

# **NIIT Technologies Financial Results Analysis**

## **Financial Year 2010-11 Quarter 3, 2011**

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- Consolidated Revenues at Rs 3006Mn
  - Down 7.4% QoQ, Up 30.6% YoY
  - Up 5.5% QoQ, Up 24.2% YoY without BSF bought outs .
  - Volume growth at 4.7 % net of BSF bought outs.
- Operating profits at Rs 622Mn
  - Up 4.9% QoQ. Up 22.7% YoY
  - Operating Margins at 20.7%, up 243 bps QoQ
- Net Profits at Rs 478Mn
  - Up 9.8% QoQ, Up 35.3% YoY.
  - Net Margins at 15.9%.
- Fresh order intake of USD 50Mn

- BFSI grows 4% QoQ, (41% contribution)
  - Growth in Asset based services
  - One new BFS client in US.
- TTL up 8% QoQ, (32% contribution)
  - Growth in key accounts.
  - Two new customers added.
- Mfg./Dist. Down 7% QoQ (9% contribution)
  - Successful completion of DMS rollout in India for Toyota Motors.
- Government up 20% QoQ (10% contribution)
  - One new customer added.
  - Strong growth in GIS business.
  - 15% contribution in absolute terms including BSF bought outs.
- Non Linear business up 8% QoQ (27% contribution)
- Foray into Healthcare with acquisition of cloud based referral management platform (Preferr).

# Consolidated Qtrly Income Statement

(Rs Mn)	Q3'10	Q2'11	Q3'11	Growth YoY (%)	Growth QoQ (%)
<b>Revenues</b>	<b>2301</b>	<b>3246</b>	<b>3006</b>	<b>30.6</b>	<b>(7.4)</b>
Cost of Revenues	1324	2141	1822	37.7	(14.9)
Total Operating Expenses	1794	2653	2383	32.9	(10.2)
<b>Operating Profit</b>	<b>507</b>	<b>593</b>	<b>622</b>	<b>22.7</b>	<b>4.9</b>
OPM (%)	22%	18.3%	20.7%	(134) BPS	243 BPS
Depreciation	89	72	71	(20.1)	(2.0)
Other Income (net of interest)	(15)	17	27	275.6	58.6
Tax	48	97	90	87.5	(6.7)
<b>PAT after Minority Interest</b>	<b>353</b>	<b>435</b>	<b>478</b>	<b>35.3</b>	<b>9.8</b>
Net Margins (%)	15.4%	13.4%	15.9%	55BPS	250 BPS
<b>EPS (Rs. Basic)</b>	<b>6.01</b>	<b>7.40</b>	<b>8.09</b>	<b>34.5</b>	<b>9.4</b>

- Revenues down 7.4% QoQ due to less BSF bought outs.
- Accretive Operative Profits up 22.7% YoY and 4.9% QoQ.
- Net profits up 35.3% YoY and 9.8% QoQ due to improved operating profits and other income.

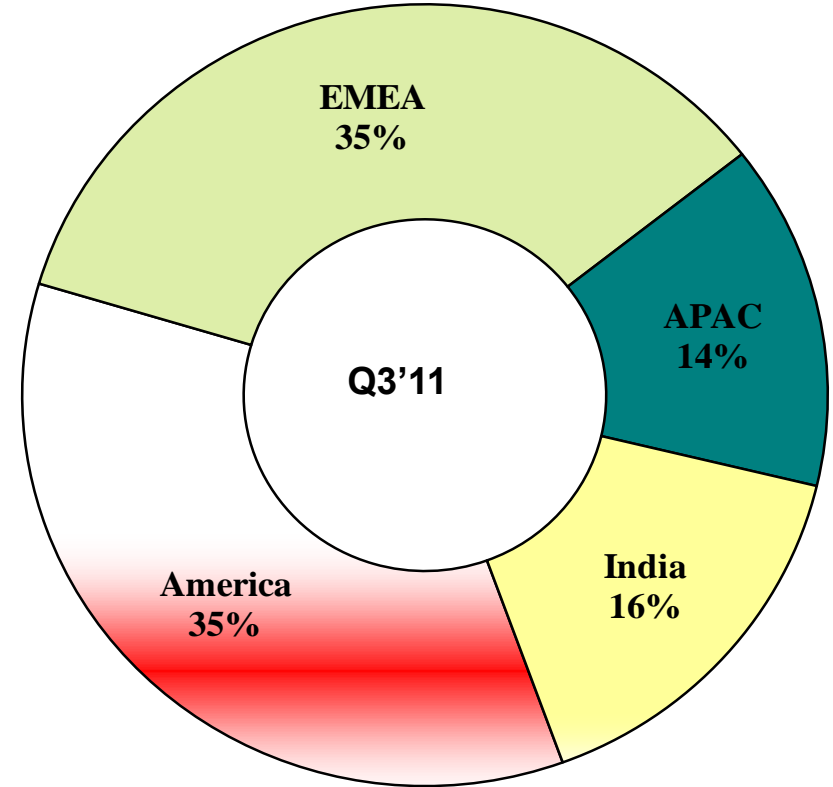
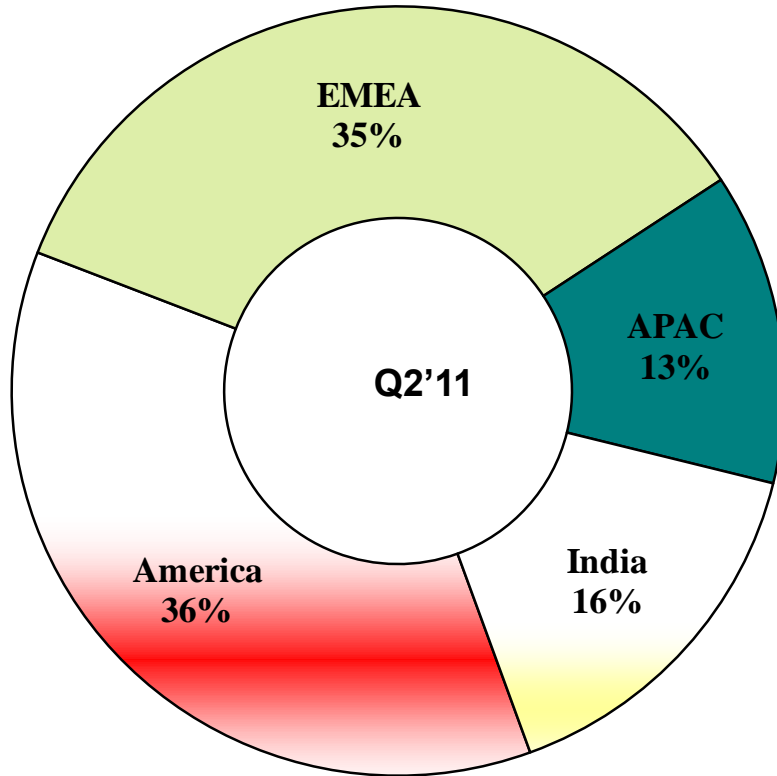
# Balance Sheet

(Rs in mn)	Sep 30, 2010	Dec 31, 2010		Sep 30, 2010	Dec 31, 2010
Equity	589	591	Net Block	1917	1899
Reserves & Surplus	6260	6820	Capital WIP	1258	1321
<b>Net worth</b>	<b>6849</b>	<b>7411</b>	<b>Debtors</b>	3117	2969
Minority Interest	40	50	<b>Cash &amp; Equivalents</b>	1561	1298
<b>Loans</b>	<b>163</b>	<b>172</b>	Other Current Assets	1785	1819
			Current Liabilities	(2711)	(1805)
			Deferred tax Assets	125	132
	<b>7052</b>	<b>7633</b>		<b>7052</b>	<b>7633</b>

- Hedge reserve losses decrease by Rs. 71mn.
- Hedge reserve loss balance at Rs 37 mn
- Capex consumed Rs 129 mn.
- Debtors at 94 days of sales outstanding.

# Geographic Revenue Mix

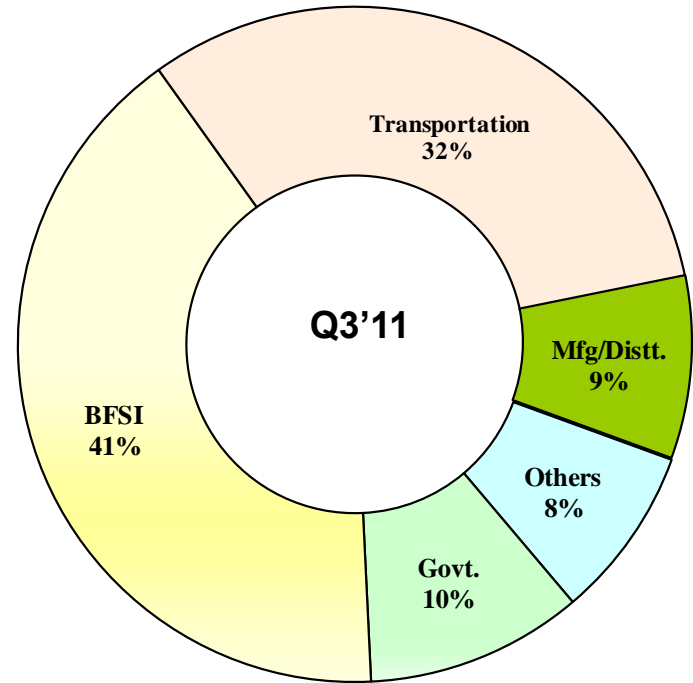
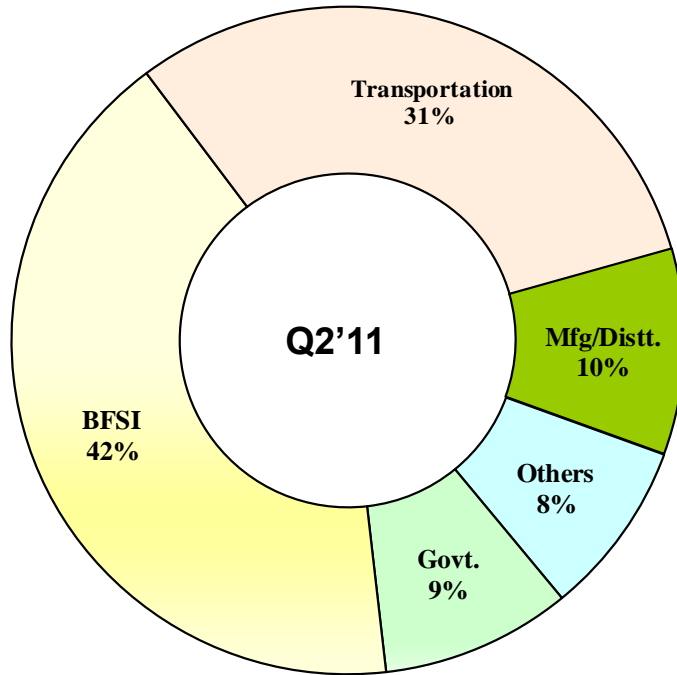
(Excluding BSF Bought out)



•Balanced Revenue mix

# Vertical Revenue Mix

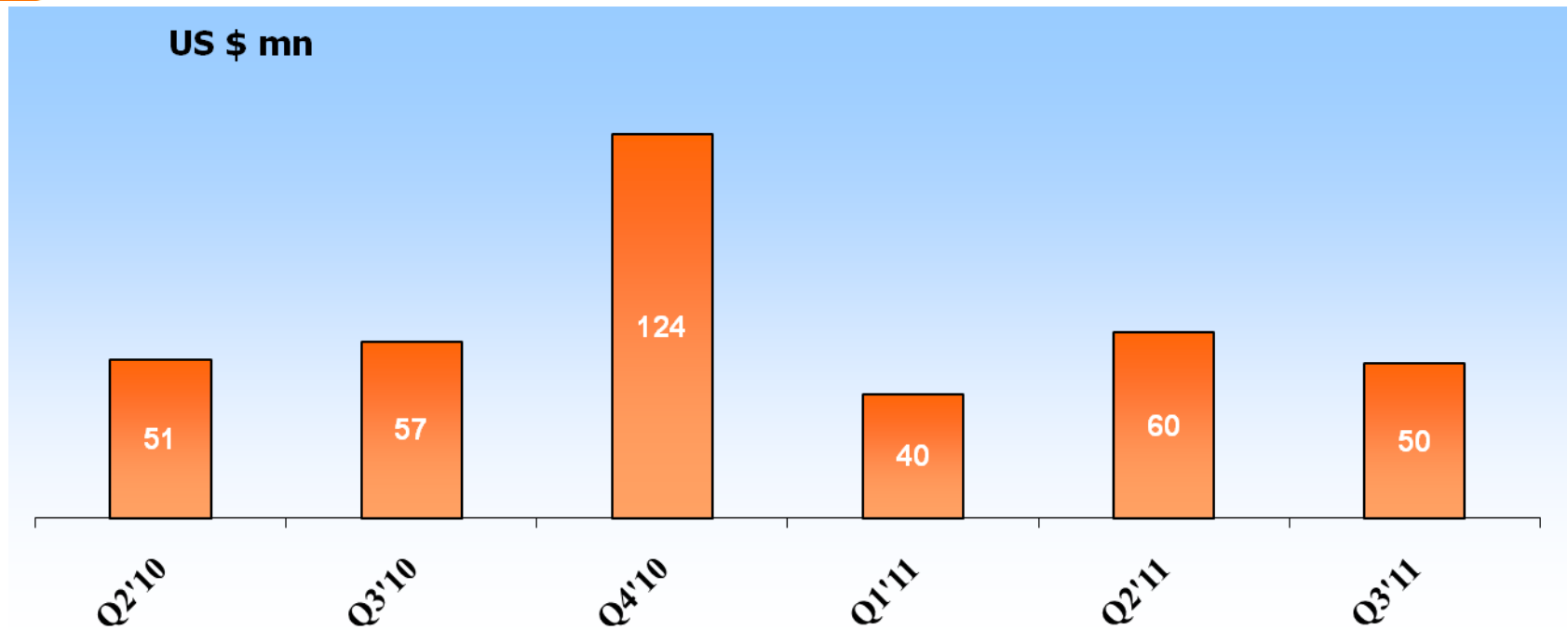
(Excluding BSF Bought outs)



- Growth in BFSI , TTL, Govt. verticals.
- Reduced Mfg./Distt. Mix due to completion of DMS roll out for TKMI.

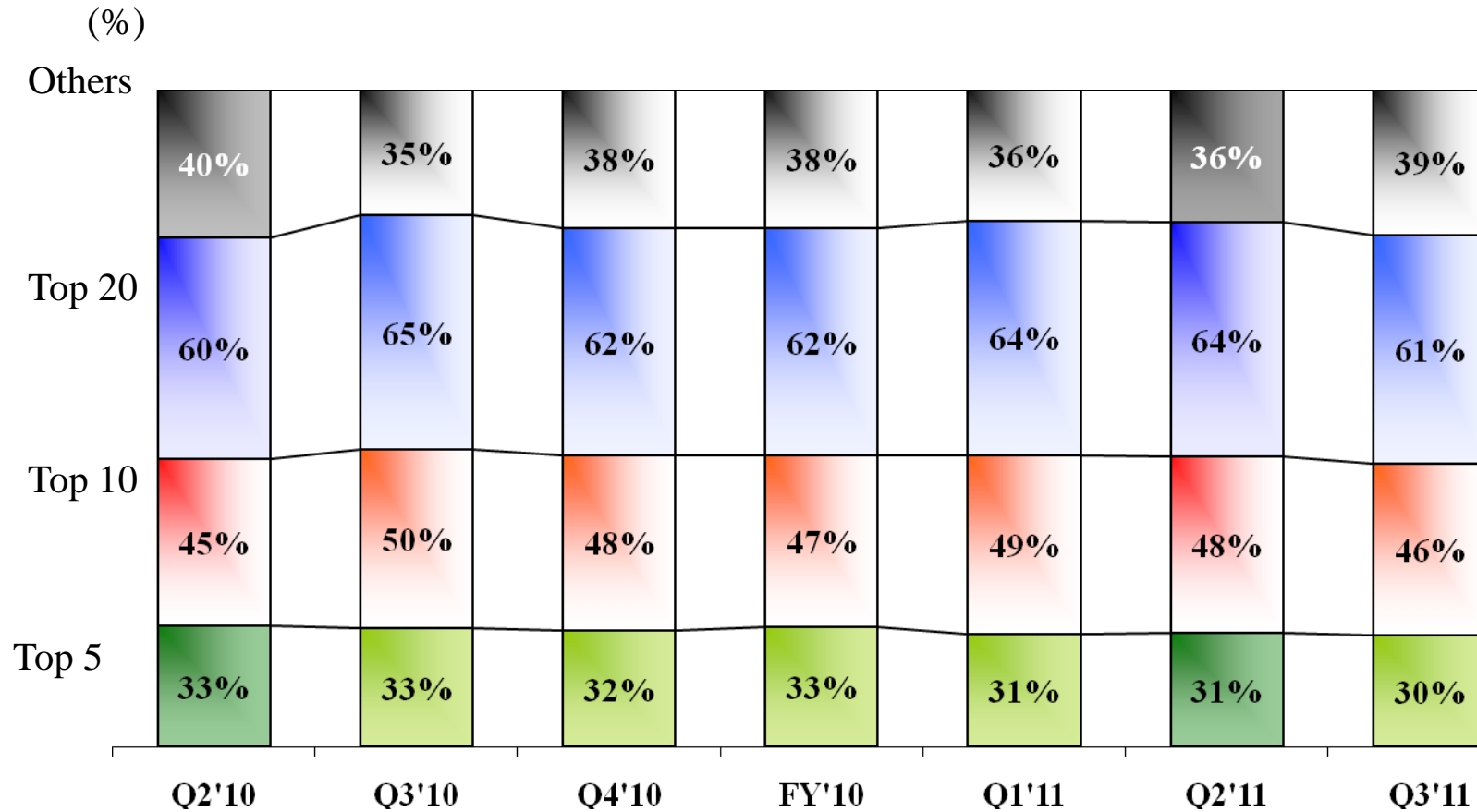


# Order Intake



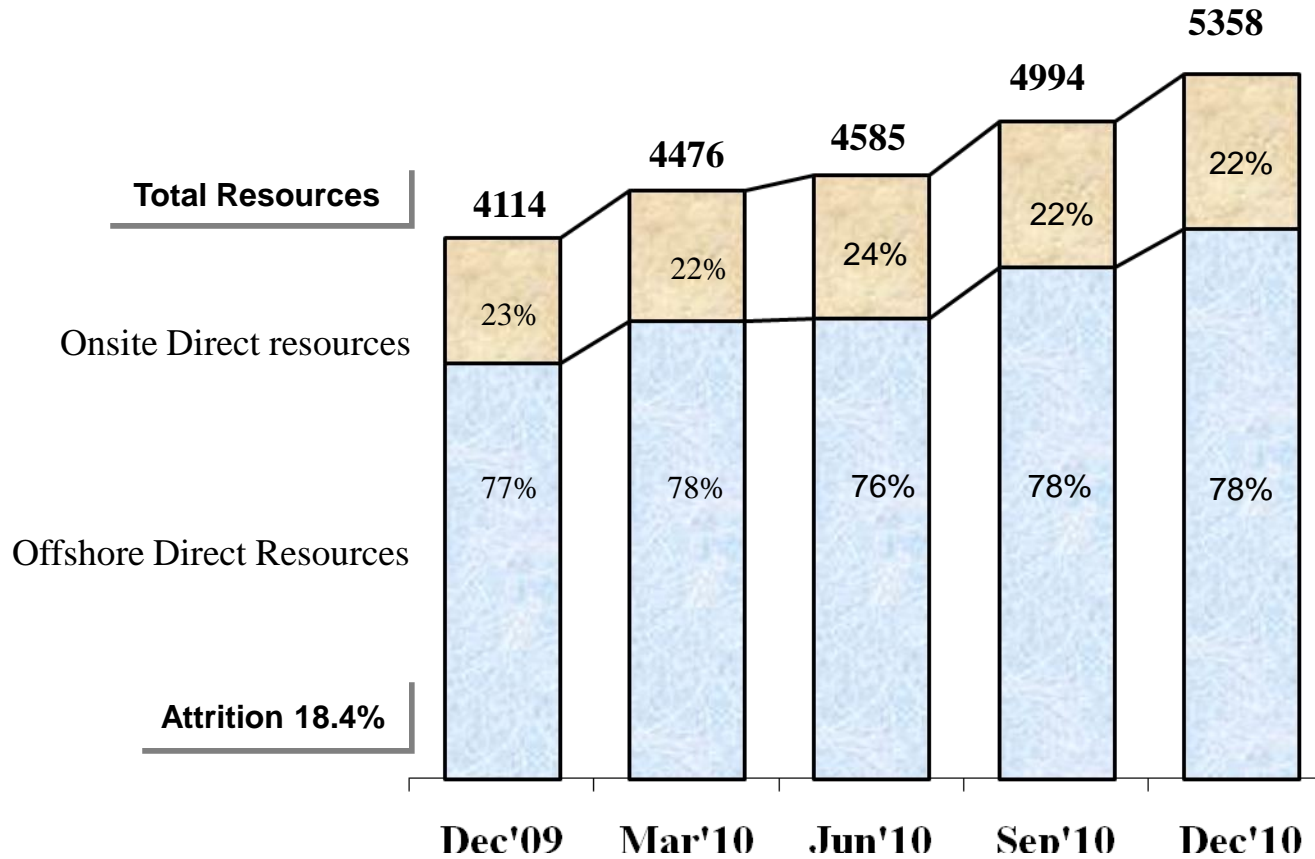
- \$50 mn fresh intake leading to \$137 mn of firm business executable over next 12 months
- 4 new clients; One in BFS, two in TTL & one in Govt.

# Top Client Mix (excluding BSF Bought outs)

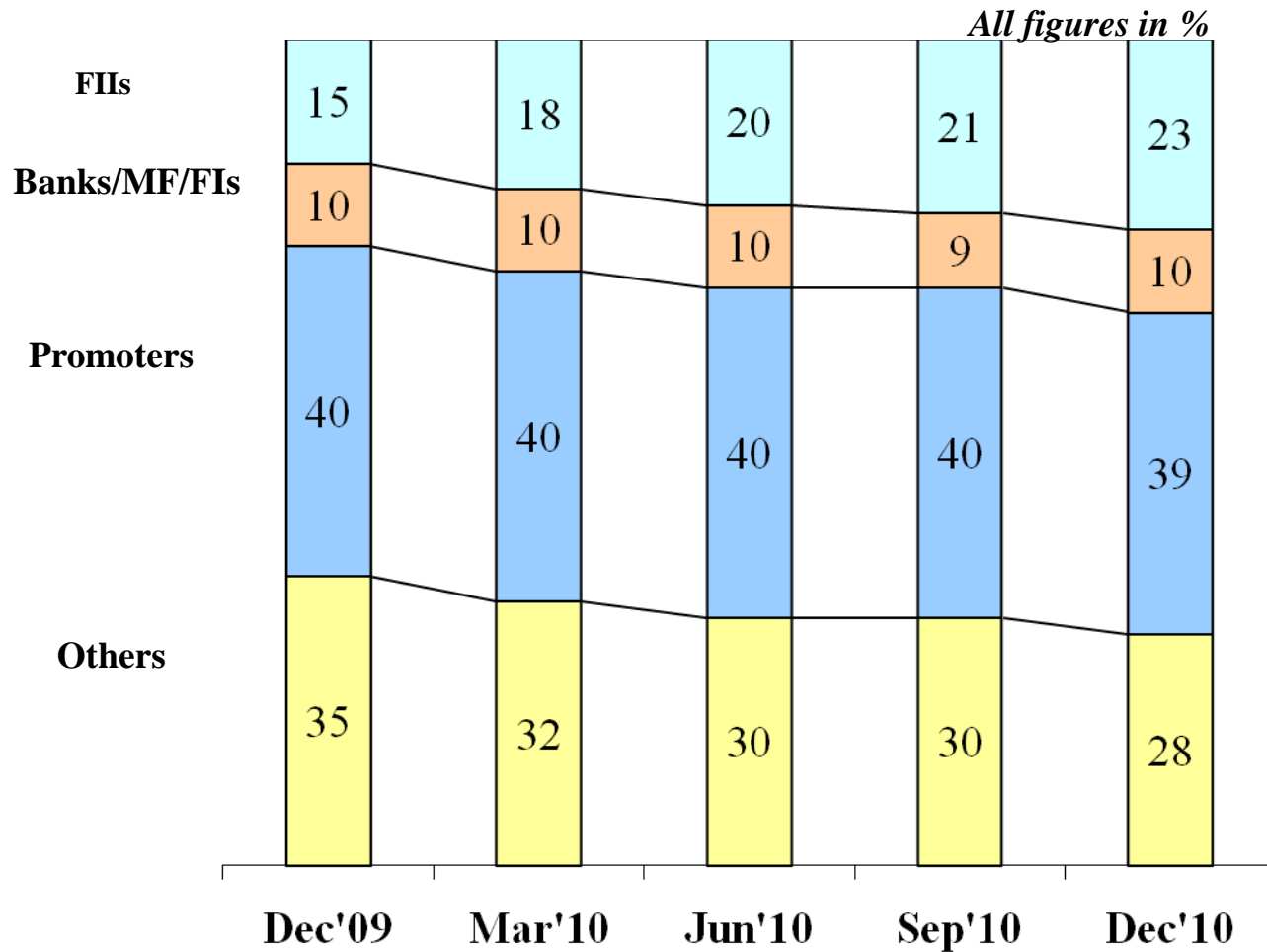


# People Resources

## Onsite-Offshore Mix



# Shareholding Pattern



- 0.23 mn shares exercised under ESOP scheme by staff during Q3.

**Thank You**