

NIIT Technologies Financial Results Analysis Quarter 1, 2008

- Highlights
 - For the Quarter
 - Business Highlights
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- Business Analysis
 - Revenue Mix
 - Order Intake
 - Top clients
 - People Resources
- Shareholding Pattern

- Consolidated Revenues at Rs 2294mn
 - Up 20% YOY, Down -6% QoQ
- Operating profits at Rs 425Mn
 - Up 17% YoY, Down -20% QoQ
 - Operating Margins at 19%
 - Capacity utilization 79%
- Net Profits at Rs351Mn
 - Up 61% YoY, Down -24% QoQ
 - Net Margins at 15%
- EPS at Rs 8.97
- Fresh order intake of USD 40 m

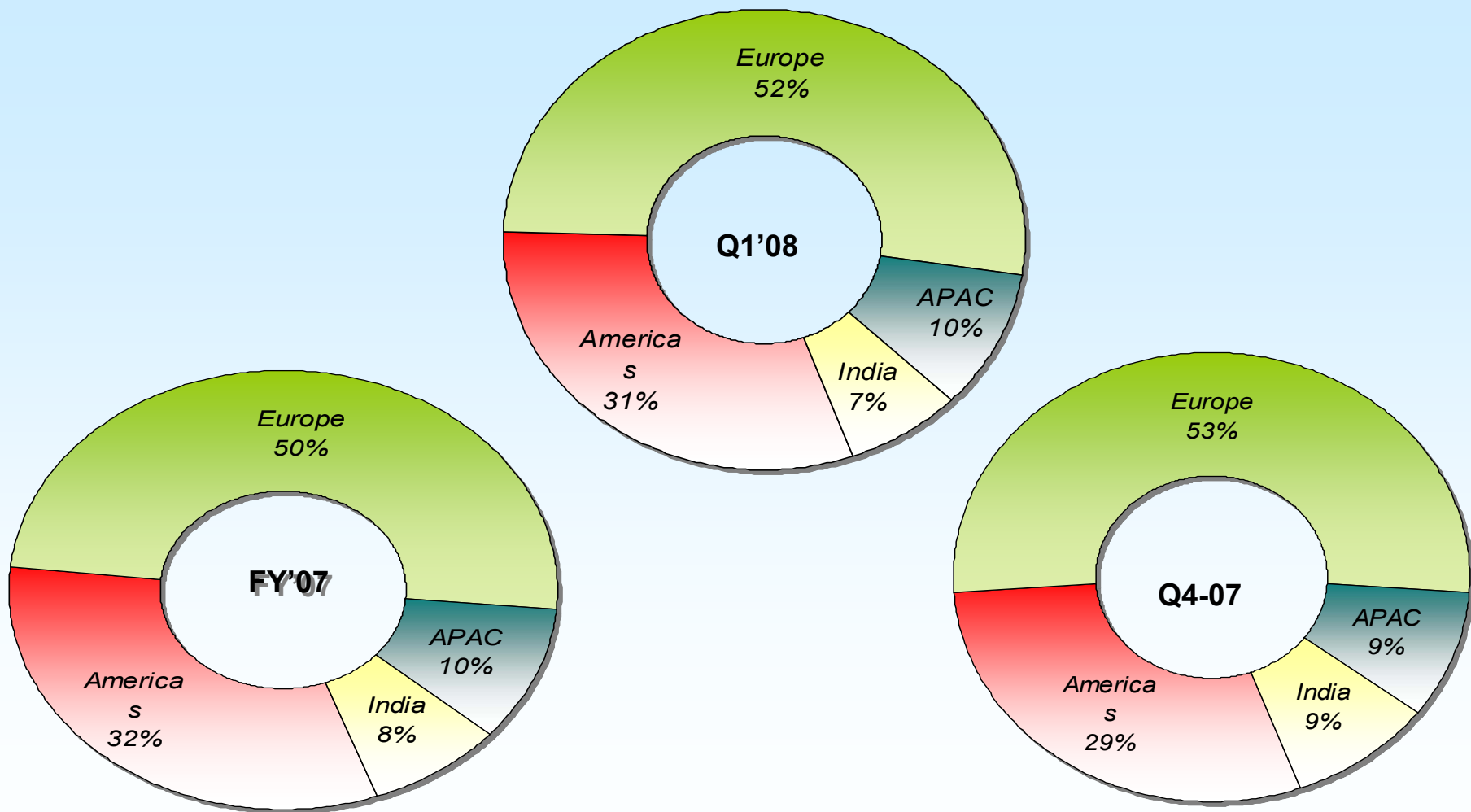
- Focus verticals contribute 80%
- BFSI contributes 45%
 - 2 New wins in BFS & Insurance space
 - Aspen goes global with Room
- Transport contributes 23%
 - Excellent pipeline build up
- Mfg & Retail contributes 12%
 - Added 3 new scalable clients
- BPO contributes 7%
 - 6% OPM
 - Cordia pulls business inhouse, closes contract
- Domestic India business contributes 7%
 - QOQ decline due to seasonal government business

Consolidated Qtrly Income Statement

(Rs Mn)	Q1'07	Q4'07	Q1'08	YoY (%)	QoQ (%)
Revenues	1910	2435	2294	20	-6
Total Operating Expenses	1548	1901	1869	21	-2
Operating Profit	363	534	425	17	-20
OPM (%)	19%	22%	19	-46 bps	-338 bps
Depreciation	120	97	92	-23	-5
Other Income (net of interest)	35	56	62	79	11
Tax	45	20	42	-6	116
PAT after Minority Interest	218	459	351	61	-24
Net Margins (%)	11%	19%	15%	389 bps	-357 bps
EPS (Rs. Basic)	5.64	11.83	8.97	59	-24

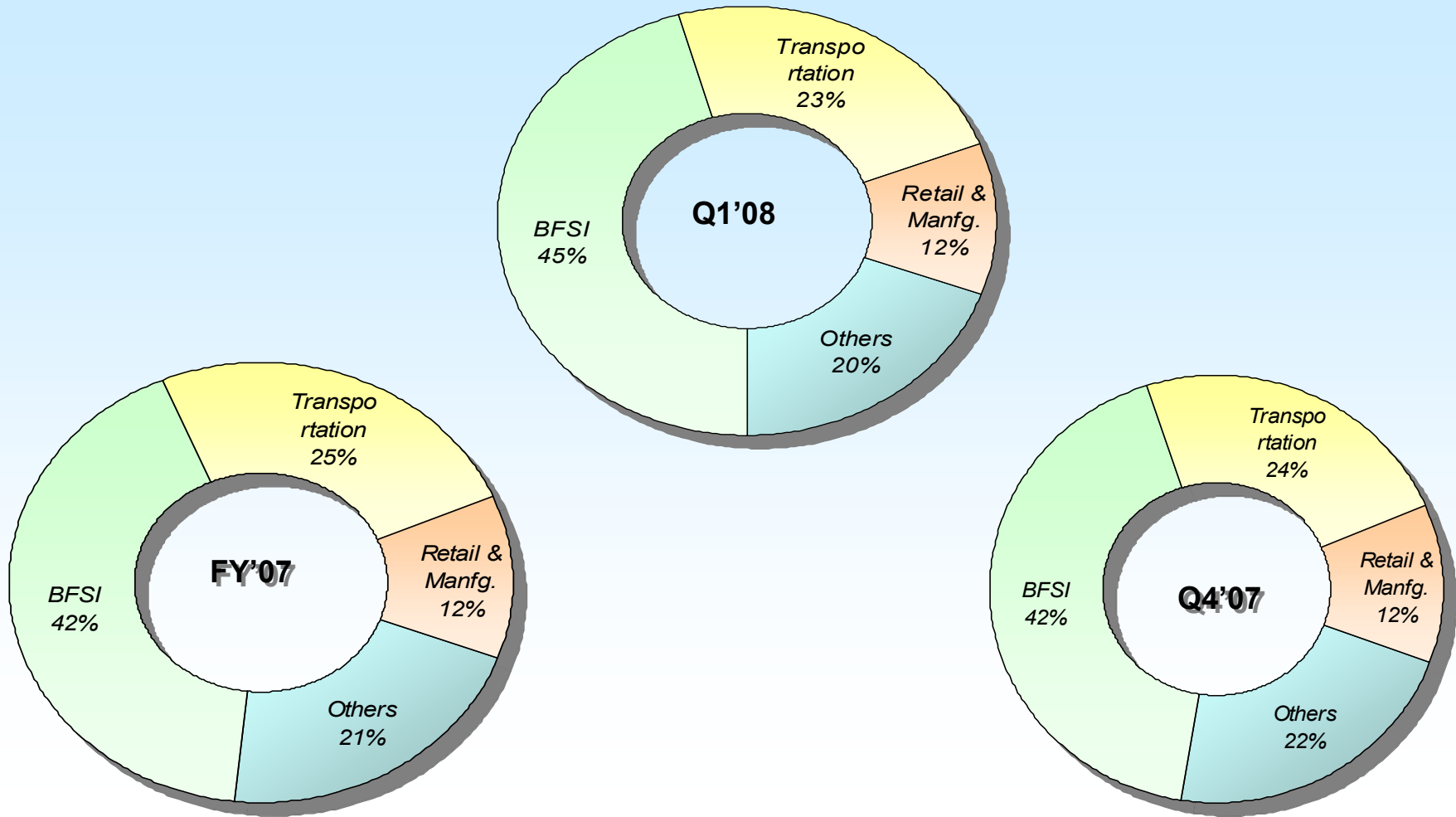
- Currency impact on revenue -4.6%
- Currency impact on OM 2.4%, Salary increase 2%, Rent increase 0.4%
- Net margin improvement 1.6 % hedging

Geographic Revenue Mix



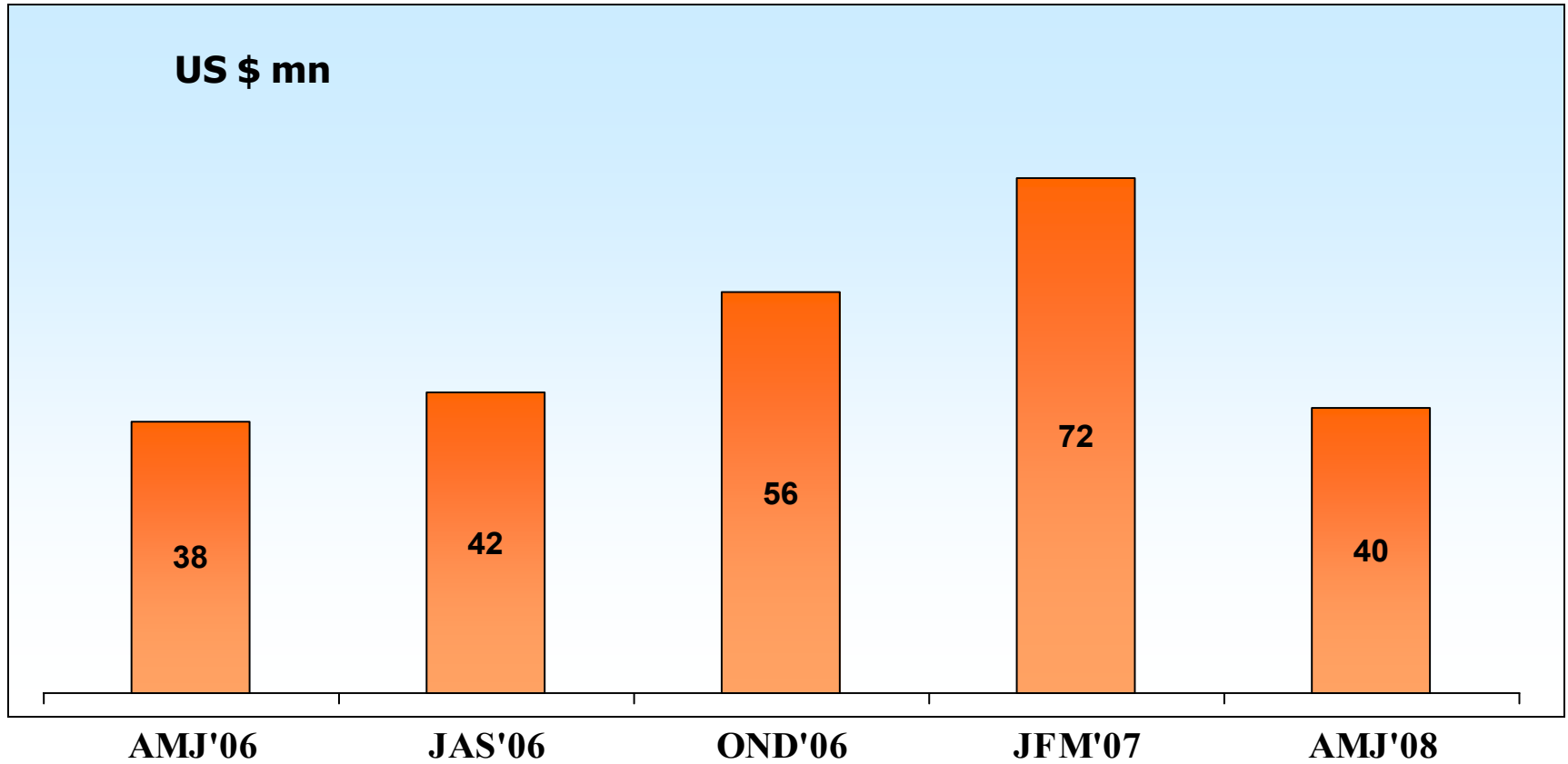
•Europe contribution 52%

Vertical Revenue Mix



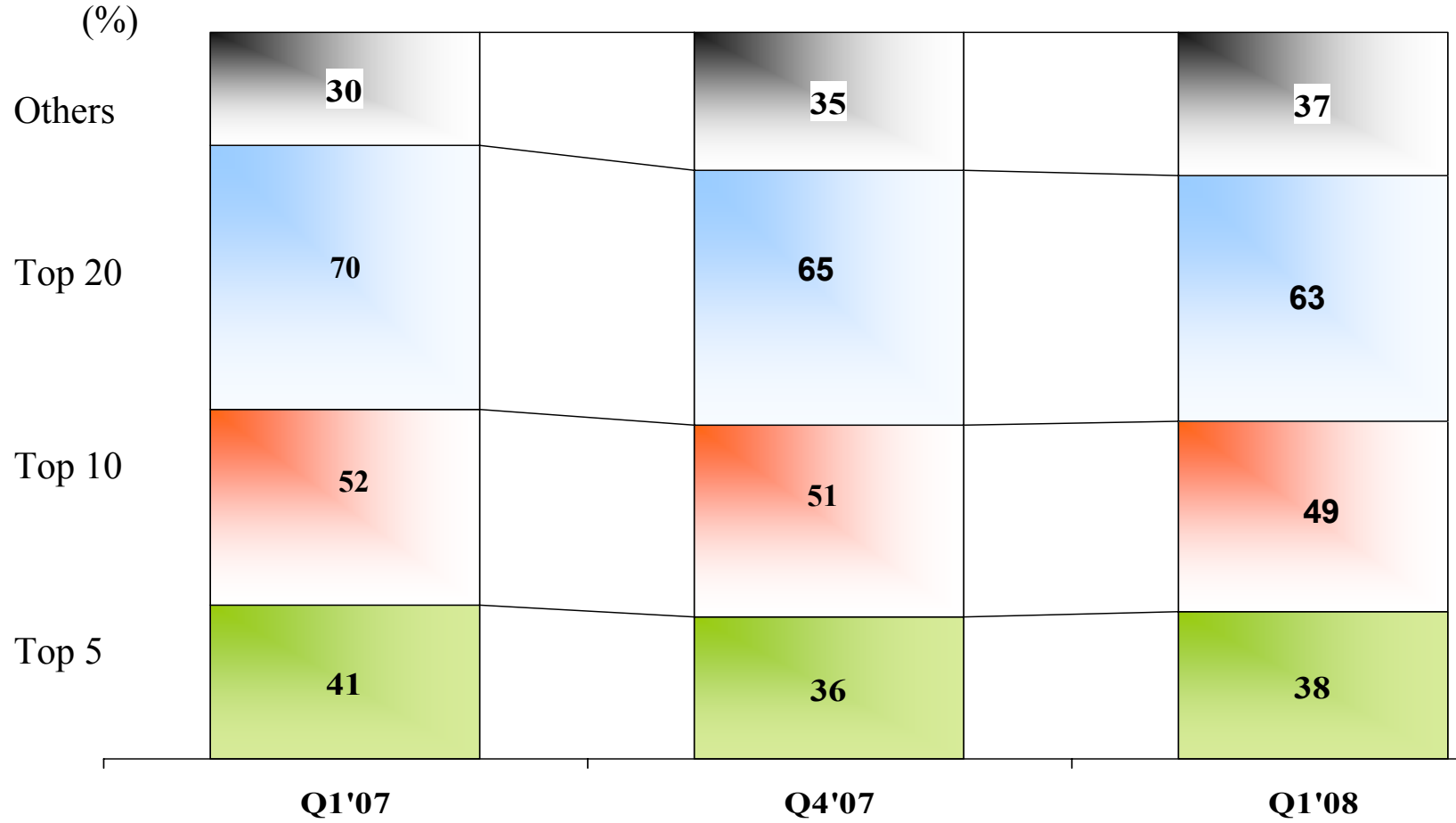
Focus Verticals contribute 80%

Order Intake



- 6 new customers added (1 Insurance , 1 BFS, 3 MFG, 1 Others)
- \$ 105mn of firm business executable over next 12 months

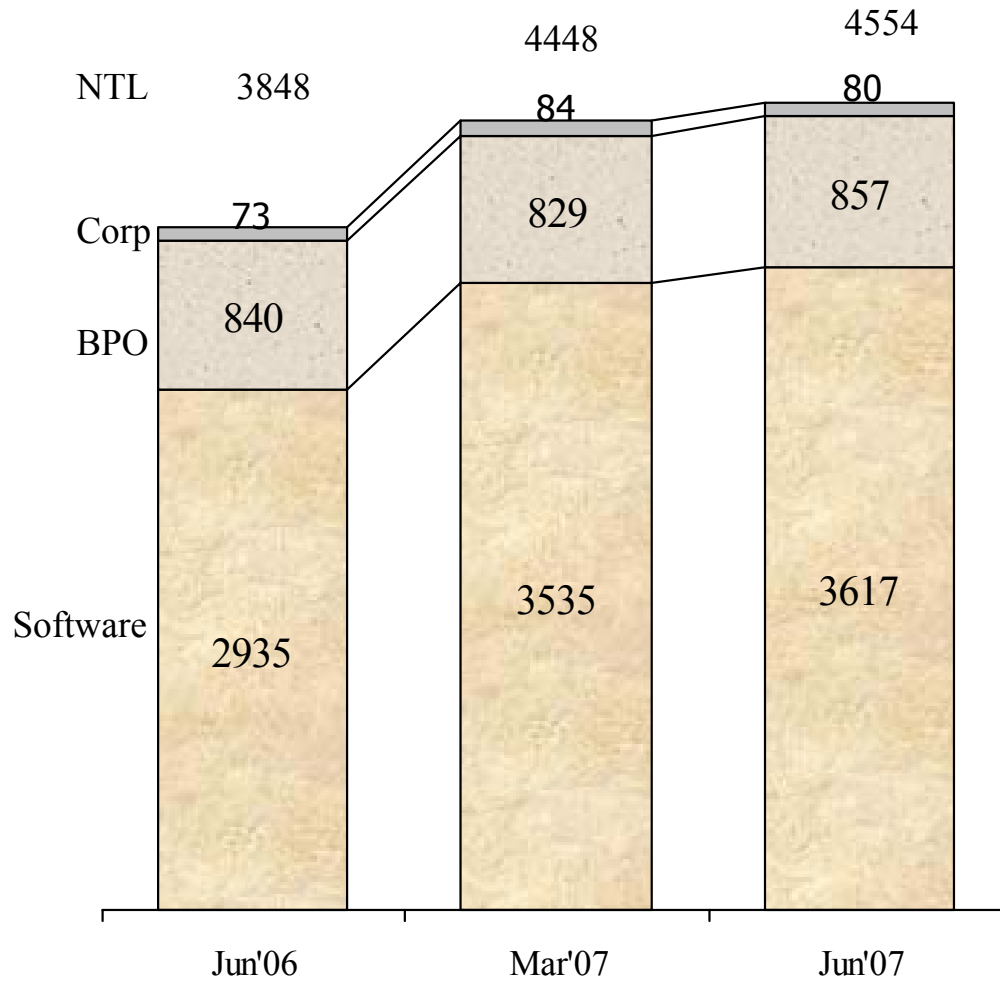
Top Client Mix



35 - Million dollar clients

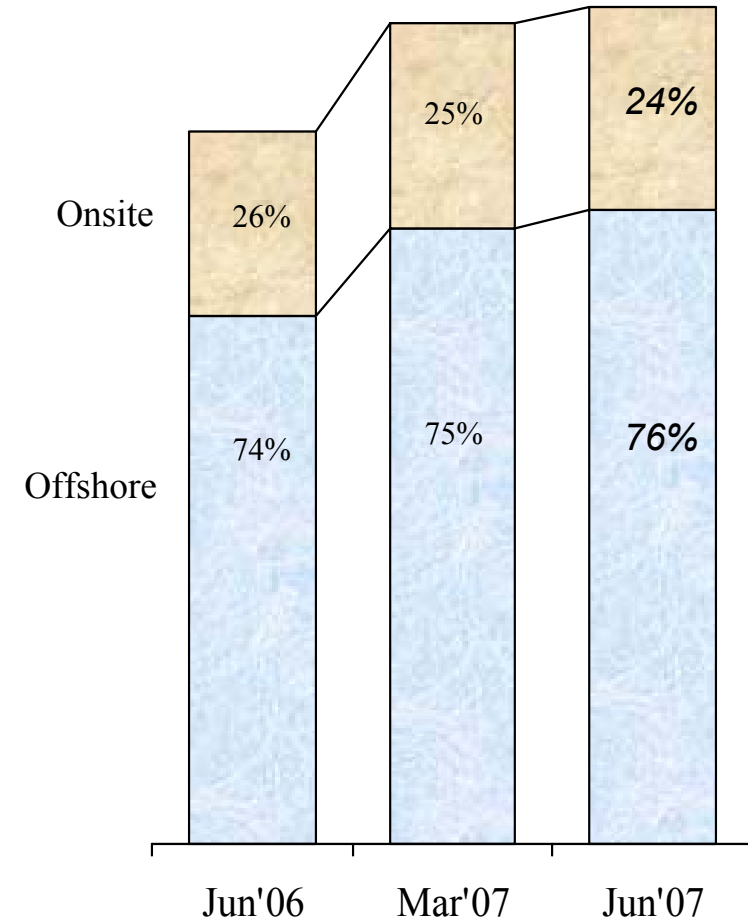
People Resources

Segmental Mix

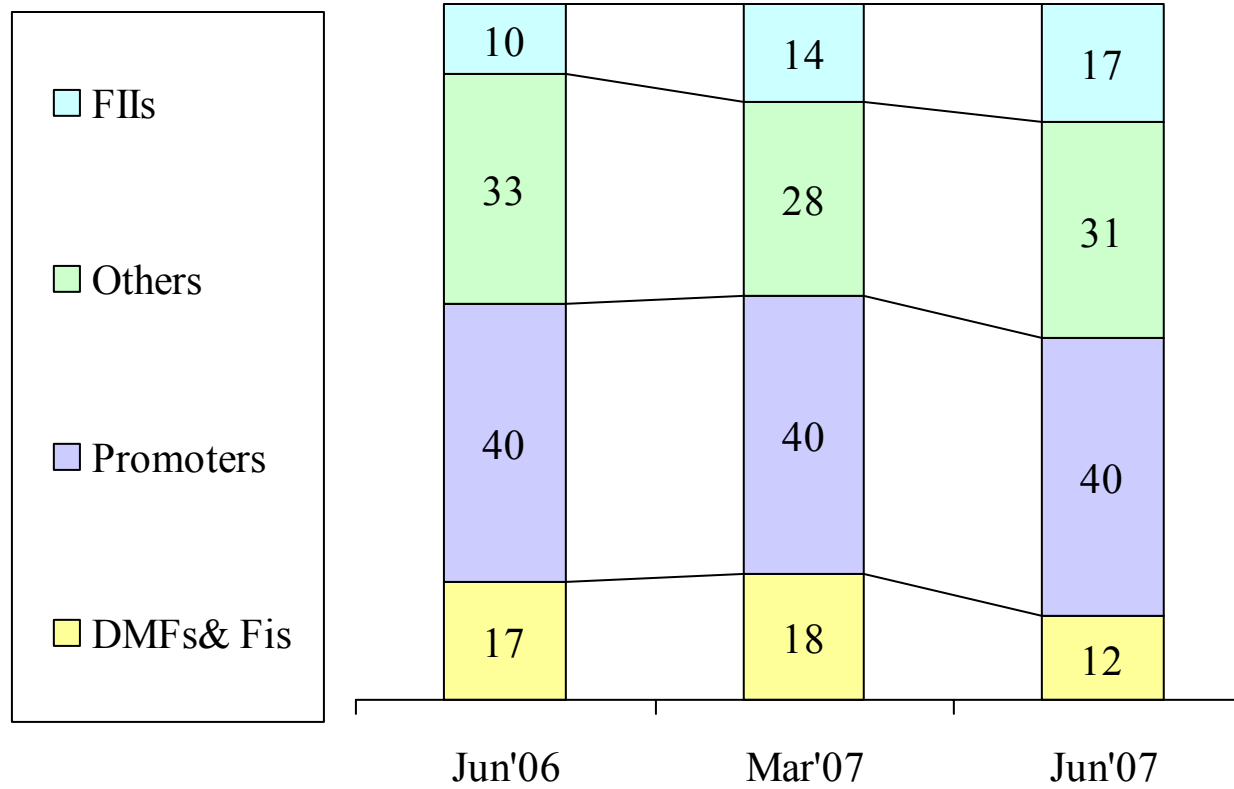


106 people added

On-Offshore Mix



Shareholding Pattern



Thank You