

# **NIIT Technologies Financial Results Analysis**

## **Financial Year 2010-11 Quarter 1, 2011**

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  - For the Quarter
  - Business Highlights for the quarter
- Financial Statements
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- Business Analysis
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- Shareholding Pattern

- Consolidated Revenues at Rs 2914mn
  - Up 21.8% QoQ, Up 33.6% YoY
  - Up 3% QoQ, Up 13% YoY without BSF bought outs.
- Operating profits at Rs 541Mn
  - Up 2.3% QoQ. Up 37.3% YoY
  - Operating Margins at 18.6%, down 355 bps QoQ and up 51 bps YoY.
- Net Profits at Rs 408Mn
  - Down 1.1% QoQ, up 131.6% YoY.
  - Net Margins at 14%
- Fresh order intake of USD 40mn

- BFSI grows 3% QoQ, (42% contribution)  
-Growth in revenues from top US customers.
- TTL up 1% QoQ, (30% contribution)  
- 3 New customers added  
- US customers showing good traction.
- Mfg./Dist. up 1% QoQ (10% contribution)  
- Good traction in Auto segment.
- Government share up 21% QoQ (9% contribution)  
- Execution of project at BSF.  
- Support SI in APDRP.

# Consolidated Qtrly Income Statement

(Rs Mn)	Q1'10	Q4'10	Q1'11	YoY (%)	QoQ (%)
<b>Revenues</b>	<b>2182</b>	<b>2392</b>	<b>2914</b>	<b>33.6</b>	<b>21.8</b>
Cost of Revenues	1345	1404	1908	41.9	35.9
Total Operating Expenses	1788	1863	2373	32.7	27.4
<b>Operating Profit</b>	<b>394</b>	<b>529</b>	<b>541</b>	<b>37.3</b>	<b>2.3</b>
OPM (%)	18.1%	22.1%	18.6%	51 Bps	(355) Bps
Depreciation	95	86	80	(15.1)	(6.2)
Other Income (net of interest)	-84	-25	24	128.5	194.3
Tax	37	-3	70	90	2371
<b>PAT after Minority Interest</b>	<b>176</b>	<b>413</b>	<b>408</b>	<b>131.6</b>	<b>(1.1)</b>
Net Margins (%)	8.1%	17.3%	14%	593 Bps	(324) Bps
<b>EPS (Rs. Basic)</b>	<b>3.00</b>	<b>7.03</b>	<b>6.94</b>	<b>131.2</b>	<b>(1.2)</b>

- Operating margins down QoQ due to BSF bought outs.
- Positive other income on account of decrease in exchange losses QoQ and YoY.
- Tax increase due to increased domestic revenues and improved profits in subsidiaries.

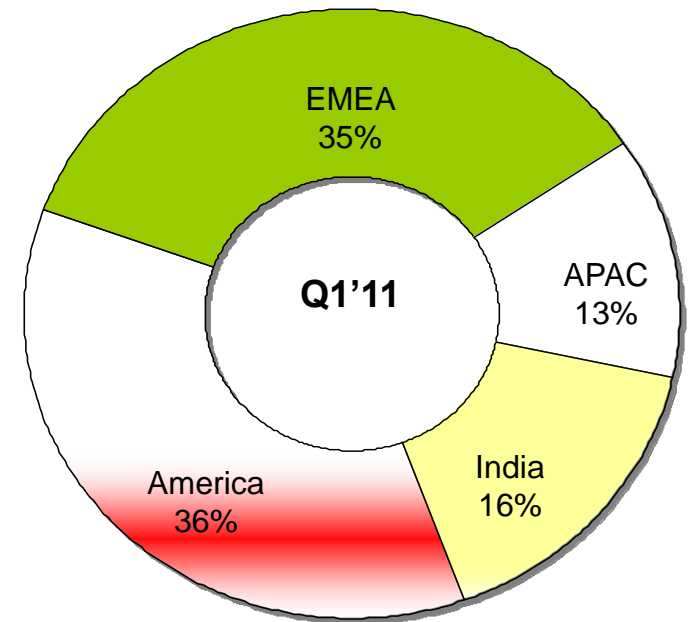
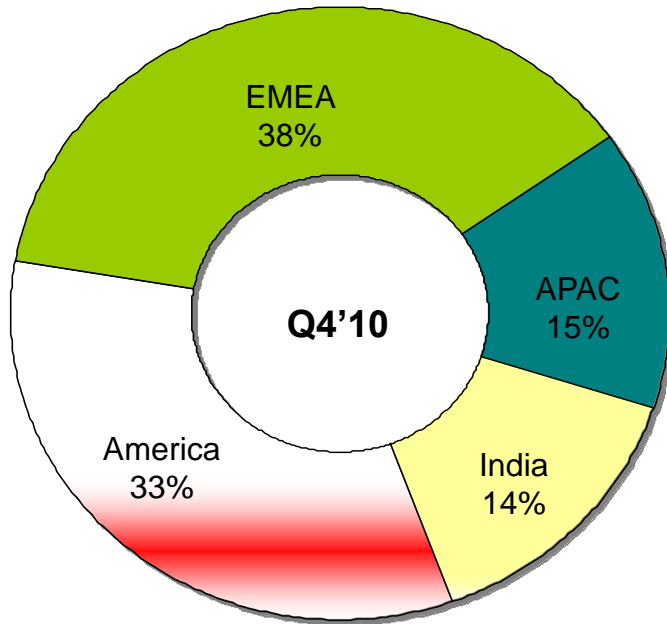
# Balance Sheet

(Rs in mn)	Mar 31, 2010	Jun 30, 2010		Mar 31, 2010	Jun 30, 2010
Equity	588	589	Net Block	1853	1917
Reserves & Surplus	5210	5626	Capital WIP	1287	1251
<b>Net worth</b>	<b>5798</b>	<b>6214</b>	<b>Debtors</b>	<b>1851</b>	<b>2499</b>
Minority Interest	28	34	<b>Cash &amp; Equivalents</b>	<b>1895</b>	<b>2179</b>
<b>Loans</b>	<b>217</b>	<b>222</b>	Other Current Assets	1250	1309
Deferred tax Liability	0	0	Current Liabilities	(2200)	(2806)
			Deferred tax Assets	107	121
	<b>6043</b>	<b>6470</b>		<b>6043</b>	<b>6470</b>

- Hedge reserves loss increases by Rs. 26 mn.
- Normal Capex addition Rs 134 mn
- G. Noida campus CWIP at Rs. 1224 mn
- DSO at 92 days(74 days LQ) due to increase in Govt. engagement.

# Geographic Revenue Mix

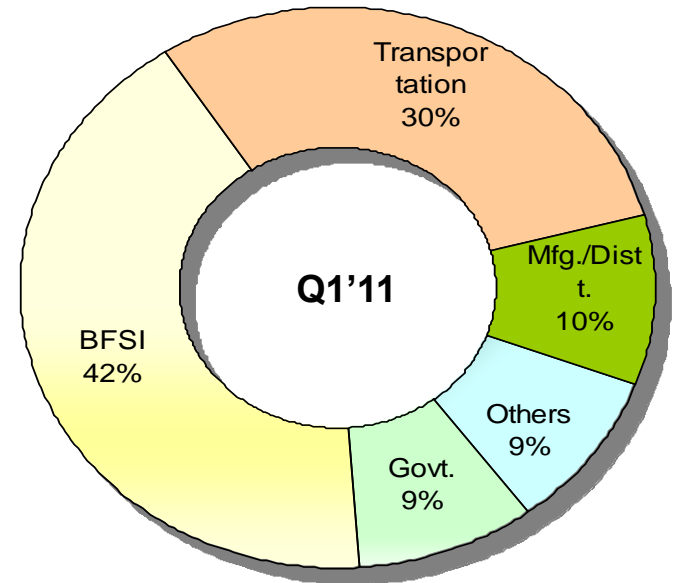
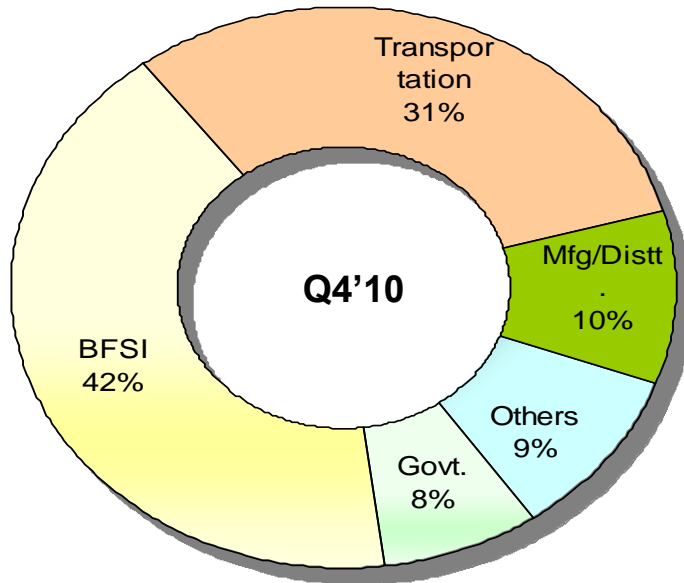
(Excluding BSF Bought out)



- US showing improvement on account of growth in volumes.
- Europe volumes increase however realization impacted by fall in exchange rates.
- Strong growth in Indian market primarily on account of BSF execution and APDRP support.

# Vertical Revenue Mix

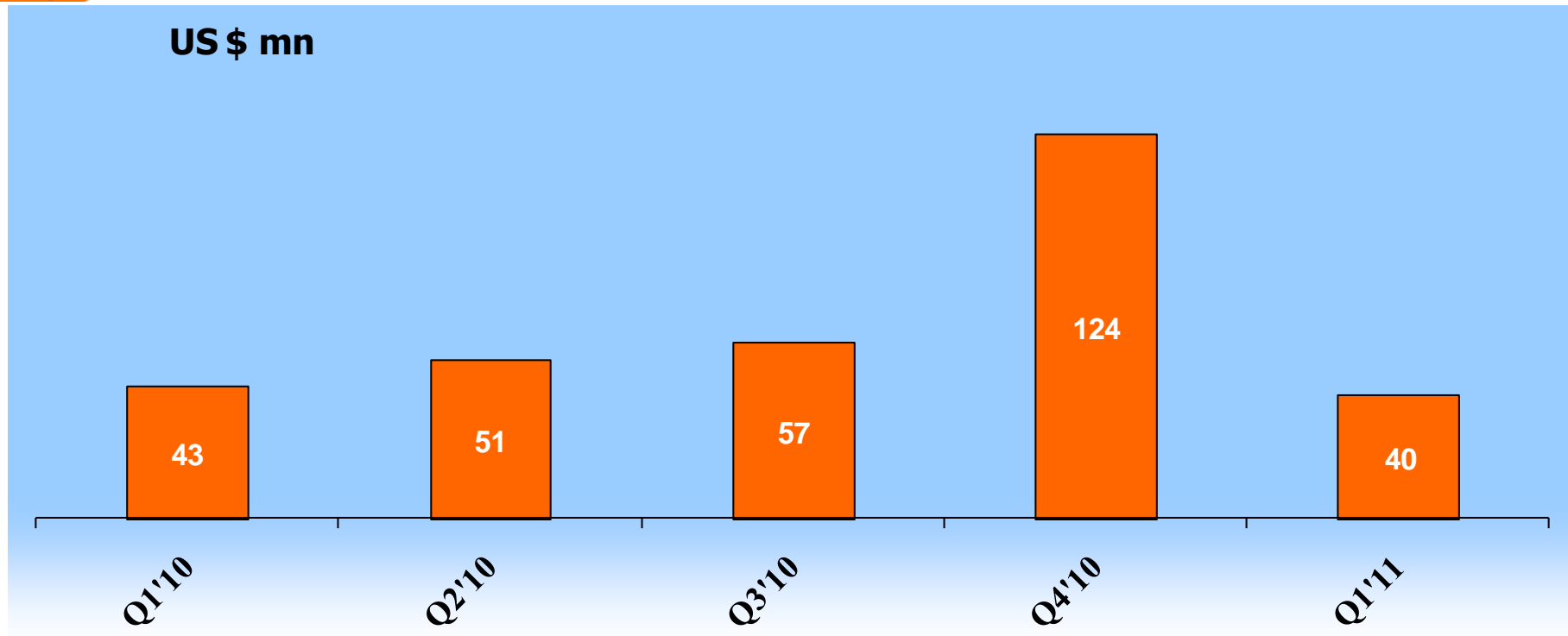
(Excluding BSF Bought outs)



- All round sequential growth in all verticals
- Government biz grows on back of large engagements.

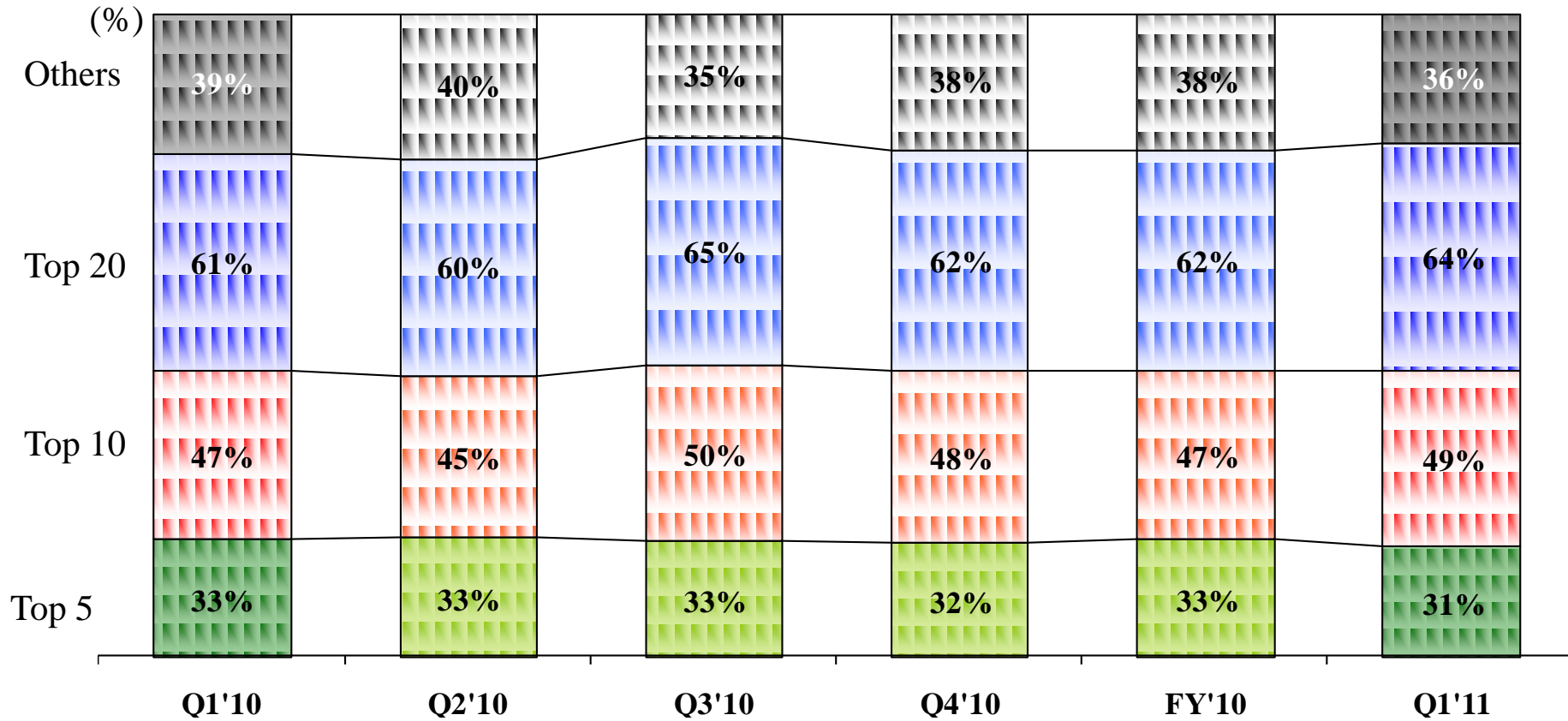


# Order Intake



- 3 new significant customers added during the quarter in Travel & Transport
- \$40 mn intake in the quarter leading to 149\$mn of firm business executable over next 12 months

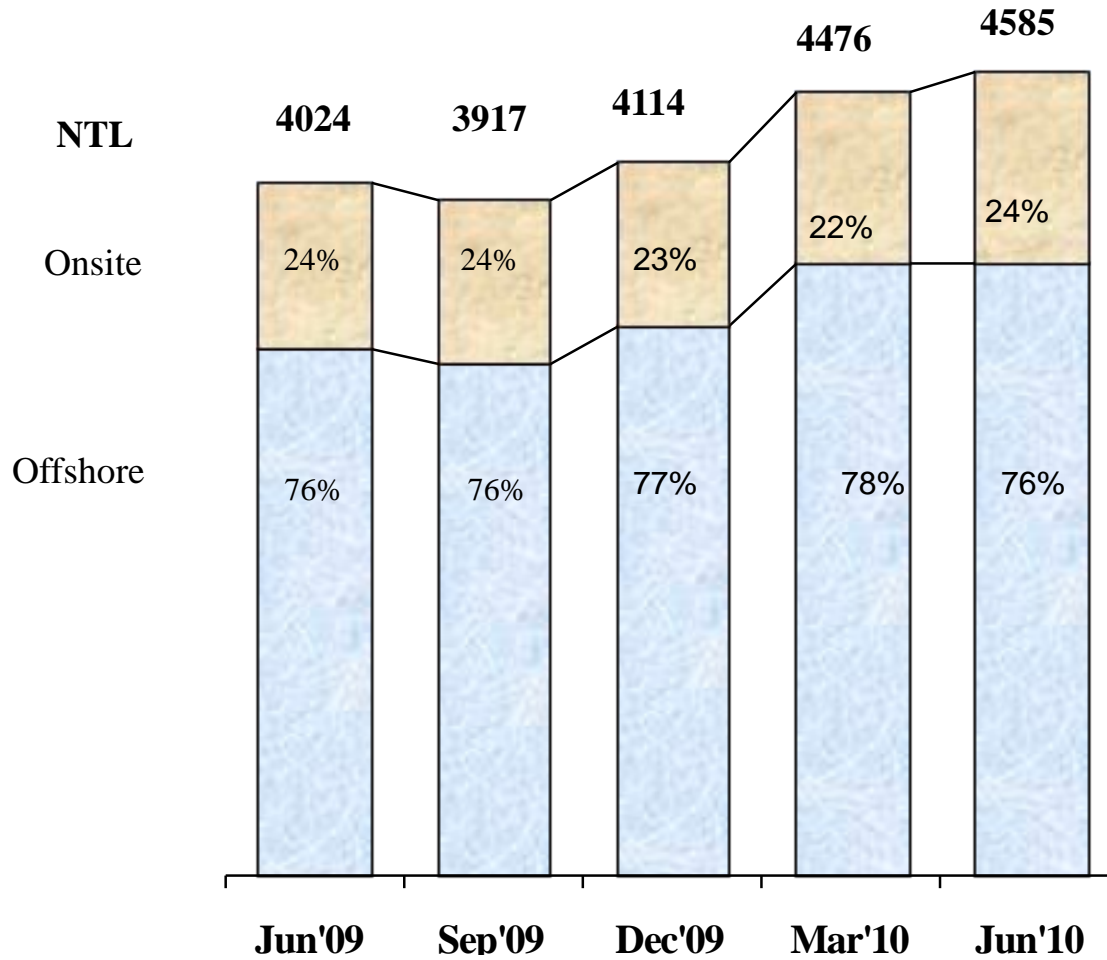
# Top Client Mix (excluding BSF Bought outs)



Top 5 revenues decline due to sale of certain ING business which NIIT continues to service but is not accounted for in ING

# People Resources

## On-Offshore Mix



**Thank You**