

NIIT Technologies Limited
Quarterly Consolidated Income Statement



March 31, 2012

Particulars	INR Mn.				
	Q4FY12	Q3FY12	QoQ%	Q4FY11	YoY%
Gross Revenues	4,435	4,330	2.4%	3,157	40.5%
Direct Cost	2,824	2,736	3.2%	1,897	48.9%
Gross Profit	1,611	1,594	1.1%	1,260	27.9%
GM%	36.3%	36.8%	-47 Bps	39.9%	-359 Bps
Selling / General And Administration	867	814	6.5%	613	41.4%
SG&A to Revenue %	19.5%	18.8%	75 Bps	19.4%	13 Bps
Operating Profit	745	780	-4.5%	648	15.0%
OM%	16.8%	18.0%	-122 Bps	20.5%	-372 Bps
Depreciation and Amortization	111	92	20.5%	92	21.0%
Other Income (net)	(46)	174	-126.6%	21	-324.5%
Profit Before Tax	588	863	-31.9%	577	1.9%
PBT %	13.2%	19.9%	-667 Bps	18.3%	-502 Bps
Provision for Tax	111	224	-50.6%	66	66.7%
Minority Interest	15	(2)	-969.2%	10	40.6%
Profit After Tax (after Minority Int.)	462	640	-27.8%	500	-7.5%
PAT%	10.4%	14.8%	-436 Bps	15.8%	-541 Bps
EPS - INR					
Basic	7.76	10.77	-27.9%	8.49	-8.5%

NIIT Technologies Limited
Annual Consolidated Income Statement



March 31, 2012

	INR Mn.		
Particulars	FY 12	FY 11	YoY%
Gross Revenues	15,765	12,323	27.9%
Direct Cost	9,877	7,768	27.2%
Gross Profit	5,888	4,555	29.3%
GM%	37.4%	37.0%	39 Bps
Selling / General And Administration	3,204	2,151	48.9%
SG&A to Revenue %	20.3%	17.5%	287 Bps
Operating Profit	2,684	2,404	11.7%
OM%	17.0%	19.5%	-248 Bps
Depreciation and Amortization	364	315	15.9%
Other Income (net)	282	88	220.3%
Profit Before Tax	2,602	2,177	19.5%
PBT %	16.5%	17.7%	-117 Bps
Provision for Tax	638	323	97.4%
Minority Interest	(8)	32	-125.0%
Profit After Tax (after Minority Int.)	1,972	1,822	8.2%
PAT%	12.5%	14.8%	-228 Bps
EPS - INR			
Basic	33.21	30.91	7.4%

NIIT Technologies Limited
Consolidated Balance Sheet

March 31, 2012



INR Mn.

Particulars	As at Mar 31 2012	As at Dec 31 2011	As at Mar 31 2011	Particulars	As at Mar 31 2012	As at Dec 31 2011	As at Mar 31 2011
Equity	596	594	593	Net Block	4,231	3,931	1,893
Reserves & Surplus	8,505	8,482	6,885	Capital Work in Progress	2	233	1,437
Share Application Money	-	16	-	Current Assets			
ESO Outstanding	-	4	-	Cash and Cash Equivalent	2,871	2,083	1,637
NET Worth	9,101	9,096	7,478	Debtors	3,492	3,689	2,871
Borrowings	506	599	110	Other Current Assets	2,459	2,532	2,157
Minority Interest	123	121	43	Current Liabilities	(3,533)	(2,865)	(2,508)
	9,730	9,816	7,631	Defferred Tax Assets	207	213	143
					9,730	9,816	7,631

March 31, 2012

Revenue Growth - Reported

INR Mn.	Q4 FY 12	Q3 FY 12	Q4 FY 11	FY 12	FY 11
Revenue	4,435	4,330	3,157	15,765	12,323
QoQ % Growth	2.4%	16.7%	5.0%		
Hedge Gain/(Loss)	(56.6)	(85.5)	55.9	(131.0)	(281.8)

Vertical Split

INR Mn.	Q4 FY 12	Q3 FY 12	Q4 FY 11	FY 12	FY 11
Banking and Financial Services	13%	13%	15%	14%	14%
Insurance	21%	23%	25%	23%	23%
Transport	39%	38%	33%	37%	29%
Manufacturing	6%	7%	7%	7%	8%
Government	7%	5%	9%	6%	18%
Others	14%	14%	11%	13%	8%

Practice Split

%	Q4 FY 12	Q3 FY 12	Q4 FY 11	FY 12	FY 11
Application Development & Management	61%	62%	58%	62%	53%
IP Assets	11%	13%	15%	13%	12%
Managed Services	13%	12%	12%	13%	12%
SI & PI **	9%	7%	11%	7%	19%
Business Process Outsourcing	6%	6%	4%	5%	4%

Geography

INR Mn.	Q4 FY 12	Q3 FY 12	Q4 FY 11	FY 12	FY 11
Americas	37%	37%	34%	37%	31%
EMEA	37%	39%	35%	38%	32%
Asia Pacific	13%	13%	15%	13%	13%
India	13%	11%	16%	12%	24%

Revenue Mix

%	Q4 FY 12	Q3 FY 12	Q4 FY 11	FY 12	FY 11
ONSITE	63%	63%	59%	62%	58%
OFFSHORE	37%	37%	41%	38%	42%
Total	100%	100%	100%	100%	100%

Order Book

\$ Million	Q4 FY 12	Q3 FY 12	Q4 FY 11
Fresh Order Intake	92	75	116
USA	35	17	52
EMEA	17	56	31
ROW	40	2	33
Executable Order Book over Next 12 Months	243	245	169

Client Data

No.	Q4 FY 12	Q3 FY 12	Q4 FY 11	FY 12	FY 11
Repeat Business %	82%	83%	90%	86%	78%
New client Addition:					
USA	2	1	-	8	4
EMEA	-	1	1	4	4
APAC	1	2	1	5	2
India	1	-	2	5	4
Total	4	4	4	22	14

** System Integration and Package Implementation

March 31, 2012

DAYS	Q4 FY 12	Q3 FY 12	Q4 FY 11
DSO	81	93	85

Revenue Concentration

%	Q4 FY 12	Q3 FY 12	Q4 FY 11	FY 12	FY 11
Top 5	30%	29%	30%	30%	36%
Top 10	43%	44%	46%	45%	52%

Client Size

Nos	Q4 FY 12	Q3 FY 12	Q4 FY 11
Between 1 to 5 Million	46	43	33
Between 5 to 10 Million	8	6	5
Above 10 Millin	7	7	5
	61	56	43

People Numbers (By Role)

IT Services Nos	Q4 FY 12	Q3 FY 12	Q4 FY 11
Billable Personnel			
Onsite	1,592	1,545	1,199
Offshore	5,113	4,805	4,072
Total	6,705	6,350	5,271
Sales and Marketing (Excl GIS)	146	146	143
Sales and Marketing (GIS)	47	45	40
Others	464	437	352
Grand Total	7,362	6,978	5,806

Utilization/Attrition (Excl BPO)

%	Q4 FY 12	Q3 FY 12	Q4 FY 11
Utilization	79%	80.2%	83.6%
Attrition Rate	12.1%	12.5%	17.5%

Rupee Dollar Rate

	Q4 FY 12	Q3 FY 12	Q4 FY 11	FY 12	FY 11
Period Closing Rate	50.87	53.06	44.40	50.87	44.40
Period Average Rate	50.17	50.72	45.30	47.92	45.64

Revenue by Project type

%	Q4 FY 12	Q3 FY 12	Q4 FY 11	FY 12	FY 11
FPP	41%	39%	37%	39%	38%
T&M	59%	61%	63%	61%	62%

Shareholding Pattern

%	Q4 FY 12	Q3 FY 12	Q4 FY 11
FIIIs	24%	23%	23%
Promoters Holding	39%	39%	39%
MFs/ FIs and Banks	13%	12%	10%
NRIs/ OCBs	1%	1%	1%
Others	23%	24%	26%