

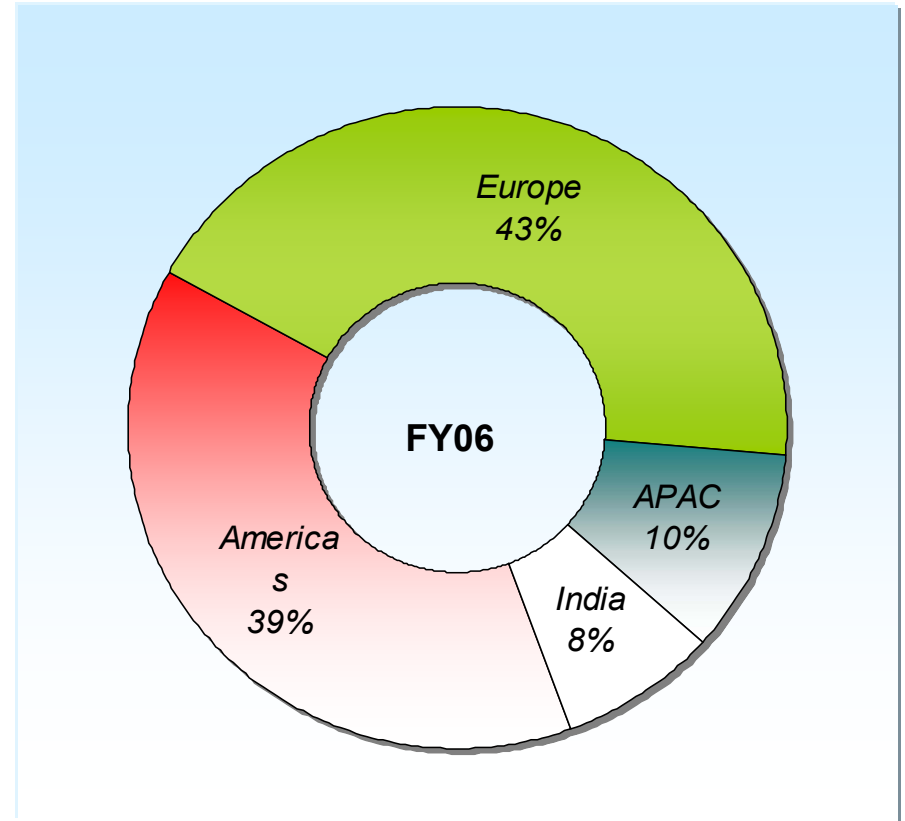
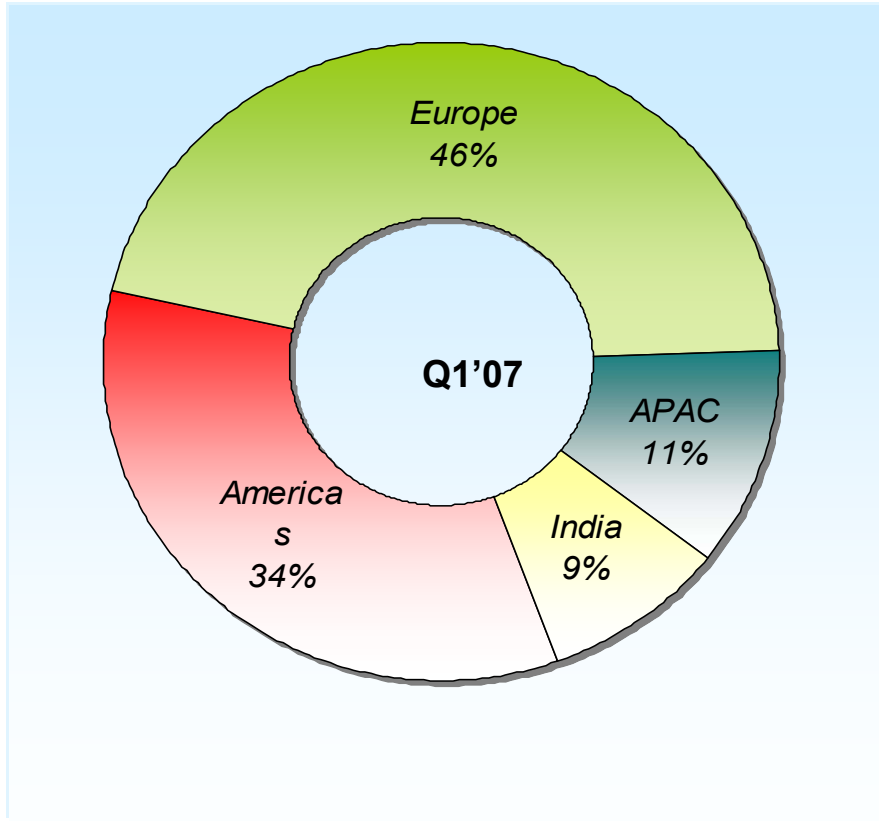
**NIIT Technologies**  
**Financial Results Analysis**  
**Quarter 1, 2007**

- Highlights
  - For the Quarter
- Financial Statements
  - Income Statement
- Business Analysis
  - Revenue Cuts
  - Order Book
  - Top clients
  - People Resources
- Shareholding Pattern

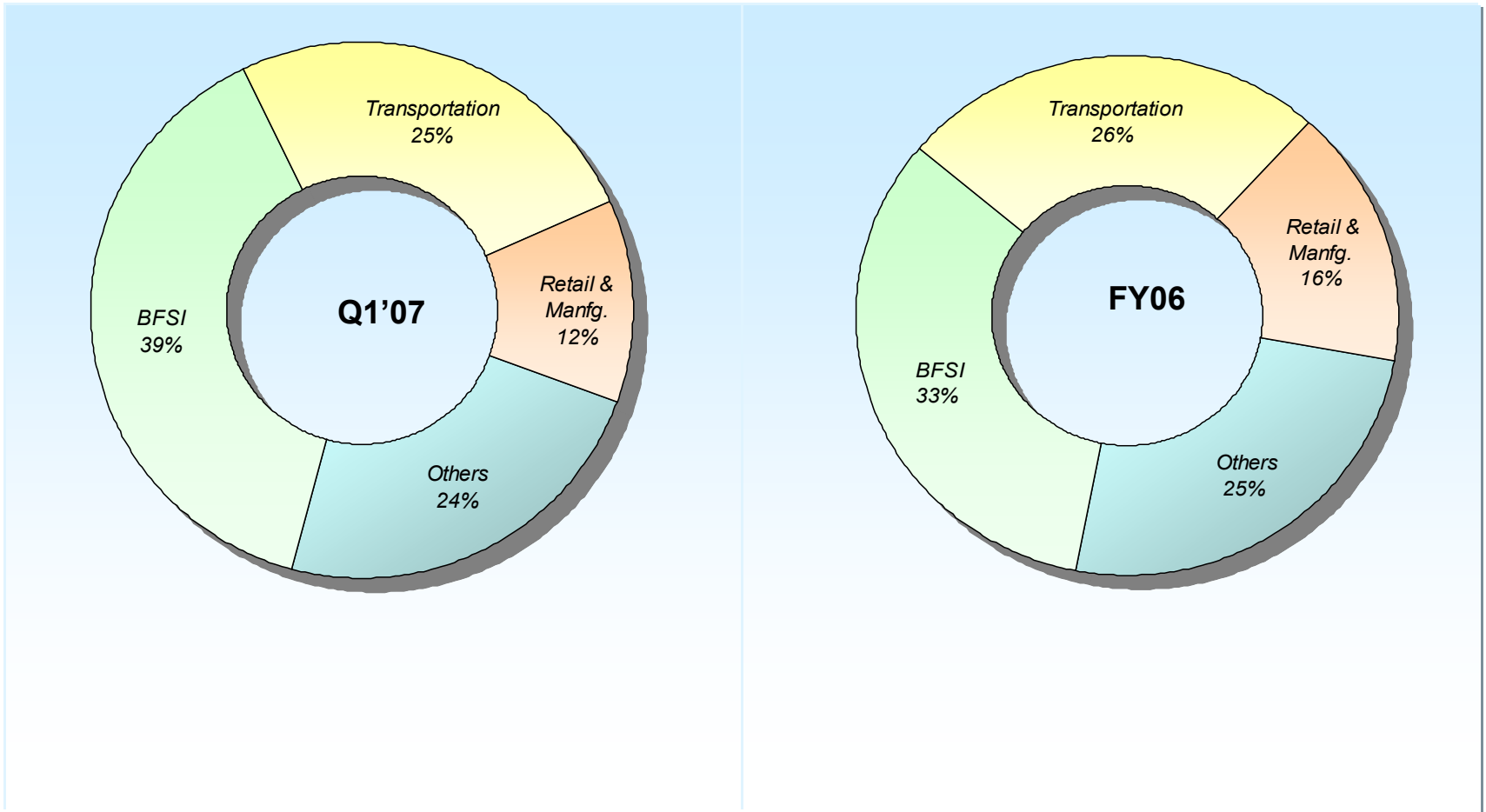
- Consolidated Revenues at Rs 1910mn
  - Up 15% QoQ, 40% YoY
- Operating profits at Rs 363Mn
  - Up 9% QoQ, 41% YoY
  - Margins at 19%
  - Capacity utilization 75.9%, 76.6% last quarter
- Net Profits at Rs218Mn
  - Up 13% QoQ, 56% YoY
  - Margins at 11%
  - EPS accretive at Rs 5.64
- Acquisition of controlling stake in Room Solutions, UK
- Fresh order intake of \$38mn
- Focus verticals contribute 76% to revenues
- Good Wins in Travel & Transportation

(Rs Mn)	Q1'06	Q4'06	Q1'07	YoY (%)	QoQ (%)
<b>Revenues</b>	<b>1365</b>	<b>1662</b>	<b>1910</b>	<b>40</b>	<b>15</b>
Operating Expenses	1108	1330	1547	40	16
<b>Operating Profit</b>	<b>257</b>	<b>332</b>	<b>363</b>	<b>41</b>	<b>9</b>
OPM (%)	19	20	19		
Depreciation	93	110	120		
Other Income (net of interest)	-1	11	35		
Tax	22	36	45		
<b>PAT after Minority Interest</b>	<b>140</b>	<b>192</b>	<b>218</b>	<b>56</b>	<b>13</b>
Net Margins (%)	10	12	11		
<b>EPS</b>	<b>3.6</b>	<b>4.98</b>	<b>5.64</b>		

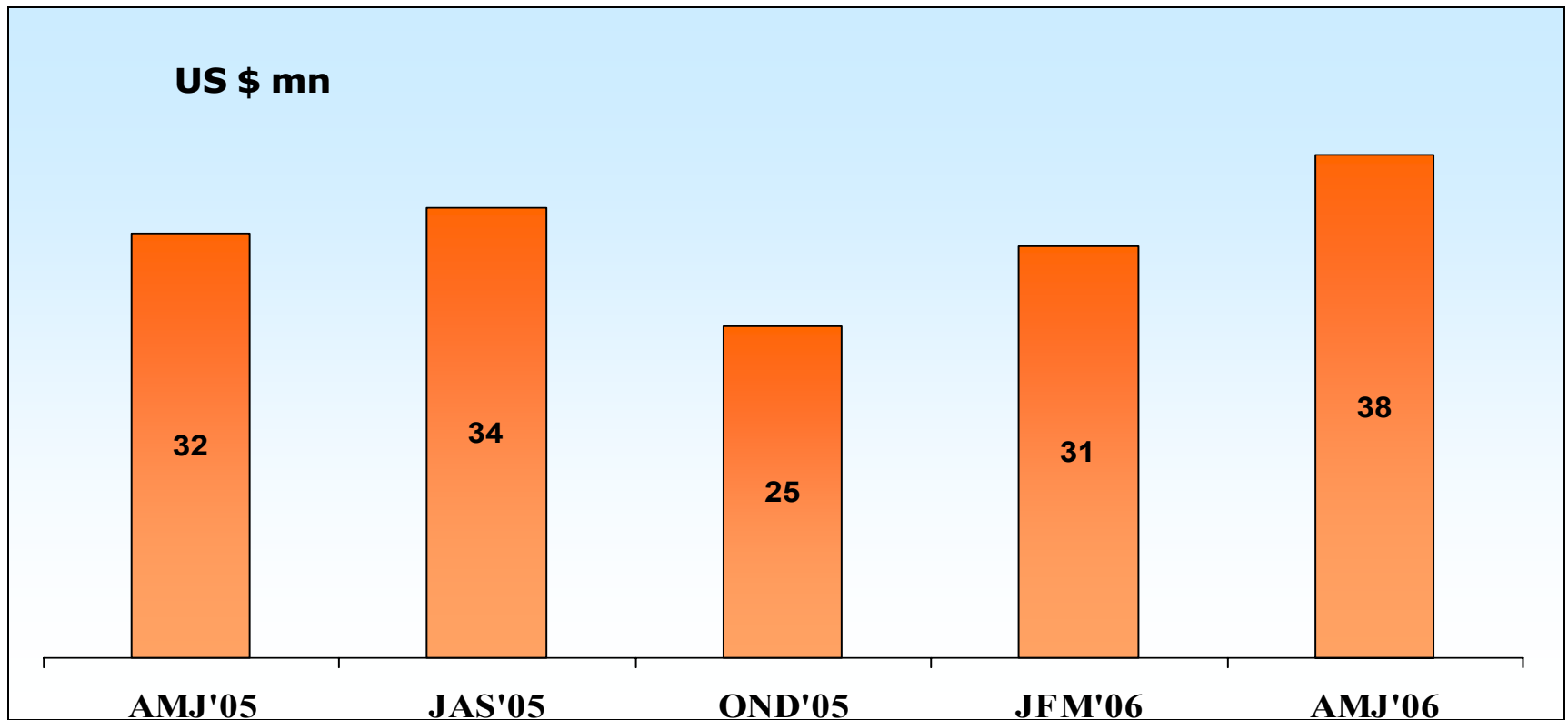
- DSOs at 67 days; 72 days LQ
- Loans down to Rs268mn
- Cash & cash equivalents Rs 1325mn



•Europe increases contribution to 46%

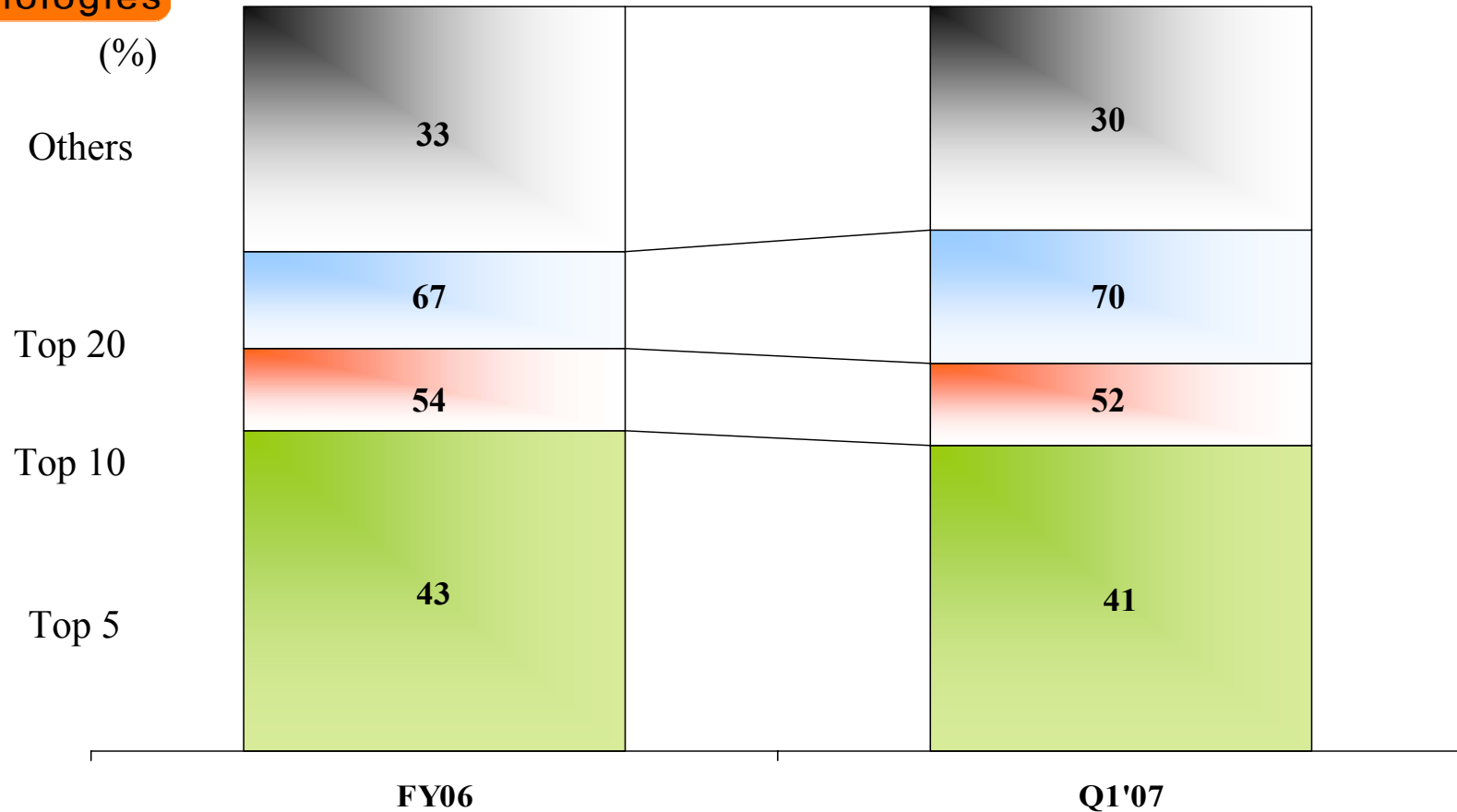


The focus verticals contribute 76% revenues



- 4 new significant customers added for the quarter (3 Transportation, 1 Retail)
- \$ 38Mn intake in the quarter leading to \$90mn of firm business executable over next 12 months

## Top Client Mix



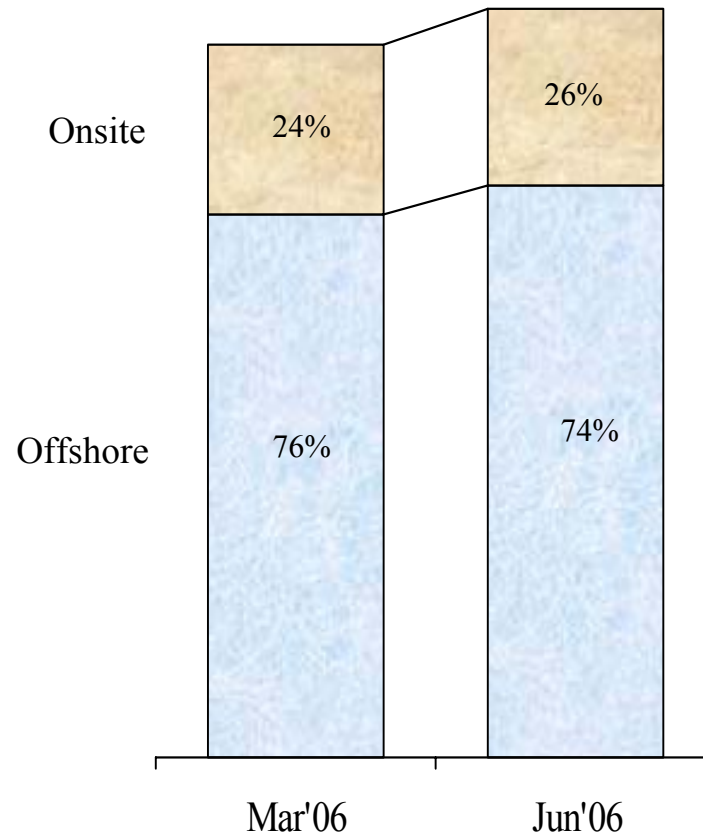
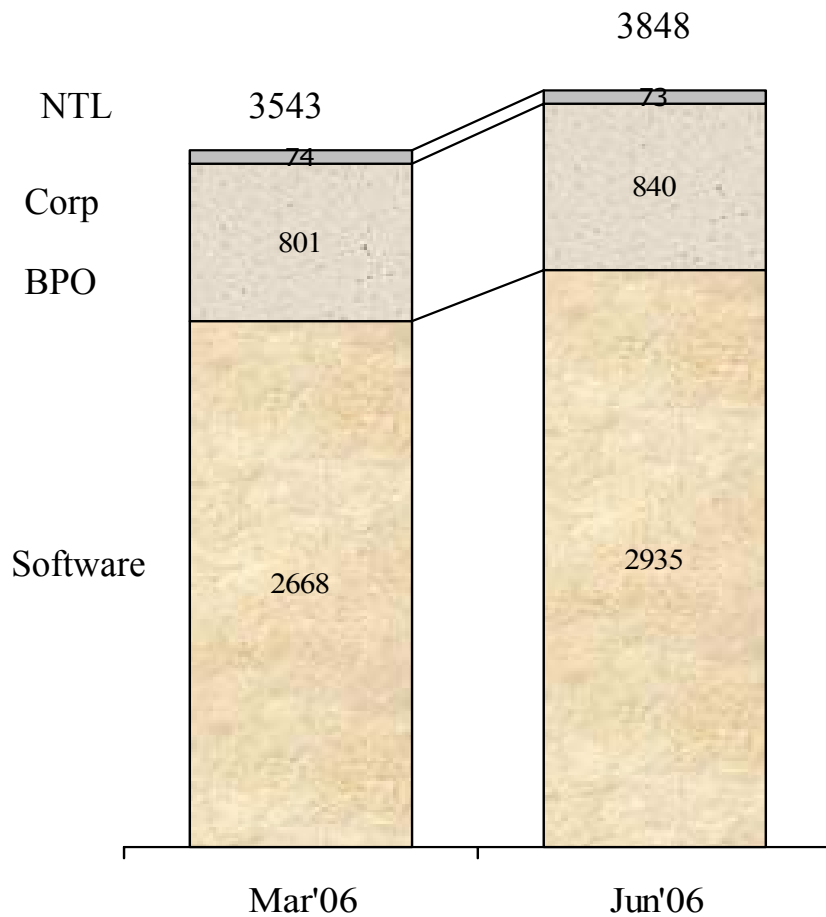
Relationships strong

- Top 5 clients at 41% contribution, grow 32% YoY
- Top 10 at 52% depict 33% YoY growth



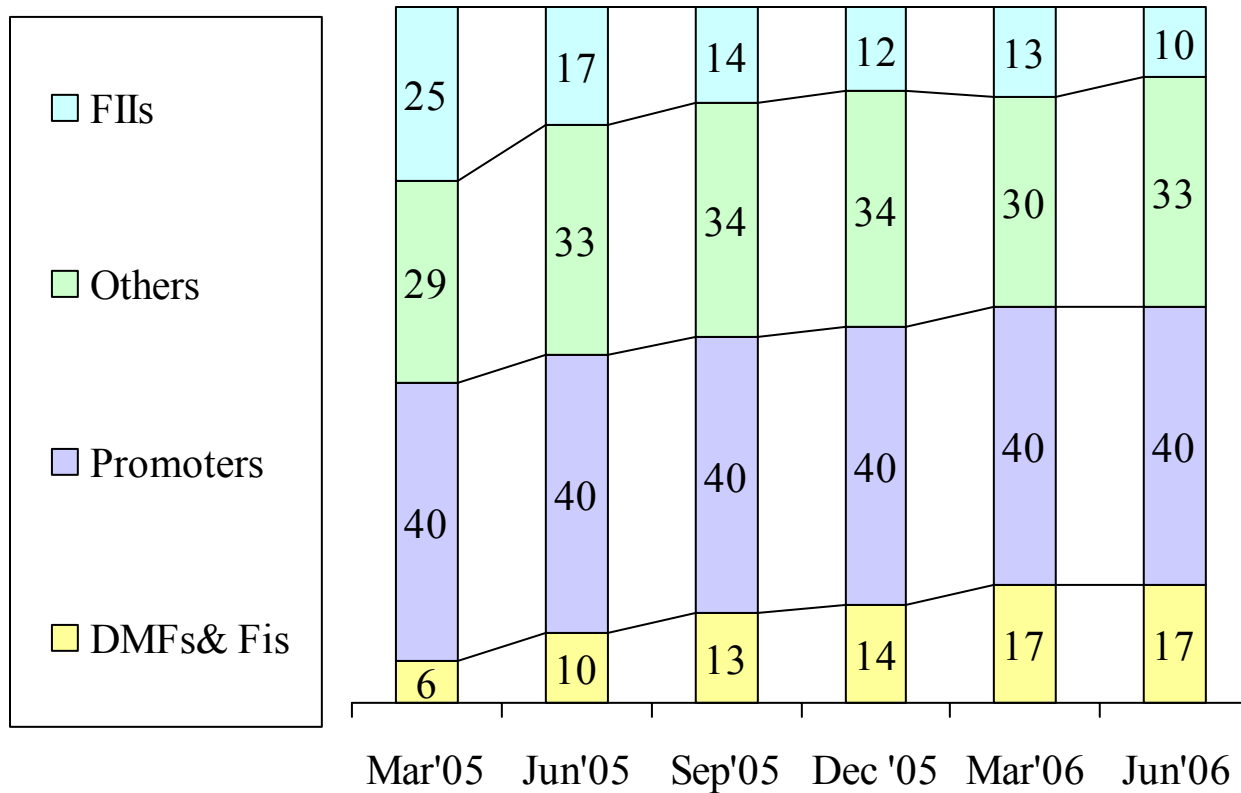
## Segmental Mix

## On-Offshore Mix



Net addition of 305 people in the quarter  
 IT Solutions adds 266 in Q1 '07, BPO adds 39

# Shareholding Pattern



Proportion of Domestic Institutions stake increasing steadily

**Thank You**