

NIIT Technologies Limited



Consolidated Profit and Loss Account
For The Period ended September 30, 2010
(All figures in Rs. Million except %age)

Particulars	JAS'09	AMJ'10	JAS'10
Revenue	2,263	2,914	3,246
Other Income	15	24	17
Operating Expenses	1,804	2,373	2,653
Operating Profit	458	541	593
Operating Margin	20.3%	18.6%	18.3%
Depreciation	90	80	72
Profit Before Tax	384	485	538
Provision for Taxation - Current & Deferred	62	70	97
Net Profit	322	414	441
Minority Share of Net Profit	1	6	6
PAT attributable to equity shareholders after minority interest	321	408	435
EPS (Rs.)	5.47	6.94	7.40

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



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A. Consolidated Revenue Analysis (Excluding BSF Bought out)

Revenue Mix Geo wise	JAS'09	AMJ'10	JAS'10
Americas	33%	36%	36%
EMEA	46%	35%	35%
APAC	11%	13%	13%
India	10%	16%	16%
Total	100%	100%	100%

Revenue Mix Vertical wise	JAS'09	AMJ'10	JAS'10
BFSI	44%	42%	42%
Transportation	30%	30%	31%
Mfg. / Dist.	12%	10%	10%
Govt.	3%	9%	9%
Others	11%	9%	8%

Revenue Mix Off:On	JAS'09	AMJ'10	JAS'10
Offshore	43%	42%	41%
Onsite	57%	58%	59%

Revenues from Top Clients	JAS'09	AMJ'10	JAS'10
Top 5	33%	31%	31%
Top 10	45%	49%	48%
Top 20	60%	64%	64%

B. Order Analysis

Significant New Customers	JAS'09	AMJ'10	JAS'10
USA	1	1	1
EMEA	1	-	2
ROW	1	2	-
Total	3	3	3

Fresh Order Intake (US \$ Million)	JAS'09	AMJ'10	JAS'10
USA	18	11	10
EMEA	16	16	21
ROW	17	13	29
Total	51	40	60

Executable Order Book (US \$ Million)	JAS'09	AMJ'10	JAS'10
Over next twelve Months	105	149	141

C.

	JAS'09	AMJ'10	JAS'10
Revenue Capacity Utilisation	82%	82%	83%

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For The Period ended September 30, 2010

D. People

	Sep'09	Jun'10	Sep'10
Total Resource	3917	4585	4994
Direct People Mix			
	Sep'09	Jun'10	Sep'10
Onsite	24%	24%	22%
Offshore	76%	76%	78%

E. Shareholding Pattern

	Sep'09	Jun'10	Sep'10
FIs	12%	20%	21%
Promoters Holding	40%	40%	40%
MFs/ FIs and Banks	8%	10%	9%
Others	40%	30%	30%