

Continuing Business(Excl. GIS Business)

June 30, 2019

Particulars (INR Mn)	INR Mn.								
	Q1FY20 (Reported)	Q1FY20 (Adjusted)	Q4FY19 (Reported)	Q4FY19 (Adjusted)	QoQ% (Reported)	QoQ% (Adjusted)	Q1FY19	YoY% (Reported)	YoY% (Adjusted)
Gross Revenues	9,597	9,597	9,319	9,319	3.0%	3.0%	8,005	19.9%	19.9%
Direct Costs	6,348	6,348	6,110	6,087	3.9%	4.3%	5,301	19.7%	19.7%
Gross Profit	3,249	3,249	3,209	3,233	1.2%	0.5%	2,704	20.2%	20.2%
GM%	33.9%	33.9%	34.4%	34.7%	-58 Bps	-83 Bps	33.8%	8 Bps	8 Bps
Selling / General And Administration	1,843	1,608	1,624	1,591	13.5%	1.1%	1,417	30.0%	13.4%
SG&A to Revenue %	19.2%	16.8%	17.4%	17.1%	178 Bps	-32 Bps	17.7%	150 Bps	-95 Bps
EBITDA	1,406	1,641	1,585	1,642	-11.3%	0.0%	1,286	9.3%	27.6%
EBITDA%	14.7%	17.1%	17.0%	17.6%	-236 Bps	-51 Bps	16.1%	-142 Bps	103 Bps
Depreciation and Amortization	401	401	298	298	34.4%	34.4%	307	30.6%	30.6%
Other Income (net)	171	75	45	45	274.9%	63.9%	206	-17.3%	-63.8%
Profit Before Tax (Before exceptional items)	1,176	1,315	1,332	1,389	-11.8%	-5.3%	1,185	-0.8%	10.9%
PBT % (Before exceptional items)	12.3%	13.7%	14.3%	14.9%	-205 Bps	-120 Bps	14.8%	-256 Bps	-111 Bps
Exceptional items	(57)	-	56	-	-201.8%	NA	-	NA	NA
Profit Before Tax	1,233	1,315	1,276	1,389	-3.4%	-5.3%	1,185	4.0%	10.9%
PBT %	12.8%	13.7%	13.7%	14.9%	-85 Bps	-120 Bps	14.8%	-196 Bps	-111 Bps
Provision for Tax	318	269	223	243	42.6%	10.9%	300	6.0%	-10.4%
Minority Interest	24	24	34	34	-28.5%	-28.5%	45	-46.2%	-46.2%
Profit After Tax (after Minority Int.)	890	1,021	1,020	1,112	-12.7%	-8.2%	840	6.0%	21.6%
PAT%	9.3%	10.6%	10.9%	11.9%	-166 Bps	-129 Bps	10.5%	-122 Bps	15 Bps
EPS - INR									
Basic	14.4	16.5	16.6	18.1	-13.0%	-8.5%	13.7	5.3%	20.8%

NIIT Technologies Limited
Consolidated Profit and Loss Statement

June 30, 2019



INR Mn.

Particulars (INR Mn)	Q1FY20 (Reported)	Q1FY20 (Adjusted)	Q4FY19 (Reported)	Q4FY19 (Adjusted)	QoQ% (Reported)	QoQ% (Adjusted)	Q1FY19	YoY% (Reported)	YoY% (Adjusted)
Gross Revenues	9,627	9,627	9,722	9,722	-1.0%	-1.0%	8,249	16.7%	16.7%
Direct Cost	6,374	6,374	6,293	6,270	1.3%	1.7%	5,437	17.2%	17.2%
Gross Profit	3,253	3,253	3,428	3,452	-5.1%	-5.8%	2,811	15.7%	15.7%
GM%	33.8%	33.8%	35.3%	35.5%	-148 Bps	-172 Bps	34.1%	-30 Bps	-30 Bps
Selling / General And Administration	1,864	1,629	1,722	1,689	8.3%	-3.6%	1,505	23.9%	8.3%
SG&A to Revenue %	19.4%	16.9%	17.7%	17.4%	165 Bps	-45 Bps	18.2%	112 Bps	-132 Bps
EBITDA	1,388	1,623	1,706	1,763	-18.6%	-7.9%	1,306	6.3%	24.3%
EBITDA%	14.4%	16.9%	17.6%	18.1%	-313 Bps	-127 Bps	15.8%	-142 Bps	103 Bps
Depreciation and Amortization	401	401	303	303	32.3%	32.3%	312	28.5%	28.5%
Other Income (net)	172	76	47	47	261.6%	59.4%	209	-17.9%	-63.8%
Profit Before Tax (Before exceptional items)	1,159	1,298	1,451	1,507	-20.1%	-13.9%	1,203	-3.7%	7.9%
PBT % (Before exceptional items)	12.0%	13.5%	14.9%	15.5%	-288 Bps	-202 Bps	14.6%	-255 Bps	-110 Bps
Exceptional items	(57)	-	56	-	-201.8%	NA	-	NA	NA
Profit Before Tax	1,216	1,298	1,395	1,507	-12.8%	-13.9%	1,203	1.1%	7.9%
PBT %	12.6%	13.5%	14.3%	15.5%	-171 Bps	-202 Bps	14.6%	-196 Bps	-110 Bps
Provision for Tax	318	269	296	320	7.6%	-15.7%	300	6.2%	-10.1%
Minority Interest	22	22	44	44	-49.7%	-49.7%	46	-51.4%	-51.4%
Profit After Tax (after Minority Int.)	876	1,006	1,055	1,143	-17.0%	-12.0%	858	2.0%	17.3%
PAT%	9.1%	10.5%	10.8%	11.8%	-175 Bps	-130 Bps	10.4%	-131 Bps	5 Bps
EPS - INR									
Basic	14.2	16.3	17.1	18.6	-17.0%	-12.0%	14.0	1.9%	17.1%

June 30, 2019



INR Mn.

Particulars	As at June 30 2019	As at Mar 31 2019	As at June 30 2018	Particulars	As at June 30 2019	As at Mar 31 2019	As at June 30 2018
Equity	618	618	615	Fixed Assets	5,088	4,223	4,420
Reserves & Surplus	20,897	20,105	17,568	Capital Work in Progress	50	14	23
NET Worth	21,515	20,723	18,183	Intangible Assets	6,863	3,996	4,362
Borrowings	123	134	208	Current Assets			
Deferred Tax Liability	679	395	444	Cash and Cash Equivalent	7,296	9,758	6,849
Minority Interest	-	75	192	Debtors	7,041	6,189	6,363
				Other Current Assets	3,131	3,428	2,490
				Current Liabilities	(6,456)	(5,453)	(4,967)
				Future Acquisition Liability	(1,902)	(1,954)	(1,778)
				Deferred Tax Assets	1,206	1,126	1,264
	22,317	21,327	19,027		22,317	21,327	19,027

Revenue

INR Mn	Q1FY20	Q4FY19	Q1FY19
Revenue - Continuing Business	9,597	9,319	8,005
Revenue - Reported	9,627	9,722	8,249
Hedge Gain/(Loss)	63	(22)	(36)

Other Income

INR Mn.	Q1FY20	Q4FY19	Q1FY19
Income on mutual Funds / Net Interest Inco	183	90	127
Difference in Exchange *	(11)	(43)	83
Other Income (net)	172	47	210

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

Vertical Split

%	Q1FY20	Q4FY19	Q1FY19
Banking and Financial Services	16%	16%	17%
Insurance	29%	28%	29%
Transport	28%	27%	27%
Others	27%	29%	28%

Practice Split

%	Q1FY20	Q4FY19	Q1FY19
Application Development & Management	72%	70%	68%
IP Assets	6%	5%	7%
Managed Services	17%	17%	19%
SI & PI **	1%	4%	3%
BPO	4%	4%	3%

Geography

%	Q1FY20	Q4FY19	Q1FY19
Americas	49%	49%	50%
EMEA	35%	33%	32%
ROW	16%	18%	18%

Revenue Mix

%	Q1FY20	Q4FY19	Q1FY19
ONSITE	66%	66%	64%
OFFSHORE	34%	34%	36%
Total	100%	100%	100%

Order Book

\$ Mn	Q1FY20	Q4FY19	Q1FY19
Fresh Order Intake	175	170	151
USA	100	94	69
EMEA	58	45	56
ROW	17	31	26
Executable Order Book over Next 12 Months	395	390	347

Client Data

No.	Q1FY20	Q4FY19	Q1FY19
Repeat Business %	96%	88%	96%
New client Addition:			
USA	5	6	5
EMEA	3	-	3
APAC	3	5	1
India	-	-	-
Total	11	11	9

** System Integration and Package Implementation

DAYS	Q1FY20	Q4FY19	Q1FY19
DSO	67	62	75

Revenue Concentration

%	Q1FY20	Q4FY19	Q1FY19
Top 5	27%	29%	27%
Top 10	39%	41%	36%

Client Size

Nos	Q1FY20	Q4FY19	Q1FY19
Between 1 to 5 Million	66	66	63
Between 5 to 10 Million	17	16	14
Above 10 Million	8	8	7
Total	91	90	84

People Numbers (By Role)

Nos	Q1FY20	Q4FY19	Q1FY19
Billable Personnel			
Onsite	2,429	2,345	2,217
Offshore	7,063	7,018	6,684
Total	9,492	9,363	8,901
Sales and Marketing (Excl GIS)	141	122	131
Sales and Marketing (GIS)*	-	89	90
Others	664	689	642
Grand Total	10,297	10,263	9,764

Utilization/Attrition (Excl BPO)

%	Q1FY20	Q4FY19	Q1FY19
Utilization	80.5%	79.3%	80.1%
Attrition Rate	12.9%	12.2%	10.1%

Rupee Dollar Rate

	Q1FY20	Q4FY19	Q1FY19
Period Closing Rate	68.95	69.28	68.47
Period Average Rate	69.50	70.47	66.35

Hedge Position

	Q1FY20	Q4FY19	Q1FY19
USD	69.01	68.48	60.15
GBP	13.05	13.05	13.05
Euro	4.50	4.50	4.50

Average Rates for Outstanding Hedges as on:

	Q1FY20	Q4FY19	Q1FY19
USD	73.09	72.74	67.56
GBP	95.94	96.51	92.38
Euro	85.53	86.18	82.51

Revenue by Project type

%	Q1FY20	Q4FY19	Q1FY19
FPP	48%	47%	47%
T&M	52%	53%	53%

Shareholding Pattern

%	Q1FY20	Q4FY19	Q1FY19
FIIIs	36%	42%	41%
Promoters Holding	34%	31%	31%
MFs/ FIs and Banks	15%	15%	14%
NRIs/ OCBs	1%	1%	1%
Others	14%	12%	13%

* Post divestment of GIS business