

NIIT Technologies Limited



Consolidated Profit and Loss Account
For The Period ended December 31, 2011
(All figures in Rs. Million except %age)

Particulars	OND'10	JAS'11	OND'11
Revenue	3,006	3,711	4,330
Other Income	27	115	174
Operating Expenses	2,383	3,161	3,550
Operating Profit	622	550	780
<i>Operating Margin</i>	20.7%	14.8%	18.0%
Depreciation	71	83	92
Profit Before Tax	578	582	863
Provision for Taxation - Current & Deferred	90	151	224
Net Profit	488	430	638
Minority Share of Net Profit	10	(27)	(2)
PAT attributable to equity shareholders after minority interest	478	458	640
EPS (Rs.)	8.09	7.71	10.77

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

NIIT Technologies Limited



For The Period ended December 31, 2011

A. Consolidated Revenue Analysis

Revenue Mix Geo wise	OND'10	JAS'11	OND'11
Americas	35%	37%	37%
EMEA	35%	38%	39%
APAC	14%	13%	13%
India	16%	12%	11%
Total	100%	100%	100%

Revenue Mix Vertical wise	OND'10	JAS'11	OND'11
BFSI	41%	39%	36%
Transportation	32%	36%	38%
Mfg. / Dist.	9%	8%	7%
Others	18%	17%	19%

Revenue Mix Off:On	OND'10	JAS'11	OND'11
Offshore	43%	38%	37%
Onsite	57%	62%	63%

Revenues from Top Clients	OND'10	JAS'11	OND'11
Top 5	30%	30%	29%
Top 10	46%	44%	44%
Top 20	61%	60%	58%

B. Order Analysis

Significant New Customers	OND'10	JAS'11	OND'11
USA	2	3	1
EMEA	1	1	1
ROW	1	3	2
Total	4	7	4

Fresh Order Intake (US \$ Million)	OND'10	JAS'11	OND'11
USA	14	100	17
EMEA	21	31	56
ROW	14	69	2
Total	50	200	75

Executable Order Book (US \$ Million)	OND'10	JAS'11	OND'11
Over next twelve Months	137	232	245

C.

	OND'10	JAS'11	OND'11
Capacity Utilisation	84%	82%	80%

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For The Period ended December 31, 2011

D. People

	OND'10	JAS'11	OND'11
Total Resources	5358	6733	6978
Direct People Mix			
	OND'10	JAS'11	OND'11
Onsite	22%	25%	24%
Offshore	78%	75%	76%

E. Shareholding Pattern

	OND'10	JAS'11	OND'11
FII's	23%	24%	24%
Promoters Holding	39%	39%	39%
MFs/ FIs and Banks	10%	12%	12%
Others	28%	25%	25%