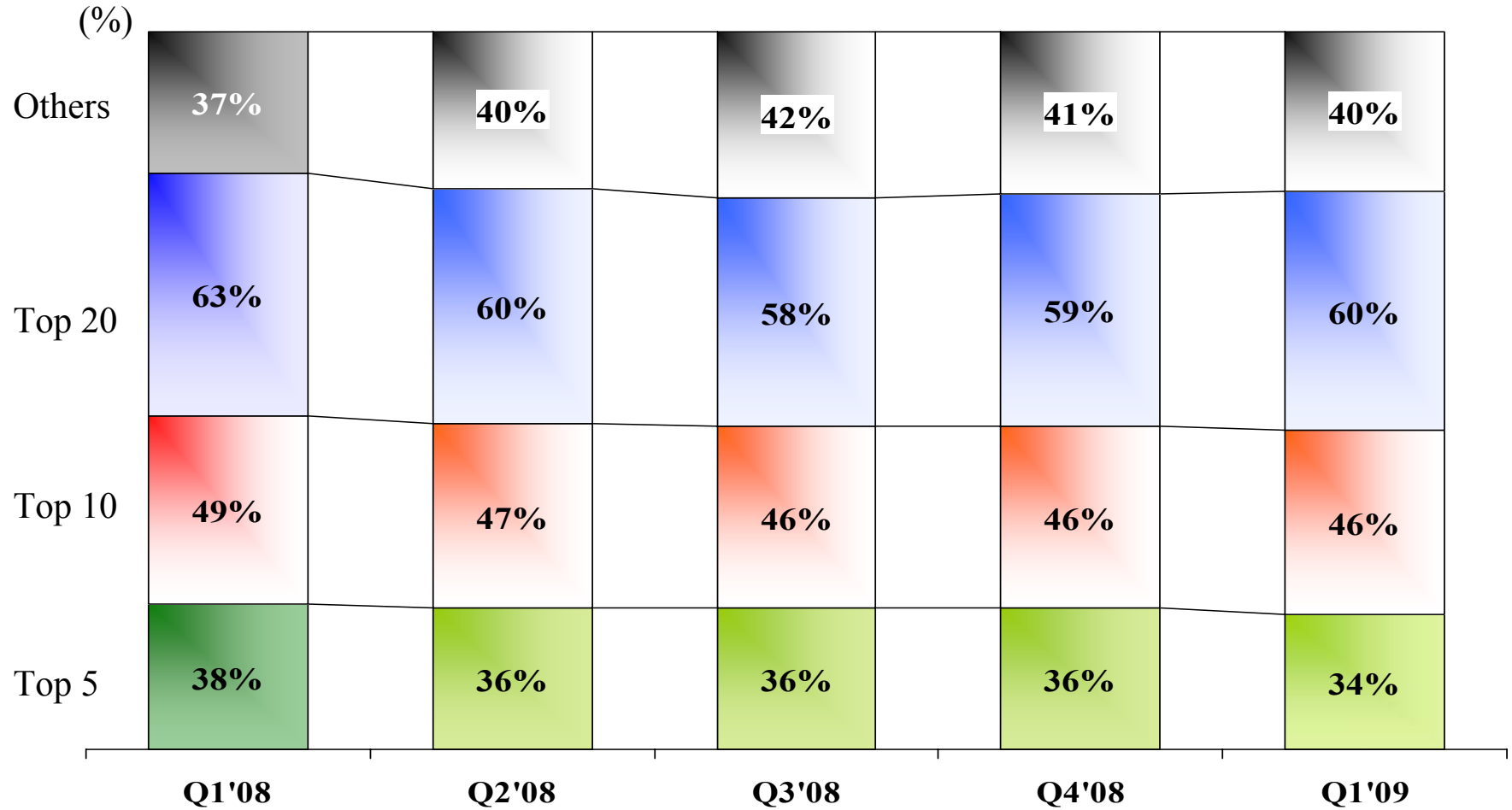
# Vertical Revenue Mix





- 6 new significant customers added during the quarter including
  - 3 regional airlines
  - Leading European supermarket operator
- \$100mn of firm business executable over next 12 months

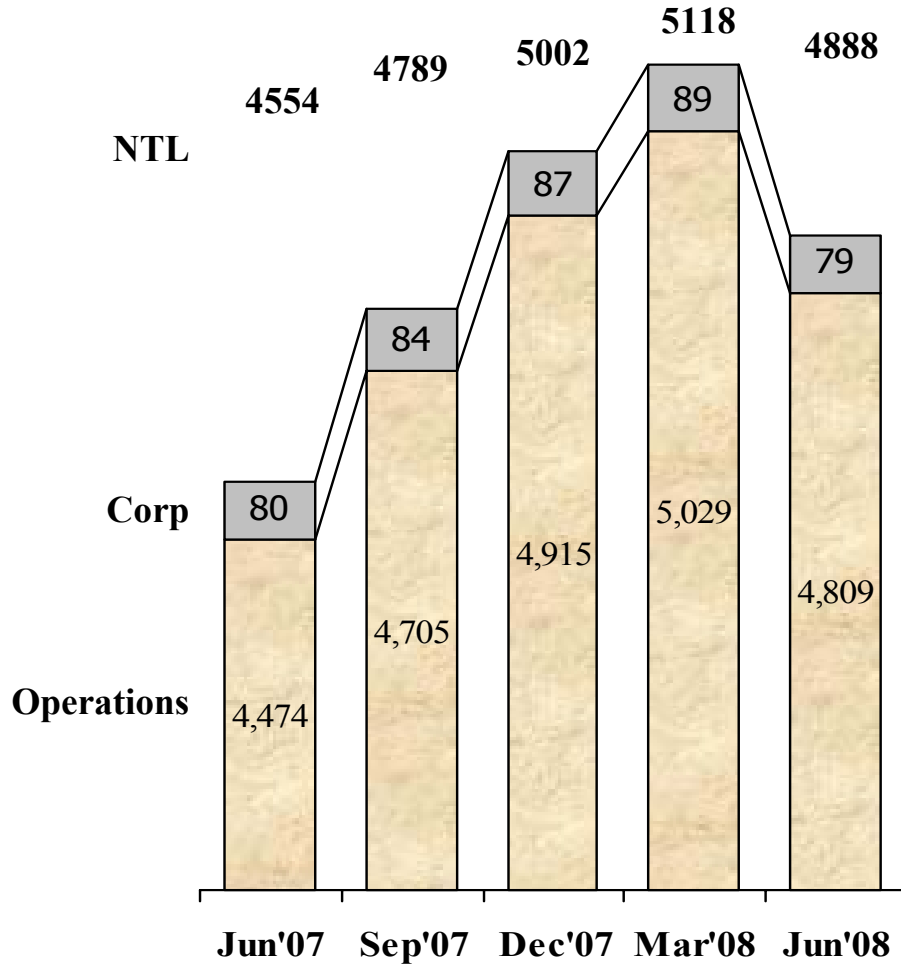
# Top Client Mix



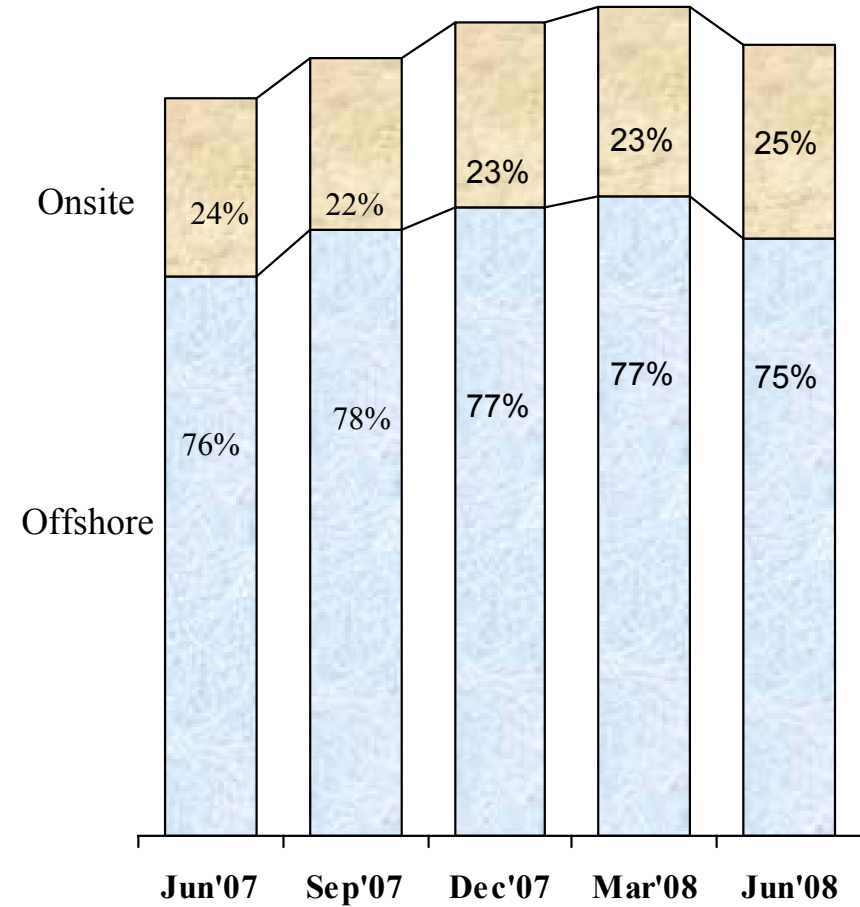
- Broad-basing of customer base
- 42 Million dollar clients

# People Resources

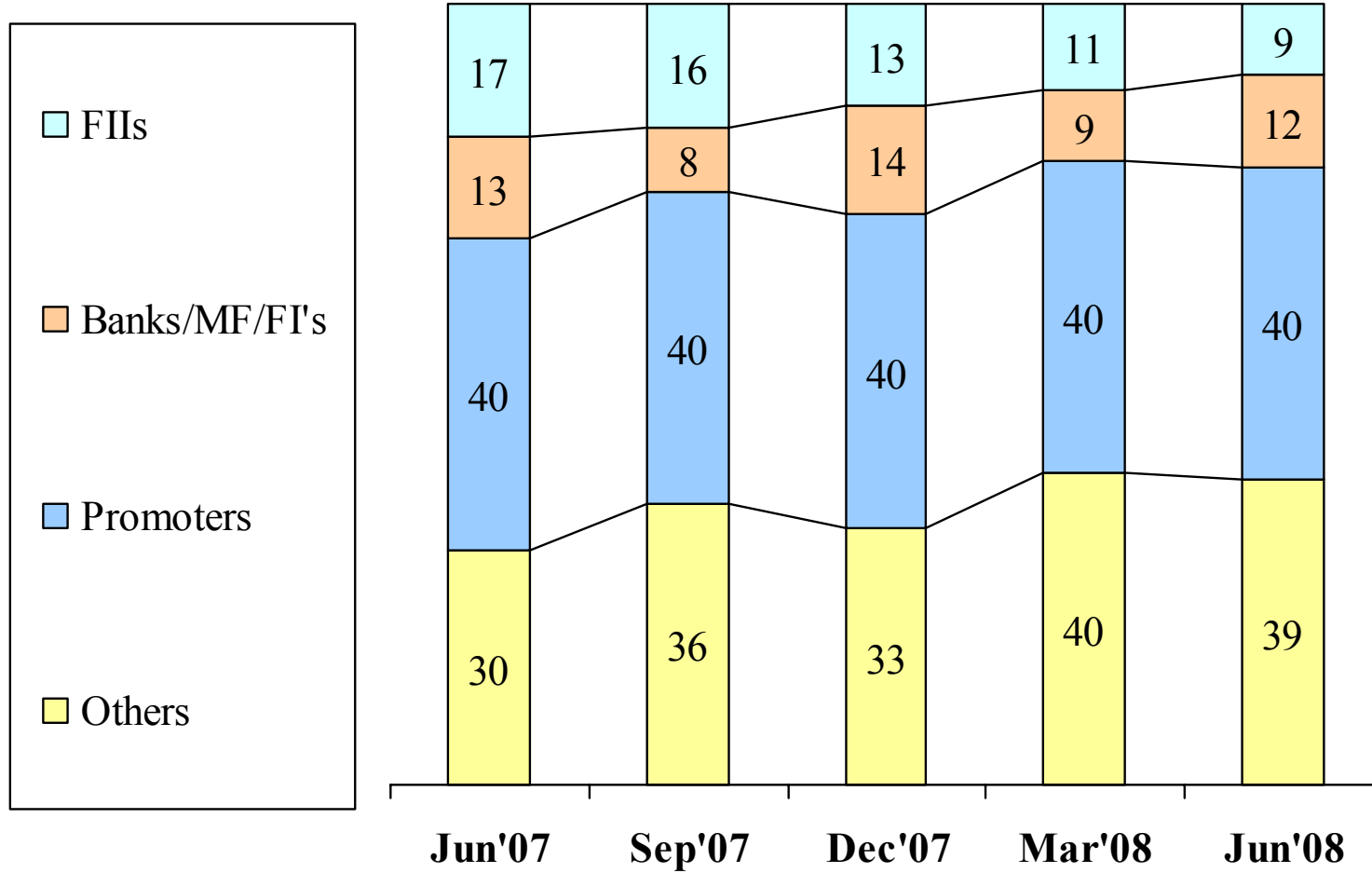
## Segmental Mix



## On-Offshore Mix



# Shareholding Pattern



**Thank You**