

NIIT Technologies Limited



Consolidated Profit and Loss Account
For The Period ended December 31, 2010
(All figures in Rs. Million except %age)

Particulars	OND'09	JAS'10	OND'10
Revenue	2,301	3,246	3,006
Other Income	-15	17	27
Operating Expenses	1,794	2,653	2,383
Operating Profit	507	593	622
Operating Margin	22.0%	18.3%	20.7%
Depreciation	89	72	71
Profit Before Tax	403	538	578
Provision for Taxation - Current & Deferred	48	97	90
Net Profit	355	441	488
Minority Share of Net Profit	2	6	10
PAT attributable to equity shareholders after minority interest	353	435	478
EPS (Rs.)	6.01	7.40	8.09

Previous period figures may have been recast for comparison purposes

The figures in the above statement may not agree arithmetically as they have been rounded off to the nearest million

NIIT Technologies Limited



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A. Consolidated Revenue Analysis (Excluding BSF Bought out)

Revenue Mix Geo wise	OND'09	JAS'10	OND'10
Americas	34%	36%	35%
EMEA	42%	35%	35%
APAC	15%	13%	14%
India	9%	16%	16%
Total	100%	100%	100%

Revenue Mix Vertical wise	OND'09	JAS'10	OND'10
BFSI	44%	42%	41%
Transportation	34%	31%	32%
Mfg. / Dist.	9%	10%	9%
Govt.	3%	9%	10%
Others	10%	8%	8%

Revenue Mix Off:On	OND'09	JAS'10	OND'10
Offshore	43%	41%	43%
Onsite	57%	59%	57%

Revenues from Top Clients	OND'09	JAS'10	OND'10
Top 5	33%	31%	30%
Top 10	50%	48%	46%
Top 20	65%	64%	61%

B. Order Analysis

Significant New Customers	OND'09	JAS'10	OND'10
USA	1	1	2
EMEA	1	2	1
ROW	2	-	1
Total	4	3	4

Fresh Order Intake (US \$ Million)	OND'09	JAS'10	OND'10
USA	34	10	14
EMEA	17	21	21
ROW	7	29	14
Total	57	60	50

Executable Order Book (US \$ Million)	OND'09	JAS'10	OND'10
Over next twelve Months	106	141	137

C.

	OND'09	JAS'10	OND'10
Revenue Capacity Utilisation	84%	83%	84%

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For The Period ended December 31, 2010

D. People

	Dec'09	Sep'10	Dec'10
Total Resource	4114	4994	5358
Direct People Mix			
	Dec'09	Sep'10	Dec'10
Onsite	23%	22%	22%
Offshore	77%	78%	78%

E. Shareholding Pattern

	Dec'09	Sep'10	Dec'10
FII's	15%	21%	23%
Promoters Holding	40%	40%	39%
MFs/ FIs and Banks	10%	9%	10%
Others	35%	30%	28%