<table>
<thead>
<tr>
<th>Particulars</th>
<th>Q3FY13</th>
<th>Q2FY13</th>
<th>QoQ%</th>
<th>Q3FY12</th>
<th>YoY%</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Gross Revenues</strong></td>
<td>5,144</td>
<td>5,001</td>
<td>2.9%</td>
<td>4,330</td>
<td>18.8%</td>
</tr>
<tr>
<td>Direct Cost</td>
<td>3,383</td>
<td>3,203</td>
<td>5.6%</td>
<td>2,736</td>
<td>23.6%</td>
</tr>
<tr>
<td><strong>Gross Profit</strong></td>
<td>1,761</td>
<td>1,798</td>
<td>-2.1%</td>
<td>1,594</td>
<td>10.5%</td>
</tr>
<tr>
<td><strong>GM%</strong></td>
<td>34.2%</td>
<td>36.0%</td>
<td>-173 Bps</td>
<td>36.8%</td>
<td>-258 Bps</td>
</tr>
<tr>
<td>Selling / General And Administration</td>
<td>948</td>
<td>950</td>
<td>-0.2%</td>
<td>814</td>
<td>16.5%</td>
</tr>
<tr>
<td><strong>SG&amp;A to Revenue %</strong></td>
<td>18.4%</td>
<td>19.0%</td>
<td>-56 Bps</td>
<td>18.8%</td>
<td>-36 Bps</td>
</tr>
<tr>
<td>Operating Profit</td>
<td>812</td>
<td>848</td>
<td>-4.2%</td>
<td>780</td>
<td>4.1%</td>
</tr>
<tr>
<td>OM%</td>
<td>15.8%</td>
<td>17.0%</td>
<td>-117 Bps</td>
<td>18.0%</td>
<td>-222 Bps</td>
</tr>
<tr>
<td>Depreciation and Amortization</td>
<td>142</td>
<td>138</td>
<td>2.6%</td>
<td>92</td>
<td>54.0%</td>
</tr>
<tr>
<td>Other Income (net)</td>
<td>126</td>
<td>(115)</td>
<td>-209.2%</td>
<td>174</td>
<td>-27.9%</td>
</tr>
<tr>
<td><strong>Profit Before Tax</strong></td>
<td>796</td>
<td>595</td>
<td>33.9%</td>
<td>862</td>
<td>-7.6%</td>
</tr>
<tr>
<td>PBT %</td>
<td>15.5%</td>
<td>11.9%</td>
<td>359 Bps</td>
<td>19.9%</td>
<td>-441 Bps</td>
</tr>
<tr>
<td>Provision for Tax</td>
<td>230</td>
<td>146</td>
<td>57.6%</td>
<td>224</td>
<td>2.6%</td>
</tr>
<tr>
<td>Minority Interest</td>
<td>6</td>
<td>18</td>
<td>-66.2%</td>
<td>(2)</td>
<td>-457.4%</td>
</tr>
<tr>
<td><strong>Profit After Tax (after Minority Int.)</strong></td>
<td><strong>560</strong></td>
<td><strong>431</strong></td>
<td><strong>30.0%</strong></td>
<td><strong>640</strong></td>
<td><strong>-12.5%</strong></td>
</tr>
<tr>
<td>PAT%</td>
<td>10.9%</td>
<td>8.6%</td>
<td>227 Bps</td>
<td>14.8%</td>
<td>-389 Bps</td>
</tr>
<tr>
<td><strong>EPS - INR</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Basic</td>
<td>9.31</td>
<td>7.18</td>
<td>29.7%</td>
<td>10.77</td>
<td>-13.5%</td>
</tr>
<tr>
<td>-----------------------</td>
<td>--------------</td>
<td>--------------</td>
<td>--------------</td>
<td>-----------------------</td>
<td>--------------</td>
</tr>
<tr>
<td>Equity</td>
<td>602</td>
<td>601</td>
<td>594</td>
<td>Net Block</td>
<td>4,490</td>
</tr>
<tr>
<td>Reserves &amp; Surplus</td>
<td>10,387</td>
<td>9,692</td>
<td>8,502</td>
<td>Capital Work in Progress</td>
<td>79</td>
</tr>
<tr>
<td><strong>NET Worth</strong></td>
<td><strong>10,989</strong></td>
<td><strong>10,293</strong></td>
<td><strong>9,096</strong></td>
<td><strong>Current Assets</strong></td>
<td></td>
</tr>
<tr>
<td>Debtors</td>
<td>2,856</td>
<td>2,320</td>
<td>2,083</td>
<td>Deffered Tax Assets</td>
<td>4,290</td>
</tr>
<tr>
<td>Other Current Assets</td>
<td>2,407</td>
<td>2,633</td>
<td>2,532</td>
<td>Current Liabilities</td>
<td>(3,094)</td>
</tr>
<tr>
<td>Minority Interest</td>
<td>160</td>
<td>154</td>
<td>121</td>
<td></td>
<td>213</td>
</tr>
<tr>
<td><strong>11,241</strong></td>
<td><strong>10,754</strong></td>
<td><strong>9,816</strong></td>
<td></td>
<td></td>
<td><strong>11,241</strong></td>
</tr>
</tbody>
</table>
**Revenue Growth - Reported**

<table>
<thead>
<tr>
<th>INR Mn.</th>
<th>Q3 FY 13</th>
<th>Q2 FY 13</th>
<th>Q3 FY 12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>5,144</td>
<td>5,001</td>
<td>4,330</td>
</tr>
<tr>
<td>QoQ % Growth</td>
<td>2.9%</td>
<td>6.5%</td>
<td>16.7%</td>
</tr>
<tr>
<td>Hedge Gain/(Loss)</td>
<td>(22.5)</td>
<td>(90.2)</td>
<td>(85.5)</td>
</tr>
</tbody>
</table>

**Other Income**

<table>
<thead>
<tr>
<th>INR Mn.</th>
<th>Q3 FY 13</th>
<th>Q2 FY 13</th>
<th>Q3 FY 12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Income on mutual Funds</td>
<td>20</td>
<td>8</td>
<td>3</td>
</tr>
<tr>
<td>Net Finance/Interest Income</td>
<td>3</td>
<td>(0)</td>
<td>(2)</td>
</tr>
<tr>
<td>Other Non Operating Income</td>
<td>0</td>
<td>28</td>
<td>9</td>
</tr>
<tr>
<td>Difference in Exchange *</td>
<td>103</td>
<td>(151)</td>
<td>164</td>
</tr>
</tbody>
</table>

**Other Income (net)** | 126 | (115) | 174 |

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

**Vertical Split**

<table>
<thead>
<tr>
<th>INR Mn.</th>
<th>Q3 FY 13</th>
<th>Q2 FY 13</th>
<th>Q3 FY 12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Banking and Financial Services</td>
<td>12%</td>
<td>13%</td>
<td>13%</td>
</tr>
<tr>
<td>Insurance</td>
<td>19%</td>
<td>20%</td>
<td>23%</td>
</tr>
<tr>
<td>Transport</td>
<td>42%</td>
<td>42%</td>
<td>38%</td>
</tr>
<tr>
<td>Manufacturing</td>
<td>6%</td>
<td>6%</td>
<td>7%</td>
</tr>
<tr>
<td>Government</td>
<td>8%</td>
<td>5%</td>
<td>5%</td>
</tr>
<tr>
<td>Others</td>
<td>13%</td>
<td>14%</td>
<td>14%</td>
</tr>
</tbody>
</table>

**Practice Split**

<table>
<thead>
<tr>
<th>%</th>
<th>Q3 FY 13</th>
<th>Q2 FY 13</th>
<th>Q3 FY 12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Application Development &amp; Management</td>
<td>63%</td>
<td>64%</td>
<td>62%</td>
</tr>
<tr>
<td>IP Assets</td>
<td>9%</td>
<td>10%</td>
<td>13%</td>
</tr>
<tr>
<td>Managed Services</td>
<td>12%</td>
<td>11%</td>
<td>12%</td>
</tr>
<tr>
<td>SI &amp; PI**</td>
<td>10%</td>
<td>9%</td>
<td>7%</td>
</tr>
<tr>
<td>Business Process Outsourcing</td>
<td>6%</td>
<td>6%</td>
<td>6%</td>
</tr>
</tbody>
</table>

* System Integration and Package Implementation

**Geography**

<table>
<thead>
<tr>
<th>INR Mn.</th>
<th>Q3 FY 13</th>
<th>Q2 FY 13</th>
<th>Q3 FY 12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Americas</td>
<td>37%</td>
<td>38%</td>
<td>37%</td>
</tr>
<tr>
<td>EMEA</td>
<td>40%</td>
<td>39%</td>
<td>39%</td>
</tr>
<tr>
<td>Asia Pacific</td>
<td>11%</td>
<td>13%</td>
<td>13%</td>
</tr>
<tr>
<td>India</td>
<td>12%</td>
<td>10%</td>
<td>11%</td>
</tr>
</tbody>
</table>

**Revenue Mix**

<table>
<thead>
<tr>
<th>%</th>
<th>Q3 FY 13</th>
<th>Q2 FY 13</th>
<th>Q3 FY 12</th>
</tr>
</thead>
<tbody>
<tr>
<td>ONSITE</td>
<td>63%</td>
<td>63%</td>
<td>63%</td>
</tr>
<tr>
<td>OFFSHORE</td>
<td>37%</td>
<td>37%</td>
<td>37%</td>
</tr>
<tr>
<td>Total</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
</tr>
</tbody>
</table>

**Order Book**

<table>
<thead>
<tr>
<th>$ Million</th>
<th>Q3 FY 13</th>
<th>Q2 FY 13</th>
<th>Q3 FY 12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fresh Order Intake</td>
<td>83</td>
<td>93</td>
<td>75</td>
</tr>
<tr>
<td>USA</td>
<td>31</td>
<td>43</td>
<td>17</td>
</tr>
<tr>
<td>EMEA</td>
<td>34</td>
<td>33</td>
<td>56</td>
</tr>
<tr>
<td>ROW</td>
<td>18</td>
<td>17</td>
<td>2</td>
</tr>
<tr>
<td>Executable Order Book over Next 12 Months</td>
<td>242</td>
<td>253</td>
<td>245</td>
</tr>
</tbody>
</table>

**Client Data**

<table>
<thead>
<tr>
<th>No.</th>
<th>Q3 FY 13</th>
<th>Q2 FY 13</th>
<th>Q3 FY 12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Repeat Business %</td>
<td>92%</td>
<td>89%</td>
<td>83%</td>
</tr>
<tr>
<td>New client Addition:</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>USA</td>
<td>-</td>
<td>1</td>
<td>1</td>
</tr>
<tr>
<td>EMEA</td>
<td>1</td>
<td>2</td>
<td>1</td>
</tr>
<tr>
<td>APAC</td>
<td>2</td>
<td>-</td>
<td>2</td>
</tr>
<tr>
<td>India</td>
<td>1</td>
<td>-</td>
<td>-</td>
</tr>
<tr>
<td>Total</td>
<td>4</td>
<td>3</td>
<td>4</td>
</tr>
</tbody>
</table>
NIIT Technologies Limited
Financial and Operational Metrics
December 31, 2012

<table>
<thead>
<tr>
<th>DAYS</th>
<th>Q3 FY 13</th>
<th>Q2 FY 13</th>
<th>Q3 FY 12</th>
</tr>
</thead>
<tbody>
<tr>
<td>DSO</td>
<td>76</td>
<td>75</td>
<td>93</td>
</tr>
</tbody>
</table>

Revenue Concentration

<table>
<thead>
<tr>
<th>%</th>
<th>Q3 FY 13</th>
<th>Q2 FY 13</th>
<th>Q3 FY 12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Top 5</td>
<td>34%</td>
<td>32%</td>
<td>29%</td>
</tr>
<tr>
<td>Top 10</td>
<td></td>
<td>47%</td>
<td>44%</td>
</tr>
</tbody>
</table>

Client Size

<table>
<thead>
<tr>
<th>Nos</th>
<th>Q3 FY 13</th>
<th>Q2 FY 13</th>
<th>Q3 FY 12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Between 1 to 5 Million</td>
<td>48</td>
<td>50</td>
<td>42</td>
</tr>
<tr>
<td>Between 5 to 10 Million</td>
<td>11</td>
<td>9</td>
<td>7</td>
</tr>
<tr>
<td>Above 10 Million</td>
<td>9</td>
<td>9</td>
<td>7</td>
</tr>
</tbody>
</table>

People Numbers (By Role)

<table>
<thead>
<tr>
<th>Nos</th>
<th>Q3 FY 13</th>
<th>Q2 FY 13</th>
<th>Q3 FY 12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Billable Personnel</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Onsite</td>
<td>1,735</td>
<td>1,656</td>
<td>1,545</td>
</tr>
<tr>
<td>Offshore</td>
<td>5,512</td>
<td>5,314</td>
<td>4,805</td>
</tr>
<tr>
<td>Total</td>
<td>7,247</td>
<td>6,970</td>
<td>6,350</td>
</tr>
<tr>
<td>Sales and Marketing (Excl GIS)</td>
<td>147</td>
<td>144</td>
<td>143</td>
</tr>
<tr>
<td>Sales and Marketing (GIS)</td>
<td>48</td>
<td>49</td>
<td>48</td>
</tr>
<tr>
<td>Others</td>
<td>440</td>
<td>454</td>
<td>437</td>
</tr>
<tr>
<td>Grand Total</td>
<td>7,882</td>
<td>7,617</td>
<td>6,978</td>
</tr>
</tbody>
</table>

Utilization/Attrition (Excl BPO)

<table>
<thead>
<tr>
<th>%</th>
<th>Q3 FY 13</th>
<th>Q2 FY 13</th>
<th>Q3 FY 12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Utilization</td>
<td>78.4%</td>
<td>79.8%</td>
<td>80.2%</td>
</tr>
<tr>
<td>Attrition Rate</td>
<td>12.5%</td>
<td>12.7%</td>
<td>12.5%</td>
</tr>
</tbody>
</table>

Rupee Dollar Rate

<table>
<thead>
<tr>
<th>Q3 FY 13</th>
<th>Q2 FY 13</th>
<th>Q3 FY 12</th>
</tr>
</thead>
<tbody>
<tr>
<td>Period Closing Rate</td>
<td>54.27</td>
<td>52.85</td>
</tr>
<tr>
<td>Period Average Rate</td>
<td>53.70</td>
<td>55.58</td>
</tr>
</tbody>
</table>

Revenue by Project type

<table>
<thead>
<tr>
<th>%</th>
<th>Q3 FY 13</th>
<th>Q2 FY 13</th>
<th>Q3 FY 12</th>
</tr>
</thead>
<tbody>
<tr>
<td>FPP</td>
<td>42%</td>
<td>42%</td>
<td>40%</td>
</tr>
<tr>
<td>T&amp;M</td>
<td>58%</td>
<td>58%</td>
<td>60%</td>
</tr>
</tbody>
</table>

Shareholding Pattern

<table>
<thead>
<tr>
<th>%</th>
<th>Q3 FY 13</th>
<th>Q2 FY 13</th>
<th>Q3 FY 12</th>
</tr>
</thead>
<tbody>
<tr>
<td>FIIs</td>
<td>27%</td>
<td>27%</td>
<td>24%</td>
</tr>
<tr>
<td>Promoters Holding</td>
<td>31%</td>
<td>31%</td>
<td>39%</td>
</tr>
<tr>
<td>MFs/ FIs and Banks</td>
<td>18%</td>
<td>17%</td>
<td>12%</td>
</tr>
<tr>
<td>NRIs/ OCBs</td>
<td>1%</td>
<td>1%</td>
<td>1%</td>
</tr>
<tr>
<td>Others</td>
<td>23%</td>
<td>24%</td>
<td>24%</td>
</tr>
</tbody>
</table>