

NIIT Technologies
Financial Results Analysis
Financial Year 2009-10 & Q4

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Highlights for the Quarter

- Consolidated Revenues at Rs 2392mn
 - Up 4% QoQ, Up 5% YoY
 - Volume growth 7% QoQ, Currency loss 3% QoQ
- Operating profits at Rs 529Mn
 - Up 4% QoQ , Up 31% YoY,
 - Operating Margins at 22%, up 7 bps QoQ, up 432 YoY
- Net Profits at Rs 413Mn
 - Up 17% QoQ , Up 57% YoY;
 - Net Margins at 17%
- Fresh order intake of \$124mn

Highlights for the Financial Year

- Consolidated Revenues at Rs 9137 Mn
 - Down 7%
 - Revenue loss on account of hedging 560 Mn
- Operating Profits at Rs 1888 Mn
 - Up 7%
 - Operating Margins at 21%, Up 266 bps
- Net Profits at Rs1264 Mn
 - Up 10%
 - Net Margins at 14%
 - EPS at Rs 21.51
- Board recommends 70 % dividend

Business Highlights for the Quarter

- BFSI down 2% YoY, Contributes 42% (LQ 44%)
 - 3% volume growth QoQ but 4% impact of currency fall.
 - New Insurance customer added in Europe
- Transport up 16% YoY, Contributes 31% (LQ 34%)
 - New client added in APAC
 - Strategic partnership with SATS for Cargo ground handling solutions.
- Retail & Man. down 21% YoY, Contributes 10% (LQ 9%)
 - Pick up in Manufacturing from existing clients.
- Govt. assumes significant 8% share
 - 228 cr turnkey engagement with BSF

During the Quarter

- Ranked amongst top 7 service providers in Gartner's Industry research report in 2010 "*Seven Vendors Dominate the European Market for General Insurance Policy Administration Systems*"
- Amongst the top 50 IT Innovators for the year 2009 by NASSCOM
- NIIT GIS received the Best Software Company of the Year award 2009–2010 at the Map India 2010 Conference
- Received the Award for "Innovation in Career Development," from the Global HR Excellence Awards at the Global HRD Congress 2010

During the Year

- Ranked Number 1 in the Data Monitor Black Book of Outsourcing 2009 Travel Industry survey for the second consecutive year
- Ranked amongst the Best 5 Companies in Air Transportation by The International Association of Outsourcing Professionals (IAOP) in its *The Global Outsourcing 100* listing for the year 2009
- Ranked among the Best 20 Industry leaders in Financial Services (Insurance and Banking) by The International Association of Outsourcing Professionals (IAOP) in its *The Global Outsourcing 100* listing for the year 2009
- Ranked amongst the Top 20 Best Managed Outsourcing Vendors by the 2009 Black Book of Outsourcing
- Ranked amongst India's 500 Best Performing Companies by demonstrating exceptional innovation and perseverance by Inc. India for the year 2009

Annual Income Statement

(Rs Mn)	Q1'10	Q2'10	Q3'10	Q4'10	FY10	YoY (%)
Revenues	2182	2263	2301	2392	9137	-7%
Expenses	1788	1804	1794	1863	7249	-10%
Operating Profit	394	458	507	529	1888	7%
OPM (%)	18%	20%	22%	22%	21%	266Bps
Depreciation	95	90	89	86	358	-15%
Other Income (net of interest)	-84	15	-15	-25	-109	-336%
Tax	37	62	48	-3	144	-36%
PAT after Minority Interest	176	321	353	413	1264	10%
Net Margins (%)	8%	14%	15%	17%	14%	211Bps
EPS	3.00	5.47	6.01	7.03	21.51	10%

- Consistent QoQ improvement in revenues through the year.
- Consistent improvement in Operating margin
- Other income –ve in Q4 due to difference in exchange.
- Tax in Q4 –ve primarily on account of DTA creation and higher volumes from tax exempt units.

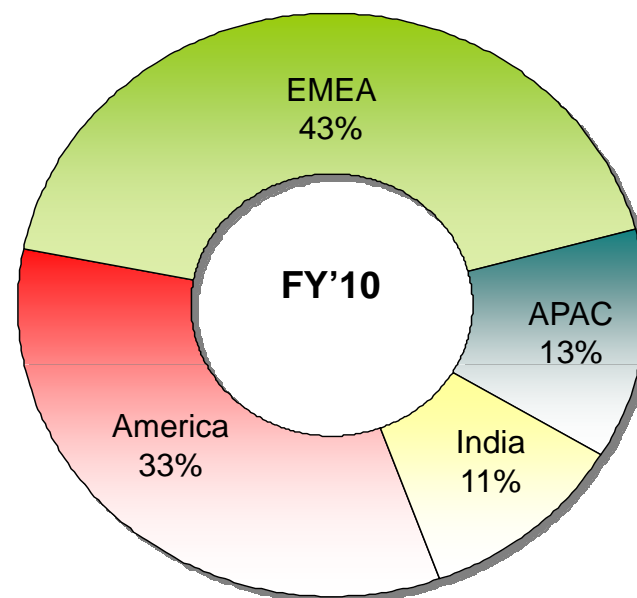
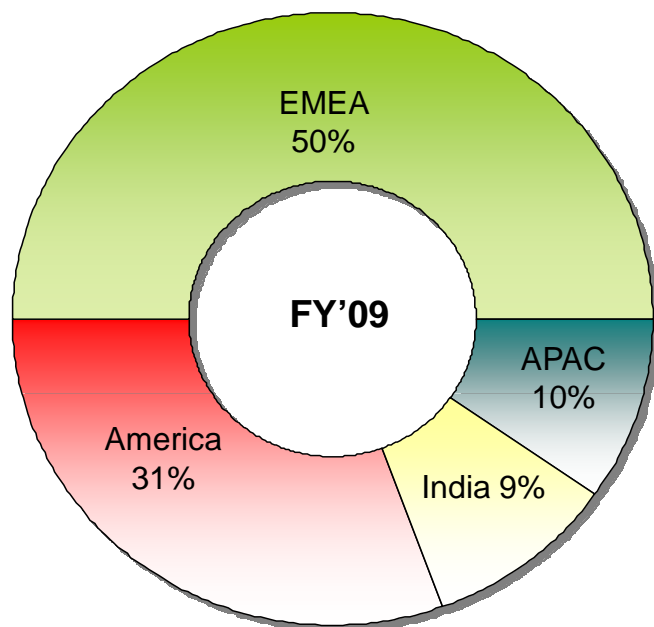
Balance Sheet

(Rs in mn)	Mar 31, 2009	Mar 31, 2010		Mar 31, 2009	Mar 31, 2010
Equity	587	588	Net Block	2105	1853
Reserves & Surplus	3289	5210	Capital WIP	1052	1287
Net worth	3876	5798	Debtors	1935	1851
Minority Interest	22	28	Cash & Equivalents	1585	1895
Loans	348	217	Other Current Assets	1086	1250
			Current Liabilities	(3952)	(2200)
			Deferred tax Assets	435	107
	4246	6043		4246	6043

•Hedging reserve loss reduces by Rs 1266 during FY 10

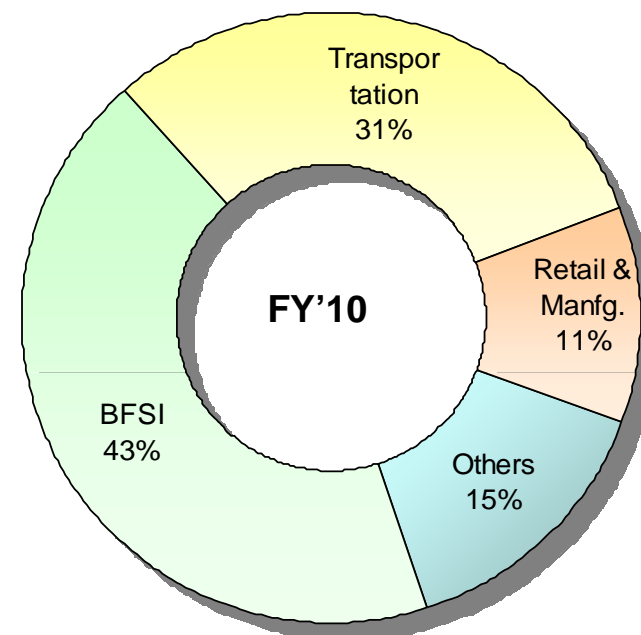
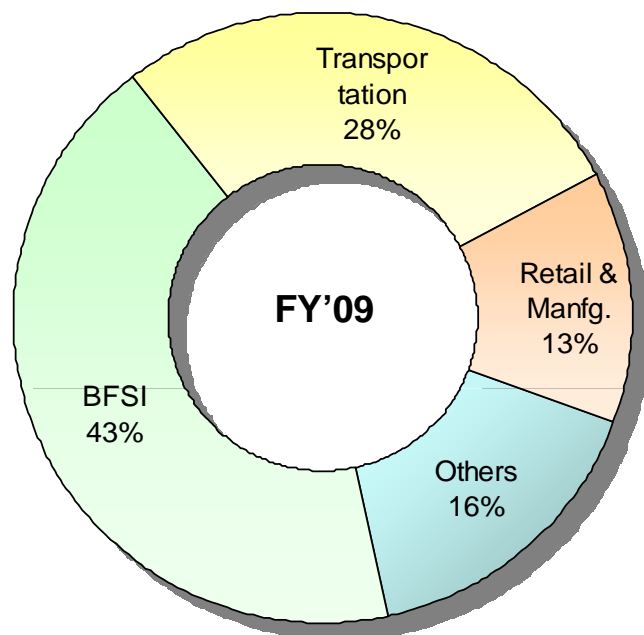
•DSOs- 74 days (LQ 76 days) and 72 days LY
 •Current Liabilities down due to reduction in MTM liability.
 •Capex –Rs. 413 Mn (inclusive of Rs. 237 mn for G. Noida campus)

Geographic Revenue Mix



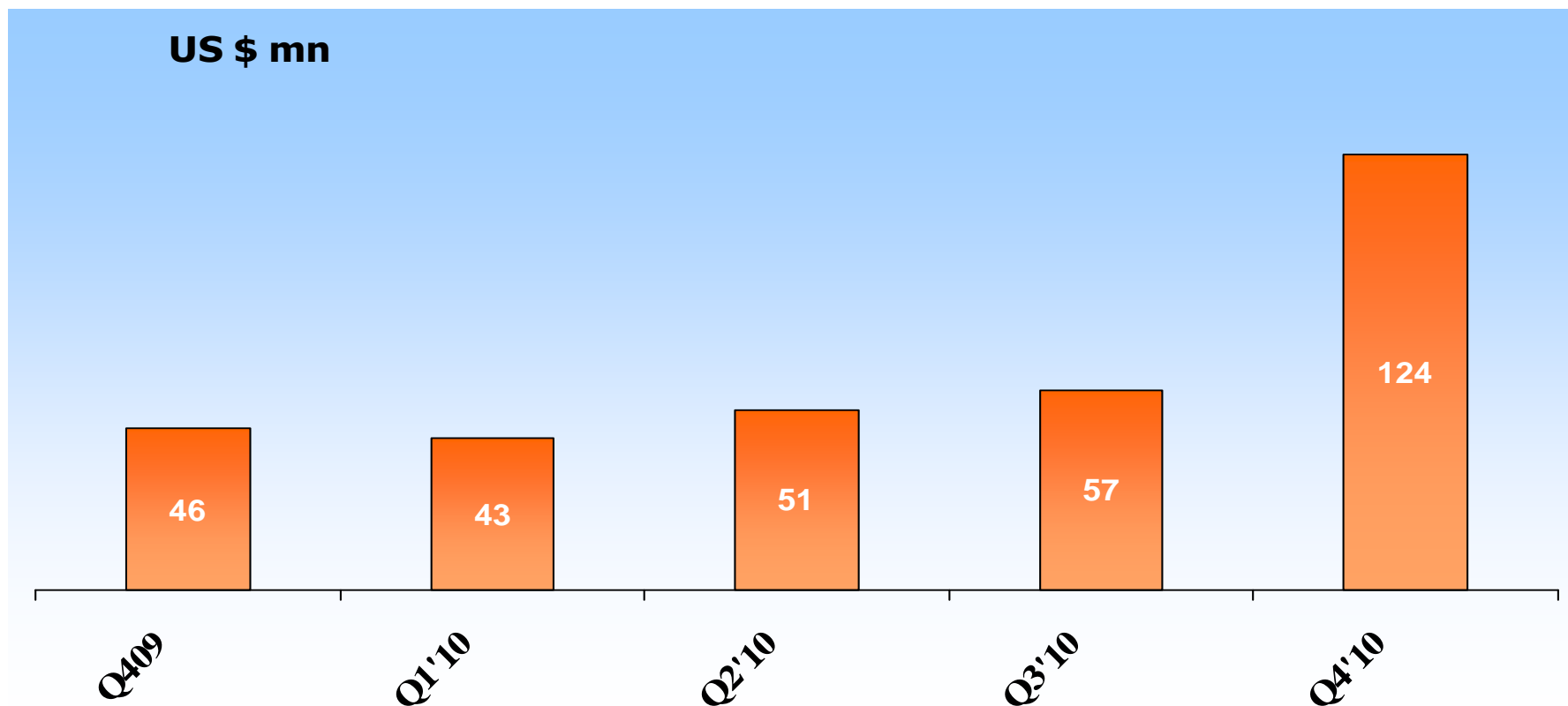
- US showing stability with improved mix.
- Europe impacted by slow down and fresh sovereign debt issues.
- Traction in emerging markets APAC & India.

Vertical Revenue Mix



- Traction in Transportation
- Retail impacted during slowdown
- BFSI recovering

Order Intake

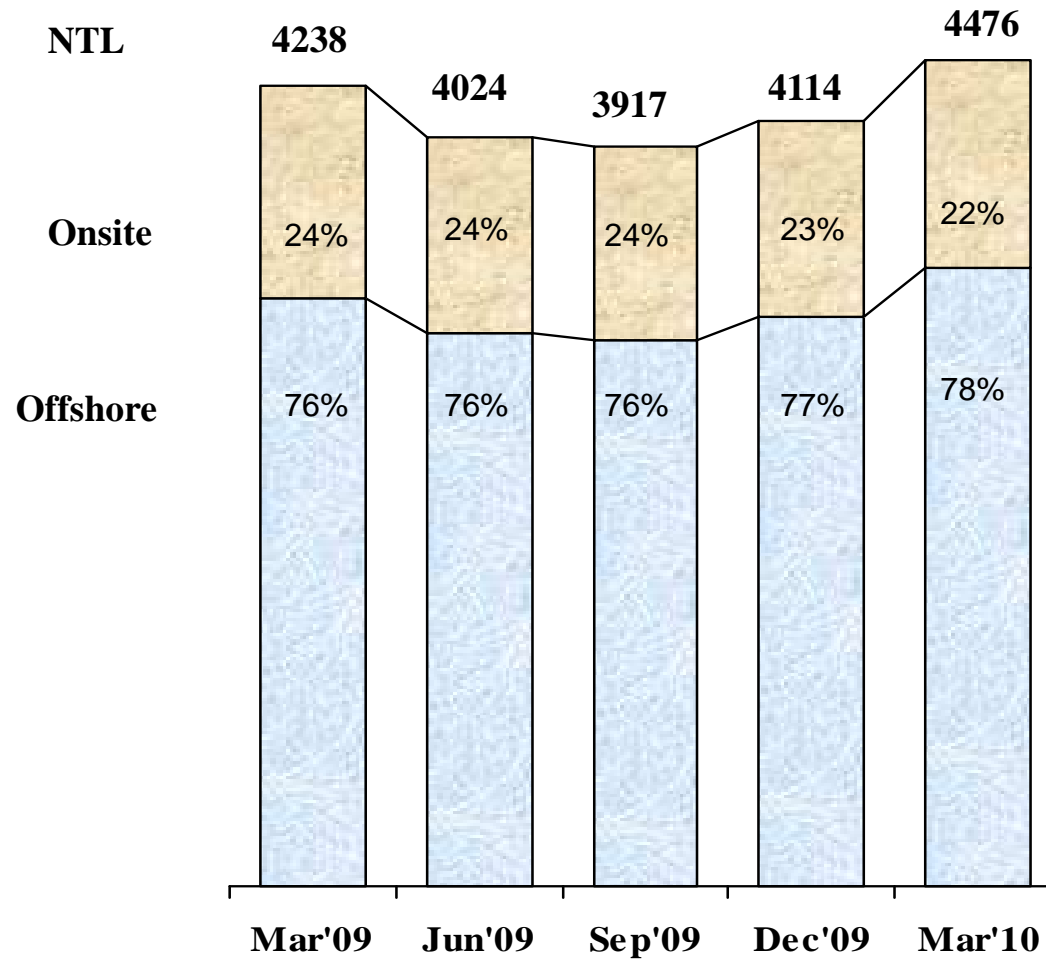


- 6 new significant customers added during the quarter
(Travel – 1; BFSI – 1, Retail & Man.- 2, Govt-1, Others-1)
- \$124 mn intake in the quarter leading to \$147mn of firm business executable over next 12 months.

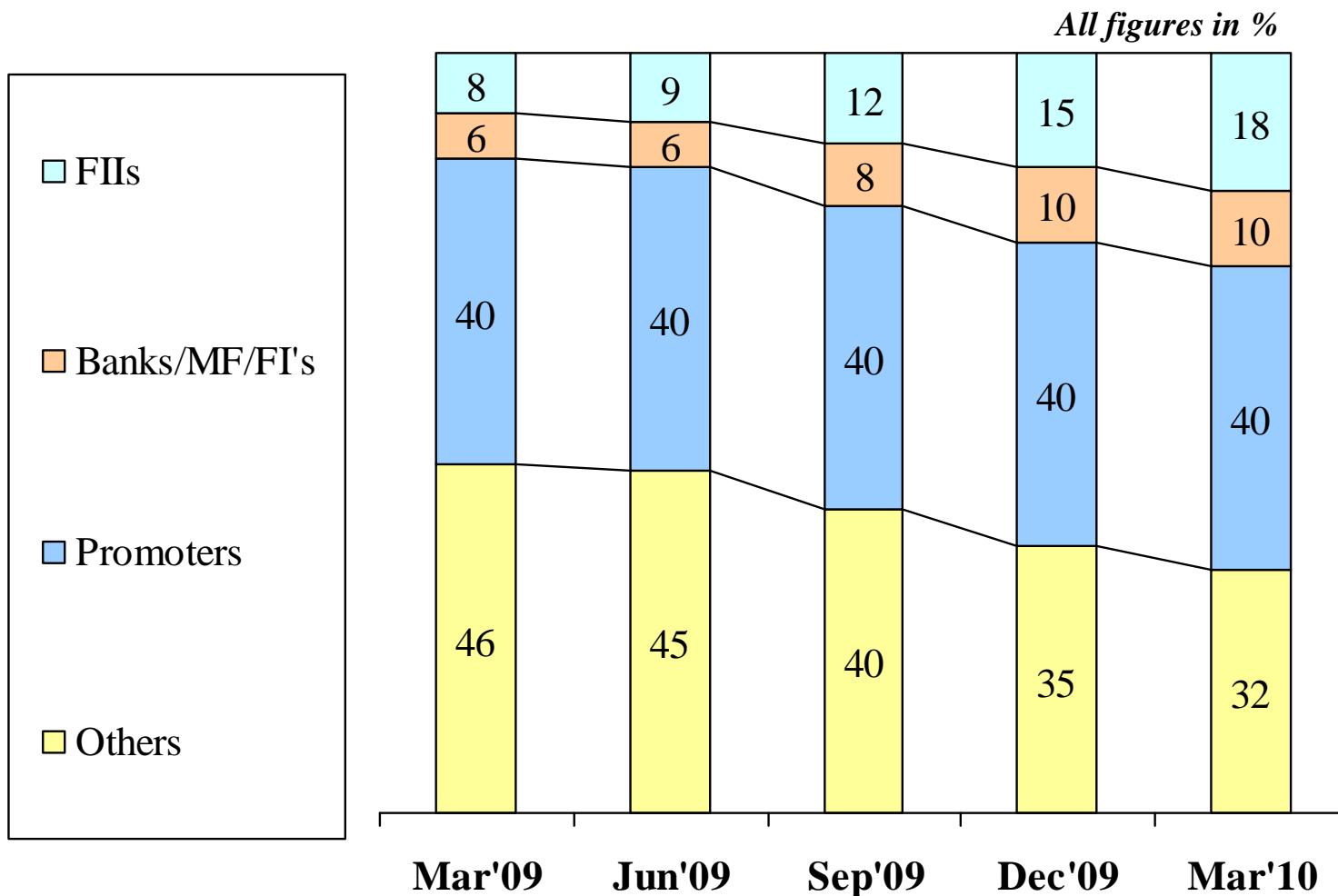
Top Client Mix

Others	40%	38%
Top 20	60%	62%
Top 10	45%	47%
Top 5	33%	33%
	FY'09	FY'10

People Resources



Shareholding Pattern



Thank You