# NIIT Technologies Limited Quarterly Consolidated Income Statement





INR Mn.

Particulars	Q2FY14	Q1FY14	QoQ%	Q2FY13	YoY%
Gross Revenues	5,873	5,419	8.4%	5,001	17.4%
Direct Cost	3,893	3,669	6.1%	3,203	21.6%
Gross Profit	1,980	1,750	13.1%	1,798	10.1%
GM%	33.7%	32.3%	142 Bps	36.0%	-224 Bps
Selling / General And Administration	1,094	968	13.1%	950	15.2%
SG&A to Revenue %	18.6%	17.9%	78 Bps	19.0%	-37 Bps
Operating Profit	886	782	13.2%	848	4.4%
OM%	15.1%	14.4%	65 Bps	17.0%	-188 Bps
Depreciation and Amortization	155	148	4.7%	138	12.2%
Other Income (net)	182	206	-11.6%	(115)	-258.4%
Profit Before Tax	913	840	8.6%	595	53.4%
PBT %	15.5%	15.5%	4 Bps	11.9%	365 Bps
Provision for Tax	269	296	-9.1%	146	84.2%
Minority Interest	20	12	64.2%	18	11.7%
Profit After Tax (after Minority Int.)	624	532	17.3%	431	44.7%
PAT%	10.6%	9.8%	80 Bps	8.6%	200 Bps
EPS - INR					
Basic	10.33	8.82	17.1%	7.18	43.9%

# NIIT Technologies Limited Consolidated Balance Sheet

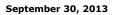
## September 30, 2013



## INR Mn.

Particulars	As at Sep 30 2013	As at Jun 30 2013	As at Sep 30 2012	Particulars	As at Sep 30 2013	As at Jun 30 2013	As at Sep 30 2012
Equity	604	604	601	Net Block	4,690	4,590	4,431
Reserves & Surplus	11,797	10,961	9,692	Capital Work in Progress	436	343	35
				Current Assets			
NET Worth	12,401	11,565	10,293	Cash and Cash Equivalent	2,120	2,479	2,320
				Debtors	5,987	5,822	4,079
Borrwings	281	89	307	Other Current Assets	3,269	2,863	2,633
Minority Interest	197	177	154	Current Liabilities	(3,897)	(4,490)	(2,936)
				Defferred Tax Assets	274	224	192
	12,879	11,831	10,754		12,879	11,831	10,754

## NIIT Technologies Limited Financial and Operational Metrics





Revenue - Reported

INR Mn.	Q2 FY 14	Q1 FY 14	Q2 FY 13
Revenue	5,873	5,419	5,001
QoQ % Growth	8.4%	0.9%	6.5%
Hedge Gain/(Loss)	(109.4)	18.1	(90.2)

#### Other Income

INR Mn.	Q2 FY 14	Q1 FY 14	Q2 FY 13
Income on mutual Funds	23	17	8
Net Finance/Interest Income	2	8	-
Other Non Operating Income	2	7	28
Difference in Exchange *	155	174	(151)
Other Income (net)	182	206	(115)

<sup>\*</sup> Includes gain/loss on revaluation of foreign currency current assets and liabilities

Vertical Split

vertical Split			
%	Q2 FY 14	Q1 FY 14	Q2 FY 13
Banking and Financial Services	14%	12%	13%
Insurance	19%	18%	20%
Transport	37%	36%	42%
Manufacturing	6%	7%	6%
Government	10%	13%	5%
Others	14%	14%	14%

Practice Split

62%		
620/-		
02%	60%	64%
12%	13%	10%
9%	9%	11%
12%	13%	9%
3%	2%	3%
2%	3%	3%
	9% 12% 3%	9% 9% 12% 13% 3% 2%

<sup>\*\*</sup> System Integration and Package Implementation

Geography

%	Q2 FY 14	Q1 FY 14	Q2 FY 13
Americas	41%	39%	38%
EMEA	36%	35%	39%
RoW	23%	26%	23%

## Revenue Mix

%	Q2 FY 14	Q1 FY 14	Q2 FY 13
ONSITE	65%	63%	63%
OFFSHORE	35%	37%	37%
Total	100%	100%	100%

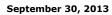
#### Order Book

\$ Mn	Q2 FY 14	Q1 FY 14	Q2 FY 13
Fresh Order Intake	84	145	93
USA	16	44	43
EMEA	51	26	33
ROW	17	75	17
Executable Order Book over Next 12			
Months	248	263	253

#### **Client Data**

No.	Q2 FY 14	Q1 FY 14	Q2 FY 13
Repeat Business %	89%	95%	89%
New client Addition:			
USA	-	1	1
EMEA	3	1	2
APAC	-	1	
India	-	2	
Total	3	5	3

## NIIT Technologies Limited Financial and Operational Metrics





DAYS	Q2 FY 14	Q1 FY 14	Q2 FY 13
DSO	100	98	75

### Revenue Concentration

%	02 FY 14	Q1 FY 14	02 FY 13
Top 5	36%	31%	32%
Top 10	49%	46%	47%

#### **Client Size**

Nos	Q2 FY 14	Q1 FY 14	Q2 FY 13
Between 1 to 5 Million	48	48	50
Between 5 to 10 Million	11	11	9
Above 10 Millin	8	9	9
	67	68	68

People Numbers (By Role)

Nos	Q2 FY 14	Q1 FY 14	Q2 FY 13
Billable Personnel			
Onsite	1,784	1,627	1,656
Offshore	5,590	5,935	5,314
Total	7,374	7,562	6,970
Sales and Marketing (Excl GIS)	140	143	144
Sales and Marketing (GIS)	43	45	49
Others	460	457	454
Grand Total	8,017	8,207	7,617

Utilization/Attrition (Excl BPO)

%	Q2 FY 14	Q1 FY 14	Q2 FY 13
Utilization	80.3%	77.3%	79.8%
Attrition Rate	12.4%	12.4%	12.7%

Rupee Dollar Rate

	Q2 FY 14	Q1 FY 14	Q2 FY 13
Period Closing Rate	62.65	59.53	52.85
Period Average Rate	61.50	55.16	55.58

## **Hedge Position**

	Q2 FY 14	Q1 FY 14	Q2 FY 13
USD	42.52	48.15	48.39
GBP	7.71	8.55	8.55
Euro	3.60	4.50	4.50

Avgerage Rates for Outstanding Hedges as on:

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	Q2 FY 14	Q1 FY 14	Q2 FY 13
USD	59.67	57.85	55.69
GBP	93.00	90.95	88.25
Furo	77.30	75.90	72.13

Revenue by Project type

%	Q2 FY 14	Q1 FY 14	Q2 FY 13
FPP	42%	42%	42%
T&M	58%	58%	58%

Shareholding Pattern

Shareholding Fattern			
%	Q2 FY 14	Q1 FY 14	Q2 FY 13
FIIs	29%	29%	27%
Promoters Holding	31%	31%	31%
MFs/ FIs and Banks	20%	20%	17%
NRIs/ OCBs	1%	1%	1%
Others	19%	19%	24%