Outline

- Financial Highlights
- Business Update
- Financial Statements
  - Income Statement
  - Balance Sheet
- Business Analysis
Financial Highlights for Q1 FY15

- Consolidated Revenues at INR 5,776 Mn
  - Down 1.8% QoQ, Up 6.6% YoY
  - Flat Constant currency growth
  - Hedge Gain of INR 4.7 Mn

- Operating profits at INR 775 Mn
  - Down 12.9% QoQ, Down 0.8% YoY
  - Operating Margins at 13.4%, Down 171 bps QoQ, Down 101 bps YoY

- Net Profits at INR 432 Mn
  - Down 30.1% QoQ, Down 18.7% YoY
  - Net Margins at 7.5%, Down 303 bps QoQ, Down 233 bps YoY
  - Other Income at INR 36 Mn, (LQ INR -30Mn, LY INR 206 Mn)
  - Effective Tax Rate at 26.0% of PBT (LQ 7.9%)
  - Depreciation at INR 189 Mn (LQ INR 156 Mn)

- Order intake of $ 124Mn
Business Highlights for Q1 FY15

- BFSI Down 4.7% QoQ, Contributes 34% (LQ 35%)
  - Decline in 2 key clients in US
  - 2 New Clients Added

- Transport Up 2.3% QoQ, Contributes 39% (LQ 37%)
  - AOCC at Chennai airport goes live
  - 2 New Clients Added
  - Multimillion Dollar engagement with leading Airline

- Manufacturing & Distt Up 5.3% QoQ, Contributes 7% (LQ 7%)
  - Increase in revenues from clients with transaction pricing

- Government Up 5.0% QoQ, Contributes 5.6% (LQ 5.2%)
  - Major supplies of CCTNS completed and O&M started
Acknowledgements during the Quarter

- Pratibha Advani, CFO NIIT Technologies conferred with best CFO award in IT & ITES sector by CNBC TV18 CFO Awards 2013-14.


- The Company was awarded with Best Service Desk team project award in Call for Paper contest by the Information Technology Service Management Forum of India.
Lower QoQ operating margin due to drop in US onsite revenues and wage increases
Increase in depreciation due to change in useful life of asset and capitalization of assets in AAI
QoQ increase in Tax on account of lower tax in Q4FY14 due to DTA
### Balance Sheet

**Equity**
- As at Jun 30 2014: 607
- As at Mar 31 2014: 607
- As at Jun 30 2013: 604

**Reserves & Surplus**
- As at Jun 30 2014: 13,127
- As at Mar 31 2014: 12,632
- As at Jun 30 2013: 10,961

**Net Worth**
- As at Jun 30 2014: 13,734
- As at Mar 31 2014: 13,239
- As at Jun 30 2013: 11,565

**Current Assets**
- Cash and Cash Equivalent: 1,951
- Debtors: 6,105
- Other Current Assets: 3,978
- Current Liabilities: (4,512)
- Deferred Tax Assets: 217

**Current Liabilities**
- As at Jun 30 2014: 14,098
- As at Mar 31 2014: 13,517
- As at Jun 30 2013: 11,831

**Borrowings**
- As at Jun 30 2014: 148
- As at Mar 31 2014: 89
- As at Jun 30 2013: 89

**Minority Interest**
- As at Jun 30 2014: 216
- As at Mar 31 2014: 189
- As at Jun 30 2013: 177

**Net Block**
- As at Jun 30 2014: 5,103
- As at Mar 31 2014: 4,534
- As at Jun 30 2013: 4,590

**Capital Work in Progress**
- As at Jun 30 2014: 1,256
- As at Mar 31 2014: 1,286
- As at Jun 30 2013: 343

**Capex during the Qtr**
- INR 714 Mn (GNIDA – 65 Mn, AAI – 357 Mn, BAU – 292 mn)

**DSO**
- 95 (LQ 89 days)

**Hedge reserve up by 32 Mn**

**Cash decreased by INR 923 Mn**

**Reserves and Surplus up 495 Mn** (Profit up by INR 432Mn, CTR up by INR 42Mn, Hedge reserve up by 32 Mn)

**Borrowings up by INR 59 Mn due to working capital loan in US**
Geographic Revenue Mix

- Decline in US due to drop in onsite revenues
- Decline in EMEA due to transition of work offshore
- Growth in India due to achievement of milestones and start of O&M in major programs
• BFSI declined due to drop in US
• Transport share increased due to go-live of AOCC at Chennai airport and movement into O&M phase
• Government increased due to milestone completion and movement to O&M phase in major CCTNS projects
Service Mix

- Increase in MS revenues due to go-live of AOCC at Chennai airport and other new business
- SI & PI reduced due to seasonality in GIS and movement of Govt projects into O&M phase
- Decrease in ADM business due to drop in onsite revenues
Order Intake

- 4 new customers added during the quarter (TTL - 2, Insurance - 1, BFS - 1)
- $124 Mn order intake in the quarter leading to $295 Mn of firm business executable over next 12 months
- Geographical breakdown of order intake – US (34 Mn), EMEA (27 Mn), ROW (63 Mn)
Top Client Mix

Q4'14
- Others: 37%
- Top 20: 63%
- Top 10: 47%
- Top 5: 35%

Q1'15
- Others: 36%
- Top 20: 64%
- Top 10: 48%
- Top 5: 34%

MM $ Clients
- Q4'14: 66
- Q1'15: 64
People Resources

People Data

<table>
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<tr>
<th></th>
<th>Jun'13</th>
<th>Sep'13</th>
<th>Dec'13</th>
<th>Mar'14</th>
<th>Jun'14</th>
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<tr>
<td>Net Additions</td>
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<td>-190</td>
<td>143</td>
<td>130</td>
<td>-8</td>
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<td>Utilization</td>
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<td>80.30%</td>
<td>78.40%</td>
<td>77.30%</td>
<td>78.03%</td>
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</tbody>
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Shareholding Pattern

- **Others**: 20% in Jun'13, 20% in Sep'13, 20% in Dec'13, 20% in Mar'14, 19% in Jun'14
- **Promoters**: 31% in Jun'13, 31% in Sep'13, 31% in Dec'13, 31% in Mar'14, 31% in Jun'14
- **Banks/MF/FI's**:
  - Jun'13: 20%
  - Sep'13: 20%
  - Dec'13: 17%
  - Mar'14: 16%
  - Jun'14: 15%
- **FIIs**:
  - Jun'13: 29%
  - Sep'13: 29%
  - Dec'13: 32%
  - Mar'14: 33%
  - Jun'14: 35%
Thank You