

## NIIT Technologies Limited



Consolidated Profit and Loss Account  
For The Period ended June 30, 2011  
(All figures in Rs. Million except %age)

Particulars	AMJ'10	JFM'11	AMJ'11
Revenue	2,914	3,157	3,288
Other Income	24	21	39
Operating Expenses	2,373	2,510	2,680
Operating Profit	541	648	608
<i>Operating Margin</i>	18.6%	20.5%	18.5%
Depreciation	80	92	78
Profit Before Tax	485	577	569
Provision for Taxation - Current & Deferred	70	66	151
Net Profit	414	510	418
Minority Share of Net Profit	6	10	6
PAT attributable to equity shareholders after minority interest	408	500	412
EPS (Rs.)	6.94	8.49	6.95

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



For The Period ended June 30, 2011

## A. Consolidated Revenue Analysis ( Excluding BSF Bought out)

Revenue Mix Geo wise	AMJ'10	JFM'11	AMJ'11
Americas	36%	35%	37%
EMEA	35%	35%	37%
APAC	13%	15%	15%
India	16%	15%	11%
Total	100%	100%	100%

Revenue Mix Vertical wise	AMJ'10	JFM'11	AMJ'11
BFSI	42%	40%	41%
Transportation	30%	34%	35%
Mfg. / Dist.	10%	7%	8%
Others	18%	19%	15%

Revenue Mix Off:On	AMJ'10	JFM'11	AMJ'11
Offshore	42%	41%	39%
Onsite	58%	59%	61%

Revenues from Top Clients	AMJ'10	JFM'11	AMJ'11
Top 5	31%	31%	33%
Top 10	49%	45%	47%
Top 20	64%	62%	61%

## B. Order Analysis

Significant New Customers	AMJ'10	JFM'11	AMJ'11
USA	1	-	2
EMEA	-	1	2
ROW	2	3	3
Total	3	4	7

Fresh Order Intake (US \$ Million)	AMJ'10	JFM'11	AMJ'11
USA	11	52	14
EMEA	17	31	47
ROW	12	33	25
Total	40	116	86

Executable Order Book (US \$ Million)	AMJ'10	JFM'11	AMJ'11
Over next twelve Months	149	169	200

## C.

	AMJ'10	JFM'11	AMJ'11
Revenue Capacity Utilisation	82%	84%	80%

## NIIT Technologies Limited



For The Period ended June 30, 2011

### D. People

	AMJ'10	JFM'11	AMJ'11
Total Resource	4585	5806	6265
<b>Direct People Mix</b>			
	AMJ'10	JFM'11	AMJ'11
Onsite	24%	23%	22%
Offshore	76%	77%	78%

### E. Shareholding Pattern

	AMJ'10	JFM'11	AMJ'11
FII's	20%	23%	23%
Promoters Holding	40%	39%	39%
MFs/ FIs and Banks	10%	10%	10%
Others	31%	28%	28%