

NIIT Tech acquires Proyecta Sistemas: Post-acquisition analyst/investor briefing

16 August 2011



Industry leading growth in FY 11

- 35% growth in revenue
- PAT up 44%

Superior Customer satisfaction

- Ranked No. 3 amongst all Global IT Outsourcers
- Consistently improving rankings
- No. 1 in Travel Survey

Growth momentum in FY12

- Two transformational deals in Europe and US
- 9% QoQ growth in Travel & Transportation
- 8% QoQ growth in BFSI

Sharp focus on Industry Segments

- Travel & Transport (35%)
- BFSI (41%)

Balanced Geographic Mix

- N America (37%)
- EMEA (37%)



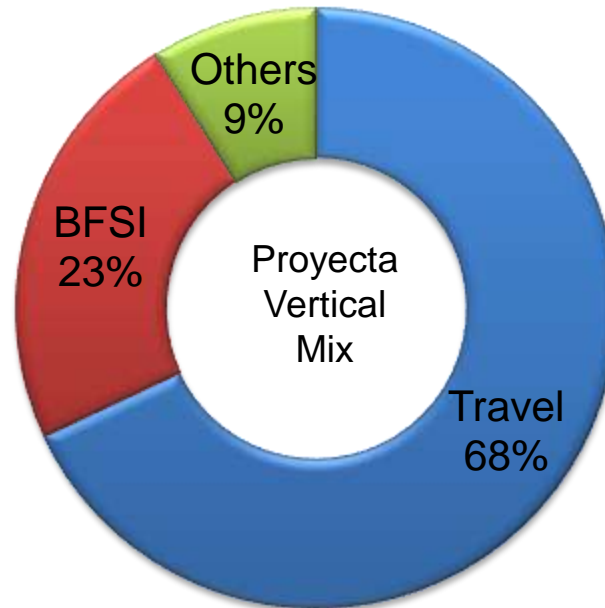
Spain

- Among the top 5 EU economies
 - GDP USD 1.4 Trillion (Source: The World Bank)
- Sixth largest market for IT outsourcing in Europe
 - Euro 8Bn in 2010 (Source:CBI Market Survey)
- Economy challenged, however 2.7% growth in ICT in 2011 (Source: European IT Observatory)
 - IT Deployment to
 - Improve productivity
 - Reduce costs
 - Increase loyalty
 - Increase customer base



Company Background

- Founded in 2002
- Based in Madrid, Spain (>\$10M revenue)
- Marquee customer engagements in Travel & BFS space
- Profitable operations (~10% EBIDTA)
- Over 100 people
- Expertise in CRM, Business Intelligence, Revenue/Yield Management, Web Apps, Mobility



Serving industry leaders in each segment



Structure

- NIIT Technologies takes on 100% ownership of Proyecta Sistemas
- Operate as a fully owned subsidiary of NIIT Technologies, UK
- Management team to continue and manage day-to-day operations

Financial

- Enterprise Value less than 0.7 times revenue
- 80% paid up front and balance as earn out
- EPS accretive transaction



Strategy Component	Impact
 Vertical presence	<ul style="list-style-type: none">• Intensify expertise in the Travel and BFS verticals• Serve industry leaders in each segment
 Geographic Spread	<ul style="list-style-type: none">• Expansion of European footprint• Gateway to Latin American markets

- Q1 – Transformational Managed Services engagement with Eurostar in Travel domain
- Q2 – Integrated IT & BPO transformational engagement with Morris in US. Set up near shore capability
- Now – Expanding footprint in Europe and strengthening vertical presence

Thank You

