NIIT Technologies
Financial Results Analysis

Financial Year 2007-08
Quarter 3
Outline

• Highlights
  – For the Quarter
  – Business Highlights

• Financial Statements
  – Income Statement
  – Balance Sheet

• Business Analysis
  – Revenue
  – Order Book
  – Top clients
  – People Resources

• Shareholding Pattern
Highlights for the Quarter

- Consolidated Revenues at Rs 2338mn
  - Up 1% YOY, 2% QoQ

- Operating profits at Rs 444Mn
  - Down 10% YoY, Up 4% QoQ
  - Operating Margins at 19%; Up 47 bps QoQ

- Net Profits at Rs347Mn
  - Flat YoY; Up 1% QoQ
  - Net Margins at 15%

- Fresh order intake of USD 59Mn
Business Highlights for the Quarter

• BFSI contributes 42%
  – Room’s revenues down -4% QoQ
  – Room Order Intake $9M

• Transport contributes 26%
  – Global MSA with global aviation services provider

• Mfg & Retail contributes 12%
  – Multi-crore engagement with leading Indian Retail group

• BPO contributes 5%
  – Revenues grow 2% QoQ

• Operations
  – ISO 27001 & ISO 20000 Certification - Mumbai & Delhi Managed Services Facilities
# Consolidated Qtrly Income Statement

<table>
<thead>
<tr>
<th>(Rs Mn)</th>
<th>Q3’07</th>
<th>Q2’08</th>
<th>Q3’08</th>
<th>YoY (%)</th>
<th>QoQ (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>2315</td>
<td>2299</td>
<td>2338</td>
<td>1</td>
<td>2</td>
</tr>
<tr>
<td>Cost of Revenues</td>
<td>1361</td>
<td>1409</td>
<td>1438</td>
<td>6</td>
<td>2</td>
</tr>
<tr>
<td>SG&amp;A</td>
<td>463</td>
<td>464</td>
<td>456</td>
<td>-2</td>
<td>-2</td>
</tr>
<tr>
<td>Total Operating Expenses</td>
<td>1824</td>
<td>1873</td>
<td>1893</td>
<td>4</td>
<td>1</td>
</tr>
<tr>
<td><strong>Operating Profit</strong></td>
<td>491</td>
<td>426</td>
<td>444</td>
<td>-10</td>
<td>4</td>
</tr>
<tr>
<td>OPM (%)</td>
<td>21%</td>
<td>19%</td>
<td>19%</td>
<td>-222 bps</td>
<td>47 bps</td>
</tr>
<tr>
<td>Depreciation</td>
<td>105</td>
<td>103</td>
<td>95</td>
<td>-10</td>
<td>-8</td>
</tr>
<tr>
<td>Other Income (net of interest)</td>
<td>33</td>
<td>69</td>
<td>60</td>
<td>80</td>
<td>-13</td>
</tr>
<tr>
<td>Tax</td>
<td>68</td>
<td>47</td>
<td>56</td>
<td>-18</td>
<td>19</td>
</tr>
<tr>
<td><strong>PAT after Minority Interest</strong></td>
<td>346</td>
<td>344</td>
<td>347</td>
<td>0.3</td>
<td>1</td>
</tr>
<tr>
<td>Net Margins (%)</td>
<td>15%</td>
<td>15%</td>
<td>15%</td>
<td>-10 bps</td>
<td>-12 bps</td>
</tr>
</tbody>
</table>

- Volume growth 2.7%, Currency impact -0.7% QOQ
- Currency impact – 0.4% on OM
- OPM improvement due to reduced G&A
<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity</td>
<td>587</td>
<td>587</td>
<td>Net Block</td>
<td>1695</td>
</tr>
<tr>
<td>Reserves &amp; Surplus</td>
<td>3735</td>
<td>4080</td>
<td>Capital WIP</td>
<td>334</td>
</tr>
<tr>
<td>Net worth</td>
<td>4322</td>
<td>4667</td>
<td>Debtors</td>
<td>1723</td>
</tr>
<tr>
<td>Minority Interest</td>
<td>88</td>
<td>94</td>
<td>Cash &amp; Equivalents</td>
<td>2242</td>
</tr>
<tr>
<td>Loans</td>
<td>839</td>
<td>816</td>
<td>Other Current Assets</td>
<td>636</td>
</tr>
<tr>
<td>Deferred tax Liability</td>
<td>0</td>
<td>0</td>
<td>Current Liabilities</td>
<td>(1460)</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>Deferred tax Assets</td>
<td>80</td>
</tr>
<tr>
<td></td>
<td>5249</td>
<td>5578</td>
<td></td>
<td>5249</td>
</tr>
</tbody>
</table>

- DSOs at 69 days from 67 days LQ,
- Cash & cash equivalents Rs 2398mn
- Increased capital WIP on account of campus development and new Infra
Geographic Revenue Mix

**Q3’08**

- Europe: 49%
- Americas: 31%
- APAC: 11%
- India: 9%

**FY’07**

- Europe: 50%
- Americas: 32%
- APAC: 10%
- India: 8%

**Q2’08**

- Europe: 51%
- Americas: 31%
- APAC: 11%
- India: 7%
Order Intake

- 4 new customers added including
  - Fortune Global500 Energy Services company
  - 2 Specialist international Insurance & Reinsurance companies

- $102mn of firm business executable over next 12 months
Top Client Mix

2 more million dollar clients take total to 39
People Resources

Segmental Mix

<table>
<thead>
<tr>
<th>Segment</th>
<th>Dec'06</th>
<th>Sep'07</th>
<th>Dec'07</th>
</tr>
</thead>
<tbody>
<tr>
<td>NTL</td>
<td>4199</td>
<td>4789</td>
<td>5002</td>
</tr>
<tr>
<td>Corp</td>
<td>80</td>
<td>800</td>
<td>766</td>
</tr>
<tr>
<td>BPO</td>
<td>862</td>
<td>3905</td>
<td>4149</td>
</tr>
<tr>
<td>Software</td>
<td>3257</td>
<td>84</td>
<td>87</td>
</tr>
</tbody>
</table>

On-Offshore Mix

<table>
<thead>
<tr>
<th>Location</th>
<th>Dec'06</th>
<th>Sep'07</th>
<th>Dec'07</th>
</tr>
</thead>
<tbody>
<tr>
<td>Onsite</td>
<td>27%</td>
<td>22%</td>
<td>23%</td>
</tr>
<tr>
<td>Offshore</td>
<td>73%</td>
<td>78%</td>
<td>77%</td>
</tr>
</tbody>
</table>

- 213 people added
- Attrition 15.5%
Shareholding Pattern

- **Dec'06**
  - FII: 11
  - Others: 29
  - Promoters: 40
  - DMFs & FIs: 20

- **Sep'07**
  - FII: 16
  - Others: 37
  - Promoters: 40
  - DMFs & FIs: 7

- **Dec'07**
  - FII: 13
  - Others: 34
  - Promoters: 40
  - DMFs & FIs: 13
Thank You