

NIIT Technologies Limited
Consolidated Profit and Loss Statement



Continuing Business(Excl. GIS Business)

December 31, 2019

INR Mn.

Particulars (INR Mn)	Q3FY20	Q2FY20	QoQ%	Q3FY19	YoY%
Gross Revenues	10,734	10,385	3.4%	9,249	16.1%
Direct Costs	7,069	6,796	4.0%	6,032	17.2%
Gross Profit	3,666	3,589	2.1%	3,217	13.9%
GM%	34.1%	34.6%	-41 Bps	34.8%	-64 Bps
Selling / General And Administration	1,725	1,691	2.0%	1,540	12.0%
SG&A to Revenue %	16.1%	16.3%	-21 Bps	16.7%	-58 Bps
EBITDA	1,940	1,898	2.2%	1,677	15.7%
EBITDA%	18.1%	18.3%	-20 Bps	18.1%	-6 Bps
Depreciation and Amortization	449	447	0.5%	309	45.1%
Other Income (net)	130	76	71.5%	5	2671.9%
Profit Before Tax	1,621	1,527	6.2%	1,372	18.1%
PBT %	15.1%	14.7%	40 Bps	14.8%	27 Bps
Provision for Tax	336	276	21.7%	412	-18.4%
Minority Interest	52	56	-7.1%	39	34.3%
Profit After Tax (after Minority Int.)	1,233	1,195	3.2%	922	33.8%
PAT%	11.5%	11.5%	-2 Bps	10.0%	152 Bps
Basic EPS (INR)	19.8	19.3	2.6%	15.0	31.8%

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INR Mn.

Particulars (INR Mn)	Q3FY20	Q2FY20	QoQ%	Q3FY19	YoY%
Gross Revenues	10,734	10,385	3.4%	9,717	10.5%
Direct Cost	7,069	6,796	4.0%	6,280	12.6%
Gross Profit	3,666	3,589	2.1%	3,437	6.6%
GM%	34.1%	34.6%	-41 Bps	35.4%	-122 Bps
Selling / General And Administration	1,725	1,691	2.0%	1,632	5.7%
SG&A to Revenue %	16.1%	16.3%	-21 Bps	16.8%	-73 Bps
EBITDA	1,940	1,898	2.2%	1,805	7.5%
EBITDA%	18.1%	18.3%	-20 Bps	18.6%	-50 Bps
Depreciation and Amortization	449	447	0.5%	314	43.2%
Other Income (net)	130	76	71.5%	5	2671.9%
Profit Before Tax	1,621	1,527	6.2%	1,496	8.4%
PBT %	15.1%	14.7%	40 Bps	15.4%	-29 Bps
Provision for Tax	336	276	21.7%	445	-24.5%
Minority Interest	52	56	-7.1%	49	6.7%
Profit After Tax (after Minority Int.)	1,233	1,195	3.2%	1,002	23.0%
PAT%	11.5%	11.5%	-2 Bps	10.3%	117 Bps
Basic EPS (INR)	19.8	19.3	2.6%	16.3	21.2%

NIIT Technologies Limited
Consolidated Balance Sheet

December 31, 2019



INR Mn.

Particulars	As at Dec 31	As at Sept 30	As at Dec 31	Particulars	As at Dec 31	As at Sept 30	As at Dec 31
	2019	2019	2018		2019	2019	2018
Equity	625	624	616	Fixed Assets	4,867	4,955	4,267
Reserves & Surplus	23,096	22,401	18,979	Capital Work in Progress	34	82	12
				Intangible Assets	6,211	6,669	4,107
NET Worth	23,721	23,025	19,596	Current Assets			
				Cash and Cash Equivalent	9,060	7,659	8,260
Borrowings	210	99	155	Debtors	7,543	7,971	6,628
Deferred Tax Liability	472	567	448	Other Current Assets	3,805	3,293	2,866
Minority Interest	0	0	80	Current Liabilities	-6,639	-6,187	-5,168
				Future Acquisition Liability	-1,753	-1,916	-1,850
				Deferred Tax Assets	1,275	1,165	1,157
	24,402	23,691	20,278		24,402	23,691	20,278

December 31, 2019

Revenue

INR Mn	Q3FY20	Q2FY20	Q3FY19
Revenue - Continuing Business	10,734	10,385	9,717
Hedge Gain/(Loss)	65	97	(62)

Other Income

INR Mn.	Q3FY20	Q2FY20	Q3FY19
Income on mutual Funds / Net Interest Inco	67	52	108
Difference in Exchange *	63	24	(104)
Other Income (net)	130	76	4

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

Vertical Split

%	Q3FY20	Q2FY20	Q3FY19
Banking and Financial Services	16%	17%	15%
Insurance	30%	31%	30%
Transport	29%	28%	26%
Others	25%	24%	29%

Practice Split

%	Q3FY20	Q2FY20	Q3FY19
Application Development & Management	73%	74%	68%
IP Assets	6%	5%	6%
Managed Services	16%	17%	18%
SI & PI **	2%	1%	4%
BPO	3%	3%	4%

Geography

%	Q3FY20	Q2FY20	Q3FY19
Americas	48%	49%	49%
EMEA	37%	37%	33%
ROW	15%	14%	18%

Revenue Mix

%	Q3FY20	Q2FY20	Q3FY19
ONSITE	64%	66%	65%
OFFSHORE	36%	34%	35%
Total	100%	100%	100%

Order Book

\$ Mn	Q3FY20	Q2FY20	Q3FY19
Fresh Order Intake	218	176	165
USA	90	65	96
EMEA	62	41	42
ROW	66	70	27
Executable Order Book over Next 12 Months	424	405	375

Client Data

No.	Q3FY20	Q2FY20	Q3FY19
Repeat Business %	88%	90%	88%
New client Addition:			
USA	6	7	8
EMEA	2	1	-
APAC	1	2	2
India	1	-	-
Total	10	10	10

** System Integration and Package Implementation

DAYS	Q3FY20	Q2FY20	Q3FY19
DSO	67	73	69

Revenue Concentration

%	Q3FY20	Q2FY20	Q3FY19
Top 5	27%	29%	28%
Top 10	36%	39%	40%

Client Size

Nos	Q3FY20	Q2FY20	Q3FY19
Between 1 to 5 Million	74	70	62
Between 5 to 10 Million	17	16	20
Above 10 Million	9	9	8
Total	100	95	90

People Numbers (By Role)

Nos	Q3FY20	Q2FY20	Q3FY19
Billable Personnel			
Onsite	2,451	2,468	2,408
Offshore	7,515	7,453	6,881
Total	9,966	9,921	9,289
Sales and Marketing (Excl GIS)	185	185	114
Sales and Marketing (GIS)*	-	-	94
Others	698	694	647
Grand Total	10,849	10,800	10,144

Utilization/Attrition (Excl BPO)

%	Q3FY20	Q2FY20	Q3FY19
Utilization	79.3%	80.7%	79.0%
Attrition Rate	11.9%	12.3%	11.7%

Rupee Dollar Rate

	Q3FY20	Q2FY20	Q3FY19
Period Closing Rate	71.29	70.66	69.60
Period Average Rate	70.97	69.84	72.06

Hedge Position

	Q3FY20	Q2FY20	Q3FY19
USD	71.99	71.79	66.11
GBP	19.11	17.99	13.05
Euro	5.94	6.30	4.50

Average Rates for Outstanding Hedges as on:

	Q3FY20	Q2FY20	Q3FY19
USD	73.08	73.08	71.56
GBP	94.16	93.39	96.13
Euro	83.49	83.92	86.19

Revenue by Project type

%	Q3FY20	Q2FY20	Q3FY19
FPP	46%	46%	47%
T&M	54%	54%	53%