

NIIT Technologies Financial Results Analysis

Financial Year 2007-08 Quarter 3

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- Business Analysis
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- 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

- 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

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

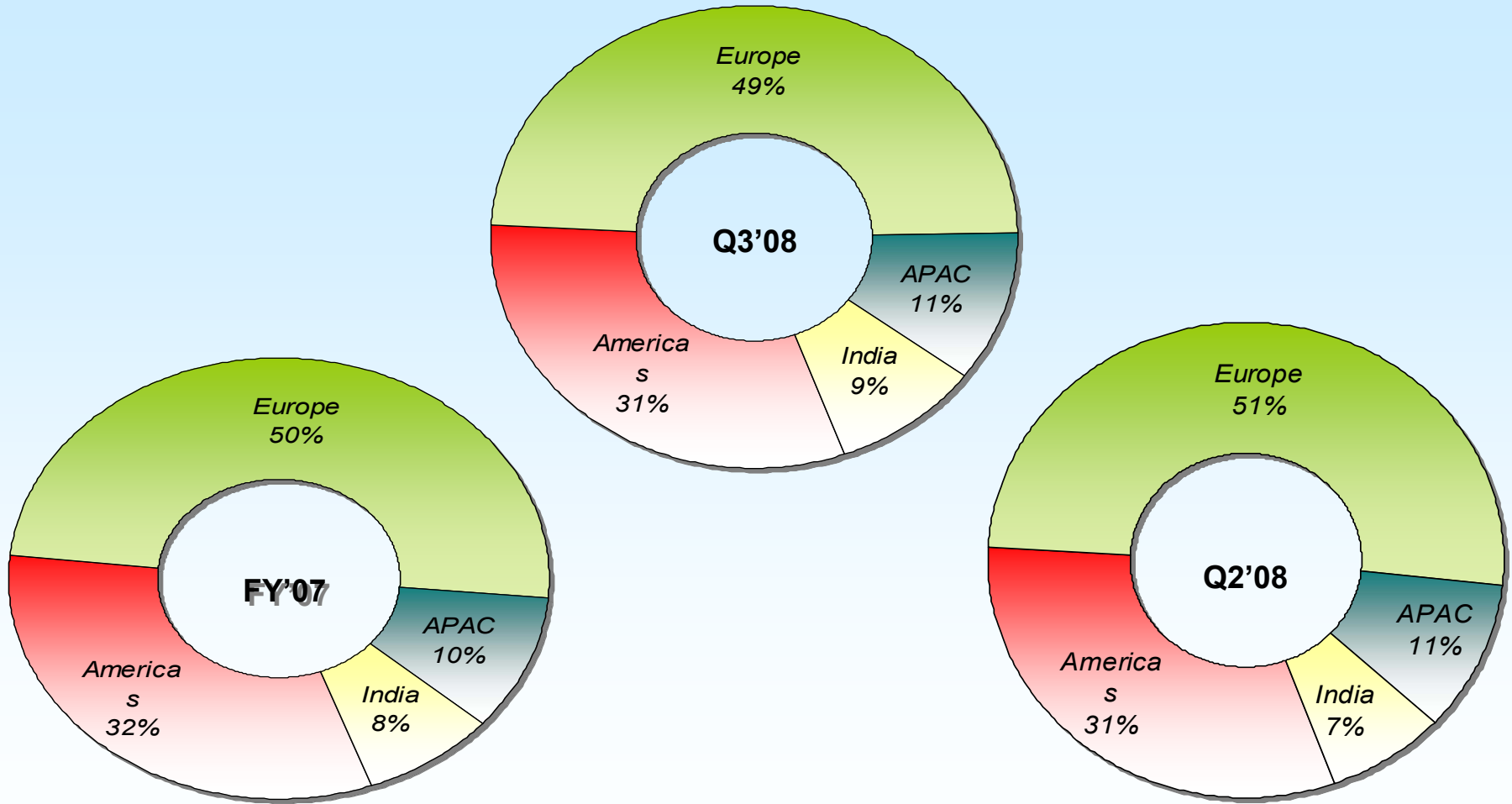
- Volume growth 2.7%, Currency impact -0.7% QOQ
- Currency impact – 0.4% on OM
- OPM improvement due to reduced G&A

Balance Sheet

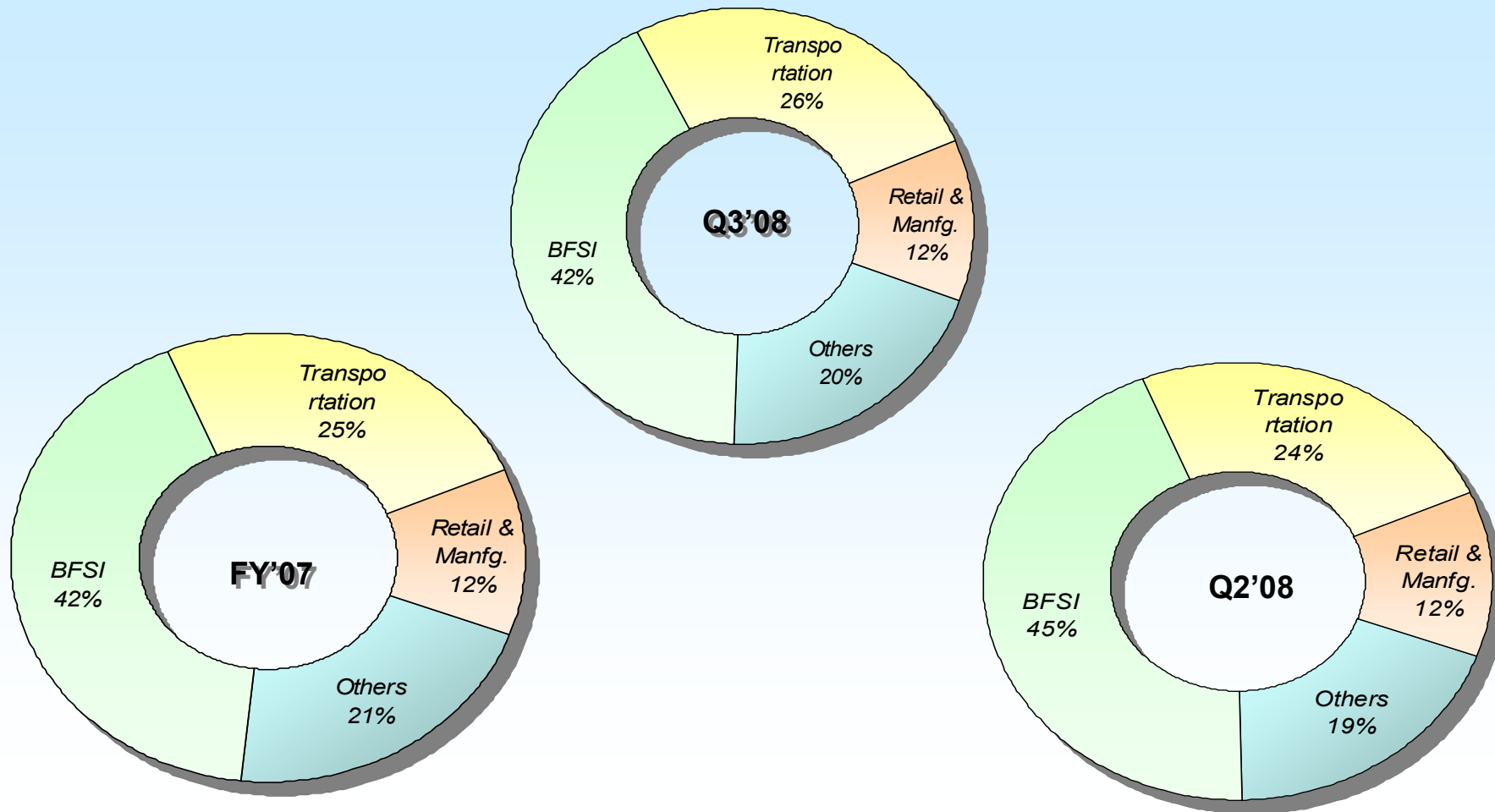
(Rs in mn)	Sep 30, 2007	Dec 31, 2007		Sep 30, 2007	Dec 31, 2007
Equity	587	587	Net Block	1695	1615
Reserves & Surplus	3735	4080	Capital WIP	334	341
Net worth	4322	4667	Debtors	1723	1774
Minority Interest	88	94	Cash & Equivalents	2242	2398
Loans	839	816	Other Current Assets	636	612
Deferred tax Liability	0	0	Current Liabilities	(1460)	(1240)
			Deferred tax Assets	80	79
	5249	5578		5249	5578

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

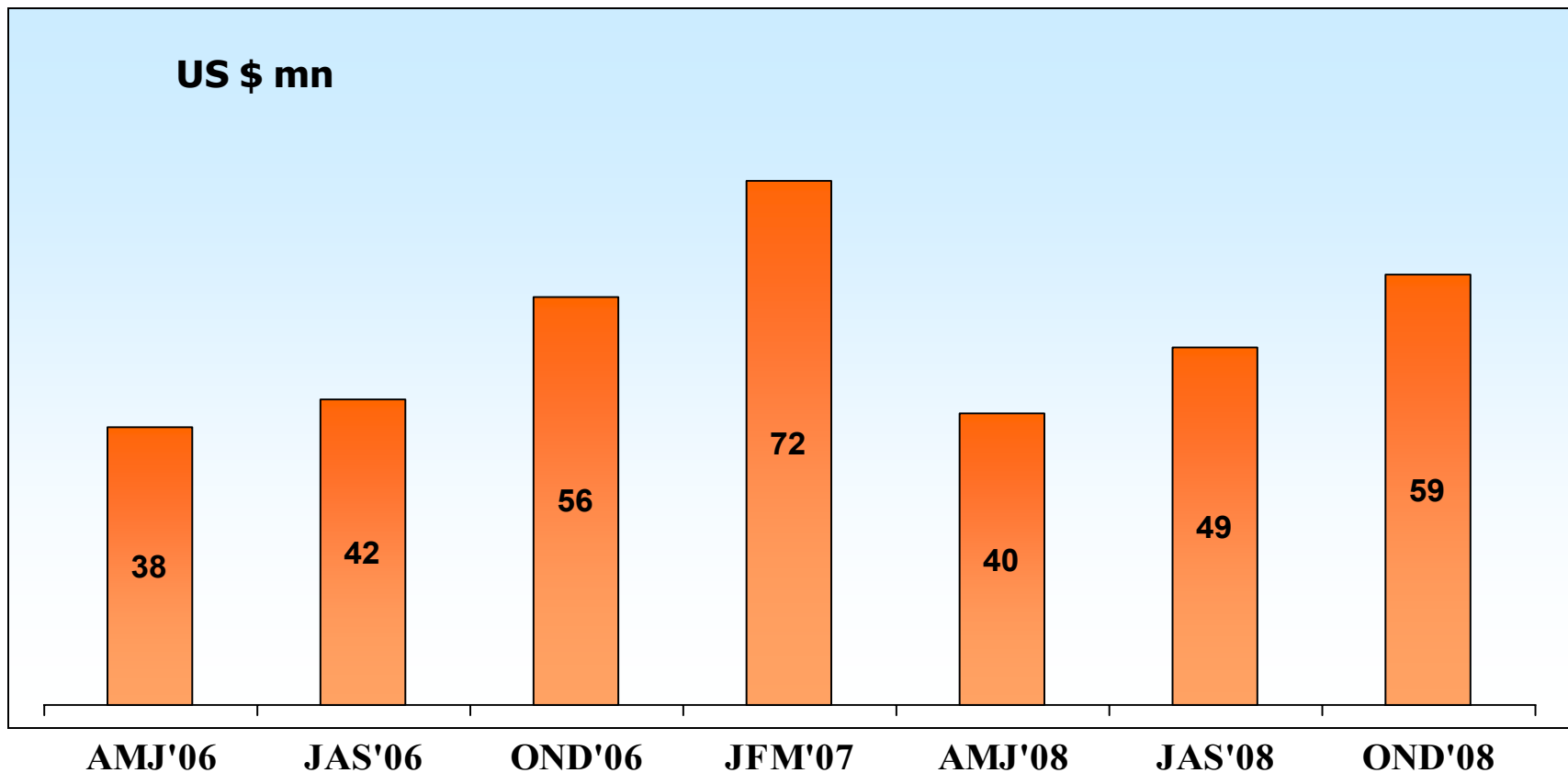
Geographic Revenue Mix



Vertical Revenue Mix

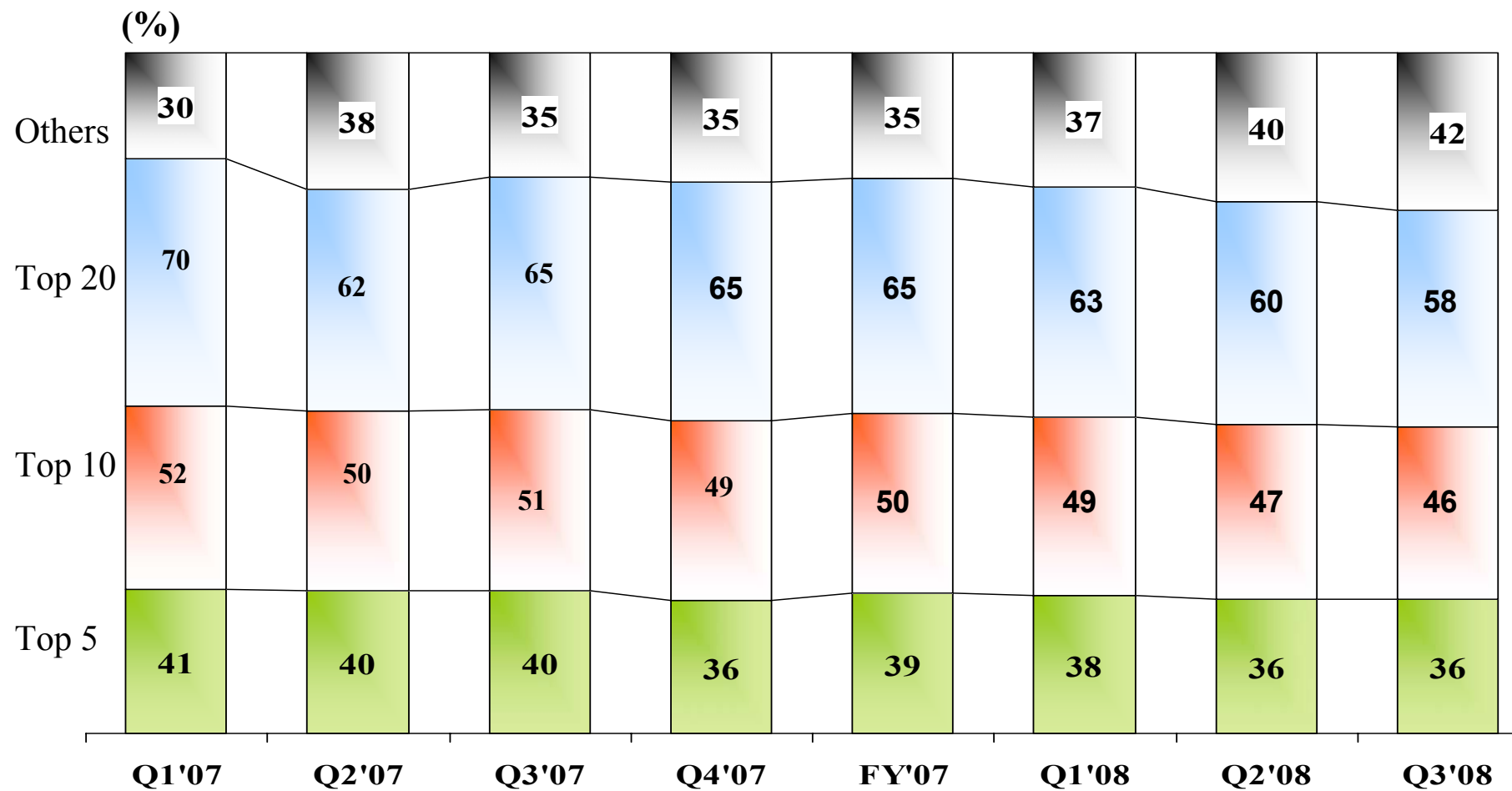


Order Intake



- 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

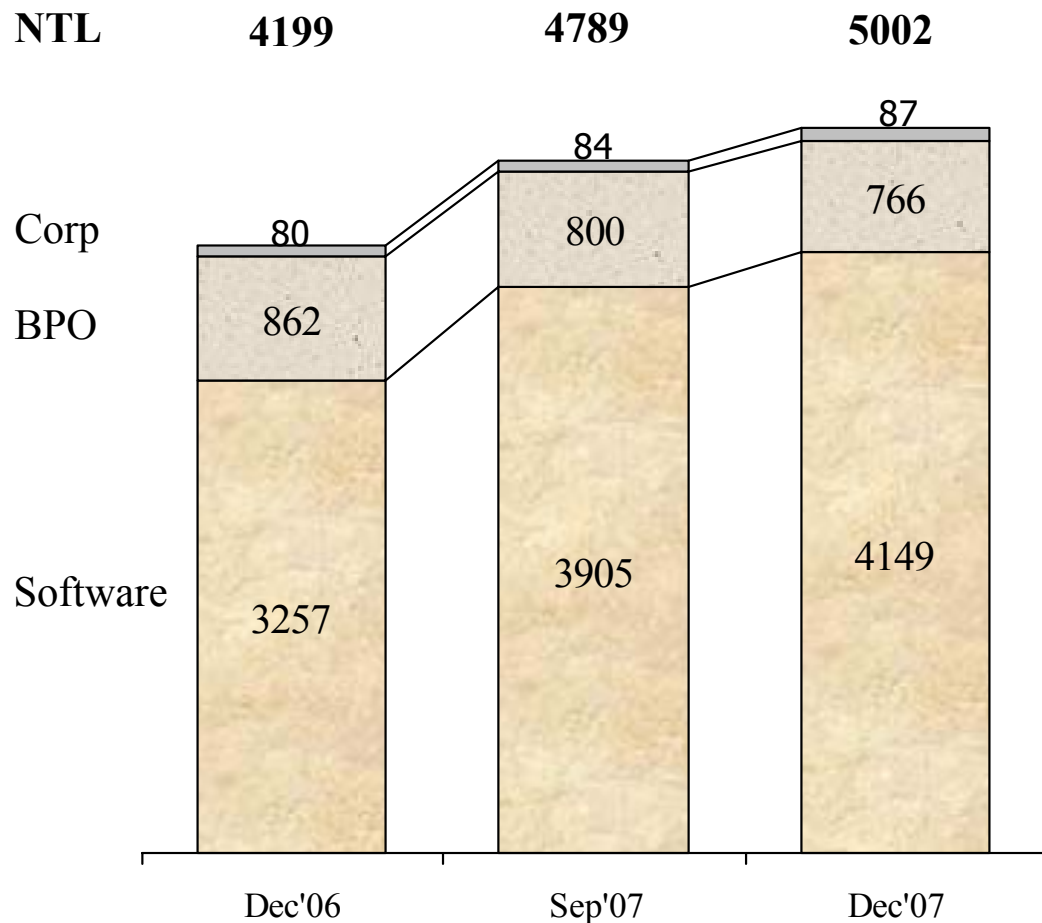
Top Client Mix



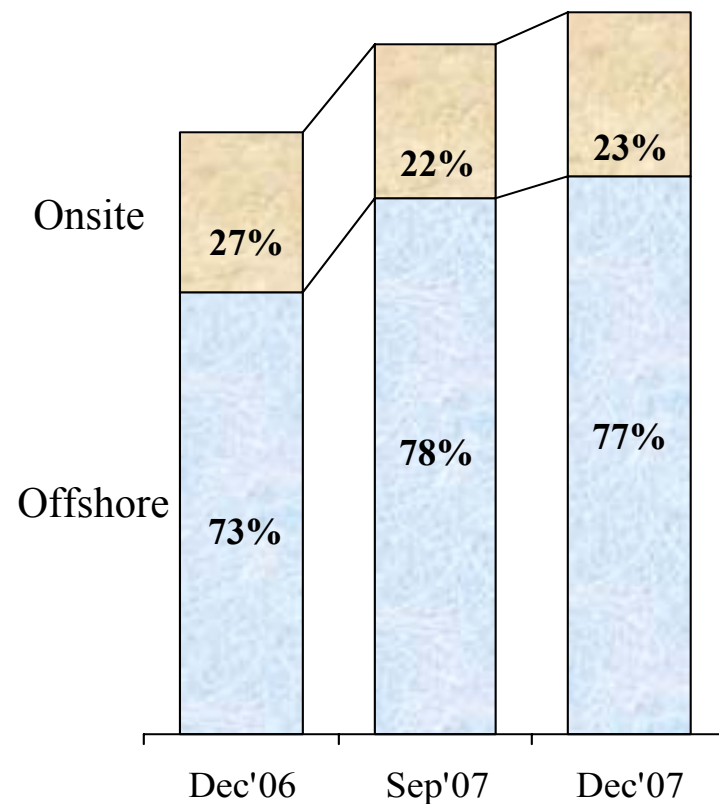
2 more million dollar clients take total to 39

People Resources

Segmental Mix

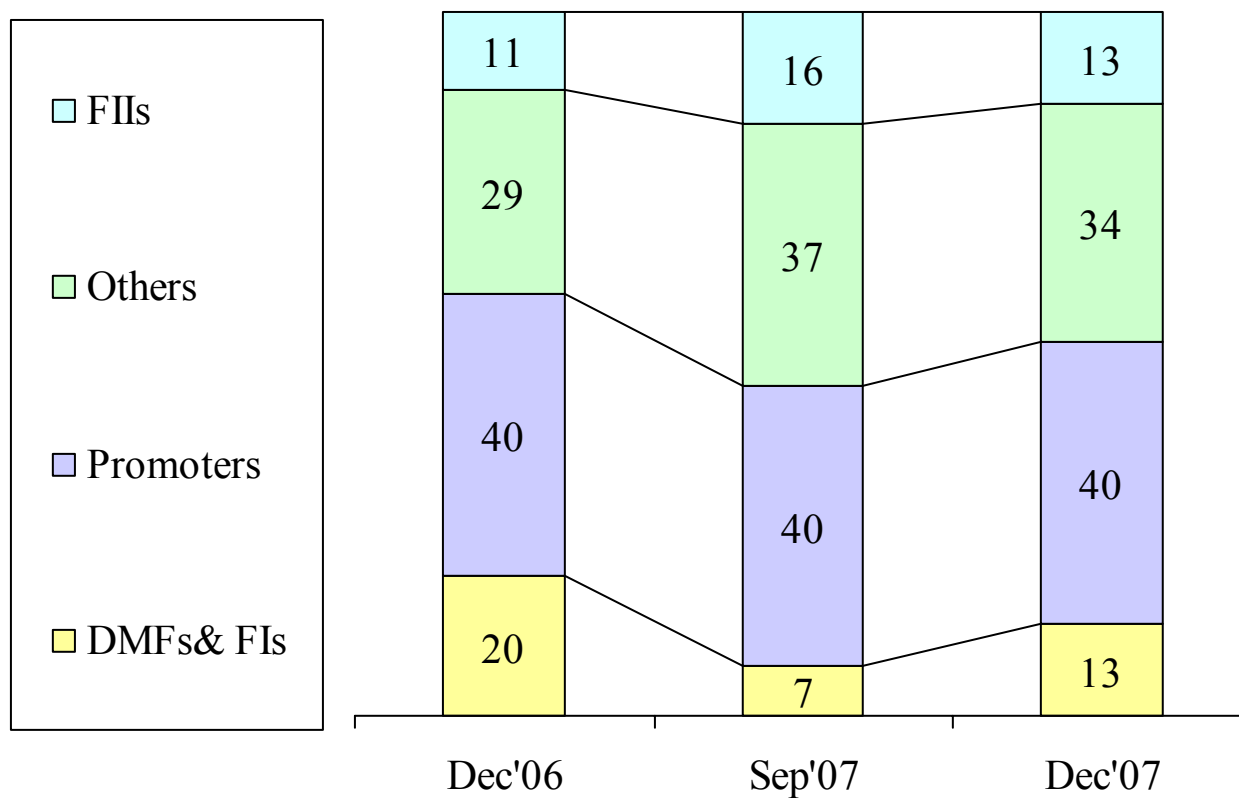


On-Offshore Mix



- **213 people added**
- **Attrition 15.5%**

Shareholding Pattern



Thank You