Outline

- Financial Highlights
- Business Update
- Financial Statements
  - Income Statement
  - Balance Sheet
- Business Analysis
- Shareholding Pattern
Financial Highlights for Q1, 2012

- Consolidated Revenues at Rs 3288 Mn
  - Up 4.1% QoQ, Up 12.8% YoY
  - International business grew by 10% QoQ

- Operating profits at Rs 608 Mn
  - Down 6.0% QoQ, Up 12.5% YoY
  - Operating Margins at 18.5%, Down 200 bps QoQ, same levels YoY

- Net Profits at Rs 412 Mn
  - Down -17.6% QoQ, same levels YoY
  - Net Margins at 12.5%, Down 331 bps QoQ, Down 149 bps YoY
  - Net Tax Rate at 26.6% vs 11.5% LQ and 14.5% Q1 LY
  - EPS at 6.95

- Fresh order intake of $86 Mn
Business Highlights for Q1, 2012

- **BFSI Up 8% QoQ, Contributes 41%**
  - 1 New customers added
  - All key accounts ramping up well

- **Transport Up 9% QoQ, Contributes 35%**
  - 5 new clients added in TTL
  - Transformational deal with Eurostar

- **Manufacturing/Distt Up 23% QoQ, Contributes 8%**
  - 1 New customer added
  - Scale up in an existing client

- **Government Down 46% QoQ, Contributes 5%**
  - BSF project ramps down, nearing commissioning
  - Seasonal dip in GIS business

- **Non-linear revenues up 7% QoQ, Contributes 27%**
  - Good traction in Managed Services
  - Asset based services contribute 14%
  - Created cloud platform for Co-operative banks
Acknowledgements during the Quarter

For the Quarter

- NIIT Technologies’ following 3 projects were selected by PCQuest’s "Best IT Implementation of the year", 2011.

Consolidated Quarterly Income Statement

<table>
<thead>
<tr>
<th>(Rs Mn)</th>
<th>Q1’11</th>
<th>Q4’11</th>
<th>Q1’12</th>
<th>QoQ (%)</th>
<th>YoY (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>2914</td>
<td>3157</td>
<td>3288</td>
<td>4.1%</td>
<td>12.8%</td>
</tr>
<tr>
<td>Cost of Revenues</td>
<td>1908</td>
<td>1897</td>
<td>2015</td>
<td>6.2%</td>
<td>5.6%</td>
</tr>
<tr>
<td>SG&amp;A</td>
<td>465</td>
<td>613</td>
<td>664</td>
<td>8.4%</td>
<td>42.8%</td>
</tr>
<tr>
<td>Total Operating Expenses</td>
<td>2373</td>
<td>2510</td>
<td>2680</td>
<td>6.8%</td>
<td>12.9%</td>
</tr>
<tr>
<td><strong>Operating Profit</strong></td>
<td>541</td>
<td>648</td>
<td>608</td>
<td><strong>-6.0%</strong></td>
<td><strong>12.5%</strong></td>
</tr>
<tr>
<td>OPM (%)</td>
<td>18.6%</td>
<td>20.5%</td>
<td>18.5%</td>
<td>-200 bps</td>
<td>-6 bps</td>
</tr>
<tr>
<td>Depreciation</td>
<td>80</td>
<td>92</td>
<td>78</td>
<td>-14.7%</td>
<td>-2.7%</td>
</tr>
<tr>
<td>Other Income (net of interest)</td>
<td>24</td>
<td>21</td>
<td>39</td>
<td>-88.7%</td>
<td>62.6%</td>
</tr>
<tr>
<td>Tax</td>
<td>70</td>
<td>66</td>
<td>151</td>
<td>127.8%</td>
<td>115.7%</td>
</tr>
<tr>
<td><strong>PAT after Minority Interest</strong></td>
<td>408</td>
<td>500</td>
<td>412</td>
<td><strong>-17.6%</strong></td>
<td><strong>0.8%</strong></td>
</tr>
<tr>
<td>Net Margins (%)</td>
<td>14.0%</td>
<td>15.8%</td>
<td>12.5%</td>
<td>-331 bps</td>
<td>-149 bps</td>
</tr>
<tr>
<td><strong>EPS (Rs. Basic)</strong></td>
<td>6.94</td>
<td>8.49</td>
<td>6.95</td>
<td><strong>-18.1%</strong></td>
<td><strong>0.2%</strong></td>
</tr>
</tbody>
</table>

- QoQ operating margins decline due to wage hikes and salary increase
- Effective Tax rate increased as a result of withdrawal of tax incentives impacting PAT
### Balance Sheet

- **Hedge reserve up by INR 9 Mn to INR 26 Mn**
- **DSO** – improves to 78 days from 85 days in preceding qtr

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity</td>
<td>589</td>
<td>593</td>
<td>593</td>
<td>1,917</td>
<td>1,893</td>
<td>3,380</td>
</tr>
<tr>
<td>Reserves &amp; Surplus</td>
<td>5,626</td>
<td>6,885</td>
<td>7,316</td>
<td>1,251</td>
<td>1,437</td>
<td>138</td>
</tr>
<tr>
<td><strong>Net worth</strong></td>
<td><strong>6,214</strong></td>
<td><strong>7,478</strong></td>
<td><strong>7,909</strong></td>
<td><strong>2,499</strong></td>
<td><strong>2,871</strong></td>
<td><strong>2,721</strong></td>
</tr>
<tr>
<td>Minority Interest</td>
<td>34</td>
<td>43</td>
<td>49</td>
<td>2,179</td>
<td>1,637</td>
<td>1,946</td>
</tr>
<tr>
<td>Loans</td>
<td>222</td>
<td>110</td>
<td>119</td>
<td>1,311</td>
<td>2,157</td>
<td>2,312</td>
</tr>
<tr>
<td><strong>Cash &amp; Equivalents</strong></td>
<td></td>
<td></td>
<td></td>
<td><strong>2,179</strong></td>
<td><strong>1,637</strong></td>
<td><strong>1,946</strong></td>
</tr>
<tr>
<td>Other Current Assets (OCA)</td>
<td></td>
<td></td>
<td></td>
<td>1,311</td>
<td>2,157</td>
<td>2,312</td>
</tr>
<tr>
<td>Current Liabilities</td>
<td>(2,806)</td>
<td>(2,508)</td>
<td>(2,556)</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Deferred tax Assets (DTA)</td>
<td></td>
<td></td>
<td></td>
<td>121</td>
<td>143</td>
<td>136</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>6,470</strong></td>
<td><strong>7,631</strong></td>
<td><strong>8,078</strong></td>
<td><strong>6,470</strong></td>
<td><strong>7,631</strong></td>
<td><strong>8,078</strong></td>
</tr>
</tbody>
</table>
Geographic Revenue Mix

- Robust growth in US and EMEA
- Reduction in India due to seasonality in GIS business and scale down in BSF project
All round growth in global industry segments
Scale down in domestic government business
Order Intake

• 7 new customers added during the quarter
  (Travel – 5; BFSI – 1, Manuf & Distt – 1)

• $86 Mn order intake in the quarter leading to $200 Mn of firm business executable over next 12 months
People Resources

<table>
<thead>
<tr>
<th></th>
<th>Jun'10</th>
<th>Sep'10</th>
<th>Dec'10</th>
<th>Mar'11</th>
<th>Jun'11</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Additions</td>
<td>109</td>
<td>409</td>
<td>364</td>
<td>448</td>
<td>459</td>
</tr>
<tr>
<td>Attrition%</td>
<td>18.1%</td>
<td>18.6%</td>
<td>18.4%</td>
<td>17.5%</td>
<td>15.8%</td>
</tr>
<tr>
<td>Utilization</td>
<td>82.0%</td>
<td>83.4%</td>
<td>84.4%</td>
<td>83.6%</td>
<td>80.0%</td>
</tr>
</tbody>
</table>
Top Client Mix

<table>
<thead>
<tr>
<th>Category</th>
<th>Q1'11</th>
<th>Q2'11</th>
<th>Q3'11</th>
<th>Q4'11</th>
<th>Q1'12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Top 5</td>
<td>31%</td>
<td>31%</td>
<td>30%</td>
<td>31%</td>
<td>33%</td>
</tr>
<tr>
<td>Top 10</td>
<td>49%</td>
<td>48%</td>
<td>46%</td>
<td>45%</td>
<td>47%</td>
</tr>
<tr>
<td>Top 20</td>
<td>64%</td>
<td>64%</td>
<td>61%</td>
<td>62%</td>
<td>61%</td>
</tr>
<tr>
<td>Others</td>
<td>36%</td>
<td>36%</td>
<td>39%</td>
<td>38%</td>
<td>39%</td>
</tr>
</tbody>
</table>

Sequential increase in Million $ Clients

MM $ Clients: Q1'11 33, Q2'11 36, Q3'11 40, Q4'11 43, Q1'12 48
Announcing the addition of Eurostar as a valued client

About Eurostar

- Operates high speed trains between the UK and continental Europe using the undersea Eurotunnel
- City Center to Center Train services across multiple stations in London, Paris, Brussels, Lille, Calais, Disneyland Resort Paris, Avignon and the French Alps
- Official Train Carrier for the London Olympics 2012

Eurostar chooses NIIT Tech to:

- Gear up its IT infrastructure in time for the London Olympics 2012
- Use IT as a significant business enabler in order to increase market share by attracting travelers from the 20 Million Flyers to Europe from the UK
- Support it’s “Green” initiative
- Use IT as a differentiator for confronting competition on the Eurotunnel which opens up for competitors in 2012
Multi year, Multi million, Transformational Deal

Highlights of the deal

• Multi-Million Pound Multiple Year transformational engagement based on Business level SLAs for Remote Infrastructure Services & hosting of critical applications

• Infrastructure provisioning by NIIT Tech and charged on a utility basis

• 17 Transformation Projects to be executed before the London Olympics in 2012

• Design and Setting up a new Wide Area Network connecting all Eurostar offices and stations

• Multi lingual support to operations in UK, France, Belgium, Switzerland & The Netherlands

• Select Eurostar staff to be absorbed by NIIT Tech in UK and France
Morris Communications

Company Background

- Morris Communications Company LLC is a privately held Media company with diversified holdings that include newspaper and magazine publishing, outdoor advertising, radio broadcasting, book publishing and distribution and online services.
- Established a shared service center (MSTAR) to provide Technology and Business process services to the group.
- Has a thriving Digital practice (Morris DigitalWorks™), providing Internet based Products & services.
- HQ in Augusta, Georgia, USA Morris and has presence across US with offices in UK, France & Asia.

Partnership Drivers

- Business required significant restructuring of costs
  - Felt need for strong control that a pure outsourcing engagement could not provide
  - Partner who could drive down costs and create value
- Arrived at a Joint Venture solution
  - Skin in the game
  - Capability to be leveraged for providing similar services to other companies in North America.
NIIT Technologies (60) – Morris (40) JV

Joint Venture

• NIIT Technologies and Mstar (Subsidiary of Morris Communication providing Shared Services Center services to Morris Group) join hands to form NIIT Media Technologies LLC

• NIIT Technologies will invest 3.2 Mn to own 60% of the company. Morris will own 40% and will transfer all IT assets and approx. 100 people to the NMTL.

Structured deal with long term revenues

• Five Year deal for providing end-to-end Integrated IT & BPO Services delivering business results on
  – F&A,
  – HRO,
  – Procurement,
  – Advertising
• Revenue stream of over $85M from Morris over five years
• NMTL will incur a one time charge of 2.5 Mn USD towards professional fees and transition expenses.
NMTL Operation

- Take over the existing Morris shared services center in Augusta, Georgia and provide services to Morris group
- Leverage NIIT Tech’s offshore capabilities
- Use landscape to service other media companies in North America
- Provide capability to offer near shore facility for NIIT Tech customers
Thank You