

NIIT Technologies Limited
Quarterly Consolidated Income Statement

December 31, 2013



| Particulars | INR Mn. | | | | |
|---|--------------|--------------|----------------|--------------|----------------|
| | Q3FY14 | Q2FY14 | QoQ% | Q3FY13 | YoY% |
| Gross Revenues | 5,873 | 5,873 | 0.0% | 5,144 | 14.2% |
| Direct Cost | 3,758 | 3,893 | -3.5% | 3,383 | 11.1% |
| Gross Profit | 2,115 | 1,980 | 6.8% | 1,761 | 20.1% |
| GM% | 36.0% | 33.7% | 230 Bps | 34.2% | 179 Bps |
| Selling / General And Administration | 1,158 | 1,094 | 5.9% | 948 | 22.2% |
| SG&A to Revenue % | 19.7% | 18.6% | 110 Bps | 18.4% | 129 Bps |
| Operating Profit | 957 | 886 | 8.0% | 812 | 17.8% |
| OM% | 16.3% | 15.1% | 120 Bps | 15.8% | 50 Bps |
| Depreciation and Amortization | 160 | 155 | 3.1% | 142 | 12.5% |
| Other Income (net) | (70) | 182 | -138.5% | 126 | -155.6% |
| Profit Before Tax | 727 | 913 | -20.4% | 796 | -8.7% |
| PBT % | 12.4% | 15.5% | -317 Bps | 15.5% | -310 Bps |
| Provision for Tax | 182 | 269 | -32.4% | 230 | -21.0% |
| Minority Interest | 14 | 20 | -27.6% | 6 | 141.5% |
| Profit After Tax (after Minority Int.) | 531 | 624 | -15.0% | 560 | -5.3% |
| PAT% | 9.0% | 10.6% | -159 Bps | 10.9% | -185 Bps |
| EPS - INR | | | | | |
| Basic | 8.79 | 10.33 | -15.0% | 9.31 | -5.6% |

NIIT Technologies Limited
Consolidated Balance Sheet

December 31, 2013



INR Mn.

| Particulars | 31-Dec-13 | 30-Sep-13 | 31-Dec-12 | Particulars | 31-Dec-13 | 30-Sep-13 | 31-Dec-12 |
|--------------------|---------------|---------------|---------------|--------------------------|---------------|---------------|---------------|
| Equity | 606 | 604 | 602 | Net Block | 4,607 | 4,690 | 4,490 |
| Reserves & Surplus | 12,495 | 11,797 | 10,387 | Capital Work in Progress | 816 | 436 | 79 |
| NET Worth | 13,101 | 12,401 | 10,989 | Current Assets | | | |
| Borrowings | 281 | 281 | 92 | Cash and Cash Equivalent | 2,484 | 2,120 | 2,856 |
| Minority Interest | 194 | 197 | 160 | Debtors | 5,916 | 5,987 | 4,290 |
| | | | | Other Current Assets | 3,399 | 3,269 | 2,407 |
| | | | | Current Liabilities | (3,849) | (3,897) | (3,094) |
| | | | | Defferred Tax Assets | 203 | 274 | 213 |
| | 13,576 | 12,879 | 11,241 | | 13,576 | 12,879 | 11,241 |

December 31, 2013

Revenue Growth - Reported

| INR Mn. | Q3 FY 14 | Q2 FY 14 | Q3 FY 13 |
|-------------------|----------|----------|----------|
| Revenue | 5,873 | 5,873 | 5,144 |
| QoQ % Growth | 0.0% | 8.4% | 2.9% |
| Hedge Gain/(Loss) | (83.1) | (109.4) | (22.5) |

Other Income

| INR Mn. | Q3 FY 14 | Q2 FY 14 | Q3 FY 13 |
|-----------------------------|-------------|------------|------------|
| Income on mutual Funds | 2 | 23 | 20 |
| Net Finance/Interest Income | 1 | 2 | 3 |
| Other Non Operating Income | 6 | 2 | - |
| Difference in Exchange * | (79) | 155 | 103 |
| Other Income (net) | (70) | 182 | 126 |

* Includes gain/loss on revaluation of foreign currency current assets and liabilities

Vertical Split

| INR Mn. | Q3 FY 14 | Q2 FY 14 | Q3 FY 13 |
|--------------------------------|----------|----------|----------|
| Banking and Financial Services | 17% | 14% | 12% |
| Insurance | 18% | 19% | 19% |
| Transport | 38% | 37% | 42% |
| Manufacturing | 7% | 6% | 6% |
| Government | 6% | 10% | 8% |
| Others | 14% | 14% | 13% |

Practice Split

| % | Q3 FY 14 | Q2 FY 14 | Q3 FY 13 |
|--------------------------------------|----------|----------|----------|
| Application Development & Management | 66% | 62% | 63% |
| IP Assets | 8% | 9% | 9% |
| Managed Services | 13% | 12% | 12% |
| SI & PI** | 7% | 12% | 10% |
| Non Linear BPO | 3% | 3% | 0% |
| BPO | 3% | 2% | 6% |

** System Integration and Package Implementation

Geography

| INR Mn. | Q3 FY 14 | Q2 FY 14 | Q3 FY 13 |
|----------|----------|----------|----------|
| Americas | 44% | 41% | 37% |
| EMEA | 38% | 36% | 40% |
| ROW | 18% | 23% | 23% |

Revenue Mix

| % | Q3 FY 14 | Q2 FY 14 | Q3 FY 13 |
|--------------|-------------|-------------|-------------|
| ONSITE | 65% | 65% | 63% |
| OFFSHORE | 35% | 35% | 37% |
| Total | 100% | 100% | 100% |

Order Book

| \$ Million | Q3 FY 14 | Q2 FY 14 | Q3 FY 13 |
|--|------------|------------|------------|
| Fresh Order Intake | 377 | 84 | 83 |
| USA | 320 | 16 | 31 |
| EMEA | 43 | 51 | 34 |
| ROW | 14 | 17 | 18 |
| Executable Order Book over Next 12 Months | 265 | 248 | 242 |

Client Data

| No. | Q3 FY 14 | Q2 FY 14 | Q3 FY 13 |
|-----------------------------|----------|----------|----------|
| Repeat Business % | 92% | 89% | 92% |
| New client Addition: | | | |
| USA | 1 | - | - |
| EMEA | - | 3 | 1 |
| APAC | 1 | - | 2 |
| India | 2 | - | 1 |
| Total | 4 | 3 | 4 |

December 31, 2013

| DAYS | Q3 FY 14 | Q2 FY 14 | Q3 FY 13 |
|------|----------|----------|----------|
| DSO | 96 | 100 | 76 |

Revenue Concentration

| % | Q3 FY 14 | Q2 FY 14 | Q3 FY 13 |
|--------|----------|----------|----------|
| Top 5 | 37% | 36% | 34% |
| Top 10 | 49% | 49% | 48% |

Client Size

| Nos | Q3 FY 14 | Q2 FY 14 | Q3 FY 13 |
|-------------------------|-----------|-----------|-----------|
| Between 1 to 5 Million | 48 | 48 | 48 |
| Between 5 to 10 Million | 11 | 11 | 11 |
| Above 10 Millin | 8 | 8 | 9 |
| Total | 67 | 67 | 68 |

People Numbers (By Role)

| Nos | Q3 FY 14 | Q2 FY 14 | Q3 FY 13 |
|--------------------------------|--------------|--------------|--------------|
| Billable Personnel | | | |
| Onsite | 1,862 | 1,784 | 1,735 |
| Offshore | 5,636 | 5,590 | 5,512 |
| Total | 7,498 | 7,374 | 7,247 |
| Sales and Marketing (Excl GIS) | 141 | 140 | 147 |
| Sales and Marketing (GIS) | 48 | 43 | 48 |
| Others | 473 | 460 | 440 |
| Grand Total | 8,160 | 8,017 | 7,882 |

Utilization/Attrition (Excl BPO)

| % | Q3 FY 14 | Q2 FY 14 | Q3 FY 13 |
|----------------|----------|----------|----------|
| Utilization | 78.4% | 80.3% | 78.4% |
| Attrition Rate | 13.4% | 12.4% | 12.5% |

Rupee Dollar Rate

| | Q3 FY 14 | Q2 FY 14 | Q3 FY 13 |
|---------------------|----------|----------|----------|
| Period Closing Rate | 61.86 | 62.65 | 54.27 |
| Period Average Rate | 61.97 | 61.50 | 53.70 |

Hedge Position

| | Q3 FY 14 | Q2 FY 14 | Q3 FY 13 |
|------|----------|----------|----------|
| USD | 45.42 | 42.52 | 47.90 |
| GBP | 11.25 | 7.71 | 8.55 |
| EURO | 4.50 | 3.60 | 4.50 |

Average Rates for Outstanding Hedges as on:

| | Q3 FY 14 | Q2 FY 14 | Q3 FY 13 |
|------|----------|----------|----------|
| USD | 62.72 | 59.67 | 56.71 |
| GBP | 100.72 | 93.00 | 90.35 |
| EURO | 84.05 | 77.30 | 72.13 |

Revenue by Project type

| % | Q3 FY 14 | Q2 FY 14 | Q3 FY 13 |
|-----|----------|----------|----------|
| FPP | 42% | 42% | 42% |
| T&M | 58% | 58% | 58% |

Shareholding Pattern

| % | Q3 FY 14 | Q2 FY 14 | Q3 FY 13 |
|--------------------|----------|----------|----------|
| FII's | 32% | 29% | 27% |
| Promoters Holding | 31% | 31% | 31% |
| MFs/ FIs and Banks | 17% | 20% | 18% |
| NRIs/ OCBs | 1% | 1% | 1% |
| Others | 19% | 19% | 23% |