

NIIT Technologies Financial Results Analysis

Financial Year 2009-10 Quarter 2, 2010

- Highlights
 - For the Quarter
 - Business Highlights for the quarter
- Financial Statements
 - Income Statement
 - Balance Sheet
- Business Analysis
 - Revenue Cuts
 - Order Intake
 - Top clients
 - People Resources
- Shareholding Pattern

- Consolidated Revenues at Rs 2263mn
 - Up 4% QoQ , Down 13% YoY
 - Revenue loss on account of hedging – Rs. 154 Mn
- Operating profits at Rs 458Mn
 - Up 16% QoQ , Flat YoY
 - Operating Margins at 20% (LQ 18%)
 - Capacity utilization 82% (LQ 79%)
- Net Profits at Rs 321Mn
 - Up 82% QoQ, Down 12% YoY
 - Other income 15mn vs 81mn YoY
 - Net Margins at 14% (LQ 8%)
- Fresh order intake of 51\$mn
- Ranked # No1 in Black Book Outsourcing- Travel Industry survey for second consecutive year

- BFSI grows 7% QoQ, (44% contribution)
 - IP-Asset based revenues improved
 - Scaling up with few customers

- TTL up 6% QoQ Contributes 30%
 - 2 new clients added
 - Secured extension of engagement from large client in US
 - Repeat order in Australia

- Retail & Dist down 11% QoQ Contributes 12%
 - Ramp down in some clients
 - New Client acquired in APAC from Auto Ancillary Industry

Consolidated Qtrly Income Statement

| (Rs Mn) | Q2'09 | Q1'10 | Q2'10 | YoY (%) | QoQ (%) |
|------------------------------------|-------------|-------------|-------------|------------|-----------|
| Revenues | 2587 | 2182 | 2263 | -13 | 4 |
| Total Operating Expenses | 2128 | 1788 | 1804 | -15 | 1 |
| Operating Profit | 458 | 394 | 458 | 0 | 16 |
| OPM (%) | 18% | 18% | 20% | 255 Bps | 221 Bps |
| Depreciation | 104 | 95 | 90 | -14 | -5 |
| Other Income (net of interest) | 81 | -84 | 15 | -81 | 118 |
| Tax | 65 | 37 | 62 | -4 | 69 |
| PAT after Minority Interest | 367 | 176 | 321 | -12 | 82 |
| Net Margins (%) | 14% | 8% | 14% | 3 Bps | 611 Bps |
| EPS (Rs. Basic) | 6.25 | 3.00 | 5.47 | -12 | 82 |

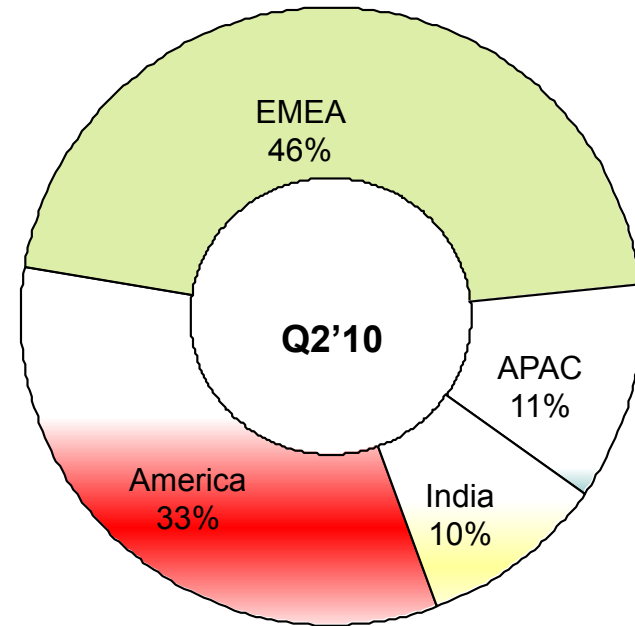
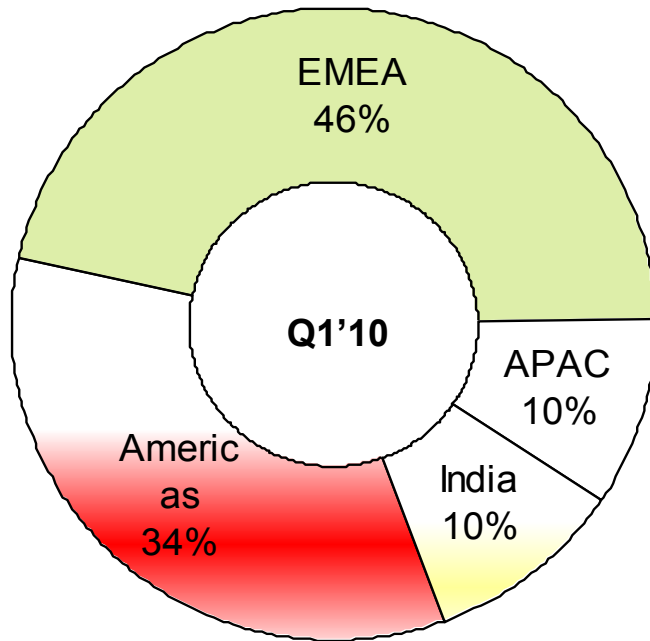
- Improved Operating Margin on account of increased off shoring, improved utilization and cost optimization

Balance Sheet

| (Rs in mn) | Jun 30, 2009 | Sep 30, 2009 | | Jun 30, 2009 | Sep 30, 2009 |
|--------------------|-----------------|-----------------|-------------------------------|-----------------|-----------------|
| Equity | 587 | 587 | Net Block | 2082 | 2018 |
| Reserves & Surplus | 4113 | 4429 | Capital WIP | 1126 | 1193 |
| Net worth | 4700 | 5016 | Debtors | 1883 | 1817 |
| Minority Interest | 24 | 25 | Cash & Equivalents | 1499 | 1415 |
| Loans | 366 | 315 | Other Current Assets | 1115 | 942 |
| | | | Current Liabilities | (2898) | (2133) |
| | | | Deferred tax Assets | 283 | 104 |
| | 5089 | 5356 | | 5089 | 5356 |

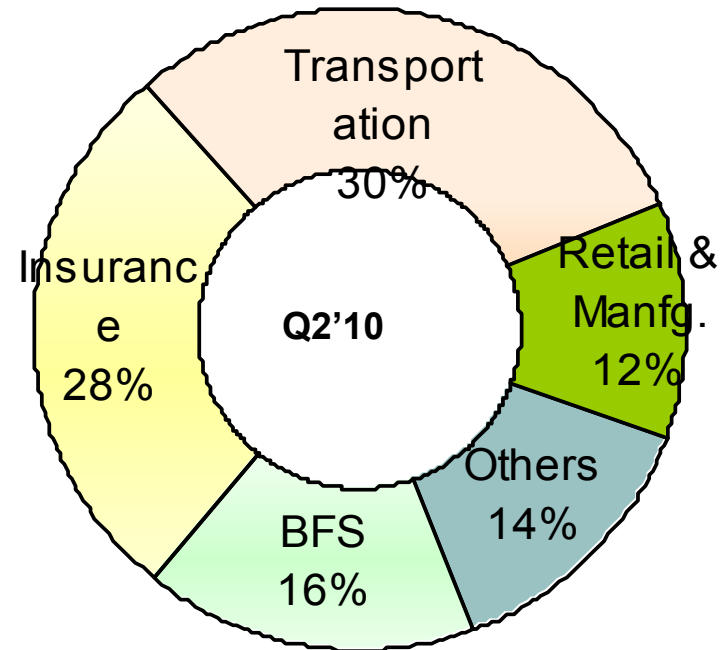
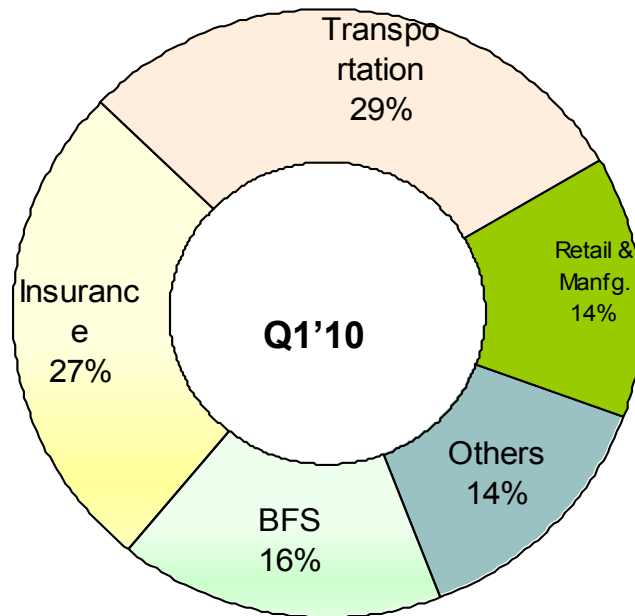
- Reserves and Surplus up due to improved Profit
- Normal Capex Rs 51mn
- CWIP Rs 67mn in GNIDA campus
- Cash down due to dividend payout and loan repayment in UK
- DSO 72 days

Geographic Revenue Mix



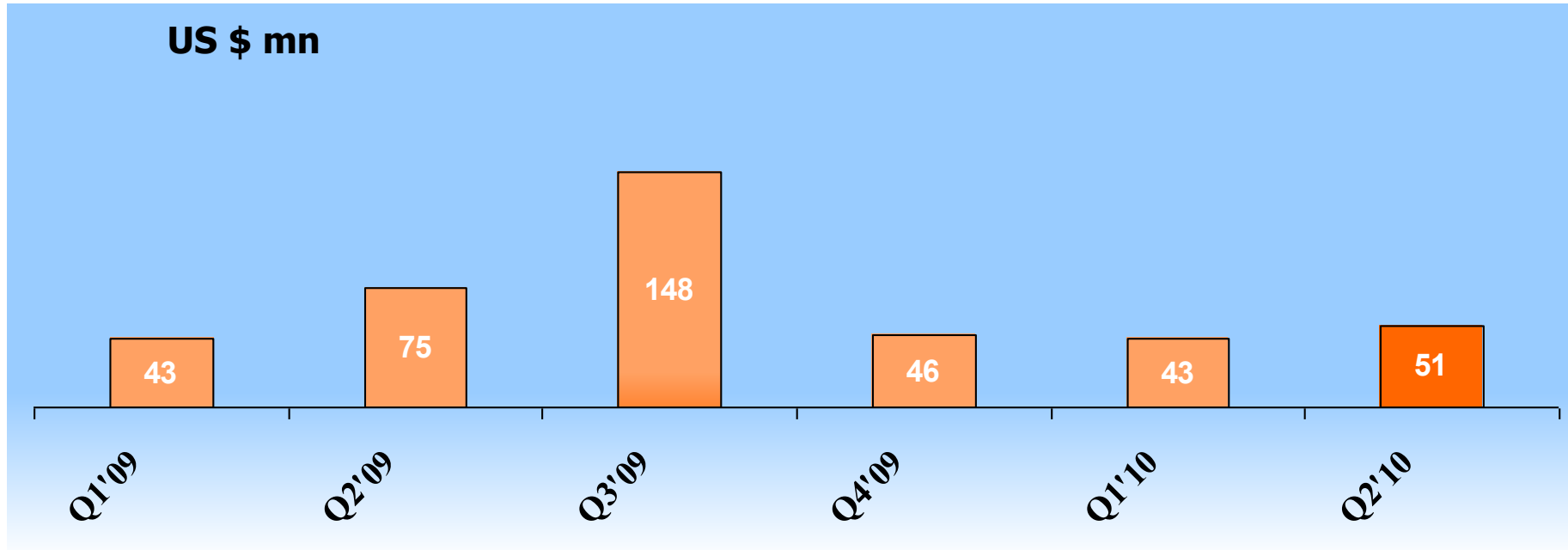
- Improved traction in APAC

Vertical Revenue Mix



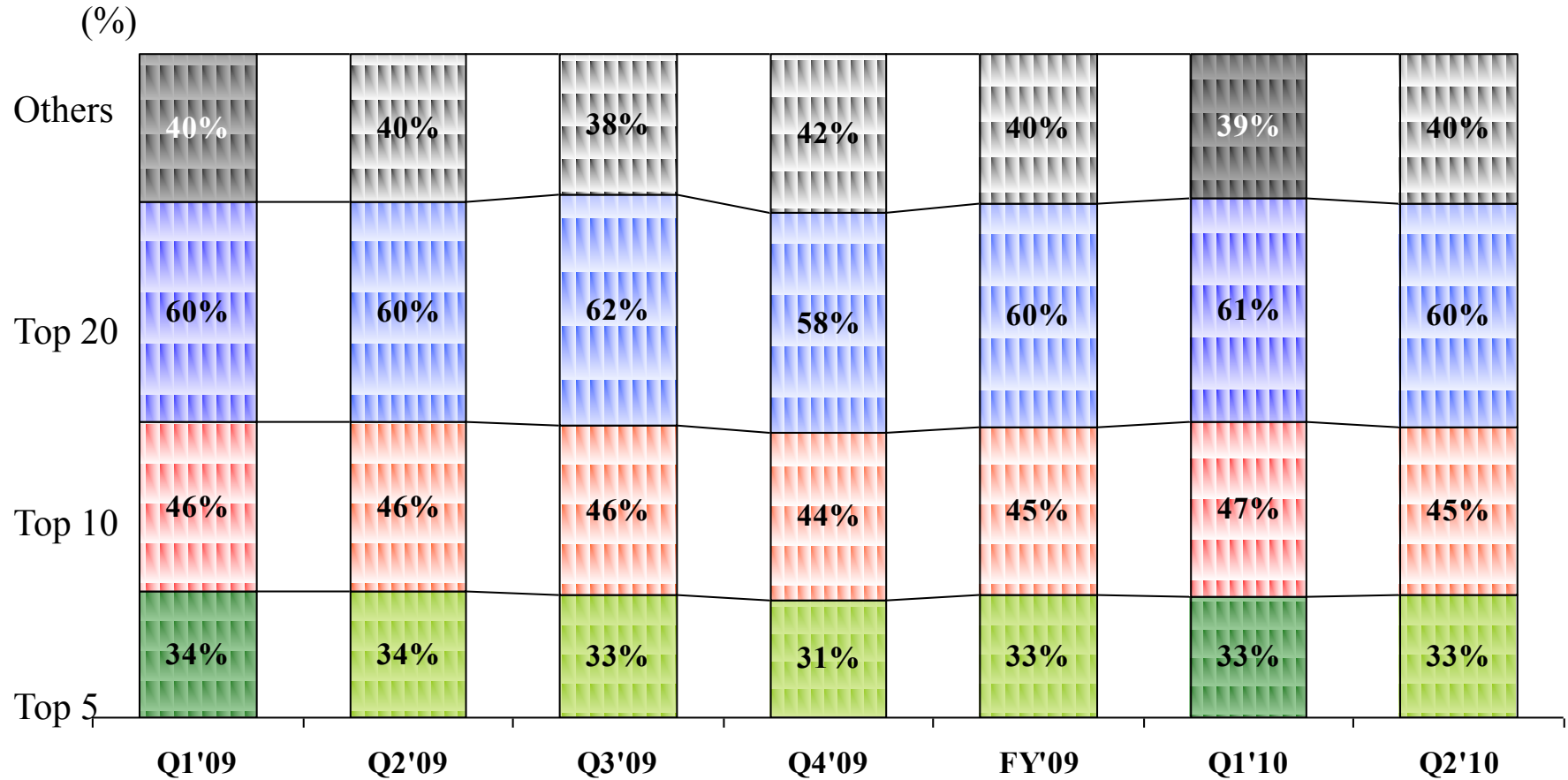
- Focus Verticals contribute 86% of revenues (LQ 86%), strong position in Travel & Insurance

Order Intake



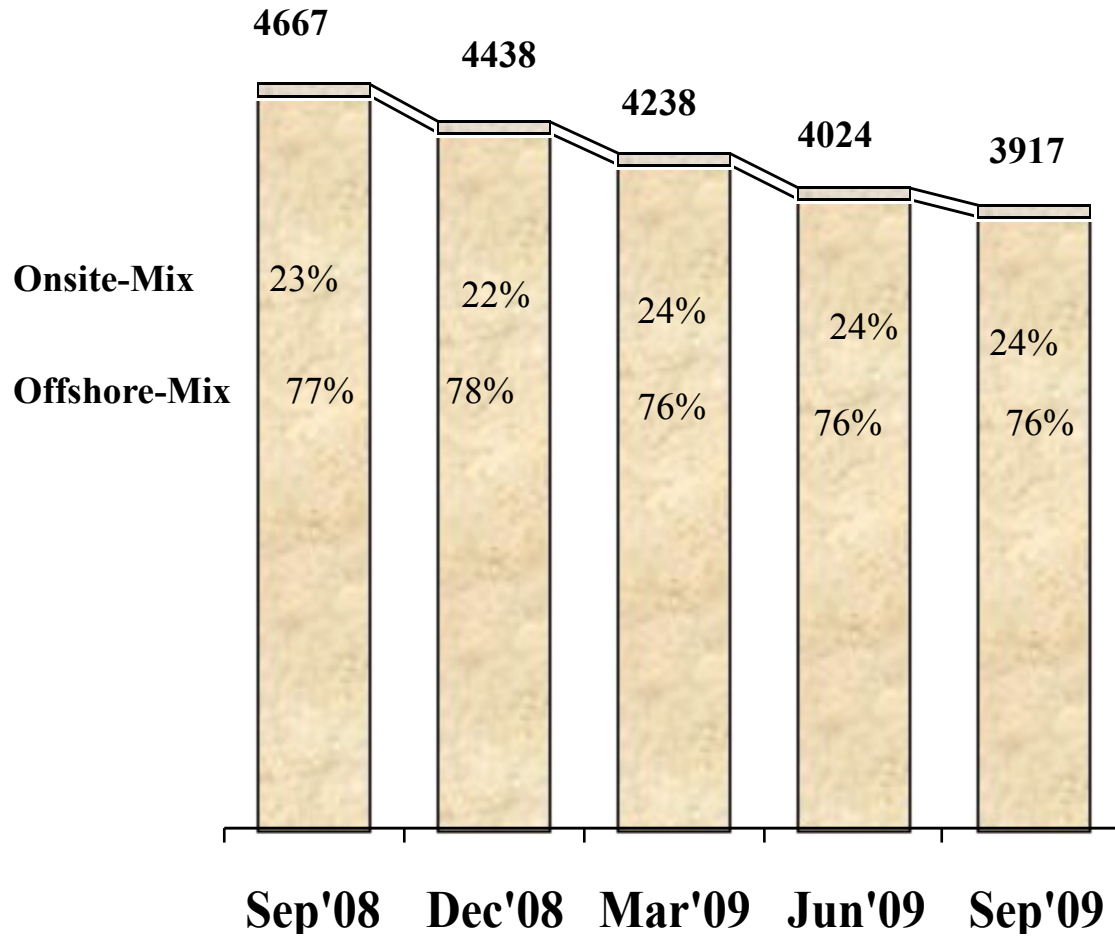
- 3 new significant customers added during the quarter
(Travel -2 ; Retail -1)
- \$ 51mn intake in the quarter leading to 105\$ mn of firm business executable over next 12 months

Top Client Mix



- 36 Million dollar clients

People Resources



Thank You