

Continuing Business(Excl. GIS Business)

September 30, 2019

INR Mn.

Particulars (INR Mn)	Q2FY20 (Reported)	Q1FY20 (Reported)	Q1FY20 (Adjusted)	QoQ% (Adjusted)	Q2FY19 (Reported)	YoY% (Reported)
Gross Revenues	10,385	9,597	9,597	8.2%	8,723	19.0%
Direct Costs	6,796	6,348	6,348	7.1%	5,720	18.8%
Gross Profit	3,589	3,249	3,249	10.5%	3,004	19.5%
GM%	34.6%	33.9%	33.9%	70 Bps	34.4%	12 Bps
Selling / General And Administration	1,691	1,843	1,608	5.2%	1,450	16.6%
SG&A to Revenue %	16.3%	19.2%	16.8%	-47 Bps	16.6%	-34 Bps
EBITDA	1,898	1,406	1,641	15.7%	1,554	22.2%
EBITDA%	18.3%	14.7%	17.1%	118 Bps	17.8%	47 Bps
Depreciation and Amortization	447	401	401	11.4%	314	42.1%
Other Income (net)	76	171	75	1.7%	220	-65.5%
Profit Before Tax (Before exceptional items)	1,527	1,176	1,315	16.2%	1,459	4.7%
PBT % (Before exceptional items)	14.7%	12.3%	13.7%	101 Bps	16.7%	-202 Bps
Exceptional items	-	(57)	-	NA	-	NA
Profit Before Tax	1,527	1,233	1,315	16.2%	1,459	4.7%
PBT %	14.7%	12.8%	13.7%	101 Bps	16.7%	-202 Bps
Provision for Tax	276	318	269	2.5%	351	-21.3%
Minority Interest	56	24	24	133.3%	43	28.8%
Profit After Tax (after Minority Int.)	1,195	890	1,021	17.0%	1,065	12.2%
PAT%	11.5%	9.3%	10.6%	87 Bps	12.2%	-70 Bps
Basic EPS (INR)	19.3	14.4	16.5	16.5%	17.3	11.2%

Adjusted figures are excluding non-recurring transaction related expenses

NIIT Technologies Limited
Consolidated Profit and Loss Statement

September 30, 2019



INR Mn.

Particulars (INR Mn)	Q2FY20 (Reported)	Q1FY20 (Reported)	Q1FY20 (Adjusted)	QoQ% (Adjusted)	Q2FY19	YoY% (Reported)
Gross Revenues	10,385	9,627	9,627	7.9%	9,074	14.4%
Direct Cost	6,796	6,374	6,374	6.6%	5,897	15.2%
Gross Profit	3,589	3,253	3,253	10.3%	3,177	13.0%
GM%	34.6%	33.8%	33.8%	77 Bps	35.0%	-45 Bps
Selling / General And Administration	1,691	1,864	1,629	3.8%	1,543	9.6%
SG&A to Revenue %	16.3%	19.4%	16.9%	-64 Bps	17.0%	-72 Bps
EBITDA	1,898	1,388	1,623	16.9%	1,634	16.1%
EBITDA%	18.3%	14.4%	16.9%	141 Bps	18.0%	27 Bps
Depreciation and Amortization	447	401	401	11.4%	319	39.9%
Other Income (net)	76	172	76	0.1%	215	-64.7%
Profit Before Tax (Before exceptional items)	1,527	1,159	1,298	17.7%	1,530	-0.2%
PBT % (Before exceptional items)	14.7%	12.0%	13.5%	122 Bps	16.9%	-215 Bps
Exceptional items	-	(57)	-	NA	-	NA
Profit Before Tax	1,527	1,216	1,298	17.7%	1,530	-0.2%
PBT %	14.7%	12.6%	13.5%	122 Bps	16.9%	-215 Bps
Provision for Tax	276	318	269	2.4%	363	-23.9%
Minority Interest	56	22	22	152.3%	49	13.2%
Profit After Tax (after Minority Int.)	1,195	876	1,006	18.8%	1,118	6.9%
PAT%	11.5%	9.1%	10.5%	105 Bps	12.3%	-81 Bps
EPS - INR						
Basic EPS (INR)	19.3	14.2	16.3	17.8%	18.2	5.9%

Adjusted figures are excluding non-recurring transaction related expenses

September 30, 2019



INR Mn.

Particulars	As at Sept 30 2019	As at June 30 2019	As at Sept 30 2018	Particulars	As at Sept 30 2019	As at June 30 2019	As at Sept 30 2018
Equity	624	618	616	Fixed Assets	4,955	5,088	4,352
Reserves & Surplus	22,401	20,897	18,080	Capital Work in Progress	82	50	11
				Intangible Assets	6,669	6,863	4,353
NET Worth	23,025	21,515	18,696	Current Assets			
				Cash and Cash Equivalent	7,659	7,296	7,556
Borrowings	99	123	187	Debtors	7,971	7,041	6,526
Deferred Tax Liability	567	679	470	Other Current Assets	3,293	3,131	2,465
Minority Interest	-	-	193	Current Liabilities	(6,187)	(6,456)	(5,215)
				Future Acquisition Liability	(1,916)	(1,902)	(1,835)
				Deferred Tax Assets	1,165	1,206	1,333
	23,691	22,317	19,546		23,691	22,317	19,546

September 30, 2019

Revenue

INR Mn	Q2FY20	Q1FY20	Q2FY19
Revenue - Continuing Business	10,385	9,597	8,723
Hedge Gain/(Loss)	97	63	(84)

Other Income

INR Mn.	Q2FY20	Q1FY20	Q2FY19
Income on mutual Funds / Net Interest Income	52	183	96
Difference in Exchange *	24	(11)	119
Other Income (net)	76	172	215

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

Vertical Split

%	Q2FY20	Q1FY20	Q2FY19
Banking and Financial Services	17%	16%	16%
Insurance	31%	29%	29%
Transport	28%	28%	27%
Others	24%	27%	28%

Practice Split

%	Q2FY20	Q1FY20	Q2FY19
Application Development & Management	74%	72%	68%
IP Assets	5%	6%	6%
Managed Services	17%	17%	18%
SI & PI **	1%	1%	4%
BPO	3%	4%	4%

Geography

%	Q2FY20	Q1FY20	Q2FY19
Americas	49%	49%	49%
EMEA	37%	35%	34%
ROW	14%	16%	17%

Revenue Mix

%	Q2FY20	Q1FY20	Q2FY19
ONSITE	66%	66%	64%
OFFSHORE	34%	34%	36%
Total	100%	100%	100%

Order Book

\$ Mn	Q2FY20	Q1FY20	Q2FY19
Fresh Order Intake	176	175	160
USA	65	100	86
EMEA	41	58	39
ROW	70	17	35
Executable Order Book over Next 12 Months	405	395	363

Client Data

No.	Q2FY20	Q1FY20	Q2FY19
Repeat Business %	90%	96%	89%
New client Addition:			
USA	7	5	5
EMEA	1	3	3
APAC	2	3	2
India	-	-	-
Total	10	11	10

** System Integration and Package Implementation

September 30, 2019

DAYS	Q2FY20	Q1FY20	Q2FY19
DSO	73	67	73

Revenue Concentration

%	Q2FY20	Q1FY20	Q2FY19
Top 5	29%	27%	28%
Top 10	39%	39%	40%

Client Size

Nos	Q2FY20	Q1FY20	Q2FY19
Between 1 to 5 Million	70	66	63
Between 5 to 10 Million	16	17	18
Above 10 Million	9	8	7
	95	91	88

People Numbers (By Role)

Nos	Q2FY20	Q1FY20	Q2FY19
Billable Personnel			
Onsite	2,468	2,429	2,369
Offshore	7,453	7,063	6,815
Total	9,921	9,492	9,184
Sales and Marketing (Excl GIS)	185	141	123
Sales and Marketing (GIS)*	-	-	94
Others	694	664	624
Grand Total	10,800	10,297	10,025

Utilization/Attrition (Excl BPO)

%	Q2FY20	Q1FY20	Q2FY19
Utilization	80.7%	80.5%	80.4%
Attrition Rate	12.3%	12.9%	10.8%

Rupee Dollar Rate

	Q2FY20	Q1FY20	Q2FY19
Period Closing Rate	70.66	68.95	72.54
Period Average Rate	69.84	69.50	69.31

Hedge Position

	Q2FY20	Q1FY20	Q2FY19
USD	71.79	69.01	64.23
GBP	17.99	13.05	13.05
Euro	6.30	4.50	4.20

Average Rates for Outstanding Hedges as on:

	Q2FY20	Q1FY20	Q2FY19
USD	73.08	73.09	69.49
GBP	93.39	95.94	94.54
Euro	83.92	85.53	84.55

Revenue by Project type

%	Q2FY20	Q1FY20	Q2FY19
FPP	46%	48%	45%
T&M	54%	52%	55%