

NIIT Technologies Financial Results Analysis

Financial Year 2009-10 Quarter 3, 2010

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- Consolidated Revenues at Rs 2301Mn
 - Up 2% QoQ , Down 7% YoY
 - Revenue loss on account of hedging – Rs. 128 Mn
- Operating profits at Rs 507Mn
 - Up 11% QoQ , Up 14% YoY
 - Operating Margins at 22% (LQ 20%; LY 18%)
 - Capacity utilization 84% (LQ 82%; LY 85%)
- Net Profits at Rs 353Mn
 - Up 10% QoQ, Up 111% YoY
 - Other income (-)15mn (LQ 15Mn; LY (-)101Mn)
 - Net Margins at 15% (LQ 14%, LY 7%)
- Fresh order intake of \$ 57Mn

Business Highlights for the Quarter

- BFSI grows 1% QoQ, (44% contribution)
 - Further improvement in IP-Asset based revenues.
 - One new client added.
 - Ramp up in some Insurance clients.
 - Extension of BPO engagement with Insurance client.
- TTL up 15% QoQ, (34% contribution)
 - Two new clients added.
 - Significant ramp up in a client in APAC.
 - Extension of engagement with a client.
- Retail & Mfg. down 19% QoQ (9% contribution)
 - European client ramp down complete, account closed.
 - One new client added in US.

Consolidated Qtrly Income Statement

(Rs Mn)	Q3'09	Q2'10	Q3'10	YoY (%)	QoQ (%)
Revenues	2485	2263	2301	-7	2
Total Operating Expenses	2039	1804	1794	-12	-1
Operating Profit	446	458	507	14	11
OPM (%)	18%	20%	22%	408 Bps	178 Bps
Depreciation	107	90	89	-17	-1
Other Income (net of interest)	-101	15	-15	-85	-199
Tax	69	62	48	-30	-23
PAT after Minority Interest	168	321	353	111	10
Net Margins (%)	7%	14%	15%	862 Bps	116 Bps
EPS (Rs. Basic)	2.85	5.47	6.01	111	10

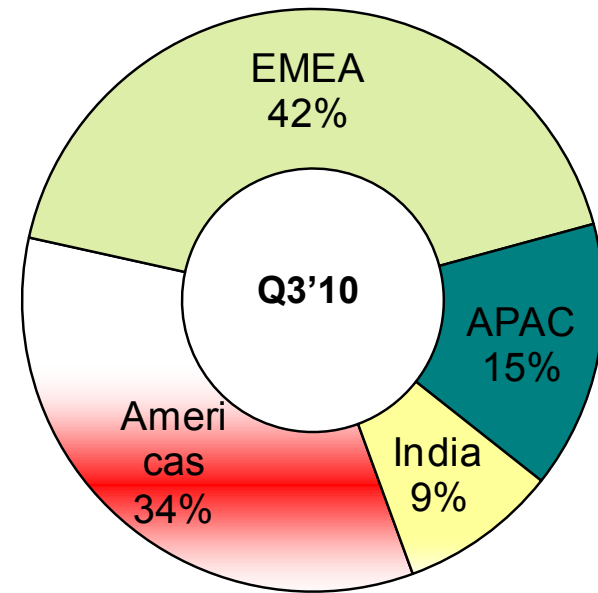
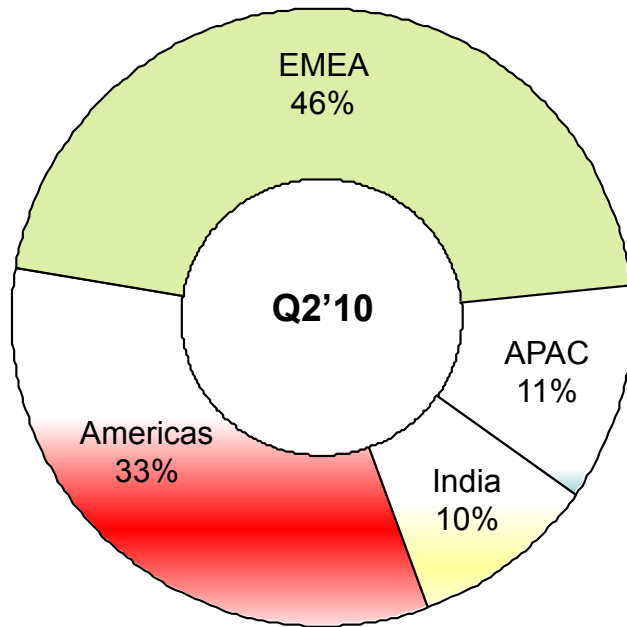
- Improved Operating Margin by 178 Bps QoQ and 408 Bps YoY on account of improved utilization and better realization from fixed bid engagements

Balance Sheet

(Rs in mn)	Sep 30, 2009	Dec 31, 2009		Sep 30, 2009	Dec 31, 2009
Equity	587	588	Net Block	2018	1958
Reserves & Surplus	4429	5047	Capital WIP	1193	1233
Net worth	5016	5634	Debtors	1817	1886
Minority Interest	25	27	Cash & Equivalents	1415	1663
Loans	315	309	Other Current Assets	942	946
Deferred tax Liability	0	0	Current Liabilities	(2133)	(1814)
			Deferred tax Assets	104	98
	5356	5970		5356	5970

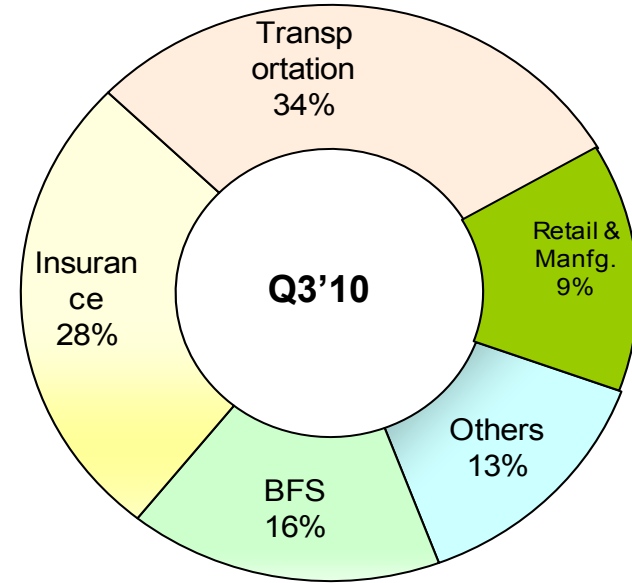
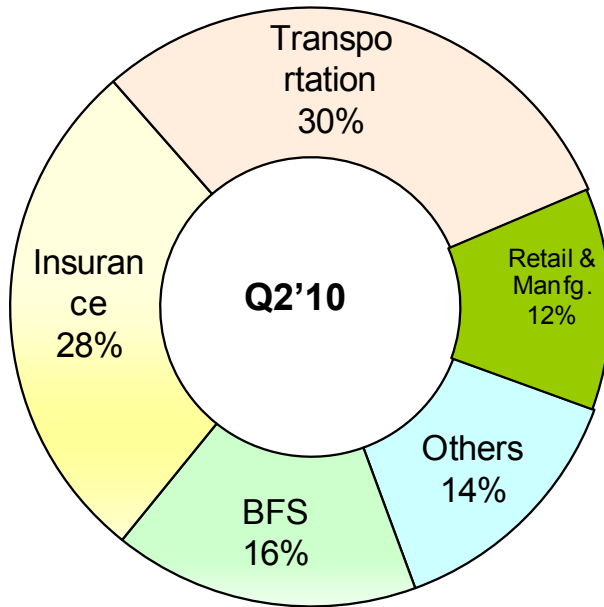
- Reserves and Surplus up due to improved Profit and reduction in hedge reserve loss
- Normal Capex Rs 48mn
- CWIP Rs 45mn in GNIDA campus
- Cash and Bank balance at Rs 1663 mn
- DSO at 76 days

Geographic Revenue Mix



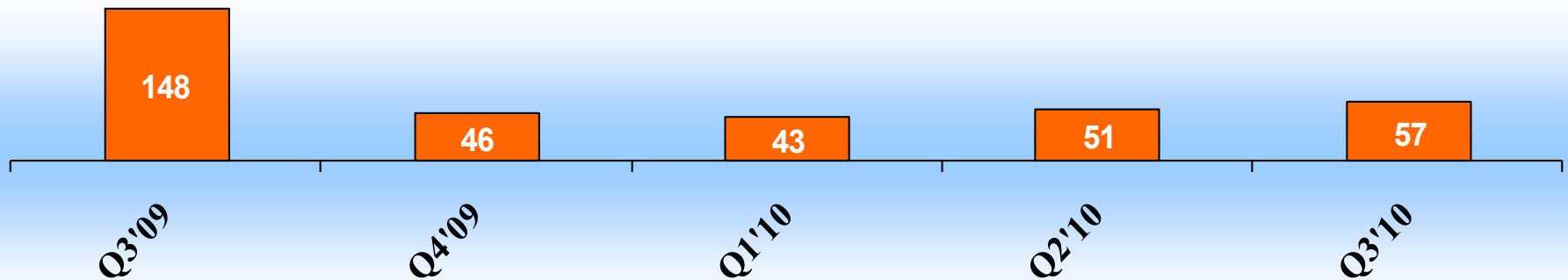
- Improved traction in APAC with increased revenue for Travel and Transport segment.
- Decline in Europe due to closure of Retail client and net loss on currency.

Vertical Revenue Mix



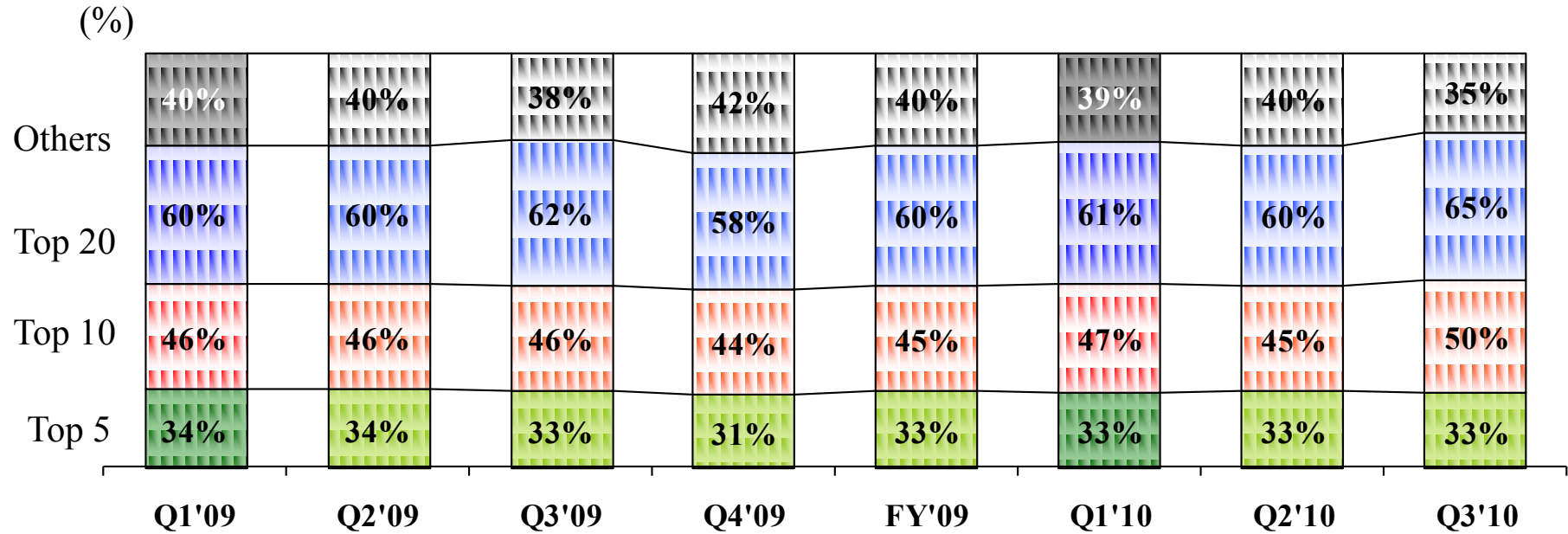
- Focus Verticals contribute 87% of revenues (LQ 86%)
- Substantial surge in Travel and Transport business

US \$ mn



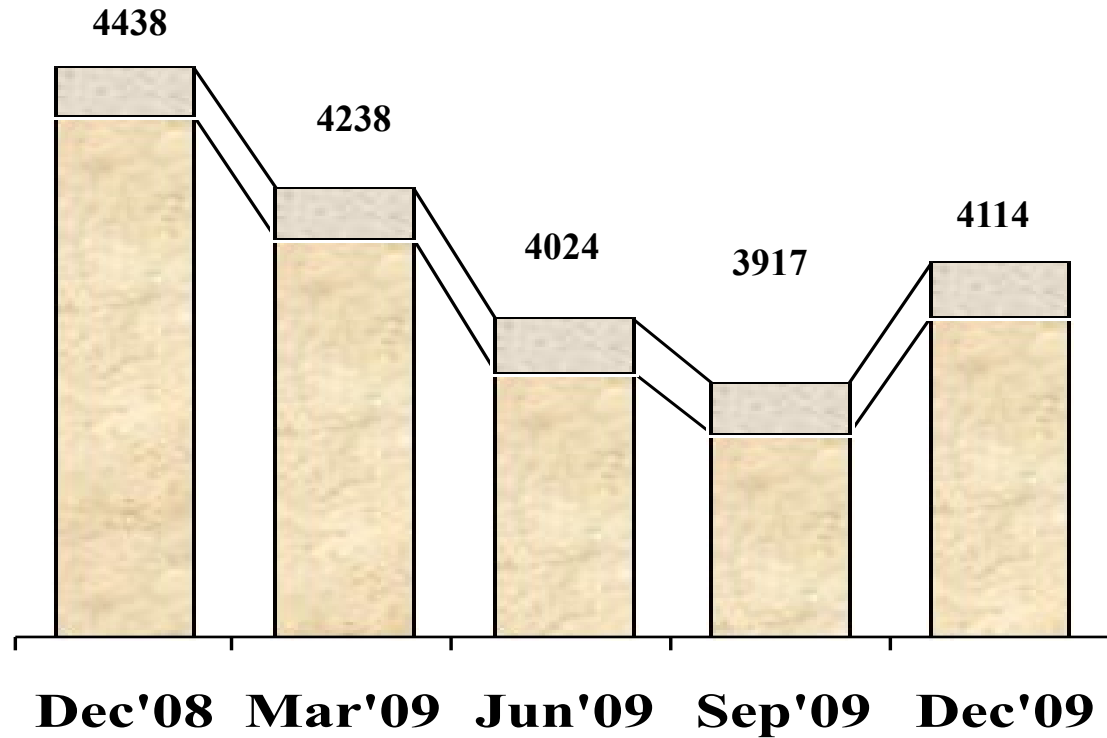
- 4 new significant customers added during the quarter
(Travel -2; BFSI -1; Manufacturing-1)
- \$ 57mn intake in the quarter leading to \$106 mn of firm business executable over next 12 months

Top Client Mix



- 33 Million dollar clients
- 3 clients scale into Top 10

People Resources



Onsite-Mix	22%	24%	24%	24%	23%
Offshore-Mix	78%	76%	76%	76%	77%

Thank You