Outline

- Financial Highlights
- Business Update
- Financial Statements
  - Income Statement
  - Balance Sheet
- Business Analysis
- Shareholding Pattern
Financial Highlights - FY13

- Consolidated Revenues at Rs 20,214 Mn
  - Up 28.2% YoY
  - Constant currency growth at 16.5%

- Operating profits at Rs 3,295 Mn
  - Up 22.8% YoY
  - Operating Margins at 16.3%, Down 72 bps

- Net Profits at Rs 2,132 Mn
  - Up 8.1% YoY
  - Net Margins at 10.5% (LY 12.5%)
  - EPS at Rs 35.53 (LY 33.21)

- Order intake of $369 Mn
Financial Highlights – Q4FY13

- **Consolidated Revenues at Rs 5372 Mn**
  - Up 4.4% QoQ, Up 21.1% YoY
  - Constant currency growth at 3.3%

- **Operating profits at Rs 884 Mn**
  - Up 8.8% QoQ, Up 18.7% YoY
  - Operating Margins at 16.5%, UP 66 bps QoQ, Down 34 bps YoY

- **Net Profits at Rs 566 Mn**
  - Up 1.0% QoQ, Up 22.4% YoY
  - Other income loss 14 Mn (LQ Gain 126 Mn)
  - Net Margins at 10.5%, Down 36 bps QoQ, Up 11 bps YoY
  - Effective Tax Rate at 18.13% of PBT

- **Order intake of $110 Mn**
Business Highlights for Q4FY13

- **BFSI Up 3% QoQ, Contributes 31% (LQ 31%)**
  - Growth in top accounts
  - $10 Mn+ Contract Renewal with large BFSI client

- **Transport Down 7% QoQ, Contributes 37% (LQ 42%)**
  - Successful cut-over of two large projects in APAC
  - 2 new clients added

- **Manufacturing Up 4% QoQ, Contributes 6% (LQ 6%)**
  - Growth in existing accounts
  - 1 new client added

- **Government Up 47% QoQ, Contributes 11% (LQ 8%)**
  - On track in execution
  - 2 New customers added
Acknowledgements during the Quarter

- NIIT Technologies awarded “Solution Partner of the Year 2012” by the Motorola Partner Conference for its innovative solutions across various projects.

- Pilot Project of Odisha CCTNS won Best “Government to Citizen (G2C) Initiative” award at the eOdisha Summit.

- Pratibha K. Advani, Chief Financial Officer was included in the CFO 100 2013 ‘Roll of Honour’ list for the second consecutive year, in the category ‘Winning Edge in Use of Technology’.

- NIIT GIS Ltd, Vice Chairman, Rajesh C. Mathur conferred with the ISG fellowship by the Indian Society of Geomatics (ISG).
## Consolidated Qtrly Income Statement

### Particulars | Q4FY13 | Q3FY13 | QoQ% | Q4FY12 | YoY%
--- | --- | --- | --- | --- | ---
Gross Revenues | 5,372 | 5,144 | 4.4% | 4,435 | 21.1%
  Direct Cost | 3,526 | 3,383 | 4.2% | 2,824 | 24.9%
Gross Profit | 1,846 | 1,761 | 4.9% | 1,611 | 14.6%
GM% | 34.4% | 34.2% | 13 Bps | 36.3% | -197 Bps
  Selling / General And Administration | 962 | 948 | 1.5% | 867 | 11.0%
SG&A to Revenue % | 17.9% | 18.4% | -53 Bps | 19.5% | -163 Bps
Operating Profit | 884 | 812 | 8.8% | 745 | 18.7%
OM% | 16.5% | 15.8% | 66 Bps | 16.8% | -34 Bps
  Depreciation and Amortization | 161 | 142 | 13.7% | 111 | 45.3%
  Other Income (net) | (14) | 126 | -111.2% | (46) | -69.7%
Profit Before Tax | 709 | 796 | -11.0% | 588 | 20.6%
PBT % | 13.2% | 15.5% | -229 Bps | 13.2% | -5 Bps
  Provision for Tax | 129 | 230 | -44.2% | 111 | 16.1%
  Minority Interest | 15 | 6 | 143.7% | 15 | 0.2%
Profit After Tax (after Minority Int.) | 566 | 560 | 1.0% | 462 | 22.4%
  PAT% | 10.5% | 10.9% | -36 Bps | 10.4% | 11 Bps
EPS - INR
  Basic | 9.40 | 9.31 | 0.9% | 7.76 | 21.0%

- Strong revenue growth QoQ and YoY
- Operating margins improve due to recovery in GIS
- Decrease in tax expenses in Q4 as a result of loss in other income due to currency fluctuation
- Net margins decline due to loss in other income (INR 31 Mn) as against gain in previous qtr (INR 126 Mn) on account of revaluation of foreign currency assets and liabilities
### Annual Income Statement

#### Particulars

<table>
<thead>
<tr>
<th></th>
<th>FY 13</th>
<th>FY 12</th>
<th>YoY%</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Gross Revenues</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Direct Cost</td>
<td>13,159</td>
<td>9,877</td>
<td>33.2%</td>
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<tr>
<td><strong>Gross Profit</strong></td>
<td>7,054</td>
<td>5,888</td>
<td>19.8%</td>
</tr>
<tr>
<td>GM%</td>
<td>34.9%</td>
<td>37.4%</td>
<td>-245 Bps</td>
</tr>
<tr>
<td>Selling / General And Administration</td>
<td>3,759</td>
<td>3,204</td>
<td>17.3%</td>
</tr>
<tr>
<td>SG&amp;A to Revenue %</td>
<td>18.6%</td>
<td>20.3%</td>
<td>-173 Bps</td>
</tr>
<tr>
<td><strong>Operating Profit</strong></td>
<td>3,295</td>
<td>2,684</td>
<td>22.8%</td>
</tr>
<tr>
<td>OM%</td>
<td>16.3%</td>
<td>17.0%</td>
<td>-72 Bps</td>
</tr>
<tr>
<td>Depreciation and Amortization</td>
<td>567</td>
<td>364</td>
<td>55.5%</td>
</tr>
<tr>
<td>Other Income (net)</td>
<td>206</td>
<td>282</td>
<td>-26.9%</td>
</tr>
<tr>
<td><strong>Profit Before Tax</strong></td>
<td>2,935</td>
<td>2,602</td>
<td>12.8%</td>
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<tr>
<td>PBT %</td>
<td>14.5%</td>
<td>16.5%</td>
<td>-198 Bps</td>
</tr>
<tr>
<td>Provision for Tax</td>
<td>750</td>
<td>638</td>
<td>17.7%</td>
</tr>
<tr>
<td>Minority Interest</td>
<td>52</td>
<td>(8)</td>
<td>-748.7%</td>
</tr>
<tr>
<td><strong>Profit After Tax (after Minority Int.)</strong></td>
<td>2,132</td>
<td>1,972</td>
<td>8.1%</td>
</tr>
<tr>
<td>PAT%</td>
<td>10.5%</td>
<td>12.5%</td>
<td>-196 Bps</td>
</tr>
<tr>
<td><strong>EPS - INR</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Basic</td>
<td>35.53</td>
<td>33.21</td>
<td>7.0%</td>
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</tbody>
</table>

- Steady QoQ growth through out the year
- Lower operating margins vs LY mainly due to lower margins from GIS and lower revenues from Insurance business in UK
- Lower net margins due to:
  - Higher depreciation on account of full year impact of Greater Noida facility
  - Lower other income due to lower gain on revaluation of foreign currency assets and liabilities
  - Higher tax due to DTA and one time expenses in previous year
### Balance Sheet

<table>
<thead>
<tr>
<th>Particulars</th>
<th>As at Mar 31 2013</th>
<th>As at Dec 31 2012</th>
<th>As at Mar 31 2012</th>
<th>Particulars</th>
<th>As at Mar 31 2013</th>
<th>As at Dec 31 2012</th>
<th>As at Mar 31 2012</th>
</tr>
</thead>
<tbody>
<tr>
<td>Equity</td>
<td>602</td>
<td>602</td>
<td>596</td>
<td>Net Block</td>
<td>4,383</td>
<td>4,490</td>
<td>4,231</td>
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<tr>
<td>Reserves &amp; Surplus</td>
<td>10,339</td>
<td>10,387</td>
<td>8,505</td>
<td>Capital Work in Progress</td>
<td>277</td>
<td>79</td>
<td>2</td>
</tr>
<tr>
<td><strong>NET Worth</strong></td>
<td><strong>10,941</strong></td>
<td><strong>10,989</strong></td>
<td><strong>9,101</strong></td>
<td><strong>Current Assets</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Borrowings</td>
<td>92</td>
<td>92</td>
<td>506</td>
<td>Cash and Cash Equivalent</td>
<td>3,325</td>
<td>2,856</td>
<td>2,871</td>
</tr>
<tr>
<td>Minority Interest</td>
<td>173</td>
<td>160</td>
<td>123</td>
<td>Debtors</td>
<td>4,538</td>
<td>4,290</td>
<td>3,492</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Other Current Assets</td>
<td>2,743</td>
<td>2,407</td>
<td>2,459</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Current Liabilities</td>
<td>(4,182)</td>
<td>(3,094)</td>
<td>(3,533)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
<td>Defferred Tax Assets</td>
<td>122</td>
<td>213</td>
<td>207</td>
</tr>
<tr>
<td></td>
<td><strong>11,206</strong></td>
<td><strong>11,241</strong></td>
<td><strong>9,730</strong></td>
<td></td>
<td><strong>11,206</strong></td>
<td><strong>11,241</strong></td>
<td><strong>9,730</strong></td>
</tr>
</tbody>
</table>

- Reserves and Surplus up 1834 Mn (Profit up by INR 2132 Mn, Hedge reserve up INR 150 Mn, CTR up INR 74 Mn and Share premium up INR 74 Mn, Dividend & Dividend tax – INR 599 Mn)
- Borrowings at INR 92 Mn
- Cash and Bank Balances up by INR 454 Mn YoY
- DSO – 82 (LY – 81)
- Capex during the year – INR 980 Mn including GNIDA spend of INR 336 Mn
**Geography Mix**

**FY'13**
- All round growth in every geography

**Q4 FY'13**
- Continuing momentum in Americas
- Decline in EMEA and APAC
- Strong growth in India
**Vertical Mix**

**FY'13**
- All round growth in every industry segment of focus

**Q4 FY'13**
- Growth in BFSI and Manufacturing
- Decline in TTL due to go-live of large projects
- Strong growth in Govt segment

**FY'12**
- BFSI 37%
- Transportation 37%
- Mfg & Dist. 7%
- Govt. 6%
- Others 13%

**FY'13**
- BFSI 32%
- Transportation 40%
- Mfg & Dist. 7%
- Govt. 8%
- Others 13%

**Q4 FY'13**
- BFSI 31%
- Transportation 37%
- Mfg & Dist. 6%
- Govt. 11%
- Others 15%
Service Mix

FY13
- Growth in ADM (28%) & MS (21%)
- Decline in IP based revenue due to lower revenues in NITL

Q4FY13
- All round growth in all service lines
Order Intake

- 5 new customers added during the quarter (Travel – 2; Govt – 2, Manuf - 1)
- $110 Mn order intake in the quarter leading to $252 Mn of firm business executable over next 12 months
- Geographical breakdown of order intake – US (42 Mn), EMEA (30 Mn), ROW (38 Mn)
Top Client Mix

Top 5 accounts grow by 37%, each account exceeds $20 Mn
People Resources

People Data

<table>
<thead>
<tr>
<th></th>
<th>Mar'12</th>
<th>Jun'12</th>
<th>Sep'12</th>
<th>Dec'12</th>
<th>Mar'13</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Additions</td>
<td>Mar'12 384</td>
<td>Jun'12 82</td>
<td>Sep'12 173</td>
<td>Dec'12 265</td>
<td>Mar'13 276</td>
</tr>
<tr>
<td>Attrition%</td>
<td>12.08%</td>
<td>12.36%</td>
<td>12.67%</td>
<td>12.51%</td>
<td>12.21%</td>
</tr>
<tr>
<td>Utilization</td>
<td>79.00%</td>
<td>78.54%</td>
<td>79.80%</td>
<td>78.44%</td>
<td>78.24%</td>
</tr>
</tbody>
</table>
Thank You