

NIIT Technologies

Financial Results – Q1FY13

July 19, 2012





- Financial Highlights

- Business Update

- Financial Statements
 - Income Statement
 - Balance Sheet

- Business Analysis

- Consolidated Revenues at INR 4696Mn
 - Up 5.9% QoQ, Up 42.8% YoY
 - Constant currency growth at 0.5%
 - Hedge loss of INR 119 Mn (LQ hedge loss of INR 56 Mn)
- Operating profits at INR 751Mn
 - Up 0.8% QoQ, Up 23.4% YoY
 - Operating Margins at 16%, Down 80 bps QoQ, Down 252 bps YoY
- Net Profits at INR 575Mn
 - Up 24.4% QoQ, Up 39.7% YoY
 - Net Margins at 12.3%, Up 183 bps QoQ, Down 27 bps YoY
 - Effective Tax Rate at 29.46% of PBT
- Order intake of \$ 83Mn

- **BFSI Up 6% QoQ, Contributes 34% (LQ 34%)**
 - Contract Renewal involving vendor consolidation with large BFSI Client - \$ 15Mn
 - 1 New customer added
- **Transport Up 7% QoQ, Contributes 40% (LQ 39%)**
 - Growth in top accounts
 - 2 new clients added
- **Manufacturing & Distt Up 24% QoQ, Contributes 7% (LQ 6%)**
 - Commencement of new project
 - 1 New customer added
- **Government Up 21% QoQ, Contributes 8% (LQ 7%)**
 - 1 new state acquired for CCTNS program

- NIIT Technologies featured in the Leaders category in the '2012 Global Outsourcing 100 service providers' list
- Received a positive mention in the recent Forrester Report - "**The Move to an Asset-Based Services Play**", that acknowledges NIIT Technologies' new investments and strong go-to-market and sales program in context to the asset-based offerings
- Intranet Prahari for Border security force awarded as the "Best G2G initiative" of the year at eWorld forum 2012.

Consolidated Quarterly Income Statement

Particulars	Q1FY13	Q4FY12	QoQ%	Q1FY12	YoY%
Gross Revenues	4,696	4,435	5.9%	3,288	42.8%
Direct Cost	3,047	2,824	7.9%	2,015	51.2%
Gross Profit	1,649	1,611	2.3%	1,273	29.6%
GM%	35.1%	36.3%	-121 Bps	38.7%	-359 Bps
Selling / General And Administration	898	867	3.7%	664	35.2%
SG&A to Revenue %	19.1%	19.5%	-41 Bps	20.2%	-108 Bps
Operating Profit	751	745	0.8%	608	23.4%
OM%	16.0%	16.8%	-80 Bps	18.5%	-252 Bps
Depreciation and Amortization	126	111	13.8%	78	61.5%
Other Income (net)	210	(46)	-552.3%	39	438.1%
Profit Before Tax	835	588	42.0%	569	46.6%
PBT %	17.8%	13.2%	452 Bps	17.3%	46 Bps
Provision for Tax	246	111	122.1%	151	62.5%
Minority Interest	13	15	-9.7%	6	110.6%
Profit After Tax (after Minority Int.)	575	462	24.5%	412	39.7%
PAT%	12.3%	10.4%	183 Bps	12.5%	-27 Bps
EPS - INR					
Basic	9.60	7.76	23.7%	6.95	38.2%

- Gains from depreciation of INR offset by wage hikes during the Qtr.
- QoQ increase in tax expenses as a result of higher other income on account of currency fluctuation



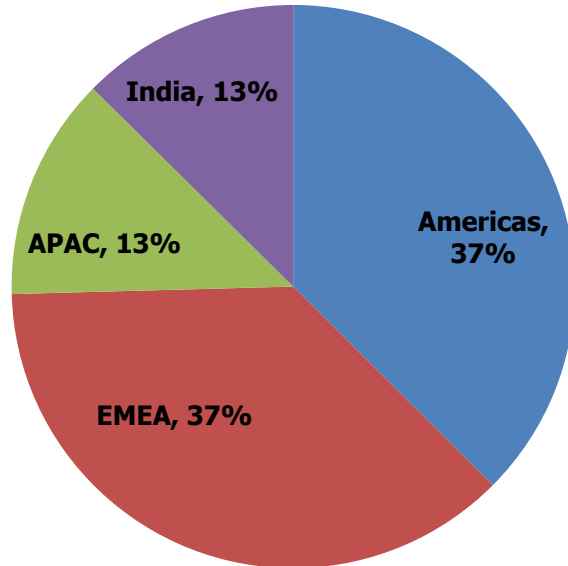
Particulars	As at June 30 2012	As at Mar 31 2012	As at June 30 2011	Particulars	As at June 30 2012	As at Mar 31 2012	As at June 30 2011
Equity	599	596	593	Net Block	4,428	4,231	3,380
Reserves & Surplus	9,199	8,505	7,316	Capital Work in Progress	24	2	138
				Current Assets			
NET Worth	9,798	9,101	7,909	Cash and Cash Equivalent	2,669	2,871	1,946
				Debtors	4,118	3,492	2,721
Borrowings	422	506	119	Other Current Assets	2,670	2,459	2,312
Minority Interest	136	123	49	Current Liabilities	(3,815)	(3,533)	(2,556)
				Deferred Tax Assets	263	207	136
	10,357	9,730	8,078		10,357	9,730	8,078

•Loans includes: GBP denominated loan – INR 332 Mn

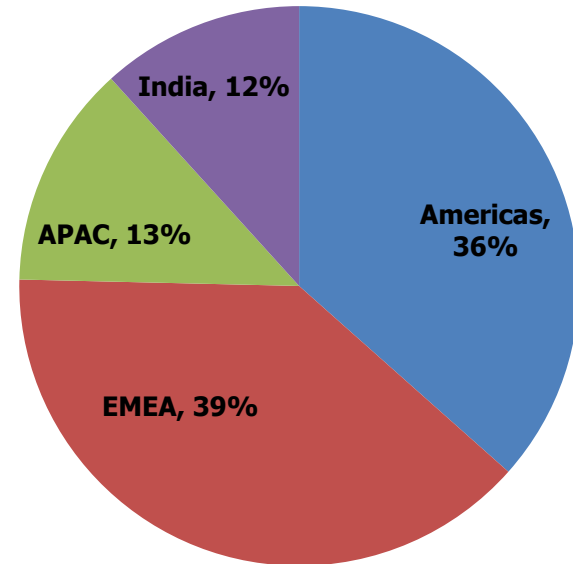
- DSO – 84
- Capex during the Qtr – INR 254 Mn



Q4'12



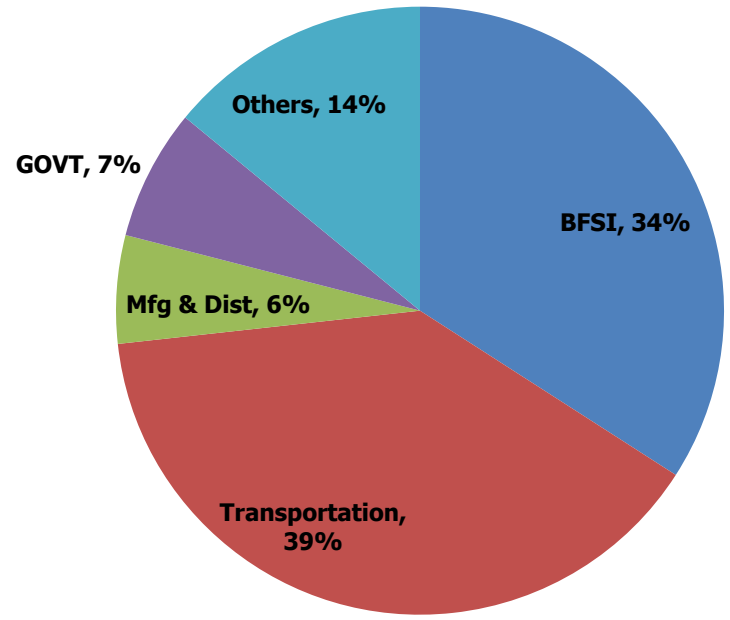
Q1'13



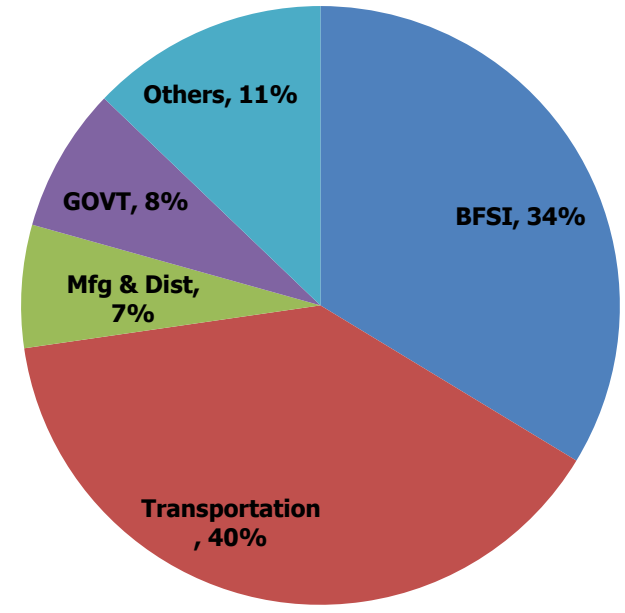
- Growth in all regions of EMEA (UK, Continent and ME)
- Drop in India share due to seasonality in GIS revenues



Q4'12



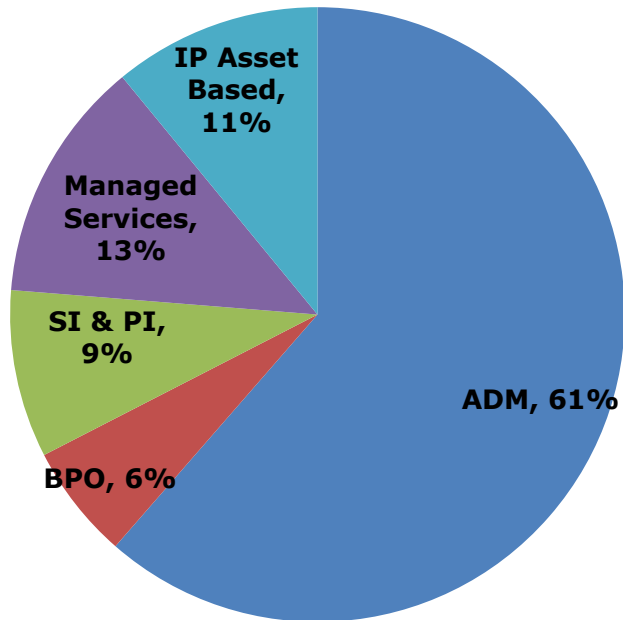
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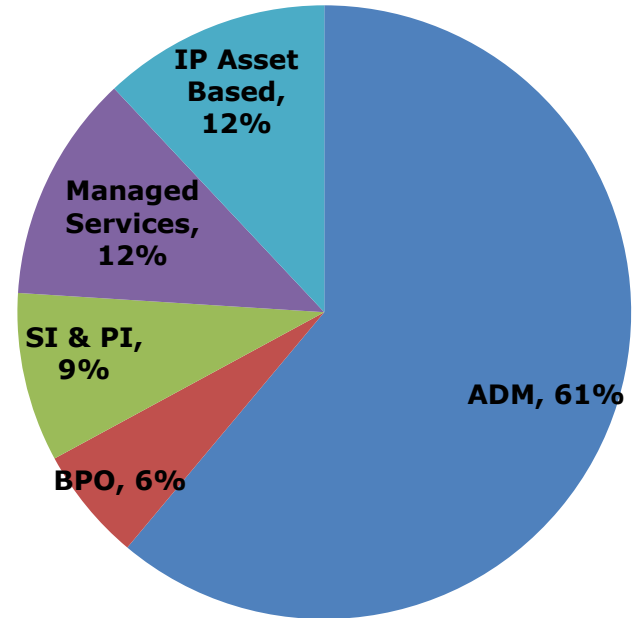
- Transportation demonstrates maximum traction



Q4'12

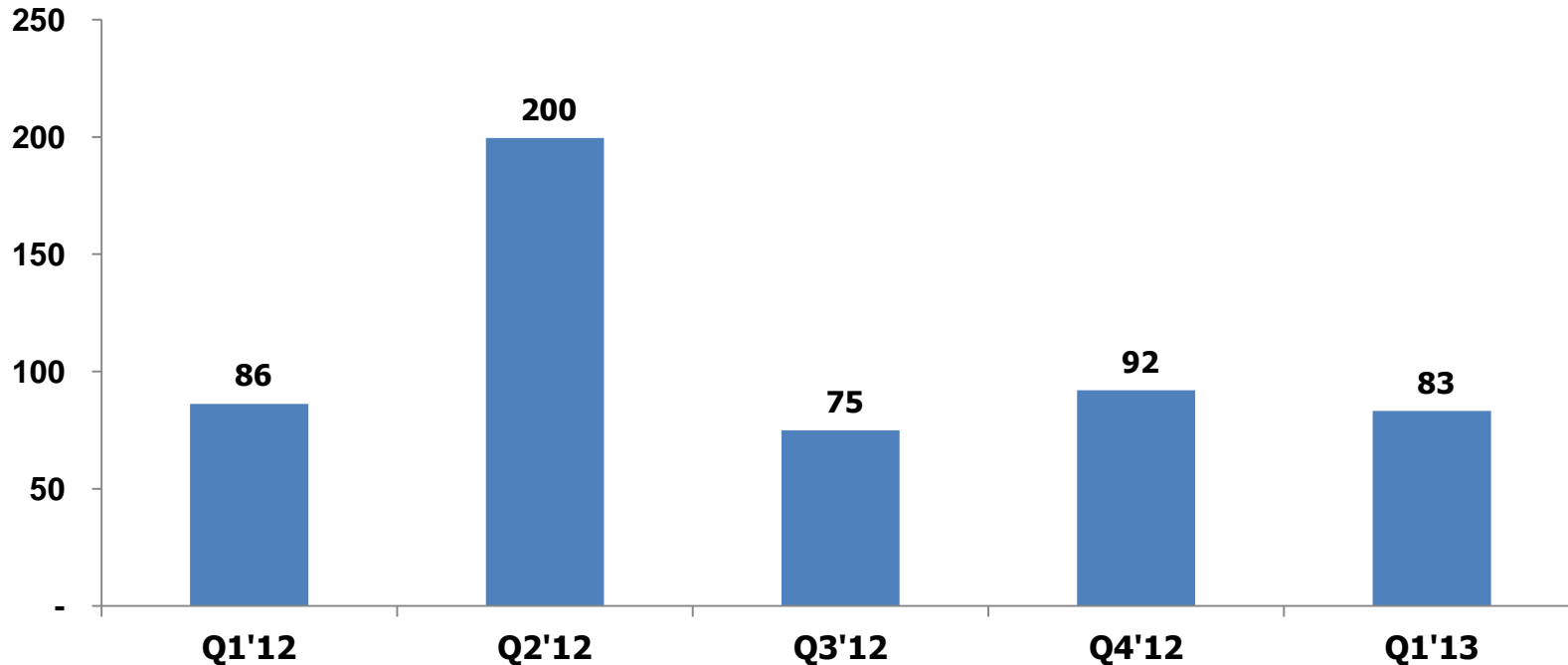


Q1'13



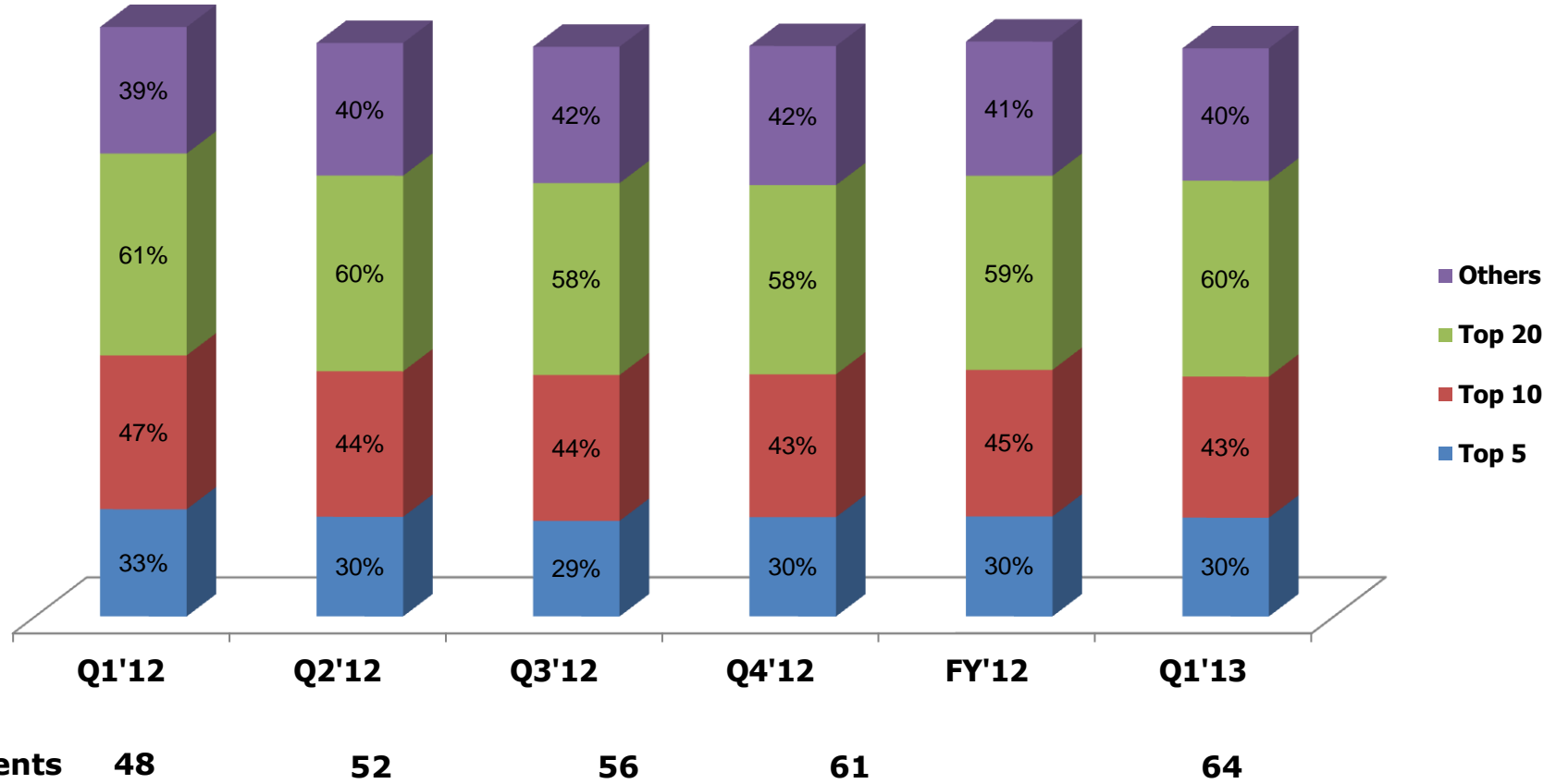
- Growth in IP assets based solutions

Order Intake \$ Mn



- 5 new customers added during the quarter
- \$83 Mn order intake in the quarter leading to \$240 Mn of firm business executable over next 12 months
- Geographical breakdown of order intake – US (25 Mn), EMEA (30 Mn), ROW (28Mn)

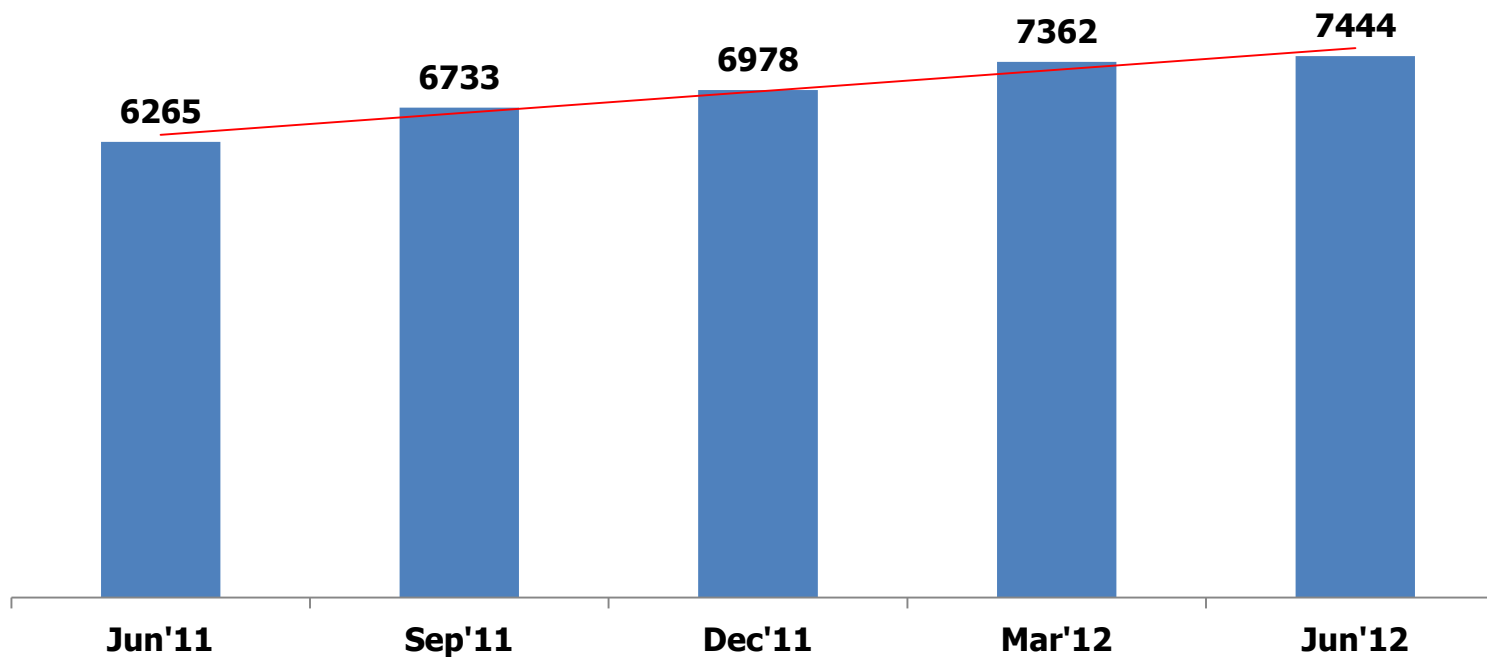
Top Client Mix



Sequential increase in Million \$ Clients

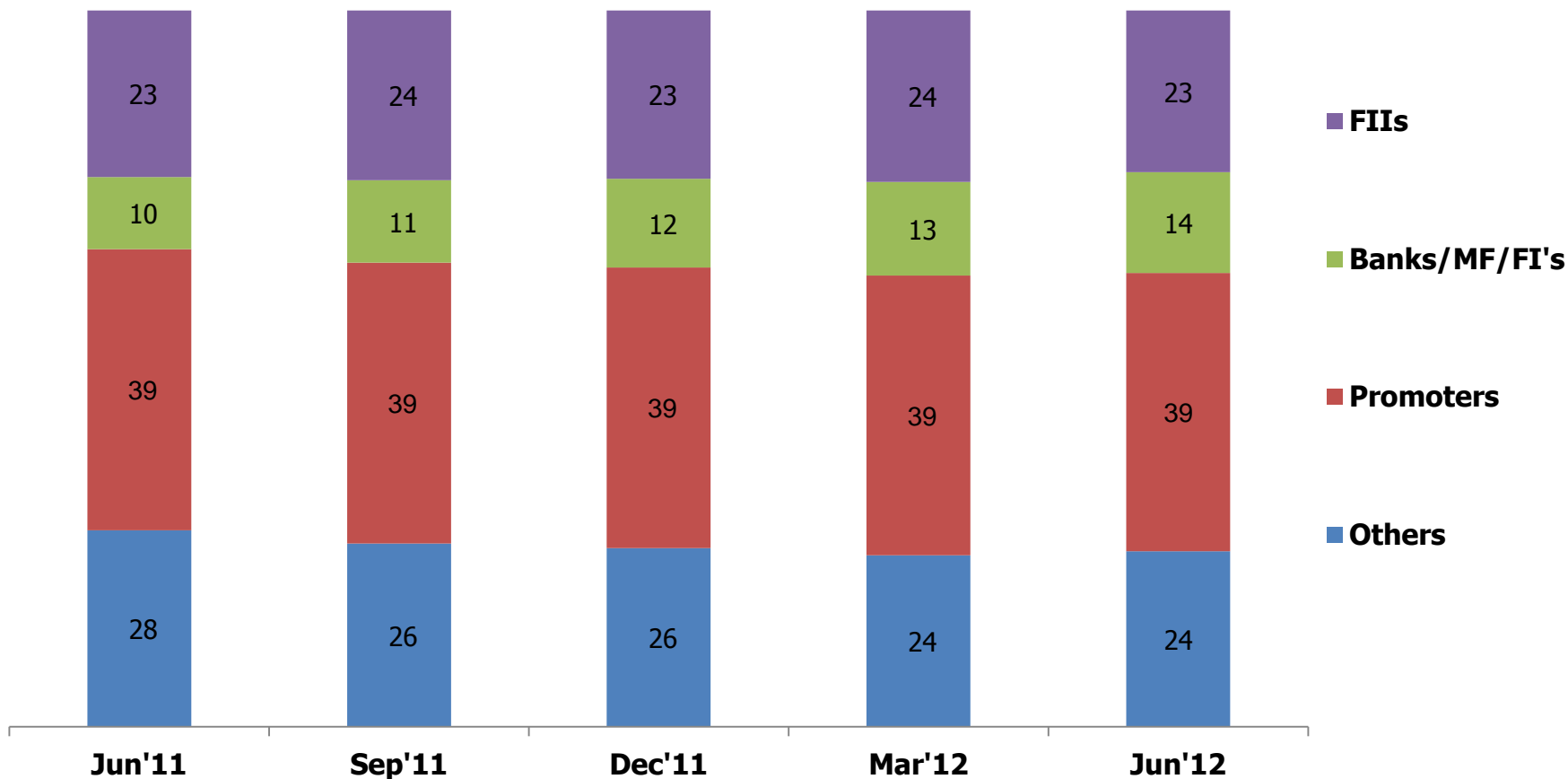


People Data



	Jun'11	Sep'11	Dec'11	Mar'12	Jun'12
Net Additions	459	468	245	384	82
Attrition%	15.75%	13.25%	12.46%	12.08%	12.36%
Utilization	79.64%	82.46%	80.17%	79.00%	78.54%

Shareholding Pattern



Thank You

